

3Q21 Earnings **SMU S.A.**

November 2021



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.

Launch of Super10

- New soft discount format
- Inauguration of first store in August, with four stores currently operating
- Value proposition offers a complete assortment of quality products at attractive prices, targeting end customers



Launch of Unimarc.cl and Unimarc app

- Sept. 30, 2021: simultaneous launch of Unimarc.cl e-commerce website and Unimarc app
- Currently operating in 42 municipalities in three regions
- Plans to expand to all 16 regions of Chile by mid-2022

Expansion of Coverage with Last Milers

- Partnerships with Rappi and Pedidos Ya operating in new cities and regions, leveraging SMU's geographic coverage

New Store Openings

- Maxiahorro (August), OK Market (September), Unimarc (October)



Promotional Activity:

- Return to pre-pandemic frequency and categories of promotional activity

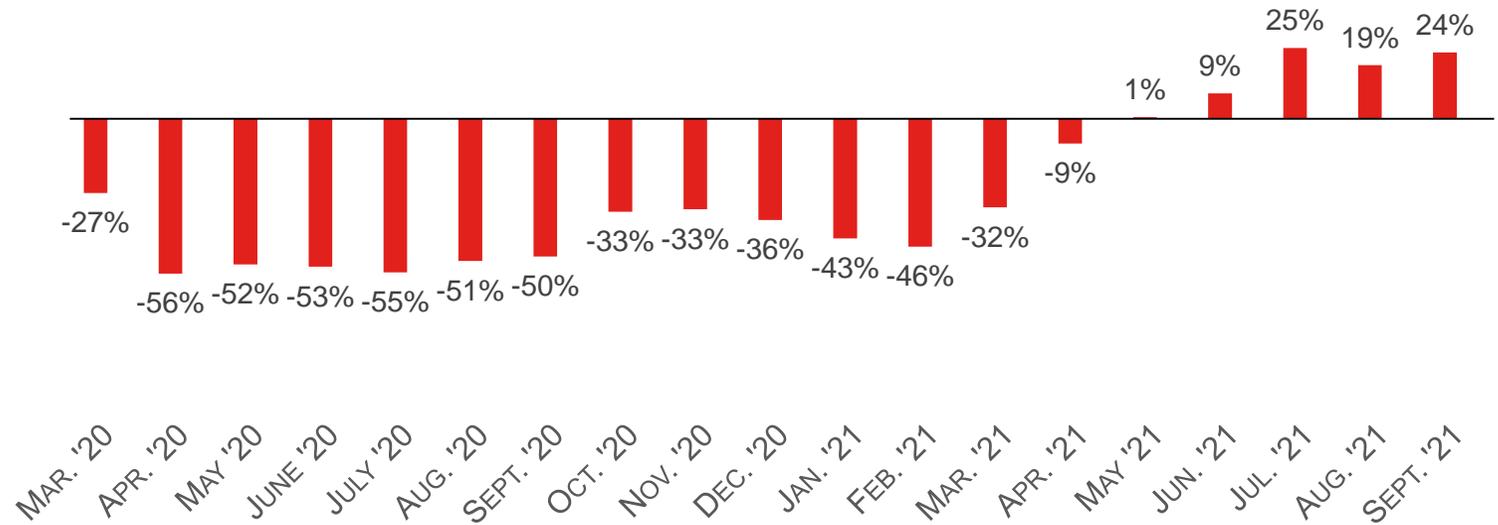
Customer traffic continues to recover

- Especially pronounced return to stores by loyal customers

Shopping missions:

- Decrease in stock-up purchases, with fill-in purchases accounting for over half of sales

