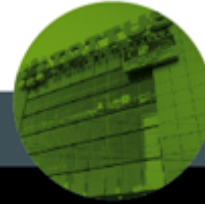


EARNINGS REPORT

2° Quarter 2011



August 2011



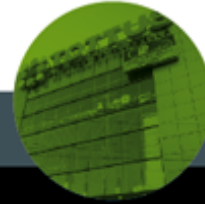
f....

- ✓ **Main Events of the Period**
- ✓ Consolidated Income Statement
- ✓ Business Units
- ✓ Financial Business

MAIN EVENTS OF THE PERIOD



- Stores opened during the 2nd Quarter:
 - Falabella Calama, Chile
 - Sodimac Rancagua, Chile
 - Tottus Penta, Peru
 - Sodimac Monteria Colombia
 - Remodelling of Mall Plaza Calama, Chile
- Release of the corporative guideline in terms of Social Responsibility
- Events after closing:
 - Launch of Banco Falabella in Colombia
 - Opening of Tottus and Sodimac in Jockey Plaza Lima, Perú



f.....

- ✓ Main events of the period
- ✓ **Consolidated Income Statement**
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2nd QUARTER RESULTS



M\$CLP	2Q 2010	% Rev.	2Q 2011	% Rev.	Var. 11/10
Revenues of Non-Banking Operations	1.040.532		1.168.445		12,3%
Revenues of Banking Operations	62.127		80.719		29,9%
TOTAL REVENUES	1.102.660		1.249.164		13,3%
COGS of Non-Banking operations	(694.746)	-66,8%	(772.436)	-66,1%	11,2%
COST of Banking Operations	(21.582)	-34,7%	(34.845)	-43,2%	61,5%
GROSS PROFIT	386.332	35,0%	441.883	35,4%	14,4%
SG&A Expenses	(234.299)	-21,2%	(275.288)	-22,0%	17,5%
Operational Income	152.034	13,8%	166.595	13,3%	9,6%
Depreciación+Amortización	28.885	2,6%	30.310	2,4%	4,9%
EBITDA	180.919	16,4%	196.905	15,8%	8,8%
Non- Operating Profit	(25.383)	-2,3%	(19.623)	-1,6%	-22,7%
Profit Before Tax Expenses	126.651	11,5%	146.972	11,8%	16,0%
Income Tax	(22.800)		(29.028)		27,3%
Minority Interest	(8.326)		(9.296)		11,6%
NET PROFIT / (LOSS)	95.525	8,7%	108.648	8,7%	13,7%

CUMULATIVE RESULTS



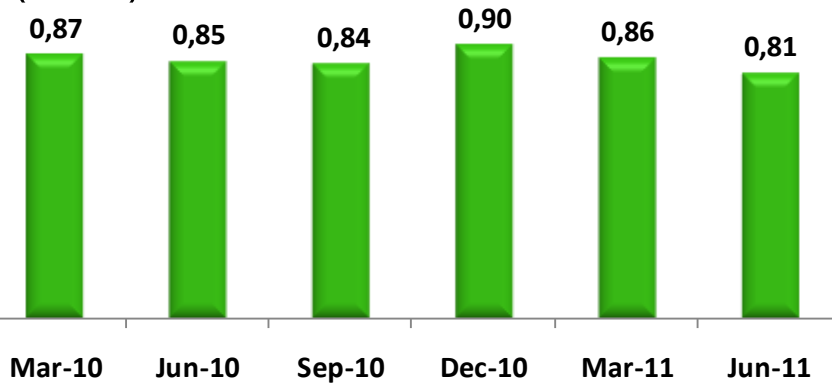
M\$CLP	6M 2010	% Rev.	6M 2011	% Rev.	Var 11/10
Revenues of Non-Banking Operations	1.935.376		2.266.905		17,1%
Revenues of Banking Operations	120.086		150.886		25,6%
TOTAL REVENUES	2.055.462		2.417.791		17,6%
COGS of Non-Banking operations	(1.301.525)	-67%	(1.512.115)	-67%	16,2%
COST of Banking Operations	(43.931)	-37%	(61.230)	-41%	39,4%
GROSS PROFIT	710.006	34,5%	844.446	34,9%	18,9%
SG&A Expenses	(450.463)	-21,9%	(538.159)	-22,3%	19,5%
Operational Income	259.543	12,6%	306.287	12,7%	18,0%
Depreciación+Amortización	55.469	2,7%	60.981	2,5%	9,9%
EBITDA	315.012	15,3%	367.268	15,2%	16,6%
Non- Operating Profit	(44.274)	-2,2%	(30.877)	-1,3%	-30,3%
Profit Before Tax Expenses	215.269	10,5%	275.410	11,4%	27,9%
Income Tax	(38.406)		(53.707)		39,8%
Minority Interest	(14.490)		(17.371)		19,9%
NET PROFIT / (LOSS)	162.373	7,9%	204.333	8,5%	25,8%

