

***RLH Properties ("RLH A"), the first public company specializing in high-end hotels in Mexico and Spain, announces its fourth quarter 2021 financial results.***

**Mexico City. - RLH Properties** (BMV: RLH A), the first public company specialized in luxury and ultra-luxury hotels in Mexico and Spain, announces its financial results for the fourth quarter of 2021. Except where otherwise noted, all figures in the report were prepared in accordance with International Financial Reporting Standards ("IFRS") and are expressed in nominal Mexican pesos.

**Commentary by Borja Escalada, Chief Executive Officer of RLH Properties:**

The fourth quarter of 2021 was undoubtedly the best quarter of the year. The results of our assets exceeded expectations, mainly our beach assets that showed an excellent performance during the month of December with the holiday season.

In line with the results obtained over the course of the year, this quarter was no exception, as the Rosewood Mayakoba and Banyan Tree Mayakoba hotels once again recorded the highest occupancy levels in the entire portfolio. The Rosewood Mayakoba hotel recorded the highest RevPar in its history and the Banyan Tree Mayakoba hotel continued with positive variations over 2019 thanks to its new inventory and the resounding success of the Sands beach club. The Fairmont Mayakoba hotel presented very good results, despite being in the process of renovation, which is progressing according to the established plan. The One&Only Mandarin hotel in Riviera Nayarit continues with an extraordinary performance and excellent results compared to its competitive set, holding first place in RevPar.

Regarding city assets, the Four Seasons Mexico City hotel showed very good results despite the fact that business tourism in the city continues without rebound, managing to position itself, as it did in previous quarters, with the highest RevPar versus its competitive set. On the other hand, on October 22, 2021, our Rosewood Villa Magna hotel opened its doors, the first property to operate under the Rosewood Hotels & Resorts brand in Spain, after the intense renovation that began in March 2020. On November 26, 2021, BLESS Hotel Madrid resumed operations, after being acquired by RLH Properties at the beginning of the second half of the year, with an attractive and innovative gastronomic and leisure offer that will undoubtedly capture the attention of the luxury market in Madrid. Both hotels present challenges due to the restrictions imposed because of the pandemic, however, they are already showing a gradual and positive trend in their occupancy levels.

These results are a testament to the quality of our assets, the preference of our clients, our financial strength, and they confirm the company's commitment to the reactivation of the sector and the economy of Mexico and Spain. Today, RLH Properties is the largest company in the sector by market capitalization in Mexico thanks to our focus on excellence and our commitment to create value for our environment and our shareholders. We will continue to work hard to build on our company's great success story.

**RLH Properties announces its fourth quarter 2021 Earnings Conference Call.**

You are cordially invited to attend our fourth quarter 2021 financial results presentation via conference call.

**Date:** 4 March 2022.

**Time:** 9:00 a.m. Mexico City (10:00 a.m. New York / 15:00 p.m. London / 16:00 p.m. Madrid).

Presented by:

- **Borja Escalada**, Chief Executive Officer and Member of the Board.
- **Juan Novoa**, Chief Financial Officer.
- **Francis Muûls**, Chief Operating Officer.
- **Diego Laresgoiti**, Executive Director of Investor Relations and Member of the Board.

To access the call, please use the following dial-in:

**Toll Free:** 888-506-0062

**International Dial in:** 973-528-0011

**Access Code:** 718363

RLH Conference Call 4Q2021

Quarterly results materials will be available at the following link:

<http://rlhproperties.com.mx/informacionfinanciera/>

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**About RLH Properties, S.A.B. de C.V.**

RLH Properties is a Mexico City-based public company, a leader in the acquisition, development and management of luxury and ultra-luxury hotels and resorts and associated residential products. RLH Properties, a company capitalized primarily by pension funds and institutional investors, was incorporated in Mexico City on February 28, 2013. RLH directs its investment strategy towards the acquisition and development of luxury hotel assets in strategic locations that are difficult to replicate, with various barriers to entry and in short supply relative to current and potential demand, in partnership with internationally recognized hotel operators. RLH Properties' portfolio currently consists of four hotels in Mayakoba operated by Rosewood, Fairmont, Banyan Tree and Andaz, the Four Seasons Mexico City, Villa Magna in Madrid, BLESS Hotel Madrid and two hotels in Mandarin, one operated by One&Only and the other to be operated by Rosewood, which will open in 2024

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## Relevant Information of the 4Q 2021

During the fourth quarter, RLH Properties' results show an eminent recovery against **COVID-19** in all beach hotel assets and an already visible recovery in the Four Seasons in Mexico City, being the asset with the highest occupancy in its segment by a considerable amount and positioning itself as the leader in the market. Meanwhile, the recovery in Spain following the new COVID-19 ("Omicrón") variant has been a little slower.

### Consolidated Income Statement

Figures in MXN \$ thousands, unless stated otherwise

	4Q 2021	%	4Q 2020	%	Var. a/a quarterly	YTD 2021	%	YTD 2020	%	Var. a/a annual
<b>Total Revenues</b>	<b>2,282,316</b>	<b>100%</b>	<b>886,154</b>	<b>100%</b>	<b>1,396,162</b>	<b>158%</b>	<b>5,742,878</b>	<b>100%</b>	<b>2,652,180</b>	<b>117%</b>
Direct costs and expenses	(970,564)	-43%	(537,911)	-61%	(432,653)	80%	(2,303,766)	-40%	(1,374,228)	-52%
Indirect expenses and other expenses	(748,718)	-33%	(545,172)	-62%	(203,546)	37%	(2,092,585)	-36%	(1,344,151)	-51%
<b>(GOP)</b>	<b>563,034</b>	<b>25%</b>	<b>(196,929)</b>	<b>-22%</b>	<b>759,963</b>	<b>386%</b>	<b>1,346,527</b>	<b>23%</b>	<b>(66,199)</b>	<b>-7%</b>
Margin (%)	24.7%		-22.2%		54.4%				45.7%	
<b>Recurring EBITDA</b>	<b>423,087</b>	<b>19%</b>	<b>(263,245)</b>	<b>-30%</b>	<b>686,332</b>	<b>261%</b>	<b>899,715</b>	<b>16%</b>	<b>(288,450)</b>	<b>-33%</b>
Margin (%)	18.5%		-29.7%		49.2%		15.7%		-10.9%	

**Total revenues** in the fourth quarter of 2021 totaled MXN \$2,282.3 million, representing an increase of **158%** versus the same quarter of the previous year and **56%** above the same quarter of 2019, on the other hand, total revenues in 2021 totaled MXN \$5,742.9 million, representing an increase of **117%** versus 2020 and **19%** versus 2019, **having higher revenues** than before the impact of COVID-19 both quarterly and annually.

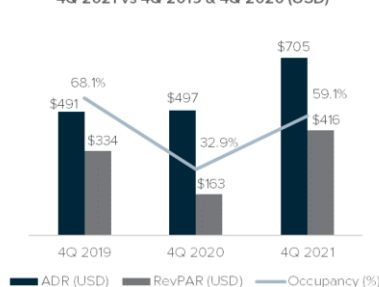
**Gross operating profit** for the fourth quarter was MXN \$563.0 million, a **386 % higher** than the result of the same period of the previous year, while the gross result of the previous year due to the impact of COVID-19 had been negative, this year it was MXN \$1,346.5 million representing a **2,134%** increase over 2020.

