

CFO

JUAN PABLO HARRISON

Improved Margins and Financial
Strength Lay the Foundation for
Sustainable Growth

FALABELLA



+ falabella.com

SODIMAC

TOTTUS

mallplaza

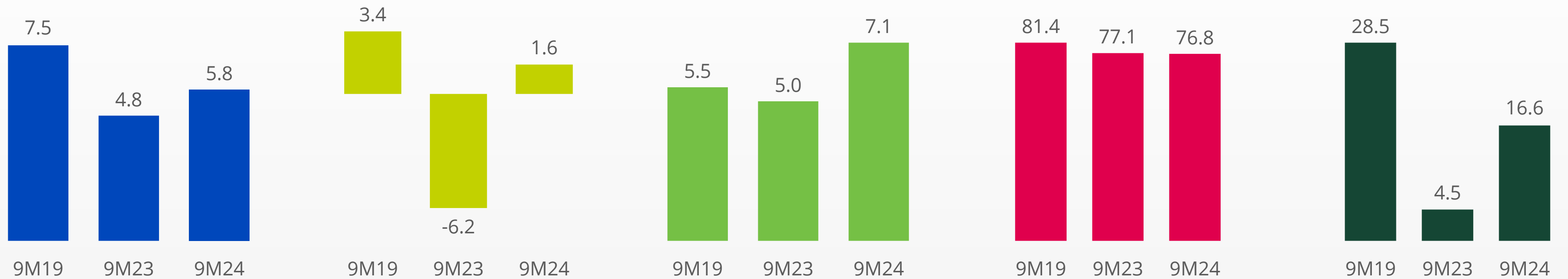
Banco Falabella

INVESTOR

DAY 2024

Our strategy has allowed to enhanced profitability across our five core engines

EBITDA Margin (%)



Revenue Share⁽²⁾ (%)

31%

27%

20%

4%

16%

(1) Figures for Falabella Retail include the operation of the Marketplace since 2023 and excludes the operation of Argentina in 2019.

