



COMPANY PERSPECTIVE
EL PUERTO DE
LIVERPOOL

May 2025



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El Puerto de Liverpool is a top omnichannel retail group offering unique experiences and exceeding our customers' expectations by **combining digital channels and brick-and-mortar shopping experiences in Mexico.**

OUR INTEGRATED BUSINESS UNITS

Retail	Financial	Real Estate
124 Liverpool Stores	5.9 million Liverpool Credit Cards	30 Shopping Centers
46 Liverpool Express Stores	1.8 million Suburbia Credit Cards	92.4% Occupancy Rate
194 Suburbia Stores	\$56,133 Net Portfolio Balance	991 k sqmt GLA
126 Boutiques	3.7% NPLs Rate	+1,800 Tenants

REVENUE SHARE



STRENGTHENING OUR STRATEGY THROUGH



Leveraging our strongest assets such as our **brand, loyal customer base, brand and assortment, footprint,** and our **financial business capabilities.**

SOLID FINANCIAL PERFORMANCE

Total Revenue \$45,527 +10.4%	EBITDA \$5,484 -7.3%	EBITDA Margin 12.0% -230 bps	Net Debt / EBITDA 0.02x
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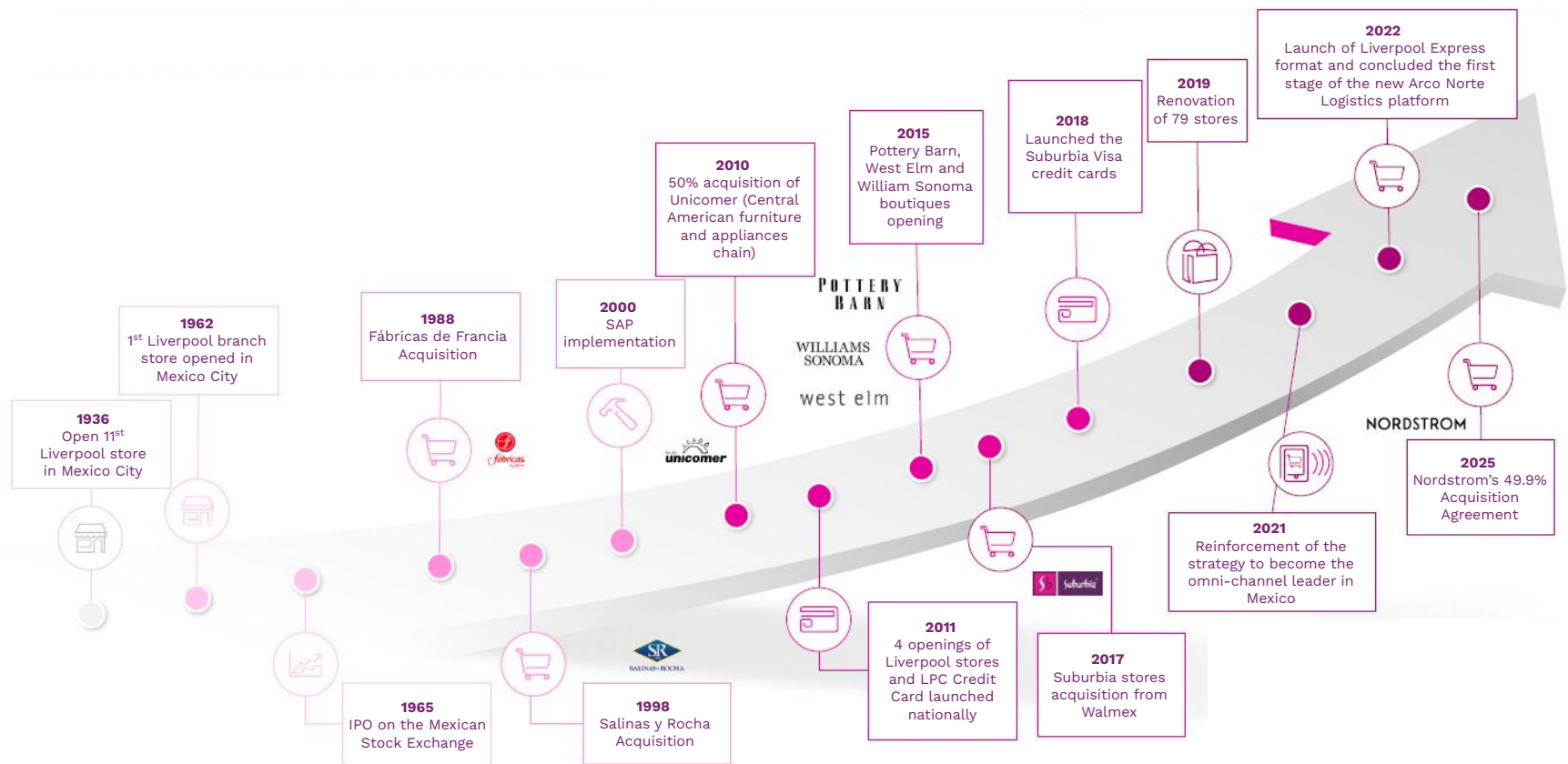
Top **omni-channel retailer** in Mexico.

