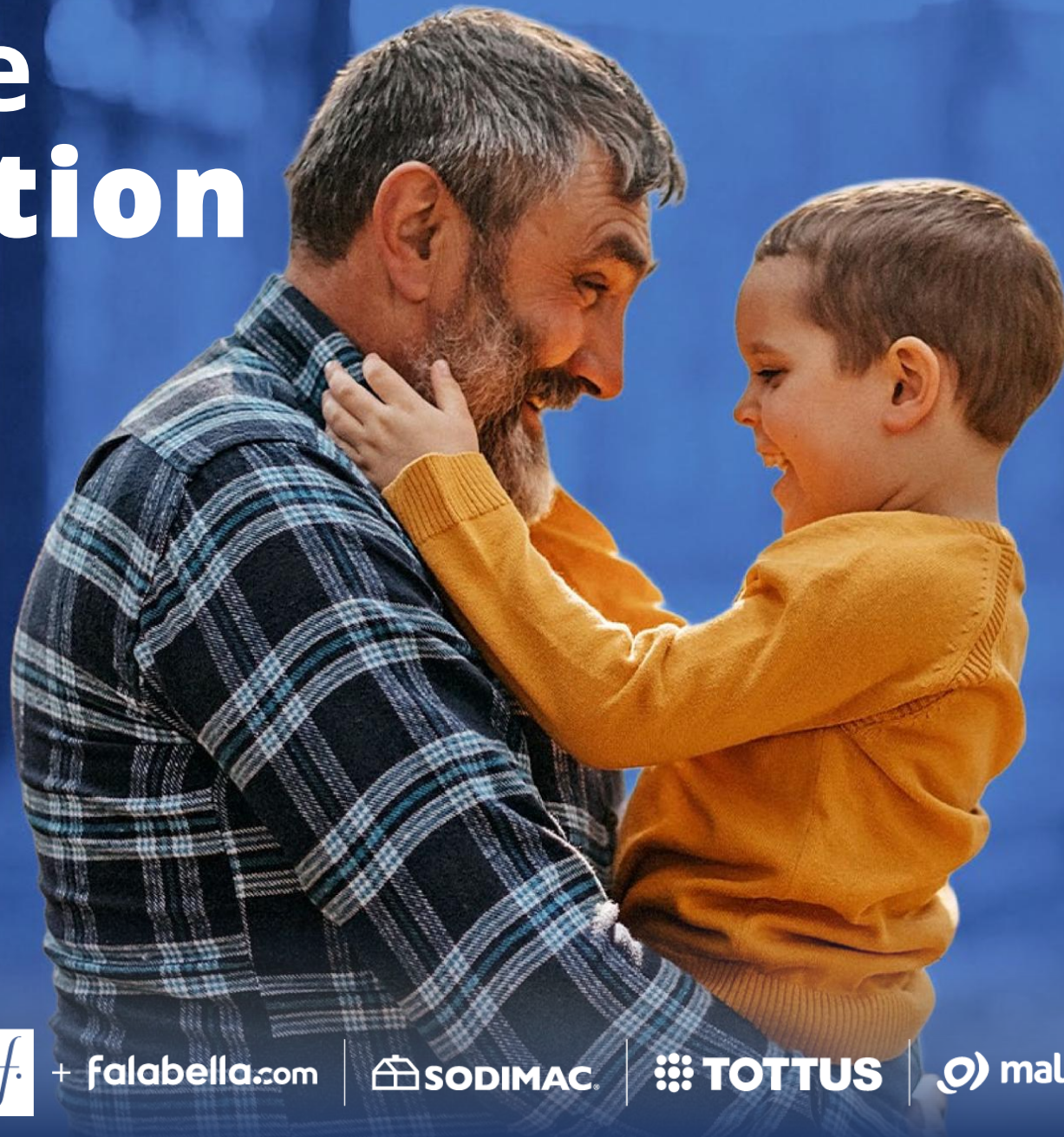


# Corporate Presentation

## 1Q-2026



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# CAUTIONARY STATEMENT

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

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\$ 14.6 Bn**  
Total Revenue

 **US\$ 3.4 Bn**  
Online GMV

 **US\$ 2.2 Bn**  
EBITDA

**US\$ 13.5 Bn<sup>(1)(2)</sup>**  
**(+10% YoY)**  
Retailers Revenue

**US\$ 715 MM<sup>(1)</sup>**  
**(+24% YoY)**  
Mallplaza Revenue

**US\$ 8.3 Bn<sup>(3)</sup>**  
**(+18% YoY)**  
Gross Loan Book

**21 MM<sup>(1)</sup>**  
Loyalty Program  
Participants

**50%<sup>(4)</sup>**  
Click & Collect  
Penetration

1. Figures as of 1Q26, last twelve months (LTM).

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

3. Figures as of March 2026. Gross Loan Book includes Financial Services Mexico.

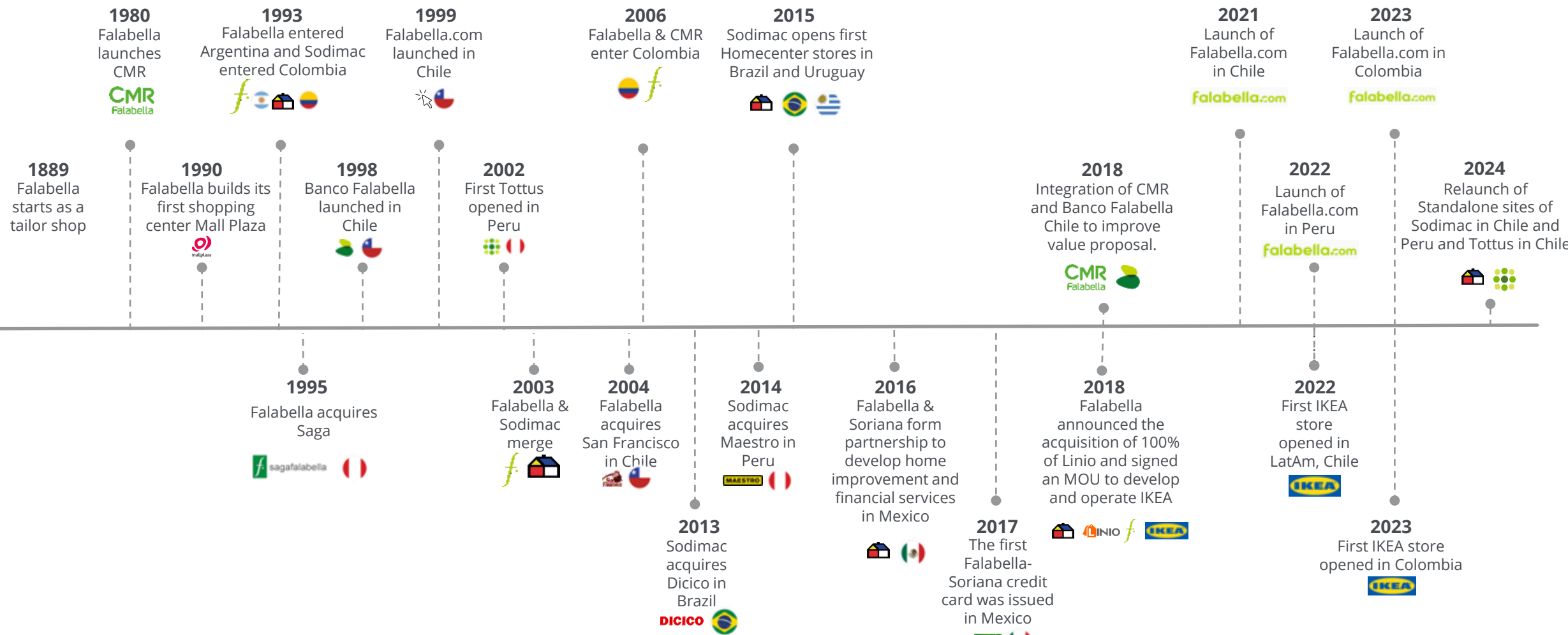
4. 1Q26 figures.

