

# Earnings Presentation

Fourth Quarter





# **01** Quarterly Highlights

in internet Amantento

Shopping Centers

cencosud

# <sup>01</sup> Strategic Advances of the Quarter



#### Launch of the largest interactive 3D giant screens in Latin America

Inauguration of **interactive 3D screens** in 3 Company locations. A project that highlights innovation and the creation of memorable experiences.



#### **Cencosud Shopping drives innovation**

One of the main sponsors of the **Startups Latam Fest** event, considered one of the largest in Latam related to Startups, demonstrating its support for innovation as a cutting-edge brand.



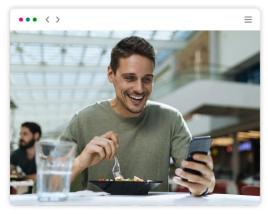
#### Commitment to the Community: #Alto al Cáncer receives UN Award

The #AltoalCancer campaign, held at Alto Las Condes, took part again this year in October 2022. The campaign was launched alongside the **Arturo Lopez Perez Foundation (FALP) and Palpa**.



Cencosud Shopping becomes part of DJSI Mila.







# **Progress on Projects in the region**









#### Chile

Remodeling and expansion of **Portal Temuco and Osorno** completed and in the process of being prepared for commercialization.

Transformation of the ground floor of **Costanera Center** into 2,460 m<sup>2</sup> of Retail.

#### Peru

First stage of **La Molina** completed, currently in the process of approval by local authorities.

32 stores already leased, expanding the mall by 8,000 square meters.

The project contemplates a total of **40,828 m2** of GLA.

#### Colombia

Inauguration of the remodeling and expansion of Altos del Prado.

Currently in the process of being leased, with around **72% occupancy** reached to date.



| "mi mall" App Highlights ••• |  |  |  |  |  |
|------------------------------|--|--|--|--|--|
| End of <b>2021</b>           | Launch of "mi mall" App                        |  |  |  |  |
| 45.000+                      | Users of "AutoPass" <sup>(1)</sup>             |  |  |  |  |
| "Enjoying is<br>easier"      | The value proposition of the App in our malls. |  |  |  |  |

### News in "mi mall" App

- Incorporation of **Cencosud Points** exchange for parking payment.
- After-sales module aimed at evaluating the customer experience
- Option to buy Sky Costanera tickets
- New "wayfinder" functionality for searching stores withing the mall.





