

# Almacenes Éxito S.A.

## Consolidated Financial Results

## 1Q21

Envigado, Colombia, May 4, 2021 - Almacenes Éxito S.A. ("Grupo Éxito" or "the Company") (BVC: ÉXITO / ADR: ALAXL) announced its results for the first quarter period ended March 31, 2021 (1Q21). All figures are expressed in millions (M) or billion (B) of Colombian Pesos (COP) unless otherwise stated and numbers expressed in long scale - COP billion represent 1,000,000,000,000. Consolidated data include results from Colombia, Uruguay, eliminations and Argentina and the net result of Transacciones Energéticas S.A.S. E.S.P., registered as discontinued operation.

### **Solid profitability and net income gains from the diversification strategy and an efficient operating execution**

#### KEY BUSINESS HIGHLIGHTS

##### Financial Highlights

- Consolidated Net Revenue reached COP \$3.82 billion in 1Q21 and decreased 5.8% (including a -3.9% FX effect) affected by a higher sales basis due to stock-up and property, sales and increased lockdowns during 1Q21. Omni-channel strong growth (2.1x), contribution from innovative formats and complementary businesses, partially offset top line performance.
- Recurring EBITDA was of COP \$306,694 million and margin rose to 8.0% (+154bps) from a resilient retail business, lower expenditure, outcome from the real estate business and the resurging of royalties from TUYA.
- Net Group Share Result grew 3.9x to an income of COP \$84,957 million, boosted by strict expense control and the solid contribution of the real estate and the financial businesses.
- Consolidated CAPEX was of COP \$231,872 million, focussed 49% on innovation, omni-channel and digital transformation activities.

##### Operating Highlights

- The resurging of royalties from TUYA and the net contribution from Viva Mall projects Envigado and Tunja in Colombia.
- Solid omni-channel performance, sales grew 2.2x in Colombia, 1.3x in Uruguay; in Argentina, share on sales reached 1.9%.
- Innovative formats WOW and FreshMarket continued performing above non-converted stores.
- Operational excellence programs led SG&A expense (mainly savings in labour and marketing) to grow below CPI.

##### Outlook

- Net result to improve reflecting better operating performance and stability of non-operating lines.
- Consolidated Capex of between 110 to 130 MUSD (in Colombia or between 90 to 110 MUSD).
- Revenue to reflect improved contribution from complementary business and sales benefited by innovation and omni-channel.

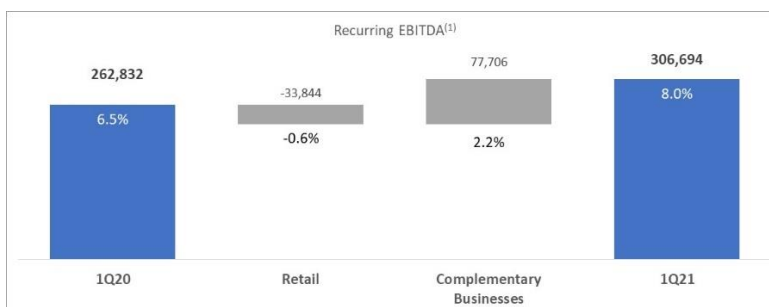
"Amidst a challenging environment during 1Q21, at Grupo Éxito we continued strengthening biosafety measures in our stores, generating trade opportunities for local farmers and working towards our aim to eradicate child chronic malnutrition. Despite our focus on strengthening on-line channels and the contribution of innovative formats, measures from governments such as closures and mobility restrictions to prevent the spread of the virus, had a toll on results and impacted our retail sales. Nevertheless, the Company managed to increase profitability and the group net income result, thanks to the consistency of its business diversification strategy and control of expenses in the region" **stated Carlos Mario Giraldo Moreno, CEO of Grupo Éxito.**

## I. Consolidated Financial and Operating Performance

in COP M	1Q21	1Q20	% Var
Net Sales	3,590,213	3,899,888	(7.9%)
Other Revenue	228,959	152,543	50.1%
<b>Net Revenue</b>	<b>3,819,172</b>	<b>4,052,431</b>	<b>(5.8%)</b>
<b>Gross Profit</b>	<b>1,016,535</b>	<b>1,001,122</b>	<b>1.5%</b>
<i>Gross Margin</i>	<i>26.6%</i>	<i>24.7%</i>	<i>191 bps</i>
<b>Total Expense</b>	<b>(841,740)</b>	<b>(865,176)</b>	<b>(2.7%)</b>
<i>Expense/Net Rev</i>	<i>22.0%</i>	<i>21.3%</i>	<i>69 bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>174,795</b>	<b>135,946</b>	<b>28.6%</b>
<i>ROI Margin</i>	<i>4.6%</i>	<i>3.4%</i>	<i>122 bps</i>
<b>Net Group Share Result</b>	<b>84,957</b>	<b>21,987</b>	<b>286.4%</b>
<i>Net Margin</i>	<i>2.2%</i>	<i>0.5%</i>	<i>168 bps</i>
<b>Recurring EBITDA</b>	<b>306,694</b>	<b>262,832</b>	<b>16.7%</b>
<i>Recurring EBITDA Margin</i>	<i>8.0%</i>	<i>6.5%</i>	<i>154 bps</i>
<b>EPS</b>	<b>189.8</b>	<b>49.1</b>	<b>N/A</b>

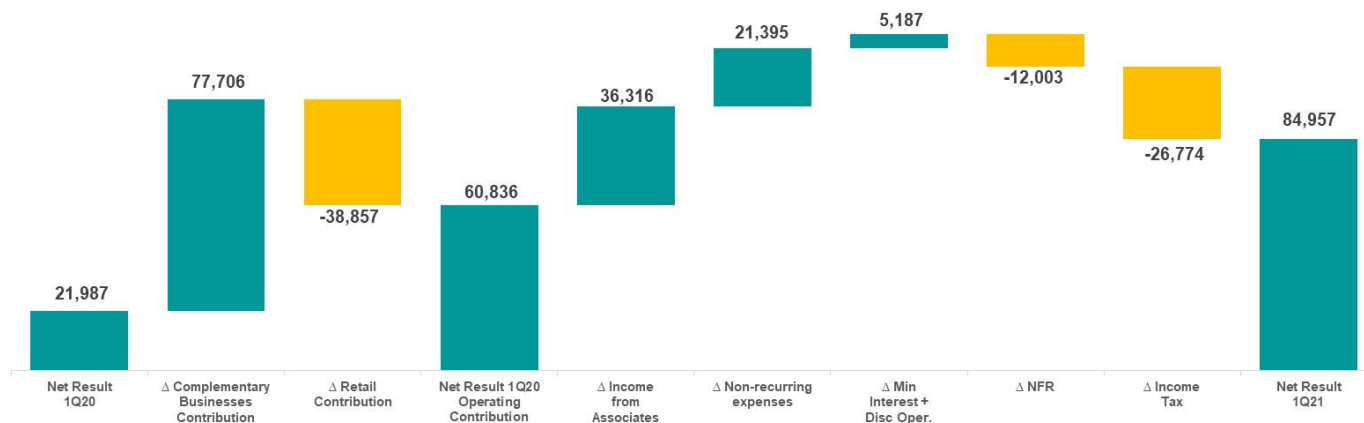
Note: Consolidated data include results from Colombia, Uruguay and Argentina, eliminations, the FX effect (-3.9% at top line and -3.0% at recurring EBITDA in 1Q21), and the result of subsidiary Transacciones Energéticas S.A.S. E.S.P., registered as net result of discontinued operations.

- Consolidated Net Revenue** in 1Q21 decreased 5.8% (-1.9% at constant exchange rates) to COP\$ 3.82 billion. Consolidated net sales in 1Q21 declined by 7.9% and totalled COP \$3.59 billion (-4.1% when excluding FX effects), mainly due to the higher 1Q20 sales basis (3.8 p.p.) from the stock-up movement that started by mid-March in all countries, and increased measures to control ramping COVID-19 cases in the region during 1Q21. Despite this, net sales benefited by the consistent growth of omni-channel across the region (2.1x excluding FX effect) and the performance of innovative models WOW in Colombia and FreshMarket stores across countries. The performance of other revenue reflected the positive outcome of complementary business in Colombia, mainly from the income booked by the real estate business from the development of the VIVA Malls projects Envigado and Tunja, as well as the resurging of royalties from TUYA credit card.
- Gross Margin** improved 191 bps to 26.6% and reflected cost efficiencies across countries and the contribution from VIVA Malls in Colombia. Retail margin (when excluding other revenue) gained 18 bps versus the one posted in 1Q20 from efficiencies across countries.
- SG&A expense** grew below inflation in all countries from strict control supported by the operational excellence program. Lower labour and marketing expenses, derived from higher staff productivity and an increased share of digital campaigns.
- Recurring Operating Margin** in 1Q21 was 4.6% as a percentage of Net Revenue and gained 122 bps. **Recurring EBITDA** was COP \$306,694 million with margin of 8.0% as a percentage of Net Revenue (+154 bps), favoured by a resilient retail business, strict expense control and the material contribution from the real estate business (a net of COP\$ 61k M) and the financial business (TUYA royalties of COP\$ 14k M and normalized provision levels).



(1) Retail refers to EBITDA variations of retail, banking services in-store, fees, the money transfer business, among others; complementary businesses refer to EBITDA variations from the real estate, the financial (TUYA royalties), the mobile and the travel businesses, and logistic services.

- Consolidated Net Group Share Result in 1Q21 was an income of COP \$84,957 million, which compares to the income of COP \$21,987 posted the same period last year.



Note: Data included results from Colombia, Uruguay and Argentina, the net result of Transacciones Energéticas S.A.S. E.S.P. registered as discontinued operation and eliminations. Contribution from complementary businesses refer to the variations of revenue from the real estate, the financial, the mobile and the travel businesses and logistic services.

- Net income grew 3.9 times and reflected the material net contribution from the group diversification strategy through complementary businesses – mainly the real estate and the financial businesses and the positive variation in non-recurring expenses from strict control and a leaner structure. Results were partially offset by the negative effect from the deferred component of the income tax and the use of the statutory rates, a higher financial expense and a decreased financial income from lower interest rates.

## Earnings per Share (EPS)

- Diluted EPS was COP\$189.8 per common share in 1Q21 which compares to the COP \$49.1 reported the same period last year.

## CAPEX

- Consolidated Capital Expenditures in 1Q21 were COP \$231,872 million (related to Colombia, Uruguay and Argentina). Near to 49% of CapEx was allocated to innovation, omni-channel and digital transformation activities during the period and the remainder to maintenance and support of operational structures, IT systems updates and logistics.

