

PLAZA S.A. FINANCIAL RESULTS

Third Quarter 2024



Letter from the CEO

I am pleased to share with you the company's financial results for the third quarter of 2024, which reflect the success of our business strategy and the value of a diverse, customer-focused proposition. We have urban centers offering multiple visitation purposes and a variety of brands, services and categories. Our strategy continues to drive growth in the Andean region, a market of over 100 million people.

In this period, we saw a **5.6% increase in the flow of visits** to our urban centers, along with a **10.7% growth in our commercial partners' sales**. This dynamism in consumption was reflected in various segments, especially in the *retail*, convenience, *retailtainment* and Autoplaza categories.

These results enabled us to achieve **significant growth in revenues (+8.3%), EBITDA (+7.0%) and FFO (+14.5%), while achieving an efficiency ratio of 78.5%**, in line with our objective of reaching a structural level of 80%. We also achieved a record **occupancy rate of 96.4%, the highest level in the last five years**. It is worth mentioning that these results include a non-recurring accounting effect, due to the delayed opening of a shop in Colombia during the third quarter of 2023. Excluding this adjustment, revenue and EBITDA growth would be in the range of 14%, in line with the trend observed in the first part of the year.

Our capital structure and balance sheet remain solid, with a net financial debt to EBITDA ratio of 2.2x times. This allows us to project a year-end within our structural levels, after consolidating the acquisition of Falabella Perú S.A.A. This financial position leaves us in a favorable position to continue with our growth agenda and take advantage of the best opportunities that the market offers us without compromising the company's stability.

We will continue to grow

Growth is a fundamental part of Mallplaza's DNA, and we have focused on expanding both through organic projects and through acquisitions (M&A), with the objective of **reinforcing our position as the main asset platform in the Andean region**, both in terms of market coverage and the quality of these assets.

The acquisition of Falabella Perú S.A.A., which controls 100% of the operations of Open Plaza Perú and 66.6% of Mallplaza in Peru, is in its final stage. Thus, on 30 October, Desarrollos Perú SpA, a subsidiary of Plaza, launched a takeover bid to acquire Falabella Perú S.A.A.A., with the expectation of concluding the operation in December. If completed, this acquisition will consolidate us as the second largest shopping center operator in Peru in terms of GLA square meters, reaching 619 thousand m² and expanding our presence in 9 cities. With this transaction, Mallplaza will **reach 2.3 million sqm of GLA in the Andean region**.

We aim to grow in Peru by enhancing assets where we can add significant value, improving its commercial proposal with well-known brands and a compelling entertainment and social experience. We know this is possible because we have done it before and because we know the Peruvian market well. In fact, in 2014, we successfully transformed the Mallplaza Arequipa center. This asset, acquired as an Open Plaza power center with 12,000 m² of GLA, became, after a thorough renovation and expansion, a 42,000 m² urban center, with a commercial and experiential offer that positioned it as a leader in Cayma and Arequipa.



**FERNANDO
DE PEÑA IVER**
CEO Plaza S.A.

Letter from the CEO

Organic growth will also be key in the coming years, with a **target of 225,000 sqm of additional GLA**. In Peru, we plan to expand our offering by up to 100 thousand square meters of GLA over the next five years, strengthening our retail, social and entertainment proposition. This plan will focus on our Tier A urban center, Mallplaza Trujillo, and on assets with potential to become future Tier A.

In Chile, we are projecting 125 thousand sqm of GLA growth over the next five years, which will further strengthen our Tier A assets. A prime example is the new **Lifestyle area at Mallplaza Vespucio**, which will open during the last quarter of this year. This area will make Mallplaza Vespucio the largest urban center in the country in terms of GLA. The area, which has 100% of its spaces with commercial agreements, will include *flagship* formats, such as the largest Zara shop in the Southern Cone (4,300 m²), H&M (3,200 m²), Aufbau, Apple products distributor with the largest shop format in Chile, GAP (400 m²), DBS (400 m²) and Lippi (550 m²), among other brands. In terms of convenience, it will have a Santa Isabel supermarket, a Casaideas shop (1,400 m²) and a service area that will take advantage of the high flow generated by two nearby metro stations.

Customer-oriented value proposition

Mallplaza has understood the particularities of each market and has adapted its value proposition to the local identity, making our urban centers offer multiple purposes of visit. In these spaces, our visitors can study, play sports, receive medical attention, carry out formalities, eat, enjoy and be entertained.

With a total of 2 million m² of GLA, we have consolidated our growth strategy in the Andean region with a **large-scale platform and an experience-centric business model**. This positions us as the leading partner for high-value brands such as H&M, IKEA, Zara, Decathlon, Adidas, Nike and Puma, and allows us to have diversified business partners.

During the third quarter, we consolidated our strategic alliance with H&M, with new openings at Mallplaza Sur and Mallplaza Iquique, bringing our total to 18 H&M shops in our urban centers regionally. In Chile, we also strengthened our Autoplaza offer, with openings of Derco and Rosselot in Mallplaza Vespucio, Kia in Mallplaza Alameda, Gildemeister in Mallplaza Tobalaba and BYD in Mallplaza Trébol.

In Peru, we completed the opening of Yoyoso in Mallplaza Bellavista, with a complete range of household goods. We also opened American Eagle shops in Mallplaza Trujillo and Mallplaza Arequipa, as well as Bath & Body Works and Caffarena shops in Mallplaza Trujillo. In Colombia, we highlighted the opening of Fun Jungle at Mallplaza NQS, a 5,500 m² inflatable park, the largest in the region, which includes 30 rides, a food court and a children's area. This quarter we also opened Puma and Gallery in Mallplaza Barranquilla and, in Mallplaza Cali, the Frisby and Migo shops and the Marco Polo casino, strengthening the gastronomy and entertainment offer.

At Mallplaza, we look to the future with an optimistic vision. It is our continuous connection with people that allows us to meet their changing needs and understand that our urban centers are living spaces, in constant transformation to enrich the lives of all our visitors.



**FERNANDO
DE PEÑA IVER**
CEO Plaza S.A.

Main Financial Indicators

	3Q24	3Q23	% - p.p.
Net Revenue (MM CLP)	119,547	110,409	8.3%
Cost of sales (MM CLP)	-13,232	-13,735	-3.7%
Administrative Expenses (MM CLP)	-13,024	-9,475	37.5%
Adjusted NOI (MM CLP)	96,692	90,305	7.1%
NOI Margin (%)	78.7%	79.6%	-0.9 p.p.
EBITDA (MM CLP)	93,810	87,663	7.0%
EBITDA Margin	78.5%	79.4%	-0.9 p.p.
Net Income (MM CLP)	59,956	59,268	1.2%
Net margin	50.2%	53.7%	-3.5 p.p.
Adjusted FFO (MM CLP)	79,921	69,795	14.5%
Adjusted FFO Margin	65.1%	61.5%	3.5 p.p.
Adjusted FFO / Share (CLP)	36.5	35.6	2.5%
EBITDA per m² (CLP)	55,129	53,739	2.6%
FFO per m² (CLP)	46,967	42,786	9.8%

3Q24 YTD	3Q23 YTD	% - p.p.
354,077	313,314	13.0%
-45,217	-41,902	7.9%
-37,922	-31,472	20.5%
280,566	244,456	14.8%
77.1%	77.2%	-0.1 p.p.
272,323	241,437	12.8%
76.9%	77.1%	-0.1 p.p.
235,087	267,473	-12.1%
66.4%	85.4%	-19.0 p.p.
221,569	196,123	13.0%
60.9%	61.9%	-1.0 p.p.
101.2	100.1	1.1%
160,036	148,005	8.1%
130,209	120,227	8.3%



Mallplaza Trujillo, Perú.

NOI: Net Operating Income, FFO: Funds For Operation. See Glossary.
 EBITDA and FFO per m² include consolidated m² by Plaza S.A
 Adjusted FFO per share as of 3Q24 reflects the capital increase of 230 million shares.

Main Operational Indicators

	3Q24	3Q23	% - p.p.
Managed GLA (m ²)	2,000,407	1,927,677	3.8%
Consolidated GLA (m ²)	1,701,641	1,631,271	4.3%
Visitor Flow (millions)	74.1	70.1	5.6%
Occupancy	96.4%	95.3%	1.1 p.p.
Tenant Sales (MM CLP)	1,238,422	1,118,577	10.7%
Var. Same Store Sales	3.9%	-2.9%	6.8 p.p.
Monthly Sales per m ² (CLP)	241,896	236,180	2.4%
Monthly Revenues per m ² (CLP)	23,418	22,561	3.8%
Var. Same Store Rent	5.6%	7.7%	-2.1 p.p.
Occupancy Cost	9.9%	10.1%	-0.2 p.p.
(+) Lease	6.8%	6.9%	-0.1 p.p.
(+) Common Expenses and Promotion Fund	3.1%	3.2%	-0.1 p.p.

	3Q24 YTD	3Q23 YTD	% - p.p.
Managed GLA (m ²)	2,000,407	1,927,677	3.8%
Consolidated GLA (m ²)	1,701,641	1,631,271	4.3%
Visitor Flow (millions)	219.1	207.8	5.4%
Occupancy	96.4%	95.3%	1.1 p.p.
Tenant Sales (MM CLP)	3,614,618	3,352,107	7.8%
Var. Same Store Sales	2.4%	-2.5%	4.9 p.p.
Monthly Sales per m ² (CLP)	238,316	238,110	0.1%
Monthly Revenues per m ² (CLP)	23,120	21,341	8.3%
Var. Same Store Rent	5.7%	10.8%	-5.1 p.p.
Occupancy Cost	10.1%	10.1%	0.0 p.p.
(+) Lease	6.9%	6.9%	0.0 p.p.
(+) Common Expenses and Promotion Fund	3.2%	3.2%	0.0 p.p.



