Larrain Vial Andean Conference

Ripley Corp
March 2023



Disclaimer

This presentation contains forward-looking statements, including statements regarding the intent, belief or current expectations of the Company and its management. Investors are cautioned that any such forward-looking statements are not guarantee of future performance and involve a number of risks and uncertainties including, but not limited to, the risks detailed in the company's financial statements, and the fact that actual results could differ materially from those indicated by such forward-looking statements.



Agenda

01 **Ripley at a glance**

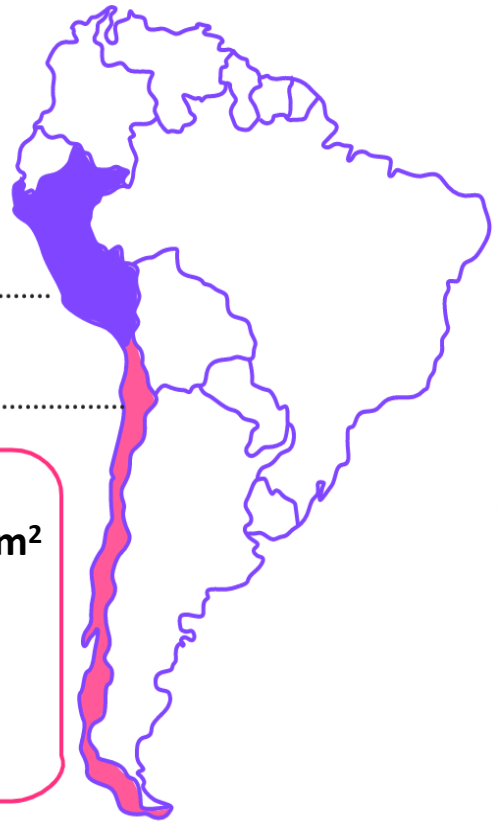
02 Strategic Pillars

03 Financial & Operational Figures

Ripley Corp at a glance

Ripley is a leading company in the financial retail industry, both in Chile and Peru

Retail	**31** stores Selling surface:**203,597m²**
Banking Business	**33** bank branches **US$391 mm** Gross Loan Portfolio
Shopping Centers	**3** Shopping Centers

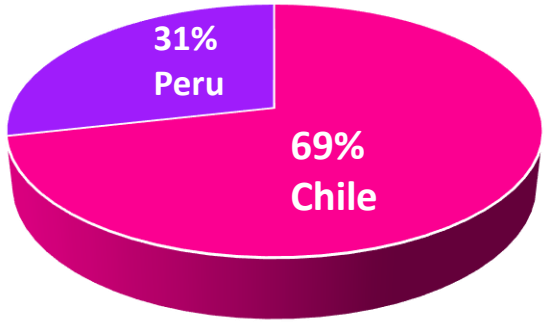


Retail	**45** stores Selling surface: **285,821m²**
Banking Business	**9** bank branches **US$910 mm** Gross Loan Portfolio
Shopping Centers	**11** Shopping Centers [1/]

Ripley Corp

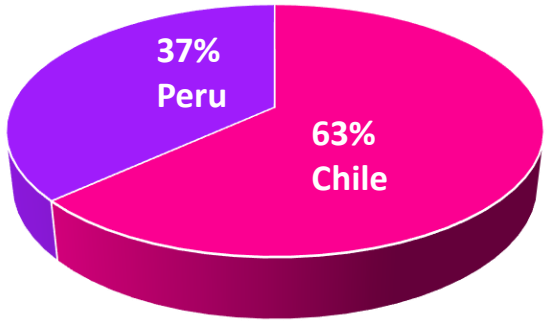
+2.5 bn revenues LTM
+743mm GMV LTM
US$ 4.0 bn assets
US$ 155mm EBITDA LTM
~20,000 employees
US$382mm market cap[2]

Revenues (LTM)



US$2.5 Bn

Total Assets Sep-22



US$4.0 Bn

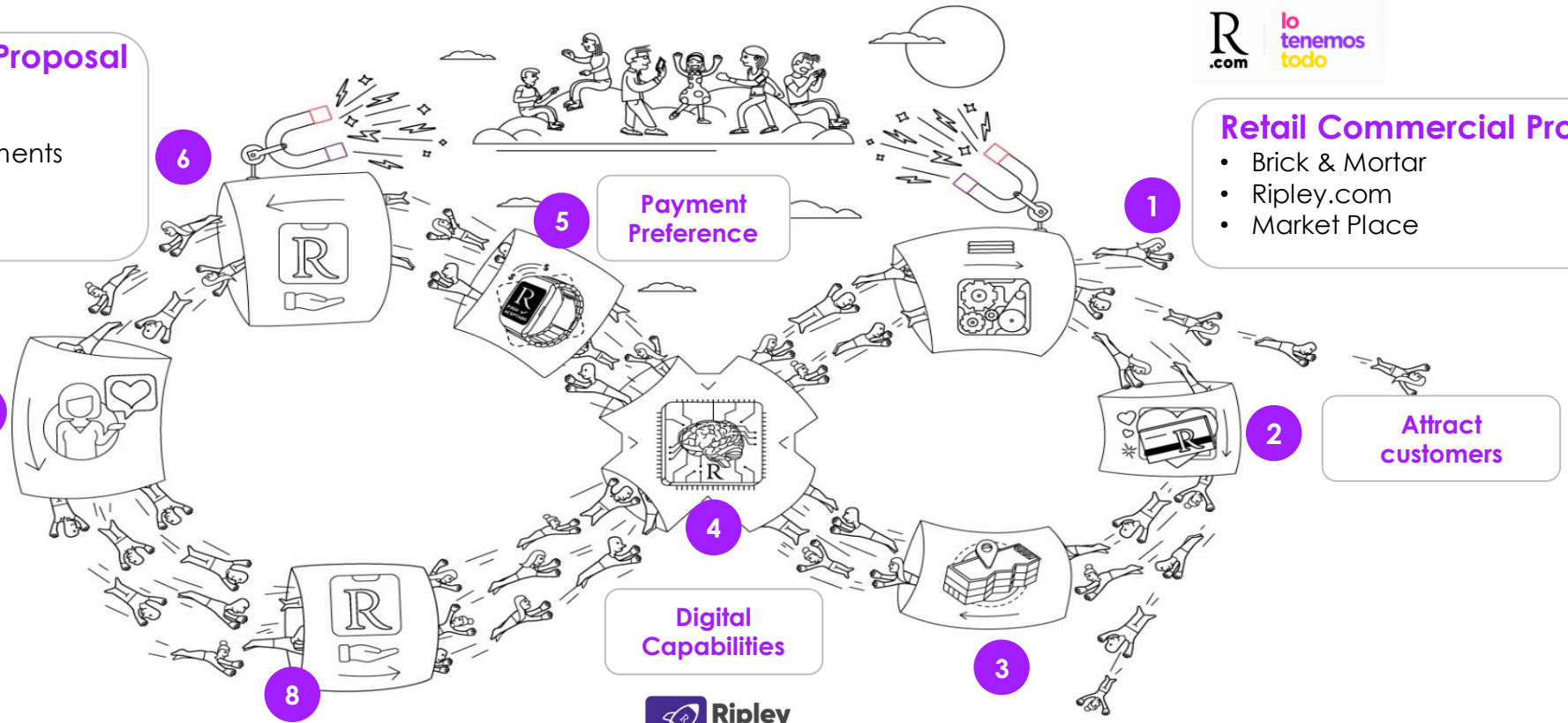
P&L accounts converted to USD using 850.4 (average LTM). Balance accounts converted to USD using 966.0 (September 30th closing). LTM considers 4Q21 1Q22 2Q22 3Q22
1/Investment through associates: 50% in Inmobiliaria Mall Viña del Mar S.A. and 22.5% in Nuevos Desarrollos S.A.
2/ As of March 20th

