

Corporate Presentation



01

We Are Cencosud





1.1 Cencosud at Glance



+60 years

Of history

+100,000

Employees

5.4 million sqm

Landbank

678 million

Tickets LTM

USD 17,272 Bn

Consolidated Revenues LTM

10.3%

Adjusted EBITDA Margin LTM



LatAm & US Leadership

8

countries

Multiformat retailer with operational presence in Latin America, the United States, a Technological, Digital and Innovation Hub in Uruguay, and a commercial office in China.



5 Business Units⁽¹⁾



In addition, the Company operates a Financial Service business through JVs in Chile, Brazil, Peru and Colombia. In Argentina, the operation is fully owned by Cencosud.



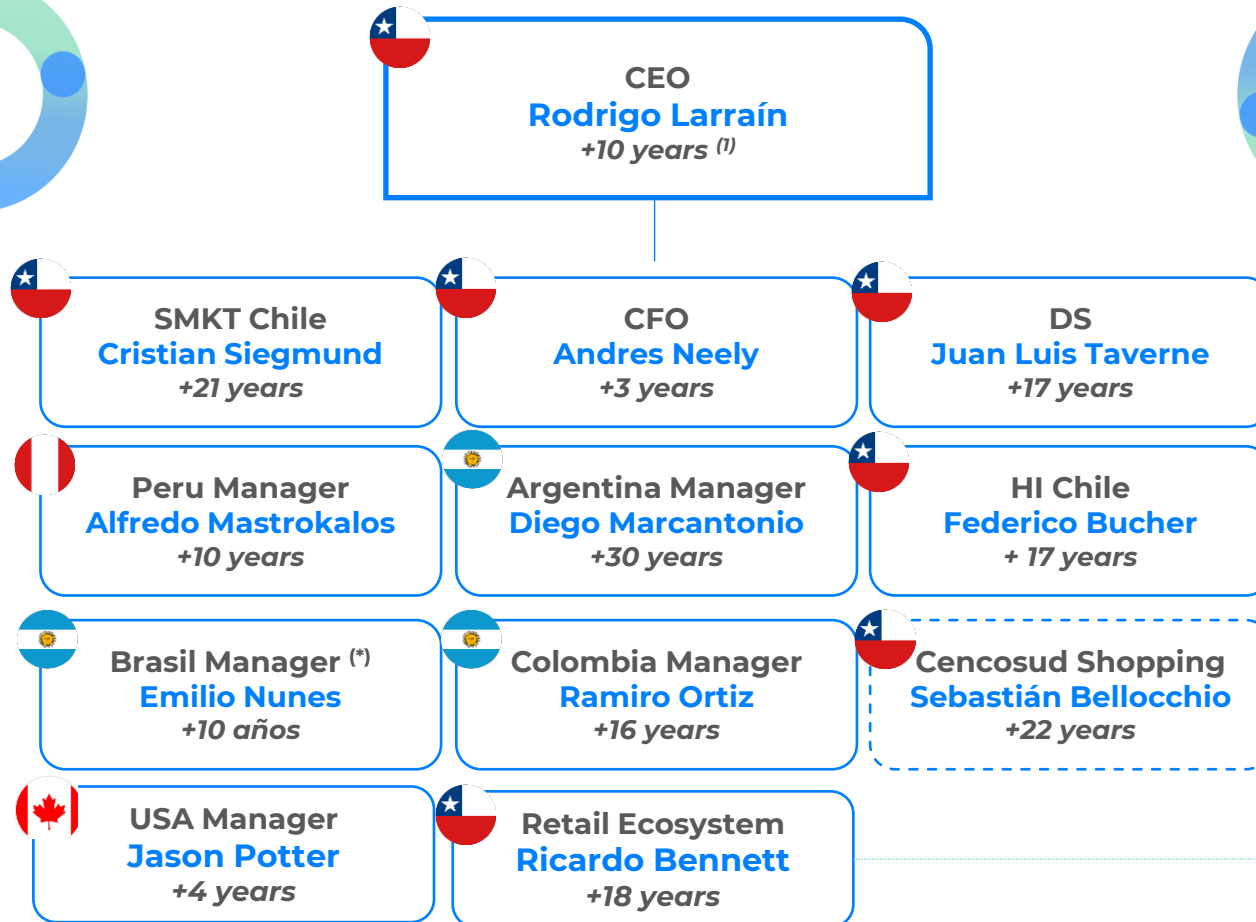
⁽¹⁾ 'Others' includes Pharmacies, Service Stations, Delicatessens, and Electroshow / figures as of September 30th

1.2 Organizational Structure

Management with International Leadership Experience



MANAGEMENT WITH INDUSTRY AND COMPANY EXPERIENCE



ORGANIZATIONAL STRUCTURE 2024

- 1 Synergies among businesses**
Encourage collaboration and shared use of the Company's resources.
- 2 Local knowledge for Decision-making**
Autonomy of each country in decision making due to its presence in local markets.
- 3 Flexibility and adaptability**
Structure allows adaptation and response to new trends in each market.
- 4 Efficient back-office structure**
Review and optimization of processes, incorporating technology to increase efficiency.