Gamer zone, Mallplaza Bellavista, Perú

EBITDA and FFO per m² include consolidated m² by Plaza S.A

QUARTERLY RESULTS

Third Quarter 2024

Net Revenue

Tenant Sales

Sales of trading partners in our urban centers during the third quarter of 2024 increased by 10.7% compared to the same period of 2023. This growth was aligned with a more dynamic consumer spending at regional level, with a 47.1% growth in Colombia and a good performance at regional level in the retail, convenience, retailtainment and Autoplaza segments

Visitor Flows

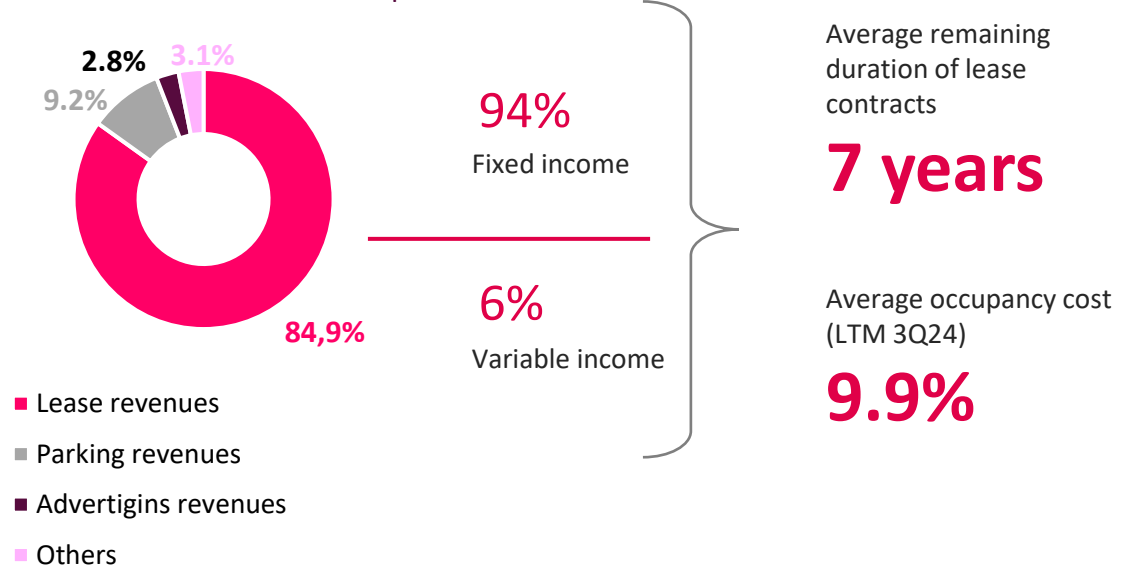
The number of visitors to our urban centers reached 74 million during the third quarter, representing growth of 5.6% compared to the same period in 2023. This growth was mainly anchored by the strong retail proposition of our urban centers, the opening of Mallplaza Cali during the first quarter of 2024, coupled with significant openings this year. These openings included 7 new H&M shops at regional level and several essential daily traffic retail propositions, such as the opening of 2 civil registry offices in Mallplaza Vespucio and Mallplaza Alameda.

Net revenue

Comparing 3Q2024 to 3Q2023, the 8.3% increase in revenues is explained by higher rental income due to higher leased meters, higher sales, rate readjustment and indexation of lease contracts to inflation in each country, in addition to higher parking revenues. It is worth mentioning that these results included a non-recurring accounting effect corresponding to the provision of a fine for a delayed shop opening in Colombia during 3Q23, without this factor, revenue growth would be in the range of 14%

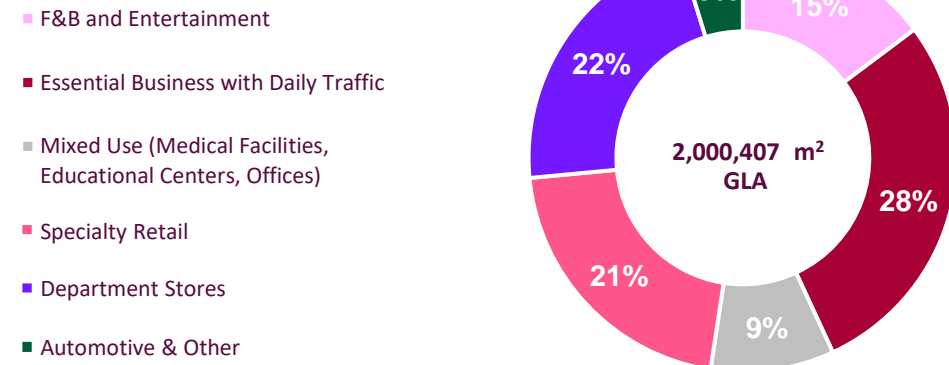
Total revenue distribution

Last twelve months to September 2024



GLA distribution by category

Annual through September 2024



Costs and Expenses

Thousands of CLP	3Q24	3Q23	Var. %	3Q24 YTD	3Q23 YTD	Var. %
Salaries	(10,035,805)	(8,752,233)	14.7%	(28,533,610)	(27,088,425)	5.3%
Patents and Taxes	(7,275,757)	(6,401,000)	13.7%	(23,525,502)	(17,635,459)	33.4%
Service Contracts	(4,832,277)	(2,875,876)	68.0%	(13,086,076)	(8,160,083)	60.4%
Provision for bad debt	(1,925,351)	(834,043)	130.8%	(4,261,320)	(2,905,848)	46.6%
Leases and concessions	(523,261)	(460,880)	13.5%	(1,585,367)	(1,527,286)	3.8%
Amortization	(453,011)	(385,176)	17.6%	(1,178,472)	(1,261,544)	-6.6%
Depreciation	(66,036)	(78,738)	-16.1%	(207,075)	(234,724)	-11.8%
Others	(1,144,636)	(3,422,046)	-66.6%	(10,761,448)	(14,560,046)	-26.1%
Total costs and expenses	(26,256,134)	(23,209,992)	13.1%	(83,138,870)	(73,373,415)	13.3%
Cost of sales	(13,231,864)	(13,734,975)	-3.7%	(45,217,323)	(41,901,719)	7.9%
Administrative Expenses	(13,024,270)	(9,475,017)	37.5%	(37,921,547)	(31,471,696)	20.5%

Quarterly Cost of sales

Cost of sales decreased 3.7%, due to the recovery of contributions, partially offset by higher expenses associated with the start-up of operations in Mallplaza Cali. Service contracts increased 68%, mainly due to higher parking costs due to higher operating volume.

Quarterly Administrative expenses

For 3Q2024, MMCLP increased by 3,549 (+37.5%) compared to 3Q2023, explained by higher employee benefit expenses, higher expenses associated to bad debt provision due to portfolio ageing, higher non recurrent legal expenses for MMCLP 460 and the start of operations in Mallplaza Cali. Service contracts increased 68% mainly due to higher marketing expenses from higher operating volume.

Year to date Cost of sales

Cost of sales increased 7.9% compared to the previous year, due to higher electricity expenses due to higher tariffs, higher security expenses and higher costs for the start-up of Mallplaza Cali.

Year to date Administrative expenses

For 2024, it increases by MMCLP 6,450 (20.5%) compared to 2023, mainly explained by higher employee benefit expenses, higher provision for bad debts ,start of operations at Mallplaza Cali and higher legal expenses.

EBITDA / NOI

EBITDA

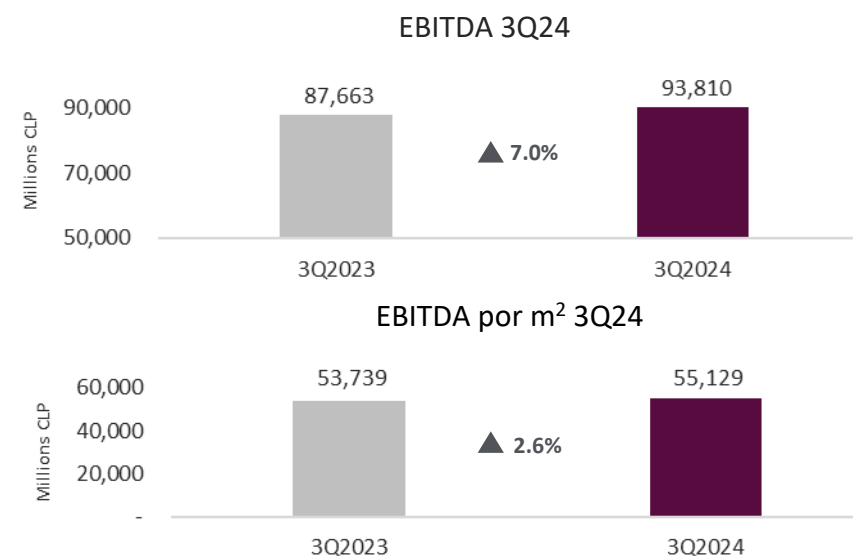
EBITDA for 3Q2024 recorded an increase of 7.0% equivalent to MMCLP 6,148 compared to 3Q2023, mainly associated to higher revenues from higher rental income due to higher leased meters, higher sales, rate readjustment and indexation of lease contracts to inflation in each country, in addition to higher parking revenues. It is worth mentioning that these results included a non-recurring accounting effect corresponding to the provision of a fine for a delayed shop opening in Colombia during 3Q23, without this factor EBITDA growth would be in the range of 14%, maintaining the trend observed during the first part of the year. **Operating efficiency measured as EBITDA over ordinary revenues was 78.5%.**

EBITDA for 2024 recorded an increase of 12.8%, equivalent to MMCLP 30,886, compared to the previous year, mainly due to higher square meters leased, readjustment of rates and indexation of lease contracts to inflation in each country and higher parking revenues. **The operating efficiency measured as EBITDA over revenues was 76.9%.**

NOI Adjusted for Equity

In 3Q24, Adjusted NOI was MMCLP 96,692, up 7.1% year-on-year, reaching a margin of 78.7%. Adjusted NOI 12 months rolling 12 months to September 2024 is MMCLP 363,812, up 16.3% YoY and a margin of 76.8%.

