



FibraHotel<sub>mx</sub>

**Investor presentation**  
**October 2020**



*Download investor Kit*

*Live Aqua San Miguel de Allende*

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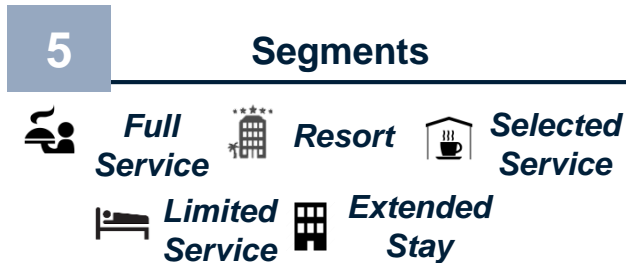
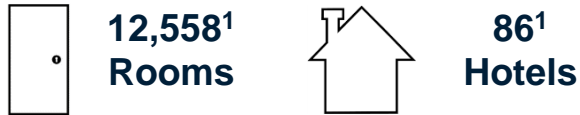


# A High Quality Hotel Portfolio in Mexico



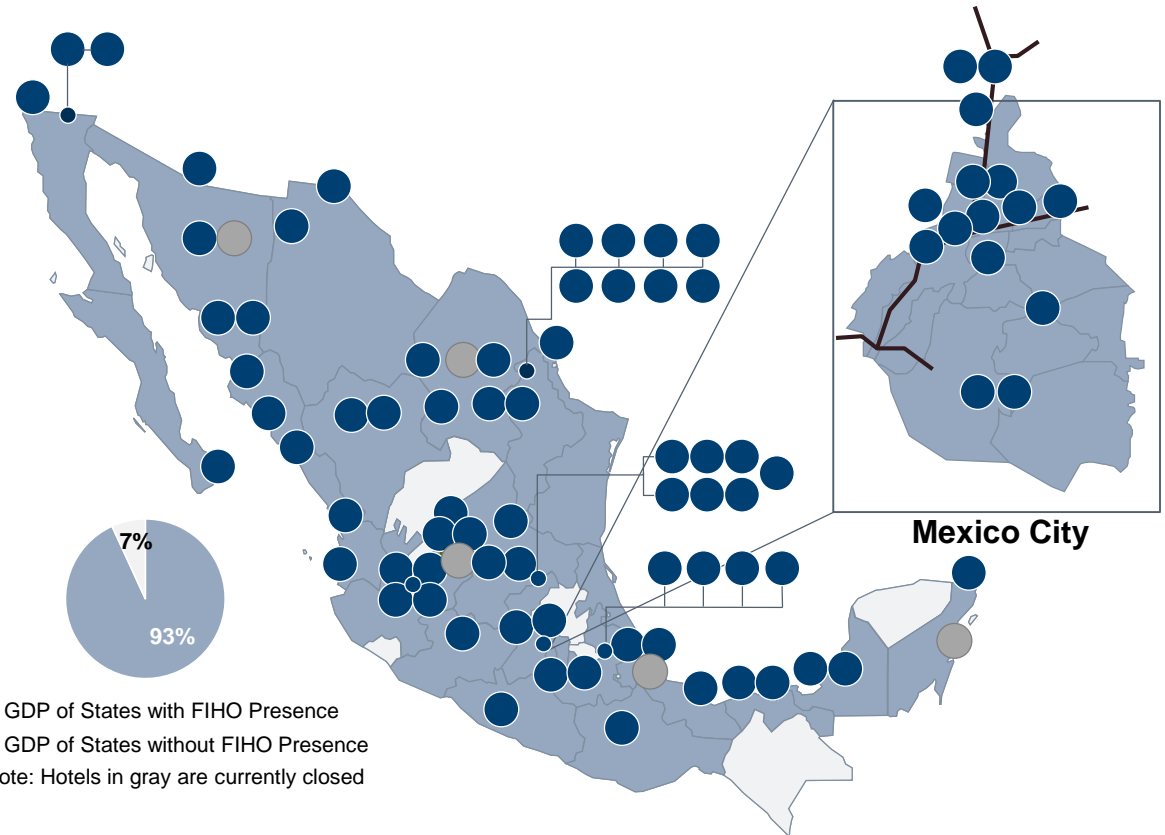
# A Unique and Diversified Mix of Hotels

## FibraHotel Diversification



## Geographic Distribution of the Current Portfolio

Presence in 26 states across the country, representing 93% of GDP



- ✓ Portfolio market price per key of Ps. \$624k (US. \$28k), a 57% discount to cost per key of Ps. 1,453k
- ✓ Average portfolio age of 8 years

<sup>1</sup> There are currently five hotels temporarily closed, excluding these hotels, FibraHotel has 81 hotels with 11,939 rooms in operation



# Evolution of FibraHotel

## Evolution of FibraHotel since its IPO

(No. of hotels)

30



2013

First Lodging REIT in Mexico and Latam  
Focus on urban business-class hotels

- ❖ FibraHotel completed its initial public offering in the Mexican Stock Exchange on November 30<sup>th</sup>, 2012



60



2015

Developed 30 hotels  
~Ps. 5,000mm  
Full service hotels

- ❖ Opening of:
  - ❖ Live Aqua Monterrey
  - ❖ Grand Fiesta Americana Monterrey
  - ❖ Fiesta Americana Hacienda Galindo
  - ❖ AC Hotels by Marriott



81



2017

Resorts and Leisure

- ❖ Acquisition of 507 room all-inclusive Fiesta Americana Condesa Cancun hotel



86



2019

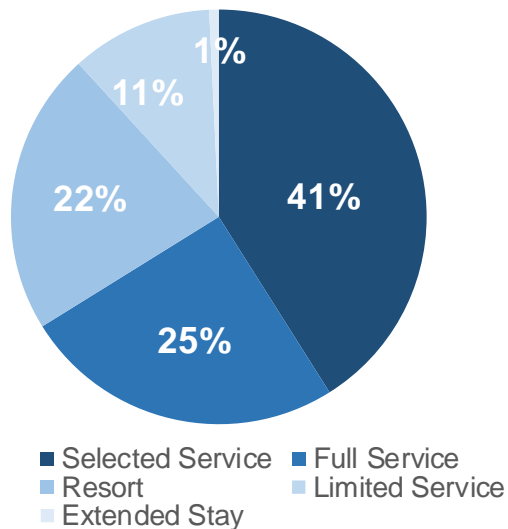
Luxury hotels

- ❖ Opening of:
  - ❖ Live Aqua San Miguel de Allende Urban Resort
  - ❖ Fiesta Americana Mexico City Satellite
  - ❖ Fiesta Americana Mexico City Viaducto Airport

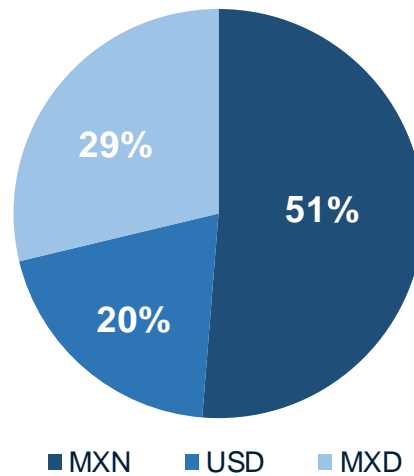


# Diversified Portfolio by Segment, Brand and Customer

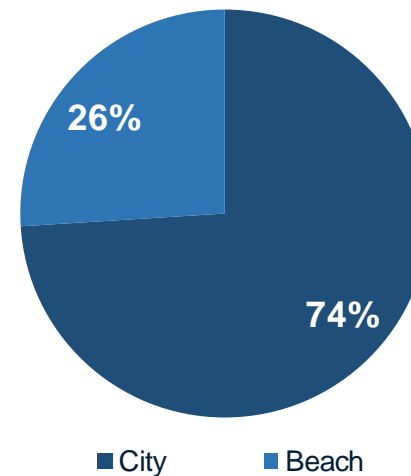
Segment by Asset Value<sup>1</sup>



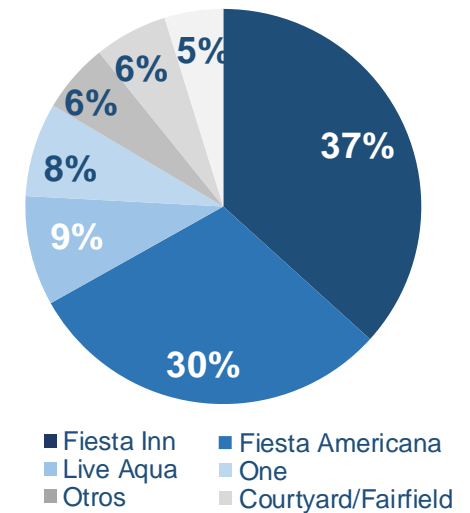
Portfolio asset value<sup>2</sup> by MXN / USD<sup>3</sup> / MXD<sup>4</sup>



Beach / City by Asset Value<sup>5</sup>



By Brand



- ✓ ~47% resort/full service
- ✓ ~49% USD/MXD
- ✓ 5,716 rooms in five main cities (MEX, MTY, GDL, QRO, PUE)
- ✓ 2,520 rooms in Mexico City Metropolitan Area