## Food Retail Expansion

- In the last-twelve-month, Grupo Éxito totalled 18 stores from openings, conversions and remodelling in the region as follows: 16 stores in Colombia (2 Éxito WOW, 1 Carulla FreshMarket, 2 Surtimayorista, 1 Éxito, 3 Éxito Express and 7 Super Inter stores) and 2 in Uruguay (1 Disco FreshMarket and 1 FreshMarket store). One Éxito store was converted from Super Inter in Colombia in 1Q21.
- Grupo Éxito ended 1Q21 with 614 food retail stores, geographically diversified as follows: 498 stores in Colombia, 91 in Uruguay and 25 in Argentina. The store count does not include allies in Colombia. The Company's consolidated selling area reached 1.03 million square meters.

## Corporate Governance and Sustainability Achievements

- The ordinary General Shareholders' Meeting was virtually held on March 25, 2021, to ensure healthy and safe conditions for shareholders and the C-suit, while promoting an open dialogue. All proposals were approved, including the reform of the Board of Directors' Election and Succession Policy, to favour the diversity of its members regarding professional, academic and personal aspects such as: gender, nationality, age, race, among others.
- Grupo Éxito was included for the second consecutive year, in the Sustainability Yearbook by Standard & Poor's (S&P Global) in collaboration with the investment firm RobecoSam, for good practices in projects related to environmental, social and economic sustainability. The company was recognized as the best performing company in the index within the food industry in Latin America.
- Grupo Éxito stood out in the ranking of the Corporate Reputation Business Monitor (Merco), as one of the three more responsible organizations during the pandemic. The Company was also considered as one of the 10 companies in Colombia with best practices in social responsibility and corporate governance and climbed two positions compared to the previous year.
- In an alliance with the Ministry of Agriculture and Sustainable Development and the Rural Development Agency, Grupo Éxito promoted sustainable trade through direct purchases from farmers in the country and implemented actions to bring small producers closer to companies and supermarkets, to ease trading and avoid intermediaries. Within the framework of this alliance, the activation of "Consuma lo Nuestro, Sabor de Colombia" was carried out, an event that took place on April the 7<sup>th</sup> in Medellín, to highlight the commitment to the country and to exalt the farmer's work.
- 91.9% of the fruits and vegetables sold by Grupo Éxito were locally purchased, and 83% directly from Colombian communities and agricultural producers, ratifying the Company's commitment towards the development of the countryside through collaborative work.
- Carulla and Fundación Éxito launch the #HagámosloMásFresco campaign designed by the *Internal Agency*, the first advertising agency that began its operation inside a prison and is part of the Internal Action Foundation, with the aim of delivering 600 food packages to children of women deprived of liberty, who were separated since the beginning of the pandemic.
- The company launched the "Mi Descuento-Nutre Vidas" initiative to eradicate child malnutrition in Colombia between February and March and raised COP\$ 2,000 million to deliver food packages to 26,000 families throughout the country. VIVA launched the social movement "Re-Collection" with the social platform "Clean your Closet", to conduit

Colombians towards the donation of clothing in good condition, later delivered to 10 foundations located in the cities where VIVA shopping centers have presence.

## Commercial Activities

### Colombia

- The main commercial events held during the quarter included:
  - The “Éxito Anniversary” event took place from February 24<sup>th</sup> to March 15<sup>th</sup> with special discounts available both through our website and physical stores.
  - The “Carulla Festival” was held from February 17<sup>th</sup> to March 7<sup>th</sup> with more than 130 discounts in different categories, including discounted products with Puntos Colombia, and more than 50 products activated through “My Discount”.
  - “My Discount” offered coupons through the app and specific discounts to support children’s nutrition. In Surtimax “Mi Descuento-Nutre Vidas” was launched as a commercial activity where customers can redeem coupons through the app, while helping children with malnutrition.
  - Surtimayorista designed 2 new campaigns “Festival del Aseo” and “Carrazo” based on data analysis, to improve the sale levels of the cleaning category.
  - During the quarter, Super Inter focused on 3 commercial activities: “Desplome de Precios”, “Super Madrugón” and Super Cuaresma”, to offer competitive prices in basic grocery products, especially seafood for Easter.
  - Bronzini Active launched a new sport collection for both men and women through all channels.
  - The Éxito banner held a new commercial activity ‘Hot Sale’ between March 24<sup>th</sup> and 28<sup>th</sup>. Discounts were offered through all channels (off and on), focused on the non-food category.

### Uruguay

- The main commercial events held during the quarter included:
  - “Todo a 21” in Disco stores during January and February and in Disco, Devoto and Geant stores in March.
  - The “Back to school” event was held in all banners during February.
  - Online promotional activities in Devoto stores during the quarter, mainly related to the non-food category.
  - Disco promotional activity “Precios sin vueltas” focussed on the sale of the 105 top SKU’s.
  - Special discounts for the holiday and easter week for all the banners was announced via mailing.

### Argentina

- Promotional activities remained limited during the quarter to protect margins amidst an aggressive competitive environment and government policies to control prices. The main commercial activities held were:

- The “Feria de Frescos” and “Ofertas Arrasadoras” campaigns mainly held in hypermarkets.
- Clearance of apparel products during January and February.
- Exclusive online promotions.
- Recurrent activities such as “Hipermartes” with special discounts in alliance with the “Hipotecario” bank.

## Other Awards & Recognitions

- Éxito was recognized as “Brand of the Year” in the Effie LATAM 2020-2021 awards, which highlights the most effective advertising, marketing and communication campaigns in Latin America.

## II. Financial and Operational Performance by Country

### Colombia

The context in Colombia was affected by a lower economic activity and a reduction in tax collections. GDP decreased by 6.8% as of December 2020, however, a lower decrease versus the -8.0% posted as of September 2020. Unemployment in March was 14.2% a recovery from the 15.9% recorded in February, nevertheless, above the 13.4% posted at the end of 2020. The repo rate continued at 1.75%, the lowest recorded since the last reduction last September. LTM inflation was 1.51% (-235 bps below March 2020) while consumer confidence recovered in March (+320 bps vs. February), though, still posting negative levels at -11.4%.

### Total Net Sales & SSS in Colombia

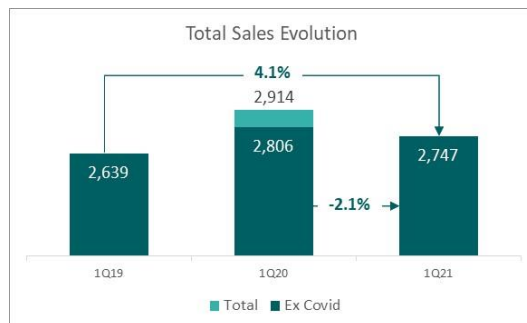
	1Q21			
	grupo éxito	éxito	Carulla	Low-cost & Other <sup>(2)</sup>
<b>Variations</b>				
<b>SSS</b>	-3.6%	-1.9%	-5.2%	-10.5%
<b>Total</b>	-5.7%	-2.4%	-5.7%	-19.2%
<b>SSS <sup>(1)</sup></b>	-3.6%	-2.3%	-4.4%	-8.4%
<b>Total <sup>(1)</sup></b>	-5.6%	-2.7%	-4.9%	-17.1%
<b>Total MCOP</b>	2,746,660	1,948,773	401,136	396,751

(1) Including the effect of conversions and the calendar effect adjustment of -0.1% in 1Q21. (2) New segment includes sales from Surtimax, Super Inter and Surtimayorista brands, allies, institutional and third-party sellers, and the sale of property of near to COP \$22k M in 1Q20. (3) From openings, conversions and remodelling.

Going forward, Grupo Éxito will provide information regarding its Colombian segment including 3 business units: Éxito, Carulla and Low-cost and Other. As a remainder, the Éxito segment comprises sales from the brand's hypermarkets, supermarkets, express stores; Éxito.com, virtual catalogues, home deliveries and gas stations. Carulla includes sales from the brands' supermarket and express stores, home deliveries and website carulla.com. The Low-cost and Other segment will comprise the outcomes from stores branded under Surtimax, Super Inter and Surtimayorista, as well as allies, institutional, third-party sellers, the sale of property and other.

The Colombia operation represented near to 77% of consolidated net sales in 1Q21. **Net sales** in the country totalled COP \$2.7 billion, a decrease of 5.6%<sup>(1)</sup> versus last year, mainly due to: (i) the negative effect on sales from lockdowns and high store closures mainly in January due to pandemic, and (ii) a higher basis of 3.7 p.p. in 1Q20 due to the stock-up trend from COVID-19 starting by mid-March/20 and property sale<sup>(2)</sup>. These negative elements offset: (i) the omni-channel strong growth (2.2x, 13% share on total sales), (ii) the contribution from innovative formats (19.7% share on sales), (iii) the mid-teens sales growth of the non-food category, and (iv) the 16 stores included in the LTM base<sup>(3)</sup>.

Net sales compared versus the level seen in 1Q19, when the pandemic did not exist, grew by 4.1%, and decreased by -2.1% when excluding the COVID-19 effect in the 1Q20 basis.



(1) Including the effect of conversions and the calendar effect adjustment of -0.1% in 1Q21.

**Same-store sales (SSS)** in Colombia decreased by 3.6%<sup>(1)</sup> in 1Q21 and by 0.1% when excluding the COVID impact from the 1Q20 base, a gap that represents the contribution of the rapid operating response to the contingency and a well-structured physical and digital platform from the solid strategy implemented.

### Net Sales & SSS Colombia – By Segment

- The Éxito segment** represented approximately 71% of the sales mix in Colombia. The segment in 1Q21 posted a net sales decrease of 2.7%<sup>(1)</sup> when compared to 1Q20 and of 0.4% when excluding the COVID-19 effect from the base. Net sales in 1Q21 grew by 6.3% when compared with levels posted in 1Q19 and above of accumulated CPI levels (5.37%). The LFL performance in 1Q21 showed a decrease of 2.3%<sup>(1)</sup> due to the increase of store closures, mobility restrictions and lockdowns along the quarter especially in main cities, as well as the higher comparison basis in 1Q20 from the stock-up movement seen when the pandemic started by mid-March. Nevertheless, these impacts were partially compensated by the growth of the non-food category (+14.9%) and the contribution from 11 Éxito WOW stores, which posted 9 p.p. above other Éxito stores and represented 23% share of the banner’s total sales in 1Q21.

