

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

### SECOND QUARTER 2023 RESULTS

The second quarter was a successful period for El Puerto de Liverpool. Events such as Mother's Day and Father's Day as well as the Hot Sale had a good response from our Customers. Total income for the second quarter increased 11.8% and 13.8% on an accumulated basis. EBITDA for this period reached \$8.703 billion pesos, an 11.8% increase from 2022, while the EBITDA margin stood at 18.3%, same level as the previous year.

Our net credit portfolio increased 24.1% compared to the same period last year, with NPL levels at 3.0%, an increase of 57 bps compared to 2Q22, reflecting a higher credit extension with a strong portfolio management. The bad debt reserve had a coverage of 10.0%. It is worth noting that, as announced at our Investor Day, the new accounting policy for recognizing uncollectible provisions results in an allocation of \$884 million pesos, with a negative year-over-year impact of nearly \$360 million pesos.

As of June 30<sup>th</sup>, the cash balance stood at \$15.801 billion pesos, resulting in a net leverage to EBITDA ratio of 0.35x for the quarter, reflecting the Company's robust balance sheet.

#### **Our Ecosystem**

During the second quarter of 2023 we achieved significant progress in all our strategic initiatives.

GMV for our digital channel increased 28% for the quarter, compared to the same period of the previous year, ending the quarter with a 27.1% share. This reflects a 3.0 p.p. increase compared to the same period of last year.

Marketplace registered a 60% increase in sales during the quarter. The number of sellers increased 34%, while SKUs increased 19% vs the same quarter of the previous year and represented almost half of our total catalog.

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

Customers' experience continues to be the foundation of the service we provide. The number of lines issued during the quarter were up nearly 30%, reflecting the strong performance of our digital channel. During the second quarter of the year, delivery orders within 2 days or less

increased 32% vs the same period of last year and accounted for 47% of the total, 80 bps higher than the previous year.

Click & Collect reached 40% of digital sales during the second quarter, 5 p.p. above the level reported 2Q22.

Store deliveries during 2Q23 accounted for 32% of total deliveries, 10 p.p. higher vs the figure reported in the same period of 2022.

According to our comprehensive logistics plan, our first fulfillment centers in Monterrey and Villahermosa began operations during the quarter.

At the end of the quarter, we observed an increase in inventories of 7.7%, compared to the same period of 2022, lowest variation in the last six quarters. This level reflects both efficient business planning and the stabilization of supply chains.

## Results

- **Liverpool's same-store sales** increased 9.3% in the quarter and 11.7% on a cumulative basis.
- **Suburbia's same-store sales** increased 1.3% in the period and 2.1% in the semester.
- **Total income** for the quarter increased 11.8% and 13.8% during the first half of the year.
- **EBITDA** for the quarter stood at \$8.703 billion pesos and \$13.892 on an accumulated basis.
- During the quarter, our **net profit** was \$4.702 billion pesos and \$6.845 in the semester.

Our quarterly earnings call will be held on Wednesday, July 19<sup>th</sup>, at 9 am Mexico City time. Information on how to join the call can be found at <https://www.elpuertodeliverpool.mx>

## Key Figures

The following table shows the main income statement indicators at the close of the second quarter as well as the accumulated for the first half of the year:

