



Financial Supplement – Three Months and Year Ended December 31, 2019
February 28th, 2020

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 27, 2020, 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. 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

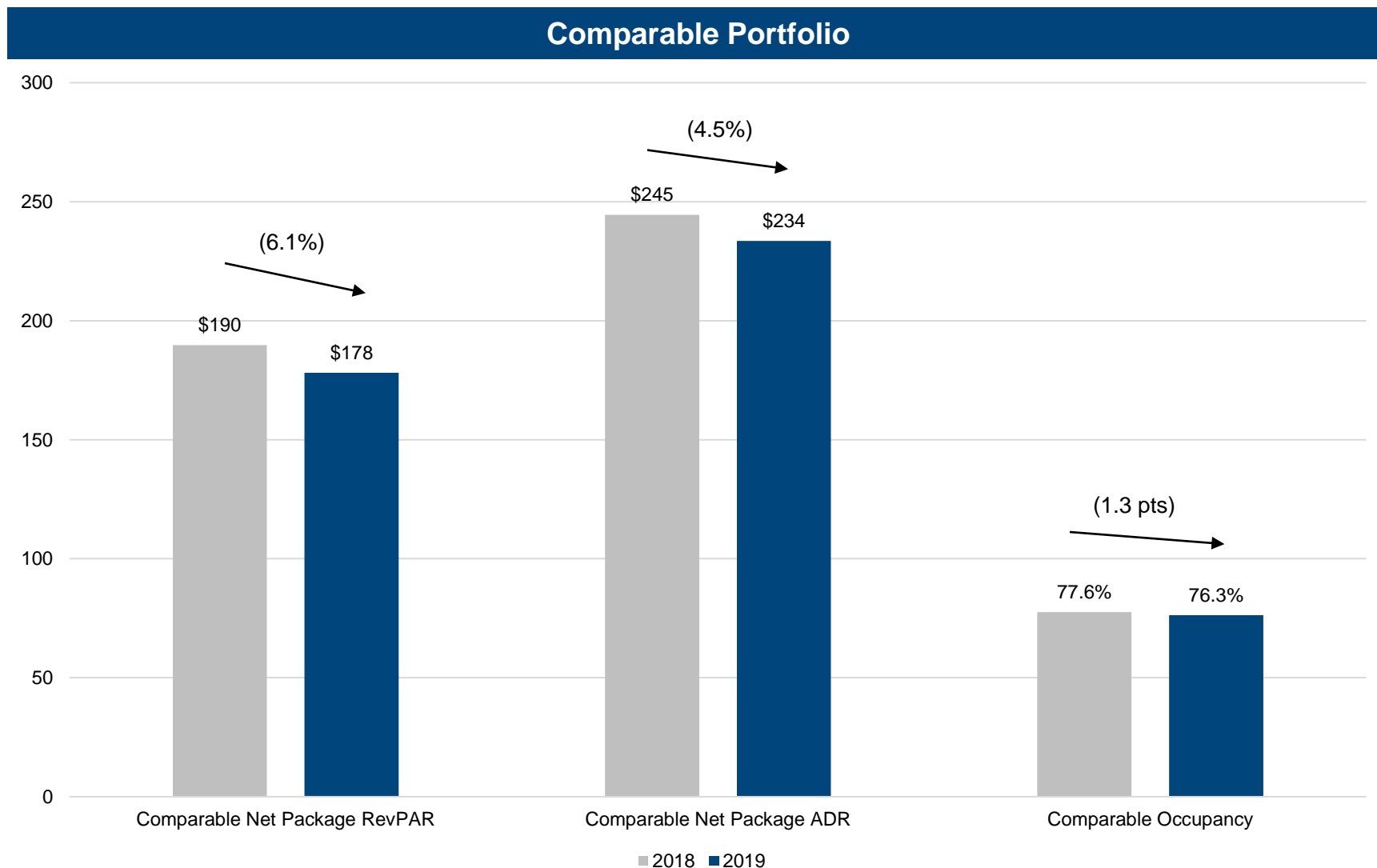
This presentation also contains information and statistics relating to the travel and tourism industry and the all-inclusive segment in certain markets. Playa has derived such information and data from third-party reports or other sources without independent verification. No assurance can be given regarding 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

FINANCIAL OVERVIEW

Consolidated Statistics – Three Months Ended December 31, 2019 – Comparable Portfolio ⁽¹⁾

