



QUARTERLY EARNINGS REPORT
INTERIM CONSOLIDATED FINANCIAL STATEMENTS
AS OF SEPTEMBER 30, 2019
PLAZA S.A.

CONTENTS

- 1) Market Analysis
- 2) Analysis of the Statement of Financial Position
- 3) Analysis of the Statement of Income by Function
- 4) Analysis of the Statement of Direct Cash Flow
- 5) Market Risk Analysis

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.

Plaza S.A. operates shopping centers in Cartagena de Indias and Manizales, through its subsidiary Mall Plaza Colombia S.A.S. It also owns land in Barraquilla where it operates a Homecenter store and is building its third shopping center in Colombia, which will open at the end of October 2019. A fourth project currently under construction is located in Cali and is expected to open in 2021. As of September 30, 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 6.5%. 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 premises operated by its subsidiaries Autoplaza SpA, located in its malls in Chile, and 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)

	Sep-19	Dec-18	Change Sept19- Dec18
Current assets	180,380	215,255	(16%)
Non-current assets	3,176,457	3,114,218	2%
Total Assets	3,356,837	3,329,473	1%

Current Assets

Current assets decreased by 16%, equivalent to CLP -34,875 million, mainly due to lower trade debtors and other current receivables of CLP -19,000 million associated with seasonally higher revenues in December, lower cash and cash equivalents of CLP -18,176 million due to dividends payments during January and April 2019, and lower current related company receivables of CLP -3,193 million. These decreases were partially offset by increased current tax assets of CLP 4,463 million on transferring taxation incentives associated with mallplaza Arica from long-term to short-term.

Non-Current Assets

Non-current assets grew by 2%, equivalent to CLP 62,239 million, mainly due to an increase in investment properties of CLP 54,273 million, mainly due to expansions at operating malls in Chile such as mallplaza Norte, mallplaza Oeste and mallplaza La Serena, progress with the Barranquilla and Cali projects in Colombia associated with the company's investment plan, and the application of IFRS 16, offset by depreciation for the period. Meanwhile, equity method investments increased by CLP 5,539 million, and other non-current non-financial assets increased by CLP 5,256 million associated with revenue linearization. These increases were partially offset by lower non-current tax assets of CLP -5,143 million on transferring taxation incentives associated with mallplaza Arica from long-term to short-term.

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 September 30, 2019 is CLP 3,004,543 million, representing 90% of the total consolidated assets of Plaza S.A.

CLP million = Millions of Chilean pesos

Liabilities (in millions of Chilean pesos)

	Sep-19	Dec-18	Change Sept19- Dec18
Current liabilities	165,317	180,324	(8%)
Non-current liabilities	1,288,951	1,320,726	(2%)
Total Liabilities	1,454,268	1,501,050	(3%)
Equity	1,902,569	1,828,423	4%
Total Equity and Liabilities	3,356,837	3,329,473	1%

Current Liabilities

Current liabilities decreased by 8% equivalent to CLP -15,007 million, associated with lower trade and other payables of CLP -41,944 million, mainly due to dividends paid in January and April 2019, lower current employee benefit provisions of CLP -4,597 million, and lower current tax liabilities of CLP -2,520 million following income tax payments relating to 2018. These decreases were partially offset by increases in other current financial liabilities of CLP 32,559 million due to the transfer of financial debt from long-term to short-term, and increases in current lease liabilities of CLP 1,913 million on implementing IFRS 16.

Non-Current Liabilities

Non-current liabilities decreased by 2%, equivalent to CLP -31,775 million, mainly due to lower other non-current financial liabilities of CLP -53,479 million, due to the transfer of financial debt from long-term to short-term, offset by inflation indexation on liabilities in UF. These decreases were partially offset by higher other non-current lease liabilities of CLP 14,375 million on implementing IFRS 16.

Equity (in millions of Chilean pesos)

	Sep-19	Dec-18	Change Sept19- Dec18
Share capital	175,123	175,123	0%
Retained earnings	1,544,656	1,473,699	5%
Share premium	123,573	123,573	0%
Other reserves	(73,892)	(72,764)	2%
Non-controlling interests	133,109	128,792	3%
Total Equity	1,902,569	1,828,423	4%

Equity grew by CLP 74,146 million, mainly due to the increase in retained earnings of CLP 70,957 million produced by net income for the nine month period ended September 30, 2019.

