

# GRUPO COMERCIAL **CHEDRAUI**

## Fourth Quarter FINANCIAL RESULTS

## 2025

Febrero 2026

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José Antonio Chedraui

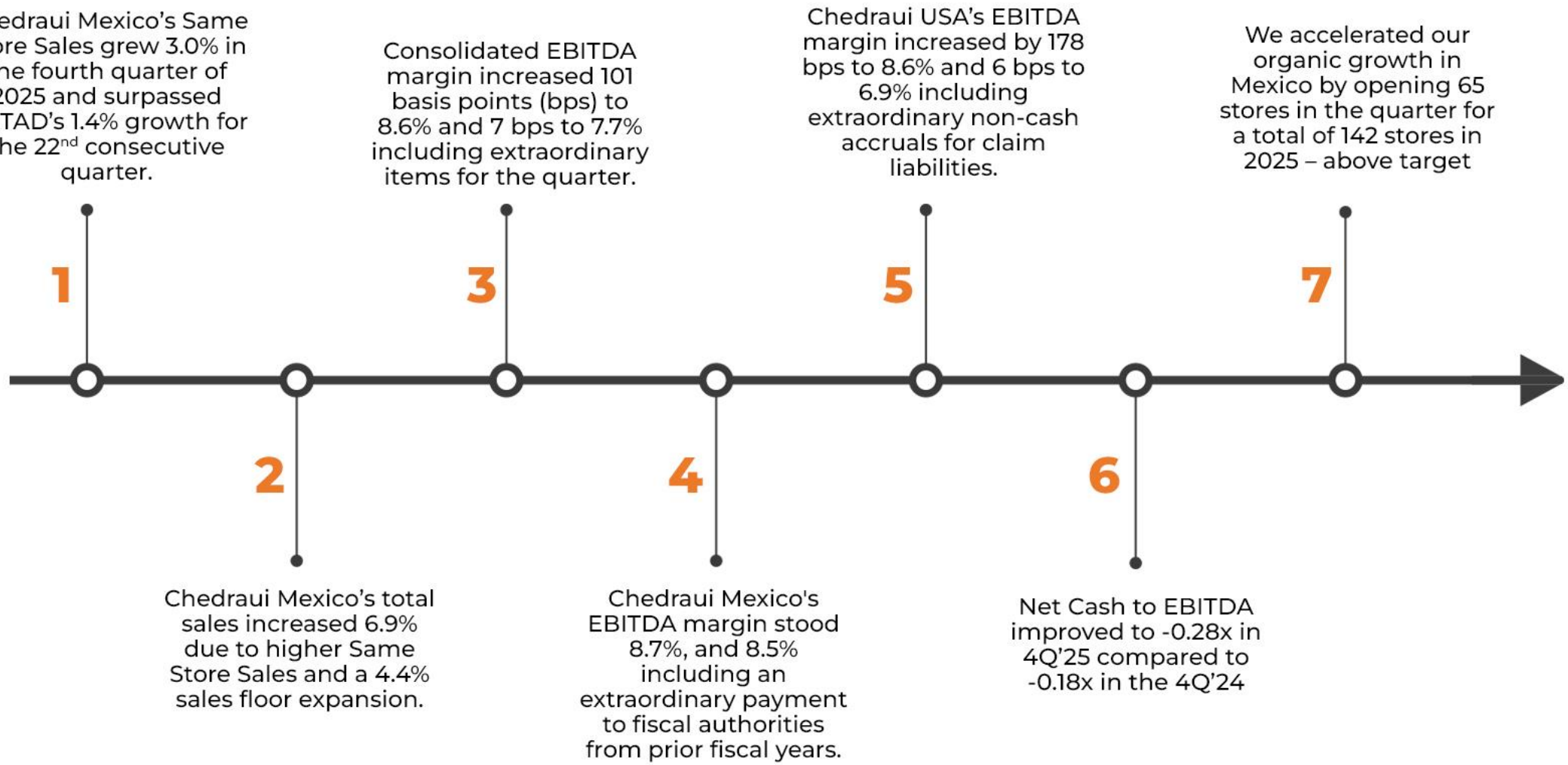
**CEO of Grupo Comercial Chedraui**

Carlos Smith