RLH's **consolidated recurring EBITDA before corporate expenses** for the fourth quarter was MXN \$423.1 million, representing an increase of **261%** compared to the same period last year, consolidated recurring EBITDA before corporate expenses for the full year 2021 was MXN **\$899.7** million a **412%** increase over the full year 2020.

**Net income** for the period was MXN \$279.7 million, representing an increase of **219%**, compared to the same period of the previous year and **MXN \$ 20.1 million** accumulated at the end of 2021 representing an increase of **102% compared to 2020** and an increase of **102%** compared to 2019.

The **occupancy rate** was 59.1%, registering an increase of 26.2 p.p. compared to the same period last year and a decrease of 9.1 p.p. compared to the same period of 2019.

Aggregated Performance of Operating Assets  
4Q 2021 vs 4Q 2019 & 4Q 2020 (USD)



The **average rate** was MXN \$14,678 (USD \$705), which represented an increase in local currency of 45.6% and 55.7% compared to 2020 and 2019, respectively. The U.S. dollar rate increased by 41.8% and 43.6% compared to 2020 and 2019, respectively.

**RevPAR** was MXN \$8,670 (USD \$416), registering an increase in local currency of 161.5% and 35.0% compared to 2020 and 2019, respectively. In U.S. dollars, RevPAR increased by 154.7% and 24.5% compared to 2020 and 2019, respectively.

## Hotel Assets Operating Statistics 4Q2021

The following are the main aggregate<sup>1</sup> operating indicators of RLH's Hotel Assets portfolio as of the fourth quarter of 2021:

Operating Indicators as of the 4th Quarter of 2021 <sup>(2)</sup>					
Stabilized Assets and Other Assets					
Indicator	4Q 2019	4Q 2020	4Q 2021	% Var. 4Q 2021 vs. 4Q 2019	% Var. 4Q 2021 vs. 4Q 2020
ADR (USD)	\$518	\$502	\$625	20.5%	24.5%
ADR (MXN)	\$9,953	\$10,184	\$13,009	30.7%	27.7%
Occupancy (%)	70.4%	31.9%	58.1%	(12.2 pp)	26.2 pp
<b>RevPAR (USD)</b>	<b>\$365</b>	<b>\$160</b>	<b>\$363</b>	<b>(0.5%)</b>	<b>126.6%</b>
<b>RevPAR (MXP)</b>	<b>\$7,005</b>	<b>\$3,253</b>	<b>\$7,564</b>	<b>8.0%</b>	<b>132.5%</b>
Total Revenues (USD '000)	\$60,425	\$29,599	\$77,629	28.5%	162.3%
Total Revenues (MXN '000)	\$1,161,179	\$602,714	\$1,615,833	39.2%	168.1%
EBITDA (USD '000) <sup>(1)</sup>	\$19,630	\$448	\$20,792	5.9%	4,542.6%
EBITDA (MXN '000) <sup>(1)</sup>	\$376,786	\$6,412	\$433,534	15.1%	6,661.7%
EBITDA Net of FF&E Reserve (USD '000) <sup>(1)</sup>	\$17,991	\$393	\$19,019	5.7%	4,740.1%
EBITDA Net of FF&E Reserve (MXN '000) <sup>(1)</sup>	\$345,274	\$5,283	\$396,638	14.9%	7,407.1%
<b>EBITDA Margin (%)</b>	<b>32.4%</b>	<b>1.1%</b>	<b>26.8%</b>	<b>(5.6 bps)</b>	<b>25.8 bps</b>
<b>EBITDA Net of FF&amp;E Reserve Margin (%)</b>	<b>29.7%</b>	<b>0.9%</b>	<b>24.5%</b>	<b>(5.2 bps)</b>	<b>23.7 bps</b>
Operating Assets					
Indicator	4Q 2019	4Q 2020	4Q 2021	% Var. 4Q 2021 vs. 4Q 2019	% Var. 4Q 2021 vs. 4Q 2020
ADR (USD)	\$491	\$497	\$705	43.6%	41.8%
ADR (MXN)	\$9,426	\$10,084	\$14,678	55.7%	45.6%
Occupancy (%)	68.1%	32.9%	59.1%	(9.1 pp)	26.2 pp
<b>RevPAR (USD)</b>	<b>\$334</b>	<b>\$163</b>	<b>\$416</b>	<b>24.5%</b>	<b>154.7%</b>
<b>RevPAR (MXN)</b>	<b>\$6,421</b>	<b>\$3,316</b>	<b>\$8,670</b>	<b>35.0%</b>	<b>161.5%</b>
Ingresos Totales (USD '000)	\$66,489	\$36,806	\$91,825	38.1%	149.5%
Ingresos Totales (MXN '000)	\$1,277,672	\$749,111	\$1,911,192	49.6%	155.1%
EBITDA (USD '000) <sup>(1)</sup>	\$20,883	\$1,040	\$25,957	24.3%	2,394.7%
EBITDA (MXN '000) <sup>(1)</sup>	\$400,740	\$17,574	\$540,760	34.9%	2,977.1%
EBITDA Net of FF&E Reserve (USD '000) <sup>(1)</sup>	\$19,062	\$827	\$23,950	25.6%	2,797.6%
EBITDA Net of FF&E Reserve (MXN '000) <sup>(1)</sup>	\$365,733	\$13,222	\$498,963	36.4%	3,673.6%
<b>EBITDA Margin (%)</b>	<b>31.4%</b>	<b>2.3%</b>	<b>28.3%</b>	<b>(3.1 bps)</b>	<b>25.9 bps</b>
<b>EBITDA Net of FF&amp;E Reserve Margin (%)</b>	<b>28.6%</b>	<b>1.8%</b>	<b>26.1%</b>	<b>(2.5 bps)</b>	<b>24.3 bps</b>

(1) Aggregated EBITDA (SoTP) of the operating assets, unaudited without adjustments due to financial consolidation.

(2) After its acquisition, the BLESS Hotel Madrid opened on November 26 and its performance is not included in the indicators presented.

Considering the results of the BLESS Hotel Madrid during 2021, the Operating Assets would have registered the following indicators:

Aggregated occupancy of 48.3%

Average daily rate of MXN \$12,276 (USD \$602)

RevPAR OF MXP \$5,927 (USD \$291)

The indicators presented do not consider the results of the PGA golf tournament held annually at El Camaleón Mayakoba.

<sup>1</sup> Aggregate operating information is based on USALI (Uniform System of Accounts for the Hotel Industry), and includes the sum of hotel assets.

### ***Occupancy rate***

The **occupancy rate** was 59.1%, or 26.2 p.p. above the same period in 2020 and 9.1 p.p. below 2019. In general, the occupancy of the portfolio's assets was positively driven by the holiday season, considering that Mexico continued to be one of the few countries where no restrictions were imposed on international tourism, given the rapid spread of the Omicron infection. Specifically, the portfolio's beach assets stand out, which recorded an average occupancy rate of 63.8% during the quarter, which represented a positive variation of 2.1 p.p. compared to the same period of 2019. In this regard, it is worth mentioning that Cancun International Airport recorded record operations during the quarter. November 2021 represented the best November in history in terms of passenger traffic by mobilizing more than 2 million 200 thousand tourists. December 2021 broke the record for air operations after the activities suspension due to the pandemic, with a total of 648 flights with connectivity to more than 70 international destinations and 18 domestic destinations, that is, only 11 trips below the historical record recorded on March 31, 2018.

