

COMPANY PERSPECTIVE

October 2024



El Puerto de Liverpool

SAFE HARBOR

This presentation has been prepared by El Puerto de Liverpool, S.A.B. de C.V. (together with its subsidiaries, “Liverpool”), is strictly confidential, is not intended for general distribution and may only be used for informational purposes. This presentation may contain proprietary, trade-secret, and commercially sensitive information and neither this presentation nor the information contained herein may be copied, disclosed or provided, in whole or in part, to third parties for any purpose. By receiving this presentation, you become bound by the above referred confidentiality obligation and agree that you will, and will cause your representatives and advisors to, use the information contained herein only to evaluate a credit rating for Liverpool and for no other purpose. Failure to comply with such confidentiality obligation may result in civil, administrative or criminal liabilities. The distribution of this presentation in other jurisdictions may also be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.

Although the information presented in this document has been obtained from sources that Liverpool believes to be reliable, Liverpool does not make any representation 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 with respect to the information contained herein. Certain of the information contained in this presentation represents or is based upon forward-looking statements or information. These forward-looking statements may relate to Liverpool’s financial condition, results of operations, plans, objectives, future performance and business, including, but not limited to, statements with respect to outlooks and growth prospects, liquidity, capital resources and capital expenditure, growth in demand for our products, economic outlook and industry trends, development of our markets, competition in areas of our business; and plans to launch new products and services, and the effect of legal proceedings and new laws, rules and regulations and accounting standards on Liverpool’s financial condition and results of operations. All statements contained in this presentation that are not clearly historical in nature are forward-looking, and the words “anticipate,” “believe,” “continues,” “expect,” “estimate,” “intend,” “project” and similar expressions and future or conditional verbs such as “will,” “would,” “should,” “could,” “might,” “can,” “may” or similar expressions are generally intended to identify forward-looking statements. The information in this presentation, including but not limited to forward-looking statements, applies only as of the date of this presentation and is not intended to give any assurance as to future results. Liverpool and its advisors expressly disclaim any obligation or undertaking to update or revise the information, including any financial data and forward-looking statements, and will not publicly release any revisions they may make to this presentation that may result from events or circumstances arising after the date of this presentation.

Any projections included herein have been prepared based on Liverpool’s views as of the date of this presentation of future events and financial performance and various estimations and assumptions, including estimations and assumptions about future events, may prove to be incorrect or may change over time. The projections have been prepared and are set out for illustrative purposes only, and do not constitute a forecast. While the projections are based on assumptions that Liverpool believes are reasonable under the circumstances, they are subject to uncertainties, changes (including changes in economic, operational, political, legal, and other circumstances) and other risks, all of which are beyond Liverpool’s control and any of which may cause the relevant actual, financial and other results to be materially different from the results expressed or implied by such projections. No assurance, representation or warranty is made by any person that any of the projections will be achieved, and no recipient should rely on the projections. None of Liverpool, its affiliates, Citigroup Global Markets Inc., Merrill Lynch, Pierce, Fenner & Smith Incorporated or any of their respective directors, officers, employees, partners, shareholders, advisers and agents makes any assurance, representation or warranty as to the accuracy of the projections. Nothing contained in this presentation may be relied upon as a guarantee, promise or forecast or a representation as to the future. Liverpool undertakes no obligation to update the projections or any of the information contained in this presentation.

The ecosystem strategy and key initiatives will leverage our strongest assets



Brand



Loyal customer base

Weekend.



Brands and assortment



Footprint



Financial services capabilities

CONTINUE STRENGTHENING OUR STRATEGY THROUGH:



Stores as
service
centers

Stores as
fulfillment
centers

Stores as
experience
centers

Objective

'EPL es parte de tu vida' for all customers in all channels; **become the top shopping option for Mexican shoppers**

Key goals

- 1. Grow e-commerce 3X in **the next 5 years**
- 2. Become the undisputed omnichannel leader in **the e-commerce market**
- 3. **Create a differentiated and sticky experience for every customer journey**

