Earnings Release 3Q23

24.10.23

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CONFERENCE CALL

Date and Time: Wednesday October 25th 2023, 10:00 am (Mexico City time)

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Third Quarter 2023 Results and Highlights

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

	SSS 3Q23
Vs. 3Q22	17.3%

- **Total sales* increased 8.8% in the third quarter of the year. Excluding exchange rate effects, growth would have been 18.5%**
- **7.5 million active users** in loyalty programs**
- **EBITDA* increased 24.6% vs 3Q22, with a margin of 14.0%. Excluding exchange rate effects, growth would have been 33.7%**
- **At the end of the third quarter, net income* increased by 60.5% compared to 3Q22, reaching $540 million pesos**
- **EPS* was P$2.81, a growth of 47.7% compared to the same quarter of the previous year**
- **The Net Debt / EBITDA* leverage ratio reached 2.14x at the end of the quarter**
- **The company closed the quarter with the operation of more than 4,500 units.**

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

***Active users: last 90 days for Starbucks and 180 days for other formats.*

Armando Torrado, Chief Executive Officer of Alsea, commented: "I am pleased to share with you the outstanding results achieved by Alsea during the third quarter of 2023. During this period, our brands demonstrated strong performance across regions, resulting in an 8.8% increase in total revenues and a 24.6% increase in EBITDA compared to the previous year.

Regarding same-store sales, we observed positive results across all our regions. In Mexico and Europe, same-store sales increased 16.2% and 8.3%, respectively, with approximately 50% attributed to order growth. In South America, same-store sales increased 41.4%, primarily due to inflationary effects in Argentina.

The Company's net income for the quarter recovered strongly, reflected in an earnings per share of P$2.81. This represents a 24.2% growth compared to the previous year.

We continue to prioritize organic growth, focusing on the expansion of our high potential, profitable brands such as, but not limited to, Starbucks and Domino's Pizza. During the first three quarters of the year, we opened 91 corporate restaurants and 47 franchises.

In terms of our brands' performance during the quarter, Starbucks remains at the forefront with a solid 24.9% growth in SSS. Quick service restaurants (QSR) and casual dining segments also achieved notable growth at 16.1% and 8.8%, respectively. As for Vips Mexico, SSS growth reached 11.3%, supported by 9.5% increase in orders.

Our digital strategy has focused on the national rollout of digital kiosks in Burger King Mexico, projected to be completed by June 2024. These kiosks have increased the average ticket value in our stores by double digits and strengthened the brand's regional competitiveness. In addition, Starbucks Rewards Mexico reached one million active users this quarter. In Europe, consumer participation in our Starbucks loyalty program increased to 13%, demonstrating a growing preference for our brand.

During the third quarter of 2023, we continued to sponsor meaningful environmental and social initiatives in line with our ESG objectives.

Fundación Éxito honored Fundación Alsea, A.C. with the Child Nutrition Award in the Business Category, in recognition of our dedication to protecting and promoting food security and children's nutrition in Colombia.

Staying true to our commitment to inclusion and accessibility, we began the nationwide implementation of Braille menus for blind and visually impaired individuals across all our brands in Mexico, which will be completed by early 2024.

I would like to express my deep appreciation to all our collaborators for their dedication and hard work, which has been essential in achieving yet another quarter with excellent results.

October, 2023

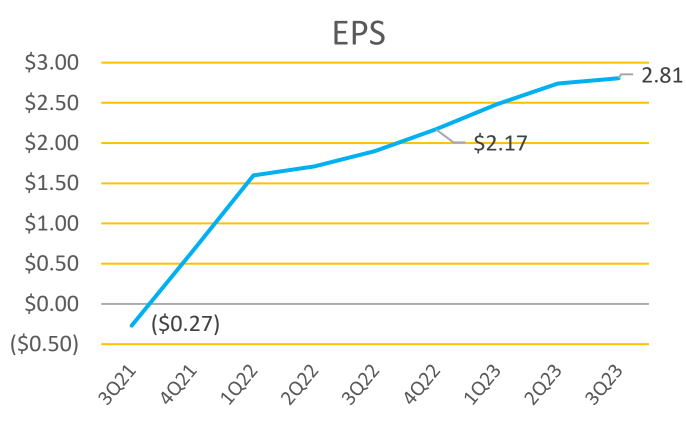
Mexico City, October 24th, 2023. Today, Alsea, S.A.B. de C.V. (BMV: ALSEA), the leading Quick Service Restaurant (QSR), Coffee Shop, Casual Dining, and Family Restaurant operator in Latin America and Europe, released its results for the third quarter of 2023. This information is presented in nominal terms pursuant to International Financial Reporting Standards (IFRS). The comments presented in this report do not include the effect of IFRS 16, as well as the effect regarding restatement due to hyperinflation in Argentina.*

FINANCIAL HIGHLIGHTS FOR THE THIRD QUARTER OF 2023

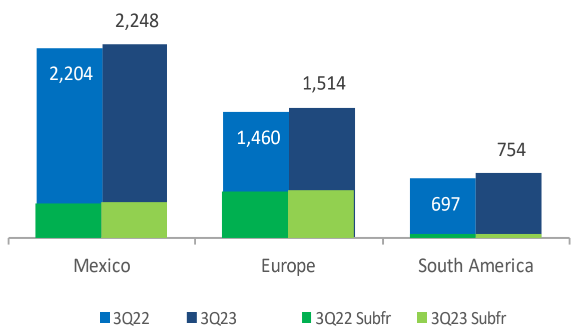
The following table provides a Financial Summary, including the margin for each line item representing net sales, as well as the percentage change for the quarter ended September 30th, 2023, compared to the same period of 2022:

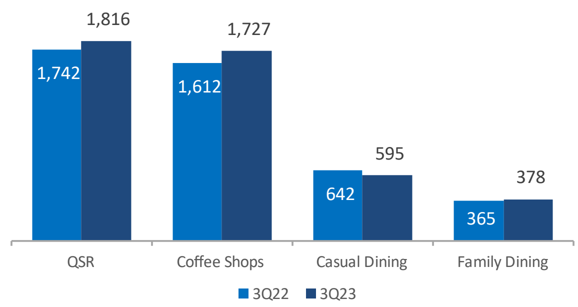
	Pre-IFRS16			*Post-IFRS16 + Argentinian Restatement*		
	3Q23	***3Q22***	***Var %***	***3Q23***	***3Q22***	***Var %***
Same-Store Sales	17.3%	30.5%	N.A.	17.3%	30.5%	N.A.
Net Sales	$18,576	$17,074	8.8%	$19,470	$17,518	11.1%
Gross Profit	12,494	11,463	9.0%	13,103	11,761	11.4%
EBITDA (1)	2,609	2,093	24.6%	3,931	3,478	13.0%
EBITDA Margin	*14.0%*	*12.3%*	170 bps	*20.2%*	*19.9%*	30 bps
Operating Income	1,660	1,310	26.7%	1,930	1,545	25.0%
Net Income	$540	$336	60.5%	$531	$307	72.7%
Net Income Margin	*2.9%*	*2.0%*	90 bps	*2.7%*	*1.8%*	90 bps
ROIC	16.0%	13.2%	280 bps	11.2%	11.4%	(20) bps
ROE	26.8%	18.6%	820 bps	25.2%	22.9%	230 bps
Net Debt/EBITDA	2.1x	2.6x	N.A	2.7x	3.0x	N.A
EPS (2)	2.81	1.90	47.7%	2.50	2.26	10.5%

