



EARNINGS REPORT
CONSOLIDATED FINANCIAL STATEMENTS
AS OF DECEMBER 31, 2018
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 Mall Plaza 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 already contains an operating Homecenter store and where the third shopping center in Colombia is being built. Currently, the leasable area in Colombia totals 76,000 m².

Plaza S.A. also manages three shopping centers in Peru belonging to Mallplaza Perú 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 Callao (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 located in five shopping centers in Peru.

2.- ANALYSIS OF THE STATEMENT OF FINANCIAL POSITION

a) Assets (in millions of Chilean pesos)

	Dec-18	Dec-17	Change Dec18-Dec17
Current assets	215,255	168,947	27%
Non-current assets	3,114,218	3,053,150	2%
Total Assets	3,329,473	3,222,097	3%

Current Assets

Current Assets have increased by 27%, equivalent to CLP 46,308 million, mainly due to increases in Cash and cash equivalents of CLP 23,515 million, in addition to higher Current trade and other receivables of CLP 14,213 million associated with a land sale, opening Mallplaza Arica, and billing a larger leasable area due to new brownfield projects. This increase is also explained by higher Non-current assets classified as held for sale and discontinued operations of CLP 6,640 million due to the reclassification of land, and higher Related entity receivables of CLP 3,897 million.

Non-Current Assets

These have grown by 2%, equivalent to CLP 61,068 million, which is mainly explained by an increase in Investment properties of CLP 25,454 million as a result of progress constructing Mallplaza Barranquilla and Mallplaza Manizales in Colombia, completing Mallplaza Arica in Chile, and by extending operating malls in Chile associated with the Company's investment plan. Non-current tax assets have increased by CLP 16,342 million due to the tax benefit for extreme zones granted for constructing Mallplaza Arica. Equity method investments increased by CLP 9,456 million related to foreign exchange conversion effects and the performance of Mallplaza Peru, which is an associate company as Plaza S.A. owns a 33.33% interest. Other non-financial non-current assets increased by CLP 9,312 million due to an advance payment for a purchase option on future participation, non-current recoverable taxes, and greater linearization of income.

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 December 31, 2018 is CLP 2,950,270 million, representing 89% of the total consolidated assets of Plaza S.A.

CLP million Millions of Chilean pesos

Liabilities (in millions of Chilean pesos)

	Dec-18	Dec-17	Change Dec18-Dec17
Current liabilities	180,324	176,351	2%
Non-current liabilities	1,320,726	1,302,126	1%
Total Liabilities	1,501,050	1,478,477	2%
Equity	1,828,423	1,743,620	5%
Total Equity and Liabilities	3,329,473	3,222,097	3%

Current Liabilities

Current Liabilities increased by 2% equivalent to CLP 3,973 million, mainly due to higher Trade and other payables of CLP 9,547 million due to a higher Dividend provision and higher Accounts payable. This is compensated by Current related entity payables decreasing by CLP -4,135 million due to the non-recurring effect of opening Mallplaza Los Dominicos in 2017, and Other current non-financial liabilities decreasing by CLP -1,424 million due to minor withholdings for guarantees in Colombian companies.

Non-Current Liabilities

These increased by CLP 18,600 million, mainly explained by increases in Other non-current financial liabilities of CLP 9,436 million, Deferred tax liabilities of CLP 7,209 million derived from recognizing the tax benefit associated with Mallplaza Arica, and increases in Other non-financial non-current liabilities of CLP 1,753 million, mainly due to greater guarantees for lessees on opening new premises.

Equity (in millions of Chilean pesos)

	Dec-18	Dec-17	Change Dec18-Dec17
Share capital	175,123	175,123	0%
Retained earnings	1,473,698	1,403,579	5%
Share premium	123,573	123,573	0%
Other reserves	(72,764)	(79,517)	(8%)
Non-controlling interests	128,793	120,862	7%
Total Equity	1,828,423	1,743,620	5%

Equity grew by CLP 84,803 million, mainly due to increased Retained Earnings of CLP 70,119 million, mainly associated with net income for the period from January to December 2018, and the difference between the dividend provision as of December 31, 2017 and the dividends paid in April 2018.

