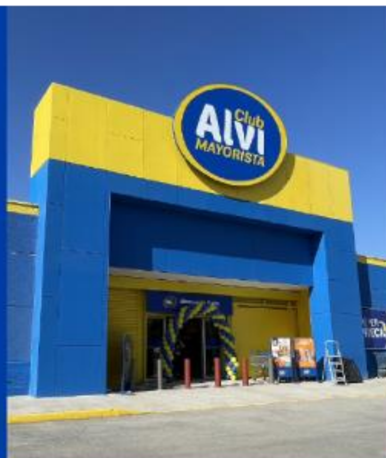
# Earnings Release

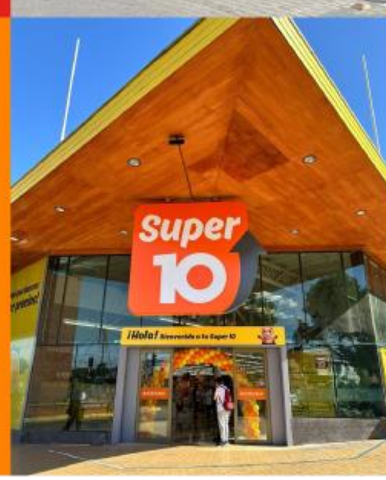
1st Quarter 2025




# Q1

May 12, 2025






# Executive Summary

SMU's **revenue** for the first quarter of 2025 (1Q25) amounted to CLP 706,710 million, a decrease of 0.7% with respect to the first quarter of 2024 (1Q24), but with an increase of 0.4% in gross profit, reflecting the improved commercial efficiency.

The lower revenue was mainly explained by the calendar effect, which generated a high comparison base for same-store sales, as the first quarter of 2024 had one additional day due to the leap year, and there was a positive impact from Easter sales in March 2024.

This effect was partially offset by the strong performance of the new stores the Company has opened as part of its **organic growth plan**. This plan includes the opening of 58 new stores between 2023 and 2025, with 35 already opened to date. Additionally, in April 2025, SMU announced its investment plan for the 2025-2029 period, which includes a total amount of USD 600 million and the opening of 115 new stores, along with other initiatives.

During the first quarter, customer preferences remained similar to those in 2024, with a strong focus on savings. To meet these needs, SMU offered promotions on price-sensitive products, helping customers maximize their family budgets.

**Gross profit** for the first quarter of 2025 totaled CLP 224,738 million, an increase of 0.4% compared to the CLP 223,934 million generated in the first quarter of 2024. In percentage terms, **gross margin** reached 31.8% in 1Q25, an expansion of 33 basis points compared to the 31.5% recorded in 1Q24. As such, the Company has managed to maintain the gross margin recovery achieved in the fourth quarter, following the change in its promotional structure implemented during 2024.

**Operating expenses**[1] increased by 8.8% in 1Q25, mainly explained by increases in the average minimum wage (11% higher compared to 1Q24) and inflation (4.1%), in addition to the higher electricity rates. The operating efficiency and productivity initiatives that the Company has implemented as part of its strategic plan have helped mitigate these impacts.

SMU's **EBITDA**[2] for the first quarter of 2025 was CLP 54,192 million (EBITDA margin 7.7%), a decrease of 19.3% compared to CLP 67,132 million (EBITDA margin 9.4%) in the first quarter of 2024.

**Operating income** for the first quarter of 2025 reached CLP 25,588 million, a decrease of CLP 15,179 million (37.2%) compared to 1Q24. This was due to the lower EBITDA, as well as an increase of CLP 2,238 million (8.5%) in depreciation and amortization, reflecting the Company's higher investment levels in recent years as part of its strategic plans.

SMU's **non-operating result** for the first quarter of 2025 amounted to a loss of CLP -25,924 million, a variation of CLP -10,411 million compared to 1Q24, mainly explained by the non-recurring effect of the organizational structure optimization plan implemented during January and February 2025 (loss of CLP 8,912 million). The savings associated with the restructuring will allow the cost to be recovered during 2025 and will also generate savings in future periods.

[1] Operating Expenses = distribution costs + administrative expenses - depreciation - amortization.
[2] EBITDA = Gross profit - distribution costs - administrative expenses + depreciation + amortization.


**Net income** for the first quarter of 2025 reached CLP 4,210 million, lower by CLP 14,903 million (78.0%) compared to CLP 19,113 million in the first quarter of 2024. This difference is explained by the lower operating result of CLP 15,179 million, as well as the non-operating result (CLP -10,411 million), partially offset by a positive variation in income tax (CLP 10,687 million).

With respect to the Company's **financial situation**, as of March 31, 2025, SMU had cash and cash equivalents of CLP 170,618 million, sufficient to meet the upcoming bond maturity of UF 3,000,000 on April 30, 2025.


## Management Commentary

With respect to the release of earnings for the first quarter of 2025, SMU’s chief executive officer, Marcelo Gálvez, stated, “In the first few months of this year, we faced a tough comparison base for our same-store sales, due to the calendar effect, as the first quarter of 2024 had an extra day from the leap year, as well as the positive impact on Easter sales in March of last year.”

“While revenue was largely flat, it is worth noting that we maintained the recovery in gross margin that we had attained in the fourth quarter of last year, and as a result, we saw growth of 0.4% in our gross profit. We expect to maintain these levels of gross margin in the coming quarters. We have continued to offer competitive promotional activity that has provided our customers with significant savings on their food purchases. Likewise, we have consolidated the presence of our private label products, with sales penetration of 13% in Chile.”