	2Q2023	2Q2022	VAR %	2023	2022	VAR %
<b>Total Revenue</b>	<b>47,587.1</b>	<b>42,560.2</b>	<b>11.8%</b>	<b>85,156.6</b>	<b>74,806.9</b>	<b>13.8%</b>
Commercial (includes services and other)	42,302.0	38,523.6	9.8%	75,255.1	67,074.0	12.2%
Interest	4,002.6	3,158.9	26.7%	7,586.3	5,975.0	27.0%
Leasing	1,282.6	877.7	46.1%	2,315.2	1,758.0	31.7%
<b>Gross Income</b>	<b>18,825.8</b>	<b>16,684.2</b>	<b>12.8%</b>	<b>34,042.6</b>	<b>29,692.7</b>	<b>14.6%</b>
Gross Margin	39.6%	39.2%	0.4 p.p.	40.0%	39.7%	0.3 p.p.
<b>Total Operating Expenses</b>	<b>11,447.7</b>	<b>10,153.5</b>	<b>12.7%</b>	<b>22,778.7</b>	<b>19,489.8</b>	<b>16.9%</b>
Operating expenses	9,239.2	8,373.6	10.3 %	18,864.1	16,721.8	12.8 %
Provisions for overdue accounts	883.8	526.8	67.8%	1,286.7	258.1	398.5%
Depreciation & amortization	1,324.6	1,253.0	5.7%	2,627.9	2,509.9	4.7%
<b>Operating Income</b>	<b>7,378.1</b>	<b>6,530.7</b>	<b>13.0%</b>	<b>11,263.9</b>	<b>10,202.9</b>	<b>10.4%</b>
Financing cost	944.6	368.1	156.6%	1,971.6	1,185.4	66.3%
Net income	4,702.0	4,473.8	5.1%	6,844.8	6,705.4	2.1%
<b>EBITDA</b>	<b>8,702.7</b>	<b>7,783.7</b>	<b>11.8%</b>	<b>13,891.8</b>	<b>12,712.8</b>	<b>9.3%</b>
<b>EBITDA Margin</b>	<b>18.3 %</b>	<b>18.3 %</b>	<b>(0.0 p.p)</b>	<b>16.3 %</b>	<b>17.0 %</b>	<b>(0.7 p.p)</b>
<b>EBITDA 12 Months</b>				<b>31,865.4</b>	<b>28,275.8</b>	<b>12.7 %</b>
<b>EBITDA margin 12 Months</b>				<b>17.1 %</b>	<b>17.4%</b>	<b>(0.3 p.p)</b>
<b>Same-store growth Liverpool</b>	<b>9.3%</b>	<b>14.0%</b>	<b>(4.7 p.p)</b>	<b>11.7%</b>	<b>19.4%</b>	<b>(7.7 p.p)</b>
<b>Same-store growth Suburbia</b>	<b>1.3%</b>	<b>5.1%</b>	<b>(3.8 p.p)</b>	<b>2.1%</b>	<b>12.9%</b>	<b>(10.8 p.p)</b>
<b>Same-store growth Total</b>	<b>8.4%</b>	<b>12.9%</b>	<b>(4.5 p.p)</b>	<b>10.6%</b>	<b>18.6%</b>	<b>(8.0 p.p)</b>
<b>Customer's portfolio</b>				<b>46,075.6</b>	<b>37,113.6</b>	<b>24.1%</b>
<b>Overdue portfolio</b>				<b>3.0%</b>	<b>2.4%</b>	<b>0.6 p.p.</b>
<b>Portfolio coverage index</b>				<b>10.0%</b>	<b>10.4%</b>	<b>(0.4 p.p)</b>
<b>Same shopping centers occupation</b>				<b>92.2%</b>	<b>89.2%</b>	<b>3.0 p.p.</b>

## RESULTS

### I. Sales of goods and services

In the second quarter, total retail revenues increased by 9.8%, while the accumulated growth was 12.2%.

Million pesos	QUARTER			YTD		
	2Q2023	2Q2022	VAR %	2023	2022	VAR %
<b>Commercial Revenues</b>						
Liverpool	37,520.5	33,962.2	10.5%	66,540.2	58,846.0	13.1%
Suburbia	4,781.5	4,561.4	4.8%	8,714.9	8,228.0	5.9%
<b>Total</b>	<b>42,302.0</b>	<b>38,523.6</b>	<b>9.8%</b>	<b>75,255.1</b>	<b>67,074.0</b>	<b>12.2%</b>

During the quarter, no weekend calendar effects were reported compared to the same period last year.

## **Liverpool**

Same-store sales increased 9.3% in the quarter, compared to the same period of 2022. Transactions grew by 6.1%, while the average ticket grew 3.0%. On a cumulative basis, same-store sales growth reached 11.7%.

During the quarter, we continued to see an acceleration in the Softline categories. Geographically, regions including the Gulf of Mexico, Central, Southeast, and the Northern Metropolitan area of Mexico City all reported above average growth.

## **Suburbia**

Same-store sales increased by 1.3% compared to the second quarter of 2022. Transactions decreased 0.8% and the average ticket increased 2.1%. Accumulated growth was 2.1%.

During the quarter we implemented the new layouts, brand identifiers and signage in all Suburbia stores.

Department stores associated with ANTAD registered an increase in same-store sales of 4.1% during the second quarter, resulting in a cumulative increase of 4.8%. The clothing and footwear category, within ANTAD, registered a 2.9% same-store sales growth for the quarter, while general merchandise grew 4.6%.

