



HOMBRE MUJER NIÑOS FOOTWEAR TECNOLOGÍA OUTLET

Buscar



WINTER SUMMIT

PREPÁRATE PARA EL INVIERNO

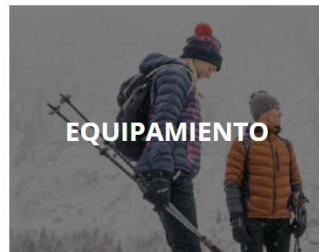
EQUÍPATE AQUÍ >



TREKKING



TRAIL RUNNING



EQUIPAMIENTO



NIEVE



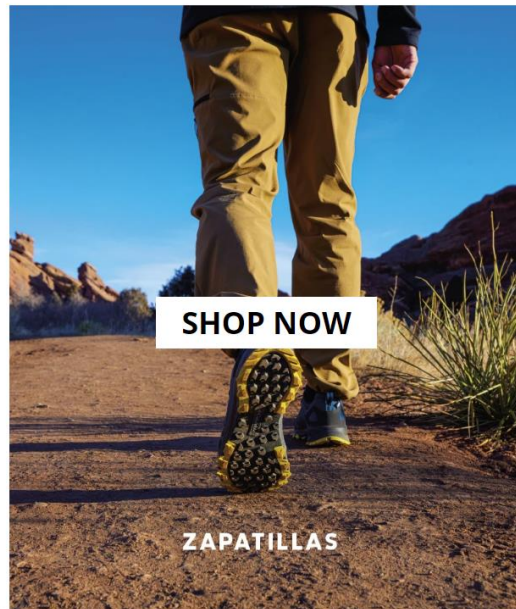
URBAN ACTIVE



NEW ARRIVALS / IMPERMEABLE

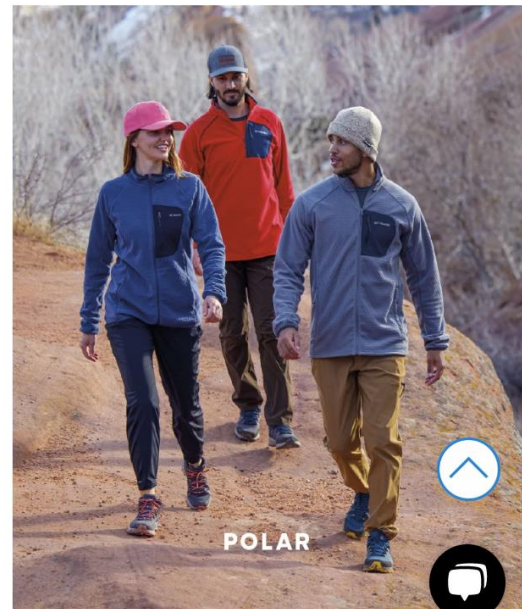


PARKAS Y CORTAVIENTOS



SHOP NOW

ZAPATILLAS



POLAR



Table of Contents

I. Executive Summary.....	2
II. Summary of Consolidated Results.....	3
III. Highlights of the Period.....	4
IV. Consolidated Income Statement.....	7
V. Consolidated Income Statement Analysis.....	8
VI. Balance Sheet & Cash Flow Statement Analysis	13
VII. Data by Country.....	18
VIII. Consolidated Financial Statements - IFRS	
- Consolidated Balance Sheet.....	25
- Consolidated Income Statement.....	26
- Consolidated Cash Flow Statement.....	27

Notes:

- All figures in dollars are calculated using the observed dollar exchange rate for April 3rd, 2022: \$790.41/US\$.
- Quarters: 1Q, 2Q, 3Q y 4Q.
- Periods ending March 31st, June 30th, September 30th and December 31st: 3M, 6M, 9M, 12M.
- Currency symbols: Ch\$, CLP or \$: Chilean pesos. US\$: U.S. dollars. COP: Colombian pesos. UYU: Uruguayan pesos. PEN: Peruvian sol.
- Units: M: millions, TH: thousands.
- DTC (Direct-to-Consumer) sales: revenue from Forus' brick & mortar stores and Forus' e-commerce websites, as well as Forus' sales on third-party marketplaces.
- Digital sales: revenue from Forus' e-commerce websites + Forus' sales on third-party marketplaces.
- Wholesale: traditional wholesale channel.
- Sqm: square meters.
- Other symbols: SSS: Same store sales. SG&A: Selling, General & Administration. YoY: Year over Year.

I. Executive Summary

Thanks to the progress that we continue to make in our phygital transformation, geographic diversification, efficiency plan and our commitment to always be *Consumer Fanatic*, we started out this challenging year with a strong first quarter. In 1Q23 Forus posted a new sales record for a first quarter, and Net Income of Ch\$ 6,076 million, an increase of 75.5% YoY, which is the highest Net Income in a first quarter since 1Q17 (excluding periods with non-recurring earnings).

Our Consolidated Revenues reached Ch\$ 77,122 million in 1Q23, up 10.4% YoY, explained by Chile, which recorded 7.8% YoY sales growth, and our subsidiaries, which, as a group, reported 20.9% YoY revenue growth. EBITDA this quarter reached Ch\$ 13,799 million, an increase of 9.1% YoY, with an EBITDA margin of 17.9%, only 21 basis points lower YoY. Our EBITDA margin's resilience this quarter was partially due to our gross margin, which only deteriorated by 32 basis points YoY, despite higher costs in our spring/summer collection due to an average 16.6% depreciation of the CLP/USD; we mitigated these higher FX costs with price management, lower freight costs and with sales from the fall/winter 2023 collection (which arrived with a slightly more favorable YoY CLP/USD). Our EBITDA margin also benefitted from the various measures that we have been implementing to contain expenses, improve efficiencies and increase productivity, including the closure of underperforming stores, remodeling stores, digitalization and automation operations and streamlining technology solutions at our subsidiaries. As a result, consolidated SG&A/revenue improved 40 basis points YoY this quarter.

Despite the slowdown in consumer spending and the industry-wide elevated inventory levels in Chile, this quarter we achieved record sales of Ch\$ 60,256 million, an increase of 7.8% YoY, driven by both the direct-to-consumer (DTC) and wholesale segments, which grew 8.1% and 7.0%, respectively. In the DTC segment, we highlight the robust performance of our stores, which recorded a revenue increase of 11.7% YoY (SSS of 18.7%), explained by the 34% YoY increase in sales per square meter, which more than offset the lower sales area which resulted from the closure of unprofitable stores (14.6% less square meters than March 2022). Chile's EBITDA increased 7.6% YoY with a stable EBITDA margin of 18.7%, explained by a gross margin that contracted only 22 basis points and SG&A/revenue that improved by 20 basis points. Chile's digital sales represented 21% of DTC sales (14% of Chile's total revenue) in 1Q23.