New Retail Ecosystem Department

This new area seeks to integrate digital and technological capabilities, generating synergies between businesses

(1) Seniority includes the period from March 2013 to January 2019 and since his return in July 2021 in his role as CEO of Cencosud Shopping / (*) Interim CEO

1.3 Shareholders & Board of Directors

Diversification & Diversity



Diversity

5 nationalities - 1/3 women



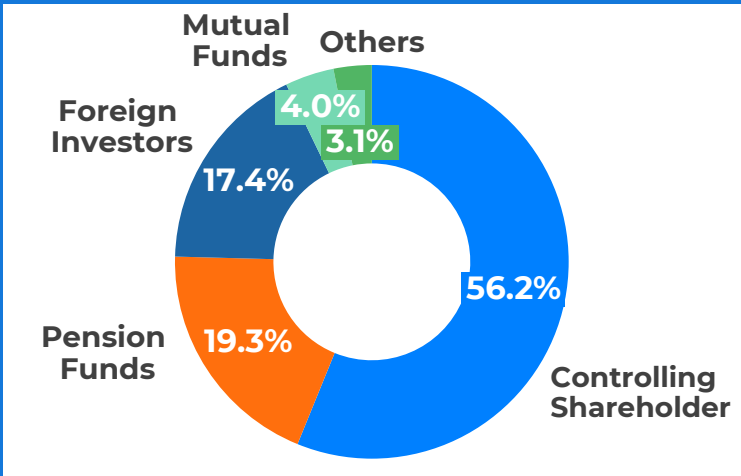
Julio Moura

| | |
|--|--|
|  Manfred Paulmann |  Peter Paulmann |
|  Josefina Montenegro |  Felipe Larraín |
|  Carlos Fernández |  Mónica Jiménez |
|  Ignacio Pérez |  María Leonie Roca |

Independent Board Members



Ownership Structure September 2024



Average Daily Volume Traded LTM - Sept | **USD 6.6 MM**

USD 5,673 MM ⁽¹⁾

MARKET CAP | FREE FLOAT 43.8%

(1) Figures as of September 2024



1.4 Investment Highlights

**1**

**ONE OF THE LEADING MULTI-FORMAT
RETAIL PLAYERS IN SOUTH AMERICA**

2

**LEADING SUPERMARKET COMPANY
IN LATAM**

3

**GROWTH OPPORTUNITIES THROUGH
OWN LAND BANK**

4

**GEOGRAPHICALLY DIVERSIFIED
OPERATIONS ACROSS FORMATS**

5

**SOLID FINANCIAL POSITION WITH MARGIN
ENHANCEMENT OPORTUNITIES**

6

**CORPORATE GOVERNANCE WITH EXPERIENCE AND
FOCUS ON GROWTH, PROFITABILITY AND
SUSTAINABILITY**



1.5

Leading Supermarket Company in LatAm

LTM as of September 2024



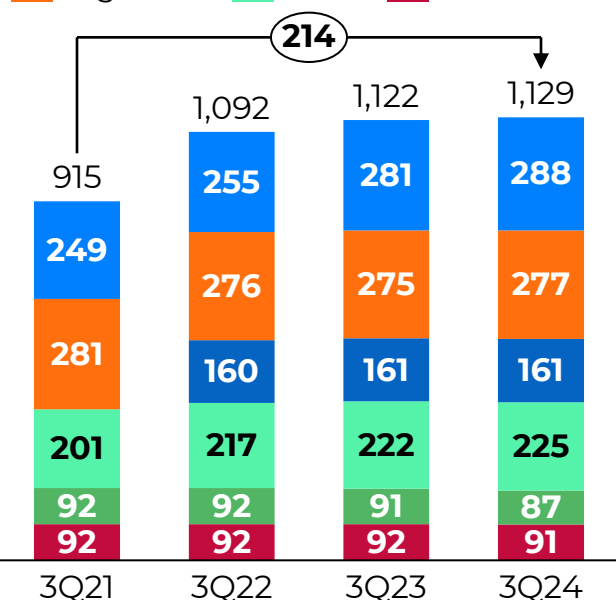
- Supermarket
- Shopping Centers
- Department Store
- Home Improvements
- Joint Venture

+ Commercial Office in China



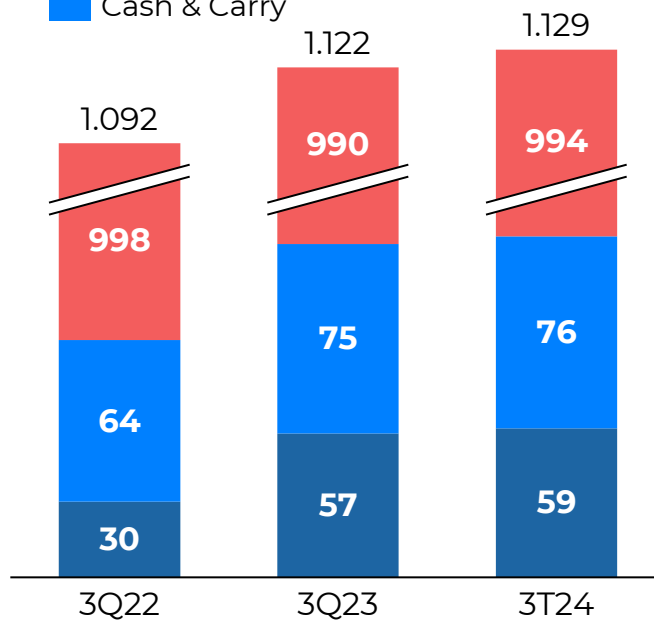
SMKT STORE EVOLUTION

- Chile
- USA
- Peru
- Argentina
- Brazil
- Colombia



FORMAT EVOLUTION

- Supermarkets
- Convenience
- Cash & Carry



SMKT MARKET SHARE BY COUNTRY (2)



⁽¹⁾ The Retail stores in the image do not include Other Businesses (Pharmacies, Service Stations, Delicatessen and Electroshow): 186 stores (37 in Colombia and 149 in Brazil). ⁽²⁾ Source: Nielsen & SCIENTA in Argentina