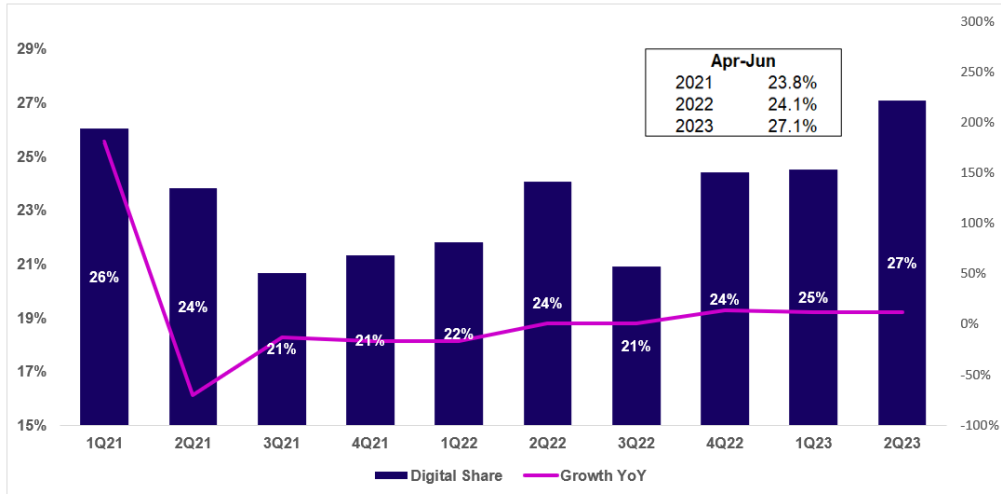
## **II. Omnichannel Strategy**

Progress in our digital channel continues to be significant. During the second quarter, the digital share of commercial revenue was 27.1%, 3 p.p. higher than the same period of the previous year. The accumulated share came to 25.9%, 2.9 p.p. higher than 2022's first half.

In terms of the Liverpool Pocket App, during the second quarter there were 24% more downloads than in the same period of last year, representing a 38% increase in active users when compared to 2022. These figures reflect the Company's progress in its omnichannel strategy.

At the end of the quarter, we have kiosks in 60 Suburbia stores and we implemented the ability to fulfill digital orders in 119 Suburbia stores. It is important to highlight that during the period Suburbia doubled its digital share to 3.1%.

By the end of the first quarter, we launched the new Order Management System (OMS) for Suburbia's big-ticket category, ensuring all of Suburbia operates with this system.



### III. Financial Businesses

#### Interest Income and Customer Portfolio

Revenues from the credit division stood out during the period, with a 26.7% increase compared to the same period of 2022 with a 26.7% increase compared to the same period of 2022 and a 27.0% accumulated expansion. The net portfolio increased by 24.1% vs June of 2022. Our total cardholder base closed the quarter at 6.9 million, a 10.5% increase vs the previous year.

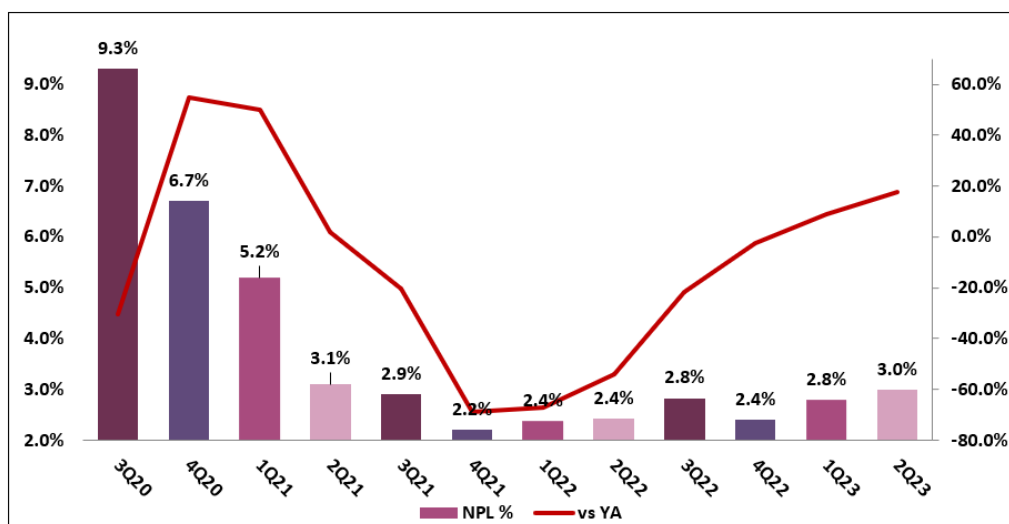
During the quarter, 48.5% of Liverpool's sales were made with our means of payment, 2.4 p.p. higher than the second quarter of 2022.

