



1Q20 Earnings SMU S.A.



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.



Presentation and Comparison of Information Insurance Indemnities in 1Q20

Negative impact on SMU's operations from events in 4Q19-1Q20:

- Loss of revenue, due to store closures and reduced operating hours
- Loss of merchandise and physical damage to stores, due to looting and acts of vandalism

Recognition of estimated insurance indemnities in 1Q20 financial statements.

- Business interruption indemnity: recognized under "revenue" but calculated as EBITDA plus fixed costs of affected stores.
- Physical damage and loss of merchandise indemnities: will be recognized under "other gains (losses)" at current value, but estimate was still pending as of March 31, 2020.

1Q20 Insurance and Related Expenses

	1Q20 CLP MN
REVENUE	2,605
OTHER GAINS (LOSSES):	(4,999)
<i>INSURANCE RECOVERIES</i>	-
<i>LOSS FROM ACTS OF VANDALISM</i>	(4,999)

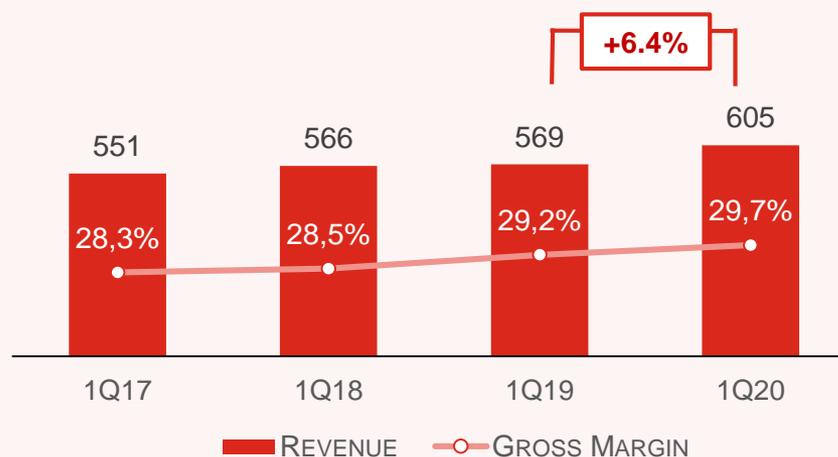
1Q20 Earnings Revenue

Revenue in 1Q20 vs.1Q19 + 6.4%:

- Despite 26 closed stores
- Upward trend throughout period, with additional demand associated with pandemic in last two weeks
- Extra day in February due to leap year

Revenue and gross margin are affected by recognition of business interruption indemnity (CLP 2,605 Mn)

Revenue – First Quarter (CLP Bn)