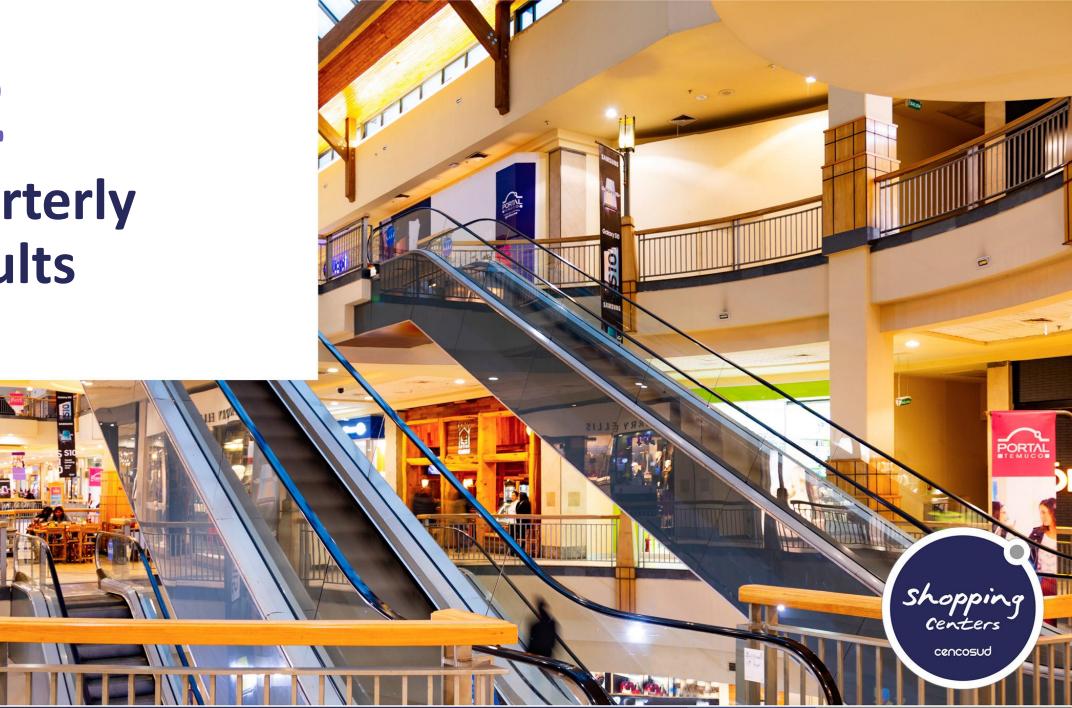
# 02 Quarterly **Results**

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# 01 Executive Summary 4Q22

| CLP million                | 4Q22    | 4Q21    | Var. %   | 12M22   | 12M21   | Var %    |
|----------------------------|---------|---------|----------|---------|---------|----------|
| Revenue                    | 82,032  | 78,127  | 5.0%     | 286,950 | 215,063 | 33.4%    |
| Adjusted EBITDA (NOI)      | 76,368  | 74,906  | 2.0%     | 258,153 | 195,781 | 31.9%    |
| % Adj. EBITDA (NOI)        | 93.1%   | 95.9%   | -278 bps | 90.0%   | 91.0%   | -107 bps |
| Non-operating Income       | -21,378 | -18,662 | 14.6%    | -83,353 | -44,741 | 86.3%    |
| Net Profit W/o Revaluation | 45,126  | 47,231  | -4.5%    | 159,683 | 126,036 | 26.7%    |
| FFO                        | 61,469  | 57,315  | 7.2%     | 211,005 | 153,808 | 37.2%    |



#### Revenue:

- + Authorized GLA to operate
- + Commercial management and improvement in average contract conditions
- + strength and performance in traffic and sales
- + increase in occupancy rate
- **FFO:** explained by higher Net Profit this period due to normalization back to pre-pandemic levels and good business performance.

Adjusted EBITDA (NOI): in line with revenue growth and higher occupancy, partially offset by higher real estate contributions and SG&A indexed to the UF.

#### Net Profit Excluding Asset Revaluation:

- + good business performance
- higher inflation impacting adjustment units and exchange rate variations.

# 02 <u>Key Operating Figures</u>

Occupancy rate: shows a gradual recovery from the vacancy generated by the pandemic, with the leasing of new stores and the need for more square meters from some tenants already located in Cencosud Shopping malls.

**Visits:** positive impact explained by a gradual increase in tourism, partial return to offices, and stabilization in consumer shopping habits post-pandemic.

**Sales:** grew 1.2% compared to 4Q21 due to a gradual recovery in the gastronomy and entertainment sectors, partially offset by lower consumption that affected the department store and retail sectors in general.

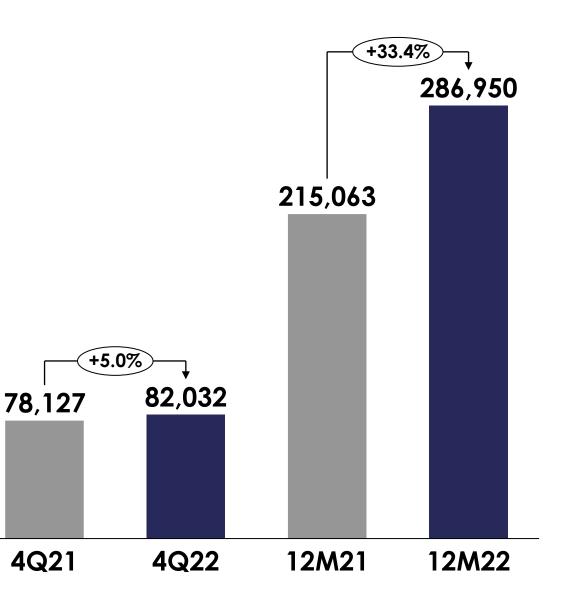
**SSR:** decreased slightly in Chile and Colombia, due to the variable rent charged that was impacted by sales. Additionally, in Colombia, there is a decrease due to the slower commercialization of Portal Altos del Prado. In Peru, growth has normalized.