Ripley ecosystem is well positioned to continue growing

With ~70 millions monthly visitors across our ecosystem

Bank Commercial Proposal
- Check Accounts
- Consumer loans
- Insurance and Investments
- Payment methods
- Electronic wallet
- Current account

Retail Commercial Proposal
- Brick & Mortar
- Ripley.com
- Market Place

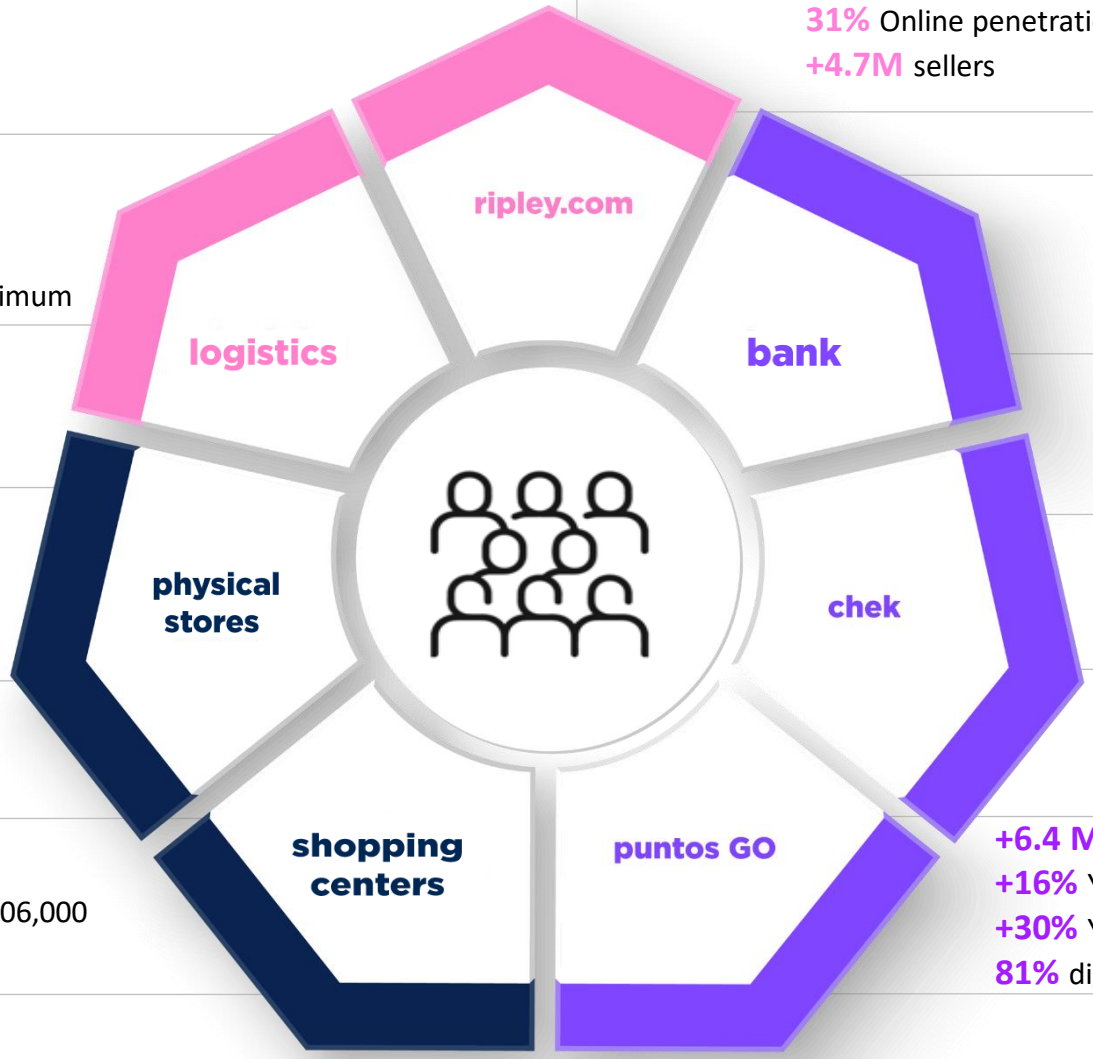


Strengthening our digital capabilities aiming to exceed customer expectations

$743 MM USD GMV LTM
31% Online penetration LTM
+4.7M sellers

174K sqm of distribution centers
+7.2 MM dispatches LTM
Deliveries <48h grows +39% YoY
Claims ratio reaching its historical minimum

1.4 MM clients
84% digital clients
$1,302 MM USD Gross loan portfolio
31% of online loan origination



$1,414 MM USD Sales LTM
57 locations with Ship from Store
+250 pickup points in Peru

