

Corporate Presentation





Declaration

The following material is a General Background Presentation on Almacenes Éxito (the "Company"). The information contained herein is a summary and is not intended to be the complete information of the Company. This Presentation has been prepared for informational purposes only and should not be construed as a recommendation to investors. It has not been approved by any regulatory or supervisory authority and does not constitute or form part of any offer, solicitation or invitation in any form for the subscription or acquisition of shares or any other security, and neither this Presentation nor any information or statement contained herein is intended to form the basis of any contract or undertaking, and cannot be invoked in relation to them.

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The statements contained in this Presentation relating to the Company's business prospects, operational/financial results projections, the Company's growth prospects and macroeconomic and market estimates are merely forward-looking statements and are based on Management's beliefs, plans and expectations regarding the Company's future. These expectations are highly dependent on changes in the market, the overall economic performance of Colombia, Uruguay and Argentina, industry and international markets and are therefore subject to change.

This Presentation contains forward-looking statements. The words "may," "will," "would," "should," "believe," "anticipate," "desire," "expect," "estimate," "intend," "anticipate," "plan," "predict," "projects," "objectives," and similar words and expressions (or negatives thereof) are intended to identify these forward-looking statements. Forward-looking statements may include forward-looking statements that are merely estimates and not guarantees of future performance. Any forward-looking projections, forecasts, estimates or other statements in this Presentation only illustrate hypothetical performance under specific assumptions of events or conditions and are not reliable indicators of future results or performance.

Note: Figures expressed as of March 31, 2025 in millions (M) or billions (B) of Colombian pesos (COP) and on a long scale (billions ~1,000,000,000,000,000) unless otherwise indicated.





Grupo Calleja: New controlling company of Grupo Éxito

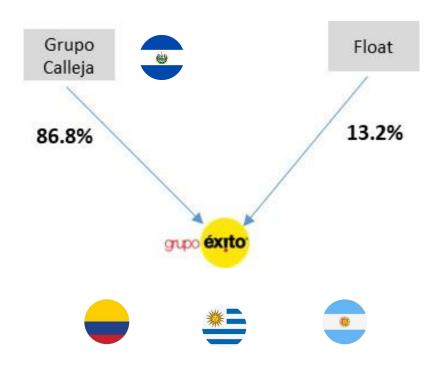






grupo éxito Grupo Calleja takes control of Grupo Éxito

Floating Distribution: BVC 13.2%

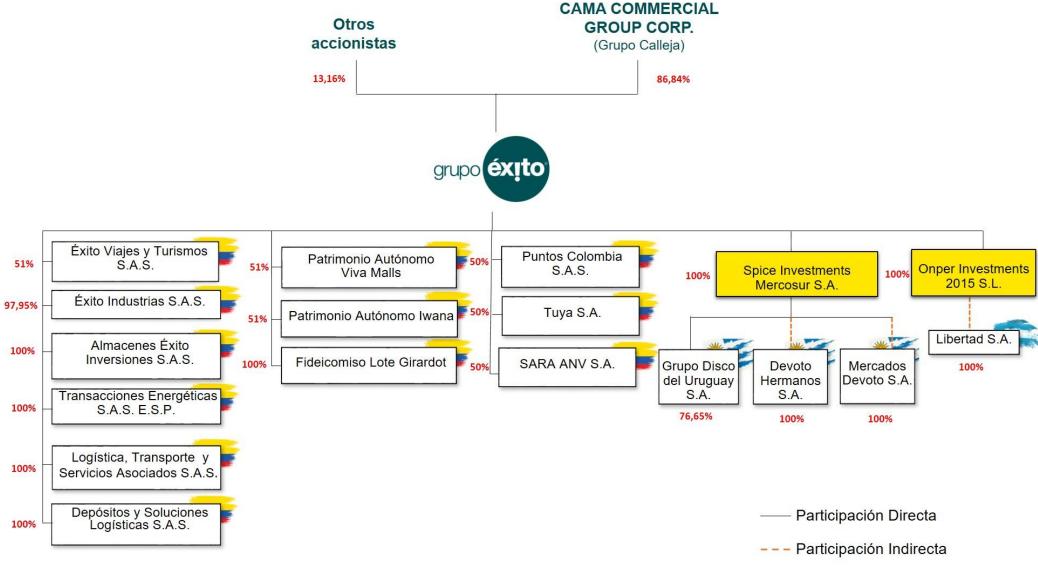


Aspectos clave de Grupo Calleja en El Salvador

- ✓ One of the largest companies in El Salvador (+11 thousand employees)
- ✓ More than 70 years of experience
- ✓ El Salvador's food retail leader (operating under the Super Selectos brand)
- ✓ 113 stores and 60% market share
- ✓ Long-term vision of investing in Grupo Éxito



