

# **Hoteles City Express Announces Third Quarter 2020 Results**

Mexico City, October 21st, 2020 – Hoteles City Express S.A.B. de C.V. (BMV: HCITY) ("Hoteles City Express" or "the Company"), presented today its results for the third quarter of 2020 ("3Q20"). Accounting figures have been prepared in accordance with International Financial Reporting Standards ("IFRS") and are presented in Mexican Pesos ("\$").

### Financial and Operating Highlights (3Q20)

- At the Chain level, the Average Daily Rate ("ADR") decreased 6.2% and the Revenue Per Available Room ("RevPAR") decreased 63.3% compared to 3Q19, to \$958 and \$219, respectively. The Chain's occupancy rate in 3Q20 was 22.8%.
- Total revenue was \$296.5 million, a decrease of 63.5% compared to the same quarter in 2019 and an increase of 101.3% versus the previous quarter. This was mainly due to the reduction in hotel demand as a result of COVID-19.
- Operating profit was a loss of \$178.5 million in 3Q20, compared to the \$128.4 million profit reported in the same quarter of last year.
- EBITDA and Adjusted EBITDA registered a loss of \$56.5 million and \$55.8 million in comparison to the positive \$242.2 million and \$243.8 million registered during 3Q19.
- Net income for the period was a loss of \$302.5 million.
- At the end of the quarter the Chain was operating 153 hotels, 2 more than in the third guarter of 2019. The number of rooms in operation during 3Q20 reached 17,413, a 1.5% increase compared to the 17,157 operating at the end of 3Q19.







Operating and Financial Highlights	3Q20	3Q19	3Q20 vs 3Q19 % Change	9M20	9M19	9M20 vs 9M19 % Change			
Operating Statistics for the Chain									
Number of Hotels at the End of the Period	153	151	1.3%	153	151	1.3%			
Number of Rooms at the End of the Period	17,413	17,157	1.5%	17,413	17,157	1.5%			
Number of Installed Room Nights	1,586,251	1,579,518	0.4%	4,740,808	4,667,395	1.6%			
Number of Occupied Room Nights	362,193	922,422	(60.7%)	1,279,143	2,650,192	(51.7%)			
Average Occupancy Rate (%)	22.8%	58.4%	(35.6 pps)	27.0%	56.8%	(29.8 pps)			
ADR(\$)	958	1,021	(6.2%)	987	1,016	(2.8%)			
RevPAR(\$)	219	596	(63.3%)	266	577	(53.8%)			
Consolidated Financial Information (Thousa	nds of Pesos)								
Total Revenues	296,544	811,775	(63.5%)	1,095,462	2,333,681	(53.1%)			
Operating Income	(178,518)	128,357	NM	(410,068)	377,849	NM			
Operating Income Margin	(60.2%)	15.8%	NM	(37.4%)	16.2%	NM			
Adjusted EBITDA	(55,773)	243,775	NM	(39,710)	720,304	NM			
Adjusted EBITDA Margin (%)	(18.8%)	30.0%	NM	(3.6%)	30.9%	NM			
EBITDA	(56,508)	242,214	NM	(42,197)	713,450	NM			
EBITDA Margin (%)	(19.1%)	29.8%	NM	(3.9%)	30.6%	NM			
Net Income	(302,545)	19,628	NM	(921,079)	42,702	NM			
Net Income Margin (%)	(102.0%)	2.4%	NM	(84.1%)	1.8%	NM			

Adjusted EBITDA = operating profit + depreciation + amortization + non-recurring expenses (pre-opening expenses for new hotels).





#### Comments from Mr. Luis Barrios, CEO of Hoteles City Express:

"The crisis caused by the COVID-19 pandemic has had a big impact on the tourism sector in Mexico. It has put the sector in a vulnerable position with a view to a gradual recovery mainly driven by national travel. The possible arrival of a vaccine to prevent the spread of COVID-19 could inject optimism into both our guests and lodging investors. However, in the meanwhile we continue to face this situation in the best way possible, adapting to a transition stage, which involves challenges to operate under the new traveler trends and the new normal.

During the third quarter of the year, we witnessed a recovery in the mobility indices and in hotel demand. This has allowed us to observe the restart of operations in various sectors with some optimism, such as the industrial, automotive and services sectors, among others. On the other hand, the update of the Free Trade Agreement between the United States, Mexico and Canada (USMCA) has encouraged exports and benefited a certain part of the economy. The effect of this is mainly seen in the northern and gulf corridors where we have our greatest geographic exposure.

We continue to operate under the strictest international biosafety standards supported by our "SafeHotels CovidClean" and "Safe Travels" certifications, both granted by the World Travel and Tourism Council (WTTC). We have also carried out an efficient communication strategy based mainly on road advertising. Through this we have managed to position more than 120 billboards which help us to be present in 38 of the country's cities and 19 land routes.

We are witnessing that one of the certainties for the tourism sector in Mexico today, is the predominance of short trips and trips by road. As a result, one of the most evident consequences of the health crisis is that the main focus for the consumer are attributes above and beyond price, which they often seek directly with the hotel group. This has had a positive effect on the sales mix through our own distribution channels, which generates positive margins.

On an operating level, we continue with measures to maintain the Company's liquidity. This includes, among other items, interest and capital deferrals that are still in effect, discounts ranging from 15 to 20% for our main supplies, the postponement of non-essential CAPEX and an agreement for the extension of the period of solidarity days previously agreed with both our unionized and trusted personnel, which will be aligned with the operational performance in terms of hotel and portfolio occupancy.

At the end of 3Q20 we had a cash and equivalents position of \$1,309 million. We believe that this allows us to meet all our short-term financial and operational obligations as the main maturities of our banking liabilities are mostly from 2023 onwards.









Over the quarter, we made significant progress in the asset recycling program. We believe this confirms the market's interest in locations with high development potential. We concluded the sale of the "Ce CDMX Periférico Barranca" land and we have received a binding LOI for a property in Barranquilla, Colombia. Both properties add up to an aggregate sale amount of \$80,000,000.00 (eighty million Mexican pesos, zero cents), which is above the acquisition cost of both pieces of land. As a result of the above, the company now has a land reserve with a value of \$718.9 million. At Hoteles City Express, we continue our objective to maintain a healthy balance in order to take advantage of and capture consolidation possibilities in the near future.

As we have commented in previous quarters, we remain cautious regarding our expansion plan until we have greater clarity on the country's economic performance. As of the third quarter of 2020, we have reached 153 hotels and 17,413 rooms, which represents a 1.5% increase in the number of rooms available. Thanks to our operations and distribution platform, we have captured opportunities through management and franchise contracts, which will be our main focus of growth for now.

We thank all our collaborators, suppliers, bank creditors and shareholders who have supported us in fulfilling our main objective, which has been the preservation of liquidity in these adverse conditions. We are committed to keeping all stakeholders informed of the evolution and monitoring of the current situation. Thank you for your trust."

