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## QUIÑENCO S.A. ANNOUNCES CONSOLIDATED RESULTS FOR THE THIRD QUARTER OF 2021

(Santiago, Chile, November 26, 2021) Quiñenco S.A., a leading Chilean business conglomerate, announced today its consolidated financial results under IFRS, for the third quarter ended September 30, 2021.

Consolidated financial results are presented in accordance with IFRS and the regulations established by the Financial Market Commission (CMF, formerly Superintendency of Securities and Insurance). All figures are presented in nominal Chilean pesos, unless stated otherwise. Figures in US\$ have been converted from Chilean pesos (Ch\$) at the observed exchange rate on September 30, 2021 (Ch\$811.90 = US\$1.00), unless indicated otherwise, and are only provided for the reader's convenience.

### 3Q 2021 HIGHLIGHTS

Net income<sup>1</sup> of Ch\$569,622 million increases substantially over 3Q 2020, primarily contributed by the Transport segment, based on Hapag-Lloyd's outstanding quarterly results, posting net income of US\$3,368 million, boosted by higher average freight rates amid congestion in ports and inland infrastructure. All other operating group companies also contributed with improved results during the quarter.

Industrial sector revenues up by 65.0% and EBITDA up 66.9% to Ch\$81,022 million, driven mostly by Enx, reflecting a recovery in sales volumes and higher average fuel prices, reversing prior period losses, and by SM SAAM, with growth in all business segments, boosted by dynamism in imports and recent acquisitions.

CCU also posted strong quarterly results, driven by a recovery in sales volumes amid greater levels of consumption, revenue management and cost efficiencies, tripling bottom line results.

In the Banking sector, Banco de Chile's results were up 108.8%, primarily attributable to a rise in operating revenues, boosted by inflation, and lower loan loss provisions.

Earnings per share amounted to Ch\$342.58 in 3Q 2021.

<sup>1</sup> Net income corresponds to Net income attributable to the owners of the controller.



## GROUP HIGHLIGHTS – THIRD QUARTER 2021 AND SUBSEQUENT EVENTS

### Quiñenco – acquires additional stake in SM SAAM

During September 2021, Quiñenco acquired an additional 3.7% of SM SAAM on the market for a total of US\$25.5 million, thus reaching total ownership in said company of 55.94%.

### Quiñenco – Interim dividend distribution

On October 7, 2021, Quiñenco announced the Board's approval of an interim dividend of Ch\$171.26168 per share, payable as of November 2, 2021, to those shareholders registered with the company as of October 26, 2021. The total amount of the dividend is Ch\$284,767 million, charged to net income for the current year.



## INFORMATION ON FINANCIAL STATEMENTS AND SEGMENTS

### FORMAT OF FINANCIAL STATEMENTS

In accordance with the definition issued by the Financial Market Commission, the line “Gains (losses) of operating activities” includes the following concepts: Gross income, Other operating income, Distribution Costs, Administrative expenses, Other operating expenses, and Other gains (losses). In accordance with this definition, this document refers to Gains (losses) of operating activities or Operating Income in the same manner.

As of January 1, 2019, IFRS 16 (leases) has been adopted, with effects on the Balance Sheet and Income Statement. Consequently, right of use of leased assets and the present value of the corresponding liabilities are now included in the Balance Sheet. In the Income Statement, amortizations of the rights of use and financial costs are registered instead of leasing expenses. For further detail please refer to the Financial Statements (note 18).

### SEGMENT INFORMATION

In accordance with IFRS requirements, financial information is reported for the six segments defined by Quiñenco for this purpose: Manufacturing, Financial, Energy, Transport, Port Services and Other. However, in order to allow a better understanding of the consolidated financial statements, the latter and the subsequent analysis, have been divided in Banking and Non-banking (Industrial) activities, as follows:

- **Industrial Sector:** includes the following Segments and main companies:

**i) Manufacturing**

- Invexans corporate
- Techpack

**ii) Financial**

- LQ Inversiones Financieras (LQIF holding)

**iii) Energy**

- Enex

**iv) Transport**

- Compañía Sud Americana de Vapores (CSAV)

**v) Port Services**

- SM SAAM

**vi) Other**

- Quiñenco and others (includes CCU, Quiñenco holding, and eliminations)

The companies composing this sector reported their financial statements in accordance with IFRS. Invexans, Techpack, CSAV and SM SAAM report their financial statements in US dollars, and translate them to Chilean pesos for consolidation purposes.



Invexans holds a 28.35% stake in Nexans, a French multinational company leader in the world cable industry. As of September 30, 2021, Quiñenco has a 99.8% stake in Invexans. As of September 30, 2021, Techpack has a 0.53% stake in Nexans. As of September 30, 2021, Quiñenco's ownership of Techpack is 99.97%. Thus, as of September 30, 2021, through its subsidiaries Invexans and Techpack, Quiñenco has a 28.9% interest in Nexans.

In January 2020, CSAV announced the decision to close its car carrier operations, therefore classifying this business as a discontinued activity in the income statement. During July 2020, the car carrier division ended its activities.

During 3Q and 4Q 2020 Quiñenco participated in CSAV's capital increase, thus reaching 61.76% ownership at year end. During the second quarter of 2021, Quiñenco acquired an additional 4.69% stake, thus reaching 66.45% ownership as of September 30, 2021.

Since the first quarter of 2020 and as of September 30, 2021, CSAV has maintained a 30% stake in the German shipping company Hapag-Lloyd, after acquiring an additional 2.21% stake during 1Q 2020.

During the third quarter of 2021, Quiñenco acquired an additional 3.7% in SM SAAM, thus increasing its ownership from 52.2% to 55.9% as of September 30, 2021.

Quiñenco's ownership in LQIF is 50% as of September 30, 2021.

On April 15, 2020, the merger between Invexans and Inversiones Río Argenta, a fully owned subsidiary of Quiñenco and parent company of Enex, was materialized. Therefore, as of the second quarter of 2020, Invexans added Enex to its portfolio, thus seeking to facilitate Enex's international expansion. Consequently, Invexans defined two operating segments, the corporate segment, continuing with its previous activities and including its investment in Nexans, and a new energy segment, corresponding to its investment in Enex starting the second quarter of 2020.

The analysis by segment of Quiñenco's financial statements includes in the Manufacturing segment Invexans Corporate, in addition to Techpack. The Energy segment corresponds to the activities and results of Enex and related companies, investment held by Inversiones Río Argenta until the first quarter of 2020, and through Invexans as of the second quarter of 2020.

**Banking Sector:** includes the following Segments and main companies:

**i) Financial**

- Banco de Chile

This company reported its financial statements partially in accordance with IFRS, as determined by the Financial Market Commission (previously Superintendency of Banks and Financial Institutions).

As of September 30, 2021, LQIF's ownership and economic rights in Banco de Chile are 51.15%, and Quiñenco holds a 50% stake in LQIF.


**ANALYSIS OF CONSOLIDATED RESULTS**
**Summarized Consolidated Income Statement**

Sector /Segment	Manufacturing		Financial		Energy		Transport		Port Services		Other		Total	
	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21
	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$
Consolidated Income (Loss) Industrial Sector	138	(2,187)	(2,558)	(5,199)	(3,805)	13,492	41,872	780,561	5,135	15,193	2,113	(12,813)	42,896	789,046
Consolidated Income Banking Sector	-	-	88,238	184,236	-	-	-	-	-	-	27	25	88,265	184,262
<b>Consolidated Net Income (Loss)</b>	<b>138</b>	<b>(2,187)</b>	<b>85,680</b>	<b>179,037</b>	<b>(3,805)</b>	<b>13,492</b>	<b>41,872</b>	<b>780,561</b>	<b>5,135</b>	<b>15,193</b>	<b>2,141</b>	<b>(12,788)</b>	<b>131,161</b>	<b>973,308</b>
Net Income (Loss) Attributable to Non-controlling Interests	3	2	64,374	134,501	1	-	16,012	261,843	2,255	7,466	1,122	(126)	83,768	403,686
<b>Net Income (Loss) Attributable to Controllers' Shareholders*</b>	<b>135</b>	<b>(2,189)</b>	<b>21,306</b>	<b>44,536</b>	<b>(3,806)</b>	<b>13,492</b>	<b>25,860</b>	<b>518,718</b>	<b>2,880</b>	<b>7,726</b>	<b>1,019</b>	<b>(12,661)</b>	<b>47,394</b>	<b>569,622</b>

\* Corresponds to the contributions of each business segment to Quiñenco's net income.

