

## TO THE *COMISIÓN NACIONAL DEL MERCADO DE VALORES*

In compliance with the provisions of Article 227 of the Securities Market Act, approved by Royal Legislative Decree 4/2015, of 23 October, and its complementary regulations, Minor Hotels Europe & Americas, S.A. (hereinafter, “MHEA” or the “Company”) hereby notifies the National Securities Market Commission (*Comisión Nacional del Mercado de Valores*)

### OTHER RELEVANT INFORMATION

The Board of Directors that was held today has approved the financial information and the results related to the 3Q 2024.

The Company encloses Results Presentation and Press Release.

Madrid, November 11<sup>th</sup>, 2024

Carlos Ulecia  
General Counsel

PRESS RELEASE

## Minor Hotels Europe & Americas Delivers Strategic Growth with 52% Increase in Net Recurring Profit, Reaching EUR 141 Million Year-to-Date

Revenues increase 10.9% to EUR 1,789 million year-to-date

Enhanced ADR growth of 6.2% and a 1.1 percentage point rise in occupancy

Recurring EBITDA expands by 11.3% to EUR 498 million in first nine months of 2024

**November 11th, 2024:** Minor Hotels Europe & Americas announces exceptional financial performance for the first nine months of 2024, posting EUR 1,789 million in revenue, a 10.9% growth over the same period in 2023. This robust increase highlights the company's strategic emphasis on revenue optimization and operational efficiencies.

A pivotal driver of growth, Average Daily Rate (ADR) rose 6.2% year-over-year to EUR 146, with Spain and Central Europe leading performance gains across the portfolio. Revenue Per Available Room (RevPAR) increased by 8% to EUR 101, underscoring Minor Hotels' focused pricing strategy and enhanced demand in high-growth regions.

### Strategic Initiatives Fuel EBITDA and Profit Growth

Minor Hotels Europe & Americas recorded a recurring EBITDA increase of 11.3% to EUR 498 million for the year-to-date. Excluding the impact of IFRS 16, EBITDA rose by a remarkable 20% to EUR 296 million, a direct result of disciplined cost management and strategic focus on ADR expansion to counterbalance inflation.

This performance translated into a significant 52% growth in recurring net profit, totaling EUR 141 million. Including non-recurring gains, total net profit increased by 46.3% to EUR 146 million, as the company effectively capitalized on growth opportunities and operational efficiencies.

### Third Quarter Results Reinforce Strategic Momentum

The third quarter continued this upward trend with revenues of EUR 644 million, a 10% increase over Q3 2023, driven by a 7.3% rise in ADR to EUR 152. This ADR uplift accounted for 83% of RevPAR growth, with Spain and Central Europe demonstrating particularly strong performance.

MINOR HOTELS EUROPE & AMERICAS  
C/Santa Engracia 120, 7ª, 28003, Madrid, Spain



Occupancy for Q3 reached 72.3%, surpassing pre-pandemic levels in Southern Europe. Quarterly recurring EBITDA rose by 11.2% to EUR 200 million, achieved through a focused 35% conversion rate, enhanced ADR strategy, and disciplined cost control, yielding a 38.1% rise in Q3 recurring net profit to EUR 75 million.

## Strengthened Balance Sheet and Strategic Debt Management

As of September 30, 2024, Minor Hotels Europe & Americas reported net financial debt of EUR 313 million, primarily reflecting a strategic EUR 160 million investment in Minor Brazil Hotels, accounting for 80% of the total acquisition price. Excluding this acquisition, net debt would have decreased by EUR 109 million, underscoring strong organic cash flow generation despite EUR 117 million in strategic capital expenditures.

Liquidity remains robust at EUR 461 million, supported by EUR 153 million in cash and EUR 308 million in available credit lines. The company's strong financial foundation was recognized with credit rating upgrades, as Moody's elevated Minor Hotels Europe & Americas' rating to Ba3 and Fitch upgraded to BB- this year, both with stable outlooks, reflecting solid earnings performance and strengthened financial indicators.

## Regional Growth and Strategic Revenue Gains

Between January and September 2024, Minor Hotels saw broad-based regional gains. Spain recorded a 75% occupancy rate and an 11% ADR increase, while Italy and Benelux regions demonstrated steady revenue growth. Central Europe showed an 8% revenue increase, supported by the UEFA Euro 2024 Football Championship, and Latin America, though challenged by economic factors in Argentina, achieved a 3% ADR increase.

## About Minor Hotels:

Minor Hotels is a global hotel group operating more than 550 hotels, resorts, and residences in 56 countries, pursuing a vision of creating a more passionate and interconnected world. As a hotel owner, operator and investor, Minor Hotels caters to the needs and desires of today's global travellers through its diverse portfolio of eight hotel brands (Anantara, Avani, Elewana Collection, NH, NH Collection, nhow, Oaks and Tivoli) and a portfolio of related businesses. Minor Hotels is rapidly accelerating its global growth ambitions, aiming to add more than 200 hotels by the end of 2026.

Minor Hotels is a member of the [Global Hotel Alliance \(GHA\)](#), the world's largest alliance of independent hotel brands, and participates in the [GHA DISCOVERY](#) loyalty programme.

For more information, please visit [minorhotels.com](https://minorhotels.com) and connect with Minor Hotels on [Facebook](#) and [LinkedIn](#).

