Grupo Comercial Chedraui

Second Quarter 2024 Results

Chedraui

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José Antonio Chedraui
CEO of Grupo Comercial Chedraui

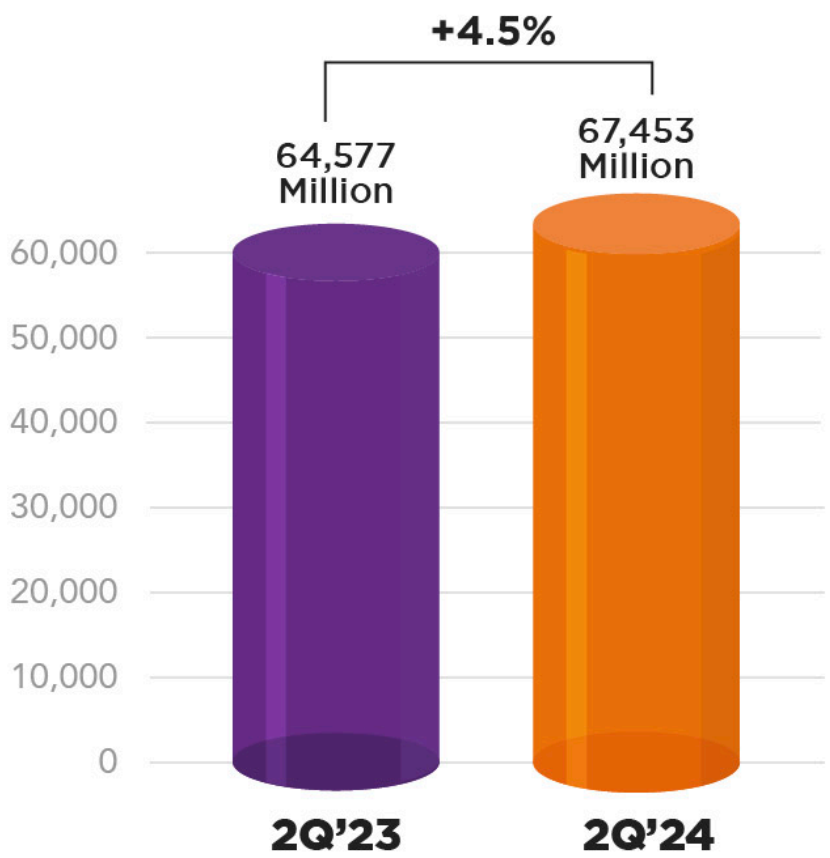
Carlos Smith
CEO of Chedraui USA

KEY HIGHLIGHTS FOR SECOND QUARTER RESULTS

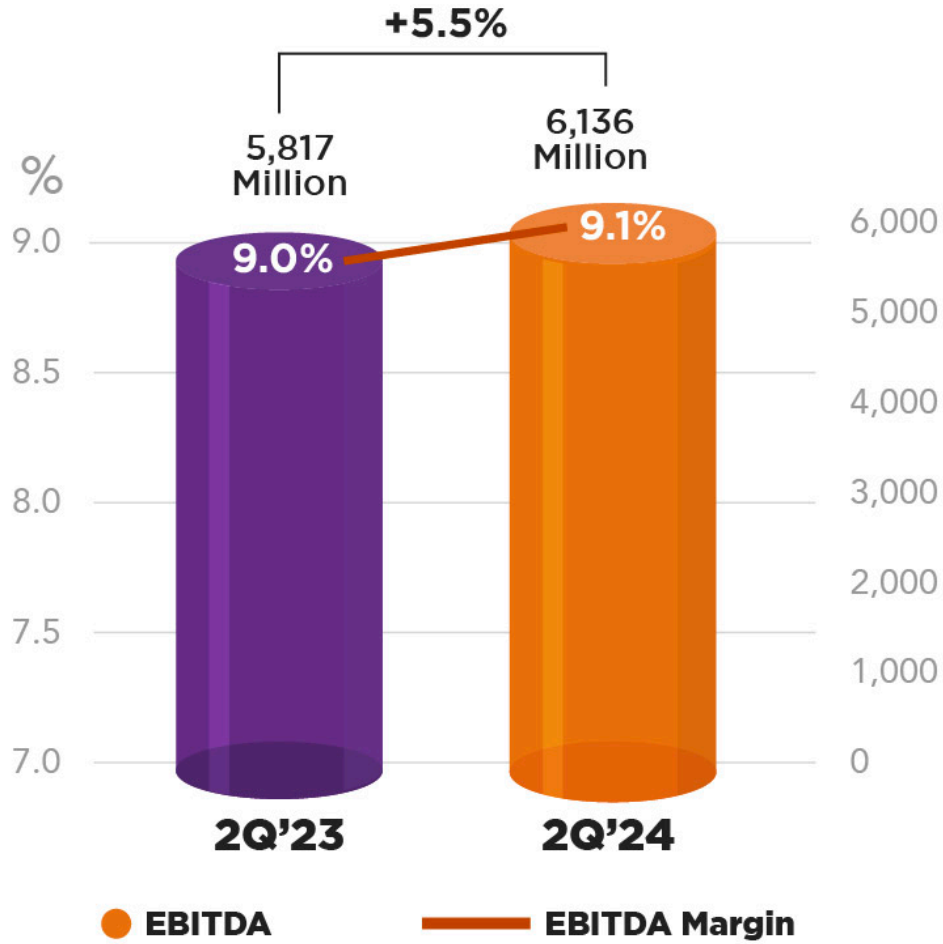
1. Consolidated Sales boosted by positive performance in all business
2. Retail Mexico SSS for the 2Q'24 surpassed ANTAD's for the 16th consecutive quarter
3. Chedraui USA SSS in 2Q'24 posted an increase of 1.4% in dollar terms
4. Consolidated EBITDA Margin increased by +9 bps
5. EBITDA Margin in Mexico and for El Super & Fiesta Mart continues to improve
6. Net Debt (Cash) to EBITDA ratio improved to -0.02x
7. Profitability measured by Return on Equity (ROE) improved by 43 bps