Source: Company with asset values as of 6/30/2020. Note: asset value includes undepreciated assets and the remaining investment in FA Hacienda Galindo and excludes five currently closed hotels with 619 rooms and Ps. \$667mm in asset value <sup>1</sup> Resorts includes: Live Aqua San Miguel de Allende, Live Aqua Playa del Carmen and FACC. <sup>2</sup> The classification of a hotel as USD / MXN / MXD is based solely on management's classification of a hotel, the percentages in the charts do not represent the actual currency of the revenues generated at these hotels and instead represent the asset values of the hotels as classified by management <sup>3</sup> USD includes: FFI Los Cabos, Aqua Playa del Carmen, Sheraton MTY, FI Cuautitlan, Perisur, FI Puerto Vallarta and Live Aqua San Miguel de Allende; MXD includes: FFI Nogales, Aqua MTY, FAG MTY, FA Pabellon M, AC GDL, AC QRO, CY Tereo, AC Veracruz, FA Viaducto, and FA Satellite. <sup>4</sup> MXD refers to hotels with a rate in dollars and with demand generators in pesos ("Mexi-dollars"). <sup>5</sup> Beach includes: FFI Cabos, One Acapulco, Fiesta Inn Puerto Vallarta, AC Veracruz, and Resorts

# Attractive Valuation for Long Term Investor

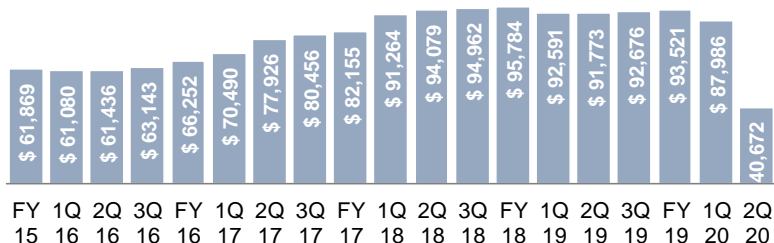
## EBITDA growth over time

- ✓ 5-yr EBITDA CAGR > 25% (2015-2019)
- ✓ 2019 EBITDA margin > 26%
- ✓ Current valuation of 6.8x EV / 2019 EBITDA

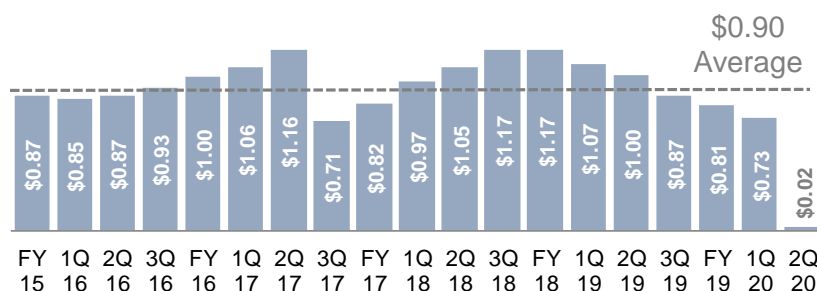
## Strong AFFO per CBFi over time

- ✓ 2017-2019 average AFFO Yield of 8.5%
- ✓ Since IPO distributed Ps. 6.45 per CBFi (>Ps. 3.85bn)
- ✓ Last equity issuance at Ps. \$13.75 in 2017

LTM EBITDA per room



LTM AFFO per CBFi



**Our assets, with an average age of eight years trade at an important discount when compared to the historical cost of the properties**

Enterprise Value<sup>1</sup>  
Ps. \$7,838mm



12,558<sup>2</sup> rooms

Ps. \$624,159  
USD\$28,371<sup>3</sup>

FIHO's Historical Cost<sup>4</sup>  
Ps. \$1,453,791

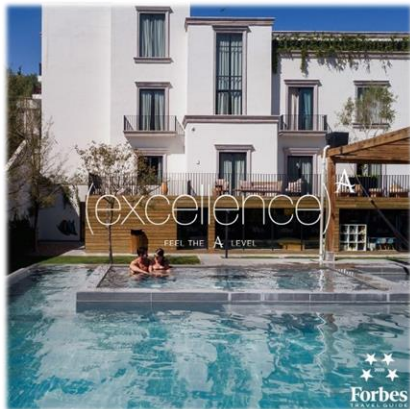
**57% Discount vs FIHO's historical cost**



# Live Aqua San Miguel de Allende Opened November 2018

## Prices won by Live Aqua San Miguel de Allende

- ❖ Awarded the Prix Versailles 2019 for Architecture and Design in North America under the Hotels category
- ❖ Four Star rating by Forbes Travel Magazine (with only one year in operation)



## Pictures of the hotel



## F&B and branded outlets







**1** Best Hotel Portfolio in Mexico with Irreplaceable Assets

**2** Growth Potential in a Diversified and Professionally Managed Portfolio

**3** Attractive Valuation with Proven Business Plan Execution

**4** Strong Balance Sheet with a Prudent Leverage Policy and Access to Capital

**5** Open Architecture with Leading Brands and Operators

**6** Experienced Management Team plus Best in Class Sponsor with Strong Long-Term Alignment of Interests



FibraHotel<sub>mx</sub>

**Update on  
Operations**



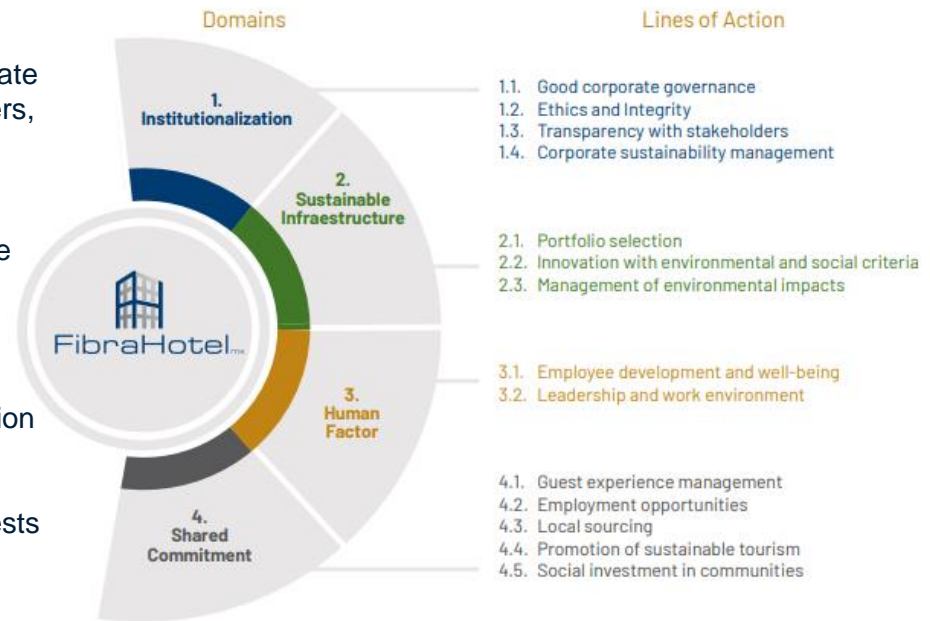
# FibraHotel's Commitment to Corporate Responsibility

## First Sustainability Report



## Overview of FibraHotel's ESG Strategy

- At FibraHotel, we understand that our business must generate value for all of our stakeholders, combining profitability and financial stability with socioeconomic development and a profound respect for the environment
- FibraHotel's ESG Strategy is based on our material issues, with domains and lines of action that determine different initiatives to achieve together with operators, suppliers, guests and other partners



### Portfolio Certifications



EDGE



LEED



Green Key



Environmental Quality



Blue Flag

## Objectives of Sustainable Development (ODS)

FibraHotel contributes to the Objectives of Sustainable Development 5, 7, 8, 9, 11 and 12. The Objectives of Sustainable Development are the priorities of work marked at international level by the United Nations to reach in 2030 with the collaboration of companies and civil society



## Further information



# Resuming Hotel Operations and other Recent Events

## Overview of events and recovery since Covid-19 reached Mexico (average daily room revenue of managed hotels<sup>1</sup> - trailing seven days)

### March/April – Pandemic announced and hotel closings

- ❖ Closed 84 hotels
- ❖ Hotel closings in stages (based on economic viability and government guidelines)
- ❖ Canceled all non-essential expenditures to preserve liquidity
- ❖ Suspended distributions and postponed advisory fee payment
- ❖ Disbursed Ps. \$366mm in available credit lines
- ❖ ~Ps. \$1,000mm cash

### April/June – Hotels closed

- ❖ Focus on limiting cash burn and associates/guest safety
- ❖ Implemented health and safety protocols at all hotels
- ❖ Evaluated changes to operating model (expense reduction, brand standards, associate multitasking department profitability, services offered, among others)
- ❖ Bank relief agreements (covenant waivers and four month capital and interest grace period with BBVA)

