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## WHITE & CASE

S.C.

TORRE OPTIMA

PASEO DE LAS PALMAS 405, 5<sup>TH</sup> FLOOR
COL. LOMAS DE CHAPULTEPEC
11000 MEXICO, D.F., MEXICO

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JOHANNESBURG

April 30, 2003

Office of International Corporate Finance, Mail Stop 3-2 Division of Corporation Finance
Securities and Exchange Commission
Judiciary Plaza
450 Fifth Street, N.W.
Washington, D.C. 20549

Re: Grupo Posadas, S.A. de C.V./Rule 12g3-2(b) File Number 82-3274

MAY 2 1 2003

PROCESSED MAY 29 2003

> THOMSON FINANCIAL

Ladies and Gentlemen:

I refer to the above-referenced exemption pursuant to Rule 12g3-2(b) (the "Rule") of the Securities Exchange Act of 1934, as amended (the "Act") granted previously to Grupo Posadas, S.A. de C.V. (the "Company") and hereby deliver to you the following documentation required to be submitted under the Rule:

A. In accordance with the provisions of Rule 12g3-2(b)(1)(i)(B) and (iii), an English translation of the quarterly financial report for the Fourth Quarter of 2002 provided to the Mexican Stock Exchange (Bolsa Mexicana de Valores) (the "BMV").

As stated in paragraph (5) of Rule 12g3-2(b), the Company understands that it is furnishing the Securities and Exchange Commission with the information set forth above and the documents being delivered herewith pursuant to Rule 12g3-2(b) shall not constitute an admission for any purpose that the Company is subject to the provisions of the Act.

DU 727

## WHITE & CASE S.C.

Please contact the undersigned in connection with any of the points discussed in this letter.

Yours truly,

Gisele L. Bonnici

## **Enclosures**

cc: Ing. Manuel Borja (without enclosures)

Lic. Oliver Iriarte

Lic. Jorge Martínez (without enclosures)

Lic. Alberto Sepúlveda Cosío (without enclosures)

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

Quarter: 4

Year:



## CONSOLIDATED FINANCIAL STATEMENT

AT DECEMBER 31 OF 2002 AND 2001 (Thousands of Pesos)

REF		QUARTER OF PRESENT		QUARTER OF PREVIOUS		
S	CONCEPTS	Amount	%	Amount	%	
1	TOTAL ASSETS	9,343,719	100	9,324,685	100	
2	CURRENT ASSETS	1,153,298	12	997,797	11	
3	CASH AND SHORT-TERM INVESTMENTS	242,808	3	181,192	,2 ,4	
4	ACCOUNTS AND DOCUMENTS RECEIVABLE (NET)	421,693	5	383,679		
5 . 6	OTHER ACCOUNTS AND DOCUMENTS RECEIVABLE INVENTORIES	0	0 4	0	0	
7	OTHER CURRENT ASSETS	397,713 91,084	1	398,290 34,636	4	
8	LONG-TERM	236,812	3	260,221	3	
9	ACCOUNTS AND DOCUMENTS RECEIVABLE (NET)	100,614	1	69,944	1	
10	INVESTMENT IN SHARES OF SUBSIDIARIES	700,014		00,044		
	AND NON-CONSOLIDATED	40,274	0	46,678	1	
11	OTHER INVESTMENTS	95,924	1	143,599	2	
12	PROPERTY, PLANT AND EQUIPMENT	7,182,810	77	7,212,048	77	
13	PROPERTY	8,581,063	92	8,307,882	89	
14	MACHINERY AND INDUSTRIAL	1,336,218	14	1,438,119	15	
15	OTHER EQUIPMENT	0	0	0	0	
16	ACCUMULATED DEPRECIATION	2,813,318	30	2,618,862	28	
17 18	CONSTRUCTION IN PROGRESS	78,847	1 8	84,909	1	
19	DEFERRED ASSETS (NET) OTHER ASSETS	770,799	ů	854,619 0	0	
13	OTHER AGGETS	Ů	ľ	ľ	ľ	
20	TOTAL LIABILITIES	5,645,650	100	5,619,550	100	
21	CURRENT LIABILITIES	1,361,017	24	1,182,379	21	
22	SUPPLIERS	360,349	6	255,407	5	
23	BANK LOANS	724,469	13	536,666	10	
24	STOCK MARKET LOANS	0	0	117,862	2	
25	TAXES TO BE PAID	0	0	0	0	
26	OTHER CURRENT LIABILITIES	276,199	5	272,444	5	
27	LONG-TERM LIABILITIES	3,092,577	55	3,123,739	56	
28	BANK LOANS	2,368,977	42	2,469,979	44	
29	STOCK MARKET LOANS	723,600	13	653,760	12	
30	OTHER LOANS	0	. 0	0	0	
31	DEFERRED LOANS OTHER LIABILITIES	1,132,586	20	1,264,091	22	
32	OTHER LIABILITIES	59,470	1	49,341	1	
33	CONSOLIDATED STOCK HOLDERS' EQUITY	3,698,069	100	3,705,135	100	
34	MINORITY INTEREST	1,103,329	30	1,129,260	30	
35	MAJORITY INTEREST	2,594,740	70	2,575,875	70	
36	CONTRIBUTED CAPITAL	2,157,950	58	2,191,665	59	
37	PAID-IN CAPITAL STOCK (NOMINAL)	494,825	13	494,572	13	
38	RESTATEMENT OF PAID-IN CAPITAL STOCK PREMIUM ON SALES OF SHARES	1,319,980	36	1,349,772	36	
39 40	CONTRIBUTIONS FOR FUTURE CAPITAL INCREASES	205,268 137,877	6 4	206,320 141,001	6 4	
41	CAPITAL INCREASE (DECREASE)	436,790	12	384,210	10	
42	RETAINED EARNINGS AND CAPITAL RESERVE	1,229,251	33	1,133,171	31	
43	REPURCHASE FUND OF SHARES	107,304	3	140,194	4	
44	EXCESS (SHORTFALL) IN RESTATEMENT OF STOCK				1	
	HOLDERS' EQUITY	(905,290)	(24)	(974,587)	(26)	
45	NET INCOME FOR THE YEAR	5,525	0	85,432	- 2	

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR:2002

## CONSOLIDATED FINANCIAL STATEMENT BREAKDOWN OF MAIN CONCEPTS (Thousands of Pesos)

REF	CONCEPTS	QUARTER OF PRESENT FINANCIAL YEAR		QUARTER OF PREVIOUS FINANCIAL YEAR		
s	CONCEPTS	Amount	%	Amount	%	
3	CASH AND SHORT-TERM INVESTMENTS	242,808	100	181,192	100	
46	CASH	59,171	24	37,247	21	
47	SHORT-TERM INVESTMENTS	183,637	76	143,945	79	
18	DEFERRED ASSETS (NET)	770,799	100	854,619	100	
48	AMORTIZED OR REDEEMED EXPENSES	232,312	30	336,963	39	
49	GOODWILL	117,038	15	119,133	14	
50	DEFERRED TAXES	0	0	0	0	
51	OTHERS	421,449	55	398,523	47	
21 ·	CURRENT LIABILITIES	1,361,017	100	1,182,379	100	
52	FOREING CURRENCY LIABILITIES	644,826	47	503,912	43	
53	MEXICAN PESOS LIABILITIES	716,191	53	678,467	57	
24	STOCK MARKET LOANS	0	100	117,862	100	
54	COMMERCIAL PAPER		0	117,862	100	
- 55	CURRENT MATURITIES OF MEDIUM TERM NOTES		0	0	0	
56	CURRENT MATURITIES OF BONDS		0	0	0	
26	OTHER CURRENT LIABILITIES	276,199	100	272,444	100	
57	OTHER CURRENT LIABILITIES WITH COST	0	0	0	0	
58	OTHER CURRENT LIABILITIES WITHOUT COST	276,199	100	272,444	100	
27	LONG-TERM LIABILITIES	3,092,577	100	3,123,739	100	
59	FOREING CURRENCY LIABILITIES	2,001,435	65	2,454,863	79	
60	MEXICAN PESOS LIABILITIES	1,091,142	35	668,876	21	
29	STOCK MARKET LOANS	723,600	100	653,760	100	
61	BONDS	0	. 0	0	0	
62	MEDIUM TERM NOTES	723,600	100	653,760	100	
30	OTHER LOANS	0	100	0	100	
63	OTHER LOANS WITH COST	,	0.	0	0	
64	OTHER LOANS WITHOUT COST		0	, 0	0	
31	DEFERRED LOANS	1,132,586	100	1,264,091	100	
65	NEGATIVE GOODWILL	.6,635	1	23,448	2	
66	DEFERRED TAXES	1,106,705	98	1,168,124	92	
67	OTHERS .	19,246	2	72,519	6	
32	OTHER LIABILITIES	59,470	100	49,341	100	
68	RESERVES	59,470	100	49,341	100	
69	OTHERS LIABILITIES	0	0	0	0	
44	EXCESS (SHORTFALL) IN RESTATEMENT OF STOCK HOLDERS' EQUITY	(905,290)	100	(974,587)	100	
70	ACCUMULATED INCOME DUE TO MONETARY POSITION	(5,166,709)	(571)	<b>/</b> (4,986,015)	(512)	
71	INCOME FROM NON-MONETARY POSITION ASSETS	4,261,419	471	4,011,428	412	