Our subsidiaries reported a record first quarter in sales of Ch\$ 16,866 million in 1Q23, driven by double-digit growth in local currency in all three countries. Our subsidiaries' EBITDA grew by 16.0% YoY with an EBITDA margin of 15.0%, a slight deterioration of 64 basis points YoY. The subsidiaries' profitable growth this quarter was driven by i) the incorporation of new brands (this quarter we added the Columbia brand in Colombia and launched BSoul in Peru, while in March 2022 we added Under Armour in Uruguay); ii) the 18.2% YoY increase in sales per square meter which resulted from closing underperforming stores (3.1% less square meters than March 2022); iii) the 28.4% YoY growth in digital sales; and iv) our continued investment in people, innovation and technology to leverage our phygital model in all our markets. As a result, our subsidiaries increased their contribution to Forus' consolidated results, representing 21.9% of Consolidated Revenues and 18.3% of Forus' EBITDA in 1Q23, compared to 20.0% and 17.3%, respectively, in 1Q22. Our subsidiaries' digital sales represented 21% of DTC sales (14% of total subsidiaries sales) in 1Q23.

II. Summary of Consolidated Results

First Quarter 2023

- **Net income in 1Q23 reached Ch\$ 6,076 million, increased 75.5% YoY, with a net margin of 7.9%, an expansion of 292 basis points YoY.**
- Revenues from subsidiaries grew 20.9% YoY and represented 21.9% of Consolidated Revenues in 1Q23. Our subsidiaries' EBITDA increased 16.0% YoY and represented 18.3% of Forus' EBITDA.
- Consolidated Revenue in 1Q23 reached Ch\$ 77,122 million, up 10.4% YoY.
- Gross profit came in at Ch\$ 41,209 million in 1Q23, an increase of 9.7% YoY, with a gross margin of 53.4%, down 32 basis points YoY.
- Operating Income in 1Q23 was Ch\$ 8,550 million, up 11.2% YoY, with an operating margin of 11.1%, an expansion of 8 basis points.
- EBITDA in 1Q23 reached Ch\$ 13,799 million, an increase of 9.1% YoY with an Ebitda margin of 17.9%, down 21 basis points YoY.
- Digital revenues increased 1.8% YoY and represented 21% of DTC sales (14% of consolidated revenue).

III. Highlights of the Period

We added the Columbia brand to our roster in Forus Colombia

In January, Forus officially began to operate in Colombia as the exclusive distributor of **Columbia**, the leading global brand that channels its passion for the outdoors and its innovative spirit into technologies and performance products that keep people warm, dry, cool and protected year-round. With this agreement, Forus is the exclusive representative of the Columbia brand in 4 countries in the region: Chile, Peru, Uruguay and now Colombia. We launched our e-commerce site www.columbia.com.co in January and in February we opened two Columbia stores, both in Bogota. Our plan is to open a total of, approximately, 10 Columbia stores in the next three years in the country and to market the brand throughout our *phygital* ecosystem: our stores, our e-commerce websites, third-party marketplaces and our wholesale channel. "Enjoy the outdoors longer".

We launched BSoul in Peru

We started the year in Peru with the launch of **BSoul**, our proprietary activewear brand that encourages healthy living, self-care and celebrates inner peace. Our customers in Peru can now shop at www.bsoul.pe and visit our first BSoul "pop up" summer store in the country, located in the *Boulevard de Asia* mall, south of Lima. Our plan is to market the brand throughout our *phygital* sales channel ecosystem.

Digital Innovations

In March we completed 2 new digital projects, reaching a total of 33 completed projects from 2018 to date. One of these completed projects was focused on the Marketplace channel in Chile, and the second is a regional project, for the 4 countries, in BI and digitalization. These are innovation and digital transformation projects that bring us great benefits in terms of efficiencies, sales growth, data management and, therefore, allow us to be closer to the customer.

Store openings/closures

In 1Q23, Forus opened three stores and closed one. The three openings were two Columbia stores in Colombia and one Columbia store in Peru. The closure was our last We Love Shoes store in Chile. In Peru, we also opened two temporary summer "pop up" stores (BSoul and RKF).

ESG: Volunteering in Chile, Colombia and Peru

In Chile we launched our 2023 *For the Community* volunteer program with the Billabong team, which organized a group of employees to go clean a beach in Maitencillo. Forus Colombia, in turn, carried out its first *For the Community* volunteer event with the Merrell brand. In this event, employees planted

more than 100 trees on the Majui hill, in the municipality of Cota, near Bogota. The Billabong team in Peru, this quarter, carried out a beach cleanup event at the San Pedro beach in Lurin, Lima, collecting 123 kilograms of recyclable and non-recyclable material, in addition to an interactive educational presentation to create awareness. These volunteer activities are part of our ESG Sustainability strategy, to encourage healthy habits and a culture of caring for our planet, while also providing a benefit to our community.

Merrell supports FireFlies Patagonia

In this summer's FireFlies Patagonia cycling event, which celebrated its third year, 20 cyclists rode about 1,000 kilometers in seven days, through inhospitable and extreme terrain, to raise funds to fight leukemia and other blood cancers. Together with Merrell and other sponsors, the event exceeded its fundraising goal this year and the funds went to *Vivir Más Feliz*, a foundation that supports children with cancer in Chile, and Bloodwise, a U.K. research organization that develops treatments for these cancers.

Rey de Reyes 2023 with VANS

This summer, *Rey de Reyes*, the most important and transcendent skateboarding event in Chile, celebrated its 11th anniversary with its classic "On Tour" format, visiting 11 cities from north to south throughout the country. With the sponsorship of VANS, the competition is an opportunity for riders, in both male and female events, to gain recognition in Chile and South America, and win important prizes and titles in their categories.

Highlights after the Period

Annual Ordinary Shareholders' Meeting

On April 19, 2023, Forus held its 32st Annual Ordinary Shareholders' Meeting, where the following issues were approved:

- a) The Company's Annual Report, Balance Sheet and Financial Statements, corresponding to the fiscal year ended December 31, 2022;
- b) Payment of a final dividend charged against the net profits of the year 2022, equivalent to a dividend of Ch\$ 48.81503 per share, to be paid in cash, which will be equivalent to 40% of the distributable net income for the year. The dividend will be made available on May 12, 2023, to those shareholders who appear registered in the Company's records at midnight of the fifth business day prior to that set for payment.
- c) Regarding the dividend policy, it was agreed that 40% of 2023 net income would be distributed as dividends, as interim or definitive dividends. Notwithstanding the foregoing, the shareholders

authorized the Board of Directors to distribute eventual dividends charged to the reserve funds for an amount equivalent to up to 50% of such funds, in the period between this meeting and the next Ordinary Shareholders' Meeting. All of the above would be conditioned to the fact that the Company has sufficient cash available and that the economic situation of the country and of the Company allows it;

- d) The compensation of the Board of Directors and the Directors' Committee for the year 2023;
- e) The appoint of *EY Servicios Profesionales de Auditoría y Asesoría SpA* as external auditors for the 2023 fiscal year;
- f) The designation of *International Credit Rating Compañía Clasificadora de Riesgo Ltda. (ICR)* as the Company's risk classifier for the 2023 fiscal year; and
- g) To publish the notices of the Company's Shareholders' Meetings during the year 2023 in the newspaper *Diario Financiero*, and if this is not possible due to unforeseen circumstances or force majeure, in the newspaper *La Segunda*.

