Earnings Release 4Q22

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CONFERENCE CALL

Date and Time: Tuesday, February 28th, 2023, 8:00 am (Mexico City time)

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INDEX

Fourth Quarter and Full Year 2022 Results and Highlights

- **Same-Store Sales (SSS):**

	2022	4Q22
Vs. 2021	38.4%	21.5%

- **Alsea's sales grew 28.9% for the full year and 14.4% for the fourth quarter**
- **Same-Store Orders increased 22.5% in 2022 compared to 2021 and 9.5% compared to 4Q21**
- **Home-delivery sales continued their positive trend, increasing by 13.2% vs. 4Q21, reaching over 3.1 billion pesos and 12 million orders, with a 16.5% share of consolidated sales**
- **EBITDA* increased 33.3% for the full year and 3.4% for the fourth quarter**
- **Capital investments of 4.2 billion pesos were made during the year, with 179 corporate and 65 sub-franchise openings in the past twelve months**
- **Cash-on-hand stood at 6.1 billion pesos at the end of 2022**
- **Net Income for 2022 reached 1,576 pesos, a 100.9% increase over 2021**
- **During 2022, 18.6 million shares were repurchased whose cancellation has been approved, representing 2.2% of total shares outstanding**

**Excluding IFRS 16 effects, as well as effects related to the restatement for hyperinflation in Argentina.*

MESSAGE FROM THE EXECUTIVE PRESIDENT

Armando Torrado, Chief Executive Officer of Alsea, commented, "It is a pleasure to share with you our fourth quarter and full year results for 2022. We reported strong sales growth, with full year sales up 28.9% compared to 2021, to a record 68.8 billion pesos. Likewise, Same Store Sales for the full year grew by an impressive 34.8%. Full year EBITDA was 14 billion pesos, an increase of 14.1% compared to 2021, as the Company was able to mitigate input cost inflation, increased energy prices in Europe, and the appreciation of the Mexican peso.

The delivery channel remained stable as a percentage of sales during 2022, representing an impressive 17.8% of Alsea's consolidated sales, and growing 13.8% versus 2021.

Regarding our expansion strategy, during the fourth quarter we opened 74 new corporate restaurants in all regions, with 143 net openings for the full year including the first opening of a Domino's in Uruguay and generating more than 4,900 new jobs. We continue in a strong position to take advantage of new market opportunities with our core brands in the geographies where we operate, looking to open new units in the sites and brands with higher profitability.

Pre-IFRS16 fourth quarter sales grew by 12.2% to 18.4 billion pesos. Pre-IFRS16 EBITDA for 4Q22 reached 2.5 billion pesos for a 3.4% year-over-year growth, and a margin of 13.7%. Same-Store Sales increased by 21.5%, driven by a 9.5% growth in orders.

IFRS16 accounting significantly impacted this quarter's results, due to the change in the proportion of leases that are under variable rent agreements, non-recurring benefits obtained in 2021 from our strategic partners, and exchange rate effects, much of which was non-cash.

In 2022, we published our 2030 Environmental, Social and Corporate Governance (ESG) goals. We made significant progress in our use of clean energy; with our Mexico operations currently using 72% clean energy. Additionally, four of our manufacturing centers received their Safe Quality Food (SQF) recertifications, for their level of safety.

In the year we also handed out the first "Alsea Award", dedicated to food and nutrition research, with 69 participating projects from Argentina, Colombia, Chile, Spain, and Mexico. In addition, we were able to help nearly 2 million people by delivering around 38.6 million pesos of in-kind donations, equivalent to more than 70 tons of food, underlying our social commitment.

We are pleased to continue making improvements in terms of gender equality and social inclusion. In January, we added two talented women to our Board of Directors: Christine Kenna and Gabriela Garza. Christine has over 22 years of experience as an innovative technology investor and is a partner at Ignia, a leading Venture Capital fund. Gabriela is a director of a family office and strategic executive advisor. With their nominations, women now make up 43% of our independent directors. We are confident that their experience and backgrounds will benefit Alsea.

Additionally, in order to compensate the trust of our investors and given that 4 years have accumulated without any dividend payment, in January 2023 the General Shareholders' Meeting approved an implicit dividend through the cancellation of 18.5 million shares, which represent 2.2% of the total outstanding shares and doubling earnings per share compared to the previous year.

Finally, I would like to take this opportunity to thank our customers for their business, as well as our employees for their commitment and effort in achieving these results. Thanks to our customers and our employees' hard work we remain optimistic about the outlook for the Company and the many opportunities ahead. "

February 2023

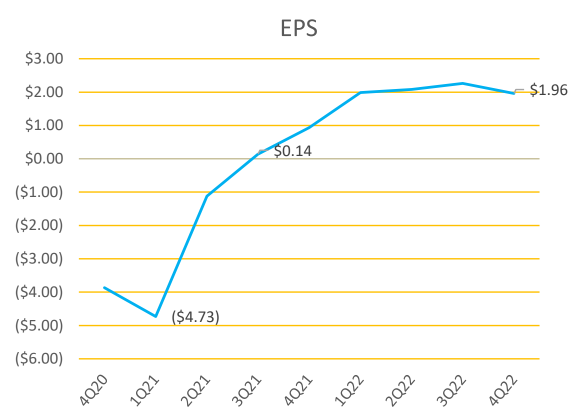
Mexico City, February 27th, 2022. Today, Alsea, S.A.B. de C.V. (BMV: ALSEA), the leading Quick Service Restaurant (QSR), Coffee Shop, Casual Dining and Family Restaurant operator in Latin America and Europe, released its results for the fourth quarter and full year 2022. This information is presented in nominal terms pursuant to International Financial Reporting Standards (IFRS). The comments presented in this report include the effect of IFRS 16, as well as the effect regarding restatement due to hyperinflation in Argentina.*

FINANCIAL HIGHLIGHTS FOR THE FOURTH QUARTER OF 2022

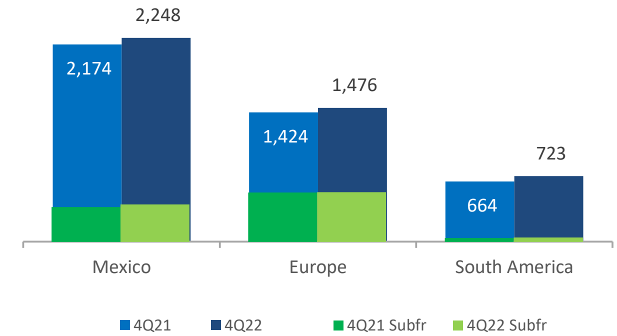
The following table provides a Financial Summary, including the margin for each line item representing net sales, as well as the percentage change for the quarter ended December 31st, 2022, compared to the same period of 2021:

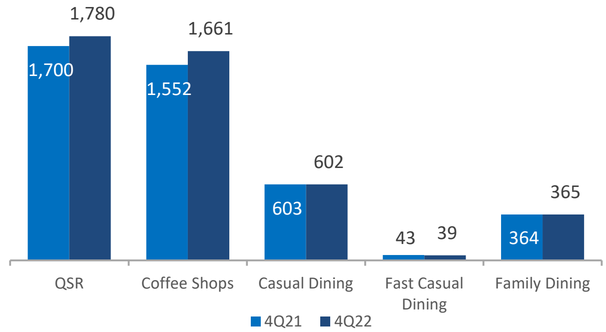
	Pre-IFRS16			*Post-IFRS16 + Argentinian Restatement*		
	4Q22	*4Q21*	*Var %*	*4Q22*	*4Q21*	*Var %*
Same-Store Sales	21.5%	47.4%	N.A.	21.5%	47.4%	N.A.
Net Sales	18,438	16,427	12.2%	19,146	16,732	14.4%
Gross Profit	12,302	11,390	8.0%	12,779	11,589	10.3%
EBITDA (1)	2,529	2,446	3.4%	3,487	4,274	(18.4%)
EBITDA Margin	*13.7%*	*14.9%*	*(120) bps*	*18.2%*	*25.5%*	*(730) bps*
Operating Income	1,668	1,516	10.0%	1,682	2,009	(16.3%)
Net Income	771	687	12.2%	529	924	(42.7%)
Net Income Margin	*4.2%*	*4.2%*	-	*2.8%*	*5.5%*	*(270) bps*
ROIC	13.5%	7.4%	870 bps	10.4%	5.4%	500 bps
ROE	19.9%	6.2%	770 bps	18.0%	9.9%	810 bps
Net Debt/EBITDA	2.5x	3.8x	N.A.	3.1x	3.9x	N.A.
EPS (2)	2.17	0.65	233.8%	1.96	0.94	108.5%

*** Figures in million pesos, except EPS**
(1) EBITDA is defined as operating income before depreciation and amortization.
(2) EPS is earnings per share for the last 12 months.