Ratios

	Dec-18	Dec-17	Change Dec18-Dec17
Liquidity Ratio	1.19	0.96	0.23
Acid Ratio	0.29	0.16	0.13
Indebtedness Ratio	0.82	0.85	(0.03)
Net Financial Debt ⁽¹⁾ / Equity	0.47	0.52	(0.05)
Net Financial Debt ⁽¹⁾ / EBITDA ⁽²⁾	3.45	4.10	(0.64)
EBITDA / Financial Expenses ⁽³⁾	7.54	6.66	0.88
EBITDA / Net Revenue ⁽⁴⁾	79.9%	79.3%	0.6%
Current liabilities / Total liabilities	12.0%	11.9%	0.1%
Assets / Non-Cur. Fin. Debt + Cur. Liab.	3.21	3.14	0.06
Unencumbered assets ⁽⁵⁾ / Net Financial Debt ⁽¹⁾	3.40	3.13	0.27
Return on Equity ⁽⁶⁾	6.9%	6.3%	0.6%
Return on Assets ⁽⁷⁾	3.8%	3.5%	0.4%
Return on Operating Assets ⁽⁸⁾	6.8%	6.2%	0.6%
Earnings per Share ⁽⁹⁾	\$ 59.88	\$ 54.07	\$ 5.81

(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 December 31, 2018 and December 31, 2017, respectively.

(3) EBITDA and financial expenses (Total bank expenses and fees together with interest on financial debt) for the rolling 12 month periods ended December 31, 2018 and December 31, 2017, respectively.

(4) EBITDA and revenue net of common expense recovery for the rolling 12 month periods ended December 31, 2018 and December 31, 2017, respectively.

(5) Investment properties that are free of mortgages or encumbrances.

(6) Net income for the rolling 12 month periods ended December 31, 2018 and December 31, 2017, over average equity (Average lineal equity for the last 4 quarters).

(7) Net income for the rolling 12 month periods ended December 31, 2018 and December 31, 2017, over average assets (Average lineal assets for the last 4 quarters).

(8) Earnings from operating activities for the rolling 12 month periods ended December 31, 2018 and December 31, 2017, 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 December 31, 2018 and December 31, 2017.

The liquidity ratio (Current Assets/Current Liabilities) increased from 0.96 times at the close of December 2017 to 1.19 times in December 2018, a variation of 0.23 points, mainly due to a increase in Current assets, due to increases in Cash and cash equivalents and in Current trade and other receivables. The acid ratio is defined as cash and cash equivalents over current liabilities and it increased from 0.16 times as of December 2017 to 0.29 times as of December 2018, due to increased Cash and cash equivalents.

The Borrowing ratio [(Current and Non-Current Liabilities) / Equity] decreased from 0.85 to 0.82 times, mainly due to an increase in equity, due to higher Retained earnings as of December 2018, offset by an increase in liabilities, mainly due to an increase in Other financial liabilities and Deferred tax liabilities. The net financial debt over equity ratio decreased from 0.52 times as of December 2017 to 0.47 times as of December 2018, associated with the increase in equity.

The net financial debt ratio (cash and cash equivalents and other investments of cash surpluses available in under 30 days) over rolling 12 months EBITDA decreased from 4.10 times as of December 2017 to 3.45 times as of December 2018, due to EBITDA growth of

11.2%. The financial expense ratio, EBITDA over financial expenses, was 7.54 times as of December 2018, an increase over its value of 6.66 times as of December 2017.

The current liabilities over total liabilities indicator increased from 11.9% as of December 2017 to 12.0% as of December 2018. This was mainly due to an increase of 2.3% in current liabilities.

The assets over non-current financial debt and current liabilities ratio increased from 3.14 to 3.21 times as of December 2018, due to an increase of 3.3% in assets, and an increase of 1.3% in the denominator, mainly due to higher current liabilities.

The unencumbered asset ratio is investment properties free of mortgages or encumbrances over net financial debt, and it increased to 3.40 as of December 2018 mainly due to 1.7% growth in unencumbered assets.

The return on equity is defined as 12 months net income over average equity, and it reached 6.9% as of December 2018, an increase over the 6.3% reached as of December 2017, due to increased 12 months net income (14.9%) and the average increase in equity (4.4%).

The return on assets is 12 months net income over average assets, and it increased from 3.5% as of December 2017 to 3.8% as of December 2018, due to increased 12 months net income (14.9%) and growth in average assets (3.7%).

Earnings from operating activities is defined as earnings from 12 months operating activities over average investment properties, and it increased from 6.2% as of December 2017 to 6.8% as of December 2018. This is due to an increase of 12.3% in earnings from 12 months operating activities, compared to the 2.0% increase in average investment properties.

Finally, basic earnings per share from rolling 12 months continuing operations increased by \$5.81 to reach \$59.88 per share as of December 2018, while it was \$54.07 as of December 2017.

