

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

### THIRD QUARTER 2023 RESULTS

Liverpool's revenues and profitability in the third quarter proved robust once again. Sales recorded a sequential slowdown while the Real Estate and Financial business segments continued to post double-digit revenue growth. Consolidated revenues grew almost 10% and EBITDA for the quarter grew 13% with a margin improvement of 50 basis points.

#### Financial Results for the Quarter

(Third quarter / Accumulated 2023)

|                                      |   |   |
|--------------------------------------|---|---|
| <b>Total Income</b>                  | <b>EBITDA (millions)</b>                | <b>EBITDA Margin</b>                    |
| +9.6%    +12.4%                      | \$6,986    \$20,877<br>+12.9%    +10.5% | 16.8%    16.5%<br>+50 pbs    -30 pbs    |
| <b>Liverpool's Same-Stores Sales</b> | <b>Suburbia's Same-Stores Sales</b>     | <b>Net Income (millions)</b>            |
| +5.8%    +9.8%                       | +3.8%    +2.7%                          | \$3,967    \$10,812<br>+28.8%    +10.5% |

#### Other relevant figures

|                                |                       |                         |
|--------------------------------|-----------------------|-------------------------|
| <b>Net Loan Portfolio</b>      | <b>NPLs</b>           | <b>Bad Debt Reserve</b> |
| +22.6%                         | 3.5%<br>+63 pbs vs PY | 10.4% coverage          |
| <b>Cash balance (millions)</b> | <b>Net Leverage</b>   | <b>CAPEX (millions)</b> |
| \$14,885                       | 0.37x                 | \$5,927<br>accumulated  |

## Our ecosystem in the quarter

|                                   |  |
|-----------------------------------|--|
| <b>GMV Digital</b><br><b>+23%</b> | <b>Digital Share</b><br><b>23.4%</b><br><b>+2.5 p.p. vs PY</b> |
|-----------------------------------|--|

## Marketplace

|                           |                               |                             |
|---------------------------|-------------------------------|-----------------------------|
| <b>GMV</b><br><b>+62%</b> | <b>Sellers</b><br><b>+34%</b> | <b>SKU's</b><br><b>+41%</b> |
|---------------------------|-------------------------------|-----------------------------|

## Supply Chain and Logistics

|                                    |  |
|------------------------------------|--|
| <b>Lines Issued</b><br><b>+24%</b> | <b>Click &amp; Collect Share</b><br><b>38%</b><br><b>+4.1 p.p. vs PY</b> |
|------------------------------------|--|

|  |  |
|--|--|
| <b>Deliveries Share &lt;2 days</b><br><b>45%</b><br><b>+90 bps vs PY</b> | <b>Deliveries from store Share</b><br><b>27%</b><br><b>+1.7 p.p. vs PY</b> |
|--|--|

**Inventories****+2.0% vs PY**

This is the lowest variation in the last eight quarters.

*We believe we have an adequate level of inventory to meet the expected demand, while continuing to build the necessary inventory for the year-end season.*

**3Q23 Earnings Call**October 25<sup>th</sup>, 9am CDMX

Information in:

