EARNINGS REPORT

4TH QUARTER, 2021

February, 2022



InRetail

This management discussion and analysis should be used in combination with Q4'21 financial statements prepared for:

- InRetail Perú Corp.
- InRetail Pharma
- InRetail Shopping Malls

The above mentioned financial statements can be downloaded from our website: www.inretail.pe



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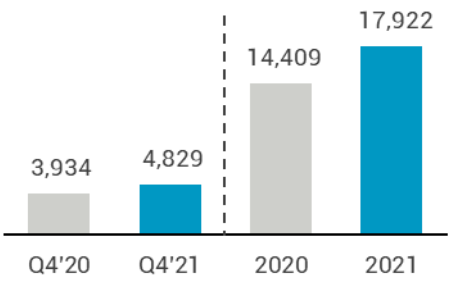
1. HIGHLIGHTS FOR THE FOURTH QUARTER 2021

The IFRS 16 accounting standard was adopted in the preparation of the interim financial statements since the first quarter of 2019. All numbers shown in this report include IFRS 16. For information on reconciliation of Adjusted EBITDA and Net Income to Pre-IFRS 16 metrics, please refer to section 5 on page 25 at the end of this report.

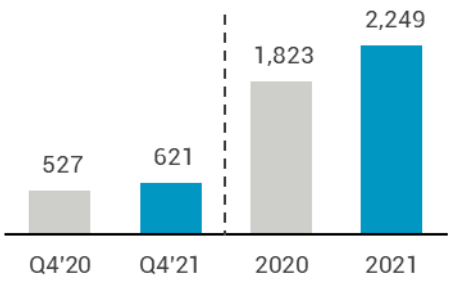
InRetail Perú Consolidated

- Consolidated Revenues of S/4,829 million, a 22.7% growth over Q4'20
- Adjusted EBITDA of S/621 million, a 17.9% increase over Q4'20
- Adjusted EBITDA margin of 12.9%, compared to 13.4% in Q4'20
- Consolidated Net Income of S/269 million, an 135.6% increase over Q4'20
- Net Income margin of 5.6%, compared to 2.9% in Q4'20

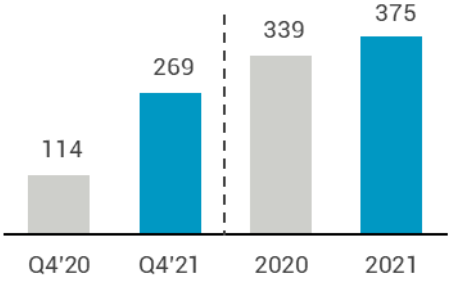
Revenues (S/ mm)



Adjusted EBITDA[1/] (S/ mm)



Net Income (S/ mm)



Note: Makro is only included in 2021 results since Makro was acquired on December 23, 2020. [1/] Adj. EBITDA excludes Mark-to-Market gains from valuation of investment properties of Food Retail and Shopping Malls segments and includes IFRS 16 effect.

Food Retail

- Revenues of S/2,669 million, a 38.7% growth over Q4'20
- Same store sales growth of 6.0% in Q4'21
- Adjusted EBITDA of S/283 million, a 43.5% growth over Q4'20
- Adjusted EBITDA margin of 10.6% compared to 10.3% in Q4'20
- Opened 74 Mass stores and closed 33 in Q4'21

Pharma

- Revenues of S/2,017 million, a 5.5% increase over Q4'20
- Adjusted EBITDA of S/280 million, a 0.7% increase over Q4'20
- Adjusted EBITDA margin of 13.9%, compared to 14.5% in Q4'20

Pharmacies[1/]

- Revenues of S/1,513 million, a 7.5% increase over Q4'20
- Same store sales of 4.9% in Q4'21
- Adjusted EBITDA of S/257 million, a 2.8% increase over Q4'20
- Adjusted EBITDA margin of 17.0% compared to 17.7% in Q4'20
- Opened 44 pharmacies and closed 3 in Q4'21

Distribution[1/]

- Revenues of S/665 million, a 1.6% decrease over Q4'20
- Adjusted EBITDA of S/25 million, a 12.8% decrease over Q4'20
- Adjusted EBITDA margin of 3.8%, compared to 4.3% in Q4'20

Shopping Malls

- Revenues of S/163 million, a 38.9% increase over Q4'20
- Tenant same stores sales of 17.4%[2/] in Q4'21
- Adjusted EBITDA of S/92 million, a 42.4% increase over Q4'20
- Net Rental Margin of 76.4%, compared to 75.0% in Q4'20

[1/] Pharmacies refers to the retail pharma unit which operates Inkafarma and Mifarma stores. Distribution refers to the pharmaceutical distribution unit.
[2/] SSS of 17.4% for Q4'21 considers sales from tenants allowed to operate their physical stores in both comparable periods.

INRETAIL PERÚ AT A GLANCE

FY 2021 (S/ mm; %)	Food Retail (Supermercados Peruanos S.A.)	Pharma (InRetail Pharma)	Shopping Malls (InRetail Shopping Malls)	InRetail Perú Corp.[1/]
Revenues	9,410	8,064	531	17,922
% Revenues Contribution	*52%*	*45%*	*3%*	
Adj. EBITDA[2/]	889	1,140	302	2,249
% Adj. EBITDA Contribution	*38%*	*49%*	*13%*	
Adj. EBITDA Margin[3/]	9.4%	14.1%	76.8%	12.5%
Market Position	1st	1st	1st	-
# of Stores	689	2,252	21	-
# of Employees	22,576	24,051	445	47,042

Note: FY 2021 results consider Makro, which was acquired on December 23, 2020.
[1/] Consolidated figures for InRetail include intercompany eliminations and consolidation adjustments.
[2/] Adj. EBITDA excludes mark-to-market gains from valuation of investment properties in the Food Retail and Shopping Malls segments and includes IFRS 16 effect.
[3/] InRetail Shopping Malls' Adjusted EBITDA margin is represented here as our Net Rental margin, calculated as Adj. EBITDA (inc. IFRS 16)/Net Rental Income.



2. CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Income Statement

Fourth quarter of 2021, compared to the fourth quarter of 2020
Twelve months ended December, 2021 compared to twelve months ended December, 2020
(audited)

InRetail Perú Corp Consolidated Income Statement In Million (S/)	Fourth Quarter			For the twelve months ended December 31		
	2021	2020	Change %	2021	2020	Change %
Revenues:						
Food Retail	2,669	1,924	38.7%	9,410	6,917	36.0%
Pharma	2,017	1,912	5.5%	8,064	7,191	12.1%
Pharmacies	1,513	1,407	7.5%	6,018	5,333	12.8%
Distribution	665	676	-1.6%	2,751	2,525	8.9%
Shopping Malls	163	117	38.9%	531	385	38.0%
Total revenues	**4,829**	**3,934**	**22.7%**	**17,922**	**14,409**	**24.4%**
Cost of sales:						
Food Retail	-2,026	-1,410	43.7%	-7,177	-5,119	40.2%
Pharma	-1,379	-1,318	4.6%	-5,579	-4,992	11.7%
Pharmacies	-953	-893	6.8%	-3,867	-3,444	12.3%
Distribution	-584	-589	-0.9%	-2,412	-2,210	9.1%
Shopping Malls	-56	-43	30.4%	-185	-152	21.9%
Total cost of sales	**-3,457**	**-2,763**	**25.1%**	**-12,925**	**-10,241**	**26.2%**
Gross profit:						
Food Retail	643	515	25.0%	2,232	1,798	24.2%
Pharma	638	594	7.5%	2,486	2,199	13.0%
Pharmacies	559	514	8.8%	2,151	1,889	13.9%
Distribution	81	87	-6.1%	339	315	7.6%
Shopping Malls	107	74	43.7%	346	234	48.4%
Total gross profit	**1,372**	**1,171**	**17.2%**	**4,997**	**4,169**	**19.9%**
Selling and administrative expenses	-932	-794	17.3%	-3,498	-2,952	18.5%
Other operating income (expenses), net	96	-57	-	132	-88	-
Operating profit	**536**	**319**	**68.0%**	**1,632**	**1,129**	**44.6%**
Financial income (expenses), net	-88	-142	-38.4%	-961	-578	66.2%
Income tax expense	-180	-63	185.7%	-295	-211	39.9%
Net income	**269**	**114**	**135.6%**	**375**	**339**	**10.6%**