# 03 Consolidated Results

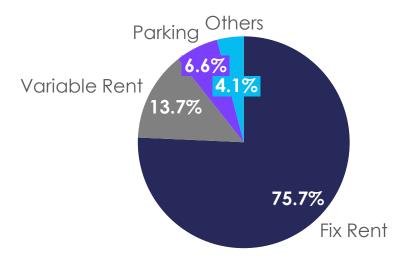
### Revenue

- Commercial management achieves closure of contracts under better conditions;
- Increase in occupancy rate;
- Gradual increase in tourism and partial return to offices;
- Stabilization in consumer shopping habits postpandemic; and
- Gradual recovery of foot traffic in shopping centers.





### **Revenue Composition**



**Contract Duration** 

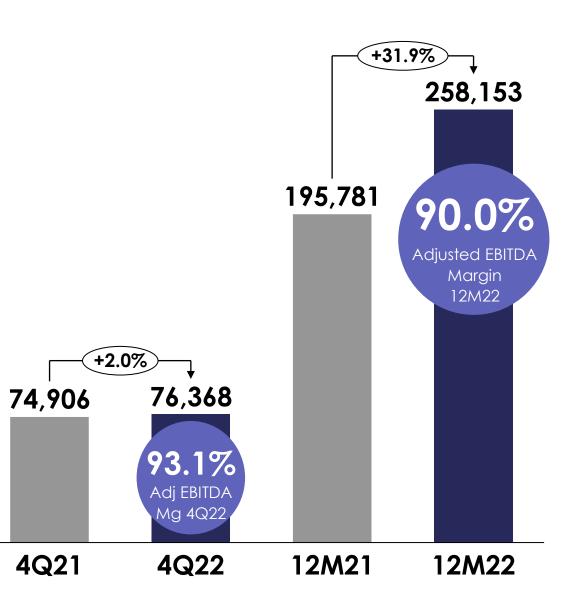
**75.2%** Contracts signed for more than 5 years Occupancy Rate

**97.8%** + 26 bps vs. 4Q21



## Adjusted EBITDA

- Revenue growth due to higher occupancy rates and 8,145m<sup>2</sup> of GLA;
- Improved conditions of the signed contracts;
- Partially offset by higher real estate contribution costs; and
- SG&A indexed to inflation.



## 06

## **Taxes and Non-operating Income**

CLP MILLION AS OF DECEMBER 31, 2022

| Non-Operating Income      | 4Q22    | 4Q21    | Var. %         | 12M22   | 12M21   | Var. % |
|---------------------------|---------|---------|----------------|---------|---------|--------|
| Net Financial Cost        | -834    | -2,554  | -67.3%         | -4,784  | -10,356 | -53.8% |
| Exchange Rate Differences | -4,081  | 1,260   | N.A.           | 409     | 2,575   | -84.1% |
| Indexation Units Result   | -16,463 | -17,369 | -5.2%          | -78,978 | -36,959 | 113.7% |
| Non-operating Income      | -21,378 | -18,662 | 1 <b>4.6</b> % | -83,353 | -44,741 | 86.3%  |

| Income Taxes                  | 4Q22    | 4Q21    | Var. %  | 12M22   | 12M21   | Var. %          |
|-------------------------------|---------|---------|---------|---------|---------|-----------------|
| Reval. of Assets Deferred Tax | -9,775  | 538     | N.A.    | -7,477  | 16,735  | N.A.            |
| Other Deferred Taxes          | 4,201   | 6,023   | -30.3%  | 27,247  | 6,613   | 312.0%          |
| Current tax                   | -14,028 | -14,995 | -6.4%   | -42,185 | -31,503 | 33.9%           |
| Total                         | -19,602 | -8,434  | 132,4%. | -22,415 | -8,155  | 1 <b>74.9</b> % |
| Impuesto diferido total (FFO) | -5,574  | 6,561   | N.A.    | 19,771  | 23,348  | -15.3%          |

