

# Corporate Presentation 4Q-2025

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+ [falabella.com](https://falabella.com)

 SODIMAC

 TOTTUS

 mallplaza

 Banco Falabella

# CAUTIONARY STATEMENT

These webcasts, presentations and transcripts contain "forward-looking statements," relating to, among other things, future operating and financial results, project performance, expenses, the impact of acquisitions and divestments, business strategy and any restructuring plans. These statements use words, and variations thereof, such as the future tense verbs generally, "plan", "intend", "expect", "anticipate", "estimate", "maintain", "project", "continue", "reduce" and "grow". We caution you not to rely on these forward-looking statements as the basis for any investment or divestment decisions regarding securities issued by the Company. These statements are based on assumptions and expectations of future events at the time they are made and, therefore, are subject to uncertainty.

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](http://www.cmfchile.cl)).

The information contained in each of these presentations pertain to the dates and for the time periods indicated therein, and the company assumes no obligation to update any of the information contained in these materials. Accordingly, you should not rely on the accuracy of any statements or other information contained in any archived webcast or video on demand as the basis for investment or divestment decisions in securities issued by the company.

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



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

## Key Figures<sup>1</sup>

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**37 million**

Ecosystem Customers



**US\$ 14.7 Bn**

Total Revenue



**US\$ 3.3 Bn**

Online GMV



**US\$ 2.1 Bn**

EBITDA



**US\$ 13,6 Bn<sup>2</sup>**

**(+10% YoY)**

Retailers Revenue

**US\$ 721 MM<sup>1</sup>**

**(+32% YoY)**

Mallplaza Revenue

**US\$ 8,4 Bn<sup>3</sup>**

**(+18% YoY)**

Gross Loan Book

**+21.6 MM<sup>1</sup>**

Loyalty program participants

**+50%<sup>4</sup>**

Click & Collect Penetration

<sup>1</sup> Figures as of 4Q25, last twelve months (LTM).

<sup>2</sup> Home Improvement operation includes the businesses in Chile, Peru, Colombia, Brazil, Mexico, Argentina and Uruguay. Mexico and Colombia do not consolidate in the financial statements.

<sup>3</sup> Figures as of December 2025. Gross Loan Book includes Financial Services Mexico.

<sup>4</sup> 4Q25 figures.

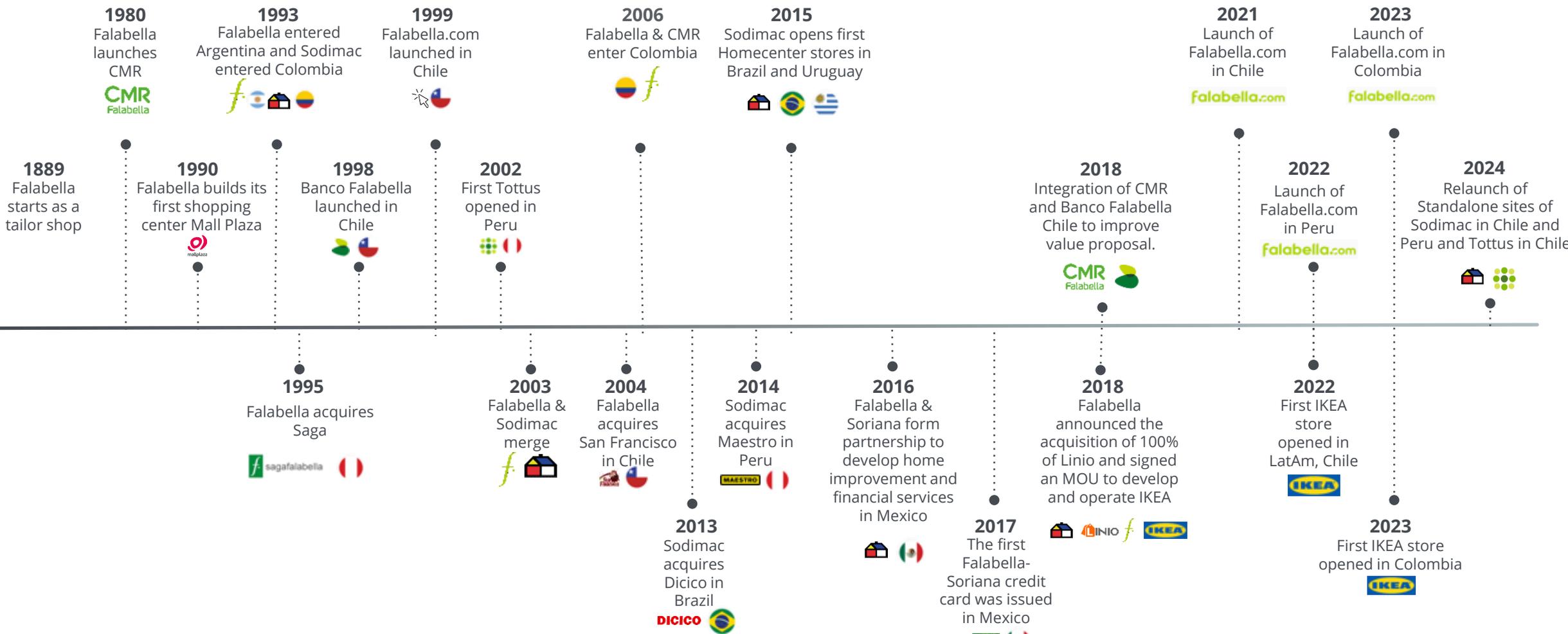
Note: All figures are presented at constant exchange rates, using an FX rate of 907.13.

# Constantly evolving to meet our customers' demands

Born over 135 years ago as a tailor shop, built a powerful model with important synergies, based on the virtuous circle between retail, financial services and malls

ORGANIC INITIATIVES

MERGER & ACQUISITIONS



# Physical and digital ecosystem with diversified presence across Latin America

								Total
 Sodimac <sup>1</sup> IKEA (# of stores)	88	53	45	15	51	7	4	263
 Falabella Retail (# of stores)	45	35	25					105
 Tottus (# of stores)	71	91						162
 Financial Services (# of active credit card, MM)	3.4	1.1	1.3	0.6				6.4
 Mallplaza (# of malls)	17	15	5					37



