



CORPORATE PRESENTATION FIRST QUARTER 2021



March | 2021

RETAIL PLATFORM IN LATIN AMERICA



7 COUNTRIES



FASHION &
ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$13.4bn

1Q21 LTM Total Revenues

US\$3.8bn

1Q21 LTM GMV¹

141% YoY

1Q21 LTM GMV 1P Growth

156% YoY

1Q21 LTM GMV 3P Growth

US\$6.3bn

1Q21 Gross Loan Book

4.8mn

Active Credit Cards

502 stores

Three Retail Formats

US\$1.3 bn

1Q21 LTM EBITDA

Source: Company filings








Note: All financial figures as of March 2021. All dollar figures are calculated based on the observed exchange rate as of April 1st, 2021 (721,82 CLP/US\$).

¹ GMV includes sales through online channels for Department Stores in Chile, Peru, Argentina & Colombia; Home Improvement in Chile, Peru, Argentina, Brazil & Uruguay; Supermarkets in Chile & Peru and Linio.

² Includes Banco Falabella Chile, Banco Falabella Peru, Banco Falabella Colombia y CMR Argentina

REGIONAL FOOTPRINT

FALABELLA

							
FALABELLA RETAIL	46 Stores 320,408 sqm	30 Stores 185,970 sqm	26 Stores 189,680 sqm	3 Stores 19,494 sqm			
HOME IMPROVEMENT	84 Stores 753,110 sqm	56 Stores 385,217 sqm	40 Stores 386,256 sqm	7 Stores 72,199 sqm	53 Stores 174,279 sqm	3 Stores 24,849 sqm	6 Stores 65,628 sqm
SUPERMARKETS	67 Stores 200,906 sqm	81 Stores 274,000 sqm					
FINANCIAL SERVICES	2,609,902 active credit cards	889,114 active credit cards	1,018,531 active credit cards	251,872 active credit cards			276.039 active credit cards
REAL ESTATE	27 malls 1,575,400 sqm GLA	15 malls 584,286 sqm GLA	4 malls 165,000 sqm GLA				

MIX BY COUNTRY (LTM)



Chile
62% revenue
75% EBITDA

Peru
27% revenue
17% EBITDA

Colombia
7% revenue
3% EBITDA

Argentina
2% revenue
2% EBITDA

Brazil
2% revenue
2% EBITDA

Uruguay
<1% revenue
1% EBITDA

MIX BY BUSINESS (LTM)



Home Improvement
US\$ 4.8 billion revenues

36% Revenue
39% EBITDA



Fashion & Electronics
US\$ 3.8 billion revenues

29% Revenue
9% EBITDA



Supermarkets
US\$ 2.8 billion revenues

21% Revenue
15% EBITDA



Financial Services
US\$ 6.3 billion Loan Book

12% Revenue
25% EBITDA













Real Estate
3.3 million sqm of GLA³

3% Revenue
12% EBITDA

1. All figures as of March 2021.
2. Mix by Country and Mix by Business as of March 2021. Segment 'Colombia' and 'Home Improvement' does not include Sodimac Colombia which we do not consolidate. EBITDA Breakdown does not consider adjustment and eliminations.
3. Includes 1,030,000 m2 of additional GLA in free standing stores in the region also owned by Falabella.

LEADERSHIP POSITION

MARKET POSITION ¹	 Fashion & Electronics Revenue MMUS\$	 Home Improvement Revenue MMUS\$	 Supermarkets Revenue MMUS\$	 Financial Services Credit cards	 Real Estate Footprint
 CHILE	2,327 #1	3,450 #1	1,252 #4	2,609,902 #1	27 Shopping Centers GLA 1.6 million sqm #1
 PERU	761 #1	838 #1	1,593 #2	889,114 #1	15 Shopping Centers GLA 0.6 million sqm #1
 COLOMBIA	570 #1	1,229 #1		1,018,531 #4	4 Shopping Centers
 ARGENTINA	177 #1	98 #2		251,872	
 BRAZIL		302 #4			



Selected for DJSI World for fifth consecutive year

Falabella is the only Chilean company to be included in four Dow Jones indexes: World, Emerging Markets, MILA and Chile.

