



# Aguas Andinas Earning Realease

Period ended September 30, 2023



# 1. Summary of the third quarter

Aguas Andinas continues to strengthen its resilience, management and investment plans to face the effects of climate change, such as profound water scarcity.

- The Company continues to face the challenge of climate change, which was mainly reflected in the atmospheric river event recorded at the end of September, which generated extreme increases in turbidity and flow rates in the Maipo and Mapocho rivers to levels not seen in the last 30 years, and during last summer there were several episodes of turbidity in these rivers caused by convective rains and high temperatures, altering the normal operation of the drinking water production plants. However, the supply in the city operated without major impacts, thanks to the activation of the operational continuity plan that has been working for more than 10 years and resorting to the operational backup infrastructure deployed in the framework of its resilience plan, composed, among others, by the Pirque Mega Ponds and the Cerro Negro Lo Mena wells.
- Likewise, during the first half of the year, the deep situation of drought and water scarcity that the country is going through, which has been going on for almost 14 years despite the rains recorded in the last months and some snowfalls that arrived late in the winter, continued. In this context, during the first half of the year, water shortages continued to be managed by prioritizing water transfer agreements with the different actors in the Maipo River basin, reducing as the year progressed, which has allowed covering a third of the demand of Santiago and maintaining an adequate level of security reserves in the El Yeso Reservoir, which as of September 2023 reached a level of 191.4 hm3, in line with the Company's objective.
- At the same time, we have continued to invest in new sanitation infrastructure to expand and diversify the availability of supply sources, which at the end of the third quarter of 2023 totaled \$103,135 million.

Aguas Andinas' consolidated results at the end of the third quarter of 2023 are in line with the Company's forecasts, and consolidate the beginning of the recovery to pre-pandemic levels.

- Aguas Andinas maintains a sustained growth in EBITDA, reaching \$231,195 million as of September 30, 2023, which represents an increase of 9.2% compared to the same period of the previous year, in line with the process of recovery of pre-pandemic levels.
- Likewise, it continues with a solid cash flow generation in the period, which has allowed keeping indebtedness aligned with the Company's objectives.

The moderation in inflation growth in the third quarter of 2023 has positively impacted the Company's financial results

The accumulated inflation in Chile as of September 30, 2023 was 3.3% versus 10.8% as of the same date in 2022, which has a positive impact on the readjustment of the financial debt in Unidad de Fomento (UF), resulting in a lower expense of \$63,971 million.

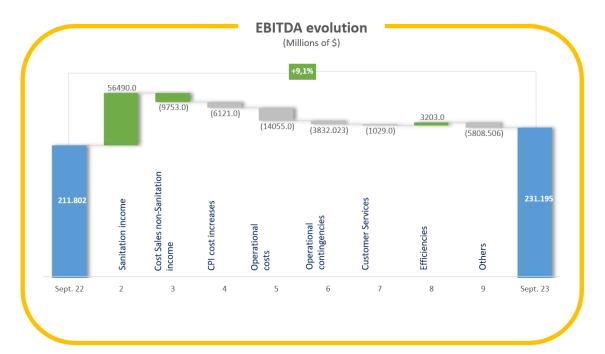
The Company has continued to drive its efficiency program based on the Transformation plan and commercial actions to improve uncollectibility and debt recovery



- The Company is implementing a Transformation plan, with a vision of a new sustainable business model focused on mitigating risks, capturing efficiencies, prioritizing investments and incorporating technology, supported by a new organizational culture. In line with the above, initiatives have been developed to improve processes and digital transformation that have generated Efficiencies of \$2,234 million at the end of the third quarter of 2023.
- In addition, commercial actions to recover debt have allowed to reduce bad debt expense from a ratio of 2.6% as of September 2022 to 2.3% at the end of the third quarter of 2023.

Inversiones Aguas Metropolitanas remains an outstanding company in the international market due to its solvency and its diverse sustainable practices.

- In September 2023, Standard & Poor's ratified Aguas Andinas' rating at A- with a stable outlook based on its stable and predictable cash flow generation, the Company's operations under a transparent regulatory framework, a solid competitive position as a leader in the local sanitation market, and an investment program to strengthen supply and address the impacts of climate change.
- On the other hand, the Company was nominated by ALAS 20, an agenda of sustainable leaders, for the categories "Leading Company in Sustainability" and "Leading Company in Investor Relations", results that will be published on December 11, 2023. Seeks to promote sustainable development in Latin America and Spain by evaluating, rating and recognizing excellence in public disclosure of sustainable development practices and investor relations.
- **EBITDA** as of September 30, 2023 amounted to \$231,195 million, an increase of 9.2% compared to the same period of the previous year. The main variations are shown in the following chart:

