

# 1Q21 Earnings Release

May 29th, 2021

#### 1Q21 Results Webcast

Thursday, June 3<sup>rd</sup>, 2021 13:00 EST (NY Time) 13:00 Santiago Time

Please register at: investor.empresascopec.cl

### **EBITDA**

EBITDA in 1Q21 was US\$693 million, increasing 55.2% YoY, largely because of increases at Arauco and Copec. QoQ, EBITDA improved 20.9%, also because of results in the companies mentioned.

### 1Q21 / 1Q20

The company posted net income of US\$229 million, increasing on that of US\$6 million YoY. That is explained by a better income performance of Arauco, Copec and Abastible, along with less negative non-operating income, mainly due to more favorable exchange rate differences, lower financial costs and other expenses.

### 1Q21 / 4Q20

Net income rose US\$110 million QoQ, on account of higher operating income in the forestry and fuels businesses. Non-operating income was more favorable, mainly explained by higher profits in associates.

### **Highlights**

In the Annual Shareholder's Meeting, a new board was elected for the next 3 years. Also, the 2021 investment plan was announced for a total of US\$1.88 billion. Regarding projects, Mina Justa started operations in March with first shipments expected in the second quarter of the year. The MAPA project had progress of 83% at the close of April. During May, Arauco subscribed an agreement for the sale of forest assets for US\$385.5 million and Abastible subscribed a contract to sell its stake in Gasmar.

# Net Debt / EBITDA

The leverage ratio dropped from 4.2x to 3.6x. It should be highlighted that this ratio had risen lately due to the effects of low pulp prices on EBITDA, the fallout of COVID-19 on fuel volumes and a period of heavy investment. Nonetheless, this situation has been reverted, due to a strong performance of the pulp, wood products and fuel businesses, along with a gradual completion of large investment projects.

|                                    | 1Q 21 | 4Q 20 | 1Q 20 | 1Q21 / 1Q20 | 1Q21 / 4Q20 | Accum 21 | Accum 20 | Chg. 21 / 20 |
|------------------------------------|-------|-------|-------|-------------|-------------|----------|----------|--------------|
| Revenues                           | 5,353 | 4,834 | 5,405 | (1.0%)      | 10.7%       | 5,353    | 5,405    | (1.0%)       |
| EBIT                               | 406   | 264   | 176   | 131.1%      | 54.0%       | 406      | 176      | 131.1%       |
| EBITDA*                            | 693   | 573   | 446   | 55.2%       | 20.9%       | 693      | 446      | 55.2%        |
| Non operating income               | (57)  | (83)  | (127) | 55.0%       | 31.0%       | (57)     | (127)    | 55.0%        |
| Total profit                       | 251   | 132   | 12    | 2,021.2%    | 90.6%       | 251      | 12       | 2021.2%      |
| Profit attributable to controllers | 229   | 118   | 6     | 3,499.4%    | 93.3%       | 229      | 6        | 3,499.4%     |
| Profit attributable to minority    | 22    | 13    | 5     | 305.5%      | 66.6%       | 22       | 5        | 305.5%       |
|                                    |       |       |       |             |             |          |          |              |
| EBITDA Margin                      | 12.9% | 11.8% | 8.3%  | 56.7%       | 9.2%        | 12.9%    | 8.3%     | 56.7%        |
| EBITDA / Net interest expenses     | 7.9   | 6.2   | 4.6   | 72.3%       | 26.6%       | 7.9      | 4.6      | 72.3%        |

 $^* \, \mathsf{EBITDA} = \mathsf{Operating} \, \mathsf{Income} \, + \mathsf{Depreciation} \, + \mathsf{Amortization} \, + \mathsf{Fair} \, \mathsf{value} \, \mathsf{cost} \, \mathsf{of} \, \mathsf{timber} \, \mathsf{harvested} \, \mathsf{value} \,$ 

Figures in US\$ million

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### SIMPLIFIED OWNERSHIP STRUCTURE





### **HIGHLIGHTS**

### **Empresas Copec announces Investment Plan**

The Ordinary Shareholders' Meeting was held on April 28, in which the company's investment plan for 2021 was announced. This envisages capital expenditures of US\$1.88 billion, and the forestry and fuels sectors will account for 65% and 30% of the total resources, respectively.

#### Sale of Forest Assets

On May 13, 2021, Forestal Arauco S.A., a subsidiary of Arauco, executed a Master Agreement, by means of which it agreed to sell to a third party, 461 forest properties that include a total of 80,489 hectares, of which 61,742 are productive hectares, for a total price of US\$385 million plus the corresponding Value Added Tax. The closing of the transaction is subject to compliance with conditions precedent that are customary for this type of transactions, including the authorization by the antitrust authorities. It has been preliminarily estimated that, should closing of the transaction occur, it will generate an after-tax profit of approximately US\$192.5 million.

### Agreement for the sale of Gasmar

In May, Abastible signed a contract agreeing to sell its entire 36.25% interest in Gasmar S.A. The share sale price will be determined considering an enterprise value of US\$422.5 million for 100% of such company, on a cash-free and debt-free basis, and such amount could alter due to the application of adjustments stipulated in the contract and usual for these kinds of transactions. The closing of this transaction is subject to some suspensive conditions, including the corresponding approval by the antitrust authority, which is expected to occur this year.

To date, it has been preliminarily assessed that this operation will have a positive effect on the income of Abastible of about US\$96.8 million before tax. Empresas Copec has a 99.2% shareholding of such subsidiary.

### **Changes to the Board of Directors**

The Ordinary Shareholders' Meeting voted on a new board of directors for the 2021-2024 period. Roberto Angelini, Jorge Andueza, Manuel Bezanilla, Juan Edgardo Goldenberg, Andrés Lehuedé and Francisco León were re-elected. After years of valuable contribution, Andrés Bianchi, Gabriel Bitrán and Arnaldo Gorziglia left the Board of Directors. In their places, Marcela Achurra, Karin Jürgensen and Maurizio Angelini were elected, all of them outstanding professionals in their law, economy and architecture fields, respectively. These changes give shape to a board of directors that is more diverse regarding gender, skills, experience and age.

