

# Earnings Presentation

Fourth Quarter

HH



# 2022: A Record Year for Cencosud



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### **Achieved historic highs:**

**Revenue:** US\$ 16,358 million (+25.8% vs. 2021) **Adjusted EBITDA:** US\$ 1,817 million (+13.1% vs. 2021)

### Key operating metrics:

614 million total Tickets (+18.5% vs. 2021)

10.1% Online Penetration

**Closing the year with a 16.3%** Private Label Penetration **Market Share Gains SMKT:** Chile, Argentina and Brazil

Double-digit Adj. EBITDA Margin for the 9<sup>th</sup> consecutive quarter

### **E-grocery Leaders**

in Chile, Peru and Argentina, with shares of 45%, 43% and 28%, respectively.



### Geographic Diversification into lower-risk, more stable countries (US and Uruguay)

### **"BBB" Credit Rating** Fitch Ratings upgraded Cencosud from "BBB-" to "BBB"

# **Succesfully Executing Strategy**

### **Consistent Execution of the Strategic Plan set in early 2020**



### **Financial Strength**

- Investment grade rating improvement: due to optimized capital structure.
- Consistent increase in Adjusted EBITDA: reflects market share gains, launch of new formats (Spid and C&C), process automation, etc.



### **Organic & Inorganic Growth**

- Acquisitions: The Fresh Market and GIGA Atacado provide entrance into the United States and Sao Paulo, Brazil markets, with 170 stores.
- Organic growth: 37 new stores opened in 2022.



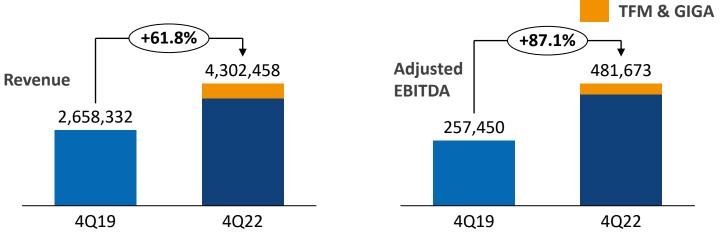
### **Innovation & New Trends**

- Leaders in e-grocery in Chile, Perú and Argentina.
- Strengthening digital ecosystem through new additions such as Cencommerce, Cencosud Ventures, Cencosud Media, Cencosud Delivery, and others.

# **US M&A Strengthens Strategy**

- 1. Acquisition deepens Cencosud's focus on Supermarkets
- 2. Expected synergies in Latam driven by access to new products, new suppliers and the latest Retail trends
- Access to the world's 2<sup>nd</sup> largest food market<sup>(2)</sup> through a company with higher average EBITDA margin than Cencosud
- **4. Organic growth potential** in high purchasing power areas

### Consolidated Revenue & Adj. EBITDA 4Q22 vs 4Q19<sup>(1)</sup>





<sup>(1)</sup> Millions of Chilean pesos. Excludes IAS29 effect. <sup>(2)</sup> Source: Consumer Market Outlook.

# **Post-acquisition Synergies - The Fresh Market**



### **Financial Synergies**

**Legacy debt restructuring**, with significant savings in Financial Expenses

Adequate Cash Flow Release to self-finance growth

Improved capital structure and greater flexibility (Gross Leverage: from 4.8x to 3x)



### **Operational Synergies**

**Cross-selling**<sup>(1)</sup> of the best products and development of Private Label

Access to new suppliers and enhanced purchasing power

Exchange of technology and best practices



US is the world's second largest food market



C'sud Private Label penetration w/o TFM

13.8%

33.6%

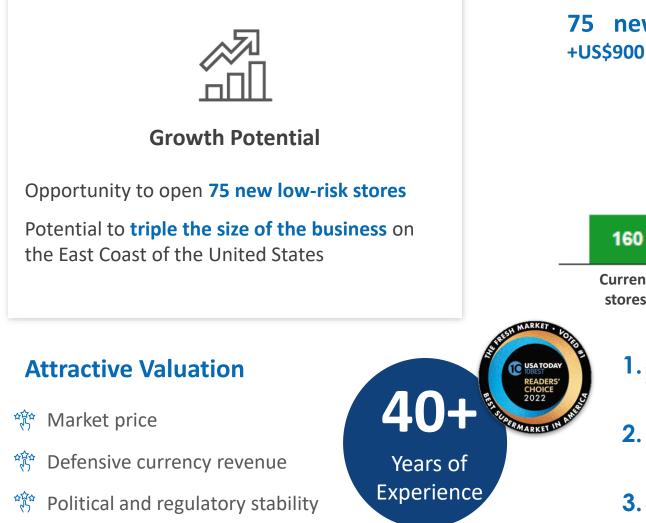
TFM Private Label penetration

16.3%

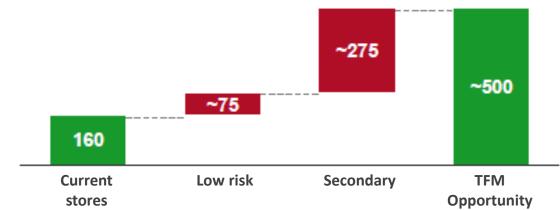
Cencosud Private Label penetration with TFM

<sup>(1)</sup> Selling products from Latin America to the US and vice versa, as well as boosting the regional Private Label with TFM products.