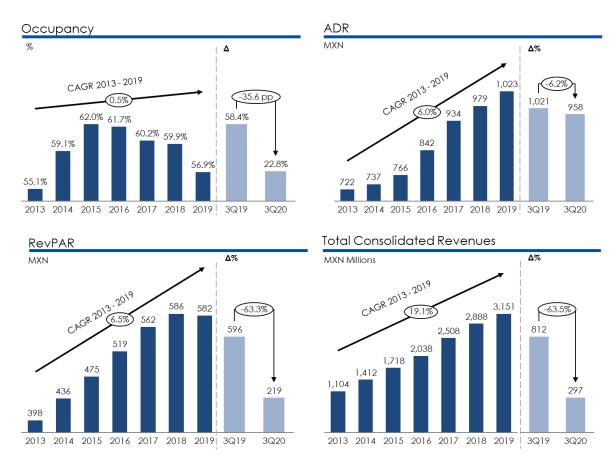




#### **Operating Statistics: Hotel Chain**

As expected, during the quarter our portfolio had reduced occupancy compared to the same quarter of the previous year, but it was significantly better than in previous quarter. This is due to the reduction in operations, due to the effects of the COVID-19 pandemic, and the consequent recovery of mobility with the reopening of economic activities. As a result, the Chain's occupancy stood at 22.8% during the quarter.

On the other hand, the ADR decreased by 6.2% to \$958. At the date of this report, we have around 15 hotels, mostly the "City Express Plus" brand, operating under a cluster scheme, which caused the consolidated portfolio's rate for the quarter to average downward. As a result, the RevPAR totaled \$219 at the consolidated level.



As of the date of this report, the Chain is operating at occupancy rates above 35% at a consolidated level, mainly driven by corridors located in the northern part of the country and a rebound in mobility indices of the country's main metropolitan areas.





#### Operating Statistics: Established Hotels

In order to adequately compare its hotels with similar maturity periods, Hoteles City Express defines "Established Hotels" as those hotels that, on a given date, have been in operation for a period of at least 36 months. Once hotels have reached the third anniversary of their opening date, they have usually achieved their stabilized cycle, although this does not mean that these hotels cannot reach higher levels of Occupancy and ADR thereafter. Similarly, hotels classified as "Non-established" are those that have less than 36 months of operation on a given date and, consequently, are in a phase of market penetration, with greater potential for gains in RevPAR.



At the end of 3Q20 the Chain had 127 Established Hotels and 26 Non-Established Hotels.

Established Hotels	3Q20	3Q19	Change 3Q20 vs 3Q19	9M20	9M19	Change 9M20 vs 9M19
Hotels	127	114	11.4%	127	114	11.4%
Rooms	14,339	12,852	11.6%	14,339	12,852	11.6%
Occupancy	24.5%	61.4%	(37.0 pps)	28.6%	60.6%	(32.1 pps)
ADR (\$)	940	999	(5.9%)	965	999	(3.4%)
RevPAR (\$)	230	614	(62.5%)	276	606	(54.5%)

The occupancy of this portfolio closed at 24.5%, 1.7 percentage points above the Chain. Despite the atypical behavior due to the COVID-19 pandemic, we continue operating at occupancy levels above the market average rates in some of the locations in which we operate.





#### Results by Business Segment (Non-IFRS figures)

Hoteles City Express reports under IFRS. Certain revenues and inter-company expenses are therefore eliminated during the consolidation process, primarily management fees and franchise royalties of hotels that are owned, co-owned and leased.

Revenues by Segment (Thousands of Pesos)	3Q20	3Q19	3Q20 vs 3Q19 % Change	9M20	9M19	9M20 vs 9M19 % Change
Hotel Operation Hotel Management	279,193 74,925	767,409 206,592	(63.6%) (63.7%)	1,036,688 289,610	2,194,093 618,180	(52.8%) (53.2%)
Total	354,118	974,002	(63.6%)	1,326,297	2,812,273	(52.8%)

During the quarter, the Hotel Operations segment revenue fell 63.6% from \$767.4 million in 3Q19 to \$279.2 million in 3Q20.

Hotel Management Revenue decreased 63.7%, from \$206.6 million in 3Q19 to \$74.9 million in 3Q20.

Total Combined Segment Revenue fell 63.6%, from \$974.0 million in 3Q19 to \$354.1 million in 3Q20.

To demonstrate the potential of the Company's hotel inventory, Hoteles City Express publishes the results of the "FSTAY Portfolio" which includes the performance of 42 hotels that are 100% owned by the Company and which began operations before December 31st, 2015. These hotels have performance characteristics similar to those expected after the ramp-up phase.

Below is a breakdown of non-IFRS results by portfolio type and business segment.









Summary of Non IFRS Financial Metrics 3Q20	FSTAY Portfolio	Non FSTAY Portfolio	Total Hotel Operation	Hotel Management	Non IFRS Total	IFRS Eliminations	Total IFRS
Hotels	42	72	114	153	153		153
Rooms	4,980	8,191	13,171	17,413	17,413		17,413
Occupancy	23.7%	20.8%	21.9%	22.8%	22.8%		22.8%
ADR	965	973	970	958	958		958
RevPAR	229	203	213	219	219		219
Room Revenues	104,924	152,828	257,753	346,878			
Total Revenues	109,124	170,069	279,193	74,925	354,118	(57,574)	296,544
General Costs and Expenses	(104,084)	(200,808)	(304,892)	(104,999)	(409,891)	57,574	(352,317)
Adjusted EBITDA	5,041	(30,740)	(25,699)	(30,074)	(55,773)	0	(55,773)
Margin	4.6%	(18.1%)	(9.2%)	(40.1%)	(15.7%)		(18.8%)
Other non reccurent expenses	0	(736)	(736)	0	(736)	0	(736)
EBITDA	5,041	(31,476)	(26,435)	(30,074)	(56,509)	0	(56,508)
Margin	4.6%	(18.5%)	(9.5%)	(40.1%)	(16.0%)		(19.1%)
Depreciation	(42,726)	(79,284)	(122,011)	0	(122,011)	0	(122,011)
Operating Income	(37,686)	(110,760)	(148,446)	(30,074)	(178,520)	0	(178,518)
Margin	(34.5%)	(65.1%)	(53.2%)	(40.1%)	(50.4%)		(60.2%)

The FSTAY Portfolio occupancy was 23.7%, compared to 20.8% for the Non-FSTAY Portfolio, or 2.9 percentage points higher. At the same time, the average rate for the FSTAY Portfolio was 0.65% less than the average rate of \$973 for the Non-FSTAY Portfolio, while RevPAR varied by 12.9% in favor of the FSTAY Portfolio.

The Adjusted EBITDA margin of the FSTAY Portfolio was 4.6%.







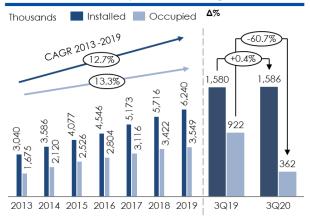
#### Consolidated Financial Results (IFRS Figures)

Income Statement Highlights (Thousands of Pesos)	3Q20	3Q19	3Q20 vs 3Q19 % Change	9M20	9M19	9M20 vs 9M19 % Change
Rooms in Operation	17,413	17,157	1.5%	17,413	17,157	1.5%
Revenues from Hotel Operation	279,193	767,409	(63.6%)	1,036,688	2,194,093	(52.8%)
Revenues from Hotel Management	17,351	44,366	(60.9%)	58,775	139,588	_ (57.9%)
<b>Total Revenues</b>	<b>296,544</b>	<b>811,775</b>	(63.5%)	<b>1,095,462</b>	<b>2,333,681</b>	<b>(53.1%)</b>
Operating Income	(178,518)	128,357	NM	(410,068)	377,849	NM
Operating Income Margin	(60.2%)	15.8%	NM	(37.4%)	16.2%	NM
Adjusted EBITDA	(55,773)	243,775	NM	(39,710)	720,305	NM
Adjusted EBITDA Margin	(18.8%)	30.0%	NM	(3.6%)	30.9%	NM
EBITDA	(56,508)	242,215	NM	(42,197)	713,450	NM
EBITDA Margin	(19.1%)	29.8%	NM	(3.9%)	30.6%	NM
Net Income	(302,545)	19,628	NM	(921,079)	42,703	NM
Net Margin	(102.0%)	2.4%	NM	(84.1%)	1.8%	NM

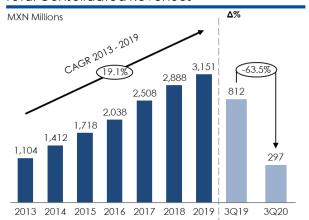
#### **Revenues**

During 3Q20 total revenue decreased 63.5%, from \$811.8 million in 3Q19 to \$296.5 million in 3Q20. The fall in revenue was mainly a result of the deterioration in hotel demand endured during the quarter.





