




cencosud
— day —
Santiago, Chile

*Shopping
Centers*
cencosud

01

FINANCIAL PERFORMANCE

COSTANERA CENTER

RELEVANT ACCOMPLISHMENTS

GROWTH

Financial Performance

Chile & Argentina



Chile repeats its positive performance

Cencosud Shopping Chile Results by June 30th



REVENUES*
(CLP\$ BN)



+12,4%

TENANT SALES
(CLP\$ BN)



+7,3%

VISITS
(MILLIONS)



+0,1%

OCCUPANCY (%)



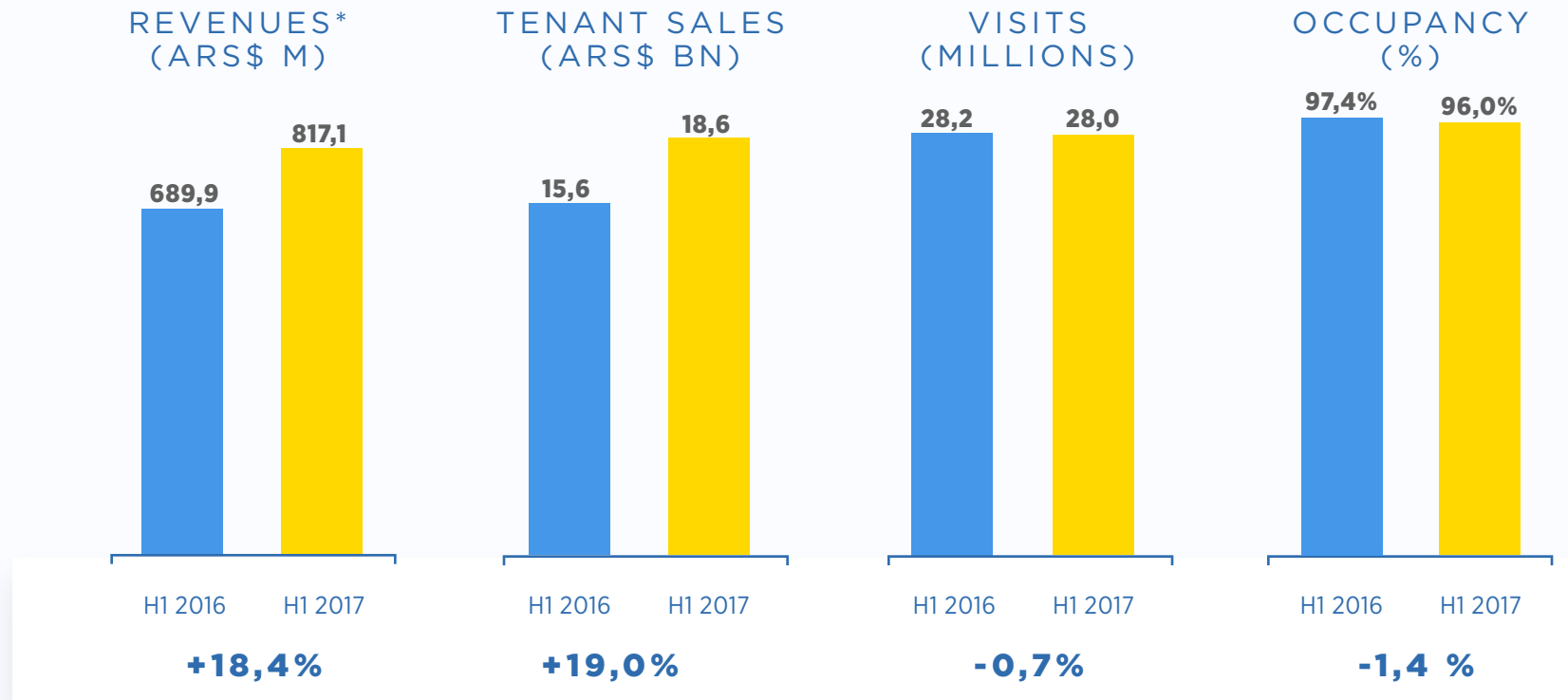
-0,1 %

*Excludes Related Party Rental Revenue

ECONOMIC DOWNTURN IN ARGENTINA

Impact in purchasing power and visits to Shopping Centers

Cencosud Shopping Argentina Results by June 30th



*Excludes Related Party Rental Revenue

02

FINANCIAL PERFORMANCE

COSTANERA CENTER

RELEVANT ACCOMPLISHMENTS

GROWTH

Costanera Center

Latin America's Shopping Center



COSTANERA CENTER HAS BECOME

Latin America's most relevant Shopping Center



- **Key destination for Shopping tourism** in Chile: Cataloged as Latin America's Miami by international press.
- **Over 3.2 million visits monthly** (5% increase against 2016).
- **Tenant sales +15% during 2017**; Rental Revenue +21%.
- Release of new leasable areas.

CITY'S MAIN ATTRACTION

Sky Costanera, an experience on the heights

- **Highest viewpoint in Latin America**, at 300 mts height
- **Santiago's number 1 tourist attraction**, rated by Tripadvisor and the National Council of Tourism
- Over 500.000 annual visits. **70% share of foreign tourists**



CHOSEN TO ESTABLISH HEADQUARTERS

Costanera Tower is the place of choice for International Corporations

- **Municipally Authorized space is fully leased (15.000 sqm).** 70.000 sqm still on reserve pending final reception by authorities
- **Prestigious tenants**
- **Future construction** of Tobalaba and Andrés Bello Towers, adding up to 140.00 sqm of office space



TARGETING YOUNG BUSINESS TRAVELERS AND TOURISTS

Marriott will release its new AC concept in the Costanera complex



- **249 rooms in a four stars plus format, lounge bar, gym and conference rooms**
- **Roll out in the Americas of Marriot's newest concept**
- Pending final municipal reception



