GRUPO COMERCIAL CHEDRAUI

3rd quarter 2024 results





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Chedraui
cuesta menos

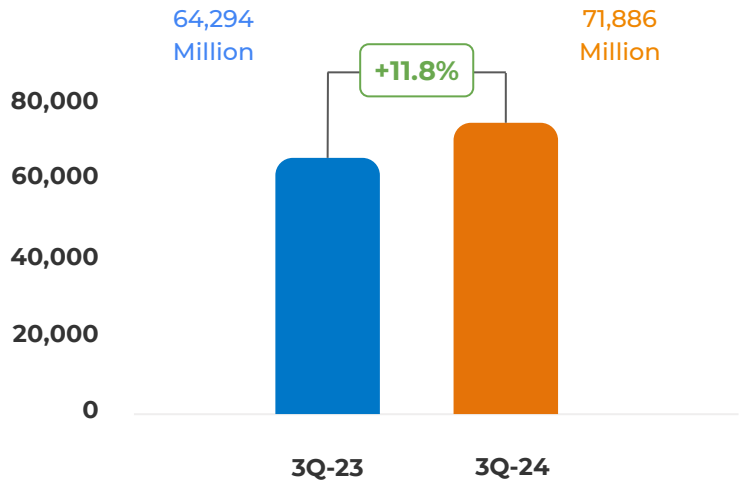

JOSÉ ANTONIO CHEDRAUI
CEO of Grupo Comercial
CARLOS SMITH
CEO of Chedraui USA

Key Highlights for Third Quarter Results

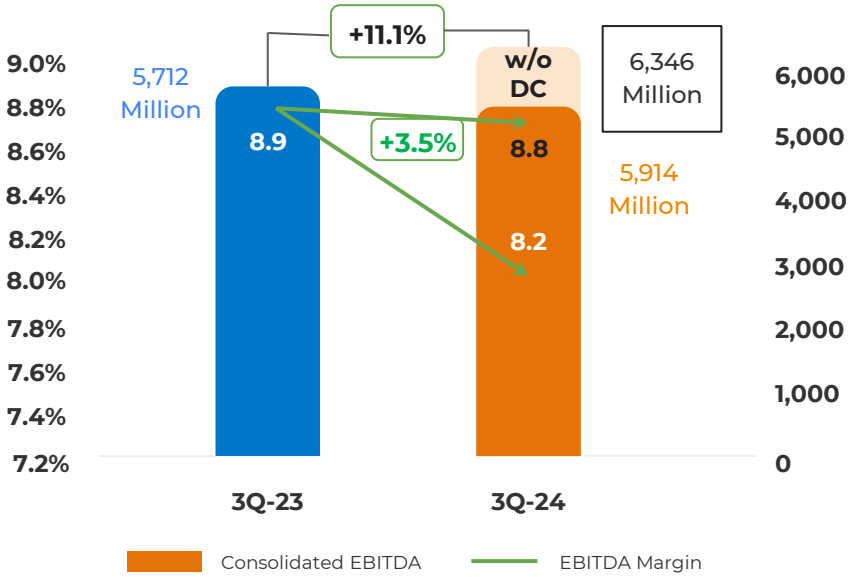
1. Double digit growth for consolidated sales boosted by positive trends in all business
2. Retail Mexico SSS for the 3Q'24 surpassed ANTAD's for the 17th consecutive quarter
3. Chedraui USA SSS in 3Q'24 posted an increase of 0.5% in dollar terms
4. Consolidated EBITDA Margin stands at 8.8% (w/o duplicate supply chain costs)
5. EBITDA Margin in Mexico continues to improve
6. Net Debt (Cash) to EBITDA improved to 0.02x
7. CAPEX for 9M24 is 7,293 million & represents 3.6% of consolidated sales

Consolidated Results for the Third Quarter

Consolidated Sales, double digit growth, positive trends, fueled by all businesses



