

1Q25

RESULTS

Grupo Falabella

FALABELLA



+ falabella.com

 SODIMAC

 TOTTUS

 mallplaza

 Banco Falabella

1. COMMENTS FROM THE CEO

- During the first quarter of 2025, **we maintained solid performance and continued to strengthen Grupo Falabella's leadership** in a macroeconomic environment moving toward normalization. We improved profitability and strengthen our five growth engines — Sodimac, Falabella Retail, Tottus, Mallplaza and Banco Falabella— with an increasingly attractive commercial proposition and a more focused, simple, and efficient operation.
- In this period, we accelerated the development of our ecosystem, strengthening synergies between businesses and capturing new growth opportunities. This progress is reflected in an **increase in consolidated revenues of 9% YoY, and a significant improvement in our EBITDA margin, which reached 15.1%** (+471 bps vs 1Q24), driven by operational improvements across our businesses, allowing net income to triple (US\$201 million).
- Our Digital Bank showed consistent progress in risk management (consolidated NPL of 2.9%; -18 bps vs 4Q24), and **resumed portfolio growth**, which reached US\$6.8 billion (+2% YoY), highlighting the dynamism of the operation in Chile (+10% YoY). In the region, purchases with our payment methods grew 19% YoY and the digital proposal maintained a strong momentum, with over 715 thousand new accounts and cards, surpassing 8 million active customers.
- **Our retailers continue showing a solid revenue performance (+10% YoY)**, with Falabella Retail leading with a 19% YoY increase, driven by its multi-specialist strategy and positive results in the stores (+21% SSS) as well as in the e-commerce (+12% YoY). Furthermore, the adjustments in our digital strategy continue to gain traction: the online GMV of the ecosystem grew 17% YoY, and the sales of our sellers increased 33% YoY, strengthening and complementing our retailers' value proposition. Together, we are delivering a more comprehensive and specialized experience to our customers.
- **Mallplaza received +93 million visitors**, reflecting the continued strengthening of our urban offering. In Peru, we moved forward with the integration of our real estate assets, initiating a process of transformation and remodeling for more than 200 stores, in line with our evolution toward experience-focused urban centers.
- In a context that continues to be marked by volatility and uncertainty—particularly around global trade tensions—we are maintaining a firm execution of our strategic roadmap, with a clear focus on operational flexibility and generating sustainable long-term value.
- This quarter represents a new step in our mission to transform the experience of those who choose us, making their lives simpler and more enjoyable. At the same time, we continue to consolidate solid and sustainable profitability, strengthening our financial position.

1Q25 Main Indicators (US\$)

36 million

Ecosystem Customers

\$3,278 million

Revenues (+9% YoY)

\$494 million

EBITDA (15.1% margin)

\$201 million

Net Income (6.1% margin)

531/47

Stores / Malls
(+1 YoY / 0 YoY)

\$6.8 billion

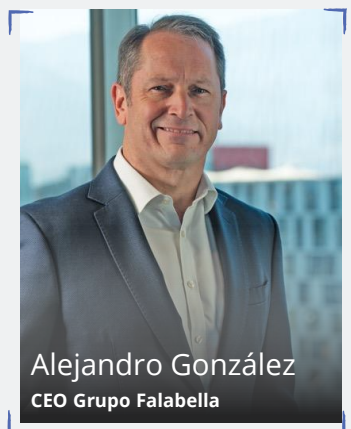
Loan Portfolio
(+2% YoY)

20.8 million

Loyalty Program
Participants

\$647 million

Online GMV
(+17% YoY)



Alejandro González
CEO Grupo Falabella

2. 1Q25 RESULTS EXPLANATIONS (US\$ million)¹

	1Q24 % revenues		1Q25 % revenues		Var (%)
TOTAL SALES					
Total sales	2.835		3.148		11%
GMV Online	554		647		17%
Total sales of physical stores	2.281		2.501		10%
FINANCIAL RESULTS					
Non-Banking Revenue	2.510	83,6%	2.784	84,9%	11%
Financial Services Revenue	494	16,4%	494	15,1%	0%
Total Revenue	3.004	100,0%	3.278	100,0%	9%
Gross profit	1.044	34,8%	1.273	38,8%	22%
SG&A expenses	(855)	-28,5%	(894)	-27,3%	5%
EBITDA	312	10,4%	494	15,1%	59%
Net Income	61	2,0%	201	6,1%	228%
BALANCE SHEET					
Cash (non-banking)	996		1.128		13%
Gross Loan Book	6.683		6.823		2%
Financial Net Debt (Exc. Banking)	3.600		2.731		-24%

Revenues
US\$3,278 million
+9% YoY

- Consolidated revenues grew 9% YoY, mainly driven by solid performance of all the retailers in local currency, thanks to an attractive and well executed commercial proposition. Falabella Retail stood out with a growth of 19% YoY, a reflection of improvements in the multi-specialist and for a greater flow of tourists to our stores in Chile, and the growth of our online business (Ecosystem's GMV: +17% YoY). Meanwhile, the banking business showed a stable evolution, with a loan portfolio that grew 2% YoY.

EBITDA
US\$494 million
+59% YoY


- Consolidated EBITDA grew 59% YoY, reaching US\$ 494 million, with an EBITDA margin of 15.1% in the quarter. This result was driven by a gross profit 22% higher than that of the previous year, underscoring the contribution of the banking business (+US\$ 80 million), attributed to greater net financial income and lower levels of cost of risk, and to Falabella Retail (+US\$ 66 million), due to lower promotional activity, better inventory management and improvements in the profitability of the online channel. At the same time, SG&A expenses increased 5% at a consolidated level, in line with the average inflation rate of our markets, reflecting the efficiency in our structures.

Net Income
US\$201 million
+3.3 times YoY

- As a results of the operational improvements of our businesses described previously and, in addition to a non operating income which decreased 4% YoY, net income reached US\$201 million, three times higher than in 1Q24.

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.

3. PROGRESS IN BUSINESSES



Revenues

US\$ 1,494 million
Home Improvement⁽²⁾
(+6% YoY)

US\$ 897 million
Falabella Retail
(+19% YoY)

US\$ 634 million
Tottus
(+9% YoY)



US\$ 647 million
Ecosystem
(+17% YoY)

46%
Click & Collect deliveries
(stable YoY)

HOME IMPROVEMENT

- We continue to observe a sustained recovery in sales, driven by a solid performance of the e-commerce (online GMV +27% YoY), meanwhile SSS increased 7%, a reflection of an enhanced customer experience and a more robust commercial offer, leveraged in a greater participation in sales of our private label portfolio (+1.8 pp in share vs 1Q24).
- In Peru, we concluded the transformation of 4 Maestro stores to Sodimac stores (Chacarilla, Cuzco, Chinchay Tacna), advancing in our strategy of renovation of our physical portfolio.
- In the PRO segment, private label brands already represent over 30% of sales (+2.3 pp vs 1Q24), thanks to a differentiated strategy focused on said client. This progress is aligned with the positioning of the *Círculo de Especialistas* program, which already reaches 2.2 million customers.

FALABELLA RETAIL

- Our multi-specialist proposition, being strategic partners of the best brands, continues to consolidate thanks to "The Latest, First in Falabella", driven a solid performance in our stores (+21% in SSS, local currency; highlighting Chile with 31.6% growth, favored by a greater flow of tourist to our stores).
- Our omnichannel strategy continues gaining momentum: online GMV grew 12% YoY, with a significant increase in the penetration of our sellers in the online channel (+4 pp vs 1Q24), which complements and amplifies our multi-specialist proposition.

TOTTUS

- The adjustments to our value proposition, especially in the food segment, along with a better in-store experience and greater depth of assortment (+12% YoY in *food* in Chile), drove consolidated revenue growth of 9% YoY.
- Our new omnichannel strategy continues to show good results, with an online GMV that grows 25% YoY.
- In Peru, our discounter format, Precio Uno, continues gaining strength, with sales growing 12% YoY in local currency, leveraged in a low prices proposition with optimized assortment and layout.



² Includes the operations of Sodimac Colombia and Mexico, which do not consolidate in the Financial Statements.

3. PROGRESS IN BUSINESSES

MALLPLAZA

- During the first quarter, Mallplaza received +93 million visitors in its urban centers and reached 96.1% in occupancy levels, allowing SSS to increase in 9.9% (vs +0.9% in 1Q24). Also, as part of the integration of the assets in Peru, we carried out the rebranding of 3 shopping centers (Mallplaza Angamos, Mallplaza Piura and Mallplaza Huancayo).
- In Chile, the opening of the Lifestyle sector of Mallplaza Vespucio, has performed well registering a 15.1% YoY increase in visitors, 18.7% increase in Business Partners' sales and a 12.1% increase in the shopping center's revenues.

DIGITAL BANK

- Our simple and digital proposition continues to gain traction. During the quarter we opened over 715 thousand new accounts and cards (+17% YoY) and, in Chile, we continue to consolidate our position as the leading bank in terms of the number of current accounts and active credit cards.
- At the same time, we continue to observe improvements in the risk levels of our consolidated loan portfolio (2.9% NPL), which has allowed us to expand the loan portfolio in a sustainable manner (+2%), underscoring the growths of our bank in Chile (+10% YoY) and our credit card in Mexico (+30% YoY in local currency).
- Our over 8 million active customers continue to choose our payment methods, growing 19% YoY in purchases with our payment methods, primarily driven by the solid performances in Chile (+20% YoY) and Mexico (+30% YoY in local currency).

LOYALTY PROGRAM

- During the quarter, our Loyalty Program reached 20.8 million active participants (+5% YoY).
- We continue strengthening our Puntos + Pesos(\$) proposition in Chile, allowing us to double the number of new customers redeeming their point in our stores. In addition, during May we will begin its implementation in the online channel of Falabella Retail in Peru.



