EARNINGS
RELEASE

First Quarter-2021


## First Quarter 2021 Results

Cencosud Shopping maintained on average 78.1\% of its GLA open and achieved an EBITDA margin of $89.6 \%$, despite the decline in revenue, the partial closure of operations by COVID19 , and the discounts granted to tenants

## Revenues <br> -17.5\% <br> 

> Traffic -38.9\% Tenant Sales $+18.3 \%$

## Adjusted EBITDA -19.7\%



Net Profit CLP
23,010 million


Compared to 1Q20, the profit has decreased for the period. This decrease reflects the drop in the revaluation of assets in the period and a lower EBITDA, partially offset by a reduced income tax.

Despite the lower income generated in this period, the Company achieved a positive FFO due to the gradual reopening of the GLA and the effort to reduce expenses.

## MAIN FIGURES

|  | 1Q21 | 1Q20 | Var. (\%) |
| :--- | ---: | ---: | ---: |
| CLP million |  |  |  |
| Revenues | 43,951 | 53,263 | $-17.5 \%$ |
| Adj. EBITDA / NOI | 39,381 | 49,031 | $-19.7 \%$ |
| \% Adj. EBITDA / NOI | $89.6 \%$ | $92.1 \%$ | -245 bps |
| FFO | 32,178 | 39,733 | $-19.0 \%$ |
| Net Profit from Asset Revaluation | 25,776 | 32,876 | $-21.6 \%$ |
| GLA (m2) | $1,338,766$ | $1,334,943$ | $0.3 \%$ |
| Ocupancy Rate (\%) | $97.9 \%$ | $98.7 \%$ | -83 bps |
| Visits (thousands) | 18,624 | 30,489 | $-38.9 \%$ |
| Tenant Sales (CLP million) | 844,758 | 714,239 | $18.3 \%$ |

## Material Events

## COVID-19

At a consolidated level, in 1Q21, the operating GLA was affected by an increase in health and mobility restrictions observed in the open GLA in the three first months of 2021: January 81.1\%, 91.4 \% in February, and $62.0 \%$ in March. Below, the breakdown by country at the end of March is pretended:


Throughout the quarter, the closures of locations in Chile and the \% of open GLA, on average, was given as follows:

|  | Closed Days | Phase $^{1}$ | Open GLA (\%) |
| :--- | :---: | :---: | :---: |
| Portal Temuco | 64 | 1 | $52.4 \%$ |
| Portal Osorno | 64 | 1 | $54.2 \%$ |
| Portal La Reina | 21 | 1 | $89.8 \%$ |
| Portal La Dehesa | 19 | 1 | $79.4 \%$ |
| Portal Belloto | 26 | 1 | $82.0 \%$ |
| Portal Ñuñoa | 23 | 1 | $63.1 \%$ |
| Portal Rancagua | 19 | 1 | $81.4 \%$ |
| Alto Las Condes | 19 | 1 | $63.8 \%$ |
| Costanera Center | 19 | 1 | $63.5 \%$ |
| Portal Florida Center | 30 | 1 | $51.3 \%$ |
| Portal El Llano | 36 | 1 | $79.4 \%$ |

During January, Peru kept shopping centers closed $100 \%$ on Sundays (including essential sectors). In February, they were closed for 15 days, with the essential sectors open.

Colombia maintained a high operating GLA open due to the greater exposure to related stores, classified as essential sectors, partially offset by the partial closure of some days during the quarter. In addition, mobility restrictions and the closure of shopping centers were maintained from 8:00 p.m.

## Tenant Support Measures

The Company, considering the current conditions, applied a $20 \%$ discount on fixed rent (by return via credit note) to tenants that were not considered "essential sectors" sellers by the authorities and with surfaces of less than $4,000 \mathrm{~m}^{2}$. In addition, the following benefits were granted:

- The returning proportion of the fixed rent to tenants of the shopping centers that were closed during the quarter at the request of the authorities;
- Additional discounts on common expenses and fixed rent, subject to have their payments up to date;
- Possibility of applying for installments payment (without interest);
- Selling and administration expenses reduction plan, mainly in maintenance and operating costs.

[^0]
## OPENINGS IN THE PERIOD

- In March, a new tenant joined the Office Tower of the Costanera Center complex, occupying $3,286 \mathrm{~m}^{2}$. To date, the occupancy of the offices is $60.3 \%$ of a total of $65,000 \mathrm{~m}^{2}$ received.


## SUSTAINABILITY/ESG

- Mutual COVID-19 Shopping Center Seal: The Shopping Center business achieved the COVID-19 mutual seal in $100 \%$ of its facilities. The Cencosud Shopping teams and their employees have taken all the hygiene and safety measures defined by the health authority so that the stores are safe and clean places for everyone. The focus will always be to take care of the health of employees, clients, tenants, and suppliers.

- S\&P IPSA ESG Tilted Index: On January 20, the S\&P Dow Jones Indices announced the launch of the S\&P IPSA ESG Tilted Index, which is based on some of the most followed regional benchmarks in the world. The index follows selection criteria based on rules based on relevant ESG principles to select and weigh the components coming from the S\&P IPSA and thus measure the performance of some of the largest and most liquid stocks listed on the Stock Exchange of Santiago. At its launch, the S\&P IPSA ESG Tilted Index has included
 Cencosud Shopping S.A. as one of its 26 companies.