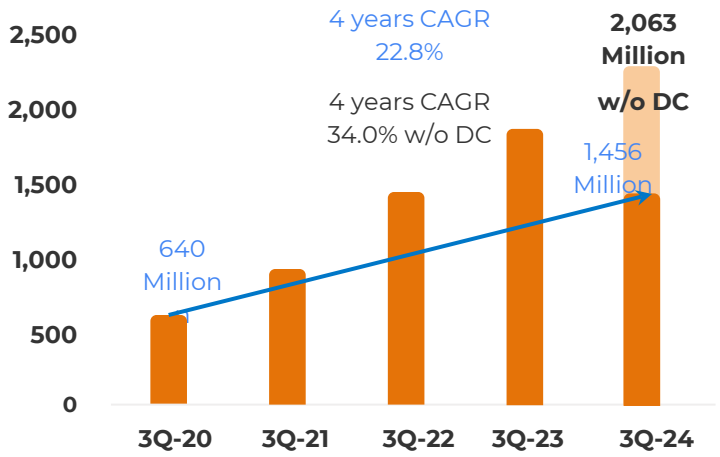
Consolidated EBITDA Margin relatively flat (without DC impact)



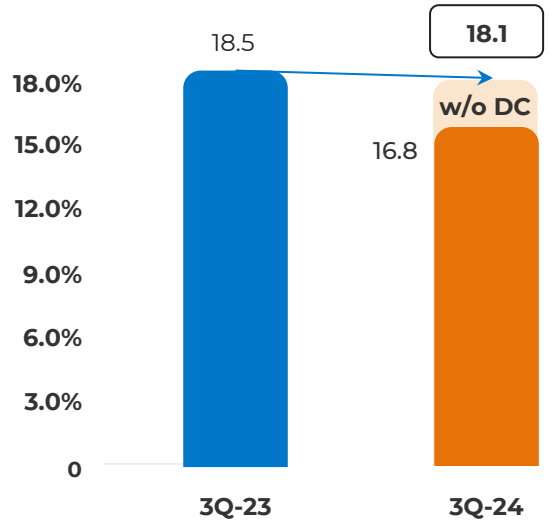
Figures in Million of Mexican Pesos . w/o DC: Excludes costs/opex related to the duplicity/transition operations of the new DC.

Consolidated Results for the Third Quarter

Net Income 4-year CAGR Consistent Growth



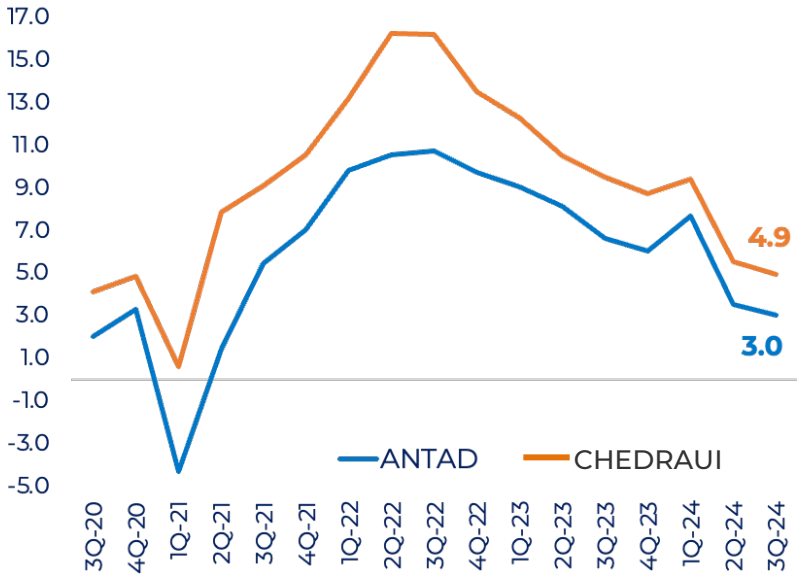
Profitability (ROE)