*** Figures in millions of 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*



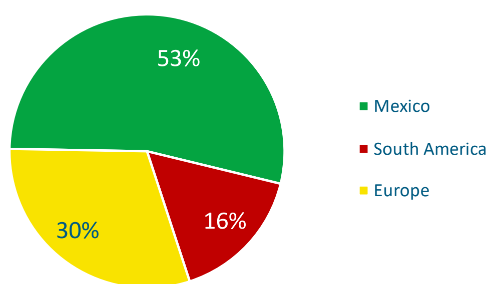


**Note: Total units (corporate + sub franchises)*

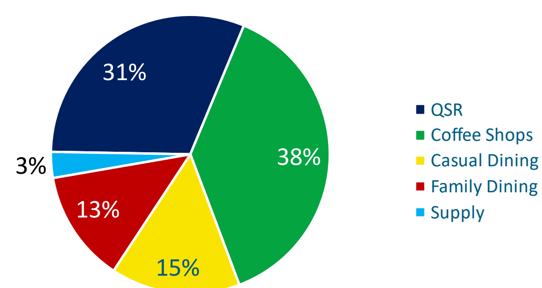
CONSOLIDATED RESULTS

SALES

SALES BY GEOGRAPHY*



SALES BY SEGMENT *



**Figures as of 3Q23, excluding restatement for hyperinflation in Argentina*

Net sales in the third quarter of 2023 **increased by 8.8% to reach 18,576 million pesos**. This increase is mainly explained by a 17.3% growth in same-store sales driven by a 5.4% growth in orders. This was due to product innovation, a continued focus on service excellence, a preference for our brands, and the implementation of successful commercial strategies. This increase was partially offset by an exchange rate impact from the appreciation of the peso against other currencies. Excluding the exchange rate effect, total sales **increased 18.5%.**

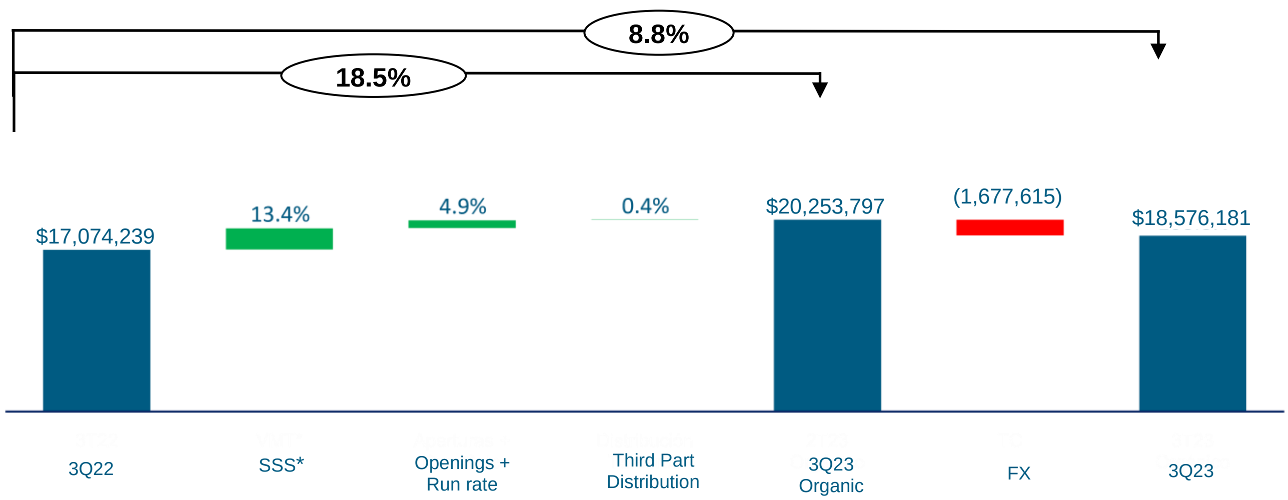
The home delivery segment's revenue exceeded 3.0 billion pesos, with more than 12.1 million orders, and a 16.1% share of Alsea's consolidated sales.

Regarding **same-store sales** by region, South America, Mexico, and Europe exhibited growth rates of **41.4%, 16.2%,** and **8.3%** in 3Q23**,** respectively.

Starbucks stood out for maintaining a leading position in its segment, reporting same-store sales growth of 24.9% for the third quarter of 2023. The Quick Service Segment continued its positive trajectory, with same-store sales growth of 16.1%.

Casual dining brands continued to trend positively with same-store sales growth of 8.8%, compared to the third quarter of 2022. Vips Mexico reported same-store sales growth of 11.3%, driven mainly by a 9.5% growth in orders.

Net Sales 3Q23 vs. 3Q22



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

EBITDA

Pre-IFRS16 EBITDA for 3Q23 increased by 24.6% reaching 2,609 million pesos, with a margin of **14.0%**, representing a 1.7 percentage points increase compared to the third quarter of the previous year. Excluding the foreign exchange rate effect, EBITDA increased by 33.7%.

The 516 million Peso increase in EBITDA is mainly due to solid sales growth, lower costs in some key inputs, effective digital strategies, product innovation and efficiencies achieved during the quarter, as well as an increased participation of the most profitable businesses.