## ORDINARY SHAREHOLDERS' MEETING

- On April 23, the Ordinary Shareholders' Meeting of Cencosud Shopping SA was held, where the new Board of Directors of the Company was ratified, which was made up of 7 members: Manfred Paulmann, Peter Paulmann, Matías Videla, Stefan Krause, José Raúl Fernández, Rafael Fernández and Victoria Vásquez, the last two being independent. In addition, among other issues, it was approved to distribute a dividend of CLP 12.3 per share, equivalent to $30.39 \%$ of the distributable net profits for the year 2020.


## First Quarter 2021 Results

## INCOME STATEMENT ${ }^{3}$

|  | 1Q21 | 1Q20 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| Revenues | 43,951 | 53,263 | -17.5\% |
| Chile | 42,234 | 50,885 | -17.0\% |
| Peru | 899 | 1,335 | -32.7\% |
| Colombia | 818 | 1,042 | -21.5\% |
| Cost of Sales | -2,498 | -1,166 | 114.2\% |
| Gross Profit | 41,454 | 52,097 | -20.4\% |
| Gross Margin | 94.3\% | 97.8\% | -349 bps |
| Selling and Administrative Expenses | -2,210 | -3,212 | -31.2\% |
| Other revenues, by function | -3,791 | 3,507 | -208.1\% |
| Other expenses, by function | 40 | -20 | -301.0\% |
| Other gains (losses) | 75 | 143 | -47.0\% |
| Operating Income | 35,568 | 52,515 | -32.3\% |
| Net Financial Cost | -2,615 | -2,081 | 25.7\% |
| Income (loss) from FX variations | -94 | 27 | -450.8\% |
| Result of Indexation Units | -6,253 | -5,538 | 12.9\% |
| Non-operating income (loss) | -8,963 | -7,593 | 18.0\% |
| Income before income taxes | 26,606 | 44,922 | -40.8\% |
| Income Taxes | -3,596 | -9,470 | -62.0\% |
| Net Profit (Loss) | 23,010 | 35,452 | -35.1\% |
| Adjusted EBITDA | 39,381 | 49,031 | -19.7\% |
| Chile | 38,098 | 47,199 | -19.3\% |
| Peru | 800 | 1,221 | -34.5\% |
| Colombia | 484 | 611 | -20.8\% |
| EBITDA Margin | 89.6\% | 92.1\% | -245 bps |
| Net profit | 23,010 | 35,452 | -35.1\% |
| Asset revaluation | -3,791 | 3,507 | -208.1\% |
| Deferred income taxes | 1,024 | -931 | -210.0\% |
| Profit net from asset revaluation | 25,776 | 32,876 | -21.6\% |

## CHILE

Revenues decreased $17.0 \%$, reaching CLP 42,234 million, reflecting the $20 \%$ discount on the fixed rent during the first quarter. In addition, Cencosud Shopping did not charge tenants for nonessential sectors on the days closed in phases 1 and 2 . The impact on revenue also included lower parking charges and fewer visits to the Sky Costanera viewpoint. All the above was partially offset by the higher lease compared to the previous year of offices in Costanera Center and a higher collection of variable rents, mainly from tenants related to the supermarket and home sectors.

[^1]Adjusted EBITDA fell $19.3 \%$ in 1 Q21 due to a lower dilution of costs and expenses during the period, partially offset by the Company's efforts to optimize maintenance, personnel, and security expenses and the decrease in the provision of Bad debts due to an increase in the payment of the renegotiated debt during the quarter.

## PERU

Revenues for 1 Q21 versus the same period of the previous year decreased $32.7 \%$ in CLP and $19.8 \%$ in local currency. The drop in local currency is a consequence of the $20 \%$ discount made on the fixed rent to non-essential format stores smaller than $4,000 \mathrm{~m}^{2}$ and the closure during the entire period of entertainment venues, in addition to the return of the rent for the days closed due to restrictions given the epidemiological situation of COVID-19. A higher variable collection has partially offset this impact in the supermarket sector.

Adjusted EBITDA decreased $34.5 \%$ in CLP and $21.9 \%$ in local currency due to the partial closure of shopping centers (COVID-19), higher common expenses due to prompt payment discounts given to tenants, and higher contributions, partially offset by lower personnel and insurance expenses.

## COLOMBIA

Revenues for 1 Q21 versus the same period of the previous year decreased $21.5 \%$ in CLP and $12.5 \%$ in local currency compared to the same period of the last year. The variation in local currency is a consequence of lower rental revenue associated with the $20 \%$ discount given to tenants during January, February, and March, partially offset by higher variable rental income in the supermarket sector.

Adjusted EBITDA decreased $20.8 \%$ in CLP and $11.8 \%$ in local currency due to the lower revenue received from the partial closure of shopping centers (COVID-19), partially offset by lower administration, insurance, and tax expenses.

## OPERATING INCOME

Operating income decreased $32.3 \%$, mainly due to lower income received during the quarter and reduced revaluation of assets YoY. The decrease in the revaluation of assets in 1 Q21 is a consequence of an update in the performance of Shopping Centers given the extension of restrictions due to the pandemic. Excluding the negative revaluation of assets for the quarter, operating income fell $23.2 \%$ due to the partial closure of Shopping Centers, higher common expenses due to discounts given to tenants, and higher contributions.

