

# 1Q22 Earnings **SMU S.A.**

---

May 2022



## 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.

## 1Q22 Earnings

Omnichannel  
Growth

## New Store Openings

- Unimarc (La Serena)
- Maxiahorro (Piura)
- Reopening Alvi (Maipú)



## 1Q22 Earnings

---

Omnichannel  
Growth

# UNIMARC.cl

Continuing to expand coverage

- Operations in all 16 regions of Chile



**¡LLEGÓ!**  
**UNIMARC.cl**  
PARA LLEGAR A MILLONES  
— DE CHILENOS —

## 1Q22 Earnings

## Customer Experience



## Growth in Private Label

- Continuing to launch- new products, expanding coverage of categories and increasing share of sales mix



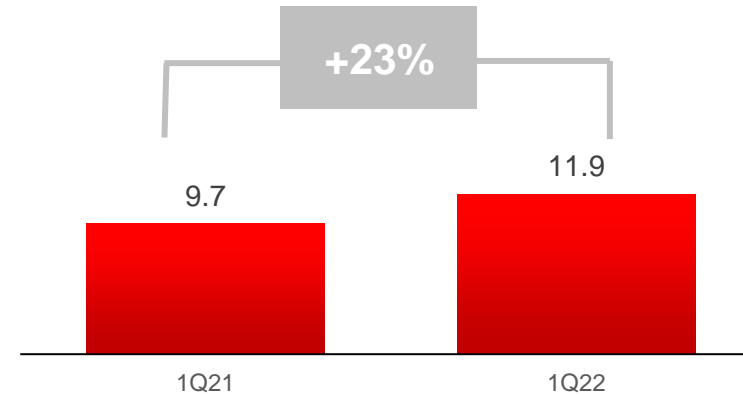
## 1Q22 Earnings

---

### Efficiency & Productivity

New technologies & **processes drive productivity gains**

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



## 1Q22 Earnings

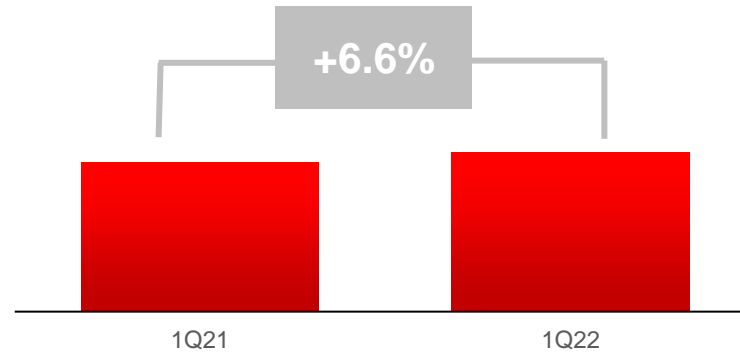


Efficiency &  
Productivity

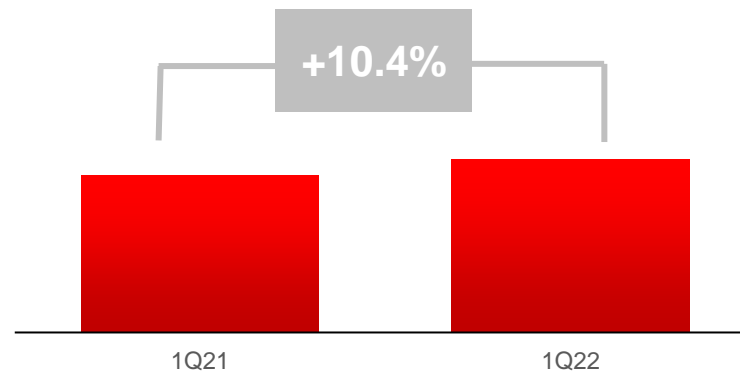
Continued expansion  
**in distribution  
capacity**



Boxes/Day – Real (Chile)



Boxes/Day – Capacity (Chile)



