

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

### FOURTH QUARTER 2022 RESULTS

El Puerto de Liverpool concluded 2022 with another year of growth, innovation, and resilience, as a result of continued Customer preference. Net revenue during the fourth quarter of 2022 increased 12.7% and, once again, all business segments reported double-digit growth. EBITDA for the fourth quarter reached \$11.785 billion pesos, a 14.1% increase compared to 2021. EBITDA margin stood at 18.7%, an increase of 23 bps compared to the previous year.

Our credit portfolio increased 20.8% compared with the amount reported at the end of 2021. Our NPL levels closed at 2.4%, representing a 19-bps increase compared to last year, and reflecting adequate credit risk management. The bad debt reserve had a coverage of 9.6%.

The cash balance as of December 31<sup>st</sup>, stood at \$24.516 billion pesos, which resulted in a net leverage to EBITDA ratio of 0.08x for the year, reflecting our balance sheet strength.

#### **Our Ecosystem**

During the fourth quarter of 2022, the Company showed significant progress on all its strategic initiatives.

GMV for our digital channel increased 30% for the quarter, compared to the same period of the previous year, ending the period with a 24.4% share, which reflects a 310-bps increase compared to last year.

Marketplace registered a 68% increase in sales during the quarter. The number of sellers increased 28%, while SKUs increased 46% vs the same quarter of the previous year and represented almost 40% of our total catalog. It is important to note that during the 4Q22, we launched Marketplace for Suburbia's digital channel, with almost the same product line as Liverpool's.

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

Customers experience continues to be the foundation of the service we provide. During the last quarter of the year, delivery orders within 2 days or less increased almost 40% vs the same period of last year and accounted for 38% of the total, almost 5 p.p. points above last year.

Click & Collect reached 37% of digital sales during the fourth quarter, 5 p.p. above 2021.

On the other hand, during 4Q22, store deliveries accounted for 24% of total deliveries, 10 p.p. higher than the previous year's figure.

At the end of the quarter, there was a 22% increase in inventories, compared to the same period of 2021. It is worth noting that, in 2021, we continued to face inventory shortages driven by the supply chain disruptions related to the pandemic. Inventory levels in 2022 increased 21% compared to the levels reported in 2019. Moreover, sales in the commercial segment increased 25% during the same period.

In relation to the new logistic center (PLAN, by its Spanish acronym), 100% of the reception and delivery of Big-Ticket merchandise was carried out from this strategic location. Additionally, we began the first earthwork steps (Fase II) related to the construction of Softline's Unit.

### Results (compared to 2021)

- **Liverpool's same-store sales** increased 11.5% in the quarter and 16.4% on a cumulative basis.
- **Suburbia's same-store sales** increased 1.7% in the period, and 9.0% on a cumulative basis.
- **Total income** for the quarter increased 12.7% and 16.6% on a cumulative basis.
- **EBITDA** for the quarter stood at \$11.785 billion pesos, while the accumulated EBITDA stood at \$30.687 billion pesos.
- During the quarter, our **net profit** was \$7.601 billion pesos, while accumulated net profit stood at \$17.385 billion pesos.

Our quarterly earnings call will be held on Wednesday, February 22<sup>nd</sup>, at 9am Mexico City time. Information on how to join the call can be found at <http://www.elpuertodeliverpool.mx/>

On March 9<sup>th</sup>, at 9am Mexico City time, we will host, at our headquarters and in person, the third edition of our Liverpool Day. Likewise, registration information is also available on our website.

## Key Figures

The following table shows the main income statement indicators at the close of the fourth quarter:

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	VAR %	2022	2021	VAR %
<b>Total Revenue</b>	<b>63,172.8</b>	<b>56,068.7</b>	<b>12.7%</b>	<b>176,033.7</b>	<b>151,021.7</b>	<b>16.6%</b>
Commercial (includes services and other)	58,085.5	52,002.3	11.7%	159,111.9	136,793.2	16.3%
Interest	4,067.6	3,158.1	28.8%	13,199.9	11,138.5	18.5%
Leasing	1,019.7	908.3	12.3%	3,721.9	3,090.0	20.4%
<b>Gross Income</b>	<b>23,687.2</b>	<b>21,057.7</b>	<b>12.5%</b>	<b>68,456.7</b>	<b>57,071.4</b>	<b>19.9%</b>
Gross Margin	37.5%	37.6%	(0.06 p.p)	38.9%	37.8%	1.10 p.p.
<b>Total Operating Expenses</b>	<b>13,281.2</b>	<b>12,114.8</b>	<b>9.6%</b>	<b>42,941.4</b>	<b>38,338.1</b>	<b>12.0%</b>
Operating expenses	10,700.9	9,375.0	14.1 %	35,979.3	31,303.1	14.9 %
Provisions for overdue accounts	1,201.3	1,351.5	(11.1%)	1,791.0	1,859.6	(3.7%)
Depreciation & amortization	1,379.0	1,388.4	(0.7%)	5,171.1	5,175.4	(0.1%)
<b>Operating Income</b>	<b>10,406.0</b>	<b>8,942.9</b>	<b>16.4%</b>	<b>25,515.4</b>	<b>18,733.4</b>	<b>36.2%</b>
Financing cost	756.5	697.7	8.4%	2,698.1	3,082.2	(12.5%)
Net income	7,600.7	6,886.1	10.4%	17,384.9	12,868.2	35.1%
<b>EBITDA</b>	<b>11,785.0</b>	<b>10,331.2</b>	<b>14.1%</b>	<b>30,686.5</b>	<b>23,908.7</b>	<b>28.3%</b>
<b>EBITDA Margin</b>	<b>18.7 %</b>	<b>18.4 %</b>	<b>0.2 p.p.</b>	<b>17.4 %</b>	<b>15.8 %</b>	<b>1.6 p.p.</b>
<b>EBITDA 12 Months</b>				<b>30,686.5</b>	<b>23,908.7</b>	<b>28.3 %</b>
<b>EBITDA margin 12 Months</b>				<b>17.4 %</b>	<b>15.8%</b>	<b>1.6 p.p.</b>
<b>Same-store growth Liverpool</b>	<b>11.5%</b>	<b>17.5%</b>	<b>(6.0 p.p)</b>	<b>16.4%</b>	<b>33.7%</b>	<b>(17.3 p.p)</b>
<b>Same-store growth Suburbia</b>	<b>1.7%</b>	<b>35.1%</b>	<b>(33.4 p.p)</b>	<b>9.0%</b>	<b>49.1%</b>	<b>(40.1 p.p)</b>
<b>Same-store growth Total</b>	<b>10.1%</b>	<b>22.7%</b>	<b>(12.6 p.p)</b>	<b>15.4%</b>	<b>35.5%</b>	<b>(20.1 p.p)</b>
<b>Customer's portfolio</b>				<b>46,312.2</b>	<b>38,340.7</b>	<b>20.8%</b>
<b>Overdue portfolio</b>				<b>2.4%</b>	<b>2.2%</b>	<b>0.2 p.p.</b>
<b>Portfolio coverage index</b>				<b>9.6%</b>	<b>11.3%</b>	<b>(1.7 p.p)</b>
<b>Same shopping centers occupation</b>				<b>90.3%</b>	<b>88.8%</b>	<b>1.5 p.p.</b>

## RESULTS

### I. Sales of goods and services

In the fourth quarter, total retail revenues increased 11.7%, and 16.3% on a cumulative basis.

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	VAR %	2022	2021	VAR %
<b>Commercial Revenues</b>						
Liverpool	50,396.2	44,799.2	12.5%	138,940.4	118,713.6	17.0%
Suburbia	7,689.3	7,203.1	6.8%	20,171.5	18,079.6	11.6%
<b>Total</b>	<b>58,085.5</b>	<b>52,002.3</b>	<b>11.7%</b>	<b>159,111.9</b>	<b>136,793.2</b>	<b>16.3%</b>

### Liverpool

During the fourth quarter, same-store sales increased 11.5% compared to the same period of 2021. Transaction growth was 6.7% compared to the previous year, and the average receipt grew 4.4%. On a cumulative basis, this indicator increased by 16.4%.

During the quarter, we continue to see an acceleration in the Softline categories. By geographic region, the Southeast, West, Bajío and the northern metropolitan area of Mexico City reported above average growth.

On November the 10<sup>th</sup>, we opened Liverpool Mitikah in Mexico City, concluding our expansion plan for 2022.

### **Suburbia**

Same-store sales increased by 1.7% compared to the fourth quarter of 2021. Transactions decreased 3.7% and the average receipt increased 5.5%. Accumulated same-store sales grew 9.0%.

During the year, we achieved our plan of opening 15 new stores.