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

**Key Figures**

Million pesos

|   | QUARTER         |                 |                   | YTD              |                  |                   |
|---|-----------------|-----------------|-------------------|------------------|------------------|-------------------|
|   | 3Q2023          | 3Q2022          | VAR %             | 2023             | 2022             | VAR %             |
| <b>Total Income</b>                     | <b>41,701.8</b> | <b>38,054.0</b> | <b>9.6%</b>       | <b>126,858.4</b> | <b>112,860.9</b> | <b>12.4%</b>      |
| Commercial Income                       | 36,578.6        | 33,952.4        | 7.7%              | 111,833.7        | 101,026.4        | 10.7%             |
| Financial Business Income               | 4,029.4         | 3,157.4         | 27.6%             | 11,615.7         | 9,132.4          | 27.2%             |
| Real Estate Income                      | 1,093.8         | 944.1           | 15.8%             | 3,409.0          | 2,702.1          | 26.2%             |
| <b>Gross Income</b>                     | <b>17,360.9</b> | <b>15,076.9</b> | <b>15.1%</b>      | <b>51,403.5</b>  | <b>44,769.6</b>  | <b>14.8%</b>      |
| Gross Margin                            | 41.6%           | 39.6%           | 2.0 p.p.          | 40.5%            | 39.7%            | 0.9 p.p.          |
| <b>Total Operating Expenses</b>         | <b>11,713.6</b> | <b>10,170.3</b> | <b>15.2%</b>      | <b>34,492.3</b>  | <b>29,660.1</b>  | <b>16.3%</b>      |
| Operating expenses                      | 9,711.6         | 8,556.6         | 13.5 %            | 28,575.7         | 25,278.3         | 13.0 %            |
| Provisions for overdue accounts         | 663.8           | 331.7           | 100.2%            | 1,950.5          | 589.7            | 230.7%            |
| Depreciation & amortization             | 1,338.3         | 1,282.1         | 4.4%              | 3,966.1          | 3,792.1          | 4.6%              |
| <b>Operating Income</b>                 | <b>5,647.3</b>  | <b>4,906.5</b>  | <b>15.1%</b>      | <b>16,911.2</b>  | <b>15,109.4</b>  | <b>11.9%</b>      |
| Financing cost                          | 454.4           | 756.3           | (39.9%)           | 2,426.0          | 1,941.7          | 24.9%             |
| Net income                              | 3,966.8         | 3,078.8         | 28.8%             | 10,811.6         | 9,784.2          | 10.5%             |
| <b>EBITDA</b>                           | <b>6,985.5</b>  | <b>6,188.6</b>  | <b>12.9%</b>      | <b>20,877.3</b>  | <b>18,901.5</b>  | <b>10.5%</b>      |
| <b>EBITDA Margin</b>                    | <b>16.8 %</b>   | <b>16.3 %</b>   | <b>0.5 p.p.</b>   | <b>16.5 %</b>    | <b>16.7 %</b>    | <b>(0.3 p.p)</b>  |
| <b>EBITDA 12 Months</b>                 |                 |                 |                   | <b>32,662.3</b>  | <b>29,232.7</b>  | <b>11.7 %</b>     |
| <b>EBITDA margin 12 Months</b>          |                 |                 |                   | <b>17.2 %</b>    | <b>17.3%</b>     | <b>(0.1 p.p)</b>  |
| <b>Same-store growth Liverpool</b>      | <b>5.8%</b>     | <b>19.3%</b>    | <b>(13.5 p.p)</b> | <b>9.8%</b>      | <b>19.4%</b>     | <b>(9.6 p.p)</b>  |
| <b>Same-store growth Suburbia</b>       | <b>3.8%</b>     | <b>16.1%</b>    | <b>(12.3 p.p)</b> | <b>2.7%</b>      | <b>13.9%</b>     | <b>(11.2 p.p)</b> |
| <b>Same-store growth Total</b>          | <b>5.6%</b>     | <b>18.9%</b>    | <b>(13.3 p.p)</b> | <b>8.9%</b>      | <b>18.7%</b>     | <b>(9.8 p.p)</b>  |
| <b>Customer's portfolio</b>             |                 |                 |                   | <b>44,546.9</b>  | <b>36,322.5</b>  | <b>22.6%</b>      |
| <b>Overdue portfolio</b>                |                 |                 |                   | <b>3.5%</b>      | <b>2.8%</b>      | <b>0.6 p.p.</b>   |
| <b>Portfolio coverage index</b>         |                 |                 |                   | <b>10.4%</b>     | <b>10.5%</b>     | <b>(0.1 p.p)</b>  |
| <b>Same shopping centers occupation</b> |                 |                 |                   | <b>91.8%</b>     | <b>89.7%</b>     | <b>2.1 p.p.</b>   |

**RESULTS**

**I. Sale of goods and services**

**Retail Revenues**  
**+7.7% vs PY**  
**+10.7% accumulated**

| Million pesos              | QUARTER         |                 |             | YTD              |                  |              |
|----------------------------|-----------------|-----------------|-------------|------------------|------------------|--------------|
|                            | 3Q2023          | 3Q2022          | VAR %       | 2023             | 2022             | VAR %        |
| <b>Commercial Revenues</b> |                 |                 |             |                  |                  |              |
| Liverpool                  | 32,065.3        | 29,698.2        | 8.0%        | 98,605.6         | 88,544.2         | 11.4%        |
| Suburbia                   | 4,513.2         | 4,254.2         | 6.1%        | 13,228.1         | 12,482.2         | 6.0%         |
| <b>Total</b>               | <b>36,578.6</b> | <b>33,952.4</b> | <b>7.7%</b> | <b>111,833.7</b> | <b>101,026.4</b> | <b>10.7%</b> |

Compared to the same period last year, this quarter was benefited from an extra Saturday.

|                      |       |       |
|----------------------|-------|-------|
| <b>Liverpool</b>     |       |       |
| VMT                  | +5.8% | +9.8% |
| In the quarter:      |       |       |
| Transactions +5.4%   |       |       |
| Average ticket +0.4% |       |       |

|  |  |  |
|--|--|--|
| <b>Softlines continues its expansion</b> |  |  |
| Above-average growth per zone:           |  |  |
| Gulf                                     |  |  |
| Southeast                                |  |  |
| Center                                   |  |  |

|                      |       |       |
|----------------------|-------|-------|
| <b>Suburbia</b>      |       |       |
| VMT                  | +3.8% | +2.7% |
| In the quarter:      |       |       |
| Transactions +1.8%   |       |       |
| Average ticket +1.9% |       |       |

The 'Rediscover Suburbia' campaign was initiated, through media outlets, to share the innovative steps Suburbia is taking in stores to enhance customer experience.

|                                |       |      |
|--------------------------------|-------|------|
| <b>ANTAD Departamental</b>     |       |      |
| VMT                            | +3.5% | 4.3% |
| In the quarter:                |       |      |
| Clothing and Footwear +3.3%(1) |       |      |
| General Merchandise +3.7%(1)   |       |      |