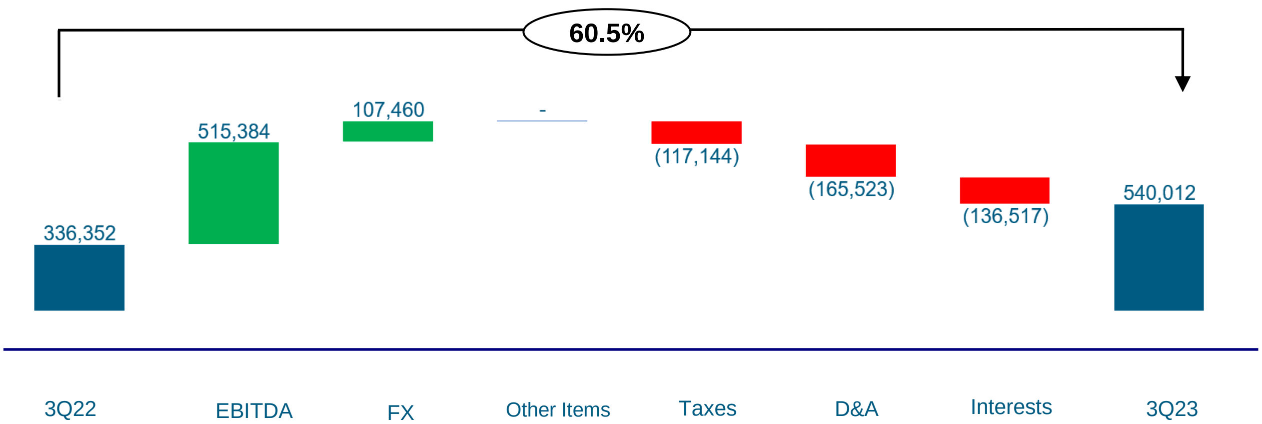
This was partially offset by the exchange effects derived from the appreciation of the peso against other currencies, as well as the impact of the new PAIS tax in Argentina on the payment of products and services in dollars of 7.5% and 25.0%, respectively. Given this new tax, an amount of $85 million pesos was provisioned, reducing consolidated EBITDA.

The post-IFRS16 EBITDA for 3Q23 increased by 13.0% reaching 3,931 million pesos, with a margin of 20.2%, representing an expansion of 30 percentage points compared to the third quarter of the previous year. This expansion was partially offset by higher variable rent expenses due to the increase in sales.

NET INCOME

Net income for the third quarter increased to **540 million pesos**, compared to 336 million pesos for the same period of the previous year. This was mainly due to an increase of 350 million pesos in operating income, as well as a 0.3 percentage point decrease in the comprehensive financing result as a percentage of sales, resulting from a 107 million pesos foreign exchange benefit, as well as some efficiencies in expense control at the store level. The result was partially offset by the Argentine PAIS tax provision of $85 million pesos as well as the cost of refinancing the loan in Europe.

Net Income 3Q23 vs. 3Q22



RESULTS BY SEGMENT FOR THE THIRD QUARTER OF 2023

MEXICO

	Pre-IFRS 16				Post-IFRS 16			
Alsea Mexico	***3Q23***	***3Q22***	***Var.***	***% Var.***	***3Q23***	***3Q22***	***Var.***	***% Var.***
Number of Units	2,248	2,204	44	2.0%	2,248	2,204	44	2.0%
Same-store sales	16.2%	23.5%	N.A.	-	16.2%	23.5%	N.A.	-
Sales	9,900	8,403	1,497	17.8%	9,900	8,403	1,497	17.8%
Costs	3,509	3,008	501	16.7%	3,509	3,008	501	16.7%
Operating Expenses	4,136	3,526	609	17.3%	3,552	2,909	643	22.1%
Adjusted EBITDA *	2,256	1,869	387	20.7%	2,840	2,487	353	14.2%
*Adjusted EBITDA Margin**	*22.9%*	*22.3%*	*60 bps*	-	*28.8%*	*29.6%*	*(80)bps*	-
Depreciation and Amortization	570	436	134	30.7%	1,030	916	114	12.4%
G&A and other expenses	513	494	18	3.7%	513	494	18	3.7%
Operating Income	1,173	938	235	25.0%	1,297	1,076	221	20.5%

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

SALES MEXICO

Alsea Mexico sales represented 53.3% of Alsea's consolidated sales in the third quarter of 2023, and **increased 17.8%**, reaching 9,900 million pesos. This was driven by an increase of 9.0% in orders when compared to 3Q22. This was mainly due to strategies such as better menu design, digital innovations, and a focus on profitable sale formats.

Home delivery sales continue to trend positively, reaching a 16.6% share of sales in 3Q23, with over 7.0 million orders in the quarter and revenues of more than 1,600 million pesos.

Same-store sales growth by segment increased by 26.5%, 8.6% and 7.3% for Starbucks, Casual Dining, and Quick Service, respectively, compared to 3Q22.

Similarly, the strategies implemented in Vips contributed to a same-store sales growth of 11.3% compared to the third quarter of 2022, alongside a same-store orders growth of 9.5%.

PRE-IFRS 16 ADJUSTED EBITDA MEXICO

Alsea Mexico's pre-IFRS 16 Adjusted EBITDA accounted for **60.1%** of the consolidated adjusted EBITDA in the third quarter, with a **20.7%** increase, closing at 2,256 million pesos. We achieved an expansion of 60 basis points at the adjusted EBITDA level due to:

- Same-store sales growth of **16.2%,** which helped improve operating leverage.
- An improvement in gross profit of 40 basis points, derived from a favorable exchange rate and the decrease in the price of some commodities.

In the third quarter we opened 8 corporate stores and 10 franchises in Alsea Mexico. At the end of the third quarter, Alsea Mexico reported a total of 1,818 corporate units and 430 sub-franchise units.

EUROPE

	Pre-IFRS 16				Post-IFRS 16			
Alsea Europe	***3Q23***	***3Q22***	***Var.***	***% Var.***	***3Q23***	***3Q22***	***Var.***	***% Var.***
Number of units	1,514	1,460	54	3.7%	1,514	1,460	54	3.7%
Same-store Sales	8.3%	23.6%	N.A	-	8.3%	23.6%	N.A.	-
Sales	5,637	5,435	203	3.7%	5,637	5,435	203	3.7%
Costs	1,592	1,532	60	3.9%	1,592	1,532	60	3.9%
Operating Expenses	3,161	3,301	(140)	(4.2%)	2,678	2,772	(94)	(3.4%)
Adjusted EBITDA *	884	602	282	46.8%	1,367	1,131	236	20.9%
*Adjusted EBITDA Margin**	*15.7%*	*11.1%*	*460 bps*	*-*	*24.2%*	*20.8%*	*340 bps*	*-*
Depreciation and Amortization	276	280	(4)	(1.5%)	709	761	(52)	(6.8%)
G&A and other expenses	318	308	10	3.2%	318	305	13	4.2%
Operating Income	291	14	276	1,916.6%	340	65	275	425.0%

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

SALES EUROPE

Alsea Europe sales represented 30.3% of the Company's consolidated sales, and are made up of the operations in Spain, Portugal, France, the Netherlands, Belgium, and Luxembourg.