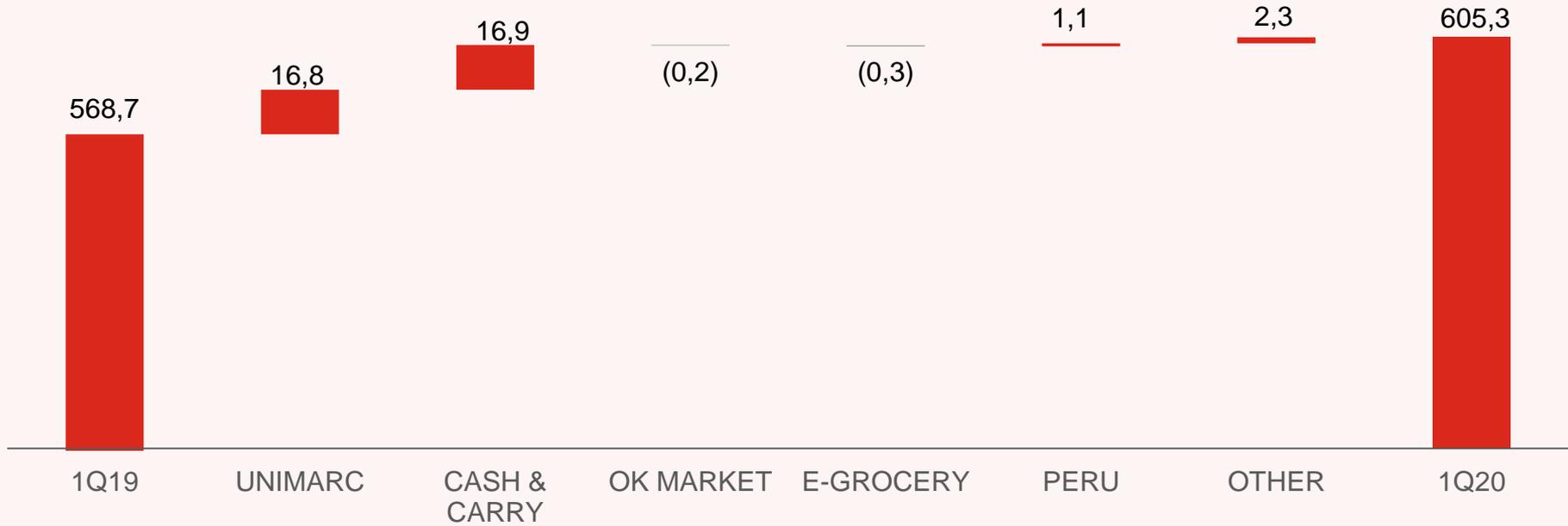


1Q20 Earnings Revenue by Format

Highlights:

- Unimarc +4.2%
- Cash & Carry +11.9%

1Q20 vs 1Q19 Revenue by Format (CLP Bn)



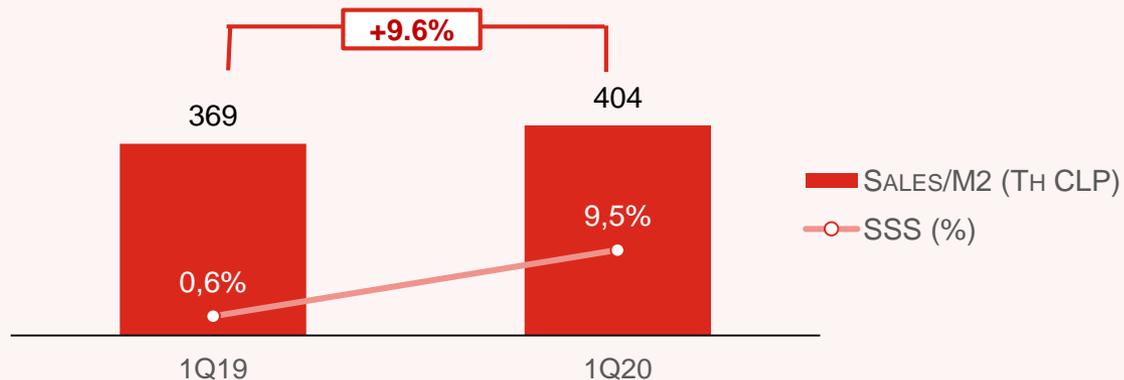
1Q20 Earnings SSS and Sales/M²

Same-Store Sales:

- Growth exceeds top-line growth due to closed stores
- Upward trend began before pandemic

SSS and sales/M² do not include business interruption indemnity

Same-Store Sales and Sales/M² – First Quarter⁽¹⁾⁽²⁾



SSS 1Q20: Unimarc +6.3%; Cash & Carry +19.3%; OK Market -0.7%; Peru +0.9%

Same-Store Sales Chile



(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. The Company has carried out a process of remeasuring the selling space of all of its stores, updating the information when applicable. The 1Q20 figures reflect the updated information, and 2019 figures have also been restated in order to be comparable.

