



 **Liverpool**

COMPANY PERSPECTIVE
EL PUERTO DE
LIVERPOOL
FY 2025

Issued February 2026



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El Puerto de Liverpool is a top omnichannel 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
125 Liverpool Stores	6.3 million Liverpool Credit Cards	30 Shopping Centers
68 Liverpool Express Stores	2.0 million Suburbia Credit Cards	94.2% Occupancy Rate
194 Suburbia Stores	\$71,477 Net Portfolio Balance	1.04M sqmt GLA
148 Boutiques	3.7% NPLs Rate	+2,600 Tenants

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 \$229,137 +6.7%	EBITDA \$35,801 (4.7)%	EBITDA Margin 15.6% (185) bps	Net Debt / EBITDA 0.52x
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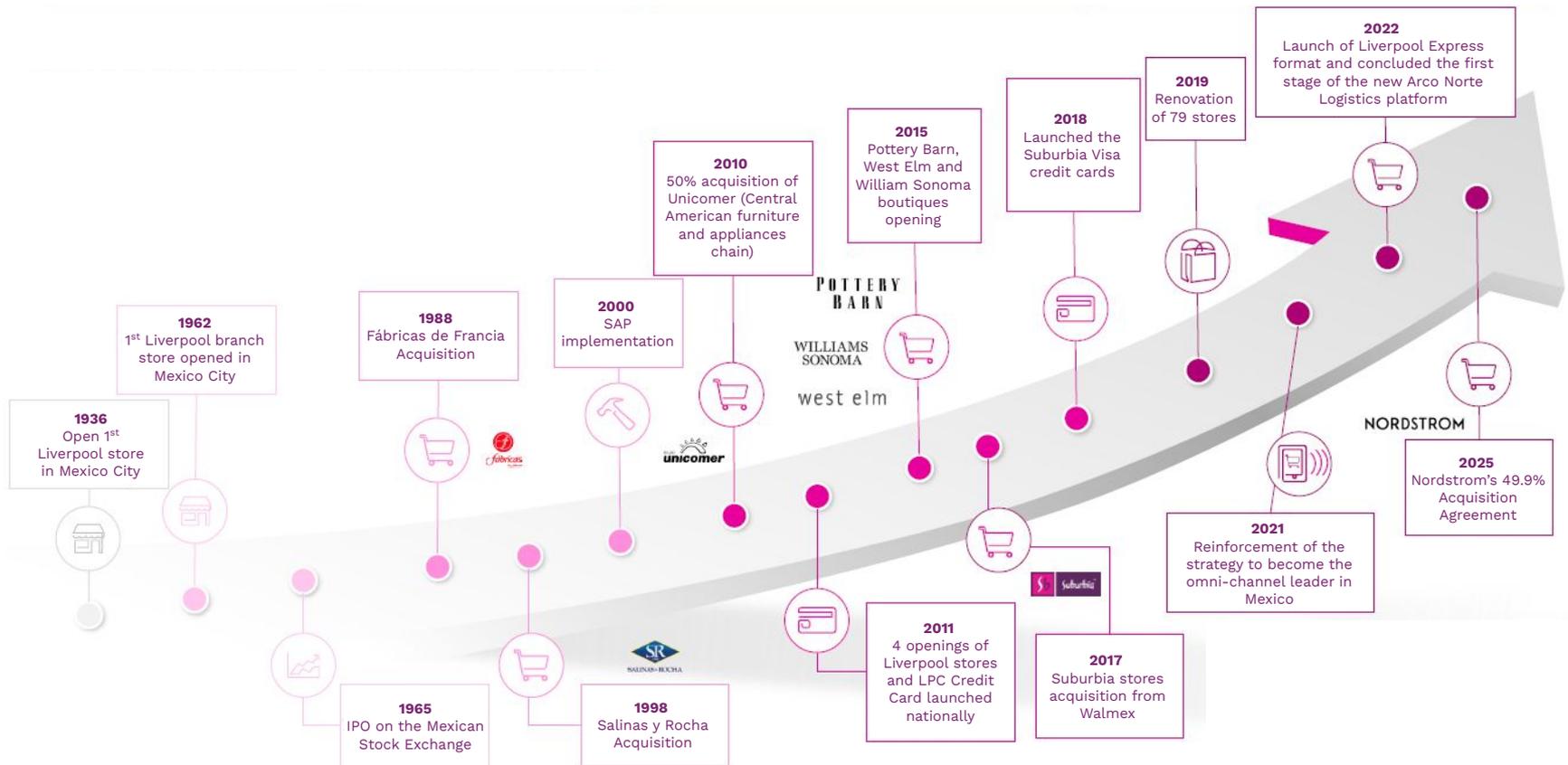
Top **omni-channel retailer** in Mexico.

