Breakfast

2Q26

August 17th, 2026

FALABELLA | + falabella.com | SODIMAC | TOTTUS | mallplaza | BancoFalabella

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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.

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

FALABELLA

Broad-based growth across our ecosystem, supported by shared capabilities, channels and benefits.

Revenue

US$ 3,781 MM

9.7% YoY growth

EBITDA

US$ 549 MM

7.0% YoY growth

14.5% EBITDA MARGIN

Net Income Ex. Fair Value

US$ 242 MM

13.5% YoY growth

Highlights
2Q26

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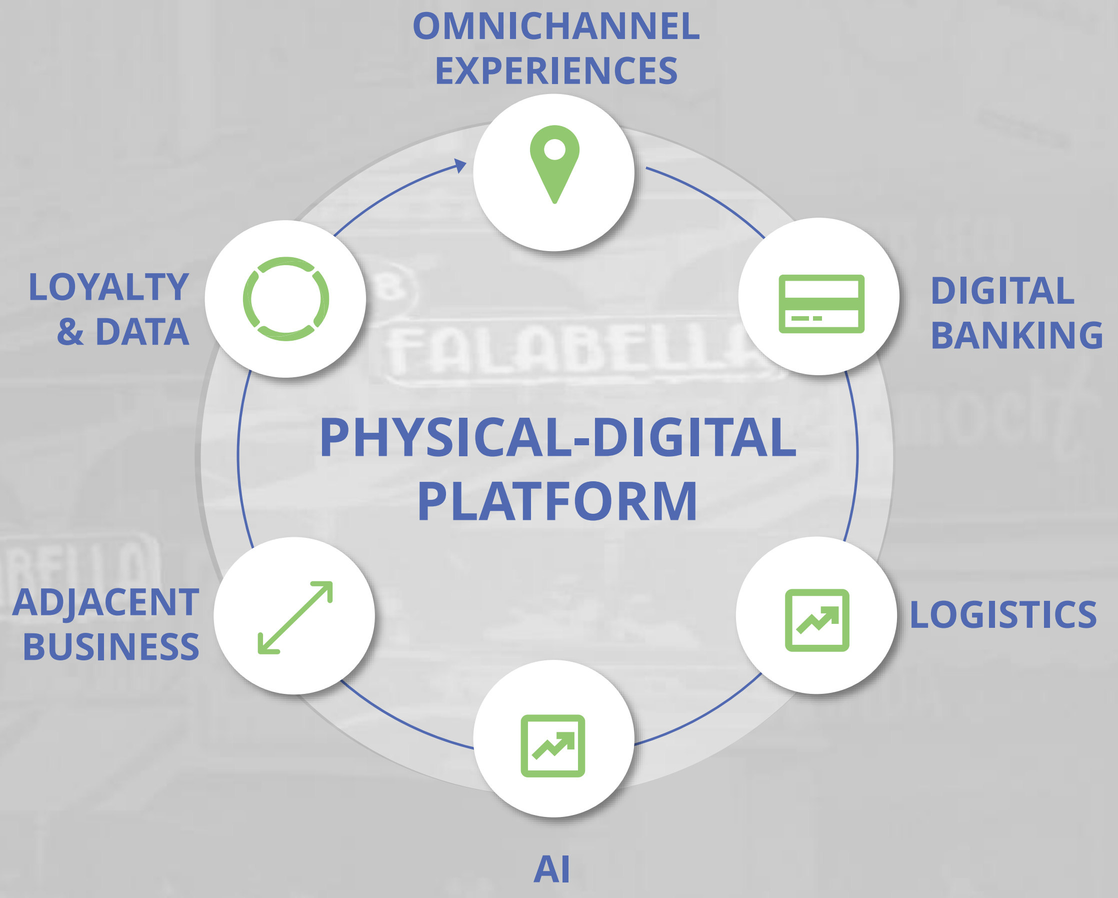
Our ecosystem powers growth: more interactions strengthen our capabilities, allowing us to deliver increasingly relevant experiences and drive higher usage frequency



Ecosystem's Key Figures

- **38 million** Ecosystem Customers
- **22 million** Loyalty Participants
- **568** Stores & Urban Centers
- **7** Countries
- **>50%** Orders picked up by C&C

2Q26 Ecosystem Highlights

56+ — **Customer interactions per month on average with our ecosystem**, increasingly enabling personalized experiences

