

INSTITUTIONAL PRESENTATION

May 2024



1. OUR COMPANY

2. WHY INVEST IN MALLPLAZA?

3. MARKET OVERVIEW

4. APPENDIX



One of the largest operators in the region

> With a unique portfolio of Top Tier assets and top of mind brands and stores

26

Urban
Centers

17 Chile

5 Colombia

4 Perú

17

Cities

2.0

Million sqm of GLA

10 Tier A Assets

with 20 assets leaders in it's markets

2.7 bn

US\$ Market Cap

287

Million visitors per year

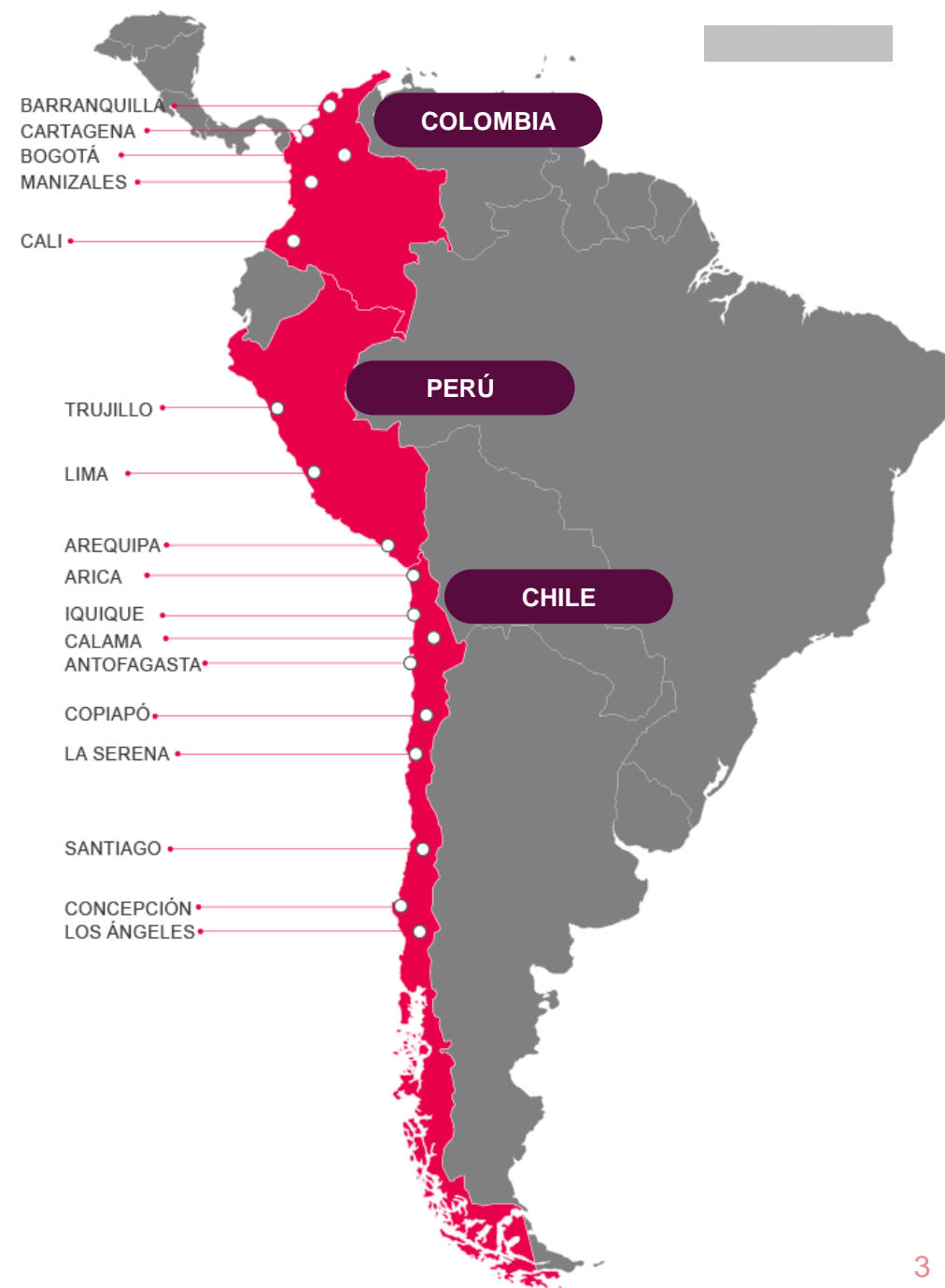
43%

GLA focused on experiences & convenience

+4,400

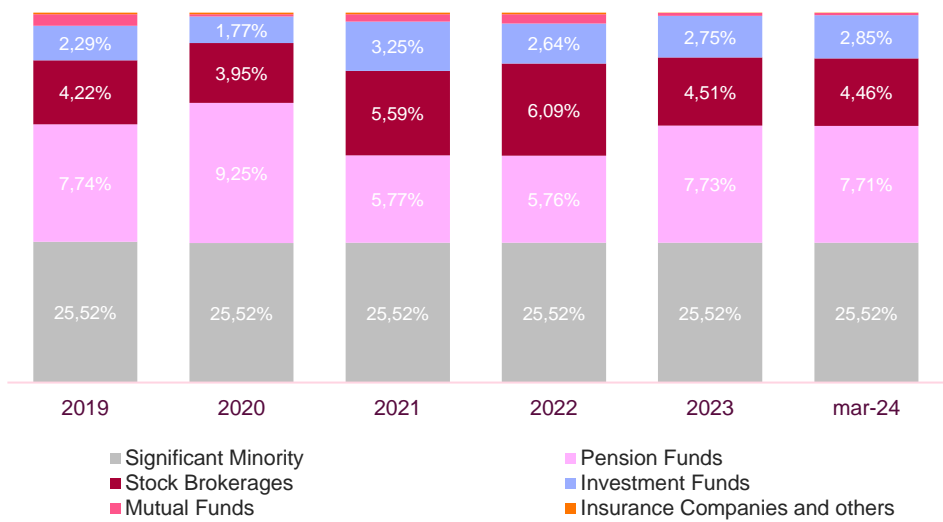
Stores

As of March 2024



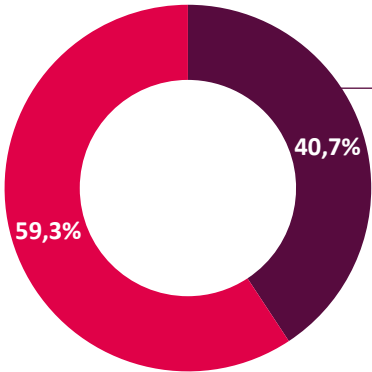
Ownership Breakdown

Evolution Shareholding Composition Non-Controlling Minority Shareholders



Shareholding Composition (Mar -24)

- Non-controlling Minority shareholders
- Final Controlling Shareholder (Falabella S.A.)



Free Float	% Stake
Significant Minority	25.5%
Pension Funds	7.7%
Stock Brokerages	4.5%
Investment Funds	2.9%
Mutual Funds	0.2%
Insurance Companies and others	0.0%

Key Financial Highlights

As of March 2024, Last Twelve months

REVENUES

442

MM USD



Annual var. $\frac{\%}{s}$
March 2023 LTM

14%

EBITDA

340

MM USD



15%

AFFO(1)

271

MM USD



17%

NET INCOME

370

MM USD



99%

(1) AFFO corresponds to the cash flow from the earnings of the owners of the parent company, weighted by their ownership interest in the operation. Excludes items that do not represent cash flow or are not recurring (other income and expenses by function) from the Income Statement. Does not include minority interest.





WHY INVEST IN MALLPLAZA?

- > Premium, dominant asset portfolio throughout the Andean region that is unique in LATAM
- > High Value - Experience focused tenant mix of brands and tenants
- > Growth potential at regional level
- > Robust liquidity and solvency, with a long-term debt profile and no exchange rate risk
- > Seasoned team with solid track record of execution
- > Leading Omnichannel Strategy to improve tenant and customer experience
- > ESG operational approach for a sustainable growth

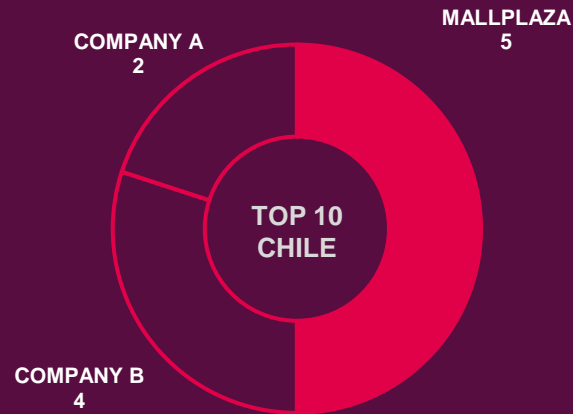
An aerial photograph of a coastal city, likely Lima, Peru. The image shows a harbor with several large cargo ships, including one with 'COSCO SHIPPING' on its side. In the foreground, there's a modern building complex with a curved facade and a parking lot. The city extends into the background with mountains visible in the distance. The image is framed by a large, stylized red shape that resembles a speech bubble or a drop, which contains the text.

PREMIUM, DOMINANT ASSET PORTFOLIO

WHY INVEST IN MALLPLAZA?

Dominant Top Tier Assets

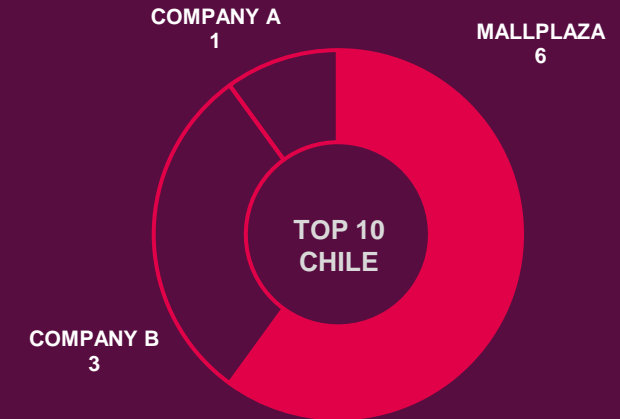
SHOPPING CENTERS WITH HIGHER SALES⁽¹⁾
1Q2024



SHOPPING CENTERS WITH HIGHER REVENUE
PER M²
1Q2024



SHOPPING CENTERS WITH HIGHER GLA IN M²
1Q2024



- > Mallplaza has a portfolio of large, dominant malls with high productivity and a leading portfolio of tenant mix
- > Unique top tier assets, having more than 10 TIER A urban centers
- > 64% of our Company's EBITDA comes from TIER A assets

Tier A

- Dominant Mall with high productivity
- Big, high density markets
- Tenant & Consumer top of mind. High purchase power potential

Tier B

- Leadership position in medium markets
- Portfolio of leading brands
- Lower Productivity
- High tenant demand

Tier C

- Competitive cities/markets
- Lower Productivity
- Cash - generation strategy

Andean Regional Coverage

26 High Quality Regional Malls

+10 Tier A

Leaders in Booming Markets.

