

# Investor Presentation

## Financial Information as of June 2019



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# Metro Today



# Metro Today

## General information

- ✓ Metro is the protagonist of the public transport system of the city of Santiago de Chile
- ✓ 100% owned by the State
- ✓ Form part of “Red Metropolitana de Movilidad”, Integrated Transport System
- ✓ At present, Metro participates approximately in more than 60% of the daily trips in the public transport of Santiago.

## Current statistics of the Metro network

- 141 kilometers of track and 136 stations in 7 lines
- 231 trains (1,317 cars)
- 2.76 million average trips in a business day June-19
- 373.5 million trips to June-19 (+6,8% than at June-18)

## Relevant financial data

Does not require subsidy for the operation.

Data from the mobile year to June 2019:

- Total income: MMUSD 615
  - Rate revenue: 82%
  - Non-Fare income: 18%
- Adjusted EBITDA \*: MMUSD 163
- Operational result. : MMUSD 10

## Current network of Metro de Santiago

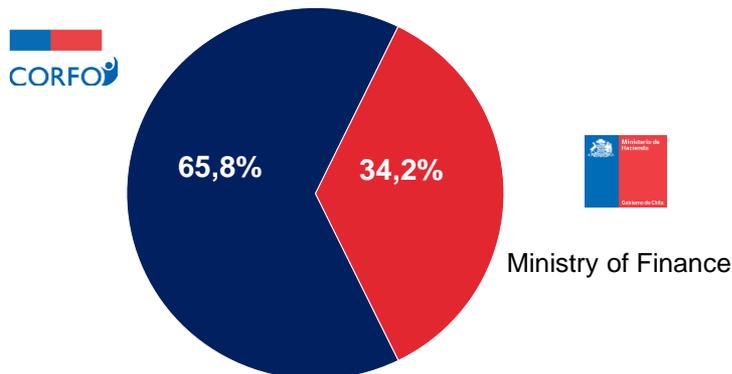


Note: Local currency (CLP) figures converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)  
 Adjusted EBITDA = Operating Result - Depreciation  
 Operating Result = EBIT  
 Source: Corporate Information Metro S.A.

# Metro 100% owned by the State

## Stable economic environment

### Metro 100% owned by the State



- Metro is 100% owned by the State of Chile. It is self-sufficient and does not require direct subsidies to finance its operations.
- Currently, Metro has the following risk classification, quasi-sovereign (equal to the risk present in the country):
  - **International: A+ by Standard & Poor's and A by Fitch Ratings.**
  - **Local: AA + by Humphreys, and AA + by Feller-Rate.**
- The State of Chile regularly makes capital contributions to Metro.

### Dynamic country in a suitable environment for business

- ✓ **International solvency:**  
Most competitive economy in Latin America, ranking 35th in the world ranking of competitiveness prepared by IMD<sup>(3)</sup>
- ✓ **Transport infrastructure and modern connectivity integrated to the world:**  
Cutting edge telecommunications, digital network and logistics that facilitate business

### Strongest Rating in Latin America

	MOODY'S	S&P Global Ratings	Fitch Ratings
Chile	A1	A+	A
Perú	A3	BBB+	BBB+
Colombia	Baa2	BBB-	BBB
México	A3	BBB+	BBB+
Brasil	Ba2	BB-	BB-
Argentina	B2	B	B

Source: Corporate Information Metro S.A.

1) It reflects the long-term international risk ratings of Moody's / Standard & Poor's / Fitch.

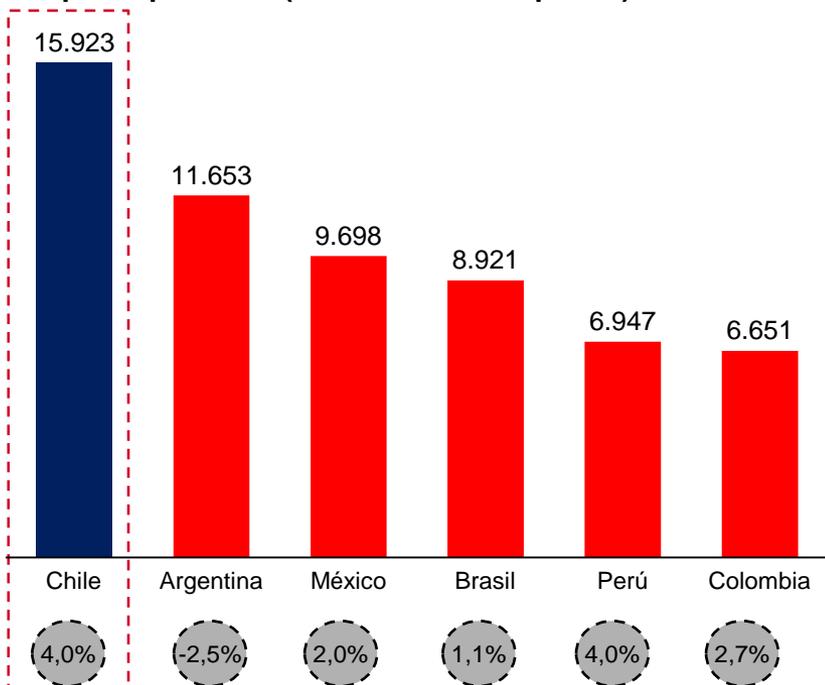
2) Reflects Feller / Humphreys' long-term local risk ratings.