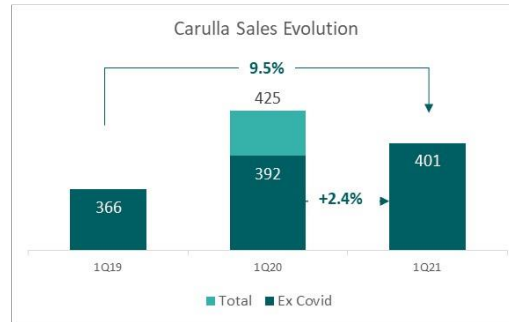


(1) Including the effect of conversions and the calendar effect adjustment of -0.1% in 1Q21.

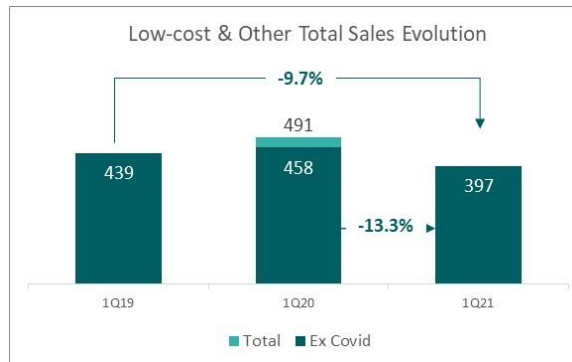
- The Carulla segment** represented near to 15% of the sales mix in Colombia. In 1Q21, the segment’s net sales decreased 4.9%<sup>(1)</sup> versus the same period last year while grew by 2.4% when excluding COVID-19 effect from the basis and by 9.5% when compared to the level posted in 1Q19 (above accumulated CPI levels 5.37%). In terms of SSS levels, the Carulla segment decreased by 4.4%<sup>(1)</sup> due to increased restrictions in the segment’s main markets Bogotá and Medellín, which offset: (i) the strong contribution from the omni-channel



business unit that represented near to 15% share on the segment sales, and (ii) the 14 Carulla FreshMarket stores that represented 31.6% share of the banner’s total sales in 1Q21.



- **The low-cost & other segment<sup>(2)</sup>** related to Super Inter, Surtimax and Surtimayorista stores, allies, institutional, third-party sellers, the sale of property and other, represented a 14% share on Colombia sales. In 1Q21, the segment net sales decreased by 17.1%<sup>(1)</sup> versus the same period last year and by 13.3% when excluding COVID-19 effect from the 1Q20 basis. The negative trend derived from: (i) lockdowns on the hospitality industry and high store closures in the banner’s main markets mainly in January due to pandemic, (ii) a higher basis due to the stock-up trend from COVID-19 starting by mid-March/20 and property sale<sup>(2)</sup>, and iii) the store base optimization with some closures and remodellings. Nevertheless, the 8.4% decrease of LFL levels posted by the segment in 1Q21, showed a gradual recovery trend versus previous quarters, derived from the development of innovative concepts and omni-channel strategies such as the Last Mile service, “Mi surtii” app and digital fairs, and an optimized store base. Surtimayorista designed 2 new campaigns “Festival del Aseo” and “Carrazo” based on data analysis, to improve the sale levels of the cleaning category. During the quarter, Super Inter focused on 3 commercial activities: “Desplome de Precios”, “Super Madrugón” and Super Cuaresma”, to offer competitive prices in basic grocery products, especially seafood for Easter.



(1) Including the effect of conversions and the calendar effect adjustment of -0.1% in 1Q21. (2) New segment includes sales from Surtimax, Super Inter and Surtimayorista brands, allies, Institutional and third-party sellers and the sale of property of near to COP \$22k M in 1Q20.

## Operating Performance in Colombia

in COP M	1Q21	1Q20	% Var
Net Sales	2,746,660	2,913,612	(5.7%)
Other Revenue	219,366	137,956	59.0%
<b>Net Revenue</b>	<b>2,966,026</b>	<b>3,051,568</b>	<b>(2.8%)</b>
<b>Gross profit</b>	<b>724,553</b>	<b>672,129</b>	<b>7.8%</b>
<i>Gross Margin</i>	<i>24.4%</i>	<i>22.0%</i>	<i>240 bps</i>
<b>Total Expense</b>	<b>(597,693)</b>	<b>(603,648)</b>	<b>(1.0%)</b>
<i>Expense/Net Rev</i>	<i>20.2%</i>	<i>19.8%</i>	<i>37 bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>126,860</b>	<b>68,481</b>	<b>85.2%</b>
<i>ROI Margin</i>	<i>4.3%</i>	<i>2.2%</i>	<i>203 bps</i>
<b>Recurring EBITDA</b>	<b>241,519</b>	<b>177,786</b>	<b>35.8%</b>
<i>Recurring EBITDA Margin</i>	<i>8.1%</i>	<i>5.8%</i>	<i>232 bps</i>

Note: Includes Almacenes Éxito S.A. and its subsidiaries in Colombia.

- **Net Revenue** in Colombia decreased by 2.8% in 1Q21, explained by a higher basis (3.7 p.p.) due to the start of the pandemic and property sale, and stronger mobility restrictions along 1Q21 to face the third wave of COVID-19 across the country, that led to increased store closures and lower operating hours. Nevertheless, the operation reported solid omnichannel growth (2.2x) and higher contribution from commercial activities and innovative formats. Other revenue growth reflected the real estate income from VIVA Envigado and Tunja projects and the resurging of TUYA royalties.
- **Gross Margin** grew 240 bps to 24.4% as percentage of Net Revenue in 1Q21, benefited by a resilient retail business and material contribution from real estate income and royalties. Retail margin (when excluding other revenues) improved 6 bps versus the 1Q20 basis from cost efficiencies.
- **SG&A expense** grew below inflation levels and decreased in value, benefited by operating efficiencies and despite the effect of lower volumes. Lower expenditure originated from savings mainly related to labour, marketing and occupancy costs.
- **Recurring EBITDA** grew strongly by 35.8% and margin gained 232 bps to 8.1% in 1Q21 as percentage of Net Revenue, benefited by the outcome of complementary businesses and a more optimized retail structure.



(1) Retail refers to EBITDA variations of retail, banking services in-store, fees, the money transfer business, among others; complementary businesses refer to EBITDA variations from the real estate, the financial (TUYA royalties), the mobile and the travel businesses and logistic services.

## Uruguay

Following 17 years of continued growth, GDP in the country contracted by -2.9% in 2020, hardly impacted by the pandemic effect mainly on the commerce, the industry, and the energy sectors. Unemployment rate rose 11.1% as of February versus the 10.1% posted in March 2020, impacted by the context, as well as the consumer confidence index was affected by moderate pessimism. As of March, inflation reached 8.34% (9.16% in 1Q20; 9.41% in Dec/20), and the food component reached 8.45% (vs. 13.17% in 1Q20).

### Net Sales & SSS in Uruguay

<u>Uruguay</u>	1Q21			
	<i>%Var</i>	<i>%Var</i>	<i>%Var</i>	<i>%Var</i>
Net sales	<i>Total</i>	<i>SSS</i>	<i>Total <sup>(1)</sup></i>	<i>SSS <sup>(1)</sup></i>
MCOP				
<b>625,262</b>	<b>-3.7%</b>	<b>-5.2%</b>	<b>-3.0%</b>	<b>-4.5%</b>

(1) In local currency, including the calendar effect adjustment of -0.8% in 1Q21.

- The Uruguay operation contributed to 17% to annual consolidated sales. **Net sales and SSS** in 1Q20 decreased by 3.0%<sup>(1)</sup> and 4.5%<sup>(1)</sup> respectively versus the same period last year, strongly affected by the higher 1Q20 basis due to COVID-19 stock-up movement as well as the closure of borders during the holiday season and reduction in traffic in main cities. The negative trend was partially compensated by: i) solid omnichannel sales growth (1.3x vs. 1Q20) and increased share on sales of +90 bps vs. 1Q20 to 3.3%, and the ii) growth of the non-food sales category (6.1%).

### Operating Performance in Uruguay

in COP M	1Q21	1Q20	% Var
Net Sales	625,262	704,000	(11.2%)
Other Revenue	5,524	6,285	(12.1%)
<b>Net Revenue</b>	<b>630,786</b>	<b>710,285</b>	<b>(11.2%)</b>
<b>Gross profit</b>	<b>218,430</b>	<b>237,929</b>	<b>(8.2%)</b>
<i>Gross Margin</i>	<i>34.6%</i>	<i>33.5%</i>	<i>113 bps</i>
<b>Total Expense</b>	<b>(165,877)</b>	<b>(170,743)</b>	<b>(2.8%)</b>
<i>Expense/Net Rev</i>	<i>26.3%</i>	<i>24.0%</i>	<i>226 bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>52,553</b>	<b>67,186</b>	<b>(21.8%)</b>
<i>ROI Margin</i>	<i>8.3%</i>	<i>9.5%</i>	<i>(113) bps</i>
<b>Recurring EBITDA</b>	<b>65,242</b>	<b>80,146</b>	<b>(18.6%)</b>
<i>Recurring EBITDA Margin</i>	<i>10.3%</i>	<i>11.3%</i>	<i>(94) bps</i>

Note: Data in COP includes a -7.8% FX effect in 1Q21.

- Uruguay results in Colombian pesos had a -7.8% FX effect in 1Q21.
- **Net Revenue** decreased by -11.2% in 1Q21 (-3.7% in local currency) strongly affected by a higher sales base in 1Q20 and the closure of borders during the holiday season. These impacts were partially compensated by a stronger performance of the omni-channel strategy (1.3x) and the evolution of non-food categories (+6.1% vs. N-1).
- **Gross Margin** increased by 113 bps to 34.6%, from efficiencies in markdown and logistics that offset a lower volume effect.
- **SG&A expense** grew below CPI in local currency (5.3% vs. 8.3%) from operational efficiencies and despite a lower top line dilution.
- **Recurring EBITDA** margin remained solid at 10.3% in 1Q21 as a percentage of Net Revenues versus the same period last year, from internal efficiencies and despite economic headwinds.

## Argentina

The macroeconomic context in the county showed instability with an expected GDP contraction of -9.9% at the end of 2020 due to the pandemic and the low capacity of the country to serve its debt. Moreover, the unemployment rate reported as of 4Q20 was of 11.0%, a slight recovery versus 11.7% reported during the previous quarter. Inflation decreased to 39.9% from the 50% in 1Q20 but food inflation remained high at 47.9% (vs. 53% in 1Q20). Retail sales continued with a negative trend and decreased by 0.5% year-to-march versus the same period last year, according to Came.