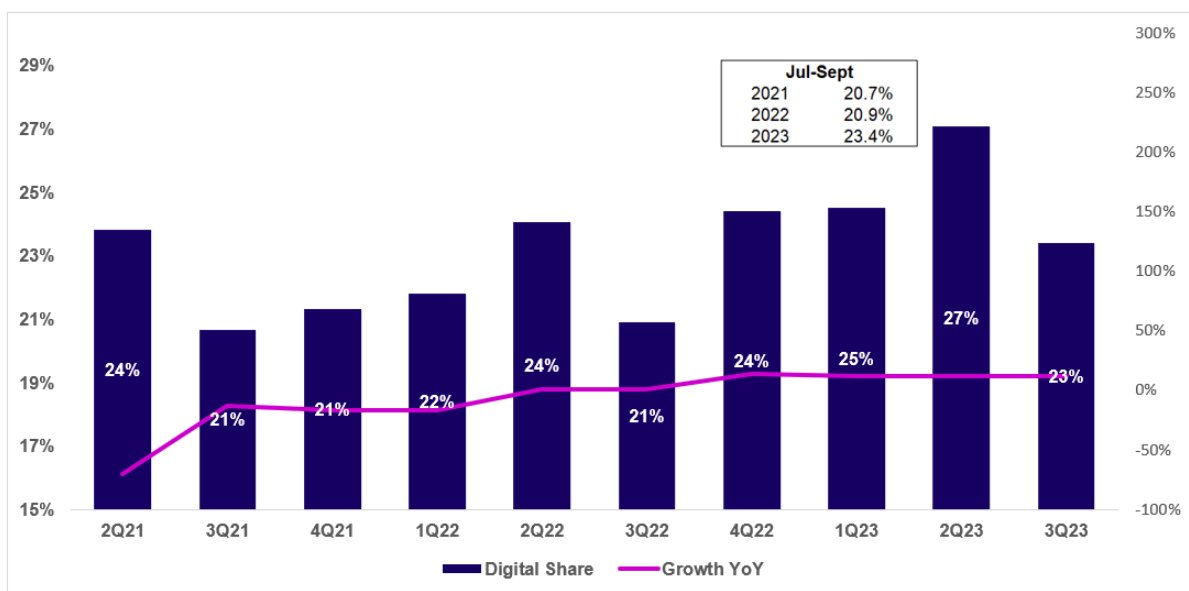
(1) Total ANTAD

## II. Omnichannel Results

|   |   |
|---|---|
| <p><b>DIGITAL</b></p> <p>Share 23.4%</p> <p>+2.5 p.p. vs PY</p> <p>25.1% accumulated</p> <p>+2.8 p.p. vs PY</p> | <p><b>Liverpool Pocket</b></p> <p>+6% in downloads</p> <p>+10% Active users</p> |
|---|---|

Regarding Suburbia's digital channel, eleven additional stores were equipped with kiosks during the quarter, bringing the total to seventy-one stores by the end of the period. Additionally, all stores now have the capability to fulfill digital orders. Notably, Suburbia practically doubled its digital share, rising to 3.3% during this time.

**Digital Share:**



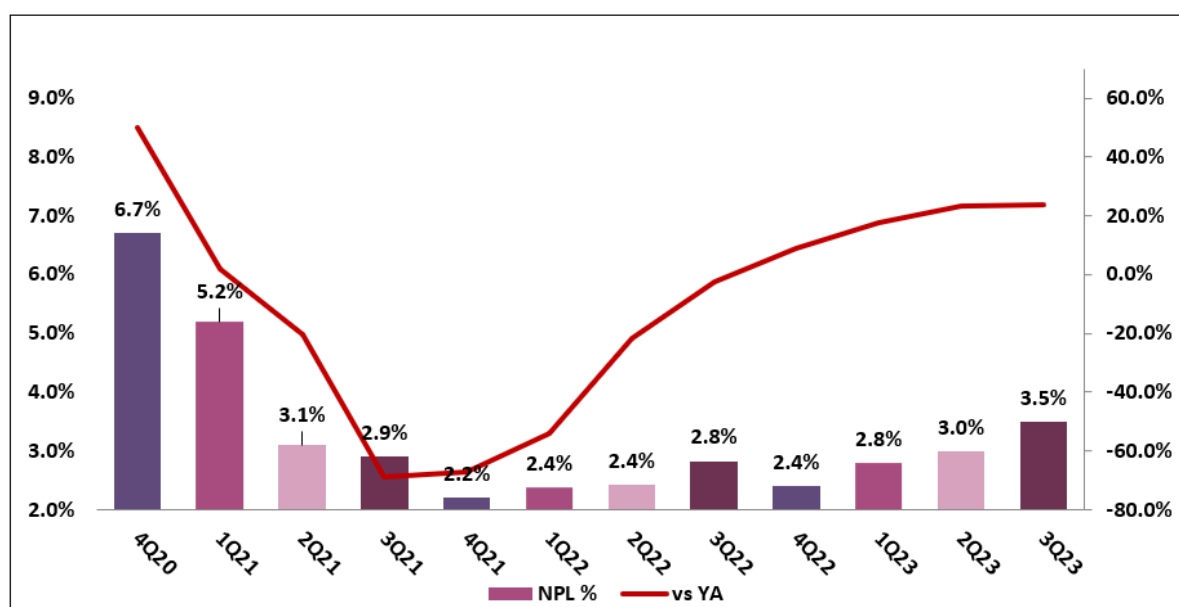
III. Financial Business

|   |  |
|---|--|
| <p><b>Interest and Customer Portfolio</b><br/>                 +27.6% in income<br/>                 +27.2% accumulated<br/>                 +22.6% net portfolio</p> | <p><b>Total Accounts +9.5%</b><br/>                 7.0 million total reached<br/> <b>Suburbia</b><br/>                 1.5 million accounts<br/>                 +18.3% vs PY</p> |
|---|--|

| Accumulated sales with our payment methods |                 |
|--|-----------------|
| <b>Liverpool</b>                           | <b>Suburbia</b> |
| 48.3%                                      | 30.6%           |
| +2.4 p.p.                                  | +3.5 p.p.       |

|   |   |   |
|---|---|---|
| <p><b>Total NPLs (+90 days)</b><br/>                 3.5%<br/>                 15 bps related to Suburbia</p> | <p><b>Liverpool's NPLs</b><br/>                 3.3%<br/>                 +62 bps vs PY</p> | <p><b>Suburbia's NPLs (+90 days)</b><br/>                 6.1%<br/>                 +59 bps vs PY</p> |
|---|---|---|

