



SMU



EARNINGS PRESENTATION: FIRST HALF AND SECOND QUARTER 2017

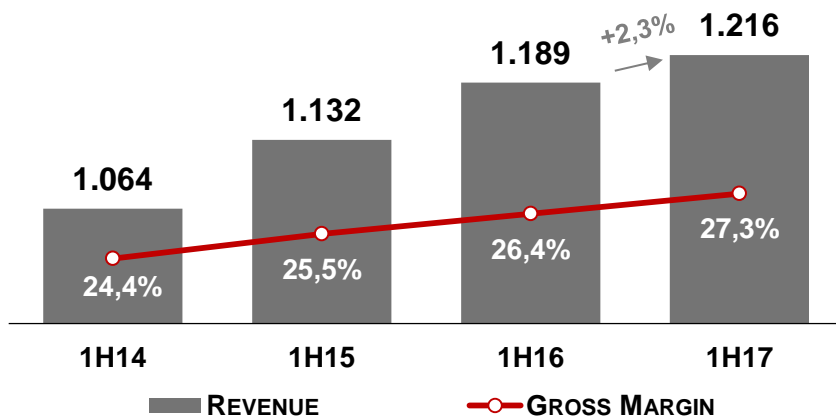
AUGUST 2017

CAUTION REGARDING FORWARD-LOOKING STATEMENTS

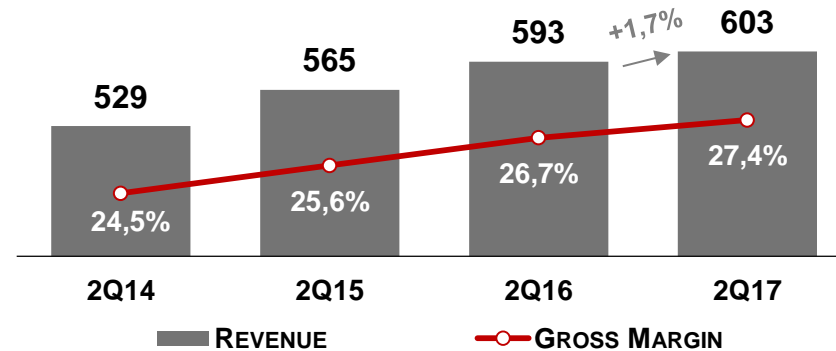
THIS PRESENTATION MAY CONTAIN FORWARD-LOOKING STATEMENTS. WE HAVE BASED ANY SUCH FORWARD-LOOKING STATEMENTS LARGELY ON OUR CURRENT BELIEFS, EXPECTATIONS AND PROJECTIONS ABOUT FUTURE EVENTS AND FINANCIAL TRENDS AFFECTING OUR BUSINESS. ALTHOUGH MANAGEMENT CONSIDERS THESE PROJECTIONS TO BE REASONABLE BASED 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.

CONSOLIDATED REVENUE AND GROSS PROFIT

REVENUE – FIRST HALF (CLP BN)⁽¹⁾



REVENUE – SECOND QUARTER (CLP BN)⁽¹⁾



CONSOLIDATED REVENUE

- REVENUE GROWTH +2.3% IN 1H17 AND +1.7% IN 2Q17 (DRIVEN BY UNIMARC: +4.5% IN 1H17 AND +3.5% IN 2Q17)
- LOWER REVENUE GROWTH FOR FOOD RETAIL BUSINESS⁽²⁾ IN LINE WITH INDUSTRY PERFORMANCE
- CONSTRUCTION MATERIALS BUSINESS AFFECTED BY DECELERATION IN REAL ESTATE SECTOR

CONSOLIDATED GROSS PROFIT

- GROSS MARGIN GROWTH +90 BPS IN 1H17 AND +70 BPS IN 2Q17
- REFLECTS LOGISTICS FEE ASSOCIATED WITH HIGHER LEVELS OF CENTRALIZED DISTRIBUTION AND INTERNAL RE-STOCKING FEE

SOURCE: COMPANY INFORMATION

(1) HISTORIC FIGURES FOR 2014 ARE NOT COMPARABLE WITH THE OTHER PERIODS BECAUSE THE SUBSIDIARY CONSTRUMART WAS NOT PRESENTED ON A LINE-BY-LINE BASIS. THE FIGURES FOR 2014 PRESENTED HEREIN HAVE BEEN RE-EXPRESSED TO MAKE THEM COMPARABLE WITH THE OTHER PERIODS.

