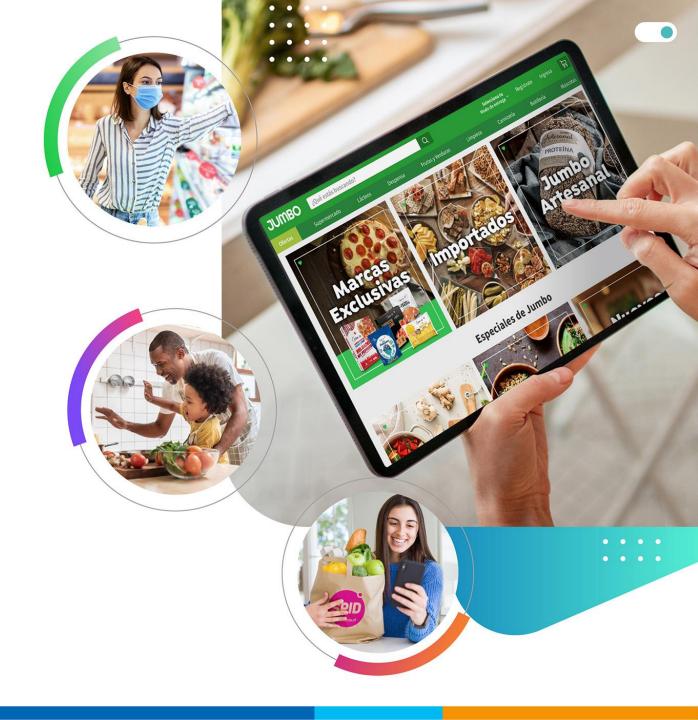


# **Earnings Presentation**

First Quarter

2022



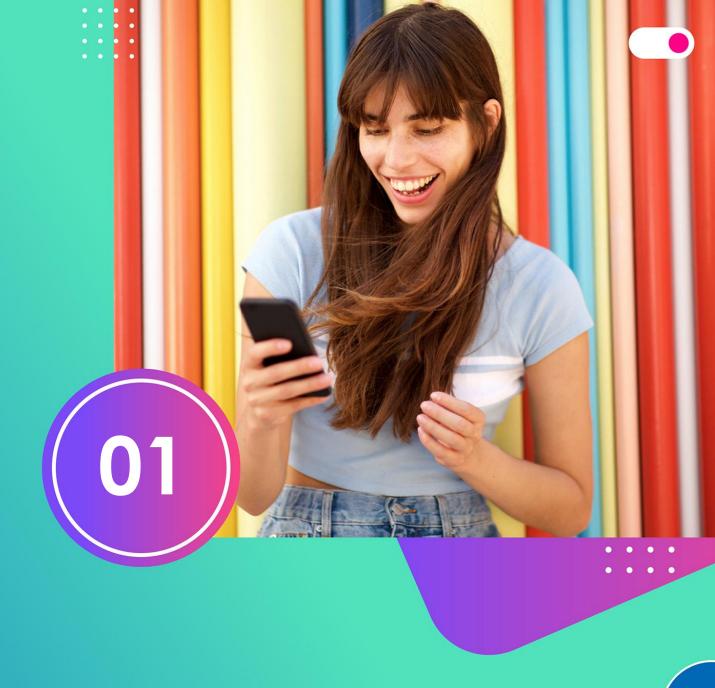
## 01 Disclaimer

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## 1Q22 Highlights





#### **Accelerating Capex in 2022**



Openings and Transformations

**18** stores 12,728 m<sup>2</sup>



Remodeling

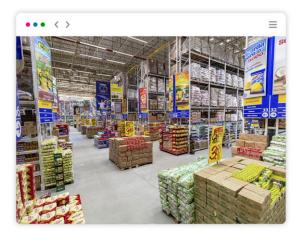
**17** stores



**Closes** 

**5** stores

(5 additional closures due to remodeling)





#### **7 Supermarkets**

Opening of 7 Supermarkets -incorporating 5 SPID in the region, 1 Santa Isabel and 1 Jumbo



#### **3 Home Improvement**

2 Easy in Chile and 1 in Argentina



**8 Electroshow** 





#### Important digital presence in the region





#### **ShopTalk USA 2022**

Outstanding participation in Shoptalk USA 2022, one of the most influential Retail & E-commerce conferences in the world, led by the Cencommerce and Cencosud Ventures team.



