RIPLEY CORP

January 2021

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 Corp at a glance

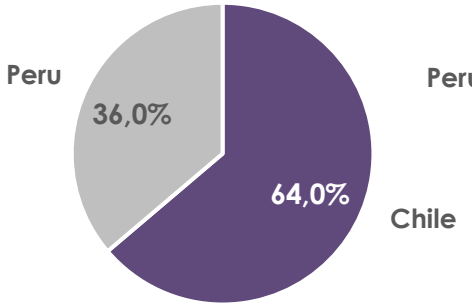
Ripley is a leader in the financial retail industry, both in Chile and Peru

Peru
31 stores
31 bank branches
selling surface: 190.434 sqm
US$ 472mm gross loans
3 shopping malls

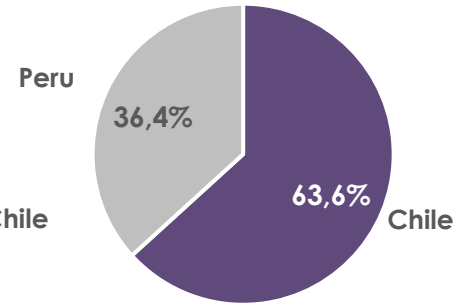
Chile
46 stores
33 bank branches
selling surface: 291.919 sqm
US$ 852mm gross loans
11 shopping malls [1/]



Ripley Corp
US$ 537 mm market cap [2/]
A+ by Feller and Humpreys [3/]
Free float: 57,17%