### Net Sales & SSS in Argentina

		1Q21		
Net sales	%Var	%Var	%Var	%Var
MCOP	Total	SSS	Total <sup>(1)</sup>	SSS <sup>(1)</sup>
218,291	20.2%	20.2%	21.2%	21.2%

(1) In local currency and including the calendar effect adjustment of -1.1% in 1Q21.

- Libertad contributed to 6% of consolidated sales in 1Q21. Amidst the difficult context in the country, Libertad net sales and SSS grew by 21.2%<sup>(1)</sup>, despite: (i) a higher basis from stock-up, mobility restrictions and curfews, (ii) the extension of the price increases policy restriction, and (iv) import's constraints. Libertad reduced promotional activity to protect cash and margins amidst a challenging competitive market.

## Operational Performance in Argentina

in COP M	1Q21	1Q20	% Var
Net Sales	218,291	282,276	(22.7%)
Other Revenue	4,182	9,254	(54.8%)
<b>Net Revenue</b>	<b>222,473</b>	<b>291,530</b>	<b>(23.7%)</b>
<b>Gross profit</b>	<b>73,564</b>	<b>91,925</b>	<b>(20.0%)</b>
<i>Gross Margin</i>	<i>33.1%</i>	<i>31.5%</i>	<i>153 bps</i>
<b>Total Expense</b>	<b>(78,182)</b>	<b>(91,646)</b>	<b>(14.7%)</b>
<i>Expense/Net Rev</i>	<i>35.1%</i>	<i>31.4%</i>	<i>371 bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>(4,618)</b>	<b>279</b>	<b>(1755.2%)</b>
<i>ROI Margin</i>	<i>(2.1%)</i>	<i>0.1%</i>	<i>(217) bps</i>
<b>Recurring EBITDA</b>	<b>(67)</b>	<b>4,900</b>	<b>(101.4%)</b>
<i>Recurring EBITDA Margin</i>	<i>(0.0%)</i>	<i>1.7%</i>	<i>(171) bps</i>

Note: Data includes the FX effect of -35.6% in 1Q21 calculated with the closing exchange rate.

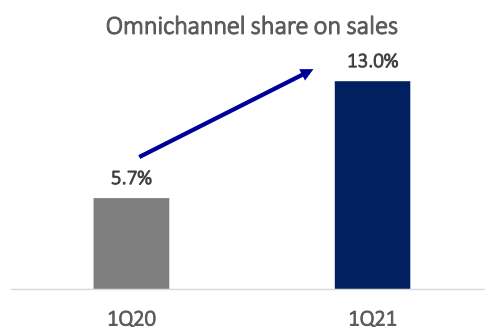
- Performance from Libertad in Colombian pesos had a -35.6% FX impact in 1Q21.
- Net Revenue** in 1Q21 was affected by a higher basis, the extension of mobility restrictions and a lower contribution from the real estate business impacted by curfews and discounts granted to tenants to protect occupancy rates (occupancy rates reached 89% in 1Q21).
- Gross Margin** increased 153 bps to 33.1% benefitted by lower share of promotional events and accurate pricing strategies that offset industry restrictions, sourcing constraints and a lower contribution of the real estate business.
- SG&A expense** grew below CPI in local currency benefited by savings mainly in labour, utility bills and marketing.
- Recurring EBITDA margin** reduced 171 bps and was null as a percentage of Net Revenue affected by a volume effect and non-dilution of expenses. Nevertheless, Libertad maintained a stable cash position.

### III. Omni-channel, Innovation and Digital Transformation Strategies in 1Q21

#### Colombia

##### Omni-channel<sup>(1)</sup>

Omni-channel sales in 1Q21 grew 118% to COP \$364,000 million and share on sales reached 13.0% (vs. 5.7%); orders grew by 60% and totalled over 2 million versus the levels posted in 1Q20. Omni-channel performance reflected a strong and profitable platform that already covers all three Grupo Éxito's segments in Colombia and fulfils customer's preferences.



(1) Include .com, home delivery, Shop&Go, Click&Collect, digital catalogues and B2B virtual. Data adjusted versus the figure reported in 1Q20 due to the inclusion of B2B virtual in the base. Numbers expressed in long scale, COP billion represent 1,000,000,000,000.

- **Ecommerce:** Éxito.com and carulla.com increased sales by 2.1x in 1Q21, totalled 37.2 million visits (+45.8%) and registered 2.2 million tickets (vs. 25.5 million visits and 2.0 million tickets in 1Q20).
- **Marketplace:** The business unit represented 14% of total omni-channel GMV, mainly represented by non-food categories such as electronics, home products and apparel sold through 953 active vendors. During 1Q21, the BU grew 1.5x in Gross Merchandise Value (GMV), with near to 18,000 units sold (1.8x vs. 1Q20). The Company continued strengthening its platform's functionalities and including its ecosystem and capabilities to develop this business unit.
- **Last Mile & Home Deliveries:** in 1Q21, the home delivery service is available for Carulla, Éxito, Surtimax, Super Inter and Surtimayorista clients and represented 38% of total orders. The Company reached 2.0 million orders (+60% vs. 1Q20), boosted by Grupo Éxito's capabilities and the exclusive alliance with the last miler Rappi. In 1Q21, orders served through Grupo Éxito logistic platform grew 2.8x in the food and non-food categories.
- **Digital catalogues:** Kiosk devices were available at 198 stores in Colombia that continued affected by mobility restrictions and lower operation from pandemic, nevertheless, sales through digital catalogues grew by 1.3x.
- **Click & Collect:** In 1Q21 grew sales 3.5x and orders 14.3x. The channel represented a 31% share on omni-channel GMV and contributed to store traffic at 430 stores and 12 VIVA shopping malls. The Surtimayorista banner, launched "Call & Collect" and the channel represented a 10.4% share on the total banner's sales in 1Q21. The service is available through landline and WhatsApp and added to the App and websites.

##### Innovation

- **Éxito WOW:** With the best merge of digital and physical worlds, Éxito WOW stores offer innovative initiatives for customers to feel at home and the latest technological tools and developments. 11 top stores located in main cities

in Colombia grew sales by 9 percentage points above other Éxito stores and contributed to 23% of the banner's sales. A total of additional 8 WOW stores are expected to open at the end of the year to reach 19 stores, which will represent near to 30% share on Éxito banner's total sales.

- **Carulla FreshMarket:** The 14 stores mainly operating in the cities of Bogotá, Medellín, Barranquilla, Cali, Cartagena and Santa Marta, sales performed 7.5 percentage points above other Carulla stores and represented a 31.6% share on the banner's total sales during 1Q21. Carulla FreshMarket stores were strongly affected by the higher basis effect due to stock-up purchasing (~814 bps on 1Q20 sales) and mobility restrictions and curfews across main markets in 1Q21. A total of additional 7 Fresh Market stores are expected to be opened by end of the year to reach a total of 21 stores, which will represent near to 40% share of the Carulla banner's total sales.
- **Low-cost:** The segment targeting the base of the pyramid advanced with the following activities: 7 stores were renovated as "Super Inter Vecino" in a concept that thrives for a differentiated experience for customers that look for fair prices through an easy and safe purchasing process and share on the banner sales reached 12.0% during 1Q21. The Company expects to renovate additional 14 stores into Super Inter Vecino at the end of 2021, and the total of 21 stores are expected to represent near to 32% share on Super Inter sales. Moreover, the Company innovated with omnichannel proposals such as Click/Call & Collect and Last Mile delivery service across the three low-cost banners Super Inter, Surtimax and Surtimayorista and continued strengthening its relational marketing program "El Club del Comerciante", for Surtimayorista clients. Lockdown restrictions due to COVID-19 continued lowering the commercial activity and affected the reactivation of hospitality businesses, especially in key markets such as Bogotá and the Atlantic coast.

### Digital Transformation

- **Apps:** Éxito and Carulla apps complemented other initiatives integrated through the Company's trade ecosystem, such as the loyalty program Puntos Colombia, Tuya Pay and the sale of insurance policies. The apps included additional developments such as smileID, smart shopping lists and a virtual line for customers in-store. Both apps reached over 1.3 million active downloads in 1Q21 (+28.7%), 1.5 million tickets and 1.0 million discounts were activated in "My Discount" functionality. "My Discount" offered coupons through the app and specific discounts to support children's nutrition. In Surtimax "Mi Descuento-Nutre Vidas" was launched as a commercial activity where customers can redeem coupons through the app, while helping children with malnutrition. "Misurtii" app also contributed to digitalize food sales mainly at moms&pops and posted sales over COP \$1,000 million in 1Q21.
- In Colombia, the Company continued implementing developments in frictionless, customer service, data analytics, logistic and supply chain and HR Management according to the strategy established for 2021 to 2023.

### Asset / Traffic Monetization & Best Practices

- **Loyalty Coalition:** Puntos Colombia, the loyalty program totalled 17 million clients (4.9 million with habeas data), reaching 34% of Colombians with over 100 brands allies. During 1Q21, 1.7 million clients redeemed over 6,600 million points of which Éxito accounted for a 76% share. The Company focused its efforts in continuing the consolidation of its Marketplace, integrated with Grupo Éxito's ecosystem (Apps, VIVA's tenants, travel, insurance, mobile etc).
- **Complementary Businesses:**
  - **Real Estate:** The business unit reached 758,000 square meters of gross leasable area, 34 assets and a 32% market share. Quarterly efforts focussed on improving the occupation rate that reached 92% by March 2021 (+20 bps vs. Dec/20). Within this business unit, the Company operates VIVA Malls – the 4<sup>th</sup> real estate vehicle in Colombia, a JV with F.I. Colombia (Éxito owns 51%), with 18 assets and close to 570,000 sqm GLA. Omni-

channel sales of VIVA shopping centers reached a share of 1.7% over total tenant's sales, strengthened by Viva Online, Click and Collect and its own delivery service.

- **TUYA:** the financial business reached near to 90,000 new cards issued during the quarter to a total of 2.7 million cards in stock, levered on the on-line channel and boosted by omni-channel promotional activities. Non-performing loans remained under control at mid-single digit and the loan portfolio was of near COP\$ 3.0 billion. "TUYA Pay", the digital wallet integrated with the Company's POS system and Apps, reached over 350,000 users in less than a year, leveraged by retail commercial activities. The business unit expects to attain growth through synergies with Grupo Éxito's digital ecosystem, mainly with Éxito Mobile and Puntos Colombia units.
- **Mobile:** the business unit reported over 468,000 active lines and continues growing levered on the on-line channels and the integration with the Company's ecosystem.
- **Travel:** the business unit is operating through the restrictions imposed by the pandemic and is leveraging its strategy on its on-line service.

