

A grayscale background image showing three people in a professional setting, looking at a screen or document. The image is semi-transparent and serves as a backdrop for the title text.

CORPORATE PRESENTATION
FOURTH QUARTER 2021



RETAIL PLATFORM IN LATIN AMERICA



7 COUNTRIES



FASHION & ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$13.6bn

4Q21 LTM Total Revenues

US\$3.5bn

4Q21 LTM GMV¹

25% YoY

4Q21 LTM GMV Growth

US\$2.6bn

4Q21 LTM TPV

US\$6.7bn

4Q21 Gross Loan Book²

4.9mn

Active Credit Cards²

510 stores

Three Retail Formats

US\$1.9 bn

4Q21 LTM EBITDA

Source: Company filings

Note: All financial figures as of December 2021. All dollar figures are calculated based on the observed exchange rate as of January 3rd, 2022: CLP/US\$ 844.69.

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 and Banco Falabella Colombia.

REGIONAL FOOTPRINT



| | | | | | | | |
|--------------------|-------------------------------|-----------------------------|-------------------------------|---------------------|-----------------------|---------------------|-----------------------------|
| FALABELLA RETAIL | 46 Stores 318,923 sqm | 31 Stores 191,897 sqm | 26 Stores 189,262 sqm | | | | |
| HOME IMPROVEMENT | 84 Stores 755,179 sqm | 56 Stores 388,166 sqm | 40 Stores 385,990 sqm | 7 Stores 72,207 sqm | 52 Stores 178,077 sqm | 4 Stores 33,619 sqm | 9 Stores 94,548 sqm |
| SUPERMARKETS | 70 Stores 207,133 sqm | 85 Stores 278,672 sqm | | | | | |
| FINANCIAL SERVICES | 2,799,130 active credit cards | 955,344 active credit cards | 1,238,830 active credit cards | | | | 214,366 active credit cards |
| REAL ESTATE | 27 malls 1,616,120 sqm GLA | 15 malls 616,254 sqm GLA | 4 malls 163,857 sqm GLA | | | | |

MIX BY COUNTRY (LTM)



Chile
65% revenue
76% EBITDA

Argentina
2% revenue
<1% EBITDA

Peru
25% revenue
18% EBITDA

Brazil
2% revenue
2% EBITDA

Colombia
6% revenue
4% EBITDA

Uruguay
<1% revenue
<1% EBITDA

MIX BY BUSINESS (LTM)



Home Improvement
US\$ 5.2 billion revenues

39% Revenue
34% EBITDA



Fashion & Electronics
US\$ 4.1 billion revenues

30% Revenue
19% EBITDA



Supermarkets
US\$ 2.5 billion revenues

18% Revenue
9% EBITDA



Financial Services
US\$ 6.7 billion Loan Book

10% Revenue
21% EBITDA



Real Estate
3.3 million sqm of GLA³

3% Revenue
17% EBITDA

1. All figures as of December 2021.
2. Mix by Country and Mix by Business as of December 2021. Segment 'Colombia' and 'Home Improvement' does not include Sodimac Colombia which we do not consolidate. EBITDA Breakdown does not consider adjustments and eliminations.
3. Includes 1,030,000 m2 of additional GLA in standalone 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 | 2,611 #1 | 3,854 #1 | 1,172 #4 | 2,799,130 #1 | 27 Shopping Centers GLA 1.6 million sqm #1 |
| PERU | 841 #1 | 905 #1 | 1,283 #2 | 955,344 #1 | 15 Shopping Centers GLA 0.6 million sqm #2 |
| COLOMBIA | 533 #1 | 1,264 #1 | | 1,238,830 #4 | 4 Shopping Centers |
| ARGENTINA | | 135 #2 | | | |
| BRAZIL | | 277 #4 | | | |

Sustainability Milestones

Falabella selected for the DJSI

- Falabella became the only Chilean company selected to join the Dow Jones Sustainability World Index (DJSI World) in November, which unites leading international companies by their sustainability performance.

New Falabella flagship store is applying for LEED certification

- Its sustainable construction principles led a large proportion of its construction site waste to be recycled, donated and reused, which avoided sending this waste to landfills.

