

RESULTADOS ENERO QUERETARO & IRAPUATO



GACO&BA
OPERADOR INMOBILIARIO





January 2024

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	62.7	42.9	146.1	75.33	84.45	89.2	47.24	36.25	130.3
Year To Date	62.7	42.9	146.1	75.33	84.45	89.2	47.24	36.25	130.3
Running 3 Month	65.8	51.4	128.0	79.96	83.11	96.2	52.60	42.72	123.1
Running 12 Month	67.9	58.7	115.8	77.48	77.67	99.8	52.63	45.57	115.5

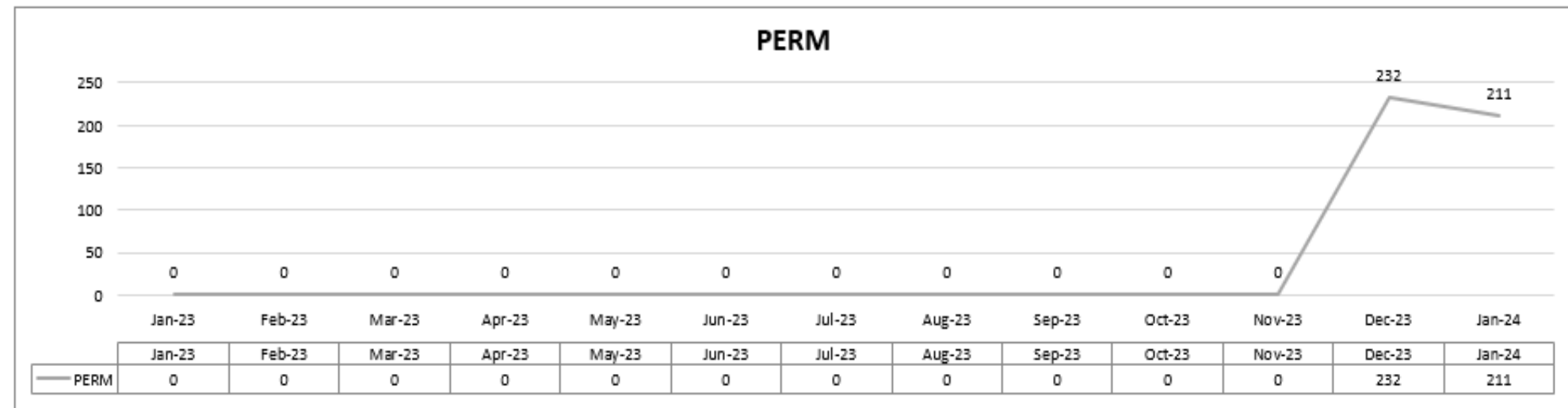
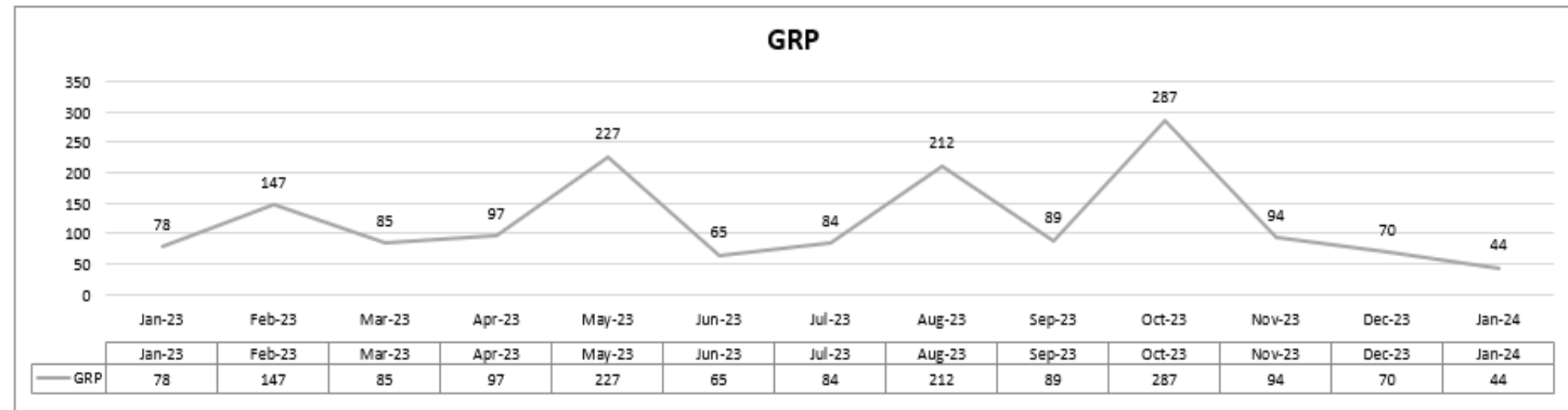
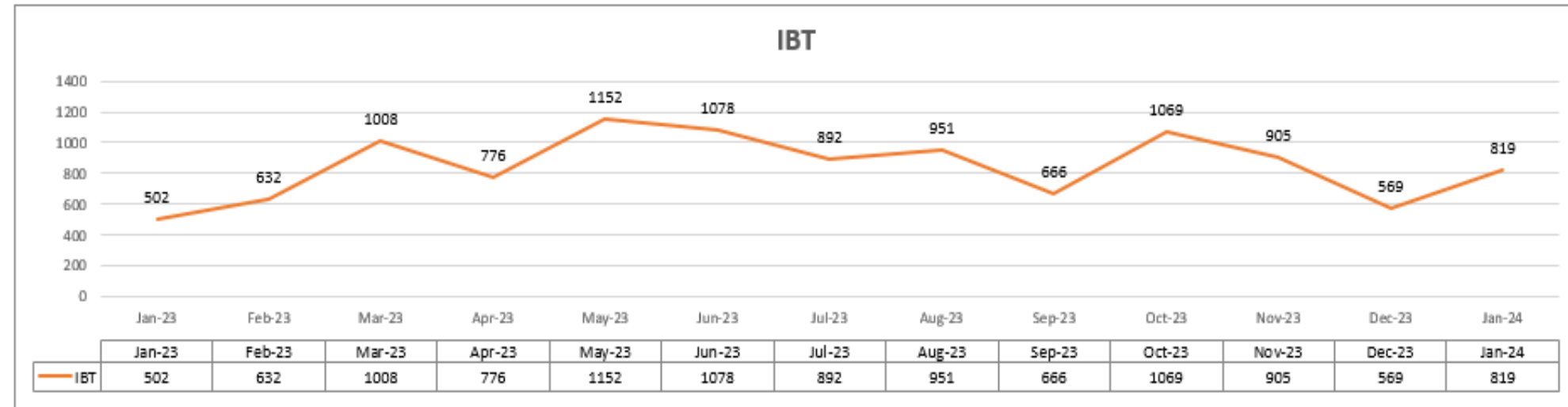
January 2024

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	51.4	36.5	141.0	71.85	68.78	104.5	36.95	25.09	147.3
Year To Date	51.4	36.5	141.0	71.85	68.78	104.5	36.95	25.09	147.3
Running 3 Month	64.8	42.3	153.4	72.90	69.78	104.5	47.26	29.49	160.2
Running 12 Month	62.5	47.7	131.1	71.93	65.17	110.4	44.99	31.09	144.7

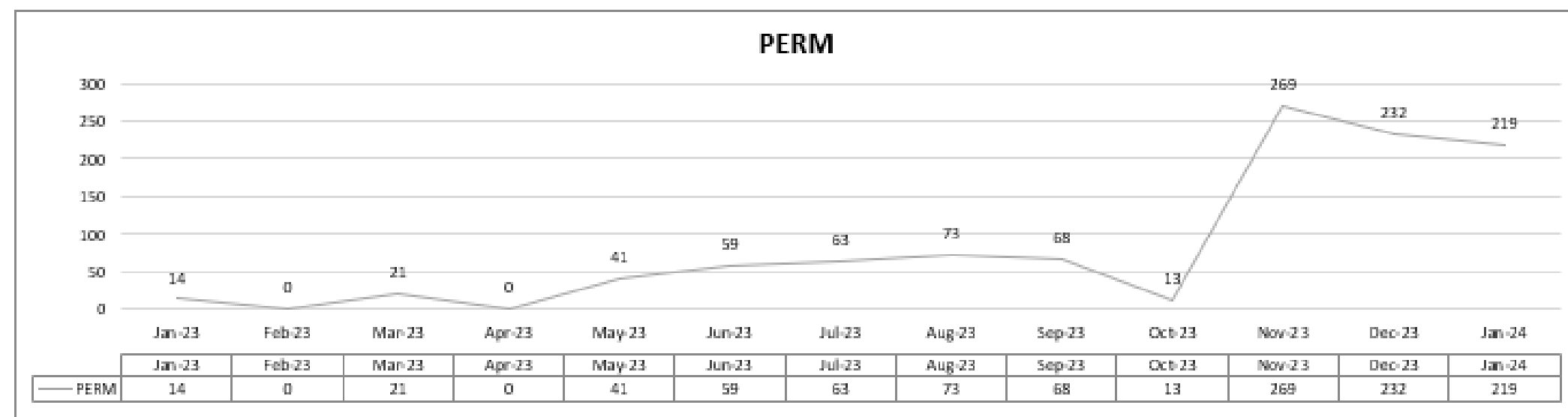
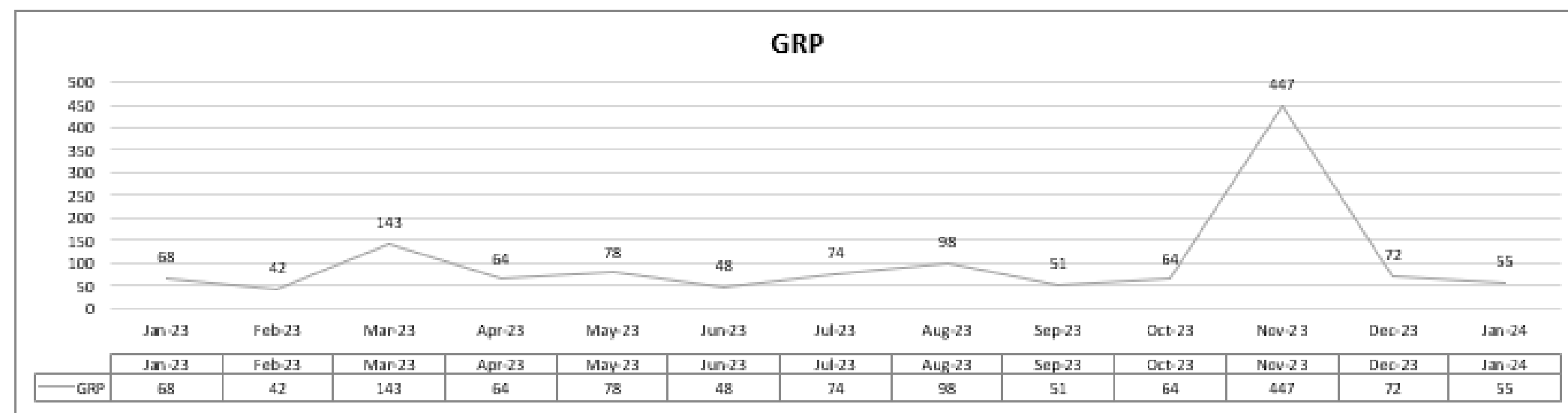
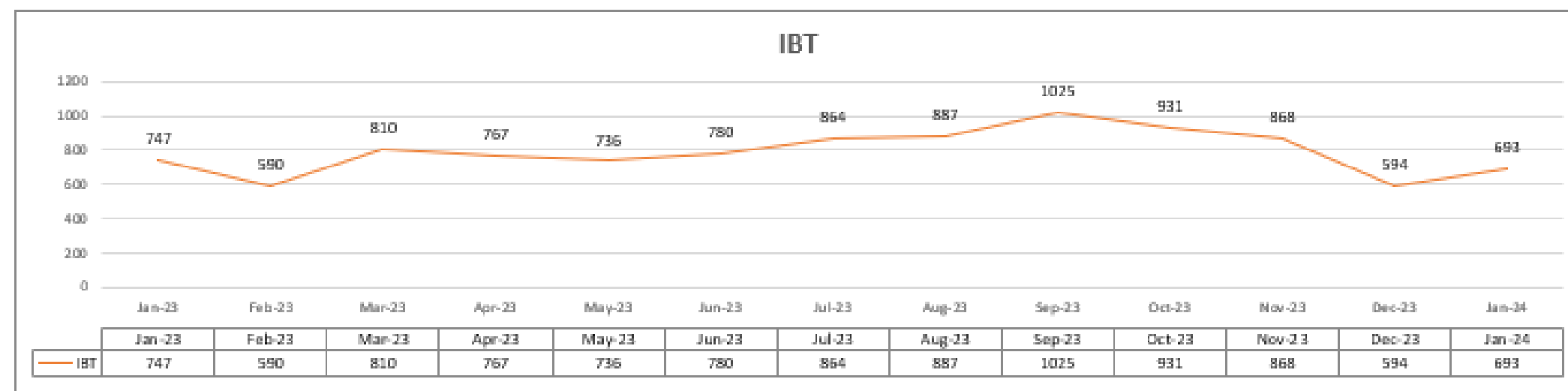
January 2024

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	49.8	58.1	85.7	82.76	73.64	112.4	41.23	42.80	96.3
Year To Date	49.8	58.1	85.7	82.76	73.64	112.4	41.23	42.80	96.3
Running 3 Month	63.6	62.2	102.2	80.62	73.04	110.4	51.27	45.45	112.8
Running 12 Month	67.8	64.5	105.2	74.68	67.64	110.4	50.65	43.61	116.1

