

FINANCIAL RESULTS

Second Quarter 2024

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SODIMAC

TOTTUS

mallplaza

Banco Falabella

1. MAIN INDICATORS 2Q24 US\$

35 million Ecosystem customers	\$3,074 million Revenues (+8% YoY)	\$344 million EBITDA (11.2% margin)	\$122 million Net profit (4.0% margin)
19.6 million Loyalty program participants	532/47 Stores / Malls (+6 YoY / +1 YoY)	\$6.4 billion Loan portfolio (-4% YoY)	\$682 million Online GMV (+7% YoY)

2. COMMENTS FROM THE CEO

We closed the quarter with solid financial and operational results, **multiplying the EBITDA 2.3x vs 2Q23** (US\$344 million) and **reaching an EBITDA margin of 11.2%**, a level not seen since 2021. **Revenue increased 8% YoY**, highlighting that the three retailers in Chile, as whole, grew for the first time since 1Q22.

Gross margin increased 499 bps vs 2Q23, thanks to an attractive value proposition, a 9% YoY decrease in inventory levels and to better risk levels in the banking segment. During the quarter, **net income reached US\$122 million**, a 135% increase compared to 2Q23. For the half-year, net income totaled US\$184 million, compared to a loss of US\$6 million in 2023.

Our goal to become the main digital bank in the Andean region is advancing with force, opening over 660,000 cards and transactional account in the quarter. **In Chile, risk has been stabilized**, with an NPL of 3.2% (vs 3.5% in 1Q24) and in June the loan portfolio showed growth with respect to the previous month, a trend that we expect to consolidate starting the second half of the year. Additionally, we signed strategic alliances in Chile and Peru with 3 Insurance Companies to develop new products and enhance our digital offering.

In retail, **e-commerce grew 7% YoY**, with an increase of 12% in the sales from sellers. We launched the stand-alone websites of Sodimac in Chile and Peru, strengthening our specialists' proposition, and we continued our selective physical expansion, opening the second IKEA store in Colombia and 14th Sodimac store in Mexico, reaffirming our commitment to continue growing in this last country.

We increased Net Income and EBITDA in over 2x, reaching an EBITDA margin of 11.2%

Regarding the financial position strengthening plan, the transaction of shopping centers in Peru is progressing as planned and we achieved a capital increase in Plaza for more than US\$320 million. Also, given our solid cash position (an increase of US\$614 million versus 2Q23), during 2024 we have advanced debt payments for **over US\$280 million**, including the last tender offer for US\$100

million of the 2027 international bond, executed in July.

The operational improvements mentioned above, as well as the focalization of our strategy, allowed us to reduce the **leverage of the non-banking businesses to 4.7x** Net Financial Debt over EBITDA (vs 8.6x in 2Q23), driven by the profitability improvement in the businesses.

In line with our sustainability strategy, we have recently published our first Climate Report.

Finally, we are convinced that, thanks to our brands, our omnichannel strategy, and the capabilities that we have built in our ecosystem, we will continue to provide value to our customers and shareholders.



Alejandro González
CEO

3. EXPLANATIONS FOR 2Q24 RESULTS (US\$ million)¹

	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	52	1,8%	122	4,0%	135%
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%

Consolidated Revenue

Revenues (+8.0% YoY) explained by the increase in local currency of the main retailers, and by the effect from the depreciation of the Chilean peso against the other currencies of the region. Among the operations that stand are the retail businesses in Peru (+16.2% YoY, -0.1% YoY in local currency) and Falabella Retail, in Colombia (+34.4% YoY, +2.3% YoY in local currency) and in Chile (+4.1% YoY), and Mallplaza (+16.9% YoY), partially offset by the decline in revenue from the bank in Chile (-10.7% YoY).

Gross Profit

Gross profit expansion (+25.4% YoY) mainly explained by:

- Falabella Retail (+18.8% YoY): mainly attributed to Chile that increases its contribution (10.8% YoY, +230 bps), followed by Peru (+32.8% YoY, +389 bps), due to better commercial proposition and inventory management.
- Banking businesses increase +50.1% YoY (+1,657 bps YoY), mostly due to the operation in Chile which improves 31.5% YoY (+1,918 bps YoY), with a lower level of cost of risk (-48.2% YoY) and, to a lesser extent, to the operation in Colombia with a cost of risk that decreased 42.8% YoY, in local currency.
- Mallplaza grew 17.1% YoY (+11 bps YoY), while Tottus in Peru grew 22.2% YoY (+92 bps YoY).

SG&A expenses

SG&A contention (+3.5% YoY), mainly impacted by the depreciation of the Chilean peso (**~2% decrease at a constant FX rate**), which reflects the efforts in operational efficiencies.

EBITDA

With all of the above, we achieved **EBITDA growth of 2.3 YoY**, reaching US\$344 million in the quarter (11.2% EBITDA margin).

¹ Values are in the functional currency of Chilean pesos converted to US dollars at constant exchange rates. In reference to the loan portfolio, it includes Financial Services in Mexico, which does not consolidate.

4. PROGRESS IN BUSINESSES

Omnichannel Retail

		2Q23	2Q24	Var %
Revenue – Home Improvement ²	US\$ million	1,195	1,328	+11%
Revenue – Falabella Retail	US\$ million	794	884	+11%
Revenue – Tottus	US\$ million	537	591	+10%
Business Partners' sales – Malls	US\$ million	1,495	1,605	+7%
Total Online GMV	US\$ million	636	682	+7%
3P Online GMV	US\$ million	151	169	+12%

- **Home Improvement:** We continue with our selective physical expansion plan. In May, we opened our second IKEA store in Colombia (Cali), at the same time that we added the Lincoln Sodimac store in Mexico, reaching 14 stores in the latter country. Meanwhile, the *Círculo de Especialistas*, a benefits program focused on the professional segment, reached 1.9 million clients. Regarding the online channel, the GMV grew 17% YoY and during June we launched the stand-alone website of Sodimac in Chile and Peru, strengthening our specialists' proposition.
- **Falabella Retail:** The physical channel continues to prove its relevance in our omnichannel proposition, increasing its SSS 12.0% during the quarter, in Chile.
- Our consolidated online channel grew 7% YoY, mainly explained by the online channel of Home Improvement and our Marketplace proposition that continues to exhibit growth. Today we have over 20,000 sellers with LTM sales, whose 3P sales increased 12% YoY in 2Q24, representing 25% of the total Online GMV. Lastly, ~50% of the deliveries were made through the Click and Collect system.
- **Tottus:** In line with the strengthening of our value proposition and the focus in food categories, we opened a Food Production Center in Chile (Santiago), with 7,500 sqm, which will allow us to deliver a differentiated and with quality, mix of products to our customers. In addition, we continue both with the optimization of our private label portfolio and with initiatives that seek to develop more efficient operational processes.
- **Mallplaza:** During the quarter, we continued to strengthen our value proposition and to reconvert our spaces, opening +130 stores in the region and opening *Espacio Gastronómicos* (Food and beverage area) in MallPlaza Tobalaba (Chile). Regarding occupation, we reached 95,5% of occupancy, 100 bps higher than in 2Q23.



² Incluye las operaciones de Sodimac Colombia y México, que no consolidan en los Estados Financieros.

4. PROGRESS IN BUSINESSES

Financial Services

		2Q23	2Q24	Var %
Loan Portfolio ²	US\$ million	6,702	6,434	-4%
Debit and credit card purchases ²	US\$ million	5,027	5,550	+10%
Consolidated NPL (+90 days) ²	%	5.0	4.2	-78bps

- In June, Falabella signed a 15-year alliance with strategic partners and insurance leaders for its operations in Chile and Peru. This long-term alliance will allow Falabella and these prestigious international insurers to make investments to provide the best digital service to our customers, as well as develop new products, strengthening our portfolio in the market.
- Purchases with our payment methods reached over US\$5.5 B during the quarter (+10% YoY), highlighting the increases of 14% of the bank in Chile and 24% of the business Mexico. Meanwhile, On Them sales (sales outside the Falabella ecosystem) increased 13% versus 2Q23.
- We continue to see improvements in risk levels as a result of more restrictive origination policies and improvements in collection processes. In terms of portfolio with delinquency of +90 days, it reached 4.2% during the quarter at a consolidated level, 16 bps lower than the level of 1Q24.
- We continue to deepen the relationship with our clients through digital channels:



- +95% of the interaction of the 7.7 million total active customers (+1% YoY) are carried out digitally.
- +65% of consumer credit sales and ~40% of new account and card openings are done digitally.
- Launch in Peru of a QR code generation system for collections, interoperable with Yape and Plin. Interoperability has driven growth in monthly transfers of 150% compared to 2023.
- Implementation of AI tools to improve the productivity of support staff, improving the level of service to users.

Enablers

		2Q23	2Q24	Var %
Active Loyalty Participants	# million	19.3	19.6	+1%
Click & Collect Penetration	%	37	50	+1,236bps

Loyalty

- Our customers maintain their preference for our loyalty program, reaching 19.6 million participants (+1% YoY) in the Andean region.
- During the quarter, we reached 3.3 million redeeming customers (-4% YoY), highlighting that 33% of redemptions are digital.

Home Delivery

- In line with our omnichannel strategy, ~50% of deliveries in 2Q24 were made through the Click & Collect system, growing 12pp versus 2Q23, meanwhile the percentage of 3P sales through Click & Collect delivery system increased 22pp against the same period of the previous year.
- Deliveries in less than 48 hours from our retailers in Chile, Peru and Colombia improved 4pp versus the previous year.

² Includes Financial Services in Mexico which does not consolidate in the financial statements.

5. LEVERAGE METRICS

Cash and liquidity

The Company's consolidated cash and cash equivalents totaled US\$ 2,736 million, as of June 2024:

- Non-banking businesses: US\$ 1,041 million.
- Banking businesses: US\$ 1,696 million.

Leverage

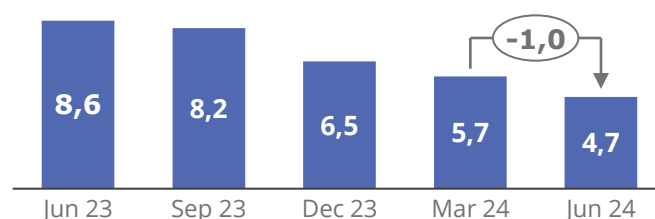
- Financial Debt (after hedging derivatives)³ of the non-banking businesses reached US\$ 4,579 million as of June 2024, a 2% higher than that of the comparable period, mainly explained by the depreciation of the Chilean peso.
- Net Financial Debt reached US\$ 3,538 million as of June 2024, 13% decrease YoY.
- Net leverage ratio⁴ from the non-banking businesses decreased to 1.0x, compared to 1.1x for the same period of the previous year.