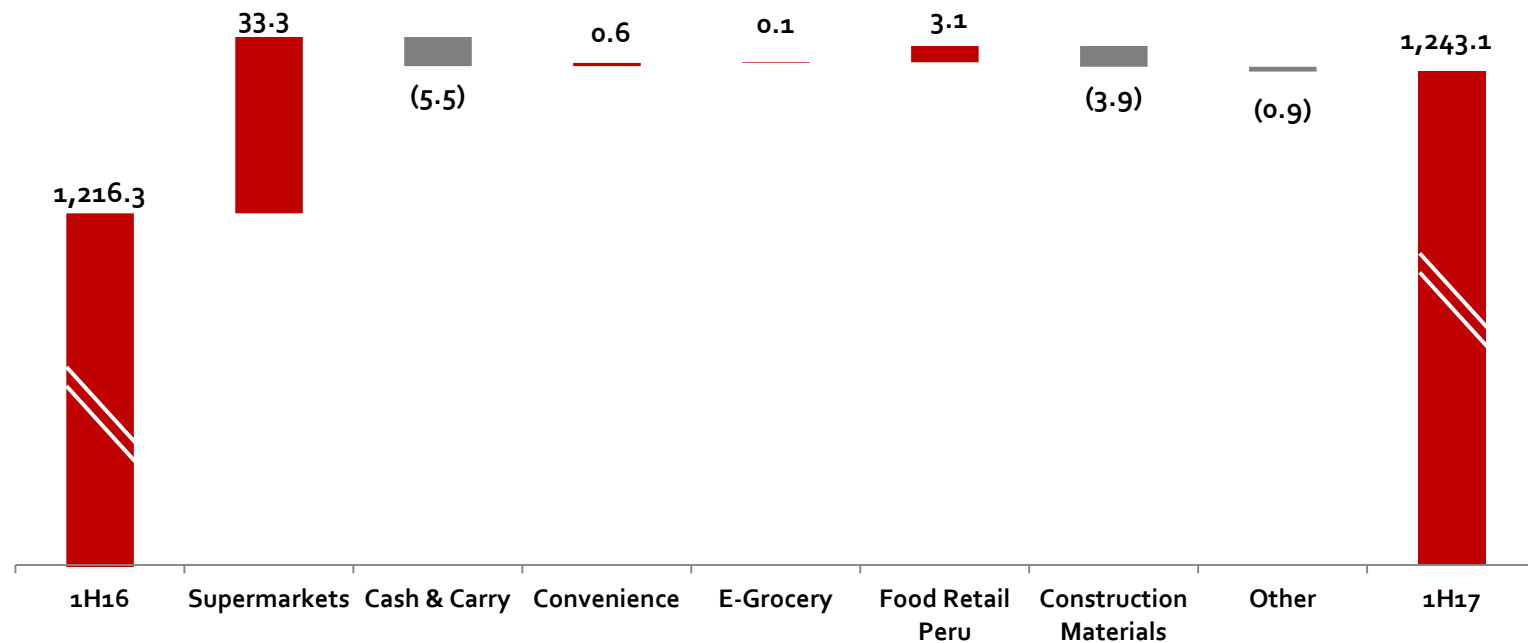
(2) THE FOOD RETAIL SEGMENT, ALSO REFERRED TO AS THE SUPERMARKETS SEGMENT, INCLUDES REVENUE AND EXPENSES OF THE HEADQUARTERS AND SUPPORT AREAS, AS WELL AS CONSOLIDATION ADJUSTMENTS. THIS SEGMENT IS CALCULATED AS THE SUM OF SUPERMARKETS PLUS SUPPORT SERVICES, FINANCING, ADJUSTMENTS AND OTHERS, AS PRESENTED IN NOTE 36 OF THE COMPANY'S CONSOLIDATED FINANCIAL STATEMENTS AS OF JUNE 30, 2017.

REVENUE BY FORMAT

1H17 vs 1H16 REVENUE BY FORMAT (CLP BN)

