

## Third Quarter Results 2021

## $\int$ Revenues: $+110.7 \%$

Revenues increased $110.7 \%$ YoY, mainly explained by lower restrictions on mobility, higher allowable foot traffic and a high conversion rate. Furthermore, tenants' sales have recovered, there are lower discounts offered to tenants YoY and there is also a higher parking lots collection related to the increase in visits.

## O <br> Traffic: +104.3\% <br> Tenants Sales: +57.3\%

Traffic growth is explained by lower restrictions on mobility and greater allowable foot traffic versus 2020. The increase in tenant sales reflects the gradual reopening of the economy and higher level of consumption in clothing, sports, food and household categories.

## 메 Adjusted EBITDA: +175.5\%

Growth in EBITDA is explained by a larger surface area open to the public YoY and lower rent discounts to tenants in addition to a decrease in the provision for bad debts. The EBITDA margin reached $89.4 \%$ in 3Q21.

## Net Profit: CLP 2,324 million



The Net Profit for the period reflects the business performance improvement YoY, partially offset by a decrease in the Investment Properties revaluation of assets versus 3Q20 due to an update on the discount rate.

## FFO: CLP 38,944 million

The Company nearly tripled its FFO YoY as a consequence of the gradual reopening of the GLA and the reduction in bad debts. FFO results are positive for the quarter despite the discounts provided to tenants, which have decreased YoY.

## Main figures

| CLP million |  | 3rd Quarter |  | Var. \% |  | 9 months |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | Var. \%

## 3Q21 Highlights

## Covid-191

At a consolidated level, 3Q21 saw an increase in the open GLA compared to 3Q20 between July and September due to the gradual reopening of the economies and lower restrictions on mobility. The breakdown by month of the third quarter is as follows: July $92.5 \%, 93.7 \%$ in August and $93.9 \%$ in September. Below, breakdown by country at the September 30th:


[^0]Given the lower restrictions on mobility in Chile, driven by the greater advance in the vaccination schedule, we achieved an open GLA close to a $100 \%$ during the quarter. With regards to the Metropolitan region going back (in October 25, 2021) to phase 3 of the Step by Step COVID-19 Plan, this does not impact Cencosud Shopping Malls operations significantly.

Peru has registered minor restrictions on mobility and allowable foot traffic in Shopping Centers with, close to a $100 \%$ of the stores open. This includes the recovery of categories hit by the pandemic such as cinemas, gastronomy and non-essential commerce in general.

In Colombia, business hours and trade closings are more similar to pre-pandemic levels. On the other hand, the allowable foot traffic in Shopping Centers is currently close to $60 \%$, potentially extendable to $80 \%$ as the vaccination schedule continues to advance.

## Sustainability / ESG Progress

Recycling in common areas: differentiated recycling containers for pet plastic, cans, and paper have been reinstalled in the common areas of Costanera Center, Alto Las Condes, Portal La Dehesa, Portal Ñuñoa and Portal La Reina, thus promoting environmental awareness and complying with traceability through certificates of final disposal. We understand that this is a job that we cannot do alone, and therefore we seek to consolidate the efficient and responsible treatment of waste from our collaborators, clients, tenants and suppliers.

Let's Stop Cancer Together program: in partnership with the Arturo López Pérez Foundation (FALP), the $7^{\text {th }}$ version of this campaign was carried out in the Alto Las Condes Shopping Center, seeking to raise awareness during October about the prevention and treatment of breast cancer. For the first time our 3 brands (Alto Las Condes, Costanera Center and Mall Portal) joined and delivered educational content through social media as well as attracting partners for the foundation throughout the Metropolitan Region, achieving 221 subscriptions in 16 days. Additionally, the Costanera tower was lit pink becoming our breast cancer awareness Icon and also free mammograms were delivered to our employees, tenants and suppliers.

## Consolidated Financial Summary

Profit \& Loss Statement ${ }^{2}$

|  | 3Q21 | 3Q20 | Var. (\%) | 9 M 21 | 9M20 | Var. (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | 55,649 | 26,415 | 110.7\% | 136,936 | 102,317 | 33.8\% |
| Chile | 53,908 | 24,857 | 116.9\% | 131,879 | 96,964 | 36.0\% |
| Peru | 841 | 716 | 17.4\% | 2,541 | 2,658 | -4.4\% |
| Colombia | 900 | 842 | 6.9\% | 2,517 | 2,694 | -6.6\% |
| Cost of Sales | -3,787 | -2,586 | 46.5\% | -9,587 | -6,013 | 59.4\% |
| Gross Profit | 51,862 | 23,829 | 117.6\% | 127,349 | 96,304 | 32.2\% |
| Gross Margin | 93.2\% | 90.2\% | 298 bps | 93.0\% | 94.1\% | -112 bps |
| Selling and Administrative Expenses | -2,306 | -5,755 | -59.9\% | -6,865 | -12,336 | -44.3\% |
| Other revenues, by function | -43,062 | 42,694 | N.A. | -59,987 | 29,359 | N.A. |
| Other expenses, by function | 37 | -69 | N.A. | 98 | -32 | N.A. |
| Other gains (losses) | 147 | 31 | 366.8\% | 221 | 192 | 15.0\% |
| Operating Income | 6,678 | 60,730 | -89.0\% | 60,815 | 113,488 | N.A. |
| Net Financial Cost | -2,568 | -2,832 | -9.3\% | -7,802 | -7,485 | 4.2\% |
| Income (loss) from FX variations | 1,559 | -1,052 | N.A. | 1,314 | -2,355 | N.A. |
| Result of Indexation Units | -7,297 | -351 | 1978.2\% | -19,590 | -7,709 | 154.1\% |
| Non-operating income (loss) | -8,306 | -4,236 | 96.1\% | -26,079 | -17,549 | 48.6\% |
| Income before income taxes | -1,628 | 56,494 | N.A. | 34,737 | 95,938 | -63.8\% |
| Income Taxes | 3,951 | -14,722 | N.A. | 279 | -27,523 | N.A. |
| Net Profit (Loss) | 2,324 | 41,772 | -94.4\% | 35,016 | 68,415 | -48.8\% |
| Adjusted EBITDA | 49,766 | 18,061 | 175.5\% | 120,875 | 84,201 | 43.6\% |
| Chile | 48,621 | 16,984 | 186.3\% | 117,363 | 80,376 | 46.0\% |
| Peru | 605 | 581 | 4.2\% | 2,022 | 2,260 | -10.5\% |
| Colombia | 540 | 496 | 8.8\% | 1,489 | 1,566 | -4.9\% |
| EBITDA margin | 89.4\% | 68.4\% | 2,105 bps | 88.3\% | 82.3\% | 598 bps |
| Net profit | 2,324 | 41,772 | -94.4\% | 35,016 | 68,415 | -48.8\% |
| Asset revaluation | -43,062 | 42,694 | N.A. | -59,987 | 29,359 | N.A. |
| Deferred income taxes | 11,624 | -11,115 | N.A. | 16,197 | -7,382 | N.A. |
| Profit net from asset revaluation | 33,762 | 10,194 | 231.2\% | 78,805 | 46,437 | 69.7\% |