Mallplaza's Urban Centers GLA

As March 2024

COLOMBIA

Mallplaza Buenavista • 58.000 m²

Mallplaza Cartagena • 28.000 m²

Mallplaza NQS • 81.000 m²

Mallplaza Manizales • 39.000 m²

Mallplaza Cali • 67.000 m²

PERÚ

Mallplaza Trujillo • 84.000 m²

Mallplaza Bellavista • 91.000 m²

Mallplaza Comas • 80.000 m²

Mallplaza Arequipa • 43.000 m²

CHILE

Mallplaza Arica • 35.000 m²

Mallplaza Iquique • 25.000 m²

Mallplaza Calama • 78.000 m²

Mallplaza Antofagasta • 78.000 m²

Mallplaza Copiapó • 46.000 m²

Mallplaza La Serena • 64.000 m²

Mallplaza Vespucio • 169.000 m²

Mallplaza Oeste • 182.000 m²

Mallplaza Tobalaba • 79.000 m²

Mallplaza Norte • 140.000 m²

Mallplaza Alameda • 62.000 m²

Mallplaza Sur • 77.000 m²

Mallplaza Egaña • 95.000 m²

Mallplaza Los Dominicos • 96.000 m²

Mallplaza Trébol • 119.000 m²

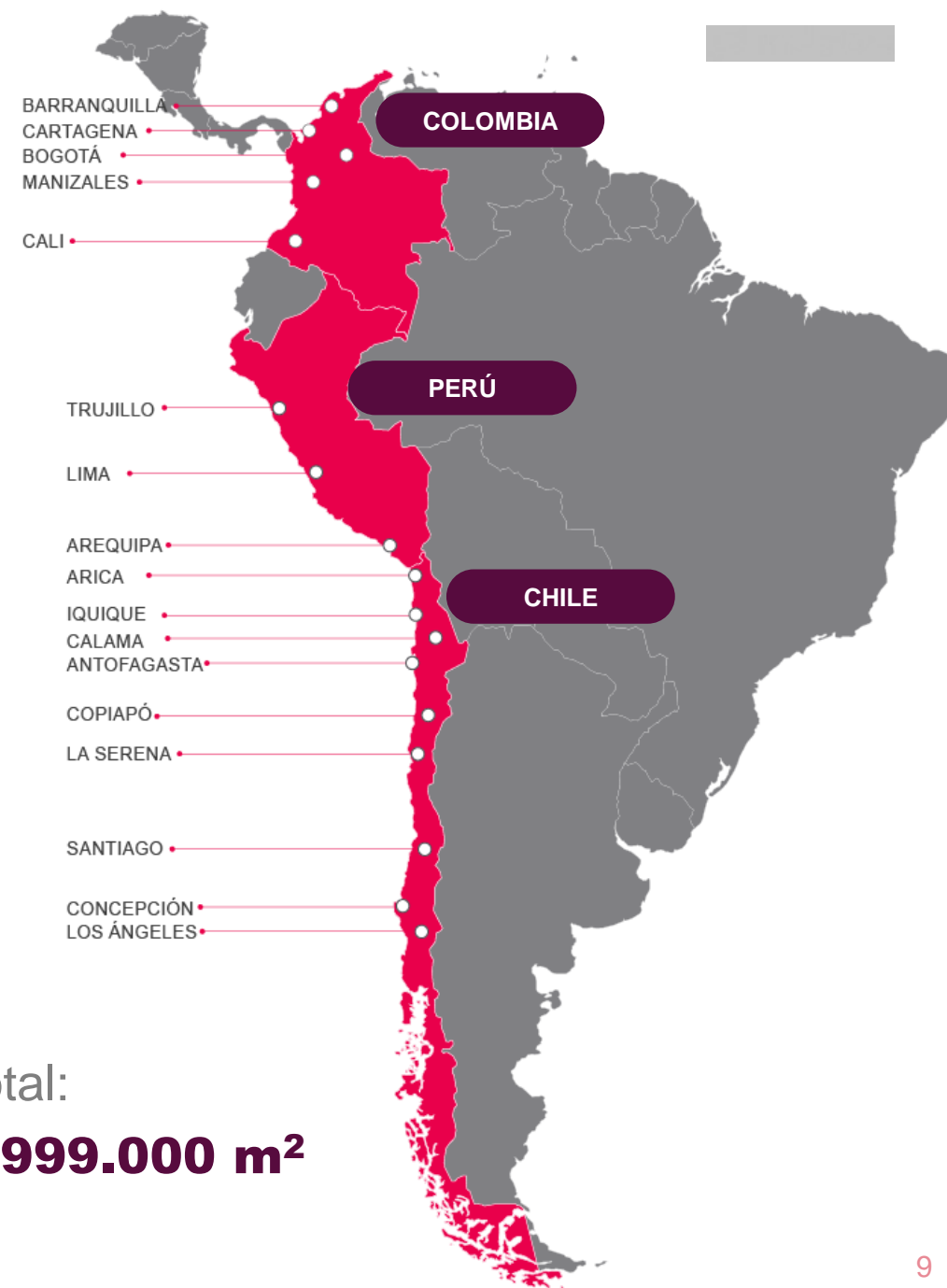
Mallplaza Biobío • 46.000 m²

Mallplaza Los Ángeles • 39.000 m²

■ Tier A urban centers

■ Tier B & C urban centers

Note: GLA of shopping centers rounded to thousands of m²



High Quality Portfolio: Our Top 10 Assets



Mallplaza Vespucio

- Flagship Mall with 169.000 sqm of GLA
- Footfall of over 2 million people per month



Mallplaza Trébol

- Largest Mall in the South of Chile with 119.000 sqm of GLA



Mallplaza Oeste

- Largest Mall in our Portfolio with 182.000 sqm GLA
- Host of the largest IKEA store in Chile



Mallplaza Antofagasta

- Mall with the highest footfall of the Big North of Chile



Mallplaza Trujillo

- Our mall with biggest footfall and sales in Perú, with a dominant position in the city of Trujillo.



Mallplaza Norte

- Leading Mall in the north of Santiago with 140.000 sqm of GLA
- Host the Operations Center of Mallplaza



Mallplaza NQS

- Mall acquired by Mallplaza in 2020
- Footfall of more than 1,3 million people per month



Mallplaza La Serena

- Mall with the highest monthly revenue per sqm of our portfolio



Mallplaza Egaña

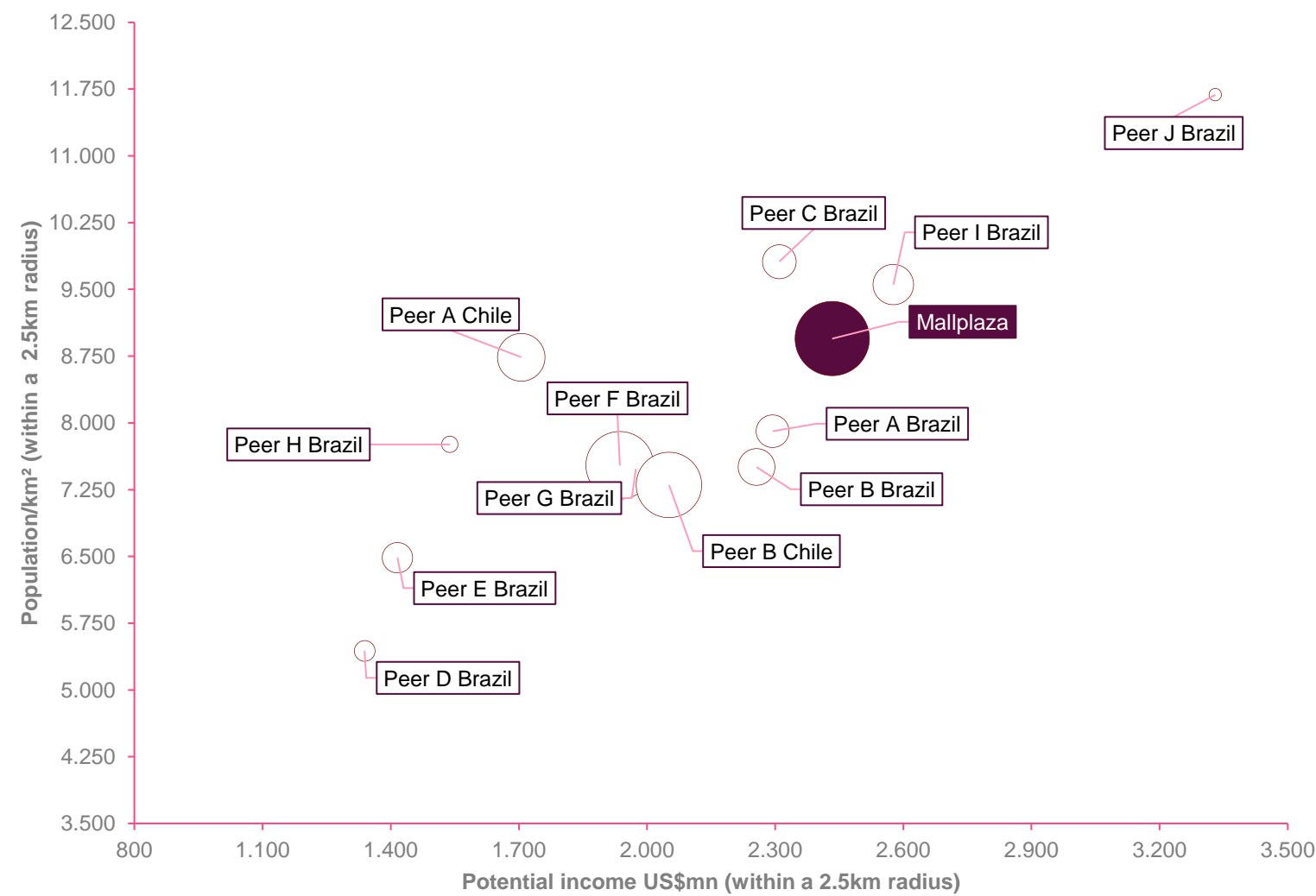
- Chosen as the best sustainable mall in the world in 2016



Mallplaza Buenavista

- Mall with 58.000 sqm of GLA, located in the city of Barranquilla, Colombia

High Quality Portfolio: Urban Centers with privileged locations



Mallplaza’s urban centers are located in **high density populations areas with high potential income** compared to it’s regional peers, being more defensive to ecommerce growth in addition to deliver multiple omnichannel initiatives

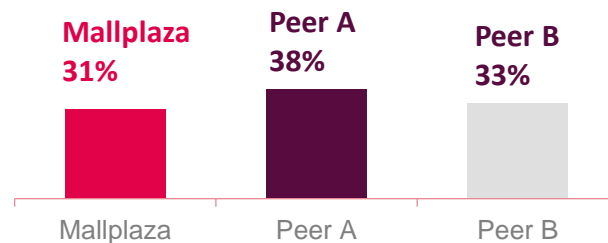
Source: BTG Pactual

Asset Risk Diversification

- > **Regional Diversification:** More than 4,400 stores distributed across 26 urban centers, in 17 cities and 3 countries.
- > **Lower Asset Dependence:** No asset represents more than 10% in terms of GLA, and the top 5 assets only account for 44% and 45% of total sales and revenue respectively.
- > **Winner Asset Type:** Focused on regional Mall/Urban Center format (GLA mall average 77,000 m2).

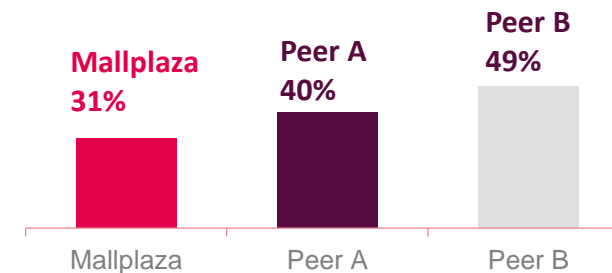
Portfolio Dependency Risk Distribution

Weight % of the sales of the Top 3 Assets over the total sales of each company.
March 2024 LTM



Portfolio Dependency Risk Distribution

Weight % of the income of the Top 3 Assets over the total income of each company.
March 2024 LTM



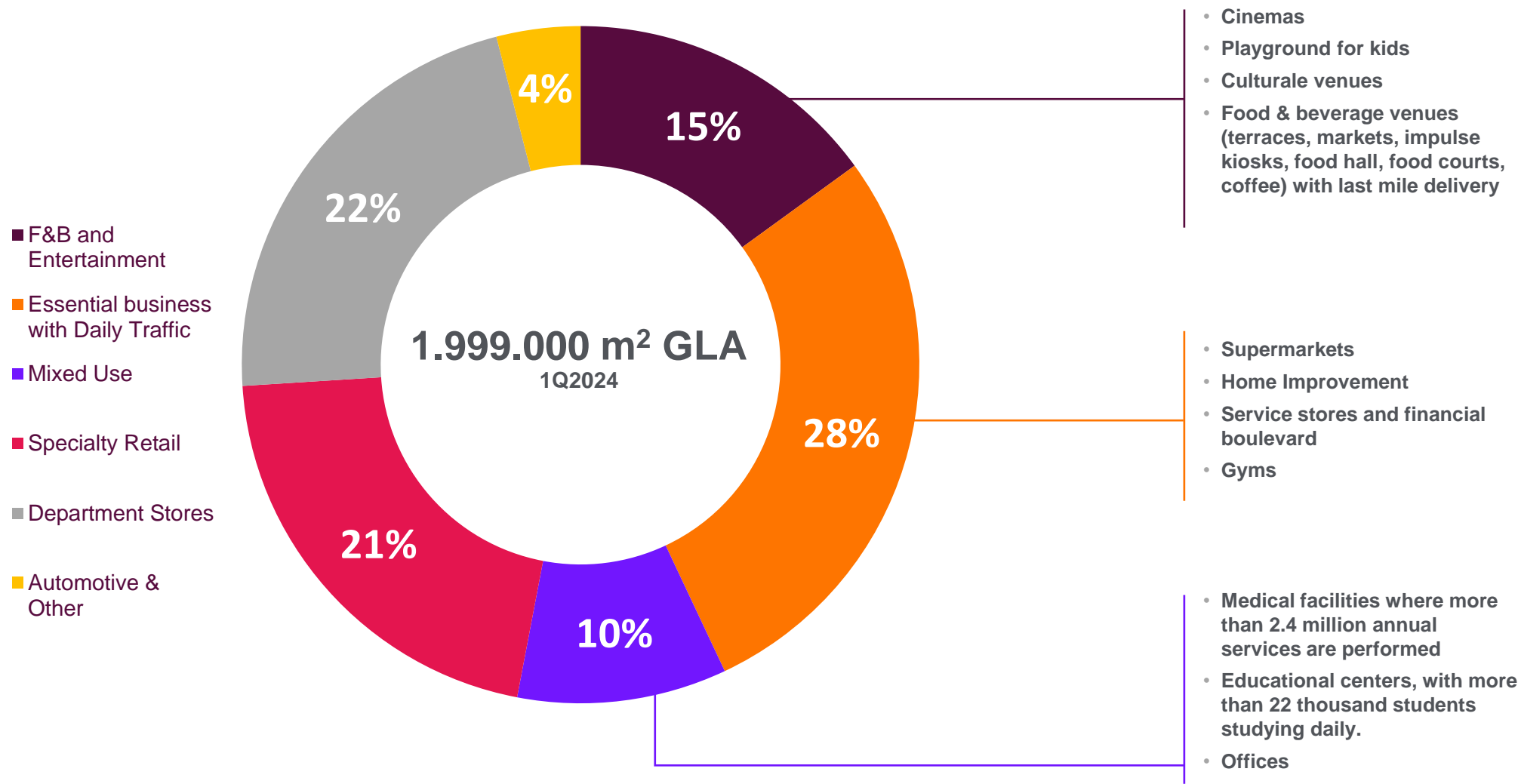
A photograph of children playing in a large pit filled with blue foam blocks. A young girl in a pink shirt is in the foreground, smiling and crawling through the foam. Other children are visible in the background, including one on a yellow slide. The scene is set in an indoor play area with a blue padded border.

HIGH QUALITY OF TENANT MIX

WHY INVEST IN MALLPLAZA?

GLA focused on Experience and Entertainment

Omnichannel Urban Centers that enhance the strong reasons for visiting, fun and socialization between people.



Mallplaza operates Urban Centers with a high generation of multiple and strong reasons for visiting and destination, with 15% of its GLA focused on experiences, 28% focused on essential business with daily traffic, and 10% on mixed use.

High Valued brands and Tenants for consumers

The high quality of our assets allow us to be the principal partner with high value brands and stores, preferred by consumers.

