

Conference Call

May 18th, 2023



EMPRESAS COPEC



DISCLAIMER

This presentation may include market outlooks and forward-looking statements, which are based on the beliefs and assumptions of Empresas Copec's management and on information currently available to the Company. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur in the future. Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the future results of Empresas Copec and could cause results to differ materially from those expressed in such forward-looking statements. This presentation contains certain performance measures that have been adjusted with respect to IFRS definitions, such as "EBITDA".



- I. **CONSOLIDATED RESULTS**
 - II. REVIEW BY BUSINESS DIVISION
 - III. HIGHLIGHTS OF THE QUARTER
 - IV. Q&A
-



Highlights

Higher **results** QoQ, explained by less unfavorable non-operating results in Arauco, and lower results YoY, associated to Arauco and Copec



ESG MILESTONES

FORESTRY RESULTS INCREASED QoQ AND DECREASED YoY

- QoQ, higher other income, due to negative effect in biological assets revaluation on 4Q22.
- Volumes and prices decreased QoQ.
- YoY, drop in volumes, added to lower prices in the wood segment.
- Increased other expenses, due to plant temporary stoppages and forestry fires.

HIGHER QoQ AND LOWER YoY RESULTS IN ENERGY

- Higher results QoQ due to lower administration and distribution costs.
- Volumes increased in Chile.
- Lower results YoY in Copec Chile, Mapco and Terpel.
- Decreased non-operating income, due to the sale of Mapco's gas stations in 1Q22.

PROJECTS AND OTHER DEVELOPMENTS

- Empresas Copec held its Ordinary Shareholders' Meeting, where its Investment Plan for 2023 was communicated.
- Arauco published an update on forest fires.
- Copec announced the sale of Mapco.

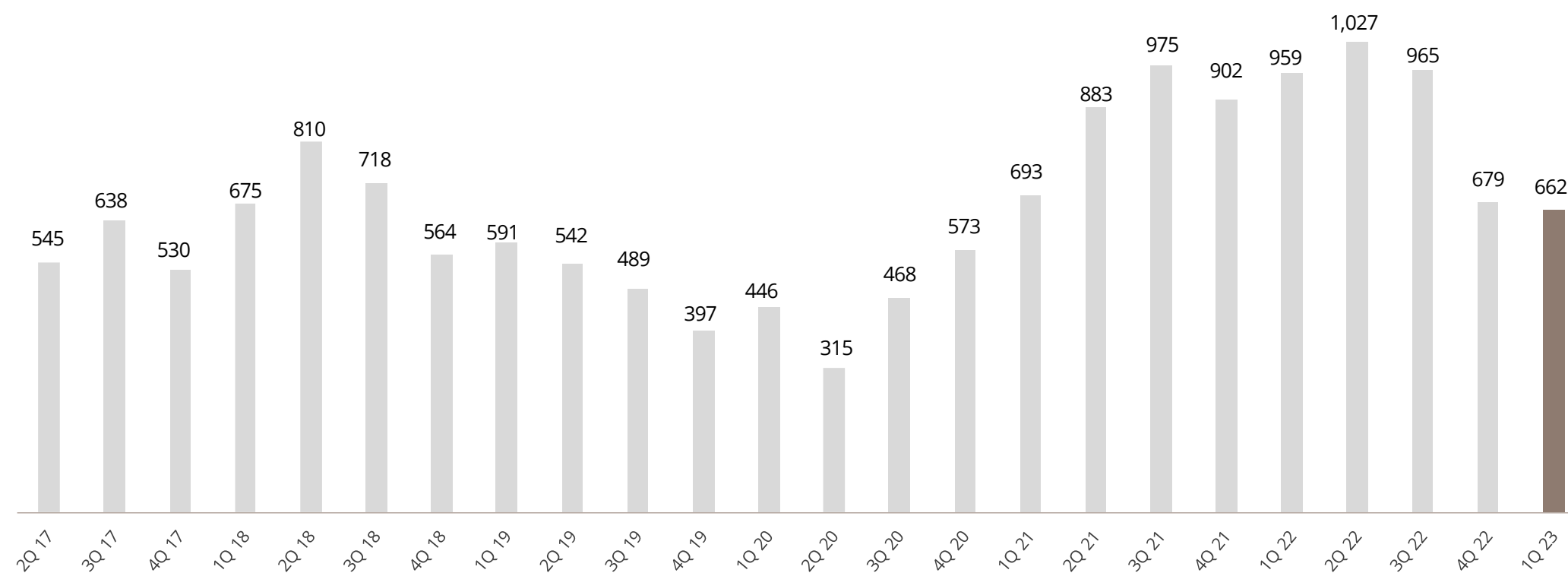
The Company published its first Integrated Report.

Arauco issued sustainable bonds.

Copec announced the beginning of its electric charging terminals operations and the launch of its digital payment app, Copec Pay.

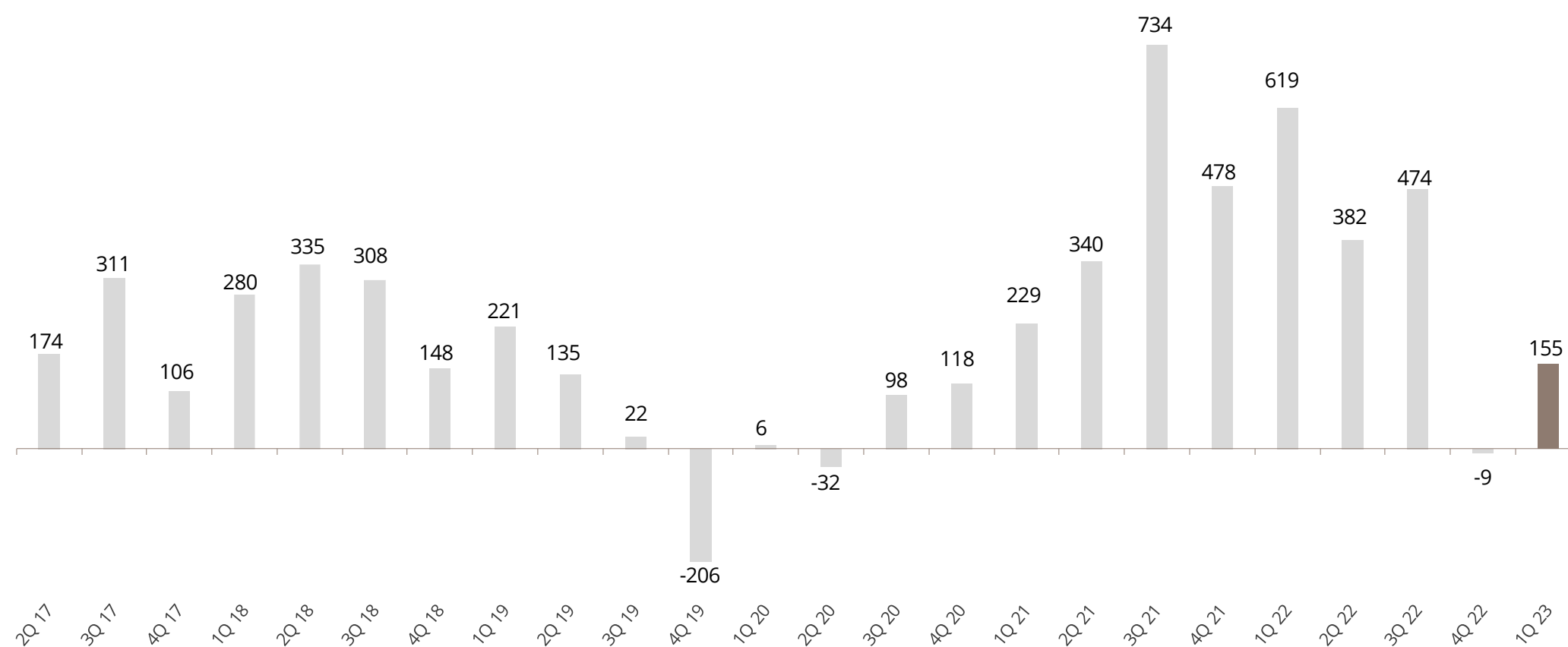


I. CONSOLIDATED RESULTS – Quarterly Performance



662

EBITDA down YoY
and QoQ

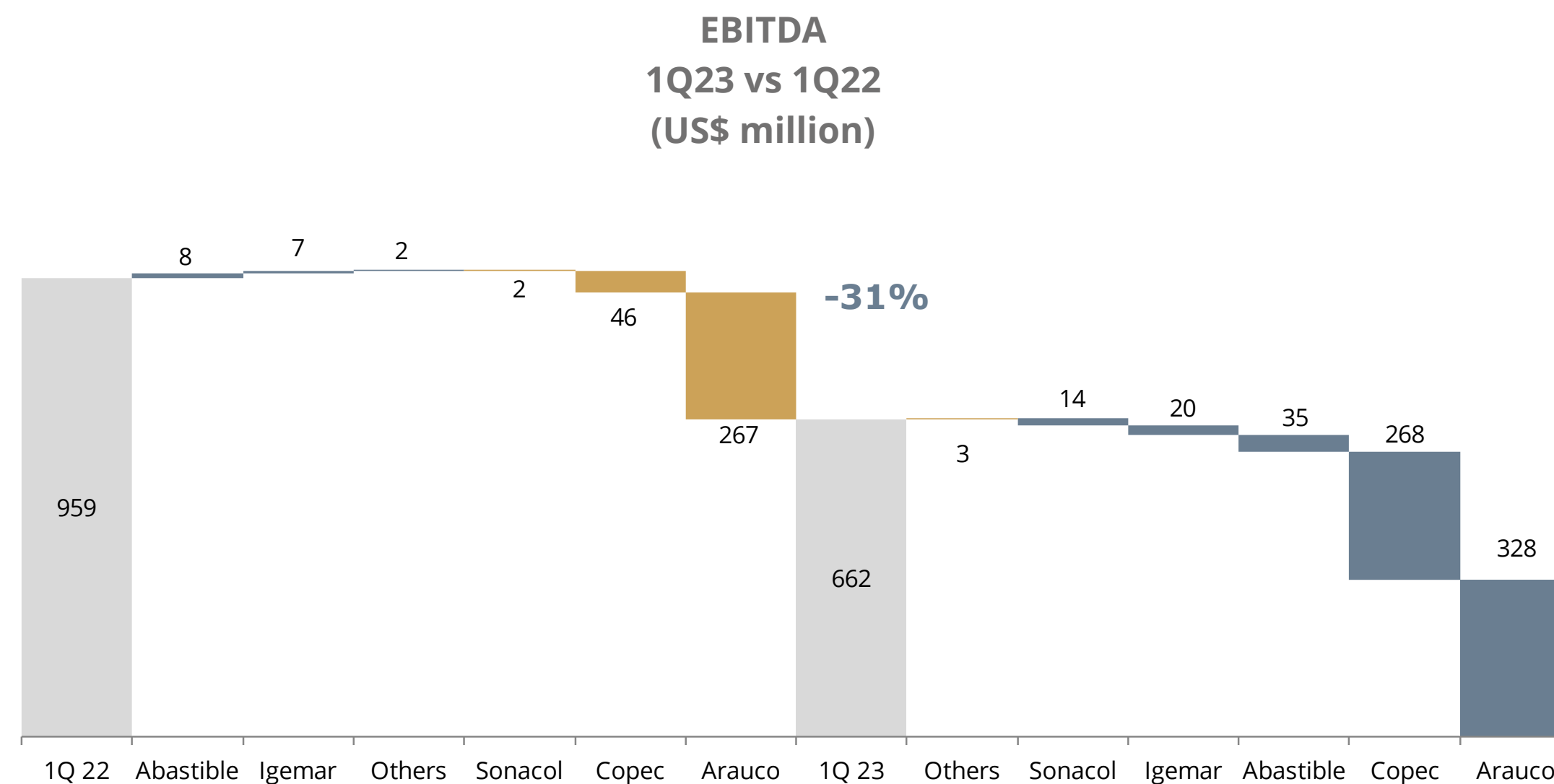


155

Higher **Net Income** QoQ,
lower YoY.