3.- ANALYSIS OF THE STATEMENT OF INCOME BY FUNCTION

Income Statement (in millions of Chilean pesos)

Statement of Income	For the 12 months ended december 31				For the 3 months ended december 31			
	2018	2017	Var.	%	2018	2017	Var.	%
Revenue	309.370	280.472	28.898	10%	85.271	77.896	7.375	9%
Cost of sales	(73.407)	(61.103)	(12.304)	20%	(20.559)	(16.718)	(3.841)	23%
Gross Margin	235.963	219.369	16.594	8%	64.712	61.178	3.534	6%
Administrative expenses	(35.344)	(35.582)	238	(1%)	(11.270)	(10.374)	(896)	9%
Other revenues, by function	6.480	1.897	4.583	242%	4.338	1.554	2.784	179%
Other expenses, by function	(6.362)	(6.997)	635	(9%)	(4.895)	(6.834)	1.939	(28%)
Financial Income	1.935	1.530	405	26%	568	421	147	35%
Financial cost	(31.218)	(27.482)	(3.736)	14%	(8.221)	(7.663)	(558)	7%
Share in the income (losses) of associates and joint ventures accounted for using the equity method	2.763	2.672	91	3%	488	705	(217)	(31%)
Foreign exchange differences	(52)	(109)	57	(52%)	(47)	(63)	16	(25%)
Gain (loss) from indexed assets (liabilities)	(23.072)	(11.490)	(11.582)	101%	(7.362)	(4.424)	(2.938)	66%
Income before taxes	151.093	143.808	7.285	5%	38.311	34.500	3.811	11%
Income tax expense	(25.343)	(34.333)	8.990	(26%)	(8.686)	(8.354)	(332)	4%
Income (loss) attributable to non-controlling interests	8.391	3.497	4.894	140%	2.062	211	1.851	877%
Income (loss) attributable to equity holders of the parent	117.359	105.978	11.381	11%	27.563	25.935	1.628	6%
EBITDA (1)	247.276	222.409	24.867	11%	65.922	61.375	4.547	7%

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

Analysis of the Statement of Income by Function for 4Q2018

Operating Revenue

When comparing 4Q 2018 with respect to 4Q 2017, operating revenues grew by 9%, mainly explained by opening Mallplaza Arica and Mallplaza Manizales, and to a lesser extent by indexation adjustments to current contract rates with respect to 4Q 2017.

Gross Profit

Gross Profit for 4Q 2018 grew by 6% compared to 4Q 2017, equivalent to CLP 3,534 million. This growth is mainly explained by a 9% increase in Operating revenue, while the Cost of sales increased by 23%, mainly due to higher real estate taxes associated with fiscal revaluations in Chile and new leasable areas, and higher depreciation on new malls coming into operation.

Administrative Expenses

Administrative expenses for 4Q 2018 increased by CLP 896 million (9%) with respect to 4Q 2017, associated with higher remuneration expenses and fees due to professional services.

EBITDA

EBITDA for 4Q 2018 grew by 7% equivalent to CLP 4,547 million compared to 4Q 2017, with an operational efficiency of 77%, which is lower than the 79% obtained in 4Q 2017.

Financial Costs

Financial costs for 4Q 2018 increased by CLP 558 million with respect to the same period for the previous year, primarily due to lower capitalized interest on opened projects that were under construction during 4Q 2017.

Other Income by Function

Other income by function for 4Q2018 increased by 179%, equivalent to CLP 2,784 million, compared to 4Q2017, mainly due to gains on the sale of land.

Other Expenses by Function

Other expenses by function decreased by 28%, equivalent to CLP 1,939 million compared to 4Q2017, mainly due to asset disposal provisions as of December 2017 related to the Baron project.

Financial Income

Financial income reached CLP 568 million in 4Q 2018, which represents an increase of 35% compared to the same period for the previous year, due to higher 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. When comparing 4Q 2018 with the same period in 2017, the loss of CLP 2,938 million was explained by changes in the value of the Unidad de Fomento (UF) of 0.76% in 4Q 2018 against 0.53% in 4Q 2017.

These financial statements do not include indexation adjustments for assets, liabilities and equity, in accordance with IFRS, which are all maintained at their nominal values as of December 31, 2014. Only those assets and liabilities that are in a currency other than the Chilean peso are adjusted for indexation. In the case of Plaza SA this mainly applies to financial borrowing denominated in Unidades de Fomento.

