Year

20
22

# Earnings Presentation

Second Quarter



Shopping Centers
cencosud

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# 01
# Highlights

# Highlights of the Quarter

## Inauguration of the new Office Showroom and Office Hub Costanera Launch

Cencosud Shopping inaugurates a new **Office Showroom** and launches a new **"Office HUB Costanera"** proposal, consolidating Costanera Center as a business center and innovating in the offer of flexible workspaces designed for institutional clients.

## Hands Free

New service, pioneer in the market, allows customers **to leave their purchases in custody** and pick them up at any point in the Shopping Center, request delivery to the car or to their home within the same day.

## 10th Anniversary Costanera Center

The most relevant and iconic mixed-use shopping center in Latin America, for which it will develop **multiple activities to recognize the preference** and high valuation of customers and tenants.

# Promoting the omnichannel strategy with “mi mall”

## Highlights App “mi mall”

| | |
|---|---|
| **2021** | Lauch of “mi mall” app |
| **+33,000** | Subscribe users: *AutoPass* |
| ***“Enjoying is easier”*** | App value proposition within our malls |

**+250 thousand**

App Downloads as of June 2022

mi mall cencosud

## Novelties of “mi mall”

- Option to purchase tickets for **Sky Costanera** through the new app. Customers can advance their purchase for their visit by making the payment through One Click.

# Sustainability of the Quarter

## Dow Jones Sustainability Index (DJSI)

For the second consecutive year, Cencosud Shopping participated in the DJSI (Dow Jones Sustainability Index)a relevant ASG index, demonstrating a commitment and progress in governance, environmental and social areas, which are aligned with a corporate sustainability strategy.

Dow Jones
Sustainability Indexes

# 02
# Quarter Results

# Increase in income and improvements in profitability

| CLP million | 2Q22 | 2Q21 | Var. % | 6M22 | 6M21 | Var % |
|---|---|---|---|---|---|---|
| Revenues | 67,661 | 37,336 | 81.2% | 134,255 | 81,287 | 65.2% |
| Adjusted EBITDA / NOI | 59,529 | 31,727 | 87.6% | 120,254 | 71,109 | 69.1% |
| % Adjusted EBITDA / NOI | 88.0% | 85.0% | 300 bps | 89.6% | 87.5% | 209 bps |
| Non-operating Income | -23,948 | -8,811 | 171.8% | -41,048 | -17,773 | 131.0% |
| Profit Net Asset Revaluation | 36,915 | 19,267 | 91.6% | 75,424 | 45,043 | 67.5% |
| FFO | 47,421 | 25,370 | 86.9% | 98,023 | 57,548 | 70.3% |

1. **Revenues:** as a consequence of the increase in the GLA authorized to operate and the elimination of the fixed rental discount. In commercial management, the average conditions of the contracts have improved thanks to the strength and positive performance in traffic and sales.

2. **FFO:** explained by a higher profit for the period as a result of a normalization to pre-pandemic levels and the good performance of the business.

3. **Adjusted EBITDA / NOI:** in line with revenue growth, partially offset by higher loan loss provisions. The increase in spending is generated by the normalized functioning of operations.

4. **Profit Net Asset Revaluation:** due to continuous business improvement, partially offset by an increase in readjustment units – supported by the increase in inflation- and exchange rate variations.

# Rise in occupancy and SSR growing double digits

**Occupancy Rate:** gradual recovery of the vacancy generated by the pandemic, with the commercialization of new premises, and the need for more square meters of some tenants already located in shopping centers.

**Visits:** Positive impact explained by the higher foot traffic allowance, in addition to the end of mobility restrictions in the region.

**Sales:** Growth of 24% compared to 2Q21, explained by increases in both related companies and third parties, in the categories of home, decoration and anchor stores.

**SSR:** They grew in the region due to the end of the fixed rental benefits. New contracts and renewals have been negotiated with better conditions.

