

# 1Q21 Earnings **SMU S.A.**

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May 2021



## CAUTION REGARDING **FORWARD-LOOKING STATEMENTS**

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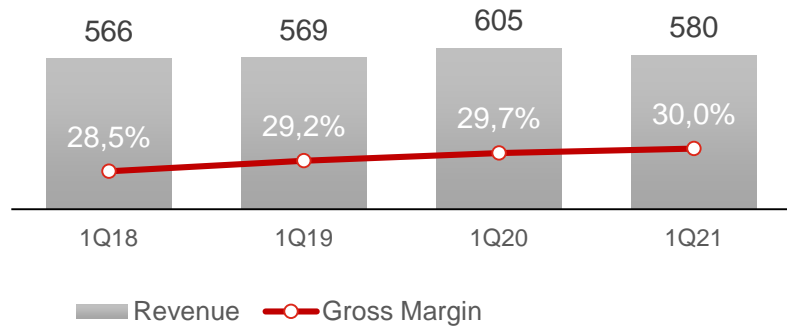
This presentation may contain forward-looking statements. We have based any such forward-looking statements largely on our current beliefs, expectations and projections about future events and financial trends affecting our business. Although management considers these projections to be reasonable based 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 presentation 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 presentation because of new information, future events or other factors.

Revenue and Same-Store Sales <sup>(1)</sup>



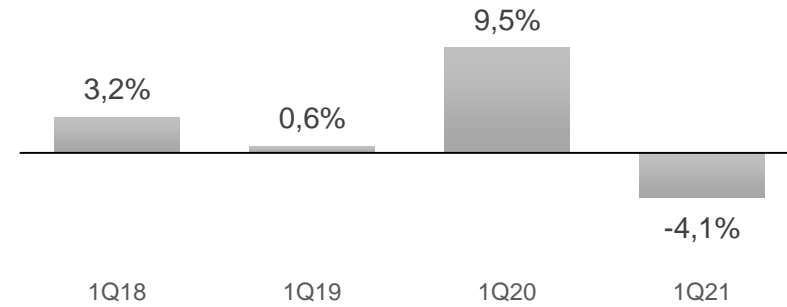
Revenue – First Quarter (CLP Bn)



1Q21 Revenue -4.1%

- Formats with high percentage of stores in central locations (Unimarc and Mayorista 10) affected by quarantines
- Expansion in gross margin

Same-Store Sales – First Quarter



1Q21 SSS -4.1%

- High comparison base in 1Q20

(1) Same-store sales reflects the percentage change in sales of our stores operating throughout the same months of both financial periods being compared, for the Food Retail segment. In order to be included in the calculation, a store must have been operating for at least 13 consecutive months, beginning on the date on which the store was opened or re-opened.

1Q 2021 vs 1Q20 Revenue by Format  
(CLP Bn)

- Pandemic restrictions affect formats in Chile and Peru
- e-Commerce +30.1%
- OK Market +14.5%
- Alvi +4.7%