1Q20 Earnings Operating Expenses⁽¹⁾



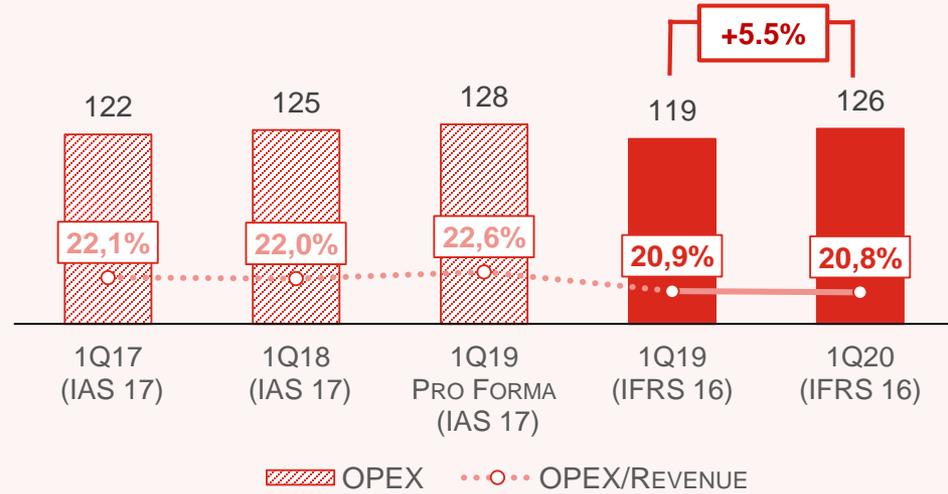
Operating Expenses:

Most significant increase is in personnel expenses (+5.8% / +3.3 Bn vs 1Q19)

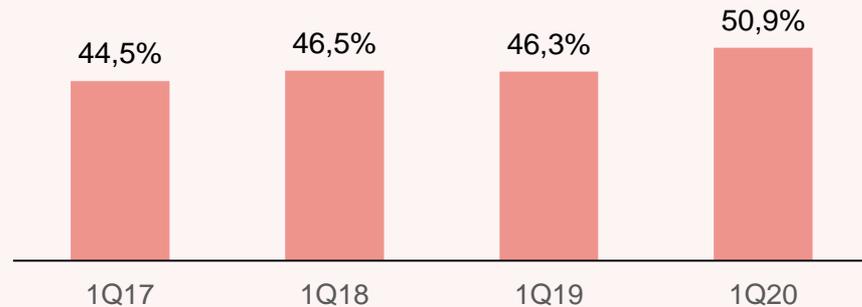
Centralization:

Increase in 1Q20 largely due to producto mix

Operating Expenses – First Quarter (CLP Bn)



Centralization⁽²⁾ (Chile)



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

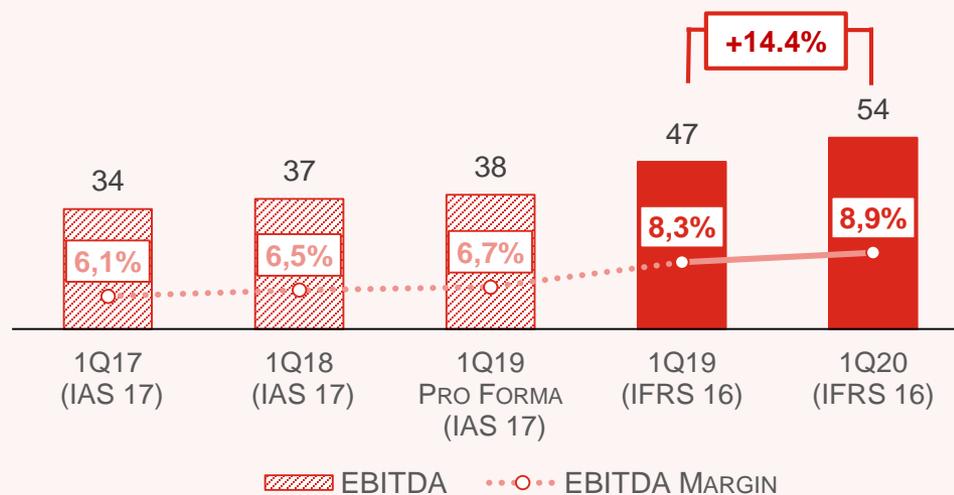
(2) Percentage of revenues from products distributed by the Company (at any stage) over total revenues from food retail operations in Chile