1.3 MM users
+116 thousand affiliated businesses
+80,000 MasterCard Chek Cards openings

GLA Chile: **+202,000** sqm
GLA Peru: **+208,000** sqm (+106,000 sqm in construction)

+6.4 MM active members
+16% YoY Gold and Silver clients
+30% YoY of redemptions
81% digital redemptions

Agenda

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Strategics pillars

We defined 5 strategic pillars aiming to reach our purpose: “improve our client's quality of life trough our products and services”



01

Profitability



02

Growth

03

Customer Experience



04

Principality



05

Sustainability

Deeping and accelerating efficiency initiatives improving our long-term value

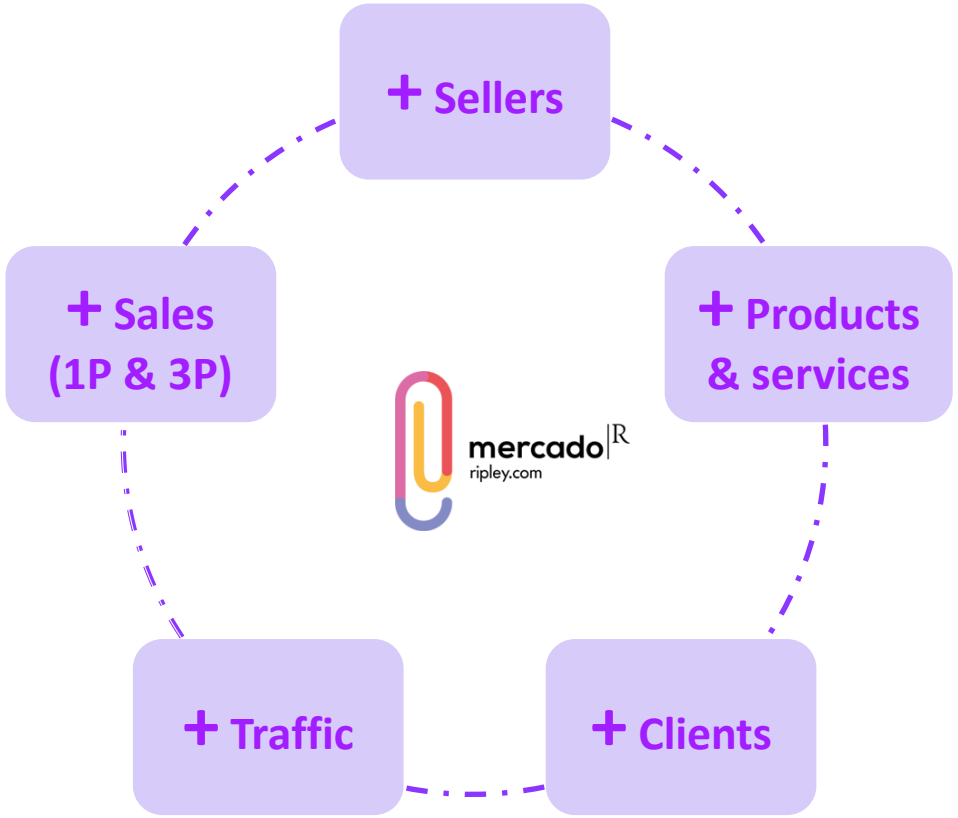
Increase margins	• Increase sales/m2 focusing on signature categories • Revenue management pricing tools (PriceR)
Increase S&A efficiencies	• Optimization, automation and simplification of processes such as self-service initiatives, centralization of back office
Inventory management	• Increase nearby sourcing • Leverage on non-seasonal inventory • Shorten product purchase cycles
Optimize cost of risk	• Maintain our cost of risk on target • Pricing strategy based on segmentation and product mix

01

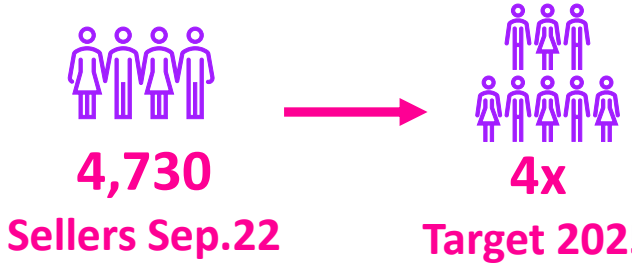
Profitability



Marketplace as one of the main growth drivers in the retail segment



There is a big opportunity to grow in our marketplace



Robust plan to increase the number of sellers:

- New talent focus to develop new categories.
- Commercial team focus on hunting and farming sellers.
- Improve the seller's journey.
- Increase conversion rate through e-commerce searching tools, frictionless check- out & personalize ads.

02

Growth



Entering new segments and enrich our value proposition of our financial services

Bank Services

banco ripley

Opportunity to enter a **higher credit profile clients** with an improved value proposition where experience and digitalization are key factors

Lower risk segment with an atractive growth potential & higher revenue per client

New Products 2022

Current Account 100% Digital
MasterCard Black Credit Card

Digital Wallet

chek

Strengthening our digital wallet by developing new features **to attract the young & native digital segment**

+1.3	116k	650k
million users	affiliated businesses	new clients for Ripley



Features 2022

Services payments
MasterCard Chek

02

Growth

Mall Aventura offering an attractive growth opportunity

Gross Leasable area multiplies by 1.5x in 2023 reaching 314,000 m²



Iquitos Opening 2023E

- **+47,000m²** Of leasable area
- **+800 mil monthly visitors** Estimated for 1st year of operation
- **First and only mall in Iquitos** Presence in the largest city of the Peruvian Amazonia
- **Opening with líder anchor stores the Peruvian market** As of today 85% del GLA is already leased

San Juan de Lurigancho Opening 2023E

- **+59,000m²** Of leasable area
- **+1.7 million of monthly visitors** Estimated for 1st year of operation
- **The first shopping center in the most populated district in the country** (+1mm population)

02

Growth

Providing a great experience using all our capabilities

Increase customer satisfaction in retail and banking segment

Improve the stability and performance of our digital channels

Focus on the omnichannel experience by expanding the self-service tools at our physical stores and financial centers



