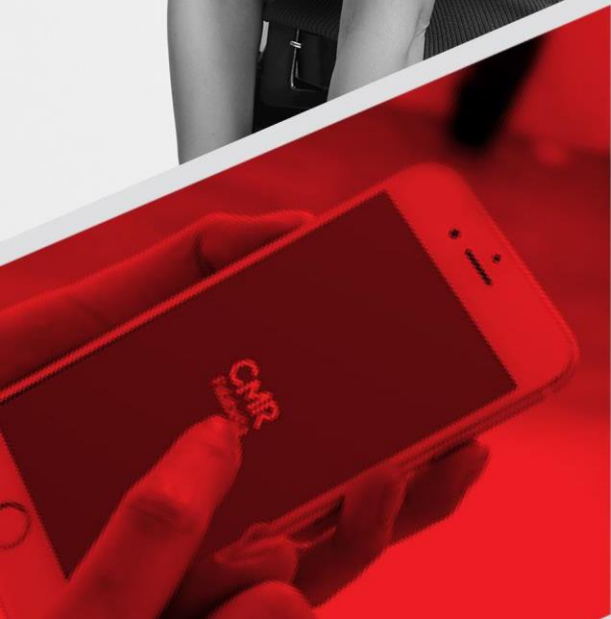




Corporate Presentation



March | 2019

7
COUNTRIES



FASHION AND ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$13.3bn

12M 18
Revenues

13.0%

12M 18
EBITDA margin

US\$987 m

12M18
NMV¹

70%

Online orders
annual growth²

US\$7.2bn

12M 18
Gross Loan
Book

5.4m

Active CMR Accounts
with balance

504 stores

Three retail
formats

US\$1.1 bn

12M 18 Digital Channel
sales for financial
services

Source: Company filings

Note: Main figures as of December 2018. All dollar figures are calculated based on the observed exchange rate as of January 2nd, 2018 (694.77 CLP/US\$). EBITDA calculated as Operational income + Depreciation and Amortization; ¹ NMV includes revenue generated through online channels for Department Stores in Chile, Peru, Argentina & Colombia; Home Improvement in Chile, Peru, Argentina, Brazil & Uruguay; Supermarkets in Chile & Peru and Linio's NMV; ² As of December 2018; Digital channel sales for and Banco Falabella across the region.





CHILE



PERU



COLOMBIA



ARGENTINA



BRAZIL



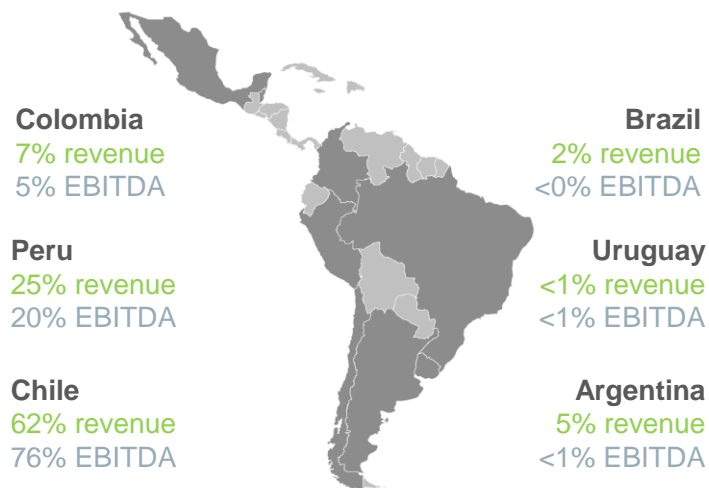
URUGUAY



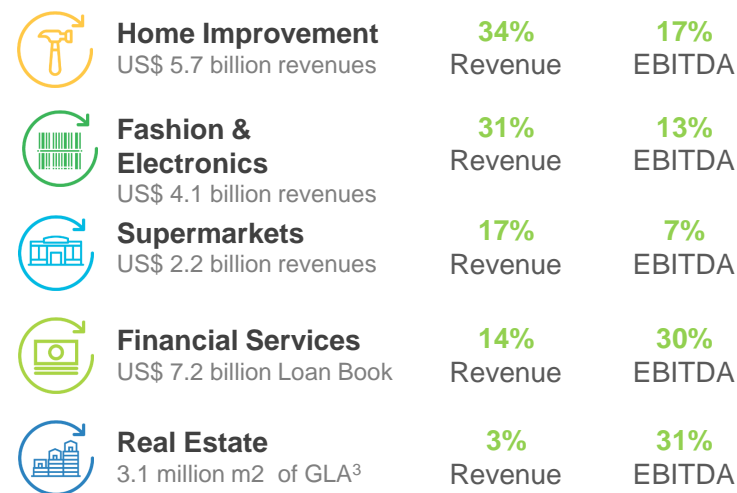
MEXICO

FALABELLA RETAIL	47 Stores 339,000 m ²	29 Stores 177,000 m ²	27 Stores 182,000 m ²	11 Stores 58,000 m ²			
HOME IMPROVEMENT	90 Stores 772,000 m ²	56 Stores 372,000 m ²	40 Stores 385,000 m ²	9 Stores 94,000 m ²	53 Stores 163,000 m ²	3 Stores 25,000 m ²	3 Store 35,000 m ²
SUPERMARKETS	67 Stores 205,000 m ²	69 Stores 243,000 m ²					
FINANCIAL SERVICES	2,650,000 active credit cards	1,008,000 active credit cards	1,059,000 active credit cards	442,000 active credit cards			168,000 active credit cards
REAL ESTATE	27 malls 1,585,000 m ² GLA	14 malls 522,000 m ² GLA	2 malls 66,000 m ² GLA				

MIX BY COUNTRY (LTM)








MIX BY BUSINESS (LTM)