NPLs for Liverpool credit cards, past 90 days overdue, stood at 2.8%, 52 bps above the same period of last year.

Suburbia credit cards' NPLs stood at 5.8%, representing an increase of 127 bps compared to the end of June of the previous year. Suburbia's accumulated sales with our credit cards represent 30.1%, an improvement of 3.4 p.p. At the end of the quarter, we had over 1.5 million accounts, a 22.5% increase when compared to the same quarter of last year.

The Group's NPLs, past 90 days overdue, stood at 3.0% at the end of the quarter. Of that figure, 16 bps corresponded to Suburbia's portfolio performance.

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



The portfolio's coverage ratio closed the quarter at 10.0%, 0.4 p.p. lower compared to the same period last year. Based on the balance of the non-performing loan portfolio, reserves stood at 3.6x the NPLs. Beginning this year, quarterly bad debt reserve calculations are based on an annual outlook. New reserves of \$884 million pesos were created during the quarter, which contrasts with a loan for \$527 million pesos recorded during 2Q22. Reserves of \$1,287 million pesos were created during the first half of the year, compared to \$258 million pesos recorded in the first half of 2022, resulting in a negative impact on results of \$1,029 million pesos. During 2Q23, write-offs grew by 40.2%.

**TOTAL RESERVES**

Million pesos	2Q2023	2Q2022	VAR %	2023	2022	VAR %
Initial reserve balance	4,789.7	4,192.9	14.2%	4,924.0	4,887.1	0.8%
(+) New reserves	883.8	526.8	67.8%	1,286.7	258.1	398.5%
(-) Write off	(576.9)	(411.5)	40.2%	(1,114.2)	(837.0)	33.1%
<b>Ending reserve balance</b>	<b>5,096.5</b>	<b>4,308.3</b>	<b>18.3%</b>	<b>5,096.5</b>	<b>4,308.3</b>	<b>18.3%</b>

	JUN 23	JUN 22	VAR	JUN 23	JUN 22	VAR
<b>Coverage Index</b>	<b>10.0%</b>	<b>10.4%</b>	<b>(0.4 p.p)</b>	<b>10.0%</b>	<b>10.4%</b>	<b>(0.4 p.p)</b>

**LIVERPOOL**

Million pesos	QUARTER			YTD		
	2Q2023	2Q2022	VAR %	2023	2022	VAR %
Initial reserve balance	4,398.2	3,844.6	14.4%	4,537.3	4,470.6	1.5%
(+) New reserves	799.1	504.5	58.4%	1,138.1	266.7	326.8%
(-) Write off	(507.9)	(372.1)	36.5%	(986.0)	(760.1)	29.7%
<b>Ending reserve balance</b>	<b>4,689.4</b>	<b>3,977.1</b>	<b>17.9%</b>	<b>4,689.4</b>	<b>3,977.1</b>	<b>17.9%</b>

**SUBURBIA**

Million pesos	QUARTER			YTD		
	2Q2023	2Q2022	VAR %	2023	2022	VAR %
Initial reserve balance	391.4	348.3	12.4%	386.8	416.6	(7.2%)
(+) New reserves	84.7	22.3	279.6%	148.5	(8.6)	N/C
(-) Write off	(69.0)	(39.4)	75.2%	(128.2)	(76.8)	66.9%
<b>Ending reserve balance</b>	<b>407.1</b>	<b>331.2</b>	<b>22.9%</b>	<b>407.1</b>	<b>331.2</b>	<b>22.9%</b>

As part of our financial business efforts, during the year we granted \$402 million pesos in loans to more than 15 thousand cardholders under the Livercash program.

Likewise, there was a 75% growth in accounts within Suburbia's *Mini Pagos* program during the quarter vs 1Q23, reaching over 42,000 registered accounts. This scheme is now available in all Suburbia stores.

Wallet usage stood out, with a cumulative increase in transactions of 3 times.

#### IV. Leasing

Leasing income increased by 46.1% in the second quarter, compared to the same period of 2022. This result includes income from a judicial agreement regarding claims against insurance companies. Excluding this one-time effect, the real estate division's revenues would have grown 25.3% in the quarter and 18.9% on an accumulated basis.

The occupancy levels of comparable shopping centers at the end of the quarter stood at 92.2%, 300 bps above the same period of last year, reflecting the industry's recovery and the strong marketing efforts of recently expanded commercial centers. 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 stood at 32.0% compared to the 32.8% reported in the same quarter of 2022. The 80-bps reduction was mainly due to the favorable performance of promotional events (*Ventas Nocturnas* and *Hot Sale*) and higher logistic expenses. On a cumulative basis, the retail margin totaled 32.1%.