Unique strategy and platform to offer the top shopping option for Mexican consumers, serving customers **everywhere, every day, for a lifetime.**

Strategic financial services and **high-quality** real estate businesses.

Robust financial position and **conservative policies** coupled with **flexibility to adapt** through economic cycles.

Strong corporate governance and **experienced** management team with a focus on sustainability.



EPL es parte de tu vida

We strive to become the top shopping option for **Mexican Shoppers** in all channels.

Our Key Objectives

01

Grow our
E-Commerce
Participation.

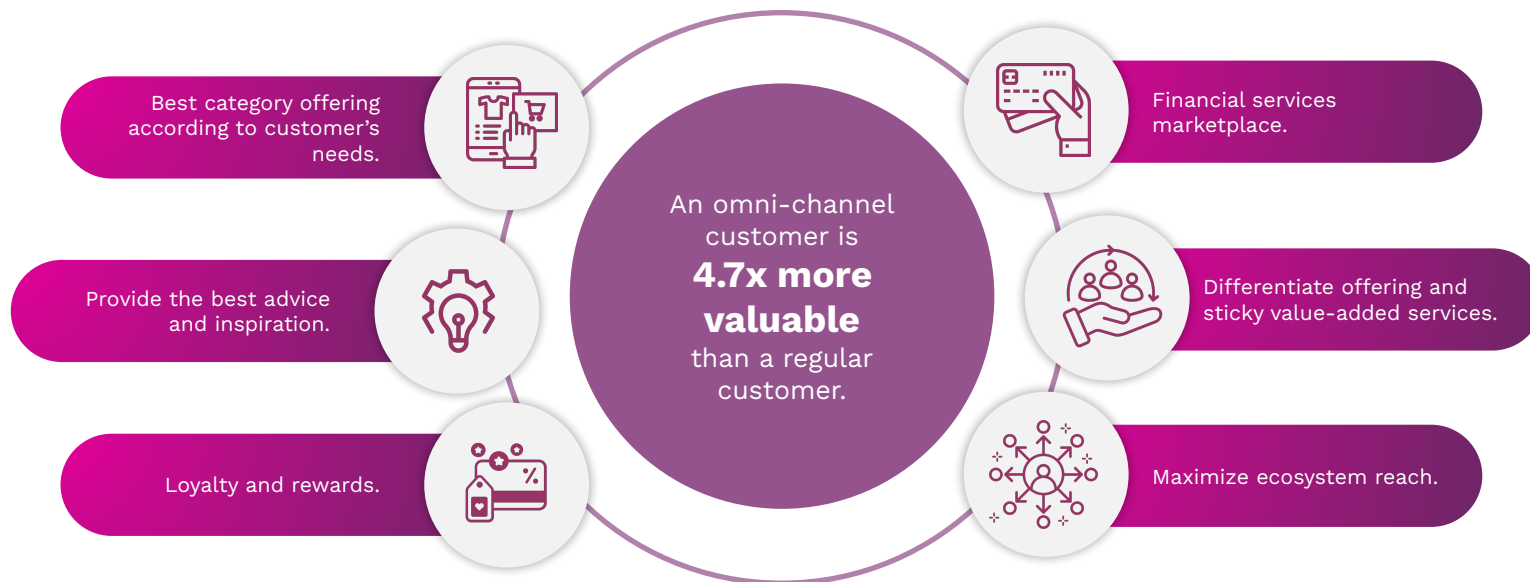
02

Become the
undisputable
leader in the
e-commerce
market.