# Constantly evolving to meet our customers' demands

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






ORGANIC INITIATIVES

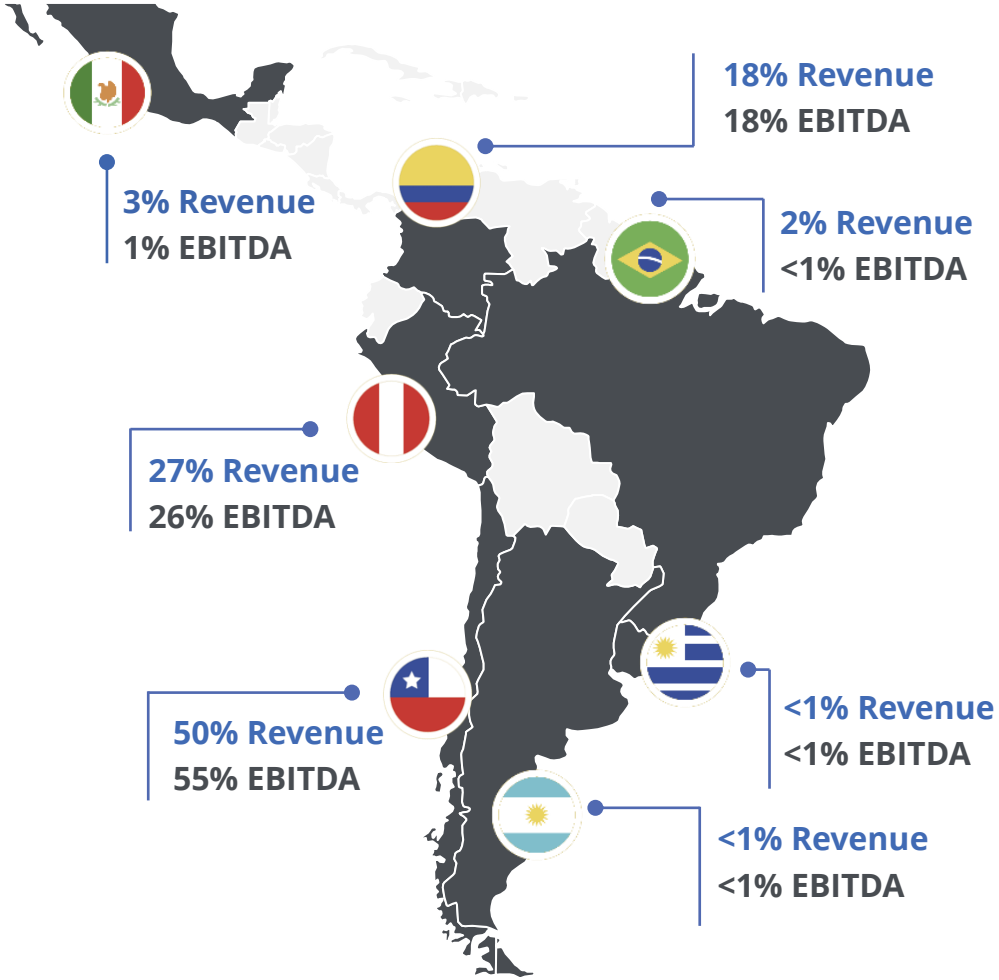
MERGER & ACQUISITIONS



# Contribution breakdown

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













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



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

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

# Physical and digital ecosystem with diversified presence across Latin America

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



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

# Our Strategy



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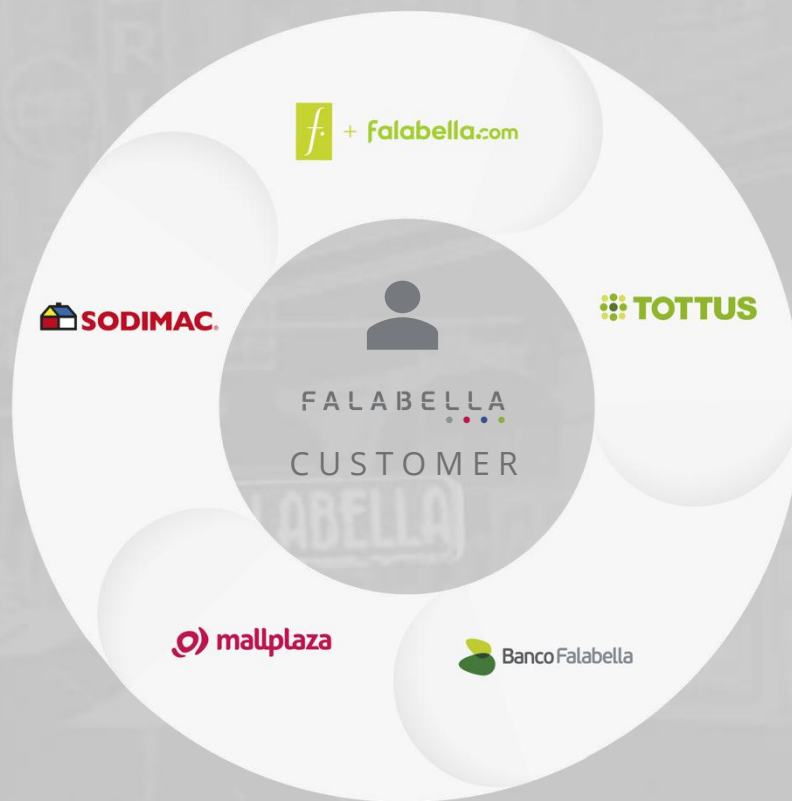
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 TOTTUS

 mallplaza

 Banco Falabella

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



**Ecosystem's Key Figures 1Q26**

FALABELLA

-  **37 million**  
Ecosystem Customers
-  **21 million**  
Loyalty Program Participants
-  **574**  
Stores & Malls
-  **7**  
Countries
-  **50%**  
Click & Collect Penetration