Restoring profitability and financial strength

Improving operational efficiency

Inventory reduction

Marketing expense optimization

Logistics cost management enhancement

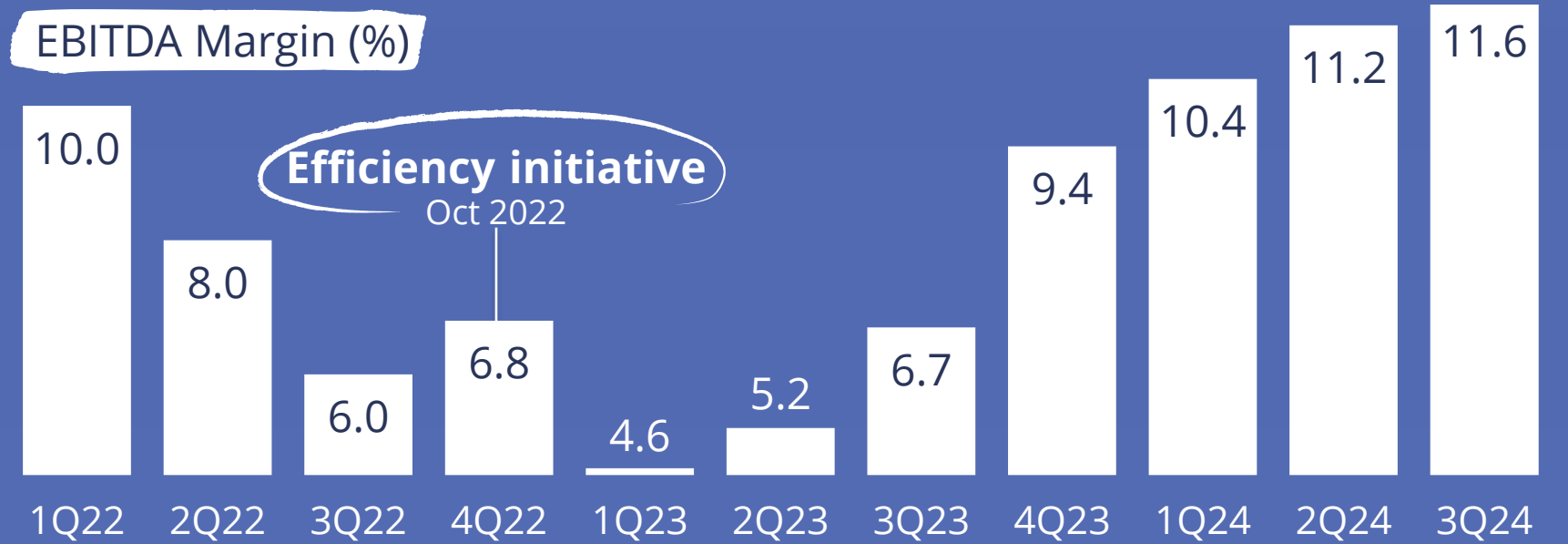
Corporate efficiencies

Consolidating financial strength

Deepening operational efficiency wins and restoring profitability across our businesses

Selective CAPEX only in 2024

Monetizing non-core assets: ~US \$700 MM achieved to date



(1) EBITDA LTM = Gross margin - distribution costs - administrative expenses - expenses by function + depreciation.
 Net financial debt = current financial liabilities + non-current financial liabilities - hedging assets - cash and cash equivalents

We remain committed to **maximizing value** for our shareholders

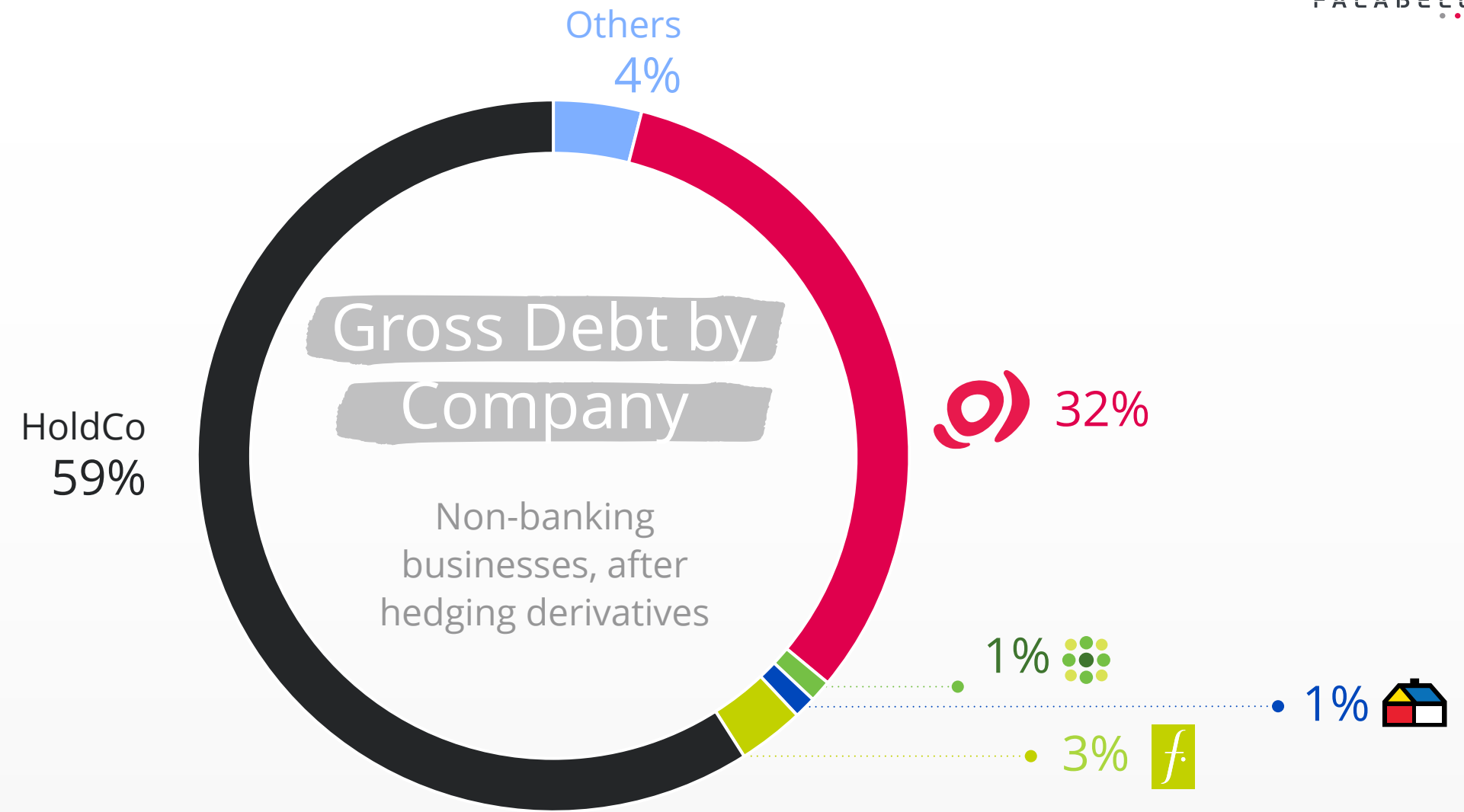
Strengthen financial position to capture opportunities across our 5 growth engines