Accounts over 90 days past due (%) and growth rate vs. previous year



**Portfolio Coverage Ratio**  
**10.4%**  
 -10 bps vs PY  
 3.3x on non-performing loans

**Loan Loss Provision in results**  
**+\$664 MDP**                      **\$1,951 MDP**  
 2x vs PY                              3.3x vs PY

*A negative effect on results of \$1.361 billion pesos cumulatively.*

*This represents a negative effect of 110 bps on the EBITDA margin.*

*Write-offs grew 49% during the quarter.*

**TOTAL RESERVES**

| Million pesos                 | 3Q2023         | 3Q2022         | VAR %        | 2023           | 2022           | VAR %        |
|-------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
| Initial reserve balance       | 5,096.5        | 4,308.3        | 18.3%        | 4,924.0        | 4,887.1        | 0.8%         |
| (+) New reserves              | 663.8          | 331.7          | 100.2%       | 1,950.5        | 589.7          | 230.7%       |
| (-) Write off                 | (586.3)        | (393.6)        | 49.0%        | (1,700.5)      | (1,230.6)      | 38.2%        |
| <b>Ending reserve balance</b> | <b>5,174.0</b> | <b>4,246.3</b> | <b>21.8%</b> | <b>5,174.0</b> | <b>4,246.3</b> | <b>21.8%</b> |

|                | SEP 23 | SEP 22 | VAR       | SEP 23 | SEP 22 | VAR       |
|----------------|--------|--------|-----------|--------|--------|-----------|
| Coverage Index | 10.4%  | 10.5%  | (0.1 p.p) | 10.4%  | 10.5%  | (0.1 p.p) |

**LIVERPOOL**

| Million pesos                 | QUARTER        |                |              | YTD            |                |              |
|-------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
|                               | 3Q2023         | 3Q2022         | VAR %        | 2023           | 2022           | VAR %        |
| Initial reserve balance       | 4,689.4        | 3,977.1        | 17.9%        | 4,537.3        | 4,470.6        | 1.5%         |
| (+) New reserves              | 578.0          | 321.0          | 80.0%        | 1,716.1        | 587.7          | 192.0%       |
| (-) Write off                 | (517.3)        | (354.5)        | 45.9%        | (1,503.3)      | (1,114.6)      | 34.9%        |
| <b>Ending reserve balance</b> | <b>4,750.1</b> | <b>3,943.6</b> | <b>20.5%</b> | <b>4,750.1</b> | <b>3,943.6</b> | <b>20.5%</b> |

**SUBURBIA**

| Million pesos                 | QUARTER      |              |              | YTD          |              |              |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                               | 3Q2023       | 3Q2022       | VAR %        | 2023         | 2022         | VAR %        |
| Initial reserve balance       | 407.1        | 331.2        | 22.9%        | 386.8        | 416.6        | (7.2%)       |
| (+) New reserves              | 85.9         | 10.6         | 708.8%       | 234.4        | 2.0          | 11370.5%     |
| (-) Write off                 | (69.0)       | (39.1)       | 76.5%        | (197.2)      | (115.9)      | 70.1%        |
| <b>Ending reserve balance</b> | <b>423.9</b> | <b>302.7</b> | <b>40.0%</b> | <b>423.9</b> | <b>302.7</b> | <b>40.0%</b> |

**Suburbia Mini Payment**  
**+56% in accounts vs 2Q23**

**Livercash**  
**\$676 million pesos in loans**  
**8x vs 2022**

#### IV. Leasing

|   |                           |
|---|---------------------------|
| <b>Leasing</b>  | <b>+26.2% accumulated</b> |
| <b>+15.8% vs PY</b>   |                           |
| <b>Occupation</b>   |                           |
| <b>91.8%</b>  |                           |
| <b>+210 bps vs PY</b>   |                           |
| <i>Reflects the sector's recovery and the marketing efforts the recently expanded shopping centers.</i> |                           |

This result includes the cumulative income from a judicial agreement regarding claims against insurance companies. Excluding this one-time effect, the real estate division's revenues would have grown 19.4% on a cumulative basis.

