Earnings Release

2nd Quarter 2024

SMU S.A.

August 12, 2024

Executive Summary: SMU S.A.'s Consolidated Results

SMU's revenue for the first half of 2024 (1H24) amounted to CLP 1,402,784 million, a decrease of 0.4% with respect to CLP 1,408,833 million for the first half of 2023 (1H23). With respect to the second quarter of 2024 (2Q24), revenue totaled CLP 691,219 million, a decrease of 1.9% compared to CLP 704,594 million reported for the second quarter of 2023 (2Q23).

The decrease in revenue is primarily explained by sales performance in the month of April, when the calendar effect related to Easter had an impact on the food retail industry, as sales were transferred from April in 2023 to March in 2024. On top of this effect, the low levels of consumption observed in recent periods continued in the second quarter, as reflected by customer behavior, including budget optimization through purchases of fewer quantities and substitution for cheaper products. In April the number of customers and transactions fell year-over-year for the first time since the second quarter of 2021. However, in the months of May and June, SMU once again saw growth in its sales, and the numbers of customers and transactions recovered.

Although the weak consumption environment continued during the quarter, customers have responded favorably to the new commercial initiatives SMU's different formats have implemented, such as promotions focusing on basic products to which customers are highly price-sensitive, and consequently, there has been a positive effect on sales that is expected to continue in the coming months. As a result, in May and June, the average spend per customer grew year-over-year for the first time since January 2023. Similarly, the average ticket increased year-over-year in June, which hadn't happened since the end of 2022.

Online sales, through both SMU's own platforms and strategic partnerships with last milers, grew 28% in the second quarter of 2024, accounting for 4.1% of revenue at stores with online operations in 1H24[1] and 4.7% in 2Q24, driven by the Cyber Day promotions in the second quarter.

It is also worth noting that the new stores that the Company has opened in 2023 and 2024, as part of its organic growth plan, have performed better than expected. In the first half of 2024, these stores have had sales above plan, and in fact, 50% of the stores opened in 2023 have already reached levels of sales per square meter higher than the average for the format. SMU has continued to make progress with the additional store openings that are part of the strategic plan for 2023-2025.

Gross profit for the first half of 2024 totaled CLP 432,038 million, similar to the first half of 2023. In the second quarter, gross profit totaled CLP 208,104 million, a decrease of 3.7% with respect to CLP 216,188 million in 2Q23. In percentage terms, gross margin amounted to 30.8% in 1H24, an expansion of 20 basis points (bps) over the 30.6% of 1H23, whereas in 2Q24, gross margin was 30.1%, a decrease of 60 bps compared to 30.7% for 2Q23. The decrease in the second quarter of 2024 reflects the implementation of promotional activities focused on basic products to which customers are highly price-sensitive, improving the Company's competitive position by offering more attractive prices. As a result, sales in May and June improved, and there was an impact on the sales and margin mix.

Operating expenses[2] increased by 4.5% in 1H24, and by 3.0% in 2Q24—that is, a reduction of operating expenses in real terms in the second quarter, reflecting the operating efficiency and productivity initiatives that the Company has implemented as part of its strategic plan, helping to mitigate increases in minimum wage, inflation, and electricity and security costs.

[1] Considers Unimarc format.
[2] Operating expenses = distribution costs + administrative expenses – depreciation - amortization

SMU's **EBITDA**[3] reached CLP 114,003 million in the first half of 2024 (EBITDA margin 8.1%), a decrease of 10.4% with respect to 1H23. In 2Q24, EBITDA amounted to CLP 46,871 million (EBITDA margin 6.8%), a decrease of 21.3% with respect to 2Q23, reflecting lower operating leverage as a result of lower sales.

Net income for the first half of 2024 totaled CLP 25,722 million, CLP 14,573 million (36.2%) lower than the first half of 2023. With respect to the second quarter, net income amounted to CLP 6,609 million, a decrease of CLP 11,910 million (64,3%), essentially due to the lower EBITDA.

With respect to the Company's **financial position**, in March, April, and July 2024, SMU carried out three successful local bond placements: The Series AR bonds, for UF 1,000,000, have a bullet structure maturing in the year 2034 and an annual interest rate of 4,44% (spread 184 bps). The Series AQ bonds, for UF 1,500,000, have a bullet structure maturing in the year 2029 and an annual interest rate of 4.27% (spread 175 bps). The Series AS bonds, for UF 2,000,000, have a bullet structure maturing in the year 2030 and an annual interest rate of 4.14% (spread 124 bps). These transactions enabled the Company to flatten its maturity profile for the upcoming years.

[3] EBITDA = Gross profit – distribution costs – administrative expenses + depreciation + amortization

Management Commentary

With respect to the release of earnings for the first half and second quarter of 2024, SMU's CEO, Marcelo Gálvez, stated, "Our results this quarter were strongly impacted by performance in the month of April, due to the calendar effect associated with Easter. The sales we had related to this holiday in April of last year were transferred to March this year, leading to a fall in revenue, and also in the number of customers and transactions. However, as a result of new promotional activity we implemented in May and June, we saw sales growth again in those months, and we also saw a recovery not only in the numbers of customers and transactions but also in the average monthly spend per customer and the average ticket, two indicators that hadn't grown year-over-year since early 2023. We expect this trend to continue in the coming months."

Mr. Gálvez went on to say, "It's also worth highlighting that, thanks to our discipline and the implementation of operating efficiency and productivity initiatives, our operating expenses increased only 3% this quarter, which is a reduction in real terms, as inflation for the last 12 months was over 4%, and the minimum wage has increased almost 10% compared to the same period of 2023."

"Although the lower sales led to a decrease in EBITDA and net income for the quarter, we believe the business is healthy, and we are positioning ourselves well for future growth through the execution of our strategic plan for 2023-2025."

"Specifically regarding organic growth, this year to date we've opened eight new stores in Chile and Peru, on top of the 14 stores we opened last year. We're very pleased with the performance of the new stores: on average, they are selling above plan, and in fact, 50% of the stores we opened in 2023 have already reached levels of sales per square meter that are higher than the format average. We've also had strong performance in our online operations, with sales growth of 28% and penetration approaching 5% of sales in the second quarter, driven by our Cyber Day promotions."

