

# *FibraHotel* ("FibraHotel"), the first real estate investment trust specialized in hotels in Mexico, announces its financial results corresponding to the third quarter of 2023.

**Mexico City, October 18<sup>th</sup>, 2023 ---** FibraHotel (BMV: FIHO 12), the first real estate investment trust specialized in hotels in Mexico announces its financial results corresponding to the third quarter of 2023. Except where noted, all figures included herein were prepared in accordance with IFRS and are stated in nominal Mexican pesos.

#### 2023 Third Quarter Highlights

- FibraHotel ended the third quarter of 2023 with 86 hotels and 12,554<sup>1</sup> rooms, of which 85 hotels and 12,395 rooms are in operation.
- For the Total FibraHotel Portfolio (83 properties<sup>1</sup> excluding one closed hotel, one leased hotel and the Fiesta Americana Condesa Cancun hotel), average daily rate ("*ADR*") was **Ps. \$1,372**, occupancy was **63.8%** (versus 61.8% of the third quarter of 2022) and revenue per available room ("*RevPAR*") was **Ps. \$875** representing an **8.8%** increase versus the third quarter of 2022.
- The Fiesta Americana Condesa Cancun hotel had a Net Package ADR<sup>2</sup> of **Ps. \$5,397**, occupancy was **76.5**%, and Net Package RevPAR was **Ps. \$4,129**. FibraHotel received lease revenue from the property of **Ps. \$65 million** during the quarter.
- Total revenues for the quarter were **Ps. \$1,273 million**.
- Lodging contribution<sup>3</sup> for the quarter was **Ps. \$429 million**.
- EBITDA for the quarter was **Ps. \$324 million**.
- Funds from operations (*"Amefirbra FFO"*)<sup>4</sup> for the quarter were **Ps. \$227 million**.
- Adjusted funds from operations (*"AFFO"*)<sup>5</sup> for the quarter were **Ps. \$158 million**.
- FibraHotel will pay a distribution of Ps. \$98 million, equivalent to 12.50 cents per CBFI<sup>6</sup>.
- As of September 30<sup>th</sup>, 2023, FibraHotel had a cash position of **Ps. \$525 million**, a debt position of **Ps. \$4,424 million**, and a net debt position of **Ps. \$3,899 million**.
- As of September 30<sup>th</sup>, 2023, total owners' equity was **Ps. \$12,567 million**.



<sup>&</sup>lt;sup>1</sup>There is one closed hotel representing 159 rooms and is excluded from the operational KPIs of the quarter.

<sup>&</sup>lt;sup>2</sup> Fiesta Americana Condesa Cancun is measured with All Inclusive Indicators, considering the package of room and food & beverage. These metrics do not include upgrades or additional purchases made by the guests.

<sup>&</sup>lt;sup>3</sup>Lodging contribution equals total revenues (room rental, food and beverage, leasing and other) minus costs and general expenses directly related to the hotel operation, excluding real estate expenses (property tax, insurance, taxes, and others) and FibraHotel's administration expenses. Lodging contribution is not an IFRS figure.

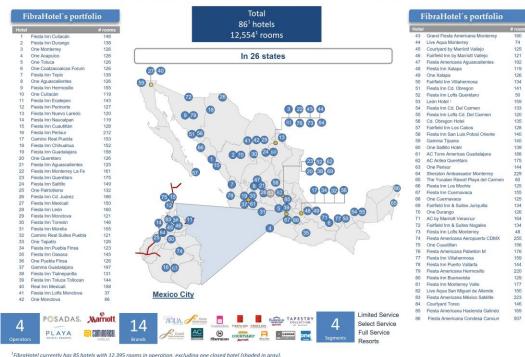
<sup>&</sup>lt;sup>4</sup> Funds from operation ("FFO") is a voluntary metric based on Amefibra's definition.

<sup>&</sup>lt;sup>5</sup> Adjusted funds from operation ("AFFO") is defined as net income plus depreciation plus non-operating and non-cash adjustments less maintenance CapEx reserve of the period. AFFO is not an IFRS figure.

<sup>&</sup>lt;sup>6</sup> Calculated based on 786,364,220 CBFIs in circulation with economic rights.



"During the third quarter of 2023 we experienced higher volatility and a more complicated market versus the beginning of the year and recent quarters. The results show a normalization in demand due to higher seasonality of leisure travelers combined with lower dynamism in certain segments. Additionally, the results in pesos of dollarized hotels were impacted by the appreciation of the U.S. dollar. The total portfolio had a RevPAR growth of 8.8% year over year due to a rate growth of 5.5% and an increase in occupancy of 195 basis points. Select and limited-service hotels had a good performance with RevPAR growth of 12.1%, while full-service hotels had a lower RevPAR growth of 2.1%. The Fiesta Americana Condesa Cancun hotel had a similar RevPAR in dollars to the third quarter of 2022, however, RevPAR in pesos and lease revenue were 17.6% and 31.6% respectively lower than the prior year due to the appreciation of the U.S. dollar. Operating margins were also impacted by negative operating leverage as we had higher growth in occupancy than ADR and less lease revenues. We are focused on increasing market share and achieving the best possible results in each market. Even as we remain mindful of the current macroeconomic and geopolitical situation, we are well positioned with a strong balance sheet and an LTV of 25.1%. Additionally, FibraHotel signed a joint venture agreement with a partner for the development of a branded luxury resort hotel in one of the most exclusive locations in the Yucatan Peninsula. Finally, I would like to emphasize that during the quarter we achieved LEED Gold certification at the Live Aqua San Miguel de Allende hotel and EDGE certification at the Courtyard Toreo hotel. We also thank and recognize Mr. Mayer Zaga Bucay for his support as a founding member of FibraHotel's Technical Committee and welcome Eduardo Zaga Cojab to the Technical Committee. FibraHotel will make a distribution for the quarter of Ps. \$0.125 per CBFI in accordance with previously announced policy." said Simón Galante, CEO of FibraHotel.



#### FibraHotel's Portfolio as of October 18th, 2023





## Additional information:

#### Joint venture agreement for the development of a luxury resort hotel

FibraHotel signed a 50-50 joint venture agreement with a partner for the development of a luxury resort hotel with a well-regarded brand in one of the most exclusive locations in the Yucatan Peninsula. As of this date, the joint venture has acquired the land and development rights for the project.

## **Changes in the Technical Committee**

After over 10 years as a Proprietary Member of FibraHotel's Technical Committee, Mr. Mayer Zaga Bucay resigned due to personal reasons. The Control Trust appointed Eduardo Zaga Cojab in his place. This will be approved and/or ratified by the Holders Meeting in terms of the Trust Agreement. Eduardo Zaga is CFO and member of the board of Grupo Bosque Real, a Mexican real estate development company specializing in residential development. Additionally, Mr. Zaga has more than 10 years of experience in management and real estate investments and holds a degree in International Business Administration from the Universidad Iberoamericana.

#### Maturity of BBVA 2 credit line

On July 31<sup>st</sup>, 2023, the BBVA 2 credit line from 2017 matured as per its original terms and was fully settled for Ps. \$116 million.