Var. Transactions Year-Over-Year



Private Label

- Product offering continues to grow, with new launches



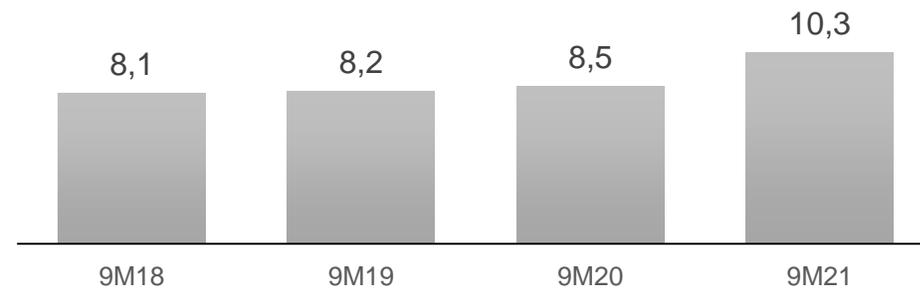
Operating efficiency initiatives

- In-store processes
- New technology in stores and distribution centers

Impact on operating indicators

- Sales/full-time equivalent +21% in 9M21

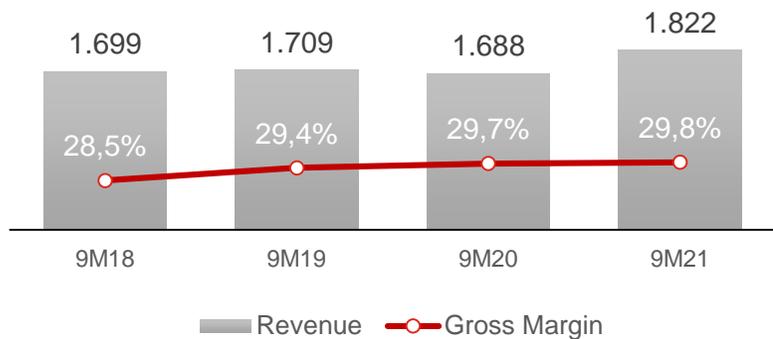
Sales/Full-Time Equivalent (Chile - CLP Mn/month)



Revenue



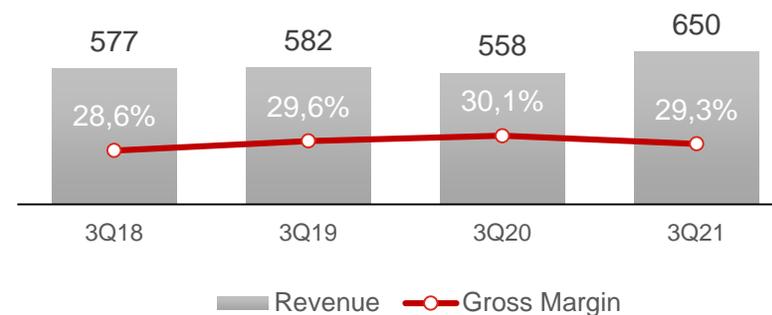
Revenue – First Nine Months (CLP Bn)



First Nine Months

- Revenue growth 7.9% vs. 9M20
- Gross margin expansion +10 bps vs. 9M20

Revenue – Third Quarter (CLP Bn)