Net Financial Debt / EBITDA

	Note #	
DEBT (US\$ million)	FS	2Q24
Total Banks	19. a)	995
Total Bonds	19. a)	3.989
Total Other financial liabilities	19. a)	59
Other financial assets	4.	(464)
(-) Cash and cash equivalents	3.	(1.041)
Net Financial Debt		3.538
EBITDA (US\$ million)		2Q24 LTM
Revenue		10.270
Cost of sales		(6.918)
Gross Margin		3.352
Distribution costs		(178)
Administrative expenses		(2.534)
Other expenses, by function		(131)
Intangible assets amortization		56
PP&E depreciation		396
EBITDA non banking		962
Adjustments to exclude IFRS16		(207)
EBITDA non banking w/o IFRS16		755
Net Financial Debt /EBITDA		4,7x

Net Financial Debt / EBITDA

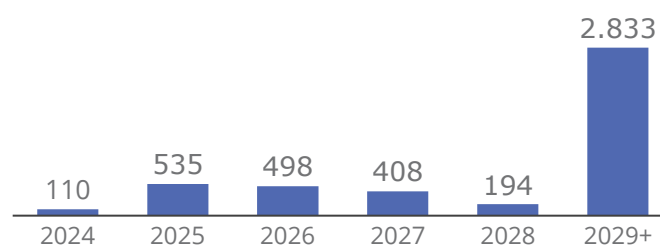
Non-banking businesses⁵



*Ratio does not incorporate cash received from Plaza's capital increase reported on August 2, 2024, Note 42 of FECU (CLP 308,426 million)

Debt Maturity Profile (US\$ million)

Non-banking businesses, after hedging derivatives^{6,7}



US\$4,579 million
Financial Debt
(non-banking businesses)

³ Financial Debt = Bank loans + Bond obligations + Other financial liabilities + Hedging assets + Derivative instruments.

⁴ Net leverage ratio = (Total non-banking liabilities - Non-banking cash and cash equivalents) / Total Equity.

⁵ EBITDA LTM = Gross margin - distribution costs - administrative expenses - expenses by function + depreciation. Net financial debt = current financial liabilities + non-current financial liabilities - hedging assets - cash and cash equivalents.

⁶ Balances in US\$ are converted at the closing exchange rate for each country.

⁷ Total consolidated financial debt does not include Falabella's Banking businesses, which are Banco Falabella Chile, Banco Falabella Peru and Banco Falabella Colombia

6. ESG PROGRESS

Environmental

- We published our **First Climate Report** that contains the main results achieved in 2023, which highlights that the year ended with a 20% reduction in scope 1 and 2 emissions compared to 2021. In addition, we have an electricity supply from renewable energies which reaches 73%, exceeding the established commitment.
- **Falabella Retail Colombia receives the Zero Garbage certification**, granted by Instituto Colombiano de Normas Técnicas y Certificación (ICONTEC). After a rigorous audit, the company obtained the gold rating, becoming the first in the retail sector to be certified with this model internationally.
- **Reciclación Falabella.** In Peru, Sodimac, Tottus, Falabella Retail and Open Plaza organized the second Great Recyclethon, which was focused on raising awareness and promoting the recycling of waste electrical and electronic devices with our customers and neighbors.

Social

- For the third consecutive year Falabella S.A., Falabella Retail, Sodimac, Mallplaza, Tottus, Banco Falabella and IKEA, were given the recognition of **Best Places for the LGBTIQ+ Talent** with the highest distinction in the 5th version of Equidad CL (Chile), Global Employment Equity Program of the Human Rights Campaign and Fundación Iguales, in alliance with Pride Connection.
- **Financial Education Seminar.** Banco Falabella Chile continued to strengthen its line of financial education with the holding of the seminar "How to close the gaps in financial education?", a milestone that concludes the first stage of the alliance between the Center for Public Policies of Universidad Católica de Chile and Banco Falabella.
- Mallplaza in Chile closed the first cycle of the **Mallplaza Academy's Social Project Accelerator**, initiative developed in alliance with Fundación Junto al Barrio, which seeks to contribute to the development of communities, through local impact initiatives.

Gobernance

- Falabella is recognized **among the 10 best companies in the Ranking Alas 20 and obtains fourth place in the Leading Company in Sustainability category in Chile.** This ranking is made by Governart and Sustainalytics, and evaluates companies' environmental, social and economic practices, as well as the technical quality of their ESG disclosure.
- For the eleventh consecutive year, **Sodimac Peru receives the Company with Sustainable Management Distinction**, awarded by the Perú Sostenible organization, which recognizes the companies with the best sustainability management in the country based on social, environmental and governance (ESG) indicators.

We are committed to the future through a genuine connection with our stakeholders: our customers, teams, communities and the planet.

7. EVENTS DURING THE PERIOD

Physical expansion

We continue advancing with our selective physical expansion. In May we opened our second IKEA store in Colombia, in the recently opened mall of Mallplaza Cali, which has a selling surface of 15,250 sqm. Additionally, during that same month we opened our 14th store in Mexico, Sodimac Lincoln, in the city of Monterrey, Nueva Leon, with a selling surface of 8,451 sqm.

CEO Designation

On April 5, 2024, the Board of Directors of Falabella has confirmed Alejandro González Dale as CEO, following three months of serving as interim in the position. The executive previously served as CFO of the company for over 17 years.

CFO Designation

In the board meeting held on Tuesday, May 28, Falabella S.A. confirmed Juan Pablo Harrison as CFO of the company, who had been serving in the position on an interim basis since April of this year. The executive has a degree in Business and Administration from Pontificia Universidad Católica de Chile, with more than 25 years of experience leading the departments of finance, administration and management control and 12 years within the company.

2024 Shareholders Meeting (OSM)

On April 23, 2024, Falabella's Annual Shareholders Meeting took place. For more information on the matters approved, visit our [Investor Relations](#) website.

Mall transaction in Peru

On April 15, 2024, Falabella and Mallplaza signed an agreement for the latter's acquisition of Falabella Perú S.A.A., which controls 100% of the operations of Open Plaza Perú and 66.6% of Mallplaza in Peru. Continuing with the financing process announced by Mallplaza for this transaction, the company successfully completed a capital increase, raising more than US\$320 million.

8. SUBSEQUENT EVENTS

Falabella repurchases bonds

In line with the Company's plan to strengthen its financial position, on July 30, 2024, Falabella successfully concluded the repurchase process of US\$ 100 million of capital owed, corresponding to 25% of a bond placed by the company in the international markets in 2017, at a rate of 3.750%, maturing in 2027. The transaction does not have significant effects on the company's consolidated net debt levels, nor does it alter its leverage ratios.

Feller Rate Rating

On July 24, 2024, Feller Rate ratified Falabella's solvency and bond lines rating at "AA-" and the shares at "First Class Level 2". The outlook for the classification is negative.

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Notes:

All figures in US dollars are calculated at the official exchange rate on July 1st, 2024: CLP/US\$ 944.34.

Symbols for quarters: 1Q, 2Q, 3Q y 4Q.

Symbols for cumulative periods: 6M, 9M, 12M.

Symbols for currencies: CLP: Chilean pesos; US\$: US dollars; PEN: Peruvian nuevos soles; COP: Colombian pesos; ARS: Argentine pesos; BRL: Brazilian reales; MXN: Mexican pesos.

Th: thousands; M: millions; B: billions.

YoY: compared to the same period of last year.

q/q: compared to the immediately preceding quarter.

LTM: last twelve months.

I RESULTS BY BUSINESS UNIT 2Q24 (CLP million)⁸

Chile

	Home Improvement			Falabella Retail ⁽⁸⁾			Tottus		
	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)
Revenues	583.261	587.349	0,7%	459.764	478.435	4,1%	238.415	241.418	1,3%
Gross Profit	167.692	167.065	-0,4%	162.635	180.245	10,8%	60.568	64.068	5,8%
Gross Margin	28,8%	28,4%	(31)	35,4%	37,7%	230	25,4%	26,5%	113
SG&A	(173.586)	(168.984)	-2,7%	(214.181)	(186.144)	-13,1%	(65.005)	(62.762)	-3,5%
SG&A / Revenues	-29,8%	-28,8%	99	-46,6%	-38,9%	768	-27,3%	-26,0%	127
Operating Profit	(5.894)	(1.919)	-67,4%	(51.546)	(5.899)	-88,6%	(4.437)	1.306	-129,4%
Operating Margin	-1,0%	-0,3%	68	-11,2%	-1,2%	998	-1,9%	0,5%	240
EBITDA	24.565	28.980	18,0%	(30.412)	14.572	-147,9%	10.547	15.993	51,6%
EBITDA Margin	4,2%	4,9%	72	-6,6%	3,0%	966	4,4%	6,6%	220

Banco Falabella Chile

	2Q23	2Q24	(%, bps)
Revenues	295.040	263.478	-10,7%
Gross Profit	119.789	157.518	31,5%
Gross Margin	40,6%	59,8%	1.918
SG&A	(94.983)	(93.791)	-1,3%
SG&A / Revenues	-32,2%	-35,6%	(340)
Operating Profit	24.806	63.727	156,9%
Operating Margin	8,4%	24,2%	1.578
EBITDA	30.162	68.722	127,8%
EBITDA Margin	10,2%	26,1%	1.586

International businesses

	Peru ⁽⁸⁾			Colombia ⁽⁸⁾			Brazil		
	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)
Revenues	730.121	850.948	16,5%	184.399	245.227	33,0%	56.606	67.163	18,6%
Gross Profit	209.519	272.375	30,0%	36.120	77.975	115,9%	19.475	24.199	24,3%
Gross Margin	28,7%	32,0%	331	19,6%	31,8%	1.221	34,4%	36,0%	163
SG&A	(191.694)	(216.842)	13,1%	(68.574)	(94.174)	37,3%	(21.084)	(24.106)	14,3%
SG&A / Revenues	-26,3%	-25,5%	77	-37,2%	-38,4%	(121)	-37,2%	-35,9%	136
Operating Profit	17.825	55.533	211,5%	(32.454)	(16.199)	-50,1%	(1.609)	93	-105,8%
Operating Margin	2,4%	6,5%	408	-17,6%	-6,6%	1.099	-2,8%	0,1%	298
EBITDA	44.655	85.284	91,0%	(25.206)	(4.437)	-82,4%	2.031	4.232	108,4%
EBITDA Margin	6,1%	10,0%	391	-13,7%	-1,8%	1.186	3,6%	6,3%	271

Others

	Plaza S.A.			Other, elimination & annulment ⁽⁸⁾			Falabella		
	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)	2Q23	2Q24	(%, bps)
Revenues	102.989	120.423	16,9%	37.827	48.480	28,2%	2.688.422	2.902.921	8,0%
Gross Profit	89.586	104.881	17,1%	(35.953)	(7.972)	-77,8%	829.431	1.040.354	25,4%
Gross Margin	87,0%	87,1%	11	-95,0%	-16,4%	7.860	30,9%	35,8%	499
SG&A	(12.061)	(14.529)	20,5%	39.203	31.008	-20,9%	(801.965)	(830.324)	3,5%
SG&A / Revenues	-11,7%	-12,1%	(35)	103,6%	64,0%	(3.968)	-29,8%	-28,6%	123
Operating Profit	77.525	90.352	16,5%	3.250	23.036	608,8%	27.466	210.030	664,7%
Operating Margin	75,3%	75,0%	(25)	8,6%	47,5%	3.892	1,0%	7,2%	621
EBITDA	78.800	91.678	16,3%	5.573	19.832	255,9%	140.715	324.856	130,9%
EBITDA Margin	76,5%	76,1%	(38)	14,7%	40,9%	2.617	5,2%	11,2%	596

⁸ The evolution of the e-commerce strategy generated changes in the internal management of the Group, as well as in its reporting. Thus, starting the Financial Statements of June 2024, the segments of Falabella Retail in Chile, Peru and Colombia will include the operations of falabella.com, impacting, in turn, the Others, eliminations and annulment segment, as detail in Note 37 of the period's Financial Statements. These adjustments have no impact on a consolidated level.

