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Department Stores
Manager

Department stores: **Progress and 2030 Strategy**

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Agenda



Taking the Company to the Next Level

2Q and 1H 2026 results

Growth drivers by 2030

Taking the Company to the Next Level



Store closures, new formats and renovations

Selling Space Optimization, New Formats and Services



New value proposition

New Brands, Strengthened Apparel, Beauty and Private Labels



Strengthening Logistics and Digital Capabilities

Marketplace, Ecommerce & Automations



Customers – Productivity & Efficiency – Cencosud Ecosystem

Closures, new formats and remodeling of stores



Store Closures and Space Reduction

 **Better sales / sqm**



Optimal Store Format for Expansion

 **Better EBITDA margin**

Remodeling in stores and key areas

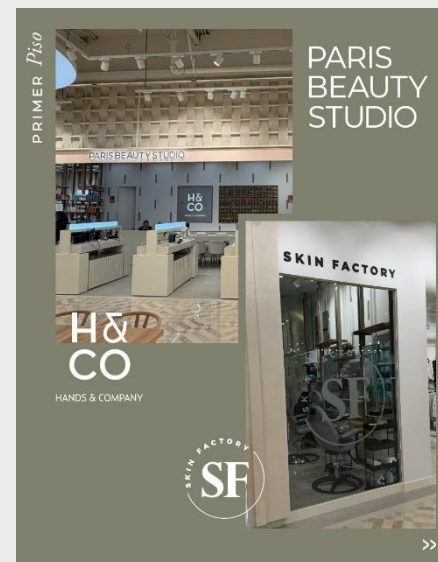
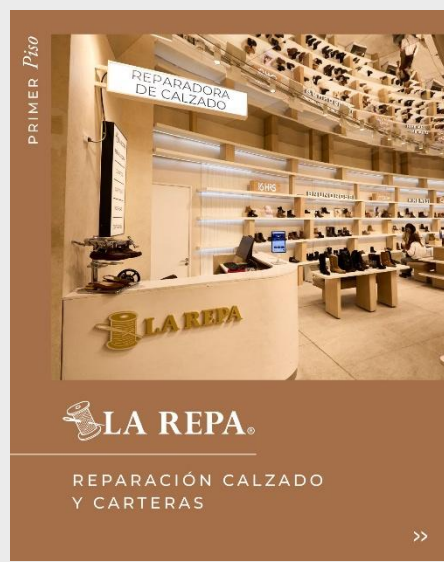
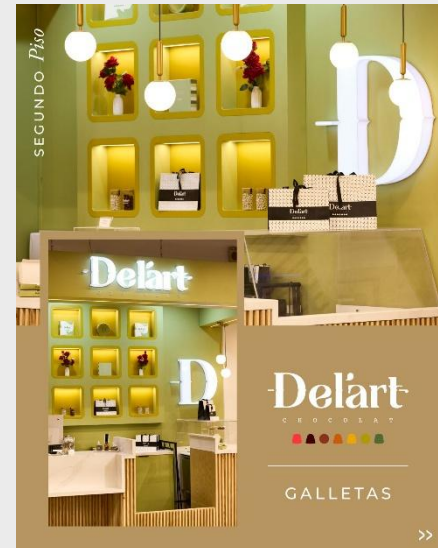
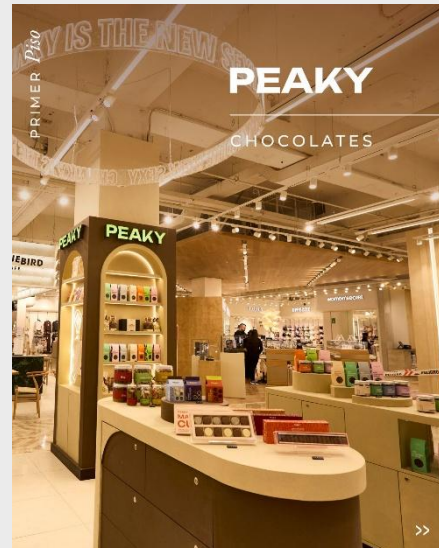
 **Improve conversion rate**