**CEO of Chedraui USA**

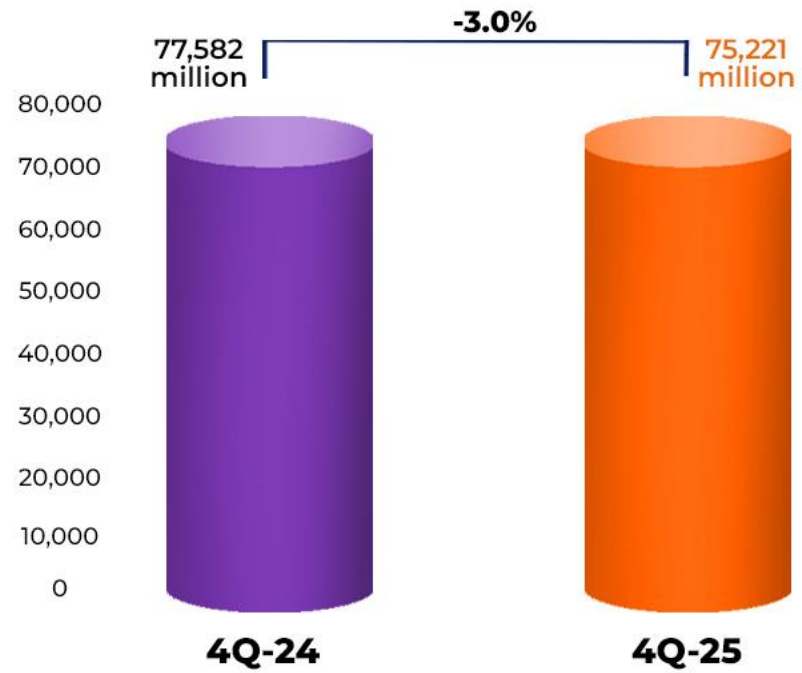
Chedraui
cuesta menos

# KEY HIGHLIGHTS FOR FOURTH QUARTER RESULTS



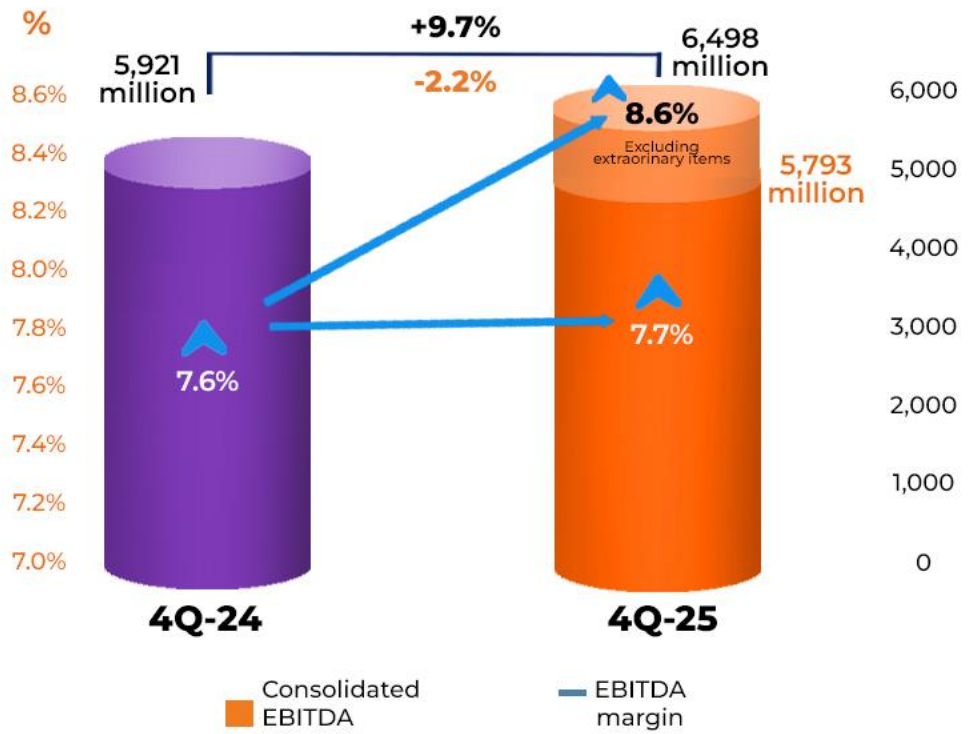
# CONSOLIDATED RESULTS FOR THE FOURTH QUARTER