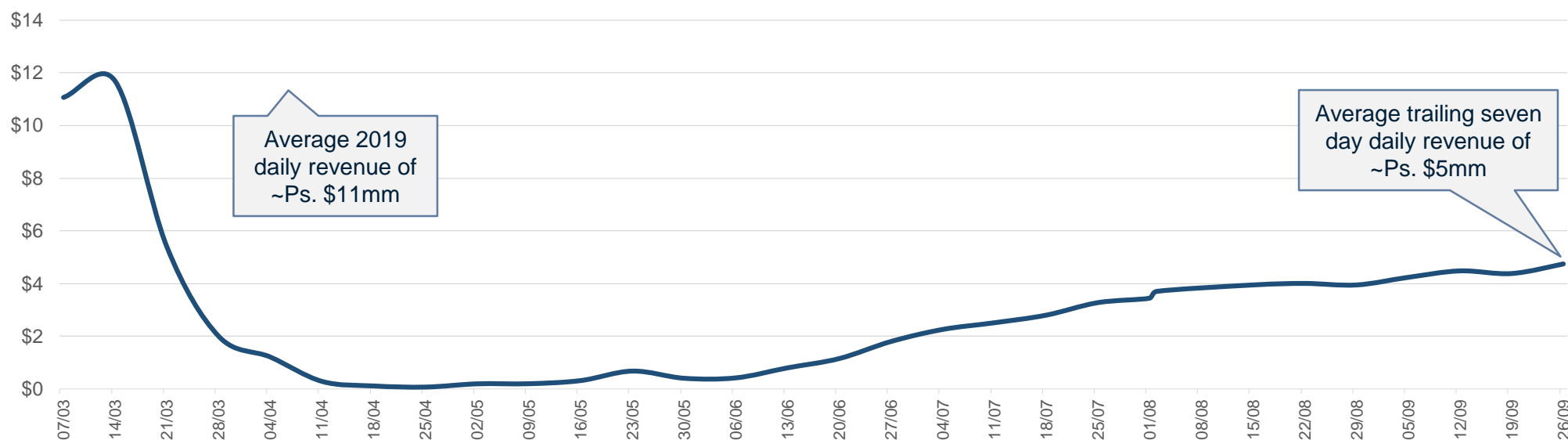
### June/July – Hotel reopening

- ❖ Hotel opening in stages (81 hotels open by July (subject to government capacity limits)
- ❖ Implemented new business model to provide services adequate to the situation. Changes in food and beverage, banquets, check-in, staffing, and brand standards, among others
- ❖ Lease agreement negotiation
- ❖ Signed Ps. \$250mm credit line
- ❖ ~Ps. \$600mm cash

### Aug/Sep – Recovery and path to break-even

- ❖ Occupancy gradually recovering (~30% in September)
- ❖ Expected operating break-even in July and corporate break-even in September
- ❖ Faster recovery in leisure markets (FACC) and drive to markets (Live Aqua San Miguel)
- ❖ Changes in government capacity limits (e.g. Cancun at 60%)
- ❖ Five hotels in the portfolio will remain closed until further notice

(Ps. mm)





# Business Decisions to Preserve Liquidity

## FibraHotel's measures to mitigate the impact of COVID19

### Operating Cost Reductions

- ❖ Review of all hotel costs and services. Reduced certain F&B offerings
- ❖ Eliminated all non-essential expenses
- ❖ Focus on cash flow
- ❖ Operational restructuring based on department profitability
- ❖ Operational efficiencies (self check-in, managed clusters)
- ❖ Associate support (reduced work-weeks)

### Hotel Closures

- ❖ Evaluated the economic feasibility of open vs closed on a hotel by hotel basis
- ❖ 84 hotels were temporarily closed in March
- ❖ Five hotels are currently closed. Evaluating different alternatives
- ❖ Implemented safety and security protocols at all hotels
- ❖ Technological innovation

### Corporate

- ❖ Deferred all non-essential CAPEX projects and reduced corporate expenses
- ❖ Postponed payment of the advisory fee
- ❖ Agreements with operators and hotel leases
- ❖ Associate support
- ❖ Asset management has been key to evaluate operators proposals and support hotel operations

### Financial

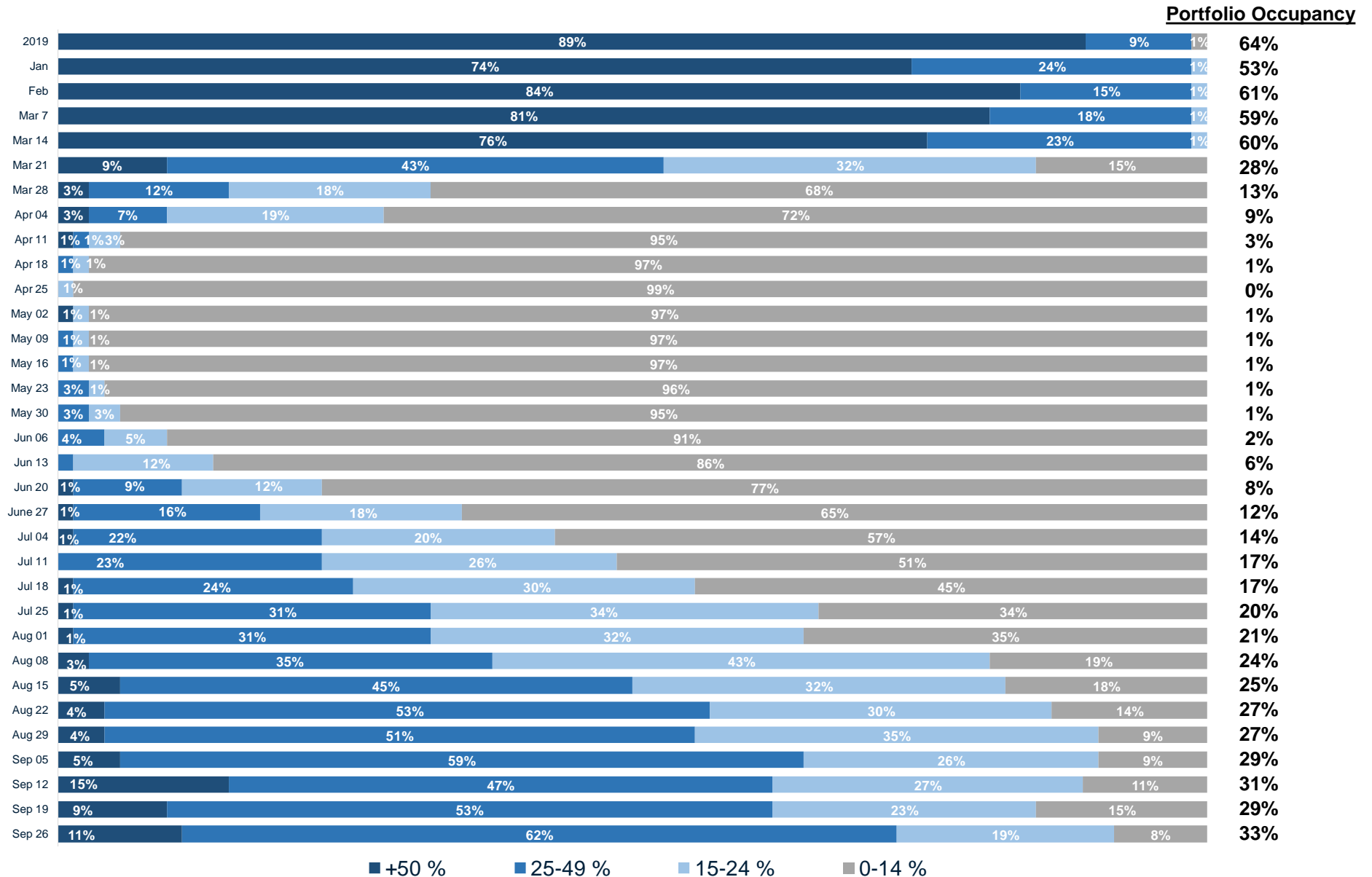
- ❖ Postponed dividends
- ❖ Broad agreement with banks. Extend interest payments, reduce short term debt amortizations and covenant waivers
- ❖ Access to new Ps. \$250mm credit line
- ❖ Management of accounts receivable, accounts payable, and review of hotel provisions
- ❖ Eliminated capex reserve

## Preserve Liquidity

- ✓ **FibraHotel's variable fee agreements, leases and minimum rents are designed to support the company in adverse conditions**
- ✓ **Management team has experience from various economic and hotel cycles**

# Hotel Occupancy is Gradually Rebuilding

## Weekly Operating Trends for Open Property Portfolio



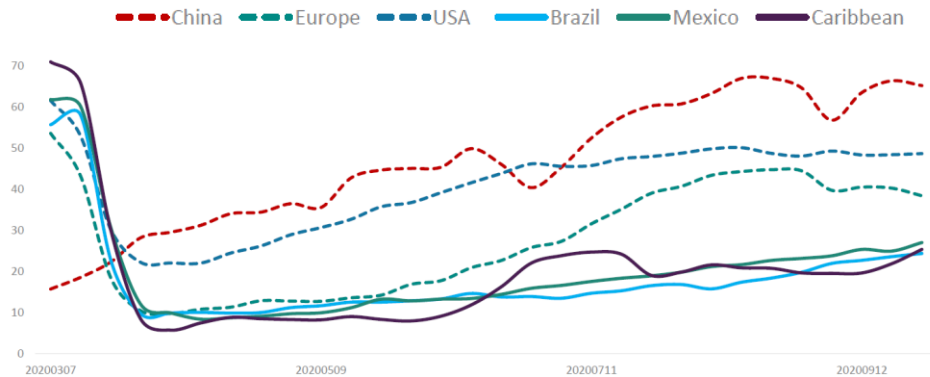
Source: FibraHotel. Note: Excludes five hotels temporarily closed hotels