## Chile

Revenues increased $116.9 \%$ YoY, mainly explained by a greater openness of the economy, greater allowable foot traffic, increased face-to-face commerce, lower discounts to tenants, a higher conversion rate of visits against sales and a low comparison base against 2020. Revenues from related companies improved, especially for Supermarkets and Department Stores. Furthermore, higher revenues were recorded due to new openings of Parking lots and Sky Costanera viewpoint.

[^1]On the other hand, Adjusted EBITDA increased 186.3\% YoY, due to a greater dilution of expenses given the higher income and lower bad debt in comparison to 2020.

## Peru

Revenues increased $17.4 \%$ in CLP and $35.5 \%$ in local currency, as in Chile, driven by the reduction of mobility restrictions, lower discounts for tenants (currently, discounts apply only to tenants with restricted allowable traffic) and higher income from Parking lots. In addition to the above, during the quarter tenant sales grew driven by higher occupancy. Nonessential categories such as cinemas and gastronomy are recovering from the pandemic impact in 2020. On the other hand, and offset the sales increase, Supermarkets have registered lower sales and Department Stores were also affected by the closings of the Paris stores.

Adjusted EBITDA grew $4.2 \%$ in Chilean pesos and $20.3 \%$ in local currency as a result of higher YoY sales, offset by an increase in common expenses and higher costs against 2020.

## Colombia

Revenues for 3Q21 increased $6.9 \%$ in Chilean pesos and $14.0 \%$ in local currency against the same period in 2020, explained by lower restrictions related to the pandemic (such as closings on Sundays, trade hours restrictions and greater allowable foot traffic in Shopping Centers), lower discounts to tenants and the reopening of non-essential commerce. The aforementioned factors boosted face-to-face commerce, resulting in higher revenues, especially from third parties.

Adjusted EBITDA increased $8.8 \%$ in Chilean pesos and $16.0 \%$ in Colombian pesos, which reflects a higher dilution of expenses over income, partially offset by lower Selling, General and Administrative expenses.

## Operating Results

The operating result decreased by $89.0 \%$, mainly due to the revaluation of investment properties that was impacted by a change of the discount rate of the countries in the region.

| NOI / ADJUSTED EBITDA | 3Q21 | 3Q20 | Var. (\%) | 9M21 | 9M20 | Var. (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 55,649 | 26,415 | $110.7 \%$ | 136,936 | 102,317 | $33.8 \%$ |
| (+) Cost of sales | $-3,787$ | $-2,586$ | $46.5 \%$ | $-9,587$ | $-6,013$ | $59.4 \%$ |
| (+) SG\&A | $-2,306$ | $-5,755$ | $-59.9 \%$ | $-6,865$ | $-12,336$ | $-44.3 \%$ |
| (+) Other administrative expenses | 184 | -38 | N.A. | 319 | 160 | $99.1 \%$ |
| (+) Depreciation and Amortization | 26 | 25 | $2.7 \%$ | 72 | $\mathbf{7 3}$ | $-0.7 \%$ |
| NOI | $\mathbf{4 9 , 7 6 6}$ | $\mathbf{1 8 , 0 6 1}$ | $\mathbf{1 7 5 . 5 \%}$ | $\mathbf{1 2 0 , 8 7 5}$ | $\mathbf{8 4 , 2 0 1}$ | $\mathbf{4 3 . 6 \%}$ |


| FFO $^{3}$ | 3Q21 | 3Q20 | Var. (\%) | 9M21 | 9M20 | Var. (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Profit (loss) | 2,324 | 41,772 | $-94.4 \%$ | 35,016 | 68,415 | $-48.8 \%$ |
| (-) Other revenues | $-43,062$ | 42,694 | N.A. | $-59,987$ | 29,359 | N.A. |
| (-) Result of Indexation Units | $-7,297$ | -351 | $1,978.2 \%$ | $-19,590$ | $-7,709$ | $154.1 \%$ |
| (-) Income (loss) from FX variations | 1,559 | $-1,052$ | N.A. | 1,314 | $-2,355$ | N.A. |
| (-) Income Taxes | 12,180 | $-12,850$ | N.A. | 16,787 | $-8,737$ | N.A. |
| FFO | $\mathbf{3 8 , 9 4 4}$ | $\mathbf{1 3 , 3 3 2}$ | $\mathbf{1 9 2 . 1 \%}$ | $\mathbf{9 6 , 4 9 2}$ | $\mathbf{5 7 , 8 5 7}$ | $\mathbf{6 6 . 8 \%}$ |

Funds from Operations (FFO): the Company reached an FFO of CLP 38,944 million during 3Q21, unlike 3Q20 where the company reached an FFO of CLP 13,332 million. This increase is mainly due to the Shopping Centers performance improvement during the quarter.