**Net Income – 3Q 2021**

Quiñenco reported a net gain of Ch\$569,622 million in the third quarter of 2021, increasing substantially with respect to 3Q 2020. This variation is primarily explained by the contribution of Ch\$518,718 million from the transport segment during the third quarter of 2021, reflecting outstanding performance of CSAV's main asset, Hapag-Lloyd. The German shipping company posted net income of US\$3,368 million during the quarter, in an industry context of increased demand for exports from Asia along with congestion in ports and inland infrastructure, translating in the case of Hapag-Lloyd to average freight rates doubling from 3Q 2020, and 1.2% growth in volumes, compensating increased transport costs. It is also worth noting that Quiñenco's stake in CSAV was 66.5% in 3Q 2021 compared to 61.8% in 3Q 2020. The remaining group operating companies also contributed with positive results to consolidated net income.

Banco de Chile posted a strong 108.8% rise in net income, mostly attributable to higher operating revenues, resulting mainly from higher inflation and, to a lesser extent, growth in customer income, as well as a decrease in loan loss provisions as delinquency rates were considerably lower, despite the establishment of additional quarterly provisions. Enx's results also improved substantially from the loss posted in 3Q 2020, based on better operating performance, particularly in the service station segment with a recovery in sales volumes, along with the favorable impact of rising fuel prices during the quarter. CCU, in turn, tripled its results in 3Q 2021 from the same period in 2020, based on good performance in the Chile and International Business operating segments, driven by higher sales volumes in a favorable environment for consumption, revenue management, and cost efficiencies, offsetting rising costs of raw materials. SM SAAM's contribution also increased reflecting growth in all business segments, boosted by the higher stake in Aerosan, the acquisition of Intertug, and a recovery in volumes related to growing imports. In addition, Quiñenco increased its stake in SM SAAM by 3.7% during the current quarter.

Earnings per ordinary share amounted to Ch\$342.58 in 3Q 2021.



### Consolidated Income Statement Breakdown

			3Q 20		3Q 21	
			MCh\$	MUS\$	MCh\$	MUS\$
<b>Industrial Sector</b>						
<b>Revenues</b>			<b>569,304</b>	<b>701.2</b>	<b>939,242</b>	<b>1,156.8</b>
	Manufacturing	- Invexans Corp. & Techpack	21	0.0	21	0.0
	Financial	- LQIF holding	-	-	-	-
	Energy	- Enex	463,279	570.6	790,621	973.8
	Transport	- CSAV	-	-	-	-
	Port Services	- SM SAAM	105,942	130.5	148,534	182.9
	Other	- Quiñenco & others	61	0.1	66	0.1
<b>Operating income (loss)</b>			<b>13,820</b>	<b>17.0</b>	<b>43,209</b>	<b>53.2</b>
	Manufacturing	- Invexans Corp. & Techpack	(1,072)	(1.3)	540	0.7
	Financial	- LQIF holding	(382)	(0.5)	(367)	(0.5)
	Energy	- Enex	3,970	4.9	25,475	31.4
	Transport	- CSAV	(1,417)	(1.7)	(3,925)	(4.8)
	Port Services	- SM SAAM	18,271	22.5	30,404	37.4
	Other	- Quiñenco & others	(5,550)	(6.8)	(8,919)	(11.0)
<b>Non-operating income (loss)</b>			<b>43,585</b>	<b>53.7</b>	<b>752,733</b>	<b>927.1</b>
	Interest income		1,098	1.4	1,240	1.5
	Interest expense		(21,281)	(26.2)	(20,640)	(25.4)
	Share of net income/loss from related co.		68,781	84.7	792,217	975.8
	Foreign exchange gain (loss)		(4,698)	(5.8)	(5,445)	(6.7)
	Indexed units of account restatement		(316)	(0.4)	(14,639)	(18.0)
Income tax			(13,800)	(17.0)	(6,896)	(8.5)
Net income (loss) from discontinued operations			(709)	(0.9)	0	0.0
<b>Consolidated Net Income (Loss) Industrial Sector</b>			<b>42,896</b>	<b>52.8</b>	<b>789,046</b>	<b>971.9</b>
<b>Banking Sector</b>						
	Operating revenues		442,354	544.8	544,989	671.3
	Provision for loan losses		(112,541)	(138.6)	(92,911)	(114.4)
	Operating expenses		(208,776)	(257.1)	(218,466)	(269.1)
	Operating income (loss)		121,037	149.1	233,612	287.7
	Non-operating income (loss)		(1,967)	(2.4)	(661)	(0.8)
	Income tax		(30,805)	(37.9)	(48,690)	(60.0)
<b>Consolidated Net Income (Loss) Banking Sector</b>			<b>88,265</b>	<b>108.7</b>	<b>184,262</b>	<b>227.0</b>
<b>Consolidated Net Income</b>			<b>131,161</b>	<b>161.5</b>	<b>973,308</b>	<b>1,198.8</b>
Net Income Attributable to Non-controlling Interests			83,768	103.2	403,686	497.2
<b>Net Income Attributable to Controllers' Shareholders</b>			<b>47,394</b>	<b>58.4</b>	<b>569,622</b>	<b>701.6</b>



## Industrial Sector

### Revenues – 3Q 2021

Consolidated revenues totaled Ch\$939,242 million in the third quarter of 2021, 65.0% above those of the same period in 2020, primarily due to higher revenues at Enex, and to a lesser extent, at SM SAAM<sup>2</sup>.

### Operating Income – 3Q 2021

Operating income for the third quarter of 2021 reached a gain of Ch\$43,209 million, well above the gain of Ch\$13,820 million reported in the third quarter of 2020. The increment in consolidated operating results is primarily attributable to Enex and SM SAAM, by far compensating lower operating income at Quiñenco corporate level and at CSAV.

### EBITDA – 3Q 2021

EBITDA amounted to Ch\$81,022 million in 3Q 2021, up 66.9% from the third quarter of 2020. The increment is primarily explained by higher EBITDA at Enex, mainly due to the service station segment, and at SM SAAM, reflecting growth across all business segments.

### Non-Operating Results<sup>3</sup> – 3Q 2021

Non-operating income amounted to a gain of Ch\$752,733 million in the third quarter of 2021, substantially greater than the gain of Ch\$43,585 million in the same quarter of 2020.

#### *Proportionate Share of Net Income of Equity Method Investments (net) – 3Q 2021*

Quiñenco's proportionate share of net income from equity method investments (net), which primarily includes the results from CCU, as well as Invexans' share in the results of Nexans<sup>4</sup>, CSAV's share in the results of Hapag-Lloyd, and SM SAAM's affiliates, reached a gain of Ch\$792,217 million, compared to a gain of Ch\$68,781 million in 3Q 2020.