"With respect to the experience of our customers, we know that economic conditions continue to place restrictions on their budgets, which is why we have worked to implement new initiatives that help them to save. In particular, campaigns such as *Precio Oferta*, or 'Sale Price' at Unimarc, and *Oferta*, or 'Sale' at Mayorista 10 and Super10 offer promotions that are focused on basic products to which consumers are highly price sensitive. In addition, we continue to launch new private label products, and in July, we launched a new concept of membership levels for our Club Unimarc loyalty program, making us the first food retailer in Chile to offer this type of program. Our customers benefit from exclusive promotions and discounts, depending on their membership level: Club Member, Gold Member, or Platinum Member. We are confident that these initiatives will help drive sales growth in future periods," concluded Mr. Gálvez.

Highlights

New Store Openings

One of the key initiatives in SMU's strategy for the 2023-2025 period is its organic growth plan, which includes 58 new store openings in three years. In 2023, the Company opened 14 stores, and in 2024 to date, a further eight: four Unimarc stores, three Maxi Ahorro stores, and one Super10 store. As such, SMU has consolidated its position in certain municipalities, while also expanding its footprint into new municipalities. On average, the stores opened between 2023 and 2024 have outperformed expectations.

Bond Placements

In March, April, and July 2024, SMU carried out three successful local bond placements, enabling the Company to flatten its maturity profile for the upcoming years. On March 21, 2024, the Company placed the Series AR bonds (UF 1,000,000), with a bullet structure maturing in 2034 and a placement rate of 4.44% (spread of 184 bps). On April 4, 2024, the Company placed the Series AQ bonds (UF 1,500,000), with a bullet structure maturing in 2029 and a placement rate of 4.27% (spread of 175 bps). On July 10, 2024, the Company placed the Series AS bonds (UF 2,000,000), with a bullet structure maturing in 2030 and a placement rate of 4.14% (spread of 124 bps).

Dividends Paid

During the second quarter of 2024, SMU paid two dividends: on May 8, the Company paid the final dividend charged to net income for the fourth quarter of 2023, for CLP 4.75686/share (total amount CLP 27,414,762,652), and on June 5, the Company paid an interim dividend charged to net income for the first quarter of 2024, for CLP 2.48724/share (total amount CLP 14,334,475,738).

Conference Call

SMU will host a conference call and webcast for investors on Tuesday, August 13, 2024 at 11:00 am ET/ 11:00 am Santiago to discuss its second quarter 2024 results.

To join using your laptop, please click 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/en/inversionistas.html.

1. Analysis of Income Statement

SMU's consolidated results for the periods of three and six months ended June 30, 2024, and 2023 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)	2Q24	2Q23	△%	1H24	1H23	△%
Revenue	691,219	704,594	(1.9%)	1,402,784	1,408,833	(0.4%)
Cost of Sales	(483,116)	(488,406)	(1.1%)	(970,746)	(977,346)	(0.7%)
Gross Profit	**208,104**	**216,188**	**(3.7%)**	**432,038**	**431,487**	**0.1%**
Gross Margin (%)	***30.1%***	***30.7%***		***30.8%***	***30.6%***	
Distribution Costs	(11,015)	(9,935)	10.9%	(22,147)	(20,471)	8.2%
Contribution Margin	**197,089**	**206,253**	**(4.4%)**	**409,891**	**411,016**	**(0.3%)**
Contribution Margin (%)	***28.5%***	***29.3%***		***29.2%***	***29.2%***	
Administrative Expenses (Excluding Depreciation)	(150,218)	(146,676)	2.4%	(295,888)	(283,738)	4.3%
EBITDA	**46,871**	**59,577**	**(21.3%)**	**114,003**	**127,278**	**(10.4%)**
EBITDA Margin (%)	***6.8%***	***8.5%***		***8.1%***	***9.0%***	
Depreciation and Amortization	(26,467)	(24,776)	6.8%	(52,832)	(48,815)	8.2%
Operating Income	**20,403**	**34,801**	**(41.4%)**	**61,170**	**78,463**	**(22.0%)**
Other Gains (Losses)	544	614	(11.5%)	459	186	145.9%
Financial Income	2,671	2,239	19.3%	5,178	5,577	(7.2%)
Financial Expenses	(15,172)	(13,271)	14.3%	(29,701)	(26,509)	12.0%
Share of Profit (Loss) of Associates	(65)	17	n.a.	(162)	45	n.a.
Foreign Exchange Differences	(290)	(83)	249.4%	104	(375)	n.a.
Income (Loss) on Indexed Assets and Liabilities	(7,005)	(6,450)	8.6%	(10,707)	(12,645)	(15.3%)
Non-operating Income	**(19,318)**	**(16,934)**	**14.1%**	**(34,831)**	**(33,721)**	**3.3%**
Net Income (Loss) Before Taxes	**1,086**	**17,867**	**(93.9%)**	**26,340**	**44,743**	**(41.1%)**
Income Tax Expense	5,524	652	746.9%	(618)	(4,447)	(86.1%)
Net Income (Loss) of the Period	**6,609**	**18,519**	**(64.3%)**	**25,722**	**40,295**	**(36.2%)**
Net income attributable to owners of the Parent	6,609	18,784	(64.8%)	25,722	40,995	(37.3%)
Net income attributable to non-controlling interests	0	(265)	n.a.	0	(700)	n.a.
Net Income (Loss) of the Period	**6,609**	**18,519**	**(64.3%)**	**25,722**	**40,295**	**(36.2%)**

*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 half of 2024 amounted to CLP 1,402,784 million, a decrease of 0.4% with respect to CLP 1,408,833 million for the first half of 2023. With respect to the second quarter of 2024, revenue totaled CLP 691,219 million, a decrease of 1.9% compared to CLP 704,594 million reported in 2Q23.

Table 2: Revenue (CLP Bn)

REVENUE (CLP BN)	2Q24	2Q23	△%	1H24	1H23	△%
UNIMARC	458	466	*-1.6%*	945	942	*0.3%*
CASH & CARRY	215	220	*-2.5%*	421	430	*-2.1%*
OTHERS(*)	3.7	4.2	*-12.6%*	7.5	8.3	*-9.4%*
FOOD RETAIL CHILE	677	690	*-2.0%*	1,373	1,380	*-0.5%*
FOOD RETAIL PERU	14.6	14.4	*0.8%*	29.9	28.6	*4.6%*
CONSOLIDATED	691	705	*-1.9%*	1,403	1,409	*-0.4%*

(*) "Others" includes all revenue other than that generated by the Company's operating formats presented in the table.

