

# Earnings Presentation 1Q-2024

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All numbers in this presentation are converted to US Dollars and rounded to millions.

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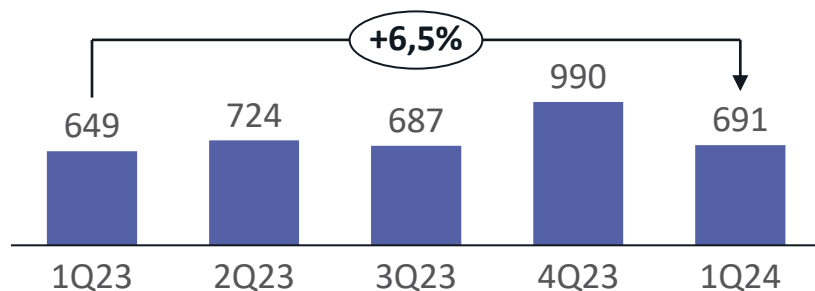
# HIGHLIGHTS 1Q-2024



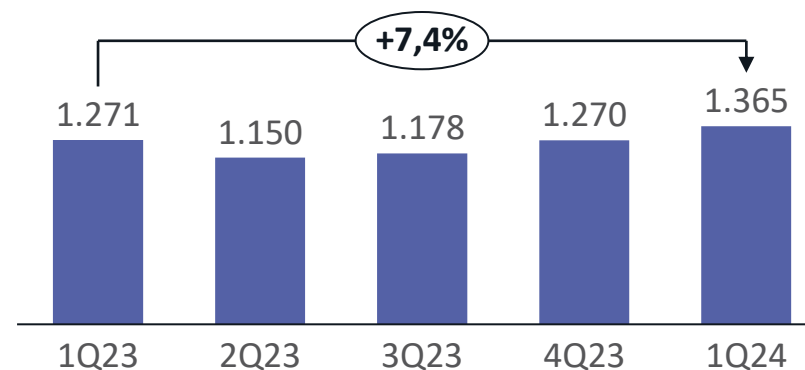
# Strong leadership presence of Retailers & Malls in Latam

