RIPLEY CORP

September 2020

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.

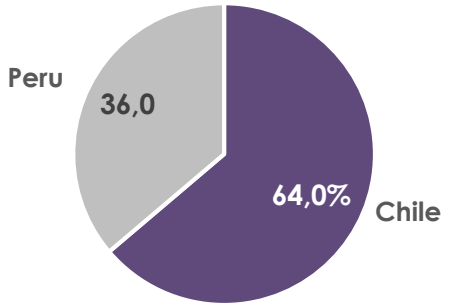
Ripley is a leader in the financial retail industry, both in Chile and Peru

Peru
30 stores[4/]
30 bank branches
selling surface: 190.434 sqm
US$ 472mm gross loans
3 shopping malls[4/]

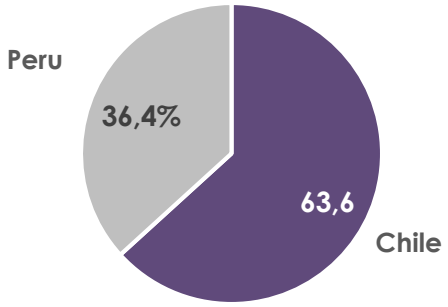
Chile
46 stores
33 bank branches
selling surface: 291.919 sqm
US$ 852mm gross loans
11 shopping malls [1/]



Ripley Corp
US$ 584 mm market cap [2/]
A+ by Feller and Humpreys [3/]
Free float: 57,17%



US$1.809mm
LTM income sep20



US$4.307mm
total assets sep20

All amounts throughout the presentation are represented in USD at a fixed rate of 796,04 CLP/USD
1/Investment through associates: 50% in Inmobiliaria Mall Viña del Mar S.A. and 22,5% in Nuevos Desarrollos S.A.
2/ As of 30th November
3/ Both risk ratings were affirmed on July 2020
4/ The opening of Mall Aventura Chiclayo was on November 4

Strengthening our digital ecosystem

RipleyLabs

- Continue to enhance our digital capabilities for retail and banking businesses
- Mobile app, home banking
- Contactless payments with Garmin and Fitbit
- AI and advanced analytics

Ripley.com - Marketplace

- 63,4% digital sales
- 321,4% sales of digital channels
- 10x delivery volume
- 2x SKUs
- 1,5 million monthly shipments



Digital clients

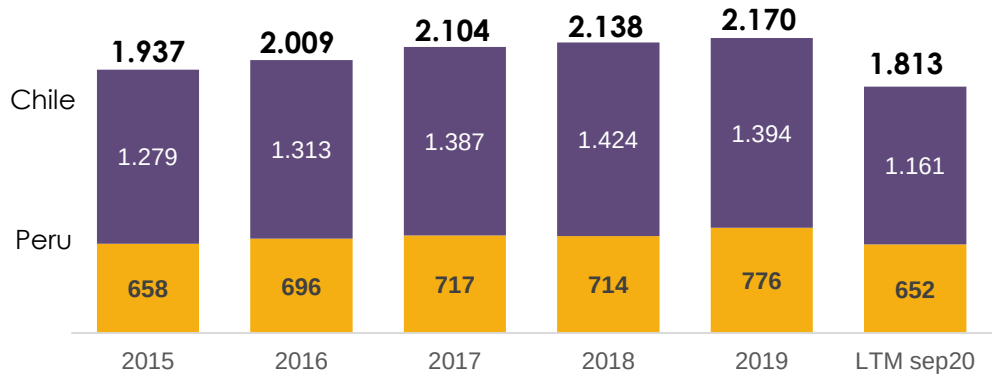
- >79% of our clients are digital
- 3x sight account balance
- + 57% loyalty points redemptions vs 3Q19