With respect to the city assets of the portfolio, the Four Seasons Mexico City hotel ranked first in occupancy versus its competitive set during the quarter, considering that despite the fact that the City Government has avoided restricting most economic activities in support of the economic recovery, business tourism, which is a mainstay of the destination, has not yet shown a strong reactivation. Meanwhile, the opening of two assets in Madrid was celebrated during the quarter. The Rosewood Villa Magna hotel opened on October 22 after its renovation under the Rosewood brand, and the Bless Hotel Madrid opened on November 26. Both openings were very well received, although the destination was affected by travel restrictions imposed in Europe at the end of the quarter because of the growth of cases derived from the new variant of COVID-19, Omicron.

### ***Average rate***

The **average rate** was MXN \$14,678 (USD \$705), which represented an increase in local currency of 45.6% and 55.7% compared to 2020 and 2019, respectively. Meanwhile, the U.S. dollar rate recorded an increase of 41.8% and 43.6% compared to 2020 and 2019, respectively. In general, the portfolio's average rate increase is related to the increase in demand in the different markets where the portfolio's assets operate due to the Christmas holidays, in addition to the incorporation of the One&Only Mandarin hotel. Considering that the rates of the portfolio's assets are fixed in U.S. dollars, the difference in the average rate increase between both currencies during the quarter is mainly related to the depreciation of the Mexican peso against the U.S. dollar. With respect to 2020, such depreciation was 0.9% per year, going from an average of MXN/USD20.58 in the fourth quarter of 2020 to MXN/USD 20.75 in 2021. With respect to 2019, the depreciation was 7.7% per year, going from an average of MXN/USD19.27 in the fourth quarter of 2019 to MXN/USD20.75 in 2021.

### ***RevPAR***

**RevPAR** was MXN \$8,670 (USD \$416), an increase in local currency of 161.5% and 35.0% compared to 2020 and 2019, respectively. Meanwhile, in U.S. dollars it recorded an increase of 154.7% and 24.5% compared to 2020 and 2019, respectively. In this regard, it is worth mentioning that the Rosewood Mayakoba hotel ranked first with respect to its competitive set. The One&Only Mandarin hotel was positioned with the highest RevPAR with respect to recently opened hotels that are still in the growth phase. Finally, the Four Seasons Mexico City remained during the quarter as the hotel with the highest RevPAR in its competitive set and even in its market.

## Hotel Assets Operating Statistics Total 2021

The following are the main aggregate<sup>2</sup> operating indicators of the RLH **Hotel Assets** portfolio during 2021:

Operating Indicators as of 2021 <sup>(2)</sup>					
Stabilized Assets and Other Assets					
Indicator	2019	2020	2021	% Var. 2021 vs. 2019	% Var. 2021 vs. 2020
ADR (USD)	\$471	\$493	\$540	14.7%	9.7%
ADR (MXN)	\$9,055	\$9,889	\$11,012	21.6%	11.4%
Occupancy (%)	69.2%	29.0%	47.8%	(21.5 pp)	18.8 pp
<b>RevPAR (USD)</b>	<b>\$326</b>	<b>\$143</b>	<b>\$258</b>	<b>(20.8%)</b>	<b>80.6%</b>
<b>RevPAR (MXN)</b>	<b>\$6,270</b>	<b>\$2,868</b>	<b>\$5,260</b>	<b>(16.1%)</b>	<b>83.4%</b>
Total Revenues (USD '000)	\$216,406	\$102,314	\$220,031	1.7%	115.1%
Total Revenues (MXN '000)	\$4,161,773	\$2,064,840	\$4,481,303	7.7%	117.0%
EBITDA (USD '000) <sup>(1)</sup>	\$63,139	\$4,503	\$41,538	(34.2%)	822.4%
EBITDA (MXN '000) <sup>(1)</sup>	\$1,211,501	\$31,292	\$849,878	(29.8%)	2,616.0%
EBITDA Net of FF&E Reserve (USD '000) <sup>(1)</sup>	\$57,261	\$2,661	\$37,458	(34.6%)	1,307.8%
EBITDA Net of FF&E Reserve (MXN '000) <sup>(1)</sup>	\$1,098,595	(\$4,861)	\$766,606	(30.2%)	15,872.1%
<b>EBITDA Margin (%)</b>	<b>29.1%</b>	<b>1.5%</b>	<b>19.0%</b>	<b>(10.1 bps)</b>	<b>17.4 bps</b>
<b>EBITDA Net of FF&amp;E Reserve Margin (%)</b>	<b>26.4%</b>	<b>-0.2%</b>	<b>17.1%</b>	<b>(9.3 bps)</b>	<b>17.3 bps</b>
Operating Assets					
Indicator	2019	2020	2021	% Var. 2021 vs. 2019	% Var. 2021 vs. 2020
ADR (USD)	\$450	\$473	\$603	33.9%	27.5%
ADR (MXN)	\$8,654	\$9,486	\$12,287	42.0%	29.5%
Occupancy (%)	66.0%	28.8%	48.5%	(17.5 pp)	19.7 pp
<b>RevPAR (USD)</b>	<b>\$297</b>	<b>\$136</b>	<b>\$292</b>	<b>(1.6%)</b>	<b>114.8%</b>
<b>RevPAR (MXN)</b>	<b>\$5,711</b>	<b>\$2,729</b>	<b>\$5,956</b>	<b>4.3%</b>	<b>118.2%</b>
Ingresos Totales (USD '000)	\$237,403	\$117,663	\$258,807	9.0%	120.0%
Ingresos Totales (MXN '000)	\$4,564,766	\$2,371,994	\$5,270,934	15.5%	122.2%
EBITDA (USD '000) <sup>(1)</sup>	\$65,435	\$4,658	\$53,958	(17.5%)	1,058.4%
EBITDA (MXN '000) <sup>(1)</sup>	\$1,254,993	\$25,193	\$1,102,810	(12.1%)	4,277.4%
EBITDA Net of FF&E Reserve (USD '000) <sup>(1)</sup>	\$58,928	\$2,365	\$49,418	(16.1%)	1,989.6%
EBITDA Net of FF&E Reserve (MXN '000) <sup>(1)</sup>	\$1,129,997	(\$19,907)	\$1,010,089	(10.6%)	5,174.1%
<b>EBITDA Margin (%)</b>	<b>27.5%</b>	<b>1.1%</b>	<b>20.9%</b>	<b>(6.6 bps)</b>	<b>19.9 bps</b>
<b>EBITDA Net of FF&amp;E Reserve Margin (%)</b>	<b>24.8%</b>	<b>-0.8%</b>	<b>19.2%</b>	<b>(5.6 bps)</b>	<b>20.0 bps</b>

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(2) After its acquisition, the BLESS Hotel Madrid opened on November 26 and its performance is not included in the indicators presented.

