

## EL PUERTO DE LIVERPOOL, S.A.B. DE C.V.

### FOURTH QUARTER 2021 RESULTS

El Puerto de Liverpool had another quarter of solid results and made significant progress on advancing key Company strategies. Retail revenue increased by 12.1% versus 2019. The quarter also stood out for commercial margin improvements in all categories, strict control of operating expenses, and a strong non-performing loans performance, resulting in an EBITDA 5.7% lower than 2019.

Due to proper credit risk management, the total non-performing loans portfolio closed at 2.2%, 4.5 p.p. lower than the same quarter of 2020, a level we hadn't seen in over 18 years.

Fourth quarter operating flow was \$16.831 billion pesos, reflecting excellent consumer response to *El Buen Fin* and seasonal sales. The proper balance of promotional activity was a result of well-organized inventory planning for year-end sales. The cash balance as of December 31<sup>st</sup> was \$32.495 billion pesos, which resulted in a net leverage to EBITDA ratio of -0.08x.

The fourth quarter was marked by greater dynamism in Soft Line items (clothing, cosmetics and accessories). Geographically, the North, Southeast, Gulf, and Western states presented solid growth.

El Puerto de Liverpool continued to make progress on the initiatives that it set out at the beginning of the year, which we will discuss in more detail below.

Our digital channel had solid performance and results for the quarter. Group digital sales remained at the same level as in the prior year, against a strong 2020 comparison basis, which saw high sales due to store closures. Compared to 2019, the channel grew by 2.4x during the quarter. Marketplace grew its sales by 36% during the quarter, and more than 7x compared to 2019. Suburbia increased its online sales by almost 3.6x compared to 2019. Digital participation was 21.3% in the quarter.

#### **Our Ecosystem**

El Puerto de Liverpool made significant progress on ecosystem growth in the fourth quarter. We continued working on the development of our applications, tailor-made offerings, and other solutions to be able to offer the best Customer experience possible.

To achieve our omnichannel goals, for Liverpool stores with product availability, we released online product offerings with 2-hour Click & Collect delivery and 24-hour home delivery (express format). Store deliveries leverages our competitive advantage; its share increased 2.6x during the year.

Thanks to the Geolocation project, same day and next day delivery increased 85% vs. 2020. The average delivery time decreased 40% vs. December 2020. The Click & Collect operation played a very important role in Customer service, ending the quarter with a participation rate of close to 38% of digital sales during December, with an average delivery time of 2 hours. Store deliveries grew 124% during December.

During the year, we achieved our delivery commitment on 94% of all orders, a 4-percentage point improvement over the previous year.

The transportation management system (TMS) was put into operation and the modernization of the delivery order management system (OMS) was initiated. We also launched the new version of the warehouse and store procurement platform for the picking, packing, and shipping processes.

The development of PLAN, our Arco Norte Logistics Platform, continues to make progress and is set to start operations for Big Ticket processes in the first half of 2022. Yearly Capex accumulated for this project was \$1.921 billion pesos, which represents 31% of total Capex.

Tailor-made offerings project allow us to make purchase recommendations according to customer preferences. Likewise, through campaigns aimed at digital customers, we were able to increase its customer base by close to 20% during the fourth quarter.

In credit, Suburbia released a new version of its consumer credit management platform.

### Results (compared to 2020)

- **Liverpool's same-store sales** increased 17.5% in the quarter.
- **Suburbia's same-store sales** increased 35.1% in the period.
- **Total income** for the quarter increased 19.1%. Cumulatively, it increased 30.8%.
- **EBITDA** for the quarter was \$10.331 billion pesos, accumulated EBITDA was \$23.909 billion pesos.
- For the quarter, our **net profit** was \$6.886 billion pesos, accumulated net profit was \$12.868 billion pesos.

The fourth-quarter results conference call will take place on February 24<sup>th</sup> at 10am (Mexico City time). Access information is available on our website:

[www.elpuertodeliverpool.mx](http://www.elpuertodeliverpool.mx)

## Key Figures

The following are the main income statement indicators at the close of the fourth quarter:

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	VAR %	2021	2020	VAR %
<b>Total revenue:</b>	<b>56,068.7</b>	<b>47,088.1</b>	<b>19.1%</b>	<b>151,021.7</b>	<b>115,472.5</b>	<b>30.8%</b>
Commercial (includes services and of	52,002.3	43,229.1	20.3%	136,793.2	100,939.6	35.5%
Interest	3,158.1	3,117.1	1.3%	11,138.5	11,953.7	(6.8%)
Leasing	908.3	741.9	22.4%	3,090.0	2,579.2	19.8%
Cost of sales	35,011.0	31,290.4	11.9%	93,950.3	73,599.5	27.7%
<b>Gross income</b>	<b>21,057.7</b>	<b>15,797.7</b>	<b>33.3%</b>	<b>57,071.4</b>	<b>41,873.1</b>	<b>36.3%</b>
Gross margin	37.6%	33.5%	4.01 p.p.	37.8%	36.3%	1.53 p.p.
<b>Total operating expenses</b>	<b>12,114.8</b>	<b>9,926.7</b>	<b>22.0%</b>	<b>38,338.1</b>	<b>38,061.0</b>	<b>0.7%</b>
Operating Expenses	9,375.0	7,814.4	20.0 %	31,303.1	27,684.1	13.1 %
Provisions for overdue accounts	1,351.5	700.4	93.0%	1,859.6	5,182.7	(64.1%)
Depreciation & Amortization	1,388.4	1,411.8	(1.7%)	5,175.4	5,194.2	(0.4%)
<b>Operating income</b>	<b>8,942.9</b>	<b>5,871.0</b>	<b>52.3%</b>	<b>18,733.4</b>	<b>3,812.1</b>	<b>391.4%</b>
	<b>697.7</b>	<b>847.5</b>	<b>(17.7%)</b>	<b>3,082.2</b>	<b>2,916.9</b>	<b>5.7%</b>
Net income	6,886.1	3,691.3	86.5%	12,868.2	750.1	1,615.5%
<b>EBITDA</b>	<b>10,331.2</b>	<b>7,282.8</b>	<b>41.9%</b>	<b>23,908.7</b>	<b>9,006.3</b>	<b>165.5%</b>
<b>EBITDA margin</b>	<b>18.4 %</b>	<b>15.5 %</b>	<b>3.0 p.p.</b>	<b>15.8 %</b>	<b>7.8 %</b>	<b>8.0 p.p.</b>
<b>EBITDA 12 Months</b>				<b>23,908.7</b>	<b>9,006.3</b>	<b>165.5 %</b>
<b>EBITDA margin 12 Months</b>				<b>15.8 %</b>	<b>7.8%</b>	<b>8.0 p.p.</b>
<b>Same-store growth Liverpool</b>	<b>17.5%</b>	<b>(3.0%)</b>	<b>20.5 p.p.</b>	<b>33.7%</b>	<b>(18.7%)</b>	<b>52.4 p.p.</b>
<b>Same-store growth Suburbia</b>	<b>35.1%</b>	<b>(27.3%)</b>	<b>62.4 p.p.</b>	<b>49.1%</b>	<b>(39.8%)</b>	<b>88.9 p.p.</b>
<b>Same-store growth Total</b>	<b>22.7%</b>	<b>(6.6%)</b>	<b>29.3 p.p.</b>	<b>35.5%</b>	<b>(21.7%)</b>	<b>57.2 p.p.</b>
<b>Customer's portfolio</b>				<b>38,340.7</b>	<b>32,839.8</b>	<b>16.8%</b>
<b>Past due portfolio</b>				<b>2.2%</b>	<b>6.7%</b>	<b>(4.5 p.p)</b>
<b>Portfolio coverage index</b>				<b>11.3%</b>	<b>16.5%</b>	<b>(5.2 p.p)</b>
<b>Same shopping centers occupation</b>				<b>91.1%</b>	<b>90.8%</b>	<b>0.3 p.p.</b>

**Note: The 2019 comparative income statement can be found in the annexes.**

## RESULTS

### I. Sales of goods and services

In the fourth quarter, total retail revenues increased 20.3%, with a cumulative growth of 35.5%. It should be noted that in 2020, stores were closed as of December 19<sup>th</sup>.

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	VAR %	2021	2020	VAR %
<b>Commercial Revenues</b>						
Liverpool	44,799.2	37,978.3	18.0%	118,713.6	88,977.9	33.4%
Suburbia	7,203.1	5,250.8	37.2%	18,079.6	11,961.7	51.1%
<b>Total</b>	<b>52,002.3</b>	<b>43,229.1</b>	<b>20.3%</b>	<b>136,793.2</b>	<b>100,939.6</b>	<b>35.5%</b>

During the quarter there was an additional Friday compared to the same period in 2020.

## Liverpool

In the fourth quarter, same-store sales increased by 17.5% compared to 2020.

Regarding sales performance, the softlines categories grew 45.9% against 2020, due to the continued return to normal activities.

## Suburbia

Same store sales increased by 35.1% in the quarter.

Suburbia's performance reflects the recovery of clothing sales. During 2021, 7 new stores were opened. Also, it was decided to close Suburbia liquidation stores, which had 7 locations.