1Q20 Earnings EBITDA⁽¹⁾

**EBITDA 1Q20 vs. 1Q19
+14.4%**

**EBITDA Margin 1Q20 vs.
1Q19 + 60 bps**

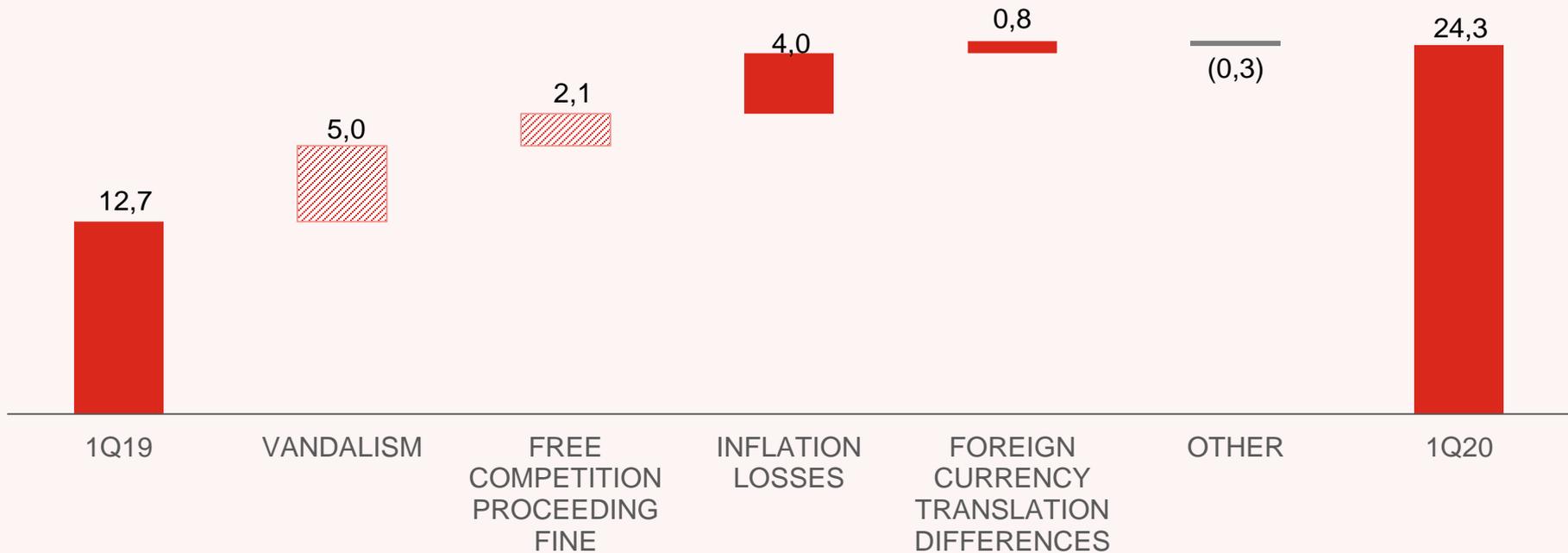
EBITDA – First Quarter (CLP Bn)



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

1Q20 Earnings Non-operating Income

1Q20 vs. 1Q19 Non-operating Loss (CLP Bn)