I RESULTS BY BUSINESS UNIT 6M24 (CLP million) ⁸

Chile

	Home Improvement			Falabella Retail ⁽⁸⁾			Tottus		
	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)
Revenues	1.245.758	1.211.718	-2,7%	873.935	889.937	1,8%	480.815	480.114	-0,1%
Gross Profit	351.209	342.835	-2,4%	286.732	327.070	14,1%	122.799	127.461	3,8%
Gross Margin	28,2%	28,3%	10	32,8%	36,8%	394	25,5%	26,5%	101
SG&A	(347.426)	(331.109)	-4,7%	(422.208)	(369.022)	-12,6%	(130.628)	(124.231)	-4,9%
SG&A / Revenues	-27,9%	-27,3%	56	-48,3%	-41,5%	685	-27,2%	-25,9%	129
Operating Profit	3.783	11.726	210,0%	(135.476)	(41.952)	-69,0%	(7.829)	3.230	-141,3%
Operating Margin	0,3%	1,0%	66	-15,5%	-4,7%	1.079	-1,6%	0,7%	230
EBITDA	62.980	73.383	16,5%	(93.063)	(844)	-99,1%	22.075	32.911	49,1%
EBITDA Margin	5,1%	6,1%	100	-10,6%	-0,1%	1.055	4,6%	6,9%	226

Banco Falabella Chile

	6M23	6M24	(%, bps)
Revenues	597.826	529.278	-11,5%
Gross Profit	227.397	305.764	34,5%
Gross Margin	38,0%	57,8%	1.973
SG&A	(182.613)	(187.939)	2,9%
SG&A / Revenues	-30,5%	-35,5%	(496)
Operating Profit	44.784	117.825	163,1%
Operating Margin	7,5%	22,3%	1.477
EBITDA	55.342	127.927	131,2%
EBITDA Margin	9,3%	24,2%	1.491

International businesses

	Peru ⁽⁸⁾			Colombia ⁽⁸⁾			Brazil		
	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)
Revenues	1.466.654	1.677.855	14,4%	359.691	489.164	36,0%	112.786	138.878	23,1%
Gross Profit	423.030	522.268	23,5%	74.812	161.197	115,5%	38.628	50.649	31,1%
Gross Margin	28,8%	31,1%	228	20,8%	33,0%	1.215	34,2%	36,5%	222
SG&A	(388.850)	(427.463)	9,9%	(134.217)	(187.557)	39,7%	(42.761)	(50.581)	18,3%
SG&A / Revenues	-26,5%	-25,5%	104	-37,3%	-38,3%	(103)	-37,9%	-36,4%	149
Operating Profit	34.179	94.805	177,4%	(59.405)	(26.360)	-55,6%	(4.133)	68	-101,6%
Operating Margin	2,3%	5,7%	332	-16,5%	-5,4%	1.113	-3,7%	0,0%	371
EBITDA	87.901	155.046	76,4%	(45.541)	(3.332)	-92,7%	3.120	8.634	176,7%
EBITDA Margin	6,0%	9,2%	325	-12,7%	-0,7%	1.198	2,8%	6,2%	345

Others

	Plaza S.A.			Other, elimination & annulment ⁽⁸⁾			Falabella		
	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)	6M23	6M24	(%, bps)
Revenues	202.905	234.529	15,6%	95.590	114.548	19,8%	5.435.960	5.766.021	6,1%
Gross Profit	174.739	202.535	15,9%	(48.198)	(10.702)	-77,8%	1.651.148	2.029.077	22,9%
Gross Margin	86,1%	86,4%	24	-50,4%	-9,3%	4.108	30,4%	35,2%	482
SG&A	(23.453)	(26.577)	13,3%	66.618	65.536	-1,6%	(1.605.538)	(1.638.943)	2,1%
SG&A / Revenues	-11,6%	-11,3%	23	69,7%	57,2%	(1.248)	-29,5%	-28,4%	111
Operating Profit	151.286	175.958	16,3%	18.421	54.834	197,7%	45.610	390.134	755,4%
Operating Margin	74,6%	75,0%	47	19,3%	47,9%	2.860	0,8%	6,8%	593
EBITDA	153.769	178.530	16,1%	21.109	49.552	134,7%	267.692	621.807	132,3%
EBITDA Margin	75,8%	76,1%	34	22,1%	43,3%	2.118	4,9%	10,8%	586

⁸ The evolution of the e-commerce strategy generated changes in the internal management of the Group, as well as in its reporting. Thus, starting the Financial Statements of June 2024, the segments of Falabella Retail in Chile, Peru and Colombia will include the operations of falabella.com, impacting, in turn, the Others, eliminations and annulment segment, as detail in Note 37 of the period's Financial Statements. These adjustments have no impact on a consolidated level.

II FINANCIAL BUSINESS – MAIN INDICATORS

Banco Falabella: Net Income Statement

	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia		
	2Q23	2Q24	Var. %	2Q23	2Q24	Var. %	2Q23	2Q24	Var. %
Main Results	<i>(Mn CLP)</i>			<i>(Th PEN)</i>			<i>(Mn COP)</i>		
Interest and indexation income	248.967	216.438	-13,1%	291.929	278.237	-4,7%	372.898	280.528	-24,8%
Interest and indexation expense	(67.723)	(44.254)	-34,7%	(62.004)	(47.936)	-22,7%	(187.147)	(152.526)	-18,5%
Net interest and indexation income	181.244	172.183	-5,0%	229.926	230.300	0,2%	185.751	128.002	-31,1%
Fee and commission income	45.378	46.362	2,2%	82.268	84.129	2,3%	104.338	111.222	6,6%
Fee and commission expense	(15.383)	(24.547)	59,6%	(16.813)	(10.786)	-35,8%	(24.585)	(23.045)	-6,3%
Net fee and commission income	29.995	21.815	-27,3%	65.454	73.343	12,1%	79.753	88.178	10,6%
Net income from financial operations	(463)	10.355	-2336,4%	4.999	6.964	39,3%	18.362	17.124	-6,7%
Other operating net income	695	679	-2,3%	8.022	869	-89,2%	32.268	29.246	-9,4%
Operational Income	211.471	205.031	-3,0%	308.401	311.477	1,0%	316.134	262.549	-17,0%
Provision for loan losses	(91.682)	(47.513)	-48,2%	(205.876)	(164.433)	-20,1%	(267.220)	(152.768)	-42,8%
Operating expenses	(94.982)	(93.791)	-1,3%	(146.408)	(132.964)	-9,2%	(164.217)	(135.194)	-17,7%
Operating Income	24.807	63.727	156,9%	(43.883)	14.080	-132,1%	(115.303)	(25.412)	-78,0%
Net Income	23.484	50.774	116,2%	(31.243)	11.291	-136,1%	(80.887)	(24.973)	-69,1%
Efficiency ratio	44,9%	45,7%		47,5%	42,7%		51,9%	51,5%	

	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia		
	6M23	6M24	Var. %	6M23	6M24	Var. %	6M23	6M24	Var. %
Main Results	<i>(Mn CLP)</i>			<i>(Th PEN)</i>			<i>(Mn COP)</i>		
Interest and indexation income	501.765	431.249	-14,1%	570.758	560.542	-1,8%	776.488	610.937	-21,3%
Interest and indexation expense	(132.970)	(94.330)	-29,1%	(124.575)	(105.807)	-15,1%	(382.913)	(330.358)	-13,7%
Net interest and indexation income	368.795	336.919	-8,6%	446.183	454.736	1,9%	393.575	280.579	-28,7%
Fee and commission income	93.014	92.924	-0,1%	158.745	161.253	1,6%	213.643	220.031	3,0%
Fee and commission expense	(30.299)	(47.947)	58,2%	(26.744)	(15.226)	-43,1%	(48.920)	(46.769)	-4,4%
Net fee and commission income	62.715	44.977	-28,3%	132.000	146.026	10,6%	164.723	173.262	5,2%
Net income from financial operations	(3.707)	19.742	-632,6%	11.149	11.054	-0,9%	32.887	31.372	-4,6%
Other operating net income	3.047	5.106	67,6%	26.911	8.234	-69,4%	55.006	38.168	-30,6%
Operational Income	430.850	406.743	-5,6%	616.243	620.051	0,6%	646.192	523.381	-19,0%
Provision for loan losses	(203.453)	(100.979)	-50,4%	(380.742)	(338.262)	-11,2%	(498.601)	(281.016)	-43,6%
Operating expenses	(182.613)	(187.939)	2,9%	(302.513)	(260.925)	-13,7%	(332.035)	(273.722)	-17,6%
Operating Income	44.784	117.826	163,1%	(67.012)	20.864	-131,1%	(184.445)	(31.357)	-83,0%
Net Income	41.718	92.413	121,5%	(45.816)	19.106	-141,7%	(138.565)	(22.041)	-84,1%
Efficiency ratio	42,4%	46,2%		49,1%	42,1%		51,4%	52,3%	

II FINANCIAL BUSINESS – MAIN INDICATORS

Banco Falabella: Statement of Financial Position^{9,10}

	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia		
	jun-23	jun-24	Var. %	jun-23	jun-24	Var. %	jun-23	jun-24	Var. %
	<i>(Mn CLP)</i>			<i>(Th PEN)</i>			<i>(Mn COP)</i>		
Selected Balance Sheet Accounts									
Cash and deposits in banks	375.426	464.439	23,7%	517.282	407.197	-21,3%	244.076	597.409	144,8%
Trading investments	1.447.307	1.380.867	-4,6%	354.437	491.954	38,8%	691.084	543.375	-21,4%
Loans from customers, gross	4.132.077	3.836.471	-7,2%	3.927.195	3.488.563	-11,2%	5.941.295	4.992.252	-16,0%
Allowance for loan losses	(311.377)	(227.738)	-26,9%	(513.701)	(367.815)	-28,4%	(623.248)	(431.487)	-30,8%
Loans from customers, net	3.820.701	3.608.733	-5,5%	3.413.494	3.120.748	-8,6%	5.318.047	4.560.765	-14,2%
Total Assets	6.899.961	6.473.047	-6,2%	4.858.507	4.618.733	-4,9%	6.879.410	6.351.829	-7,7%
Deposits	1.361.605	1.561.184	14,7%	531.408	718.132	35,1%	846.240	902.914	6,7%
Time deposits	2.399.175	2.160.612	-9,9%	2.875.044	2.336.477	-18,7%	4.591.035	3.917.831	-14,7%
Total deposits	3.760.780	3.721.796	-1,0%	3.406.451	3.054.608	-10,3%	5.437.275	4.820.745	-11,3%
Other financial liabilities	53.277	46.087	-13,5%	313.363	347.384	10,9%	230.140	222.063	-3,5%
Total Liabilities	5.865.341	5.372.131	-8,4%	4.025.603	3.708.359	-7,9%	5.996.508	5.587.870	-6,8%
Total Equity	1.034.620	1.100.916	6,4%	832.904	910.374	9,3%	882.902	763.959	-13,5%
Total Liabilities + Total Equity	6.899.961	6.473.047	-6,2%	4.858.507	4.618.733	-4,9%	6.879.410	6.351.829	-7,7%
ROAE	6,5%	13,3%		-1,0%	7,9%		-17,2%	-19,5%	
ROAA	0,9%	2,1%		-0,2%	1,5%		-2,2%	-2,3%	