## **Disbursement of credit lines**

During the third quarter, the following credit lines were disbursed:

- Sabadell: Ps. \$100 million at TIIE 28-day rate + 215 basis points
- BBVA: Ps. \$150 million at TIIE 28-day rate + 165 basis points

#### **Outstanding CBFIs**

As of September 30<sup>th</sup>, 2023, and as of the date of this report, FibraHotel has 786,364,220 CBFIs with economic rights.





# FibraHotel's Portfolio as September 30th, 2023

		· ·		_				
	Hotel St		Region	Rooms	Operator	Brand	I Segment	
	Selected-Service Hotels - Managed							
1	Fiesta Inn Aguascalientes	Aguascalientes	Bajio	125	Grupo Posadas	Fiesta Inn	Selected-Service	
2	Fiesta Inn Buenavista	Mexico City	Mexico City	129	Grupo Posadas	Fiesta Inn	Selected-Service	
4	Fiesta Inn Ciudad del Carmen (1) (2)	Campeche	South	253	Grupo Posadas	Fiesta Inn	Selected-Service	
5	Fiesta Inn Ciudad Juárez	Chihuahua	Northwest	166	Grupo Posadas	Fiesta Inn	Selected-Service	
6	Fiesta Inn Ciudad Obregón	Sonora	Northwest	141	Grupo Posadas	Fiesta Inn	Selected-Service	
7	Fiesta Inn Chihuahua	Chihuahua	Northwest	152	Grupo Posadas	Fiesta Inn	Selected-Service	
8	Fiesta Inn Cuautitlán	State of Mexico	Mexico City	128	Grupo Posadas	Fiesta Inn	Selected-Service	
9	Fiesta Inn Cuernavaca	Morelos	South	155	Grupo Posadas	Fiesta Inn	Selected-Service	
10	Fiesta Inn Culiacán	Sinaloa	Northwest	146	Grupo Posadas	Fiesta Inn	Selected-Service	
11	Fiesta Inn Durango	Durango	Northwest	138	Grupo Posadas	Fiesta Inn	Selected-Service	
12	Fiesta Inn Ecatepec	State of Mexico	Mexico City	143	Grupo Posadas	Fiesta Inn	Selected-Service	
13	Fiesta Inn Guadalajara Expo	Jalisco	West	158	Grupo Posadas	Fiesta Inn	Selected-Service	
14	Fiesta Inn Hermosillo	Sonora	Northwest	155	Grupo Posadas	Fiesta Inn	Selected-Service	
15	Fiesta Inn León	Guanajuato	Bajio	160	Grupo Posadas	Fiesta Inn	Selected-Service	
16	Fiesta Inn Mexicali	BCN	Northwest	150	Grupo Posadas	Fiesta Inn	Selected-Service	
17	Fiesta Inn Morelia	Michoacan	West	155	Grupo Posadas	Fiesta Inn	Selected-Service	
18	Fiesta Inn Los Mochis	Sinaloa	Northwest	125	Grupo Posadas	Fiesta Inn	Selected-Service	
20	Fiesta Inn Monclova (2)	Coahuila	Northeast	158	Grupo Posadas	Fiesta Inn	Selected-Service	
22	Fiesta Inn Monterrey La Fe (2)	Nuevo Leon	Northeast	209	Grupo Posadas	Fiesta Inn	Selected-Service	
23	Fiesta Inn Monterrey Valle	Nuevo Leon	Northeast	177	Grupo Posadas	Fiesta Inn	Selected-Service	
24	Fiesta Inn Naucalpan	State of Mexico	Mexico City	119	Grupo Posadas	Fiesta Inn	Selected-Service	
25	Fiesta Inn Nuevo Laredo	Tamaulipas	Northeast	120	Grupo Posadas	Fiesta Inn	Selected-Service	
26	Fiesta Inn Oaxaca	Oaxaca	South	145	Grupo Posadas	Fiesta Inn	Selected-Service	
27	Fiesta Inn Perinorte (1)	State of Mexico	Mexico City	127	Grupo Posadas	Fiesta Inn	Selected-Service	
28	Fiesta Inn Perisur	Mexico City	Mexico City	212	Grupo Posadas	Fiesta Inn	Selected-Service	
29	Fiesta Inn Puebla FINSA	Puebla	South	123	Grupo Posadas	Fiesta Inn	Selected-Service	
31	Fiesta Inn Querétaro (2)	Querétaro	Bajio	225	Grupo Posadas	Fiesta Inn	Selected-Service	
32	Fiesta Inn Saltillo	Coahuila	Northeast	149	Grupo Posadas	Fiesta Inn	Selected-Service	
33	Fiesta Inn San Luis Potosí Oriente	San Luis Potosí	Bajio	140	Grupo Posadas	Fiesta Inn	Selected-Service	
34	Fiesta Inn Tepic	Nayarit	West	139	Grupo Posadas	Fiesta Inn	Selected-Service	
35	Fiesta Inn Tlalnepantla	State of Mexico	Mexico City	131	Grupo Posadas	Fiesta Inn	Selected-Service	
36	Fiesta Inn Torreón Galerías	Coahuila	Northeast	146	Grupo Posadas	Fiesta Inn	Selected-Service	
37	Fiesta Inn Toluca Tollocan	State of Mexico	South	144	Grupo Posadas	Fiesta Inn	Selected-Service	
38	Fiesta Inn Puerto Vallarta	Jalisco	West	144	Grupo Posadas	Fiesta Inn	Selected-Service	
39	Fiesta Inn Villahermosa	Tabasco	South	159	Grupo Posadas	Fiesta Inn	Selected-Service	
40	Fiesta Inn Xalapa	Veracruz	South	119	Grupo Posadas	Fiesta Inn	Selected-Service	
41	Real Inn Mexicali (1)	BCN	Northwest	158	Camino Real Hotel Group	Real Inn	Selected-Service	
42	Gamma Guadalajara Centro (1)	Jalisco	West	197	Grupo Posadas	Gamma	Selected-Service	
43	Selected-Service León (3)	Guanajuato	Bajio	159	Closed	6	Selected-Service	
44	Gamma Tijuana (1)	BCN	Northwest	140	Grupo Posadas	Gamma	Selected-Service	
45	Courtyard Toreo	State of Mexico	Mexico City	146 125	Marriott Int'l	Courtyard	Selected-Service Selected-Service	
46	Courtyard Vallejo Sub Total	Mexico City	Mexico City		Marriott Int'l	Courtyard	Selected-Service	
	Sub Lotal			6,390				