Millions of CLP	QUARTER			YEAR TO DATE		
	3Q24	3Q23	Var. (%)	3Q24	3Q23	Var. (%)
Gross Profit	106,316	96,674	10.0%	308,859	271,412	13.8%
+Administrative Expenses	-13,024	-9,475	37.5%	-37,922	-31,472	20.5%
- Depreciation	-66	-79	-16.1%	-207	-235	-11.8%
- Amortization	-453	-385	17.6%	-1,178	-1,262	-6.6%
EBITDA	93,810	87,663	7.0%	272,323	241,437	12.8%
NOI Minority Participation	-946	-716	32.1%	-2,818	-5,876	-52.0%
NOI Investment in unconsolidated entities ⁽¹⁾	3,828	3,358	14.0%	11,060	8,895	24.3%
Total consolidated NOI Plaza Adjusted for participation	96,692	90,305	7.1%	280,566	244,456	14.8%



⁽¹⁾ Corresponds to Plaza S.A.'s 33.33% shareholding in Mallplaza Perú S.A.

Financial Results

Millions of CLP	3Q24	3Q23	Var. %	3Q24 YTD	3Q23 YTD	Var. %
Financial revenues	9,675,859	6,587,206	46.9%	17,713,564	23,353,424	-24.2%
Financial Costs	(14,069,500)	(13,821,612)	1.8%	(39,897,799)	(40,231,255)	-0.8%
Share in the income (losses) of associates	1,985,789	1,802,324	10.2%	3,448,384	7,828,504	-56.0%
Exchange Differences	(2,238,164)	978,222	-328.8%	(1,371,523)	1,314,626	-204.3%
Result by Indexed Assets (Liabilities)	(11,185,364)	(4,154,896)	169.2%	(37,062,326)	(37,124,031)	-0.2%

QUARTER

Financial Revenues

In 3Q2024, financial income increased MMCLP 3,089 compared to 3Q2023 due to higher cash available from bond issuance during April and capital increase completed in August.

Financial Costs

In 3Q2024, MMCLP 248 more than in the same period of the previous year, due to higher financial debt from the issuance of bonds in 2Q2024 of series AD and AE.

Result by Indexed Assets (Liabilities)

Corresponds to the variation in nominal pesos of the stock of financial debt in Chile in Unidades de Fomento (UF), not representing a real cash flow, being only an accounting effect. When comparing 3Q2024 with the same period of 2023, a higher loss of MMCLP 7,030 is generated, which is mainly explained by the variation of the UF of 0.90% in 3Q2024 vs. 0.30% in 3Q2023.

YEAR TO DATE

Financial Revenues

Financial income decreased MMCLP 5,639 compared to the previous year due to a lower placement rate.

Financial Costs

In 2024 they decrease by MMCLP 333 compared to the same period of the previous year, due to lower debt.

Result by Indexed Assets (Liabilities)

Corresponds to the variation in nominal pesos of the stock of financial debt in Chile in Unidades de Fomento (UF), not representing a real cash flow, being only an accounting effect. Comparing the accumulated 2024 with 2023, a lower loss of MMCLP 62 is generated.

Net Profit & FFO

Net income attributable to controller's owners.

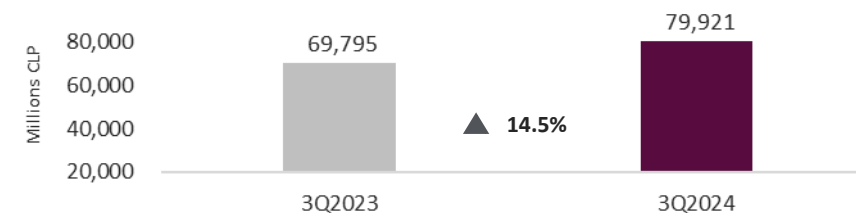
3Q2024 achieved a profit of MMCLP 59,956, an increase of MMCLP 688 compared to 3Q2023. This higher result is mainly explained by higher revenues from ordinary activities MMCLP 9,138 associated to higher rental income due to leased meters, higher sales, readjustment of rates and indexation of lease contracts to the inflation of each country, added to higher parking revenues, higher financial income by MMCLP 3,089, due to higher available cash and lower income tax expense by MMCLP 1,802 due to lower effective rate and lower base. Offset by higher expense in readjustment units due to the UF variation of 0.90% in 3Q2024 vs. 0.30% in 3Q2023, higher administration expense MMCLP 3,549 due to higher employee benefits, provision for bad debts, higher legal expenses and higher expense in exchange differences MMCLP 3,216 due to higher cash available in foreign currency with unfavourable effect in the variation at the end of 3Q2024.

FFO adjusted for participation

FFO for the third quarter reached MMCLP 79,921, up 14.5% from the same period last year, achieving an Adjusted FFO margin of 65.1% due to the effect of improved operating performance.

FFO 12 months rolling 12 months to September 2024 is MMCLP 282,673, up 12.0% compared to the same period last year.

FFO Plaza S.A. Adjusted for Participation 3Q24



Millions of CLP	QUARTER			YEAR TO DATE		
	3Q24	3Q23	Var. (%)	3Q24	3Q23	Var. (%)
Total net income	60,678	59,733	1.6%	236,619	270,541	-12.5%
- Depreciation	-66	-79	-16.1%	-207	-235	-11.8%
- Amortization	-453	-385	17.6%	-1,178	-1,262	-6.6%
-Other revenues	147	-13	-1190.4%	123,780	161,539	-23.4%
-Other expenses.	-145	-257	-43.7%	-1,022	-1,707	-40.1%
-Gain or loss in associated entities	1,986	1,802	10.2%	3,448	7,829	-56.0%
-Exchange differences	-2,238	978	-328.8%	-1,372	1,315	-204.3%
-Readjustment units	-11,185	-4,155	169.2%	-37,062	-37,124	-0.2%
-Deferred tax expenses	-5,021	-6,366	-21.1%	-67,144	-54,871	22.4%
FFO Plaza S.A. Consolidated total	77,654	68,208	13.8%	217,376	195,058	11.4%
(-) FFO Minority Participation	-727	-445	63.3%	-2,089	-4,298	-51.4%
(+) FFO investment in unconsolidated entities	2,994	2,033	47.3%	6,282	5,363	17.1%
Total consolidated FFO plaza adjusted for participation ⁽¹⁾	79,921	69,795	14.5%	221,569	196,123	13.0%

(1) FFO corresponds to the cash flow from the profit of the owners of the controlling company, weighted by their ownership interest in the operation. This flow excludes items that do not represent cash flow or that are not recurring (other income and expenses by function) from the income statement. It does not include minority interest.

HIGHLIGHTS OF THE QUARTER

Third Quarter 2024

Highlights of the quarter

Stores openings

During 3Q24, we opened 132 stores to the public at the regional level, reaching 463 during 2024, among which the following stand out:



Chile

- 91 new openings during the quarter, totaling approximately 15,875 m2.
- Opening of H&M in Mallplaza Sur with 2,317 m2 and Mallplaza Iquique with 1,995 m2. With the above, we now have 18 H&M stores in our urban centers at a regional level, reinforcing our alliance as the main commercial partner of this brand in the Andean region.
- Consolidation of the Autoplaza proposal with the openings of Derco and Rosselot in Mallplaza Vespucio, Kia in Mallplaza Alameda, Gildemeister in Mallplaza Tobalaba and BYD in Mallplaza Trebol.
- Opening of Conecta Fútbol in Mallplaza Oeste for 1950 m2.
- Opening of Puma in Mallplaza Calama, 100% Fútbol in Mallplaza Norte and Ellesse in Mallplaza Alameda, which continues to strengthen the sports proposal in Chile.



Perú

- 25 new openings during the quarter, totaling approximately 3,452 m2.
- Opening of American Eagle stores in Mallplaza Trujillo and Mallplaza Arequipa.
- Opening of Yoyoso store in Mallplaza Bellavista with 483 m2, with a complete offer of household and everyday items.
- Opening of Bath & Body Works and Caffarena in Mallplaza Trujillo.
- Opening of a Smartfit gym and Bambú Steak House at Mallplaza Arequipa.
- Diversification of the mix with the occupation of 1,000 m2 for third party offices in Mallplaza Comas and Arequipa.



Colombia

- Opening of 16 new stores in the quarter, totaling 9,817 m2.
- Mallplaza Cali, our fifth urban center in Colombia, continues with important openings in gastronomy with Frisby (303 m2) and Migo (155 m2), and entertainment with the opening of the Marco Polo casino (773 m2).
- In an effort to diversify the mix, new office space has been added, with a total of 748 m2.
- In NQS, the opening of Fun Jungle (5,811 m2), the largest inflatable park in Bogota, and Arriba el telón (1,723 m2) (Miguel Ángel exhibition), completed the Mall's entertainment offer.
- Opening of Puma and Gallery in Barranquilla.
- Opening of Toy Smart in Mallplaza NQS.

Highlights of the quarter

Omnichannel Milestones

CLICK&COLLECT

- During the third quarter, we entered into new alliances with our Click&Collect partners, among them: **Mercado Libre in Chile and Colombia, and Coordinadora in Colombia**, one of the main last-mile players in that market. In this line, we highlight the expansion of delivery points with our ally Blue Express in Chile.
- We also added new brands such as **Tricot, Prune, Gotta and Audiomusica**, surpassing **+90 active brands** in total.
- Finally, during the period we surveyed more than 1,300 customers who use this service in order to measure their experience, obtaining a **77% NPS**.

PARKING

- We continued to strengthen the digital parking payment functionality, with more than **650 thousand customers a month** enjoying the benefits of a freeflow experience in Mallplaza parking lots, reaching a **penetration of 25% of users** in Chile who are using this solution.

DATA MANAGEMENT

- During the quarter we were able to execute 36 marketing campaigns (+64% vs 2Q2024), with high levels of segmentation, impacting the target audience of our Commercial Partners and boosting traffic and sales in our urban centers. 60% of the brands that carry out a campaign with us decide to invest again, consolidating sustainable and long-term relationships.

INNOVATION

- We participate in incubators with Endeavor and Driven Speed, in addition to promoting open spaces for innovation, always with our customers at the center. This is how we promoted **“Challenge X”**, a contest that received 48 applications for solutions to challenges presented by our operation. In addition to this, we promoted internally, among the company's collaborators, **“Inventa”**, a contest through which we received 63 ideas to improve our performance and surprise visitors, of which 3 were selected to be implemented.