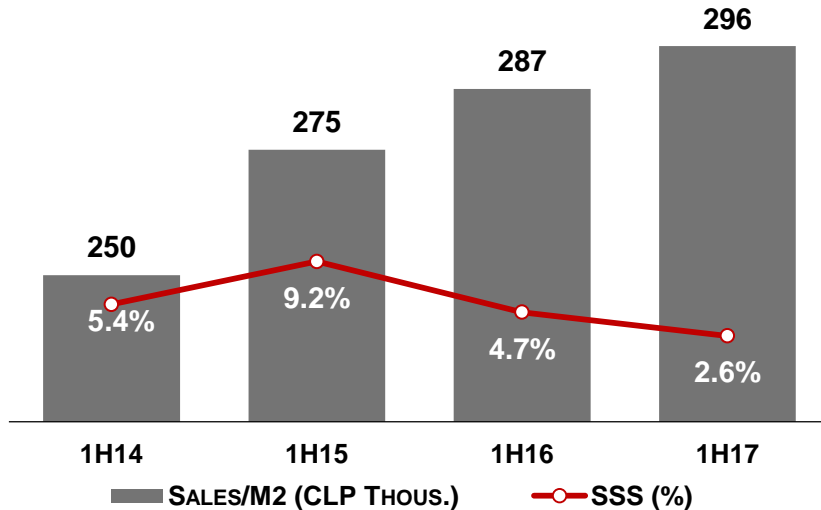
HIGHLIGHTS

- STRONG PERFORMANCE IN UNIMARC SUPERMARKETS: +4.5%
- LOWER CASH & CARRY REVENUES DUE TO CHANGE IN MAYORISTA 10 VALUE PROPOSITION, PARTLY OFFSET BY SOLID PERFORMANCE IN ALVI: -2.0%
- STRONG PERFORMANCE IN PERU: +18.0%
- LOWER CONSTRUCTION MATERIALS REVENUES IN LINE WITH WEAKER INDUSTRY PERFORMANCE: -3.1%

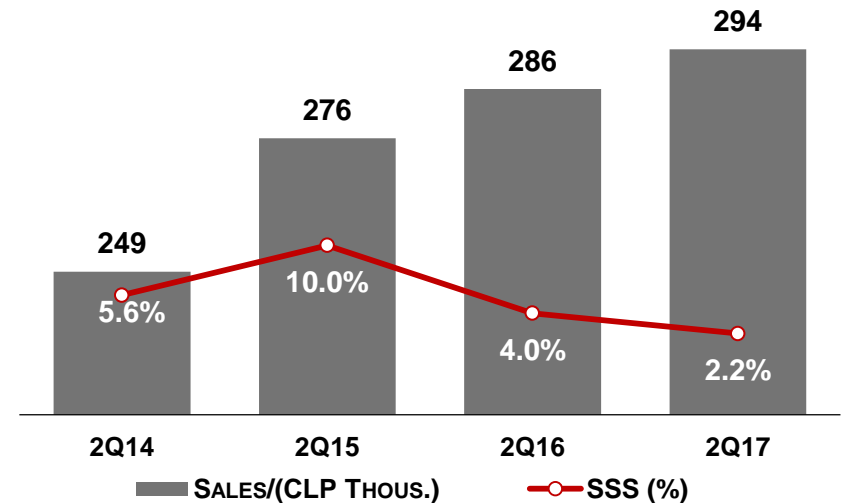


FOOD RETAIL SEGMENT: SAME-STORE SALES AND SALES/M²

SSS AND SALES/SQUARE METER – FIRST HALF (1)(2)



SSS AND SALES/SQUARE METER – SECOND QUARTER



- SAME-STORE SALES TRENDS IN LINE WITH REVENUE PERFORMANCE :
 - 1H17 SUPERMARKETS +4.0%, CASH & CARRY-1.9%, CONVENIENCE +5.5%, PERU +16.8%
 - 2Q17 SUPERMARKETS +3.3%, CASH & CARRY -1.2%, CONVENIENCE +4.8%, PERU +11.5%
- CONTINUING UPWARD TREND IN SALES PER SQUARE METER

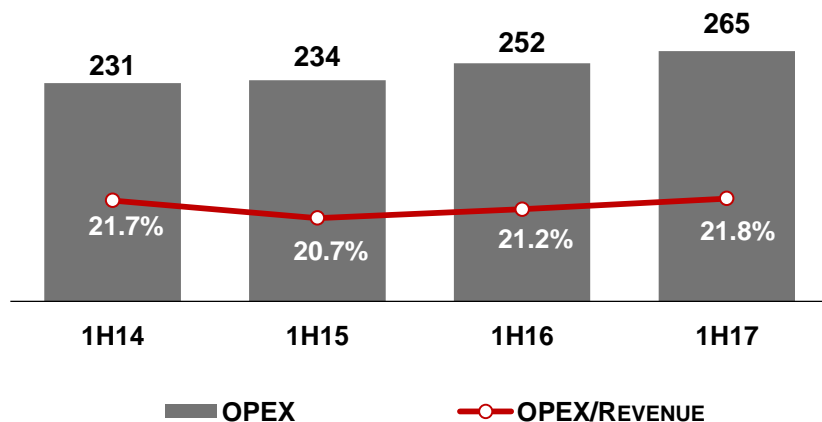
SOURCE: COMPANY INFORMATION

(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.