Million pesos	QUARTER			YTD		
	2Q2023	2Q2022	Dif %	2023	2022	Dif%
Retail sales	42,302.0	38,523.6	9.8%	75,255.1	67,074.0	12.2%
Cost of goods sold	28,761.4	25,876.1	11.2%	51,114.1	45,114.2	13.3%
<b>Commercial margin</b>	<b>32.0%</b>	<b>32.8%</b>	<b>(0.8 p.p)</b>	<b>32.1%</b>	<b>32.7%</b>	<b>(0.7 p.p)</b>

##### Consolidated Gross Margin

The consolidated gross margin increased 36 bps during the second quarter, compared to the same period of 2022. These results reflect higher financial and real estate business share. During the first half of the year, growth reached 28 bps.

As % of total income	QUARTER			YTD		
	2Q2023	2Q2022	VAR bps	2023	2022	VAR bps
Retail	88.9%	90.5%	(1.6 p.p)	88.4%	89.7%	(1.3 p.p)
Interest	8.4%	7.4%	1.0 p.p.	8.9%	8.0%	0.9 p.p.
Leasing	2.7%	2.1%	0.6 p.p.	2.7%	2.4%	0.4 p.p.

## VI. Operating Expenses

Total operating expenses, excluding loan loss provision and depreciation, increased 10.3% compared to the same quarter of last year and 12.8% for the January-June period. This increase reflects variable expenses associated with higher sales and a higher minimum wage, new vacation and pension laws, above-average wage inflation in divisions such as Logistics, Digital and Technology, and an increased headcount, especially in these last two areas.

## VII. EBITDA

EBITDA for the quarter reached \$8.703 billion pesos, an 11.8% increase compared to the second quarter of 2022. The quarter also saw a margin of 18.3%, in line with the same period last year. On a cumulative basis, it reached \$13,892 million pesos, an increase of 9.3% versus 2022, and the margin was 16.3%, a 70-bps decrease compared to the previous year. The Real Estate division reflected a one-time effect related to an insurance recovery, which had a net effect of \$183 million pesos in the quarter. Excluding this effect, EBITDA would have grown 9.5% in the quarter and EBITDA margin would have been 18.0% for the quarter and 6.1% and 16.1% respectively on an accumulated basis.

## VIII. Operating Income

For the second quarter, operating income was \$7,378 billion pesos, 13.0% higher than the same period of 2022. During the first half of the year, operating income reached \$11.264 billion pesos, an increase of 10.4%.

## IX. Financial Expense and Income

During the second quarter, the net financial expense was \$945 billion pesos, 156.6% higher than in 2022. There was an 8.6% increase 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 had a negative effect of \$212 million pesos, while the



revaluation of the Mexican peso against the U.S. dollar resulted in an exchange loss of \$145 million pesos.

Million pesos Net Financial Income/(Expense)	QUARTER			YTD		
	2Q2023	2Q2022	Effect	2023	2022	Effect
Interest	(586.9)	(540.5)	8.6%	(1,053.9)	(1,090.3)	(3.3%)
Exchange Effect	(145.5)	(23.2)	526.2%	(255.5)	70.9	N/C
Derivative MTM	(212.2)	195.6	N/C	(662.3)	(166.0)	299.1%
<b>Total Financial Income/(Expense)</b>	<b>(944.6)</b>	<b>(368.1)</b>	<b>156.6%</b>	<b>(1,971.6)</b>	<b>(1,185.4)</b>	<b>66.3%</b>

## X. Results of associated companies and joint ventures

This quarter's results reflect a \$123.3 million pesos profit, a 20.2% decrease compared to the previous year. This contraction is driven by Unicomer's results as it continues under difficult operating conditions in certain countries.

## XI. Income Tax

The effective annual income tax rate (current and deferred), excluding participation in associated companies, was 28.8%, compared to the 29.9% reported in 2022.

## XII. Net Profit / Loss

This quarter we reported a net profit of \$4.702 billion pesos, representing a 5.1% increase compared to the previous year. Net income during the first half of the year was \$6.845 billion pesos, an increase of 2.1% vs. 2022.

## XIII. Balance Sheet

### Cash and Short-Term Investments

As of June 30<sup>th</sup>, 2023, the balance of this account was \$15.801 billion pesos. Of the total amount, 26.3% is invested in foreign currency (mainly in USD).

