



**RLH** | PROPERTIES

# **CORPORATE PRESENTATION**

Fourth Quarter 2021

# DISCLAIMER

The material presented contains certain general information to date regarding RLH Properties, S.A.B. of C.V., and its subsidiaries (collectively, “RLH” or the “Company”). The information was presented in summary form and is not intended to be complete. There is no declaration or guarantee, express or implied, regarding the accuracy, impartiality or completeness of this information.

This document does not represent a sale offer or a purchase request for any securities. In the event of any offer or request, it shall be subject to obtaining any corresponding internal and governmental authorizations, and may only be made through a listing prospectus containing the description regarding the terms and conditions of said offer and including detailed information of the issuer subject to the terms of the Mexican Securities Market Law and the General Provisions applicable to securities issuers and other securities market parties.

This document contains preliminary information and is not intended to be exhaustive or to contain information which could be relevant to the recipients, therefore the recipients must perform their own analysis and should not consider, nor rely on, the information included herein, since such information could be insufficient or inadequate and subject to change.

This presentation may contain certain forward-looking statements and information related to RLH which reflect the current opinions of the Company and its management regarding its performance, business management and future events. Forward-looking statements include, but are not limited to, any statement that may predict, foretell, indicate or imply future results, yields or achievements may contain words such as "believe", "anticipate", "expect", "anticipate", or any other word or phrase of similar meaning. Such statements are subject to a series of risks, uncertainties and assumptions.

We forewarn that a significant number of factors could cause actual results to materially differ from the plans, purposes, expectations, estimates and intentions expressed in this presentation. In any such event, neither the Company nor any of its affiliates, directors, officers, agents or employees shall be liable to third parties (including investors) for any investment or business decision made or any measures taken based on the information and statements contained herein. This presentation does not constitute an offer, promotion or invitation, or the request for a purchase subscription offer of any value. Neither this presentation nor anything contained herein shall constitute the basis of any agreement or commitment whatsoever.

The information regarding the Company’s market and competitive position, including market estimates, used throughout this presentation has been obtained from reliable public sources and neither the placement intermediaries nor the Company shall assume any present or future representation or guarantee as to the accuracy of said information.

Any party receiving this presentation, shall comply with the applicable legal provisions and shall obtain all applicable authorizations. Neither the Company nor any of its affiliates, directors, officers, agents or employees shall be liable to third parties (including investors) for such obligations.

The material contains confidential information, therefore the delivery hereof to any third party different from the intended recipient shall be forbidden. Also, this document shall not be copied, transmitted or otherwise reproduced or distributed to any party other than the intended recipient without the Company’s prior and written consent.

# RLH PROPERTIES

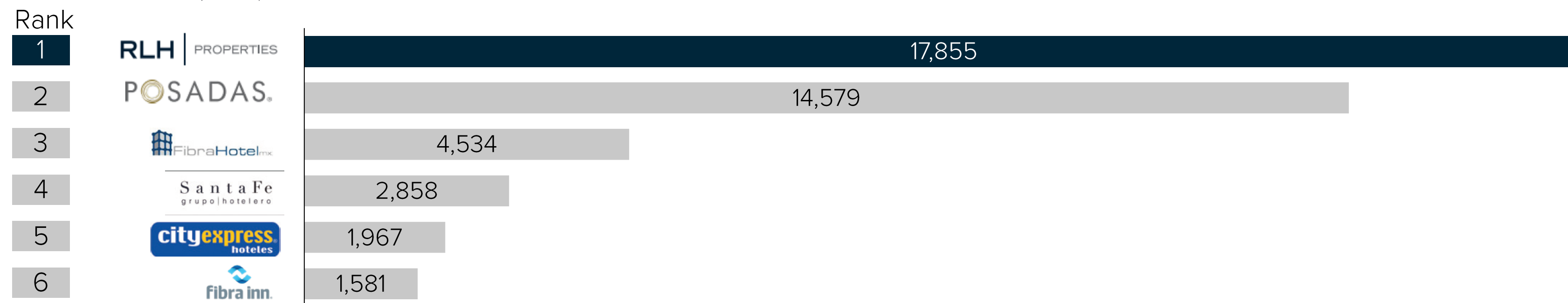
RLH is a Mexican company dedicated to the **acquisition, development and management of luxury and ultra-luxury hotel assets and associated residential assets** in premium locations in **Mexico and Spain**.