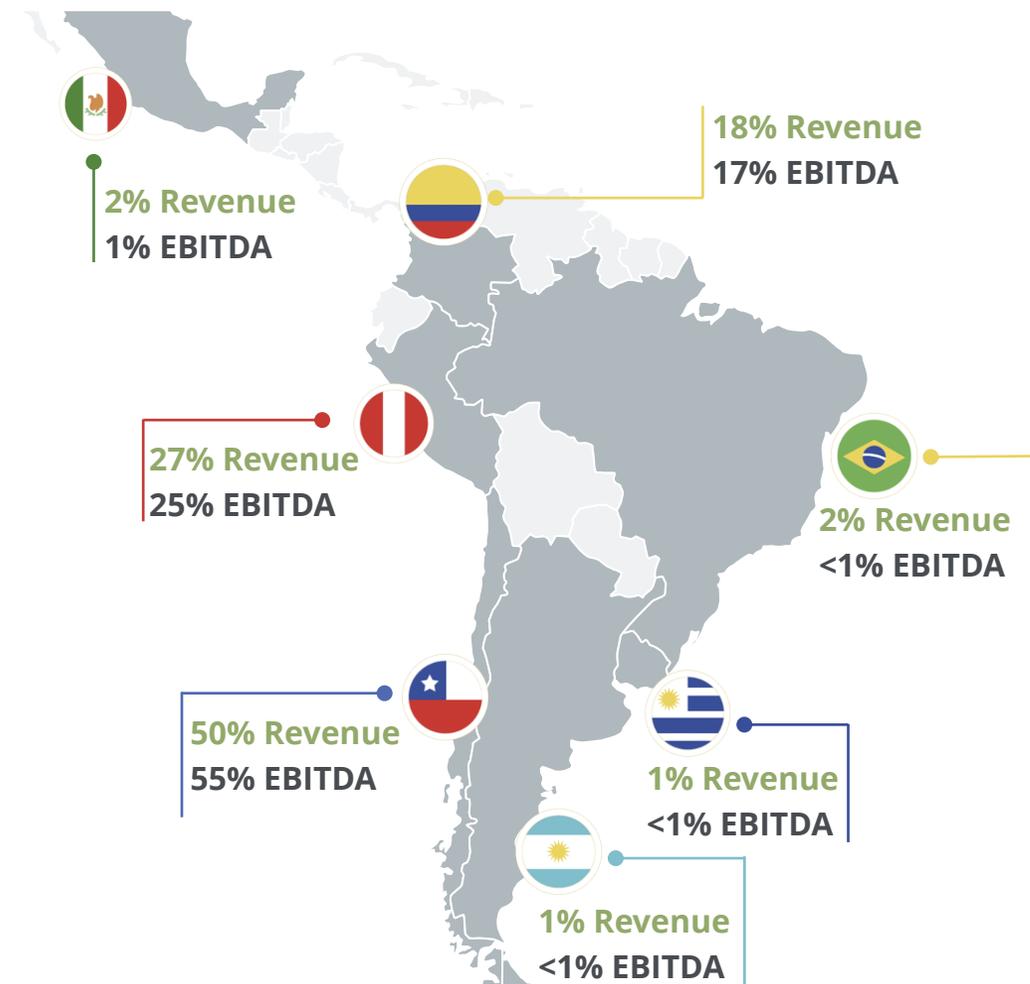
<sup>1</sup> Sodimac considers the operations in Colombia and Mexico which we do not consolidate.

# Contribution breakdown

## Mix by growth engine<sup>1</sup>

					
Revenue (US\$ billion)	6.3	4.4	2.9	2.4	0.7
% Revenue	38%	27%	17%	14%	4%
% EBITDA	23%	17%	10%	24%	26%
Loan Book (US\$ billion)	8.4				
GLA (million sqm)	2.4				

## Mix by country<sup>1</sup>



<sup>1</sup> Mix by Country and Mix by Engine as of 4Q25 LTM. Segment 'Colombia' includes Sodimac Colombia and segment 'Sodimac' includes Sodimac Colombia and Sodimac Mexico; Banco Falabella includes Financial Services Mexico which we do not consolidate. Revenue and EBITDA breakdown does not consider Segment 'Others, elimination & annulment'. Mallplaza considers 100% of Mallplaza Peru and Open Peru in 2024.

Note: All figures are presented at constant exchange rates, using an FX rate of 907.13.

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# Our Strategy



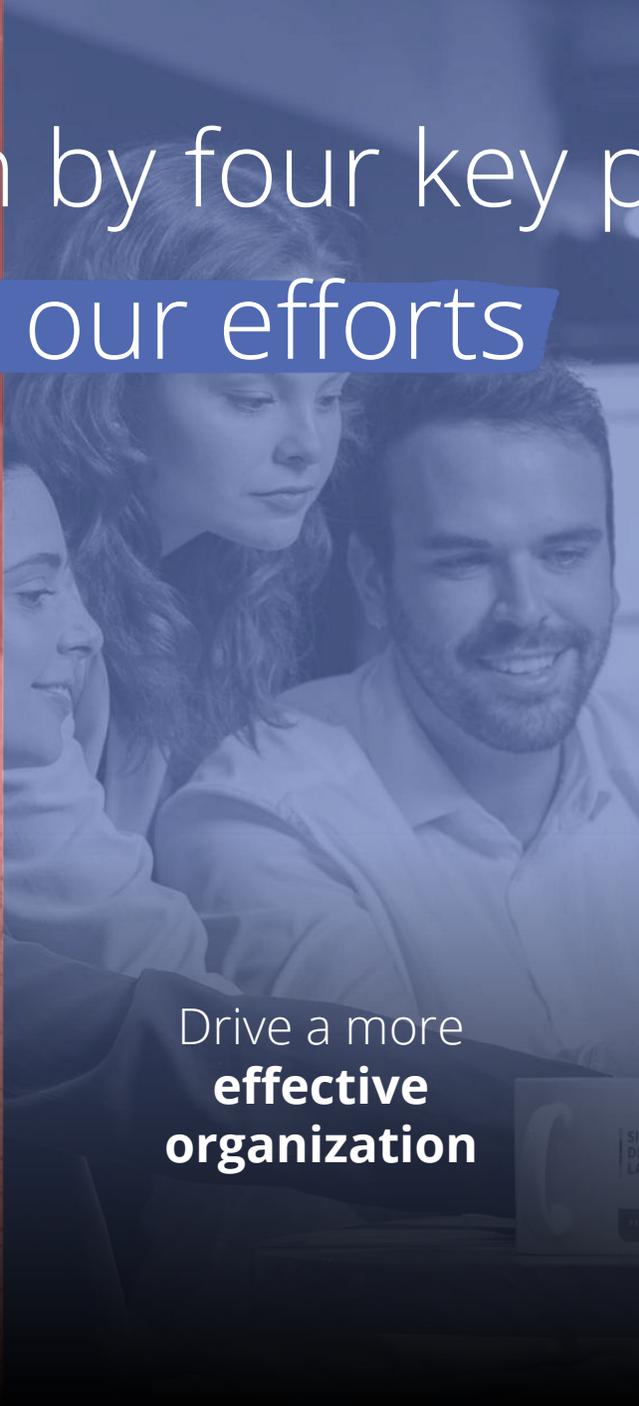
# Our strategy is driven by four key priorities that guide our efforts



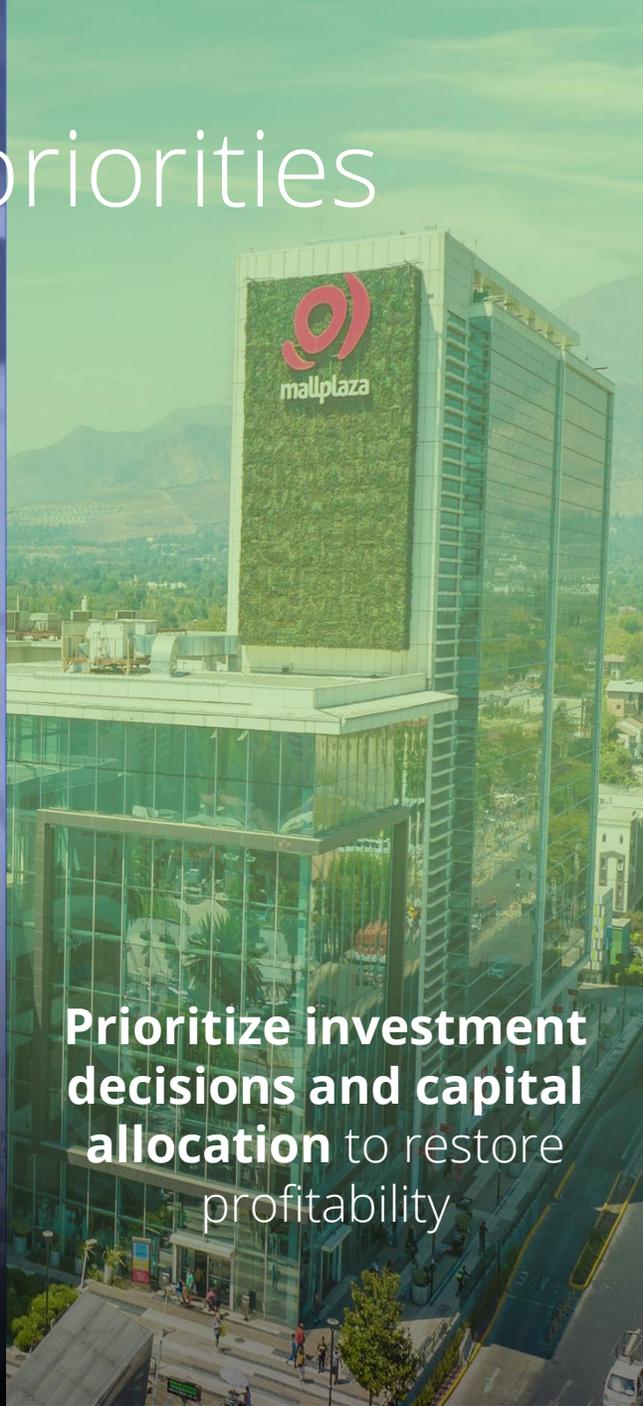
**Enhance the value proposition** of our five core businesses to accelerate growth