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.

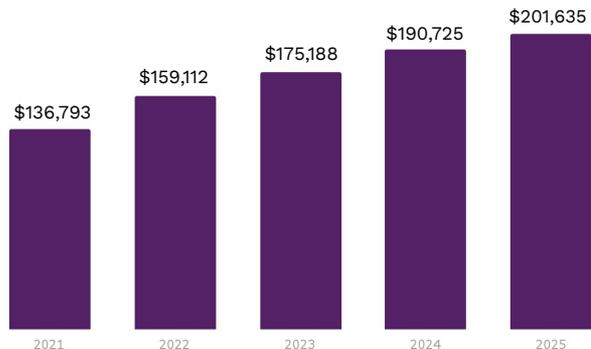
03 Create a differentiated and sticky experience for **every customer journey.**

HIGH-LEVEL INITIATIVES



Enablers	IT Transformation	Customer Experience	Data Analytics & AI	Supply Chain	Human Capital
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CONSISTENT GROWTH OF RETAIL REVENUE¹



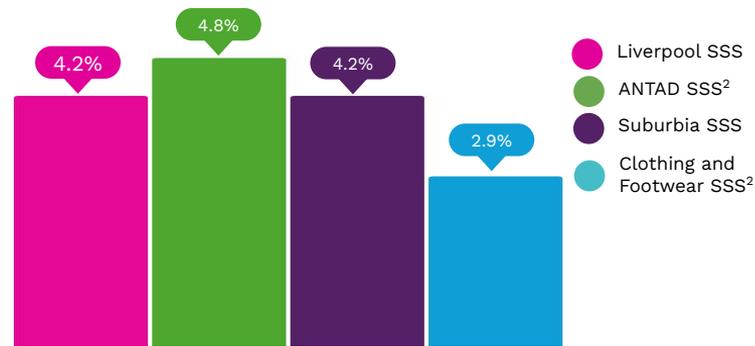
PARTNER OF INTERNATIONALLY RENOWNED BRANDS IN VARIOUS FORMATS IN 32 MEXICAN STATES, BOTH PHYSICAL AND ONLINE



ONE OF MEXICO'S LARGEST ONLINE APPAREL RETAILERS



ONE OF MEXICO'S RETAIL OUTPERFORMING COMPANIES IN SAME-STORE-SALES



Figures expressed in millions of pesos unless expressed otherwise. | FY 2025 Figures. | Growth YoY. | ¹Retail Revenue CAGR 2015-2025: 9.8%. |

²ANTAD's Department Stores data. | ³ANTAD's Data



Our **68 Liverpool Express¹** locations serve as a **micro-logistics hub** and **experiential space** for physical and digital retail.



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



Digital sales make ~70% of sales, the balance are in-store purchases and extended catalog orders.