## Consolidated Sales declined 3% mainly as a result of a 10% appreciation of the MX Peso




*Figures in Million of Mexican Pesos*

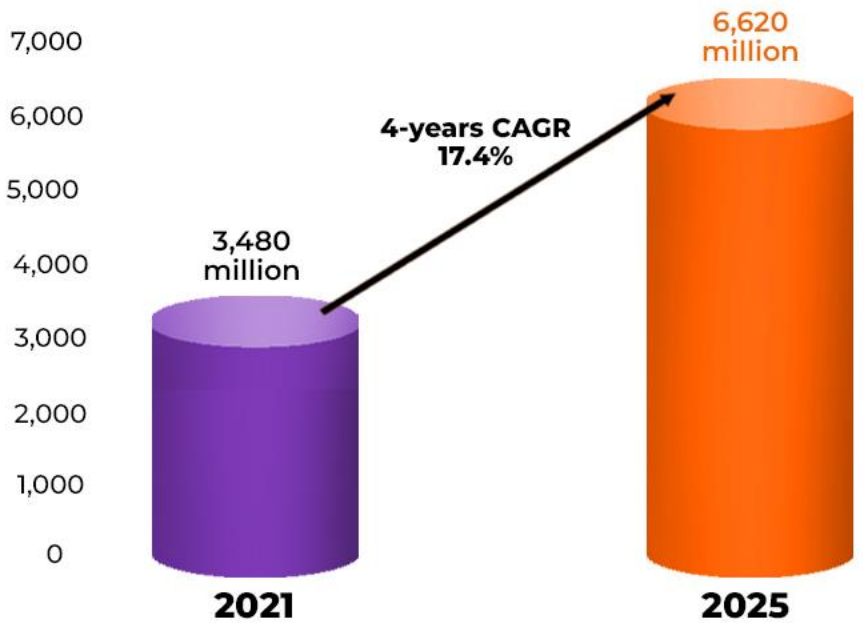
## Consolidated EBITDA excluding extraordinary items increased by 9.7%



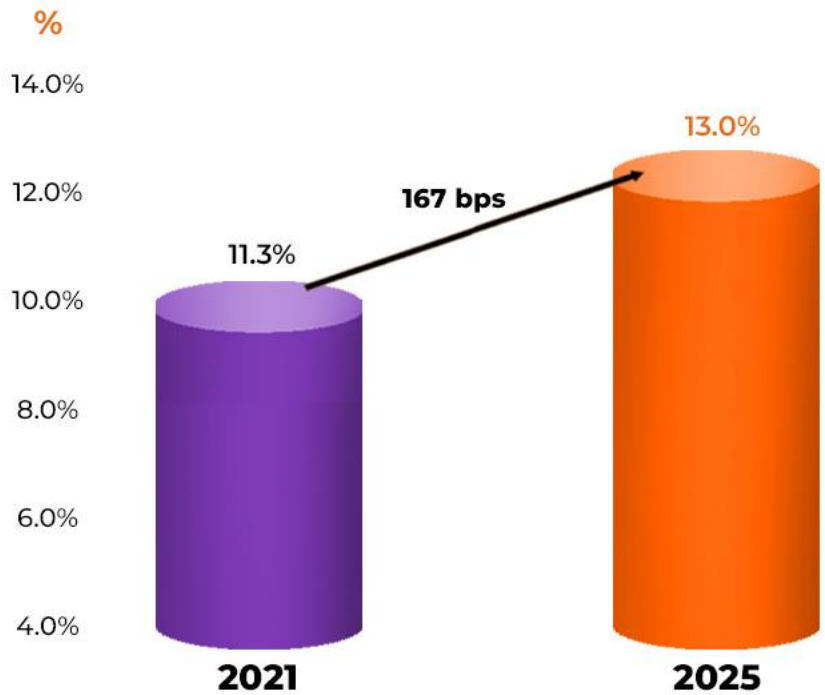

*Extraordinary items 4Q-25: One-time payment from previous fiscal years in Mexico and additional accruals for liability claims in the U.S.*