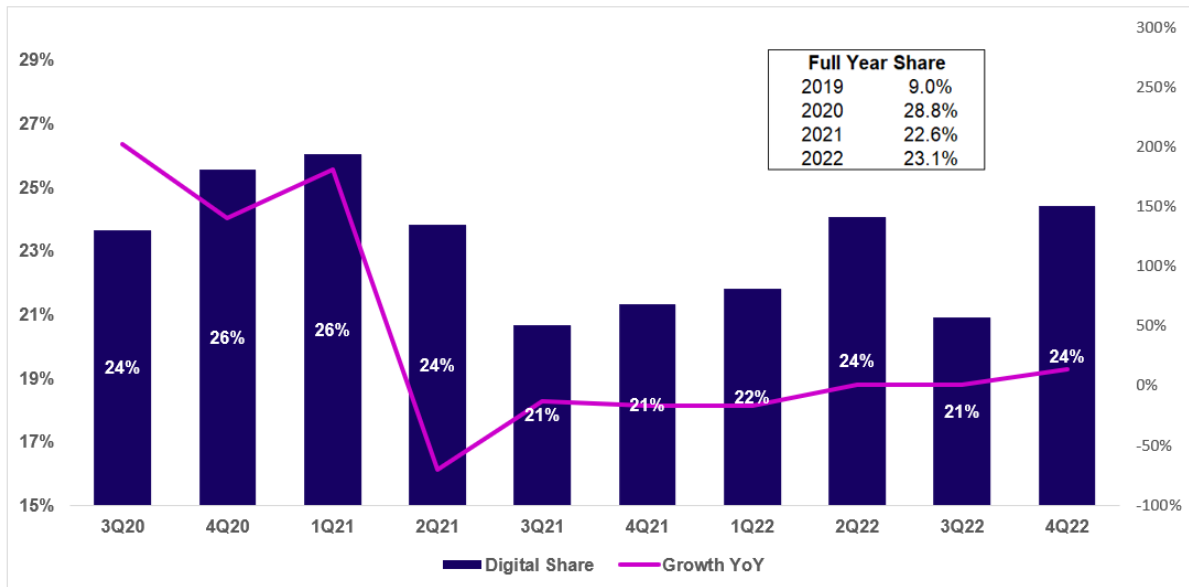
### **Same-Store Sales Growth**

Department stores associated with ANTAD registered an increase in same-store sales of 7.0% for the fourth quarter, while accumulated same-store sales grew by 11.9%. It is important to note that the clothing and footwear category, within ANTAD, registered a 7.5% same-store sales growth in the quarter.

## **II. Omnichannel Strategy**

Progress in our digital channel continues to be significant. During the fourth quarter, the digital share of commercial revenue was 24.4%. For the full year, a 23.0% share was reported, 50 bps higher than in the previous year.

The number of SKUs on our digital platform grew by 46% during the quarter and new Customers increased by 35% compared to the previous year. In terms of the Liverpool Pocket App, during the fourth quarter there were 45% more downloads than in the same period of last year. This represents a 42% increase in active users when compared to the same period of last year. These figures reflect the Company's progress in its omnichannel strategy.



### III. Financial Businesses

#### Interest Income and Customer Portfolio

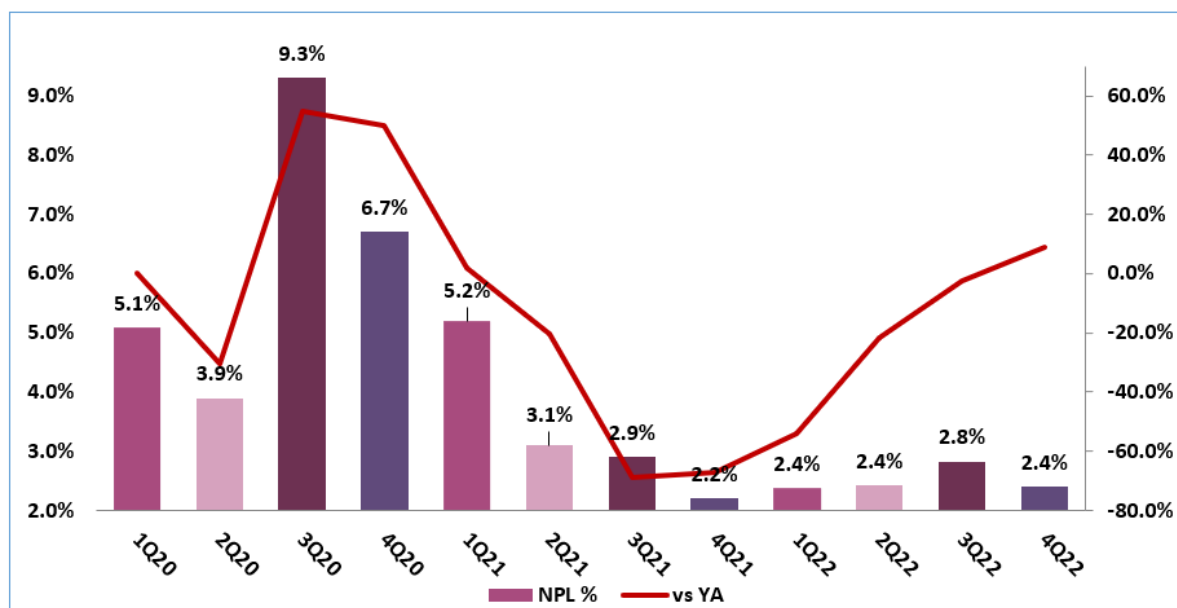
Revenues from the credit division stood out during the period, with a 28.8% increase compared to the same period of 2021. Accumulated revenues registered an increase of 18.5% and the net portfolio increased by 20.8% compared to 2021. Our total cardholder base was 6.7 million at the end of the period, a 10.1% increase vs the previous year.