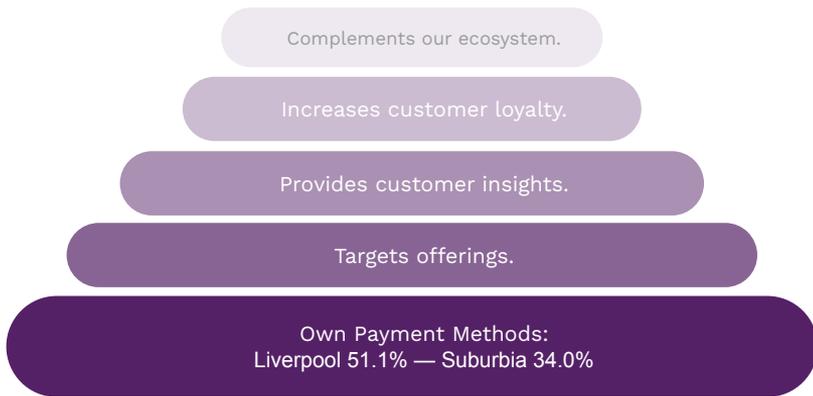
Average store size of approximately **3,500 sqm** (~**38,000 sqft**).

Expanding our **194 existing stores¹** with a comprehensive plan to reach **300 locations**.

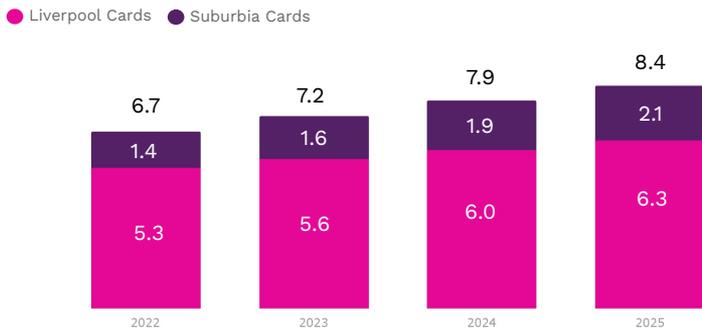


¹FY 2025 Figures.

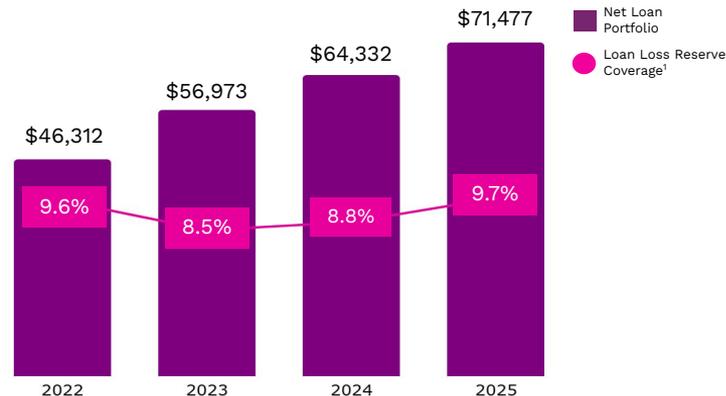
FINANCIAL DIVISION AS AN ENHANCEMENT TO BROADER SALES



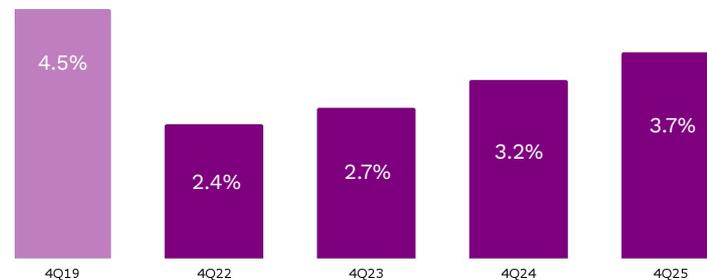
CONSISTENT GROWTH IN CREDIT CARDS ISSUED²