Focus investment and capital allocation to ensure sustainable growth

Continue enhancing profitability

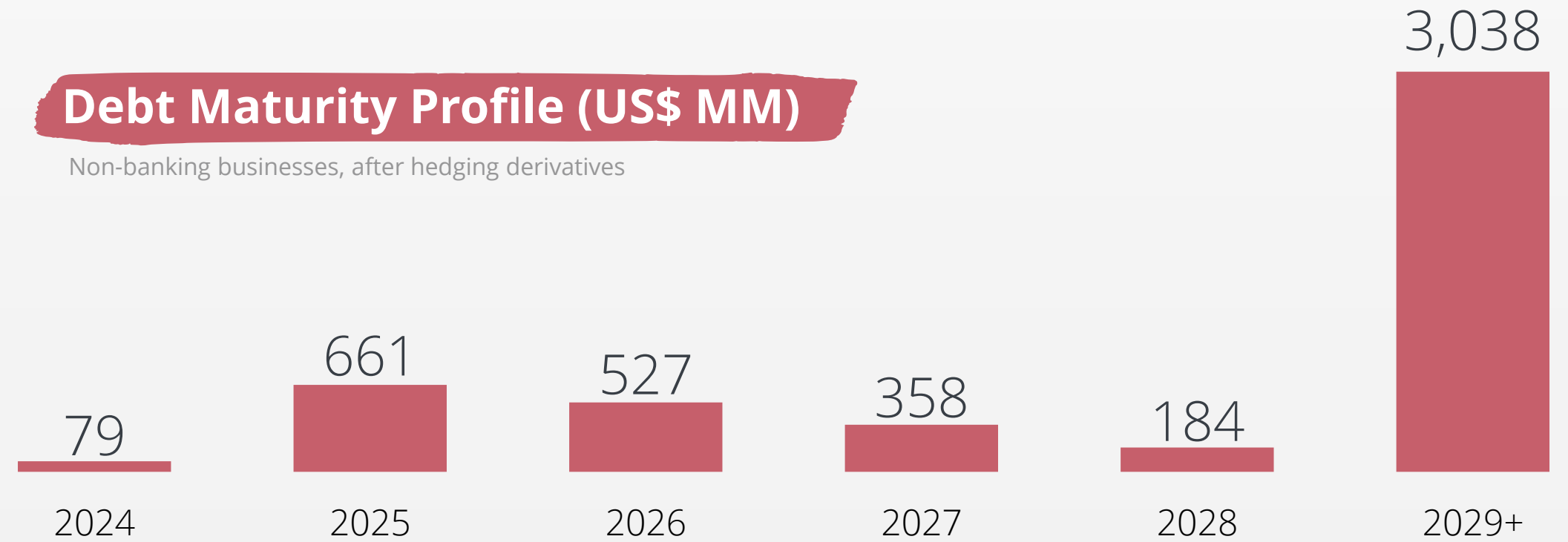
Debt profile and allocation optimized to support our business needs