Click&Collect Mallplaza Egaña

Highlights of the quarter

ESG Milestones

- Mallplaza became the first shopping center company to receive ISO 50001 certification at the regional level. This certification, which corresponds to an Energy Management System, is designed to help organizations implement processes that improve efficiency in the use of energy and thus minimize the environmental impact, costs in services, facilities and products.
- In September, on the occasion of the International Day of Indigenous Peoples, we held the First Meeting of Indigenous Peoples at Mallplaza Vespucio, which included discussions, workshops on ancestral knowledge and entrepreneurship fairs with representatives of Chile's indigenous peoples, ending with a cultural display by the Rapa Nui community.
- As part of our active commitment to caring for the environment, at Mallplaza NQS, Bogotá, we inaugurated our Recycling Point. This is a space open to all our visitors and the community, where different categories of waste can be recycled. In addition to this, during September we developed awareness days with educational activities on recycling and an entrepreneurship fair, which are part of our ESG management.

Awards and recognitions

- For the second consecutive year, Mallplaza obtained an AA rating in MSCI's ESG rating, an evaluation that measures the management of a company's financially relevant ESG risks and opportunities.
- Mallplaza obtained 1st place in the "Shopping Centers" category, in Ranking Most Innovative Companies Chile 2024. This ranking, carried out annually by the ESE Business School, in alliance with El Mercurio newspaper and MIC Business Consulting, is focused on the evaluation of policies, innovation processes, as well as the impact generated by the initiatives promoted by these companies.
- Mallplaza was highlighted during the XXIV Meeting of Sustainable Development "PisoComún", for being part of the group of companies that are committed to the 5 Sustainability criteria (Carbon Neutrality; Biodiversity and Nature; Human Rights and Due Diligence; Diversity and Inclusion; Transparency and Reportability).
- Our Plaza 0 initiative was recognized by the Corporate Sustainability Ranking 2024, organized by Brinca and the UAI Business School, in its 2nd version. This ranking measured the 70 largest companies in the country's strategic industries that report in an integrated manner to the Financial Market Commission (CMF).



Most Innovative Companies Ranking Award

INFORMATION BY ASSET

Third Quarter 2024

Main indicators by country

Chile:

- Visitor flows increase by 3.5%, mainly driven by increased visitor flows at Mallplaza La Serena, Antofagasta and Iquique.
- Occupancy increases to 96.8%, mainly due to higher occupancy at Mallplaza Alameda, Mallplaza Los Dominicos and Mallplaza Tobalaba.
- Revenues increased 10.7%, mainly due to higher occupancy, rate adjustments and higher parking revenues.
- Same Store Sales increased 3.6% due to the higher performance of Department Stores and Retail Stores.

Perú:

- Visitor flow increased by 3.9%, driven by growth at Mallplaza Comas and Mallplaza Arequipa, offset by a decrease at Mallplaza Bellavista, due to road diversions for works related to the construction of the Lima Metro.
- Revenues increased 7.4%, mainly due to higher occupancy compared to the previous year.
- Sales rose 7.5% and Same Store Sales increased 5.0%, mainly due to the performance of retail, convenience and services, offset by the lower performance of the Motorplaza segment.
- Occupancy increased 2.5 p.p. mainly due to higher occupancy at Mallplaza Arequipa and Comas.

Colombia:

- Revenues decreased by 9.9%, due to the accounting effect of the fine for the delayed opening of the Mallplaza NQS shop in 3Q23.
- Sales grew 47.1%, mainly due to higher sales in Mallplaza NQS and the opening of Mallplaza Cali.
- Visitor flow increased 17.7% mainly due to higher flow at Mallplaza NQS and opening of Mallplaza Cali.
- Same Store Sales increased by 4.7% mainly due to good sales performance at Mallplaza NQS.

	Chile (Millions of CLP)			Perú (Thousands of Soles)			Colombia (Millions of COP)			Consolidated Plaza S.A. (Millions of CLP)		
	3Q24	3Q23	(Var.)	3Q24	3Q23	(Var.)	3Q24	3Q23	(Var.)	3Q24	3Q23	(Var.)
Managed GLA (m²)	1,429,770	1,430,844	(0.1%)	298,766	296,406	0.8%	271,870	200,427	35.6%	2,000,407	1,927,677	3.8%
Visitor Flow (millions)	48.4	46.8	3.5%	13.8	13.3	3.9%	11.8	10.1	17.7%	74.1	70.1	5.6%
Tenant Sales	987,347	911,395	8.3%	596,121	554,417	7.5%	488,392	332,023	47.1%	1,238,422	1,118,577	10.7%
Var. Same Store Sales	3.6%	-2.6%	6.2 p.p.	5.0%	-7.2%	12.2 p.p.	4.7%	2.3%	2.4 p.p.	3.9%	-2.9%	6.8 p.p.
Net Revenue	104,206	94,111	10.7%	56,519	52,629	7.4%	57,431	63,761	(9.9%)	119,547	110,409	8.3%
Var. Same Store Rent	5.4%	6.9%	(1.5 p.p.)	2.1%	13.5%	(11.4 p.p.)	13.1%	9.9%	3.2 p.p.	5.6%	7.7%	(2.1 p.p.)
EBITDA	84,404	77,121	9.4%	44,420	42,567	4.4%	41,695	49,978	(16.6%)	93,810	87,663	7.0%
Monthly sales per m2 (CLP/PEN/COP)	263,619	250,399	5.3%	842.7	824.8	2.2%	732,317	782,806	(6.4%)	241,896	236,180	2.4%
Monthly revenues per m2 (CLP/PEN/COP)	23,737	22,066	7.6%	67.7	66.8	1.4%	75,295	116,011	(35.1%)	23,418	22,561	3.8%
Occupancy Cost (%)	10.0%	10.1%	(0.1 p.p.)	9.0%	9.6%	(0.6 p.p.)	11.2%	11.1%	0.1 p.p.	9.9%	10.1%	(0.2 p.p.)
Occupancy	96.8%	95.8%	1.0 p.p.	94.7%	92.2%	2.5 p.p.	96.2%	96.5%	(0.3 p.p.)	96.4%	95.3%	1.1 p.p.

• Monthly sales and income per m2 are in CLP/PEN/COP

Main indicators by country

Last 12 months

	Chile (Millions of CLP)			Perú (Thousand of Soles)			Colombia (Millions of COP)			Consolidated Plaza S.A. (Millions of CLP)		
	LTM 3Q24	LTM 3Q23	(Var.)	LTM 3Q24	LTM 3Q23	(Var.)	LTM 3Q24	LTM 3Q23	(Var.)	LTM 3Q24	LTM 3Q23	(Var.)
Managed GLA (m²)	1,429,770	1,430,844	(0.1%)	298,766	296,406	0.8%	271,870	200,427	35.6%	2,000,407	1,927,677	3.8%
Visitor Flow (millions)	196.6	191.8	2.5%	53.6	52.7	1.7%	46.1	40.7	13.3%	296.2	283.9	4.3%
Tenant Sales	4,029,520	3,872,336	4.1%	2,324,348	2,308,138	0.7%	1,852,666	1,353,377	36.9%	4,986,197	4,719,468	5.7%
Var. Same Store Sales	1.5%	-5.6%	7.1 p.p.	-4.6%	0.6%	(5.2 p.p.)	10.1%	13.6%	(3.5 p.p.)	1.3%	-3.7%	5.0 p.p.
Net Revenue	407,610	364,558	11.8%	217,250	203,180	6.9%	185,004	181,654	1.8%	460,666	416,116	10.7%
Same Store Rent	5.4%	11.6%	(6.2 p.p.)	7.3%	13.8%	(6.5 p.p.)	14.1%	12.7%	1.4 p.p.	6.1%	11.9%	(5.8 p.p.)
EBITDA	323,064	289,307	11.7%	170,356	150,746	13.0%	129,933	115,983	12.0%	353,072	311,708	13.3%
Monthly sales per m2 (CLP/PEN/COP)	270,305	267,771	0.9%	835	888	(6.0%)	794,360	876,299	(9.4%)	249,006	253,666	(1.8%)
Monthly revenues per m2 (CLP/PEN/COP)	23,414	21,386	9.5%	66	66	0.4%	69,383	92,476	(25.0%)	22,560	21,257	6.1%
Occupancy Cost (%)	9.9%	9.7%	0.2 p.p.	9.2%	9.0%	0.2 p.p.	10.2%	10.4%	(0.2 p.p.)	9.9%	9.6%	0.3 p.p.
Occupancy	96.8%	95.8%	1.0 p.p.	94.7%	92.2%	2.5 p.p.	96.2%	96.5%	(0.3 p.p.)	96.4%	95.3%	1.1 p.p.

- Monthly sales and income per m2 are in CLP/PEN/COP



Mallplaza Buenavista, Colombia

Quarterly results by asset

As of September 2024

Chile in millions of CLP, Peru in thousands of PEN, and Colombia in millions of COP

