GRUPO COMERCIAL
CHEDRAUI

FOURTH QUARTER 2024 RESULTS



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José Antonio Chedraui

CEO of Grupo Comercial Chedraui

Carlos Smith

CEO of Chedraui USA

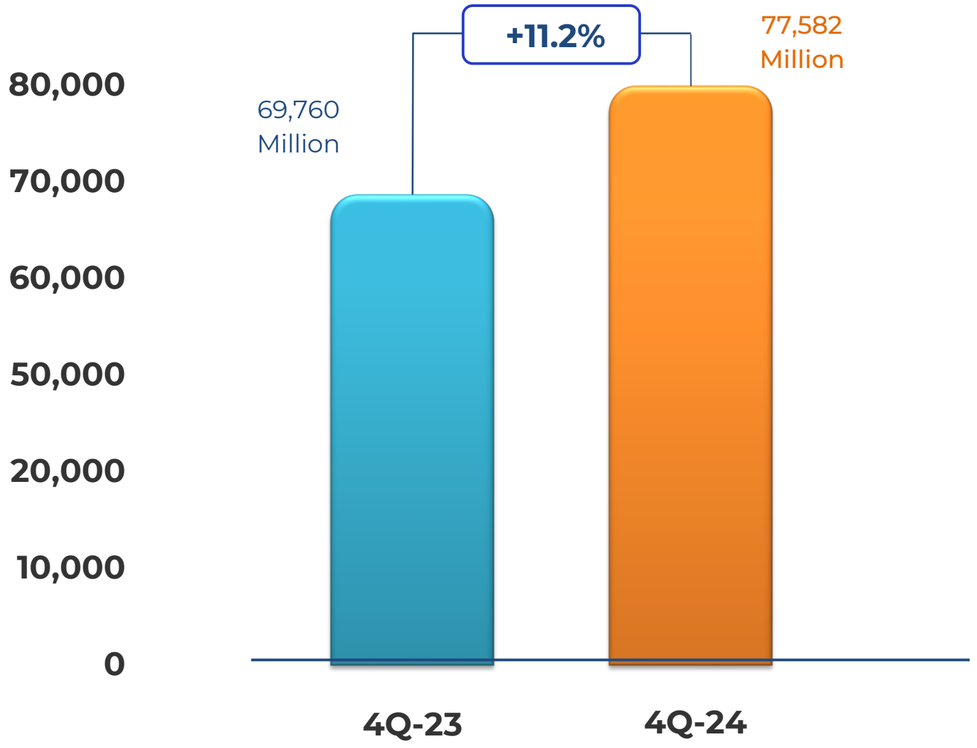
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Key Highlights for Fourth Quarter results

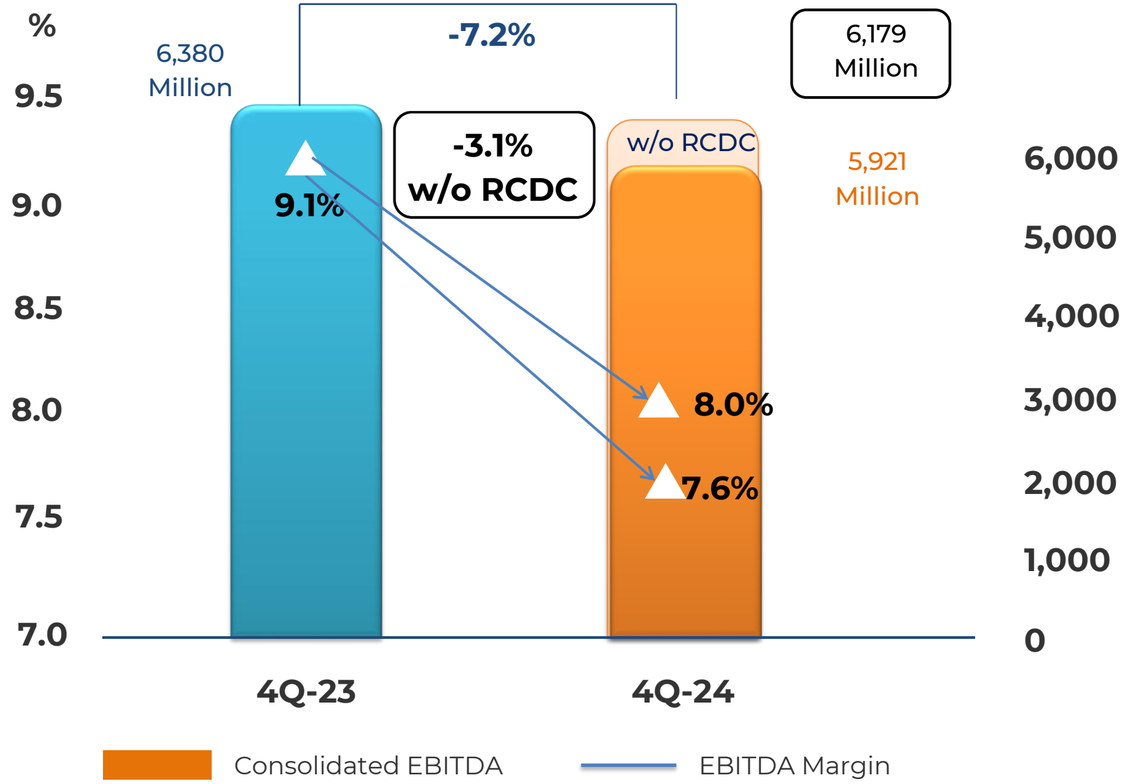
- Consolidated sales saw double-digit growth driven by positive trends across all businesses
- Retail Mexico SSS growth of 2.9% for the 4Q'24 surpassed ANTAD's for the 18th consecutive quarter
- Chedraui USA SSS in 4Q'24 posted an increase of 0.8% in dollar terms
- Net Debt (Cash) to EBITDA stood at -0.18x
- Net Cash position of $4,330 million pesos in 2024
- CAPEX in 2024 was 11,454 million, representing 4.1% of consolidated sales
- We continue with our organic growth strategy as fifty-seven stores opened in the 4Q'24 in Mexico and two in the U.S.