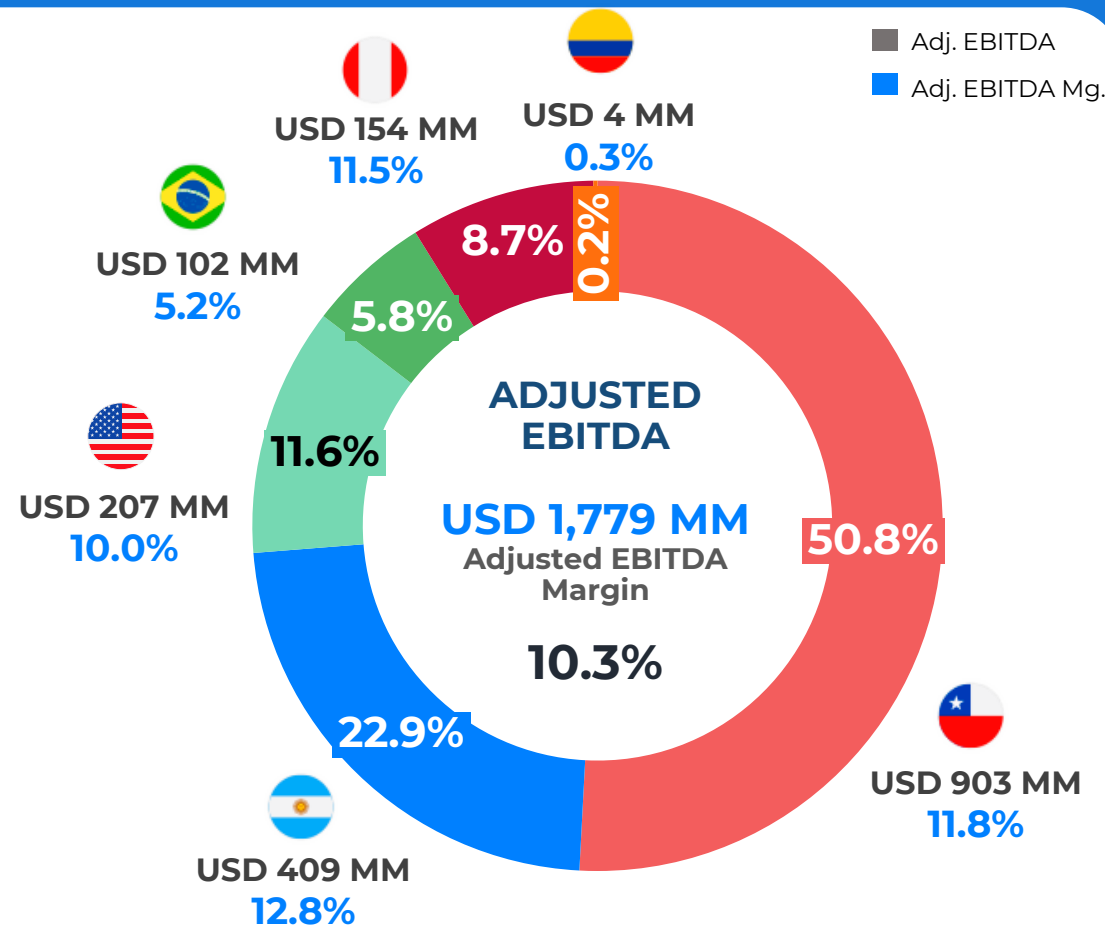
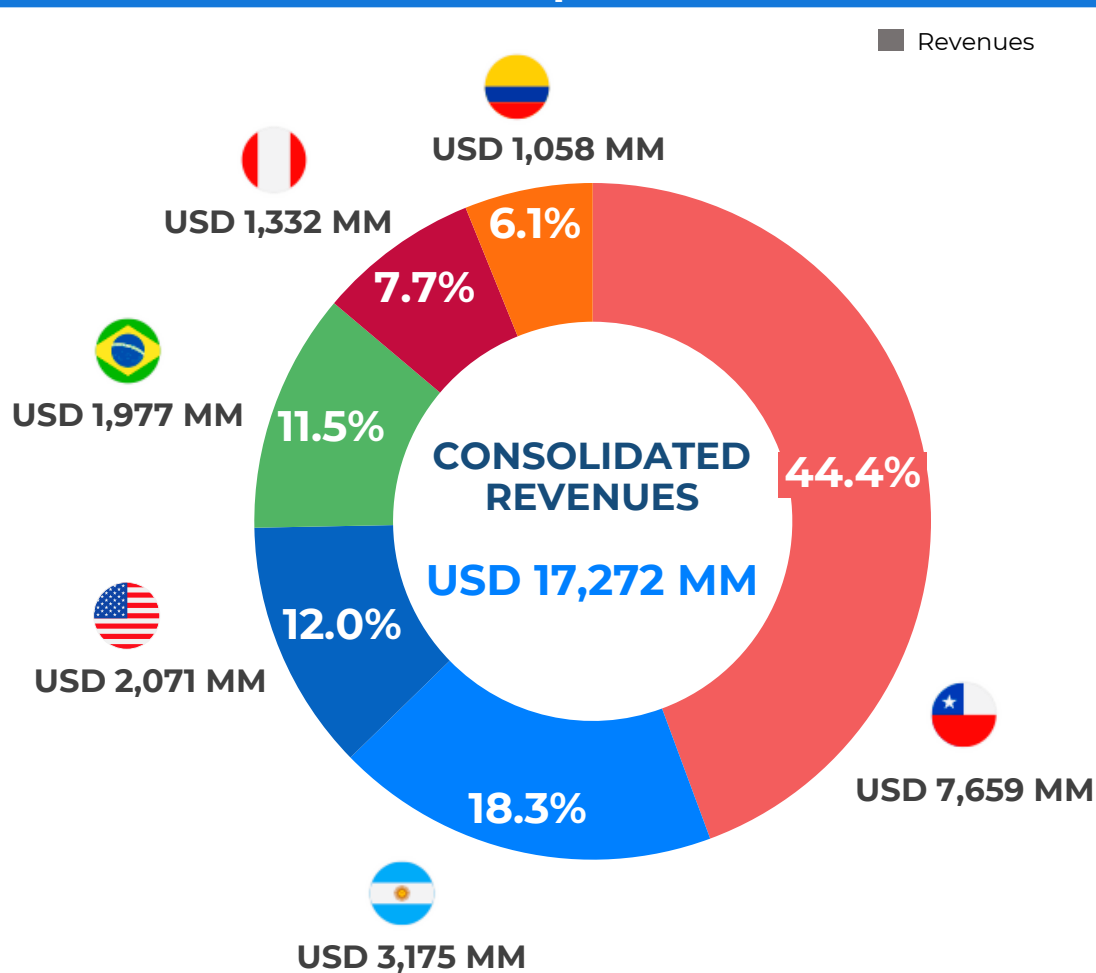


1.6

Strategic Positioning through Geographic Diversification⁽¹⁾



LTM as of September 2024



⁽¹⁾ Average exchange rate for each quarter.

