



Financial Supplement – Three Months June 30, 2019  
August 7, 2019

### **Forward-Looking Statements**

*This press release contains “forward-looking statements,” as defined by federal securities laws. Forward-looking statements reflect Playa’s current expectations and projections about future events at the time, and thus involve uncertainty and risk. The words “believe,” “expect,” “anticipate,” “will,” “could,” “would,” “should,” “may,” “plan,” “estimate,” “intend,” “predict,” “potential,” “continue,” and the negatives of these words and other similar expressions generally identify forward looking statements. Such forward-looking statements are subject to various risks and uncertainties, including those described under the section entitled “Risk Factors” in Playa’s Annual Report on Form 10-K, filed with the SEC on February 28, 2019, as such factors may be updated from time to time in Playa’s periodic filings with the SEC, which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this release and in Playa’s filings with the SEC. While forward-looking statements reflect Playa’s good faith beliefs, they are not guarantees of future performance. Playa disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, new information, data or methods, future events or other changes after the date of this press release, except as required by applicable law. You should not place undue reliance on any forward-looking statements, which are based only on information currently available to Playa (or to third parties making the forward-looking statements).*

### **Use of non-GAAP Financial Measures**

*This presentation includes non-GAAP financial measures. Please refer to Annex A for reconciliations of these measures to the nearest comparable GAAP measures. In addition, please refer to our most recent Annual Report on Form 10-K for more information about these non-GAAP measures including cautionary language on the use of these measures. Our definitions of these measures may not be comparable with measures used by other companies.*

### **Third-Party Information**

*This presentation also contains information and statistics relating to the travel and tourism industry and the all-inclusive segment in certain markets. Playa has derived such information and data from third-party reports or other sources without independent verification. No assurance can be given regarding the accuracy or appropriateness of such information and data. You should not place undue reliance on such information and data in this presentation.*





## Financial Overview

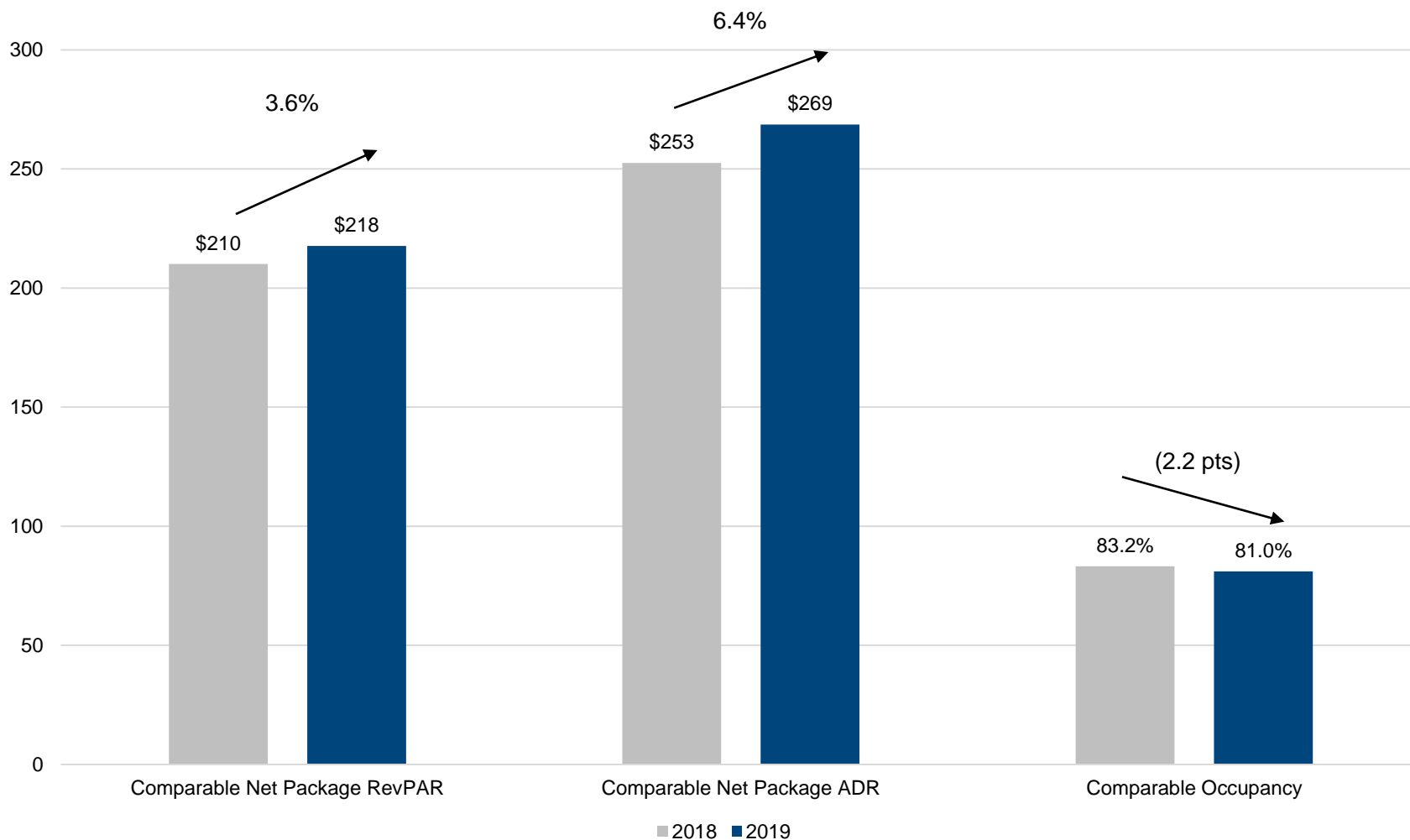
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# FINANCIAL OVERVIEW

