



Nourishing

Com  
bina

with Opportunities







We declare our Superior Purpose  
for the future:

# Nourishing Colombia with Opportunities

We assume a commitment with

People who are looking for  
a second opportunity  
and communities afflicted by  
violence so that they can find  
in their projects an option for  
the future.



A modern business  
that offers unique  
experiences to our  
consumers.



The origin and our  
farmers who give us  
the best of our land.



Those who dare  
to venture into  
entrepreneurship  
and motivate us  
with their innovative  
experiences.

Colombian children  
that deserve to have  
an opportunity to grow  
up without chronic  
malnutrition.



Our employees generating  
dignified and quality  
jobs with gender equity,  
diversity, and inclusion.



The preservation of  
the environment,  
biodiversity, and its  
natural resources.

It is a commitment to  
the country that saw  
us born and grow up,  
to our unwavering  
values and desire to  
wake up each day to  
serve Colombia and its  
people with love.



Read more about our Superior  
Purpose by [clicking here](#).

# We are driven

by the desire to build a company that promotes the construction of a country, transform realities, the service for and with communities, and respect for the environment.

We are committed to children's nutrition, the development of our suppliers and co-creation with them, the generation of actions aimed at protecting our planet, the promotion of diversity and equity, the democratization of trade in products and healthy habits, and the development of trust-based relationships.



More than

**60,000**  
children

were benefited in **27 departments** and **192 municipalities**, receiving better nutrition for the body and soul



**1,000,000**  
trees

were planted in three of our country's watersheds.



More than

**300**  
families

have benefited from Terrazas Verdes' hydroponic agriculture of vegetables.



**86.31%**  
of our direct

fruit and vegetable purchases are bought from **943 local suppliers** without intermediaries.



We conducted workshops with more than

**500**  
young

talents in Colombia, **on art and culture**, through Pigmentos Urbanos.



I used to see my children every week, and during the weekdays, it was the older ones' responsibility to look after the younger ones. Today, my house has become my workplace, and I am responsible for both my children and my crops. So, we're not selling lettuce; we're selling what's supporting this: the moms, the stories each family has lived; that's what people are buying."

**Sol María Luna**,  
is the first mother to be benefited from "Terrazas Verdes."

**Seven tons** of food were grown in one year.



Graffiti painted in Éxito Pereira Cubat

Pigmentos Urbanos! It allows us to get closer to the community and discuss what makes us Colombians and brings us together. The transformation through art allows us to show what is going on with our society in a positive way, to tell the stories of the cities through graffiti, and invite everyone to get to know it."



**Daniel Quiceno**,

"Perro," creator of the Comuna 13 Grafitour in Medellín.



# We innovate to transform realities

We take care of the customer's time and strive towards frictionless experiences.

There are

## 176 self-checkout

points available  
around the country.

▲  
**13.9%**  
growth  
vs. 2021

## Smart lockers:

click and collect in **105** lockers in **13**  
stores and new pet lockers.



## New self-checkout

systems at 58 stores and 177 terminals  
bring more agility and include sensors  
for a better experience.

## 70 hours

of live shopping in  
over 50 brands.

## More than 1,500

start-up initiatives are on the  
Marketplace, 75 in alliance  
with iNNpulsa Colombia.



## We released

our first pet products  
in Metaverse.

## We introduced new formats.

### Éxito Wow

redesigned six stores, opened  
five, and now has 30 stores na-  
tionwide. This format represen-  
ted more than 34.2% of overall  
sales for this brand.

Carulla FreshMarket completed

### 30 stores

in this format, representing over  
60% of total sales for the year.

Surtimayorista completed

### 46 stores.

The brand's sales increased  
by 32.7% vs. 2021.

Super Inter Vecino completed

### 35 stores,

bringing the total number of brand  
stores to 60. The Vecino format  
represented 70.8% of total sales.

## Innovation as a driver for social change

We connect peace actions in the territo-  
ries through Paissana, a brand that pro-  
motes productive projects from com-  
munities affected by the armed conflict,  
working hand in hand with the Colombia  
en Paz Fund and 37 suppliers.



Café Dabeiba's coffee is one of 114 products of  
the Paissana brand.

# “

Previously, coffee-  
producing families  
were forced to migrate  
due to violence. We  
are now returning to  
our territory through  
coffee, a product that  
promotes peace and  
helps the region to  
thrive. It's inspiring to  
see how, despite our  
people's issues, we  
can all work together  
to create new chances  
in life.

# ”

**Norbeiro de Jesus  
Borja**, coffee  
producer of the  
Coopertaiva de  
Occidente Coffee  
Growers Coop.



Discover the history of  
Café Dabeiba [here](#).



# Building trusting relationships with our customers inspires us

Customers are our reason for being; we are motivated by sharing meaningful moments with them and becoming a part of their families after years of tradition. We have a premise: offer customers what he or she wants, when and how they want it while creating a unique, positive, and valuable experience always.



“

I am extremely delighted not only to be able to do my shopping for home, but also to be able to contribute to initiatives as wonderful as planting trees, allowing me to do my part for our world.

”

Beatriz Gutiérrez, a customer who donated the most trees in the #UnÁrbolALaVez campaign.

“

I am pretty lucky to have been a customer for the past 30 years, first with Ley stores and now with Éxito. They have given me a lot of wonderful gifts over this time, one of which was on Mother's Day: I was pretty sad since my son had been transfer to Chile, but when I came to the store, they had prepared a celebration brunch for me, along with messages from my children. It's a moment I'll never forget. Éxito has brought me a lot of joy, and I've had the opportunity to share it with beautiful people. They're the best!

Liliana Ocampo, Éxito's costumer.

”

# Omicanality and innovation in the countries where we operate

[GRI 2-1] [GRI 2-2]

**COP 99,072**  
million net incomes.

**COP 20.6**  
billion consolidated operating income

**COP 1.7**  
billion in consolidated recurring EBITDA with an 8.1% EBIT-DA margin level.





# About this Integrated Report



## Scope [GRI 2-3]

The results provided in this Integrated Report reflect the Management of Grupo Éxito in Colombia, Uruguay, and Argentina between January 1, 2022, and December 31, 2022, with its multiple companies, brands, and formats. This report is done each year.

Additional information is available at the following websites:

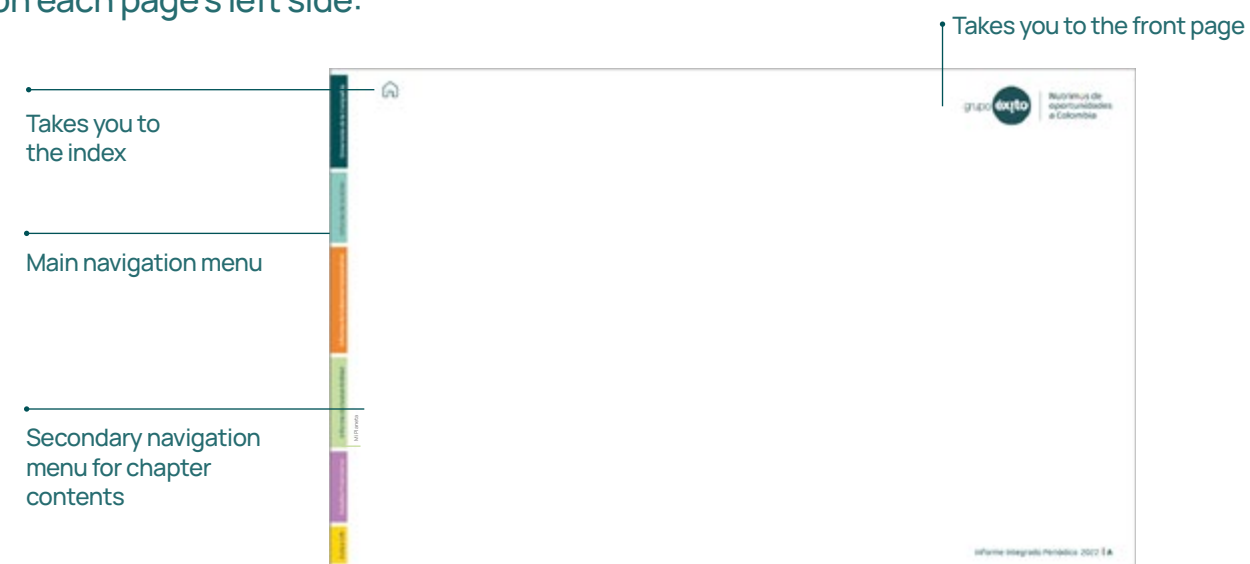
 **Grupo Éxito web site is:** [www.grupoexito.com.co](http://www.grupoexito.com.co)

 **Libertad:** [www.libertadsa.com.ar](http://www.libertadsa.com.ar)

 **Grupo Disco:** [www.disco.com.uy](http://www.disco.com.uy)

## How to navigate this report:

On each page the navigation menu will always be shown on each page's left side:



These buttons indicate there is more content.



