
Santa Fe
grupo | hotelero

HOTEL 3Q22 Webcast

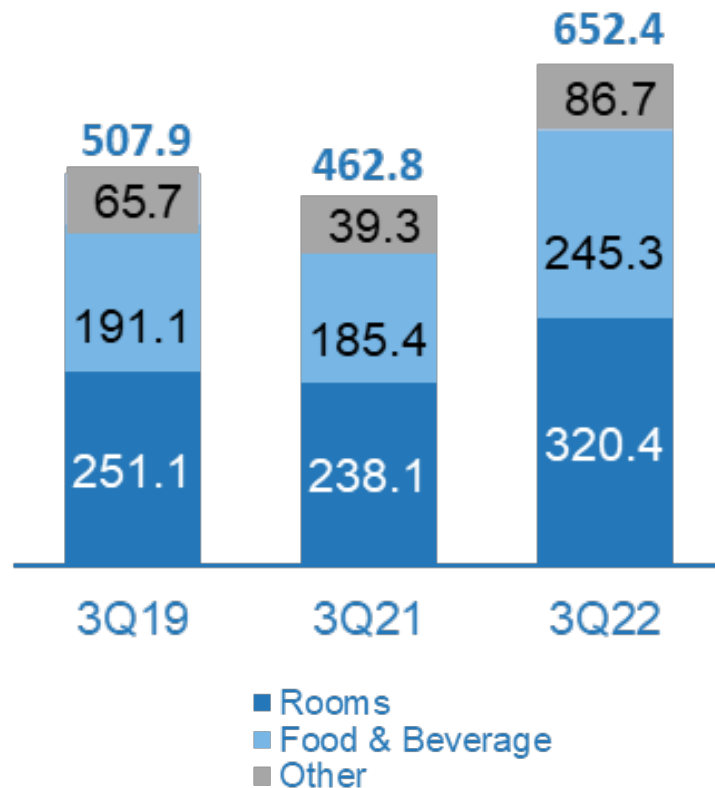
OCTOBER 21, 2022



Revenue Growth

Revenues (\$)

Millions of Mexican pesos



- **Total Revenue** was Ps. 652 million in the quarter.
- **Room revenue** was Ps. 320 million in the quarter
- **F&B revenue** was Ps. 245 million in the quarter
- **Other revenue** was Ps. 87 million in the quarter



Hilton Garden Inn Monterrey Aeropuerto

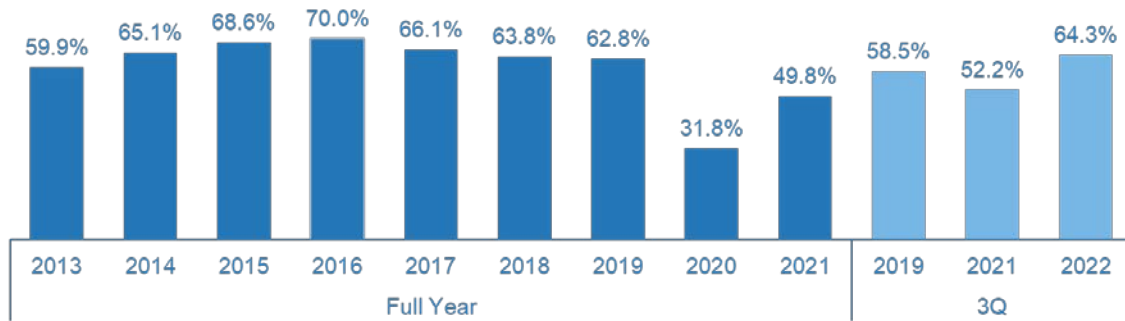


Krystal Urban Guadalajara

Operational Performance

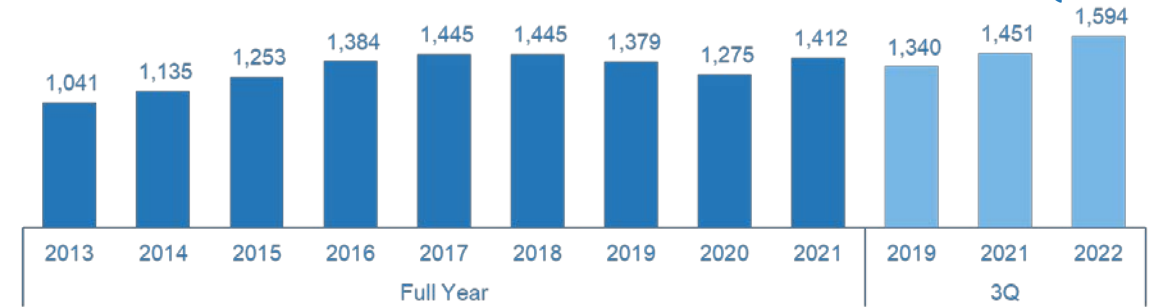
Occupancy (%)