+13% YoY NPS Banco

+31% YoY NPS Retail Chile

Increase & improve logistics capabilities

Enhance our logistics capabilities through our store´s network

Mechanization and automation of operations

Optimize delivery lead time in 3P



~80% of our deliveries are managed by Ripley fulfillment

~50% of the deliveries <48h

03

Customer Experience

Developing a stronger commercial proposal to become the primary bank of our clients

Scale the purchase frequency and use of our products

- New products (Check account, Mastercard black credit card)
- Passive's products plans

+64k
Check account openings



Increase the # of Gold and Silver customers

Continue expanding our loyalty program to boost growth on our best segments

+346k
Gold & Silver clients

RipleyPuntos GO

+34%
YoY

Enhance the use of our credit and debit cards outside Ripley´s ecosystems

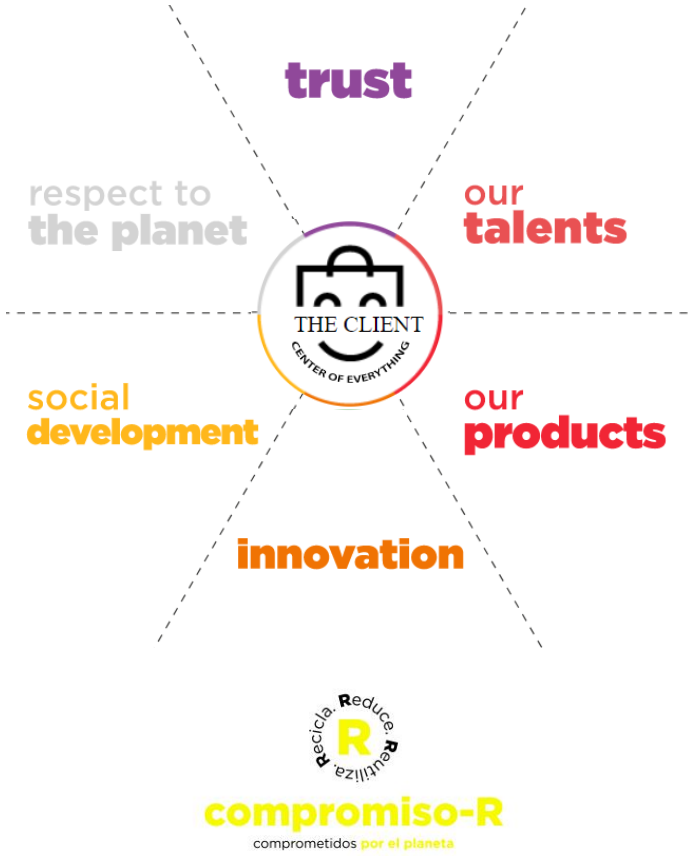
Increase our presence in the services, restaurants and supermarkets categories by developing new alliances

Cornershop · KFC · chili's · Burger King · Papa John's · PedidosYa

04

Principality

“Commitment R”: contributing to the development of society & environment from our business and territories





Circular Ripley

Promoting a circular approach in our processes and products

100% of our own clothing brands with sustainable materials and processes **by 2026**



Ripley Responsible

Promoting a responsible value chain with our people and environment

Members of **Better Cotton Initiative** & alliance with **Asech**



We all are Ripley

Promoting an inclusive and diverse thinking in our corporate culture

Recognized with an A+ in **Pride Connection 2022**

05

Sustainability

Agenda

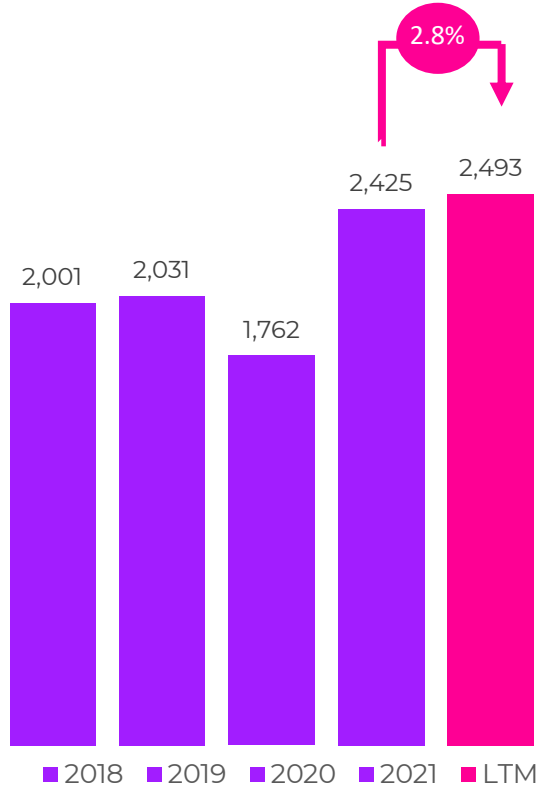
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02 Strategic Pillars