NUMBER OF UNITS*



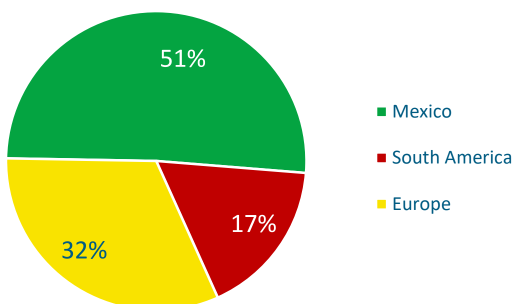


**Note Total units (corporate + sub franchises)*

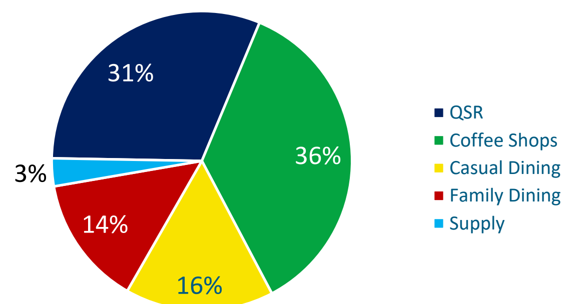
CONSOLIDATED QUARTERLY RESULTS

SALES

SALES BY GEOGRAPHY*



SALES BY SEGMENT*



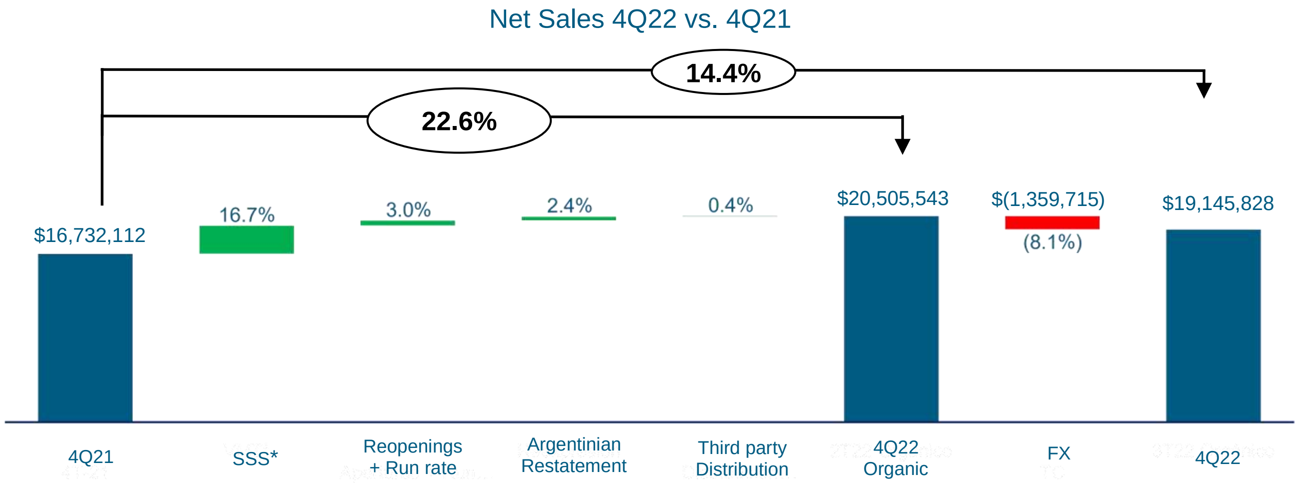
**Figures as of 4Q22, excluding restatement for hyperinflation in Argentina*

Net Sales in the fourth quarter of 2022 **increased by 14.4% to reach 19,146 million pesos,** compared to 16,732 million pesos in the previous year. This increase is mainly explained by the sustained recovery in consumption and mobility, as well as the implementation of successful commercial and responsible pricing strategies, coupled with a higher number of units in operation. These factors led to a same-store sales growth of 21.5% and an increase in same-store orders of 9.5%. Excluding the exchange rate effect, net sales increased 22.6%.

The home-delivery segment grew by 13.2% in the fourth quarter compared to 4Q21, to reach more than 3.1 billion pesos and over 12.0 million orders, with a 16.5% share of Alsea's consolidated sales.

Same-store sales for the portfolio in the fourth quarter of 2022 increased **53.5%** in **South America**, **16%** in **Mexico,** and **16.2%** in **Europe,** compared to 4Q21.

Casual dining brands recovered strongly, with a 15.0% increase in same-store sales compared to the fourth quarter of 2021. The fast-food segment continues to show a positive performance; with same-store sales growth of 19.9%, compared to the fourth quarter of 2021. The Starbucks brand continues to perform well, reporting same-store sales growth of 29.8% for the fourth quarter of 2022, compared to the same period in 2021.



** The percentage contribution of SSS is the effect on the total revenue base.*

EBITDA

EBITDA for 4Q22 decreased by 18.4%, reaching 3,487 million pesos, with a margin of 18.2%, a decrease of 7.3 percentage points compared to the fourth quarter of the previous year. Excluding the exchange rate effect, EBITDA would have decreased by 11.5%.

The decrease in EBITDA of 787 million pesos is mainly related to the effect of the change in the proportion of leases under variable rent agreements, non-recurring benefits related to agreements with strategic partners during 2021, and the impact of the exchange rate variation of the euro against the Mexican peso. This was also coupled with the increase of some input costs and increased energy costs for Alsea Europe, compared to the same period of the previous year.

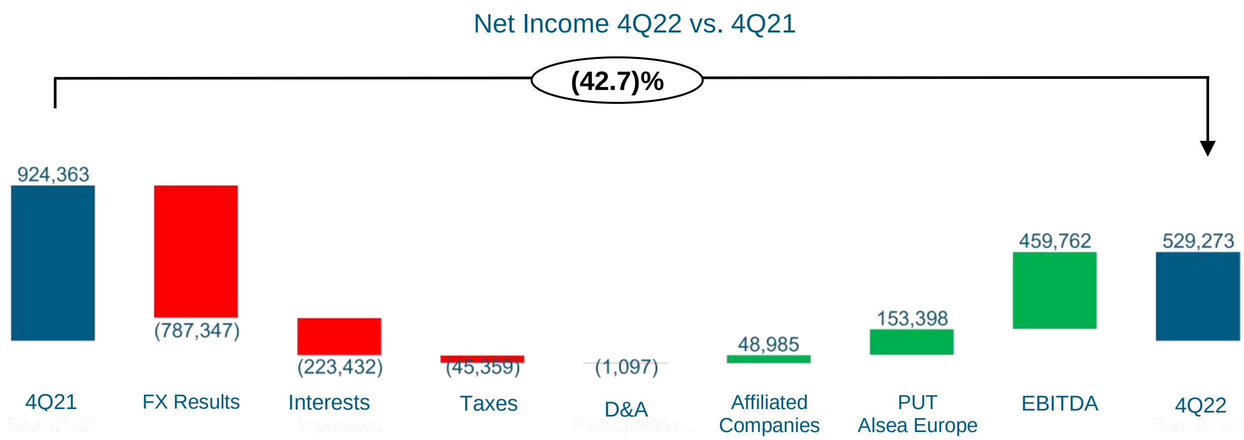
As a result of the 2.5 percentage point cost increase related mainly to raw materials inflation and non-recurring benefits from agreements with strategic partners in 4Q21, operating income reported a margin contraction of 3.2 percentage points compared to the fourth quarter of the previous year.

Excluding the effect of IFRS16, EBITDA for 4Q22 **increased 3.4%** compared to the fourth quarter of the previous year, which represented an increase of 82 million pesos. This increase is mainly related to the continued recovery in consumer trends, customer preference for the brands in the Company's portfolio, digital strategies and product innovation, and efficiencies implemented during the quarter, mainly related to improvements in average profitability per employee. Excluding the exchange rate effect, EBITDA grew 11.4%.

NET INCOME

Net income for the fourth quarter decreased by 395 million pesos, compared to the same period in 2021, closing at **529 million pesos**, compared to 924 million pesos in the fourth quarter of 2021.

This decrease was mainly due to a decrease in operating income, primarily due to the negative effect of IFRS 16 explained above, and a 223 million peso increase in taxes due to a change in the accounting standard requiring deferred tax to be recorded for IFRS16 figures. This was partially offset by a 157 million peso decrease in the comprehensive financing result, as a result of a 49-million-peso benefit in the foreign exchange result, related mainly to the variation in the U.S. dollar exchange rate, together with a 153 million peso decrease in net interest paid.


Net Income 4Q22 vs. 4Q21
(42.7)%
924,363
(787,347)
(223,432)
(45,359)
(1,097)
48,985
153,398
459,762
529,273
4Q21
FX Results
Interests
Taxes
D&A
Affiliated Companies
PUT Alsea Europe
EBITDA
4Q22

RESULTS BY SEGMENT FOR THE FOURTH QUARTER OF 2022

MEXICO

	Pre-IFRS 16				Post-IFRS 16			
Alsea Mexico	***4Q22***	***4Q21***	***Var.***	***% Var.***	***4Q22***	***4Q21***	***Var.***	***% Var.***
Number of Units	2,248	2,174	74	3.4%	2,248	2,174	74	3.4%
Same-store sales	16.0%	44.5%	N.A.	-	16.0%	44.5%	N.A.	-
Sales	9,373	7,870	1,503	19.1%	9,373	7,870	1,503	19.1%
Costs	3,393	2,699	694	25.7%	3,393	2,699	694	25.7%
Operating Expenses	3,833	3,066	767	25.0%	3,435	2,472	962	38.9%
Adjusted EBITDA *	2,147	2,105	42	2.0%	2,546	2,699	(153)	(5.7%)
*Adjusted EBITDA Margin**	*22.9%*	*26.8%*	*(390) bps*	*-*	*27.2%*	*34.3%*	*(710) bps*	*-*
Depreciation and Amortization	506	511	($5)	(1.0%)	873	861	12	1.4%
G&A and other expenses	513	972	(459)	(47.2%)	490	936	(446)	(47.7%)
Operating Income	1,128	622	506	81.3%	1,183	902	281	31.1%

* Adjusted EBITA does not include administrative expenses; thus, it represents the “Store EBITDA”. ** Figures in millions of pesos.

SALES MEXICO

Alsea Mexico sales represented 49.0% of Alsea's total consolidated sales in the fourth quarter of 2022 and **increased by 19.1%,** reaching 9,373 million pesos, compared to 7,870 million pesos in the same period of 2021. This was mainly due to the recovery in consumption, customer preference for the brands in the Company's portfolio, new unit openings, and an 8.9% increase in restaurant transactions during the quarter versus the same period of the previous year.