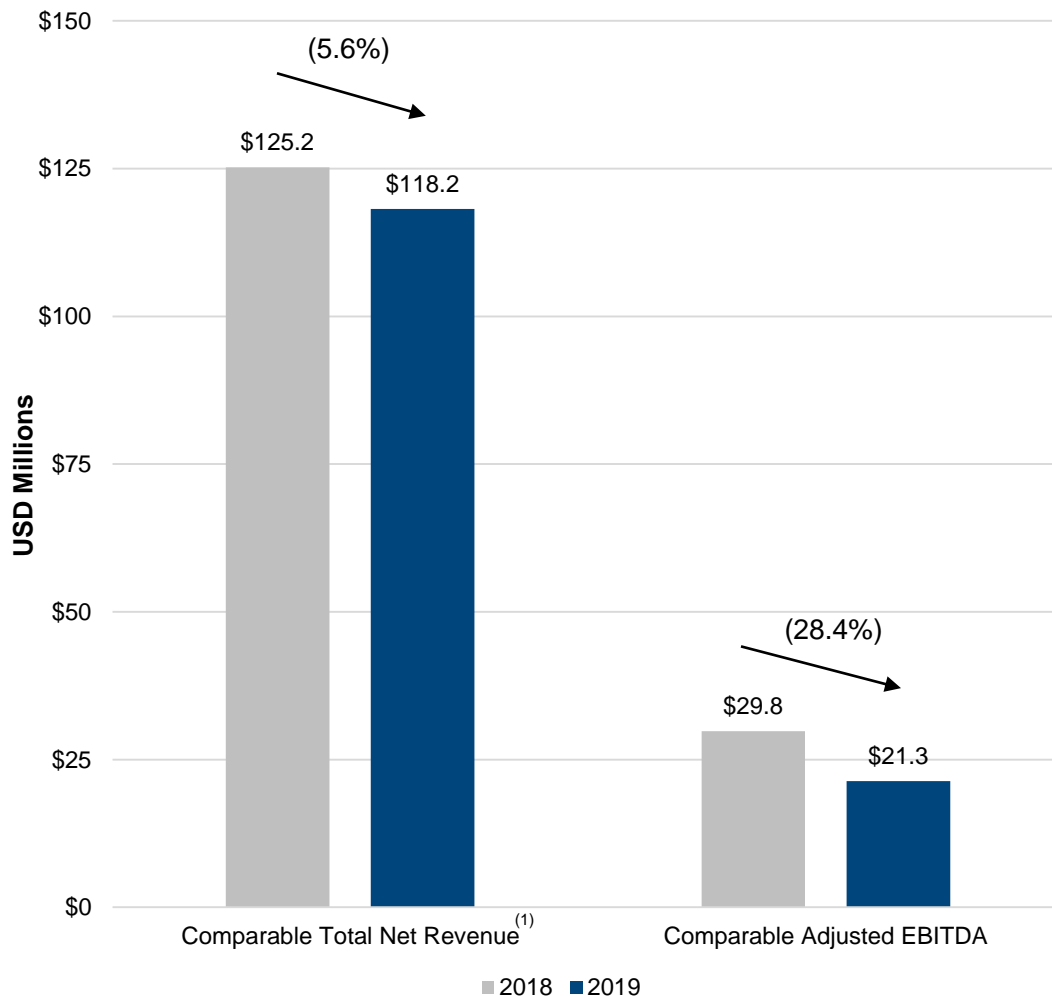


(1) For the three months ended December 31, 2019 the comparable portfolio excludes the non-comparable resorts which included: Hilton La Romana, Hilton Playa del Carmen, Jewel Grande Montego Bay Resort & Spa and Hyatt Ziva & Zilara Cap Cana

FINANCIAL OVERVIEW

Three Months Ended December 31, 2019 Results – Comparable Portfolio

Comparable Portfolio



Comparable Portfolio

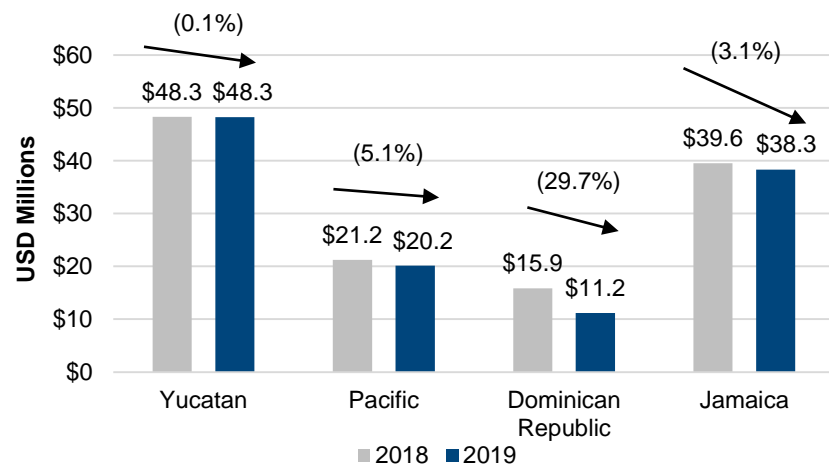
- Owned Resort EBITDA in Mexico decreased 21.3% to \$21.4 million
- Owned Resort EBITDA in the Dominican Republic decreased 70.6% to \$1.0 million
- Owned Resort EBITDA in Jamaica decreased 3.0% to \$7.3 million
- Total corporate expenses increased \$0.1 million compared to the prior year. Corporate Expense is comprised of:
 - \$3.7 million of corporate ownership expense
 - \$4.8 million of management company expense
 - The \$4.8 million of management company expense is offset by \$6.8 million of management fee income, resulting in net management company income of \$2.0 million
- Adjusted EBITDA decreased 28.4% to \$21.3 million over the comparable period in 2019