**General Coordination:**  
Vice-Presidency of Corporate Affairs and External Communications and Reputation Department.

**Conceptualization, architecture, and graphic editing:**  
Taller de Edición [www.tallerdeedicion.co](http://www.tallerdeedicion.co).

**Translation**  
GO BILINGUAL [www.gobilingual.co](http://www.gobilingual.co)

**Resolution of questions about this integrated report [GRI 2-3] in the mail:**  
[prensaexito@grupo-exito.com](mailto:prensaexito@grupo-exito.com).

**Headquarter [GRI 2-3]**  
Carrera 48 No. 32 B Sur - 139,  
Envigado  
A..A 3479 Colombia  
Telephone: (+57) (4) 604 9696



# Presentation

This Periodic Integrated Report [GRI 2-1] summarizes the key results from 2022. Furthermore, it was built in a transitional manner to the essential compliance, referencing the GRI (Global Reporting Initiative) standards. However, it still needs third-party verification or specified compliance. The report includes indicators that account for how the organization contributes to achieving the 17 Sustainable Development Goals (SDGs) and identifying stakeholder expectations on social, environmental, and economic issues, which can be found in the materiality analysis. El informe se desarrolla en estos cuatro capítulos:

-  Management Report
-  Corporate Governance Report
-  Sustainability Report
-  Financial Statements (separate and consolidated)

**Management Report:** outlines the company's key highlights for 2022, as well as the results of the company's operations in Colombia, Uruguay, and Argentina.

**Corporate Governance Report:** contains information regarding the company's commitment to improving its corporate governance standards, new practices introduced, and awards obtained.

**Sustainability Report:** recognizes the company's sustainable strategy, which contributes to child nutrition, supplier development, environmental protection, healthy habit promotion, employee well-being, and stakeholder trust.

**Financial Statements:** include consolidated and separate statements of financial position, income statements, statements of comprehensive income, cash flow statements, and accounts of changes in equity, all of which have been audited by KPMG. The notes to the consolidated and separate financial statements are available in the "Shareholders and Investors" section of the company's website, [www.grupoexito.com.co](http://www.grupoexito.com.co).





# Brands, businesses, and differential formats in Colombia [GRI 2-6]

## Retail

 **209 stores.**  
30 Éxito Wow.

 **107 stores.**  
30 Carulla FreshMarket.

 **60 stores.**  
35 Super Inter Vecino.

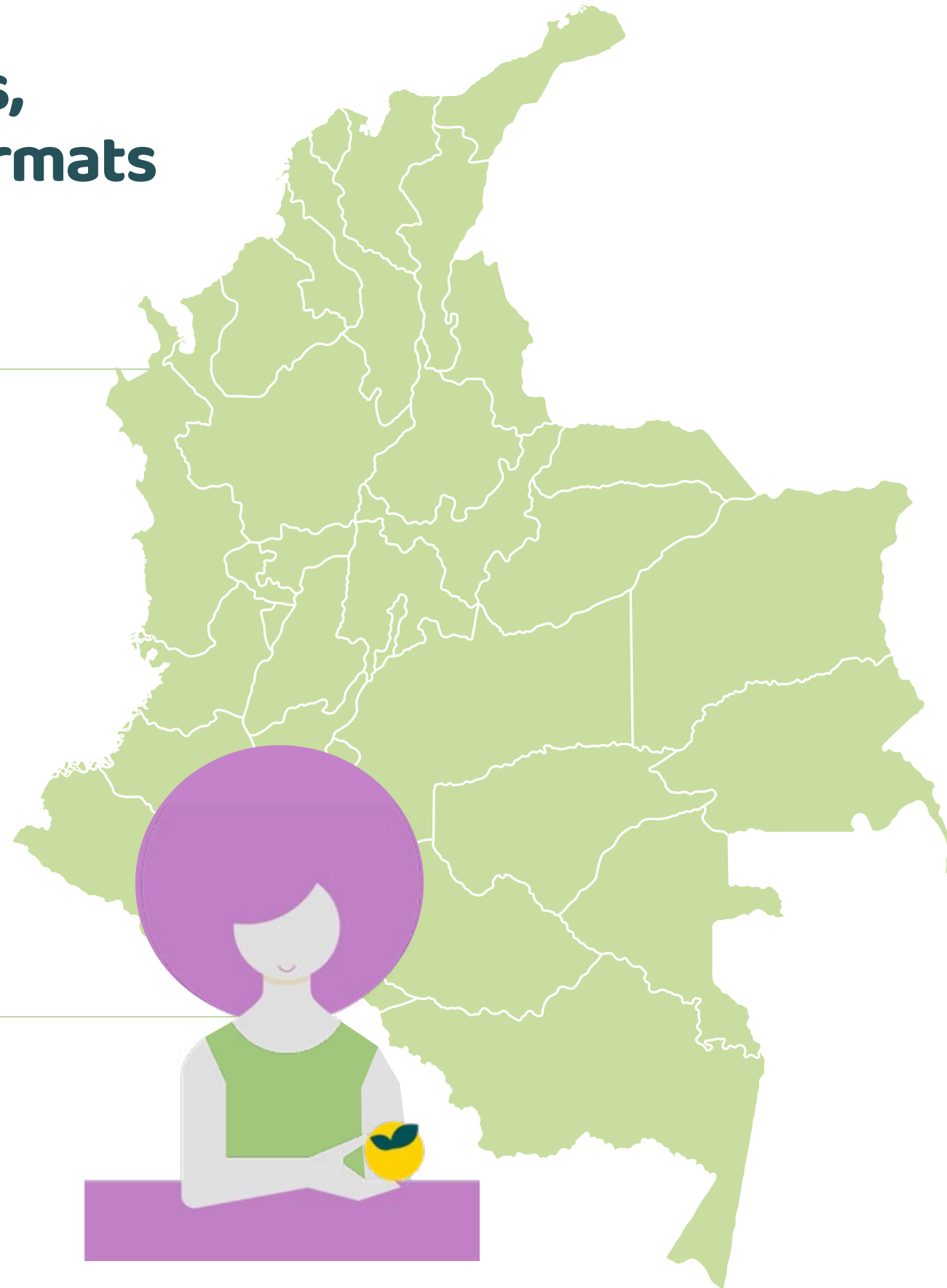
 **70 stores**

## Large wholesale and professional customers

 **44 stores.**  
6 openings in 2021.

 **1671 aliados.**  
**More than 20.000 small**  
market owners registered  
in the App







## Electronic and direct commerce

Direct commerce

More than **13.3 million** purchase orders  
**76** darkstores for Turbo Fresh, Carulla and Éxito