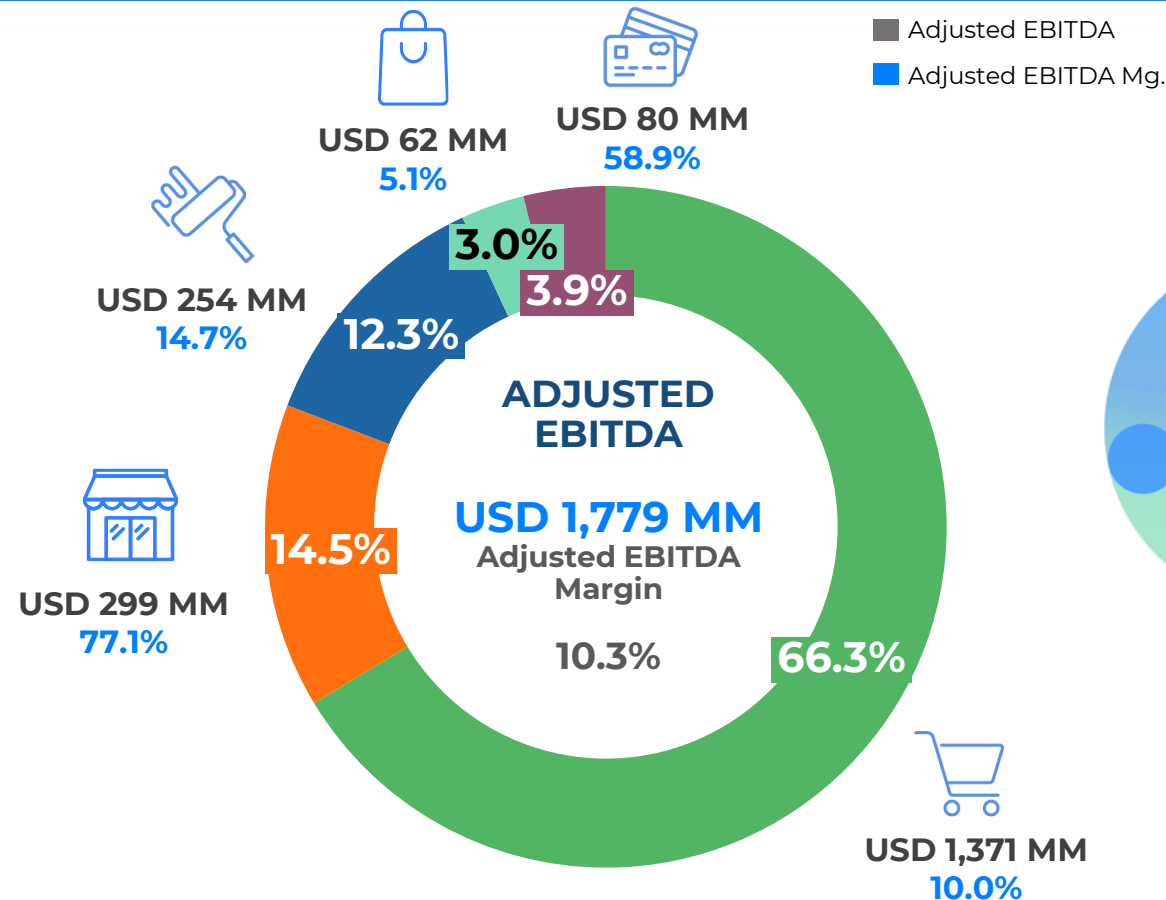
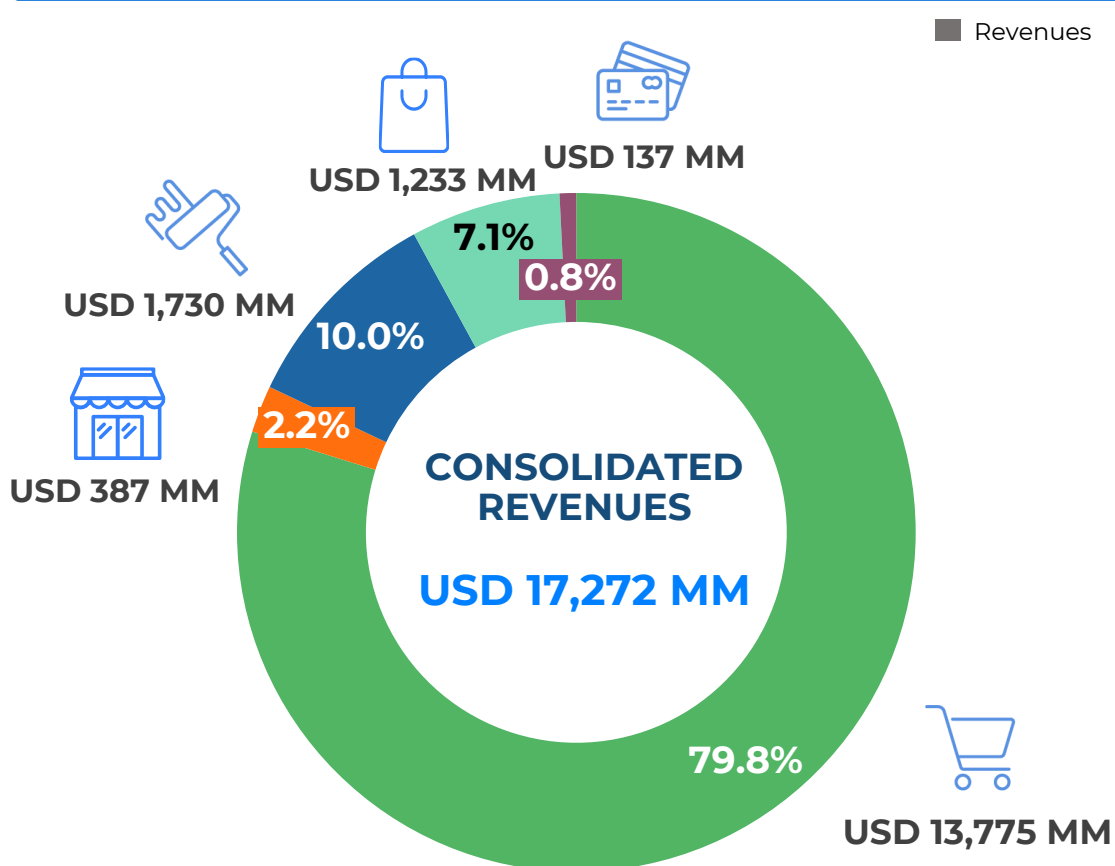