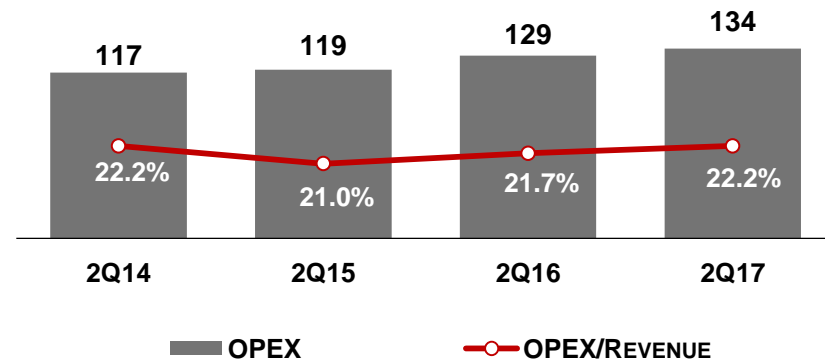
(2) SALES PER SQUARE METER IS CALCULATED AS SALES FOR THE PERIOD DIVIDED BY THE SQUARE METERS OF SELLING SPACE AT THE END OF EACH MONTH DURING THE PERIOD, FOR THE FOOD RETAIL SEGMENT..

CONSOLIDATED OPERATING EXPENSES⁽¹⁾

OPERATING EXPENSES – FIRST HALF (CLP BN)⁽²⁾



OPERATING EXPENSES – SECOND QUARTER (CLP BN)



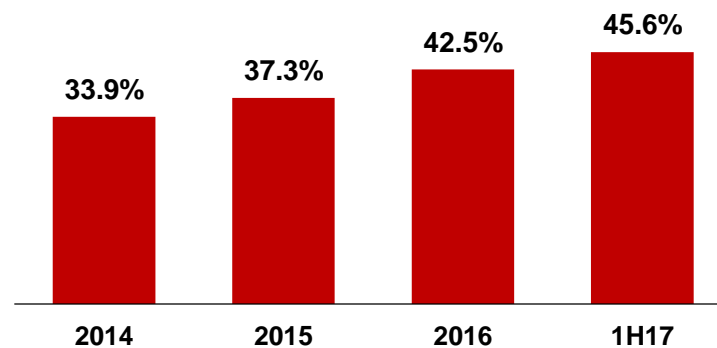
1H17 ADMINISTRATIVE EXPENSES: +5.0%

- PERSONNEL EXPENSES +6.8%
- LEASE EXPENSES +4.2%
- MAINTENANCE +14.5%

1H17 DISTRIBUTION EXPENSES: +8.4%

- INCREASE IN CENTRALIZED DISTRIBUTION

CENTRALIZATION – FOOD RETAIL CHILE CHILE⁽³⁾



SOURCE: COMPANY INFORMATION

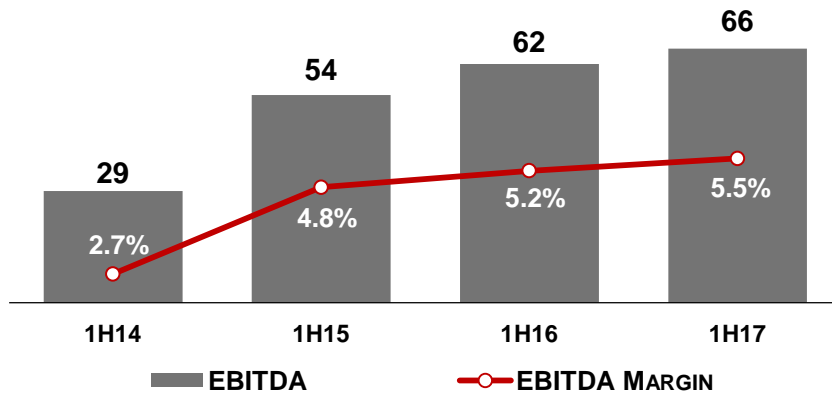
(1) SUM OF DISTRIBUTION AND ADMINISTRATIVE EXPENSES, EXCLUDING DEPRECIATION AND AMORTIZATION.

(2) HISTORIC FIGURES FOR 2014 ARE NOT COMPARABLE WITH THE OTHER PERIODS BECAUSE THE SUBSIDIARY CONSTRUMART WAS NOT PRESENTED ON A LINE-BY-LINE BASIS. THE FIGURES FOR 2014 PRESENTED HEREIN HAVE BEEN RE-EXPRESSED TO MAKE THEM COMPARABLE WITH THE OTHER PERIODS.

