

Breakfast

1Q26

May 11th, 2026



FALABELLA



+ falabella.com

SODIMAC

TOTTUS

mallplaza



Banco Falabella

CAUTIONARY STATEMENT

These webcasts, presentations and transcripts contain "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.

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The information contained in each of these presentations 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 these materials. 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 converted to US Dollars and rounded to millions.



We achieved a historical first quarter,

confirming the strength of our strategy centered around the customer and profitability



Revenue
USD 3.601 MM

7% YoY growth



EBITDA
USD 584 MM

15% YoY growth

16,2% EBITDA MARGIN

Highlights

1Q26



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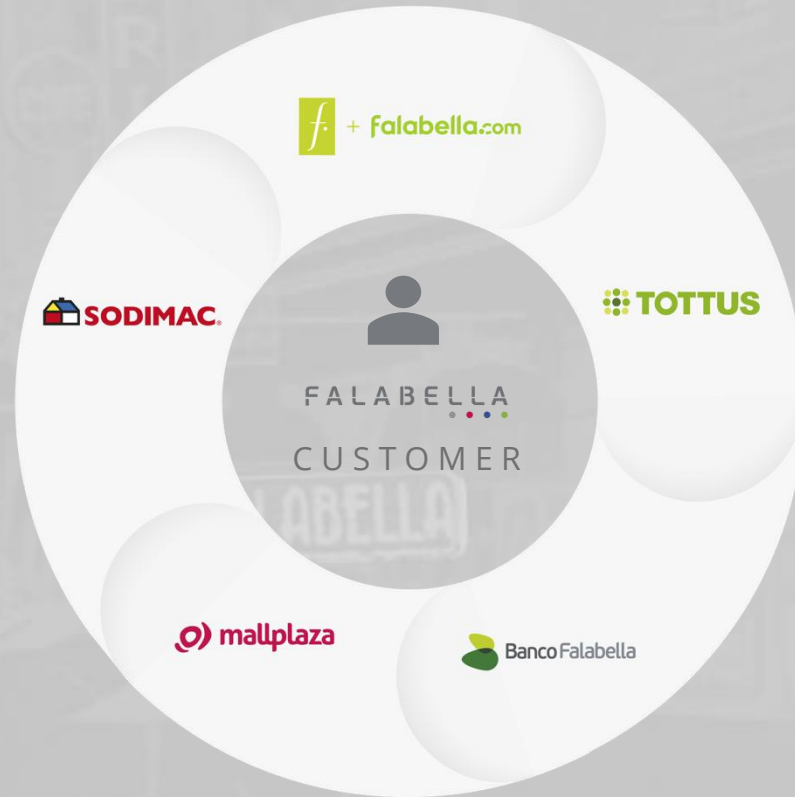
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Our ecosystem continues to integrate our businesses to better serve customers, connecting products, financing and benefits into a personalized experience



Ecosystem's Key Figures 1Q26

FALABELLA

37 million
Ecosystem Customers

21 million
Loyalty Program Participants

574
Stores & Malls

7
Countries

50%
Click & Collect Penetration

Ecosystem's Strategic Enablers

 **Loyalty Program**

 **Home Delivery**

 **Talent**

 **Technology & Data**

1Q26 Ecosystem Highlights



On **Banco Falabella App**, **personalized recommendations** generated more than US\$78 million in **incremental sales to falabella.com** and partner businesses over the last 12 months, increasing more than 5x YoY.



On **falabella.com**, a clearer and more personalized integration of financial products and benefits drove higher **installment usage** (+7pp YoY) and increased CMR participation in Falabella Chile purchases (+7pp YoY LTM).

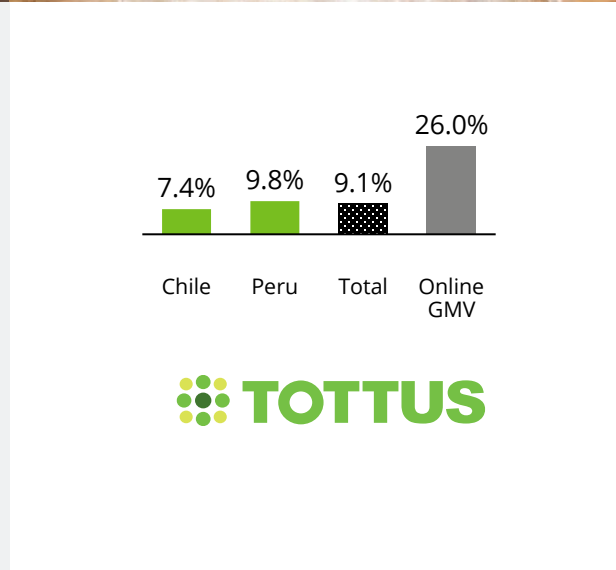
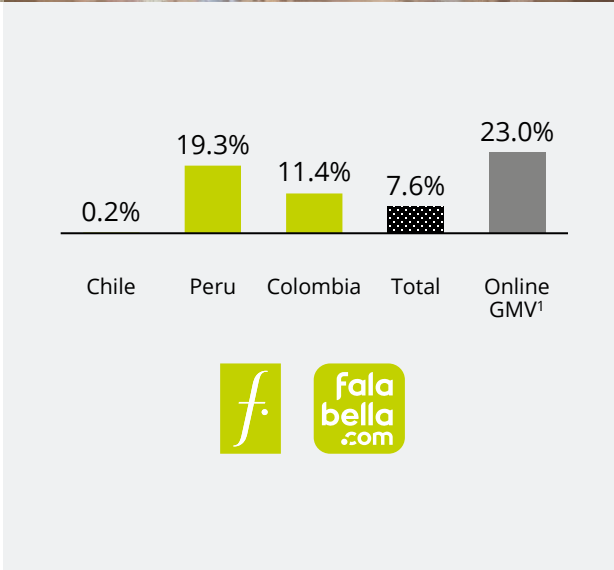
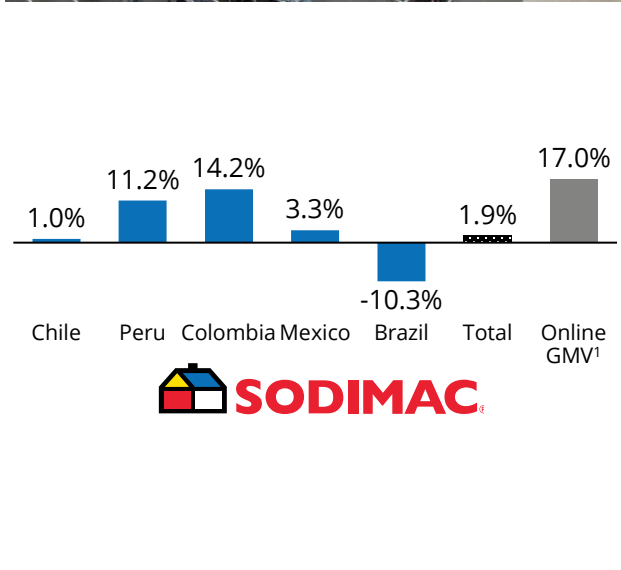


S&P Global Ratings upgraded our credit rating to BBB- (investment grade with a stable outlook), building on the upgrade previously granted by Fitch Ratings

Our retailers are maintaining their momentum showing solid topline growth, with total online GMV¹ growing 21% YoY

Revenue Var (% vs 1Q25)

(local currency)

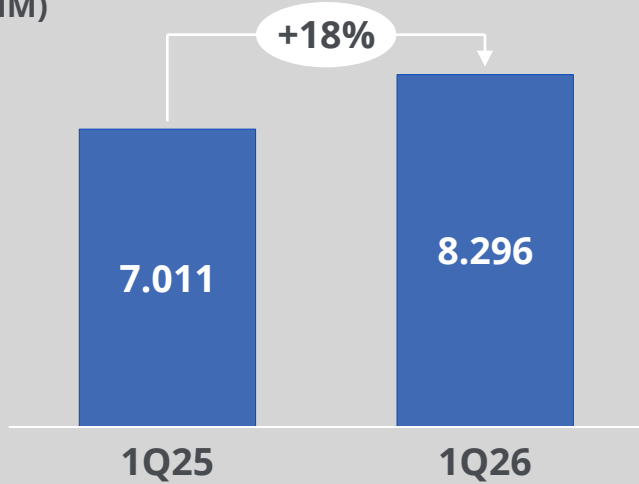


¹ Includes 1P and 3P GMV.