Mr. Gálvez went on to say, “The significant increases in minimum wage and electricity rates have put pressure on expenses, affecting EBITDA and EBITDA margin. However, our disciplined approach to operating expenses has allowed us to implement efficiency and productivity measures that have helped to mitigate these impacts and generate savings going forward.”

**“The new stores we have opened as part of our organic growth strategy have continued to perform well. For the 2023-2025 period, our plan includes 58 new store openings, and to date we have opened 35 stores, including 28 in Chile and seven in Peru.”**

**“Last month, we announced our growth plan for the next five years, between 2025 and 2029, which features investments of USD 600 million, where we will continue this accelerated pace of store openings. The plan includes 115 new stores, 80 of which will be located in Chile, enabling us to expand our geographic coverage, reaching over 90% of the population,” concluded Mr. Gálvez.**


## Highlights

**Five-Year Growth Plan**

In April 2025, the Company announced its investment plan for the 2025-2029 period, with a total approximate amount of USD 600 million. This plan includes initiatives including organic growth, operating efficiency, and maintenance capex. Approximately 60% of the investment will go towards organic growth, including the opening of 115 new stores: 80 in Chile and 35 in Peru, and more than 200 store remodels and conversions. In addition, between 15% and 20% of capex will go towards efficiency and productivity initiatives, including technological tools that improve efficiency throughout the Company's operations, including processes that take place in stores, the distribution network and back office. The remaining 20-25% is maintenance capex, including the renewal of IT equipment, as well as equipment used in stores and distribution centers. The plan will be financed using cash generated by the Company's operations, without the need to increase debt.

**Dividend Payment**

On May 7, 2025, SMU paid the final dividend approved by shareholders at the Annual General Meeting, corresponding to 75% of net income for the fourth quarter of 2024, for an amount of CLP 2.02487 per share (total amount CLP $11,669,742,320).

## Conference Call

SMU will host a conference call and webcast for investors on Wednesday, May 14, 2025 at 11:00 am ET/ 11:00 am Santiago to discuss its first quarter 2024 results.

*To join using your laptop, please click [https://mm.closir.com/slides?id=479040](https://mm.closir.com/slides?id=479040)*

To join using your phone, please dial in using the access numbers provided below, with the following **Participant Password: 479040**

USA: +1 718 866 4614
Chile: +56 228 401 484
Peru: +51 1706 0950
Brazil: +55 612 017 1549
Mexico: +52 55 1168 9973
UK: +44 203 984 9844

After the call, a recording will be made available at SMU's website, in the Investors section, under Financial Information: [https://www.smu.cl/inversionistas.html](https://www.smu.cl/inversionistas.html)


# ■ 1. Analysis of Income Statement

SMU's consolidated results for the periods of three months ended March 31, 2025, and 2024 are presented in the table below. All figures are expressed in Chilean pesos (CLP) and have been prepared in accordance with International Financial Reporting Standards ("IFRS").

*Table 1: **Consolidated Income Statement***

| (CLP Million) | 1Q25 | 1Q24 | △% |
|---|---|---|---|
| Revenue | 706,710 | 711,564 | (0.7%) |
| Cost of Sales | (481,972) | (487,630) | (1.2%) |
| **Gross Profit** | **224,738** | **223,934** | **0.4%** |
| ***Gross Margin (%)*** | ***31.8%*** | ***31.5%*** | |
| Distribution Costs | (12,141) | (11,132) | 9.1% |
| **Contribution Margin** | **212,597** | **212,802** | **(0.1%)** |
| ***Contribution Margin (%)*** | ***30.1%*** | ***29.9%*** | |
| Administrative Expenses (Excluding Depreciation) | (158,405) | (145,670) | 8.7% |
| **EBITDA** | **54,192** | **67,132** | **(19.3%)** |
| ***EBITDA Margin (%)*** | ***7.7%*** | ***9.4%*** | |
| Depreciation and Amortization | (28,603) | (26,365) | 8.5% |
| **Operating Income** | **25,588** | **40,767** | **(37.2%)** |
| Other Gains (Losses) | (5,139) | (85) | 5,942.0% |
| Financial Income | 2,171 | 2,507 | (13.4%) |
| Financial Expenses | (15,391) | (14,529) | 5.9% |
| Share of Profit (Loss) of Associates | (74) | (97) | (24.3%) |
| Foreign Exchange Differences | 75 | 394 | (81.0%) |
| Income (Loss) on Indexed Assets and Liabilities | (7,566) | (3,702) | 104.3% |
| **Non-operating Income** | **(25,924)** | **(15,513)** | **67.1%** |
| **Net Income (Loss) Before Taxes** | **(335)** | **25,254** | **n.a.** |
| Income Tax Expense | 4,545 | (6,142) | n.a. |
| **Net Income (Loss) of the Period** | **4,210** | **19,113** | **(78.0%)** |
| Net Income Attributable to Owners of the Parent | 4,210 | 19,113 | (78.0%) |
| Net Income Attributable to Non-controlling Interests | 0 | 0 | 0 |
| **Net Income (Loss) of the Period** | **4,210** | **19,113** | **(78.0%)** |

*n.a. = not applicable. Indicates a comparison in percentage terms between a positive number in one period and a negative number in another period.

# 1.1 Results of Operations

## 1.1.1 Revenue

**Revenue** for the first quarter of 2025 amounted to CLP 706,710 million, a decrease of 0.7% with respect to CLP 711,564 million for the first quarter of 2024.