Despite the increase in restaurant consumption, a significant share of sales in the quarter continued to come from home deliveries and take-out, allowing Alsea to leverage its competitive advantages in terms of its delivery strategy and agreements with the main aggregator platforms, helping to maintain the channel’s consistent sales. For the quarter, delivery sales increased 11.8% compared to 4Q21, reaching a 17.0% share of 4Q22 sales, with more than 6.7 million orders in the quarter, totaling over 1.5 billion pesos.

Casual dining brands posted a positive performance, reporting an average growth of 11.6% compared to 4Q21. Similarly, Vips continues to recover with same-store sales growth of 15.1% compared to 4Q21. Starbucks, Domino's, and Burger King continue to perform well, achieving same-store sales growth of 25.4%, 7.0%, and 6.0%, respectively, versus the same period of last year.

ADJUSTED EBITDA MEXICO

Alsea Mexico's Adjusted EBITDA closed at 2,546 million pesos compared to 2,699 million pesos in the same period of the previous year and represented 52.1% of the consolidated Adjusted EBITDA in the fourth quarter of 2022.

The decrease of 153 million pesos is mainly due to the increase of 190 basis points in costs as a percentage of sales related to inflationary pressures in some inputs. Adjusted EBITDA margin contracted by 7.1 percentage points with a 3.2 percentage point impact from IFRS16 accounting standards and inflationary effects, and the remainder explained by a 33.1% increase in labor expenses compared to 4Q21, due to the 22% increase in the minimum wage for the year and an increase in profit sharing payments. Excluding IFRS16 accounting effects, the adjusted EBITDA margin would have fallen by 3.9 percentage points.

At the end of the fourth quarter, Alsea Mexico managed a total of 1,833 corporate units and 415 sub-franchise units.

EUROPE

	Pre-IFRS 16				Post-IFRS 16			
Alsea Europe	***4Q22***	***4Q21***	***Var.***	***% Var.***	***4Q22***	***4Q21***	***Var.***	***% Var.***
Number of units	1,476	1,424	52	3.7%	1,476	1,424	52	3.7%
Same-store Sales	16.2%	38.4%	N.A.	-	16.2%	38.4%	N.A.	-
Sales	5,935	5,812	124	2.1%	5,935	5,812	124	2.1%
Costs	1,664	1,393	271	19.5%	1,664	1,393	271	19.5%
Operating Expenses	3,341	2,990	351	11.7%	2,829	2,381	448	18.8%
Adjusted EBITDA*	930	1,429	(499)	(34.9%)	1,442	2,038	(596)	(29.2%)
*Adjusted EBITDA margin**	*15.7%*	*24.6%*	*(890) bps*	-	*24.3%*	*35.1%*	*(1,080) bps*	-
Depreciation and Amortization	291	331	(40)	(12.1%)	755	891	(136)	(15.3%)
G&A and other expenses	385	373	12	3.1%	377	373	4	1.0%
Operating Income	254	724	(470)	(64.9%)	310	774	(464)	(59.9%)

* Adjusted EBITDA does not include administrative expenses; thus, it represents the “Store EBITDA”. **Figures in million pesos.

SALES EUROPE

Sales for Alsea Europe represented 31.0% of the Company's consolidated sales, and are made up of the operations in Spain, Portugal, France, the Netherlands, Belgium, and Luxembourg.

Sales for this region **increased by 2.1%**, reaching 5,935 million pesos compared to the fourth quarter of 2021. This increase is related to consumption normalizing in the region, customer preference for the brands in the Company's portfolio, digital strategies and product innovation, and the opening of 16 corporate units. Excluding the exchange rate effect, **sales increased by 20.4%.**

Home-delivery segment sales represented a 17.0% share of Alsea Europe's sales in 4Q22, for a total of over 1 billion pesos and more than 2.3 million orders.

The Starbucks brand continued its positive performance in the region during the quarter, achieving same-store sales growth of 48.9% in the Netherlands, 33.1% in Portugal, 23.2% in Spain, and 22.1% in France, compared to 4Q21.

In Spain, Vips showed solid same-store sales performance, growing 20.8% compared to the same period of 2021. Similarly, the fast-food segment, including Domino's Pizza and Burger King, presented an average same-store sales growth of 8.9% compared to 4Q21.

Adjusted EBITDA EUROPE

Alsea Europe's adjusted EBITDA reached 1,442 million pesos in the fourth quarter of 2022, representing 29.5% of consolidated EBITDA, compared to 2,038 million pesos in the same period of 2021, a decrease of 596 million pesos. This reduction in EBITDA was in part due to higher input costs, which resulted in a 4.0 percentage point contraction in gross profit. In addition, increased energy costs in the quarter resulted in a 2.4 percentage point increase in energy expense as a percentage of sales, compared to the 1.9% as a percentage of sales reported in 4Q21. Overall, the Adjusted EBITDA margin decreased by 10.8 percentage points, reflecting the above factors, and also non-recurring benefits in the prior year, mainly related to the end of agreements with strategic partners during 2021 and the impact of 4.0 percentage points in costs due to the increase in prices of certain inputs. Excluding IFRS16 accounting effects, the adjusted EBITDA margin contracted by 8.9 percentage points.

At the end of the fourth quarter, Alsea Europe managed a total of 928 corporate units and 548 sub-franchise units.

SOUTH AMERICA

	Pre-IFRS 16				Post-IFRS 16 + Argentinian Restatement			
Alsea South America	*4Q22*	*4Q21*	*Var.*	*% Var.*	*4Q22*	*4Q21*	*Var.*	*% Var.*
Number of units	722	664	58	8.7%	722	664	58	8.7%
Same-store Sales	53.5%	78.4%	N.A.	-	53.5%	78.4%	N.A.	-
Sales	3,130	2,745	385	14.0%	3,838	3,051	787	25.8%
Costs	1,079	945	134	14.2%	1,309	1,051	259	24.6%
Operating Expenses	1,522	1,333	189	14.2%	1,630	1,171	459	39.2%
Adjusted EBITDA*	529	467	62	13.2%	899	829	70	8.4%
*Adjusted EBITDA Margin**	*16.9%*	*17.0%*	*(10) bps*	*-*	*23.4%*	*27.2%*	*(380) bps*	*-*
Depreciation and Amortization	63	87	(24)	(27.4%)	177	514	(336)	(65.5%)
G&A and other expenses	180	210	(30)	(14.3%)	533	(17)	N.A.	N.A.
Operating Income	286	170	116	68.0%	189	333	(144)	(43.4%)

*Adjusted EBITDA does not include administrative expenses; thus, it represents the "Store EBITDA". **Figures in million pesos.

SALES SOUTH AMERICA

Alsea South America sales made up 20.0% of the Company's consolidated sales for the fourth quarter of 2022, from its operations in Argentina, Colombia, Chile, and Uruguay.

Sales for this segment **increased by 25.8%,** reaching 3,838 million pesos, compared to 3,051 in the fourth quarter of 2021. This increase is mainly related to the economic recovery, customer preference for the brands in the Company's portfolio, the opening of 26 new units, digital strategies, and product innovation. Delivery sales increased 32.6% compared to 4Q21, reaching a 14.9% share of Alsea South America's sales in 4Q22.

At the brand level, Burger King and Starbucks in Chile increased same-store sales by 9.7% and 26.9%, respectively, compared to the same period of 2021. Starbucks and Archie's in Colombia continue with their positive trend, reporting same-store sales growth of 15.9% and 14.5%, respectively, compared to the same period of 2021.

During the fourth quarter of 2022, Argentina reported same-store orders growth of 17.3% and we opened the first Domino's Pizza unit in Uruguay, where we aim to grow the brand over the coming years.

Adjusted EBITDA SOUTH AMERICA

Alsea South America's adjusted EBITDA represented 18.4% of the consolidated Adjusted EBITDA in the fourth quarter of 2022, and **increased by 70 million pesos** compared to 4Q21, **reaching 899 million pesos**. This increase was primarily due to increased sales and helped by strategies focused on reducing both operational and administrative expenses throughout the region, despite high inflation.

Adjusted EBITDA margin contracted by 3.8 percentage points, reflecting non-recurring benefits in the prior year related to government labor support in Argentina. Excluding IFRS16 accounting effects, the adjusted EBITDA margin reported a slight contraction of 10 basis points.

At the end of the fourth quarter, Alsea South America managed a total of 675 corporate units and 48 sub-franchise units.

CONSOLIDATED ANNUAL RESULTS

The following table presents a condensed Financial Summary in millions of pesos (except EPS), the margin that each item represents of net sales, as well as the percentage change for the year ended December 31, 2022, compared to the same period in 2021:

	Pre-IFRS16			*Post-IFRS16 + Argentinian Restatement*		
	12M22	*12M21*	*Var %*	*12M22*	*12M21*	*Var %*
Same-Store Sales	34.8%	30.7%	N.A.	34.8%	30.7%	N.A.
Net Sales	67,471	52,865	27.6%	68,831	53,379	28.9%
Gross Profit	45,403	36,291	25.1%	46,319	36,626	26.5%
EBITDA (1)	8,693	6,520	33.3%	14,050	12,311	14.1%
EBITDA Margin	*12.9%*	*12.3%*	*60 bps*	*20.4%*	*23.1%*	*(270) bps*
Operating Income	5,514	2,904	89.9%	6,341	4,133	53.4%
Net Income	1,758	546	222.2%	1,576	784	100.9%
Net Income Margin	*2.6%*	*1.0%*	*160 bps*	*2.3%*	*1.5%*	*80 bps*
ROIC	13.5%	7.4%	870 bps	10.4%	5.4%	500 bps
ROE	19.9%	6.2%	770 bps	18.0%	9.9%	810 bps
Net Debt/EBITDA	2.5x	3.8x	N.A.	3.1x	3.9x	N.A.
EPS (2)	2.17	0.65	233.8%	1.96	0.94	108.5%

(1) EBITDA is defined as operating income before depreciation and amortization. *** Figures in million pesos, except EPS**
(2) EPS is earnings per share for the last 12 months.