Consolidated Statistics – Three Months Ended June 30, 2019 – Comparable Portfolio <sup>(1)</sup>

## Comparable Portfolio

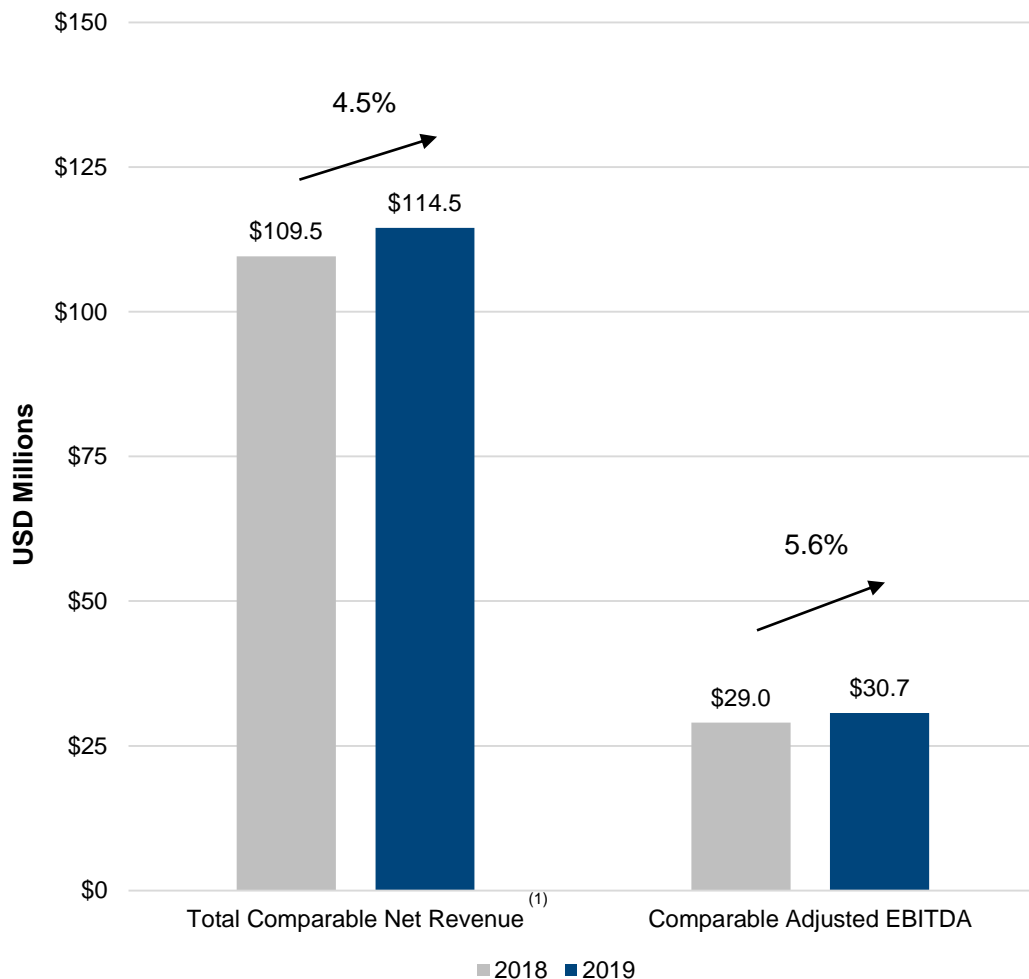


(1) For the three months ended June 30, 2019 the comparable portfolio excludes the non-comparable resorts which included: Hilton La Romana, Hilton Playa del Carmen, Hilton Rose Hall Resort & Spa, Jewel Runaway Bay Beach & Golf Resort, Jewel Dunn's River Beach Resort & Spa, Jewel Paradise Cove Beach Resort & Spa, Jewel Grande Montego Bay Resort & Spa and Hyatt Ziva & Zilara Cap Cana

# FINANCIAL OVERVIEW

Three Months Ended June 30, 2019 Results – Comparable Portfolio

## Comparable Portfolio



## Comparable Portfolio

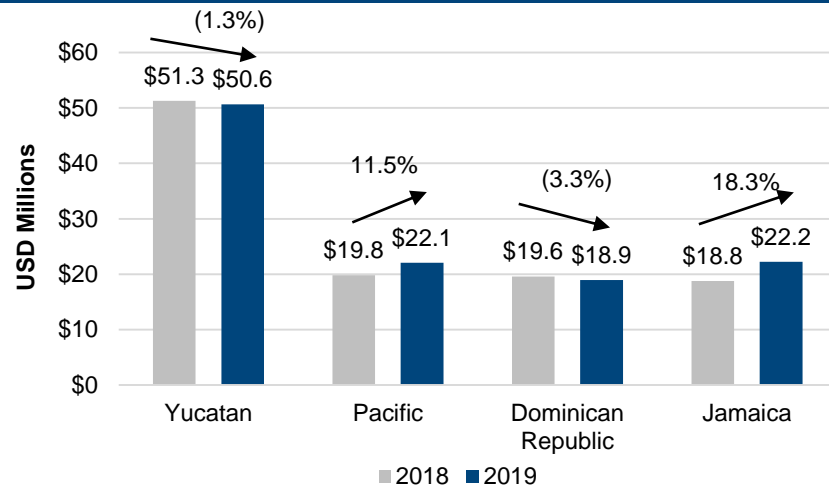
- Owned Resort EBITDA in Mexico increased 2.7% to \$27.0 million
- Owned Resort EBITDA in the Dominican Republic decreased 4.9% to \$5.8 million
- Owned Resort EBITDA in Jamaica increased 36.3% to \$7.2 million
- Total corporate expenses increased \$1.2 million compared to the prior year. Corporate Expense is comprised of:
  - \$4.4 million of corporate ownership expense
  - \$5.5 million of management company expense
    - The \$5.5 million of management company expense is offset by \$8.3 million of management fee income, resulting in net management company income of \$2.8 million
- Adjusted EBITDA increased 5.6% to \$30.7 million over the comparable period in 2018

(1) Represents revenue from the sale of all-inclusive packages, which include room accommodations, food and beverage services and entertainment activities, net of compulsory and discretionary tips paid to employees in Mexico and Jamaica and net of cost reimbursements. Government mandated compulsory tips in the Dominican Republic are not included in this adjustment as they are already excluded from revenue in accordance with U.S. GAAP.