I. CONSOLIDATED RESULTS – *Quarterly Performance*

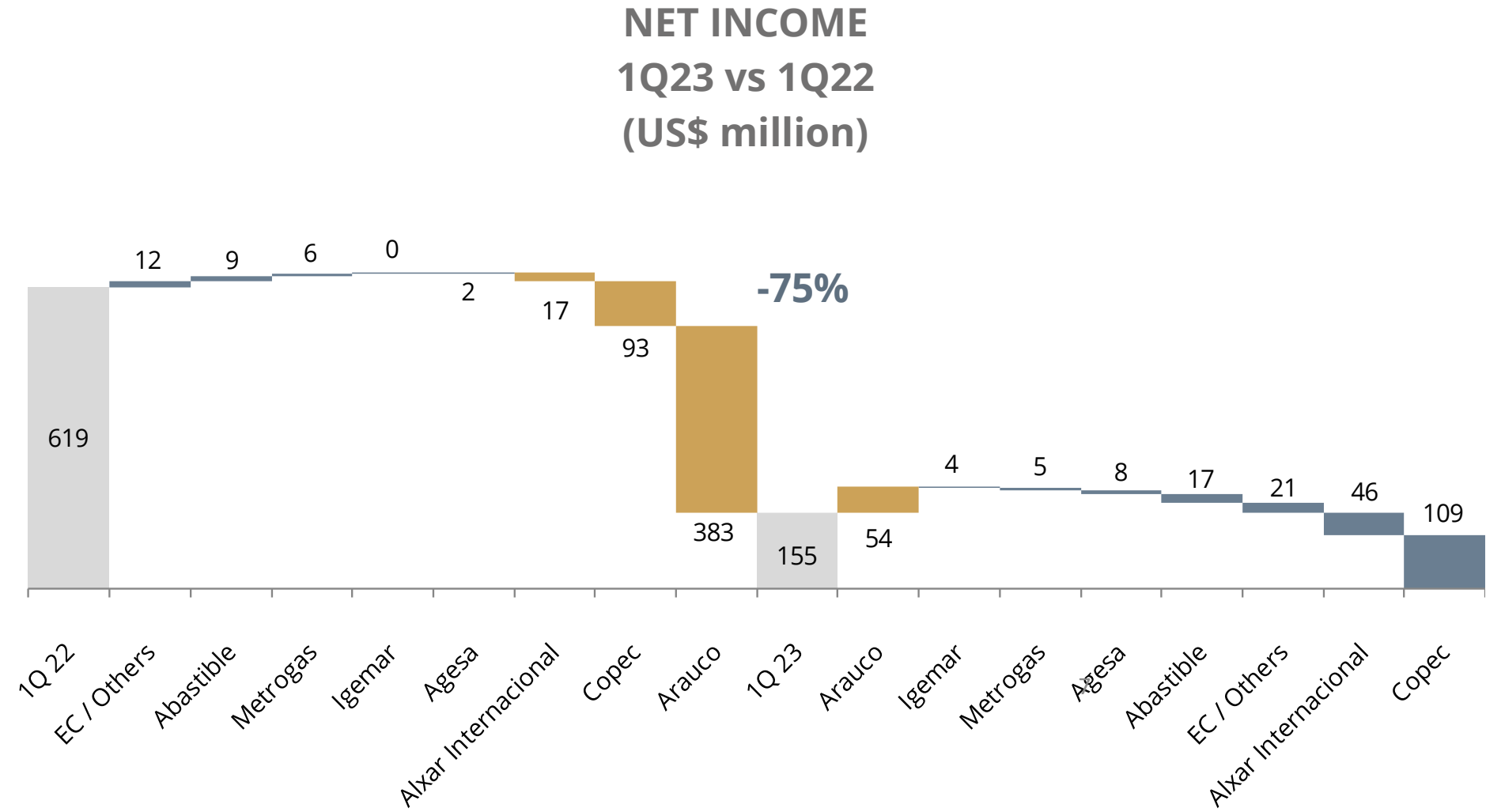


In the forestry sector **EBITDA** decreased due to drops in volumes of pulp and wood products, added to lower prices of the latter.

The energy sector **EBITDA** was lower, associated to higher administration and distribution costs, offset by increased volumes in Copec Chile and Terpel.



I. CONSOLIDATED RESULTS – *Quarterly Performance*



- **Net Income** decreased, associated to lower operating and non-operating income.
- Arauco had lower operating income, due to a drop in volumes, added to an unfavorable non-operating income explained by expenses on temporary shutdowns and forest fires.
- Decreased net income at Copec, explained by the sale of Mapco's gas stations in 1Q22, coupled with lower operating result.
- Alxar Internacional had lower results from Mina Justa, explained by lower prices and higher cash costs.



I. CONSOLIDATED RESULTS – Quarterly Performance

EMPRESAS COPEC

Drop in net income explained by decreased operating and non-operating results.

LOWER OPERATING INCOME

- Decreased results at Arauco, explained by lower volumes of pulp, panels and sawn timber, coupled with lower prices of the last two, and higher unit costs for all fibers, partly, due to the ramp-up of MAPA.
- Lower results in Copec, related to higher administration and distribution costs. Stable gross margins, despite a negative effect of inventories revaluation.

UNFAVORABLE NON-OPERATING INCOME

- Higher other expenses associated to temporary plant stoppages for US\$ 140 million and forest fires for US\$43 million.
- Lower other income due to the sale of gas stations in Mapco on 1Q22.
- Higher net financial expenses for US\$ 50 million.

CONSOLIDATED INCOME STATEMENT

Million USD	1Q 23	1Q 22	Change
Net income	155	619	(464)
Operating income	339	667	(329)
Non-operating income	(189)	124	(313)
Other Income	85	142	(57)
Other expenses	(220)	(37)	(183)
Other profit (loss)	(5)	(0)	(5)
Financial Income	36	17	19
Financial expense	(155)	(86)	(69)
Profit in associates and JV's	69	88	(19)
Exchange Differences	18	12	6
Gain (losses) on net monetary position	(17)	(11)	(6)
Taxes	15	(150)	165
EBITDA	665	959	(295)



I. CONSOLIDATED RESULTS – Quarterly Performance

FINANCIAL RATIOS

Profitability	1Q 23	4Q 22	1Q 22
Operating margin	4.3%	4.7%	9.1%
EBITDA margin	8.3%	9.0%	13.1%
ROCE	11.5%	13.4%	15.5%

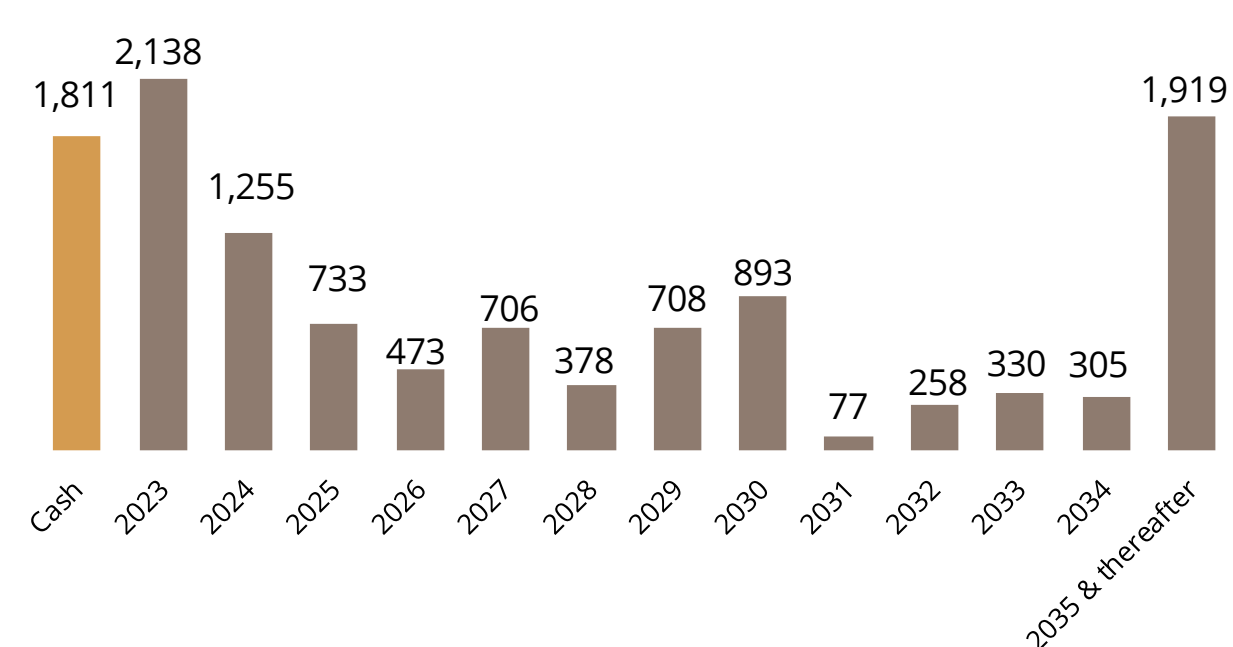
Leverage	1Q 23	4Q 22	1Q 22
EBITDA / net interest expense	9.8	12.6	12.9
Net debt / EBITDA	2.7x	2.3x	1.9x

COMMENTS

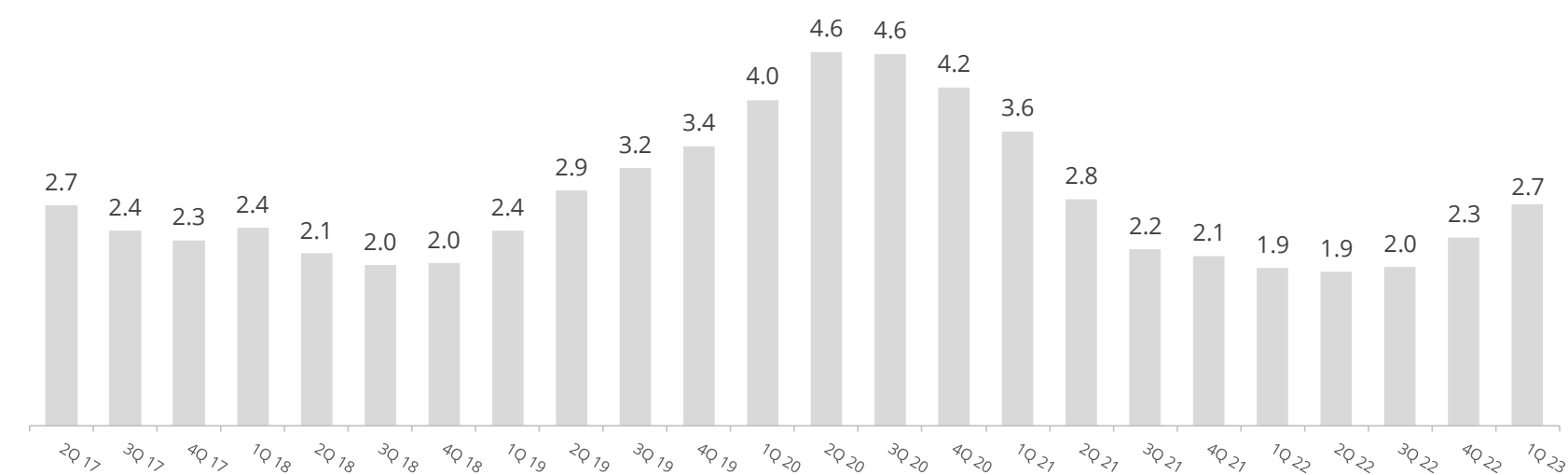
- **Net debt / EBITDA** increased YoY, due to a lower EBITDA and higher net debt.
- **EBITDA** decreased YoY.
- **Well-balanced debt schedule** for the coming years.
- During April, Arauco **issued local sustainable bonds** for US\$ 250 million.

FINANCIAL DEBT MATURITIES

Figures in US\$ million



NET FINANCIAL DEBT / EBITDA





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FORESTRY



ARAUCO

Net income decreased due to lower operating and non-operating income.