- The variation in the **exchange rate difference** due to the devaluation of the CLP against the USD, compared to the same period in 2021, originated from financial assets held in foreign currency.
- The lower **net financial cost** is due to higher debt interest due to the increase in the UF, partially offset by the positive performance of cash funds, which were accumulated for the purpose of paying dividends in the last quarter of 2022.

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• Higher **deferred tax** impacted by the recognition of higher income from revaluation, compared to 4Q21.



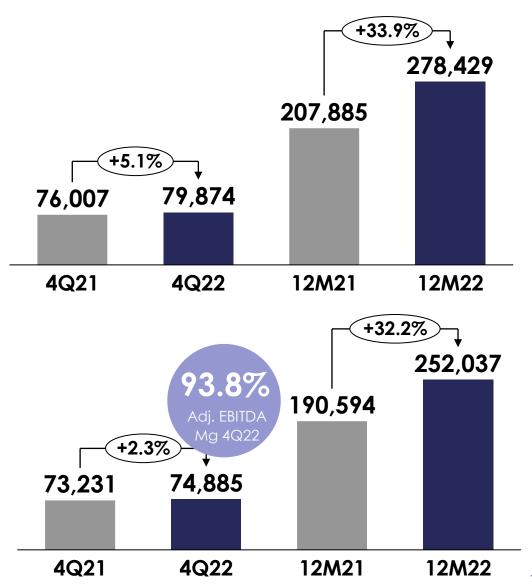
CLP MILLION AS OF DECEMBER 31, 2022

### Revenue

- Improved commercial conditions in the closing of new contracts and renewals;
- Improvement in vacancy rates close to historical levels; and
- Higher flow of customers both in the malls and in the Sky Costanera and parking lots.

## **Adjusted EBITDA**

- Revenue growth;
- Partially offset by higher contribution costs; and
- Higher SG&A indexed to inflation.



# Peru – Better Performance and Lower Restrictions

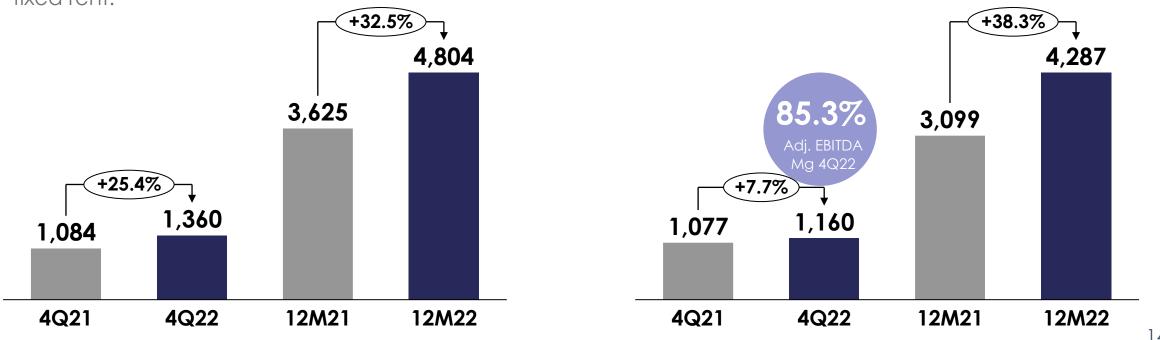
CLP MILLION AS OF DECEMBER 31, 2022

## Revenue

- Lower restrictions associated with COVID-19, resulting in higher capacity limits and visitor growth; and
- End of the discounts granted to tenants on the fixed rent.