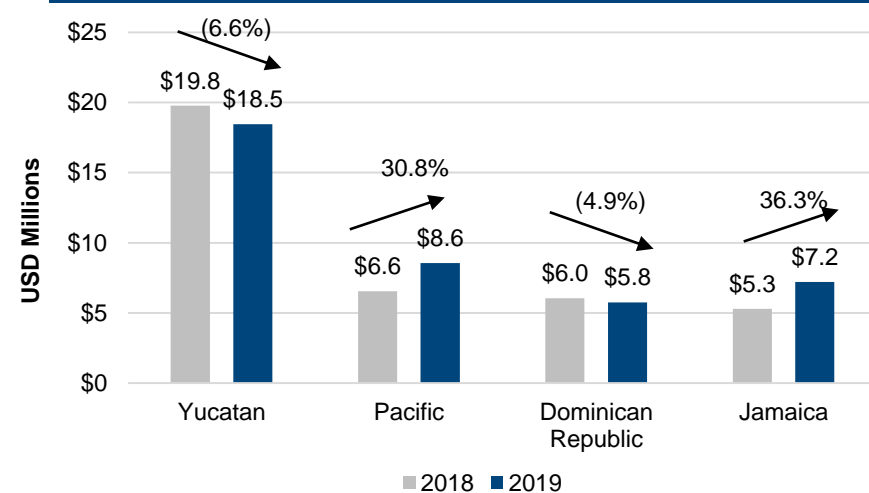
# FINANCIAL OVERVIEW

Three Months Ended June 30, 2019 Operating Statistics – Comparable Portfolio

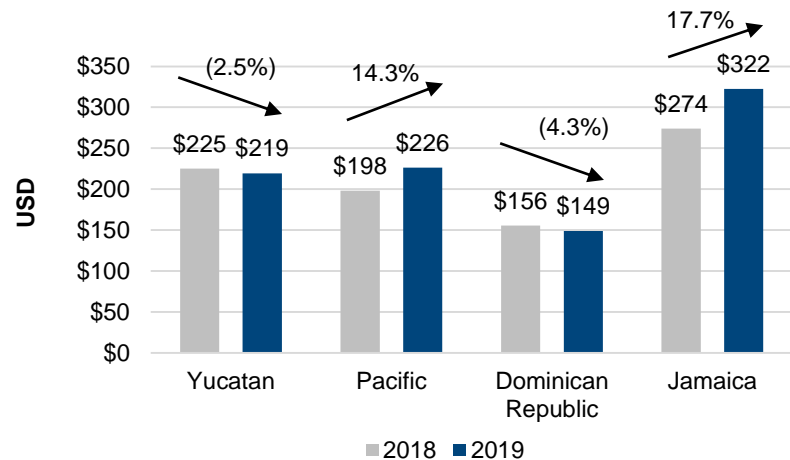
## Owned Net Revenue



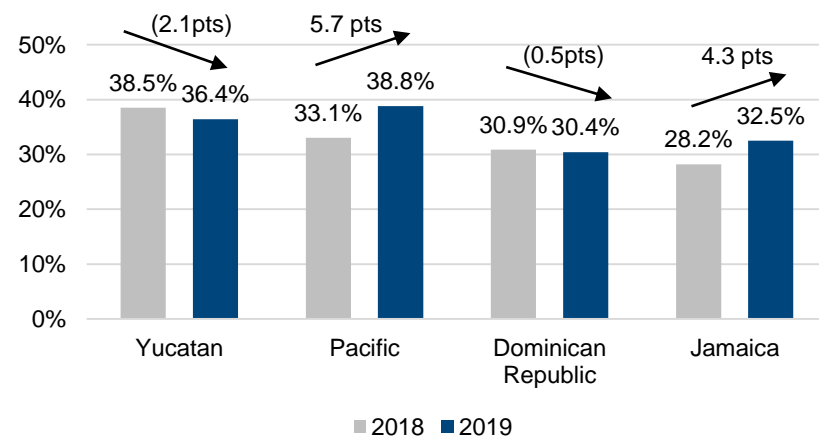
## Owned Resort EBITDA



## Net Package RevPAR



## Owned Resort EBITDA Margin



- (1) Yucatán: Hyatt Ziva Cancún, Dreams Puerto Aventuras, Secrets Capri, Panama Jack Cancún, Panama Jack Playa del Carmen, Hyatt Zilara Cancún  
 (2) Pacific: Hyatt Ziva Los Cabos, Hyatt Ziva Puerto Vallarta  
 (3) Dominican Republic: Dreams Palm Beach, Dreams Punta Cana  
 (4) Jamaica: Hyatt Ziva & Hyatt Zilara Rose Hall

# FINANCIAL OVERVIEW

Debt Overview Per Credit Agreement – As of June 30, 2019

## Playa Hotels & Resorts N.V. (\$ in millions)

Amount in USD millions	Maturity		Balance	Applicable Rate	LTM Interest <sup>(4)</sup>
	Date	# of Years			
Revolving credit facility <sup>(1)</sup>	Apr-22	2.8	\$ -	0.5%	\$0.5
Term loan <sup>(2)</sup>	Apr-24	4.8	991.5	5.5%	\$55.7
<b>Total debt</b>			<b>\$991.5</b>	<b>5.5%</b>	<b>\$56.2</b>
Less: cash and cash equivalents <sup>(3)</sup>			(104.5)		
<b>Net debt</b>			<b>\$887.0</b>		
Less: Cap Cana Spend			(\$197.1)		
<b>Adjusted net debt</b>			<b>\$689.9</b>		
LTM Adjusted EBITDA			\$178.0		