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C/Santa Engracia 120, 7ª, 28003, Madrid, Spain



# 9M 2024 RESULTS PRESENTATION

11<sup>th</sup> of November 2024

MINOR  
HOTELS

EUROPE & AMERICAS



Antantara Palais Hansen Vienna Hotel

MINOR  
HOTELS

ANANTARA  
HOTELS & RESORTS

AVANI  
Hotels & Resorts

elewana  
COLLECTION

OAKS  
HOTELS • RESORTS • SUITES

NH  
HOTELS &  
RESORTS

NH COLLECTION  
HOTELS & RESORTS

nhow  
HOTELS & RESORTS

TIVOLI  
HOTELS & RESORTS

# Message from the CEO

**“Healthy operating trend continued during the third quarter** as business and leisure demand remained strong, allowing ADR to contribute 78% of the RevPAR growth in the first nine months while occupancy continued approaching to 2019 levels. With all this, **RevPAR reached €101 in the first nine months** representing an increase of +8% vs 9M 2023 (€93).

**Revenues of €644m surpassed Q3 2023 by +10.0%** explained by the solid ADR evolution in all regions reaching €152 (+7% vs Q3 2023) and 72% occupancy rate (+1.0 p.p.). Q3 LFL occupancy -0.7 p.p. below 2019 level (southern European countries +2 p.p.).

The robust demand allowed to reach **revenues of €1,789m in the first nine months, an increase of 10.9%** compared to the same period of 2023. Additionally, operating cost discipline allows **Reported EBITDA to increase by +€51m reaching €498m**. Excluding IFRS 16 accounting impact, EBITDA in 9M was €296m, an increase of +€49m vs 9M 2023 with a 1 p.p. higher margin. Net Recurring Profit in the first nine months was €141m implying an increase of €48m or +52% compared to 2023.

**Net Financial Debt reached €313m as of 30<sup>th</sup> September**, an increase of +€49m in the first nine months, explained by the €160m net first disbursement (80% of €212m Purchase Price minus consolidated cash €9.6m) of Minor Brazil Hotels acquisition (20% second tranche before 19th September 2025). Excluding Brazil acquisition, Net Financial Debt would have decreased by €109m in the first nine months due to strong organic cash flow generation and despite ordinary capex invested in the period (€117m).

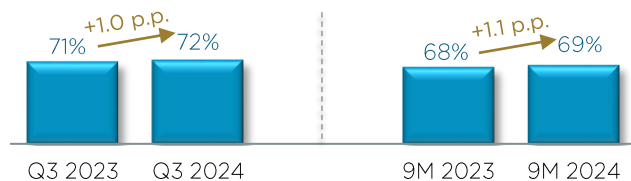
**Liquidity continued strong with €461m as of 30<sup>th</sup> September**, being €153m cash and €308m available credit lines. On October 1<sup>st</sup>, **Moody’s upgraded to ‘Ba3’ from ‘B1’ the Corporate Rating** with stable outlook due to ongoing robust performance, sustained improvement in the financial metrics and good liquidity. After the upgrade of both Rating Agencies during 2024, Corporate Rating of MHE&A stands +1 notch above that of 2019.

After a record year in 2023, the supportive dynamics of the business together with high operating efficiency allow to continue delivering record results in 2024.”

# Solid trend continues in Q3

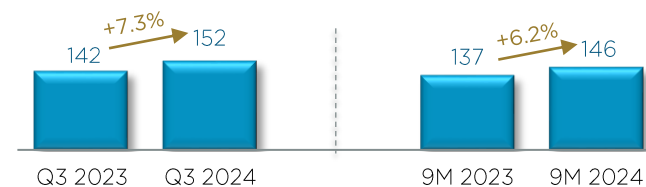
## Occupancy (%)

- Q3: 72.3% (+1.0 p.p. vs Q3 2023). Compared to 2019, LFL occupancy is 0.7 p.p. lower
- 9M: 69.0% in the first nine months (+1.1 p.p. above 2023) but still -1 p.p. below LFL 2019



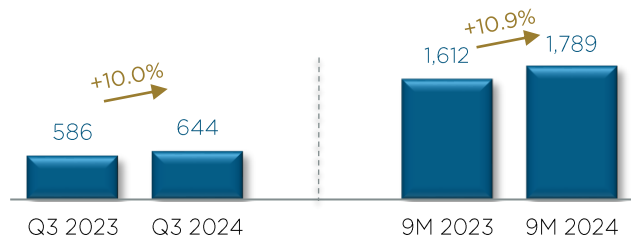
## ADR (€)

- Q3: €152 in the quarter, +7.3% vs Q3 2023 (€142)
- 9M: €146 growing +6.2% vs 9M 2023 (€137)



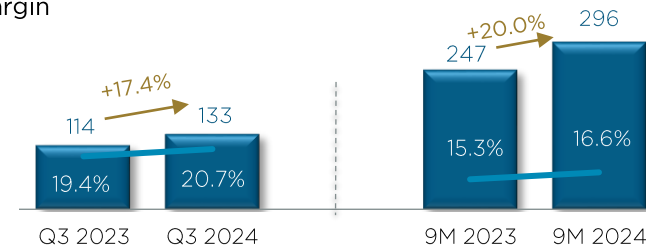
## Revenues (€m)

- Q3: +€59m or +10.0% vs Q3 2023 reaching €644m
- 9M: €1,789m, an increase of +€176m or +10.9% vs 9M 2023