### Mina Justa Project

Mina Justa started up in March 2021. During the last few weeks started accumulating inventory, and the first shipments are expected to be in the second quarter, in a very positive price scenario. It is estimated that over 100 thousand tons will be produced and sold throughout 2021. The total project investment reached approximately US\$1.6 billion.

### **MAPA Project Progress**

MAPA Project overall progress as of the end of April 2021 was 83%. Work on the marine outfall was recently completed, as well as on the high voltage transmission line. Hydraulic test of the power boiler was completed, and the construction works continue.

It is estimated that the startup will take place during the fourth quarter of 2021, amid an optimistic pulp price scenario and with collaborators' health and safety being the main priorities.

### Capital Contribution to Arauco

In May 2021, Empresas Copec subscribed and paid its part of a capital contribution of US\$200 million to Arauco. This amount is in addition to the US\$250 million provided in September 2020. The aim of the capital increase is to help finance projects and bolster the company's financial standing.





**1Q21 / 1Q20.** The **net income** attributable to the controller's owners, net of minority interests, was US\$229 million in 1Q21, increasing US\$222 million YoY. That was mainly because of operating income climbing US\$230 million, and less negative non-operating income of US\$70 million, partly offset by higher tax of US\$61 million.

In the **forestry business**, Arauco posted an increase in revenues, due to higher pulp prices and volumes in 2021.

The **fuels business** had an operating income increase, mainly at Copec Chile and Terpel, on account of better margins, partly related to a higher revaluation of inventories and the local currency appreciation effect when consolidating the income in dollars. Mapco had lower operating income from a drop in volume. Abastible posted higher operating income YoY, explained by a better performance of its operations in Chile and Colombia, along the local currency appreciation effect.

The company's **gross profit** rose 31.7% amounting to US\$957 million, which mainly came from Arauco accounting for US\$449 million; Copec for US\$392 million; Abastible for US\$84 million; Igemar for US\$21 million; and Sonacol for US\$11 million.

**Non-operating income** was less negative than in 2020, because of more favorable exchange rate differences of US\$25 million and lower other expenses and financial costs of US\$19 million and US\$12 million, respectively.

| Income Statement                             | 1Q 21   | 4Q 20   | 1Q 20   | 1Q21 / 1Q20 | 1Q21 / 4Q20 | Accum 21 | Accum 20 | Chg. 21 / 20 |
|--|---------|---------|---------|-------------|-------------|----------|----------|--------------|
| Revenues                                     | 5,353   | 4,834   | 5,405   | (1.0%)      | 10.7%       | 5,353    | 5,405    | (1.0%)       |
| Cost of sales                                | (4,397) | (3,963) | (4,679) | 6.0%        | (10.9%)     | (4,397)  | (4,679)  | 6.0%         |
| Administration & distribution expenses       | (551)   | (607)   | (551)   | (0.0%)      | 9.3%        | (551)    | (551)    | (0.0%)       |
| Operating Income                             | 406     | 264     | 176     | 131.1%      | 54.0%       | 406      | 176      | 131.1%       |
| Other income                                 | 84      | 121     | 73      | 15.4%       | (30.5%)     | 84       | 73       | 15.4%        |
| Other expenses                               | (43)    | (58)    | (62)    | 30.5%       | 25.9%       | (43)     | (62)     | 30.5%        |
| Other gains (losses)                         | (1)     | (2)     | (1)     | (3.9%)      | 78.3%       | (1)      | (1)      | (3.9%)       |
| Financial cost                               | (97)    | (101)   | (108)   | 10.7%       | 4.7%        | (97)     | (108)    | 10.7%        |
| Financial revenues                           | 9       | 9       | 11      | (18.0%)     | (7.1%)      | 9        | 11       | (18.0%)      |
| Share of profits of associates               | 6       | (39)    | (4)     | 242.9%      | 115.7%      | 6        | (4)      | 242.9%       |
| Foreign exchange differences                 | (7)     | (4)     | (31)    | 78.1%       | (81.4%)     | (7)      | (31)     | 78.1%        |
| Other results                                | (9)     | (8)     | (4)     | (125.3%)    | (12.3%)     | (9)      | (4)      | (125.3%)     |
| Non Operational income                       | (57)    | (83)    | (127)   | 55.0%       | 31.0%       | (57)     | (127)    | 55.0%        |
| Income tax expense                           | (98)    | (49)    | (36)    | (167.9%)    | (100.0%)    | (98)     | (36)     | (167.9%)     |
| Total profit                                 | 251     | 132     | 12      | 2,021.2%    | 90.6%       | 251      | 12       | 2021.2%      |
| Profit attributable to controllers           | 229     | 118     | 6       | 3,499.4%    | 93.3%       | 229      | 6        | 3,499.4%     |
| Profit attributable to minority              | 22      | 13      | 5       | 305.5%      | 66.6%       | 22       | 5        | 305.5%       |
|  |         |         |         |             |             |          |          |              |
| EBIT   | 406     | 264     | 176     | 131.1%      | 54.0%       | 406      | 176      | 131.1%       |
| Depreciation & Amortization, and adjustments | 216     | 235     | 204     | 6.0%        | (8.0%)      | 216      | 204      | 6.0%         |
| Fair value cost of timber harvested          | 71      | 74      | 67      | 5.7%        | (4.8%)      | 71       | 67       | 5.7%         |
| EBITDA                                       | 693     | 573     | 446     | 55.2%       | 20.9%       | 693      | 446      | 55.2%        |

Figures in US\$ million



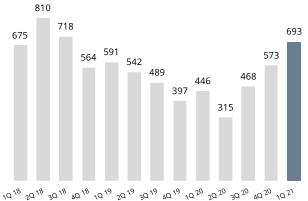
**1Q21** / **4Q20**. **Net income** rose US\$111 million QoQ, explained by higher operating and non-operating income.

