## shopping

cencosud


○Q『


## EARNINGS PRESENTATION

## 01 Second Quarter 2021 Results

Cencosud Shopping increased its sales by 65\% YoY and achieved an increase in open GLA by 2,032 bps. The 941 bps increase in Adjusted EBITDA Margin YoY is explained by the increase in the open area, higher levels of collection of variable leases and lower rental discounts.

## Revenues <br> +64.9\%



Traffic +108,9\% Tenants Sales +84.9\%

Adjusted EBITDA +85.4\%

## Net Profit

CLP 9,682 million


The growth in EBITDA is explained by a larger surface area open to the public on a YoY basis and lower discounts on the collection of rents from tenants. In addition, there is still a decrease in the provision for bad debts due to a recurring payment of fragmented debt as part of the support provided to tenants. EBITDA Margin reached $85.0 \%$ in 2Q21.

The profit for the period reflects the improvement in business performance and the lower drop in asset revaluation versus 2Q20.


The income growth is explained by the gradual opening of Shopping Centers, the decrease in discounts offered to tenants and the increase in capacity. In addition, during the quarter, new m 2 of offices have been added in the Costanera Center Tower, and a greater number of visits to the Sky Mirador and use of parking spaces have been recorded.

The increase in the sale of tenants reflects the improvement in consumption and the performance of the events held during the quarter: Cyberday, Mother's Day and Father's Day. In addition, Supermarkets and Home-related products categories continue increasing in sales YoY. The growth in traffic is explained by lower restrictions on mobility and higher traffic volumes versus 2020.

The Company achieves a positive FFO in the period as a consequence of the gradual reopening of the GLA and the reduction in bad debts. The foregoing without prejudice to the discounts provided to tenants.

## MAIN FIGURES

|  | 2Q21 | 2Q20 | Var. (\%) | 6M21 | 6M20 | Var. (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| CLP million | 37,336 | 22,639 | $64.9 \%$ | 81,287 | 75,902 | $7.1 \%$ |
| Revenues | 31,727 | 17,109 | $85.4 \%$ | 71,109 | 66,140 | $7.5 \%$ |
| Adj. EBITDA / NOI | $85.0 \%$ | $75.6 \%$ | 941 bps | $87.5 \%$ | $87.1 \%$ | 34 bps |
| \% Adj. EBITDA / NOI | 25,370 | 4,792 | $429.4 \%$ | 58,517 | 42,249 | $38.5 \%$ |
| FFO | 19,179 | 1,643 | $1,067.5 \%$ | 45,010 | 34,519 | $30.4 \%$ |
| Net Profit from Asset Reval. |  |  |  |  |  |  |
| GLA (m2) | $1,338,766$ | $1,338,761$ | $0.0 \%$ | $1,338,766$ | $1,338,761$ | $0.0 \%$ |
| Occupancy Rate (\%) | $97.2 \%$ | $98.5 \%$ | -131 bps | $97.2 \%$ | $98.5 \%$ | -131 bps |
| Visits (thousands) | 14,682 | 7,028 | $108.9 \%$ | 37,517 | 33,306 | $12.6 \%$ |
| Tenant Sales (CLP million) | 854,289 | 462,150 | $84.9 \%$ | $1,699,047$ | $1,176,388$ | $44.4 \%$ |

## 02 Relevant Facts

## COVID-19

At a consolidated level, 2Q21 saw an increase in the open GLA compared to 2Q20 despite the increase in health and mobility restrictions during the months of April and June. The breakdown by month for the second quarter is: April $77.9 \%, 85.7 \%$ in May and $80.4 \%$ in June. Here is the breakdown by country at the end of June:

Chile
Vacant; 1,8\%


Peru
Colombia
Vacant; 6,2\%

During the quarter, the closings of the locations in Chile and the average percentage of open GLA were as follows:

|  | Days closed | Phase $^{1}$ | \% Open GLA ${ }^{2}$ |
| :--- | :---: | :---: | :---: |
| Portal Temuco | 58 | 2 | $75,6 \%$ |
| Portal Osorno | 53 | 2 | $69,5 \%$ |
| Portal La Reina | 57 | 2 | $94,1 \%$ |
| Portal La Dehesa | 64 | 2 | $86,7 \%$ |
| Portal Belloto | 26 | 2 | $87,6 \%$ |
| Portal Ñuñoa | 57 | 2 | $67,5 \%$ |
| Portal Rancagua | 78 | 1 | $83,5 \%$ |
| Alto Las Condes | 57 | 2 | $71,9 \%$ |
| Costanera Center | 57 | 2 | $69,1 \%$ |
| Portal Florida Center | 86 | 2 | $44,7 \%$ |
| Portal El Llano | 86 | 2 | $75,9 \%$ |

During the quarter, Peru was seeing a gradual opening and fewer restrictions in its Shopping Centers. The quarter began with mobility restrictions on Sundays, capacity of $40 \%$ and a maximum closing time at 6 PM, in addition the city of Arequipa was kept in total quarantine for a little more than a month. However, the quarter ended without mobility restrictions, capacity around $80 \%$ and stores closings at 9 PM, generating growth in demand and greater activation of the economy.

Colombia maintained the high operating GLA open due to the greater exposure to related stores classified as essential items, partially offset by the partial closure of some days during the quarter. During 2Q21 some cities have been impacted by the social movement that occurred in the country, necessitating the early closure of some shopping centers.

## Tenant Support Initiatives

The Company, taking into account current conditions, applied a $20 \%$ discount to the fixed rent to stores that were not considered within the "essential items" categories by the authorities and with surfaces of less than $4,000 \mathrm{~m} 2$. In addition, the following benefits were granted:

- Proportional refund of the fixed rent to the tenants of the Shopping Centers that had days closed during the quarter due to definition of the authorities;
- Additional discounts on common expenses and fixed rent, subject to having their payments up to date:
- Possibility of applying for payment in installments (without interest);
- Administrative and sales expenses reduction plan, mainly in maintenance and operating expenses.

[^0]
## Openings in the period

- During the quarter, a new company entered the Office Tower of the Costanera Center complex, occupying $1,553 \mathrm{~m} 2$. To date, the occupancy of the offices is $62.7 \%$ of a total of 65,000 m2 received.


## Sustainability / ESG progress

- Environmental Management Strengthening: Cencosud Shopping works to improve the life quality of their collaborators, clients, tenants and groups and stakeholders through a unique and sustainable experience. Within the framework of the Environmental Policy, it seeks to analyze the impact of the Company's projects, qualifying them from an environmental setting and managing the mitigation of significant problems to carry out said projects, taking care of the planet and ensuring compliance with current regulations. For this, a series of procedures is being developed to continue strengthening a sustainable and coherent management, starting with one referring to new projects and renovations.
- Fair Emprende Market Shopping Centers: With the goal of supporting and promoting the economic reactivation of SMEs in more than 50 provinces, Costanera Center, Alto Las Condes and 9 of our Shopping Centers (La Dehesa, Ñuñoa, El Llano, La Reina, Belloto, Rancagua, Temuco, Osorno and Florida Center) held the Emprende Market Fair, the largest nationwide. The initiative was carried out thanks to the participation of public and private entities such as Sercotec, Corfo, 3 Municipalities, the National Fair-Trade Association and the Ministry of Women and Gender Equality. This showcase promoted an $87 \%$ increase in contacts with clients of more than a thousand entrepreneurs, expanding the sales networks of unique, sustainable and innovative products of origin.



