



Speaker

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Chile Supermarkets

Profitable growth in a challenging market

Forward-Looking Statement

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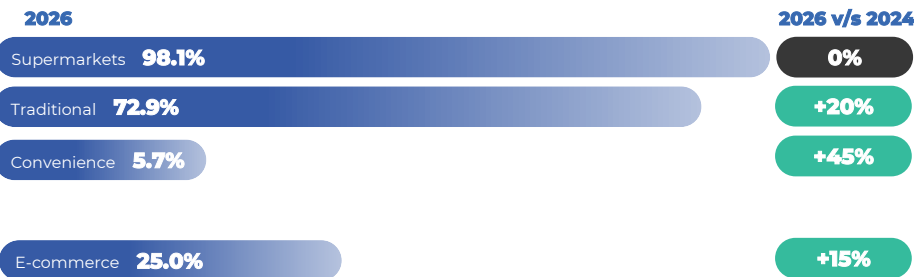
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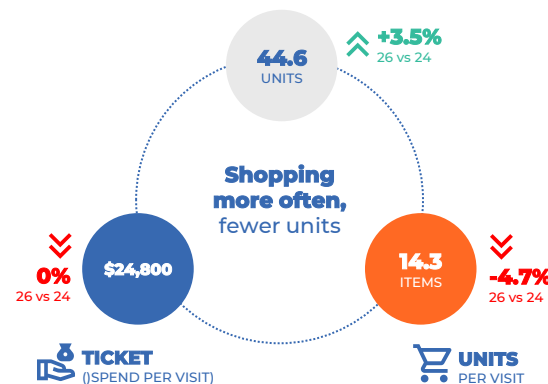
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Consumption is fragmented: consumers use more channels, shop more frequently, and buy fewer units

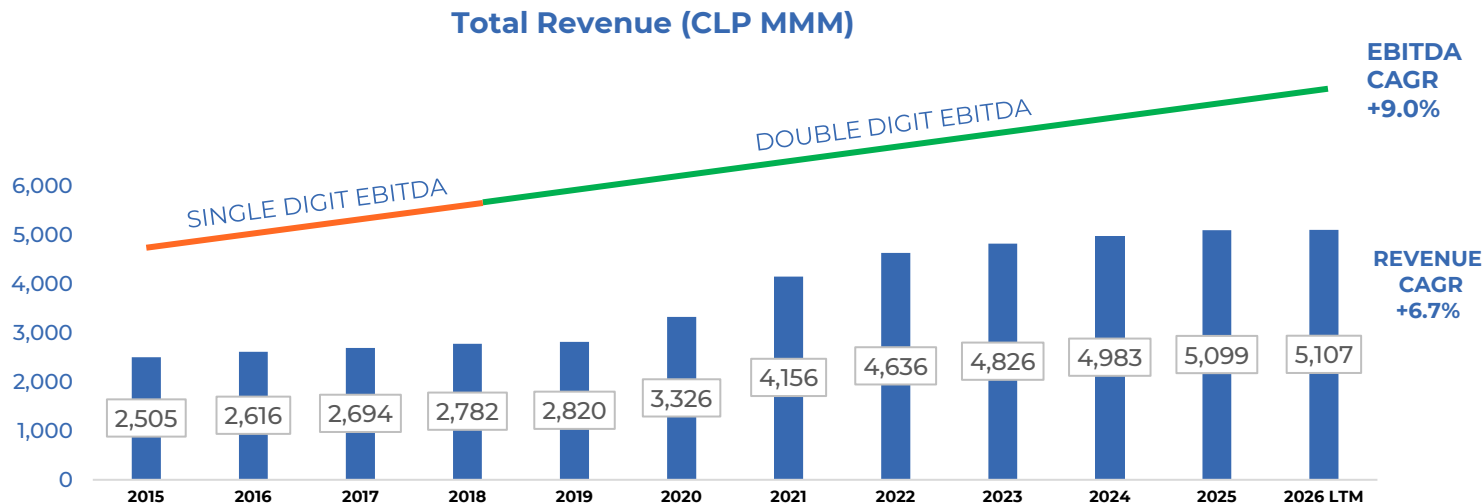
Channel penetration



Frequency (visits per year)



Cencosud Chile Supermarkets shows resilience: it grows sales while sustaining double-digit EBITDA



Business resilience has allowed us to invest with discipline in growth and efficiency.