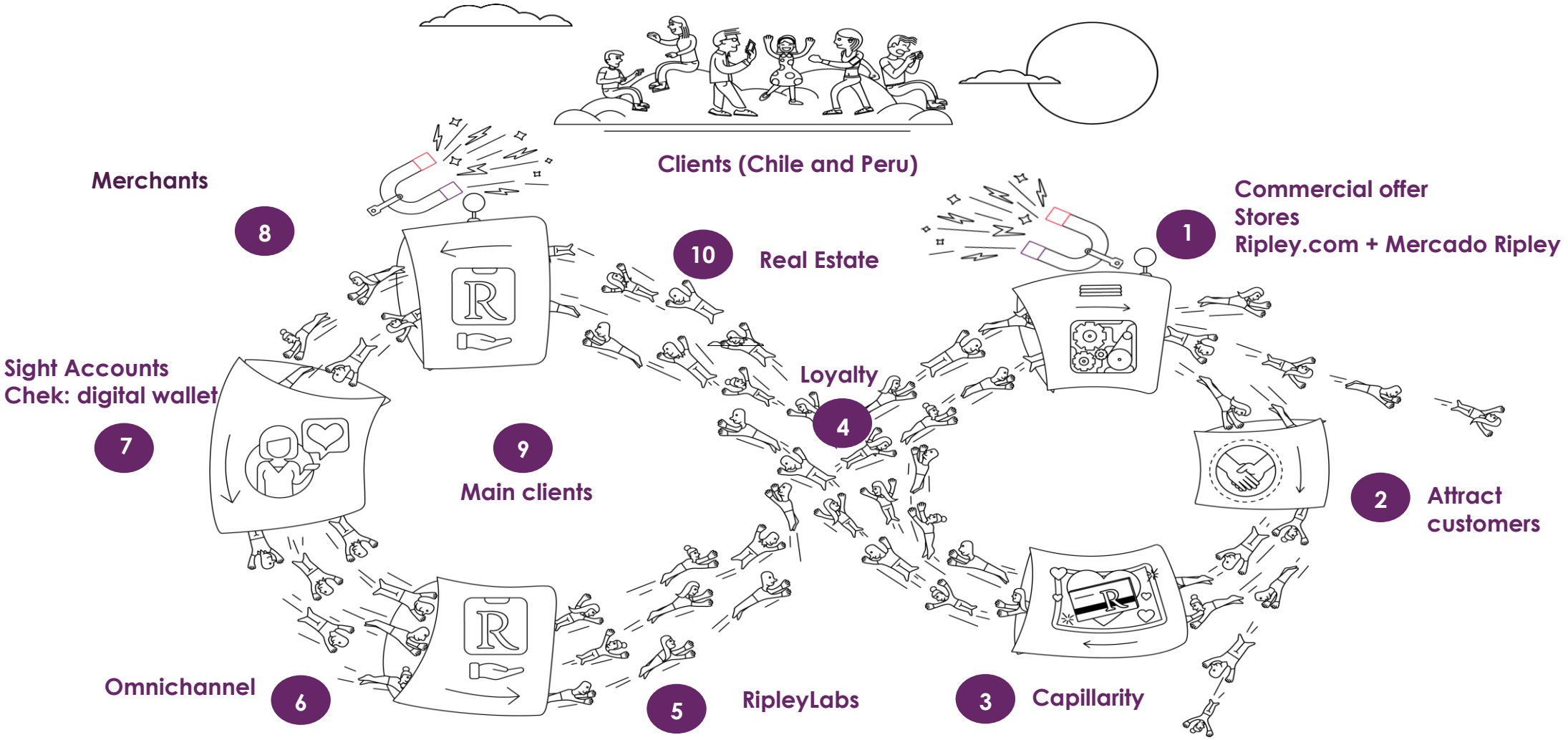
US$1.809mm
LTM income sep20



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 december
3/ Both risk ratings were affirmed on July 2020

Strengthening our digital ecosystem



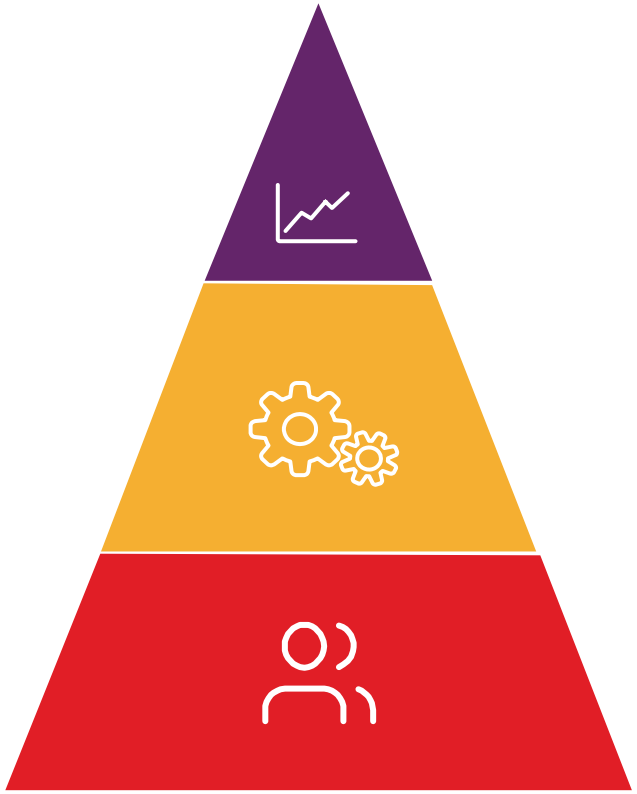
Strategic pillars

Transforming the cultural way of running our business

1. Effective measures to contain the impact of the pandemic
2. Relevant diversification by country and segments
3. Strengthening digital and omnichannel capabilities
4. Efficient use of our logistic chain
5. Solid financial position, with high liquidity indicators and robust capital adequacy ratios

Effective measures to contain the impact of the pandemic

Ensuring the sustainability of the Company in the long term



Operational Continuity

- Physical operations with reduced hours and capacity
- Continuous growth of our digital channels, both in the retail and banking segment

Containment measures

- Consolidated cash reached 2x 2019 level , maintaining a risk rating of A+
- Investments focused on strategic initiatives in digitalization and omnichannel
- Efficiency and cost saving measures

People

- Sanitary safety measures for all employees and clients
- Relief measures (in terms of installments) for customers in the banking segment
- Commitment to society