**Ecosystem's Strategic Enablers**



**Loyalty Program**



**Home Delivery**



**Talent**



**Technology & Data**

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



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



Refocus our **digital strategy and ecosystem** development

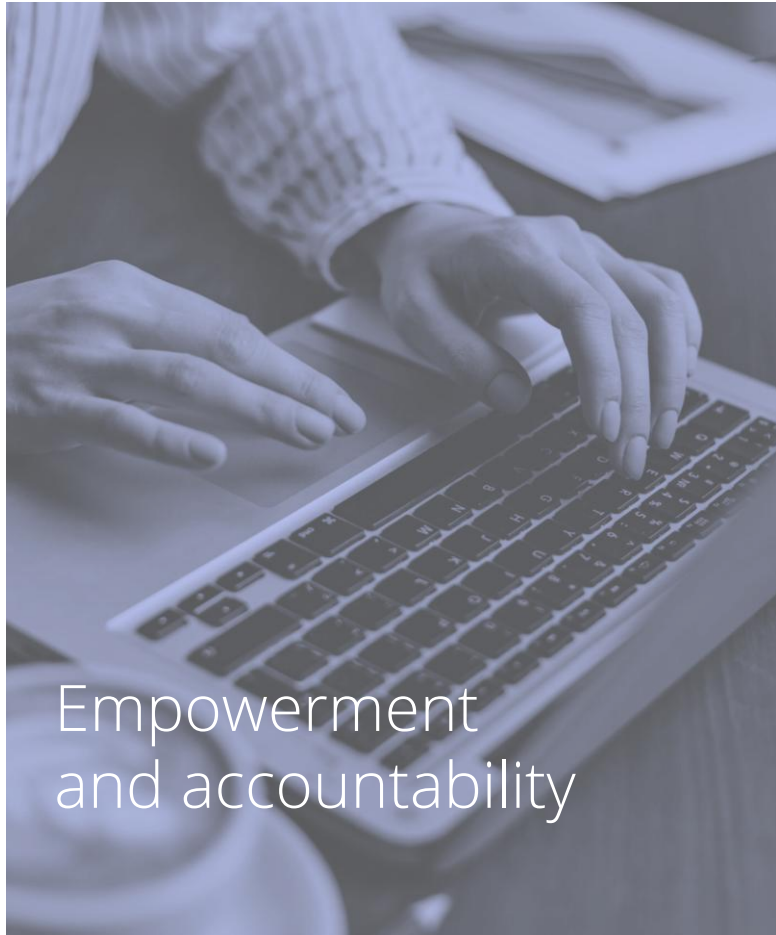


Drive a more **effective organization**



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

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



# **Focused on driving profitability**

through disciplined expense control, capital allocation and investment processes



Efficient cash flow management and expense control



Portfolio investment optimization



Capital allocation aligned with strategic priorities

# Focus on our 5 growth engines to strengthen our ecosystem

**SODIMAC**

**Strengthen our leadership in the region**

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

*falabella.*

**Strengthen omnichannel offering**

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

**TOTTUS**

**Enhance and differentiate our value proposition**

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

**mallplaza**

**Enhance and differentiate our value proposition**

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

**Banco Falabella**

**Leading Digital Bank in the region**

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

## SHORT-TO-MID TERM FOCUS

- Accelerate expansion
- Restore profitability
- Store transformations

- E-commerce expansion
- Elevate customer experience

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

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

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

## LOYALTY PROGRAM

# Financial Evolution



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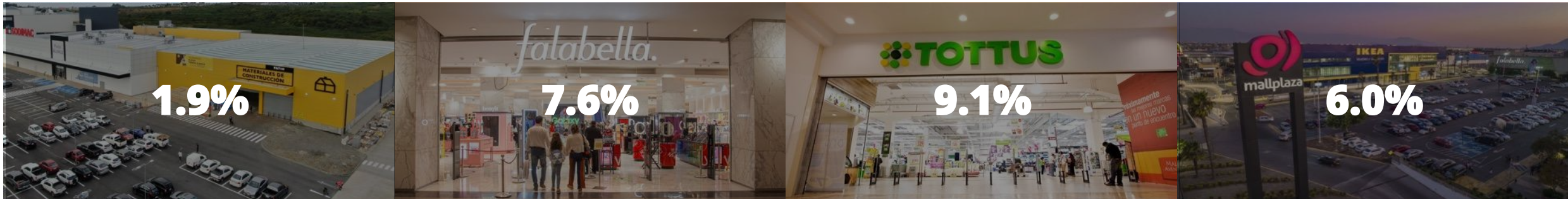
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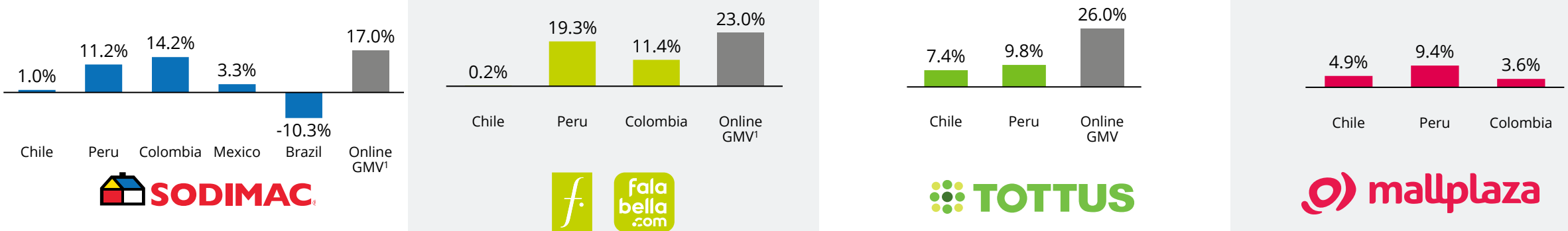
Banco Falabella

# Our retailers are maintaining their momentum showing solid topline growth, with total online GMV<sup>1</sup> growing 21% YoY