EFFECTIVE CONTROLS



CONSISTENT NPLs LEVELS



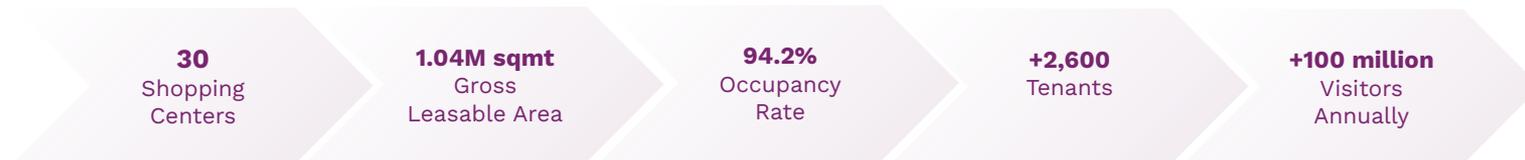
Figures expressed in millions of pesos unless expressed otherwise. | FY 2025 Figures. | Growth YoY. | ¹Loan Loss Reserve Coverage is calculated by dividing provision for impairment of loan portfolio by gross credits related to customer contracts. | ²Millions of issued cards.

100 years of history

What began with the **first departamental credit card in Mexico** has now evolved into a vital part of our ecosystem, integrating essential financial products and services for our **customers**.



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.

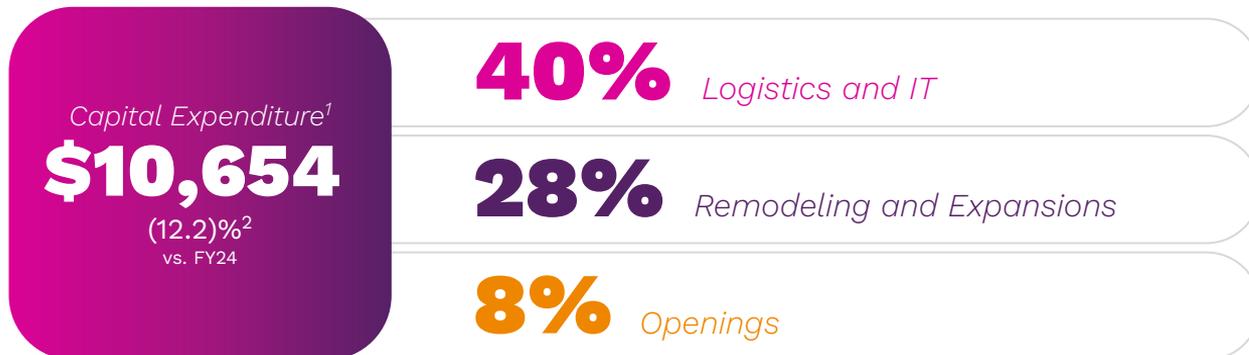


CONSISTENT GROWTH OF OUR REAL ESTATE BUSINESS REVENUE¹



Figures expressed in millions of pesos unless expressed otherwise. | FY 2025 Figures. | ¹CAGR 2015-2025: 5.8%.

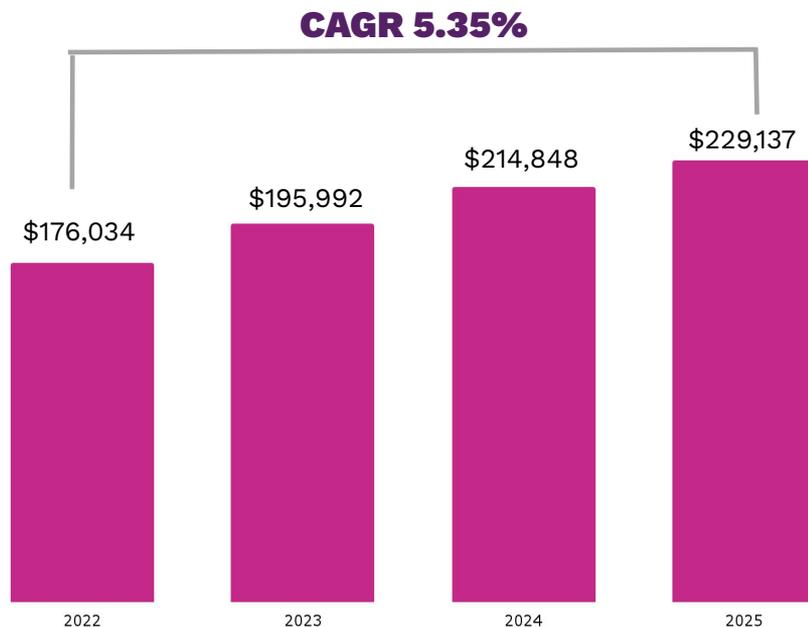
Today, we stand as one of the **leading omni-channel retailers** in Mexico, one of the **largest non-bank credit card issuer** and one of the **top shopping center developers** in the country.



