

# HOTEL 3Q23 Webcast

Santa Fe  
grupo | hotelero

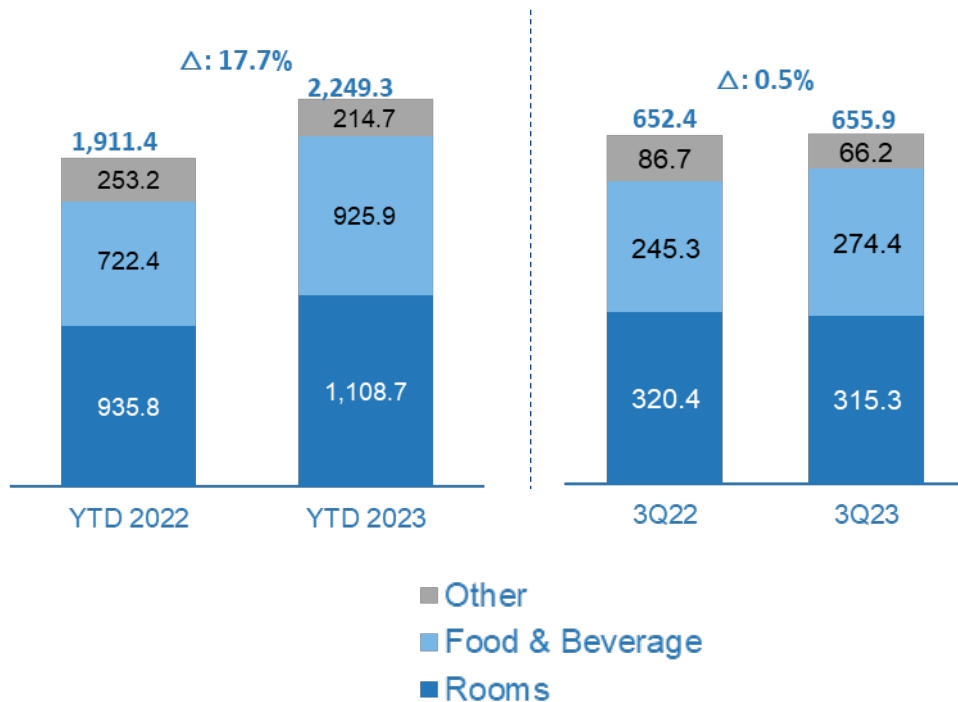
October 20th, 2023



# Revenue Growth

## Revenues (\$)

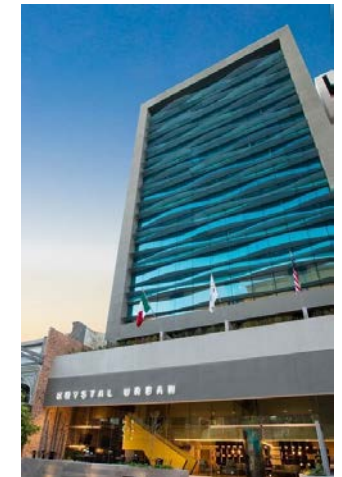
Millions of Mexican pesos



- **Total Revenue** was Ps. 652 million in the quarter, an increase of 0.5% compared to 2Q22
- **Room revenue** was Ps. 315 million in the quarter, a decrease of 2% compared to 2Q23
- **F&B revenue** was Ps. 274 million in the quarter, an increase of 12% compared to 3Q22
- **Other revenue** was Ps. 66 million in the quarter, a 24% decrease compared to 3Q22.



