

## Period Highlights

Cencosud concluded 2Q23 with a $12.9 \%$ increase in revenue, marking its 9th consecutive quarter of double digit sales growth. This robust performance can be attributed to several factors, the successful consolidation of The Fresh Market (TFM) and GIGA Atacado, increased market share in supermarkets in Chile (specifically in April and May) and Brazil compared to 2Q22. Furthermore, this improved revenue reflects the opening of 6 new stores (+3,647 sqm of sales area) and the remodeling of 41 stores. During the quarter, total sales tickets were 162 million, representing a $13.8 \%$ increase over 2 Q22.

Cencosud achieved an online penetration rate of $10.4 \%$ of total sales in 2 Q23. Concurrently, there was a $14.0 \%$ growth in the number of Prime subscribers across Chile, Peru, and Colombia between December 2022 and June 2023.

In line with its regional Private Label strategy, efforts were made to expand the offer of essential goods and provide a greater variety of differentiated options. As a result of these initiatives, Cencosud achieved a 106 bps year-on-year increase in the penetration rate of Private Label product sales. Additionally, Supermercados Wong and Prezunic joined Jumbo Chile in selling exclusive "The Fresh Market" brand products in its stores.

Adjusted EBITDA increased 17.2\% compared to 2Q22, achieving a double digit Adjusted EBITDA margin (10.5\%) for the 11th consecutive quarter. This increase of 38 bps from the $10.1 \%$ recorded in 2 Q22 is attributed to higher EBITDA margins in Chile, Argentina, and Peru, improved profitability of Shopping Centers, operational efficiencies, and process automation along with the inclusion of The Fresh Market and GIGA.

Net Income in 2Q23 increased 163.0\% YoY, reaching US\$ 179 million, explained primarily due to the increase in Adjusted EBITDA and the improvement in Non-Operating Result. The latter was positively influenced by the strengthening of the CLP against the US\$ and lower inflation in Chile, which had a favorable impact on the YoY result from revaluation units.

## Key Indicators 2Q23 ${ }^{1}$



[^0]
## Message from the CEO

In the second quarter of 2023, Cencosud continued to achieve positive results underscored by a $12.9 \%$ YoY growth in revenues and reaching an Adjusted EBITDA margin of $10.5 \%$. The latter was a reflection of the solid profitability performance in Chile, Argentina, and Peru, countries that once again achieved double digit EBITDA margins in this quarter.

This achievement is particularly notable considering the current economic environment in the countries In which we operate, where high interest rates persist due to inflationary pressures. This, coupled with weak economic growth in Latin America, a slowdown in consumption, and a challenged labor market makes this accomplishment even more remarkable.


Revenues were driven by the solid performance of our 2022 acquisitions, The Fresh Market and GIGA Atacado. Additionally, in local currency, we achieved sales increases in all countries where Cencosud operates, except for Colombia. This is explained by market share gains in Supermarkets Chile and Brazil, as well as achieving revenue growth above inflation in Supermarkets Argentina. Furthermore, we once again reported increases in online channel sales ( $5.9 \%$ YoY), reaching a total of 6.4 million online transactions during the quarter. I would like to highlight Supermarkets Chile, where online penetration continued to grow and reached $13.4 \%$ this quarter.

As we celebrate the first anniversary of The Fresh Market under Cencosud's management, we are proud to report that we have realized the initial financial and commercial synergies, resulting in a total impact on Financial Statements of US\$ 75.8 million. Over these 12 months, The Fresh Market has contributed an Adjusted EBITDA of US\$ 210 million and an EBITDA margin of 10.4\% to the Company's consolidated results, surpassing our internal estimates. During the quarter, we inaugurated the first post-acquisition The Fresh Market store and plan to open 22 additional stores in the next 24 months.

In July 2023, we achieved a long-awaited milestone: the launch of CencoPay, our new digital payment method, through which we entered the world of digital wallets. With over 225.000 downloads since its launch, CencoPay represents an integrated solution that transforms and simplifies the purchasing process, a critical stage in the retail industry. This new addition to Cencosud's digital ecosystem has an exciting roadmap for the coming years and will undoubtedly represent a significant contribution to further improving the customer experience. I invite you to download the CencoPay app and join the customers who are already exploring exclusive benefits and additional Cencosud points accumulation.

Since the beginning of 2020, we have worked to strengthen Cencosud's DNA, making strategic decisions to consolidate our leadership in the supermarket industry in the region. With this purpose in mind, we have implemented an organizational structure with a local focus, identifying regional synergies and efficiencies, while always maintaining our dedication to customers by providing quality and exceptional service. We continue to work towards generating long-term value for our shareholders through committed and high-performing teams that passionately execute ideas.

## 1. Main Figures 2Q23

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

As Reported

| CLP million | 2 Q 23 | 2 Q 22 | Var \% | 2 Q 23 | 2 Q 22 | Var \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Online Revenue | 357,689 | 360,151 | -0.7\% | 358,911 | 338,983 | 5.9\% |
| Physical Stores Revenue | 3,096,633 | 2,897,867 | 6.9\% | 3,107,907 | 2,727,544 | 13.9\% |
| Other Revenue | 150,261 | 146,798 | 2.4\% | 150,808 | 138,169 | 9.1\% |
| Total Revenue | 3,604,584 | 3,404,816 | 5.9\% | 3,617,706 | 3,204,697 | 12.9\% |
| Gross Profit | 1,059,495 | 964,124 | 9.9\% | 1,096,808 | 917,762 | 19.5\% |
| Gross Margin | 29.4\% | 28.3\% | 108 bps | 30.3\% | 28.6\% | 168 bps |
| SG\&A | -831,621 | -713,477 | 16.6\% | -827,976 | -653,944 | 26.6\% |
| SG\&A Margin | -23.1\% | -21.0\% | -212 bps | -22.9\% | -20.4\% | -248 bps |
| Operating Result | 229,389 | 206,427 | 11.1\% | 265,159 | 220,122 | 20.5\% |
| Non-Operating Result | -120,218 | -190,915 | -37.0\% | -132,914 | -193,073 | -31.2\% |
| Taxes | -46,474 | -26,823 | 73.3\% | 10,796 | 27,335 | -60.5\% |
| Net Income | 62,698 | -11,312 | N.A. | 143,041 | 54,384 | 163.0\% |
| Adjusted EBITDA | 348,143 | 321,045 | 8.4\% | 379,689 | 324,020 | 17.2\% |
| Adjusted EBITDA Margin | 9.7\% | 9.4\% | 23 bps | 10.5\% | 10.1\% | 38 bps |

### 1.2 E-commerce ${ }^{4}$



Online Penetration 10.4\%

Total Online Tickets +6.4 MM

Online Revenue
US\$ 448 MM

[^1]
## Online Sales by Country

| CLP million | Online Sales |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | $\Delta \mathrm{CLP}$ | $\Delta$ LC |
| Chile | 274,704 | 279,243 | -1.6\% | -1.6\% |
| Argentina | 29,654 | 22,714 | 30.6\% | 168.9\% |
| USA | 22,404 | - | N.A. | N.A. |
| Brazil | 8,573 | 9,213 | -6.9\% | -1.3\% |
| Peru | 13,031 | 13,512 | -3.6\% | 0.2\% |
| Colombia | 10,625 | 14,302 | -25.7\% | -12.2\% |
| TOTAL | 358,991 | 338,983 | 5.9\% | N.A. |

Online Penetration by Business

| Online Penetration | 2Q23 | 2Q22 |
| :--- | ---: | ---: |
| Supermarkets | $8.2 \%$ | $8.5 \%$ |
| Home Improvement | $10.5 \%$ | $7.5 \%$ |
| Department Stores | $34.2 \%$ | $35.4 \%$ |
| Total | $10.4 \%$ | $11.1 \%$ |



### 1.3 Private Label

In 2Q23, Private Label products accounted for $14.6 \%$ of total sales, representing a 106 bps YoY. The Food and Non-Food categories captured $12.7 \%$ and $19.9 \%$ of total sales, respectively.

The strategy of promoting higher value-added categories and expanding differentiation through "Ready to" and "Free from" products resulted in a $36.2 \%$ YoY growth in sales. With respect to Fast-Moving Consumer Goods and Perishables, sales increased at a double digit pace, surpassing that of third-party brands.


Following the initial launch in Jumbo Chile, The Fresh Market products are now also offered exclusively in Wong (in Peru) and Prezunic (in Brazil). This initiative is a key component of the commercial synergies envisioned during the acquisition of The Fresh Market supermarket chain. By increasing its Private Label offering, coupled with those exclusively from TFM, the Company enhances its value proposition in Latin America and further differentiates itself through its broad product assortment.


Private Label Penetration over total Sales

|  | Food |  |  | Non-Food |  | Total |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2 Q 23$ | 2 Q22 | 2 Q23 | 2 Q22 | 2 Q23 | 2 Q22 |  |
| Chile | $10.5 \%$ | $9.8 \%$ | $25.4 \%$ | $26.5 \%$ | $15.2 \%$ | $15.9 \%$ |  |
| Argentina | $10.4 \%$ | $9.7 \%$ | $11.2 \%$ | $15.7 \%$ | $10.7 \%$ | $12.1 \%$ |  |
| USA | $30.8 \%$ | N.A. | $1.5 \%$ | N.A. | $29.4 \%$ | N.A. |  |
| Brazil | $3.1 \%$ | $3.4 \%$ | $4.1 \%$ | $6.5 \%$ | $3.3 \%$ | $3.8 \%$ |  |
| Peru | $12.8 \%$ | $14.0 \%$ | $36.0 \%$ | $37.4 \%$ | $16.2 \%$ | $18.0 \%$ |  |
| Colombia | $6.2 \%$ | $5.5 \%$ | $11.1 \%$ | $10.8 \%$ | $7.8 \%$ | $7.5 \%$ |  |
| Total | $12.7 \%$ | $9.0 \%$ | $19.9 \%$ | $23.3 \%$ | $14.6 \%$ | $13.6 \%$ |  |

## 2. Relevant Events

### 2.1 Quarterly Highlights

### 2.1.1 Financial Strengthening

## Humphreys upgraded Cencosud's risk rating to AA

At the end of May, the credit rating agency Humphreys upgraded Cencosud's risk rating from "AA-" to "AA" with a "Stable" outlook. This upgrade reflects the Company's improvements in profitability and financial strength, as well as the positive impact of The Fresh Market acquisition.

### 2.1.2 Innovation and New Trends

## Cencosud Iaunched CencoPay, its new digital wallet

In July, Cencosud took a step towards consolidating its digital ecosystem with the launch of CencoPay, its digital wallet. This app allows users to centralize their credit, debit, and prepaid cards in one place, enabling secure and convenient transactions directly from their mobile phones.


In addition to simplifying the payment experience, CencoPay offers its users exclusive benefits, such as special promotions and the ability to earn additional Cencosud points. In its initial phase, the app is available at Jumbo, Santa Isabel, and Spid in Chile, with plans to expand its availability to other businesses and countries. With CencoPay, Cencosud reinforces its commitment to innovation and continuous improvement of the customers experience.

As of today, there have been over 225,000 downloads of the CencoPay app in Chile.

## Cencosud Ventures fostered innovation through an equity investment in Mimo, a Brazilian Live Shopping startup

Cencosud Ventures was an early investor in "Mimo Live Sales." This interactive real-time shopping platform will be integrated into Cencosud's digital sales channels, providing customers with a seamless, fast, and interactive shopping experience. Bretas in Brazil and Jumbo in Colombia have already begun using the platform to enhance their online sales.

## Cencosud Media has entered the Peruvian market to complement its value proposition and profitability

Cencosud Media has commenced its operations in Peru, adding to its presence in Chile, Colombia, and Argentina, further expanding its regional reach and enhancing the effectiveness of advertising strategies in each country. Currently, hundreds of brands are partnering with Cencosud Media to improve their value proposition and complement their investments in mass media. This service offers a comprehensive view of customers, helping suppliers run more effective and personalized advertising campaigns.

## Unicenter has introduced the largest interactive 3D screen in Argentina

The renowned shopping center "Unicenter" in Argentina inaugurated the largest interactive 3D screen in the country. Standing at a height of 14 meters, it combines digital architecture, interactivity, and surround sound to provide a superior and immersive experience for all visitors. The screen projects interactive content created by visitors and advertising campaigns from various brands, reinforcing the integration between the digital and physical experience.

## Cencosud launched "Converge", new CRM system for Supermarkets Chile

By unifying the experience delivered to customers in both physical and digital stores, with the quality and service that Cencosud is known for, Converge strengthens the Company's digital ecosystem. This new CRM streamlines the responsiveness of employees and facilitates the management and tracking of customer cases, thus simplifying internal processes. For this launch, 2,300 employees were trained in nearly 270 Jumbo, Santa Isabel, and Spid locations across Chile.

### 2.1.3 Organic Growth

During 2Q23, the Company opened 6 new stores, consisting of 4 Spid stores in Chile, 1 The Fresh Market store in the United States, and 1 Prezunic store in Brazil.

Reflecting Cencosud's ongoing efforts to provide customers with the best in-store experience, the Company remodeled 41 stores in the quarter, bringing the total to 49 for the year.

## Organic Growth 2Q23

|  | Openings |  | Transformations |  | Remodels | Closures |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 2Q23 | $N^{\circ}$ Stores | sqm | $N^{\circ}$ Stores | sqm | $N^{\circ}$ Stores | sqm | $N^{\circ}$ Stores |
| Chile | 4 | 551 | - | - | 37 | - | - |
| Argentina | - | - | - | - | 2 | - | - |
| USA | 1 | 2,342 | - | - | - | - | - |
| Brazil | 1 | 754 | - | - | - | 2 | 4,627 |
| Peru | - | - | 1 | 3,218 | 2 | 1 | 1,301 |
| Colombia | - | - | - | - | - | 1 | 148 |
| Total | 6 | 3,647 | 1 | 3,218 | 41 | 4 | 6,076 |

### 2.1.4 Talent Development



### 2.1.5 ESG - Sustainability ${ }^{5}$

The Company continues to advance its sustainability efforts, highlighting the following milestones: The Food Rescue Program delivered over 890 tons of food to more than 9,000 organizations in Latin America. Additionally, Cencosud Shopping was awarded with the "Green Spirit Award" at Lollapalooza 2023. A new diversity and inclusion strategy was launched, emphasizing the importance of an equitable and representative work environment.

### 2.2 Awards and Recognitions

## Matías Videla, CEO, received the "2023 Annual Retailer" award

At the 2023 Retail Day in Argentina, Matías Videla, CEO, received the "Annual Retailer 2023" award. This event, with more than 21 years of tradition, brings together leaders from various industries, including fast-moving consumer goods, services, equipment, logistics, technology, and retail, among others. Mr. Videla was recognized for his distinguished career in the retail industry in Latin America.

