



PARQUE ARAUCO  
INVESTOR PRESENTATION  
1Q24



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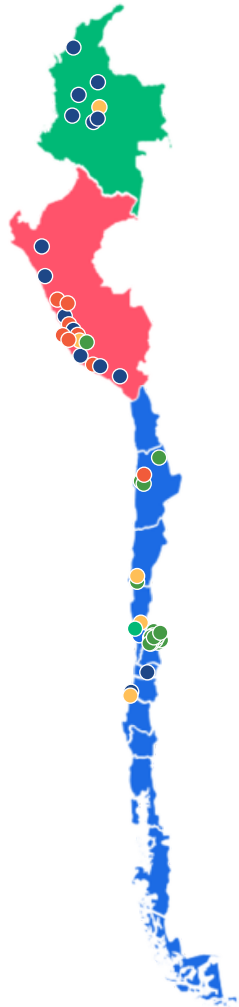
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# Parque Arauco at a glance

Developer and operator of multi-format real estate assets in three Latin American countries



**57**

Multi-format real estate assets in Chile, Peru and Colombia

**+1,176,500**

sqm of GLA

**+124,000**

sqm of GLA under development

**96.4%**

Occupancy



**20** Regional Shopping Centers



**10** Neighborhood Shopping Centers

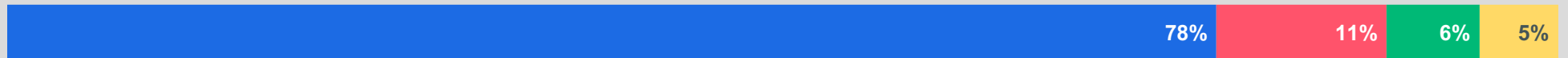


**20** Strip Centers



**7** Outlets

## GLA by format



## 1Q24 SALES

**USD \$ 722 M**

Ch\$ 684 bn **+17.6%** vs 1Q23

## 1Q24 REVENUES

**USD \$ 77 M**

Ch\$ 73 bn **+25.8%** vs 1Q23

## 1Q24 EBITDA

**USD \$ 53 M**

Ch\$ 50 bn **+22.9%** vs 1Q23

## 1Q24 FFO

**USD \$ 41 M**

Ch\$ 39 bn **+21.3%** vs 1Q23

## Ownership Structure



Controlling Group  
Local Mutual Funds

Foreign Investors  
Others

Brokers / Dealers

Pension Funds

Said Yarur Family

Abumohor Family



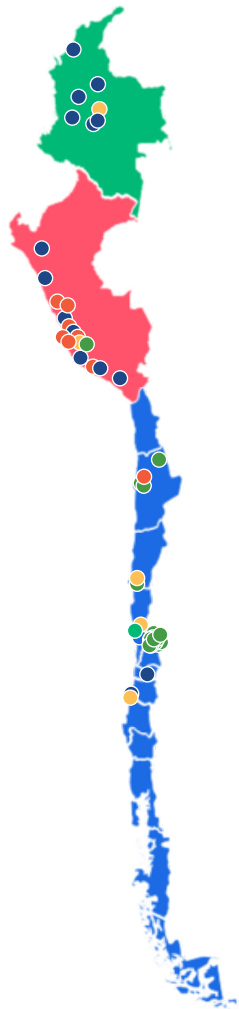
1Q24

PARQUE ARAUCO INVESTOR PRESENTATION

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# Parque Arauco at a glance

Developer and operator of multi-format real estate assets in three Latin American countries



## Chile



- 30 assets
- 530,500 sqm of GLA
- **Main independent operator** of shopping centers not vertically integrated with retail brands
- **Parque Arauco Kennedy**, a world-class asset

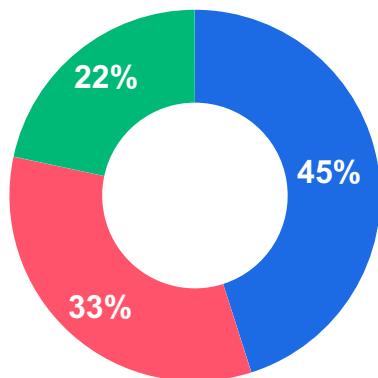
7%

Market share

3°

Position<sup>1</sup>

### GLA by country (end of 1Q24)



## Peru



- 20 assets
- 391,500 sqm of GLA
- Growth portfolio in a market with low penetration of shopping centers
- **Larcomar and MegaPlaza Independencia** are outstanding assets in the country

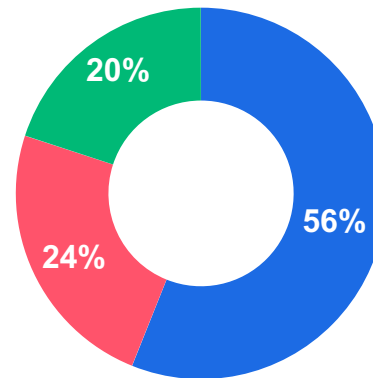
13%

Market share

2°

Position<sup>1</sup>

### Revenues by country (LTM 1Q24)



## Colombia



- 7 assets
- 254,500 sqm of GLA
- Growth portfolio in a market with majority of multi-ownership shopping centers
- **Parque La Colina**, a renowned Trophy shopping center

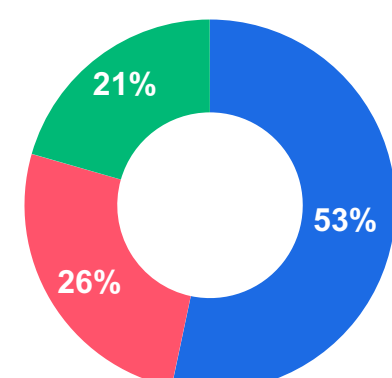
12%

Market share

3°

Position<sup>1/2</sup>

### EBITDA by country (LTM 1Q24)



Chile Peru Colombia

# High Quality Portfolio

These 6 assets represent +60% of the company's NOI

## Some of our iconic assets in Chile



### Parque Arauco Kennedy

GLA: 120,000 sqm

Sales LTM: USD 553 M



### Arauco Maipú

GLA: 75,000 sqm

Sales LTM: USD 251 M



# High Quality Portfolio

These 6 assets represent +60% of the company's NOI

## Some of our iconic assets in Chile and Colombia



**Arauco Estación**  
GLA: 68,000 sqm  
Sales LTM: USD 118 M



**Parque La Colina**  
GLA: 60,500 sqm  
Sales LTM: USD 238 M



Source: Parque Arauco. Figures as of March 31, 2024  
USD figures converted using the average exchange rate for 1Q24

# High Quality Portfolio

These 6 assets represent +60% of the company's NOI

## Some of our iconic assets in Peru



### MegaPlaza Independencia

GLA: 104,500 sqm

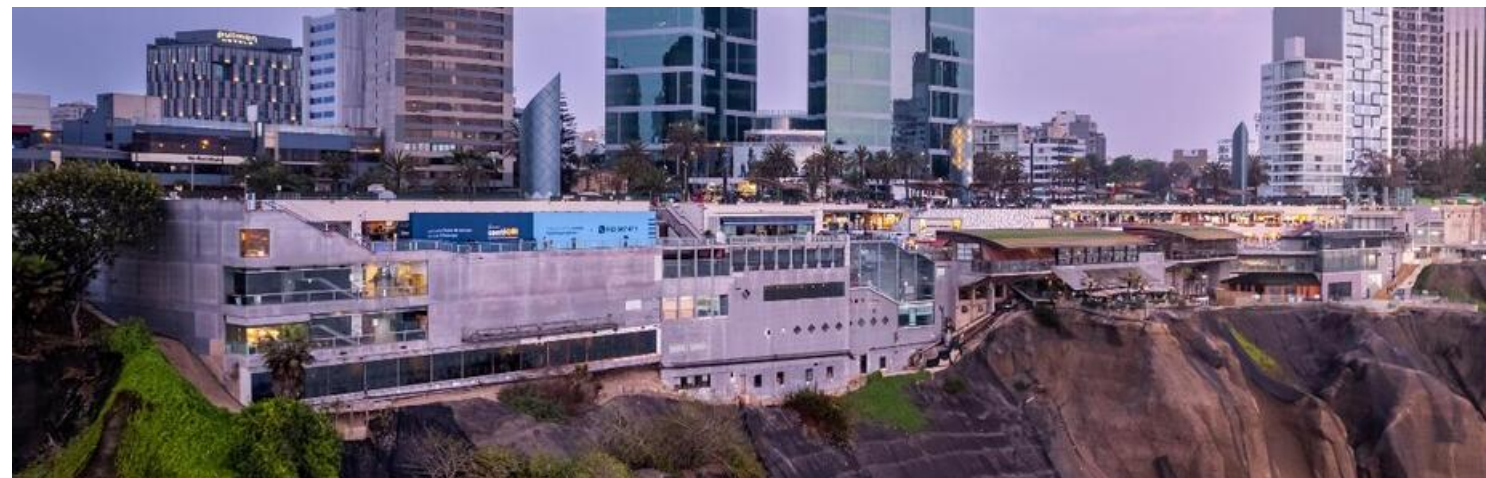
Sales LTM: USD 331 M



### Larcomar

GLA: 25,000 sqm

Sales LTM: USD 100 M



Source: Parque Arauco. Figures as of March 31, 2024  
USD figures converted using the average exchange rate for 1Q24

# Parque Arauco boasts a broad portfolio of tenants and international brands

+35% of tenants have a presence in 2 or more Parque Arauco shopping centers

## International brands



## Luxury brands



## Traditional anchor stores and local brands



# Parque Arauco Investment Considerations

Over 40 years of solid financial and operational track record



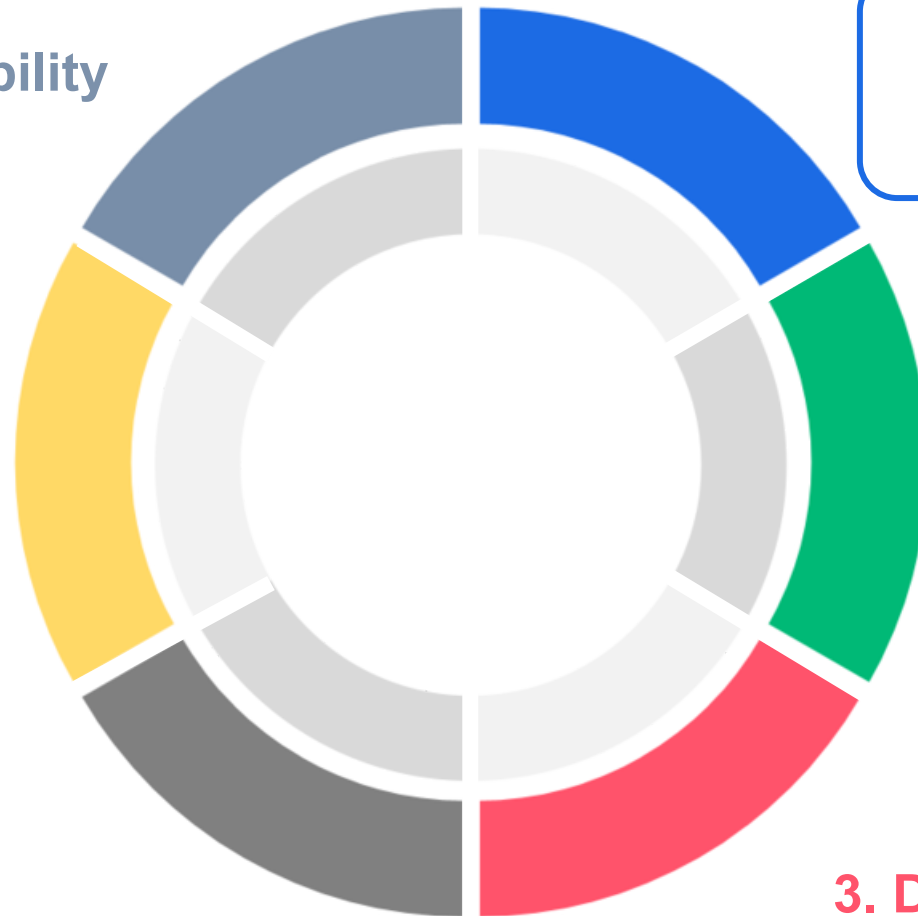
6. Sustainability



5. Financial Strength



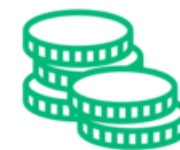
4. Growth



1. Our Company



2. Stability of cash flows

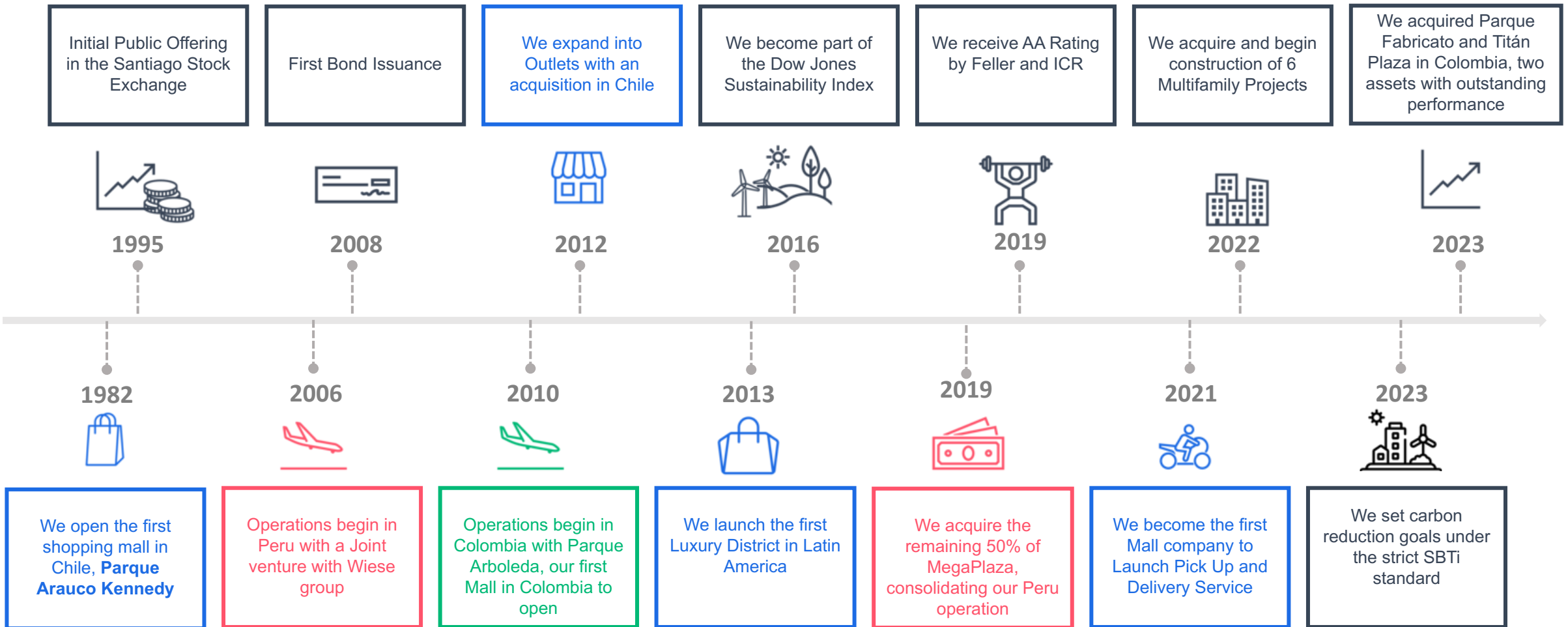


3. Diversification



# One of the leading operators of shopping centers in the region

Over 40 years of experience developing, managing, and innovating the shopping center sector in the region



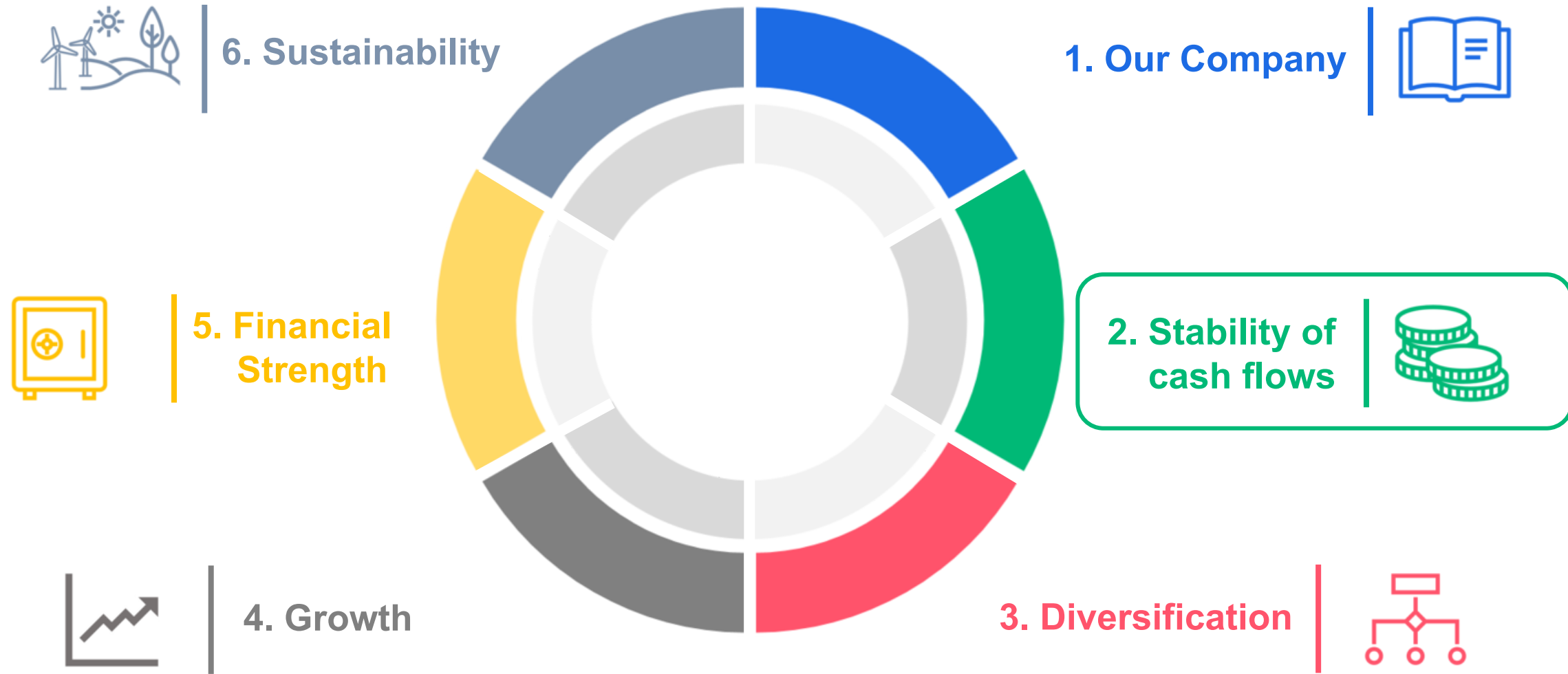
**Legend:**

- Company
- Chile
- Peru
- Colombia



# Parque Arauco Investment Considerations

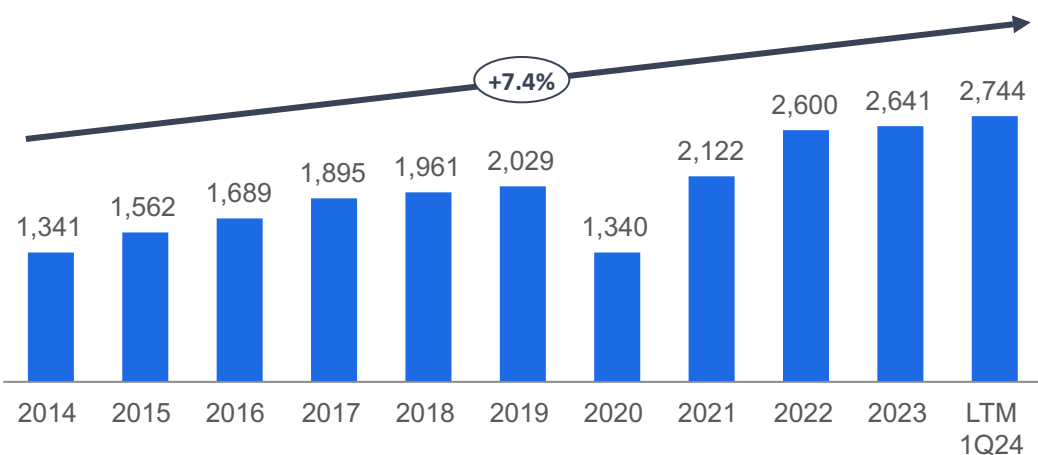
Over 40 years of solid financial and operational track record



