

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

## SECOND QUARTER 2021 RESULTS

El Puerto de Liverpool began the quarter with all of its stores operating and in accordance with federal and state health restrictions.

Commercial revenues increased by 8.3% in the second quarter, compared to 2019. In particular, Liverpool's performance stands out because same-store sales grew 8.6% compared to the same quarter of 2019, even though traffic decreased 15% below pre-pandemic levels. Average ticket is up almost 30%, which reflects both the product mix and higher conversion. EBITDA margin for 2Q21 was 16.2%, a 13 bp increase vs. 2Q19.

Total NPLs on credit portfolio closed at 3.1%, which was significantly lower than at the end of the second quarter of 2019, when it was at 5.6%. The provision for bad debts during the quarter was \$214 million, a reduction of 81% compared to the previous year, and 85% compared the same quarter of 2019.

In the second quarter, the company reported a free cash flow of \$8.614 billion pesos, reflecting the positive operating performance, strict inventory control, and the normalization of accounts payable to suppliers. The cash balance as of June 30, was \$24.9 billion pesos.

### Initiatives and Strategy

We are targeting three key strategic objectives, for which we have defined a series of initiatives that will help us strengthen our capabilities and positioning.



We are advancing in the implementation of these strategic initiatives, but are at different stages in each of them. Below we will share some of the initiatives' progress and results:

### **Improved Category Offering**

One of our main strategies is to have a better category offering, and we have made significant progress on that front. Cumulatively, sales in our Marketplace grew by more than 80%, SKUs doubled, and sellers grew by 60%. With the various efforts that have been made, the digital participation in sales during the quarter reached 24%, while cumulatively it is 25%.

The results for the quarter from our digital channel were in line with expectations, but with a reduction of 25% given the challenging comparison base a year ago when the economy was largely closed. Cumulatively, the digital channel reported growth of 9.0%. There has also been a growth boost with our App (Liverpool Pocket), which represents the majority of sales. The new customer base has increased by more than 80%.

### **Partner Management**

On July 2, our first Disney Store was inaugurated at Liverpool Perisur. It is the first time that this concept has been presented in the country with exclusive brands.

### **Financial Services Marketplace**

Digital Wallet: We implemented significant improvements in the authentication of our clients on the webpage, such as two-factor authentication and device identification. This laid the foundation for the July launch of the Liverpool Digital Wallet, which is accessible through the Liverpool Pocket application. Now, for the first time, our customers can use their wallet in the application, at [liverpool.com.mx](https://liverpool.com.mx), and in our stores with the electronic wallet that we launched mid last year.

Consumer Credit: We are continuing with the consumer credit pilot in 11 Suburbia stores, which allows our customers to make purchases with a down payment and weekly payments. The results have been satisfactory. We hope to expand to 21 stores during 2021 to later scale this offering.

### **Regarding key enablers:**

#### **Supply Chain and Logistics**

In Logistics, we continue carrying out a series of strategic initiatives, focused on improving our processes and logistics operations, which have had a positive impact on the improvement of last-mile costs, which we have improved by 31%.

As part of our commitment to offer our Clients the best experience during the second quarter of 2021, we fulfilled 96% of the delivery promises offered to our Clients.

With the reopening of stores, Click & Collect levels continued to improve although they are still below pre-pandemic levels. Twenty-three percent of deliveries were made this way in the second quarter.

In the second quarter, direct store deliveries represented 11% of total deliveries.

The Arco Norte project continues to advance according to the new work program that was implemented as a result of the pandemic. The start of Phase I (Big Ticket) is scheduled for the second quarter of 2022. The CapEx accumulated this year for the project is Ps. \$663 million.

### Information Technology

The transformation of Information Technology has focused on implementing systems with greater resilience, quicker speed to respond to business needs, and a focus on technological modernization for the evolution or development of new technological capabilities, prioritizing the focus on logistics processes and improvement of the multichannel experience. During the special sales period of the first half of the year, several improvements were implemented without disrupting the operation or affecting customers. We continue to leverage our alliance with Google to accelerate the development of technological capabilities.

### Results:

- For **Liverpool, same store sales** increased by 165.6% in the quarter.
- For **Suburbia, same store sales** increased by 943.9% in the period.
- **Total revenues** during the quarter increased by 154.6%. Cumulatively, they increased by 52.2%.
- The **EBITDA** for the quarter was Ps. \$6.066 billion, while the accumulated EBITDA was Ps. \$8.346 billion.
- **Net profit** for the quarter was Ps. \$3.020 billion, while the accumulated net profit was Ps. \$3.710 billion.