## 03

## Consolidated Financial Summary

Profit \& Loss Statement ${ }^{3}$

|  | 2Q21 | 2Q20 | Var. (\%) | 6M21 | 6M20 | Var. (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 37.336 | 22,639 | 64.9\% | 81,287 | 75,902 | 7.1\% |
| Chile | 35,736 | 21,222 | 68.4\% | 77,970 | 72,108 | 8.1\% |
| Peru | 801 | 606 | 32.0\% | 1,700 | 1,942 | -12.5\% |
| Colombia | 799 | 811 | -1.5\% | 1,617 | 1,853 | -12.7\% |
| Cost of Sales | - 3,302 | - 2,261 | 46.0\% | -5,800 | -3,427 | 69.2\% |
| Gross Profit | 34,033 | 20,378 | 67.0\% | 75,487 | 72,475 | 4.2\% |
| Gross Margin | 91.2\% | 90.0\% | 114 bps | 92.9\% | 95.5\% | -262 bps |
| Selling and Administrative Expenses | - 2,350 | - 3,368 | -30.2\% | -4,560 | -6,580 | -30.7\% |
| SG\&A / Revenues | -6.3\% | -14.9\% | 859 bps | -5.6\% | -8.7\% | 306 bps |
| Other revenues, by function | -13,134 | - 16,841 | -22.0\% | -16,925 | -13,334 | 26.9\% |
| Other expenses, by function | 21 | 57 | -63.5\% | 61 | 37 | 62.8\% |
| Other gains (losses) | 1 | 18 | -108.2\% | 74 | 161 | -53.9\% |
| Operating Income | 18,569 | 243 | 7,532.1\% | 54,137 | 52,758 | 2.6\% |
| Net Financial Cost | - 2,619 | - 2,572 | 1.9\% | -5,235 | -4,653 | 12.5\% |
| Income (loss) from FX variations | - 151 | - 1,330 | -88.7\% | -245 | -1303 | -81.2\% |
| Result of Indexation Units | - 6,041 | - 1,819 | 232.0\% | -12,294 | -7,358 | 67.1\% |
| Non-operating income (loss) | - 8,810 | - 5,721 | 54.0\% | -17,773 | -13,314 | 33.5\% |
| Income before income taxes | 9,759 | - 5,478 | -278.2\% | 36,364 | 39,444 | -7.8\% |
| Income Taxes | 76 | - 3,332 | -97.7\% | -3,672 | -12,801 | -71.3\% |
| Net Profit (Loss) | 9,682 | - 8,809 | n.a | 32,692 | 26,643 | 22.7\% |
| Adjusted EBITDA | 31,727 | 17,109 | 85.4\% | 71,109 | 66,140 | 7.5\% |
| Chile | 30,645 | 16,192 | 89.3\% | 68,743 | 63,391 | 8.4\% |
| Peru | 618 | 458 | 34.8\% | 1,417 | 1,679 | -15.6\% |
| Colombia | 465 | 459 | 1.4\% | 949 | 1,070 | -11.3\% |
| EBITDA Margin | 85.0\% | 75.6\% | 941 bps | 87.5\% | 87.1\% | 34 bps |
| Net profit | 9,682 | -8,809 | -209.9\% | 32,692 | 26,643 | 22.7\% |
| Asset revaluation | -13,134 | -16,841 | -22.0\% | -16,925 | -13,334 | 26.9\% |
| Deferred income taxes | 3,637 | 6,389 | -43.1\% | 4.607 | 5,458 | -15.9\% |
| Profit net from asset revaluation | 19,179 | 1,643 | 1,067.5\% | 45,010 | 34,519 | 30.4\% |

## CHILE

Revenues grew 68.4\%, reaching CLP 35,736 million, reflecting the increase in consumption, lower restrictions on mobility, the low comparison base from the previous year and the lower discounts

[^1]granted to tenants. The lower income vs. 1 Q21 was driven by the non-collection of lease to tenants of non-essential items on the days closed in phase 1 (April and June) and 2 (May and June). The impact on revenue also included higher parking charges and more visits to the Sky Costanera viewpoint. In addition, during the quarter there was an increase in rent of offices YoY and a higher collection of variable rent, mainly to tenants related to supermarket and home items that maintain their strong demand.

Adjusted EBITDA grew $89.3 \%$ in 2Q21 as a result of a greater dilution of costs and expenses during the period and the Company's efforts to optimize expenses. In addition, a decrease in the provision for bad debts is still being seen due to an increase in the payment of renegotiated debt during the pandemic.

## PERU

Revenues for 2Q21 versus the same period of the previous year grew $32.0 \%$ in CLP and $67.8 \%$ in local currency. The growth in local currency is explained by the low comparison base during the previous year and the lower discounts granted to tenants during the quarter. In addition, a higher variable collection was obtained in some items due to higher YoY sales.

Adjusted EBITDA grew $34.8 \%$ in CLP and $71.3 \%$ in local currency as a result of the reopening of Shopping Centers to most tenants, in addition to a higher recovery of the bad debt provision, partially offset by an Increase in common spending of some locations (lower expenses in 2020 due to the total closure of the mall).

## COLOMBIA

Revenues for 2Q21 versus the same period of the previous year remained practically constant ($1.5 \%$ ) in CLP and grew $7.0 \%$ in local currency. The rise in local currency is explained by the decrease in discounts granted to tenants ( $20 \%$ in 2Q21). This was partially offset by the impact of the social movement that occurred in recent months, the decrease in demand from tenants for household items and to a lesser extent supermarkets, due to the high comparison base of the previous year corresponding to the Day Without VAT.

Adjusted EBITDA grew $1.4 \%$ in CLP and $10.1 \%$ in local currency as a result of the decrease in the provision associated with bad debts, partially offset by an increase in common expenses as a result of the lower discounts granted by the administrators to the shopping malls compared to the previous year.

## OPERATIONAL RESULTS

The operating result grew more than 75 times explained by the growth in income, the decrease in the provision for the bad debtor in administrative and sales expenses and a less negative revaluation of investment properties compared to the previous year. The best asset revaluation of 2Q21 vs 2Q20 is explained by an update in the performance of Shopping Centers.