Consolidated results for the Fourth Quarter

Consolidated Sales grew 11.2%, fueled by all businesses and a positive FX translation effect



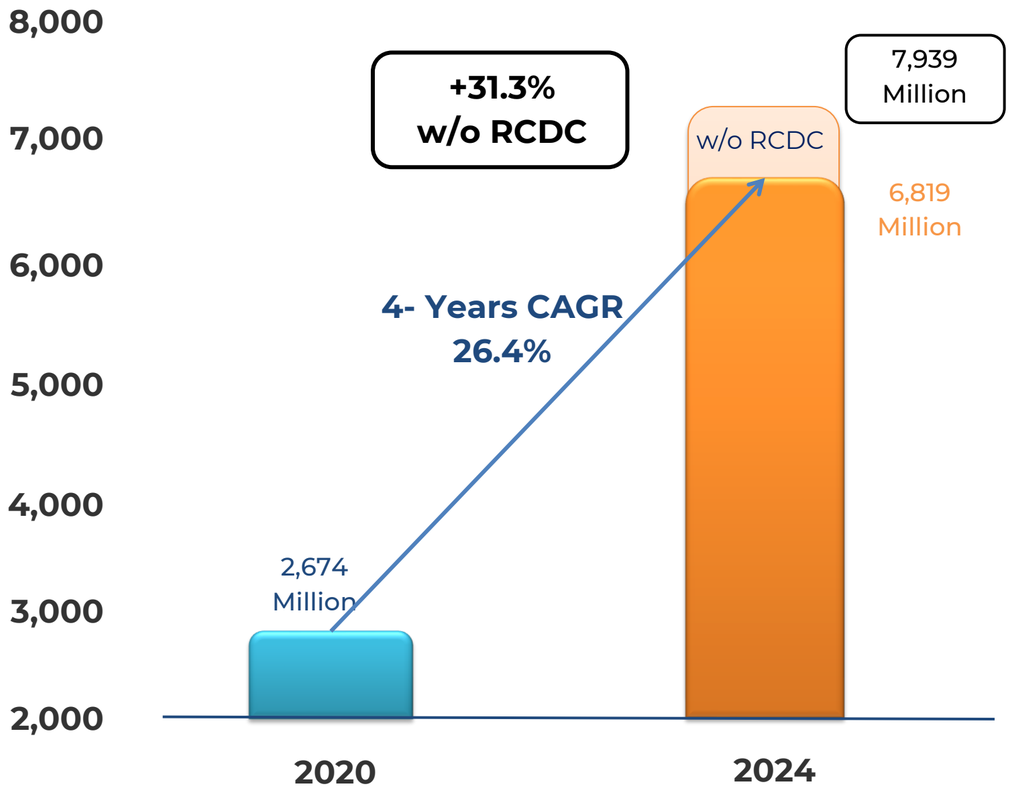
Consolidated EBITDA Margin stood at 8.0% w/o RCDC transitional cost & expenses



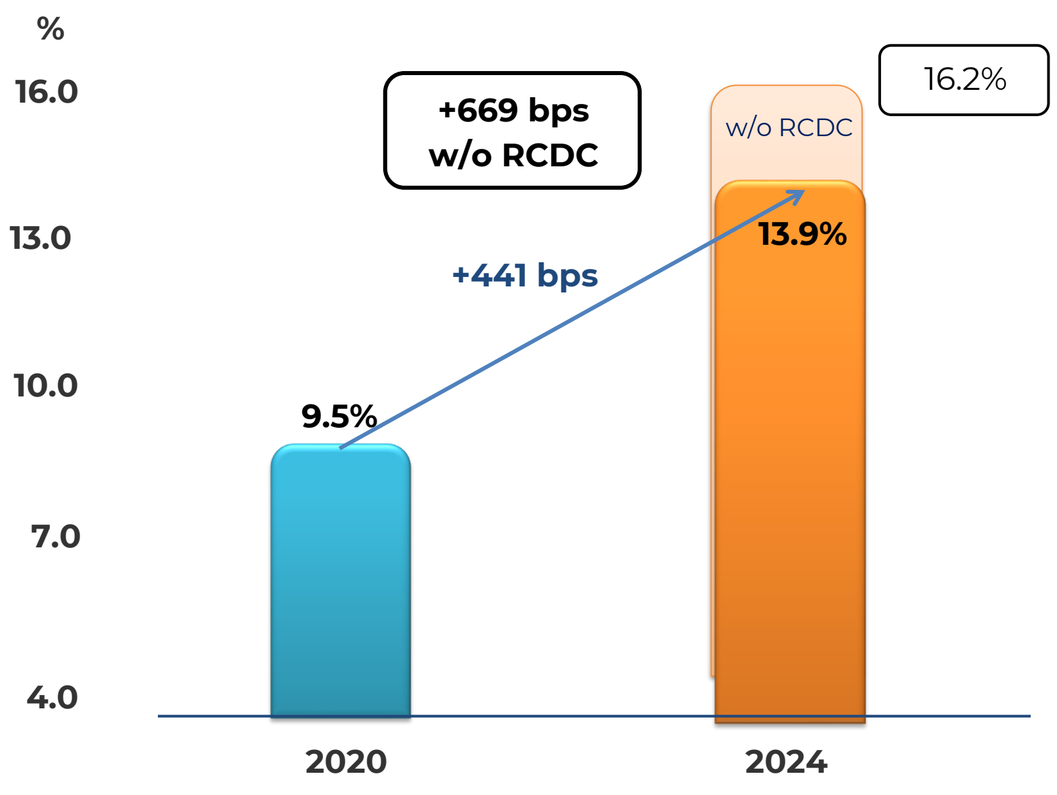
1) Figures in Million of Mexican Pesos .
2) w/o DC: Excludes transition costs/opex related to the operations with the new DC