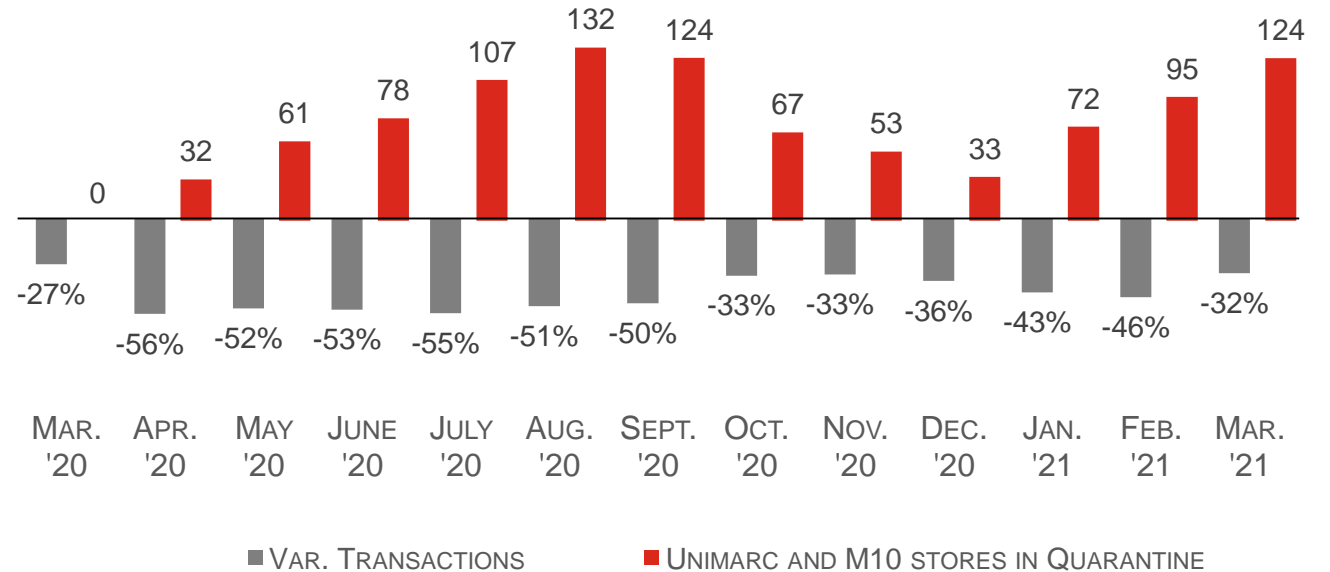


## Customer shopping habits during the pandemic



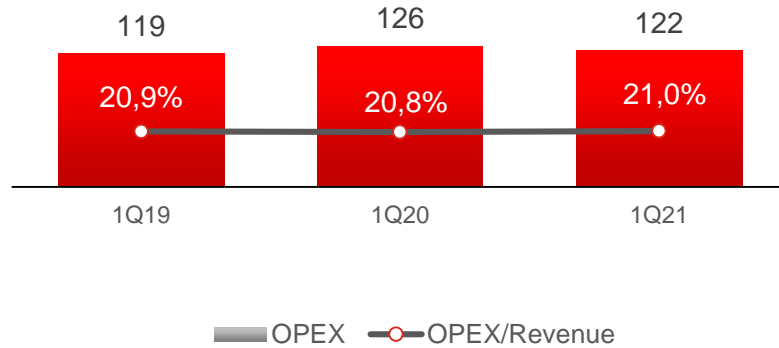
- Strict quarantine restrictions limit customer mobility and affect traffic, especially at centrally-located stores
- Decrease in traffic less pronounced in 1Q21 than at beginning of pandemic, despite more stores in quarantine
- Higher average ticket (+51% in 1Q21) partially offsets lower traffic

**Var. Transactions Year-Over-Year vs. Unimarc and M10 Stores in Quarantine**

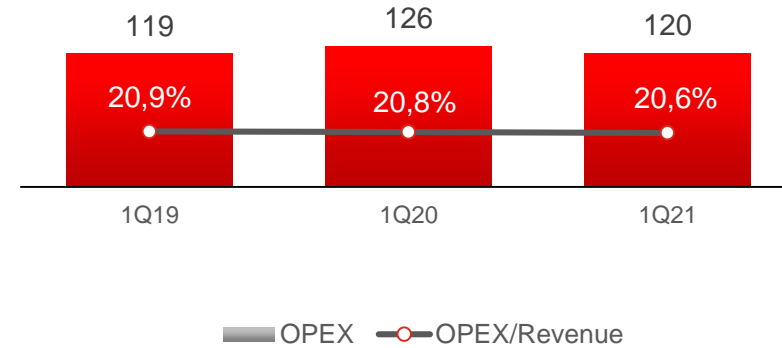


Operating Expenses (1)

OPEX – First Quarter (CLP Bn)



OPEX – First Quarter, ex COVID Expenses (CLP Bn)



1Q21 Operating expenses decrease 3.1%

- Shows impact of operating efficiency initiatives and disciplined approach to expenses

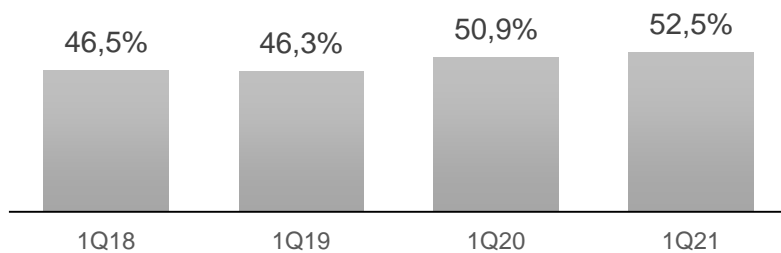
Excluding extraordinary COVID-related expenses (CLP 2.1 bn):

- OPEX -4.8% vs. 1Q20

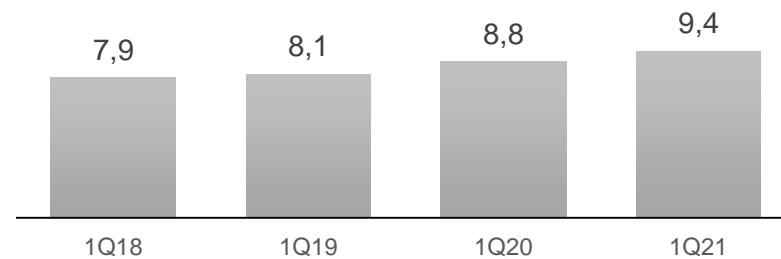
(1) Operating expenses = distribution costs + administrative expenses – depreciation - amortization.



