



COMPANY PERSPECTIVE

# EL PUERTO DE LIVERPOOL

1Q26

Liverpool

Liverpool

Suburbia

BOUTIQUES

GALERIAS

Negocios  
FINANCIEROS

**General Information and Purpose.** This presentation has been prepared by El Puerto de Liverpool, S.A.B. de C.V. (together with its subsidiaries, “Liverpool” or the “Company”) for informational purposes only. The information contained herein does not constitute or form part of, and should not be construed as, an offer to sell or issue, or a solicitation of any offer to purchase or subscribe for, any securities of Liverpool, nor shall it or any part of it form the basis of, or be relied on in connection with, any contract or investment decision. Any decision to purchase securities in any offering should be made solely on the basis of the information contained in the relevant prospectus or offering memorandum.

**Forward-Looking Statements.** This document contains forward-looking statements that reflect the current views of Liverpool’s management with respect to future events. These statements are based on financial and operational assumptions and projections that are subject to significant risks, uncertainties, and changes in circumstances. All statements contained in this presentation that are not clearly historical in nature are forward-looking, and the words “anticipate,” “believe,” “continue,” “expect,” “estimate,” “intend,” “project” and similar expressions are generally intended to identify forward-looking statements. These projections involve known and unknown risks, including but not limited to: (i) general economic and political conditions in Mexico and other markets where the Company operates; (ii) fluctuations in currency exchange rates and interest rates; (iii) changes in consumer spending habits and demand; (iv) increased competition in the retail and financial services sectors; (v) the Company’s ability to successfully integrate acquisitions or joint ventures; (vi) disruptions in the global supply chain and logistics; and (vii) changes in the regulatory environment, including tax and labor laws. Actual results may differ materially from those expressed or implied by such statements due to these and other factors beyond Liverpool’s control.

**Accuracy of Information and Market Data.** While the information presented herein has been obtained from sources that Liverpool believes to be reliable, including third-party industry reports and public filings, the Company does not make any representation or warranty, express or implied, as to its accuracy, validity, timeliness, or completeness for any purpose. The information set forth herein does not purport to be complete, and Liverpool is not responsible for errors and/or omissions. Historical performance is not indicative of future results.

**Financial Information and Non-GAAP Measures.** This presentation may include certain non-GAAP financial measures, such as EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) and Net Debt/EBITDA, which are not intended to be a substitute for financial information prepared in accordance with International Financial Reporting Standards (IFRS). These measures are provided to enhance the user’s overall understanding of the Company’s current financial performance and are commonly used by analysts and investors. However, they may not be comparable to similarly titled measures reported by other companies. Investors should review these measures in conjunction with Liverpool’s audited consolidated financial statements.

**No Obligation to Update.** The information in this presentation applies only as of the date specified on the cover page. Liverpool, its affiliates, and advisors expressly disclaim any obligation or undertaking to update or revise any information, including financial data and forward-looking statements, to reflect events or circumstances arising after the date of this presentation, or to reflect the occurrence of unanticipated events.

**Jurisdictional Restrictions.** The distribution of this presentation in certain jurisdictions may be restricted by law. Persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By accessing this document, you agree to be bound by the foregoing limitations and provisions.

**El Puerto de Liverpool** is a top unified commerce retail group offering unique experiences and exceeding our customers' expectations by **combining digital channels and brick-and-mortar shopping experiences in Mexico.**

## OUR INTEGRATED BUSINESS UNITS

Retail	Financial	Real Estate	GLAM <sup>1</sup>
<b>125</b> Liverpool Stores	<b>6.4 million</b> Liverpool Credit Cards	<b>30</b> Shopping Centers	<b>Wholesale</b> Business Line
<b>69</b> Liverpool Express Stores	<b>2.3 million</b> Suburbia Credit Cards	<b>94.6%</b> Occupancy Rate	<b>Multibrand</b> Expansion Capacity
<b>195</b> Suburbia Stores	<b>\$60,878</b> Net Portfolio Balance	<b>1.02M sqmt</b> GLA	<b>Dockers</b> Exclusive License
<b>168</b> Boutiques	<b>4.4%</b> NPLs Rate	<b>+2,600</b> Tenants	<b>Distribution</b> Omnichannel Third-Party

## REVENUE SHARE



## STRENGTHENING OUR STRATEGY THROUGH



Leveraging our strongest assets such as our **brand, loyal customer base, brand and assortment, footprint, and our financial business capabilities.**

## SOLID FINANCIAL PERFORMANCE

Total Revenue <b>\$45,418</b> (0.2)%	EBITDA <b>\$5,143</b> (6.2)%	EBITDA Margin <b>11.3%</b> (70) bps	Net Debt / EBITDA <b>0.58x</b>
--	------------------------------------	---	-----------------------------------



