

Corporate Presentation 2Q-2024



FALABELLA



+ falabella.com

 SODIMAC

 TOTTUS

 mallplaza

 Banco Falabella

Cautionary Statement

This document contains "forward-looking statements," relating to, among other things, future operating and financial results, project performance, expenses, the impact of acquisitions and divestments, business strategy and any restructuring plans. These statements use words, and variations thereof, such as the future tense verbs generally, "plan", "intend", "expect", "anticipate", "estimate", "maintain", "project", "continue", "reduce" and "grow". We caution you not to rely on these forward-looking statements as the basis for any investment or divestment decisions regarding securities issued by the Company. These statements are based on assumptions and expectations of future events at the time they are made and, therefore, are subject to uncertainty.

If the underlying assumptions prove to be inaccurate, or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections expressed in these forward-looking statements. Uncertainties relate to, among other things, the company's ability to successfully execute its planned projects and strategic plans, the possibility that expected benefits and opportunities may not materialize in the expected timeframe or at all, the impact of divestments, as well as risks related to the political and economic scenario; new regulations or more demanding regulatory changes; breach of rules and/or regulations; inability to attract and retain talent; cyber-attacks; failures or crashes of key systems; technological obsolescence; financial and market risks (exchange rate, inflation, interest rate, credit and liquidity); climate change causing natural disasters that affect operational continuity and/or increase costs in the value chain; inconsistency between ESG declarations and implementation; damage to infrastructure affecting physical security and operational continuity; conflicts with the community; accidents, illnesses or other events that impact the minimum number of people required to operate; failures in the supply chain and inventories; relationships with suppliers who fail to meet minimum standards; sale of products harmful to people's health or safety; inadequate identification and response to the preferences of our current and prospective customers. A more detailed list and description of these risks can be found in the Annual Report and in the notes to the financial statements of Falabella S.A., which are available online at the company's website (<https://investors.falabella.com>), as well as on the website of the Financial Market Commission (www.cmfchile.cl).

The information contained in this presentation pertain to the dates and for the time periods indicated therein, and the company assumes no obligation to update any of the information contained in this document. Accordingly, you should not rely on the accuracy of any statements or other information contained in any archived webcast or video on demand as the basis for investment or divestment decisions in securities issued by the company.

All numbers in this presentation are expressed as of LTM June 2024, converted to US Dollars and rounded to millions.

