

INDUSTRIAL MARKET OUTLOOK

CHILE | Q1 2023

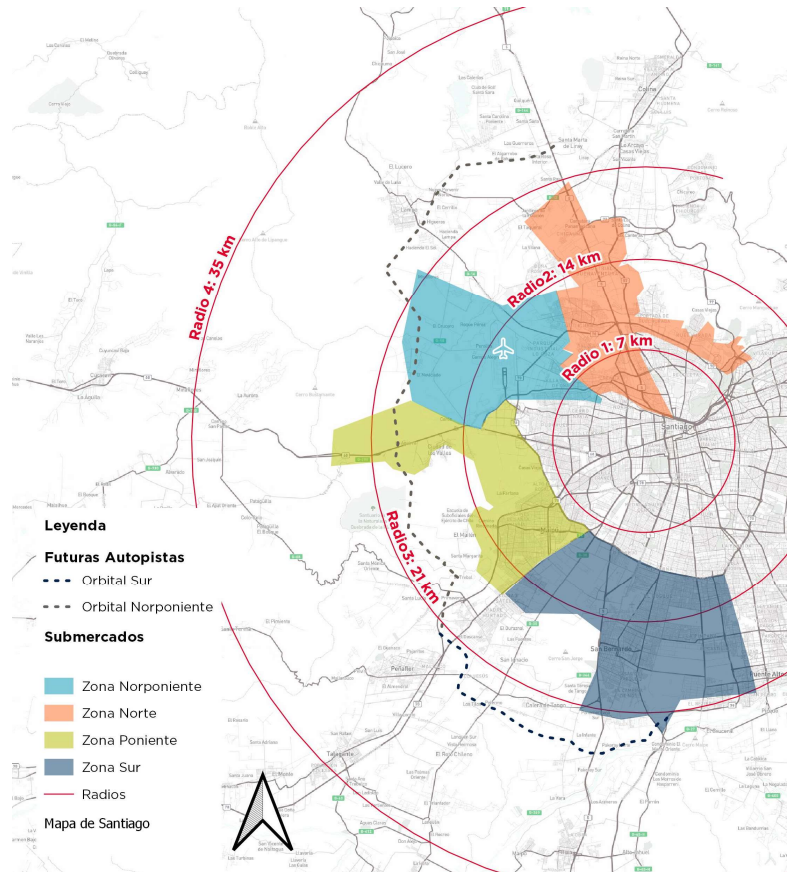
At the end of the first quarter of 2023, vacancy was 0.35%, an increase of 100% compared to the previous period, when vacancy rate reached 0.17%. Availability is still very low, since it corresponds to only 18,195 sqm total.

Availability has been increasing slightly due to the release of some small-format Class B warehouses, which are companies that have not renewed their contracts in these centers.

At the same time, contracts continue to be signed for pre-leasing warehouses under construction, since in view of the low vacancy, the available warehouses do not always meet the requirements of the companies that are looking for new space.

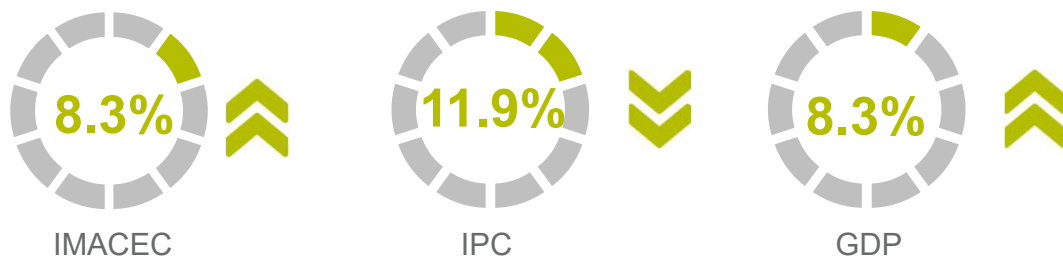
Currently, the projects under construction have a total vacancy rate of 52% and of these projects, those that will enter in 2023 have a vacancy rate of 23%, which is concentrated in the North-West zone, in radius 2 and 3, in other words, in the first 14 kilometers.

The quarter's production is 67,000 sqm, two Class A projects of important operators, one located in the North sector and the other in the North-West, both of which are fully leased..



Main economic indicators

In the first quarter, there was an increase in the Imacec and GDP and a decrease in inflation.



Sources:

Imacec: estimation that synthesizes economic activity in the different segments in a given month. Updated: December 2022.