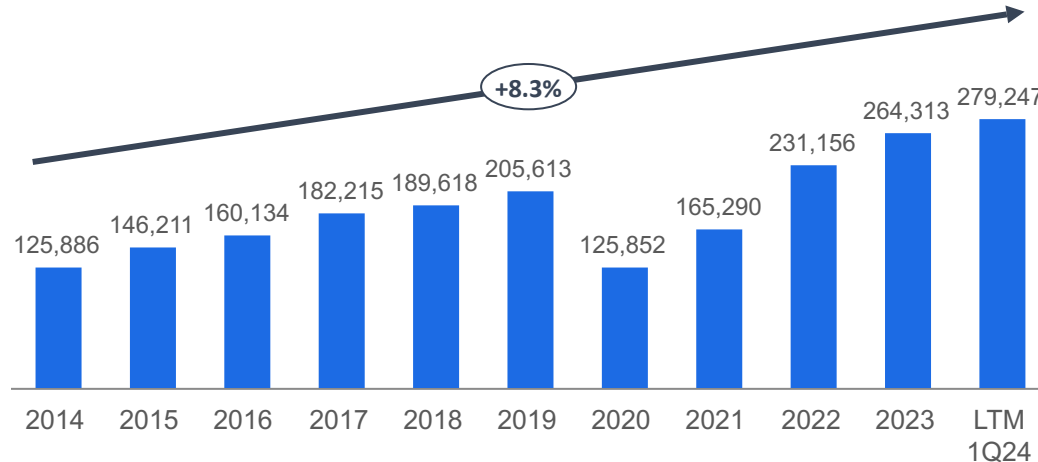
# Stability of cash flows

Consistent growth and stability throughout the last 10 years

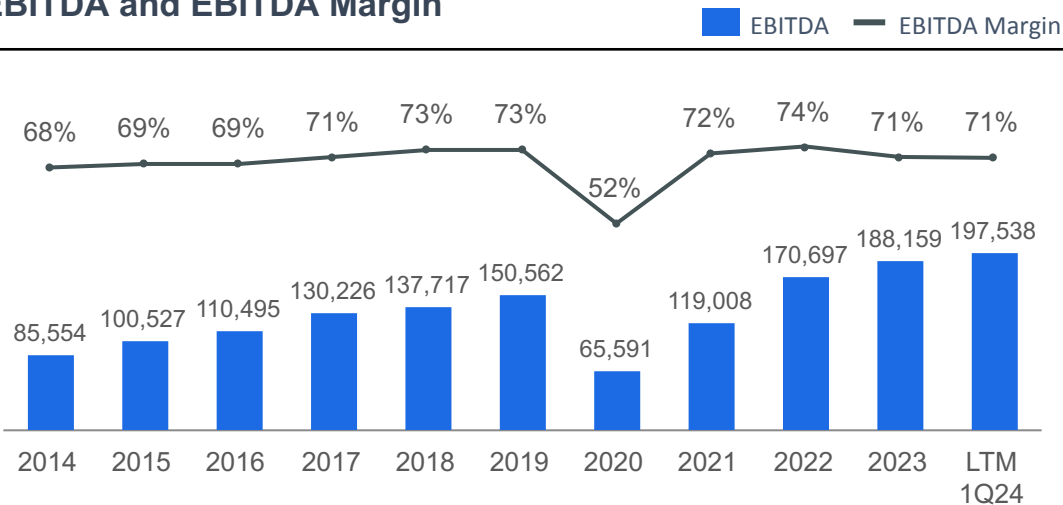
## Tenant Sales (Billion CLP)



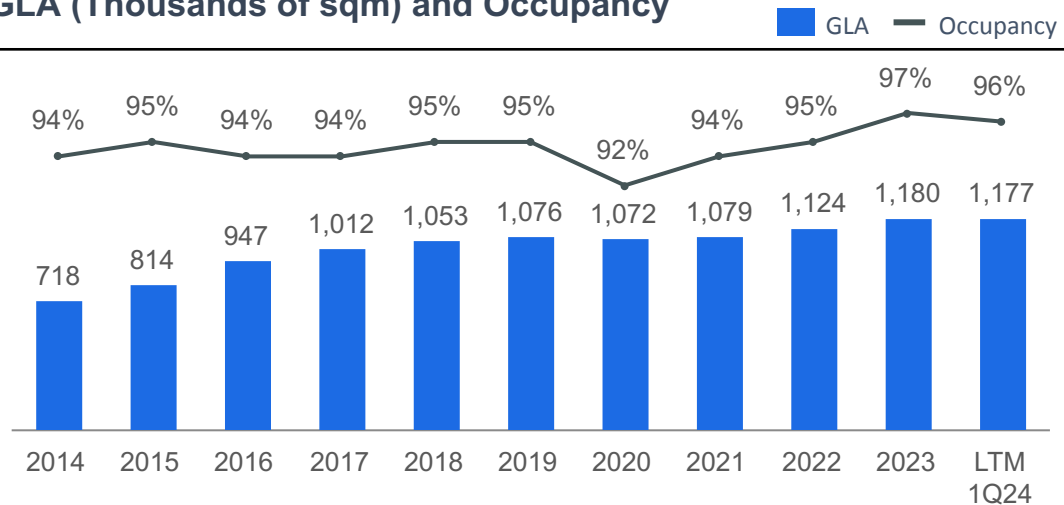
## Revenues (Million CLP)



## EBITDA and EBITDA Margin



## GLA (Thousands of sqm) and Occupancy



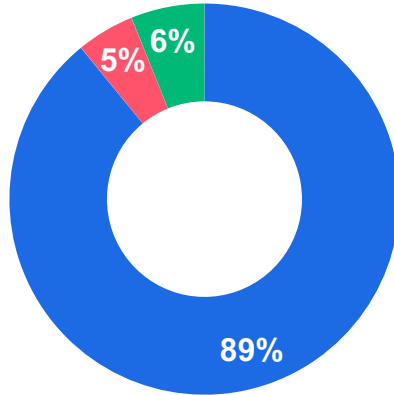
# Flows based on fixed income and long-term contracts

Revenues come mainly from contracts with fixed rates and low concentration in installments

## Consolidated Revenues

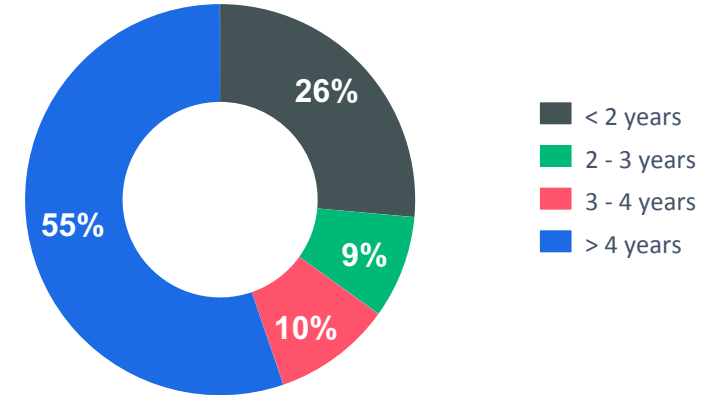
Rent Income Parking Other income

Our income is concentrated in rental revenue



## Composition of rental income (by contract duration)

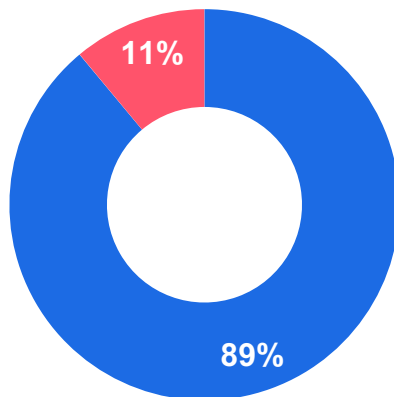
Average duration of lease contracts is ~ 5 years



## Composition of rental income

Fixed Rent Variable Rent

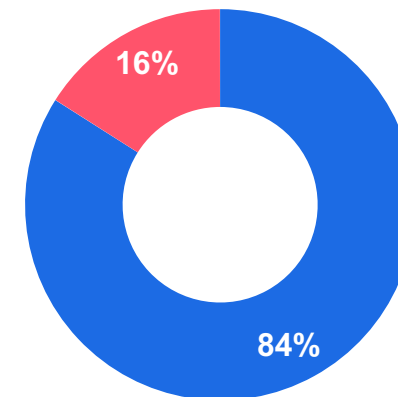
Most of our income comes from fixed minimum rent



## Top 10 tenants as % of rental income

Top 10 Tenants Other tenants

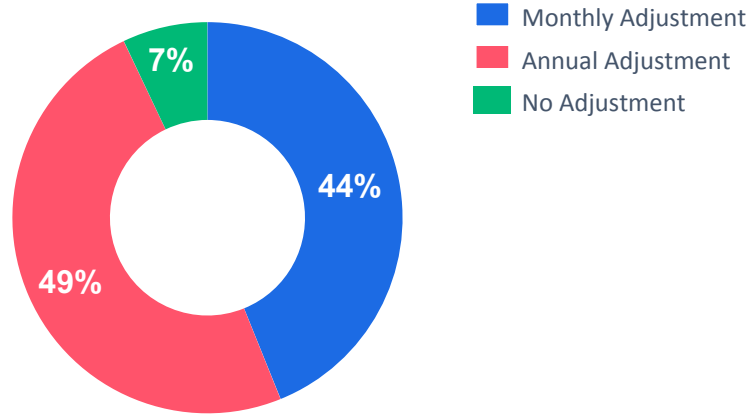
Top 10 renters represent less than ~20% of total rental income



# Flows based on fixed income and long-term contracts

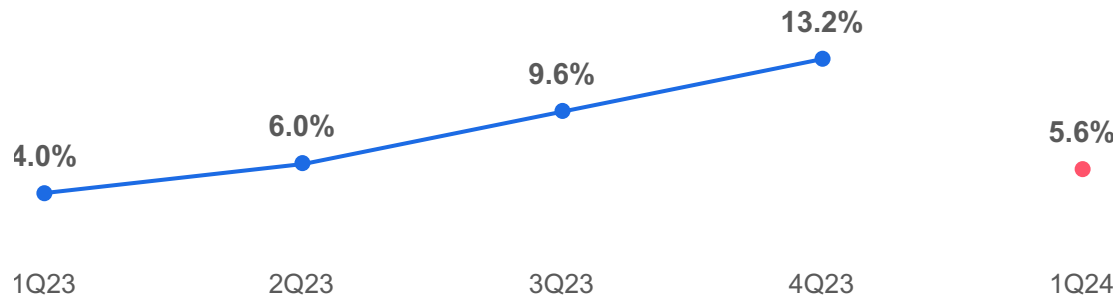
Revenues come mainly from contracts with fixed rates and low concentration in installments

## Most contracts are readjusted for local inflation (% income)



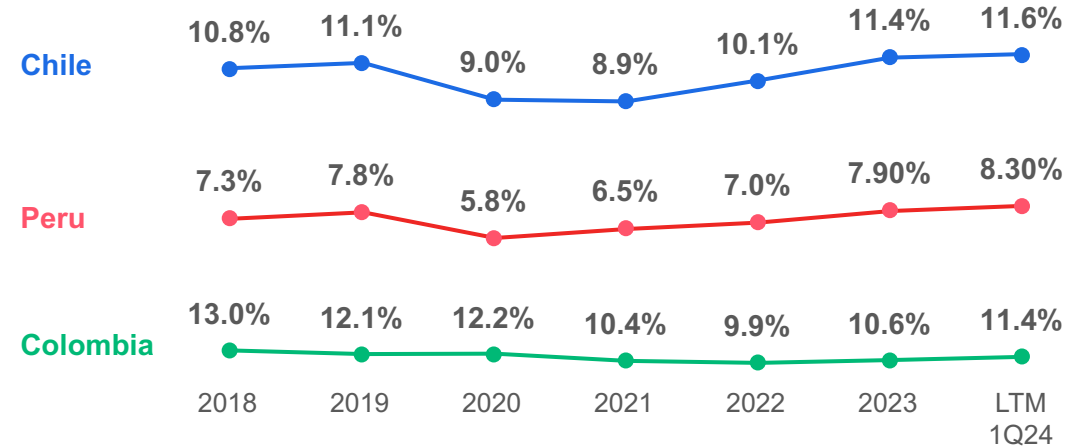
## Normalization of contract renegotiations (% of GLA)

Renegotiated GLA between 2023 and 2024



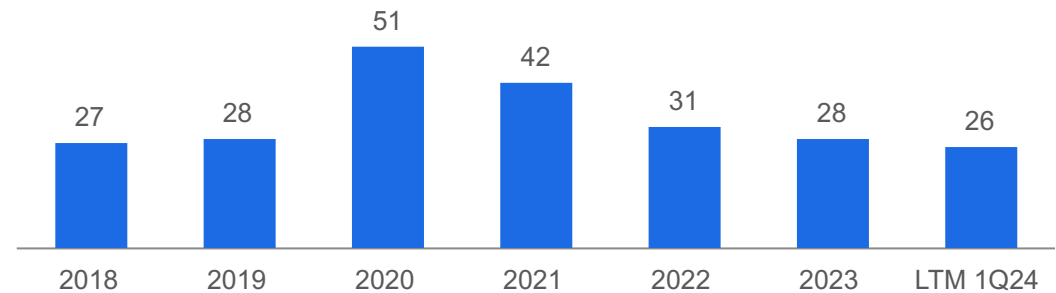
## Occupancy cost

Stable occupancy costs in each country



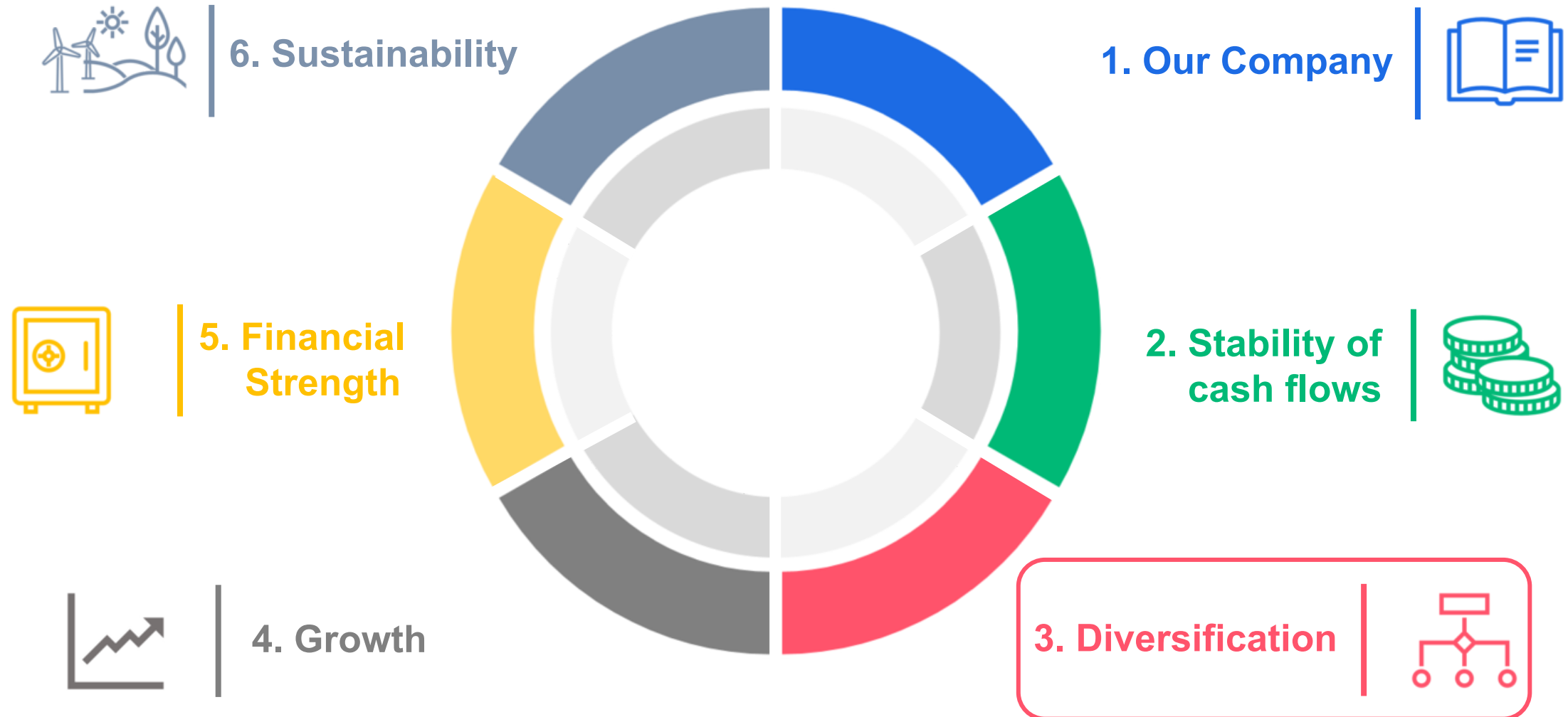
## Days sales outstanding (# of days)