# CONSISTENCY OF OUR LONG-TERM FINANCIAL RESULTS

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



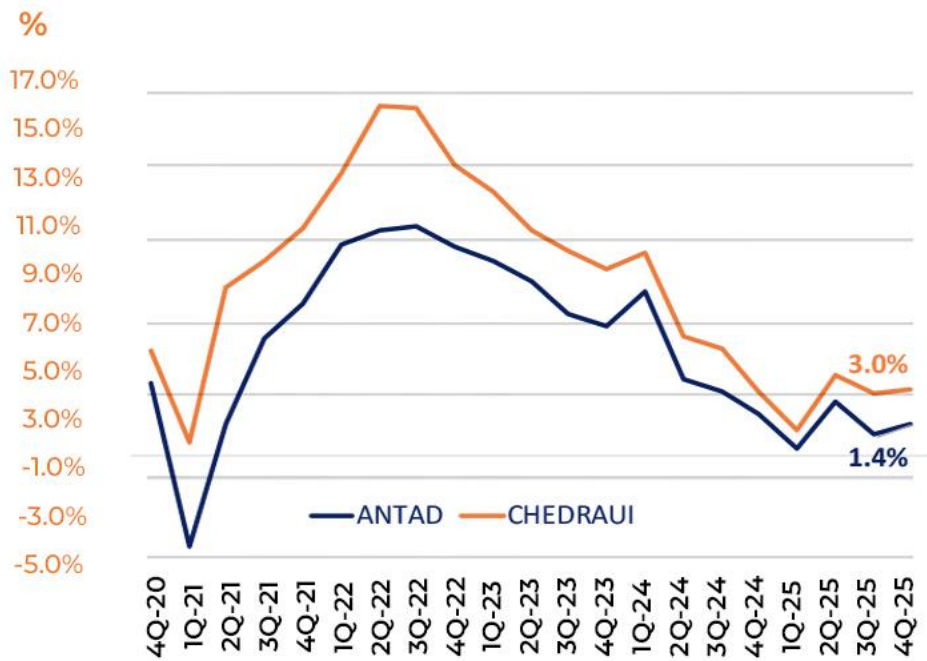

## Long-term profitability has benefitted from M&A activity and organic growth



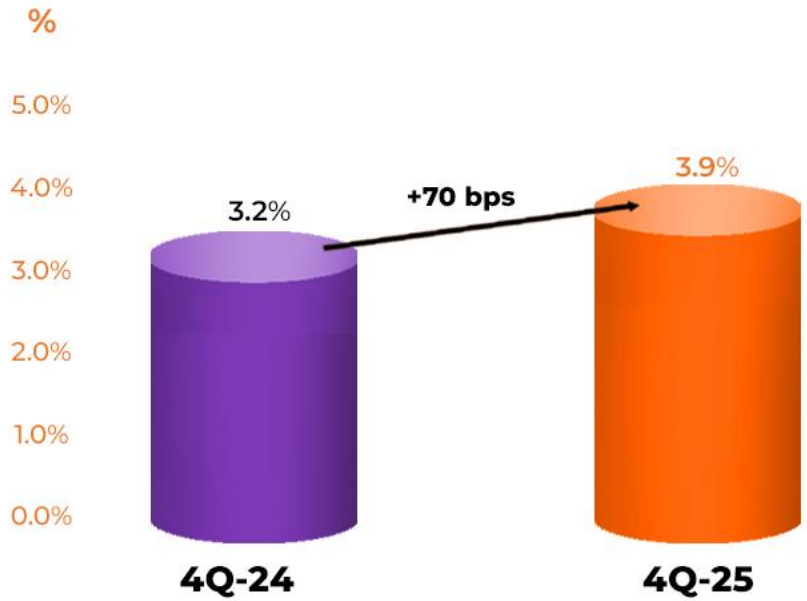

*Figures in Million of Mexican Pesos*

# CHEDRAUI MEXICO
# FOURTH QUARTER HIGHLIGHTS

## SSS for 22th consecutive quarters surpassed ANTAD



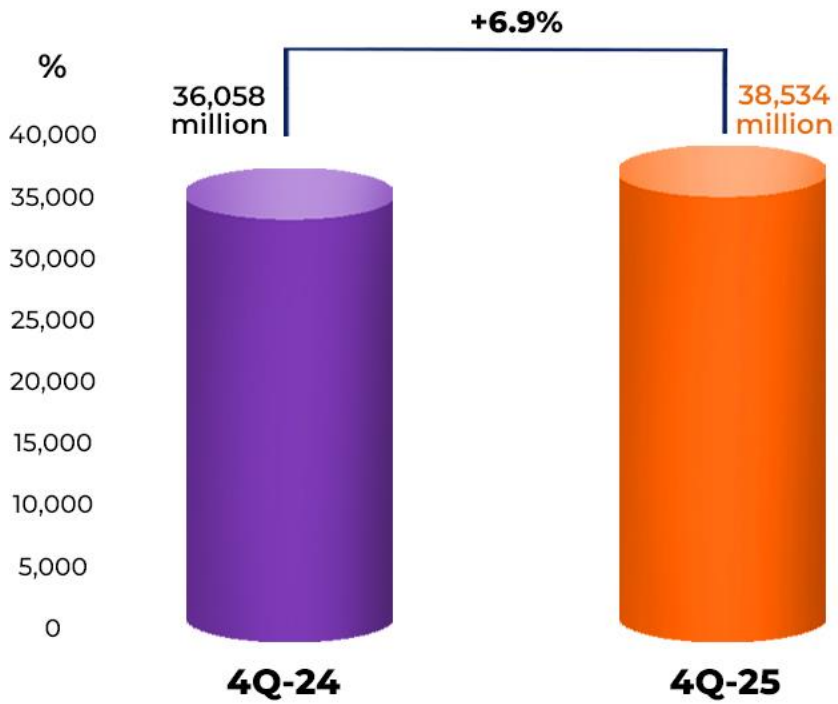

## E-commerce penetration increased 70 bps to 3.9% of Chedraui Mexico Sales




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