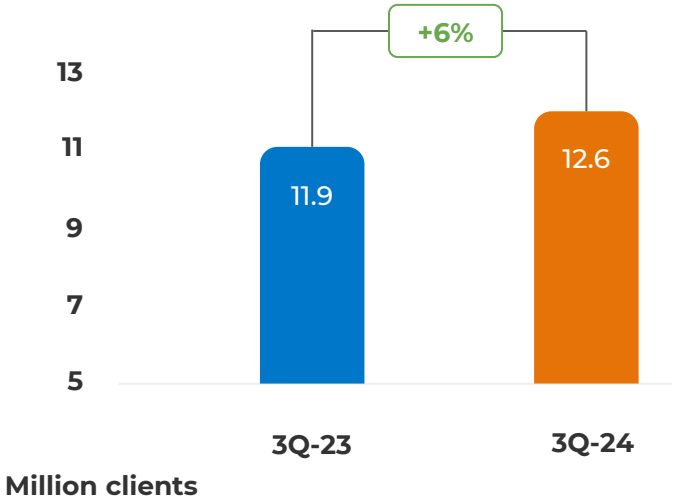
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RETAIL MEXICO – Third Quarter Highlights

SSS for 17th consecutive quarters surpassed ANTAD



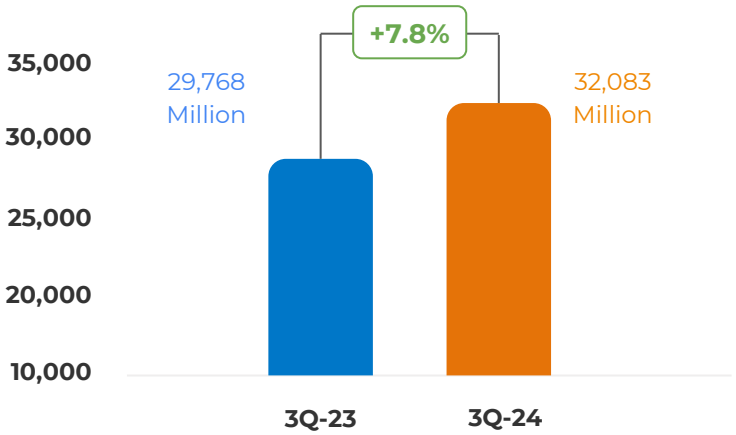
Customer preferences = growing penetration of "Mi Chedraui" program



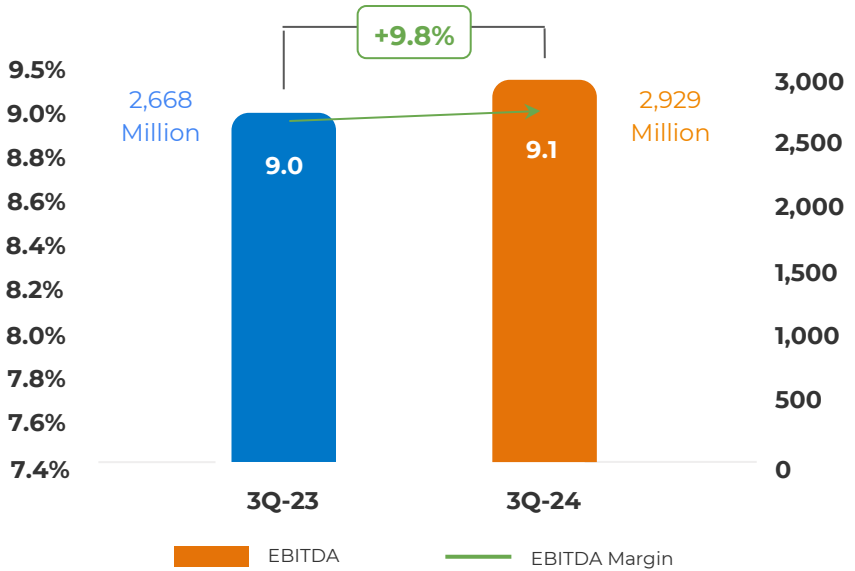
Million Clients, are considered those clients with data base information.