Refocus our **digital strategy and ecosystem** development



Drive a more **effective organization**



**Prioritize investment decisions and capital allocation** to restore profitability

# Focus on our five growth engines:

enhancing their value proposition and improving the customer experience, while restoring profitability

## Omnichannel retail



## Shopping Centers



## Financial Services



## Strategic enablers



Loyalty Program



Home Delivery



Talent



Technology &  
Data

Strengthening our brands' and e-commerce specialist experience



**falabella.**  
**TOTTUS** Sellers

**More specialized e-commerce**

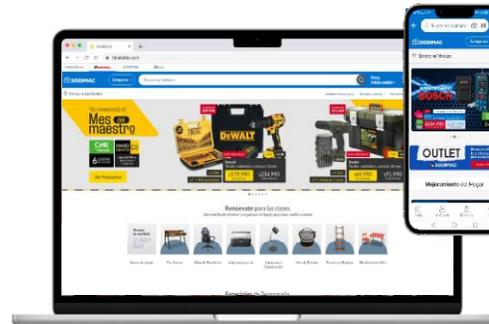
Partnering with the **Best Brands**

**falabella.com**



**falabella.**  
**TOTTUS** Sellers

**SODIMAC**



**SODIMAC** Sellers

**TOTTUS**



**TOTTUS**

**Cross-functional enabler**



Product



Home Delivery

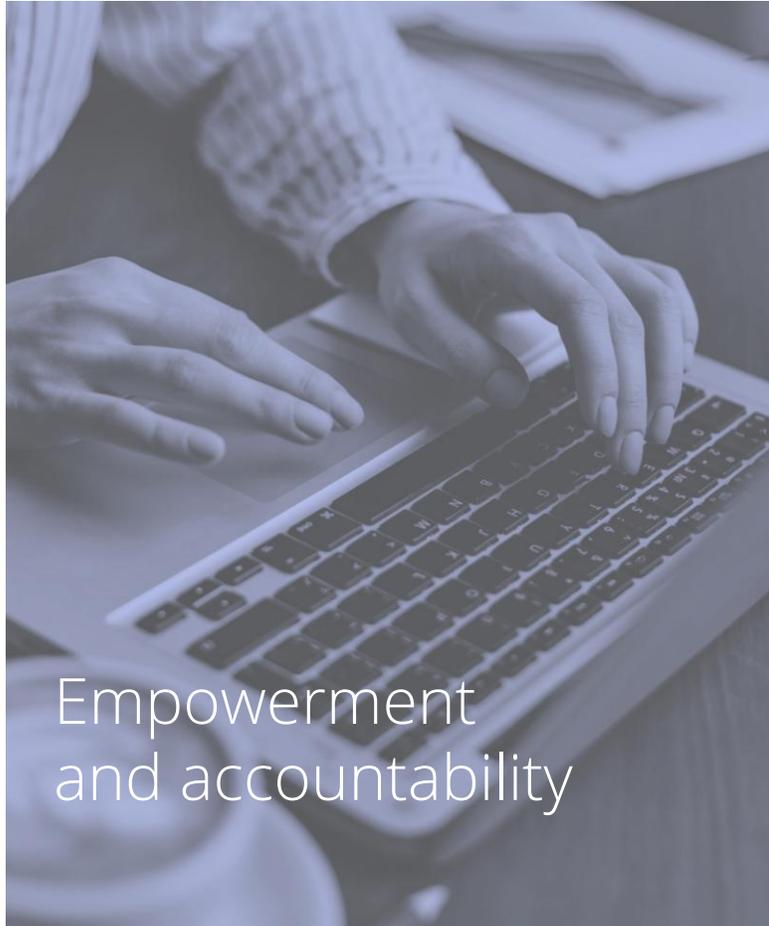


Customer Experience



Digital Marketing

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



## **Focused on driving profitability**

through disciplined expense control, capital allocation and investment processes



Efficient cash flow management and expense control



Portfolio investment optimization



Capital allocation aligned with strategic priorities

# Focus on our 5 growth engines to strengthen our ecosystem

## STRATEGY

<p><b>SODIMAC</b></p> <p>Strengthen our leadership in the region</p> <ul style="list-style-type: none"> <li>Focus on PRO Clients helping them grow</li> <li>Differentiation through Private Labels</li> <li>Growth in omnichannel to become a Specialist Superstore</li> <li>Product and experience innovation</li> </ul>	<p><i>falabella.</i></p> <p>Strengthen omnichannel offering</p> <ul style="list-style-type: none"> <li>Multi-specialist (5 core categories), offering the best and exclusive brands</li> <li>Expand our online catalog by accelerating the growth of our 3P offering</li> <li>Enhance the physical stores' experience</li> <li>Offer competitive core products, highlighting the latest trends - #Lo ultimo</li> </ul>	<p><b>TOTTUS</b></p> <p>Enhance and differentiate our value proposition</p> <ul style="list-style-type: none"> <li>Improved experience with low-priced perception</li> <li>Customer Engagement through Differentiation</li> <li>Operational excellence driving efficiency and elevating customer experience</li> </ul>	<p><b>mallplaza</b></p> <p>Consolidate as the leading shopping mall operator in the region</p> <ul style="list-style-type: none"> <li>Strengthened the mix that drives traffic and enhances the visitor experience.</li> <li>Expand our digital value proposition to unlock new revenue in a seamless phygital ecosystem</li> <li>Growing our urban centers through brownfield &amp; reconventions and M&amp;A</li> </ul>	<p><b>Banco Falabella</b></p> <p>Leading digital bank in the region</p> <ul style="list-style-type: none"> <li>A mobile-first experience with a strong presence in our high-traffic retail stores</li> <li>Simple, intuitive products enhanced by the best benefits</li> </ul>
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## SHORT-TO-MID-TERM FOCUS