1.7

Business Diversification with a focus on Food Retail



LTM as of September 2024⁽¹⁾



- Supermarket
- Shopping Centers
- Department Store
- Home Improvements
- Joint Venture

⁽¹⁾ Excludes the 'Other' segment with revenues of \$10 million and Adjusted EBITDA of -\$288 million.



1.8 Solid Financial Position



Cash Position 3Q24 ⁽¹⁾

USD 973 MM

Investment Grade

Since 2011

Local

Humphreys **AA** (Stable)

Feller.Rate **AA** (Stable)

International

MOODY'S **Baa3** (Stable)

FitchRatings **BBB** (Stable)

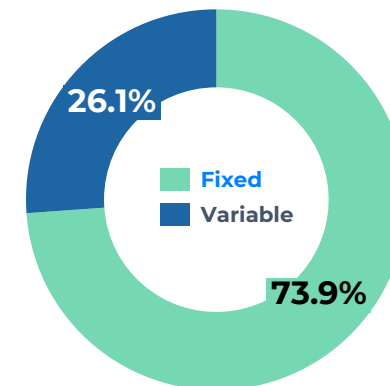
USD Denominated Debt

63.7%

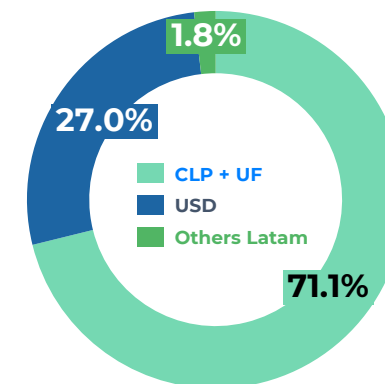
USD Risk Exposure⁽²⁾

13.8%

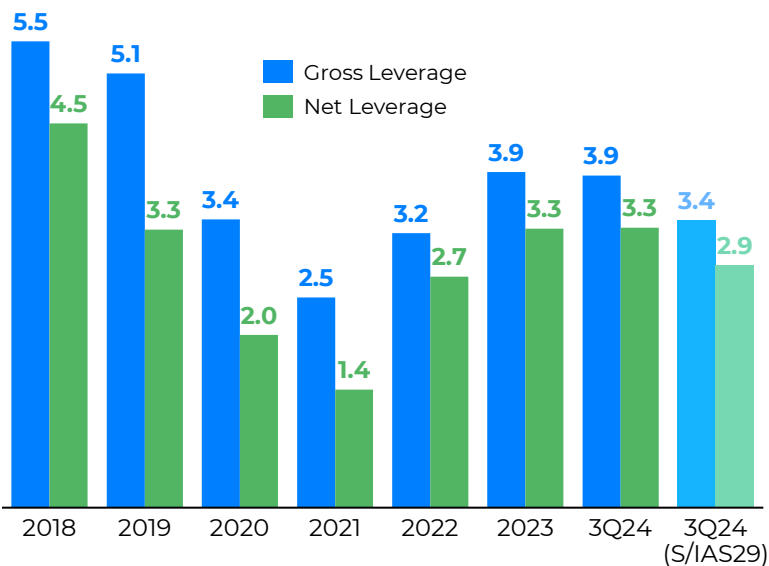
Debt by Rate Type



Debt by Currency (post CCS and other hedges)

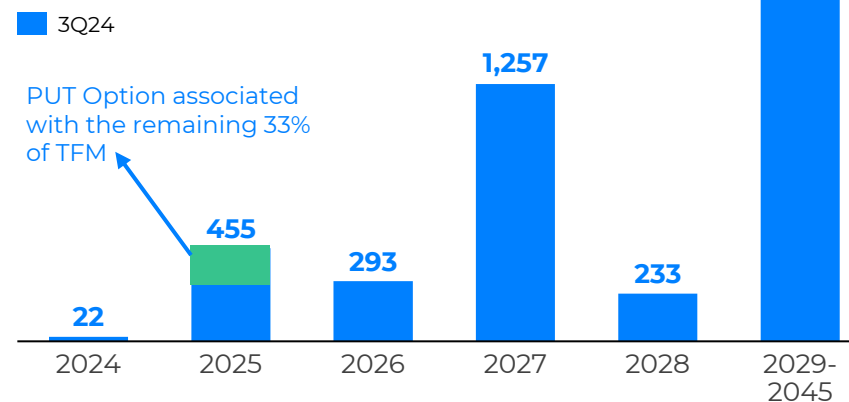


Gross and Net Leverage



Amortization Schedule (USD million)

EBITDA LTM USD 1,779 MM ⁽³⁾



(1) Includes Cash and Cash Equivalents & Other Current and Non-Current Financial Assets At the closing exchange rate of 897.7 / (2) Considers debt in USD and Hedges. / (3) At the average exchange rate per quarter of the last 12 months.