## Recurring EBITDA<sup>(1)</sup> (€m; excluding IFRS 16) and % margin

- Q3: cost discipline allowed to reach €133m, +€20m or 17.4% vs Q3 2023 with a flow through ratio of 34%
- 9M: €296m, +€49m or 20.0% vs 9M 2023 with a 1 p.p. higher margin



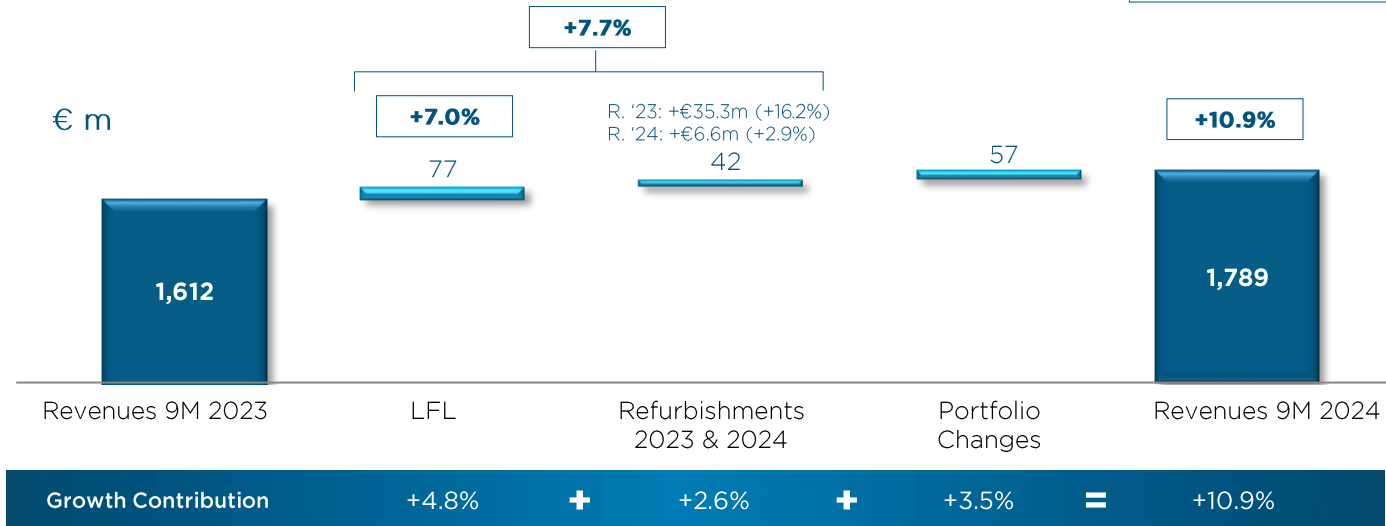
<sup>(1)</sup> Recurring EBITDA excludes capital gains from asset disposals, IFRS 16 and rent linearization accounting impacts

# Both leisure and business demand fueling revenue growth

- Total Revenue reached €1,789m** compared to €1,612m reported in 9M 2023 implying growth of +€176m or +10.9%
- Revenue Like for Like (“LFL”): +7.0% or +€77m
  - Growth across all geographies, being more relevant in Spain (+€37m) and Central Europe (+€21m) compared to Benelux (+€9m), Italy (+€4m) and LatAm (+€3m)
- Perimeter changes contributed with +€57m: mainly from NHC Frankfurt Spin Tower, Anantara Plaza Nice, Tivoli Lagos, Anantara Vilamoura, NH Marina Portimao, Anantara Palais Hansen Vienna, Tivoli Portopiccolo and NHC Helsinki Grand Hansa

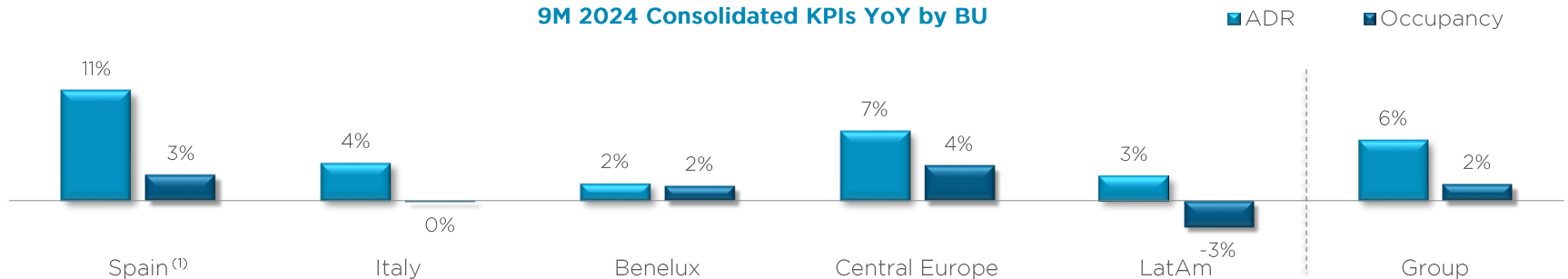
Revenue Split	Var. 9M 2024
Available Rooms	+1.8%
RevPAR	+8.0%
Room Revenue	+10.7%
Other Hotel Revenue	+11.8%
<b>Total Hotel Revenue</b>	<b>+11.0%</b>
Other Revenue*	+€0.8m
<b>Total Revenue</b>	<b>+10.9%</b>