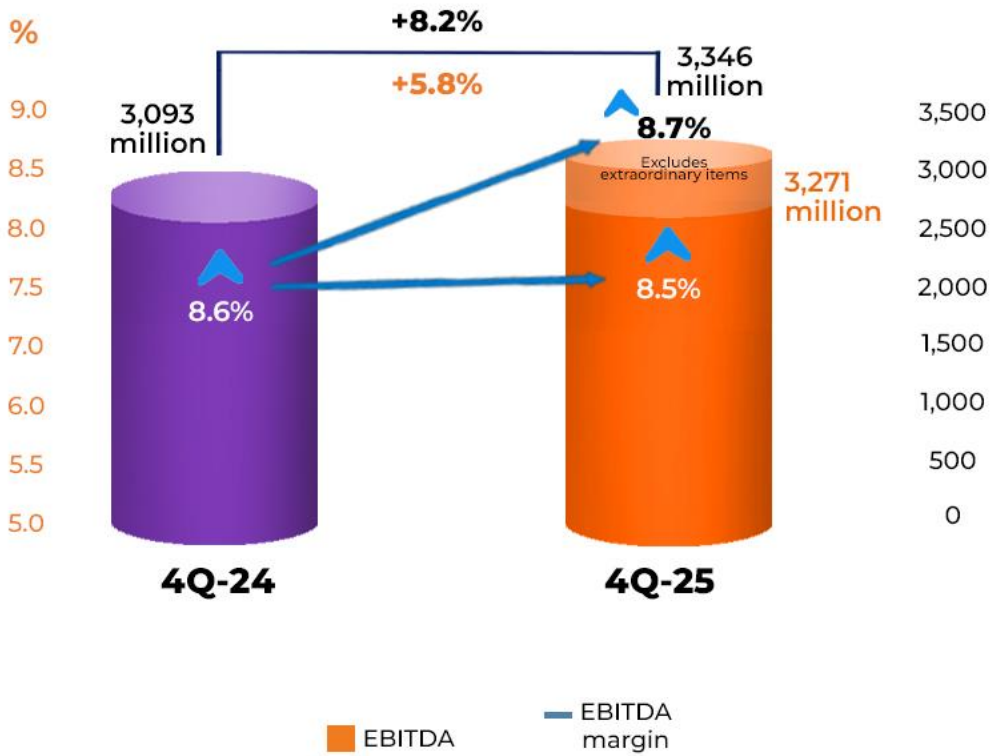
# CHEDRAUI MEXICO
# FOURTH QUARTER HIGHLIGHTS

## Total Sales grew 6.9% - higher SSS and a 4.4% floor expansion




*Figures in Million of Mexican Pesos*

## EBITDA margin stood at 8.7% excluding extraordinary items



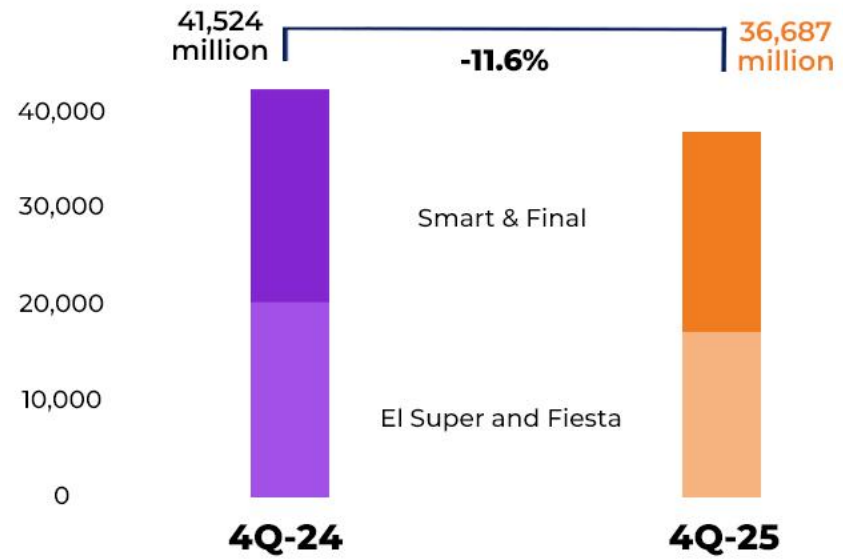

*Extraordinary items 4Q-25: One-time payment from previous fiscal years.*

# CHEDRAUI USA
# FOURTH QUARTER HIGHLIGHTS

## SSS growth impacted by softer consumption trends in California and Texas due to stricter immigration enforcement shutdown