Tendencias

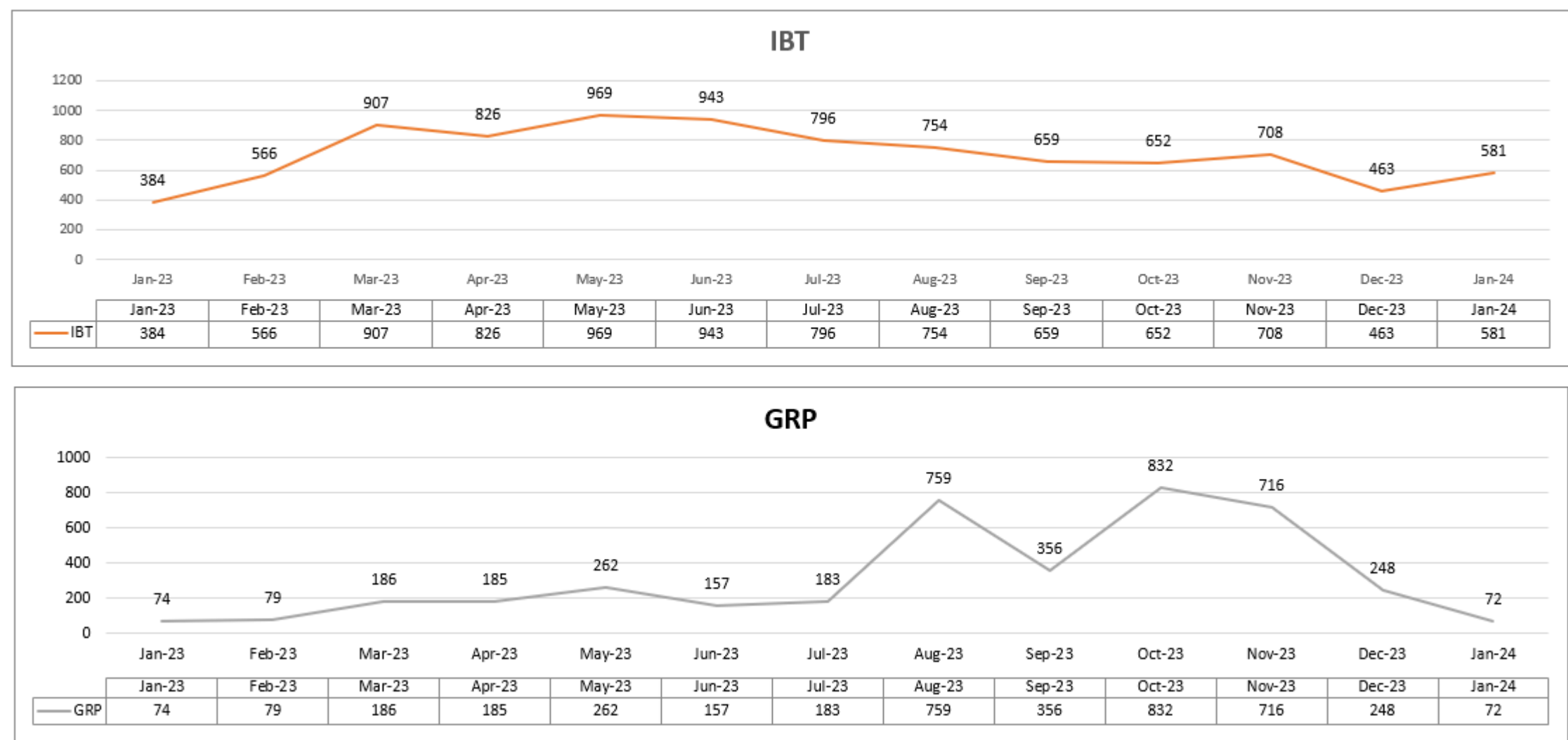


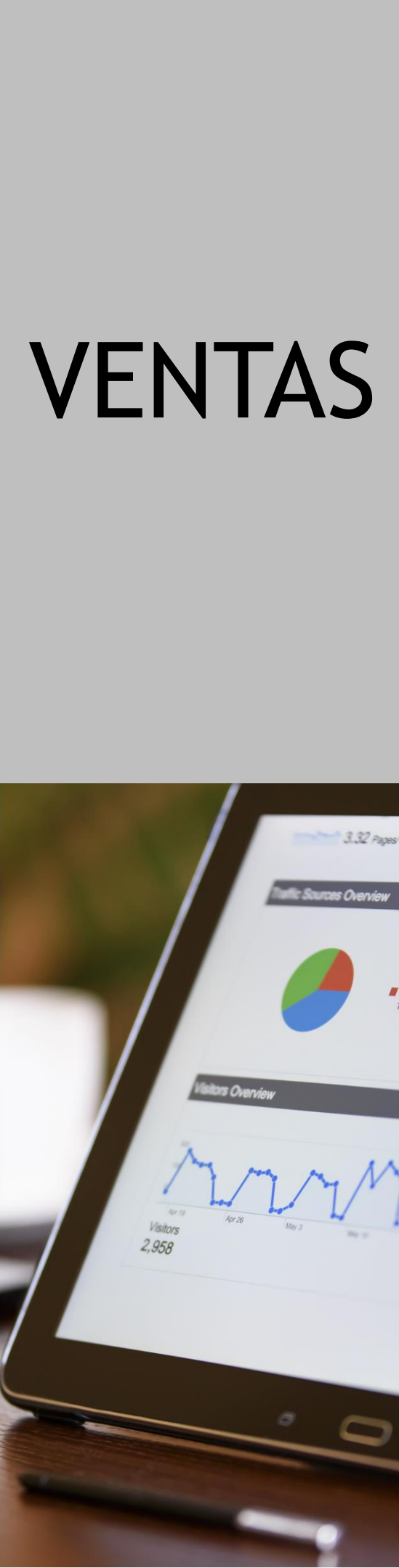
Tendencias



Tendencias

HOMewood
SUITES by Hilton™





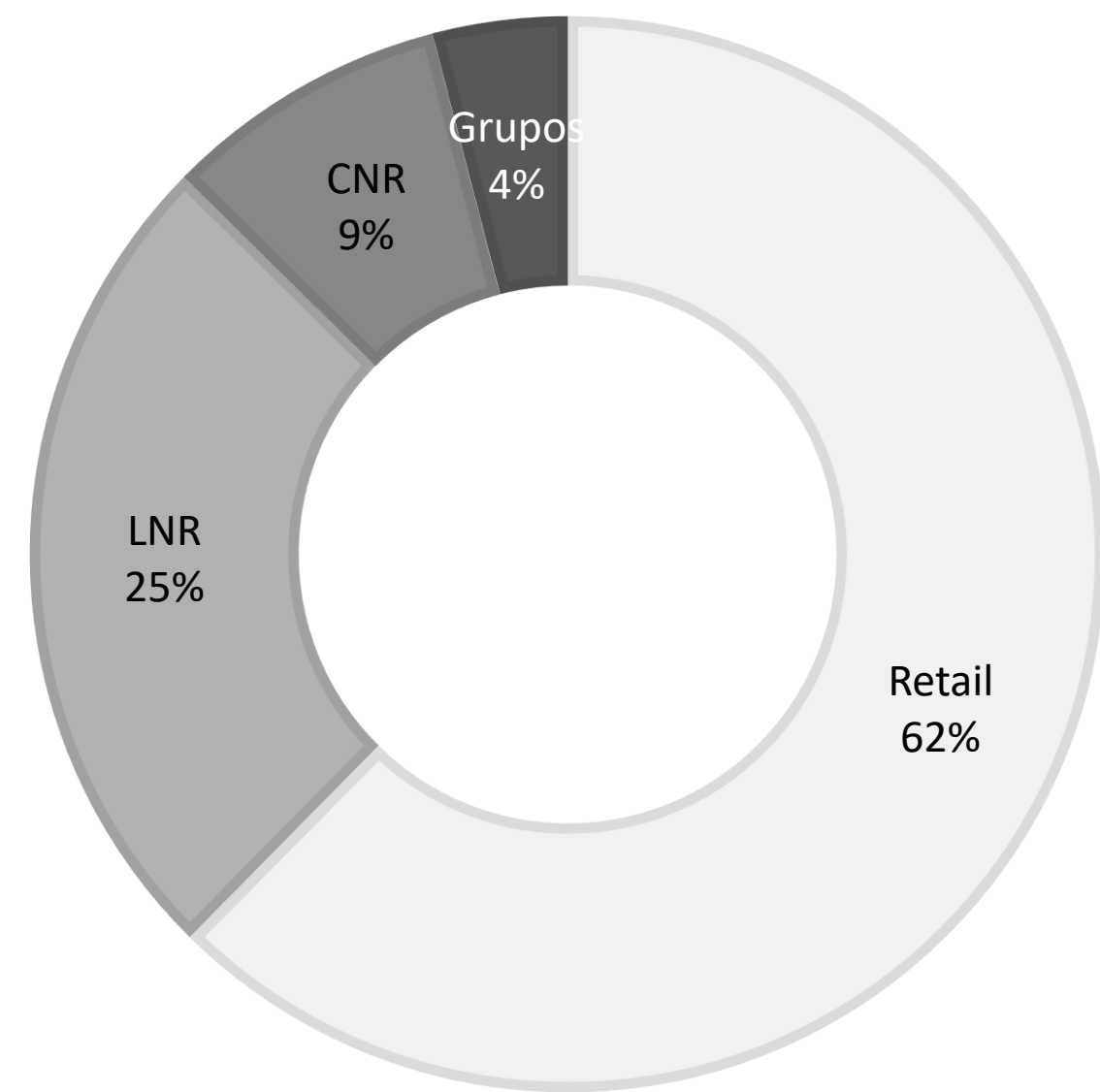
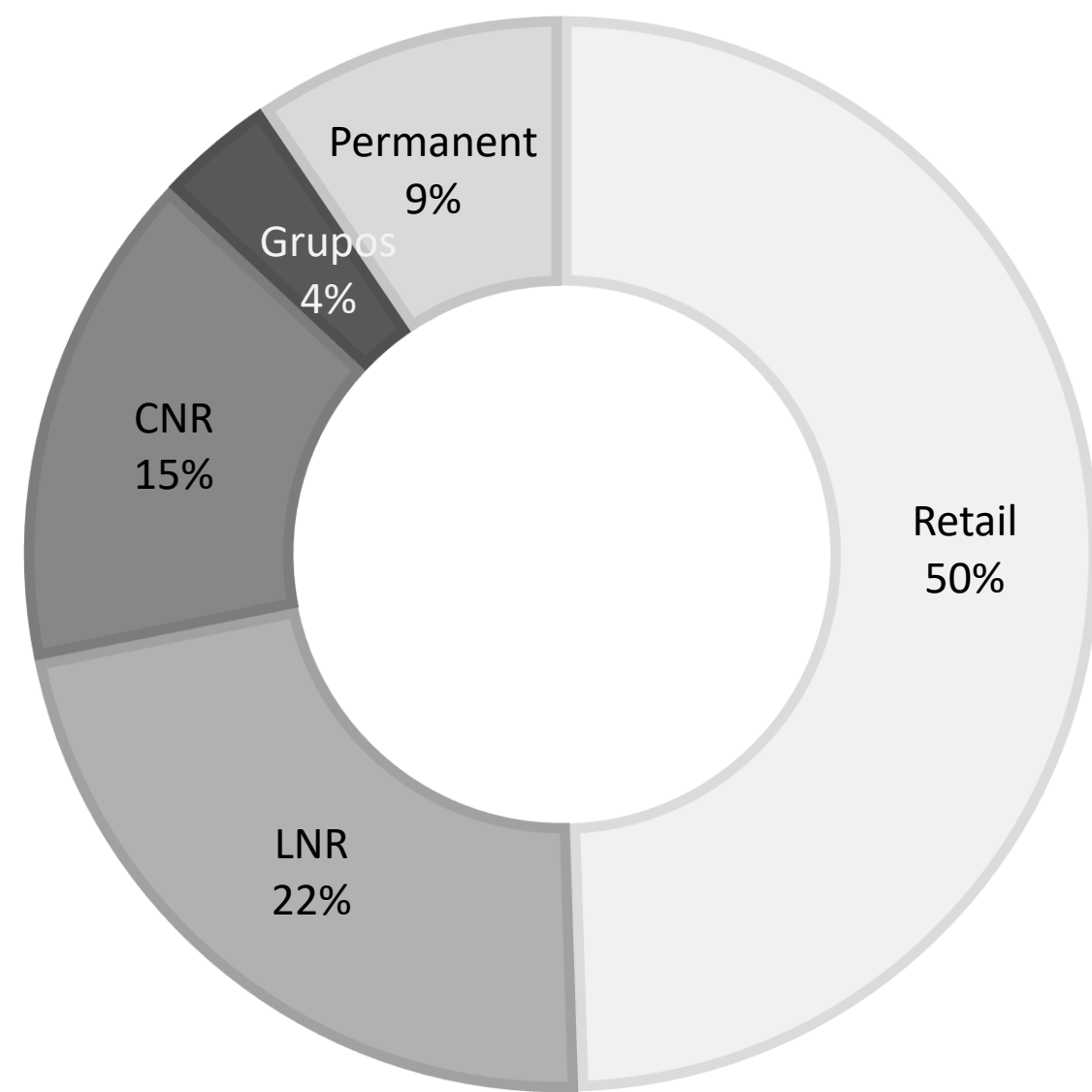
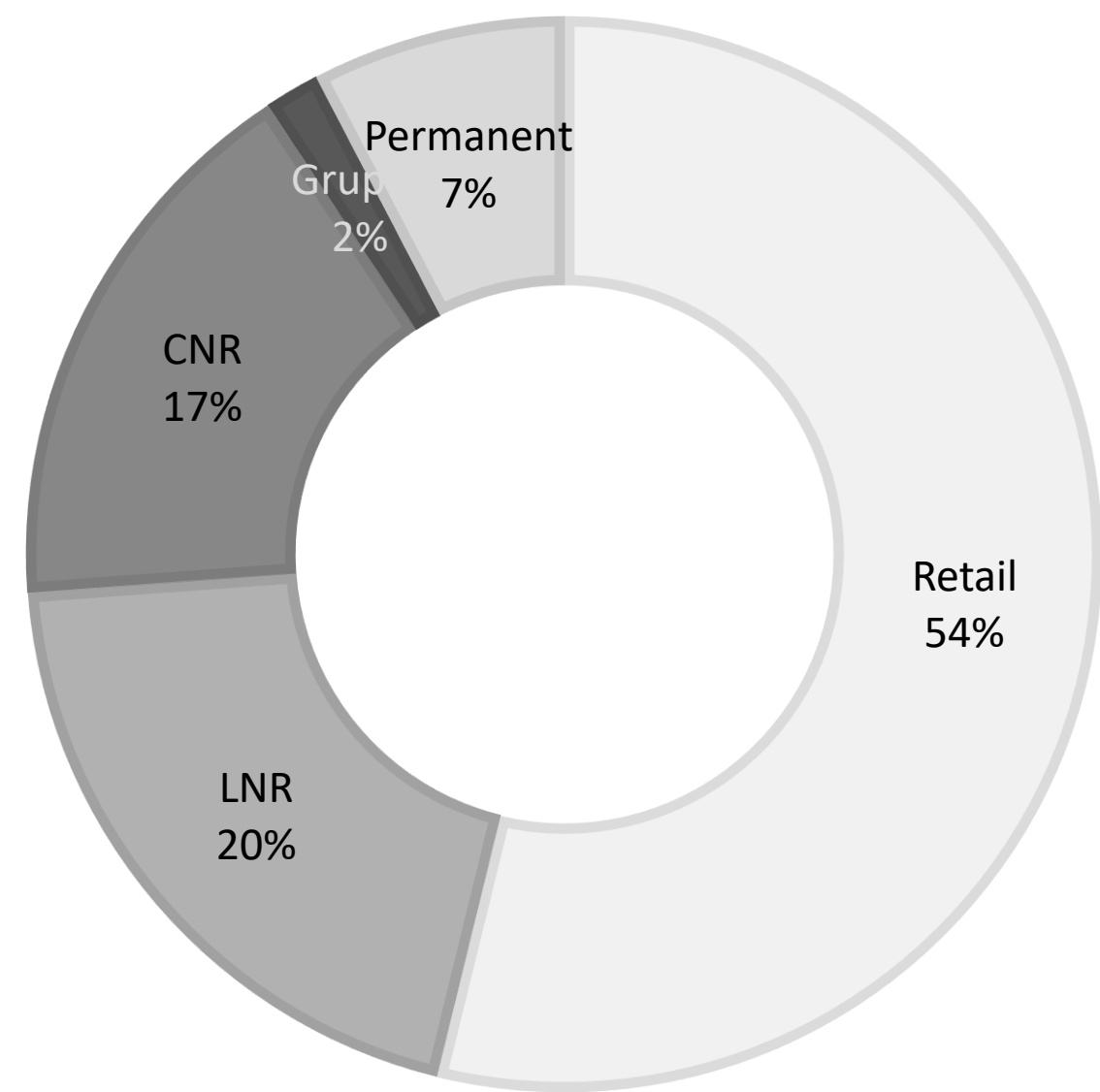
Convenios LNR 66 | Activos 53 | Productividad 80%
Convenios CNR 70 | Activos 45 | Productividad 64%