[^2]
## Business Performance

## GLA (Gross Leasable Area) ${ }^{4}$

|  | Third Parties GLA |  |  | Related Parties GLA |  |  | Total GLA |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 3Q21 | 3Q20 | Var\% | 3Q21 | 3Q20 | Var\% | 3Q21 | 3Q20 | Var\% |
| Costanera Center | 90,020 | 90,020 | 0.0\% | 39,809 | 39,809 | 0.0\% | 129,829 | 129,829 | 0.0\% |
| Oficinas Costanera | 50,302 | 50,302 | 0.0\% | 14,698 | 14,698 | 0.0\% | 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 | 415,788 | 415,788 | 0.0\% | 807,040 | 807,040 | 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\% |
| Tofal Colombia | 10,292 | 11,367 | -9.5\% | 54,493 | 54,493 | 0.0\% | 64,785 | 65,860 | -1.6\% |
| Cencosud Shopping | 451,551 | 447,434 | 0.9\% | 886,135 | 891.327 | -0.6\% | 1,337,686 | 1,338,761 | -0.1\% |

## GLA by Category ${ }^{5}$

| Category | As of September 30,2021 |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Chile | Peru | Colombia | Total |
| Entertainment | $5.8 \%$ | $20.2 \%$ | $7.8 \%$ | $6.4 \%$ |
| Essential Services | $51.8 \%$ | $51.1 \%$ | $85.3 \%$ | $53.4 \%$ |
| Retail | $31.3 \%$ | $8.5 \%$ | $1.6 \%$ | $29.0 \%$ |
| Services, Offices and Hotel | $7.9 \%$ | $1.8 \%$ | $0.5 \%$ | $7.3 \%$ |
| Vacant | $3.2 \%$ | $18.3 \%$ | $4.8 \%$ | $3.9 \%$ |
| Total | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |

[^3]
## Third Party and Related Parties Income Participation

| Revenues | 3Q21 |  | 3Q20 |  | 9 M 21 |  | 9 M 20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 3^{\text {rd }} \\ \text { Parties } \\ \hline \end{gathered}$ | Related Parties | $\begin{gathered} 3 \text { rd } \\ \text { Parties } \end{gathered}$ | Related Parties | 3 rd Parties | EERR | $\begin{gathered} 3^{\text {rd }} \\ \text { Parties } \end{gathered}$ | Related Parties |
| Total Chile | 57.6\% | 42.4\% | 26.4\% | 73.6\% | 52.5\% | 47.5\% | 45.5\% | 54.5\% |
| Total Peru | 51.2\% | 48.8\% | 32.2\% | 67.8\% | 46.4\% | 53.6\% | 41.0\% | 59.0\% |
| Total Colombia | 25.3\% | 74.7\% | 16.0\% | 84.0\% | 20.4\% | 79.6\% | 20.2\% | 79.8\% |
| Cencosud Shopping | 57.0\% | 43.0\% | 26.3\% | 73.7\% | 51.8\% | 48.2\% | 44.8\% | 55.2\% |

## Income Breakdown

|  | 3Q21 | 3Q20 | 9M21 | 9M20 |
| :--- | :---: | :---: | :---: | :---: |
| Fix Rent | $70.7 \%$ | $86.1 \%$ | $71.8 \%$ | $83.6 \%$ |
| Variable Rent | $19.3 \%$ | $9.8 \%$ | $18.7 \%$ | $9.1 \%$ |
| Parking | $5.3 \%$ | $1.2 \%$ | $4.8 \%$ | $3.3 \%$ |
| Offices, Sky Costanera and others | $4.7 \%$ | $2.9 \%$ | $4.7 \%$ | $4.0 \%$ |
| Total | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |

During the quarter, $90.0 \%$ of Revenue came from rental income, which is made up of $70.7 \%$ from fixed rent and the remaining $19.3 \%$ from variable rent. The increase in the proportion of variable income and decrease in fixed rent compared to 2020 is explained by lower discounts and higher sales of tenants.

## Contract Length (years)

| \% Reaching expiration (GLA) ${ }^{6}$ | Less than 2 | between 2 \& 3 | between 3 \& 4 | between 4 \& 5 | Over 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Chile | 7.2\% | 4.6\% | 2.9\% | 2.1\% | 75.4\% |
| Peru | 3.7\% | 6.7\% | 0.0\% | 7.6\% | 60.8\% |
| Colombia | 2.6\% | 85.8\% | 3.3\% | 0.4\% | 0.0\% |
| Consolidated | 6.8\% | 9.0\% | 2.8\% | 2.2\% | 70.9\% |
| \% Reaching expiration (Revenues) ${ }^{7}$ | $\begin{gathered} \text { Less than } \\ 2 \\ \hline \end{gathered}$ | $\begin{gathered} \text { between } 2 \\ \& 3 \\ \hline \end{gathered}$ | $\begin{gathered} \text { between } 3 \\ \& 4 \\ \hline \end{gathered}$ | $\begin{gathered} \text { between } 4 \\ \& 5 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Over } \\ 5 \\ \hline \end{gathered}$ |
| Chile | 21.8\% | 10.4\% | 4.6\% | 1.7\% | 42.4\% |
| Peru | 6.1\% | 6.3\% | 0.0\% | 6.5\% | 50.3\% |
| Colombia | 1.3\% | 75.4\% | 0.8\% | 1.2\% | 0.0\% |
| Consolidated | 21.2\% | 11.6\% | 4.4\% | 1.7\% | 41.7\% |

As of September 30, 2021, the weighted duration of the leases was 9.9 years based on GLA and 5.8 years based on revenue.