>50% — Of our 38 million customers **connect through our ecosystem, with 2 or more Group businesses**

82% — Purchases made with our **payment methods beyond our ecosystem**, extending our reach into customers' everyday lives

>50% — Of orders picked up by **Click & Collect**

28% — Loyalty engagement continues to rise with **redemption customers increasing YoY**

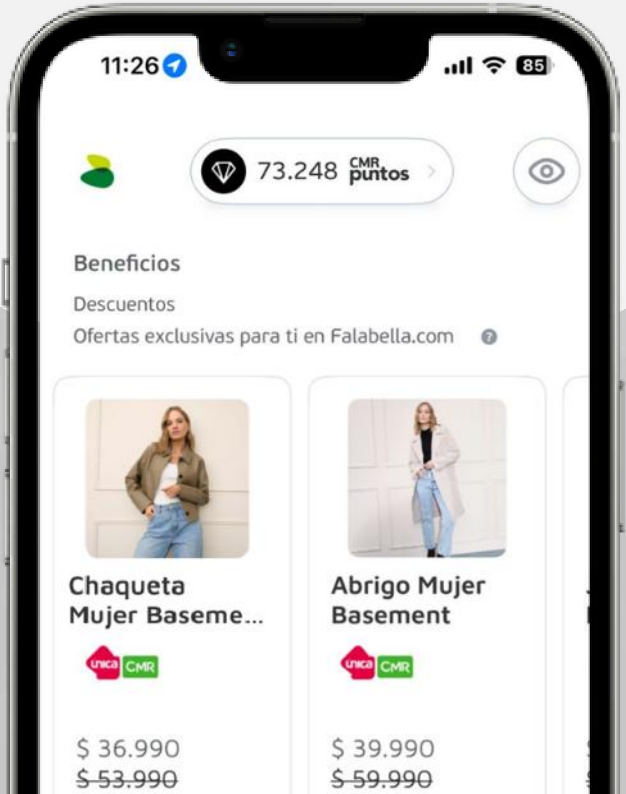
48% — Faster time-to-first-sale for sellers using Sponsored Product Retail Media

Our integrated ecosystem creates value beyond what each business could generate on its own

Retail Provides the Foundation, Banking Deepens Engagement: Together They Create Additional Value