## Revenues (US\$ MM)

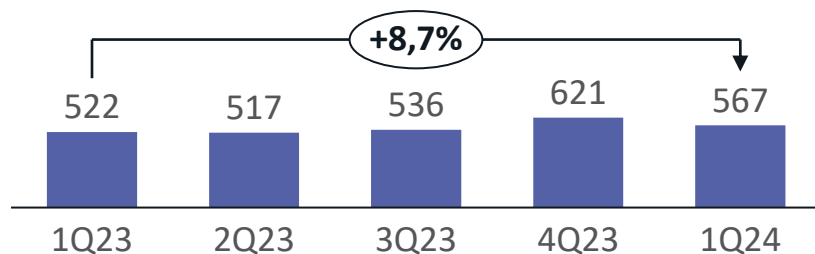
### Falabella Retail



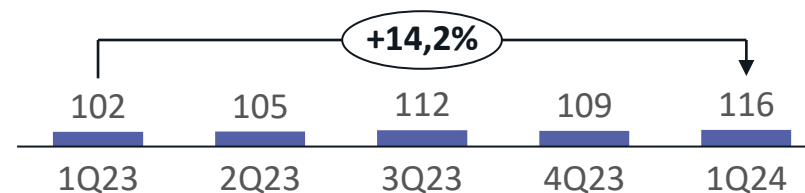
### Home Improvement



### Supermarkets

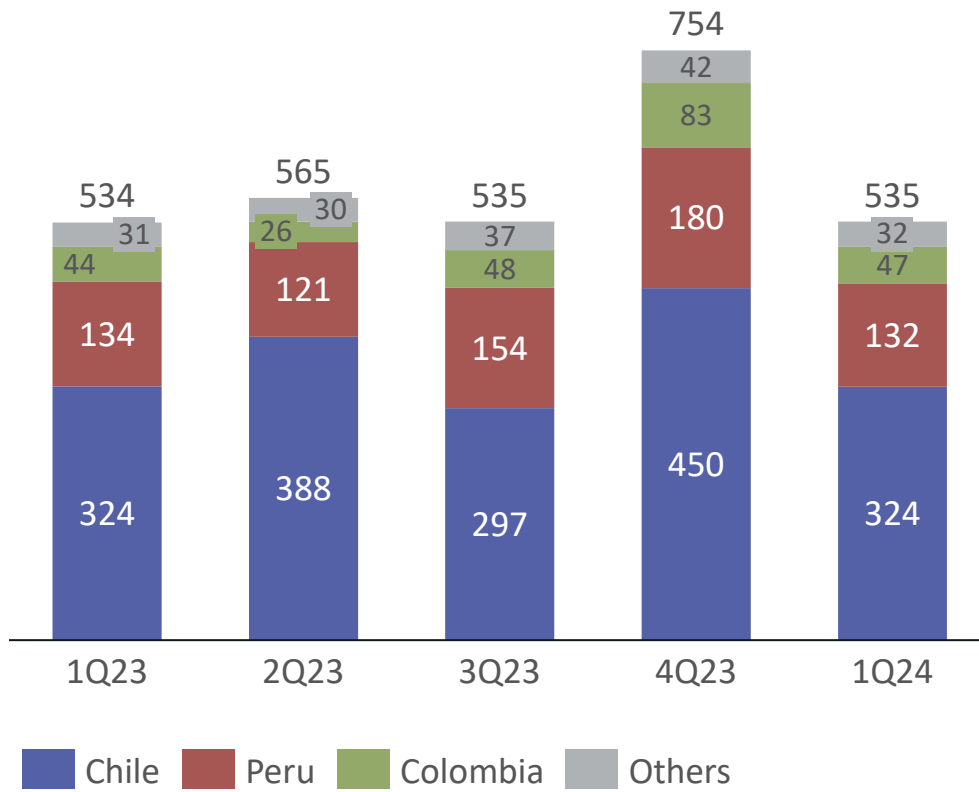


### Mallplaza

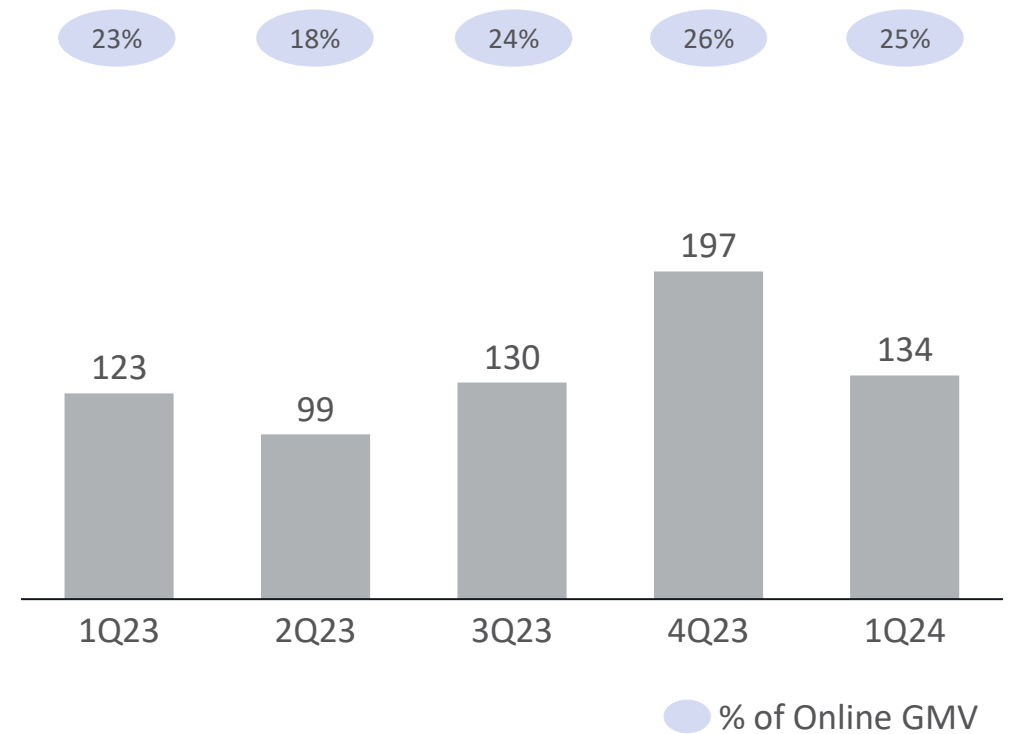