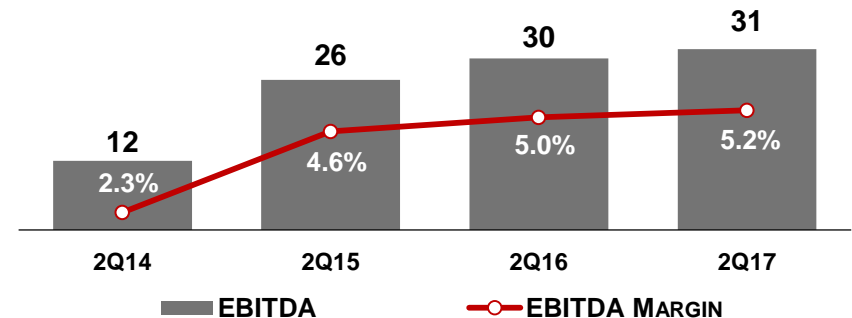
(3) PERCENTAGE OF REVENUES FROM PRODUCTS DISTRIBUTED BY THE COMPANY (AT ANY STAGE) OVER TOTAL REVENUES FROM FOOD RETAIL OPERATIONS IN CHILE.

CONSOLIDATED EBITDA⁽¹⁾

CONSOLIDATED EBITDA – FIRST HALF (CLP BN)⁽²⁾



CONSOLIDATED EBITDA – SECOND QUARTER (CLP BN)



1H17 CONSOLIDATED EBITDA: CLP 66.5 BN

- +7.5% (+CLP 4.6 BN) VS. 1H16
- EBITDA MARGIN: 5.5% (+30 BPS VS. 1H16)

2Q17 CONSOLIDATED EBITDA: CLP 31.3 BN

- +5.6% (+CLP 1.6 BN) VS. 2Q16
- EBITDA MARGIN: 5.2% (+20 BPS VS. 2Q16)

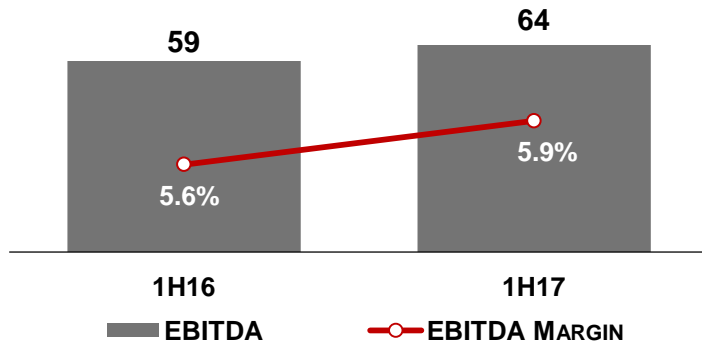
SOURCE: COMPANY INFORMATION

(1) EBITDA = GROSS PROFIT – ADMINISTRATIVE EXPENSES – DISTRIBUTION COSTS + DEPRECIATION + AMORTIZATION

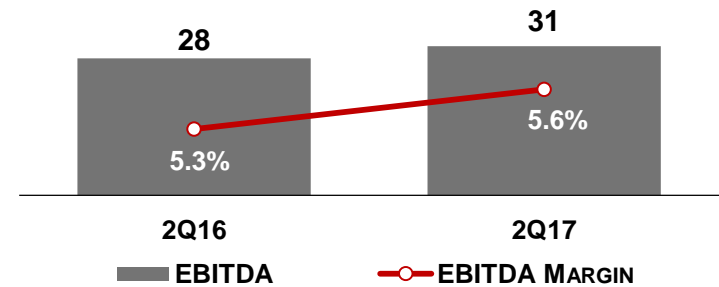
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EBITDA BY SEGMENT⁽¹⁾

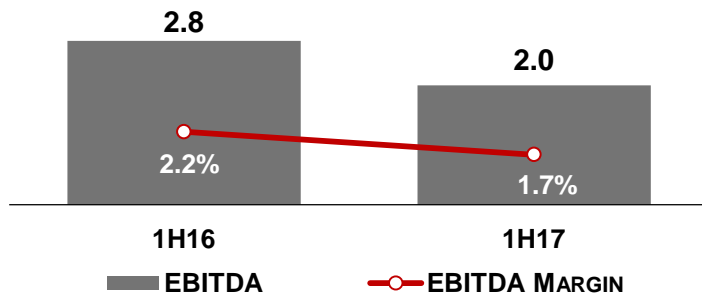
FOOD RETAIL – FIRST HALF (CLP BN)