## Uruguay

### Omni-channel

The operation continued strengthening digital channels during 1Q21, to respond agilely to the consumer's needs. Accordingly, omni-channel sales grew 1.3x vs. 1Q20 and represented a 3.3% share on total sales (+90 bps vs. 2020).

- **Ecommerce:** quarterly on-line sales increased 1.6x and represented a 1.3% share on total sales (+51 bps vs. 1Q20).
- **Home Deliveries:** Sales increased by 1.5x in 1Q21 and deliveries totalled 57,000 (vs. 30,500 in 1Q20).
- **Click and Collect:** The service is available in 41 stores and totalled near to 5,400 orders (vs. near to 4,000 in 1Q20).

### Innovation

- **FreshMarket:** the 19 FreshMarket stores in Uruguay were impacted by the closure of borders during the holiday season during 1Q21.

### Digital Transformation

- **Apps:** Reached over 55,000 downloads and 5,000 orders were dispatched during the quarter.
- **Start-ups:** The Company chose 7 start-ups for mentoring and are currently working on initiatives focused on sustainability, last mile, logistics and innovation.

## Argentina

The operation in Argentina continued strengthening its digital initiatives and reached omnichannel sales share of 1.9% on



total sales.

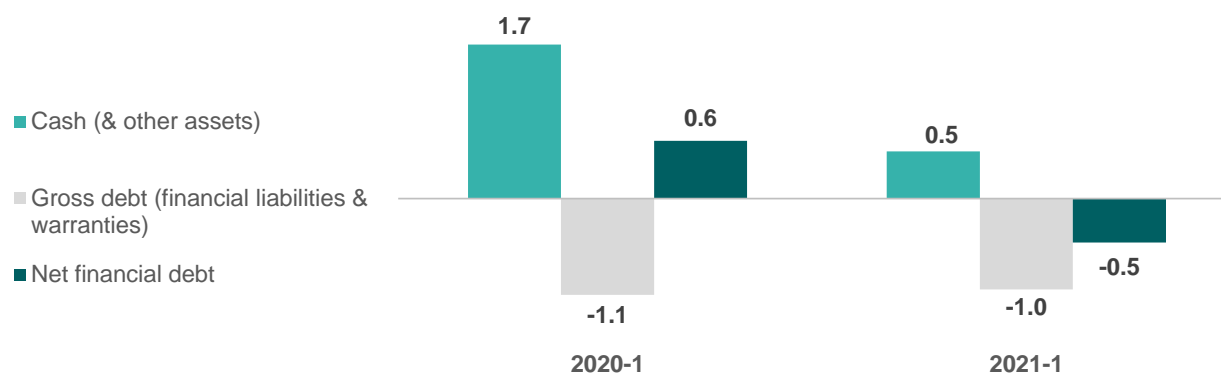
### Omni-channel

- **Ecommerce:** On-line sales reached ARS \$60 M in the quarter and website reported over 935,000 visits.
- **Click and Collect / Click and Car:** the service was implemented in 15 stores which totalled near to 12,800 orders during the quarter.
- **Last Mile & Home Deliveries:** in partnership with “Rappi” and “Pedidos Ya”, the last mile service was available in 21 stores as of 1Q21 (11 Hyper and 10 Proximity stores). Sales increased 6.2x versus the same period in 2020 and 407,000 units were sold units through more than 43,000 orders (5x vs. 1Q20).

### Innovation

- **FreshMarket:** the 4 FreshMarket stores increased sales by 26.5% in the fresh category (+7.1 p.p over other stores) and posted a 29.6% share on the total sales of the category in Libertad.

## IV. Financial Performance at Holding<sup>(1)</sup> Level



(1) Holding: Almacenes Éxito S.A results without Colombian or international subsidiaries. Note: Numbers expressed in long scale, COP billion represent 1,000,000,000,000.

### Cash and Debt at the holding level

- Cash position in 1Q21 was of COP\$ 514,000 M and gross debt totalled COP\$1.0 billion (including the dividend payment of COP\$ 1.1 billion).
- Gross debt slight reduction was explained mainly by amortizations and payment of the RCFs.
- The repo rate in Colombia closed at its lowest in 1.75% (vs. 3.75% as of mar/20).

## V. 2021 Update on COVID-19

- During the first quarter Grupo Éxito continued implementing measures to protect clients and collaborators.
- The third wave of COVID-19 started in Colombia during the quarter and national and local government endorsed restrictions and strict curfews across the country. To comply with the measures, stores mainly located in Bogota, Medellin, Santa Marta and Barranquilla shorter their opening hours and limited capacity and the "White Telephone" service was reactivated to deliver exclusively to medical and nursing personnel. Over 300 Éxito and Carulla stores complied with the highest standards in 'Biosecurity Operations' endorsed by the Colombian Institute of Technical Standards and Certification ICONTEC, an important recognition, that guarantees the reduction of risks for the safety clients, suppliers and employees. At the beginning of the quarter, the Ministry of Health announced the purchase of near to 66.5 million doses to vaccinate 37.7 million people. The vaccination process began in Colombia on February 17<sup>th</sup> and 1 million citizens with two doses and 3.5 million with one dose, mainly first-line medical personnel and people over 80 years of age, were vaccinated as of 1Q21.
- The pandemic exacerbated in Uruguay and the country increased contagious by 4x during 1Q21. Accordingly, the country's borders were closed to control infections that could occur during the holiday season. The government appealed to the preventive and voluntary care of its inhabitants accompanied by restrictions, closure of public offices and lockdowns of commerce excluding shops of all types, stores, bars and restaurants. The National Vaccination Plan started the 1<sup>st</sup> of march in the county and aimed to immunize 2.84 million inhabitants, those over 18 years of age. Near to 1 million where vaccinated with both doses by the end of the quarter.
- In Argentina, the pandemic accelerated and contagious rose 2x during the quarter, thus, the government decreed sectorized restrictions to limit mobility mainly in measures affecting public transportation and restrictions on traffic hours at night. Also, social and sport activities were suspended, and the opening hours of bars and restaurants limited. The vaccination plan started by the end of December 2020 and near to 9% of the population is already vaccinated with the first dose and 2% completely immunized with the second doses.

## VI. 1Q21 Conclusions

### LatAm platform

- Net Income grew 3.9x from the solid outcome of the diversification strategy and cost/expense efficiencies across all operations.
- Recurring EBITDA margin gains (+154 bps) despite a higher basis and increased lockdowns across the region, mainly driven by income from VIVA Malls and the resurgence of royalties of the financial business in Colombia.
- Strategic focus on profitable omni-channel and innovative models continued contributing to sales performance.

### Colombia

- Omni-channel maintained its positive trend, sales grew by 2.2x and share on sale rose to 13% vs. 5.7% in 1Q20.
- Innovative formats FreshMarket and WOW continued increasing share on sales (19.7%).
- Material contribution from the real estate and the financial businesses confirmed their strategic relevance.

### Uruguay

- A double-digit margin level supported by operating efficiencies and lower expenditure levels.
- Omni-channel sales growth (1.3x).

### Argentina

- A stable cash position maintained from expense control activities, despite macro and industry headwinds affecting volumes and operating margins.

## VII. 2021 Outlook

### LatAm platform

- Net result to improve reflecting better operating performance and stability of non-operating lines.
- Consolidated Capex of between 110 to 130 MUSD (prioritizing mainly conversions of Wow and FreshMarket stores and the strengthening of IT and logistics platforms for omni-channel).
- Revenue to reflect improved contribution from complementary business and sales benefited by innovation and omni-channel.

### Colombia

- Revenue growth from dynamism of omni-channel and gradual recovery of complementary businesses.
- Improvement of the Recurrent EBITDA margin.
- Retail expansion of around 30 stores (from openings, conversions, and remodeling).
- Capex of between 90 to 110 MUSD, focused on store optimization, innovation, and digital transformation.

### Uruguay

- Revenue growth from dynamism of omni-channel and FreshMarket expansion (to represent near to 4% and 47% share on total sales vs. 3.3% and 42.4% in 2020, respectively).
- A high level of Recurring EBITDA margin, however, pressured by a weak touristic season.

### Argentina

- Top line to reflect an improved retail trend, the development of ecommerce and the gradual recovery of the real estate business.

## VIII. Grupo Éxito Ecosystem and Strategic Pillars 2021 - 2023

Grupo Éxito's strategy for 2021 to 2023, is comprised of five pillars, to adapt to changes in consumer trends and guarantee the Company's sustainable growth in the long run. The goal is to implement and improve key activities, such as customer service, relational marketing, supplier relationships all supported by IT developments. These activities involve all countries in which the Company operates, and the implementation of these initiatives will follow a top-down approach.



### 1. Innovation

Activities to constantly innovate on stores, in brands and products in accordance with customer requirements.

- **Models & Formats:** upgrading retail and innovating in premium, mid and low-cost markets by improving the store portfolio base and focusing on converting and renovating them into key profitable stores.
  - Premium and Mid-market:
    - The “FreshMarket” model aims to innovate the fresh food category, renovate stores and improve layouts. Furthermore, it includes digital activities, such as apps, improved customer service and strengthening key offerings, such as events for wine, pasta, cheese and coffee related to the premium banner.
    - The “Wow” model: Launched in Colombia in 2018 regards to the hypermarket of the future, a shopping experience connected to the digital world, superior customer service and improved focus on fresh products.
  - Low-cost market:
    - Surtimayorista: to compete versus both the formal and informal markets. The format operates with low operating costs and CAPEX requirements, driving returns and boosting sales following conversions.
    - Allies: near to 1,500 Allies worked in partnership with Grupo Éxito during 2020 and performed high frequency and volume in trade. With the launch of the “Misurtii” app the aim was to digitalize food sales for mom and pops and small businesses and to continue with strong digital presence.

- **Private Label:** development of the current portfolio of products to improve competitiveness by offering customers the lowest price and the best quality available.
  - Food: strengthening well-known brands such as Frescampo in Colombia and positioning Taeq as the most important private label for healthy products across the region.
  - Non-food: aiming to apparel democratizing with the brands Arkitect, Bronzini, People among others, and the brand with international presence Finlandek represented 35% of sales share in textile & home categories in Colombia.

