



## RIPLEY CORP FIRST QUARTER 2022 RESULTS REPORT

- The consolidation of our omnichannel strategy during 2021 allowed us to begin 2022 displaying all our potential in the three Company's segment. This led us to reach CLP\$457.590 millions on incomes, reaching a year-over-year growth of 21,7%, and a net profit of CLP\$11.403 millions. These numbers signify the best first quarter in Ripley's history. With this, the Company achieve its third quarter in a row with historic results.
- The retail segment broke its own records in terms of incomes, EBITDA and net profits. The above, was driven by a strong recovery of sales based on physical streams, conjoined to a consistent improvement in margins and the expenses restraint plan that we've been implementing in recent years. The first three months of 2022 represent retail's best first quarter in history. During this period, our EBITDA amplified itself by 11 times compared to the same period of 2021.
- Our efforts are directed, in one hand, on the continuous strengthening of our physical-digital ecosystem, and on the other hand, to keep improving Ripley's value proposition, achieving our commitment to improve people's life quality. To accomplish that, we have invested on a client centered culture, in which our teams led by innovation edify new solutions to strengthen our omnichannel proposal. Thanks to all of this, during march, we launched our new ecommerce platform, whose entirety was inhouse developed by our Ripleytech team. This fact will allow us to set continuous improvements in our customer's whole purchase process, enhancing the experience of all the people that are part of Ripley's ecosystem.
- Likewise, wining the *eCommerce Awards Chile 2022* was another significant milestone, putting our work, our efforts, and our online commerce's innovations on the spotlight. "Our platform is a place where whole communities coexist, thousands of entrepreneurs get to interact with millions of clients, which main crave is to enhance their life. Receive this prize for second year in a row show us that we are doing things the right way to become top tier referents in the online ecosystem", states Ripley Corp Corporative eCommerce Manager, Andrés Gil.
- Ripley.com leadership during the quarter was expressed in a toughen up of our logistical capacities, improvement of our service level and the integration of new categories thanks to the regular sellers incorporation, whose have access to our infrastructure by our fulfillment service. Just during 2022's first three months, we delivered 53% of our orders in less than 48 hours, growing two times since the first quarter of 2021. Looking into the future, we expect to keep upgrading our delivery commitments continuously and, in that way, solidify the customers preference to us.
- During this first quarter, we kept the momentum on Banco Ripley's digitalization plan. The above expressed quantitatively, 83,4% of our clients were served by digital channels. If we dig deeper into it, 1.1 millions of customers interact with the bank through our app or homebanking, growing 13,4% YoY. In this same line, through these three months, we doubled the volume of digital loans compared to the same period of 2021, showing a 32,7% proportion in terms of the total loans. All of this has paved the way for a restart on our gross loans portfolio's growth, increased by 29,0% compared to last year, closing the quarter with risk indicators positively like pre-pandemic levels.
- Chek, our digital wallet, has gone beyond the 1.1 millions users by March's end, and set a significant milestone by release its new digital card Mastercard Chek, giving our customers the freedom to use their Chek balance in any local and international business that can be paid by Mastercard. This launching will keep giving us traction and to keep boosting the customer experience by the deployment of new digital functionalities and alliances in benefit of our current and future users.

- Today, our focus is putted in keep developing our omnichannel ecosystem. In that order, we are promoting innovation and an agile work structure, which will provide us with the ability to deliver a quick and flexible response to global tendencies changes and our client's needs.

## Consolidated Income Statement

<b>CONSOLIDATED RIPLEY CORP</b> <i>(amounts in MMCLP)</i>	<b>1Q22</b>	<b>Quarterly 1Q21</b>	<b>Var %</b>
Revenues from ordinary activities	457.590	375.927	21,7%
Cost of sales	(306.649)	(255.261)	20,1%
<b>Gross Profit</b>	<b>150.941</b>	<b>120.666</b>	<b>25,1%</b>
SG&A expenses	(140.043)	(123.159)	13,7%
<b>EBIT</b>	<b>10.898</b>	<b>(2.494)</b>	<b>537,0%</b>
Other income (losses)	183	(453)	140,3%
Net financial cost	(9.107)	(10.977)	(17,0%)
Share of post-tax profits of associates	3.322	907	266,3%
Exchange difference & results per adjustment units	3.051	(2.969)	202,8%
<b>Income/loss before taxes</b>	<b>8.347</b>	<b>(15.985)</b>	<b>152,2%</b>
Income tax expense	3.057	6.095	(49,9%)
<b>Income (loss) from continued operations</b>	<b>11.403</b>	<b>(9.890)</b>	<b>215,3%</b>
Income (loss) from discontinued operations	0	0	NA
Non-controlling interest	21	-29	173,5%
<b>Controlling interest Net Income</b>	<b>11.382</b>	<b>(9.861)</b>	<b>215,4%</b>
Depreciation and amortization	(16.776)	(15.966)	5,1%
<b>EBITDA</b>	<b>27.673</b>	<b>13.472</b>	<b>105,4%</b>

### 1. 1Q22 Results

- Ripley Corp's Consolidated incomes reached CLP\$457.590 millions, growing 21,7% YoY. This boost is mainly explained by income's growing on the three Company's segments: retail, banking, and real estate. Therefore, Ripley's best first quarter yet was achieved. With this, the Company achieve its third quarter in a row with historic results.
- A 17,6% YoY raise on the consolidated retail segment's income was reached. This fact was driven by a value proposition that had the capacity to deliver an effective response against the continuous dynamism on both countries since 2021's second half. In Perú, retail segment incomes a were upgraded by 28,3%, boosted mainly by the recovery of our face-to-face streams
- Banking segment incomes grew 33,1% year over year, consolidating the tendency observed since 4Q21. The real state segment saw their incomes rose by 79,4% compared to last year, ratifying the retrieval lived during 2021 and overpassing 2019's first quarter sales levels.