US\$ 1,573 million

Business Partners' Sales
Mallplaza
(+12% YoY)



US\$6.8 billion

Loan portfolio ⁽³⁾
(+2% YoY)

US\$6,382 million

Purchases with debit
and credit⁽³⁾
(+19% YoY)



20.8 million

Active Loyalty
Participants
(+5% YoY)



³ Includes Financial Services in Mexico which does not consolidate in the Financial Statements

4. LEVERAGE METRICS



**US\$ 2,731
million**

Net Financial Debt
(-24% YoY)



2.5x

Net Financial
Debt / EBITDA
(Non-banking)

CASH AND LIQUIDITY

The company's consolidated cash and cash equivalents totaled US\$3,062 million, as of March 2025:

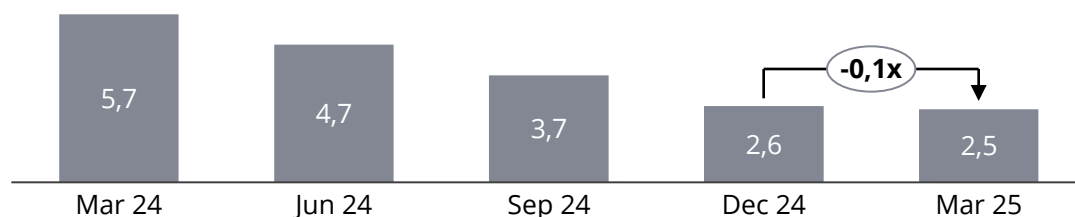
- Non-banking businesses: US\$1,128 million (+13 % YoY).
- Banking businesses: US\$1,934 million (+9 % YoY).

LEVERAGE

- Financial debt (after hedging derivatives)⁴ of the non-banking businesses reached US\$3,859 million, as of March 2025, a 16% lower than the comparable period.
- Net financial debt reached US\$2,731 million, as of March 2025, a 24% YoY decrease.

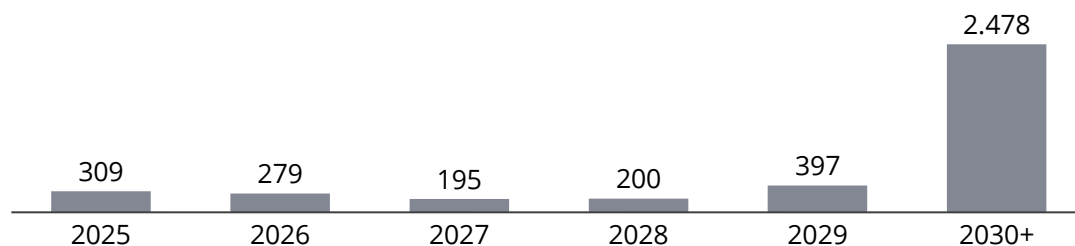
Net Financial Debt / EBITDA

Non-banking businesses⁵



Debt Maturity Profile (US\$ million)

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



US\$3,859 million

Financial debt
(non-banking businesses)

⁴ Financial Debt = Bank loans + Bond obligations + Other financial liabilities + Hedging assets + Derivative instruments.

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.

5. ADVANCES IN ESG

FALABELLA



In our more than 135 years of history, we have built our leadership and sustainability based on responsibility for our impacts, innovation and the ability to permanently create value and opportunities for people and society.

ENVIRONMENTAL

- By the end of 2024, Falabella achieved a 27% reduction in its controlled emissions compared to the 2021 baseline and a 78% supply of renewable sources in its operations, in line with our decarbonization plan. Likewise, during 2024, we managed to reduce food waste in supermarkets by 26% compared to 2021 and donate a total of 1,054 tons of these products.
- Falabella Retail Chile began the year implementing footwear recycling, cell phone recycling, and textile recovery initiatives, while in Peru, two Trueque + Verde Fairs and a jeans recycling campaign were held.

SOCIAL

- In January, the 5th edition of Pride Connection Chile's "Inter-Company LGBTI+ Mentoring Program" recognized Grupo Falabella, Falabella Retail, Banco Falabella, Sodimac and Tottus as mentor companies, highlighting their key role in promoting inclusion.
- Banco Falabella Colombia launched a new version of the Emprendedoras Gennials Program, which seeks to promote women-led ventures through responsible financial management, skills development, and female entrepreneurial empowerment.
- Falabella Retail Chile is recognized as "outstanding" and is ranked third in the national ranking of companies in "Migrant Commitment," a distinction awarded by the State of Chile for promoting labor relations with an inclusive, intercultural, and discrimination-free approach.

GOVERNANCE

- Falabella and Mallplaza are once again part of the S&P Sustainability Yearbook 2025, a publication that highlights companies for their commitment to sustainability and transparency in the disclosure of information.
- Tottus is the first supermarket chain in Peru to obtain ISO 9001 certification for the development of its private label brands, thus guaranteeing high-quality and safe products.
- In Chile, Sodimac, Falabella Retail and Mallplaza stand out among the 50 most recognized companies in the Merco ESG 2024 Ranking, each leading their industries. In Peru, for the third consecutive year, Sodimac has earned first place in the Specialized Retail Sector of the same ranking.

6. EVENTS OF THE PERIOD

- **Bank debt prepayment.** In February 2025, Falabella prepaid US\$200 million in bank loans maturing in November 2026
- **Bonds repurchased.** On March 20, 2025, Falabella successfully completed the repurchase process for the outstanding principal of international bonds maturing in 2027, a process initiated on March 12, 2025. The repurchase amount amounted to US\$210,094,000. The transaction has no significant effects on the consolidated net debt levels, nor does it alter the Company's net leverage ratios.



US\$200 million

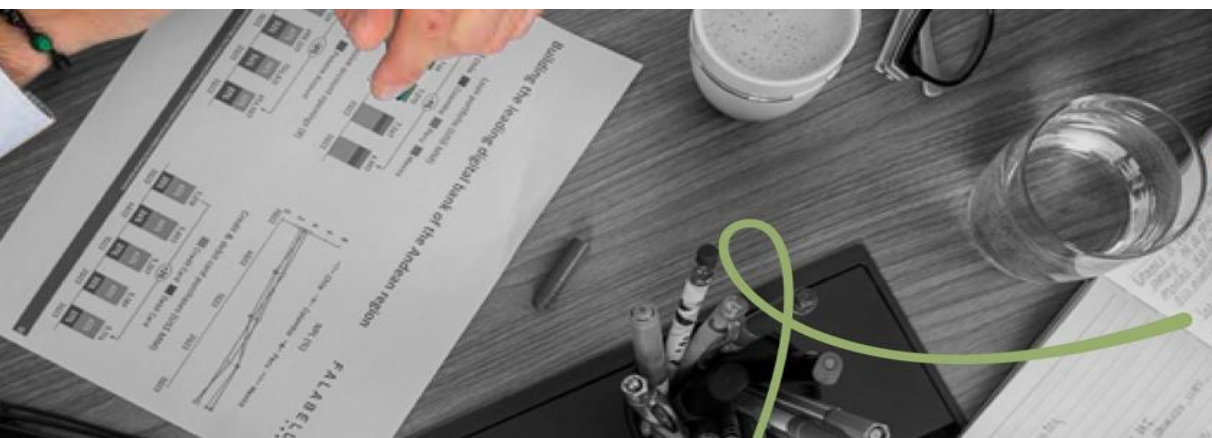
Bank debt prepayment during the quarter

US\$210 million

Bonds repurchased during the quarter

7. SUBSEQUENT EVENTS

- In line with our strategy of simplification and focus within the ecosystem
 1. **Juan Valdez (Chile).** On April 2, 2025, Falabella Retail and Copec announced the signing of a Framework Agreement for the sale of Falabella Retail's 65% stake in the company that develops the Juan Valdez franchise in Chile. The closing of the transaction is subject to compliance with certain customary conditions for this type of transaction and the approval of the National Economic Prosecutor's Office.
 2. **Open Plaza Kennedy (Chile).** On April 14, 2025, the sale of Open Plaza Kennedy to Parque Arauco was completed, for a total of 4.4 million Unidades de Fomento (plus applicable VAT), approximately US\$180 million.
- **2025 Ordinary Shareholder's Meeting.** On April 22, 2025, the Ordinary Shareholders' Meeting of Falabella S.A. was held, in which, among other agreements adopted, was the distribution of a definitive and final dividend, charged to the distributable and liquid profits of Fiscal Year 2024, of \$47 per share, which was paid on May 6, 2025. This dividend is additional to the interim dividend of \$22 per share paid on January 8, 2025. For more details on the agreements adopted, visit the [corporate website](#).



8. ANNEXES

#1	Results by Business Unit
#2	Financial Business - Main Indicators
#3	Consolidated Results as of March 2025
#4	1Q25 Retail Revenues
#5	Online Channel Indicators
#6	Number of Stores and Sales Areas for Retail Formats
#7	Number of Shopping Centers and Leasable Area of Real Estate Operators
#8	Collection Days, Payment Days and Inventory Rotation Days
#9	Leverage and Debt Repayment Profile (CLP million)
#10	Consolidated Financial Statements

Notes:

- All figures in US dollars are calculated at the official exchange rate on April 1, 2025: 953.07 \$/US\$.
- 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 reals; 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.