Ratios

	Sep-19	Dec-18	Change Sept19- Dec18
Liquidity Ratio	1.09	1.19	(0.10)
Acid Ratio	0.20	0.29	(0.09)
Indebtedness Ratio	0.76	0.82	(0.06)
Net Financial Debt ⁽¹⁾ / Equity	0.45	0.47	(0.02)
Net Financial Debt ⁽¹⁾ / EBITDA ⁽²⁾	3.30	3.45	(0.15)
EBITDA / Financial Expenses ⁽³⁾	7.16	7.54	(0.39)
EBITDA / Net Revenue ⁽⁴⁾	81.4%	79.9%	1.5%
Current liabilities / Total liabilities	11.4%	12.0%	(0.6%)
Assets / Non-Cur. Fin. Debt + Cur. Liab.	3.46	3.21	0.25
Unencumbered assets ⁽⁵⁾ / Net Financial Debt ⁽¹⁾	3.44	3.40	0.04
Return on Equity ⁽⁶⁾	6.5%	6.9%	(0.4%)
Return on Assets ⁽⁷⁾	3.6%	3.8%	(0.2%)
Return on Operating Assets ⁽⁸⁾	7.0%	6.8%	0.2%
Earnings per Share ⁽⁹⁾	\$58.79	\$ 59.88	(\$ 1.09)

(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 September 30, 2019 and December 31, 2018, respectively.

(3) EBITDA and financial expenses (Total bank expenses and fees together with interest on financial debt) for the periods ended September 30, 2019 and December 31, 2018, respectively.

(4) EBITDA and revenue net of common expense recovery for the periods ended September 30, 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 September 30, 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 September 30, 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 September 30, 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 September 30, 2019 and December 31, 2018.

The liquidity ratio (Current Assets/Current Liabilities) decreased from 1.19 at the close of December 2018 to 1.09 in September 2019, a change of -0.10 points, mainly due to a decrease in current assets, due to decreases in trade debtors and other current receivables and in cash and cash equivalents. The acid ratio is defined as cash and cash equivalents over current liabilities, and decreased from 0.29 as of December 2018 to 0.20 as of September 2019.

The Indebtedness ratio ([Current Liabilities + Non-Current Liabilities] / Equity) decreased from 0.82 to 0.76, due to a decrease in total liabilities and an increase in Equity due to net income for the nine month period to September 2019. The Net financial debt over equity ratio decreased from 0.47 as of December 2018 to 0.45 as of September 2019, associated with the increase in equity.

The Net financial debt ratio is cash, cash equivalents and other cash surpluses invested for under 30 days, over rolling 12 months EBITDA, and it decreased from 3.45 as of December 2018 to 3.30 as of September 2019, due to the increase in rolling 12 months EBITDA compared to the previous period. The financial expense ratio, EBITDA over financial

expenses, was 7.16 times as of September 2019, a decrease from its value of 7.54 times as of December 2018.

The current liabilities over total liabilities indicator decreased from 12.0% as of December 2018 to 11.4% as of September 2019. This was mainly due to a decrease of 8.3% in current liabilities following the payment of dividends in January and April 2019.

The assets over non-current financial debt and current liabilities ratio increased from 3.21 to 3.46 as of September 2019, due to a decrease of -8.3% in current liabilities following the payment of dividends, and a decrease of -6.2% in other non-current financial liabilities due to capital repayments on financial borrowing.

The unencumbered asset ratio is investment properties free of mortgages or encumbrances over financial debt less cash and cash equivalents, and it increased to 3.44 as of September 2019 compared to 3.40 as of December 2018.

The return on equity is defined as rolling 12 months net income over average equity, and it was 6.5% as of September 2019, a decrease from the 6.9% reached as of December 2018, due to decreased rolling 12 months net income (-3.1%) and increased average equity (2.8%).

The return on assets is rolling 12 months net income over average assets, and it decreased from 3.8% as of December 2018 to 3.6% as of September 2019, due to decreased rolling 12 months net income (-3.1%) and increased average assets (1.6%).

Earnings from operating activities is defined as earnings from 12 months operating activities over average investment properties, and it increased from 6.8% as of December 2018 to 7.0% as of September 2019. This is due to an increase of 3.6% in earnings from 12 months operating activities, compared to the 0.9% increase in average investment properties.

Finally, rolling 12 months earnings per share decreased by \$1.09, reaching \$58.79 per share as of September 2019, while as of December 2018 it was \$59.88, mainly due to lower earnings associated with non-recurring non-operating gains in the previous period.