<ul style="list-style-type: none"> <li>Accelerate expansion</li> <li>Restore profitability</li> </ul>	<p>E-commerce expansion</p>	<ul style="list-style-type: none"> <li>Physical expansion</li> <li>Enhance value proposition</li> </ul>	<ul style="list-style-type: none"> <li>Consolidate operation</li> <li>Brownfield growth + M&amp;A in the Andean region</li> </ul>	<ul style="list-style-type: none"> <li>Grow Loan Book</li> <li>Drive profitability</li> </ul>
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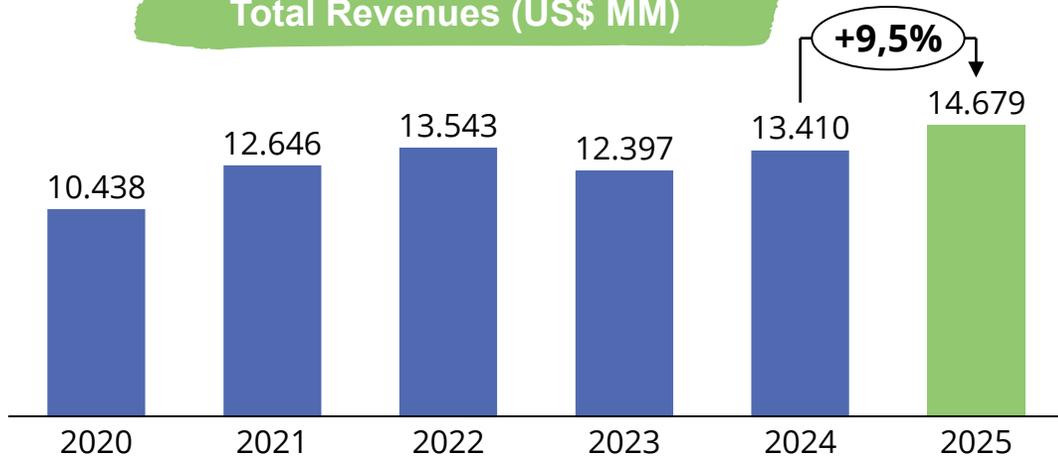
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# Financial Evolution

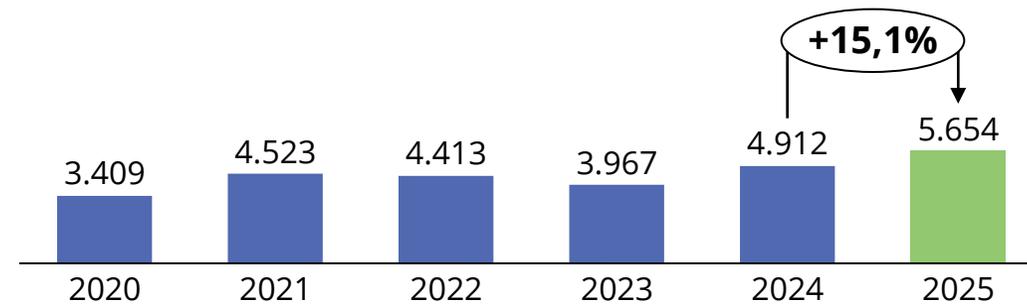


# Main financials figures<sup>1</sup>

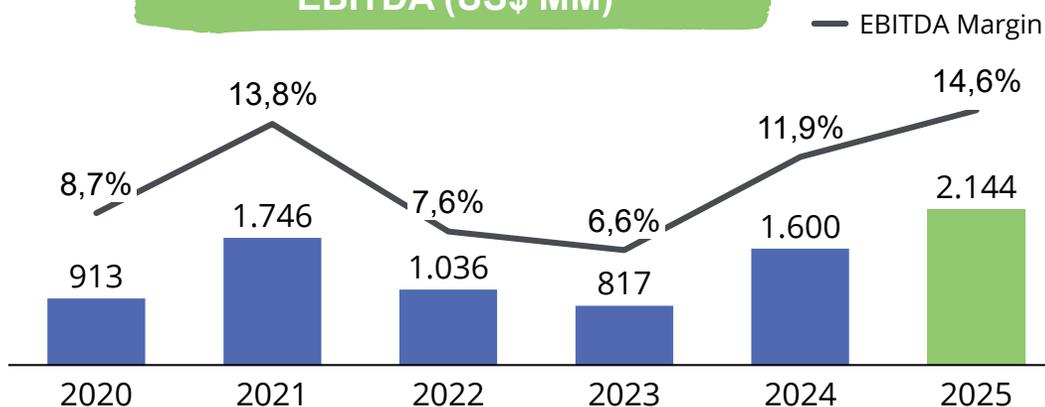
Total Revenues (US\$ MM)



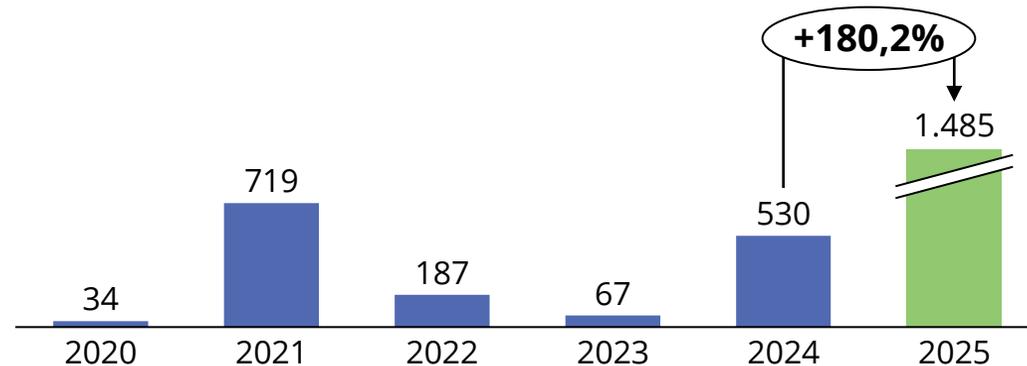
Gross Profit (US\$ MM)



EBITDA (US\$ MM)



Net Income<sup>1</sup> (US\$ MM)



# Summary financials (US\$ MM)

	2020	2021	2022	2023	2024	2025	Var a/a
<b>TOTAL SALES</b>							
<b>Total sales</b>	<b>10,506</b>	<b>14,174</b>	<b>13,762</b>	<b>12,374</b>	<b>13,010</b>	<b>14,180</b>	<b>9%</b>
GMV Online	2,411	3,150	2,941	2,636	2,855	3,345	17%
Total sales of physical stores	8,095	11,024	10,821	9,738	10,155	10,835	7%
<b>FINANCIAL RESULTS</b>							
Non-banking Revenue	9,129	11,393	11,536	10,313	11,379	12,504	10%
Financial Services Revenue	1,309	1,253	2,008	2,084	2,031	2,175	7%
<b>Total Revenue</b>	<b>10,438</b>	<b>12,646</b>	<b>13,543</b>	<b>12,397</b>	<b>13,410</b>	<b>14,679</b>	<b>9%</b>
Gross profit	3,409	4,523	4,413	3,967	4,912	5,654	15%
SG&A expenses	(3,005)	(3,292)	(3,864)	(3,655)	(3,825)	(4,016)	5%
<b>EBITDA</b>	<b>913</b>	<b>1,746</b>	<b>1,036</b>	<b>817</b>	<b>1,600</b>	<b>2,144</b>	<b>34%</b>
<b>Net Income</b>	<b>34</b>	<b>719</b>	<b>187</b>	<b>67</b>	<b>530</b>	<b>1,485</b>	<b>180%</b>
<b>Net Income Ex. FV Effect*</b>				<b>(38)</b>	<b>480</b>	<b>897</b>	<b>87%</b>
<b>BALANCE SHEET</b>							
Cash (non-banking)	1,341	588	688	1,188	1,806	1,747	-3%
Gross Loan Book	5,195	6,292	7,450	7,044	7,066	8,353	18%
Financial Net Debt (Exc. Banking)	2,479	2,874	4,046	3,541	2,713	1,824	-33%

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

Note: All figures are presented at constant exchange rates, using an FX rate of 907.13.