**1,399,651**
of total GLA

**97.7%**
Occupancy Rate (+57 bps vs 2Q21)

**+23.9%**
Of sales vs 2Q21

**+80.0%**
Visits, 26 million in 2Q22

**+36.0%**
SSR in Chile

**+30.0%** SSR Perú

**+7.5%** SSR Colombia

# Sustained income rise

CLP MILLION AS OF JUNE 30, 2022

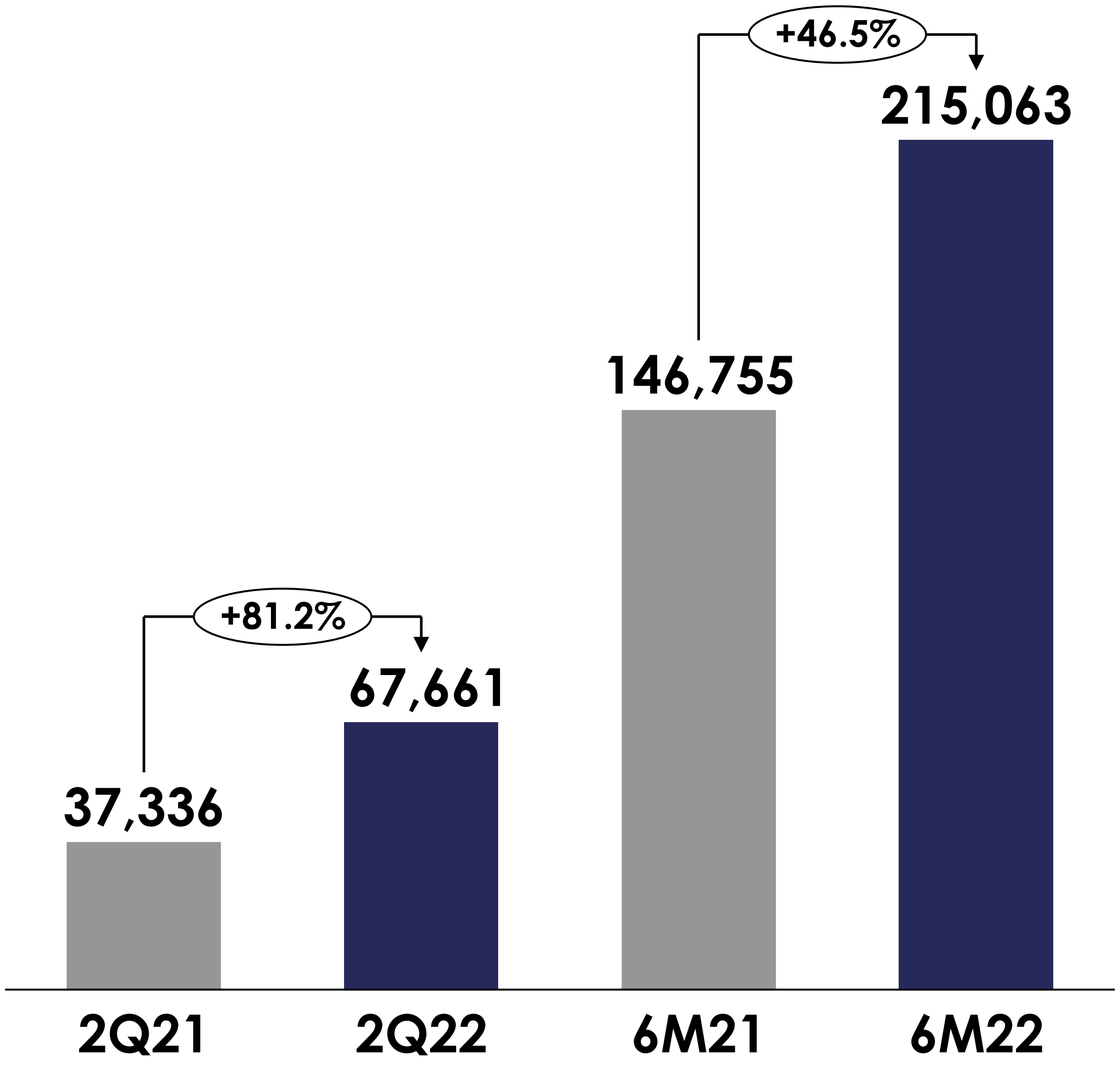
## Revenues

Better management capacity at closing contracts under better conditions;

End of restrictions associated with COVID-19 and the new Step-by-Step Plan that considers greater foot traffic allowance in malls;

End of fixed rental benefits granted to tenants; and

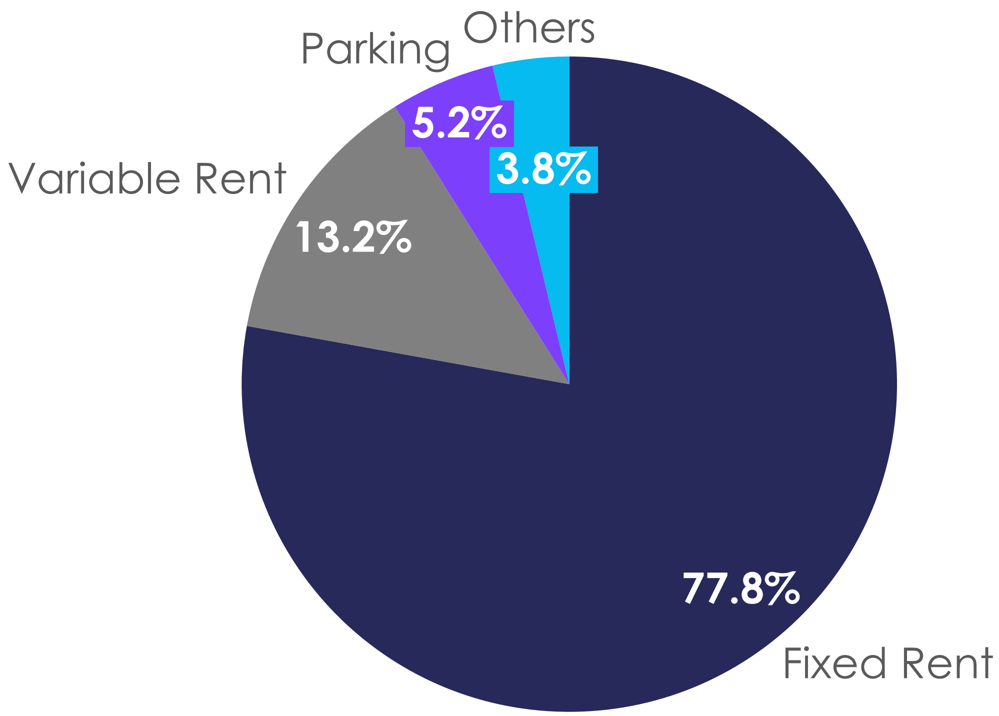
Gradual recovery of flow in shopping malls.