- The gross profit registered a 25,1% increase regarding 1Q21, attaining CLP\$150.941 millions, which is equivalent to a 33,0% of gross margin (+0,9 p.p. versus 2021's first quarter). The main factor behind the above mentioned is a 42,3% growth in retail's segment gross profit, with a 27,9% margin, regaining pre-pandemic positions, explained by a greater participation of softline on the sale mix and to a minor promotional activity
- The goal of our strategy is to enhance our physical and digital processes to our clients to have a great experience in their interaction with the Company, unleashing our omnichannel model's full potential. This was based on automatization and auto-attention initiatives and other measures that impacted on our expenses over incomes ratio, reaching levels of 30,6%, beating the 1Q2021 result by 2.2 percentual points
- The operational result accomplished CLP\$10.898 millions, CLP\$13.391 millions more than previous year's same period. This significant improvement is founded, mainly, by the retail segment which result grew by CLP\$16.324 compared to 1Q2021, partially offset by the CLP\$7.744 shrunk of banking segment's operational result after an increase of the net risk cost leaded by a strong portfolio growth.
- This quarter EBITDA<sup>1</sup> rose to CLP\$27.673 millions, doubling the levels obtained during 2021's first three months. A 6,0% (2.5 p.p over 1Q2021) EBITDA margin was achieved. On another hand, the non-operational result registered a CLP\$2.551 millions loss, falling by 81,1% YoY, mainly explained by a positive result on exchange differences associated to lease liabilities (NIFF 16) in Perú, after a 7,8% appreciation of Peruvian local currency against US dollar, added to a greater profit on associates. We highlight the 11,9% reduction on financial expenses thanks Ripley's lesser debt stock.
- With all the above, the quarter's profit was CLP\$11.403 millions, equivalent to the greatest one for a first quarter in Ripley's history.

## 2. Recent facts

- **Releasing of the digital card: Mastercard Chek**  
After surpassing the 1.1 millions of users, our digital wallet Chek reached new boundaries by launching the new digital Mastercard Chek. Through the app, the card can be required virtually in less than five minutes, giving the customers a new payment method for their local and abroad online shopping. Even when is digital oriented product, it can be used in face-to-face shops that have near field communication (NFC) technology enabled.
- **Ripley awarded as the top 1 Chilean retail by the eCommerce Awards Chile 2022**  
April 28<sup>th</sup> was the date where the eCommerce Awards Chile 2022 disclosed the name of their winners. Between this group, Ripley was awarded as the best in the retail category, fact that recognize the Company's innovation and development to expand the ecommerce and digital economy within the zone.
- **Launching of our new ecommerce platform**  
By the end of March our Ripleytech team released the new ecommerce platform. This one, migrating to a more modern site, will allow us to have greater management independence due to be constructed, administered, and managed entirely by our team. This new platform will provide us with the ability to keep enhancing our customer experience by the optimization of their purchase process, deliveries, and our response speed to them.
- **Feller Rate upgrades Ripley Corp and Ripley Chile credit outlook to stable.**  
The risk rating agency Feller Rate changed the rating outlook from negative to stable as an outcome of the strong results's recovery during 2021. At the same time, the solvency and bonds lines classifications were endorsed in A+.

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<sup>1</sup> EBITDA = Operational Result + Depreciation and Amortization

- **Progress in our ESG strategy: continuous commitment with responsible management in favor of all Ripley's stakeholder**
- **2026's Sustainability goal: 100% of our products must present some sustainable attribute**  
On the same line than our sustainability strategy, which solidify our commitment with people and Earth, we have agreed with a new goal by 2026, where our goal is to reach that the entirety of Ripley's own clothing brands have some process or material more sustainable

### 3. Business's results

#### 3.1 Digital advances

Ripley Corp	Unidad	1T22	1T21	Variación	
				1T22/1T21	1T22/1T20
<b>Retail Consolidado</b>					
Visitas Totales <sup>1</sup>	miles	58.708	60.289	-3%	27%
Unidades Totales Vendidas <sup>2</sup>	miles	2.040	2.594	-21%	106%
Ventas Digitales GMV	MMCLP	136.229	163.215	-17%	141%
Ventas GMV 1P	MMCLP	121.387	141.444	-14%	140%
Ventas GMV 3P	MMCLP	14.842	21.770	-32%	145%
Participación Venta Digital	%	31,5%	43,9%	-12,4p.p.	+11,5p.p.
SKUs Totales <sup>3</sup>	miles	2.568	1.499	71%	166%
Número de Sellers	n°	4.266	2.881	48%	216%
<b>Banco Consolidado</b>					
Clientes digitales <sup>4</sup>	%	83,4%	84,6%	-1,2pp	+29,5p.p.
Chek					
Usuarios Totales	miles	1.143.110	659.205	73%	2704%
Comercios Asociados	miles	81.659	14.425	466%	43%
TPV	MMCLP	8.613	6.077	42%	1622%

1/ Considera las visitas trimestrales, al segmento retail y bancario

2/ Considera unidades vendidas trimestrales

3/ Corresponde a los SKUs totales de Ripley.com

4/ Clientes digitales / Clientes totales

Our omnichannel strategy is based on a continuous fortifying of our ecommerce platform and our financial services, all along with a solid digital wallet and a fidelity program, which combined can offer a unified experience in our all of customers interactions, with the toughen of long-term relationships in sight. During the last years we have been intensely working to have an accelerated digital and logistical development that can go in line with people's new consumption forms, either in online shopping or in our face-to-face stores, introducing innovations that can improve our customer's experiences, consolidating our digitalization and automatization strategies.

