

22nd Santander LatAm Conference London

May 19th-20th, 2026



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



Connecting leading Global Brands, Retailers, Financial Services, and Shopping Centers in a virtuous business cycle



Key Figures¹

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37 million
Ecosystem Customers

US\$ 14.6 Bn
Total Revenue

US\$ 3.4 Bn
Online GMV

US\$ 2.2 Bn
EBITDA

US\$ 13.5 Bn⁽¹⁾⁽²⁾
(+10% YoY)
Retailers Revenue

US\$ 715 MM⁽¹⁾
(+24% YoY)
Mallplaza Revenue

US\$ 8.3 Bn⁽³⁾
(+18% YoY)
Gross Loan Book

21 MM⁽¹⁾
Loyalty Program
Participants

50%⁽⁴⁾
Click & Collect
Penetration

1. Figures as of 1Q26, 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 March 2026. Gross Loan Book includes Financial Services Mexico.

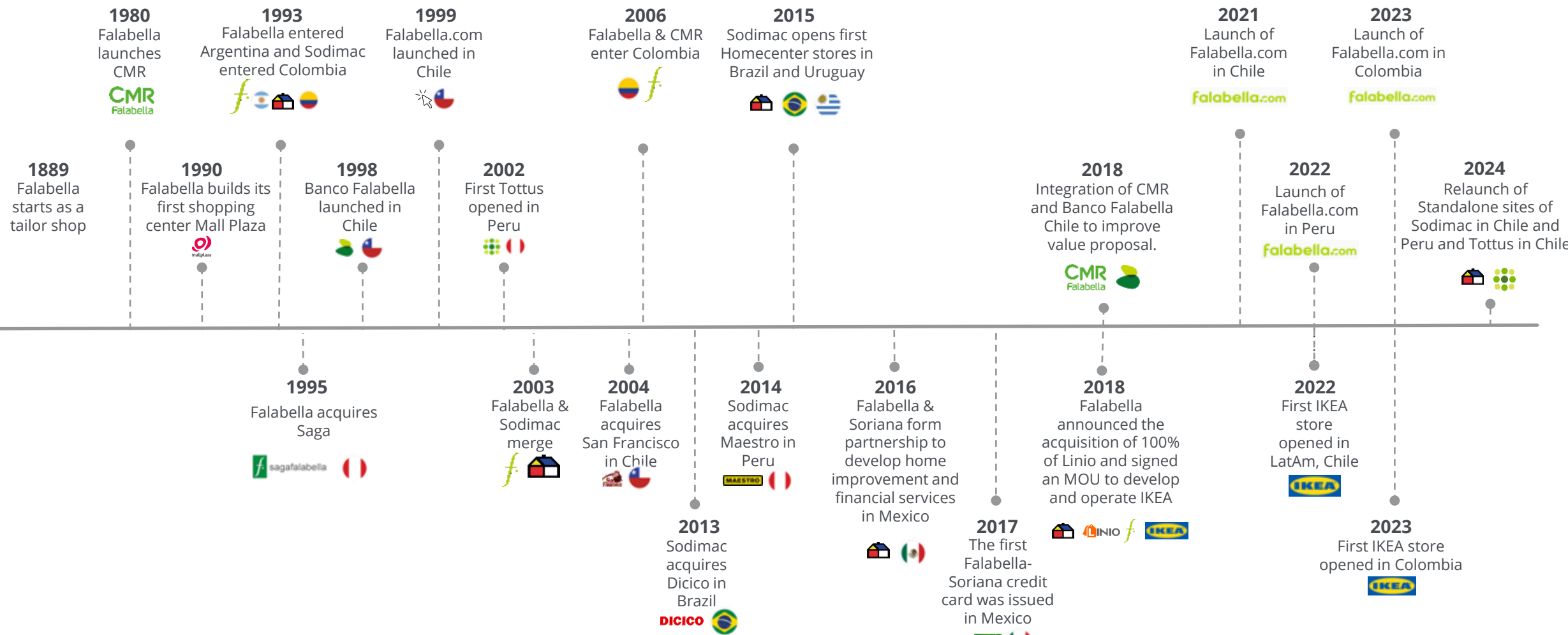
4. 1Q26 figures.