## 1Q22 Earnings

---

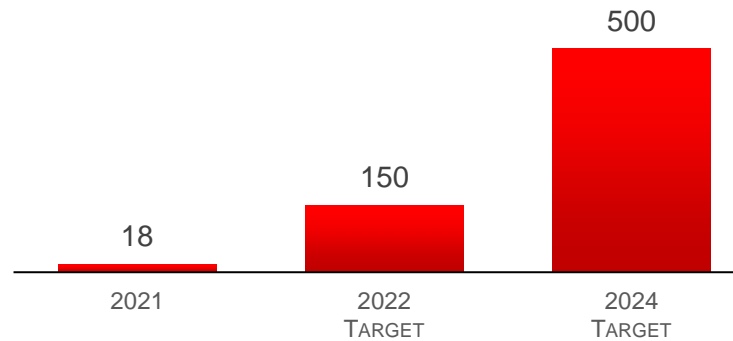
Committed &  
Sustainable  
Organization

## Reducing Our Impact

- Promoting recyclable packaging
- Promoting reusable packaging



Private Label Products Certified with Ecolabeling Seal





## 1Q22 Earnings

---

Committed &  
Sustainable  
Organization

## Promoting **Diversity & Inclusion**

- SMU named by EY and El Mercurio as Distinguished Company in Diversity, Equality and Inclusion



### Sale completed Feb. 28, 2022

- Strategic decision to focus on core formats: traditional supermarket, cash & carry, soft discount, e-commerce
- Equity value of OK Market business: CLP 49 bn
- Impact on 1Q22 net income: CLP 21 bn
- Proceeds to be primarily reinvested in SMU strategic initiatives



## NOTE ON PRESENTATION & COMPARISON OF INFORMATION

---

On October 8, 2020, SMU signed a binding agreement for the sale of its OK Market convenience stores to FEMSA Comercio S.A. de C.V., which operates OXXO convenience stores in Chile. On November 26, 2021, the Chilean antitrust authority (Fiscalía Nacional Económica or “FNE”) approved the Transaction, subject to remedies proposed by the parties. Therefore, and in accordance with the provisions of IFRS 5, in SMU’s Consolidated Financial Statements as of March 31, 2022, the OK Market business is presented as available for sale. The sale was completed on February 28, 2022.

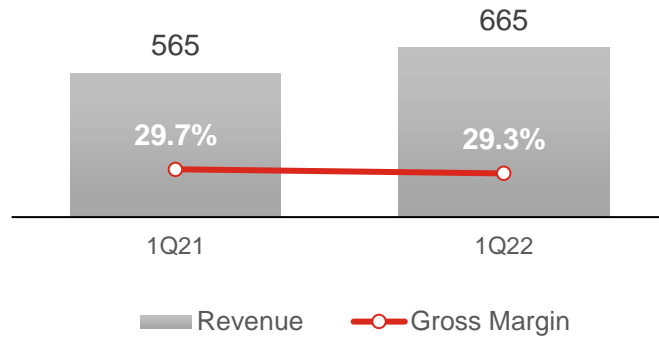
Consequently, the accounts in the Company’s statements of comprehensive income for the first quarter of 2021 have been restated in order to provide the same presentation as the first quarter 2022 figures. As such, in both periods presented, the results from this business are consolidated in a single line of SMU’s statements of comprehensive income, under “Profit (loss) from discontinued operations”.

The statements of cash flows for the first quarter of 2021 have not been re-expressed, and as a result, such figures are not comparable to the figures for the first quarter of 2022. The statements of cash flows for the first quarter of 2021 include cash flows corresponding to OK Market, whereas in the first quarter of 2022, such cash flows are not included.

The statements of financial position are comparable between periods, because the comparison is between March 31, 2022 and December 31, 2021, and as of both dates, OK Market is presented as available for sale. Therefore, in both periods, OK Market’s assets are consolidated in a single line of SMU’s statements of financial position, under “Non-current assets or asset groups classified as held-for-sale”, and its liabilities are consolidated in a single line under “Non-current liabilities or liability groups classified as held-for-sale”.