02

Key Strategic Pillars





2.1

Financial Strength:

Private Label Drives Sales Growth and Margin Improvement



Revenues 3Q24

USD 629 MM

+14.1% YoY

Penetration 3Q24

16.2%

Food Penetration
Chile 3Q24

12.4%

+50 bps YoY

Cuisine & Co.

| | Food | | Non-Food | | Total | |
|------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 3Q24 | 3Q23 | 3Q24 | 3Q23 | 3Q24 | 3Q23 |
| Chile | 12.4% | 11.9% | 24.6% | 26.0% | 15.9% | 15.9% |
| Argentina | 16.5% | 15.1% | 12.7% | 11.1% | 15.2% | 13.6% |
| USA | 30.3% | 33.4% | 1.8% | 1.7% | 29.3% | 32.3% |
| Brazil | 4.4% | 4.6% | 3.8% | 3.9% | 4.3% | 4.5% |
| Peru | 15.6% | 15.2% | 33.6% | 35.0% | 18.4% | 18.0% |
| Colombia | 8.3% | 7.8% | 7.0% | 10.6% | 7.9% | 8.7% |
| Total | 15.2% | 15.1% | 19.4% | 21.4% | 16.2% | 16.5% |



2.2 Capex: Focus on Markets with High Growth Potential



9M24 Progress



18

Openings

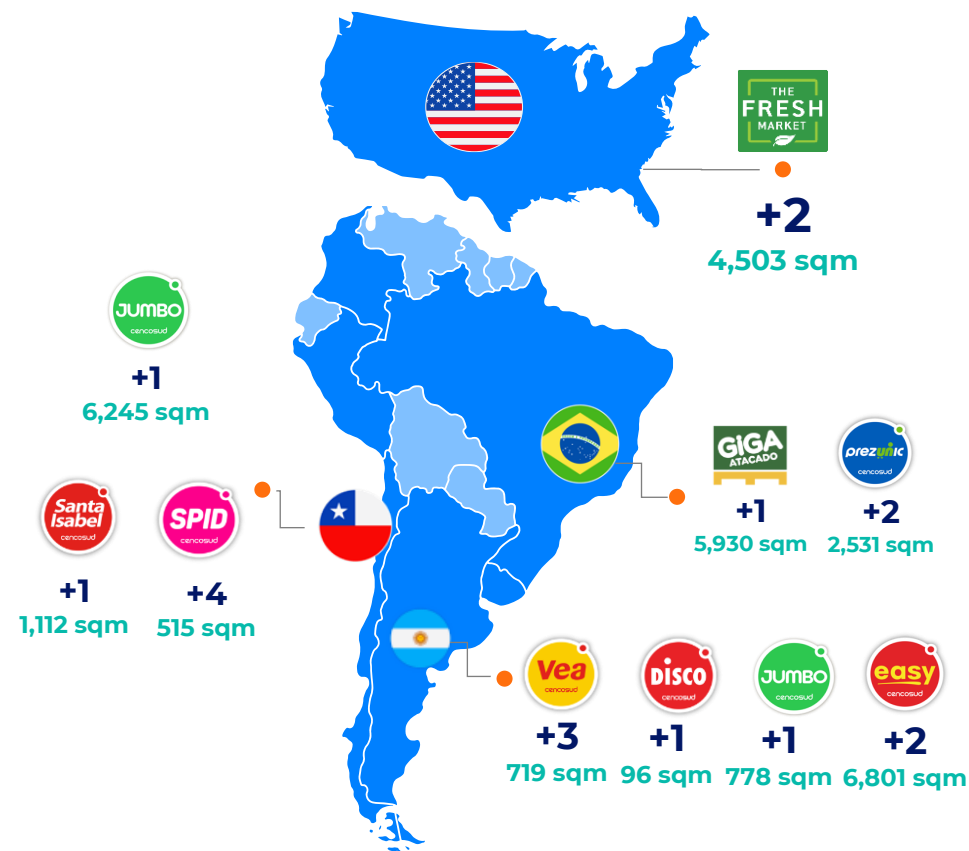


33

Remodels

| 9M24 | Openings | | Remodels | | Closures | |
|--------------|-----------|---------------|-----------|----------|----------|--------------|
| | # | sqm | # | # | # | sqm |
| Chile | 6 | 7,872 | 23 | - | - | - |
| Argentina | 7 | 8,394 | 2 | - | - | - |
| USA | 2 | 4,503 | - | 2 | 2 | 3,417 |
| Brazil | 3 | 8,461 | - | - | - | - |
| Peru | - | - | 6 | 2 | 2 | 5,855 |
| Colombia | - | - | 2 | 1 | 1 | 431 |
| Total | 18 | 29,230 | 33 | 5 | 5 | 9,703 |