Total Consolidated Revenues





#### **Costs and Expenses**

Total costs and expenses decreased 30.4%, from \$681.9 million in 3Q19 to \$474.3 million in 3Q20. This decrease was primarily due to the fall in occupancy, the savings obtained in the negotiations with our collaborators and suppliers, and our continuous work for the containment of non-priority costs and expenses.

We have worked hand in hand with our suppliers and collaborators in order to take the pertinent measures and to be able to counteract the adverse economic effects to optimize our cost and expense structure. For the second consecutive quarter, we continue to operate below the normal breakeven point.

Administration and sales expenses fell by 32.6% compared to the same period of the previous year, to \$83.9 million in 3Q20.

#### **Operating Income**

Operating income for the third quarter of 2020 registered a loss of \$178.5 million, in comparison to the \$128.4 million reported in 3Q19. This is due to the negative effects of the pandemic and low hotel occupancy.

### **EBITDA** and Adjusted EBITDA

EBITDA was still negative \$56.5 million, while Adjusted EBITDA was negative \$55.8 million in 3Q20. To calculate Adjusted EBITDA, the expense for new hotel openings was reduced 52.9% compared to 3Q19.

Since adopting the accounting rules related to IFRS 16 in 1Q19, the Company's EBITDA and Adjusted EBITDA recognize the effect of capitalizing a portion of income as a cost benefit and its corresponding depreciation

increase. These effects are consolidated in the Hotel Operating Costs and Expenses lines the Depreciation line, respectively.

Hoteles City Express calculates Adjusted EBITDA by adding to Operating Income depreciation expenses and non-recurring expenses related to hotel openings. Adjusted EBITDA is a useful measure that Hoteles City Express uses to compare its performance with that of other companies. This facilitates an analysis of its consolidated performance during different periods by eliminating the impact of specific non-recurring expenses related to hotel openings, from its operating results.





### **Comprehensive Financing Result**

The Comprehensive Financing Result increased to \$121.9 million in 3Q20 as a result of the disbursements from our bank financing lines in the last twelve months, as a preventive measure against the pandemic and in order to guarantee the liquidity of the Company.

Hoteles City Express, protecting the Company's liquidity at all times, has decided to maintain a minimum level of Capex that allows the preservation of the greatest amount of liquidity and supports cash flow. The Company has reached agreements with its bank creditors to negotiate several terms in its credit agreements, with the aim to suspend capital payments and/or interest from June 30th for the next 6 to 12 months, as necessary. In addition to the above, Hoteles City Express has agreed waivers with its bank creditors for the financial covenants, most of which were granted until 4Q21. This reflects the solid relationship that we have built over time with financial institutions and reiterates the trust they have in Hoteles City Express.

Net financial liabilities increased 22.5%, from \$5,322.8 million at the end of 2019 to \$6,483.8 million in 3Q20, due to the disposition of our revolving line. On the other hand, the Cash and Cash Equivalents position went from \$961.5 million to \$1,308.8 million in 3Q20, an increase of 36.1%. During the quarter, net debt rose from \$5,092.5 million to \$5,175.1 million, an increase of 1.6% quarter-over-quarter.

A combination of the above caused the net cost of financing<sup>1</sup> to increase from \$98.9 million in 3Q19 to \$129.9 million in 3Q20. Lastly, the net foreign exchange result for 3Q20 was a loss of \$4.8 million, as a result of a lower valuation of the capital positions of our subsidiaries in Chile and Colombia. This effect did not cause any cash outflow for the Company.

Since 1Q19, and due to the adoption of accounting rules under IFRS 16, Comprehensive Financing Costs recognize the proportional effect of capitalizing revenues as an incremental cost in interest paid. This effect is recognized on the Interest Paid line of the income statement.





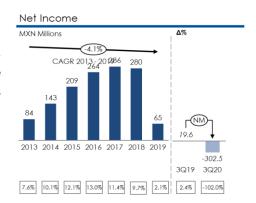
<sup>&</sup>lt;sup>1</sup> Net financing cost is calculated as interest paid minus interest earned.





#### **Net Income**

Net Income for 3Q20 was a loss of \$302.5 million, compared to the Net Income of \$19.6 million for the same period of the previous year. Majority Net Income for the quarter was a \$276.8 million loss.



#### Financial Position and Leverage

Balance Sheet Highlights	As of September 30,	As of December	September 30, 2020 vs December 31, 2019
(Thousands of Pesos)	2020 31, 2019		% Change
Cash and Equivalents	1,308,751	961,512	36.1%
Financial Debt (1)	6,483,813	5,322,812	21.8%
Net Debt	5,175,062	4,361,300	18.7%

Excludes \$95.6 million of interest payable as of September 30th, 2020 and \$35.1 million as of December 31st, 2019.

At the end of 3Q20, the Company held \$1,308.8 million in Cash and Cash Equivalents, an increase of 36.1% compared to the end of 2019. This is due to the disposition of \$1,000 million from one of our revolving lines of credit with the aim to guarantee liquidity during the most restrictive phase of the health emergency.

Interest payable on net debt with financial institutions increased 21.8% versus the end of December 2019, reaching \$6,483.8 million. Of this, \$1,577.5 million is due in the next 12 months and \$193.3 million is denominated in a foreign currency. During 3Q20, the Company made amortization payments of \$10.1 million.

As of September 30<sup>th</sup>, 2020, Hoteles City Express had a Total Debt to Total Assets ratio of 40.9%. The Company is in compliance with all its financial obligations.

In order to maintain a healthy balance sheet and reduce the Company's leverage, we have considered and evaluated the option of recycling land and/or assets, as well as the option of increasing the number of joint ventures with strategic partners in assets that today are 100% owned by the Company.





#### **Breakdown of Productive Fixed Assets**

To explain the process of planning and managing growth over the coming years, the Company shows different levels of assets in Total Assets.

At the end of the quarter, the Company had a land reserve booked at historical cost of approximately \$718.9 million. It also had building work in progress, active remodeling, and land assigned to such works with a value of \$1,755.0 million. Likewise, we continue to work diligently with the promotion of land as an additional capital measure. On the other hand, the productive assets or gross fixed assets corresponding to hotels in operation reached approximately \$12,913.1 million. Regarding the portfolio that makes up the productive assets, at the end of 3Q20, 83% of the total properties belonged to Established Hotels and the remaining 17% to Non-established Hotels.

#### Cash Flow Generation and Use of Share Repurchase Program

In the third quarter of 2020, Hoteles City Express registered \$67.2 million in positive Net Cash Flow from operating activities. \$59.9 million was invested in the acquisition of property, equipment, leasehold improvements, and others, compared to the \$576.9 million invested in 3Q19, due to the strategies implemented to counteract the effects of the pandemic. Net Cash Flow from financing activities was (\$215.8) million, compared to (\$124.0) million in 3Q19.