## Consolidated Revenue Var (% vs 1Q25)



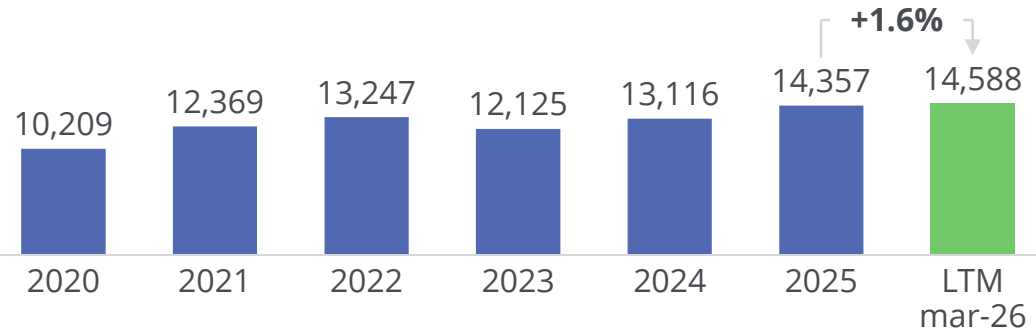
## Revenue Var (% vs 1Q25) – Local Currency



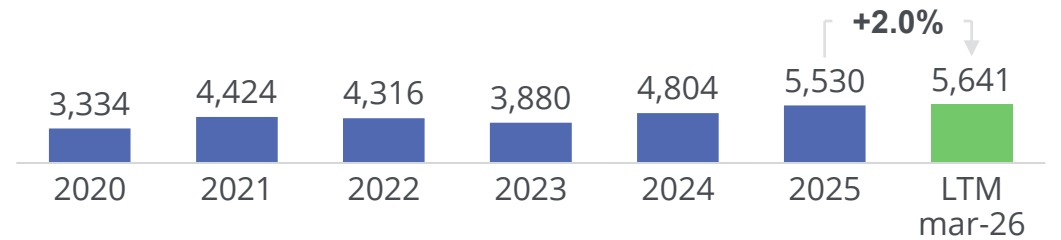
<sup>1</sup> Includes 1P and 3P GMV.

# Main financials figures<sup>(1),(2)</sup>

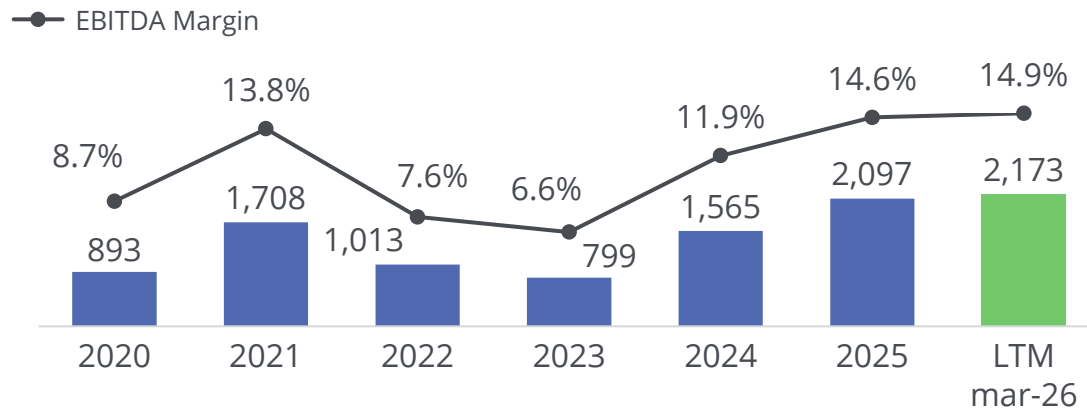
## Total Revenues (US\$ MM)



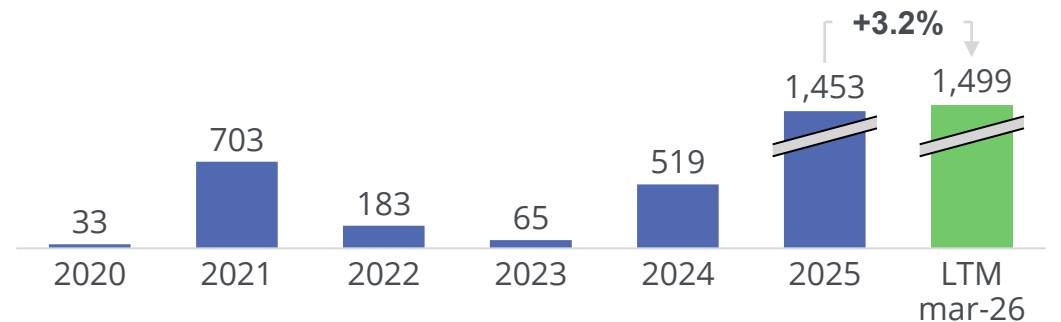
## Gross Profit (US\$ MM)



## EBITDA (US\$ MM)



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



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

<sup>2</sup> 1Q26 data includes Loyalty expense reallocation.

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

# Summary Financials (US\$ MM)<sup>(1),(2)</sup>

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

# Highlights

## 1Q26



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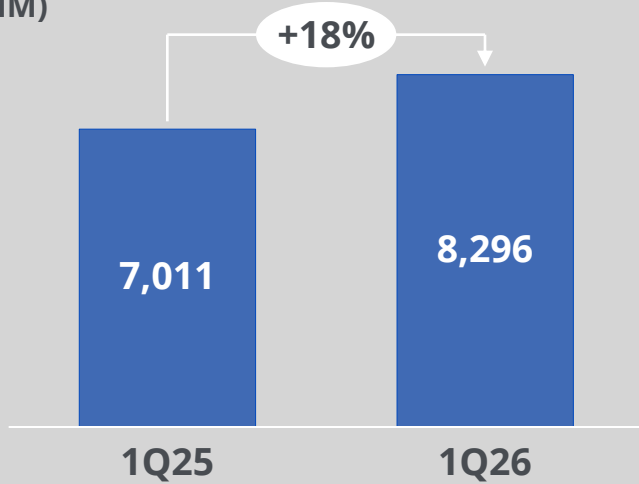
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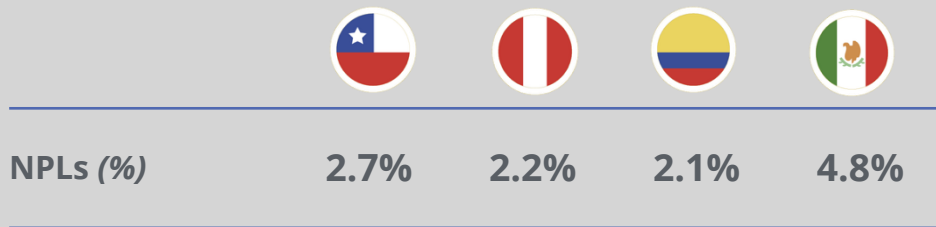
# Building the leading digital bank of the Andean region<sup>2</sup>