## **Adjusted EBITDA**

- Higher revenues and better business performance;
- Partially offset by higher contributions and higher costs associated with insurance policies.



## Colombia – Decrease in sales and consumption

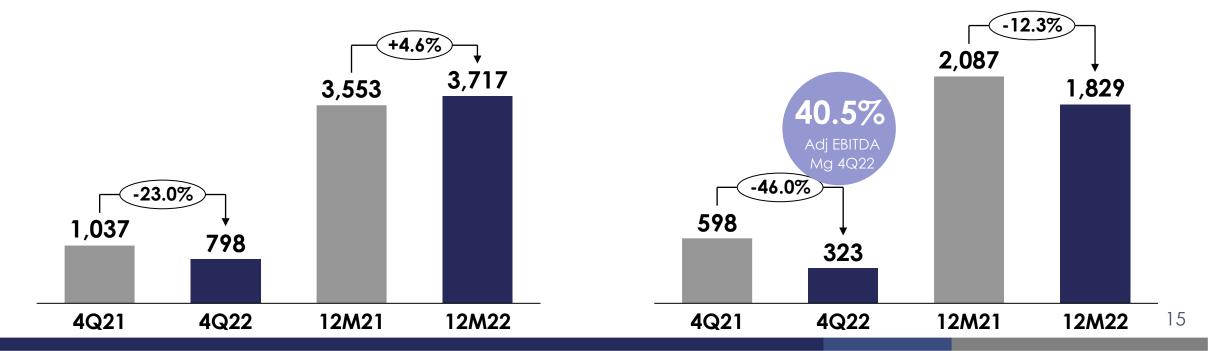
CLP MILLION AS OF DECEMBER 31, 2022

## Revenue

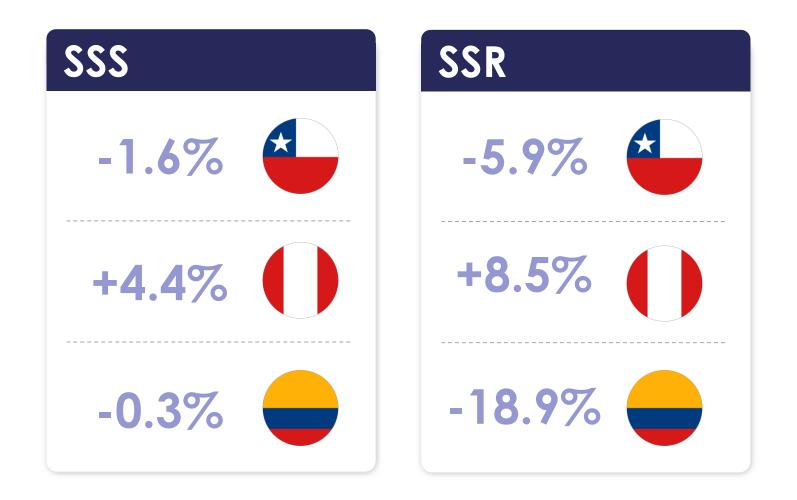
- Explained by the partial closure of Portal Altos de Prado during its remodeling process until November 2022; and
- Decrease in sales due to lower consumption.

## Adjusted EBITDA

 Lower revenues, coupled with increased contributions, higher fees for common expenses -caused by the reopening of shopping centers post-pandemic- and increased expenses overall indexed to normalized operations.