Investment Properties Discount Rate ${ }^{4}$

| Country | 1Q21 | 1Q20 |
| :---: | :---: | :---: |
| Chile | $4.37 \%$ | $4.75 \%$ |
| Peru | $4.63 \%$ | $5.09 \%$ |

[^2]
## NOI \& FFO RECONCILIATION

| NOI / ADJUSTED EBITDA | $\mathbf{1 Q 2 1}$ | $\mathbf{1 Q 2 0}$ | Var. (\%) |
| :--- | ---: | ---: | ---: |
| Revenues | 43,951 | 53,263 | $-17.5 \%$ |
| $(+)$ Cost of sales | $-2,498$ | $-1,166$ | $114.2 \%$ |
| $(+)$ SG\&A | $-2,210$ | $-3,212$ | $-31.2 \%$ |
| (+) Other administrative expenses | 115 | 123 | $-5.9 \%$ |
| $(+)$ Depreciation and Amortization | 22 | 24 | $-6.2 \%$ |
| NOI | 39,381 | 49,031 | $-19.7 \%$ |
|  |  |  |  |
| FFO | $\mathbf{1 Q 2 1}$ | $\mathbf{1 Q 2 0}$ | Var. (\%) |
| Profit (loss) | 23,010 | 35,452 | $-35.1 \%$ |
| Other revenues | 3,791 | $-3,507$ | $-208.1 \%$ |
| Result of Indexation Units | 6,253 | 5,538 | $12.9 \%$ |
| Income (loss) from FX variations | 94 | -27 | $-450.8 \%$ |
| Income Taxes | -969 | 2,276 | $-142.6 \%$ |
| FFO | 32,178 | 39,733 | $-19.0 \%$ |

Funds from Operations (FFO) once again achieved a positive result in the period. However, it decreased by CLP 7,555 million in 1Q21 compared to the same period in 2020, this is due to the lower EBITDA generated is consequently is due to the partial closure of shopping centers and discounts provided to tenants due to COVID-19.

## Business Performance

## GROSS LEASABLE AREA (GLA)

|  | Third Parties GLA |  |  | Related Parties GLA |  |  | Total GLA |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 1Q21 | 1Q20 | Var\% | 1Q21 | 1Q20 | Var\% | 1Q21 | 1Q20 | Var\% |
| Costanera Center | 90,020 | 90,020 | 0.0\% | 39,809 | 39,809 | 0.0\% | 129,829 | 129,829 | 0.0\% |
| Torre Costanera Center | 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 | 24,283 | 15.7\% | 59,771 | 55,953 | 6.8\% |
| 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\% |
| Chile | 401,090 | 401,090 | 0.0\% | 821,738 | 817,920 | 0.5\% | 1,222,828 | 1,219,010 | 0.3\% |
| Peru | 20,279 | 20,279 | 0.0\% | 29,794 | 29,794 | 0.0\% | 50,073 | 50,073 | 0.0\% |
| Colombia | 11,372 | 11,367 | 0.0\% | 54,493 | 54,493 | 0.0\% | 65,865 | 65,860 | 0.0\% |
| Cencosud Shopping | 432,741 | 432,736 | 0.0\% | 906,025 | 902,207 | 0.4\% | 1,338,766 | 1,334,943 | 0.3\% |

## GLA BY CATEGORY5

| Category |  | As of March 31, 2021 |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Chile | Peru | Colombia | Total |
| Entertainment | $5.9 \%$ | $19.8 \%$ | $8.2 \%$ | $6.5 \%$ |
| Essential Services | $52.5 \%$ | $50.5 \%$ | $83.6 \%$ | $53.9 \%$ |
| Retail | $32.0 \%$ | $21.3 \%$ | $1.7 \%$ | $30.1 \%$ |
| Services, Offices and Hotel | $7.9 \%$ | $2.0 \%$ | $0.9 \%$ | $7.4 \%$ |
| Vacant | $1.7 \%$ | $6.4 \%$ | $5.7 \%$ | $2.1 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |

## REVENUE PARTICIPATION BY THIRD AND RELATED PARTIES

| Revenues | 1Q21 |  | 1Q20 |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Third Parties | Related Parties | Third Parties | Related Parties |
| Chile | $50.1 \%$ | $49.9 \%$ | $63.7 \%$ | $36.3 \%$ |
| Peru | $42.4 \%$ | $57.6 \%$ | $56.3 \%$ | $43.7 \%$ |
| Colombia | $16.8 \%$ | $83.2 \%$ | $28.8 \%$ | $71.2 \%$ |
| Cencosud Shopping | $49.4 \%$ | $50.6 \%$ | $62.9 \%$ | $\mathbf{3 7 . 1 \%}$ |

REVENUE BREAKDOWN

|  | 1Q21 | 1Q20 |
| :--- | :---: | :---: |
| Fixed Rent | $75.2 \%$ | $83.0 \%$ |
| Variable Rent | $17.4 \%$ | $6.8 \%$ |
| Parking | $4.6 \%$ | $5.5 \%$ |
| Offices, Sky Costanera \& Others | $2.8 \%$ | $4.8 \%$ |
| Consolidated | $100.0 \%$ | $100.0 \%$ |

At the end of 1Q21, $92.6 \%$ of revenues came from rental income, of which $75.2 \%$ correspond to fixed rent and $17.4 \%$ to variable rent. Revenue breakdown changes into a higher variable contribution, reflecting the tenants' discounts for closed days and the sales increase from the supermarket and home improvement sectors.