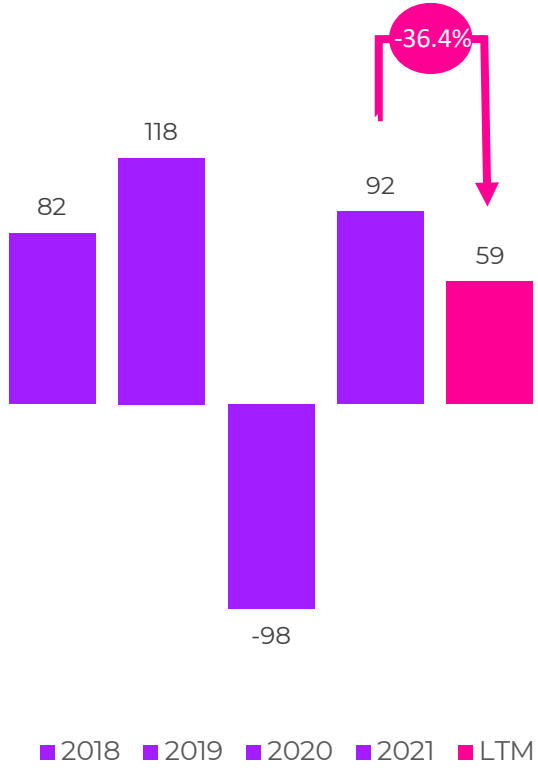
03 Financial & Operational Figures

Ripley Corp financial figures

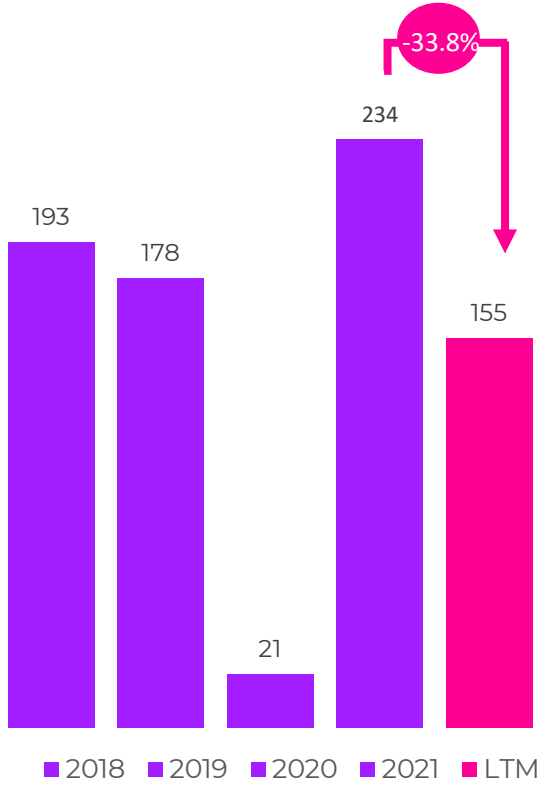
Revenues
(MM USD)



Net Income
(MM USD)



EBITDA
(MM USD)

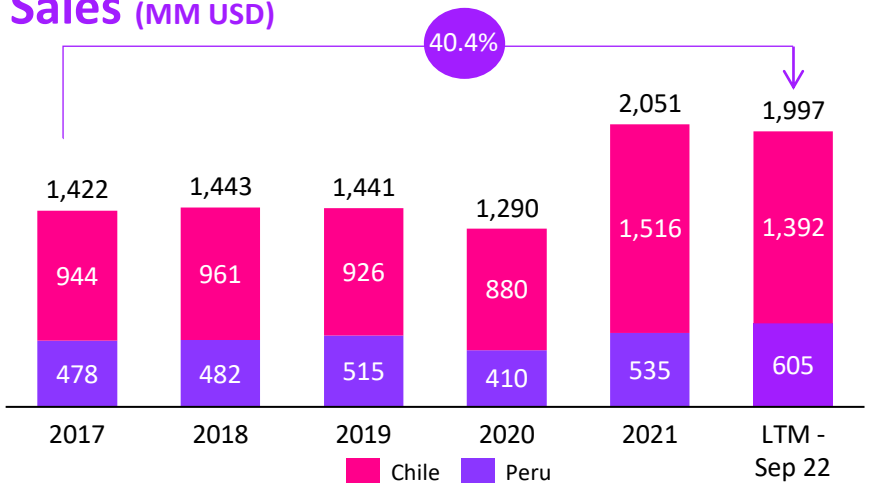


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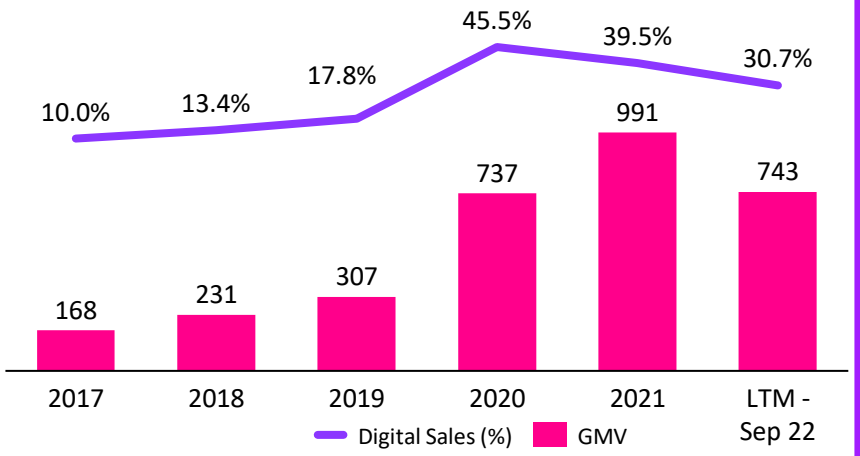
Retail Segment

Our omnichannel strategy boosts our digital sales

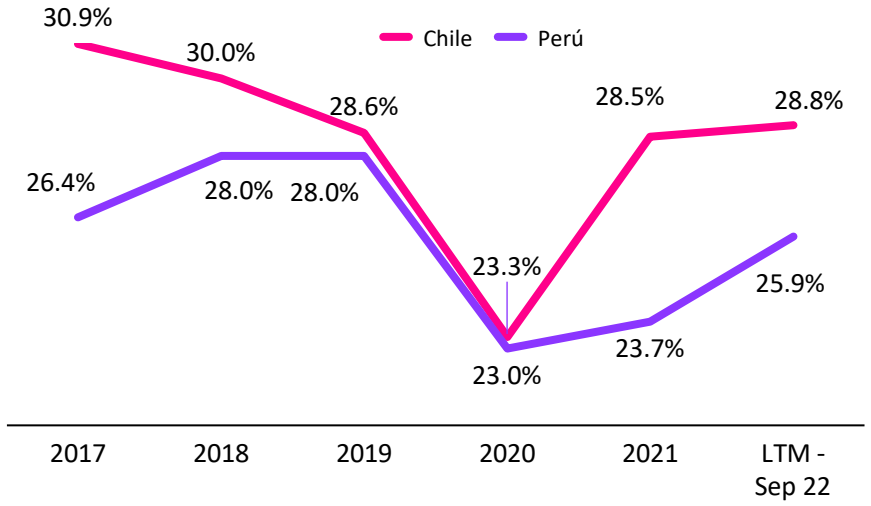
Sales (MM USD)