### Credit stats

Total debt to LTM EBITDA
Net debt to LTM EBITDA
LTM EBITDA to interest expense
<b>Less: Cap Cana Spend</b>
Net debt to LTM EBITDA

As of  
6/30/2019

5.6x  
5.0x  
3.2x  
3.9x

(1) As of June 30, 2019, the total borrowing capacity under our revolving credit facility was \$100.0 million. The interest rate on outstanding balances of our revolving credit facility is L+300 bps with no LIBOR floor. As of June 30, 2019, the commitment fee on undrawn balances of our revolving credit facility is 0.5%.

(2) The interest rate on our term loan is L+275 bps with a LIBOR floor of 1%. The interest rate was 5.15% as of June 30, 2019, which includes the LIBOR rate that was locked in on June 28, 2019 for the 1-month period of June 28, 2019 to July 30, 2019. Effective March 29, 2018, we entered into two interest rate swaps to mitigate the long term interest rate risk inherent in our variable rate Term Loan. The interest rate swaps have an aggregate fixed notional value of \$800.0 million. The fixed rate paid by us is 2.85% and the variable rate received resets monthly to the one-month LIBOR rate.

(3) Based on cash balances on hand as of June 30, 2019.

(4) Represents last twelve months interest expense and commitment fee. The impact of amortization of deferred financing costs and discounts, capitalized interest and the change in fair market value of our interest rate swaps before we elected hedge accounting is excluded.





## Cap Cana Update

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# REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

## Resort Renderings





# REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

## Construction Update – Site Photos





# REPOSITIONING & CAPITAL PROJECTS

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### Construction Update – Site Photos





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# REPOSITIONING & CAPITAL PROJECTS