Security deposits of \$273 million pesos were made related to margin calls from trading derivatives during the quarter. These deposits are reported under the other financial assets line.

### Inventories and Accounts Payable

As expected, the inventory account had a balance of \$31.015 billion pesos, 7.7% higher than the previous year, reflecting a considerable decrease from 20.7% growth in the first quarter.

The balance of accounts payable to merchandise suppliers was \$27.789 billion pesos, representing a 2.7% increase compared to the end of the previous year. This item includes factoring operations.

### Interest-Bearing Debt and Cash Flow

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

Million pesos	2Q2023	2Q2022	VAR %
Cost bearing debt	(27,167.9)	(31,058.9)	(12.5%)
Financial derivative instruments*	77.6	2,468.6	(96.9%)
<b>TOTAL</b>	<b>(27,090.3)</b>	<b>(28,590.3)</b>	<b>(5.2%)</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 0.85x and 0.35x, respectively. These ratios were calculated considering the market valuation effect of financial derivative instrument hedges, as shown in the table above, excluding the indebtedness associated with leases (IFRS 16). This last concept represents 0.43x EBITDA.

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 the second quarter, we reported an operating cash flow of \$2.166 billion pesos, compared to \$5,393 million pesos in 2022. This difference was mainly due to income tax payments and higher working capital requirements.

On May, dividends from Sfera were received for \$196 million pesos. This marks the first dividend payment from this venture.

### XIV. Capital Expenditure

As of June 30<sup>th</sup>, 2023, Liverpool invested \$3.429 billion pesos in capital expenditure, 28.5% higher than the previous year. This figure represented 4.0% of the consolidated revenue. Of this amount, approximately 45% corresponds to the Plataforma Logística Arco Norte (PLAN), 19% to openings, and 18% to expansions and remodeling.

**XV. Dividends**

The Ordinary Stockholders' Meeting, held on March 16<sup>th</sup>, 2023, declared a dividend from the Net Tax Profit Account (CUFIN in Spanish), prior to 2013, of \$3.503 billion pesos (\$2.61 per share) on the 1,342,196,100 shares representing the Company's capital stock. The total amount of dividends represents 20.2% of net income for fiscal year 2022. Payments will be made beginning May 26<sup>th</sup> for \$2.107 billion (\$1.57 per share) and October 13<sup>th</sup> for \$1.396 billion (\$1.04 per share).

**XVI. Expansion, Initiatives, and Recent Events**

During the quarter there were no Liverpool or Suburbia store openings, efforts were rather focused on remodeling projects, which continue to progress according to plan.

On April 12<sup>th</sup>, we opened the first BYD showroom in Galerías Insurgentes in Mexico City. Meanwhile, on June 14<sup>th</sup>, we launched the first full-service agency in the Perisur Shopping Mall.

In June, our 2022 Integrated Annual Report was updated and now includes the Limited Assurance Report prepared by PricewaterhouseCoopers, S. C.. This report is available on our IR website. This project reaffirms our commitment to the sustainability strategy "La Huella de El Puerto de Liverpool".

Similarly, during this month, the Merco Talento ranking was presented, which evaluates more than 200 companies based on their reputation and recruitment rate in the country. El Puerto de Liverpool was recognized as the best company in the Self-Service and Retail sector for attracting and retaining talent in Mexico, as well as one of the 30 most attractive companies in the country.

**XVII. Analyst Coverage**

In compliance with the Mexican Securities Market Law, the Company hereby discloses the 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
Bradesco BBI	JP Morgan	
BTG Pactual	Morgan Stanley	

### XVIII. Company Profile

El Puerto de Liverpool, S.A.B. de C.V.: (as of June 30<sup>th</sup>, 2023)

Liverpool Stores:	124	1,800,919 m2
Liverpool Express	10	2,428 m2
Suburbia Stores:	180	656,242 m2
Shopping Centers:	28	610,814 m2
Boutiques:	112	72,415 m2

### XIX. Credit Cards

Number of cards	2Q22	2Q23	VAR %
Liverpool Cards	5,054,161	5,441,368	7.7%
Suburbia Cards	1,215,467	1,488,734	22.5%