Paris Alto Las Condes, transforming retail experience



Paris Alto Las Condes, transforming retail experience



Strengthening Logistics and Digital Capabilities



Distribution center automation



Stores as fulfillment centers



Increased delivery speed



Fulfillment by Paris rollout for Sellers

Faster – Cost-effective

Strengthening Logistics and Digital Capabilities



**PICK UP FREE
AND RETURN AT**



Migration to Composable Site



Customer orchestration



Unified 1P and 3P experience



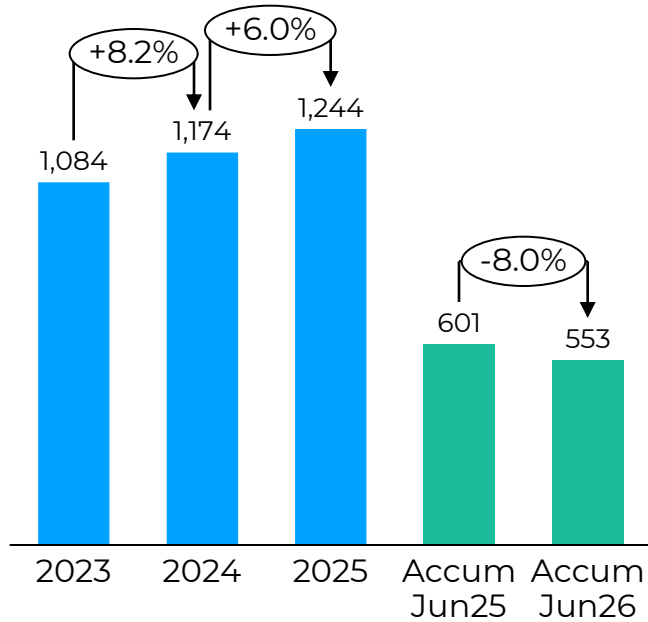
AI Predictive Intelligent Searches

Capabilities for Cencosud

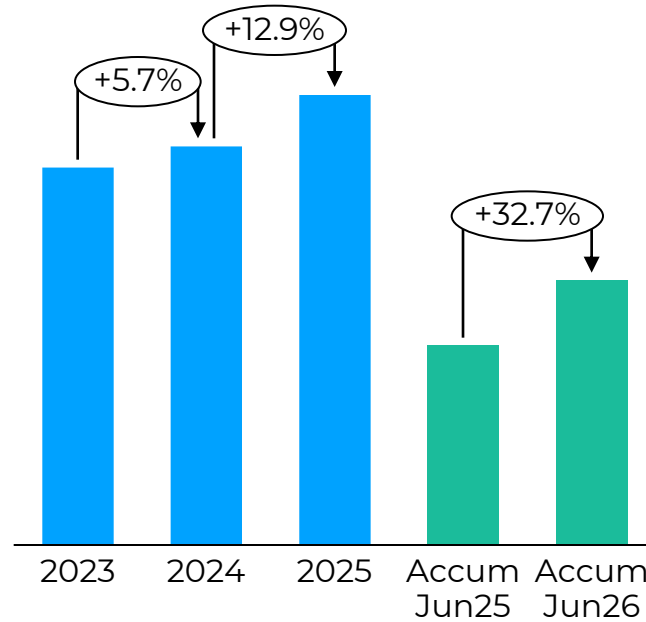
1H26 was marked by weak consumption, a high comparable base in stores and strong marketplace growth