# Income indexed to inflation reaches 78%

CLP MILLION AS OF JUNE 30, 2022

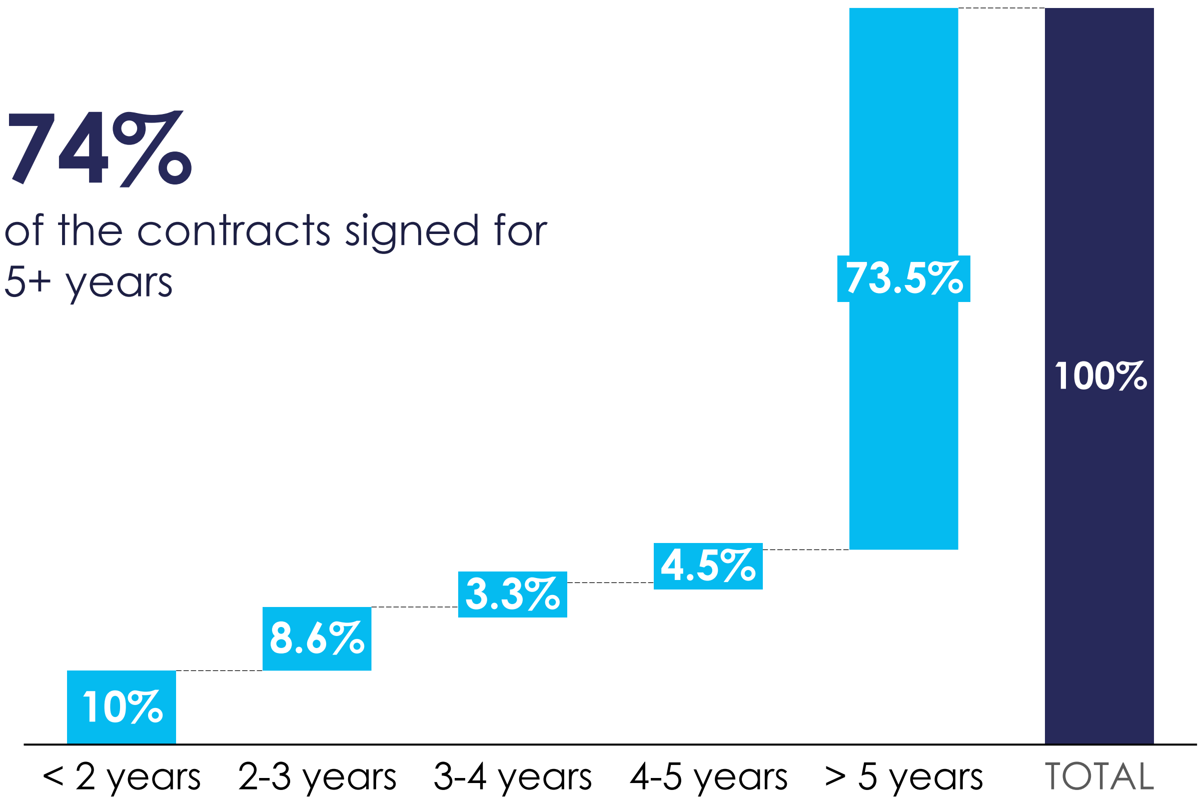
## Revenues Breakdown




## Contracts Length[1]

**74%**

of the contracts signed for 5+ years




1 Weighted average duration of contracts based on% of the Company's total GLA.

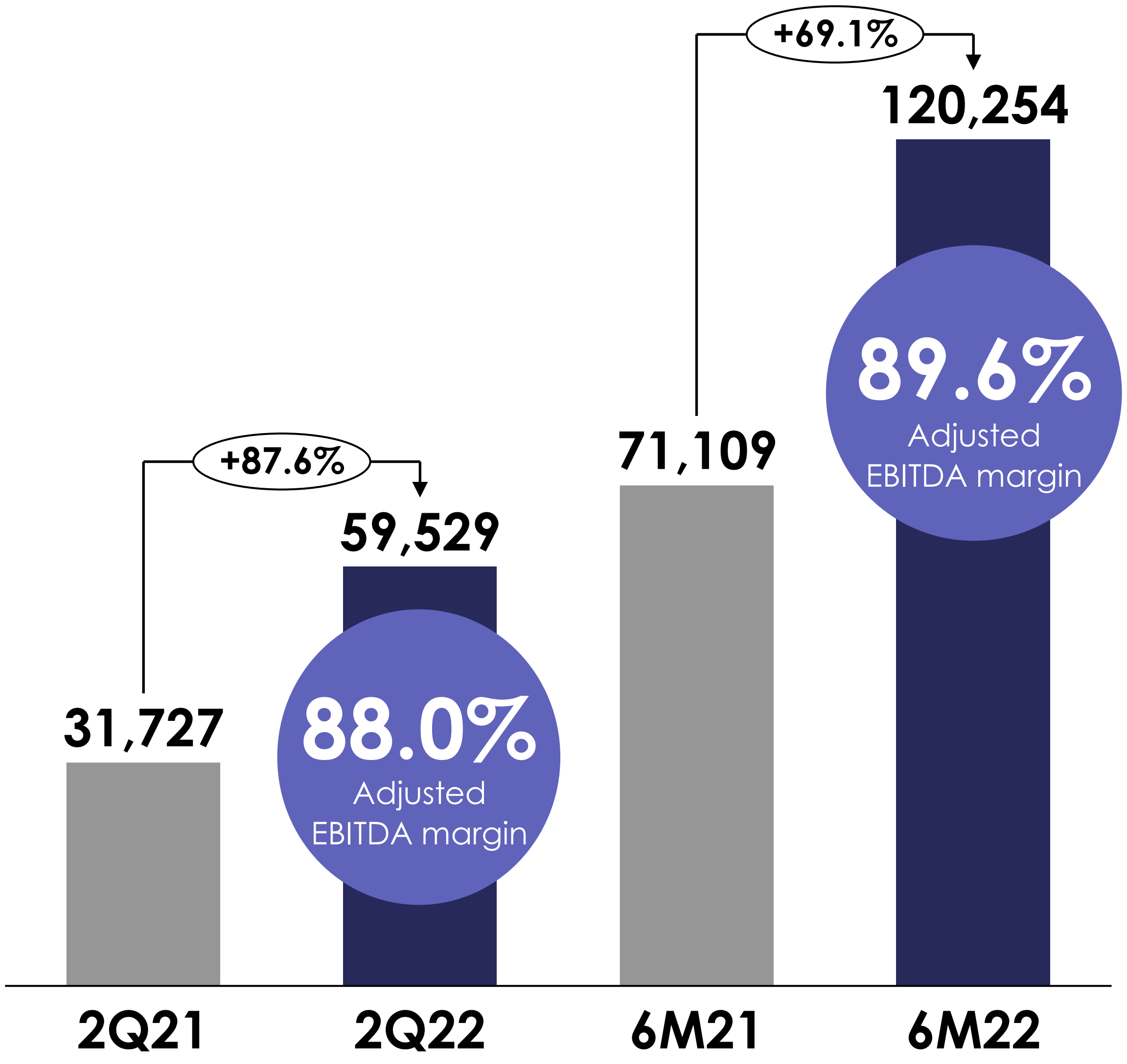
# EBITDA grows double digits and margin rises 300 bps

CLP MILLION AS OF JUNE 30, 2022

## Adjusted EBITDA

End of restrictions associated with COVID-19 and the new Step-by-Step Plan that allows greater capacity and end of fixed rental benefits;

Expense-to-income dilution, partially offset by an increase in loan loss provisions (compared to a reversal in 2021).

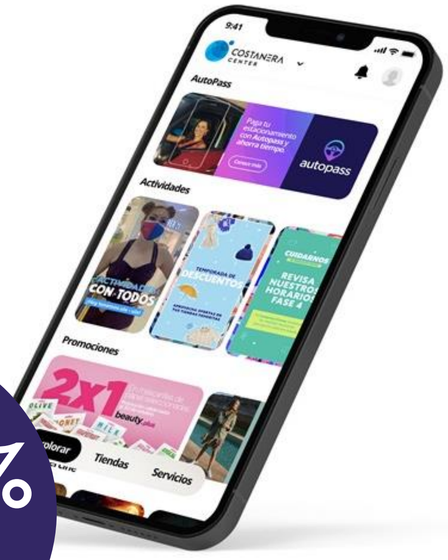


# FFO driven by higher profit

CLP MILLION AS OF JUNE 30, 2022

| FFO | 2Q22 | 2Q21 | Var. % | 6M22 | 6M21 | Var. % |
|---|---|---|---|---|---|---|
| Net Profit (loss) | 28,385 | 9,682 | 193.2% | 67,976 | 32,692 | 107.9% |
| (-) Other revenues | -11,649 | -13,134 | -11.3% | -10,197 | -16,925 | -39.8% |
| (-) Result of indexation units | -26,136 | -6,041 | 332.7% | -40,314 | -12,294 | 227.9% |
| (-) FX variations | 3,367 | -151 | N.A | 2,542 | -245 | N.A |
| (-) Income taxes | 15,383 | 3,637 | 322.9% | 17,922 | 4,607 | 289.1% |
| FFO | **47,421** | **25,370** | **86.9%** | **98,023** | **57,548** | **70.3%** |

- The 2Q22 registers an FFO of **CLP 47,421 million**, a growth of 86.9% compared to 2T21 explained by a higher profit in the period.