#### **New Santa Isabel App**

The new App is in line with the quality and service proposition offered by Cencosud with coverage both in Santiago and the regions.



#### **E-Commerce Awards 2022**

Both Spid and Paris were recognized as "Best Mobile Initiative in eCommerce" and "Triple Impact on the Digital Ecosystem", respectively in the 2022 edition of the E-commerce Awards by the E-commerce Institute.



### Sustainable growth in online penetration



#### **Cencosud Ventures – 'New Ventures'**

'New Ventures' studies new digital value propositions leveraged at the Company's core, with the aim of developing its future business models through the creation of startups.

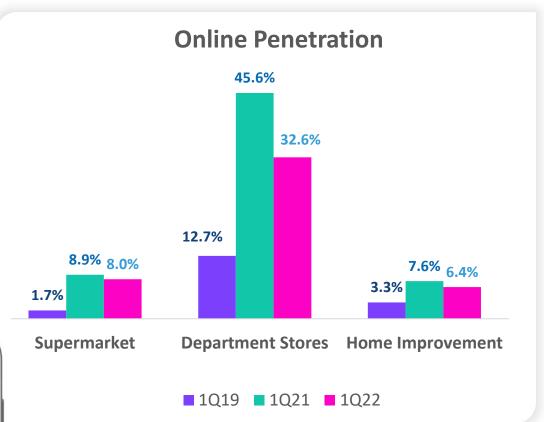


#### Self check-out

One of the efficiency and technology initiatives is the implementation of self-service checkouts in the stores. To date, Cencosud has an average of **4 self-service checkouts** per store.





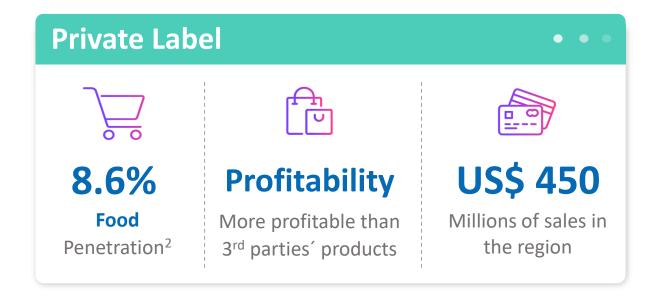


## 04 Private Label

Robust portfolio of Private Label both for Food and Non Food categories

- Engine of profitability and growth
- US\$100 million of incremental sales year over year

The **centralized purchasing process** continues to deepen, as we increase the **variety** of private label products offered as well as drive more **efficiencies** and **profitability**.



Penetration in Supermarkets						•			
СН	ILE	ARGEI	NTINA	BRA	AZIL	PE	RU	COLO	MBIA
2020	1Q22	2020	1Q22	2020	1Q22	2020	1Q22	2020	1Q22
10.1%	10.8%	10.5%	11.1%	2.9%	3.7%	14.7%	15.5%	6.6%	5.4%
+70	bps	+60	bps	+80	bps	+80	bps	-120	bps

<sup>&</sup>lt;sup>1</sup> As of March 2022.

<sup>&</sup>lt;sup>2</sup> Penetration over total merchandise sold throughout the region.