CONSOLIDATED RESULTS FOR THE SECOND QUARTER

Consolidated Sales show positive growth momentum, fueled by all businesses

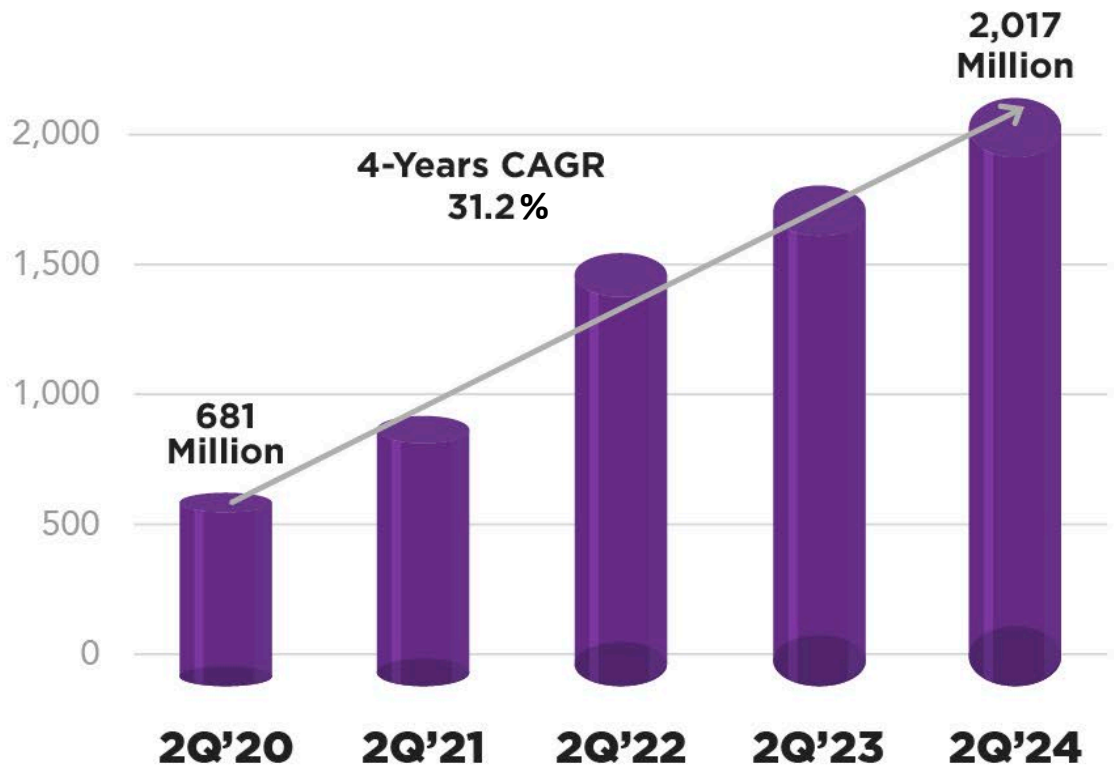


Consolidated EBITDA Margin improved 9 bps

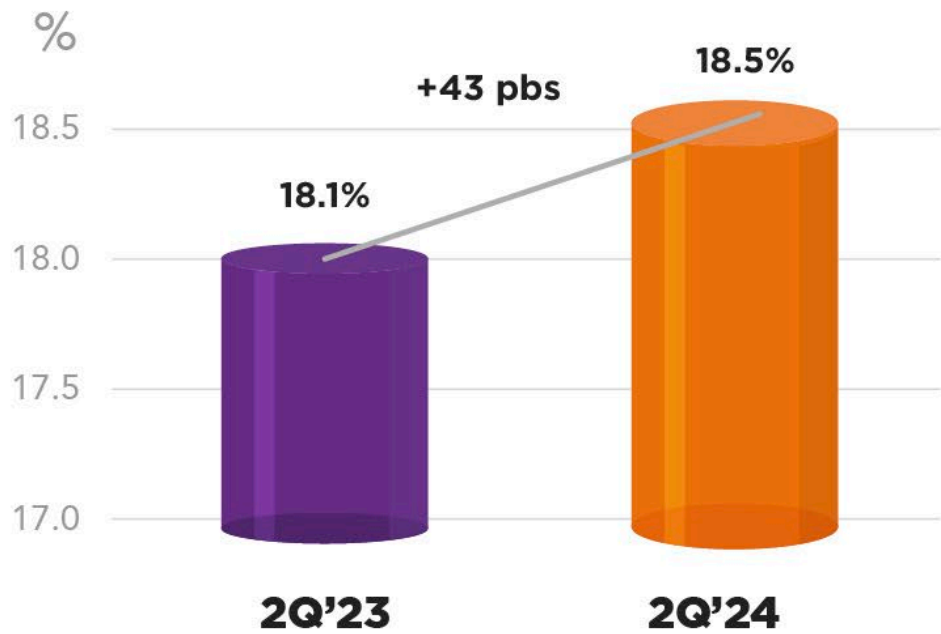


CONSOLIDATED RESULTS FOR THE SECOND QUARTER

Net Income 4-year CAGR
Consistent Growth



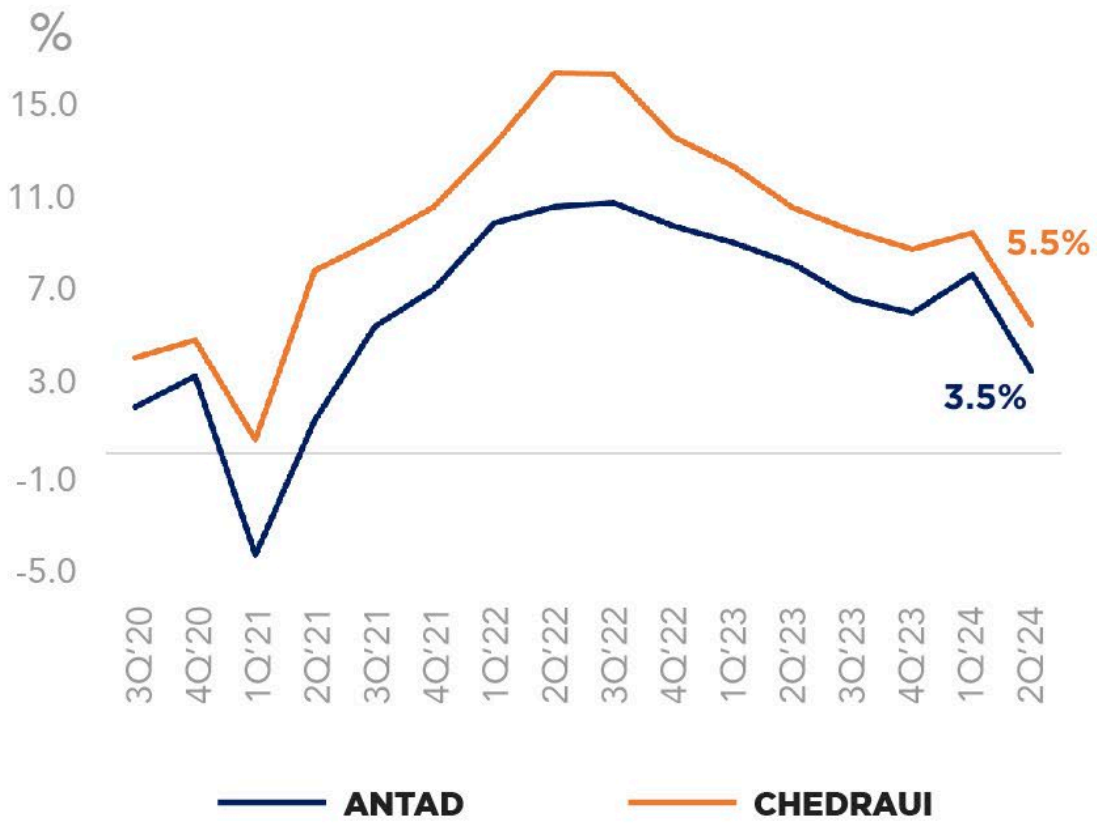
Profitability (ROE)
continues to improve