Physical and Digital ecosystem with diversified presence across Latin America

Key Financial Figures¹

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US\$ 12.3 Bn

Total Revenue



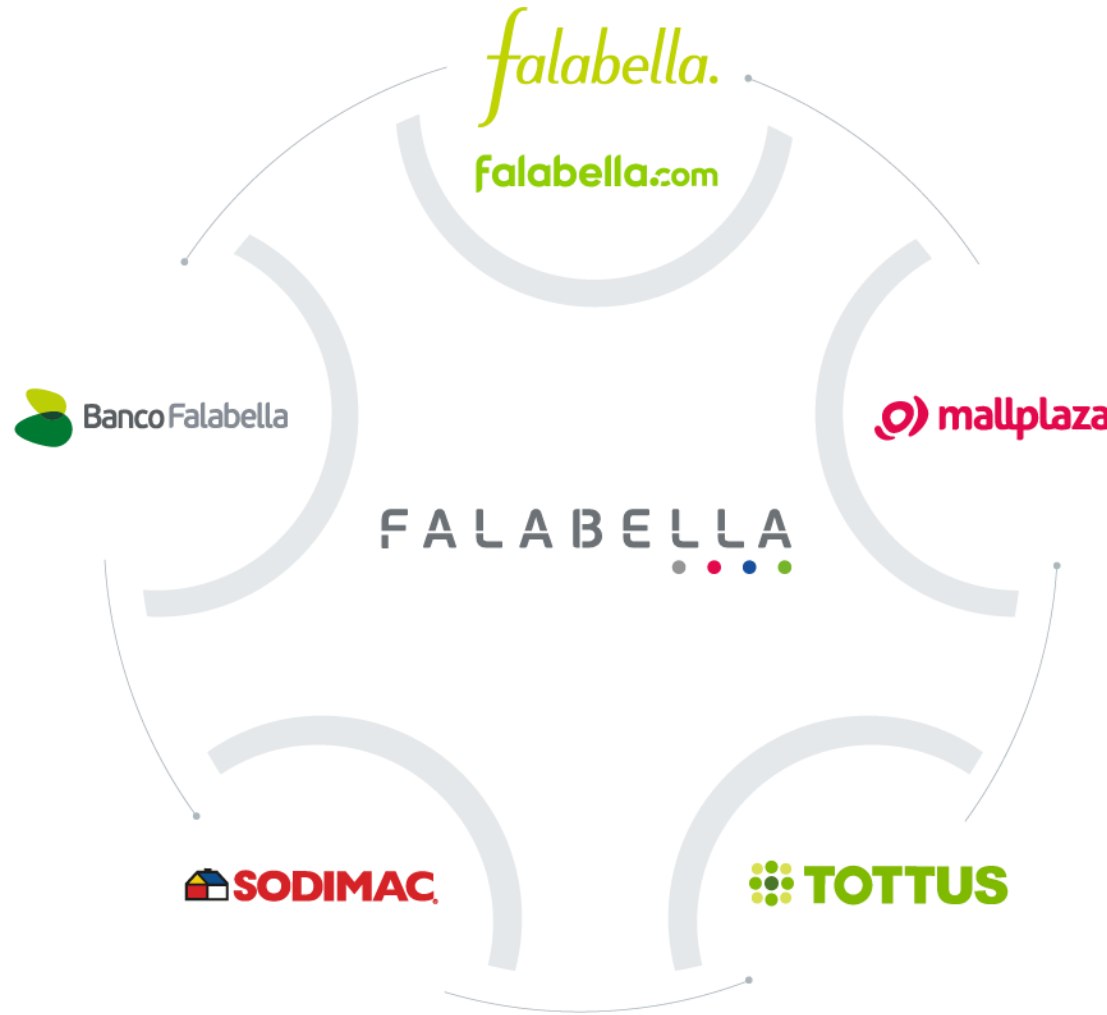
US\$ 2.6 Bn

Online GMV



US\$ 1.2 Bn

EBITDA



US\$ 11.0 Bn²
(-1 Yo/)
Retailers Revenue

US\$ 648 MM¹
(+10% YoY)
Third-party sales (3P)

US\$ 478 MM¹
(+14% YoY)
Mallplaza Revenue

US\$ 6.4 Bn³
(-4% YoY)
Gross Loan Book

+19.6 MM¹
Loyalty program participants

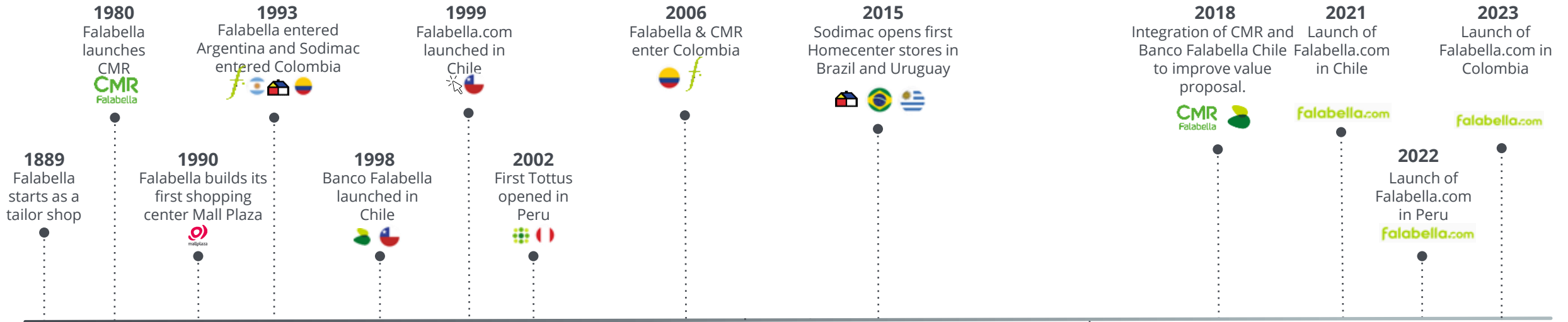
50%⁴
Click & Collect Penetration

1. Figures as of 2Q24, last twelve months (LTM).
2. Home Improvement operation includes the businesses in Chile, Peru, Colombia, Brazil, Mexico, Argentina and Uruguay. Mexico and Colombia do not consolidate in the financial statements.
3. Figures as of June 2024. Gross Loan Book includes Financial Services Mexico.
4. 2Q24 figures.

Constantly evolving to meet our customers' demands

Born over 130 years ago as a tailor shop, built a powerful model with important synergies, based on the virtuous circle between retail, financial services and malls