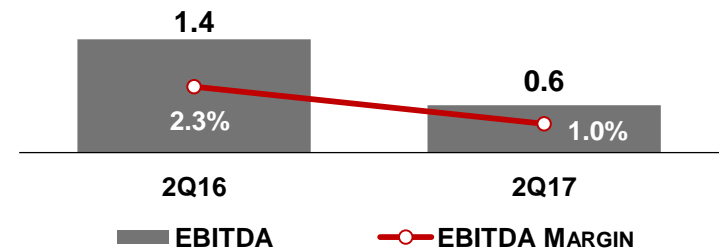
FOOD RETAIL – SECOND QUARTER (CLP BN)



CONSTRUCTION MATERIALS – FIRST HALF (CLP BN)



CONSTRUCTION MATERIALS – SECOND QUARTER (CLP BN)

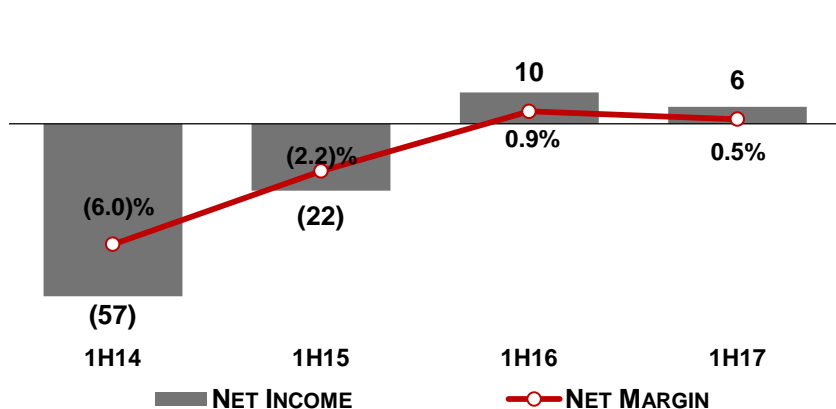


SOURCE: COMPANY INFORMATION

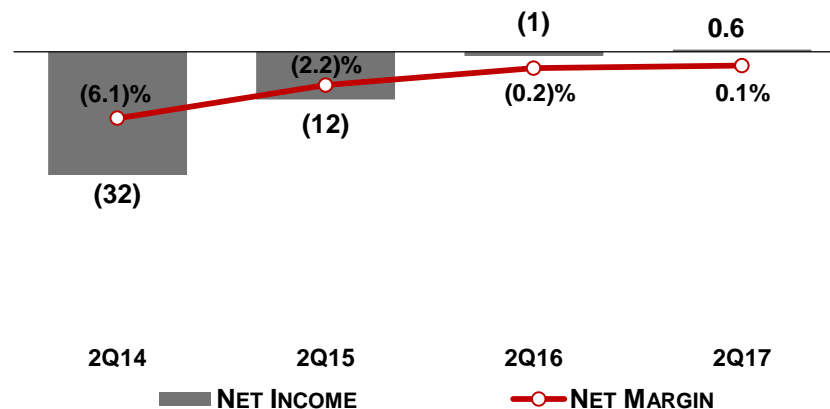
(1) EBITDA = GROSS PROFIT – ADMINISTRATIVE EXPENSES – DISTRIBUTION COSTS + DEPRECIATION + AMORTIZATION

CONSOLIDATED NET INCOME

NET INCOME – FIRST HALF (CLP BN)



NET INCOME – SECOND QUARTER (CLP BN)



CONSOLIDATED NET INCOME:

- 1H17: CLP 5.6 BN (-4.7 BN vs. 1H16)
- 2Q17: CLP 0.6 BN (+1,7 BN vs. 2Q16)

TWO EXTRAORDINARY EFFECTS IN 1H16:

- GAIN ON FOREIGN CURRENCY TRANSLATION DIFFERENCES (CLP 18.7 BN HIGHER IN 1H16)
- NON-RECURRING IMPAIRMENT LOSS RELATED TO SALE OF SUPERMERCADOS BIGGER (CLP -4.5 BN IN 1H16)

SIGNIFICANT REDUCTION IN EXPOSURE TO EXCHANGE RATE FLUCTUATIONS GOING FORWARD

- AS OF MARCH 13, 2017, 100% OF INTERNATIONAL BOND WAS HEDGED WITH A CROSS-CURRENCY SWAP

RECENT HIGHLIGHTS

UPDATE PLAN CIMA

- **CUSTOMER EXPERIENCE:**
 - STORE UPGRADES: WORK STARTED ON FIRST 4 STORES
 - LOYALTY PROGRAMS:
 - UNIMARC: *CLUB AHORRO UNIMARC* LAUNCHED IN JANUARY: MORE THAN 7 MILLION CUSTOMERS IDENTIFIED
 - MAYORISTA 10: *CLUB DEL PRECIO* LAUNCHED IN JULY: MORE THAN 2 MILLION CUSTOMERS IDENTIFIED
- **OPERATING EFFICIENCY:**
 - INCREASE IN CENTRALIZED DISTRIBUTION TO 45.6%
 - ROLL-OUT OF TRAINING PROGRAM RELATED TO IN-STORE PROCESSES BEGAN IN JANUARY 2017