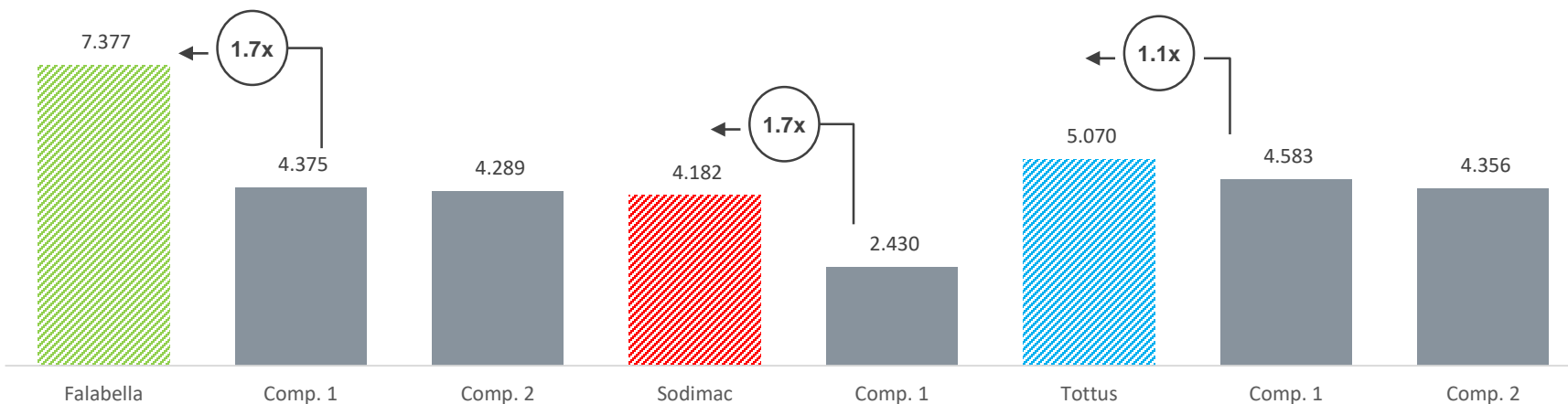
1. All figures as of Dec 2018. 2. Mix by Country and Mix by Business as of December 2018. Segment 'Colombia' and 'Home Improvement' does not include Sodimac Colombia (\$1.1 Bn in revenue) which we do not consolidate. EBITDA Breakdown does not consider adjustment and eliminations. 3. Includes 1,030,000 m² of additional GLA in free standing stores in the region also owned by S.A.C.I. Falabella.



MARKET POSITION ¹

	 Fashion & Electronics	 Home Improvement	 Supermarkets	 Financial Services	 Real Estate
	Revenues MMUS\$	Revenues MMUS\$	Revenues MMUS\$	CMR Accounts	Footprint
CHILE	2,239 #1	3,189 #1	1,123 #4	2,644,000 #1	27 Shopping Centers #1 GLA 1.6 million m ²
PERU	926 #1	898 #1	1,077 #3	982,000 #1	14 Shopping Centers #1 GLA 0.5 million m ²
COLOMBIA	571 #1	1,171 #1		1,021,000 #1	1 Shopping Center
ARGENTINA	413 #1	218 #2		463,000	
BRAZIL		235 #4			

SALES LTM / M² (US\$) ²

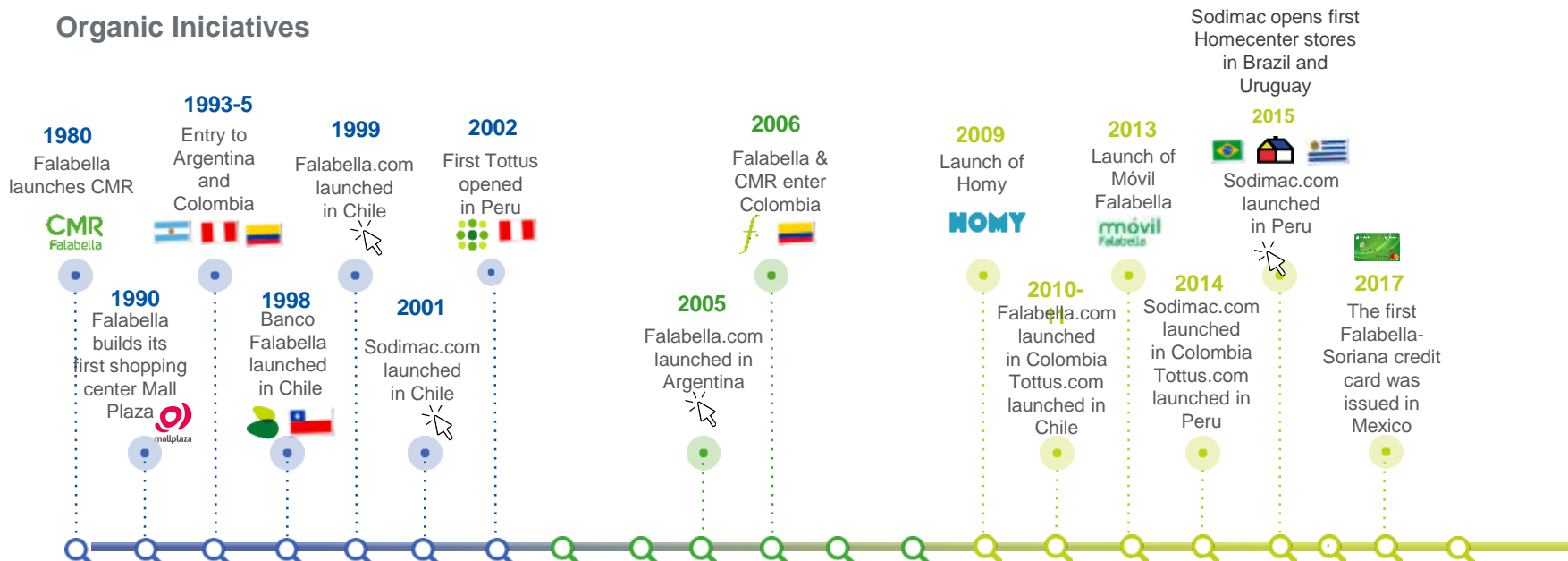


1. Revenues as of September 2018 LTM. Number of CMR accounts, malls and GLA as of September 2018. FX rates as of October 1st, 2018 (660,42 CLP/US\$)