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER:4

YEAR:2002

## CONSOLIDATED FINANCIAL STATEMENT OTHER CONCEPTS

(Thousands of Pesos)

REF S	CÓNCEPTS	QUARTER OF PRESENT FINANCIAL YEAR Amount	QUARTER OF PREVIOUS FINANCIAL YEAR Amount
72 72	WORKING CAPITAL	(207,719)	(184,582)
73 74	PENSIONS FUND AND SENIORITY PREMIUMS  EXECUTIVES (*)	7,671 192	14,883 22 <b>1</b>
75	EMPLOYERS (*)	2,768	2,584
76	WORKERS (*)	3,235	3,297
77	CIRCULATION SHARES (*)	498,838,889	498,586,889
78	REPURCHASED SHARES (*)	1,369,185	1,621,185

<sup>(\*)</sup> THESE CONCEPTS SHOULD BE EXPRESSED IN UNITS.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

CONSOLIDATED EARNING STATEMENT
FROM JANUARY THE 1st TO DECEMBER 31 OF 2002 AND 2001
(Thousands of Pesos)

REF	CONCERTO	QUARTER OF PRE FINANCIAL YEA	Tating And And Million Lair.	QUARTER OF PREVIOUS FINANCIAL YEAR		
R	CONCEPTS	Amount	%	Amount	%	
1	NET SALES	3,822,994	100	3,695,580	100	
2	COST OF SALES	2,845,082	74	2,675,800	72	
3	GROSS INCOME	977,912	26	1,019,780	28	
4 <b>5</b>	OPERATING INCOME	408,287	11	371,215	10	
	OPERATING INCOME	569,625	15	648,565	18	
6	TOTAL FINANCING COST	400,965	10	205,836	6	
7	INCOME AFTER FINANCING COST	168,660	4	442,729	12	
8	OTHER FINANCIAL OPERATIONS	65,677	2	74,845	2	
9	INCOME BEFORE TAXES AND WORKERS' PROFIT				Į	
	SHARING	102,983	3	367,884	10	
10	RESERVE FOR TAXES AND WORKERS' PROFIT	•				
	SHARING	63,722	2	174,188	5	
11	NET INCOME AFTER TAXES AND WORKERS' PROFIT					
ļ '	SHARING	39,261	1	193,696	5	
12	SHARE IN NET INCOME OF SUBSIDIARIES AND					
	NON-CONSOLIDATED ASSOCIATES	1,470	. 0	2,842	0	
13	CONSOLIDATED NET INCOME OF CONTINUOUS					
		40,731	1	196,538	5	
14	INCOME OF DISCONTINUOUS OPERATIONS	0	0	75,984	2	
15	CONSOLIDATED NET INCOME BEFORE					
	EXTRAORDINARY ITEMS	. 40,731	1	120,554	3	
16	EXTRAORDINARY ITEMS NET EXPENSES (INCOME)	(32)	0	2,535	0	
17	NET EFFECT AT THE BEGINNING OF THE YEAR BY					
	CHANGES IN ACCOUNTING PRINCIPLES	. 0	0	. 0	0	
18	NET CONSOLIDATED INCOME	40,763	1	118,019	3	
19	NET INCOME OF MINORITY INTEREST	35,238	1	32,587	1	
20	NET INCOME OF MAJORITY INTEREST	5,525		85,432	2	

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4 YEAR: 2002

## CONSOLIDATED EARNING STATEMENT BREAKDOWN OF MAIN CONCEPTS (Thousands of Pesos)

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REF	CONCÉPTS	QUARTER OF P	CONTRACTOR STATE OF THE STATE O	QUARTER OF PREVIOUS FINANCIAL		
R	CONCEPTS	'Amount	%	Amount	%	
1 21 22 23	NET SALES DOMESTIC FOREIGN TRANSLATED INTO DOLLARS (***)	<b>3,822,994</b> 3,316,838 506,156 48,485	100 87 13 1	3,695,580 3,089,913 605,667 58,018	<b>100</b> 84 16 2	
6 24 25 26 27 28	TOTAL FINANCING COST INTEREST PAID EXCHANGE LOSSES INTEREST EARNED EXCHANGE PROFITS GAIN DUE TO MONETARY POSITION	400,965 327,633 727,473 10,352 463,095 (180,694)	100 82 181 3 115 (45)	205,836 421,906 114,576 9,058 186,303 (135,285)	100 205 56 4 91 (66)	
<b>8</b> 29 30 31	OTHER FINANCIAL OPERATIONS OTHER NET EXPENSES (INCOME) NET (PROFIT) LOSS ON SALE OF OWN SHARES (PROFIT) LOSS ON SALE OF SHORT-TERM INVESTMENTS	<b>65,677</b> 65,677 0 0	100 100 0 0	<b>74,845</b> 74,845 0 0	<b>100</b> 100 0	
10 32 33 34 35	RESERVE FOR TAXES AND WORKERS' PROFIT SHARING INCOME TAX DEFERED INCOME TAX WORKERS' PROFIT SHARING CTFERED WORKERS' PROFIT SHARING	<b>63,722</b> 61,342 2,380 0 0	100 96 4 0	<b>174,188</b> 47,382 126,806 0	100 27 73 0 0	

(\*\*\*) THOUSANDS OF DOLLARS

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR2002

## CONSOLIDATED EARNING STATEMENT

OTHER CONCEPTS (Thousands of Pesos)

REF R	CONCEPTS	QUARTER OF PRESENT FINANCIAL YEAR Amount	QUARTER OF PREVIOUS FINANCIAL YEAR Amount
36	TOTAL SALES NET INCOME OF THE YEAR NET SALES (**) OPERATION INCOME (**) NET INCOME OF MAYORITY INTEREST(**) NET CONSOLIDATED INCOME (**)	3,861,354	3,741,305
37		0	0
38		3,822,994	3,695,580
39		569,625	648,565
40		5,525	85,432
41		40,763	118,019

<sup>(\*\*)</sup> THE RESTATED INFORMATION ON THE LAST TWELVE MONTHS SHOULD BE USED

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## CONSOLIDATED FINANCIAL STATEMENT FROM JANUARY THE 1st TO DECEMBER 31 OF 2002 AND 2001

ROM JANUARY THE 1st TO DECEMBER 31 OF 2002 AND 2001 (Thousands of Pesos)

REF	CONCEPTS	QUARTER OF PRESENT FINANCIAL YEAR	QUARTER OF PREVIOUS FINANCIAL YEAR
С	551021.15	Amount	Amount
<b>1</b> 2	CONSOLIDATED NET INCOME +(-) ITEMS ADDED TO INCOME WHICH DO NOT	40,763	118,019
	RÉQUIRE USING CASH	397,755	232,982
3	CASH FLOW FROM NET INCOME OF THE YEAR	438,518	351,001
4	CASH FLOW FROM CHANGE IN WORKING CAPITAL	20,086	(113,306)
5	CASH GENERATED (USED) IN OPERATING ACTIVITIES	458,604	237,695
6 .	CASH FLOW FROM EXTERNAL FINANCING	(70,955)	(101,009)
7	CASH FLOW FROM INTERNAL FINANCING	(4,913)	(110,310)
8	CASH FLOW GENERATED (USED) BY FINANCING	(75,868)	(211,319)
9 10	CASH FLOW GENERATED (USED) IN INVESTMENT ACTIVITIES NET INCREASE (DECREASE) IN CASH AND SHORT-TERM	(321,120)	(91,454)
	INVESTMENTS	61,616	(65,078)
11 12	CASH AND SHORT-TERM INVESTMENTS AT THE BEGINNING OF PERIOD CASH AND SHORT-TERM INVESTMENTS AT THE END	181,192	246,270
	OF PERIOD	242,808	181,192