# **Post-acquisition Growth - The Fresh Market**



**75 new stores**: representing potential increase of +US\$900 million in sales and a 50% increase in total stores



- Awarded USA Today's Readers' Choice 10 Best in 2021 and 2022 as the best supermarket
- 2. Recognized by Newsweek and Statista as #5 for customer service in US supermarkets in 2020
- **3.** Recognized by Winsight Grocery Business as one of the top 10 innovators in the food sector

# 01 A New Cencosud



# **Financial and Business Indicators: A Record Year**

### Growth 2022 vs 2019<sup>(1)</sup>



Highest Revenue in history

Highest Adj. EBITDA in history

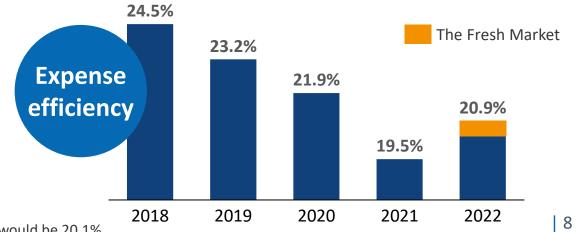
# 2022

Cencosud achievements:

### **Cencosud's growth since 2019 reflects**:

- **Market share** gains
- New business development
- \* Process efficiencies both in stores and in Back Office
- The Growth of the Company's **most profitable businesses** and of the formats and locations with the highest potential and expansion opportunities
- The balance sheet

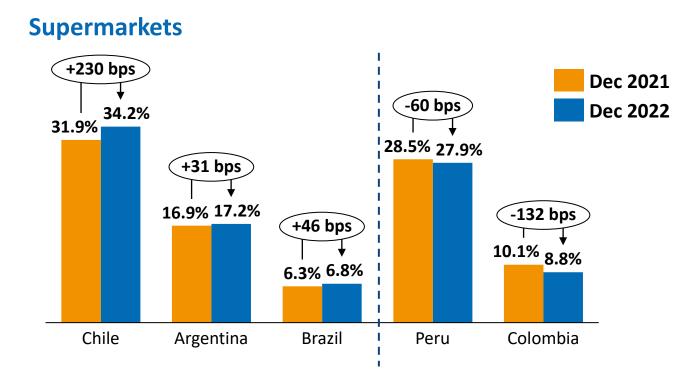




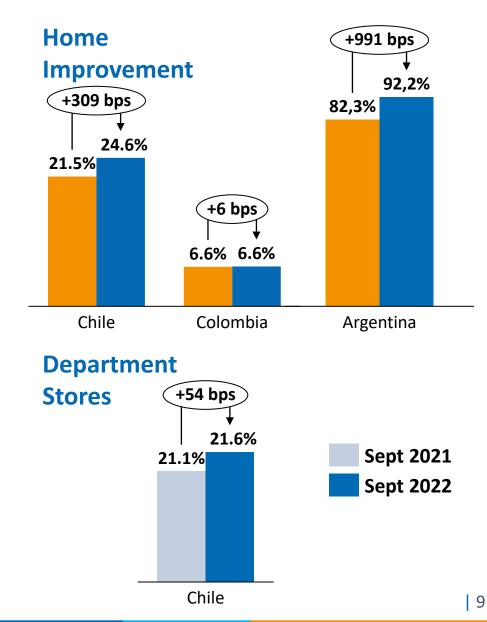
<sup>(1)</sup> Figures exclude hyperinflation adjustment. <sup>(2)</sup> Excluding The Fresh Market, 2022 SG&A/Total Sales ratio would be 20.1%.

**2<sup>nd</sup> best EBITDA margin** (1<sup>st</sup> in 2021)

## **Market Share Gains Across Most Businesses**

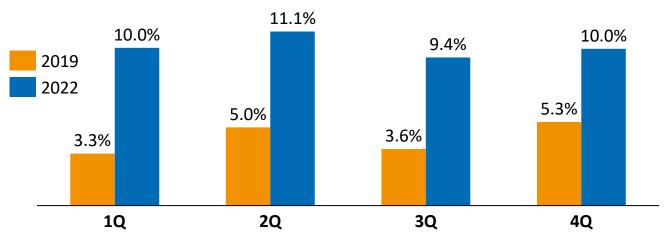


- All businesses increased share YoY, except Supermarkets Colombia and Peru.
- Chile Supermarkets and Home Improvement Argentina delivered the best performance, **gaining 2 and 3 percentage points** of share, respectively.
- Supermarkets Peru gained 30 bps market share YoY on a same store sales basis (excluding competition openings).



# Solid Online Penetration while Inventory Days Normalize

### **Consolidated Online Penetration**

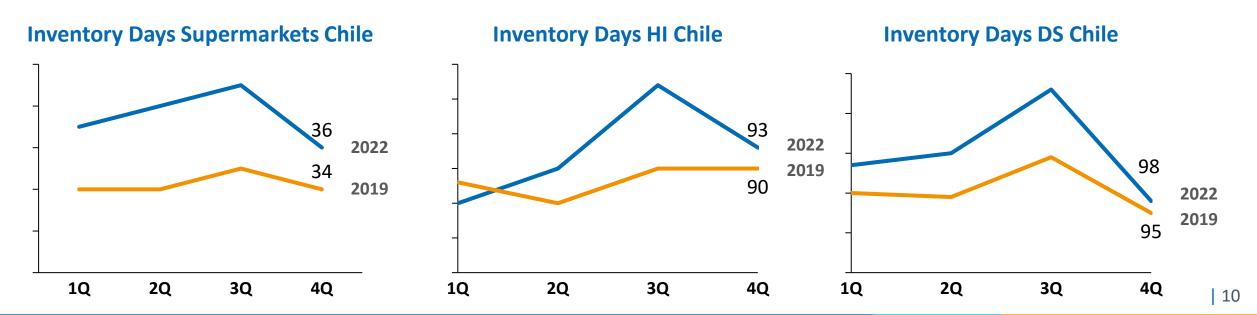


### **Online Penetration**

The Company's online channel maintained **double digit** average penetration despite the lifting of mobility restrictions and full reopening of brick & mortar stores. Online penetration in 2022 **was 2x 2019** (pre-COVID level).