Must-wins & high-level initiatives



Enablers

Technology Data analytics Supply chain and logistics Category management

OMNI-EXPERIENCE

29 shopping centers across
21 Mexican states

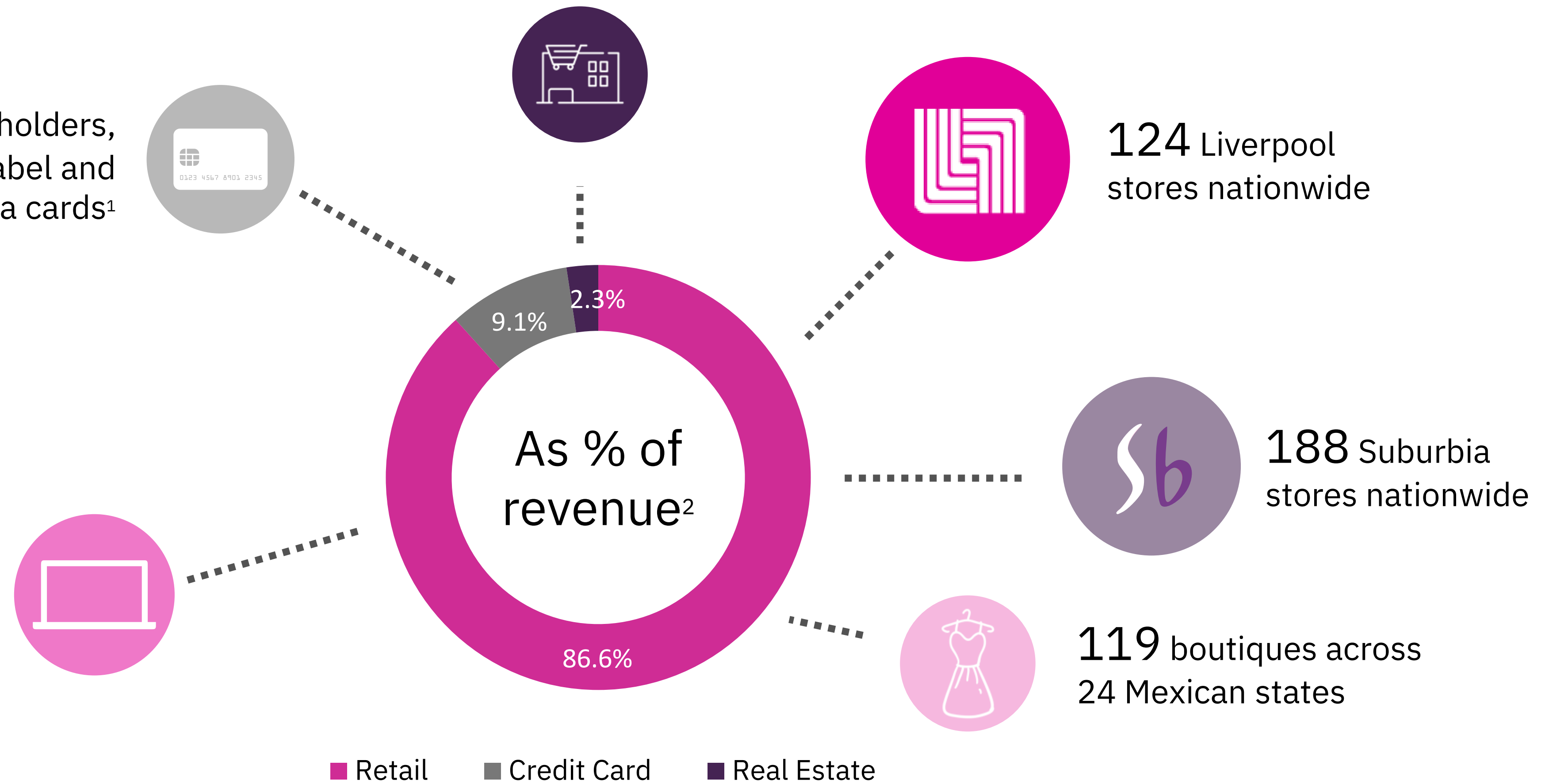
+7.5m credit card holders,
including private label and
Visa cards¹

124 Liverpool
stores nationwide

188 Suburbia
stores nationwide

119 boutiques across
24 Mexican states

28.9% of retail revenue
comes from digital sales³



¹ Including Liverpool and Suburbia Cards

² 2Q24

³ 2Q24, digital sales include eCommerce, Click & Collect, Liverpool Pocket, extended catalog and marketplace