SALES

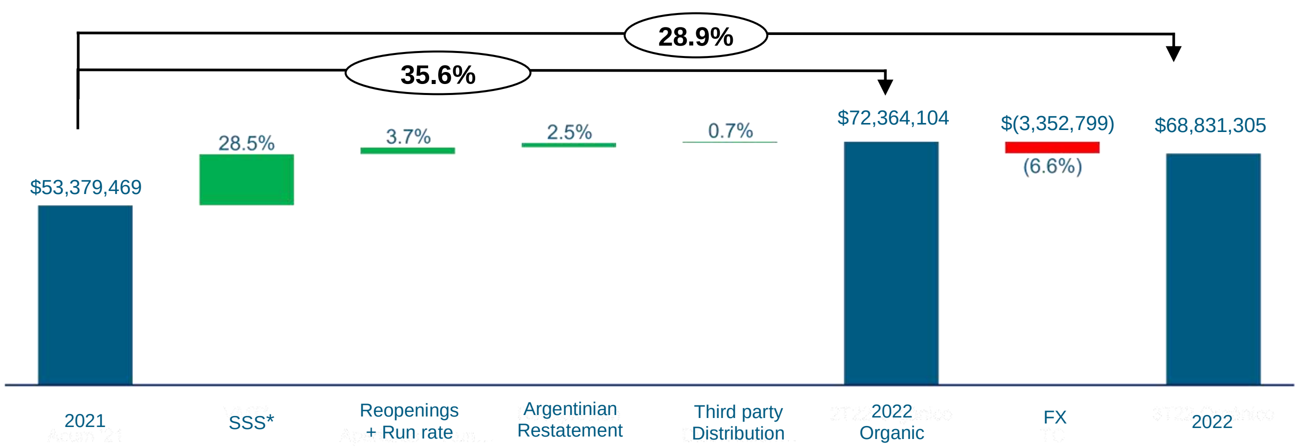
Net sales in 2022 **increased 28.9%** to **68,831 million pesos** compared to 53,379 million in the previous year. This increase is mainly due to the recovery in consumption, the implementation of successful commercial strategies throughout the year, as well as an additional 147 corporate units in the year and the growth in same-store sales.

Sales through the home delivery segment in 2022 grew 13.8% compared to 2021, which represents more than 12.2 billion pesos, over 46.6 million orders, and a 17.8% share of Alsea's consolidated sales.

In terms of same-store sales during the year, compared to 2021, the **South American** business portfolio **increased 70.3%,** Mexico **grew 26.5%,** and **Europe grew 32.0%**. On a **consolidated** level, same-store sales **grew 34.8%** year over year.

The increase in net sales was partially offset by the negative effect of currency devaluation, mainly the euro against the Mexican peso, which impacted consolidated sales by 6.6 percentage points. Excluding this effect, **net sales would have grown by 35.6%.**

Net Sales 2022 vs. 2021



**The percentage contribution of SSS is the effect on the total revenue base.*

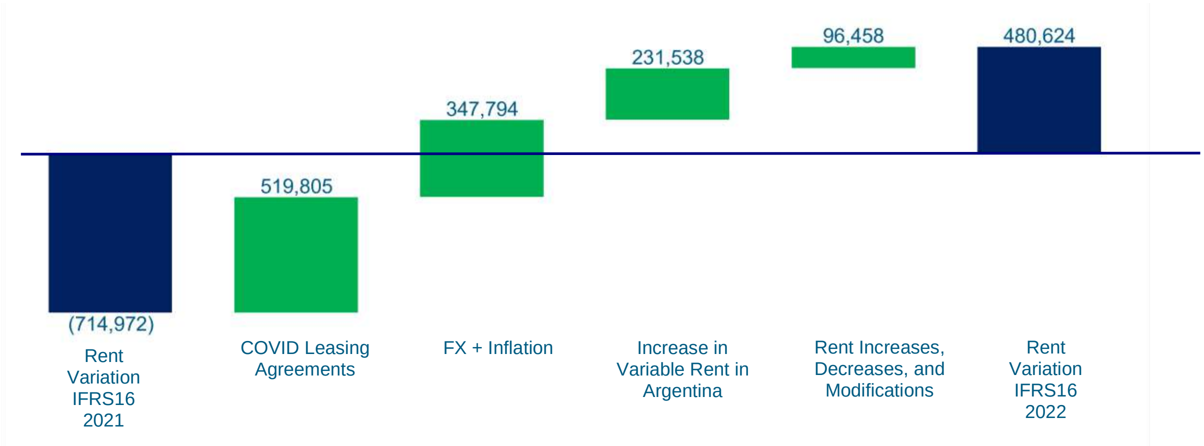
EBITDA

EBITDA in 2022 increased by 14.1% to 14,050 million pesos, up from 12,311 million pesos last year. The **increase in EBITDA of 1,739 million pesos** was mainly related to the significant recovery in consumption throughout the year, customer preference for the brands in the Company's portfolio, digital strategies and product innovation, and efficiencies implemented during the quarter, mainly related to improvements in average profitability per employee.

This increase was partially offset by a 130-basis point cost impact related mainly to the inflationary environment for some important products, energy-related expense pressures in Europe starting in the third quarter of the year, coupled with challenging comparisons, due to non-recurring benefits related to government support and agreements with lessors and strategic partners in Europe during 2021.

EBITDA in 2022, **excluding the effect of IFRS 16**, grew by 33.3% to 8,693 million pesos, with a **60-basis point EBITDA margin increase** from 12.3% in 2021 to **12.9% in 2022**. Including the effect of IFRS 16, the EBITDA margin contracted by 2.7 percentage points.

Variations in Rents IFRS16 2022 vs. 2021

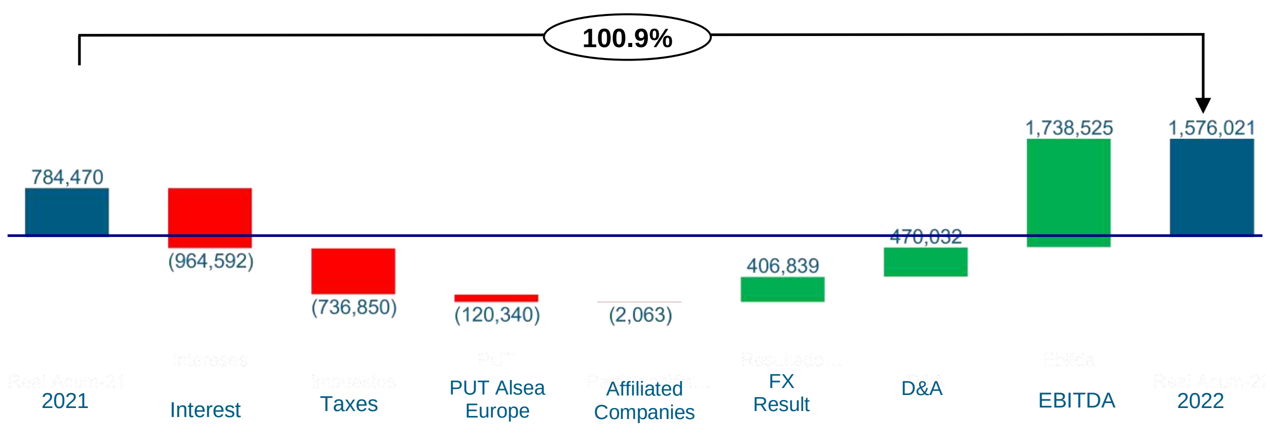


NET INCOME

Net income increased 792 million pesos compared to the same period of the previous year, closing at **1,576 million pesos**, compared to 784 million pesos reported at the end of 2021. This increase was mainly due to a 2,209 million peso increase in operating income from the consistent positive sales trend, commercial strategies, product innovation, developments in digital applications, as well as improved costs, and expense control efficiencies.

Additionally, the increase in net income was partially offset by a 678 million peso increase in the comprehensive financing result from a 407 million peso increase in the foreign exchange loss, related mainly to the variation in the U.S. dollar exchange rate, together with a 151 million peso increase in net interest paid and a 737 million peso increase in taxes due to the change in the requirement for recording deferred taxes in the IFRS16 figures.

Net Income 2022 vs. 2021



Full Year 2022 Results by Segment

MEXICO

	Pre-IFRS 16				Post-IFRS 16			
Alsea Mexico	***12M22***	***12M21***	***Var.***	***% Var.***	***12M22***	***12M22***	***Var.***	***% Var.***
Number of units	2,248	2,174	74	3.4%	2,248	2,174	74	3.4%
Same-store Sales	26.5%	34.3%	N.A.	-	26.5%	34.3%	N.A.	-
Sales	33,468	26,015	7,453	28.6%	33,468	26,015	7,453	28.6%
Costs	12,017	9,160	2,857	31.2%	12,017	9,160	2,857	31.2%
Operating Expenses	13,883	10,904	2,980	27.3%	11,610	8,723	2,887	33.1%
Adjusted EBITDA*	7,567	5,951	1,616	27.2%	9,841	8,132	1,709	21.0%
*Adjusted EBITDA Margin**	*22.6%*	*22.9%*	*(30) bps*	-	*29.4%*	*31.3%*	*(190) bps*	-
Depreciation and Amortization	1,769	1,943	(174)	(9.0%)	3,579	3,395	184	5.4%
G&A and other expenses	2,018	1,991	27	1.4%	1,829	1,911	(82)	(4.3%)
Operating Income	3,781	2,017	1,764	87.4%	4,433	2,825	1,608	56.9%

*Adjusted EBITDA does not include administrative expenses; thus, it represents the "Store EBITDA". **Figures in million pesos.