# Our value proposition for customers and **sellers** continues to gain traction

### Online GMV (US\$ MM)

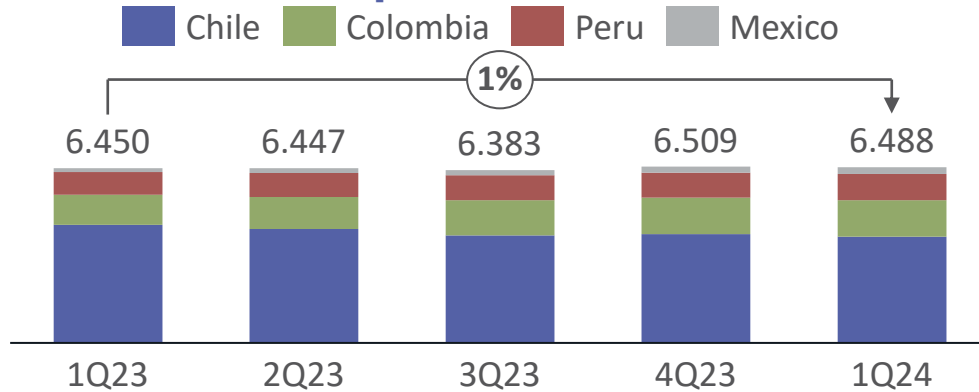


### Online GMV - 3P (US\$ MM)

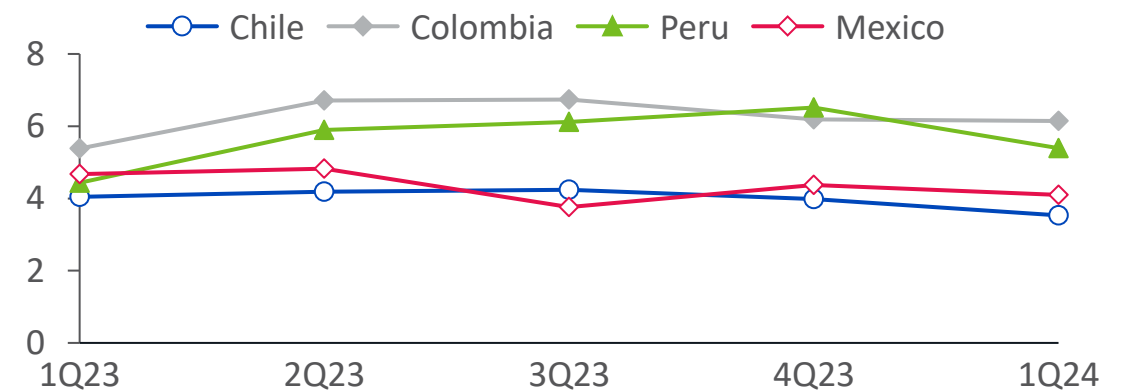


# Building the leading digital bank of the Andean region

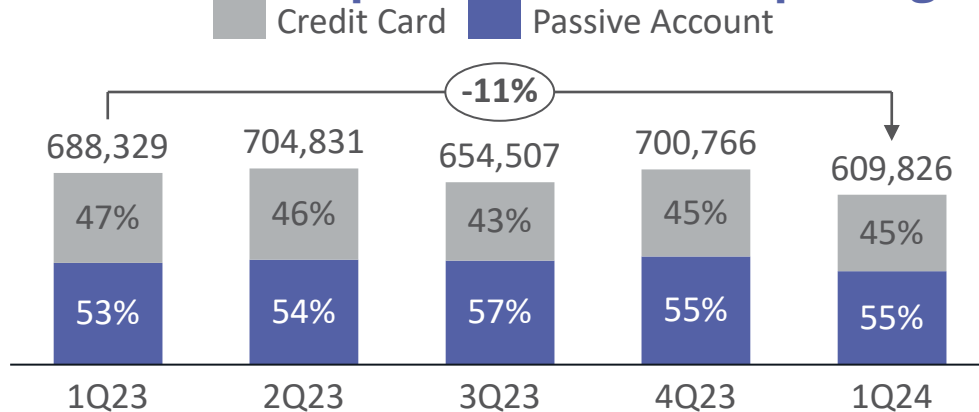
## Loan portfolio (US\$ MM)