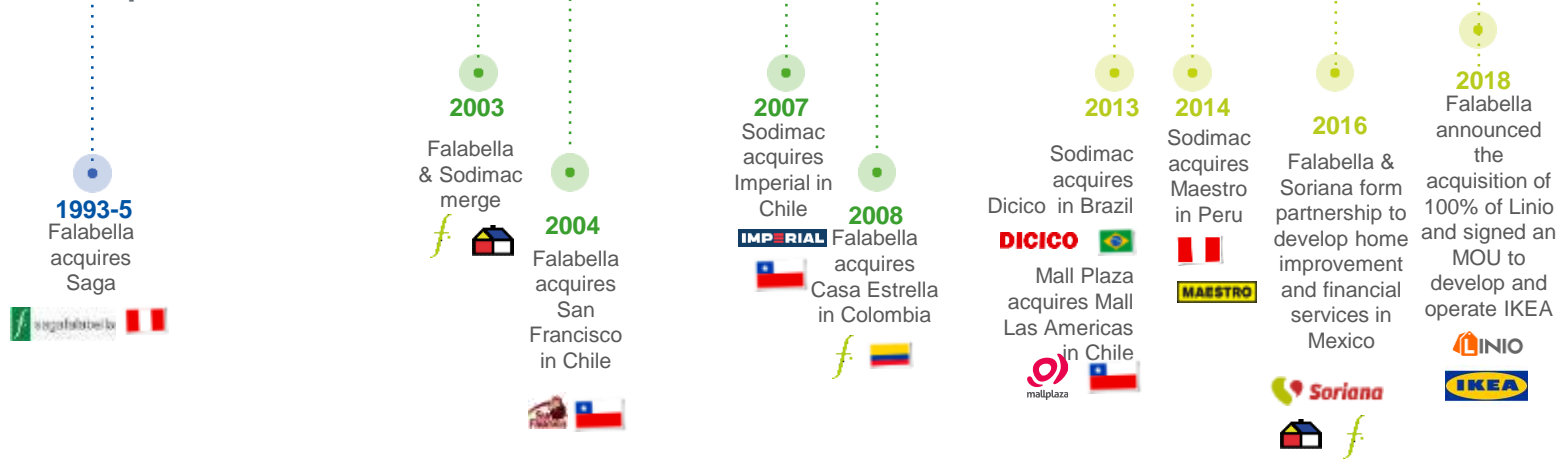
2. Sales LTM per square meter as of September 2018. FX rates as of October 1st, 2018 (660,42 CLP/US\$). Tottus' sales area excludes check out area, in order to compare with peer's reported sales per square meter.



Organic Initiatives



Mergers & Acquisitions



Logistic

- Leverage on our **Distribution centres** and logistic network

Loyalty

- Customer knowledge
- Novelty

Data Analytics

- Business intelligence

Market Place

- Sellers **integrate** into our platform
- Longtail
- Seller.com

Payment solutions

- Open platform with tools for our customers, merchants

Financial solutions

- Consumer Loans to our customers
- **Merchants** financing



Strategic Priorities



01. DIFERENTIATED VALUE PROPOSITION



02. SCALING UP LOGISTICS AND FULFILLMENT



03. FINANCING AND PAYMENTS



04. DATA ANALYTICS AND BUSINESS INTELLIGENCE



05. TECHNOLOGICAL PLATFORM DEVELOPMENT

Physical capabilities

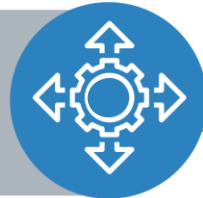
- 66 distribution and transfer centers
- +1.300.000 m² in distribution and transfer centers
- 114 department stores
- 254 home improvement stores
- 136 supermarkets

2018 Portfolio Optimization

- 1 new distribution center
- 1 distribution center remodeling
- 2 new shopping centers
- 1 shopping center sold
- 20 stores openings
- 7 stores closures



A. **DIFFERENTIATION**
An exclusive offer with strong positioning,



Sybillia BASEMENT  **AMERICANINO**
FASHION

B. **CONVENIENT PROPOSITION**
High quality / price relationship,



BauKer.  **UBERMANN** 

HOME IMPROVEMENT

C. **PROFITABILITY**
Stronger margins



 **TOTTUS**  **PRECIO UNO**
FOOD

Opportunity to partner with a well-known home furnishings retailer with a strong private brand portfolio

Continuously adapting to meet emerging trends

Focused on providing a democratic design, delivering quality products at affordable prices