FY 2023 Consolidated Results

FY 2023

Total Income

\$195,992
+11.3% vs 2022

EBITDA

\$34,992
+14.0% vs 2022

EBITDA Margin

17.9%
+42 bps vs 2022

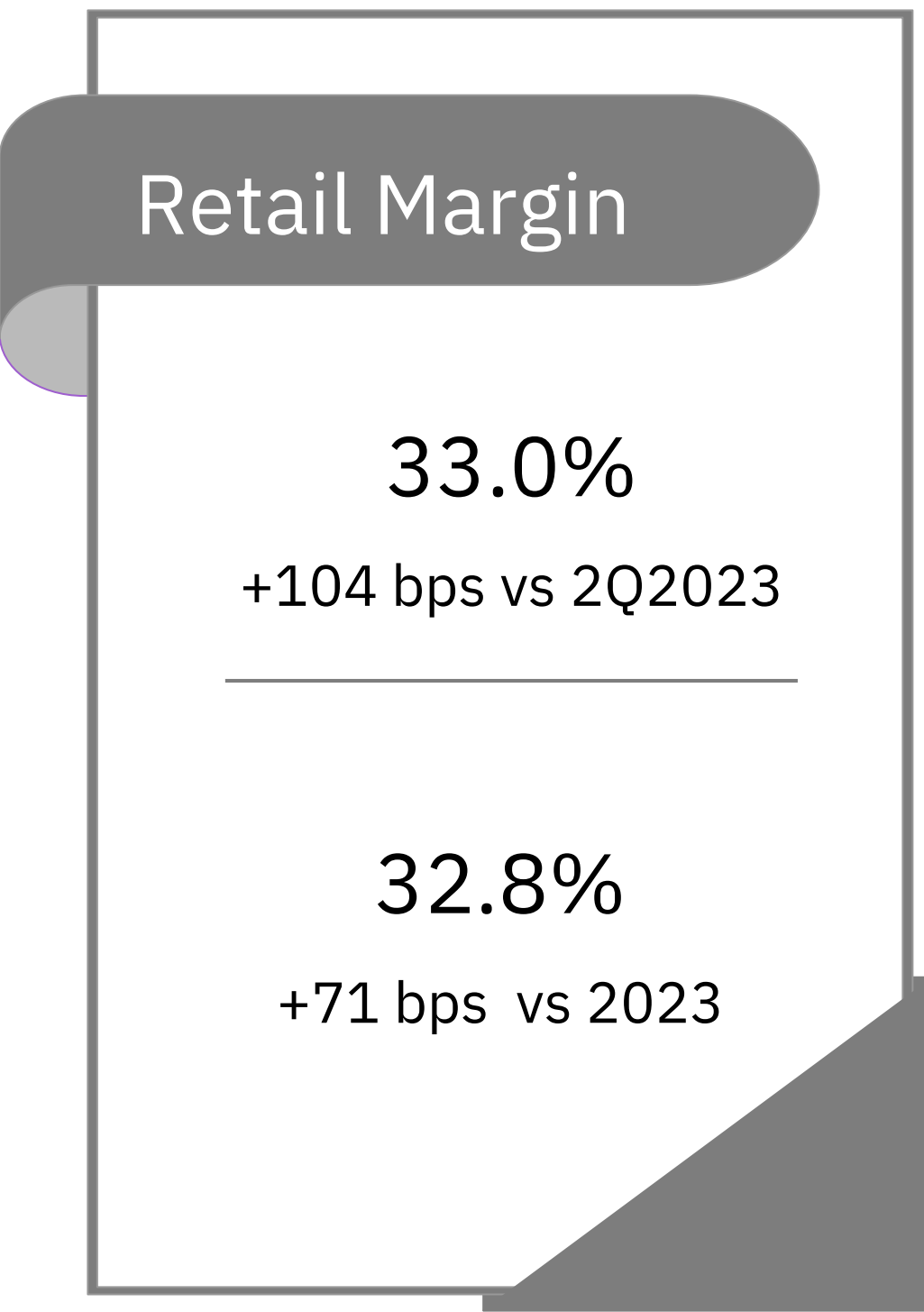
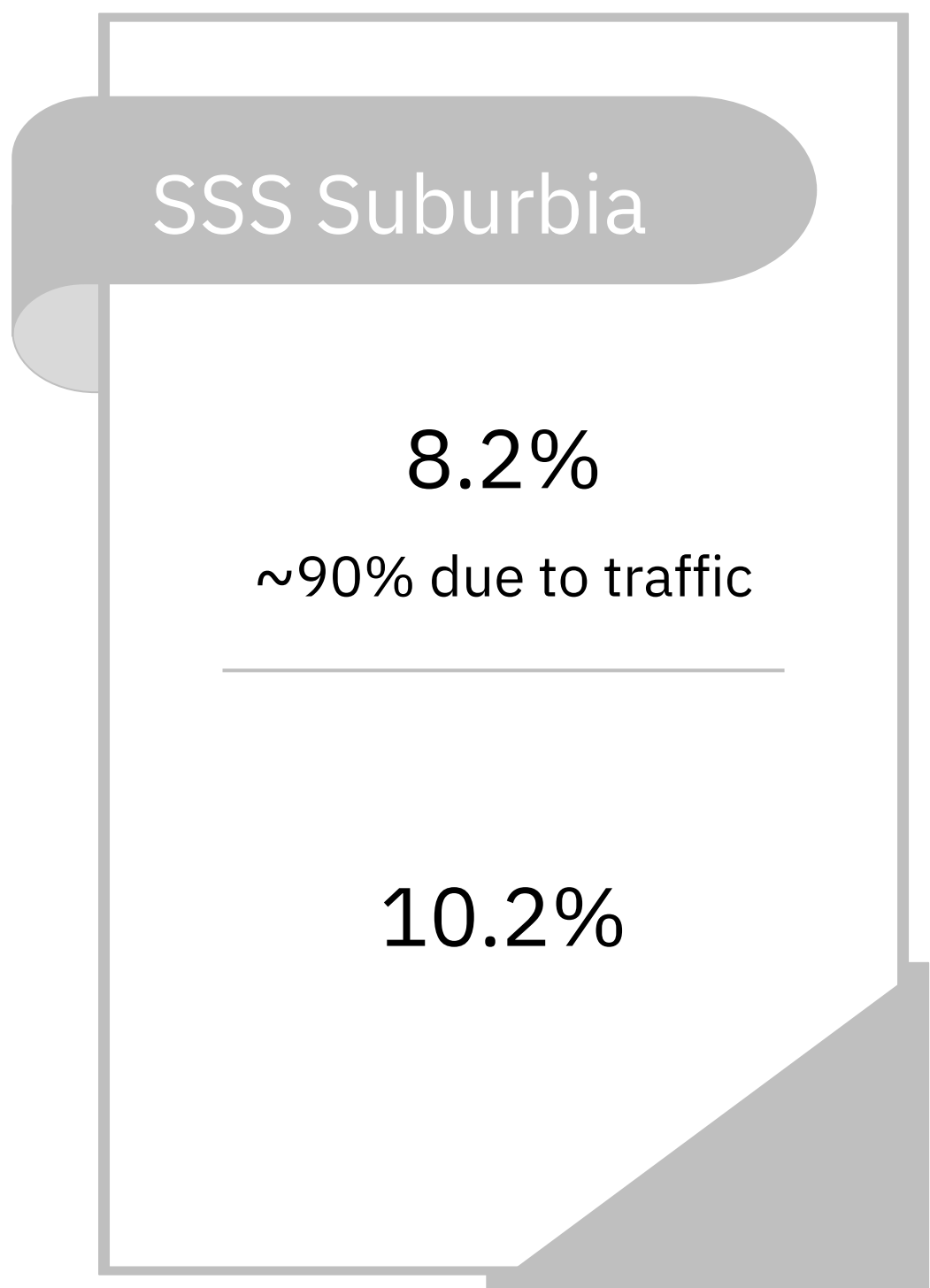