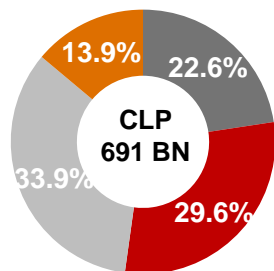
CREDIT RATING UPGRADES

- **HUMPHREYS:** UPGRADE FROM B+ (STABLE OUTLOOK) TO BB- (FAVORABLE OUTLOOK) IN FEBRUARY 2017
- **ICR:** UPGRADE FROM BB (POSITIVE OUTLOOK) TO BB+ (STABLE OUTLOOK) IN JANUARY 2017
- **STANDARD & POOR'S:** UPGRADE FROM CCC+ (POSITIVE OUTLOOK) TO B- (POSITIVE OUTLOOK) IN MARCH 2017
- **FELLER RATE:** CHANGE IN OUTLOOK FROM BB- (STABLE OUTLOOK) TO BB- (POSITIVE OUTLOOK) IN AUGUST 2017

FINANCIAL DEBT

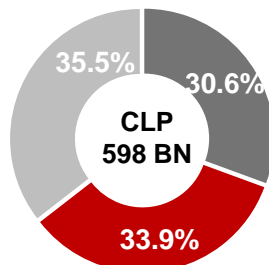
FINANCIAL DEBT (EXCL. FINANCIAL LEASES⁽¹⁾)

AS OF DEC. 31, 2016



■ LOCAL BONDS ■ INTERNATIONAL BOND ■ BANK DEBT ■ RELATED-PARTY DEBT

AS OF JUN. 30, 2017



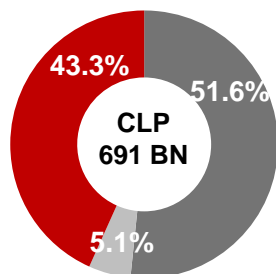
PROCEEDS FROM IPO AND LOCAL BOND PRIMARILY USED TO PREPAY/REPAY DEBT:

- RELATED-PARTY DEBT: APPROX. CLP 95 BN
- DEBT WITH FINANCIAL ENTITIES: APPROX. CLP 20 BN
- SERIES C LOCAL BOND: APPROX. CLP 55 BN

SIGNIFICANT REDUCTION IN FX EXPOSURE GOING FORWARD:

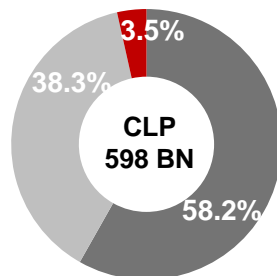
- AS OF MARCH 13, 2017, 100% OF INTERNATIONAL BOND IS HEDGED WITH A CROSS-CURRENCY SWAP