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## CONSOLIDATED FINANCIAL STATEMENT BREAKDOWN OF MAIN CONCEPTS (Thousands of Pesos)

REF	CONCEPTS	QUARTER OF PRESENT FINANCIAL YEAR	QUARTER OF PREVIOUS FINANCIAL YEAR
C		Amount	Amount
2	+ (-) ITEMS ADDED TO INCOME WHICH DO NOT REQUIRE		
	USING CASH	397,755	232,982
. 13 14	DEPRECIATION AND AMORTIZATION FOR THE YEAR + (-) NET INCREASE (DECREASE) IN PENSIONS FUND	324,911	316,562
15	AND SENIORITY PREMIUMS + (-) NET LOSS (PROFIT) IN MONEY EXCHANGE	0 335,407	0 (63,296)
16	+ (-) NET LOSS (PROFIT) IN ASSETS AND LIABILITIES ACTUALIZATION	(225.673)	(94,313)
17	+ (-) OTHER ITEMS	(36,890)	(94,313) 74,029
	() =	(66,555)	74,020
4	CASH FLOW FROM CHANGE IN WORKING CAPITAL	20,086	(113,306)
18	+ (-) DECREASE (INCREASE) IN ACCOUNT RECEIVABLE	(38,014)	(5,947)
19 20	+ (-) DECREASE (INCREASE) IN INVENTORIES + (-) DECREASE (INCREASE) IN OTHER ACCOUNT	(4,278)	(5,633)
21	RECEIVABLE + (-) INCREASE (DECREASE) IN SUPPLIER ACCOUNT	(56,448)	(13,150)
22	+ (-) INCREASE (DECREASE) IN OTHER LIABILITIES	104,942 13,884	33,327 (121,903)
	( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( )	10,004	(121,300)
6	CASH FLOW FROM EXTERNAL FINANCING	(70,955)	(101,009)
23	+ SHORT-TERM BANK AND STOCK MARKET FINANCING	. 0	0
24 25	+ LONG-TERM BANK AND STOCK MARKET FINANCING + DIVIDEND RECEIVED	2,267,942	2,978,453
26	+ OTHER FINANCING	0	0
27	(-) BANK FINANCING AMORTIZATION	(2,338,897)	(3,079,462)
28	(-) STOCK MARKET AMORTIZATION	0	0
29	(-) OTHER FINANCING AMORTIZATION	0	. 0
7	CASH FLOW FROM INTERNAL FINANCING	(4,913)	(110,310)
30	+ (-) INCREASE (DECREASE) IN CAPITAL STOCKS	0,510,	4,342
31	(-) DIVIDENS PAID	0	0
32	+ PREMIUM ON SALE OF SHARES	(4,913)	0
33	+ CONTRIBUTION FOR FUTURE CAPITAL INCREASES	0	(114,652)
9	CASH FLOW GENERATED (UTILIZED) IN INVESTMENT		
34	ACTIVITIES + (-) DECREASE (INCREASE) IN STOCK INVESTMENTS	(321,120)	(91,454)
J. <del></del>	OF A PERMANENT NATURE	(78,476)	(20,032)
35	(-) ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT	(150,427)	174,468
36	(-) INCREASE IN CONSTRUCTIONS IN PROGRESS	(23,904)	(85,295)
37	+ SALE OF OTHER PERMANENT INVESTMENTS	0	0
38 39	+ SALE OF TANGIBLE FIXED ASSETS + (-) OTHER ITEMS	0 (69.313)	(160 505)
39	T (7 O FITER HEINIG	(68,313)	(160,595)

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER:4

YEAR: 2002

## RATIOS CONSOLIDATED

REF	CONCEPTS	QUARTER OF PRESENT	QUARTER OF PREVIOUS
P		FINANCIAL YEAR	FINANCIAL YEAR
1	YIELD  NET INCOME TO NET SALES  NET INCOME TO STOCK HOLDERS' EQUITY (**)  NET INCOME TO TOTAL ASSETS (**)  CASH DIVIDENDS TO PREVIOUS YEAR NET INCOME INCOME DUE TO MONETARY POSITION TO NET INCOME	1.07 %	3.19 %
2		0.21 %	3.32 %
3		0.44 %	1.27 %
4		0.00 %	0.00 %
5		443.28 %	114.63 %
6	ACTIVITY  NET SALES TO NET ASSETS (**)  NET SALES TO FIXED ASSETS (**)  INVENTORIES ROTATION (**)  ACCOUNTS RECEIVABLE IN DAYS OF SALES  PAID INTEREST TO TOTAL LIABILITIES WITH COST (**)	0.41 times	0.40 times
7		0.53 times	0.51 times
8		7.15 times	6.72 times
9		35 days	32 days
10		8.58 %	11.17 %
11	LEVERAGE TOTAL LIABILITIES TO TOTAL ASSETS TOTAL LIABILITIES TO STOCK HOLDERS' EQUITY FOREIGN CURRENCY LIABILITIES TO TOTAL LIABILITIES LONG-TERM LIABILITIES TO FIXED ASSETS OPERATING INCOME TO INTEREST PAID NET SALES TO TOTAL LIABILITIES (**)	60.42 %	60.27 %
12		1.53 times	1.52 times
13		46.87 %	52.65 %
14		43.06 %	43.31 %
15		1.74 times	1.54 times
16		0.68 times	0.66 times
17	LIQUIDITY CURRENT ASSETS TO CURRENT LIABILITIES CURRENT ASSETS LESS INVENTORY TO CURRENT LIABILITIES CURRENTS ASSETS TO TOTAL LIABILITIES AVAILABLE ASSETS TO CURRENT LIABILITIES	0.85 times	0.84 times
18		0.56 times	0.51 times
19		0.20 times	0.18 times
20		17.84 %	15.32 %
21 22 23	CASH FLOW CASH FLOW FROM NET INCOME TO NET SALES CASH FLOW FROM CHANGES IN WORKING CAPITAL TO NET SALES CASH GENERATED (USED) IN OPERATING TO	11.47 % 0.53 %	9.50 % (3.07) %
24 25	INTEREST PAID EXTERNAL FINANCING TO CASH GENERATED (USED) IN FINANCING INTERNAL FINANCING TO CASH GENERATED (USED) IN FINANCING	1.40 times 93.52 % 6.48 %	0.56 times 47.80 % 52.20 %
26	ACQUISITION OF PROPERTY, PLANT AND EQUIPMENT TO CASH GENERATED (USED) IN INVESTMENT ACTIVITIES	46.84 %	(190.77)

<sup>(\*\*)</sup> IN THESE RATIOS FOR THE DATA TAKE INTO CONSIDERATION THE LAST TWELVE MONTHS.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4 YEAR: 2002

## DATA PER SHARE CONSOLIDATED FINANCIAL STATEMENT

REF	QUARTER OF PRESENT FINANCIAL YEAR		QUARTER OF PREVIOUS FINANCIAL YEAR				
D	CONCERTS		Amount			Amount	
		-		*			
1	BASIC PROFIT PER ORDINARY SHARE (**)	\$	0.01		\$	0.18	
2	BASIC PROFIT PER PREFERENT SHARE (**)	\$	0.00		\$	0.00	
3	DILUTED PROFIT PER ORDINARY SHARE (**)	\$	0.00		\$	0,13	
4	CONTINUOUS OPERATING PROFIT PER COMUN	1					
1	SHARE(**)	\$	. 1.14		\$	1.24	
5	EFFECT OF DISCONTINUOUS OPERATING ON						
i .	CONTINUOUS OPERATING PROFIT PER SHARE (**)	\$	0,00		\$	0.14	
6	EFFECT OF EXTRAORDINARY PROFIT AND LOSS ON						
l _	CONTINUOUS OPERATING PROFIT PER SHARE (**)	\$	0.00		\$	0.00	
7	EFFECT BY CHANGES IN ACCOUNTING POLICIES ON	_			<b>.</b>		
	CONTINUOUS OPERATING PROFIT PER SHARE (**)	\$	0.00		\$	0.00	
8	CARRYING VALUE PER SHARE	\$	5.20		\$	5.17	
9	CASH DIVIDEND ACUMULATED PER SHARE	\$	0.00		\$	. 0.00	
10	DIVIDEND IN SHARES PER SHARE			shares			shares
11	MARKET PRICE TO CARRYING VALUE	ļ	0.87	times		1.16	times
12	MARKET PRICE TO BASIC PROFIT PER ORDINARY						
	SHARE (**)	i	450.00	times		33.33	times
13	MARKET PRICE TO BASIC PROFIT PER PREFERENT						
	SHARE (**)		0.00	times		0.00	times
1				•			

<sup>(\*\*)</sup> TO CALCULATE THE DATA PER SHARE USE THE NET INCOME FOR THE LAST TWELVE MONTHS.