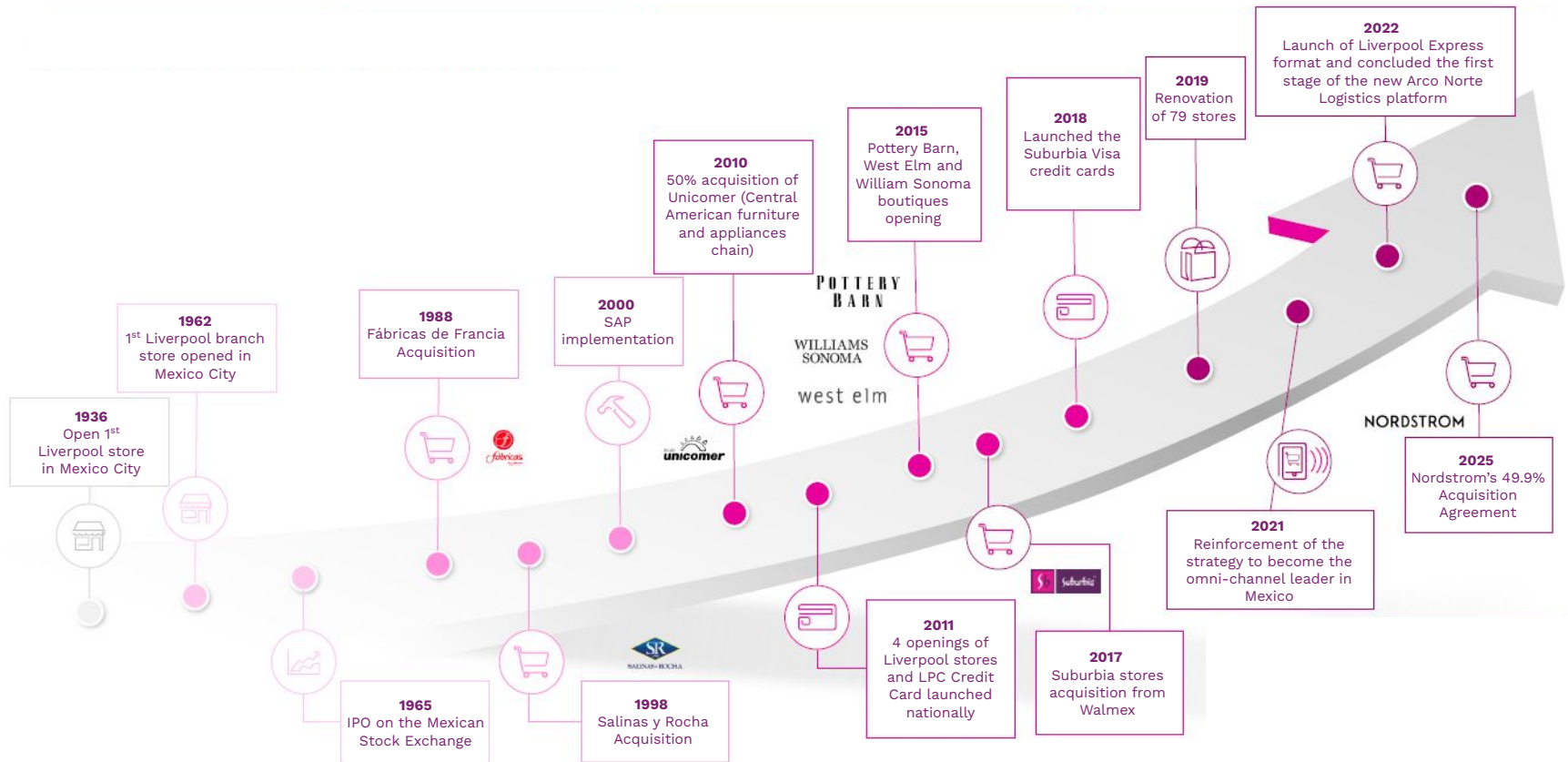
Top **omni-channel retailer** in Mexico.

**Unique strategy and platform** to offer the top shopping option for Mexican consumers, serving customers **everywhere, every day, for a lifetime.**

**Strategic** financial services and **high-quality** real estate businesses.

**Robust financial position** and **conservative policies** coupled with **flexibility to adapt** through economic cycles.

**Strong** corporate governance and **experienced** management team with a focus on sustainability.



“EPL es parte de tu vida”

We strive to become the top omnichannel option for **Mexican Shoppers**.