Liverpool held its first “Investor Day” on April 28, the content 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 second quarter:

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	VAR %	2021	2020	VAR %
<b>Total revenue:</b>	<b>37,537.8</b>	<b>14,746.2</b>	<b>154.6%</b>	<b>63,124.1</b>	<b>41,471.3</b>	<b>52.2%</b>
Commercial (includes services and oth	34,008.8	11,767.0	189.0%	56,429.6	34,440.0	63.8%
Interest	2,767.2	2,622.0	5.5%	5,319.0	5,767.7	(7.8%)
Leasing	761.8	357.3	113.2%	1,375.5	1,263.6	8.9%
Cost of sales	23,745.5	9,451.0	151.2%	39,846.8	25,368.0	57.1%
<b>Gross income</b>	<b>13,792.3</b>	<b>5,295.2</b>	<b>160.5%</b>	<b>23,277.3</b>	<b>16,103.3</b>	<b>44.5%</b>
Gross margin	36.7%	35.9%	0.83 p.p.	36.9%	38.8%	(1.95 p.p.)
<b>Total operating expenses</b>	<b>8,980.7</b>	<b>8,367.6</b>	<b>7.3 %</b>	<b>17,458.6</b>	<b>17,862.2</b>	<b>(2.3%)</b>
Operating Expenses	7,512.4	5,965.3	25.9 %	14,676.9	13,487.4	8.8 %
Provisions for overdue accounts	214.0)	1,168.4)	(81.7)%	254.7	1,886.0	(86.5)%
Depreciation & Amortization	1,254.3	1,233.9	1.7%	2,527.1	2,488.8	1.5%
<b>Operating income</b>	<b>4,811.6</b>	<b>(3,072.4)</b>	<b>n/m</b>	<b>5,818.7</b>	<b>(1,758.9)</b>	<b>n/m</b>
Net income	817.1	693.1	17.9%	1,636.1	1,176.8	39.0%
EBITDA	3,020.2	(2,878.9)	n/m	3,710.4	(2,060.0)	n/m
<b>EBITDA margin</b>	<b>16.2%</b>	<b>-12.5%</b>	<b>28.6 p.p.</b>	<b>13.2%</b>	<b>1.8%</b>	<b>11.5 p.p.</b>
<b>EBITDA 12 Months</b>				<b>16,622</b>	<b>15,928</b>	<b>4.4%</b>
<b>EBITDA margin 12 Months</b>				<b>12.1%</b>	<b>13.0%</b>	<b>(0.9 p.p.)</b>
<b>Same-store growth Liverpool</b>	<b>165.6%</b>	<b>-59.3%</b>	<b>224.9 p.p.</b>	<b>61.7%</b>	<b>-36.0%</b>	<b>97.7 p.p.</b>
<b>Same-store growth Suburbia</b>	<b>943.9%</b>	<b>(91.2%)</b>	<b>1,035.1 p.p.</b>	<b>83.2%</b>	<b>(55.4%)</b>	<b>138.6 p.p.</b>
<b>Same-store growth Total</b>	<b>192.1%</b>	<b>-63.5%</b>	<b>255.6 p.p.</b>	<b>64.1%</b>	<b>-38.6%</b>	<b>102.7 p.p.</b>
<b>Customer's portfolio</b>				<b>31,952.5</b>	<b>27,615.8</b>	<b>15.7%</b>
<b>Past due portfolio</b>				<b>3.1%</b>	<b>3.8%</b>	<b>(0.7 p.p.)</b>
<b>Portfolio coverage index</b>				<b>11.8%</b>	<b>14.2%</b>	<b>(2.3 p.p.)</b>
<b>Same shopping centers occupation</b>				<b>91.8%</b>	<b>95.1%</b>	<b>(3.3 p.p.)</b>

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

## RESULTS

### I. Sales of goods and services

In the second quarter the total retail revenue increased by 189.0%, with a cumulative growth of 63.8%.

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	VAR %	2021	2020	VAR %
<b>Commercial Revenues</b>						
Liverpool	29,737.9	11,309.0	163.0%	49,222.2	30,535.1	61.2%
Suburbia	4,271.0	457.9	832.6%	7,207.4	3,905.0	84.6%
<b>Total</b>	<b>34,008.8</b>	<b>11,767.0</b>	<b>189.0%</b>	<b>56,429.6</b>	<b>34,440.0</b>	<b>63.8%</b>

There was no calendar effect during the quarter.

When comparing the results of this quarter against 2019, the following growth was observed:

Millions pesos	QUARTER			YTD		
	2Q2021	2Q2019	VAR %	2021	2019	VAR %
<b>Commercial Revenues</b>						
Liverpool	29,737.9	27,268.9	9.1%	49,222.2	47,359.1	3.9%
Suburbia	4,271.0	4,141.5	3.1%	7,207.4	7,489.5	(3.8%)
<b>Total</b>	<b>34,008.8</b>	<b>31,410.4</b>	<b>8.3%</b>	<b>56,429.6</b>	<b>54,848.6</b>	<b>2.9%</b>

## Liverpool

In the second quarter, same store sales increased by 165.6%, and when compared to the second half of 2019, the growth was 8.6%.

In terms of sales performance, since April 2020, there has been a trend towards “Big Ticket” categories, with White Goods, Computers, TV and Video and Furniture standing out. The “Softline” categories show a recovery in their participation that is related to the opening of physical stores. In addition, the North, Central and West regions stand out for their strong performance; while the Metropolitan Area of Mexico City and Central Mexico performed below average.

## Suburbia

Same store sales increased by 943.9% in the quarter, compared to the second quarter of 2019 where there was a decrease of 12.3%.

