



CORPORATE PRESENTATION SECOND QUARTER 2021



June | 2021

RETAIL PLATFORM IN LATIN AMERICA



7
COUNTRIES



FASHION &
ELECTRONICS



SUPERMARKETS



HOME IMPROVEMENT



FINANCIAL SERVICES



MARKETPLACE



REAL ESTATE

US\$14.6bn

2Q21 LTM Total Revenues

US\$4.1bn

2Q21 LTM GMV¹

107% YoY

2Q21 LTM GMV 1P Growth

85% YoY

2Q21 LTM GMV 3P Growth

US\$6.4bn

2Q21 Gross Loan Book²

4.9mn

Active Credit Cards

503 stores

Three Retail Formats

US\$1.9 bn

2Q21 LTM EBITDA

Source: Company filings








Note: All financial figures as of June 2021. All dollar figures are calculated based on the observed exchange rate as of July 1st, 2021 (727,76 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 313,127 sqm	30 Stores 185,970 sqm	26 Stores 189,785 sqm				
HOME IMPROVEMENT	84 Stores 755,179 sqm	56 Stores 385,217 sqm	40 Stores 386,256 sqm	7 Stores 72,207 sqm	52 Stores 174,203 sqm	4 Stores 33,619 sqm	7 Stores 76,428 sqm
SUPERMARKETS	68 Stores 203,660 sqm	83 Stores 275,401 sqm					
FINANCIAL SERVICES	2,643,140 active credit cards	971,421 active credit cards	1,074,606 active credit cards	180,624 active credit cards			293,809 active credit cards
REAL ESTATE	27 malls 1,572,880 sqm GLA	15 malls 592,699 sqm GLA	4 malls 165,821 sqm GLA				

MIX BY COUNTRY (LTM)



Chile
63% revenue
76% EBITDA

Argentina
2% revenue
1% EBITDA

Peru
26% revenue
18% EBITDA

Brazil
2% revenue
2% EBITDA

Colombia
6% revenue
3% EBITDA

Uruguay
<1% revenue
<1% EBITDA

MIX BY BUSINESS (LTM)



Home Improvement
US\$ 5.5 billion revenues

38% Revenue
39% EBITDA



Financial Services
US\$ 6.4 billion Loan Book

10% Revenue
23% EBITDA



Fashion & Electronics
US\$ 4.3 billion revenues

29% Revenue
13% EBITDA



Real Estate
3.3 million sqm of GLA³

3% Revenue
14% EBITDA













Supermarkets
US\$ 2.8 billion revenues

20% Revenue
11% EBITDA

1. All figures as of June 2021.
2. Mix by Country and Mix by Business as of June 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	2,634 #1	3,973 #1	1,310 #4	2,643,140 #1	27 Shopping Centers GLA 1.6 million sqm #1
 PERU	905 #1	1,022 #1	1,527 #2	971,421 #1	15 Shopping Centers GLA 0.6 million sqm #1
 COLOMBIA	577 #1	1,326 #1		1,074,606 #4	4 Shopping Centers
 ARGENTINA	170 #1	111 #2		180,624	
 BRAZIL		306 #4			

Sustainability Milestones

- Falabella signed a fully renewable energy supply agreement for more than 240 stores, shopping centers and distribution centers in Chile and Peru, which will result in estimated annual CO2 reductions of 261,000 tons.
- It also signed an electromobility agreement in Chile, which involves setting up and operating charging centers for electric vehicles at stores, malls and distribution centers throughout the country. Customers and logistics operators will then be able to charge their vehicles at Falabella's premises.
- Gender equity: Great Place to Work Chile published its ranking of the Best Places for Women to Work in Chile 2021, with the aim of closing gender gaps in organizations. Falabella Retail achieved second place in the over 1,000 employees category..