#### V. Gross and Retail Margin

|   |                          |
|---|--------------------------|
| <b>Retail Margin</b>  | <b>32.5% accumulated</b> |
| <b>33.5%</b>  | <b>-0.1 p.p. vs PY</b>   |
| <b>+1.1 p.p. vs PY</b>  |                          |
| <i>Improvement is related to softline participation as well as effective business planning.</i> |                          |

|  |                            |
|--|----------------------------|
| <b>Consolidated Gross Margin</b>   | <b>+90 bps accumulated</b> |
| <b>+200 bps vs PY</b>  |                            |
| <i>Due to the increase in the share of softlines as well as the Financial and Real Estate Business</i> |                            |

| As % of total income | QUARTER |        |           | YTD   |       |           |
|----------------------|---------|--------|-----------|-------|-------|-----------|
|                      | 3Q2023  | 3Q2022 | VAR bps   | 2023  | 2022  | VAR bps   |
| Retail               | 87.7%   | 89.2%  | (1.5 p.p) | 88.2% | 89.5% | (1.4 p.p) |
| Financial Business   | 9.7%    | 8.3%   | 1.4 p.p.  | 9.2%  | 8.1%  | 1.1 p.p.  |
| Real Estate          | 2.6%    | 2.5%   | 0.1 p.p.  | 2.7%  | 2.4%  | 0.3 p.p.  |



## VI. Operating Expenses without Depreciation and Loan Loss Provision

| Operating Expenses  |                    |
|---|--------------------|
| +13.5%  | +13.0% accumulated |
| <p><i>Variable expenses related to higher sales, the effect of the increase in the minimum wage, the new vacation and pension laws, above-average wage inflation in areas such as Logistics, Digital and Technology, and the hiring of personnel, particularly in these two areas</i></p> |                    |

## VII. EBITDA

| EBITDA  |                        |
|---|------------------------|
| \$6.986 billion pesos   | \$20.877 billion pesos |
| +12.9% vs 3Q2022  | +10.5% vs 2022         |
| Margin:   |                        |
| 16.8% +50 bps vs PY   | 16.5%, -30 bps         |
| <p><i>Excluding the one-time effect in Real Estate:<br/>+9.5% accumulated<br/>Margin of 16.3%</i></p> |                        |

## VIII. Operating Results

| Operating Results     |                        |
|-----------------------|------------------------|
| \$5,647 million pesos | \$16,911 million pesos |
| +15.1%                | +11.9% accumulated     |

## IX. Financial Income and Expenses

In the third quarter, the net financial expense was \$454 million pesos, 39.9% lower than in 2022. Net interest expense for the quarter, without considering extraordinary effects and foreign exchange fluctuations, increased 13.2% versus the same period last year. The appreciation of the peso against the US dollar resulted in an exchange gain of \$35 million pesos, while the mark to market (MTM) of the trading derivative had a positive effect in the quarter of \$112 million pesos.

| Million pesos                           | QUARTER        |                |                | YTD              |                  |              |
|---|----------------|----------------|----------------|------------------|------------------|--------------|
|   | 3Q2023         | 3Q2022         | Effect         | 2023             | 2022             | Effect       |
| <b>Net Financial Income/(Expense)</b>   |                |                |                |                  |                  |              |
| Interest                                | (601.8)        | (531.8)        | 13.2%          | (1,655.7)        | (1,622.1)        | 2.1%         |
| Exchange Effect                         | 35.1           | 22.3           | 57.7%          | (220.3)          | 93.1             | N/C          |
| Derivative MTM                          | 112.3          | (246.8)        | N/C            | (550.0)          | (412.7)          | 33.3%        |
| <b>Total Financial Income/(Expense)</b> | <b>(454.4)</b> | <b>(756.3)</b> | <b>(39.9%)</b> | <b>(2,426.0)</b> | <b>(1,941.7)</b> | <b>24.9%</b> |

**X. Share in income of associates and joint ventures**

| Share in associates and joint ventures                                     |                       |
|--|-----------------------|
| \$260 million pesos  | \$462.5 million pesos |
| +129.3%  | +23.2% vs 2022        |
| <i>This increase is due to Unicomer's results significantly improving.</i> |                       |

**XI. Income taxes**

| Effective income tax rate                  |
|--|
| 28.5%                                      |
| <i>Practically the same level vs. 2022</i> |

**XII. Net Income/Loss**

| Controlling net income |                        |
|------------------------|------------------------|
| \$3,967 million pesos  | \$10,812 million pesos |
| +28.8% vs 3Q2022       | +10.5% vs 2022         |

**XIII. Balance**

**Cash and Short-term Investments**

| Cash and short-term investments                              |
|--|
| \$14,885 million pesos                                       |
| <i>28.5% is invested in foreign currency (mainly in USD)</i> |

**Inventories and accounts payable**

| Inventories  | Accounts Payable                      |
|--|---------------------------------------|
| \$35,018 million pesos   | \$27,547 million pesos                |
| +2.0% vs PY  | +4.8% vs PY                           |
| <i>Reflects a significant decrease versus the 20.7% increase in the first quarter.</i> | <i>Includes factoring operations.</i> |

**Financed Inventory: 78.7%.**

## Interest-bearing debt and Cash Flows

The following table shows the breakdown of our interest-bearing debt:

| Million pesos                     | 3Q2023            | 3Q2022            | VAR %         |
|-----------------------------------|-------------------|-------------------|---------------|
| Cost bearing debt                 | (27,553.7)        | (29,526.2)        | (6.7%)        |
| Financial derivative instruments* | 463.4             | 2,435.9           | (81.0%)       |
| <b>TOTAL</b>                      | <b>(27,090.3)</b> | <b>(27,090.3)</b> | <b>(0.0%)</b> |

\*Cross currency swap

100% of the debt denominated in U.S. dollars is hedged with a cross currency swap, considering both principal and interest.

100% of our debt is at a fixed rate; the weighted average rate is 7.83%.

