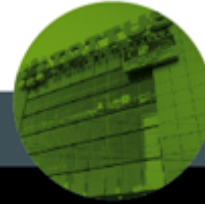


Deutsche Bank GEMs Conference 2011



September2011



✓ **History and Description**

✓ Consolidated Statements

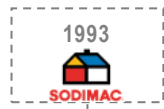
✓ Business Units

f.....

HISTORY



49% Sodimac

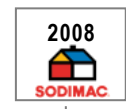


65% Falabella+CMR

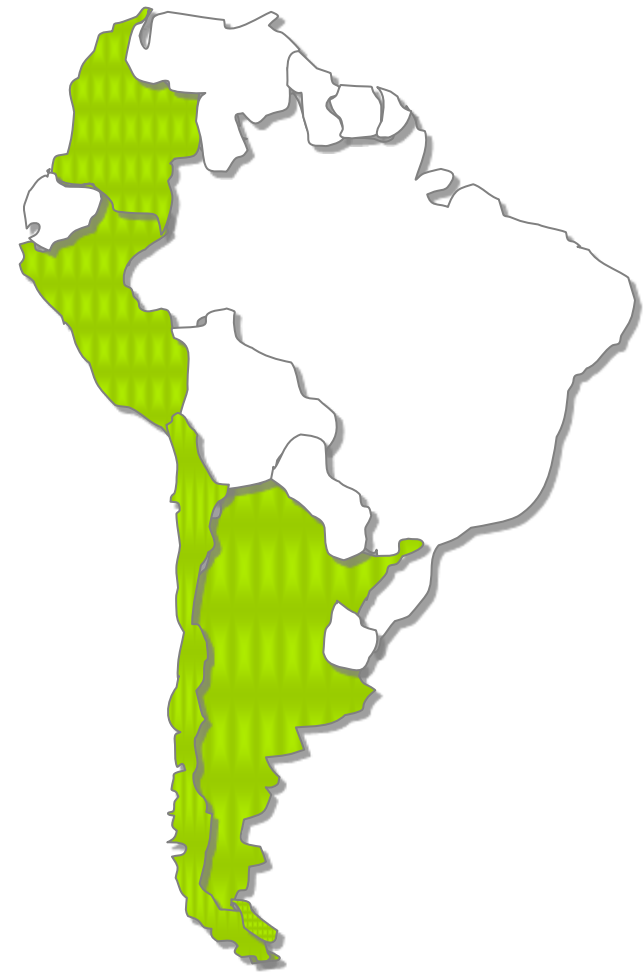
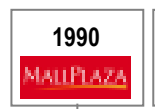
88%



100%



100%



59,6% Mall Plaza

CORPORATE STRUCTURE



falabella.

Supermarkets



Revenues:
US\$ 1.380 Mill.
56 Stores



Home Improv.



Revenues:
US\$4.350 Mill.
113 Stores



Department Stores



Revenues:
US\$3.778 Mill.
79 Stores



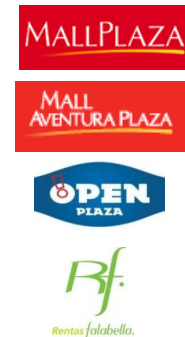
Financial Retail



Gross Loans:
US\$4.972 Mill.
+ 3,9 Mill. CMR accounts



Real Estate



14 Malls
5 Shopping Centers
8 Power Centers



(* Revenues LTM as of June 2011 in USD Mill. translated at ER of June 2011, store number and total Loans as of June 2011.

(**) Revenues of Sodimac Colombia are included, but it does not consolidate in Falabella's Financial statements.

A REGIONAL PLAYER



COLOMBIA



- § 11 Department Stores
- § 22 Home Improvement Stores
- § +573.000 CMR Accounts
- § + 8.000 Employees

PERU



- § 17 Department Stores
- § 17 Home Improvement Stores
- § 25 Supermarkets
- § 3 Malls
- § 4 Power Centers Open Plaza
- § 3 Shopping Centers Open Plaza
- § + 860.000 CMR Accounts
- § +19.000 Employees

CHILE



- § 40 Department Stores
- § 68 Home Improvement Stores
- § 31 Supermarkets
- § 11 Malls
- § 4 Power Centers Rentas Falabella
- § 2 Shopping Centers Rentas Falabella
- § 2,0 million CMR Accounts
- § +48.000 Employees



TOTAL

- § 79 Department Stores
- § 113 Home Improvement stores
- § 56 Supermarkets
- § 14 Mall Plaza
- § 8 Power Center
- § 5 Shopping Centers
- § + 3,9 million Active CMR accounts
- § + 81.000 Employees
- § 1,7 millions sq. m Selling Space

ARGENTINA



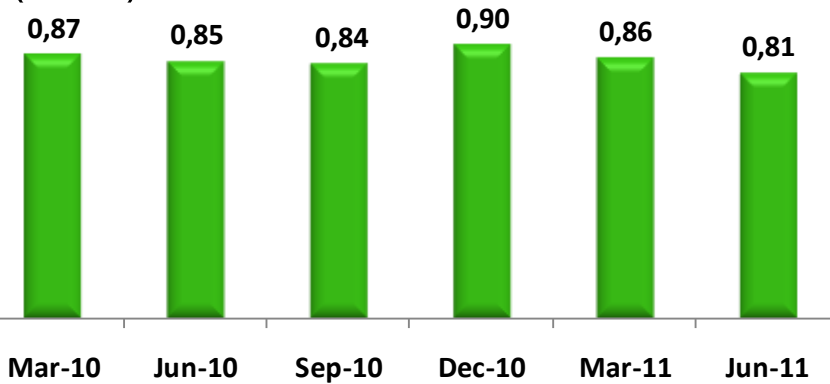
- § 11 Department Stores
- § 6 Home Improvement Stores
- § 471.000 CMR Accounts
- § + 5.000 Employees