## High levels of online sales even post-pandemic

YoY Growth in Online Tickets

+12.3%



		Online Re	venues	Var. %		
		1Q22 1Q21		CLP	Local Currency	
	Chile	237,358,479	248,801,840	-4.6%	-4.6%	
•	Argentina	20,008,026	14,494,843	38.0%	48.5%	
	Brazil	7,211,861	3,109,056	132.0%	99.2%	
	Peru	12,007,946	13,550,799	-11.4%	-17.5%	
	Colombia	10,494,764	11,226,025	-6.5%	-9.5%	
	Total	287,081,076	291,182,562	-1.4%	-1.6%	

		Online Re	venues	Var. %		
		1Q22 1Q21		CLP	Local Currency	
	Super	173,970,354	161,511,182	7.7%	7.1%	
	DS	85,582,937	102,338,111	-16.4%	-16.4%	
	HI	27,527,785	27,333,270	0.7%	2.0%	
Ĭ	Total	287,081,076	291,182,562	-1.4%	-1.6%	

## Quarterly Results





## Double digit growth in Revenues, EBITDA, and Profitability

Revenues +21.2%



The increase in revenues compared to 1Q21 is mainly due to the good performance in **Chile**, **Argentina**, and **Colombia**, with a **high level of consumption experienced** in Supermarkets and Department Stores, in addition to the **recovery of Shopping Centers**.

Online Penetration 10%



Online penetration remains at **double digits** at the regional level despite the reduction in restrictions on mobility and capacity. The **increase in Jumbo Prime subscribers** and **products shipped in less than 48 hours** in the Paris app stand out, in addition to greater penetration of the **Metro and Wong apps** in Peru.

+29.4%
EBITDA Mg 12.8%



Adjusted EBITDA increased 29% YoY with a margin of 12.8%, driven by sales growth, in addition to savings in expenses from efficiency and lower shrinkage programs, targeted and personalized marketing, and the use of Advanced Analytics.

Net Profit
CLP 203,932
million



**Profit doubled** YoY explained by the **increase in revenues**, a higher EBITDA margin driven by **greater efficiencies and savings**, in addition to a positive variation in the exchange rate.



## **Consolidated results above expectations**

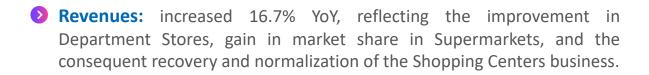
		As Reported			Excl. IAS29		L. Currency
CLP million	1Q22	1Q21	Var %	1Q22	1Q21	Var %	Var %
Online Revenues	286,177	291,251	-1.7%	287,081	291,183	-1.4%	-1.6%
Offline Revenues	2,601,758	2,124,260	22.5%	2,609,979	2,123,758	22.9%	21.7%
Other Revenues	97,520	56,726	71.9%	97,829	56,712	72.5%	76.3%
Revenues	2,985,455	2,472,237	20.8%	2,994,889	2,471,652	21.2%	20.2%
Gross Profit	861,331	708,195	21.6%	883,649	718,261	23.0%	23.2%
Gross Margin	28.9%	28.6%	<b>21 bps</b>	29.5%	29.1%	45	5 bps
SG&A	-602,815	-493,780	22.1%	-597,839	-489,044	22.2%	21.8%
SG&A Margin	-20.2%	-20.0%	-22 bps	-20.0%	-19.8%	-1	8 bps
Operating Result	285,397	205,334	39.0%	312,775	219,479	42.5%	43.9%
Non-Operating Result	-44,062	-65,615	-32.8%	-56,572	-73,380	-22.9%	-25.3%
Taxes	-89,500	-62,120	44.1%	-52,271	-44,511	17.4%	15.0%
Profit	151,834	77,599	95.7%	203,932	101,587	100.7%	106.9%
Net Profit from Asset Revaluation	208,903	34,704	502.0%	260,943	58,634	345.0%	360.7%
Adjusted EBITDA	364,540	287,637	26.7%	384,680	297,390	29.4%	29.5%
Adjusted EBITDA Margin	12.2%	11.6%	58 bps	12.8%	12.0%	81	L bps