**Revenue As Reported** (Ex. OK Market)  
First Quarter; CLP Bn

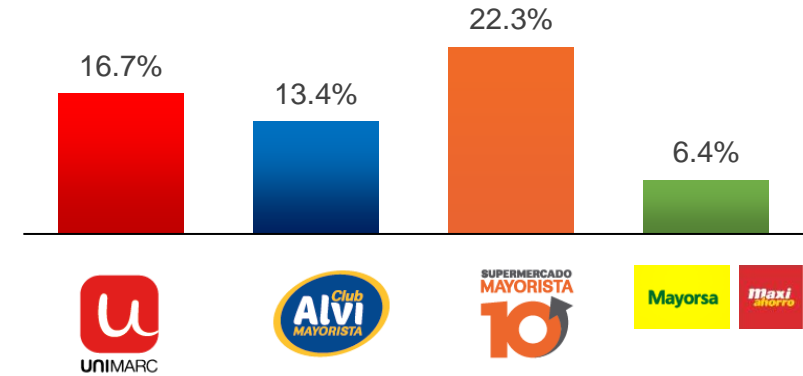


**Revenue growth +17,6%** vs. 1Q21

- Continued recovery in customer traffic

**Gross margin -40 bps** vs. 1Q21

**Same-Store Sales – First Quarter**



**Multiformat strategy delivers strong results**

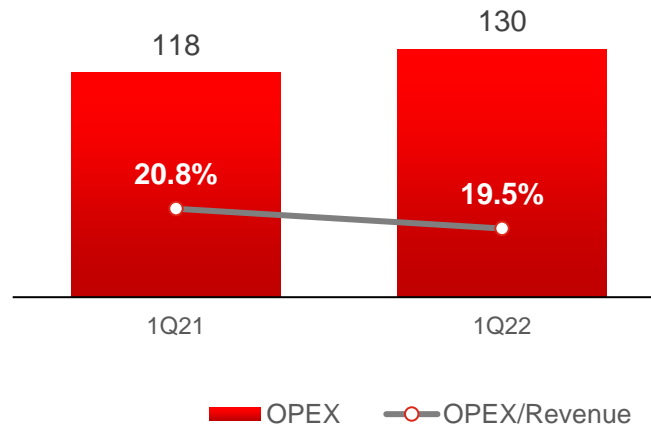
- Same-store sales growth across banners

(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.

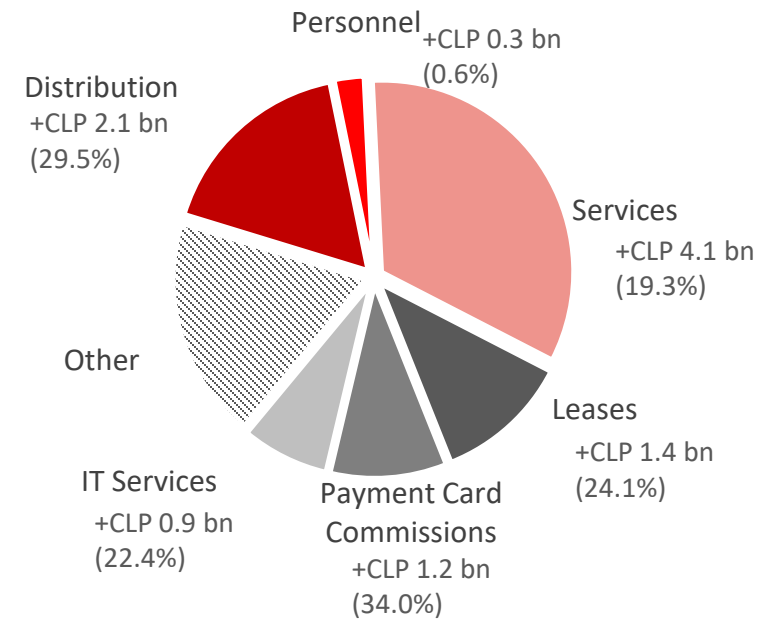
**Operating Expenses +10.6% vs. 1Q21**

- Main drivers: inflation, minimum wage, supply chain effects
- Personnel expenses remain stable