Consolidated results for the Fourth Quarter

Long-term growth strategy is consistent with an increase in Net Income CAGR for the last 4-years



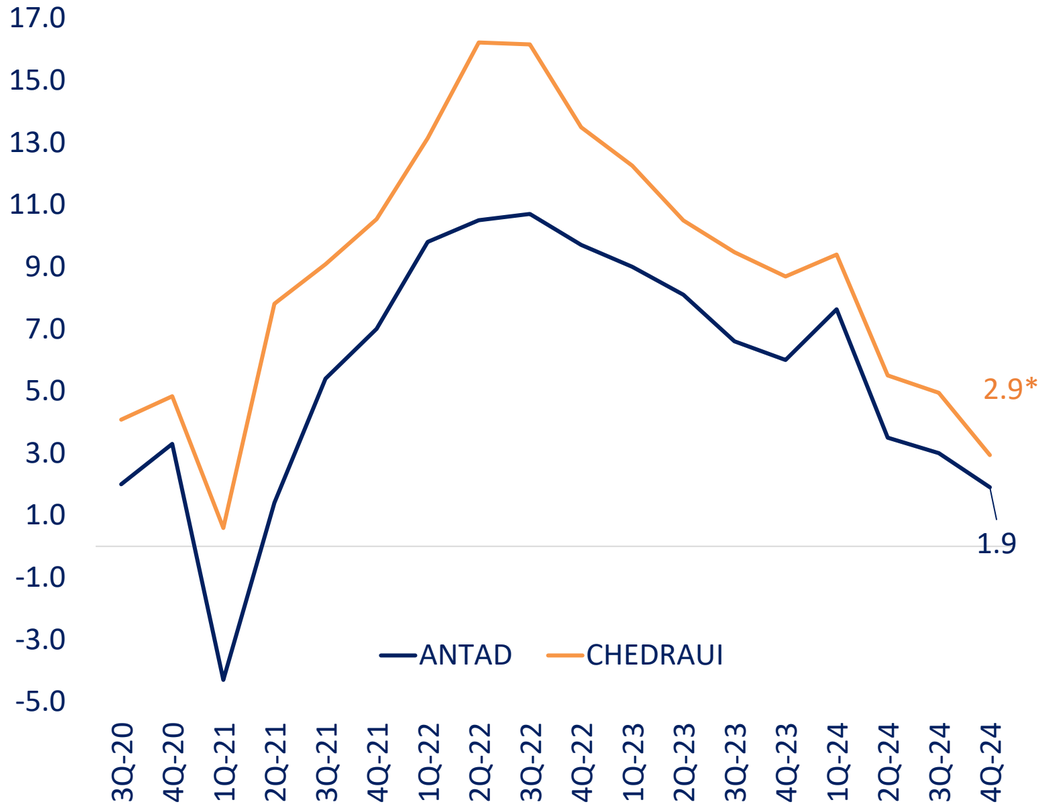
Long term profitability has benefited from our strategic investment and growth strategy



