



 **Liverpool**

COMPANY PERSPECTIVE
EL PUERTO DE
LIVERPOOL

March 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
40 Liverpool Express Stores	1.8 million Suburbia Credit Cards	92.3% Occupancy Rate
194 Suburbia Stores	\$64,332 Net Portfolio Balance	717 k sqmt GLA
124 Boutiques	3.2% 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 \$214,848 +9.6%	EBITDA \$37,558 +7.6%	EBITDA Margin 17.5% -40 bps	Net Debt / EBITDA -0.03x
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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.

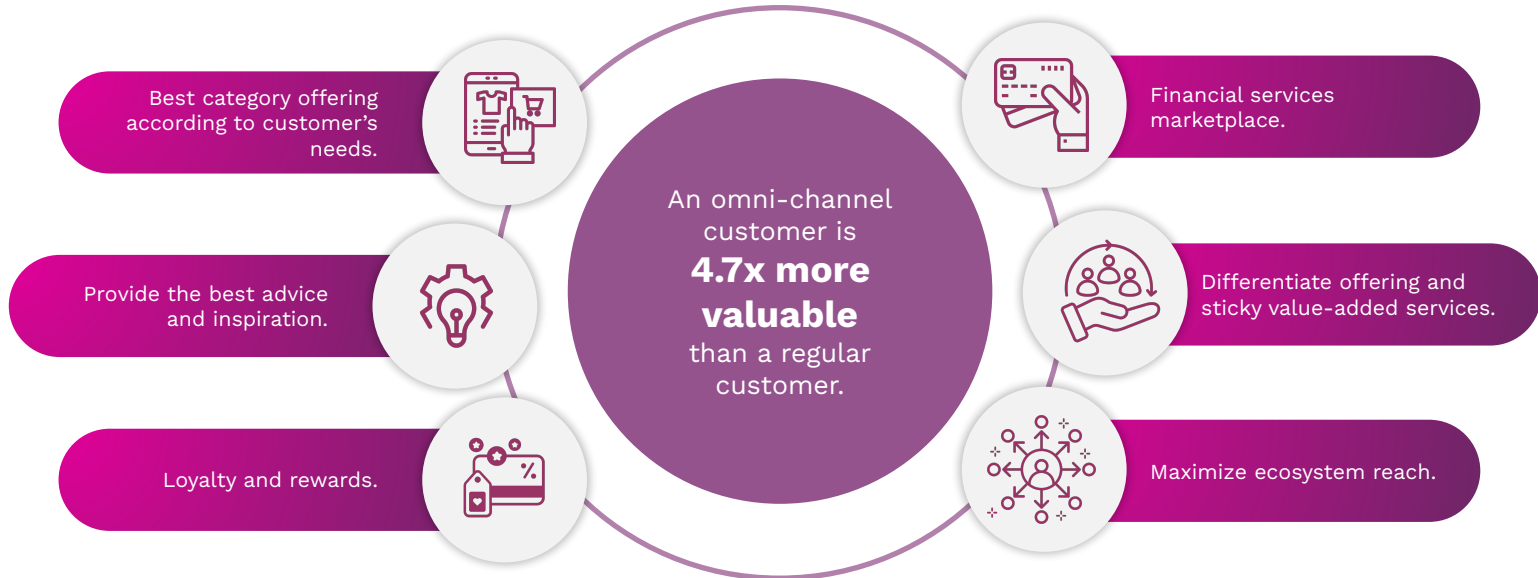
02

Become the undisputable leader in the **e-commerce market**.