Ownership Structure







Corporate Strategy Update



Management Team



Juan Carlos Calleja

President of Grupo Éxito



Carlos Mario Giraldo

General Manager Colombia



Jean Christophe Tijeras

General Manager Uruguay



Ramón Quagliata

General Manager Argentina



Long-term strategic pillars

Main objectives and drivers of value creation

Customer-centric strategy



Differentiated value

- Increase the product assortment / portfolio of "unbeatable"
- Specific offers and discounts
- Improve sales per m2



Real estate business opportunities

- Strengthening Viva Malls in Colombia
- Strengthen current assets in Argentina and retail/real estate strategy



Omnichannel Experience

- Leading digital food sales
- Create competitive advantages to better serve the customer
- Strengthening internal capacities



Cost and expense efficiencies

- Spend control at all levels
- Focus on improving levels of unknown loss
- Systemic negotiations with key suppliers
- More agile operational structure



Initiatives to meet challenges and drive results

Reality

Challenges

Colombia

- The most relevant transaction in terms of contribution to results and potential
- Well-positioned retail and real estate businesses
- Leading omnichannel platform in the region
- Positive cash flow

Uruguay

- The Group's most profitable business unit
- Retail leader in the country
- Strong macroeconomic and consumer environments

Argentina

 Resilient performance and better trend in recent years

• High interest rates affect consumer credit, TUYA and non-food results

- Still-high inflation reduces household spending and affects the company's spending structure
- Increased competition across the country
- Focus:
- Improve assortment, sales per m2 and efficiency plans
- Gradual conversion of the store base to the Éxito and Carulla brands
- Increased implementation of the Wow and FreshMarket models

Focus:

Cross-cutting best practices in international operations to increase operational efficiency

- Negative exchange rate effect on results
- Inflationary pressures on consumption and expenditure
- Focus:
- Efficiency plans
- Strengthening of the dual retail/real estate strategy to improve the profitability of the current Real Estate portfolio





Grupo Éxito: Key facts





Grupo Éxito: solid retail platform

in South America

1Q25



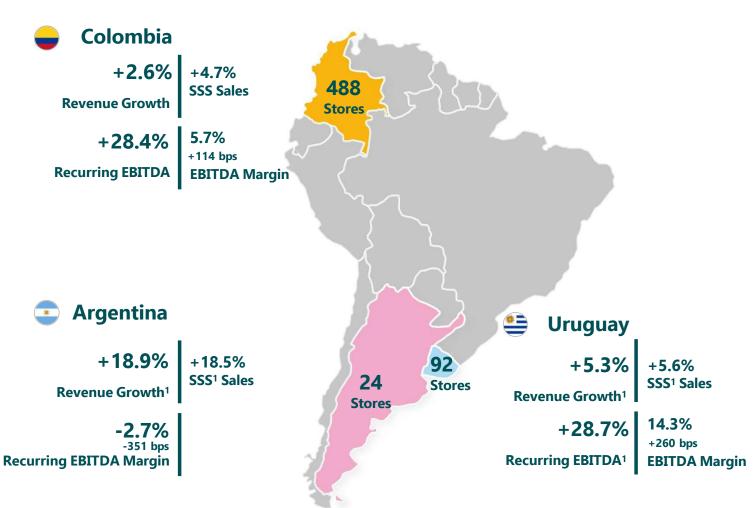
Revenue Growth¹





604 Stores

+45 LTM store from openings, conversions and remodelings



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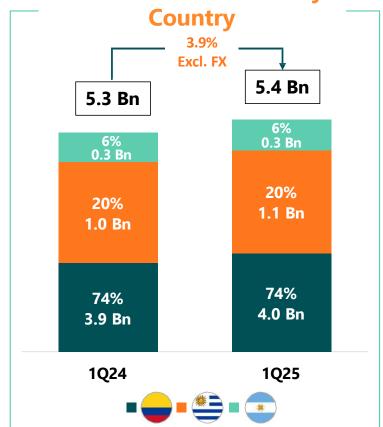
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Record Net Income during 1Q25 driven by operational performance mainly in Colombia and Uruguay