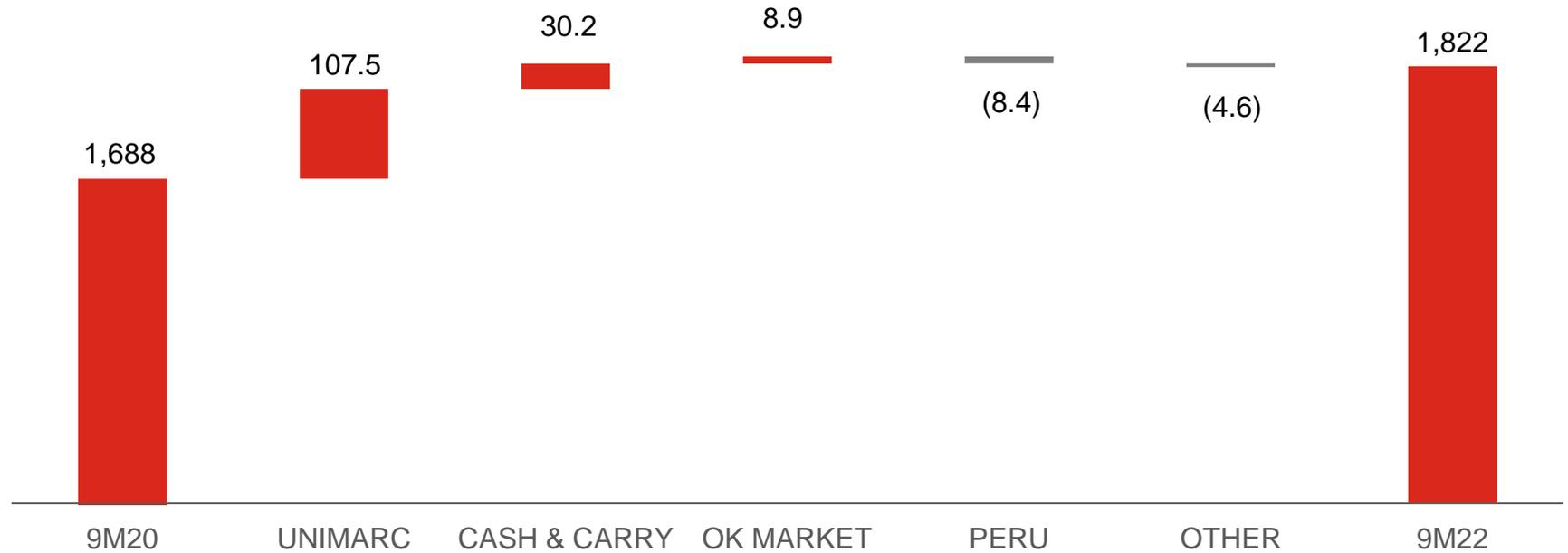


Third Quarter

- Revenue growth 16.4% vs. 3Q20
- Gross margin decrease -80 bps vs. 3Q20



First Nine Months 2021 vs 2020 Revenue by Format (CLP Bn)



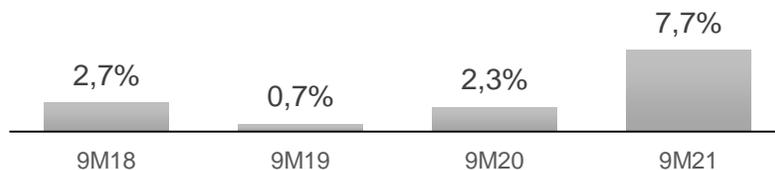
Growth driven by:

- Unimarc +9.5%
- Cash & Carry +6.6%
- OK Market +24.4%

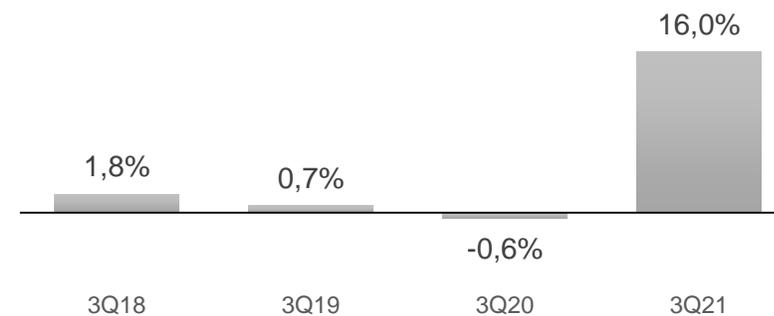
Same-Store Sales ⁽¹⁾



Same-Store Sales – First Nine Months



Same-Store Sales – Third Quarter



Growth across formats in Chile, and recovering in Peru

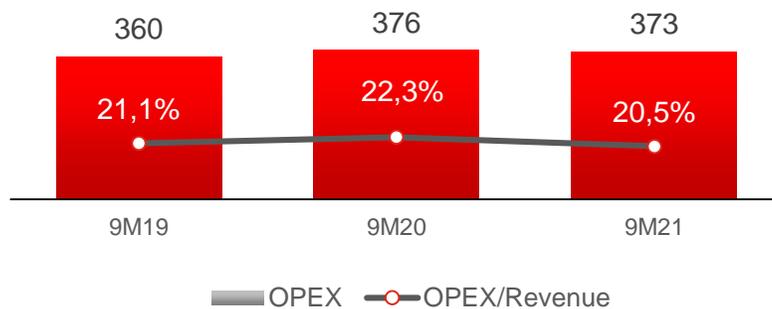
- Unimarc +8.9% in 9M21 and +18.4% in 3Q21
- Cash & Carry +6.8% in 9M21 and +12.5% in 3Q21
- OK Market +21.2% in 9M21 and +23.3% in 3Q21
- Peru -2.1% in 9M21 and +13.4% in 3Q21

(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.