## \#11 in the TOP CEOs of LATAM by Bloomberg

In July, Bloomberg published its list of the "TOP CEO’s of LATAM," where Matías Videla was ranked $11^{\text {th }}$ among 88 candidates. This ranking recognizes leaders that delivered the most value to their shareholders. Within the retail sector, Mr. Videla held a prominent third position.

[^2]Jumbo and Paris recognized as leaders in Praxis Xperience Index Ranking
Both companies achieved the $1^{\text {st }}$ place ranking in their categories, Supermarkets, and Department Stores, in the 2023 Praxis Xperience Index Ranking, which recognizes companies that provide the best shopping experience provided for their customers.

The Fresh Market (TFM) recognized by the Association of National Advertisers (ANA)

TFM received recognition from ANA for its work in implementing innovative marketing programs. TFM was recognized in the Experiential Marketing category (in-person and virtual) for its Live Shopping broadcasts, which bring the physical shopping experience into the digital realm.

## Spid awarded as Best Mobile Initiative at E-commerce Day Chile 2023

At the 2023 E-Commerce Day Chile, Spid received the Best Mobile Initiative award, a prize jointly given by the E-Commerce Institute and the Santiago Chamber of Commerce.

Cencosud Media received the award for innovation in "Brand 100 Chile"
At the Brand 100 Chile event, Cencosud Media was recognized with the "Innovation in Media" award, a distinction granted by the participating brands in the event.

## 3. Results by Country 67

### 3.1 Second Quarter 2023 Results

| REVENUES <br> CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | \% total sales | CLP | \% total sales | $\Delta \%$ | LC $\Delta \%$ |
| Chile | 1,695,179 | 46.9\% | 1,674,013 | 52.2\% | 1.3\% | 1.3\% |
| Argentina | 656,306 | 18.1\% | 635,597 | 19.8\% | 3.3\% | 112.8\% |
| USA | 398,163 | 11.0\% | N.A. | N.A. | N.A. | N.A. |
| Brazil | 402,047 | 11.1\% | 374,969 | 11.7\% | 7.2\% | 13.7\% |
| Peru | 270,647 | 7.5\% | 272,232 | 8.5\% | -0.6\% | 3.3\% |
| Colombia | 195,364 | 5.4\% | 247,884 | 7.7\% | -21.2\% | -6.8\% |
| TOTAL | 3,617,706 | 100\% | 3,204,697 | 100\% | 12.9\% | N.A. |

[^3]| Adjusted EBITDA CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | Mg | CLP | Mg | $\Delta \%$ | LC $\triangle$ \% |
| Chile | 193,454 | 11.4\% | 187,677 | 11.2\% | 3.1\% | 3.1\% |
| Argentina | 83,821 | 12.8\% | 69,988 | 11.0\% | 19.8\% | 147.2\% |
| USA | 38,903 | 9.8\% | N.A. | N.A. | N.A. | N.A. |
| Brazil | 25,223 | 6.3\% | 23,640 | 6.3\% | 6.7\% | 13.0\% |
| Peru | 30,480 | 11.3\% | 29,653 | 10.9\% | 2.8\% | 6.8\% |
| Colombia | 7,809 | 4.0\% | 13,062 | 5.3\% | -40.2\% | -29.5\% |
| TOTAL | 379,689 | 10.5\% | 324,020 | 10.1\% | 17.2\% | N.A. |

### 3.2 Chile Results



## Highlights

- Adjusted EBITDA margin expanded 20 bps YoY, reaching $11.4 \%$ in 2Q23, achieving 11 consecutive quarters in the double digits range
- Shopping Centers Adjusted EBITDA increased 30.2\% compared to 2Q22
- Inventory management optimization in Department Stores and Home Improvement

| REVENUES <br> CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | \% total Sales | CLP | \% total Sales | $\Delta \%$ |
| Supermarkets | 1,187,591 | 32.8\% | 1,113,766 | 34.8\% | 6.6\% |
| Shopping Centers | 53,486 | 1.5\% | 43,421 | 1.4\% | 23.2\% |
| Home Improvement | 191,657 | 5.3\% | 206,598 | 6.4\% | -7.2\% |
| Department Stores | 258,387 | 7.1\% | 307,651 | 9.6\% | -16.0\% |
| Others | 4,057 | 0.1\% | 2,577 | 0.1\% | 57.4\% |
| Chile | 1,695,179 | 46.9\% | 1,674,013 | 52.2\% | 1.3\% |


| Adjusted EBITDA CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | Mg | CLP | Mg | $\Delta \%$ |
| Supermarkets | 158,042 | 13.3\% | 155,594 | 14.0\% | 1.6\% |
| Shopping Centers | 41,175 | 77.0\% | 31,635 | 72.9\% | 30.2\% |
| Home Improvement | 11,211 | 5.8\% | 14,627 | 7.1\% | -23.4\% |
| Department Stores | 7,302 | 2.8\% | 21,096 | 6.9\% | -65.4\% |
| Financial Services | 1,424 | N.A. | 6,108 | N.A. | -76.7\% |
| Others | -25,700 | N.A. | -41,383 | N.A. | -37.9\% |
| Chile | 193,454 | 11.4\% | 187,677 | 11.2\% | 3.1\% |



SG\&A over Sales Evolution


## Same Store Sales \& Online Sales Variation

|  | SSS |  | Online Sales vs 2Q22 |
| :--- | :---: | :---: | :---: |
| Local Currency Variation | 2 Q23 | 2 Q22 | $\Delta \%$ |
| Supermarkets | $5.5 \%$ | $14.8 \%$ | $8.6 \%$ |
| Home Improvement | $-11.5 \%$ | $-11.3 \%$ | $15.1 \%$ |
| Department Stores | $-12.7 \%$ | $-6.2 \%$ | $-19.0 \%$ |

## Supermarkets

Revenues increased by $6.6 \%$ compared to 2Q22, driven by a $5.5 \%$ SSS growth, an $8.6 \%$ increase in online sales, and the opening of 4 new Spid stores. The SSS increase was partially offset by a decline in Non-Food category sales, due to reduced consumption in the country and a high comparison base from the previous year.

Adjusted EBITDA margin contracted 66 bps to 13.3\%, reflecting higher inflationary pressures on expenses and an increase in promotional activity. This was partially offset by improved terms with suppliers and process automation which is enhancing productivity.

## Home Improvement

Revenues decreased $7.2 \%$ compared to 2Q22, primarily attributed to a high comparison base and a contraction in consumption in Chile. In 2Q23, physical channel sales declined YoY, partially offset by a double digit increase in online channel sales. This growth was driven by sales generated through the new app and the consolidation of Easy as the largest seller in the Paris.cl Marketplace.

Adjusted EBITDA margin was 5.8\%, representing a 123 bps YoY contraction despite a 113 bps YoY expansion in gross margin which benefited from reduced promotional activity. The variation in EBITDA margin was due to increased expenses driven by high inflation and reduced expense dilution, partially offset by improvements in technological efficiencies in operations.

## Department Stores

Revenues declined $16.0 \%$ compared to 2Q22, primarily due to a high comparison base and reduced consumer spending (particularly durable goods), leading to a $12.7 \%$ YoY contraction in SSS. Marketplace sales increased 7.0\%, reaching a penetration of $21.7 \%$ over Paris.cl online sales.

Adjusted EBITDA margin contracted 403 bps compared to 2Q22, highlighting inflationary pressures on costs and expenses.

## Shopping Centers

Revenues increased $23.2 \%$ compared to 2Q22, driven by contract indexation to inflation, an occupancy rate increase of 40 bps vs 2Q22 and better commercial conditions in new contracts.

The Adjusted EBITDA margin expanded 413 bps compared to 2Q22, reaching 77.0\%, primarily explained by higher expense dilution.

## Financial Services

Adjusted EBITDA decreased by 76.7\% YoY primarily due to lower customer acquisition reflecting tighter credit scoring and an increase in the loan loss provisions.

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



## Highlights

- Adjusted EBITDA margin expanded 176 bps YoY driven by efficiency measures and the impact of inflation
- Home Improvement online penetration increased 370 bps compared to 2Q22

| REVENUES | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CLP million | CLP | \% total sales | CLP | \% total sales | $\Delta \%$ | LC $\triangle$ \% |
| Supermarkets | 424,653 | 11.7\% | 401,052 | 12.5\% | 5.9\% | 118.2\% |
| Shopping Centers | 21,711 | 0.6\% | 18,360 | 0.6\% | 18.3\% | 144.9\% |
| Home Improvement | 175,934 | 4.9\% | 183,411 | 5.7\% | -4.1\% | 97.5\% |
| Financial Services | 32,466 | 0.9\% | 30,135 | 0.9\% | 7.7\% | 122.3\% |
| Others | 1,542 | 0.0\% | 2,639 | 0.1\% | -41.6\% | 21.5\% |
| Argentina | 656,306 | 18.1\% | 635,597 | 19.8\% | 3.3\% | 112.8\% |



[^4]
## Same Store Sales \& Online Sales Variation

|  | SSS |  | Online Sales vs 2Q22 |
| :--- | :---: | :---: | :---: |
| Local Currency Variation | 2 Q 23 | 2 Q 22 | $\Delta \%$ |
| Supermarkets | $119.1 \%$ | $66.5 \%$ | $114.6 \%$ |
| Home Improvement | $90.0 \%$ | $75.4 \%$ | $312.5 \%$ |

## Supermarkets

In 2Q23, revenues increased $118.2 \%$ in ARS and $5.9 \%$ in CLP compared to 2Q22, driven by higher sales of perishables and beverages, as well as consumer migration from the traditional channel to the modern channel.

Adjusted EBITDA increased 226.4\% in ARS and 58.2\% in CLP compared to 2Q22, resulting from improved gross margin performance, along with enhanced cost control and expense dilution.

## Home Improvement

Revenues for the quarter increased $97.5 \%$ in ARS but decreased by $4.1 \%$ in CLP compared to the same quarter in 2022. The latter is primarily attributed to reduced availability of imported products and a decline in construction sector activity.

Adjusted EBITDA increased $132.3 \%$ in ARS and $12.6 \%$ in CLP compared to 2Q22. The growth is attributed to efficiency measures implemented and the impact of inflation, partially offset by an increase in wages.

## Shopping Centers

In 2Q23, revenues increased 144.9\% in ARS and 18.3\% in CLP compared to 2Q22, due to strong growth in variable revenues, improved occupancy rates, and increased income from the normalization of expired contracts.

Adjusted EBITDA increased $148.0 \%$ in ARS and 19.6\% in CLP YoY due to improved gross margin and a reduction in the number of contracts up for renewal, resulting in higher year-over-year retroactive collection of rental income.

## Financial Services

Revenues increased 122.3\% in ARS and 7.7\% in CLP compared to 2Q22, due to higher customer acquisition and credit usage as a payment method.

Adjusted EBITDA increased 123.5\% in ARS and 7.9\% in CLP compared to 2Q22 due to higher revenues, partially offset by a lower spread, resulting from increased funding rates.

### 3.4 Unites States Results

## Highlights



- The LTM Adjusted EBITDA of Supermarkets reached \$210 million, with an Adjusted EBITDA margin of 10.4\%
- In May, the first store under Cencosud's management was inaugurated, with a sales area of $2,342 \mathrm{sqm}$
- Synergies achieved in the first 12 months since the acquisition amounted to $\$ 75.8$ million

| REVENUES | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CLP million | CLP | \% total Sales | CLP | \% total Sales | $\Delta \%$ | ML $\Delta$ \% |
| Supermarkets | 398,163 | 11.0\% | N.A. | N.A. | N.A. | N.A. |
| USA | 398,163 | 11.0\% | N.A. | N.A. | N.A. | N.A. |

Same Store Sales \& Online Sales Variation

|  | SSS |  | Online Sales vs 2Q22 |
| :--- | :---: | :---: | :---: |
| Local Currency Variation | 2 Q 23 | 2 Q 22 | $\Delta \%$ |
| Supermarkets | $1.2 \%$ | N.A. | N.A. |

## Supermarkets

Revenues for the quarter increased YoY even with challenging consumption dynamics and high food inflation. This was attributed, in part, to an increase in promotional activity that drove higher in-store traffic and resulted in SSS growth of $1.2 \%$. Additionally, the online channel experienced a $5.8 \%$ YoY growth, propelled by innovations such as the implementation of a new Al-based functionality designed to enhance the Live Shopping event experience.

With an Adjusted EBITDA margin close to double digits, The Fresh Market is the $3^{\text {rd }}$ most profitable supermarket brand in Cencosud. This margin was achieved despite inflationary pressures on expenses, particularly in terms of salaries.

### 3.5 Brazil Results ${ }^{9}$



## Highlights

- With a $3.8 \%$ increase in average ticket compared to 2Q22, the C\&C format demonstrated its resilience in an adverse economic environment which included deflation in certain food categories
- The opening of the first Prezunic store this year marks the beginning of the planned store opening pipeline for 2023

| REVENUES <br> CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | \% total sales | CLP | \% total <br> sales | $\Delta \%$ | LC $\triangle$ \% |
| Supermarkets | 402,298 | 11.1\% | 375,464 | 11.7\% | 7.1\% | 13.6\% |
| Financial Services | -252 | 0.0\% | -495 | 0.0\% | -49.1\% | -45.9\% |
| Brazil | 402,047 | 11.1\% | 374,969 | 11.7\% | 7.2\% | 13.7\% |



## Same Store Sales \& Online Sales Variation

Local Currency Variation
Supermarkets
Others ${ }^{10}$

| SSS |  | Online Sales vs 2Q22 |
| :---: | :---: | :---: |
| 2Q23 | 2Q22 | $\Delta \%$ |
| $-2.9 \%$ | $5.2 \%$ | $-1.3 \%$ |
| $-11.5 \%$ | $11.6 \%$ | N.A. |

[^5]
## Supermarkets

Revenues increased 13.6 \% in BRL and $7.1 \%$ in CLP. This growth is primarily due to the acquisition of GIGA Atacado and the rise in Cash\&Carry sales. Furthermore, the Supermarkets format was strengthened with the opening of a new Prezunic store in Rio de Janeiro, in line with the Company's organic growth strategy in Brazil.

Adjusted EBITDA increased 8.0\% in BRL and 1.9\% in CLP due to the implementation of in-store efficiency measures and adjustments in the product mix, among other factors. Despite the challenging economic environment and inflationary pressures, the Adjusted EBITDA margin remained stable compared to the previous year.

## Financial Services

The Financial Services results in this second quarter reflected a decrease in new customer acquisition, an increase in delinquency, and an increase in the risk charge.

### 3.6 Peru Results



## Highlights

- Adjusted EBITDA margin reached 11.3\%, an increase of 37 bps YoY, marking the $8^{\text {th }}$ consecutive double digit quarter, despite lower consumption and cost pressures Total tickets increased 16.2\% compared to 2Q22.