Convenios LNR 96 | Activos 33 | Productividad 34%
Convenios CNR 59 | Activos 30 | Productividad 51%

Convenios LNR 68 | Activos 40 | Productividad 59%
Convenios CNR 59 | Activos 16 | Productividad 27%

Cuentas Top			Cuentas Top			Cuentas Top		
• PIA	82CN	\$94K	• Adient	155CN	\$129K	• AMEX	54CN	\$72K
• Adient	59CN	\$52K	• Ilpea	81CN	\$78K	• HEB	49CN	\$56K
• Siemens	46CN	\$49K	• Amex	46CN	\$60K	• TOYOTA	47CN	\$48K
• Faurecia	30CN	\$27K	• BCD	41CN	\$50K	• Hellmann	35CN	\$40K
• Brose	25CN	\$25K	• Bosch	32CN	\$31K	• Mann	31CN	\$49K
GRUPOS			GRUPOS			GRUPOS		
GRUPOS	42CN	\$45K	Secretaria de Seguridad	18CN	\$23K	GRUPOS	72CN	\$84K
TRIPULACION	211CN	\$191K	Asociacion de Golf	36CN	\$45K			
BANQUETES		\$94K	TRIPULACION	219CN	\$186K			
			BANQUETES		\$ 48K			

CONTRIBUCION POR SEGMENTO ENERO



CIERRE ENERO



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$2,511,914	20%	\$2,097,167	52%	\$1,655,393
OCC	62.8%	25%	50.1%	44%	43.5%
ADR	\$1,290	-4%	\$1,350	5%	\$1,226
RevPar	\$810	20%	\$677	52%	\$534



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$2,005,340	-17%	\$2,410,648	-7%	\$2,149,691
OCC	51.5%	-13%	59.5%	-6%	55.1%
ADR	\$1,232	-4%	\$1,281	0%	\$1,235
RevPar	\$634	-17%	\$762	-7%	\$680



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$2,126,526	23%	\$1,733,001	37%	\$1,553,886
OCC	50.6%	18%	42.8%	26%	40.0%
ADR	\$1,398	4%	\$1,347	8%	\$1,292
RevPar	\$707	23%	\$576	37%	\$517

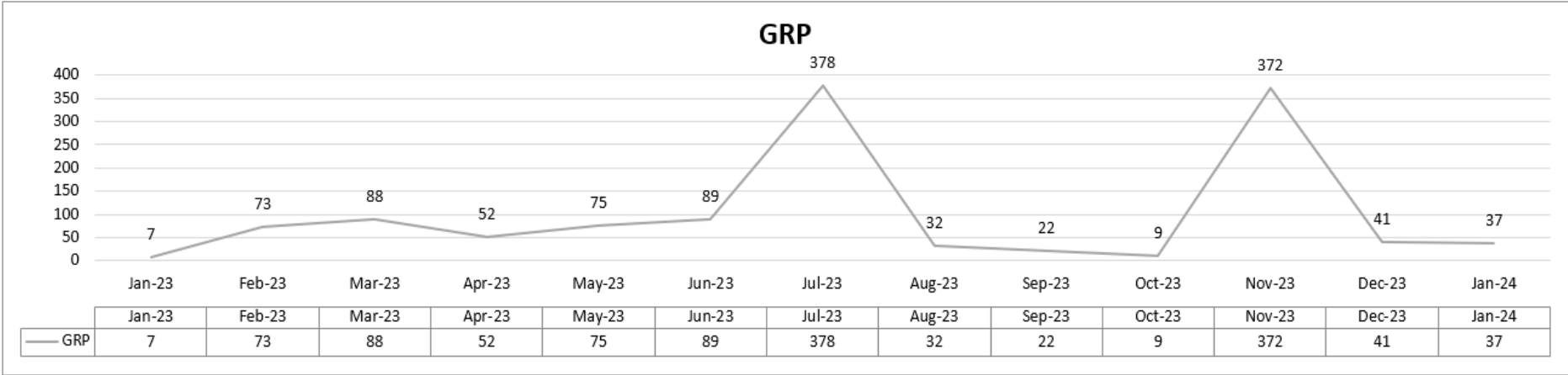
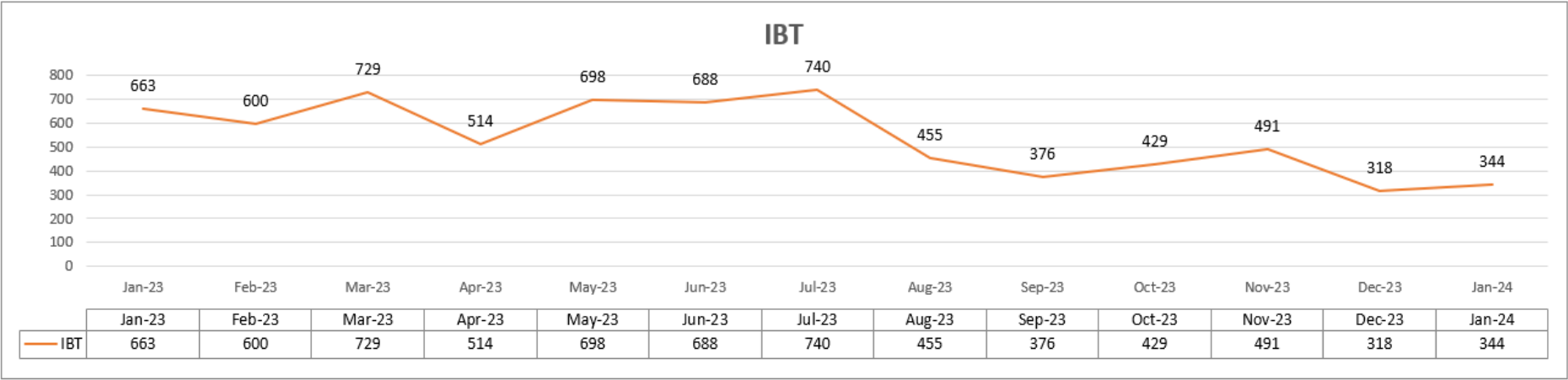
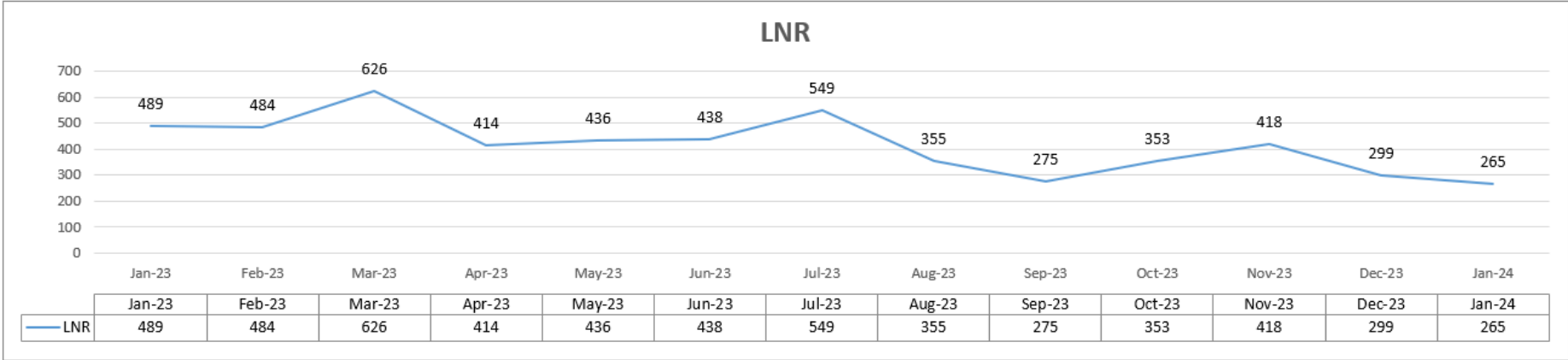
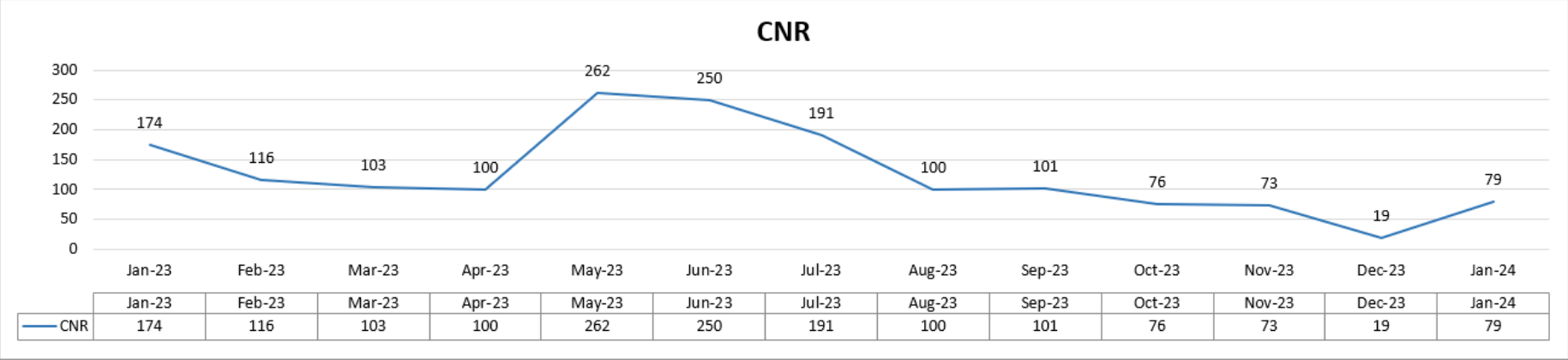
MERCADO IRAPUATO