Constantly evolving to meet our customers' demands

Born over 135 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

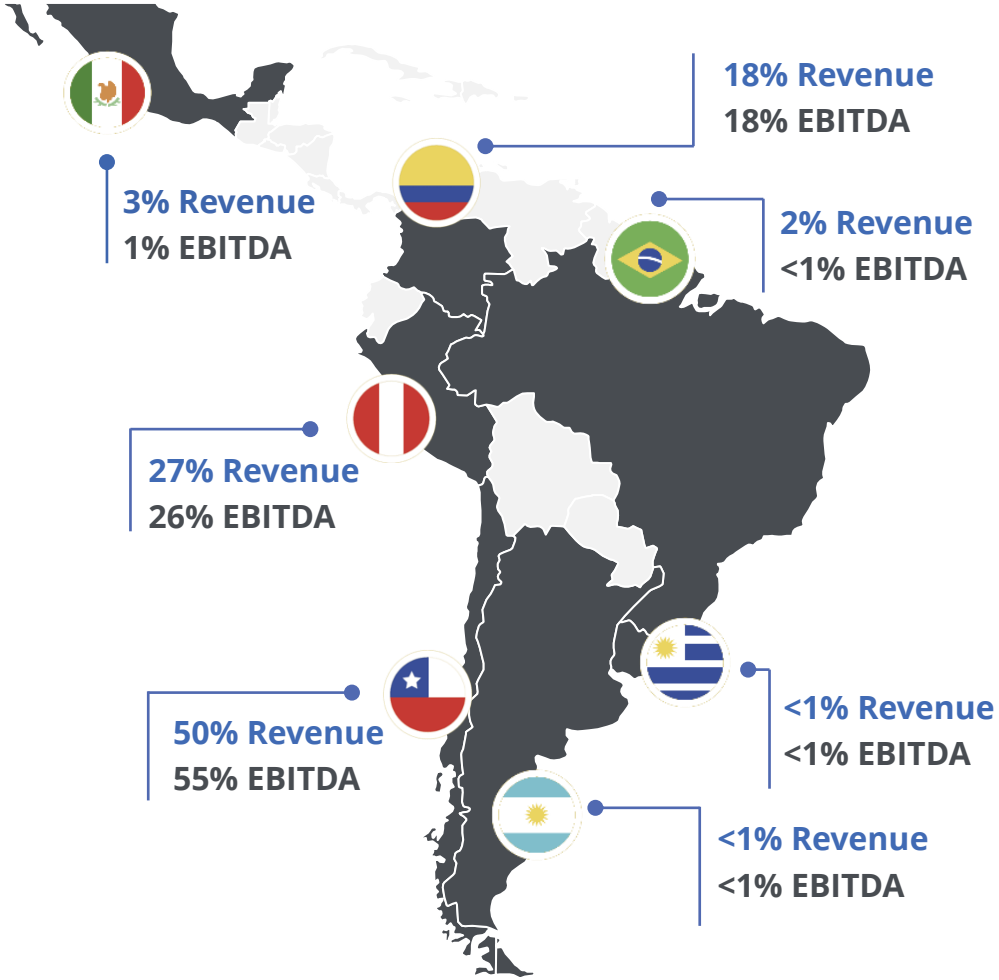
MERGER & ACQUISITIONS



Contribution breakdown

Mix by growth engine¹













					
Revenue (US\$ billion)	6.3	4.4	2.9	2.5	0.7
% Revenue	38%	26%	17%	15%	4%
% EBITDA	22%	16%	11%	25%	26%
Loan Book (US\$ billion)	8.3				
GLA (million sqm)	2.4				



¹ Mix by Country and Mix by Engine as of 1Q26 LTM. Segment 'Colombia' includes Sodimac Colombia; segment 'Sodimac' includes Sodimac Colombia and Sodimac Mexico; and Banco Falabella includes Financial Services Mexico, none of which are consolidated. Revenue and EBITDA breakdown does not consider segment 'Others, eliminations & annulments'. Mallplaza considers 100% of Mallplaza Peru and Open Peru in 2024.

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

Physical and digital ecosystem with diversified presence across Latin America

								Total
 Sodimac ⁽¹⁾ (# of stores)	86	51	42	15	51	7	4	256
 Falabella Retail (# of stores)	45	35	25					105
 Tottus (# of stores)	71	91						162
 Financial Services (# of active credit card, MM)	3.4	1.1	1.4	0.6				6.5
 Mallplaza (# of malls)	17	15	5					37



¹ Sodimac considers the operations in Colombia and Mexico which we do not consolidate and is not including IKEA.

Our Strategy



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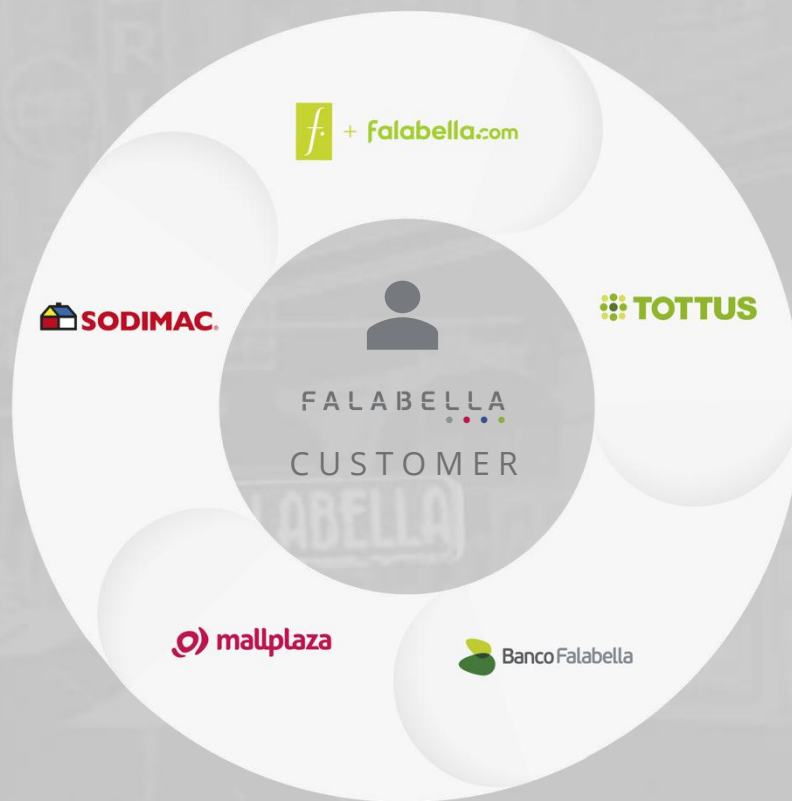
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Our ecosystem continues to integrate our businesses to better serve customers, connecting products, financing and benefits into a personalized experience



Ecosystem's Key Figures 1Q26

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-  **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

Our strategy is driven by four key priorities that guide our efforts



Enhance the value proposition of our five core businesses to accelerate growth



Refocus our **digital strategy and ecosystem** development

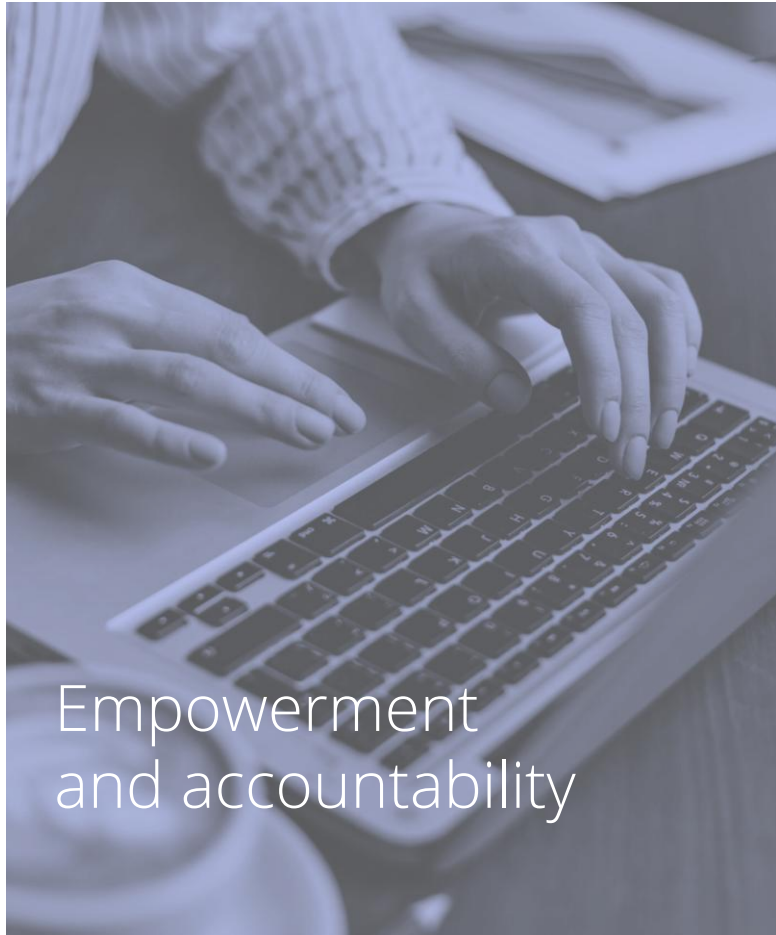


Drive a more **effective organization**



Prioritize investment decisions and capital allocation to restore profitability

Reinforcing a results-driven and empowered organization with simpler and more focused operations



Focused on driving profitability

through disciplined expense control, capital allocation and investment processes



Efficient cash flow management and expense control



Portfolio investment optimization



Capital allocation aligned with strategic priorities

Focus on our 5 growth engines to strengthen our ecosystem

SODIMAC

Strengthen our leadership in the region

- Focus on **PRO Clients** helping them grow
- Differentiation through **Private Labels**
- Growth** in omnichannel to become a Specialist Superstore
- Product and experience** innovation

falabella.