The Cash\&Carry format demonstrated strength, achieving an 8.5\% SSS growth

| REVENUES CLP million | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP | \% total sales | CLP | \% total <br> sales | $\Delta \%$ | LC ${ }^{\text {\% \% }}$ |
| Supermarkets | 264,406 | 7.3\% | 266,821 | 8.3\% | -0.9\% | 2.9\% |
| Shopping Centers | 6,091 | 0.2\% | 5,305 | 0.2\% | 14.8\% | 19.1\% |
| Others | 151 | 0.0\% | 106 | 0.0\% | 42.1\% | 47.3\% |
| Peru | 270,647 | 7.5\% | 272,232 | 8.5\% | -0.6\% | 3.3\% |



## Same Store Sales \& Online Sales Variation

|  | SSS |  | Online Sales vs 2Q22 |
| :--- | :---: | :---: | :---: |
| Local Currency Variation | 2 Q 23 | 2 Q 22 | $\Delta \%$ |
| Supermarkets | $3.6 \%$ | $8.0 \%$ | $0.2 \%$ |

## Supermarkets

Revenues increased 2.9\% in PEN but decreased by 0.9\% in CLP. In local currency terms, growth is attributed to an $8.5 \%$ SSS in the Cash\&Carry format, reflecting its resilience in a challenging economic environment. Additionally, the online channel was enhanced by the Wong Prime subscription program, which has seen a 234.9\% increase in subscribers from December 2022 to date.

Adjusted EBITDA grew $2.8 \%$ in PEN and decreased by $1.0 \%$ in CLP compared to the same period in 2022. The local currency increase was driven by higher sales, along with the implementation of an expense control program as part of the efficiency plan.

## Shopping Centers

Revenues increased $19.1 \%$ in PEN and $14.8 \%$ in CLP compared to 2Q22, driven by higher variable revenues, increased occupancy levels at Arequipa Center, and higher parking revenue.

Adjusted EBITDA increased $42.8 \%$ in PEN and $36.8 \%$ in CLP compared to 2 Q22, due to the increase in revenues and expense dilution over the period's revenues.

## Financial Services

The Adjusted EBITDA was negative in 2Q23, which was due to the increase in the risk charge and its impact on the provision for uncollectible accounts.

### 3.7 Colombia Results



Highlights

- An $84.2 \%$ increase in the number of Jumbo Prime subscribers in the first 6 months of 2023.
- A 1.8\% YoY growth in Food sales.
- Results impacted by a high comparison base due to "VAT-Free Day" and revaluation of CLP against COP.

| REVENUES | 2Q23 |  | 2Q22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CLP million | CLP | \% total sales | CLP | \% total sales | $\Delta \%$ | LC ${ }^{\text {\% \% }}$ |
| Supermarkets | 178,181 | 4.9\% | 218,944 | 6.8\% | -18.6\% | -3.8\% |
| Shopping Centers | 2,104 | 0.1\% | 2,345 | 0.1\% | -10.3\% | 6.0\% |
| Home Improvement | 16,014 | 0.4\% | 25,323 | 0.8\% | -36.8\% | -25.2\% |
| Financial Services | -436 | 0.0\% | 2,229 | 0.1\% | N.A. | N.A. |
| Others | -499 | 0.0\% | -956 | 0.0\% | -47.8\% | -38.7\% |
| Colombia | 195,364 | 5.4\% | 247,884 | 7.7\% | -21.2\% | -6.8\% |




Same Store Sales \& Online Sales Variation

|  | SSS |  | Online Sales vs 2Q22 |
| :--- | :---: | :---: | :---: |
| Local Currency Variation | 2 Q 23 | 2 Q 22 | $\Delta \%$ |
|  | $-5.1 \%$ | $19.4 \%$ | $-9.0 \%$ |
| Supermarkets | $16.0 \%$ | $49.6 \%$ | N.A. |
| Others ${ }^{11}$ | $-24.5 \%$ | $14.7 \%$ | $-44.3 \%$ |
| Home Improvement |  |  |  |

## Supermarkets

Revenues declined by $3.8 \%$ in COP and $18.6 \%$ in CLP compared to 2Q22. This decrease in revenues can be attributed to a more difficult comparison base due to a VAT-free day in June. However, this was partially offset by a $3.2 \%$ year-on-year increase in sales in the fast-moving consumer goods categories.

Adjusted EBITDA declined 17.1\% in COP and 29.9\% in CLP due to lower expense dilution, partially offset by an improvement in gross margin and the implementation of in-store efficiency plans.

## Home Improvement

Revenues decreased $25.2 \%$ in COP and $36.8 \%$ in CLP. This was attributed to reduced consumption of durable goods, coupled with a higher comparison base against the year 2022 due to the VAT-free day.

Adjusted EBITDA reported a loss during the quarter, reflecting a decline in gross margin and an increase in expenses related to inflation.

## Shopping Centers

Revenues increased 6.0\% in COP and decreased $10.3 \%$ in CLP. The improvement in local currency is attributed to an increase in fixed rent, mainly due to the reopening of the Altos del Prado shopping center, which was re-inaugurated at the end of June 2022. This was partially offset by a decrease in variable rent, due to the contraction of consumption in the country.

Adjusted EBITDA for the quarter increased $54.4 \%$ in COP and $32.2 \%$ in CLP, driven by the incorporation of Altos del Prado and a reduction in expenses compared to 2Q22.

## Financial Services

The result reflects an increase in funding costs and a higher provisions, partially offset by savings in expenses and an increase in the placement rate compared to 2Q22.

[^6]
## 4. Consolidated Balance Sheet ${ }^{12}$

### 4.1 Consolidated Balance Sheet

|  | JUN 23 | DIC 22 |  |
| :--- | ---: | ---: | ---: |

### 4.2 Balance Sheet by Country ${ }^{13}$

|  | Total Assets |  |  | Total Liabilities |  |  | Total Net Equity |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN 23 | DEC 22 | \% | JUN 23 | DEC 22 | \% | JUN 23 | DEC 22 | \% |
| Chile | 6,024,803 | 6,168,247 | -2.3\% | 5,483,368 | 5,677,809 | -3.4\% | 1,048,194 | 1,050,675 | -0.2\% |
| Argentina | 1,644,462 | 1,843,240 | -10.8\% | 705,720 | 832,157 | -15.2\% | 1,009,887 | 1,076,108 | -6.2\% |
| USA | 1,443,727 | 1,535,282 | -6.0\% | 1,105,558 | 1,173,947 | -5.8\% | 47,377 | 38,716 | 22.4\% |
| Brazil | 1,265,065 | 1,179,426 | 7.3\% | 876,517 | 758,232 | 15.6\% | 380,837 | 413,756 | -8.0\% |
| Peru | 1,331,712 | 1,405,441 | -5.2\% | 374,513 | 434,260 | -13.8\% | 802,009 | 819,375 | -2.1\% |
| Colombia | 1,214,667 | 1,174,037 | 3.5\% | 205,226 | 215,975 | -5.0\% | 904,819 | 848,171 | 6.7\% |
| Uruguay | 40,170 | 34,527 | 16.3\% | 2,455 | 1,602 | 53.3\% | 18,125 | -584 | N.A. |
| Total | 12,964,605 | 13,340,200 | -2.8\% | 8,753,357 | 9,093,982 | -3.7\% | 4,211,249 | 4,246,217 | -0.8\% |

[^7]
## Assets

Total Assets decreased by CLP 375,594 million as of June 30, 2023, compared to December 2022, due to reductions in both Current Assets by CLP 331,916 million and Non-Current Assets by CLP 43,679 million, respectively.

- Current assets decreased primarily due to a decline in Other financial assets of CLP 164,944 million, explained by the liquidation of mutual funds for cash use. Additionally, there was a reduction in Trade accounts receivable by CLP 91,621 million attributed to a higher comparison base corresponding to credit sales made in December.
- The decrease in Non-Current Assets is mainly explained by the reduction in Other noncurrent financial assets by CLP 39,897 million, due to a decrease of CLP 43,560 million in the Derivatives account, affected by the exchange rate variation compared to December 2022.


## Liabilities

Total Liabilities as of June 30, 2023, decreased by CLP 340,626 million compared to December 2022, due to a decrease in Current Liabilities by CLP 430,981 million, partially offset by an increase in Non-Current Liabilities of CLP 90,355 million.

- The decrease in Current Liabilities is explained by the decrease of CLP 415,380 million in Trade accounts payable and other accounts payable, due to increased business activity in 4Q22 as a result of business seasonality.
- The increase in Non-Current Liabilities is due to the increase in Other financial liabilities by CLP 53,978 million due to the appreciation of the CLP on US\$ reserves. Additionally, Lease liabilities increased by CLP 51,385 million, reflecting the renewal of contracts in Brazil that were expiring in 2023.


## Net Equity

Net Equity decreased by CLP 34,969 million, driven by a decrease in Accumulated Earnings (Losses) of CLP 84,432 million, partially offset by an increase in "other reserves" by CLP 35,164 million, derived from the impact of investment conversion variations.

## 5. Indebtedness

As of June 30, 2023, the Company's net financial debt, excluding lease liabilities, amounted to CLP 3,616,184 million, compared to CLP 3,201,801 million recorded as of December 31, 2022. Including lease liabilities, the total net financial debt was CLP 4,829,067 million. The gross leverage was 3.6x, compared to 3.2x in December 2022. Since July 2022, total debt includes the consolidation of The Fresh Market and GIGA Atacado's debt, in addition to the effect of the minority shareholder's PUT Option related to the acquisition of the remaining 33\% in The Fresh Market. Excluding this effect, the Gross Leverage would have been 3.4x as of June 2023.

| 5.1 Financial Ratios <br>  <br> (times) | jun-23 |  |  |
| :--- | :--- | ---: | ---: |
| Net Financial Debt / Adjusted EBITDA | 3.2 | 2.7 | jun-22 |
| Gross Financial Debt / Adjusted EBITDA | 3.6 | 3.2 | 1.9 |
| Financial Expenses Coverage | 5.2 | 6.5 | 2.7 |
| Financial Debt / Net Equity | 0.9 | 0.8 | 9.3 |
| Total Liabilities / Net Equity | 2.1 | 2.1 | 0.4 |
| Current Assets / Current Liabilities | 0.8 | 0.8 | 1.5 |

### 5.2 Net Financial Debt Reconciliation ${ }^{15}$

| CLP million | jun-23 | dec-22 | jun-22 |
| :--- | ---: | ---: | ---: |
| Total Financial Liabilities | $4,192,002$ | $4,019,944$ | $3,038,598$ |
| $(-)$ Cash and cash equivalents | 336,216 | 373,700 | 677,434 |
| $(-)$ Other financial assets (current and non-current) | 239,602 | 444,443 | 434,282 |
| Net Financial Debt | $3,616,184$ | $3,201,801$ | $1,926,882$ |
| $(+)$ Total lease liabilities | $1,212,883$ | $1,160,047$ | 942,387 |
| Reported Net Financial Debt | $4,829,067$ | $4,361,848$ | $2,869,268$ |

## Interest Rate Risk

As of June 30, 2023, considering the hedge through Cross Currency Swaps, 70.0\% of the Company's financial debt was at fixed rate and was mainly made up of short-term debt and bonds. The remaining percentage of the debt was at variable interest rate. Out of the floatingrate debt, $83.6 \%$ was indexed to local interest rates (either by its original terms or by virtue derivative agreements). The Company's hedging policy provides for the periodic review of exposure to exchange rate and interest rate risks.

## 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 June 30, 2023, $57.5 \%$ of the total financial debt was in US dollars. Out of this dollar-denominated debt, $88.6 \%$ 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 rates variations on the position of net liabilities payable in foreign currency through market instruments designed for such purposes. Including the effect of the foreign exchange hedges (CCS), the Company's exposure to the dollar was $6.6 \%$ of the total gross debt as of June 30, 2023.

[^8]
## 6. Working Capital Ratios ${ }^{16}$

|  | Inventory Days |  |  | Average Collection Days |  |  | Average Payment Days |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Variation in CLP | 2Q23 | 2Q22 | $\Delta$ | 2Q23 | 2Q22 | $\Delta$ | 2Q23 | 2Q22 | $\Delta$ |
| Supermarkets | 40.2 | 49.3 | -9.1 | 9.6 | 12.7 | -3.0 | 44.0 | 48.0 | -4.0 |
| Home Improvement | 94.5 | 100.6 | -6.1 | 12.1 | 12.5 | -0.5 | 50.0 | 48.0 | 2.0 |
| Department Stores | 92.4 | 106.1 | -13.7 | 7.2 | 7.2 | 0.0 | 49.0 | 42.0 | 7.0 |
| Shopping Centers | - | - | - | 31.1 | 35.1 | -4.0 | 30.0 | 32.0 | -2.0 |
| Financial Services | - | - | - | - | - | - | 35.0 | 38.0 | -3.0 |

## Inventory Days ${ }^{17}$

The Supermarkets business decreased its inventory days by 9.1 days, primarily due to reductions in Argentina and Brazil. Additionally, the inclusion of The Fresh Market contributed to this decrease as this banner has a lower average inventory days compared to the rest of the Supermarkets operations, owing to its higher proportion of fresh and perishable products. Home Improvement reduced its inventory days by 6.1 days, primarily driven by reductions in Argentina and Colombia. On the other hand, Department Stores showed a decrease in inventory days by 13.7 days, largely attributed to lower inventory levels resulting from a more conservative purchasing policy.

## Average Collection Days

As of June 2023, the average collection days in Supermarkets decreased by 3.0 days compared to 2Q22, primarily due to lower collection days in Argentina measured in CLP. The Home Improvement business unit achieved a reduction of 0.5 days compared to June 2022. There was no year-on-year variation in Department Stores, while Shopping Centers reduced their collection days by 4.0 days, reflecting the normalization of the business and the recovery of financial health among tenants, impacted during the pandemic.

## Average Payment Days

In Supermarkets, the average payment days decreased by 4.0 days compared to 2Q22, primarily driven by a reduction of over 15 payment days in Brazil in local currency. Home Improvement increased by 2.0 days due to increases in Chile and Colombia. On the other hand, Department Stores increased their average payment days by 7.0 days, and Shopping Centers decreased by 2.0 days. The Financial Services business reduced its average payment days by 3.0 days.