 **172 million visitors**  
 **900,000 orders**

  **12%** of e-commerce and direct  
commerce sales participation

 **1.6 million active downloads**  
**340,000 orders generated**

**Compra y recoge** **765,000 orders generated**

 **COP 308, 000 million in sales, 17%** of total  
omnichannel sales

 **19%** sales increase.

**Punto de Entrega** More than 1 million of purchases orders  
collected on the Puntos de entrega

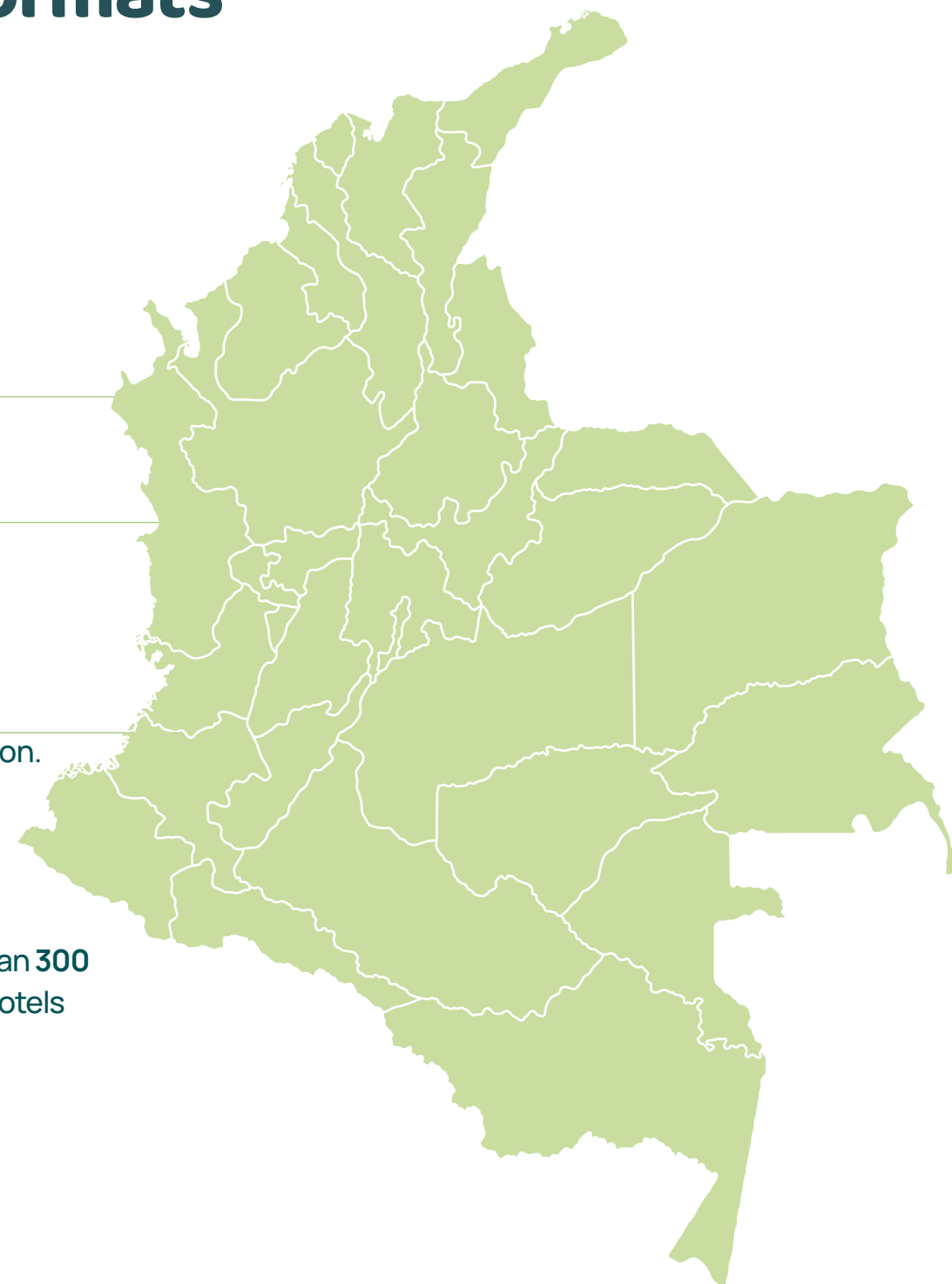
 **32,000 active users** on the platform  
**1,5 million commissions delivered**



# Brands, businesses, and differential formats in Colombia [GRI 2-6]

## Traffic monetization:

Complementary businesses that drive better outcomes



### Real estate business

17 shopping malls and galleries.  
96% occupancy rate.  
143 million visitors



### Financial business

2.1 million credit cards in circulation.  
576,000 new cards in 2021.  
Digital channel Tuya Pay .  
with more than 1 million users.



Portfolio of services with more than 300 airlines and more than 100,000 hotels worldwide.



More than 541,000 active lines.



More than 415,000 customers.



More than 633,000 national and international transactions.



## Support to businesses

47 tons of prepared foods  
**didetexco**

More than 9600 jobs were generated in 344 textile and garment manufacturing workshops.



3 million kilometers traveled by the company's vehicles used for logistics and food transportation.  
32 electric vehicles  
3 natural gas trucks



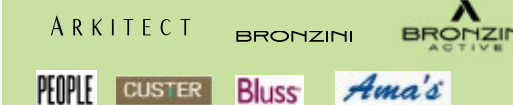
30 CEDIS - Distribution Centers

We have been producing and selling our private labels for more than 60 years [GRI 2-6]

## Mass Consumption Food and Products



## Textiles



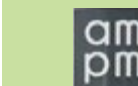
## Home and small appliances



## Household Toiletries



## Personal care



## Pets



## Audio and video





# Management Team



Learn more about our management team here



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**Carlos Mario Giraldo Moreno**  
Chief Executive Officer



**Jacky Yanovich Mizrahi**  
Chief Operating Officer



**Ivonne Windmueller Palacio**  
Chief Financial Officer



**Carlos Ariel Gómez Gutiérrez**  
Commercial and Supplying Vice-President



**Claudia Campillo Velásquez**  
Vice-President of Corporate Affairs and General Counsel



**Juan Felipe Montoya**  
Vice-President of Human Resources



**José Gabriel Loaiza Herrera**  
Vice-President of Omnichannel and Innovation



**Lucas López Lince**  
Vice-President of Marketing



**Camilo Alberto Gallego Ferrer**  
Vice-President of Services



**Juan Lucas Vega Palacio**  
Real Estate Vice-President



**Jorge Jaller Jaramillo**  
Retail Vice-President



**Dora Lopera Velásquez**  
Internal Audit Director



# We provide channels for continuous communication with our stakeholders

[GRI 2-12][GRI 2-16] [GRI 2-29]





# Materiality Analysis

**[GRI 3-1]** The materiality analysis is a method that allows us to identify the most important and interesting topics for the organization in areas related to social, environmental, economic, and corporate governance matters. Material issues are measured and quantified every two years to respond to the constant change in the environment, market dynamics, stakeholder expectations, global standards, megatrends, and sustainability evaluation organizations concerning issues that may influence their relationship with the company.

This year, for the first time in the company, we conducted the exercise using the “**Double Materiality**” method, which provided us with a greater understanding of what stakeholders think is necessary. In addition, this technique enabled us to create time frames to assess issues that will be critical in the near, medium, and long term. As a result, the company’s initiatives are aligned with the materiality and topics prioritized by the various stakeholders **[GRI 2-29]**.

The Sustainability Department conducted the measuring process **[GRI 2-13]**. To establish the prioritization of strategic issues, we considered these five steps:



## Step 1 Identification of topics

We reviewed external inputs through benchmarking: Megatrends, Sustainable Development Goals, sustainability standards, and sustainability indexes, among others. Also, internal inputs, such as the company’s sustainability strategy, policies, corporate risks, and parent company’s materiality.



## Step 4 Cross-reference and prioritization

We weighted the information collected in previous stages. We created a prioritization matrix in which we evaluated impacts related to sustainability on the X-axis and financial effects on the Y-axis.



## Step 2 Definition of stakeholders [GRI 2-29]

We developed a map solution to select the key actors to be consulted, representing prioritized stakeholders. We considered the following: the Board of Directors, Senior Management, employees, customers, suppliers, opinion leaders, media outlets, sustainability-focused academics, and community leaders.



## Step 5 Validation

To focus the management system on strategic issues, we submit for their approval the Materiality Matrix to Senior Management and the Sustainability Committee of the Board of Directors **[GRI 2-14]**.

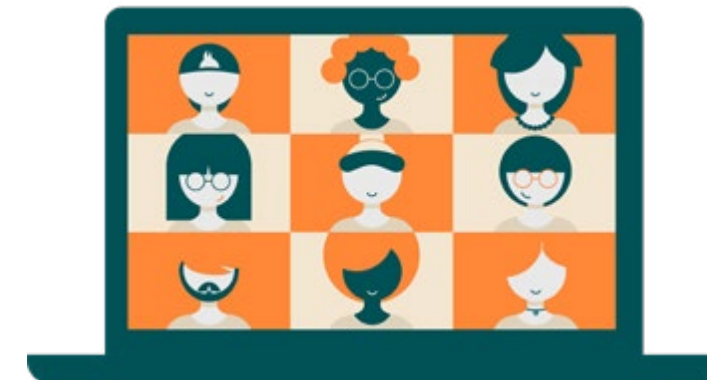


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## Step 3 Dialogue with stakeholders

We conducted interviews and surveys with more than a **thousand** people from different stakeholders to identify their most relevant topics in terms of financial impact and Environmental, Social, and Governance ESG impact. In this way, we applied the double materiality methodology.



As a result of this exercise, we present below the company’s material issues for the period 2023-2025, **[GRI 2-16] [GRI 3-2]**:



**Learn about** Material  
Analysis here



### Strategic Topics [GRI 3-2] [GRI 304-2]

The following topics show the strategic and relevant focuses to continue Nourishing Colombia with opportunities:

#### 1. Climate Change

Manage the carbon footprint and promote sustainable mobility on different fronts: logistics, employees, and customers.