+12.1pp vs 3Q21



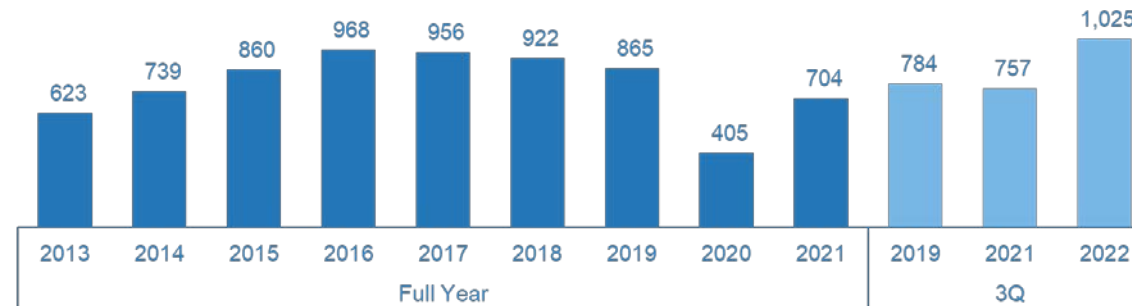
ADR (\$)

+9.9% vs 3Q21



RevPAR (\$)

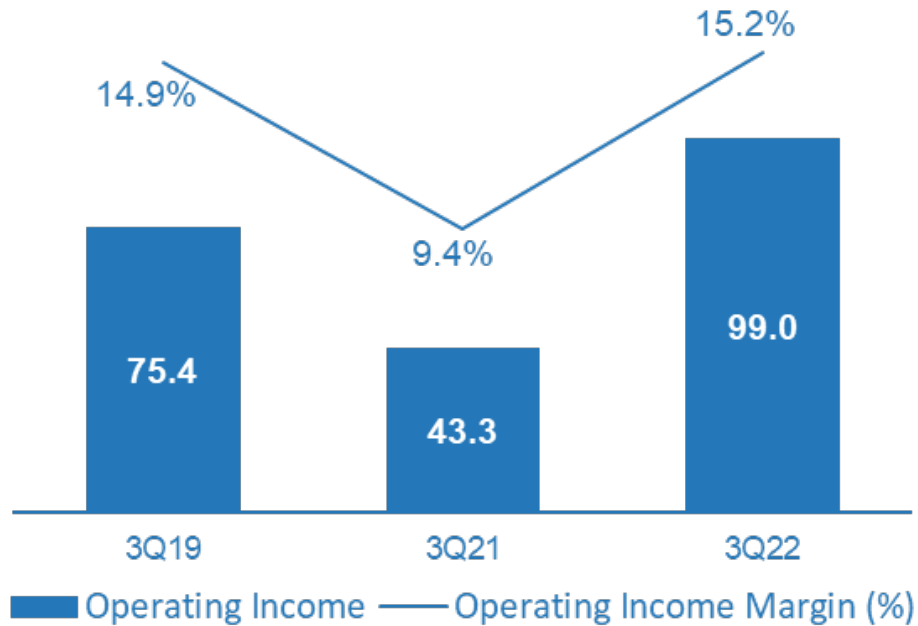
+35.4% vs 3Q21



Bottom Line Performance

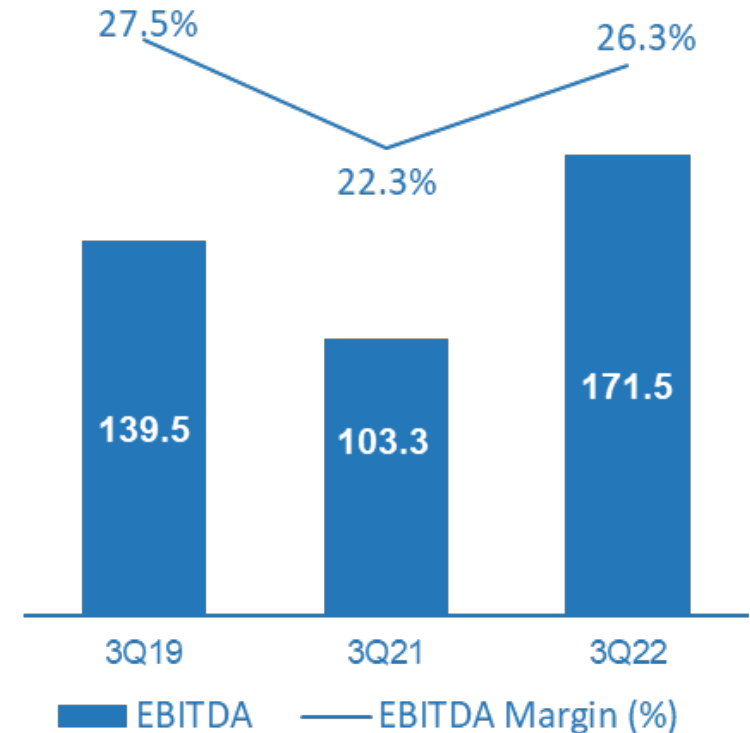
Operating Income(\$)

