

EVOLUTION
WITH VISION

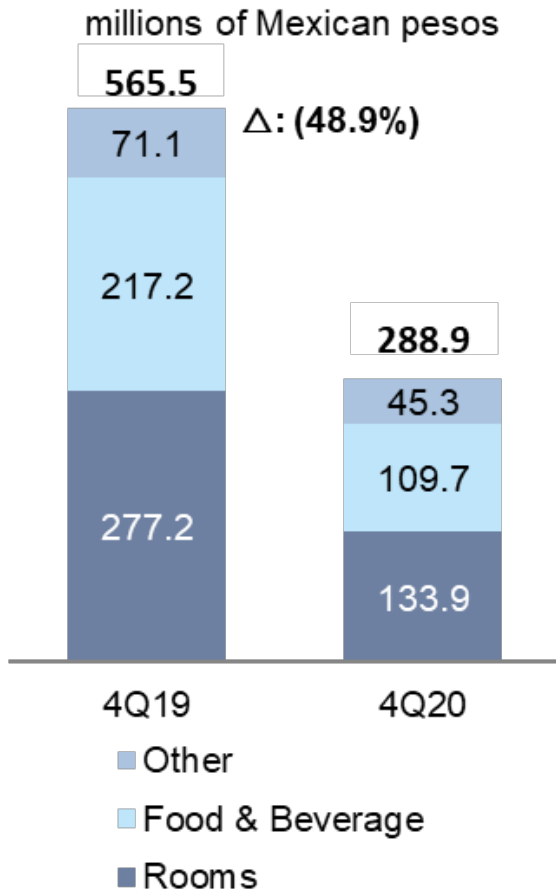


Santa Fe
grupo | hotelero

HOTEL 4Q20 Webcast

February 19, 2020





- **49%** Revenue decrease in the quarter.
- Room revenue decreased **52%** in the quarter
- F&B revenue decreased **49%** in the quarter
- Other revenue decreased **36%** in the quarter



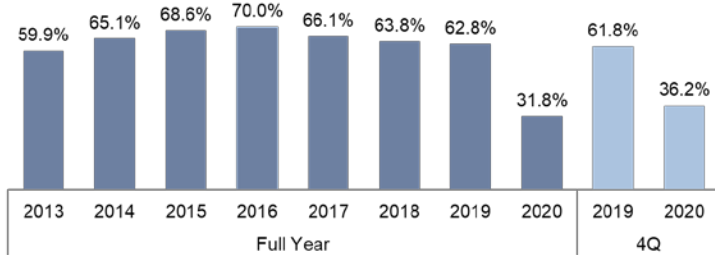
Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

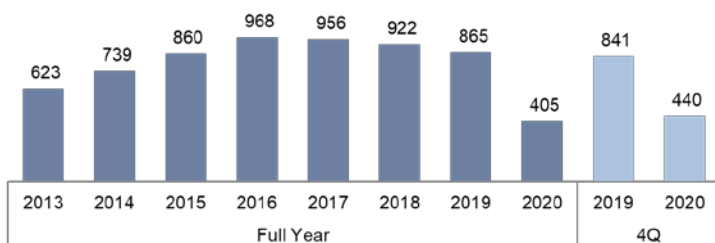
Operational Performance (Full Portfolio)

Occupancy (%)



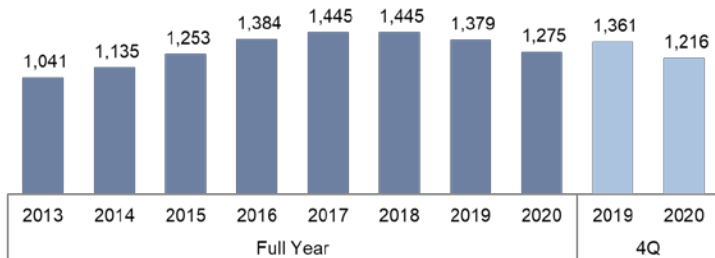
4Q20 vs 4Q19:
25.6 pp decrease

RevPar (\$)



4Q20 vs 4Q19:
(47.7%) decrease

ADR (\$)