Organic Initiatives



Mergers & Acquisitions






Physical and Digital ecosystem with diversified presence across Latin America

FALABELLA



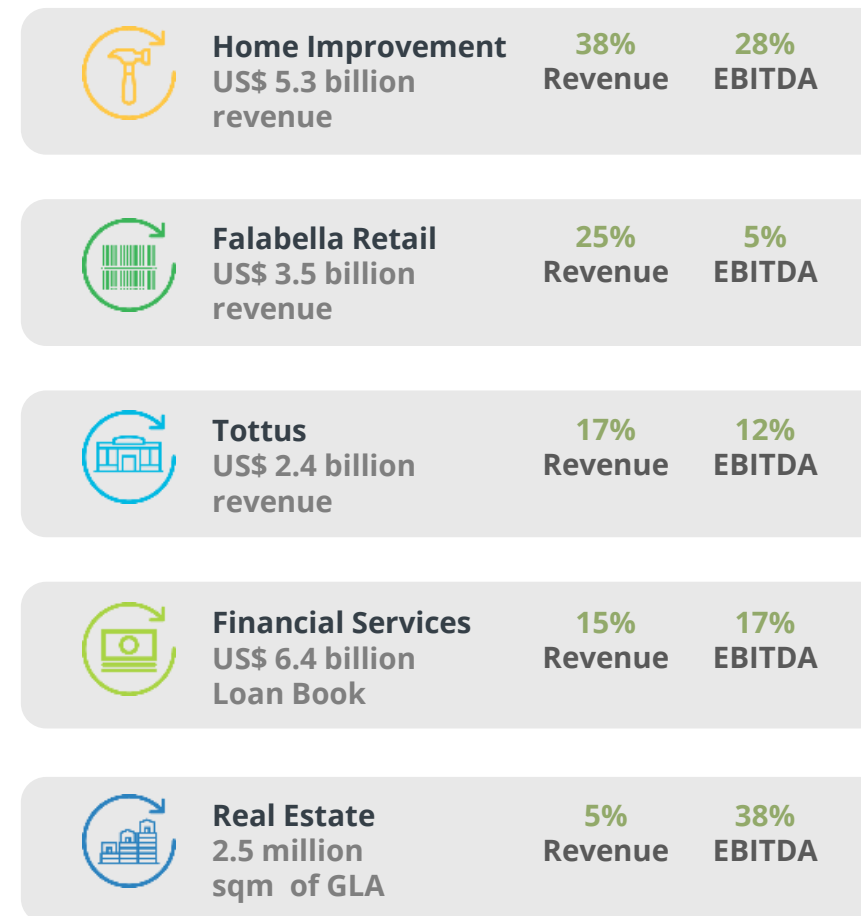
	Chile	Peru	Colombia	Mexico	Brazil	Argentina	Uruguay
 Home Improvement (# of stores)	89	55	44	14	54	7	4
 Falabella Retail (# of stores)	44	34	26				
 Tottus (# of stores)	72	89					
 Financial Services (# of active credit card, MM)	3.0	1.0	1.2	0.5			
 Real Estate (# of malls)	27	15	5				

Contribution breakdown

MIX BY COUNTRY



MIX BY BUSINESS



1. Mix by Country and Mix by Business as of 2Q24 LTM. Segment 'Colombia' and 'Home Improvement include Sodimac Colombia and Sodimac Mexico, Financial Services includes Financial Services Mexico which we do not consolidate. Revenue and EBITDA breakdown does not consider Segment 'Others, elimination & annulment'.

FALABELLA

Our strategy



Our virtuous cycle results from our omnichannel retail, marketplace and financial services leveraging each other to grow



35 million
Total Customers

+20 thousand
Sellers

579
Stores & Malls

7.7 million
Banking Customers

Operations in
7 countries



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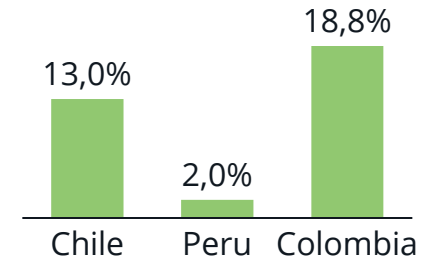
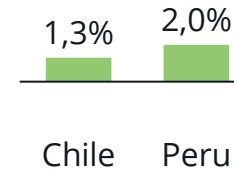
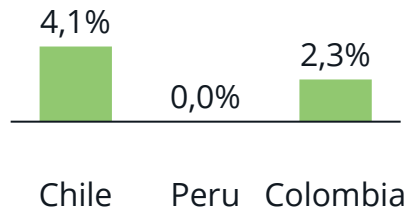
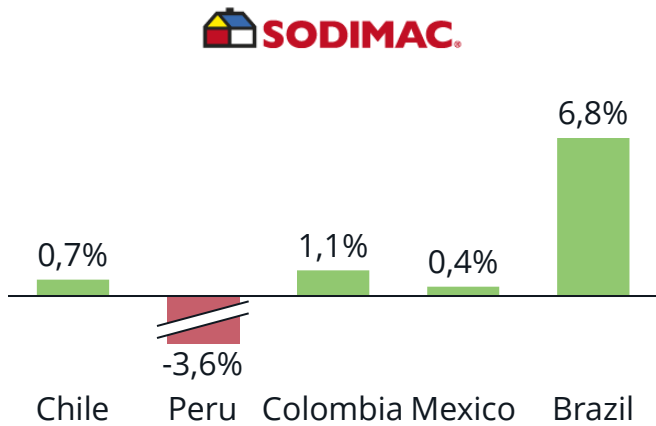
Highlights
2Q24