STOCK EXCHANGE CODEPOSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

FINANCIAL STATEMENT NOTES (1)

CONSOLIDATED Final Printing

r24: INCLUDED IN THE INTEREST PAID IN THE LOST FOR RESTATEMEN OF INVESTMENT UNITS, AMOUNTING IN DECEMBER 2002 TO \$10,181 AND TO DECEMBER 2001 TO \$10,691.

STOCK EXCHANGE CODEOSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4 YEAR: 2002

## **DIRECTOR REPORT (1)**

#### ANNEX 1

CONSOLIDATED Final Printing

#### Total Revenues.

In the fourth quarter of 2002, total revenues increased by 12% compared to the same quarter of 2001. This increase is mainly attributed to an 83% rise in sales of the Vacation Club, within the Other Businesses division. It's worth pointing out that for the full year, sales in this business unit reached US\$ 60M, contributing with 19% of the Company's total revenues. As in previous quarters, the strong growth posted by the Vacation Club unit has partially offset the still slow recovery of the hotel business resulting from the difficult economic environment that prevailed during 2002.

## Corporate Expenses

During 2002 the Company has been continuosly evaluating and investing on a new corporate structure aiming at increasing productivity at both the corporate and hotel level. As a result of this, during the 4002 corporate expenses increased 165% compared to the same period of last year.

## Operating Profit

Despite the fact that the contribution of the Company's three divisions (Hotels, Management and Other Businesses) advanced by 8.1% during the fourth quarter 2002, the perating profit decreased by 3.9%.

This is a result of the higher corporate expenses mentioned above and, in addition, a lower goodwill, since the goodwill generated by the acquisition of the Fiesta Americana Hacienda Galindo hotel in 1996 was fully amortized during 4002.

## Owned Hotels

During the quarter, coastal properties increased its occupancy rates by 1 pp and showed a 5% rise in their average daily rates (ADR). Although the point of comparison is low because of the impact of September 11th on coastal destinations in the last quarter of 2001, the fourth quarter of 2002 was itself marked by some factors that prevented a greater recovery at coastal properties.

First, at the beginning of the quarter Hurricane Isidore hit the Yucatan peninsula, where the Company operates more than 2,000 rooms; and, second, the Fiesta Americana Condesa Cancun and FA Cancun were under an extensive remodeling program, therefore their room inventory decreased when compared to the same quarter of 2001.

In urban hotels, the efforts undertaken during the year aiming at reducing costs have compensated both the lower demand observed in the business travel segment and the growth in room supply in some cities. Despite the 5% drop in revenue per available room (REVPAR), the operating margins remained stable at 37.6% from 37% in the 4Q01.

STOCK EXCHANGE CODEOSADAS GRUPO POSADAS, S.A. DE C.V. PAGE 2 QUARTER: 4 YEAR: 2002

## DIRECTOR REPORT (1)

ANNEX 1

CONSOLIDATED Final Printing

Management

Revenues from this division are directly linked to the performance of the chain's hotels, since they constitute the fees they pay to the Company to operate them. Therefore, the factors mentioned in the previous section caused a decrease of 4.7% in management revenues in the fourth quarter. However, the drop was partially compensated with the opening of the Fiesta Inn Tampico, Fiesta Americana Suites Zona Rosa and Caesar Business Nova Lima, as well as to the favorable positioning of the FA Grand Chapultepec hotel, which opened at the end of the third quarter 2001.

Integral Cost of Financing

The exchange rate loss is the result of the 2.1% depreciation of the peso against the dollar during the quarter, which compares to a 3.6% appreciation during the same quarter of 2001.

Interest paid during the quarter decreased by 15.6% compared to the 4Q01, due to a drop of the dollar-denominated debt cost from 8% to 6%. With this, the interest coverage (measured as EBITDA divided by interest expense) improved from 2.3 times in the fourth quarter of 2001 to 2.8 times at the end of 2002.

Debt

During 2002 total debt was reduced by US\$ 21.8 M and the debt mix was in average 67%/33% (USD/pesos).

Other Events

In 2002 the Company signed 22 contracts to either operate or lease hotels, making it the most productive year in Posadas history with respect to development achievements. This, together with those signed before 2002, add up to a total of 37 hotels currently under development. This represents a total investment of US\$ 376 M, of which Posadas will spend US\$ 26 M for the next 3 years.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## FINANCIAL STATEMENT NOTES (1)

ANNEX 2

CONSOLIDATED Final Printing

Significant accounting policies:

Basis of consolidation

The accompanying consolidated financial statements include the financial statements of Grupo Posadas, S.A. de C.V. and those of the subsidiaries that the Company controls.

Hotels owned and leased by the Company pay to Grupo Posadas, S.A. de C.V. a management fee on a similar basis as hotels managed but not owned by the Company. With the purpose of showing the results of its hotel operation and hotel management fees, brand and other with the revenues and costs of these types of businesses, the Company decided not to eliminate these operations in the preparation of its consolidated statements of income, which does not affect operating income.

Acquisition of businesses-

Participation in the results and changes in net worth of those subsidiaries that are purchased or sold, are included in the financial statement from or through the date on which the transactions are carried out, expressed in currency with purchasing power as of yearend.

Net excess of book value over the cost of acquisition of the subsidiaries, is recognized in income over a five-year period, and is presented as "amortization of goodwill from acquisition of businesses, net" in the accompanying statement of income.

Basis of preparation-

The accounting policies followed by the Company are in conformity with the accounting principles generally accepted in Mexico, which require that management make certain estimates and use certain assumptions to determine the valuation of some of the items included in the financial statements and make the required disclosures therein. While the estimates and assumptions used may differ from their final effect, management believes that they were adequate under the circumstances.

The significant accounting policies of the Company are as follows:

Recognition of the effects of inflation-

The Company restates its consolidated financial information in terms of the purchasing power of the Mexican pesos as of the most recent period en in order to recognize the effects of inflation. Accordingly, the financial statements originally issued have been restated and the prior period amounts presented herein differ from those originally reported in terms of Mexican pesos of the corresponding period including the translation effect. Consequently, all consolidated financial statement amounts are comparable, both for the current and the prior years, since all are stated in terms of Mexican pesos of the same purchasing power.

Marketable securities-

These are primarily money market accounts, valued at market.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## **FINANCIAL STATEMENT NOTES (1)**

ANNEX 2

PAGE 2
CONSOLIDATED
Final Printing

Inventories and operation costs-

Inventories and their related cost are valued at average cost, which due to their high turnover is similar to replacement cost.

Long-term investments-

Long-term investments where de Company does not have significant influence are valued at cost of acquisition, and are restated based on the National Consumer Price Index (NCPI), but not in excess of realizable value. Realizable value is determined based on the latest available audited financial statements.

Property and equipment-

Property and equipment in Mexico have been restated using factors derived from the NCPI. Depreciation is calculated using the straight-line method, based on the economic useful lives and residual values determined by independent appraisers.

Property and equipment of foreign subsidiaries are recorded at historical cost, restated based on the NCPI of the country of origin, and translated into Mexican pesos at the exchange rate as of yearend.

The cost of improvements, remodeling and replacements is capitalized. The cost of minor repairs and maintenance is charged to results when incurred.

## Employee benefits-

According to the Mexican labor law, Mexican companies are liable for separation payments and seniority premiums to employees terminating under certain circumstances. In addition, beginning in 1996, the Company established a pension plan covering the retirement of its executives.

The policy of the Company is to record separation payments in the results of the period in which they are incurred. The liability for seniority premiums is recorded as it accrues, according to actuarial calculations based on the projected unit credit method, using real interest rates. Therefore, the net liability is being accrued and at present value will cover the projected benefit obligations to the estimated retirement date of the Company's employees.

Stockholders' equity restatement-

Stockholders equity is restated by applying the factors derived from the NCPI to present capital stock and other capital in terms of the purchasing power at the latest yearend from the date of contribution or generation. The cumulative effect of restatement is mainly comprised by the translation effect of foreign subsidiaries, and from the result from holding no monetary

assets of prior years and their corresponding restatement.

Recognition of revenue-

Revenues from the hotel operation and management services are recognized when services are rendered. The revenues form the Vacation Club operation is recognized when the contract is formalized and the corresponding down payment is collected.