\* Capex Payroll Capitalization + Subsidies + Other



# RevPAR growth boosted by strong ADR and occupancy improvement

- Consolidated RevPAR in 9M grew +8.0% reaching €101 (€93 in 9M 2023). On a LFL basis RevPAR grew by +6.7%**
  - ADR: contributed with 78% of RevPAR growth reaching €146 in 9M, implying an increase of 6% vs 9M 2023 (€137)
  - Occupancy: reached 69% in 9M, +1.1 p.p. vs 68% in 9M 2023. Compared to 2019, LFL occupancy is -0.9 p.p. lower
- By region: ADR growth in all regions and occupancy improvement in Central Europe, Spain and Benelux**
  - Spain: 75% occupancy rate in 9M (+2 p.p. vs 9M 2023) and ADR grew +11% reaching €152
  - Italy: occupancy was 68% in 9M (flat vs 9M 2023) and ADR expanded +4% up to €192
  - Benelux: 67% occupancy rate in 9M (+1 p.p. vs 9M 2023) and ADR increased +2% reaching €160
  - Central Europe: occupancy was 67% in 9M (+2 p.p. vs 9M 2023) and ADR increased +7% up to €123
  - LatAm: occupancy reached 64% in 9M (-2 p.p. vs 9M 2023, mainly due to Argentina) and ADR grew +3% reaching €83

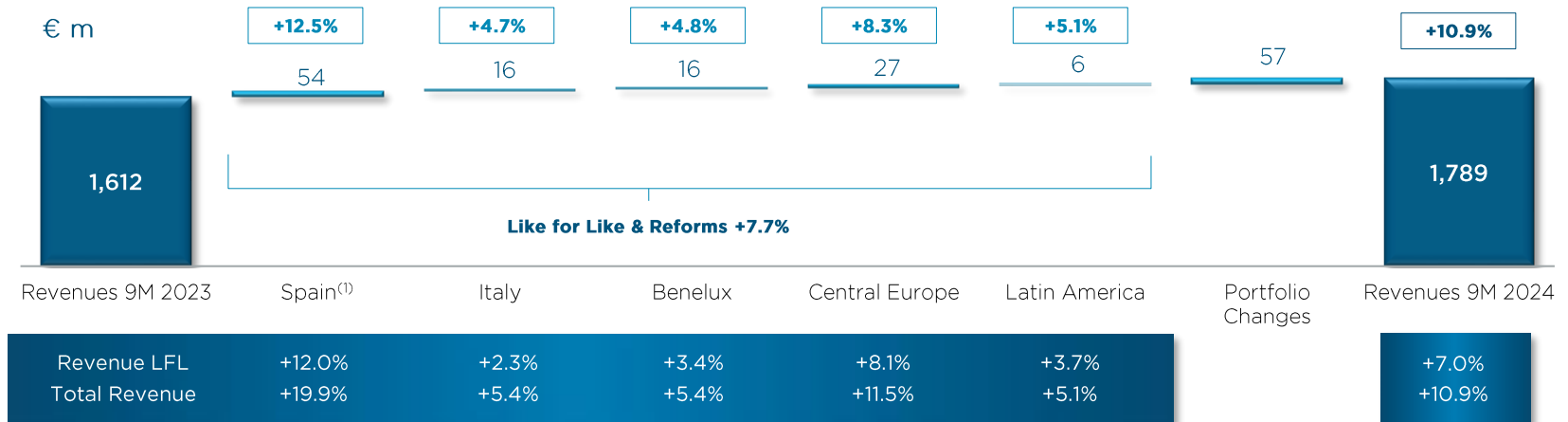


<sup>(1)</sup> Includes France and Portugal



# Higher growth in Spain and Central Europe

- Spain:** LFL revenues increased by +12% compared to 9M 2023. Very solid performance in all regions, being Madrid the city with the highest growth
- Italy:** compared to 9M 2023, LFL revenues increased by +2%. Higher growth in Venice and secondary cities and lower progress in Milan and Rome (strong performance in 2023)
- Benelux:** LFL revenues increased by +3% compared to 9M 2023. Higher growth in conference centers hotels, secondary cities and Brussels compared to Amsterdam (stable vs 2023)
- Central Europe:** compared to 9M 2023, LFL revenues increased by +8%. Strong evolution both in key and secondary cities (UEFA Euro 2024 from mid-June)
- LatAm:** with real exchange rates LFL revenues in the region grew by +4% compared to 9M 2023. Higher growth in Mexico and Colombia compared to other countries. Revenue decreased in Argentina mainly due to lower occupancy



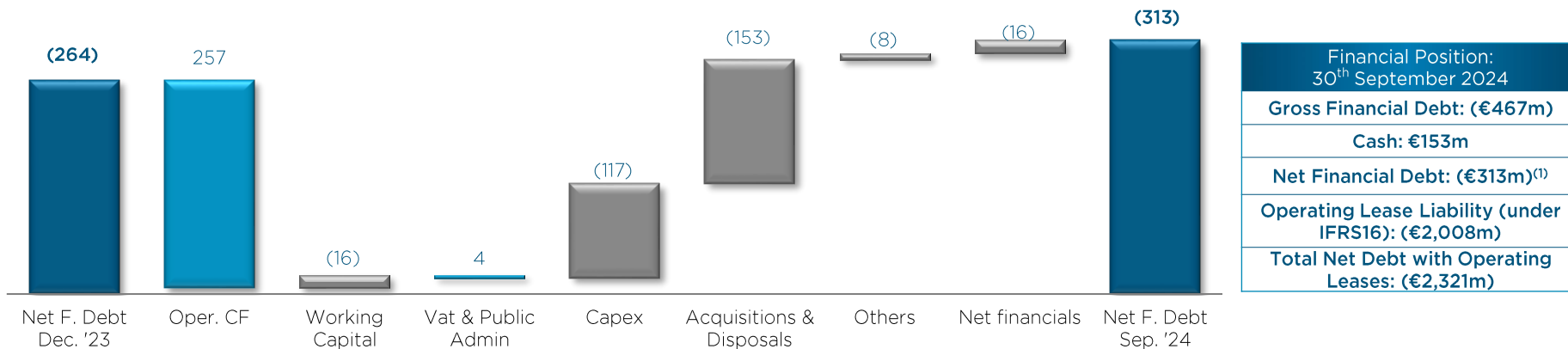
<sup>(1)</sup>Includes France and Portugal