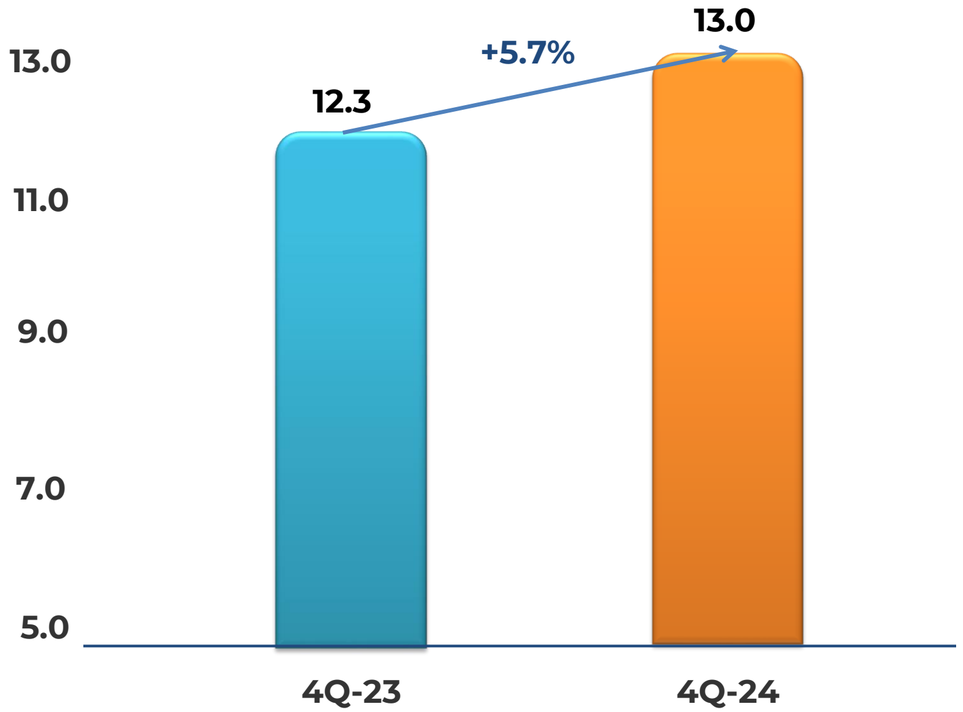
1) Figures in Million of Mexican Pesos .
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RETAIL MEXICO – Fourth Quarter Highlights

SSS for 18th consecutive quarters surpassed ANTAD



Customer preferences = growing penetration of "Mi Chedraui" program

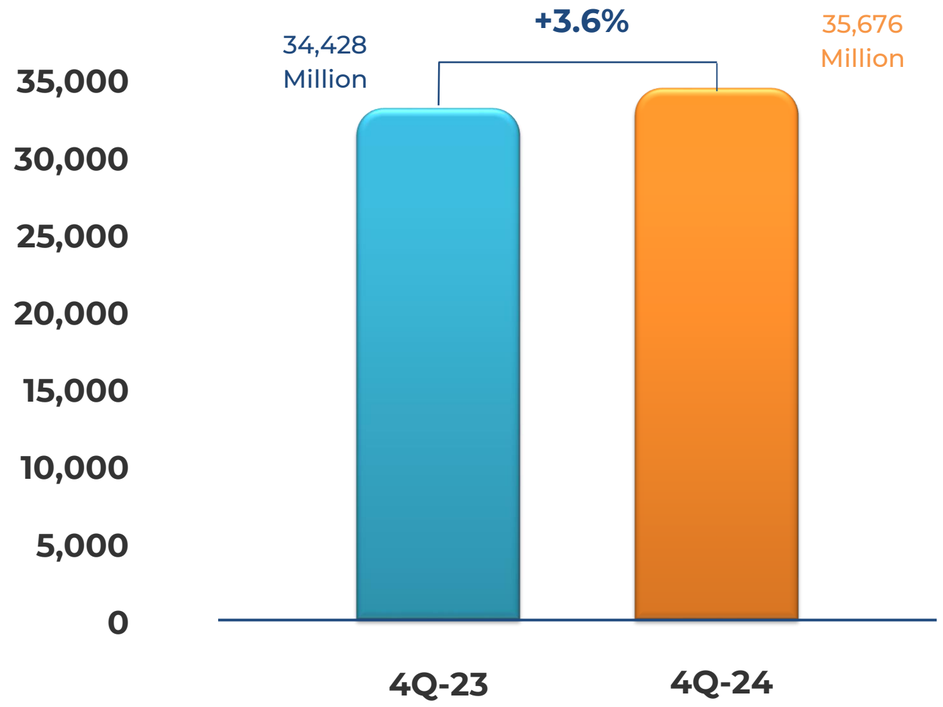


1) *Excludes the impact pf basic product baskets sold to the government in 4Q'23 to support emergency programs in Acapulco Guerrero.