This segment reported sales of 5,637 million pesos, representing a **3.7% increase** compared to the third quarter of 2022. This increase is related to a positive consumption trend in the region during the summer vacation season, effective digital strategies and product innovation, and a same-store order growth of **8.3%**. Excluding the foreign exchange effect, total sales increased by **14.1%.**

Home delivery segment sales represented a 13.6% share of Alsea Europe's sales in 3Q23, which was over 766 million pesos and more than 2.1 billion orders.

Same-store sales growth by segment increased by 13.1%, 9.9% and 2.4% for Starbucks, Casual Dining and Quick Service, respectively, compared to 3Q22.

PRE-IFRS 16 ADJUSTED EBITDA EUROPE

Alsea Europe's pre-IFRS16 Adjusted EBITDA represented **23.6%** of the consolidated Adjusted EBITDA in the third quarter of 2023, with a 46.8% growth compared to 3Q22. Excluding the exchange rate effect, adjusted EBITDA grew **21.9%%**.

This increase is primarily due to an approximate of 62% reduction in energy costs, resulting in a 400 basis point decrease in energy costs as a percentage of sales compared to the same quarter of the previous year. Additionally, there was a decrease in raw material costs for significant inputs, allowing us to maintain costs very similar to those of the previous year's quarter. Growth was driven by an 8.3% increase in same-store sales, responsible price increases, value strategies, and cost controls.

In the third quarter, we opened 15 corporate stores and 14 sub-franchises in Alsea Europe, bringing the total number of corporate units to 958 and sub-franchise units to 556.

SOUTH AMERICA

	Pre-IFRS 16				Post-IFRS 16 + Argentinian Restatement			
Alsea South America	*3Q23*	*3Q22*	*Var.*	*% Var.*	*3Q23*	*3Q22*	*Var.*	*% Var.*
Number of units	754	697	57	7.9%	754	697	57	7.9%
Same-store Sales	41.4%	68.2%	N.A.	-	41.4%	68.2%	N.A.	-
Sales	3,038	3,236	(198)	(6.1%)	3,932	3,680	252	6.8%
Costs	981	1,072	(91)	(8.5%)	1,266	1,217	48	4.0%
Operating Expenses	1,444	1,554	(110)	(7.1%)	1,753	1,598	156	9.8%
Adjusted EBITDA*	613	610	3	0.5%	913	865	48	5.5%
*Adjusted EBITDA Margin**	*20.2%*	*18.9%*	*130 bps*	-	*23.2%*	*23.5%*	*(30) bps*	-
Depreciation and Amortization	104	68	36	53.2%	261	256	5	2.1%
G&A and other expenses	314	185	128	69.2%	358	205	153	74.4%
Operating Income	196	357	(161)	(45.2%)	294	404	(111)	(27.4%)

*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 16.4% of the Company's consolidated sales for the third quarter of 2023, from its operations in Argentina, Colombia, Chile, Uruguay and Paraguay.

Sales for this segment **decreased by 6.1%**, reaching 3,038 million pesos. This decrease is mainly related to the inflationary impact and the devaluation of the Argentine peso, as well as a decrease in orders in Colombia due to the decline in consumption in that country.

Despite these impacts, we maintained a responsible pricing strategy, alongside technological and product innovation. In the region, we had positive same-store sales in Argentina, Chile and Colombia of 137%, 3.4% and 2.2%, respectively. Home delivery sales reached a 19.4% share of Alsea South America's sales in 3Q23.

Same-store sales growth by segment reached 35.7%, 51.2% and 7.9% for Starbucks, Quick Service and Casual Dining, respectively, versus 3Q22.

PRE-IFRS 16 ADJUSTED EBITDA SOUTH AMERICA

Alsea South America's pre-IFRS Adjusted EBITDA was 16.3% of consolidated Adjusted EBITDA in the third quarter of 2023, **and increased by 3.7 million pesos** compared to 3Q22, reaching **613 million pesos.** This increase was primarily due to a 80 base point reduction in costs and excellent expense control derived from efficiencies, synergies and best practices linked to the consolidation and integration of the operations in Colombia, Chile, Argentina, Uruguay and Paraguay.

In the third quarter we opened 7 corporate stores and 1 franchise in Alsea South America, totaling 704 corporate units and 50 sub-franchise units.

NON-OPERATING RESULTS

All-in Cost of Financing (Post IFRS 16)

The all-in cost of financing for the third quarter of 2023 **reached 999 million pesos**, a decrease of 76 million pesos compared to the 1,075 million pesos in the previous year. This result was mainly due to a foreign exchange fluctuation gain of 120 million pesos, partially offset by an increase in net interest paid and an increase in bank commissions related to the refinancing of loans in Europe.

BALANCE SHEET

CAPEX

During the nine months ended on September 30th, 2023, **Alsea made capital investments of 3,039 million pesos**, of which 2,432 million pesos, equivalent to 80.0% of total investments, were allocated to:

- The opening of **86 units** in the third quarter of the year
- The **renovation and remodeling** of existing units of the different brands operated by the Company
- Equipment replacement (maintenance CAPEX)

The remaining 607 million pesos were allocated to:

- Strategic technology and process improvement projects

BANK DEBT, SECURITIES

As of September 30th, 2023, Alsea Europe had 44 million euros in revolving credits.

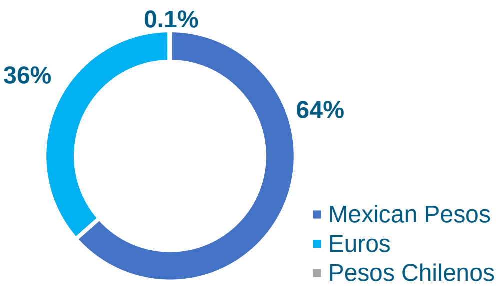
As of September 30th, 2023, **Alsea's total debt,** including leases under IFRS16, **decreased by 3,409 million pesos compared to September 2022**, closing at 45,642 million pesos. Excluding the effect of IFRS 16, Alsea's total debt decreased by 1,308 million pesos, to close at 26,522 million pesos.

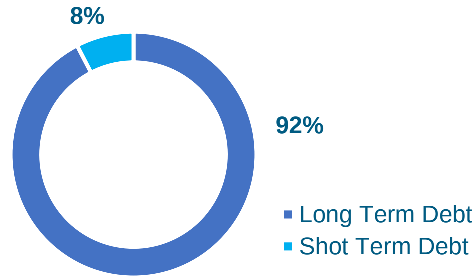
The **decrease in the debt corresponds primarily** to the devaluation of the euro against the Mexican peso, combined with amortization for an amount of 1,026 million pesos corresponding to the period.

The Company's **consolidated net debt,** including leases due to IFRS16, **decreased by 3,432 million pesos compared to September 2022,** closing at 40,491 million pesos as of September 30th, 2023.