Our Key Objectives

**01** Grow our E-Commerce share.

**02** Become the indisputable omnichannel leader.

**03** Create a differentiated and sticky experience for **every customer journey**.

HIGH-LEVEL INITIATIVES

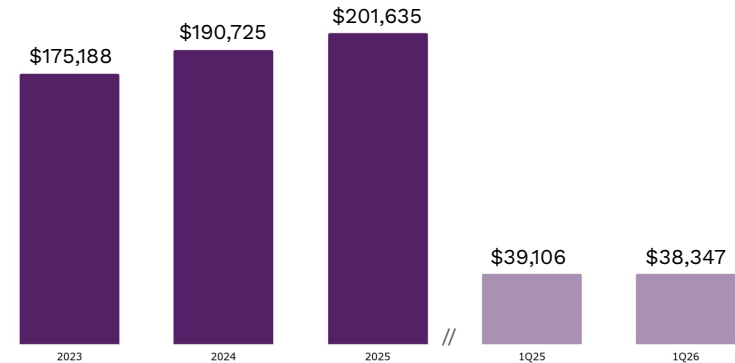


Enablers	IT Transformation	Customer Experience	Data Analytics & AI	Supply Chain	Human Capital

TRUSTED PARTNER FOR WORLD-CLASS BRANDS, IN-STORE & ONLINE



CONSISTENT GROWTH OF RETAIL REVENUE<sup>1,2</sup>



DRIVING VALUE THROUGH OUR PRIVATE LABEL PORTFOLIO



ONE OF MEXICO'S LARGEST ONLINE APPAREL RETAILERS



Figures expressed in millions of pesos unless expressed otherwise. | 1Q26 Figures. | Growth YoY. | <sup>1</sup>Includes Liverpool, Suburbia and Boutiques revenue. Liverpool represents 86% of total Retail Revenue. | <sup>2</sup>Retail Revenue CAGR 2015-2025: 8.9%. | <sup>3</sup>Refers to Liverpool's Digital Share. | <sup>4</sup>Refers to Liverpool Pocket App active users.



Our **69 Liverpool Express** locations serve as a **logistics hub** and **contact point** for physical and digital retail.

Each location becomes a comprehensive **service center** for customers; enhancing the overall shopping experience.

**Digital sales make ~75% of sales**, the balance are in-store purchases and extended catalog orders.



### Digital Growth & Omnichannel Strategy

Digital share reached 7.8%. We continue to scale our Marketplace offering to capture a larger share in online sales categories

### Strategic Expansion & Footprint

We maintain our strategic goal of reaching 300 locations nationwide<sup>1</sup>, consolidating our presence across all 32 Mexican states.

### Product Mix

Reconfiguration of commercial spaces to increase visibility for high-demand seasonal categories and financial products.

### Credit Synergy

Strengthening customer loyalty through expanded credit penetration, now including the 'Minipagos' fixed-installment offering.

<sup>1</sup>Q26 Figures. | The Suburbia network maintains an operational footprint in all 32 Mexican states. | <sup>1</sup>The long-term objective to reach 300 locations is a forward-looking statement contingent upon capital allocation priorities, strict ROI hurdles, and favorable real estate market conditions. | Credit Penetration includes sales financed through Suburbia proprietary credit cards and the new Minipagos fixed-installment financing product.

FINANCIAL DIVISION AS AN ENHANCEMENT TO BROADER SALES

Complements our ecosystem.

Provides customer insights.

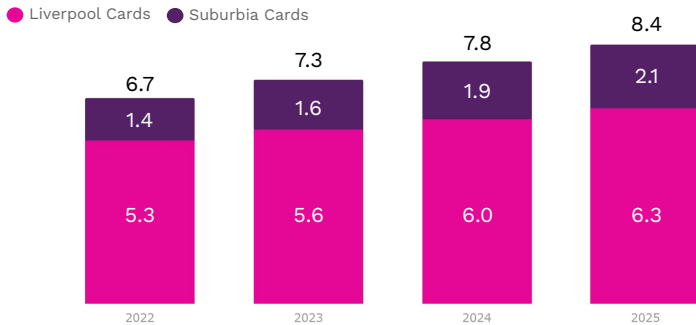
Increases customer loyalty.

Targets offerings.

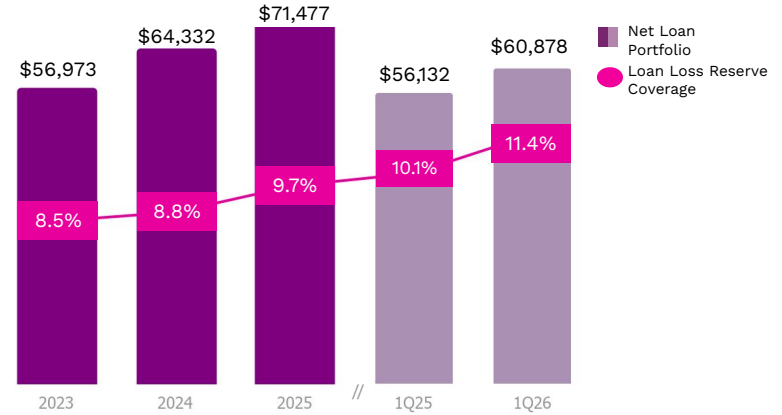
**Own Payment Methods:**

Liverpool 50.8% — Suburbia 34.6%

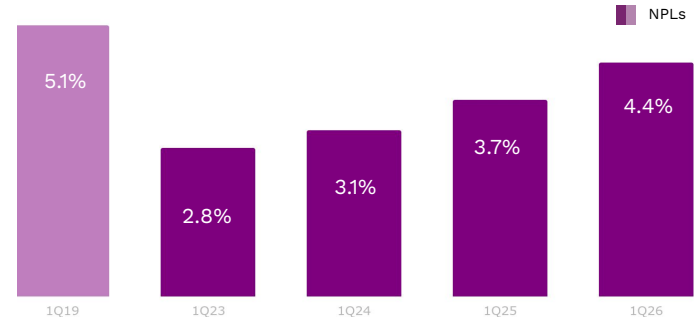
CONSISTENT GROWTH IN CREDIT CARDS ISSUED<sup>2</sup>



