







# EL PUERTO DE LIVERPOOL REPORTS 4.4% QUARTERLY **REVENUE GROWTH**

Mexico City, Mexico, October 21, 2025 - El Puerto de Liverpool S.A.B. de C.V. (BMV: LIVEPOL) announced its results for the third quarter of 2025.

During the third quarter, El Puerto de Liverpool reported consolidated revenue growth of 4.4%. By segment, Retail revenue increased 2.9%, Financial Services grew 15.7%, and Real Estate expanded 7.3%.

Commercial segment grew by 2.9%. "La Gran Barata" event, successfully cleared old inventory and supported margin improvements. Meanwhile, the "Back to School" promotion faced challenges due to cautious consumers, while the "Mid-Season Sale" had mixed results. Top categories included Sporting Shoes, Mattresses, Home Appliances, and Cosmetics, while apparel was somewhat below expectations. Despite industry headwinds, Liverpool's Same-Store-Sales (SSS) increased 1.9%, while Suburbia's grew 4.0%.

The retail margin, excluding logistics costs, showed an improvement compared to 1H25, driven by a less aggressive promotional activity, favorable foreign exchange rate, and enhanced inventory management. The overall margin, including logistics, was 31.0%, declining 223 basis points due to margin pressure, one-time logistics expenses, and higher overall logistics costs.

Inventories increased by 15.8% year over year. We remain committed to our strategy of ensuring sufficient merchandise for the year-end closing season. Obsolete inventory remains at acceptable levels.

During the quarter, Financial Services revenue increased by 15.7%, driven primarily by 13.3% growth in the credit portfolio. The number of cardholders continued to grow, reaching 8.2 million, reflecting a sustained expansion in the customer base.

The Non-Performing Loan (NPL) ratio stood at 4.4%, representing an increase of 34 basis points (bps) compared to Q3 2024. This fluctuation is consistent with our strategy of expanding our risk appetite. During this period, a more conservative approach was adopted in our provisioning policy, increasing the coverage ratio by **63 bps** to reach **10.7%** of the gross portfolio.

Consequently, the provision for bad debts amounted to \$1,359 million pesos, representing an increase of 30.4% compared to the same quarter last year. It is important to note that the net effect on earnings was positive, as the increase in provisions was fully offset by higher revenue in financial services.

In the Real Estate segment, revenue increased by 7.3%. This growth was supported by improved rental income, the continued recovery of operations at Galerías Acapulco, revenue from the Galerías Metepec expansion, and an increase in traffic, among other factors.

# El Puerto de Liverpool.











Operating expenses increased by 11.5%, primarily due to pressure from minimum wage adjustments, which affect both our payroll expenses and labor-intensive services, as well as the previously mentioned increase in the provision for bad debts.

EBITDA decreased by 14.8%, reaching a margin of 13.3%, which represents a decline of 298 basis points compared to the previous year. The Net Debt / EBITDA (LTM) leverage ratio stood at 0.79x at the close of the quarter.

During the quarter, Nordstrom, Inc. contributed positively to the Company's results under Results from Associates by \$1,141 million.

Net Income for the quarter was \$3,953 million, representing a 10.5% reduction year-over-year.

Cumulative CAPEX, including real estate trusts, reached \$6,659 million pesos. Capital investments continue at the expected pace.

#### **EVOLUTION OF OUR DIGITAL ECOSYSTEM**

Total **GMV** increased by **21.9%** compared to the previous year.

Liverpool achieved a digital share of 28.3%, an increase of 345 basis points. The Liverpool Pocket App experienced a 12.9% increase in the number of active users.

Suburbia recorded a 34.7% increase in total GMV, while its digital share reached 6.9%, an increase of 158 basis points. Active users of the Suburbia App reflected a **13.5%** increase.

Marketplace GMV grew 27.6%, showing sequential growth compared to the 20.7% growth reported in 1H25. Increases in SKUs and number of Sellers were 35.9% and **18.0%**, respectively.

Click & Collect increased its share by 57 basis points year-over-year, representing **39.6%** of Liverpool's total orders.

51.3% of Liverpool's digital orders were delivered within 48 hours. Moreover, direct store deliveries for Liverpool reached 38.0%, an increase of 1.8 percentage points compared to the same quarter last year.