Restatement of revenues and expenses-

Revenues and expenses are restated from the month in which they arise through period end, based on factors derived from the NCPI.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

#### **FINANCIAL STATEMENT NOTES (1)**

ANNEX 2

PAGE 3
CONSOLIDATED
Final Printing

Integral financing cost-

This consists of the net effect of all financial revenues or expenses, such as interest, currency exchange, exchange gain or loss from futures and securities contracts, restatement of investment units and gain from monetary position as they occur or accrue.

Transactions in foreign currency are recorded at the exchange rate as of the date of the transaction and the assets and liabilities in foreign currency are adjusted to the exchange rate as of yearend.

The gain from monetary position, which results from the deterioration of the purchasing power of monetary items caused by inflation, is determined by applying to net monetary liabilities at the beginning of each month the inflation factor derived from the NCPI and is restated at yearend with the corresponding factor.

#### Other related businesses-

Include principally revenues, direct costs and operating expenses of certain subsidiaries engaged in the sale of real estate developments, Vacation Club intervals, distribution of operating equipment for hotels, coordination and hotel design and travel agency operations.

## Majority income per share-

Majority income per share is determined by diving the majority net income by the weighted average number of common shares outstanding. Diluted income per share is determined by adding 1) the yield attributable to convertible bonds and contracts to the above-mentioned income, and 2) to the weighted average outstanding shares the weighted average of obligations outstanding during the period, converted into shares based on the conversion coefficient established in the convertible obligations and bond issuance

Statements of changes in financial position-

Present changes in constant Mexican pesos, according to the financial position at prior yearend, restated to Mexican pesos of the most recent yearend.

## Financial instruments-

contracts.

The Company records all the effects of contracted financial instruments as assets or liabilities. The financial instruments that have been designated and that function effectively as hedging against the effects of certain risks or other financial instruments, will affect the assets, liabilities, transactions or the corresponding risks when they are realized, settled or occur, respectively. The majority of financial instruments contracted for these purposes are valued at market and affect the integral financing result in each accounting period.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4 YEAR: 2002

## RELATIONS OF SHARES INVESTMENTS

## ANNEX 3

CONSOLIDATED Final Printing

					Final Printing
COMPANY NAME (1)		NUMBER OF	WNERSHI	TOTAL A (Thousands	
	MAIN ACTIVITIES	SHARES	(2)	COST COST	PRESENT VALUE (3)
SUBSIDIARIES					
1 INMOBILIARIA HOTELERA POSADAS, S.A. DE C.V.	SUBHOLDING CO	1	99.99	2,581,844	3,513,031
2 POSADAS DE MEXICO S.A. DE C.V.	HOTEL ADMINISTRATION	1	99,99	96,947	1,023,520
3 HOTEL CONDESA DEL MAR, S.A. DE C.V.	REAL ESTATE CO	1	99.99	84,073	318,147
4 PORTO IXTAPA, S.A. DE C.V.	REAL ESTATE DEVELOPMENT	1	99.99	257,297	132,085
5 FONDO INMOBILIARIO POSADAS, SA. DE C.V.	SINCA	1	51.97	52,564	188,805
6 INVERSIONES LAS POSADAS 4500, C.A.	REAL ESTATE	. 1	99.99	47,460	94,776
7 POSADAS USA, INC	HOTEL ADMINISTRATION	1	99.99	34,563	68,120
8 DESARROLLO ARCANO, S.A. DE C.V.	REAL ESTATE	1	70.00	16,240	24,620
9 COMPAÑIA PROVEEDORA HOTELERA, S.A. DE C.V.	PRODUCT DISTRIBUTION	1	99.99	9,889	8,647
10 OPERADORA FINANCIERA DE INVERSIONES, S.A. DE C.V.	SINCA OPERATIONS	1	75.00	188	177
11 SISTEMA DIRECTOR DE PROYECTOS, S.A. DE C.V.	PROJECT, PLANNING AND SUPERVISION	j 1	99.99	12,180	8,118
12 HOTELERA PANAMERICANA, S.A. DE C.V.	ADMINISTRATIVE SERVICES	1	99.99	1,209	0
13 OTRAS SUBSIDIARIAS (4) (NO. DE SUBS.:)	8	1	0.00	194,972	30,257
TOTAL INVESTMENT IN SUBSIDIARIES				3,389,426	5,410,303
ASSOCIATEDS	<u> </u>				
1 INMOBILIARIA HOTELERA	HOTEL OPERATIONS	7,500	25.00	3,800	18,345
LAS ANIMAS, S.A. DE C.V. 2 INMOBILIARIA FIESTA LA	HOTEL OPERATIONS	58,496	20.00	14,586	12,168
NORIA, S.A. DE C.V. 3 INMOBILIARIA HOTELERA	HOTEL OPERATIONS	2,394,566	9.20	103	4,741
DE YUCATAN, S.A. DE C.V. 4 RIOTUR EMPRESA DE	HOTEL OPERATIONS	24,551,107	1.91	0	2,593
TURISMO DO MUNICIPIO DO RIO JAN		_ ,, ,			'
5 TURISRIO COMPANHIA DE TURISMO DO ESTADO DO	HOTEL OPERATIONS	1,648,071	0.49	0	70
RIO DO 6 OTRAS ASOCIADAS (4) (No. DE ASOC.:)	2	1	0.00	65	2,357
(NU. DE ASOU)		0	0.00	0	0
TOTAL INVESTMENT IN ASSOCIATEDS				18,554	40,274
OTHER PERMANENT INVESTMENTS			·		95,924
TOTAL					5,546,501

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4 YEAR: 2002

## RELATIONS OF SHARES INVESTMENTS

ANNEX 3

PAGE 2

CONSOLIDATED Final Printing

MAIN ACTIVITIES SHARES	COMPANY NAME (1)		NUMBER OF	WNERSHI	TOTAL AMOUNT (Thousands of Pesos)	
		MAIN ACTIVITIES	SHARES	(2)	(CQUISITION COST	PRESENT VALUE (3)
	:s					·
				<i>:</i>		
		,				
	•				-	
				-		
					· .	
					·	
		,			·	

STOCK EXCHANGE CODIPOSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## PROPERTY, PLANT AND EQUIPMENT (Thousands of Pesos)

## ANNEX 4

CONSOLIDATED Final Printing

CONCEPT	ACQUISITION COST	ACCUMULATED DEPRECIATION	CARRYING VALUE	REVALUATION	DEPRECIATION ON REVALUATION	CARRYING VALUE (-) REVALUATION (-) DEPRECIATION
DEPRECIATION ASSETS						·
PROPERTY	1,925,535	491,086	1,434,449	4,935,354	1,600,686	4,769,117
MACHINERY	0	0	· 0	o	0	0
TRANSPORT EQUIPMENT	27,464	15,410	12,054	12,384	9,741	14,697
OFFICE EQUIPMENT	647,730	276,699	371,031	536,867	323,217	584,681
COMPUTER EQUIPMENT	56,434	46,841	9,593	55,341	49,639	15,295
OTHER .	. 0	0	0	0	0	0
DEPRECIABLES TOTAL	2,657,163	830,036	1,827,127	5,539,946	1,983,283	5,383,790
NOT DEPRECIATION ASSETS	·					
GROUNDS	635,946	0	635,946	1,084,227	0	1,720,173
CONSTRUCTIONS IN PROCESS	73,521	o	73,521	5,326	0	78,847
OTHER	. 0	0	0	0	. 0	0
NOT DEPRECIABLE TOTAL	709,467		709,467	1,089,553	. 0	1,799,020
TOTAL	3,366,630	830,036	2,536,594	6,629,499	1,983,283	7,182,810

SHUCK EXCHANGE CUUE: POSADAS GRUPO POSADAS, S.A. DE C.V.