FINANCIAL SITUATION



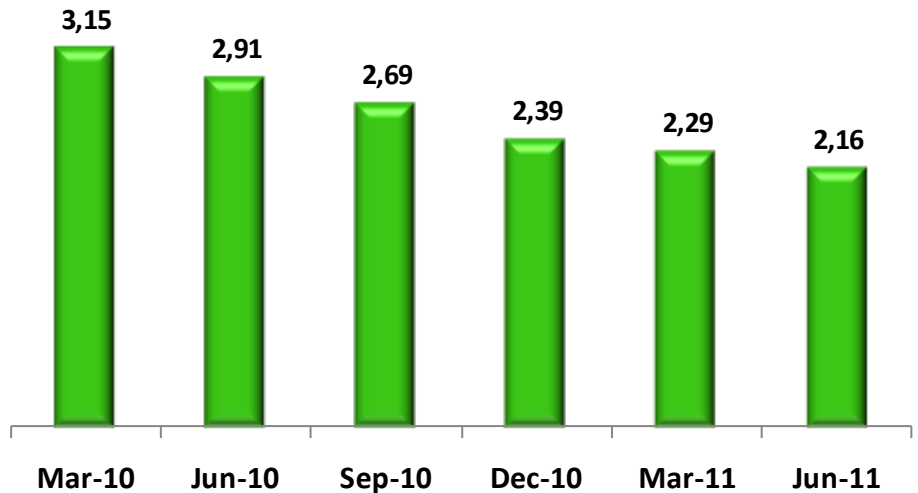
LEVERAGE

(times)



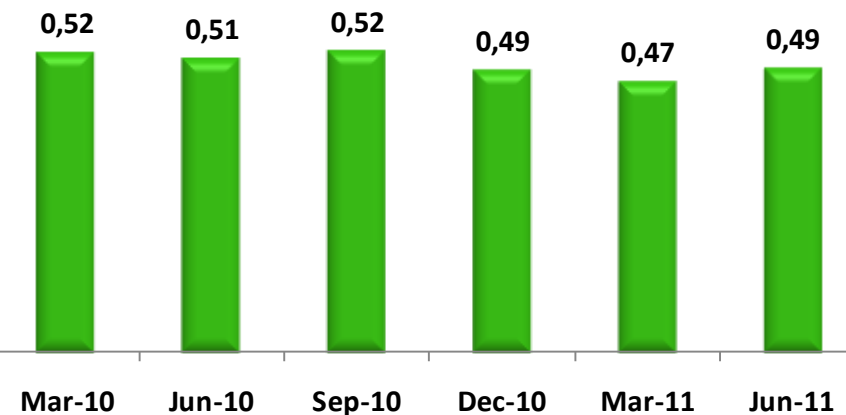
Financial Debt/ EBITDA

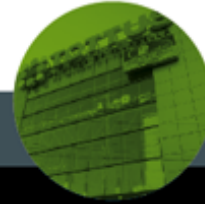
(times)



NET FINANCIAL LEVERAGE

(times)





- ✓ History and Description
- ✓ **Consolidated Income Statement**
- ✓ Business Units

f.....

BALANCE SHEET



	Jun-2011 MMUSD	Dec-2010 MMUSD
Assets		
Current Assets from Non-Banking Operations		
Cash and cash equivalents	194	245
Current trade and other receivables	2.134	2.095
Inventories	1.297	1.229
Other current Assets	159	173
Total Current Assets	3.784	3.742
Property, Plant and Equipment & Investment properties	6.025	5.905
Other non- current assets	1.663	1.604
Total non - current assets	7.688	7.510
Total Non Banking Operations Assets	11.472	11.252
Assets from Banking Operations	3.473	2.811
Total Assets	14.945	14.063

	Jun-2011 MMUSD	Dec-2010 MMUSD
Liabilities		
Current Liabilities from Non-Banking Operations		
Other current financial liabilities	844	854
Current trade and other current accounts	1.366	1.778
Total Current Liabilities	2.210	2.632
Other non-current financial liabilities	2.642	2.428
Other Non-current Liabilities	549	528
Total Non-current Liabilities	3.190	2.956
Total Non banking Operations Liabilities	5.400	5.588
Liabilities from banking Operations	2.888	2.289
Total Liabilities	8.289	7.877
Total Shareholder's Equity	6.656	6.185
Liabilities	14.945	14.063