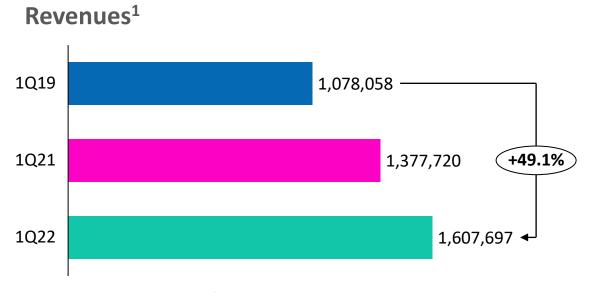
### Chile – Supermarkets continue to gain market share



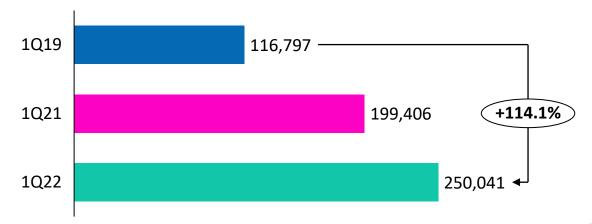
	1Q22 1Q21		Va	r. %
	CLP n	nillion	Δ%	LC Δ %
Revenues	1,607,697	1,377,720	16.7%	16.7%
Gross Profit	482,714	410,991	17.5%	17.5%
Gross Margin	30.0%	29.8%	19 bps	
SG&A	-293,076	-256,427	14.3%	14.3%
SG&A (% of revenues)	-18.2%	-18.6%	38 bps	
Adjusted EBITDA	250,041	199,406	25.4%	25.4%
Adjusted EBITDA Margin	15.6%	14.5%	108 bps	



Adjusted EBITDA: grew 25.4% YoY, with margin expanding 108 bps, as a result of greater cost dilution and the improvement in the product mix of some businesses. In addition, during the quarter the SG&A/Revenue ratio remained at 18.2%.





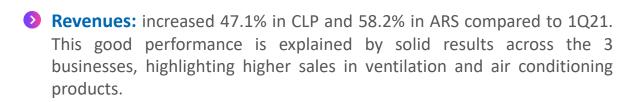


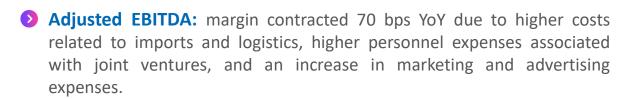


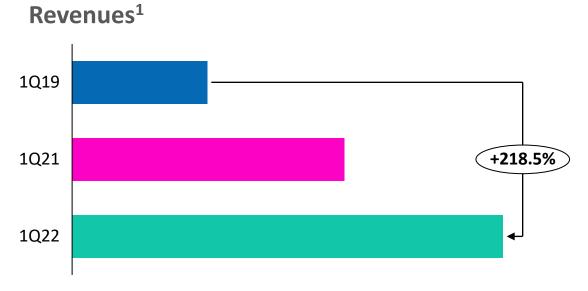
## Argentina – Supermarkets gained market share

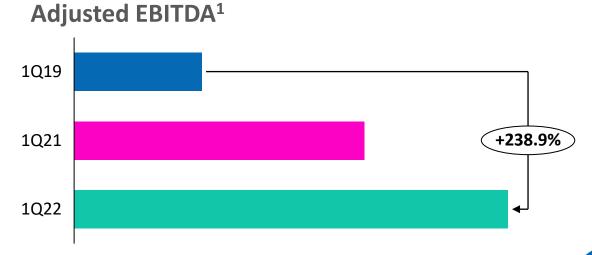


	1Q22 1Q21		Va	r. %
	CLP n	nillion	Δ%	LC Δ %
Revenues	601,162	408,766	47.1%	58.2%
Gross Profit	222,022	150,448	47.6%	58.8%
Gross Margin	36.9%	36.8%	13 bps	
SG&A	-151,757	-100,372	51.2%	62.7%
SG&A (% of revenues)	-25.2%	-24.6%	-69 bps	
Adjusted EBITDA	73,545	52,856	39.1%	49.7%
Adjusted EBITDA Margin	12.2%	12.9%	-70 bps	