In that sense, the digital sales reached a significant participation of 31,5% on total sales, 11,5 p.p. more if we use the pre-pandemic levels as our base. On another hand, the GMV rose to CLP\$136.229 millions, amplifying the 2019's first quarter numbers by three, due to a continuous improvement on our electronic platforms.

Expand our marketplace's product portfolio was one of our goals during the quarter. We succeeded in the above by expanding to new categories such as pets, health, supermarket, home improvement and automotive products, reaching a greater covering our client's needs. This fact has allowed us to grow 65,4% YoY in terms of this new non-traditional categories. Particularly, since Ripley Pets (the new category focused 100% on pets) release by the end of February, we have amplified by four the sales of this segment products. All of this gave us the capacity to increase, compared to 2021's first quarter, the number of sellers and SKU's by 48% and 71% respectively, keeping our leadership position of being the second most searched retail in Chile and Perú.

On another hand, Chek's users number grew 73,4% contrasted with last year same period, going beyond the 1.1 millions of clients, the ones that can purchase in any of our more than 81 thousand associated business, with more than 1.7 millions of transactions till today. By its side, the TPV<sup>2</sup> registered CLP\$8.613 millions during the quarter, growing 41,7% based on 1Q2021.

### 3.2 Retail segment

Retail Segment (amounts in MMCLP)	Chile			Perú			Consolidated		
	1Q22	1Q21	Var %	1Q22	1Q21	Var %	1Q22	1Q21	Var %
Revenues	253.319	222.625	13,8%	102.702	80.055	28,3%	356.020	302.679	17,6%
Gross Profit	74.046	53.183	39,2%	25.183	16.546	52,2%	99.229	69.728	42,3%
SG&A expenses	(66.979)	(58.262)	15,0%	(25.267)	(21.580)	17,1%	(92.246)	(79.842)	15,5%
EBIT	7.067	(5.079)	239,1%	(83)	(5.035)	98,3%	6.984	(10.114)	169,0%
Non-Operational Income	(3.471)	(1.845)	88,1%	1.118	(5.207)	(121,5%)	(2.353)	(7.053)	(66,6%)
Net Income	3.423	(4.648)	173,6%	364	(7.889)	104,6%	3.787	(12.537)	130,2%
EBITDA	16.261	2.972	447,2%	4.010	(1.132)	454,2%	20.271	1.840	1001,8%

During January, February, and March, the retail segment recorded their best first quarter yet. That statement was propelled by 17,6% YoY increment on sales, reaching CLP\$356.020 millions, added to consistent improvement on margins and retaliations of our expenses contention plan that we have been implementing since a couple of years. The main reason of this growth resides in the recovery of our physical channels sales, proved as our main interaction stream with our clients. This provide us a significant competitive advantage against our digital ecosystem competitor because is expected that the face-to-face channels where not be losing their relevancy.

The Chilean operation saw their revenues grow by 13,8% year-over-year and 40,7% with pre-pandemic numbers. This result is founded mainly on the recovery of our in-store sales. CLP\$74.046 millions were reached in terms of gross profit, improving by 39,2% compared to the same quarter of 2021, achieving a 29.2% gross margin with an associated improvement of 5.3 p.p. which is explained by a mix effect associated to recovery of softline participation in relation to 1Q2021, added to a lesser promotional activity hand in hand with an efficient inventory management.

Peruvian's revenues, measured in Chilean Pesos, grew 28,3% year-over-year. This increase was benefited by a 7,4% appreciation of Perú's currency, going from CLP\$198,05 in 1Q2021 to CLP\$212,65 in 1Q2022. On local currency, incomes in Perú were increased by 19,4% compared to 1Q2021 thanks to the physical sales recovery after a total reopening, taking into consideration that during February of 2021 a great number of these stores were closed due to lockdown. Finally, the gross profit registered an improvement of 52,5%, reaching a 24,5% (3.9 p.p. above of 1Q2021) due to a greater incorporation of softline on the sales mix.

On consolidated terms, the segment gross profit rose to CLP\$99.229 millions, growing 42,3% year-over-year thanks to the good results in Chile and Perú, with a gross margin of 27,9%, 4,8 p.p. more than 2021's first quarter. On another hand, the quarter SG&A total expenses were increased by 15,5% compared to the same months of last year, mainly

<sup>2</sup> Whole transaction volume materialized through Chek in our retailers and associated business

because of the sales growth. However, the efficiency rate located itself at 25,9%, growing 0,5 percentual points since 1Q2021, as result of Ripley's transversally implemented initiatives.

As a result, the segment EBITDA registered CLP\$20.271 millions, growing eleven times against the number obtained for last year's same period. For Ripley this number is the highest ever achieved for a first quarter.

The quarter's non-operational result lost CLP\$2.353, due to the positive result of CLP\$2.188 millions registered for exchange difference of IFRS16's leasing liabilities. Either way, the previous number is significantly inferior to the CLP\$7.053 loss obtained during 1Q2021. Taking all the presented numbers into consideration, the segment obtained a CLP\$3.783 millions net income, partially reverting the CLP\$12.537 millions lost in 1Q2021.

To this date, a 100% of our Chilean and Peruvian stores are operating, paving our way to retake our presential channels sales potential.