## **EXPANSIONS, INITIATIVES, AND RECENT EVENTS**

The migration of the most complex parts, approximately three-quarters of the operation, to our new Arco Norte softline logistics facility is now complete. Cross-dock local suppliers have been fully migrated, with all sorters and equipment functioning properly. In the coming months, we will transfer all other operations to finalize the migration. 3Q figures include approximately \$299 million in one-time expenses, related to transition costs.

As of the date of this report, we opened **7 Liverpool Express**, reaching a total of 59 locations.

We inaugurated seven Livestore boutiques as of the date of this report. This new concept integrates the Apple ecosystem offering a meeting point between cutting-edge technology and personalized service.

City	Location	Opening
Apatzingán, Michoacán	Paseo Akia	July 17th, 2025
Lomas de Tarango, CDMX	Portal Centenario	August 1st, 2025
Valle de Chalco, Estado de México	Patio Chalco	August 21st, 2025
Santiago de Querétaro, Querétaro	Portal Querétaro	September 25th, 2025
Mérida, Yucatán	Patio Mérida	October 2nd, 2025
Santa Fe, CDMX	Patio Santa Fe	October 9th, 2025
Villahermosa, Tabasco	Patio Tabasco	October 16th, 2025

We expanded our partnership with The Walt Disney Company to open standalone Disney Stores in Mexico. We have inaugurated the first standalone Disney Stores in Latin America in the Perisur and Galerías Metepec shopping centers, on August 22nd and September 5th, respectively. These stores will complement the existing Disney corners within our stores.

We have welcomed Fabletics, with 4 store openings in Galerías Metepec, Centro Comercial Santa Fe, The Park San Luis Potosí, and Santa Anita in Guadalajara. Fabletics' introduces a fresh approach to sports fashion retail with an athleisure concept that redefines style, comfort, and well-being.

Our credit cards are celebrating 100 years of history. We are proud to be the first to offer department store credit in Mexico, providing a wide variety of financial products and remaining at the forefront of technology and security development.

The expansion of Galerías Metepec was inaugurated on August 21st, exceeding an 80% occupancy. This is the largest lineal shopping center in our portfolio, now spanning nearly 98,000 square meters, effectively doubling the leasable space. This expansion is expected to generate an annual foot traffic of more than two million visitors. The investment of approximately \$2,800 million pesos provides











customers with enhanced experiences through 270 diverse retail spaces, including fashion, entertainment, and a variety of culinary options.

Perisur is celebrating 45 years, having been the Group's first shopping center and an icon of Mexico City. To date, it has welcomed over 200 million visitors, spanning over three generations.

On March 18, 2025, the Ordinary Stockholders' Meeting announced that a dividend of \$3,959 million pesos (\$2.95 per share) will be paid from the Net Tax Profit Account (CUFIN) before 2013, on the 1,342,196,100 shares representing the Company's capital stock. The total amount distributed represents 17.1% of the net profit for fiscal year 2024. The dividend will be paid in two installments. The first payment of \$2,376 million (\$1.77 per share) was made on May 23, and the next payment of \$1,583 million (\$1.18 per share) was made on October 10.

On August 11th, Standard & Poor's (S&P) reaffirmed El Puerto de Liverpool's rating at 'BBB' for foreign currency, maintaining a Stable Outlook. On October 15th, S&P also reaffirmed the company's ratings on its national scale at 'mxAAA/mxA-1+' with a Stable Outlook.

Liverpool made notable progress in Expansión Magazine's Empresas Responsables 2025 Ranking, ranking 53rd overall. The biggest leap was in the Social component, rising from 79th to 17th place, validating our investment in people and policies.









### **ANALYST COVERAGE**

In compliance with the Mexican Securities Market Law, the Company discloses the list of Financial Institutions and Groups that analyze its financial and operating performance.