LOWER OPERATING INCOME

- Drop in pulp, panels and sawn timber volumes.
- Lower panels and sawn timber prices, partly offset by higher prices in pulp.
- Increased unit selling cost for all segments.

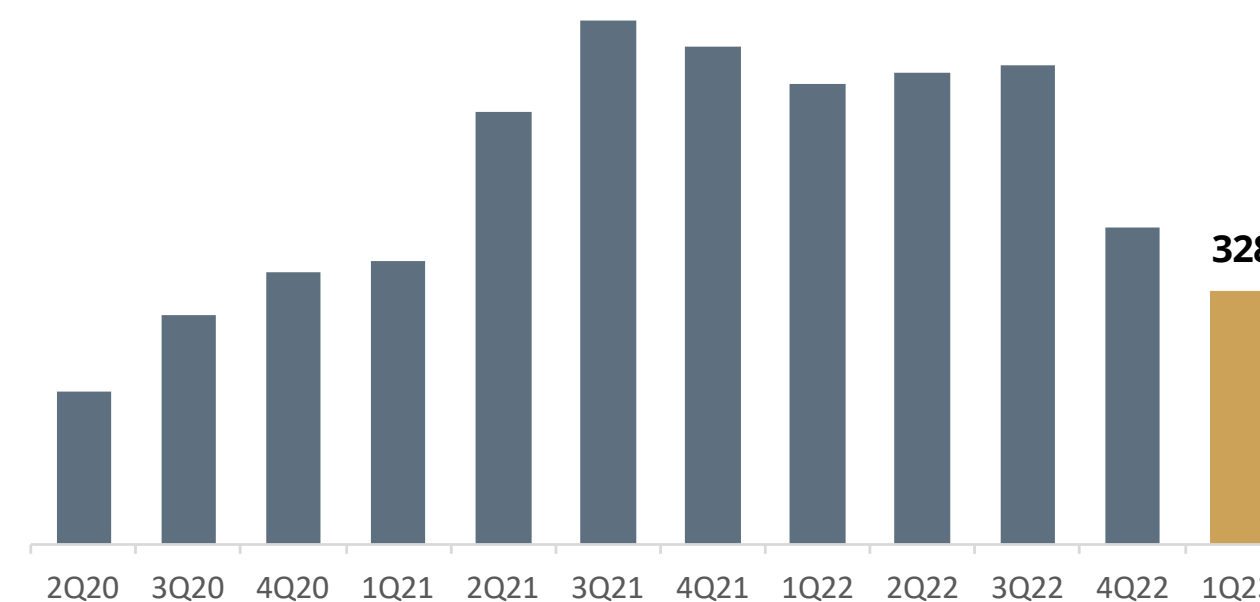
UNFAVORABLE NON-OPERATING INCOME

- Higher other expenses, associated to plant temporary stoppages of Nueva Aldea, Constitución, Arauco and Esperanza, for US\$ 140 million, and forest fires net effect for US\$43 million.
- Higher net financial expenses, due to interests associated to MAPA no longer being capitalized.

ARAUCO – INCOME STATEMENT

Million US\$	1Q 23	1Q 22	Change
Net income	(54)	329	(383)
Operating income	95	384	(289)
Non-operating income	(207)	22	(229)
Taxes	58	(77)	134
EBITDA	328	595	(267)

EBITDA
(US\$ million)



*Does not include expenses for closures and detentions of plants in Arauco por US\$ 140 million



PULP

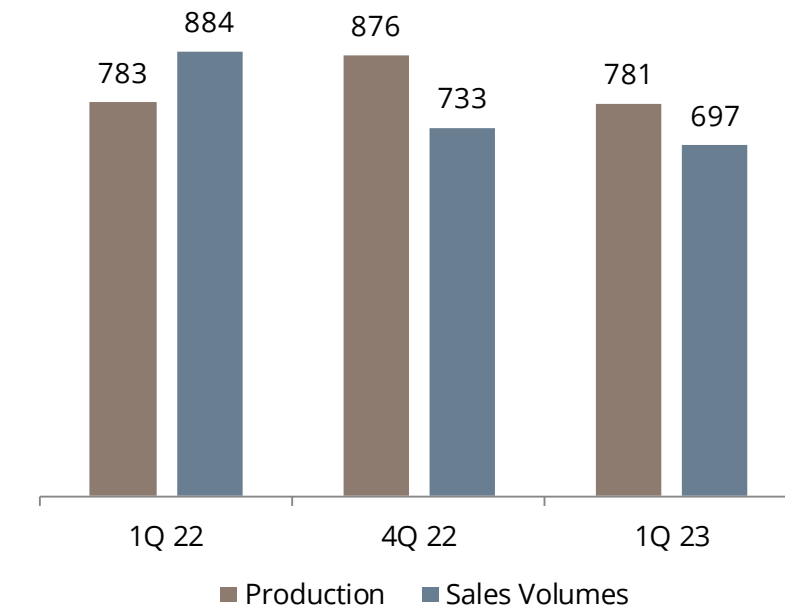
- YoY: EBITDA down, explained by lower volumes, offset by higher prices.
- Increased unit selling costs for unbleached softwood, bleached softwood, dissolving pulp and bleached hardwood of 36.9%, 13.9%, 10.0% and 6.2%, respectively.
- QoQ: EBITDA down, due to lower prices and volumes.
- Unit selling costs for bleached hardwood and unbleached softwood were up 9.7% and 7.7%, partly offset by a decline in dissolving pulp and bleached softwood of 0.9% and 0.6%, respectively.

MAINTENANCE STOPPAGES (DAYS)

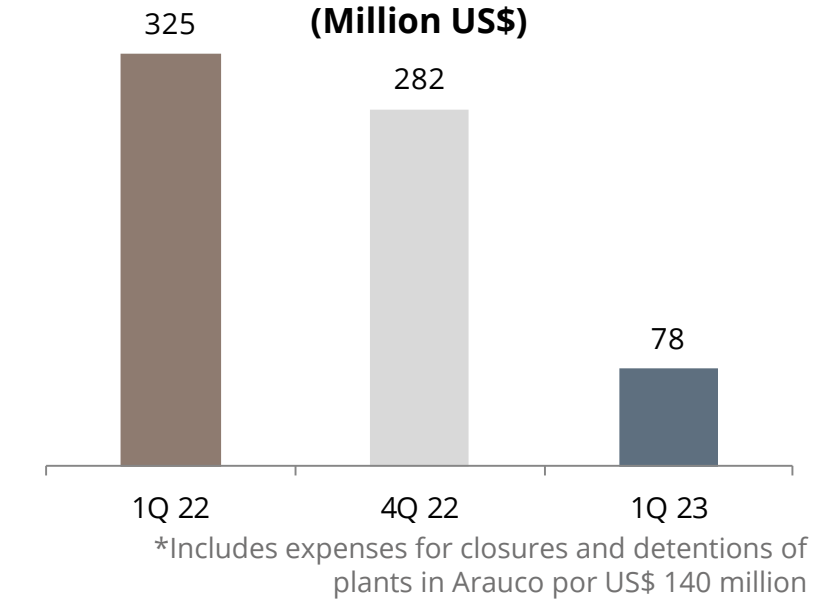
Country	Instalation	2023			
		1Q	2Q	3Q	4Q
Chile	Arauco L2				16
	Arauco L3			11	
	Constitución	108			
	Licancel				
	Nueva Aldea		16		
	Valdivia		119		
Argentina	Esperanza		35	14	
Uruguay	Montes del Plata		10		

II. REVIEW BY BUSINESS DIVISION – Forestry

PULP - Production & sales volumes (Th. tons)



PULP – EBITDA (Million US\$)



	Net Sales	Price	Sales Volume
Y o Y	-12.6%	9.4%	-21.1%
Q o Q	-10.6%	-7.8%	-4.9%



Pulp

- Pulp prices decreased, while global inventories increased, following trends of 4Q22.
- Higher hardwood production in Northern Europe was placed in Asia. Softwood lower demand and new production capacity put pressure on prices.
- In China, paper markets were weaker than expected, with high levels of inventories and lower operation rates in the tissue industry. On the supply side, additional volumes from other producers, Russian exports and shipments deviations from other destinations, put pressure on prices.
- In Europe, pulp demand decreased, due to lower paper demand and production. Demand from the tissue industry remained stable:
- Spot prices were lower than contract prices, due to increased pulp inventories, mainly in ports.
- Hardwood prices decreased more than softwood prices.
- Dissolving pulp markets remained stable. Prices slightly increased during February and March. In the viscose market, producers increased their operation rate to 70% - 80%, due to higher demand and exports.
- Production was affected by the unscheduled shutdown of Constitución and Nueva Esperanza mills. Additionally, Arauco's line 3 began its production.

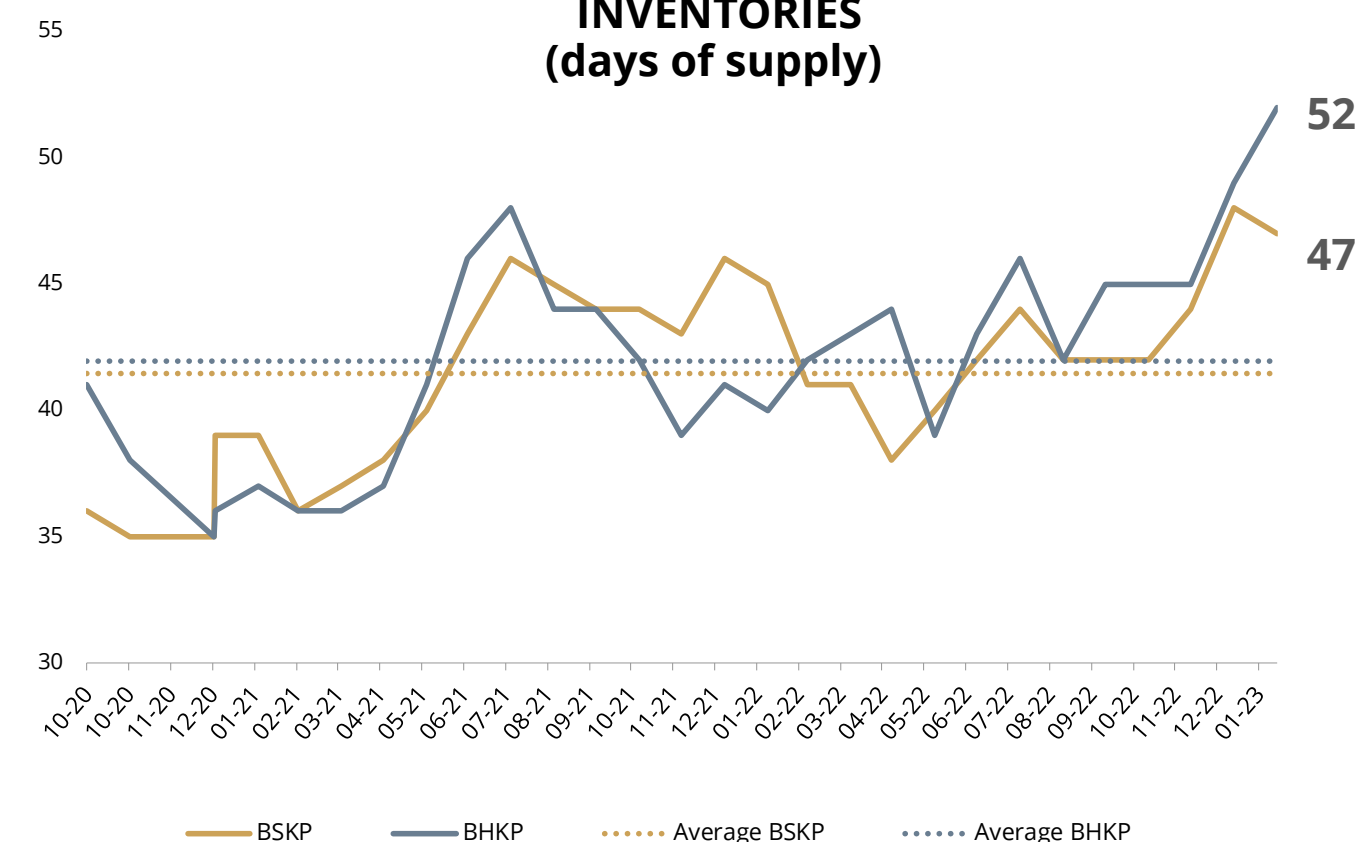
II. REVIEW BY BUSINESS DIVISION – Forestry