3) Ranking prepared by the Institute of Management Development (IMD) Source: <https://www.imd.org/wcc/world-competitiveness-center-rankings/world-competitiveness-ranking-2018/>

# Metro 100% owned by the State

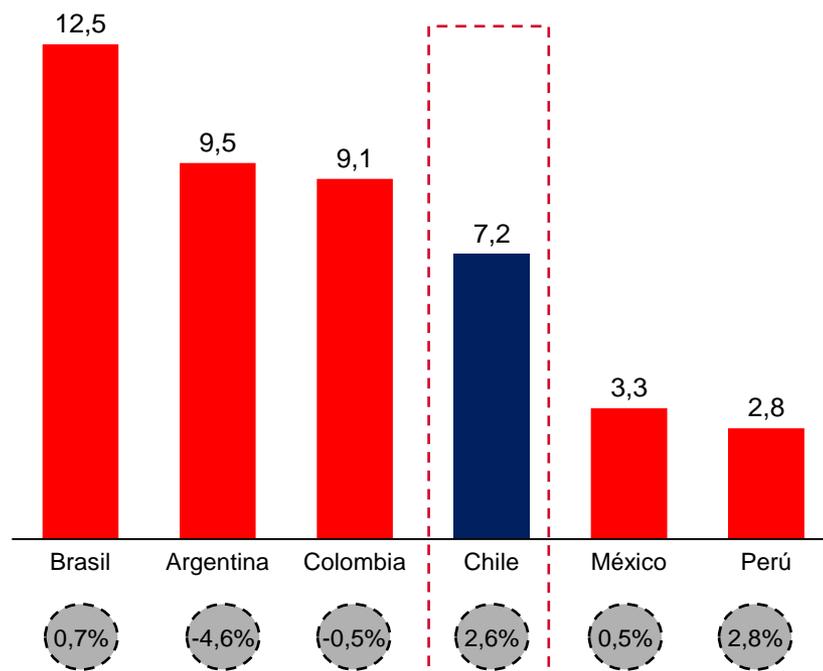
Chile presents a favorable macroeconomic environment in Latin America, based on the latest information provided by the World Bank

GDP per capita 2018 (M\$ US at current prices)



● Growth GDP 2018 (annual%)

Unemployment 2018 (% of total active population)



● Per capita growth of Gross National Income 2018 (annual%)

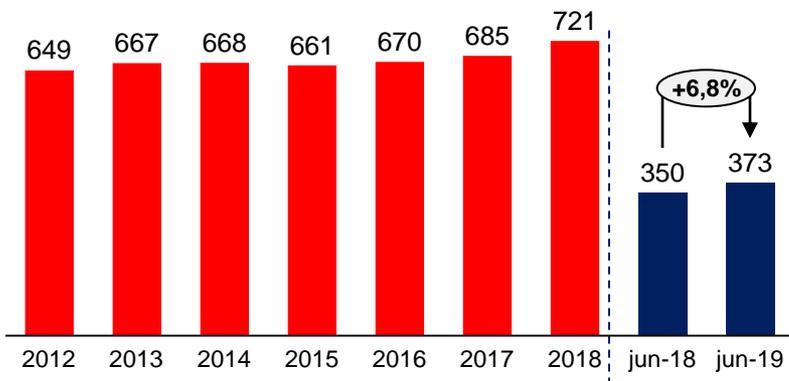
# Member of the Integrated Transportation System of Santiago, “Red Metropolitana de Movilidad”

## Metro operations are essential to Santiago’s population

### Key considerations

- Metro is the exclusive owner and operator of Santiago's underground transportation system, one of the largest in LatAm in terms of passenger travel and network extension
- The company's network connects Santiago's main business, commercial and residential areas, making it a popular means of transportation for residents and tourists
- Metro is a leading member of the Metropolitan Mobility Network, an integrated transportation system that combines buses and Metro
- Currently, Metro participates in more than 60% of all public transport trips in Santiago

### Rides per Year (Millions)



Source: Corporate Information Metro S.A.