Excluding the effect of IFRS16, Alsea's net debt decreased by 1,331 million pesos compared to September 2022, to close at 21,371 million pesos.

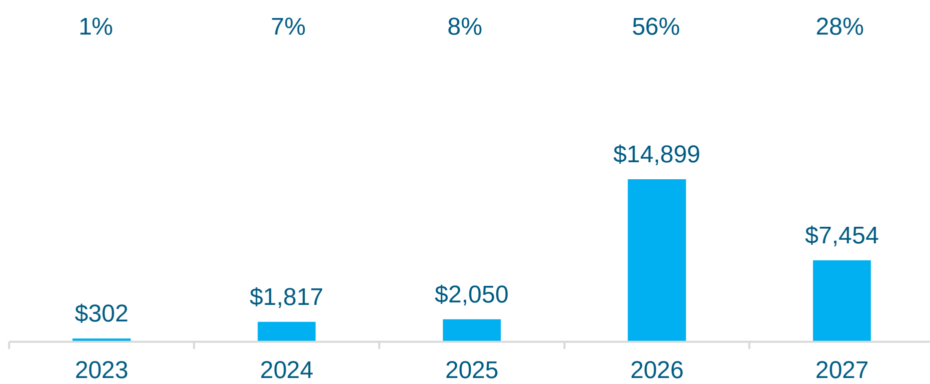
As of September 30th, 2023, the total debt (excluding IFRS16) was as follows:





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

The following graph shows the balance of the total debt (excluding IFRS16) in millions of pesos as of September 30th, 2023, as well as the maturities that are held for subsequent years:



*Figures in million pesos.

FINANCIAL RATIOS

As of September 30th, 2023, the financial ratios were:

- **Total Debt to EBITDA** (last 12 months) was **3.1x**.
- **Net Debt to EBITDA** (last 12 months) was **2.7x.**
- **EBITDA** (last 12 months) **to interest paid** (last 12 months) was **5.4x**.
- In terms of **liquidity**, at the end of the third quarter of 2023, Alsea reported **5.2 billion pesos in cash.**

KEY INFORMATION

Financial ratios	3Q23	3Q22	Var.
EBITDA(1) / Interests Paid	5.4 x	4.8 x	N.A.
Total Debt / EBITDA(1)	3.05 x	3.3 x	N.A.
Net Debt / EBITDA(1)	2.71 x	3.0 x	N.A.
ROIC (2)	11.2%	11.4%	(20) pbs
ROE (3)	25.2%	22.9%	230 pbs

Stock Market Indicators	3Q23	3Q22	Var.
Book Value per Share	$9.60	$9.21	4.3%
EPS (12 months) (4)	$2.50	$2.26	10.5%
Shares in circulation at end of period (millions)	$812.6	820.9	(1.0%)
Price per Share at Market Close	$63.41	$36.29	74.7%

(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	3Q23
EBITDA(1) / Interests Paid	3.6 x
Total Debt / EBITDA(1)	2.66 x
Net Debt / EBITDA(1)	2.14 x

(1) EBITDA last 12 months

The financial ratios presented in the table above were calculated based on the Company's consolidated results without considering the effects of IFRS 16 nor the restatement due to hyperinflation in Argentina.

UNITS BY BRAND

BRANDS	UNITS 3Q23		
	Corporate	Sub franchises	Total
Domino's Pizza	888	513	1401
Mexico	*464*	*398*	*862*
Spain	*314*	*65*	*379*
Uruguay	*3*	*-*	*3*
Colombia	*107*	*50*	*157*
Burger King	415	-	415
Mexico	*172*	*-*	*172*
Argentina	*115*	*-*	*115*
Spain	*55*	*-*	*55*
Chile	*73*	*-*	*73*
Quick Service Restaurants	**1,303**	**513**	**1,816**
Starbucks	1438	289	1727
Mexico	*796*	*-*	*796*
France	*95*	*145*	*240*
Spain	*135*	*24*	*159*
Argentina	*132*	*-*	*132*
Chile	*158*	*-*	*158*
Netherlands	*22*	*78*	*100*
Colombia	*63*	*-*	*63*
Belgium	*-*	*34*	*34*
Portugal	*21*	*4*	*25*
Uruguay	*14*	*-*	*14*
Paraguay	*2*	*-*	*2*
Luxemburg	*-*	*4*	4
Coffee Shops	**1438**	**289**	**1727**
Foster's Hollywood	105	116	221
Ginos	84	36	120
Spain	*82*	*36*	*118*
Portugal	*2*	*-*	*2*
Italianni's	59	16	75
Chili's Grill & Bar	75	-	75
Mexico	*70*	*-*	*70*
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
Casual Dining	**403**	**168**	**571**
Vips Smart	-	24	24
Fast Casual Dining	**-**	**24**	**24**
Vips	336	42	378
Mexico	*222*	*16*	*238*
Spain	*114*	*26*	*140*
Family Dining	**336**	**42**	**378**
ALSEA TOTAL UNITS			**4,516**
Corporate	**3,480**		
Sub-franchises		**1,036**	

UNITS BY COUNTRY

MEXICO	2,248	SPAIN	1,109	ARGENTINA	247	CHILE	239
FRANCE	240	COLOMBIA	249	HOLAND	100	BELGIUM	34
PORTUGAL	27	URUGUAY	17	LUXEMBOURG	4	PARAGUAY	2

ANALYST COVERAGE

INSTITUTION	ANALYST	RECOMMENDATION
ACTINVER	IN REVISION	IN REVISION
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	IN REVISION	IN REVISION
GOLDMAN SACHS	THIAGO BORTOLUCI	SELL
GRUPO BURSÁTIL MEXICANO	LUIS RODRIGO WILLARD	BUY
BX+	MARISOL HUERTA	IN REVISION
HSBC	EN REVISIÓN	IN REVISION
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
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RELEVANT EVENTS 3Q23

- On October 19th, 2023, Alsea, S.A.B. de C.V. (BMV: ALSEA*) "Alsea", informed that HR Ratings upgraded the rating from HR 'A-' to HR 'A+', maintaining the Stable Outlook for Alsea's current issuances in the mexican capital market.

- On October 18th, 2023, Alsea, S.A.B. de C.V. (BMV: ALSEA*) "Alsea", informed that Moody's affirmed Alsea's Corporate Family Rating (CFR) and senior unsecured rating at Ba3. Additionally, Moody's upgraded Food Service Project, S.A's senior unsecured notes, which are guaranteed by its parent company Alsea, at Ba3. Moody's outlook for these notes is stable.