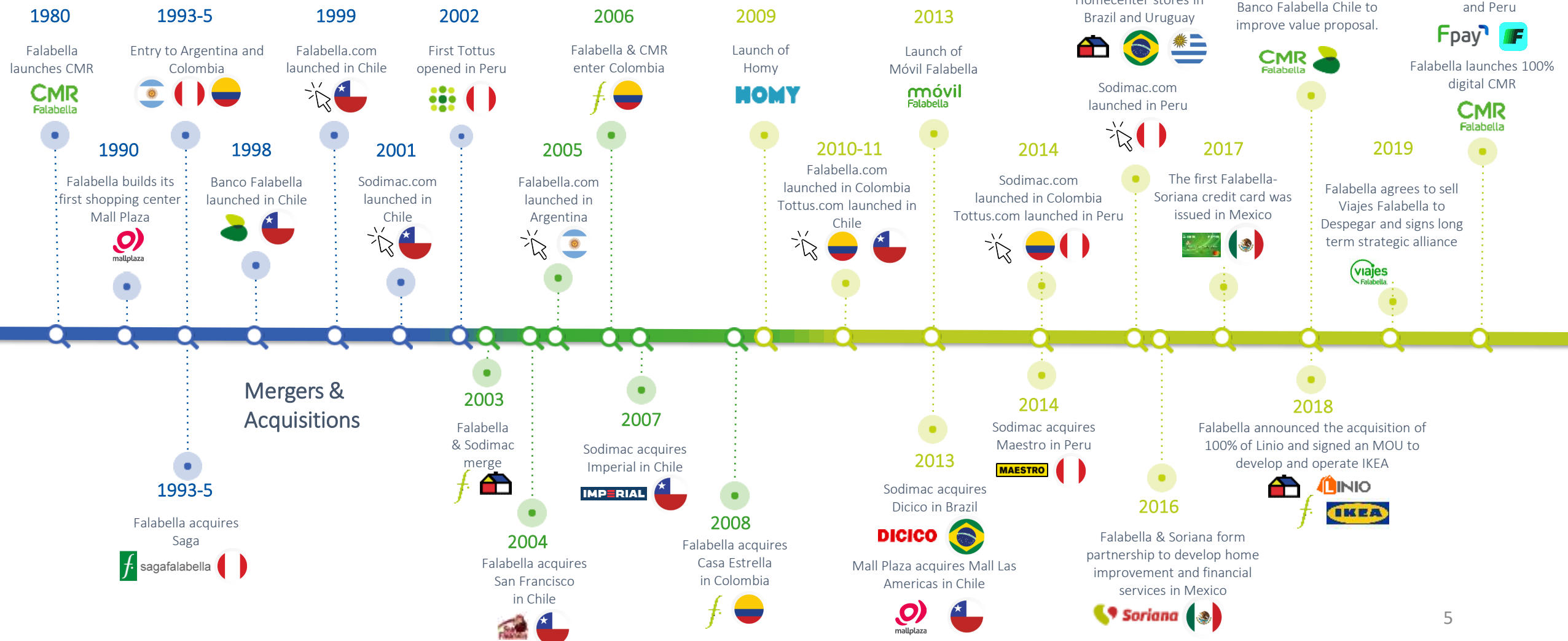
Within the retail category, the company ranked fifth worldwide.

1. Marketshare figures are measured in terms of revenues from January as of December 2020, according to the public information of our peers. Rating of Financial Services as of December 2020. FX rates as of April 1st, 2021 (721,82 CLP/US\$).
 2. Note: Revenue figures for retailers are LTM as of March 2021.