GLOBAL BCP DEMAND VARIATION (In '000 tonnes)

	2023	2022	%
North America	990	1,100	-10.0%
Europe	2,335	2,795	-16.5%
China	3,515	3,060	14.9%
Other Asia	1,460	1,515	-3.6%
Rest of the world	735	725	1.4%
Total (th. tons)	9,035	9,195	-1.7%

* Accumulated as of March 2023

INVENTORIES (days of supply)

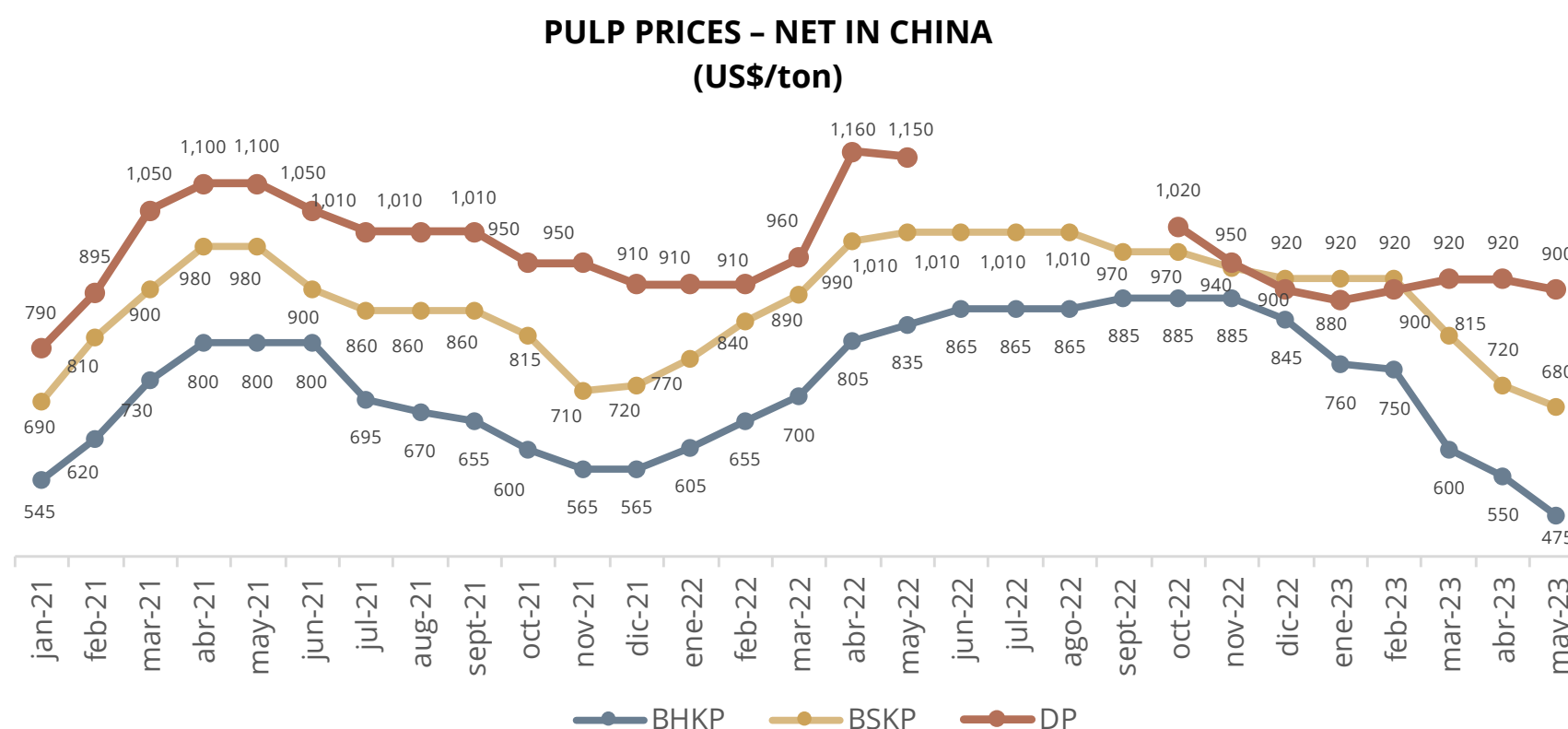


* February 2023



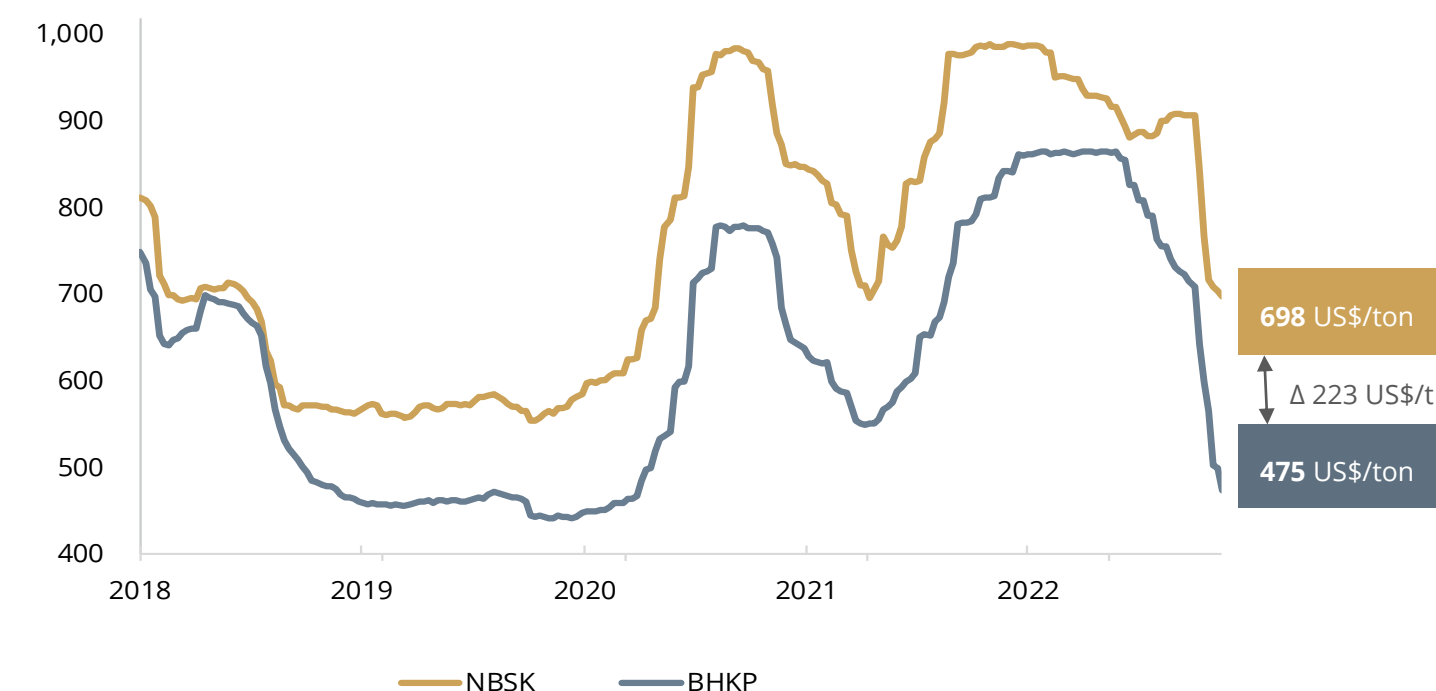
Pulp - Outlook

- In China, paper demand is increasing, but not enough to offset the lower export of paper.
- Paper producers are keeping low pulp inventories, because they expect prices to continue deteriorating on higher supply.
- In Europe, paper demand has decreased, and most of the paper producers are stopping production several days a month. Though margins have improved due to lower pulp prices, energy and chemical costs, they prefer to decrease their operating rate rather than drop prices
- The coming months could continue to be challenging, but pulp prices are believed to be close to the bottom, as several producers will have to start taking market downtime.

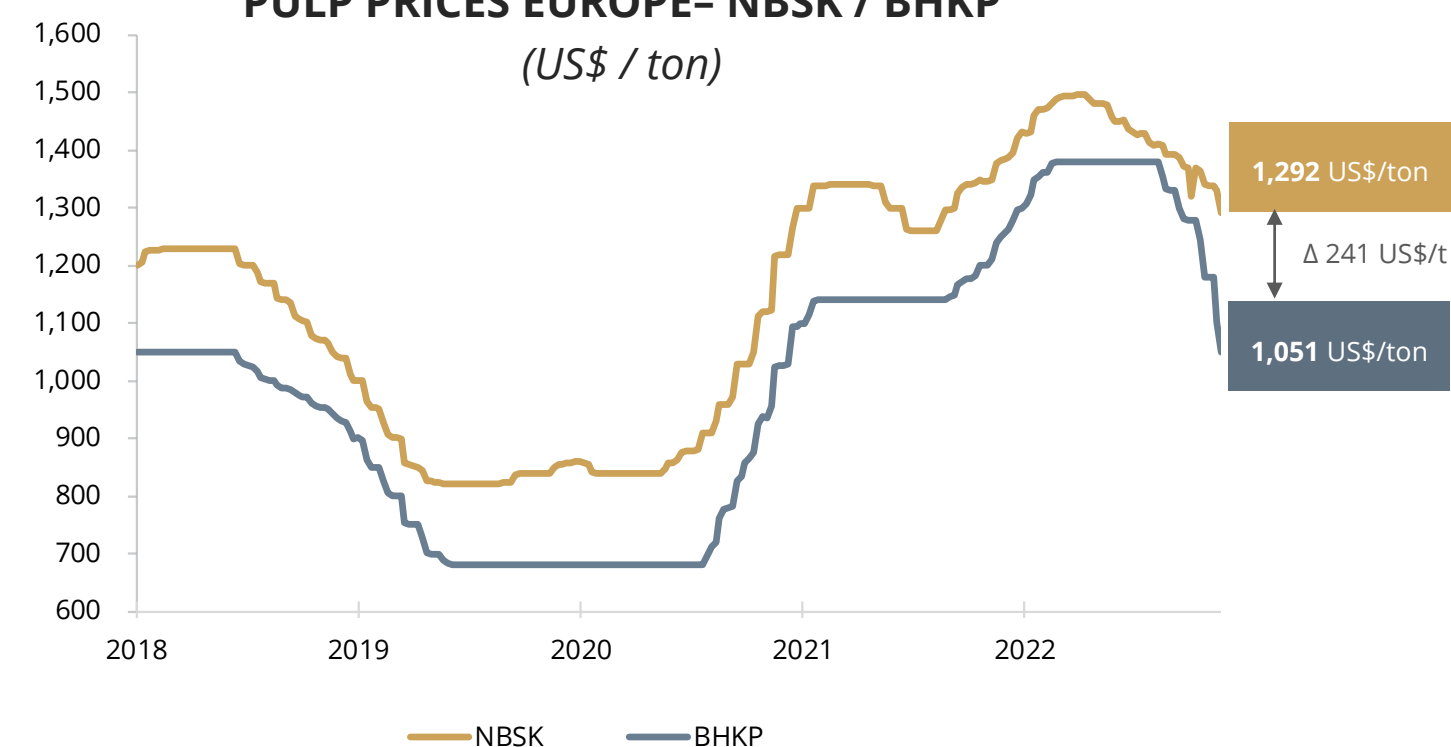


II. REVIEW BY BUSINESS DIVISION – Forestry

PULP PRICES CHINA- NBSK / BHKP
(US\$ / ton)



PULP PRICES EUROPE- NBSK / BHKP
(US\$ / ton)

