



EARNINGS REPORT
INTERIM CONSOLIDATED FINANCIAL STATEMENTS
AS OF MARCH 31, 2019
PLAZA S.A.

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1. - MARKET ANALYSIS

Description and analysis of the business

Plaza S.A. is a holding Company that operates shopping centers under the mallplaza brand in Chile, Peru and Colombia, which total a leasable area of 1,652,000 m².

It manages the companies that build, manage, operate and lease the premises and advertising spaces of its 17 mallplaza shopping centers from Chile. Its lessees include a diversified offer of products and services, being significant department stores, specialty stores, entertainment and culture, movie theaters, games for children, Viva libraries, restaurants and fast food outlets, supermarkets, automobile sales, offices, health and education. It also leases advertising space at its shopping centers. These leases cover 1,372,000 m² of leasable areas.

Through its subsidiary Mall Plaza Colombia S.A.S., Plaza S.A. owns shopping centers in Cartagena de Indias, Manizales and owns a plot in Barraquilla, which includes an operating Homecenter store and where it is building a shopping center. Currently, the leasable area in Colombia totals 76,000 m².

Plaza S.A. also manages 3 malls in Peru belonging to Mall Plaza Peru S.A., where it owns a 33.33% interest. These malls offer a leasable area of 204,000 m² and are located in the cities of Lima, Arequipa and Trujillo.

Finally, Plaza S.A. is also carrying out the required studies and analyzes to develop new projects in Chile, Peru and Colombia over the coming years.

Description and analysis of the industrial sector

- a) The Competition: According to surveys conducted in homes and various shopping centers, the main competitors to Plaza S.A. are shopping centers of all kinds, such as malls, power centers, strip centers and traditional stores located close to mallplaza's shopping centers.
- b) Its relative participation and evolution: Its market share of the retail trade is estimated at 6.7%. This participation is based on total sales at mallplaza shopping centers, excluding sales in the automotive, supermarket, home and health sectors, and compared to an estimate of retail trade for those areas. Plaza S.A. participates in the new automobile sales sector through the premises of its subsidiaries Autoplaza S.A., located in its malls in Chile, and through Salón Motorplaza S.A. located in five shopping centers in Peru.

2.- ANALYSIS OF THE STATEMENT OF FINANCIAL POSITION

a) Assets (in millions of Chilean pesos)

	Mar-19	Dec-18	Change Mar19-Dec18
Current assets	213,182	215,255	(1%)
Non-current assets	3,126,212	3,114,218	0%
Total Assets	3,339,394	3,329,473	0%

Current Assets

Current assets have decreased by 1%, equivalent to CLP -2,073 million, mainly due to lower trade and other receivables of CLP -20,028 million associated with seasonality for December. This decrease was partially offset by increased cash and cash equivalents of CLP 6,093 million, higher current tax assets of CLP 6,020 million on transferring tax credits from long-term to short-term relating to Arica taxation incentives, and increased related company receivables of CLP 5,848 million.

Non-Current Assets

Non-current assets increased by 0.4%, equivalent to CLP 11,994 million, mainly due to an increase in investment properties of CLP 15,784 million as a result of construction progress at the Barranquilla and Cali projects in Colombia, and to investments in mall expansions in Chile associated with the company's investment plans. Other non-financial non-current assets increased by CLP 2,006 million associated with revenue linearization, and non-current receivables increased by CLP 580 million. These increases were partially offset by lower non-current tax assets of CLP -5,158 million on transferring tax credits from long-term to short-term relating to Arica taxation incentives, and lower deferred tax assets of CLP -944 million.

Investment properties at Fair Value

Plaza S.A. values its investment properties at fair value and used this value as the attributable cost on the IFRS re-adoption date of January 1, 2015, in accordance with IFRS 1. The cost model has been applied since the IFRS conversion, and this value has been depreciated linearly on a monthly basis. It has not been revalued to fair value from period to period in the Income Statement. The value of investment properties as of March 31, 2019 is CLP 2,966,054 million, representing 89% of the total consolidated assets of Plaza S.A.