January 2024

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	25.4	25.8	98.5	52.58	52.92	99.4	13.36	13.65	97.9
Year To Date	25.4	25.8	98.5	52.58	52.92	99.4	13.36	13.65	97.9
Running 3 Month	34.0	30.8	110.4	73.23	71.61	102.3	24.88	22.04	112.9
Running 12 Month	36.2	29.9	121.0	57.22	55.03	104.0	20.69	16.44	125.8

TENDENCIAS



VENTAS IRAPUATO



Convenios LNR 68 | Activos 40 | Productividad 59%

Convenios CNR 59 | Activos 16 | Productividad 27%

Cuentas Top

- Bimbo 40CN \$30K
- AMEX 31CN \$28K
- CTS 24CN \$20K
- Cargill 17CN \$13K
- Hospital Mac 14CN \$12K

GRUPOS

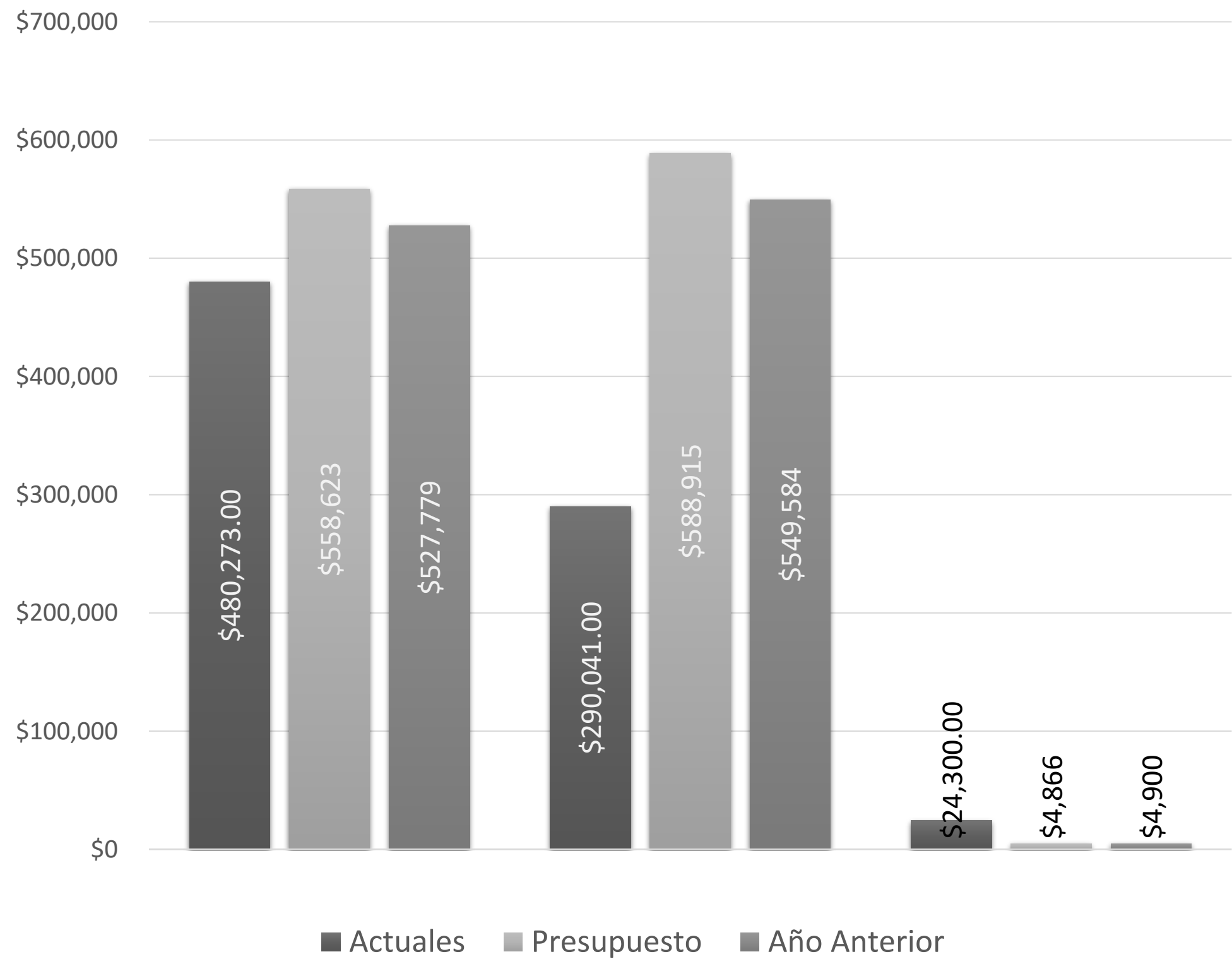
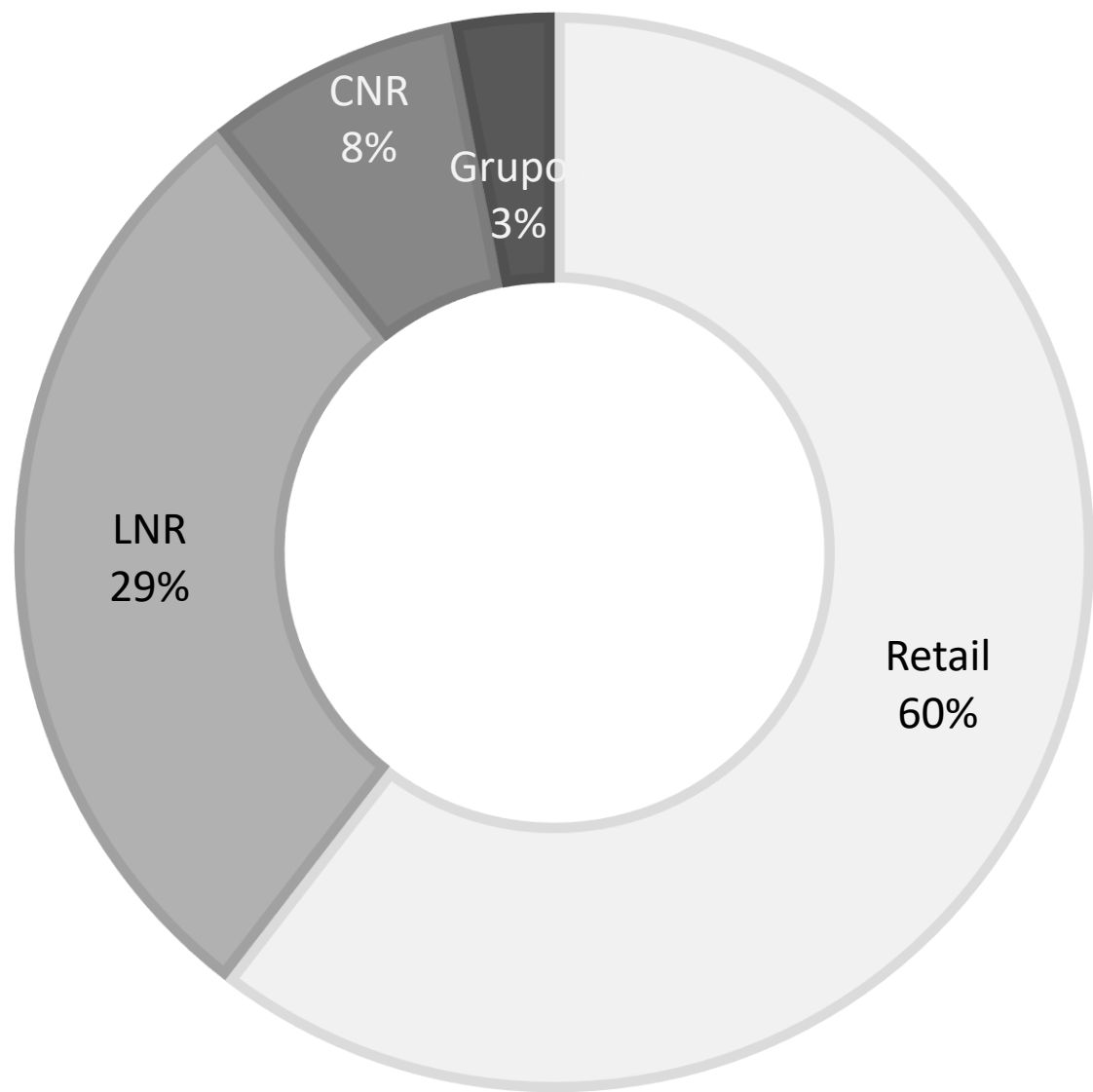
- Cristianos 23CN \$13K
- Cabalgata 8CN \$10K

CIERRE ENERO

	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$838,025	-33%	\$1,255,428	-29%	\$1,173,170
OCC	25.4%	-32%	37.6%	-28%	35.2%
ADR	\$901	1%	\$888	1%	\$895
RevPar	\$229	-31%	\$334	-27%	\$315



CONTRIBUCION POR SEGMENTO



RESULTADOS
FEBRERO
QUERETARO & IRAPUATO



GACO&BA
OPERADOR INMOBILIARIO





FEBRUARY Running 28 Days (by Day of Week)

		Sunday		Monday		Tuesday		Wednesday		Thursday		Friday		Saturday		Total	
		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg	
Occupancy	My Property	47.0%	33.3	74.5%	24.2	91.8%	12.2	96.3%	16.0	92.3%	26.4	67.5%	37.8	69.0%	36.6	76.9%	24.5
	Comp Set	28.9%	-6.4	51.6%	4.2	65.0%	-5.3	69.9%	-2.5	64.5%	-1.6	45.3%	1.5	40.7%	-16.3	52.3%	-3.6
	Index (MPI)	162.8	42.4	144.3	19.2	141.2	18.5	137.7	18.9	143.0	28.4	149.0	35.7	169.7	63.2	147.1	29.1
ADR	My Property	76.39	20.2	80.29	11.8	86.61	17.3	92.09	25.0	89.73	27.6	74.97	12.9	72.71	10.9	83.12	18.3
	Comp Set	82.26	21.0	88.78	18.6	89.47	22.7	90.09	21.3	91.01	23.3	90.56	25.9	87.27	23.8	89.08	22.5
	Index (ARI)	92.9	-0.6	90.4	-5.7	96.8	-4.3	102.2	3.0	98.6	3.5	82.8	-10.3	83.3	-10.4	93.3	-3.4
RevPAR	My Property	35.91	60.3	59.81	38.9	79.47	31.7	88.63	44.9	82.77	61.3	50.61	55.6	50.17	51.6	63.91	47.2
	Comp Set	23.75	13.3	45.83	23.6	58.12	16.2	62.99	18.3	58.70	21.3	41.02	27.8	35.49	3.7	46.56	18.1
	Index (RGI)	151.2	41.5	130.5	12.4	136.7	13.4	140.7	22.5	141.0	32.9	123.4	21.7	141.4	46.2	137.3	24.7