3. ANALYSIS OF THE STATEMENT OF INCOME BY FUNCTION

Income Statement (in millions of Chilean pesos)

Statement of Net Income	Fot the six months ended June 30				Fot the three months ended June 30			
	2019	2018	Var.	%	2019	2018	Var.	%
Operating revenue	237.325	224.099	13.226	6%	79.918	76.934	2.984	4%
Costo of Sales	(56.128)	(52.848)	(3.280)	6%	(19.252)	(18.126)	(1.126)	6%
Gross Profit	181.197	171.251	9.946	6%	60.666	58.808	1.858	3%
Administrative expenses	(24.596)	(24.075)	(521)	2%	(8.039)	(8.863)	824	(9%)
Other Income by function	502	2.142	(1.640)	-77%	59	4	55	1.375%
Other expenses by function	(2.070)	(1.467)	(603)	41%	(1.117)	(441)	(676)	153%
Financial Income	1.863	1.366	497	36%	472	382	90	24%
Financial Cost	(24.163)	(22.997)	(1.166)	5%	(8.033)	(7.881)	(152)	2%
Share of net Income (losses) of equity method associates and joint ventures	1.954	2.276	(322)	-14%	658	911	-253	-28%
Exchange differences	95	(5)	100	(2.000%)	108	(56)	164	-293%
Indexation adjustments	(13.626)	(15.710)	2.084	-13%	(3.600)	(5.578)	1.978	(35%)
Net Income before taxes	121.156	112.781	8.375	7%	41.174	37.286	3.888	10%
Income tax	(28.973)	(16.657)	(12.316)	74%	(9.910)	(9.129)	(781)	9%
Net Income attributable to non-controlling interests	4.521	6.328	(1.807)	-29%	1.665	1.235	430	35%
Net Income attributable to owners of the controller	87.662	89.796	(2.134)	-2%	29.599	26.922	2.677	10%
EBITDA (1)	193.192	181.353	11.839	7%	65.019	61.992	3.027	5%

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

Analysis of the Statement of Income by Function for 3Q2019

Operating Revenue

Operating revenue for 3Q2019 grew by 4% compared to 3Q2018, explained by opening mallplaza Manizales in August 2018, Boulevard in mallplaza Egaña in August 2018 and H&M in Antofagasta in December 2018. Furthermore, due to improving performance in our new malls Los Domínicos and Arica, and due to revenue growing more than inflation at malls in operation, compared to the previous period.

Gross profit

Gross profit for 3Q2019 increased by 3% with respect to 3Q2018, equivalent to CLP 1,858 million. This growth is mainly due to an increase of 4% in operating revenue, while cost of sales increased by 6% mainly due to increased real estate taxes associated with fiscal revaluations and new leasable areas, and increased depreciation on the new leased areas.

Administrative Expenses

Administrative expenses for 3Q2019 decreased by CLP 824 million (-9%) compared to 3Q2018, mainly due to non-recurring expenses associated with corporate restructuring in 2018.

EBITDA

EBITDA for 3Q2019 increased by 5% equivalent to CLP 3,027 million compared to 3Q2018. Operational efficiency, which is EBITDA over Operating revenue, reached 81.4%, a slight increase over the 80.6% achieved in 3Q2018.

Financial Costs

Financial costs for 3Q2019 increased by CLP -152 million compared to the same period in the previous year, primarily due to lower capitalized interest as new malls opened, and the implementation of IFRS 16.

Other Income by Function

Other income by function for 3Q2019 increased by CLP 55 million compared to 3Q2018.

Other Expenses by Function

Other expenses by function increased by 153%, equivalent to CLP -676 million compared to 3Q2018, mainly due to higher asset disposals.

Financial Income

Financial income for 3Q2019 increased by CLP 90 million, which represents 24% compared to the same period for the previous year, due to increased financial income from financial investments.

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. Indexation adjustments for 3Q2019 generated a loss that was CLP 1,978 million smaller than for the same period in 2018, due to changes in the value of the UF of 0.52% in 3Q2019 compared to 0.73% in 3Q2018.

Under IFRS, these financial statements do not include any inflation adjustments for assets, liabilities and equity, which have been recorded at their nominal values since December 31, 2014. Only those assets and liabilities that are denominated in a currency other than the Chilean peso have been adjusted. This mainly applies to financial liabilities in UF in the consolidated financial statements of Plaza S.A.