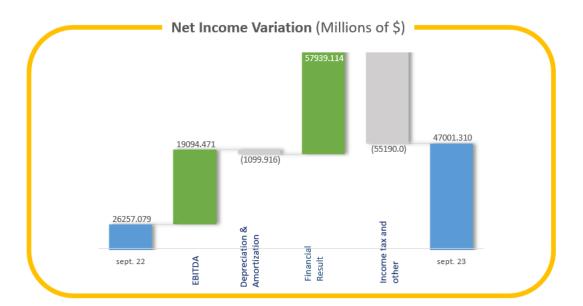




- Higher sanitation revenues of \$52,390 million, mainly associated with higher average tariffs of \$44,430 million due to the latest tariff indexations by polynomial and the entry into operation of new investment projects as Trebal-Mapocho Nitrogens removal Biofactory and Cerro Negro Lo Mena Wells. Also, higher sales volumes were recorded for \$4,629 million (+1.5%), mainly explained by higher consumption of non-Residential customers by +5.1%, which is partially offset by lower sales to Residential customers by +0.5%.
- o In addition, there was an increase in other income of \$7,431 million, mainly associated with higher sales of materials and non-sanitation subsidiaries of \$4,050 million, modifications to sanitation infrastructure of \$1,683 million and home services to customers of \$1,708 million.
- The Company's costs have been increased by the inflation effect of \$9,753 million, mainly due to higher labor costs, construction materials, service contracts in UF and compensation adjustments. As of September 2023, the index accumulated an increase of 5.1% in twelve moving months. Additionally, operating costs for the entry into operation of new facilities and assets are considered, as well as the cost of sales associated with the growth of non-sanitation revenues.
- o **Increase in operating costs** of \$14,055 million, mainly associated with electricity (due to higher average tariff and consumption associated with subway water sources), maintenance and repair of networks and increased detection of drinking water leaks, chemical inputs due to turbidity events, increased maintenance of operating equipment and higher real estate tax payment rate.
- During the third quarter of 2023, there were 3 extraordinary operating contingencies (siltation of the independent intake, breakage of the Recoleta matrix and heavy rains during September), whose corrective costs amounted to \$3,832 million approximately.
- It should be considered that the event in the independent intake is due to an external cause
  associated with the weather conditions, which during the summer season 2023, it manifested with
  an unusual combination of high amount of sediments and low flow of the Maipo River, a situation
  that has prevented the normal evacuation of sediments.
- Within the framework of the Transformation plan that the Company is implementing, initiatives have been developed to improve processes and digital transformation that have allowed us to generate Efficiencies for \$3,203 million as of September 30, 2023. In this regard, initiatives aimed at improving metering management, detecting leaks in networks, purchasing efficiencies, and commercial actions for debt recovery have been deployed, which have allowed to reduce bad debt expenses, from a ratio of 2.3% of revenues as of September 2022 to 2.6% at the end of the third quarter of 2023.



Net income as of September 30, 2023 amounted to Ch\$96,482 million, progressively recovering the levels presented prior to the pandemic, also driven by the moderation in inflation during the period. The main variations are shown in the following chart:



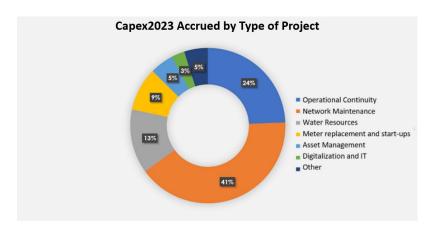
- At the non-operating level, there is a higher financial result of \$58,007 million regarding the same semester of the previous year, mainly associated with a lower revaluation of the financial debt due to the variation of the Unidad de Fomento (3.1% in 2023 versus 10.5% in 2022). It should be noted that the price-level restatement of the UF is an accounting impact with no significant effect on the Company's cash flow.
- As of September 30, 2023, income tax was higher than the previous year of \$33,955 million, mainly due to a higher result in income before taxes added to the inflationary effect of deductible permanent differences, the main difference being the price-level restatement of tax equity.
- Cash Generation and Position. At the end of the third quarter of 2023, the balance of cash and cash equivalents was \$165,120 million, decreasing by \$19,046 million with respect to March 2023. The decrease in this item is mainly explained for the payment of dividends made in April, which is partially offset by the payment of investments and debt repayments.

The company continues to maintain a robust cash position at the end of the third quarter of fiscal year 2023, which will allow to ensure the development of the investment plan foreseen for this fiscal year, as well as to define in time the strategy for the 2024 debt maturities.



#### **INVESTMENTS**

- To face the effects of the prolonged drought, which has lasted more than 14 years, the Company is developing a robust investment plan to ensure the security of supply standards committed for Santiago under climate change conditions.
- As of September 30, 2023, investments of \$103,135 million were executed, according to the following composition:



- The main projects developed at the end of the third quarter of 2023 were as follows:
- Renovation of potable water and wastewater networks
- Renewal of starters and meters
- Replenishment of assets of La Farfana-Trebal Biofactories
- Water efficiency plan
- Vizcachitas Tagle filter renewal
- Boreholes and reinforcement of water supply system
- Advanced well management
- Paine Wastewater Treatment Plant Expansion Work
- Drinking Water Treatment Plant Expansion Padre Hurtado
- Aguas Andinas has worked on an ambitious investment plan to address the impacts of climate change, which has been submitted to the authority.



#### **OTHER KEY FACTS**

- Ratification of risk rating. During the month of November, ICR Chile ratified the solvency and bond rating of Aguas Andinas in category AA+ with stable trend. Likewise, it ratified in first class level 1 and first class level 4 the share certificates Aguas-A and Aguas-B, respectively.
- In August 2023, ICR ratified the solvency of Inversiones Aguas Metropolitanas S.A. (IAM or Aguas group) in the AA+/Stable category. The IAM rating is derived from the classification assigned to Aguas Andinas (AA+) and, given the very low relative risk of the parent company, we consider that there are no factors that lower this rating, leaving the solvency classified, therefore, in the AA+ category.
- In April 2023, Fitch Ratings ratified the solvency rating and public debt issues of Aguas Andinas at AA+ with a stable outlook, based on the Company's solid business profile, revenue growth, investments in production and autonomy to strengthen supply, and a conservative and stable credit profile over time, with an operating cash flow that allows it to finance the distribution to its shareholders and a good part of its investments..

**Supply cut due to expansion of line 7 of Metro de Santiago.** On September 28, 2023, the Company communicated that, in order to modify its potable water distribution network due to the construction of the new line 7 of Metro de Santiago, important works would be carried out in the Isidora Goyenechea sector.

The purpose of these works was the modification of an infrastructure aqueduct of the company to facilitate the continuation of the construction works of line 7 of Metro de Santiago, for which reason part of the subway network had to be moved. To this end, the supply of drinking water had to be temporarily suspended from 5 p.m. on Friday, October 6 to 6 a.m. on Sunday, October 8 in six districts of the Metropolitan Region (Independencia, Recoleta, Renca, Conchalí, Santiago and Providencia), prioritizing non-working days and hours of lower consumption in order to have a lesser impact on the public.

The work carried out affected more than 164 thousand customers, which is equivalent to approximately 650 thousand people, so 80 alternative supply points were provided to the citizens in the six affected municipalities.

It should be noted that the Company made available all the necessary resources to carry out these works, which required around 300 people, highlighting the transfer of the San Cristóbal aqueduct feeder, with a diameter of 1.7 meters and the emptying of more than 1,000 kilometers of drinking water network, always in full coordination and planning with the corresponding authorities and public services. Finally, on October 8, the Company reported that service was fully restored at 4:30 a.m. in the six affected communities.