### Leverage ratio / EBITDA 12 months

Gross: 0.83 times

Net: 0.37 times

*Considers the effect of valuation at market prices of the hedging derivative financial instruments shown in the table above and exclude indebtedness associated with leasing (IFRS 16). This represents 0.43 times EBITDA.*

We have no debt maturities in 2023. Our next maturity for almost four billion pesos will be in October 2024

## Operating Cash Flow

### Operating Cash Flow

\$2,224 million pesos

vs -329 million pesos in 2022

*Mainly due to operating income, income tax payments and lower working capital requirements.*

## XIV. Capital Expenditure and Others

### CAPEX (as of September 30)

\$5.927 billion pesos

+25.9% vs PY

4.7% of consolidated income

*The investment is mainly distributed as follows:*  
*Arco Norte Logistics Platform - 50%.*  
*Remodeling and expansions - 17%.*  
*Openings - 14%.*

## XV. Dividends

The Ordinary Stockholders' Meeting, held on March 16, 2023, declared a dividend from the Tax Net Income Account (CUFIN), prior to 2013, of \$3,503 million pesos (\$2.61 per share) on the 1,342,196,100 shares representing the company's capital stock. The total amount of dividends represents 20.2% of net income for fiscal year 2022. The first payment was made on May 26th for \$2,107 million (\$1.57 per share) and the next payment was made on October 13th for \$1,396 million (\$1.04 per share).

## XVI. Expansion, Initiatives and Recent Events

As of the date of this report, we have opened six Suburbia stores:

|                                    |                |
|------------------------------------|----------------|
| Tijuana Península, Baja California | March 30th     |
| Navojoa, Sonora                    | March 31st     |
| Xalapa Paseo Jardines, Veracruz    | August 17th    |
| Guadalajara Atemajac, Jalisco      | September 21st |
| Tula, Hidalgo                      | October 12th   |
| Mérida, Yucatán                    | October 19th   |

We plan to open four more Suburbia stores this year, for a total of ten openings during the year.

During the quarter, we opened three Liverpool Express stores to bring our total to fourteen.

Regarding BYD, last April 12th we inaugurated the first showroom in Galerías Insurgentes in Mexico City, while on September 14th we opened the first full-service agency in the Perisur Shopping Center. On November 4th, we will open our second agency in Galerías Atizapan, State of Mexico.

On October 26th we will inaugurate the first ToysRUs Boutique in Galerías Insurgentes in Mexico City.

At El Puerto de Liverpool, we are proud to appear for the first time in the ranking "The World's Best Companies" by TIME magazine and Statista, a market research provider. We are ranked 294th out of 750 companies and 4th out of 11 Mexican companies. The study was based on three main dimensions: employee satisfaction, financial results, and sustainability achievements (ESG).

Similarly, during the month of August, the Merco Talento ranking was presented, which evaluates more than 200 companies for their reputation and attraction of talent in the country.

El Puerto de Liverpool was recognized as the best company in the Self-Service and Department Store sector for attracting and retaining talent in Mexico, as well as being one of the 30 most attractive companies in the country.

On October 17th, Merco published the listing of the companies with the best reputation in Mexico 2023. El Puerto de Liverpool ranked ninth, achieving an improvement of nine positions compared to 2022.

We recently received second place from IGDS (Intercontinental Group of Department Stores), which recognizes the most innovative and cutting-edge department stores in 2023. The top-tier department stores in the world were included, evaluating their impact on customers, employees, the community, and their stakeholders, taking into account digital strategies as well as innovation in their operations, both in their physical stores and in their digital operations.

On September 25th, we were the first public company to exchange more than 836 physical to electronic Series "1" and "C-1" shares. We complied with all security standards, guaranteeing the integrity and authenticity of the information.

With respect to Unicomer, on September 6th, we formally filed a request with the Peruvian superintendency to withdraw from the purchase of CrediScotia Financiera. At the same time, we signed a termination agreement with Scotiabank Peru.

## XVII. Analyst Coverage

In compliance with the Mexican Securities Market Law, the Company discloses the list of Financial Institutions and Groups that analyze its financial and operating performance:

|                 |               |                |
|-----------------|---------------|----------------|
| Bank of America | Citi          | Morgan Stanley |
| Banorte         | GBM           | Santander      |
| Barclays        | Goldman Sachs | Scotiabank     |
| BBVA            | Intercom      | UBS            |
| Bradesco BBI    | Itaú BBA      | Vector         |
| BTG Pactual     | JP Morgan     |                |

## XVIII. Perfil de la Empresa

El Puerto de Liverpool, S.A.B. de C.V.: (as of September 30th, 2023)

|                      |     |               |
|----------------------|-----|---------------|
| Almacenes Liverpool: | 124 | 1,801,366 sqm |
| Liverpool Express    | 14  | 3,644 sqm     |
| Tiendas Suburbia:    | 181 | 655,339 sqm   |
| Centros Comerciales: | 28  | 696,707 sqm   |
| Boutiques:           | 113 | 72,581 sqm    |

## XIX. Credit

| Number of cards | 3Q23      | 3Q22      | VAR % |
|-----------------|-----------|-----------|-------|
| Liverpool Cards | 5,514,275 | 5,138,610 | 7.3%  |
| Suburbia Cards  | 1,533,075 | 1,295,560 | 18.3% |

## Contact Details

|                       |                            |                  |
|-----------------------|----------------------------|------------------|
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## Annexes