[^4]
## Performance by Asset, Third Quarter

|  | Revenue (CLP MM) |  |  | Occupation ${ }^{8}$ |  |  | Visits ('000) |  |  | Sales (CLP million) |  |  | $\mathrm{NOI}(\mathrm{CLP}$ million) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 3Q21 | 3Q20 | Var\% | 3Q21 | 3Q20 | $\triangle$ BPS | Q21 | 3Q20 | Var\% | 3Q21 | 3Q20 | Var\% | 3Q21 | 3Q20 | Var\% |
| Costanera Center | 10,184 | 2,200 | 363.0\% | 98.8\% | 99.5\% | -69 | 5,927 | 2,239 | 164.7\% | 138,272 | 48,676 | 184.1\% | 8,877 | 370 | 2299.2\% |
| Oficinas Costanera | 1,882 | 833 | 126.0\% | 62.7\% | 54.9\% | 783 | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 1,214 | 491 | 147.4\% |
| Alto Las Condes | 9,297 | 2,491 | 273.2\% | 98.8\% | 98.9\% | -7 | 3,663 | 1,572 | 133.0\% | 117,868 | 52,481 | 124.6\% | 8,911 | 1,594 | 459.1\% |
| Portal Florida Center | 4,187 | 1,365 | 206.8\% | 92.9\% | 98.7\% | -572 | 3,597 | 1,454 | 147.4\% | 72,144 | 31,373 | 130.0\% | 3,876 | 1,197 | 223.9\% |
| Portal La Dehesa | 3,310 | 1,311 | 152.6\% | 99.6\% | 9.3\% | 36 | 1,515 | 836 | 81.2\% | 56,033 | 32,128 | 74.4\% | 2,598 | 843 | 208.1\% |
| Portal La Reina | 1,576 | 921 | 71.0\% | 98.5\% | 99.2\% | -70 | 1,168 | 770 | 51.7\% | 41,559 | 29,890 | 39.0\% | 1,460 | 787 | 85.6\% |
| Portal Rancagua | 2,064 | 1,143 | 80.6\% | 99.5\% | 99.4\% | 13 | 1,770 | 757 | 133.8\% | 48,800 | 33,315 | 46.5\% | 1,894 | 909 | 108.4\% |
| Portal Temuco | 2,741 | 1,078 | 154.2\% | 98.8\% | 99.2\% | -41 | 2,114 | 1,327 | 59.3\% | 53,454 | 35,043 | 52.5\% | 2,568 | 779 | 229.5\% |
| Portal Ñuñoa | 1,159 | 455 | 154.8\% | 96.3\% | 85.5\% | 1,075 | 1,027 | 543 | 89.0\% | 23,693 | 14,418 | 64.3\% | 971 | 17 | 728.5\% |
| Portal Belloto | 1,340 | 826 | $62.3 \%$ | 99.2\% | 99.7\% | -44 | 1,711 | 803 | 113.1\% | 29,388 | 24,156 | 21.7\% | 1,310 | 496 | 164.3\% |
| Portal Osorno | 1,320 | 616 | 114.2\% | 97.4\% | 97.7\% | -26 | 1,349 | 1,117 | 20.8\% | 20,882 | 14,568 | 43.3\% | 1,173 | 128 | 813.9\% |
| Portal El Llano | 1,399 | 491 | 185.0\% | 94.7\% | 90.5\% | 424 | 1,140 | 635 | N.A. | 29,176 | 19,611 | 48.8\% | 1,229 | 479 | 156.8\% |
| Power Centers | 13,448 | 11,128 | 20.9\% | 99.4\% | 99.6\% | -24 | - | - | N.A. | 394,849 | 304,643 | 29.6\% | 12,538 | 8,795 | 42.6\% |
| Total Chile | 53,908 | 24,857 | 116.9\% | 98.3\% | 98.7\% | -44 | 24,980 | 12,053 | 107.3\% | 1,026,117 | 640,301 | 60.3\% | 48,621 | 16,984 | 186.3\% |
| Total Peru | 841 | 716 | 17.4\% | 80.2\% | 95.2\% | -1,506 | 631 | 485 | 30.1\% | 17,394 | 17,679 | -1.6\% | 605 | 581 | 4.2 |
| Total Colombia | 900 | 842 | 6.9\% | 95.2\% | 94.6\% | 67 | N.A. | N.A. | N.A. | 16,332 | 15,789 | 3.4\% | 540 | 497 | 8.7 |
| Total Shopping | 55,649 | 26,415 | 110.7\% | 7.4\% | 98.4\% | -96 | 25,611 | 12,538 | 104.3\% | 1,059,843 | 673,769 | 57.3\% | 49,766 | 18,061 | 175.5\% |

At the end of 3Q21, the occupancy rate for Shopping Centers was $97.4 \%$ at a consolidated level. This can be explained by the lower occupancy in Peru given the closing of Department Stores during 2020.

Visits increased $104.3 \%$ YoY due to a higher allowable foot traffic and lower restrictions on mobility in Chile, Colombia and Peru. This can be explained by the advanced vaccination schedule, especially in Chile.

The higher sales in Chile are due to the increase in consumption and reopening of the economy during the quarter.

