

First Quarter 2023

# Earnings Release 

## 1. Period Highlighs

### 1.1 Executive Summary

Cencosud reported strong results once again despite a challenging economic environment and a high comparison base. The Company maintained its market share gains in supermarkets in Chile, Argentina, and Brazil, in addition to the consolidation of The Fresh Market and GIGA Atacado, resulting in a consolidated revenue growth of 17.9\% during 1Q23. Despite the high comparison base from 1Q22 and a more restricted consumption environment year-over-year, the Company closed the quarter with a total of 161 million tickets, representing an 18.1\% increase compared to the same period last year. Additionally, the number of Supermarkets' SSS tickets grew by $9.5 \%$ in the quarter, an increase that demonstrates the customers' continued loyalty to the Company's brands. Furthermore, in the first quarter of 2023, the Private Label strategy at the regional level maintained its successful trajectory, achieving a 192 bps increase in sales penetration rate. The main objective of this strategy is to differentiate from the competition by expanding the offer of high-quality products at competitive prices, which is expected to further boost sales and profitability.

As part of its strategic focus to become a leader in e-grocery sales throughout the region and to complement and propel its physical store proposition, digital capabilities were strengthened in Brazil and the United States during the quarter. In Brazil, an alliance was formed for the first time with iFood, the Brazilian leader in food delivery, and in the United States, the agreement with Instacart, the American leader in online food sales, was renewed. The number of Jumbo Prime subscribers in Chile grew by $43.0 \%$ in the quarter ended March 2023 compared to the same period last year, demonstrating the sustained success of the subscription model. Despite the lifting of mobility restrictions and the reopening of physical stores year-over-year, there was an increase in online sales penetration in Supermarkets Chile, Argentina, and Colombia during the first quarter compared to the same period last year. The Company's online penetration reached 9.1\% during the quarter.

Cencosud's Adjusted EBITDA declined 3.4\% year-over-year, due to the high comparison base in Chile attributable the liquidity generated in the market by the withdrawals from AFPs, which mainly impacted the results of Department Stores and Home Improvement in the region. In addition, there were increases in expenses associated with inflation. However, the Adjusted EBITDA Margin was $10.5 \%$-maintaining double digits for the $10^{\text {th }}$ consecutive quarterdemonstrating the resilience of the business even in a challenging macroeconomically environment and with intense promotional activity in retail. It is important to highlight that Argentina achieved a record high Adjusted EBITDA Margin of $15.1 \%$, followed by Chile, Peru, and the United States, with EBITDA margins of approximately 10\%.

The Company recorded a Net Profit of US\$192 million during the quarter, representing a decrease of $23.5 \%$ compared to the same period in 2022. This reduction is due to an increase in financial expenses associated mainly with short-term financing of the acquisitions of The Fresh Market and GIGA Atacado. Net Profit was also negatively impacted by non-cash accounting
variations associated with currency fluctuations in the region．In addition，there was a lower effective deferred tax rate YoY．

## 1．2 Key Financial and Operating Indicators¹




Adjusted EBITDA Margin

14.6\%

Private Label Penetration


## US\＄ 458

million
Adjusted EBITDA

## ${ }_{3}^{2[5]}$ <br> US\＄ 192 million <br> Net Profit

## C⿵冂䒑n 9．1\％

E－commerce Penetration

[^0]
## 2. Message from the CEO

Cencosud maintained double-digit revenue growth and demonstrated the resilience of its profitability by achieving an Adjusted EBITDA Margin of 10.5\% in 1Q23, the 10th consecutive quarter with double-digit EBITDA Margin. This result was achieved despite the challenging macroeconomic environment in all countries in the region in which Cencosud operates.

In turn, we continue to drive efficiency measures, invest in businesses and formats preferred by our customers, and enhance omnichannel capabilities as a complement to our physical presence in the region and leaing market position in th region.

As one of the main retailers in the region, Cencosud faces the challenge of continuing to develop an efficient digital strategy that complements our strong physical presence. To that end, our Marketplace is one of the key channels to capture available synergies. During 1Q23, sales through the Marketplace increased by $8.7 \%$ compared to the previous year, with Easy, our Home Improvement brand, standing out as the top seller on the Paris.cl platform, consolidating its presence and contributing to sales growth.

In addition to the Marketplace, we are strengthening another key complement to our digital strategy: the Prime subscription model. This program has played a crucial role in our ecosystem and is a factor of differentiation and loyalty for our customers. We are pleased with the 43.0\% increase in the number of subscribers in Chile as of March 2023, compared to the same period last year, which demonstrates the value that this program offers to our customers. In Colombia and Peru, where we recently launched the program, customers have also responded favorably, and we have also reported significant growth in the number of subscribers in the first few months since launch.

By focusing on providing the best mobile experience and continuously improving our last mile delivery is how we move closed towards our goal of becoming e-grocey leaders in the region. In the first quarter of 2023, we achieved a penetration of $8.2 \%$ in Latin American supermarkets, representing a 20 bps YoY increase.

With respect to our Strategic Pillar of Growth, we have made progress on multiple fronts. As of March 2023, we reported gains in market share in Supermarkets -78 bps in Chile, 30 bps in Argentina, and 43 bps in Brazil- compared to the same period last year. Additionally, as part of our efforts to improve the customer experience, we continue to adapt our supermarket store formats to meet their evolving shopping preferences. During the quarter, we completed 8 new store transformations in Brazil, converting them to the Cash \& Carry format, bringing the total number of stores in this format to 74 throughout the region.

The high levels of profitability achieved in these past 10 quarters have been possible thanks to countless measures implemented, including the C-Transforma project, which has automated more than 1 million work hours. Likewise, efficiency measures have been carried out in-store, such as the implementation of self-service checkouts and the "Mi Local" app, which allows for comprehensive store operation management.

Furthermore, I am pleased to inform you that the United States operation has become one of the most profitable Supermarkets for Cencosud, with an EBITDA margin of 9.7\%. Additionally, we have started generating commercial synergies with The Fresh Market, beginning in March 2023 with the launch of "The Fresh Market" Private Label products in three Jumbo stores in Chile, and soon to be launched in Peru. This initiative is part of our regional Private Label plan, with which we seek to offer our customers high-quality products at competitive prices. Noteworthy was the $30.2 \%$ growth in sales of the regional Private Label Cuisine\&Co compared to 1Q22, along with a 230 bps improvement in profitability.

Last but not least, I would like to reaffirm our commitment and express my gratitude to our stakeholders, who have recognized our work in different ways. Customers, at the center of Cencosud's decisions, have also shown their satisfaction: we are proud that recently both Jumbo and Paris - for the first time - led the customer experience ranking (PXI) in Chile.

Cencosud continues to strengthen its path towards more profitable and sustainable growth, creating shared value throughout its chain, thanks to committed and high-performing teams.

Matías Videla CEO


## 3. Main Figures 1Q23

### 3.1 Consolidated Income Statements ${ }^{23}$

As Reported Excl. IAS29

| CLP million | 1Q23 | 1Q22 | Var \% | 1Q23 | 1Q22 | Var \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Online Revenue | 305,799 | 286,177 | 6.9\% | 308,229 | 287,081 | 7.4\% |
| Physical Stores Revenue | 3,086,504 | 2,601,758 | 18.6\% | 3,111,029 | 2,609,979 | 19.2\% |
| Other Revenue ${ }^{3}$ | 110,881 | 97,520 | 13.7\% | 111,762 | 97,829 | 14.2\% |
| Total Revenue | 3,503,184 | 2,985,455 | 17.3\% | 3,531,020 | 2,994,889 | 17.9\% |
| Gross Profit | 1,015,691 | 861,331 | 17.9\% | 1,055,365 | 883,649 | 19.4\% |
| Gross Margin | 29.0\% | 28.9\% | 14 bps | 29.9\% | 29.5\% | 38 bps |
| SG\&A | -788,297 | -602,815 | 30.8\% | -787,197 | -597.839 | 31.7\% |
| SG\&A Margin | -22.5\% | -20.2\% | -231 bps | -22.3\% | -20,0\% | -233 bps |
| Operating Result | 242,149 | 285,397 | -15.2\% | 280,037 | 312,775 | -10.5\% |
| Non Operating Result | -89,512 | -44,062 | 103.1\% | -103,663 | -56,572 | 83.2\% |
| Taxes | -76,757 | -89,500 | -14.2\% | -20,357 | -52,271 | -61.1\% |
| Profit | 75,881 | 151,834 | -50.0\% | 156,017 | 203,932 | -23.5\% |
| Adjusted EBITDA | 340,170 | 364,540 | -6.7\% | 371,419 | 384,680 | -3.4\% |
| Adjusted EBITDA Margin | 9.7\% | 12.2\% | -250 bps | 10.5\% | 12.8\% | -233 bps |

3.2 E-commerce


Online Penetration
9.1\%


Total Online Tickets
+5.5 MM


Online Sales
US\$ 380 MM

[^1]|  | Business <br> (Local Currency) |  | GMV |  | Online Penetration |  |
| :--- | :--- | ---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | 1Q23 | 1Q22 |  |  |
| Supermarkets | $34.0 \%$ | $7.1 \%$ | $7.8 \%$ | $8.0 \%$ |  |  |
| Department Stores | $-26.8 \%$ | $-16.4 \%$ | $27.5 \%$ | $32.6 \%$ |  |  |
| Home Improvement | $37.7 \%$ | $2.0 \%$ | $7.5 \%$ | $6.4 \%$ |  |  |
| TOTAL | $\mathbf{1 6 . 2 \%}$ | $\mathbf{- 1 . 6 \%}$ | $\mathbf{9 . 1 \%}{ }^{4}$ | $\mathbf{1 0 . 0 \%}$ |  |  |

The 1 Q23 online penetration of Consolidated Supermarkets incorporates the e-commerce business of The Fresh Market, with penetration of $5.5 \%$. Excluding this effect, the online penetration of Supermarkets would have expanded 20 bps reaching 8.2\%.


Business
Online Sales


[^2]3.3 Private Label


During 1Q23, Private Label products penetration increased 192 bps, reaching $14.6 \%$ of total sales. This improvement compared to the previous year was largely driven by the incorporation of The Fresh Market to the Company, where share of Private Label of total sales represented $30.7 \%$. During the quarter, the Food and Non-Food Private Label categories registered penetrations of $12.5 \%$ and $20.2 \%$, respectively.

In line with the objective of promoting the regional strategy of Private Label, Cencosud began the commercial exchange of these products between the countries in which it operates. Also, during 1023, the sale of "The Fresh Market" brand products began in 3 Jumbo stores in Chile, accompanied by in-store product tasting and other initiatives aimed at building brand awareness in the country.

In line with the regional strategy of Private Label, the Cuisine\&Co brand continues to develop its portfolio of products with greater added value and differentiation. Through higher quality products, from different origins and with quality and sustainability certifications, the brand has accelerated its growth both in sales ( $+30.2 \% \mathrm{YoY}$ ) and in profitability ( 230 bps YoY ).

Private Label Penetration over total Sales

|  | Food |  |  | Non-Food |  | Total |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | 1Q23 | 1Q23 | 1Q22 | 1Q23 |  |
| Chile | $9.4 \%$ | $8.8 \%$ | $24.5 \%$ | $24.3 \%$ | $14.4 \%$ | $14.7 \%$ |  |
| Argentina | $10.1 \%$ | $9.4 \%$ | $13.6 \%$ | $16.6 \%$ | $11.4 \%$ | $12.4 \%$ |  |
| USA | $30.7 \%$ | N.A. | N.A. | N.A. | $30.7 \%$ | N.A. |  |
| Brazil | $2.7 \%$ | $2.9 \%$ | $4.5 \%$ | $5.4 \%$ | $3.3 \%$ | $3.7 \%$ |  |
| Peru | $12.6 \%$ | $12.9 \%$ | $32.4 \%$ | $27.8 \%$ | $15.7 \%$ | $15.5 \%$ |  |
| Colombia | $5.9 \%$ | $5.1 \%$ | $11.4 \%$ | $10.7 \%$ | $\mathbf{7 . 7 \%}$ | $\mathbf{7 . 3 \%}$ |  |
| TOTAL | $\mathbf{1 2 . 5 \%}$ | $\mathbf{8 . 6 \%}$ | $\mathbf{2 0 . 2 \%}$ | $\mathbf{2 0 . 9 \%}$ | $\mathbf{1 4 . 6 \%}$ | $\mathbf{1 2 . 6 \%}$ |  |

## 4. Relevant Events

### 4.1 Quarterly highlights

## Ranking Best Customer Experience

Wong Supermarkets was recognized by the IZO consultancy as the supermarket with the best customer experience in Peru, highlighting its innovation in the e-commerce channel to deliver to customers in less time and with high-quality products and services.

## 2022 Integrated Annual Report Release

Cencosud published its 2022 Integrated Annual Report which summarizes the performance of the Company in the environmental, social and financial areas ${ }^{5}$. This Report reflects Cencosud's commitment to operate sustainably and generate shared value for its various stakeholders.

## "The Fresh Market" Private Label in Jumbo Chile

As part of the commercial synergies generated between The Fresh Market and the Supermarket operations in LATAM, Cencosud introduced "The Fresh Market" Private Label products in 3 Jumbo supermarkets in Chile.

## Launch of app Easy Chile

Easy Chile, leveraging Cencosud's internal capabilities, developed and launched a new mobile App. This initiative complements and enhances the digital strategy of the Easy Chile business, seeking to expand its sales channels and facilitate customer access and use of digital platforms.

### 4.2 Organic and Inorganic Growth

During the first quarter of the year, the Company opened 4 new stores and transformed 9 stores, highlighting 8 flag changes from Bretas to Bretas Atacarejo -from Supermarkets to Cash\&Carry. To date, the Cash\&Carry format is comprised of 57 stores in Brazil-, and a total of 74 stores throughout the region.

Additionally, 10 stores were remodeled during the period, 7 in Chile and 3 in Argentina. This represents continuous progress in the store remodeling plan, as the Company looks to provide the best shopping experience for its customers.

The 2023 investment plan considers the opening of 49 new retail stores, adding close to 60,000 sqm and the remodeling of 47 retail stores and 16 shopping centers throughout the region. It should be noted that, of the total number of new stores, more than $80 \%$ will be in the core Supermarkets format.

[^3]|  |  | $\mathbf{N}^{\circ}$ Stores | $\mathbf{N}^{\circ}$ Stores | $\mathbf{N} .0$ Tiendas |
| :---: | :---: | :---: | :---: | :---: |
|  | Chile | 2 | 276 | 7 |
|  | Argentina | 1 | 1,655 | 3 |
| 1Q23 | USA | 0 | 0 | 0 |
| Organic | Brazil | 10 | 20,579 | 0 |
| Capex | Per | 0 | 0 | 0 |
|  | Colombia | 0 | 0 | 0 |
|  | TOTAL | $\mathbf{1 3}$ | $\mathbf{2 2 , 5 1 0}$ | $\mathbf{1 0}$ |

## 5. Results by Country ${ }^{67}$

### 5.1 1Q23 Results



[^4]

### 5.2 E-commerce Channel Sales




## Highlights

- Double-digit Adjusted EBITDA margin reached $10.7 \%$ in the quarter, showing resilience despite the macroeconomic environment.
- Supermarkets market share increased by 80 bps, consolidating its position in the market.
- Capture of synergies within the Cencosud ecosystem: Jumbo Chile began the marketing of "The Fresh Market" brand products in its stores and Easy consolidated as the No. 1 "seller" in the Paris.cl Marketplace.
- Department Stores gained market share in the period, highlighting perfume, shoes and beauty, among others.