## 2. Omni-channel Model:

Integration of virtual and physical platform to offer clients various channels, products and services to interact with the Company. Related to the development of:

- **E-commerce:** differentiated websites by genre, for non-food and food categories.
- **Market Place:** to improve the customer shopping experience by including multiple vendors, raising the number of transactions through the Company's websites.
- **Digital Catalogues:** kiosks available at stores to purchase and order online.
- **Home Delivery & Last Milers:** to enhance convenience for customers through the development of start-ups such as last milers.
- **Click & Collect:** service available for food and non-food purchases online to be collected at stores.

## 3. Digital Transformation

This pillar included the creation of the Digital Transformation Department in Colombia.

- **Apps:** to improve customer service, reinforced loyalty and increase share of wallet.
  - Éxito and Carulla: Apps complementing on-line initiatives. The new version launched improved historical trends and integration with the Company's trade ecosystem with new functionalities such as Tuya Pay, SmileID in Carulla app, insurance sale, smart shopping lists and virtual line for customers in-store, in addition to customize discounts and integration with Puntos Colombia loyalty program.
  - In Uruguay, the Company is exploring Web and App integration for Disco, Geant and Devoto, reinforcing relationship with start-ups and developing smart web assortment.
  - In Argentina, the plan is to launch the app by 2021.
- **Others**
  - Éxito Media: to monetize the physical and digital asset by offering advertising services, centralizing the media monetization and ecosystem information. Services on-site, off-site and in-stores.
  - Car Renting: to get into the new venture of offering of car renting services to customers.
  - Start-ups: research and analyse the feasibility of start-ups with which the Company may enhance service, operational activities and back office. Other analyses underway include artificial intelligence and image recognition.
- **Developments**
  - Frictionless: to improve the customer service experience at stores, especially when purchasing and paying for groceries or services, to reduce waiting time perception, by implementing:
    - ✓ Self-check-out: customer self-scanning, payment and packaging.
    - ✓ Mobile POS: on-foot cashier.
    - ✓ Scan & Pay: customer self-scanning and on-line receipt ready to be processed at the cashier.
    - ✓ Shop & Go: customer self-scanning, on-line payment through the app and go.

- Customer Service: activities to improve relationship with clients and improving waiting time perception by using trendy channels such as:
  - ✓ Chatbot: 24-hour virtual assistant to answer questions/requirements from clients.
  - ✓ Social Marketing: active attention to customer's social media behaviour and using data collected to improve service and processes.
  - ✓ Social Wi-Fi: free high-quality internet connection available for clients.
  - ✓ Kiosks: interactive devices to allow our customers to self-manage purchases.
- Data Analytics: usage of all data collected through all channels and IT developments to improve customer knowledge and internal data management.
  - ✓ Predictive Models: analyse common trends to improve the understanding of customer, demand, logistics and supply chain.
  - ✓ CRM: Customer Relationship Management.
  - ✓ Relational discounts models, such as "Club del Comerciante" recently launched by Surtimayorista to offer discounts to hospitality customers based on their purchases, aiming to increase average basket by improving cross-selling.
- Logistic and Supply Chain
  - ✓ Inventory Management: improvement and optimization by usage of data and trends.
  - ✓ Productivity Management: transforming processes by focusing on agility, flexibility, efficiency and supply chain precision.
- HR Management
  - ✓ Transforming management of human resources by creating on-line platforms for employee selection and recruitment processes, training and HR data management.

#### 4. Asset /Traffic Monetization and Best Practices

To boost growth by leveraging activities through the development of:

- **Loyalty Coalition:** which provide high potential for data monetization – transactional information, consumer data and marketing focused campaigns through Puntos Colombia.
- **Complementary Businesses:** to improve the Company's returns by strengthening:
  - Real Estate: to optimize the GLA and improve occupancy rates at VIVA and Paseo shopping centers through a dual retail / real estate business model.
  - Financial Services: TUYA, money transfers and payment networking, include a complete set of financial and digital services in alliances to centralize and monetize electronic transactions.
  - Travel: to strengthen the business and reverting the trend seen in 2020.
  - Insurance: to continue offering a wide portfolio of retail insurance policies through the partnership with Suramericana and lead as the seller of microinsurance in Colombia.
  - Virtual Mobile Operator: to increase the number of active users and complement the growth of omni-channel sales.
- **Operational Excellence:** execution of the program across countries to maintain SG&A expense growth below inflation levels, by focusing on:
  - Logistics & Supply Chain: improving the operation by setting stores and dark stores to support omni-channel activities and rolling out inventory management activities.
  - Lean Productivity Schemes: review of processes and structures across the diverse business units.

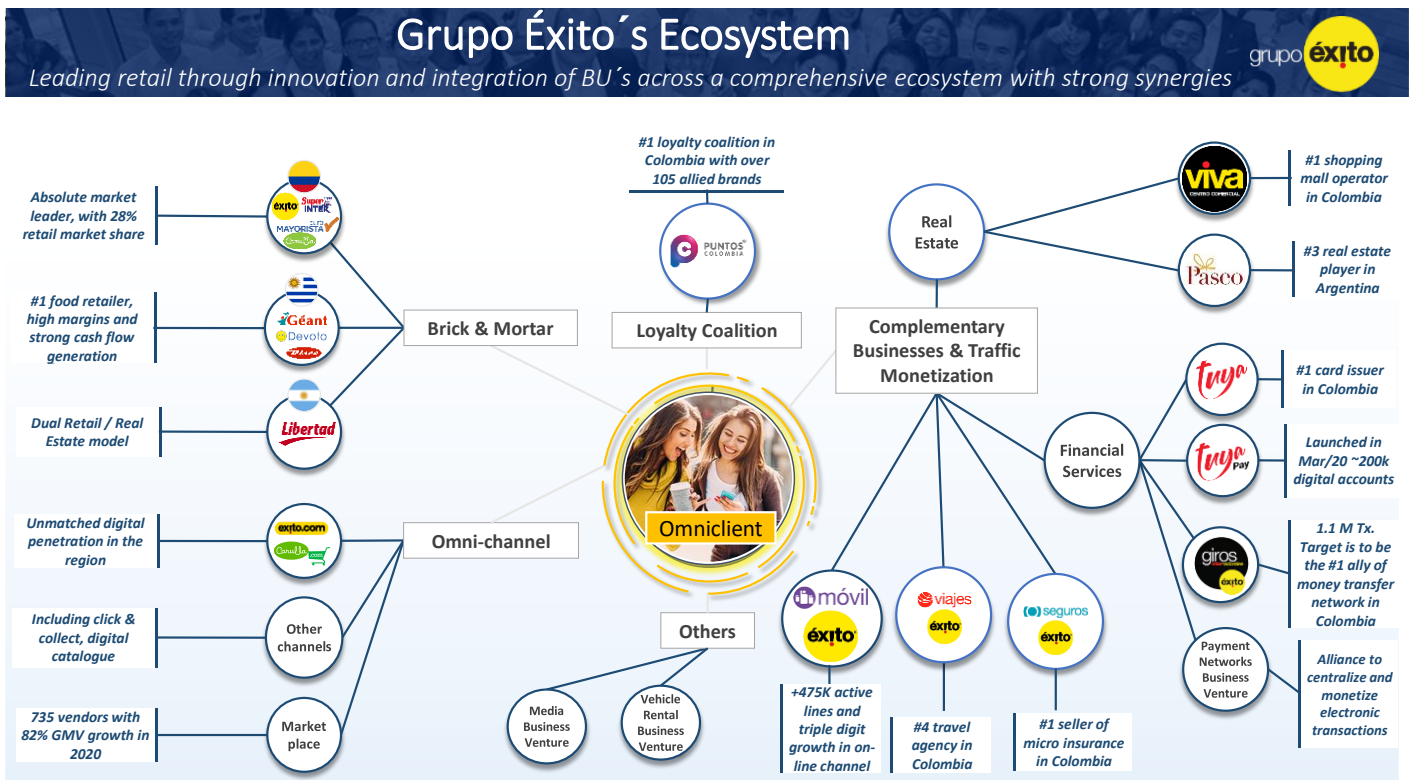


- Joint Purchasing: commodity purchasing activities, including indirect goods, services and technology across the region to deliver cost savings.
- Back Office: opportunities to further optimize and centralize diverse processes across the region.

## 5. Sustainable Shared Value

- **Gen Cero**
  - Focusing on childhood nutrition
- **Sustainable trade**
  - Direct local purchasing
- **My Planet**
  - Protecting the environment
- **Healthy Lifestyle**
  - Offering a healthy portfolio to customers
- **Employee well-being**
  - HR development

These five pillars are embedded into a synergic ecosystem in where all business units interact in an efficient manner to offer the best quality service to a customer considered as an “omniclient”.



## IX. Additional Information

### Conference Call Details - Almacenes Éxito S.A. (BVC: ÉXITO)

Cordially invites you to participate in its *Fourth Quarter 2020 Results Conference Call*

Date: Wednesday, May 5, 2021

Time: 10:00 a.m. Eastern Time

9:00 a.m. Colombia Time

#### Presenting for Grupo Éxito:

Carlos Mario Giraldo Moreno, Chief Executive Officer

Ruy Souza, Chief Financial Officer

María Fernanda Moreno, Investor Relations Manager

*To participate, please dial:*

**USA Toll Free:** 1 (888) 771-4371

**Colombia Toll Free:** 01 800 9 156 924

**International (Outside USA dial):** +1 (847) 585-4405

Conference ID number: **50149704**

Almacenes Éxito S.A. will report its First Quarter 2021 Earnings on Tuesday, May 4, 2021 after the market closes.

1Q21 results will be accompanied by a webcast presentation and audio webcast that will be available on the company's website at [www.grupoÉxito.com.co](http://www.grupoÉxito.com.co) or under

<http://tps://onlinexperiences.com/Launch/QReg/ShowUUID=968780E7-8955-4303-ADEC-0772A0A1055C>

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#### Upcoming Financial Publications

Second Quarter 2021 Earnings Release – July 27, 2021

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## Company Description

*Grupo Éxito is one of the largest multinationals in Colombia and a relevant food retailer in South America, with operations in Colombia, Uruguay and Argentina. The Company has clear competitive advantages derived from its strength in innovation, bricks and mortar, and the value of their brands, supported by the quality of its human resource. Grupo Éxito also leads an omnichannel strategy and diversifies its revenue with a sound set of complementary businesses to enhance its retail offering.*

*In 2020, Consolidated Net Revenues totalled COP \$15.7 billion derived from retail sales and its strong portfolio of complementary businesses: financial services, travel, insurance, virtual mobile operator and real estate with shopping malls in Colombia and Argentina. The Company operated 629 stores: in Colombia with Grupo Éxito, in Uruguay with Grupo Disco and Grupo Devoto, and in Argentina with Libertad.*

*Grupo Éxito's solid omni-channel model and multi-format and multi-brand strategies make it the leader in all modern retail segments. The Company's hypermarkets lead under the Éxito, Geant and Libertad banners; in premium supermarkets under the Carulla, Disco and Devoto brands; in proximity under the Carulla, Éxito, Devoto and Libertad Express brands. In the low-cost market the Group operates stores under banners Surtimax, Super Inter and Surtimayorista in Colombia.*

*Since 2019 the Company officially declared its Digital Transformation Strategy to adapt to changes in consumer trends.*

## X. Appendices

### Notes:

- Numbers expressed in long scale, COP billion represent 1,000,000,000,000.
- Growth and variations expressed versus the same period last year, except when stated otherwise.
- Sums and percentages may reflect discrepancies due to rounding of figures.
- All margins are calculated as percentage of net revenue.