Shopping Centers	GLA	% Own GLA	Occupancy	Sales			Revenue		
				3Q24	3Q23	Var (%)	3Q24	3Q23	Var (%)
Mallplaza Vespucio	169,082	100%	97.8%	136,590	119,650	14.2%	15,444	13,653	13.1%
Mallplaza Oeste	182,329	100%	98.9%	125,441	116,376	7.8%	12,621	11,441	10.3%
Mallplaza Trébol	118,426	100%	98.4%	118,058	113,227	4.3%	11,724	11,229	4.4%
Mallplaza Norte	139,989	100%	97.1%	86,527	76,786	12.7%	10,618	8,825	20.3%
Mallplaza Egaña	94,672	100%	98.4%	78,826	70,891	11.2%	8,670	7,545	14.9%
Mallplaza Antofagasta	78,725	100%	98.7%	70,068	63,353	10.6%	6,537	5,938	10.1%
Mallplaza Tobalaba	78,877	100%	97.1%	60,836	56,980	6.8%	4,750	4,368	8.7%
Mallplaza Sur	77,011	100%	94.5%	58,319	60,841	-4.1%	4,310	3,963	8.8%
Mallplaza Calama	77,731	100%	97.0%	47,562	43,519	9.3%	4,302	3,961	8.6%
Mallplaza La Serena	64,401	100%	98.9%	45,112	38,946	15.8%	6,068	5,376	12.9%
Mallplaza Los Dominicos	95,519	100%	95.8%	34,655	34,282	1.1%	4,630	4,932	-6.1%
Mallplaza Los Ángeles	38,950	100%	98.8%	27,761	27,407	1.3%	3,215	3,081	4.3%
Mallplaza Copiapó	46,207	100%	97.0%	21,833	19,616	11.3%	2,715	2,273	19.4%
Mallplaza Bío Bío	46,051	100%	98.1%	19,585	19,867	-1.4%	2,093	1,857	12.7%
Mallplaza Arica	35,241	100%	97.8%	19,262	17,756	8.5%	2,139	1,859	15.1%
Mallplaza Alameda	59,829	100%	77.6%	18,804	16,027	17.3%	2,368	2,174	8.9%
Mallplaza Iquique	26,732	98%	96.6%	18,108	15,870	14.1%	2,002	1,635	22.4%
Total CHILE	1,429,770		96.8%	987,347	911,395	8.3%	104,206	94,111	10.7%
Mallplaza Trujillo	85,087	33%	98.5%	269,100	254,756	5.6%	22,098	19,447	13.6%
Mallplaza Comas	79,927	33%	94.5%	130,271	110,519	17.9%	14,394	11,366	26.6%
Mallplaza Arequipa	42,799	33%	96.6%	108,287	101,589	6.6%	9,198	8,200	12.2%
Mallplaza Bellavista	90,953	33%	90.3%	88,463	87,553	1.0%	10,829	13,616	-20.5%
Total PERÚ	298,766		94.7%	596,121	554,417	7.5%	56,519	52,629	7.4%
Mallplaza Buenavista	57,477	65%	98.4%	139,693	131,730	6.0%	12,613	10,828	16.5%
Mallplaza NQS	80,988	100%	94.6%	128,038	77,540	65.1%	16,418	37,818	-56.6%
Mallplaza Cali	66,549	100%	96.2%	96,663	-	n.a	11,611	-	n.a
Mallplaza Cartagena	27,712	100%	94.2%	69,292	65,228	6.2%	8,743	8,205	6.6%
Mallplaza Manizales	39,144	80%	97.9%	54,705	57,525	-4.9%	8,046	6,910	16.4%
Total COLOMBIA	271,870		96.2%	488,392	332,023	47.1%	57,431	63,761	-9.9%

Decrease in Mallplaza NQS revenues is explained by the accounting effect of the fine for delayed store opening during 3Q23.

Quarterly results by asset

As of September 2024

Chile in millions of CLP, Peru in thousands of PEN, and Colombia in millions of COP

Monthly sales per m2
(CLP/PEN/COP)

Monthly revenues per m2
(CLP/PEN/COP)

Shopping Centers	3Q24	3Q23	Var (%)	3Q24	3Q23	Var (%)
Mallplaza Vespucio	326,307	288,465	13.1%	29,146	27,737	5.1%
Mallplaza Oeste	298,322	279,431	6.8%	20,777	19,124	8.6%
Mallplaza Trébol	306,150	298,278	2.6%	28,073	27,333	2.7%
Mallplaza Norte	247,465	222,904	11.0%	23,496	20,036	17.3%
Mallplaza Egaña	321,108	303,470	5.8%	29,798	27,205	9.5%
Mallplaza Antofagasta	314,962	297,623	5.8%	26,989	25,519	5.8%
Mallplaza Tobalaba	278,228	291,568	-4.6%	20,938	19,412	7.9%
Mallplaza Sur	265,423	258,980	2.5%	17,093	14,827	15.3%
Mallplaza Calama	224,164	218,377	2.7%	18,896	18,199	3.8%
Mallplaza La Serena	286,708	262,286	9.3%	32,520	30,354	7.1%
Mallplaza Los Dominicos	140,662	133,480	5.4%	17,936	18,440	-2.7%
Mallplaza Los Ángeles	266,947	262,307	1.8%	28,348	27,045	4.8%
Mallplaza Copiapó	165,979	164,311	1.0%	19,750	18,247	8.2%
Mallplaza Bío Bío	156,639	163,507	-4.2%	16,082	14,554	10.5%
Mallplaza Arica	190,883	194,071	-1.6%	20,619	19,711	4.6%
Mallplaza Alameda	167,095	163,227	2.4%	17,481	17,042	2.6%
Mallplaza Iquique	242,182	233,542	3.7%	25,556	23,115	10.6%
Total CHILE	263,619	250,399	5.3%	23,737	22,066	7.6%
Mallplaza Trujillo	1,228	1,260	-2.5%	88	86	2.8%
Mallplaza Comas	660	587	12.5%	64	56	15.6%
Mallplaza Arequipa	984	950	3.5%	77	70	10.1%
Mallplaza Bellavista	489	501	-2.4%	45	57	-20.7%
Total PERÚ	843	825	2.2%	68	67	1.4%
Mallplaza Buenavista	922,648	876,715	5.2%	74,776	65,069	14.9%
Mallplaza NQS	730,128	704,962	3.6%	74,540	195,907	-62.0%
Mallplaza Cali	562,627	-	n.a	63,888	-	n.a
Mallplaza Cartagena	1,057,903	1,044,632	1.3%	112,852	108,777	3.7%
Mallplaza Manizales	531,952	566,984	-6.2%	70,209	60,225	16.6%
Total COLOMBIA	732,317	782,806	-6.4%	75,295	116,011	-35.1%

Decrease in Mallplaza NQS's monthly revenue per square meter is explained by the accounting effect of the fine for delayed store opening during 3Q23.

Annual results by asset

As of September 2024

	Sales			Revenue			Monthly sales per m2 (CLP/PEN/COP)			Monthly revenues per m2 (CLP/PEN/COP)		
Shopping Centers	LTM 3Q24	LTM 3Q23	Var (%)	LTM 3Q24	LTM 3Q23	Var (%)	LTM 3Q24	LTM 3Q23	Var (%)	LTM 3Q24	LTM 3Q23	Var (%)
Mallplaza Vespucio	542,721	491,787	10.4%	59,779	53,023	12.7%	318,039	303,594	4.8%	28,837	26,906	7.2%
Mallplaza Oeste	506,795	489,519	3.5%	48,962	43,056	13.7%	301,787	297,368	1.5%	20,229	18,444	9.7%
Mallplaza Trébol	499,411	474,786	5.2%	46,849	42,375	10.6%	330,784	316,548	4.5%	28,139	25,851	8.9%
Mallplaza Norte	353,253	340,511	3.7%	38,786	34,846	11.3%	254,536	251,245	1.3%	21,617	19,840	9.0%
Mallplaza Egaña	316,542	292,298	8.3%	33,348	28,961	15.1%	330,761	311,131	6.3%	28,831	25,797	11.8%
Mallplaza Antofagasta	284,564	272,482	4.4%	25,122	23,626	6.3%	320,971	318,726	0.7%	26,224	25,120	4.4%
Mallplaza Tobalaba	236,519	240,050	-1.5%	22,527	17,838	26.3%	271,472	298,593	-9.1%	25,312	18,972	33.4%
Mallplaza Sur	231,483	251,814	-8.1%	15,824	15,277	3.6%	261,891	280,566	-6.7%	15,892	14,500	9.6%
Mallplaza Calama	196,728	184,567	6.6%	17,049	15,205	12.1%	237,603	240,318	-1.1%	18,843	18,208	3.5%
Mallplaza La Serena	193,491	169,624	14.1%	23,705	20,566	15.3%	314,528	289,436	8.7%	31,812	29,395	8.2%
Mallplaza Los Dominicos	148,982	148,601	0.3%	19,541	18,384	6.3%	152,468	148,459	2.7%	18,620	17,469	6.6%
Mallplaza Los Ángeles	122,564	119,750	2.3%	12,458	11,763	5.9%	303,961	286,686	6.0%	27,394	25,779	6.3%
Mallplaza Copiapó	90,879	85,725	6.0%	10,720	8,944	19.9%	186,535	180,712	3.2%	20,159	17,849	12.9%
Mallplaza Bío Bío	77,773	79,285	-1.9%	7,896	6,977	13.2%	147,822	162,980	-9.3%	15,227	13,721	11.0%
Mallplaza Arica	81,195	80,621	0.7%	8,395	7,532	11.5%	183,508	218,310	-15.9%	20,317	19,765	2.8%
Mallplaza Alameda	74,015	81,980	-9.7%	9,357	9,928	-5.8%	170,368	173,774	-2.0%	17,258	17,275	-0.1%
Mallplaza Iquique	72,606	68,935	5.3%	7,292	6,257	16.5%	233,109	255,602	-8.8%	24,622	22,313	10.3%
Total CHILE	4,029,520	3,872,336	4.1%	407,610	364,558	11.8%	270,305	267,771	0.9%	23,414	21,386	9.5%
Mallplaza Trujillo	1,018,094	1,040,653	-2.2%	80,393	73,214	9.8%	1,195	1,362	-12.3%	82	83	-0.6%
Mallplaza Comas	506,989	463,376	9.4%	53,627	42,869	25.1%	651	624	4.2%	62	53	18.2%
Mallplaza Arequipa	443,720	416,732	6.5%	34,618	35,703	-3.0%	1,014	981	3.4%	72	77	-6.2%
Mallplaza Bellavista	355,544	387,377	-8.2%	48,612	51,394	-5.4%	496	580	-14.3%	50	56	-9.8%
Total PERÚ	2,324,348	2,308,138	0.7%	217,250	203,180	6.9%	835	888	-6.0%	66	66	0.4%
Mallplaza Buenavista	559,486	563,716	-0.8%	47,440	42,842	10.7%	932,704	951,723	-2.0%	70,550	64,821	8.8%
Mallplaza NQS	561,790	282,206	99.1%	44,825	79,103	-43.3%	801,013	850,995	-5.9%	53,339	137,257	-61.1%
Mallplaza Cali	201,189	-	n.a	24,854	-	n.a	561,888	-	n.a	65,155	-	n.a
Mallplaza Cartagena	286,258	274,672	4.2%	36,081	33,186	8.7%	1,085,677	1,103,891	-1.6%	114,776	110,004	4.3%
Mallplaza Manizales	243,942	232,782	4.8%	31,805	26,523	19.9%	595,937	626,313	-4.8%	69,475	62,345	11.4%
Total COLOMBIA	1,852,666	1,353,377	36.9%	185,004	181,654	1.8%	794,360	876,299	-9.4%	69,383	92,476	-25.0%

Decrease in revenues and monthly revenue per square meter of Mallplaza NQS is explained by the accounting effect of the fine for delayed store opening during 3Q23.