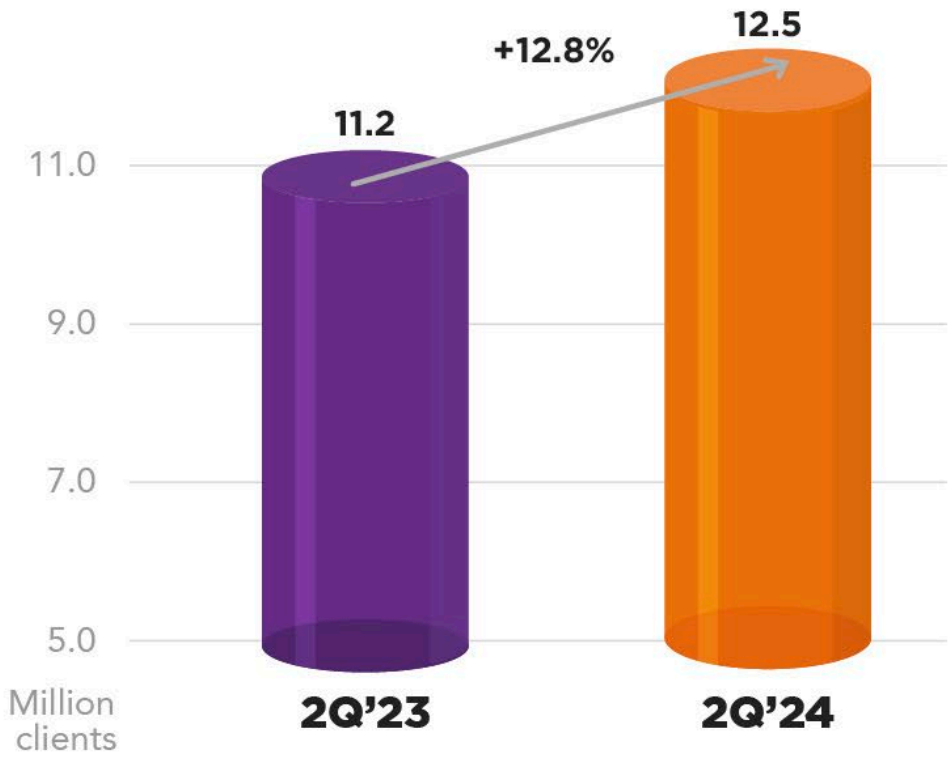
Figures in Million of Mexican Pesos

RETAIL MEXICO – Second Quarter Highlights

SSS for 16th consecutive quarters surpassed ANTAD

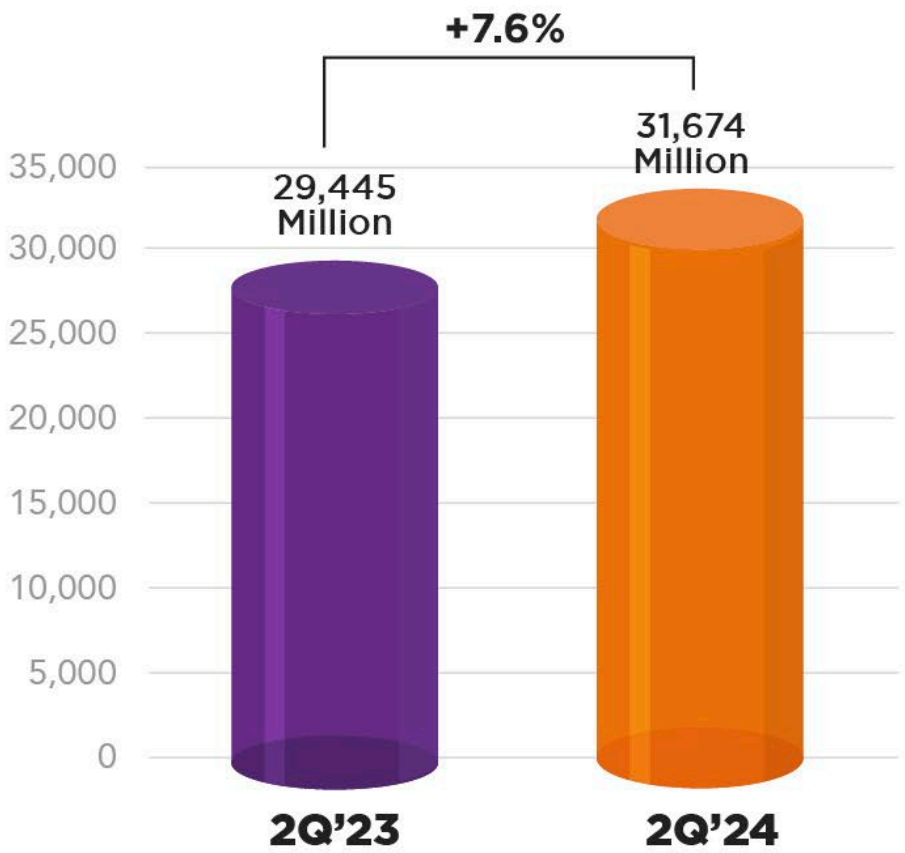


Customer preferences are evident in growing penetration of "Mi Chedraui"