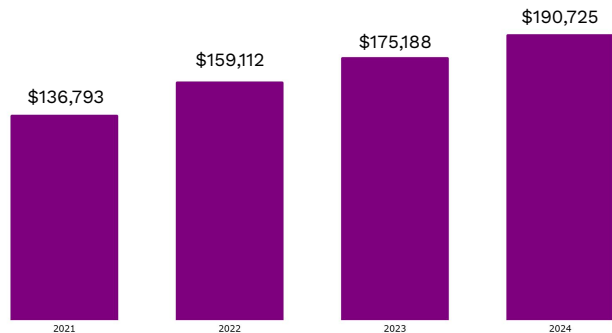
03

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

HIGH-LEVEL INITIATIVES & TARGETS



CONSISTENT GROWTH OF RETAIL REVENUE



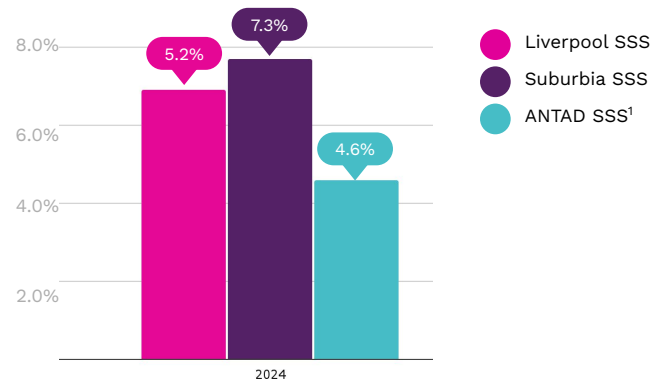
PARTNER OF INTERNATIONALLY RENOWNED BRANDS IN VARIOUS FORMATS IN 32 MEXICAN STATES, BOTH PHYSICAL AND ONLINE



ONE OF MEXICO'S LARGEST ONLINE APPAREL RETAILERS



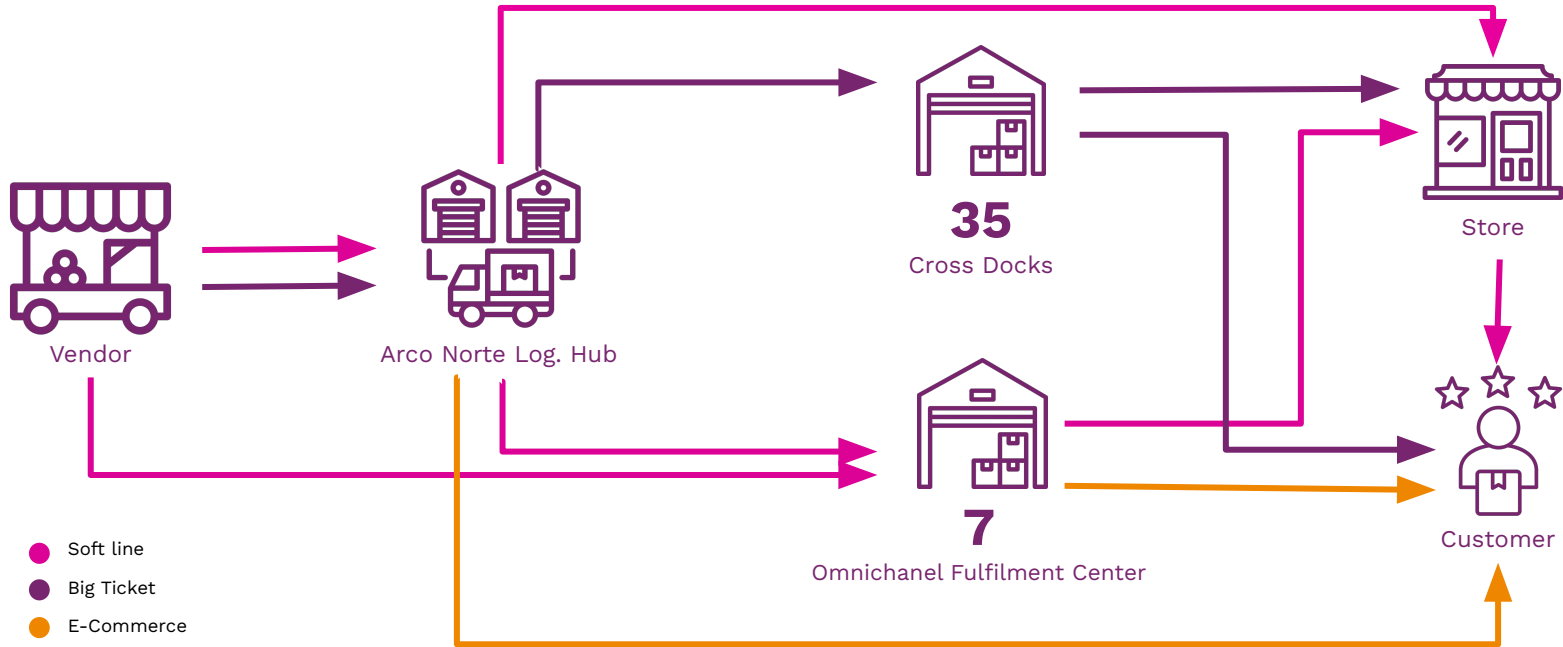
ONE OF MEXICO'S RETAIL OUTPERFORMING COMPANIES IN SAME-STORE-SALES



Figures expressed in millions of pesos unless expressed otherwise. | FY 2024 Figures. | Growth YoY. | ¹ANTAD Department Stores data.