(1) Includes retail component

(2) Includes extended stay component

(3) Hotel currently closed with 159 rooms



# FibraHotel's Portfolio as of September 30th, 2023 (cont'd)

	Hotel	State Region		Rooms	Operator	Brand	Segment	
	Limited-Service Hotels - Managed							
47	One Acapulco Costera (1)	Guerrero	South	126	Grupo Posadas	One	Limited-Service	
48	One Aguascalientes Sur (1)	Aguascalientes	Bajio	126	Grupo Posadas	One	Limited-Service	
49	One Coatzacoalcos Forum	Veracruz	South	126	Grupo Posadas	One	Limited-Service	
50	One Cuautitlan (1)	State of Mexico	Mexico City	156	Grupo Posadas	One	Limited-Service	
51	One Cuernavaca	Morelos	South	125	Grupo Posadas	One	Limited-Service	
52	One Culiacán Forum	Sinaloa	Northwest	119	Grupo Posadas	One	Limited-Service	
53	One Durango	Durango	Northwest	126	Grupo Posadas	One	Limited-Service	
54	One Guadalajara Tapatío	Jalisco	West	126	Grupo Posadas	One	Limited-Service	
55	One Monclova	Coahuila	Northeast	66	Grupo Posadas	One	Limited-Service	
56	One Monterrey Aeropuerto (1)	Nuevo León	Northeast	126	Grupo Posadas	One	Limited-Service	
57	One Puebla FINSA	Puebla	South	126	Grupo Posadas	One	Limited-Service	
58	One Salltillo	Coahuila	Northeast	139	Grupo Posadas	One	Limited-Service	
59	One Querétaro Plaza Galerías	Querétaro	Bajio	126	Grupo Posadas	One	Limited-Service	
60	One Toluca Aeropuerto	State of Mexico	South	126	Grupo Posadas	One	Limited-Service	
61	One Ciudad de México Patriotismo	Mexico City	Mexico City	132	Grupo Posadas	One	Limited-Service	
62	One Perisur	Mexico City	Mexico City	144	Grupo Posadas	One	Limited-Service	
63	One Xalapa	Veracruz	South	126	Grupo Posadas	One	Limited-Service	
64	Fairfield Inn & Suites Juriquilla	Querétaro	Bajio	134	Marriott Int'l	Fairfield Inn	Limited-Service	
65	Fairfield Inn Los Cabos	BCS	Northwest	128	Marriott Int'l	Fairfield Inn	Limited-Service	
66	Fairfield Inn & Suites Nogales	Sonora	Northwest	134	Marriott Int'l	Fairfield Inn	Limited-Service	
67	8	Mexico City	Mexico City	121	Marriott Int'l	Fairfield Inn	Limited-Service	
68	,	Tabasco	South	134	Marriott Int'l	Fairfield Inn	Limited-Service	
	Sub Total			2,792				
	Full-Service Hotels - Managed							
69	Fiesta Americana Aguascalientes (1)	Aguascalientes	Bajio	192	Grupo Posadas	Fiesta Americana	Full-Service	
70	Fiesta Americana Hermosillo	Sonora	Northwest	220	Grupo Posadas	Fiesta Americana	Full-Service	
71		Ouerétaro	Bajio	169	Grupo Posadas	Fiesta Americana	Full-Service	
72		Nuevo León	Northeast	176	Grupo Posadas	Fiesta Americana	Full-Service	
73	Fiesta Americana México Satélite	Estado de México	Mexico City	223	Grupo Posadas	Fiesta Americana	Full-Service	
74		Mexico City	CDMX	260	Grupo Posadas	Fiesta Americana	Full-Service	
75	Grand Fiesta Americana Monterrey Valle	Nuevo León	Northeast	180	Grupo Posadas	Grand Fiesta Americana	Full-Service	
76	5	Nuevo León	Northeast	70	Grupo Posadas	Live Aqua	Full-Service	
77	Live Aqua San Miguel de Allende	Guanajuato	Bajio	150	Grupo Posadas	Live Aqua	Full-Service	
79	Camino Real Puebla Hotel & Suites (2)	Puebla	South	274	Camino Real Hotel Group	Camino Real	Full-Service	
80	Sheraton Ambassador Monterrey	Nuevo León	Northeast	229	Marriott Int'l	Sheraton	Full-Service	
81	5	Ouerétaro	Bajio	175	Marriott Int'l	AC by Marriott	Full-Service	
82	5 -	Jalisco	West	188	Marriott Int'l	AC by Marriott	Full-Service	
82 83	,	Veracruz	South	166	Marriott Int'l		Full-Service	
	5					AC by Marriott		
84	· · · · · · · · · · · · · · · · · · ·	Quintana Roo	South	60	Playa Resorts	Tapestry Collection	Full-Service	
	Sub Total			2,730				
	Leased Hotels							
85		Sonora	Northwest	135	-	-	Selected-Service	
86		Quintana Roo	South	507	Grupo Posadas	Fiesta Americana	Resort	
	Sub Total			642				
		<b>L</b>						
	Total Operating Rooms as of September 30 <sup>th</sup>	", 2023		12,395				
	Total Rooms as of September 30 <sup>th</sup> , 2023			12,554				

(1) Includes retail component

(2) Includes extended stay component

(3) Hotel currently closed with 159 rooms



# Selected quarterly information

• The following table shows certain financial indicators for the last fourth quarters<sup>7</sup>:

(In thousand pesos except per CBFI data)	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q3 2023 LTM
Total revenues	1,335,733	1,255,728	1,322,715	1,272,849	5,187,025
Revenues - Managed hotels	1,223,121	1,131,510	1,213,561	1,179,858	4,748,050
% of total revenues	91.6%	90.1%	91.7%	92.7%	91.5%
Lodging contribution	504,683	453,684	475,601	429,334	1,863,301
Margin	37.8%	36.1%	36.0%	33.7%	35.9%
Lodging contribution - Managed hotels	392,071	329,466	366,447	336,343	1,424,326
Margin	32.1%	29.1%	30.2%	28.5%	30.0%
Net Operating Income	482,618	431,499	453,673	406,799	1,774,589
Margin	36.1%	34.4%	34.3%	32.0%	34.2%
Adjusted EBITDA	400,876	353,033	372,839	323,985	1,450,733
Margin	30.0%	28.1%	28.2%	25.5%	28.0%
Consolidated net (loss) income	657,130	166,032	177,112	75,177	1,075,450
Margin	49.2%	13.2%	13.4%	5.9%	20.7%
AMEFIBRA Funds From Operation	282,932	257,625	279,258	226,636	1,046,452
FFO / CBFI with economic rights	0.3600	0.3278	0.3551	0.2882	1.3307
Adjusted Funds From Operation	209,701	188,683	206,970	157,860	763,215
AFFO / CBFI with economic rights	0.2669	0.2401	0.2632	0.2007	0.9709
Distribution		98,228	98,296	98,296	294,819
Distribution / CBFI with economic rights	-	0.1250	0.1250	0.1250	0.3750
Financial Debt	4,498,774	4,367,164	4,291,164	4,424,094	4,424,094
Net Debt	3,997,538	3,856,580	3,796,095	3,899,138	3,899,138
Net Debt / LTM Adjusted EBITDA	3.0 x	2.7 x	2.6 x	2.7 x	2.7 x
Loan to Value	25.7%	25.0%	24.6%	25.1%	25.1%

<sup>&</sup>lt;sup>7</sup> Lodging Contribution, the Net Operating Income, EBITDA, Amefibra FFO and AFFO are not IFRS figures.



#### **Results for the third quarter of 2023**

#### Total Revenues

During the period, FibraHotel's total revenues were Ps. \$1,273 million:

- Ps. \$947 million of room rentals (74.4% of total revenues).
- Ps. \$223 million of food and beverage (17.6% of total revenues).
- Ps. \$93 million of leases and others. These revenues are comprised of (i) Fiesta Americana Condesa Cancun hotel which represented Ps. \$65 million (ii) retail and other leases in hotel properties, and (iii) hotel guarantees and other rents. Together, these revenues represent 7.3% of total revenues.
- Ps. \$10 million of other income (0.8% of total revenues).