#### 2. Local economy and inclusive businesses

Promote local and direct (without intermediation) purchases, favoring the productive communities and vulnerable populations or those affected by violence.

#### 3. Circular economy and packaging

Promote the different principles of the circular economy: reduction, redesign, reuse, and recycling by enabling post-consumption programs, the correct Management of waste in the company's facilities, and the work toward eco-design in packaging.

#### 4. Managing food waste

Develop programs to prevent food waste and promote food donations to banks and authorized institutions for their Management.

#### 5. Biodiversity conservation

Protect biodiversity through strategies that promote deforestation-free supply chains and work toward conservation.

#### 6. Enabling Fundación Éxito's strategy

Encourage social investment and generation of resources for child nutrition initiatives associated with the mission of Fundación Éxito.

#### 7. Diversity and inclusion

Promote respect for human rights, equal opportunities, accessibility in facilities, and inclusive, diverse, and equitable employability programs.

#### 8. Supply chain management

Identify the suppliers and the social and environmental aspects of our supply chain that allow for mutual growth and shared value creation.

## Grupo Éxito's Materiality



### Relevant Issues

9. Human Rights.

### Temas emergentes

10. Develop our work associated with communities.
11. Attract, retain, and develop talent.
12. Democratizing healthy lifestyles.
13. Animal welfare in production practice.
14. Contribute to long-term economic performance and financial stability.
15. Cybersecurity and data protection.
16. Living wage.

### Transversal Issues

Transversal issues were not prioritized for analysis. However, they are managed transversally in the company.

- Achievement of good governance and risk management practices.
- Innovation.
- Educating the consumer on the Sustainability Strategy issues.
- Management of ethics and compliance (habeas data).
- Digital transformation.
- Creation of public policy and alliances promoting Sustainability Strategy issues.
- Management of Health and safety at work.
- Communication and relationship with stakeholders.



# Aligned to the Sustainable Development Goals

We are committed to the 2030 Agenda for Sustainable Development

## SDG 2 Zero Hunger

- 200,403 nutritional baskets were distributed to almost 31,000 children.
- More than 1,256 tons of food were donated to 23 food banks and 240 institutions nationwide.

## SDG 3 Good Health and well-being

- Taeq has eliminated or substituted 30 undesirable ingredients from its products.
- Training spaces for more than 30,000 employees.
- 8,000 nutritional and cardiovascular screenings.
- Vida Sana Fair: more than 12,300 visitors and development of the fair in more than 100 stores throughout the country.

## SDG 5 Gender Equality

- More than 36,000 employees, of which 50.28% are women, 48.7% are men, and 0.02% are other gender.
- Women hold 32% of management roles.
- The Diverse and Inclusive Academy offers 21 programs.

## SDG 8 Decent work and economic growth

- 34,000 direct and 3,000 indirect workers throughout 24 departments.
- We collaborate with 7,392 suppliers in 27 departments.
- 611 people hired from diverse populations.

## SDG 9 Industry, innovation, and infrastructure

- 13 new store openings.
- Innovative formats accounted for 41% of the company's revenues in Colombia

## SDG 12 Responsible consumption and production

- More than 2,000 references of food references authorized under the FSA (Food Standards Agency) guidelines.
- We removed unnecessary packaging materials from 1,556 references of private labels.

## SDG 13 Climate Action

- 41% reduction in carbon footprint (Scope 1 y 2).
- Icontec has certified Carulla and Viva Malls as Carbon Neutral.
- We recycled more than 20,000 tons in our back stores.
- We worked to protect biodiversity across our supply chain.

## SDG 16 Peace, justice, and strong institutions

- Paissana brand support: we worked with 37 suppliers in 45 facilities.
- Communication of the Business Ethics Program to 219 private label suppliers.
- We launched the EquiRutas toolbox to guide organizations in achieving gender equality.





## Recognitions that fill us with pride

- According to Standard & Poor's Corporate Sustainability Assessment (CSA), **we are still one of the world's top ten most sustainable food retailers.** We were in the industry's top 95th percentile, up six points from 2021. We went up two categories in the Climate Disclosure Project (CDP), getting a B score in the Climate dimension.
- We were recognized in the S&P Global Sustainability Yearbook 2023 for the fourth consecutive year, as per our Management in the environmental, social, economic, and corporate governance dimensions.
- According to the **Corporate Reputation Business Monitor (Merco, by its acronym in Spanish), we have returned to the top ten firms in Colombia with the best corporate reputation,** rating eighth. Furthermore, our CEO, Carlos Mario Giraldo Moreno, has been recognized as one of the leaders in the country with the highest business reputation.
- Viva becomes Colombia's first shopping Mall brand to achieve the ICONTEC Carbon Neutral accreditation, while our brand Carulla, Latin America's first Carbon Neutral food retailer, renews its certification in its 30 stores.



- In recognition of our Gender Equity and Equality Management System, we received the Equipares Gold Seal.
- We were recognized as one of the firms that contributed the most to the development of Colombia's Plastics Pact by Compromiso Empresarial para el Reciclaje (Cempre, for its acronym in Spanish) and The Waste and Resources Action Programme (WRAP).
- We obtained the Xpossible recognition from Colsubsidio 2022 for our work in the Sustainable Livestock Model.
- The Connect Bogotá Region and 100 Open Start-ups Innovación Abierta 2022 Ranking named us the second-best company in Colombia for Innovación Abierta 2022.
- The VTEX Commerce GrandPrix 2022 awards recognized us as Colombia's best multicategory store.
- We are still ranked #11 in the country's most responsible companies, according to Merco.



# Management Report



\*This Integrated Report was created using the GRI Global Reporting Initiative methodology, an international standard that represents best reporting practices from throughout the world.

**We work so that our customers return.** We develop an ecosystem of services that generates unique experiences.



## Dear Shareholders:

At Grupo Éxito, we continue to work toward being a relevant organization within the countries where we operate because we know that we are at the crossroads of thousands of people and organizations capable of positively impacting their stakeholders. During 2022 in Colombia, we carried out business with more than 6,000 suppliers; we now have more than **36,000** employees, making us the largest private employer in the country, solving the needs of more than eight million customers. With our **492** physical stores, we have a presence in **23** states of the country; with electronic commerce, we reach more than 500 municipalities, making more than **13.3** million deliveries to the homes of Colombians. We seek to be part of the essence of the country and of each of the regions in which we operate because, this way, we contribute to its well-being and development, promoting the production of the textile, agricultural and artisanal industries, as well as the production of the textile and agricultural industries, the generation of employment and the construction of opportunities for communities in the country.

In our international operations in Uruguay and Argentina, we also focused on contributing to the retail transformation of these countries with innovation in formats, technologies, products, and sustainable practices.

We base our daily work on three areas: economic sustainability, social sustainability, and caring for the planet. Our approach is not only for a sustainable financial



Carlos Mario Giraldo Moreno, presidente Grupo Éxito.



outcome but also to generate a positive social impact. As such, we declare our superior purpose to be

The year 2022 began with positive economic dynamics maintained for much of the year, marked by the growth in household consumption, estimated at 13.9%. This consumption, coupled with international supply chain considerations, geopolitical conflicts, and increased price growth, led to an increase in inflation and interest rates, both in Colombia and elsewhere. In the midst of this situation, the confidence and economic capacity of consumers were affected in a certain way. Thus, we focused our efforts on controlling price levels through advanced purchases of our suppliers' products, implementing actions to increase productivity, and improving our portfolio of nearly 700 products, most of them in the basic grocery shopping basket, at "unbeatable prices." We managed to contain the price increase by 7.7 percentage points below the country's food inflation, to relieve the inflationary burden on Colombians.

In this context, thanks to our customer-centric and foundation strategy, based on omnichannel (combination of physical and virtual channels), format innovation, asset monetization, and operational efficiencies,

Grupo Éxito, recorded a growth of close to **22%** in revenues. This was also due to the positive performance of the retail business in all the countries, as well as the real estate business in Colombia and Argentina.

During the year, the Company reached milestones in its strategic pillars. Thus, the innovative formats of Colombia, Uruguay, and Argentina represented **40%** of consolidated sales leveraged in: the expansion of Éxito Wow, with the acquisition of six new stores; and in the fastest growth rate of the manufacturing format (Surtimayorista and Mini Mayorista), which had **19** new stores. Omnichannels, in the three countries, accounted for about 10% of sales, and complementary businesses grew by **6%**.

Aligned with our superior purpose and having innovation as one of our transversal pillars, we continued to work setting out for the conservation of biodiversity, the promotion of employment, and the reconstruction of the social fabric.