Stable collection days



# Parque Arauco Investment Considerations

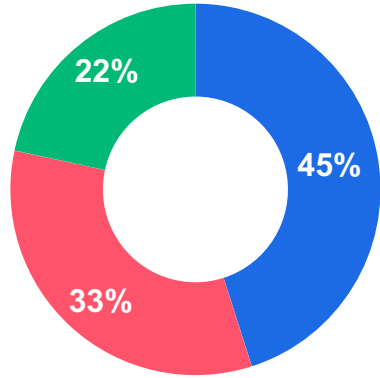
Over 40 years of solid financial and operational track record



# Diversification of Revenues

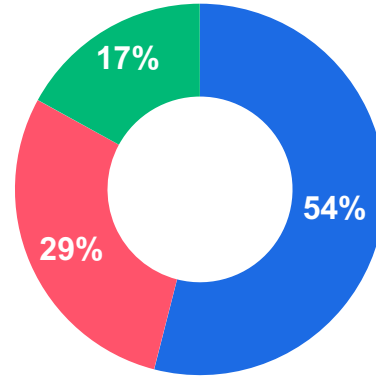
Revenue is diversified across countries and formats

## GLA



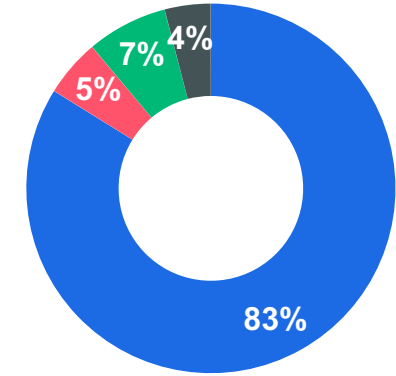
Chile Peru Colombia

## Tenant Sales



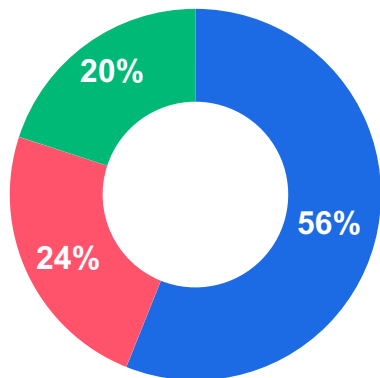
Chile Peru Colombia

## Revenue by format



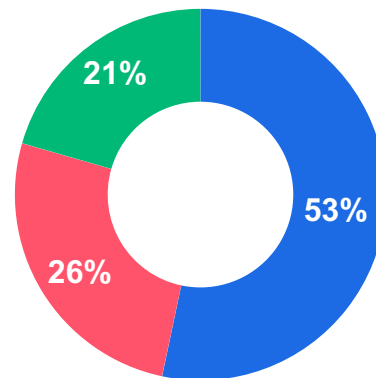
Regionals Strip centers  
Neighborhood Outlets

## Revenue



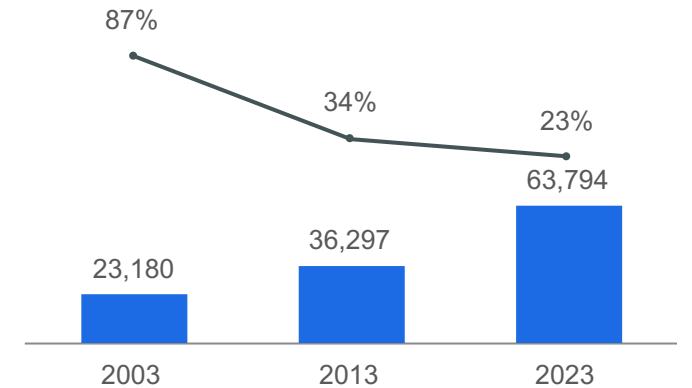
Chile Peru Colombia

## EBITDA



Chile Peru Colombia

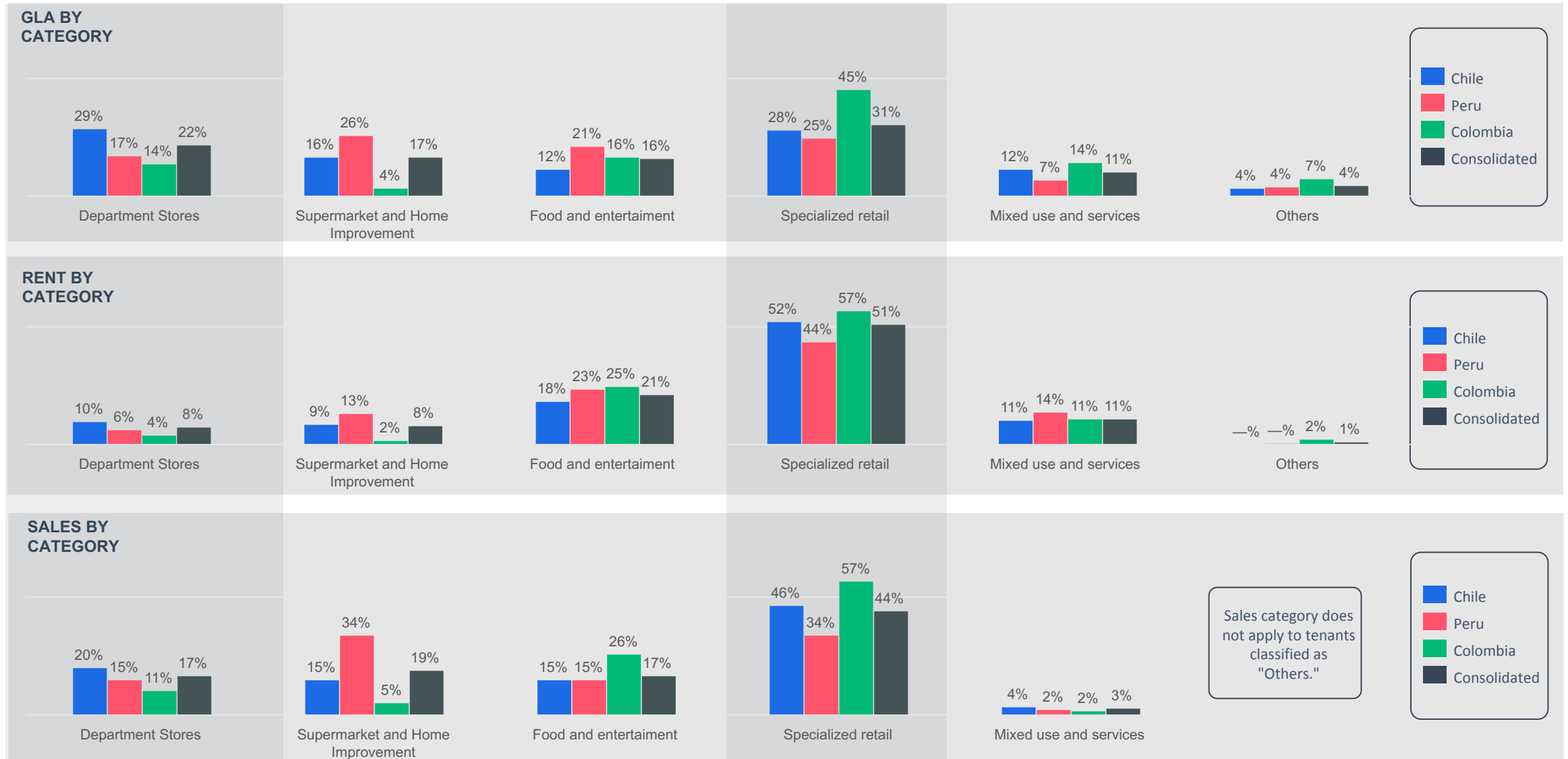
## Parque Arauco Kennedy Weight (CLP Million)



Kennedy Revenues (LTM) % Total Revenue

# Diversification of tenant mix

Specialized retail represents an important percentage of our tenant mix and revenues



# Parque Arauco Investment Considerations

Over 40 years of solid financial and operational track record



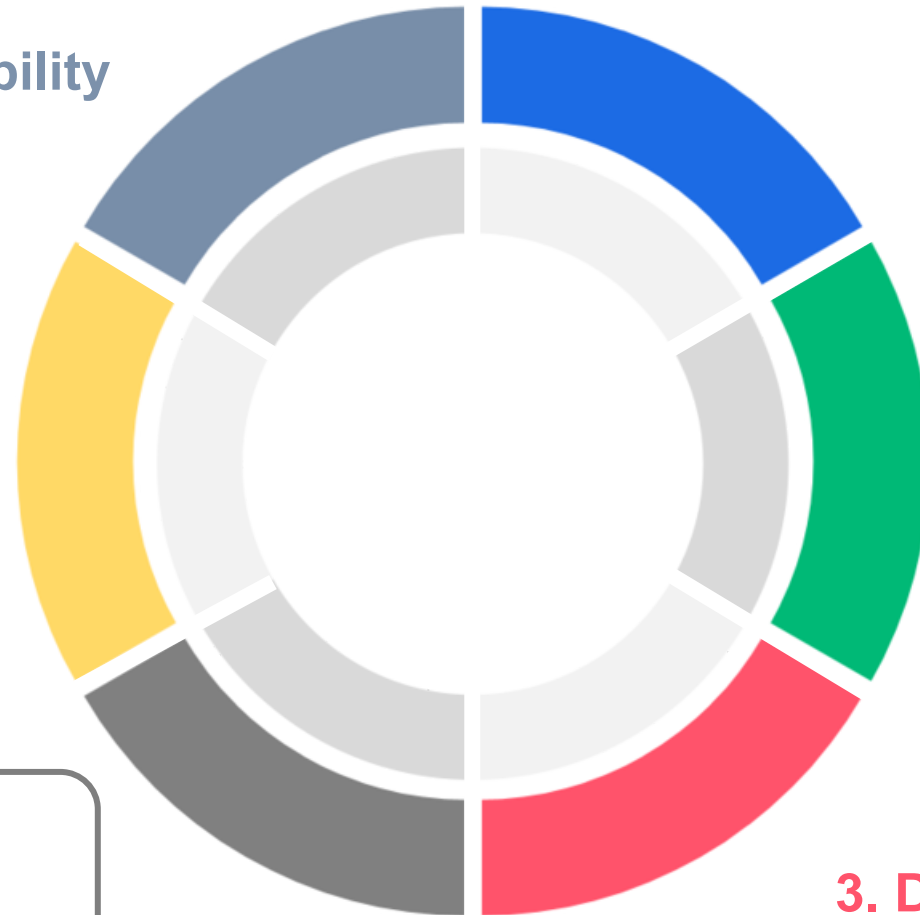
6. Sustainability



5. Financial Strength



4. Growth



1. Our Company



2. Stability of cash flows



3. Diversification



# Growth strategy: Three main avenues

## Expansion of our main assets



- Includes expansions and reconversions of our main assets
- Marginal investment has an attractive return because land is already owned
- Leasing of new spaces has an inherently low risk because there is good quality information on rental prices

## New shopping centers



- Includes greenfield projects (new shopping centers) and M&A of shopping centers currently in operation
- High selectivity: good assets in good locations and with short to medium-term growth potential

## Multifamily & other real estate uses



- Multifamily value chain less complex than retail's
- Experience in Multifamily will help us make our shopping center portfolio more profitable
- Focus on main cities such as Santiago, Bogotá, Medellín, and Lima, with strategic alliances with Multifamily players and high selectivity of projects.

① Bottom-up approach

② ~US\$ 200 million per year

# First Avenue: Expansions of our main assets

We are building a new main entrance, additional retail space, and towers on our flagship asset, Parque Arauco Kennedy, in Santiago



## Parque Arauco Kennedy Expansion - Cerro Colorado Phase

<b>PHASE</b>	<b>TOTAL INVESTMENT</b>	<b>% OWNERSHIP</b>
Cerro Colorado	US\$ 111 M	100%

**CERRO COLORADO PHASE**  
Lifestyle

<b>FORMAT</b> mixed use:	<b>ESTIMATED DATE</b>	<b>ADDITIONAL GLA</b>
Parking	2025	
Main entrance	2025	
7 Retail stories	2025	12,000 sqm
Office tower	2026	23,500 sqm



# First Avenue: Expansions of our main assets

We are expanding our largest asset in Peru, MegaPlaza Independencia, in Lima



## MegaPlaza Independencia

**LOCATION:** Lima, Peru

**ESTIMATED DATE:** 2H 2026

**EXPANSION PHASE 1:** The initial phase of the project entails the establishment of the largest gastronomic district in Lima's northern region and the construction of a large central plaza which will contribute positively to the community. The project also involves the creation of a new area for telecommunications service providers and improvements to internal foot traffic.

**TOTAL INVESTMENT:** US\$ 33 Million



# First Avenue: Expansions of our main assets

At our shareholders' meeting, we announced the expansion of MegaPlaza Ica, our second largest asset in Peru



## MAIN STORES:

*falabella.*

**H&M**

**RIPLEY**



## MegaPlaza Ica

**FORMAT**  
Retail

**TOTAL INVESTMENT**  
USD 17 M (phase 1)

**GLA**  
+6,600 sqm

### ZONES

Services and financial area  
Gym, Falabella hallway and totem  
Boulevard

### OPENING DATES

2023/2024  
2023  
2026

### ADDITIONAL

2,900 sqm  
1,600 sqm  
2,000 sqm



# Second Avenue: New Shopping Centers

We announce the greenfield development of Parque La Molina in Lima, Peru



## Parque La Molina

**LOCATION:** Lima, Peru

**ESTIMATED DATE:** 4Q 2024

**ADDITIONAL GLA:** 16,000 sqm

**FORMAT:** Lifestyle

**TENANT MIX:** The shopping center will focus on offering a wide variety of gastronomy and entertainment options, as well as mid-size stores, smaller shops, a Falabella, a gym and a cinema

**TOTAL INVESTMENT:** US\$ 60 Million



# Second Avenue: New Shopping Centers

We announce the acquisition of a stake in Titan Plaza in Bogota



## Titán Plaza

**LOCATION:** Bogota, Colombia

**FORMAT:** Regional Mall

**YEAR OF INCORPORATION:** 4Q 2023

**OWNED GLA:** 14,000 sqm

**OWNERSHIP:** 25% of the Shopping center  
GLA

50% of the Offices GLA

**OCCUPANCY:** 95,2% Retail area / 79%  
Offices

**TENANT MIX:** Playland, Forever 21, Under  
Armour, El Corral, Wok, among others

**INVESTMENT:** US\$ 43 Million



# Second Avenue: New Shopping Centers

We announced the purchase of a controlling stake in Parque Fabricato in Medellin



## Parque Fabricato

- LOCATION:** Medellin, Colombia
- YEAR OF INCORPORATION:** 4Q 2023, Managed since 2021
- OWNED GLA:** 39,500 sqm
- OWNERSHIP:** 70% of Shopping center GLA
- OCCUPANCY:** 94.2%
- TENANT MIX:** H&M, Decathlon, Smart Fit, among others
- INVESTMENT:** US\$ 17 Million upfront payment, followed by a price adjusted payment based on 2026 EBITDA



# Third Avenue: Multifamily development in Parque Arauco Kennedy

At our shareholders' meeting, we announced the first Multifamily project within our shopping center portfolio, at Parque Arauco Kennedy



## Parque Arauco Kennedy Expansion - Kennedy Phase

### UNITS

414 Apartments

### TOTAL INVESTMENT

USD 60 M

Residential building of **24 floors** (from floor 7 to 31) with **414 apartments**, consisting of Studio, 1 bedroom + 1 bathroom, and 2 bedrooms + 2 bathrooms units.

The building will have excellent **connectivity** with access to Kennedy Avenue and the future "**Parque Araucano**" metro station on line 7.

Design tailored to the needs of multifamily living with amenity spaces on the 7th floor and rooftop on the 31st floor.