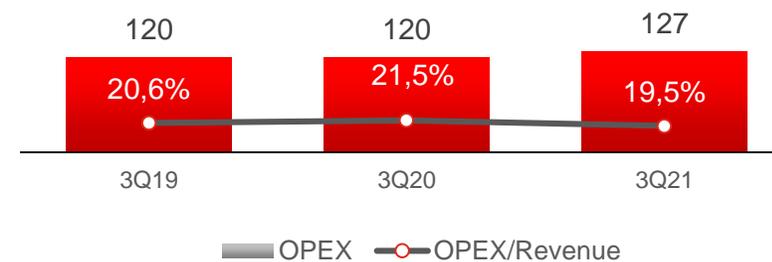
Operating Expenses (1)



OPEX – First Nine Months (CLP Bn)



OPEX – Third Quarter (CLP Bn)



Revenue growth + discipline in opex = operating leverage

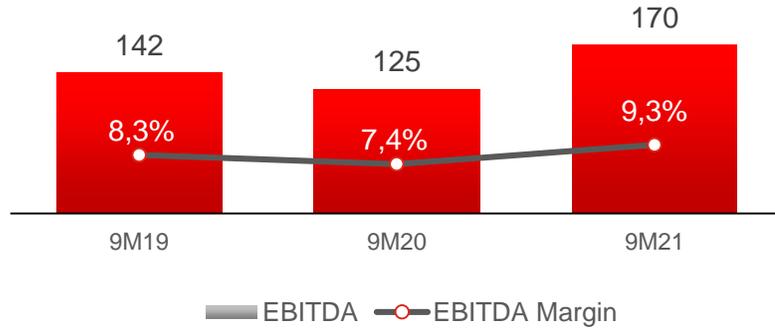
- Opex/revenue improved 180 bps in 9M21
- Opex/revenue improved 200 bps in 3Q21

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

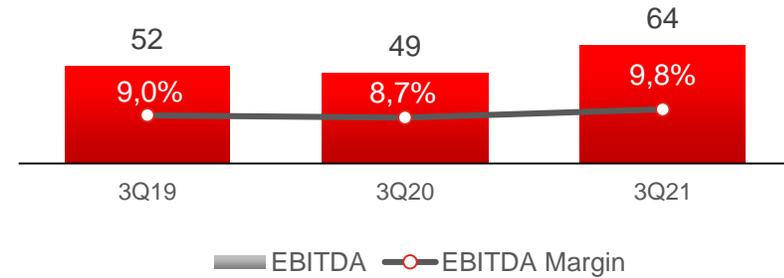
EBITDA (1)



EBITDA – First Nine Months (CLP Bn)



EBITDA – Third Quarter (CLP Bn)



Strong EBITDA performance due to revenue growth and operating leverage

- 9M21: EBITDA +35.5% / EBITDA margin + 190 bps
- 3Q21: EBITDA +31.1% / EBITDA margin +110 bps