**+86.9%**
**FFO**
**(VS 2021)**

# Effects of inflation on results

CLP MILLION AS OF JUNE 30, 2022

| | 2Q22 | 2Q21 | Var. % | 6M22 | 6M21 | Var. % |
|---|---|---|---|---|---|---|
| Net Financial Cost | -1,179 | -2,619 | -55.0% | -3,276 | -5,235 | -37.4% |
| Diferencias Tipo Cambio | 3,367 | -151 | N.A | 2,542 | -245 | N.A |
| Resultado Unidad Reajuste | -26,136 | -6,041 | 332.7% | -40,314 | -12,294 | 227.9% |
| **Resultado No Operacional** | **-23,948** | **-8,811** | **171.8%** | **-41,048** | **-17,773** | **131.0%** |

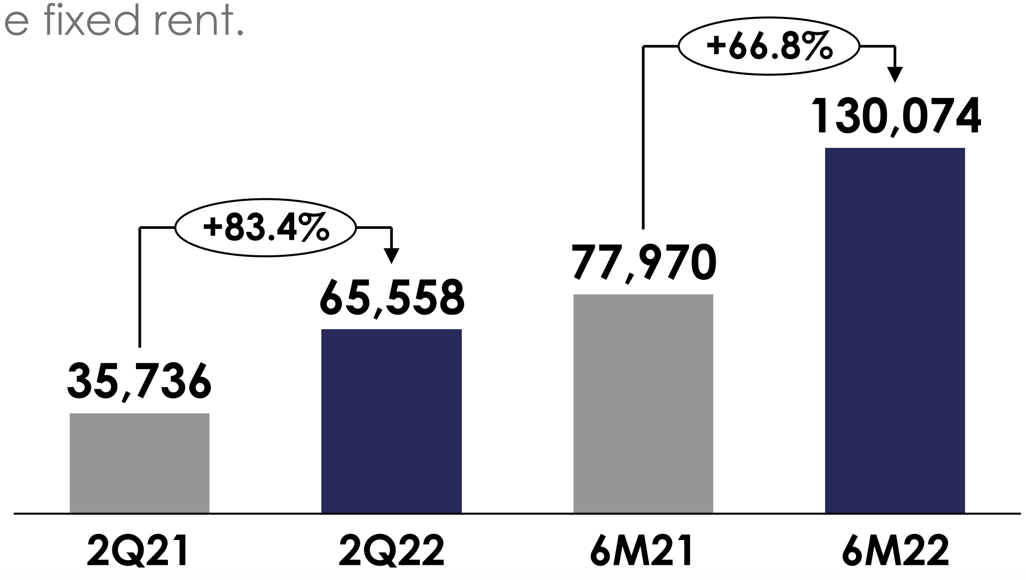
- Lower operating income explained by a higher loss from readjustment units associated with a higher **variation in the UF** compared to the same period in 2021; and
- Variation in the exchange rate difference, compared to the same period of 2021.

# Chile – Consumption & better contracts boost revenues

CLP MILLION AS OF JUNE 30, 2022

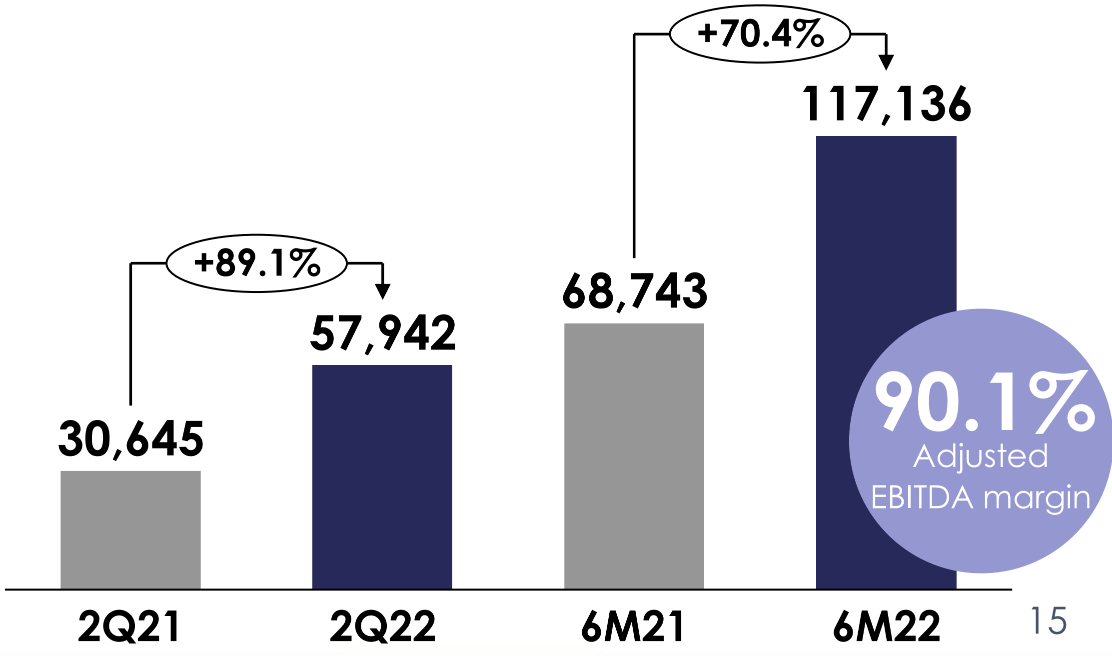
## REVENUES

- Better commercial conditions of the renewed and newly signed contracts;
- Despite presenting a slowdown in consumption with respect to the period of the previous year, this consumption is still at high levels, which achieve these results;
- End of the discounts granted to the tenants on the fixed rent.