# Slow but Improving Lodging Recovery in Mexico

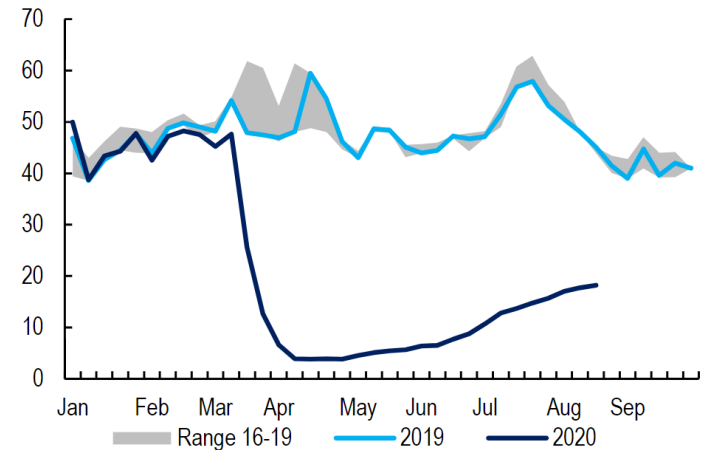
## Mexico hotel occupancy recovery vs. other countries

Weekly occupancy by country (26/9/2020)



Source: 2020 STR, LLC / STR Global, Ltd. trading as "STR". © CoStar Realty Information, Inc.

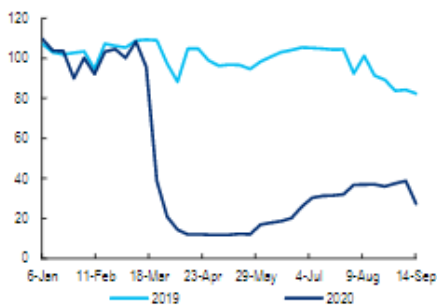
## Mexico hotel occupancy vs. past years



Source: Citibanamex Economic Research with data from Ministry of Tourism.

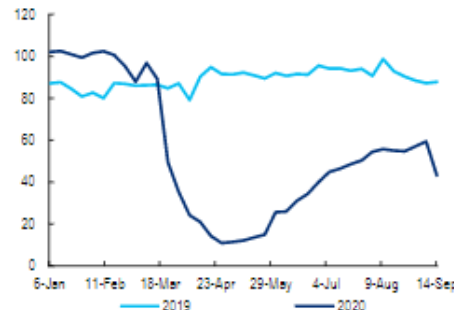
## Flights and connectivity

Figure 21. Flights, domestic arrivals (February 2020 = 100)



Source: Citibanamex Economic Research with data from Flight Aware.

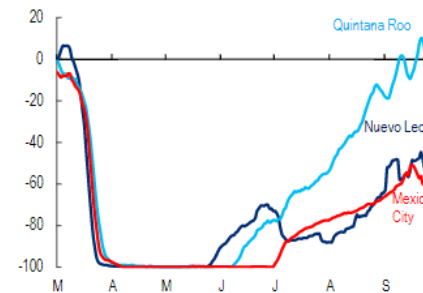
Figure 22. Flights, international arrivals (February 2020 = 100)



Source: Citibanamex Economic Research with data from Flight Aware.

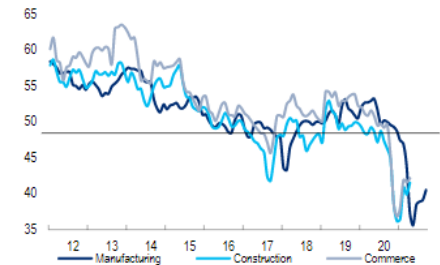
## Other consumer and business confidence indicators

Figure 24. Restaurant reservations, annual change (%)



Source: Citibanamex Economic Research with data from Open Table

Figure 25. Business Confidence Indicators (points)

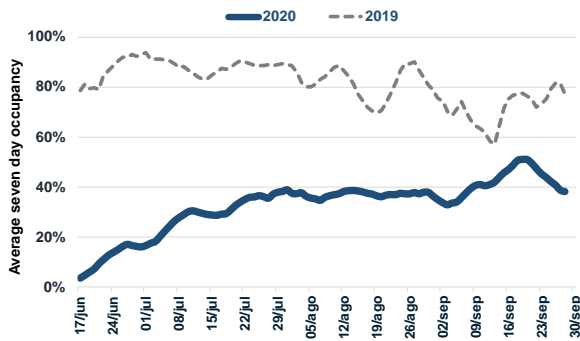


Source: Citibanamex Economic Research with data from INEGI.

# Leisure and Drive-to Markets Leading the Recovery

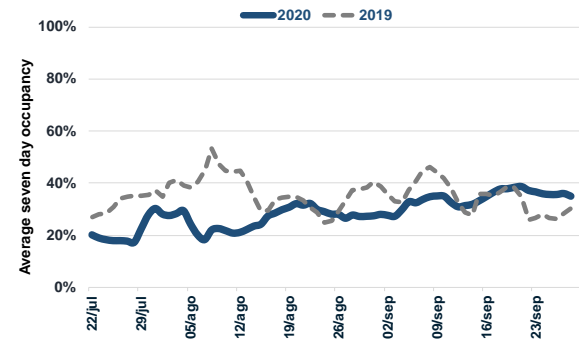
## Fiesta Americana Condesa Cancun

- ❖ Reopened June 11<sup>th</sup>, 2020 (currently limited to 60% capacity)
- ❖ Leisure travelers returned (mainly US and Mexican)
- ❖ Open spaces with natural ventilation
- ❖ Has a minimum rent



## Live Aqua San Miguel de Allende

- ❖ Reopened July 16<sup>th</sup>, 2020 (currently limited to 60% capacity)
- ❖ Luxury hotel in drive-to market
- ❖ Large terraces and open spaces
- ❖ Has minimum rent



## Recovery will vary by hotel type, with leisure travelers and business hotels in manufacturing regions leading the recovery

Market Type	Comments	Hotel Type	Comments
Drive-to markets	Strong leisure demand recovery. Less dependent on airlift	Economy	Essential business trips have recovered (technicians, etc.)
Leisure	US and Mexican travelers returned. Supported by "work from anywhere" trends. Generally depends on airlift	Select service/ Extended Stay	Regional business trips have started to recover, some corporate, sales and other segments are more slowly recovering
Core Business / Manufacturing	Manufacturing and supply chains recovering above previous levels. Reshoring to support demand	Luxury	Brands that offer confidence will drive demand and rates. Leisure focused has been quicker to recover
Corporate / Urban	Limited corporate travel. Will require a medical solution to recover and will face headwinds from budget and virtual meetings	Full -Service/ Airport	Larger hotels with a higher reliance on business corporate, group demand and airlift recovery
Group / Airport	Few groups and no conferences. Will require medical solution and face changes to smaller groups (pent-up demand)	Convention	Dependent on medical solution and group gathering restrictions





# Operating Measures to Reduce Costs Could Increase Profitability Over Time

## Opportunity to implement changes in the business model to lower fixed costs and improve profitability

- ❖ Together with the operators, our Asset Management team designed a new business model focused on profitability that reduces fixed costs and improves operational efficiency
- ❖ All costs and services at each hotel were evaluated (zero base)
- ❖ Changes in food and beverage departments. Service reductions at most select-service hotels
- ❖ Increased focus on room revenue

### Operational Restructuring

- ❖ Evaluation of operational processes, room and brand amenities and other operational efficiencies (e.g. self check-in)
- ❖ Review of guest preferences and services offered (e.g. light-touch room cleaning, eliminate mini bar, etc.)
- ❖ Focus on multitasking (changes in associate tasks)
- ❖ Increased responsibilities in middle management positions

### Food and Beverage

- ❖ Restructuring of food and beverage departments based on profitability of each business line
- ❖ Switch to grab-go approach. Change from buffets, three meal, and room service to Grab & Go, coffee bar/islands and/or local delivery
- ❖ Redefined catering and event spaces