Discount rate of Investment Properties ${ }^{4}$

| Country | 2Q21 | 2Q20 |
| :---: | :--- | :--- |
| Chile | $4.37 \%$ | $4.75 \%$ |
| Peru | $4.63 \%$ | $5.62 \%$ |

${ }^{4}$ In the case of Colombia, the revaluation of Investment Properties is calculated by appraisal. NOI \& FFO Conciliation

| NOI / ADJUSTED EBITDA | 2Q21 | 2Q20 | Var. (\%) | 6M21 | 6M20 | Var. (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 37,336 | 22,639 | $64.9 \%$ | 81,287 | 75,902 | $7.1 \%$ |
| $(+)$ Cost of sales | $-3,302$ | $-2,261$ | $46.0 \%$ | $-5,800$ | $-3,427$ | $69.2 \%$ |
| $(+)$ SG\&A | $-2,350$ | $-3,368$ | $-30.2 \%$ | $-4,560$ | $-6,580$ | $-30.7 \%$ |
| (+) Other administrative expenses | 19 | 75 | $-74.2 \%$ | 135 | 198 | $-31.9 \%$ |
| (+) Depreciation and Amortization | 24 | 24 | $1.3 \%$ | 47 | 48 | $-2.4 \%$ |
| NOI | 31,727 | 17,109 | $85.4 \%$ | 71,109 | 66,140 | $7.5 \%$ |


| FFO | 2Q21 | 2Q20 | Var. (\%) | 6M21 | 6M20 | Var. (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Profit (Loss) | 9,683 | $-8,809$ | n.a | 32,692 | 26,643 | $22.7 \%$ |
| Other Revenues | 13,134 | 16,841 | $-22.0 \%$ | 16,925 | 13,334 | $26.9 \%$ |
| Results of Indexation Units | 6,041 | 1,819 | $232.0 \%$ | 12,294 | 7,358 | $67.1 \%$ |
| Income (Loss) from FX variations | 151 | 1,330 | $-88.7 \%$ | 245 | 1,303 | $-81.2 \%$ |
| Income Taxes | $-3,637$ | $-6,389$ | $-43.1 \%$ | $-3,637$ | $-6,389$ | $-43.1 \%$ |
| FFO | 25,370 | 4,792 | $429.4 \%$ | 58,517 | 42,249 | $38.5 \%$ |

Funds from Operations (FFO) achieved once again a positive result in the period, growing CLP 14,618 million in 2Q21 compared to the same period of 2020 due to the higher EBITDA generated in the period due to the gradual opening of Shopping Centers, lower discounts, and a higher percentage of the population vaccinated, driven by a greater activation of the economy.

## 05 Business Performance

Gross Leasable Area (GLA) ${ }^{5}$

|  | Third Parties GLA |  |  | Related Parties GLA |  |  | Total GLA |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 2Q21 | 2Q20 | Var\% | 2Q21 | 2Q20 | Var\% | 2Q21 | 2Q20 | Var\% |
| Costanera Center | 90,020 | 90,020 | 0.0\% | 39,809 | 39,809 | 0.0\% | 129,829 | 129,829 | 0.0\% |
| Costanera Office | 50,302 | 50,302 | 0.0\% | 14,698 | 14,698 | n.a | 65,000 | 65,000 | 0.0\% |
| Alto Las Condes | 72,150 | 72,150 | 0.0\% | 49,065 | 49,065 | 0.0\% | 121,215 | 121,215 | 0.0\% |
| Portal Florida Center | 53,687 | 53,687 | 0.0\% | 69,501 | 69,501 | 0.0\% | 123,188 | 123,188 | 0.0\% |
| Portal La Dehesa | 32,630 | 32,630 | 0.0\% | 34,104 | 34,104 | 0.0\% | 66,734 | 66,734 | 0.0\% |
| Portal La Reina | 9,045 | 9,045 | 0.0\% | 29,153 | 29,153 | 0.0\% | 38,198 | 38,198 | 0.0\% |
| Portal Rancagua | 7,295 | 7,295 | 0.0\% | 36,411 | 36,411 | 0.0\% | 43,705 | 43,705 | 0.0\% |
| Portal Temuco | 31,670 | 31,670 | 0.0\% | 28,101 | 28,101 | 0.0\% | 59,771 | 59,771 | 0.0\% |
| Portal Ñuñoa | 14,723 | 14,723 | 0.0\% | 17,674 | 17,674 | 0.0\% | 32,396 | 32,396 | 0.0\% |
| Portal Belloto | 8,818 | 8,818 | 0.0\% | 33,596 | 33,596 | 0.0\% | 42,414 | 42,414 | 0.0\% |
| Portal Osorno | 7,771 | 7,771 | 0.0\% | 15,120 | 15,120 | 0.0\% | 22,891 | 22,891 | 0.0\% |
| Portal El Llano | 6,885 | 6,885 | 0.0\% | 16,088 | 16,088 | 0.0\% | 22,973 | 22,973 | 0.0\% |
| Power Centers | 16,094 | 16,094 | 0.0\% | 438,420 | 438,420 | 0.0\% | 454,514 | 454,514 | 0.0\% |
| Total Chile | 401,090 | 401,090 | 0.0\% | 821,738 | 821,738 | 0.0\% | 1,222,828 | 1,222,828 | 0.0\% |
| Total Peru | 25,471 | 20,279 | 25.6\% | 24,602 | 29,794 | -17.4\% | 50,073 | 50,073 | 0.0\% |
| Total Colombia | 11,372 | 11,367 | 0.0\% | 54,493 | 54,493 | 0.0\% | 65,865 | 65,860 | 0.0\% |
| Cencosud Shopping | 437,933 | 432,736 | 1.2\% | 900,833 | 906,025 | -0.6\% | 1,338,766 | 1,338,761 | 0.0\% |

GLA by Category ${ }^{6}$

| Category | Chile | As of June 30,2021 |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Peru | Colombia | Total |  |
| Entertainment | $5.8 \%$ | $20.2 \%$ | $7.7 \%$ | $6.4 \%$ |
| Essential Services | $52.0 \%$ | $51.1 \%$ | $83.9 \%$ | $53.5 \%$ |
| Retail | $32.6 \%$ | $7.6 \%$ | $1.6 \%$ | $30.1 \%$ |
| Services, Offices and Hotel | $7.9 \%$ | $1.8 \%$ | $0.6 \%$ | $7.3 \%$ |
| Vacant | $1.8 \%$ | $19.2 \%$ | $6.2 \%$ | $2.7 \%$ |
| Total | $100,0 \%$ | $100,0 \%$ | $100,0 \%$ | $100,0 \%$ |

[^2]
## Third Party and Related-entities Income Participation

| Revenue | 2Q21 |  | 2Q20 |  | 6M21 |  | 6M20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3rd Parties | Related Parties | 3rd Parties | Related Parties | 3rd Parties | Related Parties | $\begin{gathered} 3^{\text {rd }} \\ \text { Parties } \end{gathered}$ | Related Parties |
| Total Chile | 47.4\% | 52.6\% | 24.2\% | 75.8\% | 47.4\% | 52.6\% | 24.2\% | 75.8\% |
| Total Peru | 46.0\% | 54.0\% | 18.0\% | 82.0\% | 46.0\% | 54.0\% | 18.0\% | 82.0\% |
| Total Colombia | 18.6\% | 81.4\% | 14.3\% | 85.7\% | 18.6\% | 81.4\% | 14.3\% | 85.7\% |
| Shopping | 46.8\% | 53.2\% | 23.7\% | 76.3\% | 46.8\% | 53.2\% | 23.7\% | 76.3\% |

Income Breakdown

|  | 2Q21 | 2Q20 | $\mathbf{6 M 2 1}$ | 6M20 |
| :--- | :---: | :---: | :---: | :---: |
| Fixed Rent | $72.3 \%$ | $80.0 \%$ | $73.8 \%$ | $81.5 \%$ |
| Variable Rent | $19.4 \%$ | $13.7 \%$ | $18.3 \%$ | $8.8 \%$ |
| Parking | $4.4 \%$ | $3.0 \%$ | $4.5 \%$ | $5.4 \%$ |
| Offices, Sky Costanera \& Others | $4.0 \%$ | $3.2 \%$ | $3.4 \%$ | $4.3 \%$ |
| Consolidated | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |

At the end of 2Q21, 91.6\% of revenues came from rental income, of which $75.3 \%$ correspond to fixed rent and $19.4 \%$ to variable rent. The composition of income changes to a higher variable contribution, reflecting the discounts given to tenants for the closed days and the increase in sales in some supermarket items and household categories.