# Healthy EBITDA and Net Profit growth in the first nine months

€ million Reported Figures	9M 2024	9M 2023	VAR. Reported	
	€m	€m	€m	%
<b>TOTAL REVENUES</b>	<b>1,788.8</b>	<b>1,612.4</b>	<b>176.4</b>	<b>10.9%</b>
Staff Cost	(581.9)	(510.0)	(71.8)	14.1%
Operating expenses	(539.6)	(489.4)	(50.2)	10.3%
<b>GROSS OPERATING PROFIT</b>	<b>667.4</b>	<b>613.0</b>	<b>54.4</b>	<b>8.9%</b>
Lease payments and property taxes	(169.3)	(165.5)	(3.8)	2.3%
<b>RECURRING EBITDA</b>	<b>498.1</b>	<b>447.5</b>	<b>50.6</b>	<b>11.3%</b>
Margin % of Revenues	27.8%	27.8%	-	0.1 p.p.
Depreciation	(83.7)	(79.6)	(4.1)	5.1%
Depreciation IFRS 16	(142.8)	(139.4)	(3.3)	2.4%
<b>EBIT</b>	<b>271.7</b>	<b>228.5</b>	<b>43.1</b>	<b>18.9%</b>
Net Interest expense	(15.6)	(16.1)	0.4	-2.7%
IFRS 16 Financial Expenses	(67.9)	(64.1)	(3.7)	5.8%
Income from minority equity interest	0.7	0.8	(0.1)	-11.5%
<b>EBT</b>	<b>188.9</b>	<b>149.2</b>	<b>39.7</b>	<b>26.6%</b>
Corporate income tax	(43.9)	(53.0)	9.1	-17.2%
<b>NET PROFIT BEFORE MINORITIES</b>	<b>145.0</b>	<b>96.2</b>	<b>48.8</b>	<b>50.7%</b>
Minorities interests	(3.9)	(3.2)	(0.7)	22.9%
<b>NET RECURRING PROFIT</b>	<b>141.1</b>	<b>93.0</b>	<b>48.1</b>	<b>51.7%</b>
Non-Recurring EBITDA	10.4	4.3	6.1	140.5%
Other Non-Recurring items	(5.7)	2.3	(8.0)	N/A
<b>NET PROFIT INCLUDING NON-RECURRING</b>	<b>145.8</b>	<b>99.6</b>	<b>46.2</b>	<b>46.3%</b>

- Revenue** reached €1,788.8m, implying +€176.4m or +10.9% vs. 9M 2023
- Payroll cost increased +14.1% and Operating expenses +10.3%** despite operating cost discipline to contain inflationary pressure, CLAs increases and 2023 subsidies (€7m). Additionally, perimeter changes contributed with 28% and 39% of the respective increase. GOP or EBITDAR reached €667m (+9% vs 2023)
- Reported lease payments and property taxes** grew by €3.8m mainly due to perimeter changes (new entries)
- Reported EBITDA improved by +€50.6m reaching €498.1m.** Excluding IFRS 16, Recurring EBITDA reached €296.5m, an increase of +€49.4m or +20.0% supported by the ADR strategy and strict cost control
- Net Interest Expense:** decreased by €0.4m. Savings from lower gross financial debt (ICO Covid Loan and NY Loan fully repaid) are partially offset by exchange results currency impact (-€3.1m)
- Taxes:** Corporate Income Tax of -€43.9m, a decrease of €9.1m vs. 9M 2023 mainly explained by positive adjustments related to the application of non-activated credits in Spain and Italy, tax loss in Argentina (hyperinflation impact in deposits), Mexico currency devaluation and adjustments related to FY2023
- Net Recurring Profit reached €141.1m,** implying an increase of +€48.1m compared to €93.0m in 9M 2023
- Non-Recurring Items:** reached €4.6m mainly explained by the compensation exit of 2 leased hotels and the disposal of a non-core asset
- Total Net Profit amounted to €145.8m** compared to €99.6m in 9M 2023

# Excluding Brazil acquisition, organic cash flow generation allows Net Financial Debt to decrease by €109m despite ordinary capex