Food Retail Chile revenue decreased 0.5% in 1H24 with respect to 1H23, including an increase of 0.3% in the Unimarc format and a decrease of 2.1% in the cash & carry segment, which includes the low-cost formats Alvi, Mayorista 10 and Super10. However, it is worth noting that the comparison base for the cash & carry segment is higher, having grown 7.8% in the first half of 2023. Revenue for the second quarter of 2024 decreased 2.0%, including a decrease of 1.6% in Unimarc and 2.5% in cash & carry.

The decrease in revenue is primarily explained by sales performance in the month of April, when the calendar effect related to Easter had an impact on the food retail industry, as sales were transferred from April in 2023 to March in 2024. On top of this effect, the low levels of consumption observed in recent periods continued in the second quarter, as reflected by customer behavior, including budget optimization through purchases of fewer quantities and substitution for cheaper products. In April the number of customers and transactions fell year-over-year for the first time since the second quarter of 2021. However, in the months of May and June, SMU once again saw growth in its sales, and the numbers of customers and transactions recovered.

Although the weak consumption environment continued during the quarter, customers have responded favorably to the new commercial initiatives SMU's different formats have implemented, such as promotions focusing on basic products to which customers are highly price-sensitive, and consequently, there has been a positive effect on sales that is expected to continue in the coming months. As a result, in May and June, the average spend per customer grew year-over-year for the first time since January 2023. Similarly, the average ticket increased year-over-year in June, which hadn't happened since the end of 2022.

It is also worth noting that the new stores that the Company has opened in 2023 and 2024, as part of its organic growth plan, have performed better than expected. In the first half of 2024, these stores have had sales above plan, and in fact, 50% of the stores opened in 2023 have already reached levels of sales per square meter higher than the average for the format. SMU has continued to make progress with the additional store openings that are part of the strategic plan for 2023-2025.

Online sales, through both SMU's own platforms and strategic partnerships with last milers, grew 28% in the second quarter of 2024, accounting for 4.1% of revenue at stores with online operations in 1H24[4] and 4.7% in 2Q24, driven by the Cyber Day promotions in the second quarter.

Revenue for Food Retail Peru, measured in Chilean pesos, increased 4.6% in the first half and 0.8% in the second quarter, reflecting the depreciation of the Chilean peso during the past year. Measured in local currency, revenue decreased 10.5% in the half and 12.5% in the quarter, partly reflecting the complex economic scenario that affects consumption. Additionally, three older, underperforming Maxi Ahorro stores were closed, helping to optimize the store portfolio. The effect of these closures was partially offset by the opening of a new store in January 2024 and another new store in June. Likewise, as in recent years, the new stores that have been opened as part of the Company's organic growth plan continued to perform better than expected.

Table 3: Same-Store Sales Growth (%)

SSS (△%)	2Q24	2Q23	1H24	1H23
UNIMARC	*-3.5%*	*3.0%*	*-1.5%*	*2.4%*
CASH & CARRY	*-5.8%*	*4.4%*	*-5.1%*	*7.5%*
FOOD RETAIL CHILE	*-4.2%*	*3.5%*	*-2.6%*	*3.9%*
FOOD RETAIL PERU	*-11.0%*	*3.4%*	*-10.7%*	*1.2%*
CONSOLIDATED	*-4.1%*	*3.4%*	*-2.5%*	*3.8%*

Same-store sales (SSS) decreased by 2.5% in the first half of 2024 and 4.1% in the second quarter. The difference with respect to revenue growth is due to the new stores that have opened in the last 12 months, which contribute to revenue but are not included in the calculation of same-store sales. By format, in 1H24 Unimarc decreased 1.5% (-3.5% in 2Q24), whereas the cash & carry segment decreased by 5.1% (-5.8% in 2Q24), but with a more challenging comparison base (increase of 7.5% in 1H23 and 4.4% in 2Q23).

For Food Retail Peru, SSS (measured in soles) decreased by 10.7% in the first half of 2024 and 11.0% in 2Q24. However, it is important to note that the Maxi Ahorro stores that have opened in the north of the country, which is the geographic focus area for future growth, continue to outperform the rest of the format.

[4] Considers Unimarc format.

Table 4: Sales per Square Meter (Thous. CLP/M2)

SALES PER SQM (CLP Thousands/sqm)	2Q24	2Q23	△%	1H24	1H23	△%
FOOD RETAIL CHILE	460	479	*-4.1%*	467	480	*-2.7%*
FOOD RETAIL PERU	268	240	*11.7%*	262	239	*9.7%*
CONSOLIDATED	453	469	*-3.6%*	459	470	*-2.3%*

Sales per square meter reached CLP 459,207 for the first half of 2024, 2.3% lower than the first half of 2023. In the second quarter, sales per square meter amounted to CLP 452,674, a decrease of 3.6% compared to 2Q23. Food Retail Chile decreased by 2.7% in 1H24 (-4,1% in 2Q24), primarily explained by the lower revenue during the period. Food Retail Peru (measured in Chilean pesos) saw an increase of 9.7% in 1H24 and of 11.7% in 2Q24, reflecting the increase in sales (measured in Chilean pesos), in addition to the decrease of square meters due to the store closures described above.

