

10 YEARS
OF CONFIDENT
STEPS FORWARD

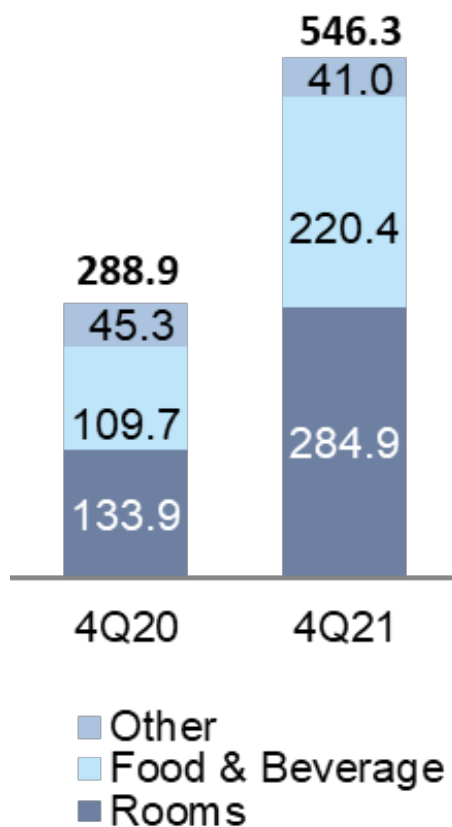
Santa Fe
grupo | hotelero

HOTEL 4Q21 Webcast

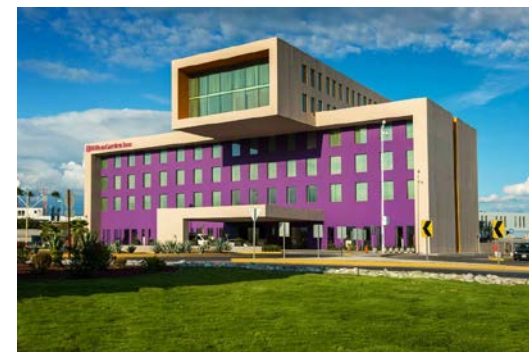
February 18, 2022



millions of Mexican Pesos



- **Total Revenue** was Ps. 546 million in the quarter.
- **Room revenue** was Ps. 284 million in the quarter
- **F&B revenue** was Ps. 220 million in the quarter
- **Other revenue** was Ps. 41 million in the quarter



Hilton Garden Inn Monterrey Aeropuerto



Krystal Urban Guadalajara

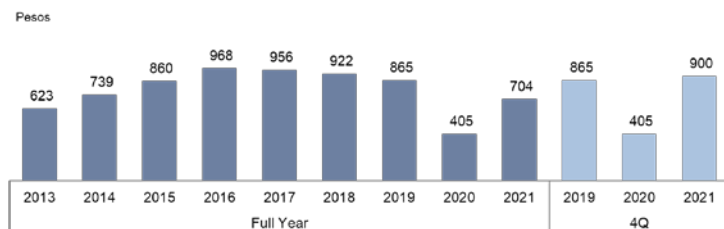
Operational Performance (Full Portfolio)

Occupancy (%)



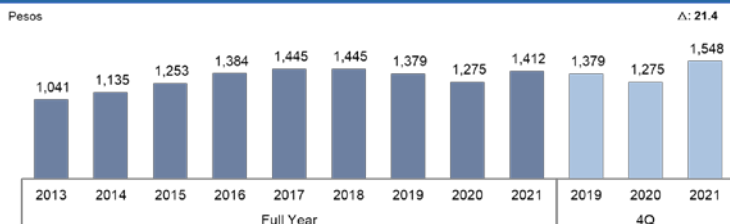
4Q21 vs 4Q20:
27.3 pp increase

RevPar (\$)



4Q21 RevPAR
was 900

ADR (\$)



4Q21 vs 4Q20:
21.4% increase



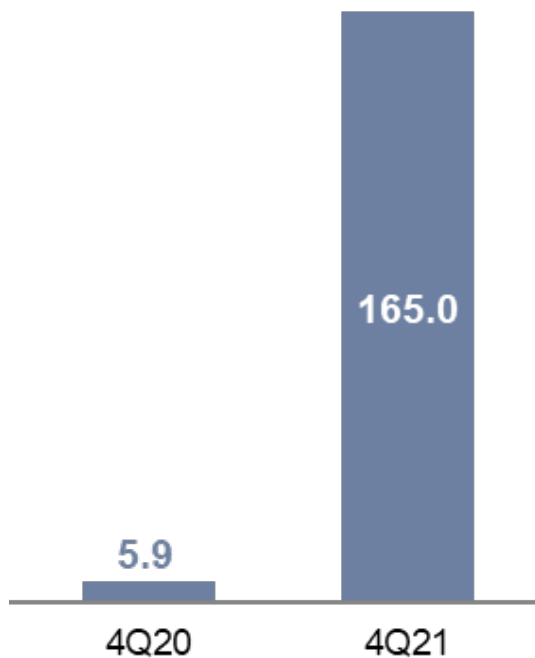
Krystal Grand Suites



Hyatt Regency Mexico City Insurgentes

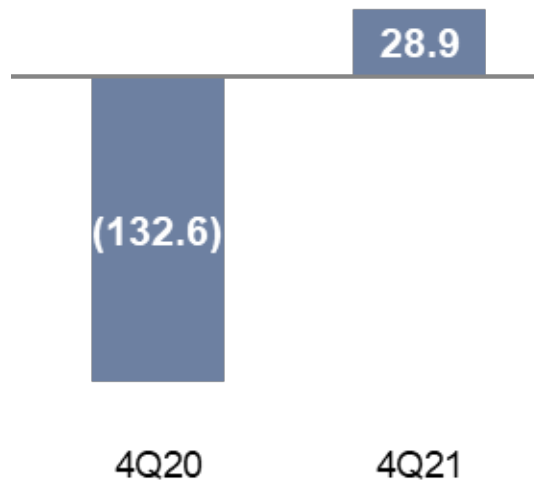
EBITDA

millions of Mexican Pesos



Operating Income

millions of Mexican Pesos



Krystal Grand Los Cabos



Krystal Grand Nuevo Vallarta

Figures in thousands of Mexican pesos

| Debt* | Denominated in (currency): | | |
|---------------------------------------|----------------------------|------------------|------------------|
| | Pesos | Dollars | Total |
| Short Term | 27,985 | 217,125 | 245,110 |
| Long Term | 498,433 | 2,477,779 | 2,976,213 |
| Total | 526,419 | 2,694,905 | 3,221,323 |
| % Total | 16.3% | 83.7% | 100.0% |
| Average rate of financial liabilities | 8.89% | 3.31% | 4.22% |
| Cash and cash equivalents | 428,610 | 136,113 | 564,723 |
| Restricted cash | 5,918 | 85,377 | 91,296 |
| Cash and cash equivalents** | 434,528 | 221,490 | 656,019 |
| Net Debt | 91,890 | 2,473,414 | 2,565,305 |

Net Debt / LTM EBITDA (as of December 31, 2021) 6.4x

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

**Includes restricted cash related to bank debt.

- During 4Q21 the Mexican peso depreciated 0.1% and had a negative impact in Net financing cost; short in US dollars is approximately **US\$121** million or **Ps. 2,473** million.
- Net Debt for 4Q21 was Ps. **3,221** million, which represents Net Debt/ LTM EBITDA of **6.4x**.



Hilton Guadalajara

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Krystal Urban Aeropuerto Ciudad de Mexico



Krystal Resort Cancun