Banco Falabella and Financial Services Mexico: Operating data and Ratios^{9,10}

	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia			Financial Services Mexico		
	jun-23	jun-24	Var. %	jun-23	jun-24	Var. %	jun-23	jun-24	Var. %	jun-23	jun-24	Var. %
	<i>(MM CLP)</i>			<i>(M PEN)</i>			<i>(MM COP)</i>			<i>(M MEX)</i>		
Operational information												
Loans from customers, gross	4.132.077	3.836.471	-7,2%	3.927.195	3.488.563	-11,2%	5.941.295	4.992.252	-16,0%	3.648.040	4.525.245	24,0%
Allowance for loan losses	(311.377)	(227.738)	-26,9%	(513.701)	(367.815)	-28,4%	(623.248)	(431.487)	-30,8%	(520.170)	(530.379)	2,0%
Loan delinquency (+90 days)	172.970	123.485	-28,6%	231.720	205.938	-11,1%	418.469	309.674	-26,0%	179.332	175.122	-2,3%
Current, Saving and checking Accounts	1.828.723	2.263.253	23,8%	1.376.701	1.437.330	4,4%	2.260.957	2.474.134	9,4%	-	-	
Open Accounts (with balance)	2.755.591	2.534.946	-8,0%	960.352	881.224	-8,2%	1.115.033	975.440	-12,5%	357.836	411.272	14,9%
Average Loan (local currency)	1.499.525	1.513.433	0,9%	4.089	3.959	-3,2%	5.328.358	5.117.949	-3,9%	10.195	11.003	7,9%
Duration (months)	10,9	9,1	-16,7%	10,7	10,0	-7,4%	10,9	9,2	-16,0%	4,7	4,5	-5,7%
Branches	97	87	-10,3%	52	51	-1,9%	75	67	-10,7%	-	-	
Ratios												
Loan delinquency / Loans from customers, gross	4,2%	3,2%		5,9%	5,9%		7,0%	6,2%		4,9%	3,9%	
Allowance for loan losses/NPL	1,8	1,8		2,2	1,8		1,5	1,4		2,9	3,0	
Basilea	20,2%	21,7%		18,4%	19,2%		12,2%	14,0%		21,9%	21,3%	

Sales percentage using CMR card¹¹ (LTM)

	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24
Chile - Falabella	41,8%	42,9%	45,2%	45,9%	44,1%	41,5%	39,9%	39,0%	38,8%	38,4%
Chile - Sodimac	18,7%	20,0%	21,1%	21,7%	22,2%	22,3%	22,5%	22,6%	22,3%	21,9%
Chile - Tottus	16,1%	16,9%	17,7%	17,6%	16,6%	15,1%	13,8%	12,9%	12,8%	13,4%
Peru - Falabella, Sodimac, Tottus	34,9%	34,9%	35,1%	35,4%	35,2%	34,7%	34,2%	33,3%	32,6%	31,9%
Colombia - Falabella y Sodimac	22,7%	22,8%	23,1%	23,5%	23,1%	22,6%	22,0%	21,1%	20,4%	19,9%
Mexico - Sodimac	10,6%	11,7%	12,7%	13,1%	13,1%	13,2%	12,9%	12,6%	12,8%	12,2%

⁹ The NPL ratios for the banks in Peru and Colombia differ from what was previously presented, due to account adjustments.

¹⁰ Duration is calculated with the new methodology, described in the Main Definitions section.

¹¹ Sales percentage using CMR cards is sales using this card compared to total sales for each business.

CONSOLIDATED RESULTS 2Q24 (CLP million)

	2Q23	% Rev.	2Q24	% Rev.	Var %
Revenues of Non-Banking Operations	2.219.918		2.445.288		10,2%
Revenues of Banking Operations	468.504		457.633		-2,3%
Total Revenues	2.688.422	100,0%	2.902.921	100,0%	8,0%
COGS of Non-Banking Operations	(1.535.026)		(1.621.929)		5,7%
COGS of Banking Operations	(323.965)		(240.638)		-25,7%
Gross Profit	829.431	30,9%	1.040.354	35,8%	25,4%
SG&A Expenses (Exc.Dep + Amort.)	(688.716)		(715.498)		3,9%
Depreciation + Amortization	(113.249)		(114.826)		1,4%
SG&A	(801.965)	-29,8%	(830.324)	-28,6%	3,5%
Operational Income	27.466	1,0%	210.030	7,2%	664,7%
EBITDA of Non-Banking Operations	139.030		257.937		85,5%
EBITDA of Banking Operations	1.685		66.919		3871,5%
EBITDA	140.715	5,2%	324.856	11,2%	130,9%
Other Income	170.546		114.692		-32,8%
Net Financial Income / (Cost)	(104.525)		(86.229)		-17,5%
Profit / (Loss) in Associates	3.122		4.747		52,0%
Exchange Rate Differences	22.811		(11.345)		NA
Non-Operating Profit	91.954	3,4%	21.865	0,8%	-76,2%
Profit Before Tax Expenses	119.420	4,4%	231.895	8,0%	94,2%
Income Tax	(16.890)		(78.736)		366,2%
Minority Interest	(53.701)		(38.280)		-28,7%
Net Profit / (Loss)	48.829	1,8%	114.879	4,0%	135,3%
	2Q23	% Rev.	2Q24	% Rev.	Var %
Net Profit / (Loss), including Minority Interest	102.530	3,8%	153.159	5,3%	49,4%
Asset Revaluation	165.933	6,2%	101.087	3,5%	-39,1%
Deferred Income Taxes Asset Revaluation	(46.389)	-1,7%	(49.223)	-1,7%	6,1%
Net Effect Asset Revaluation*	119.544	4,4%	51.864	1,8%	-56,6%

*Considers the effect at a consolidates level, including minority interest.

Revenue

- Falabella's consolidated revenues was CLP 2.902.921 million, an increase of 8.0% YoY (+10.2% non-banking and -2.3% banking), explained by the growth in local currency of most of the retailers, and to the effect of the depreciation of the Chilean peso against the other currencies in the region. Among the operations that stand are the retail businesses in Peru (+16.2% YoY, -0.1% YoY in local currency) and Falabella Retail, in Colombia (+34.4% YoY, +2.3% YoY in local currency) and in Chile (+4.1% YoY), and Mallplaza (+16.9% YoY). Partially offset by the decline in revenue from the bank in Chile (-10.7% YoY).

Chile

- Retail businesses increase 2.0% YoY, mainly due to:
 - Falabella Retail (4.1% YoY): the physical channel shows recovery and records +12,0% SSS YoY, as well as an increase in the sales from our *sellers*. During the quarter, we highlight the positive performance of the Cyber Day, as well Mothers' and Fathers' days. The previous, is explained by the recovery in the different categories, mainly electro and apparel, as well as a greater flow of tourists in our stores. We would like to indicate that quarterly revenues would have shown similar growth (~4% YoY) if the previous reporting methodology had been maintained.

III CONSOLIDATED RESULTS 2Q24 (CLP million) (cont.)

- Home Improvement (+0.7% YoY): SSS decreased 0.4% YoY, mainly attributed to categories associated to the sector of large construction projects, whereas the online channel grew 16% YoY driven by the Cyber Day event, which took place in the beginning of June. Regarding transactions we saw a 5.0% increase YoY, explained by the Retail and PRO segment.
- Tottus (+1.3% YoY): SSS decreased 0.1% YoY, which reflects in part the reduction in the participation of total sales of the non-food categories (-3 pp of share vs 2Q23), due to adjustments in our value proposition, as well as a greater preference for products of lower value, partially offset by the growth in the online channel.
- Online sales by retailers and sellers totaled CLP 407,076 million (+7% YoY), reaching a 25% online penetration.
- Banking revenue fell by 10.7% YoY, with a loan portfolio that decreased 7.2% YoY, mainly due to more restrictive loan origination policies, despite the loan portfolio increasing in Jun-24 versus May-24.
- Mallplaza's revenue increased 16.9% YoY, due to historical occupancy levels and to UF indexation.

Peru

- Consolidated revenue increased by 16.5% YoY.
 - Falabella Retail (+17.9% YoY, 0% in local currency): explained by an increase of 2,2% in SSS, mainly due to higher level of apparel sales, positively impacted by a colder winter than the previous year, as well as by the pension fund withdrawals during June.
 - Tottus (+17.7% YoY, +2.0% in local currency): explained by growth in the PGC and non-food categories, the latter positively impacted by a colder winter than last year, as well as by pension fund withdrawals.
 - Home Improvement (+11.7% YoY, -3.6% in local currency): mainly impacted by the decline in the construction sector.
- The banking business increased 14.6% YoY, (-5.0% in local currency), with a loan portfolio that decreased 11.2% YoY in local currency. Interest and indexation income fell by 4.7%, meanwhile commission income grew 2.3%, both in local currency.

Colombia

- Consolidated revenue grew 33.0% YoY, mainly explained by the conversion of local currency to Chilean pesos.
- Falabella Retail revenue grew 34.4% YoY (+2.3% in local currency), explained by the positive performance of the online channel due to the Cyber Day event and to a recovery in the apparel category in the stores.
- Banking revenue grew 9.4% YoY (-17.4% in local currency), in line with the decrease in the loan portfolio in local currency (-16.0% YoY).

Brazil

- Revenue grew 18.6% YoY (+6.8% in local currency), due to higher demand YoY.

Operating Income

- Operational income was CLP 210,030 million, which represents an increase of 7.6x to that of 2Q23, due to:
 - Consolidated gross profit increasing 25.4% YoY.
 - SG&A expenses were contained and recorded an increase of 3.5% YoY, mainly impacted to the depreciation of the Chilean peso.

III CONSOLIDATED RESULTS 2Q24 (CLP million) (cont.)

Chile

- The operational loss for the retail businesses was CLP 6,512 million, an 89.5% improvement YoY. This is mainly explained to the greater contribution of Falabella Retail, along with a 230bps gross margin improvement attributed to a better commercial proposition, lower levels of markdowns and better inventory management, which translated into margin recovery, specially in apparel, and to a SG&A expenses decrease of 13.1%, leveraging in operational improvements of the online channel. We would like to highlight that, under the reporting methodology of 2023, the gross margin of Falabella Retail would have improved ~250bps vs 2Q23.
- The former, to a lesser extent, is followed by operational improvements in Tottus and Home Improvement.
- Meanwhile, consolidated SG&A expenses of the three retailers fell by 7.7% YoY.
- Operational income of Banco Falabella Chile was CLP 63,727 million, which represents an increase of 2.6x versus the same period of the previous year. This was mainly explained by an increase in the gross profit of 31.5% YoY, due to a lower cost of risk (-48.2% YoY).