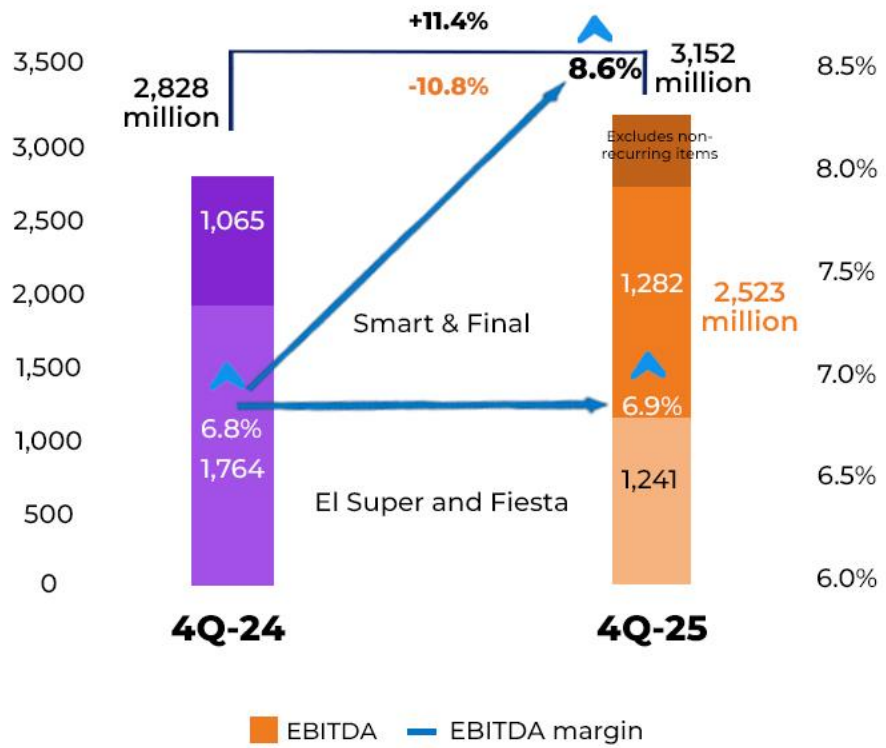

## Total Sales in Mexican pesos declined due to FX conversion and soft consumption trends



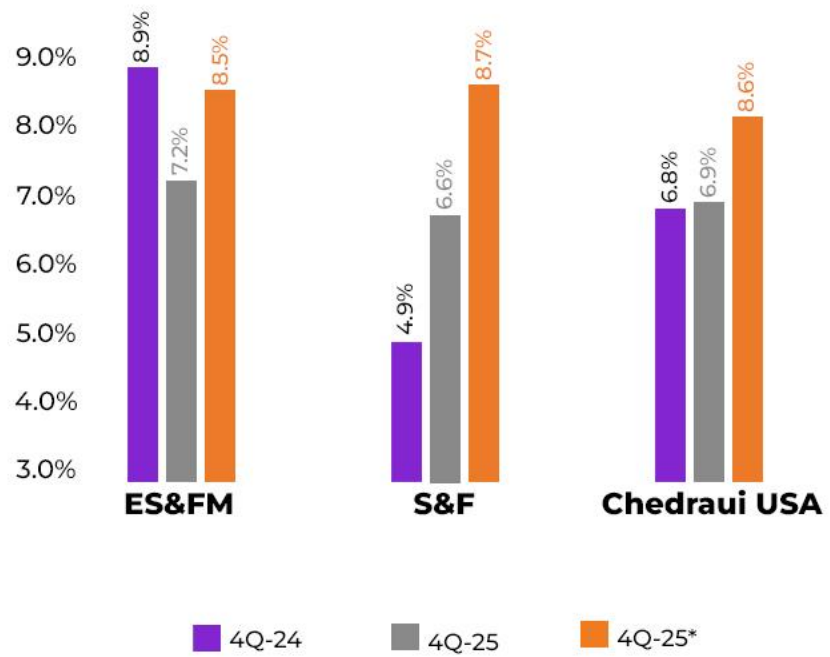

*Figures in million of Mexican pesos*

# CHEDRAUI USA
# FOURTH QUARTER HIGHLIGHTS

## EBITDA margin increased 178 bps excluding accruals for liability claims




## EBITDA margin expansion excluding accruals for liability claims




*Figures in Million of Mexican Pesos*

*Extraordinary items 4Q-25: Additional non-cash accruals for liability claims*

# CONSOLIDATED FINANCIAL RESULTS FOR THE FOURTH QUARTER

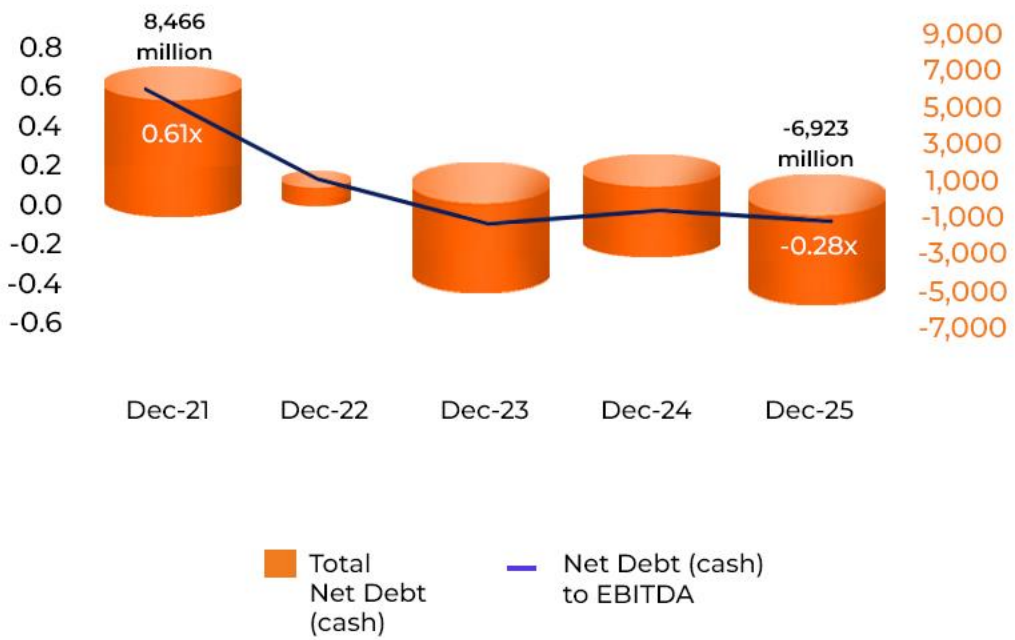