1. RESULTS BY GROWTH ENGINE⁸ (CLP million)

1Q25

	Sodimac ⁽⁸⁾			Falabella Retail			Tottus ⁽⁸⁾		
	1Q24	1Q25	(%, pbs)	1Q24	1Q25	(%, pbs)	1Q24	1Q25	(%, pbs)
Revenues	938.403	1.006.734	7,3%	719.132	854.726	18,9%	556.427	604.597	8,7%
Gross Profit	276.027	308.830	11,9%	243.393	306.282	25,8%	138.845	152.901	10,1%
Gross Margin	29,4%	30,7%	126	33,8%	35,8%	199	25,0%	25,3%	34
SG&A	(256.278)	(271.748)	6,0%	(293.613)	(298.872)	1,8%	(125.561)	(137.625)	9,6%
SG&A / Revenues	-27,3%	-27,0%	32	-40,8%	-35,0%	586	-22,6%	-22,8%	(20)
Operating Profit	19.749	37.082	87,8%	(50.220)	7.410	NA	13.284	15.276	15,0%
Operating Margin	2,1%	3,7%	158	-7,0%	0,9%	785	2,4%	2,5%	14
EBITDA	64.565	81.218	25,8%	(13.242)	43.011	NA	40.082	41.587	3,8%
EBITDA Margin	6,9%	8,1%	119	-1,8%	5,0%	687	7,2%	6,9%	(32)

	Banco Falabella			Plaza S.A.			Other, elimination & annulment			FALABELLA		
	1Q24	1Q25	(%, pbs)	1Q24	1Q25	(%, pbs)	1Q24	1Q25	(%, pbs)	1Q24	1Q25	(%, pbs)
Revenues	470.574	470.608	0,0%	114.106	156.045	36,8%	64.458	31.077	-51,8%	2.863.100	3.123.787	9,1%
Gross Profit	220.445	296.639	34,6%	101.372	142.705	40,8%	15.220	5.448	-64,2%	995.302	1.212.805	21,9%
Gross Margin	46,8%	63,0%	1.619	88,8%	91,5%	261	23,6%	17,5%	(608)	34,8%	38,8%	406
SG&A	(162.829)	(170.643)	4,8%	(15.767)	(22.126)	40,3%	38.850	48.880	25,8%	(815.198)	(852.134)	4,5%
SG&A / Revenues	-34,6%	-36,3%	(166)	-13,8%	-14,2%	(36)	60,3%	157,3%	9.701	-28,5%	-27,3%	119
Operating Profit	57.616	125.996	118,7%	85.605	120.579	40,9%	54.070	54.328	0,5%	180.104	360.671	100,3%
Operating Margin	12,2%	26,8%	1.453	75,0%	77,3%	225	83,9%	174,8%	9.093	6,3%	11,5%	526
EBITDA	67.730	134.669	98,8%	86.851	123.847	42,6%	50.965	46.780	-8,2%	296.951	471.112	58,6%
EBITDA Margin	14,4%	28,6%	1.422	76,1%	79,4%	325	79,1%	150,5%	7.146	10,4%	15,1%	471

⁸ Sodimac considers the Home Improvement operations in Chile, Peru, Brazil, Argentina and Uruguay, excluding the IKEA operation in these countries (Other Segment) and the operations in Colombia and Mexico which do not consolidate. Tottus considers the supermarket businesses in Chile and Peru, under the Tottus and Precio Uno brands. These segments, consolidated by engine, are the linear sum of the businesses by country and do not consider possible intersegment eliminations.

1. RESULTS BY BUSINESS UNIT 1Q25 (CLP million)

	Home Improvement Chile			Falabella Retail Chile			Tottus Chile		
	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)
Revenues	624.369	676.045	8,3%	411.502	522.857	27,1%	238.696	256.886	7,6%
Gross Profit	175.770	201.224	14,5%	146.825	191.326	30,3%	63.393	68.027	7,3%
Gross Margin	28,2%	29,8%	161	35,7%	36,6%	91	26,6%	26,5%	(8)
SG&A	(162.125)	(177.309)	9,4%	(182.878)	(187.919)	2,8%	(61.469)	(67.051)	9,1%
SG&A / Revenues	-26,0%	-26,2%	(26)	-44,4%	-35,9%	850	-25,8%	-26,1%	(35)
Operating Profit	13.645	23.915	75,3%	(36.053)	3.407	NA	1.924	976	-49,3%
Operating Margin	2,2%	3,5%	135	-8,8%	0,7%	941	0,8%	0,4%	(43)
EBITDA	44.403	54.387	22,5%	(15.416)	23.280	NA	16.918	15.525	-8,2%
EBITDA Margin	7,1%	8,0%	93	-3,7%	4,5%	820	7,1%	6,0%	(104)

	Banco Falabella Chile			Plaza S.A.		
	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)
Revenues	265.800	287.746	8,3%	114.106	156.045	36,8%
Gross Profit	148.246	192.691	30,0%	101.372	142.705	40,8%
Gross Margin	55,8%	67,0%	1.119	88,8%	91,5%	261
SG&A	(94.148)	(93.239)	-1,0%	(15.767)	(22.126)	40,3%
SG&A / Revenues	-35,4%	-32,4%	302	-13,8%	-14,2%	(36)
Operating Profit	54.098	99.452	83,8%	85.605	120.579	40,9%
Operating Margin	20,4%	34,6%	1.421	75,0%	77,3%	225
EBITDA	59.205	104.046	75,7%	86.851	123.847	42,6%
EBITDA Margin	22,3%	36,2%	1.388	76,1%	79,4%	325

	Peru			Colombia			Brazil		
	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)
Revenues	828.518	879.827	6,2%	244.360	236.619	-3,2%	71.715	62.477	-12,9%
Gross Profit	253.338	297.582	17,5%	83.645	101.332	21,1%	26.450	22.765	-13,9%
Gross Margin	30,6%	33,8%	325	34,2%	42,8%	859	36,9%	36,4%	(44)
SG&A	(214.584)	(235.251)	9,6%	(93.382)	(96.495)	3,3%	(26.458)	(22.620)	-14,5%
SG&A / Revenues	-25,9%	-26,7%	(84)	-38,2%	-40,8%	(257)	-36,9%	-36,2%	69
Operating Profit	38.754	62.331	60,8%	(9.737)	4.837	NA	(8)	145	NA
Operating Margin	4,7%	7,1%	241	-4,0%	2,0%	603	0,0%	0,2%	24
EBITDA	68.925	94.626	37,3%	1.529	16.847	1001,8%	4.419	3.998	-9,5%
EBITDA Margin	8,3%	10,8%	244	0,6%	7,1%	649	6,2%	6,4%	24

	Other, elimination & annulment			F A L A B E L L A		
	1Q24	1Q25	(%, bps)	1Q24	1Q25	(%, bps)
Revenues	64.034	45.285	-29,3%	2.863.100	3.123.787	9,1%
Gross Profit	(3.737)	(4.847)	29,7%	995.302	1.212.805	21,9%
Gross Margin	-5,8%	-10,7%	(487)	34,8%	38,8%	406
SG&A	35.613	49.876	40,1%	(815.198)	(852.134)	4,5%
SG&A / Revenues	55,6%	110,1%	5.452	-28,5%	-27,3%	119
Operating Profit	31.876	45.029	41,3%	180.104	360.671	100,3%
Operating Margin	49,8%	99,4%	4.966	6,3%	11,5%	526
EBITDA	30.117	34.556	14,7%	296.951	471.112	58,6%
EBITDA Margin	47,0%	76,3%	2.928	10,4%	15,1%	471

2. FINANCIAL BUSINESS – MAIN INDICATORS

Banco Falabella: Net Income Statement

	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia		
	1Q24	1Q25	Var. %	1Q24	1Q25	Var. %	1Q24	1Q25	Var. %
MAIN RESULTS	(Mn CLP)			(Th PEN)			(Mn COP)		
Interest and indexation income	214.811	229.371	6,8%	294.211	298.506	1,5%	321.181	239.041	-25,6%
Interest and indexation expense	(50.075)	(32.905)	-34,3%	(54.742)	(39.770)	-27,4%	(177.832)	(112.210)	-36,9%
Net interest and indexation income	164.736	196.465	19,3%	239.469	258.736	8,0%	143.349	126.831	-11,5%
Fee and commission income	46.562	56.647	21,7%	78.700	78.272	-0,5%	108.808	126.042	15,8%
Fee and commission expense	(23.400)	(27.038)	15,5%	(7.569)	(7.812)	3,2%	(23.664)	(18.634)	-21,3%
Net fee and commission income	23.162	29.609	27,8%	71.131	70.460	-0,9%	85.144	107.408	26,1%
Net income from financial operations	9.387	8.604	-8,3%	5.032	9.022	79,3%	18.295	12.750	-30,3%
Other operating net income	4.427	1.727	-61,0%	7.225	2.708	-62,5%	28.659	4.314	-84,9%
Operational Income	201.712	236.407	17,2%	322.858	340.926	5,6%	275.446	251.303	-8,8%
Provision for loan losses	(53.466)	(43.716)	-18,2%	(176.477)	(102.642)	-41,8%	(127.758)	(65.653)	-48,6%
Operating expenses	(94.148)	(93.239)	-1,0%	(139.596)	(174.534)	25,0%	(138.830)	(139.324)	0,4%
Operating Income	54.098	99.452	83,8%	6.784	63.750	839,7%	8.858	46.325	423,0%
Net Income	41.639	77.893	87,1%	7.815	47.536	508,2%	2.932	30.351	935,1%
Efficiency ratio	46,7%	39,4%		43,2%	51,2%		50,4%	55,4%	

2. FINANCIAL BUSINESS – MAIN INDICATORS

Banco Falabella: Statement of Financial Position

SELECTED BALANCE SHEET ACCOUNTS	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia		
	mar-24	mar-25	Var. %	mar-24	mar-25	Var. %	mar-24	mar-25	Var. %
	(Mn CLP)			(Th PEN)			(Mn COP)		
Cash and deposits in banks	482.076	279.889	-41,9%	451.847	802.011	77,5%	608.730	426.047	-30,0%
Trading investments	1.420.235	1.748.784	23,1%	436.514	523.355	19,9%	619.730	545.485	-12,0%
Loans from customers, gross	3.855.470	4.240.451	10,0%	3.570.746	3.461.972	-3,0%	5.285.234	4.817.728	-8,8%
Allowance for loan losses	(233.452)	(228.782)	-2,0%	(367.423)	(317.934)	-13,5%	(477.390)	(303.213)	-36,5%
Loans from customers, net	3.622.018	4.011.670	10,8%	3.203.323	3.144.038	-1,9%	4.807.844	4.514.515	-6,1%
Total Assets	6.638.828	7.123.295	7,3%	4.665.062	4.940.917	5,9%	6.668.154	6.039.311	-9,4%
Deposits	1.495.019	1.661.839	11,2%	499.321	894.339	79,1%	763.661	1.034.658	35,5%
Time deposits	2.197.083	2.117.305	-3,6%	2.594.261	2.484.535	-4,2%	4.082.101	3.719.057	-8,9%
Total deposits	3.692.101	3.779.145	2,4%	3.093.581	3.378.873	9,2%	4.845.762	4.753.715	-1,9%
Other financial liabilities	47.400	42.585	-10,2%	322.668	206.219	-36,1%	515.565	0	-100,0%
Total Liabilities	5.547.001	5.895.868	6,3%	3.769.068	3.932.425	4,3%	5.873.057	5.195.255	-11,5%
Total Equity	1.091.827	1.227.427	12,4%	895.994	1.008.492	12,6%	795.097	844.056	6,2%
Total Liabilities + Total Equity	6.638.828	7.123.295	7,3%	4.665.062	4.940.917	5,9%	6.668.154	6.039.311	-9,4%
ROAE	10,9%	20,1%		3,1%	11,1%		-25,3%	0,7%	
ROAA	1,7%	3,4%		0,6%	2,2%		-3,0%	0,1%	