[^9]
## 7. Cash Flow

YTD 2023

| CLP Million | Net Cash Flow <br> Operating Activities | Net Cash Flow <br> Investing Activities | Net Cash Flow <br> Financing Activities | TOTAL |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Supermarkets | 434,600 | $-89,362$ | $-392,392$ | $-47,153$ |
| Shopping Centers | 107,667 | 9,362 | $-64,209$ | 52,820 |
| Home Improvement | 111,134 | 39,478 | $-175,943$ | $-25,330$ |
| Department Stores | $-41,133$ | $-10,420$ | 51,713 | 160 |
| Financial Services | $-25,436$ | -30 | 25,466 | - |
| Others | $-208,626$ | 49,064 | 209,095 | 49,533 |
| Excl. IAS29 | 378,207 | $-1,907$ | $-346,270$ | 30,030 |
| IAS29 Adjustment |  |  |  |  |
| Inflation Adjustment | 25,937 | 4,119 | $-10,024$ | 20,032 |
| Conversion Adjustment | $-32,379$ | $-6,919$ | 12,148 | $-27,149$ |
| As Reported | 371,765 | $-4,707$ | $-344,145$ | 22,913 |

## YTD 2022

| CLP Million | Net Cash Flow <br> Operating Activities | Net Cash Flow <br> Investing Activities | Net Cash Flow <br> Financing Activities | TOTAL |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Supermarkets | 363,293 | $-19,248$ | $-451,353$ | $-107,308$ |  |
| Shopping Centers | 99,880 | 23,349 | $-72,641$ | 50,589 |  |
| Home Improvement | 76,247 | $-36,495$ | $-59,091$ | $-19,340$ |  |
| Department Stores | $-100,154$ | $-10,419$ | 124,915 | 14,343 |  |
| Financial Services | 7,464 | -12 | $-7,440$ | 12 |  |
| Others | $-283,525$ | 312,927 | $-136,966$ | $-107,563$ |  |
| Excl. IAS29 | 163,205 | 270,102 | $-602,575$ | $-169,269$ |  |
| IAS29 Adjustment |  |  | $-5,835$ | $-5,431$ |  |
| Inflation Adjustment | 12,363 | $-1,101$ | -249 | 1,097 |  |
| Conversion Adjustment | 1,505 | 263,165 | $-608,256$ | $-168,018$ |  |
| As Reported | 177,072 |  |  |  |  |

Considering the cash flows from operating, investing, and financing activities, Cencosud generated a net cash flow of CLP 22,913 million as of June 30, 2023, compared to a negative cash flow of CLP 168,018 million for the same period of the previous year.

## Operating Activities

The Company achieved higher cash flows from operating activities compared to 2Q22, reaching CLP 371,765 million as of June 2023, compared to the CLP 177,072 million reported in the same period of the previous year. This improvement is mainly attributed to an increase of CLP 692,954 million in Collections from sales of goods and services, driven by the contribution of operational cash flow from The Fresh Market, increased operational flow from Home Improvement, Department Stores, and Shopping Centers.

## Investing Activities

Cencosud reported a net use of cash from investment activities of CLP -4,707 million in June 2023, compared to CLP 263,165 million generated in June 2022. This decrease reflects a decline in Other Cash Flows of CLP 258,890 million year-on-year. This was due to the liquidation of mutual funds in 1Q22 for dividend payment, resulting in a higher comparative base. As of June 2023, Capex amounted to CLP 162,944 million, compared to CLP 148,062 million in the same period of 2022.

## Financing Activities

The net cash flow used in financing activities was CLP -344,145 million compared to CLP -608, 256 million reported in 2022. The year-over-year change primarily resulted from an increase of CLP 459,983 million in Proceeds from short-term debt.

## 8. Progress in Sustainability ${ }^{18}$

## Diversity and Inclusion Strategy

The renewed diversity and inclusion strategy is based on four pillars: gender equity, inclusion of people with disabilities, interculturality, and sexual and gender diversity.

## Work Inclusion Program

Since 2017, the Company has partnered with the RECA Foundation to implement a work inclusion program for individuals with cognitive disabilities. This program has enabled 24 apprentices to progress in their professional development and graduate as assistants in storage and packaging.

## Transformative Women Program

For the $7^{\text {th }}$ consecutive year, Disco in Argentina held its free training program for women entrepreneurs in Buenos Aires and Córdoba, delivering 7 free virtual training sessions and 20 hours of education.

[^10]
## Voxy Launch

This is an online language learning platform for employees that offers a flexible and free tool to facilitate learning the English language. To date, it has more than 1,300 active accounts and over 970 hours of study have been completed.

## Cenco Challenge in Peru

In Peru, the Company launched a call for startups, with the support of "Pro Innóvate," USIL Ventures, and Wayra Hispam. This initiative aims to promote the circular economy in the retail industry through technological solutions focused on product information traceability, waste reduction, and promotion of responsible consumption.

## Cenco Nutrition Program in Chile and Argentina

Through the Cenco Nutrition program in Chile and Argentina, the Company provides children with the necessary tools to make healthy food choices, positively impacting their long-term development. During the second quarter, over 700 children were trained across 32 sessions, laying the foundation for a healthy lifestyle.

## Partnerships to Reduce Waste

In strategic partnerships with certain suppliers, Cencosud has undertaken various initiatives to collect waste and reduce pollution in Argentina, Brazil, Peru, and Colombia. As of June 2023, over 13.8 tons of waste have been collected in the four countries.

## Food Rescue Program

Aware of the seriousness of food waste and its effects on food security, the environment, and natural resources, the Company rescued over 890 tons of food during the second quarter, benefiting more than 9,000 organizations.

## 9. Risk Management

In a rapidly changing industry landscape, risk management is crucial for the long-term viability of the Company. In this context, Cencosud maintains a "Corporate Risk Management Policy" along with a series of related procedures, all aligned with international standards.

In this section, some of the potential risks to which Cencosud is exposed are noted:

Market Risk: The Company is exposed to market risk involving fluctuations in interest rates and currency exchange rates, which could impact its financial position. These risks are mitigated through the regular review of its exposure to exchange rate and interest rate risk of the Company's key assets and liabilities, among other measures.

Retention of Key Talent: Business management could be affected by the loss of key personnel. To mitigate the risk of talent attrition, measures have been established, including talent acquisition processes, annual succession planning for critical positions, annual compensation, and benefits evaluations, among others.

Competition in Markets: The Company faces competition from other retail companies in each of the markets where it operates. It is also exposed to the emergence of new competitors, new products, and changes in consumer trends and demand. Cencosud allocates a portion of its annual investment plan to systems, logistics, and development needs to remain competitive and efficient with its omnichannel capabilities.

Conditions Affecting Product Costs: With respect to the Supermarkets business, most products sold are locally sourced with a diversified supplier base. For Department Stores and Home Improvement, there is also an extensive supplier base that can be changed if necessary to focus on other markets or products with higher added value.

New Laws, Regulations, and/or Regulatory Authorities: The Company is subject to regulations from financial regulators in the countries where it operates, as well as those related to environmental matters and other legal areas. Cencosud has a Legal Management that proactively addresses and educates all regional employees on necessary regulatory changes and collaborates with areas such as quality assurance, auditing, inventory control, accounting, compliance IT, among others.

Economic and Political Issues: Cencosud is exposed to risks related to events that may affect the economic and political situation in Asia, the United States, Europe, and other economically significant regions for the countries where it operates. If the economic conditions of these countries deteriorate, local economies could be impacted, leading to lower growth, and affecting results and the commercial value of assets.

Natural Disasters: Potential natural disasters in the countries in which the Company operates, such as earthquakes, volcanic eruptions, floods, tropical storms, and hurricanes, among others, could disrupt Cencosud's operations.

For a more in-depth analysis, you can review the Company's Annual Integrated Report, available on the website: www.cencosud.com/investors.

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## 1. Financial Information

### 1.1 Consolidated Income Statement

## Second Quarter 2023

| CLP million | As Reported |  |  | IAS 29 (Jun-23) |  | IAS 29 (Jun-22) |  | Excl IAS29 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | (B) | Var a/a | (C) | (D) | (E) | (F) | (A)-(C)-(D) | (B)-(E)-(F) | Var a/a |
|  | 2 Q 23 | 2 Q 22 | $\Delta \%$ | Inflation Effect | Conversion Effect | Inflation Effect | Conversion Effect | 2 Q 23 | 2 Q 22 | $\Delta$ \% |
| Net revenues | 3,604,584 | 3,404,816 | 5.9\% | 174,292 | -187,415 | 138,032 | 62,087 | 3,617,706 | 3,204,697 | 12.9\% |
| Cost of sales | -2,545,089 | -2,440,692 | 4.3\% | -147,132 | 122,941 | -112,208 | -41,550 | -2,520,898 | -2,286,934 | 10.2\% |
| Gross profit | 1,059,495 | 964,124 | 9.9\% | 27,161 | -64,474 | 25,824 | 20,537 | 1,096,808 | 917,762 | 19.5\% |
| Gross margin | 29.4\% | 28.3\% | 108 bps | 15.6\% | 34.4\% | 18.7\% | 33.1\% | 30.3\% | 28.6\% | 168 bps |
| Selling and administrative expenses | -831,621 | -713,477 | 16.6\% | -52,407 | 48,761 | -42,797 | -16,735 | -827,976 | -653,944 | 26.6\% |
| Other income by function | -2,875 | -25,515 | -88.7\% | 73 | 2,983 | 111 | -1,955 | -5,931 | -23,670 | -74.9\% |
| Other gain (Losses) | 4,391 | -18,706 | N.A. | 2,366 | -233 | 1,253 | 66 | 2,258 | -20,025 | N.A. |
| Operating income | 229,389 | 206,427 | 11.1\% | -22,807 | -12,963 | -15,609 | 1,914 | 265,159 | 220,122 | 20.5\% |
| Participation profit/loss of associates | 229 | 6,032 | -96.2\% | - | - | - | - | 229 | 6,032 | -96.2\% |
| Net Financial Income | -78,939 | -48,288 | 63.5\% | 11,217 | 763 | 14,388 | 775 | -90,918 | -63,451 | 43.3\% |
| Foreign exchange variations | -22,942 | -83,908 | -72.7\% | -325 | 114 | -127 | -471 | -22,731 | -83,310 | -72.7\% |
| Result of indexation units | -18,566 | -64,752 | -71.3\% | 2,572 | -1,644 | -12,727 | 319 | -19,493 | -52,344 | -62.8\% |
| Non-operating income (loss) | -120,218 | -190,915 | -37.0\% | 13,463 | -768 | 1,534 | 623 | -132,914 | -193,073 | -31.2\% |
| Income before income taxes | 109,172 | 15,512 | 603.8\% | -9,344 | -13,730 | -14,075 | 2,537 | 132,246 | 27,049 | 388.9\% |
| Income taxes | -46,474 | -26,823 | 73.3\% | -63,462 | 6,192 | -51,800 | -2,358 | 10,796 | 27,335 | -60.5\% |
| Profit (Loss) | 62,698 | -11,312 | N.A. | -72,805 | -7,538 | -65,875 | 180 | 143,041 | 54,384 | 163.0\% |
| Profit (Loss) from controlling shareholders | 48,649 | -20,155 | N.A. | -72,845 | -7,538 | -65,853 | 180 | 129,032 | 45,518 | 183.5\% |
| Profit (Loss) from non-controlling shareholders | 14,049 | 8,843 | 58.9\% | 40 | - | -22 | - | 14,009 | 8,865 | 58.0\% |
| Adjusted EBITDA | 348,143 | 321,045 | 8.4\% | -12,617 | -18,929 | -7,845 | 4,871 | 379,689 | 324,020 | 17.2\% |
| Adjusted EBITDA Margin (\%) | 9.7\% | 9.4\% | 23 bps | -7.2\% | 10.1\% | -5.7\% | 7.8\% | 10.5\% | 10.1\% | 38 bps |


|  | As Reported |  |  | IAS 29 (jun-23) |  | IAS 29 (jun-22) |  | Excl IAS29 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CLP million | 2Q23 | 2Q22 | $\Delta$ \% | Inflation Effect | Conversion Effect | Efecto Inflación | Efecto Conversión | 2Q23 | 2Q22 | $\Delta \%$ |
| Asset Revaluation | -10,240 | -34,264 | -70.1\% |  | 3,065 | - | -2,001 | -13,305 | -32,263 | -58.8\% |
| Deferred Income Taxes Asset Revaluation | 4,655 | 12,032 | -61.3\% |  | -1,393 |  | 703 | 6,048 | 11,329 | -46.6\% |
| Net Effect from Asset Revaluation | -5,585 | -22,233 | -74.9\% | - | 1,672 | - | -1,299 | -7,257 | -20,934 | -65.3\% |

## YTD 2023

| CLP million | As Reported |  |  | IAS 29 (Jun-23) |  | IAS 29 (Jun-22) |  | Excl. IAS29 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | (B) | Var a/a | (C) | (D) | (E) | (F) | (A) + (C) + (D) | (B) $+(\mathrm{E})+$ ( F$)$ | Var a/a |
|  | 6M23 | 6M22 | $\Delta \%$ | Inflation Effect | Conversion Effect | $\begin{aligned} & \text { Efecto } \\ & \text { Inflación } \end{aligned}$ | Efecto Conversión | 6M23 | 6M22 | $\Delta \%$ |
| Net revenues | 7,107,767 | 6,390,271 | 11.2\% | 220,268 | -261,227 | 169,721 | 20,964 | 7,148,726 | 6,199,586 | 15.3\% |
| Cost of sales | -5,032,582 | -4,564,816 | 10.2\% | -206,291 | 170,263 | -151,680 | -14,962 | -4,996,553 | -4,398,174 | 13.6\% |
| Gross profit | 2,075,185 | 1,825,455 | 13.7\% | 13,977 | -90,964 | 18,041 | 6,002 | 2,152,173 | 1,801,412 | 19.5\% |
| Gross margin | 29.2\% | 28.6\% | 63 bps | 6.3\% | 34.8\% | 10.6\% | 28.6\% | 30.1\% | 29.1\% | 105 bps |
| Selling and administrative expenses | -1,619,919 | -1,316,292 | 23.1\% | -71,595 | 66,849 | -58,550 | -5,959 | -1,615,172 | -1,251,783 | 29.0\% |
| Other income by function | 5,644 | -17,040 | N.A. | 97 | 3,675 | 137 | -2,076 | 1,872 | -15,101 | N.A |
| Other gain (Losses) | 10,628 | -300 | N.A. | 4,620 | -317 | 1,252 | 78 | 6,324 | -1,630 | N.A. |
| Operating income | 471,538 | 491,824 | -4.1\% | -52,901 | -20,757 | -39,120 | -1,954 | 545,196 | 532,898 | 2.3\% |
| Participation profit/loss of associates | -7,841 | 11,919 | N.A. | - | - | - | - | -7,841 | 11,919 | N.A |
| Net Financial Income | -153,904 | -93,182 | 65.2\% | 12,565 | 947 | 27,101 | 945 | -167,416 | -121,229 | 38.1\% |
| Foreign exchange variations | -24,378 | -61,827 | -60.6\% | -509 | 161 | -166 | -464 | -24,029 | -61,198 | -60.7\% |
| Result of indexation units | -23,606 | -91,887 | -74.3\% | 15,180 | -1,496 | -13,275 | 525 | -37,290 | -79,137 | -52.9\% |
| Non-operating income (loss) | -209,729 | -234,977 | -10.7\% | 27,236 | -389 | 13,660 | 1,007 | -236,576 | -249,645 | -5.2\% |
| Income before income taxes | 261,809 | 256,846 | 1.9\% | -25,665 | -21,146 | -25,459 | -947 | 308,620 | 283,253 | 9.0\% |
| Income taxes | -123,231 | -116,324 | 5.9\% | -122,639 | 8,970 | -90,154 | -1,233 | -9,562 | -24,937 | -61.7\% |
| Profit (Loss) | 138,578 | 140,522 | -1.4\% | -148,304 | -12,176 | -115,613 | -2,181 | 299,058 | 258,316 | 15.8\% |
| Profit (Loss) from controlling shareholders | 109,016 | 122,382 | -10.9\% | -148,317 | -12,176 | -115,574 | -2,181 | 269,509 | 240,137 | 12.2\% |
| Profit (Loss) from non-controlling shareholders | 29,562 | 18,140 | 63.0\% | 13 | - | -39 | - | 29,549 | 18,179 | 62.5\% |
| Adjusted EBITDA | 688,313 | 685,586 | 0.4\% | -34,207 | -28,588 | -23,529 | 416 | 751,108 | 708,699 | 6.0\% |
| Adjusted EBITDA Margin (\%) | 9.7\% | 10.7\% | $-104 \mathrm{bps}$ | -15.5\% | 10.9\% | -13.9\% | 2.0\% | 10.5\% | 11.4\% | -92 bps |


| CLP million | 6M23 | 6M22 | $\Delta \%$ | Inflation Effect | Conversion Effect | Efecto Inflación | Efecto Conversión | 6M23 | 6M22 | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| Asset Revaluation | -8,583 | -33,261 | -74.2\% |  | 3,796 |  | -2,088 | -12,379 | -31,173 | -60.3\% |
| Deferred Income Taxes Asset Revaluation | 5,352 | 11,538 | -53.6\% |  | - $-2,367$ |  | 724 | 7,719 | 10,814 | -28.6\% |
| Net Effect from Asset Revaluation | -3,231 | -21,723 | -85.1\% |  | 1,429 |  | -1,363 | -4,660 | -20,359 | -77.1\% |