Consolidated Statement of Financial Position

As of December 31, 2021 and December 31, 2020 (audited)

InRetail Perú Corp Consolidated Statement of Financial Position In Million (S/)	As of December 31, 2021	As of December 31, 2020
Assets		
Cash and short-term deposits	917	936
Investments at fair value through profit or loss	122	242
Inventories, net	2,618	2,159
Other current assets	1,169	1,000
Property, furniture and equipment	4,542	4,267
Right-of-use assets	1,351	1,394
Investment properties	4,033	3,900
Intangible assets	3,969	3,927
Other non current assets	619	435
Total assets	**19,340**	**18,259**
Liabilities		
Short- term debt	640	1,774
Other short-term liabilities	4,848	4,334
Long-term debt	7,176	5,243
Other long-term liabilities	2,242	2,194
Total liabilities	**14,907**	**13,545**
Non-controlling interest	53	104
Total equity	**4,433**	**4,714**
Total equity and liabilities	**19,340**	**18,259**

Consolidated Statement of Cash Flows

Twelve months ended December 31, 2021 and December 31, 2020 (audited)

InRetail Perú Corp Consolidated Statement of Cash Flows	For the twelve months ended December 31	
	2021	2020
In Million (S/)		
Net cash flows from operating activities	1,668	1,479
Net cash flows used in investing activities	-503	-1,792
Net cash flows used in financing activities	-1,184	509
Net (decrease) increase of cash and short-term	**-19**	**196**
Cash and short–term deposits at the beginning of the period	936	740
Cash and short–term deposits at the end of the period	**917**	**936**



3. RESULTS ANALYSIS

The following analysis compares **InRetail Perú's** results for the fourth quarter of 2021 with the same period in 2020.

Intercompany transactions are eliminated upon consolidation of our financial statements.

In the following pages, we will comment on the different lines of the Consolidated Income Statement, starting with a consolidated view of **InRetail Perú** and further explaining the **Food Retail**, **Pharma** and **Shopping Malls** segments. The **Pharma** segment will be further divided into units: Pharmacies and Distribution.

The IFRS 16 accounting standard was adopted in the preparation of the interim financial statements since the first quarter of 2019. All numbers shown in this report include IFRS 16. For information on reconciliation of Adjusted EBITDA and Net Income to Pre-IFRS metrics, please refer to section 5 on page 25 at the end of this report.

On December 23, 2020, we acquired Makro Perú, however, as of December 31, 2020, InRetail Perú's Consolidated Income Statement does not include the operations of this new subsidiary.

▪ Revenues

InRetail Perú's revenues grew S/895 million, or 22.7% in the fourth quarter of 2021, compared to the same period in 2020, mainly due to a strong growth in our Food Retail segment incorporating Makro, a solid growth in our Pharma segment, and a strong recovery in our Shopping Malls segment. For 2021, InRetail Perú's revenues were S/17,922 million, a 24.4% increase over 2020.

Food Retail's revenues grew S/744 million, or 38.7% in the fourth quarter of 2021, compared to the same period in 2020, driven primarily by the incorporation of Makro, and a strong same store sales growth of 6.0% in Q4'21, despite an already strong Q4'20 comparison basis positively impacted by a strong increase in both food and non-food categories. For 2021, revenues were S/9,410 million, a 36.0% increase over 2020, with a same store sales growth of 7.8%.

Pharma's revenues in the fourth quarter of 2021 increased S/105 million or 5.5%, compared with the same period in 2020. For 2021, revenues were S/8,064 million, 12.1% increase over 2020.

- **Pharmacies'** revenues increased S/106 million, or 7.5% in the fourth quarter of 2021, compared to the same period in 2020, with a same store sales increase of 4.9% in Q4'21, registering a positive growth in both pharma and non-pharma categories, despite an already important revenue basis in Q4'20. For 2021, revenues were S/6,018 million, a 12.8% increase over 2020, with a same store sales growth of 10.6%.

- **Distribution** revenues decreased S/11 million, or 1.6% in the fourth quarter of 2021, compared to the same period in 2020, mainly due to a higher comparison basis in Q4'20, when independent pharmacies and institutions registered a strong recovery. For 2021, revenues were S/2,751 million, an 8.9% increase over 2020.

Shopping Malls' revenues increased S/46 million, or 38.9% in the fourth quarter of 2021, compared to the same period in 2020. This high growth is mainly explained by the increase in GLA opened (~90% of GLA opened end of 2021 compared to ~80% of GLA opened end of 2020), additional GLA from the expansion of Real Plaza Cusco and a stable occupancy rate of ~93%. Shopping Malls' revenues were S/531 million for 2021, an increase of 38.0% over 2020.

In Q4'21, we also registered a solid tenant same store sales of 17.4%, considering tenants that are allowed to operate their physical stores in both comparable periods.

Net rental income is defined as total income minus reimbursable operating costs related to the maintenance and management of shopping malls. These operating costs are billed directly to tenants and are also reported as "Income from rendering of services". InRetail Shopping Malls' net rental income increased from S/86 million in the fourth quarter of 2020 to S/120 million in the same period of 2021, a 39.7% increase. For the twelve months ended December, net rental income increased from S/276 million in 2020 to S/394 million in 2021, a 42.9% increase.

▪ Cost of Sales

InRetail Perú's cost of sales increased S/694 million or 25.1% in the fourth quarter of 2021, compared to the same period in 2020. For 2021, InRetail Perú's cost of sales was S/12,925 million, an increase of 26.2% over 2020.

Food Retail's cost of sales grew S/616 million, or 43.7% in the fourth quarter of 2021, compared to the same period in 2020. For 2021, Food Retail's cost of sales was S/7,177 million, an increase of 40.2% over 2020.

Pharma's cost of sales increased S/61 million in the fourth quarter of 2021, 4.6% higher than the same period in 2020. For 2021, cost of sales was S/5,579 million, an increase of 11.7% over 2020.

- **Pharmacies'** cost of sales grew S/60 million or 6.8% in the fourth quarter of 2021, compared to the same period in 2020. For 2021, cost of sales was S/3,867 million, an increase of 12.3% over 2020.

- **Distribution'** cost of sales decreased S/5 million in the fourth quarter of 2021, or 0.9% compared to the same period in 2020. For 2021, cost of sales was S/2,412 million, an increase of 9.1% over 2020.

Shopping Malls' cost of sales was S/56 million in the fourth quarter of 2021, an increase of S/13 million or 30.4% compared to the same period in 2020. For 2021, Shopping Malls' cost of sales was S/185 million, an increase of 21.9% over 2020.