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

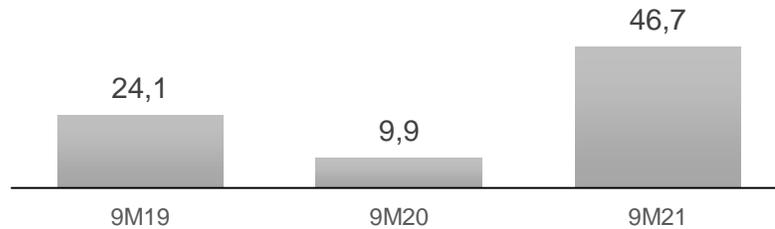
3Q21 Earnings

Net Income

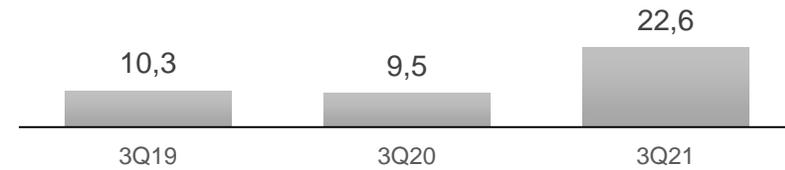
Profits driven by strong operating results

- 9M21 net income +373%
- 3Q21 net income +137%

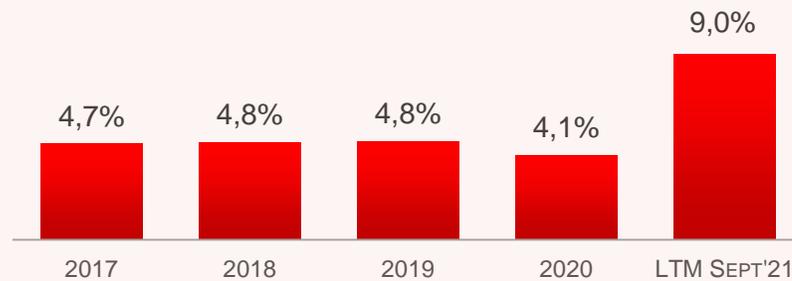
Net Income – First Nine Months (CLP Bn)



Net Income – Third Quarter (CLP Bn)



Return on Equity



Net Income Full-Year 2017-2020 vs 9M21 (CLP Bn)

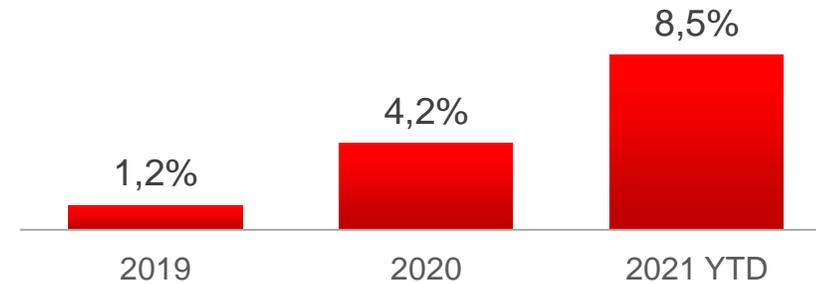




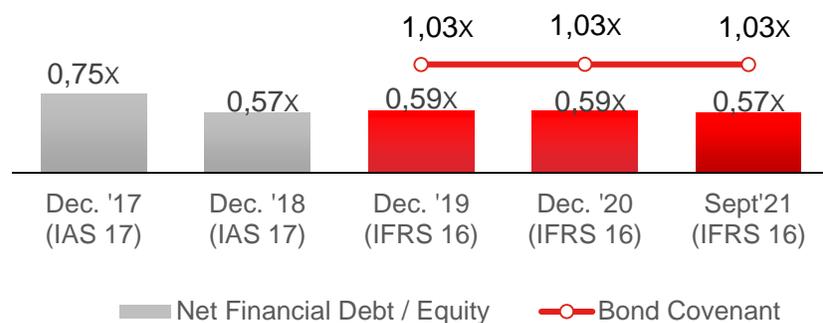
Interim Dividend Payment

- Interim dividend paid in September (CLP 2.5/share)
- Payout ratio equivalent to 75% of 2Q21 net income