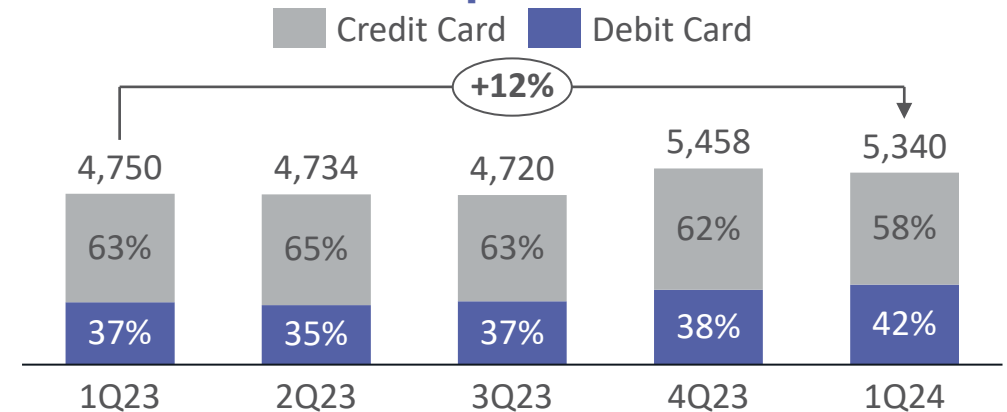
## NPL (%)