### Hotel Clusters

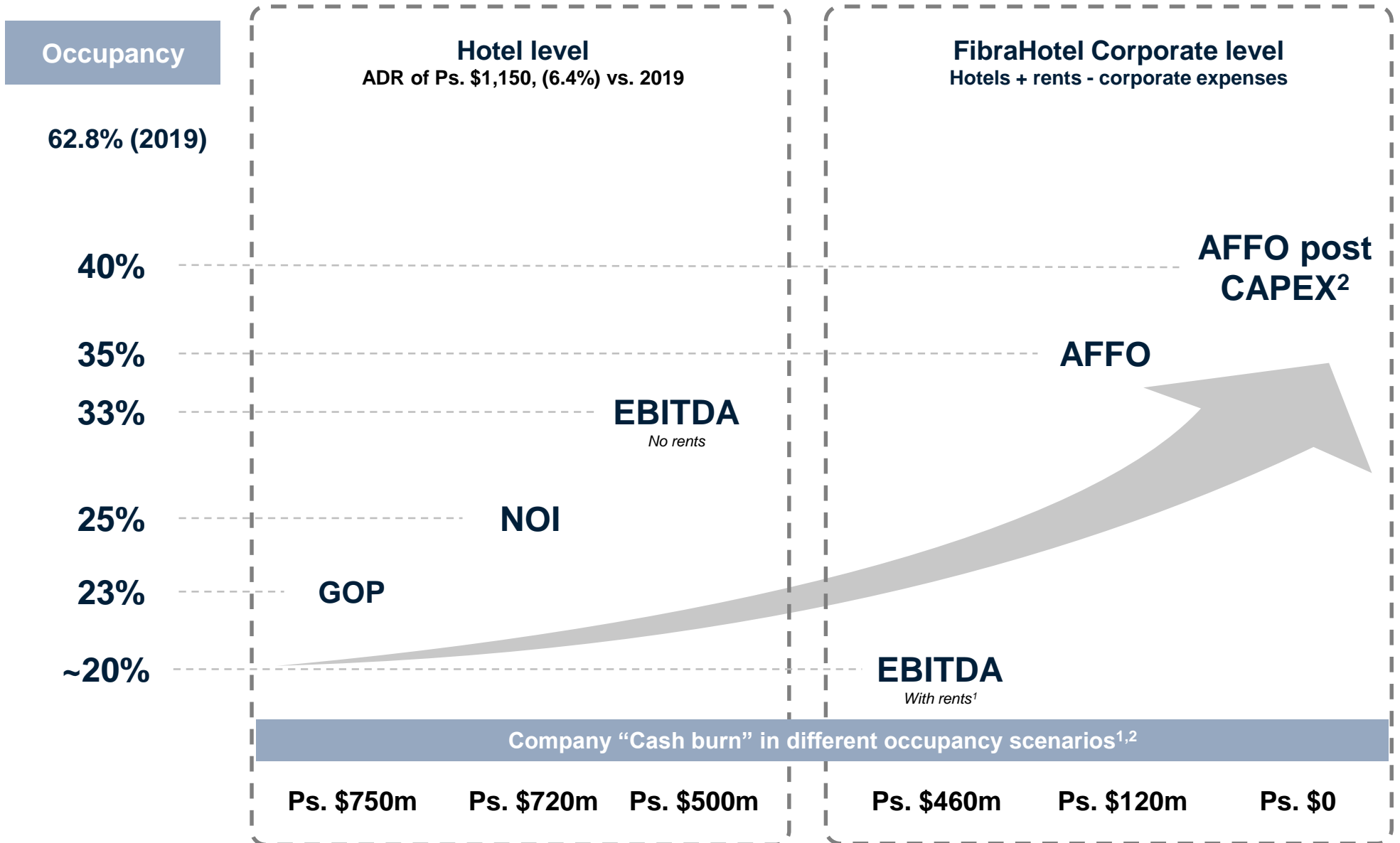
- ❖ Shared management positions
- ❖ Selling of groups and events by city and region
- ❖ Regional sales and operating strategies
- ❖ Synergies in properties in the same city/location (human resources, IT, revenue management, etc.)

### Sanitization measures

- ❖ Priority is guest and associate safety
- ❖ Establish and promote consumer confidence
- ❖ Implemented leading sanitization and cleaning processes in all hotels
- ❖ Obtained certifications (Safe Travel) and other partnerships (Ecolab, 3M, ABC, Angeles)

*Note: Higher impact in the short term*

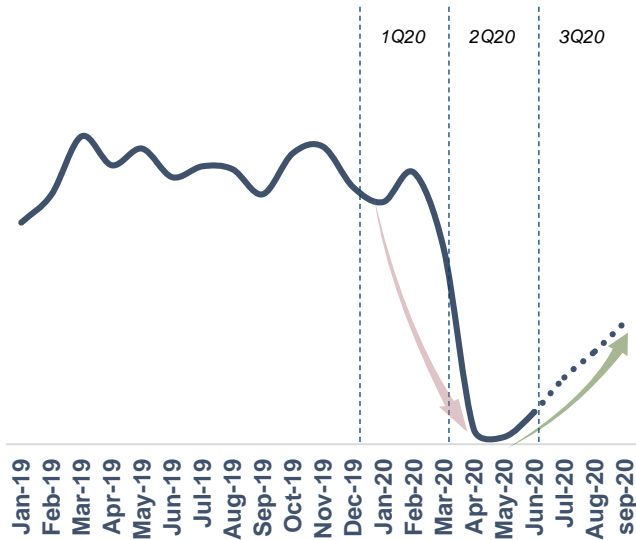
# FibraHotel's Portfolio has a Low Break-even Level



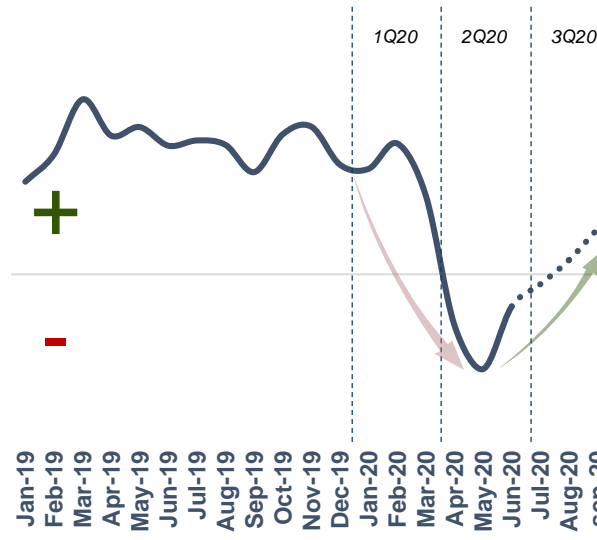
Note: Illustrative analysis based on a normal year (2021) at a \$1,150 ADR (refer to appendix for sensitivities) and excluding the five closed hotels. Corporate expense include advisory fee payment. Maintenance capex equivalent to 5% of sales. <sup>1</sup> FACC only includes fixed rent and guarantees based on hotel contribution; <sup>2</sup> Reduced capex in 2020 estimated at Ps. \$50mm vs. Ps. \$80-120 in this analysis

# Portfolio on a Path to Break-even

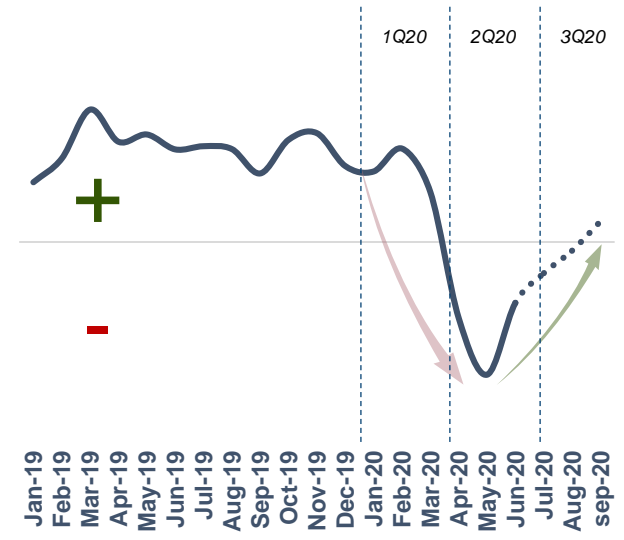
### Total Revenues



### Lodging Contribution



### EBITDA



	T1	T2	July	August	September
Portfolio	OPEN	April/May Closed June Open	OPEN	OPEN	OPEN
Occupancy	50%	4%	18%	25%	30%
<b>Lodging Contribution</b>	✓	✗	✗	✓	✓
<b>EBITDA</b>	✓	✗	✗	✗	✓



# Overview of Q2 2020 financial results

	1Q 2020	2Q 2020
Total Revenues	\$949 M	\$72 M
EBITDA	\$221 M	(\$278 M)
Financial Result	(\$88 M)	(\$96 M)
Exchange Profit/Loss	(\$52 M)	\$11 M
Profit	\$53 M	(\$493 M)
Available Cash	\$970 M	\$600 M
Financial Debt	\$4,996 M	\$4,981 M
<b>Adjusted Funds From Operations</b>	<b>\$98 M</b>	<b>(\$373 M)</b>

During 2Q 2020, a **(Ps. \$373 million) negative AFFO** from:

- ❖ **Almost zero revenue** due to hotel closings
- ❖ **Ps. \$72 million average monthly operating cash burn** at the hotel level, vs. ~Ps. \$200 million during 1Q 2020
- ❖ **Restructuring expenses** during the quarter of (~Ps. \$60 million)