Banco Falabella and Financial Services Mexico: Operating data and Ratios

OPERATIONAL INFORMATION	Banco Falabella Chile			Banco Falabella Peru			Banco Falabella Colombia			Financial Services Mexico		
	mar-24	mar-25	Var. %	mar-24	mar-25	Var. %	mar-24	mar-25	Var. %	mar-24	mar-25	Var. %
	(MM CLP)			(M PEN)			(MM COP)			(M MEX)		
Loans from customers, gross	3.855.470	4.240.451	10,0%	3.570.746	3.461.972	-3,0%	5.285.234	4.817.728	-8,8%	4.205.144	5.477.641	30,3%
Allowance for loan losses	(233.452)	(228.782)	-2,0%	(367.423)	(317.934)	-13,5%	(477.390)	(303.213)	-36,5%	(511.911)	(584.311)	14,1%
Loan delinquency (+90 days)	136.045	108.114	-20,5%	192.534	106.385	-44,7%	317.832	183.003	-42,4%	173.913	176.192	1,3%
Current, Saving and checking Accounts	2.092.676	2.500.506	19,5%	1.387.675	771.123	-44,4%	2.423.974	2.489.327	2,7%	-	-	
Open Accounts (with balance)	2.496.671	2.699.503	8,1%	883.233	955.826	8,2%	994.942	923.318	-7,2%	396.833	479.890	20,9%
Average Loan (local currency)	1.544.244	1.570.827	1,7%	4.043	3.622	-10,4%	5.312.103	5.217.843	-1,8%	10.597	11.414	7,7%
Duration (months)	9,8	9,2	-5,6%	10,1	10,5	4,3%	9,6	9,2	-4,2%	4,8	5,3	10,4%
Branches	88	87	-1,1%	51	52	2,0%	75	66	-12,0%	-	-	
RATIOS												
Loan delinquency / Loans from customers, gross	3,5%	2,5%		5,4%	3,1%		6,0%	3,8%		4,1%	3,2%	
Allowance for loan losses/NPL	1,7	2,1		1,9	3,0		1,5	1,7		2,9	3,3	
Basilea	21,0%	19,4%		18,9%	22,1%		13,2%	15,7%		21,7%	22,4%	

Sales percentage using our payment methods (LTM)

	% CMR		% Total payments methods of Falabella	
	1Q24	1Q25	1Q24	1Q25
Chile - Falabella	38,8%	36,0%	46,5%	43,9%
Chile - Sodimac	22,3%	22,2%	31,2%	32,2%
Chile - Tottus	12,8%	14,2%	23,5%	27,1%
Peru - Falabella, Sodimac, Tottus	32,6%	30,9%	34,1%	33,5%
Colombia - Falabella y Sodimac	20,4%	18,3%	25,1%	23,4%
Mexico - Sodimac	12,8%	11,9%	12,8%	11,9%

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

	1Q24	% Rev.	1Q25	% Rev.	Var %
Revenues of Non-Banking Operations	2.392.526		2.653.179		10,9%
Revenues of Banking Operations	470.574		470.608		0,0%
Total Revenues	2.863.100	100,0%	3.123.787	100,0%	9,1%
COGS of Non-Banking Operations	(1.617.669)		(1.737.013)		7,4%
COGS of Banking Operations	(250.129)		(173.969)		-30,4%
Gross Profit	995.302	34,8%	1.212.805	38,8%	21,9%
SG&A Expenses (Exc.Dep + Amort.)	(698.351)		(741.693)		6,2%
Depreciation + Amortization	(116.847)		(110.441)		-5,5%
SG&A	(815.198)	-28,5%	(852.134)	-27,3%	4,5%
Operational Income	180.104	6,3%	360.671	11,5%	100,3%
EBITDA of Non-Banking Operations	229.221		336.443		46,8%
EBITDA of Banking Operations	67.730		134.669		98,8%
EBITDA	296.951	10,4%	471.112	15,1%	58,6%
Other Income	8.962		8.024		-10,5%
Net Financial Income / (Cost)	(76.652)		(92.136)		20,2%
Profit / (Loss) in Associates	5.778		10.277		77,9%
Exchange Rate Differences	(2.032)		12.201		NA
Non-Operating Profit	(63.944)	-2,2%	(61.634)	-2,0%	-3,6%
Profit Before Tax Expenses	116.160	4,1%	299.037	9,6%	157,4%
Income Tax	(36.858)		(72.771)		97,4%
Minority Interest	(20.802)		(34.259)		64,7%
Net Profit / (Loss)	58.500	2,0%	192.007	6,1%	228,2%

- Consolidated **revenues** grew 9.1% YoY, mainly driven by solid performance of all the retailers in local currency, thanks to an attractive and well executed commercial proposition. Falabella Retail stood out with a growth of 18.9% YoY, a reflection of improvements in the multi-specialist and for a greater flow of tourists to our stores in Chile, and the growth of our online business (Ecosystem's GMV: +17% YoY). Meanwhile, the banking business showed a stable evolution, with a loan portfolio that grew 2.1% YoY.
- Consolidated **EBITDA** grew 58.6% YoY, reaching CLP 471,112 million, with an EBITDA margin of 15.1% in the quarter. This result was driven by a gross profit 21.9% higher than that of the previous year, underscoring the contribution of the banking business (+CLP 76,194 million), attributed to greater net financial income and lower levels of cost of risk, and to Falabella Retail (+CLP 62,889 million), due to lower promotional activity, better inventory management and improvements in the profitability of the online channel. At the same time, SG&A expenses increased 4.5% at a consolidated level, in line with the average inflation rate of our markets, reflecting the efficiency in our structures.
- Non-operating income decreased 3.6% YoY, while net financial cost increased 20.2% YoY. This increase is primarily explained by the negative impact of the Chilean peso appreciation on foreign trade-related derivatives, as well as the effect of inflation on Plaza's debt, factors that were partially offset by lower gross debt. The above is partially compensated by foreign exchange gains associated with merchandise purchases. With this, **net income** reached CLP 192,007 million, tripling the figure recorded in 1Q24.

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

Sodimac

	Sodimac ⁽⁸⁾		
	1Q24	1Q25	(%, pbs)
Revenues	938.403	1.006.734	7,3%
Gross Profit	276.027	308.830	11,9%
Gross Margin	29,4%	30,7%	126
SG&A	(256.278)	(271.748)	6,0%
SG&A / Revenues	-27,3%	-27,0%	32
Operating Profit	19.749	37.082	87,8%
Operating Margin	2,1%	3,7%	158
EBITDA	64.565	81.218	25,8%
EBITDA Margin	6,9%	8,1%	119

Revenues

- Our revenues increased 7.3% YoY, highlighting the growths in Chile (+8.3% YoY, +5.1% SSS) and Peru (+8.3% YoY, +4.7% YoY in local currency and +5.2% SSS), in an environment of recovery in the construction sector.
 - Chile: transactions grew 3.9% YoY, mainly driven by the Retail customer, underscoring the Home and Garden & Outdoor categories. Additionally, continuing the trend seen the previous quarter, the B2B customer presents sales growth, driven mainly by adjustments to our strategy and value proposition.
 - Peru: growth during the quarter primarily explained by the Retail and PRO segment, highlighting the growth of the Hardware category (with positive performance in Tools) and Finishes (highlighting the performance in Bathrooms & Kitchen). Also, we progressed we concluded with the transformation of 4 Maestro stores to the Sodimac format, which have shown positive results in revenue increase (during the quarter 4 store transformations were concluded, totalizing 7 stores by the end of 1Q25).
 - Brazil: Revenue growth of 1.2% in local currency, mainly explained by an increase in average ticket prices, with stable sales in the Retail segment.
- Our e-commerce continues advancing in its strategy to become a specialist website, highlighting the 27% YoY, complementing our omnichannel proposition. In terms of SKUs, we multiplied by 5 and by 7 our online catalog in Chile and Peru, respectively, driven by the presence of sellers who contribute to our specialist proposal.

Operating Income

- In terms of profitability, we continue the recovery trend of our EBITDA margin, reaching 8.1% (+119 bps vs 1Q24 and +30 bps vs 4Q24), driven by better gross margin levels (+126 bps vs 1Q24), optimization of inventory levels and increased penetration of private labels (+1.8 pp vs 1Q24).
- In terms of SG&A expenses we see a 6.0% YoY growth, where Chile grows 9.4% YoY and Peru grows 4.0% YoY. In the case of Chile, the increase is explained, in part, by a larger penetration of the e-commerce, which responds to a strategy of expansion and strengthening of the digital channel.

⁸ Sodimac considers the Home Improvement operations in Chile, Peru, Brazil, Argentina and Uruguay, excluding the IKEA operation in these countries (Other Segment) and the operations in Colombia and Mexico which do not consolidate.