Strengthen omnichannel offering

- Multi-specialist (5 core categories)**, offering the best and exclusive brands
- Expand our online catalog by **accelerating the growth of our 3P offering**
- Enhance the physical stores' **experience**
- Offer competitive core products, highlighting **the latest trends - #Lo Último**

TOTTUS

Enhance and differentiate our value proposition

- Improved experience with **low-priced perception**
- Customer Engagement** through Differentiation
- Operational **excellence** driving efficiency and elevating **customer experience**

mallplaza

Enhance and differentiate our value proposition

- Strengthened the mix** that drives traffic and enhances the visitor experience.
- Expand our digital value proposition** to unlock new revenue in a seamless phygital ecosystem
- Growing our urban centers through **brownfield** & reconventions and **M&A**

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Leading Digital Bank in the region

- A mobile-first experience** with a strong presence in our high-traffic retail stores
- Simple, intuitive products** enhanced by the **best benefits**

SHORT-TO-MID TERM FOCUS

- Accelerate expansion
- Restore profitability
- Store transformations

- E-commerce expansion
- Elevate customer experience

- Physical expansion
- Enhance value proposition
- Roll out renewed private label

- Consolidate operation
- Brownfield growth + M&A in the Andean Region

- Grow Loan Book
- Drive profitability
- Leverage Tech & AI

LOYALTY PROGRAM

Financial Evolution



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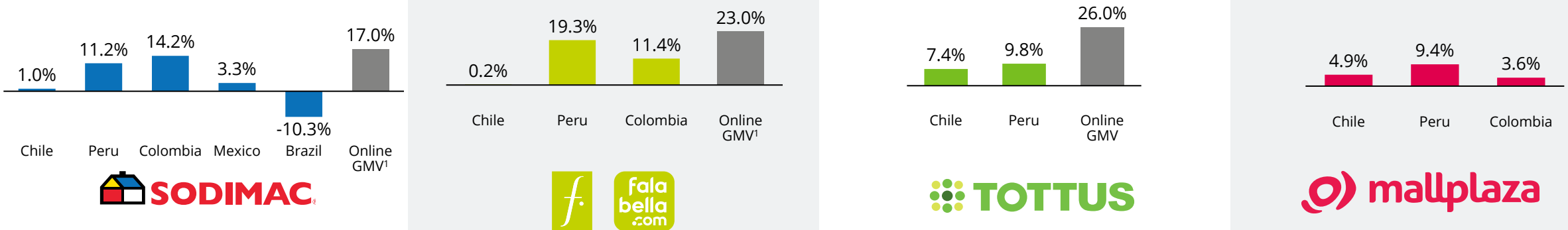
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Our retailers are maintaining their momentum showing solid topline growth, with total online GMV¹ growing 21% YoY

Consolidated Revenue Var (% vs 1Q25)



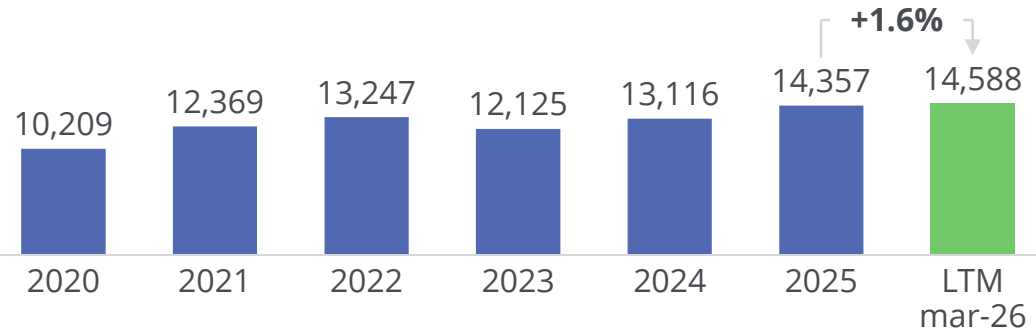
Revenue Var (% vs 1Q25) – Local Currency



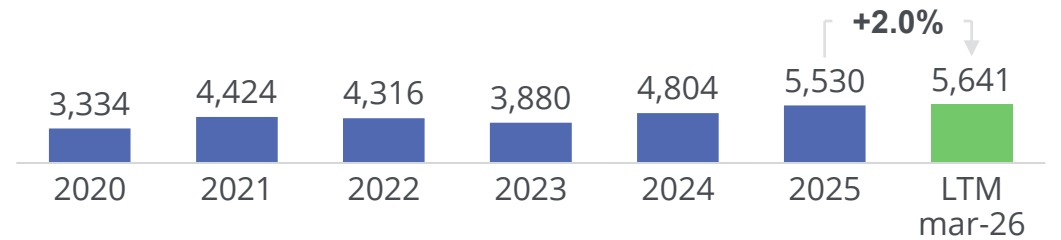
¹ Includes 1P and 3P GMV.