Dividend of \$48.81503 per share charged against 2022 earnings

Effective May 12, 2023, Forus paid a final dividend against 2022 earnings in the total amount of Ch\$ 12,617,171,989, equivalent to Ch\$ 48.81503 per share, in cash, as agreed to in the Annual Ordinary Shareholders' Meeting.

IV. Consolidated Income Statement

First quarter:

	1Q23	% Revenues	1Q22	% Revenues	YoY
	Th Ch\$		Th Ch\$		
Revenues	77,122,063		69,871,530		10.4%
Cost of Sales	(35,912,787)	-46.6%	(32,314,467)	-46.2%	11.1%
Gross Profit	41,209,276	53.4%	37,557,063	53.8%	9.7%
Distribution Expenses	(814,291)	-1.1%	(733,373)	-1.0%	11.0%
Administrative Expenses	(31,845,330)	-41.3%	(29,136,576)	-41.7%	9.3%
Selling, General and Administrative Expenses	(32,659,621)	-42.3%	(29,869,949)	-42.7%	9.3%
Operating Income	8,549,655	11.1%	7,687,114	11.0%	11.2%
Other income	239,079		311,872		-23.3%
Other expenses	(182,294)		(167,404)		8.9%
Financial Income	1,007,327		(1,698,652)		-159.3%
Financial Expenses	(846,366)		(356,080)		137.7%
Participation in gains (losses) of joint venture businesses accounted by using the proportional value of participation	-		-		
FX Differences	(449,702)		(1,109,221)		-59.5%
Result of Indexation units	93,054		187,490		-50.4%
Other gains and losses	(33,719)		(110,648)		-69.5%
Non-Operating Income	(172,621)	-0.2%	(2,942,643)	-4.2%	-94.1%
Profit before income tax	8,377,034	10.9%	4,744,471	6.8%	76.6%
Income Taxes	(2,300,819)		(1,281,768)		79.5%
Profit (Loss)	6,076,215	7.9%	3,462,703	5.0%	75.5%
Profit (loss) attributable to equity holders of parent	6,091,842		3,462,681		75.9%
Profit (loss) attributable to minority interest	(15,627)		22		-71131.8%
Profit (loss)	6,076,215	7.9%	3,462,703	5.0%	75.5%
EBITDA	13,798,946	17.9%	12,651,056	18.1%	9.1%

V. Consolidated Income Statement Analysis

Operating Results

- **In 1Q23 Forus posted Ch\$ 77,122 million in Consolidated Revenues, an increase of 10.4% YoY, which is another sales record for a first quarter.**

In Chile, we recorded revenues of Ch\$ 60,256 million in 1Q23, an increase of 7.8% YoY, a new record for a first quarter, despite the consumer slowdown this year (explained by 11.1% twelve-month inflation, 8.8% unemployment rate and the return to normalized levels of liquidity). In this challenging environment, our direct-to-consumer (DTC) segment, which includes our stores, our own websites and sales on third-party marketplaces, recorded revenues of Ch\$ 41,583 million, an increase of 8.1% YoY, while our wholesale segment recorded sales of Ch\$ 18,674 million, up 7.0% YoY. The solid growth in both segments this quarter was driven by our agile and resilient teams, our innovative brands and also by improved inventory levels (217 days of inventory in 1Q23 versus 103 in 1Q22). Within the DTC segment, store sales increased 11.7% in 1Q23 and represented 55% of Chile's revenue. During 1Q23 we closed 1 store, net (1 closure and 0 openings) to end the quarter with 262 stores in Chile. As a result, selling area in the last twelve months decreased 14.6% while sales per square meter in 1Q23 increased 34.0% compared to 1Q22, with a SSS of 18.7%. Chile's digital sales represented 21% of DTC revenues (14% of total revenues) in 1Q23.

In 1Q23, each of our subsidiaries achieved a new record in sales for a 1Q and, as a group, the subsidiaries recorded revenues of Ch\$ 16,866 million in 1Q23, an increase of 20.9% YoY. With this, the subsidiaries, as a group, increased their share of Forus' consolidated revenues to 21.9% (compared to 20.0% in 1Q22). The subsidiaries track record of profitable growth has been driven mainly by i) the incorporation of new brands: in Colombia we added the Columbia brand in January 2023 (and Under Armour in July 2021); in Peru we added BSoul in January 2023; and in Uruguay we added Under Armour in March 2022 (and MANGO in November 2021); ii) the consolidation of our business in Colombia, by acquiring WWW's stake in our JV (January 2022); iii) the closure of underperforming stores (the sales area of the subsidiaries in the last twelve months decreased 3.1% while sales per m² in 1Q23 increased 18.2% compared to 1Q22, in CLP); and iv) the continued investment in people, infrastructure and technology to leverage our phygital model in all our markets. We also highlight that our subsidiaries' digital sales grew 28.4% YoY (in CLP) and represented 21% of DTC sales (14% of revenues) in 1Q23.

The following is a summary of our sales performance per subsidiary:

- In **Peru**, sales grew 18.6% in 1Q23 (18.4% in local currency), driven by the direct-to-consumer segment (77% of Peru's revenues), which increased 9.4%, and by the wholesale segment (23% of revenues), which increased 64.1%, with a solid performance of our outdoor brands. Within

the DTC segment, store sales (66% of revenues) grew 9.3% in 1Q23, despite i) a decrease in tourism which followed the social unrest at the beginning of the year, which reduced traffic to our stores in Cusco and Arequipa and ii) the floods in the north and center of the country in March, which resulted in some temporary store closures in Piura, Chiclayo, Trujillo and Lima. On the other hand, we highlight the excellent performance of the back-to-school collections this quarter, both in the DTC and in wholesale. In 1Q23 we opened one store, net (1 opening + 0 closures) and in the last twelve months, we opened three stores, net (4 openings + 1 closure); the latter is equivalent to a 5.5% YoY increase in sales area. Sales per square meter increased 5.4% (also 5.4% in local currency) and Peru's SSS reached 4.9% in 1Q23 (in local currency). Digital sales, in turn, grew 9.7% and represented 14% of DTC sales (10% of total) in 1Q23.