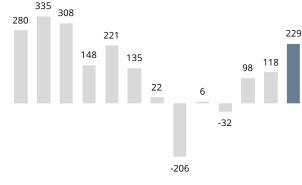
The **forestry business** had a 4.0% increase in EBITDA, due to higher pulp prices and a better performance of the wood product business.

The **fuels business** EBITDA increased 42.4% measured in US dollars, explained by an increase of 50.7% and 4.5% at Copec and Abastible, respectively.

**Non-operating income** increased US\$26 million, because of a higher share of the earnings of associates and lower other expenses. That was partly offset by a decrease in other income.

# EBITDA 10





**Net Income** 

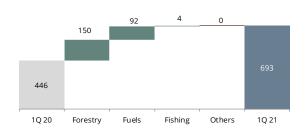
 $10^{18} \ 20^{18} \ 30^{18} \ 40^{18} \ 10^{19} \ 20^{19} \ 30^{19} \ 40^{19} \ 10^{20} \ 20^{20} \ 30^{20} \ 40^{20} \ 10^{21}$ 

Figures in US\$ million

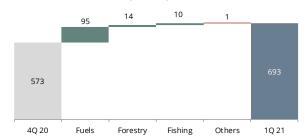


|           | 1Q 21 | 4Q 20 | 1Q 20 | 1Q21 / 1Q20 | 1Q21 / 4Q20 | Accum 21 | Accum 20 | Var 21 / 20 |
|-----------|-------|-------|-------|-------------|-------------|----------|----------|-------------|
| EBITDA    |       |       |       |             |             |          |          |             |
| Forestry  | 365   | 351   | 215   | 69.8%       | 4.0%        | 365      | 215      | 69.8%       |
| Fuels     | 319   | 224   | 227   | 40.8%       | 42.4%       | 319      | 227      | 40.8%       |
| Copec     | 265   | 176   | 176   | 50.8%       | 50.7%       | 265      | 176      | 50.8%       |
| Abastible | 40    | 39    | 37    | 9.0%        | 4.5%        | 40       | 37       | 9.0%        |
| Sonacol   | 13    | 9     | 14    | (1.7%)      | 43.8%       | 13       | 14       | (1.7%)      |
| Fishing   | 12    | 3     | 9     | 44.3%       | 362.0%      | 12       | 9        | 44.3%       |
| Others    | (4)   | (5)   | (4)   | (0.3%)      | 23.4%       | (4)      | (4)      | 0.3%        |
| TOTAL     | 693   | 573   | 446   | 55.2%       | 20.9%       | 693      | 446      | 55.2%       |
|           |       |       |       |             |             |          |          |             |
| CAPEX     |       |       |       |             |             |          |          |             |
| Forestry  | 340   | 457   | 445   | (23.7%)     | (25.6%)     | 340      | 445      | (23.7%)     |
| Fuels     | 73    | 121   | 93    | (21.5%)     | (39.7%)     | 73       | 93       | (21.5%)     |
| Fishing   | 4     | 4     | 1     | 215.0%      | 112.8%      | 4        | 1        | 215.0%      |
| Others    | 41    | 30    | 45    | (9.7%)      | 36.6%       | 41       | 45       | (9.7%)      |
| TOTAL     | 458   | 612   | 585   | (21.7%)     | (25.1%)     | 458      | 585      | (21.7%)     |

# EBITDA change by business (1Q 21 v/s 1Q 20) (MMUS\$)



# EBITDA change by business (1Q 21 v/s 4Q 20) (MMUS\$)





### CONSOLIDATED BALANCE SHEET ANALYSIS

Consolidated **current assets** in 1Q21 dropped 1.1% on those as of December 31, 2020. That is explained by a decrease in cash and cash equivalents at Arauco from investments in the MAPA project, and at Copec, along with lower current tax assets and mainly at Arauco. That was partly offset by higher trade receivable at Copec.

**Non-current assets** in 1Q21 dropped 1,1% on those at the close of December 2020. That was mainly due to lower biological assets at Arauco and a decrease in property, plant and equipment at Copec and Abastible, partly because of foreign exchange effects. That was partly offset by higher investment in associates.

Total **current liabilities** rose 4.2% compared to those at the close of 2020. There was an increase in other current financial liabilities of Arauco and Igemar, partly offset by decreases at Copec and Abastible. There were also higher other current non-financial liabilities at the parent company, explained by the provision for dividends payable.

**Non-current liabilities** dropped 3.8%, due to lower other financial liabilities at Arauco and Copec, partly offset by an increase at Abastible.

Altogether, the company's shareholders' equity rose 0.3% on that as of December 31, 2020, mainly because of an increase in retained earnings, partly offset by lower other reserves.

The hedging of financial expenses increased due to a higher EBITDA.

| Simplified Balance Sheet Statement | Mar-21 | Dec-20 | Chg. 21 / 20 |
|------------------------------------|--------|--------|--------------|
| Current assets                     | 6,718  | 6,796  | (1.2%)       |
| Non-current assets                 | 18,181 | 18,378 | (1.1%)       |
| TOTAL ASSETS                       | 24,899 | 25,174 | (1.1%)       |
|                                    |        |        |              |
| Short term financial debt          | 791    | 767    | 3.1%         |
| Other current liabilities          | 2,164  | 2,074  | 4.3%         |
| Total current liabilities          | 2,955  | 2,842  | 4.0%         |
| Long term financial debt           | 8,651  | 9,061  | (4.5%)       |
| Other non-current liabilities      | 2,195  | 2,212  | (0.8%)       |
| Total non-current liabilities      | 10,846 | 11,272 | (3.8%)       |
| TOTAL LIABILITIES                  | 13,801 | 14,114 | (2.2%)       |
|                                    |        |        |              |
| Non-controlling interests          | 459    | 481    | (4.5%)       |
| Shareholder's Equity               | 10,638 | 10,580 | 0.6%         |
| TOTAL EQUITY                       | 11,097 | 11,060 | 0.3%         |
|                                    |        |        |              |
| Leverage*                          | 0.67   | 0.68   | (1.4%)       |
| Net financial debt                 | 7,407  | 7,488  | (1.1%)       |
| ROCE**                             | 6.3%   | 4.9%   | 1.4%         |

Figures in US\$ million

\* Leverage = Net financial debt / Total equity

\*\* ROCE = (Anualized EBIT +Gain from changes in fair value of biological assets +Financial income) / [Total current assets - Total current liabilities +Non-current biological assets +Property, Plant and Equipment - Net non-current assets classified as held for sale)

### **CASH FLOW STATEMENT ANALYSIS**

The **operating cash flow** as of March 2021 increased on the previous year, due to lower payments to suppliers at Copec, along with higher charges from sales at Arauco. That was partly offset by lower charges from sales at Copec.