Pool



Sports Bar



Pet Spa



Gym



Gourmet Lounges



Laundry Area



BBQ Areas



Sky Bar



Cowork

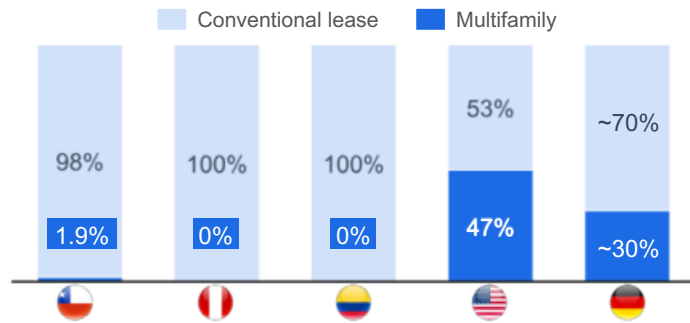
# Third Avenue: Development of multifamily projects diversifying business matrix

Parque Arauco has announced 6 multifamily projects in the region in the last 12 months

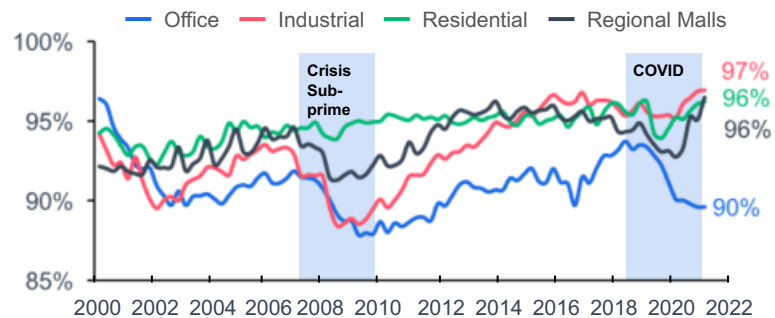
## Rationale

- Residential rental industry with significant growth prospects in the region
- Investments with attractive returns and a highly resilient format
- Gain experience in real estate use, which complements well with shopping centers
- Demographic trends favor housing rental, with positive income indicators / sqm
- Strategic alliance with Assetplan in Chile in the search and operation of projects minimizes risks for Parque Arauco

Room to grow in multifamily format in the region<sup>(1)</sup>



Occupancy evolution indicates high resilience of multifamily<sup>(2)</sup>



## Portfolio of announced projects

Association with **IC**



**Investment Total area**  
US\$ 11 M 6,500 sqm  
**Opening % own.**  
2024 80%

Calle 72, Chapineros, Bogotá

Association with **HASTA CAPITAL**



**Investment Total area**  
US\$ 23 M 16,000 sqm  
**Opening % own.**  
2025 95%

Carrera 43G, Ciudad del Rio, Medellín



**Investment Total area**  
US\$ 18 M 8,500 sqm  
**Opening % own.**  
Operating 100%

Calle Juan Mitjans, Macul, Santiago



**Investment Total area**  
US\$ 60 M 22,830 sqm  
**Opening % own.**  
2028 100%

Fase Kennedy, Las Condes, Santiago

Association with **HASTA CAPITAL**



**Investment Total area**  
US\$ 23 M 10,500 sqm  
**Opening % own.**  
2025 95%

Calle 94, Chicó, Bogotá

Association with **desarrolladora**



**Investment Total area**  
US\$ 16 M 7,700 sqm  
**Opening % own.**  
2026 80%

Av la Mar, Miraflores, Lima



**Investment Total area**  
US\$ 23 M 11,300 sqm  
**Opening % own.**  
2023 100%

Calle Concón, Estación Central, Santiago

Source: Parque Arauco

1. Prepared by the author with information from the Chilean market and with news on the multifamily market in the US.

2. NAREIT report (National Association of Real Estate Investment Trust)

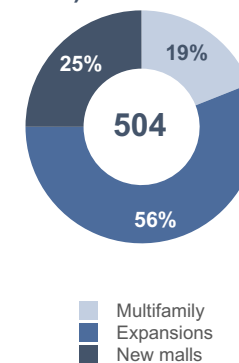
# Projects recently incorporated and to be incorporated in the coming years

New Malls	Type	Country	Format	Opening date	Total GLA (sqm)	% Ownership	Owned GLA (sqm)	Total Investment (local currencies) <sup>1</sup>	Total Investment (US\$MM)	Remaining Investment (US\$MM)
Parque Fabricato	Development	CO	Retail	3Q23	39,700	51%	20,247	68,000	18	0
Titán Plaza	Development	CO	Retail	3Q23	20,750	57%	11,828	177,720	46	0
Parque La Molina	Development	PE	Retail	4Q24	16,000	100%	16,000	218,000	60	33
<b>Subtotal</b>					<b>76,450</b>		<b>48,075</b>		<b>124</b>	<b>33</b>

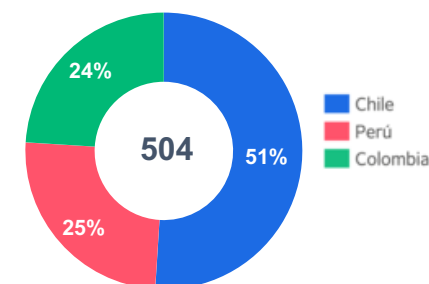
Expansiones centros comerciales	Type	Country	Format	Opening date	Total GLA (sqm)	% Ownership	Owned GLA (sqm)	Total Investment (local currencies) <sup>1</sup>	Total Investment (US\$MM)	Remaining Investment (US\$MM)
Expansion Outlet Curauma	Expansion	CL	Retail	3Q23	1,500	100%	1,500	68,000	3	0
Expansion Outlet Concepción	Expansion	CL	Retail	4Q23	1,500	100%	1,500	86,000	3	0
Expansion Arauco Coronel	Expansion	CL	Retail	1Q24	1,000	100%	1,000	91,000	4	0
Expansion Arauco Quilicura	Expansion	CL	Retail	2H24	3,400	100%	3,400	181,000	7	3
MegaPlaza Ica - Phase one	Expansion	PE	Retail	2026	6,600	100%	6,600	63,000	17	11
MegaPlaza Independencia - Phase one	Expansion	PE	Retail	2H26	-400	100%	-400	123,000	33	29
Parque Arauco Kennedy - Cerro Colorado phase	Expansion	CL	Retail y Oficinas	2026	35,400	100%	35,400	4,200,000	157	111
Parque Arauco Kennedy - Kennedy phase	Expansion	CL	Multifamily	2028	22,830	100%	22,830	1,600,000	60	60
<b>Subtotal</b>					<b>71,830</b>		<b>71,830</b>		<b>284</b>	<b>214</b>

Multifamily	Type	Country	Format	Opening date	Total GLA (sqm)	% Ownership	Owned GLA (sqm)	Total Investment (local currencies) <sup>1</sup>	Total Investment (US\$MM)	Remaining Investment (US\$MM)
Multifamily Concón - Santiago (298 units)	Development	CL	Multifamily	1Q23	11,300	100%	11,300	511,000	23	0
Multifamily Calle 72 - Bogotá (132 units)	Development	CO	Multifamily	2024	6,500	80%	5,200	51,000	11	3
Multifamily Calle 94 - Bogotá (158 units)	Development	CO	Multifamily	2025	10,500	95%	9,975	107,000	23	13
Multifamily La Mar - Lima (141 units)	Development	PE	Multifamily	2026	7,700	80%	6,160	60,000	16	10
Multifamily Ciudad del Río - Medellín (310 units)	Development	CO	Multifamily	2026	16,000	95%	15,200	109,000	23	16
<b>Subtotal</b>					<b>52,000</b>		<b>47,835</b>		<b>96</b>	<b>42</b>

Investment by type of project (US\$M)



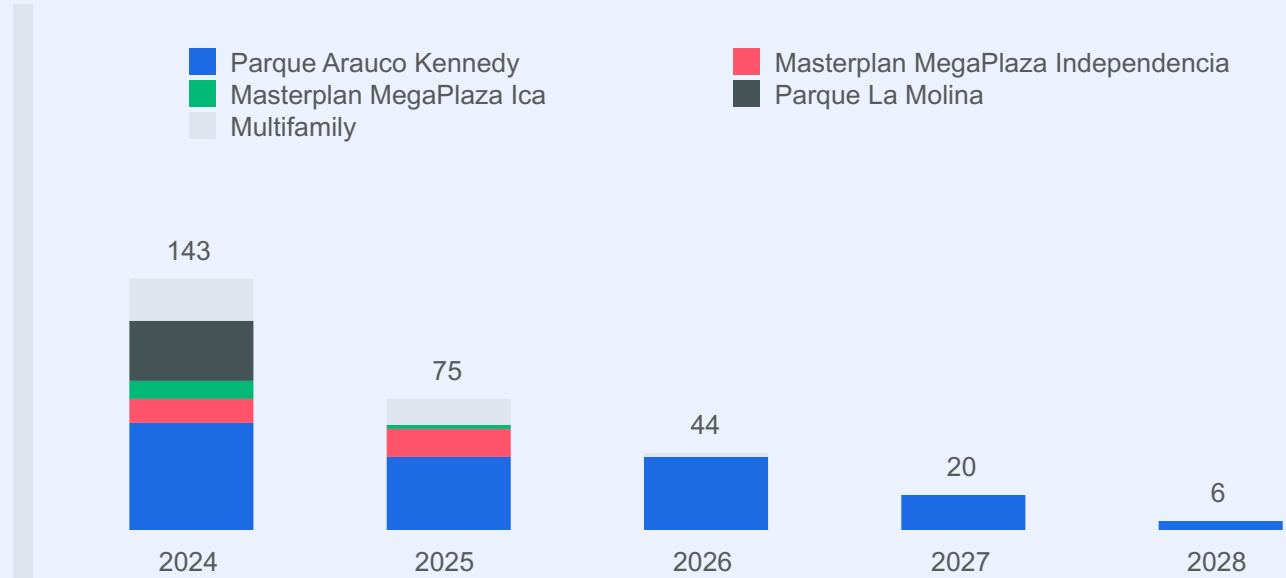
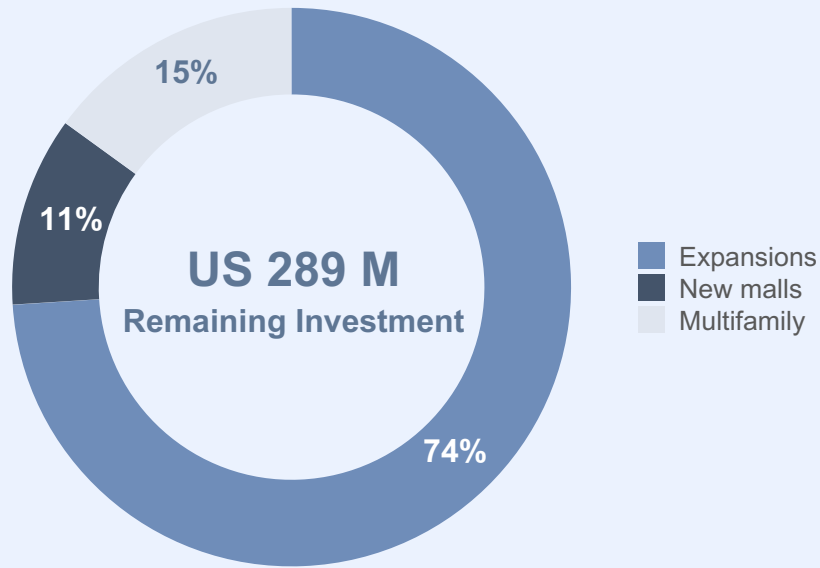
Openings by Country (US\$M)



1. Projects in Chile in UF, in Perú in MPEN, in Colombia in MMCOP
2. In this first stage, we will not see a significant increase in the GLA, which will happen in the next phase of the project
3. This corresponds to the advance payment and does not include the price adjustment, as it will depend on the EBITDA of 2026



# CAPEX deployment estimates in the following years



## Calendar of upcoming openings

**2024** | Parque La Molina (+16.000 sqm)  
Multifamily Calle 72 - Bogotá (+6.500 sqm)  
Expansion Arauco Quilicura (+3.400 sqm)

**2025** | Multifamily Calle 94 - Bogotá (+10.500 sqm)

**2026** | Parque Arauco Kennedy - Cerro Colorado phase (+35.400 sqm)  
MegaPlaza Independencia - Phase one (-400 sqm)  
MegaPlaza Ica - Phase one (+6.600 sqm)  
Multifamily La Mar - Lima (+7.700 sqm)  
Multifamily Ciudad del Río - Medellín (+16.000 sqm)

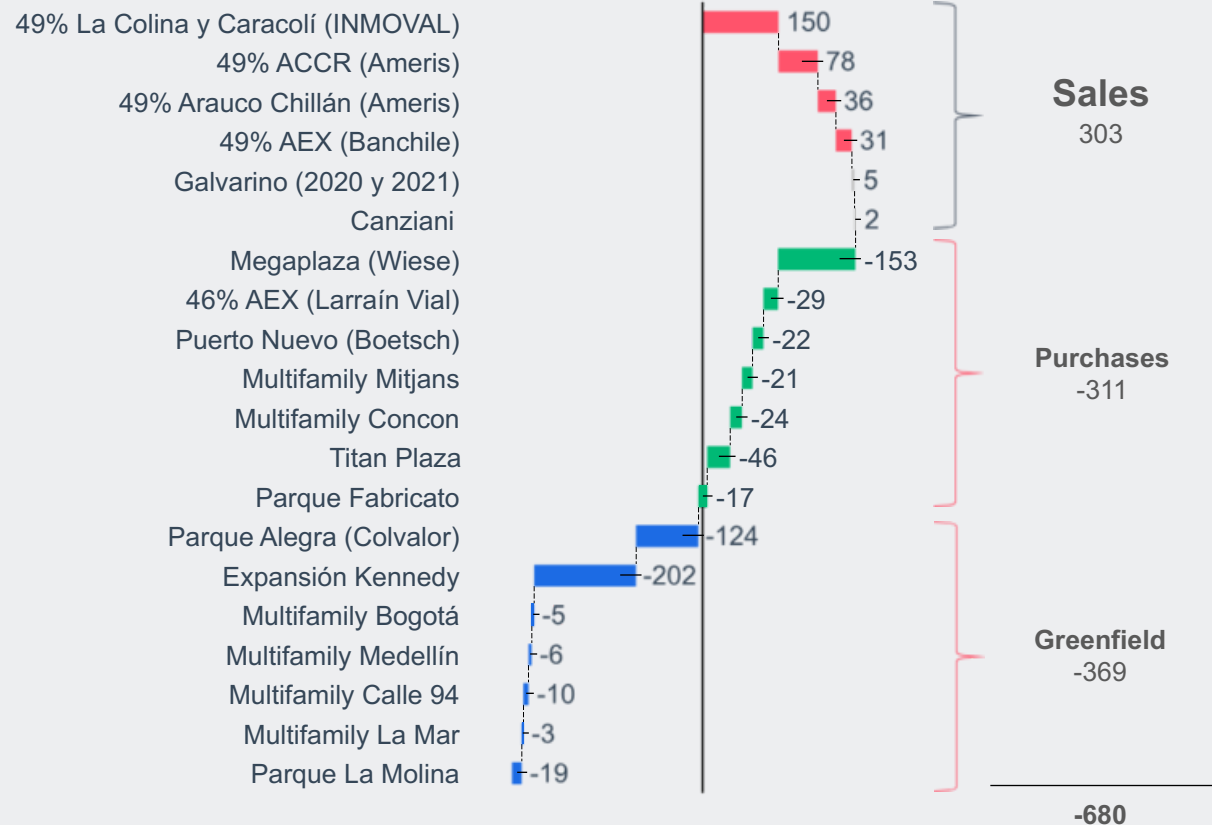
**2028** | Parque Arauco Kennedy - Kennedy Phase (+22.830 sqm)

# Active Portfolio Management

## Sales, acquisitions and greenfield investments

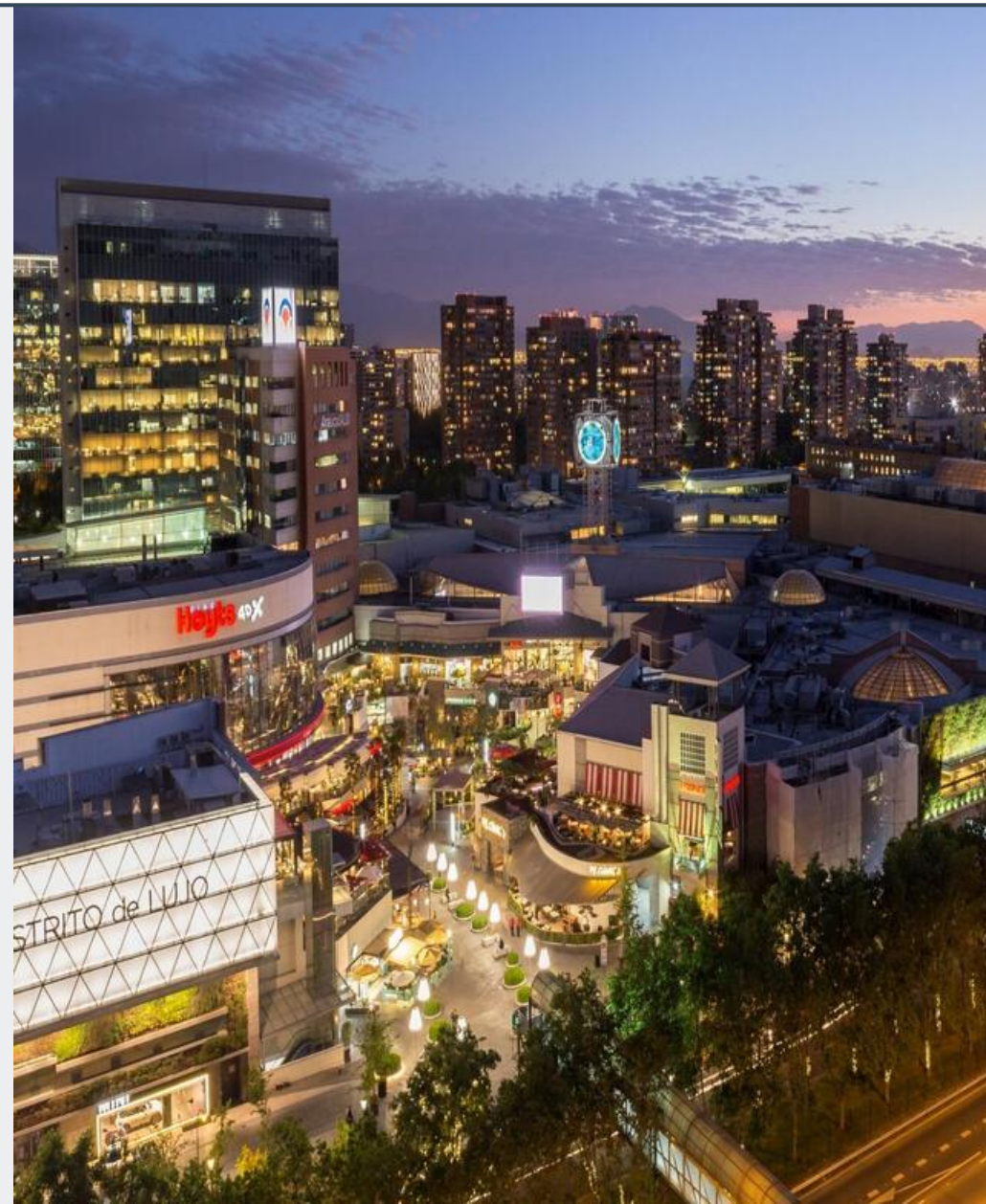
### Investment Flows

(USD millions, 2019-2024<sup>1</sup>)