- New Chief Executive Officer of the Company. As of May 2, 2023, Mr. Daniel Tugues Andrés is the new Chief Executive Officer of Aguas Andinas, replacing Marta Colet, who will undertake new challenges within the Veolia Group in Spain. This was agreed at the Board of Directors' meeting held on February 28, 2023. Daniel holds a degree in Civil Engineering of Highways and Ports of the Polytechnic University of Catalonia, an MBA from IESE Business School and a Master in Integrated Water Management (Agbar-UPC). He has more than 15 years of experience in the environmental infrastructure sector, both in water and sanitation, as well as recycling and waste recovery.
- Claim associated with the sale and transfer transaction of "ESSAL", On August 25, 2022. The Company was notified of several claims for damages in the amount of \$65,222,222,367 filed in an arbitration lawsuit initiated against it by Eco Acquisitionco SpA, for alleged breaches in the sale and transfer transaction of the Company's direct and indirect participation in Empresa de Servicios Sanitarios de Los Lagos S.A. (ESSAL).

Within the framework of the aforementioned arbitration, on April 27, 2023. The parties signed a settlement agreement putting an end to said litigation and cautioning for any eventual litigation regarding the sale of ESSAL. The transaction expressly recognizes that in the process and in the sale of ESSAL, both Aguas Andinas and the other parties involved acted in good faith, fulfilling all their obligations with the diligence and care required by law.

Likewise. The company, as a reciprocal concession and against the dismissal of all claims filed and the total termination of the sales contract, paid a compensation equivalent to \$10,249,330,833.

In addition. The agreement contemplates that the Company will assume control and the results of a limited group of litigation pending before the Civil Courts to which ESSAL S.A. is party, arising from events that occurred while the Company was still the controlling company of the latter.

Finally, by virtue of the reciprocal concessions above mentioned. The parties involved and third parties related to the "Transaction Agreement" have fully and completely terminated this agreement

- **Distribution of dividends.** At the Company's Ordinary Shareholders' Meeting held on April 4, 2023, and ratifying Aguas Andinas' commitment to its shareholders in a volatile and challenging macroeconomic context, it was agreed to distribute 100% of the profit for the year 2022, excluding the interim dividend paid in December 2022 by an amount of \$35,000 million. Therefore, the amount to be distributed was set at \$50,249 million, which means a final dividend of \$8.21 per share, payable as of April 28, 2023.
- ♠ En el mes de abril 2023, Fitch Ratings ratificó la clasificación de solvencia y emisiones deuda pública de Aguas Andinas en AA+ con perspectiva estable, fundamentada en el perfil sólido de negocios de la Compañía, crecimiento de ingresos, inversiones en producción y autonomía para robustecer el suministro, y un perfil crediticio conservador y estable en el tiempo, con un flujo de caja operativo que le permite financiar el reparto a sus accionistas y buena parte de sus inversiones.



# 2. Results for the period

# 2.1 Accumulated result

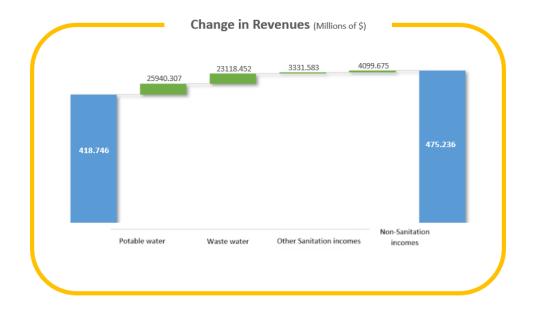
Income Statement (Th\$)	Sept. 23	Sept. 22	% Var.	2023 / 2022
Ordinary Revenues	475,235,519	418,745,502	13.5%	56,490,017
Operational Costs and Expenses	(244,040,078)	(206,943,904)	17.9%	(37,096,174)
EBITDA	231,195,441	211,801,598	9.2%	19,393,843
Depreciation and Amortization	(56,569,056)	(55,466,815)	2.0%	(1,102,241)
Income From Operations	174,626,385	156,334,783	11.7%	18,291,602
Other earnings (losses)	(1,774,124)	(1,481,148)	19.8%	(292,976)
Financial Result*	(51,153,149)	(109,160,358)	(53.1%)	58,007,209
Tax expense	(25,215,487)	8,739,137	(388.5%)	(33,954,624)
Minority interest	-	-	-	-
Net earnings	96,482,376	54,430,903	77.3%	42,051,473

<sup>\*</sup> Includes financial income, financial costs, exchange differences and results from readjustment units.

# 2.2 Revenue analysis

Revenues increased by 13.5% with respect to the same period of previous year, as follows:

	Sept	. 23	Sep	t. 22
	Sales		Sales	
	Thousands \$	Participation	Thousands \$	Participation
Potable Water	192,112,033	40.4%	166,171,726	39.7%
Wastewater	213,447,688	44.9%	190,329,236	45.5%
Other Sanitation Income	18,536,115	3.9%	15,204,532	3.6%
Non-Sanitation Income	51,139,683	10.8%	47,040,008	11.2%
Total	475,235,519	100.00%	418,745,502	100.00%





Sales Volume (Thousands of m3 accrued)	Sept. 23	Sept. 22	% Var.	Diferencia
Potable Water	389,807	384,121	1.50%	5,686
Wastewater Collection	374,096	368,931	1.40%	5,165
Wastewater Treatment and Disposal	322,265	318,733	1.10%	3,532
Interconnections*	90,522	89,402	1.30%	1,120
Customers	Sept. 23	Sept. 22	% Var.	Diferencia
Potable Water	2,296,728	2,245,345	2.30%	51,383
Wastewater Collection	2,251,965	2,200,739	2.30%	51,226

<sup>\*</sup> Interconnections include the treatment and disposal of Sewage from other sanitation companies

# Sanitation income

# a) Potable Water

Potable water revenues at the third quarter of 2023 amounted to Th\$192,112,033, which represents an increase of 15.6% regarding the same quarter of the previous year, due to polynomial indexing applied during 2023 and 2022 and tariff associated with the investment of Lo Mena - Cerro Negro wells, together with higher volume supplied (Residential customers in +0.5% and non-residential customers in +5.1%).