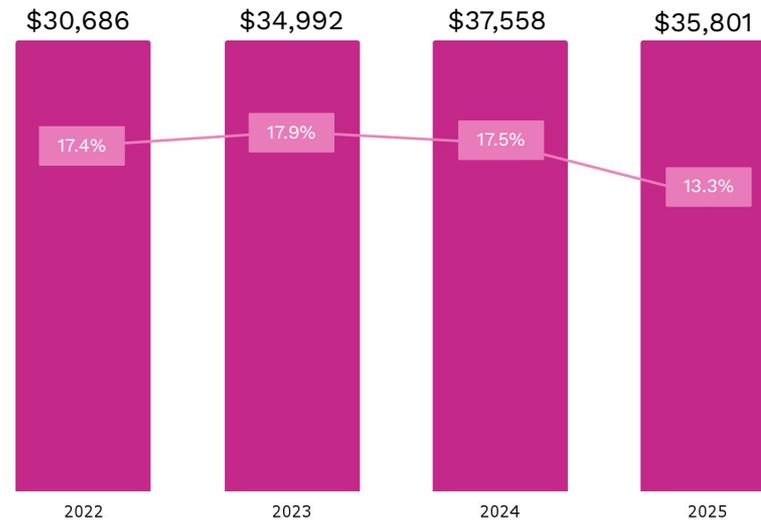
Figures expressed in millions of pesos unless expressed otherwise. | FY 2025 Figures. | ¹Including investment in real estate trusts. | ²Compared to 2024, CAPEX decreased by 12.2%, primarily driven by a high comparison base, which included the acquisition of the Altama shopping mall in Tampico, as well as lower spending following the completion of the Arco Norte logistics project.

Liverpool benefits from a **healthy financial position** with **low leverage levels** and **high capitalization**.

HEALTHY REVENUE GROWTH¹



ROBUST EBITDA AND MARGIN TRACK RECORD²



Figures expressed in millions of pesos unless expressed otherwise. | FY 2025 Figures. | ¹Revenue CAGR 2015-2025: 9.6%. | ²EBITDA CAGR 2015-2025: 9.2%.