- **Acquisition:** focus on profit maximization
- **Asset management:** active management towards value creation
- **Development:** last mile development focusing on reducing execution risk and increasing investment profitability (up to 1/3 of the portfolio)

It is the first largest hotel company listed in the Mexican Stock Exchange by market capitalization (Market cap: ~ Ps\$17,855M/US\$892M). <sup>(1)</sup>

## Market capitalization of hotel companies<sup>(2)</sup>

(Figures in millions Mexican pesos)



Strong long-term relationship with high-end operators

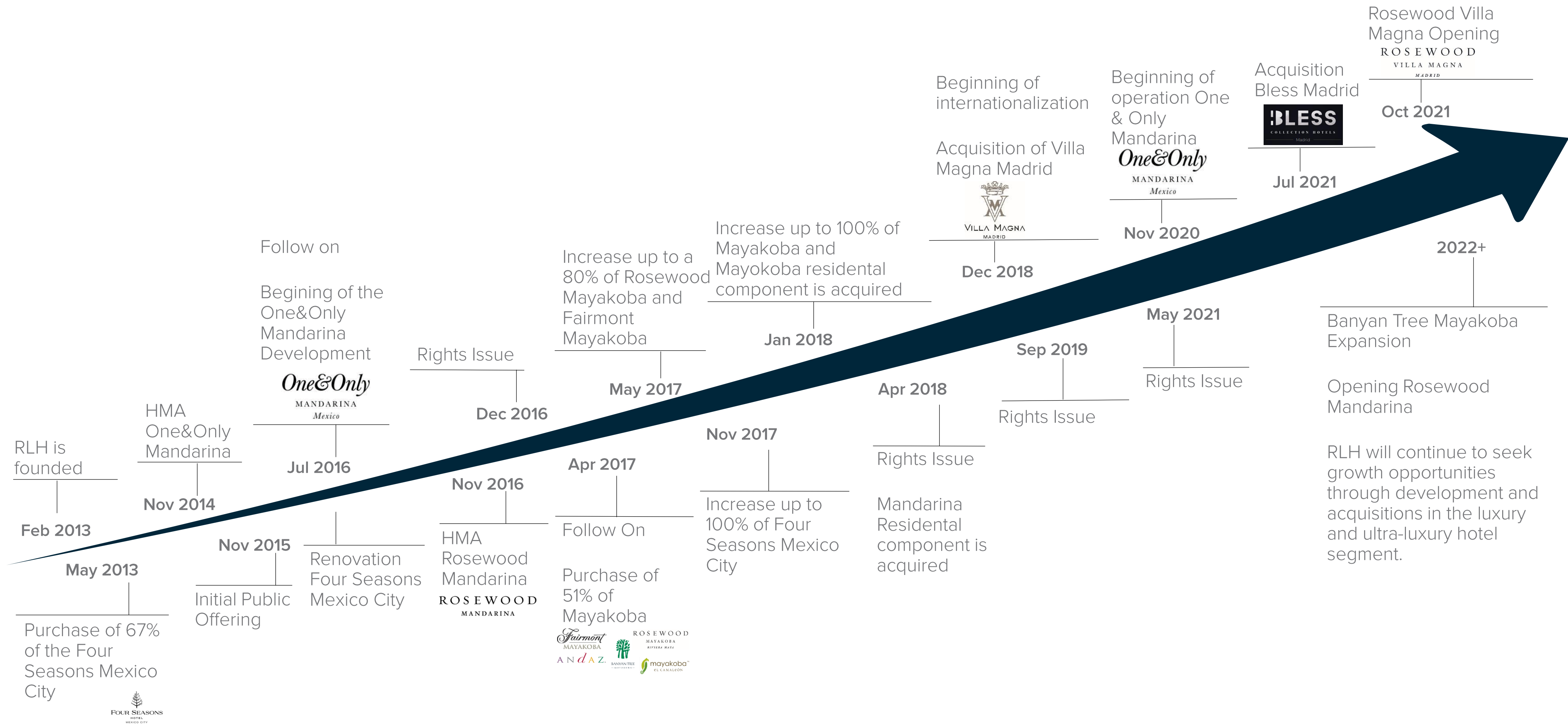
Revenues mostly denominated in US dollars and Euros

Differentiated business model difficult to replicate based on Active Asset Management

(1) Fx rate 20 usd/mxn.

(2) Source: Capital IQ, as of 31st of December of 2021.

# OUR SUCCESSFUL TRACK RECORD



# UNIQUE HIGH-QUALITY ASSETS IN PREMIUM LOCATIONS

RLH has a balanced portfolio of assets with regional exclusivity in complementary top destinations that are difficult to replicate, creating significant entry barriers to competitors

**MANDARINA**

*One&Only*  
MANDARINA  
*Mexico*

ROSEWOOD  
MANDARINA  
MEXICO

**FOUR SEASONS**  
HOTEL  
MEXICO CITY

mayakoba

ANDAZ | MAYAKOBA RESORT  
RIVIERA MAYA

BANYAN TREE  
MAYAKOBA

ROSEWOOD  
MAYAKOBA  
RIVIERA MAYA

*Fairmont*  
MAYAKOBA

EL CAMALEÓN  
mayakoba

**ROSEWOOD**  
VILLA MAGNA  
MADRID

**BLESS**  
HOTEL MADRID

# HOTEL AND GOLF PORTFOLIO



**Focus:** Traditional local and international clients  
**Year opened:** 1994  
**# rooms:** 240  
**Amenities:** 2 restaurants, gym, event rooms