### **Inventory Days**

4Q22 showed Inventory Days normalizing in Chile.



# **Private Label as a Driver of Profitability**

	FOOD	4Q22	4Q21	NON-FOOD	4Q22	4Q21	
	Chile	9.5%	8.4%	Chile	29.3%	27.5%	
	Argentina	9.5%	8.9%	Argentina	15.6%	16.6%	-
0 0	United States	33.6%	-	United States	N.A.	-	-
Participation of	Brazil	3.3%	3.5%	Brazil	4.7%	5.1%	-
total sales	Peru	14.2%	14.1%	Peru	34.8%	32.2%	
	Colombia	5.3%	4.5%	Colombia	13.0%	10.8%	-
	TOTAL	13.3%	8.2%	TOTAL	23.9%	23.9%	



16.3%

**Penetration** 

Total Growth<sup>(1)</sup>

- +53.4% increase in Private Label sales, US\$253 million incremental sales vs 4Q21;
- Private Label sales **grew faster** than 3<sup>rd</sup> party brands;
- +247 bps increase as a share of total sales, reaching 16.3% penetration.

Organic Growth<sup>(2)</sup>

- +12.8% YoY increase in 4Q22 Private Label sales, up US\$ 60 million;
- Private Label **Penetration**, excluding the acquisition of TFM (comparable YoY) reached **13.8%**.

# New Technology & Innovation Hub in Uruguay

### Why launch a Technology Hub in Uruguay?

To centralize and internationalize the functions focused on the development of the Company's digital ecosystem:

E-commerce Marketplace Retail Media Analytics
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"The start of activities in Uruguay, a country that is becoming a Hub for Tech companies, is part of our growth strategy, as well as our business expansion within Latin America."

Matias Videla, CEO



Attractive talent pool

Socially and economically stable country



Human resources and technological infrastructure to meet the needs of the Company

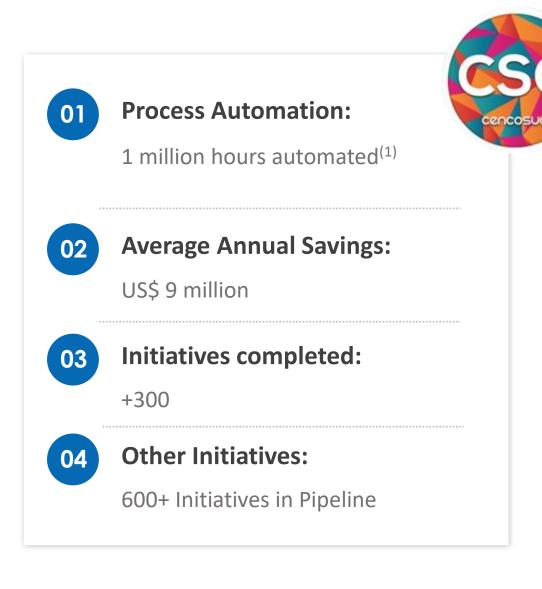
# **C-Transforma Project – Efficiency and Expense Reduction**

The C-Transforma Project conducted a **comprehensive analysis of processes and activities** carried out by the Central Administration and Business Unit Administration areas.

The efficiencies generated from 2017 to date through this transformation process represent an **annual saving** of approximately **US\$ 9 million** 

Presence and initiatives developed in the 5 LATAM countries





# 02 Quarterly Results



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# **4Q22 Consolidated Results**

	As	Reported		E	xcl. IAS29		Local
CLP million	4Q22	4Q21	Var %	4Q22	4Q21	Var %	Currency Var %
Online Revenue	369,345	372,038	-0.7%	405,143	354,094	14.4%	18.8%
Physical Stores Revenue	3,444,569	3,090,445	11.5%	3,778,423	2,941,391	28.5%	34.5%
Other Revenue <sup>(1)</sup>	108.388	110,893	-2.3%	118,893	105,544	12.6%	57.7%
Total Revenue	3,922,301	3,573,375	9.8%	4,302,458	3.,401,029	26.5%	33.6%
Gross Profit	1,120,714	1,050,416	6.7%	1,271,061	1,004,517	26.5%	36.1%
Gross Margin	28.6%	29.4%	-82 bps	29.5%	29.5%	1	bps
SG&A	-804,477	-718,581	12.0%	-896,589	-665,458	34.7%	43.1%
SG&A Margin	-20.5%	-20.1%	-40 bps	-20.8%	-19.6%	-12	27 bps
Operating Result	358,759	354,550	1.2%	407,229	361,630	12.6%	20.4%
Non Operating Result	-135,843	-96,530	40.7%	-132,915	-100,385	32.4%	21.4%
Taxes	-52,589	-83,206	-36.8%	-23,287	-55,440	-58.0%	-88.3%
Profit	170,326	174,814	-2.6%	251,028	205,805	22.0%	46.2%
Adjusted EBITDA	429,458	432,524	-0.7%	481,673	430,171	12.0%	20.6%
Adjusted EBITDA Margin	10.9%	12.1%	-115 bps	11.2%	12.6%	-14	45 bps