2nd QUARTER RESULTS

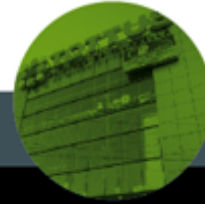


MUS\$	2Q 2010	% Rev.	2Q 2011	% Rev.	Var. 11/10
Revenues of Non-Banking Operations	2.223		2.496		12,3%
Revenues of Banking Operations	133		172		29,9%
TOTAL REVENUES	2.355		2.668		13,3%
COGS of Non-Banking operations	(1.484)	-66,8%	(1.650)	-66,1%	11,2%
COST of Banking Operations	(46)	-34,7%	(74)	-43,2%	61,5%
GROSS PROFIT	825	35,0%	944	35,4%	14,4%
SG&A Expenses	(500)	-21,2%	(588)	-22,0%	17,5%
Operational Income	325	13,8%	356	13,3%	9,6%
Depreciación+Amortización	62	2,6%	65	2,4%	4,9%
EBITDA	386	16,4%	421	15,8%	8,8%
Non- Operating Profit	(54)	-2,3%	(42)	-1,6%	-22,7%
Profit Before Tax Expenses	271	11,5%	314	11,8%	16,0%
Income Tax	(49)		(62)		27,3%
Minority Interest	(18)		(20)		11,6%
NET PROFIT / (LOSS)	204	8,7%	232	8,7%	13,7%

CUMULATIVE RESULTS



MUS\$	6M 2010	% Rev.	6M 2011	% Rev.	Var 11/10
Revenues of Non-Banking Operations	4.134		4.842		17,1%
Revenues of Banking Operations	257		322		25,6%
TOTAL REVENUES	4.391		5.165		17,6%
COGS of Non-Banking operations	(2.780)	-67%	(3.230)	-67%	16,2%
COST of Banking Operations	(94)	-37%	(131)	-41%	39,4%
GROSS PROFIT	1.517	34,5%	1.804	34,9%	18,9%
SG&A Expenses	(962)	-21,9%	(1.150)	-22,3%	19,5%
Operational Income	554	12,6%	654	12,7%	18,0%
Depreciación+Amortización	118	2,7%	130	2,5%	9,9%
EBITDA	673	15,3%	785	15,2%	16,6%
Non- Operating Profit	(95)	-2,2%	(66)	-1,3%	-30,3%
Profit Before Tax Expenses	460	10,5%	588	11,4%	27,9%
Income Tax	(82)		(115)		39,8%
Minority Interest	(31)		(37)		19,9%
NET PROFIT / (LOSS)	347	7,9%	436	8,5%	25,8%



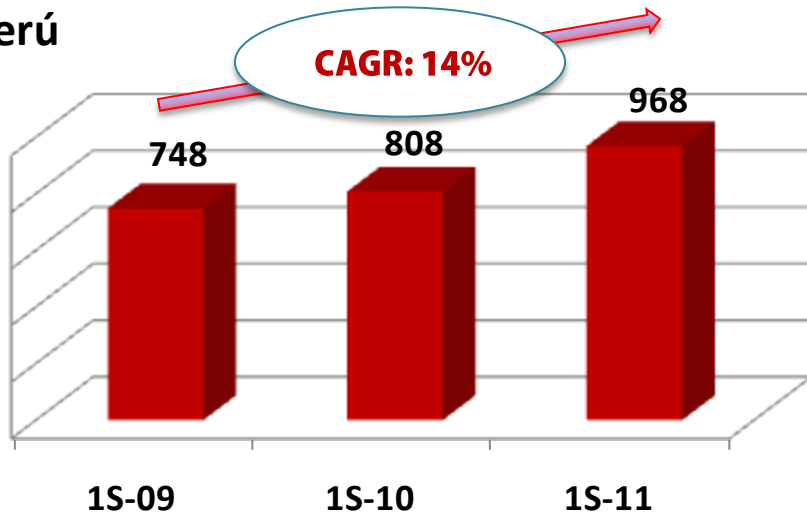
- ✓ History and Description
- ✓ Consolidated Income Statement
- ✓ **Business Units**

f.....