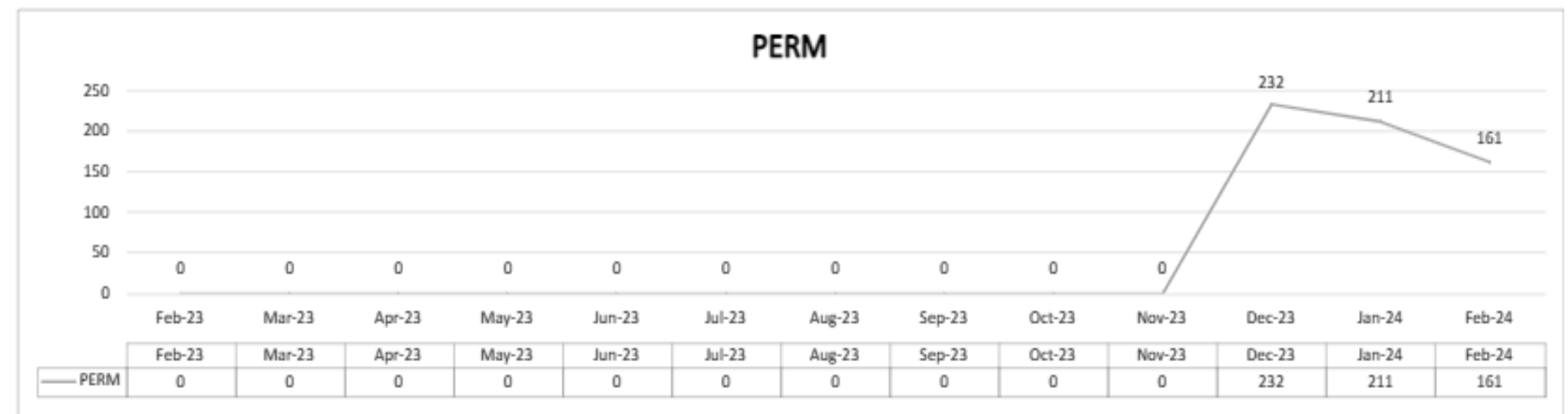
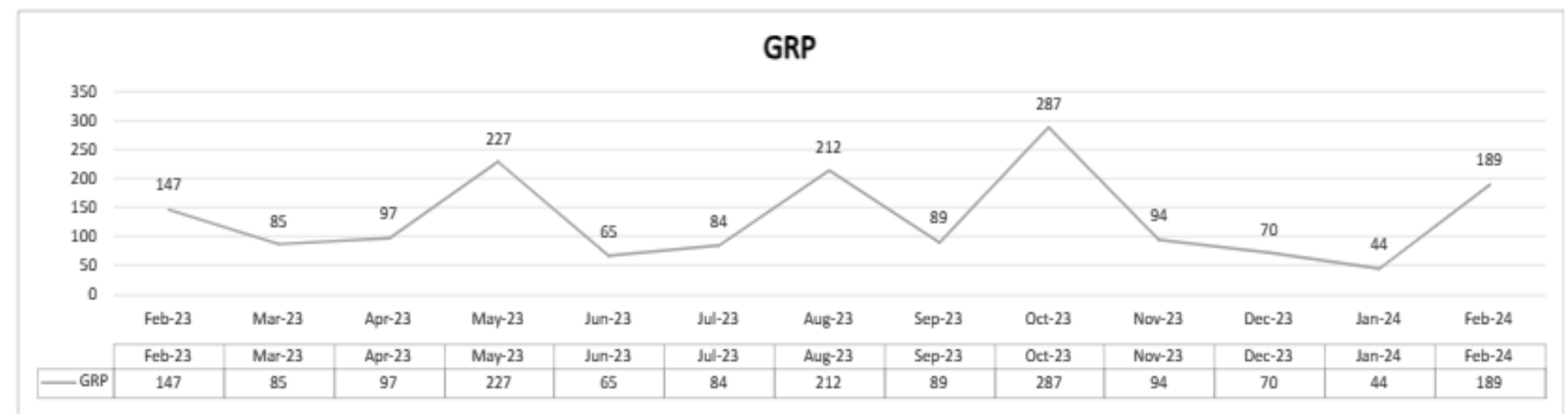
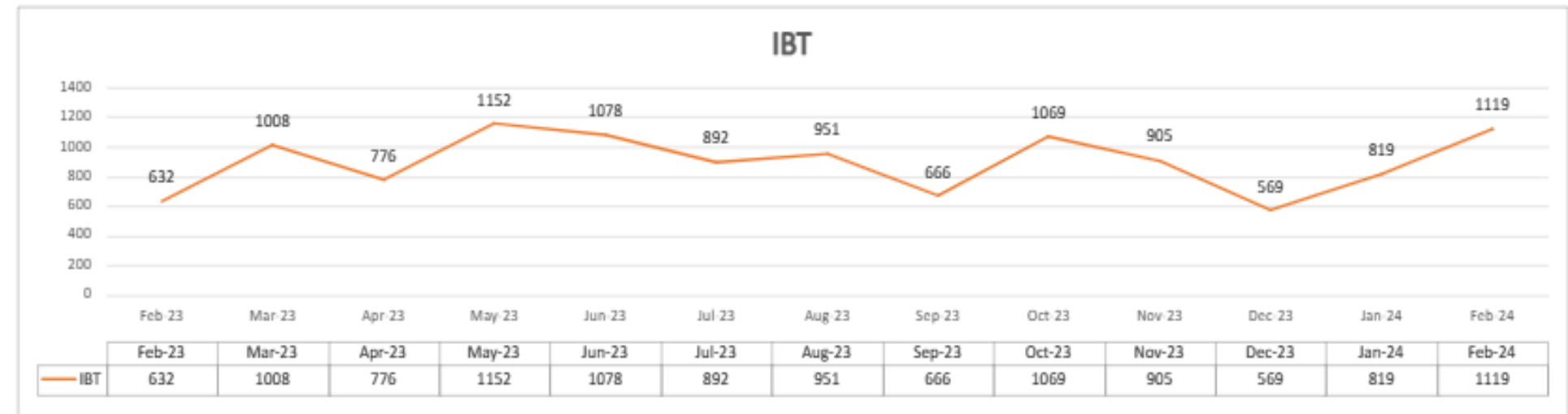
FEBRUARY Running 28 Days (by Day of Week)

		Sunday		Monday		Tuesday		Wednesday		Thursday		Friday		Saturday		Total	
		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg	
Occupancy	My Property	42.9%	12.9	65.9%	15.5	85.5%	25.1	85.3%	12.6	76.5%	9.9	50.0%	-6.4	38.7%	-15.5	63.6%	9.0
	Comp Set	22.4%	1.2	38.6%	-1.7	55.1%	-5.9	59.4%	-3.3	52.7%	0.7	33.0%	-2.1	33.5%	2.3	42.1%	-1.8
	Index (MPI)	191.6	11.6	170.8	17.4	155.3	33.0	143.6	16.5	145.0	9.0	151.7	-4.4	115.5	-17.4	151.0	11.0
ADR	My Property	71.31	11.0	76.42	15.8	83.45	19.7	81.65	14.3	78.08	16.2	75.01	15.0	71.79	9.6	78.01	15.6
	Comp Set	68.14	18.2	76.10	23.0	77.65	26.5	78.15	24.1	77.78	20.6	72.37	26.1	71.34	24.6	75.54	23.5
	Index (ARI)	104.7	-6.1	100.4	-5.8	107.5	-5.3	104.5	-7.9	100.4	-3.6	103.6	-8.8	100.6	-12.0	103.3	-6.5
RevPAR	My Property	30.59	25.3	50.39	33.7	71.38	49.8	69.64	28.8	59.71	27.7	37.50	7.6	27.80	-7.4	49.57	26.0
	Comp Set	15.26	19.6	29.38	20.9	42.77	19.0	46.41	20.0	41.02	21.5	23.85	23.5	23.92	27.4	31.80	21.3
	Index (RGI)	200.5	4.8	171.5	10.5	166.9	25.9	150.0	7.3	145.6	5.1	157.2	-12.9	116.2	-27.3	155.9	3.9

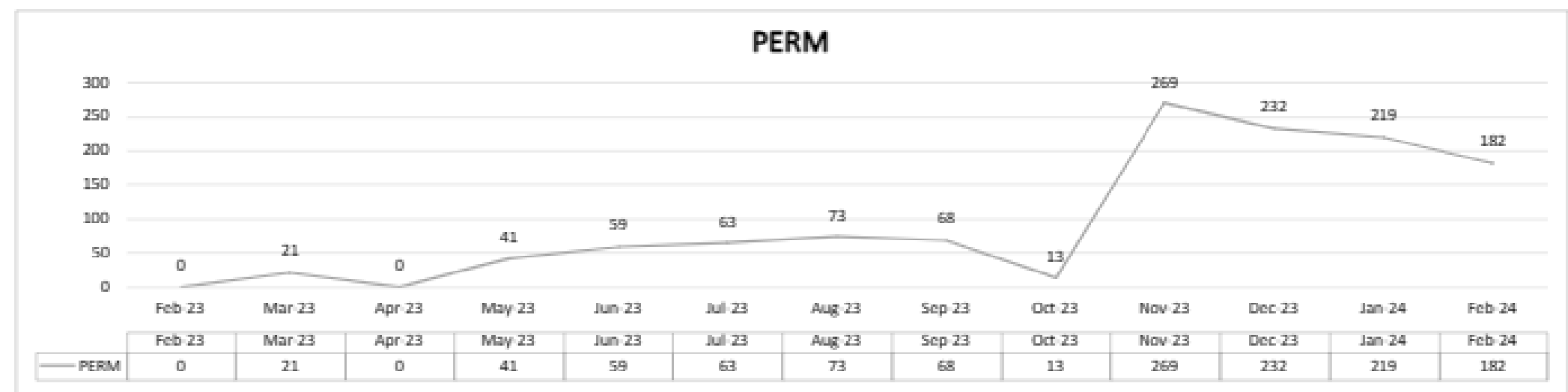
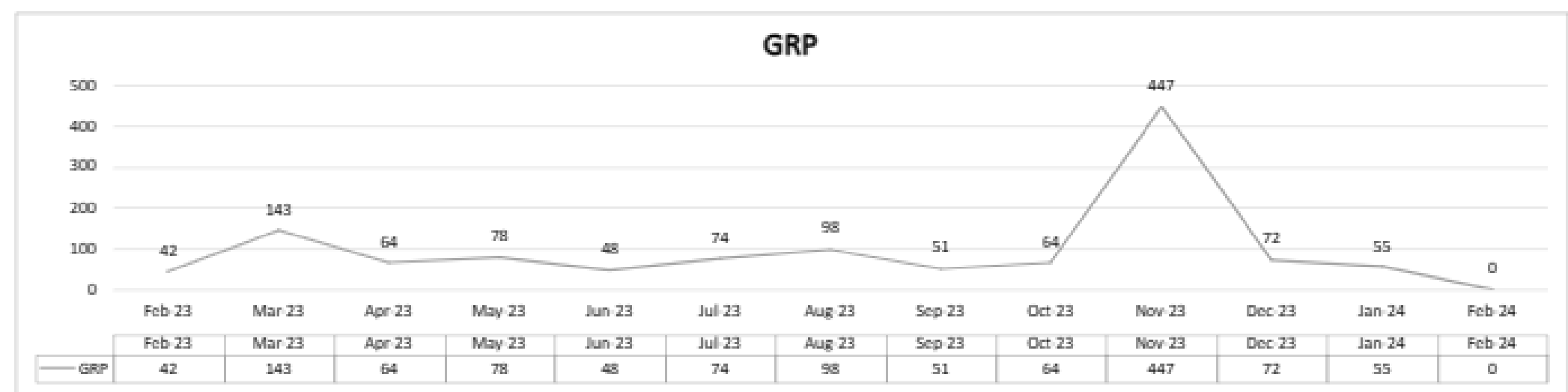
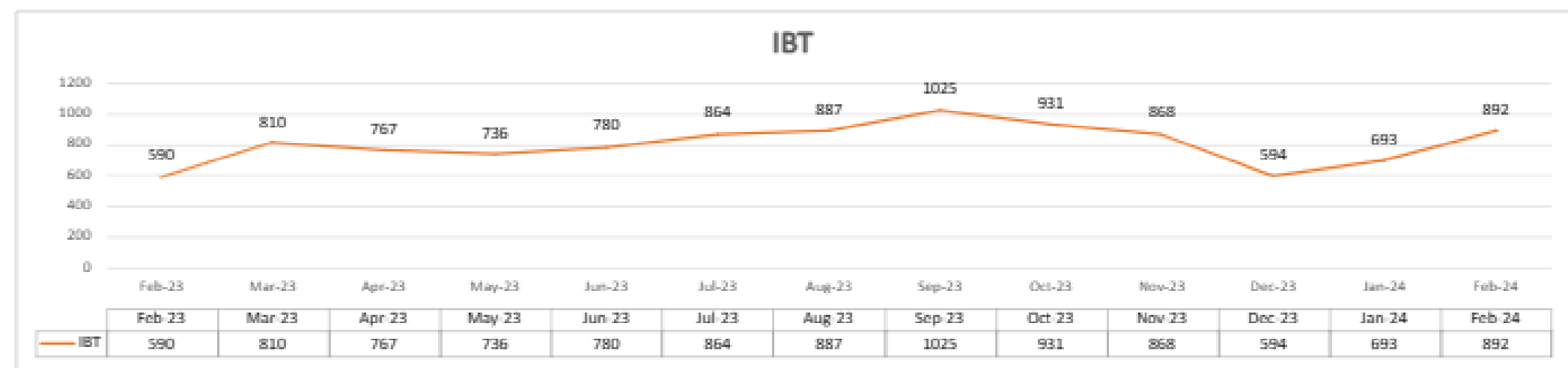
FEBRUARY Running 28 Days (by Day of Week)

		Sunday		Monday		Tuesday		Wednesday		Thursday		Friday		Saturday		Total	
		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg	
Occupancy	My Property	35.3%	-13.8	54.6%	2.4	78.4%	25.6	81.7%	13.6	77.1%	17.7	46.6%	-15.8	45.6%	-29.8	59.9%	1.2
	Comp Set	45.8%	-4.5	62.5%	8.4	77.3%	14.2	78.8%	8.6	71.8%	4.6	54.3%	-5.9	50.6%	-5.8	63.0%	3.6
	Index (MPI)	77.1	-9.8	87.5	-5.6	101.4	10.0	103.6	4.6	107.3	12.5	85.9	-10.5	90.2	-25.4	95.1	-2.3
ADR	My Property	78.87	16.7	76.82	14.9	80.26	18.0	80.91	14.1	81.71	18.7	79.01	11.7	81.61	18.5	80.09	16.2
	Comp Set	72.10	19.0	72.85	20.9	74.09	20.8	74.17	18.7	73.95	17.0	73.21	18.9	74.17	18.7	73.60	19.1
	Index (ARI)	109.4	-1.9	105.4	-4.9	108.3	-2.3	109.1	-3.9	110.5	1.5	107.9	-6.1	110.0	-0.2	108.8	-2.5
RevPAR	My Property	27.85	0.6	41.97	17.7	62.88	48.2	66.10	29.7	62.97	39.7	36.86	-6.0	37.23	-16.8	47.98	17.5
	Comp Set	33.02	13.7	45.52	31.1	57.26	38.0	58.47	29.0	53.11	22.4	39.75	11.9	37.50	11.8	46.38	23.4
	Index (RGI)	84.3	-11.5	92.2	-10.2	109.8	7.4	113.0	0.5	118.6	14.2	92.7	-16.0	99.3	-25.6	103.5	-4.8