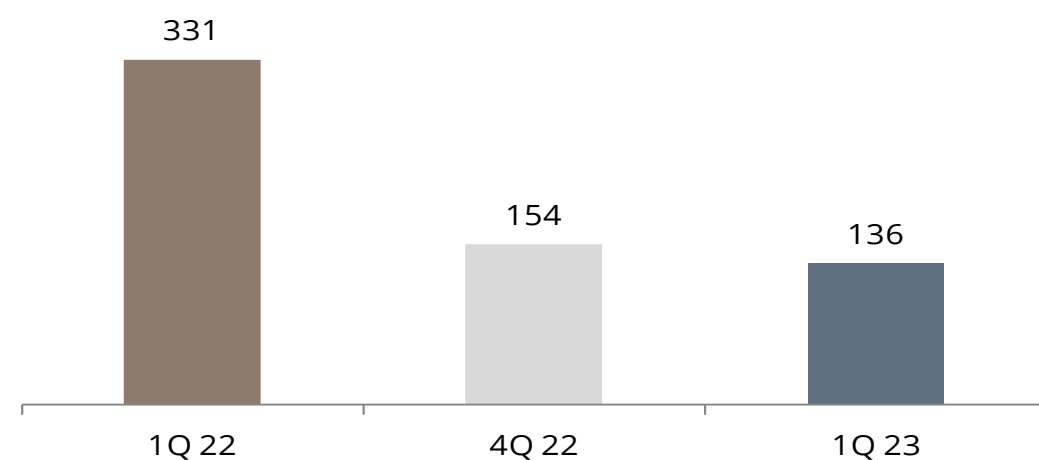


*Arauco, RISI. As of May 16th, 2023

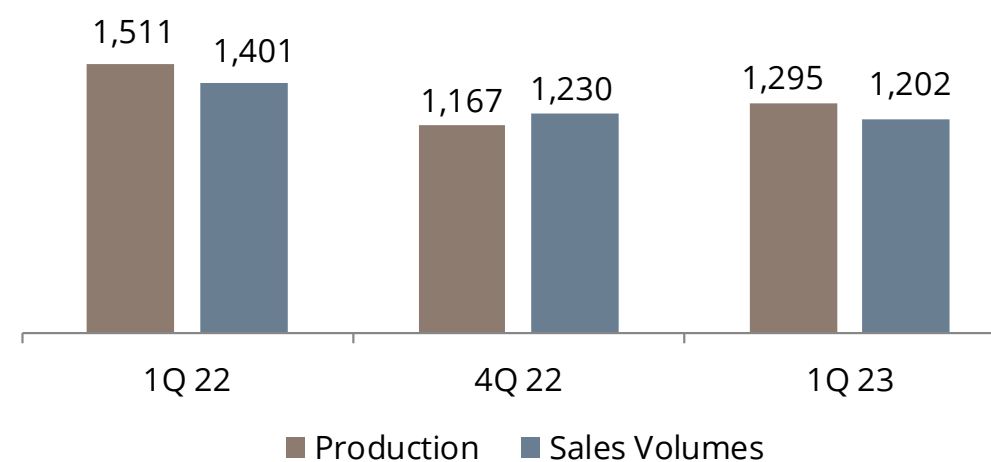


Wood Products

WOOD PRODUCTS - EBITDA
(Million US\$)



PANELS
Production & sales volumes
(Th. m3)

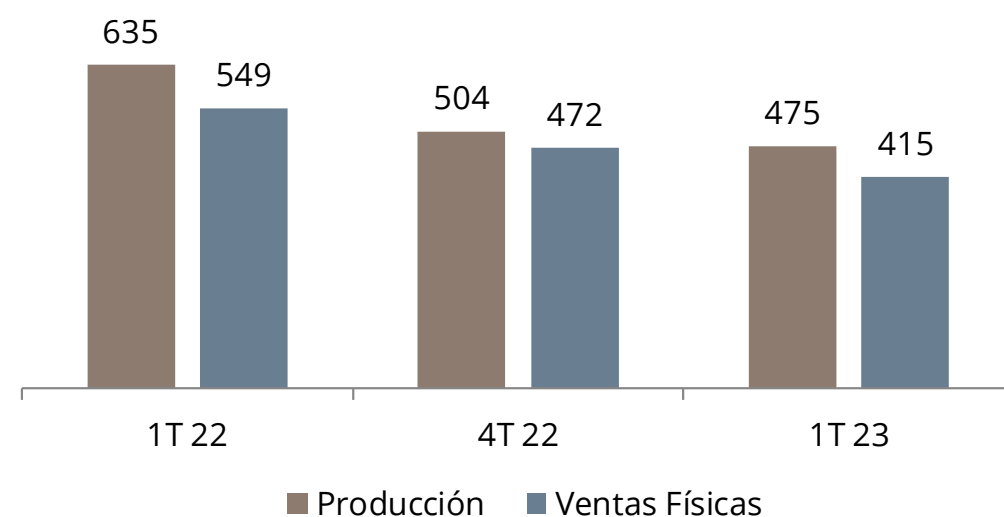


Panels

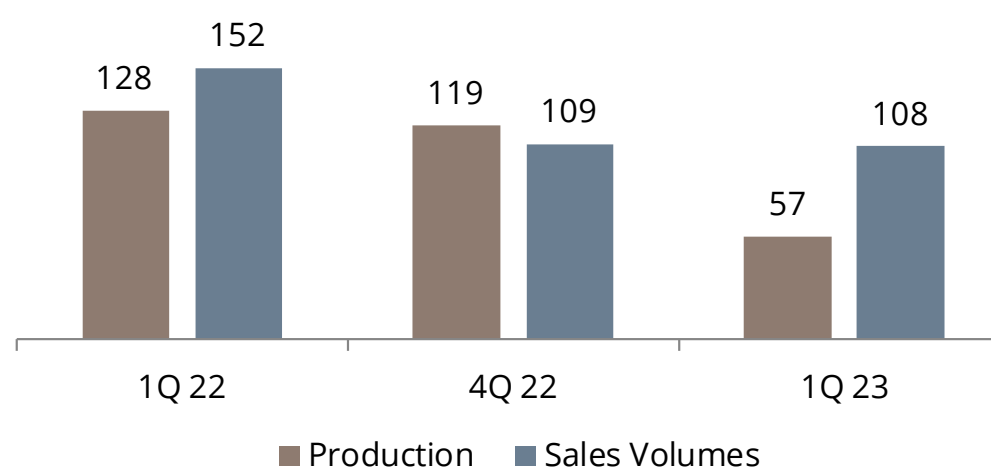
	Price	Sales Volume
Y o Y	-3.9%	-14.2%
Q o Q	-2.5%	-2.3%

*MDF, PBO and HB.

SAWN TIMBER
Production & sales volumes
(Th. m3)



PLYWOOD
Production & sales volumes
(Th. m3)



Solid Wood*

	Price	Sales Volume
Y o Y	-14.9%	-25.4%
Q o Q	-5.3%	-10.0%

*Includes sawn timber, remanufactured solid wood and plywood.

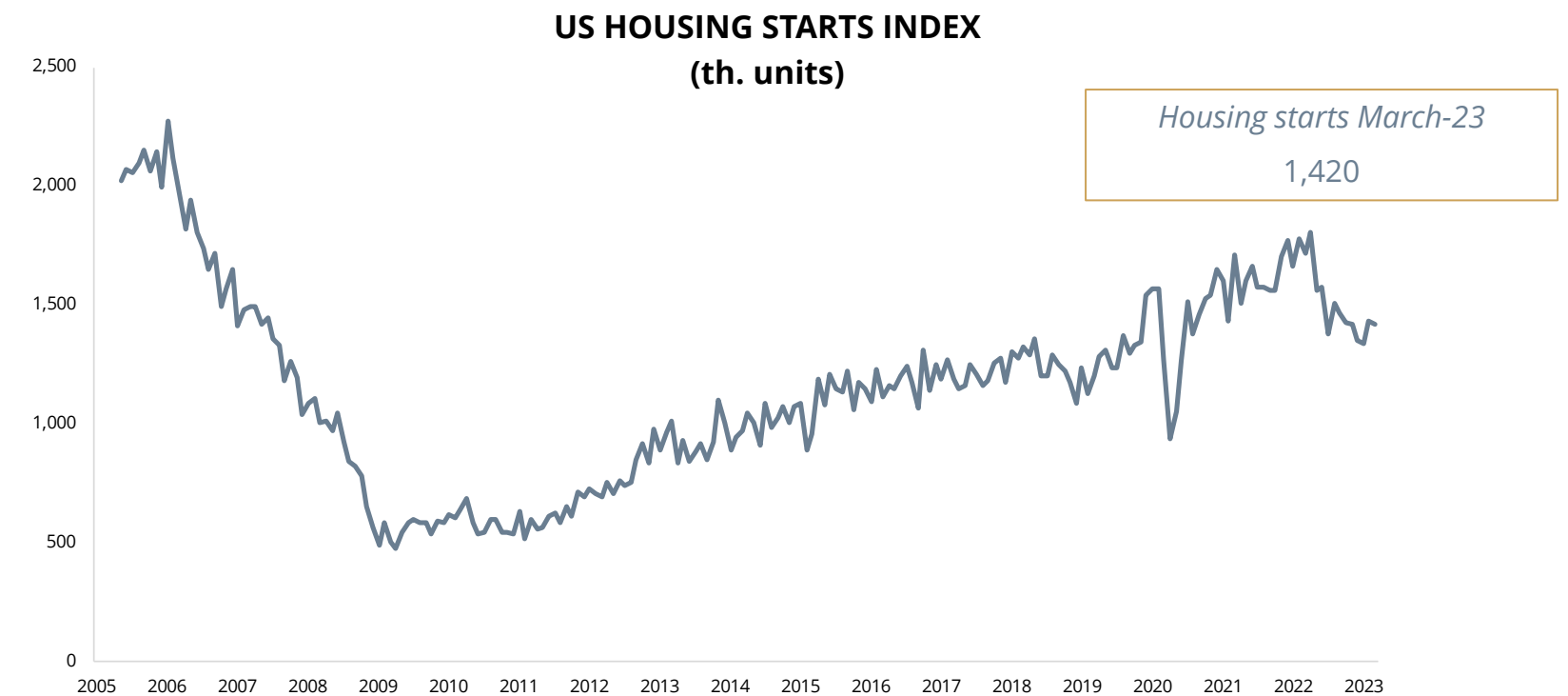


Outlook

North America

57% of revenues

- **MDF:** demand has been declining, due to higher interest rates and reduced construction activity. Higher supply from Brazil is putting pressure in the market.
- **PB:** situation is slightly better than MDF associated to lower competition from other countries.
- **REMANUFACTURED PRODUCTS:** inventories have been normalizing for some products. This market could stabilize in the coming months.
- **PLYWOOD:** the market is stable, with balanced supply and demand. It could continue to strengthen towards the end of 2Q23.



Source: Census Bureau



Outlook

South & Central America 32%

- **Brazil:** concern continues in the domestic market since more MDF supply is coming. More exports are materializing.
- **Chile:** prices for remanufactured wood products have continued to decline. Panel prices could slightly decrease, due to lower activity in the construction sector.
- **Argentina:** demand is stable and could continue in good levels for the rest of the year, specially in MDF and value-added products.

Asia & Oceania 10%

- **Asia:** prices for remanufactured wood products have continued to weaken, amid oversupply from Asia.
- **Oceania:** lower demand, driven by economic activity and high interest rates. Excess supply of plywood from Brazil and Chile. This will probably keep prices on a negative trend for the upcoming months.

Other markets amount for approximately 1% of the revenues

ENERGY





COPEC

Decreased operating and non-operating incomes, partly offset by lower taxes.

DECREASED OPERATING INCOME

- Higher administrative cost due to a rise in freight costs, and administrative expenses, explained by increased salaries.
- Unfavorable effect on inventory revaluation in Copec Chile and Terpel.
- Volumes climbed 2.7% in Copec Chile and 0.9% in Terpel, offset by a drop of 11.9% in Mapco. The latter is partly explained by the sale of gas stations during the 1Q22.
- Lubricant segment favored by margin expansions, offset by a drop in volumes.