11.2%

Adj EBITDA margin

481,673

4Q22

+12.0%

430,171

4Q21

# **4Q22 Executive Summary YoY Comparison**



**Highlights**:

- Supermarket share gains throughout the region
- Incorporation of The Fresh Market & GIGA •
- Strong sales growth in Argentina ٠
- Increased sales driven by Cyberday & Black Friday

### Offset by:

- High 2021 comparison base
- Discretionary demand slowdown
- Decline in non-food sales throughout the region

Following the 2 acquisitions, Cencosud achieves:

- **11.2% EBITDA margin**
- 207 new stores at year-end (in 2022)
- **10.0% Online Penetration**
- **16.3% of Private Label Penetration**



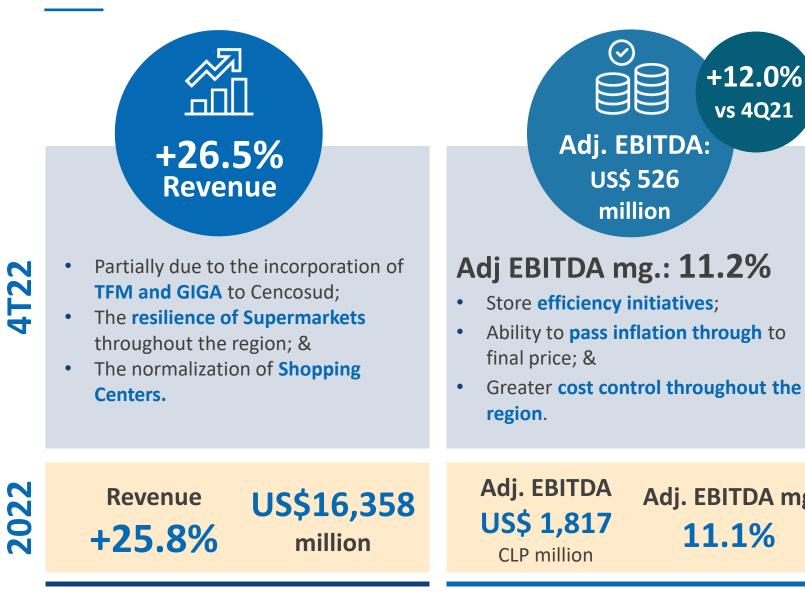
## **Double Digit EBITDA Margin for 9th Consecutive Quarter**

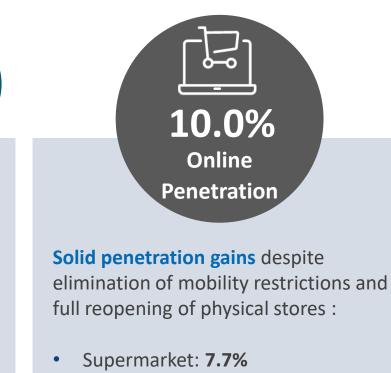
+12.0%

vs 4Q21

Adj. EBITDA mg

11.1%





- Home Improvement: **10.4%**
- Department Stores: 30.3%

### **Online Penetration** 10.1%

## **Highlights by Country 4Q22**



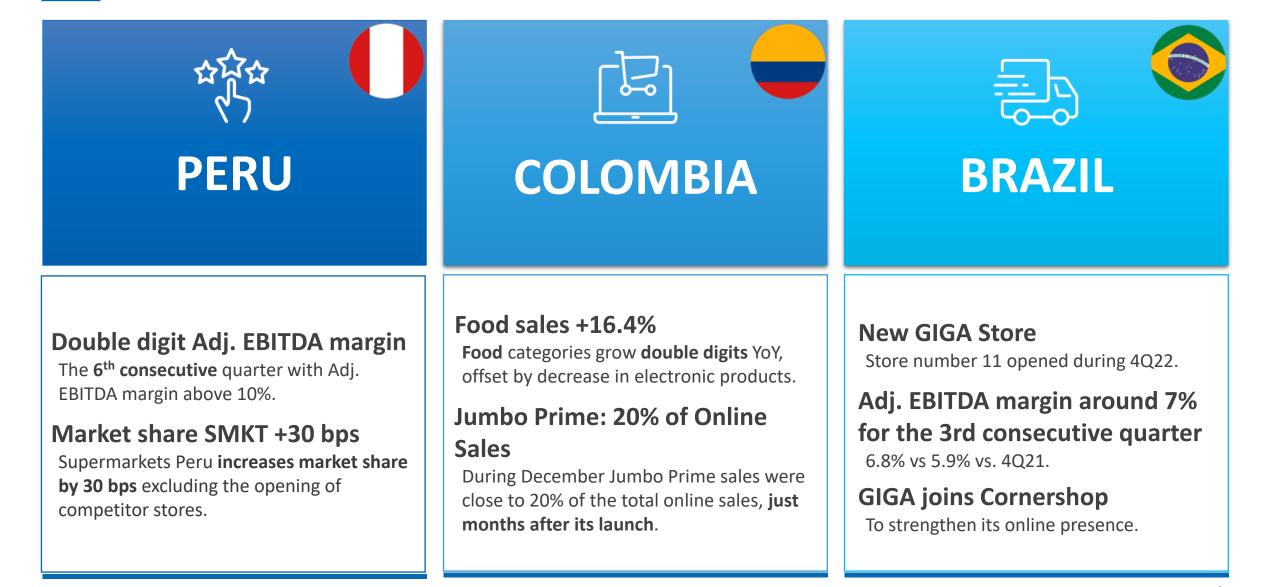
Discretionary formats return to historical levels.