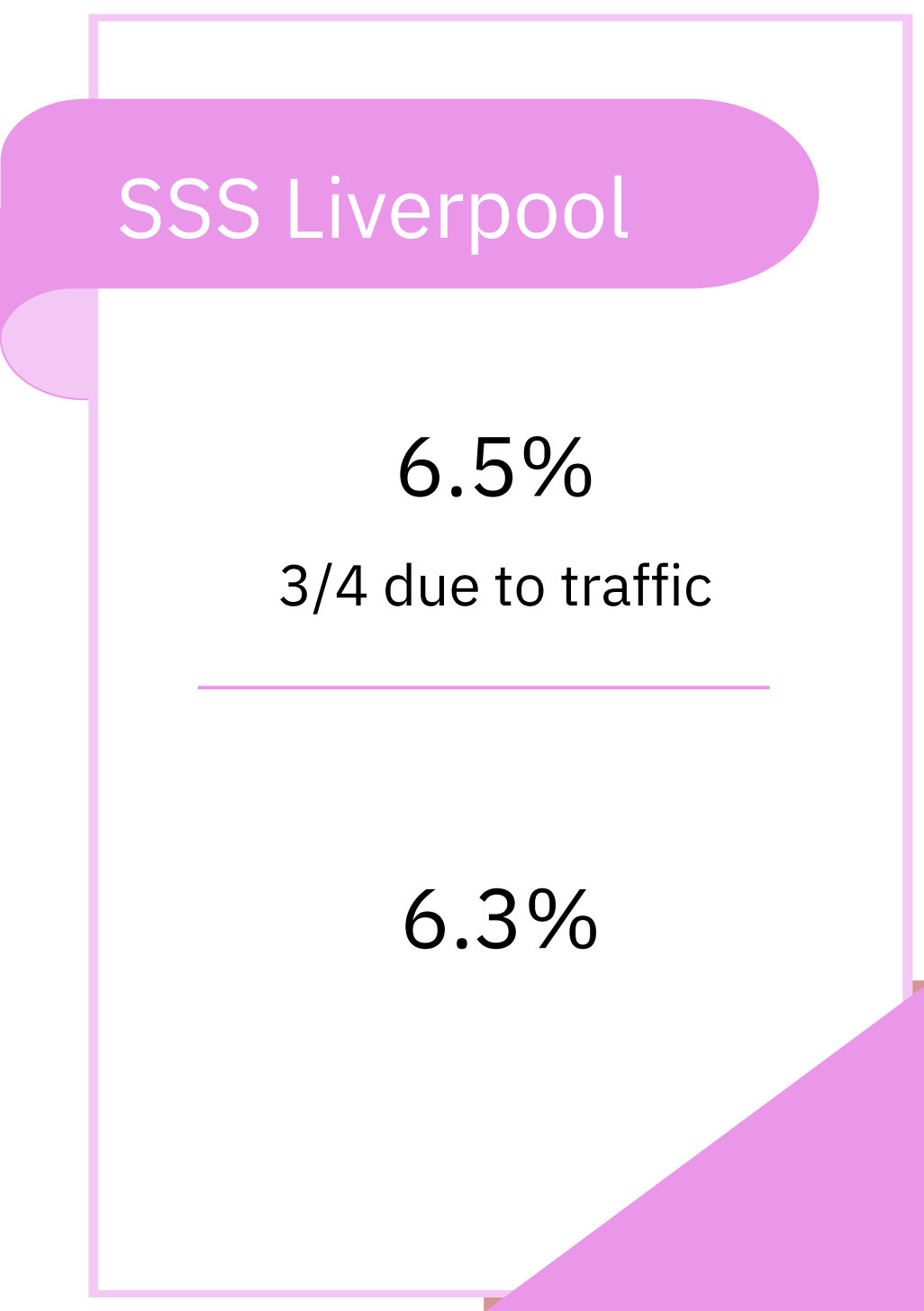
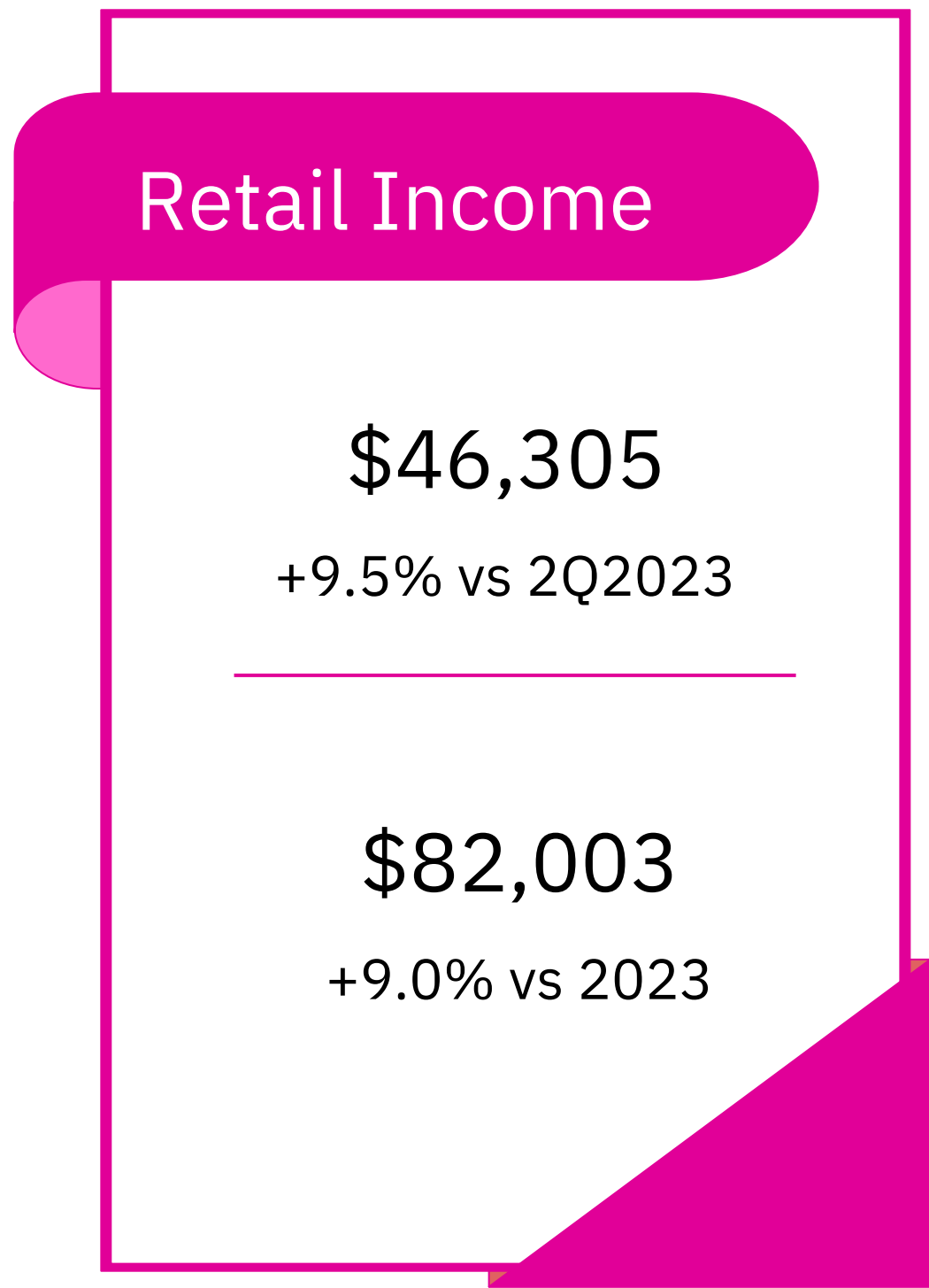
Debt & Cash Flow