- In **Uruguay** revenues grew 45.6% in 1Q23 (32.0% in local currency) driven, in part, by the positive performance of our recently added brands: Under Armour in March 2022 and MANGO in November 2021. This quarter the appreciation of the UYU against the CLP also increased the subsidiary's contribution when consolidating results. The direct-to-consumer segment (74% of revenues) recorded a 20.8% increase in sales and the wholesale segment (26% of revenues) registered 250.9% growth. Within the DTC segment, our digital channel grew 93.1% and represented 19% of DTC sales (14% of total revenues). Store sales (60% of revenues) grew 10.9% with an increase in sales per square meter of 27.8% (15.8% in local currency). Uruguay's SSS in 1Q23 was 19.7% (in local currency). Uruguay had no store openings/closings this quarter; however, in the last twelve months, Uruguay closed 7 stores, net: 9 closures and 2 openings, including 4 stores that we temporarily closed due to fire, that we intend to reopen when the mall is repaired. As a result, sales area decreased 9.9% YoY.
- In **Colombia**, sales increased 2.4% in 1Q23 (33.5% in local currency), driven by growth in local currency in the DTC and wholesale segments, largely offset by the depreciation of the COP against the CLP, which reduced the subsidiary's contribution when consolidating results. This quarter, we also faced the implementation, starting in January, of the increase from 15% to 40% in the tariff for imported textiles, which was partially passed through to price (and also partially absorbed in costs); apparel represents approximately 20-25% of Colombia's revenues. The direct-to-consumer segment (58% of Colombia's revenues) grew 12.8% this quarter. Store sales (38% of revenue) grew 14.8%. In 1Q23 we opened two stores, net (2 openings + 0 closures); in the last twelve months, we closed two stores, net (2 openings + 4 closures), equivalent to a decrease of 4.6% in less selling space. Sales per square meter increased 25.7% (52.8% in local currency) with an SSS of 39.3% (local currency). The digital channel recorded an increase of 9.2% and represented 34% of DTC sales (20% of total revenues) this quarter. The wholesale segment (42% of revenues) recorded a 9.1% decrease in revenue.
- In 1Q23 our **Gross Profit of Ch\$ 41,209 million increased by 9.7% YoY and our 53.4% gross margin deteriorated by 32 basis points.**

In Chile, gross profit grew 7.3% in 1Q23, with a gross margin of 53.9%, a deterioration of 22 basis points. This quarter, we faced cost pressures from the depreciation of the CLP for the spring/summer collection, which came in at an average USD that was 16.6% stronger against the CLP YoY. We were able to partially mitigate the FX impact on our costs with price management and limited discounts, as well as lower freight costs. As a result, the DTC segment recorded a gross margin of 58.2%, a deterioration of 216 basis points on a very high basis of comparison. The wholesale segment, which also included sales of the 2023 fall/winter collection, recorded a gross margin of 44.3%, an expansion of 399 basis points. Thanks to the appreciation of the CLP/USD in recent months, the 2023 fall/winter collection's average USD costs are practically at the same average FX rate as the 2022 fall/winter collection.

The subsidiaries' gross profit increased 19.7% YoY in 1Q23, with a gross margin of 51.8%, a decrease of 53 basis points. The breakdown by country is as follows:

- **Peru:** Gross profit grew 15.1% YoY and the gross margin of 57.1% deteriorated by 172 basis points, explained by the contraction of the wholesale segment's gross margin and also by the sales mix, since the wholesale segment (which has a lower gross margin), grew more than DTC. The DTC segment recorded a gross margin of 61.8%, with an expansion of 79 basis points, and the wholesale segment recorded a gross margin of 41.7%, which represented a deterioration of 642 basis points, mainly explained by the higher participation of the back-to-school collection in the wholesale sales mix.
- **Uruguay:** Gross profit increased 44.5% YoY and the gross margin of 52.9% deteriorated 43 basis points, explained by the sales mix, as the wholesale segment (which has a lower gross margin) grew more than DTC, due to the incorporation of Under Armour in March 2022. The DTC and wholesale segments recorded gross margin expansions of 85 and 768 basis points, respectively.
- **Colombia:** Gross profit grew 0.9% YoY and gross margin of 43.6% deteriorated by 64 basis points. This quarter, the DTC segment recorded a gross margin of 55.9%, an expansion of 109 basis points. The wholesale segment, on the other hand, recorded a gross margin of 26.7%, a deterioration of 580 basis points, explained by the impact of the abrupt depreciation of the COP/USD on previously fixed prices. This quarter we also faced the increase from 15% to 40% of the tariff for imported textiles, which was partially absorbed in the cost (and also partially passed through to price).
- **In 1Q23 Operating Income increased 11.2% YoY to Ch\$ 8,550 million, with an operating margin of 11.1%.**

In Chile in 1Q23 we recorded operating income of Ch\$ 7,205 million, an increase of 7.2% YoY, with an operating margin of 12.0%. Chile's SG&A this quarter rose 7.2% YoY, well below the twelve-month

inflation rate of 11.1%, thanks to efficiency measures that we have implemented to contain expenses and boost productivity, including the digitalization of business processes, the automation of our distribution center and the closure of underperforming stores, among others.

In 1Q23 the subsidiaries recorded operating income of Ch\$ 1,344 million, an increase of 35.7% YoY, with an operating margin of 8.0%, an expansion of 87 basis points. The subsidiaries' SG&A increased by 17.1%, which was less than our revenue growth, resulting in a 140 basis points improvement in SG&A/revenue.

The following is a summary of operating income by subsidiary:

- **Peru:** In 1Q23, operating income decreased 9.6% YoY to Ch\$ 639 million, with an operating margin of 10.3%, a deterioration of 322 basis points. This lower operating margin resulted from a decrease in gross margin (172 basis points) and a deterioration of 150 basis points in SG&A/revenue. SG&A grew 22.5% this quarter, explained by higher technology (implementation of the Forus App), logistics (routes temporarily blocked in the south of Peru) and advertising expenses. The DTC segment's operating income grew 22.7%, with an operating margin of 22.8%. The wholesale segment posted an operating profit this quarter of Ch\$ 278 million, compared to a loss of Ch\$ 36 million in the same period last year.
- **Uruguay:** In 1Q23 Uruguay recorded operating income of Ch\$ 334 million, compared to a loss of Ch\$ 167 million in 1Q22, with an operating margin of 5.7%, which represents an expansion of 986 basis points. We highlight that this is Uruguay's first 1Q with an operating profit since 1Q15, primarily driven by higher dilution of fixed expenses (SG&A/revenue decreased by 1,029 basis points). The improved expense metric is due to the increased scale of the business after incorporating new brands (Under Armour and MANGO), the growth of other brands and the closure of unprofitable stores. In 1Q23, operating income from the DTC and wholesale segments was Ch\$ 52 million and Ch\$ 282 million, respectively, compared to operating losses of Ch\$ 159 million and Ch\$ 8 million, respectively, in 1Q22.
- **Colombia:** In 1Q23, Colombia's operating income of Ch\$ 372 million decreased 17.6% YoY, with an operating margin of 7.7%, a deterioration of 186 basis points. Gross margin and SG&A/revenue deteriorated by 64 and 122 basis points, respectively. Expenses increased this quarter primarily as a result of inflation, which reached 13.3% in March, and also due to the implementation of IT improvements (Forus App and UA site relaunch, for example). The DTC segment's operating income of Ch\$ 320 million decreased 20.9%, while the wholesale segment reported Ch\$ 52 million, up 11.0% YoY.

Non-Operating Income

- **The non-operating loss of Ch\$ 173 million in 1Q23 was lower than the loss of Ch\$ 2,943 million reported in 1Q22.**

The lower non-operating loss this quarter was mainly due to net financial income/expenses, which in 1Q23 recorded a gain of Ch\$ 161 million compared to a loss of Ch\$ 2,055 million in 1Q22. The Exchange Differences account also contributed with a lower loss (-59.5%).