### **#1** in e-grocery

SMKT ends 2022 with the leading position in the online channel.

Thanksgiving and Christmas holidays.

## **Highlights by Country 4Q22**



# Chile – Revenue Growth & EBITDA Margin Above Pre-pandemic Levels

	4Q22	4Q21	Var	a/a
	CLP	MM	Δ%	LC
Revenue	1,948,355	1,918,516	1.6%	1.6%
Gross Profit	552,968	600,576	-7.9%	-7.9%
Gross Mg.	28.4%	31.3%	-29.	2 bps
SG&A	-361,343	-342,078	5.6%	5.6%
SG&A (% of revenue)	-18.5%	-17.8%	-72	bps
Adjusted EBITDA	252,556	311,316	-18.9%	-18.9%
Adj. EBITDA Mg.	13.0%	16.2%	-32	6 bps

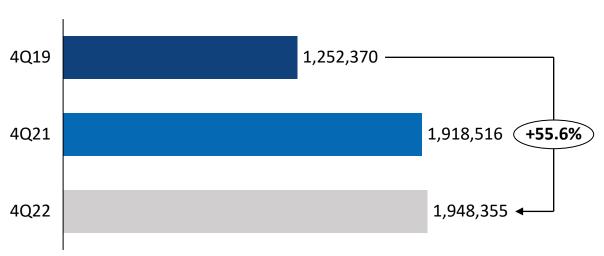
#### Revenue

1.6% growth in revenue, due to higher sales in Supermarkets and Shopping Centers, partially offset by decreases in revenue from Home Improvement and Department Stores.

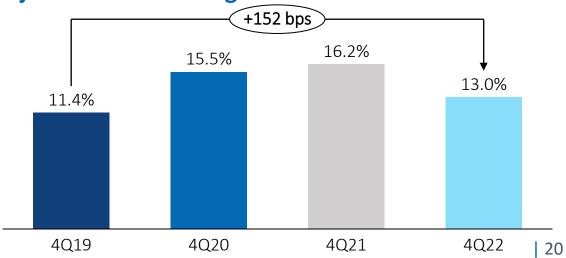
### **Adjusted EBITDA**

Decreased 18.9% compared to 2021, along with a 326 bps contraction in the Adjusted EBITDA margin, as a consequence of a high comparison base, greater promotional activity and the impact of the devaluation of the CLP against the USD.

Revenue<sup>(1)</sup>



### **Adjusted EBITDA margin**



# Argentina – Record Profitability Despite Challenging Macro Environment

	4Q22	4Q21	Var.	a/a
	CLP	MM	Δ%	LC
Revenue	792,539	614,460	29.0%	88.8%
Gross Profit	290,541	201,267	44.4%	110.2%
Gross Mg.	36.7%	32.8%	390	) bps
SG&A	-187,567	-162,548	15.4%	68.2%
SG&A (% of revenue)	-23.7%	-26.5%	279	) bps
Adjusted EBITDA	104,218	43,797	138.0%	247.9%
Adj. EBITDA Mg.	13.1%	7.1%	602	bps

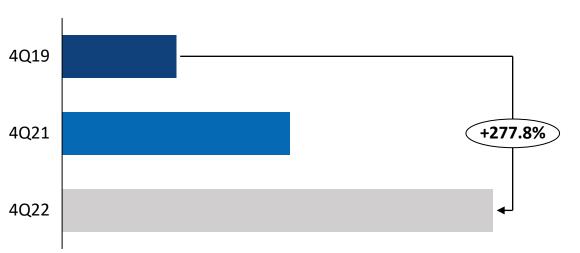
#### Revenue

Increased 88.8% in ARS and 29.0% in CLP due to a rise in cooling appliances sales due to the high temperatures, and the soccer World Cup, respectively, together with a good performance of online sales.

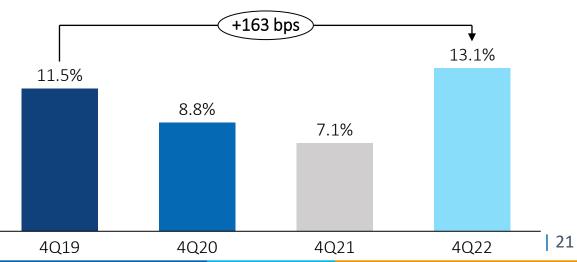
### **Adjusted EBITDA**

The Adjusted EBITDA margin expanded 602 bps YoY due to gross margin improvements, efficiency-related savings, store level expense control, with improved leverage of overall costs.

### Revenue<sup>(1)</sup>



### **Adjusted EBITDA margin**



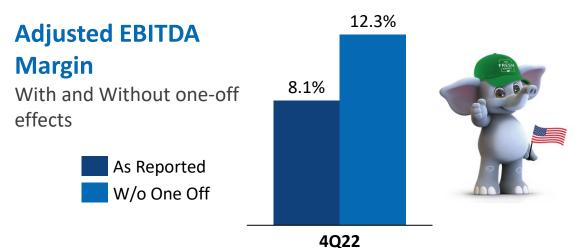
<sup>(1)</sup> Local Currency growth.