N° Stores in our Urban Centers

- 16 H&M stores (19 to 2024)
- 3 IKEA stores
- 6 Decathlon stores
- 13 Inditex stores
- 15 Sodimac Homecenter
- 8 Paris stores
- 17 Ripley stores
- 31 Adidas stores
- 21 Falabella stores
- 11 Nike stores
- 16 Samsung stores
- 17 Levi's stores
- 6 Tommy Hilfiger stores
- 20 Miniso stores



H&M Mallplaza La Serena, La Serena, Chile.



IKEA Mallplaza Oeste, Santiago, Chile.



Decathlon Mallplaza NQS, Bogotá, Colombia.

Innovation on new categories and concepts

Mercado Proposal in F&B



- > Inspired in the open culinary markets in large cities around the world, where different restaurants and local producers offer quality cuisine with a strong local identity, we inaugurated new F&B proposals called *Mercados*, with great success in our urban centers in Perú and Colombia
- > Given this great success, during the second quarter of 2023 we decided to roll out this proposal in Chile, with the opening of “*El Mercado del 14*” in Mallplaza Vespucio, with 17 different gastronomic propositions such as Kunstmann, La Argentina Pizzeria, El Hoyo, CuracaRibs and Craftbar, among others

Gamers Especialized Sector



- > During 2022, Mallplaza Vespucio completed the opening of a new space dedicated 100% to video game fans, Movistar GameClub, an area of more than 1,000 m2, which includes entertainment, music and gastronomy, and in which visitors can access the best equipment and video games to live a unique gaming experience.
- > Due to the success that this new proposal has had in terms of attracting a new footfall to our urban centers, during 2023 we opened Arena XP in Mallplaza Oeste, and a second Movistar GameClub in Mallplaza Trébol

Exhibit Center



- > During this year, we reconverted the third floor of the Ripley Store of Mallplaza Los Domínicos into Centro X, a 1,500 m2 area dedicated to events, experiences and exhibitions.
- > This is a unique proposal in Chile, as our visitors can enjoy an event center at an excellent location with all the complementary services that Mallplaza Los Domínicos can provide, such as gastronomy and parking.
- > Centro X is an example of how we can give a large retail store a new purpose and provide our visitors with a great experience

Diversified Tenant mix, with unique focus on experiences and multiple reasons for visits

Reconversion of Big Box Stores

~119.000 m²
15% of Big Box Stores GLA

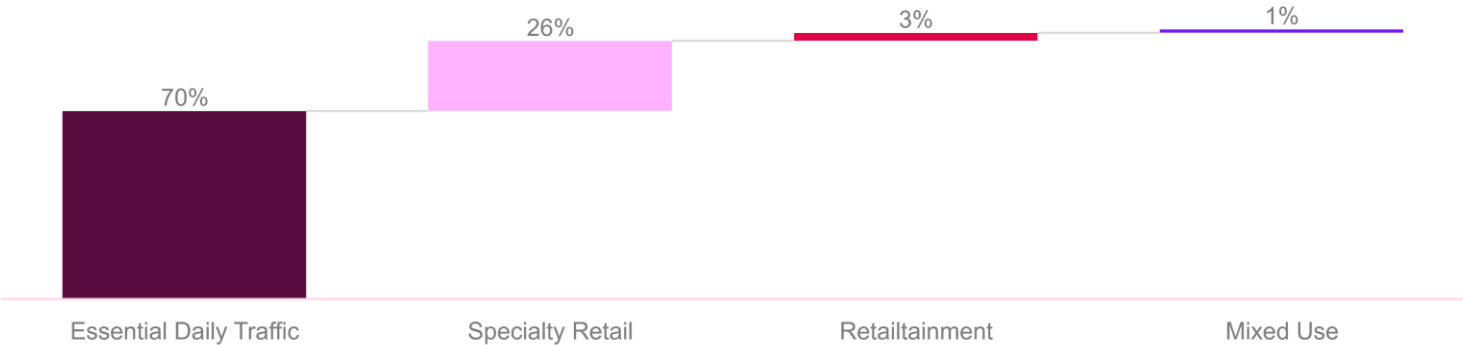
Since 2019
Reconverted in

- High Value Brands (IKEA, H&M, Decathlon)
- New Specialty Retail proposals
- Essential Business with Daily Traffic
- Mixed Use
- Home Improvement and Automotive

% Department Store exposure over Total GLA



GLA distribution of Big Stores reconversions



H&M Mallplaza NQS, Colombia

Successful reconversion of spaces



- Reconversion of the first and second floor of La Polar store in Mallplaza Calama.
- Entrance of H&M in the first floor and Chinese convenience store in the second floor.



- Reconversion of La Polar store in Iquique.
- Entrance of Tricot and Specialty Retail.



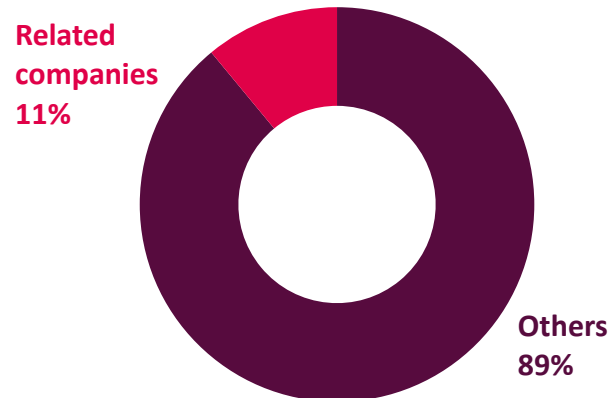
- Reconversion of first and second floor of Homy Store in Mallplaza Egaña.
- Entrance of Casa Ideas and Tricot in the first floor, in addition to a Chinese convenience store in the second floor.

All of this successful reconversions allowed us to increase revenue per square meter in these reconverted spaces by double digits.

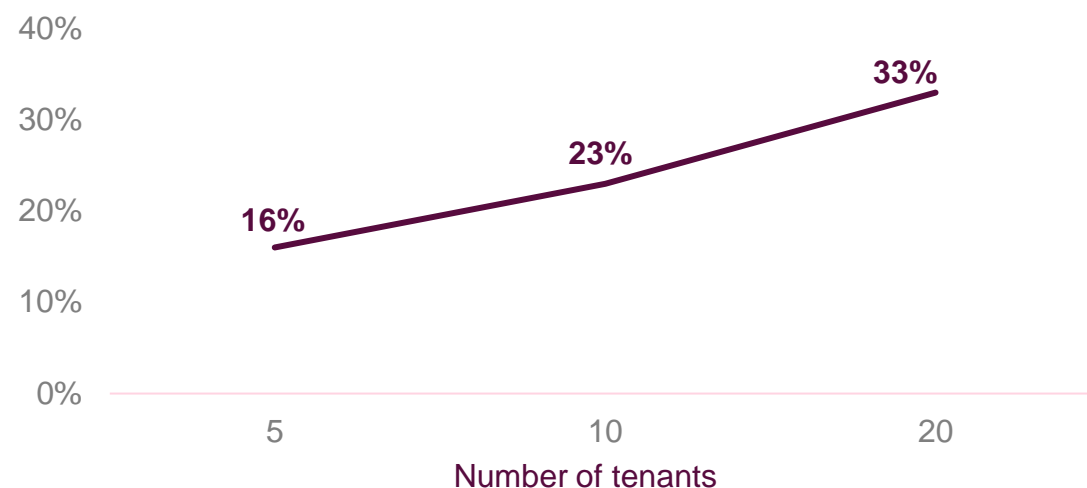
Tenant Risk Diversification

- > More than 4,400 stores distributed across 26 urban centers, in 17 cities and 3 countries.
- > Only 43% of the GLA focused on retail, with the remaining focused of F&B, Entertainment, Convenience, Mixed Use and Automobile sales.
- > **Diversified tenants portfolio:** Top 5 clients represent only 16% of revenue.
- > Related companies represent 11% of Plaza S.A.'s revenue

Distribution of revenue between related and unrelated companies in Plaza S.A.
March 2024 LTM



Revenue distribution by ranking Business partners of Plaza S.A.
March 2024 LTM

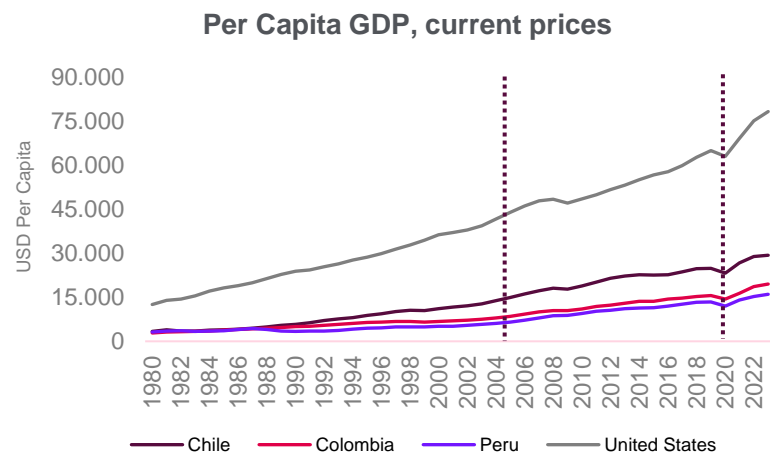




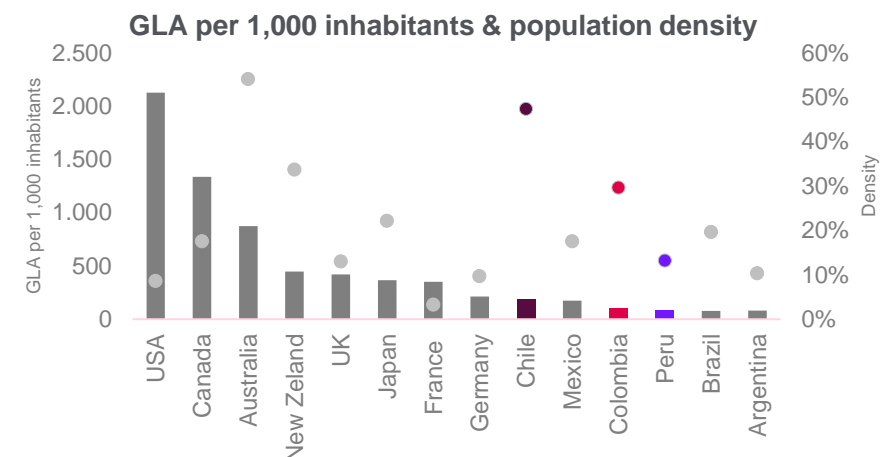
GROWTH POTENTIAL

WHY INVEST IN MALLPLAZA?

Growth opportunity in the Andean Region



The growth of Latin America's middle class helped increase footfall to malls in similar fashion to the trajectory seen in the US.



The penetration per 1,000 inhabitants in Latin American countries is much lower than in their developed counterparts, even adjusted by population density (spheres of cities with 1 million inhabitants on rh).

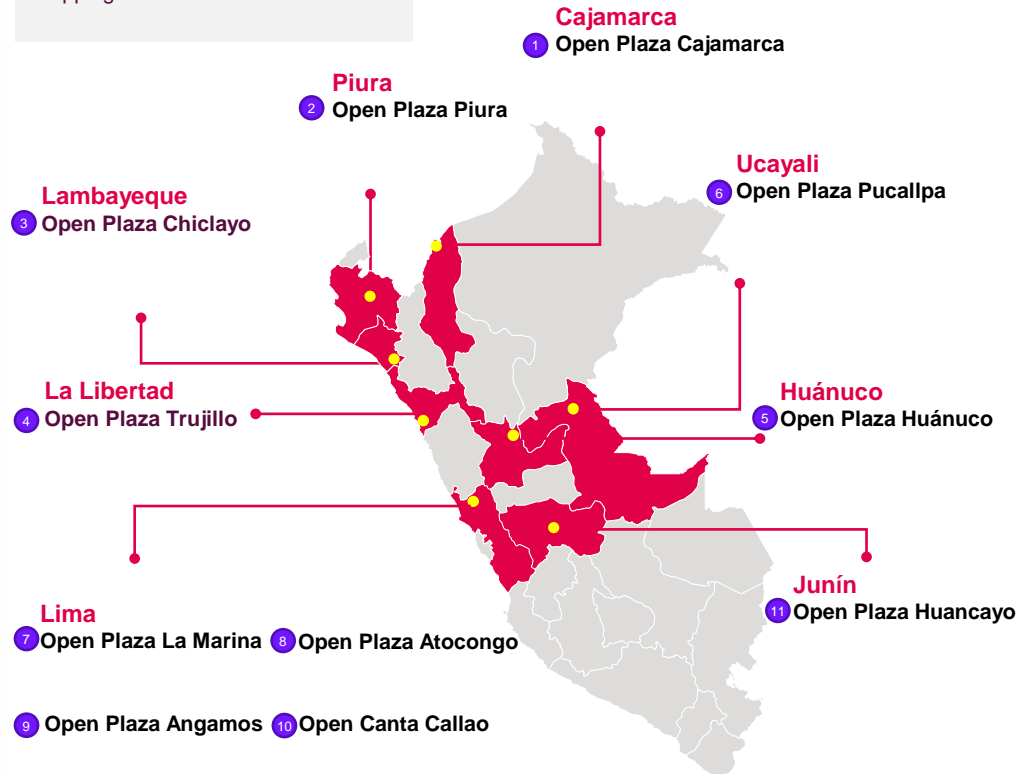
- > **Chile** is possibly the most developed country in the Andean Region in terms of the sophistication of its developers, shopping center models and tenant mix, in addition to the higher GLA per inhabitants in the Andean Region.
- > **Colombia** has the greatest potential of growth, due to low GLA penetration and high population density, and still conserves a huge quantity of condominium model assets that are viewed as largely inefficient.
- > **Perú** still has a significant potential, with international brands having success in the country and with 18 new projects expected to reach the market in 2023-2025

Overall, the Andean market still has room to continue growing, especially Peru and Colombia, and the growth of the middle class should continue to support the growth thesis.