*Table 2:* ***Revenue (CLP Bn)***

| REVENUE (CLP BN) | 1Q25 | 1Q24 | △% |
|---|---|---|---|
| UNIMARC | 487 | 486 | *0,2%* |
| CASH & CARRY | 201 | 206 | *-2,3%* |
| OTHERS(*) | 4,3 | 3,8 | *11,8%* |
| FOOD RETAIL CHILE | 693 | 696 | *-0,5%* |
| FOOD RETAIL PERU | 14,1 | 15,3 | *-8,1%* |
| **CONSOLIDATED** | **707** | **712** | ***-0,7%*** |

(*) “Others” includes all revenue other than that generated by the Company’s operating formats presented in the table, including financial services and real estate revenue.

*Table 3:* ***Same-Store Sales Growth (%)***

| SSS (△%) | 1Q25 | 1Q24 |
|---|---|---|
| UNIMARC | *-1.1%* | *0.4%* |
| CASH & CARRY | *-5.0%* | *-4.3%* |
| FOOD RETAIL CHILE | *-2.2%* | *-1.0%* |
| FOOD RETAIL PERU | *-14.7%* | *-10.4%* |
| **CONSOLIDATED** | ***-2.4%*** | ***-0.9%*** |

**Food Retail Chile** revenue decreased 0.5% in 1Q25 compared to 1Q24, while **Food Retail Peru** revenue, measured in Chilean pesos, decreased by 8.1% (10.9% in local currency). **Same-store sales (SSS)** declined 2.4% overall (-2.2% in Chile and -14.7% in Peru, measured in local currency), mainly explained by a high comparison base related to the calendar effect, as the first quarter of 2024 had one additional day due to the leap year, along with the positive impact on sales from Easter.

This effect was partially offset by the strong performance of the new stores the Company has opened as part of its organic growth plan. This plan includes the opening of 58 new stores between 2023 and 2025, with 35 already opened to date. Additionally, in April 2025, SMU announced its investment plan for the 2025-2029 period, which includes a total amount of USD 600 million and the opening of 115 new stores, along with other initiatives.


During the first quarter, customer preferences remained similar to those in 2024, with a strong focus on savings. To meet these needs, SMU offered promotions on price-sensitive products, helping customers maximize their family budgets.

By format, **Unimarc** recorded a slight increase of 0.2% in revenue compared to 1Q24 (SSS -1.1%). For the **cash & carry** segment, which includes the low-cost formats Alvi, Mayorista 10, and Super10, revenue decreased by 2.3% in 1Q25 (SSS -5%).

*Table 4:* ***Sales per Square Meter (Thous. CLP/ $M^2$)***

| SALES PER SQM (CLP Thousands/sqm) | 1Q25 | 1Q24 | △% |
|---|---|---|---|
| FOOD RETAIL CHILE | 466 | 474 | *-1.7%* |
| FOOD RETAIL PERU | 242 | 260 | *-6.8%* |
| **CONSOLIDATED** | **458** | **467** | ***-1.9%*** |

**Sales per square meter** reached CLP 457,724 in 1Q25, 1.9% lower than in 1Q24 (-1.7% in Chile and -6.8% in Peru). In both cases, the variation reflects sales performance, along with the impact of additional selling space from new stores that have not yet reached sales maturity and therefore have a lower sales per square meter than the average.


*Table 5:* ***Number of Stores and Sales Area (Thous. Square Meters)***

| NUMBER OF STORES | 1Q25 | 1Q24 | SALES AREA (THOUSANDS OF SQM) | 1Q25 | 1Q24 |
|---|---|---|---|---|---|
| UNIMARC | 295 | 290 | UNIMARC | 352 | 352 |
| CASH & CARRY | 105 | 99 | CASH & CARRY | 136 | 128 |
| FOOD RETAIL CHILE | 400 | 389 | FOOD RETAIL CHILE | 488 | 481 |
| FOOD RETAIL PERU | 31 | 29 | FOOD RETAIL PERU | 17 | 18 |
| **CONSOLIDATED** | **431** | **418** | **CONSOLIDATED** | **505** | **499** |

*Table 6:* ***Store Openings and Closures***

| OPENINGS AND CLOSURES | 1Q24 | | 2Q24 | | 3Q24 | | 4Q24 | | 1Q25 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | OPEN. | CLOS. | OPEN. | CLOS. | OPEN. | CLOS. | OPEN. | CLOS. | OPEN. | CLOS. |
| UNIMARC | 0 | 2 | 2 | 0 | 5 | 1 | 1 | 1 | 0 | 1 |
| CASH & CARRY | 1 | 0 | 0 | 0 | 3 | 0 | 2 | 0 | 1 | 0 |
| FOOD RETAIL CHILE | 1 | 2 | 2 | 0 | 8 | 1 | 3 | 1 | 1 | 1 |
| FOOD RETAIL PERU | 1 | 2 | 1 | 1 | 1 | 0 | 3 | 0 | 0 | 2 |
| **TOTAL** | **2** | **4** | **3** | **1** | **9** | **1** | **6** | **1** | **1** | **3** |

As of the end of the first quarter of 2025, SMU had 400 stores in Chile, distributed from Arica to Punta Arenas, 11 more than the 389 stores at the end of 1Q24, totaling 487,573 square meters. In Peru, the Company has 31 stores (17,262 square meters). In total, the Company operates **431 stores and 504,835 square meters** between Chile and Peru.

The Company continued to make progress on its growth plan during the first quarter, opening one Alvi store in the municipality of Coronel. On the other hand, it closed one Unimarc store, one Mayorsa store, and one Maxiahorro store, all of which had been underperforming in recent years.