During the first quarter of 2023, revenues increased $1.7 \%$ compared to 1 Q22. This YoY growth is mainly explained by the increase in sales of both Supermarkets and Shopping Centers, which have shown resilience in an inflationary environment and less dynamic consumption. This was partially offset by the Department Stores and Home Improvement businesses, which had lower YoY revenues as a result of the high comparison base and economic environment. However, the decrease in sales of both businesses is less pronounced than the $15.1 \%$ drop in retail sales in 1Q23 reported by the Santiago Chamber of Commerce.

Adjusted EBITDA was down $30.2 \%$ compared to 1Q22 due to increased promotional activity and expenses that are adjusted by CPI. The quarter also includes expenses associated with the start-up of the new Technology Hub in Uruguay. Despite the 488 bps decrease, the Adjusted EBITDA margin remained in double digits, registering 10.7\% in the quarter.

| ReVENUES | 1Q23 | 1Q22 | \% vs 2022 |
| :---: | :---: | :---: | :---: |
| CLP million | CLP | CLP | $\Delta$ \% |
| Supermarket | 1,138,748 | 1,060,437 | 7.4\% |
| Shopping Centers | 51,375 | 43,080 | 19.3\% |
| Home Improvements | 202,070 | 228,670 | -11.6\% |
| Departments Stores | 238,745 | 274,515 | -13.0\% |
| Others | 4,552 | 995 | 357.4\% |
| Chile | 1,635,490 | 1,607,697 | 1.7\% |
| Adjusted EBITDA | 1Q23 | 1Q22 | \% vs 2022 |



Adjusted EBITDA Margin Evolution


SG\&A over Sales Evolution


## Same Store Sales \& GMV

|  | Physical Stores + Online |  | GMV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1Q23 | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ |
| Supermarket | $5.4 \%$ | $17.4 \%$ | $10.5 \%$ | $4.2 \%$ |
| Home Improvement | $-13.3 \%$ | $6.6 \%$ | $-3.7 \%$ | $0.1 \%$ |
| Department Store | $-12.9 \%$ | $36.5 \%$ | $-26.8 \%$ | $-16.4 \%$ |

## Supermarkets

Supermarket revenues in Chile increased 7.4\% compared to the first quarter of 2022 despite the challenging comparison base due to the high levels of consumption registered in the first half of 2022. The YoY growth was primarily due to the 80 bps market share gain in Jumbo and Santa Isabel, along with the $12.1 \%$ growth in the number of tickets. The mass product categories, and to a lesser extent perishables, led the growth compared to 1022 , as well as the greater penetration of Private Label products. The Company's own online channel continued to drive this growth, reflecting digital developments such as the Santa Isabel App and the $43.0 \%$ YoY increase in the Jumbo Prime subscriber base. During the quarter the private label offering was augmented with the launch of a select group of Private Label products from "The Fresh Market" in 3 of the main Jumbo stores.

Adjusted EBITDA decreased 5.9\% YoY due to the high base of comparison, although the Adjusted EBITDA margin remained in double digits and reached $13.2 \%$ in 1Q23. This was due to greater promotional activity - mainly in non-food categories - an increase in inventory differences YoY due to normalization of operations and increase in own manufacturing expenses. Additionally, Administrative and Sales Expenses increased reflecting the impact from higher inflation and an increase in the minimum wage, partially offset by operating efficiencies.

## Home Improvement

Revenues decreased $11.6 \%$ compared to 1Q22 largely because of a high comparison base and greater promotional activity, mainly in seasonal categories such as outdoor and Back to School. Easy's performance in the Paris.cl Marketplace is noteworthy as the business is now the largest seller on the platform and is also capturing available synergies within the Cencosud digital ecosystem.

Adjusted EBITDA, decreased 51.1\% due to higher expenses associated with inflation and greater promotional activity compared to the same period of 2022. This was partially offset by an increase in operating efficiencies and lower levels of inventory differences from historical levels. As a result, the Adjusted EBITDA margin was 9.0\% in 1Q23.

## Department Stores

Revenues were $13.0 \%$ lower compared to 1Q22 due to a high comparison base and a SSS decline of $6.4 \%$ for the physical store. Paris gained market share in beauty and clothing lines such as shoes and sportswear, among others. Online sales decreased $26.8 \%$ YoY, although sales through the Marketplace increased $8.7 \%$ compared to the same period of previous year, reaching $25.3 \%$ of the total sales of Paris.cl in 1Q23 (which compares with 17.1\% in 1Q22).

Adjusted EBITDA loss was CLP 2,980 million YoY, which was due to a higher level of promotional activities and an increase in expenses associated with inflation. This was partially offset by greater efficiency in Administrative and

Sales Expenses that increased below inflation, reflecting the effect of an expense adjustment plan implemented in 2022.

## Shopping Centers

Revenues increased 19.3\% compared to 1Q22, driven by the updated commercial terms in new contracts and a higher proportion of fixed rental income with respect to variable rental income. The recovery in foot traffic was driven by the reactivation of tourism in the country. Revenues from Parking and Sky Mirador businesses reported growth of nearly 50\% and over 100\% YoY, given a lower comparison base.

Adjusted EBITDA increased 20.1\%, accompanied by an improvement of 58 basis points in the Adjusted EBITDA margin, reflecting greater expense dilution over revenue despite the increase in expenses associated with the Consumer Price Index (CPI), such as security and maintenance.

## Financial Services

The Adjusted EBITDA los was 7,669 million, due to higher provisions and impairment of the portfolio, in addition to a higher funding cost.

### 5.4 Argentina Results ${ }^{8}$



## Highlights

- Supermarkets continues gaining market share (+30 bps YoY).
- EBITDA Margin reached historic record high of $15.1 \%$.

During 1Q23, revenues increased $101.5 \%$ in local currency and $12.1 \%$ in Chilean pesos. The growth was due to the high level of consumption in the country, mainly in supermarkets and shopping centers, while in Home Improvement, the growth in local currency was a $216.7 \%$ in online sales and $88.7 \%$ increase in total sales, despite a challenging comparison base against 1Q22 and higher restrictions in terms of imports and price controls.

Adjusted EBITDA increased $148.1 \%$ in local currency and $38.0 \%$ in Chilean pesos and the Adjusted EBITDA margin expanded 283 bps. This improvement was the result of efficiency

[^5]measures and reduction of logistics costs, production of own manufactured products, reduction in-store expenses, greater expense dilution over revenue and the impact of inflation on inventories.


Adjusted EBITDA Margin Evolution


SG\&A over Sales Evolution


Same Store Sales \& GMV

|  | Physical Stores + Online |  | GMV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Supermarket | $106.9 \%$ | $58.6 \%$ | $140.6 \%$ | $71.0 \%$ |
| Home Improvement | $89.4 \%$ | $47.7 \%$ | $216.7 \%$ | $8.7 \%$ |

## Supermarket

Revenues increased 105.0\% YoY in ARS and 14.0\% in CLP largely as a result of high inflation and a market share gain. Sales growth was driven by the beverage and fresh produce categories in general, while digital channel sales increased $140.6 \%$ in local currency, positioning the business as a benchmark for e-grocery in the country.

Adjusted EBITDA, increased 198.0\% in local currency and 65.6\% in Chilean pesos as a result of greater control over expenses and efficiency measures in stores, which drove the dilution of expenses in the period, coupled with an improvement in gross margin compared to 1Q22.

## Home Improvement

During 1Q23 revenue growth was $88.7 \%$ and $5.0 \%$ in Argentine pesos and Chilean pesos, respectively. This was attributable to the growth in wholesale sales and mass consumption, partially offset by the decline in sales of imported products due to the lower availability. The ecommerce business tripled, reflecting improvements in digital capabilities and the commercial proposition.

Adjusted EBITDA increased $111.7 \%$ in Argentine pesos and $18.2 \%$ in Chilean pesos, driven by higher sales levels and a higher gross margin compared to the same period of the previous year, partly explained by the effect of inflation on inventories of the company.

## Shopping Centers

In the first quarter of 2023, revenues increased $158.8 \%$ in local currency and $44.1 \%$ in Chilean pesos. This result is due to an improvement of 490 bps in occupancy compared to the same period of the previous year, a $116.3 \%$ increase in tenant sales in local currency and the renewal of expired contracts that included better contractual conditions. It should be noted that contracts renewed during the pandemic were for shorter average terms compared to the historical period, implying a higher proportion of contracts renewed during 1Q23.

Adjusted EBITDA rose $168.0 \%$ in Argentine pesos and $49.4 \%$ in Chilean pesos, due to higher sales and greater dilution of expenses over revenue. This was partially offset by expenses associated with remodeling.

Financial Services
Revenues increased $114.3 \%$ in Argentine pesos and $19.1 \%$ in Chilean pesos compared to 1Q22, mainly due to the increase in rates following the rise in inflation and the growth of the loan portfolio.

Adjusted EBITDA advanced $133.7 \%$ in local currency and $29.7 \%$ in Chilean pesos due to a reduction in expenses and their consequent dilution of these over revenue from higher sales, partially offset by a higher risk charge.

### 5.5 US Results ${ }^{9}$



## Highlights

- Almost doble digit EBITDA margin reaches 9.7\% in 1Q23.
- Start of commercial synergies, by initiating the marketing of Private Label products "The Fresh Market" in Jumbo stores in Chile.
- In March and April, The Fresh Market won 6 awards, validating its strategy as a competitive advantage.

During 1Q23, revenues were CLP 400,058 million, with an online penetration of $5.5 \%$ and a Private Label penetration of $30.7 \%$. During March 2023, the process of commercial synergies with the LatAm operations commenced with introduction of TFM Private Label products to select Jumbo Chile stores.

In early 2023, the commercial strategy was adjusted to improve the perception of prices in a market characterized by high food inflation. As a result, an increase in store traffic and an increase in SSS was achieved in March 2023. Additionally, the number of loyal subscribers increased, which had already exceeded 1.3 million, confirming customer loyalty to the brand "The Fresh Market". The digital strategy was enhanced as the alliance with Instacart was renewed along with marketing initiatives promoted through the liveshopping platform, Firework.

[^6]

## Same Store Sales \& GMV

|  | Physical Stores + Online |  | GUV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1Q23 | 1 Q22 | 1 Q23 | 1 Q22 |
| Supermarket | $-0,4 \%$ | N.A. | N.A. | N.A. |

## Supermarket

In 1Q23, revenues grew below inflation HoY as a result of increased promotional activity and challenging consumer dynamics in the United States. During the quarter, negative SSS was reversed in January with an increase in promotional activity, closing March with positive SSS (+2.4\%) and an improvement in store traffic.

The Adjusted EBITDA Margin in Supermarkets was close to double digits, impacted by the increase in promotional products, as part of the strategy to increase store traffic, and higher expenses associated with salaries, among others.

## Loyalty Program reaches 1.3 million of subscribers

### 5.6 Brazil Results ${ }^{10}$



## Highlights

- 66 bps improvement in Adjusted EBITDA Margin in Supermarkets, despite a challenging economic environment.
- Cash\&Carry format achieved a 32.6\% share in sales during the quarter with 57 stores in total.
- Cencosud Brazil formedan Alliance with iFood, the leading last mile provider in the country with the purpose to enhance online sales.

[^7]Revenues in Brazil increased 20.0\% in local currency and $21.2 \%$ in Chilean pesos. This was mainly attributable to the acquisition of GIGA Atacado, the revenue growth from the Cash\&Carry format and the increase in market share in Bretas. The Convenience format continues expanding with the opening 2 new Sid stores, reaching a total of 9 Spid stores in Brazil.

The Adjusted EBITDA Margin was basically flat compared to the previous year, explained by the 66 bps increase in Supermarkets, offset by the reduction in Financial Services EBITDA due to the higher risk in the quarter. The improvement in EBITDA Margin is explained by the operational efficiency measures implemented.



Same Store Sales \& GMV

|  | Physical Sites + Online |  | GMV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1 Q23 | 1Q22 | 1Q23 | 1Q22 |
| Supermarkets | $1.8 \%$ | $-2.4 \%$ | $-5.7 \%$ | $99.2 \%$ |
| Others $^{11}$ | $-1.1 \%$ | $5.1 \%$ | N.A. | N.A. |

## Supermarkets and Others

Revenues increased 20.7\% in Brazilian reals and 22.0\% in Chilean pesos compared to the first quarter of 2022. This was, mainly due to the incorporation of GIGA Atacado and the better performance of the Cash\&Carry format, mainly in Bretas Atacado, which benefitted from 8 store transformations from the Supermarket frmat to the Cash\&Carry format. Additionally, an

## Cash\&Carry 57 stores as of 1Q23

 increase in the purchase frequency reflects growth of $11.2 \%$ in the number of tickets Yo.Adjusted EBITDA increased 36.1\% in local currency and 37.2\% in Chilean pesos, accompanied by a margin expansion of 66 bps compared to 2022 as a result of efficiency initiatives, such as: optimization of store processes, better commercial negotiations, and adjustments in the product mix, among others.

## Financial Services

During 1Q23, Ajusted EBITDA was negatively impacted by a higher risk charge, a higher cost of funding and lower deposits. Additionally, 1Q22 benefitted from a portfolio sale during March 2022.

### 5.7 Peru Results



## Highlights

- Double digit Adjusted EBITDA Margin for $7^{\text {th }}$ consecutive quarter, despite a challenging economic and social environment.
- Cash\&Carry Format sales increased $43.8 \%$ YoY, due to the opening of 4 new stores while demostrating resiliency resicilience and growth capacity.
- Online sale growth 7.4\% in CLP through own channels, driven by a ticket growth.

[^8]In 1Q23, revenues increased $4.6 \%$ in local currency and in Chilean pesos. This was due to an increase in revenue both in Supermarkets and Shopping Centers, despite consumer demand being challenged by an unstable economic and social environment. The Cash\&Carry format has proven to be a resilient format despite the impact brought about by social disruption and floods.

Adjusted EBITDA decreased $1.8 \%$ in PEN and $1.7 \%$ in CLP. This is due to greater promotional activity and the increase in the cost of basic services. Expense control has been maintained despite recent extraordinary expenses, as a result of an efficiency program in operations (both store and back office), enabling the business to maintain a double-digit EBITDA Margin.