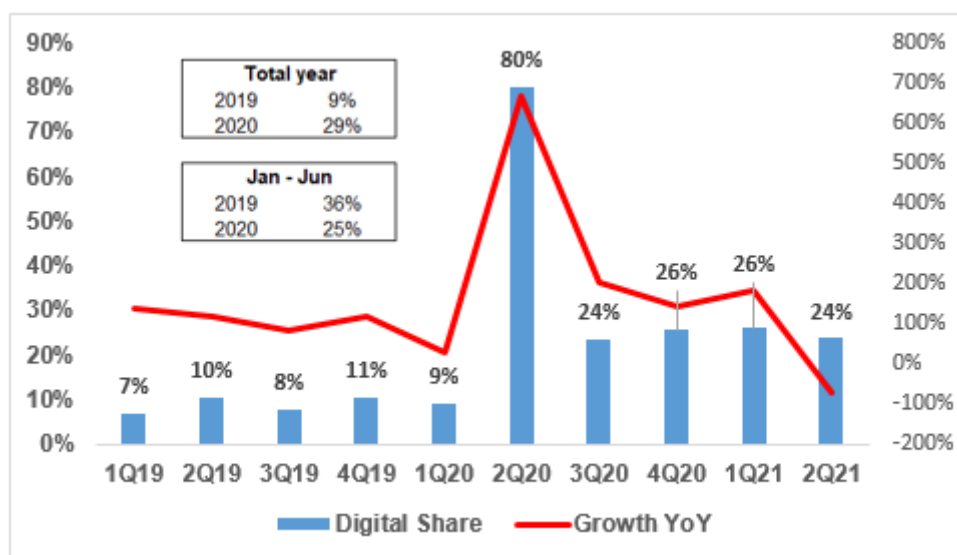
Suburbia’s performance reflects the reliance on clothing sales as well as sales in the Mexico City Metropolitan Area. Suburbia’s online platform grew nine times compared to the beginning of last year. During this period, five new stores were opened.

### Same Store Sales Growth

The department stores associated with ANTAD reported a 135.0% increase in same store sales for the second quarter. The clothing and footwear category, within ANTAD, reported a growth of 236.0% in same store sales.

## II. Omnichannel Strategy

As previously shown, the results from our digital channel continue to be favorable. The comparison base for 2020 is very high given the closure of physical stores as a result of the pandemic, which generated a high share of digital channels. In the second quarter, the 24% digital share was 2.4 times the second quarter of 2019.



## III. Financial Businesses

### Interest Income and Customer Portfolio

In the second quarter of 2021, revenues in our credit division still reflect the prioritization of risk management, resulting in a growth of 5.5% compared to the same period of 2020. Cumulatively, a decrease was observed of 7.8%. The customer portfolio also increased by 15.7% compared to 2020. We ended the period with 5.7 million cardholders, 4.2% higher than the previous year.

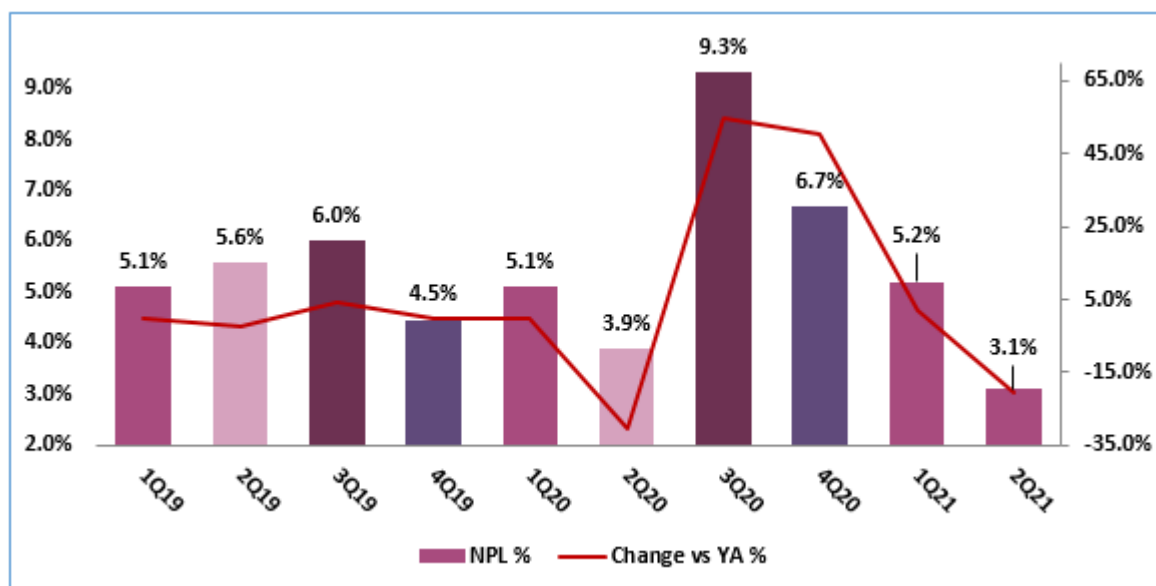
Cumulatively, 47.1% of Liverpool sales were made with our means of payment, a decrease in share of 1.2 p.p. compared to 2020. This is due to the fact that most of the sales from the previous year were made through our digital channel, which has a greater share of our means of payment.

Liverpool's NPL credit card portfolio that is past 90 days overdue was 3.0%, 77 bps below the level reported at the end of the same period last year.

Suburbia's NPL credit card portfolio was at 5.3%, an improvement of 51 bps compared to the end of June of the previous year. Suburbia sales with our credit cards represented 25.4% of the total. At the end of the quarter, we counted with just over 930 thousand accounts.