On a cumulative basis, 45.9% of Liverpool's sales were made with our means of payment, in line with the levels reported in 2021.

NPLs for Liverpool credit cards, past 90 days overdue, stood at 2.2%, 14 bps above the level reported in the same period of 2021.

Suburbia credit cards' NPLs stood at 4.5%, representing an increase of 89 bps compared to the end of December of the previous year. Accumulated sales from Suburbia with our cards represented 26.4%, a 133-bps improvement. At the end of the quarter, we had over 1.4 million accounts, a 25.5% increase when compared to last year.

The Group's NPLs, past 90 days overdue, stood at 2.4% at the end of the quarter. Of that figure, 12 bps corresponded to Suburbia's portfolio performance.

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


Having achieved better results than expected in terms of overdue accounts, the quarter's portfolio coverage ratio closed at 9.6%, 1.7 p.p. lower than in the same period of the previous year. Based on the balance of the non-performing loan portfolio, reserves represented 4.1x the NPLs. New reserves of \$1.201 billion pesos were created during the quarter, 11.1% lower than those created in the same period of last year, while write offs increased by 7.3%. Also, during 2022, new reserves and write offs decreased 3.7% and 49.3%, respectively.

**TOTAL RESERVES**

Million pesos	4Q2022	4Q2021	VAR %	2022	2021	VAR %
Initial reserve balance	4,246.3	4,023.6	5.5%	4,887.1	6,486.3	(24.7%)
(+) New reserves	1,201.3	1,351.5	(11.1%)	1,791.0	1,859.6	(3.7%)
(-) Write off	(523.6)	(487.9)	7.3%	(1,754.1)	(3,458.7)	(49.3%)
<b>Ending reserve balance</b>	<b>4,924.0</b>	<b>4,887.1</b>	<b>0.8%</b>	<b>4,924.0</b>	<b>4,887.1</b>	<b>0.8%</b>

**Coverage Index**

	DIC 22	DIC 21	VAR	DIC 22	DIC 21	VAR
Coverage Index	9.6%	11.3%	(1.7 p.p)	9.6%	11.3%	(1.7 p.p)

**LIVERPOOL**

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	VAR %	2022	2021	VAR %
Initial reserve balance	3,943.6	3,678.5	7.2%	4,470.6	5,789.2	(22.8%)
(+) New reserves	1,064.6	1,239.5	(14.1%)	1,652.3	1,806.3	(8.5%)
(-) Write off	(470.9)	(447.5)	5.2%	(1,585.5)	(3,125.0)	(49.3%)
<b>Ending reserve balance</b>	<b>4,537.3</b>	<b>4,470.6</b>	<b>1.5%</b>	<b>4,537.3</b>	<b>4,470.6</b>	<b>1.5%</b>

**SUBURBIA**

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	VAR %	2022	2021	VAR %
Initial reserve balance	302.7	345.1	(12.3%)	416.6	697.1	(40.2%)
(+) New reserves	136.7	111.9	22.2%	138.8	53.2	160.6%
(-) Write off	(52.7)	(40.4)	30.2%	(168.6)	(333.7)	(49.5%)
<b>Ending reserve balance</b>	<b>386.8</b>	<b>416.6</b>	<b>(7.2%)</b>	<b>386.8</b>	<b>416.6</b>	<b>(7.2%)</b>

#### IV. Leasing

Leasing income increased by 12.3% in the fourth quarter, compared to the same period of 2021. On a cumulative basis, leasing income grew by 20.4%.

The occupancy levels of comparable shopping centers at the end of the quarter stood at 90.3%, 150 bps above the same period of last year. This growth reflects the recovery in the industry. The Real Estate Division's priority continues to be increasing occupation.

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

##### Retail Margin

The retail margin for the quarter was 32.0% compared to the 32.7% reported in the same period of 2021. This 65-bps contraction was mainly related to the normalization of promotional activity. On a cumulative basis, an increase of 1.1 p.p. was reported.

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	Dif %	2022	2021	Dif%
Retail sales	58,085.5	52,002.3	11.7%	159,111.9	136,793.2	16.3%
Cost of goods sold	39,485.6	35,011.0	12.8%	107,577.0	93,950.3	14.5%
<b>Commercial margin</b>	<b>32.0%</b>	<b>32.7%</b>	<b>(0.7 p.p)</b>	<b>32.4%</b>	<b>31.3%</b>	<b>1.1 p.p.</b>

##### Consolidated Gross Margin

The consolidated gross margin decreased 6 bps during the fourth quarter, compared to the same period of 2021. Accumulated consolidated gross margin increased 1.1 p.p. These results reflect the behavior of the commercial segment's gross margin as well as the increased share of the financial business.