Digital Wallet

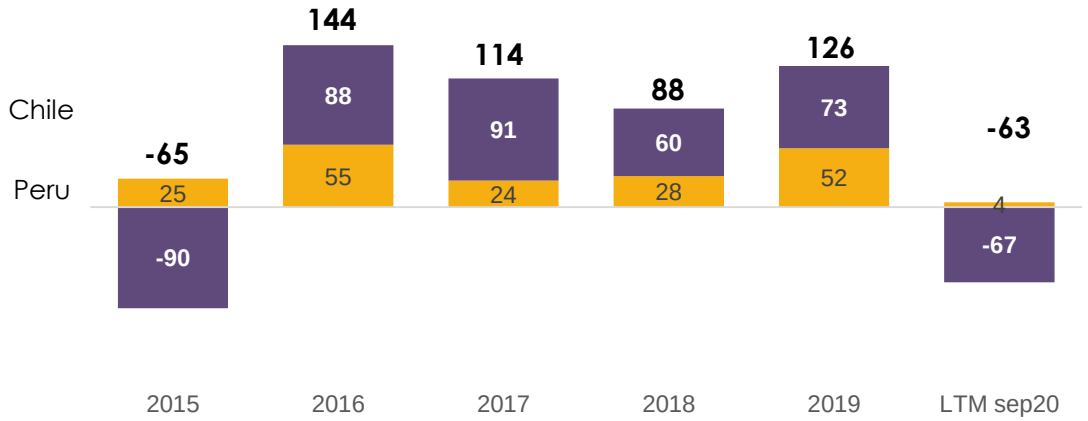
- +500.000 active users
- 3x amount traded QoQ

Ripley Corp

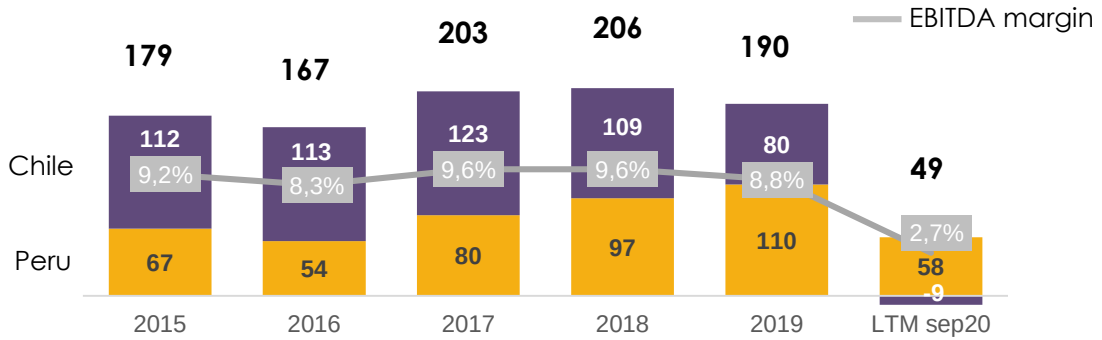
Total Income



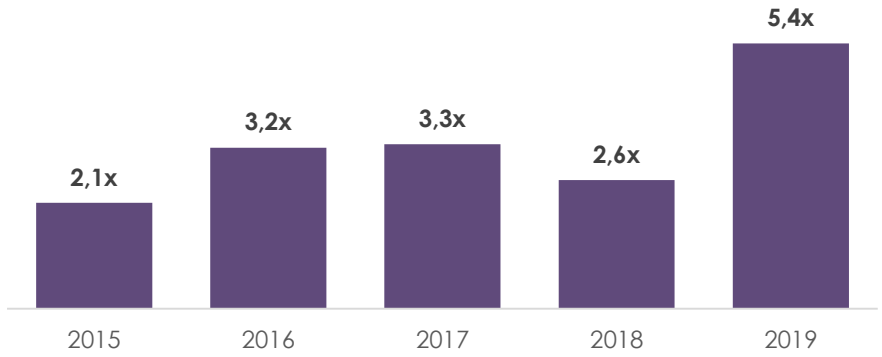
Net Income



Consolidated EBITDA



NFD / Adj. EBITDA 1/



All amounts in MMUSD, and are represented in USD at a fixed rate of 796,04 CLP/USD throughout the presentation
1/ Average NFD. Adjusted EBITDA: Non-banking segments EBITDA + dividends received (from banking segment and investments in associates)

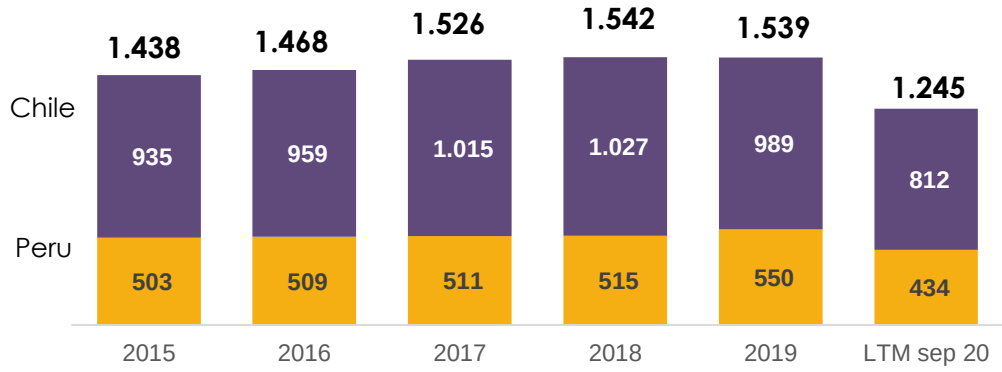
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Retail segment