**Ps. \$600 million cash position as of June 30<sup>th</sup>, 2020**

# Prudent Leverage Policy with Access to Capital

## ❖ As of June 30<sup>th</sup>, 2020:

- ✓ Net Debt / LTM 6/30/2020 EBITDA of **8.7x**
- ✓ Loan to Value<sup>1</sup>. **28.8%**
- ✓ Total debt of **Ps. \$5.0bn** / Assets of Ps. **\$17.3bn**

❖ Disbursed Ps. \$366 million in March 2020. Gross debt from December 2019 to June 2020 increased from **Ps. \$4.6bn** to **Ps. \$5.0bn.** to preserve liquidity

- ✓ Cash position of Ps. \$600 million
- ✓ Undrawn Ps. \$250 million credit line

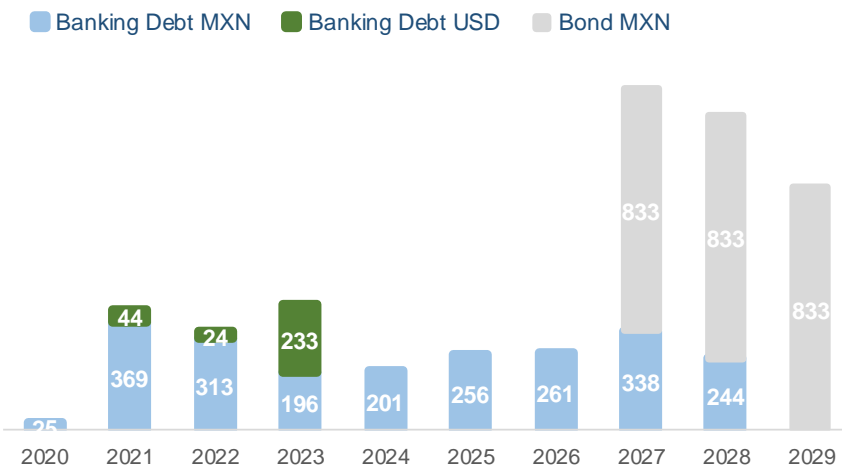
## Signed bank agreements and covenant waivers:

- ❖ Agreed covenant waivers with main lenders
  - ✓ BBVA until Q4 2020 (additional extension in discussion)
  - ✓ Banorte and Sabadell until Q2 2021
- ❖ Agreed with BBVA to a capital and interest grace period from April to September 2020

## Recent Ratings Events:

- ❖ April 2020: Fitch Rating from 'AA(mex)' to 'AA-(mex)' neg
- ❖ May: HR Rating from AA+ to AA- neg
- ❖ August 2020: Fitch Rating from 'AA-(mex)' to 'A+(mex)' neg

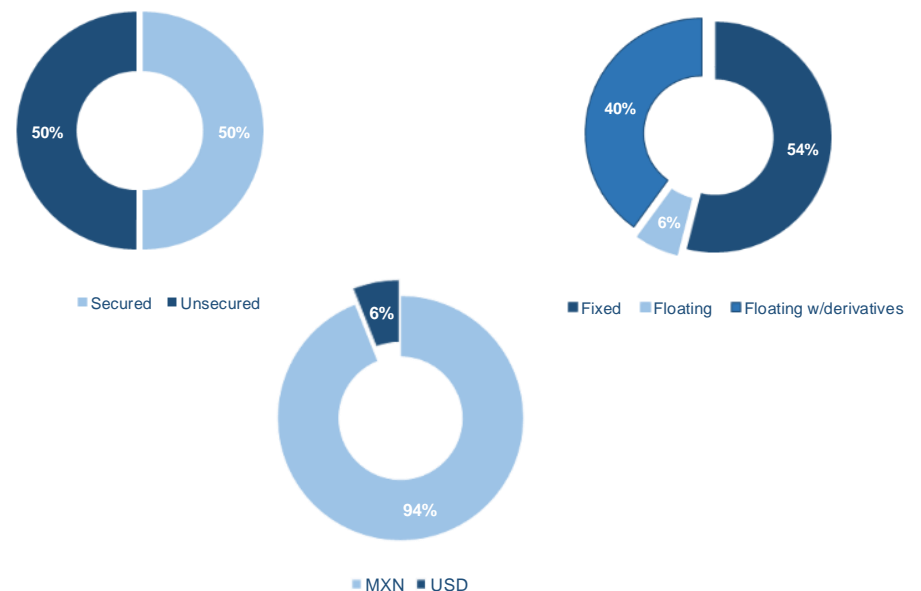
### Amortization Schedule (Ps. \$mm)



6.9% maturing over the next 3 years

2021 includes Ps. \$200 million revolver

### Current debt composition (%)



# Ability to Execute in Uncertain Conditions

## 1 FibraHotel has the best real estate assets with 86 hotels and 12,558 rooms in Mexico

- ❖ Confident on the quality of our portfolio which will create value across cycles
- ❖ Diversified assets across geographies, sectors, segments and demand drivers

## 2 Best management team and sponsor

- ❖ Experienced management team with ability to capitalize on potential market opportunities

## 3 Strong balance sheet

- ❖ 29% LTV with an average loan life of ~7 years
- ❖ Most of the debt is in fixed rate or hedged to changes in interest rate, and long USD

- ✓ **We are confident on our business model and the quality of the portfolio**
- ✓ **We are currently living in uncertain times. Management has been here before. Many times**
- ✓ **Access to capital and relationships to potentially capitalize on market opportunities**
- ✓ **Focus on operating results, cost reduction and getting the hotels back to Pre-Covid levels**
- ✓ **FibraHotel is an attractive company for a long term investor**



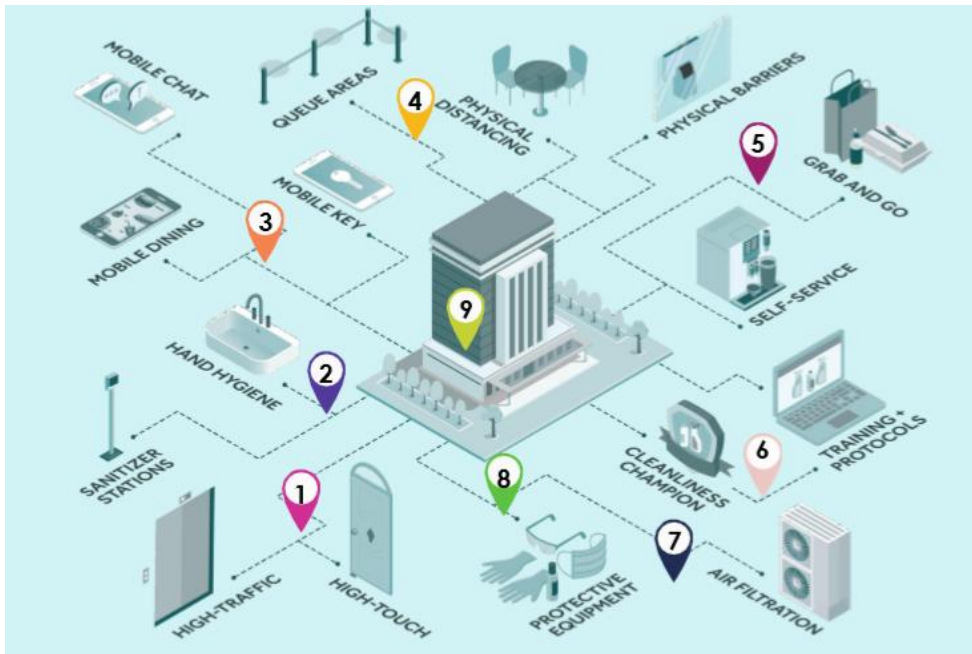


FibraHotel<sub>mx</sub>

**Other information and  
appendices**



# Partnered with Brands and Operators to Implement Leading Safety Measures at Hotels



- ❖ Implemented the best cleaning and safety procedures at all the hotels
- ❖ Benefits of being associated with a leading brands
- ❖ Priority is the health and safety of guests and associates
- ❖ Operators partnered with brands and/or health care providers
  - ❖ Posadas **Viaja con Confianza** - 3M
  - ❖ Marriott **Commitment To Clean** - Ecolab
  - ❖ Camino Real **Real Clean**
- ❖ Follow all government requirements (federal, state and local)
- ❖ Local/Regional Certifications (Safe Stay, etc.)
- ❖ Focus on creating guest confidence

## 1. Improved Cleaning

Protocols for each space in the hotel. High traffic spaces

## 2. Hand Hygiene

Hand washing, disinfectant dispensers are required throughout the hotel

## 3. Less Contact, More Connection

Use of the mobile application for: registration, room access, ordering room service, etc.