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

Falabella Retail

	Falabella Retail		
	1Q24	1Q25	(%, pbs)
Revenues	719.132	854.726	18,9%
Gross Profit	243.393	306.282	25,8%
Gross Margin	33,8%	35,8%	199
SG&A	(293.613)	(298.872)	1,8%
SG&A / Revenues	-40,8%	-35,0%	586
Operating Profit	(50.220)	7.410	NA
Operating Margin	-7,0%	0,9%	785
EBITDA	(13.242)	43.011	NA
EBITDA Margin	-1,8%	5,0%	687

Revenues

- Consolidated revenues increased 18.9% YoY, where Chile grows 27.1%, Peru grows 9.1% (+5.7% in local currency) and Colombia grows 5.6% (+11.9% in local currency), reflecting positive progress in our multi-specialist strategy.
 - Chile: the stores experienced a 31.6% increase in SSS, an acceleration vs 4Q24, attributed to attributed to a renewed commercial proposal, with positive results in the school campaign and, due to a greater flow of tourists to our stores. The 5 core categories show over 20% growth, highlighting the performance of Technology (both in stores and online, with positive performance of sellers) and Apparel.
 - Peru: we highlight the performance of the stores (+6.5% SSS), Leveraged in the Technology, Apparel and Beauty categories, with an online channel that grows mainly thanks to the Technology category.
 - Colombia: revenues grow driven by the Deco and Beauty categories, the latter thanks to a differentiating commercial offer, where both the stores (+14.4% SSS) and the online channel show significant YoY improvements.

Operational Income

- Gross margin reached 35.8% (+199 bps), with margin level improvements in the 3 countries (Chile: +91 bps; Peru: +435 bps; Colombia: +119 bps) due to lower levels of promotional activities leveraged by successful inventory planning, where the average age of inventories in Chile was reduced by 37% YoY.
- In terms of SG&A expenses, they grew 1.8% at a consolidated level, continuing the operational improvements and reaching a consolidated EBITDA margin of 5.0% (+687 bps vs 1Q24), where all 3 countries achieve a positive EBITDA margin, in one of the most challenging quarters for retail due to being a promotional period (Chile: 4.5% EBITDA margin, +820 bps YoY; Peru: 9.1%, +643 bps; Colombia: 0.1%, +287 bps).

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

Tottus

	Tottus ⁽⁸⁾		
	1Q24	1Q25	(%, pbs)
Revenues	556.427	604.597	8,7%
Gross Profit	138.845	152.901	10,1%
Gross Margin	25,0%	25,3%	34
SG&A	(125.561)	(137.625)	9,6%
SG&A / Revenues	-22,6%	-22,8%	(20)
Operating Profit	13.284	15.276	15,0%
Operating Margin	2,4%	2,5%	14
EBITDA	40.082	41.587	3,8%
EBITDA Margin	7,2%	6,9%	(32)

Revenues

- Our revenues increased 8.7% YoY, where Chile grew 7.6% YoY (+5.9% SSS), similar levels to those experienced in the last quarters, whereas Peru grows 9.4% YoY (+6.1% YoY in local currency; +4.4% SSS), despite the impact of the calendar effect of Easter (which occurred during the second quarter in 2025).
- Chile: sales were driven by the food segment (+8.0% YoY), highlighting categories of Meats, Cold Cuts, Dairy and Frozen Foods with growth exceeding double digits, in line with the strategy of strengthening our assortment (+12% in food vs 1Q24) and of optimizing the layout of our stores (food increases its sales' participation in 52 bps vs 1Q24). This, allows an increase in number of customers, a greater purchase frequency and a higher average ticket.
- Peru: we observe similar sales growth in the food and non-food categories, highlighting the categories of Prepared Dishes, Fruits and Vegetables and Electro with double-digit growth. In terms of format, Precio Uno grows 12% in local currency vs 1Q24, driven by its value proposition with a focus on low prices, assortment optimization and layout.
- E-commerce continues with positive performance, growing 25% YoY. Meanwhile, online penetration reached 5% (+73 bps vs 1Q24).

Operational Income

- During the quarter, we reached an EBITDA margin of 6.9% (-32 bps vs 1Q24), with improvement in gross margin (+34 bps vs 1Q24), explained by Peru (+66 bps vs 1Q24). In the case of Chile, we observed similar levels of gross margin (-8 bps vs 1Q24), mainly explained by the sales mix towards categories with lower margin levels, but with a positive impact on sales.
- In terms of SG&A expenses we registered a 9.6% YoY growth, where Chile grew 9.1% YoY and Peru grew 10.1%. In the case of Chile, SG&A expenses were impacted by the closure of two stores (Gerónimo Alderete in Santiago and Los Andes in Valparaíso), with higher severance pay expenses in the period, the operation of the Quillayes store (opened in December 24) and an increase in energy costs, while in Peru, the increase is explained in part by the adjustment to higher maintenance expenses, performance-related bonuses linked to 2024 results, the minimum wage (effective January 25), and the opening of a new store in Punta Hermosa.

⁸ Tottus considers the supermarket businesses in Chile and Peru, under the Tottus and Precio Uno brands.

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

Banco Falabella

	Banco Falabella		
	1Q24	1Q25	(%, pbs)
Revenues	470.574	470.608	0,0%
Gross Profit	220.445	296.639	34,6%
Gross Margin	46,8%	63,0%	1.619
SG&A	(162.829)	(170.643)	4,8%
SG&A / Revenues	-34,6%	-36,3%	(166)
Operating Profit	57.616	125.996	118,7%
Operating Margin	12,2%	26,8%	1.453
EBITDA	67.730	134.669	98,8%
EBITDA Margin	14,4%	28,6%	1.422

Revenues

- Our strategy to build the leading digital bank in the Andean region continues progressing.
 - Chile: the loan portfolio grew 10% YoY in the quarter, which added to lower funding cost levels due to increased sight deposits (11.2% YoY) and lower rates, in line with our strategy to become the primary bank of our customers, which allowed us to increase net financial income by 19.3% YoY. In addition, net commission income grew by 27.8%, explained by the greater predominance of our products and an increase in transaction levels.
 - Peru: loan portfolio decreased 3.0% YoY, slowing its rate of decline compared to previous quarters. Net financial income grew 8% YoY, in local currency, mainly by a 79.1% YoY increase in sight deposits and to financial expenses.
 - Colombia: loan portfolio decreased 8.8% YoY in local currency with net commission income growing 26.1% YoY in local currency.

Operational Income

- Gross margin reached 63.0% (+1,619 bps vs 1Q24), explained by lower levels of funding costs and better levels of risk in the 3 countries (NPL of 2.5% in Chile, 3.1% in Peru and 3.8% in Colombia), which allows us to continue the positive trend of 2024. In the case of the bank in Chile, we see cost of risk levels lower than those of recent years, while in Peru and Colombia we continue to make progress in normalization.
- SG&A expenses grew 4.8% YoY, where Chile declined 1.0% YoY, Peru increased 29.2% YoY (+25% in local currency) and Colombia decreased 4.7% YoY (stable YoY in local currency). In the case of Peru, SG&A expenses are growing mainly due to higher spending on loyalty and advertising.

3. 1Q25 CONSOLIDATED RESULTS (CLP million)

Mallplaza

	Plaza S.A.		
	1Q24	1Q25	(%, pbs)
Revenues	114.106	156.045	36,8%
Gross Profit	101.372	142.705	40,8%
Gross Margin	88,8%	91,5%	261
SG&A	(15.767)	(22.126)	40,3%
SG&A / Revenues	-13,8%	-14,2%	(36)
Operating Profit	85.605	120.579	40,9%
Operating Margin	75,0%	77,3%	225
EBITDA	86.851	123.847	42,6%
EBITDA Margin	76,1%	79,4%	325

Revenues

- Consolidated revenues increased 36.8% YoY, largely explained by the consolidation of the operation of the assets of Mallpalza and Open Plaza in Peru (which has no impact at the level of Falabella S.A.), in addition to improvements in revenue from contract indexation, higher revenue from parking and from the start of the operation of Mallplaza Cali at the end of 1Q24. The strength and attractiveness of our value proposition is reflected in our 2.34 million of m² of GLA, with 96.1% levels of occupation and the over 93 million people who visited us during the quarter.

Operational Income

- EBITDA margin reached 79.4 % (+325 bps vs 1Q24), explained by greater level of gross margin +261 bps vs 1Q24) and by SG&A expenses which grew 40.3% YoY, mainly due to the consolidation of the operation in Peru and, to a lesser extent, due to higher expenses in employee benefits, offset by lower expenses for provision for doubtful accounts.

4. RETAIL REVENUES (CLP million)

	1Q24	1Q25	Var %	Var Local Currency %	SSS Local Currency %
SODIMAC					
Chile	624.369	676.045	8,3%	8,3%	5,1%
Peru	195.558	211.857	8,3%	4,7%	5,2%
Colombia	353.398	373.698	5,7%	11,6%	8,6%
Mexico	48.297	43.820	-9,3%	7,2%	-3,2%
Brazil	71.715	62.477	-12,9%	1,2%	1,9%
Argentina	26.884	36.134	34,4%	90,7%	101,3%
Uruguay	19.876	20.220	1,7%	10,7%	9,8%
FALABELLA RETAIL					
Chile	411.502	522.857	27,1%	27,1%	31,6%
Peru	198.819	216.965	9,1%	5,7%	6,5%
Colombia	108.811	114.904	5,6%	11,9%	14,4%
TOTTUS					
Chile	238.696	256.886	7,6%	7,6%	5,9%
Peru	317.731	347.711	9,4%	6,1%	4,4%

5. ONLINE CHANNEL INDICATORS (CLP million)^{9,10}

Online GMV	1Q24	% Total	1Q25	% Total	Var %	LTM
Home improvement	150.560	29%	191.833	31%	27%	741.336
Falabella Retail	350.833	66%	391.986	64%	12%	1.795.865
Tottus	26.187	5%	32.825	5%	25%	139.938
Total Online GMV	527.580	100%	616.644	100%	17%	2.677.139

Online GMV by country	1Q24	% Total	1Q25	% Total	Var %	LTM
Chile	317.004	60%	390.261	63%	23%	1.630.887
Peru	130.317	25%	139.907	23%	7%	669.844
Colombia	48.675	9%	56.416	9%	16%	244.231
Others	31.583	6%	30.060	5%	-5%	132.177
Total GMV by country	527.580	100%	616.644	100%	17%	2.677.139

Online Penetration	1Q24	1Q25	UDM 1Q24	UDM 1Q25
Home improvement	13%	15%	14%	16%
Falabella Retail	39%	37%	40%	39%
Tottus	4%	5%	5%	5%
Total	20%	21%	21%	22%

⁹ 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.