MEXICAN STOCK EXCHANGE ANNEX 05 CREDITS BREAK DOWN

(THOUSANDS OF PESOS)

Final Printing

YEAR: 2002

QUARTER: 4

															CONSC	CONSOLIDATED
Credit	Amortization	} Rate of	Denominated In	nated In	Amortizati	on of Credits in	Foreign Curr	Amortization of Credits in Foreign Currency With National Entities (Thousands Of	onal Entities (	Thousands Of	Amortizati	on of Credits in	Foreign Currenc	Amortization of Credits in Foreign Currency With Foreing Entities (Thousands Of S)	Entities (Thous	ands Of \$)
			Pesos	SO			S) Time	S) Time Interval					Time Interval	nterval		
Type/	Date	Interest	Until 1 Year	More Than 1 Year	Current Year	Until 1 Year	Until 2 Years	Until 3 Years	Until 4 Years	Until 5 Years	Current Year	Until 1 Year	Until 2 Years	Until 3 Years	Until 4 Years	Until 5 Years
Institution																
BANKS																
WITH WARRANTY																
DEG	30/05/2006	6.81	0	0	0	0	0	0	8	0	0	986,9	6.336	6,336	3,279	0
INTERNATIONAL FINANCE	15/07/2006	9:00	0	0	-0	0	<del>****</del>	8	Ö	0	0	48,438	48,438	48,438	22,549	0
INTERNATIONAL FINANCE	15/06/2012	5,41	•	0	0	0	ō.	0	0	0	0	27,472	27,472	27,472	27,472	151,095
BANCOMEXT	13/02/2009	5.99	0		0	65,427	65,427	274,213	65,427	163,569	0	0	0	0	0	0
BANCOMEXT	19/08/2009	5.49		•	0	34,400	34,400	34,400	34,400	57,689	0	0	0	0	0	0
BANCOMEXT	29/08/2005	6.38	0	0	0	21,923	21,923	16,442	6		0	0	0	0	0	
BANAMEX	17/08/2008	5.93	0	0	0	0	104,393	104.393	104,393	208,786	Ö	0	0.	0	0	0
SCOTIABANK INVERLAT	04/09/2007	5.31	0	0	Ö	2,008	8,032	8,032	8,032	86,347	0	0	0	0	0	0
CALIFORNIA COMMERCE BANK	05/07/2011	5.66		0	0			0	ō	Ö	0	29,320	11,379	11,379	11,379	166,873
BBVA BANCOMER		00:00	2,500	2,000	0	9,761	9,239	7,673	5,585	8,743	0	0	0	0	0	0
VARIOS		0.00	38,907	228,042	0	0	0		0	0	0	0	0	0		0
OTHER FINANCIAL ENTITIES																
CALIFORNIA COMMERCE BANK	05/09/2003	7.88	0	0 .	0	0	0	0	0	0	.0	156,590	0	0	0	0
BANCO ARABE ESPAÑOL	01/12/2003	1.47	0	0	0	ο.	6	٥	0	•	0	26,839	0	0	0	0
VARIOS	12/09/2004	0.00	Ø	134,500	0	55,298	•	0	0	0	0	0	0	0	0	0
BANAMEX			199,250	0	٥	0	0	6	<del>6</del>	0	0	0	0	0	0	0
TOTAL BANKS			240,657	367,542	0	188,817	243,414	445,153	217,837	525,134	0	294,995	93,625	93,625	64,679	317,968
PRIVATE PLACEMENTS				,							-					
UNSECURED DEBT																
VALUE,	16/02/2006	11.19		300,000	Ö	0	0		0	0	0	0	0	0	0	0
VALUE	07/07/2006	11.93	0	250,000	0	ó	0	0	0	0	0	0	0	٥	0	0
FINAMEX	02/12/2004	12.77	ŏ	173,600	0	0	0	0	0	0		0	0	0	0	0
TOTAL STOCK EXCHANGE			0	723,600	0	0	0	0	0	0	0	0	0	0	0	0

MEXICAN STOCK EXCHANGE ANNEX 05 CREDITS BREAK DOWN

S OUN ENUMBROOME: -USAUMS GRUPO POSADAS, S.A. DE C.V.

(THOUSANDS OF PESOS)

2002 YEAR: QUARTER: 4

317,968 Until 4 Years Until 5 Years Final Printing CONSOLIDATED Amortization of Credits in Foreign Currency With Foreing Entities (Thousands Of \$) 64,679 93,625 . Until 3 Years 93,625 Until 2 Years 40,506 120,508 456,009 2,154 38,352 120,508 Current Year Until 1 Year 525,134 Amortization of Credits in Foreign Currency With National Entities (Thousands Of Until 5 Years 217,837 Until 4 Years 445,153 Until 3 Years Time Interval 243,414 Until 2 Years 188,817 Until 1 Year 0 Current Year 1,091,142 More Than 1 Year Denominated In 716,191 201,939 319,843 155,691 155,691 Until 1 Year 117,904 Interest Rate of Amortization Date OTROS PASIVOS CIRCULANTES THER CURRENT LIABILITIES ND OTHER CREDITS Proveedores Mercancias Proveedores servicios Institution Type/ Credit OTAL SUPPLIERS PROVEEDORES SUPPLIERS

NOTES

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## TRADE BALANCE AND MONETARY POSITION IN FOREIGN EXCHANGE (Thousands of Pesos)

ANNEX 6

CONSOLIDATED

				Final Printing
DOLA	RS (1)	OTHER CU	RRENCIES	TOTAL
THOUSANDS OF DOLARS	THOUSANDS OF PESOS	THOUSANDS OF DOLARS	THOUSANDS OF PESOS	THOUSANDS OF PESOS
·				
0		0	0	0
74,034	772,863	0		772,863
74,034	772,863			772,863
		1		
0	0	0	. 0	0
0	0	0	0	0
1,824	19,038	0	0	19,038
1,824	19,038			19,038
72,210	753,825			753,825
	·			
69,484 183,491 42,374	<b>725,361 1,915,511</b> 442,352	<b>223,3455</b> <b>70,000</b> 19,395	<b>22433,85144</b> <b>730,749</b> 202,473	<b>969,175</b> <b>2,646,260</b> 644,825
141,117	1,473,159	50,605	528,276	2,001,435
(114,007)	(1,190,150)	(46,645)	(486,935)	(1,677,085
	THOUSANDS OF DOLARS  0 74,034  74,034  0 0 1,824  1,824  72,210  69,484 183,491 42,374 141,117	DOLARS PESOS  0 0 74,034 772,863  74,034 772,863  0 0 0 0 1,824 19,038 1,824 19,038 72,210 753,825  69,484 725,361 183,491 1,915,511 42,374 442,352 141,117 1,473,159	THOUSANDS OF DOLARS  THOUSANDS OF PESOS  O O O O O O O O O O O O O O O O O O	THOUSANDS OF DOLARS  THOUSANDS OF PESOS  O O O O O O O O O O O O O O O O O O

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

TRADE BALANCE AND MONETARY POSITION IN FOREIGN EXCHANGE (Thousands of Pesos)

PAGE 2

**ANNEX 6** 

CONSOLIDATED

**Final Printing** 

#### NOTES

- 1) EXCHANGE RATE 1 USD 10.4393 MEXICAN PESOS
- 2) INCLUDES FOREIGN SUBSIDIARIES
- 3) REGARDING THE TRADE BALANCE IN FOREIGN EXCHANGE, WITHING THE INCOME SECTION ARE INCLUDED THE MANAGED HOTELS THAT ARE NOT OWNED BY THE COMPANY, BUY AS A GROUP, WE MUST RECORD THEM UNDER THE CONCEPT.

THIS MOUNT (FOREIGN EXCHANGE INCOME) DIFFERS FROM THE ONE REPORTED IN THE INCOME STATEMENT, SPECIFICALLY WITHIN FOREIGN NET SALES, BECAUSE THE INCOME STATEMENT INCLUDES ONLY THOSE HOTELS OWNED BY THE COMPANY WHERE IT HAS EFFECTIVE CONTROL OVER MANAGEMENT.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## INTEGRATION AND INCOME CALCULATION BY MONETARY POSITION (1) (Thousands of Pesos)

ANNEX 7

CONSOLIDATED Final Printing

MONTH	MONETARY ASSETS	MONETARY LIABILITIES	(ASSET) LIABILITIES MONETARY POSITION	MONTHLY INFLATION	MONTHLY (PROFIT) AND LOSS
JANUARY	1,398,315	4,005,764	2,607,449	0.92	23,989
FEBRUARY .	1,395,494	4,042,810	2,647,316	0.00	(1,588)
MARCH	1,465,519	4,065,211	2,599,693	0.51	13,258
APRIL	1,456,923	4,002,921	2,545,998	0.55	14,003
MAY	1,467,119	4,063,935	2,596,816	0.20	5,194
JUNE	1,516,560	4,118,387	2,601,828	0.49	12,749
JULY	1,472,428	4,124,068	2,651,640	0.29	7,690
AUGUST	1,498,592	4,122,242	2,623,650	0.38	9,970
SEPTEMBER .	1,570,633	4,194,923	2,624,290	0.60	15,746
OCTOBER	1,496,540	4,185,463	2,688,923	. 0.44	. 11,831
NOVEMBER	1,481,212	<b>4,127</b> ,387	2,646,175	0.81	. 21,434
DECEMBER	1,466,435	4,075,614	2,609,178	0.44	11,480
ACTUALIZATION:	0	; 0	o	0.00	. 0
CAPITALIZATION:	0	. 0	. 0	0.00	. 0
FOREIGN CORP.:	0	0	0	0.00	34,938
OTHER	. 0	0	0	0,00	0
TOTAL	<u></u>		1		180,694