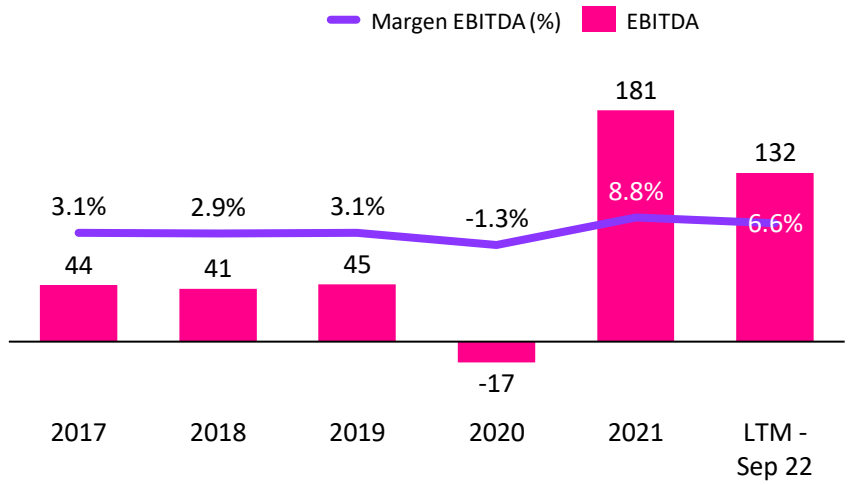
GMV (MM USD) and Digital Penetration



Gross Margin (%)



EBITDA (MM USD)



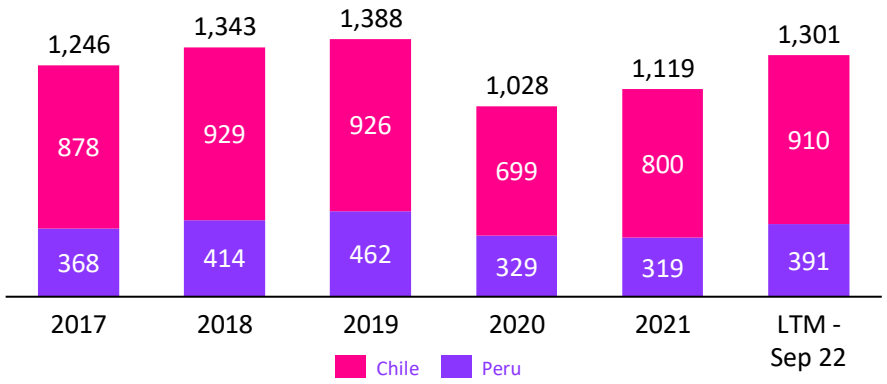
Highlights

- Sales growth boosted by the ecommerce channel, which represents 31.2% of our sales, positing Ripley.com as the 2nd retailer most searched in Chile and Perú.
- Continue accelerating growth in the ecommerce channel, where MercadoRipley, represents one of our main growth engines, focusing on new categories to strength the value proposition to clients and sellers.
- Logistics capabilities are crucial on our digital - physical integration, leveraging on our store's assets operating as logistics hubs aiming to reach faster deliveries and improve client satisfaction.

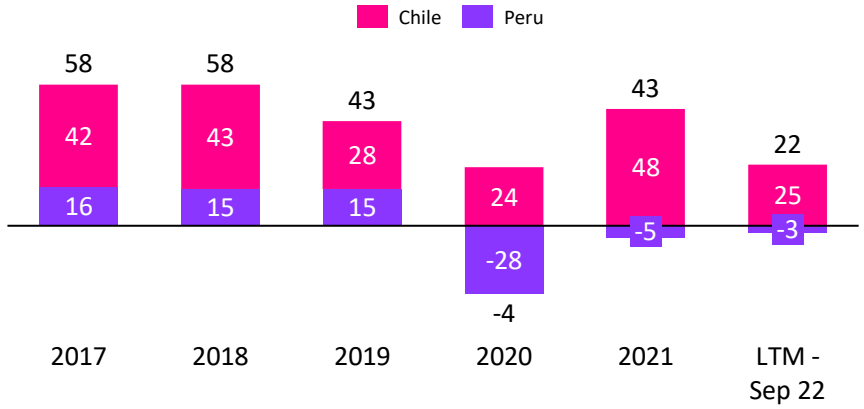
Banking Segment

Digital transformation continues to drive growth

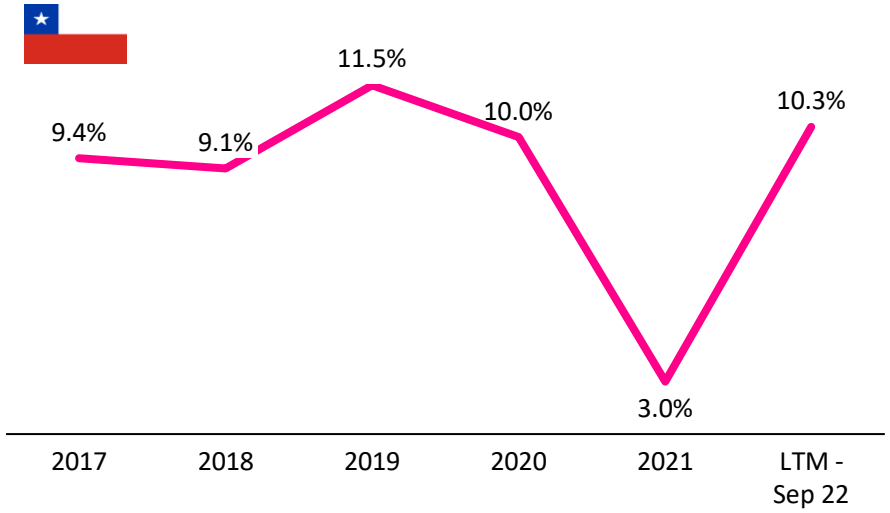
Gross Loan Portfolio (MM USD)