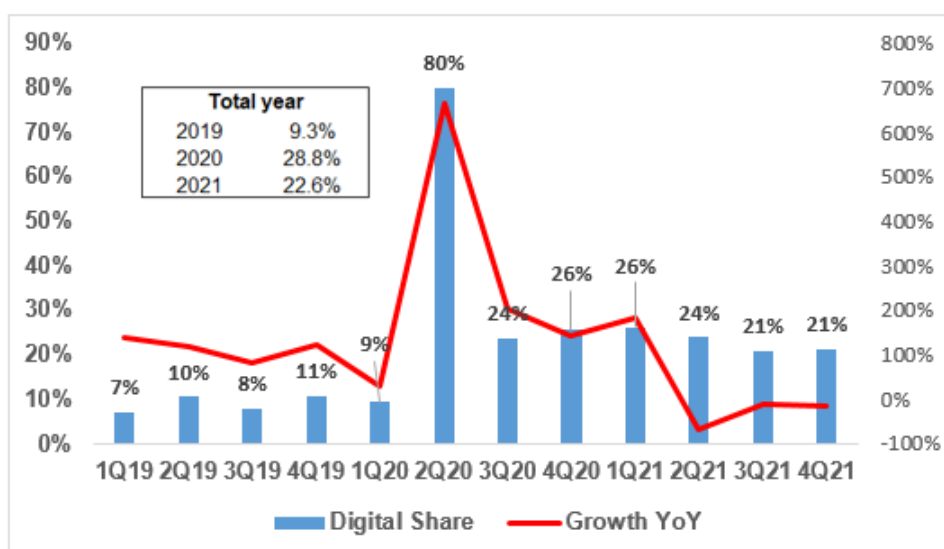
Department stores associated with ANTAD saw an increase in same-store sales of 16.1% for the fourth quarter. It is important to note that the clothing and footwear category, within ANTAD, grew by 26.4% in same-stores sales.

When comparing the same results from this quarter against 2019, the following growth is observed:

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2019	VAR %	2021	2019	VAR %
Commercial Revenues						
Liverpool	44,799.2	39,164.8	14.4%	118,713.6	108,942.8	9.0%
Suburbia	7,203.1	7,217.7	(0.2%)	18,079.6	18,379.8	(1.6%)
Total	52,002.3	46,382.5	12.1%	136,793.2	127,322.6	7.4%

## II. Omnichannel Strategy

Both Liverpool and Suburbia stores had favorable year end results. In the fourth quarter, the digital channel's 21.3% share was 2x that of the fourth quarter of 2019. It is important to note that the 2020 comparison basis is very high given the closure of physical stores during year-end sales, generating a high digital channel share. Cumulatively, digital channel's 22.6% share was 2.4x higher than 2019.



### III. Financial Businesses

#### Interest Income and Customer Portfolio

Revenues from the credit division resulted in a 1.3% increase for the fourth quarter, compared to the same period in 2020. Cumulatively, a decrease of 6.8% was observed, still reflecting the effect of prioritizing risk management. The client portfolio increased by 16.8% compared to 2020. Our total number of cardholders was 6.1 million at the end of the period, which was 6.3% higher than the previous year.

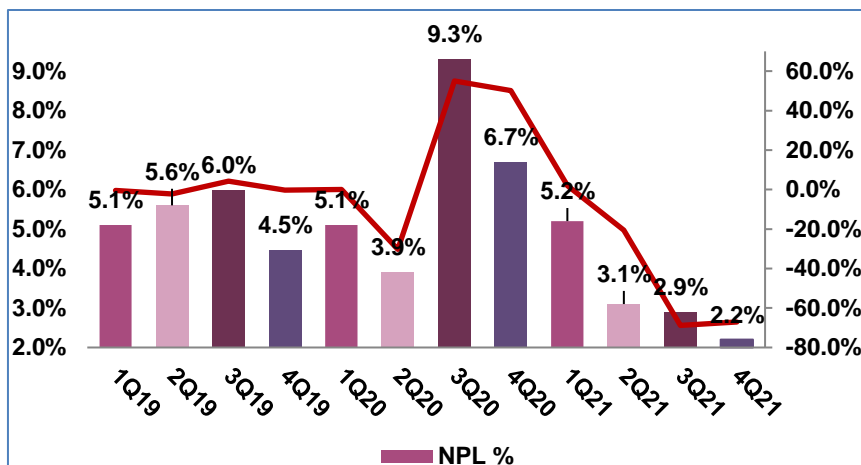
Cumulatively, 45.8% of Liverpool's sales were made with our means of payment, which reduced its share by 1.3 p.p. compared to 2020. This was related to the prior year's digital channel share of sales having a higher participation due to store closures.

The NPLs past 90 days overdue for Liverpool credit cards were 2.1%, 430 bps below the level reported at the end of 2020.

The NPLs for Suburbia credit cards were 3.6%, representing an improvement of 939 bps compared to the end of December of the previous year. Cumulative Suburbia sales with our cards represents 25.1%.

The Group's NPLs past 90 days overdue were 2.2% at the end of the quarter. Of that figure, 10 bps correspond to the performance of the Suburbia portfolio.