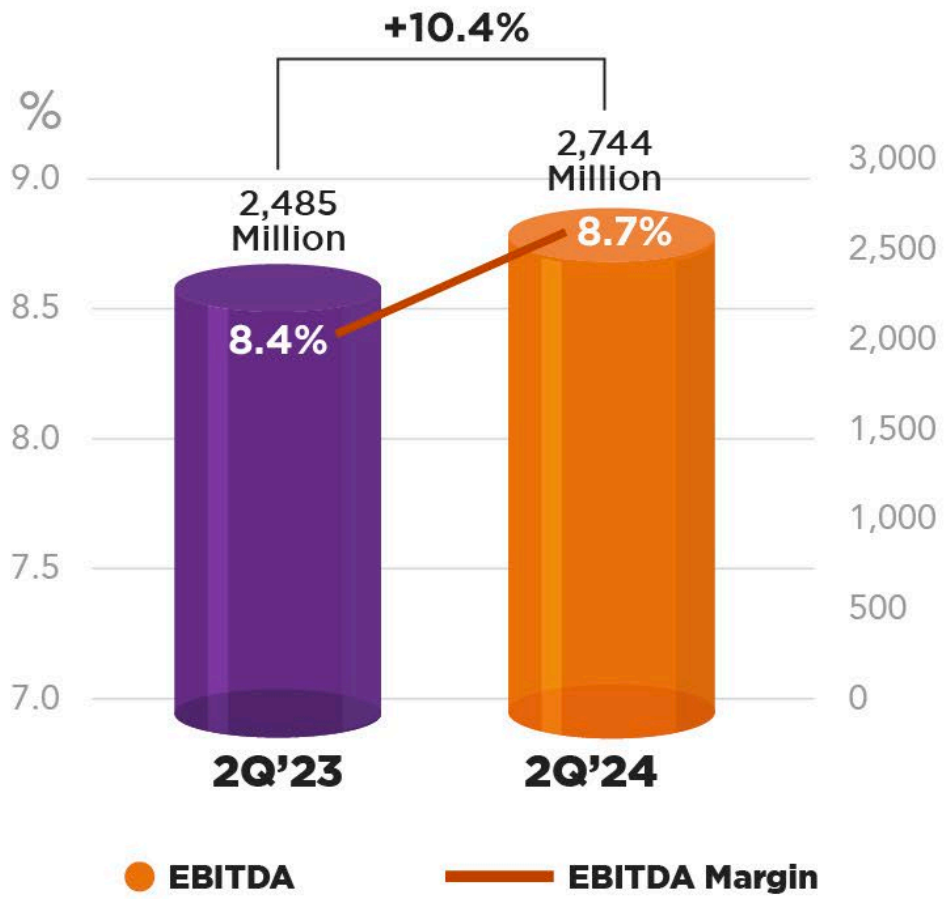


RETAIL MEXICO – Second Quarter Highlights

Consolidated sales benefitted from strong SSS and floor expansion



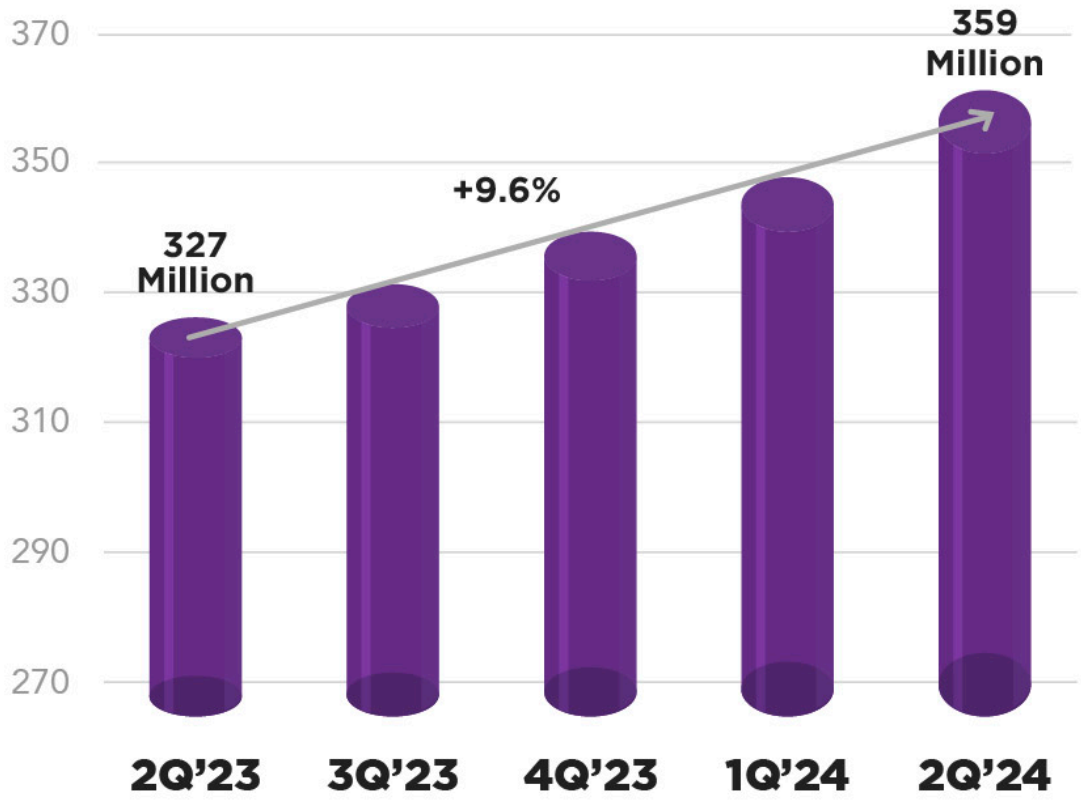
EBITDA growth & margin expansion