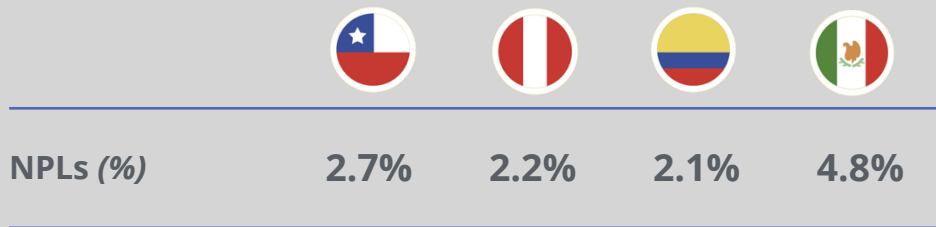
Building the leading digital bank of the Andean region²

Loan Portfolio

Stock (US\$ MM)



NPLs



Loan portfolio growth in local currency

Mexico
 +20% YoY

Colombia
 +13% YoY

Peru
 +7% YoY

Chile
 +18% YoY

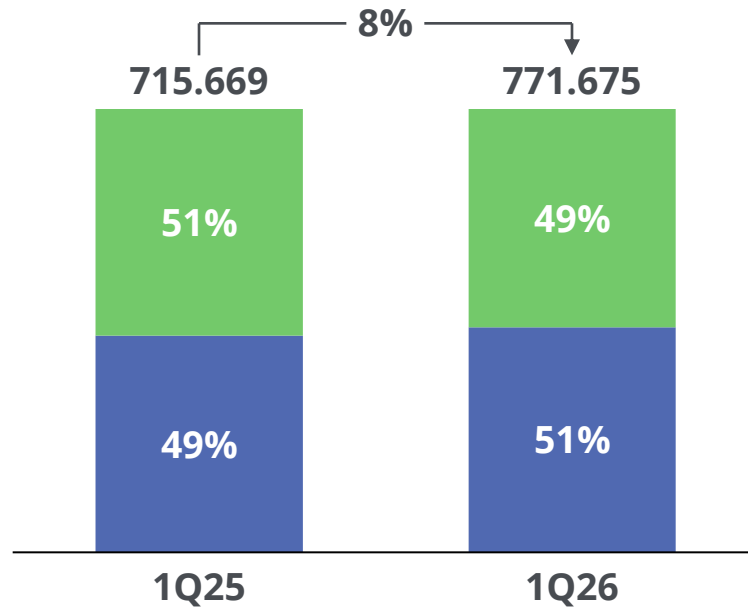


²Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.
Note: All figures are presented at constant exchange rates, using an FX rate of 927.46 \$/US\$.

Building the leading digital bank of the Andean region²

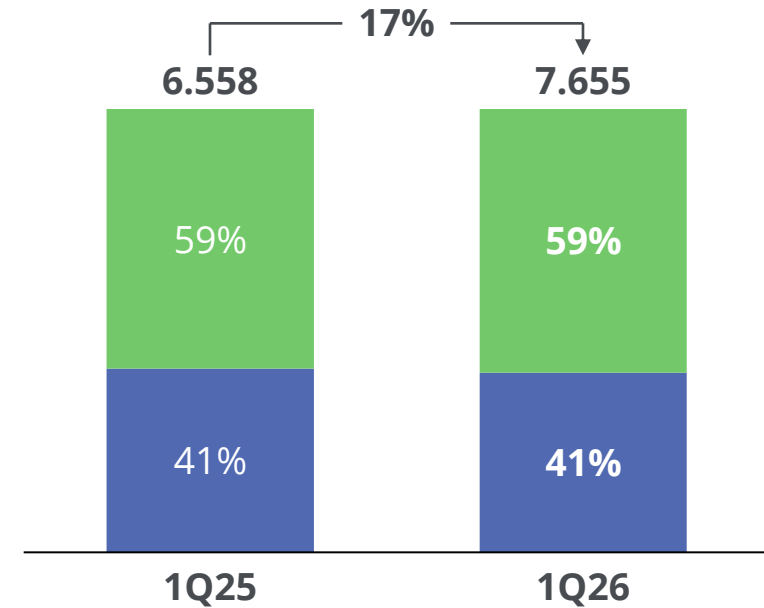
Credit card & passive account openings (#)

■ Credit Card
■ Passive Account



Credit & debit card purchases (US\$ MM)