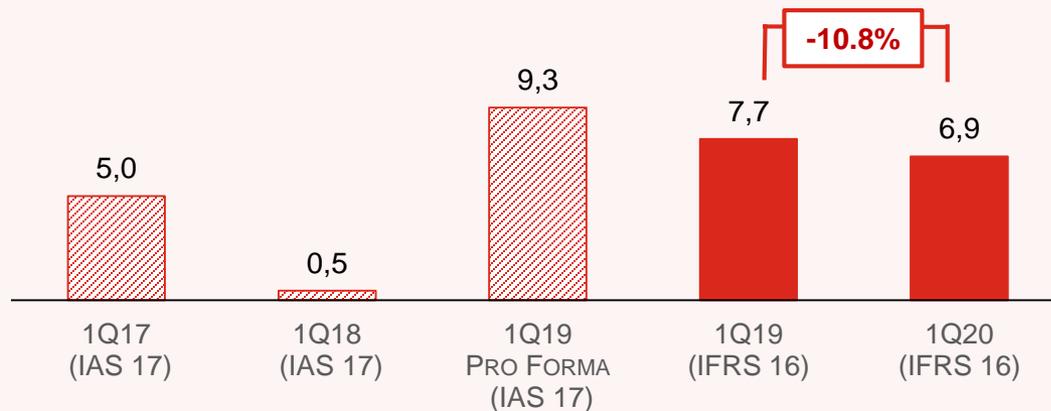
1Q20 Earnings Net Income



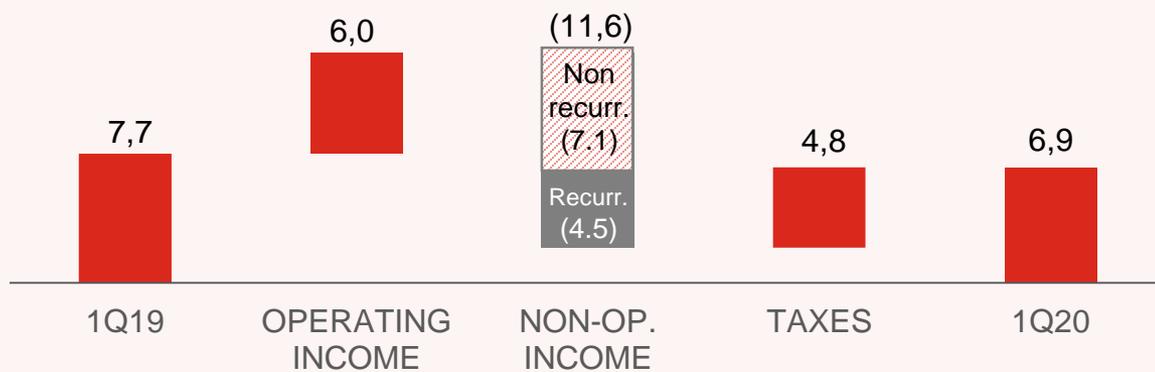
Net Income

Decreased in 1Q20 vs. 1Q19 due to higher non-operating loss, including non-recurring effects totaling CLP 7.1 Bn

Net Income – First Quarter (CLP Bn)



Net Income 1Q20 vs. 1Q19 (CLP Bn)

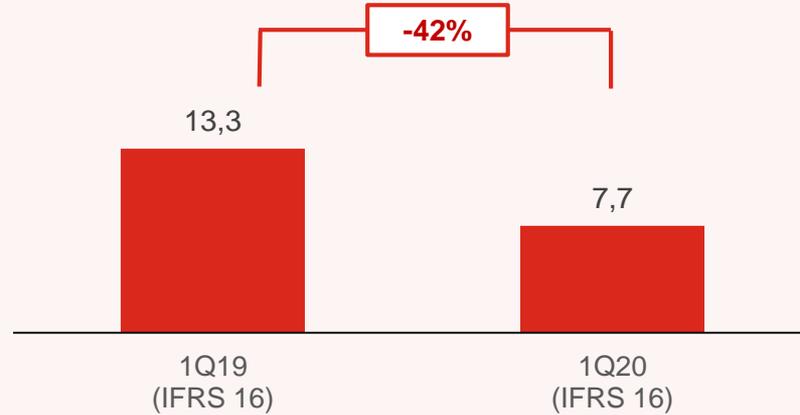


1Q20 Earnings Pre-Tax Income

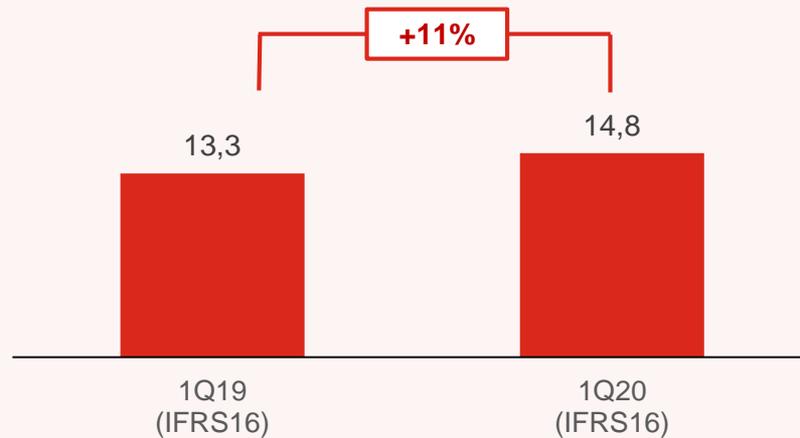


Pre-tax income negatively impacted by non-recurring expenses in 1Q20

Pre-Tax Income – As Reported
(CLP Bn)



Pre-Tax Income – Excluding Non-Recurring Effects
(CLP Bn)



Status of Operations

SMU has continued implementing plan to reopen stores. Current status:

- 95.5% of stores are operating
- 23 stores closed due to significant fire-related damage or other damage
- Plans to open 1 Alvi and 1 Unimarc in coming weeks
- Remaining stores are in different stages of evaluation, bidding processes with suppliers, and executing construction work.