Emphasis on the design, not the designer

IKEA business dimension



PARTNERSHIP TO DEVELOP AND OPERATE STORES AND ECOMMERCE IN CHILE, PERU & COLOMBIA

STRATEGIC FOCUS



SERVING CUSTOMERS AND THIRD PARTIES

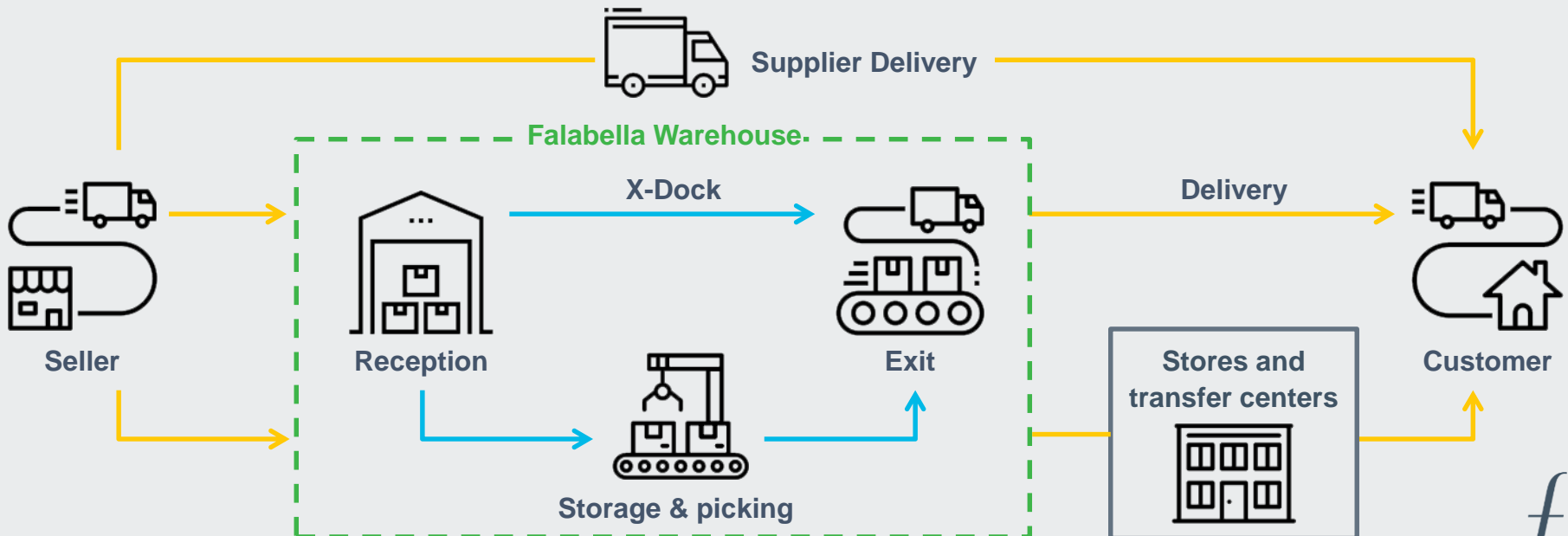


FOCUSING ON LAST MILE
In-house tracking system



STRENGTHENING INFRASTRUCTURE

FULLY INTEGRATED TO SUPPORT OMNICHANNEL





**FRAUD
MANAGEMENT**



**MERCHANT
FINANCING**



**TRANSACTION
TRACKING**



**PAYMENT
RECONCILIATION**



**ONE-CLICK
PAYMENTS**



**FINANCIAL
PRODUCTS**



**LOYALTY
PROGRAMS**



INSURANCE



We seek to build an open platform with tools for our customers, merchants and marketplace



LEVERAGE ON OUR CUSTOMER KNOWLEDGE UNDERPINNED BY THE DEVELOPMENT OF BUSINESS INTELLIGENCE

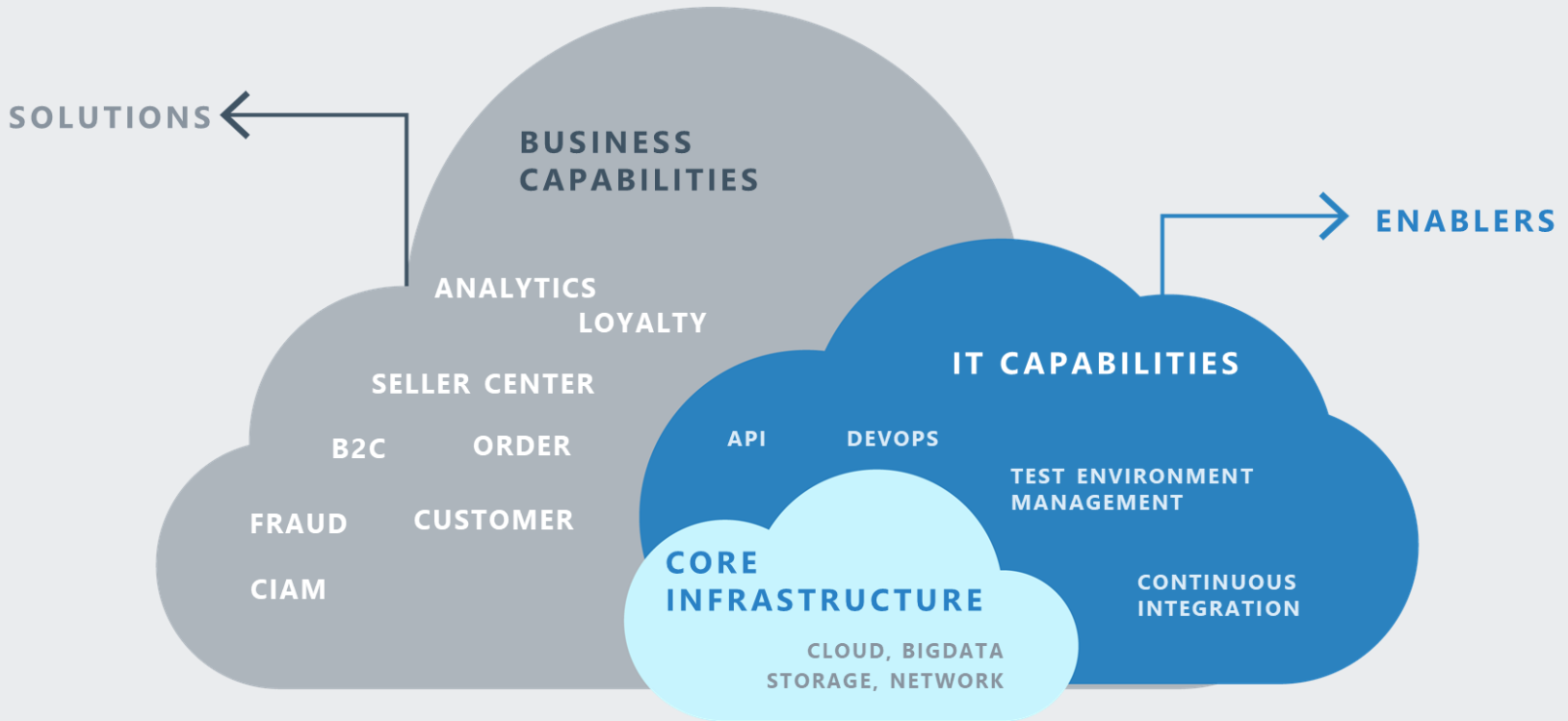


Customer Behavior

Source: Company Filings

Note: All main figures as of December 2017; except for million active CMR cards and bank branches, which are as of June 2018