Cash Flow as of September 30<sup>th</sup>, 2023

|                                   | CUMULATIVE        |                   | 3Q               |                   |
|-----------------------------------|-------------------|-------------------|------------------|-------------------|
|                                   | 2023              | 2022              | 2023             | 2022              |
| <b>Operating income</b>           | <b>16,911.2</b>   | <b>15,109.4</b>   | <b>5,647.3</b>   | <b>4,906.5</b>    |
| Depreciation and amortization     | 3,966.1           | 3,792.1           | 1,338.3          | 1,282.1           |
| <b>EBITDA</b>                     | <b>20,877.3</b>   | <b>18,901.5</b>   | <b>6,985.5</b>   | <b>6,188.6</b>    |
| Interests                         | (1,845.9)         | (1,903.5)         | (422.5)          | (426.2)           |
| Taxes                             | (6,952.6)         | (6,023.1)         | (1,858.4)        | (958.0)           |
| <i>Working capital</i>            | <i>(10,574.1)</i> | <i>(12,434.3)</i> | <i>(2,710.8)</i> | <i>(5,526.0)</i>  |
| Clients                           | 1,954.6           | 2,065.7           | 1,534.3          | 773.5             |
| Inventories                       | (6,877.4)         | (11,197.5)        | (4,002.7)        | (5,528.1)         |
| Suppliers                         | (5,651.3)         | (3,302.5)         | (242.4)          | (771.4)           |
| Other                             | (1,113.4)         | 223.6             | 230.1            | 392.9             |
| <b>Cashflow from operations</b>   | <b>391.3</b>      | <b>(1,235.8)</b>  | <b>2,223.8</b>   | <b>(328.7)</b>    |
| Capex                             | (5,926.7)         | (4,707.0)         | (2,498.0)        | (2,038.9)         |
| Unicomer Investment               | -                 | (5,943.3)         | -                | (5,943.3)         |
| <b>Cash flow before dividends</b> | <b>(5,663.7)</b>  | <b>(11,895.4)</b> | <b>(288.2)</b>   | <b>(8,310.9)</b>  |
| Dividends                         | (2,106.6)         | (2,375.3)         | (0.0)            | -                 |
| <b>Cashflow</b>                   | <b>(7,770.3)</b>  | <b>(14,270.7)</b> | <b>(288.2)</b>   | <b>(8,310.9)</b>  |
| Paid Loans                        | -                 | (3,400.0)         | -                | (1,500.0)         |
| Lease liabilities                 | (1,861.5)         | (1,637.6)         | (628.5)          | (559.4)           |
| <b>Increase / (Decrease)</b>      | <b>(9,631.7)</b>  | <b>(19,308.2)</b> | <b>(916.7)</b>   | <b>(10,370.3)</b> |

Balance Sheet as of September 30<sup>th</sup>, 2023

| Million Pesos                  | 2023             | 2022             | Dif             | % vs AA      |
|--------------------------------|------------------|------------------|-----------------|--------------|
| Cash / cash equivalent         | 14,884.5         | 13,186.6         | 1,697.9         | 12.9%        |
| Loan portfolio                 | 44,546.9         | 36,322.5         | 8,224.5         | 22.6%        |
| Inventories                    | 35,018.1         | 34,317.8         | 700.3           | 2.0%         |
| Nordstrom Investment           | 4,173.0          | 5,296.0          | (1,123.0)       | (21.2%)      |
| Unicomer Investment            | 7,278.9          | 6,939.1          | 339.8           | 4.9%         |
| Other Investment in Associates | 2,472.6          | 2,316.0          | 156.6           | 6.8%         |
| Fixed assets                   | 57,994.4         | 54,286.1         | 3,708.3         | 6.8%         |
| Investment properties          | 24,415.8         | 22,785.8         | 1,630.0         | 7.2%         |
| Right of use assets            | 12,151.4         | 11,451.7         | 699.7           | 6.1%         |
| Other                          | 32,305.6         | 31,493.8         | 811.8           | 2.6%         |
| <b>Total Assets</b>            | <b>235,241.3</b> | <b>218,395.3</b> | <b>16,846.0</b> | <b>7.7%</b>  |
| Suppliers                      | 27,546.6         | 26,275.5         | 1,271.2         | 4.8%         |
| Long term loans                | 27,553.7         | 29,526.2         | (1,972.5)       | (6.7%)       |
| Lease liabilities              | 13,661.8         | 12,630.9         | 1,030.9         | 8.2%         |
| Other liabilities              | 28,303.7         | 24,566.8         | 3,736.9         | 15.2%        |
| <b>Total Liabilities</b>       | <b>97,065.8</b>  | <b>92,999.4</b>  | <b>4,066.4</b>  | <b>4.4%</b>  |
| <b>Stockholders' equity</b>    | <b>138,175.4</b> | <b>125,395.9</b> | <b>12,779.6</b> | <b>10.2%</b> |