Actinver	Bank of America	Banorte	Barclays	BBVA
Bradesco BBI	BTG Pactual	Citigroup	GBM	Goldman Sachs
HSBC	Itaú BBA	JP Morgan	Morgan Stanley	Santander
Scotiabank	UBS			

### **COMPANY PROFILE**

The Company has the following stores and shopping centers as of September 30, 2025:

	Loca	tions	GLA	(m2)
	3Q25	3Q24	3Q25	3Q24
Liverpool	125	124	1,808,745	1,808,487
Liverpool Express	59	33	8,081	5,150
Suburbia	194	188	688,385	678,278
Boutiques	135	120	85,672	77,693
Shopping Centers	30	30	1,016,400	921,955

### **EARNINGS CALL**

Our quarterly results conference call for 3Q25 will be held on Wednesday, October 22nd, at 9:00 AM (Mexico City Time). For additional information and connection details, please visit <u>www.elpuertodeliverpool.mx</u>

### **INVESTORS' CONTACT DETAIL**

Enrique M. Griñán G.	Nidia I. Garrido M.
emgrinang@liverpool.com.mx	nigarridom@liverpool.com.mx
+52 55 9156 1042	+52 55 9156 1397
	emgrinang@liverpool.com.mx

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











### **INCOME STATEMENT**

(Figures expressed in millions of pesos)

	NOTES	QUARTER		YTD		D	CUC W
	NOTES	3Q25	3Q24	- CHG %	2025	2024	CHG %
Liverpool and Boutiques	1	35,409	34,524	2.6	112,086	105,497	6.2
Suburbia	1	5,221	4,949	5.5	15,853	14,636	8.3
Services and Others		698	672	3.8	2,156	2,014	7.0
Commercial Segment	1	41,327	40,145	2.9	130,096	122,148	6.5
Financial Business Segment	2	5,422	4,687	15.7	16,013	13,798	16.
Real Estate Segment	3	1,313	1,224	7.3	3,905	3,568	9.4
Total Income		48,062	46,055	4.4	150,013	139,513	7.5
Cost of Goods Sold		28,525	26,815	6.4	90,087	81,731	10.2
Retail Gross Profit		12,802	13,330	(4.0)	40,008	40,417	(1.0)
Retail Margin		31.0%	33.2%	(2.2 p.p)	30.8%	33.1%	(2.3 p.p)
Consolidated Gross Profit		19,537	19,241	1.5	59,926	57,782	3.7
Consolidated Gross Margin		40.6%	41.8%	(1.1 p.p)	39.9%	41.4%	(1.5 p.p)
Operating Expenses		11,792	10,706	10.1	35,251	32,078	9.9
Loan Loss Provision		1,359	1,042	30.4	4,180	3,013	38.7
Depreciation and Amortization		1,557	1,448	7.6	4,550	4,218	7.9
Total Operating Expenses		14,708	13,196	11.5	43,981	39,308	11.9
Operating Income (Loss)		4,828	6,045	(20.1)	15,944	18,474	(13.7)
EBITDA		6,386	7,493	(14.8)	20,495	22,691	(9.7)
EBITDA Margin		13.3%	16.3%	(3.0 p.p)	13.7%	16.3%	(2.6 p.p)
Financial Expenses	4	(1,058)	144	N.C.	(4,548)	187	N.C
Income Tax		(1,022)	(1,790)	(42.9)	(3,101)	(5,297)	(41.5)
Results from Associates	5	1,208	(7)	N.C.	1,278	141	806.4
Net Income		3,957	4,392	(9.9)	9,573	13,506	(29.1)
Controlling Net Income		3,953	4,415	(10.5)	9,561	13,493	(29.1)

## NOTES

1 Commercial Segment	3Q25	3Q24	CHG %	2025	2024	CHG %	
SSS Liverpool, Boutiques & Others	1.9%	7.6%	(5.7 p.p)	4.7%	6.7%	(2.0 p.p)	
SSS Suburbia	4.0%	7.6%	(3.6 p.p)	6.5%	9.3%	(2.8 p.p)	
SSS Department Stores ANTAD	6.7%	4.2%	2.5 p.p.	6.3%	5.8%	0.5 p.p.	