Compared with the third quarter of 2022, total revenues increased by 5.2%.

#### Costs and General Expenses

During the period, FibraHotel's costs and general expenses were Ps. \$844 million:

- Ps. \$481 million of administrative costs and expenses, including payment for franchise and hotel management agreements (57.1% of costs and general expenses).
- Ps. \$213 million of room expenses (25.3% of costs and general expenses).
- Ps. \$149 million of food and beverage expenses (17.7% of costs and general expenses).

#### Lodging Contribution

Lodging contribution was Ps. \$429 million, representing 33.7% of total revenues. In total, Ps. \$336 million corresponded to the hotel contribution of the managed hotels and Ps. \$93 million corresponded to hotel contribution from leases, commercial properties and guarantees.

#### **Operating Profit**

Other operating expenses of Ps. \$232 million consisted of:

- (i) Depreciation of Ps. \$126 million (no impact on cash flow);
- (ii) Advisory fee of Ps. \$43 million;
- (iii) Administrative expenses of Ps. \$36 million;
- (iv) Real estate expenses of Ps. \$23 million;
- (v) The employee CBFI compensation plan of Ps. \$2.6 million (no impact on cash flow).
- (vi) Provisions for labor liabilities of Ps. \$1.1 million (no impact on cash flow);

The operating profit for the quarter was Ps. \$198 million.





## Adjusted Operating Profit

During the third quarter of 2023, FibraHotel had non-operating expenses of Ps. \$4.7 million and non-operating loss of (Ps. \$0.1 million).

The adjusted operating profit for the quarter was Ps. \$193 million.

## Comprehensive Financial Result

FibraHotel ended the quarter with a net debt position of Ps. \$3,899 million and total debt of Ps. \$4,424 million.

During the quarter, the total debt position had an interest expense of (Ps. \$111 million). The comprehensive financial result was (Ps. \$121 million) and is broken down as follows:

Ps.\$ Thousands	Q3 2022	Q3 2023	Var.
Interest Income	5,606	9,510	70%
Interest Expense	(112,629)	(111,110)	(1%)
Bank Fees	(2,412)	(2,062)	(15%)
Exchange Profit/Loss	2,072	(17,796)	n.a.
Total	(107,364)	(121,458)	13%

As of September 30<sup>th</sup>, 2023, (i) the BBVA USD \$10 million debt had a book value of Ps. \$178 million (exchange rate of \$17.62 per USD) compared to Ps. \$173 million at the beginning of the quarter (exchange rate of \$17.12 per USD) and (ii) the Banorte USD \$25 million debt had a book value of Ps. \$434 million (exchange rate of \$17.62 per USD) versus Ps. \$422 million at the beginning of the quarter (exchange rate of \$17.12 per USD). The Peso depreciation against the Dollar during the third quarter generated an exchange loss of (Ps. \$17 million) from these dollar debts.

#### Consolidated Net Income

During the third quarter of 2023, the consolidated net income was Ps. \$75 million.

#### Consolidated Comprehensive Income

During the third quarter of 2023, the consolidated comprehensive income was Ps. \$75 million.





# Funds from Operations ("AMEFIBRA FFO")<sup>8</sup>

# During the third quarter of 2023, the Funds from Operations were Ps. \$227 million.

Ps. \$ thousand	Q3 2022	Q3 2023	Variation
Total Revenues	1,209,544	1,272,849	5.2%
Total Costs and General Expenses	771,522	843,515	
Total Lodging Contribution	438,022	429,334	(2.0%)
Advisory fee	39,247	42,818	
Real Estate Expenses	20,446	22,534	
Administrative Expenses Related to FibraHotel	25,249	36,275	
Employee CBFIs compensation plan*	2,611	2,611	
Adjusted EBITDA	349,406	323,985	(7.3%)
Depreciation	126,730	126,308	
Extraordinary Expenses, Net	1,703	4,745	
Non Operating Income / (Loss)	299	(104)	
Adjusted Income / (Loss) from Operations	221,272	192,828	(12.9%)
Comprehensive Financing Result	(107,364)	(121,458)	
Tax	(1,093)	(3,807)	
Comprehensive Integral Result	115,002	75,177	(34.6%)
Adjustment to Fair Value of Investment Properties	_	<u>-</u>	
Depreciation	126,730	126,308	
Amortization costs	1,703	4,745	
Impairment over asset value	-	-	
Profit/Loss on property sales	-	-	
Transactions costs	-	-	
Property sale tax	-	-	
Exchange rate fluctuation	(2,072)	17,796	
Fluctuation of derivative	-	-	
Fluctuation of financial instruments	-	-	
Intangible impacts Costs	-	-	
	2,611	2,611	
Employee CBFIs compensation plan Interests	-	-	
AMEFIBRA Funds From Operations	243,973	226,636	(7.1%)

<sup>&</sup>lt;sup>8</sup>Funds from operation ("FFO") is based on Amefibra's definition which focuses on achieving greater clarity and understanding of the operational performance of the Real Estate Fibra sector in line with the best international practices.



#### Adjusted funds from operation ("AFFO")

During the third quarter of 2023, FibraHotel generated an AFFO of Ps. \$158 million.

Ps. \$ thousand	Q3 2022	Q3 2023	Variation
AMEFIBRA FFO	243,973	226,636	(7.1%)
<ul><li>(-) CAPEX</li><li>(+) Other adjustments</li></ul>	(66,384)	(68,776) -	
Adjusted Funds From Operations	177,590	157,860	(11.1%)

#### **Cash flow**

During the third quarter of 2023:

- The net operating cash flow was Ps. \$381 million.
- The net cash flow from investment activities were (Ps. \$235 million), mainly due to:
  - Capital expenditures during the quarter of: i) (Ps. \$49 million) in maintenance CapEx, ii) (Ps. \$19 million) in investment CapEx for a restaurant in the Live Aqua San Miguel de Allende hotel, iii) (Ps. \$9 million) in repositioning of the Fairfield Inn Los Cabos hotel, iv) (Ps. \$4 million) in investment CapEx in the Fiesta Americana Condesa Cancun hotel, and v) (Ps. \$15 million) in investment CapEx in other hotels (including Real Inn Mexicali, Fiesta Americana Hermosillo, among others).
  - Investments in associates of (Ps. \$150 million) related the development of a luxury resort hotel in the Yucatan Peninsula in a joint venture agreement.
  - Interest income of Ps. \$10 million.
- The net cash flow from financing activities was (Ps. \$116 million), mainly related to:
  - Debt amortization (Ps. \$134 million).
  - Interest payments (Ps. \$132 million).
  - Distribution payment for the second quarter of 2023 (Ps. \$98 million).
  - Other financial expenses (Ps. \$1 million).

#### **Financial position**

FibraHotel ended the third quarter of 2023 with:

- A cash position of Ps. \$525 million compared to Ps. \$495 million as of June 30<sup>th</sup>, 2023.
- Ps. \$4,424 million in debt compared to Ps. \$4,291 million as of June 30th, 2023.
- Net debt of Ps. \$3,899 million compared to Ps. \$3,796 million as of June 30<sup>th</sup>, 2023.
- A cost of debt of 10.05% compared to 9.78% as of June 30<sup>th</sup>, 2023.