Considering the results of the BLESS Hotel Madrid during 2021, the Operating Assets would have registered the following indicators:

Aggregated occupancy of 48.3%

Average daily rate of MXN \$12,276 (USD \$602)

RevPAR OF MXN \$5,927 (USD \$291)

The indicators presented do not consider the results of the PGA golf tournament held annually at El Camaleón Mayakoba.

<sup>2</sup> Aggregate operating information is based on USALI (Uniform System of Accounts for the Hotel Industry), and includes the sum of hotel assets.

### **Occupancy rate**

The **occupancy rate** was 48.5%, registering an increase of 19.7 p.p. compared to the same period last year and a decrease of 17.5 p.p. compared to the same period in 2019. During the year, most of the portfolio's assets recorded occupancy levels that exceeded expectations considering it was a year of continued uncertainty regarding the evolution of the pandemic and its impact on tourism restrictions. The occupancy recorded specifically by beach assets was directly related to the fact that, throughout the year, Mexico was one of the few tourist destinations in the world that did not impose restrictive measures on inbound tourism. In addition, other factors that significantly boosted the occupancy of our portfolio, even during the low season months, when record occupancies were observed, include the support provided by the international and luxury brands of our assets, tourism related to the possibility get vaccinated in another country, the feasibility of working and studying from "home" and the capitalization of products that favor social distancing, which are characteristic of our assets.

It is worth mentioning that in the ranking of the twenty most visited international destinations during 2021 published by Forwardkeys consulting firm, there is a growth of the Caribbean related to the increased flow of tourism from the United States of America, a lag of Europe and Asia, the latter represented by only one country. Dubai ranked first in the ranking as it did in 2019, followed by Cancun in second place and Istanbul in third place. It is noteworthy that Cancun ranked second during 2021 since in 2019 it was not considered for the ranking of the top twenty most visited destinations. Madrid ranked tenth, moving up six places compared to 2019, and Mexico City ranked sixteenth, after not being part of this ranking in 2019. In conclusion, three of the four destinations where our portfolio assets are located were listed among the twenty most visited destinations in the year.

Specifically, beach assets recorded an average occupancy of 54.9% for the year, which represented an increase of 21.7 p.p. over what was recorded in 2020 and such occupancy was only 4.7 p.p. below what was recorded in 2019, mainly derived from the renovation of the Fairmont Mayakoba hotel. The Four Seasons Mexico City hotel experienced a complex start due to the strong impact of the pandemic on business tourism, which mainly affected urban destinations; however, the hotel began to reposition itself in the second quarter of the year. The hotel managed to rank first in occupancy compared to its competitive set during all months of the year.

### **Average rate**

The **average rate** was MXN \$12,287 (USD \$603), which represented an increase in local currency of 29.5% and 42.0% compared to 2020 and 2019, respectively. Meanwhile, the U.S. dollar rate recorded an increase of 27.5% and 33.9% compared to 2020 and 2019, respectively. In general, the portfolio's average rate increase is related to the increase in demand in the different markets where the portfolio's assets operate in addition to the incorporation of the One&Only Mandarin hotel. The difference in the average rate increase between both currencies in the year compared to 2020 is mainly related to the appreciation of the Mexican peso against the US dollar for a 5.6% per year, going from an average of 21.49 MXN/USD in 2020 to 20.28 MXN/USD in 2021. However, the rate increase differential in both currencies with respect to 2019 is mainly related to the depreciation of the Mexican peso against the U.S. dollar for a 5.3% per year, having gone from an average of 19.26 MXN/USD in 2019 to a 20.28 MXN/USD in 2021.



## REVPAR

**RevPAR** was MXN \$5,956 (USD \$292), an increase in local currency of 118.2% and 4.3% compared to 2020 and 2019, respectively. Meanwhile, in U.S. dollars it recorded an increase of 114.8% and a decrease of 1.6% compared to 2020 and 2019, respectively. The result of the comparison with respect to 2019 is related to the lower occupancy level recorded and the exchange rate effect on the average rate mentioned above. Specifically, the Rosewood Mayakoba hotel maintained the highest RevPAR, average rate and occupancy of its main competitive set throughout the year. The One&Only Mandarin hotel achieved the second highest RevPAR position for the full year among recently opened hotels that are still in the growth phase. Finally, the Four Seasons Mexico City hotel achieved the highest RevPAR of its competitive set for the year, ranking 2.8 times higher.

## Information related to the Residential Business

The following are the main commercial indicators of RLH's Residential<sup>3</sup> Business as of the fourth quarter of 2021:

Component	Total inventory	Sales held accumulated as of December 31, 2021	Available inventory		Sale Contracts Signed in 2021	Sales 2021
<b>Residences</b>	<b>315</b>	<b>182</b>	<b>133</b>	<b>0</b>	<b>15</b>	<b>19</b>
<b>Mayakoba</b>	<b>279</b>	<b>167</b>	<b>112</b>	<b>0</b>	<b>14</b>	<b>18</b>
Residences Rosewood	33	19	14	0	1	4
Fairmont Heritage place FO <sup>(a)</sup>	54	30	24	0	3	6
Fairmont Heritage place FC <sup>(b)</sup>	192	118	74	0	10	8
<b>Mandarina</b>	<b>36</b>	<b>15</b>	<b>21</b>	<b>0</b>	<b>1</b>	<b>1</b>
Mandarina Private Homes O&O <sup>(c)</sup>	36	15	21	0	1	1

(a) Full Ownership

(b) Fractional units

(c) Only the units of the already activated lots are considered.

<sup>3</sup> In accordance with International Financial Reporting Standards, income from the sale of residences is recognized at the time control of the property is transferred, i.e., at RLH Properties it is recognized at the time the property is deeded.



## Results for the fourth quarter of 2021

### ***Total Revenues***

For the period from October 1, 2021, to December 31, 2021, RLH achieved a significant 815% increase in revenues compared to the same period of the previous fiscal year, due to the strong recovery mainly in the Beach Hotels, the reopening of the Rosewood Villa Magna Hotel and the addition of the BLESS Hotel Madrid to RLH's hotel portfolio.

RLH Properties' total revenues for the quarter amounted to MXN \$2,282.3 million:

- MXN \$1,173.5 million from room and residence rentals revenues (15% of revenues).
- MXN \$506.4 million in food and beverage revenues (22% of revenues).
- MXN \$223.5 million of other hotel revenues (10% of revenues).
- MXN \$201.5 million of income from residential sales (9% of revenues).
- MXN \$177.4 million of revenues from golf course services and spa and gym services (8% of revenues).

### ***Costs and expenses***

During this quarter, RLH Properties' costs and overhead were MXN \$1,859.2 million:

- MXN \$436.7 million in administrative and operating expenses (23% of costs and overhead).
- MXN \$312.3 million in room expenses (71% of costs and overhead).
- MXN \$346.1 million in food and beverage costs and expenses (19% of costs and overhead).
- MXN \$312.0 million in IT and telecommunications, marketing, and maintenance expenses (17% of costs and overhead).
- MXN \$165.3 million in residential sales costs (9% of costs and overhead).
- MXN \$146.9 million in golf course services, spa and gym services and others costs and expenses (8% of general costs and overhead).
- MXN \$139.9 million in operating fees, insurance, and property expenses (7% of costs and overhead).

