Breakfast

3Q-2025

November 17, 2025

FALABELLA + falabella.com SODIMAC TOTTUS mallplaza BancoFalabella

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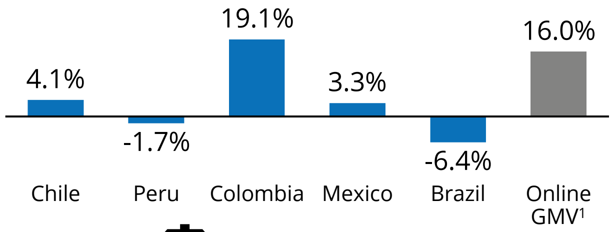
All numbers in this presentation are converted to US Dollars and rounded to millions.

FALABELLA

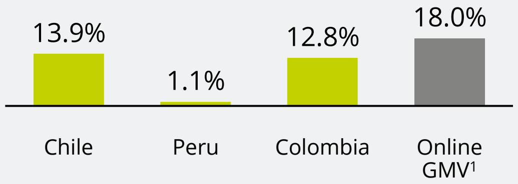
Our retailers are maintaining their momentum showing solid topline growth, with total online GMV[1] growing 17% YoY

Revenue Var (%, vs 3Q24)

(local currency)



SODIMAC



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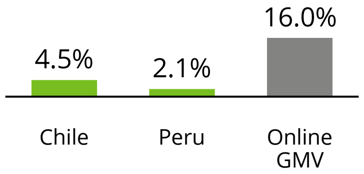
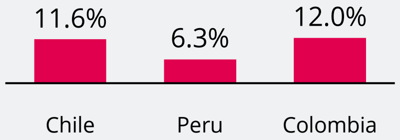


TOTTUS



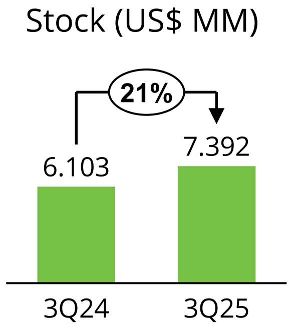
mallplaza[2]

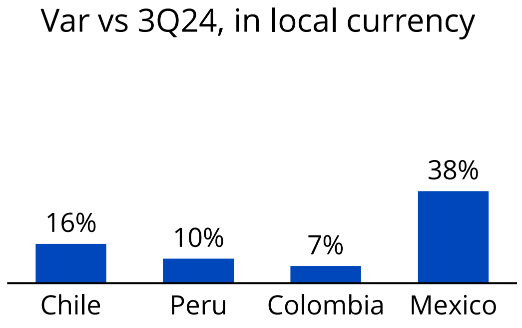
[1] Includes 1P and 3P GMV. Excludes the calendar effect of the Cyber Monday event in Chile in 2024.

[2] Peru considers the operations of Mallplaza Peru and Open Peru, on a proforma basis.

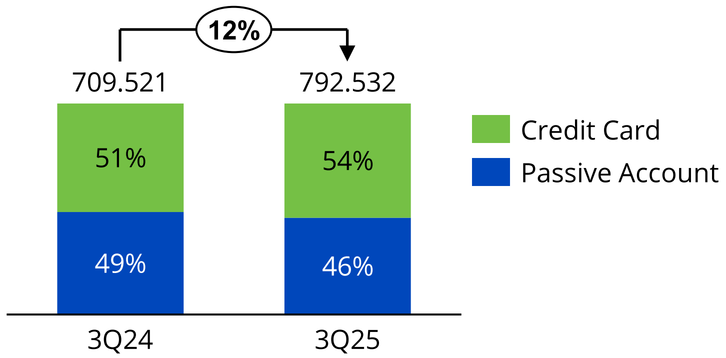
Building the leading digital bank of the Andean region[3]