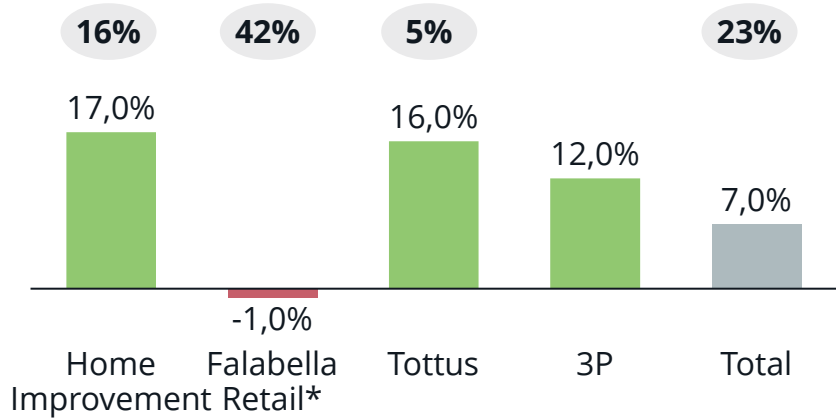
Our retailers are beginning to recover topline growth

Revenue Var (% vs 2Q23)

(local currency)



GMV Var (% vs 2Q23)



Online Penetration

16%

42%

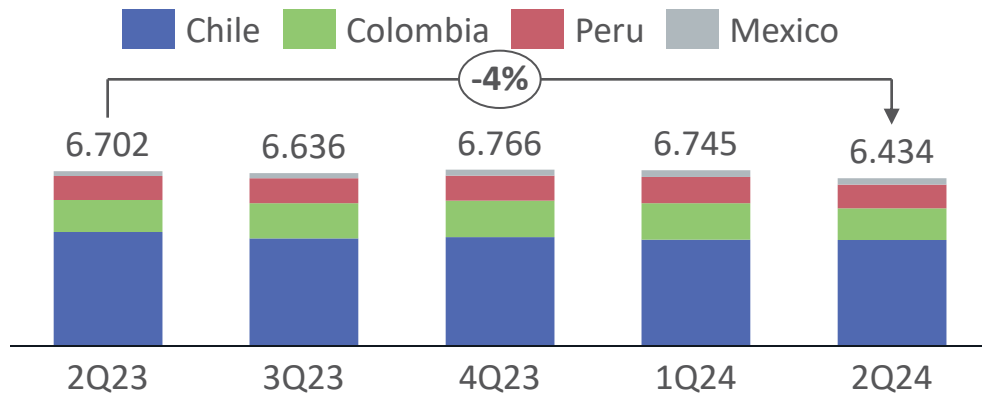
5%

23%

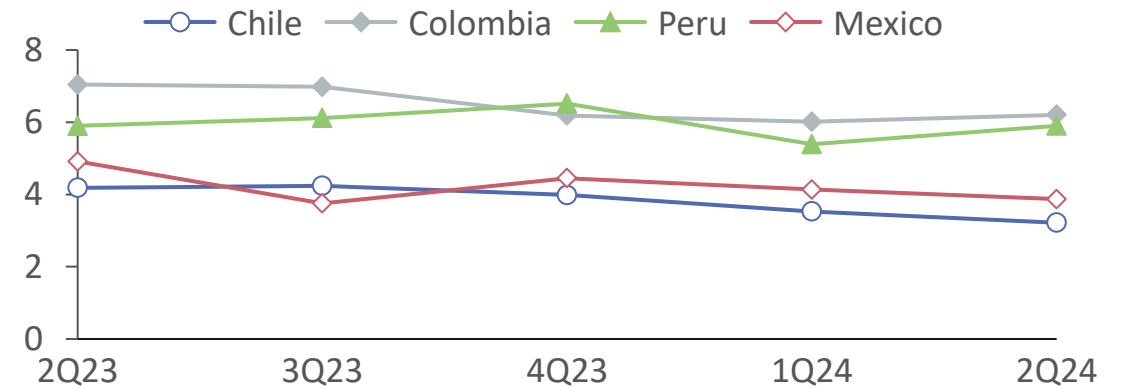


Building the leading digital bank of the Andean region

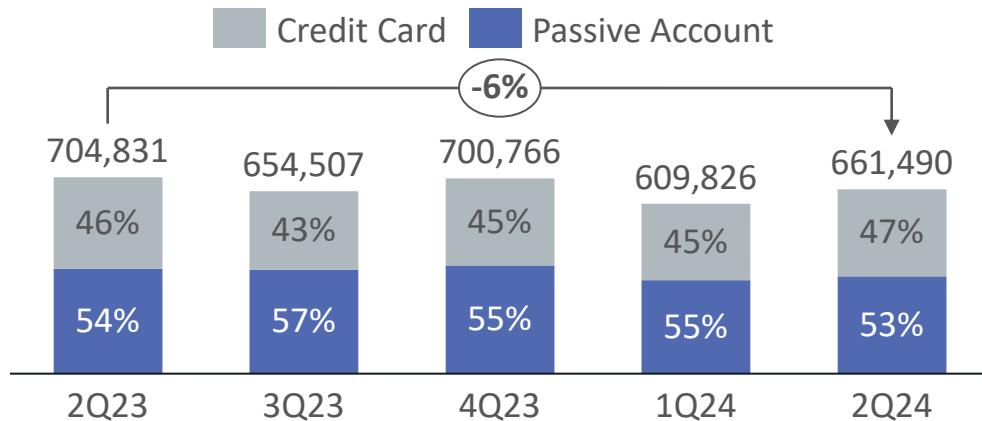
Loan portfolio (US\$ MM)