▪ Gross Profit

InRetail Perú's gross profit increased S/201 million, or 17.2% in the fourth quarter of 2021, compared to the same period in 2020. Gross margin (gross profit as a percentage of revenues) was 28.4% in the fourth quarter of 2021, below the same period of 2020. For 2021, InRetail Perú's gross profit was S/4,997 million, an increase of 19.9% over 2020, with a gross margin of 27.9% compared to 28.9% in 2020.

Food Retail's gross profit increased S/128 million, or 25.0% in the fourth quarter of 2021, compared to the same period in 2020. Gross margin decreased to 24.1% in the fourth quarter of 2021 from 26.7% in the same period of 2020, mainly due to the incorporation of Makro's cash and carry stores, which operate at a lower gross margin. For 2021, the gross profit and the gross margin were S/2,232 million and 23.7%, respectively, compared to S/1,798 million and 26.0% for 2020.

Pharma's gross profit increased S/44 million, or 7.5% in the fourth quarter of 2021, compared to the same period in 2020. Gross margin increased from 31.1% in the fourth quarter of 2020, to 31.6% in the same period of 2021. For 2021, gross profit and gross margin were S/2,486 million and 30.8%, respectively, compared to S/2,199 million and 30.6% in 2020.

- **Pharmacies'** gross profit grew S/45 million, or 8.8% in the fourth quarter of 2021, compared to the same period in 2020. Gross margin was 37.0% in the fourth quarter of 2021, in line with 36.5% in the same period of 2020. For 2021, the gross profit and the gross margin were S/2,151 million and 35.7%, respectively, compared to S/1,889 million and 35.4% for 2020.

- **Distribution'** gross profit decreased S/5 million, or 6.1% in the fourth quarter of 2021 compared to the same period in 2020. Gross margin was 12.2% in the fourth quarter compared to 12.8% for the same period in 2020. For 2021, the gross profit and the gross margin were S/339 million and 12.3% respectively, compared to S/315 million and 12.5% for the same period in 2020.

Shopping Malls' Gross profit increased S/33 million, or 43.7% in the fourth quarter of 2021, compared to the same period in 2020. Gross margin in the fourth quarter of 2021 was 65.7%, higher than 63.4% in the same period of 2020. For 2021, gross profit and gross margin were S/346 million and 65.2%, respectively, compared to S/234 million and 60.6% for 2020.

▪ Selling and Administrative Expenses

InRetail Perú Corp Selling and Administrative Expenses In Million (S/)	Fourth Quarter			For the twelve months ended December 31		
	2021	2020	Change %	2021	2020	Change %
Food Retail	444	370	20.1%	1,650	1,368	20.6%
Pharma	462	413	11.9%	1,796	1,559	15.2%
Pharmacies	389	346	12.3%	1,453	1,276	13.8%
Distribution	64	64	-1.3%	247	250	-0.9%
Shopping Malls	12	14	-13.6%	52	51	2.6%
Total selling and administrative expenses	**932**	**794**	**17.3%**	**3,498**	**2,952**	**18.5%**

InRetail Perú's selling and administrative expenses grew S/138 million, or 17.3% in the fourth quarter of 2021 compared to the same period in 2020. As a percentage of revenues, selling and administrative expenses were 19.3% in the fourth quarter of 2021, compared to 20.2% in the same period in 2020.

For 2021, InRetail Perú's selling and administrative expenses were S/3,498 million, 18.5% higher than 2020. As a percentage of revenues, selling and administrative expenses were 19.5% in 2021, compared to 20.5% in 2020.

Food Retail's selling and administrative expenses increased S/74 million, or 20.1% in the fourth quarter of 2021 compared to the same period in 2020, mainly due to the incorporation of Makro's operation. As a percentage of revenues, selling and administrative expenses were 16.7% in the fourth quarter of 2021, lower than 19.2% in the same period in 2020 mainly due to continued fixed costs dilution and incremental operational efficiencies. For 2021, selling and administrative expenses were S/1,650 million, an increase of 20.6% over 2020. As a percentage of revenues, these expenses decreased from 19.8% to 17.5%.

Pharma's selling and administrative expenses increased S/49 million, or 11.9% in the fourth quarter of 2021 compared to the same period in 2020. As a percentage of revenues, selling and administrative expenses were 22.9% in the fourth quarter of 2021, compared to 21.6% in the same period of 2020. For 2021, selling and administrative expenses were S/1,796 million, an increase of 15.2% over 2020. As a percentage of revenues, these expenses increased from 21.7% to 22.3%.

- **Pharmacies'** selling and administrative expenses increased S/43 million or 12.3% in the fourth quarter of 2021, compared to the same period in 2020. As a percentage of revenues, selling and administrative expenses increased from 24.6% in the fourth quarter of 2020 to 25.7% in the same period of 2021 mainly due to increased expenses related to store conversions and renovations. For 2021, selling and administrative expenses were S/1,453 million, increasing 13.8% over 2020. As a percentage of revenues, these expenses increased from 23.9% to 24.1%.

- **Distribution's** selling and administrative expenses decreased S/1 million, or 1.3% in the fourth quarter of 2021 compared to the same period of 2020. As a percentage of revenues, selling and administrative expenses were 9.6% in the fourth quarter of 2021, in line with 9.5% in the same period of 2020. For 2021, selling and administrative expenses were S/247 million, decreasing 0.9% over 2020. As a percentage of revenues, these expenses decreased from 9.9% to 9.0%.

Shopping Malls' selling and administrative expenses in the fourth quarter of 2021 were S/12 million, 13.6% lower over the same period in 2020. As a percentage of revenues, selling and administrative expenses were 7.3% in the fourth quarter of 2021, compared to 11.7% in the same period of 2020, a significant reduction due to the recuperation of GLA opened which drives revenue growth. For 2021, selling and administrative expenses were S/52 million, 2.6% higher than 2020. As a percentage of revenues, these expenses decreased from 13.2% to 9.8%.

▪ Other Operating Income (Expenses), Net

InRetail Perú's other operating income (expenses), net, resulted in an income of S/96 million in the fourth quarter of 2021 compared to an expense of S/57 million in the same period in 2020. For 2021, InRetail Perú's other operating income (expenses), net, resulted in an income of S/132 million, compared to an expense of S/88 million in the same period in 2020.

Food Retail's other operating income (expenses), net, resulted in an expense of S/0.4 million in the fourth quarter of 2021, compared to an expense of S/20 million in the same period in 2020, which included a write-off of S/10mm related to the remodeling and expansion of one of our top 10 Plaza Vea stores. For 2021, Food Retail's other operating income (expenses), net, resulted in an expense of S/6 million, compared to an expense of S/27 million in 2020.

Pharma's other operating income (expenses), net, resulted in an income of S/8 million in the fourth quarter of 2021 compared to an income of S/7 million in the same period of 2020. For 2021, Pharma's other operating income (expenses), net, resulted in an income of S/8 million, compared to an income of S/9 million in 2020.

Shopping Malls' other operating income (expenses), net, is generated primarily by changes in the fair value of investment properties, determined in accordance with IFRS. In the fourth quarter of 2021, other operating income (expenses), net, registered an income of S/116 million, as a result of adjusting the fair value of the investment properties, compared to an expense of S/51 million in the same period in 2020. For 2021, Shopping Malls' other operating income resulted in an income of S/160 million, compared to an expense of S/83 million in 2020.