## Credit card & passive account openings (#)

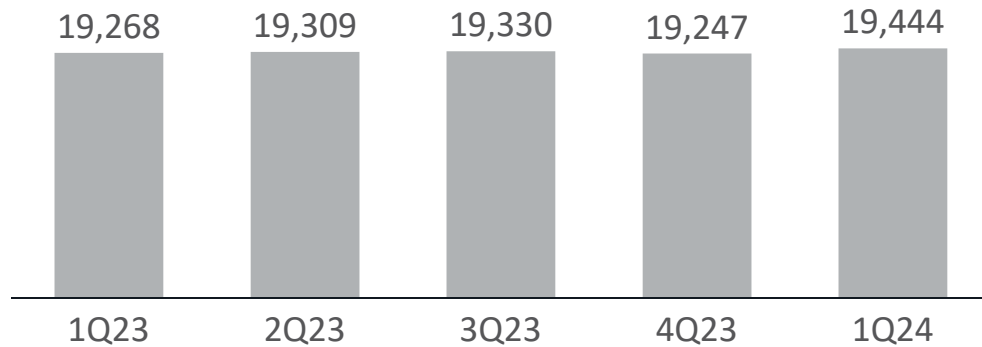


## Credit & debit card purchases (US\$ MM)

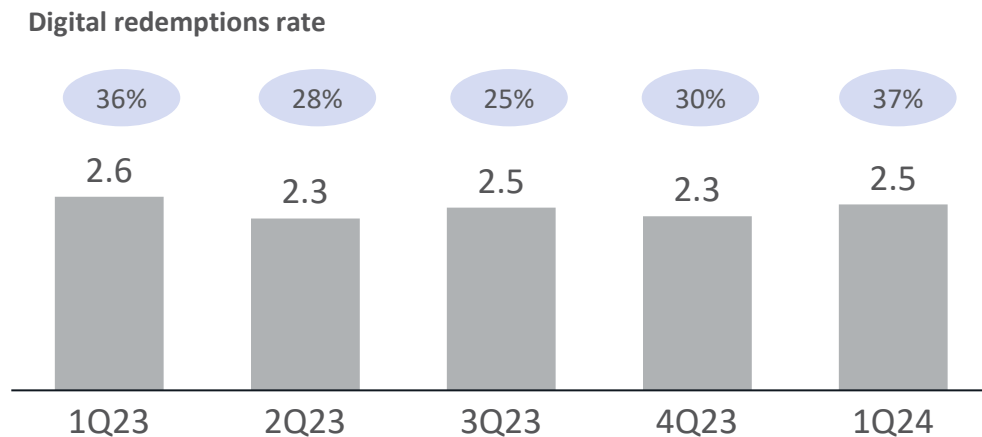


# Our loyalty program is one of the most preferred and plays a critical role in the adaptation to a data-driven company

## Participants (# 000')

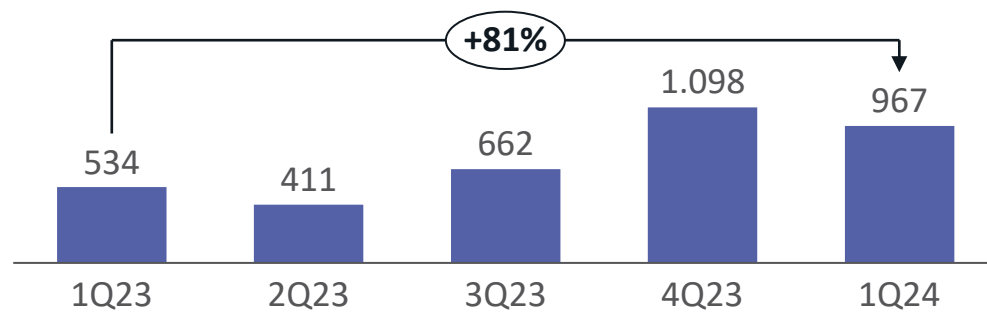


## Redemptions (# MM)

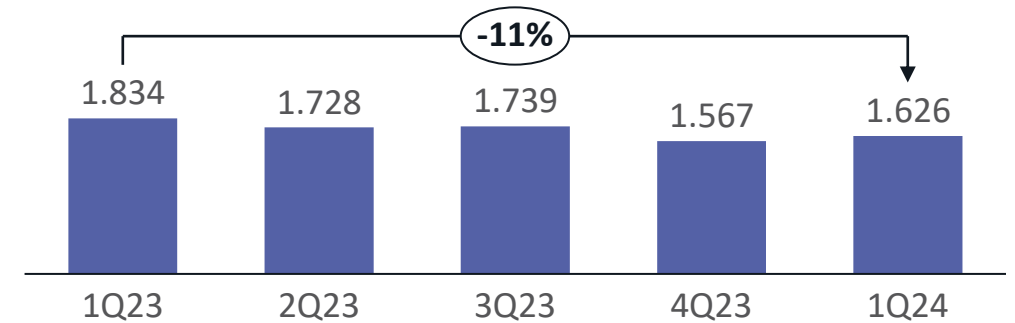


# We continue to focus efforts on our plan to strengthen our financial position

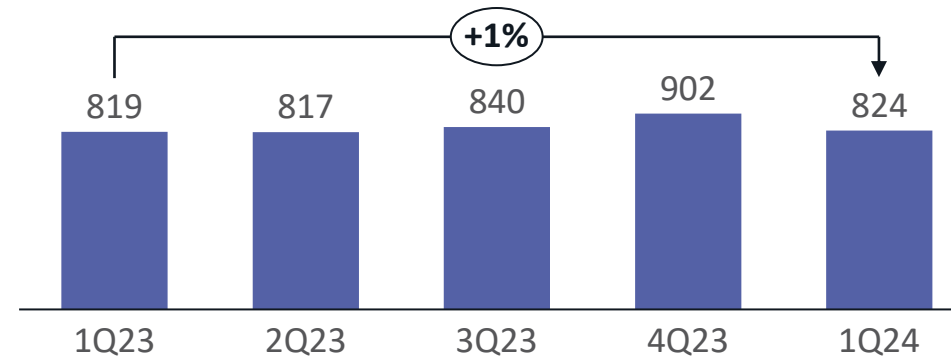
## Cash and Equivalents – Non Banking (US\$ mm)