### 1.2 Adjusted EBITDA Calculation

| CLP million | 2Q23 | 2Q22 | $\%$ | 6M23 | 6M22 | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Profit (Loss) | 143,041 | 54,384 | $163.0 \%$ | 299,058 | 258,316 | $15.8 \%$ |
| Net Financial Cost | 90,918 | 63,451 | $43.3 \%$ | 167,416 | 121,229 | $38.1 \%$ |
| Result from Indexation Units | 19,493 | 52,344 | $-62.8 \%$ | 37,290 | 79,137 | $-52.9 \%$ |
| Results from Exchange Variations | 22,731 | 83,310 | $-72.7 \%$ | 24,029 | 61,198 | $-60.7 \%$ |
| Income Taxes | $-10,796$ | $-27,335$ | $-60.5 \%$ | 9,562 | 24,937 | $-61.7 \%$ |
| Depreciation \& Amortization | 100,996 | 65,602 | $54.0 \%$ | 201,373 | 132,709 | $51.7 \%$ |
| Revaluation of Investment Properties | 13,305 | 32,263 | $-58.8 \%$ | 12,379 | 31,173 | $-60.3 \%$ |
| Adjusted EBITDA | 379,689 | 324,020 | $17.2 \%$ | 751,108 | 708,699 | $6.0 \%$ |

## By Business Unit

| 2Q23 | SM | SC | HI | DS | FS | Others | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 213,216 | 49,138 | 41,831 | -2,117 | 15,733 | -174,760 | 143,041 |
| Financial Expenses (net) | - | - | - | - | - | 90,918 | 90,918 |
| Income Taxes | - | - | - | - | - | -10,796 | -10,796 |
| EBIT | 213,216 | 49,138 | 41,831 | -2,117 | 15,733 | -94,638 | 223,164 |
| Depreciation and Amortization | 76,501 | 2,271 | 5,871 | 9,419 | 28 | 6,906 | 100,996 |
| EBITDA | 289,718 | 51,409 | 47,702 | 7,302 | 15,761 | -87,732 | 324,160 |
| Exchange Differences | - | - | - | - | - | 22,731 | 22,731 |
| Revaluation of Investment Properties | - | 13,119 | - | - | - | 185 | 13,305 |
| Gains (losses) from indexation | - | - | - | - | - | 19,493 | 19,493 |
| Adjusted EBITDA | 289,718 | 64,529 | 47,702 | 7,302 | 15,761 | -45,322 | 379,689 |
| 2Q22 | SM | SC | HI | DS | FS | Others | TOTAL |
| Net Income | 197,438 | 17,014 | 41,617 | 11,261 | 21,933 | -234,879 | 54,384 |
| Financial Expenses (net) | - | - | - | - | - | 63,451 | 63,451 |
| Income Taxes | - | - | - | - | - | -27,335 | -27,335 |
| EBIT | 197,438 | 17,014 | 41,617 | 11,261 | 21,933 | -198,762 | 90,500 |
| Depreciation and Amortization | 44,367 | 1,328 | 6,215 | 9,835 | 25 | 3,831 | 65,602 |
| EBITDA | 241,805 | 18,342 | 47,833 | 21,096 | 21,958 | -194,932 | 156,102 |
| Exchange Differences | - | - | - | - | - | 83,310 | 83,310 |
| Revaluation of Investment Properties | 0 | 32,142 | - | - | - | 121 | 32,263 |
| Gains (losses) from indexation | - | - | - | - | - | 52,344 | 52,344 |
| Adjusted EBITDA | 241,805 | 50,484 | 47,833 | 21,096 | 21,958 | -59,157 | 324,020 |


| 6M23 | SM | SC | HI | DS | FS | Others | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 429,864 | 104,962 | 102,267 | -17,149 | 23,440 | -344,326 | 299,058 |
| Financial Expenses (net) | - | - | - | - | - | 167,416 | 167,416 |
| Income Taxes | - | - | - | - | - | 9,562 | 9,562 |
| EBIT | 429,864 | 104,962 | 102,267 | -17,149 | 23,440 | -167,349 | 476,036 |
| Depreciation and Amortization | 147,475 | 7,381 | 11,243 | 21,471 | 48 | 13,757 | 201,373 |
| EBITDA | 577,339 | 112,343 | 113,510 | 4,321 | 23,488 | -153,592 | 677,409 |
| Exchange Differences | - | - | - | - | - | 24,029 | 24,029 |
| Revaluation of Investment Properties | - | 12,011 | - | - | - | 368 | 12,379 |
| Gains (losses) from indexation | - | - | - | - | - | 37,290 | 37,290 |
| Adjusted EBITDA | 577,339 | 124,354 | 113,510 | 4,321 | 23,488 | -91,904 | 751,108 |


| 6M22 | SM | SC | HI | DS | FS | Others | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 389,631 | 63,606 | 113,387 | 22,353 | 43,761 | -374,422 | 258,316 |
| Financial Expenses (net) | - | - | - | - | - | 121,229 | 121,229 |
| Income Taxes | - | - | - | - | - | 24,937 | 24,937 |
| EBIT | 389,631 | 63,606 | 113,387 | 22,353 | 43,761 | -228,256 | 404,482 |
| Depreciation and Amortization | 90,502 | 4,071 | 12,223 | 19,047 | 51 | 6,815 | 132,709 |
| EBITDA | 480,133 | 67,677 | 125,610 | 41,400 | 43,812 | -221,441 | 537,191 |
| Exchange Differences | - | - | - | - | - | 61,198 | 61,198 |
| Revaluation of Investment Properties | - | 30,937 | - | - | - | 236 | 31,173 |
| Gains (losses) from indexation | - | - | - | - | - | 79,137 | 79,137 |
| Adjusted EBITDA | 480,133 | 98,614 | 125,610 | 41,400 | 43,812 | -80,870 | 708,699 |

### 1.3 E-Commerce Sales ${ }^{19}$

## YTD Online Sales by Country

| CLP million | Online Revenues |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 6M23 | 6M22 | $\Delta$ CLP | $\Delta \mathrm{LC}$ |
| Chile | 502,720 | 517,183 | -2.8\% | -2.8\% |
| Argentina | 58,437 | 42,764 | 36.7\% | 164.2\% |
| USA | 44,390 | - | N.A. | N.A. |
| Brazil | 15,445 | 16,416 | -5.9\% | -3.3\% |
| Perú | 24,912 | 25,631 | -2.8\% | -0.9\% |
| Colombia | 21,711 | 26,724 | -18.8\% | -2.6\% |
| TOTAL | 667,616 | 628,719 | 6.2\% | N.A. |

## YTD Online Penetration by Business

| Online Penetration | 6 M 23 | 6 M 22 |
| :--- | ---: | ---: |
| Supermarkets | $8.0 \%$ | $8.3 \%$ |
| Home Improvement | $8.9 \%$ | $6.9 \%$ |
| Department Stores | $30.5 \%$ | $33.5 \%$ |
| Total | $9.7 \%$ | $10.6 \%$ |

### 1.4 Consolidated Balance Sheet

|  | As reported |  | IAS29 |  | Excl. IAS29 |  | Variation |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN 23 | DEC 22 | JUN 23 | DEC 22 | JUN 23 | DEC 22 | As Repor | ted |
|  | CLP million |  | CLP million |  | CLP million |  | CLP million | \% |
| Cash and cash equivalents | 336,216 | 373,700 |  | - | 336,216 | 373,700 | -37,484 | -10.0\% |
| Other financial assets, current | 88,903 | 253,847 | - | - | 88,903 | 253,847 | -164,944 | -65.0\% |
| Other non-financial assets, current | 48,476 | 28,340 | 697 | 509 | 47,779 | 27,831 | 20,136 | 71.0\% |
| Trade receivables and other receivables | 704,801 | 796,423 | - | - | 704,801 | 796,423 | -91,621 | -11.5\% |
| Receivables from related entities, current | 10,932 | 19,278 | - | - | 10,932 | 19,278 | -8,346 | -43.3\% |
| Inventory | 1,484,977 | 1,510,407 | 37,032 | 33,468 | 1,447,945 | 1,476,938 | -25,429 | -1.7\% |
| Current tax assets | 101,937 | 126,163 | - | - | 101,937 | 126,163 | -24,226 | -19.2\% |
| TOTAL CURRENT ASSETS | 2,776,242 | 3,108,157 | 37,729 | 33,978 | 2,738,513 | 3,074,180 | -331,916 | -10.7\% |
| Other financial assets, non-current | 150,699 | 190,596 | - | - | 150,699 | 190,596 | -39,897 | -20.9\% |
| Other non-financial assets, non-current | 25,865 | 25,274 | 1,301 | 1,476 | 24,563 | 23,798 | 591 | 2.3\% |
| Trade receivable and other receivables, non current | 1,084 | 1,209 | - | - | 1,084 | 1,209 | -125 | -10.4\% |
| Equity method investment | 320,167 | 319,948 | - | - | 320,167 | 319,948 | 219 | 0.1\% |
| Intangible assets other than goodwill | 713,825 | 705,124 | 11,971 | 10,023 | 701,853 | 695,101 | 8,701 | 1.2\% |
| Goodwill | 1,683,652 | 1,705,629 | 11,458 | 11,716 | 1,672,194 | 1,693,914 | -21,977 | -1.3\% |
| Property, plant and equipment | 3,732,746 | 3,723,012 | 570,510 | 571,303 | 3,162,236 | 3,151,709 | 9,734 | 0.3\% |
| Investment property | 3,155,828 | 3,137,916 | 337,463 | 365,523 | 2,818,365 | 2,772,392 | 17,913 | 0.6\% |
| Current Tax assets, non-current | 78,066.878 | 96,668 | - | - | 78,067 | 96,668 | -18,601 | -19.2\% |
| Deferred income tax assets | 326,431.616 | 326,667 | - | - | 326,432 | 326,667 | -235 | -0.1\% |
| TOTAL NON-CURRENT ASSETS | 10,188,364 | 10,232,042 | 932,704 | 960,040 | 9,255,659 | 9,272,002 | -43,679 | -0.4\% |
| TOTAL ASSETS | 12,964,605 | 13,340,200 | 970,434 | 994,018 | 11,994,172 | 12,346,182 | -375,594 | -2.8\% |

[^11]|  | As reported |  | IAS29 |  | Excl. IAS29 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN 23 | DEC 22 | JUN 23 | DEC 22 | JUN 23 | DEC 22 |
|  | CLP million |  | CLP million |  | CLP million |  |
| Jther financial liabilities, current | 521.002 | 402.923 | - | - | 521.002 | 402.923 |
| .easing Liabilities, current | 178.987 | 177.536 | - | - | 178.987 | 177.536 |
| 'rade payables and other payables | 2.323 .042 | 2.738 .422 | 2.977 | 2.787 | 2.320 .064 | 2.735 .634 |
| 'ayables to related entities, current | 12.957 | 14.616 |  |  | 12.957 | 14.616 |
| 'rovisions and other liabilities | 15.646 | 15.859 | - | - | 15.646 | 15.859 |
| jurrent income tax liabilities | 18.917 | 37.867 | - | - | 18.917 | 37.867 |
| こurrent provision for employee benefits | 120.081 | 140.670 | - |  | 120.081 | 140.670 |
| )ther non-financial liabilities, current | 131.768 | 225.489 | - | - | 131.768 | 225.489 |
| TOTAL CURRENT LIABILITIES | 3.322 .401 | 3.753.382 | 2.977 | 2.787 | 3.319 .423 | 3.750 .594 |
| )ther financial liabilities, non-current | 3.670 .999 | 3.617 .021 |  |  | 3.670 .999 | 3.617 .021 |
| .easing Liabilities, non-current | 1.033 .896 | 982.511 | - |  | 1.033 .896 | 982.511 |
| rade accounts payable, non-current | 1.594 | 1.361 | - | - | 1.594 | 1.361 |
| )ther provisions, non-current | 58.870 | 51.104 | 11.921 | 4.861 | 46.949 | 46.244 |
| )eferred income tax liabilities | 588.797 | 617.679 | 323.004 | 335.472 | 265.793 | 282.207 |
| jurrent taxes liabilities, non-current | 5.102 | 6.273 | - | - | 5.102 | 6.273 |
| )ther non-financial liabilities, non-current | 71.699 | 64.652 | - | - | 71.699 | 64.652 |
| TOTAL NON-CURRENT LIABILITIES | 5.430.956 | 5.340.601 | 334.925 | 340.333 | 5.096.031 | 5.000.268 |
| TOTAL LIABILITIES | 8.753 .357 | 9.093.982 | 337.903 | 343.120 | 8.415 .454 | 8.750 .862 |
| 'aid-in Capital | 2.385 .390 | 2.422 .050 | 324.289 | 330.457 | 2.061.101 | 2.091 .593 |
| ietained earnings (accumulated losses) | 2.070.404 | 2.154 .836 | - | - | 2.070.404 | 2.154 .836 |
| ssuance premium | 459.360 | 459.834 | - | - | 459.360 | 459.834 |
| 'reasury stock | -42.729 | -83.508 | - | - | -42.729 | -83.508 |
| )ther reserves | -1.247.236 | -1.282.400 | 308.242 | 320.440 | -1.555.478 | -1.602.840 |
| Net equity attributable to controlling shareholders | 3.625.188 | 3.670.812 | 632.531 | 650.898 | 2.992.657 | 3.019.915 |
| Jon-controlling interest | 586.060 | 575.405 | - | - | 586.060 | 575.405 |
| TOTAL NET EQUITY | 4.211 .249 | 4.246.217 | 632.531 | 650.898 | 3.578 .718 | 3.595.320 |
| TOTAL LIABILITIES AND NET EQUITY | 12.964.605 | 13.340.200 | 970.434 | 994.018 | 11.994.172 | 12.346.182 |