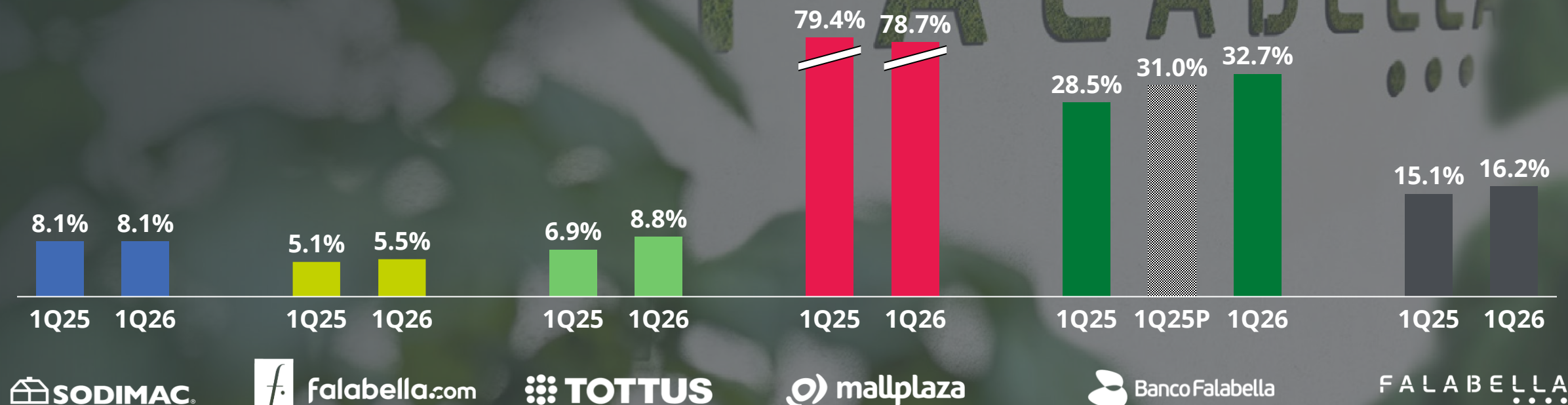
■ Credit Card
■ Passive Account



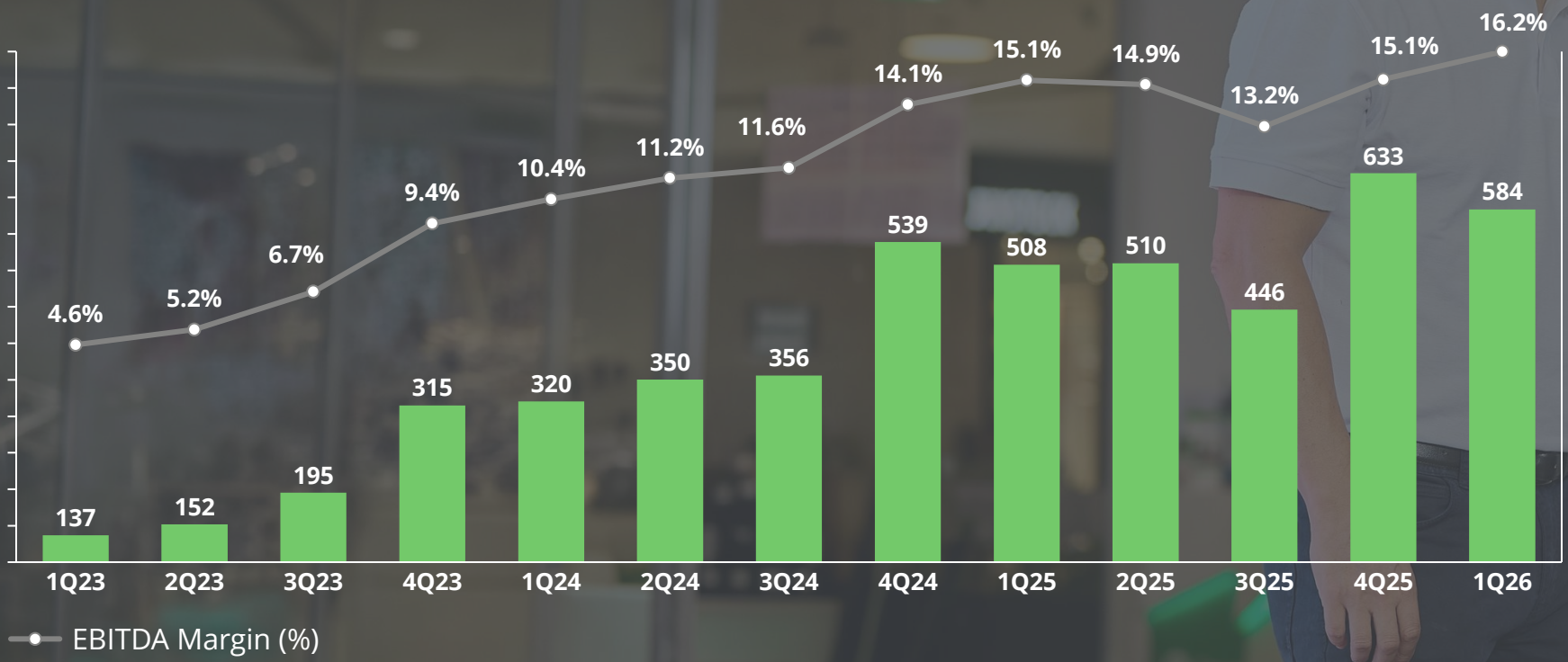
Our strategy has allowed to enhance profitability

across our five growth engines during 1Q26

EBITDA Margin (%)



EBITDA evolution (US\$ MM)



Our strategy allows us to continue improving profitability



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último
PRIMERO EN



Francisco Irarrázaval

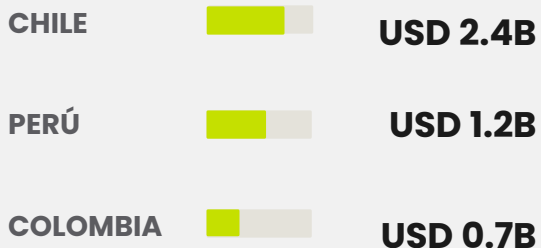


2025 (US\$)

Q126 (US\$)

4.3B

REVENUES TOTAL



969MM

REVENUES TOTAL

+7,6%

REVENUES TOTAL

105

SPECIALIST STORES

77

TOP BRANDS STORES

+23%

GMV ONLINE

~50%

SHARE 3P/ON

>60

NEW EXCLUSIVE BRANDS

8.2%

EBITDA

40%

ONLINE PARTICIPATION

+17MM

CUSTOMERS WITH PURCHASE

35%

DELIVERY <24 HRS.

55%

DELIVERED IN CLICK & COLLECT

>400MM

APP USERS

Note: All figures are presented at constant exchange rates, using an FX rate of 927.46 \$/US\$.

Results by Country (us\$)