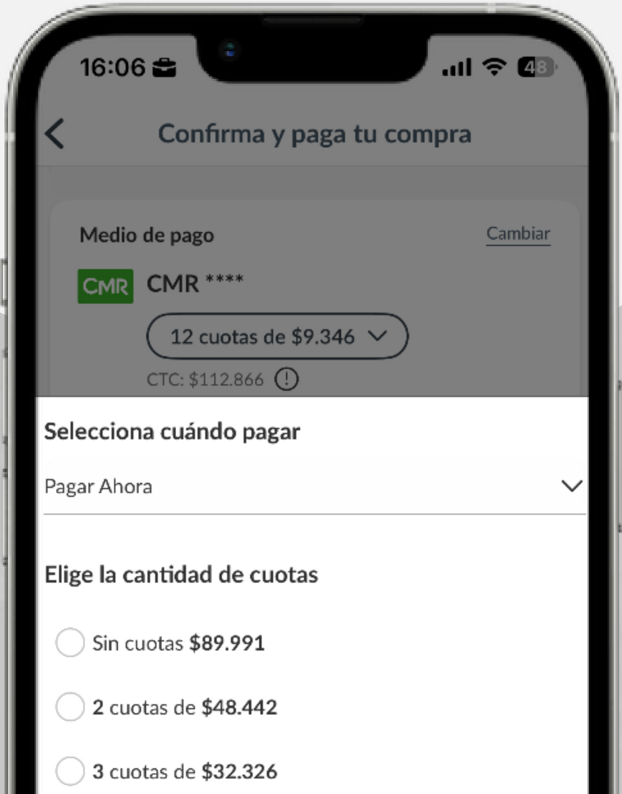
Personalized Recommendations

In-app cross-selling carousel linking Banco Falabella with Falabella.com



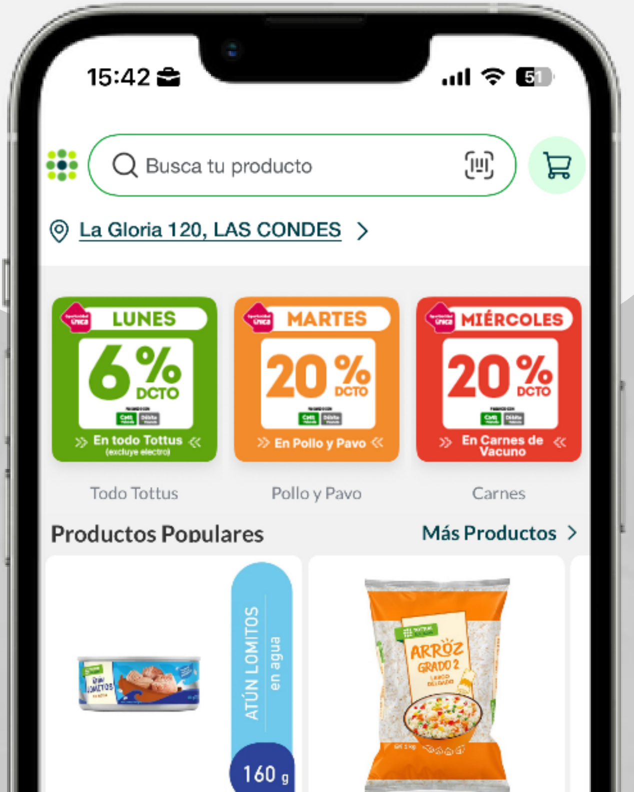
Flexible Payment Options

Clear and accessible installment options across the purchase journey



Unique Discount Opportunities

Ecosystem-wide exclusive deals with Banco Falabella's payment methods



Retail Provides the Foundation, Banking Deepens Engagement: Together They Create Additional Value

Click & Collect Network

Order collection across retailers, enabling flexible pickup options.