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## Annexes

Cash Flow as of June 30<sup>th</sup>, 2023

	CUMULATIVE		2Q	
	2023	2022	2023	2022
<b>Operating income</b>	<b>11,263.9</b>	<b>10,202.9</b>	<b>7,378.1</b>	<b>6,530.7</b>
Depreciation and amortization	2,627.9	2,509.9	1,324.6	1,253.0
<b>EBITDA</b>	<b>13,891.8</b>	<b>12,712.8</b>	<b>8,702.7</b>	<b>7,783.7</b>
Interests	(1,423.3)	(1,477.3)	(983.2)	(970.9)
Taxes	(5,094.2)	(5,065.1)	(3,385.4)	(1,752.2)
<i>Working capital</i>	<i>(7,863.3)</i>	<i>(6,908.3)</i>	<i>(3,399.9)</i>	<i>(1,361.0)</i>
Clients	420.4	1,292.2	(5,471.1)	(4,191.3)
Inventories	(2,874.7)	(5,669.3)	268.9	(2,873.4)
Suppliers	(5,408.9)	(2,531.1)	1,802.3	5,703.7
Other	(1,539.5)	(169.3)	1,231.3	1,693.0
<b>Cashflow from operations</b>	<b>(2,028.5)</b>	<b>(907.1)</b>	<b>2,165.5</b>	<b>5,392.6</b>
Capex	(3,428.7)	(2,668.2)	(2,314.7)	(1,576.6)
<b>Cash flow before dividends</b>	<b>(5,457.2)</b>	<b>(3,575.3)</b>	<b>(149.2)</b>	<b>3,816.0</b>
Dividends	(2,106.6)	(2,375.3)	(2,106.6)	(1,368.8)
<b>Cashflow</b>	<b>(7,563.8)</b>	<b>(5,950.6)</b>	<b>(2,255.7)</b>	<b>2,447.2</b>
Paid Loans	-	(1,900.0)	-	-
Other Investment	81.7	(9.2)	137.8	-
Lease liabilities	(1,232.9)	(1,078.2)	(619.9)	(533.2)
<b>Increase / (Decrease)</b>	<b>(8,715.0)</b>	<b>(8,937.9)</b>	<b>(2,737.9)</b>	<b>1,914.0</b>

Balance Sheet as of June 30<sup>th</sup>, 2023

Million Pesos	2023	2022	Dif	% vs AA
Cash / cash equivalent	15,801.2	23,556.9	(7,755.7)	(32.9%)
Loan portfolio	46,075.6	37,113.6	8,962.0	24.1%
Inventories	31,015.4	28,789.7	2,225.7	7.7%
Nordstrom Investment	5,526.4	0.0	5,526.4	100.0%
Unicomer Investment	7,421.5	6,664.9	756.6	11.4%
Other Investment in Associates	2,415.3	2,216.9	198.4	8.9%
Fixed assets	56,363.9	53,205.1	3,158.8	5.9%
Investment properties	24,468.2	22,883.9	1,584.3	6.9%
Right of use assets	12,345.5	11,453.2	892.3	7.8%
Other	31,903.7	32,341.6	(437.9)	(1.4%)
<b>Total Assets</b>	<b>233,336.8</b>	<b>218,225.8</b>	<b>15,111.0</b>	<b>6.9%</b>
Suppliers	27,789.0	27,046.8	742.1	2.7%
Short term loans	0.0	1,500.0	(1,500.0)	(100.0%)
Long term loans	27,167.9	29,558.9	(2,391.0)	(8.1%)
Lease liabilities	13,777.4	12,632.6	1,144.8	9.1%
Other liabilities	28,982.5	24,288.3	4,694.2	19.3%
<b>Total Liabilities</b>	<b>97,716.8</b>	<b>95,026.7</b>	<b>2,690.2</b>	<b>2.8%</b>
<b>Stockholders' equity</b>	<b>135,620.0</b>	<b>123,199.1</b>	<b>12,420.9</b>	<b>10.1%</b>