Adjusted EBITDA Margin Evolution
SG\&A over Sales Evolution



Same Store Sales \& GMV

|  | Physical Stores + Online |  | GMV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Supermarkets | $6.2 \%$ | $3.5 \%$ | $-1.0 \%$ | $-17.5 \%$ |

## Supermarkets

Revenues increased 4.4\% in local currency and 4.5\% in Chilean pesos despite a complex quarter due to temporary store closures, decreased consumption, inflation, social disruption, and weather events (heat wave and floods). As a result, the product mix was adjusted, and promotional activity increased. The revenue increase was driven by a $43.8 \%$ sales growth in the Cash\&Carry format, which continues to be resilient. Online sales through its own channels increased $7.4 \%$, reflecting the leadership position of Supermarets s Peru in e-grocery.

Adjusted EBITDA increased $8.5 \%$ in local currency and $8.6 \%$ in CLP due to the increase in sales and higher expense control reflecting the efficiencies plan in place since 2022. This was partially offset by an

Double digit EBITDA Margin
for $7^{\text {th }}$ consecutive quarter increase in promotional activity and pressures in certain categories of expenses associated with inflation.

## Shopping Centers

Revenues increased $12.6 \%$ in PEN and $12.5 \%$ in CLP, driven by a higher number of visits to shopping centers due to the elimination of mobility restrictions that were still in force during 1Q22. Lower vacancy is due to the incorporation of a new tenant in the space previously occupied by the Paris store which closed in 2020.

Adjusted EBITDA increased $26.7 \%$ in PEN and $26.6 \%$ in CLP, as a result of the reduction in expenses and an improvement in the gross margin of the business compared to 1Q22.

## Financial Services

In the quarter, the Adjusted EBITDA of the business was negative due to a lower customer acquisition, added to a higher risk of the portfolio and cost of funding.

### 5.8 Colombia Results



## Highlights

- Online sales in Supermarkets expanded 35.2\% en COP, driven by Food category that increased $47.3 \%$ YoY.
- Sustained growth in Food Sales increasing double digits (+11.6\% vs 1T22).
- Succesfully implementation of Jumbo Prime program, with an increase of $+400 \%$ in number of suscribers since its lauch in midJuly 2022.
- Cencosud Media commenced commercial activities, with a high approval from the suppliers.

During the quarter, revenues declined $0.6 \%$ in local currency and $18.0 \%$ in CLP compared to the first quarter of 2022. The local currency decrease was due to lower sales of durable goods, mainly electronic products, particularly at Easy. This was the result of a higher comparison base Yo due to the day without VAT in March 2022 and the lower level of consumption in 2023. Online Supermarket sales increased $35.2 \%$ in local currency, driven by the $4 x$ increase in the number of Jumbo Prime subscribers since mid-2022 and the increase in food sales through digital channels.

Adjusted EBITDA decreased I 37.0\% in Colombian pesos and $47.7 \%$ in Chilean pesos. The Adjusted EBITDA Margin contracted 259 bps YoY the result of an increase in expenses associated with inflation, in addition to a lower dilution of expenses during the period.


Adjusted EBITDA Margin Evolution
SG\&A over Sales Evolution



Same Store Sales \& GMV

|  | Physical Stores + Online |  | GMV |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Supermarkets | $1.8 \%$ | $14.1 \%$ | $35.2 \%$ | $-11.0 \%$ |
| Others |  | $3.5 \%$ | $42.2 \%$ | N.A. |

## Supermarkets \& Others

Revenues increased 3.3\% in COP and decreased 14.8\% in CLP due to the devaluation of the Chilean peso against the COP. The growth in local currency is largely due to the increase in sales of groceries ( $14.0 \%$ ) and perishables ( $8.2 \%$ ). This was partially offset by a $24.2 \%$ decline in the electronics categories reflecting the higher base of comparison due to the day without VAT in March 2022. In addition, the average SSS ticket increased $7.2 \%$ YoY. Online salesgrew mainly driven by the Food categories.

Adjusted EBITDA decreased $14.3 \%$ in local currency and $29.3 \%$ in Chilean pesos as a result of the increase in promotional activity ( +300 bps ), increase in salaries associated with higher CPI, higher marketing expenses and the increase in fee for basic services, such as energy, among others.

## Home Improvements

Revenues declined I 20.8\% in COP and $34.6 \%$ in CLP compared to 1 Q22 due to the difference in the comparison base of the day without VAT in 2022, in addition to the strategic decision to reduce $B 2 B$ sales of low value-added products. This was partially offset by an increase in the garden, paint and cars categories.

Adjusted EBITDA declined $40.2 \%$ in local currency and $48.8 \%$ in Chilean pesos, due to lower dilution of expenses compared to 2022. This was offset by the increase in gross margin after the change in strategy implemented at the beginning of 2023, which favors products with higher added value. The company implemented an efficiency plan in March 2023 that involved the reorganization of roles and responsibilities which is reflected in sales and administration expenses.

## Shopping Centers

Revenues increased 3.2\% in COP and decreased 14.9\% in CLP compared to 1Q22 due to the devaluation of the Chilean peso against the COP. The growth in revenue in local currency was due to the opening of Altos del Prado, in addition to the incorporation of a temporary Entertainment area in the Limonar Shopping Center.

[^9]Adjusted EBITDA decreased 16.4\% in Colombian pesos and $31.0 \%$ in Chilean pesos as a result of the increase in expenses for the opening of Altos del Prado, along with expenses associated with parking, among others.

## Financial Services

Revenues declined and Adjusted EBITDA was negative, due to increased risk and higher cost of funds, partially offset by savings in endowment expenses and fees.

## 6. Consolidated Balance Sheet ${ }^{1314}$

### 6.1 Consolidated Balance Sheet

|  | As Reported |  |  | Excl. IAS29 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 23 | $\begin{aligned} & \text { December } \\ & 22 \end{aligned}$ | \% | March 23 | $\begin{aligned} & \text { December } \\ & 22 \end{aligned}$ | \% |
|  | MM CLP |  |  | MM CLP |  |  |
| Current Assets | 2,866,973 | 3,108,157 | -7.8\% | 2,837,021 | 3,074,180 | -7.7\% |
| Non-Current Assets | 9,846,927 | 10,232,042 | -3.8\% | 8,932,415 | 9,272,002 | -3.7\% |
| TOTAL ASSETS | 12,713,901 | 13,340,200 | -4.7\% | 11,769,437 | 12,346,182 | -4.7\% |
| Current Liabilities | 3,458,520 | 3,753,382 | -7.9\% | 3,455,733 | 3,750,594 | -7.9\% |
| Non-Current Liabilities | 5,138,092 | 5,340,601 | -3.8\% | 4,819,973 | 5,005,128 | -3.7\% |
| TOTAL LIABILITIES | 8,596,612 | 9,093,982 | -5.5\% | 8,275,706 | 8,755,723 | -5.5\% |
| Net equity attributable to controlling shareholders | 3,534,255 | 3,670,812 | -3.7\% | 2,910,696 | 3,015,054 | -3.5\% |
| Non-controlling interest | 583,034 | 575,405 | 1.3\% | 583,034 | 575,405 | 1.3\% |
| TOTAL NET EQUITY | 4,117,289 | 4,246,217 | -3.0\% | 3,493,731 | 3,590,459 | -2.7\% |
| TOTAL NET EQUITY AND LIABILITIES | 12,713,901 | 13,340,200 | -4.7\% | 11,769,437 | 12,346,182 | -4.7\% |

### 6.2 Balance Sheet by Country

|  | Total Assets |  |  | Total Liabilities |  |  |  | Total Net Equity |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MAR 23 | DEC 22 | $\%$ | MAR 23 | DEC 22 | $\%$ | MAR 23 | DIC 22 | $\%$ |  |
| Chile | $6,104.400$ | $6,168,247$ | $-1.0 \%$ | $5,489,477$ | $5,677.809$ | $-3.3 \%$ | $1,126,588$ | $1,050,675$ | $7.2 \%$ |  |
| Argentina | $1,676.040$ | $1,843,240$ | $-9.1 \%$ | 751,103 | 832,157 | $-9.7 \%$ | 988,408 | $1,076,108$ | $-8.1 \%$ |  |
| US | $1,407.047$ | $1,535,282$ | -8.4 | $1,072,151$ | $1,173,947$ | $-8.7 \%$ | 47,127 | 38,716 | $21.7 \%$ |  |
| Brazil | $1,112.395$ | $1,179,426$ | $-5.7 \%$ | 730,335 | 758,232 | $-3.7 \%$ | 374,898 | 413,756 | $-9.4 \%$ |  |
| Peru | $1,287.897$ | $1,405,441$ | $-8.4 \%$ | 366,472 | 434,260 | $-15.6 \%$ | 772,508 | 819,375 | $-5.7 \%$ |  |

[^10]|  |  |  |  |  |  |  | $\text { (8) } \ddagger$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Colombia | 1,087.914 | 1,174,037 | -7.3\% | 185,254 | 215,975 | -14.2\% | 804,127 | 848,171 | -5.2\% |
| Uruguay | 38,208 | 34,527 | 10.7\% | 1,819 | 1,602 | 13.6\% | 3,633 | -584 | -722.0\% |
| As Reported | 12,713,901 | 13,340,200 | -4.7\% | 8,596,612 | 9,093,982 | -5.5\% | 4,117,289 | 4,246,217 | -3.0\% |
| (IAS29) | 944,464 | 994,018 | -5.0\% | 320,906 | 338,260 | -5.1\% | 623,559 | 655,758 | -4.9\% |
| Excl. IAS29 | 11,769,437 | 12,346,182 | -4.7\% | 8,275,706 | 8,755,723 | -5.5\% | 3,493,731 | 3,590,459 | -2.7\% |


#### Abstract

Assets Total assets decreased CLP 576,745 million as of March 31, 2023 (excluding the adjustment for hyperinflation in Argentina) compared to December 2022, due to a decrease in non-current assets of CLP 339,587 million, and a decline of CLP 237,158 million in current assets. - Current assets decreased as a result of the decline in Other financial assets of CLP 133,490 million, due to the liquidation of mutual funds for cash use, along with lower trade accounts receivable of CLP 100,528 million, given by the greater percentage of credit sales during December, which recovers during the first quarter of the year. - The decrease in non-current assets is due to the CLP 149,388 million decrease in Property, plant and equipment, in addition to the CLP 101,647 decline in Goodwill, both mainly due to currency translation effect.


## Liabilities

Total liabilities as of March 31, 2023, declined CLP 480,017 million (excluding the adjustment for hyperinflation in Argentina), compared to December 2022, due to a decrease in both current liabilities of CLP 294,861 million, and non-current liabilities of CLP 185,155 million.

- The decline in current liabilities was due to a decrease of CLP 358,836 million in trade accounts payable and other accounts payable, as a result of the seasonality of the business.
- The decrease in non-current liabilities was mainly due to the decline in Other financial liabilities of CLP 164,522 million, reflecting the decrease in the value of reserves in USD, given the appreciation of the Chilean peso.


## Net Equity

Equity decreased by CLP 96,729 million, as a result of the decline in other reserves for CLP 138,942 million, derived from the currency translation effect.

## 7. Indebtedness

The Company's net financial debt reached CLP 3,265,448 million as of March 31, 2023, compared to CLP 3,201,801 million as of December 31, 2022. Including lease liabilities, the total net financial debt reaches CLP 4,376,400 million. Gross leverage was $3.29 x$, compared to $3.25 x$
as of December 2022. Since July 2022, Cencosud's debt includes the consolidation of The Fresh Market and GIGA Atacado debt, in addition to the effect of the shareholder PUT Option minority interest, in relation to the acquisition of the remaining $33 \%$ in The Fresh Market. Excluding this effect, gross leverage would be 3.12x as of March 2023.

### 7.1 Financial Ratios ${ }^{15}$

| (in times) | mar-23 | dec-22 | mar-22 |
| :---: | :---: | :---: | :---: |
| Net Financial Debt / AdjustedEBITDA ${ }^{16}$ | 2.86 | 2.74 | 1.46 |
| Gross Financial Debt / Adjusted EBITDA $^{16}$ | 3.29 | 3.25 | 2.29 |
| Financial Expenses Coverage | 8.53 | 6.53 | 10.28 |
| Financial Debt / Net Equity | 0.79 | 0.75 | 0.28 |
| Total Liabilities / Net Equity | 2.09 | 2.14 | 1.44 |
| Current Assets / Currents Liabilities | 0.83 | 0.83 | 1.09 |

### 7.2 Net Financial Debt Reconciliation ${ }^{17}$

| CLP million | mar-23 | dic-22 | mar-22 |
| :--- | :---: | :---: | :---: |
| Total Financial Liabilities | $\mathbf{3 , 9 2 4 , 7 0 5}$ | $\mathbf{4 , 0 1 9 , 9 4 4}$ | $\mathbf{2 , 6 4 0 , 8 9 4}$ |
| $\quad(-)$ cash and cash equivalents | 378,697 | 373,700 | 972,293 |
| $\quad$ (-) other financial assets, current and | 280,559 | 444,443 | 311,089 |
| non-current | $\mathbf{3 , 2 6 5 , 4 4 8}$ | $\mathbf{3 , 2 0 1 , 8 0 1}$ | $\mathbf{1 , 3 5 7 , 5 1 1}$ |
| Net Financial Debt | $\mathbf{1 , 1 1 0 , 9 5 2}$ | $\mathbf{1 , 1 6 0 , 0 4 7}$ | 896,892 |
| $\quad$ Total lease liabilities | $\mathbf{4 , 3 7 6 , 4 0 0}$ | $\mathbf{4 , 3 6 1 , 8 4 8}$ | $\mathbf{2 , 2 5 4 , 4 0 3}$ |
| $\quad$ Reported Net Financial Debt |  |  |  |

## Interest Rate Risk

As of March 31, 2023, including coverage through Cross Currency Swaps, $74.08 \%$ of the Company's financial debt was at a fixed rate and was mainly made up of short-term debt and bonds. The remaining percentage of the debt was at a variable interest rate. Of the floating rate debt, 80.0\% was indexed to local interest rates (either by its original terms, or by virtue of derivative agreements). The Company's hedging policy provides for the periodic review of exposure to exchange rate and interest rate risks.

[^11]
## Currency Hedging

In the countries where Cencosud operates, most costs and revenues are denominated in local currency. The majority of the Company's debt is denominated or converted through Cross Currency Swaps to CLP. As of March 31, 2023, 60.38\% of the total financial debt was in US dollars. Of this debt, originally in dollars, $90.13 \%$ was covered by Cross Currency Swaps or other exchange rate hedges, such as net investment hedge and cash in US\$. The Company's policy is to hedge the risk caused by exchange rate variations on the position of net liabilities payable in foreign currency through market instruments designed for such purposes. Including the effect of exchange rate hedges (Cross Currency Swaps), the Company's exposure to the dollar was $5.96 \%$ of total gross debt as of March 31, 2023.