During 3Q20, the Company did not make use of its share repurchase fund. This is aligned with the objective of preserving liquidity during the period.

Shares acquired through the Company's share repurchase program are recorded under Stockholders' Equity, and therefore continue to be part of total shares outstanding. The number of shares outstanding has not undergone any reduction or modification since the cancellation of shares at the penultimate Annual Shareholders' Meeting. In addition, due to the method used to record these shares, the Company is able to sell the shares on the market without any restrictions and at a price determined by the market on each trading day.



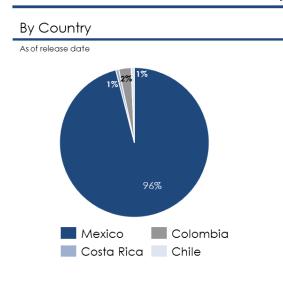


#### **Portfolio of Hotel Assets**

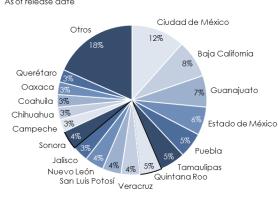
As of today, Hoteles City Express has an inventory of 153 hotels with presence in 30 states and over 70 cities in Mexico, as well as four in Colombia, one in Costa Rica and another in Chile. The composition of the hotel portfolio is presented below:

#### Hotel Portfolio by Geographic Location

Mexico



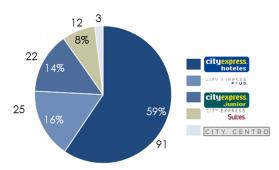




(1) Others: Sinaloa, Michoacán, Tabasco, Baja California Sur, Chiapas, Yucatan, Aguascalientes, Colima, Zacatecas, Hidalgo, Durango, Nayarit and Tlaxcala

#### Hotel Portfolio by Brand

As of release date, # of Hotels and % of Total Portfolio



### Hotel Portfolio by Ownership

As of release date, # of Hotels and % of Total Portfolio







### **Hotel Development**

As a result of the COVID-19 pandemic, we continue to take containment measures to maintain the solvency and liquidity of the Company. Therefore, development plans have been deferred until we have more clarity on current macroeconomic situation. Furthermore, we will continue to focus on growth through management and franchise contracts. The Company plans to open 5 more hotels under the same scheme.

The Company's Development Plan is described below.

Hotel Number	Development Pipeline	Hotel	Brand	Investment Scheme	Opening	Rooms	Location	Development Stage
151	1	Ce Guaymas	City express	Co-Owned	1Q20	114	Sonora	Open
152	2	CP Mexicali	City express Plus	Owned	1Q20	146	Baja California	Open
153	3	Ce Hermosillo Expo	City express Plus	Managed	3Q20	124	Sonora	Open
154	4	CP San Luis Potosí	City express Plus	Co-Owned	4Q20	139	San Luis Potosí	Under Construction
155	5	Ce Monterrey San Nicolás	City express	Owned	4Q20	149	Monterrey	Under Construction
156	6	Ce CDMX Anzures	City express	Owned	4Q21	112	Ciudad de México	Under Construction
157	7	CP Guadalajara Providencia	City express Plus	Owned	-	150	Jalisco	Deferred
158	8	CP Mérida Siglo XXI	City express Plus	Co-Owned	-	136	Yucatán	Deferred
159	9	Ce Cancún Aeropuerto Centralia	City express	Owned	-	137	Quintana Roo	Deferred
160	10	Ce Guadalajara Chapalita	City express	Co-Owned	-	148	Jalisco	Deferred
161	11	CP Guadalajara La Minerva	City express Plus	Owned	-	162	Jalisco	Deferred
162	12	Ce Guadalajara Centro	City express	Owned	-	113	Jalisco	Deferred
163	13	CC Puebla	City Centro	Owned	-	57	Puebla	Deferred
164	14	Ce Tijuana El Florido	City express	Co-Owned	-	123	Baja California	Deferred
		Total				1,810		





#### Environmental, Social and Economic Sustainability

Hoteles City Express has the following Sustainability Policy:

"To be a catalyst for positive economic, social and environmental impacts in each one of the communities where we operate, incorporating innovation and comprehensive development thereof through long-term value creation."

All of Hoteles City Express' hotels have been built to meet international certification standards. The following are some of the most important sustainability and social responsibility certifications that have been awarded to Hoteles City Express:

- Safehotels Covid Clean: Independent certification based on the guidelines of the World Health Organization that support the trust and excellence of the biosafety protocols implemented in each of the properties. This allows Hoteles City Express to position itself as the first hotel chain worldwide to receive this distinction, in addition to obtaining the SafeTravels certification seal, granted by the World Travel and Tourism Council (WTTC).
- LEED-EB-O&M Certification: granted by the United States Green Building Council (USGBC). To date, the following hotels currently have the following certification: LEED Gold for the City Express hotels in Reynosa, Saltillo, and León; LEED Silver for the City Express hotels in San Luis Potosí, Puebla Centro, Monterrey Santa Catarina, Playa del Carmen, Puebla Angelópolis, Los Mochis, and Cd. Juárez; and LEED Certification for City Express hotels in Guadalajara, Irapuato and Querétaro.
- <u>EDGE (Excellence in Design for Greater Efficiencies):</u> a certification system created by the World Bank International Financial Corporation (IFC). Hoteles City Express was the first company in the world to receive a green building EDGE certification for its City Express Hotel in Villahermosa. This certification was also awarded to the City Express Hotels in Santa Fe, Durango, Querétaro Jurica, Costa Rica and City Suites Santa Fe. In January 2015, the Company obtained three additional certifications for the City Express Junior Ciudad del Carmen, City Express Irapuato Norte and City Express Junior Puebla Autopista hotels, with estimated savings of 50% in energy, 45% in water use, and 36% in efficient construction materials, when compared to similar properties.
- Biosphere Responsible Tourism Certification: was created by the Responsible Tourism Institute (ITR to use the acronym in Spanish). Hoteles City Express is the first company in the world that has begun the process to certify all of the hotels within its chain. Currently, 80 Hoteles City Express hotels have been certified.
- Sustainable Water Hotel Award: granted by members of the Alliance for Water Sustainability in Tourism, encouraging better environmental practices in water use and care. Hoteles City Express has won this award for the renovation for five of its hotels. These are the City Express Plus EBC Reforma, the City Express Buenavista, the City Express Mérida, the City Express Villahermosa and the City Express Paraiso Tabasco.









- Distinctive "S" Sustainability Guarantee: the Ministry of Tourism, in collaboration with EarthCheck and the Rainforest Alliance recognizes Hoteles City Express for good sustainable practices in line with sustainability criteria outlined by the World Tourism Organization (WTO). Eight hotels have won this distinction: City Express Mérida, City Express Suites Puebla Autopista, City Express San Luis Potosí Universitaria, City Express Irapuato Sur, City Express Suites Anzures, City Express Manzanillo, City Express Cananea and City Express Zacatecas.
- Socially Responsible Company Award: an award granted by the Mexican Center for Philanthropy, ranks Hoteles City Express as one of the best companies for corporate governance, company quality of life, environmental commitment and social engagement in Mexico, with a score placing it 35% higher than all other applicants for the sixth consecutive year.
- Adherence to the UN Global Compact: by complying with the UN Global Compact, the Company has become part of a global commitment to 10 universally accepted principles relating to human rights, labor standards, environmental conservation and anti-corruption.
- Adherence to the National Code of Conduct for the Protection of Children and Adolescents in the Travel and Tourism Sector: currently, Hoteles City Express has 116 properties that have signed and implemented this code of conduct, committing to measures that prevent sexual and labor exploitation of children and adolescents within the tourism sector.