Peru

- Operational income reached CLP 55,533 million (+3.1x YoY), mainly due to a larger contribution in terms of gross profit from Falabella Retail (~370 bps gross margin improvement under the reporting methodology of 2023), Banco Falabella and Tottus. Consolidated SG&A expenses increased 13.1% YoY, impacted by the depreciation of the Chilean peso.

Colombia

- Operational income recorded a loss of CLP 16,199 million, versus the loss of CLP 32,454 million in 2Q23. The gross margin improvement (+1,221 bps YoY) is mainly explained by a lower cost of risk in the bank. At a consolidated level, SG&A expenses increased 37.3% YoY, impacted by the depreciation of the Chilean peso.

Brazil

- Operational income recorded a profit of CLP 93 million, which compares to the loss of CLP 1,609 million of the comparable period. The previous, explained by a gross profit increase (+24.3%) larger than the increase in the SG&A expenses (+14.3% YoY).

Non-operating Income and Net Income

Non-operating income reached CLP 21,865 million for the quarter, a 76.2% lower than that registered in 2Q23, mainly due to the lower fair value of investment properties versus the comparable period.

Given all the above, net income was CLP 114,879 million, which compares to the gain of CLP 48,829 million in 2Q23. In terms of the businesses, there is a greater contribution from Mallplaza, followed by Falabella Retail Chile and Banco Falabella Chile.

CONSOLIDATED RESULTS 6M24 (CLP million)

	6M23	% Rev.	6M24	% Rev.	Var %
Revenues of Non-Banking Operations	4.494.644		4.837.814		7,6%
Revenues of Banking Operations	941.316		928.207		-1,4%
Total Revenues	5.435.960	100,0%	5.766.021	100,0%	6,1%
COGS of Non-Banking Operations	(3.133.669)		(3.242.752)		3,5%
COGS of Banking Operations	(651.143)		(494.192)		-24,1%
Gross Profit	1.651.148	30,4%	2.029.077	35,2%	22,9%
SG&A Expenses (Exc.Dep + Amort.)	(1.383.456)		(1.407.270)		1,7%
Depreciation + Amortization	(222.082)		(231.673)		4,3%
SG&A	(1.605.538)	-29,5%	(1.638.943)	-28,4%	2,1%
Operational Income	45.610	0,8%	390.134	6,8%	755,4%
EBITDA of Non-Banking Operations	257.271		487.158		89,4%
EBITDA of Banking Operations	10.421		134.649		1192,1%
EBITDA	267.692	4,9%	621.807	10,8%	132,3%
Other Income	175.883		123.654		-29,7%
Net Financial Income / (Cost)	(195.946)		(162.881)		-16,9%
Profit / (Loss) in Associates	6.954		10.525		51,4%
Exchange Rate Differences	25.848		(13.377)		NA
Non-Operating Profit	12.739	0,2%	(42.079)	-0,7%	NA
Profit Before Tax Expenses	58.349	1,1%	348.055	6,0%	496,5%
Income Tax	5.679		(115.594)		NA
Minority Interest	(69.181)		(59.082)		-14,6%
Net Profit / (Loss)	(5.153)	-0,1%	173.379	3,0%	NA
	6M23	% Rev.	6M24	% Rev.	Var %
Net Profit / (Loss), including Minority Interest	64.028	1,2%	232.461	4,0%	263,1%
Asset Revaluation	165.933	3,1%	101.087	1,8%	-39,1%
Deferred Income Taxes Asset Revaluation	(46.389)	-0,9%	(49.223)	-0,9%	6,1%
Net Effect Asset Revaluation*	119.544	2,2%	51.864	0,9%	-56,6%

* Considers the effect at a consolidates level, including minority interest.

Revenue

- Consolidated revenue reached CLP 5,766,021 million, 6,1% increase YoY (+7.6% non-banking businesses and -1.4% banking businesses), explained by lower levels of decreases in the main retailers, and to the positive effect of the depreciation of the Chilean peso. Among the operations that stand are the retail businesses in Peru (+14.2% YoY, -2.8% YoY in local currency) and to the businesses in Colombia of Falabella Retail (+32.3% YoY, -1.8% YoY in local currency) and Banco Falabella (+17.9% YoY, -16.8% YoY in local currency), and Mallplaza (+15.6% YoY). Partially offset by the businesses in Chile of Home Improvement (-2.7% YoY) and the bank (-11.5% YoY).

Chile

- Retail businesses decreased 0.7% YoY, mainly due to:
 - Home Improvement (-2.7% YoY): largely impacted by categories associated to the construction sector with a positive performance of the online channel during the semester.

CONSOLIDATED RESULTS 6M24 (CLP million) (cont.)

- Tottus (-0.1% YoY): revenues were impacted by the reduction in the penetration share of sales of the *non-food* categories, due to adjustments in the value proposition.
- Falabella Retail (+1.8% YoY): the physical channel shows a greater recovery compared to the online channel, highlighting the growth in electro and apparel categories.
- Online sales by retailers and sellers totaled CLP 724,953 million (+4% YoY) and reached an online penetration of 23%.
- Banking revenue fell by 11.5% YoY, whereas the loan portfolio decreased 7.2% YoY, mainly due to more restrictive loan origination policies.
- Mallplaza's revenue increased 15.6% YoY, due to higher levels of occupation and to UF indexation.

Peru

- Consolidated revenue increased 14.4% YoY.
 - Tottus (+17.7% YoY, +0.7% in local currency): growth explained to a greater extent by the PGC category.
 - Falabella Retail (+16.3% YoY, -1.9% in local currency): mainly impacted by a decline in electro categories and to a recovery in the apparel category.
 - Home Improvement (+6.5% YoY, -9.0% in local currency): strongly affected by the decline in the construction sector and in the internal demand.
- The banking business increased 14.3% YoY, (-3.5% in local currency), with a loan portfolio that decreased 11.2% YoY in local currency and interest and indexation income that decreased 1.8% in local currency. Meanwhile, commission income increased versus the previous year (+1.6% YoY in local currency).

Colombia

- Consolidated revenue grew 36.0% YoY, largely explained by the depreciation of the Chilean peso.
- Falabella Retail revenue grew 32.3% YoY (-1.8% in local currency), mainly impacted by a lower dynamism in consumption in the different categories, mainly in electro and decor.
- Banking revenue increased 17.9% YoY (-16.8% in local currency), in line with the decrease in the loan portfolio in local currency (-16.0% YoY).

Brazil

- Revenue increased 23.1% YoY (+5.6% in local currency), due to higher demand YoY.

Operational Income

- Operational income reached CLP 390,134 million, which represents an increase of 8.6x from that of 6M23, due to:
 - Consolidated gross profit increasing 22.9% YoY.
 - SG&A expenses were contained and recorded an increase of 2.1% YoY, mainly impacted to the depreciation of the Chilean peso.

Chile

- The operational loss for the retail businesses was CLP 26,996 million, an 80.7% improvement YoY. This is mainly explained by a larger contribution of Falabella Retail, along with a 394bps gross margin improvement, attributed to lower levels of markdowns, better inventory management and a better commercial proposition. Meanwhile, consolidated SG&A expenses of the three retailers decreased 8.4% in the period.

CONSOLIDATED RESULTS 6M24 (CLP million) (cont.)

- Operational income of Banco Falabella Chile reached CLP 117,825 million, which represents an increase of 2.6x versus the same period of the previous year. Mainly explained by a gross profit increase of 34,5% YoY, due to a lower cost of risk (-50.4% YoY).

Peru

- Operational income was CLP 94,805 million (+2.8x YoY), mainly due to the effect of the depreciation of the Chilean peso and to a larger gross profit contribution of Falabella Retail, Tottus and Banco Falabella. SG&A expenses grew 9.9% YoY.

Colombia

- Operational loss was CLP 26,360 million, versus the loss of CLP 59,405 million in 6M23. The improvement in gross margin (+1,215 bps YoY) is explained by lower cost of risk in the bank. At a consolidated level, SG&A expenses increased 39.7% YoY.

Brazil

- Operational income was a gain of CLP 68 million, versus the loss of CLP 4,133 million in the comparable period. This is explained by an expansion in gross profit (+31.1%) larger than the increase in SG&A expenses (+18.3% YoY).

Non-operating Income and Net Income

Non-operating income recorded a loss of CLP 42,079 million in 6M24, which compared to a gain in the comparable period of CLP 12,739 million, mainly due to the lower fair value of investment properties versus the comparable period.

Given all the above, net income for the first half of the year was CLP 173,379 million, which compares with a loss of CLP 5,153 million in 6M23. In terms of the businesses, there is a greater contribution from Mallplaza, Falabella Retail Chile and Banco Falabella Chile.

IV RETAIL REVENUE (CLP million)^{12,13}

	2Q23	2Q24	Var %	Var Local Currency %	SSS Local Currency %
Chile					
Home Improvement	583.261	587.349	0,7%	0,7%	-0,4%
Falabella Retail	459.764	478.435	4,1%	4,1%	12,0%
Tottus	238.415	241.418	1,3%	1,3%	-0,1%
Peru					
Home Improvement	159.599	178.304	11,7%	-3,6%	-5,6%
Falabella Retail	199.731	235.431	17,9%	0,0%	2,2%
Tottus	269.036	316.556	17,7%	2,0%	0,8%
Colombia					
Home Improvement	243.066	322.935	32,9%	1,1%	-2,4%
Falabella Retail	90.184	121.231	34,4%	2,3%	-0,1%
Argentina					
Home Improvement	28.915	29.283	1,3%	181,6%	186,9%
Brazil					
Home Improvement	56.606	67.163	18,6%	6,8%	7,5%
Mexico					
Home Improvement	41.845	50.314	20,2%	0,4%	-3,3%
	6M23	6M24	Var %	Var Local Currency %	
Chile					
Home Improvement	1.245.758	1.211.718	-2,7%	-2,7%	
Falabella Retail	873.935	889.937	1,8%	1,8%	
Tottus	480.815	480.114	-0,1%	-0,1%	
Peru					
Home Improvement	350.752	373.419	6,5%	-9,0%	
Falabella Retail	373.383	434.250	16,3%	-1,9%	
Tottus	538.696	634.287	17,7%	0,7%	
Colombia					
Home Improvement	496.472	676.333	36,2%	-0,3%	
Falabella Retail	173.526	229.619	32,3%	-1,8%	
Argentina					
Home Improvement	56.363	56.167	-0,3%	199,0%	
Brazil					
Home Improvement	112.786	138.878	23,1%	5,6%	
Mexico					
Home Improvement	82.703	98.610	19,2%	-3,7%	

¹² All changes are in nominal terms and have been calculated both in Chilean pesos and the local currency for each country.

¹³ Argentina's results in Chilean pesos are affected by the application of IAS 29, which has been impacted by the significant devaluation of the Argentine peso.