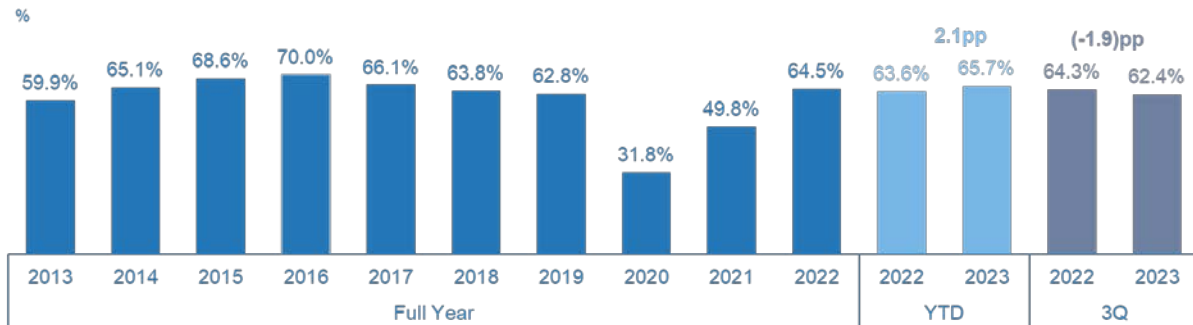
Hilton Garden Inn Monterrey Aeropuerto



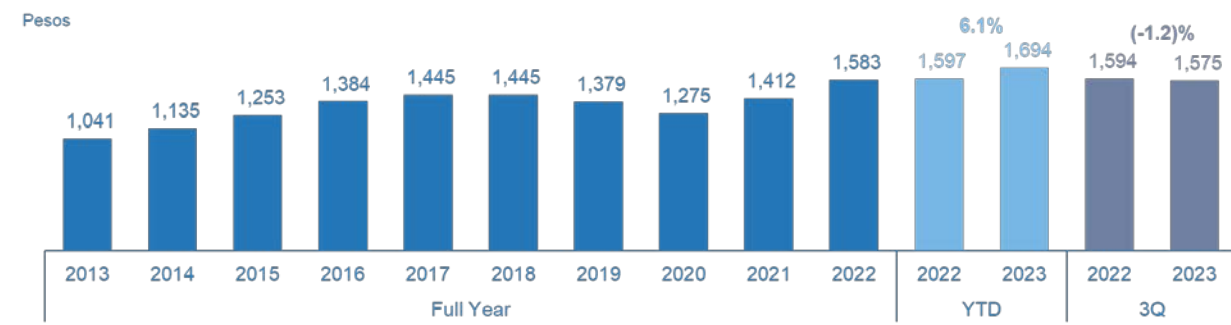
Krystal Urban Guadalajara

# 5.1 Operational KPIs (Total Hotels in Operation)

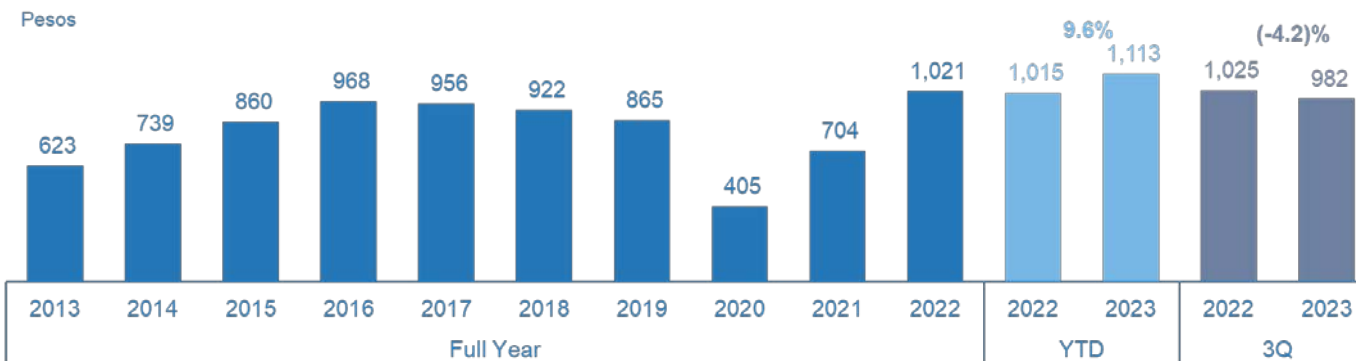
## Occupancy (%)