## Loan Portfolio

Stock (US\$ MM)



## NPLs Mar-26



## Loan Portfolio 1Q26 Growth (Local currency)



### Mexico

+20% YoY



### Colombia

+13% YoY



### Peru

+7% YoY



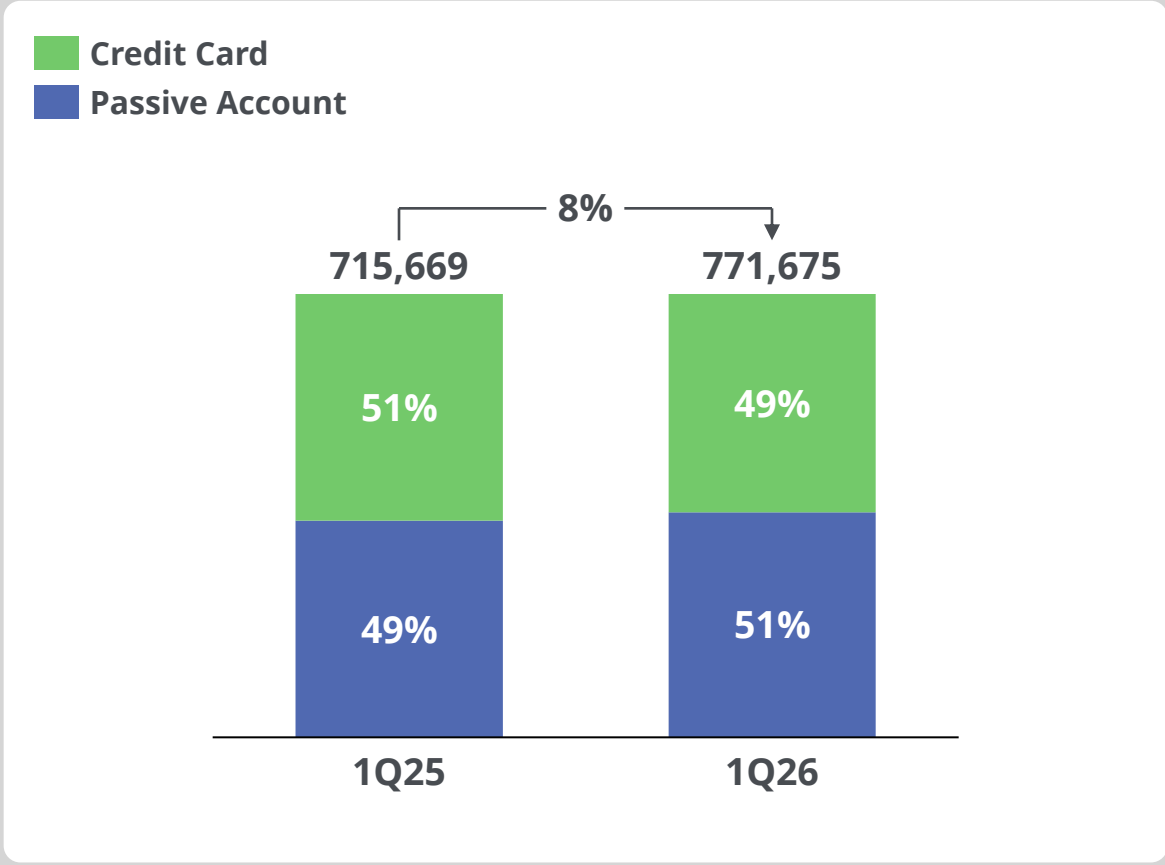
### Chile

+18% YoY

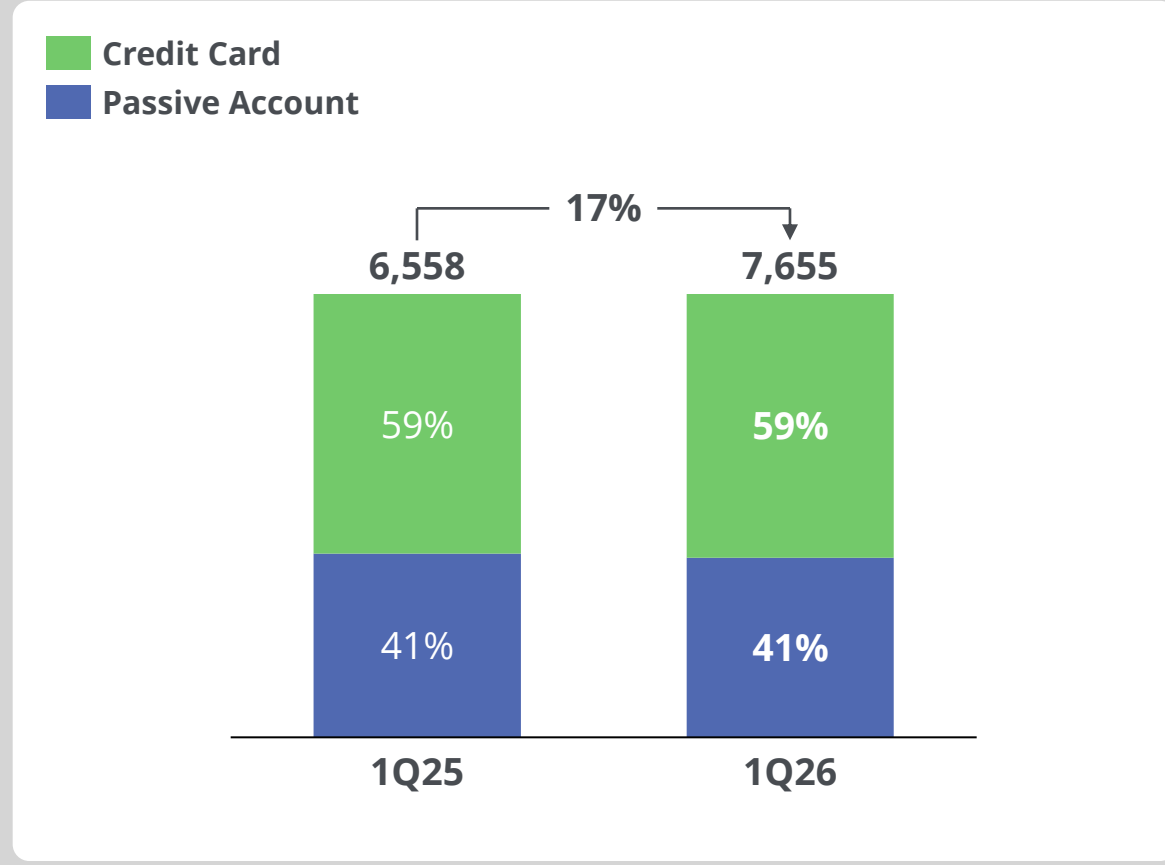
<sup>2</sup>Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.  
Note: All figures are presented at constant exchange rates, using an FX rate of 927.46.