Loan portfolio

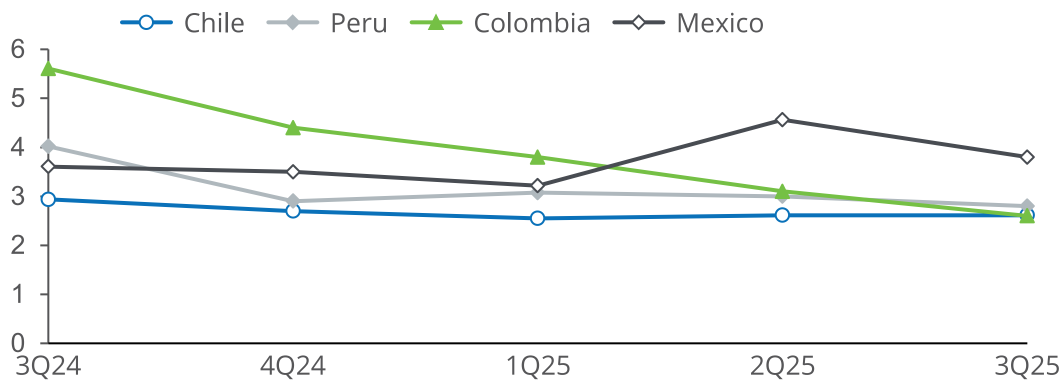




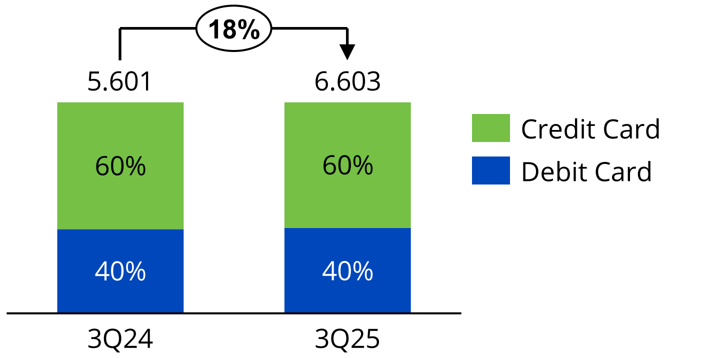
Credit card & passive account openings (#)



NPLs (%)



Credit & debit card purchases (US$ MM)