Compared to the same period in 2020, costs and overheads showed an increase of 62%.

### ***EBITDA***

During this period, Recurring EBITDA reached MXN \$423.1 million, registering an increase of 261% compared to the same period of 2020, while EBITDA after corporate expenses reached MXN \$323.9 million, registering an increase of 206% compared to the same period of 2020, both increases are mostly due to the recovery of the beach hotels.

### Comprehensive financing result

RLH Properties closed the year with a net debt position of MXN \$5,241.2 million and total debt of MXN \$9,923.6 million. Financial debt during the quarter generated a financial cost of MXN \$ 310.2 million.

During the quarter, the cost of financing decreased to MXN \$91.2 million, and is broken down as follows.

Consolidated Income Statement			
Figures in MXN \$ thousands, unless stated otherwise			
	4Q 2020	4Q 2021	Var. a/a
<b>EBIT / Operation profit / (loss)</b>	<b>(432,740)</b>	<b>182,702</b>	<b>615,442</b>
<b>Cost of financing</b>			
Interest paid	(72,284)	(105,222)	(32,938)
FX loss	(209,604)	(205,018)	4,586
Financial costs	(281,888)	(310,240)	(28,352)
Interest gain / (loss)	750	15,114	14,364
FX gain	307,908	203,902	(104,006)
<b>Comprehensive financing cost</b>	<b>26,770</b>	<b>(91,224)</b>	<b>(117,994)</b>
<b>Profit / (loss) before taxes</b>	<b>(405,970)</b>	<b>91,478</b>	<b>497,448</b>

### Net income for the period

During the quarter, consolidated net income was MXN \$279.7 million.

### Other comprehensive income

During the quarter, other comprehensive income represented a MXN \$94.2 million profit.

## **2021 annual results**

### ***Total Revenues***

From January 1 to December 31, 2021, RLH achieved a significant 117% increase in revenues compared to the same period of the previous fiscal year, due to the strong recovery mainly in the Beach Hotels, the reopening of the Rosewood Villa Magna Hotel and the addition of the Bless Hotel Madrid to RLH's hotel portfolio.

RLH Properties' total revenues for the year amounted to MXN \$ 5,742.9 million:

- MXN \$3,184.7 million from room and residence rentals revenues (55% of revenues).
- MXN \$1,423.1 million in food and beverage revenues (52% of revenues).
- MXN \$533.5 million from other hotel revenues (9% of revenues).
- MXN \$201.5 million from residential sales revenue (4% of revenues).
- MXN \$400.1 million from golf course services and spa and gym services (7% of revenues).

### ***Costs and expenses***

During the year, RLH Properties' costs and overhead expenses were MXN \$4,843.2 million:

- MXN \$1,094.5 million in administrative and operating expenses (23% of costs and overhead).
- MXN \$998.1 million in IT and telecommunications, marketing, and maintenance expenses (21% of costs and overhead).
- MXN \$925.1 million in room expenses (19% of costs and overhead).
- MXN \$917.9 million in food and beverage costs and expenses (19% of costs and overhead).
- MXN \$446.8 million in operating fees, insurance, and property expenses (9% of costs and overhead).
- MXN \$165.3 million in residential sales costs (3% of costs and overhead).
- MXN \$295.5 million in costs and expenses for golf course services, spa and gym services and others (6% of costs and overhead).

Compared to the same period in 2020, costs and overheads showed an increase of 65%.

### ***EBITDA***

During this period, Recurring EBITDA reached MXN \$899.7 million, registering an increase of 412% compared to the same period of 2020, while EBITDA after corporate expenses reached MXN \$646.5 million, registering an increase of 233% compared to the same period of 2020, both increases are mostly due to the recovery of the beach hotels.

### Comprehensive financing income

The financial debt during the year generated a financial cost of MXN \$690.3 million.

During the year, the cost of financing amounted to MXN \$279.6 million, broken down as follows.

#### Consolidated Income Statement

Figures in MXN \$ thousands, unless stated otherwise

	2020	2021	Var. a/a
<b>EBIT / Operation profit / (loss)</b>	<b>(995,604)</b>	<b>15,842</b>	<b>1,011,446</b>
<b>Cost of financing</b>			
Interest paid	(317,497)	(314,409)	3,088
FX loss	(1,858,176)	(375,832)	1,482,344
Financial costs	(2,175,673)	(690,241)	1,485,432
Interest gain / (loss)	9,958	36,708	26,750
FX gain	1,892,396	373,915	(1,518,481)
<b>Comprehensive financing cost</b>	<b>(273,319)</b>	<b>(279,618)</b>	<b>(6,299)</b>
<b>Profit / (loss) before taxes</b>	<b>(1,268,923)</b>	<b>(263,776)</b>	<b>1,005,147</b>

### Net income for the period

For the year, consolidated net income was MXN \$20.1 million.

### Other comprehensive income

During the year, other comprehensive income represented MXN \$167.9 million in profit.

### Cash flow 2021

During the year 2021, net cash flow from operating activities was MXN \$938.0 million, net cash flow from investing activities was MXN -\$2,303.0 million, due to i) CAPEX investment of MXN \$1,175.9 million, ii) the acquisition of businesses for MXN \$1,163.9 million, partially offset by MXN \$36.7 million of interest income. Net cash flow from financing activities was MXN \$4,000.2 million, mainly due to (i) an increase in capital stock and additional paid-in capital of MXN \$2,012.5 million and MXN \$894.4 million,

respectively, (ii) an increase in capital stock of the non-controlling interest of MXN \$1,003.0 million, (iii) bank loans of MXN \$253.2 million, partially offset by repayments of bank loans of MXN \$79.3 million.

Principal repayments showed a decrease of MXN \$258.2 million due to the deferral of principal payments agreed with the banks.

## **Financial status**

### ***Cash and Liquidity***

As of December 31, 2021 the cash and cash equivalents position is MXN \$4,682.4 million, of which MXN \$21.5 million is restricted cash presented on a long-term basis, showing an increase of MXN \$2,602.7 million compared to the end of 2020 mainly originated by (i) the increase in capital stock and additional paid-in capital of MXN \$2,012.50 million and MXN \$894.40 million respectively, (ii) the increase in non-controlling interest of MXN \$1,003.0 million, MXN \$947.0 million from net cash flows from operating activities, mainly offset by the investment in CAPEX of MXN \$1,175.9 million, the acquisition of the BLESS Hotel Madrid for MXN \$1,163.9 million and interest payments on bank loans for MXN \$270.1 million.

### ***Real estate inventories***

As of December 31, 2021, the short-term real estate inventories show a balance of MXN \$1,873.0 million, comprised by land under development for MXN \$574.4 million, construction in progress of MXN \$1,105.6 million and residences for sale for MXN \$193.0 million, an increase of MXN \$393.0 million compared to December 31, 2021, mainly due to an increase of MXN \$258.3 million in increase in available-for-sale residences of MXN \$55.8 million and an increase in land under development of MXN \$79.0 million.