CONTRACT LENGHT (YEARS)

| \% Expiration (according to <br> GLA) | less than 2 | between 2 <br> and 3 | between 3 <br> and 4 | between 4 <br> and 5 | over 5 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Chile | $8.2 \%$ | $5.2 \%$ | $3.6 \%$ | $3.3 \%$ | $79.7 \%$ |
| Peru | $46.7 \%$ | $4.9 \%$ | $6.4 \%$ | $0.3 \%$ | $41.7 \%$ |
| Colombia | $7.3 \%$ | $88.8 \%$ | $0.0 \%$ | $3.9 \%$ | $0.0 \%$ |
| Consolidated | $9.5 \%$ | $9.6 \%$ | $3.5 \%$ | $3.2 \%$ | $74.2 \%$ |

[^3]| \% Expiration (according to <br> revenue) | less than 2 | between 2 <br> and 3 | between 3 <br> and 4 | between 4 <br> and 5 | over 5 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Chile | $27,3 \%$ | $12,7 \%$ | $8,5 \%$ | $4,2 \%$ | $47,3 \%$ |
| Peru | $45,3 \%$ | $7,6 \%$ | $6,4 \%$ | $0,5 \%$ | $40,1 \%$ |
| Colombia | $15,9 \%$ | $81,3 \%$ | $0,0 \%$ | $2,8 \%$ | $0,0 \%$ |
| Consolidated | $27,4 \%$ | $14,0 \%$ | $8,3 \%$ | $4,1 \%$ | $46,2 \%$ |

At the end of the first quarter of 2021, the weighted duration of the leases was 9.1 years according to the GLA and 6.2 years according to revenue.

## PERFORMANCE BY ASSET, FIRST QUARTER

|  | Revenues (CLP million) |  |  | Occupancy Rate ${ }^{8}$ |  |  | Visits ('000) |  |  | Sales (CLP million) |  |  | NOI (CLP million) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Locations | 1Q21 | 1Q20 | Var\% | 1Q21 | 1Q20 | $\triangle$ BPS | 1Q21 | 1Q20 | Var\% | 1Q21 | 1Q20 | Var\% | 1Q21 | 1Q20 | Var\% |
| Costanera Center | 8,185 | 11,234 | -27.1\% | 98.5\% | 99.6\% | -110 | 4,606 | 8,044 | -42.7\% | 105,629 | 98,087 | 7.7\% | 7,061 | 9,605 | -26.5\% |
| Oficinas Costanera | 1,098 | 1,438 | -23.6\% | 60.3\% | 50.5\% | 980 | n.a | n.a | n.व | n.a | n.a | n.a | 320 | 1,048 | -69.5\% |
| Alto Las Condes | 7,661 | 9,650 | -20.6\% | 98.7\% | 99.8\% | -103 | 2,519 | 4,165 | -39.5\% | 88,380 | 76,417 | 15.7\% | 6,792 | 9,406 | -27.8\% |
| Portal Florida Center | 3,514 | 4,794 | -26.7\% | 92.7\% | 99.1\% | -648 | 2,536 | 3,561 | -28.8\% | 50,719 | 47,814 | 6.1\% | 3,119 | 4,525 | -31.1\% |
| Portal La Dehesa | 2,382 | 3,080 | -22.7\% | 98.9\% | 99.5\% | -54 | 1,334 | 1,507 | -11.5\% | 48,735 | 33,086 | 47.3\% | 2,014 | 2,657 | -24.2\% |
| Portal La Reina | 1,341 | 1,386 | -3.2\% | 98.5\% | 99.2\% | -69 | 1,112 | 1,340 | -17.0\% | 38,835 | 28,349 | 37.0\% | 1,281 | 1,354 | -5.4\% |
| Portal Rancagua | 1,585 | 1,713 | -7.5\% | 99.5\% | 99.8\% | -30 | 1,397 | 1,766 | -20.9\% | 40,984 | 31,522 | 30.0\% | 1,494 | 1,785 | -16.3\% |
| Portal Temuco | 1,422 | 2,130 | -33.2\% | 98.9\% | 99.2\% | -30 | 900 | 2,321 | -61.2\% | 24,800 | 30,729 | -19.3\% | 1,439 | 2,113 | -31.9\% |
| Portal Ñuñoa | 645 | 1,053 | -38.7\% | 96.2\% | 91.0\% | 528 | 895 | 1,425 | -37.2\% | 20,097 | 17,433 | 15.3\% | 604 | 1,050 | -42.4\% |
| Portal Belloto | 1,117 | 1,333 | -16.2\% | 99.7\% | 99.7\% | 0 | 1,182 | 2,363 | -49.9\% | 23,504 | 19,866 | 18.3\% | 1,114 | 1,268 | -12.2\% |
| Portal Osorno | 662 | 1,007 | -34.2\% | 97.1\% | 97.3\% | -21 | 672 | 1,875 | -64.2\% | 11,679 | 14,427 | -19.0\% | 640 | 916 | -30.1\% |
| Portal El Llano | 674 | 798 | -15.5\% | 91.5\% | 89.1\% | 236 | 889 | 1,019 | n.a | 23,545 | 17,431 | 35.1\% | 636 | 725 | -12.3\% |
| Power Centers | 11,948 | 11,270 | 6.0\% | 99.7\% | 99.6\% | 7 | n.a | n.a | n.a | 335,589 | 258,047 | 30.0\% | 11,582 | 10,747 | 7.8\% |
| Chile | 42,234 | 50,885 | -17.0\% | 98.3\% | 99.0\% | -78 | 18,044 | 29,387 | -38.6\% | 812,495 | 673,209 | 20.7\% | 38,098 | 47,199 | -19.3\% |
| Perú | 899 | 1,335 | -32.7\% | 93.6\% | 96.2\% | -256 | 580 | 1,102 | -47.3\% | 16,756 | 22,318 | -24.9\% | 800 | 1,221 | -34.5\% |
| Colombia | 818 | 1,042 | -21.5\% | 94.3\% | 94.7\% | -32 | n.a | n.a | n.a | 15,508 | 18,712 | -17.1\% | 484 | 611 | -20.8\% |
| Cencosud Shopping | 43,951 | 53,263 | -17.5\% | 97.9\% | 98.7\% | -83 | 18,624 | 30,489 | -38.9\% | 844,758 | 714,239 | 18.3\% | 39,381 | 49,031 | -19.7\% |

The occupancy rate for shopping centers reached $97.9 \%$ at a consolidated level, mainly due to a decrease in Florida Center (Chile) and Peru.