Centralization (Chile) <sup>(1)</sup>



Sales/Full-Time Equivalent (Chile - CLP Mn/month)

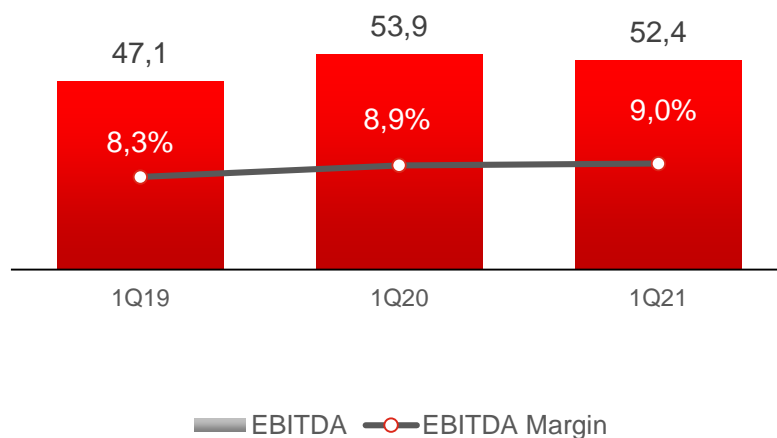


(1) Percentage of revenues from products distributed by the Company (at any stage) over total revenues from food retail operations in Chile.

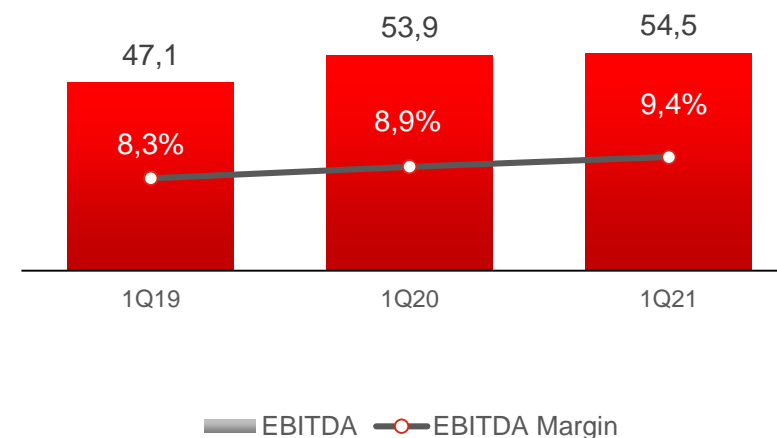
## EBITDA (1)



EBITDA – First Quarter (CLP Bn)



EBITDA – First Quarter, ex COVID Expenses (CLP Bn)



### 1Q21 EBITDA -2.8%

- Expansion in EBITDA margin (+10 bps)

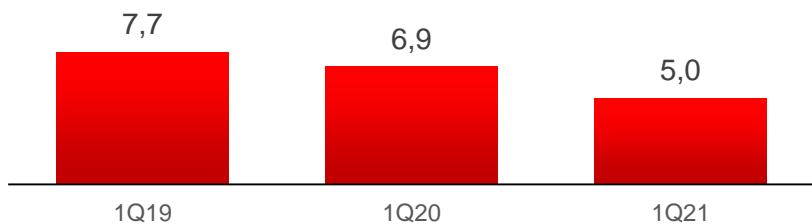
### Excluding extraordinary COVID-related expenses (CLP 2.1 bn):

- EBITDA +1.0% vs. 1Q20
- EBITDA margin +50 bps

(1) EBITDA = Gross profit – administrative expenses – distribution costs + depreciation + amortization.



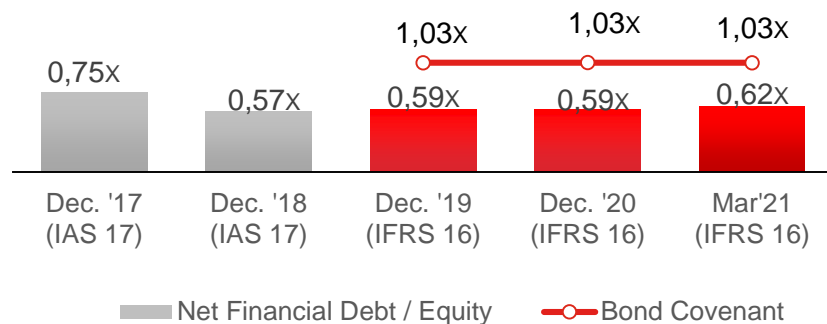
Net Income – First Quarter (CLP Bn)