- Quiñenco's proportionate share of net income from IRSA (CCU) improved from a gain of Ch\$3,432 million in 3Q 2020 to a gain of Ch\$12,366 million in 3Q 2021.
- SM SAAM's proportionate share in its affiliates improved from a loss of Ch\$1,307 million in 3Q 2020 to a gain of Ch\$509 million in 3Q 2021.
- CSAV's proportionate share of net income from Hapag-Lloyd (adjusted by fair value accounting), increased significantly from a gain of Ch\$66,591 million in 3Q 2020 to a gain of Ch\$779,064 million in 3Q 2021.

<sup>2</sup> It is worth noting that since Techpack, Invexans, CSAV and SM SAAM report in US dollars and translate their financial statements to Chilean pesos for consolidation purposes, variations analyzed in Chilean pesos vary from those in US dollars. For analysis of Techpack, Invexans, CSAV and SM SAAM's results in US dollars, refer to Segment/Operating company analysis.

<sup>3</sup> Non-operating results include the following items: Financial income, Financial costs, Proportionate share of equity method investments, Foreign currency exchange differences, and Indexed units of account restatement.

<sup>4</sup> Nexans only reports results as of June and December, in accordance with French regulations and IFRS.



#### *Interest Income 3Q 2021*

Interest income for the third quarter of 2021 amounted to Ch\$1,240 million, 12.9% greater than that obtained in 3Q 2020. This variation corresponds mainly to higher financial income at Quiñenco corporate level and Enex.

#### *Interest Expense – 3Q 2021*

Interest expense for the third quarter of 2021 amounted to Ch\$20,640 million, 3.0% less than in the third quarter of 2020. The variation is mainly explained by lower financial costs at CSAV, and to a lesser extent, at Enex, partially compensated by higher financial costs at SM SAAM and Quiñenco corporate level.

#### *Foreign Currency Exchange Differences – 3Q 2021*

In 3Q 2021, the gains (losses) specific to foreign currency translation differences amounted to a loss of Ch\$5,445 million, compared to the loss of Ch\$4,698 million reported in 3Q 2020, primarily attributable to losses at Techpack in the current quarter vis-à-vis gains in 3Q 2020, partially compensated by lower losses at Enex and SM SAAM.

#### *Indexed Units of Account Restatement – 3Q 2021*

The gain or loss derived from the restatement of assets and liabilities indexed to units such as the Unidad de Fomento or UF (inflation indexed) amounted to a loss of Ch\$14,639 million in the third quarter of 2021, compared to a loss of Ch\$316 million reported in the same period of 2020. The variation is mainly explained by greater losses at Quiñenco corporate level, and to a lesser extent, at LQIF holding, due to the effect of higher inflation on indexed liabilities.

#### **Income Taxes – 3Q 2021**

The industrial sector reported income tax expense of Ch\$6,896 million in 3Q 2021, compared to an expense of Ch\$13,800 million in 3Q 2020, primarily explained by an income tax credit at CSAV during the current quarter, partly offset by higher income tax expense at Enex, SM SAAM, and a lower credit at Quiñenco corporate level.

#### **Discontinued Operations – 3Q 2021**

In 3Q 2021 the result of discontinued operations amounted to a gain of Ch\$0.3 million, compared to a loss of Ch\$709 million in 3Q 2020. In the current quarter the result corresponds to CSAV and Techpack's discontinued operations.

#### **Non-controlling Interests – 3Q 2021**

In the third quarter of 2021, at a consolidated level (including both Industrial and Banking net income), net income attributable to non-controlling interests amounted to Ch\$403,686 million. Of the total amount reported in 3Q 2021, Ch\$89,964 million corresponds to minority shareholders' share of Banco de Chile's net income. Remaining net income attributable to non-controlling interest is largely explained by minority shareholders' share of CSAV's net income, and, to a lesser extent, of LQIF's net income.





## Banking Sector

### Operating Revenues – 3Q 2021

Operating revenues for the third quarter of 2021 amounted to Ch\$544,989 million, 23.2% higher than the third quarter of 2020, mainly due the favorable impact of greater inflation on the Bank's net asset exposure to UFs and, to a lesser extent, a favorable impact of exchange rate variations on the Bank's position in US dollars to hedge its expenses in said currency, growth in fee income, and higher revenues from treasury management.

### Provision for Credit Risk – 3Q 2021

Provisions for loan losses at Banco de Chile amounted to Ch\$92,910 million in the third quarter of 2021, 17.4% below the provisions registered in the third quarter of 2020, mainly attributable to a net credit quality improvement, influenced by lower delinquency rates, partly offset by higher additional provisions set during the current quarter.

### Operating Expenses – 3Q 2021

Operating expenses increased by 4.6% to Ch\$218,466 million in 3Q 2021, primarily reflecting an increment in personnel expenses, mostly related to increased bonuses and severance payments, partly offset by lower expenses on outsourced services.

### Non-operating Results – 3Q 2021

During the third quarter of 2021 non-operating results amounted to a loss of Ch\$661 million, comparing favorably to the loss of Ch\$1,967 million reported in the third quarter of 2020, explained by lower losses from equity investments in the current quarter.

### Consolidated Net Income – 3Q 2021

Consolidated net income for the banking sector amounted to Ch\$184,262 million in 3Q 2021, up by 108.8% from the same period in 2020, mainly due to higher operating revenues, and to a lesser extent, lower loan loss provisions, partially compensated by higher income tax expense and greater operating expenses in the current period.


**CONSOLIDATED BALANCE SHEET ANALYSIS (vis-à-vis the 2nd quarter of 2021)**
**Condensed Consolidated Balance Sheet**

	06-30-2021		09-30-2021	
	MCh\$	MUS\$	MCh\$	MUS\$
Current assets industrial sector	1,101,261	1,356.4	1,136,680	1,400.0
Non-current assets industrial sector	6,351,520	7,823.0	7,698,379	9,481.9
Assets financial sector	47,302,287	58,261.2	49,204,416	60,604.0
<b>Total Assets</b>	<b>54,755,067</b>	<b>67,440.7</b>	<b>58,039,475</b>	<b>71,486.0</b>
Current liabilities industrial sector	830,334	1,022.7	1,153,604	1,420.9
Long-term liabilities industrial sector	2,303,594	2,837.3	2,384,096	2,936.4
Liabilities financial sector	43,273,183	53,298.7	45,009,631	55,437.4
Non-controlling interests	4,427,789	5,453.6	4,825,144	5,943.0
Shareholders' equity	3,920,167	4,828.4	4,667,000	5,748.2
<b>Total Liabilities &amp; Shareholders' equity</b>	<b>54,755,067</b>	<b>67,440.7</b>	<b>58,039,475</b>	<b>71,486.0</b>

**Current Assets Industrial Sector**

Current assets increased by 3.2% compared to the second quarter of 2021, primarily due to a higher balance of trade receivables at SM SAAM and Enex.

**Non Current Assets Industrial Sector**

Non current assets increased by 21.2% compared to the second quarter of 2021, mainly reflecting a rise in equity investments, primarily due to a higher book value of Hapag-Lloyd, based on period earnings and a positive conversion effect, and to a much lesser extent, by a higher book value of Nexans, reflecting a positive conversion effect, and of IRSA, based on period earnings and favorable conversion effects. To a smaller extent, the increment is also explained by higher fixed assets, mostly at SM SAAM and Enex.

**Assets Banking Sector**

Total assets of the banking sector increased by 4.0% compared to the second quarter of 2021. Loans to customers increased by 2.5% with respect to June 2021, reflecting higher commercial loans, and also growth in residential mortgage and consumer loans. In addition, the balance of financial assets held for sale increased during the quarter, whereas loans to banks decreased.

**Current Liabilities Industrial Sector**

Current liabilities increased by 38.9% compared to the second quarter of 2021, primarily due to higher dividends payable at Quiñenco and to minority shareholders at CSAV. To a lesser extent, the variation is explained by higher trade payables at Enex.