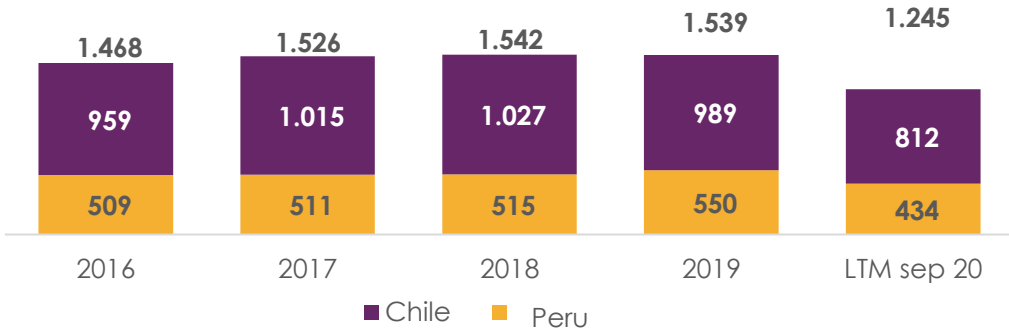
Relevant diversification by country and segments

Retail Segment

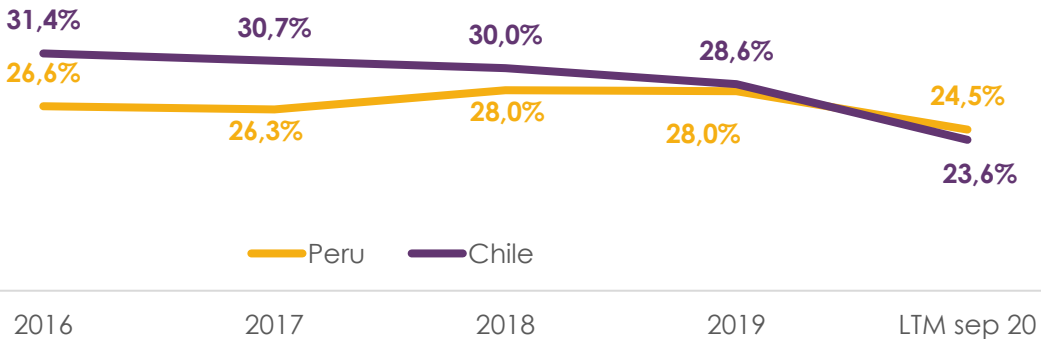
Considerations

- 85% of selling surface is located in main shopping centers in major cities
- Stores used as small distribution centers, which allows national capillarity and distribution network synergies
- Today Ripley is the second retailer most searched in Chile. This place has been driven by innovations at RipleyLabs digital factory.
- In-house development of Mercado Ripley, our marketplace, which allows our SME sellers to offer their products and services. This allows us to tripled the assortment of products and services with new sellers and categories
- Opening of two new stores in Peru, one in Chiclayo (north of Peru) and the second one in Comas (Lima), reaching 31 stores

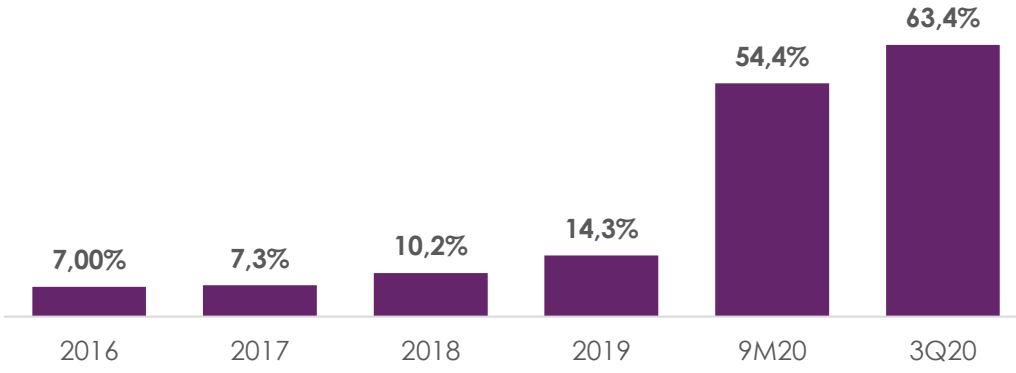
Sales (MMUSD)



Gross Margin (%)



Digital Sales (%)