## 4. Physical Distance

Modifying floor plans; reducing capacity; rows with signs on the floor and other communication

## 5. Minimize Reuse

Minimize shared items and devices; use disposable and single-use items

## 6. Training

Cleaning champion on the property; updated training and protocols for all associates with daily reinforcement

## 7. Equipment

HEPA/ULPA filtration in air units and vacuum cleaners. Electrostatic spraying and UV light disinfection

## 8. Personal Protection Equipment

Masks required for all associates and appropriate PPE provided for use by all associates

## 9. Individual Hotel Plans

Hotel-specific Cleaning Commitment Plan, which describes how the hotel cleans, disinfects and mitigates transmission

# Mexico has Solid Tourism Fundamentals

**Growing trend of tourists traveling to Mexico is supported by the “value proposition” that our country offers to international and domestic tourists**

Tourism is an important driver for Mexico’s **GDP growth**, and represents ~9% of the country’s **national GDP**

Currently, Mexico is the **#7 most visited country in the world** (vs. #15 on 2013) with over **45 million international tourists** and has the **most developed hospitality market** in Latin America

Dollar revenues from tourism were **USD\$25bn** in 2019

**Airlift mostly under 5 hours** between Mexico and the U.S is a competitive advantage

We believe that nowadays **tourists** are in **search for experiences** rather than material possessions

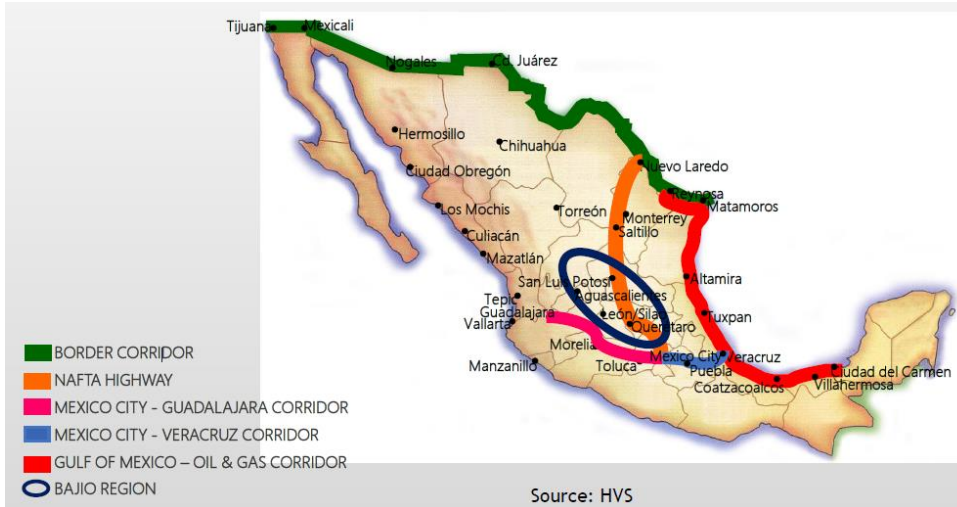
## Key factors behind the positive trend of traveler growth in Mexico





# Mexico Lodging Overview and Demand Drivers

## Business travel economic corridors in Mexico



## Mexico chain participation

City	Total		International Brands		National Brands		Independent	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
CDMX/GDL/MTY	503	66,761	30%	40%	20%	26%	50%	34%
Other Urban	1,620	138,420	19%	28%	18%	25%	64%	46%
Resorts	741	153,011	34%	14%	14%	19%	52%	24%
<b>Total</b>	<b>2,864</b>	<b>358,192</b>	<b>25%</b>	<b>43%</b>	<b>17%</b>	<b>22%</b>	<b>59%</b>	<b>36%</b>

## ADR growth for selected business destinations

City	ADR CAGR (MXN)	Period
CDMX North	5.2%	2011-2019
CDMX South	4.0%	2011-2019
CDMX Reforma	7.0%	2011-2019
CDMX Santa FE	3.6%	2011-2019
Guadalajara Upscale	4.0%	2010-2019
Guadalajara Expo-Airport	2.6%	2010-2019
Monterrey	8.1%	2013-2019
Queretaro	2.6%	2013-2019
Tijuana	9.4%	2014-2019

## Leisure demand corridors in Mexico



## Select leisure market supply analysis

City	European Plan Numer of rooms	All Inclusive Numer of rooms	Total rooms
Cancun	10,565	21,700	32,265
Riviera Maya	5,890	36,870	42,760
Puerto Vallarta	10,424	12,924	27,010
Riviera Nayarit	2,269	8,203	10,472
Los Cabos	5,413	9,831	15,244
Others (Ixt, Aca, Maz, Huat)	23,663	10,532	30,449
<b>Total</b>	<b>58,224</b>	<b>100,060</b>	<b>158,200</b>

# FibraHotel developed 30 Hotels as a Public Company

## Highlights of developed portfolio

- ✓ Developed 30 hotels with 4,062 rooms by FibraHotel
- ✓ Invested **over Ps. \$5bn** in developments to date
  - ❖ Developed from the ground up with no major issues
  - ❖ Decision to create value (no development fees)
- ✓ Reduced average life of the portfolio
- ✓ Added **1,180 full service rooms**
- ✓ Added **1,321 rooms with international brands**
- ✓ Added **1,044 rooms in Mexico City**
- ✓ Added **the best three** hotels in Monterrey
- ✓ Participated in irreplaceable mixed use projects

## Fiesta Americana Mexico City Airport

**Location:** CDMX

**Opened:** November 2019

**Segment:** Full-service, **Rooms:** 260

**Investment:** ~Ps. \$650mm



## Sample of hotels developed by FibraHotel



- ✓ Invested over Ps. \$5bn in high quality assets
- ✓ Rounded out portfolio with assets not otherwise available in the market
- ✓ As development phase is finished, FibraHotel's risk profile has been reduced



# Fiesta Americana Mexico City Airport hotel

## Fiesta Americana Mexico City Airport hotel

- ❖ The Fiesta Americana Mexico City Airport hotel has 260 full service rooms
- ❖ Opened in November 2019. Currently in ramp-up period
- ❖ Located inside the Via 515 mixed use project
- ❖ Building has been EDGE certified
- ❖ Fully automated hotel with the latest technology
- ❖ Modern public areas with a Los Canarios restaurant
- ❖ >550m<sup>2</sup> of meeting and event space including a dedicated co-working space

## Pictures of the hotel





# Fiesta Americana Hacienda Galindo

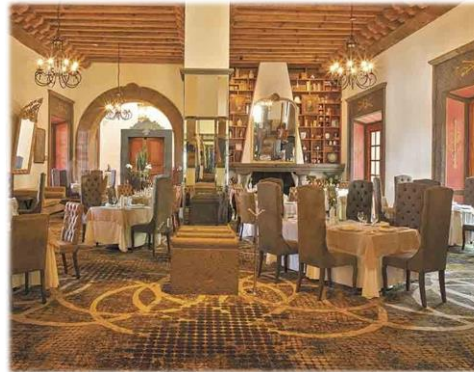
## Overview of the hotel

- ❖ The hotel with 168 full service rooms is located near Queretaro and less than 2 hour drive from Mexico City
- ❖ Acquired in July 2017, with final payment in 2020. FIHO invested ~Ps. 130mm to reposition the hotel
- ❖ Hotel is both ideal for leisure travel as well as convention and group business with over 1,000m2 of ballroom space
- ❖ In 2019, FibraHotel partnered with a local wine producer (Cava 57), to develop a vineyard inside the hotel. We expect the experience to be a good business driver for the hotel in the future
- ❖ The vines were planted in Q4 2019 and we expect production of the Chateau Galindo within a few years