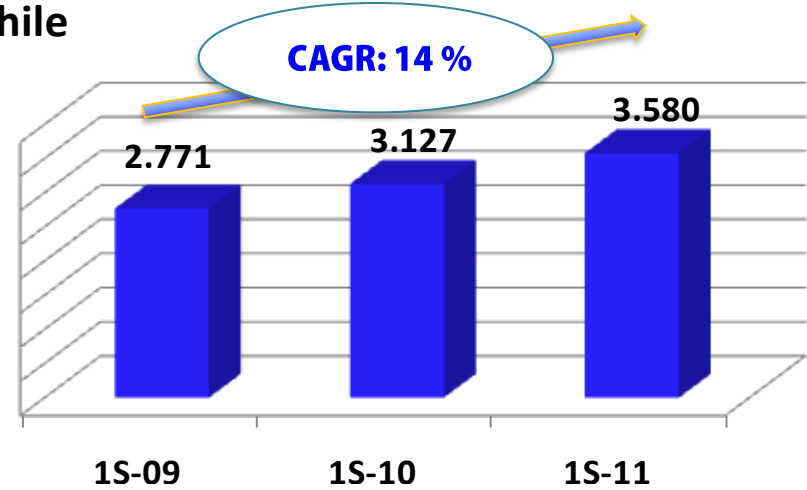
REVENUE GROWTH



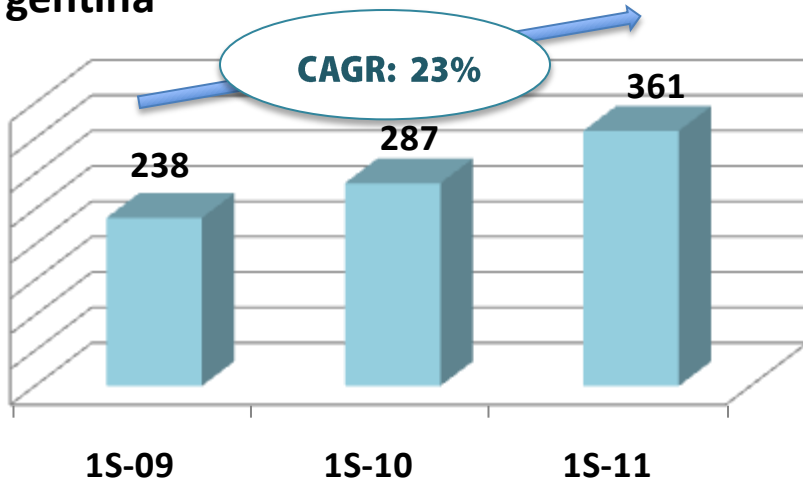
Perú



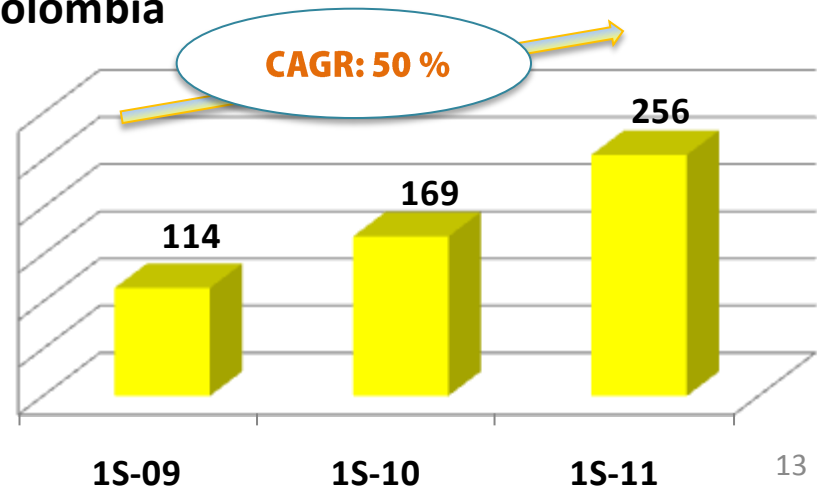
Chile



Argentina



Colombia



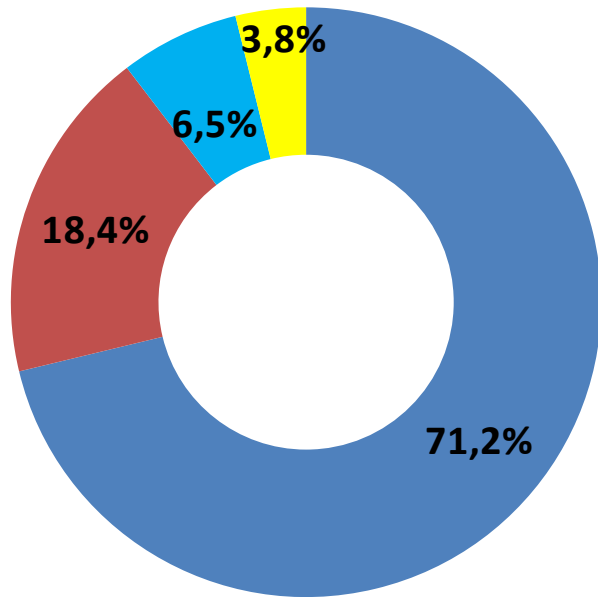
NOTE: IFRS Revenues in MMUSD at exchange rate as of June 2011, includes financial business. Colombia doesn't includes Sodimac.