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

NUMBER OF STORES	2Q24	2Q23
UNIMARC	292	287
CASH & CARRY	99	94
FOOD RETAIL CHILE	391	381
FOOD RETAIL PERU	29	30
CONSOLIDATED	420	411

SALES AREA (THOUSANDS OF SQM)	2Q24	2Q23
UNIMARC	354	351
CASH & CARRY	128	122
FOOD RETAIL CHILE	482	473
FOOD RETAIL PERU	18	20
CONSOLIDATED	500	493

Table 6: Store Openings and Closures

OPENINGS AND CLOSURES	2Q23		3Q23		4Q23		1Q24		2Q24	
	OPEN.	CLOS.	OPEN.	CLOS.	OPEN.	CLOS.	OPEN.	CLOS.	OPEN.	CLOS.
UNIMARC	2	1	2	0	4	1	0	2	2	0
CASH & CARRY	0	1	1	0	3	0	1	0	0	0
FOOD RETAIL CHILE	2	2	3	0	7	1	1	2	2	0
FOOD RETAIL PERU	1	0	0	0	0	0	1	2	1	1

As of June 30, 2024, SMU's operations included 391 stores in Chile, distributed from Arica to Punta Arenas, 10 more than the 381 stores at the end of 2Q23, and a total of 482,087 square meters. In Peru, the Company had 29 stores (18,125 square meters), similar to 2Q23, but with a decrease in the selling area, due to the fact that the stores opened during the period are smaller than the stores that were closed. In total, between Chile and Peru, the Company has **420 stores and 500,212 square meters.**

SMU continued to make progress on its organic growth plan in the first half of the year, opening five stores: two Unimarc stores (one in the Coquimbo Region and the other in the Santiago Metro Region); two Maxi Ahorro stores in Peru; and one Super10, in Limache. During the period, the Company also closed two Unimarc stores in Chile and three Maxi Ahorro stores in Peru. These stores had been consistently underperforming the rest of the format over the last several years.

1.1.2. Distribution Costs and Administrative Expenses

Operating expenses (distribution costs plus administrative expenses, excluding depreciation and amortization) totaled CLP 318,035 million for 1H24, an increase of 4.5% with respect to CLP 304,209 million reported in 1H23. As a percentage of sales, operating expenses were 22.7% in 1H24, an increase of 110 bps with respect to 21.6% for 1H23. In the second quarter of 2024, operating expenses amounted to CLP 161,233 million (23.3% of revenue), an increase of 3.0% with respect to CLP 156,612 million (22.2% of revenue) in 2Q23. That is, operating expenses in real terms decreased in the second quarter, reflecting the operating efficiency and productivity initiatives that the Company has implemented as part of its strategic plan, helping to mitigate increases in minimum wage, inflation, and electricity and security costs.

Distribution costs for the first half of 2024 reached CLP 22,147 million, an increase of 8.2% with respect to CLP 20,471 million for the first half of 2023. Distribution costs as a percentage of revenue amounted to 1.6% in 1H24 and 1.5% in 1H23. In 2Q24, distribution costs amounted to CLP 11,015 million (1.6% of revenue), an increase of 10.9% with respect to CLP 9,935 million (1.4% of revenue) for the same period of 2023. The increase in distribution costs is explained by the higher cost of oil, as well as inflation—variables that affect the algorithm used to determine transportation cost—in addition to higher levels of centralization, which contribute to improved inventory management and in-store product availability.

Administrative expenses (excluding depreciation and amortization) totaled CLP 295,888 million (21.1% of revenue) in the first half of 2024, an increase of 4.3% with respect to the CLP 283,738 million (20.1% of revenue) reported in the first half of 2023. With respect to the second quarter of 2024, administrative expenses amounted to CLP 150,218 million (21.7% of revenue), an increase of 2.4% with respect to CLP 146,676 million (20.8% of revenue) for 2Q23.

The main variations in administrative expenses during the first half of 2024 are described below:

a. Increase of CLP 5,594 million (+10.2% YoY) in services, primarily explained by higher rates on electricity, security services, and cleaning services, associated with inflation and higher minimum wage, and an increase in expenses for e-commerce services, such as picking and delivery, related to higher online sales.
b. Increase of CLP 4,298 million (+3.0% YoY) in personnel expenses, primarily due to the higher average minimum wage (9.5%), inflation adjustments (+4.6%), and new store openings, partially offset by a lower average headcount, resulting in personnel expenses increasing less than inflation for the last 12 months.
c. Increase of CLP 620 million (+4.3% YoY) in rental expenses.
d. Increase of CLP 619 million (+4.7% YoY) in credit card commissions, due to the increase in the use of electronic forms of payment.

The main variations in administrative expenses during the second quarter of 2024 are described below:

a. Increase of CLP 3,055 million (+11.1% YoY) in services, primarily explained by higher rates on electricity, security services, and cleaning services, associated with inflation and higher minimum wage, and an increase in expenses for e-commerce services, such as picking and delivery, related to higher online sales.

b. Increase of CLP 1,727 million (+2.3% YoY) in personnel expenses, primarily due to the higher average minimum wage, inflation adjustments, and new store openings, partially offset by a lower average headcount, resulting in personnel expenses increasing less than inflation for the last 12 months.

c. Decrease of CLP 1,457 million (-26.3% YoY) in advertising expenses, due to optimization compared to the previous year.

Table 6: Average Headcount

AVERAGE HEADCOUNT	2Q24	2Q23	△%	1H24	1H23	△%
STORES CHILE	20,440	21,019	*-2.8%*	20,731	21,287	*-2.6%*
HEADQUARTERS CHILE	2,062	2,217	*-7.0%*	2,053	2,207	*-7.0%*
FOOD RETAIL CHILE	22,502	23,236	*-3.2%*	22,784	23,494	*-3.0%*
STORES PERU	523	551	*-5.1%*	532	553	*-3.7%*
HEADQUARTERS PERU	166	165	*0.8%*	167	165	*0.9%*
FOOD RETAIL PERU	689	716	*-3.7%*	699	718	*-2.7%*
TOTAL	23,191	23,952	*-3.2%*	23,483	24,212	*-3.0%*

1.1.3. Gross Margin, Contribution Margin, and EBITDA

Gross profit for the first half of 2024 totaled CLP 432,038 million, similar to the CLP 431,587 million reported for the first half of 2023. In the second quarter, gross profit totaled CLP 208,104 million, a decrease of 3.7% with respect to CLP 216,188 million in 2Q23. In percentage terms, gross margin amounted to 30.8% in 1H24, an expansion of 20 bps over the 30.6% of 1H23, whereas in 2Q24 gross margin was 30.1%, a decrease of 60 bps compared to 30.7% for 2Q23. The decrease in the second quarter of 2024 reflects the implementation of promotional activities focused on basic products to which customers are highly price-sensitive, improving the Company’s competitive position by offering more attractive prices. As a result, sales in May and June improved, and there was an impact on the sales and margin mix.