Strategic Business Investment:
 Prioritize growth through our
5 growth engines



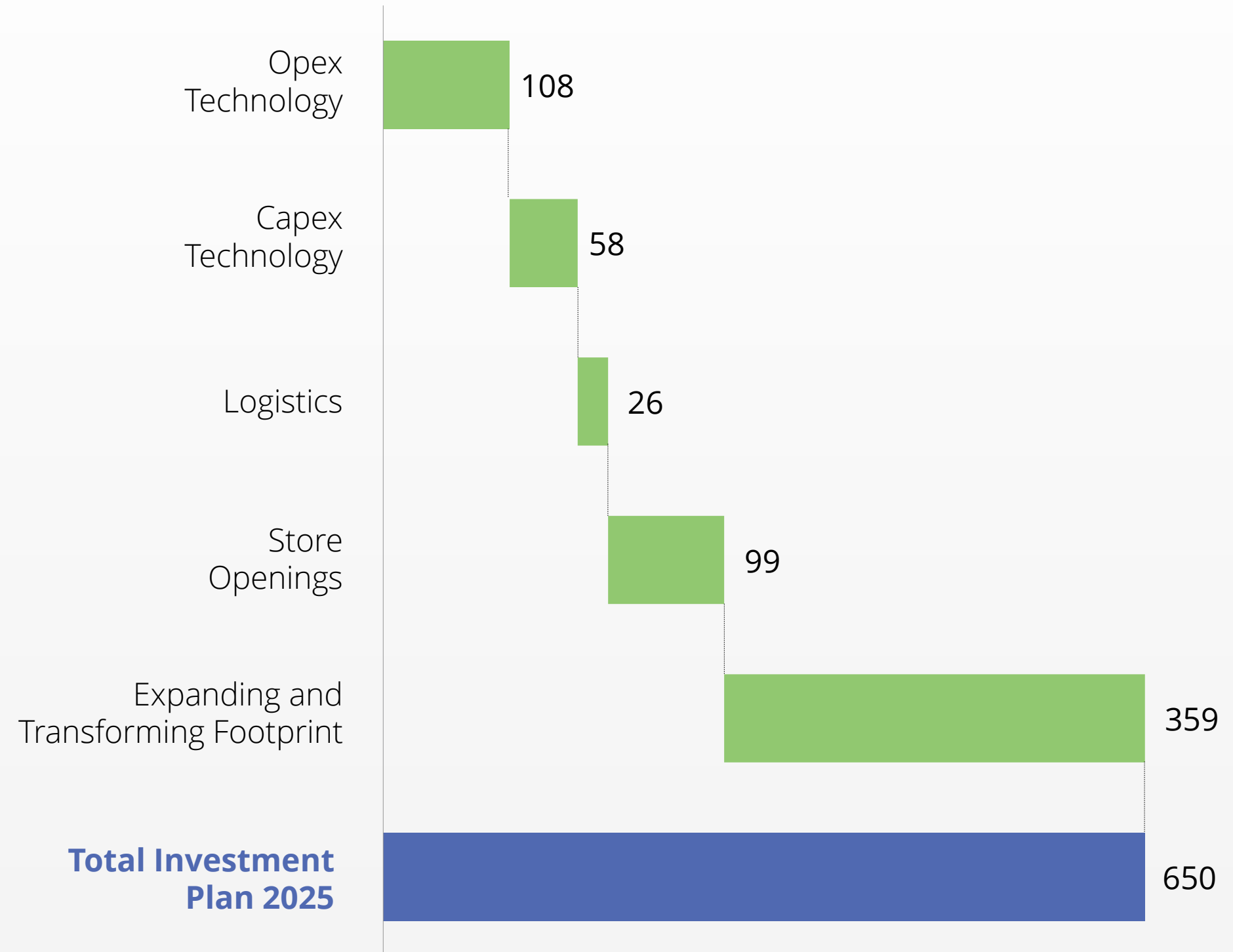
Debt Maturity Profile (US\$ MM)

Non-banking businesses, after hedging derivatives



Our 2025 Investment Plan⁽¹⁾ strategy is designed to drive sustainable growth with a strong focus on **enhancing our omnichannel customer experience**