The percent the Group's NPL portfolio that is more than 90 days overdue was 3.1% at the end of the quarter, of which 11 bps correspond to the performance of the Suburbia portfolio.

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



With better results than expected in terms of past due accounts, the portfolio coverage ratio closed the quarter at 11.8%, 2.3 p.p. lower than the same period of the previous year. The reserve represents 4.14 times the overdue portfolio balance. During the quarter, new reserves were created for Ps. \$214 million, 82% less than the same period of the previous year.

#### TOTAL RESERVE

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	5,114.2	4,268.7	19.8 %	6,486.3	4,422.3	46.7 %
(+) New reserves:	214.0	1,168.4	(81.7)%	254.7	1,886.0	(86.5)%
(-) Write off:	(1,039.9)	(883.0)	17.8 %	(2,452.7)	(1,754.2)	39.8 %
<b>Ending balance of reserve</b>	<b>4,288.3</b>	<b>4,554.1</b>	<b>(5.8%)</b>	<b>4,288.3</b>	<b>4,554.1</b>	<b>(5.8%)</b>

	JUN 21	JUN 20	VAR %
Coverage Index	11.8%	14.2%	(2.3 p.p)

#### LIVERPOOL

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	4,564.9	4,092.7	11.5 %	5,789.2	4,242.9	36.4 %
(+) New reserves:	307.0	1,075.1	(71.4)%	335.6	1,737.9	(80.7)%
(-) Write off:	(952.7)	(821.0)	16.0 %	(2,205.6)	(1,634.0)	35.0 %
<b>Ending balance of reserve</b>	<b>3,919.2</b>	<b>4,346.8</b>	<b>(9.8%)</b>	<b>3,919.2</b>	<b>4,346.8</b>	<b>(9.8%)</b>

#### SUBURBIA

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	VAR %	2021	2020	VAR %
Initial balance of reserve:	549.3	176.0	212.1 %	697.1	179.4	288.5 %
(+) New reserves:	(93.0)	93.3	(199.7)%	(80.9)	148.1	(154.6)%
(-) Write off:	(87.2)	(62.0)	40.6 %	(247.1)	(120.3)	105.5 %
<b>Ending balance of reserve</b>	<b>369.1</b>	<b>207.3</b>	<b>78.1%</b>	<b>369.1</b>	<b>207.3</b>	<b>78.1%</b>

#### IV. Leasing

Quarterly leasing revenue increased by 113.2% in the second quarter compared to the same period of 2020, reflecting the end of the discounts given for store closures. Cumulatively, there was also a growth of 8.9% compared to the first six months of 2020.

Occupancy levels in the shopping centers at the end of the quarter were 91.8%, compared to 95.1% at the end of the same period of the previous year. The Real Estate Division's priority is to recover the spaces that are now empty.

Shopping centers continue to recover customer traffic as well as time they spent in the malls.

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

##### Retail Margin

The retail margin for the quarter reached 30.2% compared to 19.7% in the same quarter of 2020. About half of this improvement comes from lower logistics expenses (last mile delivery), the rest from less promotional activity and the product mix. Cumulatively, 3.0 p.p. has been recovered, reaching 29.4%.

Millions pesos	QUARTER			YTD		
	2Q2021	2Q2020	Dif %	2021	2020	Dif%
Commercial sales	34,008.8	11,767.0	189.0%	56,429.6	34,440.0	63.8%
Cost of goods sold	23,745.5	9,451.0	151.2%	39,846.8	25,368.0	57.1%
<b>Commercial margin</b>	<b>30.2%</b>	<b>19.7%</b>	<b>10.5 p.p.</b>	<b>29.4%</b>	<b>26.3%</b>	<b>3.0 p.p.</b>

##### Consolidated Gross Margin

The consolidated gross margin improved by 83 bps during the second quarter, compared to the same period in 2020. On an accumulative basis, there was a decrease of 195 bps. This deterioration is explained by the business mix.

As % of total income	QUARTER			YTD		
	2Q2021	2Q2020	VAR pbs	2021	2020	VAR pbs
Retail	90.6%	79.8%	10.8 p.p.	89.4%	83.0%	6.3 p.p.
Interest	7.4%	17.8%	(10.4 p.p.)	8.4%	13.9%	(5.5 p.p.)
Leasing	2.0%	2.4%	(0.4 p.p.)	2.2%	3.0%	(0.9 p.p.)



## VI. Operating Expenses before Depreciation

Operating expenses increased by 7.3% in the quarter and cumulatively contracted by 2.3%. The previously mentioned movements in the provision for doubtful debts for credit cards partially explain this result. Excluding depreciation and uncollectible accounts, quarterly expenses increased by 25.9% and 8.8% cumulatively, reflecting store reopening this year. During this quarter we created a provision for bad debt (in addition to that of our credit cards) related to commercial premises for Ps. \$59 million, with this amount, the cumulative is Ps. \$114 million.

## VII. EBITDA

EBITDA in the April-June quarter was Ps. \$6.066 billion, Ps. \$7.904 billion higher than the second quarter of 2020. Cumulatively, EBITDA reached Ps. \$8.346 billion, 11.4 times higher than in first quarter of 2020.