Visits fell $38.9 \%$; however, tenant sales grew $18.3 \%$, explained by the limited capacity vs. the previous year while sales have recovered due to growth in some specific sectors (supermarket and home improvement) and the boost to consumption after the withdrawal of $10 \%$ from the pension fund.

In Chile, the higher sales are made up of growth in the supermarket, home improvement, and sports categories, which are a relevant percentage of our shopping centers, partially offset by lower sales of satellite stores ${ }^{9}$.

In Peru, the variation is explained by lower sales of satellite stores and the closure of shopping centers during part of the quarter, partially offset by an increase in sales of related stores. In

[^4]Colombia, the variation is due to lower sales of satellite stores and the impact of related stores due to restrictions during the quarter.

## SSS, SSR \& OCCUPANCY COST

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


| Colombia | 1Q20 | 2Q20 | 3Q20 | 4Q20 | 1Q21 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 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 $21.4 \%$ was observed, mainly explained by the gradual reopening of shopping centers in their non-essential areas and the positive effect of the $10 \%$ withdrawal on consumption. In addition, the supermarket and home improvement sectors have had a positive impact due to their continued growth during the quarter. In Peru and Colombia, a negative SSS of $9.3 \%$ and $7.8 \%$ respectively was observed, explained by the partial operation of shopping centers due to the pandemic. Additionally, the 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): The SSR was impacted by the discounts to the fixed rent to tenants with less than $4,000 \mathrm{~m}^{2}$ and by the return on the days that had to remain closed in the quarter due to COVID-19. The SSR in Chile falls to a lesser extent, given the significant exposure to related stores considered essential and the shorter closing time of Shopping Centers during the quarter.
- OCCUPANCY COST (\%) ${ }^{10}$ : The occupancy cost decreases compared to 1 Q20 due to the lower rental payment of the tenants due to discounts (COVID-19) and lower common expenses due to efficiency measures and renegotiations of contracts with suppliers.

[^5]
## Consolidated Balance Sheet

CLP MM AS OF MARCH 31, 2021

|  | Mar-21 | Dec-20 | Var. (\%) |
| :--- | ---: | ---: | ---: |
| Current Assets | 133,187 | 93,751 | $42.1 \%$ |
| Non-current Assets | $3,875,223$ | $3,884,647$ | $-0.2 \%$ |
| TOTAL ASSETS | $\mathbf{4 , 0 0 8 , 4 1 0}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 8 \%}$ |
| Current Liabilities | 68,152 | 50,291 | $35.5 \%$ |
| Non-current Liabilities | $1,250,494$ | $1,246,122$ | $0.4 \%$ |
| TOTAL LIABILITIES | $\mathbf{1 , 3 1 8 , 6 4 6}$ | $\mathbf{1 , 2 9 6 , 4 1 3}$ | $\mathbf{1 . 7 \%}$ |
| Net equity attributable to controlling shareholders | $2,685,311$ | $2,677,478$ | $0.3 \%$ |
| Non-controlling interest | 4,454 | 4,507 | $-1.2 \%$ |
| TOTAL EQUITY | $\mathbf{2 , 6 8 9 , 7 6 5}$ | $\mathbf{2 , 6 8 1 , 9 8 5}$ | $\mathbf{0 . 3 \%}$ |
| TOTAL LIABILITIES AND EQUITY | $\mathbf{4 , 0 0 8 , 4 1 0}$ | $\mathbf{3 , 9 7 8 , 3 9 8}$ | $\mathbf{0 . 8 \%}$ |

ASSETS
As of March 31, 2021, Total Assets increased CLP 30,012 million compared to December 2020, consequence of the increase in Current Assets of CLP 39,436 million, partially offset by a decrease in Non-Current Assets of CLP 9,424 million.

The increase in Current Assets is explained by:

- An increase of CLP 35,141 million in Other financial assets resulted from the more significant investment in mutual fund shares due to greater liquidity.

The decrease in Non-Current Assets is explained by:

- The fall of CLP 9,023 million in Investment Properties resulted from the revaluation of assets for the period, updated on the pandemic performance of Shopping Centers.


## LIABILITIES

As of March 31, 2021, Total Liabilities increased by CLP 22,232 million compared to December 2020 due to increased Current Liabilities for CLP 17,860 million and Non-Current Liabilities for CLP 4,372 million.

The increase in Current Liabilities is explained b:

- Higher trade accounts payable and other accounts payable in CLP 9,833 million, due to a higher balance with trade creditors; and
- Increase in Other non-financial liabilities in CLP 7,302 million due to higher accrual of the minimum dividend.

The increase in Non-Current Liabilities is explained by:

- Higher financial liabilities of CLP 6,097 million reflecting the variation of the UF on the debt issued in bonds;
- Partially offset by a decrease of CLP 1,440 million in Deferred tax liabilities related to the variation related to investment properties.


## EQUITY

Total Equity as of March 2021 increased by CLP 7,780 million compared to December 2020, mainly due to the increase in Accumulated gains (losses) of CLP 15,249 million. This is partially offset by a decrease in Other reserves of CLP 7,416 million as a result of the effect of the variation in the currency on investment in Cencosud Shopping Internacional.