United States – 12.3% Adj. EBITDA Margin Excluding Extraordinary Effects

	4Q22	4Q21	Var	: a/a
	CLP N	ЛМ	Δ%	LC
Revenue	523,141	-	N.A.	N.A.
Gross Profit	194,186	-	N.A.	N.A.
Gross Mg.	37.1%	-	Λ	I.A.
SG&A	-165,213	-	N.A.	N.A.
SG&A (% of revenue)	-31.6%	-	ſ	V. <i>A.</i>
Adjusted EBITDA	42,128	-	N.A.	N.A.
Adj. EBITDA Mg.	8.1%	-	Ι	V.A.

Online Channel	and Private L	abel Penetration	FRESH
On	line Channel	& Private Label	
Category	4Q22	4Q21	Bps
Private Label	33.6%	33.6%	+3 bps
E-Commerce	4.7%	4.6%	+13 bps

- During 3Q22, the acquisition of The Fresh Market was closed, and financial results consolidated.
- Excluding one-off effects associated with the acquisition of The Fresh Market, Adjusted EBITDA margin was 12.3%, representing 12.8% of the Cencosud's Adjusted EBITDA.
- Online penetration increased YoY.
- Private Label Sales grew 10.7% YoY, reaching 33.6% penetration.



# Brazil – Adj. EBITDA Margin Nearly Double Pre-pandemic Levels

4Q22	4Q21	Var	a/a
CLP	MM	Δ%	LC
461,678	315,738	46.2%	24.6%
96,617	68,899	40.2%	19.3%
20.9%	21.8%	-89	) bps
-85,313	-63,658	34.0%	13.9%
-18.5%	-20.2%	168	3 bps
31,294	18,490	69.2%	44.8%
6.8%	5.9%	92	bps
	CLP 461,678 96,617 20.9% -85,313 -18.5% 31,294	CLP MM         461,678       315,738         96,617       68,899         20.9%       21.8%         -85,313       -63,658         -18.5%       -20.2%         31,294       18,490	CLP MM       Δ %         461,678       315,738       46.2%         96,617       68,899       40.2%         20.9%       21.8%       -89         -85,313       -63,658       34.0%         -18.5%       -20.2%       168         31,294       18,490       69.2%

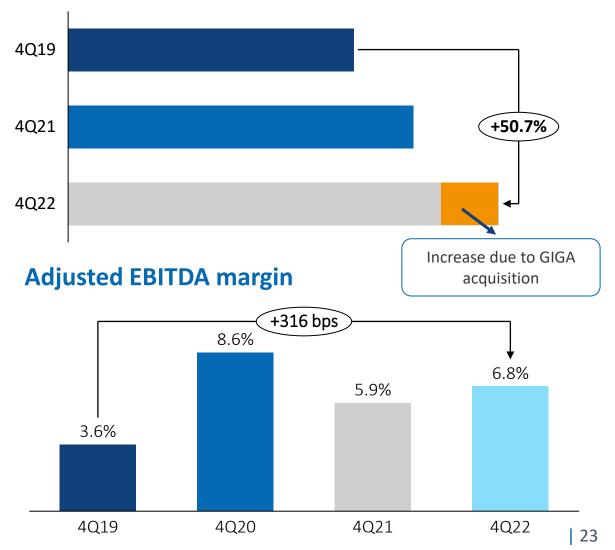
### Revenue

Increased 24.6% in local currency and 46.2% in CLP, mainly driven by the incorporation of GIGA Atacado, market share gains -mainly from Gbarbosa and Bretas- and sales growth at both the Cash & Carry and Supermarket formats.

### **Adjusted EBITDA**

Increased 44.8% in BRL and 69.2% in CLP, as a result of the incorporation of GIGA Atacado. The EBITDA margin expanded 92 bps YoY driven by profitability improvement measures, mainly in Prezunic.

Revenue<sup>(1)</sup>



<sup>(1)</sup> Local Currency growth.

# Peru – Strong Margins Despite a Challenging Environment

4Q22	4Q21	Var	. a/a
CLP	MM	Δ%	LC Δ %
328,040	278,170	17.9%	3.5%
82,956	71,856	15.4%	1.4%
25.3%	25.8%	-54	l bps
-55,368	-52,759	4.9%	-8.0%
-16.9%	-19.0%	209	ə bps
34,618	32,825	5.5%	-7.4%
10.6%	11.8%	-12	5 bps
	CLP 328,040 82,956 25.3% -55,368 -16.9% 34,618	CLP MM         328,040       278,170         82,956       71,856         25.3%       25.8%         -55,368       -52,759         -16.9%       -19.0%         34,618       32,825	CLP MM       Δ %         328,040       278,170       17.9%         82,956       71,856       15.4%         25.3%       25.8%       -54         -55,368       -52,759       4.9%         -16.9%       -19.0%       209         34,618       32,825       5.5%

#### Revenue

3.5% growth in local currency and 17.9% in Chilean pesos, due to the devaluation of the CLP relative to PEN. Continued YoY growth in the Cash & Carry format, together with sequential increase in online sales through own channels.