Net Income and EBITDA

- **In 1Q23 Forus reported Net Income of Ch\$ 6,076 million, an increase of 75.5% YoY, with a net margin of 7.9%, an expansion of 292 basis points.**

In 1Q23, Net Income is attributable to Operating Income. Chile contributed Ch\$ 5,215 million to consolidated Net Income (85.8% of consolidated Net Income), an increase of 79.8% YoY. The subsidiaries contributed Ch\$ 861 million (14.2% of consolidated Net Income), which represented a growth rate of 53.0% YoY.

- **In 1Q23, Forus reported Ch\$ 13,799 million in EBITDA, an increase of 9.1% YoY, with an EBITDA margin of 17.9%, a deterioration of 21 basis points.**

In 1Q23 Chile contributed 81.7% of consolidated EBITDA, while our subsidiaries contributed 18.3%, with Peru contributing 9.1%; Colombia, 4.9%; and Uruguay, 4.3%. The subsidiaries' EBITDA this quarter grew 16.0% YoY.

VI. Balance Sheet & Cash Flow Statement Analysis

Consolidated Balance Sheet

- Assets** (in millions of Ch\$)

	Mar-2023	Dec-2022	Variation	
	M Ch\$	M Ch\$	M Ch\$	%
Current Assets	190,630	191,928	(1,298)	-0.7%
Non-Current Assets	92,953	95,693	(2,740)	-2.9%
Total Assets	283,583	287,621	(4,038)	-1.4%

Current Assets decreased 0.7% YoY. The accounts that presented the most relevant changes include: *Cash and Cash Equivalents*, which decreased by Ch\$ 9,701 million, primarily used to acquire inventory, as seen in the *Inventory* account, which increased by Ch\$ 7,388 million. The account *Trade and Other Account Receivables* increased by Ch\$ 3,797 million due to the seasonality of the business.

Non-Current Assets decreased 2.9% YoY and presented relevant changes in the following accounts: *Property, Plant & Equipment*, which decreased Ch\$ 3,395 million, due to the decrease in rights-of-use as a result of the closure of stores with fixed leases and the reconversion to variable leases.

- Liabilities** (in millions of Ch\$)

	Mar-2023	Dec-2022	Variation	
	M Ch\$	M Ch\$	M Ch\$	%
Current Liabilities	53,840	59,401	(5,561)	-9.4%
Non-Current Liabilities	28,621	31,497	(2,876)	-9.1%
Shareholder's Equity	201,122	196,723	4,399	2.2%
Total Liabilities & Shareholders' Equity	283,583	287,621	(4,038)	-1.4%

Current Liabilities decreased 9.4% YoY, mainly due to the account *Trade and Other Accounts Receivable* which decreased Ch\$ 5,386 million due to the increase in payments of purchased of inventory.

Non-Current Liabilities, meanwhile, decreased 9.1% YoY, mainly due to the account *Other Non-Current Financial Liabilities*, which decreased by Ch\$ 2,876 million, due to the decrease in long-term lease obligations.

- Shareholders' Equity**

Shareholders' Equity on March 31st 2023 and December 31st 2022 was the following:

	Mar-2023		Dec-2022		Variation	
	M	Ch\$	M	Ch\$	M	Ch\$
Paid-in capital	24,243		24,243		-	-
Other reserves	13,417		15,533		(2,116)	-13.6%
Retained earnings	163,023		156,946		6,076	3.9%
Non-controlling interest	440		1		439	NM
Total Shareholders' Equity	201,122		196,723		4,399	2.2%

Shareholders' Equity increased by a net total of Ch\$ 4,399 million, mainly due to net income. In 1Q23 the Company's net income was Ch\$ 6,076 million.

The change in Other Reserves is explained by the following FX consolidation differences at the subsidiaries:

	M Ch\$
Perú Forus S.A.	(903)
Uruforus S.A.	(870)
Forus Colombia S.A.S.	(343)
Total FX consolidation differences	(2,116)

Financial Ratios

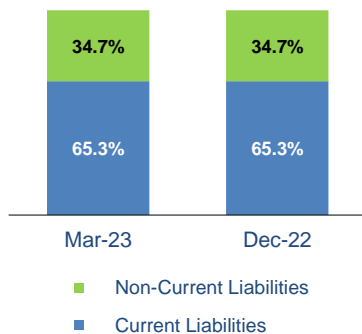
- Liquidity Ratios**

	Units	Mar-23	Dec-22	Var.
Current liquidity	x	3.54	3.23	0.31
Acid ratio	x	1.76	1.74	0.02

The current liquidity and acid ratios showed a slight positive variation with respect to December 2022, due to the 9.4% decrease in current liabilities.

- Debt Ratios**

	Units	Mar-23	Dec-22
Liabilities			
Current Liabilities	%	65.3%	65.3%
Non-Current Liabilities	%	34.7%	34.7%



	Units	Mar-23	Dec-22	Var.
Leverage	x	0.41	0.46	-0.05
Interest Coverage	x	16.30	26.02	-9.72

• **Profitability Ratios (3M period)**

	Units	Mar-23	Mar-22	Var.
ROA	%	2.1%	1.3%	0.9%
ROS	%	7.9%	5.0%	2.9%
ROE	%	3.0%	1.8%	1.2%
EPS	\$	23.5	13.4	10.1

The Company posted earnings per share of **Ch\$ 23.5** in 1Q23, equivalent to a Ch\$ 10.1 YoY increase in earnings per share, up 75.5% YoY.

Consolidated Cash Flow

	Mar-2023	Mar-2022	Variation
	M Ch\$	M Ch\$	M Ch\$
Cash flows from Operating Activities	(3,516)	(1,902)	(1,614)
Cash flows from (used in) Investment Activities	(1,594)	4,980	(6,574)
Cash flows from (used in) Financing Activities	(4,697)	(4,990)	293

Cash flows from operating activities generated less cash than the same period the year before, in the amount of Ch\$ 1,615 million, mainly due to higher payments associated with expenses and acquisition of inventory.

Cash flows from investment activities generated less cash than the same period the year before, in the amount of Ch\$ 6,574 million, mainly due to the redemption of short-term investments for the payment of inventory purchases and dividend distributions.

Cash flows from financing activities generated more cash than the same period the year before, in the amount of Ch\$ 293 million, mainly due to a decrease in payments associated with lease obligations.