Tendencias

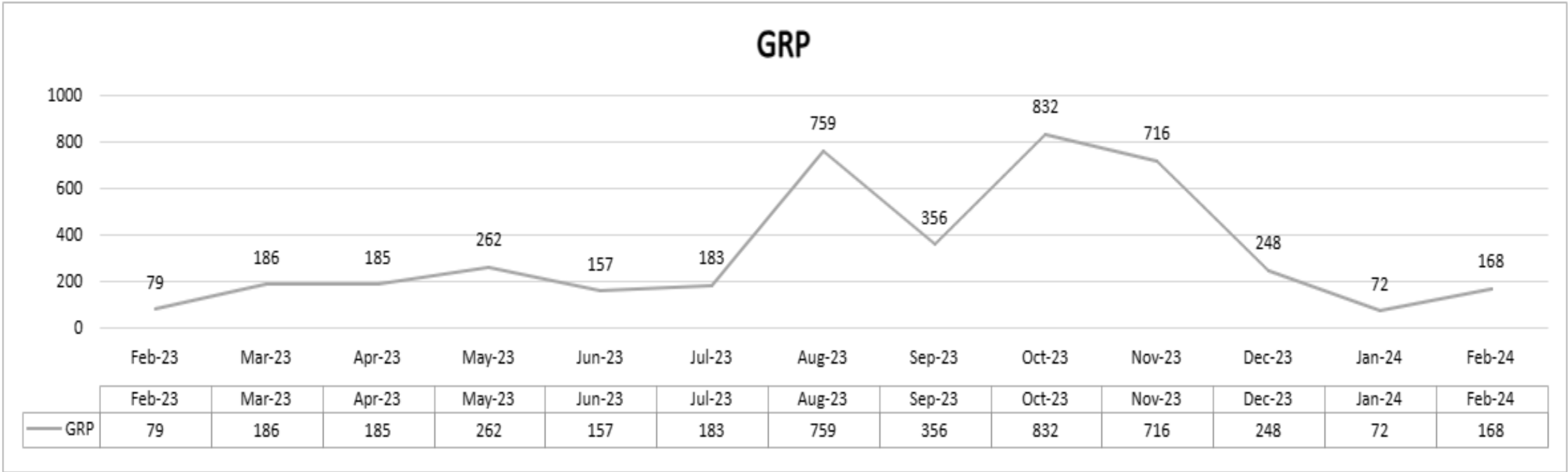
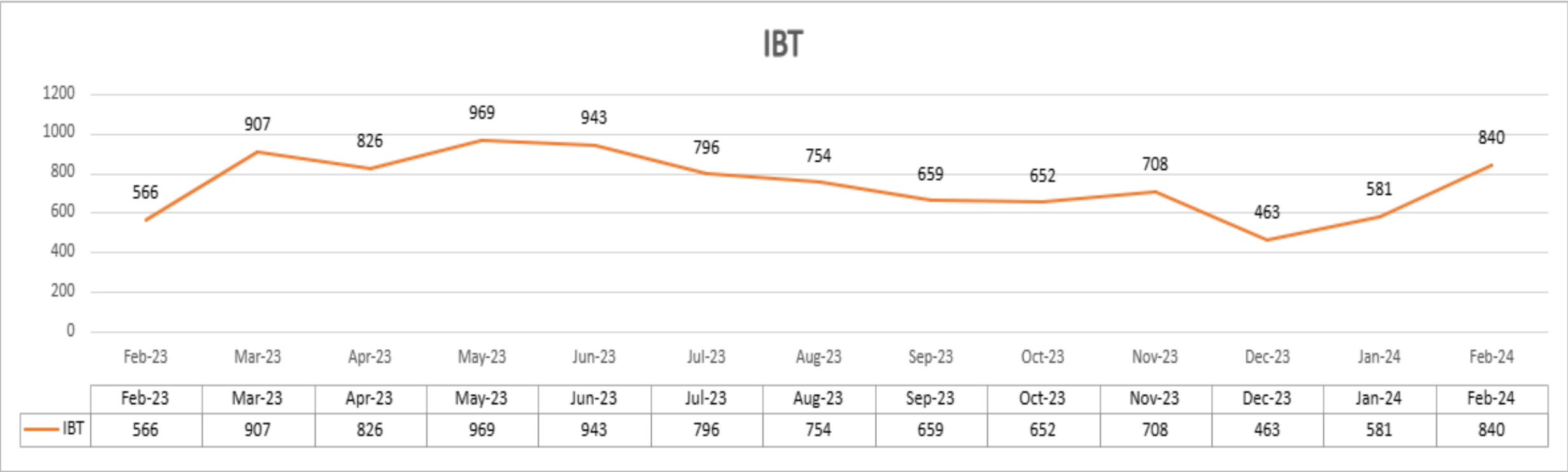


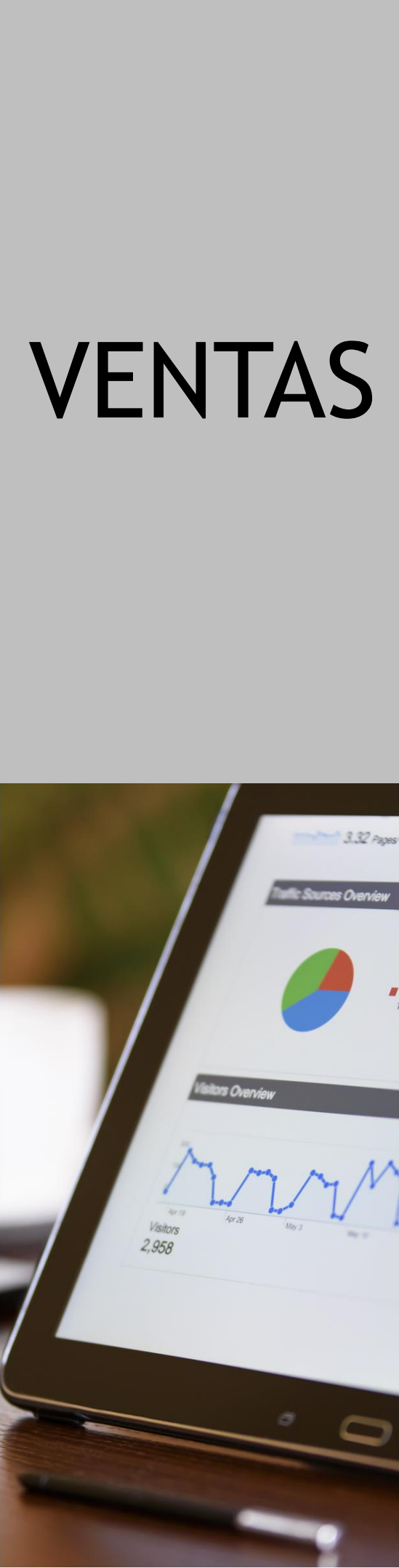
Tendencias



Tendencias

HOMewood
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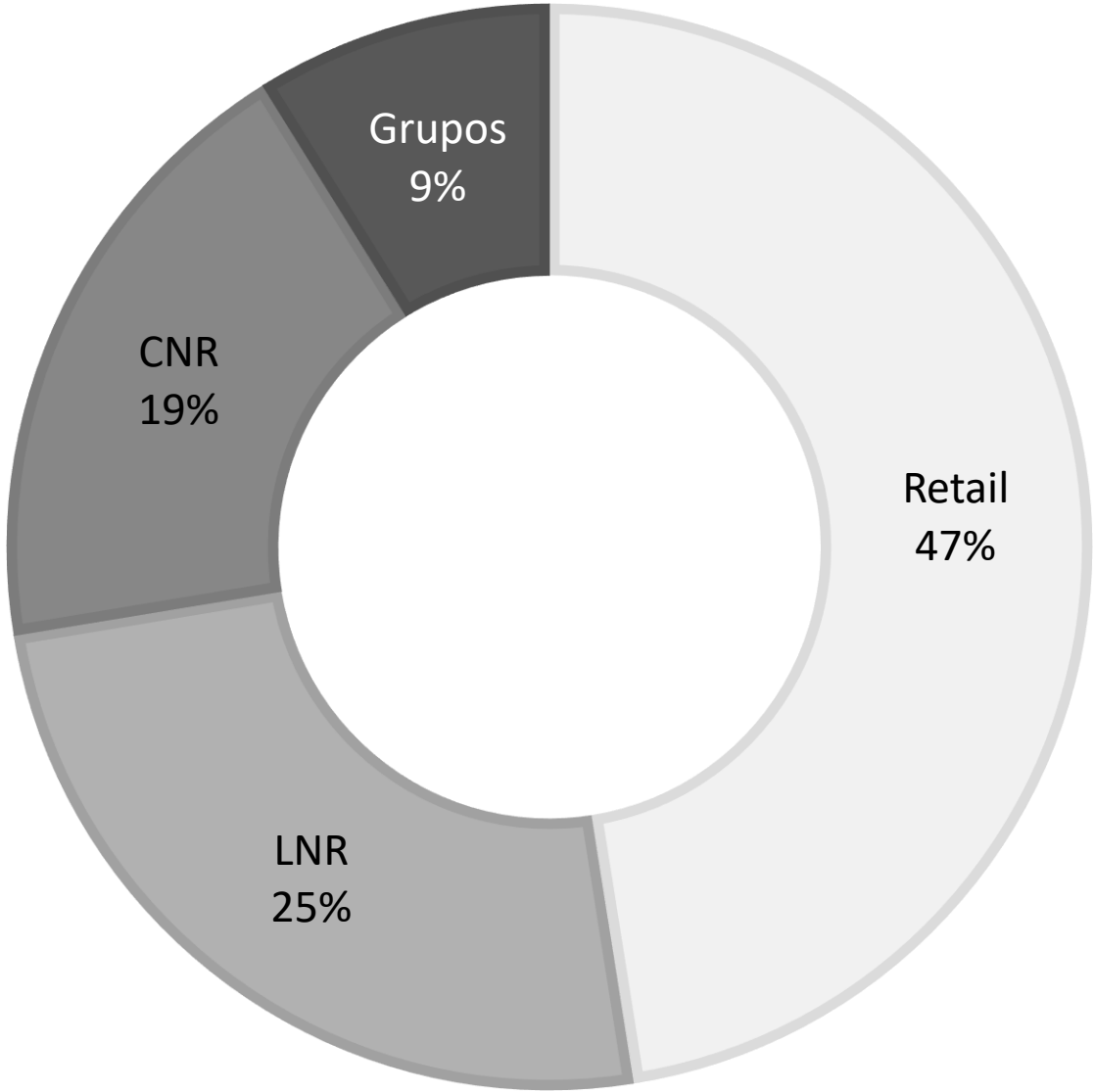
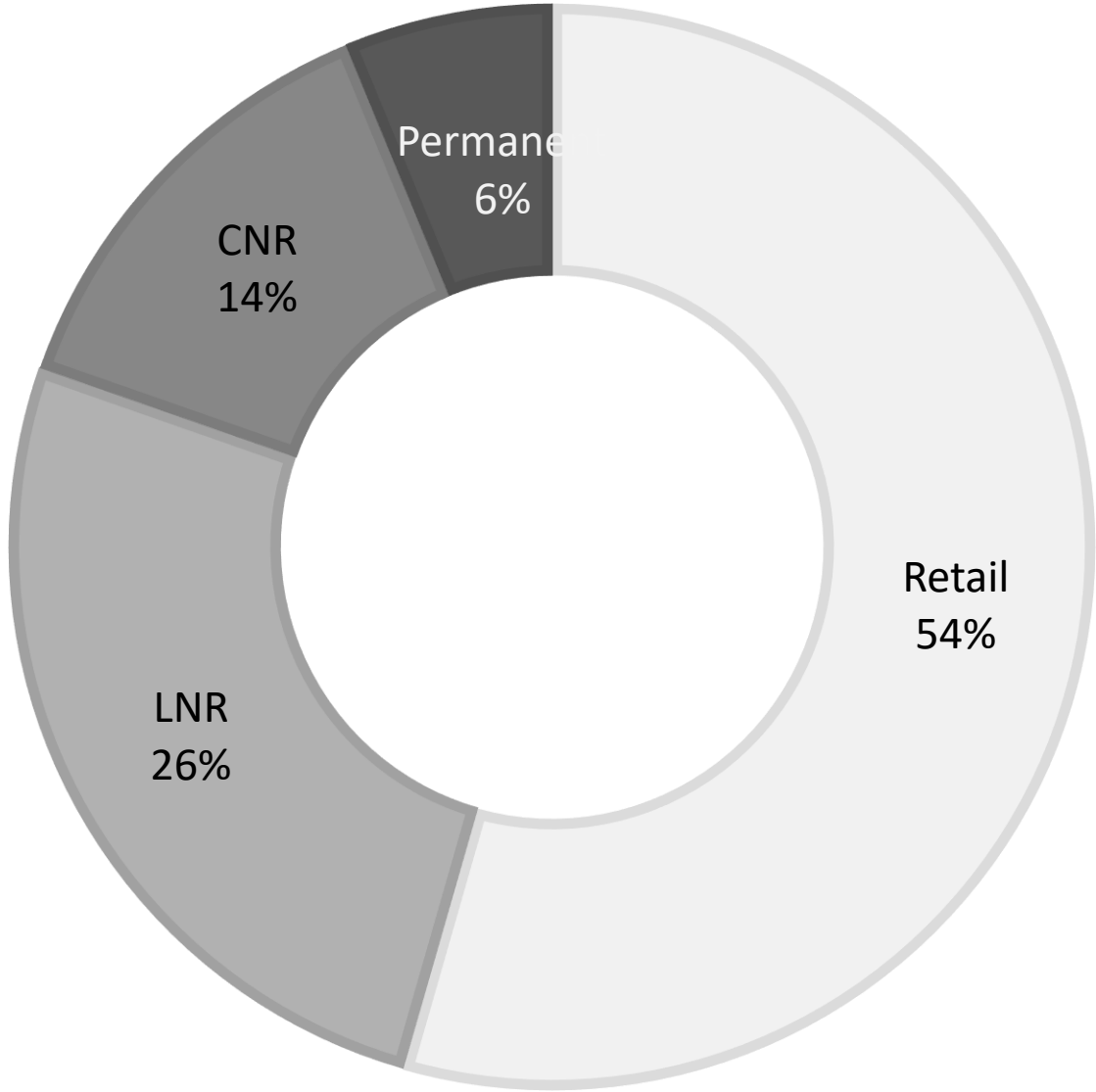
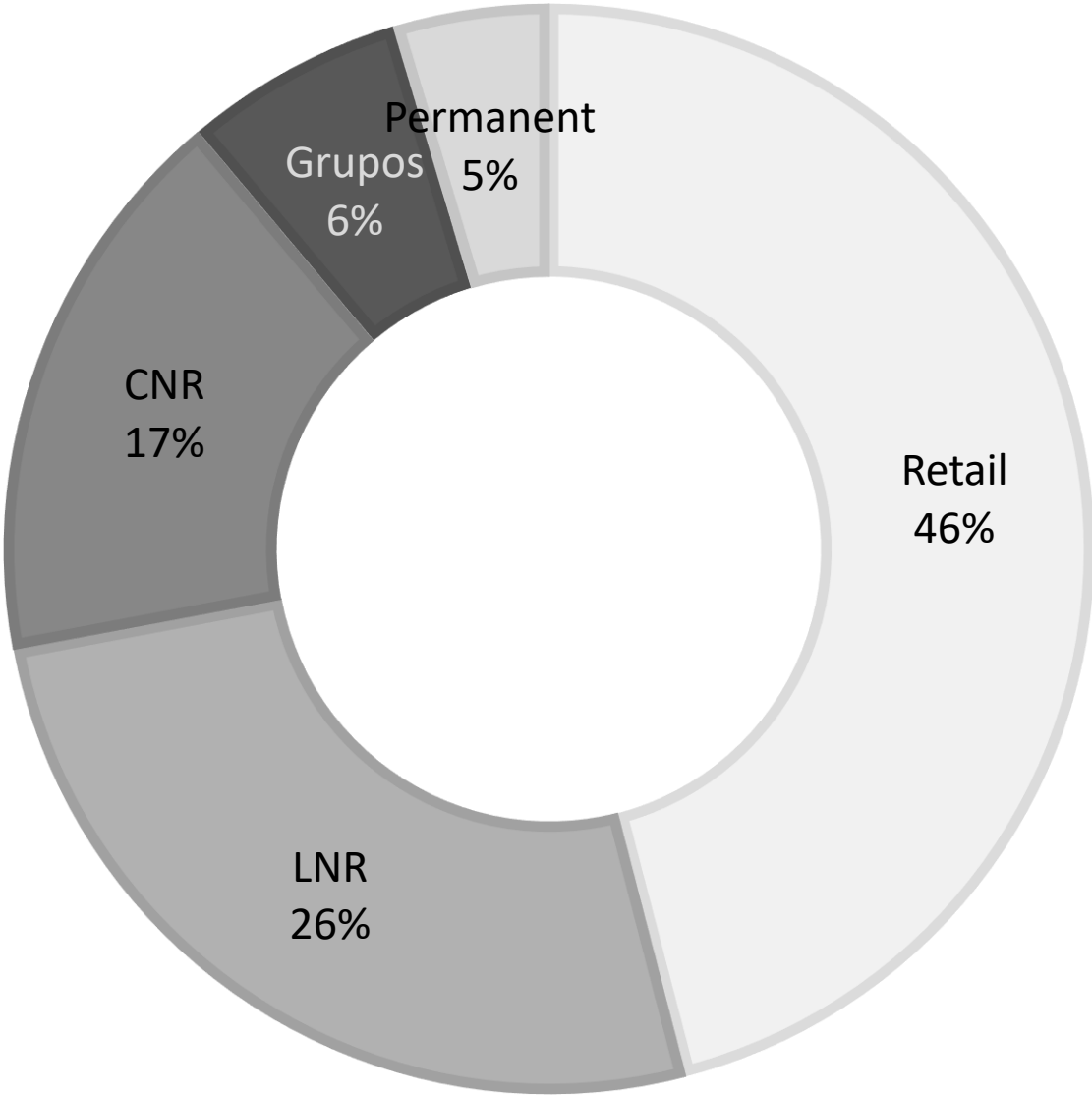
Convenios LNR 98 | Activos 46 | Productividad 47%
Convenios CNR 77 | Activos 52 | Productividad 68%