SUPPORTED BY A CYBERSECURITY FRAMEWORK THAT STRIVES TO MEET THE HIGHEST GLOBAL STANDARDS

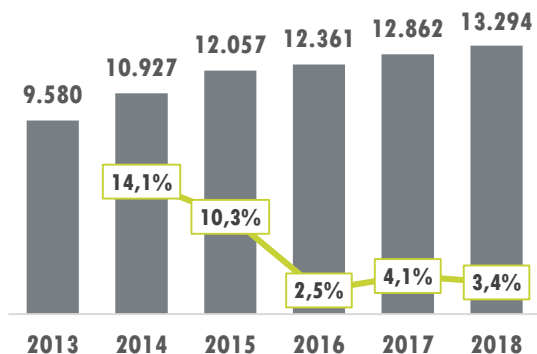


Key Financial Metrics

SOLID FINANCIAL PERFORMANCE, REFLECTED IN STRONG GROWTH AND OUTSTANDING PROFITABILITY

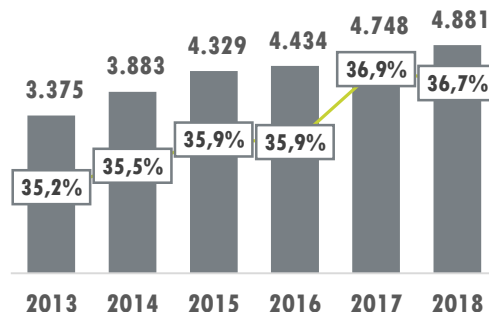
REVENUES (US\$M)

CAGR 13'- 17': 7.7% VAR (%)



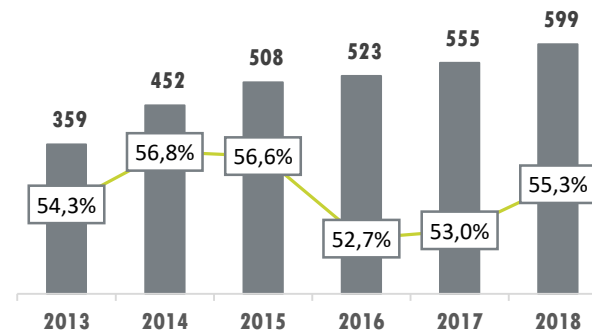
NON BANKING GROSS PROFIT¹ (US\$M)

CAGR 13'- 17': 8.3% GROSS MARGIN (%)



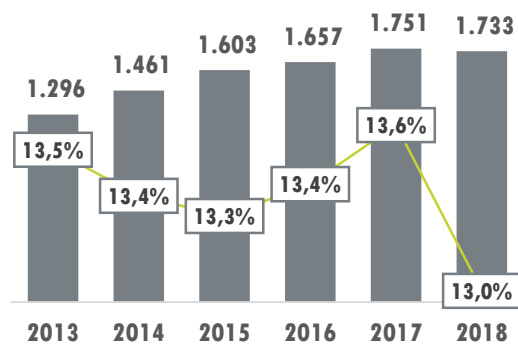
BANKING GROSS PROFIT (US\$M)

CAGR 13'- 17': 11.3% GROSS MARGIN (%)



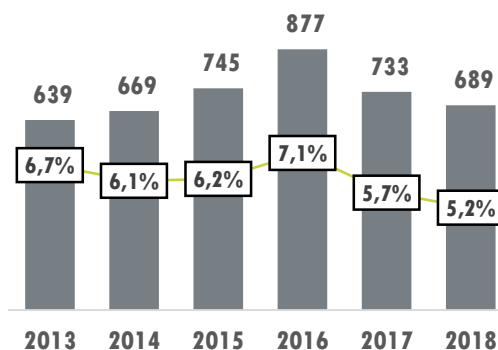
EBITDA (US\$M)

CAGR 13'- 17': 7.8% EBITDA MARGIN (%)



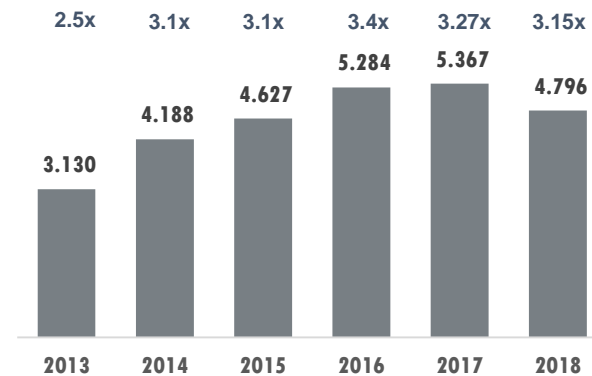
NET INCOME² (US\$M)

CAGR 13'- 17': 3.5% NET INCOME MARGIN (%)



NET DEBT (US\$M)

NET DEBT/EBITDA³



Source: Company filings

Note: All dollar figures are calculated based on the observed exchange rate as of January 2nd, 2018 (694.77 CLP/US\$)

¹ Excludes financial operations;