**OPEX (Ex. OK Market)**  
First Quarter; CLP Bn



**Main Increases in OPEX, 1Q22 vs. 1Q21**

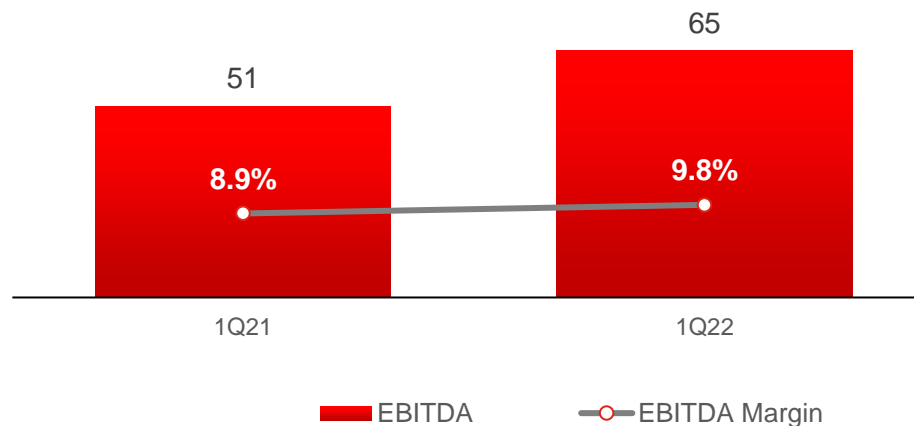


(1) Operating expenses: Sum of distribution and administrative expenses, excluding depreciation and amortization.

## EBITDA (1)



**EBITDA (Ex. OK Market)**  
First Quarter; CLP Bn



### EBITDA +29.2% vs. 1Q21

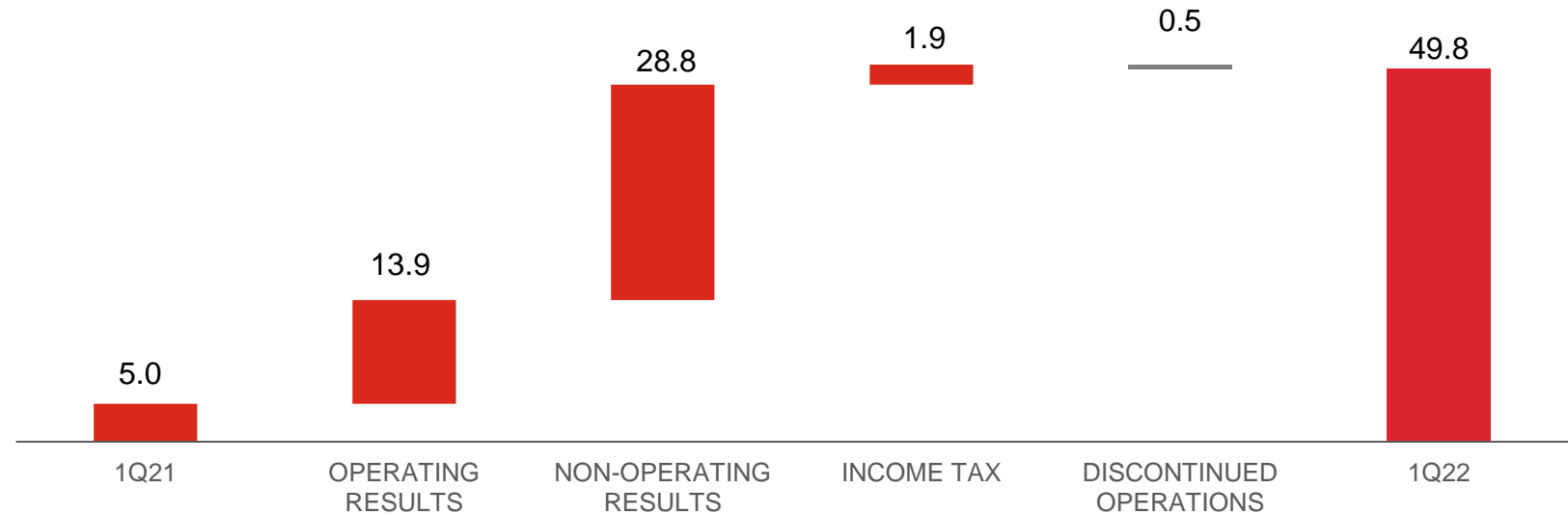
- Driven by strong top-line performance and operating leverage
- EBITDA margin: +90 bps vs. 1Q21