Main financials figures^{(1),(2)}

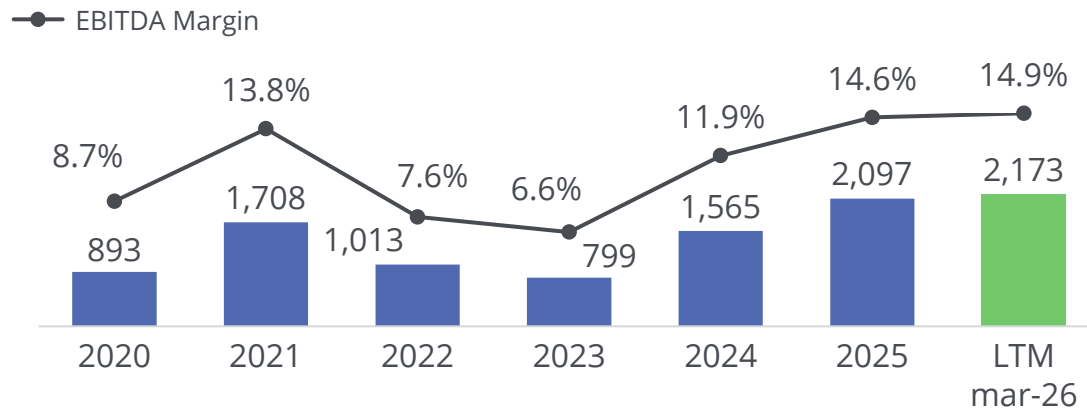
Total Revenues (US\$ MM)



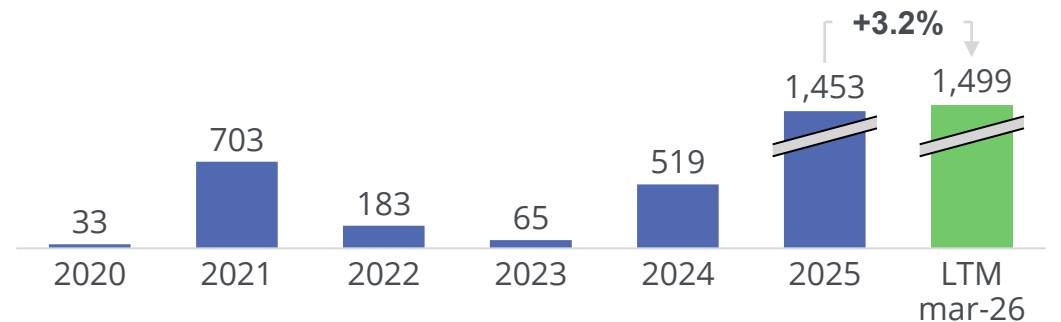
Gross Profit (US\$ MM)



EBITDA (US\$ MM)



Net Income¹ (US\$ MM)



¹ Net income reported includes the fair value effect attributable to the owners of the parent company since 2022.

² 1Q26 data includes Loyalty expense reallocation.

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

Summary Financials (US\$ MM)^{(1),(2)}

	2020	2021	2022	2023	2024	2025	LTM mar-26	Var LTM mar-26 vs 2025
TOTAL SALES								
Total sales	10,276	13,863	13,460	12,103	12,724	13,870	14,082	2%
GMV Online	2,358	3,081	2,877	2,578	2,792	3,272	3,412	4%
Total sales of physical stores	7,918	10,782	10,584	9,525	9,932	10,598	10,670	1%
FINANCIAL RESULTS								
Non-banking Revenue	8,929	11,144	11,283	10,087	11,129	12,230	12,351	1%
Financial Services Revenue	1,281	1,225	1,964	2,038	1,986	2,128	2,237	5%
Total Revenue	10,209	12,369	13,247	12,125	13,116	14,357	14,588	2%
Gross profit	3,334	4,424	4,316	3,880	4,804	5,530	5,641	2%
SG&A expenses	(2,939)	(3,220)	(3,779)	(3,575)	(3,741)	(3,928)	(3,967)	1%
EBITDA	893	1,708	1,013	799	1,565	2,097	2,173	4%
Net Income	33	703	183	65	519	1,453	1,499	3%
Net Income Ex. FV Effect*				(37)	470	877	923	5%
BALANCE SHEET								
Cash (non-banking)	1,311	575	673	1,162	1,767	1,709	1,972	15%
Gross Loan Book	5,046	6,154	7,287	6,889	6,911	8,170	8,296	2%
Financial Net Debt (Exc. Banking)	2,425	2,811	3,957	3,464	2,654	1,784	1,636	-8%

Highlights

1Q26



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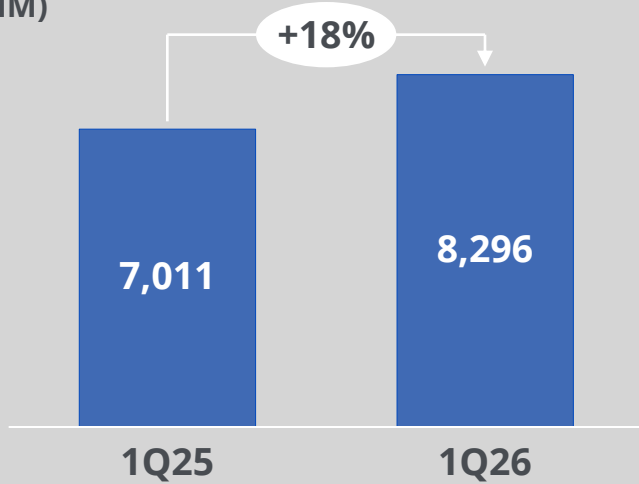
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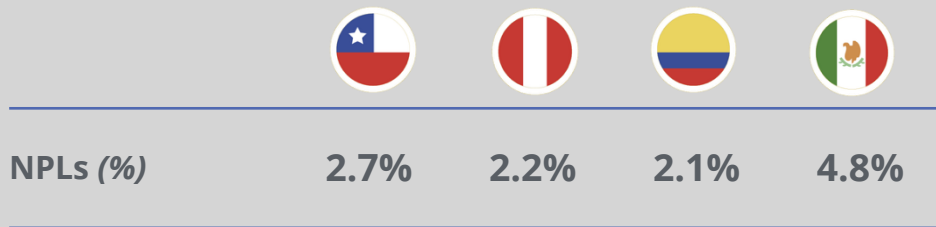
Building the leading digital bank of the Andean region²

Loan Portfolio

Stock (US\$ MM)



NPLs Mar-26



Loan Portfolio 1Q26 Growth (Local currency)