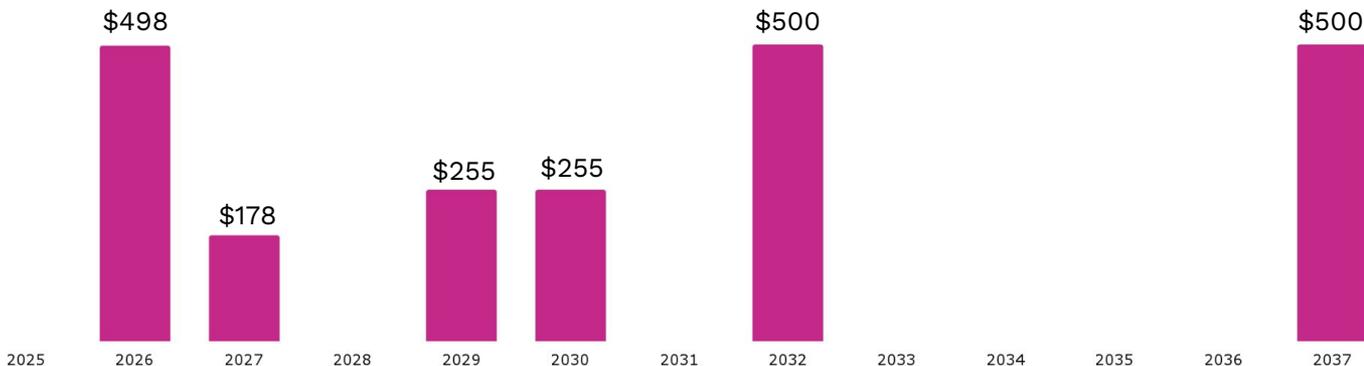
BALANCED BREAKDOWN OF DEBT



LOW NET LEVERAGE LEVELS



COMFORTABLE DEBT MATURITY PROFILE (US MM)

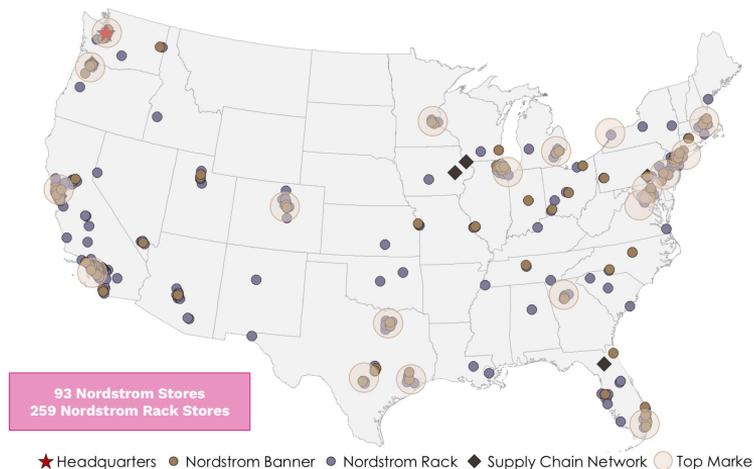


Figures expressed in millions of pesos unless expressed otherwise. | Figures as of December 31, 2025.

TWO BRANDS, MULTIPLE SOLUTIONS, ONE UNIVERSE OF CUSTOMERS¹

	NORDSTROM	<small>NORDSTROM</small> Rack
Brand Proposal	Exceptional customer experience	Big brands at incredible prices
Target Audience	Modern, aspirational, and brand-motivated customers who value quality and a personalized shopping experience	Budget-conscious customers looking for deals on their favorite brands and trends
Competitive Positioning	A multi-brand destination offering a wide selection of premium brands with first-class omnichannel services	With a privileged position to serve a broad audience of mid-range and low-priced customers through its omnichannel services

STRATEGIC EXPANSION FOCUSED ON KEY MARKETS¹



¹As of December 31st, 2023 based on Company's Filings.