Consolidated highlights1







Key Highlights

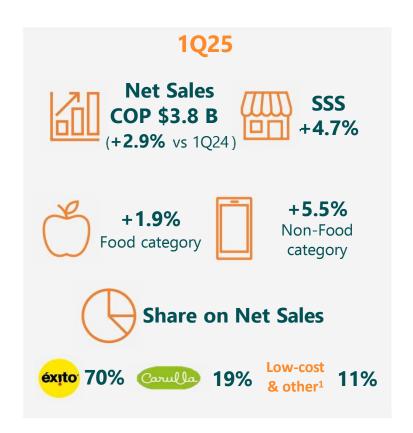
- Net result in 1Q25 of COP \$93,147 M from COP -\$37,863 in the basis:
 - Operational performance improvement
 - Lower non-recurrent events
 - Efficiencies in financial cost
 - Improvements in Tuya results
- Recurring EBITDA² COP \$371,148 M grew by +24.7% excluding FX explained by commercial dynamic and strict cost and expenses control across the region
- Reduced Gross debt and stable cash levels when excluding the effect of special factoring operations
- LTM store expansion³: 45 stores intervened (Col 42 and Uru 3) **Closure of underperforming stores**
- Capex of COP \$46,299 M during 1Q25

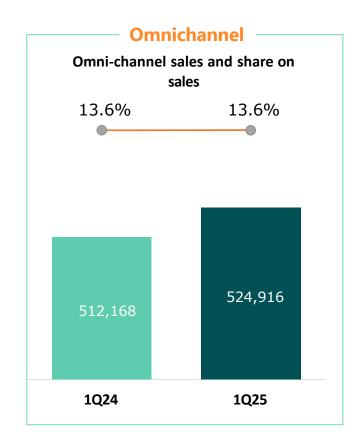
56.3% allocated to retail and real estate expansion