[^5]
# Performance by Asset Accumulated until September 

|  | Revenue (CLP MM) |  |  | Visits ('000) |  |  | Sales (CLP MM) |  |  | NOI (CLP MM) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 9 M 21 | 9M20 | Var\% | 9 M 21 | 9M20 | Var\% | 9 M 21 | 9 M 20 | Var\% | 9 M 21 | 9M20 | Var\% |
| Costanera Center | 24,325 | 15,102 | 61.1\% | 14,014 | 11,405 | 22.9\% | 329,982 | 164,856 | 100.2\% | 20,166 | 10,064 | 100.4\% |
| Oficinas Costanera | 4,571 | 3,242 | 41.0\% | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 1,983 | 2,036 | -2.6\% |
| Alto Las Condes | 23,034 | 14,135 | 63.0\% | 8,198 | 6,296 | 30.2\% | 284,064 | 154,313 | 84.1\% | 21,553 | 12,282 | 75.5\% |
| Florida Center | 9,267 | 7,573 | 22.4\% | 7,429 | 5,871 | 26.5\% | 155,390 | 98,101 | 58.4\% | 8,171 | 6,865 | 19.0\% |
| Portal La Dehesa | 7,823 | 5,219 | 49.9\% | 3,797 | 2,825 | 34.4\% | 146,028 | 85,262 | 71.3\% | 6,107 | 3,954 | 54.5\% |
| Portal La Reina | 4,292 | 3,172 | 35.3\% | 3,235 | 2,740 | 18.1\% | 119,443 | 80,372 | 48.6\% | 3,986 | 2,913 | 36.9\% |
| Portal Rancagua | 5,163 | 3,922 | 31.6\% | 4,111 | 3,204 | 28.3\% | 126,629 | 88,549 | 43.0\% | 4,875 | 3,638 | 34.0\% |
| Portal Temuco | 5,382 | 3,898 | 38.1\% | 4,122 | 3,117 | 0.1\% | 112,710 | 76,002 | 48.3\% | 5,136 | 3,353 | 53.2\% |
| Portal Ñuñoa | 2,482 | 1,783 | 39.2\% | 2,711 | 2,400 | 12.9\% | 65,226 | 44,700 | 45.9\% | 2,199 | 1,410 | 56.0\% |
| Portal Belloto | 3,521 | 2,800 | 25.7\% | 3,878 | 3,646 | 6.4\% | 77,553 | 56,666 | 36.9\% | 3,406 | 2,293 | 48.6\% |
| Portal Osorno | 2,397 | 1,896 | 26.4\% | 2,856 | 3,508 | -18.6\% | 48,001 | 35,239 | 36.2\% | 2,153 | 1,229 | 75.1\% |
| Portal El Llano | 2,965 | 1,807 | 64.1\% | 2,791 | 2,194 | N.A. | 78,452 | 54,343 | 44.4\% | 2,657 | 1,173 | 126.6\% |
| Power Centers | 36,656 | 32,416 | 13.1\% | N.A. | N.A. | N.A. | 1,118,491 | 803,477 | 39.2\% | 34,969 | 29,165 | 19.9\% |
| Total Chile | 131,879 | 96,964 | 36.0\% | 57,153 | 48,206 | 18.5\% | 2,661,968 | 1,741,880 | 52.8\% | 171,363 | 80,376 | 46.0\% |
| Total Peru | 2,541 | 2,658 | -4.4\% | 1,744 | 1,849 | -4.0\% | 50,895 | 55,065 | -7.6\% | 2,023 | 2,259 | -10.5\% |
| Total Colombia | 2,517 | 2,694 | -6.6\% | N.A. | N.A. | N.A. | 46,027 | 53,212 | -13.5\% | 1,489 | 1,566 | -5.0\% |
| Total Shopping | 136,936 | 102,317 | 33.8\% | 58,917 | 50,055 | 17.7\% | 2,758,891 | 1,850,157 | 49.1\% | 120,875 | 84,201 | 43.6\% |

## Operational Data

| Chile | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 | 2Q21 | 3Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SSS | $-2.6 \%$ | $-21.0 \%$ | $-3.8 \%$ | $20.8 \%$ | $21.4 \%$ | $92.5 \%$ | $59.5 \%$ |
| SSR | $-6.7 \%$ | $-58.4 \%$ | $-51.4 \%$ | $-13.0 \%$ | $-4.6 \%$ | $63.1 \%$ | $105.4 \%$ |
| Occupancy Cost | $9.5 \%$ | $9.2 \%$ | $7.7 \%$ | $7.3 \%$ | $6.4 \%$ | $6.0 \%$ | $5.9 \%$ |
| Peru | $\mathbf{1 Q 2 0}$ | $\mathbf{2 Q 2 0}$ | $\mathbf{3 Q 2 0}$ | $\mathbf{4 Q 2 0}$ | 1Q21 | 2Q21 | 3Q21 |
| SSS | $-6.7 \%$ | $-8.0 \%$ | $-5.8 \%$ | $-2.2 \%$ | $-9.3 \%$ | $21.4 \%$ | $10.2 \%$ |
| SSR | $-9.4 \%$ | $-53.6 \%$ | $-44.2 \%$ | $-26.1 \%$ | $-21.2 \%$ | $46.4 \%$ | $37.0 \%$ |
| Occupancy Cost | $7.3 \%$ | $5.6 \%$ | $6.3 \%$ | $5.8 \%$ | $5.6 \%$ | $6.5 \%$ | $6.0 \%$ |
| Colombia | $\mathbf{1 Q 2 0}$ | $\mathbf{2 Q 2 0}$ | $\mathbf{3 Q 2 0}$ | $\mathbf{4 Q 2 0}$ | $\mathbf{1 Q 2 1}$ | $\mathbf{2 Q 2 1}$ | $\mathbf{3 Q 2 1}$ |
| SSS | $9.7 \%$ | $1.6 \%$ | $-5.3 \%$ | $-2.5 \%$ | $-7.8 \%$ | $-5.6 \%$ | $10.2 \%$ |
| SSR | $0.3 \%$ | $-12.0 \%$ | $-8.6 \%$ | $-9.9 \%$ | $-11.2 \%$ | $3.0 \%$ | $10.7 \%$ |
| Occupancy Cost | $6.4 \%$ | $5.9 \%$ | $6.0 \%$ | $5.9 \%$ | $5.8 \%$ | $5.8 \%$ | $5.9 \%$ |

- Same Store Sales (SSS): In Chile, the reopening of Shopping Centers in their non-essential areas and an increase in consumption in the quarter boosted SSS with an increase of 59.5\%. In addition, the Supermarket and Home Improvement have had positive results due to their continued growth during the quarter. Both Peru and Colombia reached a SSS increase of $10.2 \%$ YoY due to greater openness and activation of the economy.
- Same Store Rent (SSR): Boosted by the lower discounts to tenants of less than 4,000 m² on fixed rent and by the lower rent money returns to tenants due to closed days for pandemic restrictions.
- Occupancy Cost (\%) ${ }^{9}$ : Occupancy Cost decreased YoY because of the lower rental payment of the tenants as a result of the discounts provided and lower common expenses as a result of efficiency measures and renegotiations of contracts with suppliers.