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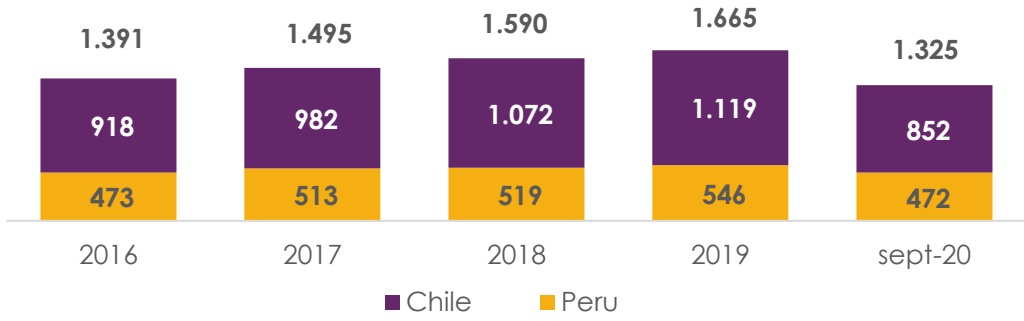
Relevant diversification by country and segments

Banking Segment

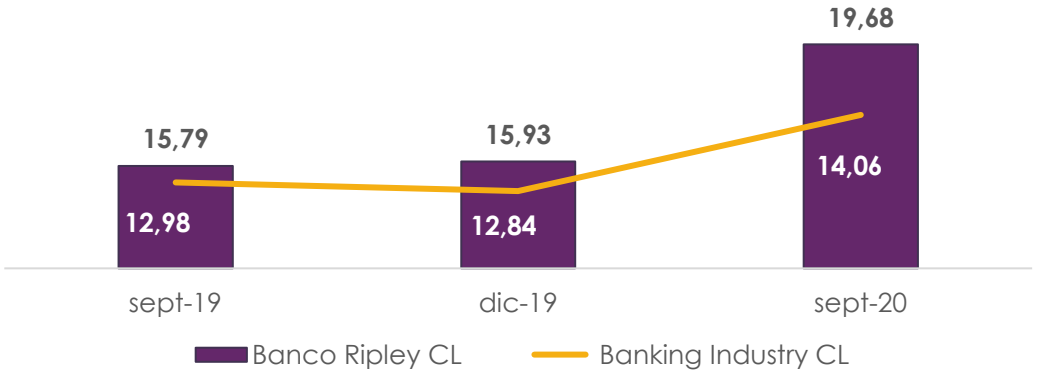
Main Indicators

Ripley Corp – Banking Segment			
	sep-20	dic-19	sep-19
Cash	522.647	266.238	213.160
Financial Debt	1.224.993	1.313.655	1.225.746
Net Financial Debt	702.347	1.047.416	1.012.586
Equity	280.346	302.980	296.177
Assets	1.590.988	1.699.133	1.594.833
NFD/Assets	**0,44x**	**0,62x**	**0,63x**
NDF/Equity	**2,51x**	**3,46x**	**3,42x**

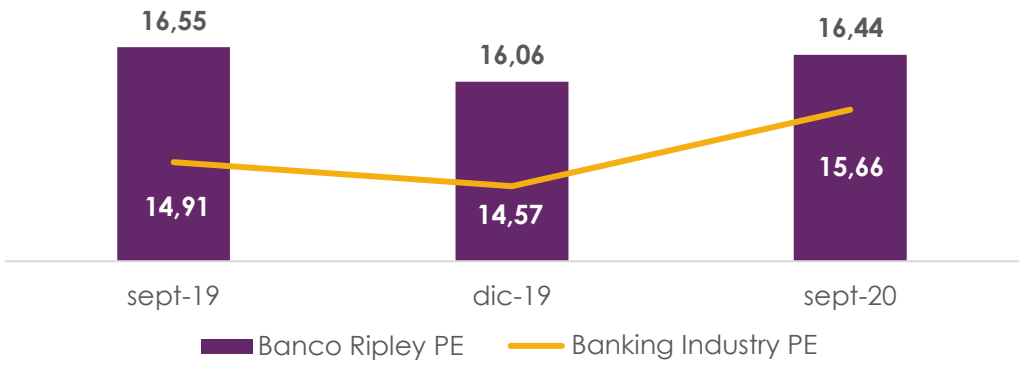
Gross Loan Portfolio (MMUSD)