#### NOTES

THE RESULT OF THE MONETARY POSITION FOR THE COMPANIES LOCATED IN U.S.A., BRAZIL AND ARGENTINA IS CONSIDERED WITHIN THE FOREIGN SUBSIDIARIES ITEM TAKEING INTO ACCOUNT THE INFLATION OF THE CORREPONDING COUNTRY B-15

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## BONDS AND MEDIUM TERM NOTES LISTING IN STOCK MARKET (1)

	ANNEX 8	CONSOLIDATED Final Printing
FINANCIA	AL LIMITED BASED IN ISSUED DEED AND/OR TITLE	
NO APLICA / NON APPLICAB	BLE	
		-
А	CTUAL SITUATION OF FINANCIAL LIMITED	
NO APLICA / NON APPLICABI	LE	
•		
•		
-		
во	NDS AND/OR MEDIUM TERM NOTES CERTIFICATE	

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

#### PLANTS, COMMERCE CENTERS OR DISTRIBUTION CENTERS

#### ANNEX 9

CONSOLIDATED
Final Printing

PLANT OR CENTER	ECONOMIC ACTIVITY	PLANT CAPACITY (1)	UTILIZATION (%)
HOTELES CAESAR PARK	GRAND TURISM HOTELS	503,795	53
HOTELES FIESTA AMERICANA	GRAND TURISM HOTELS AND FIVE STARS	4,462,688	60
HOTELES FIESTA INN	HOTELS FOUR STARS HOTELS BUSSINESS CLASS FOUR STARS HOTELS ADVENTURE FIVE STARS HOTELS	1,274,443	62
HOTELES HOLIDAY INN		199,285	73
HOTELES THE EXPLOREAN		102,571	10

#### NOTES

CAESAR PARK HOTELS 2 LOCATED IN BRAZIL AND 1 ARGENTINA. FIESTA AMERICANA HOTELS, 10 LOCATED IN MEXICO. FIESTA INN HOTELS, 14 LOCATED IN MEXICO. HOLIDAY INN HOTELS, 5 LOCATED IN USA THE EXPLOREAN HOTELS, 2 LOCATED IN MEXICO.

THE HOTELS MENTIONED ABOVE ARE THOSE IN WHICH THE COMPANY HOLDS MANAGEMENT CONTROL.

CAPACITY IS REPRESENTED BY NET REPLACEMENT VALUE AND THE PERCENTAGE IS ITS UTILIZATION LEVEL.

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

## MAIN RAW MATERIALS

ANNEX 10

CONSOLIDATED Final Printing

DOMESTIC	MAIN SUPPLIERS	FOREIGN	MAIN SUPPLIERS	DOM. COST SUBST. PRODUCTION (%)
NON NO APLICA / APPLICABLE				

NOTES

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

SELLS DISTRIBUTION BY PRODUCT

QUARTER: 4

YEAR: 2002

ANNEX 11

	,		DOMESTIC SELLS			, CONSOLIDATED Final Printing
MAIN PRODUCTS	TOTAL PR	TOTAL PRODUCTION	NETSELLS	MARKET	N.	AIN
	VOLUME	VOLUME AMOUNT	VOLUME AMOUNT	SHARE (%)	TRADEMARKS	COSTUMERS
OPERACION HOTELERA / HOTEL OPERATION			3,316,838		FIESTA AMERICANA FIESTA INN THE EXPLOREAN	PUBLICO EN GENERAL PUBLICO EN GENERAL
TOTAL			3,316,838			

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

SELLS DISTRIBUTION BY PRODUCT

**ANNEX 11** 

FOREIGN SELLS

PAGE 2

YEAR: 2002

QUARTER: 4

CONSOLIDATED Final Printing

PUBLICO EN GENERAL COSTUMERS MAIN TRADEMARKS CAESAR PARK HOLIDAY INN DESTINATION 506,156 506,156 AMOUNT NET SELLS VOLUME AMOUNT TOTAL PRODUCTION VOLUME OPERACION HOTELERA / MAIN PRODUCTS HOTEL OPERATION TOTAL

NOTES

## QUARTER: 4 YEAR: 2002

## ANNEX 12

# CEDULE FOR THE DETERMINATION OF THE NET FISCAL EARNINGS ACCOUNT (NFEA) (Thousands of Pesos)

NFEA BALANCE FOR PREVIOUS PERI	OD FOR WHICH IS DETERMINED
NFEA BALANCE TO DECEMBER 31st OF : 2001	111,226,717
Number of shares Outstanding at the Date of the NFEA:  ( Units )	500,208,074
X ARE THE FIGURES FISCALLY AUDITED?	X ARE THE FIGURES FISCALLY

		DIVIDENDS COLLECTED IN THE PER	OD	
QUARTER	SERIES	NUMBER OF SHARES OUTSTANDING	DATE OF SETLEMENT	AMOUNT
111	III	500,208,074.00	11/09/2002	265,800.00
IV	III	500,208,074.00	22/10/2002	17,704.00
IV	111	500,208,074.00	30/11/2002	5,285,063.00
IV	111	500,208,074.00	02/12/2002	24,520.00

DETERMINATION OF THE NFE	A OF T	HE PF	RESENT YEAR		
NFE FROM THE PERIOD FROM JUNUARY 1 TO	31	OF	DICIEMBRE	OF 2002	
FISCAL EARNINGS				0	
- DETERMINED INCOME				0	
+ DEDUCTED WORKER'S PROF				0	
- DETERMINED WORKER				0	
- DETERMINED RFE				0	
- NON DEDUCTABLES				0	
NFE OF PERIOD :				0	

BALANCE OF	THE NFEA AT T esent year Informa	HE END OF THE PERIOD ation)
NFEA BALANCE TO 31 OF DICIEMBRE O	= 2002	123,128,632
Number of shares Outstanding at the Date of the NFEA:  ( Units )		500,208,074

STOCK EXCHANGE COI POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 1 YEAR: 1997

# ANNEX 12 CEDULE FOR THE DETERMINATION OF THE NET FISCAL EARNINGS ACCOUNT (NFEA) (Thousands of Pesos)

MODIFICATION BY COMPLENTARY  NFEA BALANCE TO DECEMBER 31st OF: 2001	
Number of shares Outstanding at the Date of the NFEA:	
(Units) 500,208,074	

POSADAS

QUARTER: 4

YEAR: 2002

RAZON SOCIAL: GRUPO POSADAS, S.A. DE C.V.

## ANNEX 12 - A

## CEDULE FOR THE DETERMINATION OF THE NET FISCAL EARNINGS ACCOUNT REINVERTED (NFEAR)

(Thousands of Pesos) NFEAR BALANCE FOR PREVIOUS PERIOD FOR WHICH ISDETERMINED NFEAR BALANCE TO DECEMBER 31st OF: 0000 0 0 Number of Shares Outstanding at the Date of the NFEAR: ( Units ) ARE FIGURES FISCALLY CONSOLIDATED? ARE FIGURES FISCALLY AUDITED? DIVIDENDS PAIDOUT IN THE PERIOD THAT COMES FROM DE NEEAR NUMBER OF SHARES QUARTER SERIES DATE OF SETTELMENT AMOUNT OUTSTANDING 0 0.00 DETERMINATION OF THE NEAR OF THE PRESENT YEAR OF TO 31 OF ENERO NFER FROM THE PERIOD FISCAL EARNINGS: + DEDUCTED WORKER'S PROFIT SHA - DETERMINED INCOME TAX: - NON-DEDUCTABLES Λ - (+) EARNINGS (LOSS) FROM FOREING OF PROFIT: 0 DETERMINATED RFE OF THE FISCAL YEAR - INCOME TAX (DEFERED ISR): \* FACTOR TO DETERMINE THE NFEAR: NFER FROM THE PERIOD 0 BALANCE OF THE NFEAR AT THE END OF THE PERIOD 0 NFEAR BALANCE TO: 31 OF ENERO OF . Ö Number of shares Outstanding at the Date of the NFEAR MODIFICATION BY COMPLEMENTARY NFEAR BALANCE TO DECEMBER 31st OF: 0000 0 0 Number of shares Outstanding at the Date of the NFEAR (Units-)

