

TERRITORIA

RECONVERSION OF A CITY BLOCK

IMPROVE THE SHARED EXPERIENCE OF URBAN LIFE

TRACK RECORD.

2004El Regidor Office
Metrogas.**2006**Magdalena Office
Mapfre.**2008**Luz Office Building
CGE.**2009**W Hotel: joint venture with
Starwood.
Office and Retail:
Prudential - BVK.**2012**Territoria El Bosque
Office Building
GLL - BVK.**2015-2023**Partnership with Abu Dhabi
Investment Authority (ADIA) in the
development of MUT.**2022**Build to Suit project for new
headquarters for Banco Santander.**MAPFRE**GRUPO
CGEstarwood
Hotels and
Resorts**GLL** Bayerische
Versorgungskammer**ADIA**

Santander



TRACK RECORD.

MUT

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2015-2023

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development of MUT.

ADIA

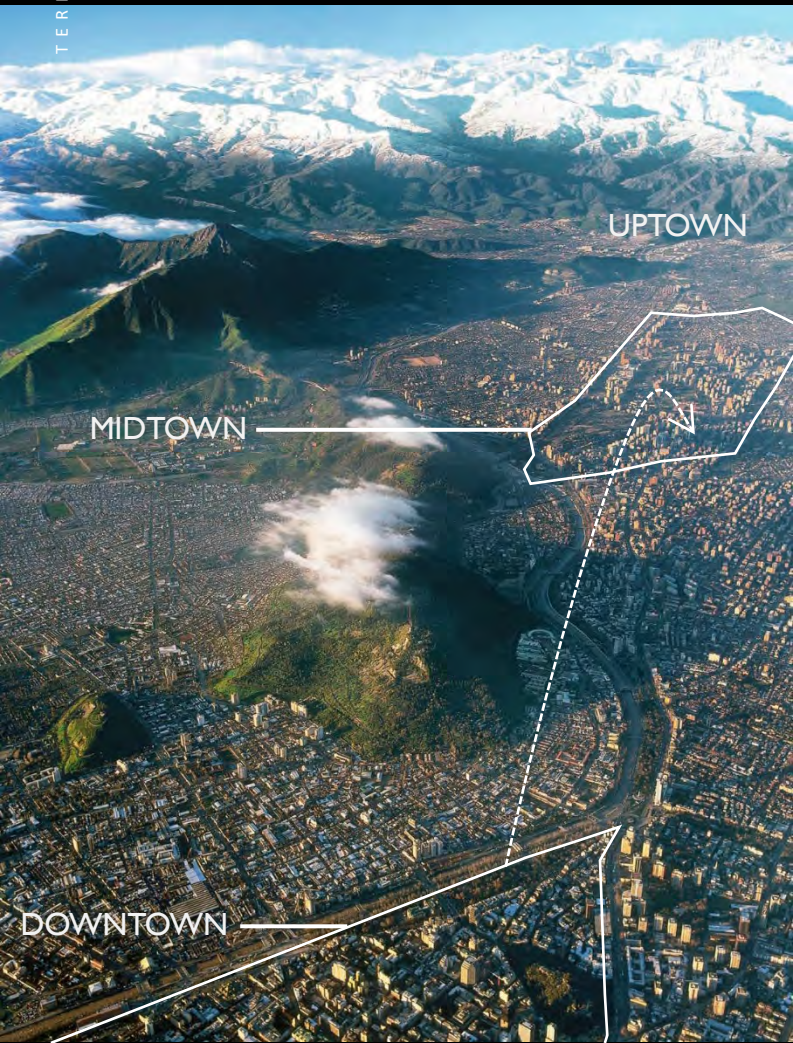
2022

Build to Suit project for new
headquarters for Banco Santander.