Growth Potential, M&A

Open Plaza owns with 100% ownership and operates 11 assets in Lima and northern of Peru

Department
Shopping center



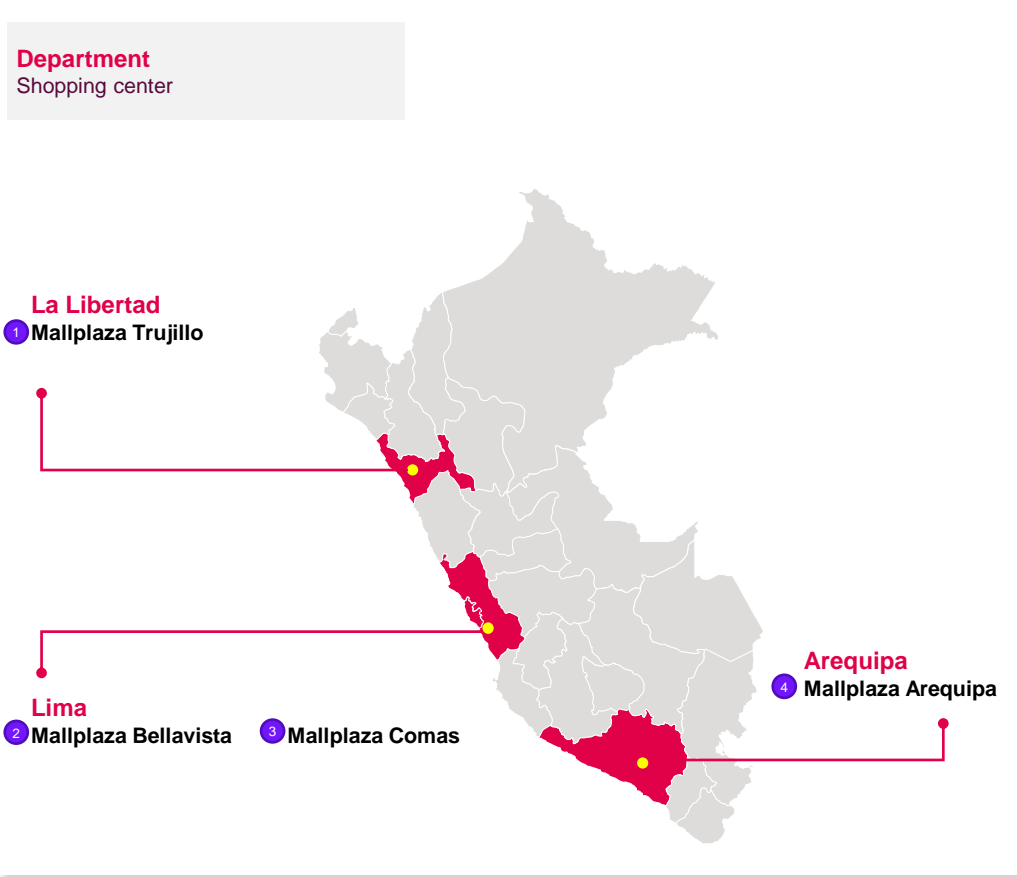
	Shopping center	GLA (m ² '000s)
1	Open Plaza Cajamarca	21
2	Open Plaza Piura	42
3	Open Plaza Chiclayo	19
4	Open Plaza Trujillo	17
5	Open Plaza Huánuco	14
6	Open Plaza Pucallpa	28
7	Open Plaza La Marina	31
8	Open Plaza Atocongo	38
9	Open Plaza Angamos	55
10	Open Plaza Santa Callao	15
11	Open Plaza Huancayo	44
Total		322



Portfolio provides Mallplaza with relevant growth opportunities and potential for synergies with a low execution risk

Growth Potential, M&A

Mallplaza Peru owns and operates 4 assets in premium locations already operated by Plaza



	Shopping center	Revenues 2023 (US\$mm)	GLA (m ² '000s)	Vacancy rate (%)
1	Mallplaza Trujillo	19.8	83	1.9%
2	Mallplaza Bellavista	14.3	91	10.3%
3	Mallplaza Comas	12.0	80	10.3%
4	Mallplaza Arequipa	9.7	43	5.4%
Total		55.8	297	7.3%

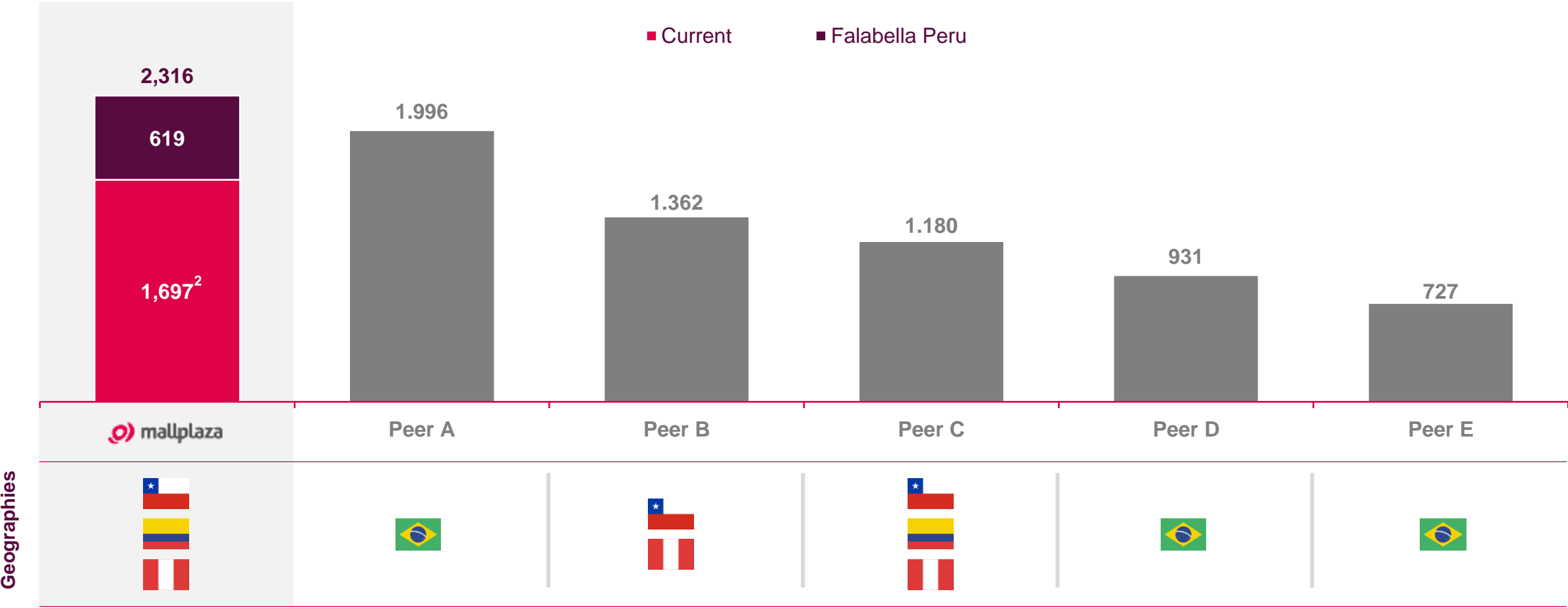


Acquisition is a low-risk transaction due to the incorporation of high quality assets, currently operated by Plaza

Growth Potential, M&A

Strengthening Mallplaza’s position as a leading shopping center platform in Latin America

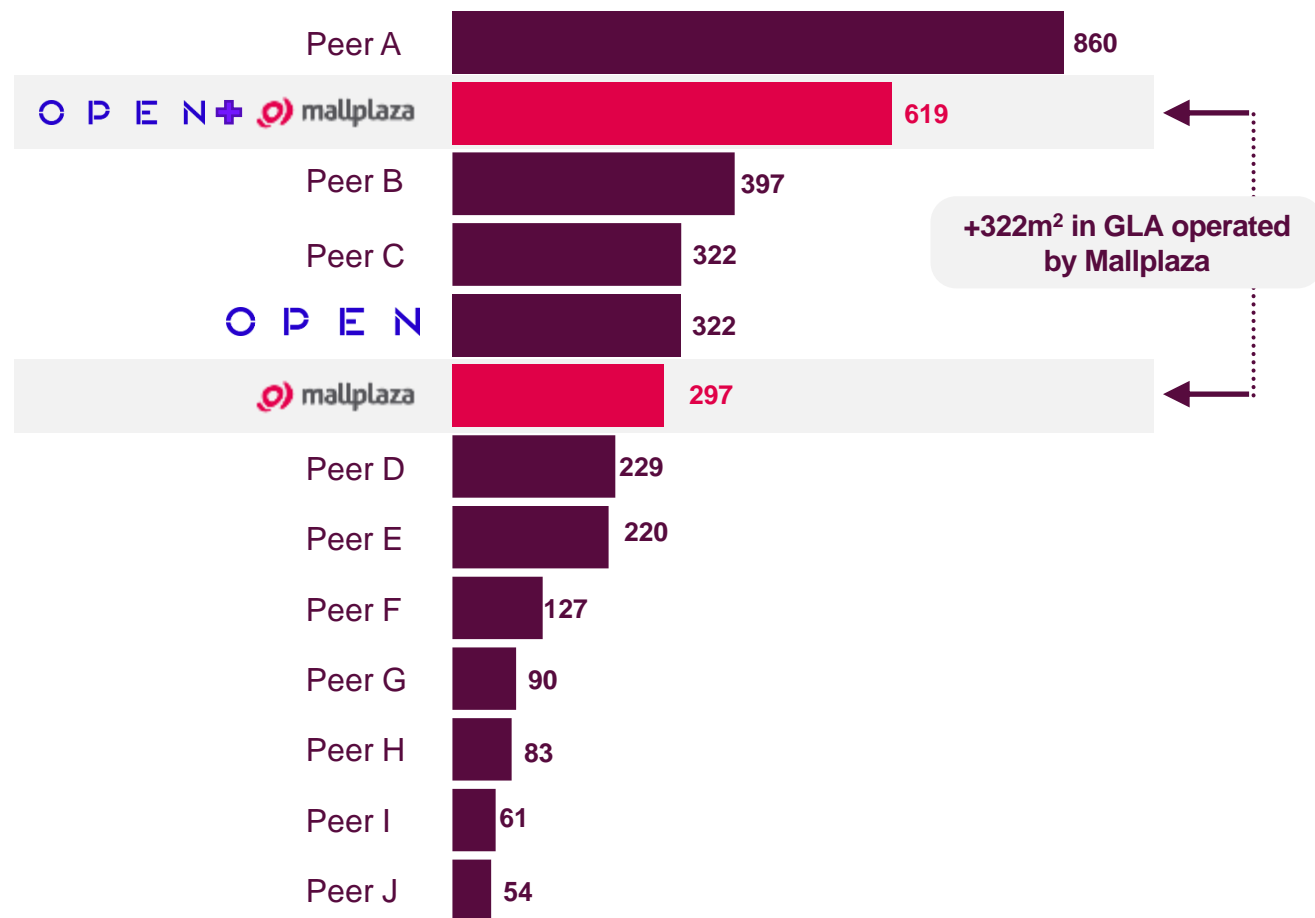
GLA¹ (m² ‘000s)



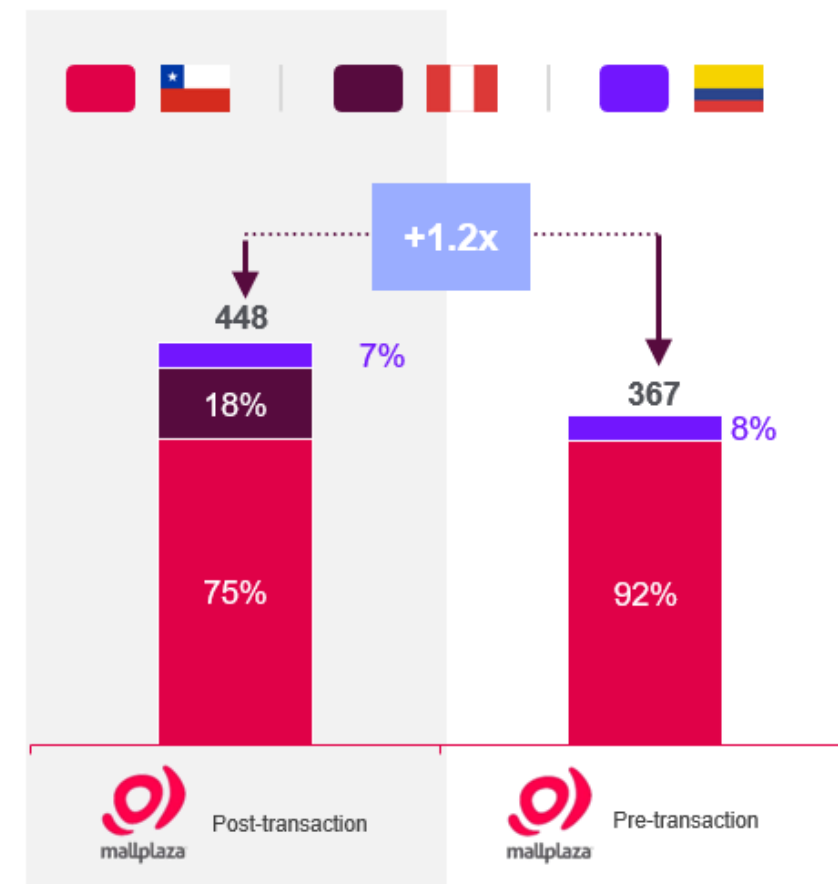
Growth Potential, M&A

The acquisition of Falabella Perú will position Plaza as the 2nd shopping center operator in Peru, reaching +619k m2 of GLA, with complementary operations and a sizeable footprint across 9 cities

GLA of shopping center companies in Peru (M² '000s)