RETAIL MEXICO – Third Quarter Highlights

Sales benefited from strong SSS and a 2.5% floor expansion



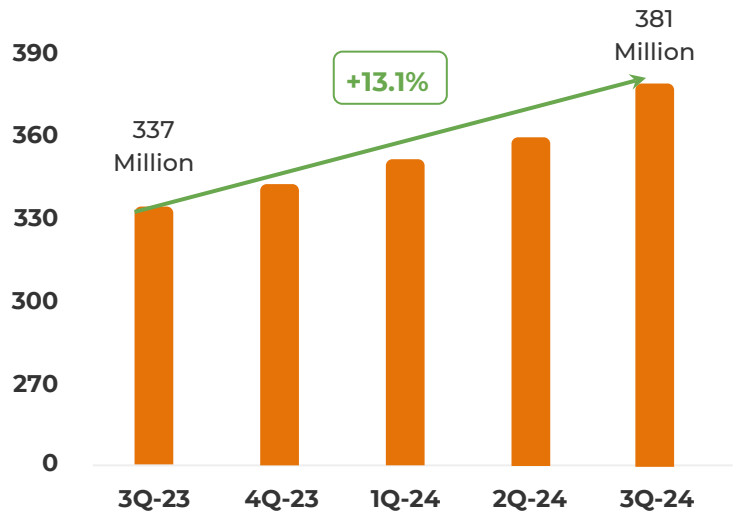
EBITDA growth & margin expansion



Figures in Million of Mexican Pesos

REAL ESTATE – Third Quarter Highlights

Real Estate Division: Positive sales trend



Real Estate Division Results in 3Q´24

- Occupancy rate increased to **98.3%** from 97.3% in third quarter of 2023.
- Sales continue to show positive trends with an **+13.1% increase** compared to the same quarter of 2023, amounting to $381 million pesos.
- Over the last twelve months 8,102 square meters of leasable area were incorporated, representing a **1.9% annual growth**.
- EBITDA increased **9.0%** and represented **62.9%** of sales.

Figures in Million of Mexican Pesos

RETAIL U.S. – Third Quarter Highlights

Rancho Cucamonga California RCDC

Main characteristics

- 1.4 million square feet of distribution capacity
- 5 existing DCs in Southern California will consolidate into RCDC and will source El Super and Smart & Final stores.
- CAPEX investment of $120 million, with nearly $80 million deployed through 3Q'24.
- Started operations in July 2024, all dry products are now delivered through RCDC
- One DC closed, the rest will migrate by the end of 2Q'25.
- RCDC has an additional growth capacity of 183,000 sqf