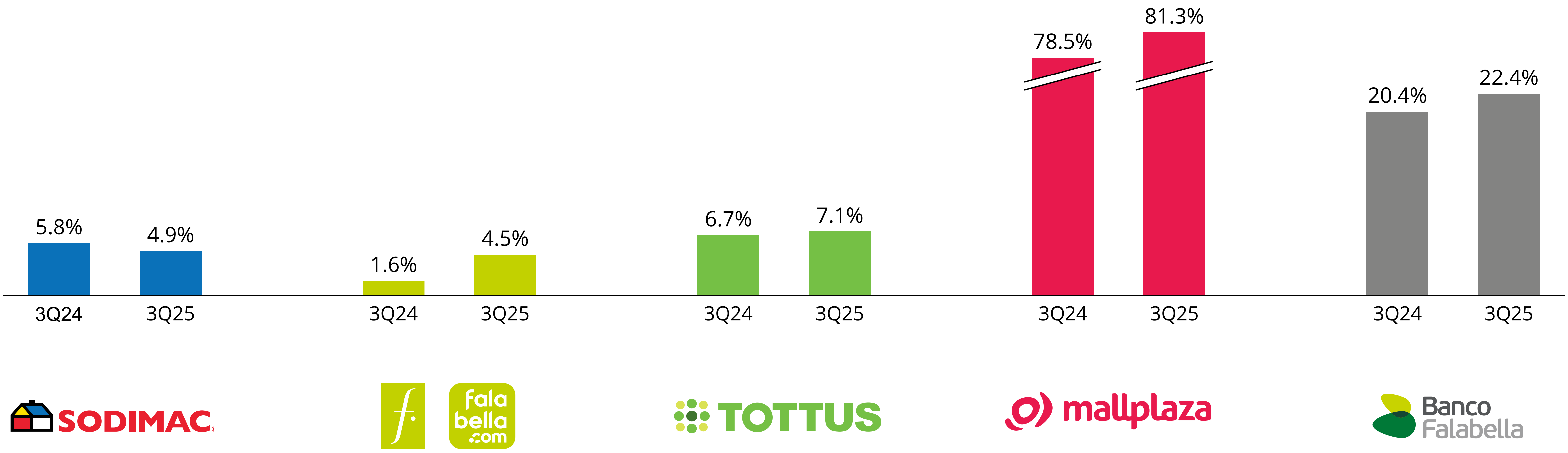


[3] Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.

FALABELLA

Our strategy has allowed to enhance profitability
across our five growth engines during 3Q25

EBITDA margin (%)



SODIMAC

Alejandro Arze

Value Proposition

We offer all products and services at the best price and in the quantities our customers need, all in one place and through an omnichannel experience.

Winning strategy for our 3 customer segments:

Home

Grow the customer base and generate traffic

Pro

Build loyalty through personalization and an **omnichannel** experience.

B2B

Drive **growth with personalization**, **differentiated** products and discounts, and an **omnichannel** experience.

Strategic Levers

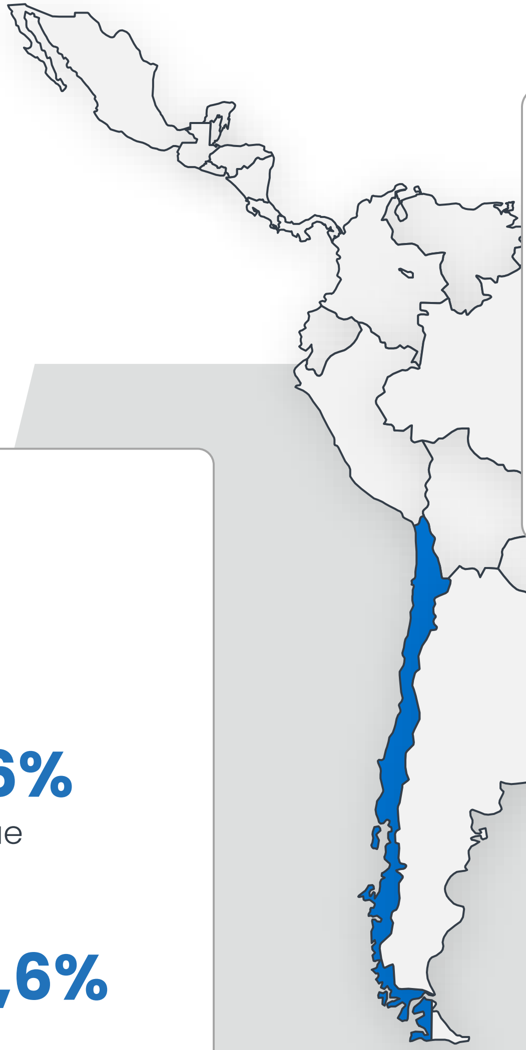
Client Experience

Profitability and Growth

5 Strategic Priorities

- **Accelerate revenue** growth and increase **market share**
- **Accelerate growth** and strengthen brand presence in **Mexico**
- Drive a **high-performance** culture
- Promote **sustainable management** in the long term
- Boost **e-commerce and omnichannel** experience

Accelerate Revenue Growth and Increase Market Share



86
Stores

+6,6%
Revenue
9M25

+14,6%
EBITDA
9M25

SODIMAC

- Focus on a specialist value proposition
- Strengthening of the online business

Accelerate Revenue Growth and Increase Market Share

53
Stores

9
Stores transformed in 2025

≈30%
Sales increase from transformed stores

42
Stores

- Double-digit sales growth
- Expand store footprint

Accelerate growth and consolidate brand presence in Mexico

15
Stores

- CDMX, Monterrey and Guadalajara
- Increase profitability and continue expansion plan

*Results as of 3Q2025

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