4Q20 vs 4Q19:
(10.7%) decrease



Krystal Grand Suites

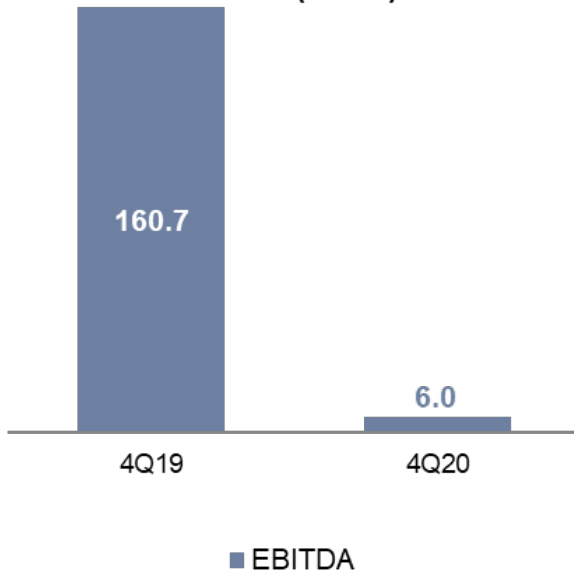


Hyatt Regency Mexico City Insurgentes

EBITDA

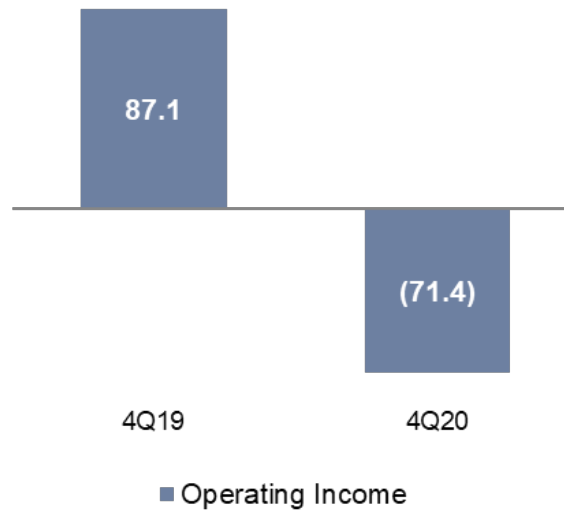
millions of Mexican pesos

Δ: (96.3%)



Operating Income

millions of Mexican pesos



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Figures in thousands of Mexican pesos	Denominated in (currency):		
	Pesos	Dollars	Total
Debt*			
Short Term	26,128	201,339	227,467
Long Term	130,635	2,531,054	2,661,689
Total	156,763	2,732,394	2,889,156
% Total	5.4%	94.6%	100.0%
Average rate of financial liabilities	7.50%	3.35%	3.57%
Cash and equivalents	498,641	40,492	539,133
Restricted cash	4,228	100,428	104,657
Cash and cash equivalents**	502,870	140,920	643,789
Net Debt	(346,107)	2,591,474	2,245,367
Net Debt / LTM EBITDA (as of December 31, 2020)			47.8x

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

**Includes restricted cash related to bank debt.

- The peso appreciated in 4Q20 by 3% and had a positive impact in Net financing cost; short in US dollars is approximately **US\$130 million** or **Ps. 2,591 million**.
- Net Debt for 4Q20 was Ps. **2,245 million**, which represents Net Debt/ LTM EBITDA of **47.8x**.



Hilton Guadalajara

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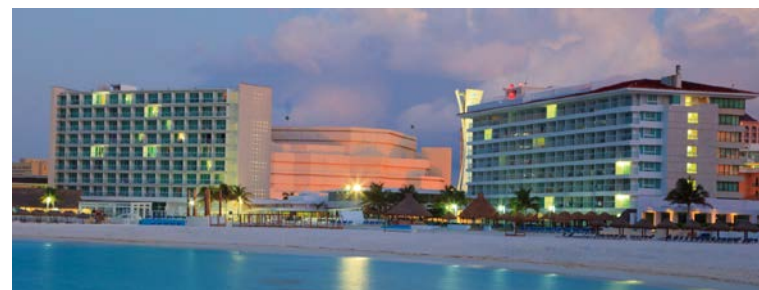
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Krystal Beach Acapulco



Krystal Urban Mexico City Airport



Krystal Resort Cancun