## 1.1.2 Operating Expenses

**Operating expenses** (distribution costs plus administrative and selling expenses, excluding depreciation and amortization) totaled CLP 170,546 million in 1Q25, an increase of 8.8% compared to CLP 156,802 million recorded in 1Q24. As a percentage of sales, operating expenses were 24.1% in 1Q25, an increase of 210 bps compared to 22.0% in 1Q24.

**Distribution costs** for the first quarter of 2025 reached CLP 12,141 million, an increase of 9.1% compared to CLP 11,132 million in the first quarter of 2024. As a percentage of sales, distribution costs reached 1.7% in 1Q25 and 1.6% in 1Q24. The increase in distribution costs was mainly explained by inflation, partially offset by lower oil prices—variables that influence the transportation tariff algorithm—as well as increased centralization, which contributes to improved inventory management and product availability in stores.

**Administrative expenses** (excluding depreciation and amortization) totaled CLP 158,405 million (22.4% of sales) in the first quarter of 2025, an increase of 8.7% compared to CLP 145,670 million (20.5% of sales) recorded in the first quarter of 2024.

The main variations for the quarter were:

a. Increase of CLP 7,178 million (+10.2% YoY) in personnel expenses, primarily explained by the higher average minimum wage (11%), inflation adjustments (4.1%), and new store openings, partially offset by a lower average headcount.

b. Increase of CLP 5,647 million (+18.9% YoY) in services, mainly explained by higher electricity rates, as well as increased expenses for security and cleaning services, which are strongly linked to inflation and increases in the minimum wage.

***Table 7: Average Headcount***

| AVERAGE HEADCOUNT | 1Q25 | 1Q24 | △% |
|---|---|---|---|
| STORES CHILE | 20,873 | 21,021 | *-0.7%* |
| HEADQUARTERS CHILE | 2,091 | 2,045 | *2.3%* |
| **FOOD RETAIL CHILE** | **22,964** | **23,066** | ***-0.4%*** |
| STORES PERU | 574 | 576 | *-0.3%* |
| HEADQUARTERS PERU | 138 | 133 | *4.0%* |
| **FOOD RETAIL PERU** | **712** | **708** | ***0.5%*** |
| **TOTAL** | **23,676** | **23,774** | ***-0.4%*** |


## 1.1.3 Gross Margin, Contribution Margin, and EBITDA

**Gross profit** for the first quarter of 2025 totaled CLP 224,738 million, an increase of 0.4% compared to the CLP 223,934 million generated in the first quarter of 2024. In percentage terms, **gross margin** reached 31.8% in 1Q25, an expansion of 33 basis points compared to the 31.5% recorded in 1Q24. As such, the Company has managed to maintain the gross margin recovery achieved in the fourth quarter, following the change in its promotional structure implemented during 2024.

**Contribution margin** for the first quarter of 2025 amounted to CLP 212,597 million (30.1% of revenue), similar to the CLP 212,802 million (29.9% of revenue) recorded in the first quarter of 2024.

**EBITDA** for the first quarter of 2025 was CLP 54,192 million, a decrease of 19.3% compared to CLP 67,132 million in the first quarter of 2024. The EBITDA margin reached 7.7% in 1Q25, down 177 basis points from the 9.4% recorded in 1Q24.

**EBITDA adjusted for store rental expenses** (EBITDA including all rental expenses, including those not included in administrative expenses under IFRS 16) for 1Q25 amounted to CLP 30,176 million, a decrease of 31.7% compared to CLP 44,211 million in 1Q24, due to higher rental payments associated with inflation and new store openings.

**Operating income** for the first quarter of 2025 totaled CLP 25,588 million, a decrease of CLP 15,179 million (37.2%) compared to CLP 40,767 million in the first quarter of 2024. This was due to lower EBITDA, along with an increase of CLP 2,238 million (8.5%) in depreciation and amortization, reflecting the Company's higher investment levels in recent years as part of its strategic plans.


## 1.2 Non-operating Income[3]

SMU's **non-operating result** for the first quarter of 2025 totaled a loss of CLP -25,924 million, representing a variation of CLP -10,411 million compared to the loss of CLP -15,513 million recorded in the first quarter of 2024. This variation is primarily explained by:

a. A decrease of CLP 5,054 million (-5.942%) in **other gains and losses**, mainly due to: (i) a CLP 8,912 million loss associated with the organizational restructuring plan implemented during January and February 2025. The savings generated by this restructuring are expected to offset the cost during 2025 and deliver savings in future periods; and (ii) a CLP 3,903 million gain from the sale of two owned stores, which are now under long-term lease agreements.

b. An increase of CLP 3,863 million (+104.3%) in the **loss on indexed assets and liabilities**, mainly due to a higher stock of financial debt denominated in UF in 1Q25 compared to 1Q24, following bond issuances in 2024 to refinance maturities scheduled for the first half of 2025, along with a higher UF variation during the quarter.

c. An increase of CLP 863 million (+5.9%) in **financial expenses**, mainly due to the higher stock of financial debt mentioned above.

## 1.3 Income Tax Expense and Net Income

**Income tax benefit** for 1Q25 totaled CLP 4,545 million, a positive variation of CLP 10,687 million compared to the expense of CLP -6,142 million recorded in 1Q24. This variation is mainly explained by lower pre-tax income, along with a higher inflation adjustment on accumulated tax losses and other tax items, due to higher inflation in 1Q25 compared to 1Q24.

**Net income** for the first quarter of 2025 reached CLP 4,210 million, a decrease of CLP 14,903 million (-78.0%) compared to the CLP 19,113 million reported in the first quarter of 2024. This difference is explained by the lower operating result (CLP -15,179 million), along with the non-operating result (CLP -10,411 million), partially offset by the positive variation in income tax benefit (CLP 10,687 million).