## Consolidated Balance Sheet

| CLP MM AS OFSEPTEMBER 302021 | Sept-21 | Dec-20 | Var. (\%) |
| :--- | ---: | ---: | :---: |
| Current Assets | 167,106 | 93,751 | $78.2 \%$ |
| Non-Current Assets | $3,827,926$ | $3,884,647$ | $-1.5 \%$ |
| TOTAL ASSETS | $\mathbf{3 , 9 9 5 , 0 3 2}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 4 \%}$ |
| Current Liabilities | 86,723 | 50,291 | $72.4 \%$ |
| Non-Current Liabilities | $\mathbf{1 , 2 4 2 , 6 6 4}$ | $\mathbf{1 , 2 4 6 , 1 2 2}$ | $-0.3 \%$ |
| TOTAL LIABILIIIES | $\mathbf{1 , 3 2 9 , 3 8 7}$ | $\mathbf{1 , 2 9 6 , 4 1 3}$ | $\mathbf{2 . 5 \%}$ |
| Net equity attributable to controlling | $2,661,172$ | $2,677,478$ | $-0.6 \%$ |
| shareholders | 4,473 | 4,507 | $-0.8 \%$ |
| Non-controlling interest | $\mathbf{2 , 6 6 5 , 6 4 5}$ | $\mathbf{2 , 6 8 1 , 9 8 5}$ | $\mathbf{- 0 . 6 \%}$ |
| TOTAL EQUITY | $\mathbf{3 , 9 9 5 , 0 3 2}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 4 \%}$ |
| TOTAL LIABILITIES AND EQUITY |  |  |  |

## ASSETS

As of September 30, 2021, Total Assets increased CLP 16,634 million compared to December 2020, due to the increase in Current Assets by CLP 73,355 million, partially offset by a decrease in Non-Current Assets by CLP 56,721 million.

The increase in Current Assets is explained by:

- An increase of CLP 58,077 million in Other financial assets, because of higher investments in mutual fund due to greater liquidity; and
- An increase of CLP 14,331 million in Assets for current taxes, explained by the better performance of Shopping Centers during the quarter.

The decrease in Non-Current Assets is explained by:

- A decrease of CLP 50,805 million in Investment Properties because of the revaluation of assets for the period, updated its rate due to the economic situation in countries of the region.

[^6]
## LIABILITIES

As of September 30, 2021, Total Liabilities increased by CLP 32,974 million compared to December 2020 due to higher Current Liabilities (CLP 36,431 million), partially offset by a decrease in Non-Current Liabilities for CLP 3,457 million.

The increase in Current Liabilities is explained by:

- The increase of Trade Accounts Payable and Other Accounts Payable by CLP 37,186 million due to dividends payable to the parent company Cencosud S.A.

The decrease in Non-Current Liabilities is explained by:

- Higher Financial liabilifies in CLP 19,140 million reflecting the variation of the UF on the debt issued in bonds;
- Partially offset by a decrease of CLP 22,818 million in deferred tax liabilifies related to the variation related to investment properties.


## EQUITY

Total Equity as of September 2021 decreased by CLP 16,340 million compared to December 2020, explained by the decrease in accumulated Gains (losses) of CLP 16,415 million.

## Capital Structure

| CLP MM AS OF SEPTEMBER $\mathbf{3 0} \mathbf{2 0 2 1}$ | Sep-21 | Dec-20 | Sep-20 |
| :--- | :---: | :---: | :---: |
| Gross Financial Debt (CLP million) | 579,177 | 559,022 | 552,861 |
| Duration (years) | 12.5 | 13.5 | 13.7 |
| Cash (CLP million) | 127,245 | 65,170 | 35,176 |
| Net Financial Debt (CLP million) 10 | 451,933 | 493,852 | 517,685 |
| Net Financial Debt / LTM Adjusted EBITDA (in times) | 2.85 | 4.05 | 3.96 |

In 3Q21, the Company's gross financial debt increased by CLP 20,155 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. Cash increased CLP 62,075 million, explained by the gradual recovery of the business.
Net Leverage reached 2.85 times, reflecting the decrease in net debt given the increase in cash and the growth in Adjusted EBITDA for the last twelve-month period. This reflects the momentum in the operation as a result of the gradual reopening of the economy and lower restrictions. The debt duration is 12.5 years, and the average cost of the debt is $1.54 \%{ }^{11}$. As of

[^7]September 30, 2021, $100 \%$ of the exposed debt is agreed at a fixed interest rate. This debt is made up of obligations with the public agreed in UF.


## Cost of Financial Debt

| Financial Debł |  |  |  |
| :---: | :---: | :---: | :---: |
| Pre-Emissions |  | Post-Emissions |  |
| Financial Debt | UF Cost | Financial Debt | UF Cost |
|  |  | UF 7 million | 1.89\% |
|  |  | UF 3 million | 2.19\% |
|  |  | UF 3 million | 0.65\% |
|  |  | UF 6 million | 1.25\% |
| UF 37 million | 5.00\% | UF 19 million | 1.54\% |

Financial Ratios ${ }^{12}$

| (in times) | Sep-21 | Dec-20 | Sep-20 |
| :---: | :---: | :---: | :---: |
| Total Liabilities / Equity | 0.50 | 0.48 | 0.49 |
| Current Assets / Current Liabilities | 1.93 | 1.86 | 1.50 |
| Total Liabilities / Total Assets | 0.33 | 0.33 | 0.33 |
| Net Profit / Total Assets | 0.05 | 0.06 | 0.03 |
| Net Profit / Total Equity | 0.08 | 0.09 | 0.04 |
| Net Financial Debt / EBITDA | 2.85 | 4.05 | 3.96 |

[^8]
## Cash Flow

| CLP MM AS OF SEPTEMBER 302021 | Sep-21 | Sep-20 | Var. (\%) |
| :--- | :---: | :---: | :---: |
| Net cash flow from operating activities | 98,902 | 44,968 | $\mathbf{1 1 9 . 9 \%}$ |
| Net cash flow from (used in) investment activities | $-66,435$ | 79,444 | $-183.6 \%$ |
| Net cash flow from (used in) financing activities | $-30,904$ | -105.747 | $-\mathbf{7 0 , 8 \%}$ |
| Net increase in cash and cash equivalents before exchange rate <br> effects | $\mathbf{1 , 5 6 3}$ | $\mathbf{1 8 . 6 6 5}$ | $\mathbf{- 9 1 , 6 \%}$ |

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

## Operation Activities

The flow increased CLP 53.934 million explained by an increase of revenue because of the higher collection of rents and a decrease in payments to suppliers of goods and services supplies.