EFFECTIVE CONTROLS<sup>1</sup>



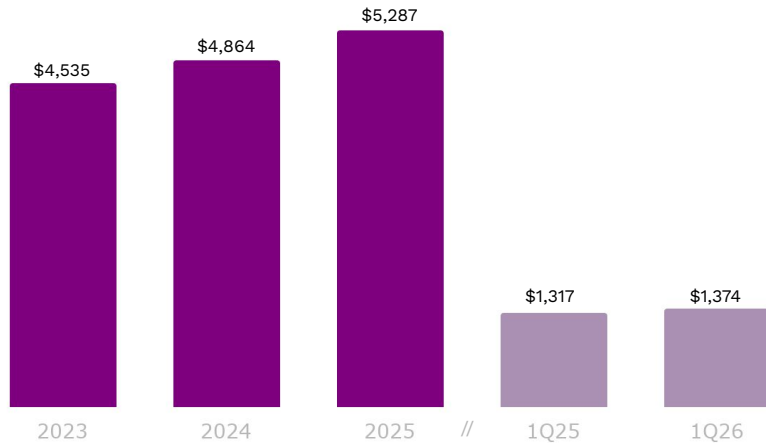
DISCIPLINED RISK MANAGEMENT BALANCING PORTFOLIO GROWTH<sup>3</sup>



Figures expressed in millions of pesos unless expressed otherwise. | 1Q26 Figures, except credit cards issued. | Growth YoY. | <sup>1</sup>Loan Loss Reserve Coverage is calculated by dividing provision for impairment of loan portfolio by gross credits related to customer contracts. | <sup>2</sup>Millions of issued cards. | <sup>3</sup>Figures represent accounts 90 days overdue (%). | Credit loss provisions totaled Ps.\$1.5 billion for the quarter, increasing 25% year over year.

Important source of revenue and a **strategic complement** to our commercial and services operations by providing **high-profile facilities** that attract **potential customers** to our department stores.