¹⁰ As of the first quarter of 2024, the GMV calculation has been reprocessed in Home Improvement and Falabella Retail.

6. NUMBER OF STORES AND SALES AREAS FOR RETAIL FORMAT¹¹

	March 2024		March 2025	
	Sales Area (sqm)	Stores (#)	Sales Area (sqm)	Stores (#)
Sodimac	1.993.833	263	2.005.068	261
Chile	786.622	87	790.131	86
Peru	392.939	56	385.241	55
Colombia	399.656	42	400.730	42
Mexico	115.122	13	132.674	15
Brazil	193.669	54	190.466	52
Argentina	72.207	7	72.207	7
Uruguay	33.619	4	33.619	4
Falabella Retail	668.812	103	668.976	104
Chile	295.007	44	297.877	44
Peru	195.297	33	196.909	35
Colombia	178.509	26	174.191	25
Tottus	515.379	161	516.149	161
Chile	228.733	72	226.666	71
Peru	286.646	89	289.483	90
IKEA	41.415	3	70.161	5
Chile	27.055	2	27.055	2
Colombia	14.360	1	43.106	3
Total Stores	3.219.439	530	3.260.354	531

7. NUMBER OF SHOPPING CENTERS AND LEASABLE AREA OF REAL ESTATE OPERATORS^{12,13}

	March 2024		March 2025	
	GLA (sqm)	Shopping Malls (#)	GLA (sqm)	Shopping Malls (#)
Mallplaza	2.323.297	37	2.342.178	37
Chile	1.429.946	17	1.450.909	17
Peru	621.601	15	619.333	15
Colombia	271.750	5	271.936	5
Open	224.106	10	224.126	10
Chile	224.106	10	224.126	10
Total Real Estate	2.547.403	47	2.566.304	47

¹¹ As of the first quarter of 2024, the sales area for Tottus in Chile has been reprocessed.

¹² Open includes Power Centers and Shopping Centers, which are locations where there are two anchor stores and smaller stores, other than those operated by Mallplaza. Autoplaza is not considered a separate shopping center.

¹³ Starting from 4Q24, the GLA in square meters corresponding to Open Plaza Peru's operations was incorporated under Mallplaza Peru.

8. COLLECTION DAYS¹⁴, PAYMENT DAYS AND INVENTORY DAYS¹⁵

CHILE								
	Home Improvement		Falabella Retail		Tottus		Plaza S.A.	
	1Q24	1Q25	1Q24	1Q25	1Q24	1Q25	1Q24	1Q25
Average Collection Period	11,1	14,1	15,0	13,5	6,7	7,9	38,0	33,0
Average Payment Period	43,5	50,7	76,8	72,3	49,6	48,2	NA	NA
Days of Inventory	70,5	76,7	109,0	100,9	51,9	50,7	NA	NA

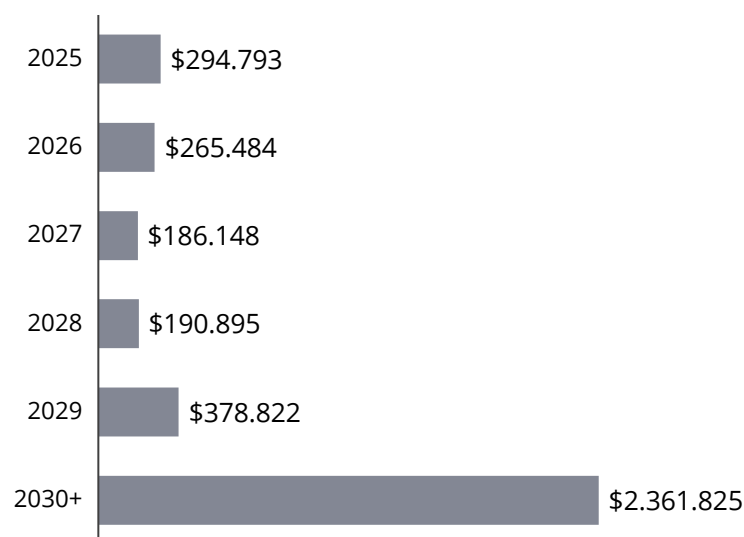
INTERNATIONAL OPERATIONS ¹⁶						
	Peru		Colombia		Brazil	
	1Q24	1Q25	1Q24	1Q25	1Q24	1Q25
Average Collection Period	5,7	4,4	10,9	12,4	67,2	68,0
Average Payment Period	56,5	65,8	133,3	129,0	108,8	119,0
Days of Inventory	92,1	96,6	155,0	153,4	152,1	149,4

9. LEVERAGE AND DEBT PROFILE (CLP million)¹⁷

DEBT (CLP\$ million)	Note #	1Q25
Total Banks	19. a)	565.308
Total Bonds	19. a)	3.355.959
Total Other financial liabilities	19. a)	71.072
Other financial assets	4.	(314.373)
(-) Cash and cash equivalents	3.	(1.074.929)
Net Financial Debt		2.603.037
EBITDA (CLP\$ million)		1Q25 LTM
EBITDA non banking		1.257.891
Adjustments to exclude IFRS16		(208.785)
EBITDA non banking w/o IFRS16		1.049.106
Net Financial Debt /EBITDA		2,5x

Debt Maturity Profile

Non-banking businesses, after hedging derivatives



Financial Debt: CLP 3,677,966 million

¹⁴ Collection days do not include receivables from Promotora CMR and retail formats, which are Department Stores, Home Improvement and Supermarkets.

¹⁵ 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. Starting with this report, working capital days are calculated using the quarterly average for balance sheet accounts.

¹⁶ These indicators include retail businesses only, except for Peru, which includes Maestro's two real estate companies.

¹⁷ Financial Debt = Bank loans + Bond obligations + Other financial liabilities + Hedging assets + Derivative instruments.

10. FINANCIAL STATEMENTS – STATEMENT OF INCOME

	As of March 31st, 2025 TH\$	As of March 31st, 2024 TH\$
STATEMENT OF INCOME		
Non-banking Business		
Revenue from continuing operations	2,653,179,247	2,392,525,649
Cost of sales	(1,737,013,039)	(1,617,669,169)
Gross Profit	916,166,208	774,856,480
Distribution costs	(45,055,521)	(37,683,197)
Administrative expenses	(611,779,617)	(592,391,917)
Other expenses, by function	(24,655,229)	(22,293,910)
Other gains (losses)	8,023,633	8,961,685
Financial income	20,760,631	28,765,129
Financial expenses	(94,038,014)	(90,388,715)
Equity interest in profits (losses) of associates accounted for using the equity method	10,036,743	5,606,295
Foreign currency translation	12,201,239	(2,032,213)
Income from indexation units	(18,860,288)	(15,027,684)
Profit (Loss), before Taxes	172,799,785	58,371,953
Income tax profit (expense)	(43,348,541)	(23,193,990)
Profit (Loss) from Non-banking Business	129,451,244	35,177,963
Banking Services (Presentation)		
Interest revenue	351,193,012	358,719,206
Interest expenses	(61,589,132)	(105,697,939)
Net Income from Interest	289,603,880	253,021,267
Indexation revenue	10,724,148	6,483,274
Indexation expenses	(7,410,802)	(4,777,198)
Net Income from Indexation	3,313,346	1,706,076
Fee revenue	105,917,900	92,675,791
Fee expenses	(33,351,858)	(31,024,919)
Net Fee Income	72,566,042	61,650,872
Net income from financial operations	9,188,611	17,189,688
Net exchange gains (losses)	4,685,951	2,935,271
Other operating income	2,772,930	12,696,023
Provision for loan losses	(85,492,186)	(128,754,126)
Total Operating Income, net	296,638,574	220,445,071
Employee remunerations and expenses	(39,946,260)	(38,782,184)
Administrative expenses	(108,089,941)	(100,257,194)
Depreciation and amortization	(8,673,006)	(10,113,516)
Other operating expenses	(13,933,774)	(13,675,971)
Total Operating Expenses	(170,642,981)	(162,828,865)
Operating Income	125,995,593	57,616,206
Income from equity method investments in companies	240,191	171,756
Income before Income Taxes	126,235,784	57,787,962
Income tax expense	(29,421,836)	(13,664,267)
Profit (loss) from Banking Business	96,813,948	44,123,695
Profit (Loss)	226,265,192	79,301,658
Profit (loss), Attributable to:		
Owners of the parent	192,006,501	58,499,798
Non-controlling interests	34,258,691	20,801,860
Profit (Loss)	226,265,192	79,301,658
Earnings (loss) per share		
Basic earnings (loss) per share		
Basic earnings (loss) per share from continuing operations	0,077	0,023
Basic Earnings (Loss) per Share	0,077	0,023
Diluted Earnings (Loss) per Share		
Diluted earnings (loss) per share from continuing operations	0,077	0,023
Diluted Earnings (Loss) per Share	0,077	0,023