### Long-term Liabilities Industrial Sector

Long-term liabilities increased by 3.5% compared to the second quarter of 2021, primarily attributable to higher financial debt, mostly at SM SAAM, and to a lesser extent, at Quiñenco holding, CSAV and Enx, partially compensated by a lower balance at Invexans corporate.

### Liabilities Banking Sector

Liabilities corresponding to the banking sector increased by 4.0% compared to the second quarter of 2021.

### Minority Interest

Minority interest increased by 9.0% compared to the second quarter of 2021, mainly attributable to higher minority interest at CSAV.

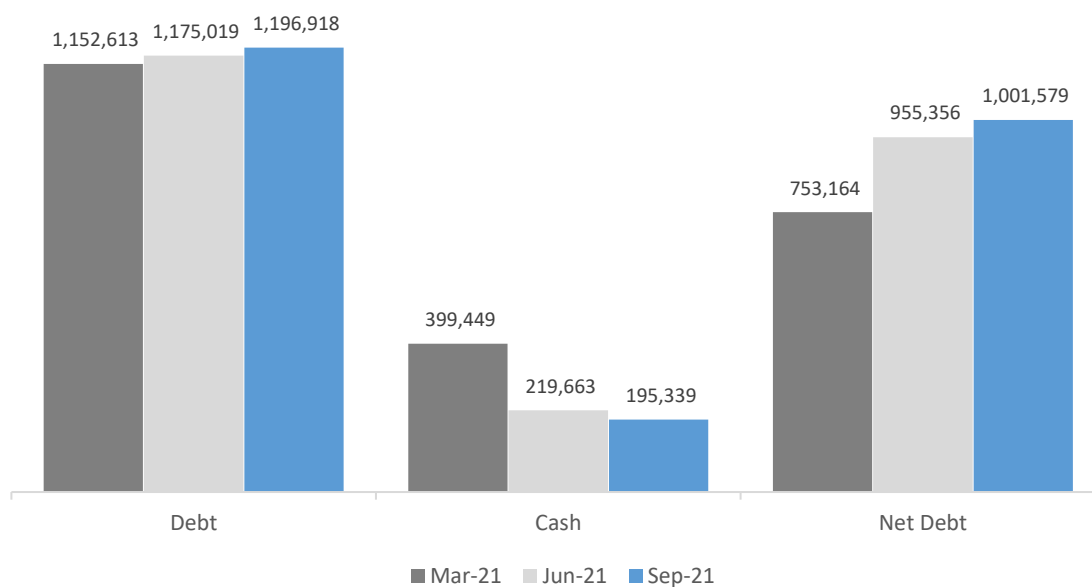
### Equity

Shareholders' equity increased by 19.1% compared to the second quarter of 2021, mainly due to period earnings net of dividends, and also due to higher other reserves, mostly reflecting favorable conversion effects, primarily at CSAV, and to a lesser extent, at Invexans and SM SAAM.


**QUIÑENCO CORPORATE LEVEL DEBT AND CASH**

As of September 30, 2021	Debt		Cash & Equivalents		Total Net Debt	
	MCh\$	MUS\$	MCh\$	MUS\$	MCh\$	MUS\$
Corporate level	1,003,393	1,235.9	193,420	238.2	809,974	997.6
Adjusted for:						
50% interest in LQIF	105,082	129.4	586	0.7	104,496	128.7
50% interest in IRSA	88,443	108.9	1,333	1.6	87,110	107.3
<b>Total</b>	<b>1,196,918</b>	<b>1,474.2</b>	<b>195,339</b>	<b>240.6</b>	<b>1,001,579</b>	<b>1,233.6</b>

The debt to total capitalization ratio at the corporate level (unadjusted) was 16.6% as of September 30, 2021.

**Corporate Level Adjusted<sup>5</sup> Cash & Debt**  
 (Millions of Ch\$)


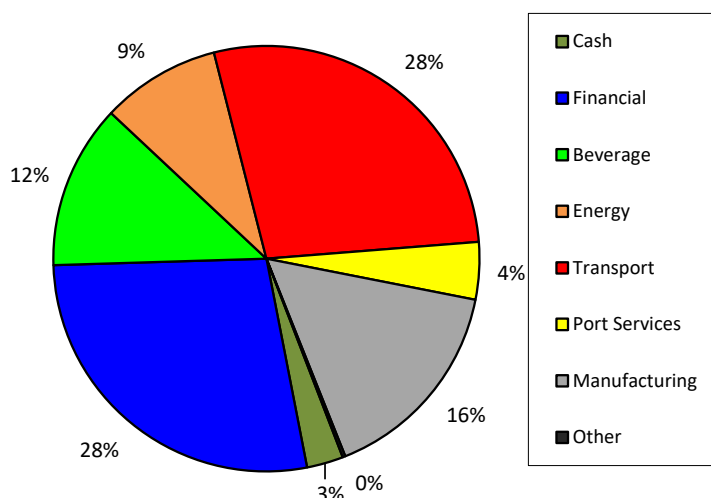
<sup>5</sup> Adjusted for 50% interest in LQIF holding and IRSA.



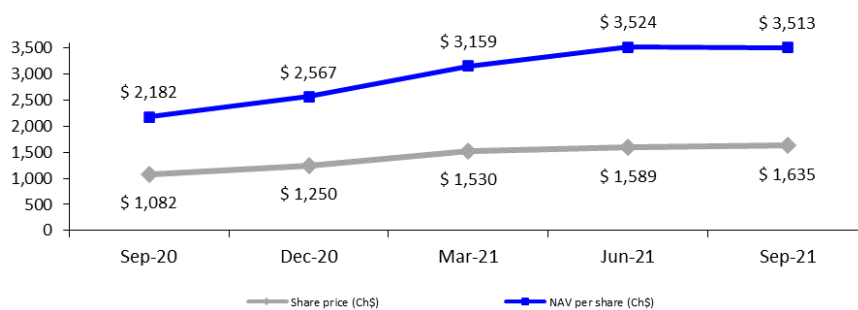
NAV

As of September 30, 2021, the estimated net asset value (NAV) of Quiñenco was US\$7.2 billion (Ch\$3,513 per share) and market capitalization was US\$3.3 billion (Ch\$1,635 per share). The discount to NAV is estimated at 53.5% as of the same date.