#### Accounts more than 90 days overdue (%) and growth rate vs. the prior year



The quarter's portfolio coverage ratio closed at 11.3%, 5.2 p.p. lower than the same period of the previous year. The reserve represents 5.7 times the NPLs. As expected, the allowance for overdue accounts in the income statement reached an inflection point during the third quarter, and in the fourth quarter we provisioned 1.351 billion pesos, almost twice as much as last year. During the year, 64.1% fewer reserves were generated compared to 2020.

**TOTAL RESERVE**

Millions pesos	4Q2021	4Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	4,023.6	6,799.1	(40.8%)	6,486.3	4,422.3	46.7%
(+) New reserves:	1,351.5	700.4	93.0%	1,859.6	5,182.6	(64.1%)
(-) Write off:	(487.9)	(1,013.2)	(51.8%)	(3,458.7)	(3,118.7)	10.9%
<b>Ending balance of reserve</b>	<b>4,887.1</b>	<b>6,486.3</b>	<b>(24.7%)</b>	<b>4,887.1</b>	<b>6,486.3</b>	<b>(24.7%)</b>

	DIC 21	DIC 20	VAR	DIC 21	DIC 20	VAR
Coverage Index	11.3%	16.5%	(5.2 p.p)	11.3%	16.5%	(5.2 p.p)

**LIVERPOOL**

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	3,678.5	6,116.5	(39.9%)	5,789.2	4,242.9	36.4%
(+) New reserves:	1,239.5	606.4	104.4%	1,806.3	4,436.7	(59.3%)
(-) Write off:	(447.5)	(933.7)	(52.1%)	(3,125.0)	(2,890.4)	8.1%
<b>Ending balance of reserve</b>	<b>4,470.6</b>	<b>5,789.2</b>	<b>(22.8%)</b>	<b>4,470.6</b>	<b>5,789.2</b>	<b>(22.8%)</b>

**SUBURBIA**

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	345.1	682.6	(49.4%)	697.1	179.4	288.5%
(+) New reserves:	111.9	94.0	19.1%	53.2	745.9	(92.9%)
(-) Write off:	(40.4)	(79.5)	(49.1%)	(333.7)	(228.3)	46.2%
<b>Ending balance of reserve</b>	<b>416.6</b>	<b>697.1</b>	<b>(40.2%)</b>	<b>416.6</b>	<b>697.1</b>	<b>(40.2%)</b>

#### IV. Leasing

Leasing income increased by 22.4% in the fourth quarter compared to the same period of 2020, and cumulatively by 19.8% compared to 2020. Compared to pre-pandemic levels, in our shopping centers, retail rentals performed better in terms of revenue than what was generated by Customer traffic.

The occupancy levels of comparable shopping centers at the end of the quarter stood at 91.1%, slightly above the prior year although 2.6 p.p. below 2019 year-end levels.

#### V. Cost of Goods Sold and Gross Margin

##### Retail Margin

The retail margin for the quarter was 32.7%, an improvement of 510 bps compared to the same period of 2020. This was a result of higher full-price sales from inventory control, a recovery in softline sales, and lower logistics expenses. On a cumulative basis, 4.2 p.p. were recovered, reaching 31.3%, only 50 bps below 2019 levels.

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	Dif %	2021	2020	Dif%
Commercial sales	52,002.3	43,229.1	20.3%	136,793.2	100,939.6	35.5%
Cost of goods sold	35,011.0	31,290.4	11.9%	93,950.3	73,599.5	27.7%
<b>Commercial margin</b>	<b>32.7%</b>	<b>27.6%</b>	<b>5.1 p.p.</b>	<b>31.3%</b>	<b>27.1%</b>	<b>4.2 p.p.</b>

## Consolidated Gross Margin

The consolidated gross margin improved 400 bps during the fourth quarter, compared to the same period of 2020. On a cumulative basis, it improved 150 bps. These results can be explained by an improvement in operating results in the commercial segment.

As % of total income	QUARTER			YTD		
	4Q2021	4Q2020	VAR pbs	2021	2020	VAR pbs
Retail	92.7%	91.8%	0.9 p.p.	90.6%	87.4%	3.2 p.p.
Interest	5.6%	6.6%	(1.0 p.p.)	7.4%	10.4%	(3.0 p.p.)
Leasing	1.6%	1.6%	0.0 p.p.	2.0%	2.2%	(0.2 p.p.)

## VI. Operating Expenses

Total operating expense increased 22.0% in the quarter and 0.7% on a cumulative basis, compared to 2020. Excluding depreciation and overdue accounts, quarterly expenses increased 20.0% and 13.1% for the full year. The fourth quarter includes the effect of one-off expenses related to the provision for the closure of our Huehuetoca distribution center for \$210 million pesos, as well as non-comparable effects in personnel expenses related to the executive performance bonus and profit sharing. Excluding all these effects, the increase in operating expenses was 13.1% in the quarter and 8.6% on a cumulative basis, both compared to 2020.