**Gross Movements**  
USD 983 Million

**Net Investment**  
USD 378 Million

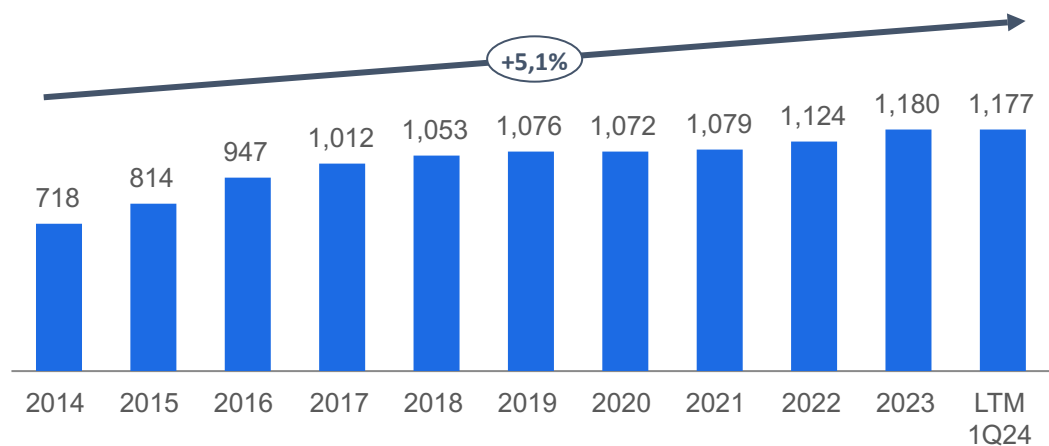


1. As of March 2024  
2. Exchange rates used were the average of 1Q-2024, 947 CLP/USD, 3,915 COP/USD, 3.76 PEN/USD.

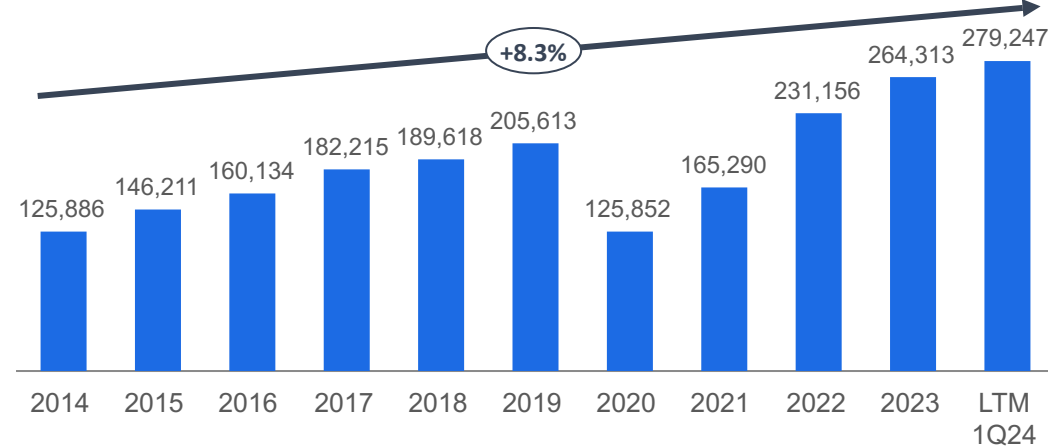
# Successful operational management of Parque Arauco in its recent history

Normalization since 2022 of main indicators and operational flows

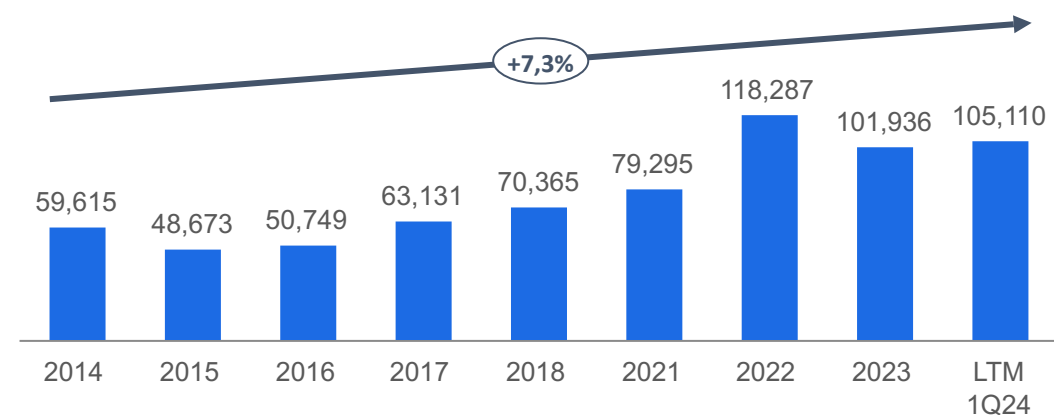
## Evolution of GLA (sqm)



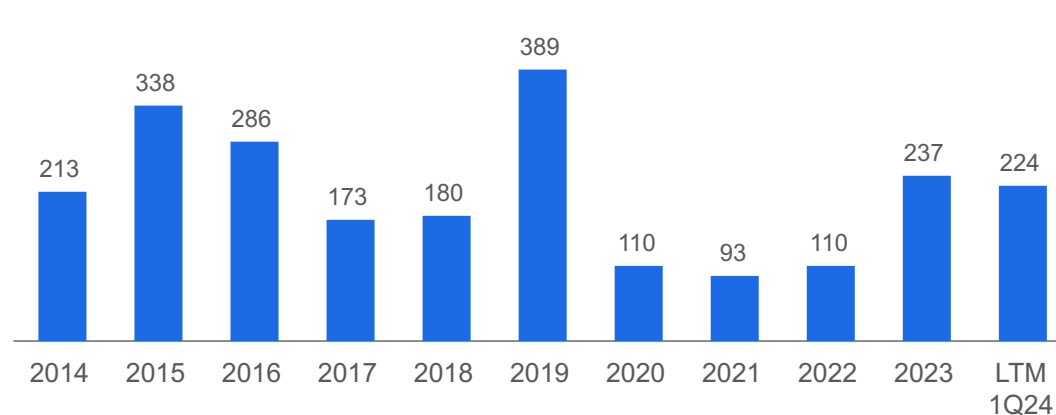
## Revenue Growth (Million CLP)



## Evolution of the company's Free Cash Flow<sup>(1)</sup>



## Historical CAPEX investment (Million USD)<sup>(2)</sup>



(1) FCF calculated as FFO – Dividends paid

(2) Figures in USD converted using the average exchange rate for each year. Considers the following lines from the Cash Flow Statement: Purchases of PPE, intangible assets, other long term assets and cash flows used to obtain controlling and non-controlling stakes of subsidiaries or other businesses



# Parque Arauco Investment Considerations

Over 40 years of solid financial and operational track record



6. Sustainability

1. Our Company



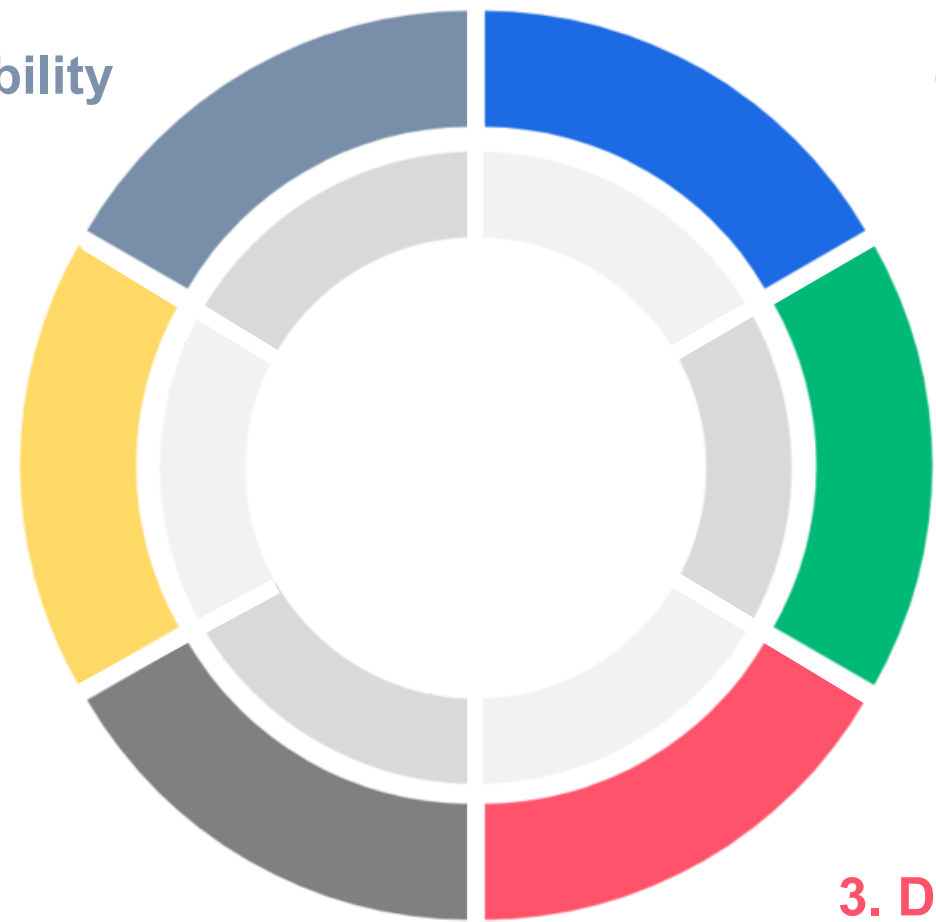
5. Financial Strength

2. Stability of cash flows



4. Growth

3. Diversification

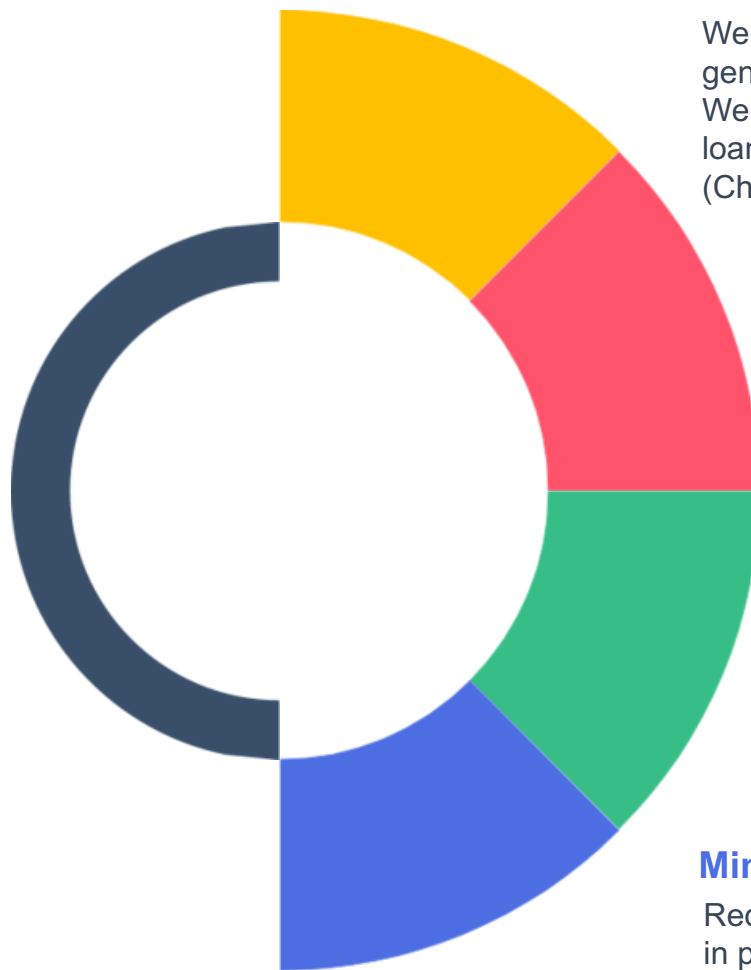


# Financial excellence

We are dedicated to financial conservatism

## General framework for financial prudence

- We seek to ensure that the company's risk is not financial, **but rather the development and operation of real estate assets**
- Financing strategy based on **4 pillars**



### Minimize financial cost

We analyze different financial structures, seeking to generate competition between different creditors. We aim to have multiple sources of financing (bonds and loan), in addition to promoting access to different markets (Chile, Peru, Colombia and the US).

### Minimize refinancing risk

We seek to reduce refinancing risk through actively managing a flat amortization profile and diversifying with different counterparties.

### Minimize rate risk

We aim to reduce our exposure to interest rate risk through a debt duration in line with our lease contracts.

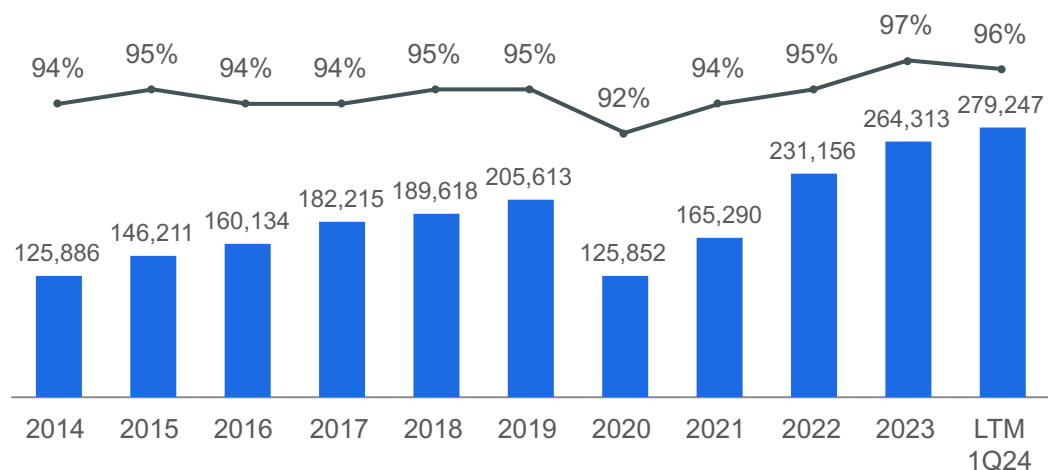
### Minimize currency risk

Reduce currency risk by balancing the currency of our loans in proportion to the EBITDA of each country.

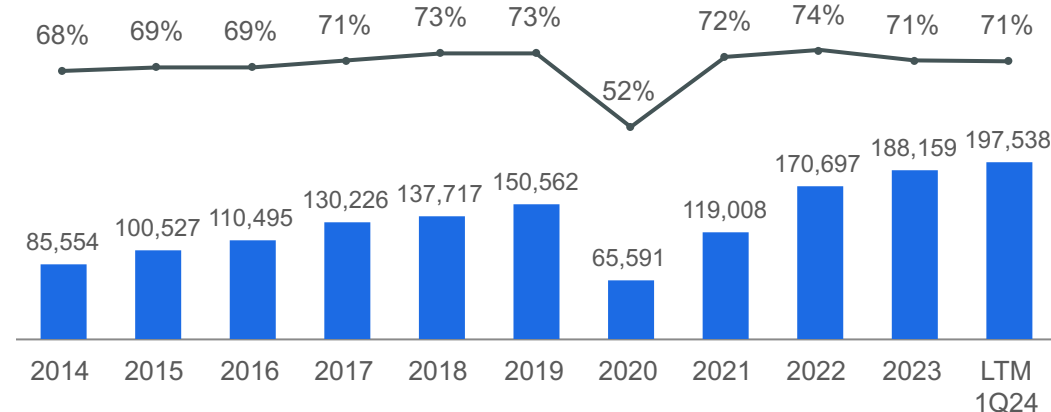
# Solid financial performance

Quick recovery of results to pre-pandemic levels

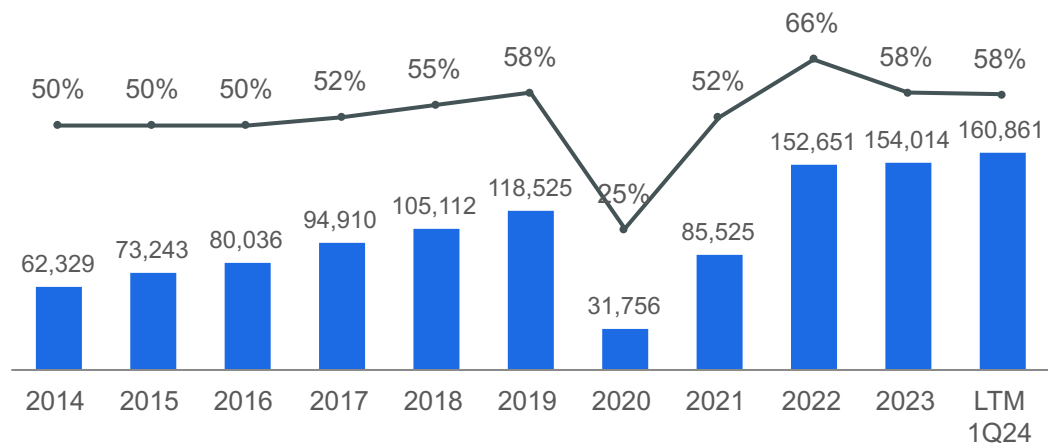
Annual income and occupancy (Million CLP; %) ■ Revenues — Occupancy



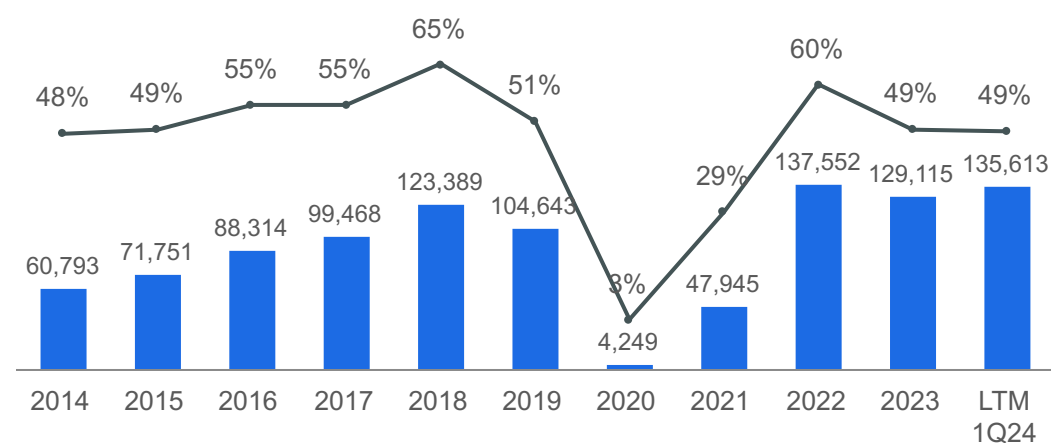
EBITDA and EBITDA margin (Million CLP; %) ■ EBITDA — EBITDA Margin