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# Highlights

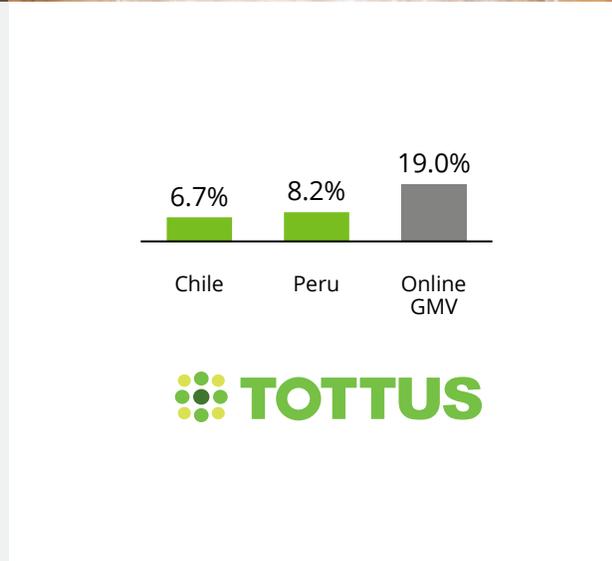
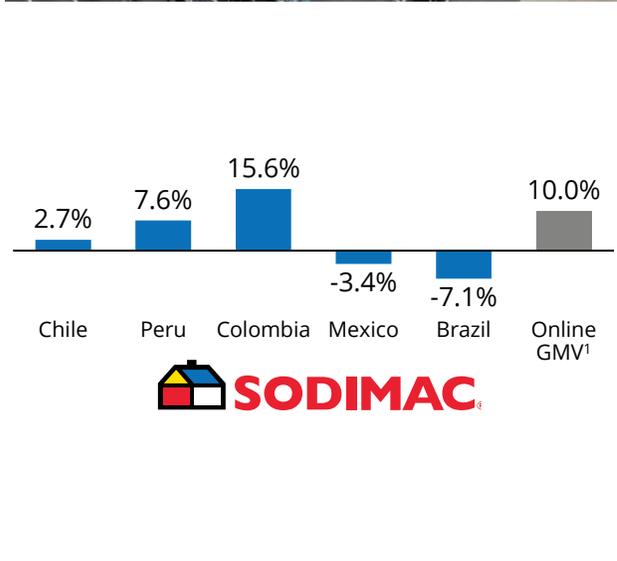
4Q25



# Our retailers are maintaining their momentum showing solid topline growth, with total online GMV<sup>1</sup> growing 16% YoY

## Revenue Var (% vs 4Q24)

(local currency)



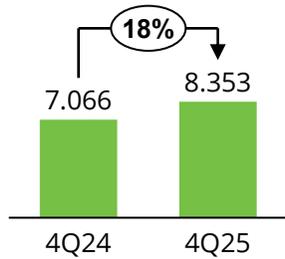
<sup>1</sup> Includes 1P and 3P GMV. Excludes calendar effect of the Cyber Monday Chile 2024. This year, the event took place in October, while in 2024 it included one day in 3Q24 (September 30)

<sup>2</sup> Peru considers the operations of Mallplaza Peru and Open Peru, on a proforma basis.

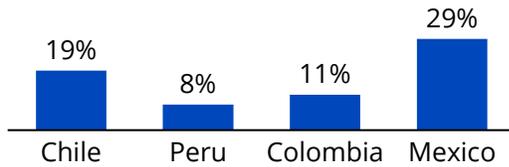
# Building the leading digital bank of the Andean region<sup>2</sup>

## Loan portfolio

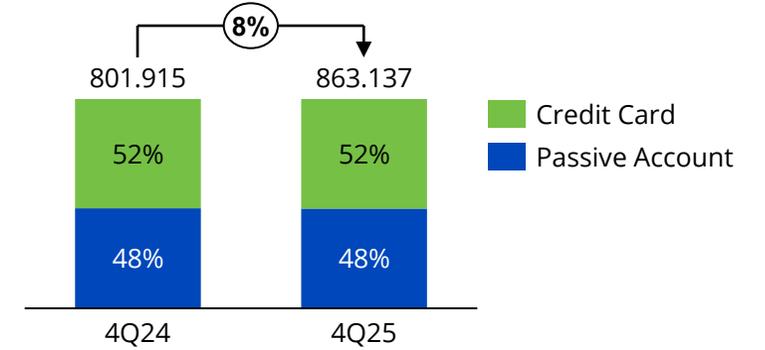
Stock (US\$ MM)



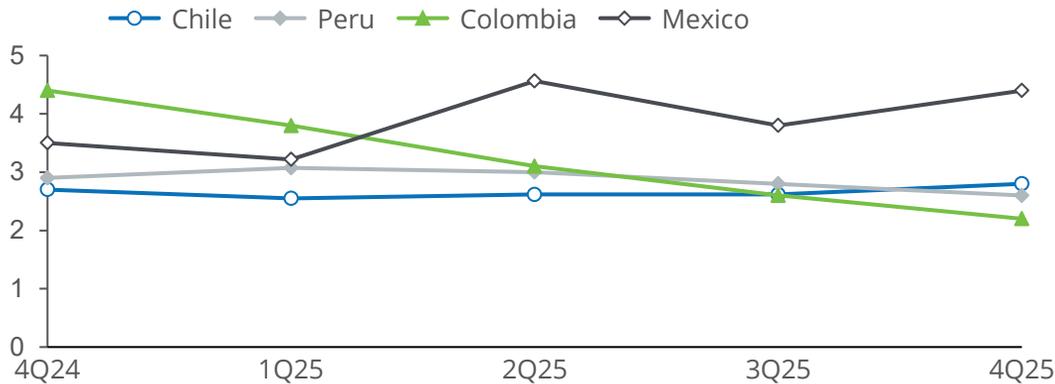
Var vs 4Q24, in local currency



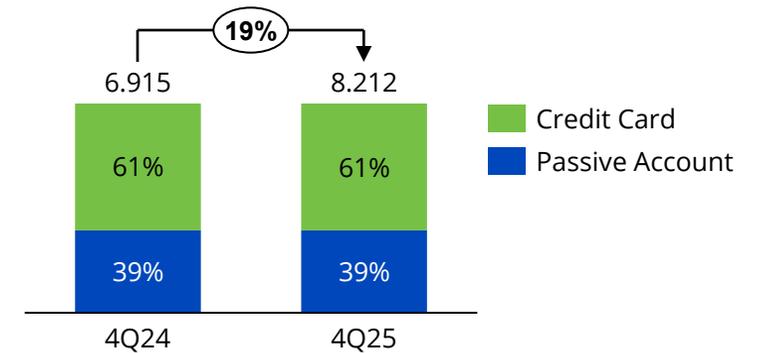
## Credit card & passive account openings (#)



## NPLs (%)



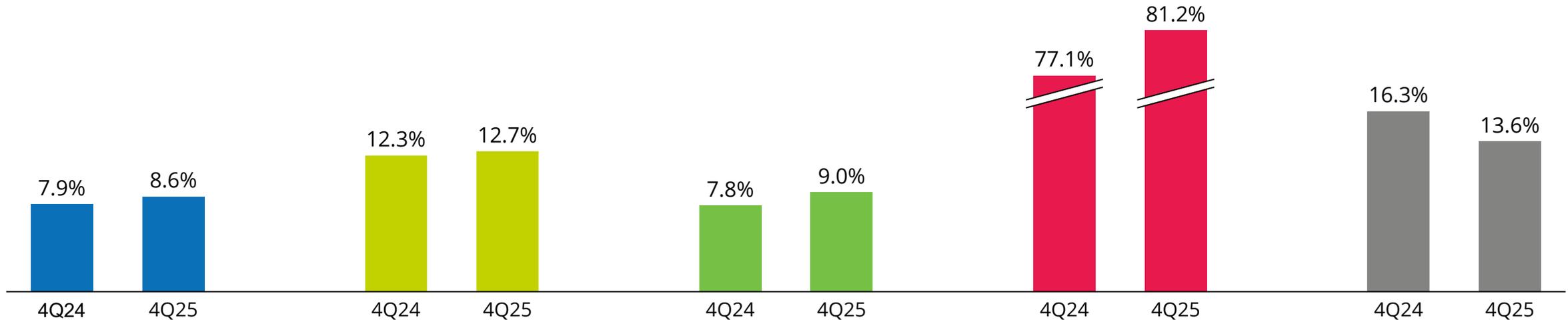
## Credit & debit card purchases (US\$ MM)



<sup>1</sup> Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.  
 Note: All figures are presented at constant exchange rates, using an FX rate of 907.13.