[3] Non-operating income = Financial income and financial expenses + Share in profit (loss) of associates + foreign currency translation differences + income (expense) from inflation adjusted units + other gains (losses)


## 2. Analysis of Statement of Financial Position

*Table 8:* ***Statement of Financial Position as of March 31, 2025 and December 31, 2024***

| (CLP Million) | March 2025 | December 2024 | △$ | △% |
|---|---|---|---|---|
| **ASSETS** | | | | |
| **CURRENT ASSETS** | | | | |
| Cash and Cash Equivalents | 170.618 | 154.890 | 15.728 | 10,2% |
| Other Current Financial Assets | 3.748 | 3.168 | 580 | 18,3% |
| Other Current Non-Financial Assets | 27.332 | 43.167 | (15.836) | (36,7%) |
| Trade Accounts Receivable and Other Receivables, Net | 86.722 | 96.566 | (9.844) | (10,2%) |
| Accounts Receivable from Related Companies | 1.861 | 1.656 | 204 | 12,3% |
| Inventories | 230.049 | 236.300 | (6.250) | (2,6%) |
| Current Tax Assets | 4.627 | 4.976 | (348) | (7,0%) |
| **Total Current Assets** | **524.957** | **540.723** | **(15.766)** | **(2,9%)** |
| **NON-CURRENT ASSETS** | | | | |
| Other Non-Current Financial Assets | 380 | 383 | (3) | (0,8%) |
| Other Non-Current Non-Financial Assets | 2.942 | 3.120 | (179) | (5,7%) |
| Non-Current Accounts Receivable | 3.130 | 3.472 | (342) | (9,8%) |
| Investments Accounted for Using the Equity Method | 7.074 | 7.148 | (74) | (1,0%) |
| Intangible Assets Other Than Goodwill | 75.542 | 74.528 | 1.014 | 1,4% |
| Goodwill | 475.949 | 476.155 | (206) | (0,0%) |
| Property, Plant, and equipment, net | 933.008 | 931.196 | 1.812 | 0,2% |
| Deferred tax assets | 473.633 | 469.199 | 4.433 | 0,9% |
| **Total Non-Current Assets** | **1.971.659** | **1.965.202** | **6.457** | **0,3%** |
| **TOTAL ASSETS** | **2.496.615** | **2.505.924** | **(9.309)** | **(0,4%)** |
| **LIABILITIES** | | | | |
| **CURRENT LIABILITIES** | | | | |
| Other Current Financial Libialities | 228.438 | 233.701 | (5.263) | (2,3%) |
| Current Trade and Other Accounts Payable | 403.805 | 405.666 | (1.861) | (0,5%) |
| Accounts Payable to Related Companies | 231 | 484 | (253) | (52,4%) |
| Other Current Provisions | 3.926 | 4.042 | (116) | (2,9%) |
| Current Tax Liabilities | 1.239 | 1.251 | (12) | (1,0%) |
| Current Provisions for Employee Benefits | 17.346 | 25.080 | (7.734) | (30,8%) |
| Other Current Non-Financial Liabilities | 1.970 | 13.234 | (11.264) | (85,1%) |
| **Total Current Liabilities** | **656.954** | **683.459** | **(26.504)** | **(3,9%)** |
| **NON-CURRENT LIABILITIES** | | | | |
| Other Non-Current Financial Liabilities | 1.008.143 | 996.226 | 11.917 | 1,2% |
| Non-Current Trade and Other Accounts Payable | 9.599 | 9.725 | (126) | (1,3%) |
| Non-Current Provisions for Employee Benefits | 6.082 | 4.338 | 1.744 | 40,2% |
| **Total Non-Current Liabilities** | **1.023.823** | **1.010.289** | **13.535** | **1,3%** |
| **TOTAL LIABILITIES** | **1.680.778** | **1.693.747** | **(12.970)** | **(0,8%)** |
| **EQUITY** | | | | |
| Issued Capital | 522.909 | 522.909 | - | 0,0% |
| Retained Earnings | 141.406 | 137.197 | 4.210 | 3,1% |
| Other Reserves | 151.523 | 152.072 | (549) | (0,4%) |
| **Equity Attributable to the Owners of the Parent Company** | 815.838 | 812.177 | 3.661 | 0,5% |
| **Total Equity** | **815.838** | **812.177** | **3.661** | **0,5%** |
| **TOTAL LIABILITIES AND EQUITY** | **2.496.615** | **2.505.924** | **(9.309)** | **(0,4%)** |


## 2.1 Assets

As of March 31, 2025, SMU's **total assets** decreased by CLP 9,309 million (0.4%) compared to December 31, 2024, totaling CLP 2,496,615 million.

**Current assets** as of March 31, 2025, decreased by CLP 15,766 million (2.9%) compared to December 31, 2024, totaling CLP 524,957 million. The main variations during the period were:

a. A decrease of CLP 15,836 million in other current non-financial assets, primarily due to a decrease of CLP 13,123 million in VAT credit and a decrease of CLP 3,496 million in prepaid insurance.

b. An increase of CLP 15,728 million in cash and cash equivalents, as explained in Section 3 of this document.

c. A decrease of CLP 9,844 million in current trade accounts receivable and other receivables, primarily due to lower accounts receivable from Transbank, given the seasonality of the business, partially offset by an increase of CLP 15,747 million from the sale of two owned stores in March.

d. A decrease of CLP 6,250 million in inventories, due to the seasonality of the business.