## Contract Length (years)

| \% Reaching expiration (over GLA) ${ }^{7}$ | Less than $2$ | Between 2 \& 3 | Between 3 \& 4 | Between 4 \& 5 | Over 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Chile | 8.0\% | 5.5\% | 3.0\% | 3.1\% | 80.4\% |
| Peru | 6.6\% | 0.1\% | 8.3\% | 0.0\% | 85.1\% |
| Colombia | 3.2\% | 92.8\% | 0.0\% | 4.0\% | 0.0\% |
| Consolidated | 7.7\% | 9.9\% | 3.0\% | 3.0\% | 76.4\% |


| \% Reaching expiration (over revenues) ${ }^{8}$ | Less than 2 | Between 2 \& 3 | $\begin{gathered} \text { Between } 3 \& \\ 4 \end{gathered}$ | $\begin{gathered} \text { Between } 4 \& \\ 5 \end{gathered}$ | Over 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Chile | 26.7\% | 13.5\% | 6.9\% | 3.0\% | 49.9\% |
| Peru | 11.3\% | 0.7\% | 8.2\% | 0.0\% | 79.8\% |
| Colombia | 4.2\% | 93.3\% | 0.0\% | 2.4\% | 0.0\% |
| Consolidated | 26.1\% | 14.8\% | 6.7\% | 2.9\% | 49.4\% |

At the end of the second quarter 2021, the weighted duration of the leases was 10.1 years according to the GLA and 6.0 years according to income.

[^3]
## Performance by Asset, Second Quarter

|  | Revenues (CLP MM) |  |  | Occupancy Rate ${ }^{9}$ |  |  | Visits ('000) |  |  | Sales (CLP MM) |  |  | $\mathrm{NOI}(\mathrm{CLP} \mathrm{MM)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 2Q21 | 2Q20 | Var\% | 2Q21 | 2Q20 | $\triangle$ BPS | 2Q21 | 2Q20 | Var\% | 2Q21 | 2Q20 | Var\% | 2Q21 | 2Q20 | Var\% |
| Costanera Center | 5,956 | 1,669 | 256.9\% | 98.1\% | 99.6\% | -151 | 3,481 | 1,122 | 210.2\% | 86,082 | 18,093 | 375.8\% | 4,228 | 89 | 4630.8\% |
| Oficinas Costanera | 1,590 | 971 | 63.8\% | 62.7\% | $52.3 \%$ | 1,044 | n.a | n.a | n.a | 0 | n.a | n.a | 449 | 497 | -9.6\% |
| Alto Las Condes | 6,076 | 1,993 | 204.8\% | 98.8\% | 99.2\% | -38 | 2,016 | 559 | 260.8\% | 77,815 | 25,416 | 206.2\% | 5,849 | 1,282 | 356.3\% |
| Florida Center | 1,567 | 1,415 | 10.8\% | 92.9\% | 98.8\% | -591 | 1,296 | 855 | 51.5\% | 32,527 | 18,914 | 72.0\% | 1,176 | 1,144 | 2.8\% |
| Portal La Dehesa | 2,131 | 828 | 157.4\% | 99.4\% | 99.5\% | -8 | 948 | 482 | 96.9\% | 41,260 | 20,048 | 105.8\% | 1,495 | 454 | 229.4\% |
| Portal La Reina | 1,375 | 865 | 59.0\% | 98.0\% | 99.1\% | -103 | 955 | 629 | 51.7\% | 39,049 | 22,133 | 76.4\% | 1,246 | 772 | 61.4\% |
| Portal Rancagua | 1,513 | 1,066 | 42.0\% | 99.5\% | 99.8\% | -30 | 944 | 681 | 38.7\% | 36,845 | 23,712 | 55.4\% | 1,487 | 945 | 57.3\% |
| Portal Temuco | 1,219 | 690 | 76.8\% | 98.7\% | 99.2\% | -43 | 1,107 | 469 | 135.9\% | 34,456 | 10,230 | 236.8\% | 1,129 | 461 | 145.1\% |
| Portal Ñuñoa | 677 | 275 | 145.8\% | 96.1\% | 85.6\% | 1,055 | 789 | 433 | 82.3\% | 21,437 | 12,849 | 66.8\% | 624 | 243 | 156.9\% |
| Portal Belloto | 1,064 | 641 | 66.0\% | 99.2\% | 99.7\% | -44 | 985 | 481 | 104.9\% | 24,661 | 12,644 | 95.0\% | 982 | 529 | 85.7\% |
| Portal Osorno | 415 | 274 | 51.7\% | 97.3\% | 97.6\% | -29 | 836 | 516 | 61.9\% | 15,440 | 6,244 | 147.3\% | 340 | 185 | 83.8\% |
| Portal El Llano | 892 | 518 | 72.1\% | 92.0\% | 89.8\% | 221 | 763 | 539 | n.a | 25,731 | 17,300 | 48.7\% | 792 | -32 | n.a. |
| Power Centers | 11,261 | 10,018 | 12.4\% | 99.2\% | 99.6\% | -37 | 0 | 0 | n.a | 388,053 | 240,787 | 61.2\% | 10,849 | 9,624 | 12.7\% |
| Total Chile | 35,736 | 21,222 | 68.4\% | 98.1\% | 98.8\% | -74 | 14,119 | 6,766 | 108.7\% | 823,356 | 428,370 | 92.2\% | 30,645 | 16,192 | 89.3\% |
| Total Peru | 801 | 607 | 32.0\% | 80.8\% | 96.0\% | -1,524 | 562 | 261 | 115.2\% | 16,745 | 15,068 | 11.1\% | 618 | 458 | 34.8\% |
| Tołal Colombia | 799 | 811 | -1.5\% | 93.8\% | 94.6\% | -75 | n.a | n.a | n.a | 14.187 | 18,712 | -24.2\% | 465 | 459 | 1.4\% |
| Total Shopping | 37,336 | 22,640 | 64.9\% | 97.2\% | 98.5\% | -131 | 14,682 | 7,028 | 108.9\% | 854,289 | 462,150 | 84.9\% | 31,727 | 17,109 | 85.4\% |

The occupancy rate of Shopping Centers reaches $97.2 \%$ at a consolidated level, mainly due to a decrease in Peru due to the closure of Department Stores in Arequipa.

Visits grew $\mathbf{1 0 8 . 9 \%}$, due to the low comparison base in 2020. Tenant sales grew $84.9 \%$ explained in part by the comparison base and by the strong demand seen during the quarter in the Cyberday and Mother's and Father's days. In addition, the supermarket and household categories continue to show significant growth, driven by continued growth in consumption.

In Chile, the highest sales are made up of growth in the Supermarket, Home and Sports categories, which are a relevant percentage of our Shopping Centers, and to a lesser extent, satellite stores ${ }^{10}$.

In Peru, the variation is explained by lower sales in general, driven by the reopening of trade. In Colombia, the variation is due to lower sales of satellite stores and the impact of related stores due to restrictions during the quarter.