SALES MEXICO

Alsea Mexico sales represented 48.6% of Alsea's total consolidated sales in 2022 and **increased by 28.6%,** reaching 33,468 million pesos, compared to 26,015 million pesos in the same period of 2021. This was mainly due to the recovery in consumption and the increase in restaurant transactions throughout the year, as well as the opening of 66 corporate units and 28 sub-franchises from different brands in the last twelve months, reaching a total of 1,833 corporate units and 415 sub-franchise units.

Sales through the home-delivery channel reached an 18.2% share of 2022's total sales, with more than 26.1 million orders in the year and over 6 billion pesos.

Vips, Starbucks, and Chili's were the highest performing brands in the current environment, achieving same-store sales growth of 34.3%, 31.8% and 31.4%, respectively, versus 2021.

ADJUSTED EBITDA MEXICO

Alsea Mexico's Adjusted EBITDA increased 21.0% in 2022, closing at 9,841 million pesos compared to 8,132 million pesos in the same period of the previous year. This was mainly driven by increased sales, reduced expenses, leases, and other administrative expenses, as well as the commercial strategies implemented throughout the year.

This increase was partially offset by a 70-basis point increase in costs as a percentage of sales, related to inflationary pressures on some input costs. The increase in operating expenses was mainly due to the 22% increase in the minimum wage effective at the beginning of the year and the effect of profit sharing, which represented an 83-basis point impact versus the previous year.

Excluding IFRS16 accounting effects, the adjusted EBITDA margin contracted by 30 basis points compared to 2021.

At the end of the fourth quarter, Alsea Mexico had a total of 1,833 corporate units and 415 sub-franchise units.

EUROPE

	Pre-IFRS 16				Post-IFRS 16			
Alsea Europa	***12M22***	***12M21***	***Var.***	***% Var.***	***12M22***	***12M21***	***Var.***	***% Var.***
Number of units	1,476	1,424	52	3.7%	1,476	1,424	52	3.7%
Same-store Sales	32.0%	12.7%	N.A.	-	32.0%	12.7%	N.A.	-
Sales	21,975	18,414	3,561	19.3%	21,975	18,414	3,561	19.3%
Costs	5,992	4,560	1,432	31.4%	5,992	4,560	1,432	31.4%
Operating Expenses	12,759	10,432	2,328	22.3%	10,582	7,966	2,616	32.8%
Adjusted EBITDA*	3,224	3,423	(199)	(5.8%)	5,401	5,889	(487)	(8.3%)
*Adjusted EBITDA Margin**	*14.7%*	*18.6%*	*(390) bps*	-	*24.6%*	*32.0%*	*(740) bps*	-
Depreciation and Amortization	1,143	1,358	(215)	(15.9%)	3,136	3,627	(491)	(13.5%)
G&A and other expenses	1,368	1,553	(185)	(11.9%)	1,353	1,542	(189)	(12.3%)
Operating Income	713	511	202	39.5%	912	720	192	26.7%

*Adjusted EBITDA does not include administrative expenses; thus, it represents the "Store EBITDA". **Figures in million pesos.

SALES EUROPE

Sales for Alsea Europe represented 31.9% of the Company's consolidated sales, and are made up operations in Spain, Portugal, France, the Netherlands, Belgium, and Luxembourg.

This segment posted **a 19.3% increase in sales**, reaching 21,975 million pesos compared to 18,414 million pesos in 2021.

This increase was related to customer preference for the brands in the Company's portfolio, digital strategies and product innovation, as well as normalizing consumption trends in the countries in the region. This came despite a slight slowdown in some countries in the first few weeks of the year due to caution surrounding the omicron variant, which was offset in the remaining three quarters of the year. Excluding the exchange rate effect, **sales increased 35.2%.**

The home-delivery sales segment represented a 17.7% share of Alsea Europe's sales in 2022, for a total of 3.9 billion pesos and more than 9.18 million orders.

The Starbucks brand had a strong performance in the region during the year, achieving same-store sales growth compared to 2021 of 89.9% in Portugal, 45.9% in Spain, 51.3% in France, and 62.5% in the Netherlands.

Adjusted EBITDA EUROPE

Alsea Europe's 2022 adjusted EBITDA decreased by 8.3% to 5,401 million pesos, compared to 5,889 million pesos in 2021. This decrease was mainly due to increased energy costs reported as of 3Q22, resulting in an increase of 1.4 percentage points in energy expenses as a percentage of sales compared to the previous year, which were 2.5% of sales in 2021.

The adjusted EBITDA margin decreased 7.4 percentage points related to non-recurring benefits in the prior year, primarily related to strategic partner agreements and government support, as well as temporary store closures during the pandemic, and a 2.5 percentage point impact due to inflation in the cost of certain inputs. Excluding IFRS16 accounting effects, the adjusted EBITDA margin contracted 3.9 percentage points compared to 2021.

At the end of the fourth quarter, Alsea Europe had a total of 928 corporate units and 548 sub-franchise units.

SOUTH AMERICA

	Pre-IFRS 16				*Post-IFRS 16 + Argentinian Restatement*			
Alsea South America	***12M22***	***12M21***	***Var%***	***% Var.***	***12M22***	***12M21***	***Var%***	***% Var.***
Number of units	722	664	58	8.7%	722	664	58	8.7%
Same-store Sales	70.3%	63.4%	N.A.	-	70.3%	63.4%	N.A.	-
Sales	12,027	8,436	3,591	42.6%	13,388	8,950	4,438	49.6%
Costs	4,058	2,855	1,204	42.2%	4,503	3,033	1,470	48.5%
Operating Expenses	6,001	4,323	1,677	38.8%	5,853	3,822	2,031	53.1%
Adjusted EBITDA*	1,968	1,258	710	56.4%	3,032	2,095	937	44.7%
*Adjusted EBITDA Margin**	*16.4%*	*14.9%*	*150 bps*	-	*22.6%*	*23.4%*	*(80) bps*	-
Depreciation and Amortization	268	316	(47)	(14.9%)	993	1,157	(163)	(14.1%)
G&A and other expenses	680	568	112	19.8%	1,043	351	692	197.4%
Operating Income	1,020	375	645	171.9%	996	588	408	69.5%

*Adjusted EBITDA does not include administrative expenses; thus, it represents the "Store EBITDA". **Figures in million pesos.

SALES SOUTH AMERICA

Alsea South America sales represented 19.5% of the Company's consolidated sales in 2022. Sales in this segment **increased by 49.6%** reaching 13,388 million pesos compared to 8,950 million pesos in 2022.

This increase was mainly related to the economic recovery, customer preference for the brands in the Company's portfolio, digital strategies, and product innovation. Home delivery increased 37.0% compared to 2021, reaching a 17.1% share of Alsea South America's sales in 2022.

At the brand level, Starbucks had an outstanding performance in Chile, Colombia, and Uruguay with a growth of 44.5%, 25.8% and 22.3%, respectively. Burger King in Chile reported same-store sales growth of 24.6% versus 2021 and Archie's in Colombia reported a positive trend during the year, with same-store sales growth of 34.5%.

During the year Argentina reported same-store orders growth of 39.7%.

Adjusted EBITDA SOUTH AMERICA

Adjusted EBITDA for Alsea South America at the end of 2022 increased 44.7% to 3,032 million pesos, compared to 2,095 million pesos in 2021.

This increase was mainly due to the strong rise in sales, and strategies focused on reducing operating and administrative expenses throughout our South American operations, coupled with a 90-basis point improvement in operating income from the elimination of aggressive promotions and the implementation of successful commercial strategies.

Adjusted EBITDA margin, excluding the effects of IFRS16, reflected an expansion of 1.5 percentage points even considering the non-recurring benefits related to the government support obtained in 2021.

Throughout the year, we continued to report benefits in terms of efficiencies, synergies, and best practices related to the integration of our operations in Chile, Argentina, and Uruguay.

At the end of the fourth quarter, Alsea South America had a total of 675 corporate units and 48 sub-franchise units.

NON-OPERATING RESULTS

All-in Cost of Financing

The all-in cost of financing for 2022 **closed at 3,813 million pesos**, an increase of 678 million pesos compared to the 3,135 million pesos in the previous year. This increase was mainly due to an increase in the foreign exchange loss of 407 million pesos related to the variation in the exchange rate of the U.S. dollar against the Mexican peso, and the effect of hyperinflation in Argentina, together with an increase of 151 million pesos in net interest paid due to increased interest rates.

BALANCE SHEET

CAPEX

During the twelve months ended on December 31st, 2022, **Alsea made capital investments of 4,214 million pesos**, of which 2,149 million pesos, equivalent to 51.0% of total investments, were allocated to:

- The opening of **179 units,** of which 81 started operations in the fourth quarter of the year
- The **renovation and remodeling** of existing units of the brands operated by the Company

The remaining 2,065 million pesos were primarily allocated to:

- Equipment replacement (maintenance CAPEX)
- Strategic technology and process improvement projects
- Software licenses, etc.

BANK DEBT, SECURITIES

As of December 31, 2022, in Mexico we have available short-term lines of credit totaling 1.7 billion pesos, while in Europe we have committed lines of credit of up to 29.9 million euros to be used as necessary based on the solvency of the European operation. In addition, Alsea has 30 million euros in revolving credits.

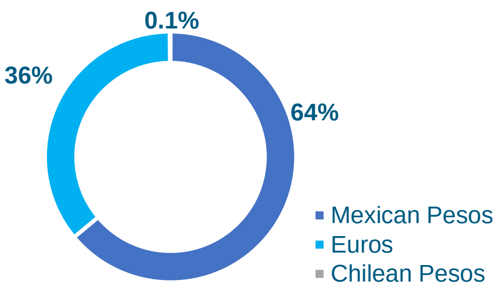
As of December 31, 2022, **Alsea's total debt**, including IFRS16 leasing effects, **decreased by 5,722 million pesos** to close at 49,771 million pesos, compared to 55,492 million pesos in the previous year. Excluding the effect of IFRS16, Alsea's total debt decreased by 3,940 million pesos, to close at 27,789 million pesos, compared to 31,729 million pesos on the same date of the previous year.