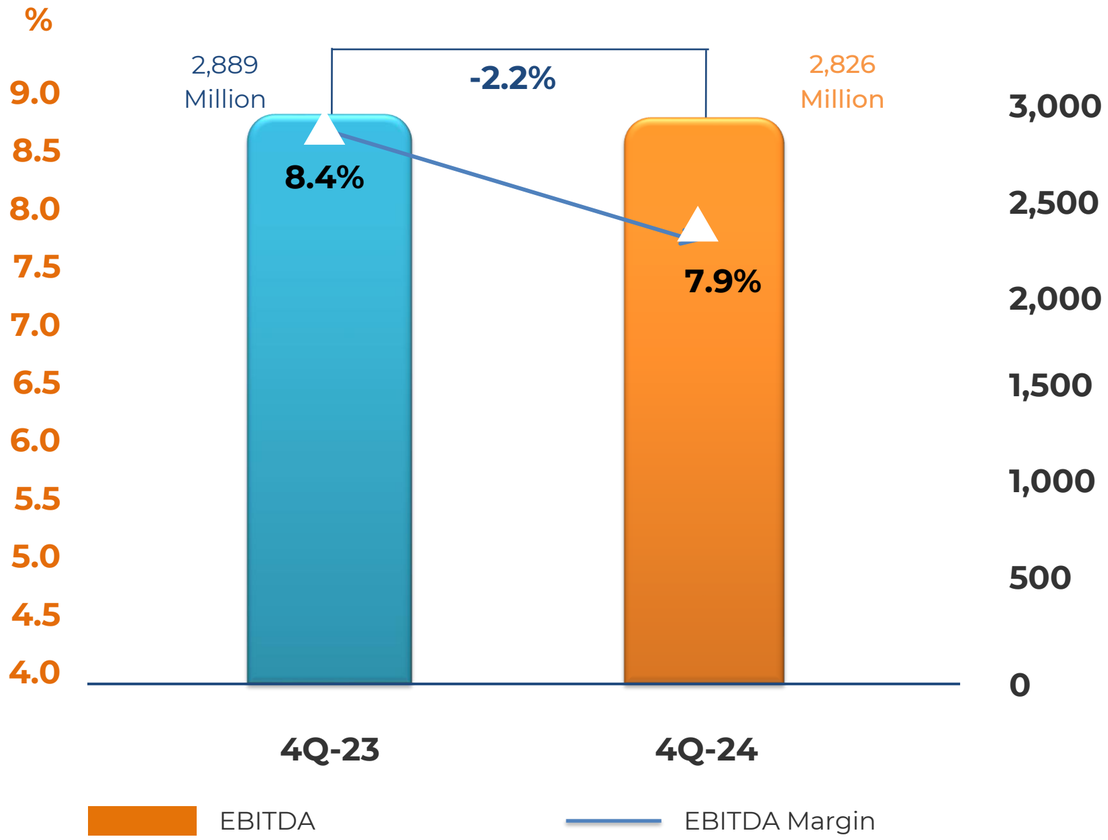
2) Million Clients, for "Mi Chedraui" are considered those clients with data base information.

RETAIL MEXICO – Fourth Quarter Highlights

Fourth Quarter Sales in Mexico are the result of higher SSS and a 2.4% floor expansion



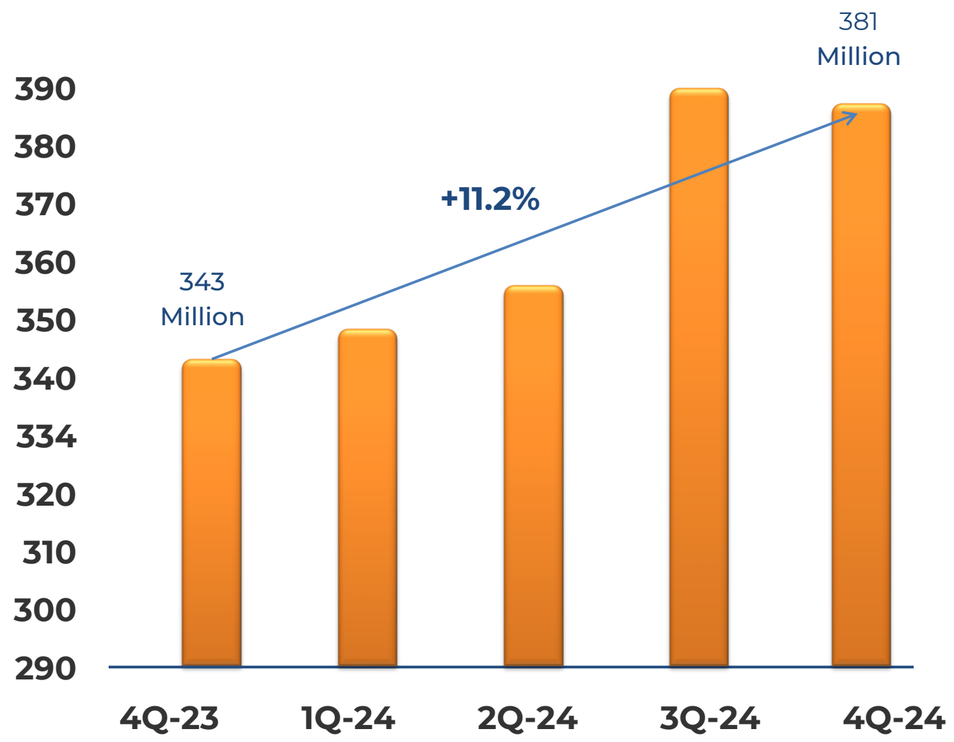
Higher expenses due to acceleration of store openings impacted EBITDA growth