Revenue 1Q26

\$144 MM

+11.4% YoY in LC

EBITDA Margin 1Q26

1.6%

+1.5 pp YoY



\$280 MM

+19.3% YoY in LC

11.9%

+2.8 pp YoY



\$544 MM

+0.2% YoY in LC

3.3%

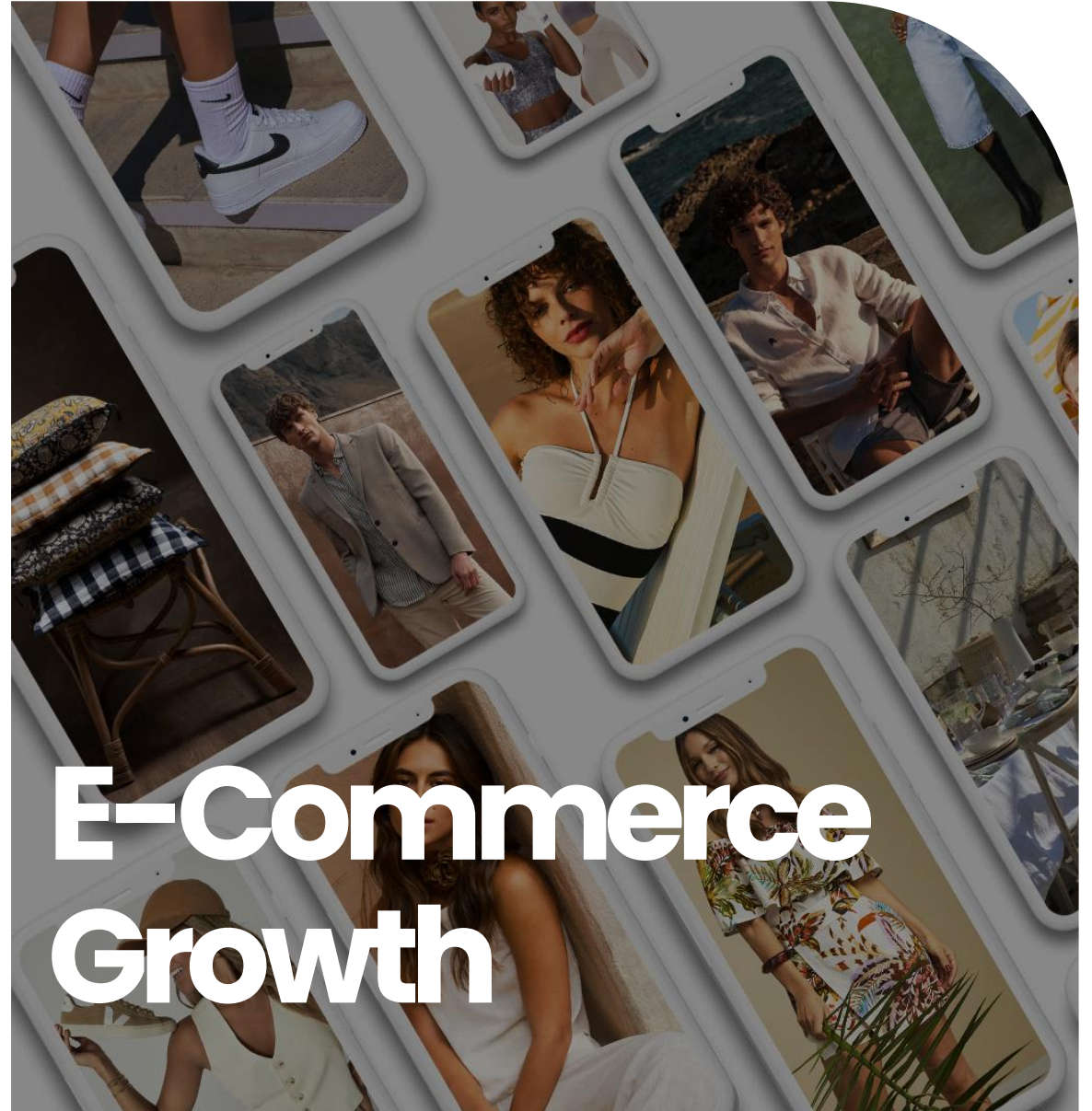
-1.3 pp YoY



Our strategy



**Omnichannel
Multi-Specialist**





**E-Commerce
Growth**


**Omnichannel
Multi-Specialist**
for top brands



 **The Latest**

 **Top Brands**

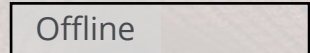
 **Specialist
Experience**

 **Convenience
Always**

Omnichannel Multi-Specialist

Apparel

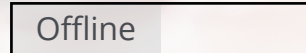
Private label and exclusive brands with an omnichannel trend proposal



80% 20%

Beauty

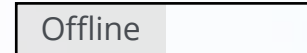
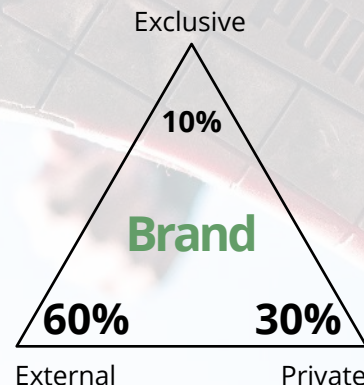
Mix of trending brands and immersive omnichannel experiences



70% 30%

Footwear

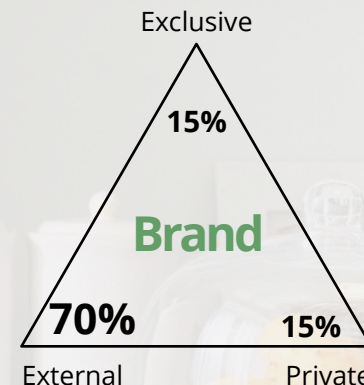
Mix of relevant brands with a complete omnichannel assortment



55% 45%

Home Decor

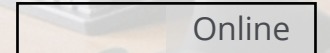
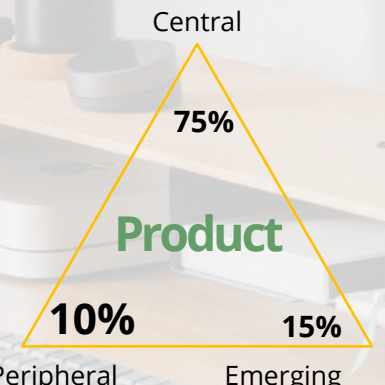
Conveniently-priced proprietary arcades and inspiring omnichannel experiences