V

GROSS MERCHANDISE VOLUME – ONLINE (GMV) (CLP million)¹⁴

GMV	2Q23	% Total	2Q24	% Total	Var %
Own products (1P)	457.873	76%	484.184	75%	6%
Home improvement	146.149	24%	171.719	27%	17%
Falabella Retail	284.519	47%	280.875	44%	-1%
Tottus	27.205	5%	31.591	5%	16%
Third party products (3P)	142.677	24%	159.607	25%	12%
Total GMV	600.550	100%	643.791	100%	7%

GMV by country	2Q23	% Total	2Q24	% Total	Var %
Chile	380.890	63%	407.076	63%	7%
Peru	145.455	24%	155.678	24%	7%
Colombia	44.582	7%	48.779	8%	9%
Others	29.623	5%	32.258	5%	9%
Total GMV by country	600.550	100%	643.791	100%	7%

VI ONLINE PENETRATION

Online Penetration	2Q23	2Q24	LTM 2Q23	LTM 2Q24
Home Improvement	14%	16%	14%	15%
Falabella Retail	42%	42%	39%	40%
Tottus	4%	5%	5%	5%
Total	22%	23%	21%	22%

¹⁴ Figures from Argentina have been re-expressed to nullify the effect of hyperinflation. As of the report of 1Q24 and, given the closure of Linio México, the values exclude said operation both in the base and in the current period.

VII

NUMBER OF STORES AND SALES AREAS FOR RETAIL FORMATS¹⁵

	June 2023		June 2024	
	Sales Area (sqm)	Stores (#)	Sales Area (sqm)	Stores (#)
Chile				
Home Improvement	778.352	86	786.622	87
Falabella Retail	315.126	46	302.456	44
Tottus	210.445	72	210.445	72
IKEA	27.055	2	27.055	2
Perú				
Home Improvement	384.136	55	384.928	55
Falabella Retail	192.398	33	195.420	34
Tottus	282.329	88	286.646	89
Colombia				
Home Improvement	385.990	40	399.062	42
Falabella Retail	185.295	27	178.326	26
IKEA			29.610	2
Argentina				
Home Improvement	72.207	7	72.207	7
Brasil				
Home Improvement	193.669	54	193.669	54
Uruguay				
Home Improvement	33.619	4	33.619	4
México				
Home Improvement	111.177	12	123.573	14
Total Stores	3.171.797	526	3.223.637	532

VIII

NUMBER OF SHOPPING CENTERS AND LEASABLE AREA OF REAL ESTATE OPERATORS^{16,17}

	June 2023		June 2024	
	GLA (sqm)	Shopping Malls (#)	GLA (sqm)	Shopping Malls (#)
Chile				
Mallplaza	1.423.000	17	1.430.939	17
Open	224.156	10	224.146	10
Peru				
Mallplaza	296.000	4	297.677	4
Open	323.029	11	323.952	11
Colombia				
Mallplaza	200.000	4	272.001	5
Total Real State	2.466.184	46	2.548.715	47

¹² All changes are in nominal terms and have been calculated both in Chilean pesos and the local currency for each country.

¹³ Argentina's results in Chilean pesos are affected by the application of IAS 29, which has been impacted by the significant devaluation of the Argentine peso.

¹⁴ Figures from Argentina have been re-expressed to nullify the effect of hyperinflation. As of this report and, given the closure of Linio México, the values exclude said operation both in the base and in the current period.

IX COLLECTION DAYS¹⁸, PAYMENT DAYS AND INVENTORY DAYS¹⁹

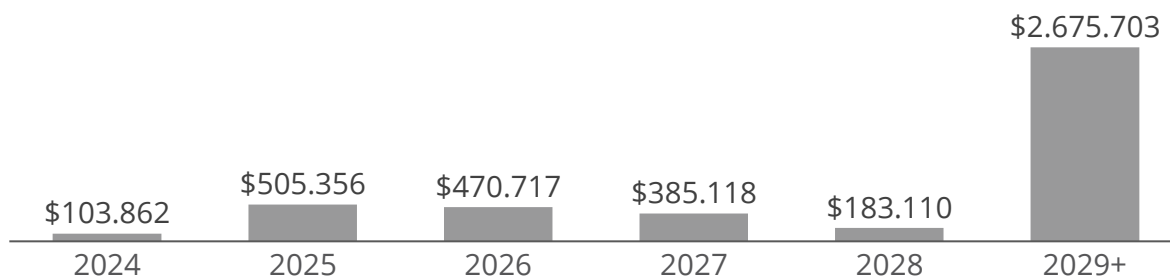
Chile	Home Improvement		Falabella Retail		Tottus		Plaza S.A.	
	2Q23	2Q24	2Q23	2Q24	2Q23	2Q24	2Q23	2Q24
Average Collection Period	10,8	14,9	9,7	13,4	2,1	4,8	42,0	43,0
Average Payment Period	35,3	47,8	49,7	54,9	42,2	45,5	NA	NA
Days of Inventory	87,3	79,9	117,5	98,3	54,2	49,5	NA	NA

International Businesses ²⁰	Peru		Colombia		Brazil	
	2Q23	2Q24	2Q23	2Q24	2Q23	2Q24
Average Collection Period	3,3	5,2	6,3	9,0	64,8	63,7
Average Payment Period	44,6	49,8	58,1	69,9	94,9	100,3
Days of Inventory	105,3	83,5	149,9	128,8	151,0	135,2

X LEVERAGE AND DEBT MATURITY PROFILE (CLP million)²¹

DEBT (CLP\$ million)	Note #	2Q24	
		FS	2Q24
Total Banks	19. a)		939.826
Total Bonds	19. a)		3.766.741
Total Other financial liabilities	19. a)		55.588
Other financial assets	4.	(438.289)	
(-) Cash and cash equivalents	3.	(982.870)	
Net Financial Debt			3.340.995

EBITDA (CLP\$ million)	2Q24 LTM
Revenue	9.698.285
Cost of sales	(6.532.650)
Gross Margin	3.165.634
Distribution costs	(167.812)
Administrative expenses	(2.392.645)
Other expenses, by function	(123.712)
Intangible assets amortization	52.498
PP&E depreciation	374.134
EBITDA non banking	908.098
Adjustments to exclude IFRS16	(195.327)
EBITDA non banking w/o IFRS16	712.771
Net Financial Debt /EBITDA	4,7x



Consolidated Financial Debt (non-banking businesses): CLP 4,323,865 million

¹⁸ Collection days do not include receivables from Promotora CMR and retail formats, which are Department Stores, Home Improvement and Supermarkets.

¹⁹ Average collection days excluding Plaza S.A.: Trade and other receivables, current, net x 90 / Operating revenue. Average collection days for Plaza S.A. are collection days. Average payment days: Trade and other payables, current x 90 / Cost of sales Inventory days: Inventory, net x 90 / Cost of sales.

²⁰ These indicators include retail businesses only, except for Peru, which includes Maestro's two real estate companies.

²¹ Financial Debt = Bank loans + Bond obligations + Other financial liabilities + Hedging assets + Derivative instruments

CONSOLIDATED FINANCIAL STATEMENTS – STATEMENT OF INCOME

	As of June 30th, 2024 TH\$	As of June 30th, 2023 TH\$
Statement of Income		
Non-banking Business		
Revenue from continuing operations	4.837.813.810	4.494.643.647
Cost of sales	(3.242.752.271)	(3.133.668.971)
Gross Profit	1.595.061.539	1.360.974.676
Distribution costs	(79.938.963)	(98.824.706)
Administrative expenses	(1.186.663.778)	(1.151.897.549)
Other expenses, by function	(53.356.113)	(55.634.911)
Other gains (losses)	123.654.197	175.883.427
Financial income	46.296.544	36.036.971
Financial expenses	(179.090.774)	(187.877.320)
Equity interest in profits (losses) of associates accounted for using the equity method	10.117.030	6.532.513
Foreign currency translation	(13.377.011)	25.848.165
Income from indexation units	(30.086.974)	(44.105.672)
Profit (Loss), before Taxes	232.615.697	66.935.594
Income tax profit (expense)	(91.933.600)	(10.238.149)
Profit (Loss) from Non-banking Business	140.682.097	56.697.445
Banking Services (Presentation)		
Interest revenue	709.611.982	741.043.845
Interest expenses	(195.383.341)	(222.714.808)
Net Income from Interest	514.228.641	518.329.037
Indexation revenue	16.542.708	23.345.502
Indexation expenses	(12.357.130)	(16.060.487)
Net Income from Indexation	4.185.578	7.285.015
Fee revenue	186.155.632	169.245.155
Fee expenses	(62.963.316)	(48.582.042)
Net Fee Income	123.192.316	120.663.113
Net income from financial operations	27.538.692	(6.702.123)
Net exchange gains (losses)	2.327.792	15.997.362
Other operating income	15.896.801	7.681.872
Provision for loan losses	(253.354.362)	(373.081.147)
Total Operating Income, net	434.015.458	290.173.129
Employee remunerations and expenses	(77.853.384)	(75.602.149)
Administrative expenses	(204.481.766)	(190.065.037)
Depreciation and amortization	(19.617.589)	(19.428.448)
Other operating expenses	(17.031.394)	(14.085.244)
Total Operating Expenses	(318.984.133)	(299.180.878)
Operating Income	115.031.325	(9.007.749)
Income from equity method investments in companies	407.477	421.714
Income before Income Taxes	115.438.802	(8.586.035)
Income tax expense	(23.660.473)	15.917.346
Profit (loss) from Banking Business	91.778.329	7.331.311
Profit (Loss)	232.460.426	64.028.756
Profit (loss), Attributable to:		
Owners of the parent	173.378.705	(5.152.595)
Non-controlling interests	59.081.721	69.181.351
Profit (Loss)	232.460.426	64.028.756
Earnings (loss) per share		
Basic earnings (loss) per share		
Basic earnings (loss) per share from continuing operations	0,069	(0,002)
Basic Earnings (Loss) per Share	0,069	(0,002)
Diluted Earnings (Loss) per Share		
Diluted earnings (loss) per share from continuing operations	0,069	(0,002)
Diluted Earnings (Loss) per Share	0,069	(0,002)

CONSOLIDATED FINANCIAL STATEMENTS – BALANCE SHEET

	As of June 30th, 2024	As of December 31st, 2023
	TH\$	TH\$
Balance Sheet		
Assets		
Non-banking Businesses		
Current assets		
Cash and cash equivalents	982.869.775	1.077.819.144
Other financial assets	135.502.815	38.397.594
Other non-financial assets	155.537.563	152.690.755
Trade and other accounts receivable	633.228.701	453.631.138
Accounts receivable from related parties	17.961.575	31.277.386
Inventory	1.550.139.272	1.538.539.323
Tax assets	96.445.609	103.707.214
Total of current assets different from those assets or disposal groups classified as held for sale or as held for distribution to owners	3.571.685.310	3.396.062.554
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	76.370.333	78.601.331
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	76.370.333	78.601.331
Total Current Assets	3.648.055.643	3.474.663.885
Non-current Assets		
Other financial assets	348.275.891	344.097.809
Other non-financial assets	63.975.138	54.881.331
Accounts receivable from clients	60.376.735	26.749.492
Accounts receivable to related parties	33.189.737	32.078.766
Investments accounted for using the equity method	382.854.552	370.041.985
Intangible assets other than goodwill	260.692.581	281.914.926
Goodwill	668.049.842	660.123.340
Property, plant and equipment	3.901.060.731	3.855.247.147
Investment properties	4.831.630.550	4.650.455.620
Deferred tax assets	621.989.404	605.177.869
Total Non-current Assets	11.172.095.161	10.880.768.285
Total Assets – Non-banking Business	14.820.150.804	14.355.432.170
Banking Services Assets (Presentation)		
Cash and bank deposits	697.989.725	695.635.844
Transactions with settlement in progress	64.415.715	41.148.514
Financial assets at fair value held for trading	637.741.268	171.402.004
Retro-purchase agreements and securities loans	5.682.068	10.843.808
Debt financial instruments	126.656.684	132.959.167
Financial derivative contracts	600.846.554	696.710.038
Due from banks	21.225.453	2.100.357
Loans and receivables from clients - Commercial	75.743.739	75.664.738
Loans and receivables from clients - Mortgage	621.254.612	618.657.583
Loans and receivables from clients - Consumer	4.740.533.647	4.998.092.528
Financial assets at fair value with impact in other comprehensive income	824.178.873	1.499.981.937
Investments in companies	4.329.253	4.683.545
Intangibles	63.294.304	67.288.067
Property, plant and equipment	51.592.806	56.097.087
Current taxes	55.548.472	54.191.448
Deferred taxes	130.816.701	123.467.611
Other assets	289.048.824	235.028.037
Total Bank Services Assets	9.010.898.698	9.483.952.313
Total Assets	23.831.049.502	23.839.384.483

CONSOLIDATED FINANCIAL STATEMENTS – BALANCE SHEET (cont.)