### ***Fixed assets, goodwill and intangible assets***

As of December 31, 2021, fixed assets had a net increase of MXN \$3,579.6 million compared to December 31, 2020, mainly due to (i) fixed asset additions and investments in construction in progress for MXN \$1,172.3 million, (ii) the acquisition of fixed assets derived from the acquisition of businesses for MXN \$2,913.80 million and, (iii) the positive translation effect resulting from the valuation of fixed assets

in foreign currency of MXN \$209.3 million; offset by (i) depreciation for the period of MXN \$576.1 million and, (ii) write-offs of MXN \$139.7 million.

As of December 31, 2021, intangible and other assets had a net decrease of MXN \$66.8 million compared to December 31, 2020, mainly due to amortization for the period of MXN \$72.4 million; partially offset by MXN \$4.2 million for acquisition expenses of other intangible assets.

Goodwill mainly represented by acquisitions in Spain shows a decrease of MXN \$2.0 million due to the negative translation effect derived from the appreciation of the peso against the Euro for MXN \$36.5 million, offset by goodwill derived from the 2021 business acquisition for MXN \$34.46 million.

### **Customer advances**

As of December 31, 2021, total customer advances amounted to MXN \$1,961.1 million, comprised of MXN \$1,110.8 million of deposits received from the promise of sale agreements for villas and MXN \$850.3 million of advances from hotel customers.

The increase of MXN \$636.0 million compared to December 31, 2020, is due to an increase in hotel deposits of MXN \$386.4 million and an increase in advances from the promise of purchase agreement for villas of MXN \$402.8 million, offset by the application of advances derived from the deed and delivery of villas for MXN \$153.4 million.

### **Total and net bank debt**

As of December 31, 2021, the group's total debt amounted to MXN \$9,923.6 million showing an increase of MXN \$1,581.4 million compared to the balance as of December 31, 2020, such increase is mainly due to: (i) the acquisition of the BLESS Hotel Madrid which includes MXN \$1,508.0 and the loans for the Rosewood Villa Magna hotel and Fairmont Mayakoba hotel for MXN \$253.2 million, offset by the depreciation of the peso against the dollar at the end of the period (3.08%) for MXN \$99.1 million and loan payments for MXN \$79.3 million pesos.

The 70% of the Company's total debt is in U.S. dollars, with a weighted average financial cost of 3.9%. Additionally, debt maturities are long-term.

The following table presents the detail of the debt position:

Component	4Q2021	Currency	Interest Rate	Maturity
<i>Figures in USD \$ thousands, unless stated otherwise</i>				
Villa Magna Madrid	82,556	EUR	2.00%+ Euribor 6M	2033
Hotel Bless Madrid	59,340	EUR	2.15%+ Euribor 6M	2027
Four Seasons Ciudad de México	59,672	USD	2.50%+ Libor 3M	2025
Fairmont Mayakoba	70,000	USD	2.50%+ Libor 3M	2032
Rosewood Mayakoba	53,048	USD	2.40%+ Libor 3M	2028
Banyan Tree Mayakoba	46,798	USD	2.45%+ Libor 3M	2030
Andaz Mayakoba	53,288	USD	4.00%+ Libor 3M	2032
One&Only Mandarin	50,000	USD	3.75%+ Libor 3M	2034
<b>Total debt (1)</b>	<b>494,176</b>			

(1) Fx rate EUR/USD as of december 31, 2021, Source, Banxico

### Derivative financial instruments

As of December 31, 2021, the financial instruments held by the group to hedge the interest rate risk of its bank loans, and which are presented at fair value, presented a net decrease between assets and liabilities due to the decrease in interest rates for MXN \$198.1 million, the effect of which was recorded in other comprehensive income. These products, with maturities until 2033, were paid at the time of closing the transactions, and have the following characteristics:

Company	Notional MXN\$	Beginning Date	Maturity	Fixed Rate	Variable December 31, 2021	Mark to Market December 31, 2021	Mark to Market December 31, 2020
Four Seasons derivado 1	\$270,879	26-jun-18	24-nov-25	3.03%	0.17%	\$ (29,816)	\$ (36,331)
Four Seasons derivado 2	\$609,477	01-mar-17	24-nov-23	2.32%	0.17%	\$ (17,239)	\$ (52,411)
Rosewood	\$790,059	14-dic-18	15-jun-27	2.99%	0.20%	\$ (61,009)	\$ (112,484)
Bananyan Tree derivado 1	\$163,132	24-jul-18	09-may-28	1.95%	0.15%	\$ (9,191)	\$ (20,028)
Bananyan Tree derivado 2	\$108,755	24-jul-18	09-may-28	1.95%	0.15%	\$ (6,426)	\$ (13,422)
Fairmont derivado 1	\$766,029	20-sep-16	20-mar-22	1.32%	0.12%	\$ (2,145)	\$ (55,823)
Fairmont derivado 2	\$170,200	23-jul-20	20-jun-31	1.61%	0.12%	\$ (7,855)	\$ (11,278)
Villa Magna derivado 1	\$536,581	01-mar-18	01-mar-25	0.89%	0.00%	\$ (8,522)	\$ (20,358)
Villa Magna derivado 2	\$143,475	01-mar-19	01-mar-33	1.41%	-0.52%	\$ (27,373)	\$ (48,573)
Villa Magna derivado 3	\$680,056	01-mar-19	01-mar-33	0.91%	-0.52%	\$ (33,396)	\$ (66,570)
Bless 1	\$779,062	13-may-19	13-nov-26	0.85%	-0.52%	\$ (31,061)	
Bless 2	\$243,777	13-may-19	13-nov-26	0.46%	-0.52%	\$ (5,259)	
Net financial instruments (liabilities) assets						\$ (239,291)	\$ (437,278)

### Stockholders' equity

The increase in stockholders' equity of MXN \$4,067.6 million is due to (i) the increase in capital stock and additional paid-in capital of MXN \$2,012.5 million and MXN \$894.50 million, respectively, plus the increase in capital stock of the non-controlling interest of MXN \$1,003.0 million, MXN \$167.9 million as a positive result net of translation effects, actuarial remeasurements and cash flow hedges and the net income for the period of MXN \$20.1 million.

### Corporate Governance

On February 25, 2022, the Board of Directors of RLH held a meeting to approve the Financial Statements as of December 31, 2021, which were unanimously approved.



## Annexes

### Portfolio:

As of December 31, 2021 RLH has **12 business components in the luxury and ultra-luxury segment** totaling **approx. 1,605 hotel rooms** (1,505 in operation and approx. 140 under development), **approx. 235 full ownership residences and 192 fractional units** both with associated hotel brands, and **1 18-hole golf course**:

- **Operating assets** (8 hotels with 1,505 rooms and 118-hole golf course):
  - **Stabilized Assets** (7 hotels, 1,400 rooms): Four Seasons Mexico City hotel (240 rooms), Rosewood Villa Magna Madrid hotel (150 rooms), BLESS Hotel Madrid (111 rooms), Rosewood Mayakoba hotel (129 rooms), Banyan Tree Mayakoba hotel (155 rooms), Fairmont Mayakoba hotel (401 rooms) and the Andaz Mayakoba hotel (214 rooms).
 

