

We are a Mexico-based company founded in 2002 by Mr. Luis Barrios. We own, operate and franchise hotels. We have become Latin America's fastest hotel developer, opening a property every 7 weeks, on average. Hoteles City Express's activities are divided into two business segments: **Hotel Property (through PropCo) and Operating & Management Activities (through OpCo)**. The PropCo division includes revenues from ownership and operation of owned, co-owned and leased properties. The OpCo division provides branding, distribution, and management services to PropCo and third-party owned hotels. The Chain is comprised of more than 150 hotels focused primarily on the business domestic traveler under five brand names, that are City Express (our flagship brand), City Express Plus (our high-end brand), City Express Suites (our Extended Stay brand), City Express Junior (our Budget Segment brand) and City Centro (Leisure brand). We are present in the main economic corridors of Mexico, Colombia, Chile, and Costa Rica. Follow us on [LinkedIn](#), [Facebook](#), [Twitter](#), [Instagram](#), or visit our investor relations website at <https://www.cityexpress.com/en/investors>

**Leading hotel chain in Mexico** in the limited-service segment

**151 hotels in our portfolio**, of which 42% are owned, 23% co-owned, 26% managed and franchised, and 9% leased

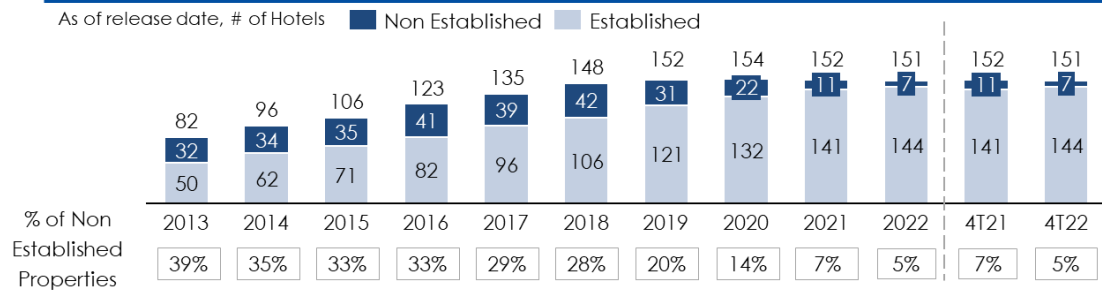
**17,296 rooms in operation** located in 30 out of the 32 states in Mexico, as well as Colombia, Chile and Costa Rica

**5% of the total portfolio** is still in a stabilization process

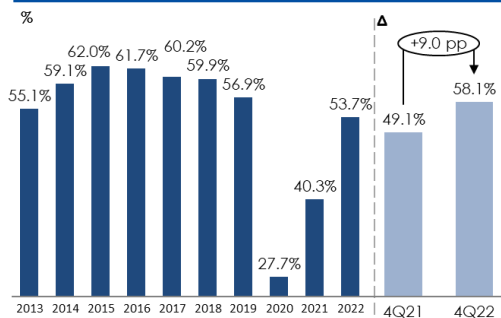
Market Capitalization of **P\$3,245 million** with total revenues of **P\$926 million** and an EBITDA of **P\$334 million as of 4Q 2022**