## VII. EBITDA

EBITDA in the October-December quarter was \$10.331 billion pesos, 42% higher than the fourth quarter of 2020. Cumulative EBITDA was \$23.909 billion pesos. Cumulative EBITDA margin reached 15.8% compared 16.6% in 2019.

## VIII. Operating Income

For the fourth quarter, operating income was \$8.943 billion pesos, \$3.072 billion pesos higher than the same period of 2020. Cumulative operating income was \$18.733 billion pesos.

## IX. Financial Expense and Income

Net financial expense for the quarter was 17.7% lower than the same period of the previous year. On a cumulative basis, an increase of 5.7% is reported, due to expenses related to the prepayment of the 2026 bond made in the third quarter.

Millions pesos	QUARTER			YTD		
	4Q2021	4Q2020	Effect	2021	2020	Effect
<b>Net Financial Income/(Expense)</b>						
Interest	(661.4)	(765.2)	(13.6%)	(3,018.0)	(3,266.4)	(7.6%)
Exchange Effect	(42.5)	(82.3)	(48.3%)	(53.2)	349.5	(115.2%)
Total Consideration	-	-	N/C	(481.2)	-	N/C
MTM Derivatives	6.2	-	N/C	382.4	-	N/C
Other Buyback Effects	-	-	N/C	(66.9)	-	N/C
Total Buyback Effects	6.2	-	N/C	(165.7)	-	N/C
Interes Devolución IVA Marca Subi	-	-	N/C	154.6	-	N/C
<b>Total Special Effects</b>	<b>6.2</b>	<b>-</b>	<b>N/C</b>	<b>(11.1)</b>	<b>-</b>	<b>N/C</b>
<b>Total Financial Income/(Expense)</b>	<b>(697.7)</b>	<b>(847.5)</b>	<b>(17.7%)</b>	<b>(3,082.2)</b>	<b>(2,916.9)</b>	<b>5.7%</b>



It is important to note that the valuation of the derivative related to prepaid debt is only an accounting effect, because we have decided to maintain this position for the time being.

## X. Equity in the results of associated companies and joint ventures

This quarter's results show a profit of \$130 million pesos, cumulative profit is \$737 million pesos, compared to a loss of \$328 million pesos and \$524 million pesos respectively, vs. 2020. This reflects better operating conditions in the countries where Unicomer is present, in particular Central America and the Caribbean, as well as a better performance of the loan portfolio. Additionally, Sfera's results were 40% higher than those of 2019.

## XI. Income Tax

The effective income tax rate (current and deferred) for 2021, without considering the investment in associates, was 22.4%. This level is explained by the significant increase in inflation observed during the year.

## XII. Net Profit / Loss

This quarter we had a controlled net profit of \$6.886 billion pesos while accumulated earnings were \$12.868 billion pesos, 3.9% higher than 2019.

## XIII. Balance Sheet

### Cash and Short-Term Investments

The balance of this account was \$32.495 billion pesos as of December 31<sup>st</sup>, 2021. Due to the decision to maintain the hedge associated with the bond repurchase, we reduced our cash balance in dollars and now only 3% is invested in foreign currency (mainly in USD).

### Inventories and Accounts Payable

The inventory account ended with a balance of \$23.120 billion pesos, 7.7% above the previous year. This level reflects the inventory control maintained during the year and Suburbia's efforts to reduce its slow-moving inventories. Suburbia's inventories closed 26% below the previous year.

The balance of accounts payable to merchandise suppliers was \$29.578 billion pesos, this represents an increase of 21.3% compared to the same period of 2020. The ratio of suppliers to inventories closed the year at 1.3x.

### Interest-Bearing Debt and Cash Flow

The following shows the breakdown of our interest-bearing debt, at the end of the fourth quarter:

Millions pesos	4Q2021	4Q2020	VAR %
Cost bearing debt	(33,225.1)	(37,804.1)	(12.1%)
Financial derivative instruments acquired for hedging purposes*	2,734.8	2,410.0	13.5%
<b>TOTAL</b>	<b>(30,490.3)</b>	<b>(35,394.1)</b>	<b>(13.9%)</b>

\*Cross currency swap



100% of the dollar-denominated debt is covered with a cross-currency swap, for both the principal and the interest.

100% of our debt is at a fixed rate, which is weighted 7.78%. It has an average life of 5.3 years.

At the end of the period, the gross and net leverage to 12-month EBITDA ratios were 1.28x and -0.08x, respectively. These ratios were calculated considering the market valuation of financial derivative instrument hedges, as shown in the table above, and excluding the indebtedness associated with leases (IFRS 16).