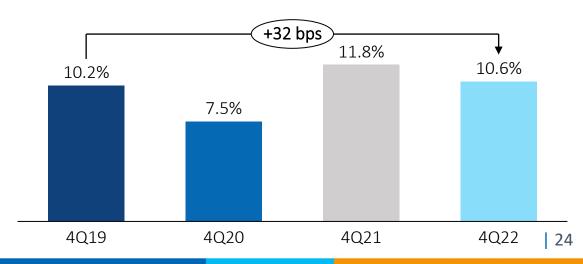
### **Adjusted EBITDA**

Decreased 7.4% in PEN and grew 5.5% in CLP, with a contraction in the Adjusted EBITDA margin of 125 bps compared to 2021, due to an increase in the loss provision associated with the Credit Card.

Revenue<sup>(1)</sup>



### **Adjusted EBITDA margin**



<sup>(1)</sup> Local Currency growth.

# Colombia – Food Sales Grow Double Digit YoY

4Q22	4Q21	Var.	a/a
CLP	ММ	Δ%	LC
248,705	274,144	-9.3%	1.7%
53,791	61,919	-13.1%	-2.6%
21.6%	22.6%	-96	bps
-41,221	-44,416	-7.2%	3.6%
-16.6%	-16.2%	-37	' bps
16,860	23,743	-29.0%	-19.6%
6.8%	8.7%	-188	8 bps
	CLP 248,705 53,791 21.6% -41,221 -16.6% 16,860	CLP MM         248,705       274,144         53,791       61,919         21.6%       22.6%         -41,221       -44,416         -16.6%       -16.2%         16,860       23,743	CLP MM       Δ %         248,705       274,144       -9.3%         53,791       61,919       -13.1%         21.6%       22.6%       -96         -41,221       -44,416       -7.2%         -16.6%       -16.2%       -37         16,860       23,743       -29.0%

### Revenue

Increased 1.7% in COP and decreased 9.3% in CLP, mainly due to the high comparison base against VAT-free day in 4Q21 as well as high inflation. YoY growth is mainly due to the improvement in food sales and increased online sales.

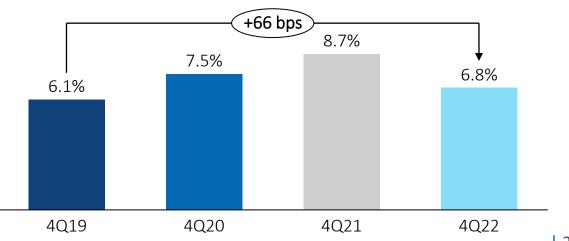
### **Adjusted EBITDA**

Declined 29.0% YoY and 19.6% in CLP and COP, respectively, along with a contraction in the Adjusted EBITDA Margin of 188 bps in the same period, due to higher expenses from the opening of Easy stores and the impact of increased promotional activity.

Revenue<sup>(1)</sup>



### **Adjusted EBITDA margin**



<sup>(1)</sup> Local Currency growth

# **Organic Capex– Proximity, Experience & Profitability**

	Openings/Tr	ansformations	Remodelings
4Q22	N° Stores	Sqm sales room	N° Stores
Chile	4	5,896	3
Argentina	-	-	2
United States	-	-	-
Brazil	1	3,300	4
Peru	1	4,238	2
Colombia	-	-	9
Total <sup>(1)</sup>	6	13,434	20
	Openings/Tr	ansformations	Remodelings
12M22	Openings/Tr N° Stores	ansformations Sqm sales room	Remodelings N° Stores
12M22 Chile			_
	N° Stores	Sqm sales room	N° Stores
Chile	N° Stores 14	Sqm sales room 26,455	N° Stores 45
Chile Argentina	N° Stores 14 2	<b>Sqm sales room</b> 26,455 4,258	<b>N° Stores</b> 45 33
Chile Argentina United States	N° Stores           14           2           0	Sqm sales room 26,455 4,258 0	<b>N° Stores</b> 45 33 -
Chile Argentina United States Brazil	N° Stores           14           2           0           22	Sqm sales room 26,455 4,258 0 13,370	N° Stores           45           33           -           14



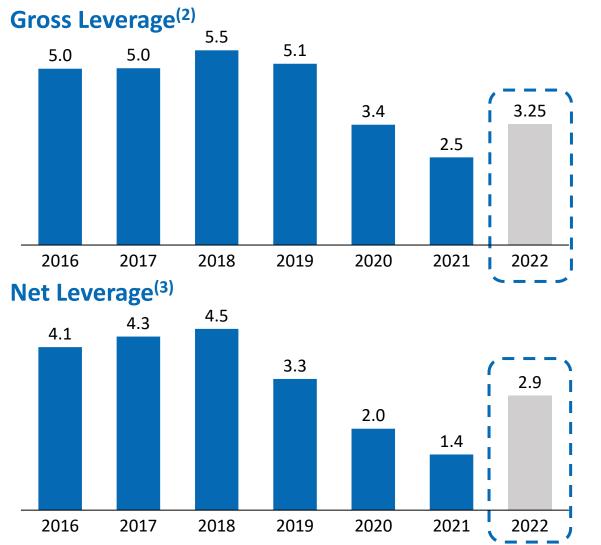
**37 new store openings in 2022 in line** with Guidance issued early 2022.

20 of the total new stores, were Supermarkets (Jumbo, Santa Isabel, GIGA and Spid).



<sup>(1)</sup> Includes 4 Supermarkets and 2 Convenience stores.

## Leverage Post-Acquisitions<sup>(1)</sup>



The Company had a **cash position of US\$956 million** (including current and non-current financial assets) as of December 2022.