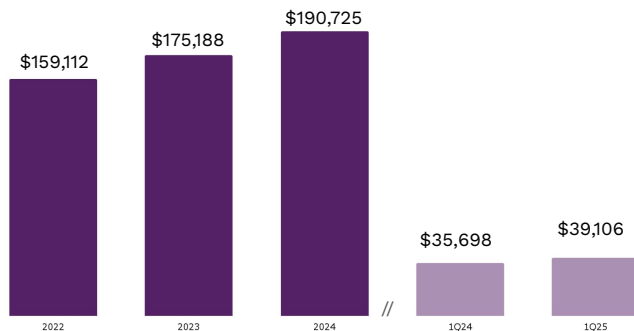
03

Create a
differentiated and
sticky experience
for **every customer**
journey.

HIGH-LEVEL INITIATIVES & TARGETS



CONSISTENT GROWTH OF RETAIL REVENUE



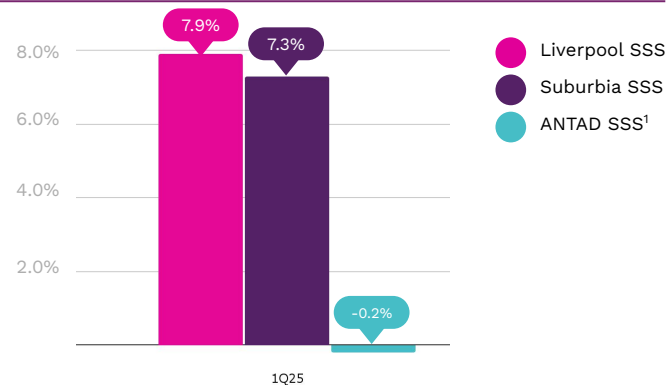
PARTNER OF INTERNATIONALLY RENOWNED BRANDS IN VARIOUS FORMATS IN 32 MEXICAN STATES, BOTH PHYSICAL AND ONLINE



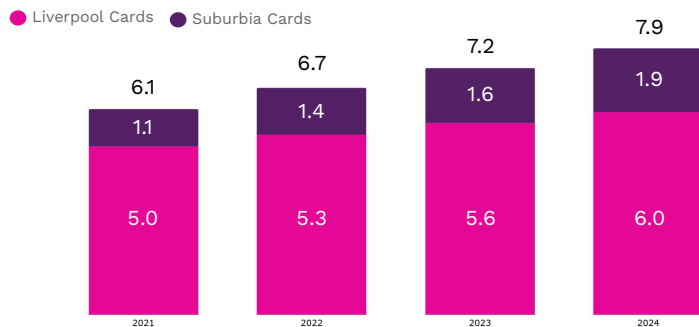
ONE OF MEXICO'S LARGEST ONLINE APPAREL RETAILERS