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

## Credit card & passive account openings (#)



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

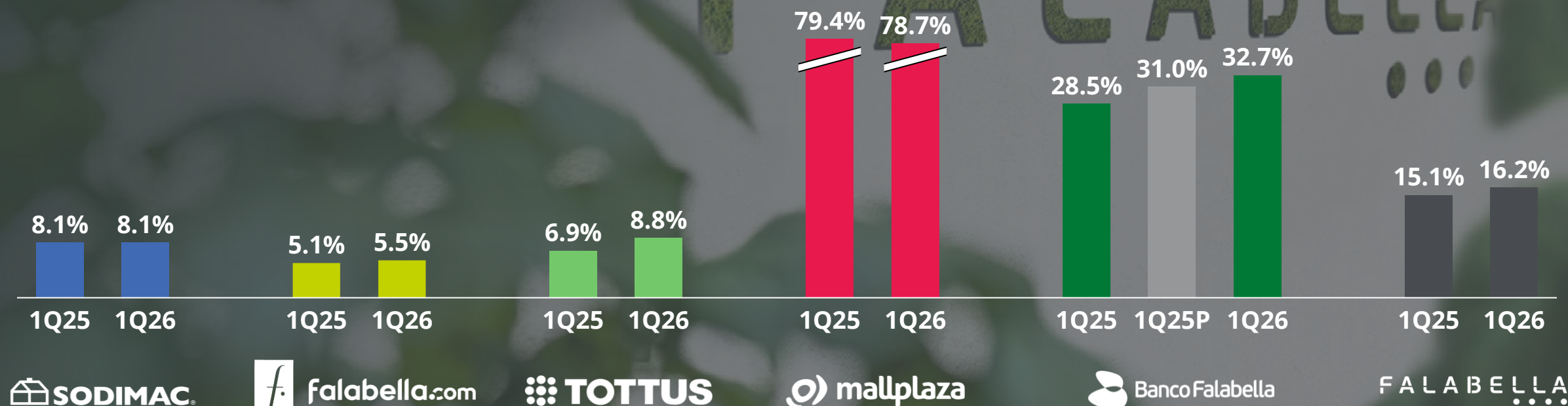


<sup>2</sup>Includes the Financial Services operations in Mexico, which are not consolidated in the Financial Statements.  
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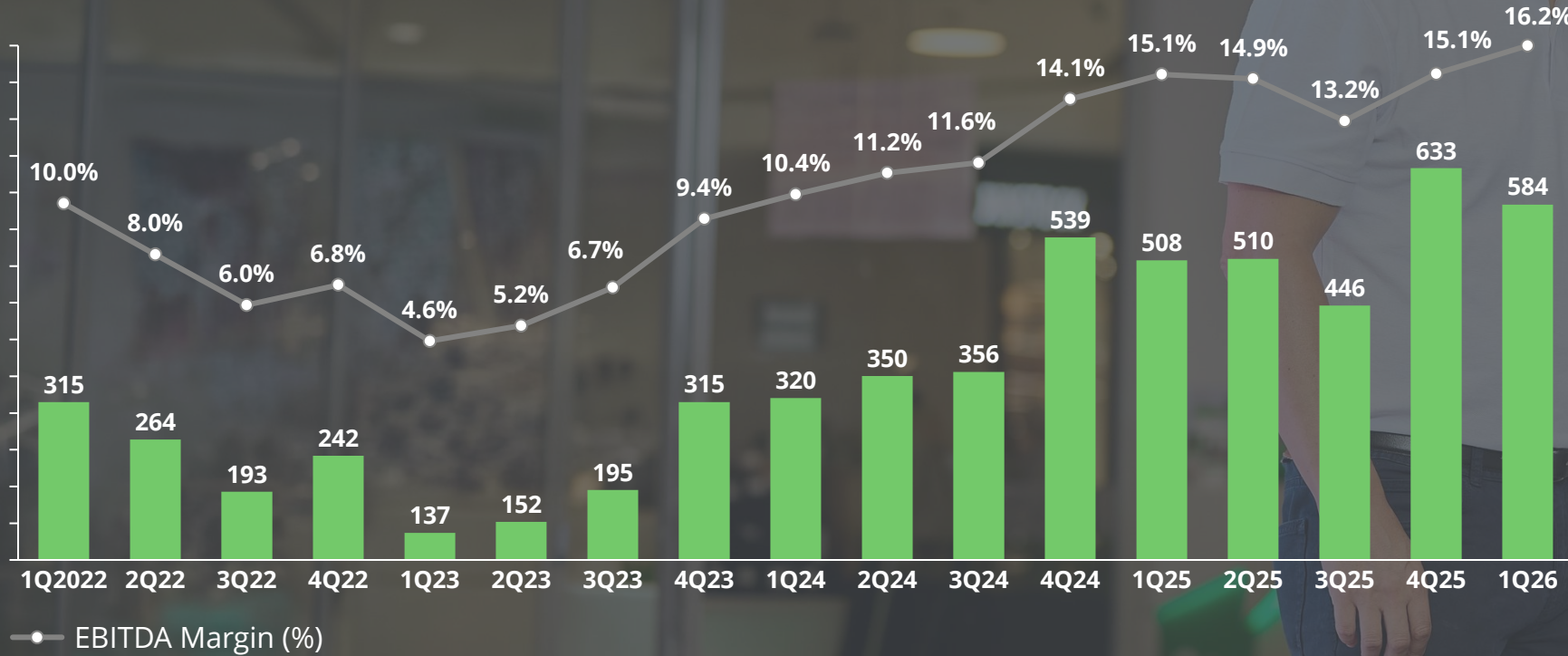
# Our strategy has allowed to enhance profitability