Rise Up Women

- Falabella Retail launched a massive campaign that published its commitment to female empowerment and local talent. It aims to inspire, mobilize and empower women using a purposeful message that can be summed up in one sentence: Women rise up, we can do anything!

Mallplaza commits to carbon neutrality by 2030

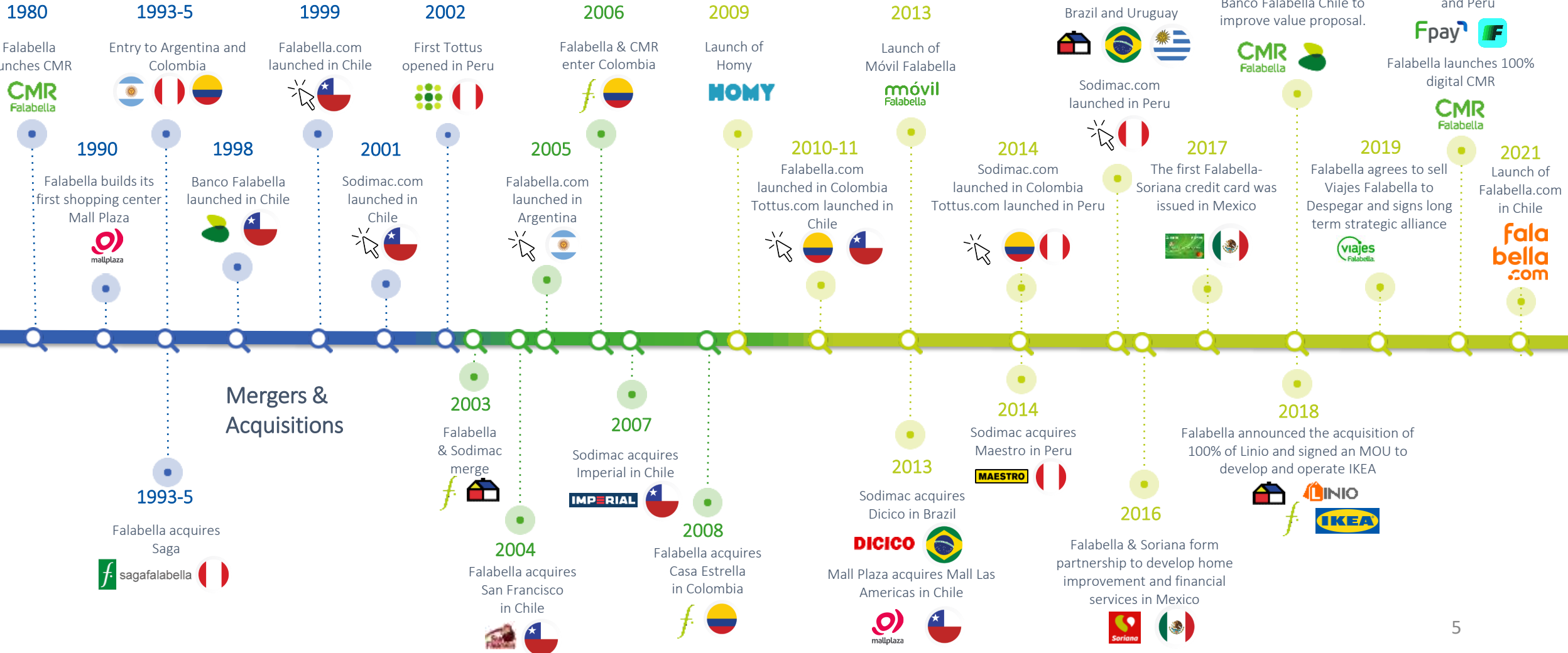
- Mallplaza will continue to focus on energy and water efficiency, and waste management. It is committed to only using Non-Conventional Renewable Energy (NCRE) in Chile and Peru by 2022, and to reducing water consumption by 30% and increasing waste recovery to 60% by 2025, which will stimulate the circular economy.

1. Marketshare figures are measured in terms of revenues from January as of September 2021, according to the public information of our peers. Market positioning Financial Services as of October 2021. FX rates as of January 3rd, 2022: CLP/US\$ 844.69
 2. Note: Revenue figures for retailers as of LTM ending on December 2021.