² Considers Net income attributable to owners of the parent company

³ Net debt / EBITDA without banking operations



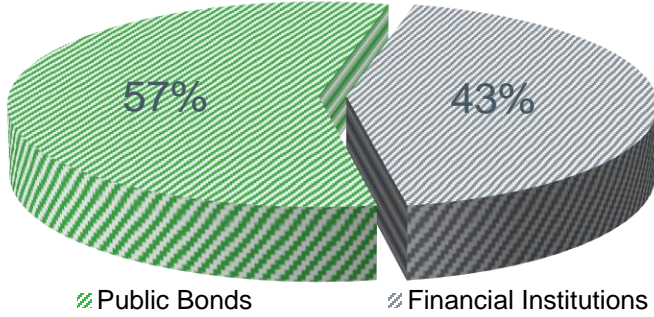
(Million of USD)	Dec 17	Dec 18	(Million of USD)	Dec 17	Dec 18
Cash & cash equivalents	334	507	Other current financial liabilities	1.201	1.425
Current trade & other receivables	2.829	2.950	Current trade & other payables	1.562	1.625
Inventories	1.782	2.030	Others	518	595
Others	318	459			
Total Non-Banking Current Assets	5.263	5.946	Total Non-Banking Current Liabilities	3.282	3.645
Non-Current trade & other receivables	396	430	Other non-current financial liabilities	4.327	4.040
Goodwill	726	910	Others	949	1.012
PP&E & Investment properties	7.850	8.201			
Others	1.016	1.218			
Total Non-Banking Non-Current Assets	9.987	10.759	Total Non-Banking Non-Current Liab.	5.276	5.051
Total Non-Banking Operations Assets	15.251	16.705	Total Non-Banking Oper. Liabilities	8.558	8.697
Loans & accounts receivable from clients	3.729	4.064	Total Banking Oper. Liabilities	4.464	5.540
Others	1.661	2.085	TOTAL LIABILITIES	13.022	14.237
Total Banking Operations Assets	5.390	6.149	Shareholders' Equity	7.619	8.618
TOTAL ASSETS	20.641	22.855	TOTAL EQUITY & LIABILITIES	20.641	22.855

CAPITAL STRUCTURE

Net Financial Debt/Ebitda (times)
w/o Banking Operations



Debt By Creditor
w/o Banking Operations

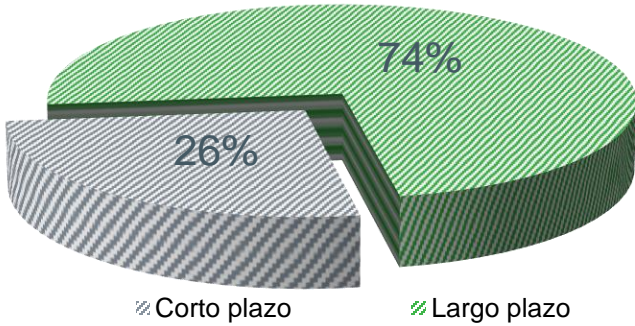


4.7 years
Duration

Leverage (times)
w/o Banking Operations



Debt By Maturity
w/o Banking Operations



US\$ 5,264 MM
Financial Debt w/o Banks



CAPITAL EXPENDITURE ORGANIC INVESTMENT PLAN 2019 - 2022

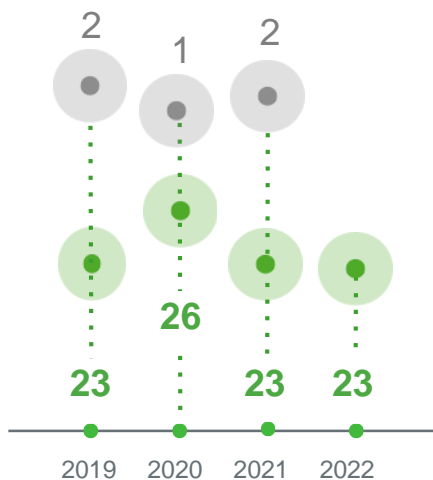
US\$ 4.2 bn
Investment over the next 4 years

37%
IT and logistics
projects

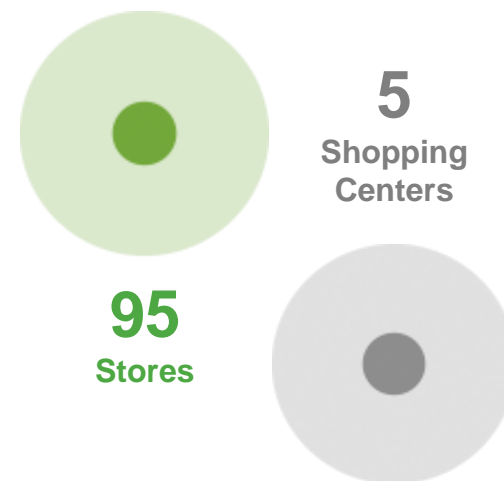
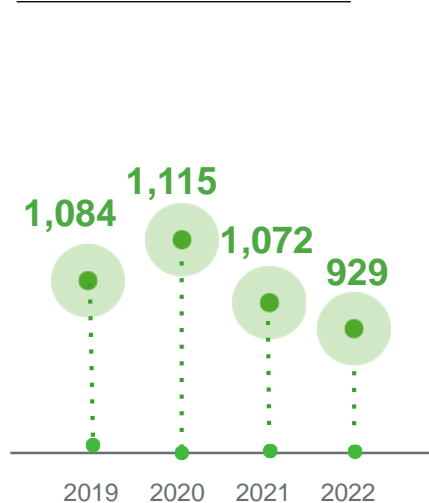
34%
New stores &
shopping centers

29%
Remodeling and
expansions

Store and Shopping Centers Openings



Investment (US\$ million)



Note: The investment plan includes 100% of expected capex for S.A.C.I. Falabella and subsidiaries, including Sodimac Colombia, Sodimac Mexico, CMR Mexico, which the Company does not consolidate.