Gradual recovery in sales performance boosted by non-food category

Colombia Sales performance











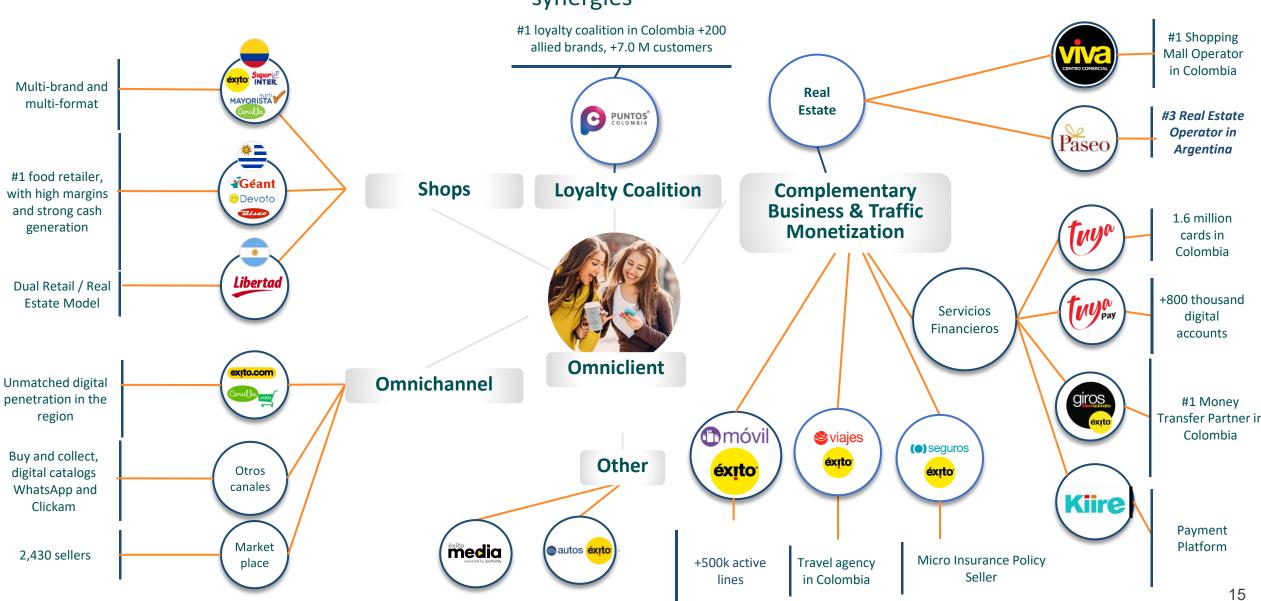
Country Brand Segmentation

Coverage of the population pyramid



Grupo Éxito Ecosystem

Leading retail through innovation and business integration into a global ecosystem with great grupo éxito synergies









Retail, private label and complementary business segments

Colombia





Complementary businesses

Creation and shared value

Financial Retail

Improved NPL30 (-591 pbs vs 1Q24)

\$1.9B **Outstanding Loan Portfolio**



Credit card stock



Tuya contributed with COP \$8,897 M in 1Q25 as income from associates, reversing the loss recorded in 1Q24 of COP -\$23,774 M

Lo ya Ity

8.0M

Clients with habeas data (+13% vs. 1Q24)



Redeemed points (+6% vs. 1Q24)

5,761 **Allied brands**

1 Brand power according to Kantar

Present in 1/3 of Colombian households



Complementary Businesses

Creation and shared value

Real Estate Business -



Guaranteed income from leases and stable cash flow

+807,000 sqm of GLA

(33 assets + retail premises)

Occupancy rate¹ 97.5%

(vs. 97.6% YoY)

Revenues from rental and administrative fees (+16.3% consol, +12.2% Col in 1Q25)

Viva Malls²

- **17** assets
- +580,000 sqm of GLA (72% share)
- 98.5% occupancy rate



In MCOP	1Q25	1Q24	%Var
Net Revenue	116,249	99,882	16.4%
Recurring EBITDA	47,211	37,646	25.4%
5	40.6%	37.7%	2/3
<u>c</u>			
R e Valuation of Viva M	alls COP \$3.7	Rn as of 202	<u>л</u>
~	.9% vs 2023	DII 43 01 202	·
n 13	.5,0 13 2023		
D			



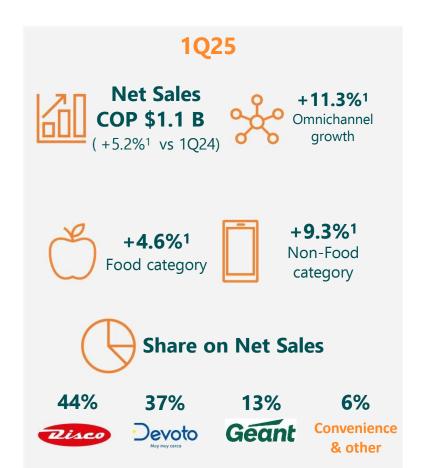


International Operations



International Operations:

Uruguay



Focused on the summer season and profitability

2 Stores intervened

over than 50% sales area extended

+36.5%

sales evolution since implementation

Closure of convenience underperforming stores







International Operations:

Argentina





2 Strategic stores aiming to increase sales per sqm as optimization of retail premises area

3 underperforming stores closed of mini- wholesale formats

SG&A initiatives

- Operational excellence initiatives implemented
- Payment methods renegotiations
- Logistics cost efficiencies



Asset: 14 shopping center

GLA: 189,987

Occupancy Rate: 94.6%

Collection Rate: 99.8%

EBITDA-to-Rent Margin: 81%



Real Estate Business





Sustainability strategy



ESG Strategy

Six pillars with clear purposes, strategic focus and contribution, aligned with the Sustainable Development Goals

Zero Malnutrition

- 17,364 children benefited in nutrition and complementary programs.
- **16,193 food packages donated** to children and their family.
- We are present in **32** departments and **83** municipalities.