▪ Operating Profit

InRetail Perú Corp Operating Profit	Fourth Quarter			For the twelve months ended December 31		
In Million (S/)	2021	2020	Change %	2021	2020	Change %
Food Retail	198	124	59.8%	576	403	42.9%
Pharma	184	188	-1.8%	697	649	7.4%
Pharmacies	176	176	0.4%	706	622	13.5%
Distribution	19	21	-6.4%	95	65	46.8%
Shopping Malls	211	10	2084.5%	455	99	357.7%
Total operating profit	**536**	**319**	**68.0%**	**1,632**	**1,129**	**44.6%**

InRetail Perú's operating profit increased S/217 million, or 68.0%, in the fourth quarter of 2021 compared to the same period in 2020, mainly explained by the increase of gross profit (as explained above) and a mark-to-market gain in our Shopping Malls segment. Operating margin (operating profit as a percentage of revenues) was 11.1% in the fourth quarter of 2021, higher than 8.1% in the fourth quarter of 2020 explained by a higher operating margin in our Shopping Malls segment, due to its mark-to-market gain and a strong recovery after restrictions related to COVID-19 were reduced.

For 2021, InRetail Perú's operating profit reached S/1,632 million, 44.6% higher than 2020. InRetail Perú's operating margin was 9.1% for 2021, compared to 7.8% in 2020.

Food Retail's operating profit increased S/74 million, or 59.8% in the fourth quarter of 2021 compared to the same period in 2020. Operating margin was 7.4% in the fourth quarter of 2021, compared to 6.5% in the same period of 2020. For 2021, Food Retail's operating profit and operating margin were S/576 million and 6.1%, respectively, compared to S/403 million and 5.8% over 2020.

Pharma's operating profit decreased S/3 million, or 1.8% in the fourth quarter of 2021 compared to the same period in 2020. Operating margin in the fourth quarter of 2021 was 9.1%, compared to 9.8% in the same period of 2020. For 2021, Pharma's operating profit and operating margin were S/697 million and 8.6%, respectively, compared to S/649 million and 9.0% over 2020.

- **Pharmacies'** operating profit increased S/1 million, or 0.4% in the fourth quarter of 2021 compared to the same period in 2020. Operating margin decreased to 11.7% in the fourth quarter of 2021 from 12.5% in the same period of 2020. For 2021, operating profit and operating margin were S/706 million and 11.7%, respectively, compared to S/622 million and 11.7% over 2020.

- **Distribution's** operating profit decreased S/1 million, or 6.4% in the fourth quarter of 2021 compared to the same period of 2020. Operating margin decreased to 2.9% in the fourth quarter of 2021 from 3.1% in the same period of 2020. For 2021, operating profit and operating margin were S/95 million and 3.5% respectively, compared to S/65 million and 2.6% over 2020.

Shopping Malls' operating profit was S/211 million in the fourth quarter of 2021, compared to a S/10 million in the same period of 2020. Operating margin was 129.4% in the fourth quarter of 2021, compared to 8.2% in the same period of 2020. For 2021, Shopping Malls' operating profit and operating margin were S/455 million and 85.6%, respectively, compared to S/99 million and 25.8% over 2020.

▪ Financial Income (Expenses), Net

InRetail Perú's net financial expenses (including FX gain/loss) resulted in S/88 million in the fourth quarter of 2021, lower than net financial expenses of S/142 million in the same period of 2020. The decrease is mainly explained by a net FX gain of S/68 million, of which S/37 million relates to the IFRS16 effect on lease liabilities, compared to a net FX loss of S/22 million in Q4'20 (of which S/16 mm relates to the IFRS 16 effect on lease liabilities).

For 2021, InRetail Perú registered a net financial expense of S/961 million, compared to a net financial expense of S/578 million in 2020, mainly explained by one-time expenses related to the restructuring of derivatives and liability management, and additional debt related to the acquisition of Makro.

▪ Income Tax

InRetail Perú's income tax is calculated over profit from sales and rental revenues in our segments, as well as over capital gains from realized gains or losses in the value of investment properties. InRetail Perú registered an income tax expense of S/180 million in the fourth quarter of 2021 compared to S/63 million in the same period in 2020.

For 2021, income tax expense amounted to S/295 million, an increase of S/84 million compared to 2020.

▪ Net Income

InRetail Perú registered net income of S/269 million in the fourth quarter of 2021, compared to net income of S/114 million in the same period in 2020, mainly due to a mark-to-market gain in our Shopping Malls segment and a positive net FX effect. Net margin (net income as a percentage of revenues) was 5.6% in the fourth quarter of 2021, higher than 2.9% in the same period of 2020.

For 2021, net income was S/375 million compared to S/339 million in 2020. Net margin was 2.1%, in comparison to 2.4% in 2020.

▪ Adjusted EBITDA

InRetail Perú Corp Adjusted EBITDA	Fourth Quarter			For the twelve months ended December 31		
In Million (S/)	2021	2020	Change %	2021	2020	Change %
Food Retail	283	197	43.5%	889	676	31.5%
Pharma	280	278	0.7%	1,140	1,003	13.7%
Pharmacies	257	250	2.8%	1,026	901	13.9%
Distribution	25	29	-12.8%	118	96	22.9%
Shopping Malls	92	64	42.4%	302	196	53.9%
Adjusted EBITDA	**621**	**527**	**17.9%**	**2,249**	**1,823**	**23.4%**

InRetail Perú's adjusted EBITDA[/1] increased S/94 million (from S/527 million to S/621 million), or 17.9% in the fourth quarter of 2021 compared to the same period in 2020, mainly explained by top line growth, operating efficiencies and the improved performance of our Shopping Malls segment. Adjusted EBITDA margin (adjusted EBITDA as a percentage of revenues) was 12.9% in the fourth quarter of 2021, lower than 13.4% in the same period in 2020.

InRetail Perú's EBITDA amounted to S/2,249 million for 2021, an increase of 23.4% over the same period in 2020. Adjusted EBITDA margin was 12.5%, slightly below than 12.7% in 2020.

Food Retail's adjusted EBITDA increased S/86 million, or 43.5% in the fourth quarter of 2021 compared to the same period in 2020. The adjusted EBITDA margin in the fourth quarter of 2021 was 10.6%, compared to 10.3% due to continued fixed costs dilution and incremental operational efficiencies, more than compensating the decrease in gross margin. For 2021, Food Retail's adjusted EBITDA amounted to S/889 million, an increase of 31.5% over 2020. For 2021, adjusted EBITDA margin was 9.4%, lower than 9.8% in the same period in 2020.

Pharma's adjusted EBITDA increased S/2 million, or 0.7% in the fourth quarter of 2021 compared to the same period in 2020. The adjusted EBITDA margin decreased from 14.5% in the fourth quarter of 2020 to 13.9% in the fourth quarter of 2021. For 2021, Pharma's adjusted EBITDA amounted to S/1,140 million, an increase of 13.7% over 2020. Adjusted EBITDA margin increased to 14.1% in 2021 from 13.9% in 2020.

- **Pharmacies:** Adjusted EBITDA grew S/7 million, or 2.8% in the fourth quarter of 2021 compared to the same period in 2020. Adjusted EBITDA margin was 17.0% lower than 17.7% in the fourth quarter of 2020, mainly due to increased expenses related to store conversions and renovations. For 2021, adjusted EBITDA amounted to S/1,026 million, an increase of 13.9% over 2020. Adjusted EBITDA margin increased to 17.1% in 2021 from 16.9% in 2020.

- **Distribution:** Adjusted EBITDA decreased S/4 million, or 12.8% in the fourth quarter of 2021 compared to the same period in 2020. Adjusted EBITDA margin was 3.8%, compared to 4.3% in the same period of 2020, mainly explained by lower gross margin. For 2021, adjusted EBITDA amounted to S/118 million, an increase of 22.9% over 2020. Adjusted EBITDA margin increased from 3.8% to 4.3%.