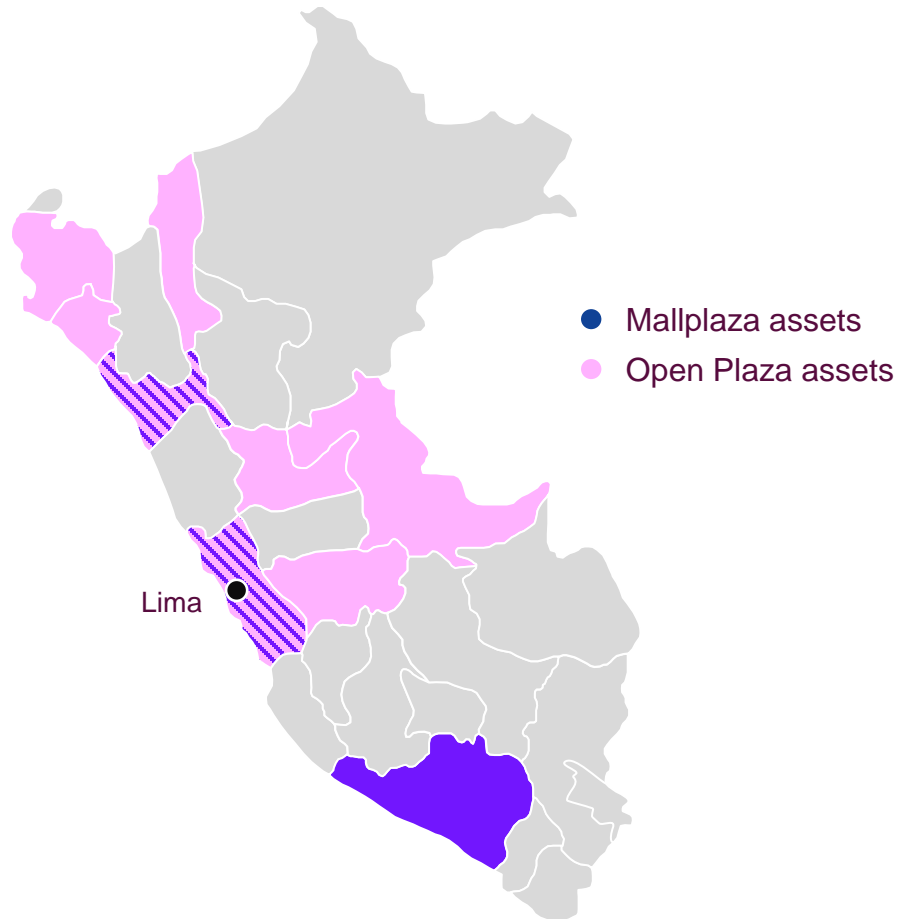
EBITDA breakdown post transaction



Growth Potential, M&A

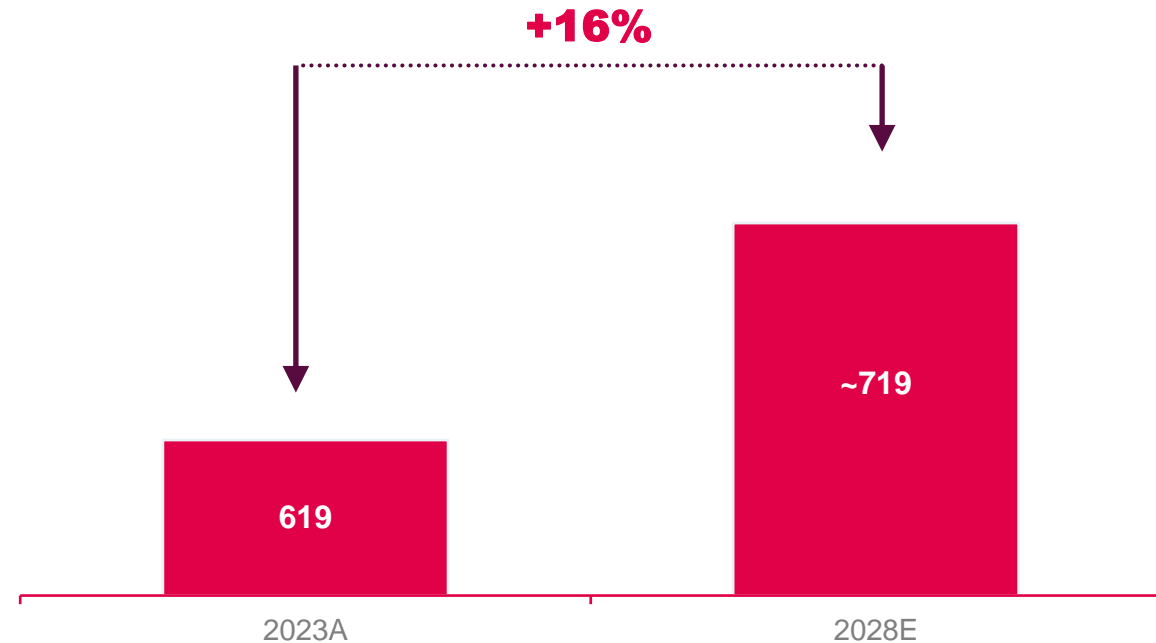
The acquisition of Falabella Perú will position Plaza as the 2nd shopping center operator in Peru, reaching +619k m² of GLA, with complementary operations and a sizeable footprint across 9 cities

Location of the portfolio



Growth plan in Peru to have a significant impact in GLA

Falabella Perú GLA (m² '000's)



- **Improvement in mix and increase in GLA of ~16%** through a robust **project pipeline** which includes Mallplaza Arequipa, Mallplaza Trujillo, Open Plaza Angamos, Open Plaza Atocongo and Open Plaza Piura

Growth Potential, M&A

The acquisition of Falabella Perú is a transformational transaction for Mallplaza

#1

PLATFORM IN SOUTH
AMERICA ¹

#2

PLATFORM IN
PERU ¹

619

GLA (M² '000s)

15 assets

11 OPEN PLAZA + 4 MALLPLAZA

US\$848mm

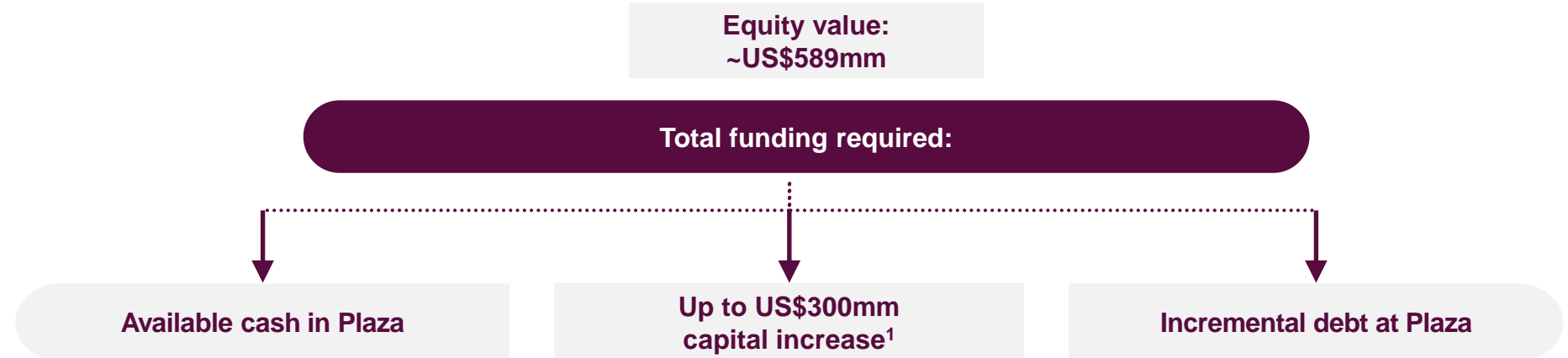
FIRM VALUE

US\$589mm

EQUITY VALUE

~9.9x

EV/EBITDA 24E

**Funding**

Funding of the transaction to be achieved through an efficient capital structure, ensuring Plaza maintains its robust credit profile

Case study: Transforming an urban center through organic growth



Open Plaza Arequipa, Arequipa Peru



Mallplaza Arequipa, Arequipa Peru



Mallplaza Arequipa

Arequipa

- An Urban Center with over 42,000 m² of GLA
- Leader in its market in the Cayma area and the city of Arequipa

The company has the knowhow to transform a power center, and Mallplaza Arequipa is a clear example of this. This urban center was acquired in 2014 as an Open Plaza with 12,000 m² of GLA, a Saga Falabella department store, a Tottus supermarket and a cinema complex. The transformation included the purchase of 2 properties and the construction and development of an additional 30,000 m² of GLA to host new retail, gastronomy, services and entertainment propositions, in addition to intervening in the parking lots. Thus, this new urban center expanded to a total of 42,000 m² of renewed commercial and experience offering that positioned it as the main shopping center in the district of Arequipa.

Additions:

- Construction of 30,000 m², internal remodeling and modernization.
- New Ripley department store.
- Supermarket expanded to 6,800 m².
- Incorporation of 3,000 m² of offices.
- Incorporation of 1,200 m² gym.
- 12,000 m² of small retail stores, services and food, including:
 - A new retail proposition with over 70 new stores.
 - A new gastronomy proposition in the food court and a new Las Terrazas restaurant sector.
 - Financial services and convenience boulevard.
 - Entertainment areas.

Main performance metrics:

- Growth of >240% in sales between 2015-2023 with an annual CAGR of 17%.
- Growth of >135% in income/m² between 2015-2023 with an annual CAGR of +10%.
- Growth of >163% in EBITDA/m² between 2015-2023 with an annual CAGR of +11%.

M&A Case study: Transformation of a Tier A urban Center



Mallplaza NQS

Bogota

- Fourth urban center in Colombia.
- Total GLA: 112,000 m² (81,000 m² of own GLA)

Mallplaza NQS is an urban center acquired by the company in 2020 with a GLA of 42,000 m² and 400,000 visitors per month. It has been completely renovated, which has considerably improved the proposal for its consumers and business partners. This *Tier A* urban center now has a GLA of 76,000 m² and has surpassed one million visitors per month. During 2023 it has achieved sales growth of 82%, operating revenue growth of 106% and revenue per m² growth of 14%. It achieved sales per m² growth of 57% and operating revenue per m² growth of 43%, compared to September 2021.

Current innovations:

- **New Fashion Area on the second floor**
- H&M, Arturo Calle, Calvin Klein, Estudio F, Vélez, Americanino, American Eagle, Naf Naf, Chevignon and Esprit stores.
- Sports sector with the addition of **Decathlon**, Sportline, New Balance and Adidas stores.
- A 3,800 m² Éxito Wow supermarket.
- Sweet Zone
- Central Plaza remodeled.
- Service area, including banks, convenience stores and telephony.
- Gastronomic *Hub* on the third floor, which includes the Terrazas sector, minor stores.
- Expansion of El Mercado to complement the gastronomic area.
- **First IKEA store in Colombia** covering approximately 26,000 m²
- Ktronix opened a store that complements the household appliances and devices provided by this urban center.
- Adding an innovative 7,500 m² games area planned for the first half of 2024.



Growth Potential, Greenfield



Mallplaza Cali

New Urban Center in
Colombia.

Opening: March 2024
Total Area 67,000 m² GLA

Mallplaza Cali is Mallplaza's fifth urban center in Colombia and its 26th in the region. With a total of GLA of 67,000 m², its opening was a success with 91% of GLA leased and 70% occupancy on the first days of operation.

This urban center has a retail, entertainment and gastronomy proposition and opened its doors with iconic store formats like H&M, Homecenter and Decathlon, among others, in addition to the subsequent opening of Zara, Bershka, Stradivarius and Pull&Bear in April and the upcoming opening of IKEA – the first in the city of Cali – in May.

In entertainment we have developed a great proposition with over 7,000 m² of operators such as Afrika, Fun Jungle (the first in Cali) and Cinemark, which will have 8 cinemas with state-of-the-art technology. We will also have innovative gastronomy with our “El Mercado” format, with local, regional and homemade cooking with the best experience in one place.

In addition, we also have 13,000 m² of public space to enjoy life, thanks to a park that was incorporated into the urban center, adding to a unique architecture integrated into the surroundings in a privileged location in the heart of the city.



Growth Potential, Brownfield



Mallplaza Vespucio

Remodeling and Expansion
Lifestyle Project

Opening: 4Q2024

Total Area

Expansion and Remodeling – 21,600 m² GLA

Remaining Investment: USD 23 million

The latest expansion of Mallplaza Vespucio is focused on strengthening the Tier A proposition and is part of the Master Plan for reconverting this urban center, which seeks to attract consumers from eastern Santiago, in addition to giving a new design to the outdoor area with the powerful addition of 21,600 m² of new propositions, including:

- The incorporation of a powerful fast-fashion mix with flagship format
- The look & feel of outdoor trade with unique façades and upgrading the shopping center's racetrack.
- Inclusion of convenience services for the large flows that the two Metro stations generate.
- A leisure park of over 12,000 m² that allows us to articulate with the city and generate a space of value and outdoor recreation.
- Commercial agreements with 70% of the brands that will arrive in the expansion and will allow the urban center's leadership to continue.

Growth Potential, Brownfield



Mallplaza Tobalaba Reconversion

Opening: May 2024
Total Area
Reconversion – 1,000 m² GLA
Remaining Investment: USD 5 million

The Paris box on the 1st and 2nd floors will be reconfigured. H&M and Puma will be incorporated in the first. A gastronomy proposition and an Oriental operator will be included in the second.