10. FINANCIAL STATEMENTS – BALANCE SHEET

	As of March 31st, 2025 TH\$	As of December 31st, 2024 TH\$
BALANCE SHEET		
Assets		
Non-banking Businesses		
Current assets		
Cash and cash equivalents	1.074.929.269	1.638.385.191
Other financial assets	78.095.785	149.409.699
Other non-financial assets	166.716.037	150.866.320
Trade and other accounts receivable	433.030.944	496.440.453
Accounts receivable from related parties	15.733.376	18.134.711
Inventory	1.785.005.177	1.684.564.942
Tax assets	95.518.990	90.685.950
Total of current assets different from those assets or disposal groups classified as held for sale or as held for distribution to owners	3.649.029.578	4.228.487.266
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	231.581.044	235.811.138
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	231.581.044	235.811.138
Total Current Assets	3.880.610.622	4.464.298.404
Non-current Assets		
Other financial assets	289.470.507	411.897.329
Other non-financial assets	75.354.684	72.096.177
Accounts receivable from clients	70.727.383	71.282.998
Accounts receivable to related parties	30.111.093	30.909.031
Investments accounted for using the equity method	391.188.568	381.476.705
Intangible assets other than goodwill	233.613.599	240.019.893
Goodwill	682.542.250	687.154.476
Property, plant and equipment	3.827.879.122	3.909.695.152
Investment properties	4.887.384.603	4.893.232.252
Deferred tax assets	619.647.897	633.217.565
Total Non-current Assets	11.107.919.706	11.330.981.578
Total Assets – Non-banking Business	14.988.530.328	15.795.279.982
Banking Services Assets (Presentation)		
Cash and bank deposits	585.941.108	623.511.756
Transactions with settlement in progress	107.017.334	116.883.940
Financial assets at fair value held for trading	451.196.722	469.091.803
Retro-purchase agreements and securities loans	22.003.910	11.344.807
Debt financial instruments	41.018.197	122.289.433
Financial derivative contracts	654.387.580	715.383.422
Due from banks	795.894	9.395.914
Loans and receivables from clients - Commercial	71.486.227	73.531.841
Loans and receivables from clients - Mortgage	652.442.405	640.051.754
Loans and receivables from clients - Consumer	5.153.468.116	5.111.178.283
Financial assets at fair value with impact in other comprehensive income	1.483.940.988	998.809.575
Investments in companies	4.822.108	5.162.193
Intangibles	62.893.791	63.007.626
Property, plant and equipment	46.873.229	48.414.576
Current taxes	42.045.433	39.365.581
Deferred taxes	136.943.815	144.613.865
Other assets	215.709.313	274.523.714
Total Bank Services Assets	9.732.986.170	9.466.560.083
Total Assets	24.721.516.498	25.261.840.065

10. FINANCIAL STATEMENTS – BALANCE SHEET (CONT.)

	As of March 31st, 2025 TH\$	As of December 31st, 2024 TH\$
BALANCE SHEET		
Net Equity and Liabilities		
Non-banking Business		
Current Liabilities		
Other financial liabilities	465.643.527	615.774.402
Leasing liabilities, current	126.109.394	123.373.888
Trade and other accounts payable	1.441.396.945	1.603.267.517
Accounts payable to related parties	16.803.472	19.219.003
Other current provisions	24.686.995	24.262.692
Current tax liabilities	44.953.838	41.711.867
Employee benefits provisions	178.189.503	233.403.736
Other non-financial liabilities	184.097.939	230.930.270
Total Current Liabilities	2.481.881.613	2.891.943.375
Non-current Liabilities		
Other financial liabilities	3.526.695.351	3.992.765.385
Leasing liabilities, non-current	1.255.105.804	1.275.826.503
Trade and other accounts payable, non-current	1.422.929	1.418.748
Accounts Payable to Related Entities, non-current	15.295.000	15.295.000
Other long-term provisions	15.171.920	15.384.646
Deferred tax liabilities	945.570.011	962.860.540
Employee benefits provision	65.155.595	62.029.525
Other non-financial liabilities	89.752.862	88.988.319
Total Non-current Liabilities	5.914.169.472	6.414.568.666
Total Non-banking Business Liabilities	8.396.051.085	9.306.512.041
Banking Services Liabilities (Presentation)		
Deposits and other demand liabilities	2.131.909.253	2.189.551.483
Transactions with settlement in progress	202.746.238	102.150.285
Time deposits and other term deposits	3.617.474.948	3.489.493.252
Financial derivative contracts	697.553.105	748.627.973
Due to banks	87.486.645	9.801.281
Debt instruments issued	314.104.255	324.850.982
Issued regulatory capital financial instruments	20.400.899	19.970.764
Other financial obligations	42.585.102	43.976.226
Leasing liabilities	21.856.975	21.531.519
Current taxes	64.404.093	50.662.964
Provisions	28.024.648	31.807.252
Other liabilities	471.193.288	481.350.268
Total Banking Services Liabilities	7.699.739.449	7.513.774.249
Total Liabilities	16.095.790.534	16.820.286.290
Net Equity		
Issued capital	919.419.389	919.419.389
Retained earnings	5.993.298.574	5.801.292.073
Share premium	93.482.329	93.482.329
Other reserves	(17.958.311)	14.173.400
Equity attributable to owners of the parent	6.988.241.981	6.828.367.191
Non-controlling interests	1.637.483.983	1.613.186.584
Total Equity	8.625.725.964	8.441.553.775
Total Equity and liabilities	24.721.516.498	25.261.840.065

10. FINANCIAL STATEMENTS – CASH FLOW

	As of March 31st, 2025 TH\$	As of March 31st, 2024 TH\$
STATEMENT OF CASH FLOW		
Non-banking Business (Presentation)		
Classes of cash receipts from operating activities		
Receipts from sales of goods and services	3,214,107,580	2,855,329,364
Classes of cash payments		
Payments to suppliers for goods and services	(2,666,413,183)	(2,451,634,276)
Payments to and on behalf of employees	(381,297,313)	(360,463,078)
Income taxes paid	(49,384,866)	(43,458,184)
Other outflows of cash	(110,124,347)	(91,976,399)
Subtotal net cash flows from operating activities from Non-Banking Businesses	6,887,871	(92,202,573)
Banking Businesses (Presentation)		
Consolidated net income (loss) for the period	96,813,948	44,123,695
Charges (credits) to income that do not involve cash movements:		
Depreciation and amortization	8,673,006	10,113,516
Credit risk allowances	114,885,683	156,910,250
Net income from investments in companies with significant influence	(240,191)	(171,756)
Other (credits) charges not affecting cash flows	29,421,836	13,664,267
Net changes in accrued interest, indexation and commission on assets and liabilities	(6,044,458)	(3,387,955)
Changes in assets and liabilities that affect operating cash flows:		
Increase (decrease) from repurchase agreements and securities loans	(10,659,103)	(2,538,816)
Net increase from due from banks	8,600,020	933,553
Increase (decrease) in customer loans and receivables	(139,956,310)	(171,640,112)
Net (increase) decrease in instruments held for trading	86,137,697	45,724,417
Increase (decrease) in deposits and other demand obligations	(57,642,230)	38,236,684
Increase (decrease) in savings accounts and other term deposits	106,461,912	37,227,353
Decrease in obligations to banks	77,685,364	930,482
Other inflows (outflows) of cash	38,646,983	(19,932,393)
Subtotal net cash flows from operating activities from Banking Businesses	352,784,157	150,193,185
Net cash flows from operating activities	359,672,028	57,990,612
Cash flows from (used in) investing activities		
Non-Banking Businesses (Presentation)		
Cash flows from loss of control of subsidiaries or other businesses	388,390	-
Contributions to associates	(7,168,000)	(7,327,950)
Loans to related parties	2,378,496	7,139,826
Proceeds from sales of property, plant and equipment	1,007,929	7,728,425
Purchases of property, plant and equipment	(19,732,403)	(54,162,403)
Purchases of intangible assets	(2,089,028)	(1,619,848)
Proceeds from other long-term assets	3,835,356	7,821,832
Purchases of other long-term assets	(16,522,785)	(20,216,461)
Dividends received	6,483	5,906
Interest received	10,965,905	14,187,538
Other inflows (outflows) of cash	(106,665)	6,913,023
Subtotal net cash flows used in investing activities for Non-Banking Businesses	(27,036,322)	(39,530,112)
Banking Businesses (Presentation)		
Net decrease (increase) in financial assets at fair value through other comprehensive income	(26,371,316)	222,912,623
Purchases of property, plant and equipment	(4,883,442)	(2,938,489)
Dividends received	144,212	-
Subtotal net cash flows from (used in) investing activities for Banking Businesses	(31,110,546)	219,974,134
Net cash flows used in investing activities	(58,146,868)	180,444,022
Cash flows from (used in) financing activities		
Non-Banking Businesses (Presentation)		
Proceeds from issuing shares	-	3,607,770
Proceeds from short-term borrowings	281,491,457	201,056,693
Total proceeds from borrowings	281,491,457	201,056,693
Repayment of borrowings	(694,733,004)	(206,916,174)
Dividends paid	(55,497,999)	(2,968,065)
Interest paid	(51,468,449)	(57,979,741)
Other (outflows) of cash	(6,206,348)	461,851
Subtotal net cash flows from (used in) financing activities for Non-Banking Businesses	(526,414,343)	(62,737,666)
Banking Businesses (Presentation)		
Letters of credit redeemed	(1,990,794)	(2,608,608)
Repayment of borrowings and other liabilities	(19,464,979)	(20,532,802)
Subtotal net cash flows from (used in) financing activities for Banking Businesses	(21,455,773)	(23,141,410)
Net cash flows from (used in) financing activities	(547,870,116)	(85,879,076)
Net increase (decrease) in cash and cash equivalents before effect of exchange rate changes	(246,344,956)	152,555,558
Effect of exchange rate changes on cash and cash equivalents		
Effect of exchange rate changes on cash and cash equivalents	(28,743,642)	61,839,459
Net increase in cash and cash equivalents	(275,088,598)	214,395,017
Cash and cash equivalents at beginning of the period	3,193,021,899	2,430,027,253
Cash and cash equivalents at end of the period	2,917,933,301	2,644,422,270

10. FINANCIAL STATEMENTS –BALANCE SHEET EXPLANATIONS

	As of December 31st, 2024	As of March 31st, 2025	Var %
Current Assets - Non Banking Business	4.464.298	3.880.610	-13,1%
Non Current Assets - Non Banking Business	11.330.982	11.107.920	-2,0%
Total Assets - Non Banking Business	15.795.280	14.988.530	-5,1%
Total Assets - Banking Business	9.466.560	9.732.986	2,8%
Total Assets	25.261.840	24.721.516	-2,1%
Current Liabilities - Non Banking Business	2.891.943	2.481.882	-14,2%
Non Current Liabilities - Non Banking Business	6.414.569	5.914.169	-7,8%
Total Liabilities - Non Banking Business	9.306.512	8.396.051	-9,8%
Total Liabilities - Banking Business	7.513.774	7.699.739	2,5%
Total Liabilities	16.820.286	16.095.790	-4,3%
Total Equity	8.441.554	8.625.726	2,2%
Total Liabilities + Equity	25.261.840	24.721.516	-2,1%

Assets

Non-banking current assets decreased by CLP 583,688 million compared to December 2024, mainly driven by a decrease in cash and cash equivalents by CLP 563,456 million due to the payment and prepayment of financial liabilities and dividend payments, and a decrease in other current financial assets by CLP 71,314 million due to derivatives, partially offset by an increase in inventories by CLP 100,440 million due to higher products for sale.