## Capital Structure

CLP MM AS OF MARCH 31, 2021

|  | Mar-21 | Dec-20 | Mar-20 |
| :--- | :---: | :---: | :---: |
| Gross Financial Debt (CLP million) | 565,958 | 559,022 | 550,862 |
| Duration (years) | 13.3 | 13.5 | 13.8 |
| Cash (CLP million) | 99,627 | 65,170 | 135,117 |
| Net Financial Debt (CLP million) | 466,331 | 493,852 | 415,745 |
| Net Financial Debt / LTM Adjusted EBITDA (in times) | 4.15 | 4.05 | 2.07 |

In 1Q21, the Company's gross financial debt increased CLP 6,936 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 of CLP 34,457 million is explained by the gradual recovery of the business generating cash during the period.

Net indebtedness reached $4.2 x$, reflecting the increase in debt associated with the UF variation, together with a lower adjusted EBITDA for the last twelve-month period, reflecting the impact of the partial operation of the shopping centers as a result of the pandemic. The duration of the debt is 13.3 years, and the average cost of the debt is $1.54 \%$. As of March $31,2021,100 \%$ of the exposed debt is agreed upon at a fixed interest rate. This debt corresponds to obligations with the public agreed in development units.

## Amortization Schedule (UF million) ${ }^{12}$

|  | 10 |  | 6 |  |
| :---: | :---: | :---: | :---: | :---: |
| 0 |  | 3 |  |  |
| 2021 | 2029 |  |  | 2045 |

[^6]
## FINANCIAL DEBT COST

|  | Financial debt |  |  |
| :---: | :---: | :---: | :---: |
| Before bond issues |  |  |  |
| Financial debt | Cost (UF) | After bond issues |  |
|  |  | Financial debt |  |
|  |  | UF 7 million | Cost (UF) |
|  |  | UF 3 million | $1.89 \%$ |
| UF 37 million |  | UF 3 million | $2.19 \%$ |

FINANCIAL RATIOS ${ }^{12}$

| (in times) | Mar-21 | Decc-20 | Mar-20 |
| :---: | :---: | :---: | :---: |
| Total Liabilites / Equity | 0.49 | 0.48 | 0.50 |
| Current Assets / Current Liabilities | 1.95 | 1.86 | 1.74 |
| Total Liabilites / Total Assets | 0.33 | 0.33 | 0.33 |
| Profit / Total Assets | 0.01 | 0.06 | 0.01 |
| Profit / Total Equity | 0.01 | 0.09 | 0.01 |
| Net Financial Debt / LTM Adjusted EBITDA | 4.15 | 4.05 | 2.07 |

## Cash Flow

CLP MM AS OF MARCH 31, 2021

|  | Mar-21 | Mar-20 | Var. (\%) |
| :--- | :---: | :---: | :---: |
| Net cash flow from operating activities | 39,053 | 37,624 | $3.8 \%$ |
| Net cash flow from investment activities | $-37,181$ | 91,716 | $-140.5 \%$ |
| Net cash flow from financing activities | $-2,768$ | $\mathbf{- 3 , 2 1 5}$ | $\mathbf{- 1 3 . 9 \%}$ |
| Net increase in cash and cash equivalents before the effect of <br> variations in the exchange rate on cash and cash equivalents | $\mathbf{- 8 9 6}$ | $\mathbf{1 2 6 , 1 2 5}$ | $\mathbf{- 1 0 0 . 7 \%}$ |

The variations in the cash flow generated as of March 31, 2021, compared to the same period of the previous year, are explained below:

## Operating Activities

The flow registered an increase of CLP 1,429 million, consequence of a decrease in payments to suppliers of goods and services, partially offset by lower charges associated with discounts granted to tenants and a higher income tax payment ${ }^{13}$.

[^7]
## Investing Activities

The flow decreased by CLP 128,897 million due to a more significant outflow of money than the previous year due to a greater investment corresponding to mutual funds during the period.

## Financing Activities

The flow recorded an improvement of CLP 447 million due to the lower amount from interest paid compared to the same period of the previous year.

## Risk Factors ${ }^{14}$

The risks shown below are some of the potential risks that Cencosud Shopping faces. A detailed version of them can be found in the 2020 Integrated Annual Report available on the Company's website:

- Real estate market offer: there is the possibility that in the Chilean market, the offer of leasable surfaces exceeds demand, which would generate a vacancy risk and a decrease in rental prices, factors that could decrease the income of Cencosud Shopping S.A. To mitigate this risk, the Company seeks to enter into long-term lease contracts (between 5 and 20 years) and with different maturities over time, which minimizes that risk. The current vacancy rate is close to $2,1 \%$. The nature of the lease expenses has been modified, eliminating the operating expense for fixed income, generating a financial expense. No depreciation expenses are recognized. The lower value associated with the asset use is part of the net revaluation of the investment property.
- Legal and regulatory framework: an amendment to the legal and regulatory framework in forcé could negatively affect Cencosud Shopping S.A. income and/or costs. For example, a change in the labor standards and regulations could change the hours of operation of shopping centers, affecting the Company's income related to the sales level or such malls' tenants. On the other hand, amendments to municipal building regulations or different interpretations of urban planning or construction standards referring to real estate could affect the development, performance, or start-up of real estate projects. Regarding Colombia, this country has faced over ten taxation reforms during the last 20 years; such instability in the taxation regime could eventually damage the investment and consumption level. Legal Management controls total compliance with standards in force at the different countries, seeking that operations are performed within absolute respect for the legal framework. In this sense, this area's continuous and permanent support to each business unit in developing their specific operations is fundamental for the business performance.
- Economic and social unrest: the sociopolitical situation of the region may impact the macroeconomic conditions, which may also have an adverse effect on GDP, consumption and, therefore, negatively affect the sales of our tenants. If economic growth were to slow down in the countries where we operate, this could increase political tension and protests. If these situations were to become widespread, they could have an adverse effect on our business. Cencosud Shopping S.A. mitigates these risks by having insurance coverage for

[^8]material damage and the impact they have in turn on the business (income loss). Also, it has civil liability insurance for possible damages that third parties may suffer.