### 3.3 Banking segment<sup>3</sup>

Banking Segment (amounts in MMCLP)	Chile			Perú			Consolidated		
	1Q22	1Q21	Var %	1Q22	1Q21	Var %	1Q22	1Q21	Var %
Revenues	70.323	51.823	35,7%	26.629	21.044	26,5%	96.952	72.867	33,1%
Gross Profit	39.905	44.077	(9,5%)	16.078	8.718	84,4%	55.983	52.795	6,0%
SG&A expenses	(30.649)	(26.464)	15,8%	(16.560)	(13.002)	27,4%	(47.210)	(39.466)	19,6%
EBIT	9.256	17.613	(47,5%)	(483)	(4.284)	88,7%	8.773	13.329	(34,2%)
Non-Operational Income	(288)	(480)	40,1%	(61)	(17)	(251,8%)	(348)	(497)	(29,9%)
Net Income	8.567	13.117	(34,7%)	(668)	(3.336)	80,0%	7.899	9.781	(19,2%)
EBITDA	11.373	19.848	(42,7%)	1.127	(2.920)	138,6%	12.500	16.929	(26,2%)

By the end of 1Q2022, the merged gross loan portfolio equaled to CLP\$1.145.761 millions, growing 29,0% since March of 2021 due to a greater volume of average loans, which are associated to bigger dynamism on both economies and a normalization of the liquidity measures implemented in Chile and Perú. Additionally, our bank clients base grew 15,4% compared with the same quarter of last year thanks to a greater opening of credit cards and more use the digital channels, reaching more than 1.3 millions of clients, with an 83,4% of them served through our digital platform. All of this is line with our strategy based on gaining greater principality from our customers.

The segment revenues grew 33,1% YoY, reaching CLP\$96.952 millions, supported by the 35,7% and 26,5% growth of those in Chile and Perú respectively. On their part, segment's operational expenses increased by 104,1% explained by a bigger net risk cost in Chile because of the gross loan portfolio growth. Nevertheless, the consolidated gross profit rose itself by 6,0%, registering CLP\$55.983, thanks to 84,4% positive evolution of this result in Perú. An increase of 19,6% on SG&A total expenses was witnessed, which is an outcome of the greater activity and the total reopening of our bank branch in operation. The efficiency rate is kept on healthy levels, reaching 48,7%, signifying 5.5 p.p. less than 1Q2021.

During the first three months of the year, the Chilean gross loan portfolio grew 26,0% compared to 2021's first quarter, propelled by a strong growth on the healthy portfolio, closing the quarter with a 35,7% rise on total revenues, solidifying the tendency observed during the second half of 2021. The gross profit of the segment shrunken 9,5% mainly because of the net risk cost growth due to greater provisions taken on behalf the portfolio's growth. However, the risk indicators, the net risk cost and +90 days defaults are kept on safety levels compared to pre-pandemic ones. As a result, the bank registered a net income of CLP\$8.567 millions.

<sup>3</sup> Financial statements based on the instructions given by Chile and Peru's bank regulator, the Commission for the Financial Market (CMF) and the Banking and Insurance Superintendence (SBS), respectively. In the Headquarters segments of each country is where the IFRS 9 mainly associated net risk costs (expected loss).

On their hand, Peruvian gross loan portfolio grew 34,5% on CLP (PEN's 7,4% depreciation) compared to 1Q2021, exhibiting a positive tendency change after presenting losses five quarters on a row. Due to a greater opening of credit cards, the revenues were increased by 26,5% on CLP, reaching a 28,3% boost on the cards with balance, added to greater preference from the customers to our payment methods outside the store. On another side, the net risk cost was significantly reduced compared to the first quarter of last year, with punishment levels positively different to pre-pandemic ones, as result of the better payment behavior witnessed through the quarter. The above led us to reduce, in a big way, the losses obtained during 1Q2021, registering an improvement of CLP\$2.668 millions compared to last year's same period.

The consolidated net income of the banking sector rose to CLP\$7.889, falling 19,2% compared to the first three months of 2021, driven by a shortening of the profit in Chile associated to a greater net risk cost, which is consequence of the gross loan portfolio's strong growth, partially depleted by the better performance in Perú

### 3.4 Real Estate segment

Real Estate Segment (amounts in MMCLP)	Chile			Perú			Consolidated		
	1Q22	1Q21	Var %	1Q22	1Q21	Var %	1Q22	1Q21	Var %
Revenues	111	94	17,6%	6.789	3.753	80,9%	6.900	3.847	79,4%
Gross Profit	111	94	17,6%	6.789	3.753	80,9%	6.900	3.847	79,4%
SG&A expenses	0	0	NA	(1.667)	(1.417)	17,7%	(1.667)	(1.417)	17,7%
EBIT	111	94	17,6%	5.122	2.336	119,3%	5.232	2.430	115,3%
Non-Operational Income	4.011	1.015	295,1%	862	(3.935)	121,9%	4.873	(2.920)	266,9%
Net Income	3.906	1.055	270,3%	4.193	(1.137)	468,8%	8.099	(82)	9951,6%
EBITDA	111	94	17,6%	5.156	2.364	118,1%	5.267	2.458	114,2%

During this quarter, the real state segment saw their consolidated increased by 79,4%, reaching CLP\$6.900 millions. The quarter's merged EBITDA were CLP\$5.267 millions, doubling the 1Q2021 result, with a 76,3% EBITDA margin associated.

In Chile, the result of this segment is related to the participation on the associated business of Inmobiliaria Viña del Mar S.A. and Nuevos Desarrollos S.A. in which has a 50% and 22,5% participation respectively. Those enterprises registered CLP\$3.322 in net incomes during the quarter

In Perú, the outcomes of this segment are strictly related to Mall Aventura S.A., society owned 100% by Ripley. During this first three months of the year, the revenues rose to CLP\$6.789 millions, achieving an 80,9% growth over the same period of last year, after a 29,2% of increase on the visitor flow to our malls, thanks to a normalization of the sanitary situation. This way, sales from our tenants were propelled and the need to apply discounts on their rent was abandoned. Additionally, the operative GLA saw an improve of 28.4 p.p. YoY, reaching 88,0% standards due to the less vacancy level of our Chiclayo shopping center. On another hand, the efficiency rate located itself at 24,2%, improving 12.7 p.p. since March of 2021, closing the quarter with an EBITDA of CLP\$5.267 millions, the highest one yet registered during a first quarter.