[^4]
## Performance by Asset Accumulated until June

|  | Revenues (CLP MM) |  |  | Visits ('000) |  |  | Sales (CLP MM) |  |  | NOI (CLP MM) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 6M21 | 6M20 | Var\% | 6M21 | 6M20 | Var\% | 6 M 21 | 6M20 | Var\% | 6M21 | 6M20 | Var\% |
| Costanera Center | 14,141 | 12,903 | 9.6\% | 8,087 | 9,166 | -11.8\% | 191,710 | 116,180 | 65.0\% | 11,290 | 9,694 | 16.5\% |
| Costanera Office Space | 2,688 | 2,409 | 11.6\% | n.a | n.a | n.a. | n.a | n.a | n.a. | 769 | 1,545 | -50.2\% |
| Alto Las Condes | 13,737 | 11,643 | 18.0\% | 4,535 | 4,724 | -4.0\% | 166,196 | 101,832 | 63.2\% | 12,641 | 10,688 | 18.3\% |
| Florida Center | 5,081 | 6,209 | -18.2\% | 3,832 | 4,417 | -13.2\% | 83,245 | 66,729 | 24.8\% | 4,295 | 5,669 | -24.2\% |
| Portal La Dehesa | 4,513 | 3,908 | 15.5\% | 2,282 | 1,989 | 14.7\% | 89,995 | 53,134 | 69.4\% | 3,509 | 3,110 | 12.8\% |
| Portal La Reina | 2,717 | 2,251 | 20.7\% | 2,067 | 1,970 | 5.0\% | 77,884 | 50,482 | 54.3\% | 2,526 | 2,126 | 18.8\% |
| Portal Rancagua | 3,098 | 2,779 | 11.5\% | 2,341 | 2,447 | -4.3\% | 77,829 | 55,234 | 40.9\% | 2,981 | 2,730 | 9.2\% |
| Portal Temuco | 2,641 | 2,820 | -6.3\% | 2,008 | 2,790 | -28.0\% | 59,256 | 40,958 | 44.7\% | 2,568 | 2,573 | -0.2\% |
| Portal Ñuñoa | 1,322 | 1,328 | -0.4\% | 1,684 | 1,857 | -9.3\% | 41,534 | 30,282 | 37.2\% | 1,228 | 1,293 | -5.0\% |
| Portal Belloto | 2,180 | 1,974 | 10.5\% | 2,167 | 2,843 | -23.8\% | 48,165 | 32,510 | 48.2\% | 2,096 | 1,797 | 16.6\% |
| Portal Osorno | 1,077 | 1,280 | -15.8\% | 1,507 | 2,391 | -37.0\% | 27,119 | 20,671 | 31.2\% | 980 | 1,101 | -11.0\% |
| Portal El Llano | 1,566 | 1,316 | 19.0\% | 1,652 | 1,559 | n.a | 49,276 | 34,732 | 41.9\% | 1,428 | 694 | 105.8\% |
| Power Centers | 23,208 | 21,288 | 9.0\% | n.a | n.a | n.a. | 723,642 | 498,834 | 45.1\% | 22,431 | 20,371 | 10.1\% |
| Total Chile | 77,970 | 72,108 | 8.1\% | 32,163 | 36,153 | -11.0\% | 1,635,851 | 1,101,579 | 48.5\% | 68,743 | 63,391 | 8.4\% |
| Total Peru | 1,700 | 1,942 | -12.5\% | 1,143 | 1,364 | -16.2\% | 33,501 | 37,386 | -10.4\% | 1,417 | 1,679 | -15.6\% |
| Total Colombia | 1.617 | 1.853 | -12.7\% | n.a | n.a | n.a | 29,695 | 37,423 | -20.7\% | 949 | 1,070 | -11.3\% |
| Total Shopping | 81,287 | 75,902 | 7.1\% | 33,306 | 37,517 | -11.2\% | 1,699,047 | 1,176,388 | 44.4\% | 71,109 | 66,140 | 7.5\% |

## Operational Data

| Chile | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2Q21 |  |  |  |  |  |
| SSS | $-2.6 \%$ | $-21.0 \%$ | $-3.8 \%$ | $20.8 \%$ | $21.4 \%$ |
| SSR | $-6.7 \%$ | $-58.4 \%$ | $-51.4 \%$ | $-13.0 \%$ | $-4.6 \%$ |
| Occupancy Cost | $9.5 \%$ | $9.2 \%$ | $7.7 \%$ | $7.3 \%$ | $6.4 \%$ |


| Peru | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2Q21 |  |  |  |  |  |
| SSS | $-6.7 \%$ | $-8.0 \%$ | $-5.8 \%$ | $-2.2 \%$ | $-9.3 \%$ |
| SSR | $-9.4 \%$ | $-53.6 \%$ | $-44.2 \%$ | $-26.1 \%$ | $-21.2 \%$ |
| Occupancy Cost | $7.3 \%$ | $5.6 \%$ | $6.3 \%$ | $5.8 \%$ | $5.6 \%$ |


| Colombia | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2Q21 |  |  |  |  |  |
| SSS | $9.7 \%$ | $1.6 \%$ | $-5.3 \%$ | $-2.5 \%$ | $-7.8 \%$ |
| SSR | $0.3 \%$ | $-12.0 \%$ | $-8.6 \%$ | $-9.9 \%$ | $-11.2 \%$ |
| Occupancy Cost | $6.4 \%$ | $5.9 \%$ | $6.0 \%$ | $5.9 \%$ | $5.8 \%$ |

- Same Store Sales (SSS): In Chile, an increase in SSS of $92.5 \%$ was observed, mainly explained by the reopening of Shopping Centers in their non-essential categories and an increase in consumption in the quarter, driven by the Cyberday and Mother's and Father's Day events. In addition, the Supermarket and Home Improvement categories have had a positive impact due to their continued growth during the quarter. In Peru an SSS of $21.4 \%$ was observed due to a greater opening and activation of the economy. In Colombia, a negative SSS of $5.6 \%$ was observed, however better than the previous quarter, explained by the partial operation of

Shopping Centers as a result of the pandemic. The poor performance is explained by the fall in the SSS of satellite stores and anchor stores, partially offset by the growth of related stores.

- Same Store Rent (SSR): SSR was boosted by the lower discounts on fixed rent to tenants of less than $4,000 \mathrm{~m} 2$ and by the return of fewer days that had to remain closed in the quarter due to COVID-19.
- Cost of Occupancy (\%) ${ }^{11}$ : The Cost of Occupancy decreases compared to 2Q20 due to the lower rental payment of the tenants as a result of discounts (COVID-19) and lower common expenses as a result of efficiency measures and renegotiations of contracts with suppliers. In case of Peru, it grows slightly due to regularizations in common spending as a result of the greater opening of Shopping Centers.