FFO and FFO Margin (Million CLP; %) ■ FFO — FFO Margin



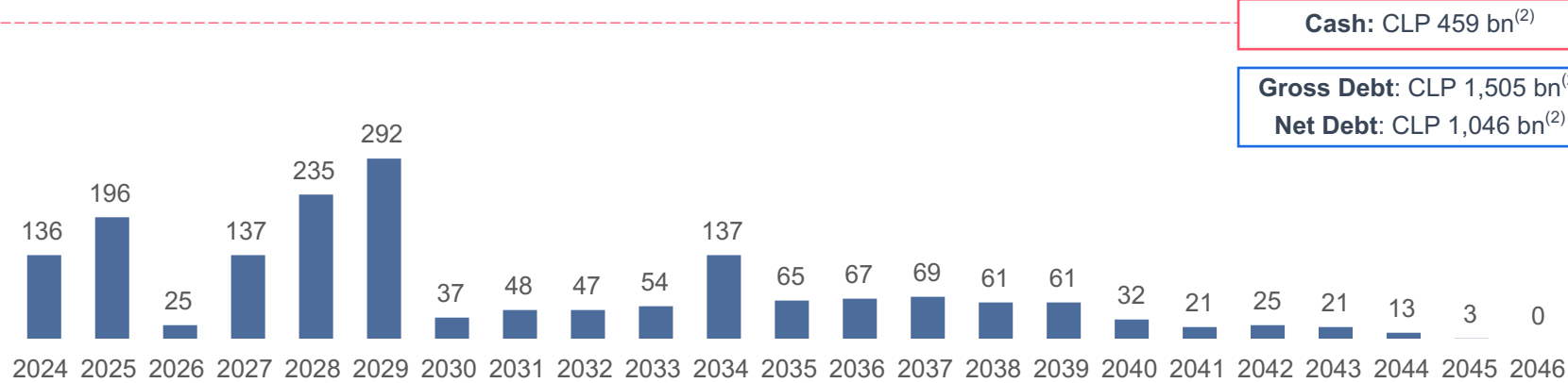
Net profit and net margin (Million CLP; %) ■ Net profit — Net Margin



# Conservative financial structure with a long-term profile

Adequate liability structure and solid cash position of the Company

## Debt amortization profile (Billion CLP) <sup>(1)</sup>



Cash: CLP 459 bn<sup>(2)</sup>

Gross Debt: CLP 1,505 bn<sup>(2)</sup>

Net Debt: CLP 1,046 bn<sup>(2)</sup>

## Debt Detail

**AA / AA**

Feller Rate / ICR

**5,3 years**

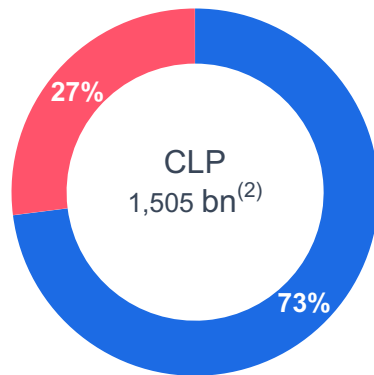
Debt Duration

**4,8 years**

Duration of lease contracts

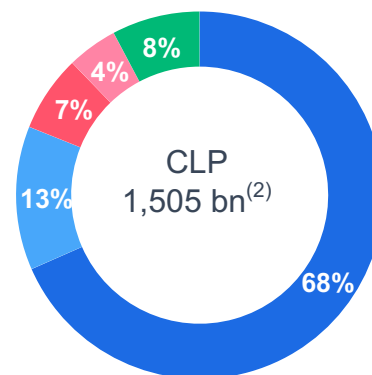
## Breakdown by adjustment

Inflation linked (Blue) Nominal (Red)



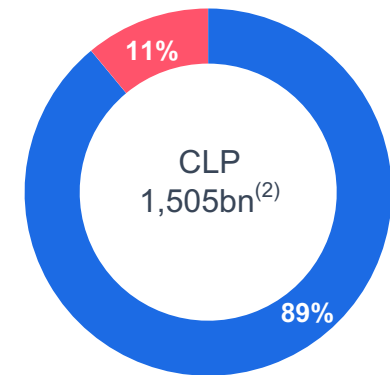
## Breakdown by currency

UF (Dark Blue) CLP (Light Blue) PEN (Red) PENVAC (Pink) COP (Green)



## Breakdown by rate type

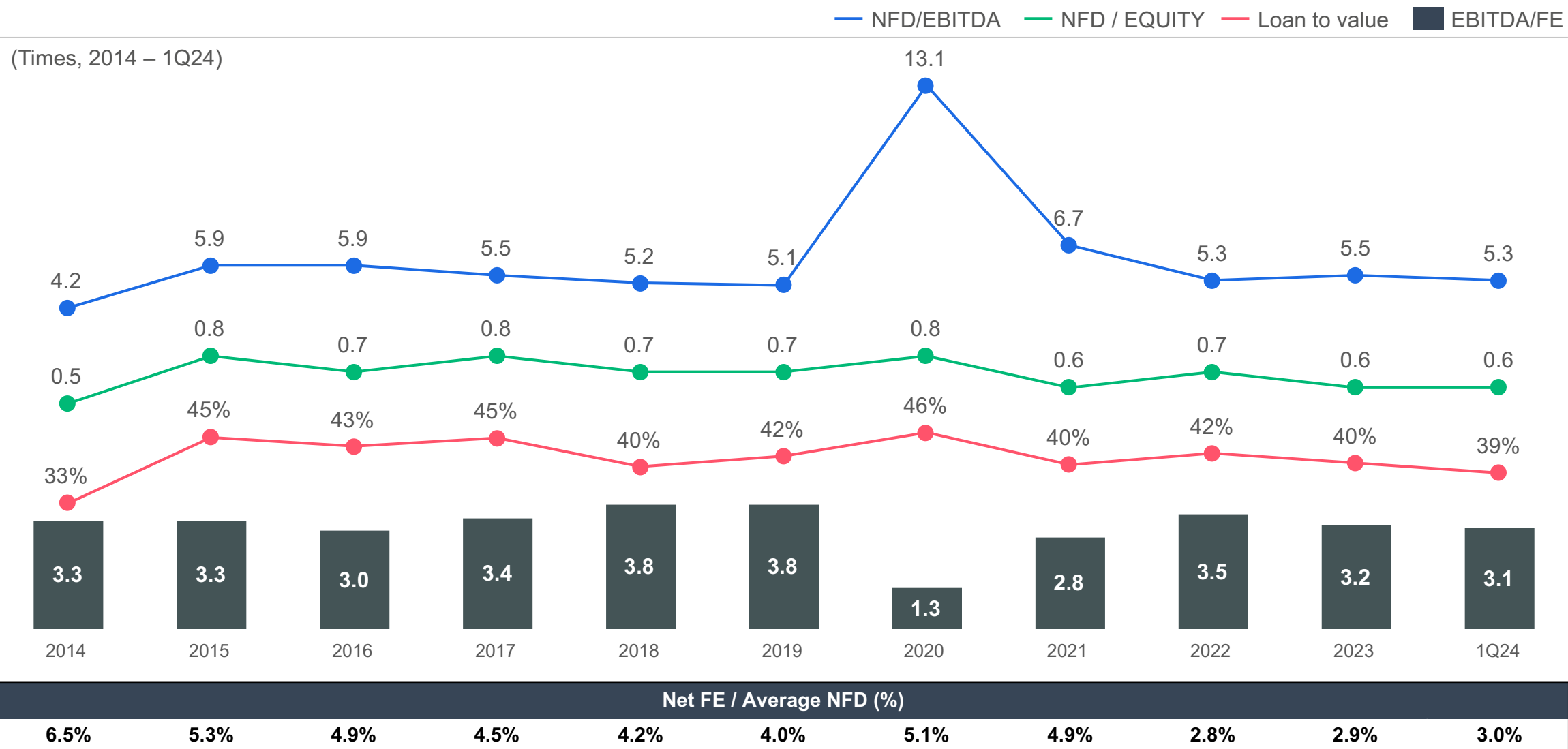
Variable (Red) Fixed (Blue)



Source: Parque Arauco. Figures as of March 31, 2024  
 (1) Amortization profile does not include accrued interest

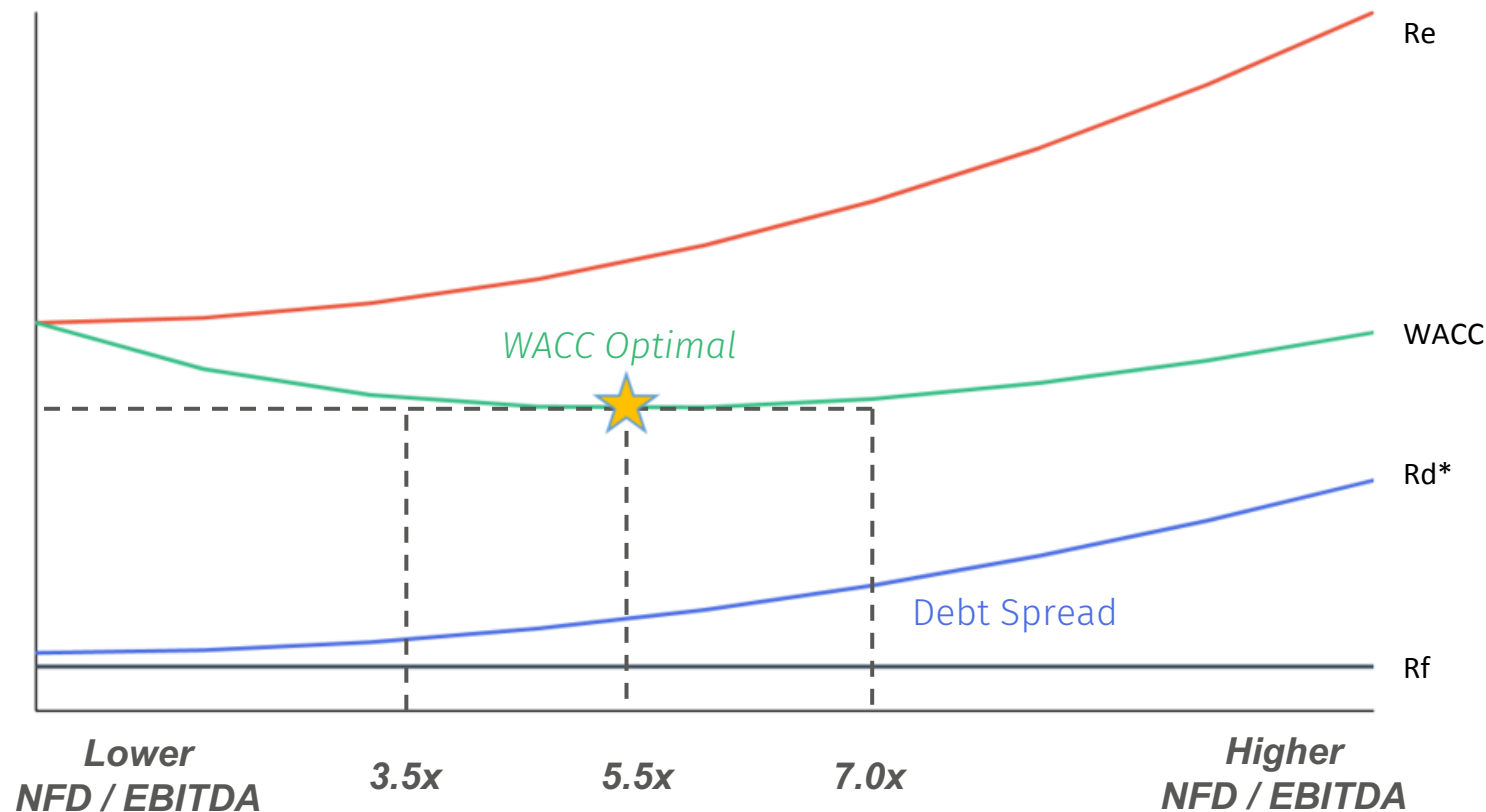
# Conservative capital structure

We have maintained a conservative capital structure, taking advantage of the downward trend in Parque Arauco's cost of fund



# Optimal level of leverage allows for greatest value creation

Debt is around 5.3x NFD / EBITDA: lower leverage has low impact on the cost of debt and capital



<b>Rating</b>	AA +	AA	AA-/A+
<b>Spread</b>	-30 bp	-	+200 bp

The greatest value creation is located at the level of leverage where the cost of capital is minimal

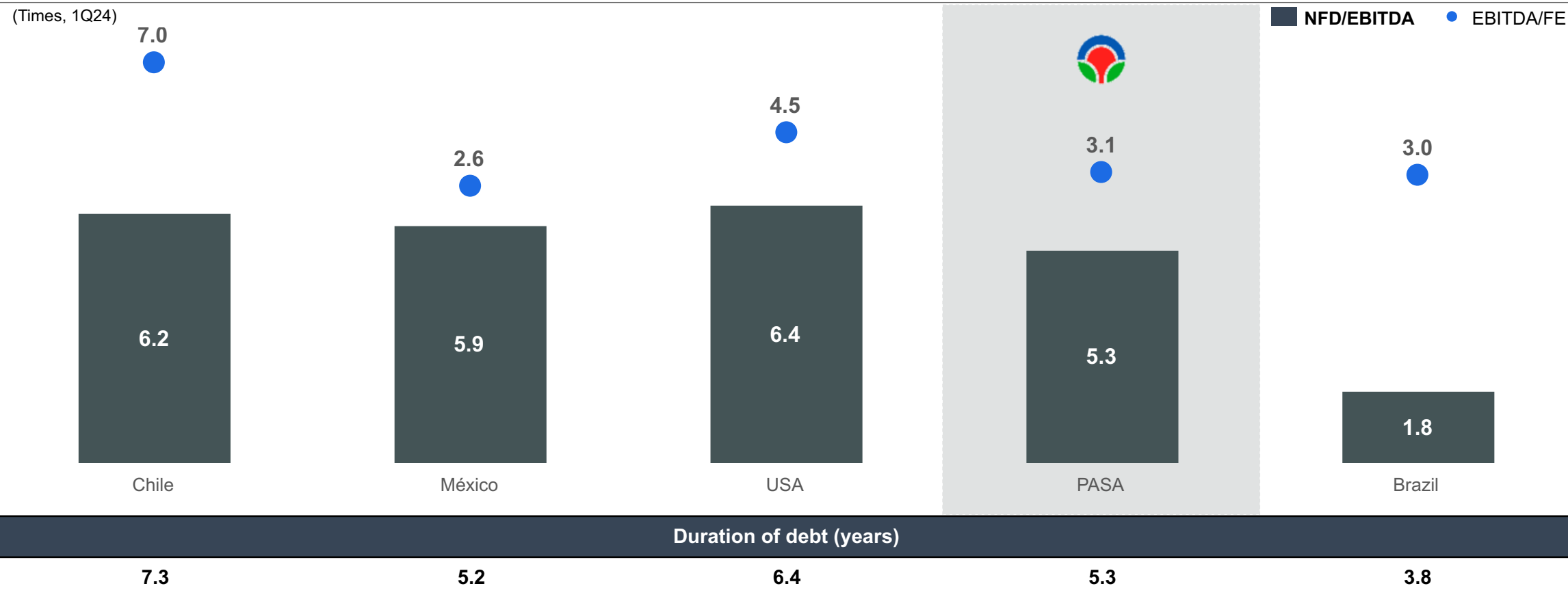
This exercise places the lowest cost of capital between 5.0x and 6.0x NFD / EBITDA

Therefore, our target range is between 5.0x and 5.5x, allowing temporary increases up to 6.0x when a new project brings EBITDA in the coming months



# Optimal leverage levels allow for greatest value creation

PASA has a debt similar to comparable companies in the US, with a coverage higher than its comparable companies in Mexico and Brazil