## 8. Working Capital Ratios ${ }^{18}$

|  | Inventory Days |  |  | Average Collection <br> Days |  |  |  | Average Payment |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Days |  |  |  |  |  |  |  |  |  |  |
| Variation in CLP | 1Q23 | 1Q22 | $\Delta$ | 1Q23 | 1Q22 | $\Delta$ | 1Q23 | 1Q22 | $\Delta$ |  |
| Supermarkets $^{19}$ | 38.8 | 46.8 | -8.0 | 9.4 | 11.7 | -2.3 | 44.0 | 48.0 | -4.0 |  |
| Home Improvement | 93.3 | 98.8 | -5.5 | 11.8 | 10.9 | 0.8 | 53.0 | 48.0 | $\mathbf{5 . 0}$ |  |
| Department Store | 96.6 | 103.0 | -6.4 | 6.3 | 5.0 | $\mathbf{1 . 3}$ | 46.0 | 44.0 | $\mathbf{2 . 0}$ |  |
| Shopping Centers | - | - | - | 31.8 | 41.0 | -9.3 | 30.0 | 34.0 | -4.0 |  |
| Financial Services | - | - | - | - | - | - | 39.0 | 38.0 | $\mathbf{1 . 0}$ |  |

## Inventory Days

Supermarkets business days' inventory decreased by 8.0 due to a reduction mainly in Argentina and Brazil. In addition, the incorporation of The Fresh Market contributed to the improvement of this metric, given that this operation, due to its specialization in fresh products, presents fewer days of inventory compared to the business average. Home Improvement and Department Stores days' inventory decreased by 5.5 and 6.4, respectively. This is due to the

[^12]higher promotional level during the quarter, resulting in a decrease in inventories compared to 1 Q22.

## Average Collection Days

Supermarkets average collection days decreased by 2.3 mainly due to the reduction in collection days in Argentina in CLP, as a result of exchange rate differences due to the devaluation of the ARS against the CLP. Home Improvement remained relatively stable, with an increase of 0.8 days compared to March 2022. Department Stores average collection days increased by 1.3 while Shopping Centers decreased by 9.3 days as a result of the financial recovery of tenants impacted by the pandemic.

## Average Payments Days

In Supermarkets, the average days' payment decreased by 4.0 compared to 1022 . Home Improvement increased by 5.0 due to increases in Argentina and Colombia. Department Stores average payment days increased by 2.0 and Shopping Centers decreased by 4.0 days. The Financial Services business average days paid increased by 1.0 day.

## 9. Free Cash Flow ${ }^{20}$

### 9.1 First Quarter 2023

| 1Q23 |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| CLP million | Operation <br> Activities | Investment <br> Activities | Financial <br> Activities | Consolidated |
| Supermarkets | 93,465 | $-9,351$ | $-130,158$ | $\mathbf{- 4 6 , 0 4 4}$ |
| Shopping Centers | 74,178 | 12,515 | $-17,988$ | $\mathbf{6 8 , 7 0 5}$ |
| Home Improvement | 69,935 | -156 | $-95,622$ | $\mathbf{- 2 5 , 8 4 3}$ |
| Department Store | $-26,190$ | $-4,977$ | 31,636 | $\mathbf{4 7 0}$ |
| Financial Services | $-25,372$ | -97 | 25,499 | $\mathbf{3 0}$ |
| Others | $-110,362$ | 58,347 | 107,319 | $\mathbf{5 5 , 3 0 4}$ |
| Excl. IAS29 | $\mathbf{7 5 , 6 5 5}$ | $\mathbf{5 6 , 2 8 1}$ | $\mathbf{- 7 9 , 3 1 4}$ | $\mathbf{5 2 , 6 2 1}$ |
| IAS29 Adjustment |  |  |  |  |
| Inflation Adjustment | 6,351 | 691 | $-2,520$ | $\mathbf{4 , 5 2 3}$ |
| Conversion Adjustment | $\mathbf{- 5 , 9 2 8}$ | $\mathbf{- 6 4 5}$ | $\mathbf{2 , 3 5 2}$ | $\mathbf{- 4 , 2 2 2}$ |
| As Reported | $\mathbf{7 6 , 0 0 7}$ | $\mathbf{5 6 , 3 2 7}$ | $\mathbf{- 7 9 , 4 8 2}$ | $\mathbf{5 2 , 9 2 2}$ |

[^13]9.2 First Quarter 2022

| 1Q22 | Operation <br> Activities | Investment <br> Activities | Financial <br> Activities | Consolidated |
| :--- | :---: | :---: | :---: | :---: |
| Supermarket | 97,142 | 11,863 | $-173,314$ | $\mathbf{- 6 4 , 3 0 9}$ |
| Shopping Centers | 60,864 | 31,469 | $-19,467$ | $\mathbf{7 2 , 8 6 6}$ |
| Home Improvements | 56,391 | $-11,356$ | $-66,531$ | $\mathbf{- 2 1 , 4 9 7}$ |
| Departments Stores | $-76,549$ | $-4,059$ | 85,313 | $\mathbf{4 , 7 0 5}$ |
| Financial Services | $-10,852$ | -12 | 10,864 | - |
| Others | $-86,831$ | 300,991 | $-9,398$ | $\mathbf{2 0 4 , 7 6 3}$ |
| Excl. IAS29 | $\mathbf{4 0 , 1 6 6}$ | $\mathbf{3 2 8 , 8 9 5}$ | $\mathbf{- 1 7 2 , 5 3 2}$ | $\mathbf{1 9 6 , 5 2 8}$ |
| IAS29 Adjustment |  |  |  |  |
| Inflation Adjustment | 2,348 | $\mathbf{- 9 1 7}$ | $-1,233$ | $\mathbf{1 9 8}$ |
| Conversion Adjustment | $-1,967$ | $\mathbf{7 6 8}$ | $\mathbf{1 , 0 3 3}$ | $\mathbf{- 1 6 6}$ |
| As Reported | $\mathbf{4 0 , 5 4 6}$ | $\mathbf{3 2 8 , 7 4 6}$ | $\mathbf{- 1 7 2 , 7 3 2}$ | $\mathbf{1 9 6 , 5 6 0}$ |

Taking into account the cash flow from operating, investment and financing activities, Cencosud reported a net cash flow of CLP 52,922 million as of March 31, 2023, compared to net cash flow of CLP 196,560 million in the same period of the previous year.

## Operating Activities

Cash flow from operating activities was CLP 75,655 million as of March 31, 2023, compared with a CLP 40,166 million use of cash in the same period of the prior year. This difference is mainly explained by the higher contribution from Supermarkets.

## Investment Activities

The net cash flow from investment activities was CLP 56,281 million as of March 31, 2023, compared to CLP 328,895 million for the same period of the previous year. This lower amount in first quarter 2023 is mainly due to the sale of land during 1Q22.

## Financial Activities

The net cash used in financing activities was CLP -79,314 million during 2023 compared to the flow of CLP -172,532 million in the same period of 2022. This reduction in the use of cash in financing activities is explained by an increase in amounts from short and long-term loans that reached CLP 103,638 million YoY.

## 10. Progress in Sustainability

## Cencosud Women's Month

In March, the Company undertook various initiatives to commemorate International Women's Day, aimed at women, who account for more than $50 \%$ of Cencosud employees. These activities included communication and reflection campaigns, training, breakfasts and webinars in order to raise awareness of the importance of gender equality and recognize the value and contribution of women in the workplace.

## Food Rescue Program

Through the Cencosud Supermarkets regional program, the Company ended the quarter with a total of 493,000 kilos of recovered and donated food, benefiting $+9,000$ organizations. Within the countries, Chile stands out, almost doubling its rescue and food donations year-on-year, due to the increase in stores contributing to this program.

## Exchange of Cencosud Points for Trees

In line with the Company's sustainability strategy, the Loyalty Management and Advanced Analytics team, in collaboration with "Fundación Reforestemos", has made 2,000 trees available for exchange at www.puntoscencosud.cl. Customers have the option of exchanging their points for a tree that will be part of the Cencosud forest, in an initiative that promotes reforestation and environmental conservation.

## Acknowledgments

## APL of TRAEE Certification and Eco Labeling

Cencosud Chile has obtained certification in the Clean Production Agreements (APL) for Electrical and Electronic Equipment (TRAEE) and in Ecolabeling, led by the Santiago Chamber of Commerce (CCS) and SOFOFA, respectively. These certifications recognize the Company's care for the
 environment by promoting the efficient management of electronic waste and the implementation of eco-friendly practices in its products. During 1Q23, 28 Own Brand SKUs were certified.

## Sustainability Certification IFCO

Supermarkets Chile and Colombia obtained the IFCO certification, which recognizes the use of reusable containers in the logistics of fresh products. Thanks to this initiative, it has been possible to maintain the quality of the products and minimize food waste, thus avoiding the generation of more than 4,000 tons of waste.

## Vegan Ranking

Wong and Metro supermarkets were recognized by the "Vegetarians Today" Foundation for offering the largest variety of vegan products in the country. With this initiative, Wong and Metro promote a healthy and responsible diet,
 thus supporting the growing demand for vegan foods in today's society.

## Inclusive Lima

Cencosud Peru obtained an outstanding performance in the "Inclusive Lima Company 2022" Contest, standing out in two important categories: \#1 in the Inclusion and Diversity category, and \#2 in the Job promotion and employment of people with disabilities category.

## 11. Market Risks

The risks set out below are some of the potential ones facing Cencosud. More information about them can be found in the Integrated Annual Report available on the Company's website:

- Fast-spreading infectious diseases are taken by Cencosud as a priority given the severity. The authority for health reasons may decree the restriction of hours of stores and shopping centers for a limited period, which could have an adverse effect on the Company's revenues. In the case of Shopping Centers, approximately $50 \%$ of the GLA is leased to supermarkets, banks, health and home improvement facilities, stores that maintain their operation in critical times. The Company in this type of events forms a crisis committee, with all the frontline management of the different businesses, to respond quickly and coordinate the mitigation measures ordered by the authorities and additional measures to protect the health of employees, customers, and suppliers.
- Talent retention is key to ensuring the Company's competitiveness in the long term. As mitigations of the risk of talent flight, the Company has established: a process of attracting talent; an annual succession exercise of critical positions; an annual assessment of compensation and benefits; retention mechanisms associated with performance bonds; and more robust knowledge management in key areas that enables less dependence on critical positions, among others.
- The Company faces intense competition in each of the markets in which it operates, particularly from the digital channel. Cencosud allocates a portion of its annual investment plan to systems, logistics and needs to develop competitively and at the same time it needs efficient Omni-channel capabilities which it develops through alliances with third parties but leaving key knowledge with internal development.
- The Company's revenues are sensitive to conditions that affect the cost of the products sold in the stores. In the case of the Supermarket business unit, most of the products sold are produced locally and with a diversified supplier base. In the case of Department Stores and

Home Improvement, there is an extensive supplier base that can be subject to change if the Company needs to refocus on other markets or products with a greater added value.

- The credit card and bank operations are exposed to greater credit and financial risks. The Company determined that the Financial Services business unit is not strategic and therefore has established alliances with banks to have a more specialized risk management, a competitive funding and if necessary, maintain a conservative management of approval and growth of customers.
- Economic and social unrest in the countries in which the Company operates can adversely affect the region's economy. Cencosud is a regionally diversified company that maintains a local management team for a better understanding of how to meet challenges. The Company also carries business interruption insurance in the event of loss of inventories, damage to real estate and coverage of lost profits.



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## 1. Financial Information

### 1.1 Consolidated Income Statement

First Quarter 2023

| CLP million | As Reported |  |  | IAS 29 (Mar-23) |  | Excl IAS29 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | (B) | Var a/a | (C) | (D) | (A)-(C)-(D) | (B)-(E)-(F) | Var a/a |
|  | 1Q23 | 1Q22 | $\Delta$ \% | Inflation Effect | Conversion Effect | 1Q23 | 1Q22 | $\Delta$ \% |
| Net revenues | 3.503.184 | 2.985 .455 | 17,3\% | 45.976 | -73.812 | 3.531 .020 | 2.994 .889 | 17,9\% |
| Cost of sales | -2.487.493 | -2.124.124 | 17,1\% | -59.160 | 47.322 | -2.475.655 | -2.111.240 | 17,3\% |
| Gross profit | 1.015.691 | 861.331 | 17,9\% | -13.184 | -26.490 | 1.055.365 | 883.649 | 19,4\% |
| Gross margin | 29,0\% | 28,9\% | 14 bps | -28,7\% | 35,9\% | 29,9\% | 29,5\% | 38 bps |
| Selling and administrative expenses | -788.297 | -602.815 | 30,8\% | -19.188 | 18.087 | -787.197 | -597.839 | 31,7\% |
| Other income by function | 8.519 | 8.474 | 0,5\% | 23 | 692 | 7.803 | 8.569 | -8,9\% |
| Other gain (Losses) | 6.237 | 18.406 | -66,1\% | 2.254 | -84 | 4.066 | 18.395 | N.A. |
| Operating income | 242.149 | 285.397 | -15,2\% | -30.094 | -7.794 | 280.037 | 312.775 | -10,5\% |
| Participation profit/loss of associates | -8.070 | 5.887 | N.A. | - | - | -8.070 | 5.887 | N.A. |
| Net Financial Income | -74.965 | -44.895 | 67,0\% | 1.349 | 184 | -76.498 | -57.778 | 32,4\% |
| Foreign exchange variations | -1.435 | 22.081 | N.A. | -184 | 47 | -1.298 | 22.113 | N.A. |
| Result of indexation units | -5.041 | -27.135 | -81,4\% | 12.608 | 148 | -17.797 | -26.793 | -33,6\% |
| Non-operating income (loss) | -89.512 | -44.062 | 103,1\% | 13.773 | 379 | -103.663 | -56.572 | 83,2\% |
| Income before income taxes | 152.637 | 241.335 | -36,8\% | -16.321 | -7.415 | 176.374 | 256.204 | -31,2\% |
| Income taxes | -76.757 | -89.500 | -14,2\% | -59.177 | 2.778 | -20.357 | -52.271 | -61,1\% |
| Profit (Loss) | 75.881 | 151.834 | -50,0\% | -75.499 | -4.638 | 156.017 | 203.932 | -23,5\% |
| Profit (Loss) from controlling shareholders | 60.367 | 142.538 | -57,6\% | -75.472 | -4.638 | 140.477 | 194.618 | -27,8\% |
| Profit (Loss) from non-controlling shareholders | -15.513 | -9.297 | 66,9\% | 26 | - | -15.540 | -9.314 | 66,8\% |
| Adjusted EBITDA | 340.170 | 364.540 | -6,7\% | -21.590 | -9.659 | 371.419 | 384.680 | -3,4\% |
| Adjusted EBITDA Margin (\%) | 9,7\% | 12,2\% | -250 bps | -47,0\% | 13,1\% | 10,5\% | 12,8\% | -233 bps |
| CLP million | As Reported |  |  | IAS 29 (Dec-22) |  | Excl IAS29 |  |  |
|  | 1Q23 | 1Q22 | $\Delta \%$ | Inflation Effect | Conversion Effect | 1Q23 | 1Q22 | $\Delta \%$ |
| Asset Revaluation | 1.656 | 1.003 | 65,1\% | - | -731 | 2.387 | 917 | 160,3\% |
| Deferred Income Taxes Asset Revaluation | 697 | -493 | -241,3\% | - | -308 | 1.005 | -451 | -322,8\% |
| Net Effect from Asset Revaluation | 2.353 | 510 | 361,6\% | - | -1.038 | 3.392 | 466 | 627,9\% |