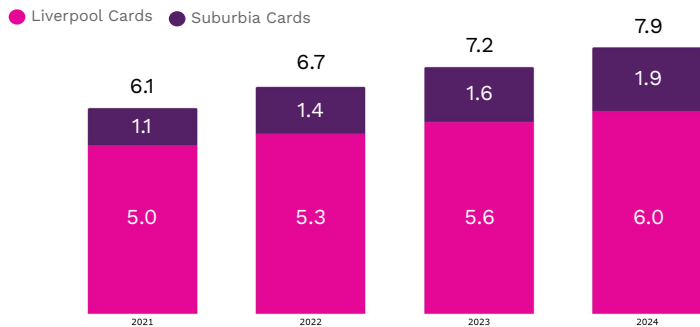
Unique strategy and platform to offer the top shopping option for Mexican consumers with a top-logistical network.
 Customer **expectations** have **changed**, and our **supply chain has evolved** to best serve our customers.



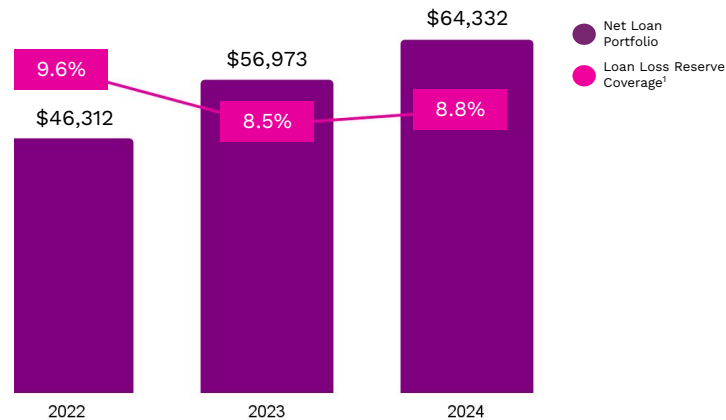
FINANCIAL DIVISION AS AN ENHANCEMENT TO BROADER SALES



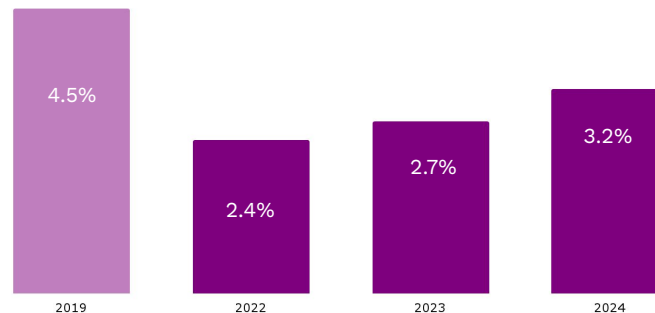
CONSISTENT GROWTH IN CREDIT CARDS ISSUED²