Regarding Corporate Social Responsibility, Hoteles City Express focuses on high-impact projects that generate value for society and increase social and economic well-being within the communities in which it operates. The Company therefore focuses on initiatives related to both entrepreneurship and social cohesion that generate sustainable long-term benefits.

One initiative on this front is a work inclusion program that incorporates hiring people with hearing disabilities. It began in the northern part of the country and demonstrates Hoteles City Express' desire to drive change and improve the countries in which it operates.

For more information on Hoteles City Express initiatives, please visit: www.cityexpress/en/sustainability







#### Conference Call Details:

Hoteles City Express will host a conference call to further discuss these results:

**Date:** Thursday, October 22<sup>nd</sup>, 2020

Time: 11:00am EST / 10:00am Mexico City time

**Dial-In:** USA toll free: 1-877-300-8521 / International toll free: 1-412-317-6026

Mexico toll free: 001-855-817-7630

Conference ID: 10148758

Please ask to be connected to the Hoteles City Express call.

Webcast: <a href="http://public.viavid.com/index.php?id=141824">http://public.viavid.com/index.php?id=141824</a>

#### A replay of the conference will be available for 7 days:

USA toll free: 1-844-512-2921 / International toll free: 1-412-317-6671

Passcode: 10148758

#### **About Hoteles City Express:**

Hoteles City Express is the leading and fastest-growing limited-service hotel chain in Mexico, in terms of number of hotels, number of rooms, geographic presence, market share and revenues. Founded in 2002, Hoteles City Express specializes in offering high-quality, comfortable and safe lodging at affordable prices via a limited-service hotel chain geared mainly towards domestic business travelers. With 153 hotels located in Mexico, Costa Rica, Colombia and Chile, Hoteles City Express operates five distinct brands: City Express, City Express Plus, City Express Suites, City Express Junior and City Centro, to serve different segments of its target market. In June 2013, Hoteles City Express completed its IPO and began trading on the Mexican Stock Exchange under the ticker symbol "HCITY" furthermore, on October 8, 2014, Hoteles City Express completed a follow on with the aim of accelerating its growth in new hotels over the next few years.

HCITY has formal coverage, notes and analytical assessments by the following financial institutions and analysts: Actinver (Pablo Duarte), Bank of America Merrill Lynch (Carlos Peyrelongue), ITAU BBA (Enrico Trotta), J.P. Morgan (Adrián Huerta), Morgan Stanley (Nikolaj Lippman), Signum Research (Armando Rodriguez) and Monex (Brian Rodríguez).

For further information, please visit our website:

#### Disclaimer:

The information presented in this report contains certain forward-looking statements and information regarding Hoteles City Express, S.A.B. de C.V. and its subsidiaries (jointly, "the Company"), which are based on the understanding of its management, as well as assumptions and information currently available to the Company. These statements reflect the Company's current vision regarding future events and are subject to certain risks, factors of uncertainty and assumptions. Many factors may cause the results, performance or current achievements of the Company to be materially different with respect to any future result, performance or accomplishment of the Company that might be included, expressly or implicitly, within such forward-looking statements, including, among other things: changes in general economic and/or political conditions, governmental and commercial changes at the global level and in the countries in which the Company does business, changes in interest rates and inflation, exchange rate volatility, changes in business strategy and various other factors. If one or more of these risks or uncertainty factors should materialize, or if the assumptions used prove to be incorrect, actual results could differ materially from those described herein as anticipated, estimated or expected. The Company does not intend to assume, and does not assume any obligation whatsoever to update these forward-looking statements.







#### -Financial Tables Follow-

#### **Consolidated Income Statement**

Consolidated Income Statement (Thousands of Pesos)	3Q20	3Q19	3Q20 vs 3Q19 % Change	9M20	9M19	9M20 vs 9M19 % Change
Total Revenues						
Revenues from Hotel Operation	279,193	767,409	(63.6%)	1,036,688	2,194,093	(52.8%)
Revenues from Hotel Management	17,351	44,366	(60.9%)	58,775	139,588	(57.9%)
Total Revenues	296,544	811,775	(63.5%)	1,095,462	2,333,681	(53.1%)
Costs and expenses						
Hotel operating costs and expenses <sup>(1)</sup>	268,350	443,505	(39.5%)	864,672	1,234,339	(29.9%)
Selling and administrative expenses	83,968	124,496	(32.6%)	270,500	379,038	(28.6%)
Depreciation and amortization (2)	122,011	113,857	7.2%	367,871	335,600	9.6%
Total Costs and Expenses	474,329	681,858	(30.4%)	1,503,044	1,948,977	(22.9%)
Expenses assoc. with new hotel openings	736	1,560	(52.9%)	2,487	6,855	(63.7%)
Operating Income	(178,518)	128,357	NM	(410,068)	377,849	NM
Operating Income Margin (%)	-60.2%	15.8%	ММ	-37.4%	16.2%	NM
Adjusted EBITDA	(55,773)	243,775	NM	(39,710)	720,305	NM
Adjusted EBITDA Margin (%)	-18.8%	30.0%	NM	-3.6%	30.9%	NM
ЕВІТОА	(56,508)	242,214	NM	(42,197)	713,450	NM
EBITDA Margin (%)	-19.1%	29.8%	NM	-3.9%	30.6%	NM
Finance income	(12,085)	(34,154)	(64.6%)	(39,699)	(69,505)	(42.9%)
Finance costs <sup>(3)</sup>	142,054	133,084	6.7%	475,634	376,195	26.4%
Effects of valuation of financial instruments	(12,761)	0	NM	54,519	0	NM
Exchange result, net	4,781	4,891	(2.2%)	14,443	17,781	(18.8%)
Financial Expenses	121,989	103,822	17.5%	504,897	324,471	55.6%
Profit before income tax	(300,507)	24,535	NM	(914,965)	53,378	NM
Income tax expense	2,038	4,907	(58.5%)	6,114	10,675	(42.7%)
Net Income for the Period	(302,545)	19,628	NM	(921,079)	42,703	NM
Net Majority Income	(276,788)	38,965	NM	(808,151)	105,778	NM

<sup>(1)</sup> Includes a benefit of \$17.6 million for lease capitalization due to the adoption of IFR\$ 16 and a benefit of \$52.8 million as of September 2020.



<sup>(2)</sup> Includes incremental depreciation of \$8.5 million for lease capitalization due to the adoption of IFRS 16 and an incremental depreciation of \$25.6 million as of September 2020.

<sup>(3)</sup> Includes the incremental financial cost of \$11.2 million for lease capitalization derived from the adoption of IFRS 16 and a cost of \$33.6 million accumulated as of September 2020.