1) Figures in Million of Mexican Pesos

REAL ESTATE– Fourth Quarter Highlights

Real Estate Division: Positive sale trend



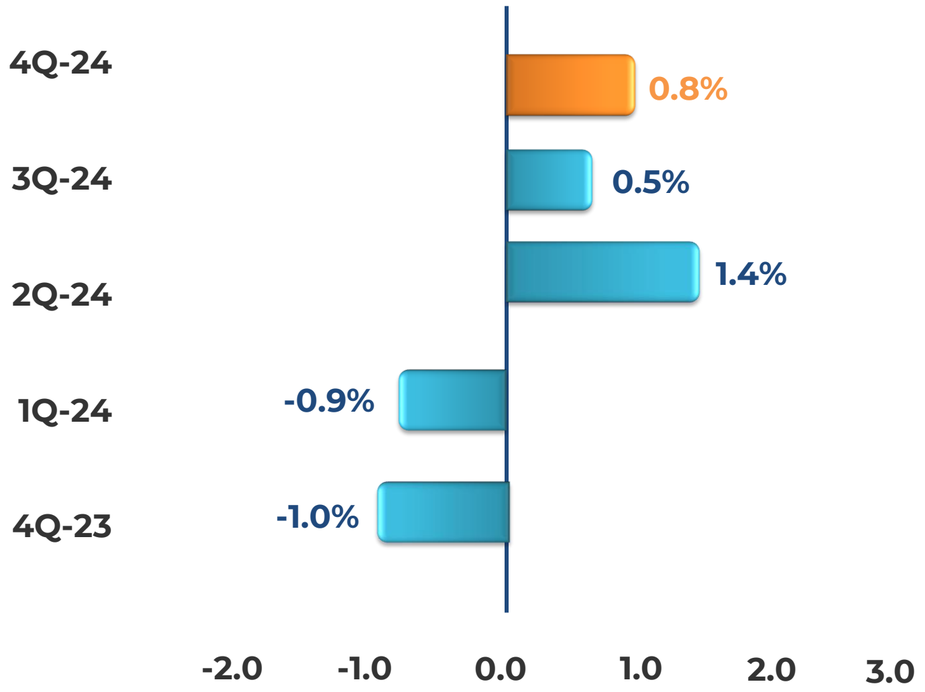
Real Estate Division Results in 4Q'24:

- Occupancy rate increased to 98.4% from 97.3% in fourth quarter of 2023.
- Sales continue to show positive trends with an +11.2% increase compared to the same quarter of 2023, amounting to $381 million pesos.
- Over the last twelve months 14,443 square meters of leasable area were incorporated, representing a 3.3% annual growth.
- EBITDA increased 36.1% compared to the 4Q'23 and represented 69.9% of sales.