Basel Index - Chile



Basel Index - Peru



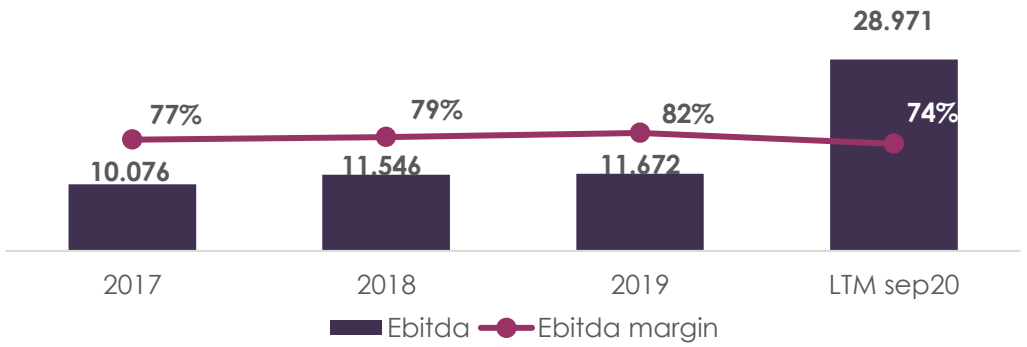
Relevant diversification by country and segments

Real Estate Segment

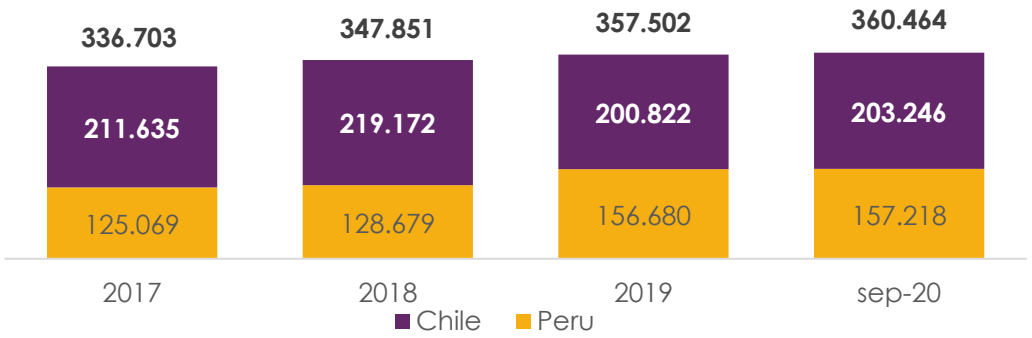
Considerations

- Investment in associates in Chile and fully own operation in Peru
- Large format shopping centers, above 45,000 GLA, with space for +150 specialized stores, supermarkets, anchors and more
- Malls located in most populated and economically relevant cities
  - ✓ Mall Arequipa: +75.5000 GLA (sqm)
  - ✓ Mall Santa Anita: +84.700 GLA (sqm)
  - ✓ Mall Chiclayo: +48.700 GLA (sqm), November 2020
- Implementation of "click & collect" in our malls in operation, turning them into a fulfillment hub that allows our tenants to make their sales through the main marketplaces in Peru
- Construction of 2 new shopping centers, Mall San Juan de Lurigancho with 60,400 GLA (sqm) and Mall Iquitos with 51,300 GLA (sqm)