#### Brazil - Cash&Carry drives sales growth

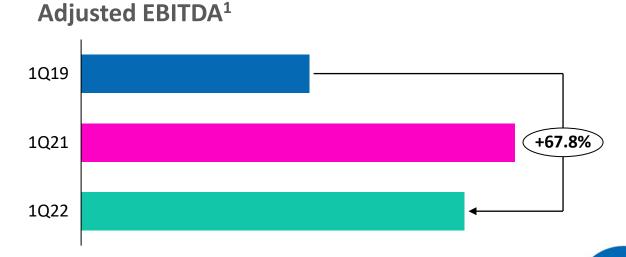


	1Q22 1Q21		Va	r. %
	CLP n	nillion	Δ%	LC Δ %
Revenues	306,659	265,502	15.5%	-1.0%
Gross Profit	67,653	58,155	16.3%	-0.6%
Gross Margin	22.1%	21.9%	16 bps	
SG&A	-63,998	-52,003	23.1%	5.6%
SG&A (% of revenues)	-20.9%	-19.6%	-128 bps	
Adjusted EBITDA	18,136	17,346	4.6%	-11.7%
Adjusted EBITDA Margin	5.9%	6.5%	-62 bps	







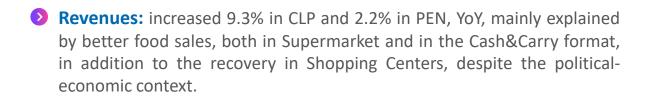




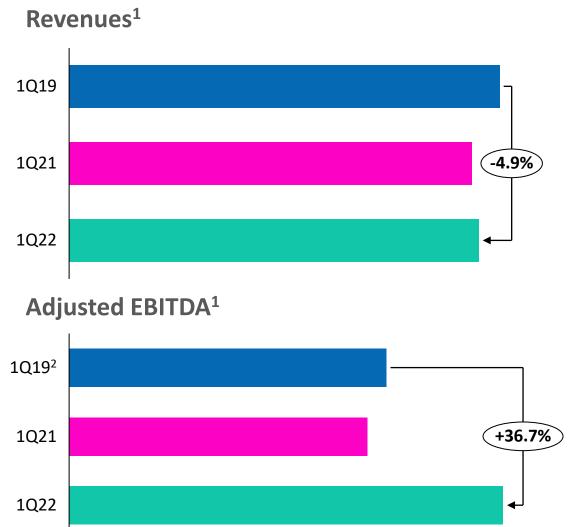
### Perú – Adjusted EBITDA continues to grow double digits



	1Q22 1Q21		Va	r. %
	CLP n	nillion	Δ%	LC Δ %
Revenues	251,996	230,620	9.3%	1.7%
Gross Profit	59,207	55,448	6.8%	-0.6%
Gross Margin	23.5%	24.0%	-55 bps	
SG&A	-46,234	-41,583	11.2%	3.6%
SG&A (% of revenues)	-18.3%	-18.0%	-32 bps	
Adjusted EBITDA	26,703	17,074	56.4%	45.5%
Adjusted EBITDA Margin	10.6%	7.4%	319 bps	







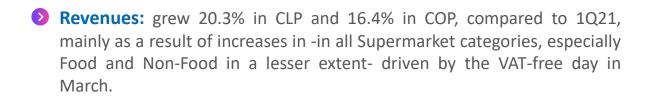
<sup>&</sup>lt;sup>1</sup> Growth in local currency

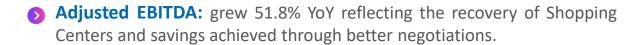
<sup>&</sup>lt;sup>2</sup> Peru's 2019 Adjusted EBITDA excludes the gain from the sale of 51% of Financial Services to Scotiabank.