CLP million Millions of Chilean pesos

Liabilities (in millions of Chilean pesos)

	Mar-19	Dec-18	Change Mar19-Dec18
Current liabilities	197,256	180,324	9%
Non-current liabilities	1,288,238	1,320,726	(2%)
Total Liabilities	1,485,494	1,501,050	(1%)
Equity	1,853,900	1,828,423	1%
Total Equity and Liabilities	3,339,394	3,329,473	0%

Current Liabilities

Current liabilities increased by 9% equivalent to CLP 16,932 million, mainly due to higher Other current financial liabilities of CLP 29,617 million, due to the transfer of borrowing from long-term to short-term, and higher leasing liabilities of CLP 1,943 million following the implementation of IFRS 16. These increases were partially offset by lower trade and other payables of CLP -14,115 million mainly due to paying the interim dividend in January.

Non-Current Liabilities

Non-current liabilities decreased by CLP -32,488 million, mainly explained by lower Other non-current financial liabilities of CLP -50,110 million, due to reductions in non-current interest-bearing loans on the transfer of borrowings from long-term to short-term, and capital repayment installments on financial borrowing. These decreases were partially offset by higher Other non-current non-financial liabilities of CLP 15,076 million, due to implementing IFRS 16.

Equity (in millions of Chilean pesos)

	Mar-19	Dec-18	Change Mar19-Dec18
Share capital	175,123	175,123	0%
Retained earnings	1,500,863	1,473,698	2%
Share premium	123,573	123,573	0%
Other reserves	(75,608)	(72,763)	4%
Non-controlling interests	129,949	128,792	1%
Total Equity	1,853,900	1,828,423	1%

Equity grew by CLP 25,477 million, mainly due to the increase in retained earnings of CLP 27,165 million produced by net income for the first quarter.

Ratios

	Mar-19	Dec-18	Change Mar19-Dec18
Liquidity Ratio	1.08	1.19	(0.11)
Acid Ratio	0.29	0.29	0.00
Indebtedness Ratio	0.80	0.82	(0.02)
Net Financial Debt ⁽¹⁾ / Equity	0.44	0.47	(0.03)
Net Financial Debt ⁽¹⁾ / EBITDA ⁽²⁾	3.27	3.45	(0.18)
EBITDA / Financial Expenses ⁽³⁾	7.50	7.54	(0.04)
EBITDA / Net Revenue ⁽⁴⁾	81.4%	79.9%	1.5%
Current liabilities / Total liabilities	13.3%	12.0%	1.3%
Assets / Non-Cur. Fin. Debt + Cur. Liab.	3.32	3.21	0.12
Unencumbered assets ⁽⁵⁾ / Net Financial Debt ⁽¹⁾	3.54	3.40	0.15
Return on Equity ⁽⁶⁾	7.1%	6.9%	0.1%
Return on Assets ⁽⁷⁾	3.9%	3.8%	0.1%
Return on Operating Assets ⁽⁸⁾	6.9%	6.8%	0.1%
Earnings per Share ⁽⁹⁾	\$ 61.60	\$ 59.88	\$ 1.73

- (1) Current and non-current financial debt, less cash and cash equivalents and other investments of cash surpluses available in under 30 days.
- (2) EBITDA for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, respectively.
- (3) EBITDA and financial expenses (Total bank expenses and fees together with interest on financial debt) for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, respectively.
- (4) EBITDA and revenue net of common expense recovery for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, respectively.
- (5) Investment properties that are free of mortgages or encumbrances.
- (6) Net income for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, over average equity (Average lineal equity for the last 4 quarters).
- (7) Net income for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, over average assets (Average lineal assets for the last 4 quarters).
- (8) Earnings from operating activities for the rolling 12 month periods ended March 31, 2019 and December 31, 2018, over average investment properties (Average lineal investment properties for the last 4 quarters).
- (9) Compares earnings per share for the rolling 12 month periods ended March 31, 2019 and December 31, 2018.

The liquidity ratio (Current Assets/Current Liabilities) decreased from 1.19 as of December 31, 2018 to 1.08 as of March 31, 2019, a variation of -0.11, mainly due to an increase in current assets, due to increases in Other current financial liabilities on the transfer of borrowings from long-term to short-term. The acid ratio is defined as cash and cash equivalents over current liabilities, and remains unchanged as of March 31, 2019 at 0.29, compared to December 31, 2018.

The indebtedness ratio is Current Liabilities + Non-Current Liabilities over Equity, and decreased from 0.82 to 0.80, due to increased equity associated with the first quarter's net income. The net financial debt over equity ratio decreased from 0.47 as of December 31, 2018 to 0.44 as of March 31, 2019, associated with the increase in equity, and the reduction in net financial debt.