Market Risk Analysis

Risk outlook by country: The economic outlook continued to moderate in Latin America in 1Q23, due to a more challenging comparison base, higher inflation and higher interest rates, among other factors. In **Chile**, in 1Q23, GDP declined 0.6% YoY, with consensus forecast GDP of -0.5% for 2023. The money supply (M1) in 1Q23 decreased 22.0% YoY as of March 2023. The 12-month inflation rate remained elevated, at 11.1% in March. The unemployment rate in 1Q23 was 8.8%, an increase compared to the same period last year (7.8%) and 4Q22 (7.9%). Consumer confidence, however, was 39.4 points in March, a small improvement compared to December, which registered 38.1 (50 is neutral). In **Uruguay**, GDP growth is estimated at 1.2% in 1Q23, with a consensus forecast of 1.7% for 2023. Twelve-month inflation was 7.3% in March, compared to 8.3% in December. Unemployment in March was 8.6%, a slight increase with respect to December (7.9%). **Peru's** economic growth in 1Q23 registered an estimated 0.7%, with a consensus forecast of 2.0% for 2023. The 12-month inflation rate in March was 8.4%, a slight improvement compared to December (8.6%). Consumer confidence registered 43.8 points in March, an improvement compared to December (41.3 points), remaining in negative territory (50 is neutral). In **Colombia**, estimated GDP growth in 1Q23 was 2.5% with a consensus forecast of 1.1% for 2023. The twelve-month inflation rate reached 13.3% in March, compared to 13.1% in December. Unemployment in March was 10.0%, a slight improvement compared to December (10.8%). Consumer confidence (IPSOS) registered 44.8 points in March, stable compared to December (44.9).

Foreign exchange risk: The FX rates of Chile, Peru, Colombia and Uruguay against the USD directly impact the cost of sales of the operation, mainly as a result of the effect on cost of imports. The CLP/USD was highly volatile during the last twelve months; however, at the close of the year, the CLP/USD registered a depreciation of just 0.3%. In this same period, Peru's PEN depreciated 0.9% YoY against the USD, Uruguay's UYU appreciated 6.0% YoY and Colombia's COP depreciated 23.5% YoY against the USD (closing price). The appreciation of our subsidiaries' local currencies against the CLP (monthly average FX) increased our subsidiaries' contribution to consolidated results in CLP in the case of Peru and Uruguay this quarter, while the depreciation of the COP/CLP reduced the contribution from Colombia.

Financial risk: The Company continues to maintain a conservative cash position, with sufficient funds and sources of financing for its 2023 investment plans, while maintaining minimal levels of financial debt.

VII. Data by Country

Revenue (Ch\$ million)

	1Q23	1Q22	Var %	Local Currency
Chile	60,256	55,920	7.8%	7.8%
Colombia	4,833	4,720	2.4%	33.5%
Peru	6,181	5,213	18.6%	18.4%
Uruguay	5,851	4,018	45.6%	32.0%
Total Subsidiaries	16,866	13,951	20.9%	
Total Forus	77,122	69,872	10.4%	

Revenue (% total)

	1Q23	1Q22
Chile	78.1%	80.0%
Colombia	6.3%	6.8%
Peru	8.0%	7.5%
Uruguay	7.6%	5.8%
Total Subsidiaries	21.9%	20.0%

Same Store Sales (in local currency)

	2023			
	1Q	2Q	3Q	4Q
Chile	18.7%			
Colombia	39.3%			
Peru	4.9%			
Uruguay	19.7%			

Digital (% of Sales)

	2023				2023
	1Q	2Q	3Q	4Q	3M
Chile	14%				14%
Colombia	20%				20%
Peru	10%				10%
Uruguay	14%				14%
Forus	14%				14%

Digital (% of DTC)

	2023				2023
	1Q	2Q	3Q	4Q	3M
Chile	21%				21%
Colombia	34%				34%
Peru	14%				14%
Uruguay	19%				19%
Forus	21%				21%

Number of stores and selling area in square meters

	Mar. 2023		Mar. 2022		YoY	
	# Stores	Sqm	# Stores	Sqm	# Stores	Sqm %
Chile	262	30,595	284	35,833	-22	-14.6%
Colombia	36	2,128	38	2,232	-2	-4.6%
Peru	51	4,325	48	4,100	3	5.5%
Uruguay	42	4,271	49	4,739	-7	-9.9%
Total	391	41,319	419	46,904	-28	-11.9%

E-commerce websites, by country

e-commerce sites		
Chile		
		Website
1	Cat	Cat.cl
2	Columbia	Columbia.cl
3	Merrell	Merrell.cl
4	Jansport	Jansport.cl
5	7veinte	7veinte.cl
6	Norseg	Norseg.cl
7	Zapatos	Zapatos.cl
8	Hush Puppies	HushPuppies.cl
9	Hush Puppies Kids	HushPuppiesKids.cl
10	Keds	Keds.cl
11	Mountain Hardwear	MountainHardwear.cl
12	Burton	Burton.cl
13	Azaleia	Azaleia.cl
14	Billabong	Billabong.cl
15	RKF	Rkflife.com
16	BSoul	BSoul.com
17	Vans	Vans.cl
18	We Love Shoes	Weloveshoes.cl
19	Calpany	Calpany.cl
20	Under Armour	Underarmour.cl
21	Brooks	Brooks.cl
22	Element	Elementbrand.cl
23	RVCA	RVCA.cl
Uruguay		
		Website
1	Cat	Catlifestyle.com.uy
2	Hush Puppies	Hushpuppies.com.uy
3	Merrell	Merrell.com.uy
4	Pasqualini	Pasqualini.com.uy
5	Columbia	Columbia.com.uy
6	RKF	Rkflife.com.uy
7	Jansport	Jansport.com.uy
8	Aldo	aldoshoes.uy
9	Mango	Forusuy.com
10	Under Armour	Underarmour.uy
Peru		
		Website
1	Billabong	Billabong.pe
2	Columbia	Columbia.pe
3	Hush Puppies	Hushpuppies.pe
4	RKF	Rkflife.pe
5	Patagonia	Patagonia.pe
6	Supermall	Supermall.pe
7	Keds	Keds.pe
8	Jansport	Jansport.pe
9	BSoul	BSoul.pe
Colombia		
		Website
1	Cat	Catlifestyle.co
2	Hush Puppies	Hushpuppies.com.co
3	Merrell	Merrellcolombia.com
4	Under Armour	Underarmour.com.co
5	Columbia	Columbia.com.co
47	Total Forus S.A.	