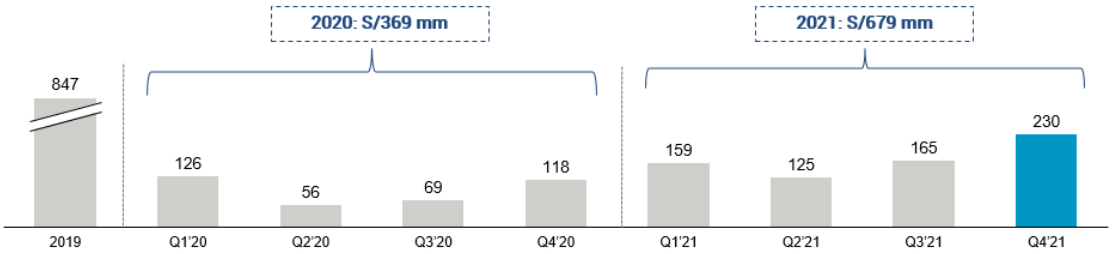
Shopping Malls' adjusted EBITDA was S/92 million in the fourth quarter of 2021, 42.4% higher than S/64 million in the same period of 2020. Adjusted EBITDA margin was 56.3% in the fourth quarter of 2021, lower than 75.0% in the same period of 2020. For 2021, adjusted EBITDA amounted to S/302 million, an increase of 53.9% over 2020. Adjusted EBITDA margin decreased from 71.3% in 2020 to 56.9% in 2021.

Shopping Malls' adjusted EBITDA divided by net rental income (net rental margin) was 76.4% in the fourth quarter of 2021, higher than 75.0% in the same period of 2020. For 2021, Shopping Malls' net rental margin was 76.8% compared to 71.3% in 2020.

[1/] Adj. EBITDA excludes mark-to-market gains from valuation of investment properties of Food Retail and Shopping Malls segments and includes IFRS 16 effect.

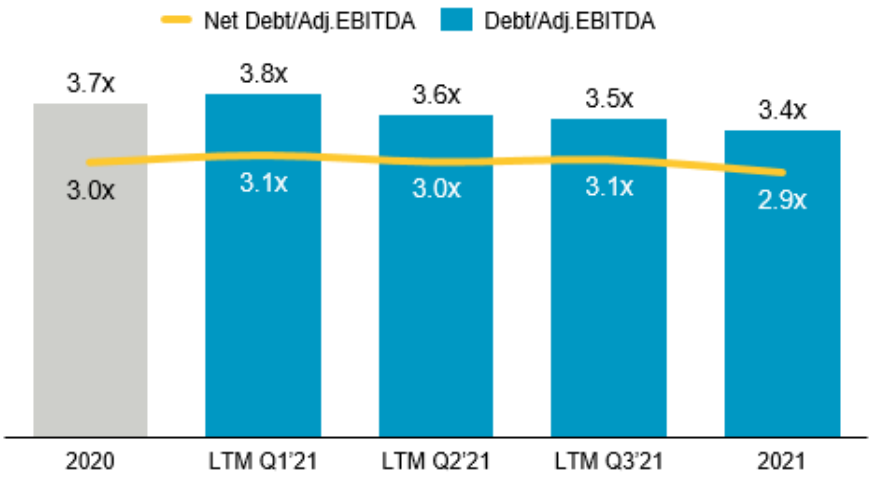
▪ Consolidated CAPEX (S/ mm)

The following graph sets forth the evolution of the CAPEX per quarter of **InRetail Perú**, mainly used to finance the development of new shopping malls and store openings.



▪ Consolidated Financial Debt[1/] (S/ mm)

The following graph sets forth the main financial ratios of **InRetail Perú** at a consolidated level, for 2020 and the last twelve months as of March, June, September and December 2021:

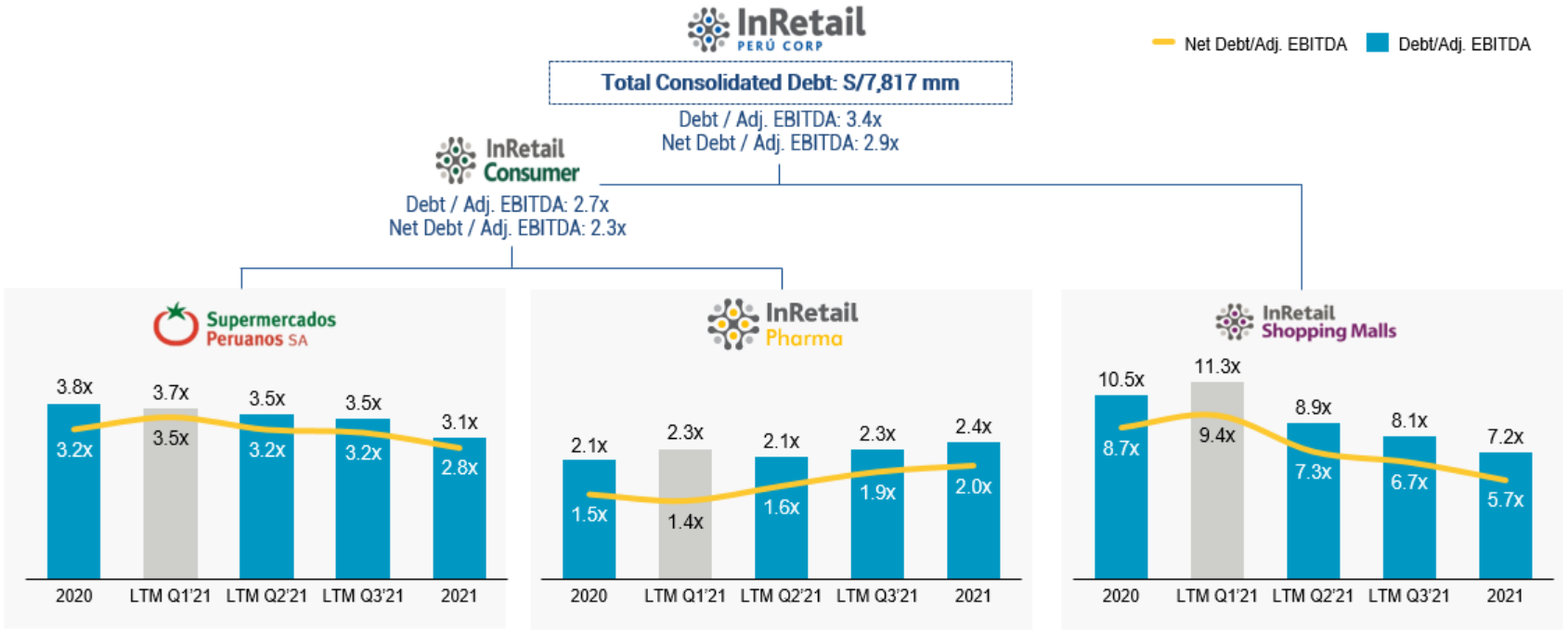


	2020	LTM Q1'21	LTM Q2'21	LTM Q3'21	2021
Debt	7,017[2/]	7,447	7,589	7,858	7,817
Cash	1,203	1,298	1,087[3/]	965	1,039[3/]
Net Debt	5,813	6,149	6,502	6,893	6,777
LTM Adj. EBITDA	1,823[4/]	1,907[4/]	2,047[4/]	2,155[4/]	2,249

[1/] Financial Debt does not include lease liabilities associated to IFRS16. Cash considers cash equivalents. Ratios are adjusted for currency hedge effect.
[2/] Includes bridge loan of USD 375 million taken by InRetail Consumer to finance acquisition of Makro Perú on December 23, 2020.
[3/] An ordinary dividend of USD 70 mm was distributed in May'21 and an extraordinary dividend of USD 70 mm was distributed in Nov'21.
[4/] Excludes Makro's results for 2020.