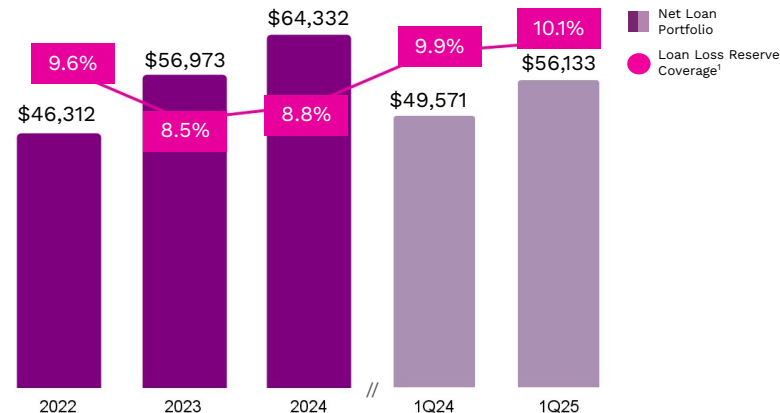
ONE OF MEXICO'S RETAIL OUTPERFORMING COMPANIES IN SAME-STORE-SALES



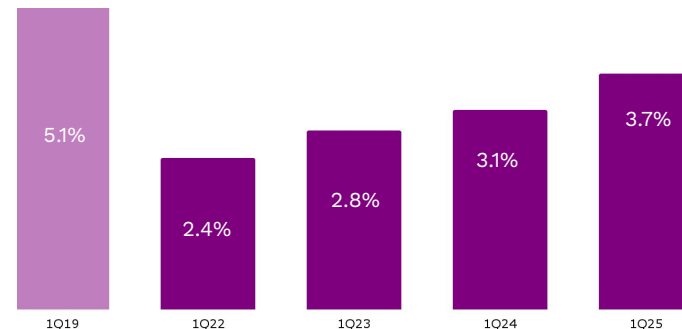
FINANCIAL DIVISION AS AN ENHANCEMENT TO BROADER SALES

CONSISTENT GROWTH IN CREDIT CARDS ISSUED²

EFFECTIVE CONTROLS

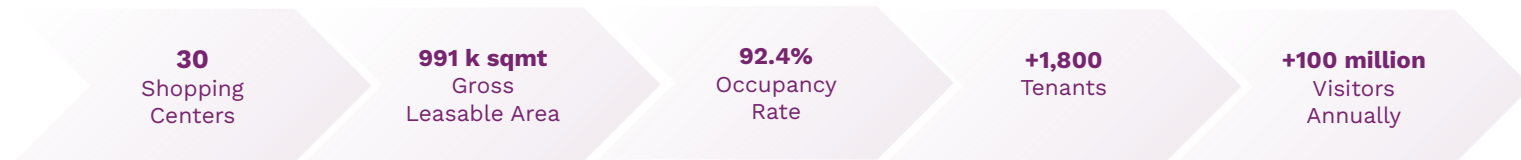


CONSISTENT NPLs LEVELS

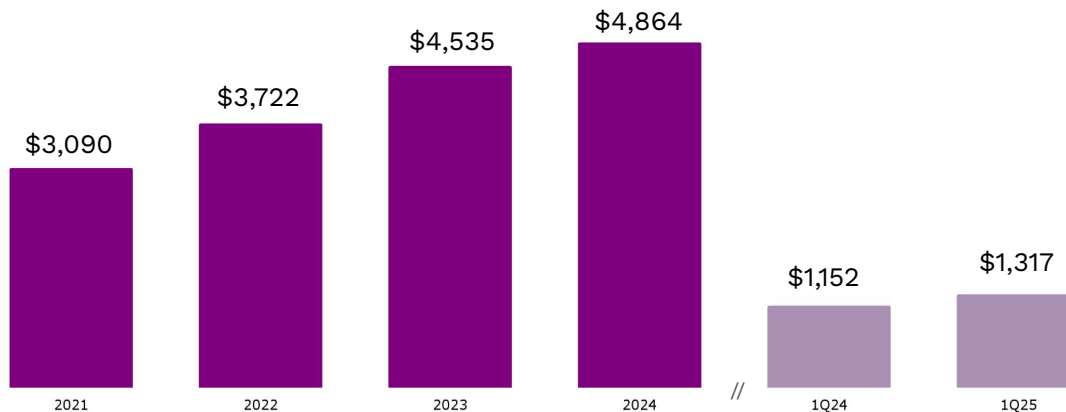


Figures expressed in millions of pesos unless expressed otherwise. | 1Q25 Figures. | Growth YoY. | ¹Loan Loss Reserve Coverage is calculated by dividing provision for impairment of loan portfolio by gross credits related to customer contracts. | ²Millions of issued cards.

Important source of revenue and a **strategic complement** to our commercial and services operations by providing **high-profile facilities** that attract **potential customers** to our department stores.