To this day, our three shopping centers are functioning. However, they are doing it under certain operational restraints and a crowd limit.

### 3.5 Headquarters segment

Headquarters (amounts in MMCLP)	Chile			Perú			Corporate			Consolidated		
	1Q22	1Q21	Var %	1Q22	1Q21	Var %	1Q22	1Q21	Var %	1Q22	1Q21	Var %
Revenues	(919)	(633)	(45,2%)	(336)	(2.042)	83,5%	(1.027)	(791)	(29,9%)	(2.282)	(3.466)	34,2%
Cost of sales	(4.576)	2.146	(313,2%)	(5.349)	(5.180)	3,3%	1.036	796	30,2%	(8.889)	(2.238)	297,1%
Cost of sales Retail	(5.495)	(1.578)	248,3%	-809	-	NA	1.036	796	30,2%	(5.268)	(782)	573,9%
Cost of sales Banking	920	3.724	(75,3%)	(4.540)	(5.180)	(12,4%)	0	0	NA	(3.620)	(1.457)	148,6%
Interest expenses	3,1	5,7	(45,2%)	0	0	NA	0	0	NA	3	6	-45,2%
Cost net of risk	0	3250	(100,0%)	(4.540)	(5.180)	(12,4%)	0	0	NA	(4.540)	(1.930)	135,2%
Others	916	468	95,7%	0	0	NA	0	0	NA	916	468	95,7%
Real Estate Cost of Sales	0	0	NA	0	0	NA	0	0	NA	-	-	NA
Gross Profit	(5.495)	1.513	(463,2%)	(5.685)	(7.223)	(21,3%)	9	5	73,9%	(11.171)	(5.704)	95,8%
SG&A expenses	585	(1.739)	(133,7%)	1.540	(19)	(8237,0%)	(1.045)	(677)	54,4%	1.080	(2.434)	-144,4%
EBIT	(4.910)	(226)	(2075,9%)	(4.146)	(7.242)	(42,8%)	(1.036)	(671)	(54,3%)	(10.091)	(8.139)	24,0%
Non-operational Income	1.818	343	429,6%	(202)	518	(138,9%)	(6.340)	(3.883)	63,2%	(4.723)	(3.022)	56,3%
Net income	1.250	1.416	11,7%	(3.081)	(4.740)	35,0%	(6.551)	(3.728)	(75,7%)	(8.382)	(7.052)	(18,9%)
EBITDA	(4.649)	46	NA	(4.680)	(7.130)	34,4%	(1.036)	(671)	(54,3%)	(10.365)	(7.755)	(33,7%)

In the headquarters segment, consolidation adjustments are recognized for intercompany transactions, the gaps that are generated between the regulatory provision model with respect to the IFRS9 expected loss model for the banking segment, and the contributions of the business as a whole.

As a result of our physical channels recovery, and a greater financial operation in-store as consequence, contributions to the joint venture between banking and retail were made, which are re-classified on the headquarters segments, with an increase of the retail business's cost of sales as a result.

The Peruvian case implies the following gaps: I) difference between the provision under expected loss (IFRS9) and the provision under the regulatory model, and II) any provision in addition to what is required by law. In this way, the gap generated in the quarter due to the difference in the regulatory provision model with respect to the expected loss model, the Peruvian headquarters segment registered CLP\$4.150 millions on net risk cost for additional provisions.

With all this, the headquarters EBITDA registered CLP\$10.365 millions on losses.

#### 4. Main indicators <sup>4</sup>

RETAIL BUSINESS	Unit	2021				2022
		1Q	2Q	3Q	4Q	1T
<b>RETAIL CHILE</b>						
Variation in Retail Sales	%	145,5%	116,6%	90,7%	30,9%	13,8%
Inventory	MMCLP	190.589	179.464	228.952	218.858	259.883
m2 sale area	m2	290.857	288.570	288.570	288.570	288.570
Number of Open Stores (average)	n°	26	14	42	45	45
Total Number of stores	n°	45	45	45	45	45
<b>RETAIL PERÚ</b>						
Variation in retail sales	%	18,8%	373,1%	37,8%	10,8%	28,3%
Inventory	MPEN	566.810	600.717	614.952	634.730	685.412
m2 sale area	m2	203.597	203.597	203.597	203.597	203.597
Number of Stores Open (average)	n°	23	26	30	31	31
Total Number of stores	n°	31	31	31	31	31
<b>BANKING BUSINESS</b>						
	Unit	2021				2022
		1T	2T	3Q	4Q	1T
<b>RIPLEY BANKING CHILE</b>						
Loan Flows	MMCLP	285.946	332.261	364.392	446.727	382.782
Gross Loan Portfolio	MMCLP	645.652	652.445	671.209	772.757	813.738
Provisions/ Total Gross Loan	%	8,4%	7,8%	6,9%	7,1%	7,9%
LTM Net risk cost/LTM Average Loan Portfolio	%	7,0%	1,5%	1,0%	3,0%	4,9%
Recovery net write-offs	MMCLP	3.813	3.518	5.194	3.277	11.079
Net write-offs (LTM)/Average Loan Portf (LTM)	%	11,9%	8,3%	4,0%	2,4%	3,3%
Over 90 Days NPL's	%	2,8%	2,9%	2,1%	1,9%	2,4%
Number of credit cards with debt	thousands	857	876	900	967	942
Basel	%	21,96%	22,07%	22,50%	21,49%	20,88%