#### **XIV. Capital Expenditure**

As of December 31<sup>st</sup>, 2021, Liverpool invested \$5.975 billion pesos in capital expenditure. Of this amount, 36% corresponds to expansion, 14% to remodeling, and 50% to logistics and systems.

#### **XV. Dividends**

On October 15<sup>th</sup>, the Board of defined the payment date and disbursements associated with the declared dividend by the Shareholders' Meeting on March 18<sup>th</sup>. The first payment, for an amount of \$1,006,647,075.00, at a rate of \$0.75 for each of the 1,342,196,100 shares in circulation, was made on October 29<sup>th</sup>. The second payment, for the same amount, was made on January 28<sup>th</sup>, 2022.

#### **XVI. Expansion, Initiatives, and Recent Events**

On October 7<sup>th</sup>, we inaugurated Suburbia Plaza del Sol in the same space where Liverpool Plaza del Sol closed during the third quarter. Likewise, on October 27<sup>th</sup> we opened Suburbia Mundo E in the State of Mexico.

		2021 Openings
<b>Liverpool Warehouses</b>		
NA	La Perla, Guadalajara, Jalisco	September 28
	Plaza del Sol, Guadalajara, Jalisco	Closed
<b>Suburbia Stores:</b>		
1	Tenaria, Ciudad de México	May 27
2	Patio Ecatepec, Edo. de México	July 27
3	Puerta Aragón, Ciudad de México	July 29
4	Los Reyes Tepozán, Edo. de México	September 3

5	Las Misiones, Ciudad Juárez, Chihuahua	September 8
6	Patio Villahermosa, Tabasco	September 23
NA	Plaza del Sol*, Guadalajara, Jalisco	October 7 (relocation)
7	Mundo E, Estado de México	October 27

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**Remodeling and expansion (in progress):**


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Liverpool Perisur y Centro Comercial Perisur

Liverpool y Centro Comercial Galerías Monterrey (doubling its size) +30,178 m<sup>2</sup>

Centro Comercial Galerías Insurgentes. (+45%) +7,885 m<sup>2</sup>

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## XVI. Analyst Coverage

In accordance with the Mexican Securities Market Law, the Company hereby discloses the list of Institutions and Financial Groups that covers its financial and operational performance:

### Analysts

Bank of America Merrill Lynch

Credit Suisse

JP Morgan

Banorte

GBM

Morgan Stanley

Barclays

HSBC

Scotiabank

BBVA

Intercam

UBS

BTG Pactual

Itaú BBA

Vector

## XVII. Company Profile

El Puerto de Liverpool, S.A.B. de C.V.: (as of December 31<sup>st</sup>, 2021)

Liverpool Stores:	122	1,741,312 m <sup>2</sup>
Suburbia Stores:	164	603,498 m <sup>2</sup>
Shopping Centers:	28	570,046 m <sup>2</sup>
Boutiques:	116	74,434 m <sup>2</sup>

**XVIII. Credit Cards**

<b>Number of cards</b>	<b>4Q21</b>	<b>4Q20</b>	<b>VAR %</b>
Liverpool Cards	4,955,143	4,836,466	2.5%
Suburbia Cards	1,097,619	855,891	28.2%

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**Annexes**
**Cash Flow**

	CUMULATIVE		4Q	
	2021	2020	2021	2020
<b>Operating income</b>	<b>18,733.4</b>	<b>3,812.1</b>	<b>8,942.9</b>	<b>5,871.0</b>
Depreciation and amortization	5,175.4	5,194.2	1,388.4	1,411.8
<b>EBITDA</b>	<b>23,908.7</b>	<b>9,006.3</b>	<b>10,331.2</b>	<b>7,282.8</b>
Interests	(3,594.6)	(2,961.2)	(1,017.6)	(1,093.3)
Derivatives	(382.4)	-	(44.2)	-
Taxes	(1,694.0)	(3,955.7)	(269.5)	(598.0)
Working capital	(2,061.8)	8,981.8	2,775.0	4,588.8
Clients	(5,614.6)	5,406.9	(7,849.5)	(7,423.1)
Inventories	(1,645.3)	1,865.4	4,166.6	5,433.5
Suppliers	5,198.2	1,709.6	6,457.9	6,578.4
Other	6,348.0	892.1	5,056.2	1,944.2
<b>Cashflow from operation</b>	<b>22,524.1</b>	<b>11,963.3</b>	<b>16,831.1</b>	<b>12,124.4</b>
Capex	(5,975.4)	(4,514.2)	(2,589.5)	(1,579.1)
<b>Cash flow before dividends</b>	<b>16,548.6</b>	<b>7,449.2</b>	<b>14,241.7</b>	<b>10,545.3</b>
Dividends	(3,018.4)	-	(1,006.5)	-
<b>Cashflow</b>	<b>13,530.2</b>	<b>7,449.2</b>	<b>13,235.1</b>	<b>10,545.3</b>
Received Loans	-	8,500.0	-	-
Paid Loans	(5,102.6)	-	(566.4)	(3,500.0)
Lease liabilities	(2,128.7)	(1,888.0)	(537.9)	(499.1)
<b>Increase / (Decrease)</b>	<b>6,298.9</b>	<b>7,561.1</b>	<b>12,130.8</b>	<b>6,546.2</b>