## VIII. Operating Income

In the second quarter of the year, the operating income was Ps. \$4.812 billion, which was Ps. \$7.884 billion higher than the same period of 2020. Cumulatively, operating income reached Ps. \$5.819 billion, Ps. \$7.578 billion greater than the first half of 2020.

## IX. Financial Expense and Income

Liverpool reported a net financial expense of Ps. \$817 million for the second quarter, which was 17.9% higher than the same period of the previous year. Discounting the exchange rate loss for Ps. \$24 million, there was a reduction of 11.4%. Cumulatively, there was a net financial expense of Ps. \$1.636 billion, which represents an increase of 39.0% compared to the previous year. Similarly, discounting the accumulative exchange rate loss of Ps. \$50.1 million, the financial expense remains basically unchanged compared to the previous year.

Million pesos	QUARTER			YTD		
	2Q2021	2Q2020	Effect	2021	2020	Effect
Net Financial Income/(Expense)						
Interest	(792.7)	(894.8)	(11.4%)	(1,586.0)	(1,608.0)	-1.4%
Exchange Effect	(24.4)	201.7	n/m	(50.1)	431.2	n/m
<b>Total Financial Income/(Expense)</b>	<b>(817.1)</b>	<b>(693.1)</b>	<b>17.9%</b>	<b>(1,636.1)</b>	<b>(1,176.8)</b>	<b>39.0%</b>

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

This quarter resulted in a profit of Ps. \$147 million. This result reflects better operating conditions in the countries where Unicomer operates, in particular Central America, and improved performance of the loan portfolio.

## XI. Net Profit/Loss

This quarter we had a controller net profit of Ps. \$3.020 billion, while in the first half of the year we reported a profit of Ps. \$3.710 billion.

## XII. Balance Sheet

### Cash and Short-Term Investments

The balance of this account as of June 30<sup>th</sup>, 2021, was Ps. \$24.905 billion. Of this total amount, 8.8% was invested in foreign currencies (primarily in USD).

### Inventories and Accounts Payable

The inventory account ended the period with a balance of Ps. \$22.584 billion, 12.5% less than the previous year. Compared to 2019, there was a 1.7% decrease.

The balance of accounts payable to merchandise suppliers was Ps. \$22.787 billion, this represented an increase of 168.5% compared to the end of the previous year.

### Interest-Bearing Debt and Cash Flow

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

Million pesos	2Q2021	2Q2020	VAR %
Cost bearing debt	(37,801.5)	(39,643.8)	(4.6%)
Financial derivative instruments acquire	2,407.4	5,749.7	-58.1%
<b>TOTAL</b>	<b>(35,394.1)</b>	<b>(33,894.1)</b>	<b>4.4%</b>

\*Cross currency swap

100% of our dollar-denominated debt (US\$1.050 billion) is hedged with a cross currency swap that covers both the principal and interest.

100% of our debt is at a fixed rate which is weighted at 7.87%.

At the end of the period, the gross and net leverage to 12-month EBITDA ratios were 2.1 and 0.6 times, respectively. These ratios have been calculated taking into account the market valuation of financial derivative instrument hedges, as shown in the table above, excluding the indebtedness associated with leases (IFRS 16).

## XIII. Capital Expenditure

As of June 30<sup>th</sup>, 2021, Liverpool invested Ps. \$2.177 billion in capital expenditure. Of this amount, 44% corresponds to expansion, 14% to remodeling and 42% to logistics and systems.

#### XIV. Expansion, Initiatives, and Recent Events

The store opening plan for 2021 accounts for one Liverpool store that had its 2020 opening postponed due to the pandemic. Suburbia also has eight store openings planned.

		2021 Openings
<b>Liverpool Stores</b>		
1	La Perla, Guadalajara, Jalisco	
<b>Suburbia Stores:</b>		
1	Puerta Aragón, Ciudad de México	April 29
2	Tenaria, Ciudad de México	May 27
3	Los Reyes Tepozán, Edo. de México	June 3
4	Las Misiones, Ciudad Juárez, Chihuahua	June 8
5	Patio Ecatepec, Edo. de México	July 27
6	Patio Villahermosa, Tabasco	
7	Mundo E, Estado de México	
8	Liquidaciones Villahermosa, Tabasco	
<b>Remodeling and expansion (in progress):</b>		
Liverpool Perisur y Centro Comercial Perisur		
Liverpool y Centro Comercial Galerías Monterrey		
Centro Comercial Galerías Insurgentes		

#### XV. Environmental, Social and Governance (ESG)

##### Governance:

- Launch of our Sustainability Strategy, led by our CEO, is composed of 6 focus areas and working groups, and more than 80 initiatives.
- Publication of the Sustainability Policy at [www.elpuertodeliverpool.mx](http://www.elpuertodeliverpool.mx)
- As part of the Responsible Purchasing program, which guarantees the supply chain's adherence to ethical principles, an audit was conducted on 68% of the supplier factories selected for the first stage. Of those audited, 68% within Liverpool and 90% in Suburbia have a low ESG risk.

**Environmental:**

- Pilot program to promote the concept of circularity with our clients. We focused on four locations and managed to recover 1.5 tons of electronic waste.
- A total of 26% of our electricity consumption came from clean sources (wind, solar, hydraulic), from January to June of this year.