### 1.5 Consolidated Cash Flow

| Cash flows from operating activities | Jun 23 | Jun 22 | Var \% |
| :---: | :---: | :---: | :---: |
| Collections from sales of goods and provision of services | 8,313,919 | 7,620,964 | 9.1\% |
| Other charges for operating activities | 16,917 | 19,523 | -13.3\% |
| Payments to suppliers for the supply of goods and services | -6,573,651 | -6,145,857 | 7.0\% |
| Payments to and on behalf of employees | -897,874 | -740,281 | 21.3\% |
| Other payments for operating activities | -397,608 | -386,900 | 2.8\% |
| Income taxes paid (refunded) | -91,378 | -192,157 | -52.4\% |
| Other cash inflows (outflows) | 1,440 | 1,780 | -19.1\% |
| Cash flows from operating activities | 371,765 | 177,072 | 110.0\% |
| Cash flows from investing activities | Jun 23 | Jun 22 | Var \% |
| Purchases of property, plant and equipment | -133,760 | -122,263 | 9.4\% |
| Purchases of intangible assets | -29,183 | -25,799 | 13.1\% |
| Dividends received | 9,833 | 16,640 | -40.9\% |
| Interest received | 28,747 | 16,040 | 79.2\% |
| Other cash inflows (outflows) | 119,657 | 378,547 | -68.4\% |
| Cash flows from investing activities | -4,707 | 263,165 | N.A. |
| Cash flows from financing activities | Jun 23 | Jun 22 | Var \% |
| Amounts from short-term loans | 576,374 | 116,391 | 395.2\% |
| Loan repayments | -384,312 | -163,425 | 135.2\% |
| Lease liability payments | -109,745 | -81,520 | 34.6\% |
| Dividends paid | -288,946 | -359,476 | -19.6\% |
| Interest paid | -87,583 | -56,299 | 55.6\% |
| Other cash inflows (outflows) | -51,008 | -63,926 | -20.2\% |
| Cash flows from financing activities | -344,145 | -608,256 | -43.4\% |
| Increase (decrease) in cash and cash equivalents, before the effect of changes in the exchange rate | 22,913 | -168,018 | N.A. |
| Effects of changes in the exchange rate on cash and cash equivalents | -60,397 | 38,742 | N.A. |
| Increase (decrease) in cash and cash equivalents | -37,484 | -129,276 | -71.0\% |
| 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 | 336,216 | 677,434 | -50.4\% |

### 1.6 Cumulative Figures 6M23 ${ }^{20}$

YTD Revenues by Country

| REVENUES | 6M23 |  | 6M22 |  | \% vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP MM | \% over total sales | CLP MM | \% over total sales | $\Delta \%$ | LC $\triangle$ \% |
| Chile | 3,330,669 | 46.6\% | 3,281,710 | 52.9\% | 1.5\% | 1.5\% |
| Argentina | 1,329,971 | 18.6\% | 1,236,760 | 19.9\% | 7.5\% | 107.6\% |
| USA | 798,221 | 11.2\% | - | 0.0\% | 0.0\% | 0.0\% |
| Brazil | 773,840 | 10.8\% | 681,628 | 11.0\% | 13.5\% | 16.7\% |
| Peru | 534,231 | 7.5\% | 524,228 | 8.5\% | 1.9\% | 3.9\% |
| Colombia | 381,795 | 5.3\% | 475,260 | 7.7\% | -19.7\% | -3.9\% |
| TOTAL | 7,148,726 | 100.0\% | 6,199,586 | 100.0\% | 15.3\% | N.A. |

YTD Adjusted EBITDA by Country

| Adjusted EBITDA | 6M23 |  | 6M22 |  | Variation vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP MM | \% | CLP MM | \% | $\Delta \%$ | ML $\Delta$ \% |
| Chile | 368,059 | 11.1\% | 437,718 | 13.3\% | -15.9\% | -15.9\% |
| Argentina | 185,330 | 13.9\% | 143,533 | 11.6\% | 29.1\% | 147.7\% |
| USA | 77,829 | 9.8\% | - | 0.0\% | N.A. | 0.0\% |
| Brazil | 46,852 | 6.1\% | 41,776 | 6.1\% | 12.2\% | 15.8\% |
| Peru | 56,732 | 10.6\% | 56,355 | 10.8\% | 0.7\% | 2.6\% |
| Colombia | 16,305 | 4.3\% | 29,317 | 6.2\% | -44.4\% | -33.8\% |
| TOTAL | 751,108 | 10.5\% | 708,699 | 11.4\% | 6.0\% | N.A. |

YTD Organic Growth

|  | Openings |  | Transformations |  | Remodels <br> $\mathrm{N}^{\circ}$ Stores | Closures |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6M23 | N ${ }^{\circ}$ Stores | sqm | N ${ }^{\circ}$ Stores | sqm |  | $\mathrm{N}^{\circ}$ Stores | sqm |
| Chile | 6 | 827 | - | - | 40 | 2 | 7,052 |
| Argentina | - | - | 1 | 1,655 | 7 | - | - |
| USA | 1 | 2,342 | - | - | - | 1 | 1,925 |
| Brazil | 3 | 973 | 8 | 20.360 | - | 4 | 4,918 |
| Perú | - | - | 1 | 3,218 | 2 | 1 | 1,301 |
| Colombia | - | - | - | - | - | 1 | 148 |
| Total | 10 | 4,142 | 10 | 25,232 | 49 | 9 | 15,344 |

[^12]
## 2. Business Performance

### 2.1 Supermarket and Others

## Income Statements



Operational Data

| Supermarkets / Hypermarkets | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area sqm |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q23 | 2Q22 | 2 Q23 | 2Q22 | 2Q23 | 2Q22 |
| Chile | 250 | 248 | $66.4 \%$ | $66.5 \%$ | 619,620 | 613,971 |
| Argentina | 272 | 273 | $54.2 \%$ | $54.9 \%$ | 417,719 | 419,802 |
| USA | 160 | N.A. | $100.0 \%$ | N.A. | 315,718 | N.A. |
| Brazil | 154 | 162 | $92.9 \%$ | $93.2 \%$ | 362,766 | 397,345 |
| Peru | 72 | 75 | $59.7 \%$ | $58.7 \%$ | 224,493 | 234,003 |
| Colombia | 78 | 78 | $16.7 \%$ | $19.2 \%$ | 355,475 | 355,359 |
| TOTAL | 986 | 836 | $68.2 \%$ | $62.8 \%$ | $2,295,791$ | $2,020,479$ |


| Cash \& Carry | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area sqm |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2 Q 22 | 2Q23 | 2 Q 22 | 2Q23 | 2 Q 22 |
| Brazil | 57 | 38 | 91,2\% | 86,8\% | 184.563 | 115.819 |
| Peru | 18 | 16 | 27,8\% | 31,3\% | 43.628 | 36.172 |
| TOTAL | 75 | 54 | 76,0\% | 70,4\% | 228.191 | 151.991 |


| Convenience Stores | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  |  | Sales Area sqm |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2 Q 22 | 2 Q 23 |  | 2 Q 22 | 2Q23 | 2Q22 |
| Chile | 13 |  | 92.3\% |  | 80.0\% | \% 2,214 | 805 |
| Argentina | $3 \quad 3$ |  | 0.0\% |  | 0.0\% | \% 422 | 422 |
| Brazil | 7 |  | 100\% |  | 100\% | \% 1,092 | 947 |
| Peru | 1 |  | 100\% |  | 100\% | \% 129 | 129 |
| Colombia | $13 \quad 14$ |  | 100\% |  | 100\% | \% 1,776 | 1,925 |
| TOTAL | 3930 |  | 89.7\% |  | 86.7\% | \% 5,633 | 4,228 |
|  |  |  |  |  |  |  |  |
| Others | $N^{\circ}$ Stores |  | \% Leased |  | Sales Area sqm |  |  |
|  | 2Q23 | 2 Q 22 | 2Q23 | 2 Q 22 |  | 2Q23 | 2 Q 22 |
| Brazil | 151 | 153 | 94.7\% | 94.8\% |  | 19,250 | 19,106 |
| Colombia | 37 | 37 | 8.1\% | 8.1\% |  | 18,490 | 18,490 |
| TOTAL | 188 | 190 | 77.7\% | 77.9\% |  | 37,740 | 37,596 |

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

| Total Supermarkets | SSS |  |  |  | SS Tickets |  | Average Ticket |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | 6M23 | 6M22 | 2 Q 23 | 2 Q 22 | 2 Q 23 | 2 Q 22 |
| Chile | 5.5\% | 14.8\% | 5.5\% | 16.1\% | 9.0\% | 59.4\% | -3.2\% | -28.0\% |
| Argentina | 119.1\% | 66.5\% | 113.0\% | 62.8\% | 12.7\% | 9.0\% | 94.4\% | 52.8\% |
| USA | 1.2\% | N.A. | 0.6\% | N.A. | 1.1\% | N.A. | 0.1\% | N.A. |
| Brazil | -2.9\% | 5.2\% | -0.6\% | 1.6\% | -4.5\% | 2.5\% | 1.6\% | 2.6\% |
| Peru | 3.6\% | 8.0\% | 5.1\% | 5.6\% | 17.1\% | 10.1\% | -11.5\% | -2.0\% |
| Colombia | -5.1\% | 19.4\% | -1.9\% | 16.8\% | -6.8\% | 20.1\% | 1.9\% | -0.6\% |
| Supermarkets | SSS |  |  |  | SS Tickets |  | Average Ticket |  |
|  | 2Q23 | 2Q22 | 6M23 | 6M22 | 2Q23 | 2Q22 | 2 Q 23 | 2Q22 |
| Chile | 5.5\% | 14.8\% | 5.5\% | 16.1\% | 9.0\% | 59.4\% | -3.2\% | -28.0\% |
| Argentina | 119.1\% | 66.5\% | 91.7\% | 62.8\% | 12.7\% | 9.0\% | 94.4\% | 52.8\% |
| USA | 1.2\% | N.A. | 0.6\% | N.A. | 1.1\% | N.A. | 0.1\% | N.A. |
| Brazil | -4.6\% | 3.6\% | -2.1\% | -0.7\% | -4.9\% | 3.1\% | 0.3\% | 0.4\% |
| Peru | 2.8\% | 6.1\% | 4.8\% | 4.7\% | 20.0\% | 10.5\% | -14.3\% | -4.0\% |
| Colombia | -5.1\% | 19.3\% | -1.9\% | 16.7\% | -6.9\% | 20.0\% | 2.0\% | -0.6\% |
| Cash \& Carry | SSS |  |  |  | SS Tickets |  | Average Ticket |  |
|  | 2Q23 | 2Q22 | 6M23 | 6M22 | 2 Q 23 | 2Q22 | 2 Q 23 | 2Q22 |
| Brazil | 0.2\% | 12.3\% | 3.1\% | 12.6\% | -3.5\% | -0.9\% | 3.8\% | 13.3\% |
| Peru | 8.5\% | 23.9\% | 7.0\% | 18.5\% | -5.6\% | 6.1\% | 14.9\% | 16.7\% |

[^13]| Convenience |  | SSS |  |  |  | SS Tickets |  |  |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2 Q 22 | 6 M 23 | 6 M 22 | 2 Q23 | 2 Q22 | 2Q23 | 2Q22 |  |  |  |
| Chile | $47.5 \%$ | $70.8 \%$ | $47.4 \%$ | $70.8 \%$ | $15.5 \%$ | $131.2 \%$ | $27.8 \%$ | $-26.1 \%$ |  |  |  |
| Argentina | $107.9 \%$ | N.A. | $212.8 \%$ | N.A. | $22.1 \%$ | N.A. | $70.2 \%$ | N.A. |  |  |  |
| Brazil | $122.7 \%$ | N.A. | $122.7 \%$ | N.A. | $90.0 \%$ | N.A. | $17.2 \%$ | N.A. |  |  |  |
| Peru | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |  |  |  |
| Colombia | $-4.4 \%$ | $58.1 \%$ | $-0.4 \%$ | $48.2 \%$ | $-4.3 \%$ | $24.2 \%$ | $-0.1 \%$ | $27.3 \%$ |  |  |  |


| Otros | SSS |  |  |  | SS Tickets |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2 Q 22 | 6 M 23 | 6 M 22 | 2 2 23 | 2 Q 22 | 2 Q 23 | 2Q22 |
| Brazil | $-11.5 \%$ | $11.6 \%$ | $-6.4 \%$ | $8.6 \%$ | $-8.1 \%$ | $-1.4 \%$ | $-3.6 \%$ | $13.3 \%$ |
| Colombia | $16.0 \%$ | $49.6 \%$ | $10.3 \%$ | $46.0 \%$ | $12.7 \%$ | $40.9 \%$ | $2.9 \%$ | $6.2 \%$ |

### 2.2 Home Improvement

Income Statements

|  | 2Q23 | 2Q22 | Var. vs 2022 |  | 6M23 | 6M22 | Var. vs 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta$ \% | LC $\triangle$ \% | CLP | lion | $\Delta$ \% | LC $\triangle$ \% |
| Chile | 191,657 | 206,598 | -7.2\% | -7.2\% | 393,727 | 435,269 | -9.5\% | -9.5\% |
| Argentina | 175,934 | 183,411 | -4.1\% | 97.5\% | 363,584 | 362,043 | 0.4\% | 93.4\% |
| Colombia | 16,014 | 25,323 | -36.8\% | -25.2\% | 32,260 | 50,181 | -35.7\% | -23.1\% |
| Revenues | 383,605 | 415,332 | -7.6\% | N.A. | 789,571 | 847,493 | -6.8\% | N.A. |
| Chile | 51,185 | 52,845 | -3.1\% | -3.1\% | 107,336 | 122,339 | -12.3\% | -12.3\% |
| Argentina | 85,425 | 78,886 | 8.3\% | 123.2\% | 173,849 | 157,475 | 10.4\% | 112.9\% |
| Colombia | 3,220 | 4,832 | -33.4\% | -21.4\% | 6,868 | 9,521 | -27.9\% | -13.7\% |
| Gross Profit | 139,830 | 136,563 | 2.4\% | N.A. | 288,052 | 289,335 | -0.4\% | N.A. |
| SG\&A | -98,023 | -95,156 | 3.0\% | N.A. | -185,840 | -176,464 | 5.3\% | N.A. |
| Operating Income | 41,831 | 41,617 | 0.5\% | N.A. | 102,267 | 113,387 | -9.8\% | N.A. |
| Adjusted EBITDA | 47,702 | 47,833 | -0.3\% | N.A. | 113,510 | 125,610 | -9.6\% | N.A. |
| Adjusted EBITDA Mg | 12.4\% | 11.5\% | 92 bps |  | 14.4\% | 14.8\% | -45 bps |  |