(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.

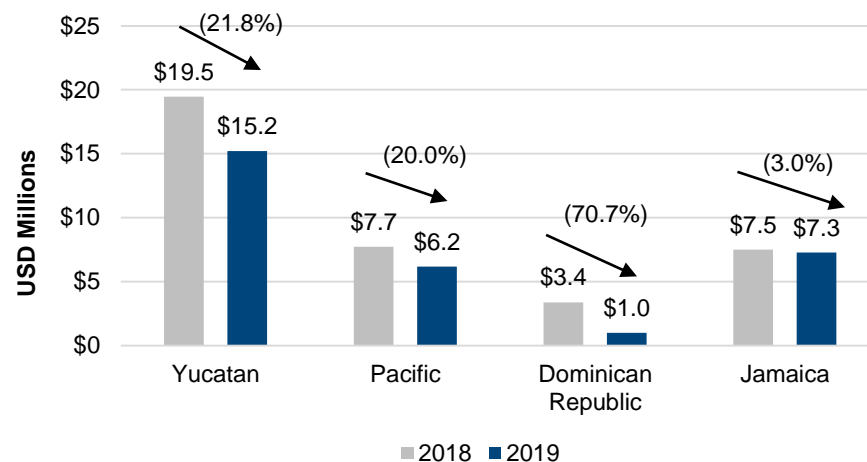
FINANCIAL OVERVIEW

Three Months Ended December 31, 2019 Operating Statistics – Comparable Portfolio

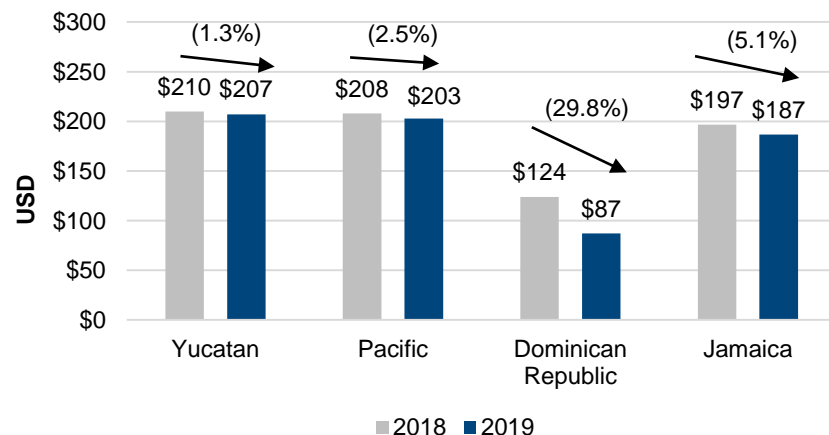
Owned Net Revenue



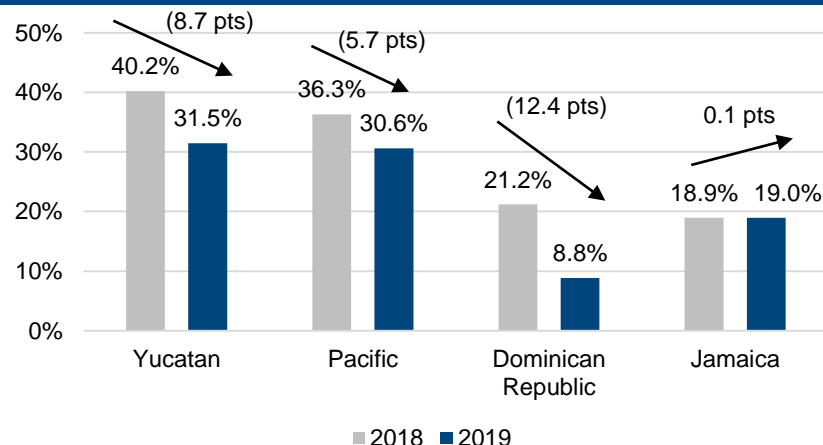
Owned Resort EBITDA