AS OF DEC. 31, 2016

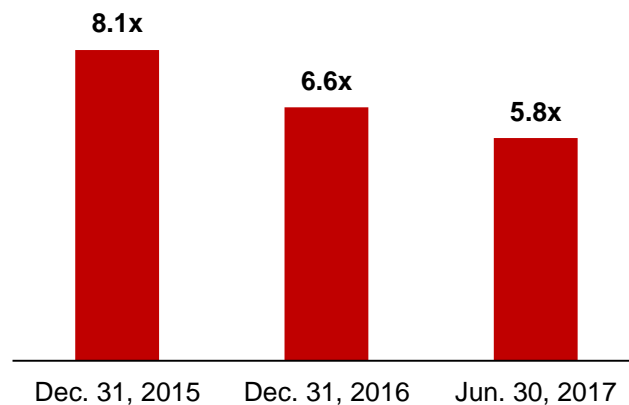


■ UF ■ CLP ■ USD

AS OF JUN. 30, 2017



NET DEBT (INCL. FINAN. LEASES⁽¹⁾)/EBITDA

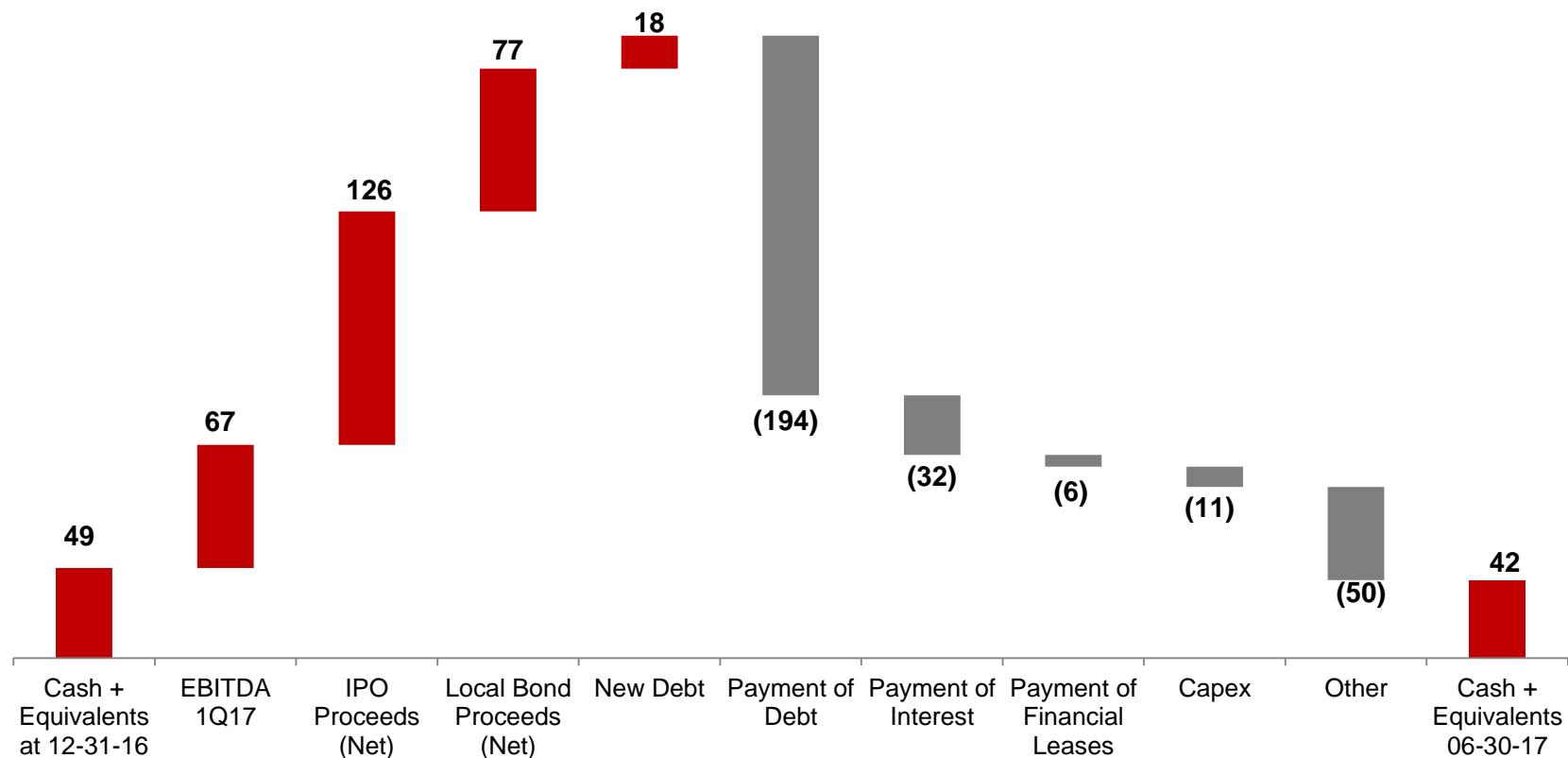


SOURCE: COMPANY INFORMATION.

(1) AS OF JUN. 30, 2017, SMU'S FINANCIAL LIABILITIES INCLUDED FINANCIAL LEASES OF CLP 266 BN. A LEASE IS CLASSIFIED AS A FINANCE LEASE IF IT TRANSFERS SUBSTANTIALLY ALL THE RISKS AND REWARDS INCIDENTAL TO OWNERSHIP OF AN ASSET IN ACCORDANCE WITH IAS 17 "LEASES". AS OF DEC. 31, 2016, FINANCIAL DEBT INCLUDES FINANCIAL DEBT WITH RELATED PARTIES. AS OF JUN. 30, 2017, SMU HAD NO FINANCIAL DEBT WITH RELATED PARTIES.

CASH FLOW

CASH + CASH EQUIVALENTS DEC. 2016 vs JUN. 2017 (CLP BN)





SMU



EARNINGS PRESENTATION: FIRST HALF AND SECOND QUARTER 2017

AUGUST 2017