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a) Bank's portfolio is the gross loan portfolio by the end of the period

b) Default calculated with each country local currency and on the gross portfolio

c) The financial numbers are from each country banking segment, based on the methodologies imposed by the regulators CMF and SBS in Chile and Perú, respectively

d) In Chile, the write offs to the clients portfolio is made for every balance that has more than 180 días of default, by the end of each month; for the Peruvian case, is made for those balances that has more than 150 days of default and haven't been judicialized yet

e) LTM portfolio considers the average portfolio during the last twelve months

f) EBITDA margin of operating malls considers Income net of recovery of common expenses and other minor concepts

g) Average operative GLA, same malls (Mall Aventura Arequipa y Mall Aventura Santa Anita)

h) Average operative GLA malls (Mall Aventura Arequipa, Mall Aventura Santa Anita y Mall Aventura Chiclayo)

i) The average vacancy for 4Q20 is corrected, from 8.6% to 7.9%, when figures from Mall Aventura Chiclayo, opened in November 2020, are included.

j) The stores open (average) are calculated based on the days with attention to the public during the quarter

BANKING BUSINESS	Unit	2021				2022
		1T	2T	3Q	4Q	1T
<b>RIPLEY BANKING PERU</b>						
Loan Flows	MPEN	559.961	714.915	823.103	1.023.304	978.957
Gross loan portfolio	MPEN	1.273.844	1.286.215	1.279.100	1.450.481	1.539.742
Provisions/ Total Gross Loan	%	12,8%	10,9%	8,2%	6,1%	6,0%
LTM Net risk cost/LTM Average Loan Portfolio	%	21,2%	15,3%	16,8%	7,6%	6,5%
Recovery net write-offs	MPEN	217.162	45.425	51.183	34.432	28.270
Net write-offs (LTM)/Average Loan Portf (LTM)	%	21,0%	24,9%	29,3%	26,3%	11,8%
Over 90 Days NPL's	%	3,4%	3,9%	2,7%	1,7%	1,8%
Number of credit cards with debt	thousands	327	343	359	418	419
Basel	%	12,95%	12,41%	14,30%	13,57%	14,29%
Gross loan portfolio	MMCLP	242.585	244.428	253.215	308.326	326.338
Recovery net write-offs	MMCLP	52.790	29.068	2.233	1.834	1.047
<b>REAL ESTATE BUSINESS</b>						
REAL ESTATE BUSINESS	Unit	2021				2022
		1T	2T	3Q	4Q	1T
<b>CONSOLIDATED MALL AVENTURA</b>						
Mall sales	MPEN	235.163	275.389	347.397	421.148	325.504
Average Vacancy	%	8,1%	7,9%	6,7%	6,1%	7,0%
Average GLA	m2	204.526	204.540	204.522	204.588	208.055
Average operative GLA, same malls	%	58%	80%	83%	89%	90%
Average operative GLA malls	%	60%	78%	82%	87%	88%
Total EBITDA	MPEN	11.938	17.896	17.740	39.992	24.245
EBITDA Margin of operating malls	%	72%	83%	83%	95%	83%
<b>MALL AVENTURA AREQUIPA</b>						
Mall Sales	MPEN	107.122	120.347	147.349	183.636	147.041
Average GLA	m2	72.566	72.562	72.553	72.552	72.481
EBITDA Margin of operating malls	%	85%	85%	94%	97%	91%
<b>MALL AVENTURA SANTA ANITA</b>						
Mall Sales	MPEN	77.954	102.415	128.444	151.954	147.041
Average GLA	m2	84.371	84.378	84.379	84.382	87.927
EBITDA Margin of operating malls	%	72%	81%	80%	77%	81%
<b>MALL AVENTURA CHICLAYO</b>						
Mall Sales	MPEN	50.086	52.627	71.603	85.558	64.675
Average GLA	m2	47.589	47.600	47.590	47.653	47.647
EBITDA Margin of operating malls	%	46%	85%	63%	88%	74%

## 5. Financial structure

Ripley Corp closed the quarter with a liquidity level of CLP\$393.778 millions. The banking segment finished the period with a liquidity equivalent to CLP\$335.472, while the non-banking segment conclude these first three months of the year with a liquidity of CLP\$58.306 millions.

**Leverage level for banking vehicles:** to March 31<sup>st</sup> the whole financial debt of the segment rose to CLP\$1.150.251 millions. On its hand, the leverage (NFD / Equity) was 2.64x, showing a little growth from 2.56x in December 2021. In addition, Chilean solvency rate (Basel ratio) located itself at a lower level than the one observed during 1Q2021, while Perú has a better level compared to 2021's closure.

Banco Ripley	Capital Index		
	mar-22	dic-21	mar-21
Chile	20,88%	21,49%	21,96%
Perú	14,29%	13,57%	12,95%

**Leverage level for non-bank vehicles:** To the quarter's closure, the net financial debt of the segment was CLP\$340.259, growing CLP\$151.151 millions since December of 2021, due to a reduction on liquidity explained by the increase of working capital derived from the seasonality of the business. The leverage indicator (net financial debt / assets) grew 0.18 times from the December 2021's 0.10 times.