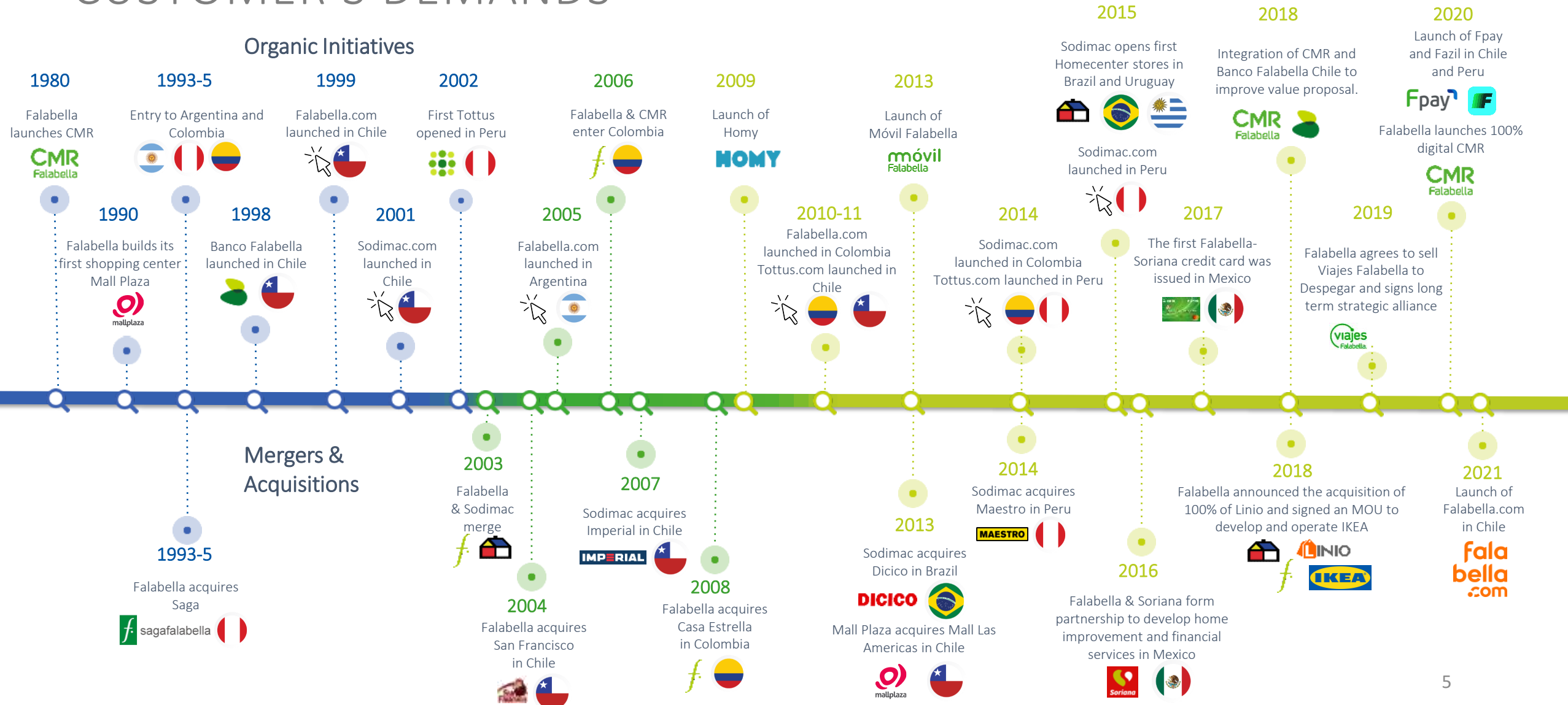


1. Marketshare figures are measured in terms of revenues from January as of March 2021, according to the public information of our peers. market positioning Financial Services as of December 2020. FX rates as of July 1st, 2021 (727,76 CLP/US\$).
2. Note: Revenue figures for retailers as of LTM ending on June 2021.