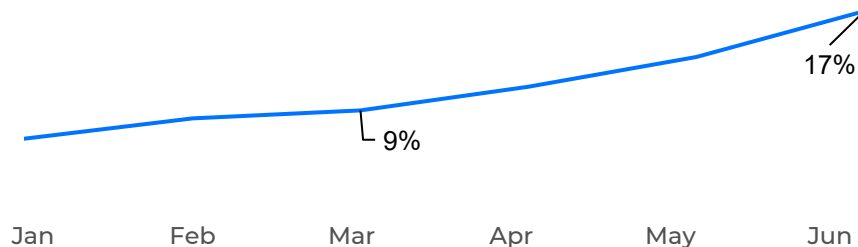
Positive trend shift in Q2 2026: digital sales reach double-digit growth

Digital Sales

▲ **+13.6% Q2 vs 2025**

+5.9 pp above Q1 growth

Ecommerce Revenue vs PY (%)



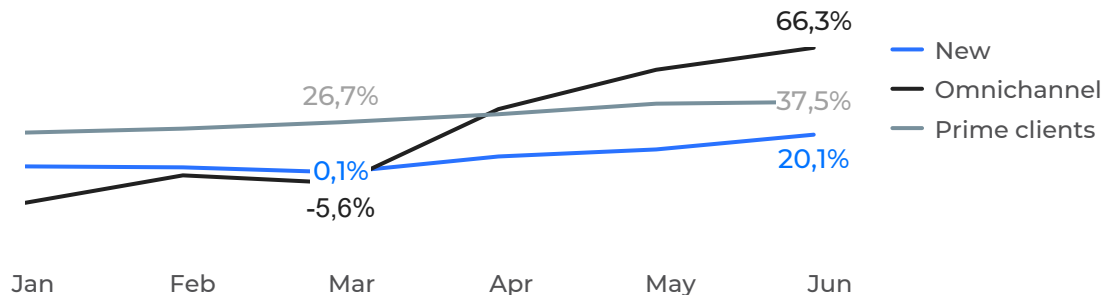
New clients reach 20% growth in June, driven by omnichannel adoption

Q2 New Clients

▲ 430,000+

+13.4% YoY

Clients (var %)



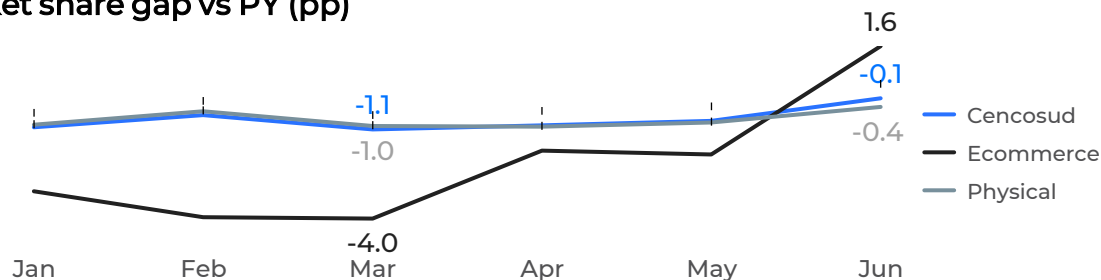
As a result, the market share gap vs. Q1 2026 was reduced

Market Share GAP Q2

▲ 0.4 pp vs Q1

Market Share Q2 31%, -0.6 pp vs PY (Q1 -1 pp vs PY)

Market share gap vs PY (pp)



Cencosud operates multiple business units with regional scale

At **Chile Supermarkets**, this reach is translated into a multi-format strategy that captures different shopping missions and customer segments in a complementary way



Each format plays a role according to customer segment, shopping mission, and market potential

298
STORES

13%
DIGITAL
PENETRATION

#STORES		SEGMENTS	SHOPPING MISSION	SALES FLOOR M2 / SKU
40	 Hypermarket	ABC1 / C2 / C3	 Stock-up	4,500 – 9,500 sqm / 30,000 SKU
20	 Supermarket	ABC1 / C2	 Replenishment	2,500 – 3,500 sqm / 14,500 SKU
197	 Supermarket	C2 / C3 / D	 Replenishment	1,000 – 2,500 sqm / 11,000 SKU
35	 Convenience	ABC1 / C2	 Immediate Consumption	100 - 200 sqm / 1,600 SKU
6	 Discount	C2 / C3 / D	 Quick Replenishment	150 – 250 sqm / 800 SKU