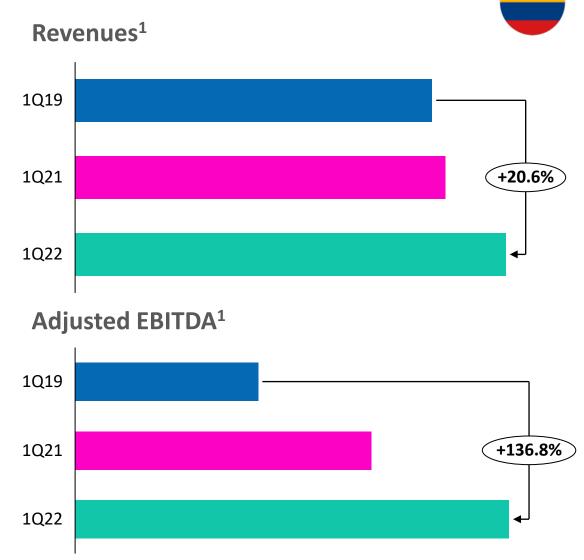


### Colombia – Exceptional improvement in your profitability

	1Q22 1Q21		Va	r. %
	CLP n	nillion	Δ%	LC ∆ %
Revenues	227,376	189,044	20.3%	16.4%
Gross Profit	52,053	43,218	20.4%	16.7%
Gross Margin	22.9%	22.9%	3 .	bps
SG&A	-42,773	-38,660	10.6%	7.2%
SG&A (% of revenues)	-18.8%	-20.5%	164	l bps
Adjusted EBITDA	16,255	10,708	51.8%	46.9%
Adjusted EBITDA Margin	7.1%	5.7%	148 bps	