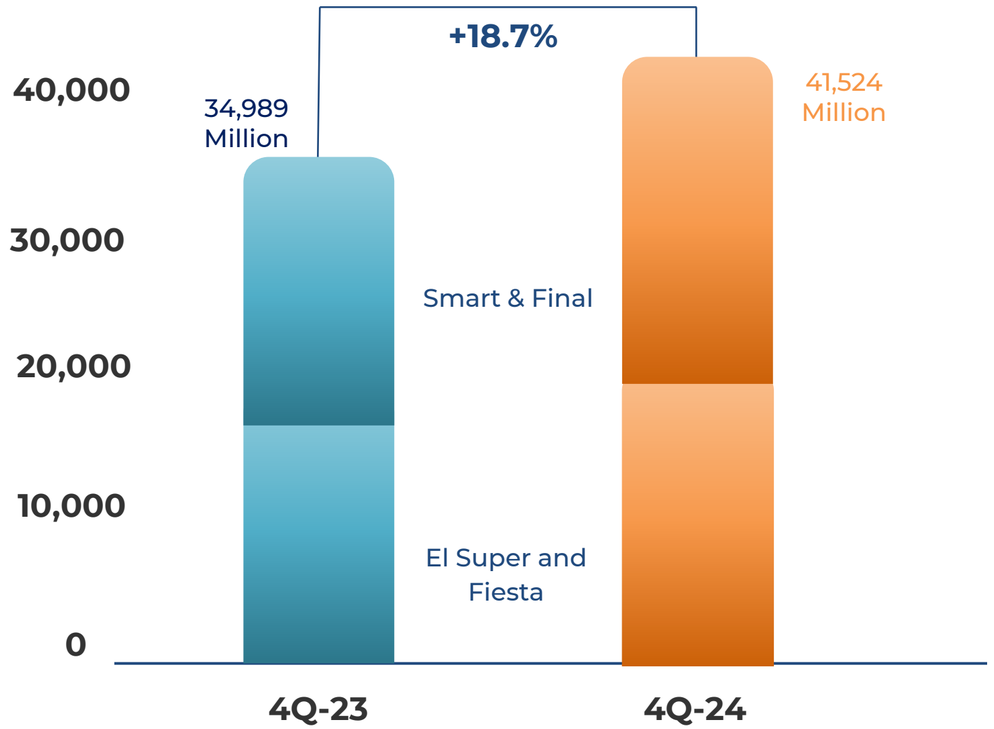
1) Figures in Million of Mexican Pesos

RETAIL U.S. – Fourth Quarter Highlights

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



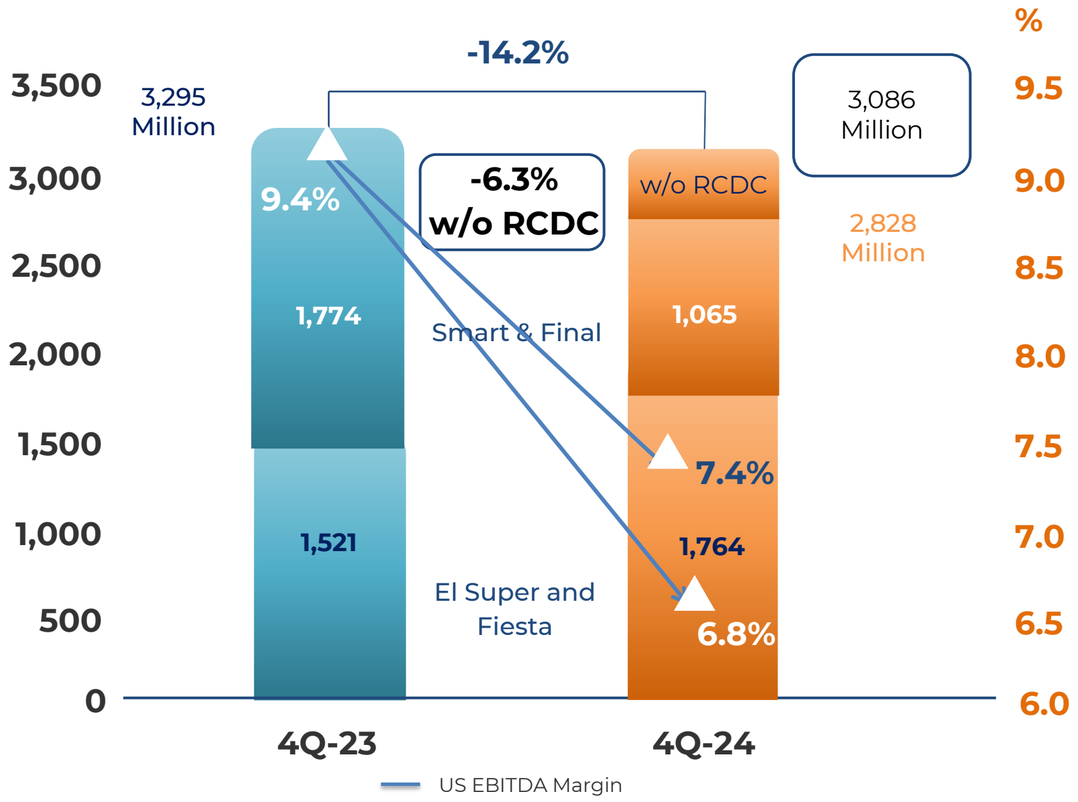
Higher SSS, floor expansion, and positive FX impact drove total sales growth in Mexican pesos