## Inventories (US\$ mm)



## SG&A (US\$ mm)

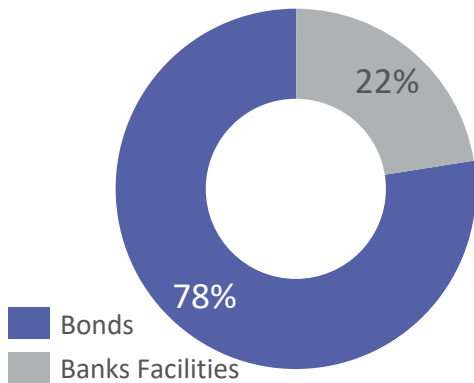




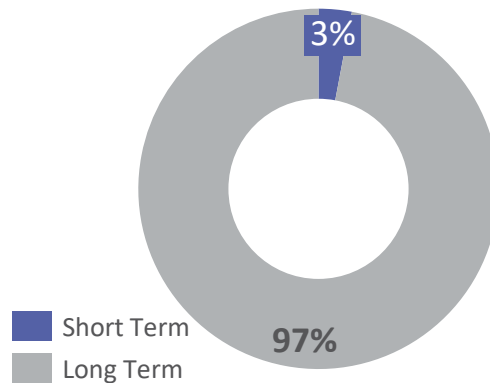
# Summary Financials (US\$ MM)

	1Q23	% revenues	1Q24	% revenues	Var (%)
<b>Total sales</b>					
<b>Total sales</b>	<b>2.811</b>		<b>2.733</b>		<b>-3%</b>
GMV Online	534		535		0%
GMV own products (1P)	411		401		-2%
GMV third-party products (3P)	123		134		9%
Total sales of physical stores	2.277		2.198		-3%
<b>Financial Results</b>					
Non-Banking Revenue	2.317	82,8%	2.437	83,6%	5%
Financial Services Revenue	482	17,2%	479	16,4%	0%
<b>Total Revenue</b>	<b>2.799</b>	<b>100,0%</b>	<b>2.916</b>	<b>100,0%</b>	<b>4%</b>
Gross profit	837	29,9%	1.007	34,5%	20%
SG&A expenses	(819)	-29,2%	(824)	-28,2%	1%
<b>EBITDA</b>	<b>129</b>	<b>4,6%</b>	<b>302</b>	<b>10,4%</b>	<b>134%</b>
<b>Net (Loss) Income</b>	<b>(55)</b>	<b>-2,0%</b>	<b>60</b>	<b>2,0%</b>	<b>NA</b>
<b>Balance Sheet</b>					
Cash (non-banking)	534		967		81%
Gross Loan Book	6.450		6.488		1%
Financial Net Debt (Exc. Banking)	3.680		3.495		-5%

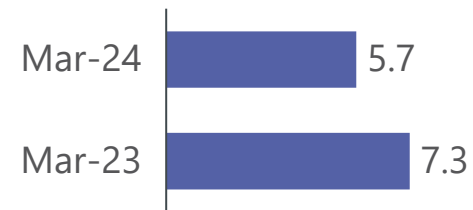
**Debt By Creditor**  
w/o Banking Operations