CONSTANTLY EVOLVING TO MEET OUR CUSTOMER'S DEMANDS

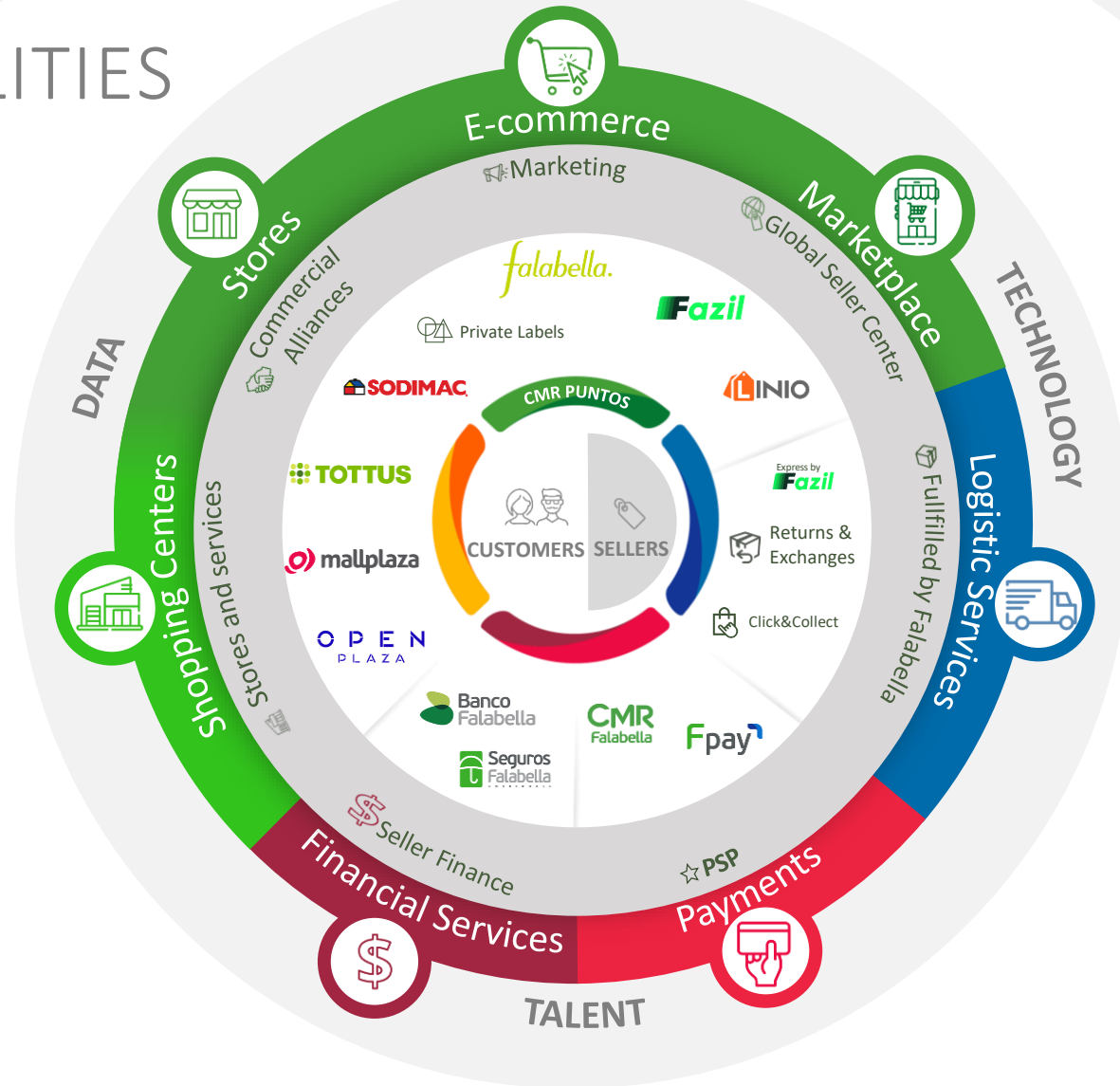


Organic Initiatives



STRENGTHENING OUR OMNICHANNEL CAPABILITIES

FALABELLA



OUR STRATEGIC PRIORITIES



01

Differentiated
Value
Proposition



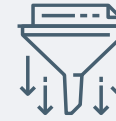
02

Scaling Up
Logistics
And Fulfillment



03

Financing and
Payments



04

Data Analytics
and Business
Intelligence



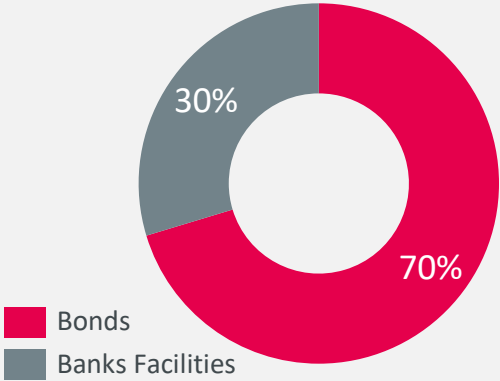
05

Technological
Platform
Development

Building a digital ecosystem leveraged on our unmatched physical assets

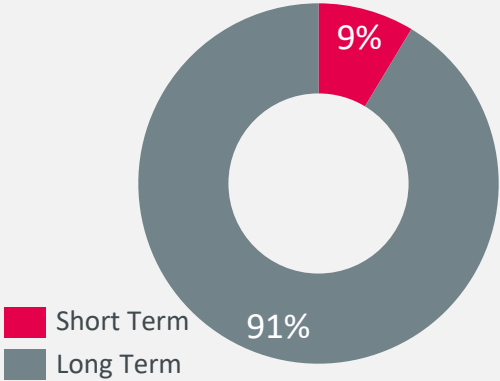
STRONG FINANCIAL POSITION