Marketplaces, by country

Marketplaces	
Chile	
1	Dafiti
2	Mercado Libre
3	Mercado Ripley
4	Paris Marketplace
5	Falabella Online
Uruguay	
1	Mercado Libre
Peru	
1	Juntoz
2	Mercado Libre
3	Linio
4	Mercado Ripley
5	Rappi
6	Cornershop
7	Takeit
8	Intercorp
9	Shopstar
10	Diners
11	Falabella Online
Colombia	
1	Dafiti
2	Mercado Libre

1Q23 stores openings/closures, by country

Store Openings						
	# Stores	Chain	Store	City	Sqm	
Colombia						
	1	Columbia	Fontanar	Bogotá	87	
	1	Columbia	Gran Estación	Bogotá	92	
	2					179
Peru						
	1	Columbia	Columbia Piura	Piura	75	
	1					75
	3					254

Store Closures						
	# Stores	Chain	Store	City	Sqm	
Chile						
	1	We Love Shoes	Plaza Oeste	Santiago	69	
	1					69
Total	1					69

Forus		
Openings/closures, net (1-Jan-23 to 31-Mar-23)		
Country	# Stores	Sqm
Chile	-1	-69
Peru	1	75
Uruguay	0	0
Colombia	2	179
Total	2	184

CHILE

(Ch\$ million)

Direct to Consumer (DTC)

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	41,583		38,476		8.1%
Cost of Sales	(17,373)		(15,243)		14.0%
Gross Profit	24,209	58.2%	23,233	60.4%	4.2%
SG&A	(20,598)	-49.5%	(20,221)	-52.6%	1.9%
Operating Income	3,611	8.7%	3,012	7.8%	19.9%
EBITDA	6,974	16.8%	6,372	16.6%	9.4%

Wholesale

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	18,674		17,444		7.0%
Cost of Sales	(10,409)		(10,419)		-0.1%
Gross Profit	8,265	44.3%	7,025	40.3%	17.7%
SG&A	(4,671)	-25.0%	(3,340)	-19.1%	39.8%
Operating Income	3,594	19.2%	3,685	21.1%	-2.5%
EBITDA	4,294	23.0%	4,096	23.5%	4.8%

Chile Total

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	60,256		55,920		7.8%
Cost of Sales	(27,782)		(25,662)		8.3%
Gross Profit	32,475	53.9%	30,258	54.1%	7.3%
SG&A	(25,269)	-41.9%	(23,562)	-42.1%	7.2%
Operating Income	7,205	12.0%	6,697	12.0%	7.6%
EBITDA	11,268	18.7%	10,468	18.7%	7.6%

PERU

(Ch\$ million)

Peru Total

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	6,181		5,213		18.6%
Cost of Sales	(2,649)		(2,145)		23.5%
Gross Profit	3,532	57.1%	3,069	58.9%	15.1%
SG&A	(2,893)	-46.8%	(2,362)	-45.3%	22.5%
Operating Income	639	10.3%	707	13.6%	-9.6%
EBITDA	1,257	20.3%	1,285	24.6%	-2.1%

Direct to Consumer (DTC)

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	4,744		4,338		9.4%
Cost of Sales	(1,811)		(1,690)		7.1%
Gross Profit	2,934	61.8%	2,648	61.0%	10.8%
SG&A	(2,572)	-54.2%	(1,905)	-43.9%	35.0%
Operating Income	361	7.6%	743	17.1%	-51.4%
EBITDA	944	19.9%	1,222	28.2%	-22.8%

Wholesale

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	1,437		875		64.1%
Cost of Sales	(838)		(455)		84.4%
Gross Profit	599	41.7%	421	48.1%	42.2%
SG&A	(321)	-22.3%	(457)	-52.2%	-29.8%
Operating Income	278	19.3%	(36)	-4.2%	-864.0%
EBITDA	313	21.8%	62	7.1%	403.1%

URUGUAY

(Ch\$ million)

Uruguay Total

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	5,851		4,018		45.6%
Cost of Sales	(2,754)		(1,874)		47.0%
Gross Profit	3,097	52.9%	2,144	53.4%	44.5%
SG&A	(2,764)	-47.2%	(2,311)	-57.5%	19.6%
Operating Income	334	5.7%	(167)	-4.2%	-299.6%
EBITDA	598	10.2%	111	2.8%	439.5%

Direct to Consumer (DTC)

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	4,331		3,585		20.8%
Cost of Sales	(1,889)		(1,594)		18.5%
Gross Profit	2,442	56.4%	1,991	55.5%	22.7%
SG&A	(2,390)	-55.2%	(2,150)	-60.0%	11.1%
Operating Income	52	1.2%	(159)	-4.4%	-132.7%
EBITDA	312	7.2%	113	3.2%	175.3%

Wholesale

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	1,521		433		250.9%
Cost of Sales	(865)		(280)		209.2%
Gross Profit	656	43.1%	154	35.4%	327.0%
SG&A	(374)	-24.6%	(161)	-37.2%	132.0%
Operating Income	282	18.5%	(8)	-1.8%	-3761.8%
EBITDA	286	18.8%	(2)	-0.6%	-11877.0%

COLOMBIA

(Ch\$ million)

Colombia Total

P&L	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	4,833		4,720		2.4%
Cost of Sales	(2,728)		(2,634)		3.6%
Gross Profit	2,105	43.6%	2,086	44.2%	0.9%
SG&A	(1,733)	-35.9%	(1,635)	-34.6%	6.0%
Operating Income	372	7.7%	451	9.6%	-17.6%
EBITDA	676	14.0%	787	16.7%	-14.2%

Direct to Consumer (DTC)

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	2,786		2,469		12.8%
Cost of Sales	(1,229)		(1,116)		10.1%
Gross Profit	1,558	55.9%	1,354	54.8%	15.1%
SG&A	(1,238)	-44.4%	(949)	-38.4%	30.4%
Operating Income	320	11.5%	404	16.4%	-20.9%
EBITDA	564	20.2%	713	28.9%	-21.0%

Wholesale

EERR	1Q23	% Rev.	1Q22	% Rev.	YoY%
Revenues	2,047		2,251		-9.1%
Cost of Sales	(1,499)		(1,518)		-1.2%
Gross Profit	547	26.7%	732	32.5%	-25.3%
SG&A	(495)	-24.2%	(686)	-30.5%	-27.7%
Operating Income	52	2.5%	47	2.1%	11.0%
EBITDA	112	5.5%	74	3.3%	51.5%

FORUS S.A. & SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

expressed in Thousands of Chilean Pesos, as of

	March 2023 Th Ch\$	December 2022 Th Ch\$
ASSETS		
Current Assets		
Cash and cash equivalents	17,149,685	26,850,834
Other financial assets, current	25,664,078	26,755,079
Other non-financial assets, current	3,771,266	5,513,475
Trade and other account receivables	38,229,102	34,431,636
Accounts receivables from related companies	-	-
Inventories	95,986,559	88,598,763
Tax assets, current	9,829,516	9,778,348
Total Current Assets	190,630,206	191,928,135
Non-Current Assets		
Other financial assets, non-current	1,004,965	1,086,745
Other non-financial assets, non-current	405,282	102,369
Fees receivables, non-current	469,411	479,950
Investments in associated companies	-	-
Net intangibles assets	1,418,916	1,012,623
Goodwill	1,254,003	1,262,442
Property, plant & equipment, net	82,711,315	86,105,990
Deferred tax assets	5,689,318	5,642,629
Total Non-Current Assets	92,953,210	95,692,748
TOTAL ASSETS	283,583,416	287,620,883
LIABILITIES		
Current Liabilities		
Other financial liabilities, current	17,674,628	17,082,613
Current trade and other current accounts payable	15,978,450	21,364,716
Current accounts payable to related companies	-	-
Other short-term provisions	13,414,967	12,728,130
Current tax liabilities	-	-
Current provisions for employees benefits	6,416,319	7,848,858
Other non-financial liabilities, current	355,728	377,012
Total Current Liabilities	53,840,092	59,401,329
Non-Current Liabilities		
Other non-current financial liabilities	28,614,086	31,489,884
Other non-current accounts payable	-	-
Other non-financial non-current liabilities	6,767	6,686
Total Non-Current Liabilities	28,620,853	31,496,570
TOTAL LIABILITIES	82,460,945	90,897,899
SHAREHOLDER'S EQUITY		
Paid-in capital	24,242,787	24,242,787
Retained earnings	163,022,641	156,946,425
Issue premium	17,386,164	17,386,164
Other reserves	(3,969,248)	(1,853,180)
Equity attributable to equity holders of the parent	200,682,344	196,722,196
Non-controlling interest	440,127	788
Total Net Equity	201,122,471	196,722,984
TOTAL NET EQUITY AND LIABILITIES	283,583,416	287,620,883