Our people

- 15,237 collaborators accessed employe benefits.
- 2,475 collaborators have received training in various skills.
- 302 health promotion activities for our employees, focused on physical, mental and occupational health, with the active participation of 4,532 employees.



Sustainable Trade

Through the "Cultivando Oportunidades" program, we purchase locally:

- 93.6% of fruits and vegetables, 86.27% of which were purchased directly.
- •93.3% of our meat.
- •87% of our seafood.
- •100% of our eggs.

Similarly, **94.95% of our textile garments** were acquired locally.



My Planet

•4,632 tons of recyclable material collected in the operation. 100% of proceeds support child nutrition projects in Colombia.

Annexes



Glosario y Notas

Notes:

- The numbers are expressed on a long scale, one billion pesos represent 1,000,000,000,000.
- Growth and variations are expressed with respect to the same period of the previous year, unless otherwise indicated.
- Sums and percentages may reflect discrepancies due to rounding.
- All margins are calculated as a percentage of Operating Income.

Glossary:

- Results Colombia: consolidation of Almacenes Éxito S.A. and its subsidiaries in the country.
- Consolidated results: Almacenes Éxito and Colombian and international subsidiaries in Uruguay and Argentina.
- Adjusted EBITDA: Earnings before interest, taxes, depreciation and amortization plus results from associates and joint ventures.
- EPS: Earnings per share calculated on a fully diluted basis.
- Financial Result: impacts of interest, derivatives, valuation of financial assets/liabilities, exchange rate and others related to cash, debt and other financial assets/liabilities.
- Free Cash Flow (FCL) = Net Cash Flows Used in Operating Activities plus Net Cash Flows Used in Investing Activities plus Change in Accounts Receivable on Behalf of Third Parties plus Lease Liabilities Paid Plus Interest on Lease Liabilities Paid (using changes in the last 12 M for each line); Cash flow has been restated to align with the financial statements.
- GLA: Gross Leasable Area.
- (GMV): Gross Merchandise Value
- Holding: Almacenes Éxito results with no Colombian and international subsidiaries.
- Operating Income: Total revenues related to retail sales and other revenues.
- Sales: sales related to the retail business
- Other Income: Income related to ancillary businesses (real estate, insurance, travel, etc.) and other income.
- Recurring EBITDA: Earnings before interest, taxes, depreciation and amortization. Operating profit adjusted for other non-recurring income (expenses).
- Recurring Operating Profit (ROI): Gross profit adjusted for SG&A expenses and D&A.
- VMM: same-meter sales including the effect of store conversions and excluding the calendar effect





2Q25 Financial Information



Consolidated Income Statement

in COP M	1Q25	1Q24	%Var
Retail Sales	5,164,589	5,036,104	2.6%
Other Revenue	240,053	239,035	0.4%
Net Revenue	5,404,642	5,275,139	2.5%
Cost of Sales	(3,993,835)	(3,927,350)	1.7%
Cost D&A	(28,034)	(25,836)	8.5%
Gross Profit	1,382,773	1,321,953	4.6%
GostMagin	256%	28%	52bps
SG&A Expense	(1,039,659)	(1,045,676)	(0.6%)
Expense D&A	(149,929)	(147,795)	1.4%
Total Expense	(1,189,588)	(1,193,471)	(0.3%)
Equal Med	22.0%	22.6%	(61) p p
Recurring Operating Income (ROI)	193,185	128,482	50.4%
ROManjn	3.6%	2.4%	14bps
Non-Recurring Income/(Expense)	5,157	(33,254)	115.5%
Operating Income (EBIT)	198,342	95,228	108.3%
<i>⊞</i> 7/ a gn	3.7%	1.8%	18 bps
Net Financial Result	(76,972)	(82,710)	(6.9%)
Associates & Joint Ventures Results	10,070	(22,060)	145.6%
EBT	131,440	(9,542)	1477.5%
Income Tax	(3,716)	1,562	N/A
Net Result	127,724	(7,980)	1700.6%
Non-Controlling Interests	(34,577)	(29,883)	15.7%
Group profit (loss) for the period	93,147	(37,863)	346.0%
NetNagin	2 %	(07%)	24bps
Recurring EBITDA	371,148	302,113	22.9%
Reiny: EEAN & P	6.9%	5.7%	<i>114</i> 5ps
Adjusted EBITDA	386,375	246,799	56.6%
独思科	₽⁄₀	4.7%	217bps
EBITDA	376,305	268,859	40.0%
EED/Weg	7.0%	5 9/o	15 bps