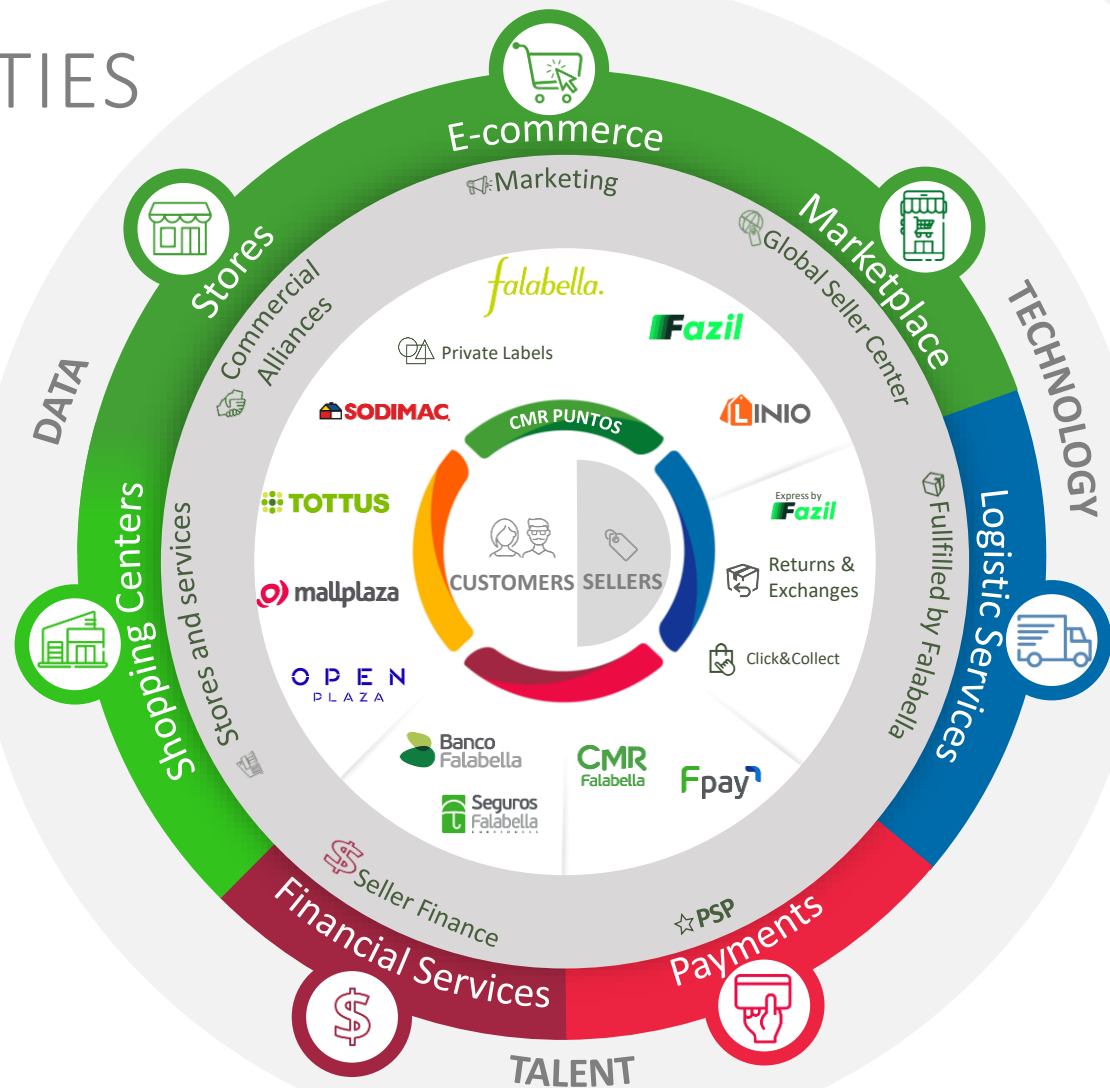
CONSTANTLY EVOLVING TO MEET OUR CUSTOMER'S DEMANDS