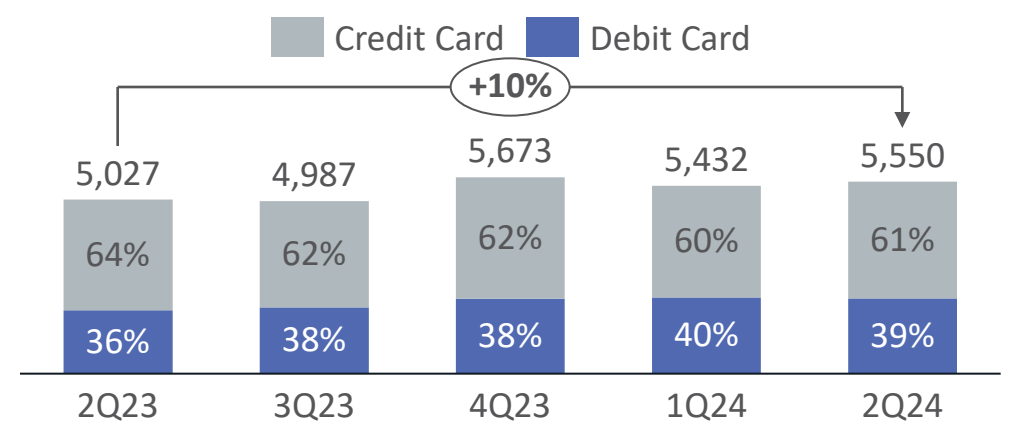
NPL (%)



Credit card & passive account openings (#)



Credit & debit card purchases (US\$ MM)



Summary Financials (US\$ MM)

	2Q23	% revenues	2Q24	% revenues	Var (%)
Total sales					
Total sales	2.866		2.943		3%
GMV Online	636		682		7%
GMV own products (1P)	485		513		6%
GMV third-party products (3P)	151		169		12%
Total sales of physical stores	2.230		2.261		1%
Financial Results					
Non-Banking Revenue	2.351	82,6%	2.589	84,2%	10%
Financial Services Revenue	496	17,4%	485	15,8%	-2%
Total Revenue	2.847	100,0%	3.074	100,0%	8%
Gross profit	878	30,9%	1.102	35,8%	25%
SG&A expenses	(849)	-29,8%	(879)	-28,6%	4%
EBITDA	149	5,2%	344	11,2%	131%
Net (Loss) Income owners of the parent company	52	1,8%	122	4,0%	135%
Net (Loss) Income owners of the parent company ex. FV effect.	(30)	-1,1%	87	2,8%	NA
Balance Sheet					
Cash (non-banking)	427		1.041		144%
Gross Loan Book	6.702		6.434		-4%
Financial Net Debt (Exc. Banking)	4.056		3.538		-13%

We continue to advance in our plan to improve our financial position



Monetization Plan of noncore assets

- ✓ Sale of Open Plaza Kennedy (*in progress*)
- ✓ Sale of Mallplaza and Open Plaza Peru (*in progress*)
- ✓ Strategic Agreement – Insurance Brokerage
- ✓ Sale of landbanks and DC in Argentina



Deepen the savings achieved in 2023 and continue to strengthen our margins

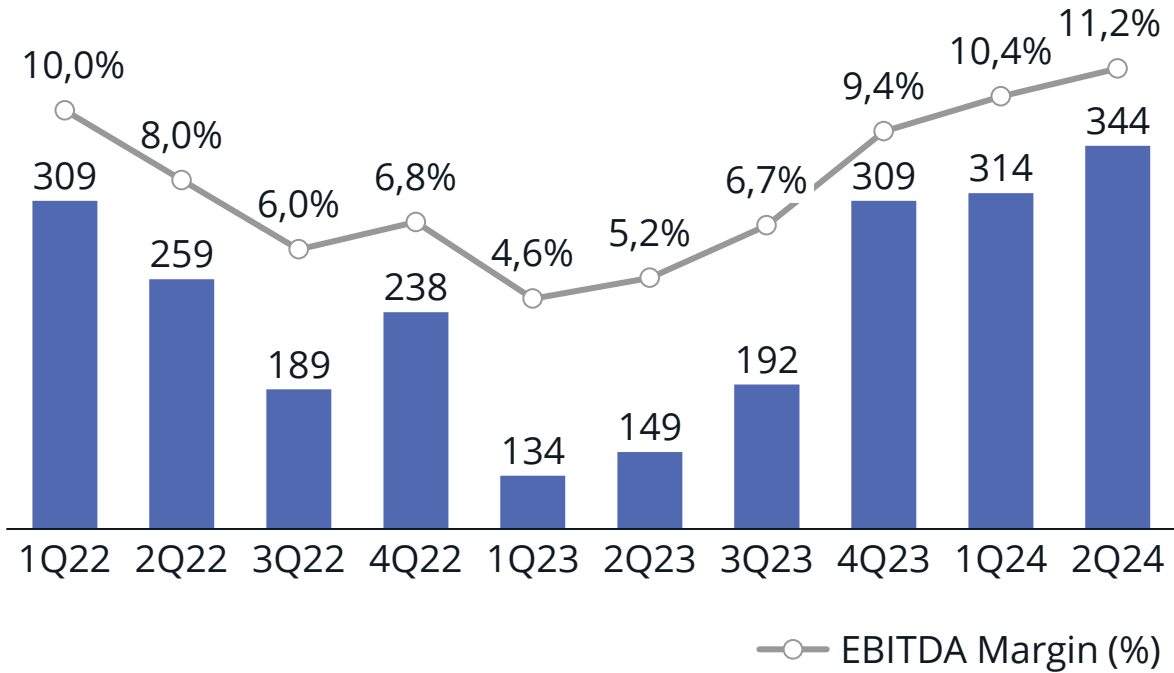
- ✓ Corporate efficiencies
- ✓ Improvement in logistic process
- ✓ Focus marketing expenditure
- ✓ Shorten inventory purchasing cycle
- ✓ Closure of Fpay, Fazil and Linio Mexico