### 1.2 Adjusted EBITDA Calculation

| CLP million | 1Q23 | 1Q22 | $\%$ | 3M23 | 3M22 | $\%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit (loss) | $\mathbf{1 5 6 , 0 1 7}$ | $\mathbf{2 0 3 , 9 3 2}$ | $\mathbf{- 2 3 . 5 \%}$ | $\mathbf{1 5 6 , 0 1 7}$ | $\mathbf{2 0 3 , 9 3 2}$ | $\mathbf{- 2 3 . 5 \%}$ |
| Net Financial Cost | 78,130 | 57,778 | $35.2 \%$ | 78,130 | 57,778 | $35.2 \%$ |
| Result from Indexation Units | 17,797 | 26,793 | $-33.6 \%$ | 17,797 | 26,793 | $-33.6 \%$ |
| Results from Exchange Variations | -334 | $-22,113$ | $\mathbf{- 9 8 . 5 \%}$ | -334 | $-22,113$ | $\mathbf{- 9 8 . 5 \%}$ |
| Income Taxes | 20,357 | 52,271 | $-61.1 \%$ | 20,357 | 52,271 | $-61.1 \%$ |
| Depreciation \& Amortization | 100,377 | 67,107 | $49.6 \%$ | 100,377 | 67,107 | $49.6 \%$ |
| Revaluation of Investment Properties | -925 | $-1,089$ | $-15.1 \%$ | -925 | $-1,089$ | $-15.1 \%$ |
| Adjusted EBITDA | $\mathbf{3 7 1 , 4 1 9}$ | $\mathbf{3 8 4 , 6 8 0}$ | $\mathbf{- 3 . 4 \%}$ | $\mathbf{3 7 1 , 4 1 9}$ | $\mathbf{3 8 4 , 6 8 0}$ | $\mathbf{- 3 . 4 \%}$ |

By Business Unit

| 1Q23 | SM | SC | HI | DS | FS | Others | TOTAL |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 216,648 | 55,824 | 60,436 | $-15,032$ | $\mathbf{7 , 7 0 7}$ | $-169,566$ | $\mathbf{1 5 6 , 0 1 7}$ |
| Financial Expense (net) | - | - | - | - | - | 78,130 | $\mathbf{7 8 , 1 3 0}$ |
| Income Tax Charge | - | - | - | - | - | 20,357 | $\mathbf{2 0 , 3 5 7}$ |
| EBIT | $\mathbf{2 1 6 , 6 4 8}$ | $\mathbf{5 5 , 8 2 4}$ | $\mathbf{6 0 , 4 3 6}$ | $\mathbf{- 1 5 , 0 3 2}$ | $\mathbf{7 , 7 0 7}$ | $\mathbf{- 7 1 , 0 7 9}$ | $\mathbf{2 5 4 , 5 0 4}$ |
| Depreciation and Amortization | 70,973 | 5,110 | 5,372 | 12,052 | 19 | 6,851 | $\mathbf{1 0 0 , 3 7 7}$ |
| EBITDA | $\mathbf{2 8 7 , 6 2 2}$ | $\mathbf{6 0 , 9 3 3}$ | $\mathbf{6 5 , 8 0 8}$ | $\mathbf{- 2 , 9 8 0}$ | $\mathbf{7 , 7 2 7}$ | $-64,228$ | $\mathbf{3 5 4 , 8 8 1}$ |
| Exchange differences | - | - | - | - | - | -334 | $\mathbf{- 3 3 4}$ |
| Revaluation of Investment | - | $-1,108$ | - | - | - | 183 | -925 |
| Properties | - | - | - | - | - | 17,797 | $\mathbf{1 7 , 7 9 7}$ |
| (Losses) gains from indexation | - | $\mathbf{- a n c h}$ |  |  |  |  |  |
| Adjusted EBITDA | $\mathbf{2 8 7 , 6 2 2}$ | $\mathbf{5 9 , 8 2 5}$ | $\mathbf{6 5 , 8 0 8}$ | $\mathbf{- 2 , 9 8 0}$ | $\mathbf{7 , 7 2 7}$ | $\mathbf{- 4 6 , 5 8 3}$ | $\mathbf{3 7 1 , 4 1 9}$ |


| 1Q22 | SM | SC | HI | DS | FS | Others | TOTAL |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 192,193 | 46,592 | 71,769 | 11,092 | 21,828 | $-139,543$ | $\mathbf{2 0 3 , 9 3 2}$ |
| Financial Expense (net) | - | - | - | - | - | 57,778 | $\mathbf{5 7 , 7 7 8}$ |
| Income Tax Charge | - | - | - | - | - | 52,271 | $\mathbf{5 2 , 2 7 1}$ |
| EBIT | $\mathbf{1 9 2 , 1 9 3}$ | $\mathbf{4 6 , 5 9 2}$ | $\mathbf{7 1 , 7 6 9}$ | $\mathbf{1 1 , 0 9 2}$ | $\mathbf{2 1 , 8 2 8}$ | $\mathbf{- 2 9 , 4 9 4}$ | $\mathbf{3 1 3 , 9 8 1}$ |
| Depreciation and Amortization | 46,135 | 2,742 | 6,008 | 9,211 | 26 | 2,985 | $\mathbf{6 7 , 1 0 7}$ |
| EBITDA | $\mathbf{2 3 8 , 3 2 8}$ | $\mathbf{4 9 , 3 3 5}$ | $\mathbf{7 7 , 7 7 7}$ | $\mathbf{2 0 , 3 0 4}$ | $\mathbf{2 1 , 8 5 4}$ | $\mathbf{- 2 6 , 5 0 9}$ | $\mathbf{3 8 1 , 0 8 8}$ |
| Exchange differences | - | - | - | - | - | $-22,113$ | $\mathbf{- 2 2 , 1 1 3}$ |
| Revaluation of Investment | - | $-1,205$ | - | - | - | 115 | $\mathbf{- 1 , 0 8 9}$ |
| Properties | - | - | - | - | - | $\mathbf{2 6 , 7 9 3}$ | $\mathbf{2 6 , 7 9 3}$ |
| (Losses) gains from indexation | - | $\mathbf{-}$ | - | - | - |  |  |
| Adjusted EBITDA | $\mathbf{2 3 8 , 3 2 8}$ | $\mathbf{4 8 , 1 3 0}$ | $\mathbf{7 7 , 7 7 7}$ | $\mathbf{2 0 , 3 0 4}$ | $\mathbf{2 1 , 8 5 4}$ | $\mathbf{- 2 1 , 7 1 3}$ | $\mathbf{3 8 4 , 6 8 0}$ |

### 1.3 E-commerce Sales

## By Business

| CLP thousand | 1Q23 | 1Q22 | Var \% |  | 1Q23 | 1Q22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Online Revenues |  | CLP | Local C. | Online Penetration \% |  |
| Supermarkets | 215,260,111 | 173,970,354 | 23.7\% | 34.0\% | 7.8\% | 8.0\% |
| DS | 62,650,365 | 85,582,937 | -26.8\% | -26.8\% | 27.5\% | 32.6\% |
| HI | 30,318,416 | 27,527,785 | 10.1\% | 37.7\% | 7.5\% | 6.4\% |
| TOTAL | 308,228,892 | 287,081,076 | 7.4\% | 16.2\% | 9.1\% | 10.0\% |

By Country

|  | 1Q23 |  | 1Q22 |  |
| :--- | :---: | :---: | :---: | :---: |
| CLP thousands | Online Revenues |  | CLP | Local C. |
| Chile | $227,370,433$ | $237,358,479$ | $-4.2 \%$ | $-4.2 \%$ |
| Argentina | $29,028,967$ | $20,008,026$ | $45.1 \%$ | $160.7 \%$ |
| USA | $21,986,160$ | N.A. | N.A. | N.A. |
| Brazil | $6,876,332$ | $7,211,861$ | $-4.7 \%$ | $-5.7 \%$ |
| Peru | $11,880,955$ | $12,007,946$ | $-1.1 \%$ | $-1.0 \%$ |
| Colombia | $11,086,044$ | $10,494,764$ | $5.6 \%$ | $\mathbf{2 8 . 2 \%}$ |
| TOTAL | $\mathbf{3 0 8 , 2 2 8 , 8 9 2}$ | $\mathbf{2 8 7 , 0 8 1 , 0 7 6}$ | $\mathbf{7 . 4 \%}$ | $\mathbf{1 6 . 2 \%}$ |

### 1.4 Consolidated Balance Sheet

## Assets

|  | As reported |  | IAS 29 |  | Excl. IAS29 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MAR 23 | DEC 22 | MAR 23 | DEC 22 | MAR 23 | DEC 22 |
|  | CLP million |  | CLP million |  | CLP million |  |
| Cash and cash equivalents | 378.697 | 373.700 | 0 | 0 | 378.697 | 373.700 |
| Other financial assets, current | 120.357 | 253.847 | 0 | 0 | 120.357 | 253.847 |
| Other non-financial assets, current | 45.391 | 28.340 | 637 | 509 | 44.754 | 27.831 |
| Trade receivables and other receivables | 695.894 | 796.423 | 0 | 0 | 695.894 | 796.423 |
| Receivables from related entities, current | 10.869 | 19.278 | 0 | 0 | 10.869 | 19.278 |
| Inventory | 1.469 .076 | 1.510.407 | 29.315 | 33.468 | 1.439 .761 | 1.476 .938 |
| Current tax assets | 146.689 | 126.163 | 0 | 0 | 146.689 | 126.163 |
| TOTAL CURRENT ASSETS | 2.866 .973 | 3.108.157 | 29.952 | 33.978 | 2.837 .021 | 3.074.180 |
| Other financial assets, non-current | 160.203 | 190.596 | 0 | 0 | 160.203 | 190.596 |
| Other non-financial assets, non-current | 24.651 | 25.274 | 1.350 | 1.476 | 23.300 | 23.798 |
| Trade receivable and other receivables, non current | 1.017 | 1.209 | 0 | 0 | 1.017 | 1.209 |
| Equity method investment | 316.514 | 319.948 | 0 | 0 | 316.514 | 319.948 |
| Intangible assets other than goodwill | 678.205 | 705.124 | 10.758 | 10.023 | 667.447 | 695.101 |
| Goodwill | 1.603 .457 | 1.705 .629 | 11.190 | 11.716 | 1.592 .267 | 1.693 .914 |
| Property, plant and equipment | 3.546.517 | 3.723 .012 | 552.512 | 571.303 | 2.994.005 | 3.151 .709 |
| Investment property | 3.129.592 | 3.137 .916 | 338.702 | 365.523 | 2.790 .890 | 2.772 .392 |
| Current Tax assets, non-current | 78.092 | 96.668 | 0 | 0 | 78.092 | 96.668 |
| Deferred income tax assets | 308.681 | 326.667 | 0 | 0 | 308.681 | 326.667 |
| TOTAL NON-CURRENT ASSETS | 9.846 .927 | 10.232.042 | 914.512 | 960.040 | 8.932 .415 | 9.272.002 |
| TOTAL ASSETS | 12.713.901 | 13.340.200 | 944.464 | 994.018 | 11.769.437 | 12.346.182 |

## Liabilities and Net Equity

|  | As reported |  | IAS 29 |  | Excl. IAS29 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MAR 23 | DEC 22 | MAR 23 | DEC 22 | MAR 23 | DEC 22 |
|  | CLP million |  | CLP million |  | CLP million |  |
| Other financial liabilities, current | 472.205 | 402.923 | 0 | 0 | 472.205 | 402.923 |
| Leasing Liabilities, current | 167.293 | 177.536 | 0 | 0 | 167.293 | 177.536 |
| Trade payables and other payables | 2.379 .585 | 2.738 .422 | 2.787 | 2.787 | 2.376 .798 | 2.735 .634 |
| Payables to related entities, current | 11.808 | 14.616 | 0 | 0 | 11.808 | 14.616 |
| Provisions and other liabilities | 15.635 | 15.859 | 0 | 0 | 15.635 | 15.859 |
| Current income tax liabilities | 38.970 | 37.867 | 0 | 0 | 38.970 | 37.867 |
| Current provision for employee benefits | 104.404 | 140.670 | 0 | 0 | 104.404 | 140.670 |
| Other non-financial liabilities, current | 268.619 | 225.489 | 0 | 0 | 268.619 | 225.489 |
| TOTAL CURRENT LIABILITIES | 3.458 .520 | 3.753 .382 | 2.787 | 2.787 | 3.455.733 | 3.750 .594 |
| Other financial liabilities, non-current | 3.452.499 | 3.617.021 | 0 | 0 | 3.452 .499 | 3.617 .021 |
| Leasing Liabilities, non-current | 943.658 | 982.511 | 0 | 0 | 943.658 | 982.511 |
| Trade accounts payable, non-current | 1.628 | 1.361 | 0 | 0 | 1.628 | 1.361 |
| Other provisions, non-current | 52.693 | 51.104 | 0 | 0 | 52.693 | 51.104 |
| Deferred income tax liabilities | 598.870 | 617.679 | 318.118 | 335.472 | 280.752 | 282.207 |
| Current taxes liabilities, non-current | 25.760 | 6.273 | 0 | 0 | 25.760 | 6.273 |
| Other non-financial liabilities, non-current | 62.983 | 64.652 | 0 | 0 | 62.983 | 64.652 |
| TOTAL NON-CURRENT LIABILITIES | 5.138.092 | 5.340.601 | 318.118 | 335.472 | 4.819 .973 | 5.005.128 |
| TOTAL LIABILITIES | 8.596.612 | 9.093.982 | 320.906 | 338.260 | 8.275.706 | 8.755 .723 |
| Paid-in Capital | 2.422 .050 | 2.422 .050 | 316.194 | 330.457 | 2.105 .856 | 2.091 .593 |
| Retained earnings (accumulated losses) | 2.175 .157 | 2.154 .836 | 0 | 0 | 2.175 .157 | 2.154 .836 |
| Issuance premium | 459.834 | 459.834 | 0 | 0 | 459.834 | 459.834 |
| Treasury stock | -83.508 | -83.508 | 0 | 0 | -83.508 | -83.508 |
| Other reserves | -1.439.279 | -1.282.400 | 307.364 | 325.301 | -1.746.643 | -1.607.701 |
| Net equity attributable to controlling shareholders | 3.534.255 | 3.670.812 | 623.559 | 655.758 | 2.910.696 | 3.015.054 |
| Non-controlling interest | 583.034 | 575.405 | 0 | 0 | 583.034 | 575.405 |
| TOTAL NET EQUITY | 4.117.289 | 4.246.217 | 623.559 | 655.758 | 3.493.731 | 3.590 .459 |
| TOTAL LIABILITIES AND NET EQUITY | 12.713.901 | 13.340.200 | 944.464 | 994.018 | 11.769.437 | 12.346.182 |