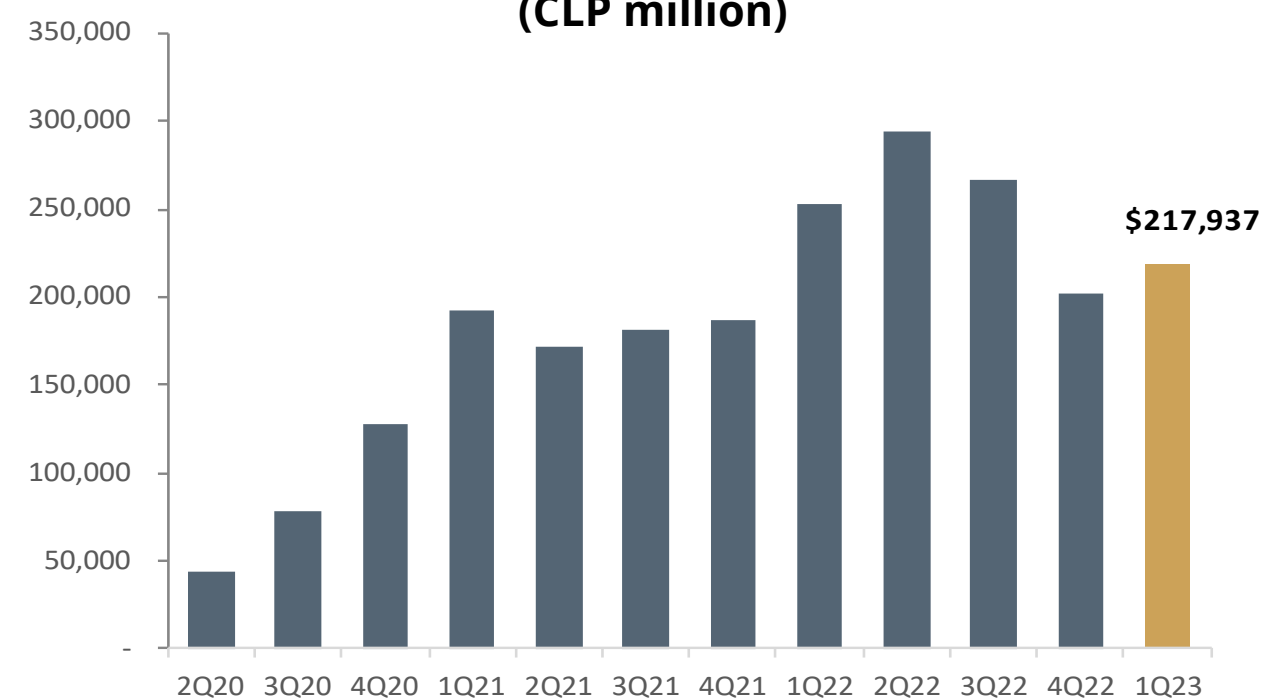
UNFAVORABLE NON-OPERATING RESULT

- Lower other income due to the sale of gas stations in Mapco during 1Q22.

COPEC – INCOME STATEMENT

Million Chilean Pesos	1Q 23	1Q 22	Change
Net income	88,675	162,661	(73,985)
Operating income	164,700	205,177	(40,477)
Non-operating income	(48,812)	27,387	(76,199)
Taxes	(25,148)	(57,571)	32,422
EBITDA	217,937	252,953	(35,016)

EBITDA (CLP million)



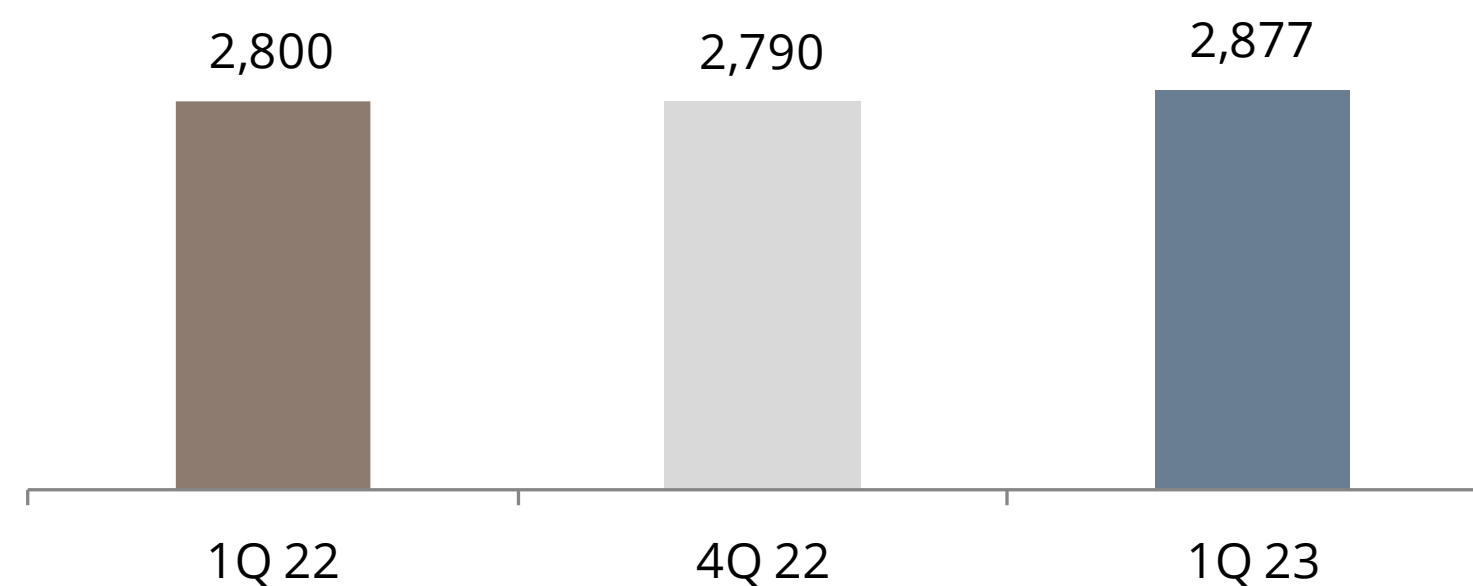


MARKET SHARE (accumulated December-2022)



II. REVIEW BY BUSINESS DIVISION – *Energy-Copec*

FUEL VOLUMES IN CHILE (th. m3)



OUTLOOK

- Volumes above pre-pandemic levels.
- Real margins under pressure given high inflation. Potential FIFO effects and industrial variations.
- Sustained leadership in gas stations due to strong network positioning.

- **Industrial Channel:** volumes up 11.1% YoY and 5.7% QoQ.
- **Gas Stations:** volumes decreased 3.0% YoY and increased 1.2% QoQ



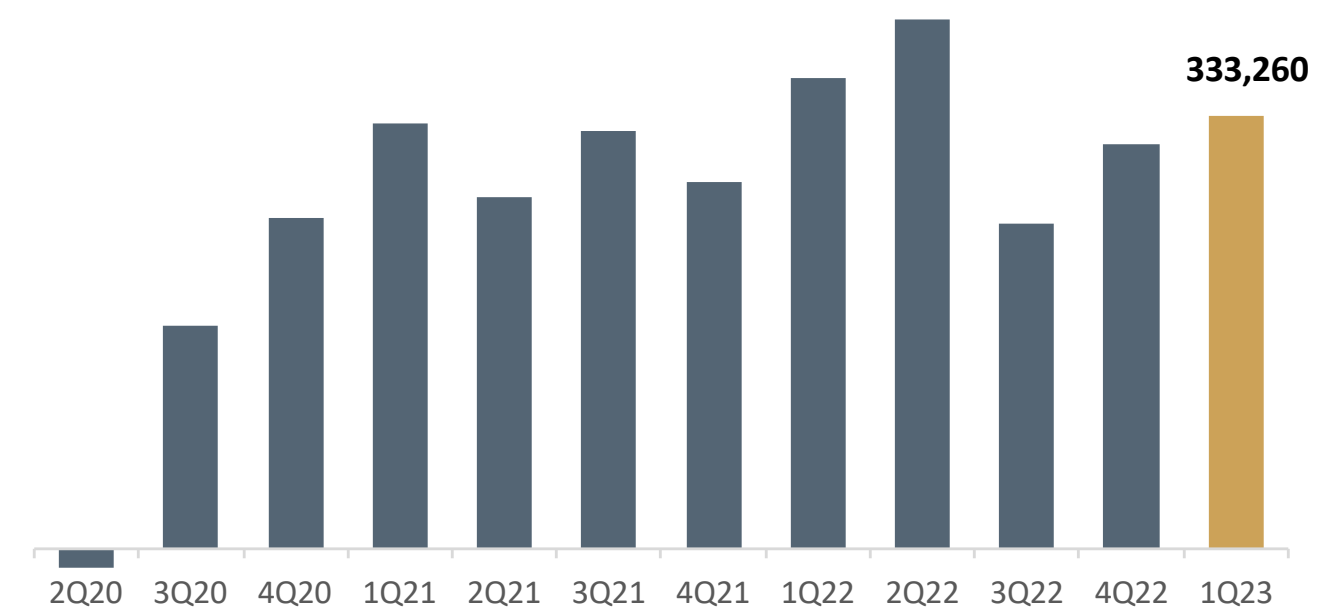
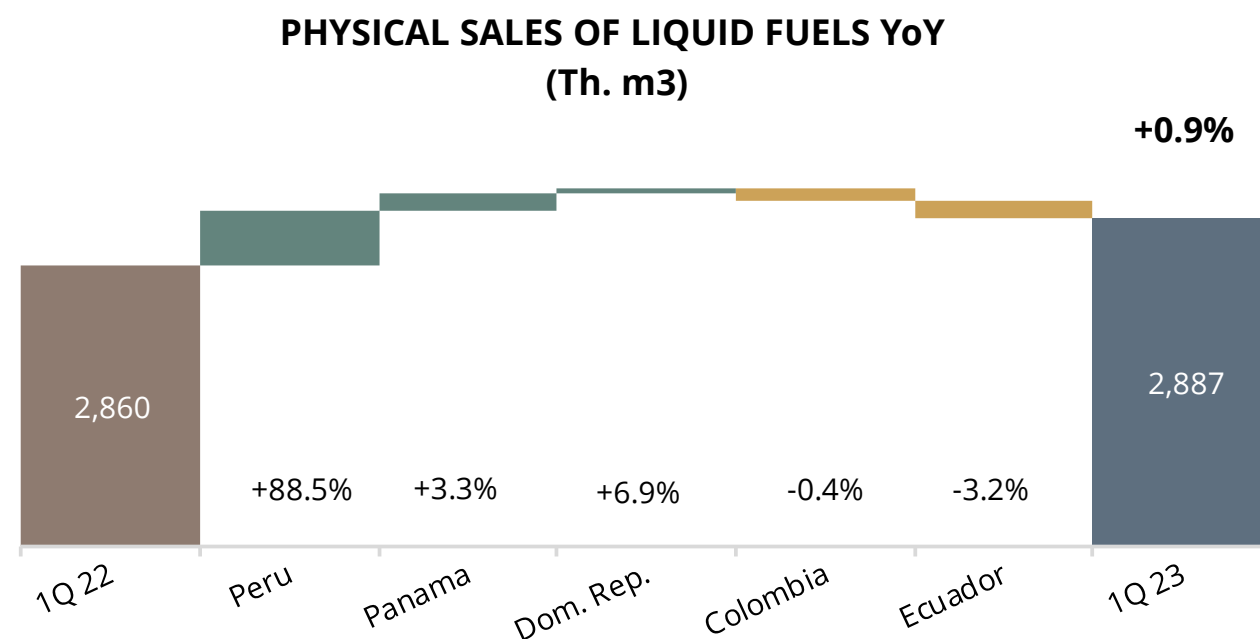
TERPEL

Unfavorable operating and non-operating income.

- Lower EBITDA on inventory revaluation.
- Liquid fuels volumes increased 0.9% YoY, explained by climbs in Peru, Panama and Dominican Republic, offset, in part, by a drop in Colombia and Ecuador.
- Improved margins in lubricant segment, offset by lower volumes.
- Unfavorable non-operating income due to increased financial costs on inflation and higher debt.