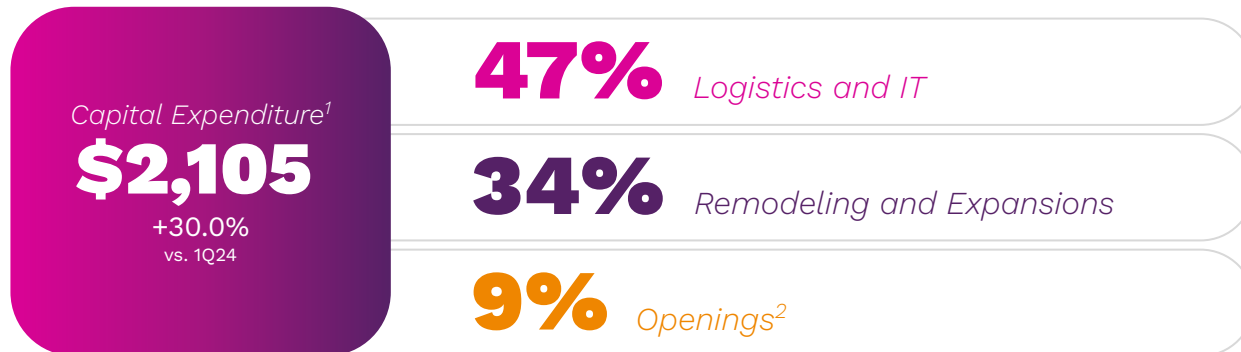


CONSISTENT GROWTH OF OUR REAL ESTATE BUSINESS REVENUE



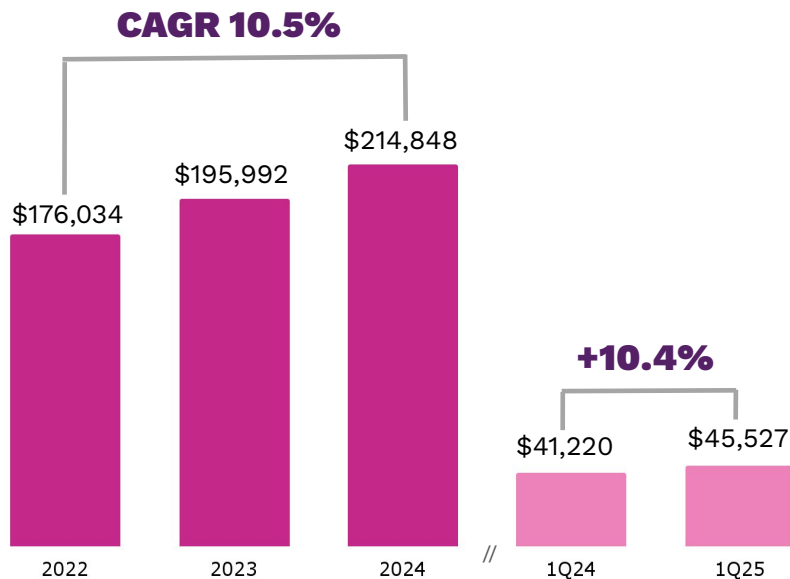
Figures expressed in millions of pesos unless expressed otherwise. | 1Q25 Figures.

Today, we stand as one of the **leading omni-channel retailers** in Mexico, one of the **largest non-bank credit card issuer** and one of the **top shopping center developers** in the country.

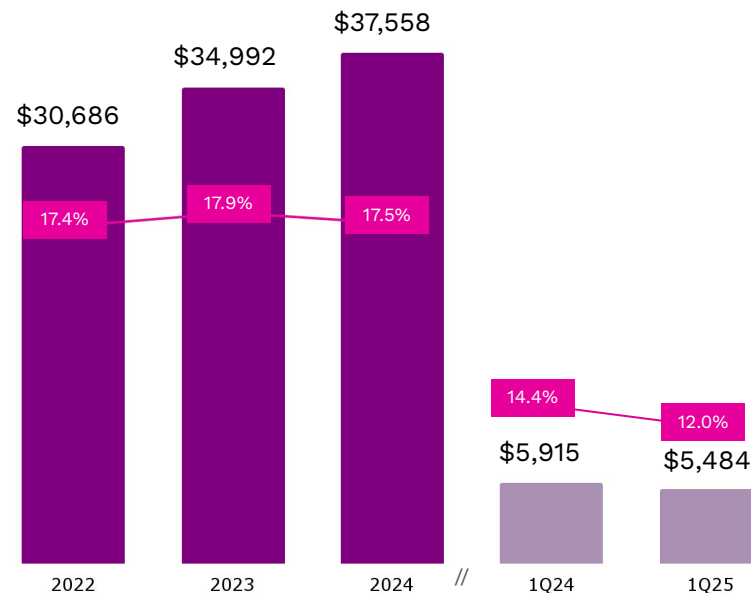


Liverpool benefits from a **healthy financial position** with **low leverage levels** and **high capitalization**.