	As of June 30th, 2024	As of December 31st, 2023
	TH\$	TH\$
Balance Sheet		
Net Equity and Liabilities		
Non-banking Business		
Current Liabilities		
Other financial liabilities	685.597.118	345.809.883
Leasing liabilities, current	114.410.123	112.307.196
Trade and other accounts payable	1.095.930.042	1.268.072.192
Accounts payable to related parties	16.957.344	19.264.085
Other current provisions	22.469.228	21.486.978
Current tax liabilities	24.739.601	42.362.195
Employee benefits provisions	180.022.160	211.617.154
Other non-financial liabilities	174.509.952	216.316.664
Total Current Liabilities	2.314.635.568	2.237.236.347
Non-current Liabilities		
Other financial liabilities	4.076.557.476	4.272.529.220
Leasing liabilities, non-current	1.202.311.497	1.093.269.288
Trade and other accounts payable, non-current	1.247.414	1.216.263
Accounts Payable to Related Entities, non-current	15.295.000	15.295.000
Other long-term provisions	7.632.778	7.453.515
Deferred tax liabilities	912.414.266	855.071.117
Employee benefits provision	52.096.219	53.649.589
Other non-financial liabilities	86.323.897	52.930.081
Total Non-current Liabilities	6.353.878.547	6.351.414.073
Total Non-banking Business Liabilities	8.668.514.115	8.588.650.420
Banking Services Liabilities (Presentation)		
Deposits and other demand liabilities	1.945.528.963	1.689.715.034
Transactions with settlement in progress	31.960.230	212.046.888
Retro-purchase agreements and securities loans	-	5.498.092
Time deposits and other term deposits	3.636.533.530	3.968.018.273
Financial derivative contracts	624.151.279	708.013.190
Due to banks	108.762.081	316.015.560
Debt instruments issued	330.911.157	348.360.092
Issued regulatory capital financial instruments	22.121.181	24.154.651
Other financial obligations	46.086.694	49.086.814
Leasing liabilities	24.559.102	26.571.465
Current taxes	15.856.874	-
Provisions	15.537.881	13.942.479
Other liabilities	403.367.402	432.800.281
Total Banking Services Liabilities	7.205.376.374	7.794.222.819
Total Liabilities	15.873.890.489	16.382.873.239
Net Equity		
Issued capital	919.419.389	919.419.389
Retained earnings	5.624.786.258	5.451.407.553
Share premium	93.482.329	93.482.329
Other reserves	(70.820.580)	(163.126.687)
Equity attributable to owners of the parent	6.566.867.396	6.301.182.584
Non-controlling interests	1.390.291.617	1.155.328.660
Total Equity	7.957.159.013	7.456.511.244
Total Equity and liabilities	23.831.049.502	23.839.384.483

CONSOLIDATED FINANCIAL STATEMENTS – CASH FLOW

	As of June 30th, 2024	As of June 30th, 2023
	TH\$	TH\$
Statement of cash flows		
Cash flows provided by (used in) operating activities		
Non-banking Business (Presentation)		
Classes of cash receipts from operating activities		
Receipts from sales of goods and services	5.720.909.100	5.593.121.943
Classes of cash payments		
Payments to suppliers for goods and services	(4.691.151.781)	(4.521.787.032)
Payments to and on behalf of employees	(704.681.169)	(681.862.694)
Income taxes paid	(68.847.232)	(57.600.413)
Other outflows of cash	(185.862.840)	(150.260.678)
Subtotal net cash flows from operating activities from Non-Banking Businesses	70.366.078	181.611.126
Banking Businesses (Presentation)		
Consolidated net income (loss) for the period	91.778.329	7.331.311
Charges (credits) to income that do not involve cash movements:		
Depreciation and amortization	19.617.589	19.428.448
Credit risk allowances	315.435.326	417.083.252
Net income from investments in companies with significant influence	(407.477)	(421.714)
Other (credits) charges not affecting cash flows	23.660.473	(15.917.346)
Net changes in accrued interest, indexation and commission on assets and liabilities	(63.657.184)	(6.577.399)
Changes in assets and liabilities that affect operating cash flows:		
Increase (decrease) from repurchase agreements and securities loans	5.161.740	-
Net increase from due from banks	(19.125.096)	-
Increase (decrease) in customer loans and receivables	(36.531.135)	125.720.198
Net (increase) decrease in instruments held for trading	(28.073.839)	(25.232.209)
Increase (decrease) in deposits and other demand obligations	255.813.929	(129.313.377)
Increase (decrease) in savings accounts and other term deposits	(291.848.899)	253.415.993
Decrease in obligations to banks	(183.067.770)	(115.915.426)
Other inflows (outflows) of cash	(16.183.633)	(114.511.966)
Subtotal net cash flows from operating activities from Banking Businesses	72.572.353	415.089.765
Net cash flows from operating activities	142.938.431	596.700.891
Cash flows from (used in) investing activities		
Non-Banking Businesses (Presentation)		
Contributions to associates	(20.345.795)	(12.203.500)
Loans to related parties	10.598.193	(12.108.473)
Proceeds from sales of property, plant and equipment	27.702.231	865.737
Purchases of property, plant and equipment	(81.786.453)	(127.371.246)
Purchases of intangible assets	(2.480.118)	(5.149.865)
Proceeds from other long-term assets	440.832	-
Purchases of other long-term assets	(46.759.673)	(40.623.069)
Dividends received	17.269.916	8.684.159
Interest received	18.004.223	21.811.185
Other inflows (outflows) of cash	7.505.435	2.643.685
Subtotal net cash flows used in investing activities for Non-Banking Businesses	(69.851.209)	(163.451.387)
Banking Businesses (Presentation)		
Net decrease (increase) in financial assets at fair value through other comprehensive income	296.394.334	161.214.370
Purchases of property, plant and equipment	(7.520.597)	(10.401.340)
Dividends received	185.273	478.928
Subtotal net cash flows from (used in) investing activities for Banking Businesses	289.059.010	151.291.958
Net cash flows used in investing activities	219.207.801	(12.159.429)
Cash flows from (used in) financing activities		
Non-Banking Businesses (Presentation)		
Proceeds from issuing shares	3.607.770	1.753.502
Proceeds from selling the Company's own shares	-	8.580.459
Purchase of non-controlling interests	-	(164.498.129)
Proceeds from long-term borrowings	107.567.874	445.791.307
Proceeds from short-term borrowings	397.268.346	847.240.016
Total proceeds from borrowings	504.836.220	1.293.031.323
Repayment of borrowings	(492.468.650)	(1.431.652.493)
Dividends paid	(36.129.833)	(7.662.534)
Interest paid	(123.561.989)	(118.789.855)
Other (outflows) of cash	(10.953.637)	(7.946.120)
Subtotal net cash flows from (used in) financing activities for Non-Banking Businesses	(154.670.119)	(427.183.847)
Banking Businesses (Presentation)		
Letters of credit redeemed	(4.980.945)	(10.719.981)
Repayment of borrowings and other liabilities	(54.059.313)	(237.235.409)
Other (outflows) inflows of cash	(4.069.090)	(1.855.303)
Subtotal net cash flows from (used in) financing activities for Banking Businesses	(63.109.348)	(249.810.693)
Net cash flows from (used in) financing activities	(217.779.467)	(676.994.540)
Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes		
Effect of exchange rate changes on cash and cash equivalents	9.724.429	(20.145.128)
Net increase (decrease) in cash and cash equivalents	154.091.194	(112.598.206)
Cash and cash equivalents at beginning of the period	2.430.027.253	1.850.724.043
Cash and cash equivalents at end of the period	2.584.118.447	1.738.125.837

CONSOLIDATED FINANCIAL STATEMENTS – BALANCE SHEET EXPLANATIONS

	As of December 31st, 2023	As of June 30th, 2024	Var %
Current Assets - Non Banking Business	3.474.664	3.648.056	5,0%
Non Current Assets - Non Banking Business	10.880.768	11.172.095	2,7%
Total Assets - Non Banking Business	14.355.432	14.820.151	3,2%
Total Assets - Banking Business	9.483.952	9.010.899	-5,0%
Total Assets	23.839.384	23.831.050	0,0%
Current Liabilities - Non Banking Business	2.237.236	2.314.636	3,5%
Non Current Liabilities - Non Banking Business	6.351.414	6.353.879	0,0%
Total Liabilities - Non Banking Business	8.588.650	8.668.515	0,9%
Total Liabilities - Banking Business	7.794.223	7.205.376	-7,6%
Total Liabilities	16.382.873	15.873.891	-3,1%
Total Equity	7.456.511	7.957.159	6,7%
Total Liabilities + Equity	23.839.384	23.831.050	0,0%

Assets

Non-banking business current assets increased by CLP 173,392 million compared to December 2023, mainly driven by an increase in trade and other accounts receivable by CLP 179,598 million as a result of the capital increase of the subsidiary Mallplaza S.A., in addition to the increase in other current financial assets of CLP 97,105 million, resulting from the transfer to current of derivatives associated with financial debt with January 2025 maturity, reclassified as current, offset by a decrease in cash and cash equivalents of CLP 94,949 million.

Meanwhile, non-banking business non-current assets increased by CLP 291,327 million, explained mostly by an increase in investment property items of CLP 181,175 million due mainly to the increase in the valuation at fair value of the same by CLP 182.695 million which was paid on July 2, 2024, to the conversion effect and period additions. Additionally, the property, plant and equipment item increased by CLP 45,814 million, mainly due to additions in the period and the conversion effect.

In the case of banking businesses, total assets decreased by CLP 473.054 million compared to December 2023, mainly due to the decrease in financial assets at fair value with changes in other comprehensive income, due to lower investments in financial instruments, in addition to a decrease in loans and accounts receivable from clients due to a decrease in the portfolio, partially offset by the increase in financial assets to be traded at fair value with changes in results, due to higher investments in mutual funds.

As a result of the above, total consolidated assets decreased by CLP 8.334 million.