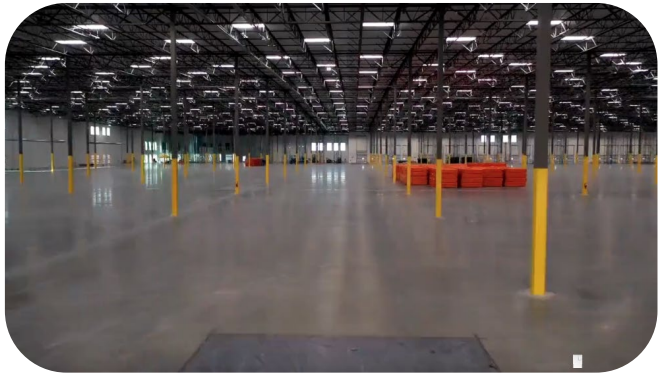


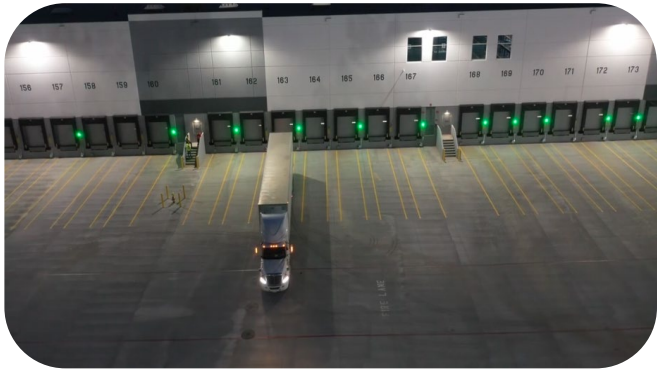
RETAIL U.S. – Third Quarter Highlights

Rancho Cucamonga California RCDC



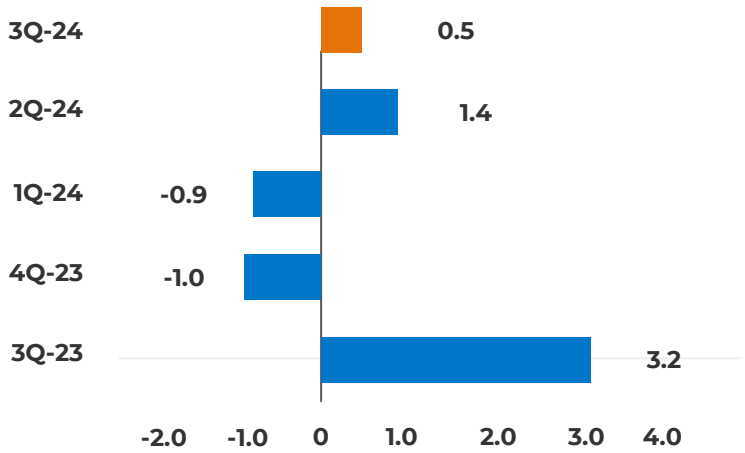




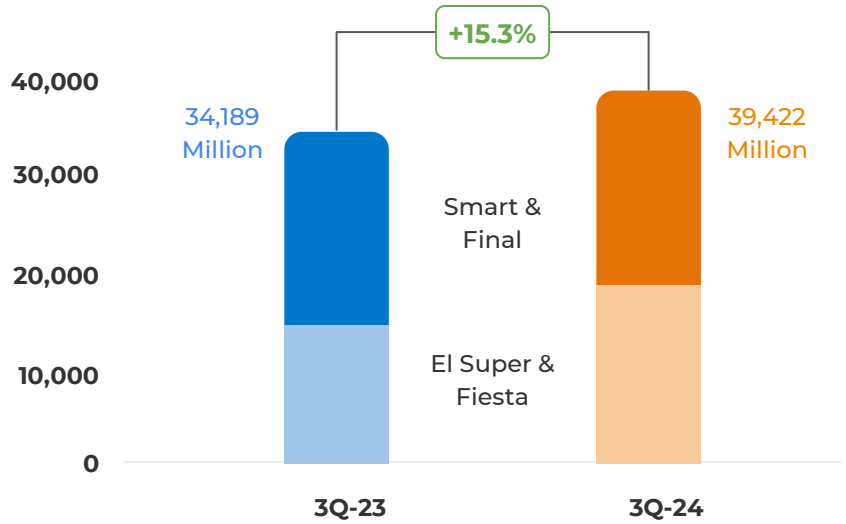


RETAIL U.S. – Third Quarter Highlights

SSS growth in USD fueled by close to mid-single digit growth at El Super & Fiesta Mart