REVENUES DIVERSIFICATION

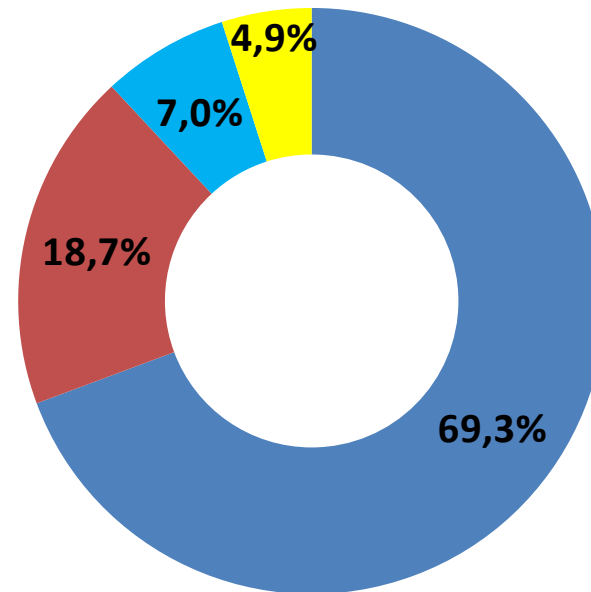


HALF YEAR

June-10
MUS\$ 4,391



June-11
MUS\$5,165

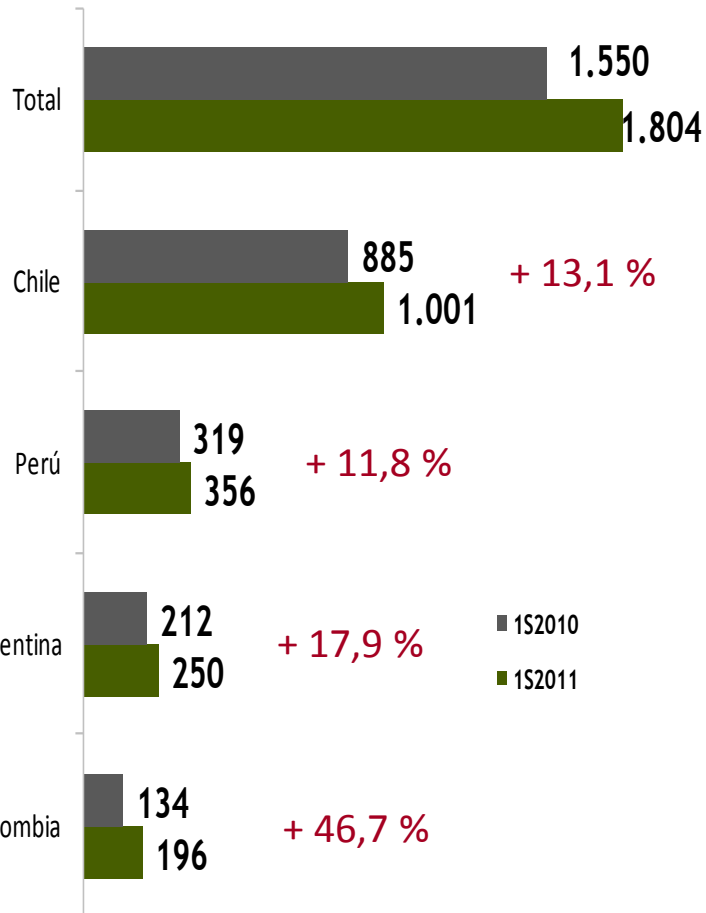


- Chile
- Perú
- Argentina
- Colombia

DEPARTMENT STORES



CUMULATIVE REVENUES (MUS\$*)



+ 16,4 %

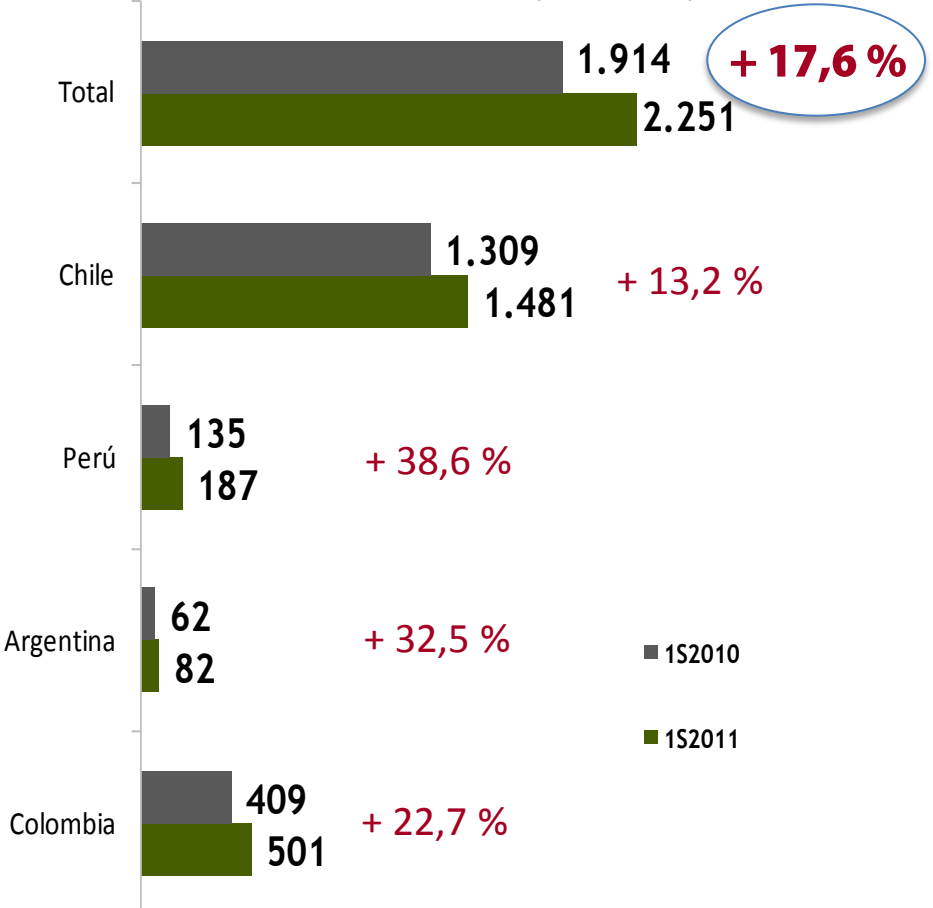
- Income growth
 - Good consumption levels in the region
 - Higher comparable surface in Colombia
- An uncommon winter in the region
- Strengthening of Private Brands
- A rise of Commodities' prices affects Margins
- Exchange Rate strengthens

(*) IFRS Revenues in US\$ at exchange rate as of June 2011

HOME IMPROVEMENT



CUMULATIVE REVENUES (MUS\$*)