As % of total income	QUARTER			YTD		
	4Q2022	4Q2021	VAR bps	2022	2021	VAR bps
Retail	91.9%	92.7%	(0.8 p.p)	90.4%	90.6%	(0.2 p.p)
Interest	6.4%	5.6%	0.8 p.p.	7.5%	7.4%	0.1 p.p.
Leasing	1.6%	1.6%	(0.0 p.p)	2.1%	2.0%	0.1 p.p.

#### VI. Operating Expenses

Total operating expenses, excluding loan loss provision and depreciation, increased 14.1% during the quarter and 14.9% on a cumulative basis. This increase reflects variable expenses associated with higher sales and a higher minimum wage, in addition to above average wage

inflation in different areas, such as Logistics, Digital and Technology, and an increased headcount, particularly in these last two areas.

## VII. EBITDA

EBITDA for the quarter stood at \$11.785 billion pesos, 14.1% higher than the fourth quarter of 2021. Cumulative EBITDA was \$30.687 billion pesos, representing a 28.3% increase compared to the previous year. During the quarter, we achieved a margin of 18.7%, 23bps above the same period of last year. For 2022, the margin stood at 17.4%, 1.6 p.p. higher than in 2021.

## VIII. Operating Income

For the fourth quarter, operating income was \$10.406 billion pesos, 16.4% higher than the same period of 2021. Cumulative operating income reached \$25.515 billion pesos, representing a 36.2% increase vs the previous year.

## IX. Financial Expense and Income

During the fourth quarter, the net financial expense was \$757 million pesos, 8.4% higher than in 2021. On a cumulative basis, net financial expense stood at \$2.698 billion pesos, representing a 12.5% decrease vs the previous year. There was an 8.0% decrease in net interest expense without considering extraordinary effects, compared to the same period of the previous year. The mark to market (MTM) of the speculative derivative, included in the net interest expense, had a negative effect of \$120 million pesos.

Million pesos	QUARTER			YTD		
	4Q2022	4Q2021	Effect	2022	2021	Effect
Net Financial Income/(Expense)						
Interest	(600.4)	(652.6)	(8.0%)	(2,222.5)	(2,980.2)	(25.4%)
Exchange Effect	(36.0)	(43.0)	(16.2%)	57.1	(53.7)	(206.4%)
Total One Timers	(120.0)	(2.1)	5615.5%	(532.7)	(48.4)	1001.7%
Total Financial Income/(Expense)	(756.5)	(697.7)	8.4%	(2,698.1)	(3,082.2)	(12.5%)

## X. Results of associated companies and joint ventures

This quarter's results show a \$1.5 million peso profit. On a cumulative basis, the profit was of \$377 million pesos, almost a 50% decrease compared to last year. This contraction is mainly related to Unicomer's results, which reflect a weak domestic market in most of the countries in which it operates, along with a deterioration in profitability due to a lower commercial margin, higher operating expenses related to digitalization initiatives and an increase in bad debts, associated to the recovery of the loan portfolio.



## XI. Income Tax

The effective annual income tax rate (current and deferred), excluding the participation in associated companies, was 25.4%, compared to the 22.4% reported in 2021.

## XII. Net Profit / Loss

This quarter we had a net profit of \$7.601 billion pesos, 10.4% higher than the previous year, while accumulated net profit stood at \$17.385 billion pesos, 35.1% higher than in 2021.

## XIII. Balance Sheet

### Cash and Short-Term Investments

As of December 31<sup>st</sup>, 2022, the balance of this account was \$24.516 billion pesos, of which 5.7% of the total amount is invested in foreign currency (mainly in USD).

### Inventories and Accounts Payable

The inventory account had a balance of \$28.140 billion pesos, 21.7% above the previous year. We consider that the current inventory level does not represent a risk to our profitability for 2023.

The balance of accounts payable to merchandise suppliers was \$33.198 billion pesos, representing a 12.2% increase compared to the same period of 2021.

### Interest-Bearing Debt and Cash Flow

The following table shows the breakdown of our interest-bearing debt, at the end of the fourth quarter:

Million pesos	4Q2022	4Q2021	VAR %
Cost bearing debt	(29,030.9)	(33,225.1)	(12.6%)
Financial derivative instruments*	1,940.6	2,734.8	(29.0%)
<b>TOTAL</b>	<b>(27,090.3)</b>	<b>(30,490.3)</b>	<b>(11.2%)</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%.