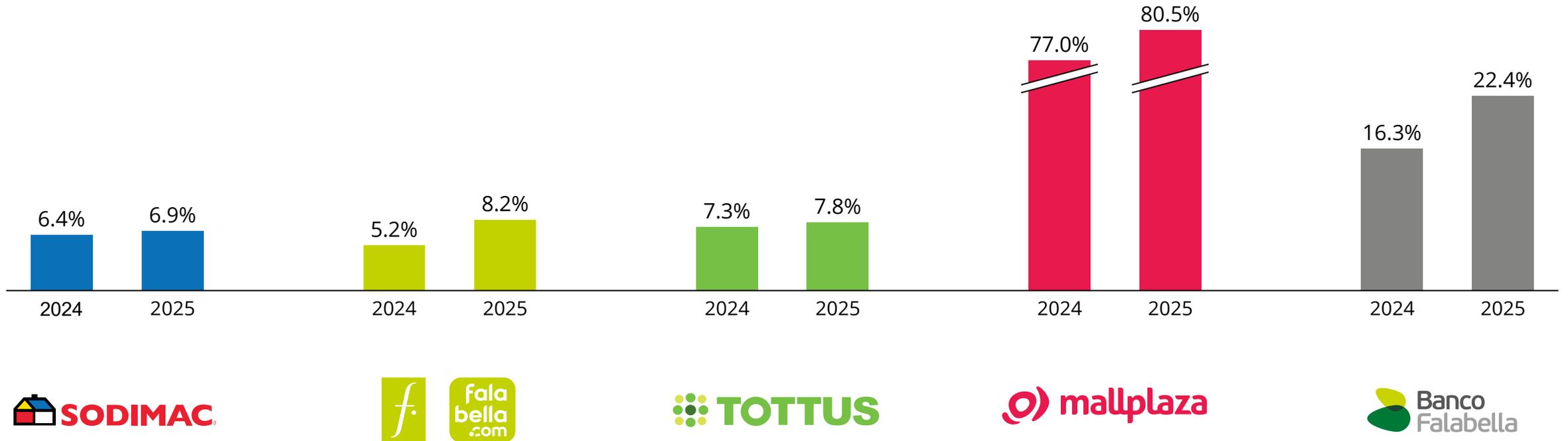
# Our strategy has allowed to enhance profitability across our five growth engines during 4Q25

EBITDA margin (%)

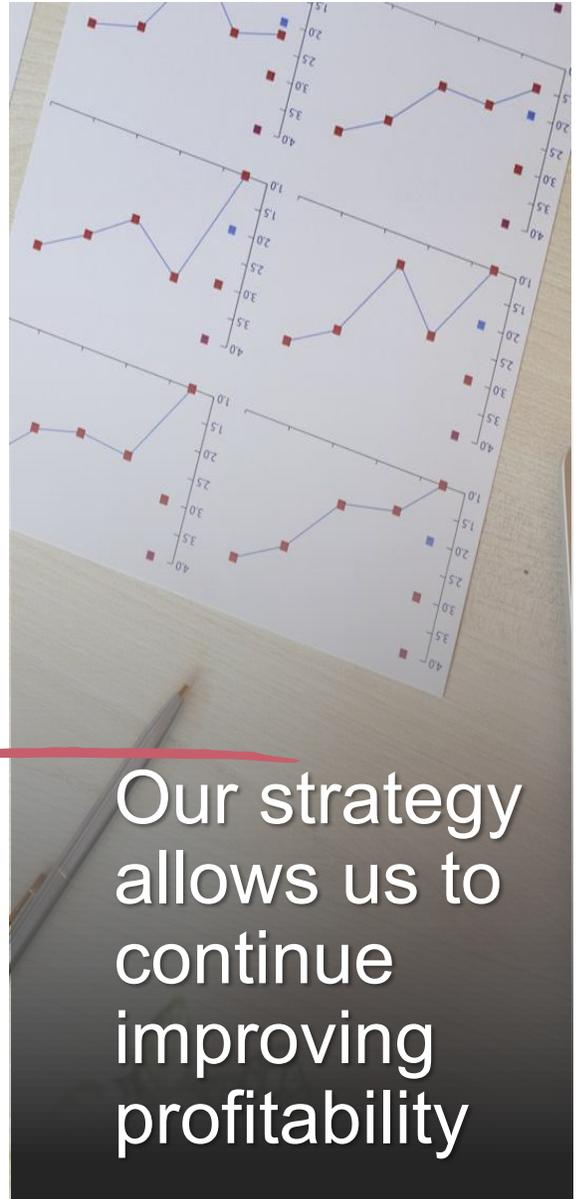
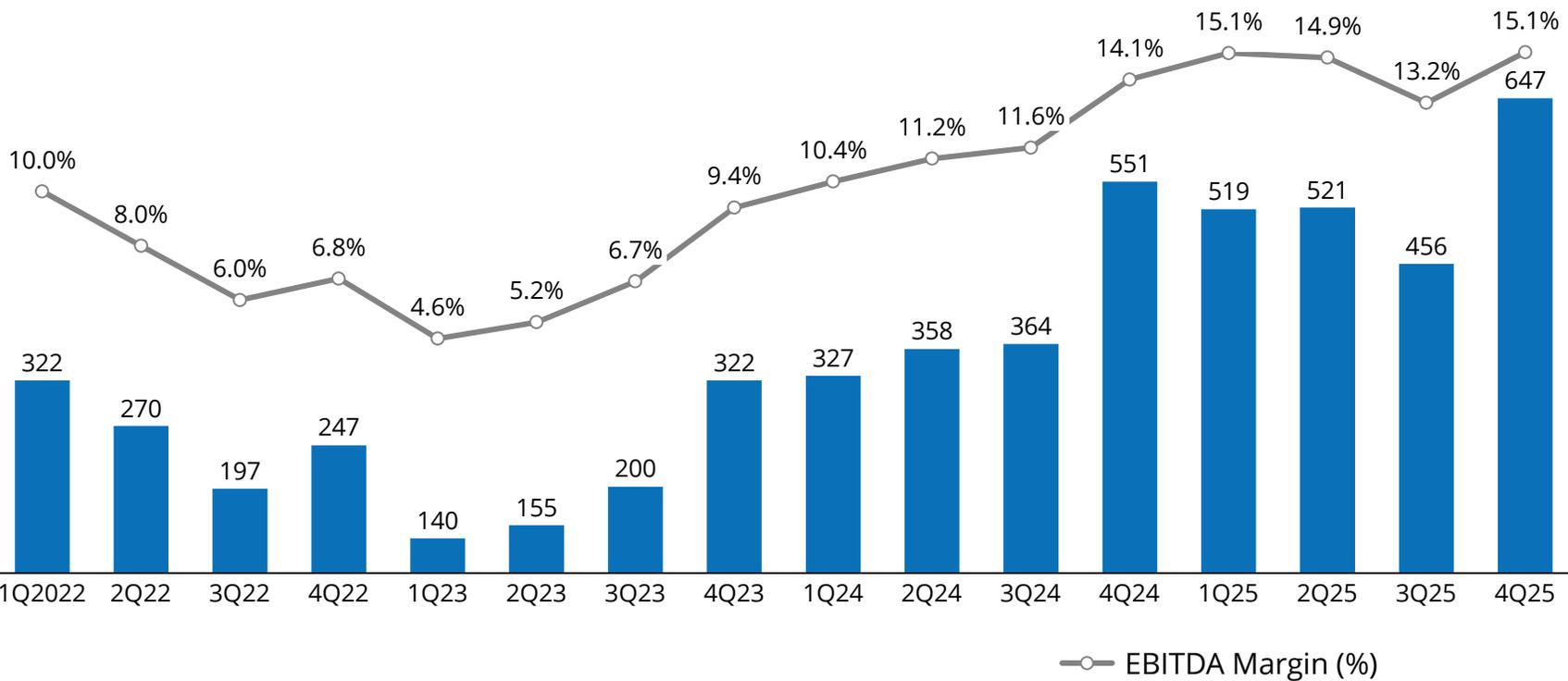