The following table presents a detailed status of FibraHotel's cash position:

Ps. \$ thousand	Q3 2023 Comment
Cash, cash equivalents and restricted cash	524,956
Available cash and cash equiv Operation	355,659 Hotels' working capital
Restricted cash and cash equiv Operation	127,616 Available for maintenance CapEx
Restricted cash and cash equiv Reserves	33,422 Available for Reserves guarantees
Available cash and cash equiv	8,258 Cash available
Cash position without restricted cash	363,917

The following table presents FibraHotel's debt position in detail:

\$ millions	Q3 2023	Currency	Interest rate	Maturity	
BBVA 1	671.6	MXN	TIIE 28d + 150bps	oct-27	
BBVA 2*	177.8	USD	SOFR 91d + 220bps	ago-24	
Banorte 3	429.5	MXN	TIE 91d + 200bps	jun-28	
Banorte 5**	409.2	USD	SOFR 91d + 250bps	jun-28	
Sabadell	100.0	MXN	TIE 28d + 215bps	abr-24	
Revolvente	150.0	MXN	TIE 28d + 165bps	may-26	
FIHO 19	2,500.0	MXN	8.83%	sep-29	
Total debt position	4,438.1	-			
	,	-	CD #17 (2		

\* Equivalent in pesos to USD 10 million with an exchange rate of Ps. 17.62

\*\* Equivalent in pesos to USD \$23 million with an exchange rate of Ps. \$17.62

The following table presents a detailed schedule of principal amortizations of FibraHotel's debt. For the year 2023, there are Ps. \$84 million of amortizations, which represents 2.0% of total debt:

Year	Payment	%
2023	83.7	1.9%
2024	489.1	11.0%
2025	294.5	6.6%
2026	467.0	10.5%
2027 and after	3,103.9	69.9%
Total	4,438.1	100.0%

As of September 30<sup>th</sup>, 2023:

- 56% of the debt is fixed (FIHO19) and 44% of the debt is variable (bank debt).
- 87% of the debt is denominated in Mexican pesos and 13% of is denominated in Dollars.

#### **Credit Ratings**

As of the date of this report, the credit rating by Fitch Ratings of FibraHotel and its debt issued under the ticker "FIHO 19" is 'AA-(mex)' with a stable perspective.

As of the date of this report, the credit rating by HR Ratings of FibraHotel and its debt issued under the ticker "FIHO 19" is 'AA+' with a stable perspective.





# **Capital Expenditures ("CapEx")**

FibraHotel's internal policy is to reserve up to 5% of the hotels' total revenues to make capital expenditures with the intention of maintaining the state and condition of the hotels in operation. As of September 30<sup>th</sup>, 2023, the available maintenance CapEx reserve was Ps. \$128 million.

#### Information on CBFIs issued and with economic rights

As of the date of this report, FibraHotel has 786,364,220 CBFIs outstanding with economic rights.

#### Distribution for the third quarter of 2023

FibraHotel seeks to generate value for its certificate holders, and therefore on October 17<sup>th</sup>, 2023, FibraHotel's Technical Committee approved a distribution equivalent to 12.50 cents (Ps. \$0.1250) per CBFI, representing approximately Ps. \$98 million in total. This distribution is based on the results and operations of FibraHotel between July 1<sup>st</sup> and September 30<sup>th</sup>, 2023, due to the new distribution policy authorized by the Technical Committee. The distribution is estimated to be paid on November 15<sup>th</sup>, 2023, and will be comprised as follows:

	Amount					
Concept	per CBFI	Total				
	Ps. \$	Ps. \$ million				
Taxable Income	-	-				
Capital Return	0.1250	98.3				
Total	0.1250	98.3				

#### **Corporate Governance**

On October 17<sup>th</sup>, a meeting of the Audit Committee and Technical Committee of FibraHotel was held to, among other things, approve the financial statements for the third quarter of 2023, which were unanimously approved. As of today, FibraHotel's Technical Committee is comprised by 11 members, five of whom are independent.





## Applicable regulation to FIBRAs

In accordance with the general provisions applicable to issuers of securities and other participants in the securities market known as the "Circular Única de Emisoras" ("**CUE**"), the holders' assembly is granted the powers to establish the financing rules for each FIBRA. The rules approved by the holders' assembly shall establish the maximum leverage limit and debt service coverage ratio to be observed by the FIBRA and must be calculated in accordance with ANNEX AA of the CUE. In addition, within the amendments realized to Annex AA, a period of four quarters has been established to calculate the maximum leverage and the debt service coverage ratios.

On April 23<sup>rd</sup>, 2021, FibraHotel's Holders' Assembly established FibraHotel's maximum leverage ratio limit at 40% and the debt service coverage ratio limit of more than 1.0x.

## 1. Leverage level ("LTV")

FibraHotel closed the third quarter of 2023 with Ps. \$4,424 million in debt and a total asset value of Ps. \$17,604 million, resulting in a 25.1% LTV.

#### 2. Debt service coverage ratio

FibraHotel's debt service coverage ratio must be higher than 1.0x.

To FibraHotel, the estimated obligations correspond to:

- Debt service (principal and interests);
- Capital expenditures for the maintenance of hotels; and
- Non-discretionary development expenditures (announced development projects).

Available resources correspond to:

- Cash and cash equivalents;
- Recoverable VAT;
- Operating result after distribution payment (including depreciation and interest income); and
- Available credit lines.

In accordance with the formula in Annex AA of the CUE currently in effect, as of September 30<sup>th</sup>, 2023, FibraHotel's debt service coverage ratio is 1.42x, and the metrics for its calculation are as follows:

- Obligations for the next four quarters:
  - Debt service: Ps. \$886 million.
  - Estimated capital expenditures: Ps. \$317 million.
- Available resources for the next four quarters:
  - Cash and cash equivalents (excluding restricted cash): Ps. \$364 million.





- VAT receivable: Ps. \$23 million.
- Estimated operating result after distribution payment (including depreciation and interest income): Ps. \$1,227 million.
- Available credit lines: Ps. \$100 million.

#### Ratios related to the FIHO 19 bond

• Secured Debt to total assets limit of 40%

As of September 30th, 2023, FibraHotel's secured debt ratio is 6.3%.

• Unencumbered Assets to unencumbered debt greater than 150%

As of September 30th, 2023, FibraHotel's total unencumbered asset ratio was 653.6%.





#### Highlights of progress on Social, Environmental and Governance Issues (ESG)

FibraHotel is committed to being a sustainable company and progressing in the best environmental, social, and corporate governance practices (ESG), while addressing the impact of our business.

We are pleased to announce that on September 19<sup>th</sup>, 2023, the <u>Live Aqua San Miguel de Allende</u> <u>hotel achieved the LEED (Leadership in energy and Environmental Design) Gold level</u> <u>certification</u> under LEED v4.1 O+M: Existing Buildings. To obtain the certification, the hotel had a consistently sustainable performance for one year, highlighting that it consumes less energy than 86% of similar buildings and consumes less potable water than 28% of similar buildings. The hotel shows efficiency and sustainability, as well as a healthy and comfortable space for its employees and guests.