▪ Financial Debt by Segment[1/] (S/ mm)

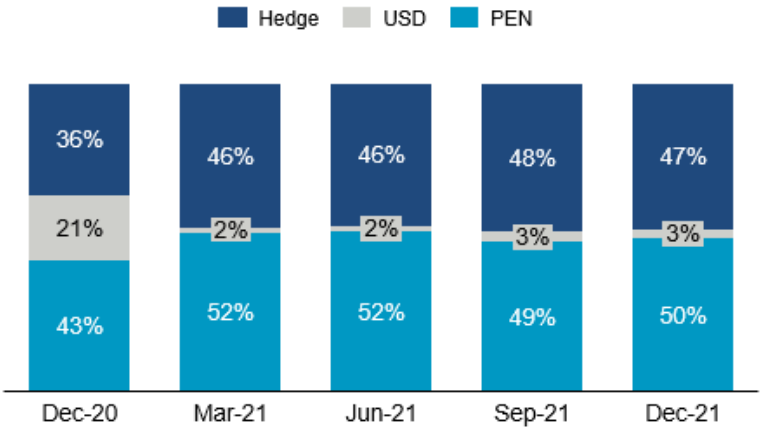
The following diagram sets forth the financial consolidated debt by segment for 2020 and the last twelve months as of March, June, September and December of 2021:



Debt	2,558[2/]	2,673[5/]	2,692[5/]	2,835[5/]	2,738[5/]	2,224	2,416[5/]	2,448[5/]	2,633[5/]	2,752[5/]	2,196	2,236	2,323	2,385	2,322
Cash	374	123	239[4/]	232[4/]	197[4/]	604	960	583[4/]	441[4/]	472[4/]	364	346	386	394	469
Net Debt	2,184	2,550	2,454	2,602	2,541	1,629	1,456	1,865	2,192	2,280	1,832	1,890	1,938	1,992	1,853
LTM Adj. EBITDA	676[3/]	725[3/]	746[3/]	803[3/]	889	1,003	1,055	1,120	1,139	1,140	196	183	242	275	302

[1/] Financial Debt does not include lease liabilities associated to IFRS 16. Cash includes cash equivalents, treasury stock and treasury bonds when at Subsidiary level. Ratios are adjusted for currency hedge effect.
[2/] Includes intercompany loan with InRetail Consumer to finance acquisition of Makro Perú on December 23, 2020.
[3/] Excludes Makro's results for 2020.
[4/] Cash balance impacted by dividend distributions to fund InRetail Perú's ordinary and extraordinary dividends (USD 140 mm in total in 2021).
[5/] Considers intercompany loans with InRetail Consumer tied to bond issuance.

▪ USD Exposure on Financial Debt



As of December 31, 2021, we have the following hedge instruments in place for the outstanding bonds in USD:

InRetail Consumer:

- Call Spreads that protect us from exchange rate depreciation between S/3.70 to S/4.20, for a notional of USD 300 mm until maturity.
- Range Principal-Only Swaps with an average strike price of S/4.1063 within the range of S/3.70 and S/6.00, for a notional of USD 300 mm until maturity.

InRetail Shopping Malls:

- Call Spread that protects us from exchange rate depreciation between S/3.26 to S/3.75, for a notional amount of USD 250 mm until maturity.
- Full Cross Currency Swap, with a strike price of S/3.887 and a PEN swap rate of 8.75%, for a notional of USD 100mm until maturity.

As of December 31, 2021, PEN/USD exchange rate was S/3.998.

As of December 31 2020, USD exposure increased due to the bridge loan used for the acquisition of Makro, which was fully paid in March 2021.

▪ Financial Covenants[1/]

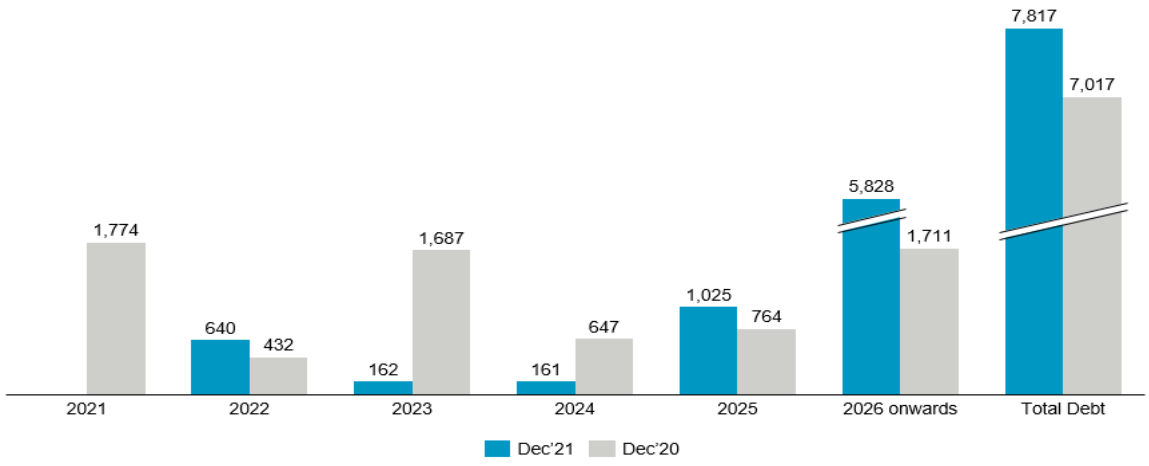
2018 InRetail Shopping Malls Bonds

	Q4'21	Covenants
Total Debt / Total Assets	41.6%	<=60%
Secured Debt / Total Assets	6.1%	<=30%
Adj. EBITDA / Interest Expense	2.2x	>=1.75x
Unencumbered Assets / Unsecured Debt	250%	>=150%

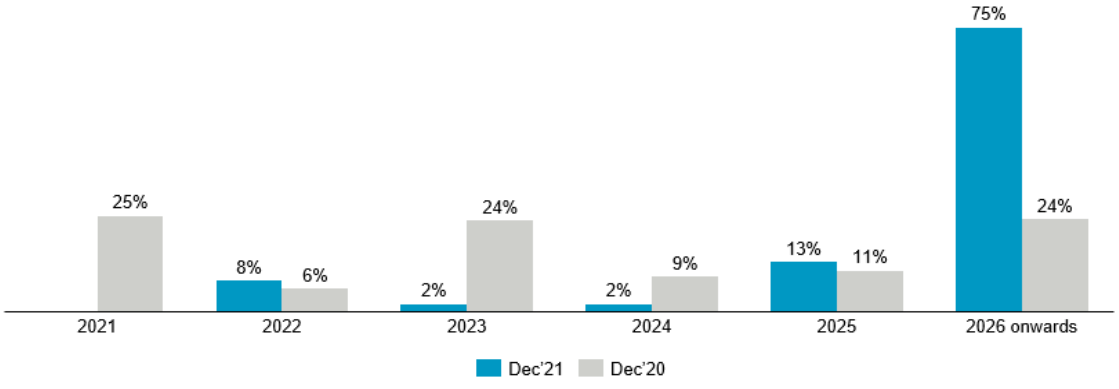
[1/] All covenants are incurrence-only. Bond covenants are calculated Pre-IFRS 16, in accordance with the bond indenture.