-0.08x
Net Debt to
EBITDA

\$20.7 billion
FY Operating
Cashflow

2Q24 Retail Results

2Q/FY 2024



1 Suburbia store opening in 2Q.

ANTAD Department SSS
+5.9% vs 2Q2023
+6.6% vs 2023

Total ANTAD 2Q
Clothing and Footwear +0.7%
General Merchandise +5.8%

2Q24 Financial Business Results

2Q/FY 2024

Financial Income

\$4,653

+14.4% vs 2Q2023

\$16,269

+23.2% vs 2023

Net Loan Portfolio

\$54,689

+18.7% vs 2023

NPL's

3.5%

+54 pbs vs 2023

Portfolio Coverage Ratio

9.4%

-55 bps vs 2023

Own Payment Methods

Liverpool
50.7%

+0.5 p.p. vs 2023

Suburbia
33.4%

+0.9 p.p. vs 2023

2Q24 Real Estate Results

2Q/FY 2024

Real Estate Income

\$1,192

-7.0%* vs 2Q2023

\$2,344

+1.2% vs 2023

Occupancy

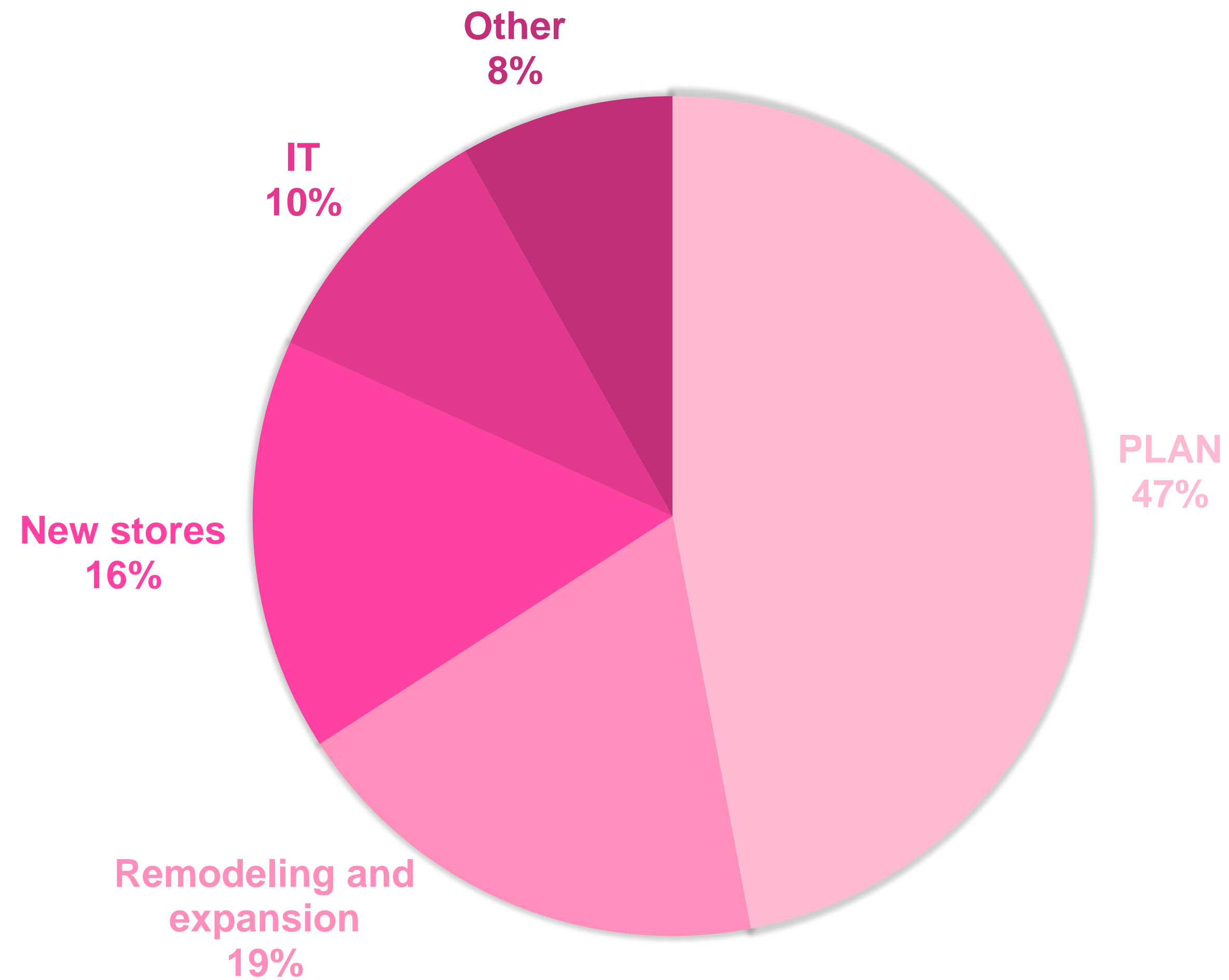
93.5%

+120 p.p. vs 2Q2023

*Base includes income relating to the resolution of the litigation with insurance companies. Excluding this effect, the growth is 12.7% in the quarter.