**Focus :** Modern clients and business groups  
**Year opened:** 2016  
**# rooms:** 214  
**Amenities :** 5 restaurants, gym, spa, 9 event rooms



**Focus:** Traditional groups and guests  
**Year opened:** 2006  
**# rooms:** 401  
**Amenities:** 5 restaurants, gym, spa, 9 event rooms



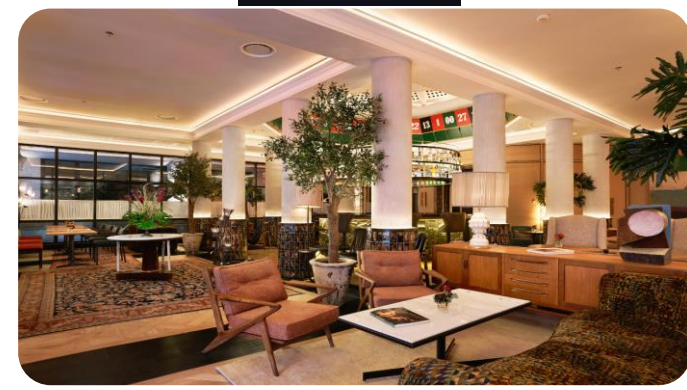
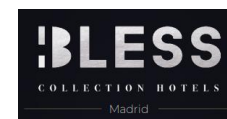
**Description:** World class golf course designed by Greg Norman  
**Year opened:** 2005  
**Amenities:** Clubhouse, pro – shop, Jim Mclean Golf Academy



**Focus:** Costumers seek unique experiences with high attention to detail  
**Opening:** 2020  
**# rooms:** 105  
**Amenities:** 3 restaurants, event rooms, beach club, pools and a gym



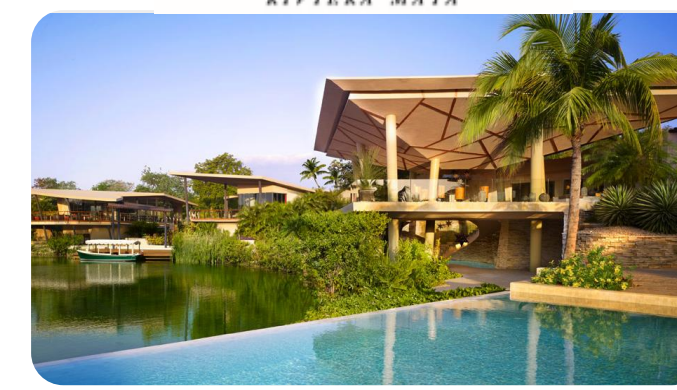
**Focus:** Traditional local and international clients  
**Year opened:** 1972  
**# rooms:** 154  
**Amenities:** 2 restaurants, 2 bars, gym, event rooms



**Focus:** Modern clients  
**Year opened:** 2019  
**# rooms:** 111  
**Amenities:** 1 restaurant, 1 lounge, rooftop bar, club bar with bowling, spa, 5 event rooms.



**Focus:** International and local clients with preference for Asian style  
**Year opened:** 2009  
**# rooms:** 155  
**Amenities:** 7 restaurants, gym, spa, 4 event rooms



**Focus:** Customers looking for innovative luxury  
**Year opened:** 2007  
**# rooms:** 129  
**Amenities:** 6 restaurants, spa, gym, 3 event rooms



**Focus:** Clients looking for innovative luxury  
**Year opened:** 2024  
**# rooms:** ~140  
**Amenities:** 3 bars, restaurant, sunset bar, pool restaurant, beach club and spa

Projects under development.

# RESIDENTIAL PORFOLIO

*Fairmont*  
HERITAGE PLACE  
MAYAKOBA



**Description:** The business has an inventory of 54 full ownership residences and 192 fractional units which are in the process of commercialization and construction.

ROSEWOOD  
RESIDENCES  
MAYAKOBA



**Description:** The business has an inventory of 33 full ownership residences which are in the process of commercialization and construction.

*One&Only*  
PRIVATE HOMES  
Mandarina, Mexico



**Description:** The business has an inventory of 148 branded residences which are in the process of commercialization and construction.

ROSEWOOD  
RESIDENCES  
MANDARINA, MEXICO



# DIFFERENTIATED BUSINESS MODEL

Ability to identify assets with high growth potential and attract high-end hotel operators through exclusive operating contracts focusing primarily on aligning incentives to increase hotel profitability

Deep and specialized knowledge to determine best operators according to each of the hotels' characteristics





# STRONG RELATIONSHIP WITH HIGH-END HOTEL OPERATORS