CONSOLIDATED FINANCIAL STATEMENTS – BALANCE SHEET EXPLANATIONS

	As of December 31st, 2023	As of June 30th, 2024	Var %
Current Assets - Non Banking Business	3.474.664	3.648.056	5,0%
Non Current Assets - Non Banking Business	10.880.768	11.172.095	2,7%
Total Assets - Non Banking Business	14.355.432	14.820.151	3,2%
Total Assets - Banking Business	9.483.952	9.010.899	-5,0%
Total Assets	23.839.384	23.831.050	0,0%
Current Liabilities - Non Banking Business	2.237.236	2.314.636	3,5%
Non Current Liabilities - Non Banking Business	6.351.414	6.353.879	0,0%
Total Liabilities - Non Banking Business	8.588.650	8.668.515	0,9%
Total Liabilities - Banking Business	7.794.223	7.205.376	-7,6%
Total Liabilities	16.382.873	15.873.891	-3,1%
Total Equity	7.456.511	7.957.159	6,7%
Total Liabilities + Equity	23.839.384	23.831.050	0,0%

Liabilities and Equity

Non-banking business current liabilities increased in CLP 77,400 million compared to December 2023, explained in large part by the increase in other current financial liabilities in CLP 339,787 million, mainly as a result of the transfer of non-current to current due to the maturity of bonds and loans. The above, offset by the decrease in trade and other accounts payable for CLP 172,142 million, in other current non-financial liabilities for CLP 41,807 million and in current provisions for employee benefits CLP 31,595 million, all due to seasonality. In turn, non-current non-banking liabilities increased by CLP 2,464 million, mainly explained by the increase in non-current lease liabilities by CLP 109,042 million attributed to new leases, deferred tax liabilities by CLP 57,343 million, mainly associated with the valuation of investment properties, and other non-current non-financial liabilities for MM\$ 33.394, offset by a decrease in non-current financial liabilities for CLP 195,972 million, mainly due to current transfers of loans and bonds.

Meanwhile, the total liabilities of banking businesses decreased by CLP 588,847 million, mainly due to a decrease in deposits and other time deposits, obligations with banks and operations with settlement in progress, partially offset by the increase in deposits and other obligations in sight. As a result, total liabilities decreased by CLP 508.982 million.

Total equity increased by CLP 500,648 million compared to December 2023, mainly due to the result of the period, capital increase by the subsidiary Mallplaza S.A. and an increase in reserves for exchange differences due to conversion.

CONSOLIDATED FINANCIAL STATEMENTS – CASH FLOW EXPLANATIONS

	As of June 30th, 2023	As of June 30th, 2024	Var %
Cash flow from operating activities - Non Banking Business	181.611	70.366	-61,3%
Cash flow from operating activities - Banking Business	415.090	72.572	-82,5%
Cash flow from operating activities	596.701	142.938	-76,0%
Cash flow from investment activities - Non Banking Business	(163.451)	(69.851)	-57,3%
Cash flow from investment activities - Banking Business	151.292	289.059	91,1%
Cash flow from investment activities	(12.159)	219.208	NA
Cash flow from financing activities - Non Banking Business	(427.184)	(154.670)	-63,8%
Cash flow from financing activities - Banking Business	(249.811)	(63.109)	-74,7%
Cash flow from financing activities	(676.995)	(217.779)	-67,8%
Decrease in cash and cash equivalents	(92.453)	144.367	NA
Impact of exchange rate differences on cash and cash equivalents	(20.145)	9.724	NA
Cash and cash equivalents at the beginning of the period	1.850.724	2.430.027	31,3%
Cash and cash equivalents at the end of the period	1.738.126	2.584.118	48,7%

The non-banking business operational cash flow presents a decrease of CLP 111,245 million, mainly caused by higher payments to suppliers for CLP 169,365 million, to a greater extent due to payments for inventory purchases in December, in addition to higher payments to personnel of CLP 22,818 million, this is offset by higher collections from clients for CLP 127,787 million. Meanwhile, the operational cash flow of the banking businesses decreased by CLP 342,518 million, due to a decrease in deposits and term deposits by CLP 545,265 million, this is offset by an increase in sight deposits for CLP 385,127 million. Additionally, loans and receivables from clients decreased by CLP 162,251 million.

The investment cash flow of non-banking business presents a positive variation of CLP 93,600 million, mainly due to lower purchases of property, plant and equipment for CLP 45,585 million, higher collections from the sale of property, plant and equipment assets for CLP 27,277 million and higher dividends received for CLP 8,586 million. In turn, the investment cash flow of the banking businesses presents a positive variation of CLP 137,767 million, mainly caused by the sale of investment instruments available for sale that generated a variation of CLP 135,180 million.

The financing cash flow of the non-banking business presents an increase of CLP 272,514 million, mainly caused by the payment for the purchase of minority stakes in Mallplaza in June 2023 for CLP 164,498 million, lower loan payments of CLP 939,184 million offset by lower loans obtained for CLP 788,195 million. Finally, the financing cash flow of the banking businesses shows an increase of CLP 186,702 million, mainly due to lower loan payments and other liabilities.

CONSOLIDATED FINANCIAL STATEMENTS – CASH FLOW EXPLANATIONS

Cash Flow – Chilean Businesses (CLP million)

As of June 30th, 2024	Home Improvement	Falabella Retail	Tottus	Banco Falabella	Plaza S.A.
Cash flow from operating activities	8.521.316	(100.650.774)	11.709.236	84.593.629	119.817.689
Cash flow from investing activities	7.796.371	(3.891.393)	(4.407.202)	250.068.916	(40.229.075)
Cash flow from financing activities	(15.013.007)	83.237.562	(8.868.804)	(72.322.742)	(38.913.433)
Increase (decrease) in cash and cash equivalents	1.304.680	(21.304.605)	(1.566.770)	262.339.803	40.675.181
Impact of exchange rate differences on cash and cash equivalents	(1.733.023)	(575.790)	(9.504)	750.154	958.946
Cash and cash equivalents at the beginning of the period	10.795.142	71.604.181	6.159.846	1.100.575.975	202.015.648
Cash and cash equivalents at the end of the period	10.366.799	49.723.786	4.583.572	1.363.665.932	243.649.775

As of June 30th, 2023	Home Improvement	Falabella Retail	Tottus	Banco Falabella	Plaza S.A.
Cash flow from operating activities	134.117.193	(91.921.482)	15.999.327	383.757.820	122.158.249
Cash flow from investing activities	(13.788.796)	(14.097.218)	(12.018.668)	154.252.145	23.918.510
Cash flow from financing activities	(125.463.526)	103.186.107	(7.248.227)	(324.648.695)	(315.413.386)
Increase (decrease) in cash and cash equivalents	(5.135.129)	(2.832.593)	(3.267.568)	213.361.270	(169.336.627)
Impact of exchange rate differences on cash and cash equivalents	2.230.200	(2.692.165)	38.013	(1.019.061)	1.133.894
Cash and cash equivalents at the beginning of the period	12.118.588	40.434.109	7.314.676	961.658.452	301.762.494
Cash and cash equivalents at the end of the period	9.213.659	34.909.351	4.085.121	1.174.000.661	133.559.761

Cash Flow – International Businesses (CLP million)

As of June 30th, 2024	Peru	Colombia	Brazil
Cash flow from operating activities	(18.558.325)	(147.364.215)	4.012.521
Cash flow from investing activities	9.289.416	(32.724.676)	(1.683.855)
Cash flow from financing activities	(67.056.959)	162.635.316	(6.935.460)
Increase (decrease) in cash and cash equivalents	(76.325.868)	(17.453.575)	(4.606.794)
Impact of exchange rate differences on cash and cash equivalents	15.019.626	(526.407)	(280.584)
Cash and cash equivalents at the beginning of the period	348.790.990	199.430.414	10.055.237
Cash and cash equivalents at the end of the period	287.484.748	181.450.432	5.167.859

As of June 30th, 2023	Peru	Colombia	Brazil
Cash flow from operating activities	(67.935.578)	(42.491.328)	22.899.445
Cash flow from investing activities	(10.203.686)	(63.982.366)	(19.601.581)
Cash flow from financing activities	(34.307.419)	62.124.439	(3.409.990)
Increase (decrease) in cash and cash equivalents	(112.446.683)	(44.349.255)	(112.126)
Impact of exchange rate differences on cash and cash equivalents	(21.339.035)	6.512.207	238.145
Cash and cash equivalents at the beginning of the period	336.633.557	119.710.055	6.428.537
Cash and cash equivalents at the end of the period	202.847.839	81.873.007	6.554.556

DISCLAIMER

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. The information contained in this document pertains 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. 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 original text is the Spanish version, therefore, there may be some discrepancies or differences created in the translation. If any questions arise related to the accuracy of the information contained in the translated version, refer to the Spanish version published in the website.

MAIN DEFINITIONS

Definition for Non-Banking Business Units:

1. Clients: Consider a person who made at least one purchase at our retailers, online or in-store, or a transaction at our banking businesses in the last 12 months.
2. Loyalty Participants: Customers who have accumulated points in the last 12 months. CMR holders and customers with other means of payment are considered.
3. Total Sales: Total sales are the total value of merchandise sold, including our own products (1P) and those of third parties (3P), through our omni-channel platform covering both physical and online stores. Includes value-added taxes. Calculated with neutral exchange rates.
4. GMV: is gross online sales including VAT using a neutral exchange rate for Falabella Retail in Chile, Peru, Colombia; Home Improvement in Chile, Peru, Argentina, Brazil and Uruguay; Tottus Chile and Peru, and those of third parties. Amounts for Argentina have been re-expressed to cancel the effect of hyperinflation.
5. Online Penetration: Ratio of the total gross sales of the online channel and the total gross sales of the physical and online channels.
6. Same Store Sales (SSS): sales of the same stores in both periods that have been open at least 2/3 of each month of the quarter. Excludes store openings, closings and significant remodeling. All growth is in nominal terms and has been calculated in the local currency of each country. In Argentina they are net of the gross income tax (IIBB).

Definitions for Banking Business Units:

1. Active customers: considers main and additional credit cardholders and/or current transactional accounts (delinquency of under 90 days) with voluntary transactions during the last 12 months.
2. Demand Deposits: Deposits in current and saving accounts, and other demand deposits.
3. Other financial liabilities: Debt instruments issued, bank credits and other financial obligations.
4. Loan-loss provision expense: Provision expense for loan losses, plus write-offs of recoveries.
5. NPL (90+ days): Loans with +90 days delinquency.
6. Passive accounts: Non-interest-bearing accounts, such as checking and saving accounts, with a balance.
7. Credit cards with balance: Number of primary credit cards that have a balance, have been used in the last 24 months, and have their payments up to date or have delinquency of 90 days or less.
8. Average loan: Gross customer loans divided by total credit cards with a balance.
9. Duration: Weighted average of the expected payment flows over the total credit card and consumer loan portfolio. It is calculated from customer payments, taking into account both the contractual maturity flows and the modeling of those without a defined maturity.
10. Basel Index: Effective equity over risk-weighted assets, as defined by each country's financial services regulator.
11. Efficiency ratio - Banks: Operating expense over operating revenue.
12. ROAE - Banks: Net Income of the last 12 months over the simple average of the equity on the last 5 quarters.
13. ROAA - Banks: Net Income of the last 12 months over the simple average of the total assets on the last 5 quarters.

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