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

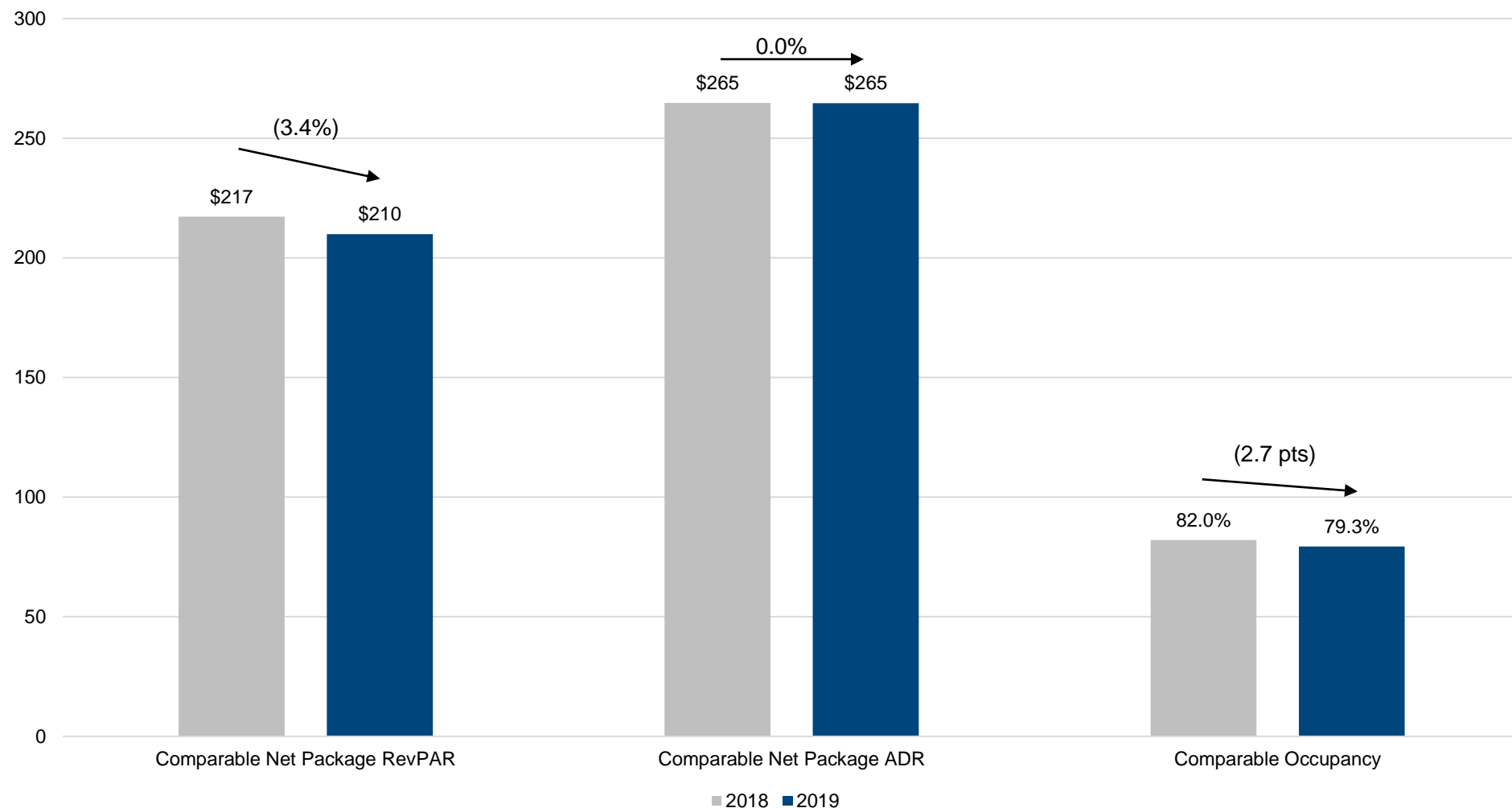
(3) Dominican Republic: Dreams Palm Beach and Dreams Punta Cana

(4) Jamaica: Hyatt Ziva & Hyatt Zilara Rose Hall, Hilton Rose Hall Resort & Spa, Jewel Runaway Bay Beach & Golf Resort, Jewel Dunn's River Beach Resort & Spa, Jewel Paradise Cove Beach Resort & Spa