NAV as of September 30, 2021  
US\$7.2 billion



NAV/Share Price  
as of September 30, 2021



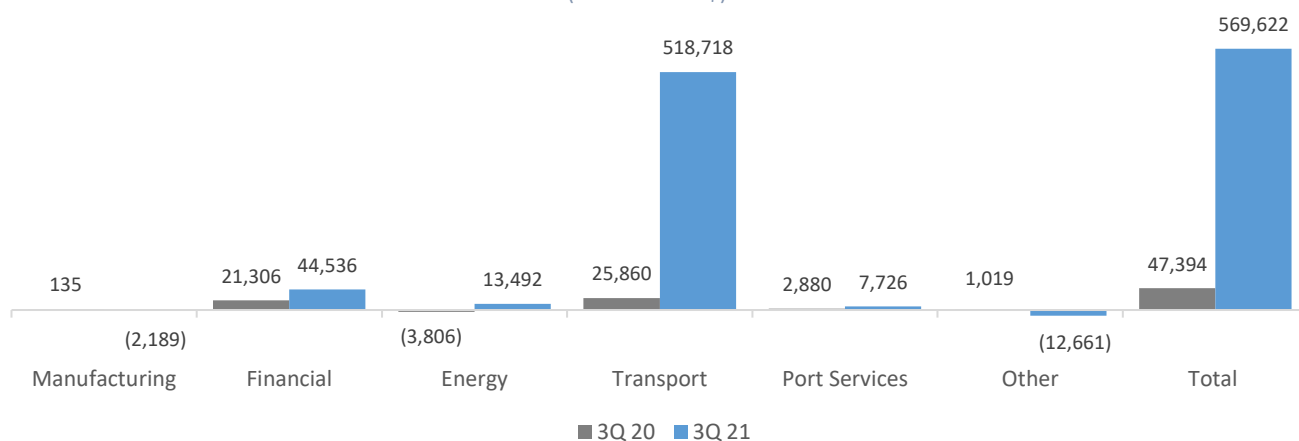

**SEGMENT / OPERATING COMPANY ANALYSIS**

## Quarterly Results

Sector /Segment	Manufacturing		Financial		Energy		Transport		Port Services		Other		Total	
	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21	3Q 20	3Q 21
	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$	MCh\$
<b>Industrial Sector</b>														
Income (loss) from continued operations before taxes	258	(1,707)	(2,594)	(5,202)	(5,437)	18,772	60,343	773,661	10,526	26,306	(5,692)	(15,888)	57,405	795,942
Income tax	(20)	(479)	36	3	1,632	(5,281)	(17,861)	6,899	(5,391)	(11,114)	7,805	3,075	(13,800)	(6,896)
Net loss from discontinued operations	(99)	(1)	-	-	-	-	(610)	1	-	-	-	-	(709)	0
<b>Net income (loss) industrial sector</b>	<b>138</b>	<b>(2,187)</b>	<b>(2,558)</b>	<b>(5,199)</b>	<b>(3,805)</b>	<b>13,492</b>	<b>41,872</b>	<b>780,561</b>	<b>5,135</b>	<b>15,193</b>	<b>2,113</b>	<b>(12,813)</b>	<b>42,896</b>	<b>789,046</b>
<b>Banking Sector</b>														
Net income before taxes	-	-	119,043	232,926	-	-	-	-	-	-	27	25	119,070	232,952
Income tax	-	-	(30,805)	(48,690)	-	-	-	-	-	-	-	-	(30,805)	(48,690)
<b>Net income banking sector</b>	<b>-</b>	<b>-</b>	<b>88,238</b>	<b>184,236</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>27</b>	<b>25</b>	<b>88,265</b>	<b>184,262</b>
<b>Consolidated net income (loss)</b>	<b>138</b>	<b>(2,187)</b>	<b>85,680</b>	<b>179,037</b>	<b>(3,805)</b>	<b>13,492</b>	<b>41,872</b>	<b>780,561</b>	<b>5,135</b>	<b>15,193</b>	<b>2,141</b>	<b>(12,788)</b>	<b>131,161</b>	<b>973,308</b>
Net income (loss) attributable to Non-controlling interests	3	2	64,374	134,501	1	-	16,012	261,843	2,255	7,466	1,122	(126)	83,768	403,686
<b>Net Income (Loss) Attributable to Controllers' shareholders</b>	<b>135</b>	<b>(2,189)</b>	<b>21,306</b>	<b>44,536</b>	<b>(3,806)</b>	<b>13,492</b>	<b>25,860</b>	<b>518,718</b>	<b>2,880</b>	<b>7,726</b>	<b>1,019</b>	<b>(12,661)</b>	<b>47,394</b>	<b>569,622</b>

**Contribution to Net Income by Segment**

(Millions of Ch\$)




**MANUFACTURING SEGMENT**

The following table details the contribution of the investments in the Manufacturing segment during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
InveXans (Corporate)	(903)	(1.1)	642	0.8
Techpack	1,038	1.3	(2,831)	(3.5)
<b>Total Manufacturing Segment</b>	<b>135</b>	<b>0.2</b>	<b>(2,189)</b>	<b>(2.7)</b>

As of September 30, 2020 and 2021, Quiñenco's ownership of InveXans was 99.7% and 99.8%, respectively. As of September 30, 2020 and 2021, Quiñenco's ownership of Techpack was 99.97%.

**INVEXANS**

	Corporate Statement				Consolidated Statement			
	3Q 20		3Q 21		3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$	MCh\$	MUS\$	MCh\$	MUS\$
Sales	14	0.0	14	0.0	463,292	570.6	790,635	973,8
Operating income (loss)	(695)	(0.9)	920	1.1	3,275	4.0	26,395	32,5
Non-operating income (loss)	(192)	(0.2)	222	0.3	(9,599)	(11.8)	(6,481)	(8,0)
<b>Net income (loss) controller</b>	<b>(900)</b>	<b>(1.1)</b>	<b>645</b>	<b>0.8</b>	<b>(4,383)</b>	<b>(5.4)</b>	<b>14,137</b>	<b>17,4</b>
Total assets							1,852,307	2,281.4
Shareholders' equity							1,040,698	1,281.8

Note: Figures as reported in pesos in Quiñenco's financial statements.

	Corporate Statement		Consolidated Statement	
	3Q 20	3Q 21	3Q 20	3Q 21
	ThUS\$	ThUS\$	ThUS\$	ThUS\$
Sales	17	18	593,314	1,025,432
Operating income (loss)	(890)	1,165	4,187	34,372
Non-operating income (loss)	(246)	292	(12,255)	(8,397)
<b>Net income (loss) controller</b>	<b>(1,154)</b>	<b>810</b>	<b>(6,022)</b>	<b>18,438</b>
Total assets				2,281,446
Shareholders' equity				1,281,808

Note: Figures as reported by InveXans in US dollars.



Invexans reports its financial statements in US dollars and translates them to Chilean pesos for consolidation purposes, based on the US\$/Ch\$ exchange rate at the end of the period in the case of the Balance Sheet, and the monthly average exchange rate in the case of the Income Statement. Invexans' figures in Chilean pesos are included for reference. However, the following analysis is based on the company's financial statements in US dollars, as filed with the CMF, as shown in the second table.

In accordance with French regulations and IFRS, Nexans does not publish financial statements for the quarters ended in March and September. In view of this, Invexans requested and was granted approval from the CMF to use December and June financial information for March and September, respectively. Therefore, these quarters only reflect exchange rate conversion effects and changes in the stake in Nexans corresponding to that quarter.

### **3Q 2021 Results**

In the third quarter of 2021 Invexans reported a net gain of US\$18,438 thousand, comparing favorably to the loss of US\$6,022 thousand reported in the third quarter of 2020. Of this result, a gain of US\$810 thousand corresponds to the Corporate segment, which will be analyzed below. The remaining gain of US\$17,628 thousand in 3Q 2021 corresponds to the results of Enex, a subsidiary of Invexans as of the second quarter of 2020. For an analysis of Enex's results please refer to the Energy Segment.

Invexans Corporate reported an operating gain of US\$1,165 thousand, compared to the loss of US\$890 thousand reported in the same period in 2020, mainly explained by dividends received during the current quarter from Sonacol.

Non-operating income amounted to a gain of US\$292 thousand, compared to the loss of US\$246 thousand reported in 3Q 2020, largely reflecting a better result in exchange rate differences, slightly offset by higher financial costs during the current quarter.

Invexans Corporate posted a net gain of US\$810 thousand in 3Q 2021, which compares favorably with the loss of US\$1,154 thousand reported in 3Q 2020, primarily due to better operating results, partly offset by income tax expense in the current quarter.




**TECHPACK**

	3Q 20		3Q 21		3Q 20	3Q 21
	MCh\$	MUS\$	MCh\$	MUS\$	ThUS\$	ThUS\$
Sales	8	0.0	7	0.0	10	9
Operating income	(377)	(0.5)	(380)	(0.5)	(483)	(493)
Net income (loss) from discontinued operations	(99)	(0.1)	(1)	(0.0)	(127)	(1)
<b>Net income (loss) Controller</b>	<b>1,038</b>	<b>1.3</b>	<b>(2,832)</b>	<b>(3.5)</b>	<b>1,314</b>	<b>(3,682)</b>
Total assets			168,570	207.6		207,624
Shareholders' equity			168,382	207.4		207,394

Techpack carries its accounting in US dollars and translates its financial statements to Chilean pesos for consolidation purposes, based on the US\$/Ch\$ exchange rate at the end of the period in the case of the Balance Sheet, and the monthly average exchange rate in the case of the Income Statement. Techpack's figures in Chilean pesos are included for reference. However, the following analysis is based on the company's financial statements in US dollars, as shown in the last two columns of the table.