### Glossary

- **Colombia results** includes the consolidation of Almacenes Éxito S.A. and its subsidiaries in the country.
- **Consolidated results:** includes Almacenes Éxito results, Colombian and international subsidiaries in Uruguay and Argentina.
- **EBIT:** Recurring Operating Income adjusted for the other non-recurring operational income/expense result.
- **EBITDA:** Earnings before Interest, Taxes, Depreciation and Amortization.
- **EPS:** Earnings Per Share calculated on an entirely diluted basis.
- **Financial Result:** impacts of interests, derivatives, financial assets/liabilities valuation, FX changes and other related to cash, debt and other financial assets/liabilities.
- **GLA:** Gross Leasable Area.
- **GMV:** Gross Merchandise Value.
- **Holding:** includes Almacenes Éxito results without Colombian and international subsidiaries.
- **Net Group Share Result:** net result attributable to Grupo Éxito's shareholders.
- **Net Revenue:** total revenue related to total net sales and other revenue.
- **Other Revenue:** revenue related to complementary businesses (real estate, insurance, financial services, travel, etc.) and other revenue.
- **Recurring EBITDA:** measure of profitability that includes Recurring Operating Income adjusted for Depreciation and Amortization both in cost and expense (D&A).
- **Recurring Operating Income (ROI):** includes the Gross Profit adjusted by SG&A expense and D&A.
- **SSS:** same-store-sales levels, including the effect of store conversions.
- **Total Net Sales:** sales related to the retail business.

## 1. Consolidated P&L

in COP M	1Q21	1Q20	% Var
Net Sales	3,590,213	3,899,888	(7.9%)
Other Revenue	228,959	152,543	50.1%
<b>Net Revenue</b>	<b>3,819,172</b>	<b>4,052,431</b>	<b>(5.8%)</b>
Cost of Sales	(2,785,351)	(3,034,922)	(8.2%)
Cost D&A	(17,286)	(16,387)	5.5%
<b>Gross Profit</b>	<b>1,016,535</b>	<b>1,001,122</b>	<b>1.5%</b>
<i>Gross Margin</i>	<i>26.6%</i>	<i>24.7%</i>	<i>191 bps</i>
SG&A Expense	(727,127)	(754,677)	(3.7%)
Expense D&A	(114,613)	(110,499)	3.7%
<b>Total Expense</b>	<b>(841,740)</b>	<b>(865,176)</b>	<b>(2.7%)</b>
<i>Expense/Net Rev</i>	<i>22.0%</i>	<i>21.3%</i>	<i>69 bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>174,795</b>	<b>135,946</b>	<b>28.6%</b>
<i>ROI Margin</i>	<i>4.6%</i>	<i>3.4%</i>	<i>122 bps</i>
Non-Recurring Income/Expense	(9,666)	(31,061)	(68.9%)
<b>Operating Income (EBIT)</b>	<b>165,129</b>	<b>104,885</b>	<b>57.4%</b>
<i>EBIT Margin</i>	<i>4.3%</i>	<i>2.6%</i>	<i>174 bps</i>
Net Financial Result	(46,331)	(34,328)	35.0%
Associates & Joint Ventures Results	12,918	(23,398)	155.2%
<b>EBT</b>	<b>131,716</b>	<b>47,159</b>	<b>179.3%</b>
Income Tax	(31,291)	(4,517)	N/A
<b>Net Result</b>	<b>100,425</b>	<b>42,642</b>	<b>135.5%</b>
Non-Controlling Interests	(15,463)	(20,401)	(24.2%)
Net Result of Discontinued Operations	(5)	(254)	(98.0%)
<b>Net Group Share Result</b>	<b>84,957</b>	<b>21,987</b>	<b>286.4%</b>
<i>Net Margin</i>	<i>2.2%</i>	<i>0.5%</i>	<i>168 bps</i>
<b>Recurring EBITDA</b>	<b>306,694</b>	<b>262,832</b>	<b>16.7%</b>
<i>Recurring EBITDA Margin</i>	<i>8.0%</i>	<i>6.5%</i>	<i>154 bps</i>
<b>EBITDA</b>	<b>297,028</b>	<b>231,771</b>	<b>28.2%</b>
<i>EBITDA Margin</i>	<i>7.8%</i>	<i>5.7%</i>	<i>206 bps</i>
Shares	447.604	447.604	0.0%
<b>EPS</b>	<b>189.8</b>	<b>49.1</b>	<b>N/A</b>

Note: Consolidated data include results from Colombia, Uruguay and Argentina, eliminations and the FX effect (-3.9% at top line and -3.0% at recurring EBITDA in 1Q21), and subsidiary Transacciones Energeticas S.A.S. E.S.P., registered as net result of discontinued operations.

## 2. P&L and CAPEX by Country

Income Statement	<u>Colombia</u>	<u>Uruguay</u>	<u>Argentina</u>	<u>Consol</u>
in COP M	1Q21	1Q21	1Q21	1Q21
Net Sales	2,746,660	625,262	218,291	3,590,213
Other Revenue	219,366	5,524	4,182	228,959
<b>Net Revenue</b>	<b>2,966,026</b>	<b>630,786</b>	<b>222,473</b>	<b>3,819,172</b>
Cost of Sales	(2,225,207)	(411,165)	(149,080)	(2,785,351)
Cost D&A	(16,266)	(1,191)	171	(17,286)
<b>Gross profit</b>	<b>724,553</b>	<b>218,430</b>	<b>73,564</b>	<b>1,016,535</b>
<i>Gross Margin</i>	<i>24.4%</i>	<i>34.6%</i>	<i>33.1%</i>	<i>26.6%</i>
SG&A Expense	(499,300)	(154,379)	(73,460)	(727,127)
Expense D&A	(98,393)	(11,498)	(4,722)	(114,613)
<b>Total Expense</b>	<b>(597,693)</b>	<b>(165,877)</b>	<b>(78,182)</b>	<b>(841,740)</b>
<i>Expense/Net Rev</i>	<i>20.2%</i>	<i>26.3%</i>	<i>35.1%</i>	<i>22.0%</i>
<b>Recurring Operating Income (ROI)</b>	<b>126,860</b>	<b>52,553</b>	<b>(4,618)</b>	<b>174,795</b>
<i>ROI Margin</i>	<i>4.3%</i>	<i>8.3%</i>	<i>(2.1%)</i>	<i>4.6%</i>
Non-Recurring Income and Expense	(9,627)	1	(40)	(9,666)
<b>Operating Income (EBIT)</b>	<b>117,233</b>	<b>52,554</b>	<b>(4,658)</b>	<b>165,129</b>
<i>EBIT Margin</i>	<i>4.0%</i>	<i>8.3%</i>	<i>(2.1%)</i>	<i>4.3%</i>
<b>Net Financial Result</b>	<b>(40,663)</b>	<b>(997)</b>	<b>(4,671)</b>	<b>(46,331)</b>
<b>Recurring EBITDA</b>	<b>241,519</b>	<b>65,242</b>	<b>(67)</b>	<b>306,694</b>
<i>Recurring EBITDA Margin</i>	<i>8.1%</i>	<i>10.3%</i>	<i>(0.0%)</i>	<i>8.0%</i>
<b>CAPEX</b>				
<i>in COP M</i>	<b>212,682</b>	<b>18,229</b>	<b>961</b>	<b>231,872</b>
<i>in local currency</i>	212,682	221	24	

Note: Consolidated data include results from Colombia, Uruguay and Argentina, eliminations and the FX effect (-3.9% at top line and -3.0% at recurring EBITDA in 1Q21). The Colombian perimeter includes the consolidation of Almacenes Éxito S.A. and its subsidiaries in the country.

### 3. Consolidated Balance Sheet

in COP M	Dec 2020	Mar 2021	Var %
<b>Assets</b>	<b>15,649,974</b>	<b>14,508,607</b>	<b>(7.3%)</b>
<b>Current assets</b>	<b>5,265,996</b>	<b>3,861,954</b>	<b>(26.7%)</b>
Cash & Cash Equivalents	2,409,391	903,405	(62.5%)
Inventories	1,922,617	1,958,673	1.9%
Accounts receivable	471,202	403,819	(14.3%)
Assets for taxes	362,383	457,033	26.1%
Assets held for sale	19,942	21,128	5.9%
Others	80,461	117,896	46.5%
<b>Non-current assets</b>	<b>10,383,978</b>	<b>10,646,653</b>	<b>2.5%</b>
Goodwill	2,853,535	2,914,113	2.1%
Other intangible assets	307,797	322,217	4.7%
Property, plant and equipment	3,707,602	3,817,718	3.0%
Investment properties	1,578,746	1,655,773	4.9%
Right of Use	1,317,545	1,323,591	0.5%
Investments in associates and JVs	267,657	295,075	10.2%
Deferred tax asset	234,712	214,384	(8.7%)
Assets for taxes	-	-	0.0%
Others	116,384	103,782	(10.8%)
<b>Liabilities</b>	<b>8,245,701</b>	<b>7,051,913</b>	<b>(14.5%)</b>
<b>Current liabilities</b>	<b>6,422,947</b>	<b>4,658,145</b>	<b>(27.5%)</b>
Trade payables	4,678,078	3,251,538	(30.5%)
Lease liabilities	223,803	223,916	0.1%
Borrowing-short term	1,110,883	660,970	(40.5%)
Other financial liabilities	87,289	54,714	(37.3%)
Liabilities held for sale	-	-	0.0%
Liabilities for taxes	76,111	93,139	22.4%
Others	246,783	373,868	51.5%
<b>Non-current liabilities</b>	<b>1,822,754</b>	<b>2,393,768</b>	<b>31.3%</b>
Trade payables	68	69,881	N/A
Lease liabilities	1,319,092	1,314,513	(0.3%)
Borrowing-long Term	344,779	838,646	N/A
Other provisions	14,542	13,448	(7.5%)
Deferred tax liability	118,722	131,860	11.1%
Liabilities for taxes	4,463	4,440	(0.5%)
Others	21,088	20,980	(0.5%)
<b>Shareholder´s equity</b>	<b>7,404,273</b>	<b>7,456,694</b>	<b>0.7%</b>

Note: Consolidated data include figures from Colombia, Uruguay and Argentina.