EFFECTIVE CONTROLS

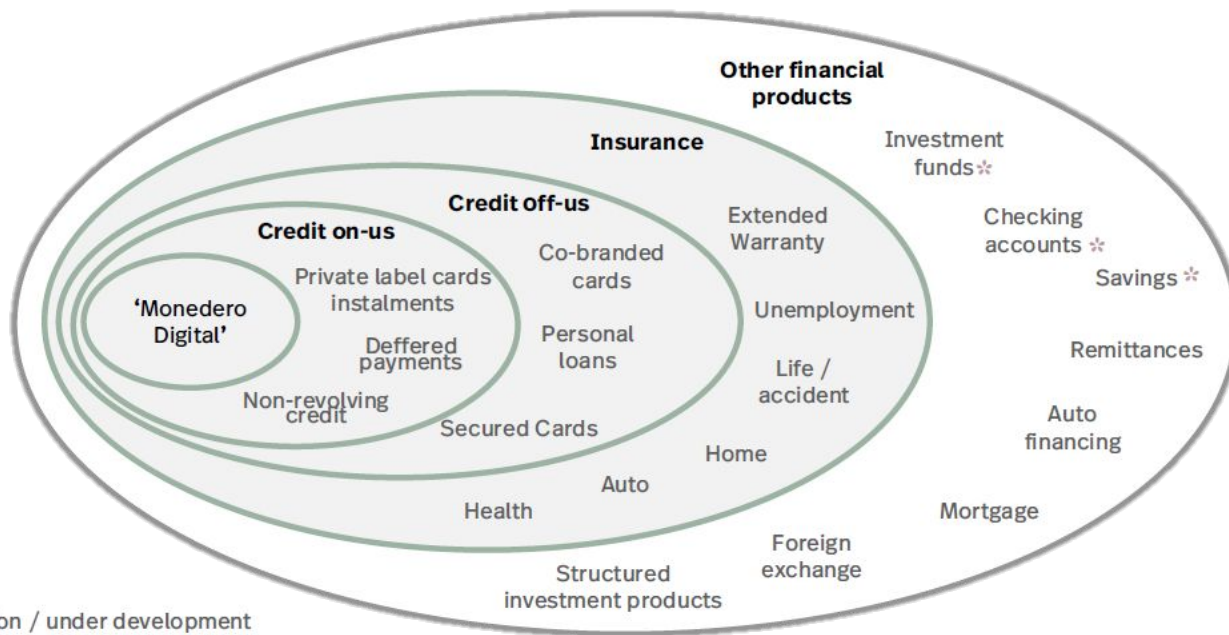


CONSISTENT NPLs LEVELS



Figures expressed in millions of pesos unless expressed otherwise. | FY 2024 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.

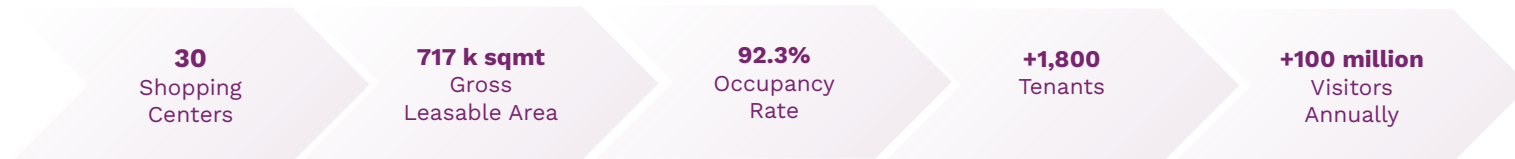
By expanding our ecosystem, it brings us **benefits** such as **complementing** our ecosystem, increases **visit frequency**, provides **customer insights**, sets the foundation for **future retail and credit offering**, and leverages our **omnichannel presence**.



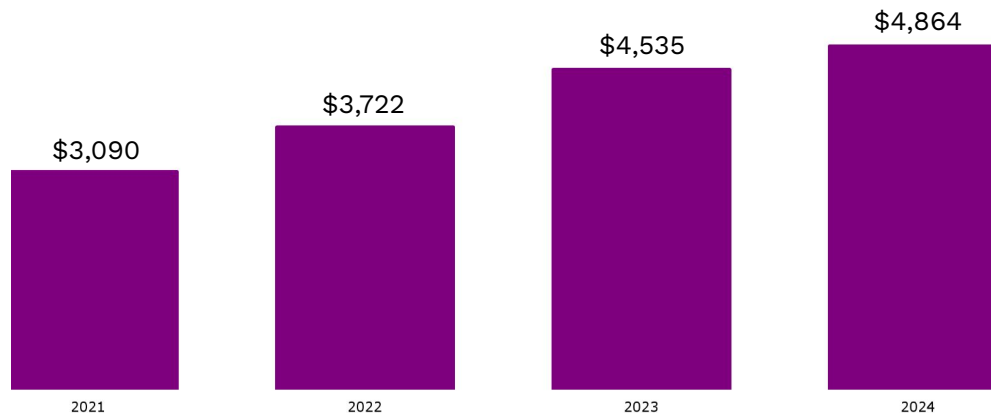
■ Products in operation / under development

* Products in process of negotiation / introduction

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.