9M24 Progress



2 new TFM stores were opened in October

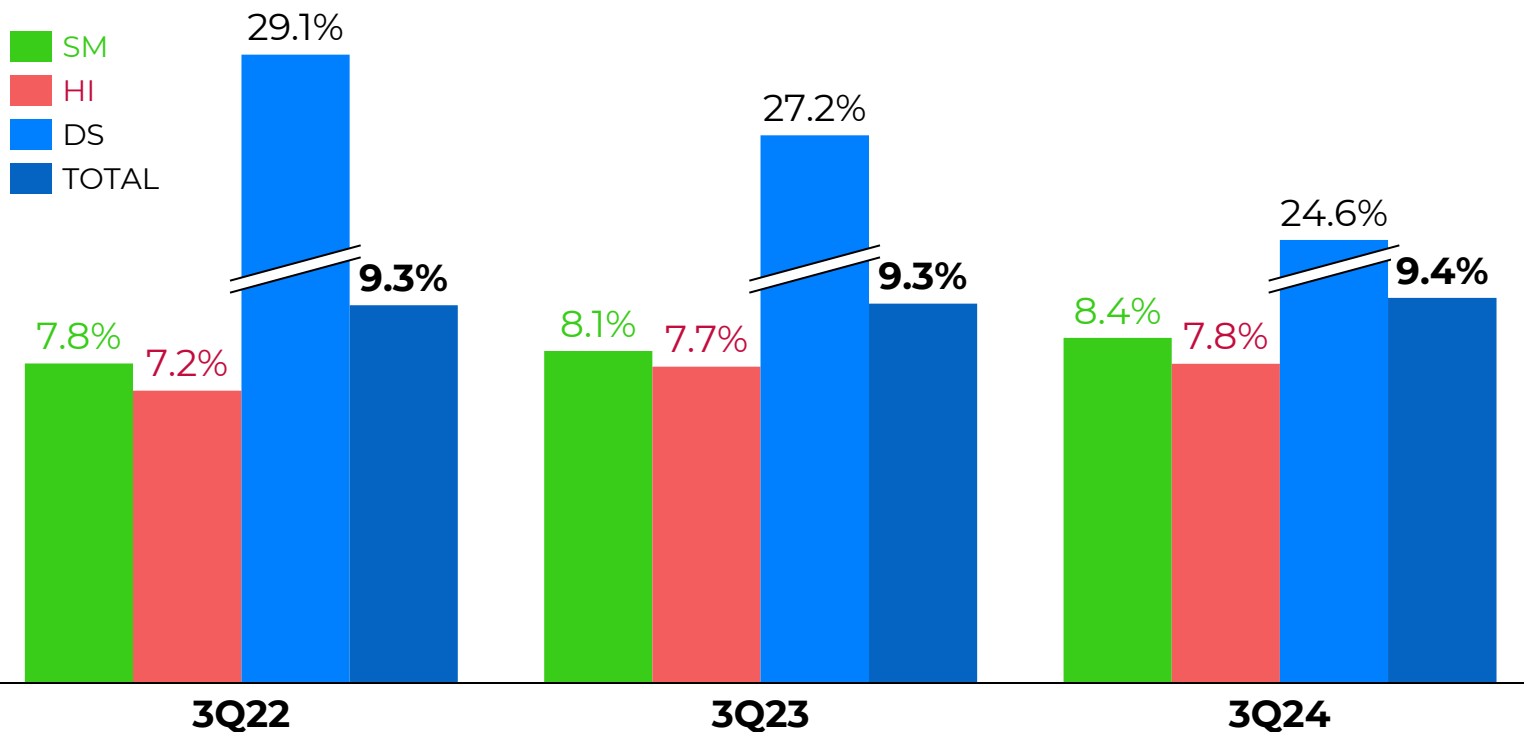


2.3 Innovation and New Trends:

Digital Ecosystem Strategy



Evolution of Online Penetration



New Jumbo Darkstore
Store in Cenco Costanera

Consolidated Online Revenues YoY
+7.3%
YTD



primeⁿ
+55.0%

Total number of subscribers as of September 2024 vs 2023



2.4 Sustainability

Progress



cencosud
sostenible

Planet



Corporate Governance

People



Product



“Reciclación” and “Recicambio” recycling campaigns

9 tons of waste collected

Food Rescue Campaign

1,000 tons of food delivered to social organizations

Organic Waste Campaign

1,000 tons of reused organic waste

Launch of the new code of ethics

In August, Cencosud launched its new Code of Ethics, which expands upon the previous version in three dimensions:

- Human Rights
- Diversity
- Inclusion and Sustainability.

The document was developed in collaboration with the Company's employees, who contributed their ideas and signed it as part of the formal adherence process.

Growth of the Cenco Mujeres program

During the quarter, Chile held its 3rd version and Argentina held its 2nd of this program.

221 | **Women Leaders of the company**

It benefits from the experience and skills of mentors, who share their knowledge and guide the mentees in their development and leadership skills.

Responsible Sourcing Program

As part of the Responsible Sourcing program, Supermarkets Chile consolidated its offer of circular products through eggs, trout, soil and substrate from circular and sustainable processes. At the same time, Wong is promoting the consumption of responsibly sourced trout in Peru, from suppliers certified for their good practices.