Focus CAPEX 2024 (vs 2023)

- ✓ 2024 Investment Plan considers a 24% reduction (vs 2023 plan)
 - ✓ Capex: -17% y/y
 - ✓ Opex: -39% y/y

EBITDA (US\$ MM)

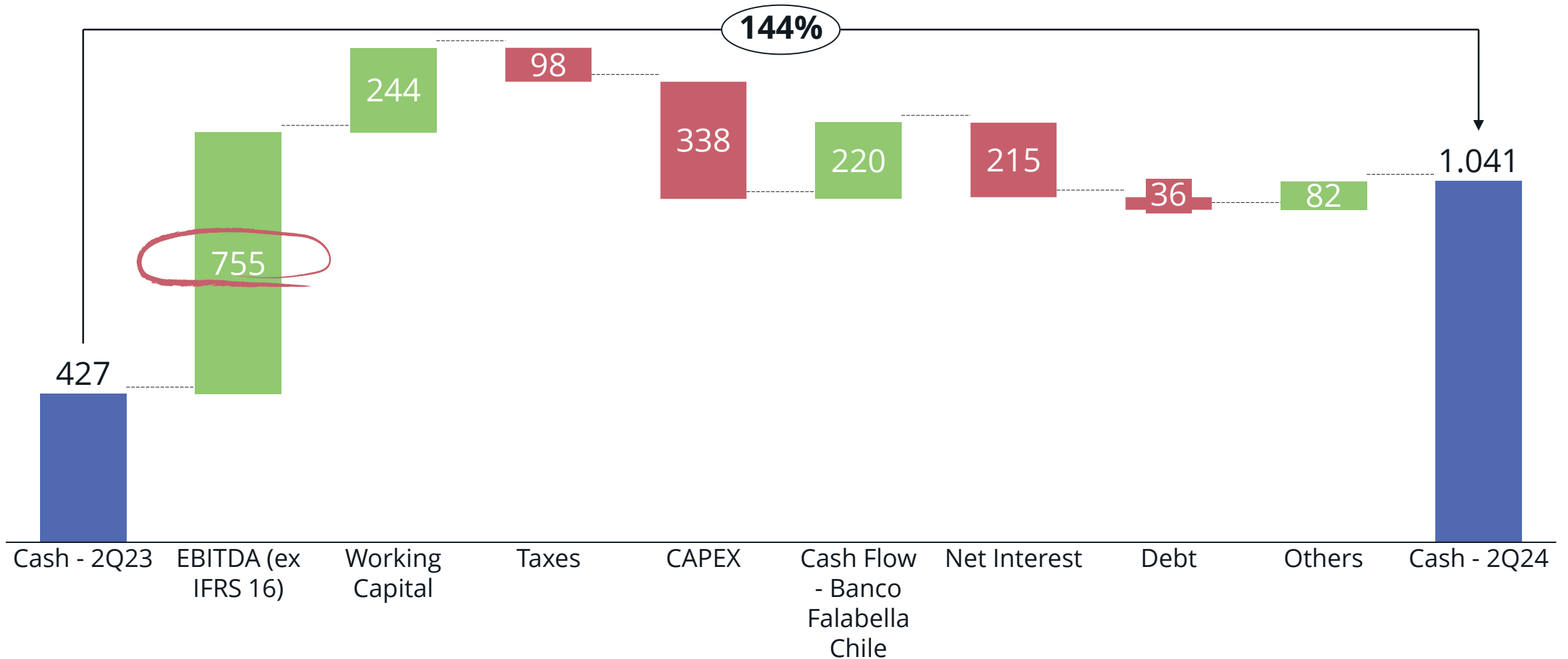


Our strategy has allowed us to continue improving our profitability

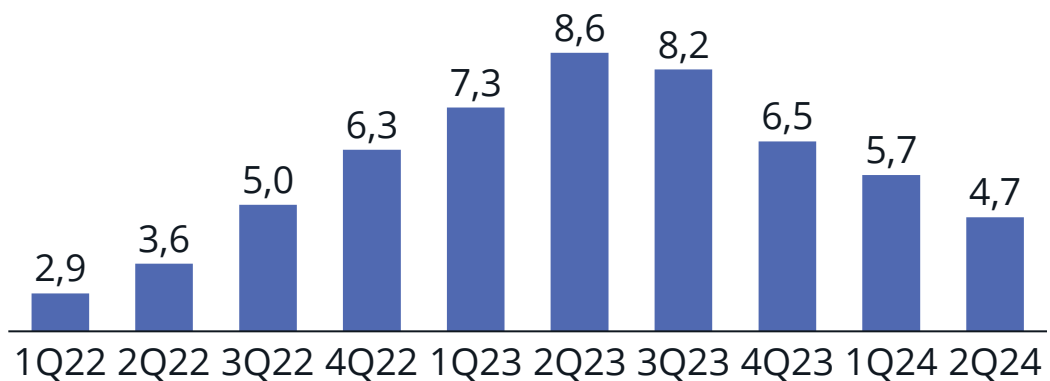
Our operation continues to contribute to cash improvement

Evolution Cash (US\$ MM)

Non-banking businesses

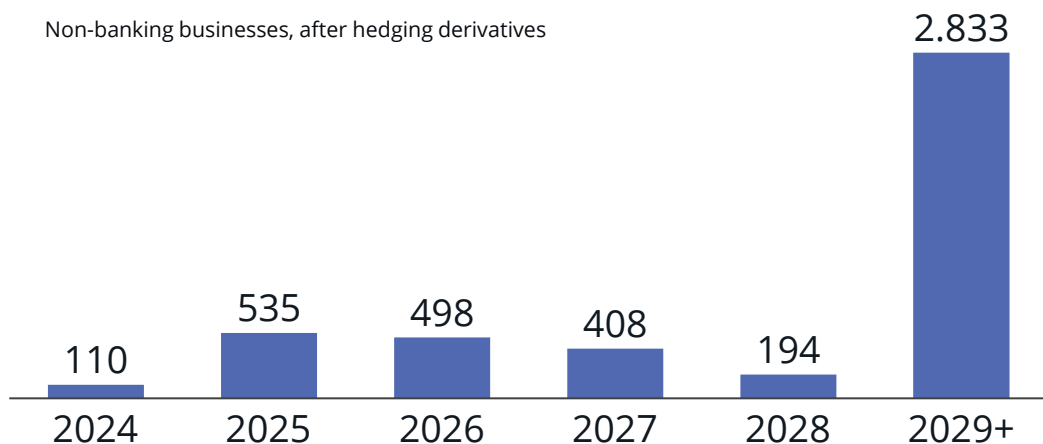


Net Financial Debt / EBITDA



Debt Maturity Profile (US\$ MM)

Non-banking businesses, after hedging derivatives



We continue to strengthen our financial position

Falabella agrees to sell Open Plaza Kennedy to Parque Arauco for US\$200 million

Overview of the Transaction

Assets Involved

- Open Plaza Kennedy shopping center (Las Condes, Chile)
- Company that operates the Courtyard by Marriott Hotel within the same complex

Valuation

- ~US\$200 MM (UF4.8 MM)
- EV / EBITDA LTM 15x

Next Steps

- Approval by National Economic Prosecutor's Office (FNE)
- Compliance with usual conditions set for this type of transaction



Key takeaways

1. Our strategy, focused on our customer and in operational efficiencies, continues to deliver results

We increased our net profit and EBITDA by more than 2 times, reaching an EBITDA margin of 11.2%

2. Our financial strengthening plan is progressing steadily

Non-banking business leverage level, decreased to 4.7x (vs. 5.7x in 1Q24)

3. Our brands, combined with our omnichannel strategy and the capabilities we've developed within our ecosystem, ensure that we will continue to deliver value to our customers and shareholders



ESG

FALABELLA
...

Falabella's purpose is supported by five ESG pillars with clear aspirations and goals aligned with the Sustainable Development Goals

Making life simpler and more enjoyable

Environmental



CLIMATE ACTION

Contribute to reducing greenhouse gas emissions and establishing operations resilient to climate change-related risks.



CIRCULARITY AND WASTE

Encourage circularity by maximizing resource utilization and minimizing landfill waste.