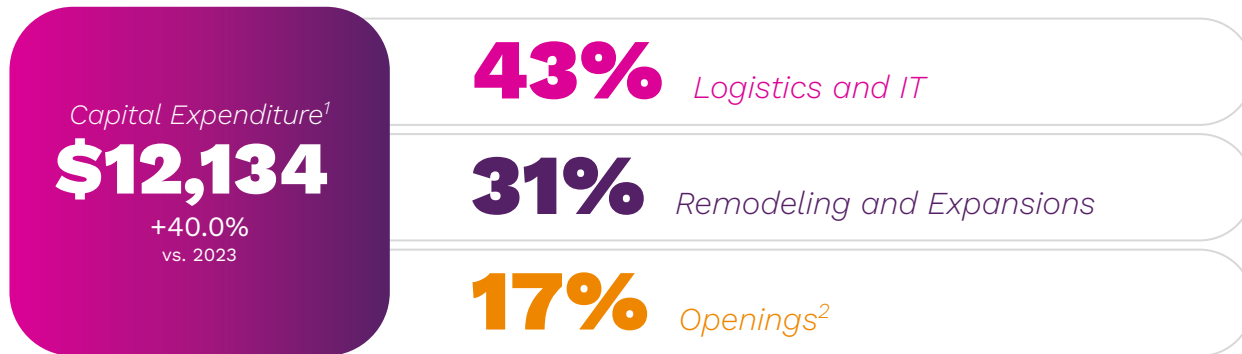


CONSISTENT GROWTH OF OUR REAL ESTATE BUSINESS REVENUE



Figures expressed in millions of pesos unless expressed otherwise. | FY 2024 Figures.

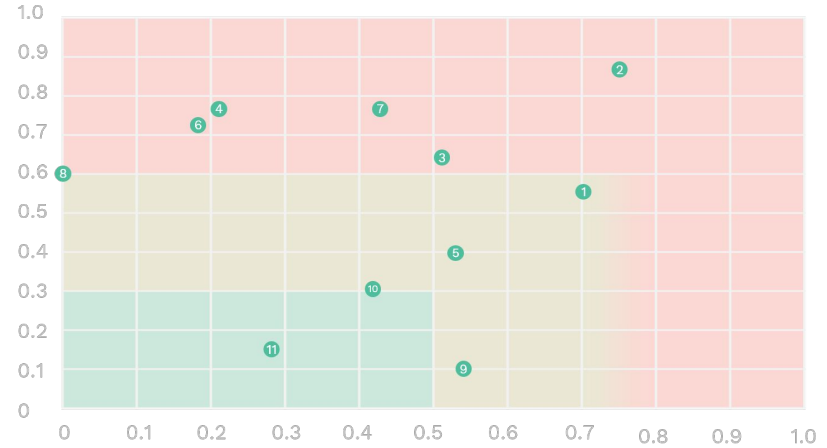
Today, we stand as one of the **leading omni-channel retailers** in Mexico, one of the **largest non-bank credit card issuer** and one of the **top shopping center developers** in the country.



Figures expressed in millions of pesos unless expressed otherwise. | FY 2024 Figures. | ¹Including investment in real estate trusts. | ²Including Investments in Altama City Center.

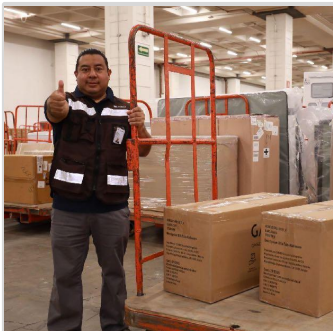
OUR MODEL DRIVES AND INTEGRATES ENVIRONMENTAL, SOCIAL, AND CORPORATE GOVERNANCE INITIATIVES.

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



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

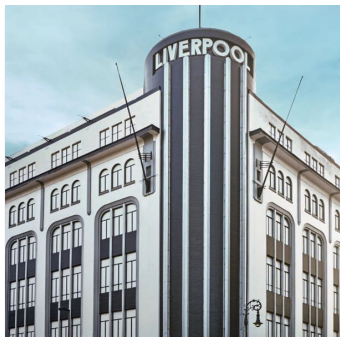
In the “**World’s Most Trustworthy Companies for 2024**”, we ranked **22nd** among the most trustworthy retailer in the world and **2nd in Mexico**.



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



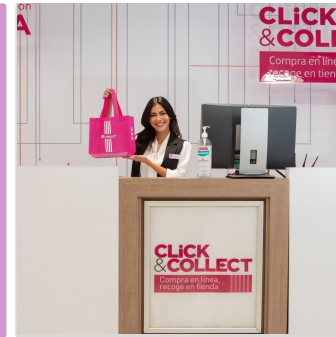
58 points S&P Global 2024
(+12 points vs 2023)
Ranked in the **98th** percentile among the **top 500** retailers worldwide.



Ranked **8th** in “**Merco Empresas Mexico 2024**” and **11th** in “**Merco Talento 2024**”.




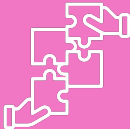




In the Time & Satista’s “**World’s Best Companies**” ranking, achieved **222nd** out of 750 companies.



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** in 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 conversión from a current Suburbia location.



 **Liverpool**

THANK YOU!

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

 Liverpool

 Suburbia

 BOUTIQUES

 ONCEAS

 Negocios
FINANCIEROS