**BLESS Hotel Madrid**, the latest luxury asset to join the RLH portfolio last July. A unique asset located in one of the best streets in Madrid, Calle Velázquez, with 111 rooms and a wide gastronomic offer.
  - **Ramp Up Assets** (1 hotel, 105 rooms): One&Only Mandarin hotel. This hotel began operations in November 2020 and is currently in the stabilization phase.
  - **Other Assets** (1 18-hole golf course): The El Camaleón golf course was designed by the famous Australian golfer Greg Norman and is the first to host a PGA tournament outside the United States and Canada.
- **Assets under development** (1 hotel with approx. 140 rooms, 235 *full ownership* residences and 192 fractional units both with hotel brand):
  - **Rosewood Mandarin Hotel** (approx. 140 rooms): This hotel is in the conceptual design and technical studies stage.
  - **One&Only and Rosewood branded residences at Mandarin** (up to 148 residences): The One&Only Mandarin residences are in the marketing and construction stage. Rosewood Mandarin residences will be developed in the future as the Rosewood Mandarin hotel progresses.
  - **Fairmont and Rosewood branded residences at Mayakoba** (approx. 87 *full ownership* residences and 192 fractional unit): Fairmont Heritage Place includes an inventory of approx. 54 *full ownership* residences and 192 fractional units. Rosewood Residences include an inventory of 33 *full ownership* residences.

## Reconciliation between Operating Results and Consolidated Income Statement

The main variations between the Consolidated Income Statement and the Operating/Hotel Results are shown below:

MXN millions		
<b>EBITDA net of FF&amp;E reserve 2021</b>	<b>1,010</b>	
Fixed assets write-offs due to remodeling	(148)	} <b>MXN (\$93) millions</b>
Residential results	(83)	
Bless Hotel Madrid results	(39)	
PGA event results	154	
Insurance recovery	43	
Others	(19)	
<b>Consolidated Income Statement net 2021</b>	<b>918</b>	

The net difference of MXN (\$93) million arises mainly from:

- i. MXN \$148 million of real estate and furniture asset write-offs derived from the remodeling of the Rosewood Villa Magna Madrid hotel, where all the furniture was replaced and several floors of the asset were demolished.
- ii. MXN \$83 million of the Results of Mandarin Residences and Activities: Fairmont Heritage Place, Rosewood Residences, Mandarin Private Homes and Mandarin Activities (Polo Field, Beach Club Canalan, among others) are not included in the operating results, it is worth mentioning that under IFRS, revenues are recognized at the time of the deed and certain expenses such as marketing, among others, are not capitalizable.
- iii. The result of the last acquisition of the portfolio in July 2021, BLESS Hotel Madrid, which being an intermediate result, and consistent with the RLH methodology, was not included in the Operating Results.
- iv. The result of the PGA 2021 event is not reflected in the operating results, as it is not a result of the Golf operation.
- v. The MXN 43 million of insurance recovery income corresponds to the claiming of several hurricane-related losses in the last quarter of 2020.

## Income Statement 4Q2021

RLH's main consolidated financial results for 4Q2021 are shown below.

### Consolidated Income Statement

Figures in MXN \$ thousands, unless stated otherwise

	4Q 2021	%	4Q 2020	%	Var. a/a quarterly	
<b>Total Revenues</b>	<b>2,282,316</b>	<b>100%</b>	<b>886,154</b>	<b>100%</b>	<b>1,396,162</b>	<b>158%</b>
Direct costs and expenses	(970,564)	-43%	(537,911)	-61%	(432,653)	80%
Indirect expenses and other expenses	(748,718)	-33%	(545,172)	-62%	(203,546)	37%
<b>(GOP)</b>	<b>563,034</b>	<b>25%</b>	<b>(196,929)</b>	<b>-22%</b>	<b>759,963</b>	<b>386%</b>
Margin (%)	<b>24.7%</b>		<b>-22.2%</b>		<b>54.4%</b>	
<b>Recurring EBITDA</b>	<b>423,087</b>	<b>19%</b>	<b>(263,245)</b>	<b>-30%</b>	<b>686,332</b>	<b>261%</b>
Margin (%)	<b>18.5%</b>		<b>-29.7%</b>		<b>49.2%</b>	
Recurring corporate expenses	(99,220)	-4%	(41,698)	-5%	(57,522)	138%
<b>Recurring EBITDA after corporate expenses</b>	<b>323,867</b>	<b>14%</b>	<b>(304,943)</b>	<b>-34%</b>	<b>628,810</b>	<b>206%</b>
Other non-recurring income /(expenses) and other	29,923	1%	14,004	2%	15,919	114%
<b>EBITDA</b>	<b>353,790</b>	<b>16%</b>	<b>(290,939)</b>	<b>-33%</b>	<b>644,729</b>	<b>222%</b>
Depreciation & Amortization	(171,088)	-7%	(141,801)	-16%	(29,287)	21%
<b>EBIT / Operation profit / (loss)</b>	<b>182,702</b>	<b>8%</b>	<b>(432,740)</b>	<b>-49%</b>	<b>615,442</b>	<b>142%</b>
Cost of financing	(91,224)	-4%	26,770	3%	(117,994)	-441%
<b>Profit / (loss) before taxes</b>	<b>91,478</b>	<b>4%</b>	<b>(405,970)</b>	<b>-46%</b>	<b>497,448</b>	<b>123%</b>
Tax provision	228,595	10%	203,222	23%	25,373	12%
	(40,367)	-2%	(32,473)	-4%	(7,894)	24%
<b>Consolidated net profit / (loss)</b>	<b>279,706</b>	<b>12%</b>	<b>(235,221)</b>	<b>-27%</b>	<b>514,927</b>	<b>219%</b>
Other comprehensive effects	94,154	4%	(1,071,391)	-121%	1,165,545	-109%
<b>Comprehensive net profit / (loss)</b>	<b>373,860</b>	<b>16%</b>	<b>(1,306,612)</b>	<b>-147%</b>	<b>1,680,472</b>	<b>129%</b>

## Income Statement 2021

RLH's main consolidated financial results for 2021 are shown below.