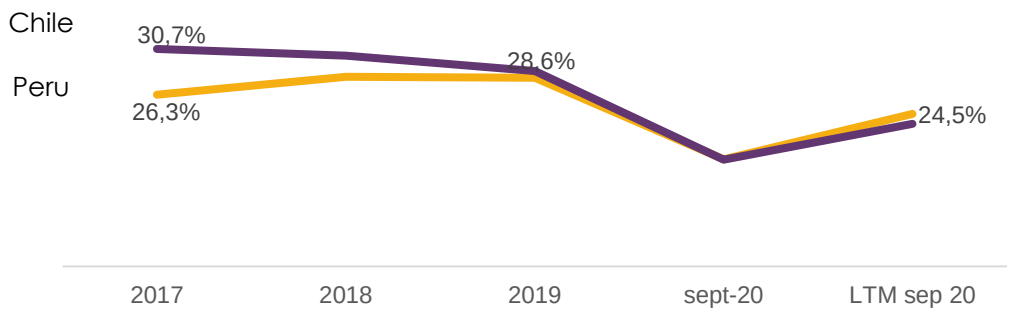
Highlights

- **Wide presence in Chile and Peru**, with leadership in both countries
- **Well positioned web page and marketplace** (#2 among local retailers)
- **Stores that serves as distribution centers**
- **Omnichannel strategy**, which allows us to increment SKU's through the incorporation of new sellers and categories
- **Powerful logistic**, capable of delivering 1,5 millions packages per month

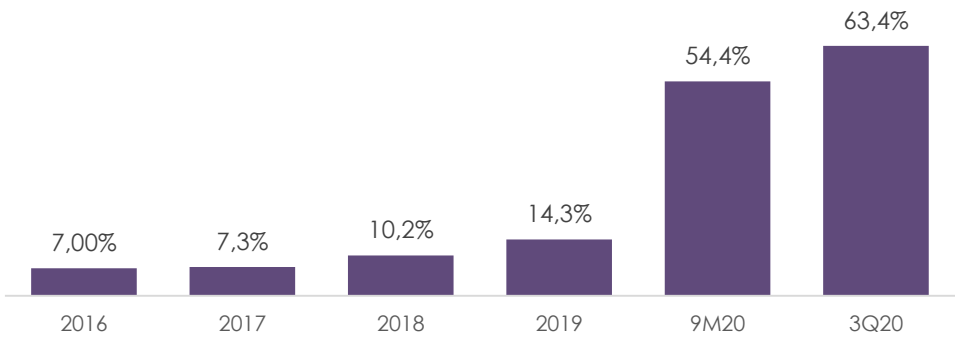
Sales



Gross Margin (%)



Digital Sales Share (%)



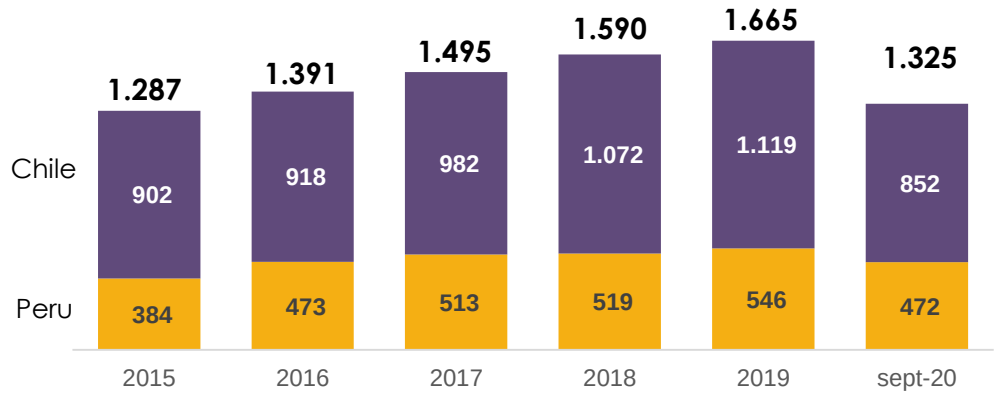
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Banking segment