Mexico

+20% YoY



Colombia

+13% YoY



Peru

+7% YoY



Chile

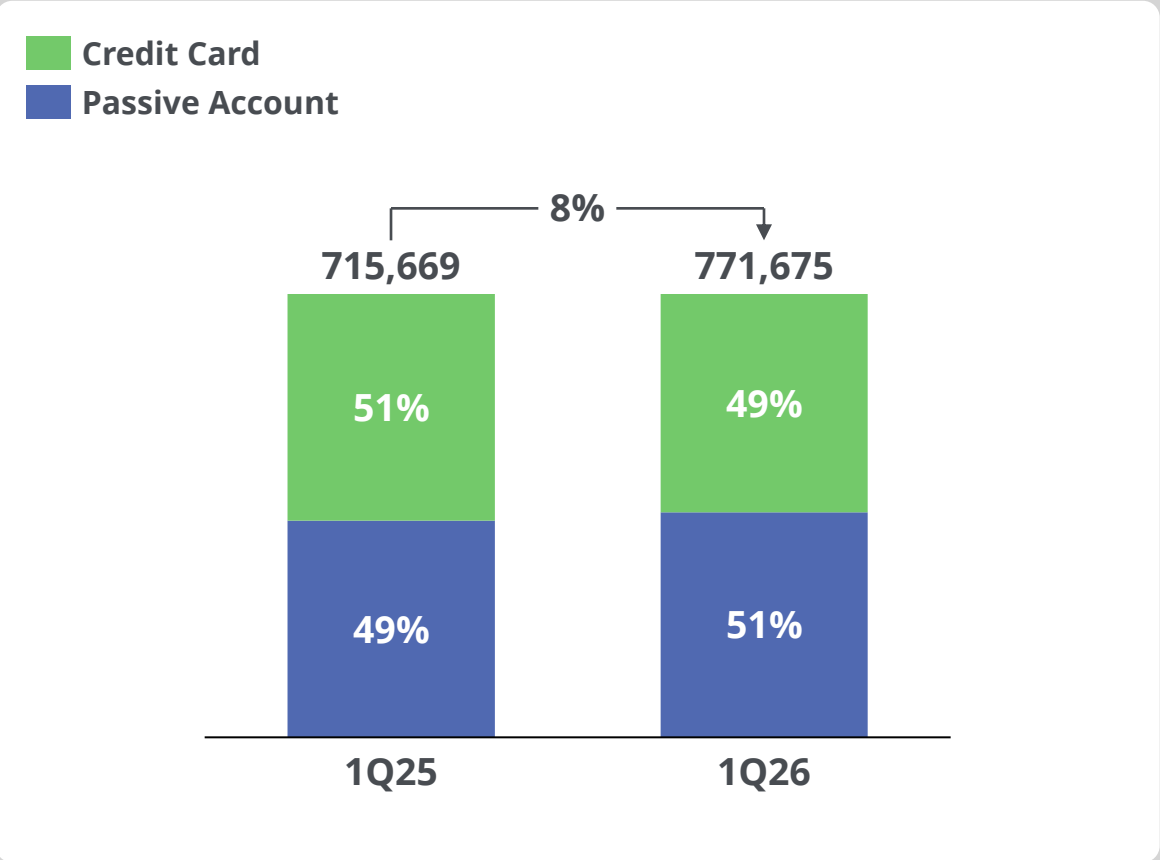
+18% YoY



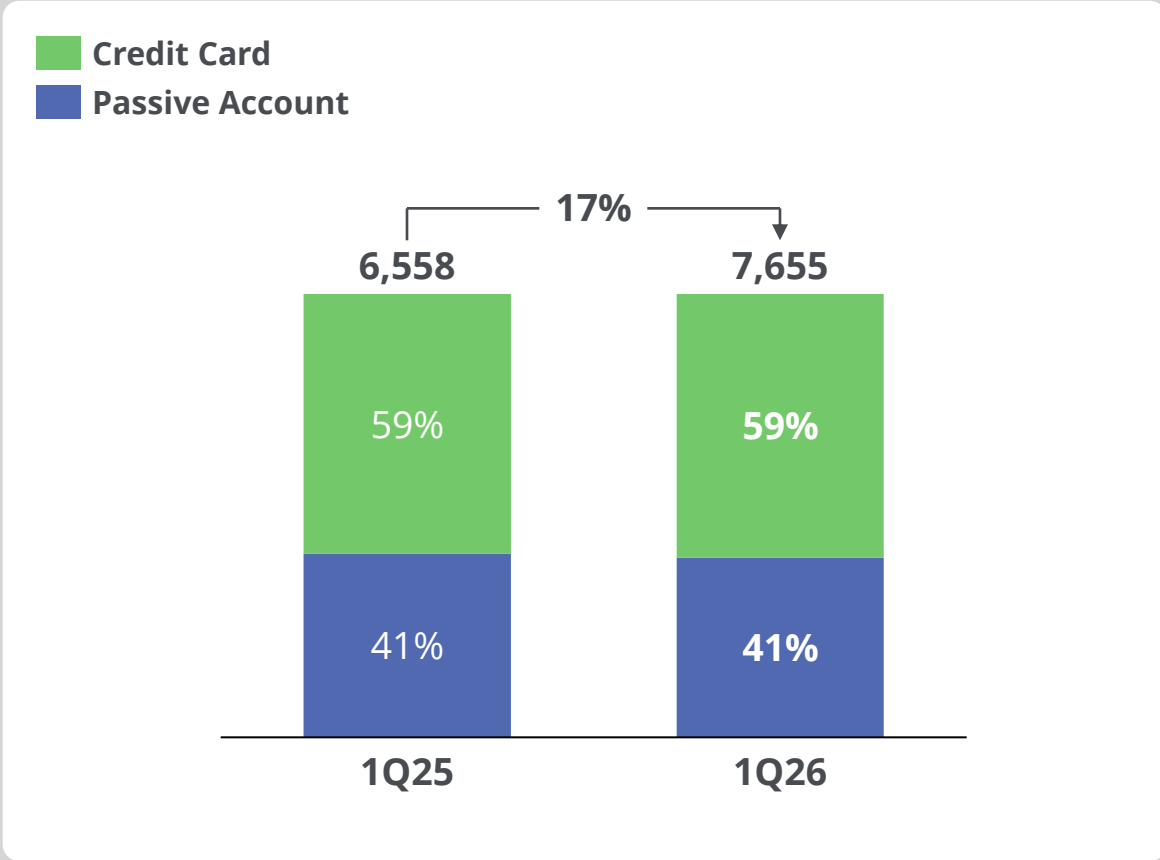
²Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.
Note: All figures are presented at constant exchange rates, using an FX rate of 927.46.