## ADJUSTED EBITDA

- Better performance of the retail business, partially offset by a higher provision for seasonal bad debts after the collection of double rent of December (compared to a reverse in 2021) and higher administrative and sales expenses, after the normalization of operations.

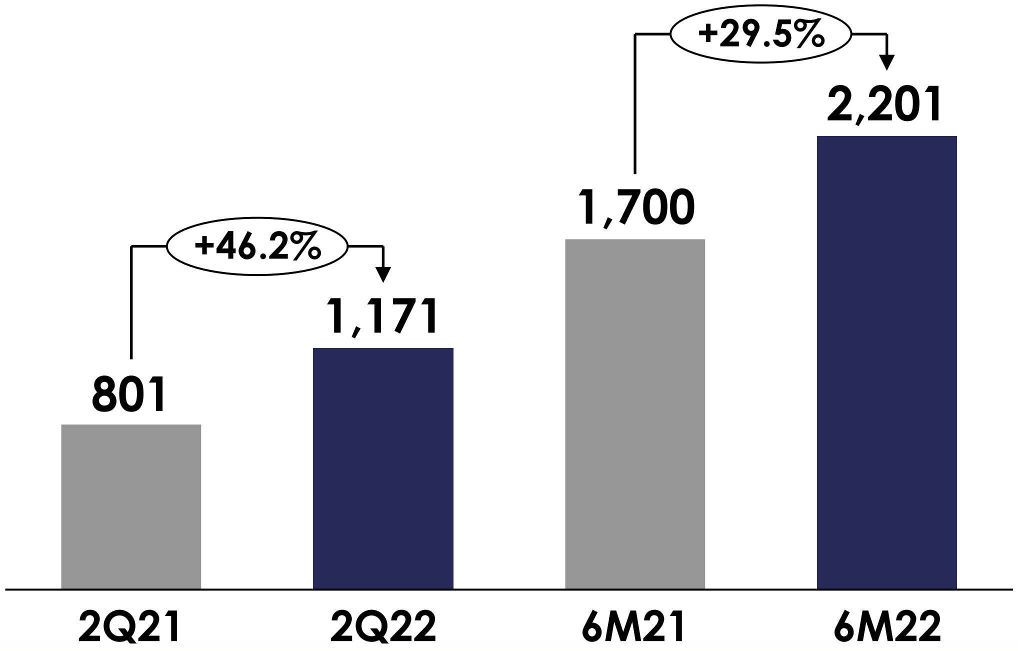


# Peru – Results improve due to lower restrictions

CLP MILLION AS OF JUNE 30, 2022

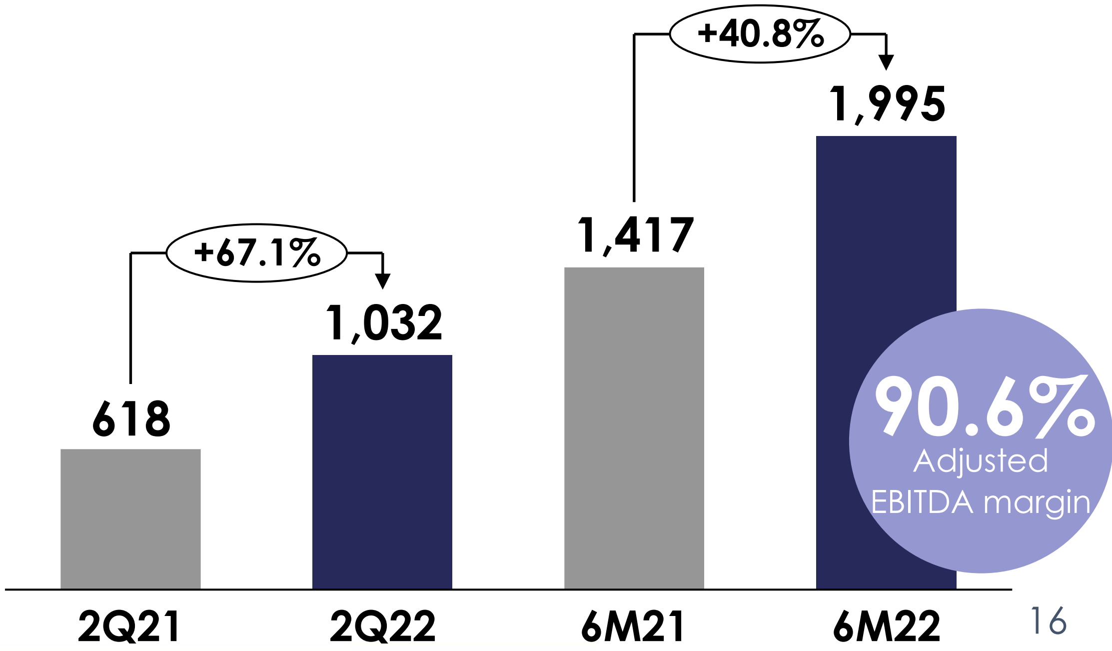
## REVENUES

- Fewer restrictions and capacity associated with COVID-19;
- End of the discounts granted to the tenants on the fixed rent.