Figures in Million of Mexican Pesos

REAL ESTATE DIVISION POSITIVE SALES TREND

Real Estate Division positive sales trend



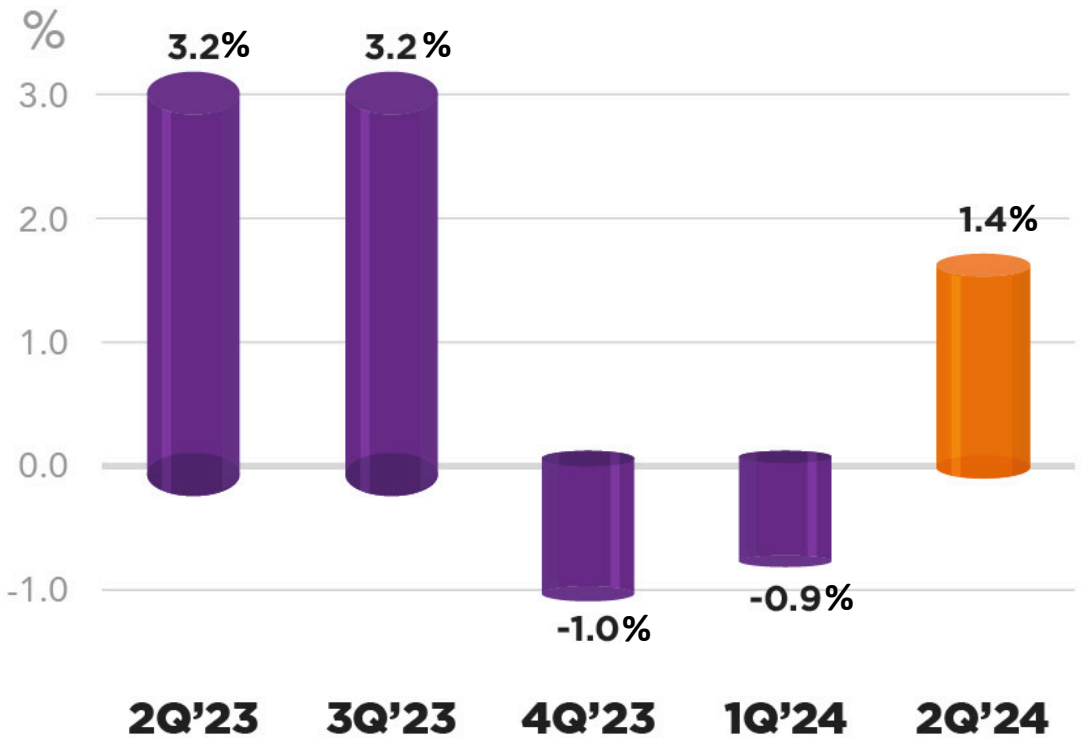
Real Estate Division Results in 2Q'24:

- Our occupancy rate increased to 98.2% from 96.6% in second quarter of 2023.
- Sales continue to show positive trends with an +9.6% increase compared to the same quarter of 2023, amounting to $359 million pesos.
- Over the last twelve months 15,002 square meters of leasable area were incorporated, representing a 3.5% annual growth.
- EBITDA increased 3.8% and represented 62.6% of sales.

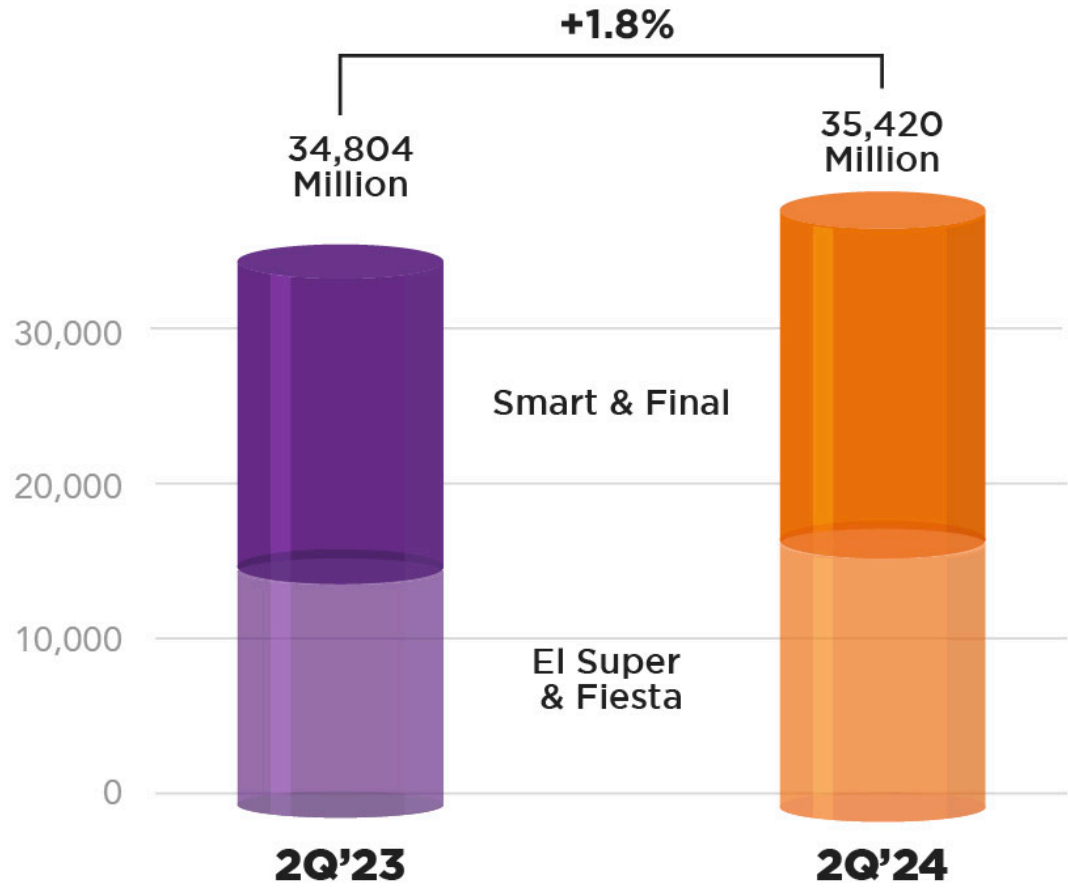
Figures in Million of Mexican Pesos

RETAIL U.S. – SECOND QUARTER HIGHLIGHTS