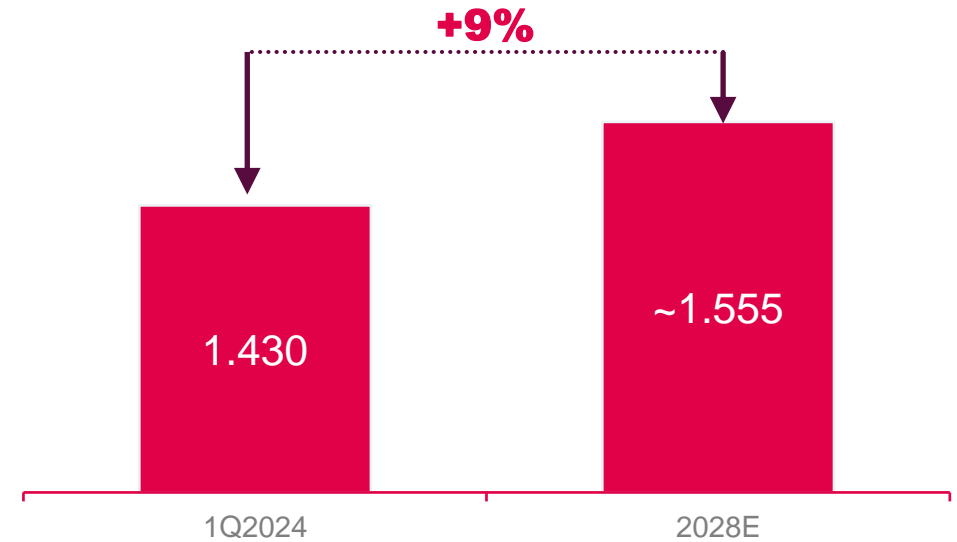


Mallplaza Iquique Expansion

Opening: 3Q2024
Total Area
Reconversion – 2,800 m² GLA
Remaining Investment: USD 2 million

H&M is incorporated on 2 floors and a services boulevard in the Mall's main facade.

Organic growth in Chile (th sqm)



- In Chile, we have a total **development plan of 125.000 m² of GLA in the next 5 years**, considering organic growth in Mallplaza Vespucio, Mallplaza Trébol, Mallplaza Oeste, Mallplaza Norte, Mallplaza Antofagasta, Mallplaza La Serena, Mallplaza Iquique and Mallplaza Biobío.

Landbank

Mallplaza currently has an unused land bank of 551,510 m² in Chile, although 137,565 m² has already been earmarked to develop expansion projects at our urban centers. These areas have a high growth potential through expansions and adding new formats and categories⁽¹⁾, which would result in building 278,708 m² of GLA and more than double the potential area for development. This does not include the land used to build our urban centers in Chile, which has sufficient potential to build a total of 4,992,040 m², as only 37% of this capacity has been used.⁽²⁾

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



Mallplaza Oeste, Santiago, Chile



Mallplaza Norte, Santiago, Chile

(1) This land bank is mostly land adjacent to our urban centers and does not include the land currently used by our urban centers.

(2) Whether the company can take advantage of these construction opportunities depends on the technical feasibility of these expansions and on the commercial conditions that would make them viable.

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

A woman with brown hair and bangs, wearing a blue and orange striped shirt, is smiling and eating a burger. She is sitting at a wooden table in a restaurant or cafe. In the background, there are blurred lights and a bar area. The image is framed by a large, semi-circular cutout on a solid pink background.

ROBUST LIQUIDITY AND SOLVENCY

WHY INVEST IN MALLPLAZA?

Credit Risk Diversification

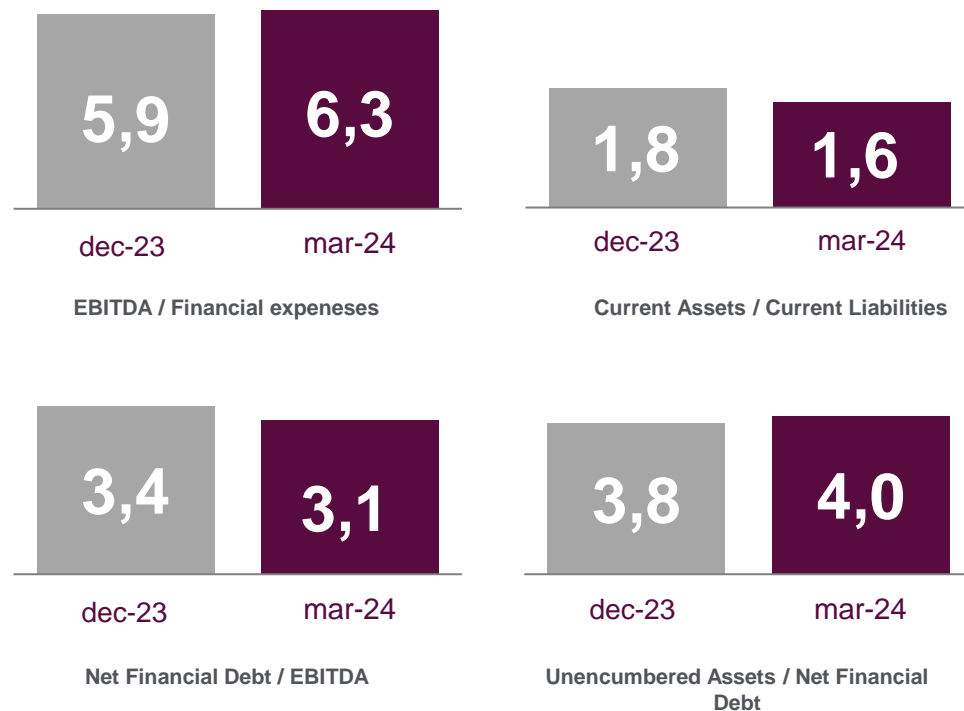
Rating Plaza S.A

(CL) Feller Rate

AA+

(CL) Humphreys

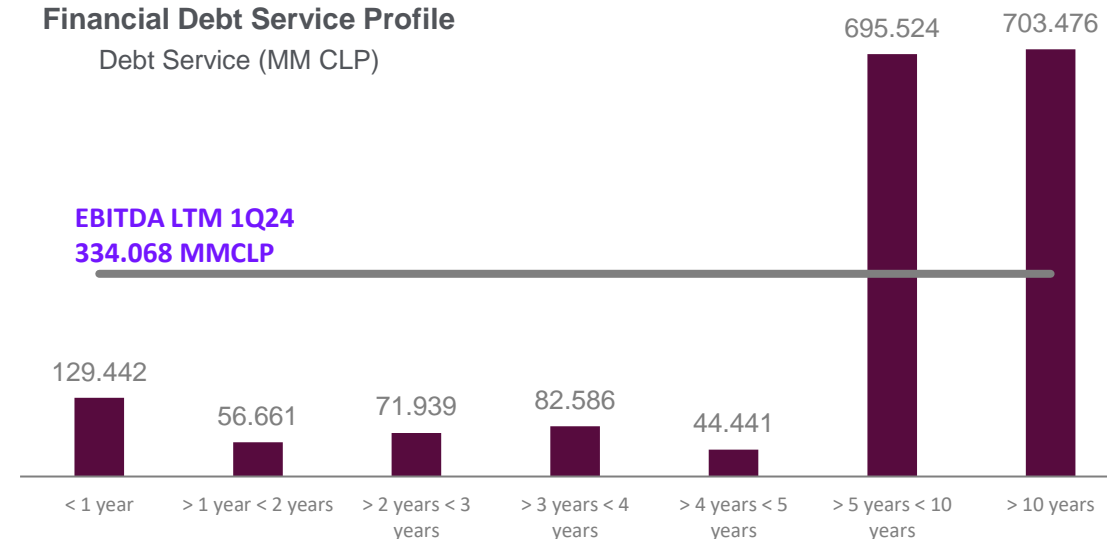
AA+



- Payment profile of financial debt is predominantly long-term, with 86% of its maturity in 3 or more years.
- 39% of financial debt maturities exceed 10 years.
- The financial debt is fixed rate and in the same currency in which the flows associated with its payment are generated, with an average duration of 8 years
- The Loan to Value Ratio (LTV) is 26%.
- The current liquidity position covers debt amortization obligations for 2023.

Financial Debt Service Profile

Debt Service (MM CLP)



An aerial night photograph of the Mallplaza shopping center. The image shows a large, modern building with a white, wavy facade and glass-fronted ground floors. A canal runs alongside the building, with a large pirate ship replica docked in it. In the background, there's a large blue building with the IKEA logo and other commercial buildings, including a McDonald's. The scene is illuminated by city lights and the mall's own lighting.

SOLID TRACK RECORD

WHY INVEST IN MALLPLAZA?

Highly Experienced Executive Team



FERNANDO DE PEÑA IVER
CEO

+30 years in the industry
Only Latin American in the ICSC Board of Trustees
CEO since 1990
Years in the company: 34



SERGIO CARDONE SOLARI
CHAIRMAN

Cofounder of Mallplaza
37 years in the Board
Chairman since 2009
Years in the company: 37

EXECUTIVE TEAM

Managers	Title	Years in the Company
Oscar Munizaga	Business and Development	32
Cristián Somarriva	Marketing, Customer Experience & Projects	32
Derek Schwietzer Tang	Finance, Administration & IT	1
Maria Irene Soto	Corporate Affairs	6
Hernan Silva	Legal and Compliance	25
Christopher Banfield	B2B Omnichannel & Strategy	4
Pablo Pulido	Chile Division	9
Mauricio Mendoza	Perú y Colombia Division	26
Vicente Nuñez	People	10
Ana Karina Navarrete	Comptroller	3

BOARD OF DIRECTORS

Managers	Title	Years in the Company
Paul Fürst Gwinner	Director	15
Carlo Solari Donaggio	Director	15
Tomas Müller Benoit	Director	15
Juan Pablo Montero Schepeler	Director	10
Pablo Eyzaguirre Court	Director	6
Manuela Sanchez Muñoz	Independent Director	5
Alejandro Puentes Bruno	Director	5
Dafne González Lizama	Director	2