## ADJUSTED EBITDA

- Higher revenues, which in turn are driven by the end of rental discounts, partially offset by higher expenses due to the gradual reopening of shopping centers.

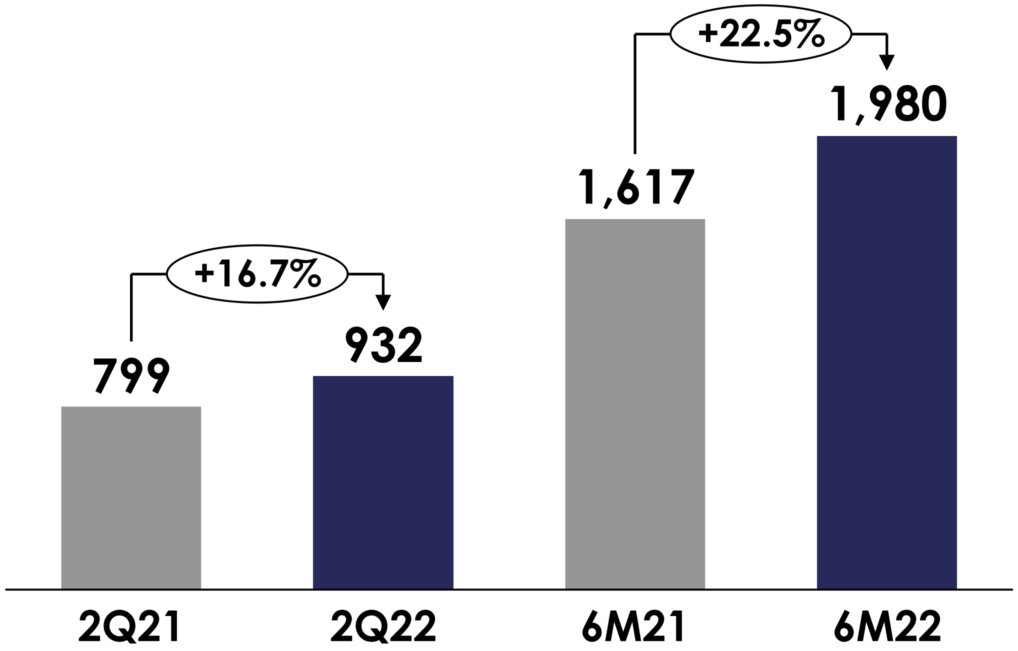


# Colombia – Income in line with the highest consumption

CLP MILLION AS OF JUNE 30, 2022

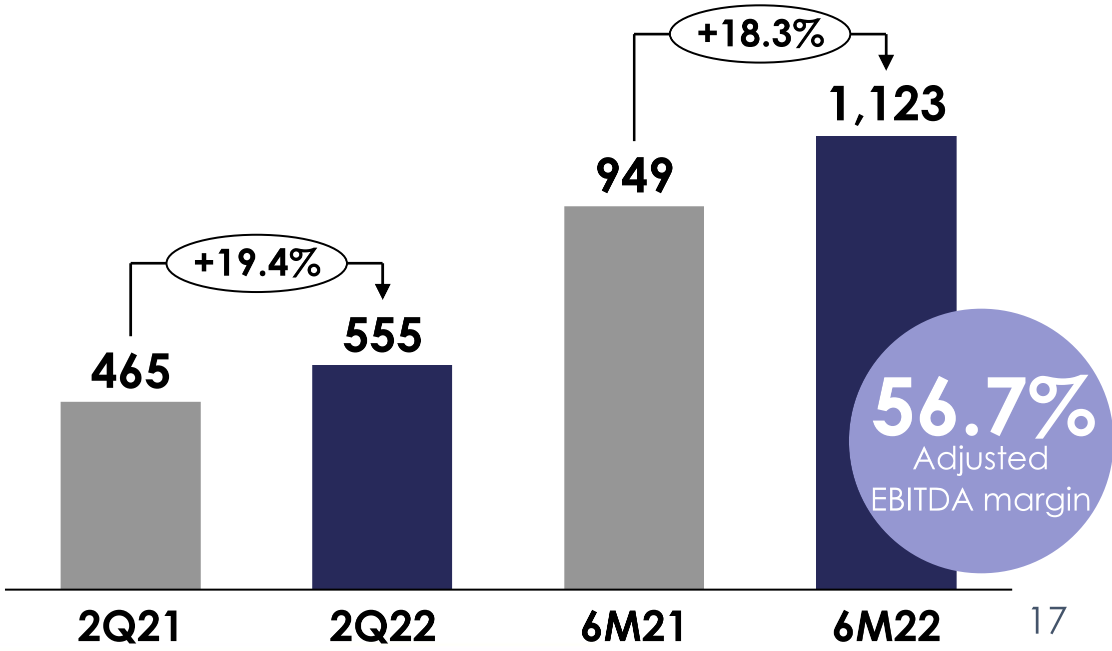
## REVENUES

- End of discounts granted to tenants on fixed rent;
- Lower comparison basis given the non-essential business closed days during 2021.