At the end of the period, the gross and net leverage to 12-month EBITDA ratios were 0.88x and 0.08x, respectively. These ratios were calculated considering the market valuation effect of financial derivative instrument hedges, as shown in the table above, and excluding the indebtedness associated with leases (IFRS 16).

It is worth noting that there are no debt maturities in 2023. Our next maturity, for almost four billion pesos, will be conducted in October 2024.

### **Operating Cash Flow**

During 2022, we reported an operating cash flow of \$15.790 billion pesos, compared to the \$22.760 billion pesos reported in 2021. This difference was mainly due to income tax payments, inventories, and the loan portfolio.

### **XIV. Capital Expenditure**

As of December 31<sup>st</sup>, 2022, Liverpool invested \$7.871 billion pesos in capital expenditure, 32% more than last year. This figure represented 4.5% of the consolidated revenue. Of this amount, approximately 40% corresponds to logistics and systems.

It is important to note that, at the end of the year, an investment of almost \$700 million pesos was conducted to acquire a 50% stake in GICSA's real estate project, located right across Galerías Metepec.

In November, a USD\$40-million-dollar capital increase was completed in Grupo Unicomer. Our partners contributed with a similar amount and these resources will be used to finance the acquisition of CrediScotia business in Peru.

During the fourth quarter, we registered a US\$3.0 million dollar revenue from dividends on Nordstrom's shares held by the Group.

### **XV. Dividends**

At the Ordinary Stockholders' Meeting held on March 10<sup>th</sup>, 2022, the Board of Directors declared a dividend from the Net Tax Profit Account (CUFIN in Spanish) of \$2.282 billion pesos for the 1,342,196,100 shares representing the Company's capital stock. On May 27<sup>th</sup>, the first payment was made. The second payment was made on October 14<sup>th</sup>, 2022.

## XVI. Expansion, Initiatives, and Recent Events

Liverpool Mitikah opened on November 10<sup>th</sup>, in Mexico City, for a total of two store openings in 2022.

During 2022, we opened fifteen new Suburbia stores, which helped us achieve our expansion plan for the year.

		2022 Openings
<b>Suburbia Stores:</b>		
1	León Vía Alta, Guanajuato	March 24 <sup>th</sup>
2	Cancún Mall, Quintana Roo	March 31 <sup>st</sup>
3	Comalcalco, Tabasco	April 7 <sup>th</sup>
4	León Galerías las Torres, Guanajuato	April 21 <sup>st</sup>
5	Villahermosa Gal. Tabasco 2000, Tabasco	April 28 <sup>th</sup>
6	Galerías Perinorte, Estado de México	April 29 <sup>th</sup>
7	Plaza Centella, Estado de México	September 22 <sup>nd</sup>
8	Playa del Carmen, Quintana Roo	September 29 <sup>th</sup>
9	Lerma Outlet, Estado de México	October 12 <sup>th</sup>
10	Zinacantepec, Estado de México	October 13 <sup>th</sup>
11	Galerías Monterrey, Nuevo León	October 20 <sup>th</sup>
12	Parque Tepeyac, CDMX	October 25 <sup>th</sup>
13	Villahermosa Las Galas, Tabasco	October 26 <sup>th</sup>
14	Guadalajara Gran Plaza, Jalisco	October 27 <sup>th</sup>
15	Los Cabos Patio, BCS	October 28 <sup>th</sup>

On January 24<sup>th</sup>, we opened Liverpool Tepeyac in Mexico City, which represents the only opening, in a scheduled format, for the year.

Thanks to the efforts made by the Company, and aligned with our ESG commitments, on December 19<sup>th</sup>, El Puerto de Liverpool was included in the Dow Jones Sustainability Index for the Latin American Integrated Market (MILA).

## XVII. Analyst Coverage

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

Bank of America Merrill Lynch	GBM	Santander
Banorte	HSBC	Scotiabank
Barclays	Intercom	UBS
BBVA	Itaú BBA	Vector
BTG Pactual	JP Morgan	
Citi	Morgan Stanley	

## XVIII. Company Profile

El Puerto de Liverpool, S.A.B. de C.V.: (as of December 31<sup>st</sup>, 2022)

Liverpool Stores:	124	1,779,927 m2
Suburbia Stores:	179	648,785 m2
Shopping Centers:	28	603,770 m2
Boutiques:	112	71,667 m2

## XIX. Credit Cards

Number of cards	4Q22	4Q21	VAR %
Liverpool Cards	4,955,143	5,284,181	6.6%
Suburbia Cards	1,097,619	1,394,969	27.1%