Convenios LNR 96 | Activos 96 | Productividad 44%
Convenios CNR 59 | Activos 64 | Productividad 58%

Convenios LNR 86 | Activos 40 | Productividad 44%
Convenios CNR 63 | Activos 26 | Productividad 41%

Cuentas Top			Cuentas Top			Cuentas Top		
• Pia	156CN	\$192K	• Ilpea	144CN	\$143K	• Lear	118CN	\$105K
• VB Global Group	148CN	\$181K	• Adient	99CN	\$86K	• HEB	83CN	\$108K
• ZF	119CN	\$141K	• Mubea	85CN	\$71K	• Operadora GA	72CN	\$82K
• Givaudan	52CN	\$56K	• Nidec	49CN	\$50K	• YASKAWA	39CN	\$44K
• Yokohama	49CN	\$51K	• BCD	41CN	\$48K	• GE	34CN	\$42K
GRUPOS 159CN \$72K			GRUPOS	55CN	\$70K	GRUPOS 168CN \$207K		
TRIPULACION 211CN \$191K			TRIPULACION	219CN	\$186K			
BANQUETES \$76K			BANQUETES		\$ 20K			

CONTRIBUCION POR SEGMENTO FEBRERO



CIERRE FEBRERO



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$3,175,374	21%	\$2,624,977	46%	\$2,168,289
OCC	77.0%	17%	65.6%	29%	59.9%
ADR	\$1,422	3%	\$1,380	10%	\$1,292
RevPar	\$1,095	21%	\$905	41%	\$774



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$2,506,207	7%	\$2,342,369	22%	\$2,055,318
OCC	63.5%	4%	61.3%	9%	58.2%
ADR	\$1,335	3%	\$1,291	8%	\$1,236
RevPar	\$847	7%	\$792	18%	\$720



	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$2,362,643	6%	\$2,219,688	20%	\$1,973,093
OCC	61.5%	5%	58.5%	8%	56.7%
ADR	\$1,366	1%	\$1,349	7%	\$1,281
RevPar	\$840	6%	\$789	16%	\$726

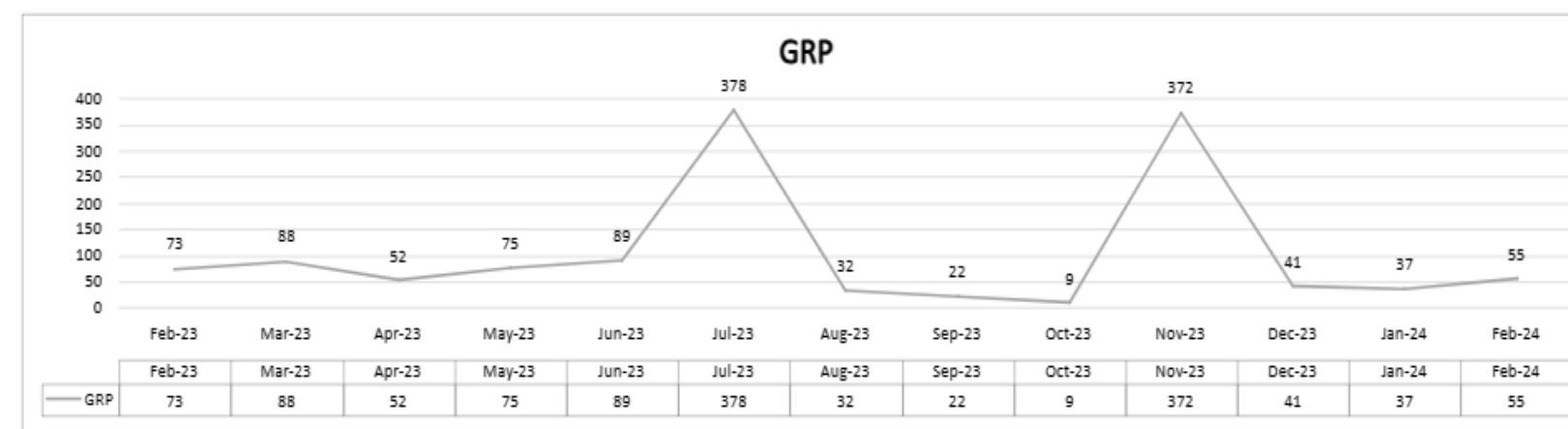
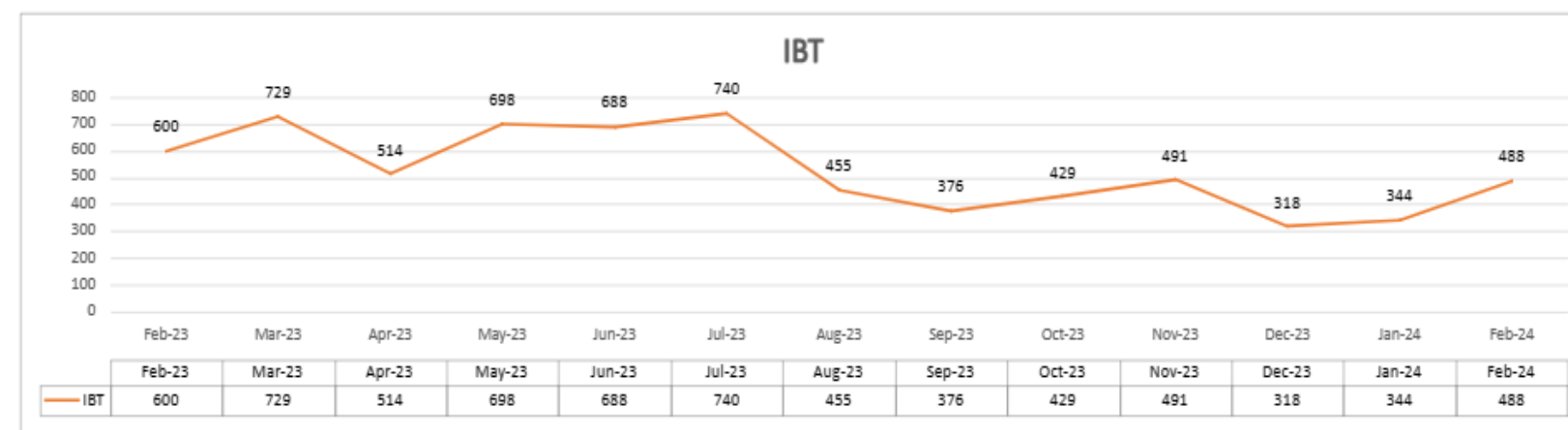
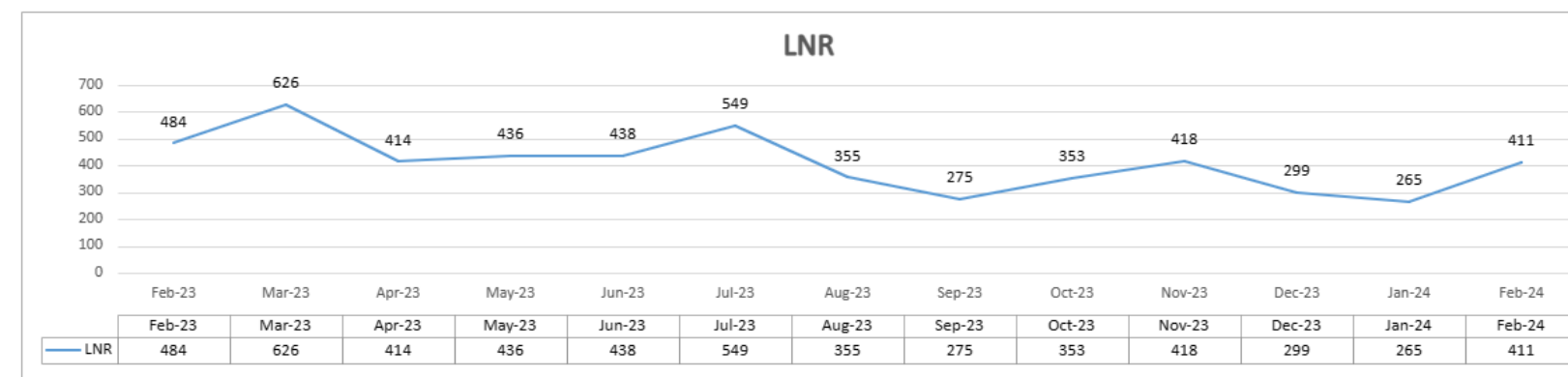
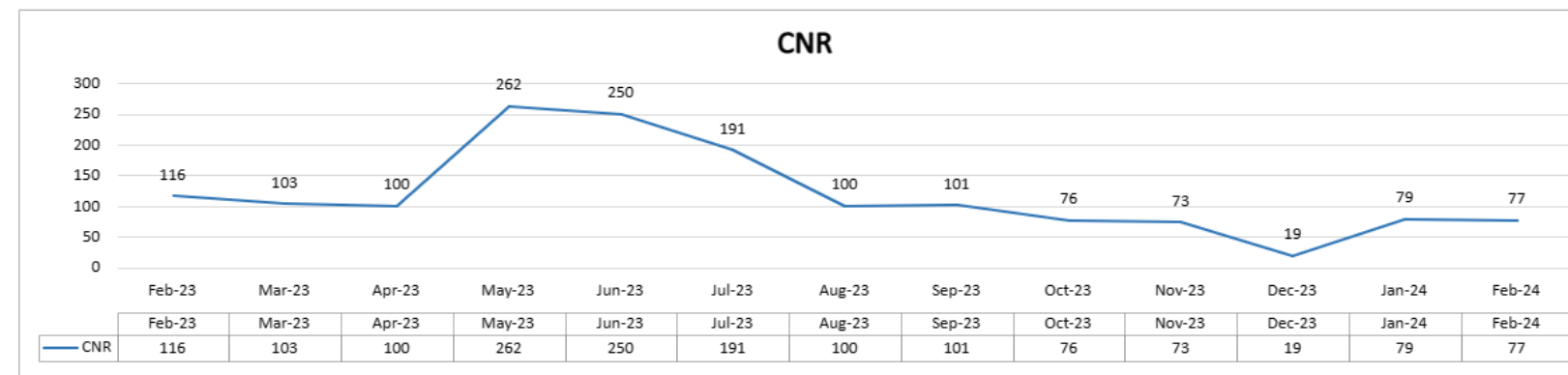
MERCADO IRAPUATO