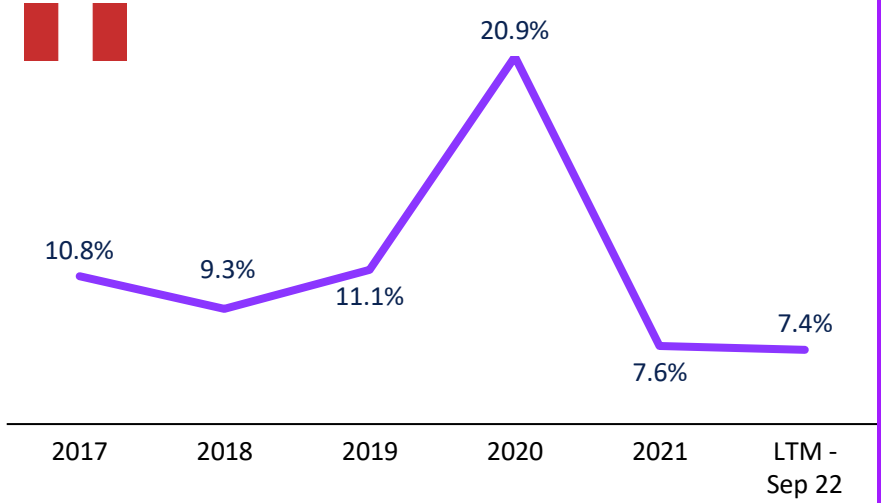
Net Income (MM USD)



Net cost of Risk (%)



Net cost of Risk (%)



Highlights

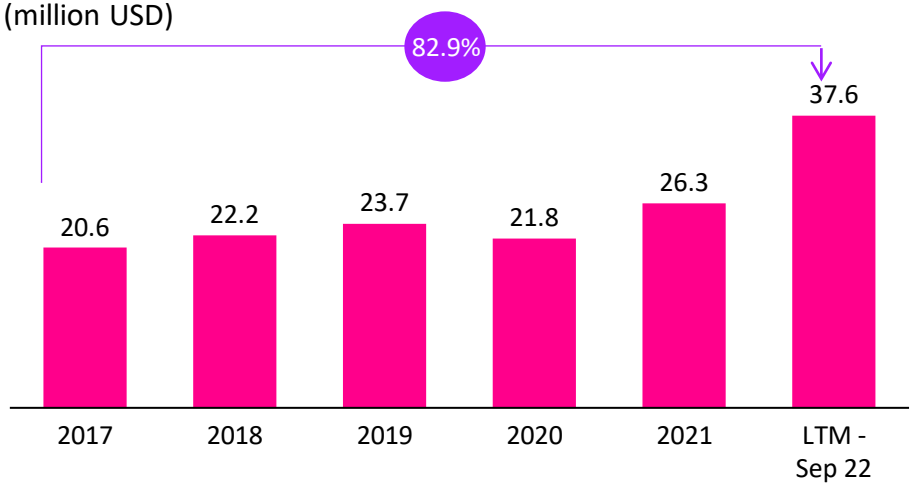
- Consistent recover in our loan portfolio, reaching a stronger position and a healthier net cost of risk compared to pre-pandemic levels.
- Digital banking platform grew by 29.6% YoY in gross loans, representing 32.5% of total originations, supported by our digital transformation and product opening capabilities, while our bank branches were reduced by 75% during the last two years.
- Strengthening our commercial proposal by offering a wider range of products targeting clients with better risk profile, aiming to become the main bank of our clients.

Real Estate Segment

Historical financial figures with GLA growing 50% by 2023

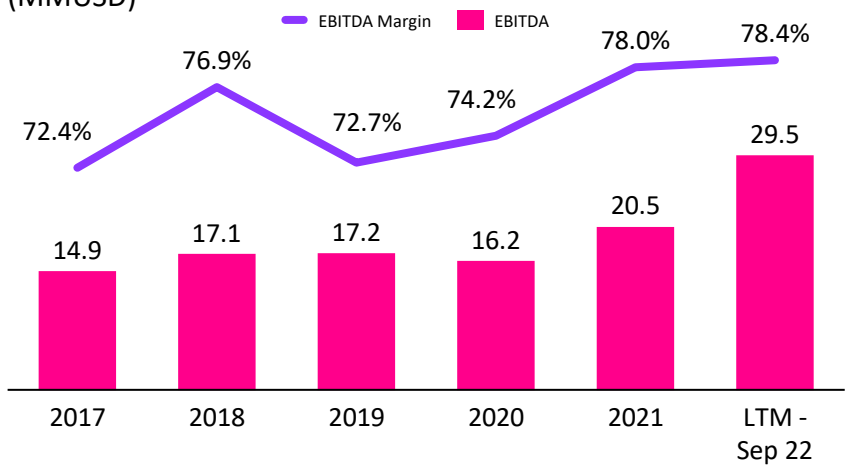
Revenues Mall Aventura

(million USD)

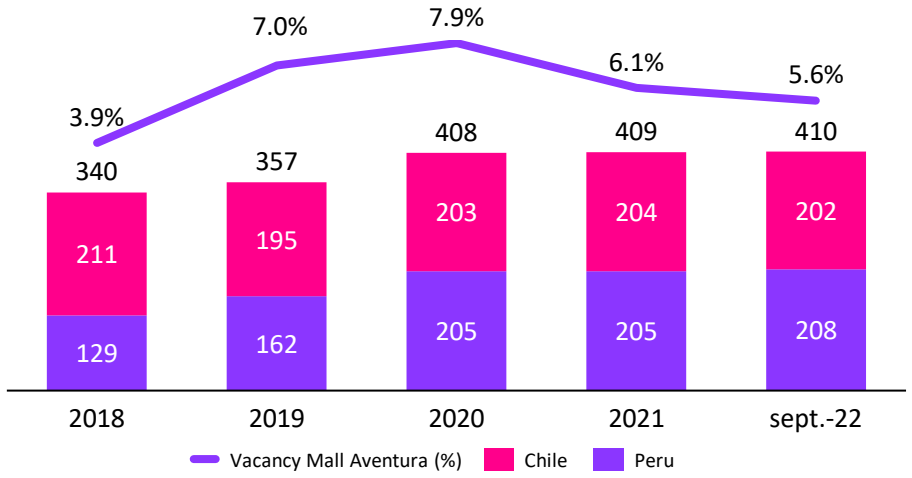


EBITDA & Margin (%) Mall Aventura

(MMUSD)



Leasable Area (sqm) and Vacancy Rate (%)



Investment through associates Chile

(million USD)

Company	Ownership	GLA[(1)]	Book Value (US million)
Nuevos Desarrollos S.A.	22.5%	107,602	167
Inmobiliaria Viña del Mar S.A.	50.0%	94,157	120
Total		**201,759**	**287**

Highlights

- Fully own operation in Peru trough Mall Aventura: 3 shopping centers plus two under construction: San Juan de Lurigancho, Iquitos.
- Investment through associates in Chile: Inm. Viña del Mar (3 malls) & Nuevos Desarrollos (8 malss).
- Large format shopping centers, above 45,000 GLA, located in most populated and economically relevant cities, with occupancy rate above 93%.
- Differentiated value proposition strongly focus on the entertainment areas, driving incremental traffic to our shopping centers.