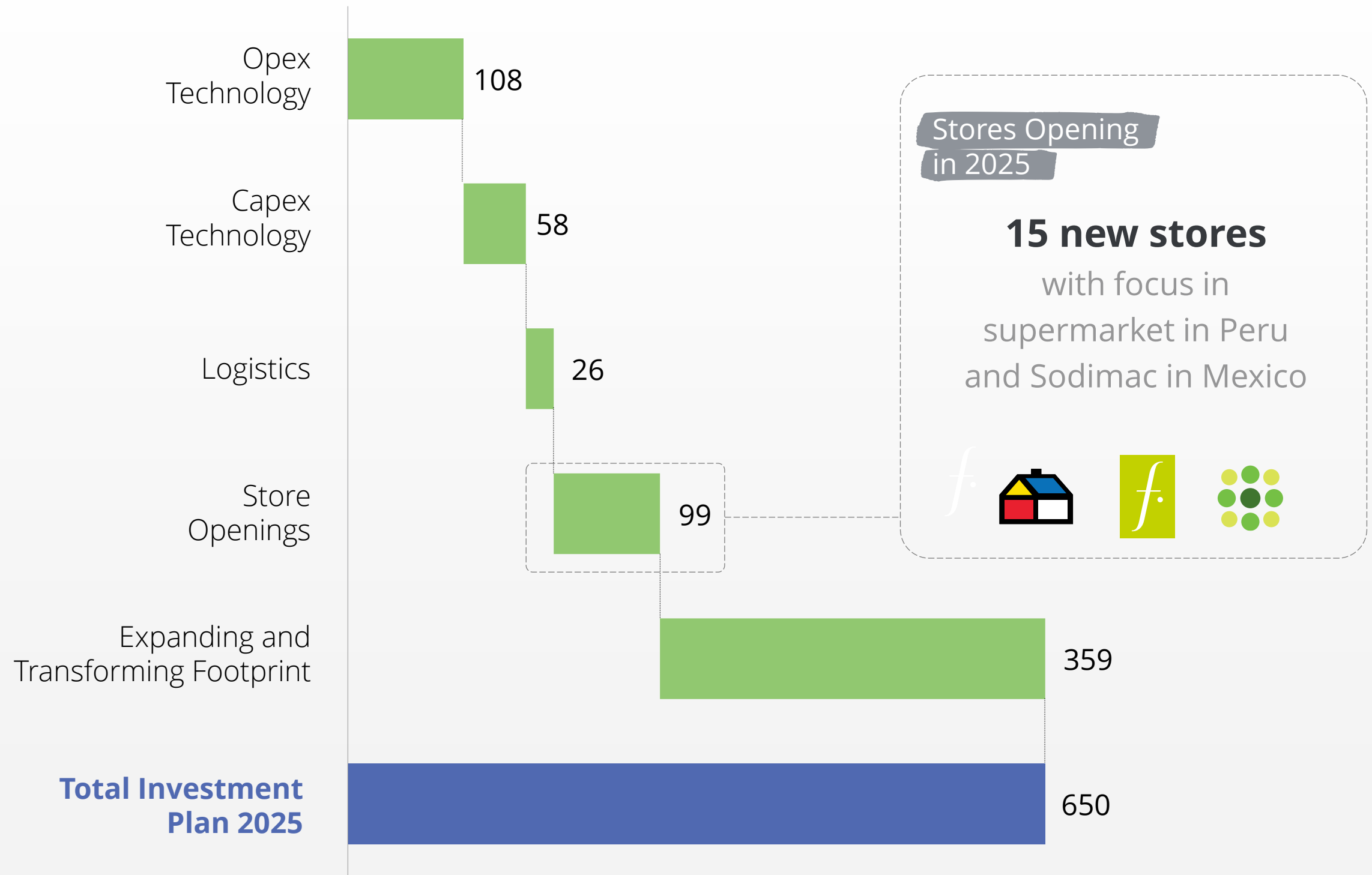
Investment Plan 2025 (US\$ MM)



(1) Includes operations that Falabella does not consolidate.

Our 2025 Investment Plan⁽¹⁾ strategy is designed to drive sustainable growth with a strong focus on **enhancing our omnichannel customer experience**