CAPEX 2023

\$8,619 million pesos



ECOSYSTEM PERFORMANCE VS YA

2Q24

Digital Share

28.9% in 2Q

Digital GMV

17.4% in 2Q

Liverpool Pocket

+6.5% for Suburbia

Supply Chain 2Q24

Click & Collect

42% Share

Marketplace

GMV	Sellers	SKU's
+58%	12.3%	+50%

Orders Issued

+14% in 2Q

Deliveries from stores

35% Share

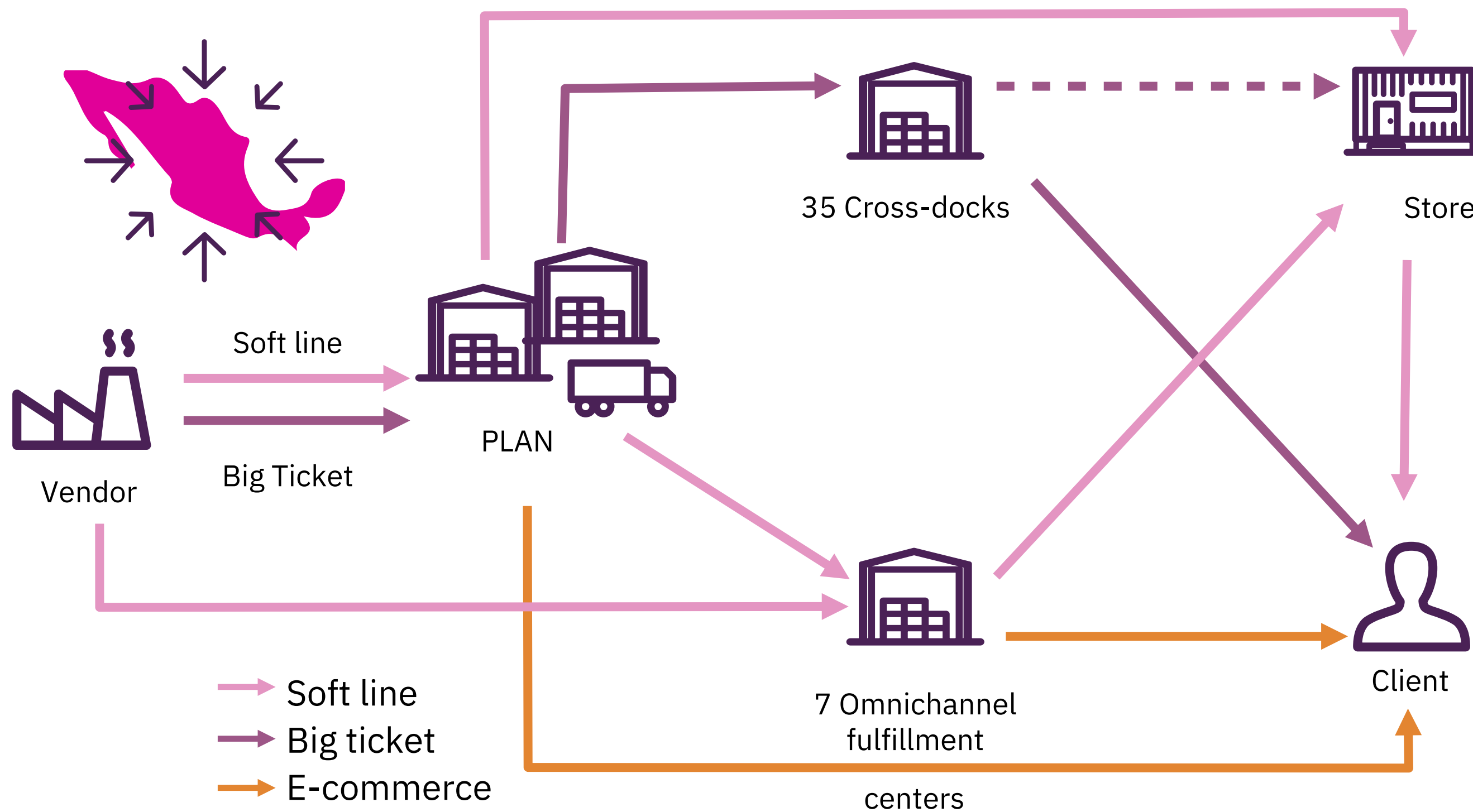
Deliveries < 2 days

54% Share



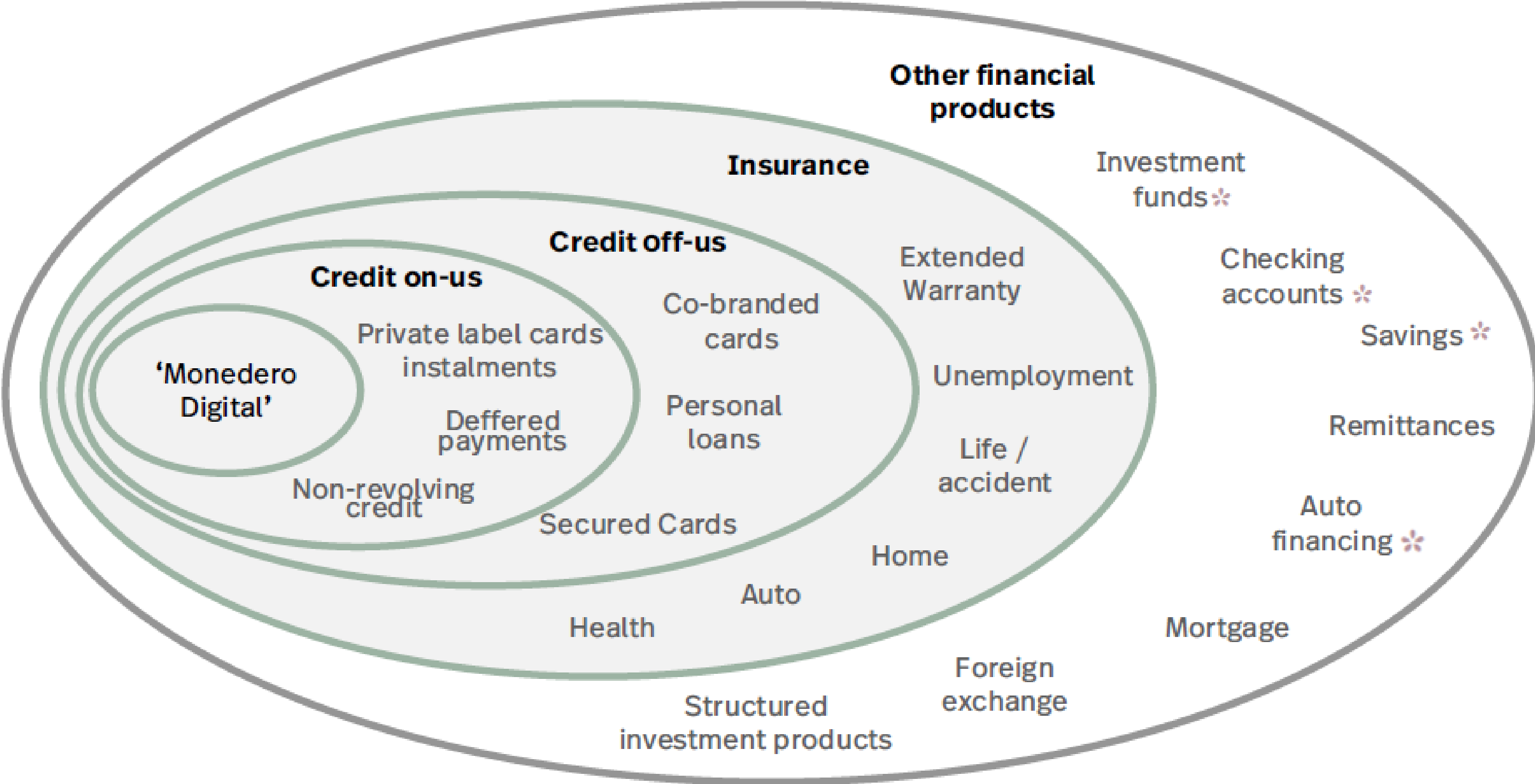
LOGISTICS NETWORK Transformation

2025



Client expectations have **changed**
supply chain needs to **evolve**

WE CONTINUE EXPANDING OUR FINANCIAL SERVICES ECOSYSTEM



Benefits of new products for Liverpool

- ✓ Complements our ecosystem
- ✓ Increases visit frequency
- ✓ Customer insights
- ✓ Foundation for future commercial and credit offers
- ✓ We leverage our omnichannel presence

Products in operation / under development
 Products in process of negotiation / introduction

Improved the look and feel in **188** stores

We introduced innovative **brands** to improve our Customers' experience

We installed **61 kiosks** reaching **181** units

New **logotype** along with the "**Redescubre Suburbia**" campaign

Implementation of **188 stores** as fulfillment centers

Redesign of the **Catmex** structure

Organizational design: Purchase and Operations

8 store openings planned for 2024

New store format of **2,000 mts**





- Filing 13D for **notice of intent** to grow Liverpool's participation in Nordstrom to **49.9%**.
- Offer to be evaluated by a **special committee** and afterwards **Board** approval.
- Upon approval, Liverpool gains access to **best practices** on E-Commerce, Big Data, and Customer Service.