## ADR (\$)



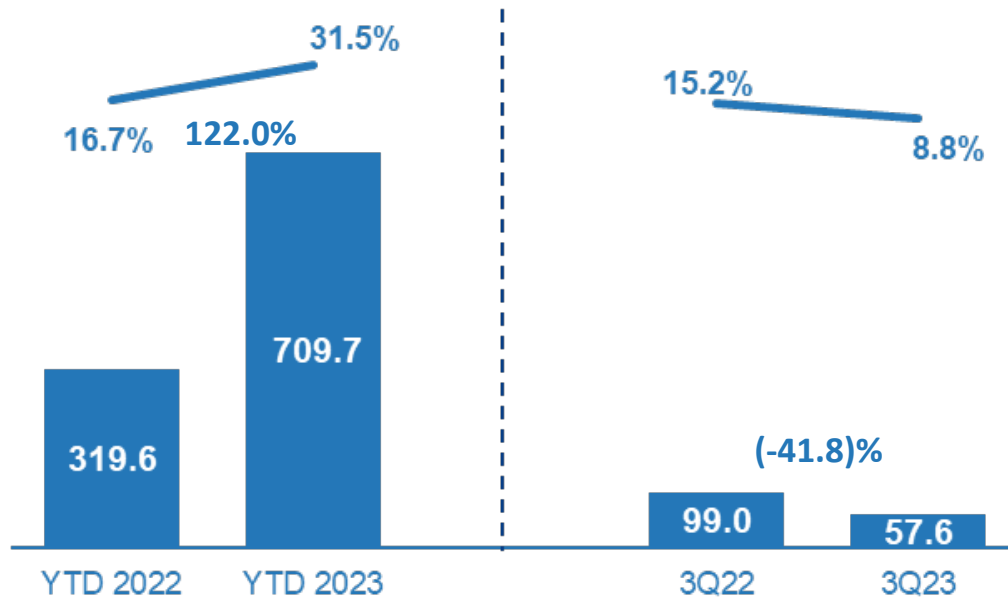
## RevPAR (\$)



# Bottom Line Performance

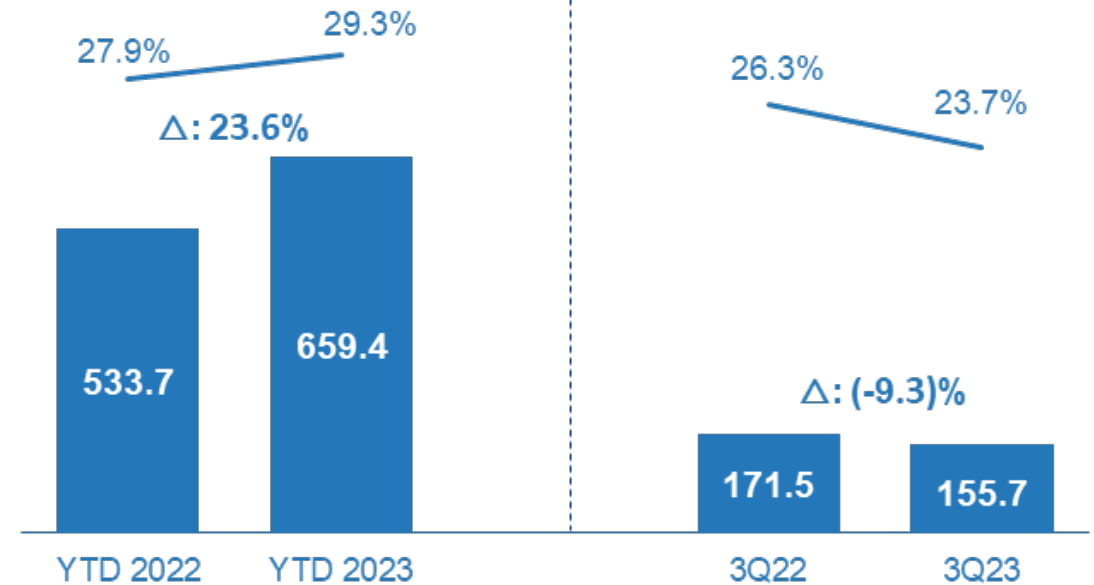
## Operating Income(\$)