DIVERSITY, EQUITY AND INCLUSION

Foster an inclusive work culture and environment that promotes diversity, rejects all forms of discrimination, and promotes equal integration and participation for everyone



SOCIAL IMPACT

To enhance the lives of individuals and communities we engage with, we strive to create opportunities, diminish inequality, and contribute to the development of a fairer and more equitable society

Governance



CORPORATE GOVERNANCE

To guarantee transparency and integrity in our business conduct, we advocate for the creation of sustainable value for both the company and its stakeholders

During 2023, we made significant efforts to **achieve** our environmental goals



Our Commitments

Carbon Footprint

0 net emissions in Scopes 1 and 2 by 2035

-65% of emissions by 2030

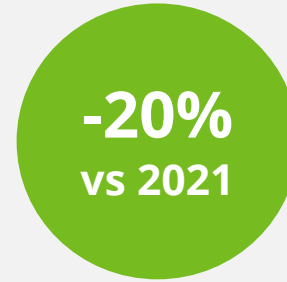
Energy supply

65% from renewable source by 2030

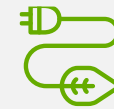
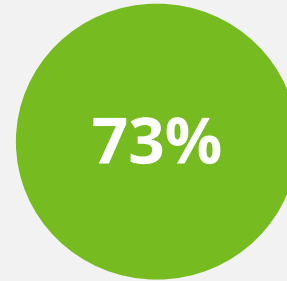
Food Loss and Waste in our Supermarkets

-20% food waste by 2025

2023 PROGRESS



...of Scopes 1 and 2 emissions



...of our energy supply from renewable sources



food loss and waste

Generating impact in our value chain to build more equitable societies



Pillars

Diversity, Equity and Inclusion



2023 PROGRESS

51.2%
women in total workforce

39.4%
women in Top & Middle Management positions

+335
women in "Fuertes y Fantásticas"

Social Impact



+100,000
boys and girls reached by educational initiatives.

+33,000
individuals benefitted by "Construyendo Sueños de Hogar"

+1,700
entrepreneurs in "Plaza Emprende"

Corporate Governance

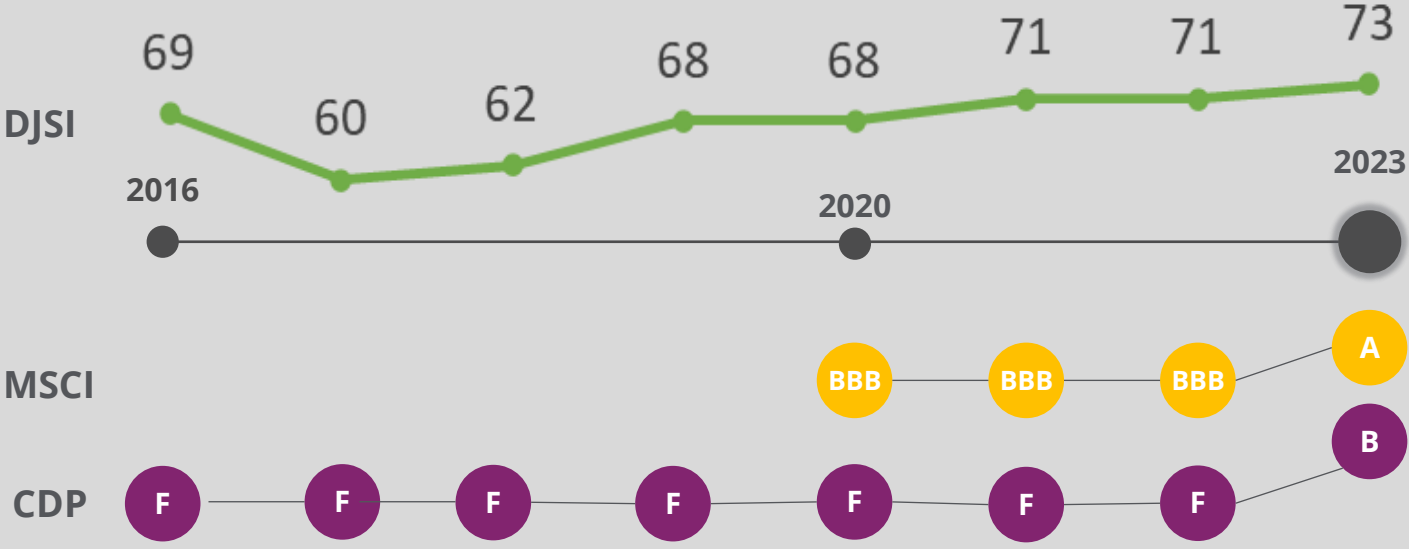


Integrating ESG risk management

Human Rights Due Diligence in all of our business units

Rising **28** positions in the CHRB ranking & **1st place** in "Diagnóstico Empresas y DDHH", PUC

These sustainability efforts have been recognized by S&P's Dow Jones Sustainability Index, as we are the only Chilean retailer recognized within the TOP 10% of CSA results. In addition, Falabella reached an A qualification in the MSCI assessment, for the first time.



2023

DJSI World DJSI MILA DJSI Chile

73
points

99
percentile



We are committed to **creating sustainable value** with a long-term approach, integrating **global challenges** as an opportunity for **innovation, resilience and differentiation**

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