The net financial debt ratio is cash, cash equivalents and other investments of cash surpluses available in under 30 days, over rolling 12 months EBITDA, and it decreased from 3.45 as of December 31, 2018 to 3.27 as of March 31, 2019, due to the increase in rolling 12 months EBITDA of 1.6%, and the reduction in net financial debt. The financial expense

ratio is EBITDA over financial expenses, which was 7.50 as of March 31, 2019, a decrease over its value of 7.54 as of December 31, 2018, due to higher financial expenses as a result of lower capitalized interest and the implementation of IFRS 16.

The current liabilities over total liabilities indicator increased from 12.0% as of December 31, 2018 to 13.3% as of March 31, 2019. This increase is mainly associated with an increase of 9.4% in current liabilities and a decrease of 2.5% in non-current liabilities, associated with the transfer of financial debt from long-term to short-term.

The assets over non-current financial debt and current liabilities ratio increased from 3.21 to 3.32 as of March 31, 2019, due to an increase of 0.3% in assets, and a decrease of -5.8% in Other non-current financial liabilities.

The unencumbered asset ratio is investment properties free of mortgages or encumbrances over net financial debt less cash and cash equivalents, and it increased to 3.54 as of March 31, 2019, due to 0.5% growth in unencumbered assets and the reduction in net financial debt.

The return on equity is defined as rolling 12 months net income over average equity, and it reached 7.1% as of March 31, 2019, an increase over the 6.9% reached as of December 31, 2018, due to increased rolling 12 months net income (2.9%) and the increase in average equity (1.1%).

The return on assets is rolling 12 months net income over average assets, and it increased from 3.8% as of December 31, 2018 to 3.9% as of March 31, 2019, due to increased rolling 12 months net income (2.9%) and growth in average assets (0.6%).

The return on operating assets is defined as earnings from rolling 12 months operating activities over average investment properties, and it increased from 6.8% as of December 31, 2018 to 6.9% as of March 31, 2019. This is due to an increase of 1.4% in earnings from 12 months operating activities, compared to the 0.2% increase in average investment properties.

Finally, basic earnings per share from rolling 12 months continuing operations increased by \$1.73 to reach \$61.60 per share as of March 31, 2019, while it was \$59.88 as of December 31, 2018.

3.- ANALYSIS OF THE STATEMENT OF INCOME BY FUNCTION

Income Statement (in millions of Chilean pesos)

Statement of Net Income	For the three months ended March 31			
	2019	2018	Var.	%
Operating revenue	77.215	71.744	5.471	8%
Costo of Sales	(18.329)	(16.886)	(1.443)	9%
Gross Profit	58.886	54.858	4.028	7%
Administrative expenses	(8.058)	(6.895)	(1.163)	17%
Other Income by function	443	66	377	571%
Other expenses by function	(510)	(50)	(460)	920%
Financial Income	783	558	225	40%
Financial Cost	(8.130)	(7.468)	(662)	9%
Share of net Income (losses) of equity method associates and joint ventures	660	650	10	2%
Exchange differences	(2)	22	(24)	(109%)
Indexation adjustments	51	(4.745)	4.796	-101%
Net Income before taxes	44.123	36.996	7.127	19%
Income tax expense	(11.860)	(8.392)	(3.468)	41%
Net Income attributable to non-controlling interests	1.514	1.241	273	22%
Net Income attributable to owners of the controller	30.749	27.363	3.386	12%
EBITDA (1)	62.891	58.813	4.078	7%

(1) EBITDA includes gross profit and administrative expenses, excluding depreciation and amortization.

Analysis of the Statement of Income by Function for the first quarter 2019

Operating Revenue

Operating revenue increased by 8% compared to 2018, mainly due to the increased leasable area, in Colombia, due to the opening of mallplaza Manizales in August 2018, and in Chile, in 2018 due to the opening of mallplaza Arica in April 8, and expansions in operating malls, such as the fitness center in mallplaza Alameda, the Boulevard in mallplaza Egaña, H&M in mallplaza Antofagasta, and other expansions.