SSS growth fueled by above mid-single digit growth at El Super & Fiesta Mart



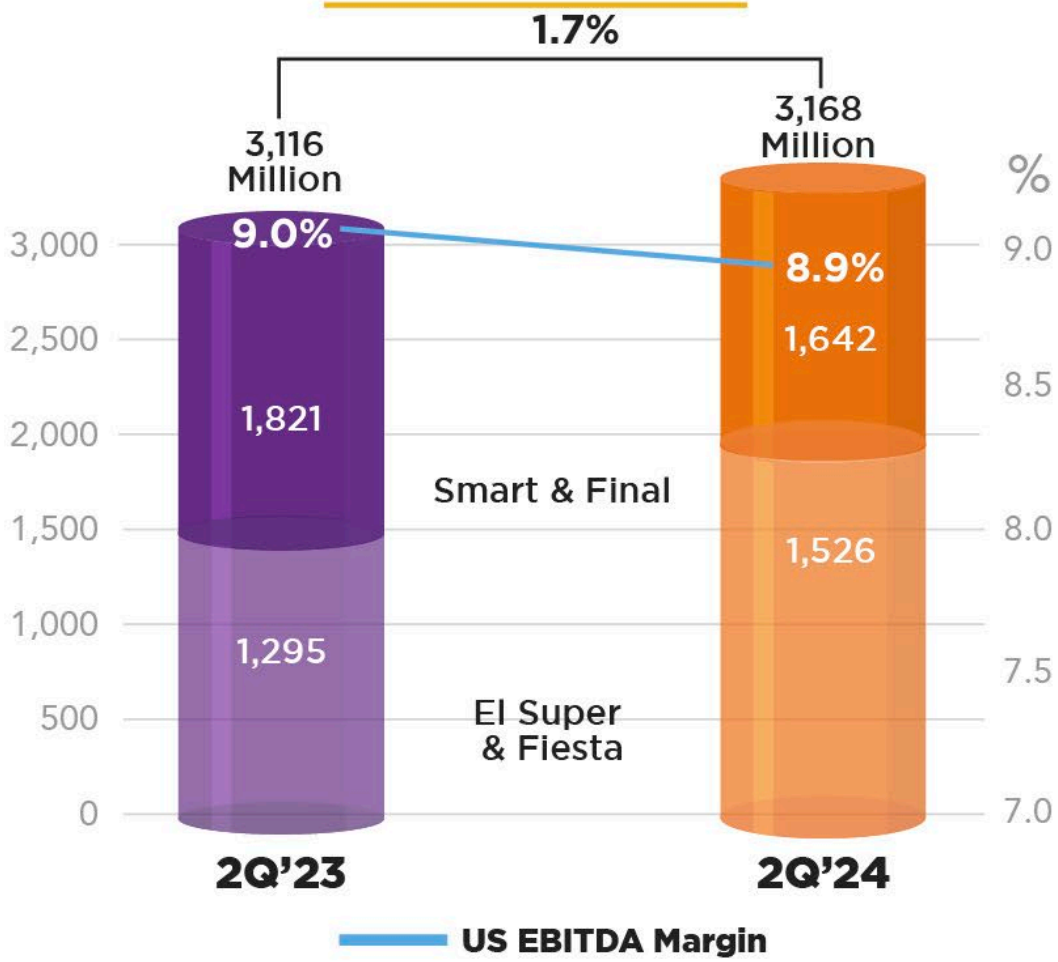
Higher SSS and floor expansion drove total sales growth for the quarter



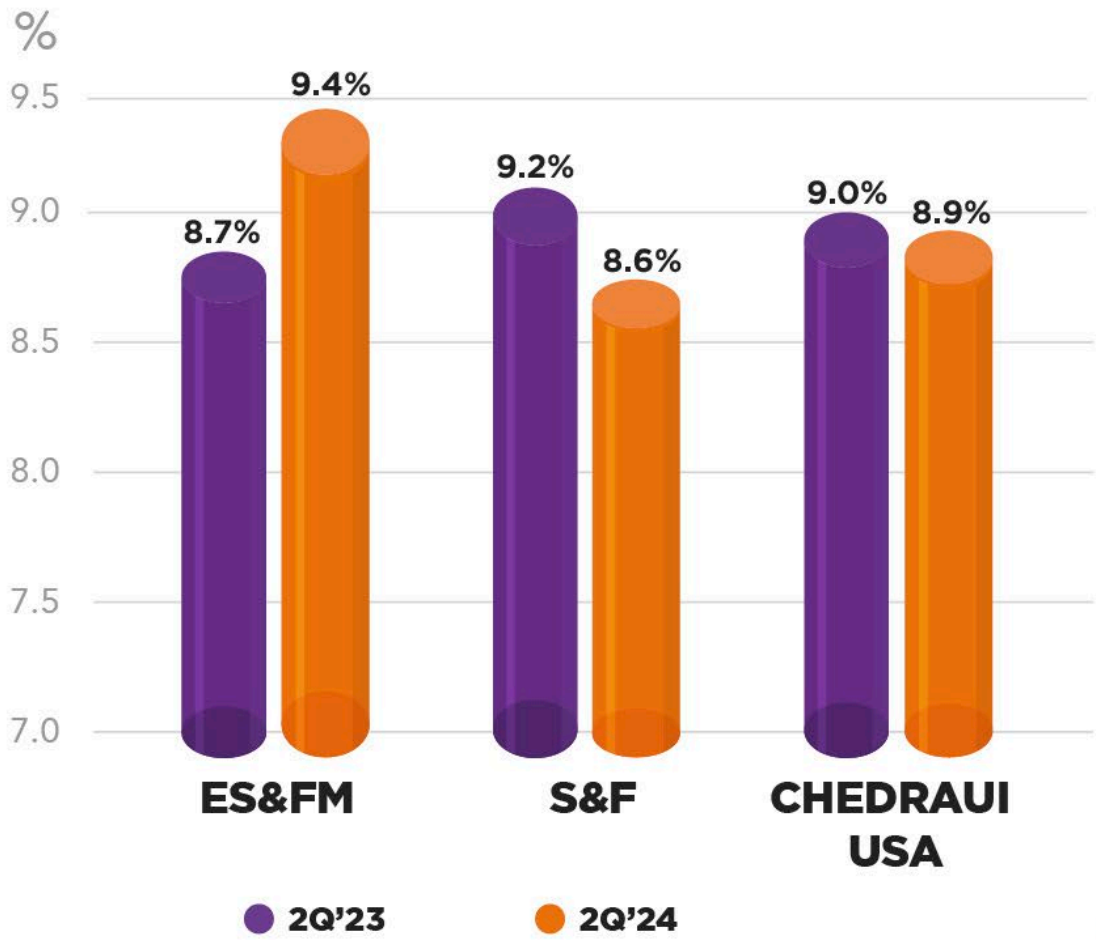
Figures in Million of Mexican Pesos

RETAIL U.S. – SECOND QUARTER HIGHLIGHTS

El Super and Fiesta increased contribution to EBITDA results in the 2Q'24



Higher margins at El Super & Fiesta Mart compensate for lower margins at Smart & Final