FINANCIAL OVERVIEW

Consolidated Statistics – Year Ended December 31, 2019 – Comparable Portfolio ⁽¹⁾

Comparable Portfolio

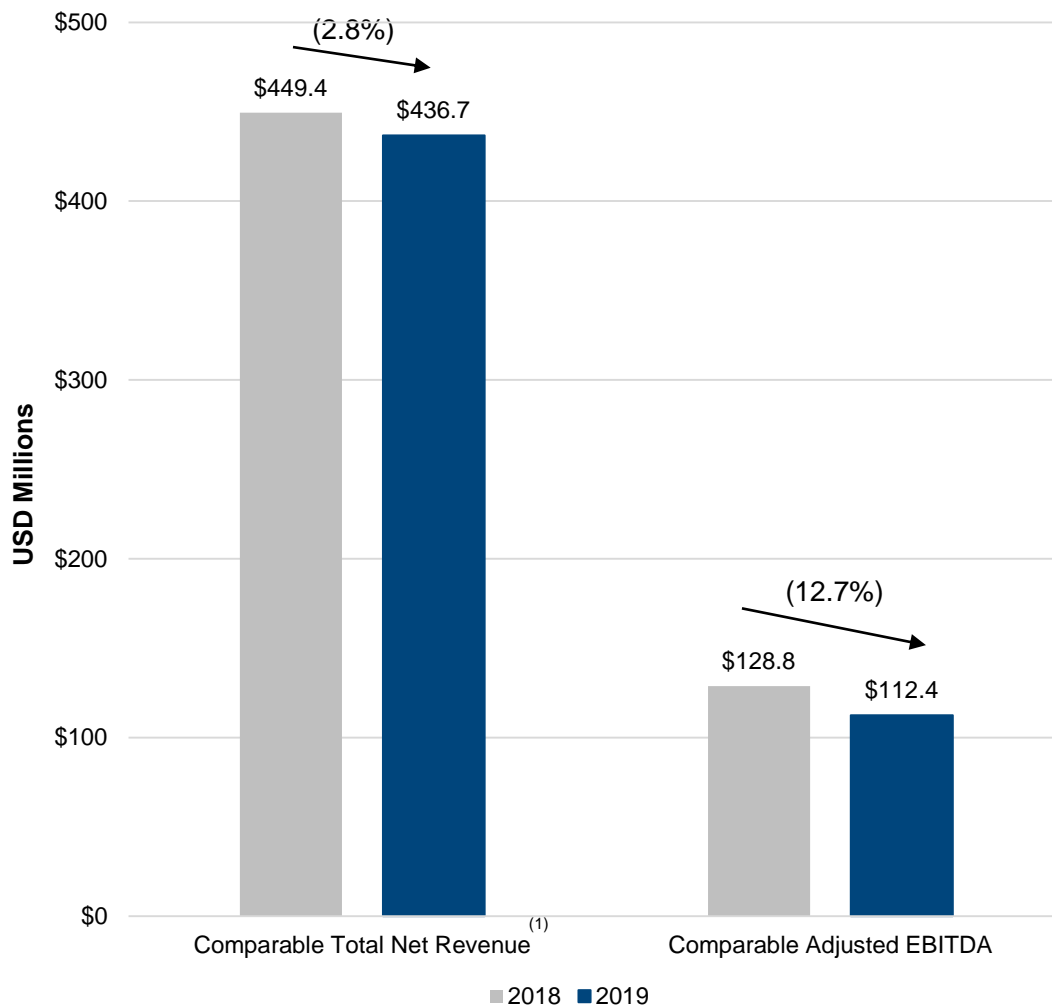


(1) For the year ended December 31, 2019 the comparable portfolio excludes the non-comparable resorts which included: Hilton La Romana, Hilton Playa del Carmen, Jewel Dunn's River, Jewel Paradise Cove, Jewel Runaway Bay, Jewel Grande Montego Bay Resort & Spa and Hyatt Ziva & Zilara Cap Cana