In 2022, we opened five stores acquired from La 14 in 2021 in Cali, Cartago, Jamundí, Palmira, and Tuluá. In these, we worked under the fundamental premises of local procurement, the development of SMBs, and the generation of employment. As a

**In 2022, we declared "Nourishing Colombia with Opportunities," our superior purpose, aiming to leave a positive mark on the communities, the country, and the planet, promoting actions for the generation of progress, equity, honesty, transparency, and opportunities.**



**Nourishing  
Colombia with  
Opportunities**

result, nearly 120 La 14 suppliers were linked to our operation, generating more than 800 jobs for the operation of new stores, reaching more than 4,500 employees in our facilities in the region and contributing to the recovery of employment in the Valle del Cauca region. Similarly, the suppliers reacted to their employability chain by regaining their businesses.

At Grupo Éxito, we are driven by hope, optimism, and the desire to be part of the dreams of millions of Colombians! We believe in the power of building a better country together, in shared illusions, in hard work, and dignity. We know that acting integrally builds trust, which fills us with joy and motivates us to do things right, challenging us to give the maximum possible.



**Learn** about our superior purpose **here**.



# Colombia – Grupo Éxito

GDP growth during the year was **7.5%**, supported by the growth of private consumption, the increase in loans, and the reduction of unemployment, which stood at 10.3%. It was a year characterized by a high degree of economic and political uncertainty, increased interest rates to 12%, and inflation that reached 13.1%, the highest in 23 years. In the latter part of the year, household consumption, which had been the engine of outstanding annual growth, showed signs of slowing down.

Income from the operation in Colombia reached COP 15.3 billion, 17.2% more than in 2021. This amount was aW complementary businesses, and real estate. This dynamic resulted from a successful customer-centric strategy, with the Company responding quickly to their needs and preferences.

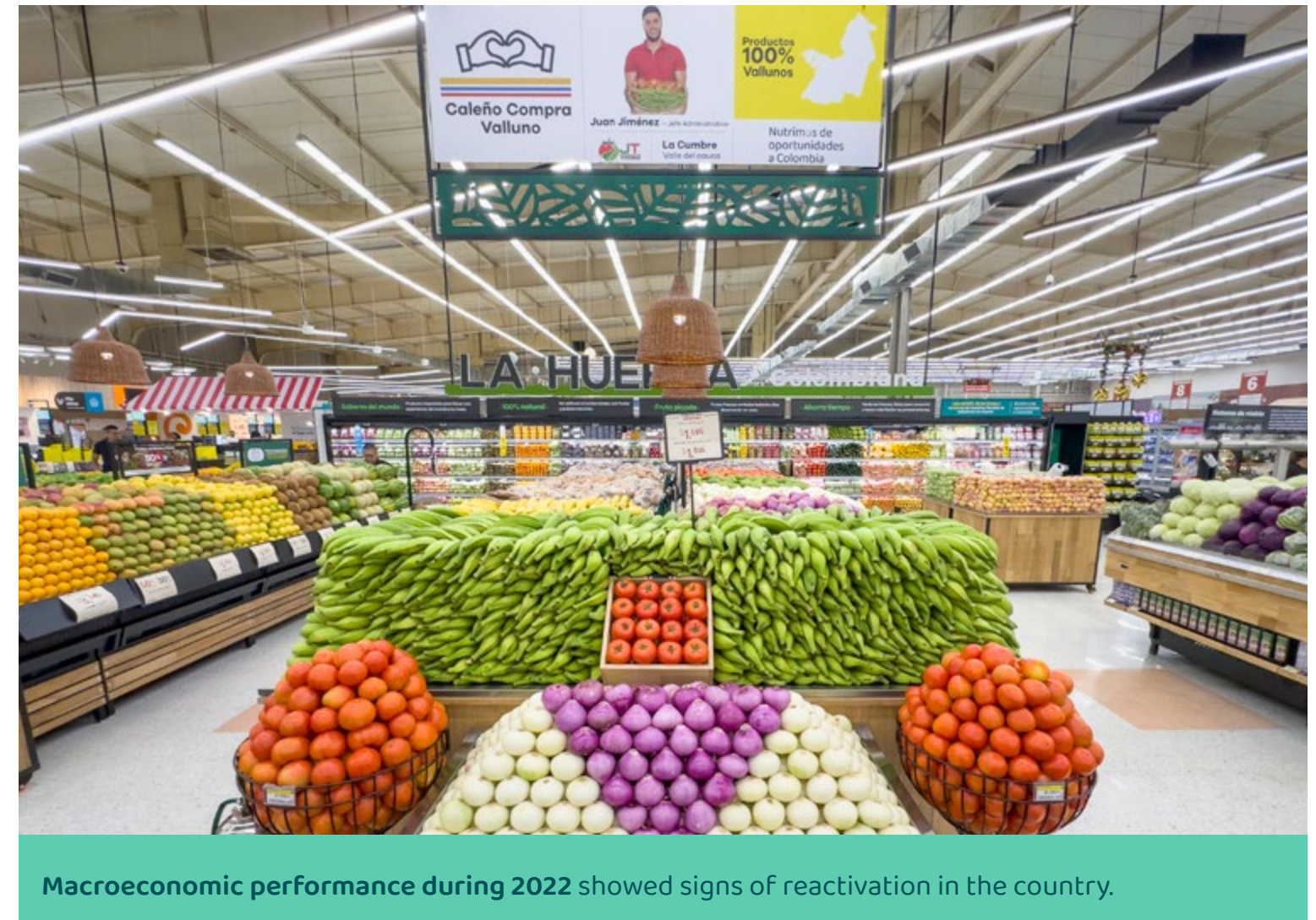
Recurring EBITDA grew 0.8% and reached COP 1.2 billion, with a margin on revenue of 8.1%. These results were favored by the growth of operating income and a strategy focused on achieving expenditure efficiencies, supported by: The Operational Excellence Program, adjustments made to expenses without affecting service levels in the midst of an inflationary environment, and the good exercise of complementary businesses, which contributed in a significant way, strengthening the profitability and attraction of our brands. The result also reflected negative impacts due to higher levels of non-recurring income on the basis of and due to an increase in the cost of fresh produce manufactured in our food industry as an effect of the natural stabilization of

COP  
**15.3**  
billion

Operating income in Colombia, 17.2% more than in 2021.

COP  
**1.2**  
billion

Recurring EBITDA, with a margin over income of 8.1%, grew 0.8%.



Macroeconomic performance during 2022 showed signs of reactivation in the country.

our industry processes, after the relocation of the headquarters from its previous location in Bogotá.



## Innovation and Growth

The Company continued to focus on delivering differentiated value to its customers and resumed organizational expansion in high-potential formats. At the end of the year, the innovative formats reached **41%** of the Company's sales in Colombia. Éxito Wow accounted for **34.2%**; Carulla FreshMarket, **60%**; and Surtimayorista, **5.2%**.

Regarding organic growth, Éxito Wow opened five new stores acquired from La 14, adding 26,000 m<sup>2</sup> to the sales area. In addition, the Éxito brand refurbished six of its stores to the Éxito Wow format, completing 30 of its kind. Meanwhile, Surtimayorista opened four new stores and converted six, for 10 improved during the year.

Thus, the market share was 28.4% (Nielsen), Colombia plus wholesalers.

In terms of reforms, Carulla opened eight FreshMarket stores, completing 30 stores under this model, and converted seven stores to the Carulla Express format; Super Inter converted ten of its stores into the Vecino format, completing 35 stores of this type, which accounted for about 71% of the brand's total sales; and Surtimax, for its part, completed 37 projects, between openings and renovations.