Shares	1,297.864	1,297.864	0.0%
EPS	71.8	(29.2)	N/A

Note: Consolidated data include results from Colombia, Uruguay and Argentina, eliminations, and the FX evect of -1.4% at Net Revenue and -1.5% at Recurring EBITDA during 1Q25. Recurring EBITDA refers to Earnings Before Interest, Taxes, Depreciation, and Amortization adjusted by other non-recurring operational income (expense). Adjusted EBITDA refers to Earnings Before Interest, Taxes, Depreciation, and Amortization plus Associates & Joint Ventures results. EPS considers the weighted average number of outstanding shares (IAS 33), corresponding to 1,297,864,359 shares.



Income Statement and CapEx by Country

Income Statement	<u>Colombia</u>	<u>Uruguay</u>	<u>Argentina</u>	Consol
in COP M	1Q25	1Q25	1Q25	1Q25
Retail Sales	3,810,579	1,054,369	299,641	5,164,589
Other Revenue	213,728	9,144	17,181	240,053
Net Revenue	4,024,307	1,063,513	316,822	5,404,642
Cost of Sales	(3,122,064)	(655,564)	(216,207)	(3,993,835)
Cost D&A	(25,903)	(2,115)	(16)	(28,034)
Gross profit	876,340	405,834	100,599	1,382,77 3
ŒssNag	2%	28%	8 %	B %
SG&A Expense	(674,865)	(255,755)	(109,039)	(1,039,659)
Expense D&A	(116,885)	(22,457)	(10,587)	(149,929)
Total Expense	(791,750)	(278,212)	(119,626)	(1,189,588)
E pillo	9 2%	29 %	3 %	22 %
Recurring Operating Income (ROI)	84,590	127,622	(19,027)	193,18 5
R O Mg	2 %	29 %	6 %)	6 %
Non-Recurring Income and (Expense	6,470	654	(1,967)	5,157
Operating Income (EBIT)	91,060	128,276	(20,994)	198,34 2
B. Maig	28%	1 %	6 %)	3%
Net Financial Result	(69,861)	1,916	(9,027)	(76,972)
Recurring EBITDA	227,378	152,194	(8,424)	371,148
gu gopan	5 %	₽⁄₀	Z */9	6 %
CAPEX				
'nССРМ	25,978	20,321	-	46,299
ideny	25,978	209	at Not Boyony	and 1 F0/ a

Notes: Consolidated data include results from Colombia, UTUGuay and Argentina, eliminations, and the TX evect of 1.4% at Net Revenue and 1.5% at Recurring EBITDA during 1Q25. Recurring EBITDA refers to Earnings Before Interest, Taxes, Depreciation, and Amortization adjusted by other non-recurring operational income (expense). The Colombia perimeter includes the consolidation of Almacenes Éxito S.A. and its subsidiaries in the country. Data in COP includes a –3.4% FX evect in Uruguay at Net Revenue and at Recurring EBITDA in 1Q25 and -12.8% in Argentina, 35 respectively, calculated with the average and closing exchange rate, respectively.



Consolidated Balance Sheet

in COP M	Mar 2025	Dec 2024	Var%
Assets	16,924,670	17,554,555	(3.6%)
Current assets	4,944,078	5,456,605	(9.4%)
Cash & Cash Equivalents	985,557	1,345,710	(26.8%)
Inventories	2,796,003	2,818,786	(0.8%)
Accounts receivable	493,727	659,699	(25.2%)
Assets for taxes	607,856	553,916	9.7%
Assets held for sale	2,645	2,645	0.0%
Others	58,290	75,849	(23.1%)
Non-current assets	11,980,592	12,097,950	(1.0%)
Goodwill	3,273,010	3,297,086	(0.7%)
Other intangible assets	389,937	400,714	(2.7%)
Property, plant and equipment	4,185,725	4,261,625	(1.8%)
Investment properties	1,809,370	1,828,326	(1.0%)
Right of Use	1,716,143	1,728,352	(0.7%)
Investments in associates and JVs	301,623	291,554	3.5%
Deferred tax asset	269,158	253,085	6.4%
Others	35,626	37,208	(4.3%)