Santander



SANTIAGO | GROWING MIDTOWN



UPTOWN

MIDTOWN

DOWNTOWN

SANTIAGO

- **12 TIMES BIGGER IN 80 YEARS**
- CURRENTLY 7 MILLION INHABITANTS
- DENSIFICATION FORCED BY NATURAL BOUNDARIES
- THE CITY BUSINESS DISTRICT STARTED MIGRATING FROM DOWNTOWN TO EL GOLF IN THE '90s.
- NOWADAYS EL GOLF IS THE TOP BUSINESS DISTRICT OF CHILE, WITH CONSOLIDATED OFFICE, HOTEL AND RETAIL MARKETS.
- **TERRITORIA BUILT THE FIRST-CLASS A OFFICE BUILDING IN EL GOLF IN 1997, LEADING THE CBD FUTURE DEVELOPMENT**



MIDTOWN

OUR VISION HINGES ON FOUR POWERFUL STRATEGIC FUNDAMENTALS.

ONE

A V O C A T I O N T O P U B L I C P L A C E S

We'll create a place where people can gather around to participate in outdoor activities, an entertaining destination with gastronomy, culture and sports that will build communities and transform the way of living

OUR VISION HINGES ON FOUR POWERFUL STRATEGIC FUNDAMENTALS.

TWO

THE URBAN MARKET AS COMMUNITY MEETING POINT

We believe that the market is a place of social transformation, an ecosystem where people with different social backgrounds can join and create a community.

Our ambition is to create a flourishing community that values people engagement, inclusivity and good health, a place where quality of life is the priority.

OUR VISION HINGES ON FOUR POWERFUL STRATEGIC FUNDAMENTALS.

THREE

A COMMITMENT TO SUSTAINABILITY

We're addressing this with low-carbon construction, renewable power, on site generation, a circular economy principle and a zero-waste program

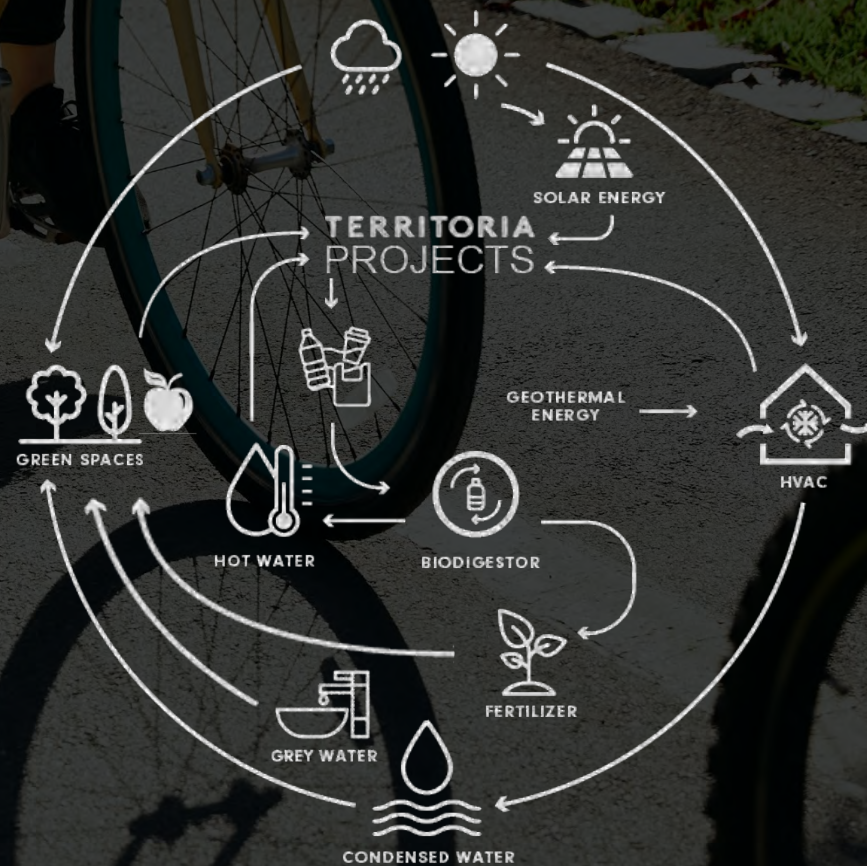
OUR VISION HINGES ON FOUR POWERFUL STRATEGIC FUNDAMENTALS.