Millions of Mexican pesos



EBITDA (\$)

Millions of Mexican pesos



Financial Debt

| Cifras en miles de Pesos | Denominación en (moneda): | | |
|--------------------------------------------|---------------------------|------------------|------------------|
| | Pesos | Dólares | Total |
| Deuda* | | | |
| Corto Plazo | 31,213 | 390,504 | 421,716 |
| Largo Plazo | 662,795 | 2,097,366 | 2,760,160 |
| Total | 694,007 | 2,487,869 | 3,181,877 |
| % Total | 21.8% | 78.2% | 100.0% |
| <i>Tasa Promedio del pasivo financiero</i> | 12.51% | 6.85% | 8.09% |
| Efectivo y equivalentes | 395,351 | 395,540 | 790,891 |
| Efectivo restringido | 5,913 | 84,033 | 89,946 |
| Caja y bancos** | 401,264 | 479,573 | 880,837 |
| Deuda Neta | 292,744 | 2,008,296 | 2,301,040 |

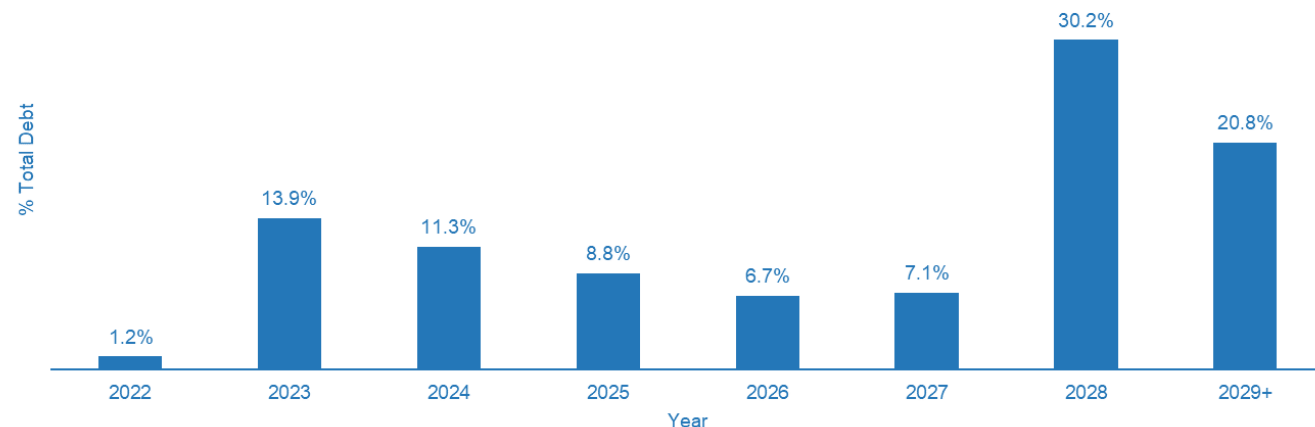
Deuda Neta / UAFIDA (últimos 12 meses al 30 de septiembre 2022) 3.3x

*Incluye intereses devengados por pagar y efecto de instrumentos financieros relacionados con pasivos bancarios.

**Incluye efectivo restringido relacionado con la deuda bancaria.

- During 3Q22, the Mexican peso depreciated 0.2% against the U.S. dollar, from Ps. 20.1443 on June 30, 2022, to Ps. 20.1927 on September 30, 2022, negatively impacting the Company's financial costs. The Company's short U.S. dollar position by the end of 3Q22 was **US\$99.4 million**, equal to Ps. **2,008.3 million**.
- Net Debt for 3Q22 was Ps. **2,301 million**, which represents Net Debt/ LTM EBITDA of **3.3x**.

Debt Maturity Profile of Grupo Hotelero Santa Fe
as of September 30, 2022



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