The **investing cash flow** had lower cash outlays, largely due to the investment in property, plant and equipment at Arauco, and higher flows from the loss of control of subsidiaries.

The **financing cash flow** had a negative change, mainly explained by lower proceeds from loans at Arauco and Copec, along with higher loan payments at Arauco. That was offset by higher proceeds from loans at Abastible.

| CASH FLOW STATEMENT                                  | mar-21 | mar-20 | Chg. 21 / 20 |
|--|--------|--------|--------------|
| Cash flows from (used in) operating activities       | 468    | (56)   | 934.1%       |
| Cash flows from (used in) investing activities       | (345)  | (573)  | 39.7%        |
| Cash flows from (used in) financing activities       | (334)  | 273    | (222.2%)     |
| Net increase (decrease) in cash and cash equivalents | (211)  | (355)  | 40.7%        |

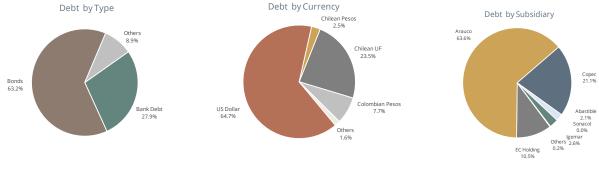
Figures in million US\$



### **DEBT ANALYSIS**

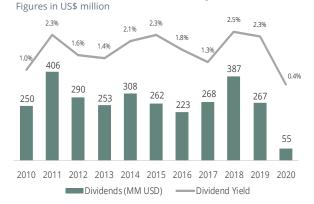
Total financial debt: MMU\$ 9,443 Cash and equivalents: MMU\$ 2,036

Net debt: MMU\$ 7,407





### Dividend distribution and dividend yield\*

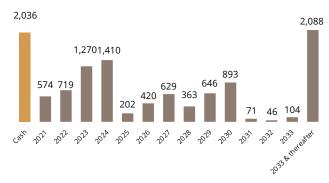


\*Dividend Yield is calculated based on dividends paid per calendar year. Market value and exchange rate at the end of each period

exchange rate at the end of each period
\*\* Dividends paid by Empresas Copec on a calendar year basis

### Financial debt maturities

Figures in US\$ million



| International Risk Rating |   |
|---------------------------|---|
| Fitch Ratings             | BBB / stable outlook                        |
| Standard and Poor's       | BBB- / stable outlook                       |
| Domestic Risk Rating      |   |
| Feller-Rate               | AA / stable / 1 <sup>st</sup> Class Level 1 |
| Fitch Ratings             | AA-/ stable / 1 <sup>st</sup> Class Level 1 |



# BREAKDOWN BY OPERATING SEGMENTS (Accumulated as of March 2021)

| Figures as of March 2021                         | Arauco     | Copec     | Abastible | Sonacol | Igemar  | Others*   | Subtotal   | Elimin.  | Total      |
|--|------------|-----------|-----------|---------|---------|-----------|------------|----------|------------|
| Revenues from external clients                   | 1,346,703  | 3,647,321 | 296,883   | 10,240  | 52,012  | 152       | 5,353,311  | =        | 5,353,311  |
| Revenues between segments                        | -          | 22,217    | 3,157     | 7,223   | -       | 248       | 32,845     | (32,845) | -          |
| Interest Income                                  | 6,834      | 1,243     | 209       | 2       | 76      | 365       | 8,729      | -        | 8,729      |
| Interest Expense                                 | (60,993)   | (25,827)  | (4,302)   | (638)   | (1,874) | (2,882)   | (96,516)   | -        | (96,516)   |
| Interest expense, net                            | (54,159)   | (24,584)  | (4,093)   | (636)   | (1,798) | (2,517)   | (87,787)   | -        | (87,787)   |
| Income (loss) from the reporting segment         | 102,368    | 131,472   | 12,116    | 6,981   | 2,509   | (4,462)   | 250,984    | -        | 250,984    |
| EBIT   | 167,633    | 198,618   | 24,170    | 10,723  | 8,964   | (4,214)   | 405,894    | -        | 405,894    |
| Depreciation                                     | 122,705    | 47,654    | 13,577    | -       | 3,324   | 119       | 187,379    | -        | 187,379    |
| Amortization                                     | 4,025      | 19,195    | 2,598     | -       | 153     | 6         | 25,977     | -        | 25,977     |
| Fair value cost of timber harvested              | 70,813     | -         | -         | -       | -       | -         | 70,813     | -        | 70,813     |
| EBITDA   | 365,176    | 265,467   | 40,345    | 10,723  | 12,441  | (4,089)   | 690,063    | 2,650    | 692,713    |
| Share in income (loss) of associates             | 2,498      | 481       | 314       | -       | (2,037) | 4,916     | 6,172      | -        | 6,172      |
| Income (expense) from income taxes               | (42,644)   | (47,647)  | (5,437)   | (2,600) | (1,151) | 1,942     | (97,537)   | -        | (97,537)   |
| Investments by segment                           |            |           |           |         |         |           |            |          |            |
| Payments for acq. prop., plant and equip.        | 256,891    | 44,068    | 16,257    | 2,248   | 4,322   | (11)      | 323,775    | -        | 323,775    |
| Acquisition other long term assets               | 77,961     | -         | -         | -       | -       | -         | 77,961     | -        | 77,961     |
| Payments for acq. affiliates and associates      | 2,254      | 3,000     | -         | -       | -       | 41,000    | 46,254     | -        | 46,254     |
| Purchase of intangible assets                    | 2,830      | 7,362     | 201       | -       | -       | -         | 10,393     | -        | 10,393     |
| Other Payments for Investments                   | -          | -         | -         | -       | -       | -         | -          | -        | -          |
| Total investments                                | 339,936    | 54,430    | 16,458    | 2,248   | 4,322   | 40,989    | 458,383    | -        | 458,383    |
| Country of origin of operating revenue           |            |           |           |         |         |           |            |          |            |
| Operating revenues - local (chile)               | 594,728    | 1,876,715 | 132,737   | 10,240  | 52,012  | 152       | 2,666,584  | -        | 2,666,584  |
| Operating revenues - foreign (foreign companies) | 751,975    | 1,770,606 | 164,146   | -       | -       | -         | 2,686,727  | -        | 2,686,727  |
| Total operating revenues                         | 1,346,703  | 3,647,321 | 296,883   | 10,240  | 52,012  | 152       | 5,353,311  | -        | 5,353,311  |
| Assets by segment                                | 15,847,055 | 5,673,209 | 1,268,848 | 290,156 | 520,605 | 1,299,008 | 24,898,881 |          | 24,898,881 |
| Equity method investments                        | 307,904    | 5,370     | 6,396     | -       | 180,653 | 588,095   | 1,088,418  | -        | 1,088,418  |
| Liabilities by segments                          | 8,382,444  | 3,767,255 | 766,078   | 190,774 | 312,426 | 382,449   | 13,801,426 | =        | 13,801,426 |
| Country of origin of non-current assets          |            |           |           |         |         |           |            |          |            |
| Nacionalidad activos no corrientes               | 8,404,142  | 1,698,039 | 522,220   | -       | 374,376 | 824,944   | 11,823,721 | -        | 11,823,721 |
| Foreign  | 3,984,166  | 1,889,420 | 483,666   | -       | -       | -         | 6,357,252  | -        | 6,357,252  |
| Total non current assets                         | 12,388,308 | 3,587,459 | 1,005,886 | -       | 374,376 | 824,944   | 18,180,973 | -        | 18,180,973 |