## Contact Details

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

**Annexes**
**Cash Flow as of December 31<sup>st</sup>, 2022**

	CUMULATIVE		4Q	
	2022	2021	2022	2021
<b>Operating income</b>	<b>25,515.4</b>	<b>18,733.4</b>	<b>10,406.0</b>	<b>8,942.9</b>
Depreciation and amortization	5,171.1	5,175.4	1,379.0	1,388.4
<b>EBITDA</b>	<b>30,686.5</b>	<b>23,908.7</b>	<b>11,785.0</b>	<b>10,331.2</b>
Interests	(2,885.2)	(3,594.6)	(981.6)	(1,017.6)
Taxes	(7,956.7)	(1,694.0)	(1,933.6)	(269.5)
Derivatives	535.1	(382.4)	121.5	(44.2)
<i>Working capital</i>	<i>(9,373.4)</i>	<i>(2,061.8)</i>	<i>3,060.9</i>	<i>2,775.0</i>
Clients	(7,973.0)	(5,614.6)	(10,038.7)	(7,849.5)
Inventories	(5,020.4)	(1,645.3)	6,177.1	4,166.6
Suppliers	3,620.0	5,198.2	6,922.5	6,457.9
Other	4,783.5	6,584.2	4,973.5	5,170.4
<b>Cashflow from operations</b>	<b>15,789.9</b>	<b>22,760.2</b>	<b>17,025.7</b>	<b>16,945.3</b>
Capex	(7,871.4)	(5,975.4)	(3,164.4)	(2,589.5)
<b>Cash flow before dividends</b>	<b>7,918.4</b>	<b>16,784.8</b>	<b>13,861.3</b>	<b>14,355.8</b>
Dividends	(3,287.7)	(3,018.4)	(912.4)	(1,006.5)
<b>Cashflow</b>	<b>4,630.7</b>	<b>13,766.4</b>	<b>12,948.9</b>	<b>13,349.3</b>
Paid Loans	(3,400.0)	(5,102.6)	-	(566.4)
Nordstrom Investment	(5,884.4)	-	59.0	-
Unicomer Investment	(803.8)	74.1	(793.0)	-
Other Investment	(285.0)	(310.2)	(286.6)	(114.2)
Lease liabilities	(2,236.2)	(2,128.7)	(598.6)	(537.9)
<b>Increase / (Decrease)</b>	<b>(7,978.6)</b>	<b>6,298.9</b>	<b>11,329.6</b>	<b>12,130.8</b>

**Balance Sheet as of December 31<sup>st</sup>, 2022**

<b>Million Pesos</b>	<b>2022</b>	<b>2021</b>	<b>Dif</b>	<b>% vs AA</b>
Cash / cash equivalent	24,516.3	32,494.9	(7,978.6)	(24.6%)
Loan portfolio	46,312.2	38,340.7	7,971.5	20.8%
Inventories	28,140.7	23,120.3	5,020.4	21.7%
Nordstrom Investment	4,951.3	0.0	4,951.3	100.0%
Unicomer Investment	7,593.1	7,141.3	451.7	6.3%
Other Investment in Associates	2,418.0	2,011.2	406.8	20.2%
Fixed assets	55,552.9	52,573.6	2,979.2	5.7%
Right of use assets	12,353.9	11,513.5	840.4	7.3%
Investment properties	23,507.7	22,431.1	1,076.7	4.8%
Other	30,528.8	32,344.1	(1,815.2)	(5.6%)
<b>Total Assets</b>	<b>235,875.0</b>	<b>221,970.7</b>	<b>13,904.3</b>	<b>6.3%</b>
Suppliers	33,197.9	29,578.0	3,620.0	12.2%
Short term loans	0.0	3,400.0	(3,400.0)	(100.0%)
Long term loans	29,030.9	29,825.1	(794.2)	(2.7%)
Lease liabilities	13,619.0	12,560.1	1,058.9	8.4%
Other liabilities	27,572.6	26,720.0	852.6	3.2%
<b>Total Liabilities</b>	<b>103,420.4</b>	<b>102,083.2</b>	<b>1,337.3</b>	<b>1.3%</b>
<b>Stockholders' equity</b>	<b>132,454.5</b>	<b>119,887.5</b>	<b>12,567.0</b>	<b>10.5%</b>