Building the leading digital bank of the Andean region²

Credit card & passive account openings (#)



Credit & debit card purchases (US\$ MM)

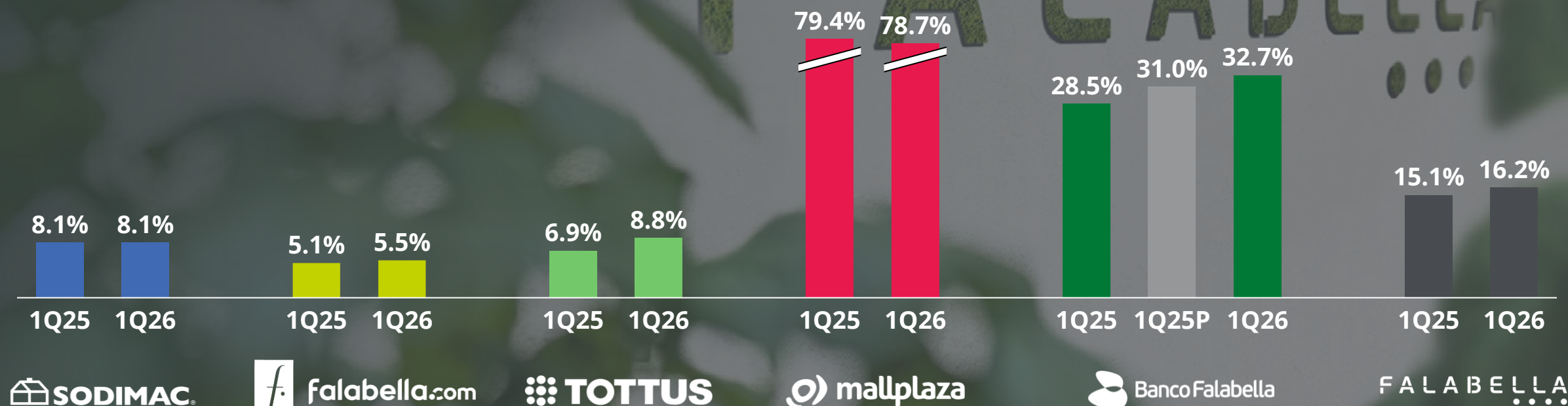


²Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.
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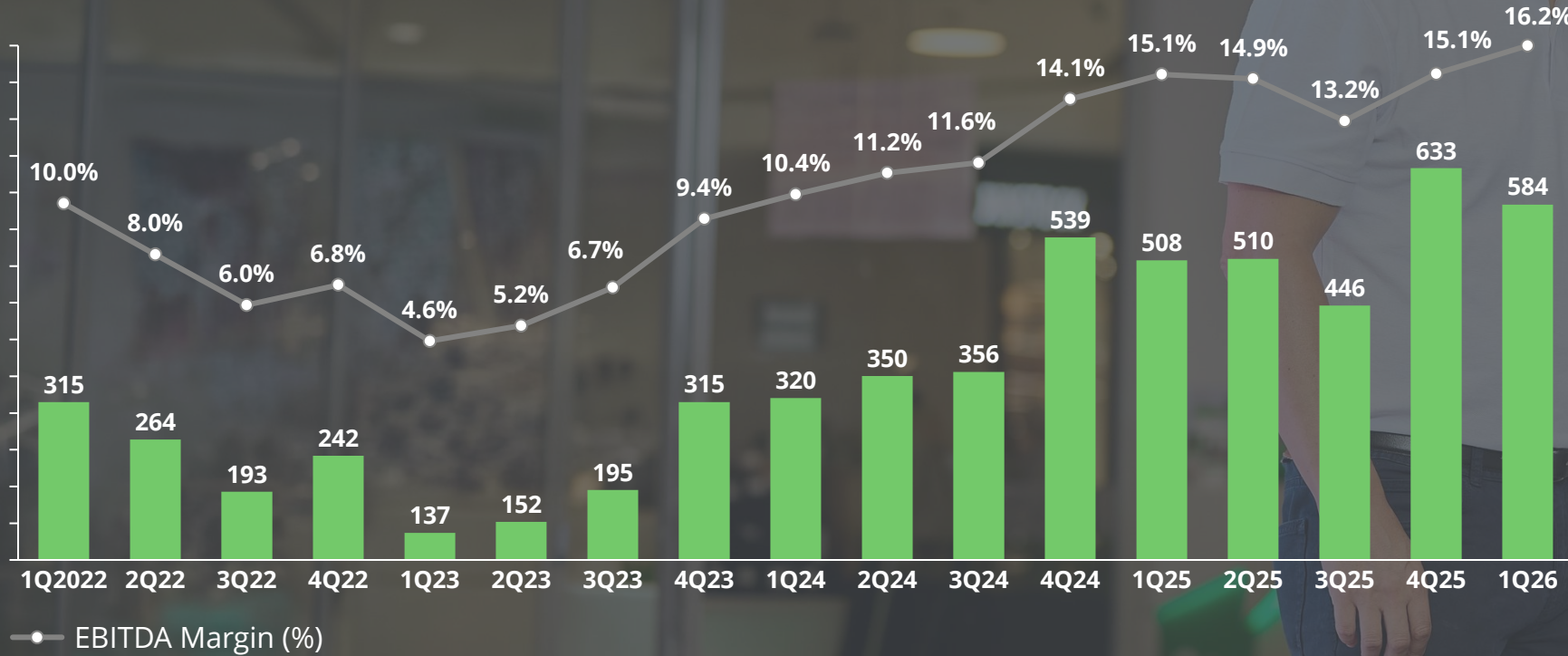
Our strategy has allowed to enhance profitability

across our five growth engines during 1Q26

EBITDA Margin (%)



EBITDA evolution (US\$ MM)

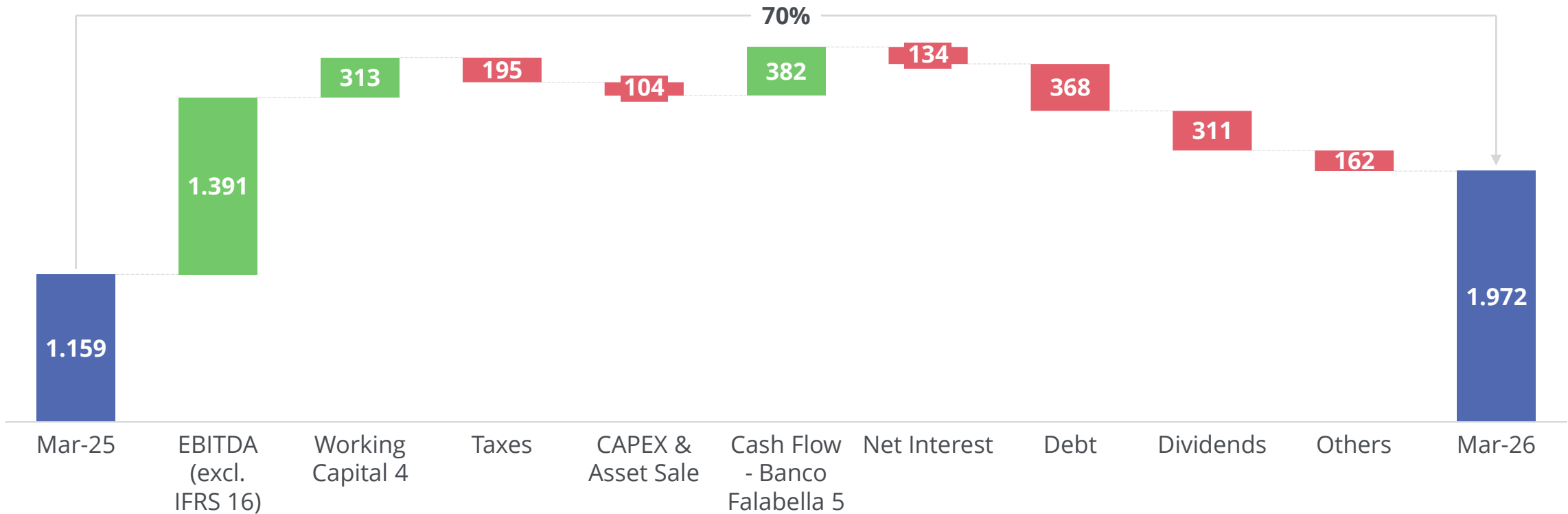


Our strategy allows us to continue improving profitability

Our operation continues to contribute to cash improvement

Evolution Cash (US\$ MM)