### Current network

- 231 Trains
- 2,76 million average trips on business day June-19
- 1.317 cars
- 373,5 millions of trips accumulated to June - 19
- 140,5 km of network
- 136 Stations
- 7 lines



# Member of the Integrated Transportation System of Santiago, “Red Metropolitana de Movilidad”

## Constant Expansion and Strengthening of the Network

### Extension Project for Lines 2 and 3

- The extension project consists of the incorporation of an additional 8.9 km and 7 new stations through:
  - **Extension Line 2**, will add 5.1 km and four new stations to the network, serving two new communities; El Bosque and San Bernardo.
  - **Extension Line 3**, will add 3.8 km and three new stations to the network.
- Metro estimates that the Extension Project for lines 2 and 3 will benefit more than 600,000 people by reducing their travel times by 80%



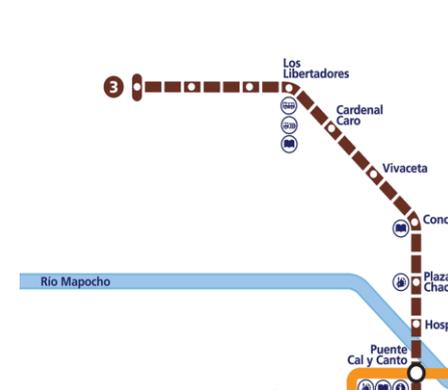
Source: Corporate Information Metro S.A.

### Projected Metro network

- **Extension Line 2**



- **Extension Line 3**



# Member of the Integrated Transportation System of Santiago, “Red Metropolitana de Movilidad”

## New Expansion Project

### Project Line 7

- On June 1, 2017, the Metro Line 7 project began.
- Benefiting an estimated population of 1 million 365 thousand inhabitants, reducing their time by approximately 67%.
- The new line will have a length of 24.8 kilometers and 21 stations.
- Line 7 will allow to communicate Renca and Vitacura .
- It is estimated that the cost of the investment will be around MMUSD 2,500, financed through similar modalities to previous projects.

### Projected Metro network

- ✓ Will connect 3 new communities: Renca, Cerro Navia and Vitacura
- ✓ It benefits more than 1 million 365 thousand people of 7 communities

### Projected stations Line 7



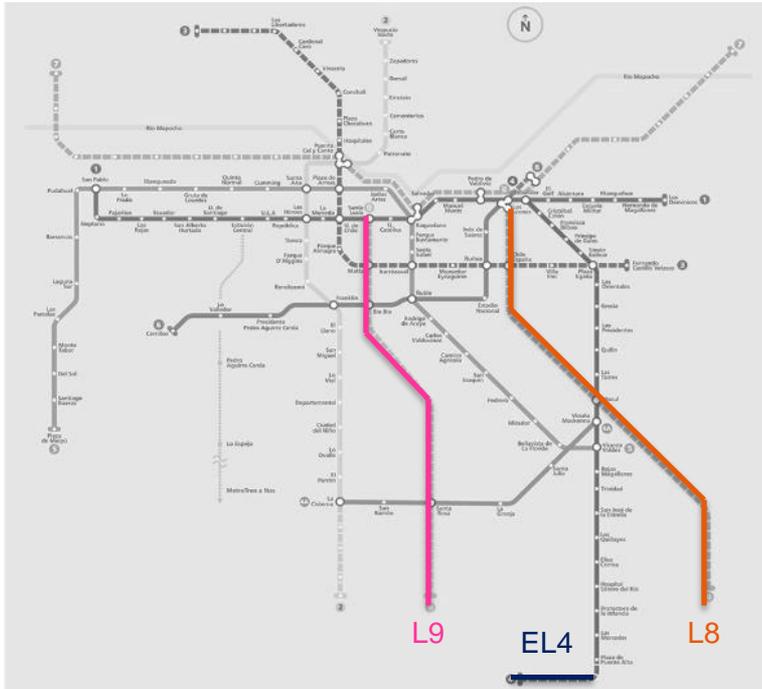
Source: Corporate Information Metro S.A.

# Member of the Integrated Transportation System of Santiago, “Red Metropolitana de Movilidad”

## Large-scale expansion project of Metro

### Lines 8 and 9 and Extension Line 4

- In his public account for 2018, the President of the Republic, Sebastián Piñera, announced the construction of the new expansion projects to the Metro network, the new lines 8 and 9, along with the extension of Line 4.