Millions of Mexican pesos



## EBITDA (\$)

Millions of Mexican pesos



# Financial Debt

Debt*	Denominated in (currency):		
	Pesos	Dollars	Total
Short Term	21,441	341,365	362,806
Long Term	666,673	2,014,978	2,681,652
<b>Total</b>	<b>688,114</b>	<b>2,356,343</b>	<b>3,044,457</b>
% Total	22.6%	77.4%	100.0%
Average rate of financial liabilities	14.55%	8.36%	9.76%
Cash and cash equivalents	165,215	85,634	250,849
Restricted cash	27,921	114,428	142,349
<b>Cash and cash equivalents**</b>	<b>193,136</b>	<b>200,062</b>	<b>393,198</b>
<b>Net Debt</b>	<b>494,978</b>	<b>2,156,281</b>	<b>2,651,259</b>

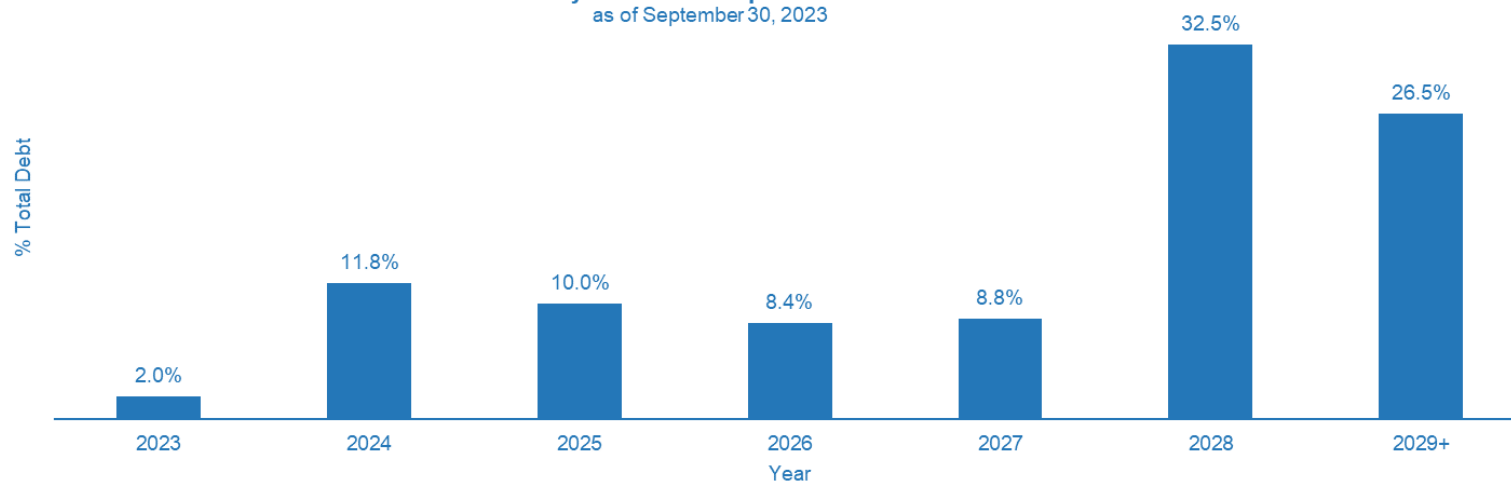
Net Debt / LTM EBITDA (as of September 30, 2023) 3.0x

\*Includes accrued interest and effect of financial instruments related to financial debt.

\*\*Includes restricted cash related to bank debt.

- During 3Q23, the Mexican peso depreciated 3.0% against the US dollar, from Ps. 17.1187 on June 30, 2023, to Ps. 17.6195 on September 30, 2023, negatively impacting the Company's financial costs. The Company's **short US dollar position** by the end of 3Q23 was **US\$122.4 million**, equal to **Ps. 2,156.3 million**.
- Net Debt for 3Q23 was Ps. **2,651 million**, which represents Net Debt/ LTM EBITDA of **3.0x**.

Debt Maturity Profile of Grupo Hotelero Santa Fe  
as of September 30, 2023





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Secrets Tulum Resort



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