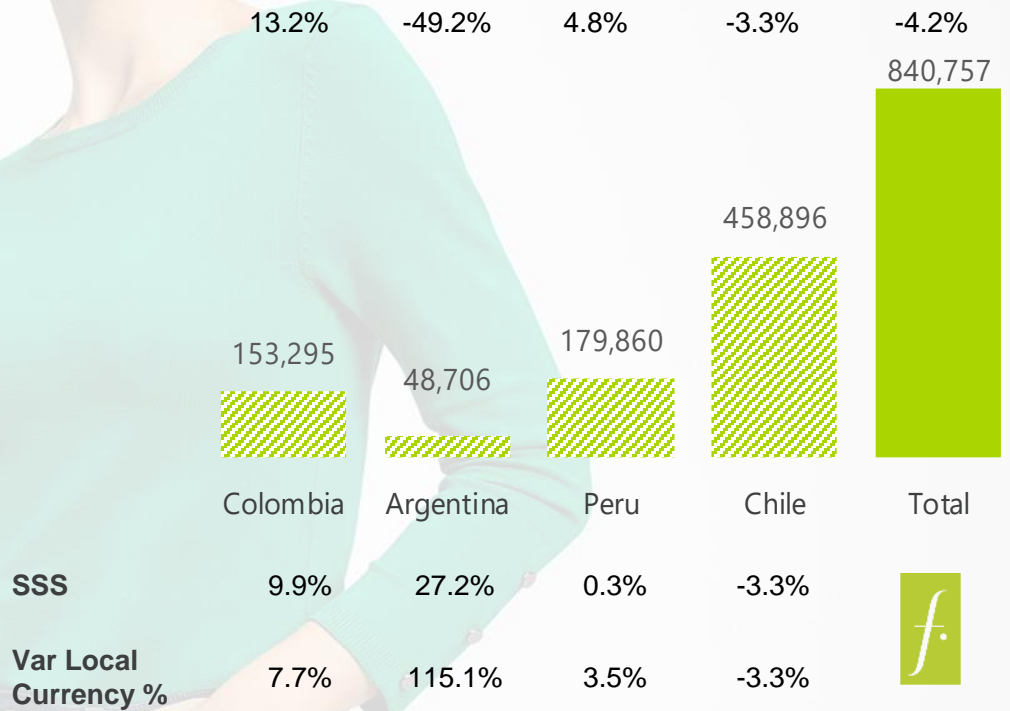


MAIN EVENTS

- 1 opening in Chile
- New Crate & Barrel corner was inaugurated in Chile.

SALES 4Q18

Mn CLP; Annual Var (%)





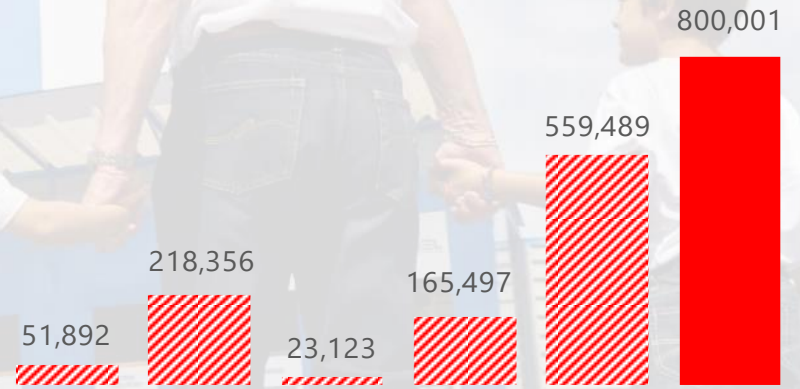
MAIN EVENTS

- 2 openings in Mexico

SALES 4Q18

Mn CLP; Annual Var (%)

0.7% 12.5% -50.4% 9.0% 1.0% -0.5%



Brasil Colombia Argentina Peru Chile Total

SSS

8.8% 7.7% 18.5% 3.7% -2.0%

**Var Local
Currency %**

11.2% 11.2% 122.9% 5.4% 1.0%



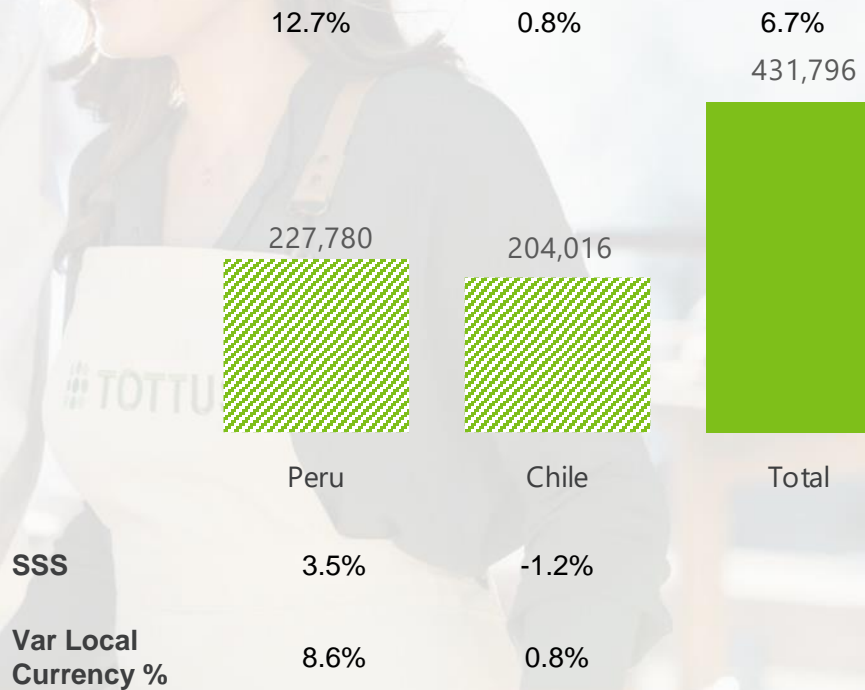


MAIN EVENTS

- 1 opening Chile
- 1 Hiperbodega Precio Uno' opening Peru

SALES 4Q18

Mn CLP; Annual Var (%)