### Fourth Quarter Results

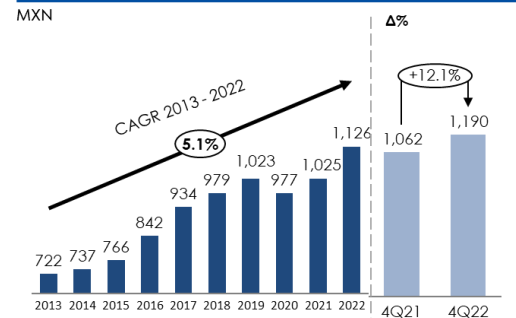
#### Hotel Portfolio Mix



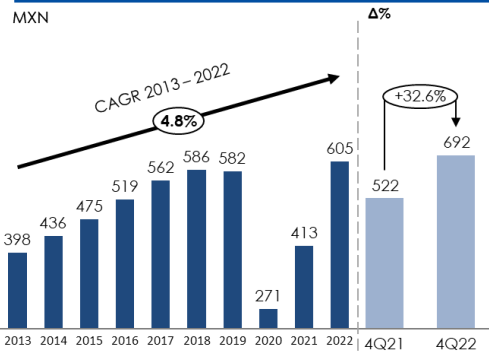
#### Occupancy



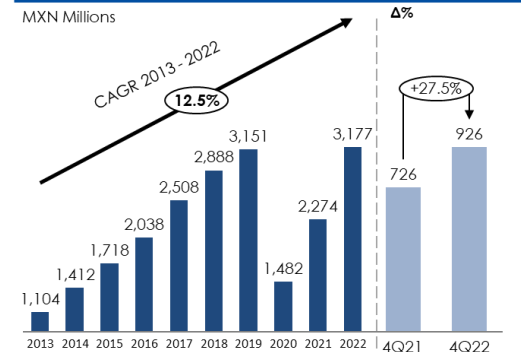
#### ADR



#### RevPAR



#### Total Consolidated Revenues



### INVESTOR RELATIONS CONTACT DETAILS:

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Wide distribution capacity and geographic coverage through several proprietary channels, optimizing the payment of third-party fees

Business flexibility and a well-diversified portfolio, in terms of regions and investment scheme

Unparalleled brand recognition as the leading "bang for your buck" hotel chain for the domestic traveler where we operate

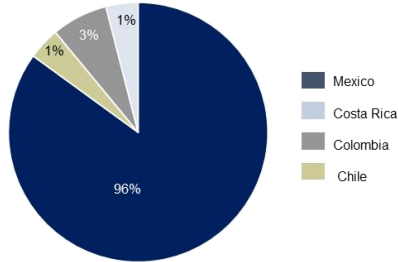
Vertical integration from development to operation with a platform that allows us to have the most solid distribution within our market niche

We direct our resources quickly and efficiently, supported by a market intelligence area

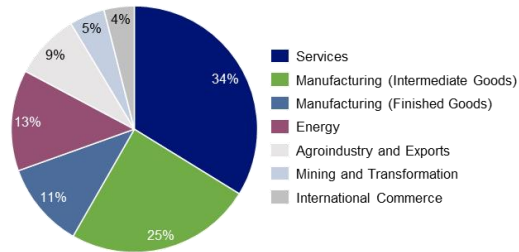
## HCITY Hotel Distribution

### Geographic Coverage by Country

As of December 2022

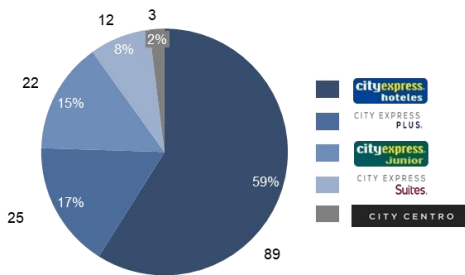


### Presence in Mexico by Economic Activity



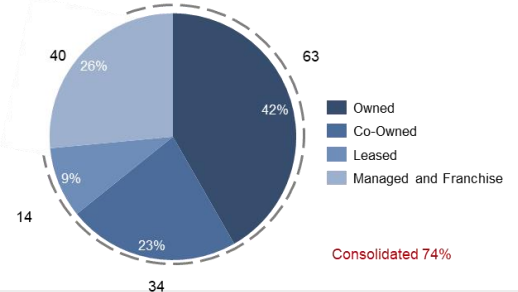
### Hotel Portfolio by Brand

As of December 2022, # of Hotels and % of Total Portfolio



### Hotel Portfolio by Investment Scheme

As of December 2022, # of Hotels and % of total Portfolio



## HCITY Structure

### PropCo

- Property company that consolidates the operation of 111 owned, co-owned, and leased hotels
- Assets are currently valued at cost with significant expected capital appreciation potential to market value
- PropCo accounts for 78% of total revenues

### OpCo (Hotel Management)

- As of December 31st, 2022, OpCo operates 151 hotels
- Best distribution, operation, and digital marketing platform in LatAm with over 73% of total bookings through direct channels
- Yield management systems based on real time market data
- Significant operating leverage potential with current capacity that can support the operation of more than 220 hotels
- OpCo accounts for 22% of total revenues

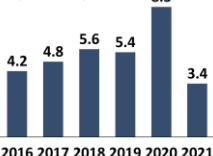
### OpCo (Hotel Development)

- Most experienced hotel development team in LatAm with more than 25,000 rooms developed
- Strict investment discipline with lowest cost per key in the industry
- Proven competence to develop more than 2,000 rooms per year
- As of 4Q22 HCE Balance Sheet has P\$1,517.9 million in constructions in progress

## Best in Class Environmental Social and Corporate Governance Practices

### Social Investment

(Millions MXN)



### Compliance with International Standards



### Strong Institutional Sponsors



WORLD BANK GROUP