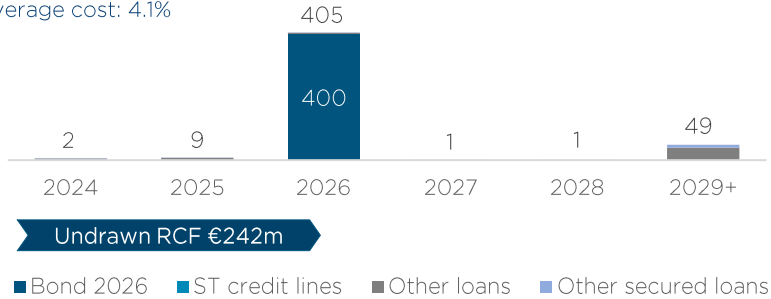
- **(+) Operating Cash Flow:** +€257.0m, including -€22.4m of credit card expenses and corporate income tax of -€41.1m
- **(-) Working Capital:** -€15.7m, mainly explained by the sustained reactivation of the B2B segment and shorter payment terms in F&B suppliers
- **(+) VAT & Public Admin.:** +€4.0m, explained by the positive phasing effect of VAT and other local taxes
- **(-) Capex payments:** -€117.2m paid in 9M 2024
- **(-) Acquisitions & Disposals:** -€153.0m, mainly Brazil net disbursement €160m (80% of €212m Purchase Price minus consolidated cash €9.6m), partially offset by non-core asset disposal and the termination of two leased contracts
- **(-) Others:** -€7.8m, includes mainly accrued labor compensation items from previous years and legal payments
- **(-) Net Financials:** -€16.5m mainly from interest expenses and financial income from cash remuneration

<sup>(1)</sup> NFD excluding accounting adjustments for arrangement expenses €4.4m, accrued interest (€4.7m) and IFRS 9 adjustment (€0.0m). Including these accounting adjustments, the Adj. NFD would be (€325m) at 30<sup>th</sup> September 2024 and (€267m) at 31<sup>st</sup> December 2023

# Rating upgrade driven by deleverage and cash flow generation

## Debt Maturity Profile 30 September 2024: Gross debt (€467m)

Average tenor<sup>(1)</sup>: 1.9 years  
Average cost: 4.1%



## Liquidity as of 30<sup>th</sup> September 2024:

- Cash: **€153m**
- Available credit lines: **€308m**
  - €242m RCF (fully available)
  - €66m of bilateral credit lines

**Available liquidity  
€461m**

## Rating

Rating	NH	2026 Bond	Outlook
Fitch	BB-	BB+	Stable
Moody's	Ba3	Ba2	Stable

## Fitch Ratings

- In April 2024, Fitch **upgraded to 'BB-' from 'B' the corporate rating with stable outlook**, implying a two-notch upgrade, reflecting the performance reported in 2023, strong deleveraging and cash flow generation
- The rating action also takes into account the business recovery momentum and the improvement in the consolidated credit profile of Minor International

## MOODY'S

- In October 2024, Moody's **upgraded to 'Ba3' from 'B1' with a stable outlook the corporate rating** due to the ongoing robust performance, sustained improvement in financial metrics and good liquidity
- MHEA has a significant pool of fully owned unencumbered assets which increases financial flexibility

<sup>(1)</sup> Excludes subordinated debt (2028+)

# Annex

- Q3 Revenue
  - Per Perimeter
  - Per B.U.
- Q3 RevPAR
- Q3 P&L

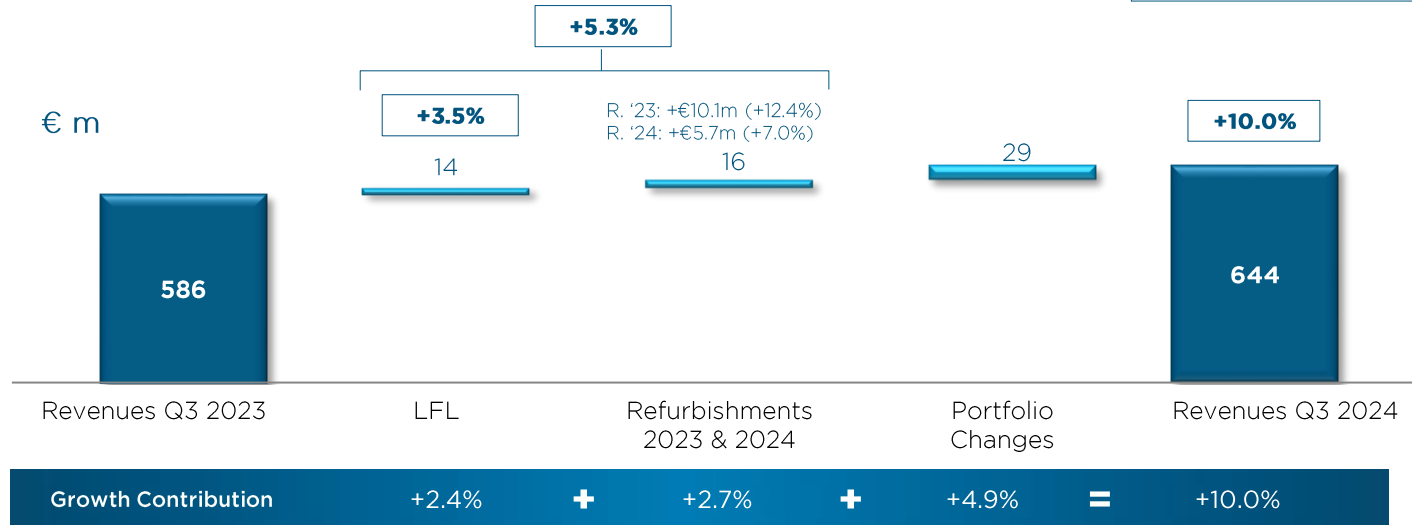


# Growth trend continued in Q3 as demand remained strong

- Total Revenue reached €644m** compared to €586m reported in Q3 2023 implying growth of +€59m or +10.0%
  - Revenue Like for Like (“LFL”): +3.5% or +€14m
    - Growth across all geographies, being more relevant in Spain (+€10m) and Central Europe (+€6m) compared to Benelux (+€1m), Italy (-€1m) and LatAm (-€2m)
  - Perimeter changes contributed with +€29m: mainly from NHC Frankfurt Spin Tower, Anantara Plaza Nice, Tivoli Lagos, Anantara Vilamoura, NH Marina Portimao, Anantara Palais Hansen Vienna, Tivoli Portopiccolo and NHC Helsinki Grand Hansa