- On September 4th, 2023, Alsea, S.A.B. de C.V. (BMV: ALSEA*) "Alsea", informed that Fitch Ratings affirmed the national long-term and short-term ratings of Alsea, S.A.B. de C.V. at 'A+(mex)' and 'F1(mex)', respectively. At the same time, they affirmed the international issuer default ratings (IDR) in foreign and local currencies and its senior notes at 'BB', and the senior notes of the subsidiary Food Service Project, S.A. at 'BB'. The rating outlook is Stable.

EARNINGS CONFERENCE CALL 3Q23

The video conference to discuss the Company's results will be held on **Wednesday, October 25th, 2023, at 10:00 am Mexico City time (12:00 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 video conference 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 SEPTEMBER 30TH, 2023 AND 2022
(In thousands of nominal pesos)

	September 30th, 2023		September 30th, 2022	
ASSETS				
Current assets:				
Cash and short-term investments	5,151,467	6.8%	5,128,102	6.6%
Clients	1,212,011	1.6%	1,185,316	1.5%
Other accounts and documents receivable	1,177,871	1.5%	641,820	0.8%
Inventory	2,928,020	3.8%	2,805,754	3.6%
Tax recoverable	1,545,017	2.0%	586,408	0.8%
Other current assets	455,432	0.6%	915,342	1.2%
Affiliates and related parties	39,785	0.1%	9,131	0.0%
Current Assets	12,509,603	16.4%	11,271,873	14.6%
Investments in shares of associated companies	160,961	0.2%	158,786	0.2%
Store equipment, improvements to leased property, and furniture, net	14,950,329	19.6%	14,273,256	18.4%
Non-executable right of use asset	17,955,677	23.6%	19,969,462	25.8%
Brand use rights, capital gains and pre-operations, net	24,542,161	32.2%	26,176,781	33.8%
Deferred IRS	5,168,664	6.8%	4,826,824	6.2%
Other assets	913,411	1.2%	710,047	0.9%
Total Assets	**76,200,805**	100.0%	**77,387,029**	100.0%
LIABILITIES				
Short-term:				
Providers	5,437,016	7.1%	4,163,706	5.4%
Tax payable	269,924	0.4%	409,024	0.5%
Other accounts payable	10,355,287	13.6%	9,435,723	12.2%
Non-executable short-term lease liabilities	3,632,784	4.8%	4,244,167	5.5%
Other short-term liabilities	-	-	1,272,474	1.6%
Bank loans	614,275	0.8%	762,415	1.0%
Debt Instruments	1,350,000	1.8%	-	-
Short-term liabilities	21,659,286	28.4%	20,287,509	26.2%
Long term:				
Bank loans	4,780,283	6.3%	4,280,784	5.5%
Debt instruments	19,777,747	26.0%	22,786,716	29.4%
Deferred tax, net	3,825,573	5.0%	3,212,292	4.2%
Non-executable lease liabilities	15,487,134	20.3%	16,976,669	21.9%
Other long-term liabilities	1,857,471	2.4%	1,293,287	1.7%
Affiliates and related parties	-	-	2,665	0.1%
Long-term liabilities:	45,728,207	60.0%	48,552,413	62.7%
Total Liabilities	**67,387,494**	88.4%	**68,839,922**	89.0%
SHAREHOLDERS' EQUITY				
Minority interest	966,481	1.3%	987,420	1.3%
Majority interest:				
Capital stock	478,749	0.6%	479,749	0.6%
Net premium in share placement	8,675,410	11.4%	8,675,410	11.2%
Retained earnings	(2,783,033)	(3.7%)	(2,649,098)	(3.4%)
Earnings for the period	1,475,705	1.9%	1,053,626	1.4%
Majority interest	7,846,831	10.3%	7,559,687	9.8%
Total Shareholders'	8,813,312	11.6%	8,547,107	11.0%
Total Liabilities and Shareholders'	**76,200,805**	100.0%	**77,387,029**	100.0%

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS FOR THE THREE MONTHS ENDED SEPTEMBER 30TH, 2023 AND 2022
(In thousands of nominal pesos)

	Three months ended September 30th, 2023		Three months ended September 30th, 2022	
Net sales	$ 19,469,974	100%	$ 17,518,176	100%
Cost of sales	6,366,633	32.7%	5,756,911	32.9%
Gross Income	**13,103,341**	**67.3%**	**11,761,265**	**67.1%**
*Rent**	346,269	1.5%	128,199	0.5%
Operating expenses	9,172,557	47.1%	8,283,468	47.3%
Depreciation and amortization	2,000,375	10.3%	1,932,938	11.0%
Operating Income	**1,930,409**	**9.9%**	**1,544,859**	**8.8%**
All-in cost of financing:				
Interest expense**	613,009	3.1%	620,080	3.5%
*Banking and derivative instrument fees***	344,242	1.8%	148,224	0.8%
Interest paid – net	950,091	4.9%	905,890	5.2%
Changes in reasonable value Financial Liabilities	-	-	-	-
Exchange rate loss/gain	49,202	0.3%	169,351	1.0%
	999,293	5.1%	1,075,241	6.1%
Participation in associated companies' results		-	-	-
Pre-Tax Income	**931,115**	**4.8%**	**469,618**	**2.7%**
Tax on earnings	400,615	2.1%	162,465	0.9%
Consolidated Net Income	**530,500**	**2.7%**	**307,152**	**1.8%**
Non-controlling stake	35,876	0.2%	(9,609)	(0.1%)
Controlling Stake	**$ 494,625**	**2.5%**	**$ 316,761**	**1.8%**

***Rent is included in Expenses**
****Banking and derivative instrument fees included in paid interests - net**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS BY SEGMENT FOR THE THREE MONTHS ENDED SEPTEMBER 30TH, 2023 AND 2022
(In thousands of nominal pesos)

MEXICO		Three months ended September 30th, 2023		Three months ended September 30th, 2022	
Net sales	$	9,900,398	100%	8,403,152	100%
*Rent**		238,031	2.4%	101,956	1.2%
Operating expenses		4,064,500	41.1%	3,402,827	40.5%
Depreciation and amortization		1,030,452	10.4%	916,429	10.9%
Operating Income		**1,296,634**	**13.1%**	**1,075,989**	**12.8%**
All-in cost of financing		704,093	7.1%	797,323	9.5%
Pre-Tax Income	**$**	**592,541**	**6.0%**	**278,666**	**3.3%**

EUROPE		Three months ended September 30th, 2023		Three months ended September 30th, 2022	
Net sales	$	5,637,366	100%	5,434,827	100%
*Rent**		(28,164)	(0.5%)	(71,066)	(0.8%)
Operating expenses		2,996,337	53.2%	3,077,622	56.6%
Depreciation and amortization		708,584	12.6%	760,647	14.0%
Operating Income		**340,236**	**6.0%**	**64,810**	**1.2%**
All-in cost of financing		267,660	4.7%	203,941	3.8%
Pre-Tax Income	**$**	**72,575**	**1.3%**	**(139,131)**	**(2.6%)**