in COP M	Mar 2025	Dec 2024	Var%
Liabilities	8,874,174	9,539,043	(7.0%)
Current liabilities	6,598,295	7,197,560	(8.3%)
Trade payables	3,948,618	4,408,479	(10.4%)
Lease liabilities	300,247	299,456	0.3%
Borrowing-short term	1,904,965	1,984,727	(4.0%)
Other financial liabilities	74,174	60,481	22.6%
Liabilities for taxes	119,686	119,210	0.4%
Others	250,605	325,207	(22.9%)
Non-current liabilities	2,275,879	2,341,483	(2.8%)
Trade payables	1,731	22,195	(92.2%)
Lease liabilities	1,666,047	1,684,788	(1.1%)
Borrowing-long Term	255,701	273,722	(6.6%)
Other provisions	13,896	14,068	(1.2%)
Deferred tax liability	296,961	304,235	(2.4%)
Liabilities for taxes	6,688	7,321	(8.6%)
Others	34,855	35,154	(0.9%)
Shareholder's equity	8,050,496	8,015,512	0.4%



Consolidated Cash Flow

in COP M	Mar 2025	Mar 2024	Var%
Profit	127,724	(7,980)	N/A
Operating income before changes in working capital	356,438	296,563	20.2%
Cash Net (used in) Operating Activities	(67,291)	(737,962)	(90.9%)
Cash Net (used in) Investment Activities	(38,760)	(146,892)	(73.6%)
Cash net provided by Financing Activities	(244,037)	778,350	(131.4%)
Var of net of cash and cash equivalents before the FX rate	(350,088)	(106,504)	228.7%
Effects on FX changes on cash and cash equivalents	(10,065)	9,041	(211.3%)
(Decresase) net of cash and cash equivalents	(360,153)	(97,463)	269.5%
Opening balance of cash and cash equivalents	1,345,710	1,508,205	(10.8%)
Ending balance of cash and cash equivalents	985,557	1,410,742	(30.1%)



Holding Income Statement¹

in COP M	1Q25	1Q24	%Var
Retail Sales	3,815,007	3,708,489	2.9%
Other Revenue	101,371	126,101	(19.6%)
Net Revenue	3,916,378	3,834,590	2.1%
Cost of Sales	(3,119,101)	(3,049,288)	2.3%
Cost D&A	(24,799)	(23,648)	4.9%
Gross profit	772,478	761,654	1.4%
Gas/Maj	9 9%	9 %	# 9
SG&A Expense	(612,738)	(641,168)	(4.4%)
Expense D&A	(114,856)	(115,120)	(0.2%)
Total Expense	(727,594)	(756,288)	(3.8%)
Equipment :	(8 %)	(2 7/ ₉)	4 bps
Recurring Operating Income (ROI)	44,884	5,366	736.5%
ROMag	1%	0 9/o	O bps
Non-Recurring Income and (Expense)	6,475	(35,145)	118.4%
Operating Income	51,359	(29,779)	272.5%
B Ming	3 %	6 %)	29 bps
Net Financial Result	(81,000)	(107,644)	(24.8%)
Group profit (loss) for the period	93,147	(37,863)	346.0%
N±Mag	2 9%	(0 %)	<i>3</i> 7/bps
Recurring EBITDA	184,539	144,134	28.0%
gn An	7 P/o	8 %	95bps

⁽¹⁾ Holding: Almacenes Éxito Results without Colombia subsidiaries Recurring EBITDA refers to Earnings Before Interest, Taxes, Depreciation, and Amortization adjusted by other non-recurring operational income (expense).