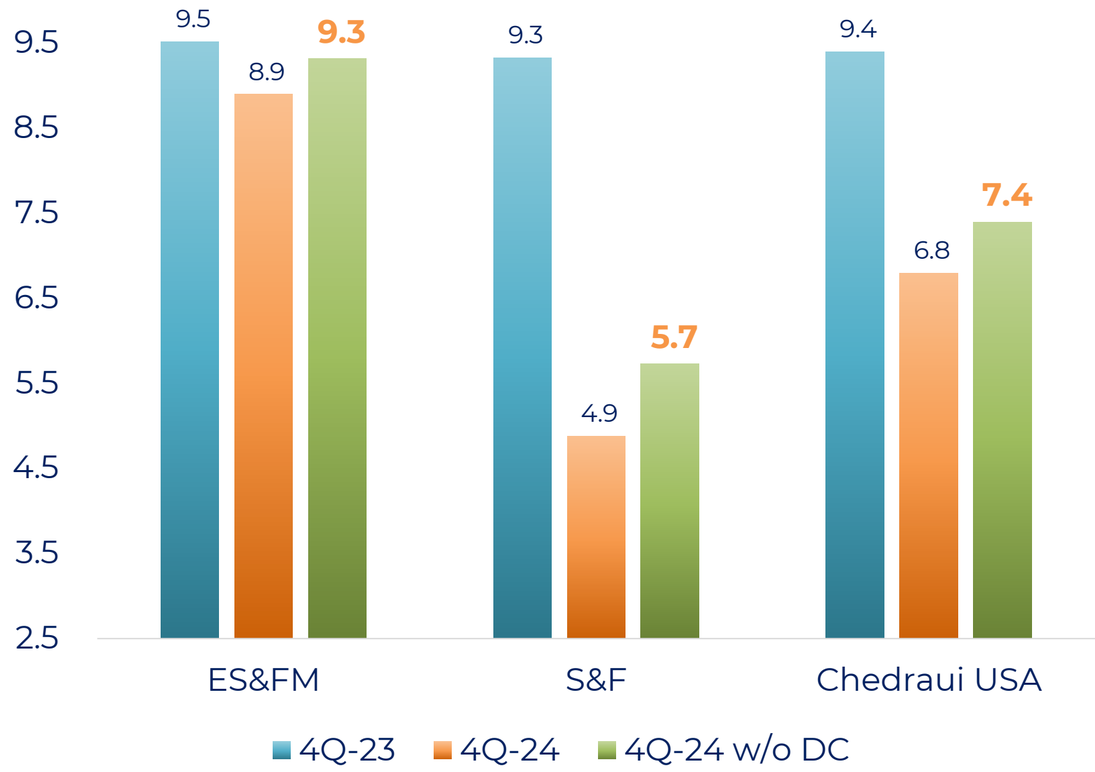
1) Figures in Million of Mexican Pesos

RETAIL U.S. – Fourth Quarter Highlights

El Super and Fiesta Mart increased EBITDA participation in 4Q'24



EBITDA margin levels at El Super and Fiesta Mart stood at 9.3% w/o DC



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

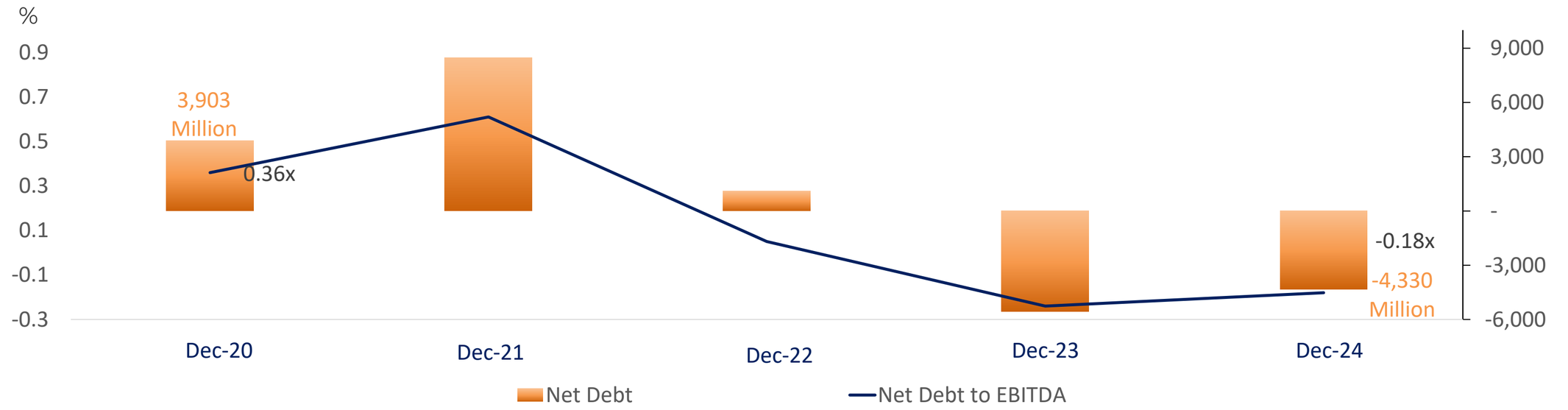
Consolidated Financial results for the Fourth Quarter

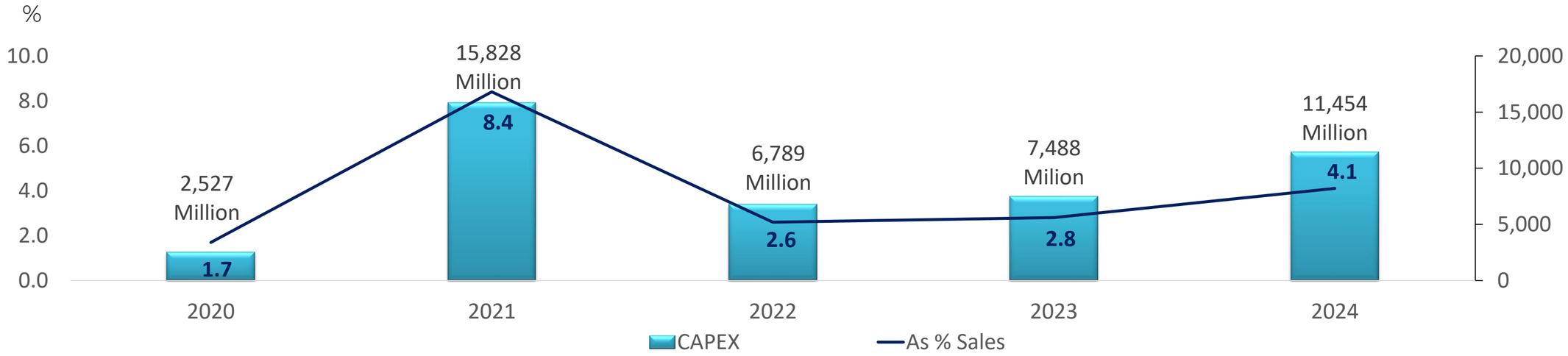
MXN (Million)	4Q'24	4Q'23	Var. %	Var% w/o DC duplicity
Consolidated Sales	77,582	69,760	11.2	11.2
COGS	60,645	53,902	12.5	12.1
Gross Profit	16,937	15,858	6.8	8.2
Sales	21.8%	22.7%		22.1%
Operating Expenses	11,015	9,478	16.2	15.9
Sales	14.2%	13.6%		14.2%
EBITDA	5,921	6,380	-7.2	-3.1
Sales	7.6%	9.1%		8.0%

MXN (Million)	4Q'24	4Q'23	Var. %	Var% w/o DC duplicity
Operating Income	3,483	4,482	-22.3	-12.8
Financing Expenses	1,607	1,226	31.1	11.0
Results of Associated Companies	6	21	-74.3	-74.3
Income Before Taxes	1,881	3,277	-42.6	-22.1
Taxes	518	783	-33.9	-13.4
Effective Tax Rate	27.5%	23.9%		26.6%
Net Income	1,363	2,494	-45.4	-24.8
Sales	1.8%	3.6%		2.4%

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

Financing & CAPEX 2024





1) 2021 includes the investment for the acquisition of Smart & Final in the U.S.,and 2022 includes the acquisition of Arteli in Mexico.
2) Figures in Miliion of Mexican Pesos

THANK YOU

For further information, please contact our IR Team

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