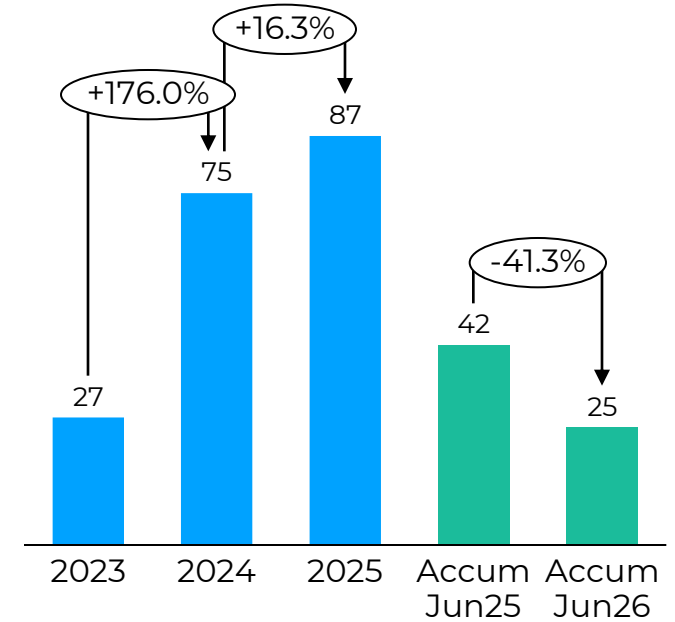
**Revenues
CLP Bn**



**GMV
Marketplace**



**EBITDA
CLP Bn**

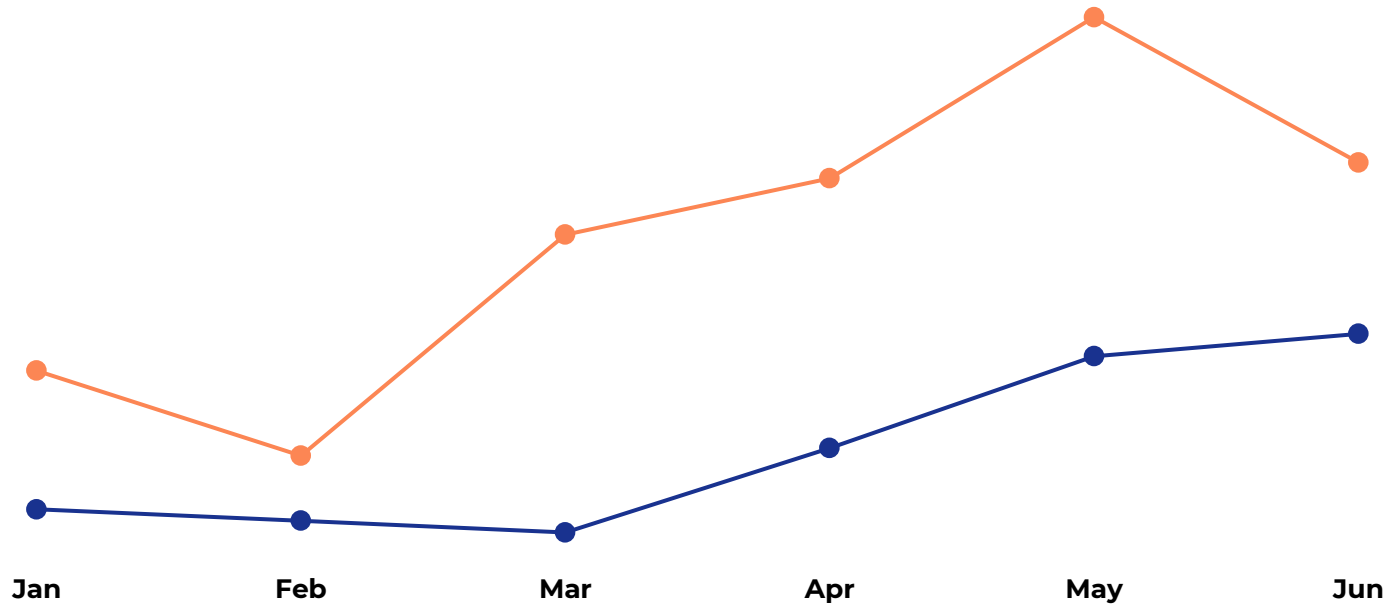


Total sales started to close the gap in 2Q, driven by improved SSS and strong e-commerce growth



Revenues vs AA (%)

—●— Total Revenues —●— E-commerce Revenues



Total Income:

Q1: -12.6%

Q2: -3.5%

SSS

Q1: -11.9%

Q2: -3.3%

Private & Exclusive Brands

Exclusive Brands

ALLSAINTS

HUNTER

TOPSHOP

women'secret

AMERICAN EAGLE

Private Labels

Pulcro

CORZO

ALANIZ

UMBRALE

OPPOSITE

National Brands

APPLE

SAMSUNG

PUIG

LANCÔME

L'ORÉAL

Paris Brands in the Region

COLOMBIA



54

Corners in 2026

ARGENTINA



40

Corners in 2026

PERU



4

Corners in 2026

Leveraging Paris' know-how and selected brands to strengthen the apparel, textile and home categories across the region's supermarkets.

New Businesses & Services

Complementing Paris' value proposition while maximizing returns per sqm.



Experiences



Services & Intangibles



New Categories



Corporate Sales & Gift Cards

Paris is moving forward with a clear strategy and the foundations for growth, profitability, and contributions to the Cencosud Ecosystem