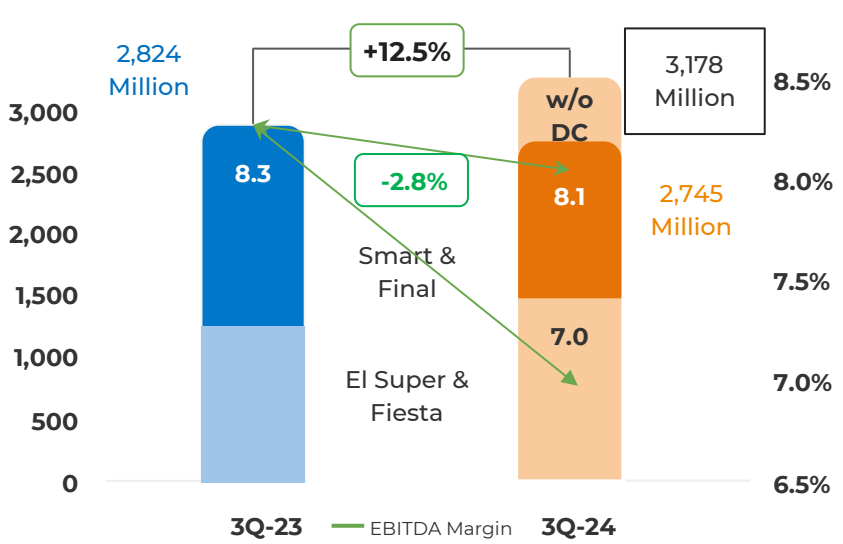
Higher SSS, floor expansion, and positive FX impact drove total sales growth