**Social:**

- We organized the first financial workshop for our collaborators. There were ten talks from high-level internal and external presenters, and 12,000 collaborators in attendance.
- Inclusive financial product offerings for more than Ps. \$92 million of credit were delivered to clients without credit references. We have helped more than 20,000 new clients to get access to credit for the first time, a total of \$203 million pesos in credit granted.

**XV. Analyst Coverage**

In accordance with the Mexican Securities Market Law, the Company hereby discloses the list of Institutions and Financial Groups that cover our stock:

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 June 30<sup>th</sup>, 2021)

Liverpool stores:	122	1,733,254 m2
Suburbia stores:	169	598,100 m2
Shopping centers:	28	574,845 m2
Boutiques:	119	75,093 m2

**XVIII. Credit Cards**

<b>Number of Cards</b>	<b>2Q21</b>	<b>2Q20</b>	<b>VAR %</b>
Liverpool Cards	4,816,364	4,769,107	1.0%
Suburbia Cards	937,707	772,002	21.5%

**Contacts**

José Antonio Diego M.                      jadiego@liverpool.com.mx                      +52 55 9156 1060  
Enrique M. Griñán G.                      emgrinang@liverpool.com.mx                      +52 55 9156 1042

Address: Prolongación Vasco de Quiroga 4800, Torre 2, Piso 3, Col. Santa Fe Cuajimalpa, Ciudad de México, 05348

## Appendices

### Cash Flow

	CUMULATIVE		2Q	
	2021	2020	2021	2020
<b>Operating income</b>	<b>5,818.7</b>	<b>(1,758.9)</b>	<b>4,811.6</b>	<b>(3,072.4)</b>
Depreciation and amortiz	2,527.1	2,488.8	1,254.3	1,233.9
<b>EBITDA</b>	<b>8,345.8</b>	<b>729.9</b>	<b>6,065.9</b>	<b>(1,838.5)</b>
Interests	(1,543.3)	(1,539.3)	(1,050.8)	(1,231.9)
Taxes	(991.3)	(2,600.0)	(334.9)	(739.0)
Working capital	(1,874.8)	(5,854.7)	1,952.6	(4,546.8)
Clients	827.2	10,797.8	(4,314.0)	3,875.2
Inventories	(1,109.1)	(2,469.3)	(353.1)	792.4
Suppliers	(1,593.0)	(14,183.3)	6,619.7	(9,214.5)
Other	15.9	(1,551.8)	1,981.2	609.1
<b>Cashflow from operation</b>	<b>3,952.3</b>	<b>(10,815.8)</b>	<b>8,614.0</b>	<b>(7,747.1)</b>
Capex	(2,176.8)	(1,977.1)	(1,049.3)	(1,094.0)
<b>Cash flow before dividen</b>	<b>1,775.5</b>	<b>(12,792.9)</b>	<b>7,564.7</b>	<b>(8,841.1)</b>
Dividends	(2,011.9)	-	-	-
<b>Cashflow</b>	<b>(236.3)</b>	<b>(12,792.9)</b>	<b>7,564.7</b>	<b>(8,841.1)</b>
Received Loans	-	3,500.0	-	3,500.0
Paid Loans	-	-	-	(3,000.0)
Lease liabilities	(1,054.2)	(887.2)	(536.6)	(365.3)
<b>Increase / (Decrease)</b>	<b>(1,290.6)</b>	<b>(13,180.2)</b>	<b>7,028.1</b>	<b>(8,706.4)</b>

**Balance Sheet as of June 30<sup>th</sup>, 2021**

<b>Million Pesos</b>	<b>2021</b>	<b>2020</b>	<b>Dif</b>	<b>% vs AA</b>
Cash / cash equivalent	24,905.4	5,454.6	19,450.8	356.6%
Loan portfolio	31,952.5	27,615.8	4,336.6	15.7%
Inventories	22,584.1	25,809.7	(3,225.6)	(12.5%)
Investmen in associates	8,696.1	8,974.1	(278.0)	(3.1%)
Fixed assets	51,128.6	50,157.6	971.0	1.9%
Right of use assets	11,462.7	11,402.8	59.9	0.5%
Investment properties	22,318.4	22,530.8	(212.4)	(0.9%)
Other	32,956.2	35,532.3	(2,576.1)	(7.2%)
<b>Total Assets</b>	<b>206,004.1</b>	<b>187,477.8</b>	<b>18,526.2</b>	<b>9.9%</b>
Suppliers	22,786.8	8,487.0	14,299.9	168.5%
Short term loans	1,900.0	3,500.0	(1,600.0)	(45.7%)
Long termn loans	35,901.5	36,143.8	(242.3)	(0.7%)
Lease liabilities	12,393.0	12,112.3	280.7	2.3%
Other liabilities	22,516.5	22,177.0	339.6	1.5%
<b>Total Liabilities</b>	<b>95,497.8</b>	<b>82,420.0</b>	<b>13,077.8</b>	<b>15.9%</b>
<b>Stockholders' equity</b>	<b>110,506.2</b>	<b>105,057.8</b>	<b>5,448.4</b>	<b>5.2%</b>