\*Includes Alxar, Empresas Copec parent company and others Figures in thousand US\$

# **Breakdown by country**

|                    | Chile      | Colombia  | USA/Canada | Panama  | Argentina | Brazil  | Uruguay   | Ecuador | Dominican<br>Republic | Peru    | México  | Spain  | Total                |
|--------------------|------------|-----------|------------|---------|-----------|---------|-----------|---------|-----------------------|---------|---------|--------|----------------------|
| Revenues           | 2,666,584  | 1,012,247 | 758,427    | 182,154 | 111,273   | 131,468 | 103,476   | 72,479  | 117,631               | 85,396  | 112,176 | -      | 5,353,311            |
| Non current assets | 11,823,721 | 835,137   | 1,389,953  | 263,654 | 726,377   | 642,462 | 1,718,367 | 78,409  | 2,971                 | 557,253 | 131,758 | 10,911 | 18,180,973           |
|                    |            |           |            |         |           |         |           |         |                       |         |         | Figu   | res in thousand US\$ |



# BREAKDOWN BY OPERATING SEGMENTS (Accumulated as of March 2020)

| Figures as of March 2020                         | Arauco     | Copec     | Abastible | Sonacol | Igemar  | Others*   | Subtotal   | Elimin.  | Total      |
|--|------------|-----------|-----------|---------|---------|-----------|------------|----------|------------|
| Revenues from external clients                   | 1,127,123  | 3,966,085 | 250,807   | 10,878  | 49,801  | 133       | 5,404,827  | -        | 5,404,827  |
| Revenues between segments                        | 43         | 16,070    | 1,554     | 6,486   | -       | 238       | 24,391     | (24,391) | -          |
| Interest Income                                  | 7,207      | 1,795     | 371       | 11      | 110     | 1,156     | 10,650     | -        | 10,650     |
| Interest Expense                                 | (71,782)   | (28,807)  | (4,369)   | (738)   | (2,094) | (328)     | (108,118)  | -        | (108,118)  |
| Interest expense, net                            | (64,575)   | (27,012)  | (3,998)   | (727)   | (1,984) | 828       | (97,468)   | -        | (97,468)   |
| Income (loss) from the reporting segment         | (29,706)   | 62,225    | (542)     | 9,079   | (4,763) | (24,461)  | 11,832     | -        | 11,832     |
| EBIT   | 22,674     | 116,746   | 21,460    | 13,601  | 5,329   | (4,197)   | 175,613    | -        | 175,613    |
| Depreciation                                     | 121,882    | 41,840    | 13,091    | -       | 3,187   | 120       | 180,120    | -        | 180,120    |
| Amortization                                     | 3,529      | 17,509    | 2,454     | -       | 106     | -         | 23,598     | -        | 23,598     |
| Fair value cost of timber harvested              | 67,024     | -         | -         | -       | -       | -         | 67,024     | -        | 67,024     |
| EBITDA   | 215,109    | 176,095   | 37,005    | 13,601  | 8,622   | (4,077)   | 446,355    | -        | 446,355    |
| Share in income (loss) of associates             | 1,553      | 808       | 641       | -       | (3,459) | (3,863)   | (4,320)    | -        | (4,320)    |
| Income (expense) from income taxes               | 9,761      | (33,112)  | (17,109)  | (3,395) | 81      | 7,360     | (36,414)   | -        | (36,414)   |
| Investments by segment                           |            |           |           |         |         |           |            |          |            |
| Payments for acq. prop., plant and equip.        | 356,758    | 63,716    | 14,567    | 3,582   | 1,372   | -         | 439,995    | -        | 439,995    |
| Acquisition other long term assets               | 67,547     | -         | 2,422     | -       | -       | -         | 69,969     | -        | 69,969     |
| Payments for acq. affiliates and associates      | 15,090     | -         | 1,762     | -       | -       | 45,240    | 62,092     | -        | 62,092     |
| Purchase of intangible assets                    | 6,084      | 6,987     | 159       | -       | -       | 175       | 13,405     | -        | 13,405     |
| Total investments                                | 445,479    | 70,703    | 18,910    | 3,582   | 1,372   | 45,415    | 585,461    |          | 585,461    |
| Country of origin of operating revenue           | -          | -         | -         | -       | -       | -         | -          | -        | -          |
| Operating revenues - local (chile)               | 577,785    | 2,059,027 | 102,779   | 10,878  | 49,801  | 133       | 2,800,403  | -        | 2,800,403  |
| Operating revenues - foreign (foreign companies) | 549,338    | 1,907,058 | 148,028   | -       | -       | -         | 2,604,424  | -        | 2,604,424  |
| Total operating revenues                         | 1,127,123  | 3,966,085 | 250,807   | 10,878  | 49,801  | 133       | 5,404,827  | -        | 5,404,827  |
| Assets by segment                                | 15,876,545 | 5,197,435 | 1,219,177 | 249,160 | 514,808 | 1,104,037 | 24,161,162 |          | 24,161,162 |
| Equity method investments                        | 288,070    | 9,606     | 5,686     | -       | 183,302 | 529,952   | 1,016,616  | -        | 1,016,616  |
| Liabilities by segments                          | 8,884,457  | 3,458,083 | 754,207   | 163,321 | 313,625 | 22,105    | 13,595,798 | -        | 13,595,798 |
| Country of origin of non-current assets          | -          | -         | -         |         | -       | -         | -          |          | -          |
| Nacionalidad activos no corrientes               | 8,079,548  | 1,584,226 | 449,360   | -       | 373,452 | 748,170   | 11,234,756 | -        | 11,234,756 |
| Foreign  | 4,163,862  | 1,822,860 | 497,481   | -       | -       | -         | 6,484,203  | -        | 6,484,203  |
| Total non current assets                         | 12,243,410 | 3,407,086 | 946,841   | -       | 373,452 | 748,170   | 17,718,959 | -        | 17,718,959 |