**Consolidated Income Statement**  
**As of June 30<sup>th</sup>, 2023**  
**Millions of Pesos**

	QUARTER			YTD		
	2Q2023	2Q2022	% VAR.	2023	2022	% VAR.
<b>Commercial Income</b>	<b>42,302.0</b>	<b>38,523.6</b>	<b>9.8</b>	<b>75,255.1</b>	<b>67,074.0</b>	<b>12.2</b>
<b>Leasing Income</b>	<b>1,282.6</b>	<b>877.7</b>	<b>46.1</b>	<b>2,315.2</b>	<b>1,758.0</b>	<b>31.7</b>
<b>Interest Income</b>	<b>4,002.6</b>	<b>3,158.9</b>	<b>26.7</b>	<b>7,586.3</b>	<b>5,975.0</b>	<b>27.0</b>
<b>Total Income</b>	<b>47,587.1</b>	<b>42,560.2</b>	<b>11.8</b>	<b>85,156.6</b>	<b>74,806.9</b>	<b>13.8</b>
COGS	(28,761.4)	(25,876.1)	11.2	(51,114.1)	(45,114.2)	13.3
<b>Commercial Gross Profit</b>	<b>13,540.6</b>	<b>12,647.5</b>	<b>7.1</b>	<b>24,141.1</b>	<b>21,959.7</b>	<b>9.9</b>
<b>Commercial Margin</b>	32.0 %	32.8 %	(0.8 p.p)	32.1%	32.7%	(0.7 p.p)
<b>Net Gross Profit</b>	<b>18,825.8</b>	<b>16,684.2</b>	<b>12.8</b>	<b>34,042.6</b>	<b>29,692.7</b>	<b>14.6</b>
Gross Margin	39.6 %	39.2 %	0.4 p.p.	40.0%	39.7%	0.3 p.p.
<b>Operating expenses without depreciation, overdue accounts and one time provisions</b>	<b>(9,239.2)</b>	<b>(8,373.6)</b>	<b>10.3</b>	<b>(18,864.1)</b>	<b>(16,721.8)</b>	<b>12.8</b>
<b>Provisions for overdue accounts</b>	<b>(883.8)</b>	<b>(526.8)</b>	<b>67.8</b>	<b>(1,286.7)</b>	<b>(258.1)</b>	<b>398.5</b>
<b>EBITDA Expenses</b>	<b>(10,123.1)</b>	<b>(8,900.4)</b>	<b>13.7</b>	<b>(20,150.8)</b>	<b>(16,979.9)</b>	<b>18.7</b>
Depreciation & Amortization	(1,324.6)	(1,253.0)	5.7	(2,627.9)	(2,509.9)	4.7
<b>Net Operating Expenses</b>	<b>(11,447.7)</b>	<b>(10,153.5)</b>	<b>12.7</b>	<b>(22,778.7)</b>	<b>(19,489.8)</b>	<b>16.9</b>
<b>Consolidated Operating Income</b>	<b>7,378.1</b>	<b>6,530.7</b>	<b>13.0</b>	<b>11,263.9</b>	<b>10,202.9</b>	<b>10.4</b>
Consolidated EBITDA	<b>8,702.7</b>	<b>7,783.7</b>	<b>11.8</b>	<b>13,891.8</b>	<b>12,712.8</b>	<b>9.3</b>
Consolidated EBITDA Margin	18.3 %	18.3 %	(0.0 p.p)	16.3%	17.0%	(0.7 p.p)
<b>Financing expense</b>	<b>(586.9)</b>	<b>(540.5)</b>	<b>8.6</b>	<b>(1,053.9)</b>	<b>(1,090.3)</b>	<b>(3.3)</b>
<b>Foreign exchange gain</b>	<b>(357.7)</b>	<b>172.4</b>	<b>(307.5)</b>	<b>(917.7)</b>	<b>(95.1)</b>	<b>865.0</b>
<b>Profit before income tax</b>	<b>6,433.5</b>	<b>6,162.6</b>	<b>4.4</b>	<b>9,292.2</b>	<b>9,017.5</b>	<b>0.0</b>
Income Tax	(1,852.5)	(1,841.1)	0.6	(2,644.2)	(2,568.2)	3.0
Effective Rate	28.8 %	29.9 %		28.5 %	28.5 %	
<b>Net Income before Investment in Associates</b>	<b>4,581.0</b>	<b>4,321.5</b>	<b>6.0</b>	<b>6,648.0</b>	<b>6,449.2</b>	<b>3.1</b>
<b>Investment in Associates</b>	<b>123.3</b>	<b>154.6</b>	<b>(20.2)</b>	<b>202.4</b>	<b>261.9</b>	<b>(22.7)</b>
<b>Net Income</b>	<b>4,704.4</b>	<b>4,476.2</b>	<b>5.1</b>	<b>6,850.4</b>	<b>6,711.2</b>	<b>2.1</b>
<b>Non-controlling Net Income</b>	<b>2.4</b>	<b>2.4</b>	<b>(0.5)</b>	<b>5.6</b>	<b>5.8</b>	<b>(3.2)</b>
<b>Controlling Net Income</b>	<b>4,702.0</b>	<b>4,473.8</b>	<b>5.1</b>	<b>6,844.8</b>	<b>6,705.4</b>	<b>2.1</b>