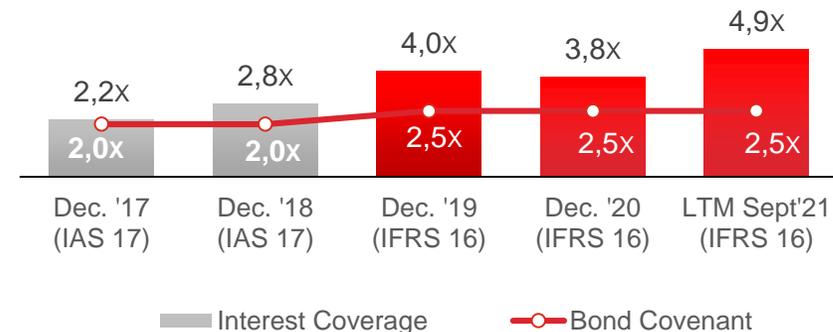
Dividend Yield
(Dividend per share/ Share price)



Bond Covenant: Net Financial Debt / Equity ⁽²⁾



Bond Covenant: Interest Coverage ⁽³⁾

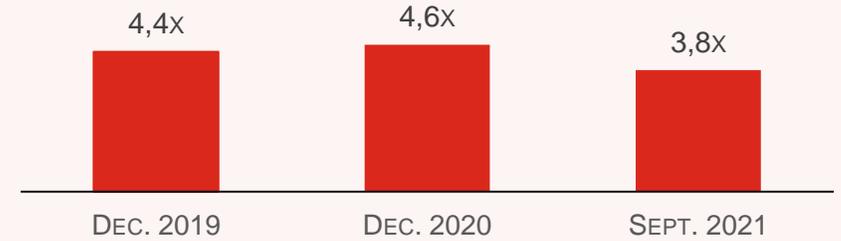


(1) Due to the implementation of IFRS 16 on Jan. 1, 2019, figures for 2019, 2020, and 2021 as reported are not comparable with figures for prior periods, when IAS 17 was in force. Pro forma IAS 17 figures have been provided for 2019 for illustrative purposes only, in order to facilitate comparative analysis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

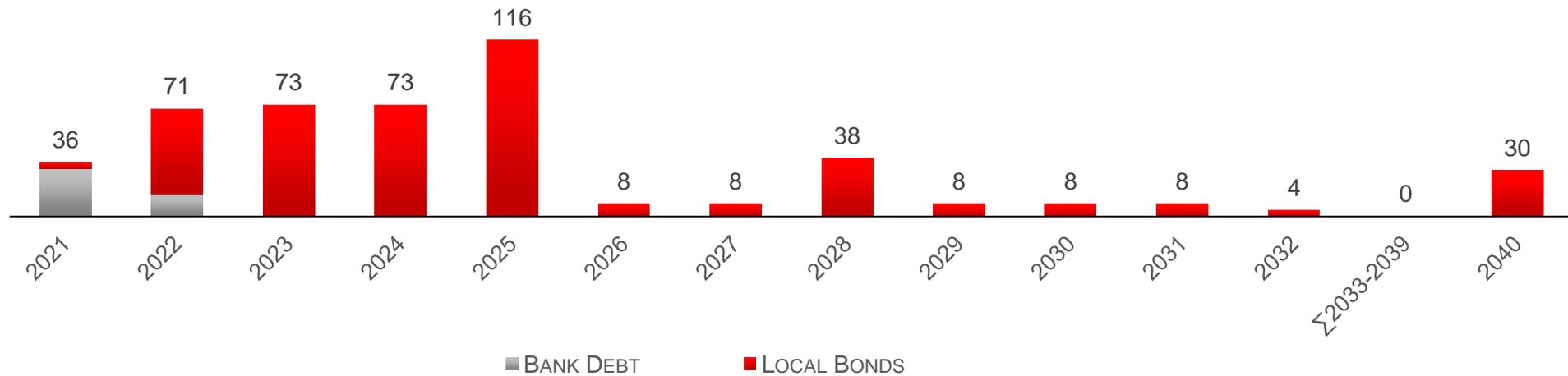
(2) Net financial debt = Total current and non-current financial liabilities minus total current and non-current obligations for rights of use minus cash and cash equivalents

(3) Interest coverage = EBITDA/net financial expenses

Net Financial Liabilities / EBITDA



Debt Maturity Profile as of September 30, 2021
(Bonds and Bank Debt - CLP Bn)



THANK YOU