\*Includes Alxar, Empresas Copec parent company and other

Figures in thousand US\$

# Breakdown by country

|                    | Chile      | Colombia  | USA/Canada | Panama  | Argentina | Brazil  | Uruguay   | Ecuador | Dominican<br>Republic | Peru    | Mexico  | Spain | Total      |
|--------------------|------------|-----------|------------|---------|-----------|---------|-----------|---------|-----------------------|---------|---------|-------|------------|
| Revenues           | 2,800,403  | 1,196,138 | 621,666    | 162,867 | 86,096    | 109,368 | 82,716    | 132,316 | 36,463                | 79,798  | 96,996  | -     | 5,404,827  |
| Non current assets | 11,234,756 | 759,749   | 826,107    | 615,750 | 769,942   | 729,725 | 1,721,156 | 284,818 | 263,403               | 389,860 | 120,010 | 3,683 | 17,718,959 |



| STATEMENT OF COMPREHENSIVE INCOME BY FUNCTION   | Mar-21      | Mar-20      | Chg. 21 / 20 |
|---|-------------|-------------|--------------|
|   |             |             |              |
| Revenue   | 5,353,311   | 5,404,827   | (1.0%)       |
| Cost of sales   | (4,396,704) | (4,678,538) | (6.0%)       |
| Gross profit  | 956,607     | 726,289     | 31.7%        |
| Other income  | 83,796      | 72,604      | 15.4%        |
| Distribution costs  | (293,786)   | (310,650)   | (5.4%)       |
| Administrative expenses   | (256,927)   | (240,026)   | 7.0%         |
| Other expense   | (43,300)    | (62,320)    | (30.5%)      |
| Other gains (losses)  | (527)       | (507)       | 3.9%         |
| Finance income  | 8,729       | 10,650      | (18.0%)      |
| Financial costs   | (96,516)    | (108,118)   | (10.7%)      |
| Share of profit (loss) of associates and joint ventures accounted for using equity method | 6,172       | (4,320)     | (242.9%)     |
| Foreign exchange differences  | (6,894)     | (31,435)    | (78.1%)      |
| Gains (losses) on net monetary position   | (8,833)     | (3,921)     | 125.3%       |
| Profit (loss) before tax  | 348,521     | 48,246      | 622.4%       |
| Income tax expense  | (97,537)    | (36,414)    | 167.9%       |
| Profit (loss) from continuing operations  | 250,984     | 11,832      | 2021.2%      |
| Profit (loss) from discontinued operations  |             |             |              |
| Profit (loss)   | 250,984     | 11,832      | 2021.2%      |
|   |             |             |              |
| Profit (loss), attributable to  |             |             |              |
| Profit (loss), attributable to owners of parent   | 228,781     | 6,356       | 3499.4%      |
| Profit (loss), attributable to non-controlling interests                                  | 22,203      | 5,476       | 305.5%       |
| Total profit (loss)   | 250,984     | 11,832      | 2021.2%      |