**Non-current assets** as of March 31, 2025, increased by CLP 6,457 million (0.3%) compared to December 31, 2024, totaling CLP 1,971,659 million. The main variations during the period were:

a. An increase of CLP 4,433 million in deferred tax assets, net, primarily explained by an increase of CLP 8,447 million in deferred tax assets, partially offset by an increase of CLP 4,014 million in deferred tax liabilities.

b. An increase of CLP 1,812 million in property, plant, and equipment, net, primarily explained by additions during the period (CLP 40,403 million), partially offset by depreciation for the period (CLP 26,790 million). Additions during the period include capex projects such as fitting out new stores, as well as new and renewed lease contracts recognized as rights of use. Additionally, there were asset sales, retirements, and derecognitions amounting to CLP 11,310 million during the period.

c. An increase of CLP 1,014 million in intangible assets other than goodwill, explained by additions during the period (CLP 2,876 million), partially offset by amortization for the period (CLP 1,813 million).


## 2.2 Liabilities

As of March 31, 2025, SMU's **total liabilities** decreased by CLP 12,970 million (0.8%) compared to December 31, 2024, totaling CLP 1,680,778 million.

**Current liabilities** as of March 31, 2025, decreased by CLP 26,504 million (3.9%) compared to December 31, 2024, totaling CLP 656,954 million.

The main variations during the period were:

a. A decrease of CLP 11,264 million in other current non-financial liabilities, primarily explained by a CLP 11,649 million decrease in VAT fiscal debit.

b. A decrease of CLP 7,734 million in current provisions for employee benefits, primarily explained by a CLP 4,474 million decrease in the provision for employee benefits and bonuses, due to the payment of bonuses during the first quarter, partially offset by new provisions for incentives for the current period. Additionally, the vacation provision decreased by CLP 3,083 million due to vacations taken during the summer months.

c. A decrease of CLP 5,263 million in other current financial liabilities, primarily explained by a CLP 19,700 million decrease in obligations with the public, partially offset by an increase of CLP 13,378 million in bank loans and an increase of CLP 1,030 million in obligations for rights of use.

d. A decrease of CLP 1,861 million in current trade accounts payable and other payables, primarily explained by a CLP 4,798 million decrease in accounts payable to suppliers, related to the month-end cut-off date, partially offset by an increase of CLP 3,453 million in withholdings associated with the payment of bonuses to employees during the first quarter, as taxes and voluntary pension fund contributions are withheld and paid in April.

**Non-current liabilities** as of March 31, 2025, increased by CLP 13,535 million (1.3%) compared to December 31, 2024, totaling CLP 1,023,823 million. The main variation during the period was an increase of CLP 11,917 million in other non-current financial liabilities, explained by the addition of new lease agreements signed during the period and the increase in the value of the UF during the period, partially offset by the transfer to current of upcoming maturities.

## 2.3 Shareholders' Equity

**Shareholders' equity** increased by CLP 3,661 million (0.5%), primarily explained by net income for the period (CLP 4,210 million).


# 3. Analysis of Statement of Cash Flows

*Table 9: **Statement of Cash Flows for the 3 Months Ended March 31, 2025 and 2024***

| (CLP Million) | March 2025 | March 2024 | △$ |
|---|---|---|---|
| Net Cash Flows From (Used in) Operating Activities | 76,003 | 104,215 | (28,212) |
| Net Cash Flows From (Used in) Investing Activities | (18,730) | (13,405) | (5,325) |
| Net Cash Flows From (Used in) Financing Activities | (41,545) | (14,931) | (26,614) |
| **Net Increase (Decrease) in Cash and Cash Equivalents** | **15,728** | **75,880** | **(60,151)** |
| Cash and Cash Equivalents at Beginning of Period | 154,890 | 105,218 | 49,672 |
| **Cash and Cash Equivalents at End of Period** | **170,618** | **181,098** | **(10,480)** |

During the first quarter of 2025, cash provided by **operating activities** totaled CLP 76,003 million, a decrease of CLP 28,212 million compared to the CLP 104,215 million generated in the first quarter of 2024. The lower cash generation is primarily explained by the high comparison base in the previous year, when a payment of CLP 51,815 million was received from the recovery of insurance related to the acts of vandalism that took place in October 2019, as well as lower collections from the sale of goods and provision of services (CLP 24,064 million), partially offset by lower payments to employees (CLP 12,539 million), lower payments to suppliers for the supply of goods and services (CLP 9,591 million), and lower other operating payments (CLP 2,890 million).

Cash used in **investing activities** reached a net outflow of CLP -18,730 million in 1Q25, a negative variation of CLP 5,325 million compared to the net outflow of CLP -13,405 million in 1Q24. This variation is mainly due to a higher level of **CAPEX** during the quarter, which includes purchases of property, plant and equipment, as well as purchases of intangible assets, totaling CLP 18,739 million in 1Q25 and CLP 13,343 million in 1Q24.

Cash used in **financing activities** reached a net outflow of CLP -41,545 million in the first quarter of 2025, a negative variation of CLP 26,614 million, mainly explained by (i) loan repayments of CLP 23,715 million; (ii) financial lease payments of CLP 16,665 million; and (iii) interest payments of CLP 14,922 million, partially offset by (iv) proceeds from short-term loans of CLP 13,758 million. In the first quarter of 2024, cash used in financing activities totaled a net outflow of CLP -14,931 million, explained by (i) loan repayments of CLP 23,252 million; (ii) financial lease payments of CLP 15,249 million; and (iii) interest payments of CLP 13,458 million, partially offset by (iv) proceeds from long-term loans of CLP 37,029 million.