Contribution margin for the first half of 2024 totaled CLP 409,891 million (29.2% of revenue), similar to CLP 411,016 million (29.2% of revenue) for 1H23. With respect to the second quarter, contribution margin amounted to CLP 197,089 million (28.5% of revenue), a decrease of 4.4% compared to CLP 206,253 million (29.3% of revenue) for the second quarter of 2023.

EBITDA for the first half of 2024 totaled CLP 114,003 million, a decrease of 10.4% compared to CLP 127,278 million for the first half of 2023. **EBITDA margin** reached 8.1% in 1H24, 90 bps lower than the 9.0% reported for 1H23. With respect to the second quarter of 2024, EBITDA amounted to CLP 46,871 million (EBITDA margin 6.8%), a decrease of 21.3% comparted to CLP 59,577 million (EBITDA margin 8.5%) reported for 2Q23.

EBITDA adjusted for store rental expenses (EBITDA including all rental expenses, including those not included in administrative expenses under IFRS 16) for 1H24 totaled CLP 68,365 million, 19.2% lower than CLP 84,652 million reported in 1H23. In the second quarter of 2024, EBITDA adjusted for store rental expenses was CLP 24,153 million, 36.7% lower than the CLP 38,145 million reported for 2Q23.

Operating income for the first half of 2024 totaled CLP 61,170 million, a decrease of CLP 22.0% with respect to the CLP 78,463 million of the first half of 2023. Similarly, operating income for 2Q24 amounted to CLP 20,403 million, a decrease of 41.4% with respect to the CLP 34,801 million reported for 2Q23, due to an increase in depreciation and amortization (+8.2% in 1H24 and +6.8% in 2Q24)—reflecting the Company’s higher investment levels in recent years as part of its strategic plans—as well as the lower EBITDA.

1.2 Non-operating Income[5]

The consolidated **non-operating loss** for SMU totaled CLP -34,831 million in the first half of 2024, a difference of CLP -1,110 million with respect to CLP -33,721 million reported in the first half of 2023. The variation is primarily explained by an increase of CLP 3,192 million (12.0%) in **financial expenses**, due to the increase in obligations for rights of use and obligations with the public compared to 1H23, as well as the impact of inflation on UF-denominated liabilities. This was partially offset by lower inflation levels in 1H24 compared to 1H23, which generated an improvement of CLP 1,938 million in the **loss on indexed assets and liabilities**.

In the second quarter of 2024, the non-operating loss amounted to CLP -19,318 million, a difference of CLP -2,384 million compared to the loss of CLP -16,934 million reported for 2Q23, primarily explained by an increase of CLP 1,901 million (14.3%) in financial expenses, as well as an increase of CLP 555 million in the loss on indexed assets and liabilities, due to higher inflation in 2Q24 than in 2Q23.

1.3 Income Tax Expense and Net Income

Pre-tax income totaled CLP 26,340 million in 1H24, a decrease of CLP 18,403 million (41.1%) with respect to 1H23, whereas in 2Q24, pre-tax income was CLP 1,086 million, a decrease of CLP 16,782 million (93.9%). In both cases, the decrease was primarily due to lower operating income.

Income tax expense for 1H24 amounted to CLP -618 million, a difference of CLP 3,830 million with respect to the expense of CLP -4,447 million reported in 1H23. The variation is primarily explained by the lower pre-tax income, as well as the lower inflation adjustment over the tax loss carryforward and other tax items, due to lower inflation in 1H24 vs. 1H23. In the second quarter, the Company reported an income tax benefit of CLP 5,524 million, CLP 4,872 million higher than the income tax benefit of CLP 652 million reported in 2Q23, due to the lower pre-tax income and the higher inflation adjustment to tax losses, due to higher inflation in 2Q24 vs. 2Q23.

Net income for the first half of 2024 totaled CLP 25,722 million, CLP 14,573 million (36.2%) lower than the CLP 40,295 million reported for the first half of 2023. With respect to the second quarter, net income amounted to CLP 6,609 million, a decrease of CLP 11,910 million (64,3%) compared to CLP 18,519 million for 2Q23.

[5] 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 June 30, 2024 and December 31, 2023

(CLP Million)	June 2024	December 2023	△$	△%
ASSETS				
CURRENT ASSETS				
Cash and Cash Equivalents	128,574	105,218	23,356	22.2%
Other Current Financial Assets	6,235	3,685	2,550	69.2%
Other Current Non-Financial Assets	35,428	26,940	8,488	31.5%
Trade Accounts Receivable and Other Receivables, Net	68,700	141,894	(73,195)	(51.6%)
Accounts Receivable from Related Companies	633	506	127	25.0%
Inventories	228,810	218,438	10,371	4.7%
Current Tax Assets	4,713	4,428	285	6.4%
Total Current Assets	**473,093**	**501,111**	**(28,018)**	**(5.6%)**
NON-CURRENT ASSETS				
Other Non-Current Financial Assets	389	392	(4)	(0.9%)
Other Non-Current Non-Financial Assets	3,521	2,561	960	37.5%
Non-Current Accounts Receivable	3,442	2,184	1,258	57.6%
Investments Accounted for Using the Equity Method	2,942	3,104	(162)	(5.2%)
Intangible Assets Other Than Goodwill	69,429	66,832	2,597	3.9%
Goodwill	474,143	473,848	295	0.1%
Property, Plant, and equipment, net	878,884	867,478	11,406	1.3%
Deferred tax assets	466,285	466,662	(377)	(0.1%)
Total Non-Current Assets	**1,899,035**	**1,883,062**	**15,973**	**0.8%**
TOTAL ASSETS	**2,372,128**	**2,384,173**	**(12,045)**	**(0.5%)**
LIABILITIES				
CURRENT LIABILITIES				
Other Current Financial Libialities	267,658	170,205	97,453	57.3%
Current Trade and Other Accounts Payable	405,658	428,082	(22,424)	(5.2%)
Accounts Payable to Related Companies	591	619	(27)	(4.4%)
Other Current Provisions	4,049	3,998	51	1.3%
Current Tax Liabilities	1,256	1,183	73	6.2%
Current Provisions for Employee Benefits	21,826	37,530	(15,703)	(41.8%)
Other Current Non-Financial Liabilities	1,425	9,226	(7,801)	(84.6%)
Total Current Liabilities	**702,464**	**650,842**	**51,622**	**7.9%**
NON-CURRENT LIABILITIES				
Other Non-Current Financial Liabilities	860,570	909,666	(49,096)	(5.4%)
Non-Current Trade and Other Accounts Payable	9,558	10,210	(652)	(6.4%)
Non-Current Provisions for Employee Benefits	1,621	406	1,216	299.6%
Total Non-Current Liabilities	**871,749**	**920,282**	**(48,533)**	**(5.3%)**
TOTAL LIABILITIES	**1,574,213**	**1,571,125**	**3,089**	**0.2%**
EQUITY				
Issued Capital	523,202	523,742	(540)	(0.1%)
Reacquired Own Equity	(294)	(833)	540	(64.8%)
Retained Earnings	124,727	140,754	(16,027)	(11.4%)
Other Reserves	150,279	149,386	893	0.6%
Equity Attributable to the Owners of the Parent Company	797,914	813,048	(15,134)	(1.9%)
Total Equity	**797,914**	**813,048**	**(15,134)**	**(1.9%)**
TOTAL LIABILITIES AND EQUITY	**2,372,128**	**2,384,173**	**(12,045)**	**(0.5%)**