# **Consolidated Balance Sheet**

Consolidated Balance Sheet	As of September 30, 2020	As of December 31, 2019	September 30, 2020 vs December 31, 2019
(Thousands of Pesos)	2020	2017	% Change
Cash and equivalents	1,308,751	961,512	36.1%
Trade receivables, net	133,327	231,098	(42.3%)
Recoverable taxes	577,048	548,988	5.1%
Prepaid expenses	150,251	132,519	13.4%
Assets Available for Sale	45,854	0	NM
Total Current Assets	2,215,231	1,874,117	 18.2%
Property, equipment and leasehold improvements	13,024,426	13,045,487	(0.2%)
Right of Use (net of amortization)	371,427	397,008	(6.4%)
Trust Investments	36,603	36,146	1.3%
Guarantee deposits	2,898	2,898	0.0%
Accounts Receivables	13,143	13,143	0.0%
Other assets	62,400	62,432	(0.1%)
Deferred income tax	348,294	224,991	54.8%
Total Long Term Assets	13,859,191	13,782,105	0.6%
Total Assets	16,074,422	15,656,222	2.7%
Liabilities			
Current Liabilities:			
Bank loans and accrued interests	1,577,503	589,329	167.7%
Trade accounts payable	65,681	145,970	(55.0%)
Other taxes and accrued expenses	215,209	200,531	7.3%
Other Liabilities	201,090	80,280	150.5%
Derivative financial instruments	27,450	0	NM
Income tax payable	14,878	62,346	(76.1%)
Direct employee benefits	27,407	24,995	9.7%
Current Liabilities from Lease Capitalizations	16,156	27,697	(41.7%)
Total Current Liabilities	2,145,374	1,131,148	89.7%
Long-term debt	5,001,956	4,768,631	4.9%
Deferred revenues	17,111	16,759	2.1%
Other Liabilities	168,136	155,991	7.8%
Employee benefits	3,790	3,416	10.9%
Derivative financial instruments	97,856	48,851	100.3%
Deferred income tax	236,747	134,705	75.8%
Liabilities from Lease Capitalizations	442,066	449,710	(1.7%)
Total Long Term Liabilities	5,967,663	5,578,064	7.0%
Total Liabilities	8,113,037	6,709,212	20.9%
Equity			
Equity Attributable to the Owners of the Entity			
Issued capital	5,866,369	5,865,393	0.0%
Retained earnings	1,064,397	1,872,548	(43.2%)
Other Comprehensive Income	(129,357)	(127,485)	1.5%
Total Equity Attributable to the Owners of the Entity	6,801,409	7,610,456	(10.6%)
Non-controlling interests	1,159,976	1,336,554	(13.2%)
Total Equity	7,961,386	8,947,010	(11.0%)
Total Liabilities + Equity	16,074,422	15,656,222	2.7%

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# **Consolidated Cash Flow Statement**

Consolidated Cash Flow Statement (Thousands of Pesos)	3Q20	3Q19	9M20	9M 19
Profit before income tax	(300,508)	24,535	(914,965)	53,378
Operating Activities				
Depreciation	122,011	107,908	367,872	317,754
Loss on disposal of equipment	907	433	7,419	2,981
Finance income	(12,085)	(34, 154)	(39,699)	(69,505)
Finance costs	164,485	133,084	475,634	376,195
(Gain) Loss on Valuation of Financial Instruments	(844)	(17,061)	(21,255)	(42,821)
Expenses Related to Payments Based on Stocks	787	3,450	2,102	8,626
Unrealized foreign currency fluctuations	10,924	(8,548)	55,761	(17,506)
	(14,323)	209,650	(67,131)	629,101
Changes in Working Capital:				
Trade receivables	11,569	1,696	97,771	(29,193)
Recoverable taxes	22,314	(49,292)	(28,060)	(15,314)
Prepaid expenses, net	17,050	7,099	(17,732)	(56,850)
Trade and other payables	(22,450)	36,960	(80,289)	20,925
Accrued Expenses, others and taxes to be paid	42,173	2,071	147,984	103,310
Employee benefits	11,047	2,834	2,786	(4,157)
Income tax and business flat tax paid	(154)	(37,890)	(9,328)	(67,004)
Net Cash Flows from Operating Activities	67,226	173,129	46,000	580,819
Investing Activities:				
Payments for property, equipment and leasehold	(59,930)	(576,928)	(369,897)	(1,199,743)
Assets available for sale	40.000	0	40,000	0
Other assets	40,000	(1,475)	32	(9,119)
Finance income received	(41) 12,085	34,154	39,699	69,505
Net Cash Flows used in Investing Activities	(7,885)	(544,249)	(290,166)	(1,139,357)
	(7,003)	(344,247)	(270,100)	(1,137,337)
Financing Activities:				
Proceeds from the issuance of equity instruments	(393)	3,450	1,864	8,626
Proceeds from contributions rec. from non-controlling interests	0	90,028	0	116,554
Non Controlling Interest decrease	(1,599)	0	(61,614)	0
Non Controlling Interest Dividends	0	1,873	(2,036)	(3,277)
Proceeds for future capital increases	0	0	0	1,353
Repurchase of shares	0	(23,345)	(887)	(28,248)
Finance cost paid	(203,702)	(120,111)	(536, 132)	(390,650)
Proceeds from short- and long-term borrowings	0	0	1,440,000	2,550,000
Repayment of borrowings	(10,060)	(75,981)	(334,760)	(1,653,658)
Net Cash Flows used in Financing Activities	(215,754)	(124,086)	506,435	600,700
Net increase (decrease) in cash and equivalents	(156,413)	(495,207)	262,269	42.162
Cash at the beginning of the period	1,390,490	1,640,369	262,269 961,511	1,102,112
Effects of exchange rate changes on the balance of cash held	74,674	6,263	84,971	7,151
in foreign currencies and effects of balances of foreign  Cash at the End of the Period	. ,			
Cash at the tha of the felloa	1,308,751	1,151,425	1,308,751	1,151,425





# **Hotel Inventory**

Number	Hotel	Brand	Investment Scheme	Opening	Rooms	Location
1	Saltillo	City Express	Owned	May-03	120	Coahuila
2	San Luis	City Express	Owned	Jul-03	120	San Luis Potosí
3	Monterrey Santa Catarina	City Express	Owned	Oct-03	105	Nuevo León
4	Querétaro	City Express	Owned	Nov-03	121	Querétaro
5	León	City Express	Owned	Dec-03	120	Guanajuato
	2003				586	<u>'</u>
6	Anzures	City Express Suites	Leased	Apr-04	26	Ciudad de México
7	Puebla	City Express	Owned	May-04	124	Puebla
8	Nuevo Laredo	City Express	Managed	Aug-04	107	Tam auli pas
9	Ciudad Juárez	City Express	Owned	Oct-04	114	Chihuahua
10	Irapuato	City Express	Owned	Nov-04	104	Guanajuato
	2004	/			1,061	
11	Reynosa	City Express	Owned	Feb-05	104	Tamaulipas
12	Cancun	City Express	Leased	Mar-05	128	Quintana Roo
13	Tuxtla Gutiérrez	City Express	Franchise	Dec-05	124	Chiapas
14	Querétaro	City Express Suites	Owned	Dec-05	45	Querétaro
14	2005	City Express solies	Owned	Dec-00	1,462	Queleiulu
15	Chihuahua	City Express	Co-Owned	Mar-06	1,462	Chihuahua
16			Owned	Jul-06	145	Jalisco
17	Guadalajara	City Express Plus	Co-Owned	Nov-06	124	
18	Tampico Mexicali	City Express	Owned	Dec-06	117	Tamaulipas
19		City Express				Baja California
19	Toluca	City Express	Owned	Dec-06	141	Estado de México
	2006	O			2,093	
20	EBC Reforma	City Express	Owned	Jan-07	70	Ciudad de México
21	Hermosillo	City Express	Co-Owned	Apr-07	120	Sonora
22	Celaya	City Express	Leased	May-07	104	Guanajuato
23	Insurgentes Sur	City Express Plus	Owned	Jul-07	159	Ciudad de México
24	Coatzacoalcos	City Express	Co-Owned	Aug-07	118	Veracruz
25	Tepozotlán	City Express	Leased	Dec-07	109	Estado de México
	2007				2,773	
26	Toluca	City Express Junior	Leased	Feb-08	106	Estado de México
27	Mazatlán	City Express	Managed	Jun-08	110	Sinaloa
28	Morelia	City Express	Franchise	Jul-08	60	Michoacán
29	Lázaro Cárdenas	City Express	Owned	Nov-08	119	Micho acán
30	Puebla Angelópolis	City Express	Co-Owned	Nov-08	118	Puebla
31	Tijuana Río	City Express	Managed	Dec-08	131	Baja California
32	Silao	City Express	Owned	Dec-08	121	Guanajuato
33	Toluca	City Express Suites	Owned	Dec-08	91	Estado de México
34	Monterrey Aeropuerto	City Express	Owned	Dec-08	166	Nuevo León
	2008				3,795	
35	El Angel	City Express Plus	Owned	Jan-09	137	Ciudad de México
36	Mexicali	City Express Junior	Owned	Feb-09	104	Baja California
37	Tula	City Express	Managed	Mar-09	103	Hidalgo
38	Los Mochis	City Express	Owned	Jun-09	124	Sinaloa
39	Zacatecas	City Express	Managed	Jun-09	109	Zacatecas
40	Tijuana Otay	City Express Junior	Co-Owned	Jun-09	134	Baja California
41	Veracruz	City Express	Leased	Sep-09	124	Veracruz
42	Saltillo Sur	City Express	Owned	Dec-09	107	Coahuila
43	Cancun	City Express Junior	Leased	Nov-09	106	Quintana Roo
	2009	,			4,843	
44	Tlaquepaque	City Express Junior	Leased	Feb-10	107	Jalisco
45	Ciudad Juárez	City Express Junior	Owned	Mar-10	128	Chihuahua
46	Nogales	City Express	Owned	Nov-10	109	Sonora
47	San Luis Univ.	City Express	Co-Owned	Dec-10	109	San Luis Potosí
4/	2010	OTTYLAPTESS	50-5WHed	D-0C-10	5,296	OGIT EOIS FOTOSI
	2010				5,270	