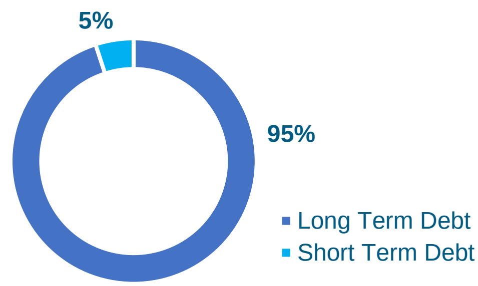
The **decrease in debt corresponds primarily** to the devaluation of the euro against the Mexican peso and the amortization of debt during to the period.

The Company's **consolidated net debt,** including IFRS16 leasing effects, **decreased by 4,928 million pesos,** closing at 43,671 million pesos as of December 31st, 2022, compared to 48,599 million pesos on the same date of 2021.

Excluding the effect of IFRS16, Alsea's net debt decreased 3,147 million pesos, to close at 21,689 million pesos, compared to 24,836 million pesos on the same date of last year.

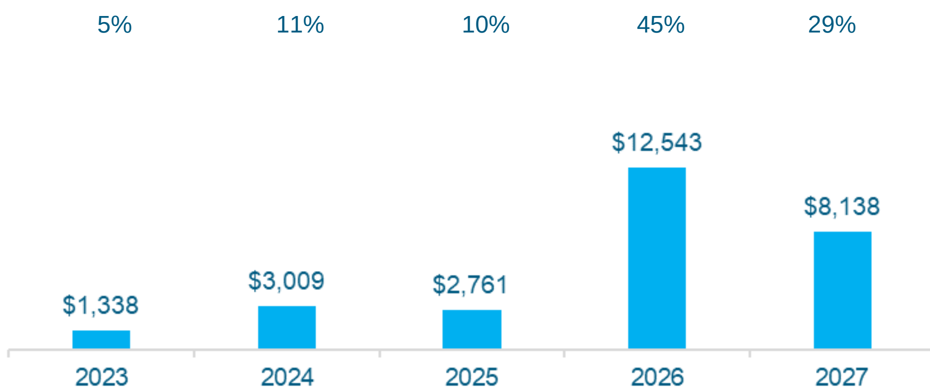
As of December 31st, 2022, the total debt (excluding IFRS16) was as follows:





**Note: Stock debt in U.S. dollars is hedged through an exchange rate derivative and is therefore considered as part of the debt in Mexican pesos.*

The following graph shows the balance of the total debt (excluding IFRS16) in millions of pesos as of December 31st, 2022, as well as the maturities that are held for subsequent years:



*Figures in million pesos.

FINANCIAL RATIOS

As of December 31st, 2022, the financial ratios were:

- **Total Debt to EBITDA** (last 12 months) was **3.5 times.**
- **Net Debt to EBITDA** (last 12 months) was **3.1 times.**
- **EBITDA** (last 12 months) **to interest paid** (last 12 months) was **4.1 times.**
- In terms of **liquidity**, at the end of 2022, Alsea had **6.1 billion pesos in cash.**
- The **consolidated stockholders' equity** (Pre-IFRS 16) closed at **8.8 billion pesos.**

KEY INFORMATION

Financial ratios	4Q22	4Q21	Var.
EBITDA(1) / Interests Paid	4.1 x	3.2 x	N.A.
Total Debt / EBITDA(1)	3.5 x	4.5 x	N.A.
Net Debt / EBITDA(1)	3.1 x	3.9 x	N.A.
ROIC (2)	10.4%	5.4%	*500 bps*
ROE (3)	18.0%	9.9%	*810 bps*

Stock Market Indicators	4Q22	4Q21	Var.
Book Value per Share	$9.29	$9.11	2.0%
EPS (12 months) (4)	$1.96	$0.94	108.5%
Shares in circulation at end of period (millions)	820.0	838.6	(2.2%)
Price per Share at Market Close	$36.86	$37.95	(2.9%)

(1) EBITDA last 12 months
(2) ROIC is defined as operating income after taxes (last 12 months) by net operating investment (total assets – cash and short-term investments – no-cost liabilities).
(3) ROE is defined as net earnings (last 12 months) over shareholders' equity.
(4) EPS is earnings per share for the last 12 months.

FINANCIAL RATIOS REFERRED TO IN CREDIT AGREEMENTS WITH FINANCIAL INSTITUTIONS

Leverage ratios excluding IFRS 16 and restatement of hyperinflation in Argentina	4Q22
EBITDA(1) / Interests Paid	3.0 x*
Total Debt / EBITDA(1)	3.2 x
Net Debt / EBITDA(1)	2.5 x

(1) EBITDA last 12 months
*Excluding credit card commissions the ratio is 3.5 x

The financial ratios presented in the table above were calculated based on the Company's consolidated results without considering the effects of IFRS 16 or the restatement due to hyperinflation in Argentina.

UNITS BY BRAND

BRANDS	UNITS 4Q22		
	Corporate	Sub-franchises	Total
Domino's Pizza	873	497	1370
Mexico	*460*	*383*	*843*
Spain	*306*	*66*	*372*
Uruguay	*1*	*-*	*1*
Colombia	*106*	*48*	*154*
Burger King	410	-	410
Mexico	*174*	*-*	*174*
Argentina	*114*	*-*	*114*
Spain	*55*	*-*	*55*
Chile	*67*	*-*	*67*
Quick Service Restaurants	**1,283**	**497**	**1,780**
Starbucks	1387	274	1661
Mexico	*783*	*-*	*783*
France	*85*	*133*	*218*
Spain	*129*	*23*	*152*
Argentina	*131*	*-*	*131*
Chile	*151*	*-*	*151*
Netherlands	*21*	*76*	*97*
Colombia	*56*	*-*	*56*
Belgium	*-*	*34*	*34*
Portugal	*19*	*4*	*23*
Uruguay	*12*	*-*	*12*
Luxembourg	*-*	*4*	*4*
Coffee Shops	**1387**	**274**	**1661**
Foster's Hollywood	103	121	224
Ginos	83	38	121
Spain	*81*	*38*	*119*
Portugal	*2*	*-*	*2*
Italianni's	58	16	74
El Portón	15	-	15
Chili's Grill & Bar	78	-	78
Mexico	*73*	*-*	*73*
Chile	*5*	*-*	*5*
Archie's	29	-	29
P.F. Chang's	31	-	31
Mexico	*28*	*-*	*28*
Chile	*3*	*-*	*3*
TGI Fridays	13	-	13
The Cheesecake Factory	7	-	7
Corazón de Barro	2	-	2
Ole Mole	4	4	8
Casual Dining	**423**	**179**	**602**
Vips Smart	15	24	39
Fast Casual Dining	**15**	**24**	**39**
Vips	328	37	365
Mexico	*233*	*16*	*249*
Spain	*95*	*21*	*116*
Family Dining	**328**	**37**	**365**
ALSEA TOTAL UNITS			**4,447**
Corporate	**3,436**		
Sub-franchises		**1,011**	

UNITS BY COUNTRY

MEXICO	2,248	SPAIN	1,098	ARGENTINA	245	CHILE	226
FRANCE	218	COLOMBIA	239	NETHERLANDS	97	BELGIUM	34
PORTUGAL	25	URUGUAY	13	LUXEMBOURG	4		

ANALYST COVERAGE

INSTITUTION	ANALYST	RECOMENDATION
ACTINVER	VALENTIN MENDOZA BALDERAS	HOLD
BANK OF AMERICA MERRILL LYNCH	ROBERT E. FORD AGUILAR	SELL
BANORTE-IXE	CARLOS HERNANDEZ GARCIA	BUY
BARCLAYS	BENJAMIN M. THEURER	HOLD
BBVA BANCOMER	MIGUEL ULLOA SUAREZ	BUY
BRADESCO	FELIPE CASSIMIRO	HOLD
BTG PACTUAL	ALVARO GARCÍA	BUY
CITI	SERGIO MATSUMOTO	BUY
GOLDMAN SACHS	THIAGO BORTOLUCI	SELL
GRUPO BURSÁTIL MEXICANO	LUIS RODRIGO WILLARD	BUY
BX+	MARISOL HUERTA	BUY
HSBC	UNDER REVIEW	HOLD
INTERCAM	RICHARD HORBACH	HOLD
ITAU BBA	JOAQUÍN LEY	BUY
J.P. MORGAN	ULISES ARGOTE	HOLD
MONEX	JOSE ROBERTO SOLANO	BUY
SANTANDER	ALAN ALANIS	BUY
SCOTIABANK	HECTOR MAYA	HOLD
UBS	RODRIGO ALCÁNTARA	BUY
VECTOR	MARCELA MUÑOZ	BUY
MORGAN STANLEY	JAVIER MARTINEZ DE OLCOZ	BUY
PUNTO CASA DE BOLSA	CRISTINA MORALES	BUY

The Company's shares are traded on the Mexican Stock Exchange under the ticker ALSEA*.

Rafael Contreras Grosskelwing
Chief Financial Officer
Phone: (5255) 7583-2750 | ri@alsea.com.mx

RELEVANT EVENTS 4Q22

- There were no relevant events during 4Q22.

EARNINGS CONFERENCE CALL 4Q22

The video conference to discuss the Company's results will be held on **Tuesday, February 28th, 2022, at 08:00 am Mexico City time (09:00 am EST)**. It will be held in English and will have a question-and-answer session.

To participate, please register at the following link: https://alseareportederesultados.com/

After the event date, the videoconference call will be available on our website: www.alsea.com.mx in the "Investors" section.