## HYATT ZIVA & ZILARA CAP CANA

### Resort Renderings





# REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

## Resort Renderings





# REPOSITIONING & CAPITAL PROJECTS

## HYATT ZIVA & ZILARA CAP CANA

### Construction Project Status and Update – Hyatt Zilara Model Room







# REPOSITIONING & CAPITAL PROJECTS

## HYATT ZIVA & ZILARA CAP CANA

### Hyatt Zilara Model Room

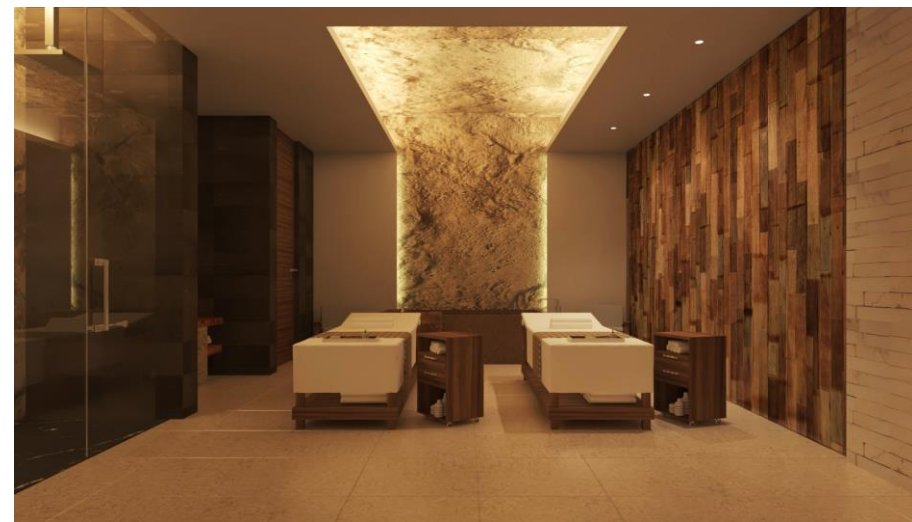




# REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

## Spa Renderings







## Hilton La Romana Update

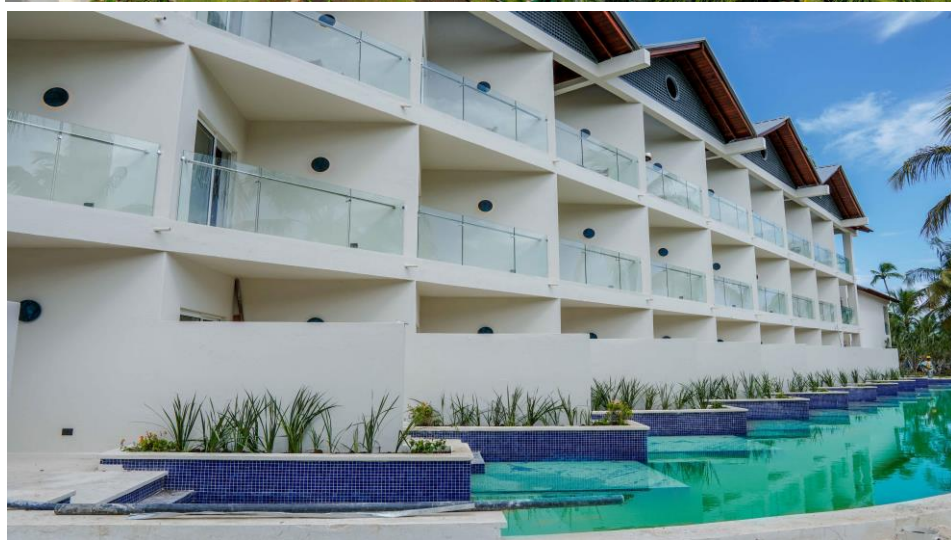
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# REPOSITIONING & CAPITAL PROJECTS

## HILTON LA ROMANA

### Construction Update – Site Photos



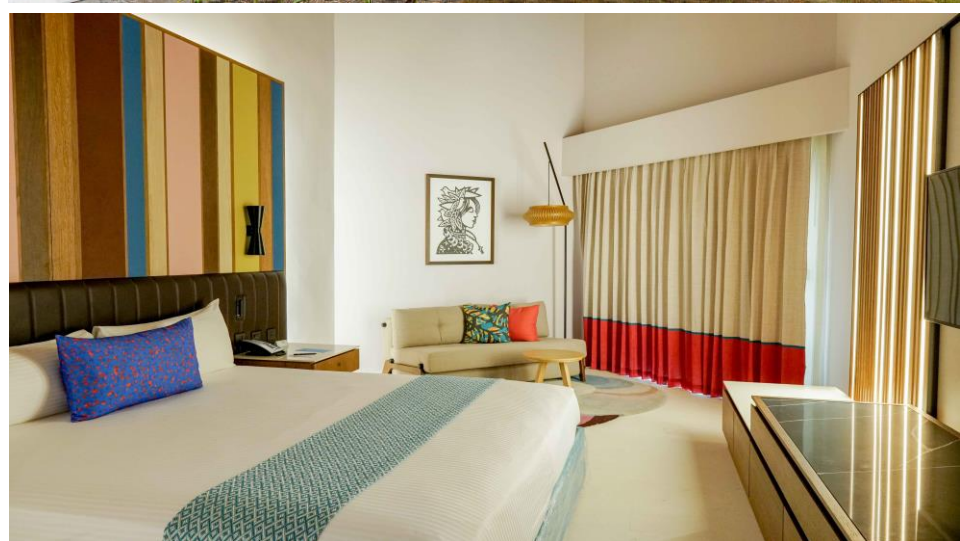
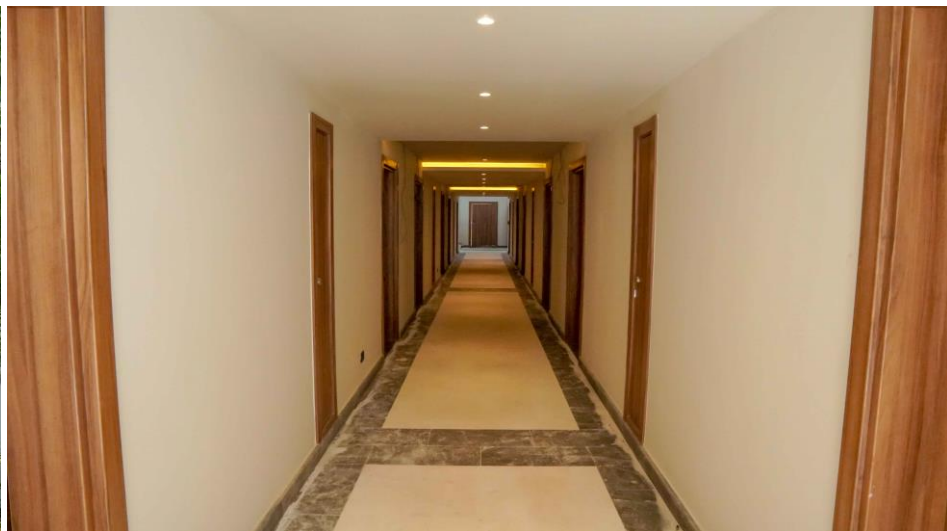