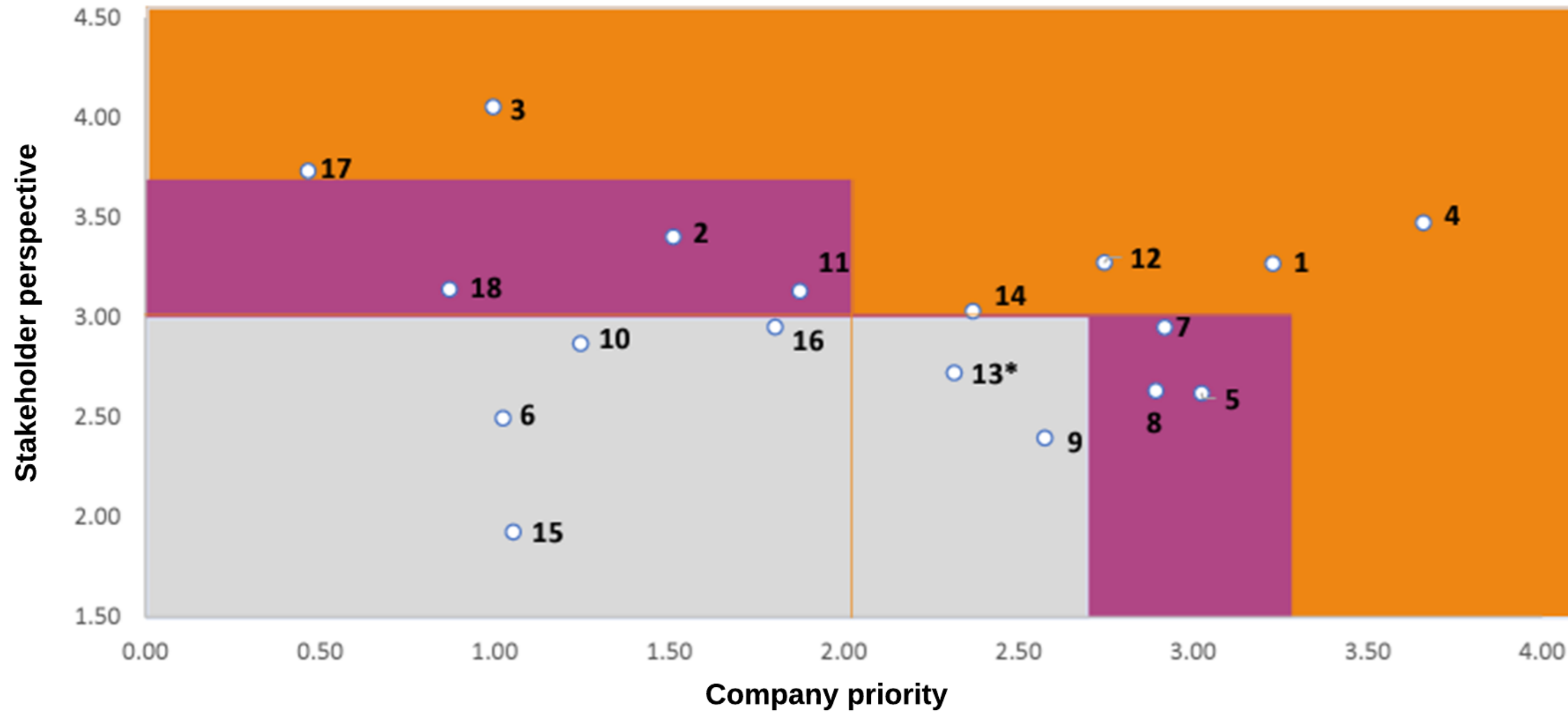
CUSTOMER EXPERIENCE

- CUSTOMERS
- EMPLOYEES
- SUPPLIERS
- COMMUNITY
- COMPETITORS
- INVESTORS
- AUTHORITIES
- MEDIA



Materiality Matrix

EPL integrated materiality matrix



- Material Topics
- Potential material topics (short-term)
- Non-material topics
- Axis rating average

Materiality Matrix

1	Ethics and codes of conduct	Material topic
2	Corporate governance	Emerging topic
3	E-commerce and cybersecurity	Material topic
4	Supply chain and responsible sourcing	Material topic
5	Climate change strategy	Emerging topic
6	Environmental management system	Non-priority topic
7	Operating eco-efficiency	Emerging topic
8	Packaging	Emerging topic
9	Corporate citizenship and social responsibility	Non-priority topic
10	Human rights	Non-priority topic
11	Employer brand	Emerging topic
12	Education and human capital development	Material topic
13	Environmental and social impact of our products and services*	Emerging topic
14	Diversity and inclusion	Material topic
15	Biodiversity	Non-priority topic
16	Employability and empowerment	Non-priority topic
17	Innovation	Material topic
18	Transparency	Emerging topic

Our reputation

mercoEMPRESAS
#9

mercoRESPONSABILIDAD ESG
#2

mercoTALENTO
#11

The World's Best Companies of 2023
4th
place among the 11 Mexican companies
294th
place worldwide

TIME
WORLD'S
BEST
COMPANIES
IN PARTNERSHIP WITH
statista **2023**

SDG
Pioneer for advancing the Sustainable Development Goals through the application of the UN Global Compact's 10 Principles

LAS 500 EMPRESAS
#1

58 points S&P Global 2024
(+12 points vs 2023)
Ranked in the **98th** percentile among the top 500 retailers worldwide.

Adherence to the UN Global Compact

Inclusion in the S&P/BMV Total Mexico ESG Index

Suburbia Openings	8 ~ 10
SSS Liverpool	8%
SSS Suburbia	13%
Digital GMV Growth	16%
Marketplace GMV Growth	31%
EBITDA Margin	16.5 ~ 17 %
Net Loan Portfolio Growth	14%
NPLs	3%
NPLs Provision Growth	38%
CAPEX	\$11 ~ 12 b.

2024 Guidance