

Annual results 2018

Financial Results

Net Profit Attributable

140.1 Mn €

+ 13% vs. 2017

Earnings per share

+ 13%

EBITDA & EBITDA margins

EBITDA with capital gains

326.5 Mn €

+ 7%

EBITDA ex-capital gains

307.8 Mn €

+ 0.9%

EBITDA margins ex-capital gains

+ 106 bps

in constant currency

+ 78 bps

in current currency

Strategic summary 2016-2018

Financial consolidation

< **2X** net debt/EBITDA ratio

30% EBITDA driven by management model

> **250%** earnings per share

+ **23.2%** GAV

Portfolio & pipeline

+ **14,818** new hotel rooms

76% under management contract

70% leisure + urban leisure portfolio

Progress in digitalization

MELIÃ.COM

+ **68%** sales

MELIÃ.pro

+ **72%** sales

+ **1400%** sales through smartphones since 2015

130 Mn € invested

Progress in sustainability

Silver Class in the Sustainability Yearbook

2019 (RobecoSAM's Corporate Sustainability Assessment 2018)

Development



+ **23** hotels signed

+ **20** openings

> **50** openings by 2020

4 new countries

4Q Results by region

Americas



Global RevPAR: - 5.4%

melia.com : + 11.8% sales

Total fee revenue: + 3.6%

- ↑ Better efficiency and margins, greater penetrataion melia.com
- ↑ Positive forecasts thanks to the new openings in the Dominican Republic
- ↓ Closures due to reform: M. Caribe Tropical (Dominican Republic) and M. Coco Beach (Puerto Rico)
- ↓ Problems in some Mexican destinations for Sargazo seaweed and several travel alerts in the US

Spain (urban hotels)



Global RevPAR: + 10.4%

melia.com : + 20% sales

Total fee revenue: + 12.7%

- ↑ Performance of the hotels in Madrid and Seville
- ↑ Recovery in Barcelona (+14.5% RevPAR)
- ↑ Positive evolution of the non-premium hotels (+10.4% RevPAR vs. 2017)

EMEA



Global RevPAR: + 5%

melia.com : + 7.7% sales

Total fee revenue: + 16%

- ↑ Evolution of the hotels in London
- ↑ Recovery of Paris to levels before the attacks of 2015
- ↓ Impact of the quota recovery by competing destinations recorded in resorts such as Gran Melia Palacio de Isora
- ↓ Impact of the Yellow Vests' movement in Paris hotels

Cuba



Global RevPAR: - 6.8%

melia.com : + 12.4% sales

Total fee revenue: + 17.2%

- ↑ Slight recovery of tourism activities with the improvement of key markets
- ↓ Impact on RevPAR caused by price decreases in Caribbean destinations, and the new restrictions of the United States Government

Mediterranean



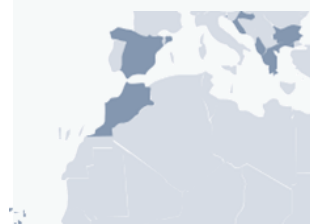
Global RevPAR: - 8.6%

melia.com : + 12.3% sales

Total fee revenue: - 14.3%

- ↑ Positive performance of hotels in the peninsular coasts
- ↓ Impact on hotels in the Balearic and Canary Islands due to competition from cheaper destinations (Turkey, North Africa)

Brazil



Global RevPAR: - 0.4%
+ 6.9 in constant currency

melia.com : - 14.8% sales

Total fee revenue: - 10.3%

- ↑ Recovery of the MICE and individual demand
- ↑ Growth of the Brazilian issuing market towards Meliá's hotels in other destinations in the region
- ↓ Devaluation of the Brazilian Real against the Euro

Asia



Global RevPAR: + 7.5%

melia.com : + 35.7% sales

Total fee revenue: + 24.1%

- ↑ Fee increase and improvement of 75% in EBITDA Flow-through
- ↑ Growth of China and Indonesia