Continue to deliver Growth and Value for the last 10 years

Net Revenues (CLP\$ MMM): 7,7% CAGR or 2,3x

EBITDA: 7,3% CAGR or 2,2x

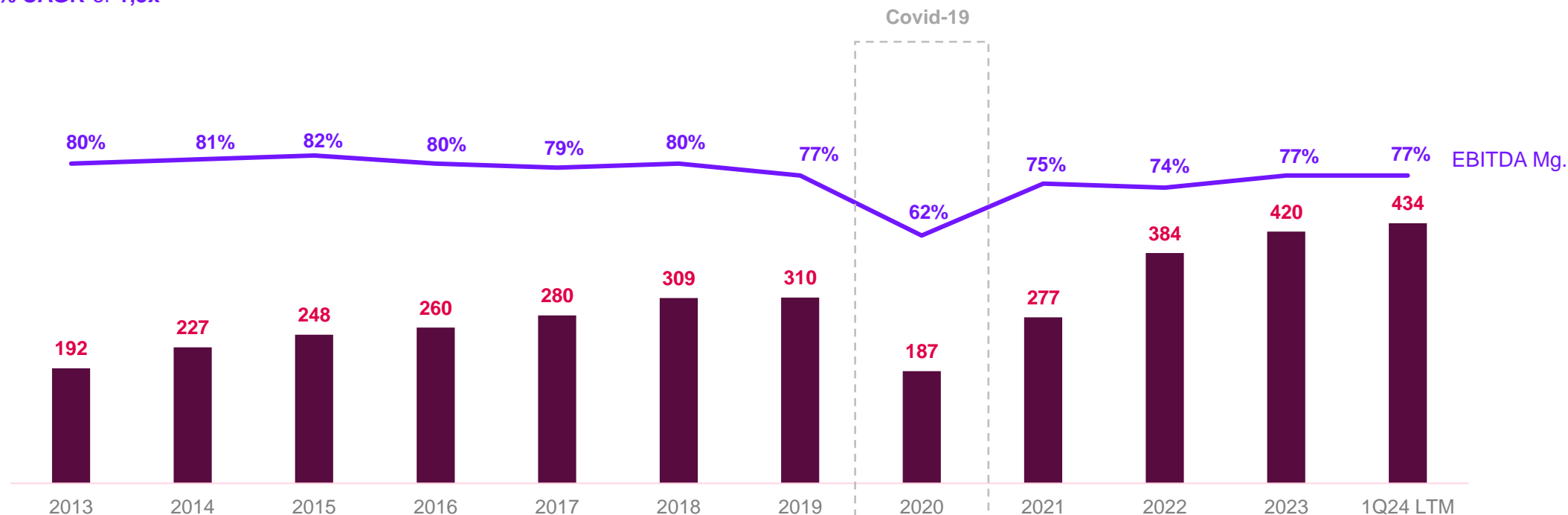
Total GLA growth: 3,4% CAGR or 1,5x

1990 – 2012

Mallplaza

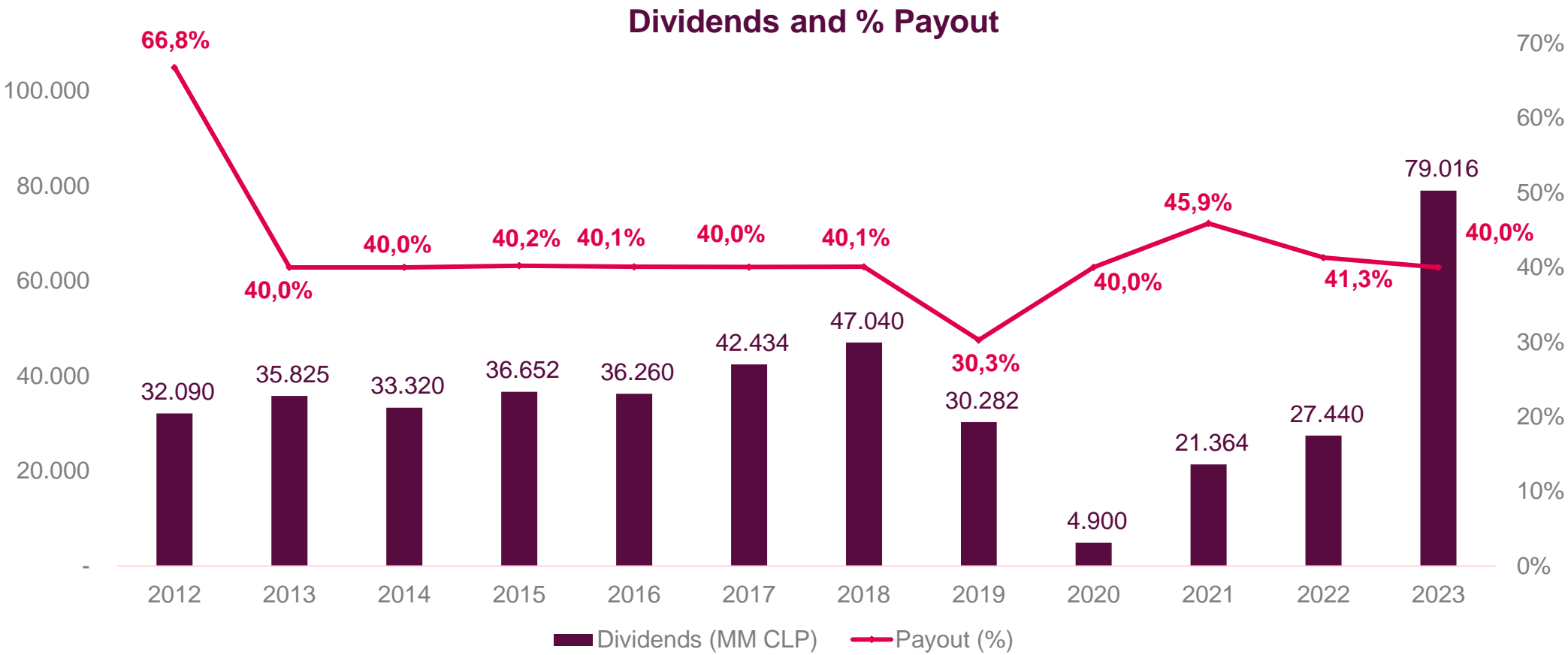
17 Malls

3 countries

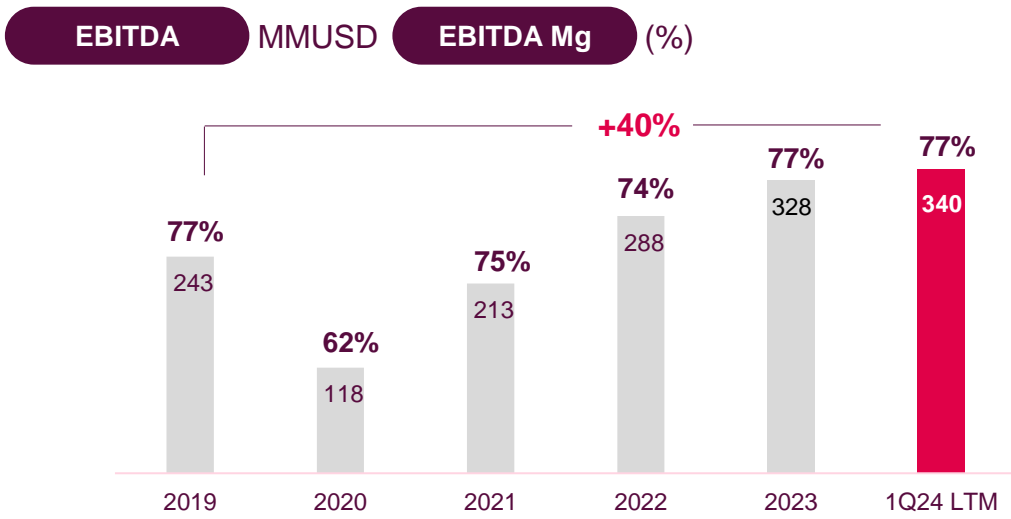
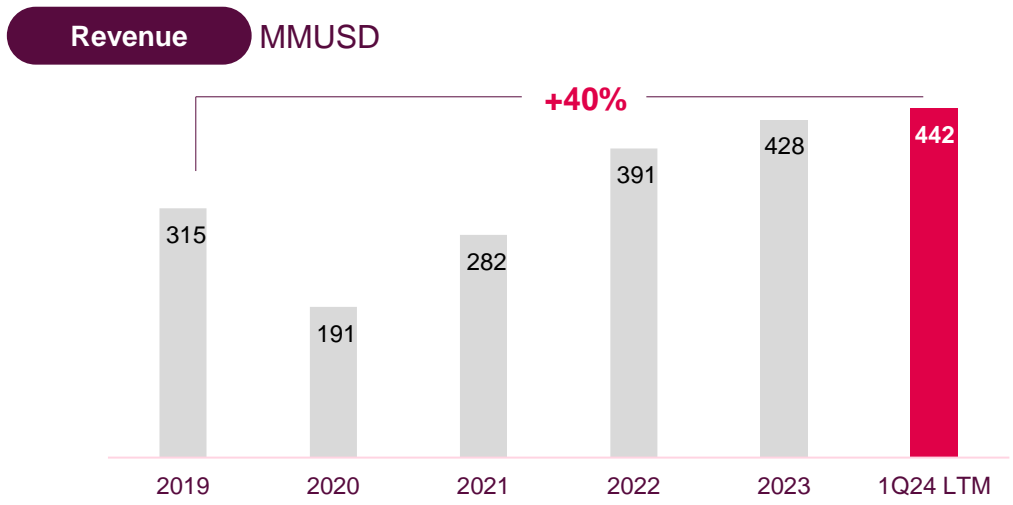
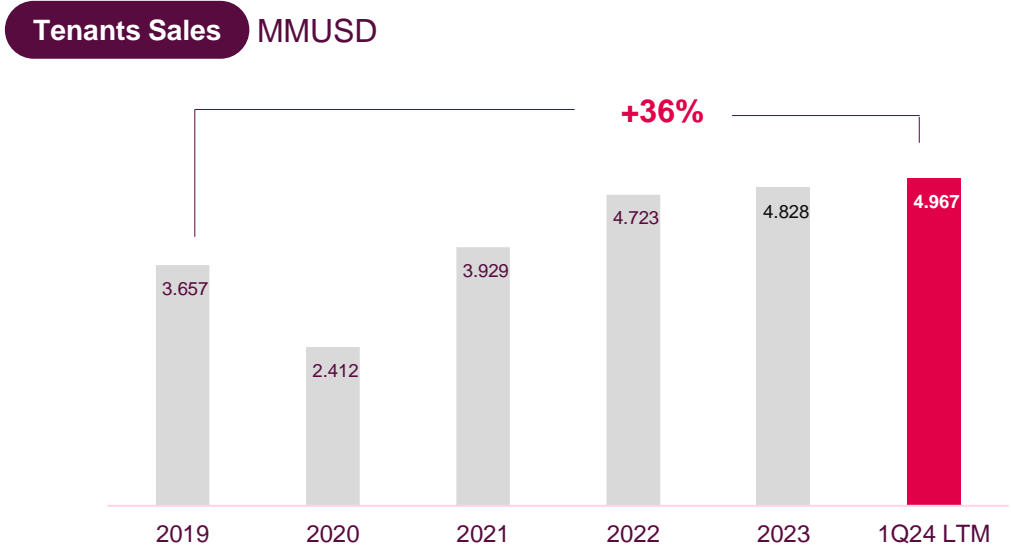
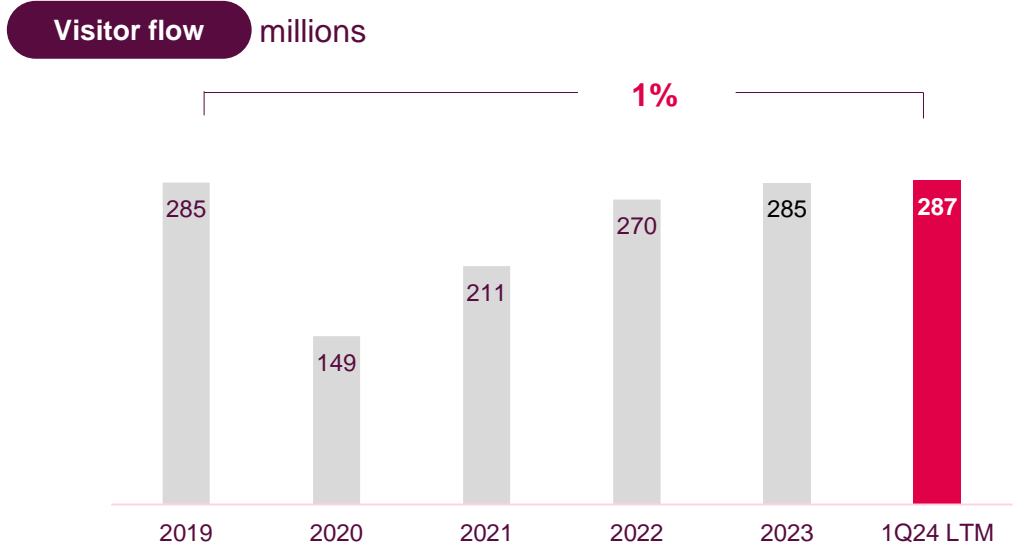


Total GLA ('000)	1.358	1.487	1.526	1.438	1.567	1.652	1.702	1.814	1.858	1.888	1.927	1.999
# Malls	19	21	21	19	21	23	23	25	25	25	25	26
Greenfield	1	1			2	2		1				1
Aquisition	1	1						1				
Divestment				2								

Returning capital to shareholders



Efficient operation with a quick post-pandemic recovery





LEADING OMNICHANNEL STRATEGY

WHY INVEST IN MALLPLAZA?

Omnichannel Initiatives

Omnichannel strategy focused on generating digital flow, simplifying the experience and generating additional sales to our urban centers

We add value to our clients and business partners through the continuous design, development and implementation of new omnichannel services



Click & Collect in Mallplaza Vespucio (Santiago, Chile)

CLICK&COLLECT

80 brands / 19 C&C

+548k packages delivered in 2023 (+326% YoY)
MMUSD +27.5 in GMV

DATA MANAGEMENT

MM 6 contactable customers

Increase segmentation of marketing campaigns reaching a 35% open rate

CROSS-DOCKING

6 operations

+MM1.8 packages during 2023
MMUSD +60 in GMV

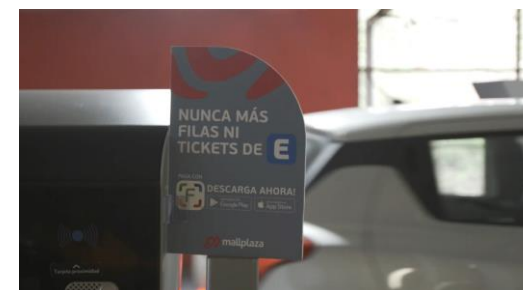
DARK STORE

437 m² in Mallplaza NQS

Taking advantage of our privileged locations in the cities



New Click & Collect Mallplaza Comas (Lima, Perú)



Free Flow Parking

Mall of the future

Shopping centers are diversifying the square meters of their physical spaces.

Mall of the past

Concentrated on Anchor Department Stores



Urban center of the future

Diversified integrated economic drivers



Source: Moodys

- The increase in e-commerce has generated pressure on Department Stores, challenging the physical store to reformulate its formats
- Shopping centers must redefine their spaces to adapt to the new needs of consumers and offer new experiences.

ESG APPROACH

WHY INVEST IN MALLPLAZA?

Our ESG strategy



- > We advance in more efficient, sustainable and circular management to contribute to the mitigation of the climate emergency
- > We seek to generate opportunities for the autonomous development of each of our stakeholders through the promotion of entrepreneurship, culture, sports and inclusion.
- > Acting ethically, with integrity and without giving room for bad practices is the basis for leading a regional, multicultural organization that is a leader in its sector.

Our ESG strategy

We are committed to

- > Carbon neutrality by 2030 and Net-zero 2035 under scope 1 and 2.
- > Electricity supply of 100% renewable energy in 2026
- > Reduce the energy intensity of common expenses by 22% by 2035 with a 2019 baseline (kWh/GLA)
- > Eliminate the use of Hydrochlorofluorocarbons (HCFCs) in climate systems by 2030
- > Reduce the intensity of direct water consumption by 30% by 2025 with a 2019 baseline (m3/GLA)
- > Valorize 60% of the waste generated by its urban centers by 2025
- > Positively impact 1,000,000 people in social programs and projects by 2028
- > Have 60% of its urban centers certified as inclusive spaces by 2028.