Number	Hotel	Brand	Investment Scheme	Opening	Rooms	Location
48	Minatitlán	City Express	Co-Owned	Mar-11	109	Veracruz
49	Mérida	City Express	Co-Owned	Apr-11	124	Yucatán
50	Torreón	City Express	Managed	May-11	115	Coahuila
51	Culiacan	City Express	Co-Owned	Jun-11	133	Sinaloa
	Veracruz	, ,	Leased	Jul-11	104	Veracruz
52		City Express Junior				
53	Aguascalientes	City Express	Owned	Aug-11	123	Aguascalientes
54	Buenavista	City Express	Managed	Sep-11	103	Ciudad de México
55	Playa del Carmen	City Express	Co-Owned	Sep-11	135	Quintana Roo
56	Puebla Autopista	City Express	Co-Owned	Oct-11	108	Puebla
57	Tuxtla Gutierrez	City Express Junior	Leased	Oct-11	106	Chiapas
58	Manzanillo	City Express	Owned	Nov-11	116	Colima
59	Ciudad del Carmen	City Express	Co-Owned	Dec-11	129	Campeche
	2011				6,701	
60	Ciudad Obregon	City Express	Owned	Jan-12	120	Sonora
61	Campeche	City Express	Owned	Apr-12	110	Campeche
62	San Luis Potosi	City Express Suites	Managed	Jul-12	120	San Luis Potosí
63	Villahermosa	City Express	Owned	Jul-12	155	Tabasco
64	Queretaro Jurica	City Express	Co-Owned	Sep-12	135	Querétaro
65	Durango	City Express	Co-Owned	Oct-12	120	Durango
66	San José	City Express	Owned	Nov-12	134	Costa Rica
67	Xalapa	City Express	Managed	Dec-12	126	Veracruz
68	Tijuana Insurgentes	City Express	Owned	Dec-12	127	Baja California
	2012	, ,			7,848	,
69	Chetumal	City Express	Leased	Mar-13	109	Quintana Roo
70	Santa fe	City Express Plus	Co-Owned	Jun-13	159	Ciudad de México
71	Santa fe	City Express Suites	Co-Owned	Aug-13	39	Ciudad de México
72	Oaxaca	City Express	Managed	Oct-13	103	Oaxaca
73	Salina Cruz	City Express	Managed	Oct-13	116	Oaxaca
74	Patio Universidad	City Express Plus	Owned	Dec-13	124	Ciudad de México
75	La Paz	City Express	Owned	Dec-13	124	Baja California Sur
76	Puebla Autopista	City Express Junior	Co-Owned	Dec-13	113	Puebla
76 77	Cali		Owned	Dec-13	127	Colombia
77 78	Cananea	City Express Plus			98	
		City Express	Co-Owned	Dec-13		Sonora
79	Irapuato Norte 2013	City Express	Co-Owned	Dec-13	122	Guanajuato
00		01 5		5.1.14	9,082	
80	Cd. Del Carmen Isla de Tris	City Express Junior	Managed	Feb-14	109	Campeche
81	Cd. Del Carmen Aeropuerto	City Express Junior	Co-Owned	Feb-14	124	Campeche
82	Tehuacan Puebla	City Express	Managed	Mar-14	108	Puebla
83	Dos Bocas Tabasco	City Express	Co-Owned	May-14	108	Tabasco
84	Monterrey Norte	City Express	Managed	Aug-14	115	Nuevo León
85	Plaza Central	City Express	Leased	Sep-14	135	Ciudad de México
86	Puebla Autopista	City Express Suites	Co-Owned	Sep-14	72	Puebla
87	Apizaco	City Express	Managed	Sep-14	104	Tlaxcala
88	Cd Victoria	City Express	Managed	Oct-14	108	Tamaulipas
89	Satélite	City Express Plus	Franchise	Oct-14	89	Ciudad de México
90	Monterrey Nuevo Sur	City Express Plus	Owned	Dec-14	138	Nuevo León
91	Matamoros	City Express	Owned	Dec-14	113	Tamaulipas
92	Salamanca	City Express	Owned	Dec-14	113	Guanajuato
93	Villahermosa	City Express Junior	Owned	Dec-14	136	Tabasco
	2014				10,654	
94	Los Cabos	City Express Plus	Owned	Apr-15	135	Baja California Sur
95	Los Cabos	City Express Suites	Owned	Apr-15	28	Baja California Sur
96	Tuxpan	City Express	Managed	Jul-15	108	Veracruz
97	Guadalajara Palomar	City Express Plus	Owned	Jul-15	113	Jalisco
98	Guadalajara Aeropuerto	City Express	Managed	Nov-15	118	Jalisco
99	Piedras Negras	City Express	Owned	Dec-15	113	Coahuila
100	Periférico Sur Tlalpan	City Express Plus	Owned	Dec-15	137	Ciudad de México
100	Monterrey San Jerónimo	City Express Plus	Owned	Dec-15	149	Nuevo León
		City Express Suites				
102	Playa del Carmen	, ,	Co-Owned	Dec-15	56 50	Quintana Roo
103	Silao	City Express Suites	Owned	Dec-15	58	Guanajuato
	2015				11,669	