## Operational Data

|  | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q23 | 2 Q22 | $2 Q 23$ | 2 Q22 | 2 2Q23 | 2 Q22 |
| Chile | 40 | 39 | $15.0 \%$ | $12.8 \%$ | 346,285 | 339,760 |
| Argentina | 57 | 57 | $21.1 \%$ | $21.1 \%$ | 378,688 | 387,978 |
| Colombia | 16 | 16 | $6.3 \%$ | $6.3 \%$ | 89,551 | 89,551 |
| TOTAL | 113 | 112 | $16.8 \%$ | $16.1 \%$ | 814,524 | 817,289 |

Same Store Sales ${ }^{22}$

|  | SSS |  |  | SS Tickets |  |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2 Q 22 | 6 M 23 | 6 M 22 | 2 Q 23 | 2 Q 22 | 2 Q 23 | 2 Q 22 |
| Chile | $-11.5 \%$ | $-11.3 \%$ | $-12.9 \%$ | $-1.8 \%$ | $-32.5 \%$ | $-7.8 \%$ | $31.1 \%$ | $-3.8 \%$ |
| Argentina | $90.0 \%$ | $75.4 \%$ | $87.8 \%$ | $62.2 \%$ | $-1.9 \%$ | $14.6 \%$ | $93.6 \%$ | $53.1 \%$ |
| Colombia | $-24.5 \%$ | $14.7 \%$ | $-23.1 \%$ | $7.9 \%$ | $-19.8 \%$ | $8.3 \%$ | $-5.9 \%$ | $5.9 \%$ |

### 2.3 Department Stores

## Income Statements

|  | 2Q23 | 2Q22 | Var. vs 2022 |  | 6M23 | 6M22 | Var. | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | CLP million |  | $\Delta$ \% | LC $\triangle$ \% | CLP million |  | $\Delta$ \% | LC $\triangle$ \% |
| Chile | 258,387 | 307,651 | -16.0\% | -16.0\% | 497,132 | 582,166 | -14.6\% | -14.6\% |
| Chile | 64,674 | 79,824 | -19.0\% | -19.0\% | 117,288 | 155,978 | -24.8\% | -24.8\% |
| SG\&A | -71,441 | -73,945 | -3.4\% | -3.4\% | -143,369 | -143,105 | 0.2\% | 0.2\% |
| Operating Income | -2,117 | 11,260 | N.A. | N.A. | -17,149 | 22,353 | N.A. | N.A. |
| Adjusted EBITDA | 7,302 | 21,096 | -65.4\% | -65.4\% | 4,321 | 41,399 | -89.6\% | -89.6\% |
| Adjusted EBITDA Mg | 2.8\% | 6.9\% | -403 bps |  | 0.9\% | 7.1\% | -624 bps |  |

## Operational Data

|  | $\mathrm{N}^{\circ}$ Stores |  | \% Leased |  | Sales Area (sqm) |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q23 | 2 Q 22 | 2 Q 23 | 2 Q 22 | 2 Q 23 | 2Q22 |
| Chile | 48 | 49 | $66,6 \%$ | $67,3 \%$ | 276.966 | 282.299 |

Same Store Sales ${ }^{23}$

|  | SSS |  |  | SS Tickets |  |  | Average Ticket |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2 Q 22 | 6 M 23 | 6 M 22 | 2 Q 23 | 2 Q 22 | 2 Q 23 | 2 Q 22 |
| Chile | $-12.6 \%$ | $-6.2 \%$ | $-9.5 \%$ | $31.5 \%$ | $-13.2 \%$ | $-0.1 \%$ | $0.7 \%$ | $-6.1 \%$ |

[^14]
### 2.4 Shopping Centers

## Income Statements

|  | 2Q23 | 2Q22 | Var. | 2022 | 6M23 | 6M22 | Var. | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | lion | $\Delta$ \% | LC $\triangle$ \% | CLP | ion | $\Delta$ \% | LC $\Delta$ \% |
| Chile | 53,486 | 43,421 | 23.2\% | 23.2\% | 104,861 | 86,501 | 21.2\% | 21.2\% |
| Argentina | 21,711 | 18,360 | 18.3\% | 144.9\% | 40,916 | 31,684 | 29.1\% | 150.4\% |
| Peru | 6,091 | 5,305 | 14.8\% | 19.1\% | 11,703 | 10,292 | 13.7\% | 15.8\% |
| Colombia | 2,104 | 2,345 | -10.3\% | 6.0\% | 4,117 | 4,712 | -12.6\% | 4.5\% |
| Revenues | 83,392 | 69,431 | 20.1\% | N.A | 161,597 | 133,189 | 21.3\% | N.A. |
| Chile | 49,260 | 39,565 | 24.5\% | 24.5\% | 96,528 | 81,270 | 18.8\% | 18.8\% |
| Argentina | 18,487 | 14,721 | 25.6\% | 160.5\% | 33,588 | 24,554 | 36.8\% | 166.2\% |
| Peru | 3,484 | 3,954 | -11.9\% | -8.5\% | 6,290 | 6,141 | 2.4\% | 5.1\% |
| Colombia | 1,992 | 2,290 | -13.0\% | 2.7\% | 3,889 | 4,606 | -15.6\% | 1.0\% |
| Gross Profit | 73,223 | 60,531 | 21.0\% | N.A. | 140,296 | 116,571 | 20.4\% | N.A. |
| SG\&A | -10,965 | -11,375 | -3.6\% | N.A. | -23,324 | -22,028 | 5.9\% | N.A. |
| Operating Income | 49,138 | 17,014 | N.A. | N.A. | 104,962 | 63,606 | N.A. | N.A. |
| Adjusted EBITDA | 64,529 | 50,484 | 27.8\% | N.A. | 124,354 | 98,614 | 26.1\% | N.A. |
| Adjusted EBITDA Mg | 77.4\% | 72.7\% | 467 bps |  | 77.0\% | 74.0\% | 291 bps |  |

## Operational Data

|  | $N^{\circ}$ Shopping Centers |  | Sales Area (sqm) |  | Occupation Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q 23 | 2Q22 | 2 Q 23 | 2 Q 22 | 2 Q 23 | 2 Q 22 |
| Cencosud Shopping | 33 | 33 | 1,160,813 | 1,159,312 | 99.0\% | 98.6\% |
| Towers ${ }^{24}$ | N.A. | N.A. | 65,000 | 65,000 | 68.0\% | 66.0\% |
| Non-IPO Locations | 2 | 2 | 21,100 | 21,100 | 94.4\% | 96.7\% |
| Chile | 35 | 35 | 1,246,914 | 1,245,412 | 97.3\% | 96.9\% |
| Cencosud Shopping | 3 | 3 | 51,063 | 50,555 | 94.9\% | 81.1\% |
| Non-IPO Locations | 3 | 3 | 92,865 | 92,865 | 96.7\% | 95.4\% |
| Peru | 6 | 6 | 143,928 | 143,420 | 96.0\% | 90.3\% |
| Cencosud Shopping | 4 | 4 | 64,893 | 64,785 | 91.0\% | 95.3\% |
| Non-IPO Locations | N.A. | N.A. | 47,031 | 47,030 | N.A. | N.A. |
| Colombia | 4 | 4 | 111,924 | 111,815 | 91.0\% | 95.3\% |
| Argentina | 22 | 22 | 745,356 | 744,745 | 86.1\% | 79.8\% |
| Shopping Centers | 67 | 67 | 2,248,121 | 2,245,392 | 93.2\% | 90.7\% |

[^15]
## Operational Data by Country

## Chile

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  | Visits (Thousand) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2023 | 2 Q 22 | Var\% | 2023 | 2Q22 | Var\% | 20.23 | 2 Q 22 | Var\% | 2 Q 23 | 2 Q 22 | 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 | 419,885 | 437,405 | -4.0\% | 805,928 | 786,906 | 2.4\% | 1,225,813 | 1,224,312 | 0.1\% | 26,847 | 25,750 | 4.3\% |
| TOTAL CHILE | 425,505 | 443,025 | -4.0\% | 821,409 | 802,387 | 2.4\% | 1,246,914 | 1,245,412 | 0.1\% | 26,847 | 25,750 | 4.3\% |
|  | 3rd Parties | es (CLP m | illion) | Related Parti | ales (CLP mi | ilion) | Sales | (CLP million) |  | 3P Reven | s (CLP mi | lion) |
|  | 2 Q 23 | 2 Q 22 | Var\% | 2023 | 2 Q 22 | Var\% | 2023 | 2 Q 22 | Var\% | 2 Q 23 | 2 Q 22 | Var\% |
| Portal Talcahuano | 851 | 768 | 10.9\% | 5,146 | 4,685 | 9.8\% | 5,997 | 5,453 | 10.0\% | 165 | 170 | -2.9\% |
| Portal Valdivia | 2,502 | 2,216 | 12.9\% | 9,896 | 9,630 | 2.8\% | 12,398 | 11,846 | 4.7\% | 332 | 250 | 32.7\% |
| Trascaja | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 8,537 | 4,677 | 82.5\% |
| IPO locations | 330,896 | 326,709 | 1.3\% | 680,650 | 692,197 | -1.7\% | 1,011,547 | 1,018,906 | -0.7\% | 44,451 | 38,324 | 16.0\% |
| TOTAL CHILE | 334,250 | 329,692 | 1.4\% | 695,692 | 706,512 | -1.5\% | 1,029,942 | 1,036,204 | -0.6\% | 53,486 | 43,421 | 23.2\% |

## Argentina

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  | Visits (Thousand) ${ }^{38}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% |
| Unicenter | 77,085 | 75,763 | 1.7\% | 18,901 | 19,612 | -3.6\% | 95,986 | 95,375 | 0.6\% | 4,061 | 3,361 | 20.8\% |
| Portal Plaza Oeste | 19,906 | 19,906 | 0.0\% | 22,612 | 22,612 | 0.0\% | 42,518 | 42,518 | 0.0\% | 1,187 | 1,035 | 14.7\% |
| Portal Palmas del Pliar | 37,416 | 37,416 | 0.0\% | 37,005 | 37,005 | 0.0\% | 74,421 | 74,421 | 0.0\% | 1,663 | 1,470 | 13.1\% |
| Portal Rosario | 40,182 | 40,182 | 0.0\% | 29,298 | 29,298 | 0.0\% | 69,480 | 69,480 | 0.0\% | 793 | 975 | -18.6\% |
| Portal Patagonia | 9,789 | 9,789 | 0.0\% | 28,134 | 28,134 | 0.0\% | 37,922 | 37,922 | 0.0\% | 991 | 976 | 1.6\% |
| Portal Lomas | 8,201 | 8,201 | 0.0\% | 27,353 | 27,353 | 0.0\% | 35,554 | 35,554 | 0.0\% | 966 | 924 | 4.6\% |
| Portal Tucuman | 10,371 | 10,371 | 0.0\% | 21,439 | 21,439 | 0.0\% | 31,810 | 31,810 | 0.0\% | 837 | 737 | 13.6\% |
| 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\% | 583 | 581 | 0.4\% |
| 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. |
| Power Center / Others | 50,447 | 50,447 | 0.0\% | 176,164 | 176,164 | 0.0\% | 226,611 | 226,611 | 0.0\% | 1,385 | 1,297 | 6.8\% |
| TOTAL ARGENTINA | 279,505 | 278,184 | 0.5\% | 465,851 | 466,562 | -0.2\% | 745,356 | 744,745 | 0.1\% | 12,468 | 11,356 | 9.8\% |


|  | 3rd Parties Sales (ARS million) |  |  | Related Parties Sales (ARS million) |  |  | Sales (ARS million) |  |  | 3 P Revenues (ARS million) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% |
| Unicenter | 37,117 | 14,327 | 159.1\% | 4,374 | 1,726 | 153.4\% | 41,491 | 16,052 | 158.5\% | 2,932 | 1,185 | 147.5\% |
| Portal Plaza Oeste | 6,634 | 2,623 | 152.9\% | 1,794 | 759 | 136.2\% | 8,428 | 3,383 | 149.1\% | 474 | 203 | 132.9\% |
| Portal Palmas del Pliar | 8,091 | 3,474 | 132.9\% | 5,587 | 2,589 | 115.8\% | 13,678 | 6,063 | 125.6\% | 640 | 290 | 120.6\% |
| Portal Rosario | 3,375 | 1,861 | 81.3\% | 2,297 | 1,104 | 108.1\% | 5,671 | 2,965 | 91.3\% | 176 | 113 | 55.8\% |
| Portal Patagonia | 4,576 | 1,949 | 134.7\% | 4,684 | 2,079 | 125.3\% | 9,259 | 4,028 | 129.9\% | 296 | 117 | 152.6\% |
| Portal Lomas | 2,552 | 802 | 218.1\% | 2,884 | 1,302 | 121.5\% | 5,436 | 2,105 | 158.3\% | 158 | 56 | 181.0\% |
| Portal Tucuman | 3,667 | 1,530 | 139.7\% | 2,494 | 1,238 | 101.4\% | 6,161 | 2,769 | 122.5\% | 255 | 99 | 157.1\% |
| Portal Escobar | 793 | 388 | 104.3\% | 3,221 | 1,439 | 123.8\% | 4,014 | 1,827 | 119.7\% | 55 | 15 | 262.2\% |
| Portal los Andes | 1,789 | 684 | 161.7\% | 3,673 | 1,640 | 124.0\% | 5,462 | 2,323 | 135.1\% | 96 | 34 | 183.7\% |
| Portal Trelew | 1,496 | 660 | 126.7\% | 1,265 | 619 | 104.4\% | 2,761 | 1,279 | 115.9\% | 102 | 33 | 211.2\% |
| Portal Salta | 1,501 | 663 | 126.5\% | 2,566 | 1,225 | 109.5\% | 4,066 | 1,887 | 115.5\% | 95 | 43 | 120.7\% |
| Portal Santiago Del Estero | 988 | 430 | 130.0\% | 1,720 | 806 | 113.4\% | 2,708 | 1,236 | 119.2\% | 62 | 28 | 125.6\% |
| Power Center / Others | 11,546 | 4,528 | 155.0\% | 20,331 | 9,089 | 123.7\% | 31,877 | 13,618 | 134.1\% | 967 | 359 | 169.1\% |
| TOTAL ARGENTINA | 84,124 | 33,919 | 148.0\% | 56,887 | 25,615 | 122.1\% | 141,011 | 59,534 | 136.9\% | 6,306 | 2,575 | 144.9\% |