CONSISTENT GROWTH OF OUR REAL ESTATE BUSINESS REVENUE<sup>1</sup>



**30**  
Shopping Centers

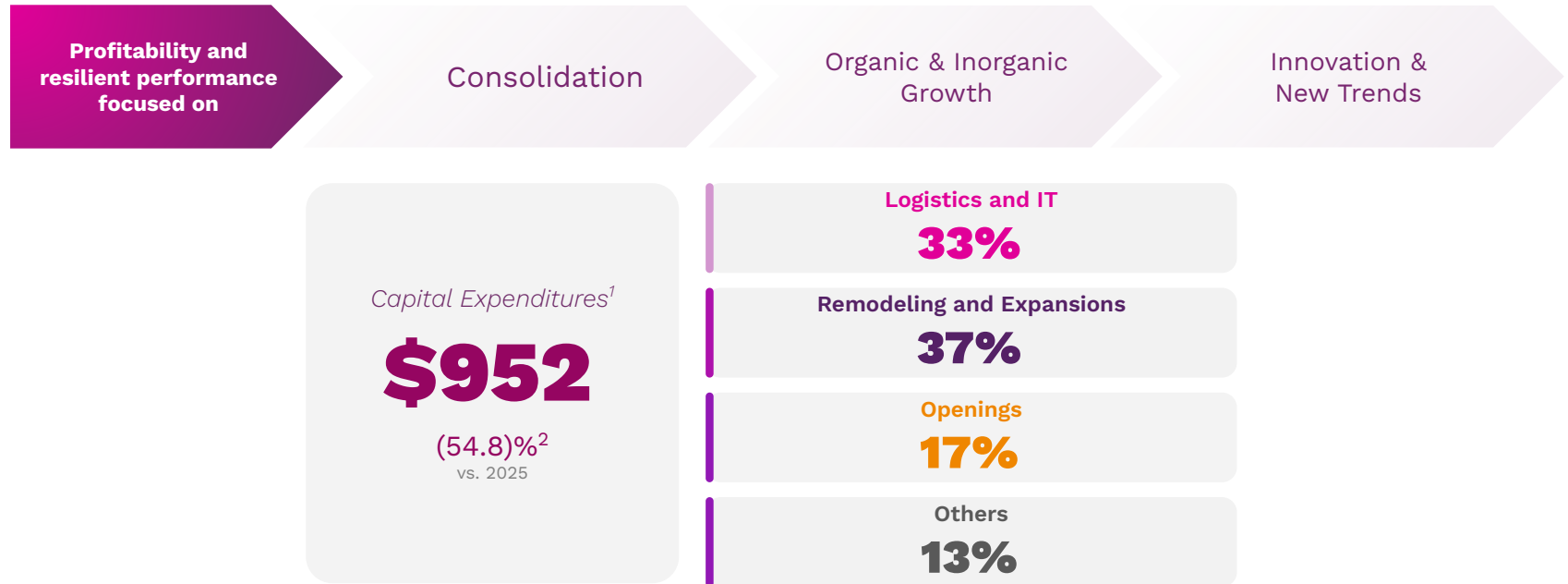
**1.04M sqmt**  
Leasable Area

**94.6%**  
Occupancy Rate

**+2,600**  
Tenants

**+100 million**  
Annual Visitors

Today, we are securing our future through disciplined capital deployment, prioritizing **state-of-the-art logistics**, strategic **technology**, and maintaining a best-in-class **omnichannel retail experience**.



**A Transformational Supply Chain Hub:**

Arco Norte consolidates multiple legacy warehouses under a single, highly flexible roof to support long-term growth.

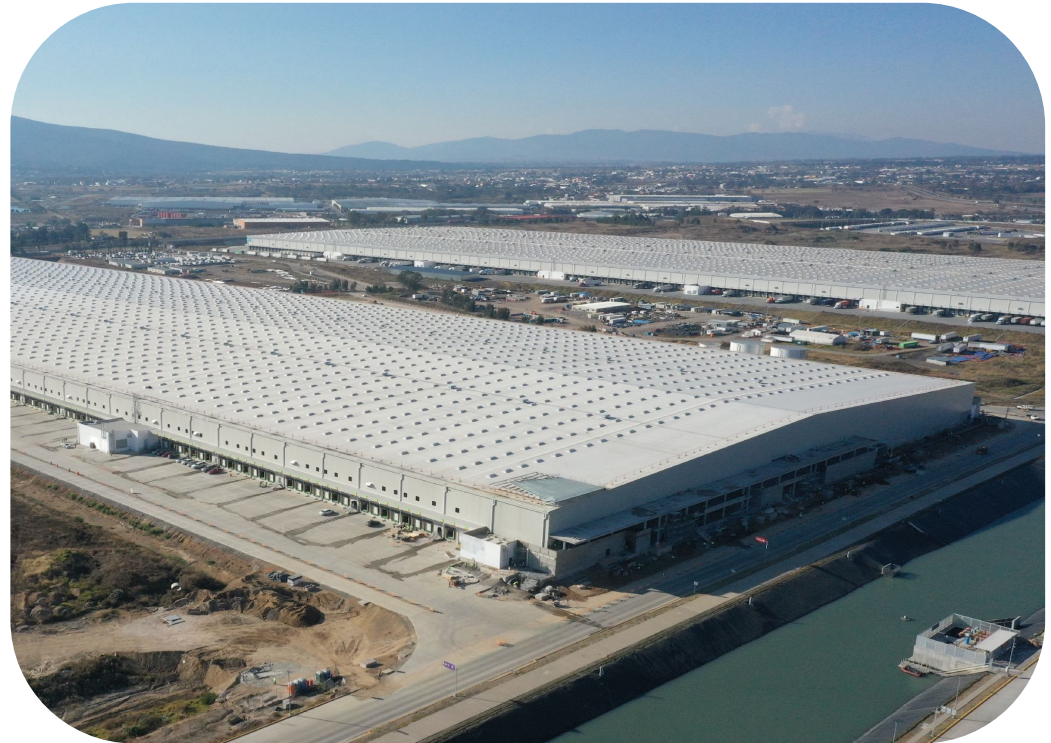
**Operational Stabilization:** Following expected ramp-up challenges during Q1, operating conditions have improved materially.

**State-of-the-Art Automation:** The facility integrates comprehensive systems for tagging, serialization, and QA, with significant robotics automation to streamline inventory.