**Debt By Maturity**  
w/o Banking Operations



**Net Financial Debt/EBITDA (times)**  
w/o Banking Operations

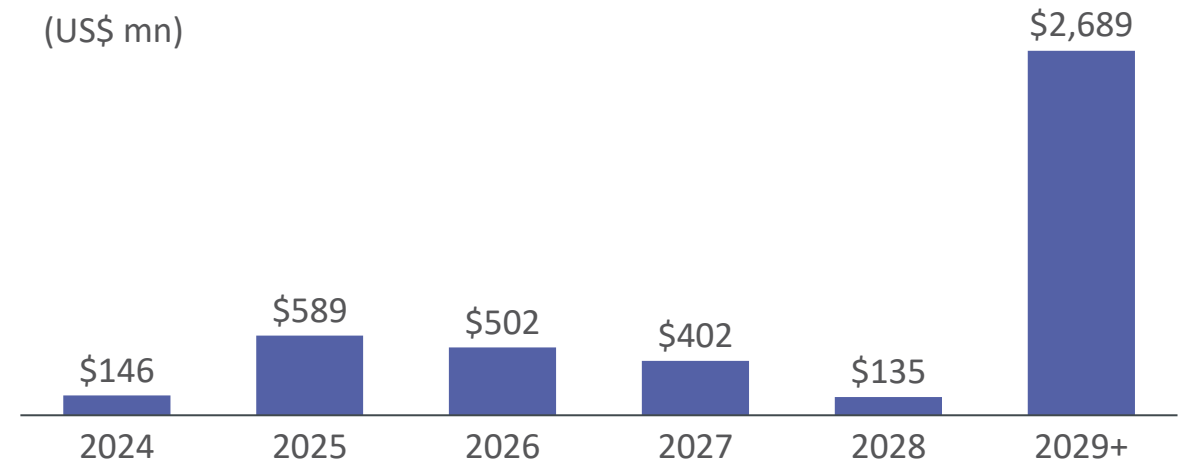


**Net Leverage (times)**  
w/o Banking Operations



**Financial Debt (Exc. Banking business) reached US\$ 4,462 million**

**Debt Amortization Profile (US\$ mn)**



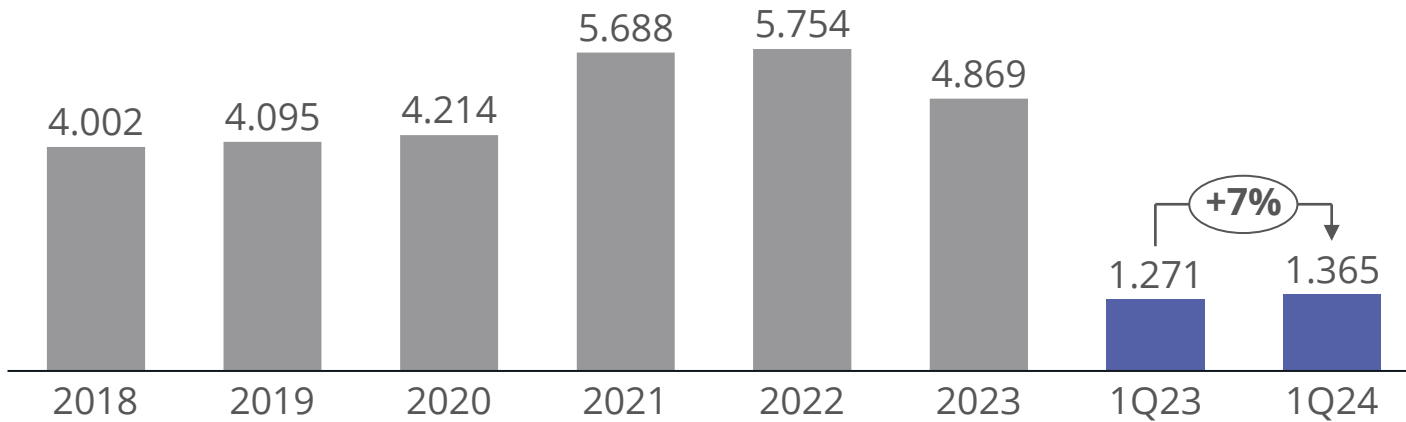
# HIGHLIGHTS 1Q-2024

## HOME IMPROVEMENT



# Our customer-focused efforts are yielding positive results, increasing our customer base and sales

## Regional Revenue (US\$ million)



## Active Clients LTM (# million)

**19.8**  
0.5% vs  
4Q23

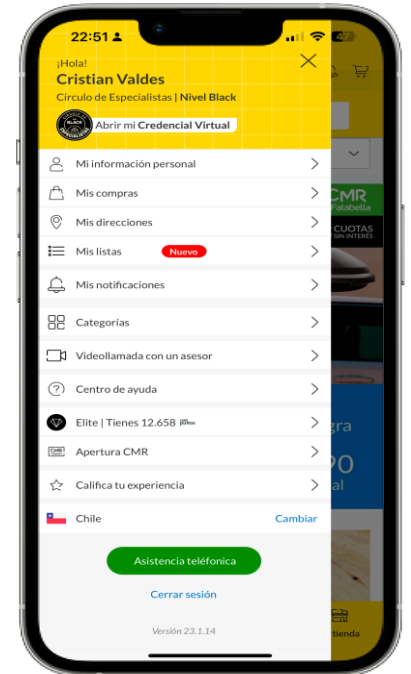
## Share PRO & B2B over sales

**+50%**  
In 1Q24



## Our initiatives

- ▶ Differentiated digital experience
- ▶ Omnichannel pricing
- ▶ Maestrado



**1.9 MM**  
+5% VS 4Q23  
CES Members

Private labels brands play a key role on Sodimac's strategy to satisfy each of our customers segments