across our five growth engines during 1Q26

## EBITDA Margin (%)



# EBITDA evolution (US\$ MM)

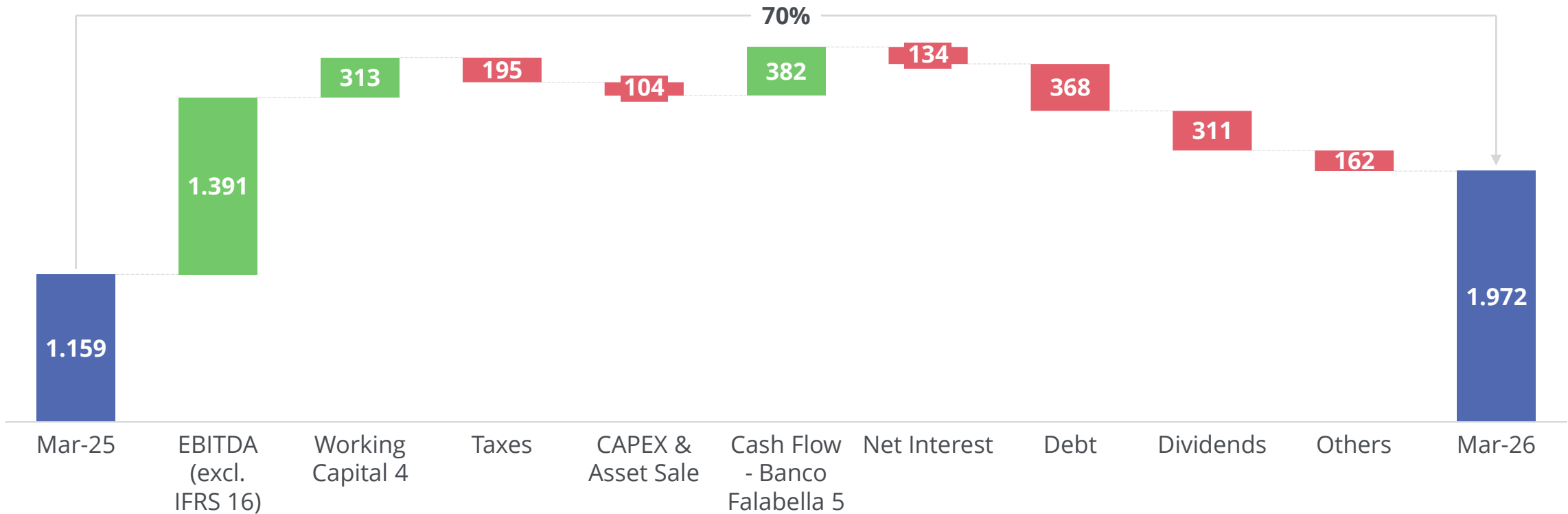


Our strategy allows us to continue improving profitability

# Our operation continues to contribute to cash improvement

## Evolution Cash (US\$ MM)

Non-banking businesses

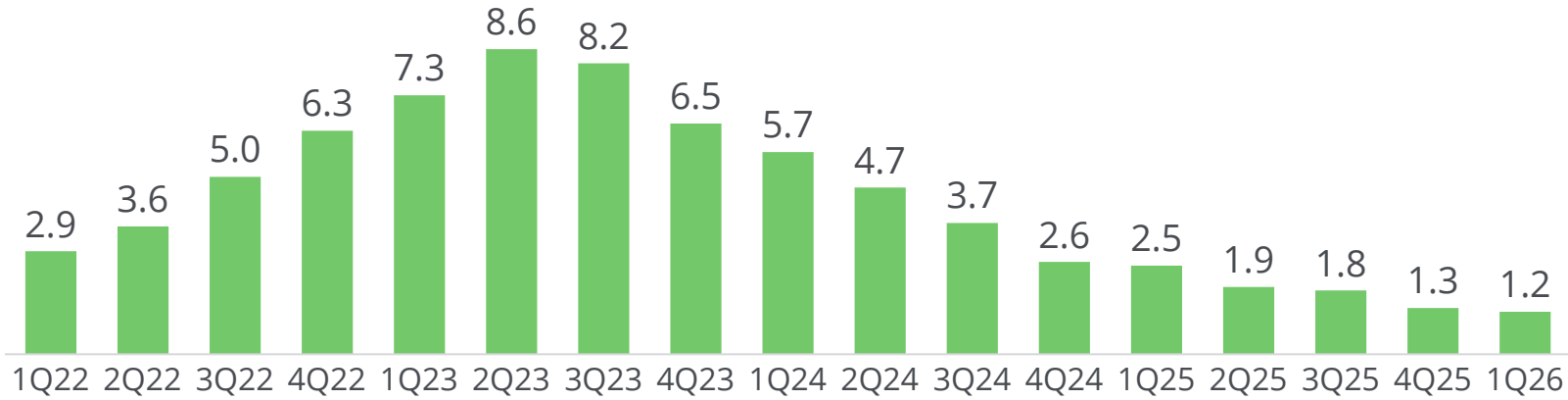


<sup>4</sup> Working Capital includes accounts for Inventories, Trade and other accounts receivables and Trade and other accounts payable;

<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 927.46.

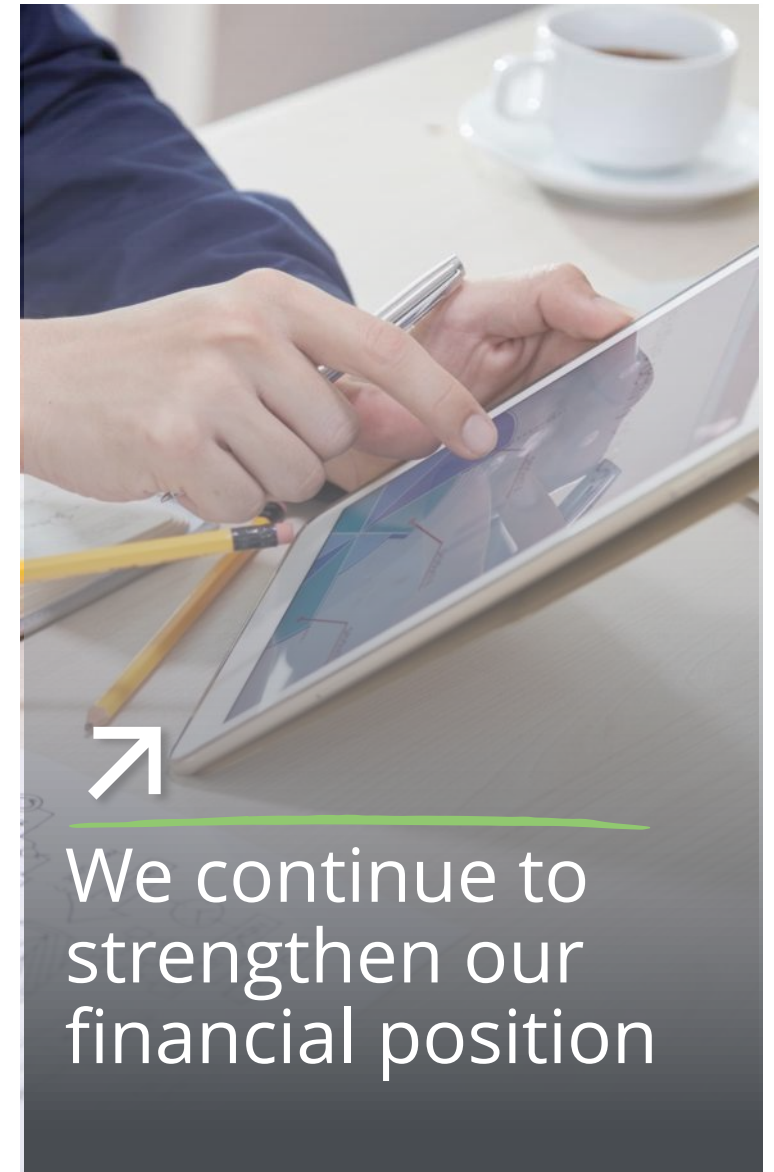
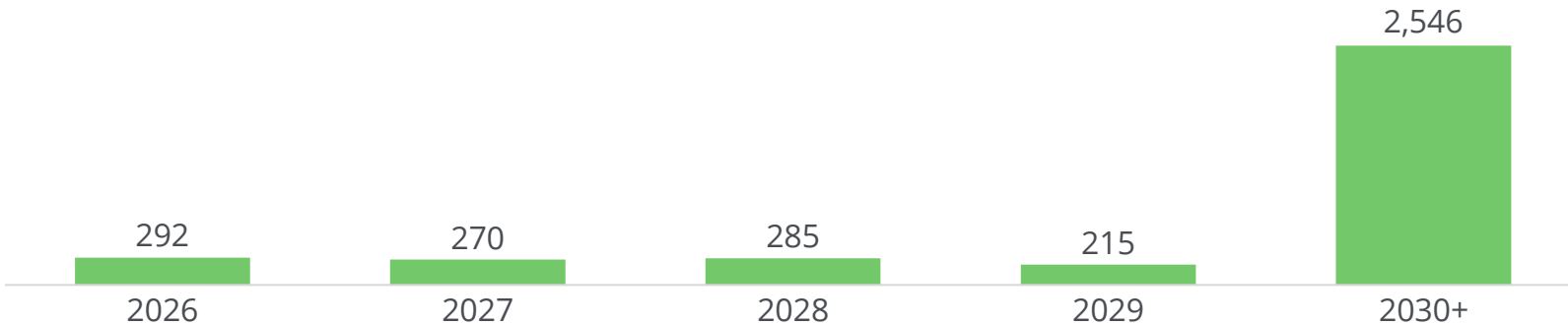
### Net Financial Debt / EBITDA