FINANCIAL OVERVIEW

Year Ended December 31, 2019 Results – Comparable Portfolio

Comparable Portfolio



Comparable Portfolio

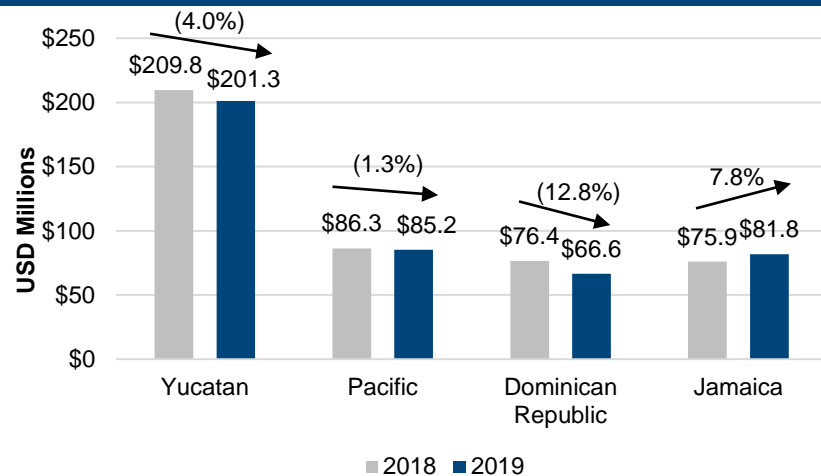
- Owned Resort EBITDA in Mexico decreased 9.5% to \$104.5 million
- Owned Resort EBITDA in the Dominican Republic decreased 28.6% to \$17.8 million
- Owned Resort EBITDA in Jamaica increased 12.9% to \$25.4 million
- Total corporate expenses increased \$2.3 million compared to the prior year. Corporate Expense is comprised of:
 - \$16.4 million of corporate ownership expense
 - \$20.7 million of management company expense
 - The \$20.7 million of management company expense is offset by \$33.9 million of management fee income, resulting in net management company income of \$13.2 million
- Adjusted EBITDA decreased 12.7% to \$112.4 million over the comparable period in 2019

(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.