Earnings Attributable to Owners of the Controlling Company

This reached CLP 27,563 million in 4Q 2018, which is an increase of 6% compared to 4Q 2017. This is mainly due to higher Gross profit due to higher Operating revenue, higher Other income by function and lower Other expenses by function.

Analysis of the Statement of Income by Function for the full year 2018

Operating Revenue

Revenue increased by 10% with respect to 2017, mainly due to higher leasable area in Chile, Mallplaza Los Dominicos opening in September 2017, Mallplaza Arica opening in April 2018, Mallplaza Manizales in Colombia started operating in August 2018 and new extensions to operating malls such as the Pro Sport area in Mallplaza Oeste, the gym in Mallplaza Alameda and the services boulevard in Mallplaza Egaña, among others.

Gross Profit

Gross profit for 2018 reached CLP 235,963 million, which is an increase of 8% compared to the previous year. This higher result is mainly due to a 10% increase in Operating revenue compared to 2017, while Cost of sales increased by 20%, equivalent to CLP 12,304 million, mainly due to higher depreciation and higher real estate taxes associated with fiscal revaluations in Chile.

Administrative Expenses

These decreased by CLP 238 million (-1%), associated with the absence of non-recurring expenses incurred in 2017 to open Mallplaza Los Dominicos, partially offset by an increase in marketing expenses generated by opening new malls and other minor fixed expenses.

EBITDA

Accumulated EBITDA as of December 2018 reached CLP 247,276 million, growing 11% with respect to 2017, equivalent to CLP 24,867 million, with an EBITDA margin of 80% (operational efficiency).

Financial Costs

These increased by CLP 3,736 million with respect to the previous year, mainly due to lower capitalized interest on projects that were under construction during the previous year and the first months of this year.

Financial Income

Financial income arises from investing operational cash surpluses and reached CLP 1,935 million. The increase of 26% is mainly due to higher operational cash surpluses.

Indexation Adjustments

These 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. As of December 2018 these are a loss of CLP 23,072 million, which is CLP 11,582 million higher than the accumulated loss as of December 2017, due to a higher percentage change in the value of the Unidad de Fomento that affected these liabilities, compared to the previous year.

Earnings Attributable to Owners of the Controlling Company

These reached CLP 117,359 million, increasing by 11% compared to December 2017. These higher results are due to operational growth and a reduction in the tax expense as a result of a tax benefit associated with opening Mallplaza Arica. These beneficial effects were partially offset by higher financial expenses and higher indexation adjustments related to greater percentage variation in the Unidad de Fomento (UF) on financial liabilities in UF and lower capitalization, due to opening projects under construction during the previous year and the first months of this year.

4. - ANALYSIS OF THE STATEMENT OF DIRECT CASH FLOW

Cash flow (in millions of Chilean pesos)

	Dec-18	Dec-17	Change Dec18- Dec17
From operating activities	206,880	196,108	5%
From investing activities	(88,237)	(175,337)	(50%)
From financing activities	(95,254)	(15,369)	520%

Operating activities

Operating activities generated positive cash flow of CLP 206,880 million, an increase of 5% (CLP 10,772 million) over that generated as of December 2017. This is due to increased receipts from providing services of CLP 33,467 million associated with increased Operating revenue, offset by increased payments to suppliers for providing goods and services of CLP -10,834 million, higher Corporate income taxes of CLP -6,243 million, and higher Other operational expenses of CLP -3,542 million.

Investing activities

Investment activities generated negative cash flow of CLP 88,237 million during 2018, due to decreased payments of CLP 87,101 million. This is mainly due to decreased purchases of other long-term assets, investment properties of CLP 62,412 million, due to lower payments following the completion of construction of Mallplaza Los Dominicos and Mallplaza Arica. Also, a decrease in Other cash payments of CLP 14,806 million mainly due to decreased advance payments for investments in subsidiary companies, compensation paid to Empresa Portuaria de Valparaíso for terminating their contract, and increased receipts from loans granted to related entities of CLP 9,600 million.

Financing activities

Financing activities generated negative cash flow of CLP 95,254 million over the course of the year, which is a net increase in payments of CLP 79,885 million with respect to the same period for the previous year, mainly due to decreased loan receipts of CLP 59,959 million and increased loan repayments of CLP 12,832 million. In addition, dividends paid increased by CLP 6,027 million associated with net income for 2017.

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.

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 strengthening the numerous reasons to visit its malls by offering a varied and attractive business proposition, a wide range of entertainment (restaurants, play areas, cinemas), service areas, medical centers, educational centers, office buildings, automobile sales and continual events.