#### 2 Financial Business Segment

LIVERPOOL	3Q25	3Q24	CHG %	2025	2024	CHG %
Total Cards (Thousands)	6,190	5,877	5.3%	6,190	5,877	5.3%
Sales with our Payment Methods	50.7%	48.7%	200 bp	51.0%	49.1%	190 pb











SUBURBIA	3Q25	3Q24	CHG %	2025	2024	CHG %
Total Cards (Thousands)	1,970	1,782	10.5%	1,970	1,782	10.5%
Sales with our Payment Methods	35.3%	32.9%	240 bp	34.2%	32.3%	190 pb
EL PUERTO DE LIVERPOOL	3Q25	3Q24	CHG %			
Total Cards (Thousands)	8,160	7,659	6.5%			
Accounts past due over 90 days (%)	4.4%	4.1%	34 pb			
Portfolio Coverage Ratio	10.7%	10.1%	63 pb			
Net Portfolio (Millions of Pesos)	65,548	57,837	13.3%			
Bad Debt Reserves (Millions of Pesos)	7,042	5,849	20.4%			
Real Estate Segment	3Q25	3Q24	CHG %			
Occupancy	93.6%	94.4%	(80 bp)			
Financial Expenses	3Q25	3Q24	VAR %	2025	2024	VAR %
Net Financial Expenses	(1,058)	144	N.C.	(4,548)	187	N.C.

Q3 financial expenses increase due to the issuance of the \$1 billion bond in January 2025.

#### **5 Results from Associates**

NORDSTROM, INC.	May-Jul 25	May-Jul 24	CHG %
Consolidated Income <sup>1</sup>	4,089	3,894	5.0
Adjusted EBITDA Margin	9.9%	10.0%	(0.1 p.p)
Net Income <sup>2</sup>	129	122	5.7
Results from Associates <sup>3</sup>	1,141	N.A.	N.C.

<sup>1</sup> Figures expressed in millions of USD.









<sup>2</sup> Figures in millions of USD, excluding acquisition-related expenses and fair value of assets acquired and other standard accounting adjustments.

<sup>3</sup> Figures corresponding to the third quarter of fiscal year 2025 of El Puerto de Liverpool, in millions of pesos.

# Consolidated Balance Sheet as of September 30th, 2025

(Figures expressed in millions of pesos)

	NOTES	SEP 25	SEP 24	CHG \$	CHG %
Cash and Cash Equivalents	6	10,106	18,159	(8,053)	(44.3%)
Clients		58,506	51,988	6,518	12.5%
Inventories		48,681	42,021	6,660	15.8%
Fixed Assets		104,217	99,217	5,001	5.0%
Investments and Other Assets		78,375	53,739	24,636	45.8%
Total Assets		299,886	265,123	34,762	13.1%
Loans	7	41,030	29,157	11,874	40.7%
Suppliers		35,306	32,064	3,242	10.1%
Leases and Other Liabilities		50,916	44,947	5,968	13.3%
Total Liabilities		127,252	106,168	21,084	19.9%
Shareholder's Equity		172,633	158,955	13,678	8.6%

#### **NOTES:**

- 6 Cash and Cash Equivalents 53.0% is invested in foreign currency, mainly in USD.
- 7 Interest-bearing debt and Cash Flow

All dollar-denominated debt is hedged, covering principal and interest on bonds due prior to 2025. All of the debt is at a fixed rate, with a weighted average of 8.92%. The next maturity is \$9.642 billion pesos, scheduled for October 2026.











## **Cash Flow Statement**

(Figures expressed in millions of pesos)

	QUARTER		YTD			
	3Q25	3Q24	2025	2024		
Operating income	4,828	6,045	15,944	18,474		
Depreciation and amortization	1,557	1,448	4,550	4,218		
EBITDA	6,386	7,493	20,495	22,691		
Clients	3,380	2,672	6,095	5,258		
Inventories	(7,472)	(8,406)	(13,642)	(13,783)		
Suppliers	2,453	(438)	(2,924)	(5,781)		
Others	(415)	(1,983)	(9,800)	(7,219)		
Cashflow from operations	4,331	(662)	224	1,166		

#### **ANNEX**

#### **Capital Expenditure and Others**

	2025	VAR %
CAPEX (as of September 31st)	\$6,659 *	(18.8)
Logistics and IT Projects	31%	
Remodeling and expansions	33%	
Openings	11%	
Other Investments	25%	
% of Consolidated Income	4.4%	

<sup>\*</sup> Includes the investments in Real Estate trusts.