2.1. Assets

As of June 30, 2024, SMU's **total assets** decreased by CLP 12,045 million (-0.5%) with respect to December 31, 2023, totaling CLP 2,372,128 million.

Current assets as of June 30, 2024, decreased by CLP 28,018 million (-5.6%) with respect to December 31, 2023, totaling CLP 473,093 million. The primary variations during the period were:

a. Decrease of CLP 73,195 million in current trade accounts receivable and other receivables, primarily explained by the decrease of the account receivable for the insurance claim for losses arising from acts of vandalism that took place beginning in October 2019, following the payment of CLP 51,815 million received from insurance companies in January 2024, as well as lower accounts receivable from Transbank, due to the seasonality of the business.

b. Increase of CLP 23,356 million in cash and cash equivalents, for the reasons described in section 3. Analysis of Statements of Cash Flows.

c. Increase of CLP 10,371 million in inventory, primarily due to the seasonality of the business.

d. Increase of CLP 8,488 million in other current non-financial assets, primarily due to the increase of CLP 8,192 million in prepaid insurance, related to insurance policy renewals during the period.

e. Increase of CLP 2,550 million in other current financial assets, primarily due to an increase in investments in time deposits.

Non-current assets as of June 30, 2024, increased by CLP 15,973 million (0.8%) with respect to December 31, 2023, totaling CLP 1,899,035 million. The primary variations during the period were:

a. Increase of CLP 11,406 million in property, plant, and equipment, primarily due to additions during the period (CLP 68,223 million), partially offset by depreciation for the period (CLP 49,338 million) and disposals and derecognitions (CLP 6,399 million). The additions during the period include capex projects, such as fitting out new stores and purchases of land for future development, as well as new and renewed rental contracts, recognized as rights of use.

b. Increase of CLP 2,597 million in intangible assets other than goodwill, explained by the additions of the period (CLP 6,098 million), partially offset by the amortization of the period (CLP 3,495 million).

2.2. Liabilities

As of June 30, 2024, the Company's **total liabilities** increased by CLP 3,089 million (0.2%) with respect to December 31, 2023, totaling CLP 1,574,213 million.

Current liabilities as of June 30, 2024, increased by CLP 51,622 million (7.9%) with respect to December 31, 2023, totaling CLP 702,464 million.

The primary variations during the period are detailed as follows:

a. Increase of CLP 97,453 million in other current financial liabilities, primarily explained by the transfer from non-current to current of upcoming bond maturities, as well as the impact of the increase of the UF on inflation-indexed liabilities, partially offset by payments of maturities during the period.

b. Decrease of CLP 22,424 million in current trade accounts payable and other payables, primarily explained by the cut-off date for payments to suppliers and the seasonality of the business.

c. Decrease of CLP 15,703 million in current provisions for employee benefits, primarily due to the decrease of CLP 14,548 million in provisions for performance incentive bonuses, due to the payment of bonuses during the period. Additionally, the vacations provision decreased CLP 1,137 million, due to vacations taken during the summer months.

d. Decrease of CLP 7,801 million in other current non-financial liabilities, primarily explained by a CLP 7,676 million decrease in VAT fiscal debit.

As of June 30, 2024, **non-current liabilities** decreased by CLP 48,533 million (-5.3%) with respect to December 2023, amounting to CLP 871,749 million. The primary variation during the period was a decrease of CLP 49,096 million in other non-current financial liabilities, explained by the transfer to current of the upcoming maturities, which was partially offset by: (i) the placement of the Series AR bonds in March (UF 1,000,000); (ii) the placement of the Series AQ bonds in April (UF 1,500,000); (iii) the addition of new rental contracts during the period; and (iv) increases in the UF price.

2.3. Shareholders' Equity

Shareholders' equity decreased by CLP 15,134 million (-1.9%), primarily explained by the decrease of CLP 16,027 million in retained earnings, due to the payment of dividends during the period (CLP 41,749 million), partially offset by net income for the period (CLP 25,722 million).

3. Analysis of Statement of Cash Flows

Table 9: Statement of Cash Flows for the Six Months Ended June 30, 2024 and 2023

(CLP Million)	June 2024	June 2023	△$
Net Cash Flows From (Used in) Operating Activities	127,602	132,034	(4,432)
Net Cash Flows From (Used in) Investing Activities	(47,570)	(23,081)	(24,489)
Net Cash Flows From (Used in) Financing Activities	(56,676)	(144,076)	87,400
Net Increase (Decrease) in Cash and Cash Equivalents Before Effect of Exchange Rates	**23,356**	**(35,123)**	**58,479**
Net Increase (Decrease) in Cash and Cash Equivalents	**23,356**	**(35,123)**	**58,479**
Cash and Cash Equivalents at Beginning of Period	105,218	124,531	(19,313)
Cash and Cash Equivalents at End of Period	**128,574**	**89,408**	**39,166**

During the first half of 2024, cash provided by **operating activities** totaled CLP 127,602 million, a decrease of CLP 4,432 million compared to CLP 132,034 million for the first half of 2023. The lower generation of cash is primarily explained by the decrease in the sale of goods and rendering of services (CLP 20,440 million); the increase in payments to suppliers (CLP 17,651 million); and the increase in payments to employees (CLP 10,709 million); partially offset by the payment received for the insurance claim for the losses arising from acts of vandalism that took place beginning in October 2019, for CLP 51,815 million.