# b) Wastewater

Revenues from wastewater as of September 30, 2023, amounted to ThCh\$213,447,688, an increase of ThCh\$23,452 (+12.1%) compared to the previous year. This is mainly due to higher average rate associated to the latest polynomial tariff indexing and tariff associated with nitrogen treatments at Trebal-Mapocho Biofactories, together with higher sales volume

#### c) Other sanitation income

This item increased by ThCh\$3,331,583, which was due to higher activity in services not associated with sales volume.

# Non-Sanitation income

#### a) Services

An increase of ThCh\$2,392,050 was reflected, mainly due to higher activity for home services to customers, sanitation infrastructure modifications and the sale of materials.



#### b) Non-sanitation subsidiaries

The increase in income of ThCh\$1,707,625 was mainly explained by higher activity and new projects of company EcoRiles, together with increased analysis and sampling of potable water in Análisis Ambientales.

(ThCh\$)	Sept. 23	Sept. 22	% Var.
EcoRiles S.A.	16,391,156	14,994,567	9.30%
Análisis Ambientales S.A.	6,853,188	5,751,263	19.20%
Hidrogística S.A.	2,600,114	3,677,602	-29.30%
Aguas del Maipo S.A.	6,853,188	5,751,263	19.20%
Non-regulated non-sanitation products	27,624,967	25,917,342	6.60%

# 2.3 Expense analysis

The variation in expenses with respect to the same period of the previous year is shown in the following table:

Det	ail of costs (ThCh\$)	Sept. 23	Sept. 22	% Var.	2023 / 2022
a)	Raw materials and consumables	(68.295.994)	(57.345.719)	19,1%	(10.950.275)
b)	Employee benefits	(55.636.489)	(47.763.341)	16,5%	(7.873.148)
c)	Other expenses by nature	(109.290.684)	(90.756.229)	20,4%	(18.534.455)
d)	Impairment losses*	(10.816.911)	(11.078.618)	(2,4%)	261.706
Ор	erating costs and expenses	(244.040.078)	(206.943.906)	17,9%	(37.096.172)
e)	Depreciation and amortization	(56.569.056)	(55.466.815)	2,0%	(1.102.241)
Tot	tal costs	(300.609.134)	(262.410.720)	14,6%	(38.198.413)

a) \* Impairment losses correspond to allowance for doubtful accounts receivable.

#### b) Raw materials and consumables

As of September 30, 2023, the costs of raw materials and consumables amounted to ThCh\$68,295,994, an increase of ThCh\$10,950,275 compared to the same period of the previous year. The main variations are explained by higher electricity costs due to an increase in the average tariff and consumption associated with the use of subway water sources, higher cost of sale of materials and increased spending on chemical inputs. Additionally, as of April 1st, 2022, costs resulting from the internalization of Biofactories are included.

#### c) Employee benefits

At the end of the third quarter of 2023, employee benefit expenses amounted to ThCh\$55,636,489, which was ThCh\$7,873,148 higher than the one obtained in the third quarter of the previous year. The increase is mainly associated with CPI adjustments and personnel expenses incurred by the Company as a result of the internalization of Biofactories.

#### d) Other expenses by nature

At the end of September 30, 2023, these expenses amounted to ThCh\$109,290,68, which increased by ThCh\$18,534,455 compared to the previous year, mainly due to higher expenses readjustments



for CPI, higher costs of sales of home services and modifications of sanitation infrastructure, together with higher operating expenses for maintenance and repair of networks and equipment, general expenses and customer services. The above is partially offset by lower costs resulting from the internalization of Biofactories together with efficiencies

#### e) Impairment losses

At the end of the third quater of 2023, the provision for bad debts was ThCh\$10,816,911, which is ThCh\$261,706 lower than the one obtained the same quarter of the previous year. The percentage of bad debts over total revenues was 2.3% as of September 2023 compared to 2.6% as of September 2022.

# f) Depreciation and amortization

As of September 30, 2023, depreciation and amortization amounted to ThCh\$56,569,056, ThCh\$1,102,241 higher than the one obtained the same period of the previous year, result of depreciation associated with the new assets incorporated in the period.

# 2.4 Analysis of financial results and others

Fin	ancial Result (Thousands of \$)	Sept. 23	Sept. 22	% Var.	2023 / 2022
a)	Financial income	12.898.623	9.419.901	36,9%	3.478.722
b)	Financial costs	(36.680.405)	(24.605.601)	49,1%	(12.074.804)
c)	Exchange differences	2.515.087	(1.714.444)	<(200%)	4.229.531
d)	Results per unit of restatement	(29.886.454)	(92.260.214)	(67,6%)	62.373.759
Tot	al Financial Results	(51.153.149)	(109.160.358)	(53,1%)	58.007.208
e)	Other gains (losses)	(1.774.124)	(1.481.148)	19,8%	(292.977)
f)	Income tax expense	(25.215.487)	8.739.137	<(200%)	(33.954.624)

## a) Financial income

At the end of September of 2023, financial income amounted to ThCh\$12,898,154, which meant an increase of ThCh\$7,404,753 compared to the previous year, mainly explained by higher investment income from cash surpluses and higher interest rate.

#### b) Financial costs

As of September 30, 2023, financial costs amounted to ThCh\$24,265,318, which meant an increase of ThCh\$8,268,990 compared to the same period of 2022, mainly due to higher interest on financial debt, together with higher activation of financial expenses.

# c) Exchange differences

As of September 30, 2023, exchange rate differences resulted in income of ThCh\$2,515,087, which represents a positive variation of ThCh\$4,229,531. This is due to a better valuation of the local exchange rate with respect to foreign currencies (U.S. dollar and Euros) in accounts payable to suppliers.



### d) Results per readjustment unit

At the end of September of 2023, the adjustment unit charge was ThCh\$29,886,454, resulting in a lower expense of ThCh\$62,373,759, mainly due to the lower revaluation of the debt as a result of the variation of the Unidad de Fomento (3.1% in 2023 versus 10.5% in 2022).

# e) Other gains (losses)

As of September 30, 2023, the Company obtained a lower result than the previous year by ThCh\$292,977, mainly due to restructuring plans that were partially offset by land sales.

#### f) Income tax expense

The income tax expense as of March 31, 2023 was higher than the previous year by ThCh\$33,954,624, mainly due to a higher result in income before taxes added to the inflationary effect of deductible permanent differences, the main difference being the price-level restatement of tax equity.