▪ Debt Maturity Schedule (S/ mm and %)

The following graph sets forth the debt maturity schedule for **InRetail Perú**, as of December 2021 and December 2020 in million Soles:



The following graph sets forth the debt maturity schedule for **InRetail Perú**, as of December 2021 and of December 2020 as a percentage of total debt:

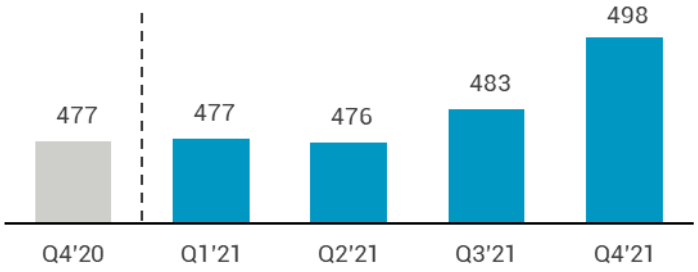




4. KEY INDICATORS

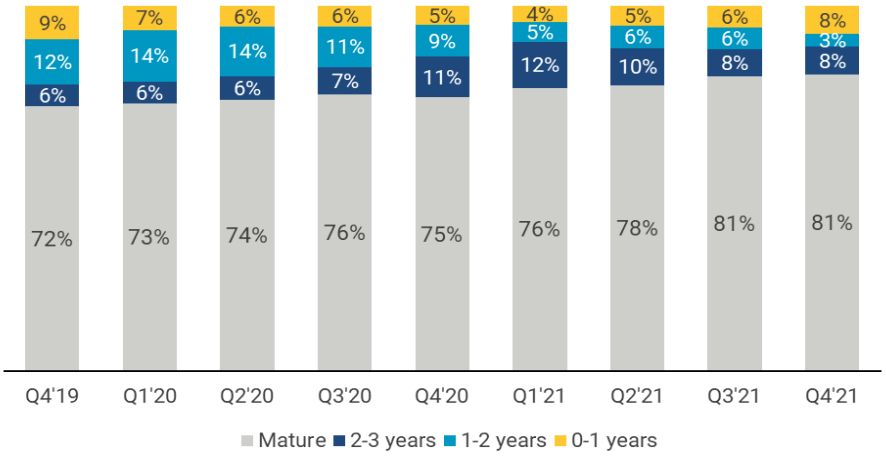
▪ Number of Stores, Sales Area and Age Composition of Retail Segments

Food Retail Sales Area ('000 sqm)



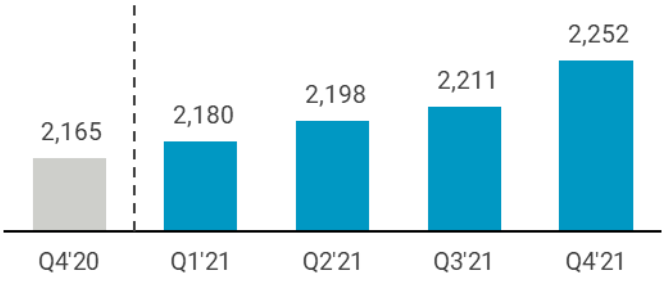
	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21
N° Supermarkets	109	109	109	109	109
N° Cash and Carry	21[1/]	21	21	21	23
Nº Hard Discount	472	472	494	516	557

Age of Food Retail Stores (%)[2/]



[1/] On December 23, 2020 we acquired Makro Perú with 16 cash and carry stores.
[2/] Makro stores are included since Q1'21.

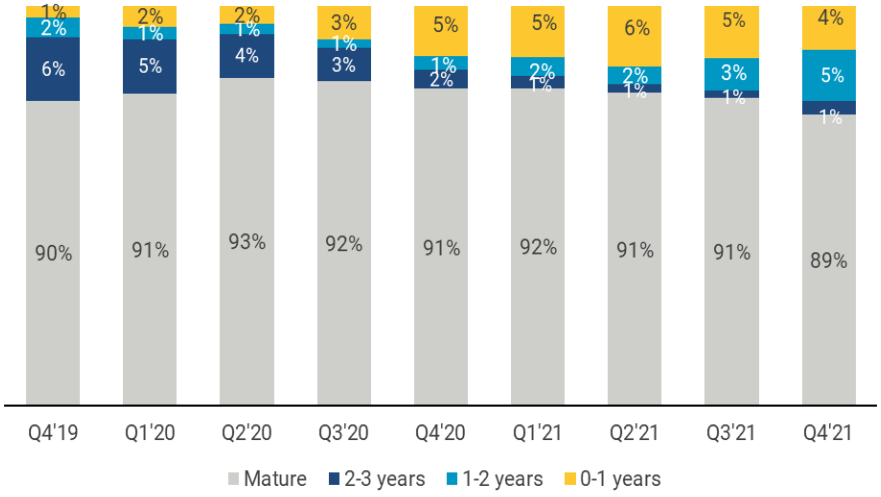
Pharmacy Stores (N°)



Note:

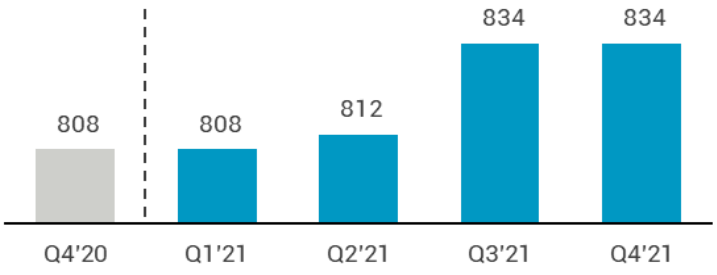
Q4'20: 63 stores opened
Q1'21: 17 stores opened and 2 closed
Q2'21: 19 stores opened and 1 closed
Q3'21: 18 stores opened and 5 closed
Q4'21: 44 stores opened and 3 closed

Age of Pharmacy Stores (%)



▪ Number and GLA of Shopping Malls

Shopping Malls GLA ('000 sqm)



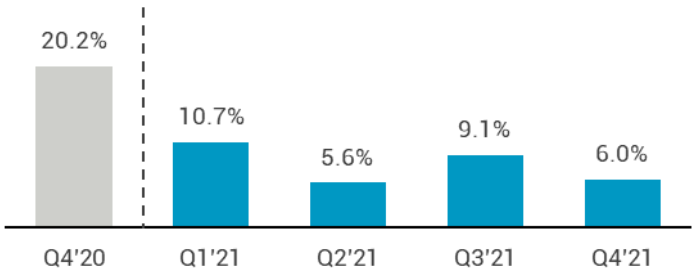
	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21
N° Malls	21	21	21	21	21

GLA by Mall
As of December 31, 2021

Mall	sqm	Opening Date
Puruchuco	126,257	Nov 19
Salaverry	72,972	May 14
Piura	53,708	Nov 10
Trujillo	52,089	Nov 07
Centro Cívico	49,324	Jan 10
Chiclayo	50,329	Jan 06
Huancayo	45,317	Jan 09
Cusco	60,044	Dec 13
Primavera	36,491	Sep 01
Pucallpa	35,365	Sep 14
Cajamarca	34,216	Dec 13
La Curva	30,324	Dec 16
Juliaca	29,923	Apr 11
Huánuco	28,633	Dec 12
Arequipa	24,816	Sep 10
Santa Clara	23,232	Apr 09
Pro	22,072	Jan 08
Guardia Civil	20,034	Oct 11
Sullana	14,324	Dec 13
Unión	11,712	Dec 10
Chimbote	11,074	Nov 10
Other	2,078	
Total GLA	**834,335**	