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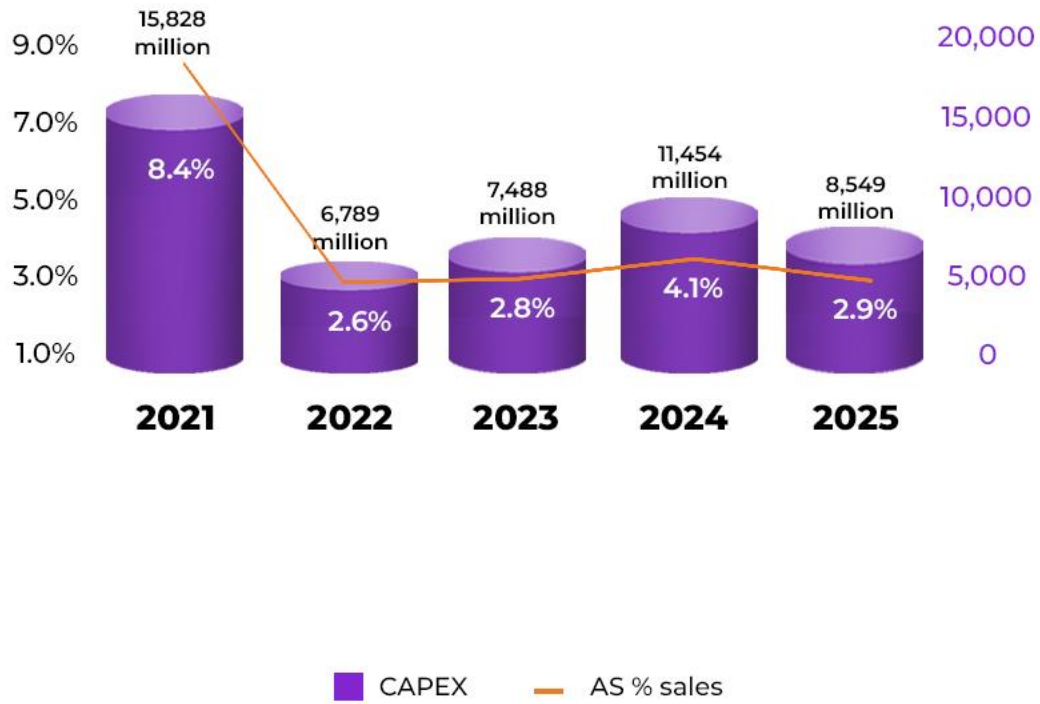
| MXN (Million) | 4Q'25 | 4Q'24 | Var. % | Var% w/o extraordinary items |
|---|---|---|---|---|
| **Consolidated Sales** | 75,221 | 77,582 | -3.0 | |
| COGS | 57,802 | 60,645 | -4.7 | |
| Gross Profit | 17,420 | 16,937 | 2.9 | |
| Sales | 23.2% | 21.8% | | |
| Operating Expenses | 11,626 | 11,015 | 5.5 | -0.8 |
| Sales | 15.5% | 14.2% | | 14.5% |
| **EBITDA** | **5,793** | **5,921** | **-2.2** | **9.7** |
| **Sales** | **7.7%** | **7.6%** | | **8.6%** |