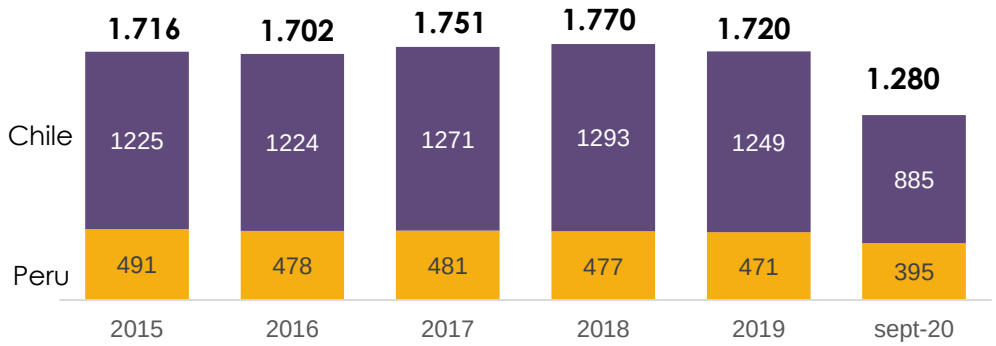
Highlights

- Portfolio focused on consumer loans, with **relevant credit card market share** (#6 in Chile and #2 in Peru)
- **Omnichannel strategy allows us to gain digital clients** (+46% YoY) through home banking and app mobile
- **Strengthening loyalty** programs via Ripley Puntos Go (points rewards)
- **Increase in preference and use** in current accounts
- **Solid capital adequacy and liquidity**, with the highest figures in the industry

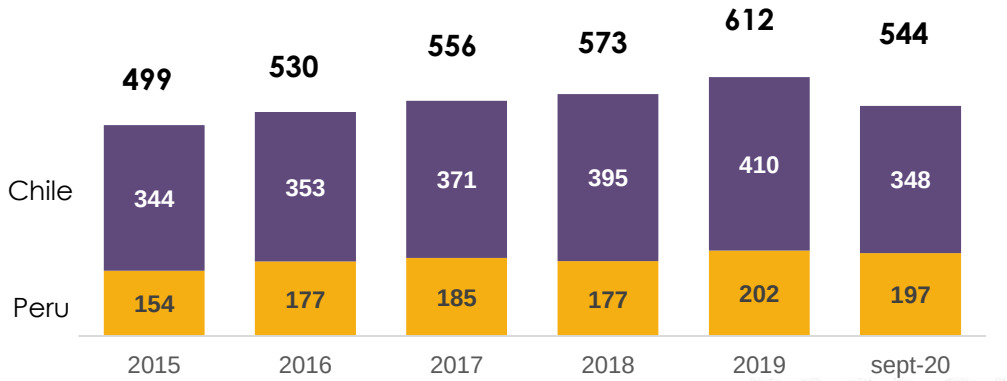
Gross Loan Portfolio



Credit Cards (thousands)



Income



All amounts in MMUSD, and are represented in USD at a fixed rate of 796,04 CLP/USD throughout the presentation
1/ Figures as of September 2020

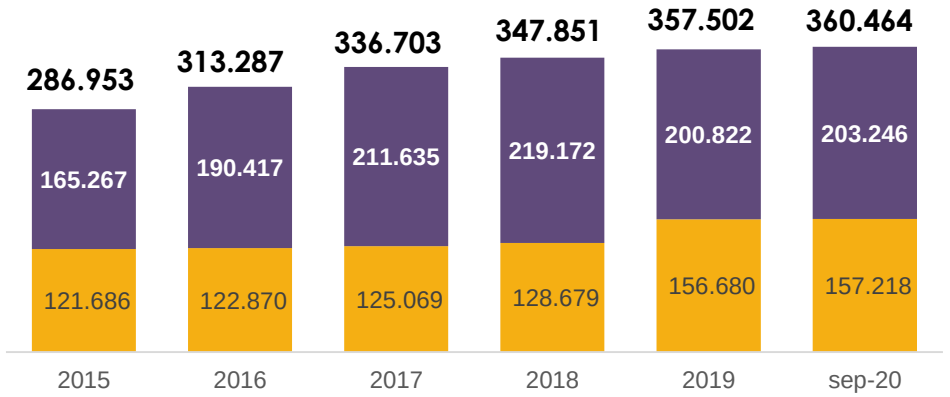
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Real Estate segment