ACQUISITION DETAILS OVERVIEW

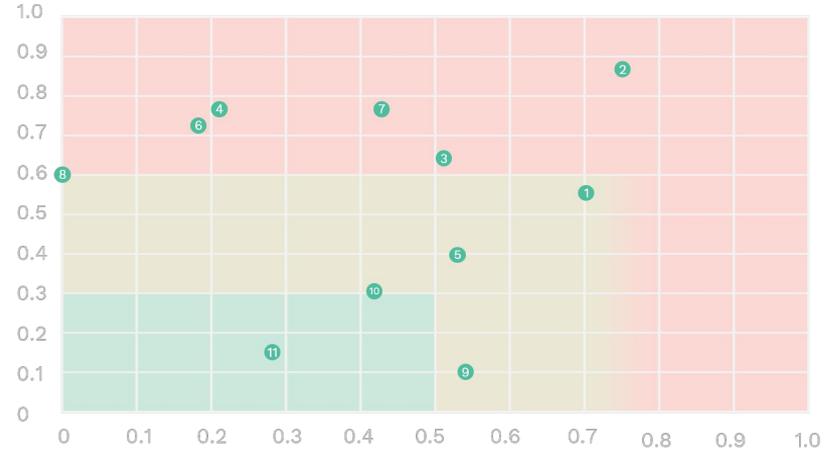
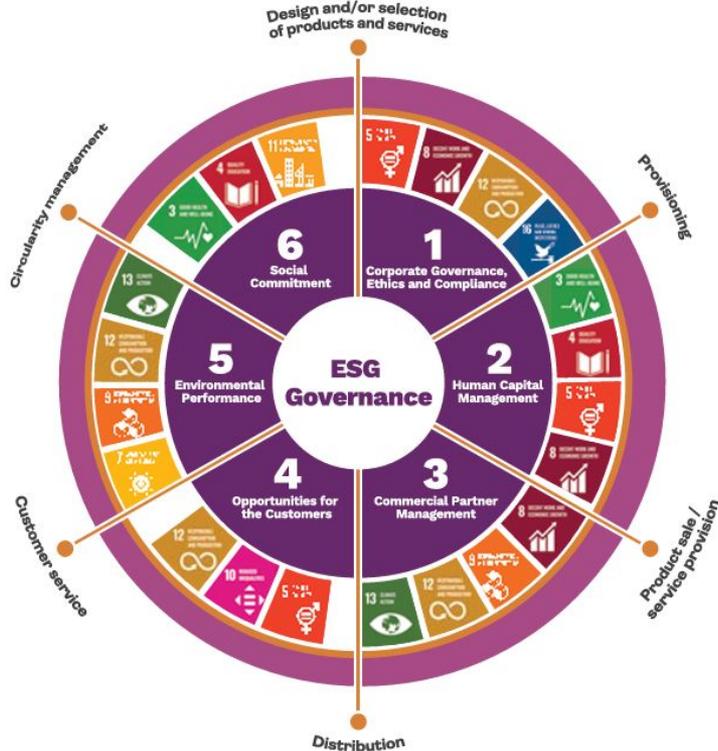
Total Investment \$1.23bn	Price per share \$24.25	Liverpool's Ownership 49.9%	Board Composition 3-1-3 Nord. - Ind. - Liv.
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UNIQUE INVESTMENT OPPORTUNITY

A unique opportunity to access a broad platform in the United States and diversify Liverpool's geographical exposure	Improve the omnichannel customer experience by sharing best practices between both companies
Collaboration opportunities in areas such as e-commerce, advanced analytics, logistics, private label brands, loyalty programs, and customer service	Opportunity to access brands that Liverpool does not currently have access to
Carried out from a position of financial strength , maintaining low levels of leverage	A strong leadership team and a robust governance structure , derived from a strong collaboration with the Nordstrom family

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

Fitch Ratings affirmed El Puerto de Liverpool rating at **'AAA(mex)'** and **'F1+(mex)'**, with a **Stable Outlook**.



In 2025, our **Credit Cards** celebrated **100 years of history**. We are **pioneers** in department stores credit in **Mexico**.



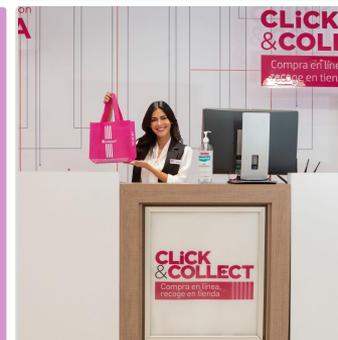
Ranked **seventh** among the top 10 department stores globally in **Modaes Fashion Map 2025**.



Awarded **"Cross-Border M&A Deal of the Year"** by LatinFinance for the Acquisition of equity stake of 49.9% of Nordstrom, Inc.



Listed in the **Forbes Global 2,000** ranking for 2025, at **1,413th globally** and **56th in the retail sector**.





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**



 **Liverpool**

THANK YOU!

For further financials and contact information please visit
www.elpuertodeliverpool.mx/en/index.html

 Liverpool

 Suburbia

 BOUTIQUES

 ONCEAS

 Negocios
FINANCIEROS