2.5

Awards and Recognitions



Both Jumbo and Paris won the 2024 NPS Consumer Loyalty Award

Jumbo receives two awards for quality and service



Cencosud and Paris Recognized for Focus on Diversity and Inclusion

Paris.cl Named Favorite Brand of Cyber Day in Chile



Both Easy and Jumbo won the Procalidad 2024 National Customer Satisfaction Award

Easy was recognized on the CCHC 2024 Honor Roll

Easy once again obtains the “Giro Limpio” seal



The Fresh Market Receives Recognition for Digital Advances

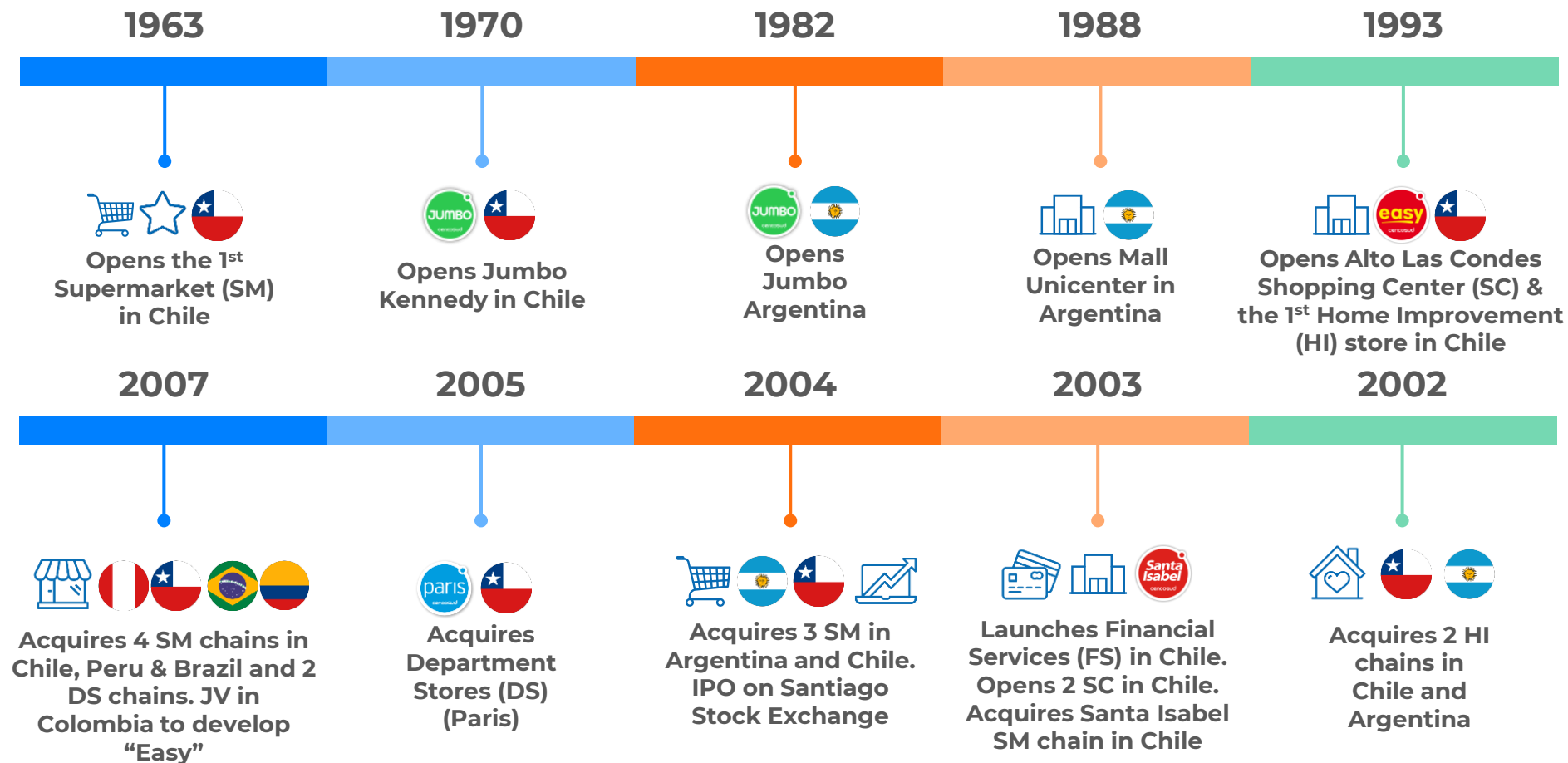


03

Appendix



3.1 Appendix - Cencosud's History



3.2 Appendix - Cencosud's History



2008



Starts FS operations in Argentina. Acquires HI in Argentina

2010



Acquires 2 SM chains in Brazil

2012



Acquires SM chain in Brazil. Opens Costanera Center SC. Buys SM chain in Colombia

2014 - 2018



JV of FS Chile (2014) and Peru (2018)

2019



IPO of Cencosud Shopping

2024



New Retail Ecosystem Department

2023



Launches Cencopay

2022



Acquires 2 SM Chains: The Fresh Market in USA and GIGA Atacado in Brazil
Launch of Technological Hub in Uruguay

2021



Launches Spid, Cencosud Media and Cencosud Ventures

2020



Closes DS in Peru and Paris absorbs Johnson in Chile.
Cornershop strategic Alliance.



3.3 Appendix - Calculations



For the development of this presentation, the following technical and financial aspects have been taken into consideration:

The Market Cap, which was calculated with a cut-off date at the end of September 2024, with a closing price per share of CLP 1,815 and a closing exchange rate of CLP 897,7 per US\$;

The average daily volume traded is based on data from the third quarter of 2024 and considers the stock's daily closing price and monthly exchange rates;

Adjusted EBITDA excludes several items, including exchange rate differences, results by adjustment units, and revaluation of assets;

Revenue and Adjusted EBITDA converted to US\$ using the average exchange rate of: CLP 895,9 - CLP 946,5 – CLP 934,7 – CLP 931,2 per US\$ for each quarter, respectively;

Adjusted EBITDA includes IFRS16;

Revenue and Adjusted EBITDA chart by business excludes the Other segment, which contributed US\$ 10 MM in Revenue and a loss of US\$ 288 MM in Adjusted EBITDA;

Revenue and Adjusted EBITDA exclude the adjustment for Hyperinflation in Argentina (IAS29). Including the effect, revenues as of September 2024 reached US\$ 16,132 million and Adjusted EBITDA US\$ 1,537 million using CLP 946,5 – CLP 934,7 – CLP 931,2 and CLP 934.7 per US\$ for each quarter, respectively. Argentina accounted for 12.6% of total revenues and 11.0% of total adjusted EBITDA;

Dollar-denominated debt, calculated at the closing exchange rate as of September 2024. Debt includes lease liabilities, due to the adoption of IFRS16 standard. Additionally, it includes the effect of hyperinflation in Argentina, a reflection of the IAS29 standard. The amortization schedule is presented net of gains/losses obtained on derivatives, overdrafts and comex debt (excludes futures);

Net debt presented after Cross Currency Swaps and other hedges;

SM refers to Supermarket, FS stands for Financial Services, HI stands for Home Improvement and DS stands for Department Stores, while Arg stands for Argentina, JV stands for Joint Venture, IPO stands for Initial Public Offering, GLA stands for Gross Leasable Area, LTM stands for Last Twelve Month and LC stands for Local Currency.



3.4 Appendix -Disclaimer



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