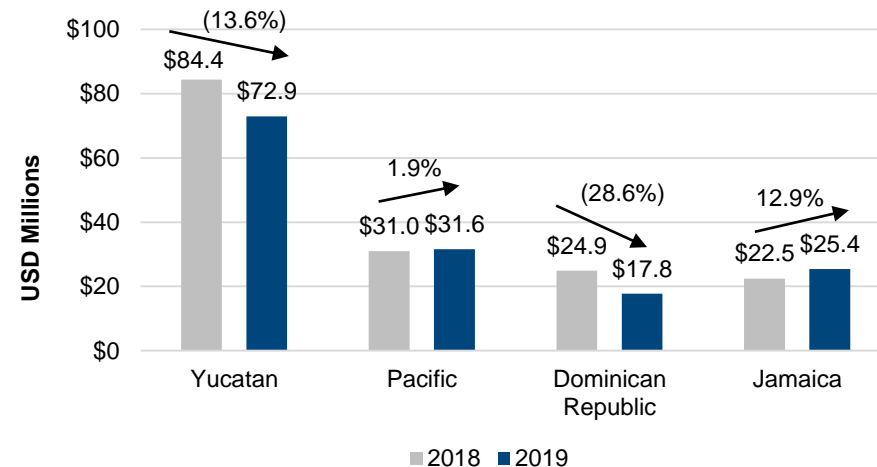
FINANCIAL OVERVIEW

Year Ended December 31, 2019 Operating Statistics – Comparable Portfolio

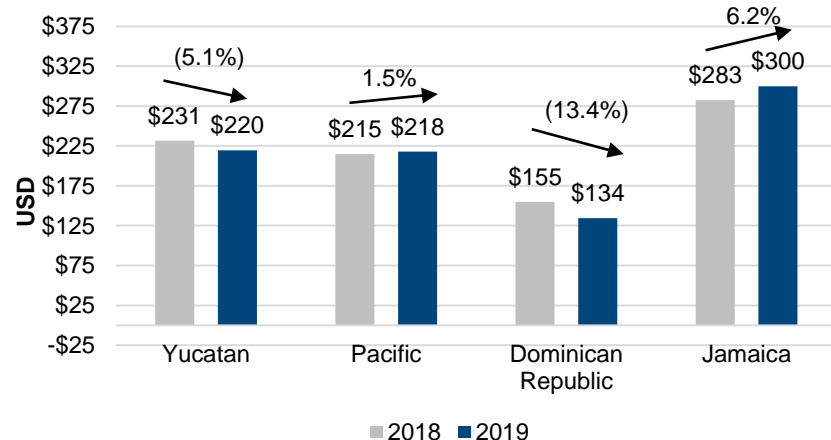
Owned Net Revenue



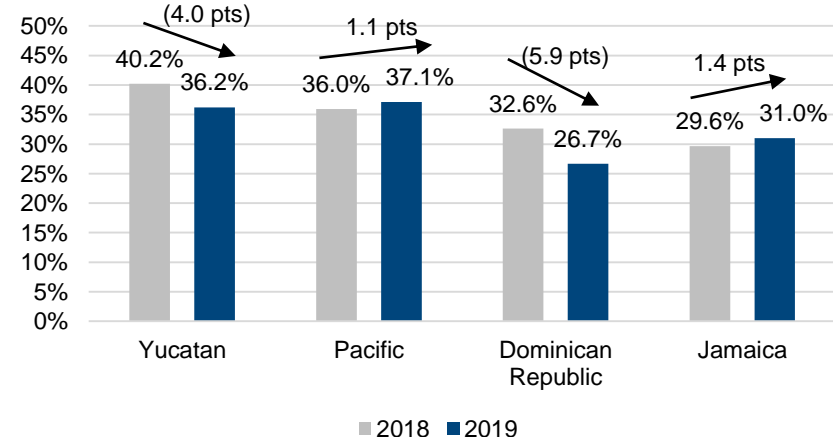
Owned Resort EBITDA



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 and Dreams Punta Cana
 (4) Jamaica: Hyatt Ziva & Hyatt Zilara Rose Hall

FINANCIAL OVERVIEW

Debt Overview Per Credit Agreement – As of December 31, 2019

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

Amount in USD millions	Maturity		Balance	Applicable Rate	LTM Interest ⁽⁴⁾
	Date	# of Years			
Revolving credit facility ⁽¹⁾	Apr-22	2.3	\$ 60.0	4.7%	\$1.0
Term loan ⁽²⁾	Apr-24	4.3	986.4	5.4%	\$55.2
Total debt			\$1,046.4	5.4%	\$56.2
Discount on Term Loan			\$ (2.2)		
Deferred Financing Costs Term Loan			(3.6)		
Total debt (Per Credit Agreement)			\$1,040.6		
Less: cash and cash equivalents ⁽³⁾			(20.9)		
Net debt (Per Credit Agreement)			\$1,019.7		
Less: Cap Cana Spend			(\$258.6)		
Adjusted net debt			\$761.1		
LTM Adjusted EBITDA - Per Credit Agreement			\$181.4		

Credit stats (Per Credit Agreement)

	As of 12/31/2019
Total debt to LTM EBITDA	5.7x
Net debt to LTM EBITDA	5.6x
Interest Coverage	3.2x
Less: Cap Cana Spend	
Net debt to LTM EBITDA	4.2x

- (1) As of December 31, 2019, the total remaining borrowing capacity under our revolving credit facility was \$40.0 million. The interest rate on outstanding balances of our revolving credit facility is L+300 bps with no LIBOR floor. As of December 31, 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 4.55% as of December 31, 2019, which includes the LIBOR rate that was locked in on December 27, 2019 for the 1-month period of December 31, 2019 to January 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 December 31, 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.

2019 Room Nights Out of Order

	Q1 ⁽¹⁾	Q2	Q3	Q4
Yucatán Peninsula	-	8,836	19,731	19,479
Dominican Republic	30,960	33,771	37,352	34,957