THREE

A COMMITMENT TO SUSTAINABILITY
» RADICAL APPROACH IN DESIGN

We believe that a radical commitment to the environment and a healthy way of life should underpin real estate developments today.

Our projects integrate with public transportation systems, encourage bike usage and have rigorous 360° sustainability programs, including 100% use of Non-Conventional Renewable Energy, responsible and efficient water usage, recycling and waste reduction, that put us at the vanguard of real estate developers.



OUR VISION HINGES ON FOUR POWERFUL STRATEGIC FUNDAMENTALS.

FOUR

A CONVICTION ABOUT THE POSSIBILITIES OF MIXED-USE PROJECTS

We believe in a new way of living where the concepts of **LIVE, WORK & PLAY** interact with each other, creating a new type of town that promotes a variety of activities and programs that minimize commuting.

TERRITORIA GLOBAL PARTNERS.

OVER 50 EXTERNAL TEAMS WORKING ACROSS 13 COUNTRIES



A REGIONAL OPPORTUNITY

A GATE TO MIDTOWN CBD: TERRITORIA APOQUINDO

- THE LAST REMAINING LARGE SCALE URBAN SITE IN SANTIAGO
- LAND ACQUISITION: 5 DIFFICULT OWNERS
- CITY FABRIC INTEGRATION
- URBAN DAILY LIFE DRIVER
- INTEGRATED SUSTAINABLE APPROACH



MUT | MERCADO URBANO TOBALABA
M I D T O W N S A N T I A G O

ON 2020 WITH THE HELP OF ARTIFICIAL INTELLIGENCE WE MEASURED AN INCREASED FLOW COMPARED TO THE ONE ESTIMATED WITH THE 2015 DATA



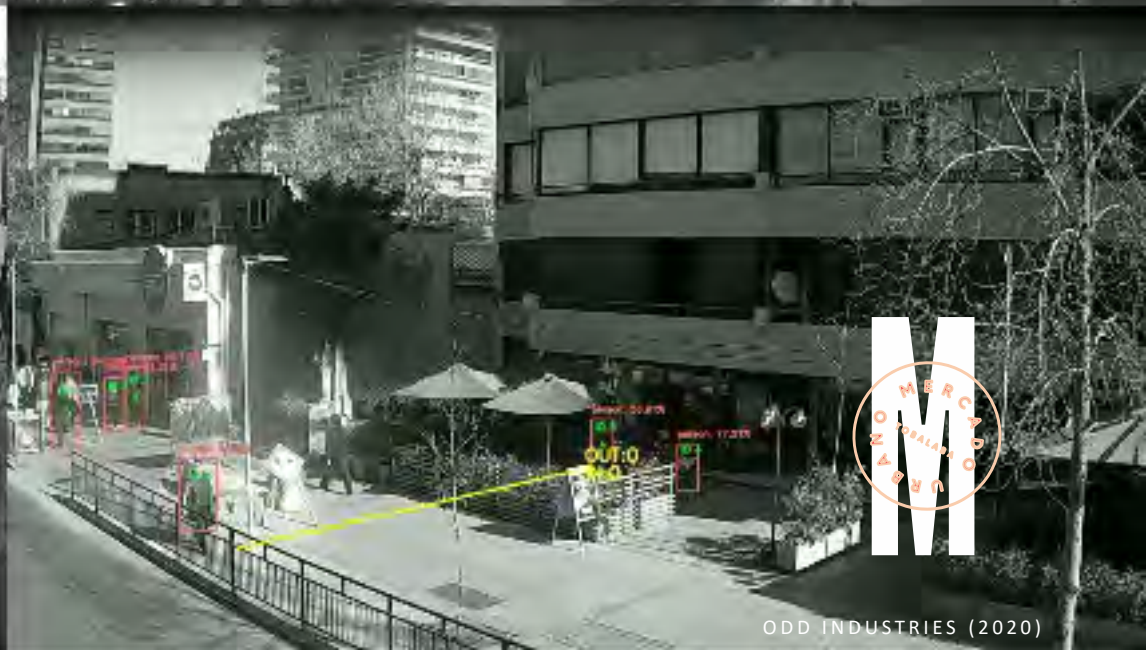
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ODD INDUSTRIES (2020)