## Perú

|  | Visits (Thousand) |  |  | Sales (PEN million) |  |  | 3P Revenues (PEN million) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2 Q 22 | Var\% | 2Q23 | 2 Q 22 | Var\% | 2 Q23 | 2Q22 | Var\% |
| Plaza Lima Sur | 2,680 | 2,423 | 10.6\% | 100.59 | 101.17 | -0.6\% | 8.53 | 7.35 | 16.0\% |
| Balta | N.A. | N.A. | N.A. | 27.54 | 25.15 | 9.5\% | 0.73 | 0.61 | 19.7\% |
| Plaza Camacho | N.A. | N.A. | N.A. | 4.00 | 4.31 | -7.1\% | 0.80 | 0.62 | 27.5\% |
| Trascaja | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 14.29 | 11.91 | 20.0\% |
| IPO locations | 788 | 679 | 16.1\% | 97.66 | 91.92 | 6.2\% | 3.79 | 3.13 | 21.1\% |
| TOTAL PERU | 3,468 | 3,102 | 11.8\% | 230 | 223 | 3.2\% | 28.1 | 23.6 | 19.1\% |

## Colombia

|  | GLA Third Parties |  |  | GLA Related Parties |  |  | GLA TOTAL |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2 Q23 | 2 Q 22 | Var\% |
| Others | 46,176 | 46,176 | 0.0\% | 855 | 855 | 0.1\% | 47,031 | 47,030 | 0.0\% |
| IPO locations | 14,378 | 10,292 | 39.7\% | 50,515 | 54,493 | -7.3\% | 64,893 | 64,785 | 0.2\% |
| TOTAL COLOMBIA | 60,554 | 56,468 | 7.2\% | 51,370 | 55,348 | -7.2\% | 111,924 | 111,815 | 0.1\% |
|  | Visits (Thousand) |  |  | Sales (COP million) |  |  | 3P Revenues (COP million) |  |  |
|  | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | 2 Q 23 | 2 Q 22 | Var\% |
| Others | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 10,068 | 9,722 | 3.6\% |
| IPO locations | N.A. | N.A. | N.A. | 87,990 | 89,421 | -1.6\% | 1,411 | 1,108 | 27.4\% |
| TOTAL COLOMBIA | N.A. | N.A. | N.A. | 87,990 | 89,421 | -1.6\% | 11,479 | 10,830 | 6.0\% |

### 2.5 Financial Services

## Income Statements

## Financial Indicators

| CHILE | 2 Q23 | $1 Q 23$ | 4 Q22 | $3 Q 22$ | 2 Q22 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (CLP million) | $1,739,365$ | $1,691,797$ | $1,669,146$ | $1,523,726$ | $1,460,624$ |
| Provisions over expired portfolio | 3.1 | 3.6 | 3.2 | 3.5 | 4.1 |
| Debt balance >90 (\%) | $3.2 \%$ | $2.6 \%$ | $2.3 \%$ | $2.3 \%$ | $1.8 \%$ |
| Gross Write-offs (CLP million) | 82,804 | 37,839 | 96,385 | 63,406 | 37,482 |
| Recoveries (CLP million) | 12,613 | 3,563 | 16,821 | 13,016 | 9,256 |
| Net Write-offs (CLP million) | 70,191 | 34,276 | 79,564 | 50,391 | 28,225 |
| Annualized Net Write-offs / Average balance period (\%) | $8.3 \%$ | $8.2 \%$ | $5.5 \%$ | $4.8 \%$ | $4.2 \%$ |
| Renegotiated portfolio (\%) | $16.5 \%$ | $14.0 \%$ | $11.3 \%$ | $10.3 \%$ | $9.4 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $6.2 \%$ | $6.5 \%$ | $6.7 \%$ | $6.3 \%$ | $6.0 \%$ |
| Department Stores | $30.1 \%$ | $26.2 \%$ | $29.2 \%$ | $27.5 \%$ | $30.4 \%$ |
| Home Improvement | $10.1 \%$ | $9.3 \%$ | $11.0 \%$ | $9.8 \%$ | $10.1 \%$ |


| ARGENTINA | 2 Q 23 | 1023 | 4 Q 22 | $3 Q 22$ | 2 Q 22 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (ARS thousand) | $56,331,481$ | $50,379,775$ | $39,578,602$ | $35,578,616$ | $28,315,666$ |
| Provisions over expired portfolio | 2.0 | 2.2 | 2.9 | 3.2 | 3.5 |
| Debt balance >90 (\%) | $2.8 \%$ | $2.6 \%$ | $2.2 \%$ | $2.0 \%$ | $2.1 \%$ |
| Gross Write-offs (ARS thousand) | $1,850,978$ | 857,964 | $1,604,008$ | $1,102,703$ | 657,968 |
| Recoveries (ARS thousand) | 419,646 | 174,401 | 694,069 | 541,788 | 279,721 |
| Net Write-offs (ARS thousand) | $1,431,332$ | 683,563 | 909,939 | 560,916 | 378,247 |
| Annualized Net Write-offs / Average period balance (\%) | $5.8 \%$ | $6.1 \%$ | $2.9 \%$ | $2.5 \%$ | $2.7 \%$ |
| Renegotiated portfolio (\%) | $2.5 \%$ | $1.9 \%$ | $2.0 \%$ | $1.8 \%$ | $1.0 \%$ |
| $\%$ of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $8.9 \%$ | $9.3 \%$ | $9.6 \%$ | $8.5 \%$ | $8.8 \%$ |
| Home Improvement | $23.7 \%$ | $21.9 \%$ | $20.8 \%$ | $21.0 \%$ | $23.8 \%$ |


| PERU | $2 T 23$ | 1023 | $4 Q 22$ | $3 Q 22$ | 2 Q22 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (PEN thousand) | 499,738 | 489,016 | 493,500 | 461,552 | 474,161 |
| Provisions over expired portfolio | 2.1 | 2.4 | 2.9 | 2.9 | 3.3 |
| Debt balance >90 (\%) | $5.0 \%$ | $4.0 \%$ | $3.1 \%$ | $3.4 \%$ | $3.1 \%$ |
| Gross Write-offs (PEN thousand) | 41,667 | 18,030 | 69,481 | 48,581 | 29,391 |
| Recoveries (PEN thousand) | 6,155 | 3,230 | 19,980 | 15,580 | 10,055 |
| Net Write-offs (PEN thousand) | 35,512 | 14,799 | 49,501 | 33,001 | 19,336 |
| Annualized Net Write-offs / Average period balance (\%) | $14.5 \%$ | $12.1 \%$ | $10.8 \%$ | $9.8 \%$ | $8.7 \%$ |
| Renegotiated portfolio (\%) | $3.6 \%$ | $3.9 \%$ | $4.5 \%$ | $5.6 \%$ | $6.1 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $10.9 \%$ | $11.0 \%$ | $12.3 \%$ | $11.4 \%$ | $12.2 \%$ |


| BRAZIL | 2Q23 | 1Q23 | 4Q22 | 3Q22 | 2Q22 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (BRL thousand) | 703,510 | 735,986 | 744,160 | 759,123 | 743,868 |
| Provisions over expired portfolio | 0.9 | 0.9 | 0.8 | 0.9 | 0.9 |
| Debt balance >90 (\%) | $20.3 \%$ | $19.9 \%$ | $16.3 \%$ | $18.4 \%$ | $16.6 \%$ |
| Gross Write-offs (BRL thousand)23 | 51,588 | 13,885 | 93,877 | 69,929 | 45,230 |
| Recoveries (BRL thousand)23 | 2,827 | 471 | 3,843 | 757 | 915 |
| Net Write-offs (BRL thousand)23 | 48,761 | 13,413 | 90,034 | 69,172 | 44,315 |
| Annualized Net Write-offs / Average period balance (\%) | $13.3 \%$ | $7.2 \%$ | $12.0 \%$ | $12.2 \%$ | $12.1 \%$ |
| Renegotiated portfolio (\%) | $0.0 \%$ | $0.0 \%$ | $0.1 \%$ | $0.1 \%$ | $0.1 \%$ |
| \% of Sales w/Credit Cards over Total Sales |  |  |  |  |  |
| Supermarkets | $19.2 \%$ | $19.0 \%$ | $19.9 \%$ | $21.0 \%$ | $21.6 \%$ |


| COLOMBIA | 2Q23 | $1 Q 23$ | 4 Q22 | $3 Q 22$ | 2 Q22 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Net Loan Portfolio (COP million) | 886,185 | 881,345 | 920,370 | 896,302 | 902,952 |
| Provisions over expired portfolio | 2.3 | 2.4 | 2.6 | 2.8 | 2.9 |
| Debt balance >90 (\%) | $3.6 \%$ | $3.3 \%$ | $2.6 \%$ | $2.2 \%$ | $2.1 \%$ |
| Gross Write-offs (COP million) | 52,791 | 23,340 | 68,577 | 49,110 | 29,732 |
| Recoveries (COP million) | 3,057 | 1,807 | 7,706 | 6,216 | 4,261 |
| Net Write-offs (COP million) | 49,734 | 21,532 | 60,871 | 42,895 | 25,471 |
| Annualized Net Write-offs / Average period balance | $11.1 \%$ | $9.5 \%$ | $7.0 \%$ | $6.7 \%$ | $6.1 \%$ |
| (\%) | $4.5 \%$ | $1.9 \%$ | $1.2 \%$ | $0.7 \%$ | $0.6 \%$ |
| Renegotiated portfolio (\%) |  |  |  |  |  |
| \% of Sales w/Credit Cards over Total Sales | $19.4 \%$ | $19.6 \%$ | $18.4 \%$ | $17.5 \%$ | $17.8 \%$ |
| Supermarkets | $13.9 \%$ | $11.6 \%$ | $12.1 \%$ | $11.7 \%$ | $14.5 \%$ |
| Home Improvement |  |  |  |  |  |

## 3. Macroeconomic Indicators

### 3.1 Exchange Rate ${ }^{25}$

|  | Closing |  |  | Average |  |  | LTM |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | Var\% | 2Q23 | 2Q22 | Var\% | Jun 23 | Jun 22 | Var\% |
| CLP/US\$ | 801.7 | 932.1 | -14.0\% | 800.8 | 840.8 | -4.8\% | 863.7 | 811.7 | 6.4\% |
| CLP/ARS | 3.1 | 7.4 | -58.1\% | 3.5 | 7.1 | -51.4\% | 5.1 | 7.7 | -34.5\% |
| CLP/COP | 0.2 | 0.2 | -13.6\% | 0.2 | 0.2 | -15.4\% | 0.2 | 0.2 | -9.5\% |
| CLP/PEN | 221.3 | 243.7 | -9.2\% | 216.4 | 224.6 | -3.7\% | 225.6 | 208.3 | 8.3\% |
| CLP/BRL | 167.4 | 179.2 | -6.6\% | 161.7 | 171.5 | -5.7\% | 167.2 | 155.4 | 7.6\% |

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

|  | Total |  | Food and Non-Alcoholic Beverages |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q23 | 2Q22 | 2Q23 | 2Q22 |
| Chile | 7.6\% | 12.5\% | 11.8\% | 18.5\% |
| Argentina | 115.6\% | 64.0\% | 116.9\% | 66.4\% |
| USA | 3.0\% | 9.1\% | 5.7\% | 10.4\% |
| Brazil | 3.0\% | 11.9\% | 3.6\% | 13.9\% |
| Peru | 6.7\% | 9.3\% | 10.9\% | 11.9\% |
| Colombia | 12.1\% | 9.7\% | 14.3\% | 23.7\% |

[^16]
## 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
- 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 non-current financial liabilities + financial and non-financial 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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Andrés Guarda
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[^0]:    ${ }^{1}$ Figures do not consider adjustment of hyperinflation in Argentina.

[^1]:    2 The detailed Income Statement and Hyperinflation effect on Argentina are available in the appendix of this report.
    3 "Other Revenues" includes Shopping Centers, Financial Services, Electroshow, Gas Stations and other business that are excluded of the online sales penetration.
    ${ }^{4} \mathrm{E}$-commerce figures reflect 1P information.

[^2]:    ${ }^{5}$ For more details of the sustainability initiatives of the quarter, please visit section $\mathrm{N}^{\circ} 8$ of the report or https://www.cencosud.com/sostenibilidad.

[^3]:    ${ }^{6}$ Figures exclude inflation adjustment in Argentina for comparative purposes.
    ${ }^{7}$ Result explanations are in local currency.

[^4]:    ${ }^{8}$ Annualized inflation rate in Argentina as of June 2023 is $115.6 \%$. Source: INDEC (National Institute of Statistics and Censuses).

[^5]:    ${ }^{9}$ For more details of Cencosud Brazil review Press Release in the following website: https://ri.cencosud.com.br/. ${ }^{10}$ Pharmacy, Electroshow, Gas Stations and Delicatessen.

[^6]:    ${ }^{11}$ Gas Stations

[^7]:    ${ }^{12}$ The detail of consolidated Balance Sheet can be found in the appendix of this report.
    ${ }^{13}$ Figures include the effect of the hyperinflationary rule in Argentina (IAS29).

[^8]:    ${ }^{14}$ Financial ratios are provided for informational purposes only and do not represent the financial covenants associated with debt and bond contracts. The ratios shown above do not include assets and liabilities of Cencosud's banking activities. These ratios consider hyperinflation in Argentina under IAS 29 accounting standard. Consolidated figures include assets and liabilities classified as held for sale as applicable. Refer to Note 34 of the Financial Statements for further details.
    ${ }^{15}$ The consolidated figures include assets and liabilities classified as held for sale as appropriate. Please refer to Note 17.7 of the Financial Statements for further details.

[^9]:    ${ }^{16}$ The figures in the income statement are translated into CLP at the monthly average exchange rate and the balance sheet figures are translated at the closing exchange rate. The fluctuations in the ratios incorporates the effects of exchange rate vs CLP. The explanations of the working capital ratios do not include the accounting effect of hyperinflation in Argentina.
    ${ }^{17}$ Hyperinflation Adjustment (IAS 29) for inventories in Argentina amounted to CLP 37,032 million in 2Q23 and CLP 27,388 million in 2 Q22.

[^10]:    18: For more details on Sustainability initiatives and progress, please visit: https://www.cencosud.com/sostenibilidad

[^11]:    ${ }^{19}$ Quarterly information is displayed in section 1.2 of the main body of this report.

[^12]:    ${ }^{20}$ The organic growth information for 2 Q 23 is located in section 2.1 .3 of the main body of this report.

[^13]:    ${ }^{21}$ Local currency variations

[^14]:    22 Local currency variations.
    ${ }^{23}$ Local currency variations.

[^15]:    ${ }^{24}$ Office towers are part of the Cencosud Shopping society and are included within the 33 locations as 'Costanera Center Complex'.

[^16]:    ${ }^{25}$ This report considers Exchange rate provided by the Central Bank of Chile
    ${ }^{26}$ Chile: https://www.ine.cl / Argentina: https://www.indec.gob.ar/ / Estados Unidos: https://tradingeconomics.com/ / Brasil: https://www.ibge.gov.br 7 Perú: https://www.inei.gob.pe / Colombia: https://www.dane.gov.co/