30% 70%

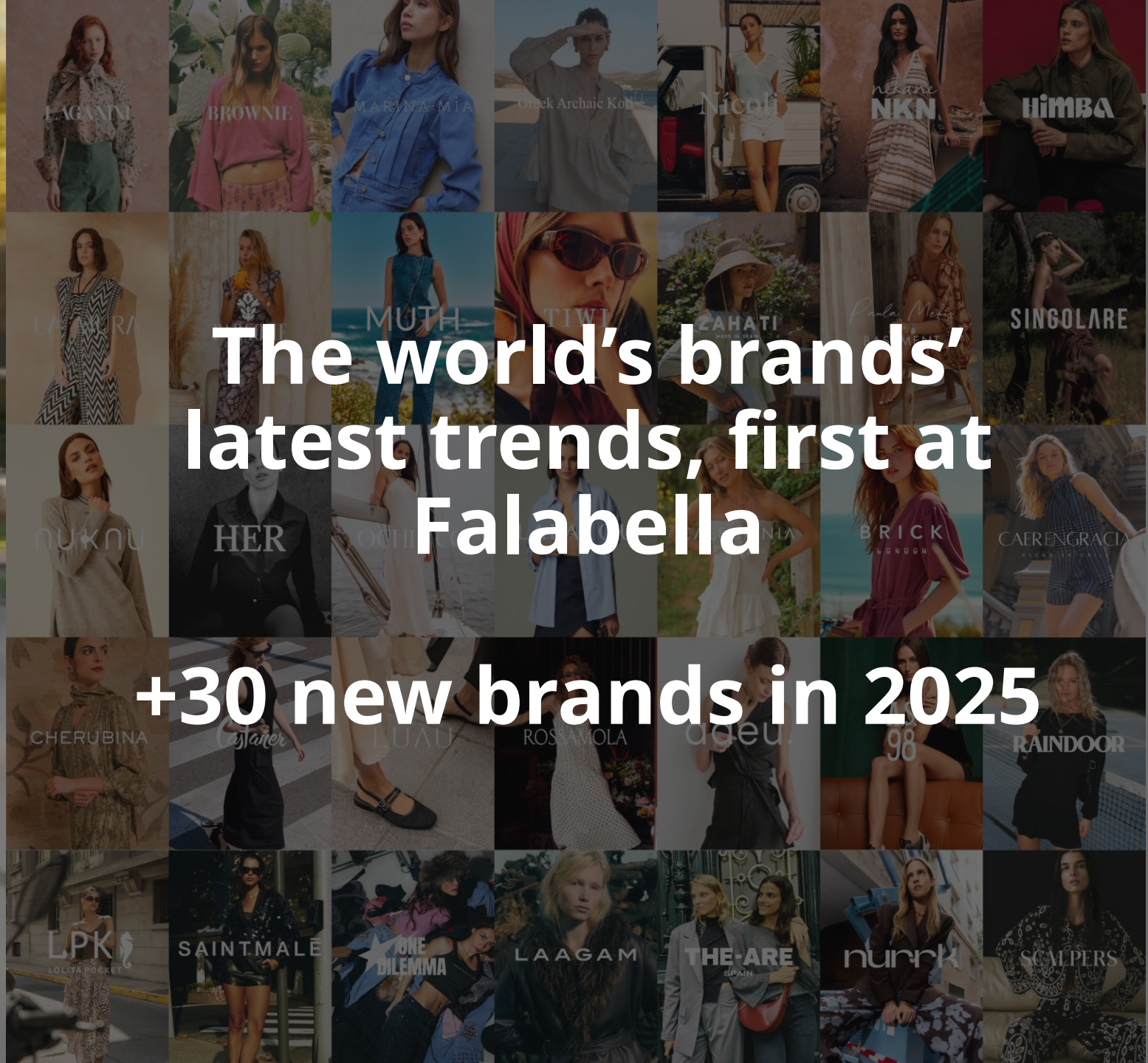
Technology

Complete assortment at convenient prices with an omnichannel experience



40% 60%

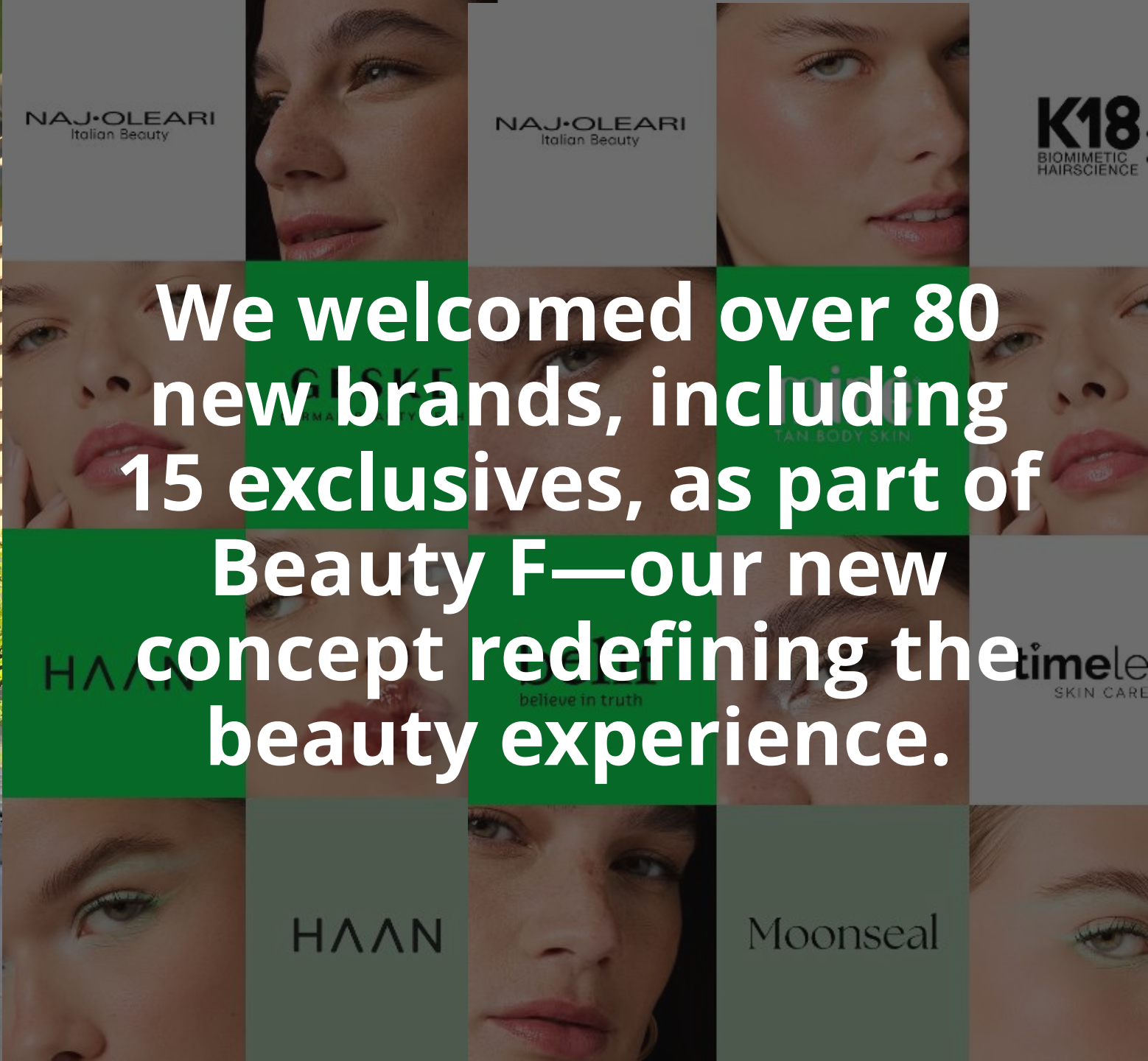
Apparel



The world's brands' latest trends, first at Falabella

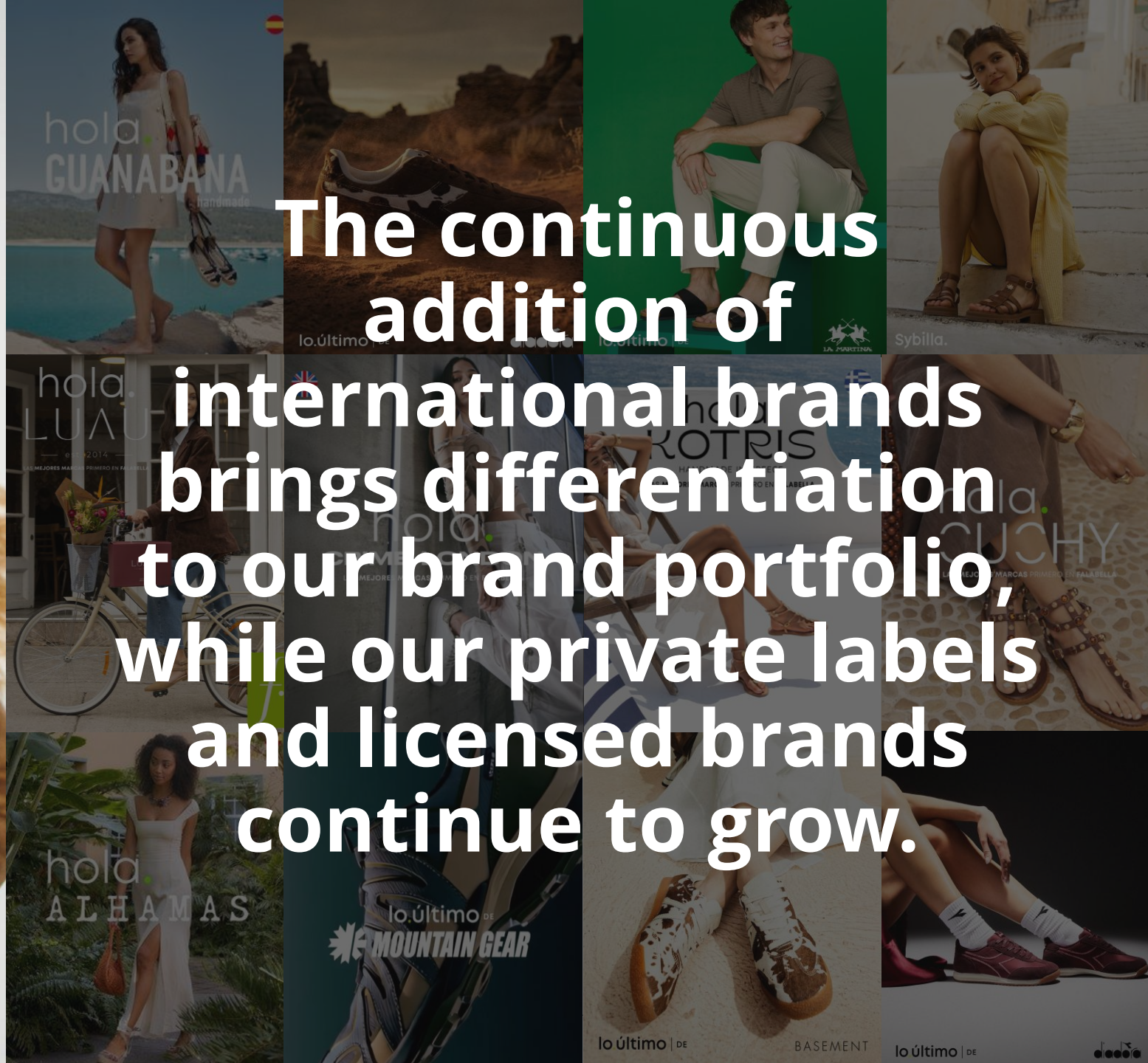
+30 new brands in 2025

Beauty



We welcomed over 80 new brands, including 15 exclusives, as part of Beauty F—our new concept redefining the beauty experience.