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

Non-banking businesses, after hedging derivatives

As of Mar-26



↗  
We continue to strengthen our financial position

# ESG



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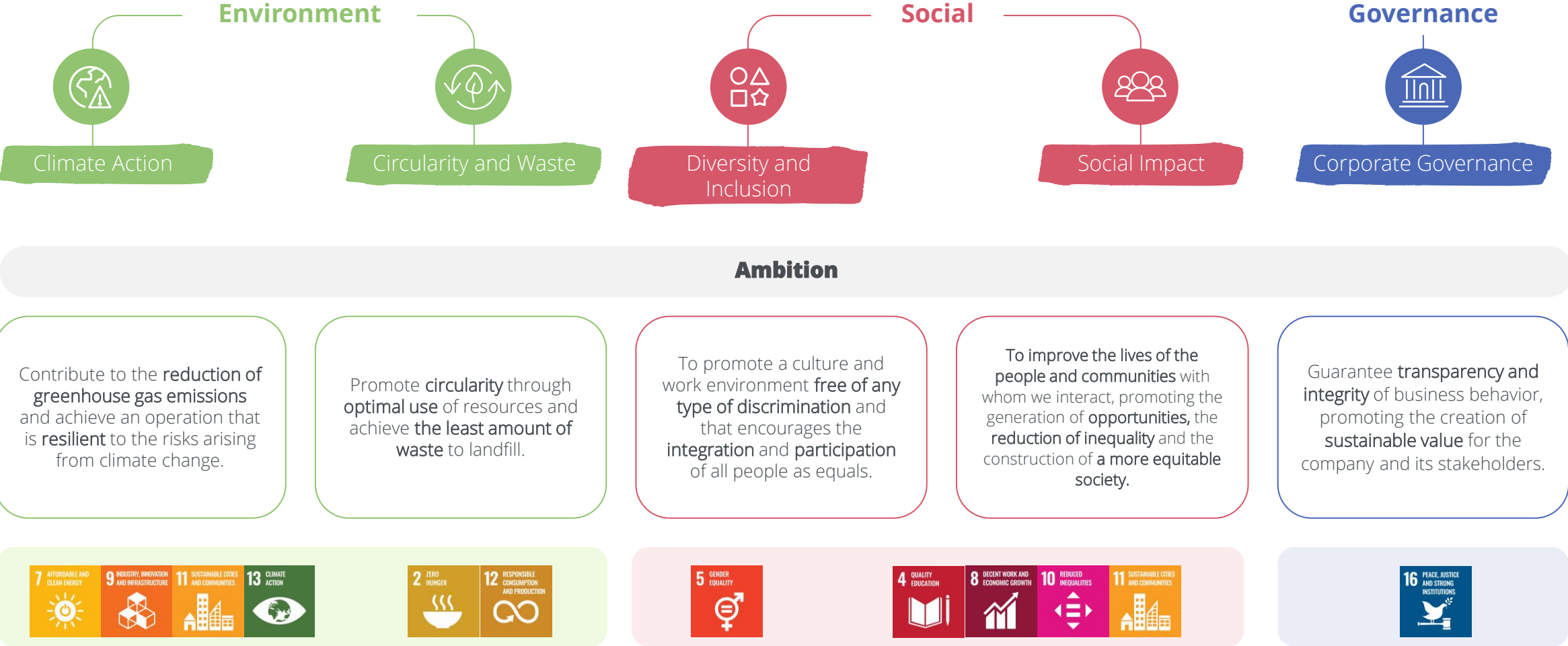
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# Falabella's purpose is based on five ESG pillars with clear aspirations and objectives aligned with the Sustainable Development Goals



# ESG 2025 Progress Synthesis

## Environmental\*



**1,400**  
tons

Food donations

**+32%**  
vs 2024



451 installations with electricity supply

**80%**

from renewable sources



**603**

Billion in sales of sustainable products

+7% vs 2024

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

## Social

**39,9%** Women

in Senior Management and Management positions

**+2,6** million

of beneficiaries of Falabella Group's social impact programs



**+5,000**

Entrepreneurs

participate in commercial instances of the Falabella Group.



**+58,000**

children and adolescents

improve their learning in schools in Latin America and India.



**+13,900**

children, young people and adults

receive training in Financial Education

## Corporate Governance

First Place

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

Falabella among the 7 companies

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

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

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



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

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

The **Only** Chilean company assessed

**1st place** among IPSA companies

**Best rated** retailer in Latin-American

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