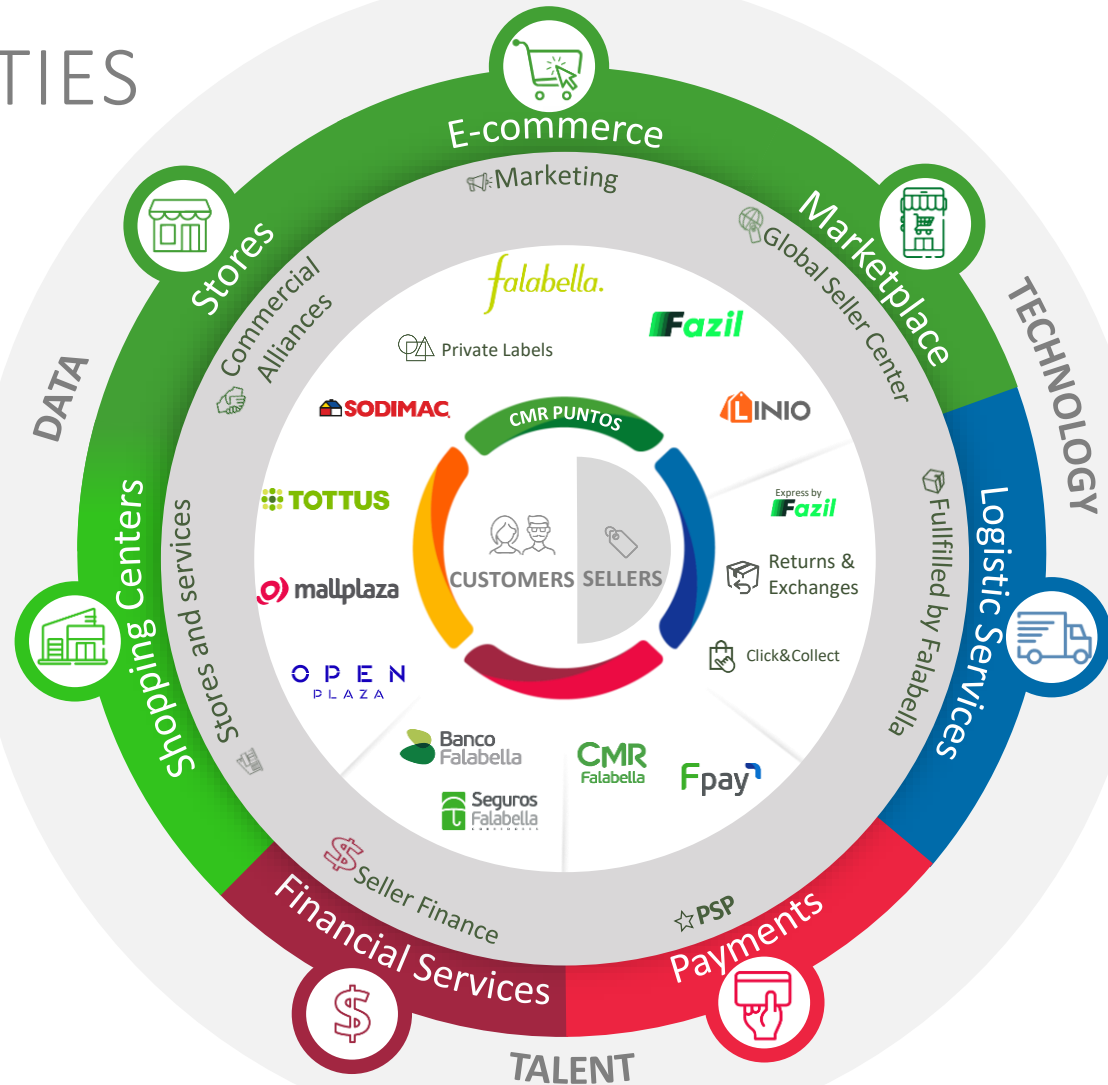
CONSTANTLY EVOLVING TO MEET OUR CUSTOMER'S DEMANDS