In addition, the <u>Courtyard Toreo hotel achieved the Excellence in Design for Greater Efficiencies</u> (EDGE) certification. The certification was granted because of the practices implemented in the design, construction, and operation of the building, achieving 36% savings in energy, 24% in water and 87% in materials. The achievement of this certifications demonstrates FibraHotel's high commitment to pursue sustainable building certifications, driving efficiency and sustainability in operations. It specifically emphasizes compliance with indicators related to the percentage of the portfolio certified within the company's ESG objectives.

On another note, during the third quarter, the <u>Climate Change Impact Valuation</u> report was published, this report assigns an economic value to the different climate change risks and opportunities identified in <u>the Climate Change Risk and Opportunity Analysis</u> conducted in 2022. The objective was to evaluate FibraHotel according to the efforts and investments it has made in adherence to ESG best practices. We also continued to participate in international questionnaires, including the Carbon Disclosure Project (CDP) and S&P Global's Corporate Sustainability Assessment (CSA).

Finally, the <u>AMEFIBRA (Mexican Association of FIBRAs) Annual ESG Report</u> was published. This report shows the commitment of the FIBRAs that make up AMEFIBRA, following the guidelines published in 2020, which consists of presenting a standardized reporting scheme governed by the highest international standards, offering knowledge about the impact, and strengthening of the sector. The report once again sets the standard as a leader in encouraging additional Mexican sectors and companies to incorporate best practices related to ESG issues.

In FibraHotel, we are committed to evolve in each of the aspects of our ESG strategy, based on transparency, communication, and accountability. For further information on our ASG initiatives, please refer to the Sustainability Section and Corporate Governance on our webpage: <a href="https://www.fibrahotel.com">www.fibrahotel.com</a>



#### **Operating Highlights of FibraHotel's Portfolio**

The following graph shows the quarterly evolution, from the third quarter of 2021 to the third quarter of 2023 of ADR, occupancy rate and RevPAR for FibraHotel's hotels in operation<sup>9</sup> (excluding the leased hotels).



KPIs are not totally comparable since they have different hotels during the period.

The Fiesta Americana Condesa Cancun hotel reported the following during the third quarter of 2023:

- Occupancy of 76.5%
- Net Package ADR of Ps. \$5,397
- Net Package RevPAR of Ps. \$4,129

The following tables show selected operating information of FibraHotel's Total Portfolio (excluding the leased hotels and the closed hotel) for the third quarter of 2023:

	Т	otal Portfoli	0		Total P	ortfolio
	Q3 2022	Q3 2023	Q2 2023		Q3 LTM 2022	Q3 LTM 2023
Ocupancy	61.8%	63.8%	62.9%	Ocupancy	58.0%	62.6%
ADR	1,301	1,372	1,437	ADR	1,276	1,419
RevPAR	805	875	904	RevPAR	740	889

The RevPAR increased 8.8% in the third quarter of 2023 versus the third quarter of 2022.



<sup>&</sup>lt;sup>9</sup> As of today, FibraHotel has one closed hotel representing 159 rooms and is excluded from the operational KPIs of the quarter.



The following table shows certain operating information for the hotels (excluding the leased hotels) by segment for the third quarter of 2022 and 2023:

		Managed Portfolio *											
	3 <sup>rd</sup> quarter 2022					3 <sup>rd</sup> quarter 2023					Variation		
Segment	Ocup.		ADR	Re	evPAR	Ocup.		ADR	R	evPAR	Occup.	ADR	RevPAR
Limited-Service	62.3%	\$	929	\$	579	64.2%	\$	1,013	\$	651	189 bp	9.1%	12.4%
Selected-Service	64.1%	\$	1,181	\$	757	66.7%	\$	1,272	\$	848	257 bp	7.7%	12.0%
Full-Service	56.1%	\$	2,037	\$	1,143	56.7%	\$	2,059	\$	1,168	60 bp	1.0%	2.1%
Total	61.8%	\$	1,301	\$	805	63.8%	\$	1,372	\$	875	195 bp	5.5%	8.8%

\* Excludes the closed hotel.

The following table shows certain operating information for the hotels by region<sup>10</sup> (excluding the leased hotels) for the third quarter of 2022 and 2023:

	Managed Portfolio *												
	3	3 <sup>rd</sup> quarter 2022					3 <sup>rd</sup> quarter 2023				Variation		
Region	Occup.		ADR	Re	vPAR	Occup. ADR I		RevPAR		Occup.	ADR	RevPAR	
Bajio	56.6%	\$	1,710	\$	968	59.2%	\$	1,720	\$	1,017	257 bp	0.6%	5.2%
Northeast	61.9%	\$	1,464	\$	906	65.3%	\$	1,558	\$	1,018	340 bp	6.4%	12.3%
Northwest	67.6%	\$	1,237	\$	836	62.6%	\$	1,295	\$	811	(495 bp)	4.7%	(3.0%)
West	73.8%	\$	1,195	\$	882	73.9%	\$	1,277	\$	943	3 bp	6.9%	7.0%
South	58.3%	\$	1,034	\$	603	61.8%	\$	1,112	\$	687	346 bp	7.6%	14.0%
Mexico City	58.3%	\$	1,284	\$	748	64.4%	\$	1,368	\$	882	616 bp	6.6%	17.8%
Total	61.8%	\$	1,301	\$	805	63.8%	\$	1,372	\$	875	195 bp	5.5%	8.8%

\*Excludes the closed hotel.

In "Mexico City" region, the hotels located in the Metropolitan Area are included.

The following table shows certain operating information of Fiesta Americana Condesa Cancun hotel for the third quarter of 2022 and 2023:

	Fiesta Americana Condesa Cancún (All Inclusive)								
	3'	<sup>rd</sup> quarter 20	22	3	<sup>rd</sup> quarter 202	23	Variation		
		Net	Net		Net	Net			
	Occup.	Package	Package	Occup.	Package	Package	Occup.	ADR	RevPAR
		ADR	RevPAR		ADR	RevPAR			
FACC*	80.6%	\$ 6,217	\$ 5,012	76.5%	\$ 5,397	\$ 4,129	(410 bp)	(13.2%)	(17.6%)

\* Fiesta Americana Condesa Cancún is reported with All Inclusive metrics.



<sup>&</sup>lt;sup>10</sup> Bajio corresponds to the following states: Aguascalientes, Guanajuato, Queretaro and San Luis Potosi. Northeast corresponds to the following states: Coahuila, Nuevo Leon and Tamaulipas. Northwest corresponds to the following states: Baja California Norte, Baja California Sur, Chihuahua, Durango, Sinaloa and Sonora. West corresponds to the following states: Jalisco, Nayarit and Michoacan. South corresponds to the following states: Campeche, State of Mexico (Toluca), Guerrero, Morelos, Oaxaca, Puebla, Quintana Roo, Tabasco and Veracruz. Mexico City corresponds to the following states: Mexico City and State of Mexico (excluding Toluca).