### 3Q 2021 Results

During the third quarter of 2021, Techpack's operating income amounted to a loss of US\$493 thousand, slightly greater than the loss of US\$483 thousand reported in 3Q 2020, mainly due to an increment in administrative expenses.

Non-operating income for the quarter amounted to a loss of US\$3,211 thousand, down from the gain of US\$1,933 thousand reported in 3Q 2020, primarily explained by losses from exchange rate differences in the current quarter vis-à-vis a gain in the third quarter of 2020.

Discontinued operations reported a loss of US\$1 thousand in 3Q 2021, improving from the loss registered in 3Q 2020, and correspond mainly to maintenance expenses of the discontinued operations.

Thus, net income for 3Q 2021 reached a loss of US\$3,682 thousand, comparing unfavorably to the gain of US\$1,314 thousand reported in 3Q 2020, due mostly to unfavorable non-operating results during the quarter.



## FINANCIAL SEGMENT

The following table details the contribution of the investments in the Financial Segment during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
LQIF holding	(1,279)	(1.6)	(2,600)	(3.2)
Banking sector	22,585	27.8	47,136	58.1
<b>Total Financial Segment</b>	<b>21,306</b>	<b>26.2</b>	<b>44,536</b>	<b>54.9</b>

As of September 30, 2020 and 2021, Quiñenco's ownership of LQIF was 50.0%. LQIF's economic rights in Banco de Chile were 51.2% as of September 30, 2020 and 2021.

### LQIF Holding

#### 3Q 2021 Results

LQIF holding registered a loss of Ch\$5,199 million in 3Q 2021, substantially higher than the loss of Ch\$2,558 million reported in 3Q 2020, mainly explained by higher losses from the effect of inflation on financial obligations denominated in UFs, due to a higher variation of 1.27% in the UF in the current quarter vis-à-vis a 0.04% variation in 3Q 2020.

### Banking Sector

The Banking sector is comprised of Banco de Chile.

**BANCO DE CHILE**

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
Operating revenues	442,326	544.8	544,963	671.2
Provision for loan losses	(112,543)	(138.6)	(92,910)	(114.4)
Operating expenses	(208,773)	(257.1)	(218,466)	(269.1)
<b>Net income</b>	<b>88,238</b>	<b>108.7</b>	<b>184,235</b>	<b>226.9</b>
Loan portfolio	31,308,308	38,561.8	33,080,858	40,745.0
Total assets	45,329,873	55,831.8	49,218,423	60,621.3
Shareholders' equity	3,631,467	4,472.8	4,041,637	4,978.0
Net financial margin	3.5%		4.0%	
Efficiency ratio	47.2%		40.1%	
ROAE	9.8%		18.6%	
ROAA	0.8%		1.5%	

**3Q 2021 Results**

Banco de Chile reported net income of Ch\$184,235 million in the third quarter of 2021, increasing by 108.8% with respect to the third quarter of 2020. This growth is primarily explained by higher operating revenues, resulting mainly from higher inflation and, to a lesser extent, growth in customer income. Lower loan loss provisions also contributed to bottom line results, partly compensating an increase in operating expenses.

Operating revenues, which include net financial income, fee income and other operating income, increased 23.2% to Ch\$544,963 million in the third quarter of 2021. This variation is mainly explained by: higher revenues due to the favorable impact of greater inflation on the contribution of the Bank's net asset exposure to UFs, given an increase of 1.27% in the current quarter vis-à-vis 0.04% in 3Q 2020; a positive impact on revenues of the Bank's position in dollars to hedge US\$-denominated expenses given a 10.6% depreciation of the Chilean peso in 3Q 2021 compared to the 4.5% appreciation registered in 3Q 2020; annual growth in fee income, mainly from transactional services reflecting higher commercial activity compared to the prior period, and higher fee income from mutual funds in line with growth in AUM (assets under management), compensating a decrease in fees from insurance brokerage; and higher revenues from treasury management.

Provisions for loan losses amounted to Ch\$92,910 million, falling 17.4% from 3Q 2020. This reduction is primarily explained by a net credit quality improvement of Ch\$131 billion, mostly reflecting a temporary decrease in the levels of delinquency, mostly concentrated in the retail banking sector, influenced by better asset quality indicators and a higher comparison basis in 3Q 2020, which included the recalibration of group-based provisioning models, and to a lesser extent, in the wholesale banking segment. This improvement in net credit quality was partly compensated by higher additional provisions, due to the establishment of Ch\$50 billion during the current quarter along with the release of Ch\$43 billion in 3Q 2020, and also by a negative impact of the depreciation of the Chilean peso during the current quarter compared to the appreciation in 3Q 2020 on US\$-denominated loan loss allowances, and higher loan



loss provisions based on growth in loans, largely reflecting the rise of 5.7% in average loans, concentrated mostly in the retail banking segment.

Operating expenses increased by 4.6% to Ch\$218,466 million in 3Q 2021. This rise is mainly explained by greater personnel expenses, mainly reflecting higher bonuses and incentives related to the Bank's solid performance, increased severance payments derived from the organizational restructuring, and an increment in salaries and other benefits, offsetting a decline in headcount. Other operating expenses also increased, reflecting the release of loan loss allowances for cross border loans in 3Q 2020 and higher operational write-offs linked to the new Fraud Law for Banks passed in mid-2020, as did expenses related to security services, IT and communications. These effects were partially offset by lower expenses on outsourced services.

Income tax expense in the third quarter of 2021 increased by 58.1% to Ch\$48,689 million.

As of September 2021, the Bank's loan portfolio posted an annual expansion of 5.7%, placing the Bank as number 2 in total loans in the Chilean market. In the retail segment, loans grew 8.3%, boosted by personal banking loans, mostly corresponding to residential mortgage loans, together with a recovery in demand for consumer loans, and also by loans granted to SMEs. The wholesale segment, in turn, experienced a slight annual increase of 1.3%, mainly due to growth in loans managed by the corporate and wholesale units, offsetting a slight decline in loans to the middle market segment, mostly owing to a high basis of comparison in 3Q 2020, influenced by FOGAPE loans.

Banco de Chile is the second ranked bank in the country with a market share of 16.7% of total loans (excluding subsidiaries outside Chile), for the period ended September 30, 2021. Its return on average equity reached 18.6% in 3Q 2021.



**ENERGY SEGMENT**

The following table details the contribution of the investments in the Energy Segment during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
Enex	(3,806)	(4.7)	13,492	16.6
<b>Total Energy Segment</b>	<b>(3,806)</b>	<b>(4.7)</b>	<b>13,492</b>	<b>16.6</b>

As of March 31, 2020 Quiñenco controlled 100% of the energy segment. Starting the second quarter of 2020, Invexans owns 100% of Enex.

**ENEX<sup>6</sup>**

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
Sales	463,279	570.6	790,621	973.8
Operating income	3,970	4.9	25,475	31.4
<b>Net income Controller</b>	<b>(3,482)</b>	<b>(4.3)</b>	<b>13,492</b>	<b>16.6</b>
Total assets			1,425,003	1,755.1
Shareholders' equity			637,701	785.4

**3Q 2021 Results**

Enex's consolidated sales during 3Q 2021 reached Ch\$790,621 million, up by 70.7% from 3Q 2020, mainly due to higher volumes sold in the service station channel in Chile and the USA, and also in the industrial channel, reflecting a recovery with respect to the third quarter of 2020 which was strongly impacted by the pandemic, and also higher average fuel prices. The total volume dispatched by Enex during the quarter amounted to 1,156 thousand cubic meters, increasing 31.8% from 3Q 2020, of which 98% corresponds to fuels.