**Consolidate Income Statement**  
**As of September 30<sup>th</sup>, 2023**  
**Millions of pesos**

|  | QUARTER           |                   |              | YTD               |                   |              |
|--|-------------------|-------------------|--------------|-------------------|-------------------|--------------|
|  | 3Q2023            | 3Q2022            | % VAR.       | 2023              | 2022              | % VAR.       |
| <b>Commercial Income</b>   | <b>36,578.6</b>   | <b>33,952.4</b>   | <b>7.7</b>   | <b>111,833.7</b>  | <b>101,026.4</b>  | <b>10.7</b>  |
| <b>Real Estate Income</b>  | <b>1,093.8</b>    | <b>944.1</b>      | <b>15.8</b>  | <b>3,409.0</b>    | <b>2,702.1</b>    | <b>26.2</b>  |
| <b>Financial Business Income</b>   | <b>4,029.4</b>    | <b>3,157.4</b>    | <b>27.6</b>  | <b>11,615.7</b>   | <b>9,132.4</b>    | <b>27.2</b>  |
| <b>Total Income</b>  | <b>41,701.8</b>   | <b>38,054.0</b>   | <b>9.6</b>   | <b>126,858.4</b>  | <b>112,860.9</b>  | <b>12.4</b>  |
| COGS   | (24,340.9)        | (22,977.1)        | 5.9          | (75,454.9)        | (68,091.4)        | 10.8         |
| <b>Commercial Gross Profit</b>   | <b>12,237.7</b>   | <b>10,975.3</b>   | <b>11.5</b>  | <b>36,378.8</b>   | <b>32,935.0</b>   | <b>10.5</b>  |
| <b>Commercial Margin</b>   | 33.5 %            | 32.3 %            | 1.1 p.p.     | 32.5%             | 32.6%             | (0.1 p.p)    |
| <b>Net Gross Profit</b>  | <b>17,360.9</b>   | <b>15,076.9</b>   | <b>15.1</b>  | <b>51,403.5</b>   | <b>44,769.6</b>   | <b>14.8</b>  |
| Gross Margin   | 41.6 %            | 39.6 %            | 2.0 p.p.     | 40.5%             | 39.7%             | 0.9 p.p.     |
| <b>Operating expenses without depreciation, overdue accounts and one time provisions</b> | <b>(9,711.6)</b>  | <b>(8,556.6)</b>  | <b>13.5</b>  | <b>(28,575.7)</b> | <b>(25,278.3)</b> | <b>13.0</b>  |
| <b>Provisions for overdue accounts</b>   | <b>(663.8)</b>    | <b>(331.7)</b>    | <b>100.2</b> | <b>(1,950.5)</b>  | <b>(589.7)</b>    | <b>230.7</b> |
| <b>EBITDA Expenses</b>   | <b>(10,375.4)</b> | <b>(8,888.2)</b>  | <b>16.7</b>  | <b>(30,526.2)</b> | <b>(25,868.1)</b> | <b>18.0</b>  |
| Depreciation & Amortization  | (1,338.3)         | (1,282.1)         | 4.4          | (3,966.1)         | (3,792.1)         | 4.6          |
| <b>Net Operating Expenses</b>  | <b>(11,713.6)</b> | <b>(10,170.3)</b> | <b>15.2</b>  | <b>(34,492.3)</b> | <b>(29,660.1)</b> | <b>16.3</b>  |
| <b>Consolidated Operating Income</b>   | <b>5,647.3</b>    | <b>4,906.5</b>    | <b>15.1</b>  | <b>16,911.2</b>   | <b>15,109.4</b>   | <b>11.9</b>  |
| Consolidated EBITDA  | <b>6,985.5</b>    | <b>6,188.6</b>    | <b>12.9</b>  | <b>20,877.3</b>   | <b>18,901.5</b>   | <b>10.5</b>  |
| Consolidated EBITDA Margin   | 16.8 %            | 16.3 %            | 0.5 p.p.     | 16.5%             | 16.7%             | (0.3 p.p)    |
| <b>Financing expense</b>   | <b>(601.8)</b>    | <b>(531.8)</b>    | <b>13.2</b>  | <b>(1,655.7)</b>  | <b>(1,622.1)</b>  | <b>2.1</b>   |
| <b>Foreign exchange gain</b>   | <b>147.4</b>      | <b>(224.5)</b>    | <b>N/C</b>   | <b>(770.3)</b>    | <b>(319.6)</b>    | <b>141.0</b> |
| <b>Profit before income tax</b>  | <b>5,192.9</b>    | <b>4,150.3</b>    | <b>25.1</b>  | <b>14,485.2</b>   | <b>13,167.7</b>   | <b>0.0</b>   |
| Income Tax   | (1,482.1)         | (1,181.3)         | 25.5         | (4,126.4)         | (3,749.6)         | 10.0         |
| Effective Rate   | 28.5 %            | 28.5 %            |              | 28.5 %            | 28.5 %            |              |
| <b>Net Income before Investment in Associates</b>  | <b>3,710.8</b>    | <b>2,968.9</b>    | <b>25.0</b>  | <b>10,358.8</b>   | <b>9,418.2</b>    | <b>10.0</b>  |
| <b>Investment in Associates</b>  | <b>260.2</b>      | <b>113.4</b>      | <b>129.3</b> | <b>462.5</b>      | <b>375.4</b>      | <b>23.2</b>  |
| <b>Net Income</b>  | <b>3,970.9</b>    | <b>3,082.4</b>    | <b>28.8</b>  | <b>10,821.4</b>   | <b>9,793.6</b>    | <b>10.5</b>  |
| <b>Non-controlling Net Income</b>  | <b>4.1</b>        | <b>3.5</b>        | <b>15.9</b>  | <b>9.7</b>        | <b>9.3</b>        | <b>4.0</b>   |
| <b>Controlling Net Income</b>  | <b>3,966.8</b>    | <b>3,078.8</b>    | <b>28.8</b>  | <b>10,811.6</b>   | <b>9,784.2</b>    | <b>10.5</b>  |