- Ecommerce: 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 our clients' sales (tenants). Cencosud Shopping S.A. mitigates this risk by offering consumers a very varied range of activities in its shopping malls, 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.
- Fast-spreading infectious diseases: Due to health reasons, the authorities may order a restriction in the service hours of stores and malls for a limited period, which could have an adverse effect on the Company's income. In Cencosud Shopping S.A. malls, approximately over $50 \%$ of GLA is rented to supermarkets, health and home improvement stores ( $30 \%$ if we consider supermarkets and health stores), which according to experience, maintain their operation during critical times. During critical events, the Company creates a crisis committee for fast response and coordinates mitigation measures instructed by the authorities and healthsafekeeping measures addressed to our people, clients, and suppliers.
- Natural disasters or fires could disrupt our business and affect our operations' results: We are exposed to natural disasters in the countries where 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 limited for a certain period, 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 insurance policies standard for this industry with earthquake and fire coverage.


## APPENDIX

## MACROECONOMIC INDICATORS

| End of period Exchange rate |  |  |  | Average exchange rate |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q21 | 1Q20 | Var\% |  | 1Q21 | 1 Q20 | Var\% |
| CLP/USD | 721.82 | 852.03 | -15.3\% | CLP/USD | 724.18 | 802.80 | -9.8\% |
| CLP/PEN | 192.76 | 248.07 | -22.3\% | CLP/PEN | 198.05 | 236.07 | -16.1\% |
| CLP/COP | 0.20 | 0.21 | -4.8\% | CLP/COP | 0.20 | 0.23 | -10.3\% |

Annual Inflation

| Country | 1Q21 | 1Q20 |
| :--- | :---: | :---: |
| Chile | $2.9 \%$ | $3.7 \%$ |
| Peru | $2.9 \%$ | $1.8 \%$ |
| Colombia | $1.5 \%$ | $3.8 \%$ |

Investment Properties Discount Rate

| Country | 1Q21 | 1Q20 |
| :---: | :---: | :---: |
| Chile | $4.37 \%$ | $4.75 \%$ |
| Perú | $4.63 \%$ | $5.09 \%$ |

EBITDA Margin

|  | 1Q21 | 1Q20 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Country | Excl. IFRS16 | Incl. IFRS16 | Excl. IFRS16 | Incl. IFRS16 |
| Chile | $87.3 \%$ | $90.2 \%$ | $88.9 \%$ | $92.8 \%$ |
| Peru | $73.0 \%$ | $88.9 \%$ | $79.5 \%$ | $91.4 \%$ |
| Colombia | $59.1 \%$ | $59.1 \%$ | $58.7 \%$ | $58.7 \%$ |
| Consolidado | $\mathbf{8 6 . 4 \%}$ | $\mathbf{8 9 . 6 \%}$ | $\mathbf{8 9 . 5 \%}$ | $\mathbf{9 2 . 1 \%}$ |

## LANDBANK

| Location | GLA ( $\left.\mathbf{m}^{2}\right)$ | Book value (CLP thousand) <br> Mar-21 |  |
| :--- | :---: | :---: | ---: |
| Chile | 663,079 | $110,355,720$ | Dec-20 |
| Peru | 16,254 | $27,845,451$ | $28,235,720$ |
| Colombia | 70,792 | $107,893,917$ | $113,225,616$ |
| Cencosud Shopping | $\mathbf{7 5 0 , 1 2 5}$ | $\mathbf{2 4 6 , 0 9 5 , 0 8 8}$ | $\mathbf{2 5 1 , 8 1 4 , 2 2 1}$ |