# 2.5 Results by segment

## a) Accumulated results Water segment

Income Statement (Th\$)	Sept. 23	Sept. 22	% Var.	2023 - 2022
External Revenue	447,420,641	392,726,824	13.9%	54,693,817
Revenues Segments	1,149,724	784,677	46.5%	365,047
Operating Costs and Expenses	-221,401,332	-186,990,464	18.4%	(34,410,868)
EBITDA	227,169,033	206,521,037	10.0%	20,647,996
Depreciation and Amortization	-54,836,791	-53,915,848	1.7%	(920,943)
Income from Operations	172,332,242	152,605,189	12.9%	19,727,053
Other Earnings (Losses)	-1,539,315	-1,213,785	<(200%)	(325,530)
Financial Results*	-53,221,925	-109,033,624	(51.2%)	55,811,699
Tax Expense	-24,224,075	8,996,954	(369.2%)	(33,221,029)
Minority interest	-1,249	-1,511	(17.3%)	262
Net earnings	93,345,678	51,353,223	81.8%	41,992,455

 $<sup>{\</sup>it * Includes financial income, financial costs, exchange differences and results from readjustment units.}\\$ 

The net result of this segment showed an increase of 81.8%, mainly due to:

- Increase in external revenues, mainly associated with sanitation revenues due to higher average tariffs associated with the latest indexations and tariff associated with the investment of Lo Mena -Cerro Negro wells, together with a higher volume supplied.
- Costs increased mainly due to higher CPI expenses, operating costs and costs associated with sales of home services to customers, sanitation infrastructure modifications and materials. This is partially offset by lower bad debt expense together with higher efficiencies.
- Depreciation was ThCh\$920,943 higher than the one obtained in the previous year, as a result of the depreciation associated with the new assets incorporated in the period.



- ♦ The financial result presented a net expense of ThCh\$53,221,925, lower by ThCh\$55,811,699 compared to the same period of the previous year, mainly due to the lower revaluation of the debt as a result of the variation of the Unidad de Fomento (3.1% in 2023 versus 10.5% in 2022)
- Income tax expense as of September 30, 2023 was higher than the previous year by ThCh\$33,221,029 mainly due to a higher income before taxes added to the inflationary effect of deductible permanent differences, the main difference being the price-level restatement of tax equity.

# b) Accumulated results of the Non-Water segment

Income Statement (Th\$)	Sept. 23	Sept. 22	% Var.	2023 - 2022
External Revenue	27,814,878	26,018,677	6.9%	1,796,201
Revenues Segments	8,441,921	3,433,636	145.9%	5,008,285
Operating Costs and Expenses	-29,716,167	-24,171,751	22.9%	(5,544,416)
EBITDA	6,540,632	5,280,562	23.9%	1,260,070
Depreciation and Amortization	-1,731,402	-1,584,170	9.3%	(147,232)
Income from Operations	4,809,230	3,696,392	30.1%	1,112,838
Other Earnings (Losses)	-234,809	-234,159	0.3%	(650)
Financial Results*	-446,311	-126,736	252.2%	(319,575)
Tax Expense	-991,412	-257,817	284.5%	(733,595)
Net earnings	3,136,698	3,077,680	1.9%	59,018

<sup>\*</sup> Includes financial income, financial costs, exchange differences and results from readjustment units.

The results of the Non-Water segment showed a increase of ThCh\$59,018 compared to the previous year, mainly due to:

- The higher revenues were mainly explained by higher activity and new projects of the company EcoRiles together with increased analysis and sampling of potable water at Análisis Ambientales.
- The increase in costs of 22.9% is mainly associated with higher sales activity together with higher CPI expenses.
- The income tax expense as of September 30, 2023 was higher than the previous year by ThCh\$733,595, mainly due to a higher income before taxes added to the inflationary effect of deductible permanent differences, the main difference being the price-level restatement of tax equity.



# 3. Quarterly results

Income Statement (Th\$)	3T23	3T22	% Var.	3T23 – 3T22
External Revenue	142,109,245	137,522,896	3.3%	4,586,349
Revenues Segments	(78,768,374)	(74,779,688)	5.3%	(3,988,686)
Operating Costs and Expenses	63,340,871	62,743,208	1.0%	597,663
EBITDA	(19,264,529)	(18,965,505)	1.6%	(299,024)
Depreciation and Amortization	44,076,342	43,777,703	0.7%	298,639
Income from Operations	117,193	(292,555)	(140.1%)	409,748
Other Earnings (Losses)	(14,962,967)	(39,039,478)	(61.7%)	24,076,511
Financial Results*	(7,170,908)	6,285,854	(214.1%)	(13,456,762)
Tax Expense	(66)	(332)	(80.1%)	266
Net earnings	22,059,594	10,731,192	105.6%	11,328,402

<sup>\*</sup> Includes financial income, financial costs, exchange differences and results from readjustment units.

# 3.1. Income analysis

# a) Operating income

Ordinary revenues for the third quarter of 2023 amounted to ThCh\$142,109,245, ThCh\$4,586,348 higher than in the same quarter of the previous year, mainly due to higher sanitary revenues associated with a higher average tariff and an increase in volumes supplied.

# 3.2. Expense analysis

#### a) Raw materials and consumables used

During the third quarter of 2023, raw materials and consumables costs amounted to ThCh\$20,051,992, ThCh\$2,424,609 higher than in the same quarter of 2022, mainly associated with higher cost of sales of materials together with costs of chemical inputs and electric power.

#### b) Employee benefits

Employee benefit expenses for the third quarter of 2023 amounted to ThCh\$18,922,839, ThCh\$1,616,007 higher than in 2022. This increase is mainly due to CPI adjustments, training expenses and other contractually agreed benefits.

#### c) Depreciation and amortization

During the third quarter of 2023, depreciation and amortization amounted to ThCh\$19,264,529, ThCh\$299,025 lower than in 2022, mainly due to lower depreciation associated with machinery and software.

# d) Other expenses

In the third quarter of 2023, other expenses amounted to ThCh\$37,162,971, ThCh\$5,888,954 higher than in 2022, mainly explained by the readjustment of expenses due to CPI, higher expenses in maintenance of networks and operating equipment, increase in rent payments, customer services and other services.