Cash used in **investing activities** for 1H24 totaled a net outflow of CLP -47,570 million, a difference of CLP -24,489 million, compared to the net outflow of CLP -23,081 million for 1H23. The difference is mainly due to a higher level of **CAPEX** in the period, which includes the purchases of property, plant and equipment and purchases of intangible assets, amounting to CLP 44,708 million in 1H24 and CLP 27,038 million 1H23.

Cash used in **financing activities** for the first half of 2024 totaled a net outflow of CLP -56,676 million, a positive variation of CLP 87,400 million compared to 1H23. The main cash inflows and outflows during the period were: (i) repayment of loans for CLP 48,452 million; (ii) payments of dividends for CLP 41,749 million; (iii) payment of financial leases for CLP 30,437 million; and (iv) interest payments for CLP 28,750 million; partially offset by proceeds from long-term loans for CLP 92,712 million, due to the placement of the Series AR bonds (UF 1,000,000) and the Series AQ bonds (UF 1,500,000). In the first half of 2023, cash from financing activities totaled a net outflow of CLP -144,076 million, explained by (i) repayment of loans for CLP 46,975 million; (ii) payments of dividends for CLP 40,097 million: (iii) payment of financial leases for CLP 29,487 million; and (iv) payment of interest for CLP 27,517 million.

4. Financial Indicators

Table 10: Financial Indicators

			Jun. 2024	Dec. 2023
LIQUIDITY				
Liquidity Ratio	times	*Current assets/current liabilities*	0.67	0.77
Acid Ratio	times	*(Current assets - inventories)/current liabilities*	0.35	0.43
LEVERAGE				
Total Liabilities / Total Assets	times	*Total liabilities / Total assets*	0.66	0.66
Total Liabilities / Equity	times	*Total liabilities / Equity*	1.97	1.93
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*	0.58	0.53
Current Liabilities / Total Liabilities	%	*Total current liabilities/Total liabilities*	44.62	41.43
Net Financial Liabilities / EBITDA	times	*(Other current financial liabilities + other non-current financial liabilities - cash and cash equivalents)/EBITDA for the last 12 months*	4.01	3.71
WORKING CAPITAL				
Days of Inventory	days	*Average inventory for the period / Daily cost of goods sold for the period*	41.47	42.07
Accounts Receivable Days	days	*Average current trade and other accounts receivable for the period / (Daily revenue for the period * 1.19)*	11.35	11.81
Accounts Payable Days	days	*Average current trade and other accounts payable for the period / (Daily cost of goods sold for the period * 1.19)*	64.96	66.68
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)*	5.18	5.90
Gross Margin (Last 12 months)	%		30.75	30.67
EBITDA (Last 12 months)	CLP MM		249,204	262,480
EBITDA Margin (Last 12 months)	%		8.72	9.17
PROFITABILITY (12 months)				
Return on Assets	%	*Net income last 12 months / Total assets*	3.06	3.66
Return on Assets (excluding goodwill)	%	*Net income last 12 months / (Total assets - goodwill)*	3.83	4.57
Return on Equity	%	*Net income last 12 months / Shareholders' Equity*	9.11	10.73
Return on Invested Capital (including goodwill)	%	*Operating income last 12 months / (Accounts receivable + inventories + intangible assets + goodwill + property, plant and equipment)*	8.40	9.15
Return on Invested Capital (excluding goodwill)	%	*Operating income last 12 months / (Accounts receivable + inventories + intangible assets + property, plant and equipment)*	11.60	12.50
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*	160,083	176,370
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)*	11.65	14.37
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*	2.87	2.43

With respect to **liquidity** indicators, the lower liquidity ratio and acid ratio are due to decreases in current assets and increases in current liabilities, for the reasons explained in section 2 of this document.

With respect to **indebtedness**, the increase in the ratio of net financial debt to equity is due to the increase in net financial debt and the decrease in shareholders' equity, for the reasons described in section 2 of this document, whereas the increase in the ratio of net financial liabilities to EBITDA is due to the increase in net financial liabilities and the lower EBITDA for the last 12 months, for the reasons described in sections 1 and 2 of this document.

With respect to **working capital** indicators, there are no significant changes between December 2023 and June 2024.

With respect to **efficiency** indicators, the lower net interest coverage is primarily explained by lower EBITDA for the last 12 months, as well as higher financial expenses, as described in section 1 of this document.

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

5. Risk Management

The main risks faced by SMU, as well as certain measures taken by the Company to mitigate such risks, are described in note 4 to SMU's consolidated financial statements as of June 30, 2024.

6. Relevant Events During the Period

1. On March 18, 2024, SMU announced its investment plan for 2024, for a total amount of CLP 120 billion pesos, including growth initiatives, such as store openings and store remodeling, in addition to investments in operating efficiency and maintenance CAPEX.

   The largest share of 2024 capex will go towards omnichannel growth initiatives, including the opening of 24 new stores: 10 Unimarc stores, five Alvi stores, and four Super10 stores, as well as five Maxiahorro stores in Peru. In addition, the Company plans to remodel 25 stores and convert five Mayorista 10 stores into Super10 stores. These projects account for approximately 55% of capex for the year.

2. On March 21, 2024, the Company filed an essential fact, informing the placement of dematerialized bearer bonds in the local Chilean market under Series AR (ticker BCSMU-AR), charged to the bond line that is registered with the Securities Registry of the CMF under number 1,171 ("Series AR Bonds"). The series was placed at an annual interest rate of 4.44%, with an annual coupon rate of 4.2%, and a maturity date of February 28, 2034. The placement of the Series AR Bonds was for a total amount of UF 1 million.