## Investment Activities

The flow decreased by CLP 145,879 million due to a higher investment in mutual funds during the period. Capex reached CLP 8,586 million against CLP 2,948 million reached in the same period of the previous year.

## Financing Activities

The flow registered an increase of CLP 74,842 million given the lower payment of dividends during the year because of the lower profits from the previous year and the distribution of a lower percentage.

## Risk Factors ${ }^{13}$

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

[^9]income generating a financial expense. No 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.


## Appendix

## Macroeconomics Indices

End of period Exchange rate
Average Exchange rate

|  | 3Q21 | 3Q20 | Var\% |
| :---: | :---: | :---: | :---: |
| CLP/USD | 811.90 | 788.15 | $3.0 \%$ |
| $C L P / P E N$ | 196.33 | 219.06 | $-10.4 \%$ |
| $C L P / C O P$ | 0.21 | 0.21 | $0.0 \%$ |


|  | 3Q21 | 3Q20 | Var\% |
| :---: | :---: | :---: | :---: |
| CLP/USD | 771.30 | 780.93 | $-1.2 \%$ |
| CLP/PEN | 190.90 | 220.41 | $-13.4 \%$ |
| CLP/COP | 0.20 | 0.21 | $-6.2 \%$ |

Annual inflation

| Country | $\mathbf{3 Q 2 1}$ | 3Q20 |
| :--- | :---: | :---: |
| Chile | $5.3 \%$ | $3.1 \%$ |
| Peru | $5.4 \%$ | $2.3 \%$ |
| Colombia | $4.5 \%$ | $2.0 \%$ |

Investment Properties Discount Rate

| Country | 3Q21 | 3Q20 |
| :---: | :---: | :---: |
| Chile | $4.0 \%-6.0 \%$ | $4,50 \%$ |
| Peru | $4.5 \%-6.5 \%$ | $4,79 \%$ |


| EBITDA margin | 3Q21 |  | 9 M 21 |  | 3Q20 |  | 9M20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Country | Excl. IFRS 16 | Incl. IFRS16 | Excl. IFRS 16 | Incl. IFRS 16 | Excl. IFRS16 | Incl. IFRS16 | Excl. IFRS16 | Incl. IFRS16 |
| Chile | 87.7\% | 90.2\% | 86.1\% | 89.0\% | 59.6\% | 68.3\% | 78.2\% | 82.9\% |
| Peru | $53.9 \%$ | 72.0\% | 62.4\% | 79.6\% | 59.3\% | 81.0\% | 67.0\% | 85.0\% |
| Colombia | 60.0\% | 60.0\% | 59.2\% | 59.2\% | 59.0\% | 59.0\% | 58.1\% | 58.1\% |
| Consolidated | 86.8\% | 89.4\% | 85.2\% | 88.3\% | 59.6\% | 68.4\% | 77.3\% | 82.3\% |

## Land Bank

| Location | GLA (sqm) | Book Value (CLP MM) |  |
| :--- | :---: | :---: | :---: |
| Chile | 663,079 | 110,356 | Dec-20 |
| Peru | 16,254 | 29,268 | 28,236 |
| Colombia | 70,792 | 113,226 | 113,226 |
| Cencosud Shopping | $\mathbf{7 5 0 , 1 2 5}$ | $\mathbf{2 5 2 , 8 5 0}$ | $\mathbf{2 5 1 , 8 1 4}$ |

- The Company has 4 pieces of land in Chile and 2 more in Peru (including La Molina, which is still under construction).
- These pieces of land are valued at market value, which is updated by appraisal once a year in 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.


## FFO Tax calculation ${ }^{14}$

| Income Tax | 3Q21 | 3Q20 | 9M21 | 9M20 |
| :--- | :---: | :---: | :---: | :---: |
| Deferred Tax on Asset revaluation | 11,624 | $-11,115$ | 16,197 | $-7,382$ |
| Deferred Tax on other concepts | 557 | $-1,735$ | 589 | $-1,356$ |
| Current Tax | $-8,229$ | $-1,872$ | $-16,508$ | $-18,786$ |
| Total | 3,951 | $-14,722$ | 279 | $-27,523$ |
| Total deferred tax (FFO) | $\mathbf{1 2 , 1 8 0}$ | $-12,850$ | $\mathbf{1 6 , 7 8 7}$ | $\mathbf{- 8 , 7 3 7}$ |