MSCI
ESG RATINGS



AA (July 2023)

**Member of Chile and MILA Index.
Top 6% of Real Estate companies in
the world in terms of ESG (Dec 2023)**



Planting of urban forest, Mallplaza Tobalaba



Impulsa Award: 8th version. Best company in the industrial, construction and real estate sector

1. OUR COMPANY

2. WHY INVEST IN MALLPLAZA?

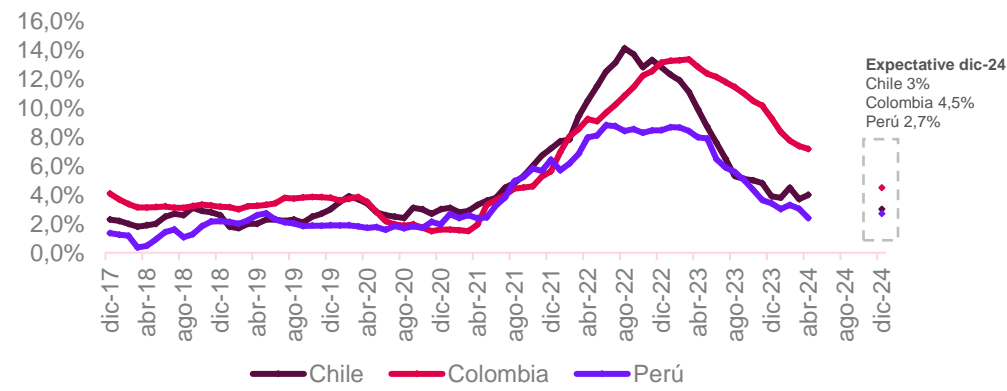
3. MARKET OVERVIEW

4. APPENDIX



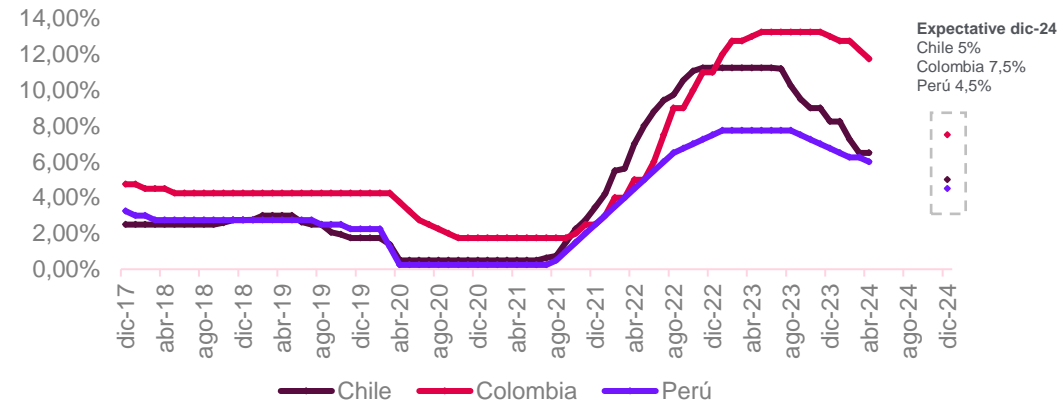
Andean Region – Economic Outlook

Inflation - Annual



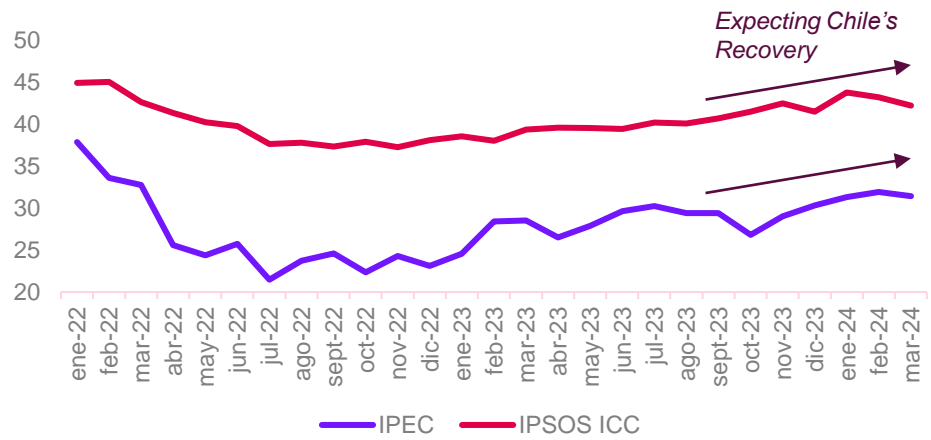
After a period of high inflation, inflation expectations for the end of 2024 show a normalization, converging to the target ranges of the central banks

Interest Rate



Chile was the first country in the region that cut it's interest rate after a wave of hikes to contain post-pandemic inflation

Consumer Confidence & Economy Expectation Index



Source: Credicorp, Central Banks

1. OUR COMPANY
2. WHY INVEST IN MALLPLAZA?
3. MARKET OVERVIEW
- 4. APPENDIX**



Evolution of Financial Results

Evolution of Financial Results

EVOLUTION BY YEAR	YEAR							
	2018	2019	2020	2021	2022	2023	1Q24 LTM	CAGR
Operational figures								
Aggregate GLA (Reduced) (m2)	85,308	50,108	111,638	43,806	30,458	38,618	72,697	
Total GLA Managed (m ²)	1,652,112	1,702,219	1,813,858	1,857,664	1,888,122	1,926,740	1,999,437	3.2%
Tenant sales (billions of pesos)	3,646	3,590	2,368	3,857	4,637	4,740	4,877	5.0%
Visitor flows (millions of people)	285	285	149	211	270	285	287	0.1%
STATEMENT OF RESULTS (in millions of pesos)								
Revenues from regular activities	309,370	309,598	187,329	276,695	383,864	419,904	434,094	5.8%
Sales cost	(73,407)	(81,086)	(84,314)	(92,089)	(100,304)	(57,427)	(59,116)	(3.5%)
Administrative expenses	(35,334)	(40,291)	(40,720)	(31,830)	(57,385)	(42,445)	(43,009)	3.3%
EBITDA	247,276	238,308	116,114	208,621	282,699	322,185	334,068	5.1%
Profit (loss) attributable to controller's owners	117,359	100,075	12,248	46,556	66,445	349,759	368,781	21.0%
Total consolidated FFO plaza adjusted for participation	172,220	165,844	79,265	164,931	218,931	257,220	266,289	7.5%
EBITDA Margin (% over revenue)	80%	77%	62%	75%	74%	77%	77%	
FFO Margin (% over revenue)	56%	54%	42%	60%	61%	60%	60%	
<i>Earnings per Share (CLP)</i>	59.9	51.1	6.2	23.8	33.9	178.4	188.2	21.0%
<i>FFO per Share (CLP)</i>	88.0	84.6	40.4	84.1	111.7	131.2	135.9	7.5%

Main Financial Indicators

	1Q24	1Q23	% - p.p.
Net Revenue (millions of CLP)	114,106	99,916	14.2%
Cost of sales (millions of CLP)	(16,452)	(14,763)	11.4%
Administrative Expenses (millions of CLP)	(11,239)	(10,675)	5.3%
Adjusted NOI (millions of CLP)	89,670	73,214	22.5%
NOI Margin (%)	76.3%	75.4%	0.9 p.p.
EBITDA (millions of CLP)	86,852	74,969	15.9%
EBITDA Margin	76.1%	75.0%	1.1 p.p.
Net Income (millions of CLP)	54,140	41,057	31.9%
Net margin	47.4%	41.1%	6.3 p.p.
Adjusted FFO (millions of CLP)	70,671	61,609	14.7%
Adjusted FFO Margin	60.1%	63.5%	(3.3 p.p.)
Adjusted FFO / Share (CLP)	36.1	31.4	14.7%
EBITDA per m ² (CLP)	51,038	47,007	8.6%
FFO per m ² (CLP)	41,530	38,635	7.5%

NOI: Net Operating Income, FFO: Funds For Operation. See glossary.
EBITDA and FFO per m² consider m2 consolidated by Plaza S.A.



H&M Opening, Mallplaza Cali

Main Operational Indicators

	1Q24	1Q23	% - p.p.
GLA Managed (m ²)	1,999,437	1,889,490	5.8%
Consolidated GLA (m ²)	1,701,696	1,594,845	6.7%
Visitor Flow (millions)	71.7	69.5	3.1%
Occupancy	95.1%	94.6%	0.5 p.p.
Tenant Sales (millions of CLP)	1,182,990	1,138,800	3.9%
<i>Same Store Sales</i>	(1.1%)	(1.3%)	0.2 p.p.
Monthly Sales per m ² (CLP)	243,825	247,125	(1.3%)
Monthly Revenues per m ² (CLP)	22,351	20,883	7.0%
<i>Same Store Rent</i>	3.7%	12.2%	(8.5 p.p.)
Occupancy Cost	11.5%	11.5%	0.0 p.p.
<i>(+) Lease</i>	7.8%	7.9%	(0.1 p.p.)
<i>(+) Common Expenses and Promotion Fund</i>	3.7%	3.6%	0.1 p.p.



Main Indicators By Country

Chile:

- Revenues increased by 12.3% due to more m² leased by H&M in Mallplaza Arica, Mallplaza Calama, Mallplaza Alameda and Mallplaza Tobalaba, in addition to Mercado Vespucio and Terrazas Antofagasta, among others.
- Visitor flows increased 2%, driven by the strong performance of Mallplaza La Serena, Iquique and Trébol, which grew by more than 5%.
- Occupancy rose to 95.6% due to the entry into operation of over 17,000 m², mainly in Intermediate Stores, Autoplaza, Terrazas and Decoration.
- Same Store Sales increased 2.2% due to improved performance by Departmental Stores and Medicine

Peru:

- Visitor flows increased by 0.9% due to double digit growth in Mallplaza Comas (12.1%), offsetting the drop in flows at Mallplaza Bellavista (-4.3%) due to road detours because of to metro works.
- Revenues increased by 7.7%, mainly due to lower vacancy in Mallplaza Comas and Trujillo.
- Sales fell by 3.5%, mainly due to the temporary closure of Mallplaza Trujillo in January and road detours in Mallplaza Bellavista.
- Same Store Sales fell -13.4% due to the drop in sales by Departmental Stores, Motorplaza and the temporary closure of Mallplaza Trujillo in January.

Colombia:

- Revenues increased by 19.7% due to more m² leased by H&M in Mallplaza Manizales, Cartagena and NQS, the opening of IKEA in NQS and the opening of Mallplaza Cali.
- Sales grew 25.1%, mainly due to increased sales in Mallplaza Manizales, Mallplaza NQS and the opening of Mallplaza Cali.
- The visitor flow increased by 12.0%, mainly due to the increased flow in Mallplaza NQS and the opening of Mallplaza Cali.
- Same Store Sales fell -14.0% due to lower sales by Department and Intermediate Stores.

	Chile (millions of CLP)			Peru (thousands of PEN)			Colombia (millions of COP)			Consolidated Plaza S.A. (Millions of CLP)		
	1Q24	1Q23	(Var.)	1Q24	1Q23	(Var.)	1Q24	1Q23	(Var.)	1Q24	1Q23	(Var.)
GLA Managed (m ²)	1,429,946	1,423,323	0.5%	297,741	294,645	1.1%	271,750	171,522	58.4%	1,999,437	1,889,490	5.8%
Visitor Flow (millions)	48.4	47.5	2.0%	12.9	12.7	0.9%	10.4	9.3	12.0%	71.7	69.5	3.1%
Sales	948,390	918,043	3.3%	530,614	549,851	(3.5%)	377,074	301,352	25.1%	1,182,990	1,138,800	3.9%
Var. Same Store Sales	2.2%	(2.6%)	(4.8 p.p.)	(13.4%)	13.3%	(26.8 p.p.)	(14.0%)	(11.6%)	(2.4 p.p.)	(1.1%)	(1.3%)	0.2 p.p.
Revenues	101,551	90,461	12.3%	55,074	51,143	7.7%	46,091	38,495	19.7%	114,106	99,916	14.2%
Var. Same Store Rent	3.4%	15.1%	(11.7 p.p.)	9.9%	9.1%	0.8 p.p.	(1.5%)	(12.2%)	(10.7 p.p.)	3.7%	12.2%	(8.5 p.p.)
EBITDA	79,228	70,745	12.4%	44,572	39,316	13.4%	31,605	26,272	20.3%	86,852	74,969	15.9%
Monthly sales per m ² (CLP/PEN/COP)	259,125	255,839	1.3%	764	849	(10.0%)	758,214	809,488	(6.3%)	243,825	247,125	(1.3%)
Monthly revenues per m ² (CLP/PEN/COP)	27,746	25,210	10.1%	79	79	0.4%	92,678	103,404	(10.4%)	22,351	20,883	7.0%
Occupancy Cost (%)	11.7%	11.7%	0.0 p.p.	9.9%	9.7%	0.2 p.p.	12.4%	12.5%	(0.1 p.p.)	11.5%	11.5%	0.0 p.p.
Occupancy	95.6%	95.5%	0.1 p.p.	93.7%	91.3%	2.4 p.p.	94.1%	92.8%	1.3 p.p.	95.1%	94.6%	0.5 p.p.

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



Mallplaza Cali, Colombia

Main Indicators By Country

Last 12 months

	Chile (millions of CLP)			Peru (thousands of PEN)			Colombia (millions of COP)			Consolidated Plaza S.A. (Millions of CLP)		
	UDM 1Q24	UDM 1Q23	(Var.)	UDM 1Q24	UDM 1Q23	(Var.)	UDM 1Q24	UDM 1Q23	(Var.)	UDM 1Q24	UDM 1Q23	(Var.)
GLA Managed (m²)	1,429,946	1,423,323	0.5%	297,741	294,645	1.1%	271,750	171,522	58.4%	1,999,437	1,889,490	5.8%
Visitor Flow (millions)	192.8	191.5	0.7%	52.8	46.7	13.0%	41.8	39.1	7.0%	287.3	277.3	3.6%
Sales	3,889,061	3,918,926	(0.8%)	2,282,764	2,307,353	(1.1%)	1,535,172	1,287,596	19.2%	4,876,576	4,851,051	0.5%
Same Store Sales	(2.5%)	0.0%	(2.5 p.p.)	(0.5%)	10.9%	(11.3 p.p.)	(17.8%)	2.8%	(20.6 p.p.)	(3.4%)	1.5%	(4.9 p.p.)
Revenues	385,615	343,844	12.1%	212,266	176,675	20.1%	182,387	131,723	38.5%	434,094	380,695	14.0%
Same Store Rent	6.4%	34.0%	(27.6 p.p.)	13.2%	22.8%	(9.6 p.p.)	(7.0%)	(4.7%)	(2.3 p.p.)	6.1%	29.7%	(23.6 p.p.)
EBITDA	304,832	276,405	10.3%	164,776	125,978	30.8%	138,444	65,849	110.2%	334,068	289,354	15.5%
Monthly sales per m2 (CLP/PEN/COP)	269,303	278,479	(3.3%)	845	915	(7.7%)	856,450	886,764	(3.4%)	257,731	268,825	(4.2%)
Monthly revenues per m2 (CLP/PEN/COP)	26,702	24,434	9.3%	79	70	12.1%	101,751	90,718	12.2%	21,258	19,892	6.9%
Occupancy Cost (%)	11.4%	10.6%	0.8 p.p.	9.6%	8.3%	1.3 p.p.	10.9%	10.4%	0.5 p.p.	11.1%	10.3%	0.8 p.p.
Occupancy	95.6%	95.5%	0.1 p.p.	93.7%	91.3%	2.4 p.p.	94.1%	92.8%	1.3 p.p.	95.1%	94.6%	0.5 p.p.

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



Mallplaza Trujillo, Peru

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INSTITUTIONAL PRESENTATION

March 2024