| STATEMENT OF COMPREHENSIVE INCOME  | Mar-21    | Mar-20    | Chg. 21 / 20 |
|--|-----------|-----------|--------------|
| Profit (loss)  | 250,984   | 11,832    | 2021.2%      |
| Other comprehensive income that will not be reclassified to profile                                    | 2,449     | 131       | 1769.5%      |
| Gains (losses) on exchange differences on translation, before tax                                      | (151,700) | (490,980) | 69.1%        |
| Other comprehensive income, before tax, exchange differences on translation                            | (151,700) | (490,980) | 69.1%        |
| Reclassification adjustments on available-for-sale financial assets, before tax                        | 0         | 0         | -            |
| Cash flow hedges   | 0         | 0         | -            |
| Reclassification adjustments on cash flow hedges, before tax   | 39,112    | (132,460) | 129.5%       |
| Other comprehensive income, before tax, cash flow hedges   | (275)     | (2,797)   | 90.2%        |
| Other comprehensive income, before tax, gains (losses) on revaluation                                  | 38,837    | (135,257) | 128.7%       |
| Other comprehensive income, before tax, actuarial gains (losses) on defined benefit plans              | 1,435     | 0         | -            |
| Share of other comprehensive income of associates and joint ventures accounted for using equity method | (23)      | (634)     | 96.4%        |
| Other comprehensive income, before tax   | (92)      | (85)      | (8.2%)       |
| Income tax relating to components of other comprehensive income  | 7,195     | (1,429)   | 603.5%       |
| Income tax relating to defined benefit plans of other comprehensive income                             | (104,348) | (628,385) | 83.4%        |
| Income tax relating to cash flow hedges of other comprehensive income                                  | (308)     | 1,264     | (124.4%)     |
| Income tax relating to defined benefit plans of other comprehensive income                             | (8,150)   | 33,769    | (124.1%)     |
| Aggregated income tax relating to components of other comprehensive income                             | (579)     | (44)      | (1215.9%)    |
| Other comprehensive income   | (110,936) | (593,265) | 81.3%        |
| Total comprehensive income   | 140,048   | (581,433) | 124.1%       |
|  |           |           |              |
| Comprehensive income, attributable to owners of parent   | 141,833   | (543,183) | 126.1%       |
| Comprehensive income, attributable to non-controlling interests  | (1,785)   | (38,250)  | 95.3%        |



| BALANCE SHEET - ASSETS  | Mar-21     | Dec-20     | Chg. 21 / 20 |
|---|------------|------------|--------------|
| Assets  |            |            |              |
| Current assets  |            |            |              |
| Cash and cash equivalents   | 1,895,971  | 2,146,581  | (11.7%)      |
| Other current financial assets  | 139,737    | 193,670    | (27.8%)      |
| Other current non-financial assets  | 270,111    | 205,154    | 31.7%        |
| Trade and other receivables, current  | 1,670,487  | 1,550,633  | 7.7%         |
| Trade and other current receivables   | 37,691     | 41,109     | (8.3%)       |
| Inventories   | 1,622,003  | 1,608,652  | 0.8%         |
| Current biological assets   | 296,070    | 302,710    | (2.2%)       |
| Current tax assets  | 292,862    | 374,166    | (21.7%)      |
| Total current assets other than assets or disposal groups classified as held for sale or as   | 6,224,932  | 6,422,675  | (3.1%)       |
| held for distribution to owners   | 402.076    | 272.624    | 24.00/       |
| Non-current assets or disposal groups classified as held for sale  Non-current assets or disposal groups classified as held for sale or for distribution to | 492,976    | 373,631    | 31.9%        |
| owners  | 492,976    | 373,631    | 31.9%        |
| Total current assets  | 6,717,908  | 6,796,306  | (1.2%)       |
| Non-current assets  |            |            |              |
| Other non-current financial assets  | 141,722    | 125,251    | 13.2%        |
| Other non-current non-financial assets  | 180,276    | 169,251    | 6.5%         |
| Non-current rights receivables  | 26,189     | 26,670     | (1.8%)       |
| Non-current receivables to related parties  | 7,869      | 7,797      | 0.9%         |
| Investments accounted for using equity method   | 1,088,418  | 1,070,409  | 1.7%         |
| Intangible assets other than goodwill   | 894,124    | 928,072    | (3.7%)       |
| Goodwill  | 387,651    | 399,159    | (2.9%)       |
| Property, plant and equipment   | 11,405,246 | 11,453,955 | (0.4%)       |
| Assets by right of use  | 743,287    | 758,498    | (2.0%)       |
| Non-current biological assets   | 3,166,478  | 3,296,117  | (3.9%)       |
| Investment property   | 29,026     | 29,632     | (2.0%)       |
| Deferred tax assets   | 110,687    | 113,324    | (2.3%)       |
| Total non-current assets  | 18,180,973 | 18,378,135 | (1.1%)       |
| Total assets  | 24,898,881 | 25,174,441 | (1.1%)       |



| BALANCE SHEET - LIABILITIES AND EQUITY   | Mar-21      | Dec-20      | Chg. 21 / 2 |
|--|-------------|-------------|-------------|
|  |             |             |             |
| Current liabilities  |             |             |             |
| Other current financial libilities   | 669,297     | 637,254     | 5.09        |
| Liabilities on current leasings  | 122,093     | 130,219     | (6.2%       |
| Trade and other current payables   | 1,616,615   | 1,647,722   | (1.9%       |
| Other current payables to related parties  | 12,956      | 11,522      | 12.4        |
| Other short-term provisions  | 22,792      | 21,468      | 6.2         |
| Current tax liabilities  | 95,648      | 57,926      | 65.1        |
| Current provisions for employee benefits   | 11,464      | 12,675      | (9.69       |
| Other current financial liabilities  | 210,216     | 130,117     | 61.6        |
| Total current liabilities other than liabilities included in disposal groups classified as held for sale | 2,761,081   | 2,648,903   | 4.2         |
| Liabilities included in disposal groups classified as held for sale                                      | 194,362     | 192,622     | 0.9         |
| Total current liabilities  | 2,955,443   | 2,841,525   | 4.0         |
| Non-current payables   |             |             |             |
| Other non-current financial liabilities  | 8,027,174   | 8,432,485   | (4.89       |
| Liabilities on non current leasings  | 623,956     | 628,138     | (0.79       |
| Non-current payables   | 998         | 1,000       | (0.29       |
| Non-current liabilities  | 1,870       | 1,899       | (1.59       |
| Other long-term provisions   | 67,328      | 68,405      | (1.69       |
| Deferred tax liabilities   | 1,879,176   | 1,887,409   | (0.49       |
| Non-current provisions for employee benefits   | 121,084     | 123,080     | (1.69       |
| Other non-current non-financial liabilities  | 124,397     | 130,030     | (4.39       |
| Total non-current liabilities  | 10,845,983  | 11,272,446  | (3.8%       |
| Total liabilities  | 13,801,426  | 14,113,971  | (2.29       |
| Issued capital   | 686,114     | 686,114     | 0.0         |
| Retained earnings  | 11,569,115  | 11,423,726  | 1.3         |
| Other reserves   | (1,617,016) | (1,530,068) | 5.7         |
| Equity attributable to owners of parent  | 10,638,213  | 10,579,772  | 0.6         |
| Non-controlling interests  | 459,242     | 480,698     | (4.5%       |
| Total equity   | 11,097,455  | 11,060,470  | 0.3         |