Omnichannel Growth Strategy

01
Capacity
Expansion



02
Profitability



03
Experience



04
Innovation



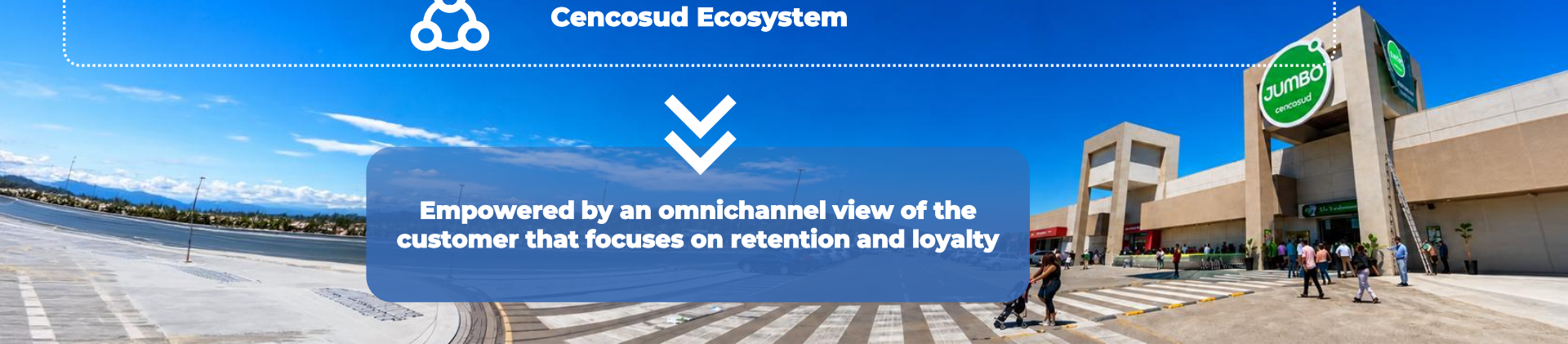
Cencosud People & Culture



Cencosud Ecosystem



Empowered by an omnichannel view of the
customer that focuses on retention and loyalty



01 Capacity Expansion

E-commerce Delivery Speed and Capacity



01 Capacity Expansion

New Stores and Formats



01

Capacity Expansion

Expansion and Modernization of the Logistics Network



VESPUCIO & CHILLÁN
focus on perishables



**New CD
SANTIAGO**



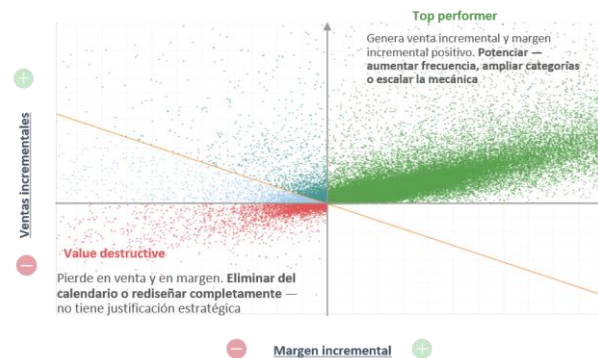
02 Profitability

Optimization of Commercial Planning & Supply Chain Processes

**Upgrade
World-class
forecasting,
pricing and
planogram
tools.**



Matriz de evaluación de promociones



**Powered agentic
promotion
optimization**

02 Profitability

Integrated production models 12 exclusive production plants



02 Profitability

Private Labels

Jumbo Artesanal / Cuisine & Co
/ Home Care / Maxima



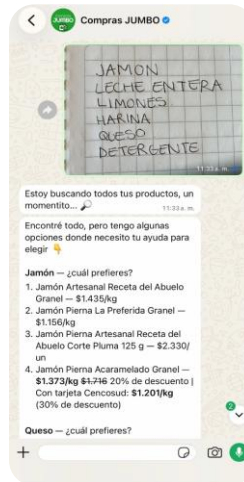
03 Experience

Digital Technology & AI



Experience
Personalization

WhatsApp
Shopping



03 Experience

Cencosud Service Standard





JUMBO

JUMBO LE DA MÁS

03 Experience

Loyalty , Cencosud Puntos and Credit Card



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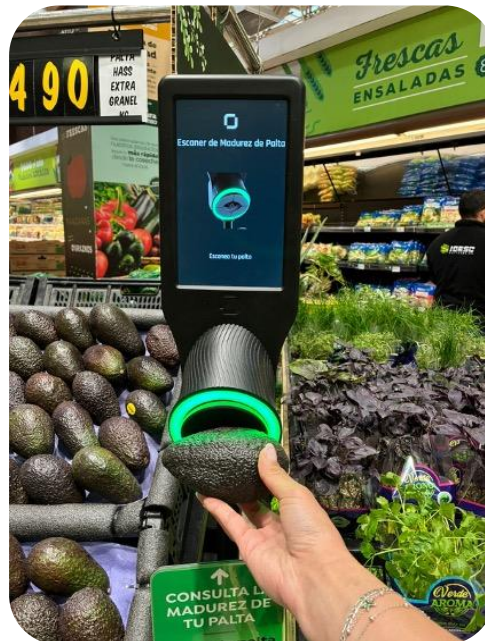
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Revísalas aquí

04 Innovation

Processes



04 Innovation

Services



**Traditional
Neighborhood
Butcher
experience**



**Assistant
ROBOT**

04 Innovation

Products



Growth is built with people



Our leaders keep **Cencosud Culture** alive, guided by our purpose: to serve extraordinarily at every moment.

Executive Session
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