### 1.5 Consolidated Free Cash Flow

|  | Mar 23 | Mar 22 | Var \% |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |
| Collections from sales of goods and provision of services | 4,253,113 | 3,612,547 | 17.7\% |
| Other charges for operating activities | 8,209 | 8,931 | -8.1\% |
| Payments to suppliers for the supply of goods and services | -3,422,874 | -2,958,354 | 15.7\% |
| Payments to and on behalf of employees | -465,957 | -354,911 | 31.3\% |
| Other payments for operating activities | -233,903 | -217,876 | 7.4\% |
| Income taxes paid (refunded) | -62,513 | -50,455 | 23.9\% |
| Other cash inflows (outflows) | 3 | 664 | -99.5\% |
| Cash flows from operating activities | 76,077 | 40,456 | 87.5\% |
| Cash flows from investing activities |  |  |  |
| Cash Flow used to obtain control of subsidiaries or others | - |  | 0.0\% |
| Proceeds from sales of property, plant and equipment | - | - | 0.0\% |
| Purchases of property, plant and equipment | -63,241 | -59,260 | 6.7\% |
| Purchases of intangible assets | -14,971 | -11,061 | 35.4\% |

—

| Dividends received | 9,833 | 16,640 | -40.9\% |
| :---: | :---: | :---: | :---: |
| Interest received | 17,327 | 6,447 | 168.8\% |
| Other cash inflows (outflows) | 107,379 | 375,980 | -71.4\% |
| Cash flows from investing activities | 56,327 | 328,746 | -82.9\% |
| Cash flows from financing activities |  |  |  |
| Payments for acquiring or redeeming the entity's shares | - | - | 0.0\% |
| Amounts from long-term loans | - | - | 0.0\% |
| Amounts from short-term loans | 119,463 | 15,825 | 654.9\% |
| Loan repayments | -58,917 | -86,239 | -31.7\% |
| Lease liability payments | -54,613 | -38,945 | 40.2\% |
| Dividends paid | - | - | 0.0\% |
| Interest paid | -57,801 | -42,089 | 37.3\% |
| Other cash inflows (outflows) | -27,613 | -21,286 | 29.7\% |
| Cash flows from financing activities | -79,482 | -172,732 | -54.0\% |
| Increase (decrease) in cash and cash equivalents, before the effect of changes in the exchange rate | 52,922 | 196,560 | -73.1\% |
| Effects of changes in the exchange rate on cash and cash equivalents | -47,926 | -30,977 | 54.7\% |
| Increase (decrease) in cash and cash equivalents | 4,997 | 165,583 | -97.0\% |
| Cash and cash equivalents at the beginning of the period | 373,700 | 806,710 | -53.7\% |
| Cash and cash equivalents at the end of the period | 378,697 | 972,293 | -61.1\% |

## 2.Business Performance

### 2.1. Supermarkets and Others

Income Statements

|  | 1Q23 | 1Q22 | Var. | 2022 | 3M23 | 3M22 | Var. | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta$ \% | LC $\Delta$ \% | CLP MM |  | $\Delta$ \% | LC $\Delta$ \% |
| Chile | 1.138 .748 | 1.060 .437 | 7,4\% | 7,4\% | 1.138.748 | 1.060.437 | 7,4\% | 7,4\% |
| Argentina | 434.834 | 381.598 | 14,0\% | 105,0\% | 434.834 | 381.598 | 14,0\% | 105,0\% |
| USA | 400.058 | 0 | N.A | N.A | 400.058 | 0 | N.A | N.A |
| Brazil | 372.375 | 305.320 | 22,0\% | 20,7\% | 372.375 | 305.320 | 22,0\% | 20,7\% |
| Peru | 257.860 | 246.868 | 4,5\% | 4,4\% | 257.860 | 246.868 | 4,5\% | 4,4\% |
| Colombia | 169.210 | 198.626 | -14,8\% | 3,3\% | 169.210 | 198.626 | -14,8\% | 3,3\% |
| Revenues | 2.773 .085 | 2.192 .848 | 26,5\% | 43,7\% | 2.773 .085 | 2.192.848 | 26,5\% | 43,7\% |
| Chile | 308.571 | 294.610 | 4,7\% | 4,7\% | 308.571 | 294.610 | 4,7\% | 4,7\% |
| Argentina | 134.890 | 116.575 | 15,7\% | 108,3\% | 134.890 | 116.575 | 15,7\% | 108,3\% |
| USA | 146.094 | 0 | N.A | N.A | 146.094 | 0 | N.A | N.A |
| Brazil | 77.270 | 66.314 | 16,5\% | 15,4\% | 77.270 | 66.314 | 16,5\% | 15,4\% |
| Peru | 61.253 | 56.879 | 7,7\% | 7,7\% | 61.253 | 56.879 | 7,7\% | 7,7\% |
| Colombia | 37.182 | 43.522 | -14,6\% | 3,6\% | 37.182 | 43.522 | -14,6\% | 3,6\% |
| Gross Profit | 765.260 | 577.901 | 32,4\% | 52,3\% | 765.260 | 577.901 | 32,4\% | 52,3\% |
| SG\&A | -550.905 | -388.731 | 41,7\% | 63,1\% | -550.905 | -388.731 | 41,7\% | 63,1\% |
| Operating Income | 216.844 | 192.193 | 12,8\% | 29,5\% | 216.844 | 192.193 | 12,8\% | 29,5\% |
| Adjusted EBITDA | 287.622 | 238.328 | 20,7\% | 35,0\% | 287.622 | 238.328 | 20,7\% | 35,0\% |
| Adjusted EBITDA Mg | 10,4\% | 10,9\% | -50 bps |  | 10,4\% | 10,9\% | -50 bps |  |

## Operational Data

| Supermarket/ <br> Hypermarket | $\mathbf{N}^{\circ}$ Stores |  | \% Leased |  | Sales Areas (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | 1Q23 | 1Q22 |
| Chile | 250 | 247 | $66.4 \%$ | $66.9 \%$ | 619,290 | 614,465 |
| Argentina | 272 | 274 | $54.8 \%$ | $55.1 \%$ | 417,719 | 420,863 |
| USA | 159 | N.A. | $100.0 \%$ | N.A. | 312,513 | N.A. |
| Brazil | 154 | 163 | $92.9 \%$ | $93.3 \%$ | 366,572 | 396,895 |
| Peru | 74 | 78 | $59.5 \%$ | $53.7 \%$ | 229,012 | 242,446 |
| Colombia | 78 | 77 | $16.7 \%$ | $18.2 \%$ | 355,791 | 355,311 |
| TOTAL | $\mathbf{9 8 7}$ | $\mathbf{8 3 9}$ | $\mathbf{6 8 . 3 \%}$ | $\mathbf{6 2 . 5 \%}$ | $\mathbf{2 , 3 0 0 , 8 9 7}$ | $\mathbf{2 , 0 2 9 , 9 8 1}$ |


| Cash\&Carry | $\mathbf{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | 1Q22 |
|  | 57 | 36 | $91.2 \%$ | $91.7 \%$ | 184,563 | 108,760 |
| Brazil | 17 | 13 | $29.4 \%$ | $30.8 \%$ | 40,410 | 27,729 |
| Peru | $\mathbf{7 4}$ | 49 | $\mathbf{7 7 . 0 \%}$ | $\mathbf{7 5 . 5 \%}$ | $\mathbf{2 2 4 , 9 7 3}$ | $\mathbf{1 3 6 , 4 8 9}$ |
| TOTAL |  |  |  |  |  |  |


|  | $\mathbf{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Conveniece | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ |
|  | 9 | 4 | $88.9 \%$ | $75.0 \%$ | 1,544 | 601 |
| Chile | 3 | 3 | $0.0 \%$ | $0.0 \%$ | 422 | 422 |
| Argentina | 9 | 5 | $100.0 \%$ | $100.0 \%$ | 1,092 | 566 |
| Brazil | 1 | - | $100.0 \%$ | $0.0 \%$ | 129 | - |
| Peru | 14 | 13 | $100.0 \%$ | $100.0 \%$ | 1,925 | 1,845 |
| Colombia | $\mathbf{3 6}$ | $\mathbf{2 5}$ | $\mathbf{8 8 . 9 \%}$ | $\mathbf{8 4 . 0 \%}$ | $\mathbf{5 , 1 1 1}$ | $\mathbf{3 , 4 3 3}$ |
| TOTAL |  |  |  |  |  |  |


|  | $\mathbf{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ |
|  | $\mathbf{1 5 2}$ | 151 | $94.7 \%$ | $96.0 \%$ | 19,318 | 19,476 |
| Brazil | $\mathbf{3 7}$ | 37 | $8.1 \%$ | $8.1 \%$ | 18,490 | 18,490 |
| Colombia | $\mathbf{1 8 9}$ | $\mathbf{1 8 8}$ | $\mathbf{7 7 . 8 \%}$ | $\mathbf{7 8 . 7 \%}$ | $\mathbf{3 7 , 8 0 8}$ | $\mathbf{3 7 , 9 6 6}$ |
| TOTAL |  |  |  |  |  |  |

## Same Store Sales ${ }^{21}$

|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Supermarket | 1Q23 | 1Q22 | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Chile | $5.4 \%$ | $17.4 \%$ | $10.5 \%$ | $36.3 \%$ | $-4.6 \%$ | $-13.9 \%$ |
| Argentina | $106.9 \%$ | $58.6 \%$ | $10.2 \%$ | $4.3 \%$ | $87.7 \%$ | $52.1 \%$ |
| USA | $-0.4 \%$ | N.A. | $0.5 \%$ | N.A. | $-1.0 \%$ | N.A. |
| Brazil | $1.8 \%$ | $-2.4 \%$ | $3.7 \%$ | $-7.3 \%$ | $-1.8 \%$ | $5.3 \%$ |
| Peru | $6.2 \%$ | $3.5 \%$ | $24.9 \%$ | $5.8 \%$ | $-15.0 \%$ | $-2.1 \%$ |
| Colombia | $1.8 \%$ | $14.1 \%$ | $-5.0 \%$ | $19.3 \%$ | $7.2 \%$ | $-1.0 \%$ |

[^14]|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Supermarket | 1Q23 | 1Q22 | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Chile | $5.4 \%$ | $17.4 \%$ | $10.5 \%$ | $36.3 \%$ | $-4.6 \%$ | $-13.9 \%$ |
| Argentina | $106.9 \%$ | $58.6 \%$ | $10.2 \%$ | $4.3 \%$ | $87.8 \%$ | $52.1 \%$ |
| USA | $-0.4 \%$ | N.A. | $0.5 \%$ | N.A. | $-1.0 \%$ | N.A. |
| Brazil | $0.2 \%$ | $-5.3 \%$ | $4.2 \%$ | $-7.3 \%$ | $-3.8 \%$ | $2.1 \%$ |
| Peru | $6.3 \%$ | $3.6 \%$ | $25.4 \%$ | $6.1 \%$ | $-15.2 \%$ | $-2.3 \%$ |
| Colombia | $1.8 \%$ | $14.0 \%$ | $-4.9 \%$ | $19.5 \%$ | $7.1 \%$ | $-1.0 \%$ |


|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash\&Carry | 1Q23 | 1Q22 | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Brazil | $8.5 \%$ | $12.9 \%$ | $1.3 \%$ | $-7.2 \%$ | $7.0 \%$ | $21.7 \%$ |
| Peru | $4.9 \%$ | $1.4 \%$ | $18.8 \%$ | $-6.8 \%$ | $-11.7 \%$ | $8.8 \%$ |


|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience | $\mathbf{1 Q 2 3}$ | 1Q22 | $\mathbf{1 Q 2 3}$ | 1Q22 | 1Q23 | 1Q22 |
| Chile | $8.1 \%$ | N.A. | $10.6 \%$ | N.A. | $-2.3 \%$ | N.A. |
| Argentina | $178.2 \%$ | N.A. | N.A. | N.A. | N.A. | N.A. |
| Brasil | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| Perú | $3.4 \%$ | N.A. | $9.0 \%$ | N.A. | $-5.1 \%$ | N.A. |
| Colombia | $3.9 \%$ | $37.1 \%$ | $-6.7 \%$ | $11.7 \%$ | $11.4 \%$ | $22.7 \%$ |


|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Others | $\mathbf{1 T 2 3}$ | $\mathbf{1 T 2 2}$ | $\mathbf{1 T 2 3}$ | $\mathbf{1 T 2 2}$ | $\mathbf{1 T 2 3}$ | $\mathbf{1 T 2 2}$ |
|  | $-1.1 \%$ | $5.1 \%$ | $-0.5 \%$ | $-8.0 \%$ | $-0.6 \%$ | $14.3 \%$ |
| Brazil | $3.5 \%$ | $42.2 \%$ | $2.9 \%$ | $29.0 \%$ | $0.7 \%$ | $10.2 \%$ |
| Colombia |  |  |  |  |  |  |

## E-commerce Channel Growth

|  | GMV |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency Variation | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | 3M23 | 3M22 |
| Chile | $10.5 \%$ | $4.2 \%$ | $10.5 \%$ | $4.2 \%$ |
| Argentina | $140.6 \%$ | $71.0 \%$ | $140.6 \%$ | $71.0 \%$ |
| USA | N.A. | N.A. | N.A. | N.A. |
| Brazil | $-5.6 \%$ | $99.2 \%$ | $-5.6 \%$ | $99.2 \%$ |
| Peru | $-1.0 \%$ | $-17.5 \%$ | $-1.0 \%$ | $-17.5 \%$ |
| Colombia | $35.2 \%$ | $-11.0 \%$ | $35.2 \%$ | $-11.0 \%$ |

### 2.2. Home Improvement

## Income Statements

|  | 1Q23 | 1Q22 | Var. | 2022 | 3M23 | 3M22 | Var. | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta$ \% | LC $\triangle$ \% | CLP million |  | $\Delta$ \% | LC $\triangle$ \% |
| Chile | 202.070 | 228.670 | -11,6\% | -11,6\% | 202.070 | 228.670 | -11,6\% | -11,6\% |
| Argentina | 187.649 | 178.632 | 5,0\% | 88,7\% | 187.649 | 178.632 | 5,0\% | 88,7\% |
| Colombia | 16.246 | 24.859 | -34,6\% | -20,8\% | 16.246 | 24.859 | -34,6\% | -20,8\% |
| Revenues | 405.965 | 432.161 | -6,1\% | 29,3\% | 405.965 | 432.161 | -6,1\% | 29,3\% |
| Chile | 56.150 | 69.493 | -19,2\% | -19,2\% | 56.150 | 69.493 | -19,2\% | -19,2\% |
| Argentina | 88.425 | 78.589 | 12,5\% | 102,0\% | 88.425 | 78.589 | 12,5\% | 102,0\% |
| Colombia | 3.648 | 4.689 | -22,2\% | -5,9\% | 3.648 | 4.689 | -22,2\% | -5,9\% |
| Gross Profit | 148.223 | 152.772 | -3,0\% | 43,5\% | 148.223 | 152.772 | -3,0\% | 43,5\% |
| SG\&A | -87.817 | -81.308 | 8,0\% | 49,9\% | -87.817 | -81.308 | 8,0\% | 49,9\% |
| Operating Income | 60.436 | 71.769 | -15,8\% | 35,7\% | 60.436 | 71.769 | -15,8\% | 35,7\% |
| Adjusted EBITDA | 65.808 | 77.777 | -15,4\% | 32,9\% | 65.808 | 77.777 | -15,4\% | 32,9\% |
| Adjusted EBITDA Mg | 16,2\% | 18,0\% | -179 bps |  | 16,2\% | 18,0\% | -179 bps |  |

