



CORPORATE PRESENTATION
FIRST QUARTER 2022



RETAIL PLATFORM IN LATIN AMERICA



7 COUNTRIES



FASHION & ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$15.1bn

1Q22 LTM Total Revenues

US\$3.8bn

1Q22 LTM GMV¹

11% YoY

1Q22 LTM GMV Growth

US\$2.9bn

1Q22 LTM TPV

US\$7.8bn

1Q22 Gross Loan Book²

5.1mn

Active Credit Cards²

514 stores

Three Retail Formats

US\$1.9 bn

1Q22 LTM EBITDA

Source: Company filings

Note: All financial figures as of March 2022. All dollar figures are calculated based on the observed exchange rate as of April 1st, 2022: CLP/US\$ 787.98.

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 318,855 sqm	31 Stores 191,897 sqm	26 Stores 189,183 sqm				
HOME IMPROVEMENT	85 Stores 766,761 sqm	56 Stores 388,526 sqm	40 Stores 385,990 sqm	7 Stores 72,207 sqm	53 Stores 180,170 sqm	4 Stores 33,619 sqm	9 Stores 94,548 sqm
SUPERMARKETS	72 Stores 210,445 sqm	85 Stores 278,667 sqm					
FINANCIAL SERVICES	2,878,674 active credit cards	969,600 active credit cards	1,243,721 active credit cards				222,846 active credit cards
REAL ESTATE	27 malls 1,616,210 sqm GLA	15 malls 613,356 sqm GLA	4 malls 164,200 sqm GLA				

MIX BY COUNTRY (LTM)



Chile
64% revenue
74% EBITDA

Argentina
2% revenue
<1% EBITDA

Peru
25% revenue
19% EBITDA

Brazil
2% revenue
2% EBITDA

Colombia
7% revenue
5% EBITDA

Uruguay
<1% revenue
<1% EBITDA

MIX BY BUSINESS (LTM)



Home Improvement
US\$ 5.8 billion revenues

38% Revenue
32% EBITDA



Fashion & Electronics
US\$ 4.5 billion revenues

30% Revenue
21% EBITDA



Supermarkets
US\$ 2.7 billion revenues

18% Revenue
8% EBITDA



Financial Services
US\$ 7.8 billion Loan Book

11% Revenue
21% EBITDA



Real Estate
3.3 million sqm of GLA³

4% Revenue
19% EBITDA

1. All figures as of March 2022.
2. Mix by Country and Mix by Business as of March 2022. 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	2,873 #1	4,284 #1	1,279 #4	2,878,674 #1	27 Shopping Centers GLA 1.6 million sqm #1
PERU	968 #1	1,010 #1	1,396 #2	969,600 #1	15 Shopping Centers GLA 0.6 million sqm #2
COLOMBIA	608 #1	1,416 #1		1,243,721 #4	4 Shopping Centers
ARGENTINA		152 #2			
BRAZIL		315 #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.

Falabella reported the consolidated Carbon Footprint of its business for the first time

- We are committed to increasing the coverage of our emissions inventory, while maintaining our benchmarks for measuring and aligning our emissions with the international standards in the Greenhouse Gas (GHG) Protocol.

Falabella Retail Chile provides a new service to give clothes a second life

- People can transform and customize their jeans, turn them into a new product and extend their useful life at the "Taller F". The initiative promotes a circular economy within the company's +Verde strategy. For the first time the "Taller F" will be rolled out beyond Santiago to Antofagasta, La Serena, El Trébol, Concepción, Temuco and Viña del Mar.