# And throughout 2025, we continued to drive profitability improvements through our strategy

EBITDA margin (%)



# EBITDA evolution (US\$ MM)

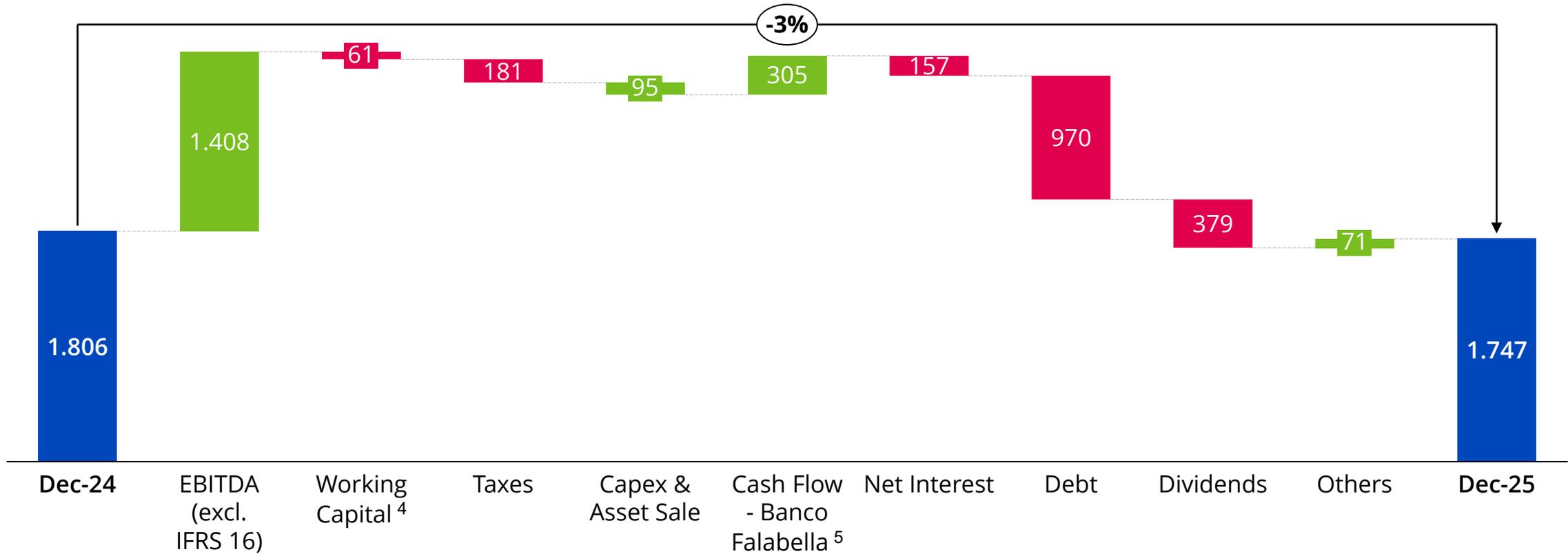


Our strategy allows us to continue improving profitability

# Our operation continues to contribute to cash improvement

## Evolution Cash (US\$ MM)

Non-banking businesses

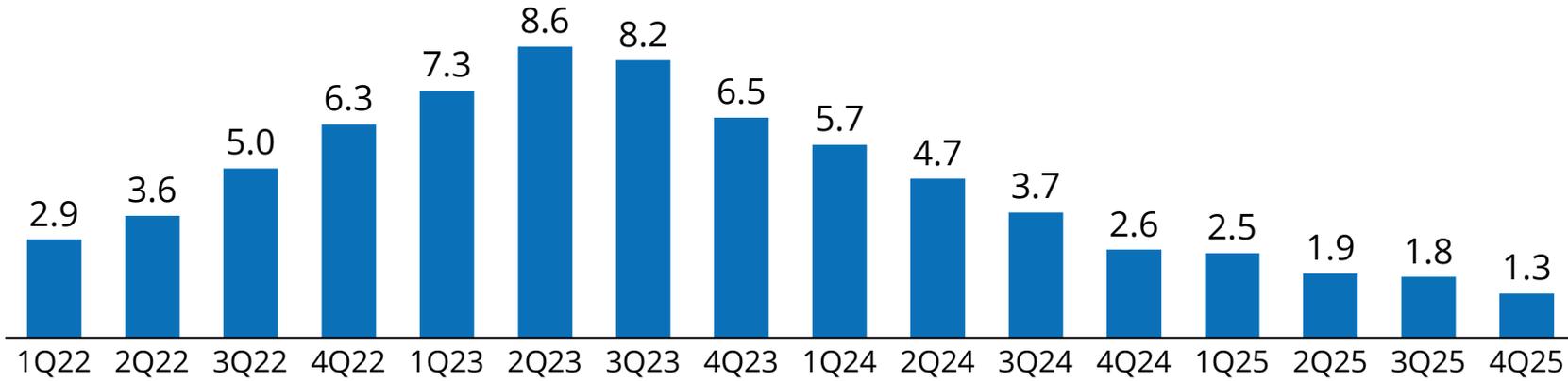


<sup>4</sup> Working Capital includes accounts for Inventories, Trade and other accounts receivables and Trade and other accounts payable;

<sup>5</sup> Cash Flow - Banco Falabella Chile includes dividends and intercompany debt repayments

Note: All figures are presented at constant exchange rates, using an FX rate of 907.13.