### Línea 8

- ✓ 14 new stations and 19 kilometers of track extensions
- ✓ It benefits more than 1.6 million people of 5 communities

### Línea 9

- ✓ 13 new stations and 17 kilometers of track extensions
- ✓ It benefits approximately 900 thousand people of 6 communities

### Extensión Línea 4

- ✓ Incorporates the sector of "Bajos de Mena" into the network.
- ✓ 3 new stations and 4 kilometers of track extensions

# Social responsibility and sustainable development within Metro

## Environmental management

### Impacts generated

✓ Start-up of the photovoltaic power plant called El Pelicano and the wind power plant, San Juan.

✓ 60% of the energy used by Metro comes from non-conventional renewable energies (ERNC)

✓ Of the 40% of energy not belonging to ERNC, 16% also corresponds to renewable energy, from this 76% of the energy used by Metro is clean energy.

✓ Estimated savings of 2,167,155 KWh / year

✓ Approximate energy saving equivalent to the consumption of 1,300 homes

✓ Increase in lighting levels in stations, reducing the amount of lighting equipment to mitas

### El Pelicano: Photovoltaic Power Plant

- Location: La Higuera, Coquimbo Region
- Installed capacity: 110 MW
- Validity of the contract: 2031
- Contribution to the Metro consumption matrix: 42%



### San Juan: Wind Power Plant

- Location: Freirina, Atacama Region
- Installed capacity: 185 MW
- Validity of the contract: 2032
- Contribution to the Metro consumption matrix: 18%

# Financial Information



# Historically stable revenue

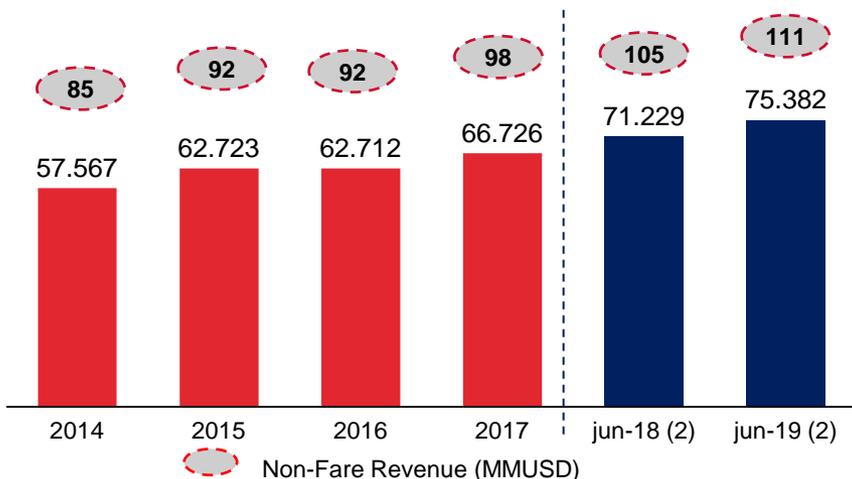
## Non-Fare revenues contribute to higher margins

### Non-Fare revenues

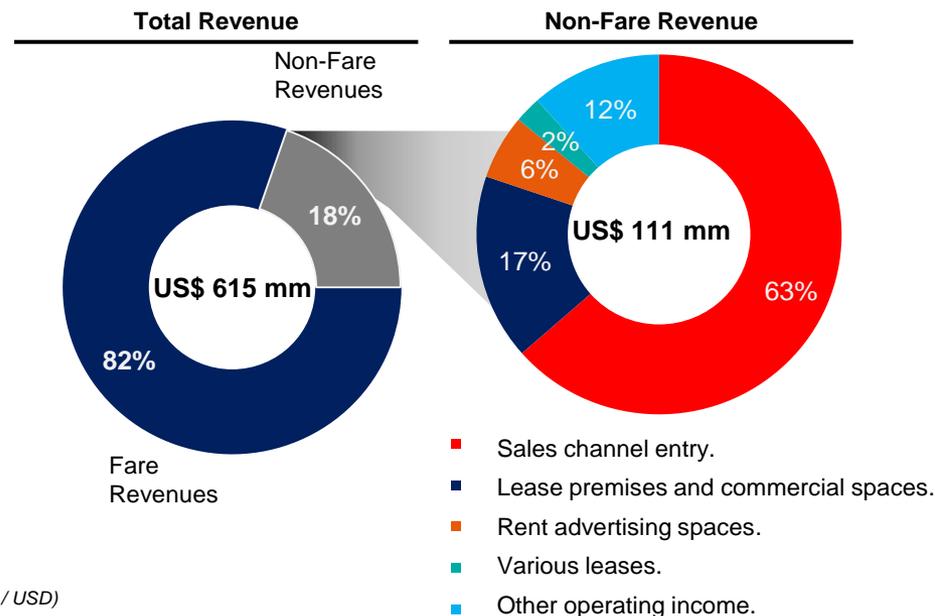
Non-Fare revenues represent 18% of Metro's total revenues as of June 2019. These non-Fare revenues include:

- **Sales channel:** Metro is the exclusive sales channel for the Bip Card of the “Red Metropolitana de Movilidad”, through its points of sale, it collects 100% of sales and recharge.
- **Leasing and sale of commercial and advertising spaces:** leasing of more than 400 stores and commercial spaces, advertising spaces for an audience of 2.76 million average passengers per working day June-19. In addition to locations for ATMs, public telephones, telecommunications towers, vending machines, among others.

### Non-Fare Revenue Evolution (CLP\$mm)



### Total Revenue (June 2019)



Source: Corporate Information Metro S.A.

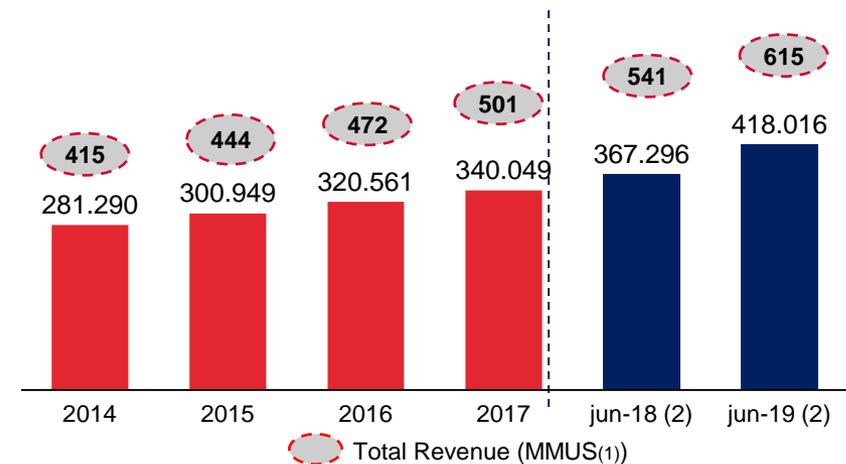
(1) Local currency figures converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)

(2) Base calculation to mobile year

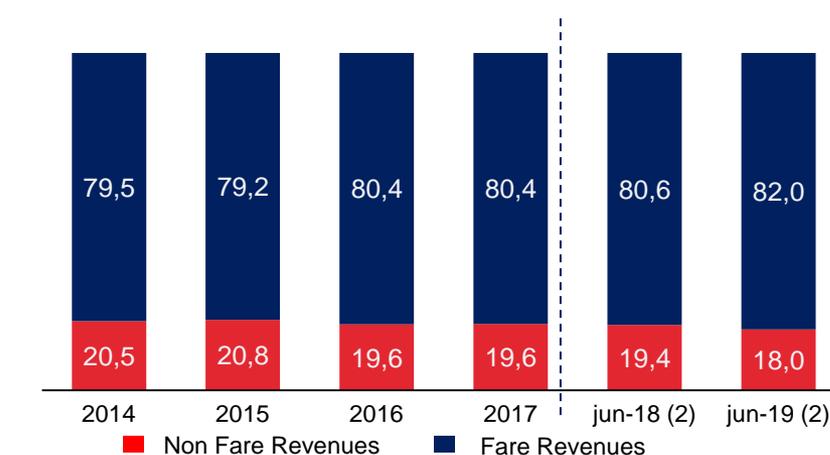
# Solid financial indicators

## Strong growth, combined with a better operating result

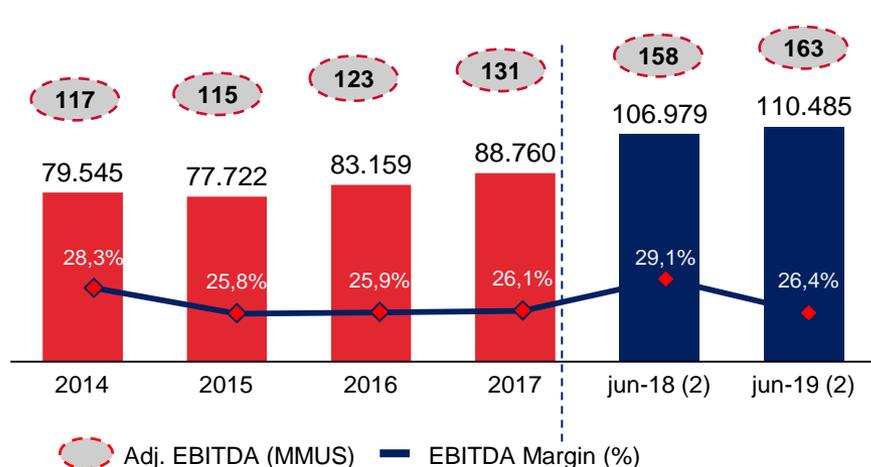
Total Revenue (CLP\$ mm)