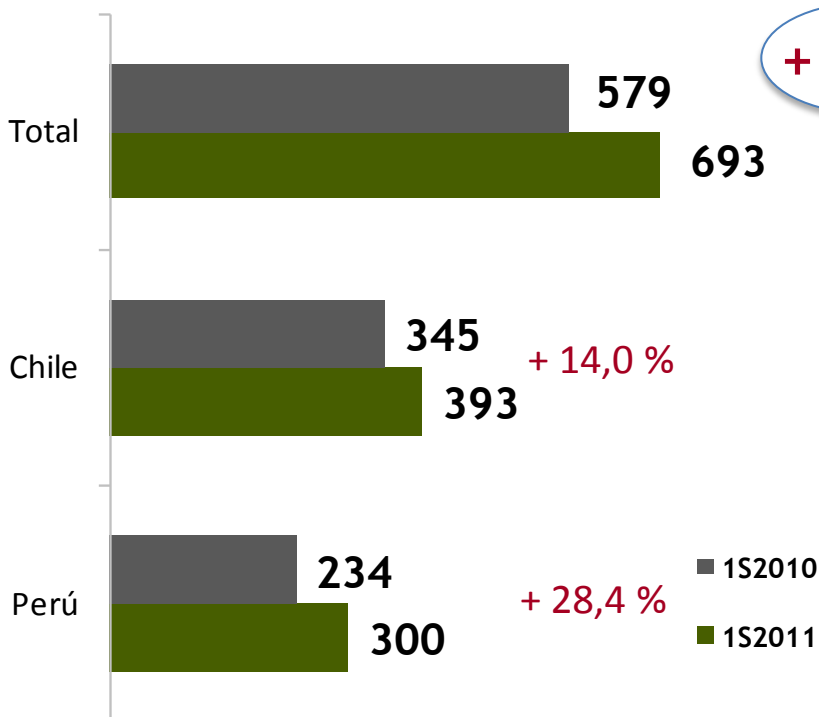
- Income Growth
 - Recovery of Real estate sector
 - Peruvian stores mature
- Opening of Jockey Plaza in Peru
- A rise of Commodities' prices affects margins
- Strengthening of local currencies: Cheaper imports

(*) IFRS Revenues in US\$ at exchange rate as of June 2011

SUPERMARKETS



CUMULATIVE REVENUES (MUS\$*)



- Income growth
- Opening of Jockey Plaza in Peru
- New stores
- Operational efficiency
- Management strengthening

(*) IFRS Revenues in US\$ at exchange rate as of June 2011

FINANCIAL RETAIL



GROSS LOANS :4.972 MMUS\$*



- Loans growth
 - In line with the region consumption levels
- Provisions at historic levels
- Launch of Banco Falabella in Colombia

FINANCIAL RETAIL



Mission:

To make possible our clients aspirations, to improve their life quality and exceed their expectations through an integrated offer of financial services, strengthened by the “Falabella World” benefits.

- Our target is to become our customers’ partners, with a proposal built over 3 pillars:

Transparency

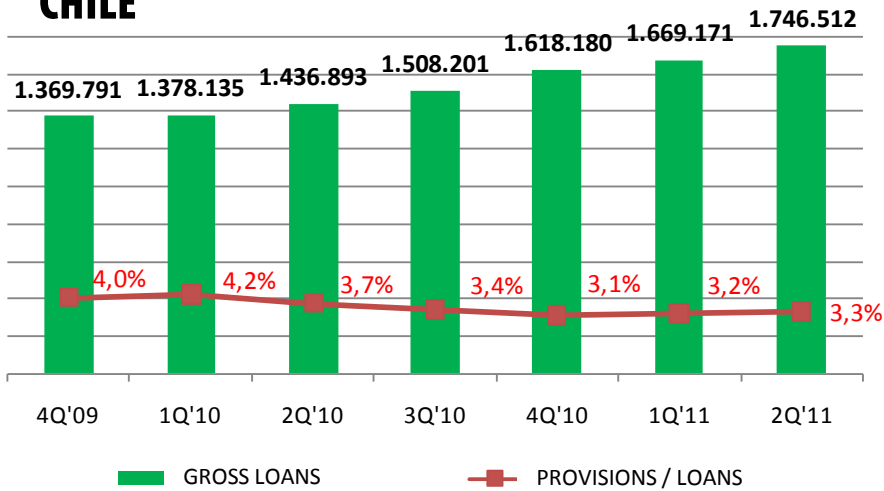
Convenience

Simplicity

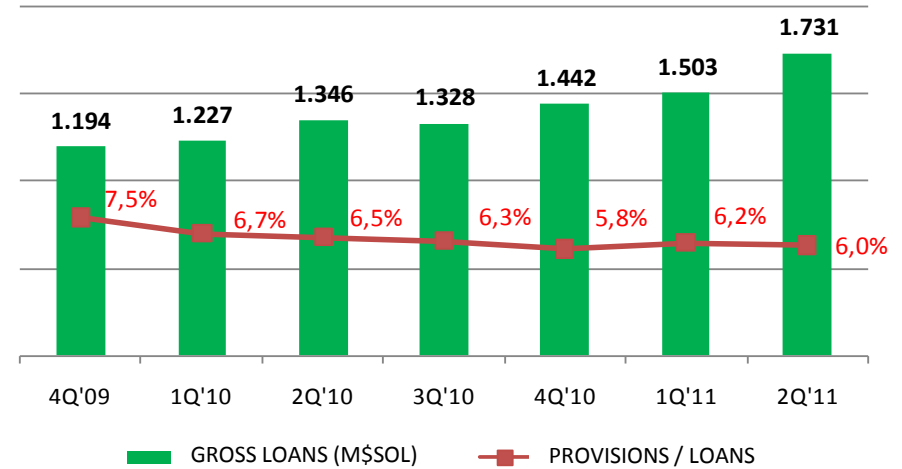
CONTINUOUS GROWTH



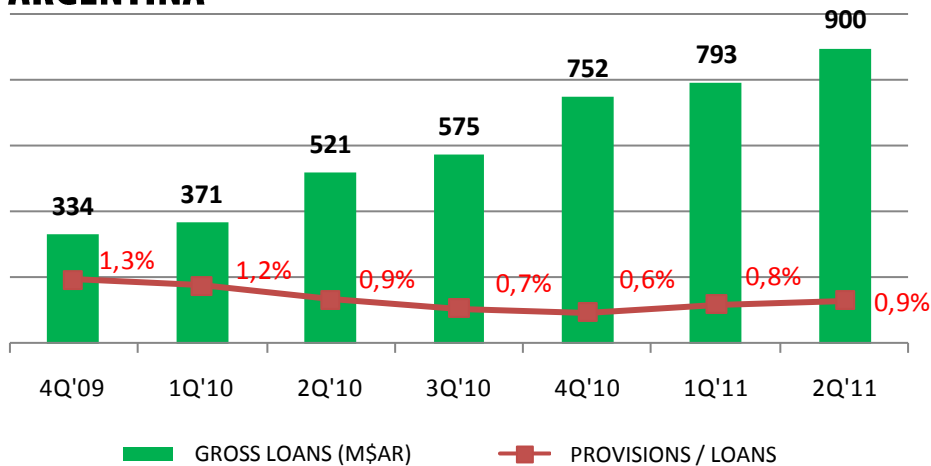
CHILE



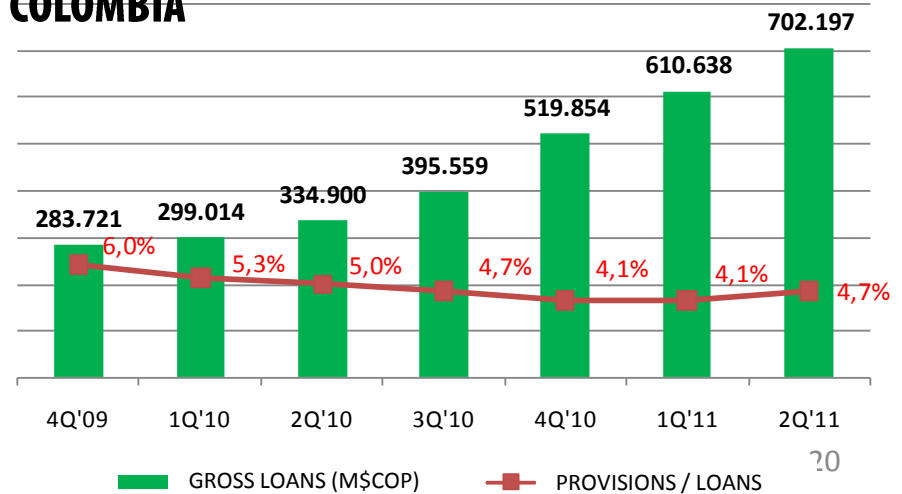
PERÚ



ARGENTINA



COLOMBIA

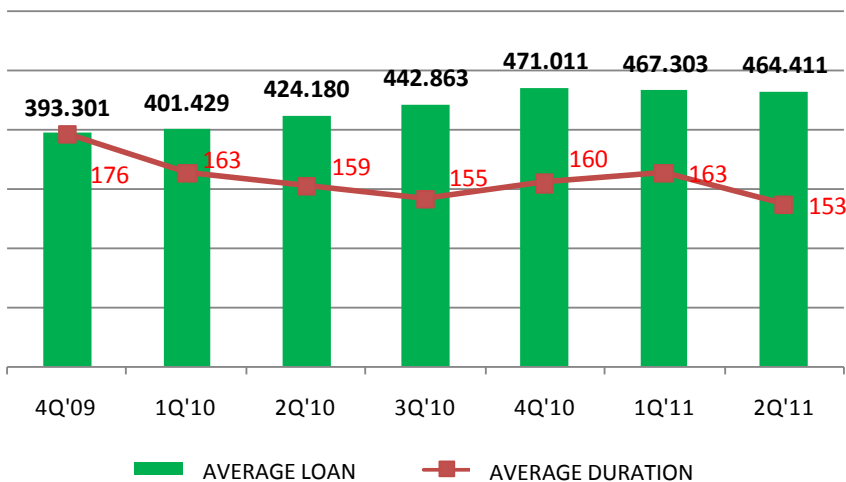


(* Gross Loans in historic local currency)