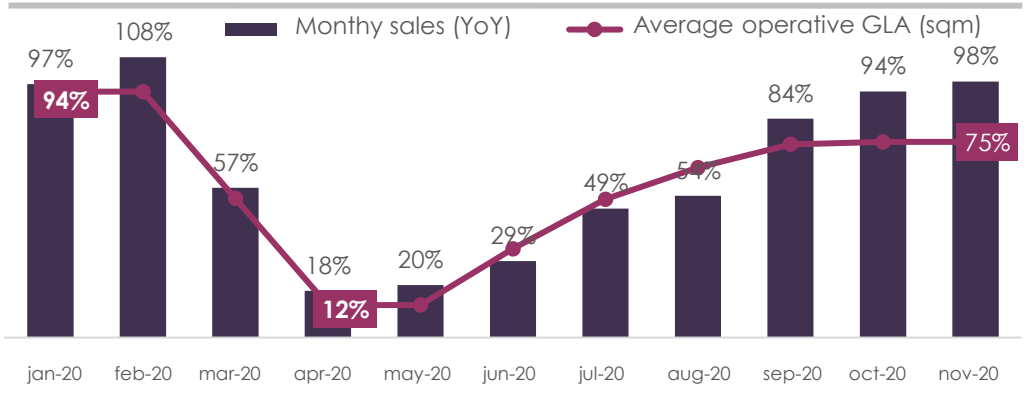
EBITDA (MMUSD) y EBITDA Margin (%)



Gross Leaseable Area (sqm)



Mall Aventura: sustained recovery of activity



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Strengthening digital and omnichannel capabilities

Relevant growth in the last months

Retail Segment

+321,4% digital sales
+446,1% in August

63,4% digital share
3Q20 NMV ~50% LTM NMV

2x active SKUs
+76% new sellers

Banking Segment



100% digital
credit and debit card

79% digital clients
vs 41% in 3Q19

+57% loyalty point redemptions
vs 3Q19

Strengthening digital and omnichannel capabilities

Our digital wallet Chek achieved an important milestone: +530 th active users

clients

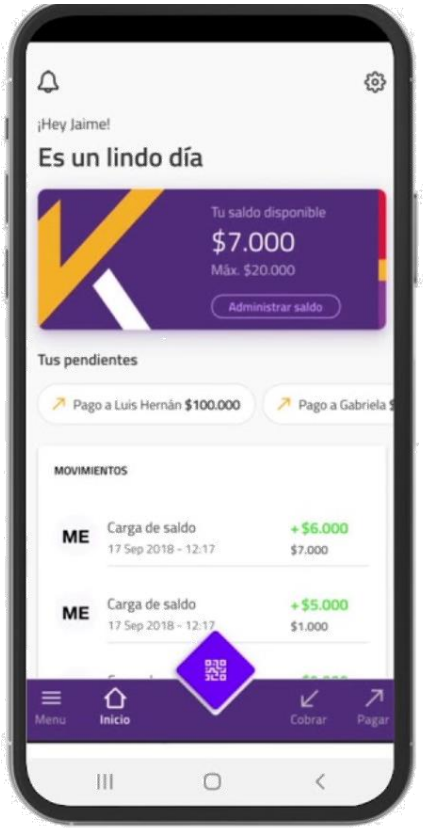
+2,5x
transactions
QoQ

+3,1x
transactional growth
QoQ

merchants

+12 th
merchants

+[50] th
SPOS (NFC)



free account

same benefits of Banco Ripley cards

Cash-in & cash out

loyalty program

Efficient use of our logistic chain

Levered in our current capabilities

we expand our distribution network
+50 gray stores in Chile and Peru
+80 new pick up locations

strategic alliances
with local last-millers

10x delivery volumen
strenghtening ship from store

cloud-native strategy
to improve lead time in processes

1.5 m monthly shipments
with one of the shortest lead time in the industry

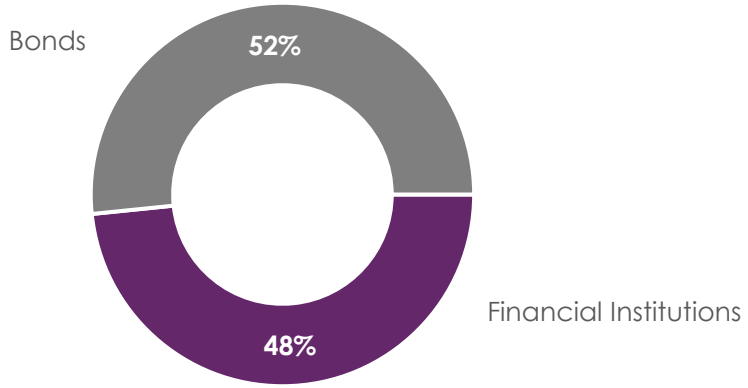
main goal
to lower our logistic costs while improving customer experience