# 3.3. Analysis of financial results and others

#### a) Financial result

The financial result for the third quarter of 2023 was a loss of ThCh\$14,962,966, which improved by ThCh\$24,076,513 compared to 2022, explained by a lower revaluation of debt due to a lower variation of the Unidad de Fomento (0.3% in 2023 versus 3.8% in 2022) compared to the same quarter of 2022.

# b) Income tax expense

The income tax expense at the end of the third quarter of 2023 was higher than the previous year by ThCh\$13,456,762, mainly explained by a better result before tax added to the inflationary effect of the deductible permanent differences, the main difference being the price-level restatement of tax equity.

# c) Profit

Net income for the third quarter of 2023 amounted to ThCh\$22,059,593, ThCh\$11,328,402 higher than in the same quarter of 2022.



# 4. Statement of financial position

Assets	Sept. 23	Dic. 22	% Var.
Current Assets	291,619,896	324,838,124	(10.2%)
Non-Current Assets	2,105,717,136	2,054,511,436	2.5%
Total assets	2,397,337,032	2,379,349,560	0.8%
Liabilities and equity			
Current Liabilities	340,594,569	265,797,147	28.1%
Non- Current Liabilities	1,164,722,078	1,274,661,314	(8.6%)
Total liabilities	1,505,316,647	1,540,458,461	(2.3%)
Shareholders' Equity	891,988,920	838,861,526	6.3%
Minority Interest	31,465	29,573	6.4%
Total Shareholders' Equity	892,020,385	838,891,099	6.3%
Total Liabilities and Shareholders' Equity	2,397,337,032	2,379,349,560	0.8%

# 4.1. Asset analysis

The total assets of Aguas Andinas at the consolidated level as of September 30, 2023 presented an increase of ThCh\$17,987,472 regarding December 31, 2022.

Current assets decreased by ThCh\$33,218,228, mainly due to a lower balance of cash and cash equivalents by ThCh\$33,215,108, a decrease in trade and other receivables by ThCh\$16,136. 442, mainly explained by the seasonality of the sales cycle, offset by an increase in other financial assets of ThCh\$ 6,581,562 due to the recording of the advance payment of principal and interest on bonds payable on October 2 of this year and an increase in tax assets of ThCh\$ 9,294,581 in disbursements in monthly interim payments.

Non-current assets increased by ThCh\$51,205,700, mainly explained by higher property, plant and equipment and intangible assets of ThCh\$47,518,958, associated with investments made during the period, together with higher deferred taxes of ThCh\$1,729,271. The main investment works are reflected in the following table:

Investments (ThCh\$)	Sept-23
Renovation of sewage networks	32,000,265
Renewal of drinking water networks	9,891,073
Renewal of starters and meters	9,317,565
Replacement of La Farfana-Trebal Biofactories assets.	4,830,491
Hydraulic efficiency plan	4,334,240
Drilling and reinforcement of the water supply system.	4,313,457
Vizcachitas - Tagle filter renovation	1,787,316
Advanced well management	1,729,295
Padre Hurtado Drinking Water Treatment Plant Expansion	1,700,465
Manzano - Pirque Pipeline Safety Works	1,153,003
Paine Wastewater Treatment Plant Expansion	1,130,622
Other investment projects	30,947,374



# 4.2. Analysis of liabilities and equity

Liabilities payable as of September 2023 decreased by ThCh\$35,141,816 regarding December 2022.

Current liabilities increased by ThCh\$74,797,420. This variation was mainly due to the reclassification of financial liabilities associated with bank loans from long-term to short-term, since they have a maturity of less than twelve months. This is partially offset by lower tax liabilities and a decrease in provisions for the agreed payment in the lawsuit associated with the purchase and sale of ESSAL.

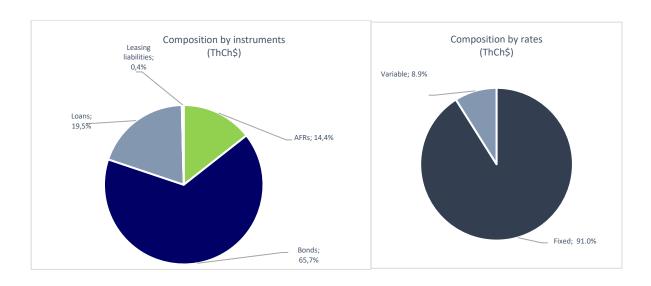
Non-current liabilities decreased by ThCh\$109,930,236. This variation corresponds almost entirely to lower financial liabilities mainly associated with non-current bank loans that were transferred to current financial liabilities because they have a maturity date of less than twelve months.

Total shareholders' equity increased by ThCh\$53,129,289, mainly explained by the profit for the year.

The maturity profile of the financial debt as of September 30, 2023 is as follows:

Financial Debt Th\$	Currency	Total	12 months	1 to 3 years	3 to 5 years	More than 5 years
AFRs	\$	184,143,162	28,731,082	39,086,251	36,156,138	80,169,690
Bonds	\$	840,574,072	23,318,703	6,753,399	-	810,501,970
Loans	\$	248,867,969	108,254,535	90,753,434	49,860,000	-
Forward	EUR	-	-	-	-	-
Total other financial liabilities		1,273,585,203	160,304,320	136,593,084	86,016,138	890,671,660
Leasing liabilities	\$	4,898,906	1,755,438	1,911,752	1,074,426	157,290
Total leasing liabilities		4,898,906	1,755,438	1,911,752	1,074,426	157,290
Total		1,278,484,109	162,059,758	138,504,836	87,090,564	890,828,950

# 3.3. Structure of financial liabilities





#### 5. Cash flow statements

Cash Flow Statement (Th\$)	Sept. 23	Sept. 22	% Var.	
Operating Activities	169,355,765	168,623,736	0.4%	
Investment Activities	(100,435,701)	(109,281,916)	(8.1%)	
Financing Activities	(102,135,172)	(59,523,651)	71.6%	
Net Cash Flow for the Period	(33,215,108)	(181,831)	18167.0%	
Final Cash Balance	146,120,233	163,331,483	(10.5%)	

Cash flows from operating activities increased by ThCh\$732,029 when comparing September 2023 with September 2022. The main variations were as follows:

- Collections from sales of goods and provision of services generated an increase of ThCh\$81,368,083, associated with higher average tariffs due to the latest tariff indexations, in addition to an increase in sales volume to non-residential customers.
- Interest received generated an increase of ThCh\$4,779,122, mainly due to higher interest rates.