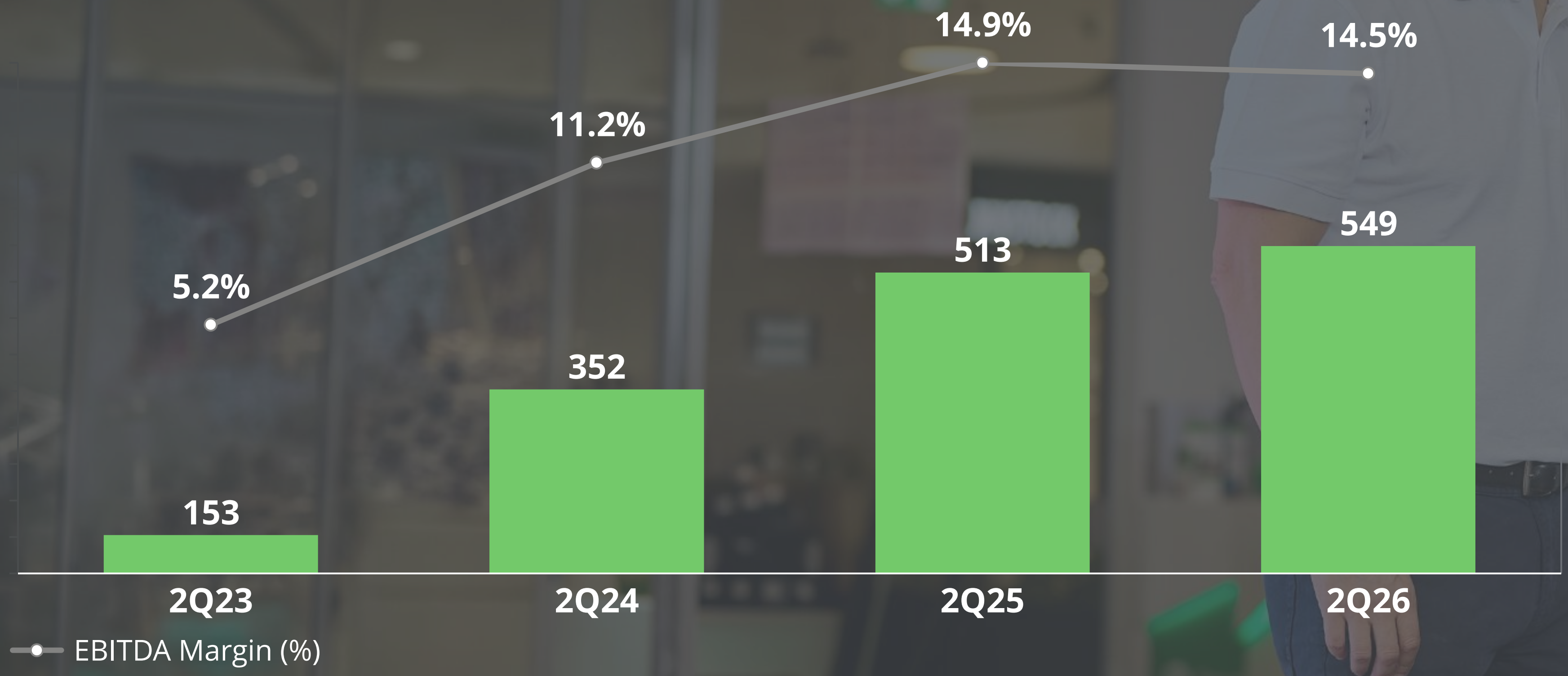
Puntos + Pesos Payment

Turning loyalty into savings by seamlessly paying with points.

Extended Warranty Offering

Delivering protection enabled by our insurance business.

EBITDA evolution (US$ MM)



Our strategy allows us to continue improving profitability

Note: All figures are presented at constant exchange rates, using an FX rate of 922.21 $/US$.

SODIMAC

The Home Improvement leader in Latin America

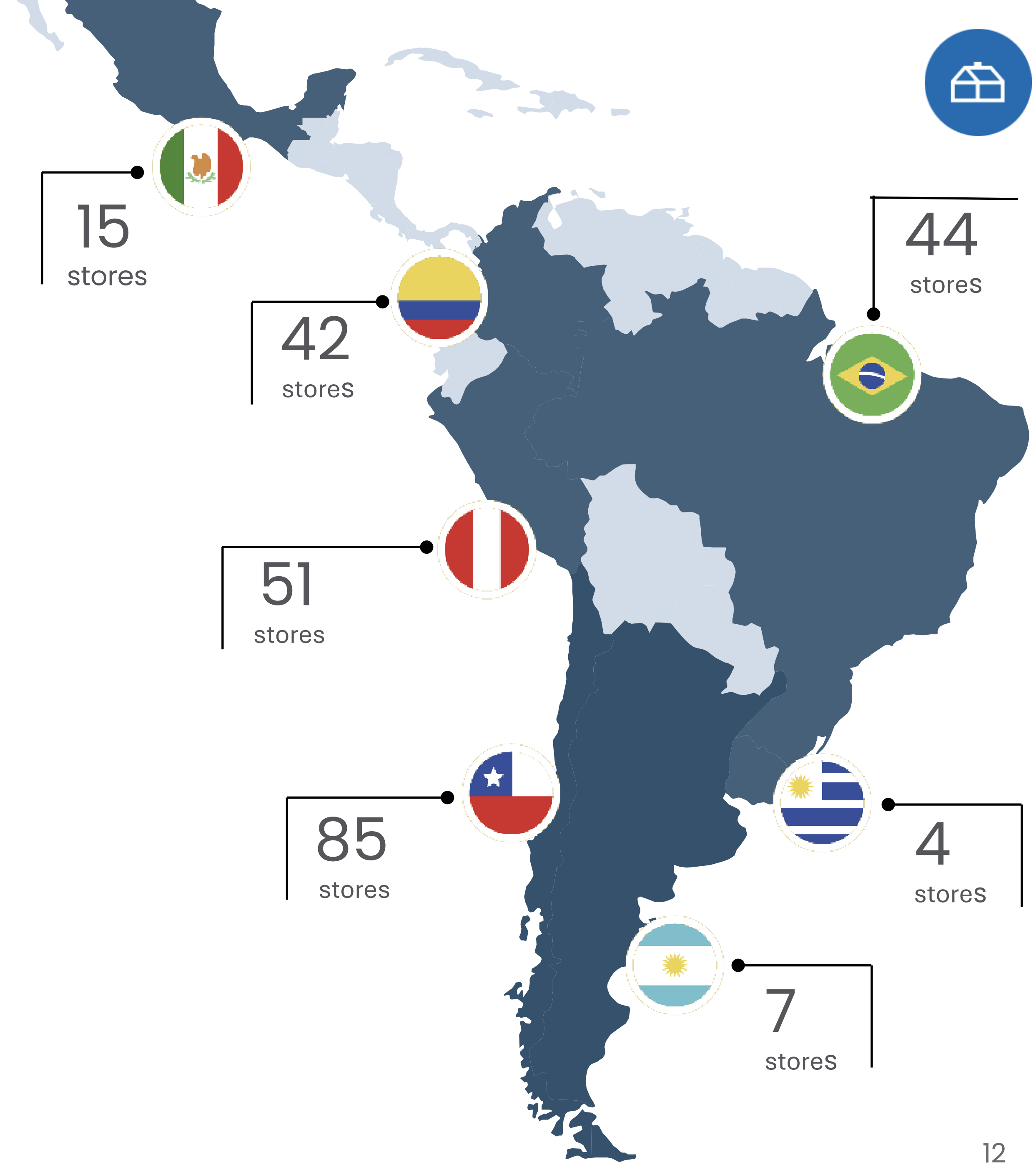
Closer to every Project, closer to every Home