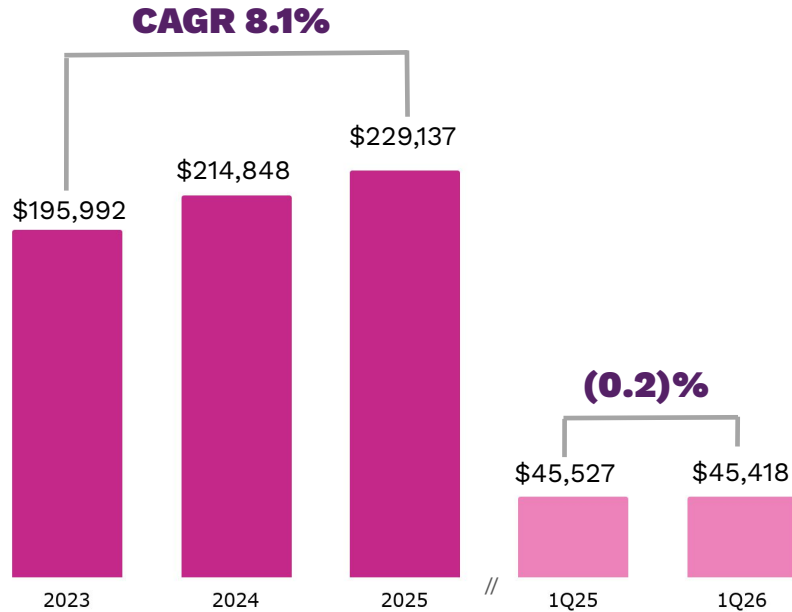
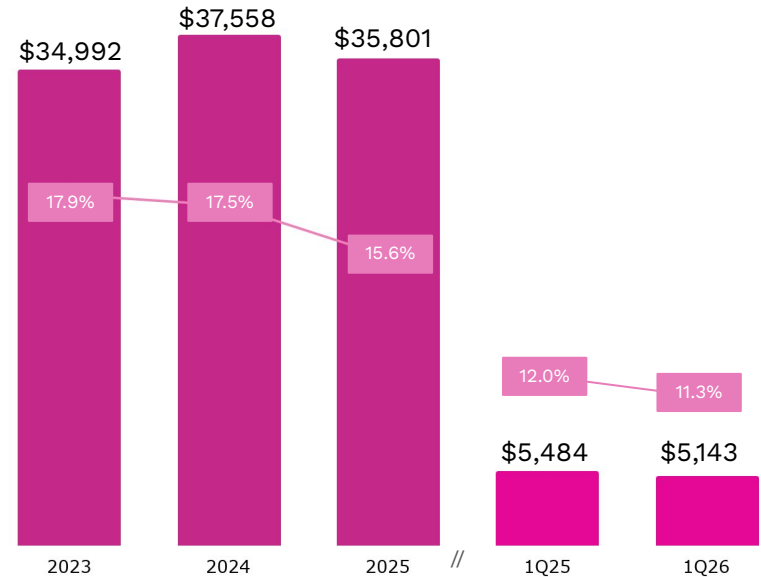
**Path to Profitability:** Additional ~\$250M in one-time expenses<sup>1</sup> in 2026 for full integration.

**~\$17B**Total Investment<sup>2</sup>**~200k**

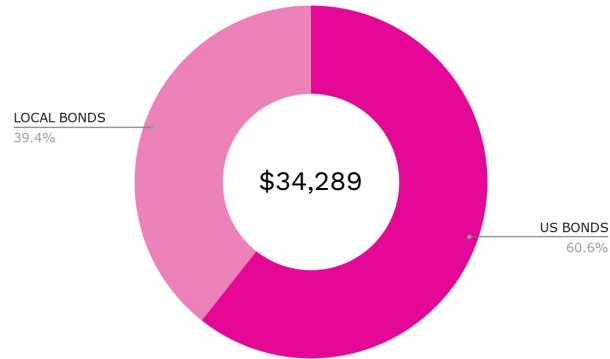
Total Square Meters



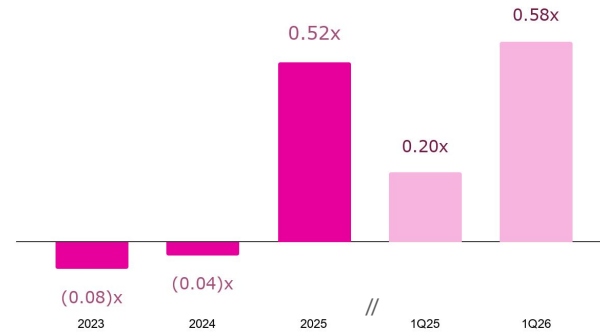
Figures expressed in millions of pesos unless expressed otherwise. | <sup>1</sup>Estimated one-time impact for fiscal year 2026 resulting from the logistics learning curve and stabilization process. As of the end of 1Q26, approximately Ps. 150 million has been recognized, with an expectation of an additional ~Ps. 100 million during the remainder of the year. | <sup>2</sup>Approximate figure representing the project's cumulative multi-year CAPEX, which includes land acquisition, facility construction, robotics infrastructure, automation, and IT systems.