Gross Profit

Gross profit was CLP 58,886 million, which represents an increase of 7% over the same period for the previous year. This increase is mainly due to the increase of 8% in operating revenue with respect to 2018, while cost of sales increased by 9%, equivalent to CLP 1,443 million, mainly due to increased depreciation of new malls and CLP 208 million due to the effect of IFRS 16, operating expenses due to the increase in leasable area and increased real estate taxes associated with fiscal revaluations and retroactive assessments in Chile.

Administrative Expenses

Administrative expenses increased by CLP 1,163 million, associated with an increased digital transformation expense and other operating expenses.

EBITDA

EBITDA as of March 31, 2019 reached CLP 62,891 million growing by 7% compared to the same period in 2018, equivalent to CLP 4,078 million, with an operational efficiency measured as EBITDA over operating revenue of 81%.

Financial Costs

Financial costs increased by CLP 662 million compared to the same period in the previous year, primarily due to lower capitalized interest as projects opened, and the implementation of IFRS 16.

Financial Income

Financial income arises on investing operational cash surpluses, which reached CLP 783 million. The increase of 40% is primarily due to increased operational cash surpluses.

Indexation Adjustments

Indexation adjustments are changes in the Chilean peso value of financial debt in Chile denominated in Unidades de Fomento (UF). They do not represent cash flows and are merely accounting adjustments required by IFRS. Indexation adjustments as of March 31, 2019 were a gain of CLP 51 million, an increase of CLP 4,796 million over the loss as of March 31, 2018, mainly due to the smaller change in the value of the Unidad de Fomento (UF) on its financial liabilities.

Given the IFRS standard, these financial statements do not consider the monetary restatement of assets, liabilities and equity, which are maintained at their nominal value as of December 31, 2014, readjusting only those assets and liabilities that are in a currency other than weight, which for the case of Plaza SA Consolidated income corresponds mainly to financial debt liabilities in Unidades de Fomento.

Earnings Attributable to Owners of the Controlling Company

This was CLP 30,749 million, an increase of 12% compared to March 31, 2018. This result is mainly due to higher gross profit produced by higher operating revenue, and the loss on indexation adjustments in 2018 due to changes in the value of the UF on its financial liabilities during that period. This increase was partially offset by higher cost of sales, income tax expense, financial costs, and administrative expenses.

4. - ANALYSIS OF THE STATEMENT OF DIRECT CASH FLOW

Cash flow (in millions of Chilean pesos)

	Mar-19	Mar-18	Change Mar19-Mar18
From operating activities	64,294	62,255	3%
From investing activities	(17,149)	(35,129)	(51%)
From financing activities	(40,894)	(7,727)	429%

Operating activities

Operating activities generated positive cash flow of CLP 64,294 million, an increase of 3% (CLP 2,039 million) over that generated as of March 31, 2018. This is due to increased receipts from selling goods and providing services of CLP 8,669 million, offset by increased payments to suppliers for providing goods and services of CLP -4,541 million, and higher corporate income taxes of CLP -2,213 million.

Investing activities

Investment activities generated negative cash flow of CLP -17,149 million during 2019, due to decreased payments for investment activities of CLP -17,980 million with respect to 2018. This is mainly explained by higher Other cash receipts of CLP 5,095 million from the expropriation of land at mallplaza Copiapó, and a purchase option for an interest in a Colombian company in 2018. Higher receipts from other long-term assets of CLP 4,423 million, due to land sold, lower repayments on related company loans of CLP -4,100 million, and a reduction in purchases of other long-term assets, which are investment properties of CLP -3,949 million.

Financing activities

Financing activities generated negative cash flow of CLP -40,894 million over the course of the year, which is a net increase in payments of CLP -33,167 million with respect to the same period for the previous year, mainly due interim dividends paid in January 2019 of CLP -11,760 million, decreased loan receipts of CLP -11,258 million and increased loan repayments of CLP -9,318 million.

5. - MARKET RISK ANALYSIS

The company is exposed to certain risks that could impact, to a greater or lesser extent, its business and financial performance in an adverse manner. Therefore, Plaza S.A. has developed plans to identify, evaluate, mitigate and monitor the risks it faces, under the COSO ERM (Enterprise Risk Management) risk management model, and risk control segmentation methodology known as the Three Barriers of Defense. This model is applied in the three countries where mallplaza manages malls. The first and second defense barriers are composed of those responsible for each process and on a regular basis Management perform an assessment of the Company's risks in line with the business value and operational chains, in order to keep up to date with the risks that may impact the development or objectives of Plaza S.A. and its subsidiaries. The Company also recognizes its third defense barrier as the Comptroller's Office, whose objective is to verify compliance with policies and procedures, independently from Management, and who directly report to the Directors' Committee.