Growth, M&A and Brownfield

Projects under Development



Mallplaza Trujillo, Perú.



Open Plaza Piura, Perú.



Acquisition in Peru

Acquisition of 66.7% of Mallplaza Perú S.A. and 100% of Open Plaza Perú.

Consolidation: 4Q 2024

Total surface area: Mallplaza Perú 324,000 GLA m²
Open Plaza Perú 298,000 GLA m²

During October, Desarrollos Perú SpA, a subsidiary of Plaza S.A., launched a tender offer to acquire Falabella Perú S.A.A. This operation will allow us to consolidate a portfolio of 15 high quality assets in Peru and become the second largest shopping center operator in that country in terms of GLA^{m2}, as well as reinforcing our presence as the main urban center platform in the Andean region.

Together with this operation, we will promote an organic growth plan that considers adding 100,000m² in a period of 5 years, strengthening the commercial proposal and incorporating new proposals to the current and future assets in that country. This plan will focus on our current Tier A urban center Mallplaza Trujillo, in addition to the assets we have identified with potential to become future Tier A.

In terms of the financing of the operation, which will be a mix of debt, equity and cash, during the month of April, Plaza S.A. issued bonds in the local market for MM 3 UF in 2 series of MM 1.5 UF each at 4.5 and 9 years respectively, with a total demand of over MM 9.3 UF (3.1x), which reflected the high interest of the market in this operation. On the other hand, during the month of August we completed the capital increase process of the company for 230 million shares with great success, raising approximately MM USD 325, highlighting the great interest obtained in the Order Book Auction reaching an overdemand of 3.5 times, in addition to reaching a 40% participation of international investors.

After concluding the legal period of the tender offer in Peru for Falabella Perú S.A.A., we expect to consolidate the transaction.

Case Study: Department Store reconversion

Case Study



Mallplaza Alameda Santiago

- Urban Center with 60,000 m2 of GLA.
- Inaugurated in 2008, it is located next to Santiago's Central Station, the country's main train and bus terminal.

Mallplaza Alameda opened its doors in 2008. With 60,000 m2 of GLA, it has a diversified retail offer that includes a Ripley department stores and a wide range of speciality retail, entertainment, gastronomy and car sales. In addition to this, this urban center has a robust services offer, including a supermarket, two gyms and two offices of the Civil Registry and Identification, which translates into a flow of visitors close to 450,000 people per month.

In order to continue with the reconversion strategy focused on improving the retail and service offer, the spaces corresponding to the La Polar, Johnson and Falabella department stores were reconverted.

- In the space occupied by La Polar, on the first floor, a 2,500 m2 H&M shop will open at the end of 2023, as part of a strategic alliance with this brand, which aims to reach 19 shops at regional level. On the first floor, the Holly Concept brand and a Family Shop shop opened, while on the third floor a sports shop is planned to open in early 2025.
- In the reconverted Johnson space, a Smartfit gym and the offices of the Civil Registry of two communes (Santiago and Estación Central) were opened, strengthening the range of services offered and generating a pole of recurrent visits to the urban center.
- In the Falabella space, the first floor is in the process of being fitted out with an innovative outlet space, which will complement the retail offer. On the second level, a 2,300 m² Asian format convenience store will open during the fourth quarter of this year, in line with the growing demand for this type of shop in the Chilean market. Finally, the third level will strengthen the sports offer with the opening of two intermediate shops specialised in this category.

Key metrics post conversion:

- Decrease in occupied m2 of Department Stores by 58% since 3Q22. This is in line with the company's strategy of reconverting the spaces in this category.
- Visitor flow growth of 7% when comparing 3Q24 and 3Q23.
- Increase in sales from commercial partners of 17% in 3Q24 compared to 3Q23.
- Lease revenue growth of 9% in 3Q24 compared to 3Q23.



Civil Registry and Identification Offices



H&M store, Mallplaza Alameda, Chile.

Case Study: Department Store reconversion

Case Study



New Gastronomic Space, Mallplaza Tobalaba.



Duandy, Mallplaza Tobalaba.



Mallplaza Tobalaba Santiago

- Urban Center with 80,000 m2 of GLA
- Inaugurated in 1998, it has a dominant position in its market (Puente Alto).

Mallplaza Tobalaba opened its doors in 1998 as the company's fourth urban center. With 80,000 GLA, it has a diversified retail offer (with a Falabella store, Ripley's and a wide range of specialty stores), entertainment, gastronomy, automobile sales and services, including a medical center, which translates into a monthly flow of visits of close to one million people.

In line with the company's Department Stores reconversion plan, in 2023 we reconverted a Paris store with 7,400 m² of GLA, spaces that was reconverted during 2024 with great success in terms of visitor flow and revenue per square meter.

Additions:

- Incorporation of a 2,500 m2 H&M store on the second floor, an opening that is part of our alliance with this brand that aims to reach 19 stores at the regional level.
- Opening of a Duandy store with 3,500 m2 on the second floor, a format with a diversified offer of household items.
- Inauguration of a new Gastronomic Space on the second floor with 1,800 m2, with 7 new proposals that strengthen the offer of this urban center, including the opening of Dulce Luna, El Japonés, Cantina Tobalaba, Tanta, Muu Steak, Pizzería Argentina and Mamma Mía.

Key performance metrics post reconversion:

- Annual rental income increase of 28% in reconverted area.
- 9% increase in annual lease income per sq. m. of converted space
- 4% increase in visitor flow versus 3Q23

Growth, Brownfield

Project under Development



Lifestyle works progress, Mallplaza Vespuccio, Chile



Mallplaza Vespuccio

Remodeling and Expansion
Lifestyle Project

Opening: 4Q 2024

Total Area

Expansion and Remodeling– 21,600 GLA m²

Remaining Investment: MMUSD 11

The new expansion of Mallplaza Vespuccio is focused on strengthening its *Tier A* proposal and is part of the Master Plan for the reconversion of this urban center, which seeks to attract consumers from the southeast area, in addition to giving a new design to the outdoor area with a powerful addition of 21,600m² and an improved *Look & Feel* of outdoor commerce with unique facades and improvement of the *racetrack* of the mall.

This project includes the incorporation of a powerful *fast-fashion* mix with *flagship* format, including the largest Zara store in the southern cone with 4,300 m², H&M with 3,200 m², Aufbau, Apple products distributor with the largest store format in Chile, GAP with 400 m², opening its first store in the southeast sector of Santiago, DBS with 400 m² and Lippi with 550 m², in addition to high-value brands such as Adidas Original, Levi's, among others.

On the other hand, this space considers the inclusion of convenience services for the large flows generated by the two nearby Metro stations, including a Santa Isabel supermarket, adding a second supermarket to this urban center, a 1,400 m² Casaideas store, as well as a complete service area.

Finally, the project includes a recreational park of more than 12,000m² that allows us to articulate with the city and generate a space of value and outdoor recreation.

The project already has commercial agreements with 100% of the brands that will enter the expansion and that will allow the leadership of the urban center to continue.

We expect the opening of this project during the last quarter of this year, consolidating more than 4 years of transformation of our main asset.

Growth, Brownfield

Project under Development

Mallplaza Trujillo



Expansion

Masterplan of Mallplaza Trujillo that considers the expansion of the existing *retail* corridor at the main entrance of the urban center, in order to continue consolidating the *fashion* proposal of this Tier A urban center.

Opening: 4Q 2024

Total Area

Expansion – 905 m²

Remaining Investment: MMUSD 0,2



Mallplaza Los Domínicos



Reconversion

A reconversion that will enhance the service area and add a *sweet zone and retail* and gastronomic proposals, in line with the plan to strengthen this urban center.

Opening : 2Q 2025

Total Area

Reconversion – 3,300 GLA m²

Remaining Investment: MMUSD 2



Mallplaza Antofagasta



Reconversion and Expansion

Reconversion and relocation of Autoplaza from the second to the second floor of the urban center, in addition to the entrance of Zara, with its first store in the north of the country.

Opening: Autoplaza 4Q 2024, Zara 3Q 2025

Total Area

Expansion – 1,500 GLA m²

Reconversion – 5,700 GLA m²

Remaining Investment: MMUSD 4



Growth, Brownfield

Project under Development

Mallplaza Sur



Reconversion and Expansion

Reconversion of Falabella store, where an H&M store will be incorporated and a Civil Registry office, Autoplaza, gym and a playground will be added.

Opening: 1Q 2025

Total Area

Expansion – 550 m²

Reconversion – 6,600 GLA m²

Remaining Investment: MMUSD 0.8



Mallplaza Iquique



Expansion

New Boulevard of services on the main façade of the urban center, along with the entrance of two intermediate stores, which is in addition to the recent opening of H&M.

Opening: 2S 2025

Total Area

Expansion – 3,700 GLA m²

Reconversion – 650 GLA m²

Remaining Investment: MMUSD 0.7



PLAZA S.A. CAPEX (thousands of USD)	Investments 3Q24	Investments 3Q23	% total CAPEX (3Q24)
Greenfield	6,187	11,878	20%
Brownfield	13,114	8,408	43%
Reconversions	3,322	3,647	11%
Maintenance	4,908	2,843	16%
IT & Other	2,923	2,414	10%
Total	30,454	29,190	100%

Landbank

Growth Potential

Mallplaza currently owns a landbank in Chile with 551,510 m² of unused properties, of which 137,565 m² are destined to the development of future expansion projects for our urban centers. These areas have high growth potential, either through expansions such as the incorporation of new formats and categories, with a construction capacity of 278,708 m², more than doubling the potential area for the development of leasable square meters. This does not consider those properties where our urban centers in Chile are built, which have enough potential to build a total of 4,992,040 m², of which just 37% of this capacity has been developed.⁽²⁾

Landbank for future projects

Municipality	Shopping Center	Status	Area (m ²)
Huechuraba	Mallplaza Norte	Development	16,000
San Bernardo	Mallplaza Sur	Development	75,069
Concepción	Mallplaza Mirador de Bío Bío	Development	8,891
Concepción	Mallplaza Trébol	Development	29,105
Cerrillos	Mallplaza Oeste	Development	8,500
Total			137,565

(1) This landbank mostly corresponds to properties adjacent to our urban centers and does not consider the properties currently occupied by our urban centers.