ON 2020 WITH THE HELP OF ARTIFICIAL INTELLIGENCE WE MEASURED AN INCREASED FLOW COMPARED TO THE ONE ESTIMATED WITH THE 2015 DATA



EN CADA DÍA HÁBIL DE LA SEMANA TRANSITAN:

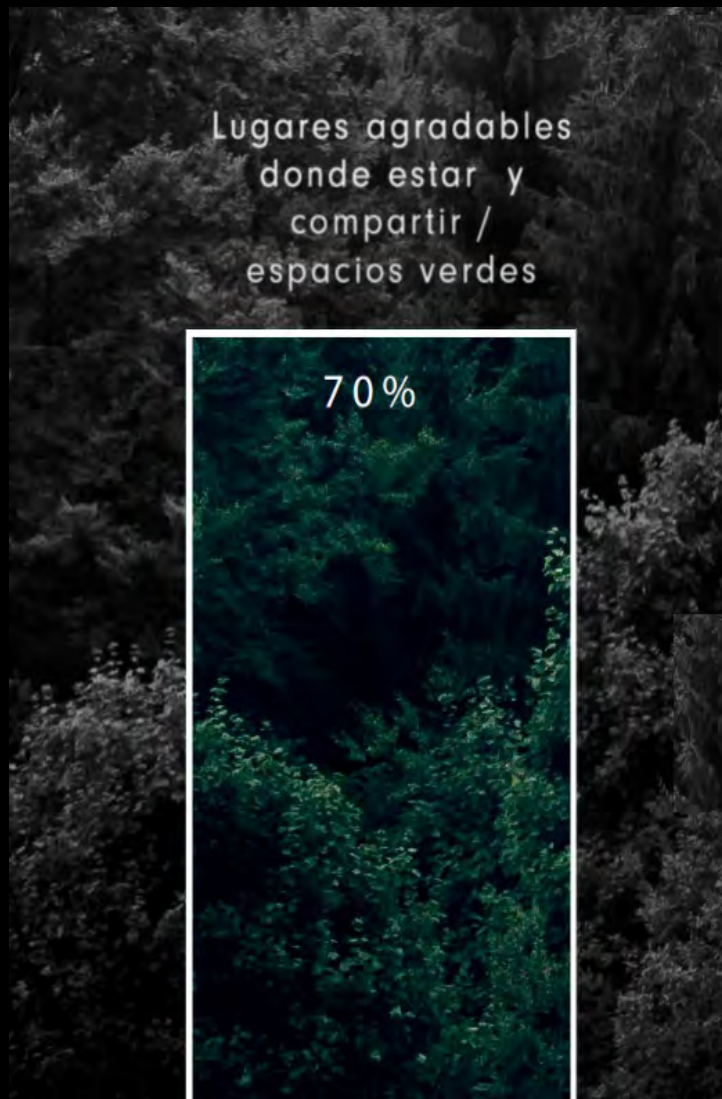
270000
PERSONAS

35000
AUTOS

3700
BICICLETAS

2300
BUSES



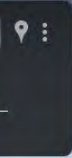




FROM SUPERMARKET



TO URBAN MARKET



A STRATEGIC SITE

BACKGROUND

DIFFICULT LAND ACQUISITION

SITE ON THE MARKET FOR 10 YEARS
10 SITES
More than 15 LANDOWNERS

OPPORTUNITY

A GLOBAL SCALE PROJECT

CREATING URBAN LIFESTYLE FOR SANTIAGO

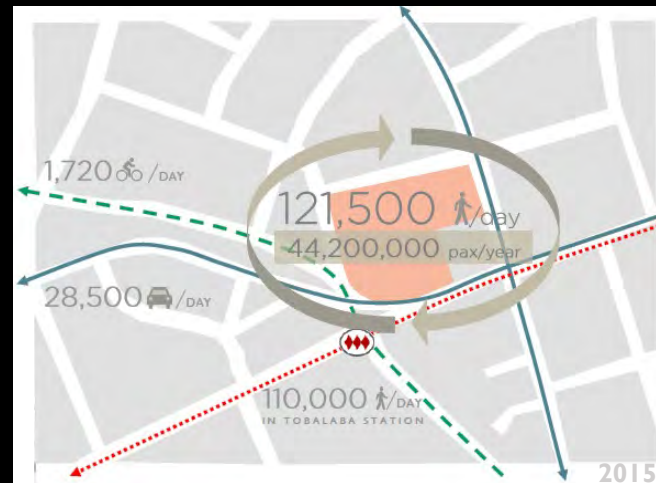
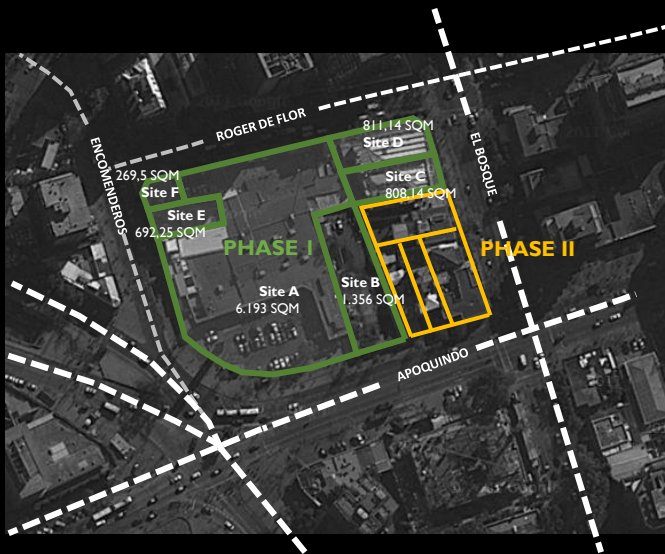
HIGH STREET RETAIL

RETAIL PODIUM
TRANSPORTATION ORIENTED PROJECT
ENGAGED WITH THE COMMUNITY

CHALLENGES

VERTICAL MIXED-USE RETAIL

8 RETAIL LEVELS: 5 ABOVE & 3 BELOW GROUND
STREET RETAIL AGAINST MALL DOMINATED MARKET
PARTNERSHIP WITH SOVEREIGN FUND
PUBLIC/PRIVATE JOINT VENTURE: SUBWAY STATION EXTENSION
PRODUCT INNOVATION: STUDIOS / MARKET / BIKE HUB
COMPLEX PROGRAM DEVELOPMENT
TENANT MIX PLANNING
BUILDING A COMMUNITY DESTINATION



MUT | THE PROGRAM



WE ARE CREATING A **PLACE**

IN A WORLD THAT IS INCREASINGLY VIRTUAL AND DIGITAL, PEOPLE CRAVE THE **REAL** AND THE PHYSICAL.

IN A WORLD THAT IS MORE AND MORE OF THE SAME AND SCRIPTED, PEOPLE CRAVE THE UNEXPECTED AND THE **UNIQUE**.

WE ARE CREATING A PLACE THAT GIVES PEOPLE A REAL SOCIAL EXPERIENCE, A SPACE FOR **INTERACTION**.