**Income Statement**  
**Million Pesos**  
**Compared to 2019**

	QUARTER			YTD		
	2Q2021	2Q2019	% VAR.	2021	2019	% VAR.
<b>Commercial Income</b>	<b>34,008.8</b>	<b>31,410.4</b>	<b>0.0</b>	<b>56,429.6</b>	<b>54,848.6</b>	<b>2.9</b>
<b>Leasing Income</b>	<b>761.8</b>	<b>864.2</b>	<b>(11.9)</b>	<b>1,375.5</b>	<b>1,739.9</b>	<b>(20.9)</b>
<b>Interest Income</b>	<b>2,767.2</b>	<b>3,441.1</b>	<b>(19.6)</b>	<b>5,319.0</b>	<b>6,596.5</b>	<b>(19.4)</b>
<b>Total Income</b>	<b>37,537.8</b>	<b>35,715.7</b>	<b>5.1</b>	<b>63,124.1</b>	<b>63,185.0</b>	<b>(0.1)</b>
COGS	(23,745.5)	(21,347.0)	11.2	(39,846.8)	(37,756.5)	5.5
<b>Commercial Gross Profit</b>	<b>10,263.3</b>	<b>10,063.4</b>	<b>2.0</b>	<b>16,582.8</b>	<b>17,092.1</b>	<b>(3.0)</b>
Commercial Margin	30.2%	32.0%	(1.9 p.p)	29.4%	31.2%	(1.8 p.p)
<b>Net Gross Profit</b>	<b>13,792.3</b>	<b>14,368.7</b>	<b>(4.0)</b>	<b>23,277.3</b>	<b>25,428.4</b>	<b>(8.5)</b>
Gross Margin	36.7%	40.2%	(3.5 p.p)	36.9%	40.2%	(3.4 p.p)
<b>Operating expenses without depreciation, overdue accounts and one time provisions</b>	<b>(7,512.4)</b>	<b>(7,211.9)</b>	<b>4.2</b>	<b>(14,676.9)</b>	<b>(14,513.1)</b>	<b>1.1</b>
Provisions for overdue accounts	(214.0)	(1,430.9)	(85.0)	(254.7)	(2,236.4)	(88.6)
<b>EBITDA Expenses</b>	<b>(7,726.4)</b>	<b>(8,642.8)</b>	<b>(10.6)</b>	<b>(14,931.5)</b>	<b>(16,749.5)</b>	<b>(10.9)</b>
Depreciation & Amortization	(1,254.3)	(1,157.6)	8.4	(2,527.1)	(2,317.1)	9.1
<b>Net Operating Expenses</b>	<b>(8,980.7)</b>	<b>(9,800.4)</b>	<b>(8.4)</b>	<b>(17,458.6)</b>	<b>(19,066.6)</b>	<b>(8.4)</b>
Consolidated Operating Income	4,811.6	4,568.2	5.3	5,818.7	6,361.8	(8.5)
<b>Consolidated EBITDA</b>	<b>6,065.9</b>	<b>5,725.8</b>	<b>5.9</b>	<b>8,345.8</b>	<b>8,678.9</b>	<b>(3.8)</b>
Consolidated EBITDA Margin	16.2%	16.0%	0.1 p.p.	13.2%	13.7%	(0.5 p.p)
<b>Financing expense</b>	<b>(792.7)</b>	<b>(698.4)</b>	<b>13.5</b>	<b>(1,586.0)</b>	<b>(1,366.0)</b>	<b>16.1</b>
<b>Foreign exchange gain</b>	<b>(24.4)</b>	<b>(14.0)</b>	<b>74.1</b>	<b>(50.1)</b>	<b>(21.8)</b>	<b>129.4</b>
<b>Profit before income tax</b>	<b>3,994.5</b>	<b>3,855.8</b>	<b>3.6</b>	<b>4,182.6</b>	<b>4,974.0</b>	<b>(15.9)</b>
Income Tax	(1,121.2)	(1,078.1)	4.0	(1,121.8)	(1,357.3)	(17.3)
Effective Rate	28.1%	28.0%	0.0%	26.8%	27.3%	0.0%
<b>Net Income before Investment in Associates</b>	<b>2,873.2</b>	<b>2,777.7</b>	<b>3.4</b>	<b>3,060.8</b>	<b>3,616.8</b>	<b>(15.4)</b>
<b>Investment in Associates</b>	<b>147.4</b>	<b>261.6</b>	<b>(43.7)</b>	<b>652.2</b>	<b>384.5</b>	<b>69.6</b>
<b>Net Income</b>	<b>3,020.6</b>	<b>3,039.3</b>	<b>(0.6)</b>	<b>3,713.0</b>	<b>4,001.2</b>	<b>(7.2)</b>
<b>Non-controlling Net Income</b>	<b>(0.4)</b>	<b>(1.0)</b>	<b>(59.5)</b>	<b>(2.7)</b>	<b>(2.1)</b>	<b>29.8</b>
<b>Controlling Net Income</b>	<b>3,020.2</b>	<b>3,038.3</b>	<b>(0.6)</b>	<b>3,710.4</b>	<b>3,999.2</b>	<b>(7.2)</b>