Cap Cana Update

REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

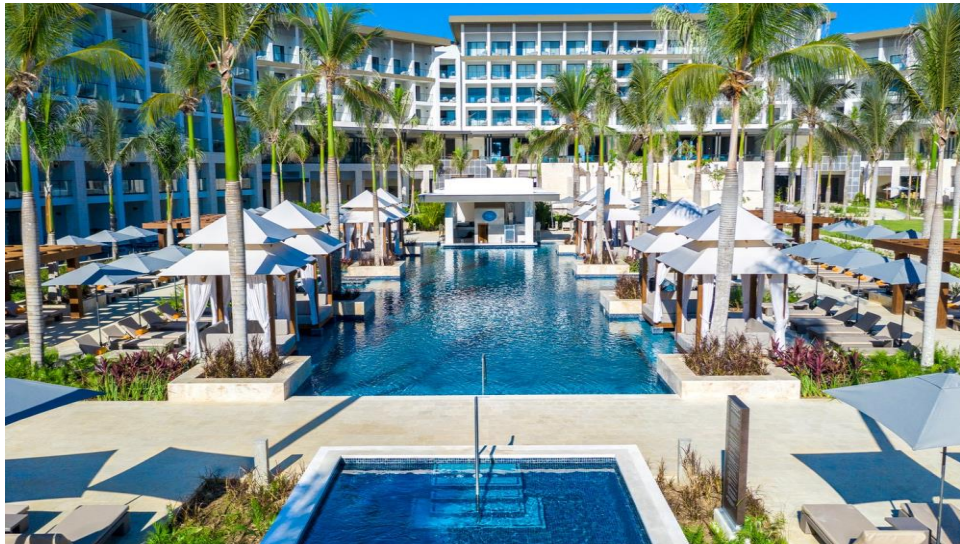
Finished Resort Pictures



REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

Finished Resort Pictures



REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

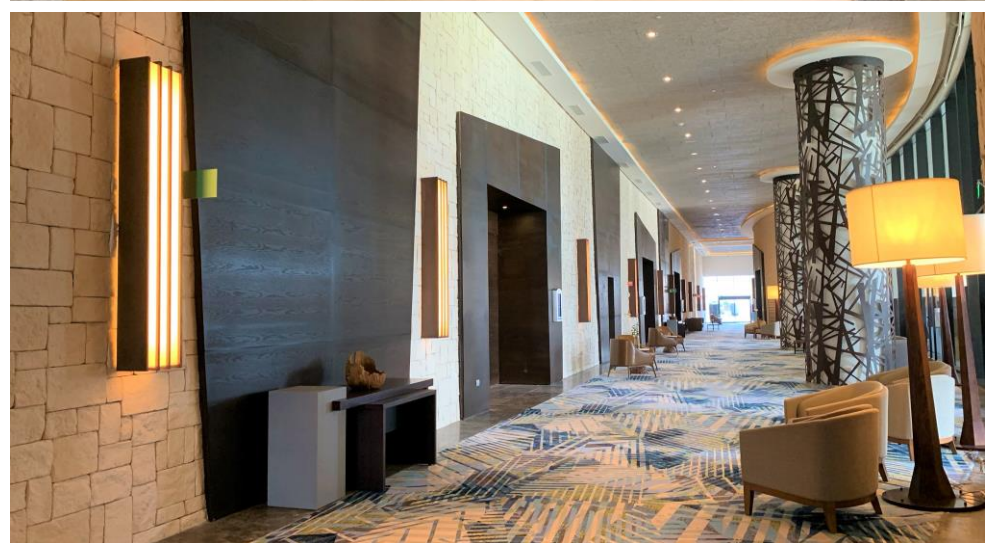
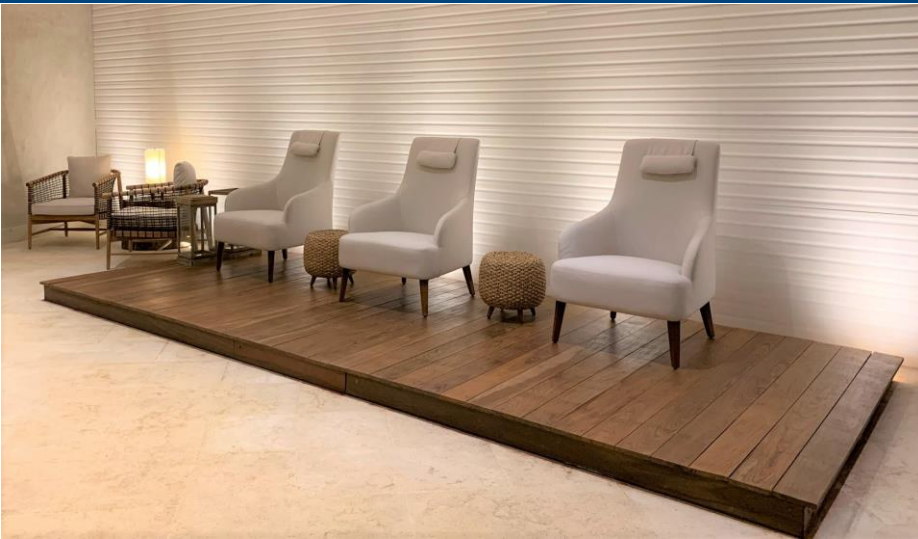
Finished Resort Pictures



REPOSITIONING & CAPITAL PROJECTS

HYATT ZIVA & ZILARA CAP CANA

Finished Resort Pictures





Hilton La Romana Update

REPOSITIONING & CAPITAL PROJECTS

HILTON LA ROMANA

Construction Update – Site Photos



REPOSITIONING & CAPITAL PROJECTS

HILTON LA ROMANA

Hilton La Romana – Deluxe Garden View King Room



REPOSITIONING & CAPITAL PROJECTS

HILTON LA ROMANA

Hilton La Romana – Adult's Only



REPOSITIONING & CAPITAL PROJECTS

HILTON LA ROMANA

Hilton La Romana – Restaurants





Hilton Playa Del Carmen Update



REPOSITIONING & CAPITAL PROJECTS

HILTON PLAYA DEL CARMEN

Construction Update – Site Photos





REPOSITIONING & CAPITAL PROJECTS

HILTON PLAYA DEL CARMEN

Construction Update – Renovated Suite