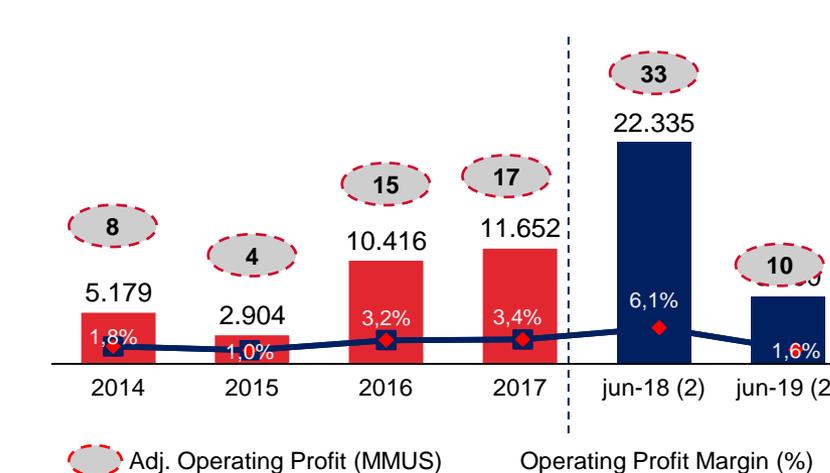
Revenue Breakdown (%)



Adjusted EBITDA (CLP\$ mm)



Adjusted Operating Result (CLP \$ mm)



Source: Corporate Information Metro S.A.

(1) Local currency figures converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)

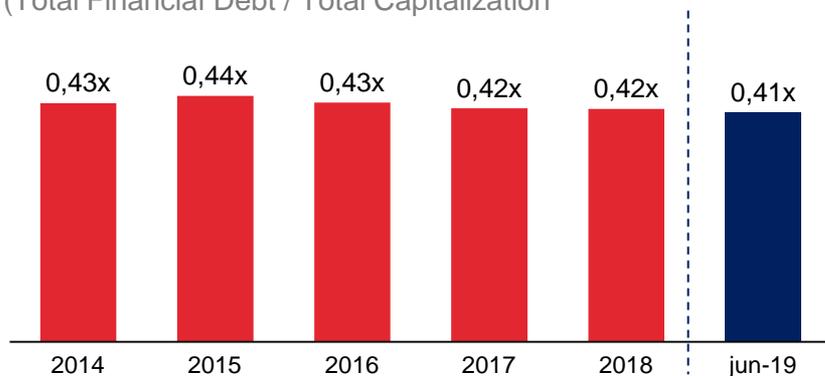
(2) Base calculation to mobile year

# Strong Financial Performance

## Strong Top-Line Growth, Coupled with Improving Profitability

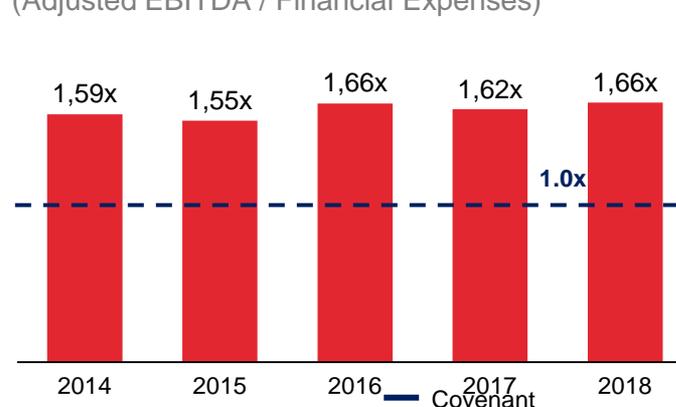
### Total Financial Debt to Capitalization

(Total Financial Debt / Total Capitalization)