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

Net Income: 1Q22 vs 1Q21 (CLP Bn)

Net income +887.5% vs. 1Q21

- Operating results +45.6% (CLP 14 bn)
- Non-operating results +CLP 28.8 bn (including non-recurring effects CLP 31.5 bn)



(1) Operating expenses: Sum of distribution and administrative expenses, excluding depreciation and amortization.

**Series AO Bond Placement (UF 1 million; CLP 32 bn)**

- Use of proceeds: refinancing debt, as part of long-term financial strategy
- Lower spread compared to previous debt placement, with longer duration
- Annual interest rate 6.3% (placement rate 6.25%); bullet maturity March 1, 2027



**Improved Credit Rating Outlook**

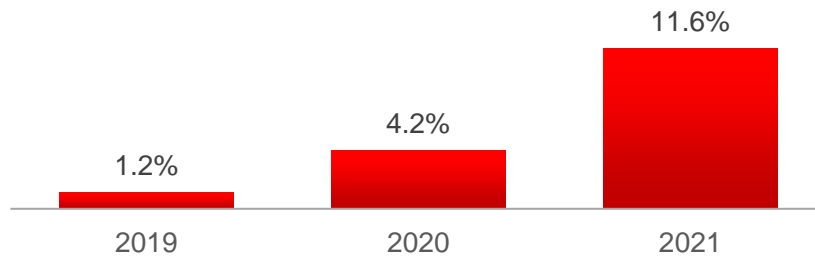
- Following annual review in March and April, both ICR and Feller-Rate improved outlook to positive
- Change reflects continued improvement in operating and financial results in 2021
- Current rating: A, positive outlook

**Shareholders' Meetings**

- Approved dividend policy of 75% of net income
- Approved share buyback program



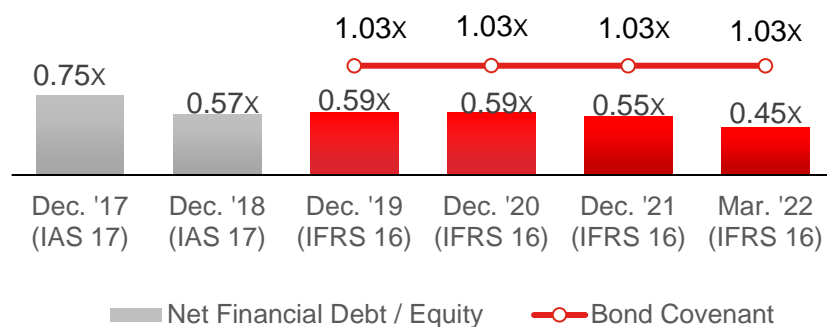
**Dividend Yield**  
(Dividends Paid/Share Price)