RIPLEY CORP (ammounts in MMCLP)	Non-Banking		Banking		Total	
	mar-22	dic-21	mar-22	dic-21	mar-22	dic-21
Cash and investments <sup>1</sup>	58.306	197.997	335.472	337.394	393.778	535.391
Financial Debt <sup>2</sup>	398.565	387.105	1.150.251	1.081.454	1.548.816	1.468.559
NFD	340.259	189.108	814.779	744.060	1.155.038	933.169
Equity	682.250	681.952	308.117	290.279	990.367	972.231
Assets	1.912.977	1.978.411	1.640.002	1.558.625	3.552.979	3.537.036
<b>DFN/Assets</b>	<b>0,19x</b>	<b>0,10x</b>	<b>0,52x</b>	<b>0,43x</b>	<b>0,36x</b>	<b>0,26x</b>
<b>DFN/Equity</b>	<b>0,41x</b>	<b>0,22x</b>	<b>2,75x</b>	<b>2,31x</b>	<b>1,10x</b>	<b>0,80x</b>

1) Cash and Equivalents and Other Financial Assets are considered

2) To calculate the Financial Debt, the following is considered: Other Current Financial Liabilities + Other Non-Current Financial Liabilities

+ Financial Leases

## **6. Risk and balance analysis**

Ripley is exposed to the inherent risks related to the business in which the Company takes part, mainly influenced by the global economy cycles effects, but particularly, to the Chilean and Peruvian economies ones, natural disasters and legislation changes that can intercede the normal course of business.

Transversely, the retail, banking and real estate business are exposed to market, credit, and liquidity risks. Next, an overview with some of the main risk factors for Ripley's segments is displayed.

### **6.1 Sanitary emergencies risks**

The sanitary emergencies as the one provoked by the SARS-CoV-2 Virus (COVID-19 disease catalyst), that is shocking almost the entire world, affects the markets in which the Company operates, including the entirety of its actors, from our clients to our suppliers. The impacts of the transmissible disease's outbreaks or public health pandemics already had a negative effect our business, finances, and results, and it's possible that it would keep generating them.

One of the main aftermaths coming from the SARS-CoV-2 pandemic is the interruption of business in which Ripley takes part, consequence of the sanitary measures imposed by the corresponding authority.

Arrangements to reduce COVID-19 propagations has been adopted by the Company, based on instructions given by the sanitary authority of each country. Nevertheless, the measures taken by the companies aren't necessarily a guarantee for reduction or limitation of commercial and financials impacts, since the return to the normal development of activities is being carried out gradually and gradually, having the respect of the health protection measures, both of our clients and our collaborators as a priority.

This emergency is still under development, and, in fact, its evolution had some regressions caused by the new COVID-19 outbreaks and the irruption of its Delta and Omicron variants. The markets in which Ripley takes part are already reflecting the financial effects coming from the economic slowdown, the ones that have the potential to unleash an economic recession that will affect the Company's businesses, their clients, and suppliers. To this day, it's impossible to put the final effect caused by this sanitary emergency on the Company's activities into numbers.

To the date, all our stores and bank offices are open to public in both countries, although with some capacity restrictions and sanitary measures that seek to protect our clients and collaborators.

The consequences of the risks arising from this health emergency could negatively affect the other risk factors described in this section.

### **6.2 Political risk**

Since October of 2019, the general discomfort of some sectors of the population resulted in protests throughout Chile, which caused business interruptions throughout the country, especially in Santiago and other major cities, such as Valparaíso and Concepción.

This social unrest directly impacted the Company by causing the closure of shopping centers and stores, as well as the application of travel restrictions, reducing pedestrian traffic and economic activity.

After three weeks of nationwide protests against the government, then-Chilean President Sebastián Piñera announced in November 2019 that he would begin a process to draft a new constitution for the country. Social unrest, the number of protests and business interruptions in Chile decreased substantially after the announcement and the government set a first date for a referendum in April 2020, which was later delayed because of the COVID-19 pandemic. Finally, a national referendum was held on October 25, 2020, to determine whether a new constitution should be drafted, and if so, whether it should be drafted by (i) the members who would be elected to form a new

constitutional convention or (ii) the members of a mixed constitutional convention composed of half members of Congress and half directly elected citizens. As a result, 78% of the votes cast agreed to adopt a new constitution and 79% opted for a new constitutional convention (without the participation of existing representatives in Congress).

After the elections of May 16, 2021, the Constitutional Convention was made up of a majority of members linked to sectors of opposition to the government that at that time was led by Sebastián Piñera, with a strong presence of independent members. There is still great uncertainty about the process of approving a new Constitution and new protests and political instability, which have been carried out in isolation, cannot be ruled out. In addition, the current Constitution is in force since November 11, 1980, and any new Constitution could change the political situation in the country, potentially affecting the Chilean economy and business prospects and, ultimately, the Company and the market for our products. The Constitutional convention began its work on July 4, 2021, and is currently in the final stage of approving the norms of the new Constitution that will be submitted to a mandatory approval plebiscite in September 2022. On the other hand, in March In 2022, Mr. Gabriel Boric assumed as President of the Republic, who appointed his first cabinet, which is characterized by being equal.

On the other hand, in the case of Peru, the presidential general elections were held on April 11, 2021. As a result, the presidential candidates, Mr. José Pedro Castillo Terrones and Mrs. Keiko Sofía Fujimori Higuchi, obtained the greater number of votes, but not the absolute majority, giving rise to a second electoral round that took place on June 6, 2021, and that after various review processes of the scrutiny concluded with the proclamation of Mr. Castillo as President elect.

Moreover, the constitutional process will end few months away from the installation of Chile's new government, after the election of Gabriel Boric Font as the Republic President, who competed as part of the "Apruebo Dignidad" coalition, headed by the Frente Amplio and the Chilean Communist Party. All the above is part of the context in which the Company is developing in Chile and that could have a positive or negative impact on its performance. On the other hand, in the case of Peru, the second electoral round that took place on June 6th, 2021, and after various review processes of the ballots, concluded with the proclamation of Mr. Pedro Castillo as president-elect.