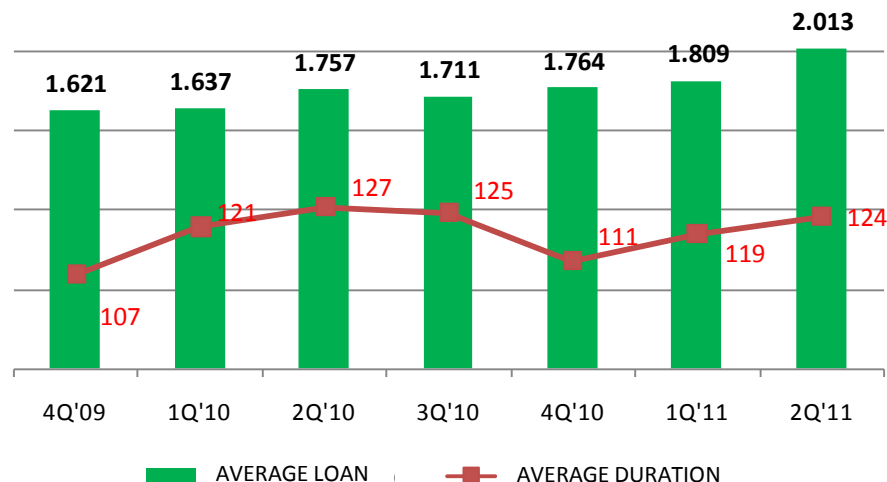
SUSTAINABLE GROWTH



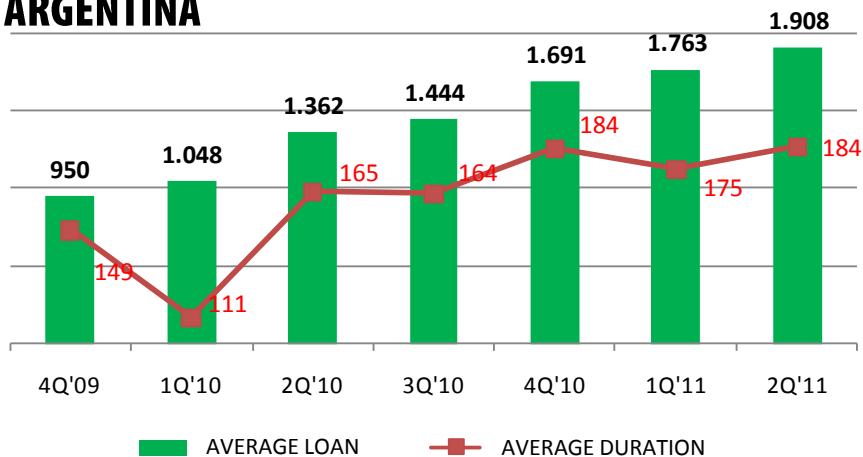
CMR CHILE



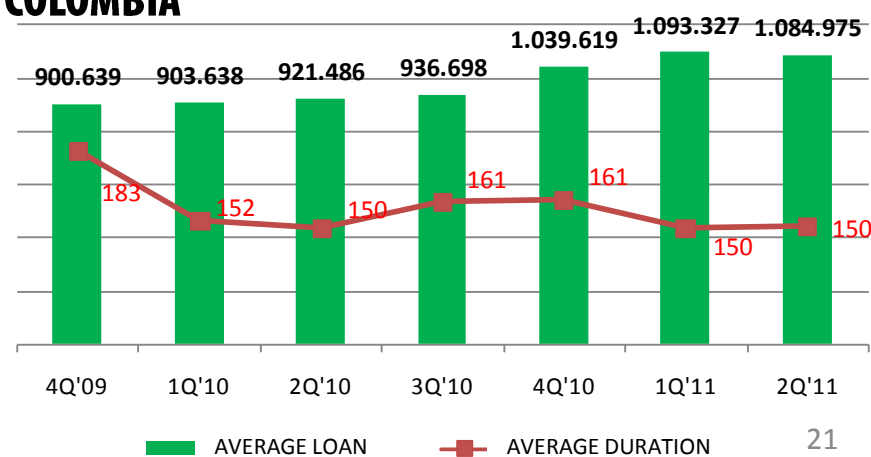
PERÚ



ARGENTINA



COLOMBIA

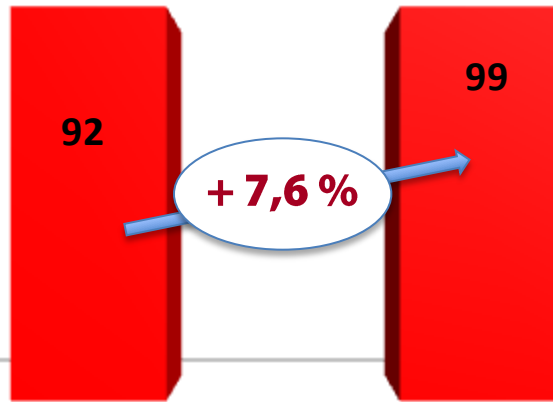


(* Average loan in historic local currency)

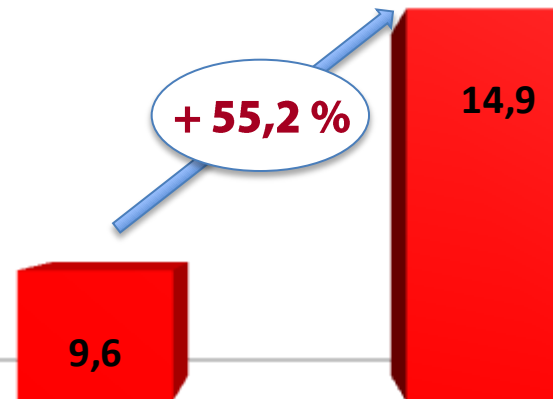


Million of visits

CHILE



PERU



2Q 2010

2Q 2011

- Solid consumption levels
- Contribution of new Open Plaza Shopping Malls
- Projects in Development
 - Plaza Egaña Chile
 - Ribera Norte Chile
 - Santa Anita Peru
 - Cartagena Colombia
 - Soc. Rentas Santa Julia Chile

DISCLAIMER



This presentation contains forward-looking statements, including statements regarding the intent, belief or current expectations of the Company and its management. Investors are cautioned that any such forward-looking statements are not guarantee of future performance and involve a number of risks and uncertainties including, but not limited to, the risks detailed in the company's financial statements, and the fact that actual results could differ materially from those indicated by such forward-looking statements.

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