| STATEMENT OF CASH FLOWS  | mar-21      | m ar-20     | Chg. 21 / 20 |
|--|-------------|-------------|--------------|
|  |             |             |              |
| Cash flows from (used in) operating activities                         |             |             |              |
| Classes of cash receipts from operating activities                     |             |             |              |
| Receipts from sales of goods and rendering of services                 | 5,386,748   | 5,699,590   | (5.5%)       |
| Receipts from royalties, fees, commissions and other revenue           | 1           | 0           |              |
| Receipts from premiums and claims, annuities and other policy benefits | 468         | 132         | 254.5%       |
| Other cash receipts from operating activities                          | 127,651     | 198,936     | (35.8%)      |
| Payments to suppliers for goods and services                           | (4,655,698) | (5,379,842) | 13.5%        |
| Payments to and on behalf of employees                                 | (294,161)   | (283,633)   | (3.7%)       |
| Payments for premiums and claims, annuities and other policy benefits  | (6,649)     | (5,360)     | (24.0%)      |
| Other cash payments from operating activities                          | (58,653)    | (151,026)   | 61.2%        |
| Dividends paid   | (11,009)    | 0           |              |
| Dividends received   | 22,225      | 1,941       | 1,045.0%     |
| Interest paid  | (79,407)    | (45,709)    | (73.7%)      |
| Interest received  | 7,909       | 9,426       | (16.1%)      |
| Income taxes refund (paid)   | 28,444      | (100,512)   | 128.3%       |
| Other inflows (outflows) of cash                                       | 498         | (96)        | 618.8%       |
| Net cash flows from (used in) operating activities                     | 468,367     | (56,153)    | 934.1%       |



| STATEMENT OF CASH FLOWS (continuation)  | m ar-21   | mar-20    | Chg. 21 / 20 |
|---|-----------|-----------|--------------|
| Cash flows from (used in) investing activities  |           |           |              |
| Cash flows from losing control of subsidiaries or other businesses                          | 47,988    | 0         |              |
| Cash flows used in obtaining control of subsidiaries or other businesses                    | 0         | (1,762)   | 100.0%       |
| Cash flows used in the purchase of non-controlling interests                                | (44,000)  | (60,330)  | 27.1%        |
| Other cash receipts from sales of equity or debt instruments of other entities              | 6         | 7,389     | (99.9%)      |
| Other cash payments to acquire equity or debt instruments of other entities                 | 0         | 0         |              |
| Other cash payments to acquire interests in joint ventures                                  | (2,254)   | 0         |              |
| Loans to related parties  | 0         | 0         |              |
| Proceeds from sales of property, plant and equipment  | 13,604    | 3,361     | 304.8%       |
| Purchase of property, plant and equipment   | (323,775) | (439,995) | 26.4%        |
| Proceeds from sales of intangible assets  | 0         | 0         |              |
| Purchase of intangible assets   | (10,393)  | (13,405)  | 22.5%        |
| Proceeds from other long-term assets  | 1,672     | 3,271     | (48.9%)      |
| Purchase of other long-term assets  | (77,961)  | (69,969)  | (11.4%)      |
| Cash advances and loans made to other parties   | 0         | (362)     | 100.0%       |
| Cash receipts from repayment of advances and loans made to other parties                    | 1         | 107       | (99.1%)      |
| Cash receipts from future contracts, forward contracts, option contracts and swap contracts | 0         | 0         |              |
| Cash receipts from related parties  | 0         | 0         |              |
| Other inflows (outflows) of cash  | 50,134    | (899)     | 5,676.6%     |
| Net cash flows from (used in) investing activities  | (345,159) | (572,594) | 39.7%        |



| STATEMENT OF CASH FLOWS (continuation)  | mar-21    | m ar-20   | Chg. 21 / 20 |
|---|-----------|-----------|--------------|
| Cash flows from (used in) financing activities  |           |           |              |
| Proceeds from issuing shares  | 0         | (20)      | 100.0%       |
| Payments to acquire or redeem entity's shares   | 0         | 0         |              |
| Proceeds from long term borrowings  | 156,467   | 133,221   | 17.4%        |
| Proceeds from short term borrowings   | 40,422    | 466,801   | (91.3%)      |
| Proceeds from borrowings  | 196,889   | 600,022   | (67.2%)      |
| Loans from related parties  | 0         | 9         | (100.0%)     |
| Payments of borrowings  | (493,194) | (287,707) | (71.4%)      |
| Payments of finance lease liabilities   | (17,074)  | (24,145)  | 29.3%        |
| Payments of lease liabilities   | (20,648)  | (14,939)  | (38.2%)      |
| Proceeds from government grants   | 0         | 0         |              |
| Other inflows (outflows) of cash  | 904       | 87        | 939.1%       |
| Net cash flows from (used in) financing activities  | (333,939) | 273,307   | (222.2%)     |
| Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes | (210,731) | (355,440) | 40.7%        |
| Effect of exchange rate changes on cash and cash equivalents                                | (39,879)  | (83,837)  | 52.4%        |
| Net increase (decrease) in cash and cash equivalents  | (250,610) | (439,277) | 42.9%        |
| Cash and cash equivalents at beginning of period  | 2,146,581 | 2,214,887 | (3.1%)       |
| Cash and cash equivalents at end of period  | 1,895,971 | 1,775,610 | 6.8%         |