Footwear



The continuous addition of international brands brings differentiation to our brand portfolio, while our private labels and licensed brands continue to grow.



**More engaging stores
and specialist
experiences that
enable us to continue
growing alongside the
best brands.**

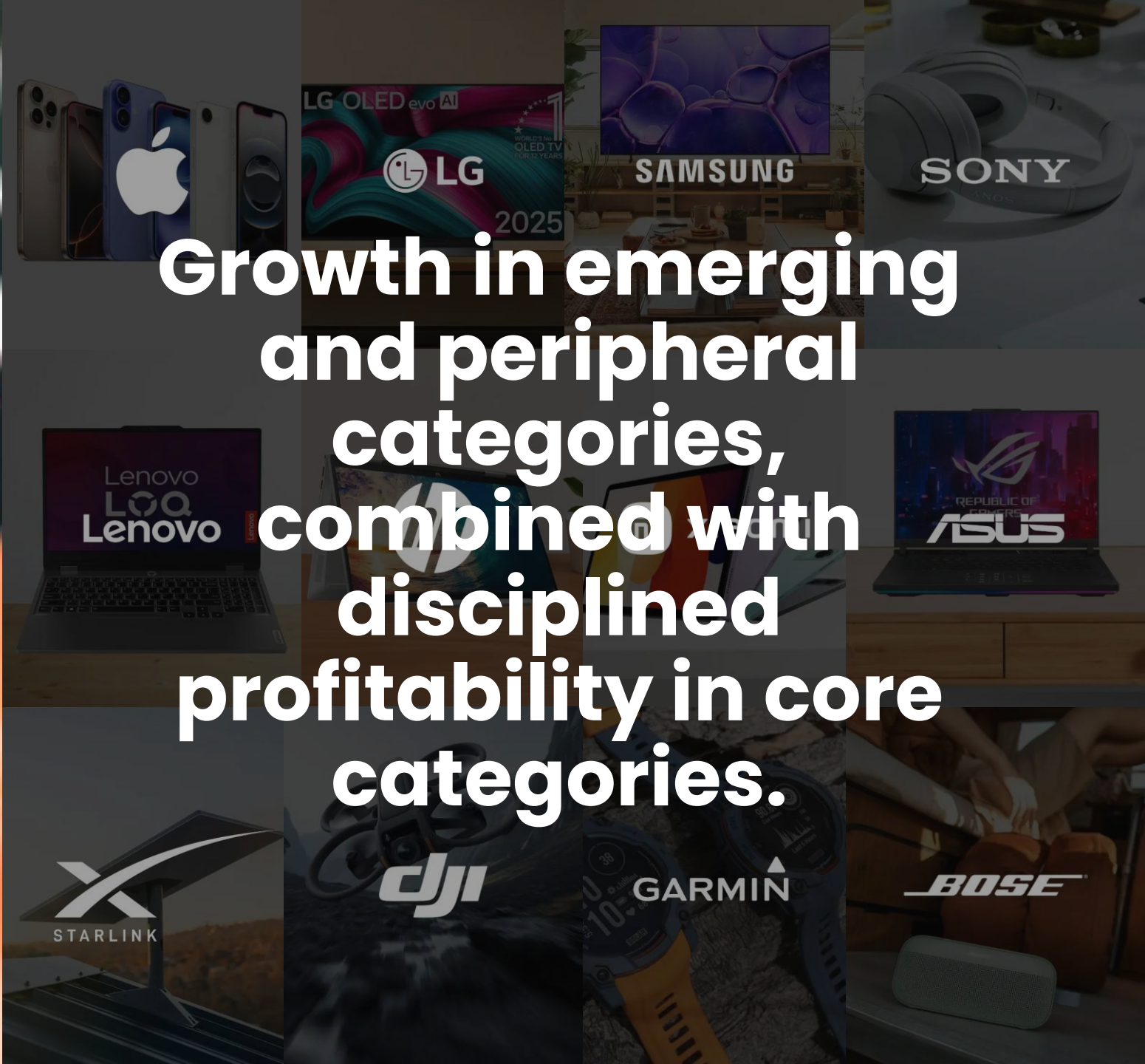
Lino

/ Fibras nobles que aportan textura y sofisticación en cualquier espacio.

lo último
terrazas
Parque de España

casa f

DECORACION INF



Growth in emerging and peripheral categories, combined with disciplined profitability in core categories.

eCommerce: How to Grow?



1° Top Brands

Continue to expand the core business with leading brands, leveraging our competitive advantage and differentiated value proposition.