**Income Statement**  
**Million Pesos**  
**Compared to 2020**

	TRIMESTRE			ACUMULADO		
	2Q2021	2Q2019	% VAR.	2021	2019	% VAR.
<b>Ingresos Segmento Comercial</b>	<b>34,008.8</b>	<b>31,410.4</b>	<b>8.3</b>	<b>56,429.6</b>	<b>54,848.6</b>	<b>2.9</b>
<b>Ingresos Segmento Inmobiliaria</b>	<b>761.8</b>	<b>864.2</b>	<b>(11.9)</b>	<b>1,375.5</b>	<b>1,739.9</b>	<b>(20.9)</b>
<b>Ingresos Segmento Negocios Financieros</b>	<b>2,767.2</b>	<b>3,441.1</b>	<b>(19.6)</b>	<b>5,319.0</b>	<b>6,596.5</b>	<b>(19.4)</b>
<b>Ingresos Consolidados</b>	<b>37,537.8</b>	<b>35,715.7</b>	<b>5.1</b>	<b>63,124.1</b>	<b>63,185.0</b>	<b>(0.1)</b>
Costo de Ventas Comercial	(23,745.5)	(21,347.0)	11.2	(39,846.8)	(37,756.5)	5.5
<b>Utilidad Bruta Comercial</b>	<b>10,263.3</b>	<b>10,063.4</b>	<b>2.0</b>	<b>16,582.8</b>	<b>17,092.1</b>	<b>(3.0)</b>
<b>Margen Comercial</b>	30.2 %	32.0 %	(1.9 p.p)	29.4%	31.2%	(1.8 p.p)
<b>Utilidad Bruta Consolidada</b>	<b>13,792.3</b>	<b>14,368.7</b>	<b>(4.0)</b>	<b>23,277.3</b>	<b>25,428.4</b>	<b>(8.5)</b>
Margen Bruto Consolidado	36.7 %	40.2 %	(3.5 p.p)	36.9%	40.2%	(3.4 p.p)
<b>Gastos de Operación sin Depre y Ctas Incob</b>	<b>(7,512.4)</b>	<b>(7,211.9)</b>	<b>4.2</b>	<b>(14,676.9)</b>	<b>(14,513.1)</b>	<b>1.1</b>
<b>Provisión de Cuentas Incobrables</b>	<b>(214.0)</b>	<b>(1,430.9)</b>	<b>(85.0)</b>	<b>(254.7)</b>	<b>(2,236.4)</b>	<b>(88.6)</b>
<b>Gastos para EBITDA</b>	<b>(7,726.4)</b>	<b>(8,642.8)</b>	<b>(10.6)</b>	<b>(14,931.5)</b>	<b>(16,749.5)</b>	<b>(10.9)</b>
Depreciación y Amortización	(1,254.3)	(1,157.6)	8.4	(2,527.1)	(2,317.1)	9.1
<b>Gastos Operativos Netos Consolidados</b>	<b>(8,980.7)</b>	<b>(9,800.4)</b>	<b>(8.4)</b>	<b>(17,458.6)</b>	<b>(19,066.6)</b>	<b>(8.4)</b>
<b>Resultado de Operación Consolidado</b>	<b>4,811.6</b>	<b>4,568.2</b>	<b>5.3</b>	<b>5,818.7</b>	<b>6,361.8</b>	<b>(8.5)</b>
EBITDA Consolidado	<b>6,065.9</b>	<b>5,725.8</b>	<b>5.9</b>	<b>8,345.8</b>	<b>8,678.9</b>	<b>(3.8)</b>
Margen EBITDA Consolidado	16.2 %	16.0 %	0.1 p.p.	13.2%	13.7%	(0.5 p.p)
<b>Gasto Financiero - Neto</b>	<b>(792.7)</b>	<b>(698.4)</b>	<b>13.5</b>	<b>(1,586.0)</b>	<b>(1,366.0)</b>	<b>16.1</b>
<b>Resultado Cambiario</b>	<b>(24.4)</b>	<b>(14.0)</b>	<b>74.1</b>	<b>(50.1)</b>	<b>(21.8)</b>	<b>129.4</b>
<b>Resultado antes de Impuestos</b>	<b>3,994.5</b>	<b>3,855.8</b>	<b>3.6</b>	<b>4,182.6</b>	<b>4,974.0</b>	<b>(15.9)</b>
Impuestos a la utilidad	(1,121.2)	(1,078.1)	4.0	(1,121.8)	(1,357.3)	(17.3)
Tasa Efectiva	28.1 %	28.0 %		26.8%	27.3%	
<b>Resultado antes de Participaciones</b>	<b>2,873.2</b>	<b>2,777.7</b>	<b>3.4</b>	<b>3,060.8</b>	<b>3,616.8</b>	<b>(15.4)</b>
<b>Participaciones en la Utilidad de Asociadas</b>	<b>147.4</b>	<b>261.6</b>	<b>(43.7)</b>	<b>652.2</b>	<b>384.5</b>	<b>69.6</b>
<b>Resultado Neto</b>	<b>3,020.6</b>	<b>3,039.3</b>	<b>(0.6)</b>	<b>3,713.0</b>	<b>4,001.2</b>	<b>(7.2)</b>
<b>Resultado Neto No Controladora</b>	<b>(0.4)</b>	<b>(1.0)</b>	<b>(59.5)</b>	<b>(2.7)</b>	<b>(2.1)</b>	<b>29.8</b>
<b>Resultado Neto Controladora</b>	<b>3,020.2</b>	<b>3,038.3</b>	<b>(0.6)</b>	<b>3,710.4</b>	<b>3,999.2</b>	<b>(7.2)</b>