Earnings Attributable to Owners of the Controlling Company

These earnings were CLP 29,599 million for 3Q2019 an increase of 10% compared to 3Q2018, equivalent to CLP 2,677 million. These higher earnings are mainly explained by gross profit increasing by CLP 1,858 million associated with higher operating revenue, and the loss on indexation adjustments reducing by CLP 1,978 million associated with a smaller change in the UF during the quarter.

Analysis of the Statement of Income by Function for the nine months to September 2019

Operating Revenue

Operating revenue increased by 6% compared to 2018, mainly due to the increased leasable area in Chile, following the opening of mallplaza Arica in April 2018, mallplaza Manizales in August 2018, 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. Furthermore, operating revenue from the remaining malls increased more than inflation compared to the same period in the previous year.

Gross profit

Gross profit for the nine month period to September 2019 was CLP 181,197 million, which represents an increase of 6% over the same period for the previous year. This increase is mainly due to the increase of 6% in operating revenue with respect to 2018, while cost of sales increased by 6%, equivalent to CLP 3,280 million, mainly due to increased depreciation and operating expenses due to the increase in leasable area and increased real estate taxes associated with fiscal revaluations in Chile.

Administrative Expenses

Administrative expenses increased by CLP -521 million (2%) associated with higher remuneration and third party services related to digital transformation processes.

EBITDA

EBITDA as of September 2019 reached CLP 193,192 million growing by 7% compared to the same period in 2018, equivalent to CLP 11,839 million, with operational efficiency measured as EBITDA over operating revenue of 81.4%.

Financial Costs

Financial costs increased by CLP -1,166 million compared to the same period in the previous year, primarily due to lower capitalized interest as projects opened.

Financial Income

Financial income arises on investing operational cash surpluses, which reached CLP 1,863 million. The increase of 36% is mainly due to higher interest income from financial investments.

Indexation Adjustments

Indexation adjustments for the nine month period to September 2019 were a loss of CLP -13,626 million, a decrease of CLP 2,084 million over the loss for the nine month period to September 2018, mainly due to the smaller percentage change in the value of the Unidad de Fomento (UF) of 1.75% in 2019 compared to 2.86% in 2018.

Earnings Attributable to Owners of the Controlling Company

These earnings were CLP 87,662 million, a decrease of -2% compared to the nine month period to September 2018. Lower earnings are explained by recognizing the tax benefit associated with opening mallplaza Arica in 2018, which implied a change in the earnings attributable to owners of the controlling company of CLP -8,817 million. Furthermore, other income by function decreased by CLP -1,640 million, administrative expenses increased by CLP -521 million and financial costs increased by CLP -1,166 million. These effects are partially offset by increased gross profit of CLP 9,946 million from higher operating revenue. Discounting the non-recurring effect of the tax benefit in 2018, earnings would have increased by CLP 9,243 million.

4. ANALYSIS OF THE STATEMENT OF DIRECT CASH FLOW

Cash flow (in millions of Chilean pesos)

	Sep-19	Sep-18	Change Sept19- Sept18
From operating activities	168,219	146,931	14%
From investing activities	(68,476)	(58,706)	17%
From financing activities	(117,835)	(83,076)	42%

Operating activities

Operating activities generated a positive cash flow of CLP 168,219 million, an increase of 14% (CLP 21,288 million) over that generated as of September 2018. This is due to increased receipts from selling goods and providing services of CLP 19,891 million and lower payments to suppliers for providing goods and services of CLP 7,430 million, offset by higher corporate income taxes of CLP -2,829 million and higher payments to and on behalf of employees of CLP 2,786 million.

Investing activities

Investment activities generated negative cash flow of CLP -68,476 million during 2019, due to increased payments for investment activities of CLP -9,770 million compared to 2018. This is mainly explained by purchases of other long-term assets - investment properties increasing by CLP -16,034 million and lower loans to related entities increasing by CLP -1,090 million. This is offset by receipts from other long-term assets increasing by CLP 4,842 million, and other cash receipts increasing by CLP 2,190 million.

Financing activities

Financing activities generated negative cash flow of CLP -117,835 million in 2019, which represents a net increase in payments of CLP -34,759 million compared to the same period for the previous year, mainly due to increased loan repayments of CLP -28,231 million, decreased loan receipts of CLP -9,160 million and increased dividend payments of CLP -6,112 million. This effect is partially offset by bond repayments decreasing by CLP 8,760 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.