WE ARE CREATING A **LIFESTYLE** FOR THE NEW GENERATION.

PROGRAM LEASABLE AREAS

RETAIL : 40,000 SQM – 3 BASEMENT FLOORS & 5 PODIUM FLOORS

OFFICE : 40,000 SQM

OFFICE T1	13 FLOORS
OFFICE T2	14 FLOORS
OFFICE T3	12 FLOORS
OFFICE T4	11 FLOORS
OFFICE STUDIOS	4 FLOORS

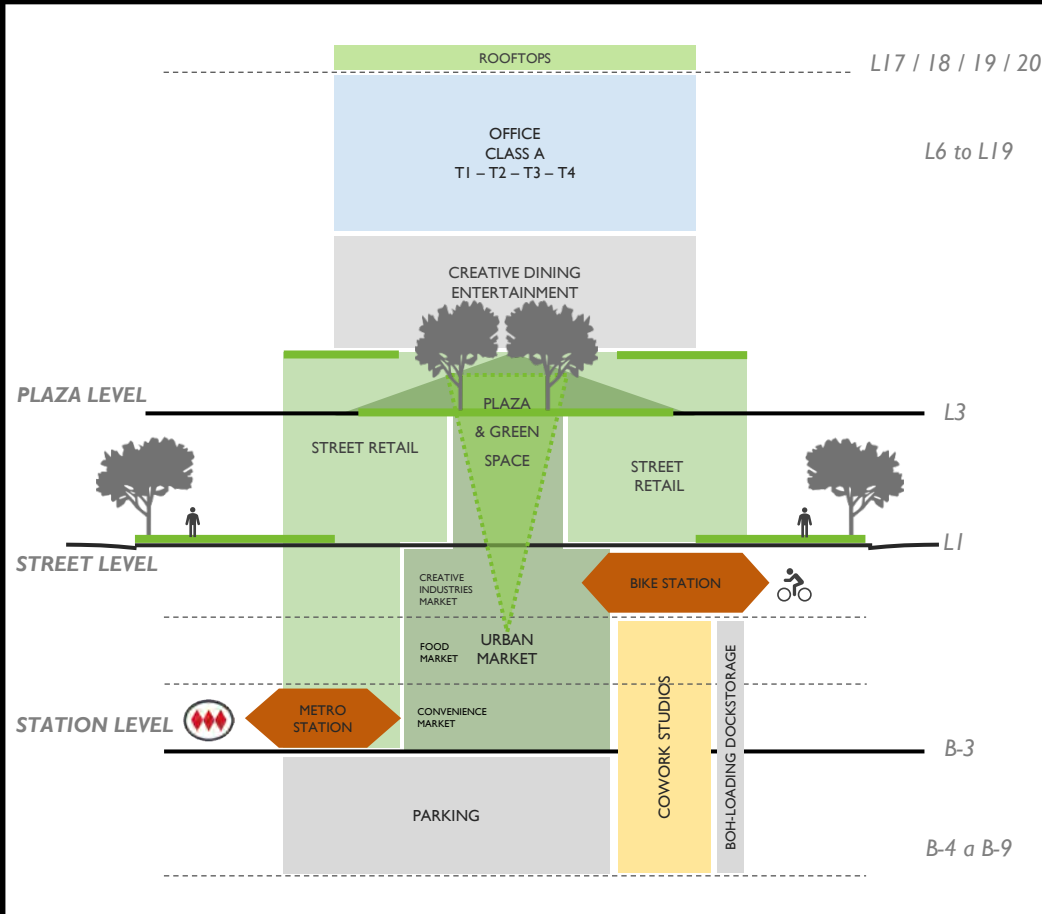
1.200 CAR PARKING SPACES

2.000 BIKE PARKING SPACES

8 TRUCKS LOADING DOCK

4,500 SQM STORAGE

FULL INTEGRATION CONCEPT



THREE GROUND FLOORS AND A CITY ICON

B3 – TRANSPORTATION GROUND FLOOR - 150.000 PASSENGERS/DAY

L1 – BRANDING EXPOSURE AND CBD GATE - 44 MILLION PEOPLE YEARLY

L3 – URBAN PUBLIC PLAZA

A MIXED-USE PROGRAM LINKED THROUGH EXPERIENCE

METRO CONNECTION

URBAN PLAZA & GREEN SPACES

METRO STATION

URBAN MARKET

BIKE STATION

CREATIVE INDUSTRIES

STREET RETAIL

GASTRONOMIC DESTINATION

PROMENADES & GROUND PLAZAS

OFFICE SPACE

COWORK

MUT

EXCAVATION AND CONSTRUCTION



MUT

VISION / REALITY



MUT

VISION / REALITY