2° Growth Categories

Categories with high online penetration and growth potential for Falabella

Sellers Self Management



Specialist Experience



Delivery Speed



Omnichannel Experience



Retail Media

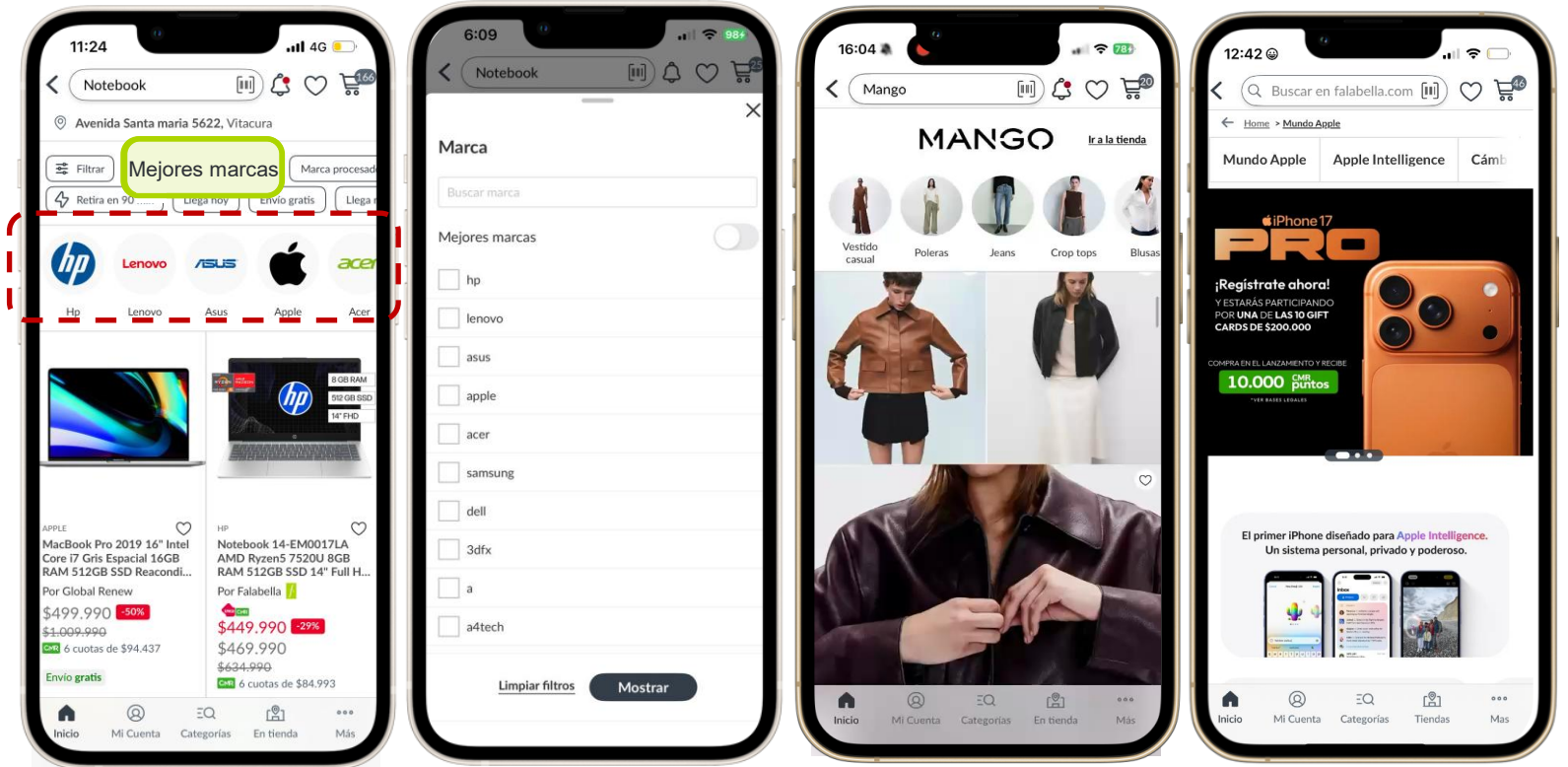


Top Brands

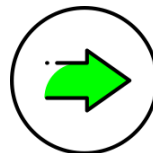
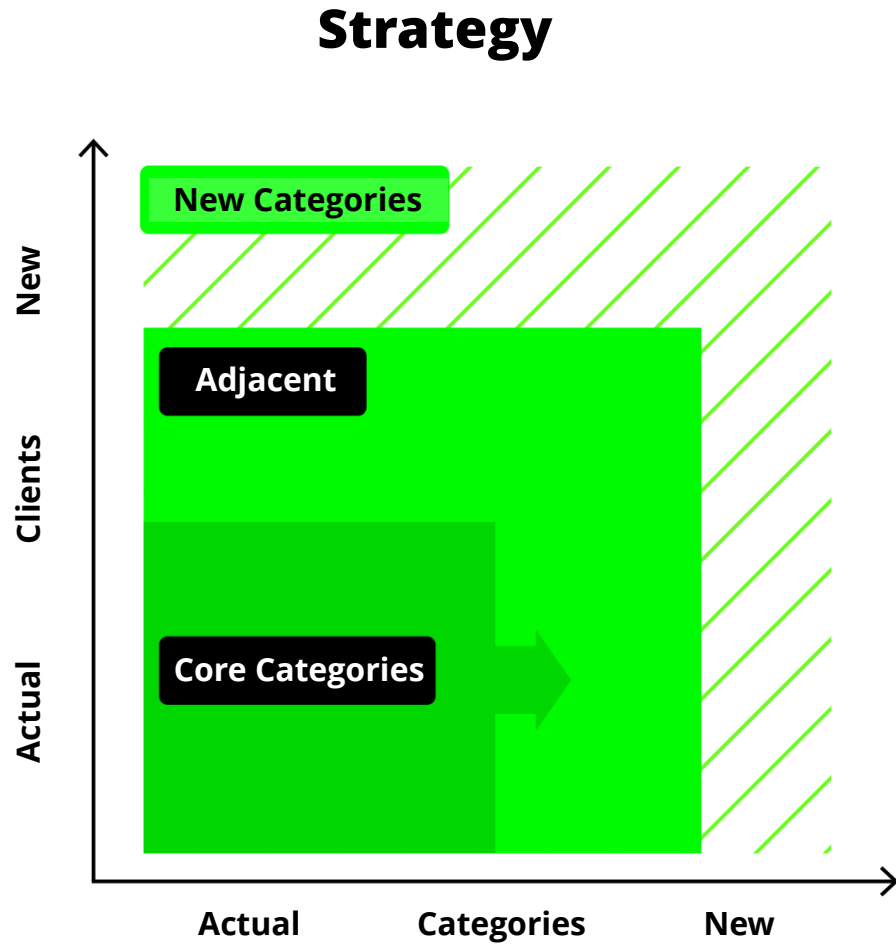
During 2025, we increased the visibility of the leading brands

- Brand carousels
- Best Brands filter
- Brand prioritization
- Aspirational browsing
- Dedicated brand pages

3x Top Brands Growth in 3P



Growth Categories



Construction Levers

-  **Assortment**
-  **Convenience**
-  **Traffic**
-  **On Site Experience**

Sellers Self Management

The screenshot displays the sellercenter FALABELLA dashboard. At the top, it includes the logo, a guided tour button, a 3-star rating for 'f.plus+', and a notification for 'Bubba Bags'. The main content area is divided into several sections:

- Ventas brutas:** \$742.050.000, a 12% increase compared to the previous month.
- Saldo FPay:** \$1.250.000, with the next payment due on July 20, 2025.
- Tus órdenes pendientes:** 120 orders today, 4200 tomorrow, and 12 delayed.
- Métricas de tu negocio:** A line chart for 'Cantidad de ventas' in March, showing a 32% increase compared to March 2025. The current quantity is 1.200.
- f.plus+:** A circular progress indicator for 'Envíos a tiempo' at 81.82%.
- Novedades:** A list of updates, including a webinar on July 7 and information about failed deliveries.
- Capacidad de envíos:** A section stating a daily capacity of 1000 orders, with a progress bar for July 16th at 50%.
- Potencia tu negocio con Fulfillment:** A promotional message about publishing products with labels.