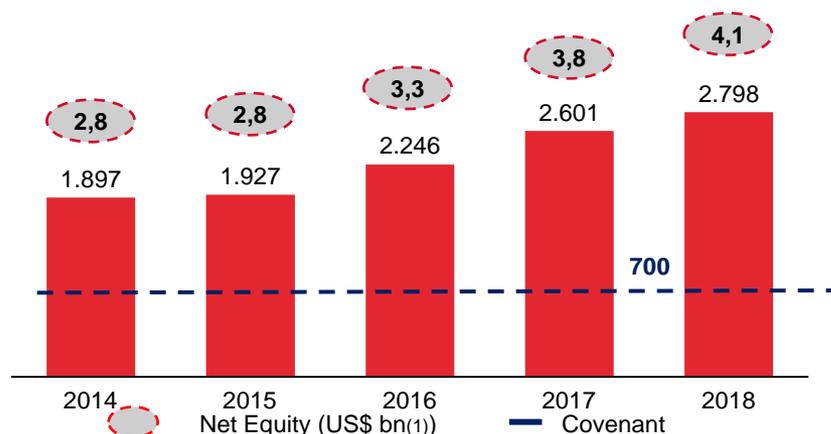


### Interest coverage<sup>(2)</sup>

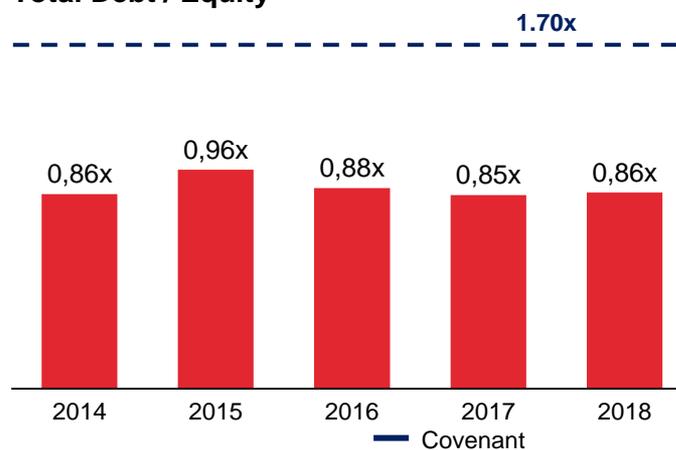
(Adjusted EBITDA / Financial Expenses)



### Shareholders' Equity <sup>(1)</sup> (CLP\$ bn)



### Total Debt / Equity<sup>(3)</sup>



Source: Corporate Information Metro S.A.

1. Local currency figures (CLP) converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)

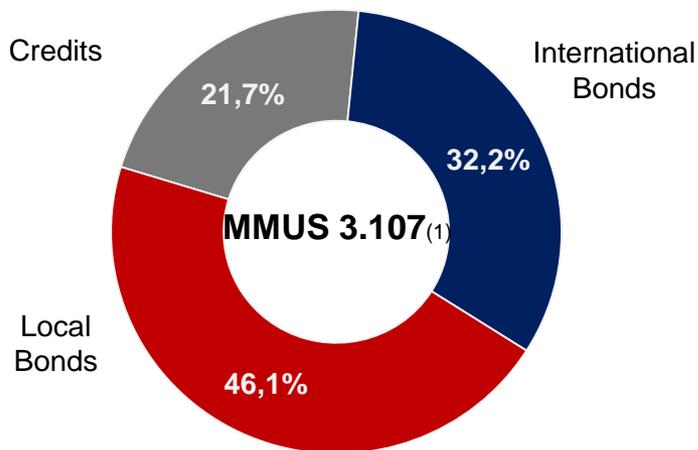
2. It does not consider discount interests of fiscal charge