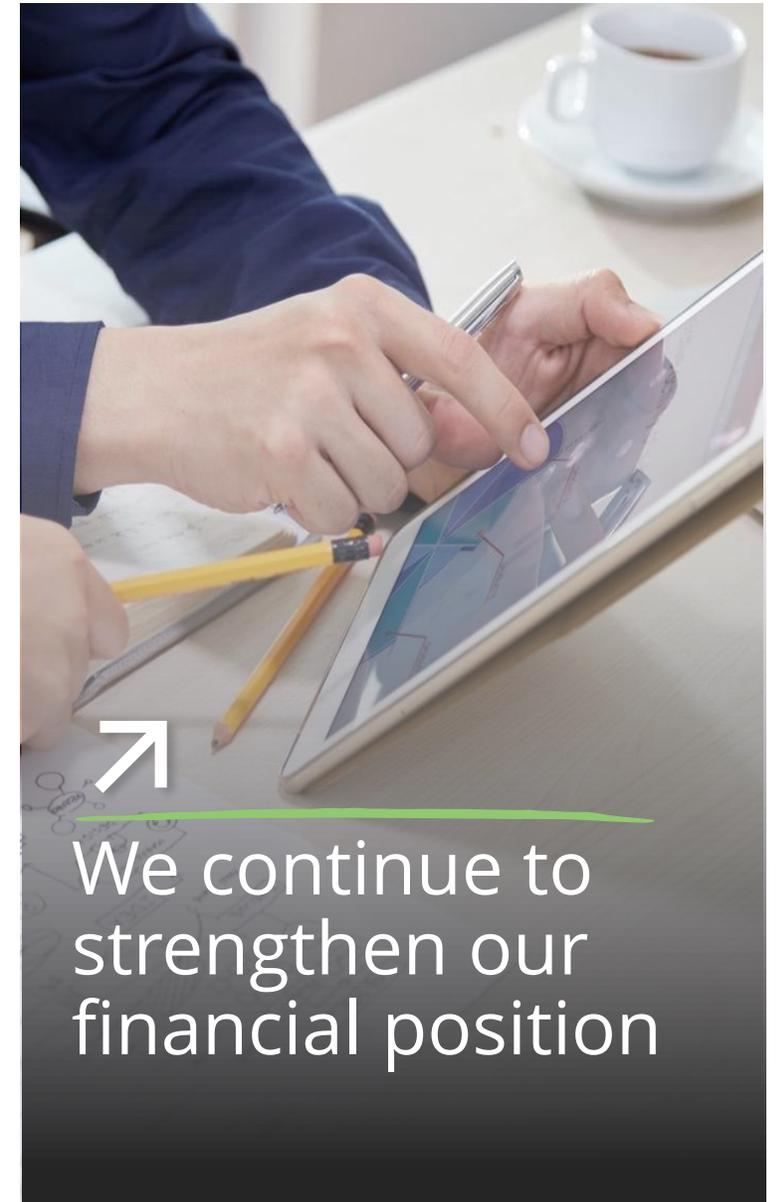
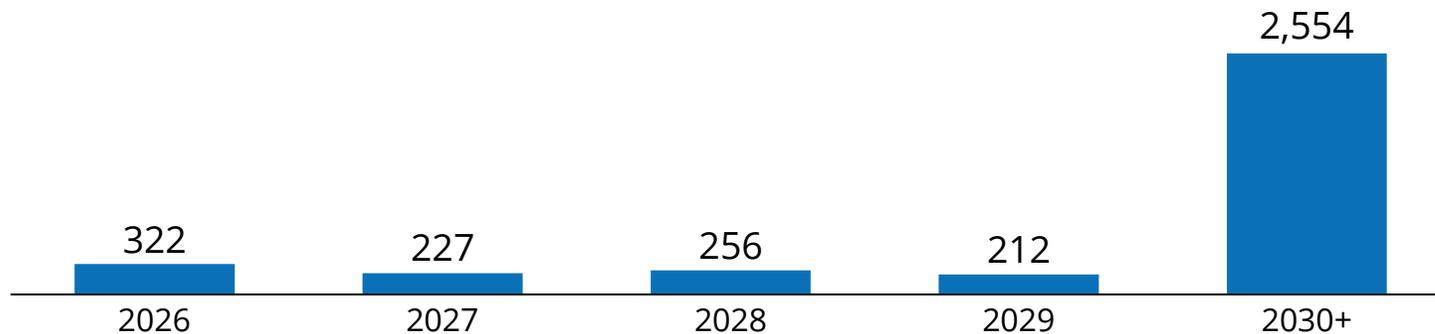
### Net Financial Debt / EBITDA



### Debt Maturity Profile (US\$ MM)

Non-banking businesses, after hedging derivatives

As of Dec-25

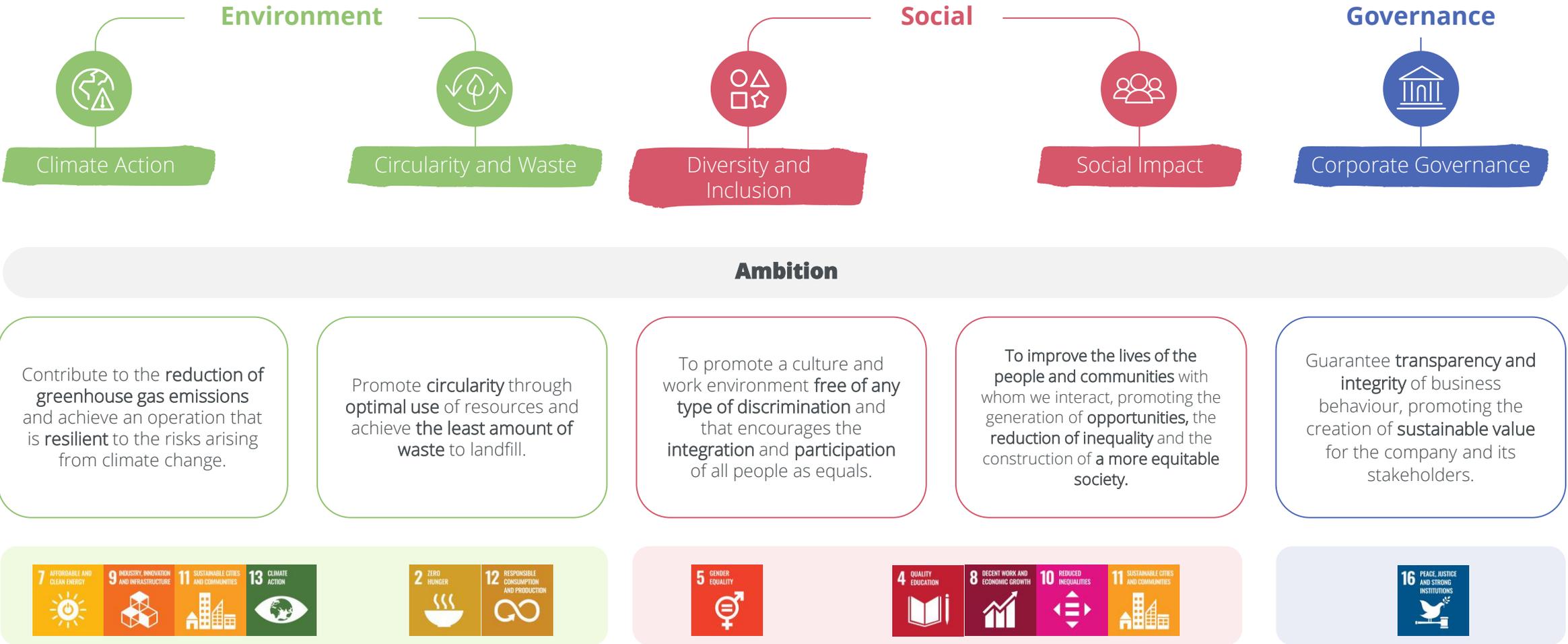


↗  
We continue to strengthen our financial position

ESG

FALABELLA  
...

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



# ESG 2025 Progress Synthesis

## Environmental\*



**1,400**  
tons

Food donations

**+32%**  
vs 2024



451 installations with electricity supply

**80%**

from renewable sources



**603**  
+7% vs 2024

Billion in sales of sustainable products

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

## Social

**39,9%** Women

in Senior Management and Management positions

**+2,6** million

of beneficiaries of Falabella Group's social impact programs



**+5,000**

Entrepreneurs

participate in commercial instances of the Falabella Group.



**+58,000**

children and adolescents

improve their learning in schools in Latin America and India.



**+13,900**

children, young people and adults

receive training in Financial Education

## Corporate Governance

**First Place**

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

**Falabella among the 7 companies**

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

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

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



- Among the **Top 10** most sustainable companies in the retailing category. Indexes: MILA, World, Chile
- Best rated** Chilean retailer  
Indexes: ACWI, Climate Action, Climate Paris Aligned, Low Carbon Leaders, Low Carbon Target, ACWI Screened, ACWI Selection, ACWI Universal
- The **Only** Chilean company assessed
- 1st place** among IPSA companies
- Best rated** retailer in Latin-American

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