These variations were partially offset by the following items:

- Increase in payments to suppliers of ThCh\$25,569,296, mainly associated with higher payments to suppliers of goods and services.
- Increase in the payment to and on behalf of employees of ThCh\$9,945,848, mainly due to CPI adjustments and expenses of personnel incorporated to the Company as a result of the internalization of Biofactories in March 2022.
- Increase in the payment of income taxes of ThCh\$21,367,391, for higher base in the determination of the calculation of the monthly provisional payments.
- Interest paid increased by ThCh\$9,940,709, mainly due to higher interest rates.
- Other cash outflows generated an increase of ThCh\$9,439,714, due to the payment of ESSAL's out-of-court settlement.

The disbursements for investment activities decreased by ThCh\$8,846,215, due to lower payments for investments made during the period.

Financing activities improved compared to the previous year by ThCh\$42,611,521, this is mainly explained by the fact that the final dividend for 2022 was paid in April of this year, offset by a higher payment of financial obligations of ThCh\$33,441,651.



#### 6. Ratios financieros

		Sept. 23	Dic. 22
Liquidity			_
Current liquidity	times	0.86	1.19
Acid Test Ratio	times	0.43	0.66
Leverage			
Total Leverage	times	1.69	1.84
Current Leverage	times	0.23	0.18
Non-Current Leverage	times	0.77	0.82
Annualized Financial Expenses Coverage	times	4.26	3.26
Profitability			
Annualized equity profitability attributable to the controller's property owners	%	14.27	10.14
Annualized asset profitability	%	5.31	3.70
Annualized earnings per share	\$	20.80	13.93
Dividend yield (*)	%	5.20	6.51

Current liquidity: current assets/current liabilities.

Acid ratio: cash and cash equivalents / current liabilities.

Total indebtedness: total liabilities / total equity.

Current debt: current liabilities / liabilities due.

Non-current debt: non-current liabilities / liabilities payable.

Financial expense coverage: annualized earnings before interest and taxes / annualized financial expenses.

**Return on equity:** annualized income for the year/average total equity for the year.

**Return on assets:** annualized income for the year/average total assets for the year.

Earnings per share: annualized income for the year/ number of subscribed and paid-in shares.

**Dividend yield:** dividends paid per share / share price.

(\*) The share price as of September 2023 amounts to \$267.97, while as of December 2022 it amounts to \$195.90.

As of September 30, 2023, current liquidity decreased by 27.7% due to a decrease in current assets of ThCh\$ 33,218,228, mainly due to a decrease in cash and cash equivalents of ThCh\$ 33,215,108. This is partially offset by an increase in other financial assets of ThCh\$ 6,581,562, an increase in tax assets of ThCh\$ 9,294,581 and a decrease in assets held for sale, due to the sale and expropriation of land. Additionally, current liabilities increased by ThCh\$74,797,422, as a result of an increase in other financial liabilities of ThCh\$85,957,182 and a decrease in other provisions for out-of-court settlement of ESSAL of ThCh\$12,194,932.

Indebtedness showed a decrease of 8.2%, due to a lower demandable liability of ThCh\$ 35,141,814, mainly explained by a decrease in debt payment and an increase related to the revaluation of the UF. Total shareholders' equity increased by ThCh\$53,129,286.

The return on equity attributable to the owners of the controlling company increased by 40.7%, mainly explained by the higher annualized profit for the year of ThCh\$42,051,141 thousand (ThCh\$42,051,141 thousand).



# 7. Other background information

## 7.1 Tariffs

The most important factor that determines our results of operations and financial position are the tariffs set for our sales and regulated services. As a sanitation company, we are regulated by the S.I.S.S. and our tariffs are set in accordance with the Ley de Tarifas de los Servicios Sanitarios (Sanitation Services Tariff Law) D.F.L. No. 70 of 1988.

Our tariff levels are reviewed every five years and, during that period, are subject to readjustments linked to an indexation polynomial, if the accumulated variation since the previous adjustment is equal to or greater than plus or minus 3.0% (absolute value), as calculated based on various inflation indexes.

Specifically, the adjustments are applied based on formulas that include the Consumer Price Index, the Manufacturing Sector Imported Goods Price Index and the Manufacturing Industry Sector Producer Price Index, all measured by the Chilean National Institute of Statistics. The latest indexations made by each Group Company were applied on the following dates:

#### Aguas Andinas S.A.

Group 1 February 2022, May 2022, July 2022, September 2022 and February 2023
Group 2 January 2022, April 2022, September 2022, September 2022 and February 2023

Aguas Cordillera S.A. March 2022, September 2022, September 2022 and March 2023

#### Aguas Manquehue S.A.

Santa María March 2022, September 2022, September 2022 and January 2023

Los Trapenses March 2022, September 2022, August 2022, September 2022 and January 2023
Chamisero January 2022, April 2022, September 2022, August 2022, September 2022 and

January 2023

Chicureo February 2022, May 2022, July 2022, September 2022 and January 2023
Valle Grande 3 January 2022, April 2022, September 2022, September 2022 and January 2023

Additionally, the tariffs were increased due to investment works that were approved in the respective tariff decrees. The works mentioned are as follows:

# Aguas Andinas S.A.

Lo Mena – Cerro Negro Wells (December 2022) Trebal-Mapocho Nitrogen Treatment (April 2022)

The tariffs in force for the period 2020-2025 were approved by Decree No. 33 dated May 5, 2020, for Aguas Andinas S.A., of the Ministry of Economy, Development and Tourism and came into effect on March 1st, 2020 (published in the Official Gazette on December 2, 2020). The current tariffs of Aguas Cordillera S.A. for the five-year period 2020-2025 were approved by Decree No. 56 dated September 11, 2020 and became effective as of September 30, 2020 (published in the Official Gazette on February 24, 2021) and the current tariffs of Aguas Manquehue S.A. for the five-year period 2020- 20 2025 were approved by Decree No. 69 dated October 27, 2020 (published in the Official Gazette on March 13, 2021) and became effective as of May 19, 2020 for



the Santa María and Trapenses systems, April 22, 2019 for Group 3 Chamisero, July 9, 2020 for Group 2 Chicureo and September 22, 2021 for Group 4 Valle Grande III.