(2) Es importante señalar que la viabilidad para la empresa de aprovechar la construcción remanente depende tanto de la viabilidad técnica para llevar a cabo expansiones como de las condiciones comerciales que puedan favorecer dicha viabilidad

Note: Mallplaza currently owns 413,945 m² of land for sale. .



FINANCIAL ESTRUCTURE

Third Quarter 2024



Petronio Festival, Mallplaza Cali, Colombia.

Debt Structure

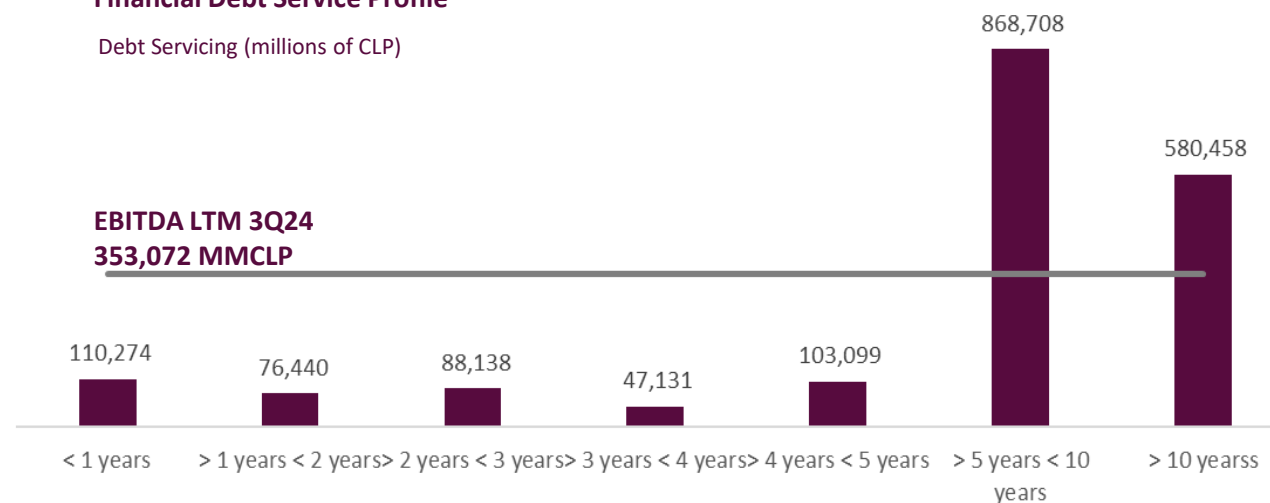
	3Q 2024	3Q 2023
Cash and Equivalents (CLP MN)	601,497	157,806
Financial Debt (CLP MN)	1,374,105	1,241,483
(+) Public Bonds (CLP MN)	1,219,954	1,060,781
(+) Bank Debt (CLP MN)	138,671	180,702
(+) Hedge Derivatives (CLP MN)	15,480	-
Average Debt Rate	3.2%	3.5%
Duration (years)	8.0	8.4
Net Financial Debt (millions of CLP)	769,494	1,080,823

Figures consider consolidation of Plaza S.A

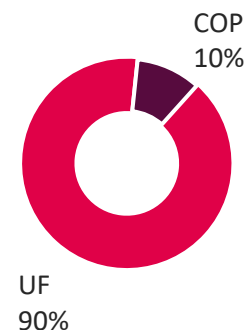
- Payment profile of financial debt is predominantly long-term, with 85% maturing in three or more years.
- Loan to Value (LTV) ratio of 26%.
- 31% of financial debt maturities exceed 10 years.
- Financial debt at a fixed rate and in the same currency in which the cash flows associated with its payment are generated, with an average duration of eight years.
- Assets unencumbered at fair value present 6.9x financial debt net of cash and cash equivalents.
- The current liquidity position covers the 2024 debt repayment obligations.
- Financial debt to EBITDA at the end of the third quarter was 2.2x.

Financial Debt Service Profile

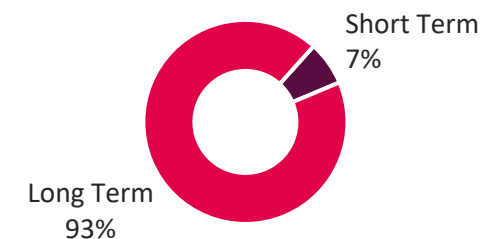
Debt Servicing (millions of CLP)



Debt by currency



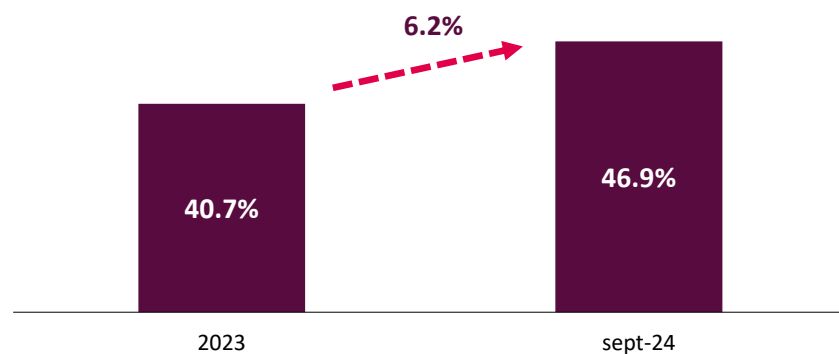
Debt by term



Plaza in the Capital Market

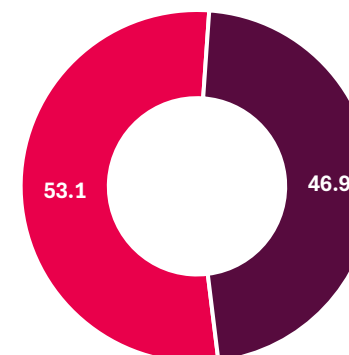
	3Q 2024	3Q 2023	Var. (%)	LTM 3Q 2024	LTM 3Q 2023	Var. (%)
Average Closing Price (CLP)	1,482.2	1,298.7	14.1%	1,351.8	1,080.8	25.1%
Closing Price (CLP) - End of Period	1,542.0	1,212.3	27.2%	1,542.0	1,212.3	27.2%
Average Daily Traded Volume (CLP)	1,998,166,230	1,194,547,254	67.3%	1,375,267,467	605,620,565	127.1%
Number of shares traded	1,357,587	915,277	48.3%	1,035,985	639,331	62.0%

Free Float Evolution



Shareholding Composition (Oct-24)⁽¹⁾

■ Free Float
■ Controlling Shareholder (Falabella S.A)



Free Float	%
Significant Minority	22.5%
Pension Funds	14.1%
Brokerage Firms	8.5%
Investment Funds	0.8%
Mutual Funds	1.0%
Insurance Companies and others	0.1%

⁽¹⁾ Figures as of October 30.

Appendix

Third Quarter 2024



Evolution of Financial Results

	YEAR							
EVOLUTION BY YEAR	2018	2019	2020	2021	2022	2023	3Q24 LTM	CAGR
Operational figures								
Aggregate GLA (Reduced) (m2)	85,308	50,108	111,638	43,806	30,458	38,618	73,667	
Total Managed GLA (m²)	1,652,112	1,702,219	1,813,858	1,857,664	1,888,122	1,926,740	2,000,407	3.2%
Tenant sales (billions of pesos)	3,646	3,590	2,368	3,857	4,637	4,740	4,986	5.4%
Visitor flows (millions of people)	285	285	149	210	270	285	296	0.6%
STATEMENT OF RESULTS (Millions of CLP)								
Net Revenue from regular activities	309,370	309,598	187,329	276,695	383,864	419,904	460,667	6.9%
Sales cost	-73,407	-81,086	-84,314	-92,089	-100,304	-57,427	-60,742	-3.1%
Administrative expenses	-35,334	-40,291	-40,720	-31,830	-57,385	-42,445	-48,895	5.6%
EBITDA	247,276	238,308	116,114	208,621	282,699	322,185	353,072	6.1%
Profit (loss) attributable to controller's owners	117,359	100,075	12,248	46,556	66,445	349,759	318,905	18.1%
Total consolidated FFO plaza adjusted for participation	172,220	165,844	79,265	164,931	218,931	257,220	284,771	8.7%
EBITDA Margin (% over revenue)	80%	77%	62%	75%	74%	77%	77%	
FFO Margin (% over revenue)	56%	54%	42%	60%	61%	60%	62%	
Earnings per Share (CLP)	59.9	51.1	6.2	23.8	33.9	178.4	145.6	16.0%
FFO per Share (CLP)	88	84.6	40.4	84.1	111.7	131.2	130.0	6.7%

Financial Statements

Millions of CLP as of September 30, 2024

Current assets

An 80% Increase in Current Assets, equivalent to MMCLP 349,826, explained by higher cash and cash equivalents of MMCLP 399,482 associated with increased availability from capital raise proceeds and issuance of bond series AD and AE. This was partially offset by lower trade receivables and reduced accounts receivable from related parties due to the collection of merchant current accounts, as well as lower trade receivables due to the reclassification of Mallplaza Colombia's receivables to non-current.

Non current assets

A 4% increase, equivalent to MMCLP 180,546, primarily due to higher Investment Properties by MMCLP 142,579, driven by the recognition of fair value adjustments and the 2024 investment plan (work in progress) in Mallplaza Cali, Mallplaza Vespucio, Mallplaza Iquique, among other investments. Additionally, there were higher trade receivables due to the reclassification of receivables to non-current in Mallplaza Colombia.



Mallplaza Tobalaba, Chile.