A. RISKS INHERENT TO THE BUSINESS

1. Financial Risks. The main risks to which Plaza S.A. is exposed are (i) market risk, (ii) liquidity risk and (iii) credit risk. The Plaza S.A. Board has approved centralized policies and procedures to manage and minimize its exposure to risks that may affect the Company's profitability. Procedures have also been established to evaluate the evolution of these risks, and these policies and procedures are continuously reviewed to adapt them to changes in the Company's businesses and markets.

2. Real Estate Market Conditions. Local conditions within the real estate market in each country, such as excess supply or a reduction of the demand for commercial space, could affect the leasability of the Company's premises. Plaza S.A. mitigates this risk through negotiating long-term leases, and through a thorough analysis of the market when it is evaluating a new mall or mall extension, and securing binding agreements with significant operators prior to executing the project.

3. Changes in Laws and Regulations. Any change in the current regulatory framework could affect the revenue or costs of Plaza S.A. Its profitability could be affected by a change in the regulations associated with land or mall construction.

4. Environmental Risks. As a real estate owner, it could face liabilities for contaminating local communities. Plaza S.A. has established policies and procedures to ensure compliance with current environmental regulations and ensure that its urban centers are operated on a sustainable basis, based on best practice.

5. Retail Sales through the Internet. In recent years, retail sales have increased through e-commerce sales using the Internet. Plaza S.A manages this risk by regularly strengthening the various reasons for consumers to visit our malls and improve the sales of store operators, along with developing new services to reinforce the integration of shopping centers into the digital age, such as Wi-Fi services, applications for mobile devices and telephones, among others.

B. GENERAL MARKET RISKS

1. Economic Cycles. Shopping center sales in general are highly correlated with the evolution of gross domestic product and consumption. A fall in personal disposable income caused by economic contraction could affect revenue for store operators (lessees), which could potentially affect the store occupancy rate. However, the commercial policy of Plaza S.A. is mostly focused on fixed charges and is not associated with the sales of its lessees. Therefore, revenue at Plaza S.A. is less sensitive to economic cycles that affect the sales revenue received by commercial stores. Furthermore, the Company's lease revenue arises from several types of operators, some of whose business cycles experience an inverse correlation compared to others, such as supermarkets, home improvement stores, service units, specialized stores, medical and health buildings, offices, education and entertainment centers (cinemas and restaurants), among others.

2. Market risk. The main market risks to which Plaza S.A. is exposed are exchange rates, interest rates and inflation.

2.1.1. Exchange Rate Risk. The Company is exposed to two sources of risk from adverse movements in the price of currencies. The first is from financial debt issued in currencies other than the functional currency of the business, while the second is from investments abroad. Therefore, the Company sources its financing only in the business currencies of each country, and if this is not possible, hedging derivatives are used.

2.1.2. Interest Rate Risk. Plaza S.A. has most of its financial debt after currency hedges at fixed and long-term interest rates, in order to avoid exposure to fluctuations that may occur in variable interest rates, which may increase financial expenses.

2.1.3. Inflation Risk. The majority of Company revenue is adjusted by the respective inflation rates in Chile, Peru and Colombia. The main source of its revenue is Chile, and here revenue is denominated in Unidades de Fomento (UF). As most of the consolidated financial debt after hedges is indexed to the same currency, the Company therefore has a natural economic hedge that protects it from the inflation risk in its consolidated debt (revenue indexed to UF in Chile, or inflation in Peru and Colombia).

3. Natural Risks. The mitigation of these risks is outsourced by the Company through insurance policies that extensively cover the operational risks of all its investment properties (shopping malls in operation and construction) and the revenue streams associated with them, through first class insurance companies.

4. Information Security and Technology Risks. There are potential risks associated with digital security breaches, whether through cyber attacks, malware, computer viruses, and email attachments, among others. Plaza S.A. manages the security and integrity of its IT networks and related systems to minimize the effect of a potential interruption in system continuity, by relying on companies specializing in these risks.