# REPOSITIONING & CAPITAL PROJECTS

## HILTON LA ROMANA

### Construction Update – Site Photos

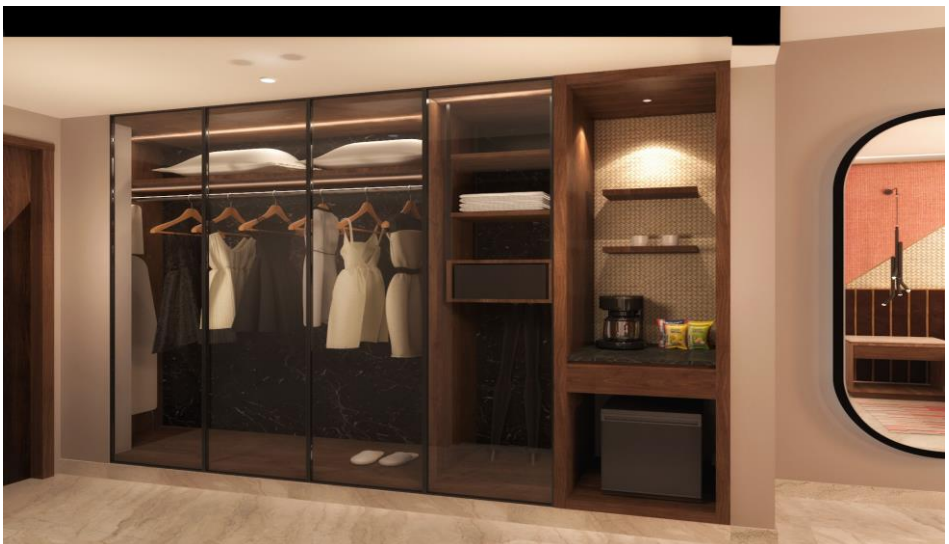
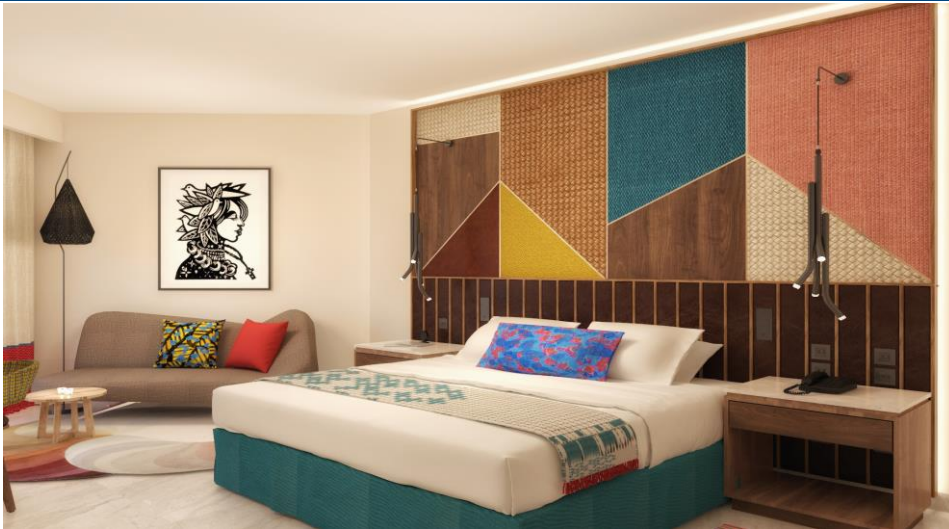