03

FINANCIAL PERFORMANCE

COSTANERA CENTER

RELEVANT ACCOMPLISHMENTS

GROWTH



Relevant Accomplishments

Industry Trends



We have incorporated the main retail trends within our tenant mix

SPORTS

Fastest growing category in the region

DECATHLON

First Decathlon store in Chile.
Replacing La Polar in Portal La Reina



Expansion to a 800 sqm store in Unicenter. First Home Court Concept Store in Southamerica



Flagship store inauguration in Costanera Center



Addition of **new Under Armour and Adidas Stores in Portal Temuco**

LIFESTYLE

Inclusion of newer options of entertainment and dining



2.200 sqm new Gym in Costanera Center

Complements attractiveness of the complex as an office destination



Addition of 10 new full service restaurants in Alto las Condes' Mirador

Open air aisle of restaurants with full view of the city

Energy provision has been optimized, prioritizing renewable sources

- **New bidding process for Energy** provision to our centers between 2016 and 2019
- **US\$ 3.0 million expected savings expected.** 15% reduction.
- **100% provision by Non-Traditional Renewable** Energy sources for Costanera Center and Portal Rancagua
- **LED technology migration** for the common areas of all of our centers
 - ▶ 20% roll-out to date. Migration to be complete by June 2018
 - ▶ Investment payback is less than 18 months
- **Telemetry technology to measure energy** consumption in all the stores of the Centers



CONNECTING DIRECTLY TO OUR TENANT'S

Point of Sale will allow us to have more accurate and updated information

- Roll-out of **project to connect directly to our tenants'** Point of Sale (POS) in our Shopping Centers in Argentina
- **Real time information** on the sale of our Centers, and more accurate calculation of sales-based rent
- **Implemented in 16 of our Centers.** Full roll-out to be completed by November
- **Voluntary adoption by 92% of our tenants**



ENGAGING WITH OUR CUSTOMERS

Impactful campaigns

ALTO
LAS
CONDES*Cuanto más
alto, mejor*

#ALTOALCÁNCER (Stop Cancer)

- **Alto Al Cancer is an CSR initiative to raise awareness** of the relevance of having a mammogram as a way **to prevent breast cancer**
- **1.400 people submitted video messages to their relatives**, encouraging them to say “Alto Al Cancer” (Stop Cancer) and to get a mammogram
- **Over 1.500 mammograms were given free of charge**



The main referents in sustainability have rewarded our efforts



PROHUMANA RANKING

Included -for the first time- in the group of Chile's more sustainable companies (13th place)



INCLUSIVE CHILE SEAL

Certificate awarded to Costanera Center for providing full accessibility to people with movement disabilities

By year end, 45% of our Center will be compliant with the full accessibility norm



GREAT PLACE TO WORK

9th place in Argentinean ranking of best companies to work for

13th place in Peruvian ranking of best companies to work for



RENEWABLE ENERGY CERTIFICATE

100% of energy provision to Costanera Center comes from Non-Traditional Renewable Energy Sources

Emissions reduction is equivalent to retiring 3,000 cars from circulation

04

FINANCIAL PERFORMANCE

COSTANERA CENTER

RELEVANT ACCOMPLISHMENTS

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Growth

New Centers and Redevelopments



NEW CENTERS

New era of growth after three years of consolidaton

OPENINGS



First Jumbo in the city and 44 stores
 GLA of 12,000 sqm
 Occupancy: 85%
 Inaugurated in January 2017

PROJECTS IN CONSTRUCTION

La Molina *Lima, Perú*

- 37,000 sqm Shopping Center, with Wong and Paris as Cencosud anchors
- La Molina neighborhood (AB)
- Building Stage 1

La 65 *Medellín, Colombia*

- 87,000 sqm Shopping Center, with Jumbo and Easy as Cencosud anchors
- Located in Naranjal Neighborhood (fast residential growth)
- Excavation initiated

PROJECTS REQUESTING PERMITS

Beccar *Buenos Aires, Argentina*

- 80,500 sqm Shopping Center, with Jumbo and Easy as Cencosud anchors
- San Isidro neighborhood (ABC1-C2). Potential for residential development
- Submitted blueprints for Municipal approval

EXPANSIONS

Costanera Center

- **Growth in Shopping Center's leasable** area by adding 40.000 sqm, representing a 25% increase
- **Creation of new floor (seventh)** in current -1 parking level, generating 40 new stores

NOVELTIES

Vehicular access below Andrés Bello Avenue, connecting with Costanera Norte and Sur highways

Pedestrian access by Vitacura Avenue, from the new Los Leones subway station
(Line 6, to inaugurate on November 2017)

Click & Collect Zone available for all the tenants with access from parking levels

Autopark for exhibition and sales of cars

Expansion of food options:

- Rincon Jumbo in Andrés Bello Tower
- Food Court growth: +40% seating space and 8 new restaurants
- Food Hall in Costanera Tower



EXPANSIONS

Consolidating key markets in Chile



- Addition of 15,000 sqm of leasable space on two stages
- New H&M store of 2,700 sqm
- Status: Construction of Stage 1 (New H&M Store)



- Refurbishment of levels 1 and 2, adding 5,600 sqm of GLA
- 2 fashion anchor stores and food court
- Contractor Bidding



- Remodeling of Jumbo and reduction of Easy, adding 5,000 sqm of stores
- Contractor Bidding



- 46.000 sqm of GLA expansion
- Fast Fashion anchors, food court and movie complex



- Addition of 9.000 sqm of leasable space on second and third floors
- Reform of Paris, Jumbo and Rincón Jumbo. New Johnson store
- Expansion of food court



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