Gross income during the period reached Ch\$96,113 million, 60.6% above the Ch\$59,847 million reported in 3Q 2020, primarily boosted by the growth in sales, particularly in the service station channel, and also by a favorable impact of selling inventory at historical cost given increasing international reference prices during the current quarter in comparison to an adverse impact in 3Q 2020.

<sup>6</sup> Corresponds to the Energy segment, composed of Enex and related companies.



**Earnings release**

**Third quarter 2021**

Operating income during the quarter reached a gain of Ch\$25,475 million, improving substantially from the gain of Ch\$3,970 million reported in 3Q 2020, largely due to the growth in gross income explained above, and to some extent offset by higher selling and administrative expenses, mainly related to the higher sales volume. EBITDA amounted to Ch\$35,650 million in 3Q 2021, increasing 97.5% from Ch\$18,055 million in 3Q 2020.

Non-operating income amounted to a loss of Ch\$6,703 million in 3Q 2021, improving from the loss of Ch\$9,084 million reported in 3Q 2020, mostly explained by a lower loss from exchange rate differences in the current quarter vis-à-vis the third quarter of 2020.

Net income for 3Q 2021 amounted to Ch\$13,492 million, a significant improvement from the loss reported in 3Q 2020 which experienced a strong impact of the pandemic, primarily reflecting better operating results, and, to a much lesser extent, better non-operating results, partially compensated by income tax expense in the current quarter.



**TRANSPORT SEGMENT**

The following table details the contribution of the investments in the Transport Segment during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
CSAV	25,860	31.9	518,718	638.9
<b>Total Transport Segment</b>	<b>25,860</b>	<b>31.9</b>	<b>518,718</b>	<b>638.9</b>

As of September 30, 2020 and 2021, Quiñenco's ownership of CSAV was 61.8% and 66.5%, respectively. Quiñenco's proportionate share in CSAV's results is adjusted by the fair value accounting of this investment at Quiñenco. During 3Q 2020 and 3Q 2021 the adjustment was a lower result of Ch\$3 million and a lower result of Ch\$4 million, respectively.

**CSAV**

	3Q 20		3Q 21		3Q 20	3Q 21
	MCh\$	MUS\$	MCh\$	MUS\$	ThUS\$	ThUS\$
Sales	-	-	-	-	-	-
Operating income (loss)	(1,417)	(1.7)	(3,925)	(4.8)	(1,818)	(5,030)
Non-operating income	61,767	76.1	777,594	957.7	79,092	1,008,161
<b>Net income Controller</b>	<b>41,877</b>	<b>51.6</b>	<b>780,567</b>	<b>961.4</b>	<b>53,693</b>	<b>1,011,877</b>
Total assets			3,888,366	4,789.2		4,789,218
Shareholders' equity			3,264,018	4,020.2		4,020,221

CSAV reports its financial statements in US dollars and translates them to Chilean pesos for consolidation purposes based, in general terms, on the US\$/Ch\$ exchange rate at the end of the period in the case of the Balance Sheet, and the monthly average exchange rate in the case of the Income Statement. CSAV's figures in Chilean pesos are included for reference. However, the following analysis is based on the company's financial statements in US dollars, as filed with the CMF, as shown in the last two columns of the table. During January 2020 CSAV announced its decision to shut down the car carrier business, therefore this business has been classified as a discontinued activity in the income statement. The car carrier business ended its operations during July 2020.

**3Q 2021 Results**

CSAV's operating income amounted to a loss of US\$5.0 million in 3Q 2021, compared to a loss of US\$1.8 million in 3Q 2020, mainly due to higher provisions for administrative expenses.



**Earnings release**

**Third quarter 2021**

Non-operating income for the quarter amounted to a gain of US\$1,008.2 million, substantially greater than the gain of US\$79.1 million reported in 3Q 2020. This significant improvement is primarily due to CSAV's share in Hapag-Lloyd's results for the quarter, adjusted by CSAV's fair value accounting of this investment, which amounted to a gain of US\$1,010.1 million in 3Q 2021, compared to the gain of US\$85.3 million in 3Q 2020. At CSAV, financial costs were reduced by 67.5% in the current quarter.

Hapag-Lloyd reported a net gain of US\$3,368 million in the third quarter of 2021, increasing significantly from the gain of US\$288 million reported in 3Q 2020. The strong demand for exports from Asia, which led to operational challenges and port and inland congestions amid a still difficult context with the pandemic and its related restrictions, pushed up industry freight rates. In the case of Hapag-Lloyd, average freight rates increased by 106.0% in the 3Q 2021 compared to the same period in 2020, and transported volumes grew by 1.2%. Thus, quarterly revenues more than doubled reaching US\$7,394 million in the third quarter of 2021. Operating expenses, however, increased 26.3% in the current quarter, mainly due to higher transport expenses, primarily reflecting greater container handling expenses, resulting from congestions at ports and inland infrastructure, and higher bunker expenses. In all, Hapag-Lloyd's EBIT reached a gain of US\$3,451 million in 3Q 2021, well above the US\$402 million reported in 3Q 2020. EBITDA amounted to US\$3,923 million in 3Q 2021, up from US\$756 million in 3Q 2020, with the EBITDA margin reaching 53.1%.

Income tax at CSAV was a credit of US\$8.7 million in 3Q 2021, compared to an expense of US\$22.8 million in 3Q 2020. Thus, CSAV reported a net gain of US\$1,011.9 million in 3Q 2021, substantially greater than the gain of US\$53.7 million posted in 3Q 2020, primarily due to CSAV's share in Hapag-Lloyd's strong results for the quarter.





**PORT SERVICES SEGMENT**

The following table details the contribution of the investments in the Port Services Segment during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
SM SAAM	2,880	3.5	7,726	9.5
<b>Total Port Services Segment</b>	<b>2,880</b>	<b>3.5</b>	<b>7,726</b>	<b>9.5</b>

As of September 30, 2020 and 2021, Quiñenco's ownership of SM SAAM was 52.2% and 55.9%, respectively. Quiñenco's proportionate share in SM SAAM's results is adjusted by the fair value accounting of this investment at Quiñenco. During 3Q 2020 the adjustment was a lower result of Ch\$59 million and in 3Q 2021 the adjustment was a lower result of Ch\$378 million.

**SM SAAM**

	3Q 20		3Q 21		3Q 20	3Q 21
	MCh\$	MUS\$	MCh\$	MUS\$	ThUS\$	ThUS\$
Sales	105,942	130.5	148,534	182.9	135,692	192,587
Operating income	18,271	22.5	30,404	37.4	23,412	39,444
<b>Net income Controller</b>	<b>5,631</b>	<b>6.9</b>	<b>14,488</b>	<b>17.8</b>	<b>7,197</b>	<b>18,834</b>
Total assets			1,451,908	1,788.3		1,788,284
Shareholders' equity			638,236	786.1		786,102

SM SAAM reports its financial statements in US dollars and translates them to Chilean pesos for consolidation purposes based, in general terms, on the US\$/Ch\$ exchange rate at the end of the period in the case of the Balance Sheet, and the monthly average exchange rate in the case of the Income Statement. SM SAAM's figures in Chilean pesos are included for reference. However, the following analysis is based on the company's financial statements in US dollars, as filed with the CMF, as shown in the last two columns of the table.