## 06 Consolidated Balance Sheet

CLP MM AS OF JUNE 302021

|  | jun-21 | dec-20 | Var. (\%) |
| :--- | ---: | ---: | ---: |
| Current Assets | 126,219 | 93,751 | $34.6 \%$ |
| Non-Current Assets | $3,855,354$ | $3,884,647$ | $-0.8 \%$ |
| TOTAL ASSETS | $\mathbf{3 , 9 8 1 , 5 7 2}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 1 \%}$ |
| Current Liabilities | 44,846 | 50,291 | $-10.8 \%$ |
| Non-Current Liabilities | $1,251,262$ | $1,246,122$ | $0.4 \%$ |
| TOTAL LIABILTIIES | $\mathbf{1 , 2 9 6 , 1 0 7}$ | $\mathbf{1 , 2 9 6 , 4 1 3}$ | $\mathbf{0 . 0 \%}$ |
| Net Equity Attributable to Controlling Shareholders | $2,681,137$ | $2,677,478$ | $0.1 \%$ |
| Non-Controling Interest | 4,328 | 4,507 | $-4.0 \%$ |
| TOTAL EQUITY | $\mathbf{2 , 6 8 5 , 4 6 5}$ | $\mathbf{2 , 6 8 1 , 9 8 5}$ | $\mathbf{0 . 1 \%}$ |
| TOTAL LIABILITIES AND EQUITY | $\mathbf{3 , 9 8 1 , 5 7 2}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 1 \%}$ |

## ASSETS

As of June 30, 2021, Total Assets increased CLP 3,174 million compared to December 2020, explained by the increase in Current Assets of CLP 32,467 million, partially offset by a decrease in Non-Current Assets of CLP 29,293 million.

The increase in Current Assets can be explained by:

- An increase of CLP 22,261 million in Other financial assets, as a result of the higher investment in mutual fund shares due to greater liquidity; and
- The growth of CLP 13,749 million in Current Tax Assets, explained by the better performance of Shopping Centers during the quarter.

[^5]The decrease in Non-Current Assets is explained by:

- The fall in CLP 27,572 million in Investment Properties as a result of the revaluation of assets for the period, updated on the performance of Shopping Centers during the Pandemic.


## LIABILITIES

As of June 30, 2021, Total Liabilities fell CLP 306 million compared to December 2020 due to a decrease in Current Liabilities for CLP 5,446 million and partially offset by an increase in Non-Current Liabilities for CLP 5,140 million.

The decrease in Current Liabilities is explained by:

- Lower non-financial liabilities of CLP 7,650 million explained by lower accruals to the minimum dividend; and
- Partially offset by the increase in trade accounts payable and other accounts payable in CLP 1,731 million due to a higher balance with trade creditors.

The increase in Non-Current Liabilities is explained by:

- Higher financial liabilities in CLP 12,015 million reflecting the variation of the UF on the debt issued in bonds; and
- Partially offset by a decrease of CLP 6,416 million in Deferred tax liabilities related to the variation related to investment properties.


## EQUITY

Total Equity as of June 2021 increased by CLP 3,480 million compared to December 2020, mainly due to the increase in accumulated Gains (losses) of CLP 18,908 million, partially offset by a decrease in other reserves of CLP 15,248 million as a result of the effect of the variation in the currency on the investment in Cencosud Shopping International.

## 07 Capital Structure

CLP MM AS OF JUNE 302021

|  | jun-21 | dec-20 | jun-20 |
| :--- | :---: | :---: | :---: |
| Gross Financial Debt (CLP million) | 571,187 | 559,022 | 552,314 |
| Average maturity of the debt (years) | 12.8 | 13.5 | 14.0 |
| Cash (CLP million) | 86,996 | 65,170 | 28,097 |
| Net Financial Debt (CLP million) |  |  |  |

In 2Q21, the Company's gross financial debt increased CLP 12,164 million compared to December 2020, explained by the variation of the UF in the period over the total debt issued in bonds with the public. The increase in cash in CLP 21,826 million is explained by the gradual recovery of the business generating cash during the period.

[^6]Net indebtedness reached 3.8 x , reflecting the increase in debt associated with the variation in the UF to a lesser extent than the adjusted EBITDA growth for the period of the last twelve months, reflecting the momentum in the operation as a result of the gradual reopening and fewer restrictions. The duration of the debt is 12.8 years, and the average cost of the debt is $1.54 \% 13$. As of June 30, 2021, $100 \%$ of the exposed debt is agreed at a fixed interest rate. This debt corresponds to obligations with the public agreed in development units.

## Amortization Schedule (UF Million) ${ }^{14}$



## Cost of Financial Debt

|  | Financial Debt |  |  |
| :---: | :---: | :---: | :---: |
| Pre-Emissions |  | Post-Emissions |  |
| Financial Debt | Cost UF | Financial Debt | Cost UF |
|  |  | UF 7 million | $1.89 \%$ |
|  |  | UF 3 million | $2.19 \%$ |
| UF 37 million | UF 3 million | $0.65 \%$ |  |

## Financial Ratios ${ }^{15}$

| (times) | jun-21 | dic-20 | jun-20 |
| :--- | :---: | :---: | :---: |
| Total Liabilities / Equity | 0.48 | 0.48 | 0.49 |
| Current Assets/ Current Liabilities | 2.81 | 1.86 | 1.36 |
| Total Liabilities / Total Assets | 0.33 | 0.33 | 0.33 |
| Net Profit / Total Assets | 0.01 | 0.06 | 0.06 |
| Net Profit / Total Equity | 0.01 | 0.09 | 0.09 |
| Net financial Debt / EBITDA | 3.82 | 4.05 | 3.18 |

[^7]CLP MM AS OF JUNE 30, 2021

|  | jun-21 | jun-20 | Var. (\%) |
| :--- | :---: | :---: | :---: |
| Net cash flow from operating activities | 53,662 | 30,938 | $\mathbf{7 3 . 5 \%}$ |
| Net cash flow from investment activities | $-26,399$ | 87,964 | n.a. |
| Net cash flow from financing activities | $-28,018$ | $-100,924$ | $-72.2 \%$ |
| Net increase in cash and cash equivalents before the effect of <br> variations in the exchange rate on cash and cash equivalents | $\mathbf{- 7 5 4}$ | $\mathbf{1 7 , 9 7 8}$ | n.a. |

The variations in the cash flow generated as of June 30, 2021 compared to the same period of the previous year are explained below:

## Operation Activities

The flow registered an increase of CLP 22,725 million explained by an increase in income due to the higher collection of rents and a decrease in the payment to suppliers of goods and services.

## Investment Activities

The flow decreased by CLP 114,362 million due to a greater outflow of money compared to the same period of the previous year due to a greater investment corresponding to mutual funds during the period. Capex was CLP 3,865 million against CLP 1,835 million in the same period the previous year.

## Financing Activities

The flow registered an improvement of CLP 72,906 million due to the lower payment of dividends made during the year due to lower earnings from the previous year and the distribution of a lower percentage.