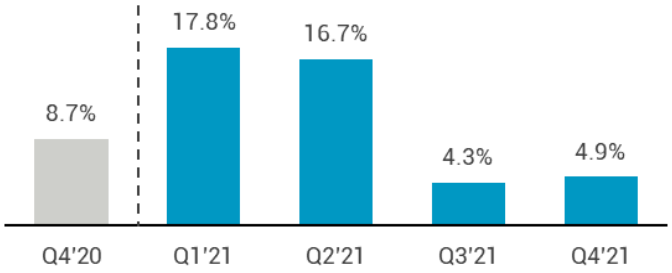
▪ Quarterly Same Store Sales (SSS) Growth by Segment (%)

Food Retail[1/]



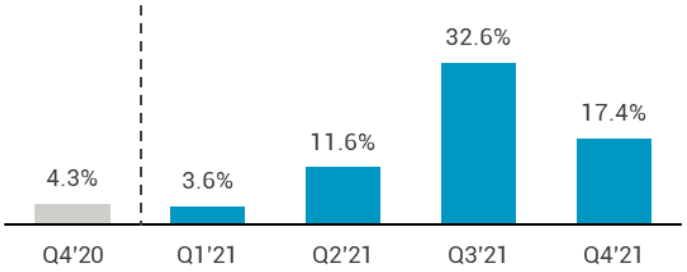
SSS Averages **2018:** 7.9% **2019:** 4.1% **2020:** 17.7% **2021:** 7.8%

Pharmacies



SSS Averages **2018:** 5.3% **2019:** 2.6% **2020:** 4.5% **2021:** 10.6%

Shopping Malls[2/]

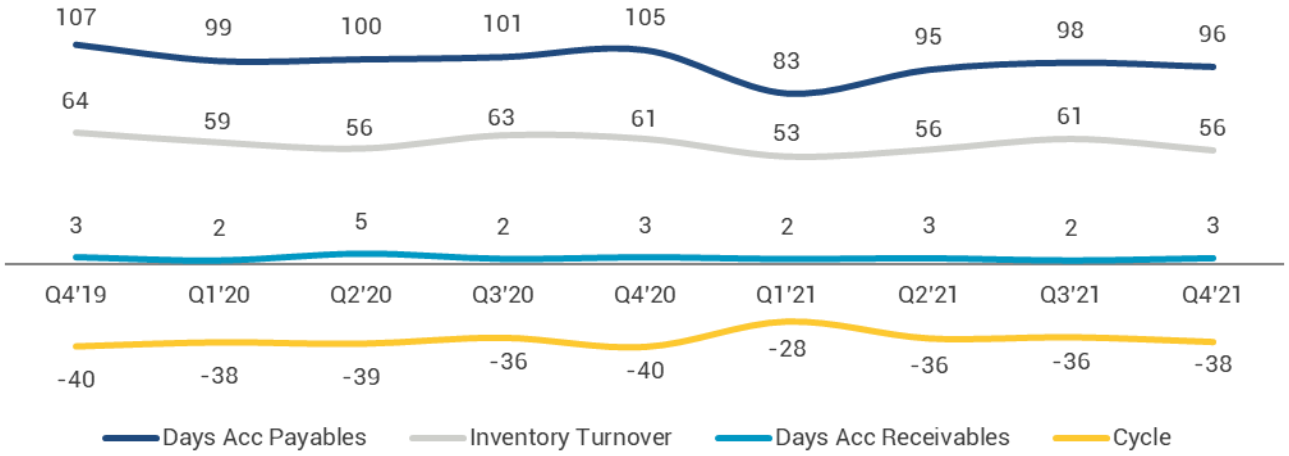


SSS Averages **2018:** 5.7% **2019:** 3.3% **2020:** 0.3% **2021:** 16.3%

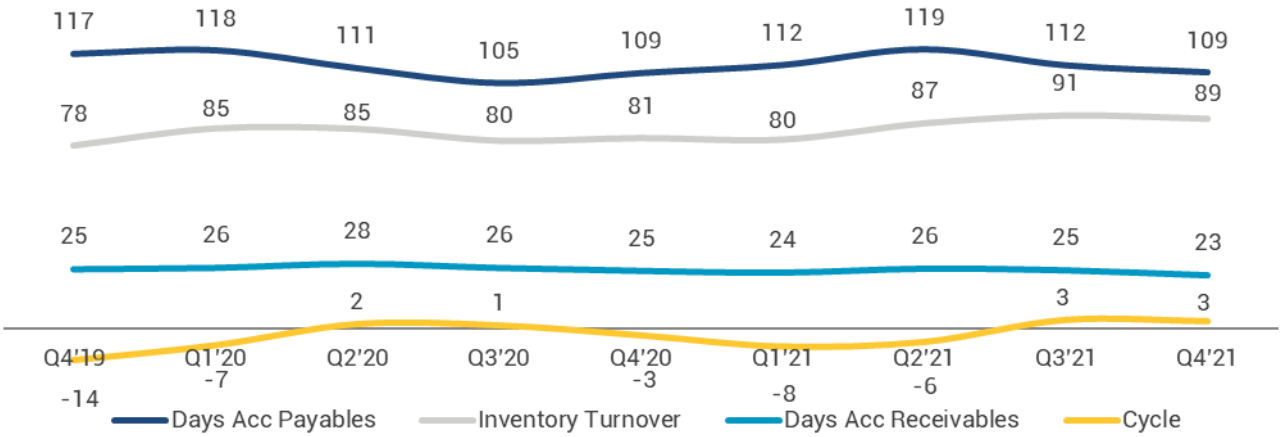
[1/] Food Retail SSS consider Makro's like-for-like sales.
[2/] Shopping Malls SSS from Q4'20 to Q4'21 only consider sales from tenants allowed to operate their physical stores in both comparable periods.

▪ Quarterly Cash Conversion Cycle (N° days) by Segment

Food Retail



Pharma





5. IFRS 16 EBITDA AND NET INCOME RECONCILIATION

▪ IFRS 16 EBITDA Reconciliation (S/ mm)

Q4'21	InRetail Perú Corp [1/]	Supermercados Peruanos SA	InRetail Pharma	InRetail Shopping Malls
Accounting Operating Profit Q4'21	536	198	184	211
D&A, including additional depreciation of assets with right-of-use as per IFRS 16	+180	+83	+96	+4
Mark-to-market effect	-95	+2	-	-123
Adj. EBITDA Q4'21	**621**	**283**	**280**	**92**
Excluded rental expenses of assets with right-of-use as per IFRS 16[2/]	-100	-42	-67	-3
Adj. EBITDA Q4'21 – Pre IFRS 16	**521**	**242**	**213**	**88**

[1/] Consolidated figures for InRetail include intercompany eliminations and consolidation adjustments.
[2/] Includes disposal of assets with right-of-use and associated liabilities, as per IFRS 16.

▪ IFRS 16 Net Income Reconciliation (S/ mm)

Q4'21	InRetail 1/
Accounting Net Income Q4'21	**269**
Rental expenses of assets with right-of-use as per IFRS 16 2/	-100
Financial expenses from lease liabilities as per IFRS 16	+25
Exchange rate gain from lease liabilities as per IFRS 16	-37
Additional depreciation of assets with right-of-use as per IFRS 16 3/	+79
Deferred income tax	+12
Net Income Q4'21 - Pre-IFRS 16	**247**

1/ Consolidated figures for InRetail include intercompany eliminations and consolidation adjustments.
2/ Includes disposal of assets with right-of-use and associated liabilities, as per IFRS 16.
3/ Includes depreciation of key money as per IFRS 16.

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