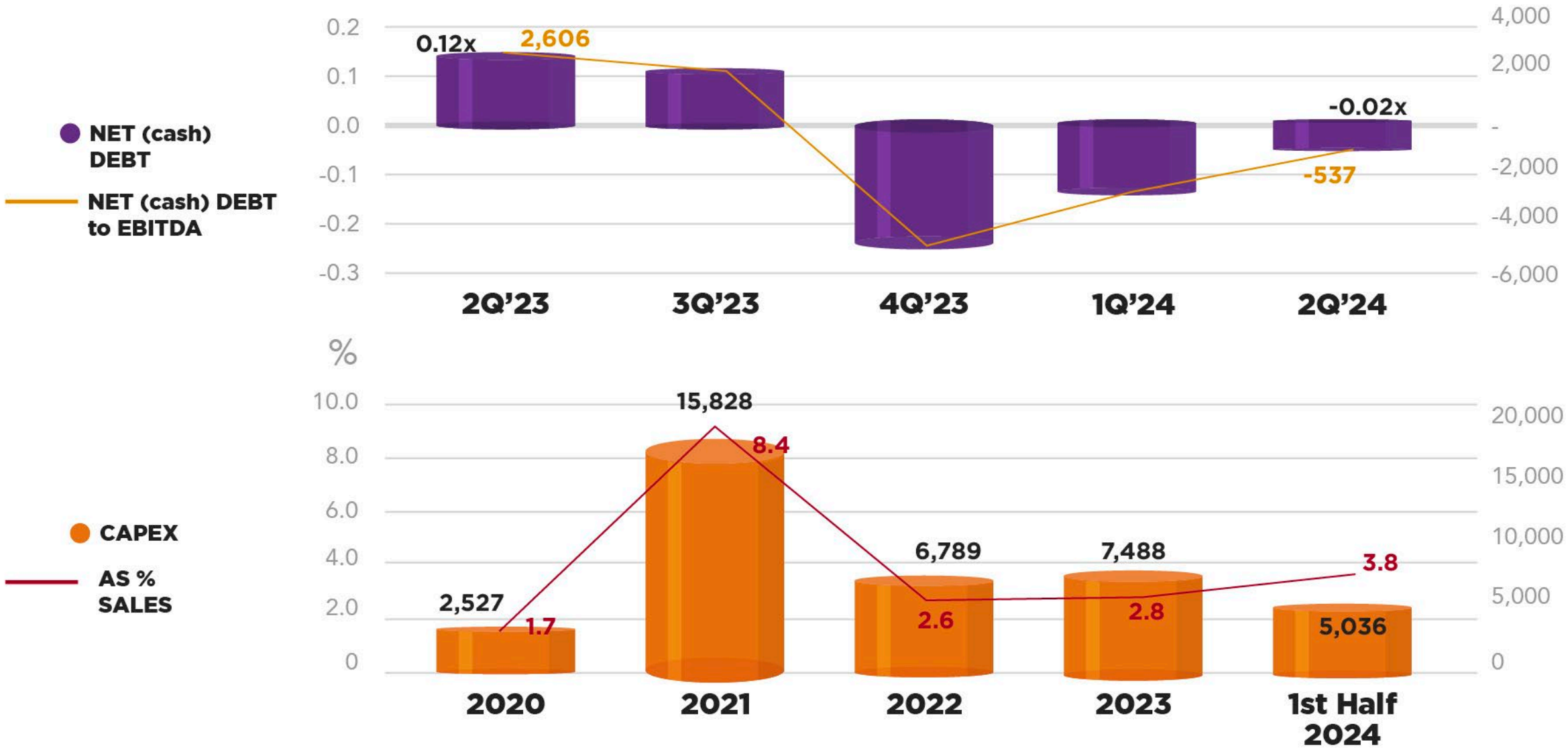
Figures in Million of Mexican Pesos

CONSOLIDATED FINANCIAL RESULTS FOR THE SECOND QUARTER

MXN (Million)	2Q'24	2Q'23	Var. %
Consolidated Sales	67,453	64,577	4.5
COGS	51,255	49,519	3.5
Gross Profit	16,198	15,058	7.6
% of Sales	24.0%	23.3%	
Operating Expenses	10,062	9,241	8.9
% of Sales	14.9%	14.3%	
EBITDA	**6,136**	**5,817**	**5.5**
% of Sales	**9.1%**	**9.0%**	

MXN (Million)	2Q'24	2Q'23	Var. %
Operating Income	4,077	3,851	5.9
Financing Expenses	1,190	1,183	0.6
Results of Associated Companies	21	13	60.4
Income Before Taxes	2,908	2,681	8.5
Taxes	891	818	8.9
Effective Tax Rate	30.6%	30.5%	
Net Income	**2,017**	**1,862**	**8.3**
% of Sales	**3.0%**	**2.9%**	

FINANCING & CAPEX



*2021 includes the investment for the acquisition of Smart and Final in the U.S. and 2022 includes the acquisition of Arteli in Mexico

THANK YOU

For further information, please contact our IR team:

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