# 4. Financial Indicators

*Table 10:* ***Financial Indicators***

| | | | Mar. 2025 | Dec. 2024 |
|---|---|---|---|---|
| **LIQUIDITY** | | | | |
| Liquidity Ratio | times | *Current assets/current liabilities* | 0.80 | 0.79 |
| Acid Ratio | times | *(Current assets - inventories)/current liabilities* | 0.45 | 0.45 |
| **LEVERAGE** | | | | |
| Total Liabilities / Total Assets | times | *Total liabilities / Total assets* | 0.67 | 0.68 |
| Total Liabilities / Equity | times | *Total liabilities / Equity* | 2.06 | 2.09 |
| Net Financial Debt / Equity | times | *(Other current financial liabilities - current obligations for rights of use + other non-current financial liabilities - non-current obligations for rights of use - cash and cash equivalents)/Shareholders' equity* | 0.61 | 0.63 |
| Current Liabilities / Total Liabilities | % | *Total current liabilities/Total liabilities* | 39.09 | 40.35 |
| Net Financial Liabilities / EBITDA | times | *(Other current financial liabilities + other non-current financial liabilities - cash and cash equivalents)/EBITDA for the last 12 months* | 4.87 | 4.63 |
| **WORKING CAPITAL** | | | | |
| Days of Inventory | days | *Average inventory for the period / Daily cost of goods sold for the period* | 43.54 | 40.90 |
| Accounts Receivable Days | days | *Average current trade and other accounts receivable for the period / (Daily revenue for the period * 1.19)* | 9.81 | 12.49 |
| Accounts Payable Days | days | *Average current trade and other accounts payable for the period / (Daily cost of goods sold for the period * 1.19)* | 63.51 | 63.01 |
| **EFFICIENCY (12 months)** | | | | |
| Interest Coverage (Last 12 months) | times | *EBITDA for the last 12 months / (financial expenses for the last 12 months - financial income for the last 12 months)* | 4.17 | 4.52 |
| Gross Margin (Last 12 months) | % | | 30.76 | 30.68 |
| EBITDA (Last 12 months) | CLP MM | | 219,013 | 231,953 |
| EBITDA Margin (Last 12 months) | % | | 7.60 | 8.03 |
| **PROFITABILITY (12 months)** | | | | |
| Return on Assets | % | *Net income last 12 months / Total assets* | 1.36 | 1.95 |
| Return on Assets (excluding goodwill) | % | *Net income last 12 months / (Total assets - goodwill)* | 1.68 | 2.40 |
| Return on Equity | % | *Net income last 12 months / Shareholders' Equity* | 4.15 | 6.00 |
| Return on Invested Capital (including goodwill) | % | *Operating income last 12 months / (Accounts receivable + inventories + intangible assets + goodwill + property, plant and equipment)* | 6.00 | 6.80 |
| Return on Invested Capital (excluding goodwill) | % | *Operating income last 12 months / (Accounts receivable + inventories + intangible assets + property, plant and equipment)* | 8.16 | 9.21 |
| **EBITDA Adjusted for Store Rental Expenses** | | | | |
| EBITDA Adjusted for Store Rental Expenses (Last 12 months) | CLP MM | *EBITDA including store rental expenses not included in administrative expenses under IFRS* | 124,541 | 138,576 |
| Interest Coverage Adjusted for Store Rental Expenses (Last 12 mmonths) | times | *EBITDA Adjusted for Store Rental Expenses for the last 12 months / (interest expense for the last 12 months -interest on liabilities for rights of use for the last 12 months - financial income for the last 12 months)* | 7.34 | 8.85 |
| Net Financial Debt/EBITDA Adjusted for Store Rental Expenses | times | *(Other current financial liabilities - current obligations for rights of use + other non-current financial liabilities - non-current obligations for rights of use - cash and cash equivalents)/EBITDA Adjusted for Store Rental Expenses for the last 12 months* | 3.98 | 3.70 |

With respect to **liquidity** indicators, there are no significant variations between December 2024 and March 2025.

With respect to **indebtedness** indicators, the decrease in the ratio of net financial debt to equity is explained by lower net financial debt, due to a higher cash balance as of March 31. The increase in the ratio of net financial debt to EBITDA is explained by a lower EBITDA over the last twelve months.

With respect to **activity** indicators, the main variations are observed in inventory turnover, explained by an increase in average inventory along with a lower daily cost of sales; and in accounts receivable


turnover, due to an increase in average accounts receivable, for the reasons described in section 2 of this document.

With respect to **efficiency** indicators, the lower coverage of financial expenses is mainly explained by the lower EBITDA over the last twelve months, as described in section 1 of this document.

With respect to **profitability** indicators, the lower ROA, ROE, and ROIC are primarily explained by lower net income and lower operating results, for the reasons described in section 1 of this document.

## 5. Risk Management

In Note 4 to the Consolidated Financial Statements of SMU S.A. as of March 31, 2025, there is a description of the main risks faced by the Company, as well as the measures used to mitigate these risks.