02

| MXN (Million) | 4Q'25 | 4Q'24 | Var. % | Var% w/o extraordinary items |
|---|---|---|---|---|
| Operating Income | 3,403 | 3,453 | -1.4 | 19.0 |
| Financing Expenses | 1,608 | 1,607 | 0.0 | |
| Results of Associated Companies | 19 | 6 | 236 | |
| Income Before Taxes | 1,814 | 1,851 | -2.0 | 36.0 |
| Taxes | 470 | 509 | -7.7 | 32.1 |
| Effective Tax Rate | 25.9% | 27.5% | | 26.7% |
| **Net Income** | **1,344** | **1,342** | **0.1** | **37.5** |
| **Sales** | **1.8%** | **1.7%** | | **2.5%** |

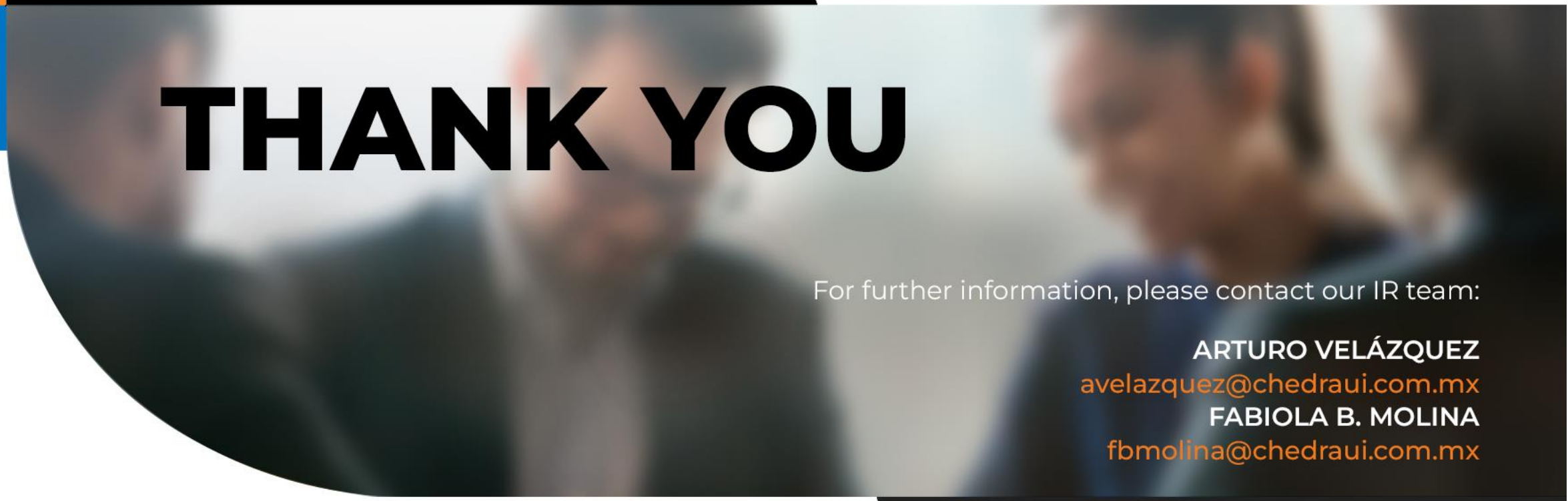
# FINANCING & CAPEX 2025




** 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:

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