Organic Initiatives



STRENGTHENING OUR OMNICHANNEL CAPABILITIES



OUR STRATEGIC PRIORITIES



01

Differentiated
Value
Proposition



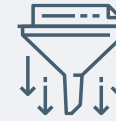
02

Scaling Up
Logistics
And Fulfillment



03

Financing and
Payments



04

Data Analytics
and Business
Intelligence



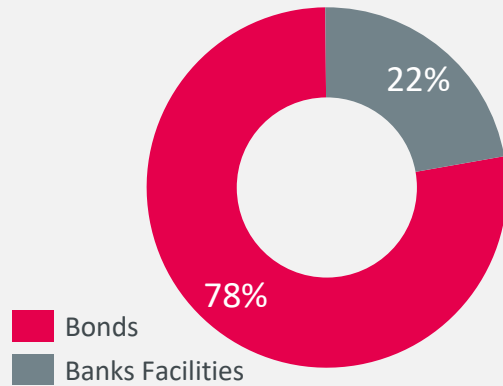
05

Technological
Platform
Development

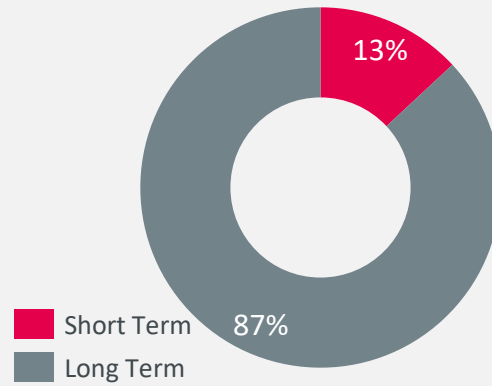
Building a digital ecosystem leveraged on our unmatched physical assets

STRONG FINANCIAL POSITION

Debt By Creditor
w/o Banking Operations

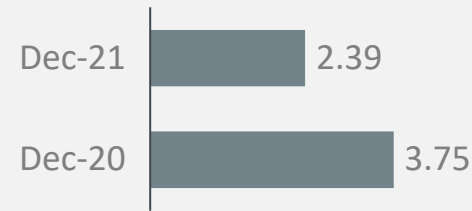


Debt By Maturity
w/o Banking Operations



US\$ 4,212 MM
Financial Debt w/o Banks

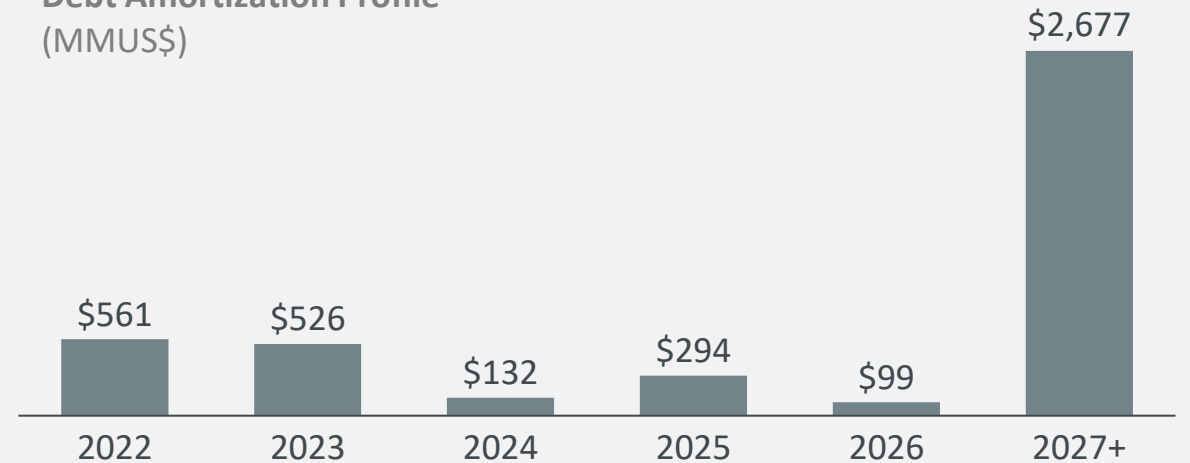
Net Financial Debt/Ebitda (times)
w/o Banking Operations



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



FALABELLA

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December | 2021