HEALTHY REVENUE GROWTH

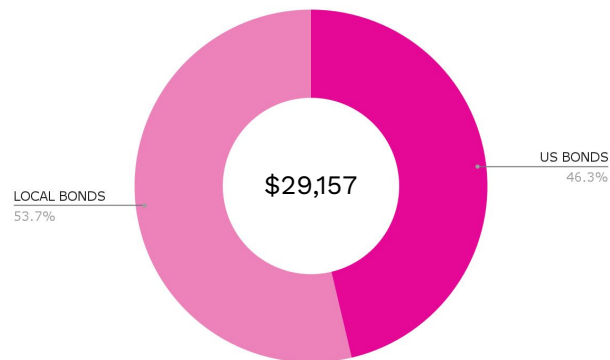


ROBUST EBITDA GROWTH AND STABLE MARGIN

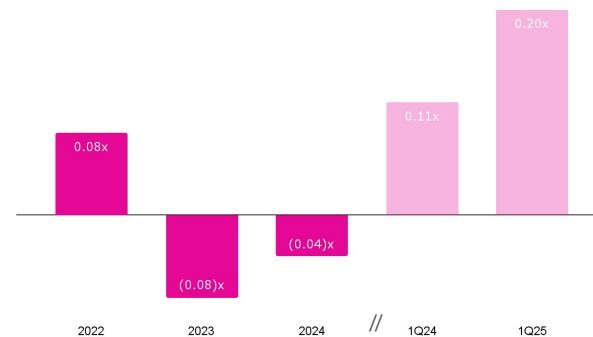


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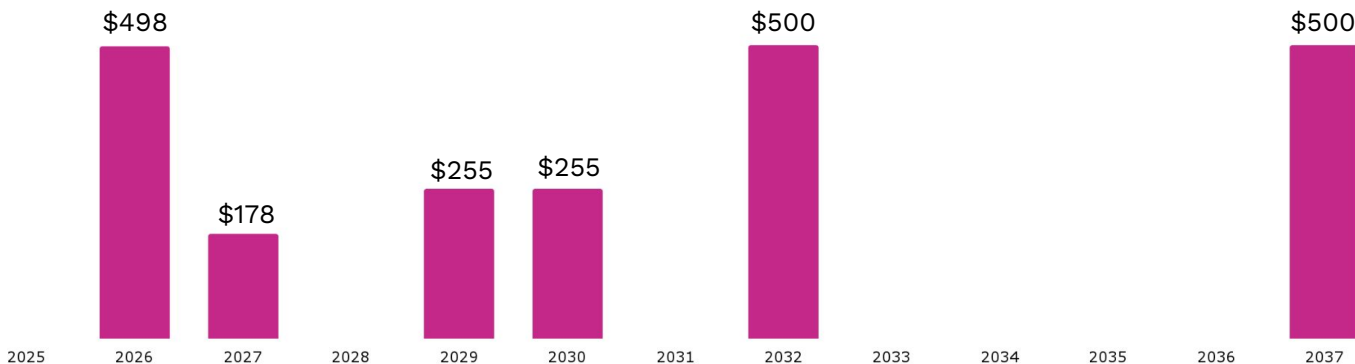
BALANCED BREAKDOWN OF DEBT



LOW NET LEVERAGE LEVELS



COMFORTABLE DEBT MATURITY PROFILE (US MM)

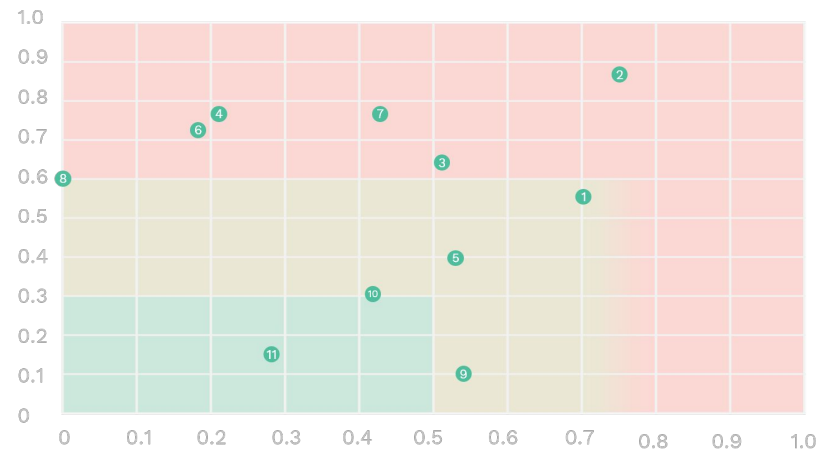


Figures expressed in millions of pesos unless expressed otherwise. | 1Q25 Figures.