Specialist Experience

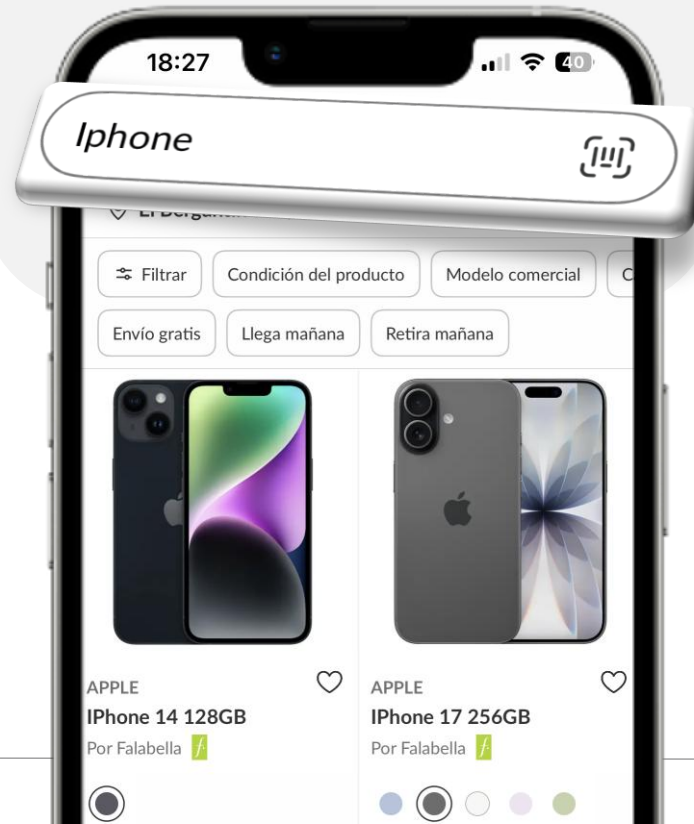
App Relevance

Focus on MAUs, Installs and One timers



Findability

Focus on Search CTR and expand the use of algorithms for contextual search



Personalization

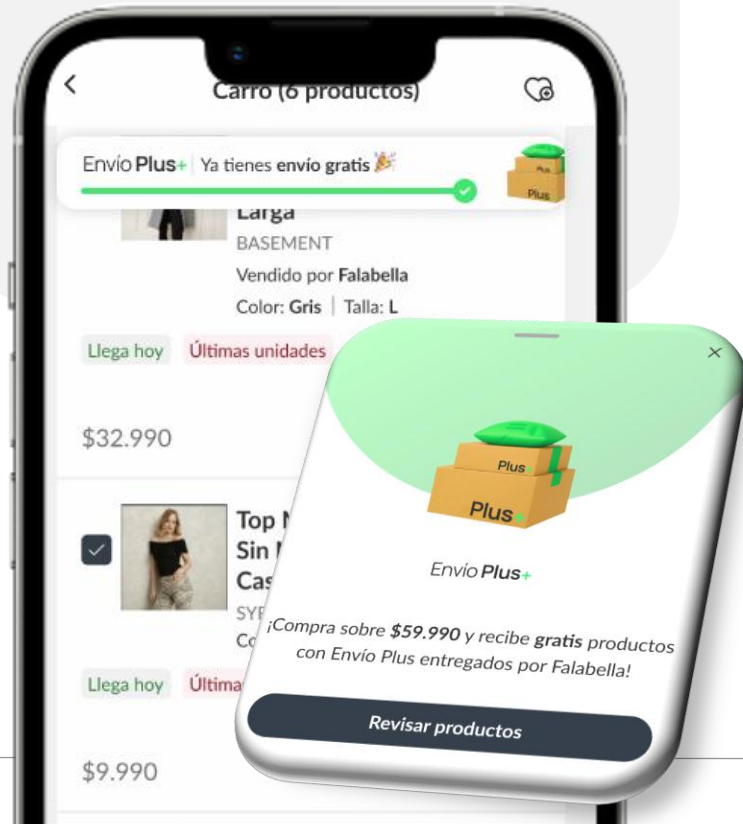
Focus on personalized home, carrousel and messages



Delivery Speed and Omnichannel Experience

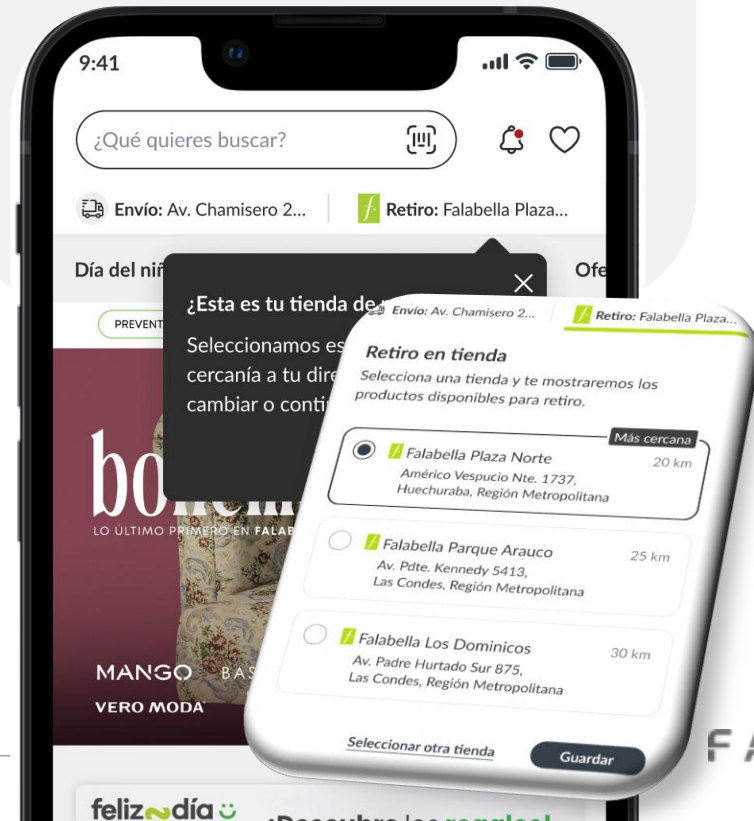
Delivery Speed

Focus on 24hrs, Same Day,
Fulfillment by Falabella and Envío Plus



Omnichannel Experience

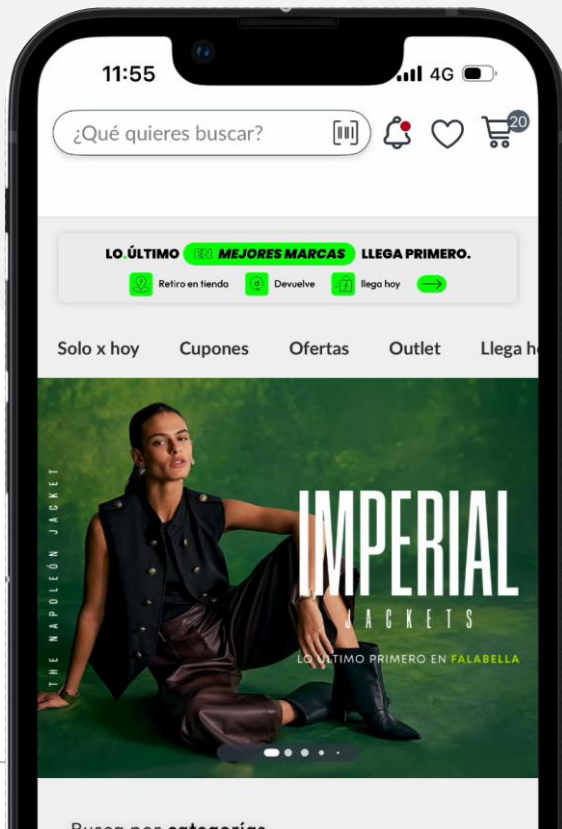
Focus on 3P returns and exchanges;
and shared pick-up points



Retail Media

Full Funnel Omnichannel

Evolution towards an end-to-end value proposition



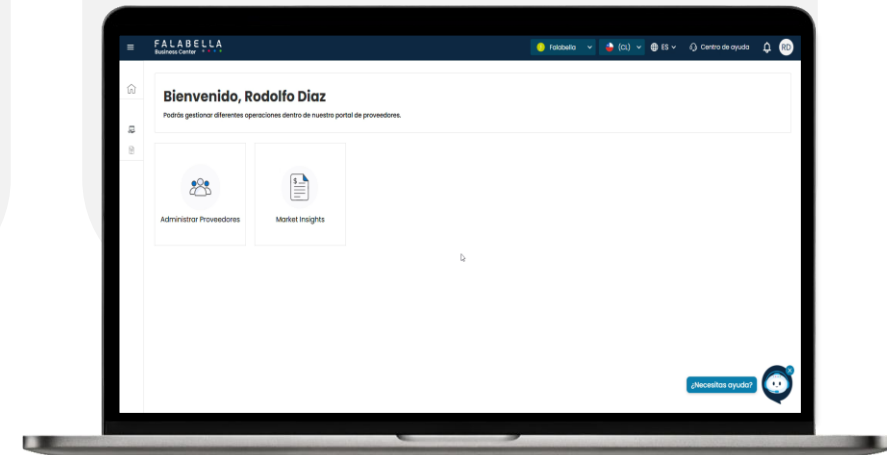
One stop shop

Evolution into a one-stop shop for brands, integrating all formats in a single platform

1. Planning
2. Activation
3. Campaign Implementation
4. Service Deployment
5. Reporting
6. Billing
7. Support

Online Reporting

Transition to an online reporting model with centralized attribution and powering personalization



Key takeaways



Focus on **Omnichannel e-commerce (1p + 3P)** to drive future growth



Leverage our relationship with **top brands** to grow online and offer hard-to-replicate **omnichannel services**



Lead with **The Latest** in commerce and consumer **trends** to keep our offering relevant and differentiated

Become an Omnichannel Multi Specialist for our core categories, in partnership with top brands, whose interests are aligned with ours.

THE LATEST, FIRST AT FALABELLA

Q&A



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