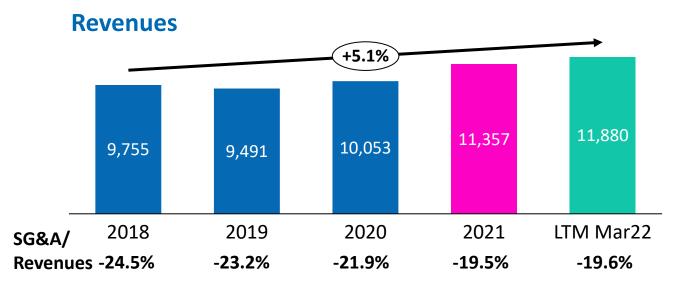




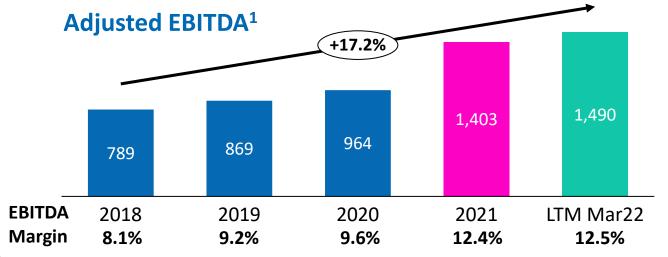


## 08

### Sustained growth in efficiency and profitability



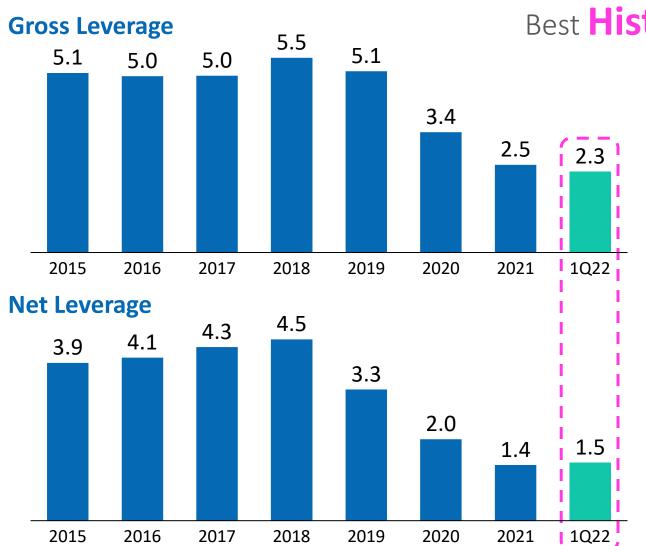
The Company has worked on efficiencies, process optimization, improvements in working capital, and reduction of losses, among other initiatives, to maintain its SG&A / Revenue ratio below 20%.





## 09

### Lowest Leverage of the last decade



Best **Historic** Gross Leverage

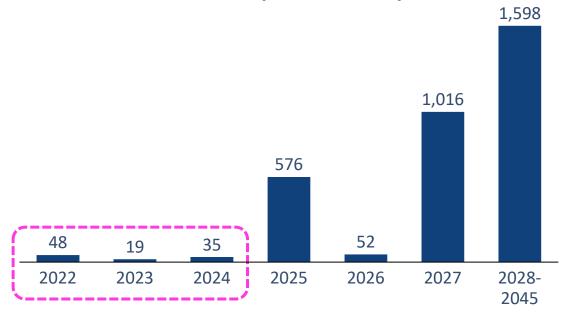
- Lower level of indebtedness due to self-financing capacity based on cash generated.
- The Company's leverage is one of the lowest in the industry.
- In 1Q22 the Company had a cash position of USD 1,629 million.

Fitch Ratings BBB- (Positive Outlook)

Moopy's Baa3 (Positive Outlook)

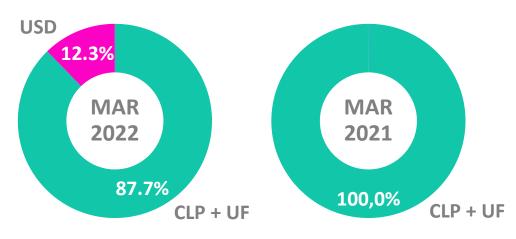
## 10 Flexible financial situation

#### **Amortization schedule (USD million)**



The Company maintains a **comfortable financial position** for the next 3 years, with an average amortization of US\$ 34 million per year.

#### **Debt by currency (after CCS)**



- The Company has 55.5% of its debt denominated in dollars.
- After hedging derivatives, the exposure in USD reaches 12.3%, remaining within the Company's policy –debt in USD hedged around 80%.
- Cencosud's subsidiaries do not maintain debt.

## Sustainability





### Advances in sustainability<sup>1</sup>





## **Corporate Governance**

- Mr. Horst Paulmann, the founder of Cencosud, has been appointed as Honorary President of Cencosud after his departure from the Company's board of directors.
- Heike Paulmann, Chairman of the company's Board of Directors, received the Exceptional Women of Excellence award.
- Publication of the Integrated Annual Report 2021 summarizing the Company's performance throughout the year.
- Ordinary Shareholders' Meeting held on April 22, approved a dividend distribution of CLP 197 per share, equivalent to 80.23% of distributable net profits. In addition, the new Board of Directors was elected for the period 2022-2025, which includes for the first time 3 women and 5 different nationalities.



#### **People**

- Women Economic Forum: Cencosud hosted the Women Economic Forum Chile (WEF), one of the most outstanding events in the search for initiatives for the advancement of women.
- Supermarkets Chile implemented through Jumbo the first **3 stores with preferential checkout** that includes Neuro divergence.
- Easy Campaign "My First Home": the campaign seeks to support and make easier the transition of changing from the family home to a unique and own place.



#### **Planet**

• Shopping centers in Chile operated **100% with Non-Conventional Renewable Energies**. The first shopping center to join this achievement was Costanera Center.