SOUTH AMERICA		Three months ended September 30th, 2023		Three months ended September 30th, 2023	
Net sales	$	3,932,210	100%	3,680,197	100%
*Rent**		136,403	3.5%	97,309	1.2%
Operating expenses		2,111,719	53.7%	1,803,019	49.0%
Depreciation and amortization		261,339	6.6%	255,862	7.0%
Operating Income		**293,539**	**7.5%**	**404,060**	**11.0%**
All-in cost of financing		27,540	0.7%	73,977	2.0%
Pre-Tax Income	**$**	**265,999**	**6.8%**	**330,083**	**9.0%**

***Rent is included in Expenses**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS FOR THE NINE MONTHS ENDED SEPTEMBER 30TH, 2023 AND 2022
(In thousands of nominal pesos)

	Nine months ended September 30th, 2023		Nine months ended September 30th, 2022	
Net sales	$ 56,084,355	100%	$ 49,685,477	100%
Cost of sales	18,507,317	33.0%	16,145,731	32.5%
Gross Income	**37,577,038**	**67.0%**	**33,539,746**	**67.5%**
*Rent**	865,902	1.5%	180,471	0.4%
Operating expenses	26,122,361	46.6%	22,976,789	46.2%
Depreciation and amortization	6,142,869	11.0%	5,903,295	11.9%
Operating Income	**5,311,808**	**9.5%**	**4,659,662**	**9.4%**
All-in cost of financing:				
Interest expense**	2,046,355	3.6%	1,717,853	3.5%
*Banking and derivative instrument fees***	831,556	1.5%	481,921	1.0%
Interest paid – net	3,000,127	5.3%	2,729,954	5.5%
Changes in reasonable value Financial Liabilities	-	-	-	-
Exchange rate loss/gain	(266,181)	(0.5%)	397,884	0.8%
	2,733,946	4.9%	3,127,838	6.3%
Participation in associated companies' results	3,404	0.1%	-	-
Pre-Tax Income	**2,581,266**	**4.6%**	**1,531,824**	**3.1%**
Tax on earnings	1,005,353	1.8%	476,303	1.0%
Consolidated Net Income	**1,575,913**	**2.8%**	**1,055,522**	**2.1%**
Non-controlling stake	100,208	0.2%	1,896	0.1%
Controlling Stake	**$ 1,475,705**	**2.6%**	**$ 1,053,626**	**2.1%**

***Rent is included in Expenses**
****Banking and derivative instrument fees included in paid interests – net**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED CASH FLOW STATEMENTS FOR THE NINE MONTHS ENDED SEPTEMBER 30TH, 2023 AND 2022
(In thousands of nominal pesos)

		September 30th, 2023	September 30th, 2022
Operating activities:			
Consolidated result before income taxes	$	**2,581,266**	**1,531,824**
Items related to investment activities:			
Depreciation and amortization of brands		3,018,363	2,424,650
Depreciation for financial leasing		3,124,506	3,478,645
Write-down of fixed assets		242,833	(144,434)
Other items		-	-
Total		**8,966,968**	**7,290,685**
Clients		(149,539)	(154,036)
Inventory		(304,358)	(949,633)
Providers		801,129	978,662
Tax payable		(1,620,863)	(859,483)
Other assets and other liabilities		(1,147,878)	750,927
Total		**(2,421,507)**	**(233,562)**
Net cash flow from operating activities		**6,545,461**	**7,057,123**
Investment activities			
Store equipment, improvements to leased properties, and furniture		(2,714,180)	(2,273,937)
Brand use rights, capital gains and pre-operations, net		(325,147)	(216,467)
Subsidiary contribution		-	(26,919)
Acquisition or disposal of investments in associated companies		-	-
Net cash flow from investment activities		**(3,039,326)**	**(2,517,323)**
Cash receivable from financing activities		**3,506,135**	**4,539,800**
Financing activities			
Bank credits and loan payments, net		845,827	(7,686,082)
Securities credits, net		-	5,854,473
Financial leasing		(3,129,926)	(3,427,734)
Minority interest		-	-
Sale (repurchase) of shares		(348,237)	(696,230)
Non-controlling stake		(84,738)	(49,399)
Other items		-	-
Net cash flow from financing activities		**(2,717,074)**	**(6,004,972)**
Increase (decrease) net of cash		**789,061**	**(1,465,171)**
Adjustments to cash flow due to exchange rate variations		(1,724,411)	(300,160)
Cash at the beginning of the period		6,086,817	6,893,433
Cash at the end of the period	$	**5,151,467**	**5,128,102**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET STATEMENTS
AS OF SEPTEMBER 30TH, 2023
(In thousands of nominal pesos)