**Consolidated Income Statement**  
**As of December 31<sup>st</sup>, 2022**  
**Million Pesos**

	QUARTER			YTD		
	4Q2022	4Q2021	% VAR.	2022	2021	% VAR.
<b>Commercial Income</b>	<b>58,085.5</b>	<b>52,002.3</b>	<b>11.7</b>	<b>159,111.9</b>	<b>136,793.2</b>	<b>16.3</b>
<b>Leasing Income</b>	<b>1,019.7</b>	<b>908.3</b>	<b>12.3</b>	<b>3,721.9</b>	<b>3,090.0</b>	<b>20.4</b>
<b>Interest Income</b>	<b>4,067.6</b>	<b>3,158.1</b>	<b>28.8</b>	<b>13,199.9</b>	<b>11,138.5</b>	<b>18.5</b>
<b>Total Income</b>	<b>63,172.8</b>	<b>56,068.7</b>	<b>12.7</b>	<b>176,033.7</b>	<b>151,021.7</b>	<b>16.6</b>
COGS	(39,485.6)	(35,011.0)	12.8	(107,577.0)	(93,950.3)	14.5
<b>Commercial Gross Profit</b>	<b>18,599.9</b>	<b>16,991.3</b>	<b>9.5</b>	<b>51,534.9</b>	<b>42,842.9</b>	<b>20.3</b>
<b>Commercial Margin</b>	<b>32.0 %</b>	<b>32.7 %</b>	<b>(0.7 p.p)</b>	<b>32.4%</b>	<b>31.3%</b>	<b>1.1 p.p.</b>
<b>Net Gross Profit</b>	<b>23,687.2</b>	<b>21,057.7</b>	<b>12.5</b>	<b>68,456.7</b>	<b>57,071.4</b>	<b>19.9</b>
Gross Margin	37.5 %	37.6 %	(0.1 p.p)	38.9%	37.8%	1.1 p.p.
<b>Operating expenses without depreciation, overdue accounts and one time provisions</b>	<b>(10,700.9)</b>	<b>(9,375.0)</b>	<b>14.1</b>	<b>(35,979.3)</b>	<b>(31,303.1)</b>	<b>14.9</b>
<b>Provisions for overdue accounts</b>	<b>(1,201.3)</b>	<b>(1,351.5)</b>	<b>(11.1)</b>	<b>(1,791.0)</b>	<b>(1,859.6)</b>	<b>(3.7)</b>
<b>EBITDA Expenses</b>	<b>(11,902.2)</b>	<b>(10,726.5)</b>	<b>11.0</b>	<b>(37,770.3)</b>	<b>(33,162.7)</b>	<b>13.9</b>
Depreciation & Amortization	(1,379.0)	(1,388.4)	(0.7)	(5,171.1)	(5,175.4)	(0.1)
<b>Net Operating Expenses</b>	<b>(13,281.2)</b>	<b>(12,114.8)</b>	<b>9.6</b>	<b>(42,941.4)</b>	<b>(38,338.1)</b>	<b>12.0</b>
<b>Consolidated Operating Income</b>	<b>10,406.0</b>	<b>8,942.9</b>	<b>16.4</b>	<b>25,515.4</b>	<b>18,733.4</b>	<b>36.2</b>
Consolidated EBITDA	<b>11,785.0</b>	<b>10,331.2</b>	<b>14.1</b>	<b>30,686.5</b>	<b>23,908.7</b>	<b>28.3</b>
Consolidated EBITDA Margin	18.7 %	18.4 %	0.2 p.p.	17.4%	15.8%	1.6 p.p.
<b>Financing expense</b>	<b>(600.4)</b>	<b>(661.4)</b>	<b>(9.2)</b>	<b>(2,222.5)</b>	<b>(3,373.4)</b>	<b>(34.1)</b>
<b>Foreign exchange gain</b>	<b>(156.1)</b>	<b>(36.3)</b>	<b>329.7</b>	<b>(475.7)</b>	<b>291.2</b>	<b>(263.4)</b>
<b>Profit before income tax</b>	<b>9,649.5</b>	<b>8,245.1</b>	<b>17.0</b>	<b>22,817.2</b>	<b>15,651.1</b>	<b>0.0</b>
Income Tax	(2,047.4)	(1,484.9)	37.9	(5,796.9)	(3,510.2)	65.1
Effective Rate	21.2 %	18.0 %		25.4 %	22.4 %	
<b>Net Income before Investment in Associates</b>	<b>7,602.2</b>	<b>6,760.2</b>	<b>12.5</b>	<b>17,020.3</b>	<b>12,141.0</b>	<b>40.2</b>
<b>Investment in Associates</b>	<b>1.5</b>	<b>130.0</b>	<b>(98.8)</b>	<b>376.9</b>	<b>737.3</b>	<b>(48.9)</b>
<b>Net Income</b>	<b>7,603.7</b>	<b>6,890.2</b>	<b>10.4</b>	<b>17,397.2</b>	<b>12,878.3</b>	<b>35.1</b>
<b>Non-controlling Net Income</b>	<b>3.0</b>	<b>4.1</b>	<b>(26.9)</b>	<b>12.3</b>	<b>10.1</b>	<b>22.3</b>
<b>Controlling Net Income</b>	<b>7,600.7</b>	<b>6,886.1</b>	<b>10.4</b>	<b>17,384.9</b>	<b>12,868.2</b>	<b>35.1</b>