The following table shows the distribution of FibraHotel's Total Portfolio as of September 30<sup>th</sup>, 2023 by segment, region, number of hotels and number of rooms:

SEGMENT	H	otels	Rooms		REGION	Н	otels	Ro	oms
	#	%	#	%		#	%	#	%
Limited-Service	22	25.6%	2,792	22.2%	Bajio	13	15.1%	1,881	15.0%
Selected-Service	47	54.7%	6,525	52.0%	Northeast	15	17.4%	1,945	15.5%
Full-Service	16	18.6%	2,730	21.7%	Northwest	16	18.6%	2,333	18.6%
Resort	1	1.2%	507	4.0%	West	7	8.1%	1,107	8.8%
TOTAL	86	100.0%	12,554	100.0%	South	20	23.3%	2,992	23.8%
					Mexico City	15	17.4%	2,296	18.3%
					TOTAL	86	100.0%	12,554	100.0%

\*Includes leased hotels and the closed Select Service Leon hotel at the Bajio region with 159 rooms.

## Quarterly Operating Portfolio Highlights (excluding leased and closed hotels)

Year 2023	Available Rooms	Occupied Rooms	Occup.	Reve	Room nues <i>Ps. \$</i> I <i>illion</i>	1	ADR	Re	vPAR
1st quarter	1,057,546	637,626	60.3%	\$	915	\$	1,436	\$	866
2nd quarter	1,069,250	672,852	62.9%	\$	967	\$	1,437	\$	904
3rd quarter	1,081,368	689,835	63.8%	\$	947	\$	1,372	\$	875
4th quarter	-	-	-		-		-		-
Total	3,208,164	2,000,313	62.4%	\$	2,829	\$	1,414	\$	882



#### **BALANCE SHEET**

As of December 31<sup>st</sup>, 2022, and September 30<sup>th</sup>, 2023.

(figures in thousands of pesos)

#### FIBRAHOTEL

**Consolidated Balance Sheet** 

#### (Thousands of pesos)

Assets

	31/12/2022	30/09/2023
Current assets		
Cash, cash equivalents and restricted cash	501,236	524,956
Trade accounts receivable and other receivables	320,884	289,777
Due from related parties	-	-
Prepaid expenses	21,614	57,102
Recoverable taxes, mainly value-added tax	19,613	22,997
Total currents assets	863,347	894,832
Non current assets		
Hotel properties, furniture and operating equip Net	12,380,505	12,214,214
Investment Properties*	4,081,000	4,096,463
Properties under development	142,667	153,890
Investments in associates	-	222,000
Derivative instruments	-	-
Advance to suppliers	5,006	5,028
Deferred income taxes	6,491	17,976
Total non-current assets	16,615,670	16,709,571
Total assets Liabilities and partners' equity	17,479,017	17,604,403
Liabilities and partners' equity Current liabilities:		<u> </u>
Liabilities and partners' equity Current liabilities: Borrowings	351,312	519,920
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses	351,312 433,333	519,920 438,870
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties	351,312 433,333 40,393	519,920 438,870 42,818
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable	351,312 433,333 40,393 62,407	519,920 438,870 42,818 68,162
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties	351,312 433,333 40,393	519,920 438,870 42,818
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities	351,312 433,333 40,393 62,407 88,508 975,952	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b>
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits	351,312 433,333 40,393 62,407 88,508 975,952 18,109	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt	351,312 433,333 40,393 62,407 88,508 975,952 18,109 1,663,217	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342 1,418,179
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt	351,312 433,333 40,393 62,407 88,508 975,952 18,109	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt Long-term debt securities	351,312 433,333 40,393 62,407 88,508 975,952 18,109 1,663,217	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342 1,418,179
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt Long-term debt securities Frustors' equity: Contribution from the trustors	351,312 433,333 40,393 62,407 88,508 975,952 18,109 1,663,217	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342 1,418,179
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt Long-term debt securities Frustors' equity:	351,312 433,333 40,393 62,407 88,508 975,952 18,109 1,663,217 2,484,246	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342 1,418,179 2,485,996
Liabilities and partners' equity Current liabilities: Borrowings Suppliers and accrued expenses Due to related parties Taxes payable Other Total current liabilities Employee Benefits Long-term banking debt Long-term debt securities Trustors' equity: Contribution from the trustors	351,312 433,333 40,393 62,407 88,508 <b>975,952</b> 18,109 1,663,217 2,484,246 11,017,525	519,920 438,870 42,818 68,162 41,994 <b>1,111,764</b> 21,342 1,418,179 2,485,996 10,821,002

\*Corresponds to the FA Condesa Cancun hotel.



# **INCOME STATEMENT**

July 1<sup>st</sup> to September 30<sup>th</sup>, 2022, compared to the third quarter of 2023.

(figures in thousands of pesos)

#### FIBRAHOTEL Consolidated Statements of Operations

#### (Thousands of pesos)

	Q3 2022	Q3 2023
Revenue:		
Rooms	869,787	946,695
Food and beverages	208,971	223,388
Leases	114,877	92,983
Others	15,909	9,783
Total revenue	1,209,544	1,272,849
Costs and general expenses		
Rooms	197,317	212,999
Food and beverages	130,195	149,075
Administrative expenses	444,010	481,442
Total costs and general expenses	771,522	843,515
Lodging contribution	438,022	429,334
Real estate expenses	20,446	22,534
Advisory fee	39,247	42,818
Employee CBFIs compensation plan*	2,611	2,611
Administrative expenses related to FibraHotel	25,249	36,275
Employee Benefits*	1,063	1,111
Depreciation	126,730	126,308
Impairment over asset value*	-	-
Income from operations	222,676	197,676
Extraordinary expenses, net	1,703	4,745
Adjusted (loss) from operations	220,974	192,931
Non operating income	299	(104)
Adjustment to Fair Value of Investment Properties*	-	-
Comprehensive financing result	(107,364)	(121,458)
Income before taxes	113,909	71,370
Tax	(1,093)	(3,807)
Consolidated net (loss) income	115,002	75,177
* Non-Cash Items		



#### **CASH FLOW STATEMENT**

July 1st to September 30th, 2022, compared to the third quarter of 2023.

(figures in thousands of pesos)

FIBRAHOTEL

Consolidated Statements of Cash Flows

As of September 30<sup>th</sup>, 2023 (Thousand pesos)

Q3 2022 Q3 2023 **Operating Activities** Consolidated net income 115,002 75,177 Adjustments for non cash items (1,093) (3,807) Tax Cost for asset sale 30 (77) Impairment over asset value\* Adjustment to fair value of investment properties\* \_ Depreciation 126,730 126,308 109,926 120,287 Interest income Employee CBFIs compensation plan\* 2.611 2.611 Employee Benefits\* 1,063 1,111 Total 354,268 321,610 (Increase) decrease in: 10,469 (3,973) Trade accounts receivable and others Due from related parties (5.713)(14)Recoverables taxes, mainly VAT Prepaid expenses 16,656 22,810 Other assets 100 (1)Increase (decrease) in: Suppliers and accrued expenses and others 29,847 46,855 (44,603) 372 Due to related parties Tax payable 5,621 (6,732) 366,543 381,028 Net cash flow used in operating activities Investing activities Business acquired, net of cash received (26, 120)(22,423) Development portfolio Acquisitions of hotel furniture and equipment (79,628) (68,672) Investment Properties (21,752) (3,878) Asset sale 199 184 5,606 9,510 Interest income Investments in associates (150,000) (121,696) Net cash flow used in investing activities (235,279) **Financing activities** Ditributions to trustors (98,296) \_ Debt Issuance 250,000 Debt Issuance (119,657) (134,338) Interests paid and financial expenses (167,817) (131,810) CBFIs issuance -CBFI Repurchase Program -Issuance expenses Other (1,829) (1,419) Net cash flow used in financing activities (289,302) (115,863) Net increase (decrease) in cash, cash equivalents and restricted cash (44,455) 29,886 Cash, cash equivalents and restricted cash at the beginning of the period 466,348 495,070 Cash, cash equivalents and restricted cash at the end of the period 421,893 524,956 \* Non-Cash Items