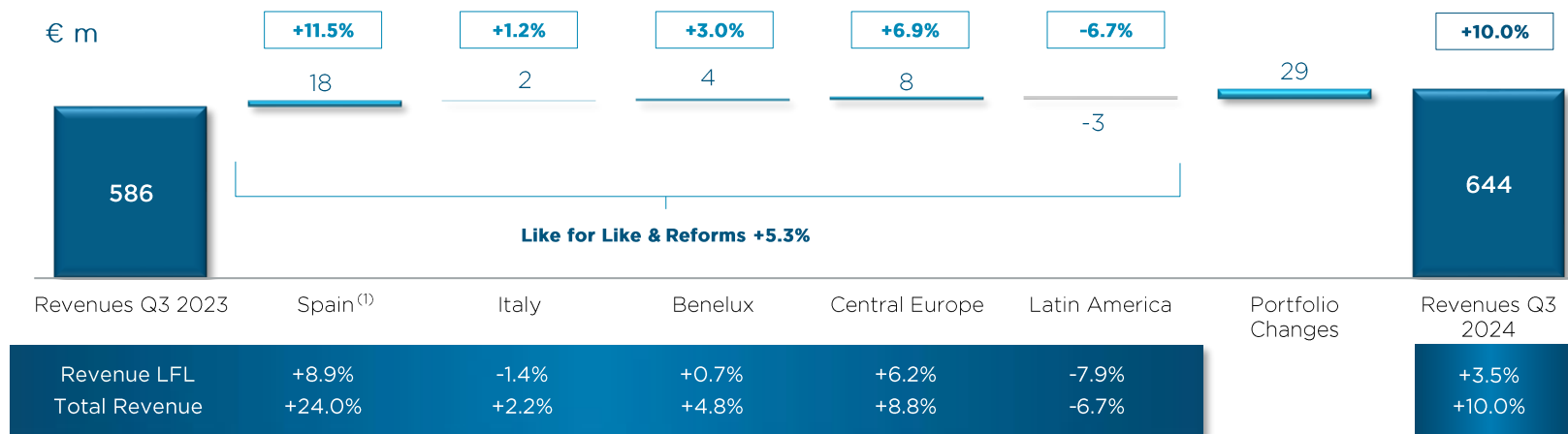
Revenue Split	Var. Q3 2024
Available Rooms	+1.2%
RevPAR	+8.9%
Room Revenue	+10.5%
Other Hotel Revenue	+9.8%
<b>Total Hotel Revenue</b>	<b>+10.3%</b>
Other Revenue*	-€1.3m
<b>Total Revenue</b>	<b>+10.0%</b>

\* Capex Payroll Capitalization + Subsidies + Other



# Higher growth in Spain and Central Europe

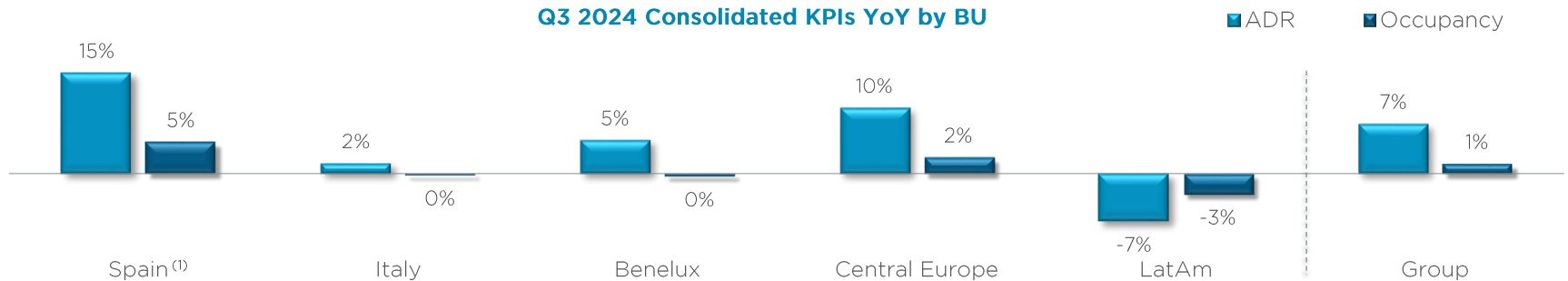
- **Spain:** LFL revenues increased by +9% compared to Q3 2023. Higher growth in Madrid and Barcelona compared to secondary cities
- **Italy:** compared to Q3 2023, LFL revenues fell by -1% due to the strong performance of last year. Stronger evolution in Venice, being Milan and Rome impacted by 2 relevant congresses and Ryder Cup in 2023
- **Benelux:** LFL revenues increased by +1% compared to Q3 2023. Slightly better performance in key cities than in secondary destinations
- **Central Europe:** compared to Q3 2023, LFL revenues increased by +6%. Strong evolution in key and secondary cities and positive UEFA Euro 2024 impact in the first half of July
- **LatAm:** with real exchange rates LFL revenues in the region fell by -8% compared to Q3 2023, fully explained by Argentina, as the rest of the countries in the region performed positively