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET STATEMENTS
AS OF DECEMBER 31ST, 2022 AND 2021
(In thousands of nominal pesos)

	December 31st, 2022		December 31st, 2021	
ASSETS				
Current assets:				
Cash and short-term investments	6,099,709	7.6%	6,893,433	8.3%
Clients	1,398,172	1.7%	1,227,408	1.5%
Other accounts and documents receivable	631,248	0.8%	524,119	0.6%
Inventory	2,895,326	3.6%	2,009,258	2.4%
Tax recoverable	473,035	0.6%	355,293	0.4%
Other current assets	870,514	1.1%	735,606	0.9%
Affiliates and related parties	5,828	0.1%	-	-
Current Assets	12,373,832	15.4%	11,745,117	14.2%
Investments in shares of associated companies	156,903	0.2%	131,867	0.2%
Store equipment, improvements to leased property, and furniture, net	15,428,755	19.2%	15,277,931	18.4%
Non-executable right of use asset	20,604,244	25.6%	22,274,255	26.8%
Brand use rights, capital gains and pre-operations, net	26,671,732	33.1%	27,796,564	33.5%
Deferred IRS	4,563,667	5.7%	4,968,996	6.0%
Other assets	670,190	0.8%	782,831	0.9%
Total Assets	**80,469,324**	100.0%	**82,977,562**	100.0%
LIABILITIES				
Short-term:				
Providers	5,628,595	7.0%	3,979,237	4.8%
Tax payable	463,709	0.6%	635,355	0.8%
Other accounts payable	10,296,595	12.8%	7,971,397	9.6%
Non-executable short-term lease liabilities	4,396,362	5.5%	4,415,950	5.3%
Other short-term liabilities	-	-	-	-
Bank loans	1,277,638	1.6%	4,465,993	5.4%
Debt Instruments	-	-	-	-
Short-term liabilities	22,062,899	27.4%	21,467,932	25.9%
Long term:				
Bank loans	3,762,760	4.7%	9,184,746	11.1%
Debt instruments	22,748,440	28.3%	18,078,340	21.8%
Deferred tax, net	3,203,214	4.0%	3,710,272	4.5%
Non-executable lease liabilities	17,585,449	21.9%	19,347,324	23.3%
Other long-term liabilities	2,524,188	3.1%	2,514,859	3.0%
Affiliates and related parties	2,375	0.1%	-	-
Long-term liabilities:	49,826,426	61.9%	52,835,541	63.7%
Total Liabilities	**71,889,326**	89.3%	**74,303,473**	89.5%
SHAREHOLDERS' EQUITY				
Minority interest	962,131	1.2%	1,034,923	1.2%
Majority interest:				
Capital stock	478,749	0.6%	478,749	0.6%
Net premium in share placement	8,675,410	10.8%	8,676,827	10.5%
Retained earnings	(3,159,853)	(3.9%)	(2,351,540)	(2.8%)
Earnings for the period	1,623,561	2.0%	835,130	1.0%
Majority interest	7,617,867	9.5%	7,639,166	9.2%
Total Shareholders' Equity	8,579,998	10.7%	8,674,089	10.5%
Total Liabilities and Shareholders' Equity	**80,469,324**	100.0%	**82,977,562**	100.0%

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS FOR THE THREE MONTHS ENDED DECEMBER 31ST, 2022 AND 2021
(In thousands of nominal pesos)

		Three months ended December 31st, 2022			Three months ended December 31st, 2021	
Net sales	$	19,145,828	100%	$	16,732,112	100%
Cost of sales		6,366,345	33.3%		5,142,631	30.7%
Gross Income		**12,779,483**	**66.7%**		**11,589,481**	**69.3%**
Operating expenses		9,292,646	48.5%		7,315,297	43.7%
Depreciation and amortization		1,805,002	9.4%		2,264,764	13.5%
Operating Income		**1,681,835**	**8.8%**		**2,009,420**	**12.0%**
All-in cost of financing:						
Interest paid – net		787,411	4.1%		940,809	5.6%
Changes in reasonable value Financial Liabilities		-	-		(45,359)	(0.3%)
Exchange rate loss/gain		(95,558)	(0.5%)		(46,573)	(0.3%)
		691,853	3.6%		848,877	5.1%
Participation in associated companies' results		-	-		1,097	0.1%
Pre-Tax Income		**989,982**	**5.2%**		**1,161,640**	**6.9%**
Tax on earnings		460,709	2.4%		237,277	1.4%
Consolidated Net Income		**529,273**	**2.8%**		**924,363**	**5.5%**
Non-controlling stake		(49,436)	(0.3%)		89,154	0.5%
Controlling Stake	**$**	**578,709**	**3.0%**	**$**	**835,209**	**5.0%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS BY SEGMENT FOR THE THREE MONTHS ENDED DECEMBER 31ST, 2022 AND 2021
(In thousands of nominal pesos)

MEXICO	Three months ended December 31st, 2022			Three months ended December 31st, 2021		
Net sales	$	9,372,911	100%	$	7,870,032	100%
Operating expenses		3,924,523	41.9%		3,408,505	43.3%
Depreciation and amortization		873,005	9.3%		860,688	10.9%
Operating Income		**1,182,714**	**12.6%**		**901,886**	**11.5%**
All-in cost of financing		331,852	3.5%		665,567	8.5%
Pre-Tax Income	$	**850,638**	**9.1%**	$	**237,416**	**3.0%**

EUROPE	Three months ended December 31st, 2022			Three months ended December 31st, 2021		
Net sales	$	5,935,377	100%	$	5,811,578	100%
Operating expenses		3,205,854	54.0%		2,753,771	47.4%
Depreciation and amortization		754,699	12.7%		890,531	15.3%
Operating Income		**310,448**	**5.2%**		**774,375**	**13.3%**
All-in cost of financing		208,558	3.5%		207,314	3.6%
Pre-Tax Income	$	**101,890**	**1.7%**		**567,061**	**9.8%**

SOUTH AMERICA	Three months ended December 31st, 2022			Three months ended December 31st, 2021		
Net sales	$	3,837,540	100%		3,050,502	100%
Operating expenses		2,162,270	56.3%		1,153,021	37.8%
Depreciation and amortization		177,298	4.6%		513,545	16.8%
Operating Income		**188,673**	**4.9%**		**333,159**	**10.9%**
All-in cost of financing		151,443	3.9%		(24,004)	(0.8%)
Pre-Tax Income	$	**37,230**	**1.0%**		**357,163**	**11.7%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS FOR THE TWELVE MONTHS ENDED DECEMBER 31ST, 2022 AND 2021
(In thousands of nominal pesos)

	Twelve months ended December 31st, 2022		Twelve months ended December 31st, 2021	
Net sales	$ 68,831,305	100%	$ 53,379,469	100%
Cost of sales	22,512,075	32.7%	16,753,061	31.4%
Gross Income	**46,319,230**	**67.3%**	**36,626,408**	**68.6%**
Operating expenses	32,269,436	46.9%	24,315,139	45.6%
Depreciation and amortization	7,708,297	11.2%	8,178,329	15.3%
Operating Income	**6,341,497**	**9.2%**	**4,132,940**	**7.7%**
All-in cost of financing:				
Interest paid – net	3,517,365	5.1%	3,366,451	6.3%
Changes in reasonable value Financial Liabilities	-	-	(120,340)	(0.2%)
Exchange rate loss/gain	296,093	0.4%	(110,746)	(0.2%)
	3,813,458	5.5%	3,135,365	5.9%
Participation in associated companies' results	(223)	(0.1%)	1,840	0.1%
Pre-Tax Income	**2,527,816**	**3.7%**	**999,415**	**1.9%**
Tax on earnings	951,795	1.4%	214,946	0.4%
Consolidated Net Income	**1,576,021**	**2.3%**	**784,470**	**1.5%**
Non-controlling stake	(47,540)	(0.1%)	(50,660)	(0.1%)
Controlling Stake	**$ 1,623,561**	**2.4%**	**$ 835,130**	**1.6%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED CASH FLOW STATEMENTS FOR THE TWELVE MONTHS ENDED DECEMBER 31ST, 2022 AND 2021
(In thousands of nominal pesos)

	December 31st, 2022	December 31st, 2021
Operating activities:		
Consolidated result before income taxes	**$ 2,527,816**	**999,415**
Items related to investment activities:		
Depreciation and amortization of brands	3,350,995	3,506,527
Depreciation for financial leasing	4,357,302	4,671,802
Write-down of fixed assets	578,212	1,010,389
Other items	223	(240,102)
Total	**10,814,548**	**9,948,031**
Clients	(342,058)	(127,977)
Inventory	(1,043,572)	(461,157)
Providers	2,301,184	942,663
Tax payable	(1,171,851)	111,562
Other assets and other liabilities	1,350,621	1,298,738
Total	**1,094,323**	**1,763,830**
Net cash flow from operating activities	**11,908,872**	**11,711,861**
Investment activities		
Store equipment, improvements to leased properties, and furniture	(3,835,579)	(2,313,511)
Brand use rights, capital gains and pre-operations, net	(378,501)	(370,268)
Subsidiary Contribution	9,344	-
Acquisition or disposal of investment in associated companies	-	141,992
Net cash flow from investment activities	**(4,223,424)**	**(2,541,786)**
Cash receivable from financing activities	**7,685,448**	**9,170,074**
Financing activities		
Bank credits and loan payments, net	(8,007,260)	(9,982,587)
Securities credits, net	5,854,473	10,257,850
Financial leasing	(4,388,669)	(5,738,455)
Minority interest	-	(1,315,547)
Sale (repurchase) of shares	(729,087)	-
Non-controlling stake	(34,026)	(244,863)
Other items	-	-
Net cash flow from financing activities	**(7,304,569)**	**(7,023,602)**
Increase (decrease) net of cash	**380,879**	**2,146,472**
Adjustments to cash flow due to exchange rate variations	(1,174,603)	814,551
Cash at the beginning of the period	6,893,433	3,932,409
Cash at the end of the period	**$ 6,099,709**	**6,893,433**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET STATEMENT
AS OF DECEMBER 31ST, 2022
(In thousands of nominal pesos)