## 09 Risk Factors ${ }^{16}$

The risks set out below are some of the potentials faced by Cencosud Shopping. A detail of them can be found in the 2020 Integrated Annual Report available on the Company's website:

- On supply of the real estate market: there is the possibility that in the Chilean market the supply of leasable surfaces exceeds the demand, which would generate a risk of vacancy and a decrease in rental prices, factors that could reduce the income of Cencosud Shopping SA To mitigate this risk, the Company seeks to enter into long-term lease contracts (between 5 and 20 years) and with maturities separated in time, which minimizes this risk. The current vacancy rate is close to $2.6 \%$. The nature of the expenses related to the lease has been modified, eliminating the operating expense for fixed income generating a financial expense. No

[^8]depreciation expense is recognized. The lower value associated with the use of the asset is part of the net revaluation of the investment property;

- Legal and regulatory framework: a change in the current legal and regulatory framework could negatively affect the income and / or costs of Cencosud Shopping S.A. For instance, a change in labor laws and regulations could change the hours of operation of Shopping Centers, which could affect the Company's income associated with the level of sale of the tenants of the same. On the other hand, modifications to the regulatory plans or various interpretations of urban planning or construction regulations applicable to a property, could affect the development, execution or start-up of real estate projects. Likewise, new environmental regulations could impose restrictions on operations or additional costs to the Company, for example, in terms of environmental assessments, mitigation measures, waste management and promotion of recycling. Regarding Colombia, it has faced more than ten tax reforms in the last 20 years; this instability of the tax regime could eventually harm the level of investment and consumption. To mitigate this risk, the legal management ensures unrestricted compliance with the regulations in force in each of the countries, ensuring that the operation is carried out in full respect of the legal framework. In this sense, the constant and permanent support and guidance of this management to each business unit in the development of its specific operations is essential for the development of the business.
- Economic and social unrest: the socio-political situation in the region could have an impact on macroeconomic conditions, which could have an adverse impact on GDP and consumption and, therefore, negatively affect the sales of our tenants. If growth slows down in the countries where we operate, this could lead to increased political tension and protests. If these situations become widespread, they could have an adverse effect on our business. Cencosud Shopping S.A. It mitigates these risks by having insurance coverage for material damage and the impact they have on the business (loss of profit). In addition, it has civil liability insurance for possible damages that third parties may suffer.
- Electronic commerce: online sales have grown consistently in recent years, both in Chile and worldwide. This trend could decrease the number of visits to our shopping centers and affect the sales of our tenants. Cencosud Shopping S.A. mitigates this risk by offering consumers a very varied range of activities in its shopping centers, including restaurants, cinemas, recreation and health areas, among others. In addition, in recent months, various Dark and Gray Stores have been opened to support online sales at Jumbo, Santa Isabel and Spid35 supermarkets.
- Pandemics and fast-spreading diseases: the possibility that a virus or fast-spreading disease affects the population could imply a restriction in the opening or closing hours of shopping centers or limit their operation for a certain period of time, which could have an adverse effect on the income of Cencosud Shopping SA The Company mitigates this risk by implementing preventive campaigns, ensuring the supply of specialized cleaning products for high-contact areas and cleaning products for people. In the case of Cencosud Shopping, over $50 \%$ of the GLA is leased to supermarkets, health stores, banks and home improvement stores ( $30 \%$ if supermarkets and health stores are considered), which, according to experience, maintain its operation in critical times. The Company, in critical times, forms a crisis committee to respond quickly and coordinate mitigation measures ordered by the authorities and additional measures to safeguard the health of employees, customers and suppliers.
- Natural disasters or fires could affect our business and results of operations: we are exposed to natural disasters in the countries in which we operate, such as earthquakes, volcanic eruptions and / or floods. In the event of a natural disaster or fire, our operations could be interrupted or limit its operation for a certain period of time, or our assets could experience damage, which could have an adverse effect on the income of Cencosud Shopping S.A. The Company mitigates this risk through industry standard insurance policies with coverage for earthquakes and fires.


## 10 <br> Appendix

## Macroeconomics Indices

End of period Exchange rate Average Exchange rate

|  | 2Q21 | 2Q20 | Var\% |  | 2Q21 | 2Q20 | Var\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CLP/USD | 727.76 | 821.23 | -11.4\% | CLP/USD | 715.55 | 822.97 | -13.1\% |
| CLP/PEN | 188.31 | 231.99 | -18.8\% | CLP/PEN | 188.95 | 240.19 | -21.3\% |
| CLP/COP | 0.19 | 0.22 | -13.6\% | CLP/COP | 0.19 | 0.21 | -7.9\% |
| Annual inflation |  |  |  |  |  |  |  |
| Country |  |  |  |  |  | 2Q2 |  |
| Chile |  |  |  |  |  | 2.6\% |  |
| Peru |  |  |  |  |  | 1.8\% |  |
| Colombia |  |  |  |  |  | 2.2\% |  |
| Investment Properties Discount Rate |  |  |  |  |  |  |  |
| Country |  |  |  |  |  | 2Q2 |  |
| Chile |  |  |  |  |  | 4.75 |  |
| Peru |  |  |  |  |  | 5.62 |  |

EBITDA Margin

|  | 2Q21 |  | 6M21 |  | 2Q20 |  | 6M20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Country | Excl. IFRS 16 | Incl. IFRS 16 | Excl. IFRS 16 | Incl. IFRS 16 | Excl. IFRS 16 | Incl. IFRS 16 | Excl. IFRS 16 | Incl. IFRS 16 |
| Chile | 82.4\% | 85.8\% | 85.0\% | 88.2\% | 70.5\% | 76.3\% | 84.5\% | 87.9\% |
| Peru | 59.3\% | 77.2\% | 66.5\% | 83.4\% | 48.6\% | 75.6\% | 69.8\% | 86.5\% |
| Colombia | 58.2\% | 58.2\% | 58.7\% | 58.7\% | 56.5\% | 56.5\% | $57.7 \%$ | $57.7 \%$ |
| Consolidated | 81.4\% | 85.0\% | 84.1\% | 87.5\% | 69.5\% | 75.6\% | 83.5\% | 87.1\% |

Land Banks

| Location | GLA (m²) | Book Value (CLP millions) <br> jun-21 |  |
| :--- | :---: | :---: | ---: |
| Chile | 663,079 | 110,356 | dic-20 |
| Peru | 16,254 | 27,505 | 110,356 |
| Colombia | 70,792 | 102,638 | 28,233 |
| Cencosud Shopping | $\mathbf{7 5 0 , 1 2 5}$ | $\mathbf{2 4 0 , 4 9 8}$ | 113,226 |

- The Company has 4 lands in Chile and 2 lands in Peru.
- These lands are at market value, which is updated by appraisal once a year in the month of March.
- The fair value of the 4 locations in Colombia (productive) is determined by appraisal, which is why they are included in this box and in the land value disclosed in note 10 Investment Properties of our Consolidated Financial Statements.