Million COP	1Q 23	1Q 22	Change
Revenues	9,148,909	7,496,758	1,652,151
EBITDA	333,260	362,157	(28,897)
Operating income	236,171	282,101	(45,930)
Non-operating income	(162,466)	(52,158)	(110,308)
Net income	44,213	152,500	(108,287)

EBITDA (COP million)





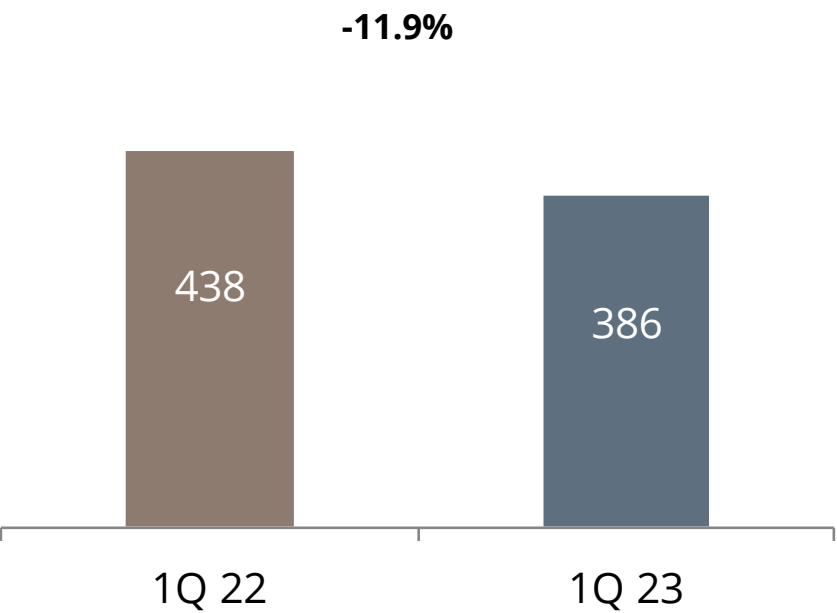
MAPCO

Lower EBITDA on decreased volumes

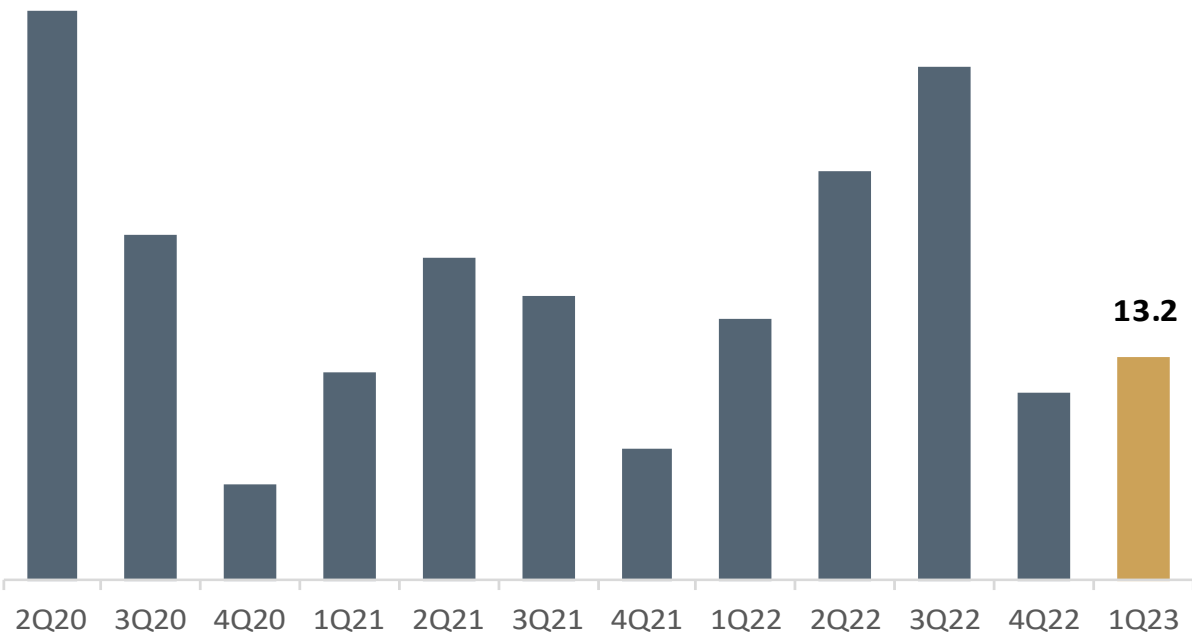
- Higher margins in fuels distribution and retail, while volumes decreased partly due to the sale of service gas stations during 1Q22.

Million US\$	1Q 23	1Q 22	Change
Revenues	442.2	512.8	(70.7)
EBITDA	13.2	15.6	(2.4)

PHYSICAL SALES OF LIQUID FUELS YoY
(Th. m3)



EBITDA
(US\$ million)





ABASTIBLE

Increased EBITDA, non-operating results and taxes.

HIGHER OPERATING INCOME

- Improved margins in Chile, Colombia, Peru and Ecuador.
- Volumes in Peru, Ecuador, Colombia and Chile improved 19.4%, 2.8%, 2.8% and 1.0%, respectively.

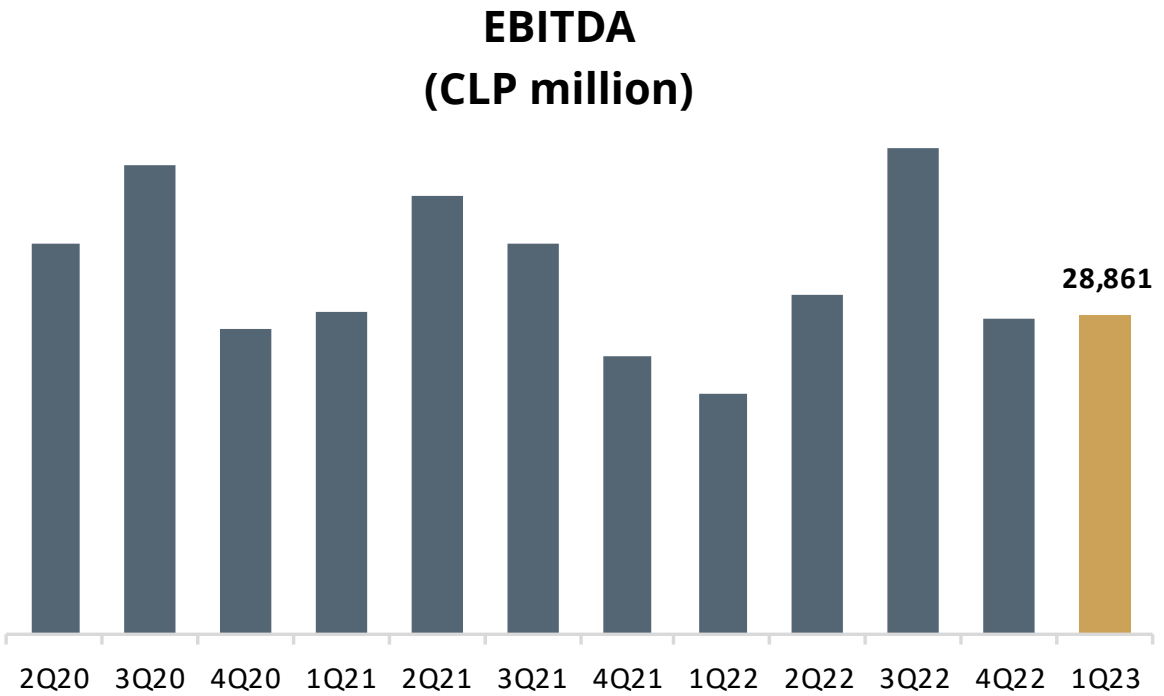
LESS UNFAVORABLE NON-OPERATING

- Lower losses on indexed assets and liabilities, due to lower inflation.
- Partially offset by increased net financial costs.

FAVORABLE TAX RESULT ON FOREIGN EXCHANGE VARIATIONS

ABASTIBLE – INCOME STATEMENT

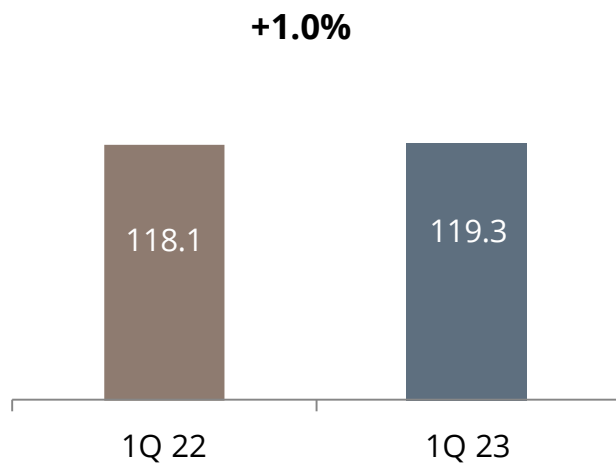
Million Chilean Pesos	1Q 23	1Q 22	Change
Net income	13,731	6,588	7,143
Operating income	15,375	8,185	7,190
Non-operating income	(3,012)	(3,582)	570
Taxes	2,874	2,742	132
EBITDA	28,861	21,815	7,045



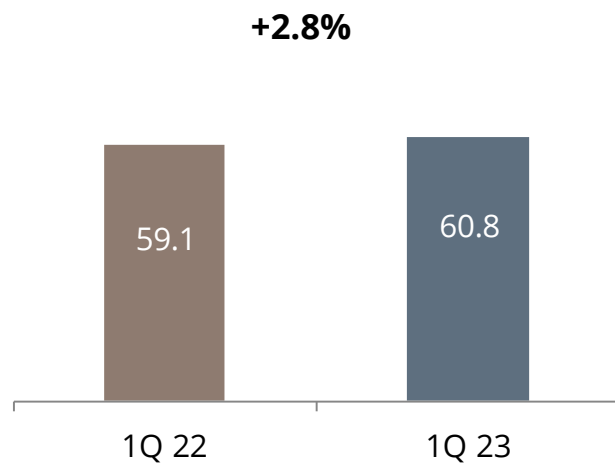


II. REVIEW BY BUSINESS DIVISION – *Energy-Abastible*

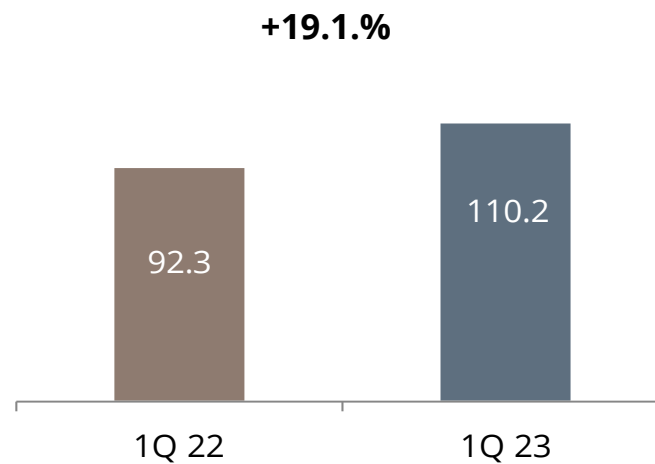
VOLUMES IN CHILE Y/Y
(Th. tons)



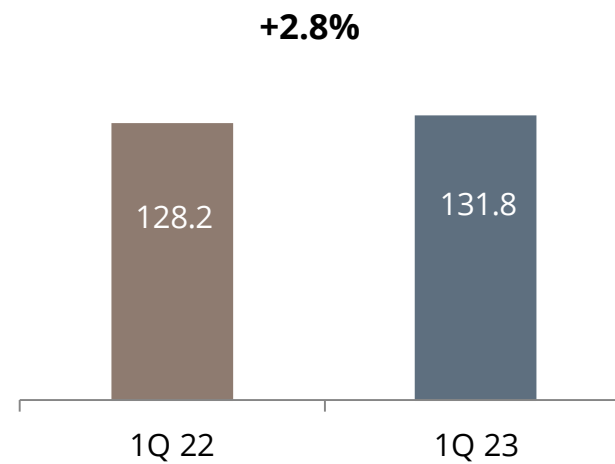
VOLUMES IN COLOMBIA Y/Y
(Th. tons)



VOLUMES IN PERU
Y/Y
(Th. tons)



VOLUMES IN ECUADOR Y/Y
(Th. tons)



Chile:

- Volumes in the bottled segment decreased YoY, while margins expanded.
- Volumes in the bulk segment continue to grow because of an increased base of clients, partly offset by decreased margins on new clients with high volumes and low margins.
- Market share decreased YoY.