Debt By Creditor
w/o Banking Operations



US\$ 5,036 MM
Financial Debt w/o Banks

Debt By Maturity
w/o Banking Operations



5.2 years
Duration

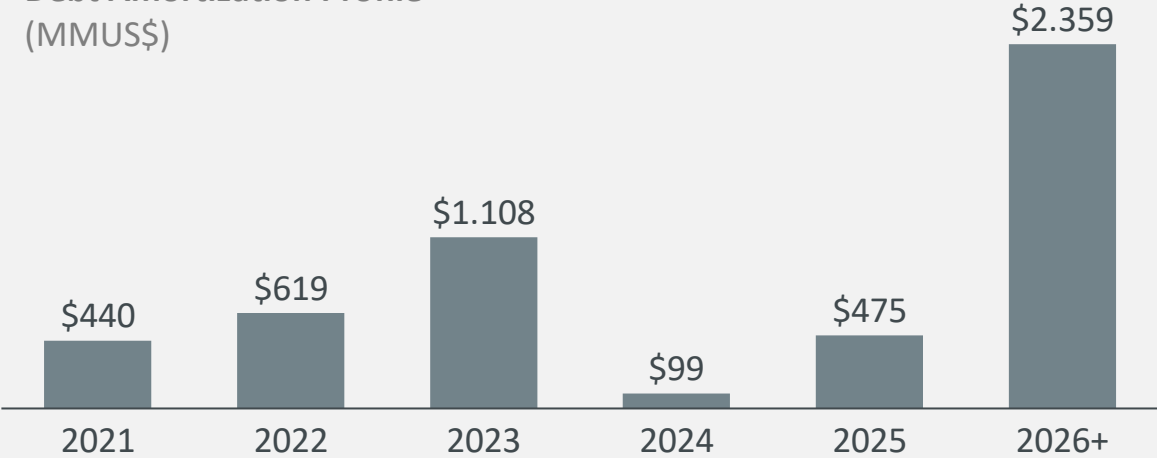
Net Financial Debt/Ebitda (times)
w/o Banking Operations



Net Leverage (times)
w/o Banking Operations



Debt Amortization Profile
(MMUS\$)



FOSTERING AN ENTREPRENEURIAL CULTURE DRIVEN BY OUR VALUES

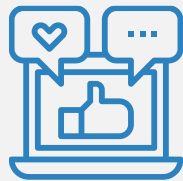


ONE FALABELLA TEAM

Exceed
customers'
expectations



Make things
happen



Meritocracy



Purposeful
actions





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