## Consolidated Balance Sheet

CLP MM AF OF JUNE 30, 2021

|  | jun-21 | dec-20 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| Current Assets | 126,219 | 93,751 | 34.6\% |
| Cash and Cash Equivalents | 22,976 | 23,411 | -1.9\% |
| Other financial assets, current | 64,020 | 41,759 | 53.3\% |
| Other non-financial assets, current | 2,599 | 91 | 2760.7\% |
| Trade receivables and other receivables, current | 16,192 | 20,012 | -19.1\% |
| Receivables to related entities, current | 4,015 | 5,811 | -30.9\% |
| Deferred income tax assets, current | 16,416 | 2,667 | 515.6\% |
| Non-Current Assets | 3,855,354 | 3,884,647 | -0.8\% |
| Other non-financial assets, non-current | 5,326 | 5,317 | 0.2\% |
| Intangible assets other than goodwill | 344 | 305 | 12.9\% |
| Investment Properties | 3,803,689 | 3,831,260 | -0.7\% |
| Deferred income tax assets, non-current | 45,994 | 47,764 | -3.7\% |
| TOTAL ASSETS | 3,981,572 | 3,978,398 | 0.1\% |
| Current Liabilifies | 44,846 | 50,291 | -10.8\% |
| Other financial liabilities, current | 2,268 | 2,119 | 7.0\% |
| Leasing liabilities, current | 4,219 | 4,014 | 5.1\% |
| Trade payables and other payables, current | 21,117 | 19,386 | 8.9\% |
| Payables to related entities, current | 608 | 504 | 20.7\% |
| Other provisions, current | 943 | 710 | 32.8\% |
| Current income tax liabilities | 0 | 7 | -100.0\% |
| Current provision for employee benefits | 1,019 | 1,229 | -17.2\% |
| Other non-financial liabilities, current | 14,672 | 22,322 | -34.3\% |
| Non-Current Liabilifies | 1,251,262 | 1,246,122 | 0.4\% |
| Other financial liabilities, non-current | 568,919 | 556,904 | 2.2\% |
| Leasing liabilities, non-current | 58,399 | 59,158 | -1.3\% |
| Deferred income tax liabilities | 612,570 | 618,986 | -1.0\% |
| Other non-financial liabilities, non-current | 11,374 | 11,074 | 2.7\% |
| TOTAL LIABILITIES | 1,296,107 | 1,296,413 | 0.0\% |
| Paid-in Capital | 707,171 | 707,171 | 0.0\% |
| Retained earnings (accumulated losses) | 1,663,288 | 1,644,380 | 1.1\% |
| Issuance Premium | 317,986 | 317,986 | 0.0\% |
| Other reserves | -7,307 | 7,941 | -192.0\% |
| Net equity attributable to controlling shareholders | 2,681,137 | 2,677,478 | 0.1\% |
| Non-controlling interest | 4,328 | 4,507 | -4.0\% |
| TOTAL EQUITY | 2,685,465 | 2,681,985 | 0.1\% |
| TOTAL LIABILITIES AND EQUITY | 3,981,572 | 3,978,398 | 0.1\% |

## Cash Flow

CLP MM AF OF JUNE 30, 2021

|  | jun-21 | jun-20 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| Cash flows from (used in) operating activities |  |  |  |
| Revenue from sale of goods and provided services | 110,080 | 95,534 | 15.2\% |
| Other operating revenues | 621 | 56 | 1,012.3\% |
| Payments to suppliers for goods \& services | -30,921 | -40,082 | -22.9\% |
| Payments to and on behalf of employees | -1,846 | -2,751 | -32.9\% |
| Other payments for operating activities | -3,401 | 68 | -5109.7\% |
| Cash flows from (used in) operating activities | 74,533 | 52,825 | 41.1\% |
| Reimbursed Taxes (Paid taxes) | -21,862 | -22,783 | -4.0\% |
| Other cash inflows (outflows) | 991 | 895 | 10.7\% |
| Net cash flow from operating activities | 53,662 | 30,938 | 73.5\% |
| Cash flows from (used in) investment activities |  |  |  |
| Acquisition of intangible assets | -86 | 0 | n.a |
| Acquisition of other long-term assets | -3,779 | -1,835 | 106.0\% |
| Received interests | 5 | 163 | -96.8\% |
| Other cash inflows (outflows) | -22,539 | 89,636 | -125.1\% |
| Net cash flow from (used in) investment activities | -26,399 | 87,964 | -130.0\% |
| Cash flows from (used in) financing activities |  |  |  |
| Proceeds from short-term borrowings | 0 | 354 | -100.0\% |
| Lease liability payments | -2,733 | -3,262 | -16.2\% |
| Payment of borrowings from related parties | 0 | -8 | -100.0\% |
| Paid dividends | -20,982 | -93,821 | -77.6\% |
| Paid interests | -4,299 | -4,182 | 2.8\% |
| Other cash inflows (outflows) | -4 | -4 | -13.3\% |
| Net cash flow from (used in) financing activities | -28,018 | -100,924 | -72.2\% |
| Net increase in cash and cash equivalents before exchange rate effects | -754 | 17,978 | -104.2\% |
| Effect of changes in exchange rates on cash and cash equivalents | 319 | -1,112 | -128.7\% |
| Increase (decrease) in cash and cash equivalents | -435 | 16,866 | -102.6\% |
| Cash and cash equivalents at the beginning of the period | 23,411 | 8,883 | 163.5\% |
| Cash and cash equivalents at the end of the period | 22,976 | 25,750 | -10.8\% |


[^0]:    ${ }^{1}$ The Step by Step Plan is a gradual strategy imposed by Chilean government in order to face the pandemic according to the health situation of each particular area. These are 5 stages or gradual steps, ranging from Quarantine to Advanced Opening, with specific restrictions and obligations. The advance or retreat from one particular step to another is subject to epidemiological indicators, health care network and traceability. The phases are as follows: Phase 1 "Quarantine", Phase 2 "Transition", Phase 3 "Preparation", Phase 4 "Initial Opening" and Phase 5 "Advanced Opening". Source: www.gob.cl/pasoapaso.
    ${ }^{2}$ Average calculated with the Open GLA at the end of each month.

[^1]:    ${ }^{3}$ Figures in CLP millions as of March 31, 2021.

[^2]:    ${ }^{5}$ GLA change in Peru can be explained due to the closing of the Department Stores in Arequipa, which now is no longer considered for the P\&L.
    6 Entertainment category includes cinemas, game centers, betting stores, gyms, food courts and restaurants. The essential services category includes supermarkets, home improvement stores, banks, medical centers, laboratories and pharmacies. The retail category includes department stores, large stores (H\&M, Zara, Forever21, among others) and satellite stores. The Services, Offices and Hotel category considers laundries, hairdressers, payment services and travel agencies, among others. The office GLA includes the square meters available for rent (with municipal reception) in the Costanera Center Complex and the GLA leased to related companies in Alto Las Condes, Costanera Center and Portal Florida Center shopping malls.

[^3]:    ${ }^{7}$ Considers GLA from the retail segment (excludes offices, medical centers and hotel) and ranges are determined according to the period left for each contract to reach maturity.
    ${ }^{8}$ Considers fixed rental revenues and ranges are determined according to the period left for each contract to reach maturity.

[^4]:    9 The consolidated occupancy of Chile and Cencosud Shopping reflects the occupancy of shopping centers, excluding office square meters. ${ }^{10}$ Satelite Stores are defined as retail stores of lower surface.

[^5]:    ${ }^{11}$ Occupancy cost is determined as (Fixed Income + Variable Income + Common Expenses + Advertising Fund)/Sales. Figure determined cumulatively at the end of each quarter. In 4Q19 Occupancy cost is determined considering the last twelve month period.

[^6]:    ${ }^{12}$ For the Net Financial Debt calculation it is considered: Other Current Financial Liabilities + Other Non-Current Financial Liabilities - Cash and Cash Equivalents - Other Current Financial Assets.

[^7]:    ${ }^{13}$ Annual cost of the debt calculated as the weighted average of the coupon rate of each one of the emissions with their respective amounts issued.
    ${ }^{14}$ Considers capital amortizations.
    ${ }^{15}$ Net Profit ratios consider the Profit from the last twelve months.

[^8]:    ${ }^{16}$ For more information regarding Financial Risks, review published Financial Statements (FECU).