#### 4. Consolidated Cash Flow

in COP M	Mar 2021	Mar 2020	Var %
<b>Profit</b>	<b>100,420</b>	<b>42,388</b>	<b>N/A</b>
Adjustment to reconcile Net Income	276,101	211,121	30.8%
Cash Net (used in) Operating Activities	(1,240,492)	(1,215,488)	2.1%
Cash Net (used in) Investment Activities	(232,437)	(51,536)	N/A
Cash net provided by Financing Activities	(43,219)	757,773	N/A
<b>Var of net of cash and cash equivalents before the FX rate</b>	<b>(1,516,148)</b>	<b>(509,251)</b>	<b>N/A</b>
Effects on FX changes on cash and cash equivalents	10,162	21,239	(52.2%)
<b>(Decrease) net of cash and cash equivalents</b>	<b>(1,505,986)</b>	<b>(488,012)</b>	<b>N/A</b>
<b>Opening balance of cash and cash equivalents discontinued operations</b>			
<b>Opening balance of cash and cash equivalents</b>	<b>2,409,391</b>	<b>2,562,674</b>	<b>(6.0%)</b>
<b>Ending balance of cash and cash equivalents discontinued operations</b>	<b>-</b>	<b>-</b>	
<b>Ending balance of cash and cash equivalents</b>	<b>903,405</b>	<b>2,074,662</b>	<b>(56.5%)</b>

Note: Consolidated data include figures from Colombia, Uruguay and Argentina.

#### 5. Financial Indicators

Indicators at Consolidated Level		Indicators at Holding Level	
March 2021	December de 2020	March 2021	December de 2020
2.06	1.90	2.04	1.85
0.83	0.82	0.83	0.81



## 6. Almacenes Éxito<sup>(1)</sup> P&L

in COP M	1Q21	1Q20	% Var
Net Sales	2,748,799	2,918,803	(5.8%)
Other Revenue	160,715	70,484	128.0%
<b>Net Revenue</b>	<b>2,909,514</b>	<b>2,989,287</b>	<b>(2.7%)</b>
Cost of Sales	(2,222,299)	(2,363,688)	(6.0%)
Cost D&A	(14,446)	(13,410)	7.7%
<b>Gross profit</b>	<b>672,769</b>	<b>612,189</b>	<b>9.9%</b>
<i>Gross Margin</i>	<i>23.1%</i>	<i>20.5%</i>	<i>264 bps</i>
SG&A Expense	(457,075)	(460,079)	(0.7%)
Expense D&A	(93,015)	(88,781)	4.8%
<b>Total Expense</b>	<b>(550,090)</b>	<b>(548,860)</b>	<b>0.2%</b>
<i>Expense/Net Rev</i>	<i>(18.9%)</i>	<i>(18.4%)</i>	<i>(55) bps</i>
<b>Recurring Operating Income (ROI)</b>	<b>122,679</b>	<b>63,329</b>	<b>93.7%</b>
<i>ROI Margin</i>	<i>4.2%</i>	<i>2.1%</i>	<i>210 bps</i>
Non-Recurring Income and Expense	(5,535)	(21,888)	(74.7%)
<b>Operating Income</b>	<b>117,144</b>	<b>41,441</b>	<b>182.7%</b>
<i>EBIT Margin</i>	<i>4.0%</i>	<i>1.4%</i>	<i>264 bps</i>
<b>Net Financial Result</b>	<b>(48,693)</b>	<b>(39,597)</b>	<b>23.0%</b>
<b>Net Group Share Result</b>	<b>84,957</b>	<b>21,987</b>	<b>286.4%</b>
<i>Net Margin</i>	<i>2.9%</i>	<i>0.7%</i>	<i>218 bps</i>
<b>Recurring EBITDA</b>	<b>230,140</b>	<b>165,520</b>	<b>39.0%</b>
<i>Recurring EBITDA Margin</i>	<i>7.9%</i>	<i>5.5%</i>	<i>237 bps</i>

(1) Holding: Almacenes Éxito results without Colombian subsidiaries.

## 7. Almacenes Éxito<sup>(1)</sup> Balance Sheet

in COP M	Dec 2020	Mar 2021	Var %
<b>Assets</b>	<b>13,468,080</b>	<b>12,268,017</b>	<b>(8.9%)</b>
<b>Current assets</b>	<b>4,309,539</b>	<b>2,900,436</b>	<b>(32.7%)</b>
Cash & Cash Equivalents	1,969,470	513,673	(73.9%)
Inventories	1,583,972	1,598,199	0.9%
Accounts receivable	292,941	230,016	(21.5%)
Assets for taxes	339,539	413,400	21.8%
Others	123,617	145,148	17.4%
<b>Non-current assets</b>	<b>9,158,541</b>	<b>9,367,581</b>	<b>2.3%</b>
Goodwill	1,453,077	1,453,077	0.0%
Other intangible assets	166,511	171,338	2.9%
Property, plant and equipment	1,909,426	1,958,278	2.6%
Investment properties	89,246	89,223	(0.0%)
Right of Use	1,570,161	1,576,030	0.4%
Investments in subsidiaries, associates and	3,618,703	3,804,528	5.1%
Others	351,417	315,107	(10.3%)
<b>Liabilities</b>	<b>7,264,217</b>	<b>6,021,557</b>	<b>(17.1%)</b>
<b>Current liabilities</b>	<b>5,310,807</b>	<b>3,502,839</b>	<b>(34.0%)</b>
Trade payables	3,931,085	2,573,342	(34.5%)
Lease liabilities	230,240	231,433	0.5%
Borrowing-short term	647,934	183,964	(71.6%)
Other financial liabilities	81,366	44,294	(45.6%)
Liabilities for taxes	68,274	65,485	(4.1%)
Others	351,908	404,321	14.9%
<b>Non-current liabilities</b>	<b>1,953,410</b>	<b>2,518,718</b>	<b>28.9%</b>
Lease liabilities	1,554,725	1,557,433	0.2%
Borrowing-long Term	325,770	819,593	N/A
Other provisions	51,846	50,924	(1.8%)
Deferred tax liability	-	-	0
Others	21,069	90,768	N/A
<b>Shareholder´s equity</b>	<b>6,203,863</b>	<b>6,246,460</b>	<b>0.7%</b>

(1) Holding: Almacenes Éxito Results without Colombian or international subsidiaries.

## 8. Debt by Country- Currency and Maturity

Net debt breakdown by country					
31 Mar 2021, (millions of COP)	Holding (2)	Colombia	Uruguay	Argentina	Consolidated
Short-term debt	228,258	257,965	447,443	10,275	715,684
Long-term debt	819,593	838,646	0	-	838,646
<b>Total gross debt (1)</b>	<b>1,047,851</b>	<b>1,096,612</b>	<b>447,443</b>	<b>10,275</b>	<b>1,554,330</b>
Cash and cash equivalents	513,673	608,206	246,722	48,477	903,405
<b>Net debt</b>	<b>- 534,178</b>	<b>- 488,406</b>	<b>- 200,721</b>	<b>38,202</b>	<b>- 650,925</b>

Holding Gross debt by maturity					
31 Mar 2021, (millions of COP)	Nominal amount	Nature of interest rate	Maturity Date	31-mar-21	
Mid Term - Bilateral	135,000	Floating	June 2022	135,000	
Revolving credit facility - Bilateral	100,000	Floating	August 2022	80,000	
Revolving credit facility - Syndicated	500,000	Floating	August 2022		
Revolving credit facility - Bilateral	100,000	Floating	January 2023		
Long Term - Bilateral	200,000	Floating	March 2025	200,000	
Long Term - Bilateral	290,000	Floating	March 2026	241,666	
Long Term - Bilateral	190,000	Floating	March 2027	190,000	
Long Term - Bilateral	150,000	Floating	March 2030	150,000	
<b>Total gross debt (2)</b>	<b>1,665,000</b>			<b>996,666</b>	

Note: The Colombian perimeter includes the consolidation of Almacenes Éxito S.A. and its subsidiaries in the country. 1) Debt without contingent warranties and letters of credits. (2) Holding gross debt issued 100% in Colombian Pesos with an interest rate below IBR3M + 4.0%, debt at the nominal amount. IBR 3M (Indicador Bancario de Referencia) – Market Reference Rate: 1.736%; other collections included, and positive hedging valuation not included.

## 9. Stores and Selling Area

<u>Banner by country</u>	<u>Store number</u>	<u>Sales Area (sqm)</u>
<b>Colombia</b>		
Éxito	236	618,678
Carulla	95	85,129
Surtimax	72	32,726
Super Inter	61	58,745
Surtimayorista	34	33,621
<b>Total Colombia</b>	<b>498</b>	<b>828,899</b>
<b>Uruguay</b>		
Devoto	59	40,127
Disco	30	35,252
Geant	2	16,411
<b>Total Uruguay</b>	<b>91</b>	<b>91,790</b>
<b>Argentina</b>		
Libertad	15	103,967
Mini Libertad	10	1,796
<b>Total Argentina</b>	<b>25</b>	<b>105,763</b>
<b>TOTAL</b>	<b>614</b>	<b>1,026,452</b>

Note: The store count does not include allies in Colombia.

## Note on Forward-Looking Statements

*This document contains certain forward-looking statements based on data, assumptions and estimates, that the Company believes are reasonable, however, it is not historical data and should not be interpreted as guarantees of its future occurrence. Grupo Éxito operates in a competitive and rapidly changing environment, therefore, it is not able to predict all the risks, uncertainties or other factors that may affect its business, their potential impact on its business, or the extent to which the occurrence of a risk or a combination of risks could have results that are significantly different from those included in any forward-looking statement.*

*The forward-looking statements contained in this document are made only as of the date hereof. Except as required by any applicable law, rules or regulations, Grupo Éxito expressly disclaims any obligation or undertaking to publicly release any updates of any forward-looking statements contained in this press release to reflect any change in its expectations or any change in events, conditions or circumstances on which any forward-looking statement contained in this press release is based.*

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