Non-banking businesses

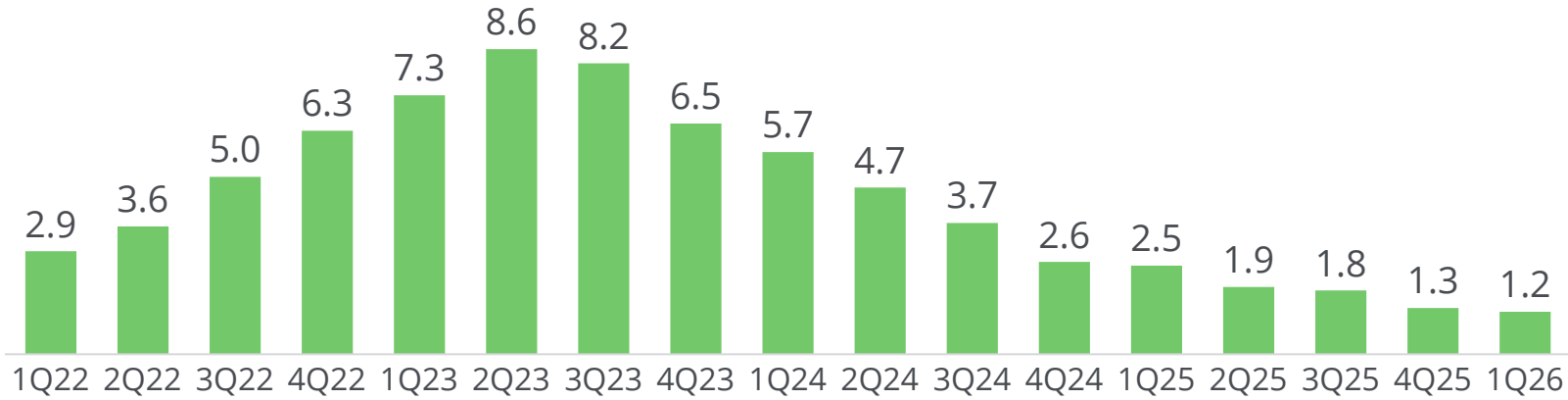


⁴ Working Capital includes accounts for Inventories, Trade and other accounts receivables and Trade and other accounts payable;

⁵ Cash Flow - Banco Falabella Chile includes dividends and intercompany debt repayments

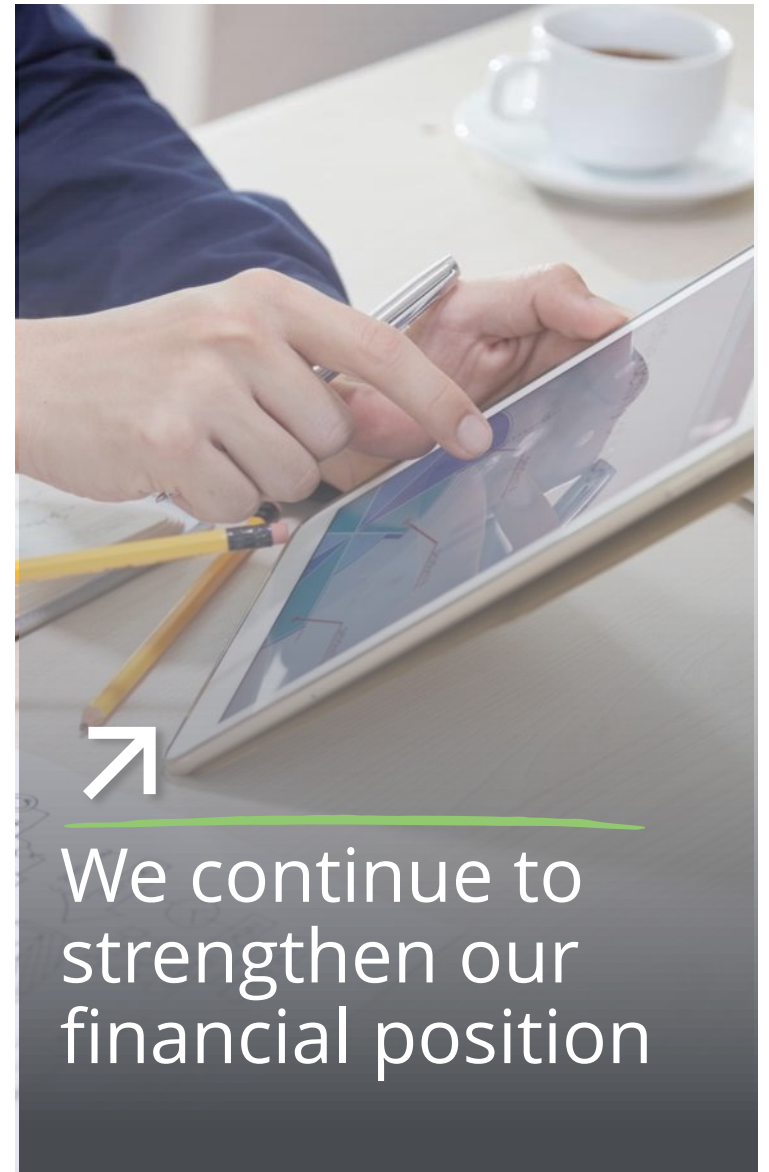
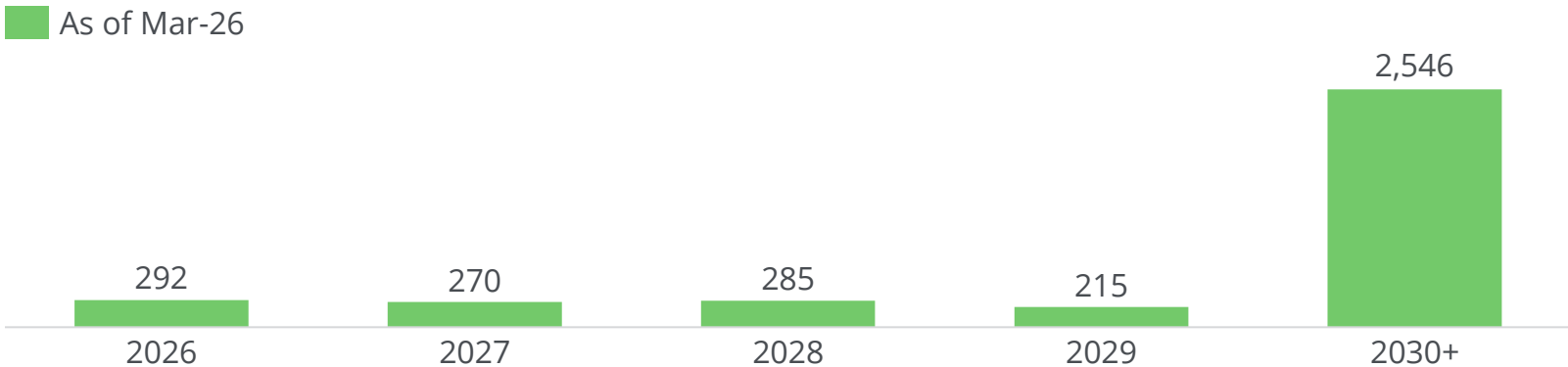
Note: All figures are presented at constant exchange rates, using an FX rate of 927.46.