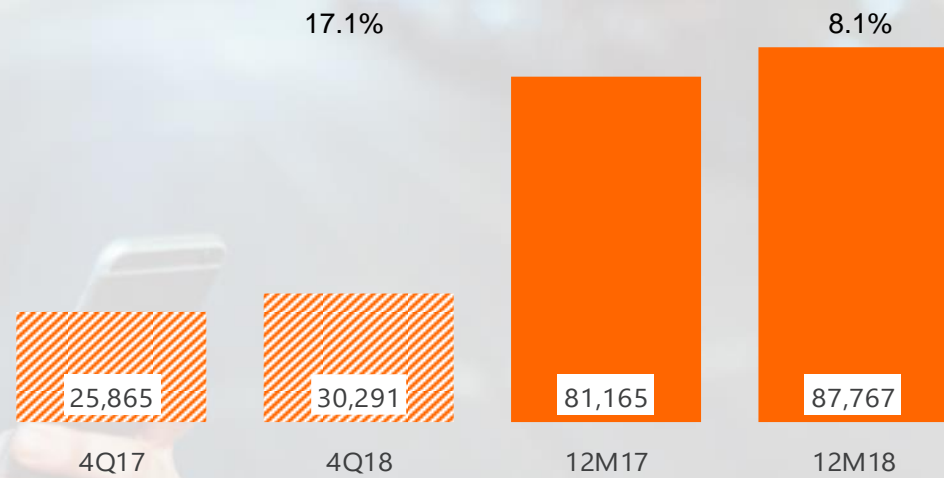


MAIN EVENTS

- Consolidation of Linio since August 2nd

NMV ¹

Mn CLP; Annual Var (%)



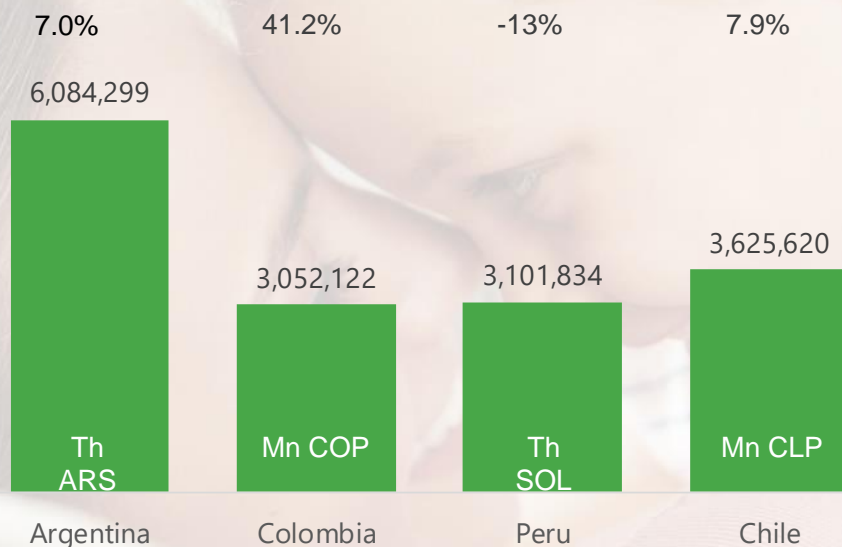
¹ NMV corresponds to Net Merchandise Value. A measure of the total sum in Chilean pesos of all transactions made through Linio, net of VAT

MAIN EVENTS

- Digital branches were opened in the region and new functionalities were added to mobile applications
- In Mexico, the financial business ended the year with 132 financial branches.

GROSS LOANS 4Q18

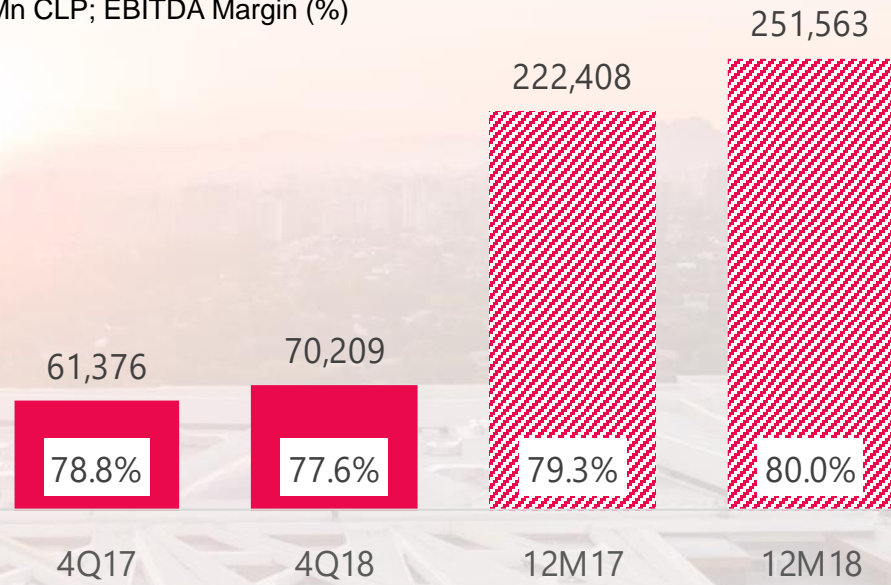
Local Currency; Annual Var (%)



MAIN EVENTS

EBITDA PLAZA

Mn CLP; EBITDA Margin (%)



4Q17

4Q18

12M17

12M18

43

Shopping Centers

3,20 Mn

M2 GLA between shopping centers and free standing

investors.falabella.com
inversionistas@falabella.cl

Andrea González, Head IR
Constanza Saver, IR Analyst
Pablo Muñoz, IR Analyst