	September 30th, 2023		Argentinian Restatement	IFRS 16	September 30th, 2023	
ASSETS						
Current assets:						
Cash and short-term investments	5,151,467	9.0%	-	-	5,151,467	6.8%
Clients	1,212,011	2.1%	-	-	1,212,011	1.6%
Other accounts and documents receivable	1,177,871	2.1%	-	-	1,177,871	1.5%
Inventory	2,928,020	5.1%	-	-	2,928,020	3.8%
Tax recoverable	1,545,017	2.7%	-	-	1,545,017	2.0%
Other current assets	455,432	0.8%	-	-	455,432	0.6%
Affiliates and related parties	39,785	0.1%	-	-	39,785	0.1%
Current Assets	12,509,603	21.9%	-	-	12,509,603	16.4%
Investments in shares of associated companies	160,961	0.3%	-	-	160,961	0.2%
Store equipment, improvements to leased property, and furniture, net	13,903,385	24.4%	1,046,944	-	14,950,329	19.6%
Non-executable right of use assets	-	0.0%	-	17,955,677	17,955,677	23.6%
Brand use rights, capital gains and pre-operations, net	24,401,693	42.8%	140,468	-	24,542,161	32.2%
Deferred ISR	5,125,876	9.0%	-	42,788	5,168,664	6.8%
Other assets	913,411	1.6%	-	-	913,411	1.2%
Total Assets	**57,014,929**	100.0%	**1,187,411**	**17,998,465**	**76,200,805**	100.0%
LIABILITIES						
Short-term:						
Providers	5,437,016	9.5%	-	-	5,437,016	7.1%
Tax payable	269,924	0.5%	-	-	269,924	0.4%
Other accounts payable	10,355,287	18.2%	-	-	10,355,287	13.6%
Non-executable short-term lease liabilities	-	-	-	3,632,784	3,632,784	4.8%
Other short-term liabilities	-	-	-	-	-	-
Bank loans	614,275	1.1%	-	-	614,275	0.8%
Debt Instruments	1,350,000	2.4%	-	-	1,350,000	1.8%
Short-term liabilities	18,026,502	31.6%	-	3,632,784	21,659,286	28.4%
Long-term:			-	-		
Bank Credits	4,780,283	8.4%	-	-	4,780,283	6.3%
Securities Credits	19,777,747	34.7%	-	-	19,777,747	26.0%
Deferred tax, net	3,796,328	6.7%	29,245	-	3,825,573	5.0%
Non-executable leasing liabilities	-	-	-	15,487,134	15,487,134	20.3%
Other long-term liabilities	1,857,471	3.3%	-	-	1,857,471	2.4%
Affiliates and related parties	-	-	-	-	-	-
Long-term liabilities	30,211,829	53.0%	29,245	15,487,134	45,728,207	60.0%
Total Liabilities	**48,238,331**	84.6%	**29,245**	**19,119,918**	**67,387,494**	88.4%
SHAREHOLDERS' EQUITY						
Minority interest	966,481	1.7%	-	-	966,481	1.3%
Majority interest			-	-		
Capital stock	478,749	0.8%	-	-	478,749	0.6%
Net premium in share placement	8,675,410	15.2%	-	-	8,675,410	11.4%
Retained earnings	(2,823,189)	(5.0%)	1,250,591	(1,210,435)	(2,783,033)	(3.7%)
Earnings for the period	1,479,147	2.6%	(92,424)	88,982	1,475,705	1.9%
Majority interest	7,810,117	13.7%	1,158,167	(1,121,453)	7,846,831	10.3%
Total Shareholders' Equity	8,776,598	15.4%	1,158,167	(1,121,453)	8,813,312	11.6%
Total Liabilities and Shareholders' Equity	**57,014,929**	100.0%	**1,187,411**	**17,998,465**	**76,200,805**	100.0%

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT FOR THE THREE MONTHS ENDED SEPTEMBER 30TH, 2023
(In thousands of nominal pesos)

		Three months ended September 30th, 2023		Argentinian Restatement	IFRS 16	Three months ended September 30th, 2023	
Net sales	$	18,576,181	100%	893,793	-	19,469,974	100%
Cost of sales		6,082,372	32.7%	284,261	-	6,366,633	32.7%
Gross Income		**12,493,809**	**67.3%**	**609,532**	**-**	**13,103,341**	**67.3%**
*Rent**		1,571,494	8.5%	-	(1,225,225)	346,269	1.8%
Operating expenses		9,885,059	53.2%	512,723	(1,225,225)	9,172,557	47.1%
Depreciation and amortization		948,872	5.1%	41,845	1,009,658	2,000,375	10.3%
Operating Income		**1,659,878**	**8.9%**	**54,964**	**215,566**	**1,930,409**	**9.9%**
All-in cost of financing:							
Interest expense**		603,658	3.2%	9,351	-	613,009	3.1%
*Banking and derivative instrument fees***		344,242	1.9%	-	-	344,242	1.8%
Interest paid – net		801,674	4.3%	(65,909)	214,326	950,091	4.9%
Changes in reasonable value Financial Liabilities		-	-	-	-	-	-
Exchange rate loss/gain		23,564	0.1%	25,638	-	49,202	0.3%
		825,238	4.4%	(40,271)	214,326	999,293	5.1%
Participation in associated companies' results		-	-	-	-	-	-
Pre-Tax Income		**834,640**	**4.5%**	**95,235**	**1,240**	**931,115**	**4.8%**
Tax on earnings		294,628	1.6%	89,169	16,818	400,615	2.1%
Consolidated Net Income		**540,012**	**2.9%**	**6,066**	**(15,578)**	**530,500**	**2.7%**
Non-controlling stake		35,876	0.2%	-	-	35,876	0.2%
Controlling Stake	$	**504,137**	**2.7%**	**6,066**	**(15,578)**	**494,625**	**2.5%**

***Rent is included in Expenses**
****Banking and derivative instrument fees included in paid interests – net**

ALSEA, S.A.B. DE C.V. AND SUBSIDIARIES
CONSOLIDATED INCOME STATEMENTS BY SEGMENT FOR THE THREE MONTHS ENDED SEPTEMBER 30TH, 2023
(In thousands of nominal pesos)

MEXICO		Three months ended September 30th, 2023		IFRS 16	Three months ended September 30th, 2023	
Net sales	$	9,900,398	100%	-	9,900,398	100%
*Rent**		822,012	8.3%	(583,981)	238,031	2.4%
Operating expenses		4,648,482	47.0%	(583,981)	4,064,500	41.1%
Depreciation and amortization		569,664	5.8%	460,788	1,030,452	10.4%
Operating Income		**1,173,441**	**11.9%**	**123,193**	**1,296,634**	**13.1%**
All-in cost of financing		590,648	6.0%	113,445	704,093	7.1%
Pre-Tax Income	**$**	**582,793**	**5.9%**	**9,749**	**592,541**	**6.0%**

EUROPE		Three months ended September 30th, 2023		IFRS 16	Three months ended September 30th, 2023	
Net sales	$	5,637,366	100%	-	5,637,366	100%
*Rent**		454,452	8.1%	(482,616)	(28,164)	(0.5%)
Operating expenses		3,478,953	61.7%	(482,616)	2,996,337	53.2%
Depreciation and amortization		275,513	4.9%	433,071	708,584	12.6%
Operating Income		**290,690**	**5.2%**	**49,546**	**340,236**	**6.0%**
All-in cost of financing		209,600	3.7%	58,060	267,660	4.7%
Pre-Tax Income	**$**	**81,090**	**1.4%**	**(8,515)**	**72,575**	**1.3%**

SOUTH AMERICA		Three months ended September 30th, 2023		Argentinian Restatement	IFRS 16	Three months ended September 30th, 2023	
Net sales	$	3,038,417	100%	893,793	-	3,932,210	100%
*Rent**		295,030	9.7%	-	(158,627)	136,403	3.5%
Operating expenses		1,757,623	57.8%	512,723	(158,627)	2,111,719	53.7%
Depreciation and amortization		103,695	3.4%	41,845	115,799	261,339	6.6%
Operating Income		**195,748**	**6.4%**	**54,964**	**42,828**	**293,539**	**7.5%**
All-in cost of financing		24,990	0.8%	(40,271)	42,821	27,540	0.7%
Pre-Tax Income	**$**	**170,758**	**5.6%**	**95,235**	**6**	**265,999**	**6.8%**

***Rent is included in Expenses**