# REPOSITIONING & CAPITAL PROJECTS

## HILTON LA ROMANA

### Renovation Renderings – Hilton La Romana – Standard King Room

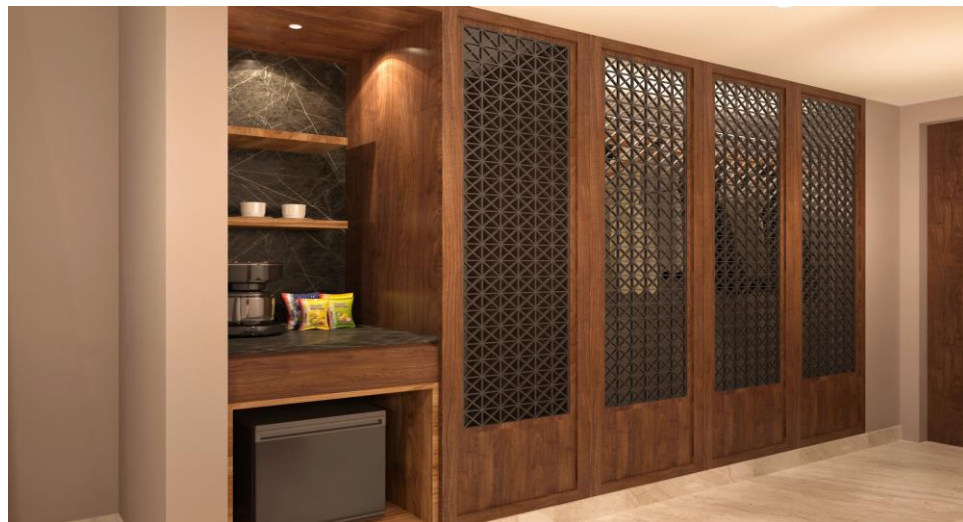
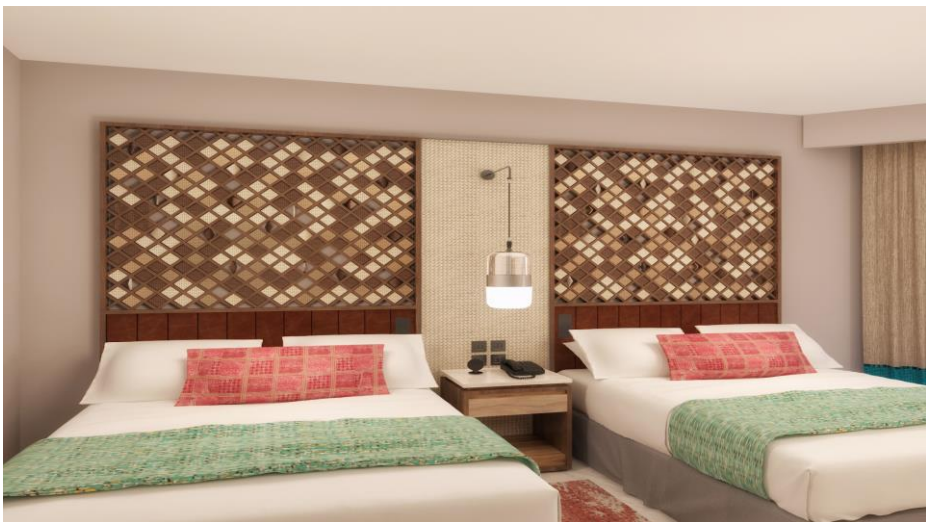




# REPOSITIONING & CAPITAL PROJECTS

## HILTON LA ROMANA

### Renovation Renderings – Hilton La Romana – Standard Double Room





# REPOSITIONING & CAPITAL PROJECTS

## HILTON LA ROMANA

### Renovation Renderings – Hilton La Romana – Restaurants







## Hilton Playa Del Carmen Update

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# REPOSITIONING & CAPITAL PROJECTS

## HILTON PLAYA DEL CARMEN

### Construction Update – Site Photos







# REPOSITIONING & CAPITAL PROJECTS

## HILTON PLAYA DEL CARMEN

### Construction Update – Site Photos





# REPOSITIONING & CAPITAL PROJECTS

## HILTON PLAYA DEL CARMEN

### Renovation Renderings – Hilton Playa Del Carmen– Standard King Room





# REPOSITIONING & CAPITAL PROJECTS

## HILTON PLAYA DEL CARMEN

### Renovation Renderings – Hilton Playa Del Carmen