HISTORICAL REVENUE EVOLUTION<sup>1</sup>HISTORICAL EBITDA TRACK RECORD<sup>2</sup>

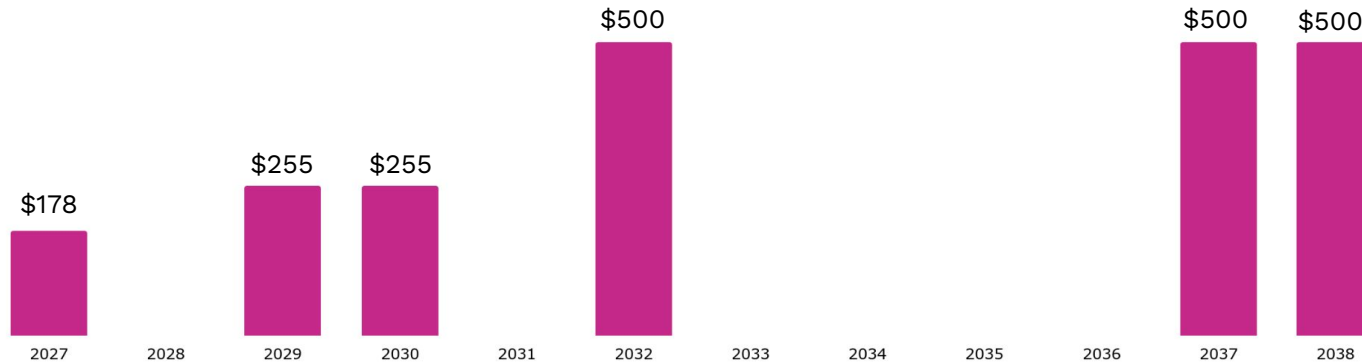
CURRENCY AND INTEREST RATES RISK MANAGEMENT



CONSERVATIVE NET DEBT TO EBITDA RATIO



MANAGEABLE MATURITY PROFILE (US MM)<sup>1</sup>



Figures in millions of pesos unless otherwise noted. | 1Q26 Figures. | <sup>1</sup>Issued amounts. | All USD-denominated debt is fully hedged for principal and interest on maturities prior to 2025; maturities from 2025 onward are hedged for principal only. Total debt is 100% fixed-rate with an 8.92% weighted average cost. Furthermore, on March 12, 2026, the Company successfully executed a make-whole call to early redeem its \$9,642 million pesos bond (originally due Oct. 2026), using proceeds from the new LIVEPOL-38 issuance.

TWO BRANDS, MULTIPLE SOLUTIONS, ONE UNIVERSE OF CUSTOMERS<sup>1</sup>

NORDSTROM

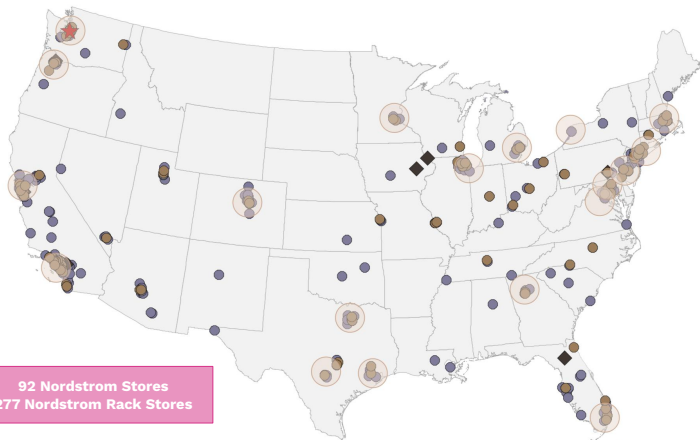


**Brand Proposal**

Modern, aspirational, and brand-loyal customers who value quality and a personalized experience.

Budget-conscious customers looking for deals on their favorite brand-name trends.

STRATEGIC EXPANSION FOCUSED ON KEY MARKETS<sup>1</sup>



★ Headquarters ● Nordstrom Banner ● Nordstrom Rack ◆ Supply Chain Network ○ Top Marke

ONE OF NORTH AMERICA'S LEADING PREMIUM RETAILERS

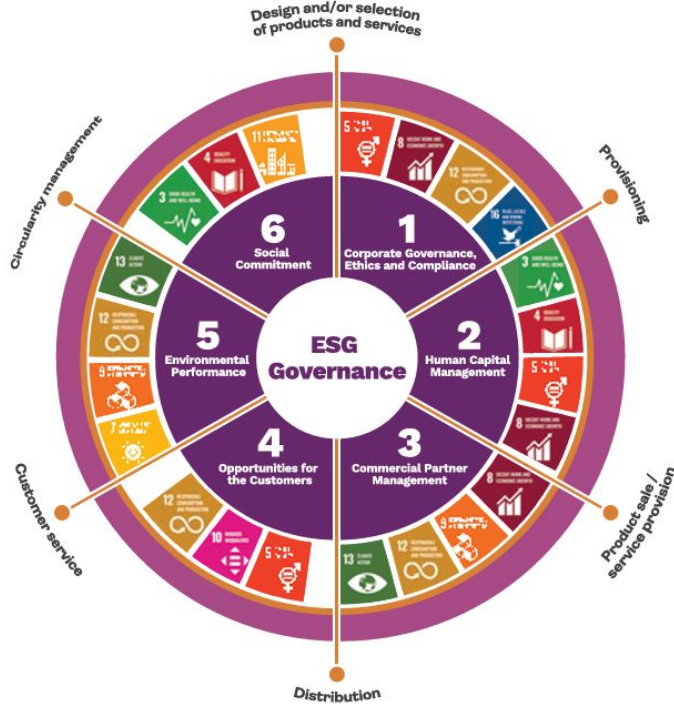
Net Sales <sup>2</sup> <b>+4.9%</b>	Adj. EBITDA Margin <sup>2</sup> <b>2.1%</b>
Results from Associates <sup>3</sup> <b>Ps.(168)M</b>	Dividends Received <sup>4</sup> <b>\$9.3M</b>