Net Financial Debt / EBITDA



Debt Maturity Profile (US\$ MM)

Non-banking businesses, after hedging derivatives



↗
We continue to strengthen our financial position

ESG



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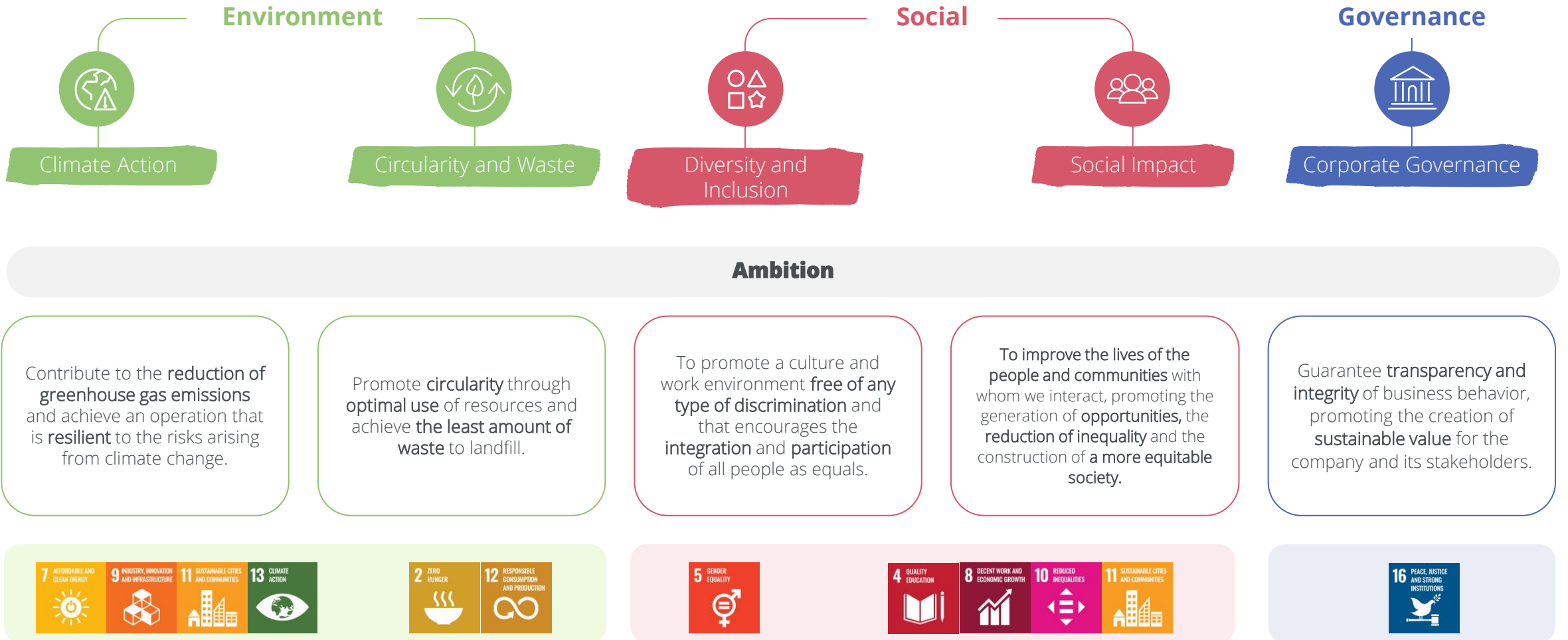
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Falabella's purpose is based on five ESG pillars with clear aspirations and objectives aligned with the Sustainable Development Goals



ESG 2025 Progress Synthesis

Environmental*



1,400
tons

Food donations

+32%
vs 2024



451 installations with electricity supply

80%

from renewable sources



603
+7% vs 2024

Billion in sales of sustainable products

All the Group's businesses recognized in HuellaChile for carbon management

Social

39,9% Women

in Senior Management and Management positions

+2,6 million

of beneficiaries of Falabella Group's social impact programs



+5,000

Entrepreneurs

participate in commercial instances of the Falabella Group.



+58,000

children and adolescents

improve their learning in schools in Latin America and India.



+13,900

children, young people and adults

receive training in Financial Education

Corporate Governance

First Place

Among the IPSA companies in the Human Rights and Business Diagnosis (PUC, ILO and WBA)

Falabella among the 7 companies

of the world's most sustainable retailers, according to S&P DJBICI

- Policies: Human Rights; Environmental and Climate Change
- Approval and implementation of the Human Rights Program
- ESG risks integrated in Corporate Risk Management Model:
 - Climate change (physical and transitional)
 - Conflict with the Community
 - Greenwashing (gap between ESG commitments and execution)

The progress of our management is reflected in **the sustained improvement of our rating** in the **main rating agencies and ESG ratings** at the national and international level



Among the **Top 10** most sustainable companies in the retailing category. Indexes: MILA, World, Chile

Best rated Chilean retailer
Indexes: ACWI, Climate Action, Climate Paris Aligned, Low Carbon Leaders, Low Carbon Target, ACWI Screened, ACWI Selection, ACWI Universal

The **Only** Chilean company assessed

1st place among IPSA companies

Best rated retailer in Latin-American

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