# 41%

of sales

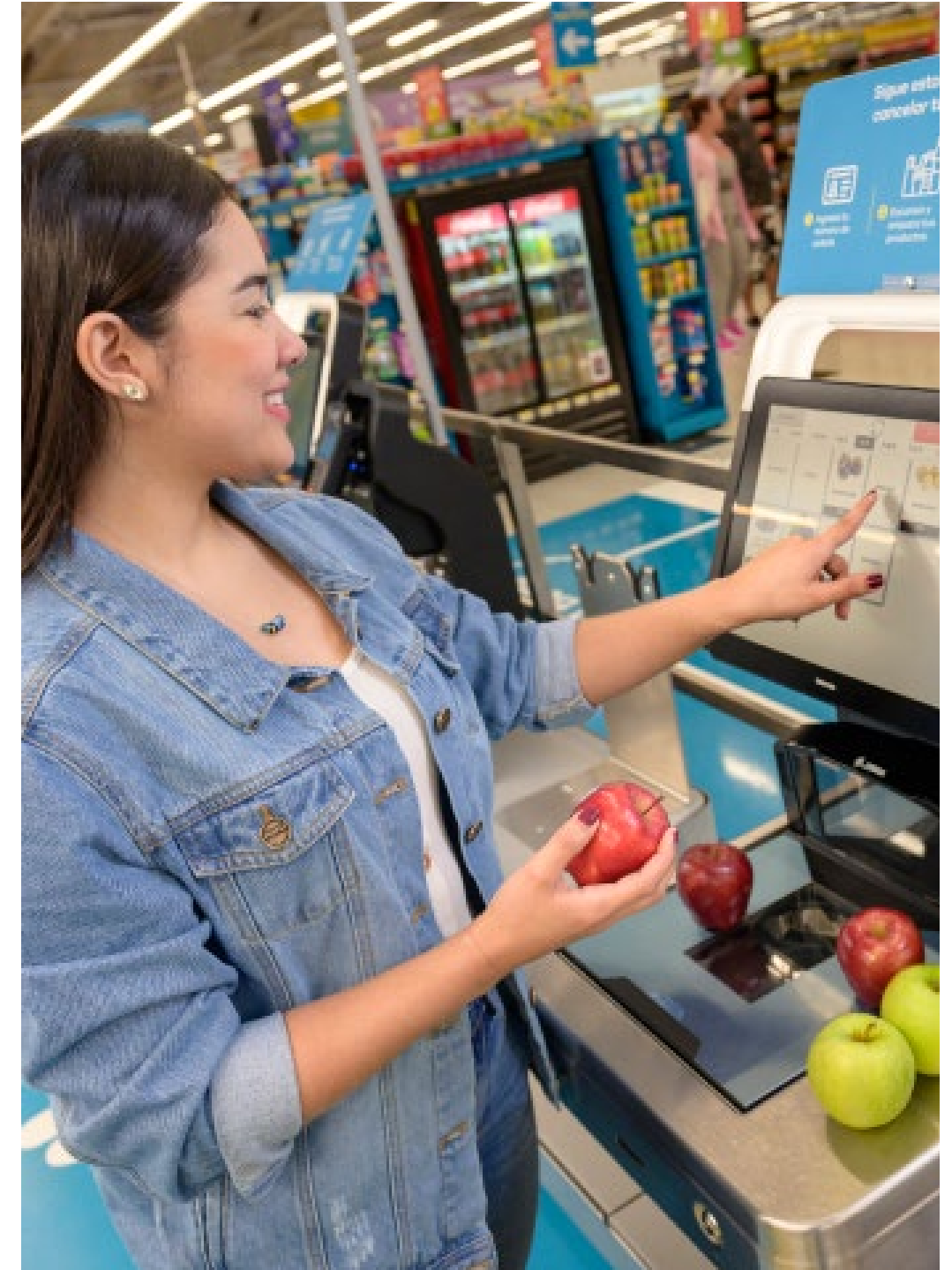
of the Company in Colombia were in innovative formats. Éxito Wow accounted for 34.2%, Carulla FreshMarket, 60%, and SurtiMayorista, 5.2%.

## Omnichannel

We reached a sales share of 12%, given by the 10.5% sales growth in the food category and 15% in non-food, through our different channels, consolidating this as a strategic business for growth. The performance of the last mile service is worth noting, which grew by 28%, powered by Turbo Fresh in partnership with Rappi. In addition, the WhatsApp channel accounted for 17.5% of omnichannel sales in Colombia, and the MiSurti app, which helped digitize food sales from 3,000 neighborhood stores mainly and participated in 26% of sales of the Aliados format.

We continued to strengthen the omnicustomer service experience, driven by digital transformation, and invested in innovative technologies and development systems to enhance digital commerce and logistics capabilities, seeking effective integration of all businesses and sales channels.

Concerning traffic monetization, we highlight the performance and contribution of the real estate business above pre-pandemic levels. We strengthened our position as Colombia's first shopping center operator, with solid occupancy levels of over 96% and increased traffic, which helped our tenants' performance and our lease revenues. During the year, we continued constructing the first IKEA store in the Viva Envigado shopping center, which will become the largest in Colombia.



As a differentiating strategy to provide superior customer experiences, the Company invested a total of COP396,300 million in Colombia.





Our financial business showed great dynamism, reaching 2.1 million cards issued and close to COP 4.5 billion in portfolio, growing 26%. The performance of the Viajes Éxito business improved, and sales grew by 43%, mobilizing more than 74,000 passengers.

The Puntos Colombia loyalty program grew more dynamically and profitably. The ecosystem completed more than 160 allied brands, generated more than 35 million points for the 6.2 million registered customers, with habeas data protection, an increase of 14% compared to 2021; and reported levels of operating income and net income during the year.

The Company's private labels, another focus of our innovation strategy for differentiation and competitiveness, stood out during the year. Frescampo and Taeq accounted for 5.8% of food sales. Arkitekt, People, and Bronzini contributed to 43% of sales in the textile category, and Finlandek continued to increase sales in the home category, thanks to the collaboration of Colombian designers and artisans in the development of their products and collections. 97% of our private label garments purchased were made in Colombia, through 344 production workshops throughout the country, employing about 9,600 people, 70% of them women. In addition, we sold 48.8 million garments. We can therefore state, "We are dressing Colombia."



5.8% of food sales were made by private labels Frescampo y Taeq, which are at the center of our innovation strategy.

COP  
**2,100**  
 million

of issued cards and close to COP 4.5 billion in portfolio were achieved by our financial business, growing 26%.

**97%**  
 of our

private label garments were purchased in Colombia. In addition, we sold 48.8 million garments. We can therefore say, "We are dressing Colombia."

## International Operations

Operations in Uruguay and Argentina increased their recurring EBITDA by 37.6%, contributing to consolidated financial performance, leveraged by improved customer flow and productivity gains.

### Uruguay - Grupo Disco and Devoto

During the first three quarters of 2022, Uruguay showed an increase in inflation of up to 9.95%. However, the indicator corrected downward during the last quarter of the year and stood at 8.3%, in line with the 8% reported in 2021, with a food component growing at 11.8% compared to 6.5% from the previous year. GDP growth as of September 2022 was 3.7%, compared to 4.4% reported in 2021.

Our operation in Uruguay strengthened its value proposition with the fresh market model, representing 52.9% of sales in the country. We made six renovations and openings, completing 29 stores in that format. Omnichannel sales represented 2.8% of total sales in the country. As a result, the market share was 42.1% (Nielsen).

The recurring EBITDA margin reached 9.9% and remained the highest in the Company, reflecting high productivity levels and spending control. The margin grew by 8.3% in local currency, surpassing the level of inflation.

## Argentina - Libertad

GDP for the third quarter of 2022 grew by 4.7%, compared to the same period the previous year, and was forecasted to grow by 5% by the end of the year. The country continued with high inflation levels that reached 95.7% at the end of 2022. The consumer confidence index had a negative cumulative variation of 4.9% compared to that of 2021.

The operation of Libertad continued to implement the multiformat and omnichannel strategy, and launched the Mini Mayorista banner in 2022, a proposal designed to offer the best price per volume for essential products, in a compact space and with an experience of simple purchasing, for both retail and wholesale customers. At the end of 2022, nine stores accounted for 3.7% of total sales in the country.

Libertad increased its revenue by 105.1% in local currency, marked by the good commercial performance of the retail business, the evolution of digital channels that accounted for 3.9% of sales, the good performance of the Mini Mayorista format and the dynamics of the real estate business with occupancy levels of 92.6%. The recurring EBITDA margin was 4.3% in 2022 and increased by 161.5% in local currency, which was well above inflation compared to the previous year. The market share is 14.7% in the Company's operating areas (Nielsen).

## Consolidated Financial Results

Grupo Éxito reached COP 20.6 billion in net income, with a growth of 21.8%, leveraged by the good performance of innovative formats, the dynamization of sales, both in the physical and in the e-commerce channels, the good results of complementary



The operation in Colombia accounted for 74% of the Group's total income, which grew by 17.2% compared to the previous year.

businesses, the evolution of the real estate business and the performance of new businesses that have joined the ecosystem of the Company.

The operation in Colombia represented 74% of the Group's total income, which grew 17.2% compared to the previous year, thanks to the performance of the retail business. For its part, international operations represented 26% of consolidated income and totaled COP 5.3 billion for the commercial dynamics, which translated into a growth of 37.3%.