	December 31st, 2022		Argentinian Restatement	IFRS 16	December 31st, 2022	
ASSETS						
Current assets:						
Cash and short-term investments	6,099,709	10.4%	-	-	6,099,709	7.6%
Clients	1,398,172	2.4%	-	-	1,398,172	1.7%
Other accounts and documents receivable	631,248	1.1%	-	-	631,248	0.8%
Inventory	2,895,326	4.9%	-	-	2,895,326	3.6%
Tax recoverable	473,035	0.8%	-	-	473,035	0.6%
Other current assets	870,514	1.5%	-	-	870,514	1.1%
Affiliates and related parties	5,828	0.1%	-	-	5,828	0.1%
Current Assets	12,373,832	21.1%	-	-	12,373,832	15.4%
Investments in shares of associated companies	156,903	0.3%	-	-	156,903	0.2%
Store equipment, improvements to leased property, and furniture, net	14,400,109	24.5%	1,028,646	-	15,428,755	19.2%
Non-executable right of use assets	-	-	-	20,604,244	20,604,244	25.6%
Brand use rights, capital gains and pre-operations, net	26,516,190	45.2%	155,542	-	26,671,732	33.1%
Deferred ISR	4,563,667	7.8%	-	-	4,563,667	5.7%
Other assets	670,190	1.1%	-	-	670,190	0.8%
Total Assets	**58,680,891**	100.0%	**1,184,188**	**20,604,244**	**80,469,324**	100.0%
LIABILITIES						
Short-term:						
Providers	5,628,595	9.6%	-	-	5,628,595	7.0%
Tax payable	463,709	0.8%	-	-	463,709	0.6%
Other accounts payable	10,296,595	17.5%	-	-	10,296,595	12.8%
Non-executable short-term lease liabilities	-	-	-	4,396,362	4,396,362	5.5%
Other short-term liabilities	-	-	-	-	-	-
Bank loans	1,277,638	2.2%	-	-	1,277,638	1.6%
Debt Instruments	-	-	-	-	-	-
Short-term liabilities	17,666,537	30.1%	-	4,396,362	22,062,899	27.4%
Long-term:						
Bank Credits	3,762,760	6.4%	-	-	3,762,760	4.7%
Securities Credits	22,748,440	38.8%	-	-	22,748,440	28.3%
Deferred tax, net	3,166,549	5.4%	64,668	(28,003)	3,203,214	4.0%
Non-executable leasing liabilities	-	-	-	17,585,449	17,585,449	21.9%
Other long-term liabilities	2,524,188	4.3%	-	-	2,524,188	3.1%
Affiliates and related parties	2,375	0.1%	-	-	2,375	0.1%
Long-term liabilities	32,204,312	54.9%	64,668	17,557,446	49,826,426	61.9%
Total Liabilities	**49,870,849**	85.0%	**64,668**	**21,953,808**	**71,889,326**	89.3%
SHAREHOLDERS' EQUITY						
Minority interest	962,131	1.6%	-	-	962,131	1.2%
Majority interest						
Capital stock	478,749	0.8%	-	-	478,749	0.6%
Net premium in share placement	8,675,410	14.8%	-	-	8,675,410	10.8%
Retained earnings	(3,111,260)	(5.3%)	1,262,876	(1,311,469)	(3,159,853)	(3.9%)
Earnings for the period	1,805,012	3.1%	(143,356)	(38,095)	1,623,561	2.0%
Majority interest	7,847,911	13.4%	1,119,520	(1,349,564)	7,617,867	9.5%
Total Shareholders' Equity	8,810,042	15.0%	1,119,520	(1,349,564)	8,579,998	10.7%
Total Liabilities and Shareholders' Equity	**58,680,891**	100.0%	**1,184,188**	**20,604,244**	**80,469,324**	100.0%

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT FOR THE THREE MONTHS ENDED DECEMBER 31ST, 2022
(In thousands of nominal pesos)

		Three months ended December 31st, 2022		Argentinian Restatement	IFRS 16	Three months ended December 31st, 2022	
Net sales	$	18,438,123	100%	707,705	-	19,145,828	100%
Cost of sales		6,136,099	33.3%	230,246	-	6,366,345	33.3%
Gross Income		**12,302,024**	**66.7%**	**477,459**	**-**	**12,779,483**	**66.7%**
Operating expenses		9,773,415	53.0%	400,365	(881,133)	9,292,646	48.5%
Depreciation and amortization		860,610	4.7%	65,735	878,657	1,805,002	9.4%
Operating Income		**1,667,999**	**9.0%**	**11,359**	**2,476**	**1,681,835**	**8.8%**
All-in cost of financing:							
Interest paid – net		596,943	3.2%	(15,314)	205,782	787,411	4.1%
Changes in reasonable value Financial Liabilities		-	-	-	-	-	-
Exchange rate loss/income		(154,695)	(0.8%)	59,137	-	(95,558)	(0.5%)
		442,248	2.4%	43,823	205,782	691,853	3.6%
Participation in associated companies' results		(223)	(0.1%)	-	-	(223)	(0.1%)
Pre-Tax Income		**1,225,528**	**6.6%**	**(32,464)**	**(203,306)**	**989,758**	**5.2%**
Tax on earnings		454,856	2.5%	5,853	-	460,709	2.4%
Consolidated Net Income		**770,672**	**4.2%**	**(38,317)**	**(203,306)**	**529,050**	**2.8%**
Non-controlling stake		(49,436)	(0.3%)	-	-	(49,436)	(0.3%)
Controlling Stake	**$**	**820,108**	**4.4%**	**(38,317)**	**(203,306)**	**578,486**	**3.0%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS BY SEGMENT FOR THE THREE MONTHS ENDED DECEMBER 31ST, 2022
(In thousands of nominal pesos)

MEXICO		Three months ended December 31st, 2022		IFRS 16		Three months ended December 31st, 2022	
Net sales	$	9,372,911	100%	-	$	9,372,911	100%
Operating expenses		4,346,090	46.4%	(421,566)		3,924,523	41.9%
Depreciation and amortization		506,085	5.4%	366,920		873,005	9.3%
Operating Income		**1,128,067**	**12.0%**	**54,646**		**1,182,714**	**12.6%**
All-in cost of financing		350,910	3.7%	(19,058)		331,852	3.5%
Pre-Tax Income	**$**	**776,934**	**8.3%**	**73,704**	**$**	**850,638**	**9.1%**

EUROPE		Three months ended December 31st, 2022		IFRS 16		Three months ended December 31st, 2022	
Net sales	$	5,935,377	100%	-	$	5,935,377	100%
Operating expenses		3,725,715	62.8%	(519,861)		3,205,854	54.0%
Depreciation and amortization		291,184	4.9%	463,515		754,699	12.7%
Operating Income		**254,102**	**4.3%**	**56,346**		**310,448**	**5.2%**
All-in cost of financing		147,468	2.5%	61,090		208,558	3.5%
Pre-Tax Income	**$**	**106,634**	**1.8%**	**(4,744)**	**$**	**101,890**	**1.7%**

SOUTH AMERICA		Three months ended December 31st, 2022		Argentinian Restatement	IFRS 16		Three months ended December 31st, 2022	
Net sales	$	3,129,835	100%	707,705	-	$	3,837,540	100%
Operating expenses		1,701,611	54.4%	400,365	60,294		2,162,270	56.3%
Depreciation and amortization		63,341	2.0%	65,735	48,222		177,298	4.6%
Operating Income		**285,830**	**9.1%**	**11,359**	**(108,516)**		**188,673**	**4.9%**
All-in cost of financing		(56,130)	(1.8%)	43,823	163,750		151,443	3.9%
Pre-Tax Income	**$**	**341,960**	**10.9%**	**(32,464)**	**(272,266)**	**$**	**37,230**	**1.0%**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT FOR THE TWELVE MONTHS
ENDED DECEMBER 31ST, 2022
(In thousands of nominal pesos)

		Nine months ended December 31st, 2022		Argentinian Restatement	IFRS 16		Nine months ended December 31st, 2022	
Net sales	$	67,470,593	100%	1,360,712	-	$	68,831,305	100%
Cost of sales		22,067,878	32.7%	444,197	-		22,512,075	32.7%
Gross Income		**45,402,715**	**67.3%**	**916,515**	**-**		**46,319,230**	**67.3%**
Operating expenses		36,709,240	54.4%	785,485	(5,225,289)		32,269,436	46.9%
Depreciation and amortization		3,179,705	4.7%	171,290	4,357,302		7,708,297	11.2%
Operating Income		**5,513,770**	**8.2%**	**-40,260**	**867,987**		**6,341,497**	**9.2%**
All-in cost of financing:								
Interest paid – net		2,599,693	3.9%	(22,647)	940,319		3,517,365	5.1%
Changes in reasonable value of Financial Liabilities		-	-	-	-		-	-
Exchange rate loss/income		188,174	0.3%	114,152	(6,233)		296,093	0.4%
		2,787,867	4.1%	91,505	934,086		3,813,458	5.5%
Participation in associated companies' results		(223)	(0.1%)	-	-		(223)	(0.1%)
Pre-Tax Income		**2,725,680**	**4.0%**	**(131,765)**	**(66,099)**		**2,527,816**	**3.7%**
Tax on earnings		968,208	1.4%	11,591	(28,003)		951,795	1.4%
Consolidated Net Income		**1,757,472**	**2.6%**	**(143,356)**	**(38,095)**		**1,576,021**	**2.3%**
Non-controlling stake		(47,540)	(0.1%)	-	-		(47,540)	(0.1%)
Controlling Stake	$	**1,805,012**	**2.7%**	**(143,356)**	**(38,095)**		**1,623,561**	**2.4%**