In addition, eight OK Market stores are located in universities or malls that are temporarily closed due to the COVID-19 pandemic.

SMU Stores in Chile as of May 18, 2020

	OPEN	CLOSED	TOTAL
	281	11	292
	62	4	66
	28	5	33
	120	3	123
TOTAL	491	23	514

Recent Highlights

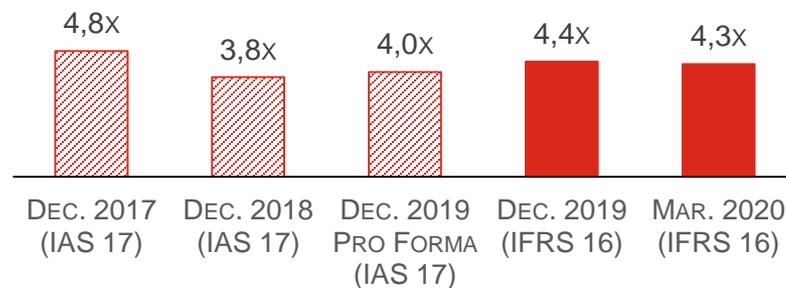
- Organic growth: 5 openings of OK Market in 1Q20
- Customer experience: Launch of Club Alvi app
- Sustainability: Publication of first integrated report
- Final dividend payment: CLP 4.49327 / share



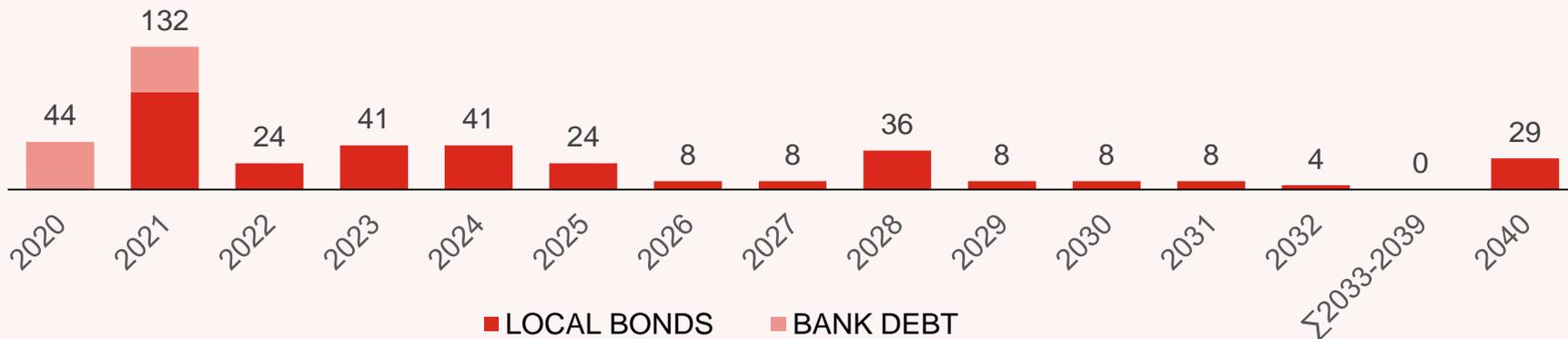
1Q20 Earnings Financial Debt



Net Debt / EBITDA



Debt Maturity Profile as of March 31, 2020⁽¹⁾ (Bonds and Bank Debt - CLP Bn)



(1) Includes restructuring of bank debt signed in April 2020.

Financial Situation 2020

Estimated uses of cash:

- Interest payments 46 Bn
- Payments of rental contracts classified as financial leases 50 Bn
- Capex [50-60] Bn
- Dividends 25 Bn

Confirmation of credit ratings:

- ICR: A- / positive outlook (Apr. 7)
- Feller-Rate: A- / stable outlook (Apr. 16)



THANK YOU