OUR MODEL DRIVES AND INTEGRATES ENVIRONMENTAL, SOCIAL, AND CORPORATE GOVERNANCE INITIATIVES.

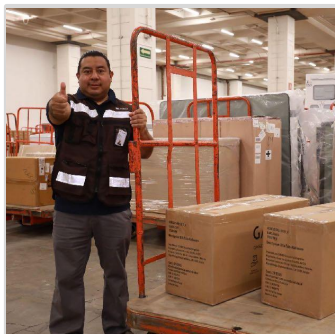


WE UPDATED OUR MATERIALITY MATRIX ANALYSIS TO EVALUATE MATERIAL TOPICS FROM FINANCIAL TO IMPACT MATERIALITY PERSPECTIVES



- 1. Business Ethics and Transparency
- 2. Human Capital
- 3. Cybersecurity
- 4. Corporate Governance
- 5. Climate Change
- 6. Supply Chain and Responsible sourcing
- 7. Operating Eco-efficiency
- 8. Risk Management
- 9. Customer Relations
- 10. Community Engagement
- 11. Biodiversity

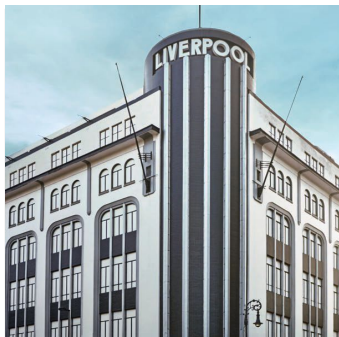
Selected recipient of the “**2025 Innovation Leadership Award**” by **The World Retail Forum**.



Ranked **4th** among **Mexican companies** out of 13 included in the “**World’s Best Companies for Sustainable Growth**” ranking.



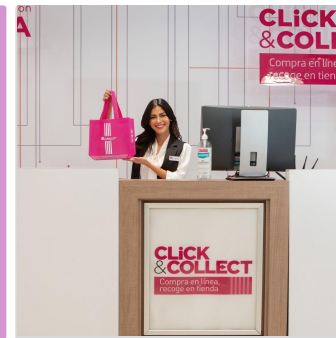
58 points S&P Global 2024
(+12 points vs 2023)
Ranked in the **98th** percentile among the **top 500** retailers worldwide.



Ranked **16th** in “**Employers for Youth 2024 Ranking**” as “**Best Companies for Professional Women Under 35**”.




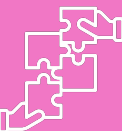




In “**LinkedIn Top Companies Mexico**” ranking, achieved **19th** among the best companies for professional advancement.



3rd consecutive year included in the **S&P/BMV Total México ESG Index**.

Named **SDG Pioneer** by the UN Global Compact in 2024, amongst **8 of the best** class companies in the **world**.

		
<p>Liverpool Openings 2 stores¹</p>	<p>Digital GMV Growth 15.0% - 17.0%</p>	<p>EBITDA Margin 16.0% - 16.5%</p>
<p>Liverpool Express Openings 20 - 25 new stores</p>	<p>Marketplace GMV Growth 19.0% - 21.0%</p>	
<p>Same-Store-Sales 5.0% - 6.0%</p>		<p>CAPEX \$10 - \$11 billion pesos</p>
	<p>Net Loan Portfolio Growth 8.0% - 9.0%</p>	
<p>Suburbia Openings 3 new stores</p>	<p>Non-Performing Loans (NPLs) 3.8% - 4.1%</p>	
<p>Same-Store-Sales 7.0% - 8.0%</p>	<p>NPLs Provision Growth 21.0% - 24.0%</p>	

¹Includes a re-opening and conversion from a current Suburbia location.



THANK YOU!

For further financials and contact information please visit
www.elpuertodeliverpool.mx/en/index.html