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104   Aguascalientes Centro   City Express Junior   Managed   Apr-16   98   Ciudad di   105   Co MX Aeropuerto   City Express   Managed   Apr-16   128   San Luis   107   CDMX Alameda   City Express   Managed   Jul-16   112   Ciudad di   108   Reynosa Aeropuerto   City Express   Managed   Jul-16   113   Tamati   109   Tijuana   City Express Suites   Managed   Jul-16   113   Tamati   109   Tijuana   City Express Suites   Managed   Jul-16   79   Baja Ca   110   Santiago Aeropuerto   City Express   Co-Owned   Aug-16   142   Santiago   111   Toluca Zona Industrial   City Express   Owned   Sep-16   92   Estado de   112   Rosarito   City Express   Owned   Sep-16   92   Estado de   113   Zamara   City Express   Owned   Sep-16   113   Baja Ca   114   Mundo E   City Express Plus   Leased   Dec-16   114   Micho   115   Bogotá Aeropuerto   City Express Plus   Leased   Dec-16   120   Bogotá, 2   116   Bogotá Aeropuerto   City Express Junior   Owned   Dec-16   120   Bogotá, 2   117   CDMX La Raza   City Express Junior   Owned   Dec-16   127   Ciudad di   118   Mérida Altabrisa   City Express Suites   Owned   Dec-16   106   Yuca   119   Querétaro Torre II   City Express Suites   Owned   Dec-16   44   Ciudad di   120   CDMX   City Companies   City Express Suites   Owned   Dec-16   44   Ciudad di   121   Celaya Galerías   City Express Junior   Co-Owned   Dec-16   44   Ciudad di   122   Puebla Angelópolis   City express Junior   Co-Owned   Jul-17   122   Puel   123   Puebla Angelópolis   City Express Suites   Owned   Dec-16   44   Ciudad di   124   Altamira   City Express Plus   Owned   Sep-17   141   Medellin, City Express Plus   Owned   Sep-17   142   Guana   125   Puerto Vallarta   City Express Plus   Owned   Sep-17   141   Medellin, City Express Plus   Co-Owned   Dec-17   132   Guana   130   Monterrey Lindavista	e México
106   San Luis Potosi Centro   City Express Junior   Owned   Apr-16   128   San Luis	
107   CDMX Alameda	Dotos:
108	FOIOSI
109   Tijuana	: México
110	lipas
111   Toluca Zona Industrial	ifornia
112	, Chile
113   Zamora	México
114 Mundo E City Express Plus Leased Dec-16 120 Bogotá, City Express Plus Owned Dec-16 120 Bogotá, City Express Junior Owned Dec-16 116 Bogotá Aeropuerto City Express Junior Owned Dec-16 116 Bogotá, City Express Junior Co-Owned Dec-16 127 Ciudad dr. 118 Mérida Altabrisa City Express Junior Co-Owned Dec-16 106 Yuca City Express Surior Co-Owned Dec-16 44 Queré 120 CDMX City Express Surior Co-Owned Dec-16 44 Queré 120 CDMX City Express Surior Leased Dec-16 44 Ciudad dr. 2016 121 Celaya Galerías City Express Managed Jan-17 127 Guana 122 San Luis Potosí Zona Industrial City Express Junior Managed May-17 122 San Luis 123 Puebla Angelópolis City Express Junior Co-Owned Jul-17 127 Tamaa Mérida (Ampliación) City Express Co-Owned Jul-17 127 Tamaa Mérida (Ampliación) City Express Co-Owned Jul-17 127 Tamaa Mérida (Ampliación) City Express Plus Owned Sep-17 141 Medellín, City Express Plus Owned Sep-17 141 Medellín, City Express Plus Owned Dec-17 120 Baja Ca City Express Co-Owned Dec-17 130 Navevo 131 Oxacca City Express Junior Co-Owned Dec-17 130 Navevo 131 Oxacca City Express Plus Co-Owned Dec-17 130 Navevo 131 Oxacca City Express Plus Co-Owned Dec-17 130 Navevo 131 Oxacca City Express Plus Co-Owned Dec-17 130 Navevo 131 Coxacca City Express Plus Co-Owned Dec-17 132 Guana 132 León Centro de Convenciones City Express Managed Dec-17 130 Navevo 131 Coxacca City Express Plus Co-Owned Dec-17 132 Guana 2017 133 Comitán City Express Managed Jan-18 125 Nay 134 Atlixco City Express Managed Apr-18 105 Chia 135 Comitán City Express Managed Jan-18 125 Ciudad dr. 137 Cancun Aeropuerto City Express Managed Jun-18 125 Ciudad dr. 137 Cancun Aeropuerto City Express Managed Jun-18 125 Ciudad dr. 137 Cancun Aeropuerto City Express Managed Jun-18 125 Ciudad dr. 137 Cancun Aeropuerto City Express Managed Jun-18 125 Ciudad dr. 137 Cancun Aeropuerto City Express Plus Co-Owned Oct-18 63 Quintar 138 Cancun Aeropuerto City Express Plus Co-Owned Oct-18 63 Quintar 138 Cancun Aeropuerto City Express Plus Co-Owned Oct-18 0ct-18	ifornia
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Mérida Altabrisa   City Express Junior   Co-Owned   Dec-16   106   Yuca	olombia
119   Querétaro Torre     City Express Suites   Owned   Dec-16   44   Querétaro   CDMX   City Centro   Leased   Dec-16   44   Ciudad decorption   Color   Co	México
119	tán
120 CDMX	taro
2016 121 Celaya Galerías City Express Managed Jan-17 127 Guand San Luis Potosí Zona Industrial City Express Junior Managed May-17 122 San Luis Puebla Angelópolis City express junior Co-Owned Jul-17 122 Puel 124 Altamira City Express Co-Owned Jul-17 127 Tamau Mérida (Ampliación) City Express Co-Owned Jul-17 127 Tamau Mérida (Ampliación) City Express Co-Owned Jul-17 126 Jalis 125 Puerto Vallarta City Express Plus Owned Jul-17 126 Jalis 126 Medellín City Express Plus Owned Sep-17 141 Medellín, C 127 Tuxtepec City express junior Managed Sep-17 105 Oaxe 128 Tijuana Otay City express junior Managed Dec-17 120 Baja Ca 129 León Centro de Convenciones City express junior Co-Owned Dec-17 130 Nuevo 131 Oaxaca City Centro Co-Owned Dec-17 130 Nuevo 131 Oaxaca City Centro Co-Owned Dec-17 132 Guand Oaxe City Express Plus Co-Owned Dec-17 132 Guand Oaxe Co-Owned Dec-17 132 Guand Oaxe City Express Plus Co-Owned Dec-17 132 Guand Oaxe Co-Owned Dec-17 1	México
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140 Tampico City Express Plus Co-Owned Nov-18 122 Tamau	
141 CDMX Sullivan City Express Junior Owned Dec-18 96 CDI	
142 Mérida City Express Plus Co-Owned Dec-18 135 Yuca	
143 Ensenada City express Co-Owned Dec-18 127 Baja Ca	
144 Ensenada City Express Plus Co-Owned Dec-18 134 Baja Ca	
145 Tijuana City Express Plus Owned Dec-18 156 Baja Ca	ifornia
2018 16,518	
146 CDMX Tlalpan City Express Managed Feb-19 96 CDI	
147 Tapachula City Express Owned Mar-19 117 Chia	
148 CDMX La Villa City Express Managed Apr-19 106 CDI	
149 Chihuahua City Express Plus Franchise Apr-19 122 Chihu	
150 San Luis Potosí City Centro Owned Nov-19 70 San Luis	Potosí
2019 17,029	
151 Ce Guaymas City Express Owned Jan-20 114 Sono	ra
152 Mexicali City Express Plus Owned Feb-20 146 Baja Ca	
153 Hermosillo Expo City Express Managed Aug-20 124 Sond	ifornia
2020 17,413	