FORUS S.A. & SUBSIDIARIES
CONSOLIDATED INCOME STATEMENT

expressed in Thousands of Chilean Pesos for the end of the periods of

and for the quarters

	March 2023 Th Ch\$	December 2021 Th Ch\$	1Q23 Th Ch\$	1Q22 Th Ch\$
Revenues	77,122,063	69,871,530	77,122,063	69,871,530
Cost of Sales	(35,912,787)	(32,314,467)	(35,912,787)	(32,314,467)
Gross Margin	41,209,276	37,557,063	41,209,276	37,557,063
Other incomes of total operation	239,079	311,872	239,079	311,872
Logistic costs	(814,291)	(733,373)	(814,291)	(733,373)
Administrative Expenses	(31,845,330)	(29,136,576)	(31,845,330)	(29,136,576)
Other expenses of total operation	(182,294)	(167,404)	(182,294)	(167,404)
Other gains or (losses)	(33,719)	(110,648)	(33,719)	(110,648)
Financial Income	1,007,327	(1,698,652)	1,007,327	(1,698,652)
Financial Expenses	(846,366)	(356,080)	(846,366)	(356,080)
Participation in gains (losses) of joint venture businesses accounted by using the proportional value of participation	-	-	-	-
Exchange Differentials	(449,702)	(1,109,221)	(449,702)	(1,109,221)
Result of Indexation units	93,054	187,490	93,054	187,490
Profit before income tax	8,377,034	4,744,471	8,377,034	4,744,471
Income Taxes	(2,300,819)	(1,281,768)	(2,300,819)	(1,281,768)
Profit (loss)	6,076,215	3,462,703	6,076,215	3,462,703
Profit (loss) attributable to equity holders of parent	6,091,842	3,462,681	6,091,842	3,462,681
Profit (loss) attributable to minority interest	(15,627)	22	(15,627)	22
Profit (loss)	6,076,215	3,462,703	6,076,215	3,462,703
Earnings per share	\$ 23.5	\$ 13.4	\$ 23.5	\$ 13.4

	March 2023 Th Ch\$	March 2022 Th Ch\$
Cash Flows Originating from (used in) Operating Activities		
Types of Earnings from operating activities		
Earnings from sales of goods and rendering of services	85,584,670	82,570,732
Earnings from premiums and benefits, annual payments and other benefits of subscribed policies	145,744	1,806
Other earnings from operating activities	20,302	18,569
Types of Payment		
Payments to suppliers for the supply of goods and services	(70,667,089)	(65,924,415)
Payments to and on behalf of employees	(12,634,650)	(12,307,933)
Payments for premiums and benefits, annuities and other obligations derived from the policies subscribed	(142)	(989)
Other payments for operating activities	(186,570)	(29,752)
Net cash flows originating from (used in) the operation	2,262,265	4,328,018
Dividends received, classified as operating activities	-	-
Interest received, classified as operating activities	-	-
Income taxes paid (reimbursed), classified as operating activities	(5,132,630)	(1,666,457)
Other cash inflows (outflows), classified as operating activities	(645,919)	(4,563,334)
Cash flows from (used in) operating activities	(3,516,284)	(1,901,773)
Cash Flows Originating from (used in) investment activities		
Cash flows used to gain control of subsidiaries or other businesses, classified as investment activities	-	(5,951,164)
Other payments to acquire equity or debt instruments of other entities, classified as investment activities	-	-
Other charges on the sale of interests in joint ventures, classified as investment activities	-	-
Other payments to acquire interests in joint ventures, classified as investment activities	-	-
Loans to related entities	-	-
Cash flows from sales of property, plant and equipment, classified as investing activities	2,151	-
Purchases of property, plant and equipment, classified as investment activities	(1,872,400)	(606,810)
Cash flows from sales of intangible assets, classified as investment activities	-	-
Purchases of intangible assets, classified as investment activities	(524,285)	(234,872)
Amounts from long-term assets classified as investment activities	51,856	159,534
Purchases of other long-term assets classified as investment activities	(41,363)	(109,327)
Dividends received, classified as investment activities	-	-
Interest received, classified as investment activities	208,174	-
Income taxes paid (reimbursed), classified as investment activities	-	-
Other cash inflows (outflows), classified as investment activities	582,358	11,723,106
Cash Flows Originating from (used in) investment activities	(1,593,509)	4,980,467
Cash Flows Originating from (used in) financing activities		
Amounts from loans, classified as financing activities	8,860,722	12,205,764
Amounts from long-term loans	-	923,327
Amounts from short-term loans	8,860,722	11,282,437
Loans Reimbursements, classified as financing activities	(7,979,579)	(10,625,148)
Payments of lease liabilities	(5,437,714)	(6,568,621)
Dividends paid, classified as financing activities	-	-
Interest paid, classified as financing activities	(140,843)	(2,135)
Other cash inflows (outflows), classified as financing activities	-	537
Cash flows from (used in) financing activities	(4,697,414)	(4,989,603)
Increase (decrease) in cash and cash equivalents, before the effect of the changes in the exchange rate	(9,807,207)	(1,910,909)
Effects of the Exchange Rate Variation on Cash and Cash Equivalents		
Effects of the Exchange Rate Variation on Cash and Cash Equivalents	106,058	700,543
Increase (decrease) of the Cash and Cash Equivalents	(9,701,149)	(1,210,366)
Cash and Cash Equivalents (Initial Balance)	26,850,834	21,525,253
Cash and Cash Equivalents (Final Balance)	17,149,685	20,314,887

FORUS is leading Chilean phygital retail company, focused on the customer experience, connecting people to the brands that move them. The Company, which designs, markets and distributes proprietary and international brands of footwear, apparel and accessories, was founded in 1980 and, to date, has 391 stores and 47 e-commerce websites in Chile, Peru, Colombia and Uruguay. FORUS operates a portfolio of 27 brands, which includes CAT, RKF, Columbia, Under Armour, Merrell, BSoul, Vans, Hush Puppies, Azaleia y Norseg, among others.

Address:

Av. Las Condes N° 11.281, Torre C.

Las Condes

Santiago, Chile

Contact:

Isabel Darrigrandi

Head of Investor Relations

Phone: +56 (2) 2923-3035

Email: ir@forus.cl

Website:

www.forus.cl/inversionistas