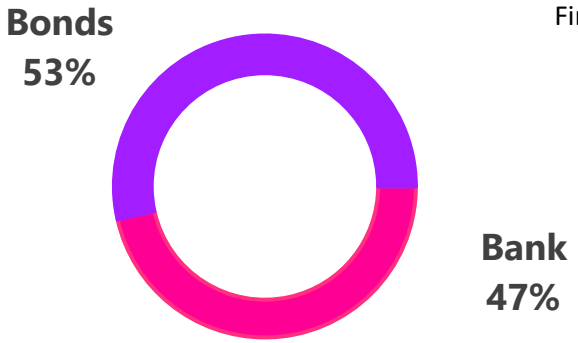
Solid financial position

Ripley Corp

Financial debt

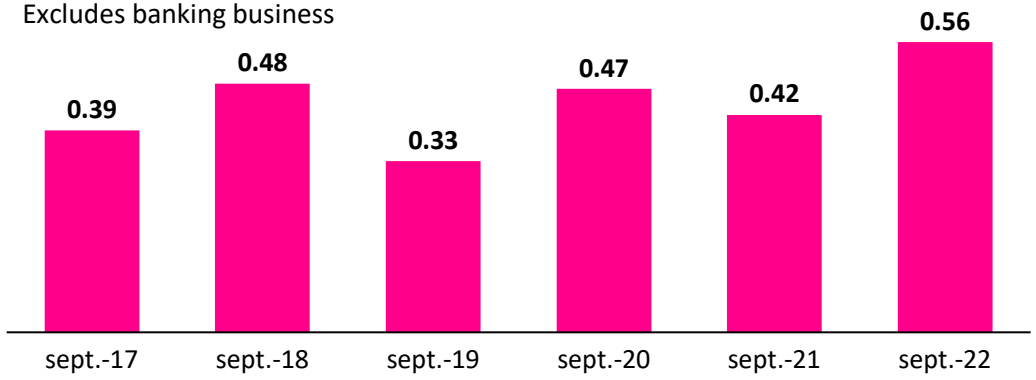
Excludes banking business

US$ 451 MM
Non-Banking Business
Financial Debt



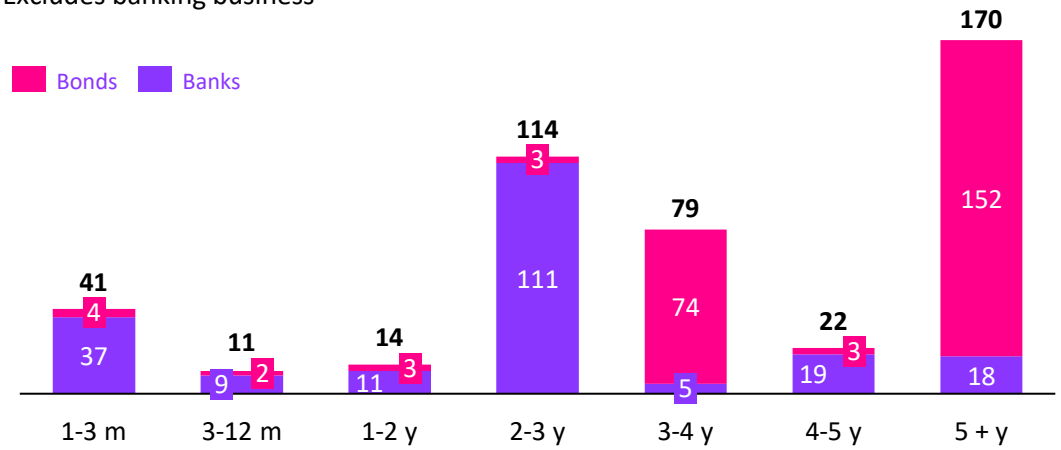
Non-banking businesses: NFD / Equity

Excludes banking business



Debt amortization Schedule (MMUSD)

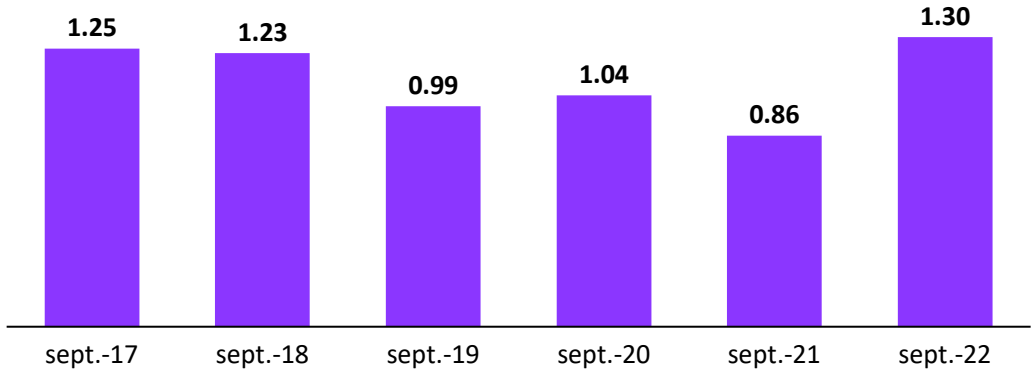
Excludes banking business



Figures as of September 30th.

Ripley Corp: NFD / Total Equity

Includes all Ripley Corp's businesses



Investments takeaways

Focus on productivity & efficiency initiatives leveraging on our digital capabilities

Robust plan to capture growth opportunities across all our business units

Developing a customer centric center culture by offering a truly frictionless client experience

Strengthening our commercial proposal to become the primary bank of our clients.

Culture of corporate sustainability and commitment to all our stakeholders

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