3. On March 25, 2024, 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 25, 2024, 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 annual report and financial statements for the 2023 period.
      ii. Approve the report of independent auditors.
      iii. Election of the members of the Board of Directors.
      iv. Approve remunerations of Board of Directors and other corporate committees for the 2024 period. Inform Board of Directors expenses incurred during 2023 period.
      v. Inform activities and expenses of Directors' Committee for the 2023 period and determine remunerations and budget for the 2024 period.
      vi. Inform operations referred to under Title XVI of Law No. 18,046 (related-party operations).
      vii. Designate independent audit firm for the 2024 period.
      viii. Designate credit rating agencies for the 2024 period.
      ix. Dividend payment and distribution of net income for the 2023 period.
      x. Designate newspaper in which legally required notifications will be published.
      xi. Review any other matter that is of interest to shareholders and pertains to the Annual Ordinary 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 4.75686per share, to be charged to net income for 2023, which is in addition to the interim dividends of CLP 2.89043 per share, CLP 2.44451 per share, and CLP 1.46218 per share, paid on June 5, September 7, and December 5, 2023, respectively, for a total amount of CLP 66,587,963,359 (75% of net income). The remaining balance to be paid amounts to CLP 23,438,669,409, or CLP 4.75686 per share. If approved, such dividend would be paid on May 08, 2024 to shareholders of record as of the fifth business day prior to such date.

4. On April 4, 2024, the Company filed an essential fact, informing the placement of dematerialized bearer bonds in the local Chilean market under Series AQ (ticker BCSMU-AQ), charged to the bond line that is registered with the Securities Registry of the CMF under number 1,171 ("Series AQ Bonds"). The series was placed at an annual interest rate of 4.27%, with an annual coupon rate of 4.2%, and a maturity date of March 15, 2029. The placement of the Series AQ Bonds was for a total amount of UF 1.5 million.

5. 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 2023 period.
   ii. Approve the report of independent auditors for the 2023 period.
   iii. Elect the following members of the Board of Directors for the next three years:
      - Pilar Dañobeitía Estades
      - Francisca Saieh Guzmán
      - Alejandro Álvarez Aravena

- Abel Bouchon Silva
- Fernando Del Solar Concha
- Andrés Olivos Bambach
- Raúl Sotomayor Valenzuela
- Alejandro Danús Chirighin (Independent Director)
- Enrique Gundermann Wylie (Independent Director)

iv. Approve remunerations of Board of Directors and other corporate committees for the 2024 period. In addition, shareholders were informed of Board of Directors expenses incurred during the 2023 period.

v. Approve remunerations and budget of the Directors' Committee for the 2024 period and inform activities and expenses of such committee during 2023.

vi. Approve the report of operations referred to under Title XVI of Law No. 18,046 (related-party operations).

vii. Designate Ernst & Young (EY) as the independent audit firm for the 2024; and designate Feller-Rate and ICR as local credit rating agencies for the 2024 period.

viii. Designate the El Pulso section of La Tercera as the newspaper in which legally required notifications will be published.

ix. Distribute to shareholders a final dividend in the amount of CLP 4.75686 per share to be charged to net income for the year 2023. This final dividend is in addition to the interim dividends of CLP 2.89043 per share, CLP 2.44451 per share, and CLP 1.46218 per share, paid on June 5, September 7, and December 5, 2023, respectively, all of which were charged to net income for the year 2023. The sum of the proposed final dividend and the interim dividends that have been paid is CLP 66,587,963,359, which equivalent to 75% of 2023 net income. The final dividend of CLP 4.75686 (total amount of CLP 27,414,762,652) will be paid on May 8, 2024 to shareholders of record as of the fifth business day prior to such date.

In addition, following the shareholders' meeting, the Board of Directors held a meeting and agreed to the following:

i. Designate Ms. Pilar Dañobeitía Estades as Chairwoman of the Board and Ms. Francisca Saieh Guzmán as Vice Chairwoman of the Board.

ii. Designate Mr. Alejandro Danús, Mr. Enrique Gundermann, and Mr. Alejandro Álvarez Aravena as members of the Company's Directors' Committee, constituted per the requirements of Article 50 bis of the Chilean Corporations Act (Ley 18.046).

iii. Designate the following directors as members of the other Board committees:

Audit and Risk Committee

- Pilar Dañobeitía Estades
- Andrés Olivos Bambach
- Alejandro Álvarez Aravena

Investment Committee

- Abel Bouchon Silva
- Pilar Dañobeitía Estades
- Andrés Olivos Bambach
- Francisca Saieh Guzmán
- Alejandro Danús Chirighin

Human Resources and Sustainability Committee

- Fernando Del Solar Concha
- Pilar Dañobeitía Estades
- Francisca Saieh

Compliance Committee

- Pilar Dañobeitía Estades,
- Andrés Olivos Bambach
- Enrique Gundermann Wylie

Strategy Committee

In accordance with this committee's statutes, its members are:

- Marcelo Gálvez Saldias, Chief Executive Officer
- Pilar Dañobeitía Estades, Chairwoman of the Board
- Francisca Saieh Guzmán, Vice Chairwoman of the Board

6. On May 13, 2024, the Company filed an essential fact, informing that the Board of Directors has agreed to distribute to shareholders an interim dividend in the amount of CLP 14,334,475,738, equivalent to CLP 2,48724 per share. This interim dividend corresponds to 75% of net income for the first quarter of 2023. The dividend was paid on June 5, 2024, to the shareholders of record on the fifth business day prior to such date.

7. Subsequent Events

1. On July 10, 2024, the Company filed an essential fact, informing the placement of dematerialized bearer bonds in the local Chilean market under Series AS (ticker BCSMU-AS), charged to the bond line that is registered with the Securities Registry of the CMF under number 1,179 ("Series AS Bonds"). The series was placed at an annual interest rate of 4.14%, with an annual coupon rate of 4.4%, and a maturity date of May 30, 2030. The placement of the Series AS Bonds was for a total amount of UF 2 million.

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.

Contact Information

For investor inquiries, please contact:

Carolyn McKenzie: cmckenzie@smu.cl

For media inquiries, please contact:

María Verónica Meinero: mmeinero@smu.cl

Arturo Baeza: abaeza@smu.cl