STRATEGIC RATIONALE & VALUE CREATION

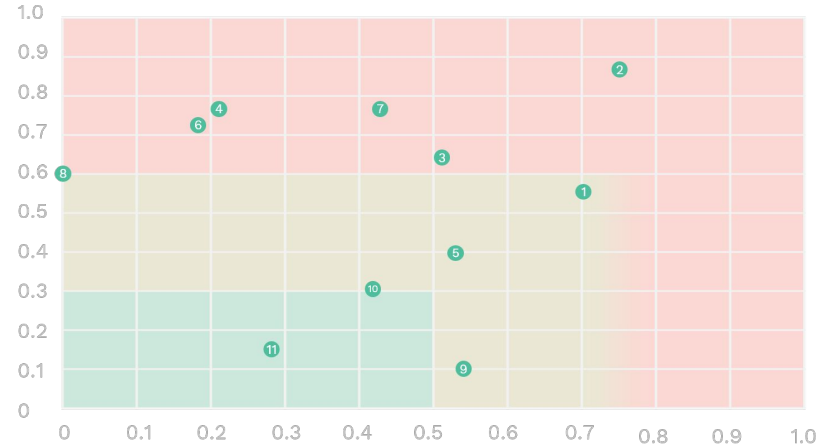
<p>A <b>unique opportunity</b> to access a broad <b>platform in the United States</b> and <b>diversify Liverpool's geographical exposure</b></p>	<p>Improve the <b>omnichannel customer</b> experience by <b>sharing best practices</b> between both companies</p>
<p>Collaboration opportunities in areas such as <b>e-commerce, advanced analytics, logistics, private label brands, loyalty programs, and customer service</b></p>	<p>A <b>strong leadership team</b> and robust governance structure to drive growth.</p>

<sup>1</sup>As of April 1st, 2025 based on Company's Filings. | <sup>2</sup>Figures represent 100% of Nordstrom's operations from February 2026, with growth shown on a year-on-year basis and calculated in USD. | <sup>3</sup>1Q26 figures in pesos reflect El Puerto de Liverpool's proportional ownership interest of 49.9%. | <sup>4</sup>Expected additional dividends of approximately \$28M USD for the remainder of the year.

OUR MODEL DRIVES AND INTEGRATES ENVIRONMENTAL, SOCIAL, AND CORPORATE GOVERNANCE INITIATIVES.



WE UPDATED OUR MATERIALITY MATRIX ANALYSIS TO EVALUATE MATERIAL TOPICS FROM FINANCIAL TO IMPACT MATERIALITY PERSPECTIVES



- 1. Business Ethics and Transparency
- 2. Human Capital
- 3. Cybersecurity
- 4. Corporate Governance
- 5. Climate Change
- 6. Supply Chain and Responsible sourcing
- 7. Operating Eco-efficiency
- 8. Risk Management
- 9. Customer Relations
- 10. Community Engagement
- 11. Biodiversity

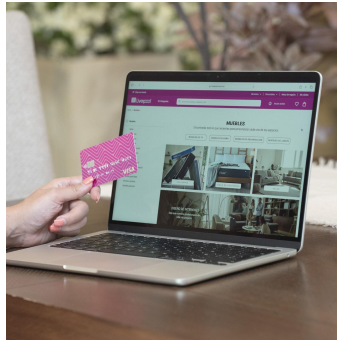
Our **Credit Cards** celebrated **100 years of history**, we are **pioneers** in department stores credit in **Mexico**.



Ranked **4<sup>th</sup>** among **Mexican companies** out of 13 included in the “**World’s Best Companies for Sustainable Growth**” ranking.



Ranked among **Top 10** in Merco Empresas Mexico since 2020.



Liverpool was awarded with the “**Cross-Border M&A Deal of the Year**” for the equity stake acquisition in Nordstrom.



Climbed to **53rd** overall in **Empresas Responsables Expansión Ranking**. The Social component jumped from 79th to **17th place**.





Same-Store-Sales: **4.5% - 5.5%**



Suburbia Openings: **2 new stores**  
Same-Store-Sales: **5.0% - 6.0%**



Digital GMV Growth: **18.0% - 19.0%**



Net Loan Portfolio Growth: **7.0% - 8.0%**  
Non-Performing Loans (NPLs): **4.2% - 4.7%**  
NPLs Provision Growth: **20.0% - 25.0%**



EBITDA Margin: **15.6% - 16.5%**



CAPEX: **\$8 - \$9 billion**



# THANK YOU!

For further financials and contact information visit  
[www.elpuertodeliverpool.mx/en/index.html](http://www.elpuertodeliverpool.mx/en/index.html)

Liverpool

Liverpool

Suburbia

BOUTIQUES

GALERIAS

Negocios FINANCIEROS