FEBRUARY Running 28 Days (by Day of Week)

		Sunday		Monday		Tuesday		Wednesday		Thursday		Friday		Saturday		Total	
		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg	
Occupancy	My Property	19.2%	3.6	26.8%	-22.1	40.6%	-15.7	34.6%	-38.0	41.3%	-16.7	22.1%	-32.7	21.7%	-28.1	29.5%	-23.4
	Comp Set	19.8%	0.1	29.5%	14.4	37.0%	25.7	40.4%	12.4	35.2%	-5.6	22.9%	-32.3	21.8%	-33.7	29.5%	-3.9
	Index (MPI)	97.2	3.5	90.8	-31.9	109.7	-33.0	85.7	-44.9	117.2	-11.7	96.5	-0.5	99.4	8.4	99.8	-20.4
ADR	My Property	55.80	21.4	58.09	16.9	56.11	11.6	55.97	11.1	54.72	8.9	53.22	8.5	54.35	12.2	55.54	12.0
	Comp Set	52.48	18.8	57.08	30.8	58.96	33.1	58.97	34.2	58.77	31.5	55.56	23.1	55.31	23.3	57.28	28.9
	Index (ARI)	106.3	2.2	101.8	-10.7	95.2	-16.2	94.9	-17.2	93.1	-17.2	95.8	-11.9	98.3	-9.0	97.0	-13.1
RevPAR	My Property	10.71	25.7	15.56	-8.9	22.80	-6.0	19.37	-31.1	22.60	-9.3	11.76	-26.9	11.77	-19.4	16.37	-14.2
	Comp Set	10.36	18.9	16.84	49.6	21.84	67.3	23.80	50.8	20.70	24.1	12.73	-16.6	12.04	-18.3	16.90	23.9
	Index (RGI)	103.3	5.8	92.4	-39.1	104.4	-43.8	81.4	-54.4	109.1	-26.9	92.4	-12.4	97.7	-1.3	96.8	-30.8

TENDENCIAS



VENTAS IRAPUATO



Convenios LNR 68 | Activos 39 | Productividad 61%

Convenios CNR 59 | Activos 36 | Productividad 61%

Cuentas Top

- AMEX 56CN \$53K
- Villatours 30CN \$25K
- Industrias MYR 20CN \$18K
- Hospital Mac 20CN \$17K
- Lala 15CN \$13K

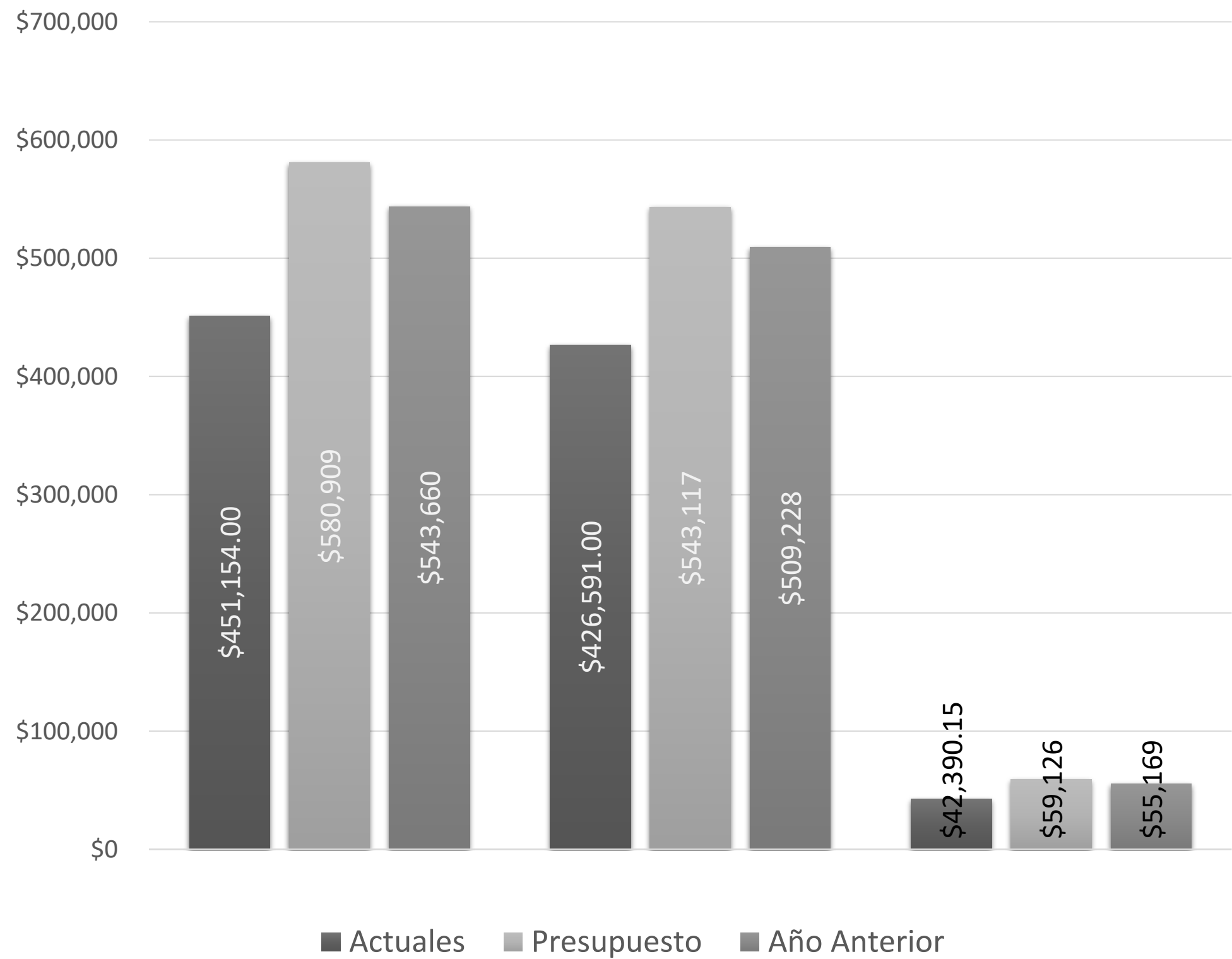
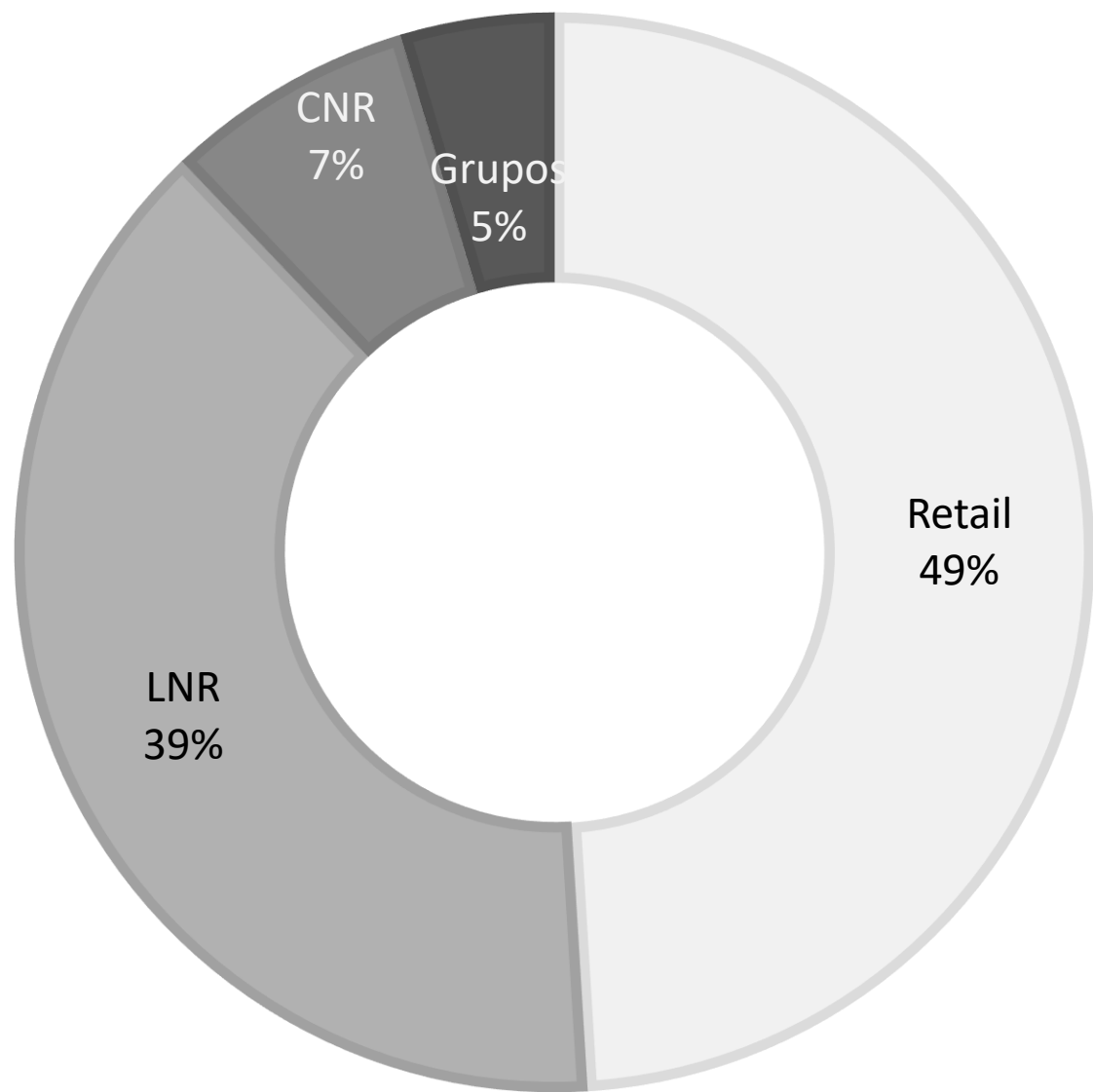
GRUPOS 54CN \$31K

CIERRE FEBRERO

	ACTUAL	%	BUDGET	%	LY
ROOM REV	\$923,697	-20%	\$1,160,172	-17%	\$1,110,206
OCC	29.9%	-25%	40.0%	-23%	38.9%
ADR	\$952	7%	\$892	5%	\$909
RevPar	\$284	-20%	\$357	-20%	\$354



CONTRIBUCION POR SEGMENTO





Acciones

- Expansión Eaton
- Expansión Aptar
- Expansión bimbo
- Expansión Castle Metals
- Inversión Amazon
 - Grupo Mess
 - Volaris
- Blitz
- Parque industrial Balvanera
- Finsa Bernardo Quintana
- ***Programado: PIQ

FORECAST MARZO 2024



	FORECAST	%	BUDGET	%	LY
ROOM REV	\$3,015,065	0%	\$3,014,443	4%	\$2,901,666
OCC	68.3%	-3%	70.5%	1%	67.8%
ADR	\$1,424	3%	\$1,378	5%	\$1,353
RevPar	\$973	0%	\$972	6%	\$918



	FORECAST	%	BUDGET	%	LY
ROOM REV	\$2,628,352	-6%	\$2,785,371	7%	\$2,461,006
OCC	64.2%	-8%	69.4%	0%	63.9%
ADR	\$1,295	2%	\$1,268	6%	\$1,217
RevPar	\$831	-6%	\$881	7%	\$778

FORECAST MARZO 2024



	FORECAST	%	BUDGET	%	LY
ROOM REV	\$2,725,734	-7%	\$2,930,389	4%	\$2,623,917
OCC	64.2%	-13%	73.7%	-8%	69.9%
ADR	\$1,413	7%	\$1,322	13%	\$1,248
RevPar	\$906	-7%	\$975	4%	\$873



	FORECAST	%	BUDGET	%	LY
ROOM REV	\$1,057,191	-26%	\$1,433,374	-21%	\$1,338,852
OCC	32.2%	-28%	44.8%	-22%	41.4%
ADR	\$946	3%	\$921	1%	\$932
RevPar	\$304	-26%	\$413	-21%	\$386



¡Gracias!