DIY



PRO

Private Label Brands



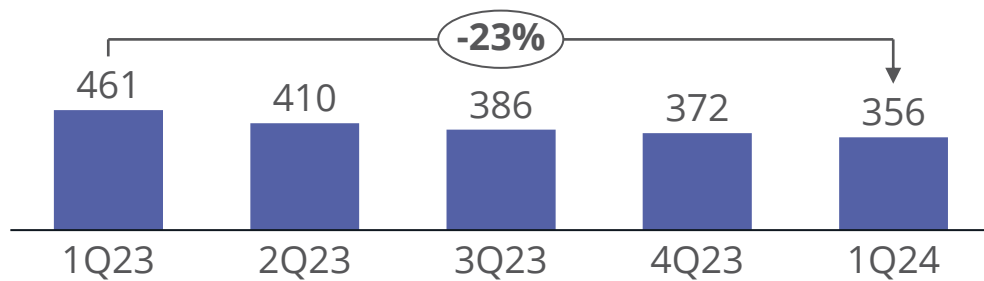
The diagram displays a variety of private label brands for Sodimac, arranged within a dashed rectangular border. The brands are categorized by their target customer segment, from DIY on the left to PRO on the right. The brands shown include:

- Hc** (JUST Home collection)
- Klimber**
- dacqua** (SENSI)
- BauKer**
- HALUX**
- UBERMANN**
- Würden**
- casa bonita**
- DAIR**
- KÖLOR** (GLAM)
- topex**
- DEAR SANTA**
- Mr. Beef**
- HÖLZTEK**
- KÖLOR** (GLAM)
- kleine** (wolke, intelligent floor)
- AUTOSTYLE**
- humboldt**
- do it**
- RECCA**
- ozom** (Smarthome para todos)
- ERG**
- KARSON**
- BOLKOW**

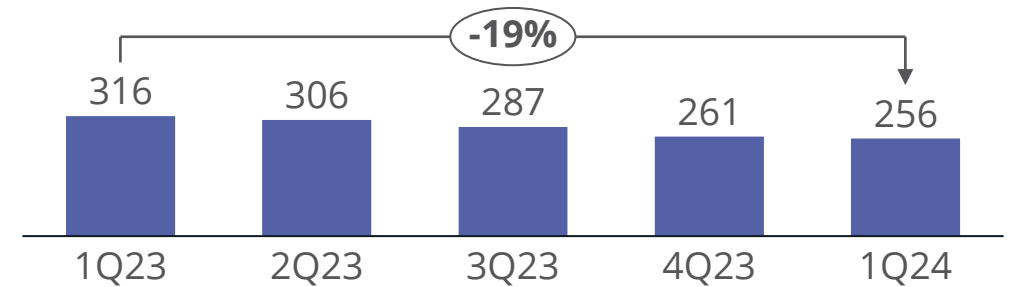
# We have been able to manage our **inventory levels**



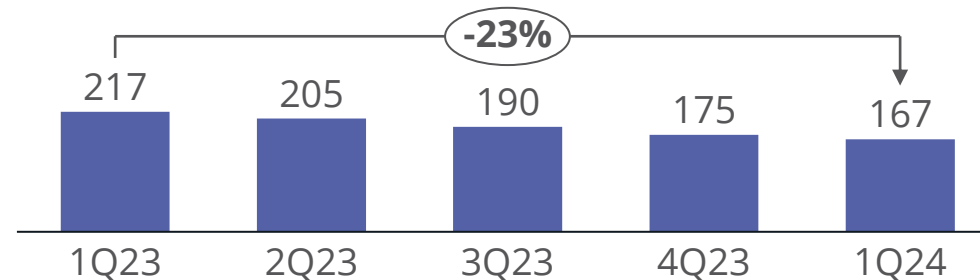
## Sodimac Chile Inventory (US\$ million)



## Sodimac Colombia Inventory (US\$ million)



## Sodimac Peru Inventory (US\$ million)



# We are committed with our strategy to boost our Omnichannel value proposition

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**Increase sales and contribution** by customer segment through product innovation and the enhancement of our digital customer experience



Consolidate our **value proposition** for the PRO customer through initiatives such as our loyalty program “CES”



Continue our **growth in Mexico**, focusing on CAPEX efficiency and increasing sales per m<sup>2</sup>



Improve efficiency in mature countries by **optimizing working capital and increasing asset profitability**

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