Meanwhile, non-banking non-current assets decreased by CLP 223,062 million, explained, in large part, by a decrease in non-current financial assets of CLP 122,427 million for derivatives, in addition to a decrease in property, plant and equipment in CLP 81,816 million, mainly due to depreciation and conversion, partially offset by additions according to the investment plan.

In the case of banking businesses, total assets increased by CLP 266,426 million compared to December 2024, mainly due to the increase in financial assets at fair value with changes in other comprehensive income by CLP 485,131 million, offset by the decrease in debt financial instruments by CLP 81,271 million, decrease in financial derivative contracts by CLP 60,996 million, in addition to lower cash and bank deposits by CLP 37,571 million due to lower term deposits.

As a result of the above, the consolidated **total assets** decreased by CLP 540,324 million.

10. FINANCIAL STATEMENTS –BALANCE SHEET EXPLANATIONS

	As of December 31st, 2024	As of March 31st, 2025	Var %
Current Assets - Non Banking Business	4.464.298	3.880.610	-13,1%
Non Current Assets - Non Banking Business	11.330.982	11.107.920	-2,0%
Total Assets - Non Banking Business	15.795.280	14.988.530	-5,1%
Total Assets - Banking Business	9.466.560	9.732.986	2,8%
Total Assets	25.261.840	24.721.516	-2,1%
Current Liabilities - Non Banking Business	2.891.943	2.481.882	-14,2%
Non Current Liabilities - Non Banking Business	6.414.569	5.914.169	-7,8%
Total Liabilities - Non Banking Business	9.306.512	8.396.051	-9,8%
Total Liabilities - Banking Business	7.513.774	7.699.739	2,5%
Total Liabilities	16.820.286	16.095.790	-4,3%
Total Equity	8.441.554	8.625.726	2,2%
Total Liabilities + Equity	25.261.840	24.721.516	-2,1%

Liabilities and Equity

Non-banking current liabilities decreased by CLP 410,061 million compared to December 2024, mainly explained by a decrease in trade and other payables by CLP 161,871 million and other current financial liabilities by CLP 150,131 million. In turn, non-banking non-current liabilities decreased by CLP 500,400 million mainly due to the decrease in other non-current financial liabilities by CLP 466,070 million due to prepayment of bonds and loan payments.

Meanwhile, the total liabilities of banking businesses increased by CLP 185,965 million, mainly due to an increase in deposits and other term deposits and operations with settlement in progress.

As a result, **total liabilities** decreased by CLP 724,496 million.

Total equity increased by CLP 184,172 million compared to December 2024, mainly due to the result of the period, offset by translation and hedging reserves.

10. FINANCIAL STATEMENTS – CASH FLOW EXPLANATIONS

	As of March 31st, 2024	As of March 31st, 2025	Var %
Cash flow from operating activities - Non Banking Business	(92.203)	6.888	NA
Cash flow from operating activities - Banking Business	150.193	352.784	134,9%
Cash flow from operating activities	57.990	359.672	520,2%
Cash flow from investment activities - Non Banking Business	(39.530)	(27.036)	-31,6%
Cash flow from investment activities - Banking Business	219.974	(31.111)	NA
Cash flow from investment activities	180.444	(58.147)	NA
Cash flow from financing activities - Non Banking Business	(62.738)	(526.414)	739,1%
Cash flow from financing activities - Banking Business	(23.141)	(21.456)	-7,3%
Cash flow from financing activities	(85.879)	(547.870)	538,0%
Decrease in cash and cash equivalents	152.555	(246.345)	NA
Impact of exchange rate differences on cash and cash equivalents	61.839	(28.744)	NA
Cash and cash equivalents at the beginning of the period	2.430.027	3.193.022	31,4%
Cash and cash equivalents at the end of the period	2.644.422	2.917.933	10,3%

Non-banking operating cash flow increased by CLP 99,091 million, mainly due to higher customer collections by CLP 358,778 million, this is offset by higher payments to suppliers by CLP 214,779 million, by payments for inventory purchases in December and higher purchases during the current year. The **operating cash flow** of the banking business increased by CLP 202,591 million, due to an increase in obligations with banks in CLP 76,755 million, an increase in deposits and time deposits in CLP 69,235 million, a decrease in instruments for trading in CLP 40,413 million and an increase in other operating cash flow due to higher collections of guarantees in CLP 58,579 million, this is offset by a decrease in demand deposits in CLP 95,879 million.

Non-banking investment cash flow show a positive variation of CLP 12,494 million, mainly due to lower purchases of property, plant and equipment and other long-term assets (investment properties). **Banking business investment cash flow** show a negative variation of CLP 251,085 million, mainly due to financial assets at fair value with changes in other comprehensive income, which generate a variation of CLP 249,284 million, as a result of higher investments in the current year compared to sales made the previous year.

Non-bank financing cash flow show a negative variation of CLP 463,676 million, mainly due to higher loan payments and higher dividend payments. **Banking business financing cash flow** show a positive variation of CLP 1,685 million, mainly due to lower loan payments.

10. FINANCIAL STATEMENTS – CASH FLOW EXPLANATIONS

Cash Flow – Chilean Businesses (CLP million)

As of March 31st, 2025					
	Home Improvement	Falabella Retail	Tottus	Banco Falabella	Plaza S.A.
Cash flow from operating activities	6.418.474	(4.423.292)	5.354.550	347.537.314	117.636.945
Cash flow from investing activities	(1.745.906)	(3.129.526)	(453.137)	(27.474.492)	(15.604.927)
Cash flow from financing activities	(6.962.047)	14.976.157	(8.328.663)	(7.999.494)	(21.566.253)
Increase (decrease) in cash and cash equivalents	(2.289.479)	7.423.339	(3.427.250)	312.063.328	80.465.765
Impact of exchange rate differences on cash and cash equivalents	2.284.079	(349.791)	(26.892)	(1.594.103)	(1.449.422)
Cash and cash equivalents at the beginning of the period	10.813.593	73.102.258	5.916.860	1.226.406.164	179.173.763
Cash and cash equivalents at the end of the period	10.808.193	80.175.806	2.462.718	1.536.875.389	258.190.106

As of March 31st, 2024					
	Home Improvement	Falabella Retail	Tottus	Banco Falabella	Plaza S.A.
Cash flow from operating activities	31.002.330	(138.133.028)	(10.609.492)	110.625.023	67.202.271
Cash flow from investing activities	(2.624.490)	(1.751.102)	(2.571.471)	217.752.750	(16.585.562)
Cash flow from financing activities	(22.562.545)	113.860.275	12.645.936	(8.638.835)	(50.839.945)
Increase (decrease) in cash and cash equivalents	5.815.295	(26.023.855)	(535.027)	319.738.938	(223.236)
Impact of exchange rate differences on cash and cash equivalents	(2.531.805)	(471.538)	(20.352)	3.496.706	2.596.145
Cash and cash equivalents at the beginning of the period	10.795.142	71.604.181	6.175.379	1.100.575.975	202.015.648
Cash and cash equivalents at the end of the period	14.078.632	45.108.788	5.620.000	1.423.811.619	204.388.557

Cash Flow – International Operations (CLP million)

As of March 31st, 2025			
	Peru	Colombia	Brazil
Cash flow from operating activities	(180.659.249)	(88.916.976)	(2.404.904)
Cash flow from investing activities	(1.294.236)	(10.582.569)	(394.779)
Cash flow from financing activities	(33.729.262)	42.505.200	(2.139.559)
Increase (decrease) in cash and cash equivalents	(215.682.747)	(56.994.345)	(4.939.242)
Impact of exchange rate differences on cash and cash equivalents	(16.144.596)	1.120.827	184.111
Cash and cash equivalents at the beginning of the period	585.285.124	225.113.043	6.744.427
Cash and cash equivalents at the end of the period	353.457.781	169.239.525	1.989.296

As of March 31st, 2024			
	Peru	Colombia	Brazil
Cash flow from operating activities	(47.193.128)	(93.026.280)	1.617.225
Cash flow from investing activities	(453.734)	(34.396.686)	(1.756.251)
Cash flow from financing activities	(38.614.561)	93.334.955	(3.824.826)
Increase (decrease) in cash and cash equivalents	(86.261.423)	(34.088.011)	(3.963.852)
Impact of exchange rate differences on cash and cash equivalents	39.271.901	16.710.589	695.999
Cash and cash equivalents at the beginning of the period	348.790.990	199.430.413	10.055.237
Cash and cash equivalents at the end of the period	301.801.468	182.052.991	6.787.384

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.grupofalabella.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 on 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 main cardholders with a balance, arrears of less than 90 days and with voluntary transactions in the last 12 months.
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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