## ADJUSTED EBITDA

- Higher revenues and their consequent dilution of expenses, offset in part by higher amortizations, higher uncollectible and higher shopping center administration expenses.

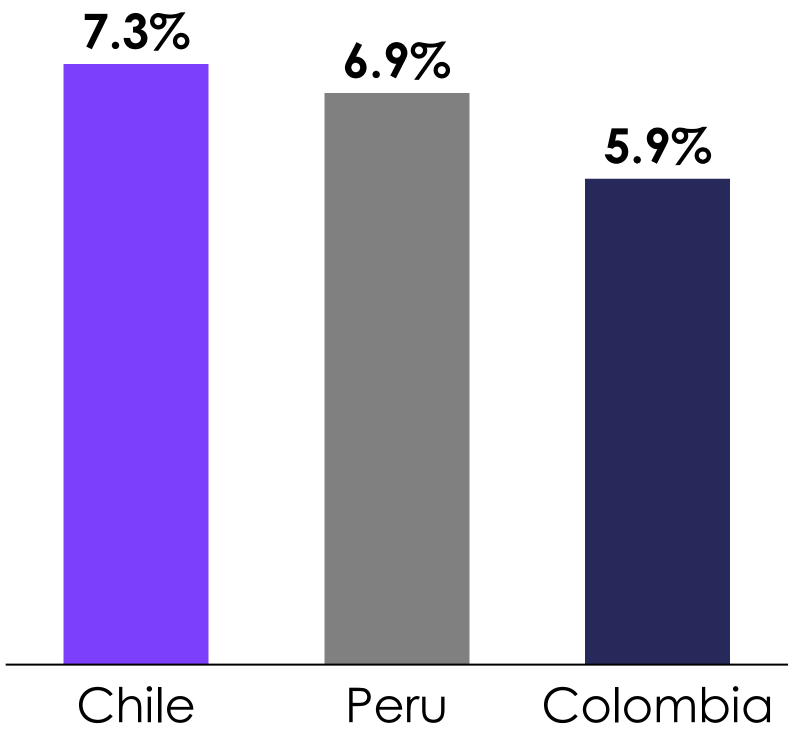


# Low occupancy costs and SSS growing double digits

| SSS | SSR | |
|---|---|---|
| +10.0% | +36% | Chile |
| +13.8% | +30% | Peru |
| +22.2% | +7.5% | Colombia |

## Occupancy Cost

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



# Conservative Capital Structure

CLP MILLION AS OF JUNE 30, 2022

| CLP million | Jun 22 | Dec 21 | Jun 21 |
|---|---|---|---|
| Gross Financial Debt | 635,812 | 595,692 | 571,187 |
| Duration (years) | 12.1 | 12.3 | 12.8 |
| Cash | 112,560 | 78,353 | 86,996 |
| Net Financial Debt | 523,252 | 517,339 | 484,191 |

| (in times)[3] | Jun 22 | Dec 21 | Jun 21 |
|---|---|---|---|
| Profit / Total Assets | 0.03 | 0,02 | 0,01 |
| Profit / Total Equity | 0.04 | 0,03 | 0,01 |
| NFD / LTM Adjusted EBITDA | 2.14 | 2,64 | 3,82 |

## 2.14 times

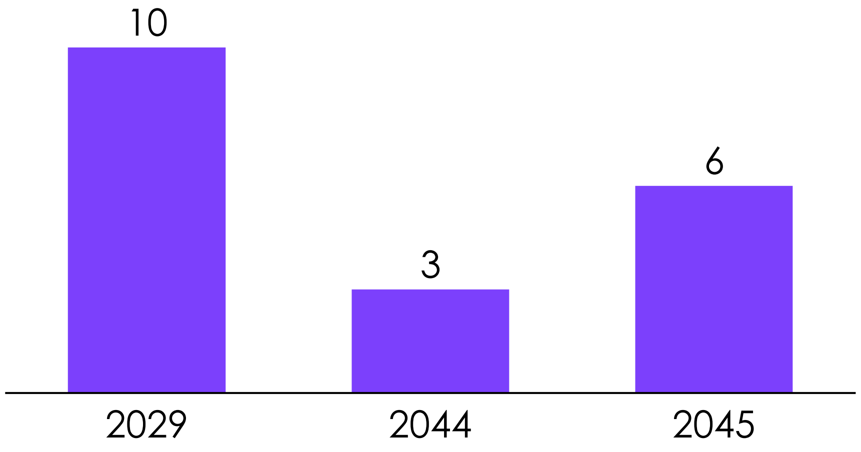
Lower NFD/Adj. EBITDA of the industry

**Local Risk Classification:** Feller.Rate AA+ Humphreys AA+

- As of June 2022, **100% of the Company's debt** exposed to interest rates is agreed at a fixed rate. This debt corresponds to obligations with the public in *Unidades de Fomento* (UF);
- The duration of the debt is **12.1 years**;
- The average cost of debt is 1.54%[1]

## Manageable

Amortization Schedule[2]




1. Annual cost of debt estimated as the weighted average of the coupon rate of each of the issues with the respective amounts issued.
2. Considers capital amortizations. Figures in UF millions.
3. Results ratios consider Profit of the last twelve months.

Shopping Centers

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