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

CONSOLIDATED **Final Printing** 

## INTEGRATION OF THE PAID SOCIAL CAPITAL STOCK

## CHARACTERISTICS OF THE SHARES

SERIES	NOMINAL VALUE	VALID CUPON		NUMBER (	OF SHARES		CAPITAL (Thousand	STOCK s of Pesos)
			PORTION	PORTION	MEXICAN	SUSCRIPTION	FIXED	VARIABLE
А		0	390,093,677		390,093,677		386,080	
L		0	108,745,212			108,745,212	108,745	
TOTAL			498,838,889	. 0	390,093,677	108,745,212	494,825	0

TOTAL NUMBER OF SHARES REPRESENTING THE PAID-IN CAPITAL STOCK ON THE DATE OF SENDING THE INFORMATION 498,838,889

## SHARES PROPORTION BY:

CPO'S:

9.15% SERIE A

UNITS:

0 ADRS's:

0.40% SERIE A, 0.05% SERIE L

GDRS's: 0 ADS's: 0 GDS's: 0

## REPURCHASED OWN SHARES

•	NUMBER OF	MARKET VALUE OF THE SHARE				
SERIES	SHARES	AT REPURCHASE	AT QUARTER			
Α	1,163,542	5.62700	4.50000			
L ·	205,643	4.16200	4.00000			

STOCK EXCHANGE CODE: POSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

CONSOLIDATED Final Printing

## DECLARATION FROM THE COMPANY OFFICIALS RESPONSABLE FOR THE INFORMATION.

I HEREBY SWEAR THAT THE FINANCIAL INFORMATION HERE IN SUPPLIED TO THIS STOCK EXCHANGE, CORRESPONDING TO THE PERIOD FROM 1 OF JANUARY TO 31 OF DECEMBER OF 2002 AND 2001 IS THAT OBTAINED FROM OUR AUTHORIZED ACCOUNTING REGISTERS AND IS THE RESULT OF THE APPLICATION OF THE ACCOUNTING PRINCIPLES AND NORMS ACCEPTED AND STATED BY THE MEXICAN INSTITUTE OF PUBLIC ACCOUNTANTS AND IN THE PROVISIONS OF THE MEXICAN NATIONAL BANK AND STOCK COMMISSION (COMISION NACIONAL BANCARIA Y DE VALORES).

THE ACCOUNTING PRINCIPLES USED BY THIS COMPANY AND THE PROCESSING OF DATA FOR THE PERIOD TO WHICH THE SAID INFORMATION REFERS WERE APPLIED USING THE SAME BASES AS FOR THE SIMILAR PERIOD OF THE PREVIOUS YEAR.

ING. MANUEL BORJA CHICO FINANCE VICEPRESIDENT

L.C. FERNANDO LOPEZ VAZQUEZ ADMINISTRATIVE DIRECTOR

MEXICO, D.F., AT FEBRUARY 20 OF 2003

STOCK EXCHANGE CODEPOSADAS GRUPO POSADAS, S.A. DE C.V.

QUARTER: 4

YEAR: 2002

FINANCIAL STATEMENT NOTES (1)

CONSOLIDATED Final Printing

r24: INCLUDED IN THE INTEREST PAID IN THE LOST FOR RESTATEMEN OF INVESTMENT UNITS, AMOUNTING IN DECEMBER 2002 TO \$10,181 AND TO DECEMBER 2001 TO \$10,691.

## BOLSA MEXICANA DE VALORES, S.A. DE C.V. SIFIC/ICS

LISTING SYMBOL: POSADAS

Date: 02/20/2003 17:24

## GENERAL INFORMATION ABOUT THE COMPANY

CORPORATE NAME:

GRUPO POSADAS, S.A. DE C.V.

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> Floor & PH

COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

11000

CITY & STATE:

MEXICO CITY, FEDERAL DISTRICT

TELEPHONE:

326-6700 326-6701

FAX: E-MAIL:

mborja@posadas.com.mx

INTERNET ADDRESS

www.posadas.com.mx

## FISCAL INFORMATION ABOUT THE COMPANY

COMPANY'S TAXPAYER ID:

GPO920120440

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> FLOOR & PH

COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

11000

CITY & STATE:

MEXICO CITY, FEDERAL DISTRICT

## PAYMENT OFFICER

NAME: ADDRESS: MANUEL BORJA CHICO, ENGINEER REFORMA LOMAS 155 - 2<sup>nd</sup> FLOOR & PH

COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

11000

CITY & STATE:

MEXICO CITY, FEDERAL DISTRICT

TELEPHONE: FAX:

326-6700 326-6701

## INFORMATION ABOUT THE CHIEF EXECUTIVE OFFICERS

TITLE MSE:

PRESIDENT OF THE BOARD OF DIRECTORS

TITLE:

PRESIDENT

NAME:

GASTON AZCARRAGA ANDRADE

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> FLOOR & PH LOMAS DE CHAPULTEPEC

COLONY: ZIP CODE:

11000

CITY & STATE:

MEXICO CITY, FEDERAL DISTRICT

TELEPHONE:

326-6700

FAX: E-MAIL: 326-6701

TITLE MSE:

CHIEF EXECUTIVE OFFICER
CHIEF EXECUTIVE OFFICER

TITLE: NAME:

NOT APPLICABLE

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

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CITY & STATE:

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E-MAIL:

FAX:

326-6701

## BOLSA MEXICANA DE VALORES, S.A. DE C.V. SIFIC/ICS

LISTING SYMBOL: POSADAS

Date: 02/20/2003 17:24

TITLE MSE: TITLE:

CHIEF FINANCIAL OFFICER VICEPRESIDENT OF FINANCES

NAME:

MANUEL BORJA CHICO

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

COLONY:

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ZIP CODE:

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CITY & STATE:

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TELEPHONE: FAX:

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E-MAIL

mborja@posadas.com.mx

TITLE MSE:

PARTY RESPONSIBLE FOR QUARTERLY INFORMATION

TITLE:

VICEPRESIDENT OF FINANCES

NAME:

MANUEL BORJA CHICO

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

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CITY & STATE:

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TELEPHONE:

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FAX: E-MAIL:

SECOND PARTY RESPONSIBLE FOR QUARTERLY INFORMATION

TITLE:

TITLE MSE:

DIRECTOR OF ADMINISTRATION

NAME: ADDRESS: FERNANDO LOPEZ VAZQUEZ REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

COLONY:

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FAX: E-MAIL

flopez@posadas.com.mx

TITLE MSE:

PARTY RESPONSIBLE FOR LEGAL DEPARTMENT

TITLE:

DIRECTOR OF LEGAL DEPARTMENT

NAME:

FRANCISCO JAVIER LOPEZ SEGURA

ADDRESS:

REFORMA LOMAS 155 - 2nd & 4th FLOORS & PH

COLONY:

LOMAS DE CHAPULTEPEC

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CITY & STATE:

MEXICO CITY, FEDERAL DISTRICT

TELEPHONE:

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FAX: E-MAIL: 326-6701

TITLE MSE:

SECRETARY OF THE BOARD OF DIRECTORS

TITLE: NAME:

DIRECTOR OF LEGAL DEPARTMENT

FRANCISCO JAVIER LOPEZ SEGURA REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

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MEXICO 58534 v11 (2K)

## BOLSA MEXICANA DE VALORES, S.A. DE C.V. SIFIC/ICS

LISTING SYMBOL: POSADAS

Date: 02/20/2003 17:24

TITLE MSE:

ASSISTANT SECRETARY OF THE BOARD OF DIRECTORS

TITLE:

VACANT VACANT

NAME:

REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

ADDRESS: COLONY:

LOMAS DE CHAPULTEPEC

ZIP CODE:

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CITY & STATE:

110

TELEPHONE:

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FAX:

326-6700 326-6701

E-MAIL:

TITLE MSE:

PARTY RESPONSIBLE FOR INFORMATION TO STOCKHOLDERS

TITLE:

CHIEF FINANCIAL PLANNING OFFICER

NAME:

OLIVER IRIARTE FUENTES

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> & 4<sup>th</sup> FLOORS & PH

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TITLE MSE:

CREDITED FOR SHIPMENT OF INFORMATION VIA EMISNET

TITLE:

CHIEF FINANCIAL PLANNING OFFICER

NAME:

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TITLE MSE:

CREDITED FOR SHIPMENT OF RELEVANT EVENTS VIA

**EMISNET** 

TITLE:

CHIEF FINANCIAL PLANNING OFFICER

NAME:

OLIVER IRIARTE FUENTES

ADDRESS:

REFORMA LOMAS 155 - 2<sup>nd</sup> FLOOR & PH

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