Workspaces designed
to enhance communities
& add value to
people's lives.



MUT

VISION / REALITY

SUWAY HALL & MARKET FACADE



MUT

VISION / REALITY

B2 MARKET

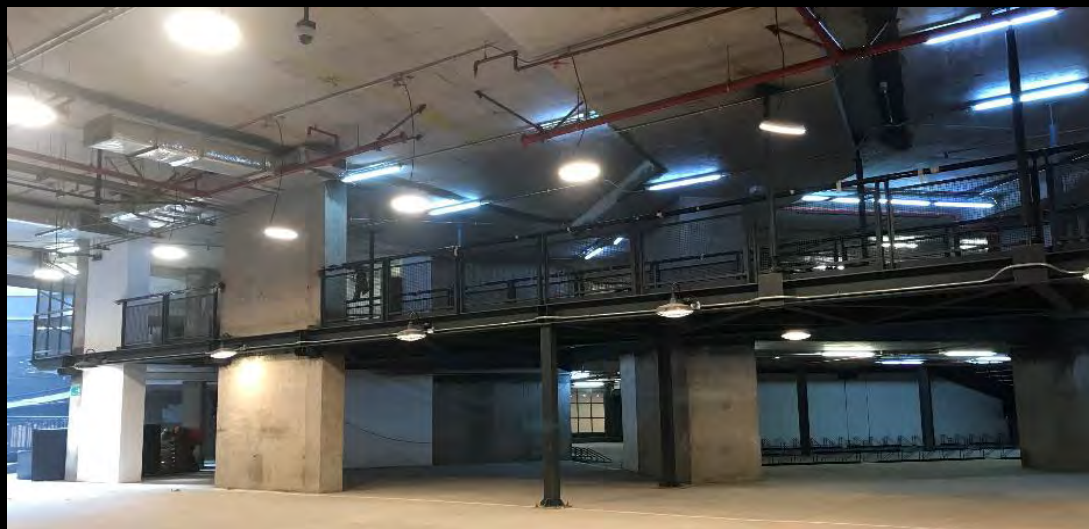


MUT

VISION / REALITY



B1 BIKE HUB



MUT

VISION / REALITY

ENCOMENDEROS PLAZA



MUT

VISION / REALITY

ENCOMENDEROS PLAZA



MUT

VISION / REALITY

APOQUINDO AVENUE



MUT

VISION / REALITY

MARKET GARDEN





L3



MUT

VISION / REALITY

TOWER 4 | OFFICE HOME



WHATS NEXT...

RECONVERSION OF A LANDMARK
IMPROVE THE SHARED EXPERIENCE OF URBAN LIFE

MERCADO SAN ISIDRO

Existing Building



MERCADO SAN ISIDRO

Downtown Landmark Reconversion

MERCADO SAN ISIDRO

EXECUTIVE BRIEF

45,000 m²

Gross Leasable Area

13,000 m²

Retail

17,000 m²

Office

15,000 m²

Residencial

450 un

Parking

500 un

Bike parking



MERCADO SAN ISIDRO

Downtown Retrofit | Historic Building





TERRITORIA



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