## Operational Data

|  | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | 1Q23 | 1Q22 | 1Q23 | 1Q22 |
| Chile | 40 | 39 | 15,0\% | 15,4\% | 346,285 | 339,760 |
| Argentina | 57 | 57 | 21,1\% | 21,1\% | 378,688 | 388,142 |
| Colombia | 16 | 16 | 6,3\% | 6,3\% | 89,551 | 89,551 |
| TOTAL | 113 | 112 | 16,8\% | 17,0\% | 814,524 | 817,453 |

Same Store Sales ${ }^{22}$

|  | SSS |  | SS Tickets |  |  | AverageTicket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ |  |
| Chile | $-13.3 \%$ | $6.6 \%$ | $-14.4 \%$ | $-0.5 \%$ | $1.2 \%$ | $7.1 \%$ |  |
| Argentina | $89.4 \%$ | $47.7 \%$ | $-7.9 \%$ | $4.8 \%$ | $105.6 \%$ | $41.0 \%$ |  |
| Colombia | $-22.1 \%$ | $-0.1 \%$ | $-15.9 \%$ | $-8.0 \%$ | $-7.4 \%$ | $8.5 \%$ |  |

## E-commerce Channel Growth

|  | GMV |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency Variation | $\mathbf{1 Q 2 3}$ | $\mathbf{1 Q 2 2}$ | 3M23 | 3M22 |
| Chile | $-3.7 \%$ | $0.1 \%$ | $-3.7 \%$ | $0.1 \%$ |
| Argentina | $216.7 \%$ | $8.7 \%$ | $216.7 \%$ | $8.7 \%$ |
| Colombia | $-25.7 \%$ | $3.7 \%$ | $-25.7 \%$ | $3.7 \%$ |

[^15]
### 2.3. Department Store

## Income Statements



## Operational Data

|  | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  |  | Sales Area (sam) |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 |  | 1Q23 | 1Q22 |  | 1Q23 | 1Q22 |
| Chile | 48 | 49 |  | $66.6 \%$ | $67.3 \%$ |  | 276,966 | 282,299 |
| TOTAL | 48 | 49 |  | $66.6 \%$ | $67.3 \%$ |  | 276,966 | 282,299 |

Same Store Sales ${ }^{23}$

|  | SSS |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | $\mathbf{1 Q 2 2}$ | $\mathbf{1 Q 2 3}$ | 1 Q22 | 1Q23 | 1 Q22 |
| Chile | $-12.9 \%$ | $36.5 \%$ | $-7.2 \%$ | $35.4 \%$ | $-6.1 \%$ | $2.5 \%$ |

## E-commerce Channel Growth

|  | GMV |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Local Currency Variation | 1Q23 | 1Q22 | 3M23 | 3M22 |
| Chile | $-26.8 \%$ | $-16.4 \%$ | $-26.8 \%$ | $-16.4 \%$ |

[^16]
### 2.4. Shopping Centers

## Income Statements

|  | 1Q23 | 1Q22 | Var. | 2022 | 3M23 | 3M22 | Var. | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta$ \% | LC $\triangle$ \% | CLP million |  | $\Delta$ \% | LC ¢ \% $^{\text {\% }}$ |
| Chile | 51.375 | 43.080 | 19,3\% | N.A | 51.375 | 43.080 | 19,3\% | 19,3\% |
| Argentina | 19.205 | 13.324 | 44,1\% | N.A | 19.205 | 13.324 | 44,1\% | 158,8\% |
| Peru | 5.612 | 4.987 | 12,5\% | N.A | 5.612 | 4.987 | 12,5\% | 12,6\% |
| Colombia | 2.013 | 2.367 | -14,9\% | N.A | 2.013 | 2.367 | -14,9\% | 3,2\% |
| Revenues | 78.206 | 63.758 | 22,7\% | N.A | 78.206 | 63.758 | 22,7\% | 47,3\% |
| Chile | 47.268 | 41.705 | 13,3\% | N.A | 47.268 | 41.705 | 13,3\% | 13,3\% |
| Argentina | 15.101 | 9.833 | 53,6\% | N.A | 15.101 | 9.833 | 53,6\% | 175,6\% |
| Peru | 2.806 | 2.187 | 28,3\% | N.A | 2.806 | 2.187 | 28,3\% | 28,5\% |
| Colombia | 1.897 | 2.316 | -18,1\% | N.A | 1.897 | 2.316 | -18,1\% | -0,6\% |
| Gross Profit | 67.072 | 56.041 | 19,7\% | N.A | 67.072 | 56.041 | 19,7\% | 41,8\% |
| SG\&A | -12.358 | -10.652 | 16,0\% | N.A | -12.358 | -10.652 | 16,0\% | 33,5\% |
| Operating Income | 55.824 | 46.592 | N.A. | N.A. | 55.824 | 46.592 | N.A. | N.A. |
| Adjusted EBITDA | 59.825 | 48.130 | 24,3\% | N.A | 59.825 | 48.130 | 24,3\% | 46,8\% |
| Adjusted EBITDA Mg | 76,5\% | 75,5\% | 101 bps |  | 76,5\% | 75,5\% | 101 bps |  |

## Operational Data

|  | $N^{\circ}$ of Shopping Centers |  | Total Sales Area ( $\mathrm{m}^{2}$ ) |  | Occupancy Rates |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | 1Q23 | 1Q22 | 1 Q 23 | 1Q22 |
| Cencosud Shopping | 33 | 33 | 1,158,141 | 1,159,648 | 98.9\% | 98.4\% |
| Towers ${ }^{24}$ | n.a. | n.a. | 65,000 | 65,000 | 68.5\% | 67.3\% |
| Non-IPO Locations | 2 | 2 | 21,100 | 21,100 | 81.8\% | 93.9\% |
| Chile | 35 | 35 | 1,244,241 | 1,245,748 | 97.0\% | 96.7\% |
| Cencosud Shopping | 3 | 3 | 50,555 | 50,555 | 94.8\% | 81.1\% |
| Non-IPO Locations | 3 | 3 | 92,865 | 92,865 | 95.3\% | 93.8\% |
| Peru | 6 | 6 | 143,420 | 143,420 | 95.1\% | 89.3\% |
| Cencosud Shopping | 4 | 4 | 64,930 | 64,785 | 90.3\% | 95.2\% |
| Non-IPO Locations | n.a. | n.a. | 47,030 | 47,030 | n.a. | n.a. |
| Colombia | 4 | 4 | 111,960 | 111,815 | 90.3\% | 95.2\% |
| Argentina | 22 | 22 | 745,356 | 747,894 | 85.4\% | 80.5\% |
| Centros Comerciales | 67 | 67 | 2,244,977 | 2,248,877 | 92.7\% | 90.8\% |

[^17]
## Operational Data by Country

## Chile

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  | Visits (Thousand) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1 Q 22 | Var\% | 1Q23 | 1 Q 22 | Var\% | 1Q23 | 1Q22 | Var\% |
| Portal Talcahuano | 1.921 | 1.921 | 0,0\% | 7.675 | 7.675 | 0,0\% | 9.596 | 9.596 | 0,0\% | n.a | n.a | n.a |
| Portal Valdivia | 3.698 | 3.698 | 0,0\% | 7.806 | 7.806 | 0,0\% | 11.504 | 11.504 | 0,0\% | n.a | n.a | n.a |
| Trascaja | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a |
| IPO locations | 417.128 | 415.788 | 0,3\% | 806.013 | 807.040 | -0,1\% | 1.223.141 | 1.222.828 | 0,0\% | 26.694 | 25.278 | 5,6\% |
| TOTAL CHILE | 422.748 | 421.407 | 0,3\% | 821.494 | 822.521 | -0,1\% | 1.244.242 | 1.243.929 | 0,0\% | 26.694 | 25.278 | 5,6\% |


|  | 3rd Parties Sales (CLP million) |  |  | Related Parties Sales (CLP million) |  |  | Sales (CLP million) |  |  | 3P Revenues (CLP million) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1 Q22 | Var\% | 1Q23 | 1 Q 22 | Var\% | 1 Q 23 | 1 Q22 | Var\% |
| Portal Talcahuano | 831 | 728 | 14,1\% | 4.800 | 4.597 | 4,4\% | 5.631 | 5.325 | 5,7\% | 135 | 170 | -20,5\% |
| Portal Valdivia | 2.481 | 2.240 | 10,8\% | 10.657 | 10.709 | -0,5\% | 13.138 | 12.949 | 1,5\% | 314 | 293 | 7,2\% |
| Trascaja | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | n.a | 7.054 | 4.064 | 73,6\% |
| IPO locations | 314.466 | 301.726 | 4,2\% | 666.215 | 682.780 | -2,4\% | 980.681 | 984.506 | -0,4\% | 43.871 | 38.553 | 13,8\% |
| TOTAL CHILE | 317.778 | 304.694 | 4,3\% | 681.672 | 698.086 | -2,4\% | 999.450 | 1.002.780 | -0,3\% | 51.375 | 43.080 | 19,3\% |

## Argentina ${ }^{25}$

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  | Visits (Thousand) ${ }^{38}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% |
| Unicenter | 77.085 | 74.782 | 3,1\% | 18.901 | 23.741 | -20,4\% | 95.986 | 98.524 | -2,6\% | 3.912 | 3.132 | 24,9\% |
| Portal Plaza Oeste | 19.906 | 19.906 | 0,0\% | 22.612 | 22.612 | 0,0\% | 42.518 | 42.518 | 0,0\% | 1.145 | 974 | 17,5\% |
| \| Palmas del Pliar | 37.416 | 37.416 | 0,0\% | 37.005 | 37.005 | 0,0\% | 74.421 | 74.421 | 0,0\% | 1.521 | 1.501 | 1,4\% |
| Portal Rosario | 40.182 | 40.182 | 0,0\% | 29.298 | 29.298 | 0,0\% | 69.480 | 69.480 | 0,0\% | 762 | 741 | 2,8\% |
| Portal Patagonia | 9.789 | 9.789 | 0,0\% | 28.134 | 28.134 | 0,0\% | 37.922 | 37.922 | 0,0\% | 989 | 1.023 | -3,4\% |
| Portal Lomas | 8.201 | 8.201 | 0,0\% | 27.353 | 27.353 | 0,0\% | 35.554 | 35.554 | 0,0\% | 1.016 | 1.015 | 0,0\% |
| Portal Tucuman | 10.371 | 10.371 | 0,0\% | 21.439 | 21.439 | 0,0\% | 31.810 | 31.810 | 0,0\% | 816 | 787 | 3,7\% |
| Portal Escobar | 4.410 | 4.410 | 0,0\% | 29.607 | 29.607 | 0,0\% | 34.016 | 34.016 | 0,0\% | n.a | n.a | n.a |
| Portal los Andes | 3.390 | 3.390 | 0,0\% | 29.456 | 29.456 | 0,0\% | 32.846 | 32.846 | 0,0\% | n.a | n.a | n.a |
| Portal Trelew | 7.213 | 7.213 | 0,0\% | 15.682 | 15.682 | 0,0\% | 22.895 | 22.895 | 0,0\% | n.a | n.a | n.a |
| Portal Salta | 5.635 | 5.635 | 0,0\% | 18.464 | 18.464 | 0,0\% | 24.099 | 24.099 | 0,0\% | 595 | 627 | -5,1\% |
| Portal Santiago Del Estero | 5.461 | 5.461 | 0,0\% | 11.737 | 11.737 | 0,0\% | 17.198 | 17.198 | 0,0\% | n.a | n.a | n.a |
| $r$ Center / Others | 50.447 | 50.447 | 0,0\% | 176.164 | 176.164 | 0,0\% | 226.611 | 226.611 | 0,0\% | 1.474 | 1.285 | 14,7\% |
| TOTAL ARGENTINA | 279.505 | 277.203 | 0,8\% | 465.851 | 470.691 | -1,0\% | 745.356 | 747.894 | -0,3\% | 12.230 | 11.086 | 10,3\% |

[^18]

## Peru




Colombia

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% |
| Others | 46.176 | 46.176 | 0,0\% | 855 | 855 | 0,1\% | 47.031 | 47.030 | 0,0\% |
| IPO locations | 14.415 | 10.292 | 40,1\% | 50.515 | 54.493 | -7,3\% | 64.930 | 64.785 | 0,2\% |
| TOTAL COLOMBIA | 60.591 | 56.468 | 7,3\% | 51.370 | 55.348 | -7,2\% | 111.961 | 111.815 | 0,1\% |
|  | Visits (Thousand) |  |  | Sales (COP million) |  |  | 3P Revenues (COP million) |  |  |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var\% |
| Others | n.a | n.a | n.a | n.a | n.a | n.a | 9.859 | 6.548 | 50,6\% |
| IPO locations | n.a | n.a | n.a | 104.782 | 88.240 | 18,7\% | 1.758 | 4.723 | -62,8\% |
| TOTAL COLOMBIA | n.a | n.a | n.a | 104.782 | 88.240 | 18,7\% | 11.618 | 11.271 | 3,1\% |

### 2.5. Financial Services

## Income Statements

|  | 1Q23 | 1Q22 | Var. v | 2022 | 3M23 | 3M22 | Var. v | 52022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta \%$ | LC $\triangle$ \% | CLP million |  | $\Delta$ \% | LC $\Delta$ \% |
| Argentina | 32.625 | 27.385 | 19,1\% | 114,3\% | 32.625 | 27.385 | 19,1\% | 114,3\% |
| Brazil | -582 | 1.339 | -143,5\% | -142,3\% | -582 | 1.339 | -143,5\% | -142,3\% |
| Peru | 0 | 0 | N.A | N.A | 0 | 0 | N.A | N.A |
| Colombia | -179 | 2.394 | -107,5\% | -109,6\% | -179 | 2.394 | -107,5\% | -109,6\% |
| Revenues | 31.864 | 31.118 | 2,4\% | 86,0\% | 31.864 | 31.118 | 2,4\% | 86,0\% |
| Chile | 0 | 0 | N.A. | N.A. | 0 | 0 | N.A. | N.A. |
| Argentina | 20.714 | 17.995 | 15,1\% | 107,4\% | 20.714 | 17.995 | 15,1\% | 107,4\% |
| Brazil | -582 | 1.339 | N.A. | N.A. | -582 | 1.339 | -143,5\% | -142,3\% |
| Peru | 0 | 0 | N.A | N.A | 0 | 0 | N.A | N.A |
| Colombia | -179 | 2.394 | -107,5\% | -109,6\% | -179 | 2.394 | -107,5\% | -109,6\% |
| Gross Profit | 19.953 | 21.728 | -8,2\% | 68,1\% | 19.953 | 21.728 | -8,2\% | 68,1\% |
| SG\&A | -4.371 | -5.786 | -24,5\% | 34,6\% | -4.371 | -5.786 | -24,5\% | 34,6\% |
| Operating Income | 15.582 | 15.942 | -2,3\% | 80,2\% | 15.582 | 15.942 | -2,3\% | 80,2\% |
| Related Companies | -7.875 | 5.887 | N.A | N.A | -7.875 | 5.887 | -233,8\% | N.A |
| Dep \& Amortizations | 19 | 26 | -25,3\% | N.A | 19 | 26 | -25,3\% | N.A |
| Adjusted EBITDA | 7.727 | 21.854 | -64,6\% | -4,4\% | 7.727 | 21.854 | -64,6\% | -4,4\% |
| Adjusted EBITDA Mg | 24,2\% | 70,2\% | -4598 bps |  | 24,2\% | 70,2\% | -4598 bps |  |