Holding Balance Sheet¹

in COP M	Mar 2025	Dec 2024	Var%
Assets	13,590,149	13,904,222	(2.3%)
Current assets	3,643,564	3,971,573	(8.3%)
Cash & Cash Equivalents	513,925	856,675	(40.0%)
Inventories	2,255,726	2,230,260	1.1%
Accounts receivable	247,663	314,528	(21.3%)
Assets for taxes	530,603	495,669	7.0%
Others	95,647	74,441	28.5%
Non-current assets	9,946,585	9,932,649	0.1%
Goodwill	1,453,077	1,453,077	0.0%
Other intangible assets	166,030	171,861	(3.4%)
Property, plant and equipment	1,823,126	1,861,804	(2.1%)
Investment properties	63,960	64,177	(0.3%)
Right of Use	1,529,771	1,525,968	0.2%
Investments in subsidiaries, associates and JVs	4,705,421	4,653,658	1.1%
Others	205,200	202,104	1.5%

in COP M	Mar 2025	Dec 2024	Var%
Liabilities	6,858,973	7,215,710	(4.9%)
Current liabilities	5,265,925	5,591,365	(5.8%)
Trade payables	2,979,139	3,129,255	(4.8%)
Lease liabilities	321,872	315,308	2.1%
Borrowing-short term	1,453,062	1,553,175	(6.4%)
Other financial liabilities	166,111	161,672	2.7%
Liabilities for taxes	77,320	108,668	(28.8%)
Others	268,421	323,287	(17.0%)
Non-current liabilities	1,593,048	1,624,345	(1.9%)
Lease liabilities	1,443,410	1,443,071	0.0%
Borrowing-long Term	117,683	128,672	(8.5%)
Other provisions	13,675	13,843	(1.2%)
Others	18,280	38,759	(52.8%)
Shareholder's equity	6,731,176	6,688,512	0.6%



Debt by country and maturity

Net debt breakdown by country

31 Mar 2025, (millions of COP)	Holding (2)	Colombia	Uruguay	Argentina	Consolidated
Short-term debt	1,619,173	1,524,446	345,553	109,140	1,979,139
Long-term debt	117,682	117,683	138,018	-	255,701
Total gross debt (1) (2)	1,736,855	1,642,129	483,571	109,140	2,234,840
Cash and cash equivalents	513,925	649,086	316,175	20,296	985,557
Net debt	(1,222,930)	(993,043)	(167,396)	(88,844)	(1,249,283)

Holding Gross debt by maturity

31 Mar 2025, (millions of COP)	Nominal amount	Nature of interest rate	Maturity Date	31-mar-25
Long Term - Bilateral	200,000	Floating	April 2025	150,000
Mid Term - Bilateral	135,000	Fixed	April 2025	135,000
Short Term - Bilateral	200,000	Fixed	April 2025	200,000
Short Term - Bilateral	82,515	Floating	May 2025	82,515
Short Term - Bilateral	100,000	Floating	May 2025	100,000
Short Term - Bilateral	65,000	Floating	May 2025	65,000
Short Term - Bilateral	35,000	Floating	May 2025	35,000
Short Term - Bilateral	100,000	Fixed	May 2025	100,000
Revolving credit facility - Bilateral	400,000	Floating	July 2025	400,000
Short Term - Bilateral	50,000	Floating	August 2025	50,000
Long Term - Bilateral	290,000	Floating	March 2026	48,331
Long Term - Bilateral	190,000	Floating	March 2027	86,374
Long Term - Bilateral	150,000	Floating	March 2030	91,725
Total gross debt (3)	1,997,515			1,543,94

Note: The Colombia perimeter includes the consolidation of Afmacenes Éxito S.A. and its subsidiaries in the country. 1) Debt without contingent warranties and leters of credits. (2) Holding gross debt issued 100% in Colombian Pesos with an interest rate below IBR3M + 2.0%, debt at the nominal amount. IBR 3M (Indicador Bancario de Referencia) – Market Reference Rate: 9.5%; other collections included, and positive hedging valuation not included. (3) Debt at the nominal amount.

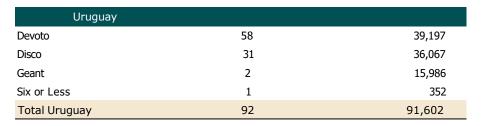


Store number and Retail Sales area



Banner by country	Store number	Sales area (sqm)
Colombia		
Exito	201	625,781
Carulla	134	97,890
Surtimax	55	20,356
Super Inter	42	39,827
Surtimayorista	56	50,143
Total Colombia	488	833,997







15	81,842
9	11,328
24	93,170
604	1,018,769
	9 24

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