Market leaders of the home improvement industry in Latin America

#1 Market position[1] in Chile, Uruguay, Peru and Colombia

+20 M active customers

248 stores across the region



2Q26 Results (MM)

SODIMAC

USD **1.057** REVENUES — **+3,8%** VS. 2Q25

USD **53** EBITDA — **5,0%** EBITDA MARGIN

USD **3,8** OPERATING INCOME — **0,4%** OPERATING MARGIN

+13,1% GMV ONLINE VS. 2Q25

19,1% DIGITAL PENETRATION

+4,7% PRO SALES GROWTH VS. 2Q25

33,5% PRIVATE-LABEL SHARE

	Chile	Peru	Colombia	Argentina	Uruguay	Brazil	Mexico
REVENUE GROWTH VS. 2Q25	+2,2%	+8,7%	+13,8%	+16,3%	+5,6%	-4,9%	+4,8%
SSS VS. 2Q25	+1,0%	+3,9%	+8,3%	+14,4%	+5,1%	-2,9%	+3,3%

Source: 2Q26 Earnings Release. Figures in CLP million. Sodimac includes Home Improvement operations in Chile, Peru, Brazil, Argentina and Uruguay; excludes IKEA and the Colombia and Mexico operations, which do not consolidate.

Winning strategy for our three customers segments: Consumers, PRO and B2B

Offering all products and services at the best price and in the quantities our customers need, all in one place with a seamless omnichannel experience

Advancing toward this ambition through three strategic priorities

1 **A proposition that earns preference**

Better serving every customer with a complete, specialized and omnichannel offering

2 **Focused and sustainable growth**

Expanding where we have advantages and deepening opportunities across markets, categories and channels

3 **A simple and productive operation**

Capturing efficiencies, optimizing our resources and turning scale into greater profitability

Strengthened by the Falabella ecosystem

SODIMAC

A complete proposition for every home improvement need

Solutions, products and advice for all our customers

SODIMAC

Private labels differentiate our proposition and strengthen our profitability

34%

Private-label share of sales

Design, quality and **competitiveness** for every project

HÖLZTEK


Our value proposition is built on a deep understanding of each customer's needs
Consumers
Inspiration and projects
PRO
Productivity and specialization
B2B
Comprehensive solutions to grow

SODIMAC

Reinforcing strategic categories for Consumers to generate store traffic

We drive innovation and inspiration spaces with complete solutions to improve every home

SODIMAC

Our **PRO Customers** power our growth and build long-term relationships

Personalized services and an exclusive shopping experience through our CES loyalty program

SODIMAC

Our value proposition for **B2B customers** is based on tailored services, differentiated products, financing and an omnichannel experience

We are strengthening service to the construction segment at every stage of their projects, with a focus on medium and large-sized businesses

SODIMAC

We face different challenges across the markets where we operate

In Chile, we are renewing our value proposition to better serve our customers' needs

Expand our **assortment**

Improve the **experience**

Increase **productivity**

In Peru, we have converted our Maestro stores to the Sodimac format, rethinking the value proposition end to end, assortment, layout and in-store experience

Combining efficiency, scale and a better experience for our customers

In Colombia, we are strengthening our leadership by bringing the Homecenter experience to more customers

With a wining value proposition that is omnichannel, relevant and close to our customers