[^10]
## Consolidated Balance Sheet

| CLP MM AS OF SEPTEMBER 302021 | Sept-21 | Dec-20 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| Current Assets | 167,106 | 93,751 | 78.2\% |
| Cash and Cash Equivalents | 27,409 | 23,411 | 17.1\% |
| Other financial assets, current | 99,836 | 41,759 | 139.1\% |
| Other non-financial assets, current | 1,604 | 91 | 1,665.8\% |
| Trade receivables and other receivables, current | 15,977 | 20,012 | -20.2\% |
| Receivables to related entities, current | 5,283 | 5,811 | -9.1\% |
| Deferred income tax assets, current | 16,997 | 2,667 | 537.4\% |
| Non-Current Assets | 3,827,926 | 3,884,647 | -1.5\% |
| Other non-financial assets, non-current | 5,394 | 5,317 | 1.5\% |
| Intangible assets other than goodwill | 319 | 305 | 4.4\% |
| Property, plant and equipment | 0 | 0 | N.A. |
| Investment Properties | 3,780,456 | 3,831,260 | -1.3\% |
| Deferred income tax assets, non-current | 41,757 | 47,764 | -12.6\% |
| TOTAL ASSETS | 3,995,032 | 3,978,398 | 0.4\% |
| Current Liabilities | 86,723 | 50,291 | 72.4\% |
| Other financial liabilities, current | 3,134 | 2,119 | 47.9\% |
| Leasing liabilities, current | 4,193 | 4,014 | 4.5\% |
| Trade payables and other payables, current | 24,424 | 19,386 | 26.0\% |
| Payables to related entities, current | 37,690 | 504 | 7,381.6\% |
| Other provisions, current | 579 | 710 | -18.4\% |
| Current income tax liabilities | 0 | 7 | -98.8\% |
| Current provision for employee benefits | 1,333 | 1,229 | 8.4\% |
| Other non-financial liabilities, current | 15,369 | 22,322 | -31.1\% |
| Non-Current Liabilifies | 1,242,664 | 1,246,122 | -0.3\% |
| Other financial liabilities, non-current | 576,043 | 556,904 | 3.4\% |
| Leasing liabilities, non-current | 59,057 | 59,158 | -0.2\% |
| Trade accounts payable to related entities, non-current | 0 | 0 | 0.0\% |
| Deferred income tax liabilities | 596,168 | 618,986 | -3,7\% |
| Other non-financial liabilities, non-current | 11,395 | 11,074 | 2.9\% |
| TOTAL LIABILITIES | 1,329,387 | 1,296,413 | 2.5\% |
| Paid-in Capital | 707,171 | 707,171 | 0.0\% |
| Retained earnings (accumulated losses) | 1,627,965 | 1,644,380 | -1.0\% |
| Issuance Premium | 317,986 | 317,986 | 0.0\% |
| Other reserves | 8,050 | 7,941 | 1.4\% |
| Net equity attributable to controlling shareholders | 2,661,172 | 2,677,478 | -0.6\% |
| Non-controlling interest | 4,473 | 4,507 | -0.8\% |
| TOTAL EQUITY | 2,665,645 | 2,681,985 | -0.6\% |
| TOTAL LIABILITIES AND EQUITY | 3,995,032 | 3,978,398 | 0.4\% |

## Cash Flow

CLP MM AS OF SEPTEMBER 302021
Sept-21 Sept-20 Var. (\%)

| Cash flows from (used in) operating activities |  |  |  |
| :---: | :---: | :---: | :---: |
| Revenue from sale of goods and provided services | 178,900 | 130,435 | 37.2\% |
| Other operating revenues | 608 | 492 | 23.6\% |
| Payments to suppliers for goods \& services | -43,431 | -54,778 | -20.7\% |
| Payments to and on behalf of employees | -2,763 | -3,838 | -28.0\% |
| Other payments for operating activities | -4,812 | 340 | N.A. |
| Cash flows from (used in) operating activities | 128,503 | 72,651 | 76.9\% |
| Reimbursed Taxes (Paid taxes) | -31,643 | -28,597 | 10.6\% |
| Other cash inflows (outflows) | 2,042 | 913 | 123.5\% |
| Net cash flow from operating activities | 98,902 | 44,968 | 119.9\% |
| Cash flows from (used in) investment activities |  |  |  |
| Acquisition of intangible assets | -86 | 0 | N.A. |
| Acquisition of other long term assets | -8,500 | -2,948 | 188.3\% |
| Received interests | 5 | 715 | -99.3\% |
| Other cash inflows (outflows) | -57,854 | 81,677 | N.A. |
| Net cash flow from (used in) investment activities | -66,435 | 79,444 | -183.6\% |
| Cash flows from (used in) financing activities |  |  |  |
| Proceeds from the issuance of shares | 0 | 354 | -100.0\% |
| Proceeds from borrowings | 0 | -354 | -100.0\% |
| Proceeds from long-term borrowings | -4,207 | -5,829 | -27.8\% |
| Proceeds from short-term borrowings | 0 | -8 | -100.0\% |
| Borrowings from related parties | -20,982 | -93,821 | -77.6\% |
| Payment of borrowings | -5,710 | -5,533 | 3.2\% |
| Lease liability payments | -5 | -556 | -99.0\% |
| Payment of borrowings from related parties | -30,904 | -105,747 | -70.8\% |
| Net increase in cash and cash equivalents before exchange rate effects | 1,563 | 18,665 | -91.6\% |
| Effect of changes in exchange rates on cash and cash equivalents | 2,435 | -2,589 | N.A. |
| Increase (decrease) in cash and cash equivalents | 3,998 | 16,075 | -75.1\% |
| 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 | 27,409 | 24,959 | 9.8\% |


[^0]:    ${ }^{1}$ Chile GLA includes offices in the calculation.

[^1]:    ${ }^{2}$ Figures in CLP millions as of September 30, 2021.

[^2]:    ${ }^{3}$ The calculation detail of the income tax is in the annex of this report.

[^3]:    ${ }^{4}$ Peru GLA's change is due to the closing of Department Stores Arequipa, which are no longer considered related parties.
    ${ }^{5}$ 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

[^4]:    ${ }^{6}$ Considers fixed rent income based on the period left to expire.
    ${ }^{7}$ Considers the fixed lease rent income. They are determined according to the period left to expire.

[^5]:    ${ }^{8}$ The consolidated occupancy of Chile and Cencosud Shopping reflects the occupancy of Shopping Centers, excluding office square meters.

[^6]:    ${ }^{9}$ 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.

[^7]:    ${ }^{10}$ For Net Financial Debt, it is considered: Other Current Financial Liabilities + Other Non-Current Financial Liabilities - Cash and Cash Equivalents - Other Current Financial Assets.
    ${ }^{11}$ Annual cost of debt estimated as the weighted average of the coupon rate of each of the issues with the respective amounts issued.

[^8]:    ${ }^{12}$ Net Profit ratios consider the Profit from the last twelve months.

[^9]:    ${ }^{13}$ For more information regarding Financial Risks, review published Financial Statements (FECU).

[^10]:    ${ }^{14}$ CLP million.