**Balance Sheet as of December 31<sup>st</sup>, 2021**

Million Pesos	2021	2020	Dif	% vs AA
Cash / cash equivalent	32,494.9	26,195.9	6,298.9	24.0%
Loan portfolio	38,340.7	32,839.8	5,500.9	16.8%
Inventories	23,120.3	21,475.0	1,645.3	7.7%
Investment in associates	9,152.5	8,103.9	1,048.6	12.9%
Fixed assets	52,573.6	50,684.9	1,888.7	3.7%
Right of use assets	11,513.5	11,658.0	(144.4)	(1.2%)
Investment properties	22,431.1	22,129.0	302.1	1.4%
Other	32,344.1	31,756.8	587.3	1.8%
<b>Total Assets</b>	<b>221,970.7</b>	<b>204,843.4</b>	<b>17,127.3</b>	<b>8.4%</b>
Suppliers	29,578.0	24,379.8	5,198.2	21.3%
Short term loans	3,400.0	0.0	3,400.0	100.0%
Long termn loans	29,825.1	37,804.1	(7,979.0)	(21.1%)
Lease liabilities	12,560.1	12,411.0	149.1	1.2%
Other liabilities	26,720.0	22,428.4	4,291.6	19.1%
<b>Total Liabilities</b>	<b>102,083.2</b>	<b>97,023.3</b>	<b>5,059.8</b>	<b>5.2%</b>
<b>Stockholders' equity</b>	<b>119,887.5</b>	<b>107,820.0</b>	<b>12,067.5</b>	<b>11.2%</b>

**Consolidated Income Statement**  
**As of December 31<sup>st</sup>**  
**Millions of Pesos**

**Compared to 2019**

	QUARTER			YTD		
	4Q2021	4Q2019	% VAR.	2021	2019	% VAR.
Commercial Income	52,002.3	46,382.5	12.1	136,793.2	127,322.6	7.4
Leasing Income	908.3	934.2	(2.8)	3,090.0	3,553.5	(13.0)
Interest Income	3,158.1	3,586.1	(11.9)	11,138.5	13,357.4	(16.6)
Total Income	56,068.7	50,902.8	10.1	151,021.7	144,233.5	4.7
COGS	(35,011.0)	(31,295.7)	11.9	(93,950.3)	(86,833.2)	8.2
Commercial Gross Profit	16,991.3	15,086.8	12.6	42,842.9	40,489.4	5.8
Commercial Margin	32.7 %	32.5 %	0.1 p.p.	31.3%	31.8%	(0.5 p.p)
Net Gross Profit	21,057.7	19,607.0	7.4	57,071.4	57,400.3	(0.6)
Gross Margin	37.6 %	38.5 %	(1.0 p.p)	37.8%	39.8%	(2.0 p.p)
Operating expenses without depreciation, overdue accounts and one time provisions	(9,375.0)	(7,900.1)	18.7	(31,303.1)	(29,612.4)	5.7
Provisions for overdue accounts	(1,351.5)	(753.2)	79.4	(1,859.6)	(3,911.3)	(52.5)
EBITDA Expenses	(10,726.5)	(8,653.3)	24.0	(33,162.7)	(33,523.6)	(1.1)
Depreciation & Amortization	(1,388.4)	(1,207.9)	14.9	(5,175.4)	(4,705.4)	10.0
Net Operating Expenses	(12,114.8)	(9,861.3)	22.9	(38,338.1)	(38,229.1)	0.3
Consolidated Operating Income	8,942.9	9,745.8	(8.2)	18,733.4	19,171.2	(2.3)
Consolidated EBITDA	10,331.2	10,953.7	(5.7)	23,908.7	23,876.6	0.1
Consolidated EBITDA Margin	18.4 %	21.5 %	(3.1 p.p)	15.8%	16.6%	(0.7 p.p)
Financing expense	(661.4)	(756.7)	(12.6)	(3,373.4)	(2,872.3)	17.4
Foreign exchange gain	(36.3)	(3.8)	853.2	291.2	9.3	3,017.5
Profit before income tax	8,245.1	8,985.2	(8.2)	15,651.1	16,308.2	(4.0)
Income Tax	(1,484.9)	(2,594.4)	(42.8)	(3,510.2)	(4,599.9)	(23.7)
Effective Rate	18.0 %	28.9 %		22.4 %	28.2 %	
Net Income before Investment in Associates	6,760.2	6,390.9	5.8	12,141.0	11,708.3	3.7
Investment in Associates	130.0	123.2	5.5	737.3	684.3	7.7
Net Income	6,890.2	6,514.0	5.8	12,878.3	12,392.6	3.9
Non-controlling Net Income	4.1	14.2	(71.1)	10.1	9.5	6.4
Controlling Net Income	6,886.1	6,499.8	5.9	12,868.2	12,383.1	3.9