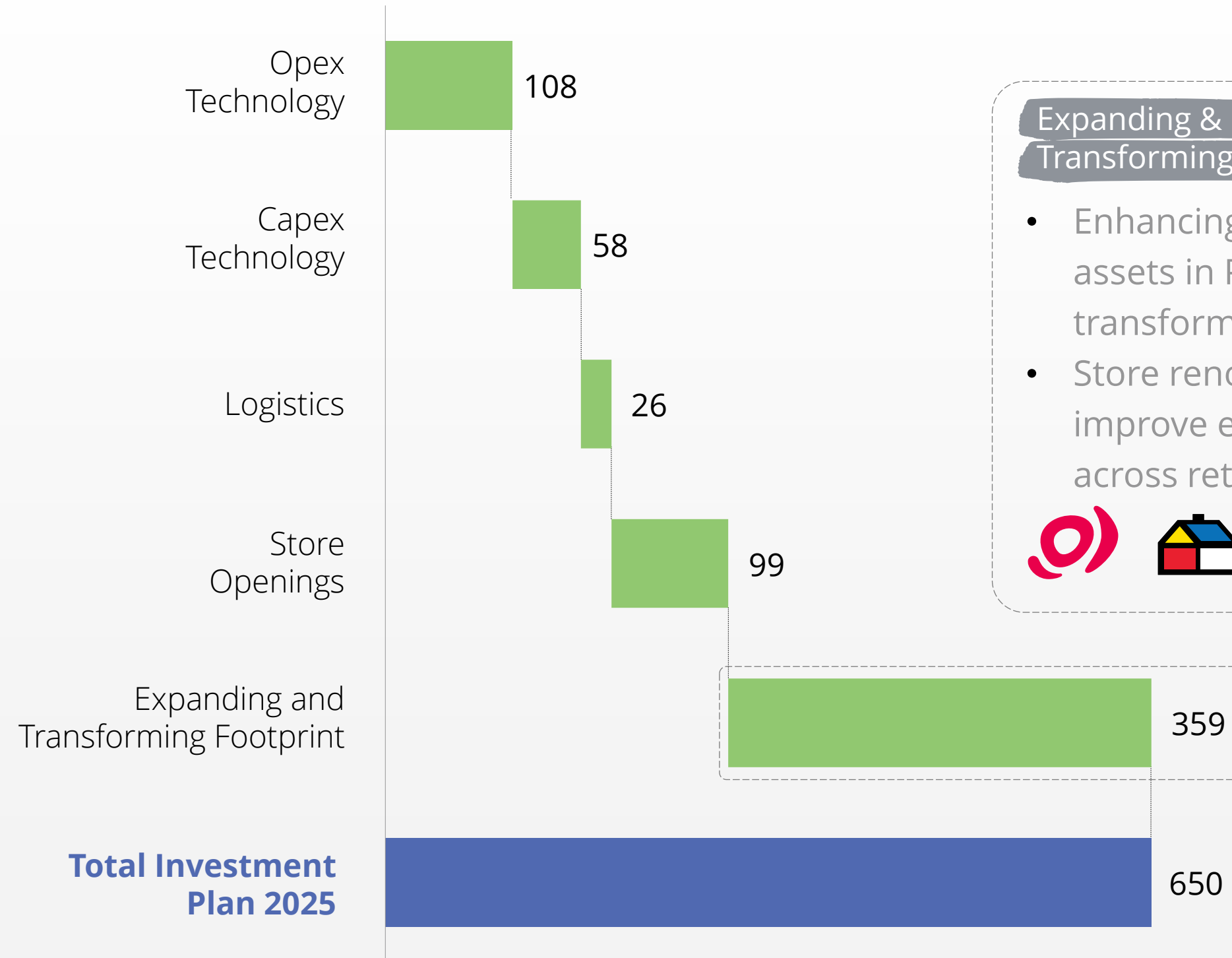
Investment Plan 2025 (US\$ MM)



(1) Includes operations that Falabella does not consolidate.

Our 2025 Investment Plan⁽¹⁾ strategy is designed to drive sustainable growth with a strong focus on **enhancing our omnichannel customer experience**

Investment Plan 2025 (US\$ MM)



Expanding & Transforming Footprint

- Enhancing Mallplaza assets in Peru and transformation in Chile
- Store renovations to improve experience across retailers

(1) Includes operations that Falabella does not consolidate.

We expect to **continue driving profitability** on the different BUs

EBITDA margin

10.6%

LTM Sep-24

+

~200-300 bps



12.5% - 13.5%

By end of 2026

Revenue:

Mid-to high single digit growth

Highlights:

Recovery of Home Improvement

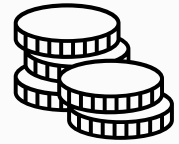
Improvement in e-commerce

Expansion in financial services

SG&A:

Flat in real terms

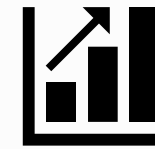
Key takeaways



Funds to cover Jan-25 international bond already in balance



Expected breakeven in e-commerce by YE 2026



Recovering historical investment levels and well positioned to reach profitability targets

Recovering growth, profitability and investment to achieve a balanced and successful physical-digital future