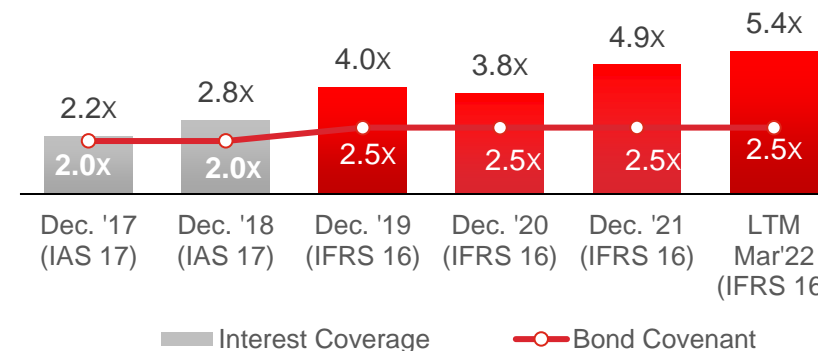
### Latest dividend announcements

- Final dividend CLP 3.76549 (paid April 29, 2022)
- Interim dividend CLP 6.47041 (to be paid June 6, 2022)

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



**Bond Covenant: Interest Coverage (3)**

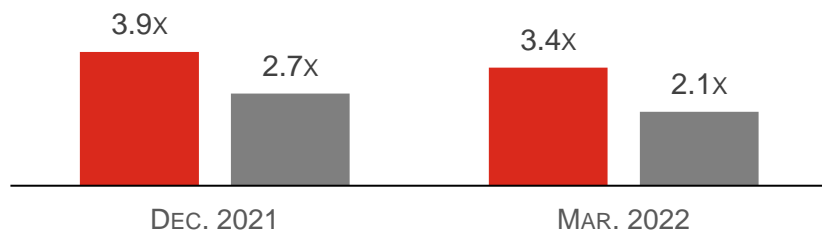


(1) Due to the implementation of IFRS 16 on Jan. 1, 2019, figures for 2019, 2020, 2021 and 2022 as reported are not comparable with figures for prior periods, when IAS 17 was in force. Pro forma IAS 17 figures have been provided for 2019 for illustrative purposes only, in order to facilitate comparative 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

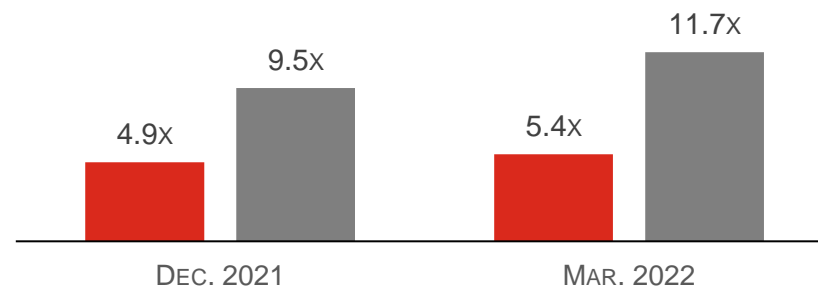
(3) Interest coverage = EBITDA/net financial expenses

**Net Financial Debt / EBITDA**



- Net Financial Liabilities/EBITDA
- Net Financial Debt/EBITDA Adjusted for Store Rental Expenses

**Interest Coverage**



- Net Interest Coverage
- Net Interest Coverage Adjusted for Store Rental Expenses

(1) Definitions:

Net financial liabilities = other current and non-current financial liabilities - cash and cash equivalents