Highlights

- **Real estate segment with presence in both countries,** through investments in associate in Chile and own development in Peru
- **Strategy based on developing new projects** with high growth potential
- **We develop shopping centers in a sustainable way** to improve the quality of life of the community, providing unforgettable experiences connecting retailers with consumers.
- **November 4th: Inauguration of Mall Aventura Chiclayo** with +49,000 GLA, investment of USD50MM and whit a wide tenant mix

Gross Leasable Area (GLA) sqm



	Ownership	Country	Investment (1)	Net Income LTM	GLA (sqm)1/	Malls
Leased properties	100%	Chile	9	-62		
Inm. Mall Viña del Mar S.A.	50%	Chile	116	1	95.250	3
Nuevos Desarrollos S.A.	22,5%	Chile	225	19	107.996	8
Mall Aventura S.A.	100%	Peru	430	27	157.218	2
Total			**802**	**-16**	**360.464**	**13**

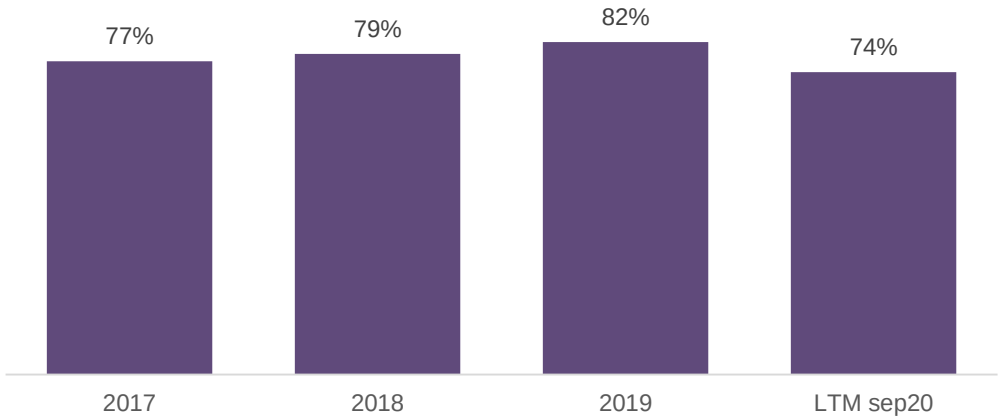
All amounts in MMUSD, and are represented in USD at a fixed rate of 796,04 CLP/USD throughout the presentation
1/ Figures as of September 2020

Real Estate segment

Highlights

- **Expanding our operations in Peru** with 3 new shopping centers
- **Strategic location:** projects in areas that has proven commercial potential and are currently expanding
- **Full-scale accessibility**, located in the most connected areas
- **Commercial power**, with wide commercial mix that makes it an important hub for commerce

EBITDA margin



Brownfield Projects

Mall Arequipa expansion
+7.000 sqm GLA (+15%)
since 4Q18

Mall Santa Anita expansion
+35.000 sqm GLA (+60%)
since 4Q19

Greenfield Projects

Mall Chiclayo
48.700 sqm GLA (Nov 4th, 2020)

Mall San Juan de Lurigancho
60.400 sqm GLA (est. 2S22)

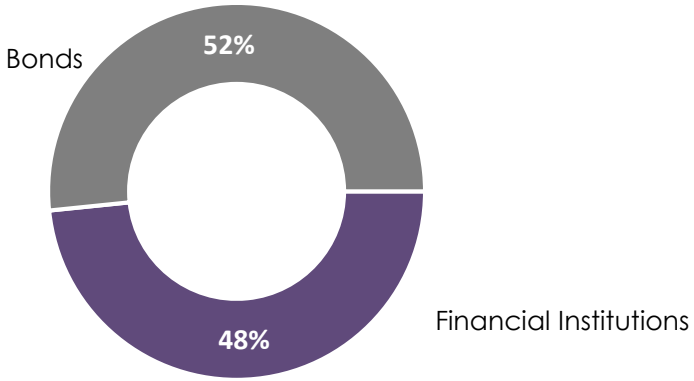
Mall Iquitos
51.300 sqm GLA (est. 2S22)