3. Do not consider discount tax debt

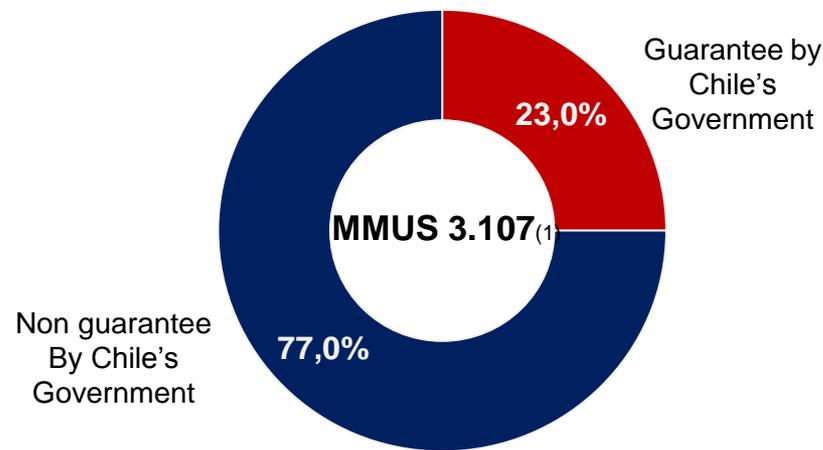
# Strong Financial Performance

## Financial debt composition

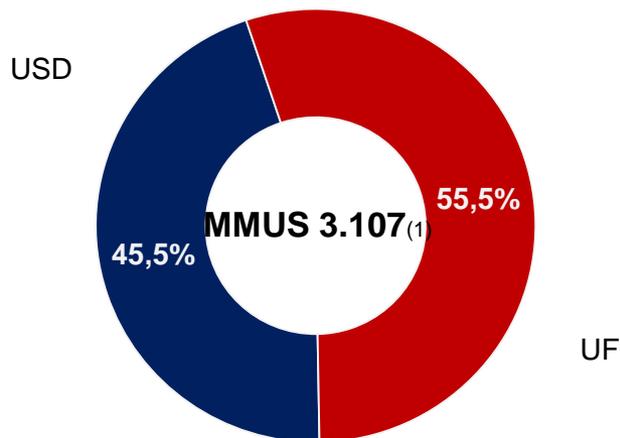
### By Type



### By Guarantees



### By Currency



Source: Corporate Information Metro S.A. : Debt Report 06/30/19  
 Local currency figures (CLP) converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)

# Appendix

## Financial Summary

### Key Income Statement Items<sup>(1)</sup>

MMUSD	2014	2015	2016	2017	2018	jun-19 (2)
<b>Total Revenue</b>	<b>414</b>	<b>443</b>	<b>472</b>	<b>501</b>	<b>573</b>	<b>615</b>
<i>Fare Revenue</i>	329	351	380	402	463	505
<i>Sales Channel Services</i>	54	60	57	61	71	71
<i>Other Non-Fare Revenues</i>	31	32	35	37	39	40
<b>Cost of Sales</b>	<b>-374</b>	<b>-396</b>	<b>-405</b>	<b>-424</b>	<b>-442</b>	<b>-511</b>
<b>Gross Result</b>	<b>41</b>	<b>47</b>	<b>67</b>	<b>77</b>	<b>131</b>	<b>105</b>
<i>% Gross Margin</i>	9,82%	10,68%	14,18%	15,30%	22,83%	16,99%
<b>Adjusted Operating Result</b>	<b>8</b>	<b>4</b>	<b>15</b>	<b>17</b>	<b>24</b>	<b>10</b>
<i>Operational Margin</i>	1,84%	0,96%	3,25%	3,43%	4,20%	1,62%
<b>Net Result</b>	<b>-191</b>	<b>-228</b>	<b>-45</b>	<b>21</b>	<b>-259</b>	<b>-130</b>
<i>Net Income Margin</i>	-46,23%	-51,46%	-9,47%	4,29%	-45,17%	-21,07%
<b>Adjusted EBITDA</b>	<b>117</b>	<b>114</b>	<b>122</b>	<b>131</b>	<b>156</b>	<b>163</b>
<i>EBITDA over Revenue</i>	28,28%	25,83%	25,94%	26,10%	27,33%	26,43%

### Key Balance Sheet Items<sup>(1)</sup>

MMUSD	2014	2015	2016	2017	2018	jun-19
<i>Current Assets</i>	512	302	310	482	578	374
<i>Noncurrent Assets</i>	4.669	5.266	5.912	6.606	7.095	7.281
<b>Total Assets</b>	<b>5.182</b>	<b>5.568</b>	<b>6.222</b>	<b>7.088</b>	<b>7.673</b>	<b>7.655</b>
<i>Current Liabilities</i>	277	363	407	382	414	465
<i>Noncurrent Liabilities</i>	2.111	2.367	2.508	2.876	3.139	3.066
<b>Total Liabilities</b>	<b>2.389</b>	<b>2.731</b>	<b>2.915</b>	<b>3.259</b>	<b>3.554</b>	<b>3.531</b>
<b>Total Shareholder's Equity</b>	<b>2.793</b>	<b>2.837</b>	<b>3.307</b>	<b>3.829</b>	<b>4.120</b>	<b>4.124</b>
<b>Liabilities + Equity</b>	<b>5.182</b>	<b>5.568</b>	<b>6.222</b>	<b>7.088</b>	<b>7.673</b>	<b>7.655</b>

(1) Local currency figures (CLP) converted to USD as of June 30, 2019 (Observed exchange rate: 679,15 CLP / USD)

(2) Base calculation to mobile year