#### 7.2 Market risk

Our company presents a favorable situation in terms of risk, which is mainly due to the particular characteristics of the sanitation sector. Our business is seasonal and operating results may vary from quarter to quarter. The highest levels of demand and revenues are recorded during the summer months (December to March) and the lowest levels of demand and revenues during the winter months (September to September). In general, water demand is higher in the warmer months than in the milder months, mainly due to the additional water needs generated by irrigation systems and other external water uses.

Adverse weather conditions may eventually affect the optimal delivery of sanitation services, because the processes of catchment and production of Potable Water depend to a large extent on the weather conditions that develop in the watersheds. Factors such as meteorological precipitation (snow, hail, rain, and fog), temperature, humidity, sediment entrainment, river flows and turbidity determine not only the quantity, quality and continuity of raw water available at each intake, but also the possibility that it will be properly treated at the Potable Water treatment plants.

In case of drought, we have significant water reserves that we maintain in the El Yeso, Laguna Negra and Lo Encañado reservoirs, in addition to the contingency plans we have developed, which allow us to reduce the possible negative impacts that could generate adverse weather conditions for our operations. In the current period, the drought that has existed since 2010 persists, which means applying contingency plans such as the transfer of raw water, intensive use of wells, leasing and purchase of water rights, among others. All this in order to reduce the impact of the drought and provide our services normally, both in terms of quality and continuity.

# 7.3 Market analysis

The Company does not present any variation in the market in which it participates because, due to the nature of its services and the legal regulations in force, it does not have competition in its concession area.

Aguas Andinas S.A. has 100% coverage in potable water, 98.9% of sewage service and 100% in sewage treatment in the Santiago basin.

Aguas Cordillera S.A. has 100% coverage in potable water, 99.0% of sewage service and 100% in sewage treatment.

Aguas Manquehue S.A. has 100% coverage in potable water, 99.5% of sewage service and 100% in sewage treatment.



# 7.4 Capital investments

One of the variables that has the greatest impact on the results of our operations and financial situation is capital expenditures. There are two types of capital expenditures:

Committed Investments. We are required to agree on an investment plan with S.I.S.S., which describes the investments we are required to make during the 15 years following the date on which the related investment plan becomes effective. Specifically, the investment plan reflects a commitment on our part to carry out certain projects related to the maintenance of certain quality standards and service coverage. The aforementioned investment plan is subject to review every five years, and we may request modifications when certain relevant events occur.

Dates of approval and update of the Aguas Group's development plans:

#### Aguas Andinas S.A.

Santiago: October 29, 2020

Locations: April 06, 2018, October 29, 2020, November 16, 2020, March 26, 2021, September 09, 2021 and

August 19, 2021.

#### Aguas Cordillera S.A.

Aguas Cordillera and Villa Los Dominicos: October 29, 2020

#### Aguas Manquehue S.A.

Santa Maria and Los Trapenses: November 09, 2020 Chicureo, Chamisero and Valle Grande III: March 11, 2021

Alto Lampa: December 6, 2018

**Uncommitted capital expenditures.** Non-committed investments are those that are not contemplated in the investment plan and that we make voluntarily in order to ensure the quality of our services and replace obsolete assets. These are generally related to the replacement of network infrastructure and other assets, the acquisition of water rights and investments in non-sanitation businesses, among others.

In accordance with international financial reporting standards in force in Chile, in particular IAS 23, interest on equity investments in construction work in progress is capitalized. The aforementioned IAS 23 establishes that when the entity acquires debt in order to finance investments, the interest on such debt must be deducted from the financial expense and incorporated to the financed construction work, up to the total amount of such interest, applying the respective rate to the disbursements made at the date of presentation of the financial statements. Accordingly, the financing costs associated with our capital investment plan affect the amount of interest expense recorded in the statements of operations, and such financing costs are recorded together with construction in progress in "property, plant and equipment" in our statement of financial position.



# 7.5 Financial aspects

# a) Currency risks

Our revenues are largely linked to the evolution of the currency. For this reason, the Company's main debt is issued in this same currency.

However, starting in 2022, Aguas Andinas acquires new debt associated with the issuance of two bonds in international markets. In order to mitigate the dangers associated with the 22 volatilities that we do not record significant risks that surround the environment and the foreign currency operations of the business, derivative instruments have been contracted, which facilitate the process of managing the matching and hedging of both accounting and financial risks to which the Company is exposed.

#### b) Interest rate risk

As of September 30, 2023, the interest rate risk held by Aguas Andinas S.A. is comprised of 91.1% at a fixed rate and 8.9% at a variable rate. The fixed-rate debt is composed of: short and long-term bond issues (65.4%), refundable financial contributions (14.4%), bank loans (19.5%), derivatives (0.3%) and lease liabilities (0.4%), while the variable-rate debt corresponds to loans with domestic banks.

As of December 31, 2022, the interest rate risk held by Aguas Andinas S.A. is comprised of 90.3% at a fixed rate and 9.7% at a variable rate. The fixed-rate debt is composed of: short and longterm bond issues (63.9%), refundable financial contributions (15.0%), bank loans (20.2%), derivatives (0.6%) and lease liabilities (0.3%), while the variable-rate debt corresponds to loans with domestic banks.

The company maintains a policy of interest rate monitoring and management, which, in order to optimize the cost of financing, permanently evaluates the hedging instruments available in the financial market.

All this favorable situation has meant that the risk rating agencies have assigned us a risk rating of AA+ for long-term debt. In the case of shares, ICR assigned us a first-class level 1 rating for series A and first-class level 4 rating for series B. In April 2023, Fitch Ratings ratified the solvency rating and public debt issuance of Aguas Andinas S.A. at AA+ with a stable outlook. Previously, in September 2022, Standard & Poor's assigned Aguas Andinas an 'A-' rating, becoming the first non-state corporate company of Chile to receive this international rating.