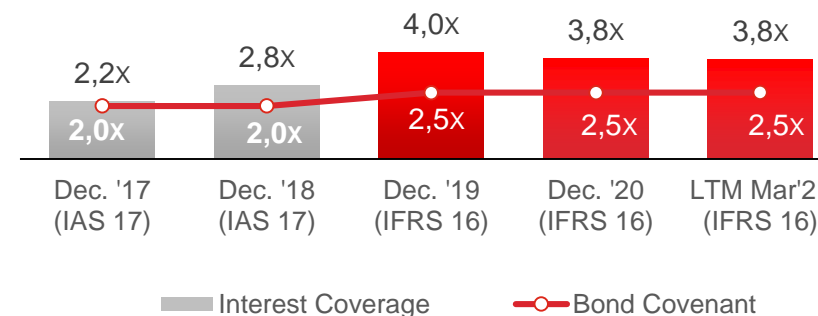
**1Q21 Net Income: -CLP 1.9 bn vs. 1Q20**

- Mainly due to non-recurring effects in non-operating results (-7.6 bn):
  - Non-recurring effects 1Q20: -7 bn
  - Non-recurring effects 1Q21: -13 bn
  - Net effect: -6 bn

**Bond Covenant: Net Financial Debt / Equity <sup>(2)</sup>**



**Bond Covenant: Interest Coverage <sup>(3)</sup>**

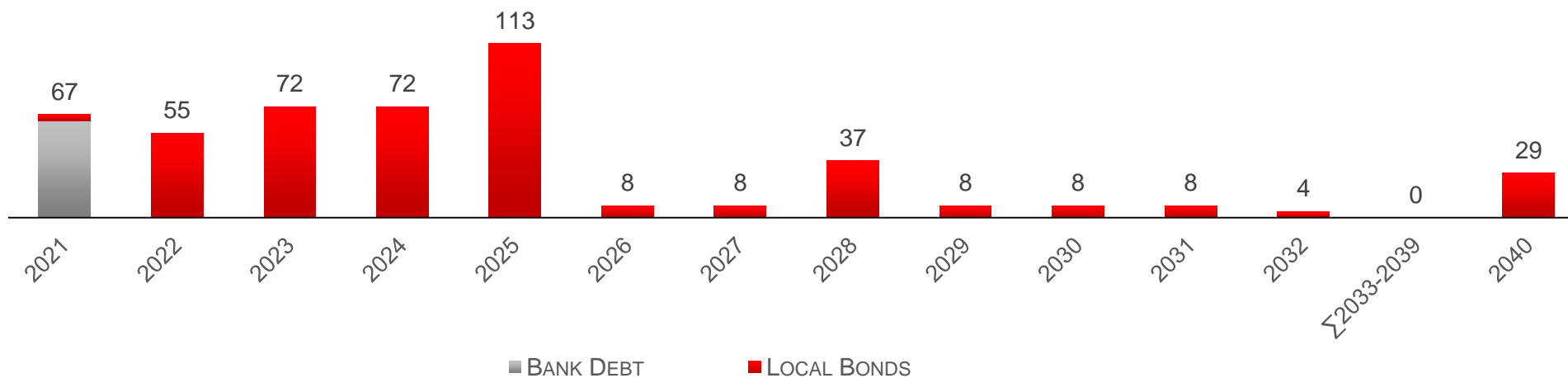


(1) Due to the implementation of IFRS 16 on Jan. 1, 2019, figures for 2019 and 2020 as reported are not comparable with figures for prior periods, when IAS 17 was in force. Pro forma IAS 17 figures have been provided for 2019 for illustrative purposes only, in order to facilitate comparative analysis over time.

(2) Net financial debt = (Total current and non-current financial liabilities minus (total current and non-current obligations for rights of use)) minus cash and cash equivalents

(3) Interest coverage = EBITDA/net financial expenses

**Debt Maturity Profile as of March 31, 2021**  
(Bonds and Bank Debt - CLP Bn)



## Highlights



### Credit Rating Upgrades

- March 31: ICR upgraded SMU's credit rating from A- (positive outlook) to A (stable outlook)
- April 19: Feller-Rate upgraded SMU's credit rating from A- (stable outlook) to A (stable outlook)



### Dividend Payments

- Special dividend paid in February (CLP 1.8/share)
- Final dividend paid in May (CLP 2.0/share)
- Total payout ratio in 2021: equivalent to 75% of 2020 net income

# THANK YOU

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