# Parque Arauco Investment Considerations

Over 40 years of solid financial and operational track record



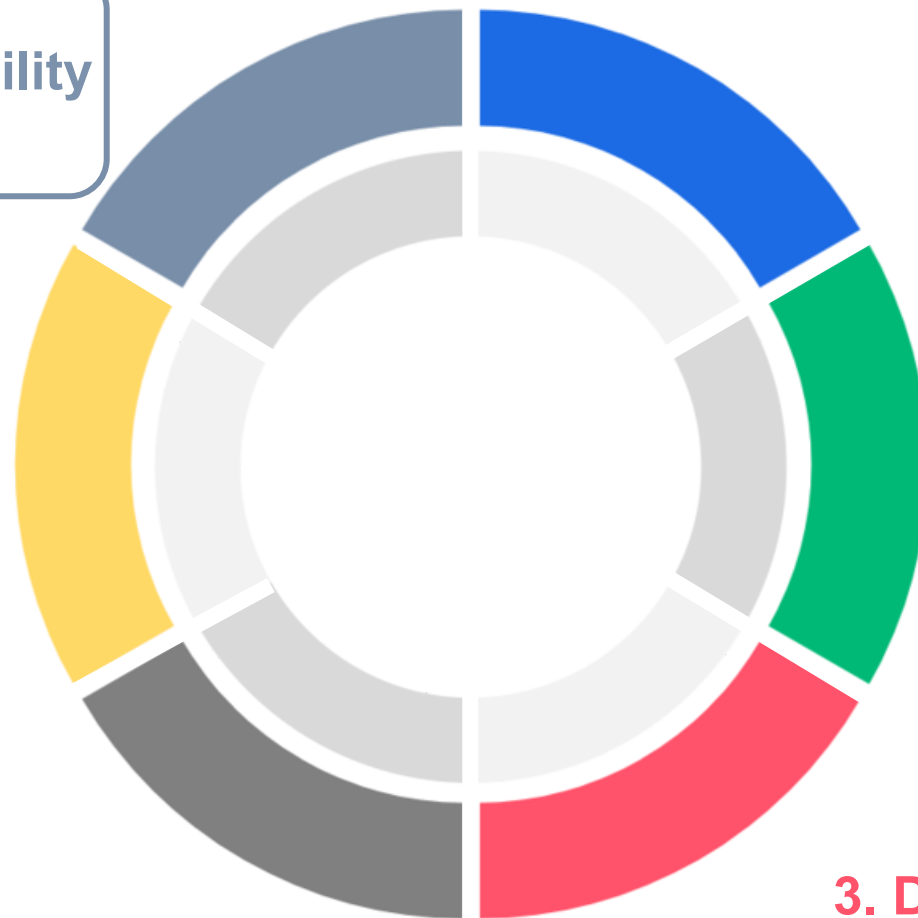
6. Sustainability



5. Financial Strength



4. Growth



1. Our Company



2. Stability of cash flows

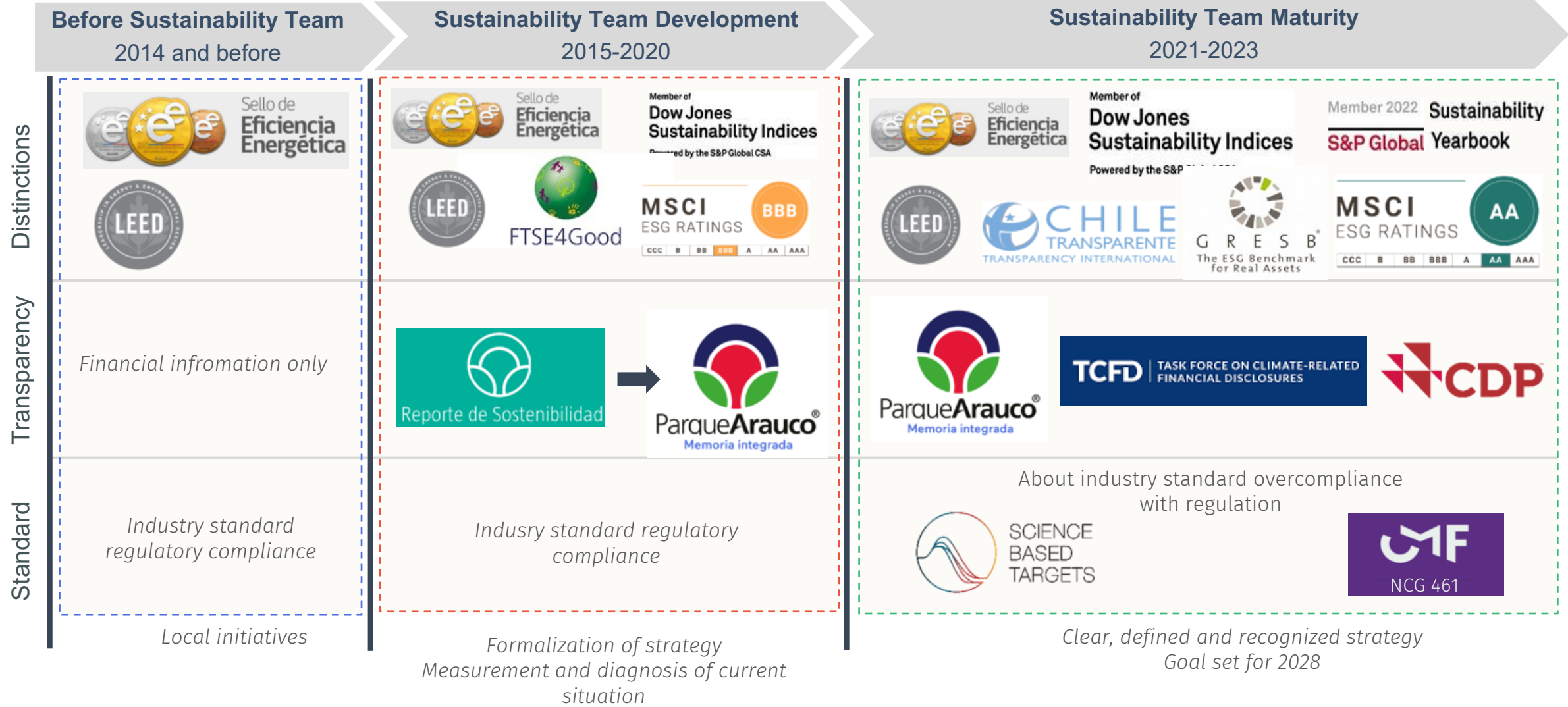


3. Diversification



# Track record in sustainability that reaffirms our commitment

Evolution of Sustainability Management at Parque Arauco



# Strategic Objectives of our Sustainability Strategy

Evolution of Sustainability Management at Parque Arauco



## Environmental

Improve environmental leadership, goals and climate management

- Decarbonization
- Priorization of risks and opportunities

## Social

Build a long-term sense of belonging in our shopping centers

- Be good neighbors
- Develop spaces with social value
- Be leaders in supporting entrepreneurs

## Corporate governance

Advance transparency and practices according to international sustainability standards

- Maintain international sustainability standards
- Be the best in class in the industry

# Approved decarbonization targets under the strict SBTi standard

Parque Arauco becomes the first shopping center company in South America<sup>(1)</sup> to receive approval for goals from SBTi

## ¿What is the “Science Based Targets initiative” (SBTi)?

SBTi is a global initiative that enables companies to set ambitious emission reduction targets in line with the latest climate science and the Paris Agreement.

**+7.000** companies with committed targets worldwide

**+290** Real Estate companies with committed and/or approved targets worldwide

**+25** companies in Chile with committed targets

**1°** Real Estate company in Chile with approved targets



## Emission reduction targets by 2029

**-38%** absolute **Scope 1 and 2** emissions reduction targets

**-48%** intensity reduction targets for **Scope 3** emissions, stemming from purchased goods and services, waste generated in operations, and downstream leased assets

*\*The targets are in reference to the base year 2022 and apply to the commercial real estate assets we control in Chile, Peru, and Colombia*

### Scopes 1 & 2

- Energy from **renewable sources**
- **Electrical self-consumption**

### Scope 3

- Advance in **energy and water efficiency**
- Measurement of emissions during the construction process
- Advance in obtaining certifications related to sustainable construction in our future projects
- Deepen the environmental agenda that promotes actions with tenants. Facilitate the progress of sustainable transportation and electromobility in our shopping centers



"Our commitment to sustainability supported by the Science-Based Targets Initiative, the most rigorous and relevant standard in this field"



(1) Within the Real Estate industry, Parque Arauco is the first company in South America to receive approval for its Scope 1, 2, and 3 targets within the Company segment as determined by the SBTi classification.

# Social agenda: Second pillar of the Sustainability strategy

We strive to be good neighbors, to support local entrepreneurship, and to create spaces with social value for the community



## Links with the community

- Be good neighbors



**+185**

## Social Organizations

supported in neighboring communities in the three countries during 2023



## Local development

- Leaders in supporting entrepreneurs



**38**

## Portfolio assets

That integrate the community relations system that includes risk monitoring and social connection actions in each territory in 2023



## Accessible spaces with social value

- Integration with the environment



**+10,400**

## Entrepreneurs

supported through our shopping centers in Chile, Peru and Colombia in the last four years



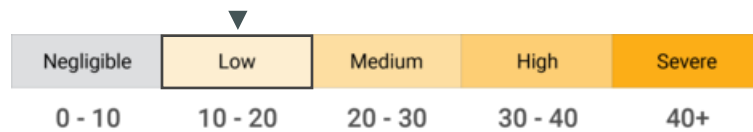
**+3,200**

## sqm intended for entrepreneurs

in our assets during the year of 2023

# Governance Agenda: Third pillar of the Sustainability strategy

What sets Parque Arauco apart is our excellence in corporate governance, leadership and transparency



We obtained a low risk rating in ESG risk exposure, placing our management in the 13th percentile of the Real Estate Industry worldwide.

Additionally, we are the IPSA company with the lowest risk according to this metric.



We make consistent effort to provide relevant and transparent information to the market, thus ensuring that we communicate information in both quantitative and qualitative terms



# Solid executive team leading the company

What sets Parque Arauco apart is our excellence in corporate governance, leadership and transparency



**Duncan Grob Urzúa**  
**Corporate Legal Affairs Director**  
 Lawyer, Pontificia Universidad Católica de Chile  
 LLM, Universidad de Los Andes



**Francisco Moyano Pérez**  
**CFO**  
 Civil Industrial Engineer, Pontificia Universidad Católica de Chile  
 MBA, University of California, Los Angeles, UCLA



**Carolina Galletti Verzzani Fuente-Alba**  
**Corporate HR Director**  
 Business Administration, Universidad de Concepción



**Eduardo Pérez Marchant**  
**CEO**  
 Business Administration, Pontificia Universidad Católica de Chile.  
 MBA and MPP, University of Chicago



**Andrés Torrealba Ruiz-Tagle**  
**CEO Chile Division**  
 Business Administration, Pontificia Universidad Católica de Chile  
 MBA Pontificia Universidad Católica de Chile



**Alejandro Camino Núñez**  
**CEO Perú Division**  
 Business degree Universidad del Pacifico, Perú  
 MBA Stanford University



**Diego Bermúdez Farías**  
**CEO Colombia Division**  
 Finance Degree Houston University  
 EMBA Universidad de Los Andes de Colombia



**Miguel Núñez Sfeir**  
**Accounting and Auditing Director**  
 Business Administration, Universidad Adolfo Ibañez  
 MBA Universidad Adolfo Ibañez



**Rafael Labarca Guajardo**  
**Chief Investment Officer**  
 Civil Industrial Engineer, Universidad de Chile  
 Masters in Applied Economics, Universidad de Chile



**Cristián Calcutta Kusanovic**  
**Chief Technology Officer**  
 Civil Industrial Engineer, Universidad Técnica Federico Santa María  
 MBA Universidad Técnica Federico Santa María



**Nicolás Bennett Nualart**  
**Chief Operational Officer**  
 Civil Industrial Engineer, Pontificia Universidad Católica de Chile  
 MBA, University of California, Berkeley

**+10** Years of experience in Parque Arauco

**+12** Average years of experience in Real Estate Industry

**~45** Average years of age of our executives

**90%** of the executives have a post-graduate degree

## Ownership Structure



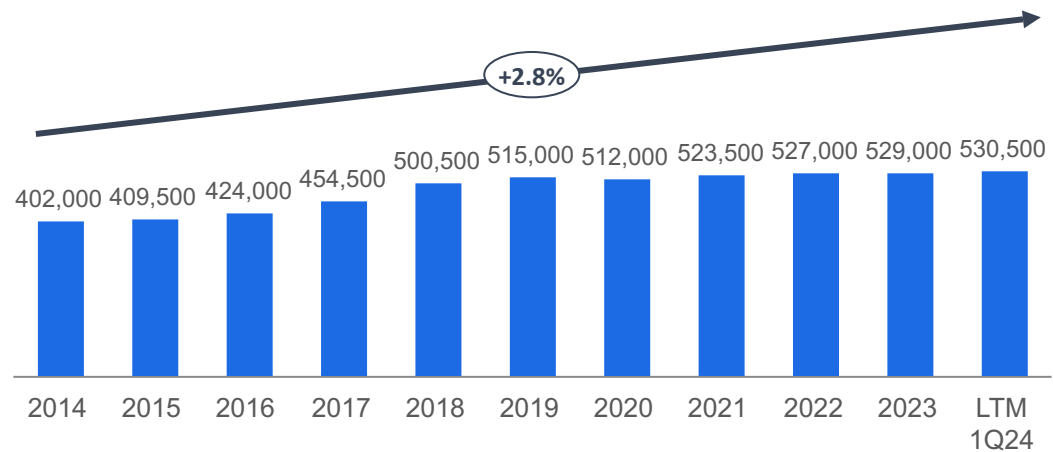
■ Controlling Group   
 ■ Foreign Investors   
 ■ Brokers / Dealers   
 ■ Pension Funds   
 ■ Said Yarur Family   
 ■ Abumohor Family  
■ Local Mutual Funds   
 ■ Others

# 4. Appendix

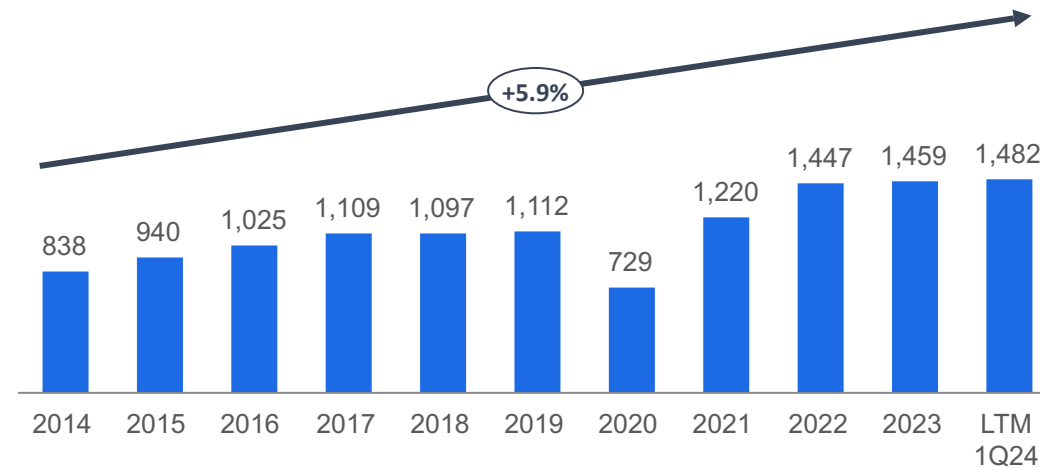


# Overview Chile

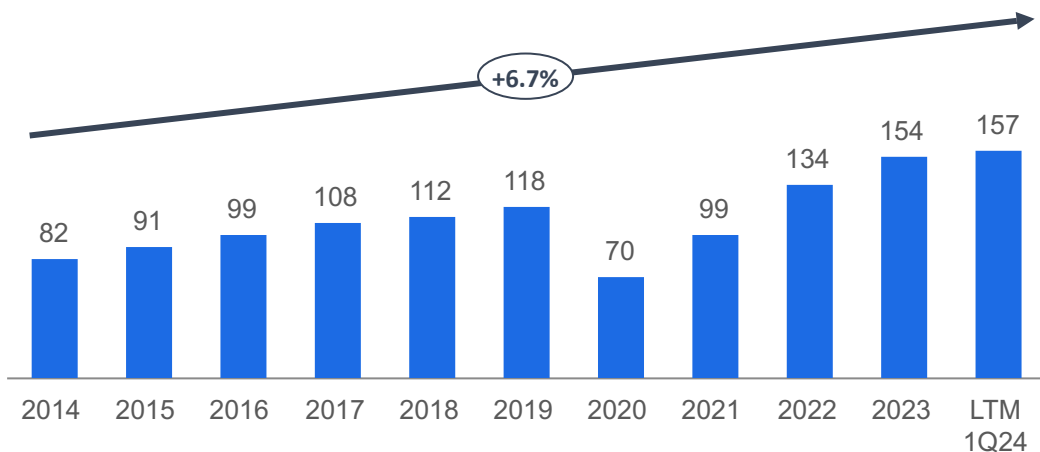
## GLA (sqm)



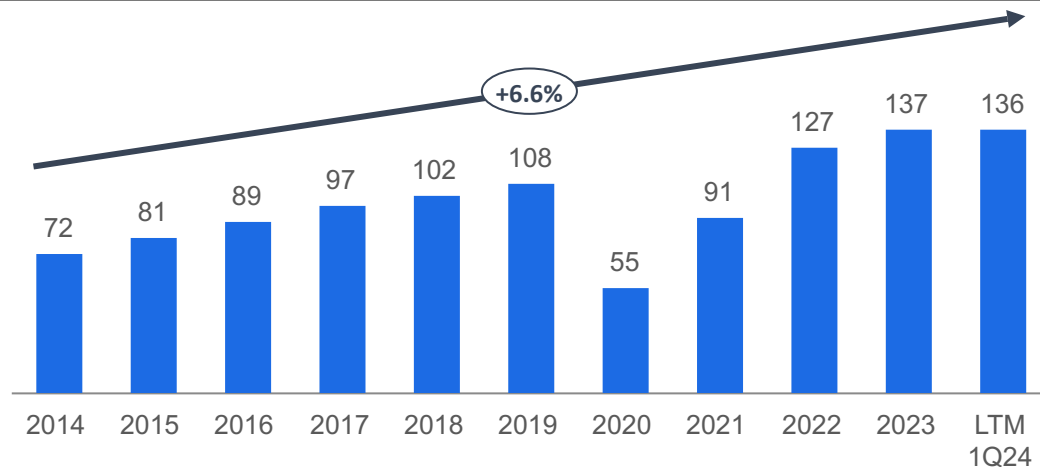
## Sales<sup>1</sup>



## Revenue<sup>1</sup>



## NOI Malls<sup>1</sup>



1. Amounts in billion CLP

# Appendix

Asset portfolio - Chile

**530,500 sqm**

Gross leasable area (GLA)

**30**



Real estate assets

**8**



Regional shopping centers

**17**



Strip centers

**1**



Neighborhood shopping center

**4**



Premium Outlets

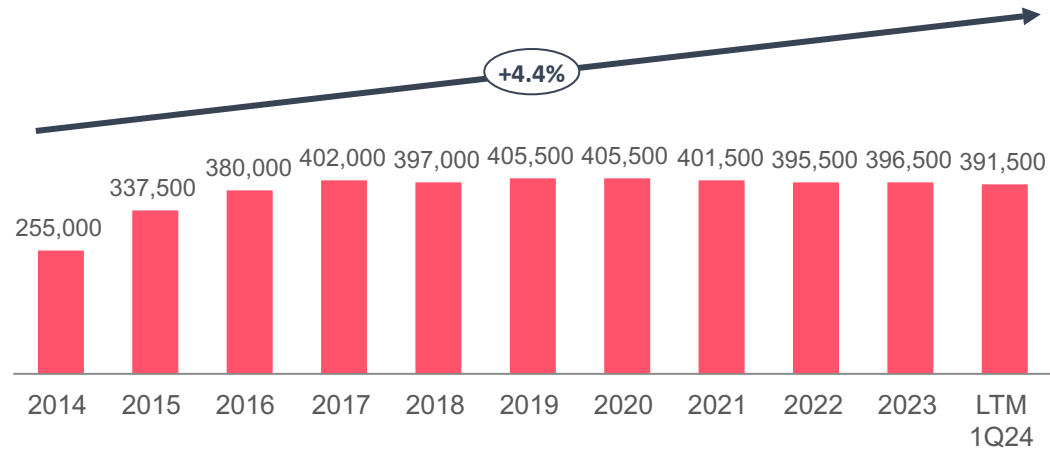
1Q24	Format	Year incorporated	GLA (sqm)	Property (%)	Owned GLA	Occupancy(%)
Parque Arauco Kennedy	Regional shopping center	1982	120,000	100%	120,000	98.2%
Arauco Maipú	Regional shopping center	1993	75,000	100%	75,000	99.3%
Arauco Chillán	Regional shopping center	2007	32,500	51%	16,575	93.7%
Arauco Estación	Regional shopping center	2008	68,000	83%	56,440	97.2%
Arauco San Antonio	Regional shopping center	2009	28,500	36%	10,175	94.3%
Arauco Express (Strip Centers Chile) <sup>1</sup>	Strip centers	2012	41,000	51%	20,910	91.5%
Arauco Premium Outlets <sup>2</sup>	Outlets	2012	54,500	100%	54,500	93.6%
Arauco Quilicura	Regional shopping center	2013	31,000	51%	15,810	98.6%
Arauco Coronel	Regional shopping center	2017	31,000	51%	15,810	97.5%
Parque Angamos	Regional shopping center	2018	10,500	55%	5,775	97.0%
Arauco El Bosque	Regional shopping center	2018	30,000	51%	15,300	99.6%
Puerto Nuevo Antofagasta	Strip centers	2019	8,500	100%	8,500	72.2%
<b>Total Chile</b>			<b>530,500</b>	<b>78%</b>	<b>414,795</b>	<b>96.4%</b>

1. Inclusion of 17 strip centers and 4 premium outlets in a list or portfolio of assets. Our strip centers are located in different cities: 13 in Santiago, 1 in Viña del Mar, 1 in Calama, 1 in Coquimbo, and 1 in Antofagasta.