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


## CONSOLIDATED BALANCE SHEET

CLP MM AS OF MARCH 31, 2021

|  | Mar-21 | Dec-20 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| Current Assets | 133,187 | 93,751 | 42.1\% |
| Cash and Cash Equivalents | 22,727 | 23,411 | -2.9\% |
| Other financial assets, current | 76,900 | 41,759 | 84.2\% |
| Other non-financial assets, current | 1,528 | 91 | 1582.2\% |
| Trade receivables and other receivables, current | 17,119 | 20,012 | -14.5\% |
| Receivables to related entities, current | 3,625 | 5,811 | -37.6\% |
| Deferred income tax assets, current | 11,287 | 2,667 | 323.3\% |
| Non-Current Assets | 3,875,223 | 3,884,647 | -0.2\% |
| Other non-financial assets, non-current | 5,376 | 5,317 | 1.1\% |
| Intangible assets other than goodwill | 331 | 305 | 8.6\% |
| Property, plant and equipment | 0 | 0 | n.a |
| Investment Properties | 3,822,237 | 3,831,260 | -0.2\% |
| Deferred income tax assets, non-current | 47,278 | 47,764 | -1.0\% |
| TOTAL ASSETS | 4,008,410 | 3,978,398 | 0.8\% |
| Current Liabilities | 68,152 | 50,291 | 35.5\% |
| Other financial liabilities, current | 2,958 | 2,119 | 39.6\% |
| Leasing liabilities, current | 4,120 | 4,014 | 2.6\% |
| Trade payables and other payables, current | 29,219 | 19,386 | 50.7\% |
| Payables to related entities, current | 583 | 504 | 15.8\% |
| Other provisions, current | 841 | 710 | 18.4\% |
| Current income tax liabilities | 0 | 7 | -100.0\% |
| Current provision for employee benefits | 807 | 1,229 | -34.3\% |
| Other non-financial liabilities, current | 29,624 | 22,322 | 32.7\% |
| Non-Current Liabilities | 1,250,494 | 1,246,122 | 0.4\% |
| Other financial liabilities, non-current | 563,000 | 556,904 | 1.1\% |
| Leasing liabilities, non-current | 58,843 | 59,158 | -0.5\% |
| Trade accounts payable to related entities, non-current | 0 | 0 | 0.0\% |
| Deferred income tax liabilities | 617,547 | 618,986 | -0.2\% |
| Other non-financial liabilities, non-current | 11,104 | 11,074 | 0.3\% |
| TOTAL LIABILITIES | 1,318,646 | 1,296,413 | 1.7\% |
| Paid-in Capital | 707,171 | 707,171 | 0.0\% |
| Retained earnings (accumulated losses) | 1,659,629 | 1,644,380 | 0.9\% |
| Issuance Premium | 317,986 | 317,986 | 0.0\% |
| Other reserves | 525 | 7,941 | -93.4\% |
| Net equity attributable to controlling shareholders | 2,685,311 | 2,677,478 | 0.3\% |
| Non-controlling interest | 4,454 | 4,507 | -1.2\% |
| TOTAL EQUITY | 2,689,765 | 2,681,985 | 0.3\% |
| TOTAL LIABILITIES AND EQUITY | 4,008,410 | 3,978,398 | 0.8\% |

## CASH FLOW

CLP MM AS OF MARCH 31, 2021
Mar-21 Mar-20 Var. (\%)

| Cash flows from (used in) operating activities |  |  |  |
| :---: | :---: | :---: | :---: |
| Revenue from the sale of goods and provided services | 62,628 | 74,835 | -16.3\% |
| Other operating revenues | 599 | 263 | 128.2\% |
| Payments to suppliers for goods \& services | -10,679 | -35,321 | -69.8\% |
| Payments to and on behalf of employees | -973 | -1,124 | -13.4\% |
| Other payments for operating activities | -623 | 0 | n.a |
| Cash flows from (used in) operating activities | 50,953 | 38,653 | 31.8\% |
| Reimbursed Taxes (Paid taxes) | -11,876 | -266 | 4363.3\% |
| Other cash inflows (outflows) | -24 | -763 | -96.8\% |
| Net cash flow from operating activities | 39,053 | 37,624 | 3.8\% |
| Cash flows from (used in) investment activities |  |  |  |
| Acquisition of intangible assets | -48 | 0 | n.a |
| Acquisition of other long term assets | -1,859 | -753 | 146.8\% |
| Received interests | 5 | 9 | -42.3\% |
| Other cash inflows (outflows) | -35,279 | 92,460 | -138.2\% |
| Net cash flow from (used in) investment activities | -37,181 | 91,716 | -140.5\% |
| Cash flows from (used in) financing activities |  |  |  |
| Lease liability payments | -1,385 | -1,307 | 6.0\% |
| Payment of borrowings from related parties | 0 | -8 | -100.0\% |
| Paid interests | -1,380 | -1,898 | -27.3\% |
| Other cash inflows (outflows) | -2 | -2 | 1.7\% |
| Net cash flow from (used in) financing activities | -2,768 | -3,215 | -13.9\% |
| Net increase in cash and cash equivalents before exchange rate effects | -896 | 126,125 | -100.7\% |
| Effect of changes in exchange rates on cash and cash equivalents | 212 | 76 | 179.4\% |
| Increase (decrease) in cash and cash equivalents | -683 | 126,201 | -100.5\% |
| 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 | 22,727 | 135,084 | -83.2\% |


[^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 1Q21.

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

[^2]:    ${ }^{4}$ In the case of Colombia, the revaluation of Investment Properties is calculated by appraisal.

[^3]:    ${ }^{5}$ Entertainment includes movie theaters, gyms, food courts, and restaurants. Essential services includes Supermarket, Home Improvement, banks, medical centers and pharmacies. Retail considers department stores and satellite stores. Services includes laundries, hairdressers, travel agencies, payment services. Offices includes towers ( $\mathrm{m}^{2}$ enabled) and Cencosud offices (ALC, CC, FLC).
    ${ }^{6}$ It considers the income from fixed rent, according to the period that they have left to mature.

[^4]:    ${ }^{7}$ Consider the rental revenue associated with the fixed rent, they are determined according to the period that remains to expire.
    ${ }^{8}$ The consolidated occupancy of Chile and Cencosud Shopping reflects the occupancy of shopping centers, excluding square meters of offices.
    ${ }^{9}$ The smaller retail stores are called satellite stores.

[^5]:    ${ }^{10}$ Occupancy cost is determined as (Fixed Income + Variable Income + Common Expenses + Advertising Fund)/Sales. Figure determined cumulatively at the end of each quarter.

[^6]:    ${ }^{11}$ Consider capital amortizations.

[^7]:    ${ }^{12}$ Utility ratios consider the utility of the last twelve months.
    ${ }^{13}$ The higher payment of income tax YoY is explained by the use of the tax benefit during 2019, as a result of the accumulated tax losses of the Costanera Center Company.

[^8]:    14 For more detail on Financial Risks, review the published Financial Statements (FECU).