The Group's recurring EBITDA grew by 8.3% compared to 2021 and reached more than COP 1.7 billion, with a margin of 8.1%. Likewise, net income was COP 99,072 million due to a positive performance of the retail business, the strengthening of complementary businesses and the joint ecosystem activities, and optimal operational structure. The operational result was partially affected by higher exceptional deferred taxes in Colombia due to the latest tax reform and by the recognition of Argentina's high inflationary effect, both without negative pressure on the organization's cash generation. In addition, the increase in interest rates, especially in Colombia, negatively impacted net income.

The gross cash position was COP1.3 billion, which reflects the organization's financial strength.





The Fundación Éxito turned 40 and managed to serve more than 60,000 children, in line with its purpose of eradicating chronic malnutrition in Colombia by 2030..

## Sustainability

We were among the top ten best-rated food retailers in Standard & Poor's Corporate Sustainability Assessment (CSA). We have moved up two Climate Disclosure Project (CDP) categories in the Climate dimension, obtaining a B score. For the fourth year, we have been recognized as Sustainability Yearbook Member. Likewise, we returned to the top ten best corporate reputations as part of the monitor Merco survey, reaching the eighth spot..

Some results of the sustainability strategy during 2022 were as follows:

- The Éxito Foundation turned 40 and managed to care for more than 60,000 children, in line with its goal to eradicate chronic malnutrition in Colombia by 2030.
- We updated the Corporate Environmental MEGA with the commitment to reduce 55% of the carbon footprint (Scope 1 and 2) by 2025. Highlighting the milestone for Viva Shopping Centers was the first time ICONTEC certification as Carbon Neutral and the recertification of the Carulla FreshMarket format.
- SoyRE, through its 42 post-consumer recycling points, managed to recycle about 986 tons of materials, growing 25% over the previous year and mobilizing customers who made more than 244,000 visits to these areas at our stores, in which nearly 17 million containers were collected.
- The Sustainable Livestock Model continued to be strengthened with satellite monitoring of 100% of direct suppliers, thanks to the alliance with Climate Focus and the International Center for Tropical Agriculture (CIAT) through GANSO (Sustainable Livestock Project). In addition, together with WWF and UK PACT, the ecosystem conservation strategy was successfully developed in the livestock farms of our direct livestock suppliers.
- We launched the “Recuperemos el Verde - #UnArbolALaVez” campaign (Let's Recover the Green - #OneTreeAtATime), joined by Celsia and ReverdeC, to plant a million native trees in Colombia. As a result, more than one million trees were planted. As a result, we recovered 350 hectares of forest, that is, 560 football fields.
- 88.7% of the purchase of fruits and vegetables was made locally, and 86.3% was marketed directly, without intermediaries, to about 940 local producers through associations of producers and peasant families.





- We supported the launch of the Paissana brand and the Fondo Colombia en Paz. This brand seeks to certify products and services from prioritized ZOMAC and PDET municipalities and/or prioritized populations, such as victims and former combatants. During 2022, we had 37 suppliers, 114 products in 45 departments, and sold about COP 7,000 million. As for the textile industry, we achieved the “Sello Oro Moda Sostenible” certification (Sustainable Fashion Gold Seal), awarded by CO<sub>2</sub>CERO, recognizing good social and environmental practices in the value chain.
- We advanced efforts for the local purchase of products manufactured by the Nasa indigenous community in the department of Cauca.

## In 13 cities of Colombia, we have taken the National Graffiti Fair, Pigmentos Urbanos (Urban Pigments).

# 6,000 units

produced in the food safety project, Terrazas Verdes (Green Terraces), were marketed in the Éxito stores in Medellín.

- We held the sixth version of the “Feria Vida Sana” (Healthy Life Fair), in hybrid mode, with a face-to-face event that had more than 12,300 visits, as well as experiences on digital platforms and product exhibitions in more than 100 stores, in different cities of the country. Bronzini was the #1 sales brand at the fair, with a 12.3% share, and Taeq, the #2, with 11.3%. At the fair, 136 brands, 45 suppliers, and 34 micro-entrepreneurs were present with products and services that promoted healthy lifestyles for people and were sustainable for the planet.
- According to internal research in 2022 carried out to customers and non-customers, Taeq is the second healthy brand on the Top of Mind of consumers in Colombia.
- The National Graffiti Fair “Pigmentos Urbanos” reached 13 cities of the country, along with local artists, and the local populations around our facilities, managing to highlight the identity of the territories. Furthermore, “Terrazas Verdes” is a food safety project that began in the Comuna 13 of Medellín. It benefits women heads of households and their children and the commercialization of 6,000 units at the Éxito stores.
- We continued to develop and implement the strategy of diversity and inclusion. As a result, we obtained the Gold Seal certification “Equipares,” granted by the Ministry of Labor, which certifies that all people are valued equally, recognizing their skills, competencies, and talents.



**88.7%** of the purchases of fruits and vegetables **were done locally.**



## Corporate Governance and Internal Control

We have been characterized by a high commitment to our performance, adopting best practices and national and international standards in matters of corporate governance and transparency, and working to construct and consolidate valuable relationships with stakeholders.

Thus, during 2022, we managed relevant issues carried out following these practices within the framework of an environment of integrity and compliance with internal regulations and the current applicable regulations.

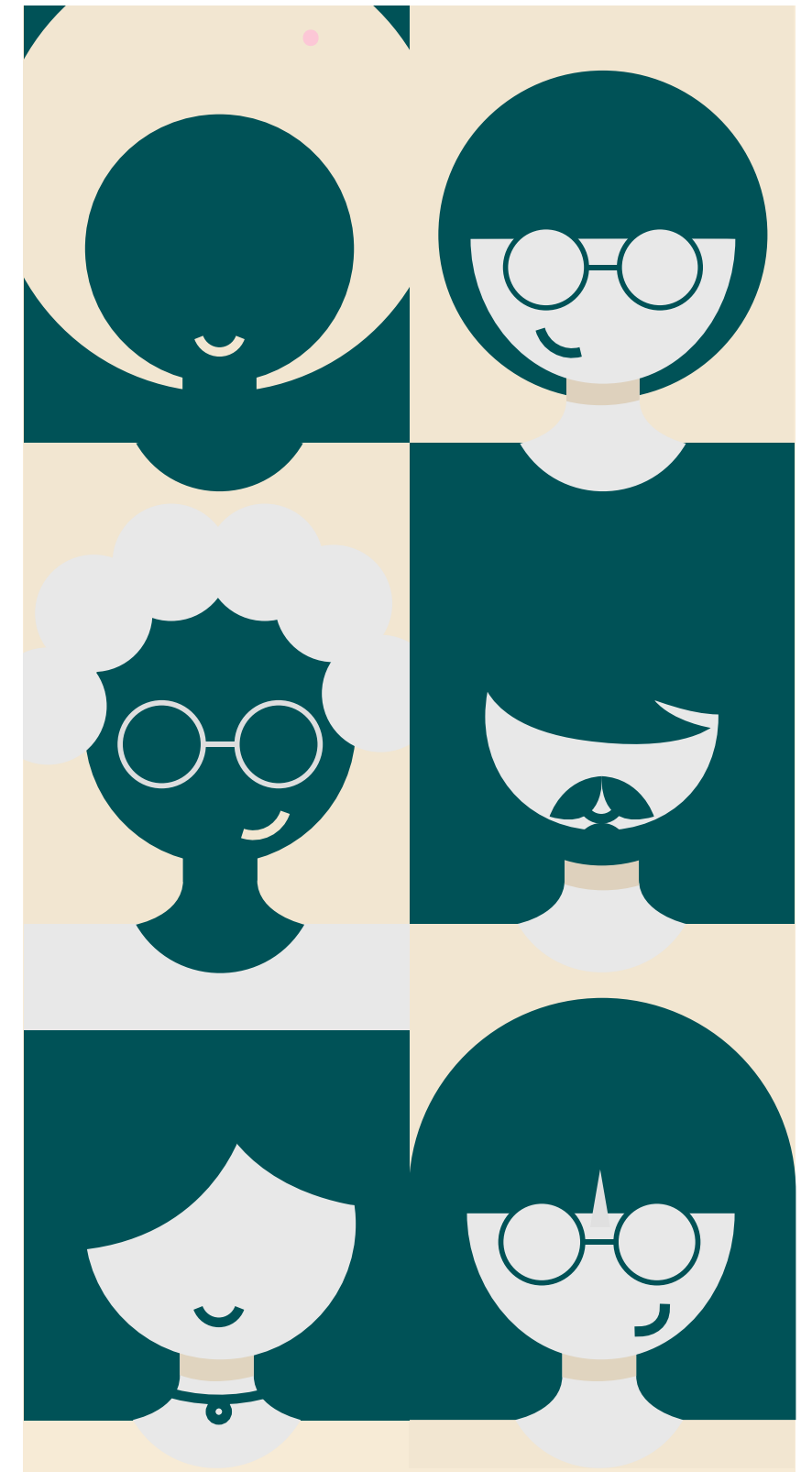
The following are some of those relevant issues:

- We carried out a re-acquisition of shares of the Company, whose purpose was to deliver value to the shareholders, paying a price that recognized the fundamental value of their shares and generated efficiencies for each, in conditions of equality and in accordance with share percentage. We reacquired 14,982,863 ordinary shares, now totaling 15,618,698 reacquired shares.
- - The Board of Directors authorized the initiation of procedures for the future registration of the Company in the Brazilian stock market and for the modification of its DRs (Depository Receipts) program in the United States. These issues are part of a project of interest to the Company, along with Grupo Casino y Companhia Brasileira de Distribuição (GPA), which includes: (i) the implementation of the Brazilian Depository Receipts Level II (BDRs Level II) Program, (ii) the modification of the program deposit receipts to American

Depository Receipts Level II (ADRs Level II) and (iii) a capital reduction with GPA contribution reimbursement, which would take place in Brazil, whereby GPA would distribute approximately 83% of Grupo Éxito's capital to its more than 50,000 shareholders. With this opportunity, GPA shareholders would become shareholders of Grupo Éxito directly and would receive their shares through ADRs Level II or BDRs Level II.

As part of this project, during 2022:

- - At the Annual General Meeting, shareholders approved an amendment to the bylaws, consisting in reducing the nominal value of the Company's share (split) of COP 10 ML (legal currency) to COP 3.33 ML (legal currency). This statutory reform was completed on November 18th, and with it, the Company began the execution of the procedures to implement the project.
- We filed before the competent securities authorities of Brazil the documents required to initiate the procedure for obtaining future authorization for registration in the stock exchange market of that country and for the implementation of a BDRs Level II program.
- The Board of Directors approved the process of dematerialization of the Company's shares, empowering the chairman to implement it. This process was contracted with the Depósito Centralizado de Valores SA (DECEVAL) and, on November 15th, 2022, was completed, allowing the shares of the Company to circulate in a dematerialized manner, through the system of registration and accounting of said deposit, therefore achieving the global operating standard of negotiation.





Likewise, guided by the principle of continuous improvement, we strengthened fulfillment programs to frame the culture of integrity and respect for the principles, values, and norms. Thus, through the Transparency Program and the System for Preventing and controlling the risks of money laundering, terrorist financing, and financing for the proliferation of weapons of mass destruction, we managed compliance risks under the provisions of the applicable regulations and the set of internal policies and procedures, including legal reports that are a requirement for the Company.

In the face of comprehensive risk management, conceived as an inherent part of the corporate strategy, we updated the profile of strategic and business risks, through the analysis of threats, trends, and opportunities, under the light of the internal and external contexts. At the same time, we are moving forward in the processes of strengthening business continuity management and crisis management maturation, all of which contributed to fine-tuning organizational resilience skills with a view to leveraging the achievement of the objectives and strategic pillars.

Company management regularly reported key business indicators, relevant facts, and individual and consolidated financial statements to the Audit and Risk Committee of the Board of Directors. The Committee supervised the financial and non-financial information to risk management, to the management of internal auditing and Statutory Auditor review, and all matters relevant to the internal control system and regulatory compliance.



**In 2022, we updated the strategic risk and business profile,** by analyzing threats, trends, and opportunities, in light of the internal and external contexts.

We sought the continuous improvement of the control system, combining the control frameworks that our corporate status and our shareholders have incorporated; we have, as well, operating together, thus strengthened the system integrally. Likewise, the Company management modified the Conflicts of Interest Policy contained in the Code of Ethics and Conduct and submitted it for the approval of the Audit and Risks Committee.

The Company management certifies the internal control system did not present any shortcomings that have prevented the registration, processing, summarizing and/or adequate presentation of financial information; nor did it suffer significant frauds that have affected its condition, quality, and integrity. The disclosure of financial information was verified and complied with the current regulations, ensuring that the information on December 31st was appropriate and contained no defects, inaccuracies, or errors preventing the knowledge of the Company/Organization's actual asset situation.



## 1.600 Brands

duly registered are part of our portfolio, including all kinds of trademarks in 32 countries.

Regarding Intellectual Property, we complied with the applicable standards for Colombia and the other countries where we have commercial operations. Likewise, we have all the required licenses for using distinctive signs and other copyrights of which we are not the owners. Concerning copyright, we complied with the rules applicable in copyright and with the conditions defined in software licensing agreements.

In view of the corporate commitment to the protection of personal data, the management of risks associated with privacy, and the construction of an integral program, we developed activities and strategies aimed at complying with current regulations and the good practices applicable in the field, having the recognition of privacy and respect for the fundamental right of habeas data as a principle.

Finally, we have not, in any way or shape, limited the free communication of invoices issued by suppliers of goods or services, and we are not in the midst of investigations relating to restrictive competition practices.

## Transactions between Related Parties

The transactions between related parties carried out during the 2022 period were made with the full observance of the Policy and Procedure of Transactions between Related Parties in force, complying with the corporate procedure required before the Audit and Risks Committee or the Board of Directors, as appropriate. Details of such transactions can be found in the Corporate Governance Report and Note 9.2 of the financial statements.

## Intellectual Property and Regulatory Compliance

We own a portfolio of over 1,600 brands duly registered, including all kinds of trademarks across 32 countries. Of these, more than 1,000 are in Colombia, including, among others, the Éxito, Carulla, Surtimax, Super Inter, and Surtimayorista brands associated with the retail business; Ekono, Frescampo, and Porchi, related to the food business; Arkitect, Bronzini, and Finlandek, to the textile, fashion and home decoration industry. We are also authorized to manufacture, market, and promote food products in Colombia under the Taeq brand and have licensed several of our subsidiaries to use the textile's private labels in countries such as Argentina and Uruguay. As of December 31st, 2022, we have no registered patents.



**Regarding Intellectual Property,** we complied with the applicable regulations for Colombia and the other countries in which we have a commercial presence.



## Closing Remarks

During 2022, at Grupo Éxito, we continued consolidating our omnichannel strategy and capitalizing on the opportunities offered by the market that allowed us to resume the path of organic and inorganic expansion. Thus, we acquired stores for our Éxito and Surtimayorista brands. Also, we renewed stores to the Éxito Wow and FreshMarket formats, combined Carulla stores to the Carulla Express format, and modernized stores of the Super Inter and Surtimax brands. Thanks to these initiatives, our innovative formats were strengthened, accounting for 41% of the Group's sales in Colombia. In addition, we successfully implemented the wholesale format in Argentina, both in terms of sales and positioning.

The financial performance reflected the operational strength of our different business units, with a gross cash position of COP 1.3 billion in 2022.

Our investment levels were consistent with growth opportunities and cash position. During 2022, we invested close to COP500,000 million and completed 92 projects in the region, including openings, conversions, and reforms, as well as investment in operation maintenance and logistics.

Over the coming years, the Company will continue to focus its development on format development of innovative formats, such as Éxito Wow, Carulla Freshmarket, and the expansion of Surtimayorista.

The omnichannel strategy will continue to be a priority for the organization, emphasizing the development of the last mile and the online sales channel. Likewise, we will continue to integrate our business ecosystem, extracting value from the different alliances of the Company and the strength of the retail and real estate businesses.

As business leaders, we have the task of finding opportunities to be creative in the challenges we face every day: opportunities that allow us to invoke new actors and profit in our business industries, as these actors themselves generate new opportunities and offer an empathic position with the current situation of the country.

Likewise, the adaptive capacity added to the agility in decision-making will be key to preserving the competitiveness of our operation and its profitable growth and to continue with our goal of "Nourishing Colombia with Opportunities." We especially thank our almost 43,000 employees in Colombia, Uruguay, and Argentina, who, day-to-day, are committed with our customers, offering them the best possible service.

**Carlos Mario Giraldo Moreno**  
Grupo Éxito CEO



**During 2022 we continued** to consolidate our omnichannel strategy, which allowed us to resume the path of organic and inorganic expansion.



COP  
**500,000**  
million

were invested in the region and thus have completed 92 projects between store openings, conversions, and renovations, as well as investment in operation maintenance and logistics.