#### **Amefibra FFO**

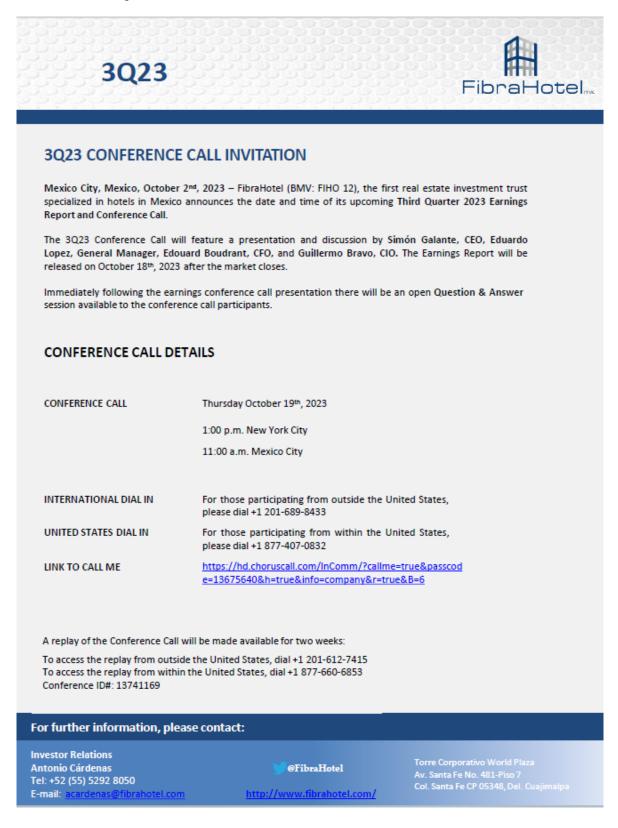
Amefibra published a definition Funds from Operations ("FFO") metric to standardize reporting across Real Estate Fibras in Mexico. This metric is voluntary for Fibras and seeks to incorporate best practices across the sector (for example, in the United States, REITs report the Nareit Funds from Operations). FibraHotel has determined to report FFO based on Amefibra's definition beginning on the second quarter of 2020. The main differences against FibraHotel's previously reported FFO is that Amefibra FFO considers adjustments for pre-operating expenses and currency fluctuation in FFO which were not considered in FibraHotel's FFO but were considered in FibraHotel's AFFO. The following table shows the FFO calculation based on Amefibra's definition:

	2018	2019	2020	2021	2022	Q1 2023	Q2 2023	Q3 2023
Total Revenues	4,107,252	4,371,969	1,941,651	3,109,131	4,696,345	1,255,728	1,322,715	1,272,849
Total Costs and General Expenses	2,664,142	2,917,888	1,633,398	2,168,443	2,985,396	802,044	847,114	843,515
Total Lodging Contribution	1,443,110	1,454,082	308,253	940,688	1,710,949	453,684	475,601	429,334
Advisory fee	150,927	151,862	144,492	146,566	156,049	41,869	42,446	42,818
Real estate expenses	59,698	66,286	115,567	73,607	84,383	22,185	21,928	22,534
Administrative Expenses Related to FibraHotel	60,522	71,188	57,335	80,038	111,730	32,928	34,713	36,275
Employee CBFIs compensation plan*	16,612	8,306	8,306	865	7,833	2,611	2,611	2,611
Adjusted EBITDA	1,155,351	1,156,440	(17,447)	637,949	1,344,133	353,033	372,839	323,985
Depreciation	419,037	465,817	583,838	551,732	508,780	126,024	125,431	126,308
Extraordinary Expenses, Net	71,619	37,056	9,018	15,095	6,720	1,388	3,380	4,745
Non Operating Income / (Loss)	1,901	11,330	(29,402)	821	3,969	(1,158)	2,185	(104)
Adjusted Income / (Loss) from Operations	768,501	617,816	(602,353)	316,346	1,325,158	224,463	246,213	192,828
Comprehensive Financing Result	(151,510)	(292,270)	(397,352)	(371,824)	(404,803)	(62,727)	(72,484)	(121,458)
Tax	2,282	8,460	2,451	(1,308)	(2,155)	(4,296)	(3,382)	(3,807)
Consolidated Integral Result	599,321	218,025	(1,004,515)	(52,482)	922,509	166,032	177,112	75,177
Adjustment to Fair Value of Investment Properties	(143,795)	47,081	(42,744)	(269,355)	(505,950)	_	_	_
Depreciation	419,037	465,817	517,355	551,732	508,780	126,024	125,431	126,308
Amortization of capitalized leasing costs	71,619	37,056	43,999	15,095	6,720	1,388	3,380	4,745
Impairment losses	41,890	-	71,603	24,952	13,395	-	-	-
Realized (gains) or losses from sales	-	-	-	-	_	-	-	-
Transaction costs	-	-	-	-	-	-	-	-
Tax on profits or losses on disposals of properties	-	-	-	-	-	-	-	-
Exchange rate fluctuation	16,128	(7,761)	12,708	(7,591)	(22,580)	(38,430)	(29,276)	17,796
Fluctuation of derivative instruments	15,389	99,061	2,632	(1,724)				
Fluctuation of financial instruments	-	-	-	-	-	-	-	-
Impairment of intangibles	-	-	-	-	-	-	-	-
Costs	-	-	-	-	-	-	-	-
CBFIs Compensation Plan	16,612	8,306	8,306	865	7,833	2,611	2,611	2,611
Minority interests	-	-	-	-	-	-	-	-
AMEFIBRA Funds From Operations	1,036,200	867,584	(390,656)	261,491	930,706	257,625	279,258	226,636
CAPEX Reserve	(204,149)	(221,964)	(51,128)	(174,118)	(258,320)	(68,942)	(72,288)	(68,776)
Other Adjustments	17,335	(7,734)	12,058	-	-	- 1	-	-
Adjusted Funds From Operations	849,386	637,887	(429,726)	87,373	672,386	188,683	206,970	157,860
FFO FIHO / FFO AMEFIBRA	87,746	29,295	56,707	7,504	(15,860)	(37,042)	(25,896)	22,540





#### Invitation to the 3Q 2023 Results Conference Call







# About FibraHotel

FibraHotel is a Mexican trust created primarily to acquire, develop, and operate hotels in Mexico. Our objective is to provide attractive returns to our CBFI holders through distributions and the appreciation of our real estate assets. Also, we will aim to have a high-quality hotel portfolio, through the affiliation to different hotel brands and renowned operators, as well as geographic and segment diversification.

#### **Investor relations contact**

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