<sup>(1)</sup>Includes France and Portugal

# RevPAR growth boosted by ADR with occupancy approaching 2019

- **Consolidated RevPAR in Q3 grew +9.0% reaching €110 (€101 in Q3 2023). On a LFL basis RevPAR grew by +4.5%**
  - ADR: contributed with 83% of RevPAR growth reaching €152 in Q3, implying an increase of 7% vs Q3 2023 (€142)
  - Occupancy: reached 72% in Q3, +1.0 p.p. vs Q3 2023. Compared to Q3 2019, LFL occupancy is -0.7 p.p. below. Remark that in southern European countries LFL occupancy was +2 p.p. above 2019
- **By region: higher RevPAR growth in Spain and Central Europe**
  - Spain: 78% occupancy rate in Q3 (+3 p.p. vs Q3 2023) and ADR grew +15% reaching €164
  - Italy: occupancy was 70% in Q3 (flat vs Q3 2023) and ADR expanded +2% up to €205
  - Benelux: 70% occupancy rate in Q3 (flat vs Q3 2023) and ADR increased +5% reaching €165
  - Central Europe: occupancy was 72% in Q3 (+2 p.p. vs Q3 2023) and ADR increased +10% up to €124 (UEFA Euro 2024 impact in first half of July)
  - LatAm: occupancy reached 66% in Q3 (-2 p.p. vs Q3 2023 mainly due to Argentina) and ADR fell -7% reaching €78



<sup>(1)</sup> Includes France and Portugal



# EBITDA and Net Profit improvement in the third quarter

€ million Reported Figures	Q3 2024	Q3 2023	VAR. Reported	
	€m	€m	€m	%
<b>TOTAL REVENUES</b>	<b>644.2</b>	<b>585.7</b>	<b>58.5</b>	<b>10.0%</b>
Staff Cost	(197.0)	(177.1)	(19.9)	11.3%
Operating expenses	(186.8)	(168.4)	(18.3)	10.9%
<b>GROSS OPERATING PROFIT</b>	<b>260.5</b>	<b>240.2</b>	<b>20.3</b>	<b>8.4%</b>
Lease payments and property taxes	(60.4)	(60.3)	(0.1)	0.2%
<b>RECURRING EBITDA</b>	<b>200.1</b>	<b>179.9</b>	<b>20.2</b>	<b>11.2%</b>
Margin % of Revenues	31.1%	30.7%	-	0.3 p.p.
Depreciation	(27.1)	(27.1)	(0.0)	0.1%
Depreciation IFRS 16	(48.2)	(46.9)	(1.3)	2.9%
<b>EBIT</b>	<b>124.8</b>	<b>106.0</b>	<b>18.8</b>	<b>17.7%</b>
Net Interest expense	(4.8)	(5.4)	0.5	-9.7%
IFRS 16 Financial Expenses	(23.0)	(21.5)	(1.5)	7.1%
Income from minority equity interest	(0.1)	0.2	(0.3)	-145.6%
<b>EBT</b>	<b>96.8</b>	<b>79.3</b>	<b>17.5</b>	<b>22.1%</b>
Corporate income tax	(20.2)	(23.7)	3.6	-15.0%
<b>NET PROFIT BEFORE MINORITIES</b>	<b>76.7</b>	<b>55.6</b>	<b>21.1</b>	<b>38.0%</b>
Minorities interests	(1.7)	(1.3)	(0.4)	31.8%
<b>NET RECURRING PROFIT</b>	<b>75.0</b>	<b>54.3</b>	<b>20.7</b>	<b>38.1%</b>
Non-Recurring EBITDA	(0.0)	0.5	(0.6)	106.6%
Other Non-Recurring items	(0.1)	(0.3)	0.2	-69.9%
<b>NET PROFIT INCLUDING NON-RECURRING</b>	<b>74.9</b>	<b>54.6</b>	<b>20.3</b>	<b>37.2%</b>

- Revenue** reached €644.2m, implying +€58.5m or +10.0% vs. Q3 2023
- Payroll cost increased +11.3% and Operating expenses +10.9%** despite operating cost discipline to contain inflationary pressure and CLAs increases. Additionally, perimeter changes contributed with 36% and 44% of the respective increase. GOP or EBITDAR reached €260m (+8% vs 2023)
- Reported lease payments and property taxes** grew by €0.1m as new entries are offset by lower variable rents related to rent concessions during Covid period
- Reported EBITDA improved by +€20.2m reaching €200.1m.** Excluding IFRS 16, Recurring EBITDA reached €133.4m, an increase of +€19.8m due to a 34% conversion rate supported by the ADR strategy and strict cost control
- Net Interest Expense:** decreased by €0.5m due to savings from lower gross financial debt (+€0.5m) and positive impact from currency exchange results (+€1.4m) partially offset by lower interest income from cash remuneration
- Taxes:** Corporate Income Tax of -€20.2m, a decrease of €3.6m vs. Q3 2023 mainly explained by the application of non-activated credits in Spain and Italy, tax loss in Argentina (hyperinflation impact in deposits) and a positive impact in taxes in Mexico related to the devaluation of the currency
- Net Recurring Profit reached €75.0m,** implying an increase of +€20.7m compared to €54.3m in Q3 2023
- Total Net Profit amounted to €74.9m** compared to €54.6m in Q3 2023

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