**Consolidated Income Statement**  
**As of December 31<sup>st</sup>**  
**Millions of Pesos**

**Compared to 2020**

	QUARTER			YTD		
	4Q2021	4Q2020	% VAR.	2021	2020	% VAR.
Commercial Income	52,002.3	43,229.1	20.3	136,793.2	100,939.6	35.5
Leasing Income	908.3	741.9	22.4	3,090.0	2,579.2	19.8
Interest Income	3,158.1	3,117.1	1.3	11,138.5	11,953.7	(6.8)
<b>Total Income</b>	<b>56,068.7</b>	<b>47,088.1</b>	<b>19.1</b>	<b>151,021.7</b>	<b>115,472.5</b>	<b>30.8</b>
COGS	(35,011.0)	(31,290.4)	11.9	(93,950.3)	(73,599.5)	27.7
<b>Commercial Gross Profit</b>	<b>16,991.3</b>	<b>11,938.7</b>	<b>42.3</b>	<b>42,842.9</b>	<b>27,340.2</b>	<b>56.7</b>
Commercial Margin	32.7 %	27.6 %	5.1 p.p.	31.3%	27.1%	4.2 p.p.
<b>Net Gross Profit</b>	<b>21,057.7</b>	<b>15,797.7</b>	<b>33.3</b>	<b>57,071.4</b>	<b>41,873.1</b>	<b>36.3</b>
Gross Margin	37.6 %	33.5 %	4.0 p.p.	37.8%	36.3%	1.5 p.p.
Operating expenses without depreciation, overdue accounts and one time provisions	(9,375.0)	(7,814.4)	20.0	(31,303.1)	(27,684.1)	13.1
Provisions for overdue accounts	(1,351.5)	(700.4)	93.0	(1,859.6)	(5,182.7)	(64.1)
<b>EBITDA Expenses</b>	<b>(10,726.5)</b>	<b>(8,514.9)</b>	<b>26.0</b>	<b>(33,162.7)</b>	<b>(32,866.8)</b>	<b>0.9</b>
Depreciation & Amortization	(1,388.4)	(1,411.8)	(1.7)	(5,175.4)	(5,194.2)	(0.4)
<b>Net Operating Expenses</b>	<b>(12,114.8)</b>	<b>(9,926.7)</b>	<b>22.0</b>	<b>(38,338.1)</b>	<b>(38,061.0)</b>	<b>0.7</b>
<b>Consolidated Operating Income</b>	<b>8,942.9</b>	<b>5,871.0</b>	<b>52.3</b>	<b>18,733.4</b>	<b>3,812.1</b>	<b>391.4</b>
Consolidated EBITDA	10,331.2	7,282.8	41.9	23,908.7	9,006.3	165.5
Consolidated EBITDA Margin	18.4 %	15.5 %	3.0 p.p.	15.8%	7.8%	8.0 p.p.
Financing expense	(661.4)	(765.2)	(13.6)	(3,373.4)	(3,266.4)	3.3
Foreign exchange gain	(36.3)	(82.3)	(55.9)	291.2	349.5	(16.7)
<b>Profit before income tax</b>	<b>8,245.1</b>	<b>5,023.5</b>	<b>64.1</b>	<b>15,651.1</b>	<b>895.2</b>	<b>0.0</b>
Income Tax	(1,484.9)	(1,004.6)	47.8	(3,510.2)	382.3	(1,018.1)
Effective Rate	18.0 %	20.0 %		22.4 %	(42.7)%	
<b>Net Income before Investment in Associates</b>	<b>6,760.2</b>	<b>4,019.0</b>	<b>68.2</b>	<b>12,141.0</b>	<b>1,277.5</b>	<b>850.4</b>
<b>Investment in Associates</b>	<b>130.0</b>	<b>(327.6)</b>	<b>139.7</b>	<b>737.3</b>	<b>(523.8)</b>	<b>240.8</b>
<b>Net Income</b>	<b>6,890.2</b>	<b>3,691.4</b>	<b>86.7</b>	<b>12,878.3</b>	<b>753.7</b>	<b>1,608.6</b>
<b>Non-controlling Net Income</b>	<b>4.1</b>	<b>0.1</b>	<b>5,842.0</b>	<b>10.1</b>	<b>3.6</b>	<b>179.4</b>
<b>Controlling Net Income</b>	<b>6,886.1</b>	<b>3,691.3</b>	<b>86.5</b>	<b>12,868.2</b>	<b>750.1</b>	<b>1,615.5</b>