IPC: an economic indicator that measures month-to-month changes in the prices of a sample basket of goods and services representative of urban household consumption: Update: February 2023.

GDP: Gross Domestic Product (GDP) is the standard measure of value added created through the production of goods and services in a country during a given period - December 2022.

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SUBMARKET PERFORMANCE

SUBMARKET / ZONE	INVENTORY (sqm)	AVAILABLE AREA (sqm)	OVERALL VACANCY(%)	UNDER CONSTRUCTION OR PROPOSED (sqm)	AVERAGE ASKING RENT (USD/sqm/Month)(*)
ZONA NORTE	809,259	11,752	1.45%	219,667	7.61
ZONA NORPONIENTE	1,681,143	4,295	0.26%	600,998	7.97
ZONA PONIENTE	2,028,409	490	0.02%	910,643	9.00
ZONA SUR	693,318	1,658	0.24%	370,140	9.36
TOTAL	5,212,129	18,195	0.35%	2,101,448	7.92

(*) Exchange rate, March 30th 2023, Dolar= CLP \$ 792. 1 UF= CLP \$ 35,577 USD \$ 45

Pricing, major events and opportunities

During this quarter, built warehouses available are decreasing to an asking lease price of 7.92 USD/sqm per month, approaching asking rent for projects under construction, which is currently at 7.38 USD/sqm.

At the end of 2022, asking rent for built warehouses was 8.69 USD/sqm, which is 16% higher than the value of the project under construction.

This quarter, the difference is 7%. This dynamic shows the industrial market is approaching a healthy vacancy, in which the tenant can negotiate and look for alternatives that better adjust to its storage requirements.

Vacancy is currently concentrated in Class B centers and the demand for projects under construction is focused on large areas of Class A logistics centers, which are mostly required by 3PL logistics operators. These are specialists who handle warehousing and transportation for companies that prefer to make the logistics chain more efficient in order to meet the increasingly demanding e-commerce requirements,

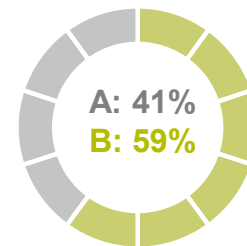


7.92 USD/ sqm/ mo
AVERAGE ASKING RENT
Q1 2023



0.35%
OVERALL VACANCY
Q1 2023

Warehouse classification



Future projections

For the first half of 2023, 231,973 sqm are expected to be added, corresponding to 6 new centers and 2 expansions of existing projects. Surface area is forecast to increase with a vacancy of approximately 8%, corresponding to a Class B center in the process of being reconverted.

The incoming surface area is evenly distributed between Class A and B projects, 40% of the participation is in the northeast area, with easy access to the Vespucio Norte highway.

456,659 sqm
UNDER CONSTRUCTION
DELIVERY IN 2023



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Radius analysis

INDICADOR	RADIUS 0 TO 7 KM LAST MILE	RADUS 7 TO 14 KM CIRCUMVALLATION	RADIUS 14 TO 21 KM AGRO-INDUSTRIAL ZONE	RADISU > TO 21 KM SUBURBAN CENTERS
Inventory (sqm)	43,801	4,010,004	1,090,324	68,000
Vacancy Q1. 2023	1.43%	0.18%	0.95%	0.00%
Asking rent (USD/sqm)*	9.0	8.28	7.52	-
Net Absortion T1. 2023 (m ²)	- 626	27,173	37,437	-
Under construction area (sqm)	27,000	564,405	157,613	-
Proposed area (sqm)	0	318,553	990,677	43,200

(*) Exchange rate, March 30th 2023, Dolar= CLP \$ 792. 1 UF= CLP \$ 35,577 USD \$ 45

Radius main indicators



990,677 sqm

PROPOSED

The 14- 21 km radius is the one with the largest area of projects in proposed status



0.35%

VACANCY

Vacancy increases slightly due to the temporary release of Class B warehouses.



564,405 sqm

UNDER CONSTRUCTION

The radius of 7 to 14 km has the largest area of projects under construction.



USD 9.0 / sqm

ASKING RENT

The highest rental value is located within the last mile radius (1 to 7 km).



The highest net absorption is observed this quarter in radius 3 (14 to 21 km), since despite the fact that there is a greater vacancy of spaces, a significant amount of new pre-leased space is entering the market.

This radius is also the one with the highest availability today, 10,348 sqm at an asking rental price of 8.28 USD/sqm.



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