	September 2024	December 2023	Sep24/Dec23 Variation
Current assets	784,953	435,127	80%
Non-current assets	4,541,755	4,361,209	4%
Total Assets	5,326,708	4,796,336	11%
Current liabilities	167,553	244,017	-31%
Non-current liabilities	2,041,547	1,919,631	6%
Total Liabilities	2,209,100	2,163,648	2%
Equity	3,117,608	2,632,688	18%
Equity and Liabilities, Total	5,326,708	4,796,336	11%
Issued capital	464,500	175,123	165%
Accrued gains (losses)	2,558,520	2,347,038	9%
Issue premiums	139,567	123,573	13%
Other reserves	-73,803	-44,681	65%
Non-controlling shares	28,825	31,634	-9%
Total Equity	3,117,608	2,632,688	18%

Financial Statements

Millions of CLP as of September 30, 2024

Investment Properties

Plaza S.A. initially values its investment properties in the construction phase at cost. After the initial valuation, the Company values its investment properties in operation at fair value, which reflects their market value on the date of each financial statement's publication.

The models that it applies to determine the fair value of its investment properties is described below:

a) Valuation through appraisal, used for the company's lands and other non-operating properties. The valuation is carried out by an independent and qualified external appraiser and is carried out once a year.

b) Valuation according to the discounted flows model using the WACC rate. This valuation is carried out semi-annually for all operating investment properties and variations in this value (profit or loss) are recorded in the financial statements under the Other Income item, by function.

The value of investment properties as of 30 September 2024 is CLP 4,309,078 millions, representing 81% of Plaza S.A.'s total consolidated assets.

Current Liabilities

A 31% decrease, equivalent to MMCLP -76,464, explained by lower Trade and Other Payables associated with dividend payments of MMCLP -59,281, reduced accounts payable to related companies due to payments of merchant current accounts of MMCLP -31,911, and lower Current Tax Liabilities of MMCLP -12,025, partially offset by higher Other Current Financial Liabilities of MMCLP 41,213, explained by the reclassification of Debt to short term in Mallplaza Colombia, net of payment of bank obligations in Mallplaza Chile.

Non Current Liabilities

A 6% increase, equivalent to MMCLP 121,916, due to higher Other Non-Current Financial Liabilities of MMCLP 68,882 associated with the issuance of bond series AD and AE, along with higher Deferred Tax Liabilities of MMCLP 54,636.

Equity

Equity increased by MMCLP 484,920 (+18%), primarily due to capital raised in June 2024, in addition to higher accumulated earnings generated.



Mallplaza Vespuccio, Chile.

Cash Flow Statement

Millions of CLP as of September 30, 2024

	For the nine months ending September 30		
	2024	2023	Sep24-Dec23 Var.
Of the Operation	192,628	196,145	(2%)
Of Investment	(45,589)	(51,475)	(11%)
Of Financing	255,906	(295,554)	(187%)



Mallplaza Tobalaba, Chile.

Of the Operation:

Operating activities generated a positive cash flow of MMCLP 192,628, 2% lower (variation of MMCLP -3,517) than that obtained as of September 2023, explained by higher payments to trade creditors MMCLP -8,099, higher income tax disbursements of MMCLP-22,572 and by other payments associated with higher VAT payments MMCLP -11,833, offset by higher operating income tax collections of MMCLP 37,645.

Of Investment :

Investing activities during 2024 have generated a negative cash flow of MMCLP -45,589 lower by 11% (variation of MMCLP 5,886) compared to September 2023, which is mainly explained by the sale of land MMCLP 5,401.

Of Financing :

Financing activities originated a positive cash flow of MMCLP 255,906, which compared to the same period of the previous year generates a positive variation of MMCLP 551,461. This is mainly explained by amounts associated with the issuance of shares MMCLP 308,426, lower variation in the purchase of non-controlling interests, due to the purchase of New Developments' interest in 2023 for MMCLP 164,498 and the inflow of cash flows from obligations with the public for the placement of bonds series AD and AE for MMCLP 107,568. The above is partially offset by a higher current account between related entities for MMCLP -33,357.

Main Financial Ratios

	Sep-24	Dec-23	Sep-23	Sep24-Dec23 Var.
Liquidity Ratio ⁽¹⁾	4.68	1.78	2.38	2.90
Acid test Ratio ⁽²⁾	3.59	0.83	1.02	2.76
Debt Ratio ⁽³⁾	0.71	0.82	0.80	(0.11)
Net Financial Debt ⁽⁴⁾ / Equity	0.25	0.42	0.42	(0.17)
Net Financial Debt ⁽⁴⁾ / EBITDA ⁽⁵⁾	2.18	3.40	3.47	(1.22)
EBITDA / Financial Expenses ⁽⁶⁾	6.79	5.88	5.23	0.92
EBITDA / Net Income ⁽⁷⁾	76.9%	76.7%	77.1%	0.2%
Current Liability / Total Liability	7.6%	11.3%	7.5%	(3.7%)
Assets / Fin. Debt Non-current + Liab. Current	3.67	3.29	3.46	0.38
Free Assets ⁽⁵⁾ / Net Financial Debt ⁽⁴⁾	5.60	3.80	3.79	1.80
Return on Equity ⁽⁹⁾	11.3%	14.3%	12.0%	(3.0%)
Return on Assets ⁽¹⁰⁾	6.4%	7.8%	6.5%	(1.3%)
Performance of Operational Assets ⁽¹¹⁾	10.1%	12.8%	11.6%	(2.7%)
Profit per Share ⁽¹²⁾	\$ 149.33	\$ 178.45	\$ 144.65	(\$ 29.12)

(1) Liquidity Ratio: Current Assets / Current Liabilities

(2) Acid test Ratio: Cash and Equivalents / Current Liabilities

(3) Debt Ratio: (Current Liabilities + Non-Current Liabilities) / Equity

(4) Corresponds to the Financial Debt, excluding cash and cash equivalents and other cash surplus investments with availability in a term of less than 30 days.

(5) Corresponds to 12-month EBITDA through September 2024, December 2023 and September 2023 respectively.

(6) Corresponds to EBITDA and financial expenditures (total expenditures and bank charges and fees and interest on financial debt) accrued through September 2024, December 2023 and September 2023, respectively.

(7) Corresponds to EBITDA to Regular Income, accrued through September 2024, December 2023 and September 2023, respectively.

(8) Corresponds to investment properties that are free of mortgage or lien.

(9) Corresponds to accrued Profit over average Equity in the 12 rolling months through September 2024, December 2023 and September 2023 (linear average last 4 quarters).

(10) Corresponds to accrued Profit over average assets in the 12 rolling months through September 2024, December 2023 and September 2023 (linear average last 4 quarters).

(11) Corresponds to accrued operating Profit over average Investment Properties in the 12 rolling months through September 2024, December 2023 and September 2023 (linear average last 4 quarters).

(12) Compares accrued earnings per share in continuous transactions 12 months through September 2024, December 2023 and September 2023.



Glossary

Financial

3Q: Third Quarter

EV: Enterprise Value

EBITDA: EBITDA is gross margin less administrative expenses, excluding depreciation and amortization.

Net Financial Debt: Gross Financial Debt - Cash and Cash Equivalents + (Related Company Payables - Receivables).

Adjusted FFO: FFO (Funds From Operations) is the net operating cash flow attributable to owners of the parent company, weighted by their equity interest in each company. This cash flow excludes items that do not represent cash flow or are not recurring (Other income and expenses by function) in the statement of net income. Excludes non-controlling interests.

Adjusted FFO / Share: Adjusted FFO divided by the total number of shares issued by Plaza S.A.

Revenue / m²: The ratio of operating revenue over the m² leased to Business Partners.

EBITDA / m²: The ratio of EBITDA over the m² leased to Business Partners.

LTM: Last twelve months

EBITDA Margin: EBITDA / Operating revenue

Net Margin: Net income / Operating revenue

Adjusted NOI margin: Adjusted NOI / Operating revenue adjusted for equity interests

Adjusted FFO margin: Adjusted FFO / Operating revenue adjusted for equity interests

CLP million: Millions of Chilean pesos

Adjusted NOI: This is the net operating income generated by assets operated by Plaza S.A. in Chile, Peru and Colombia, weighted by its equity interest in each company. NOI includes all the revenue and expenditure required to operate these assets (investment properties).

PP: percentage points

Occupancy: (GLA leased + GLA committed for lease)/ total GLA. Measured at the end of the reported period

Sales / m²: The ratio of visitor sales by business partners over the m² they lease.

Net income: Net income attributable to owners of the parent company.

Business

Occupancy cost: Calculated as lease revenue divided by total business partner sales, not including medical, educational and automotive facilities.

ESG: Environmental, Social and Governance. Environmental, Social and Governance.

GLA: Gross leasable area.

Total GLA: Total GLA of Mallplaza's urban centers including third party GLA.

Managed GLA: Mallplaza's own and/or managed GLA in the urban center. Plaza S.A. operates Mallplaza urban centers in Chile, Peru and Colombia. Plaza S.A consolidates its subsidiaries in Chile, Colombia and Salón Motorplaza Perú in its financial statements. It owns 33.3% of Mall Plaza Peru S.A., which is treated as an associate and accounted for on an equity basis.

GMV: *Gross Merchant Value* measures the value of the products or services sold on our platform. This is total sales by our Sellers

Large stores: Large format stores such as Department Stores, Home Improvement Stores and Supermarkets.

Occupancy: GLA in square meters with a signed lease contract, over total GLA in square meters.

Brownfield project: Construction and development project to expand an existing urban center.

Greenfield project: Construction and development project for a new urban center.

Reconversion: Transformation or conversion of square footage from one store to another.

Same Store Rent (SSR): Lease growth rate for the same 12-month rolling lease contracts, comprised of fixed lease revenue in Chile and UF currency variations.

Same Store Sales (SSS): Nominal same-store sales growth (decrease) compared to the same period last year.

Tier A: Dominant, high-productivity urban centers, which are leaders in large, high-density markets, and preferred by tenants and consumers with high buying potential.

Commercial partners' sales: Consolidated sales by the company and tenants at urban centers

3Q24 Earnings Conference Call

Date: November 13, 2024

Time: 11:00 (Chile) / 09:00 (EST)

Webcast Link:

<https://edge.media-server.com/mmc/p/96nfuaggq/>

Dial – in Register Link:

<https://register.vevent.com/register/B1f336d76aeb704a6dbd70916feabfb296>

Speakers:

Fernando de Peña Iver - CEO

Derek Schwietzer Tang – CFO



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PLAZA S.A. FINANCIAL RESULTS

Third Quarter 2024