HC Manizales

In Mexico, we are building the foundations for sustainable growth

Combining expansion, brand awareness and a differentiated value proposition

HC Sendero

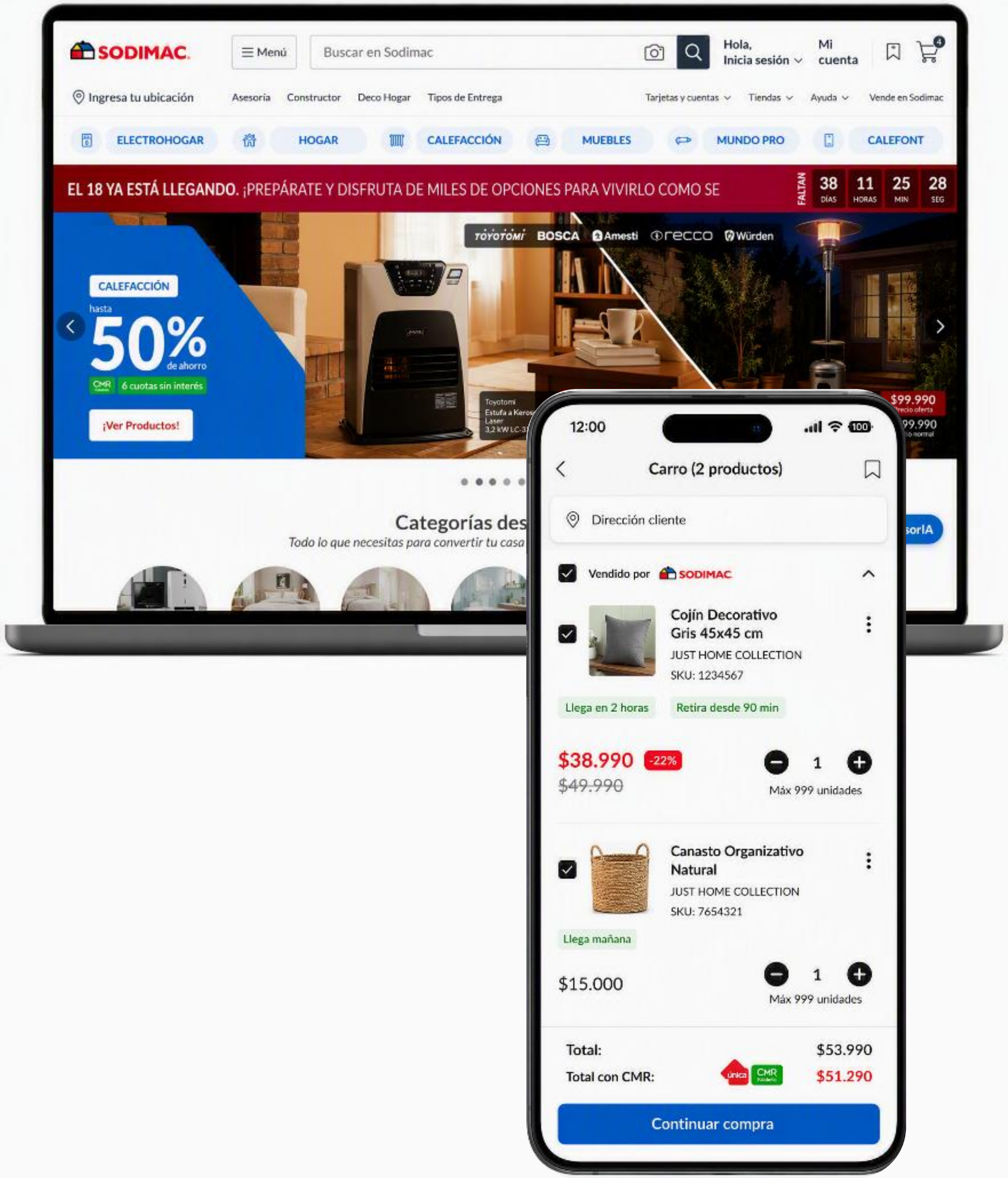
In Brazil, we are focused on building a profitable store footprint supported by a winning value proposition

HC Praia Grande

SODIMAC

Ecommerce complements our value proposition, combining assortment, speed and a frictionless omnichannel experience

It expands our reach and connects millions of customers with Sodimac




We are bringing
Sodimac's specialist
experience to
Falabella.com
We are the #1 seller in Falabella.com

Focus areas going forward with three clear priorities

2Q26 closed with revenue of USD 1.057 million (+3,8%) and EBITDA of USD 53 million. On that basis, we are focusing execution on three priorities.

01

Strengthen the value proposition in Chile

02

Boost the ecommerce channel

03

Consolidate Mexico

SODIMAC

The Home Improvement leader in Latin America

Closer to every Project, closer to every Home

Q&A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HOMECENTER
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