Mallplaza implements new Plaza 0 model

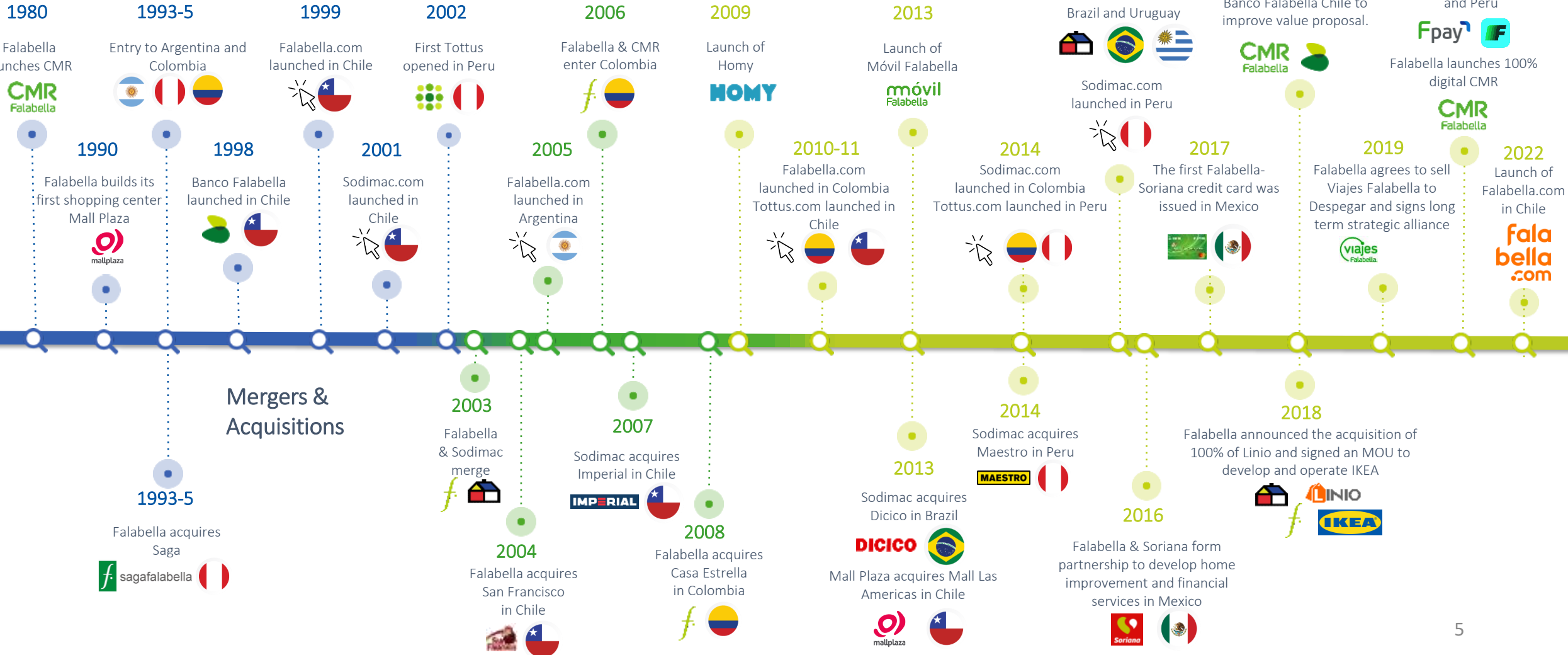
- Plaza 0 is an unprecedented circular economy and waste management model that transforms Mallplaza's food courts to make them free of single-use packaging and it will manage the entire recycling chain in collaboration with business partners.

1. Marketshare figures are measured in terms of revenues from January as of December 2021, according to the public information of our peers. Market positioning Financial Services as of December 2021. FX rates as of April 1st, 2022: CLP/US\$ 787.98
 2. Note: Revenue figures for retailers as of LTM ending on March 2022.

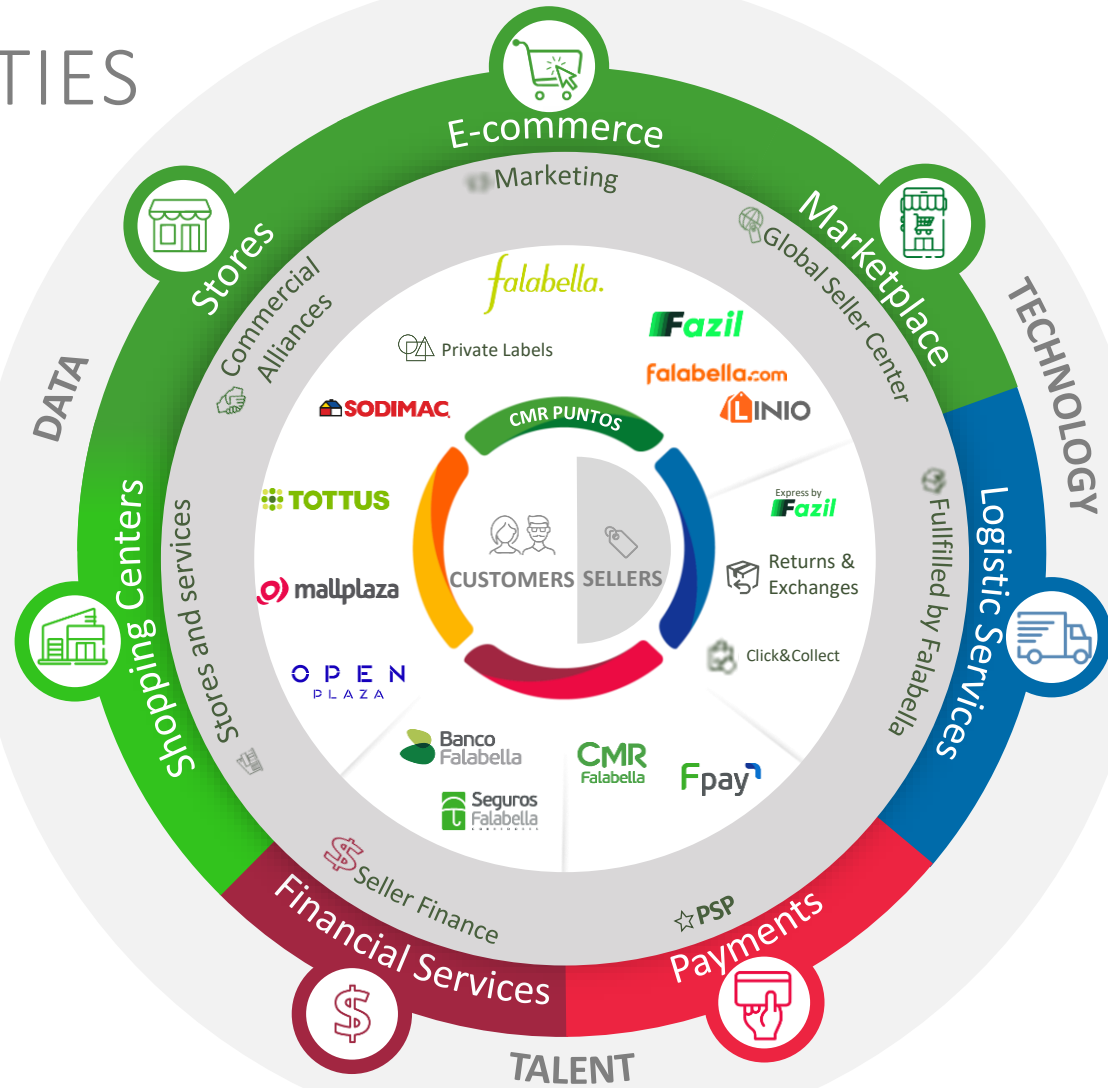
CONSTANTLY EVOLVING TO MEET OUR CUSTOMER'S DEMANDS