Colombia:

- Bulk segment volumes grew YoY because of an increased base of clients, partly offset by decreased margins.
- Contraction in bottled segment demand, because of weaker economy, while margins expand.
- Market share down YoY.

Peru:

- Political situation in the country affected sales due to supply disruptions on blocked roads and protests.
- Despite the above, volumes in the bottled segment improve YoY, partially offset by a drop in the bulk segment. Higher margins on both segments.
- Market share increased YoY.

Ecuador:

- Bottled segment's volumes increased.
- Bulk segment volumes improved YoY, associated to a post pandemic recovery.
- Market share improved YoY.



OTHER INVESTMENTS



OTHER INVESTMENTS

CUMBRES ANDINAS (MINA JUSTA):

- Decreased net income YoY, due to lower prices and higher cash cost.
- Total volumes in line with 1Q22, with an increase in cathodes, offset by a drop in concentrates.

SONACOL: decreased operating income on lower margins and volumes, added to an unfavorable non-operating income.

IGEMAR: higher operating income, offset by unfavorable exchange rate differences and financial costs.

METROGAS: increased non-operating income, mainly explained by a positive effect of exchange rate differences.

AGESA: decreased net income, reflecting a drop in the operating income.

CUMBRES ANDINAS	1Q 23	1Q 22	1Q23 / 1Q22
Sales	313	332	(5.6%)
EBITDA	222	275	(19.3%)
Net income	122	160	(24.0%)
Physical sales			
Cathodes (kT)	10	5	107.6%
Concentrates (kT)	21	26	(16.5%)
Treated Ore (kT)	3,901	3,109	25.5%
Cash-cost (C1) (US\$/lb)	1.3	1.1	14.5%

Figures in US\$ million

*Ebitda = Operating Income + Depreciation + Amortization

AFFILIATES AND ASSOCIATES – QUARTERLY NET INCOME

	1Q 23	1Q 22	Change
Affiliated Companies			
Alxar Internacional	46.1	63.3	(17.2)
Sonacol*	4,829	6,487	(1,658)
Igemar	4.7	4.5	0.3
Associated Companies			
Metrogas	12.2	(2.4)	14.6
AGESA	19.2	14.4	4.8

Figures in US\$ million

* Figures in million Chilean pesos



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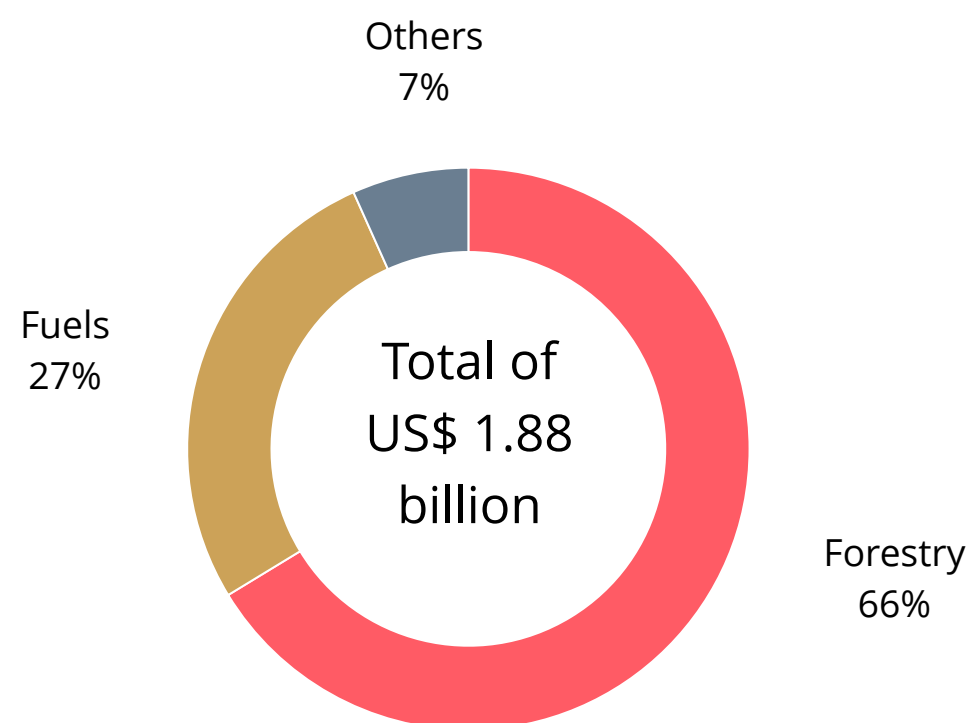




III. HIGHLIGHTS OF THE QUARTER

Empresas Copec announces its 2023 Investment Plan

- During the Annual Shareholders' meeting held in April, the Company officially announced its Investment Plan for the year 2023. It amounts to US\$ 1,876 million, for the maintenance and growth of the Company's productive assets.
- Close to 2/3 of the investment plan will be allocated to the forestry sector, 1/4 to the energy sector, and the remainder to the fishing sector and other investments.





III. HIGHLIGHTS OF THE QUARTER

Copec announced the sale of Mapco

- During the first quarter of this year, Copec reported that it had reached an agreement with Circle K Stores Inc and majority shareholders of Majors Management to sell 100% of the shares of Mapco Express.
- Mapco operates a network of gas stations and convenience stores in Alabama, Arkansas, Georgia, Kentucky, Mississippi and Tennessee in the United States.
- The transaction price is approximately US\$ 725 million, which is subject to customary adjustments.
- The subsidiary Copec Inc. estimates that this operation will have positive effects on its results of approximately US\$ 100 million before taxes.
- The transaction is expected to materialize during the last quarter of this year.
- The completion of the transaction is subject to the fulfillment of certain conditions customary for this type of transaction, including the approval of the competent authorities.





III. HIGHLIGHTS OF THE QUARTER

Forest fires update

- During the last season of forest fires in Chile, 1,522 fires were observed, 16.6% less than last year, and 47,000 hectares were affected, which represent an increase compared to the 4,908 hectares recorded on the previous season.
- This was a consequence of irresponsible or intentional actions of third parties, in conjunction with extreme weather conditions, including high temperatures, low humidity and gusts of wind.
- Arauco made permanent efforts to combat these fires, carrying out more than 30,000 water drops from tanker planes, in more than 6,000 flight hours.
- 35% of the fires flighted occurred in third-party properties.
- The pre-tax financial impact net of insurance claims recorded in 1Q23 was US\$42.9 million.





ESG HIGHLIGHTS

Empresas Copec's Integrated Report

- In April 2023, Empresas Copec released for the first time its Integrated Report for the year 2022 following the guidelines of the Chilean regulatory agency (CMF), the Sustainability Accounting Standards Board (SASB) and the recommendations of the Task Force on Climate related Financial Disclosures (TCFD) for climate change risks.
- Empresas Copec's sustainable management model is based on four pillars:
 1. Governance and integrity
 2. Climate action and responsible management of natural resource
 3. Sustainability and innovation
 4. Social value creation
- This report is available on Empresas Copec's corporate website (www.empresascopec.cl) and investor website (<https://investor.empresascopec.cl>).



Arauco issued sustainable bonds

- During April, Arauco Copec issued two bonds in the local market for a total amount of UF 7.0 million, equivalent to approximately US\$ 315 million.

Serie	Amount	Structure	Maturity	Placement rate
Y	UF 2.0 million	bullet	9 years	UF + 3.35%
Z	UF 5.0 million	bullet	21 years	UF + 3.18%

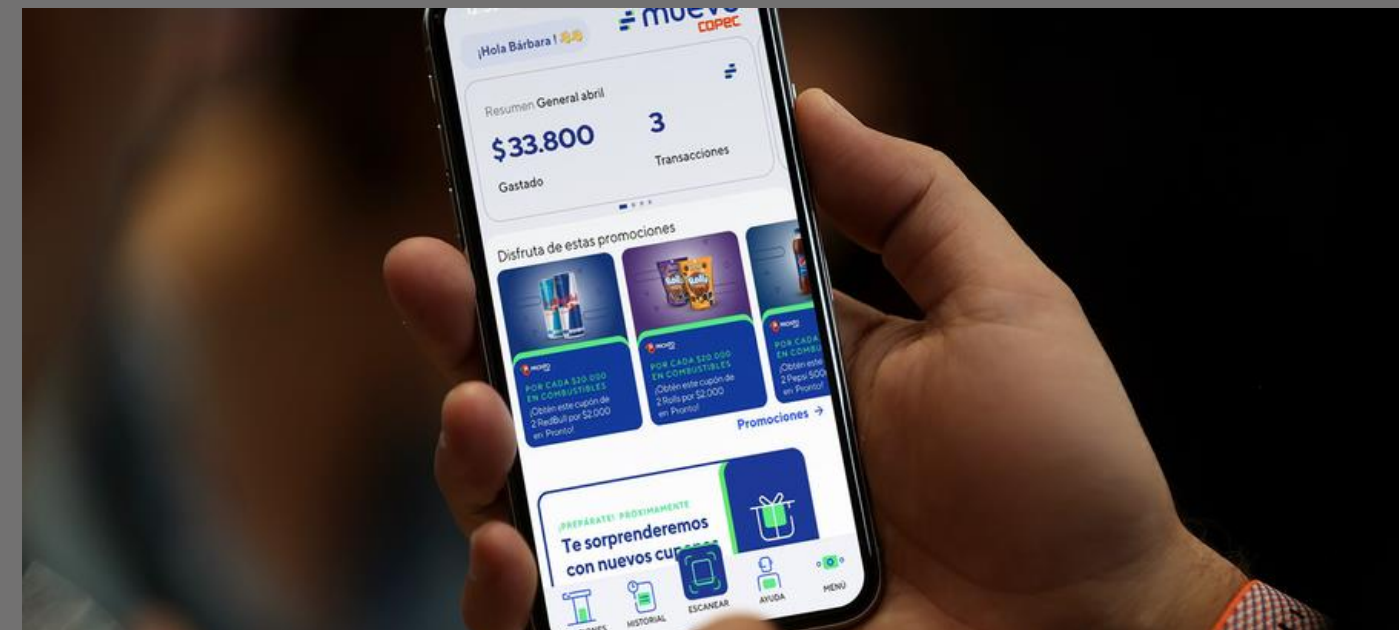
- The bonds will be rated sustainable, given that Arauco will allocate an amount equivalent to the proceeds of the issuance to finance green and social projects, in accordance with the Sustainability Bond Framework subscribed by the Company and published in its website.
- The aforementioned green or social projects may include:
 - i) Projects with disbursements made within the 36 months preceding the issuance of bonds.
 - ii) Projects with disbursements to be made after the issuance, and until the maturity date of the bonds.





Copec continues with advances in energy transition

- Copec Voltex started operations of 8 of the 10 electric charging terminals from the Red tender in the Metropolitan Region, and forecasts to have 100% of these terminals operational between April and May.
- In addition, the new electric charging terminal in Colina was awarded to the Company. It will be the first facility for interprovincial electric buses (Colina, Santiago, Til Til).
- On another front, Copec entered the means of payment market through the launch of the Copec Pay app.
- Both initiatives are in line with Copec's strategy of developing businesses that allow to add value to its existing assets and complement its business model.





- I. CONSOLIDATED RESULTS
- II. REVIEW BY BUSINESS DIVISION
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- IV. Q&A





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