The first months of Pedro Castillo's government brought consequences for the economy, reflected in the increase in the price of the dollar and higher inflation; In addition, greater political and legal uncertainty, due to the majority rejection of the measures that were intended to be implemented, but that to date have not been carried out. This is how, during the first six months of the mandate, there have been three ministerial cabinets, the last of them made up, just on February 1st, by a mixture of politicians from different benches, with the intention of avoiding an immediate vacancy. This third cabinet must be submitted to the confidence of Congress within 30 days following the date on which it was constituted. In general, the consequences of political risks could negatively affect the other risk factors described in this section.

### **6.3 Interest rate risk**

Ripley Corp uses different short- and long-term financing instruments, in Chilean pesos, Unidades de Fomento, Peruvian soles, US dollars and euros. Generally, financing is contracted at a fixed rate, to avoid interest rate risk. In the case of variable rate financing, the Company evaluates the contracting of derivatives, which allow eliminating the volatility that these could generate in the financial statements. Additionally, short-term financing that could eventually be renewed is exposed to fluctuations that may occur in market interest rates with the consequent risk of increased financial expenses.

### **6.4 Evolution of Chilean and Peruvian economies**

The behavior of consumer agents is affected by the general performance of the economy, as well as the expectations of it: growth, inflation, employment, interest rates, among others. The foregoing, in addition to affecting purchasing behavior, also impacts the willingness to pay the credits contracted. Therefore, negative changes in growth, inflation and employment indicators could affect the Company's results.

## **6.5 Market structure risk**

The Company does not depend on a particular supplier, on the contrary, it has a wide range open to the world, having agents distributed in different geographical regions that facilitate its access to supply sources. Nor does it face a risk of customer concentration since it serves millions of them in different socioeconomic strata. Ripley currently markets thousands of products in Chile and Peru. For all the above, its specific risk in the sense described is low and is not different from that of retail trade in general and that of large stores.

## **6.6 Legal, regulatory, and administrative action of the local authority**

The financial situation and the operating results of the Company and its subsidiaries could be affected as a result of the enactment, modification and/or repeal of any regulations that apply to them, whether they are administrative, labor or tax matters, among others. The effects of eventual modifications to current regulations would affect the results, depending directly on the degree of relevance in the business and the restrictive, neutral or expansive sense that it had on it.

Additionally, the different reforms or political changes can also affect the confidence of consumers and businessmen, affecting consumption and/or investment.

## **6.7 Exchange rate risk**

Both the Chilean and Peruvian currencies are subject to variations with respect to the US dollar and other international currencies. Part of the products offered for sale in our stores are purchased in foreign countries, therefore, during the period in which such import operations are pending payment, there is an exposure to exchange rate fluctuations.

However, the Company maintains the policy of hedging the risk arising from exchange rate variations on the net position of liabilities due in foreign currency, through instruments designed for such purposes. In order to mitigate this risk, the Company uses derivative hedging instruments, which are held solely to cover the associated risk and thus compensate it significantly.

On the other hand, because of the adoption of the IFRS16 regulation and associated mainly with long-term lease contracts in dollars in the retail and real estate segments in Peru, exchange fluctuations are generated based on the movement of the Sol with respect to the USD. Being an accounting impact, the Company has decided not to hedge this exposure.

## **6.8 Competition risk**

Rather than being a risk, competition is the essence of doing business in free market economies. To maintain and increase the solid position it holds, Ripley will continue to develop its cutting-edge competitive strategy, aligning with it, the performance in the key variables of the business and the trust, reputation, omnichannel, digitization and convenience that the brand represents for customers. The activities carried out by the Company are inserted in highly competitive markets. In recent years, the arrival of many specialty retailers, both national and international, with a physical and/or digital presence, and the entry of new digital actors of services and financial products that have increased competition. Ripley's results may be affected depending on the aggressiveness or intensity of the competition. Likewise, the banking markets in Chile and Peru are highly competitive. Recent years have seen strong competition from local and foreign banks, as well as department stores offering credit cards and local and international capital markets lending to business customers, fintechs, as well as other digital competitors. Competition could reduce the interest rates and fees we are able to charge our clients, which could negatively affect loan growth and put pressure on margins.

## **6.9 Credit on banking segments risk**

One of the bank's main activities is granting loans to customers. Credit risk is the possibility that banks may incur a loss due to partial or total non-compliance with the resources provided to a specific client. Given the foregoing, financial institutions must permanently evaluate their entire loan portfolio and their contingent credits, in order to timely establish the necessary provisions and sufficient to cover the losses, due to the eventual non-recovery of these. For this purpose, banks use evaluation models that they consider to be the most appropriate, considering the type of portfolio and the characteristics of the operations.

## **6.10 Asset's damage or spoilage risk**

The Company carries out its activities using many assets, those that are affected could reduce its equity and results. However, the fixed assets of the building, infrastructure, installation and equipment, merchandise, plus the risks of civil liability that could originate in them, are covered for operational risk, through the pertinent insurance policies.

## **6.11 Cybersecurity risk**

The networks and computer infrastructure of the Company, as in the case of other companies in the same field or other businesses, are exposed to the eventual occurrence of cyber risk situations that could potentially affect the equipment, information or cause the interruption of our operations. operations. However, the Company is constantly concerned to prevent the occurrence of these risks and remains vigilant, even more so with the advancement of digital technologies present in the development of our businesses. Therefore, the Company maintains insurance policies to mitigate the potential impacts produced by this type of risk. If these factors materialize, individually or in combination, they could have an adverse effect on our operations.

## Investor Relations

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