### Consolidated Income Statement

Figures in MXN \$ thousands, unless stated otherwise

	YTD 2021	%	YTD 2020	%	Var. a/a annual	
<b>Total Revenues</b>	<b>5,742,878</b>	<b>100%</b>	<b>2,652,180</b>	<b>100%</b>	<b>3,090,698</b>	<b>117%</b>
Direct costs and expenses	(2,303,766)	-40%	(1,374,228)	-52%	(929,538)	68%
Indirect expenses and other expenses	(2,092,585)	-36%	(1,344,151)	-51%	(748,434)	56%
<b>(GOP)</b>	<b>1,346,527</b>	<b>23%</b>	<b>(66,199)</b>	<b>-7%</b>	<b>1,412,726</b>	<b>2134%</b>
Margin (%)					45.7%	
<b>Recurring EBITDA</b>	<b>899,715</b>	<b>16%</b>	<b>(288,450)</b>	<b>-33%</b>	<b>1,188,165</b>	<b>412%</b>
Margin (%)	15.7%		-10.9%		38.4%	
Recurring corporate expenses	(253,201)	-4%	(198,357)	-7%	(54,844)	28%
<b>Recurring EBITDA after corporate expenses</b>	<b>646,514</b>	<b>11%</b>	<b>(486,807)</b>	<b>-55%</b>	<b>1,133,321</b>	<b>233%</b>
Other non-recurring income /(expenses) and other	17,810	0%	(2,554)	0%	20,364	-797%
<b>EBITDA</b>	<b>664,324</b>	<b>12%</b>	<b>(489,361)</b>	<b>-55%</b>	<b>1,153,685</b>	<b>236%</b>
Depreciation & Amortization	(648,482)	-11%	(506,243)	-19%	(142,239)	28%
<b>EBIT / Operation profit / (loss)</b>	<b>15,842</b>	<b>0%</b>	<b>(995,604)</b>	<b>-112%</b>	<b>1,011,446</b>	<b>102%</b>
Cost of financing	(279,618)	-5%	(273,319)	-10%	(6,299)	2%
<b>Profit / (loss) before taxes</b>	<b>(263,776)</b>	<b>-5%</b>	<b>(1,268,923)</b>	<b>-143%</b>	<b>1,005,147</b>	<b>79%</b>
Tax provision	400,123	7%	203,222	8%	196,901	97%
	(116,212)	-2%	(41,704)	-2%	(74,508)	179%
<b>Consolidated net profit / (loss)</b>	<b>20,135</b>	<b>0%</b>	<b>(1,107,405)</b>	<b>-125%</b>	<b>1,127,540</b>	<b>102%</b>
Other comprehensive effects	167,862	3%	667,559	25%	(499,697)	-75%
<b>Comprehensive net profit / (loss)</b>	<b>187,997</b>	<b>3%</b>	<b>(439,846)</b>	<b>-50%</b>	<b>627,843</b>	<b>143%</b>

## Balance sheet

RLH's consolidated balance sheet as of December 31, 2021 is shown below.

### Consolidated Balance Sheet

Figures in MXN \$ thousands, unless stated otherwise

Assets	2021	%	2020	%	Var. a/a annual	
Cash and cash equivalents	4,660,894	13%	2,030,372	7%	2,630,522	130%
Accounts receivables and related parties	1,142,149	3%	1,065,348	4%	76,801	7%
Real estate inventories	1,872,990	5%	1,479,890	5%	393,100	27%
Other current assets	267,432	1%	167,817	1%	99,615	59%
<b>Total current assets</b>	<b>7,943,465</b>	<b>23%</b>	<b>4,743,427</b>	<b>17%</b>	<b>3,200,038</b>	<b>67%</b>
Fixed asset, intangible assets and goodwill	24,274,403	70%	20,761,578	74%	3,512,825	17%
	1,129,848	3%	1,131,837	4%	(1,989)	0%
Real estate inventories	762,568	2%	769,059	3%	(6,491)	-1%
Deferred taxes	344,674	1%	224,470	1%	120,204	54%
Other non current assets	188,215	1%	248,491	1%	(60,276)	-24%
<b>Total non current assets</b>	<b>26,699,708</b>	<b>77%</b>	<b>23,135,435</b>	<b>83%</b>	<b>3,564,273</b>	<b>15%</b>
<b>Total Assets</b>	<b>34,643,173</b>	<b>100%</b>	<b>27,878,862</b>	<b>100%</b>	<b>6,764,311</b>	<b>24%</b>
<b>Liabilities and Stockholders' Equity</b>						
Short term portion of bank loans	168,414	0%	145,260	1%	23,154	16%
Costumers deposits	1,961,083	6%	1,325,168	5%	635,915	48%
Accounts payable and acumulated expenses	1,555,236	4%	1,371,456	5%	183,780	13%
Derivative financial instruments	2,145	0%	-	0%	2,145	100%
<b>Total short term liabilities</b>	<b>3,686,878</b>	<b>11%</b>	<b>2,841,884</b>	<b>10%</b>	<b>844,994</b>	<b>30%</b>
Long term bank loans	9,755,189	28%	8,196,936	29%	1,558,253	19%
Deferred taxes	1,572,901	5%	1,485,439	5%	87,462	6%
Derivative financial instruments	237,147	1%	437,280	2%	(200,133)	-46%
Other accounts payable in the long term	617,580	2%	241,779	1%	375,801	155%
<b>Total long term liabilities</b>	<b>12,182,817</b>	<b>35%</b>	<b>10,361,434</b>	<b>37%</b>	<b>1,821,383</b>	<b>18%</b>
<b>Total shareholders' equity</b>	<b>18,773,478</b>	<b>54%</b>	<b>14,675,544</b>	<b>53%</b>	<b>4,097,934</b>	<b>28%</b>
<b>Total liabilities and shareholders' equity</b>	<b>34,643,173</b>	<b>100%</b>	<b>27,878,862</b>	<b>100%</b>	<b>6,764,311</b>	<b>24%</b>

## Statement of Cash Flows

RLH's consolidated statement of cash flows as of December 31, 2021 is shown below.

### Consolidated Cash Flow Statement

Figures in MXN \$ thousands, unless stated otherwise

	31-dec-21	31-dec-20	Var. a/a annual	
	2021	2020		
<b>Operating activities</b>				
Gain (loss) before income taxes	(263,776)	(1,268,923)	1,005,147	79%
<b>Adjustments for non cash items:</b>				
Depreciation and amortization	648,482	506,243	142,239	28%
FX of cash	4,657	44,038	(39,381)	-89%
FX of loans	(133,877)	(183,949)	50,072	27%
Interest income	(36,708)	(9,958)	(26,750)	269%
Benefit for cancellation of Defined Benefit Obligation	(11,652)	0	(11,652)	-100%
Interest expense	314,409	317,497	(3,088)	-1%
Retirement of real estate, furniture and equipment (remodeling)	139,643	778	138,865	17849%
Other long-term benefits	52,883	0	52,883	100%
Residential land liability	4,168			
Cost of long term compensation plan	0	10,899	(10,899)	-100%
<b>Subtotal</b>	<b>718,229</b>	<b>(583,375)</b>	<b>1,301,604</b>	<b>-223%</b>
Working capital	247,339	320,686	(73,347)	-23%
Income taxes paid	(27,532)	(115,398)	87,866	-76%
Compensation plan payments	-	(133,955)	133,955	-100%
<b>Net cash flow from operating activities</b>	<b>938,036</b>	<b>(512,042)</b>	<b>1,450,078</b>	<b>283%</b>
<b>Net cash flow from investing activities</b>	<b>(2,303,016)</b>	<b>(1,795,133)</b>	<b>(507,883)</b>	<b>28%</b>
<b>Net cash flow from financing activities</b>	<b>4,000,159</b>	<b>1,925,729</b>	<b>2,074,430</b>	<b>108%</b>
Decrease in cash and cash equivalents	2,635,179	(381,446)	3,016,625	-791%
Cash and cash equivalents at the beginning of the period	2,030,372	2,455,856	(425,484)	-17%
FX gain on cash and cash equivalents	(4,657)	(44,038)	39,381	-89%
<b>Cash and cash equivalents at the end of the period</b>	<b>4,660,894</b>	<b>2,030,372</b>	<b>2,630,522</b>	<b>130%</b>