## 6. Relevant Events During the Period

1. On March 3, 2025, the company announced on its website that, as a result of operational efficiency initiatives within the framework of the Company's strategic plan, which includes the incorporation of technological tools and process redesigns in the head office and stores, the Company has developed a plan to optimize its organizational structure. This plan was implemented during January and February of the current year, 2025, and its cost was approximately CLP 8,900 million, which will be reflected in the financial statements for the first quarter of 2025. The savings associated with the restructuring will allow the cost to be recovered during 2025 and will also generate savings in future periods. The implemented strategic initiatives will increase productivity, mitigate the rise in operational expenses, and at the same time, contribute to improving the customer experience.
2. On March 31, 2025, the Company filed an essential fact, informing that that the Company’s Board of Directors agreed to the following:
    a. To call an Annual Ordinary Shareholders’ Meeting to be held on April 24, 2025, at 10:00 am, at Cerro El Plomo 5680 11th floor, Las Condes, Santiago, in order to inform the Company’s shareholders of and/or to submit for the approval of the Company’s shareholders the following matters:
        i. Approve the annual report and financial statements for the 2024 period.
        ii. Approve the report of independent auditors for the 2024 period.
        iii. Approve remunerations of Board of Directors and other corporate committees for the 2025 period. Inform Board of Directors expenses incurred during 2024 period.
        iv. Inform activities and expenses of Directors’ Committee for the 2024 period and determine remunerations and budget for the 2025 period.
        v. Inform operations referred to under Title XVI of Law No. 18,046 (related-party operations).
        vi. Designate independent audit firm for the 2025 period.
        vii. Designate credit rating agencies for the 2025 period.


viii. Dividend payment and distribution of net income for the 2024 period.
ix. Designate the newspaper in which legally required notifications will be published.
x. Review any other matter that is of interest to shareholders and pertains to the Annual General Shareholders' Meeting.

b. To submit for shareholder approval at such Annual Shareholders' Meeting a proposal for the payment of a final dividend in the amount of CLP 2.02487 per share to be charged to net income for the year 2024. This final dividend is in addition to the interim dividends of CLP 2.48724 per share, CLP 0.86011 per share, and CLP 0.97184 per share, paid on June 5, September 5, and December 4, 2024, respectively, all of which were charged to net income for the year 2024. The sum of the proposed final dividend and the interim dividends that have been paid is CLP 36,562,122,735, which equivalent to 75% of 2024 net income. Should it be approved, the final dividend of CLP 2.02487 (total amount of CLP 11,669,742,320) would be paid on May 7, 2025, to shareholders of record as of the fifth business day prior to such date.


## 7. Subsequent Events

1. On April 13, 2025, the Company announced its investment plan for the 2025-2029 period, with a total approximate amount of USD 600 million. This plan includes initiatives for organic growth, efficiency, and maintenance capex. Approximately 60% of the investment will go towards organic growth, including the opening of 115 new stores, 80 in Chile and 35 in Peru, and more than 200 store remodels and conversions. In addition, between 15% and 20% will go towards efficiency and productivity initiatives, including technological tools that improve processes in stores, the distribution network, and back office. The remaining 20-25% is maintenance capex, including the renewal of IT equipment, as well as equipment used in stores and distribution centers. The plan will be financed using cash generated by the Company's operations, without the need to increase debt.

2. On April 25, 2024, the Company filed an essential fact, informing that at the Company's Annual General Shareholders' Meeting held that day, shareholders approved the following resolutions:

   i. Approve annual report and financial statements for the 2024 period.
   ii. Approve the report of independent auditors for the 2024 period.
   iii. Approve remunerations of Board of Directors and other corporate committees for the 2025 period. In addition, shareholders were informed of Board of Directors expenses incurred during the 2024 period.
   iv. Approve remunerations and budget of the Directors' Committee for the 2025 period and inform activities and expenses of such committee during 2024.
   v. Approve the report of operations referred to under Title XVI of Law No. 18,046 (related-party operations).
   vi. Designate EY Servicios Profesionales de Auditoría y Asesorías Limitada (EY) as the independent audit firm for the 2025; and designate Feller-Rate and ICR as local credit rating agencies for the 2025 period.
   vii. Designate the El Pulso section of La Tercera as the newspaper in which legally required notifications will be published.
   viii. Distribute to shareholders a final dividend in the amount of CLP 2.02487 per share to be charged to net income for the year 2024. This final dividend is in addition to the interim dividends of CLP 2.48724 per share, CLP 0.86011 per share, and CLP 0.97184 per share, paid on June 5, September 5, and December 4, 2024, respectively. The sum of the proposed final dividend and the interim dividends that have been paid is CLP 36,562,122,735, which equivalent to 75% of 2024 net income. The final dividend of CLP 2.02487 (total amount of CLP 11,669,742,320) will be paid on May 7, 2025, to shareholders of record as of the fifth business day prior to such date.

**About SMU**

SMU is a leading food retailer in Chile, satisfying the needs of its B2C and B2B customers with multiple formats (Unimarc, Alvi, Mayorista 10 and Super10) and broad geographic coverage, with operations in all 16 regions of the country. SMU also has a growing presence in Peru, through the brands Mayorsa and Maxiahorro

**Caution Regarding Forward-Looking Statements**

This press release may contain forward-looking statements. We have based any such forward-looking statements largely on our current beliefs, expectations and projections about future events and financial trends affecting our business. Although management considers these projections to be reasonable based on information currently available to it, many important factors could cause our actual results to differ substantially from those anticipated in our forward-looking statements. The words “believe,” “may,” “will,” “aim,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “forecast” and similar words are intended to identify forward-looking statements. Forward-looking statements include information concerning our possible or assumed future results of operations, business strategies, financing plans, competitive position, industry environment, potential growth opportunities and the effects of future regulation and competition. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks that predictions, forecasts, projections, and other forward-looking statements will not be achieved. In light of the risks and uncertainties described above, the forward-looking events and circumstances discussed in this press release might not occur and are not guarantees of future performance. Therefore, we caution readers not to place undue reliance on these statements. Forward-looking statements speak only as of the date they were made, and we undertake no obligation to update or revise any forward-looking statements included in this press release because of new information, future events, or other factors.

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