**3Q 2021 Results**

In the third quarter of 2021 SM SAAM's consolidated sales reached US\$192.6 million, up by 41.9% from 3Q 2020, reflecting growth in all its divisions. Revenues from tug boats increased 35.5% due to a higher level of activity and the acquisition of Intertug. Revenues at Logistics jumped by 165.5% boosted by the consolidation with Aerosan and a recovery in the volume of imports. Port terminals, in turn, contributed with 23.6% growth in revenues, based on greater commercial activity, leading to a rise of 16% in container throughput, and increased additional services.



Consolidated revenues can be broken down as follows: Tug boats (46.3%), Ports (37.5%), Logistics (16.4%), and Corporate<sup>7</sup> (-0.2%).

Gross income amounted to US\$63.0 million, 56.1% higher than 3Q 2020, explained by growth in the three operating divisions, led by higher gross income at tug boats, boosted by the acquisition of Intertug, followed by logistics, mainly attributable to the consolidation with Aerosan, and port terminals, based on growth in container throughput. All three segments benefited from higher activity related to increasing imports. During 3Q 2021 operating income amounted to US\$39.4 million, up 68.5% from the gain reported in 3Q 2020, primarily reflecting the growth in gross income explained above, partly offset by higher selling and administrative expenses, also mainly attributable to the consolidation with Aerosan and the Intertug acquisition. SM SAAM's consolidated EBITDA<sup>8</sup> reached US\$69.3 million in 3Q 2021, increasing 43.5% over the same period in 2020, primarily boosted by growth in the logistics and tug boats segments, followed by port terminals.

Non-operating income amounted to a loss of US\$4.0 million, compared to a loss of US\$7.9 million in 3Q 2020. This lower loss is mainly explained by positive results from equity investments, based on improved results at port terminals in Chile, related to a recovery in volumes from the 3Q of 2020, negatively impacted by the pandemic. Also, a gain from exchange rate differences was registered in the current quarter, vis-à-vis a small loss during the same period in 2020. These favorable effects were to a small extent compensated by an increase in finance costs.

Income tax expense in 3Q 2021 increased 104.8% to US\$14.8 million.

Thus, SM SAAM reported net income of US\$18.8 million in 3Q 2021, increasing 161.7% from 3Q 2020, mainly due to favorable operating performance across all business segments in the current quarter, reflecting the increased stake in Aerosan, the acquisition of Intertug, and a recovery in volumes related to growing imports.

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<sup>7</sup> Corporate also includes eliminations and others.

<sup>8</sup> Corresponds to EBITDA reported by SM SAAM.



## OTHER SEGMENT

The following table details the contribution from investments in the Segment Other during 2020 and 2021 to Quiñenco's net income:

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
IRSA (CCU)	3,432	4.2	12,366	15.2
Quiñenco & other	(2,413)	(3.0)	(25,027)	(30.8)
<b>Total Segment Others</b>	<b>1,019</b>	<b>1.3</b>	<b>(12,661)</b>	<b>(15.6)</b>

As of September 30, 2020 and 2021, Quiñenco's ownership of CCU was 30.0% and 32.9%, respectively.

## CCU

	3Q 20		3Q 21	
	MCh\$	MUS\$	MCh\$	MUS\$
Sales	428,355	527.6	622,730	767.0
Operating income	28,564	35.2	78,768	97.0
<b>Net income (loss)</b>	<b>12,131</b>	<b>14.9</b>	<b>42,168</b>	<b>51.9</b>
Total assets			2,762,403	3,402.4
Shareholders' equity			1,405,741	1,731.4

### 3Q 2021 Results

CCU reports its results in accordance with the following three business segments: Chile, International Business, and Wine. Chile includes beer, non-alcoholic beverages, and spirits. The International Business segment includes beer, cider, non-alcoholic beverages, and spirits in Argentina, Uruguay, Paraguay and Bolivia. Wine includes the commercialization of wine, mainly in the export market. CCU's sales in the third quarter of 2021 increased by 45.4% compared to the third quarter of 2020, based on strong growth of 22.0% in consolidated sales volumes, resulting from a favorable environment for consumption and sound sales execution, and a 19.2% increase in average prices in terms of Chilean pesos. The Chile operating segment posted growth of 36.4% in sales, driven by an increment of 26.6% in sales volumes, and a 7.8% increase in average prices, due to a positive mix effect, based on good performance of premium beer brands, and revenue management initiatives. The International Business operating segment, in turn, reported a 106.6% rise in sales, based on a 71.8% increment in average prices in terms of Chilean pesos, as a result of revenue management initiatives, positive mix effects, and favorable effects related to hyperinflationary accounting, and a 20.3% increase in sales volumes, mostly boosted by Argentina. The Wine segment also posted an increase, with sales up a more modest 2.8%, based on 11.0% higher average prices, mostly reflecting a better mix in both the domestic and export markets, offsetting a decline of 7.4% in sales volumes, mainly owing to a contraction in exports, related to global difficulties in logistics.



Gross income increased by 54.1% to Ch\$292,581 million, primarily due to higher gross income in the Chile and International Business segments, slightly offset by a decline in the Wine operating segment. In the Chile segment, gross income went up 41.0% boosted by revenue growth, more than compensating a 4.6% rise in cost of sales per hectoliter, reflecting mix effects and higher costs of raw materials, partly mitigated by efficiencies in manufacturing. Gross income at the International Business segment jumped by 147.9%, reflecting the revenue growth with higher prices, compensating higher unit costs in terms of Chilean pesos, mainly due to higher USD-linked costs, higher raw material costs, and inflation. Gross income in the Wine segment fell 3.3%, despite growth in revenues, mostly due to a higher cost of wine and increased manufacturing costs. The gross margin as a percentage of sales increased from 44.3% in 3Q 2020 to 47.0% in 3Q 2021.

Operating income reached Ch\$78,768 million, up a strong 175.8% from 3Q 2020, based on the growth in gross income, partially offset by a 37.2% rise in MSD&A expenses, in line with the higher sales volume and marketing activities, although improving slightly as a percentage of sales reflecting initiatives to control expenses through the ExCCelencia CCU program in all operating segments. EBITDA<sup>9</sup> amounted to Ch\$101,472 million in 3Q 2021, increasing substantially from Ch\$59,487 million in 3Q 2020, primarily due to growth in the Chile operating segment and a strong improvement in the International Business operating segment, offsetting a decline in the Wine operating segment. The EBITDA margin improved from 13.9% in 3Q 2020 to 16.3% in 3Q 2021.

CCU reported a non-operating loss of Ch\$11,159 million, slightly greater than the loss of Ch\$10,457 million reported in 3Q 2020. The variation is mainly explained by greater losses from exchange rate differences vis-à-vis the third quarter of 2020, together with higher finance costs, partially compensated by higher finance income and a lower loss from equity investments, mainly attributable to Austral.

Net income for the third quarter of 2021 amounted to Ch\$42,168 million, significantly higher than the gain of Ch\$12,131 million reported in the same quarter of 2020, primarily due to improved operating performance in the Chile and International Business operating segments, boosted by growth in sales volumes, revenue management and positive mix effects, together with cost efficiencies, partially compensated by higher costs of raw materials. Strong operating performance was offset by a greater income tax expense in the current quarter, largely due to the increment in taxable Income.

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<sup>9</sup> EBITDA corresponds to EBITDA reported by CCU.



## QUIÑENCO and Others

### 3Q 2021 Results

The negative variation in Quiñenco and others is mainly explained at Quiñenco corporate level by the unfavorable impact of higher inflation in 3Q 2021 on indexed liabilities, and, to a lesser extent, by a lower income tax credit in the current quarter and greater other losses.

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All of Quiñenco's Earnings and Press Releases and other relevant information on the Company, including quarterly financial statements, are available for viewing on the Company's website:

[www.quinenco.cl](http://www.quinenco.cl)