Solid financial position

Ripley Corp consolidated

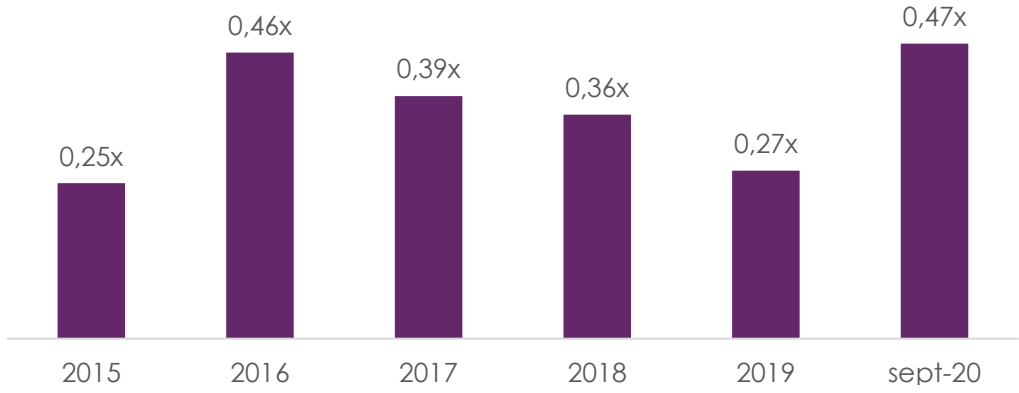
Financial debt

Excludes banking business



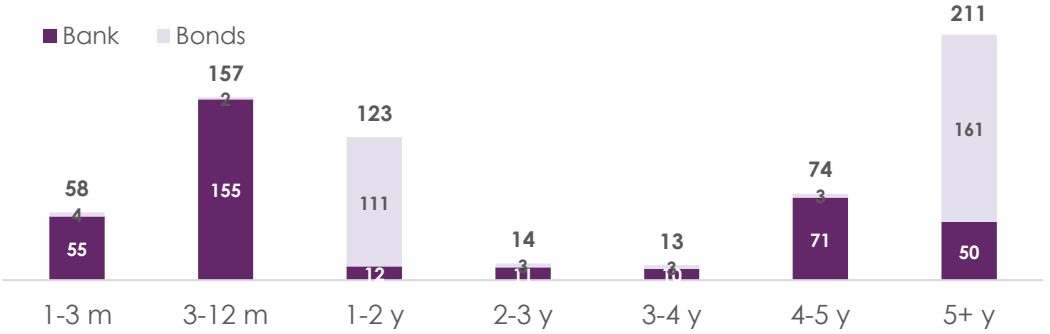
Non-banking businesses: NFD / Equity

Excludes banking businesses



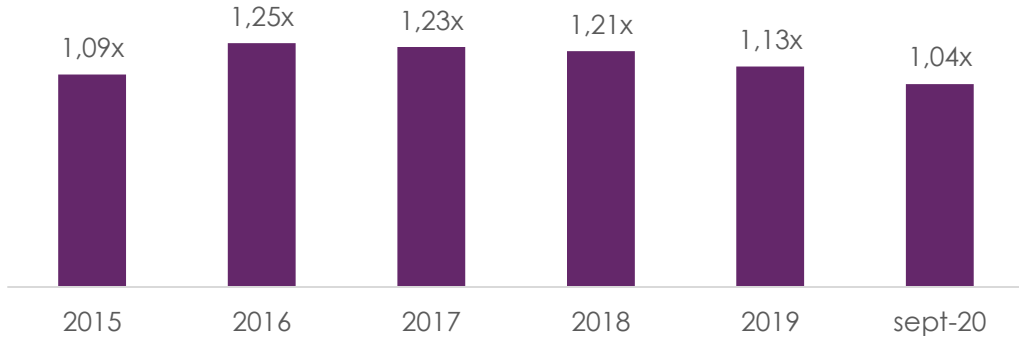
Debt amortization schedule

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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