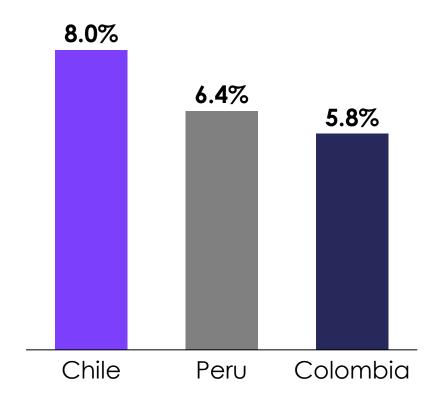






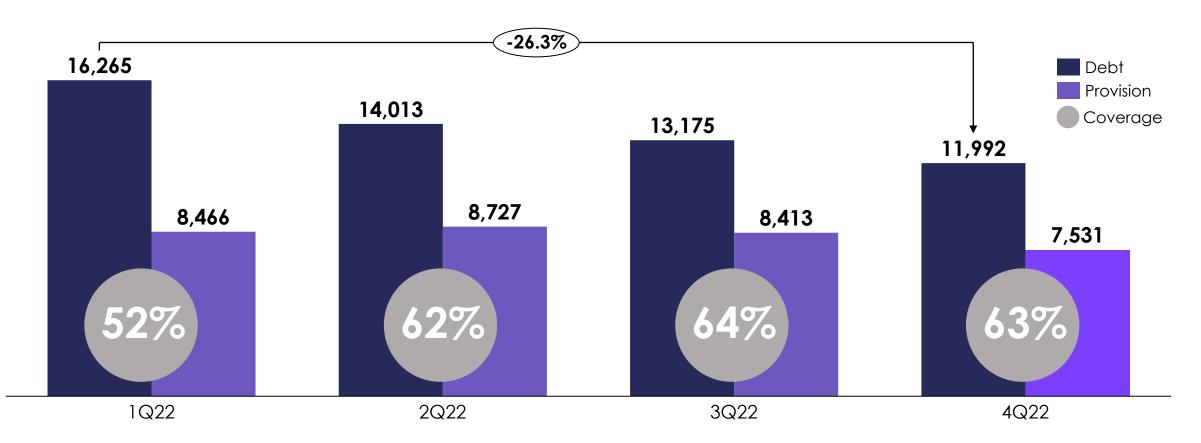
## **Occupancy Cost**

• One of the most **competitive** in the market.



# <sup>11</sup> Proactive Management of Accounts Receivable<sup>12</sup>

• 26,3% reduction in tenant debt due to the reopening of operations and return to normal flow and visits.



# 12 Conservative Capital Structure

| CLP million          | Dec 22  | Dec 21  |
|----------------------|---------|---------|
| Gross financial debt | 674,550 | 595.692 |
| Duration (years)     | 11.7    | 12,3    |
| Cash                 | 98,965  | 78.353  |
| Net Financial Debt   | 575,585 | 517.339 |

| (in times) <sup>3</sup>   | Dec 22 | Dec 21 |
|---------------------------|--------|--------|
| Net Profit / Assets total | 0.04   | 0.02   |
| Net Profit / Equity total | 0.07   | 0.03   |
| NFD/ LTM Adj. EBITDA LTM  | 2.23   | 2.64   |

# **2.23 times**

lower Net Debt/Adjusted EBITDA than the industry average

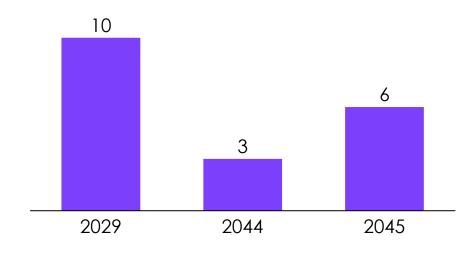
#### Local Risk Rating: Feller Rate AA+ 🛆 Humphreys AA+

<sup>(1)</sup> The annual cost of the debt is estimated as the weighted average of the coupon rate of each of the emissions with its respective emitted amounts. <sup>(2)</sup> Considers capital amortizations. Values in UF million. <sup>(3)</sup> Ratios consider Net Profit of the last twelve months.

- As of December 31, 2022, 100% of the Company's debt exposed to interest rates is contracted at a fixed rate. This debt corresponds to obligations with the public in UF;
- The duration of the debt is 11.7 years;
- The average cost of debt is  $1.54\%^{1}$ .



Amortizations Schedule<sup>2</sup>





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