Financial Indicators
Chile

|  | 1Q23 | 4Q22 | 3Q22 | 2Q22 | 1Q22 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Loan Portfolio (CLP million) | 1.691 .797 | 1.669 .146 | 1.523 .726 | 1.460 .624 | 1.338 .098 |
| Provisions over expired portfolio | 3,6 | 3,2 | 3,5 | 4,1 | 4,3 |
| Debt balance >90 (\%) | $2,6 \%$ | $2,3 \%$ | $2,3 \%$ | $1,8 \%$ | $1,6 \%$ |
| Gross Write-offs (CLP million) | 37.839 | 96.385 | 63.406 | 37.482 | 17.119 |
| Recoveries (CLP million) | 3.563 | 16.821 | 13.016 | 9.256 | 5.180 |
| Net Write-offs (CLP million) | 34.276 | 79.564 | 50.391 | 28.225 | 11.939 |
| Anualized Net Write-offs / Average balance period (\%) | $8,2 \%$ | $5,5 \%$ | $4,8 \%$ | $4,2 \%$ | $3,7 \%$ |
| Renegotiated portfolio (\%) | $14,0 \%$ | $11,3 \%$ | $10,3 \%$ | $9,4 \%$ | $9,9 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $6,5 \%$ | $6,7 \%$ | $6,3 \%$ | $6,0 \%$ | $5,7 \%$ |
| $\quad$ Department Stores | $26,2 \%$ | $29,2 \%$ | $27,5 \%$ | $30,4 \%$ | $28,5 \%$ |
| $\quad$ Home Improvement | $9,3 \%$ | $11,0 \%$ | $9,8 \%$ | $10,1 \%$ | $9,1 \%$ |

## Argentina

|  | 1 Q23 | 4 Q 22 | 3 Q 22 | 2Q22 | 1Q22 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Loan Portfolio (ARS thousand) | 50.379 .775 | 39.578 .602 | 35.578 .616 | 28.315 .666 | 28.583 .550 |
| Provisions over expired portfolio | 2,2 | 2,9 | 3,2 | 3,5 | 4,2 |
| Debt balance >90 (\%) | $2,6 \%$ | $2,2 \%$ | $2,0 \%$ | $2,1 \%$ | $1,6 \%$ |
| Gross Write-offs (ARS thousand) | 857.964 | 1.604 .008 | 1.102 .703 | 657.968 | 280.718 |
| Recoveries (ARS thousand) | 174.401 | 694.069 | 541.788 | 279.721 | 130.027 |
| Net Write-offs (ARS thousand) | 683.563 | 909.939 | 560.916 | 378.247 | 150.692 |
| Anualized Net Write-offs / Average period balance (\%) | $6,1 \%$ | $2,9 \%$ | $2,5 \%$ | $2,7 \%$ | $2,3 \%$ |
| Renegotiated portfolio (\%) | $1,9 \%$ | $2,0 \%$ | $1,8 \%$ | $1,0 \%$ | $1,7 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $9,3 \%$ | $9,6 \%$ | $8,5 \%$ | $8,8 \%$ | $9,7 \%$ |
| $\quad$ Home Improvement | $21,9 \%$ | $20,8 \%$ | $21,0 \%$ | $23,8 \%$ | $23,3 \%$ |

Peru

|  | 1Q23 | 4Q22 | 3Q22 | 2Q22 | 1Q22 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Loan Portfolio (PEN thousand) | 489.016 | 493.500 | 461.552 | 474.161 | 435.493 |
| Provisions over expired portfolio | 2,4 | 2,9 | 2,9 | 3,3 | 3,7 |
| Debt balance $>90$ (\%) | $4,0 \%$ | $3,1 \%$ | $3,4 \%$ | $3,1 \%$ | $2,7 \%$ |
| Gross Write-offs (PEN thousand) | 18.030 | 69.481 | 48.581 | 29.391 | 13.090 |
| Recoveries (PEN thousand) | 3.230 | 19.980 | 15.580 | 10.055 | 5.378 |
| Net Write-offs (PEN thousand) | 14.799 | 49.501 | 33.001 | 19.336 | 7.712 |
| Anualized Net Write-offs / Average period balance (\%) | $12,1 \%$ | $10,8 \%$ | $9,8 \%$ | $8,7 \%$ | $7,2 \%$ |
| Renegotiated portfolio (\%) | $3,9 \%$ | $4,5 \%$ | $5,6 \%$ | $6,1 \%$ | $7,7 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $11,0 \%$ | $12,3 \%$ | $11,4 \%$ | $12,2 \%$ | $12,7 \%$ |

Brazil

|  | 1Q23 | 4Q22 | 3Q22 | 2Q22 |
| :--- | ---: | ---: | ---: | ---: |
| Net Loan Portfolio (BRL thousand) | 735.986 | 744.160 | 759.123 | 743.868 |
| Provisions over expired portfolio | 0,9 | 0,8 | 0,9 | 0,9 |
| Debt balance $>90$ (\%) | $19,9 \%$ | $16,3 \%$ | $18,4 \%$ | $16,6 \%$ |
| Gross Write-offs (BRL thousand)23 | 13.885 | 93.877 | 69.929 | 45.230 |
| Recoveries (BRL thousand)23 | 471 | 3.843 | 757 | 9,9 |
| Net Write-offs (BRL thousand)23 | 13.413 | 90.034 | 69.172 | 44.315 |
| Anualized Net Write-offs / Average period balance (\%) | $7,2 \%$ | $12,0 \%$ | $12,2 \%$ | $12,1 \%$ |
| Renegotiated portfolio (\%) | $0,0 \%$ | $0,1 \%$ | $0,1 \%$ | $0,1 \%$ |
| $\%$ of Sales w/Credit Cards over Total Sales |  |  | 20.959 |  |
| Supermarkets | $19,0 \%$ | $19,9 \%$ | $21,0 \%$ | $21,7 \%$ |

## Colombia

|  | 1Q23 | 4Q22 | 3Q22 | 2Q22 | 1Q22 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (COP million) | 881.345 | 920.370 | 896.302 | 902.952 | 830.367 |
| Provisions over expired portfolio | 2,4 | 2,6 | 2,8 | 2,9 | 3,2 |
| Debt balance >90 (\%) | 3,3\% | 2,6\% | 2,2\% | 2,1\% | 1,9\% |
| Gross Write-offs (COP million) | 23.340 | 68.577 | 49.110 | 29.732 | 14.842 |
| Recoveries (COP million) | 1.807 | 7.706 | 6.216 | 4.261 | 2.270 |
| Net Write-offs (COP million) | 21.532 | 60.871 | 42.895 | 25.471 | 12.571 |
| Anualized Net Write-offs / Average period balance (\%) | 9,5\% | 7,0\% | 6,7\% | 6,1\% | 6,2\% |
| Renegotiated portfolio (\%) | 1,9\% | 1,2\% | 0,7\% | 0,6\% | 0,5\% |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | 19,6\% | 18,4\% | 17,5\% | 17,8\% | 17,6\% |
| Home Improvement | 11,6\% | 12,1\% | 11,7\% | 14,5\% | 13,3\% |

## 3.Macroeconomic Indices

### 3.1. Exchange Rate

|  | Closing |  |  | Average |  |  | LTM |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 | 1Q22 | Var\% | 1Q23 | 1Q22 | Var \% | mar 23 | mar 22 | Var\% |
| CLP/USD | 790,41 | 787,98 | 0.3\% | 811,37 | 809,44 | 0.2\% | 873,67 | 780,38 | 12.0\% |
| CLP/ARS | 3,78 | 7,10 | -46.8\% | 4,23 | 7,61 | -44.4\% | 5,98 | 7,88 | -23.7\% |
| CLP/COP | 0,17 | 0,21 | -19.0\% | 0,17 | 0,21 | -17.6\% | 0,20 | 0,20 | -3.2\% |
| CLP/PEN | 210,06 | 214,45 | -2.0\% | 212,60 | 213,74 | -0.5\% | 227,64 | 199,40 | 14.2\% |
| CLP/BRL | 155,84 | 166,52 | -6.4\% | 156,23 | 154,55 | 1.1\% | 169,59 | 146,29 | 15.9\% |

### 3.2. Total and Food Inflation ${ }^{26}$



## 4. Glossary and Contact Information

### 4.1 Glossary

- ARS: Argentinian peso
- Adjusted EBITDA: operating income - asset revaluation - depreciation and amortization
- Adjustment for Hyperinflation: accounting standard IAS29 that considers the Hyperinflationary Adjustment of Argentina
- As Reported: results including inflation adjustment for Argentina
- Average Collection Days: Accounts Receivable / Income * tax (19\%) * 365 days
- Average Ticket: average purchase value made by a store visit
- Cash \& Carry: wholesale/retail supermarket stores
- CLP: Chilean peso
- Convenience: convenience or proximity stores, with the SPID brand
- COP: Colombian peso
- DS: Department Stores
- GLA (Gross Leasable Area): are the square meters of a space intended for lease
- GMV (Gross Merchandise Value): online sale, does not include VAT
- Gross Financial Debt: other current and noncurrent financial liabilities + financial and nonfinancial lease liabilities
- Gross Leverage: gross financial debt / Adjusted EBITDA, does not include One Off for the period
- HI: Home Improvement
- IAS29: accounting standard that considers the Hyperinflationary Adjustment of Argentina
- IFRS16: or IFRS 16 -in Spanish, financial/accounting standard that regulates the accounting treatment of operating leases, considering them as assets and not as operating expenses

[^19]- Inventory Days: 365 days / LTM cost of sale / Inventory
- IR: Investor Relations
- LTM (Last Twelve Months): last twelve months
- LC (Local Currency): considers the currency of the analyzed country
- Net Financial Debt: other current and noncurrent financial liabilities + financial and nonfinancial lease liabilities - cash and cash equivalents - current and non-current financial assets
- Net Leverage: net financial debt / Adjusted EBITDA, does not include One Off for the period
- PEN: Peruvian sol
- Occupancy rates: are the square meters of premises occupied over the total square meters of premises available for lease
- Online Penetration: includes the complete online channel, own plus last milers
- SSS (Same Store Sales): sale of the same physical stores in both periods, which were open at least $2 / 3$ of the quarter. Does not include remodeling, closings, or store openings
- SS Tickets: number of times the customer buys in the store. Corresponds to the same stores open in both periods
- SQM: square meters
- TFM: The Fresh Market
- UF: unidad de fomento, is the unit of account in Chile that can be adjusted for inflation US\$: American dollars
- Varejo: supermarket stores with a retail format


### 4.2 Contact Information

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## cencosud 


[^0]:    ${ }^{1}$ Figures do not include Argentina Inflation adjustment．

[^1]:    ${ }^{2}$ The detailed Income Statement and Hyperinflation effect of Argentina are available in the appendix to this report
    ${ }^{3}$ "Other Revenues" includes Shopping Centers, Financial Services, and Other Administrative.

[^2]:    ${ }^{4}$ Figure excludes from the calculation the income of the businesses: Service Stations, Electroshow, Delicatessen and Pharmacies.

[^3]:    ${ }^{5}$ To access the report, please visit: https://www.cencosud.com/cencosud/site/tax/port/fid_documento-en/taxport_2_7_187_1.html.

[^4]:    ${ }^{6}$ Figures exclude inflation adjustment in Argentina for comparative purposes. ${ }^{7}$ Results explanations are in local currency.

[^5]:    ${ }^{8}$ Annualized inflation in Argentina as of March 2023 corresponding to 104.3\%.

[^6]:    9 In March 2023: Digiday - Livestream Video Strategy - National Marketing Award / Brand featured via case studies at major brand and retail conferences NRF - Jan, Shoptalk
    In April 2023: ANA Reggie for Loyalty ULX - National Marketing Award / ANA Reggie for Livestreams eCommerce - National Marketing Award / Newsweek/Statistica - Top 10 Most Trusted / ANA Brand Masters Conference

[^7]:    ${ }^{10}$ For more details on Cencosud Brazil, see the Press Release on the following page: https://ri.cencosud.com.br/.

[^8]:    11 Service Stations, Electroshow, Delicatessen and Pharmacies.

[^9]:    12 Service Stations

[^10]:    13 For comparative purposes and business performance analysis, figures exclude the effect of the hyperinflationary rule in Argentina and the explanations are given in local currency.
    14 The detail of the Consolidated Balance can be found in the appendix of this report.

[^11]:    ${ }^{15}$ Financial ratios are shown with informational penalties only and do not represent financial agreements associated with debt and bond contracts. The relationships shown above do not include the assets and liabilities of Cencosud's banking activities.
    This ratios considering hyperinflation in Argentina by accounting standard IAS29.
    ${ }^{16}$ Includes a proforma of the Adjusted EBITDA LTM of TFM and GIGA.
    ${ }^{17}$ Consolidated figures include assets and liabilities classified as held for sale, as appropriate. See note 34 of the Financial Statements.

[^12]:    ${ }^{18}$ The income statement figures are translated to CLP at the monthly average exchange rate and the balance sheet figures at the closing exchange rate. The fluctuations in the ratios incorporate the effects of fluctuations in the exchange rate versus CLP. The explanations of the working capital ratios do not include the accounting effect of hyperinflation in Argentina.
    ${ }^{19}$ For TFM and GIGA, a proforma LTM of Revenue and Cost of Sale is considered for calculating Days' Inventory and Accounts Receivable.

[^13]:    ${ }^{20}$ Cash flow does not include the accounting effects of hyper-inflation in Argentina.

[^14]:    ${ }^{21}$ Variation in Local Currency.

[^15]:    ${ }^{22}$ Variation in Local Currency.

[^16]:    ${ }^{23}$ Variation in Local Currency.

[^17]:    ${ }^{24}$ Office towers are part of the Cencosud Shopping society and are included within the 33 locations as 'Costanera Center Complex'.

[^18]:    ${ }^{25}$ Visits to Portal Salta in the previous year are included.

[^19]:    ${ }^{26}$ Chile: https://www.ine.cl
    Argentina: https://www.indec.gob.ar/
    USA: https://tradingeconomics.com/
    Brazil: https://www.ibge.gov.br
    Peru: https://www.inei.gob.pe
    Colombia: https://www.dane.gov.co/