Gross and Net Leverage increase is due to the incorporation of:

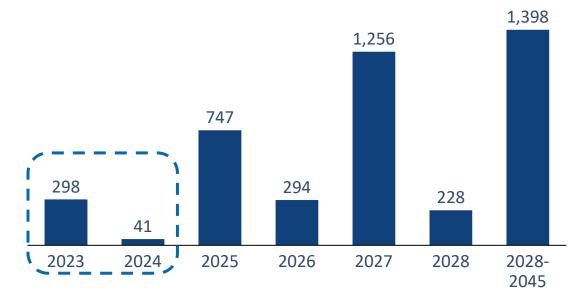
- Debt of TFM & GIGA
- Lease liabilities of TFM y GIGA
- LTM Proforma EBITDA
- Short-term debt of US\$ 225 MM for the acquisition of TFM.



<sup>(1)</sup> The calculation of the debt over EBITDA LTM includes pro-forma EBITDA for TFM and GIGA. <sup>(2)</sup> Gross Leverage: Financial Debt + Lease Liabilities (Current and Non-current) / Adjusted EBITDA LTM. <sup>(3)</sup> Net Leverage: discounts Cash and Current Financial Assets from Gross Debt.

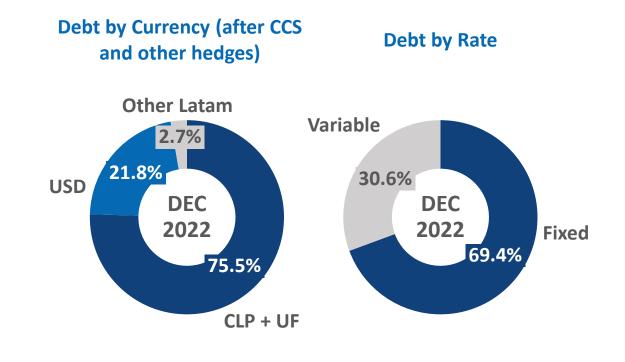
# **Solid Financial Position**

### **Amortization Schedule (USD millions)**



Acquisitions do not affect the Company's financial stability

**Financial consolidation of TFM financial debt** for US\$597 million, maintaining a **comfortable amortization schedule** for the next 2 years at an average of US\$170 million per year.





# The Company maintains **64.3%** of its **debt denominated in dollars**.



After the hedging of derivatives and other accounting hedges, the exposure in USD reaches 21.8%, remaining within the Company's policy.

# **03** Sustainability



### Cencosud sostenible

### **Milestones and Progress**<sup>(1)</sup>



#### IMAD 2022 Ranking

In the study undertaken by the Catholic University of Chile's Social Studies Department, Cencosud received the 2022 Best Progress award in recognition of the significant advancement of **women in senior management positions.** 

### Merco 2022 Ranking

The Merco Corporate Reputation Ranking, of the top 100 leaders with the **best corporate reputation**, recognized both Heike Paulmann, Chairman of the Board, and Matías Videla, CEO of the company, in the 2022 edition of the ranking. Cencosud was ranked second in the business holding category in Chile.



# Cencosud in The Voice of the Market

The survey undertaken by EY, the Santiago Stock Exchange and the Institute of Directors of Chile selected Cencosud as "**Outstanding Company 2022**" for demonstrating a strong commitment to incorporating best Corporate Governance practices.

Earnings Presentation - Fourth Quarter 2022

Cencosi

### **Milestones and Progress**<sup>(1)</sup>



### **Mentoring Program #CencoMujeres**

Completed 4-month women-led and oriented mentoring program in December. This program aims to further enhance the Company's inclusive culture, by creating learning and leadership opportunities for both Mentors and Mentees.



### **Migrant Commitment Award**

Bestowed by the Chilean National Migration Service and the Department of Labor for Cencosud's commitment to inclusion, respect for diverse cultures and a culture free of discrimination.



Alco Consultores and the University of the Andes Business School, have once again recognized Jumbo with the NPS 2022 **Consumer Loyalty Award**. This award recognizes companies with the highest customer loyalty index (Net Promotor Scores or NPS), a frequently used and globally recognized loyalty standard indicator.

# 04 2022 Key Highlights

D CLEAR



8.5%

Above 2022

Revenue

Guidance

# **Noteworthy Events in 2022**

### Cencosud achieves its 2022 Revenue and Store Openings commitment<sup>1</sup>

The Company exceeded its 2022 Revenue Guidance by 8.5% without considering the acquisitions of The Fresh Market and GIGA and exceeded it by 17.4% considering them. In terms of store openings, 37 new stores were opened, meeting the target. Adjusted EBITDA, was slightly below (-4.5%) Guidance.



### **#HubCenco Grand Opening**

Cencosud launched #HubCenco, its brand-new office concept, built with cutting-edge architecture and technology, providing green, organic and sustainable work environments for its employees.



### Improvement in the DJSI and MSCI indices

Cencosud **improved its rating in the DJSI**, ranking in the top 6% of the most sustainable Food Retailers in the world, while in the MSCI ESG index, Cencosud was upgraded from "BB" to "BBB".



### New Technology Hub in Uruguay

As part of its overall business growth and diversification strategy, Cencosud opened a new Technology, Digital and Innovation Center in Uruguay to develop and accelerate its digital ecosystem.



### **Acquisitions**

In July 2022, the acquisitions of The Fresh Market (USA) and **GIGA Atacado** (Brazil) were completed, increasing Cencosud's potential market from 180 million to nearly **380 million people**.

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