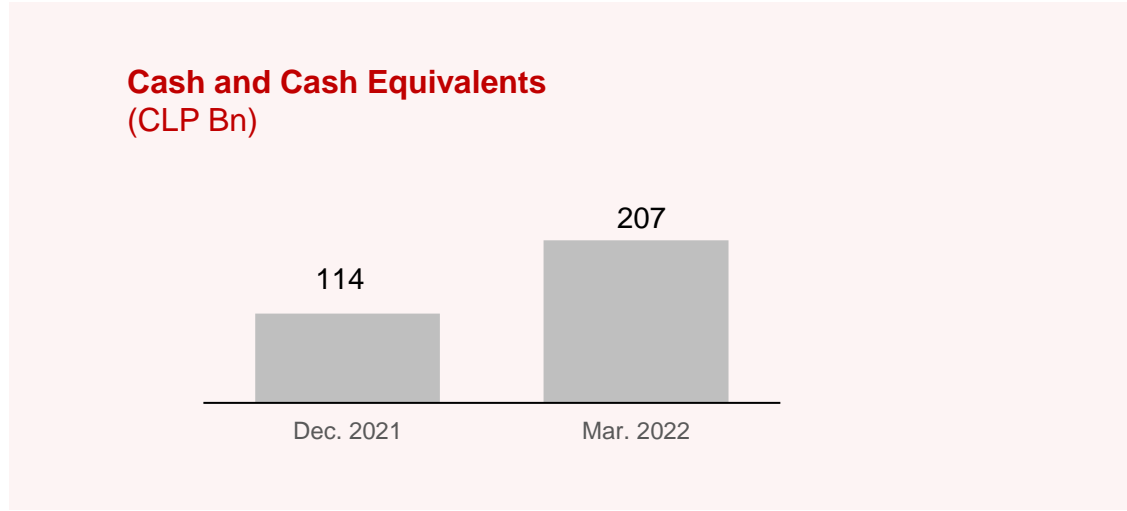
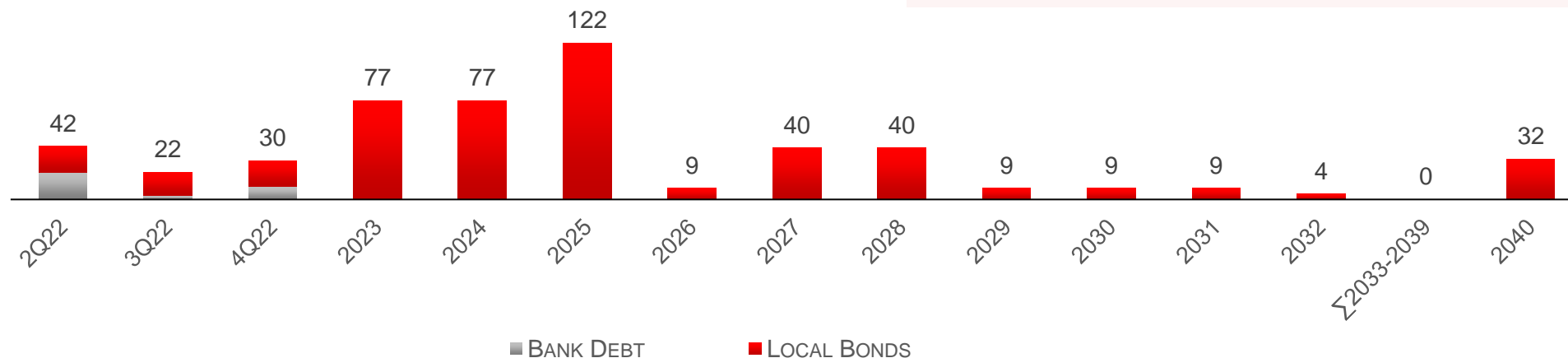
Net financial debt = other current and non-current financial liabilities – current and non-current obligations for rights of use - cash and cash equivalent

EBITDA adjusted for store rental expenses = EBITDA including store rental expenses not included in administrative expenses under IFR

Net interest coverage = EBITDA for the last 12 months / (total financial expenses – total financial income)

Net interest coverage adjusted for store rental expenses = EBITDA adjusted for store rental expenses / (total financial expenses – financial expenses for obligations for rights of use – total financial income)

**Debt Maturity Profile as of March 31, 2022**  
(Bonds and Bank Debt - CLP Bn)



THANK YOU

---