Organic Initiatives



STRENGTHENING OUR OMNICHANNEL CAPABILITIES



OUR STRATEGIC PRIORITIES



01

Differentiated
Value
Proposition



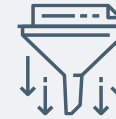
02

Scaling Up
Logistics
And Fulfillment



03

Financing and
Payments



04

Data Analytics
and Business
Intelligence



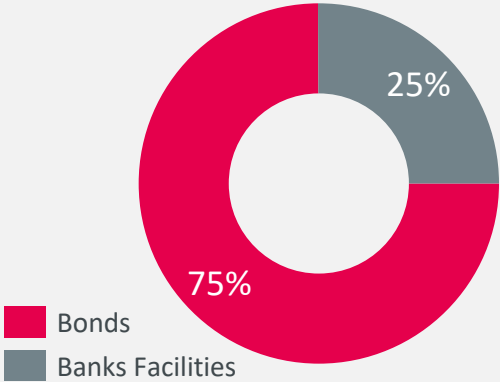
05

Technological
Platform
Development

Building a digital ecosystem leveraged on our unmatched physical assets

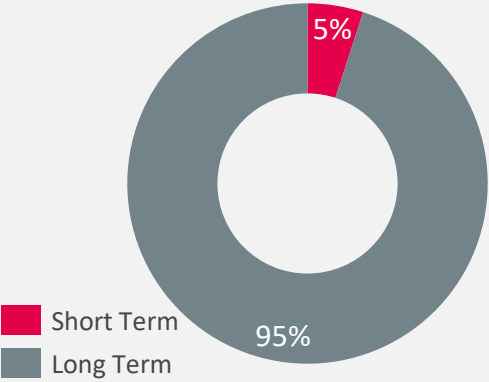
STRONG FINANCIAL POSITION

Debt By Creditor
w/o Banking Operations



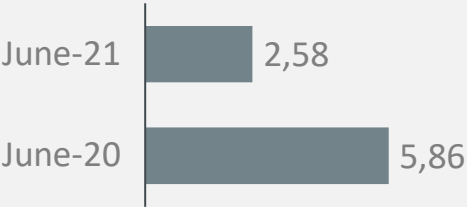
US\$ 4,663 MM
Financial Debt w/o Banks

Debt By Maturity
w/o Banking Operations



5.6 years
Duration

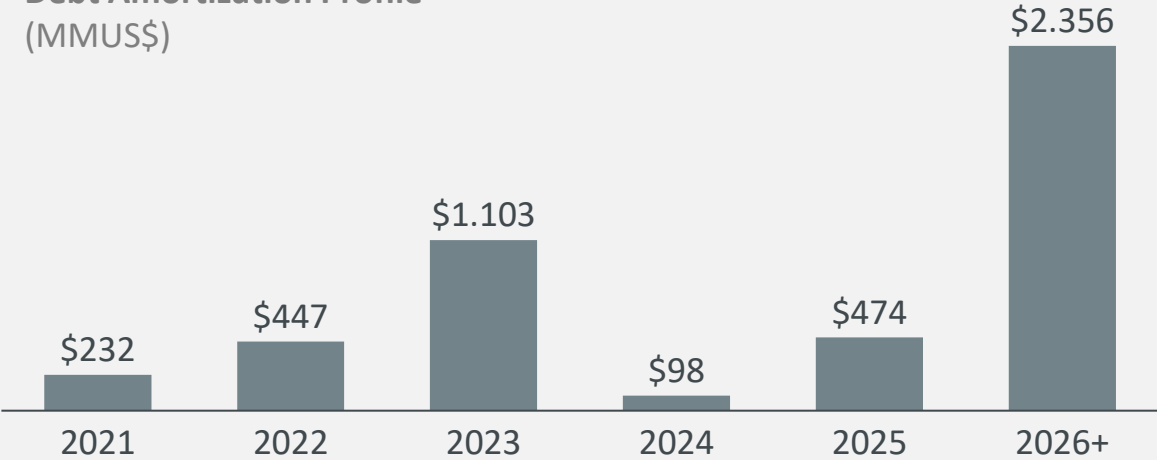
Net Financial Debt/Ebitda (times)
w/o Banking Operations



Net Leverage (times)
w/o Banking Operations



Debt Amortization Profile
(MMUS\$)



FOSTERING AN ENTREPRENEURIAL CULTURE DRIVEN BY OUR VALUES

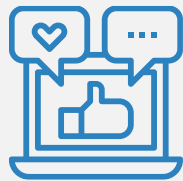


ONE FALABELLA TEAM

Exceed
customers'
expectations



Make things
happen



Meritocracy



Purposeful
actions





Investors.falabella.com
Inversionistas@falabella.cl