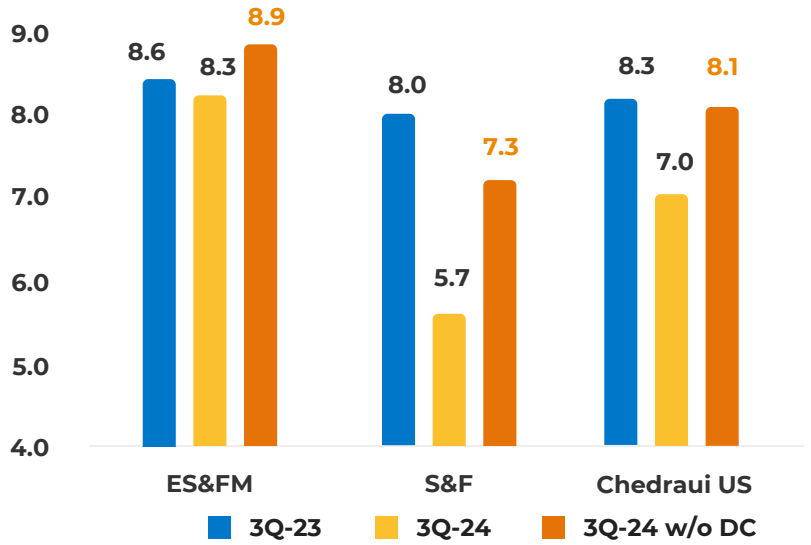
Figures in Million of Mexican Pesos

RETAIL U.S. – Third Quarter Highlights

El Super and Fiesta increased contribution to EBITDA results in the 3Q-24



Positive EBITDA margin levels without cost/opex duplicity



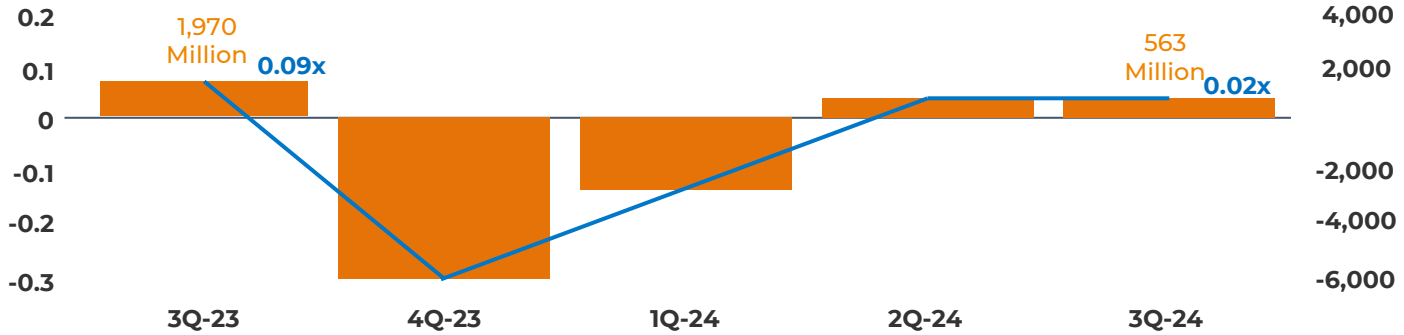
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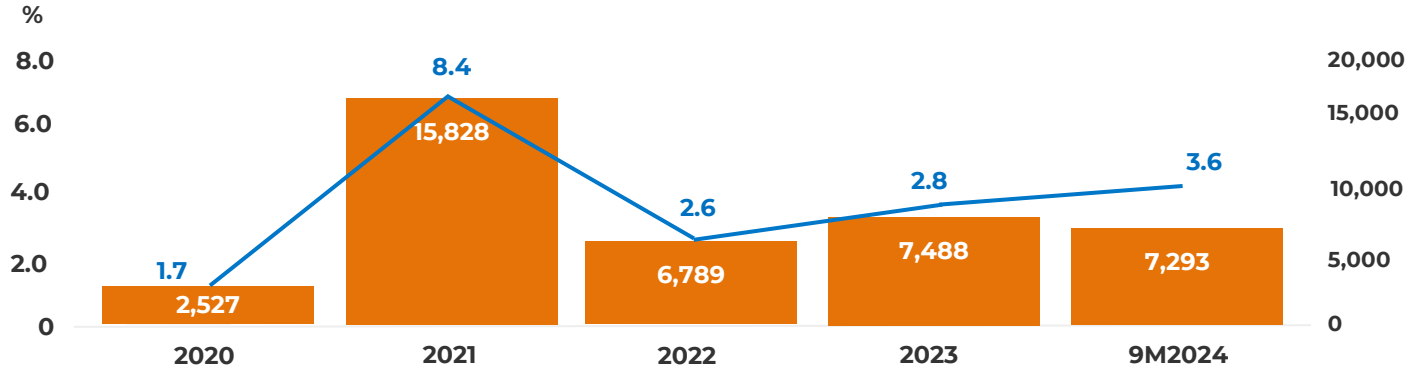
Consolidated Financial Results for the Third Quarter

MXN Million	3Q'24	3Q'23	Var. %	Var. % w/o DC duplicity
Consolidated Sales	71,886	64,294	11.8	11.8
COGS	55,042	48,840	12.7	11.9
Gross Profit	16,844	15,454	9.0	11.6
Sales	23.4%	24.0%		24.0%
Operating Expenses	10,930	9,742	12.2	11.9
Sales	15.2%	15.2%		15.2
EBITDA	5,914	5,712	3.5	11.1
Sales	8.2%	8.9%		8.8%

MXN Million	3Q'24	3Q'23	Var. %	Var. % w/o DC duplicity
Operating Income	3,607	3,880	-7.0	8.1
Financing Expenses	1,458	1,118	30.4	5.8
Results of Associated Companies	12	31	-61.8	-61.8
Income Before Taxes	2,161	2,792	-22.6	8.3
Taxes	705	857	-17.7	12.2
Effective Tax Rate	32.6%	30.7%		31.8%
Net Income	1,456	1,935	-24.8	6.6
Sales	2.0%	3.0%		2.9%

Financing & CAPEX 9M'24





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

Thank you

For further information, please contact our IR team:

ARTURO VELÁZQUEZ
avelazquez@chedraui.com.mx

FABIOLA B. MOLINA
fbmolina@chedraui.com.mx