Figures as of September

Financial Indicators: controlled leverage indicators

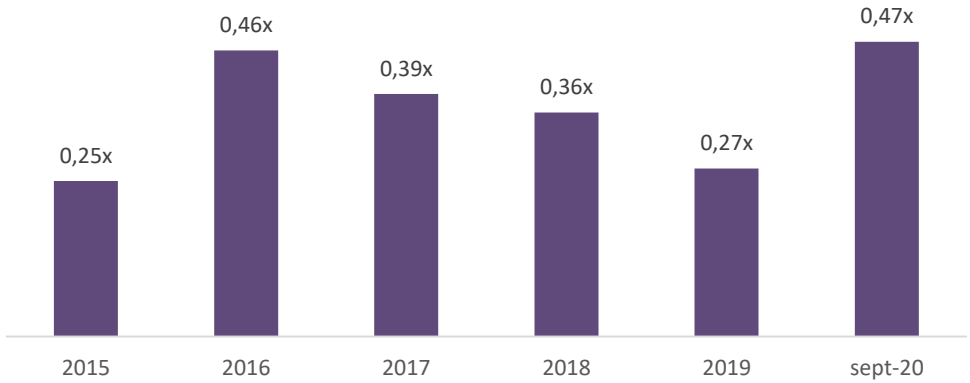
Financial debt

Excludes banking business



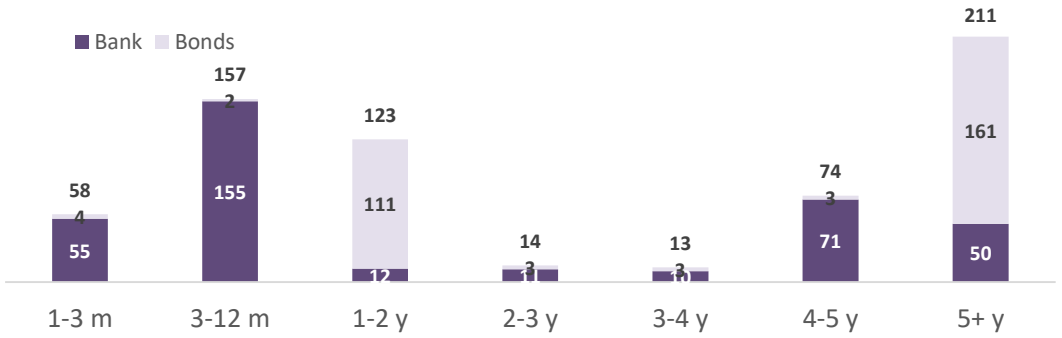
Non-banking businesses: NFD / Equity

Excludes banking businesses



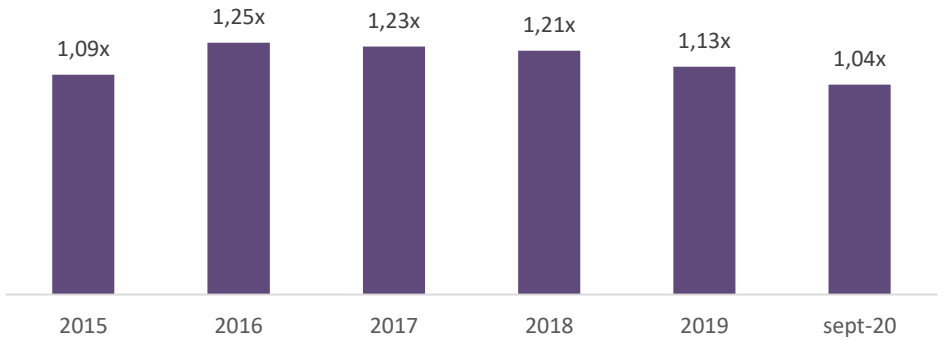
Debt amortization schedule

Excludes banking businesses (MMUSD)



Ripley Corp: NFD / Total Equity

Includes all Ripley Corp's businesses



Figures as of September . All amounts throughout the presentation are represented in USD at a fixed rate of 796,04 CLP/USD
Excludes impact of IFRS 16

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Investment considerations

- Over 60 years of experience in the retail industry in Chile and 23 years of experience in Peru, with vast knowledge of our clientes and their omnichannel purchase behaviour
- We continue to enhance our digital capabilities levered on RipleyLabs, our own digital factory, that have allowed us to gain traction and flexibility to quickly adapt to current challenges
- Profitable and low leveraged banking business, with solid capital adequacy and liquidity ratios, and comply with local banking regulations [1/]
- Real estate business with investments in various shopping centers, in the best locations and with greenfield projects in Peru
- Solid financial stance with a high liquidity levels and controlled leverage indicators

1/ CMF in Chile and SBS in Peru


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