Organic Initiatives



STRENGTHENING OUR OMNICHANNEL CAPABILITIES



OUR STRATEGIC PRIORITIES



01

Differentiated
Value
Proposition



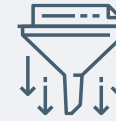
02

Scaling Up
Logistics
And Fulfillment



03

Financing and
Payments



04

Data Analytics
and Business
Intelligence



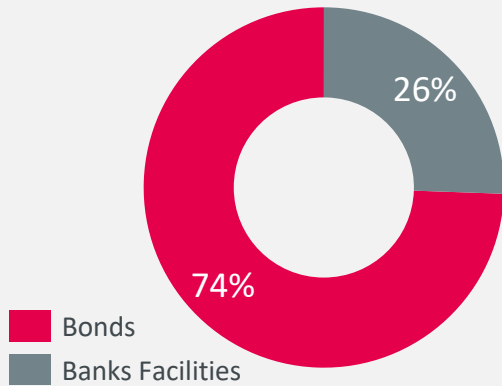
05

Technological
Platform
Development

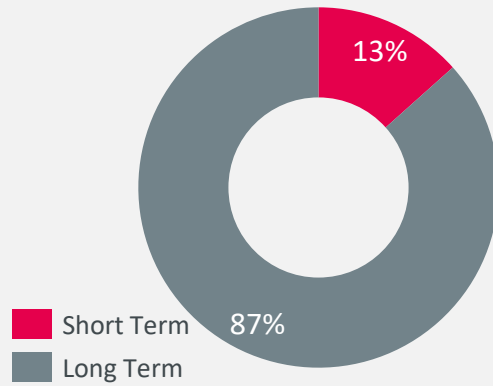
Building a digital ecosystem leveraged on our unmatched physical assets

STRONG FINANCIAL POSITION

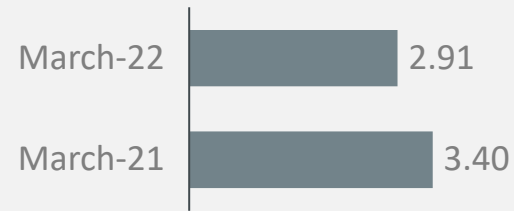
Debt By Creditor
w/o Banking Operations



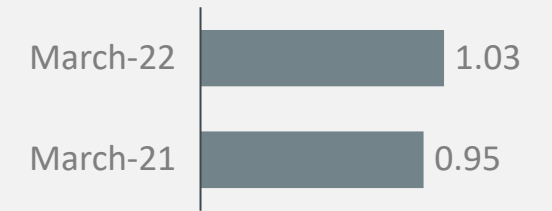
Debt By Maturity
w/o Banking Operations



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



Net Leverage (times)
w/o Banking Operations



US\$ 4,706 MM
Financial Debt w/o Banks

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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