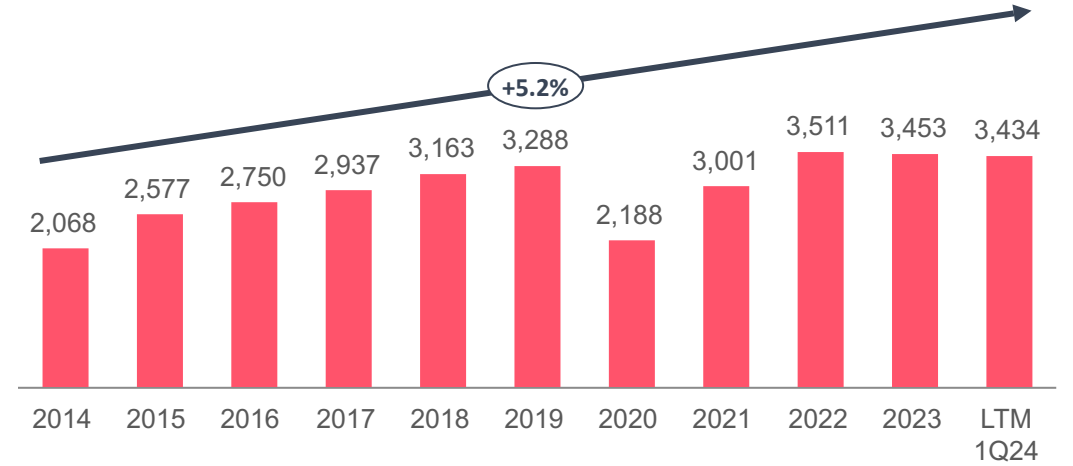
2. The 4 premium outlets are located in Santiago, Concepción, Coquimbo, and Curauma

# Overview Peru

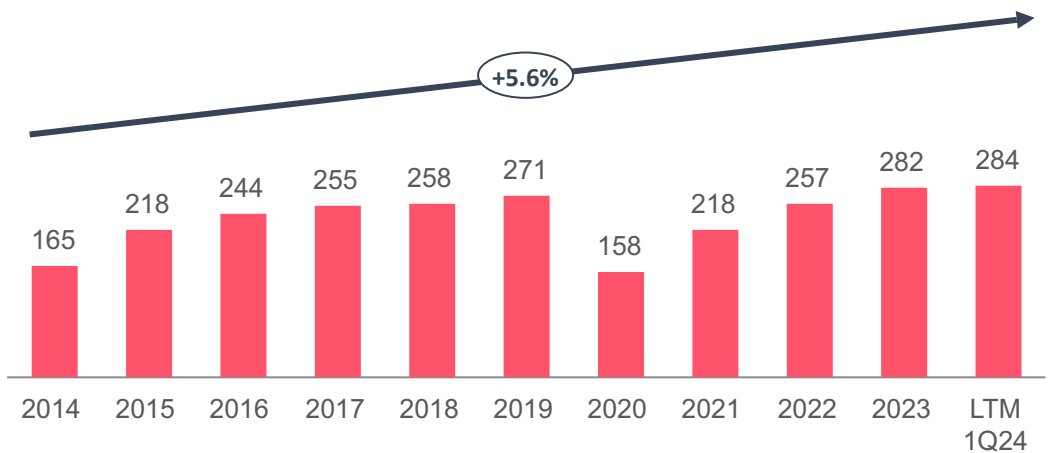
## GLA (sqm)



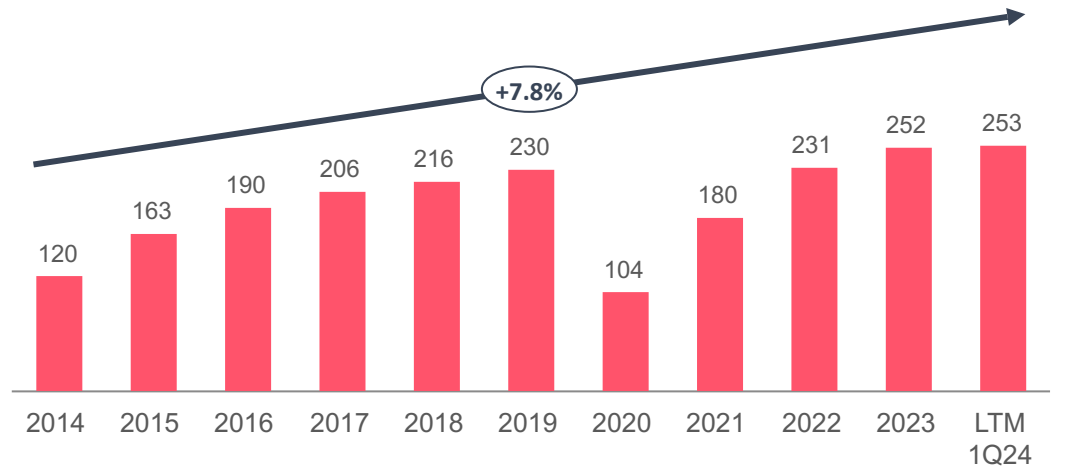
## Sales<sup>1</sup>



## Revenue<sup>1</sup>



## NOI Malls<sup>1</sup>



1. Amounts in million PEN

# Appendix

Asset portfolio - Perú

**391,500 sqm**

Gross leasable area (GLA)

**20**



Real estate assets

**6**



Regional shopping centers

**3**



Strip centers

**9**



Neighborhood shopping center

**2**

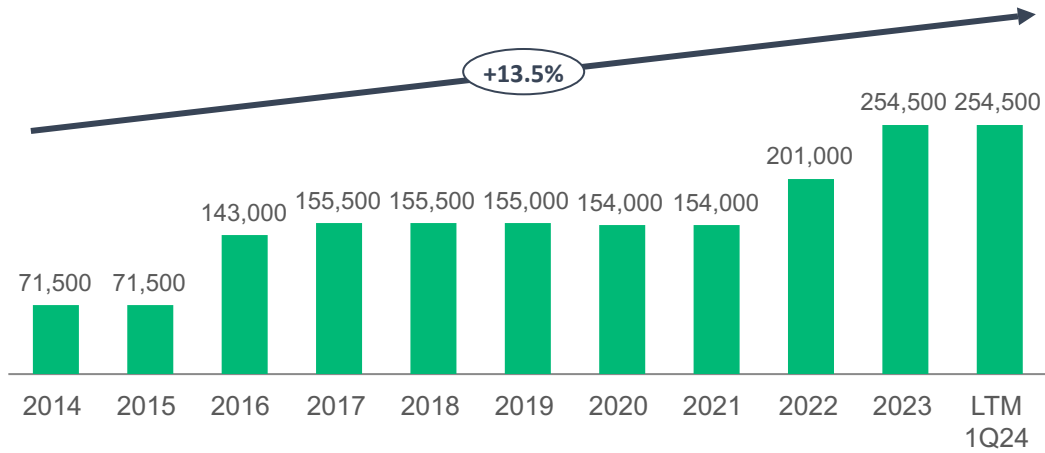


Premium Outlets

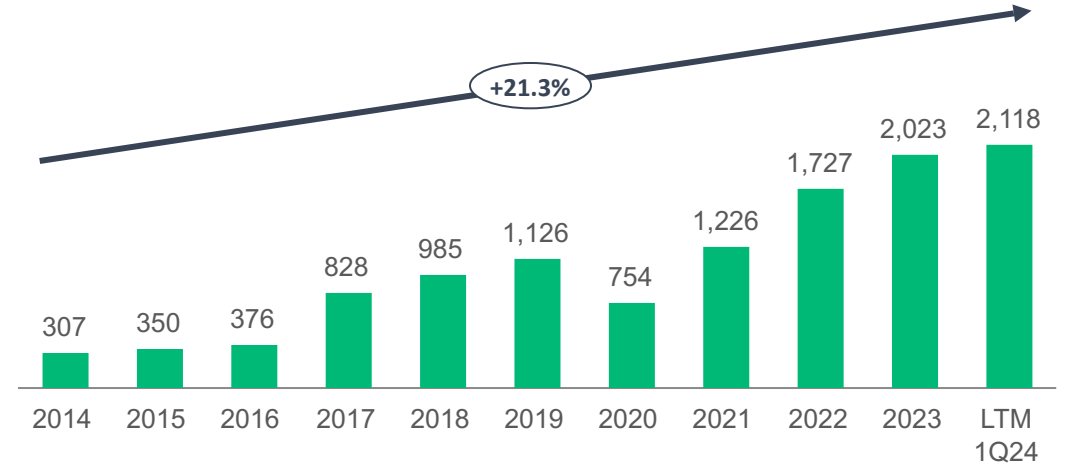
1Q24	Format	Year incorporated	GLA (sqm)	Property (%)	Owned GLA	Occupancy (%)
MegaPlaza Independencia	Regional shopping center	2006	104,500	100%	104,500	97.8%
MegaPlaza Chorrillos	Regional shopping center	2009	8,000	100%	8,000	100.0%
Larcomar	Regional shopping center	2010	25,000	100%	25,000	99.3%
Parque Lambramani	Regional shopping center	2010	29,000	100%	29,000	90.7%
MegaPlaza Chimbote	Regional shopping center	2012	28,000	100%	28,000	97.0%
MegaPlaza Villa El Salvador	Regional shopping center	2012	9,500	100%	9,500	98.6%
MegaPlaza Chincha	Regional shopping center	2013	10,000	100%	10,000	97.2%
InOutlet (Premium Outlet) and Viamix (Strip Centers)	Outlet / Strip centers	2013	25,500	100%	25,500	94.9%
MegaPlaza Cañete	Regional shopping center	2013	17,000	100%	17,000	99.9%
MegaPlaza Barranca	Regional shopping center	2013	9,500	100%	9,500	95.5%
MegaPlaza Pisco	Regional shopping center	2015	15,500	100%	15,500	99.7%
MegaPlaza Cajamarca	Regional shopping center	2015	30,000	100%	30,000	96.7%
MegaPlaza Ica	Regional shopping center	2015	36,000	100%	36,000	98.7%
MegaPlaza Jaén	Regional shopping center	2016	14,500	100%	14,500	98.8%
MegaPlaza Huaral	Neighborhood Shopping Center	2017	14,000	100%	14,000	98.1%
MegaPlaza Villa El Salvador II	Neighborhood Shopping Center	2017	15,500	100%	15,500	98.3%
<b>Total Peru</b>			<b>391,500</b>	<b>100%</b>	<b>391,500</b>	<b>97.4%</b>

# Overview Colombia

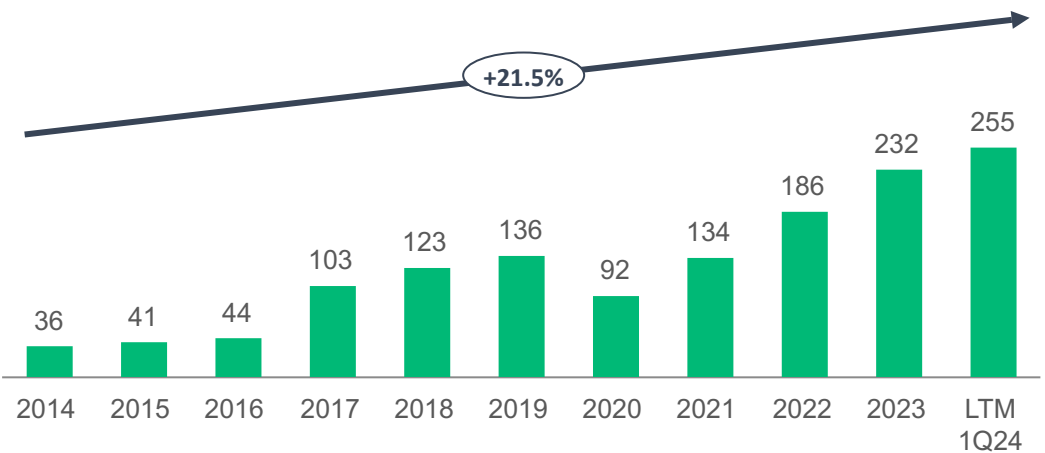
## GLA (sqm)



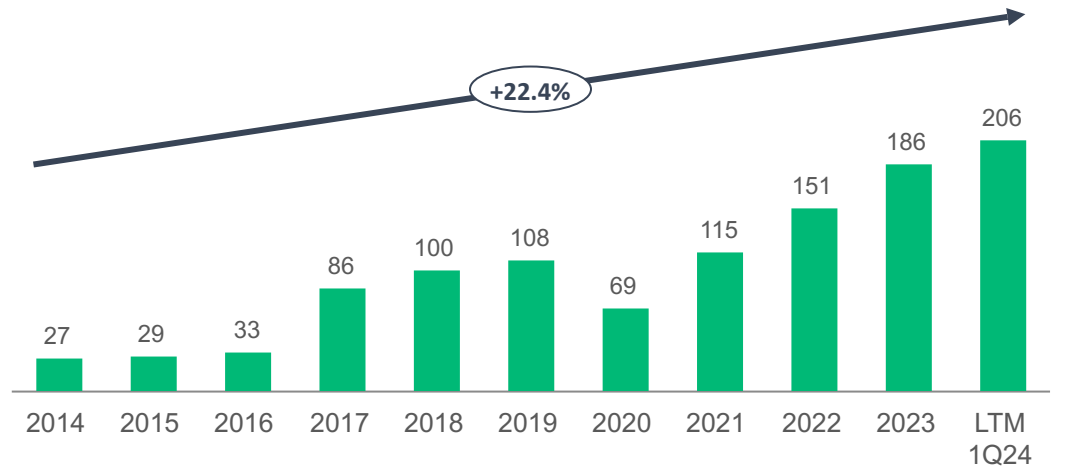
## Sales<sup>1</sup>



## Revenue<sup>1</sup>



## NOI Malls<sup>1</sup>



1. Amounts in billion COP

# Appendix

Asset portfolio - Colombia

**254,500 sqm**

Gross leasable area (GLA)

**7**



Real estate assets

**6**



Regional shopping centers

**1**



Premium Outlets

1Q24	Format	Year incorporated	GLA (sqm)	Property (%)	Owned GLA	Occupancy (%)
Parque Arboleda	Regional shopping center	2010	41,500	55%	22,825	99.5%
Parque Caracoli	Regional shopping center	2013	39,500	51%	20,145	99.0%
Parque La Colina	Regional shopping center	2016	60,500	51%	30,855	99.4%
Parque Alegria	Regional shopping center	2022	47,000	53%	24,675	83.7%
Outlet Arauco Sopo	Outlet	2017	13,000	100%	13,000	85.3%
Parque Fabricato	Regional shopping center	2023	39,500	29%	11,360	93.4%
Titan Plaza	Regional shopping center	2023	13,500	57%	7,692	98.0%
<b>Total Colombia</b>			<b>254,500</b>	<b>55%</b>	<b>130,553</b>	<b>94.8%</b>

# Glossary

- **EBITDA - Earnings Before Income Tax Depreciation and Amortization:** Revenues + Cost of Sales + Administration Expenses - Depreciation and Amortization
- **EBITDA margin:** EBITDA divided by revenues
- **EPS:** Earnings Per Share: Net income attributable to the equity holders of the company/weighted average number of shares outstanding
- **FFO - Funds From Operations:** EBITDA + Financial Income + Financial Expenses + Current Taxes + FFO from related companies
- **FFO Margin:** FFO / revenues
- **GLA - Gross Leasable Area:** Equivalent to the sum of the areas available for lease
- **Greenfield Projects:** Organic development of new shopping centers
- **Landbank:** Land held by the company for future development
- **LTM:** Refers to information from the last twelve months
- **Monthly Revenues/sqm:** Monthly revenues divided by revenue-generating GLA during the month
- **Monthly Sales/sqm:** Monthly tenant sales divided by sales generating GLA during the month
- **Neighborhood Mall:** A shopping mall with a GLA between 6,000 and 20,000 sqm
- **Net income margin:** Net profit divided by revenues
- **NOI - Net Operating Income:** Revenues - Cost of Sales - Administration Expenses + Depreciation & Amortization + Associates accounted NOI
- **Occupancy:** GLA paying rent divided by total GLA
- **Occupancy cost:** Minimum rent, plus variable rent, plus common expenses, plus a promotion fund that the tenants pay Parque Arauco divided by the sales of the tenant
- **Owned GLA:** Total GLA weighted by Parque Arauco's interest in the mall
- **Pipeline:** Greenfield and expansion projects under development
- **Premium Outlet:** Shopping center located outside of the city offering name brand clothing and goods for a reduced price
- **Regional Mall:** A shopping mall with a GLA over 20,000 sqm
- **SSR: Same Store Rent:** Percentage change in rent collected from tenants that paid rent in both of the periods compared
- **SSS: Same Store Sales:** Percentage change in sales from tenants that reported sales in both of the periods compared
- **Strip Center:** A shopping center with a GLA less than 6,000 sqm
- **Tenant Sales:** Tenant sales of the consolidated assets
- **UF - Unidad de Fomento:** Unit of currency used in Chile. Its value in CLP is adjusted daily. Its adjustment factor corresponds to the geometric average of the change in the monthly Consumer Price Index (CPI).



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Parque la Colina

DEJAR UNA HUELLA POSITIVA PARA EL PLANETA ES MUCHO MEJOR



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