## Winery pictures



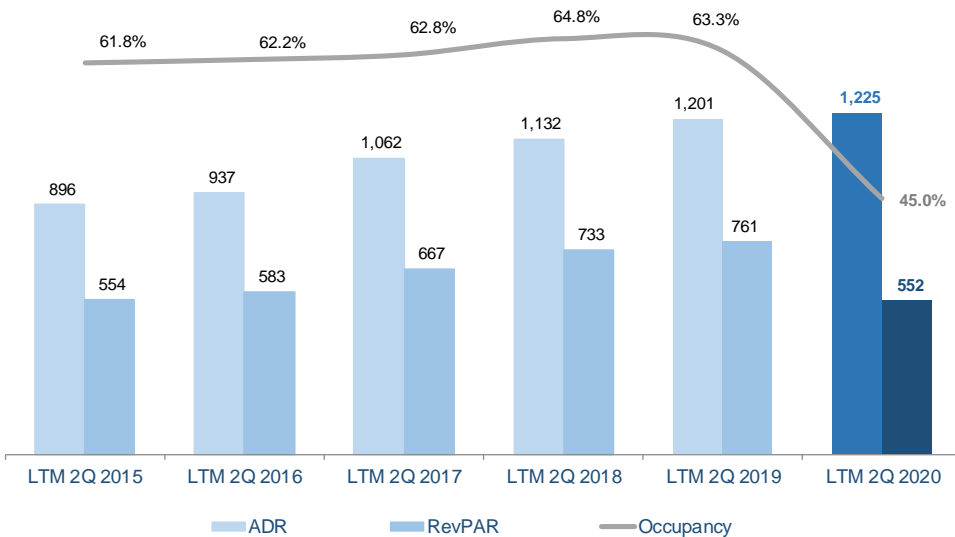
## Pictures of the hotel



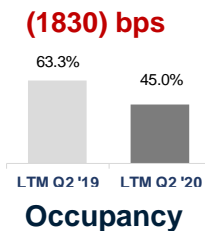
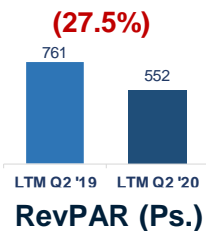
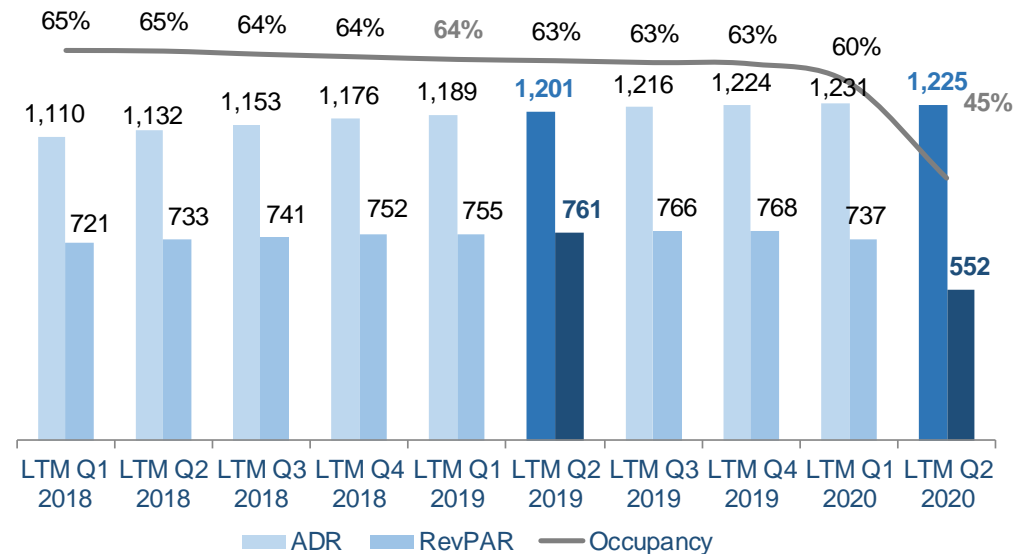
# FibraHotel KPI's were impacted in Q2 2020

## LTM KPIs - Portfolio (excluding leased properties)

**RevPAR 2015-2019 CAGR of 6.6%**

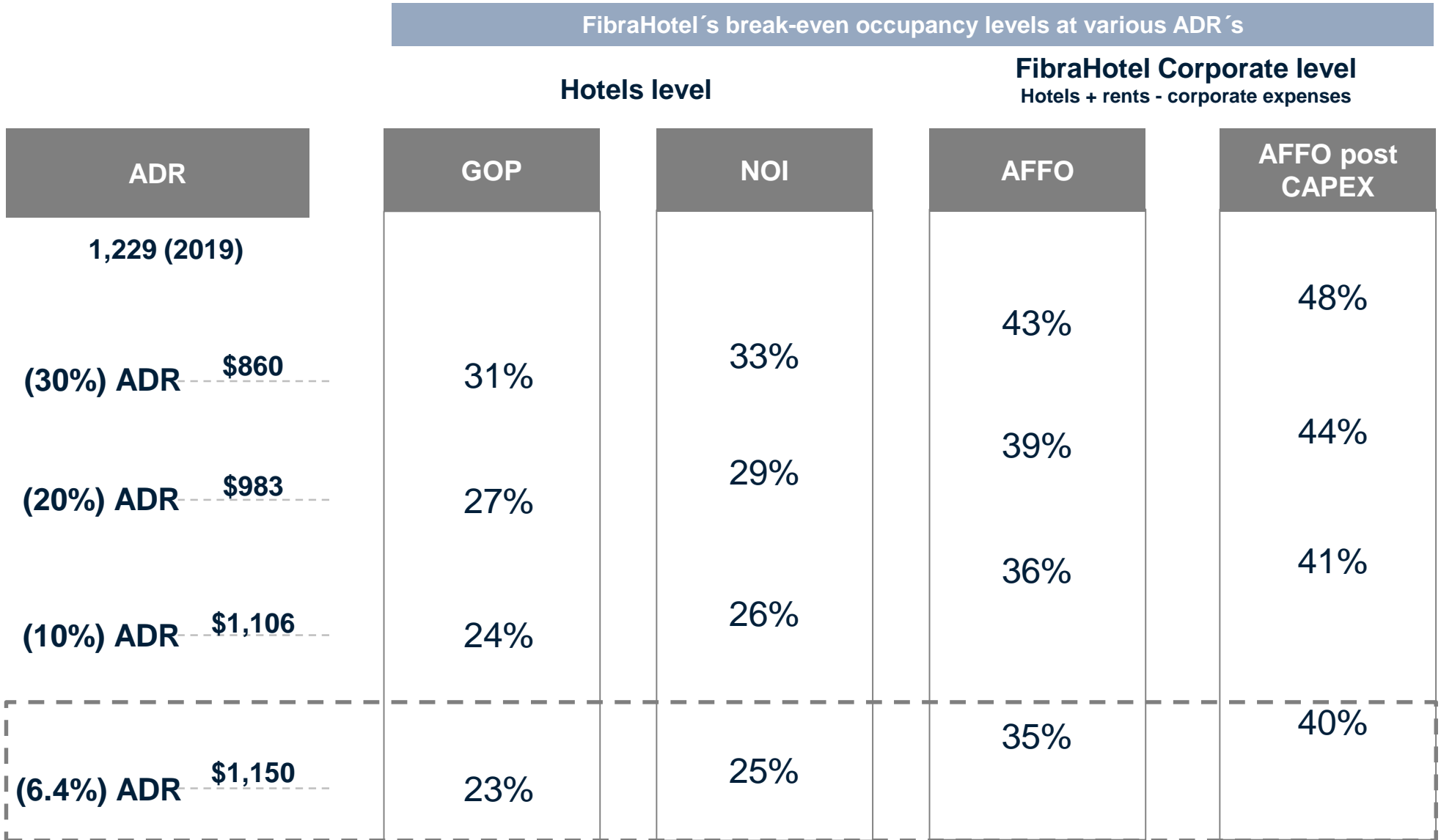


## LTM Quarterly KPIs - Portfolio (excluding leased properties)



- ✓ RevPAR in Mexico decreased (5.0%) in 2019 according to STR vs. FIHO increase of 2.1% for the Total Portfolio and decrease of (1.8%) for the stabilized portfolio (▲ 3.1% supply, ▼ -0.5% demand)
- ✓ FibraHotel continues to gain market penetration. 2020 year to date penetration of 111% vs. 109% in 2019

# Sensitivity of Break-even levels at different ADRs



Note: Illustrative analysis based on a normal year (2021) with break-even levels at different ADR's

# FibraHotel's Financials Over Time

FibraHotel		2013	2014	2015	2016	2017	2018	2019	2013-2019 CAGR
Asset	Rooms in operation	5,547	7,660	8,507	10,422	11,273	12,300	12,560	15%
	Undepreciated PP&E (@cost)	5,109	7,782	10,343	12,160	13,163	17,715	18,260	24%
	% y-o-y growth		52%	33%	18%	8%	35%	3%	
Organic	Occupancy (comparable 46h)	63.0%	63.1%	65.3%	68.7%	68.6%	66.9%	64.1%	
	RevPAR growth (comparable 46h)	\$555	\$579	\$620	\$696	\$743	\$752	\$717	4%
	% y-o-y growth		4%	7%	12%	7%	1%	(5%)	
Financial	Revenues (Ps. mm)	\$1,032	\$1,531	\$2,008	\$2,635	\$3,436	\$4,107	\$4,372	27%
	EBITDA (Ps. mm)	\$260	\$371	\$498	\$656	\$902	\$1,155	\$1,156	28%
	% y-o-y growth		43%	34%	32%	37%	28%	0%	
	EBITDA margin	25.2%	24.3%	24.8%	24.9%	26.2%	28.1%	26.5%	129 bps
	EBITDA per room (Ps. 000's)	\$46.8	\$48.5	\$58.6	\$63.0	\$80.0	\$93.9	\$92.1	12%
	AFFO (Ps. mm)	\$337	\$424	\$429	\$494	\$669	\$935	\$638	11%
	<b>AFFO / CBFi (Ps.)</b>	<b>\$0.76</b>	<b>\$0.86</b>	<b>\$0.87</b>	<b>\$1.00</b>	<b>\$1.05</b>	<b>\$1.06</b>	<b>\$0.81</b>	<b>1%</b>
% y-o-y growth		13%	1%	15%	5%	0%	(23%)		
Market	FIHO12 Weigthed Average Share Price	\$22.64	\$22.31	\$18.18	\$14.50	\$13.88	\$11.18	\$9.44	(14%)
	% y-o-y growth		(1%)	(18%)	(20%)	(4%)	(19%)	(16%)	
	Total Shareholder Return	11.9%	14.0%	(27.9%)	(4.2%)	(9.5%)	(7.0%)	(2.4%)	
	Interest rate (TIIE period end)	3.80%	3.32%	3.56%	6.11%	7.63%	8.25%	7.25%	11%
	Mexico GDP growth	1.4%	2.8%	3.3%	2.9%	2.1%	2.1%	(0.1%)	