FINANCIAL SITUATION



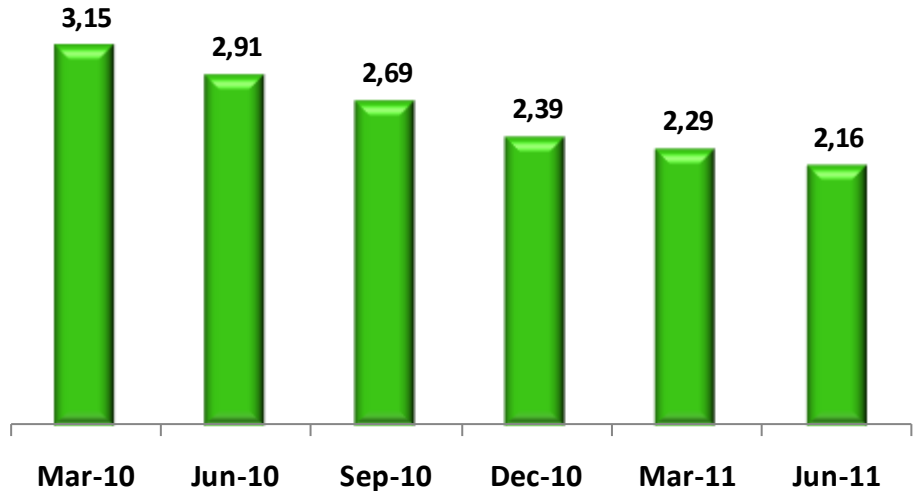
LEVERAGE

(times)



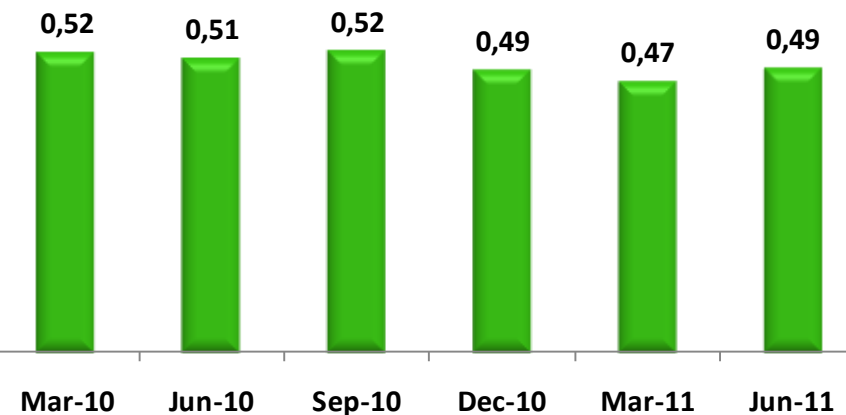
Financial Debt/ EBITDA

(times)



NET FINANCIAL LEVERAGE

(times)



NOTE: Doesn't include Banco Falabella Chile, Banco Falabella Perú and Banco Falabella Colombia



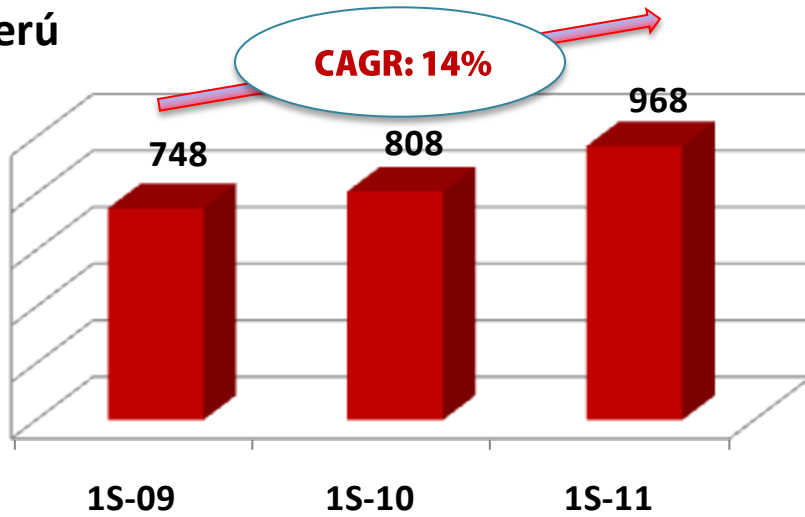
f.....

- ✓ Main Events of the Period
- ✓ Consolidated Income Statement
- ✓ **Business Units**
- ✓ Financial Business

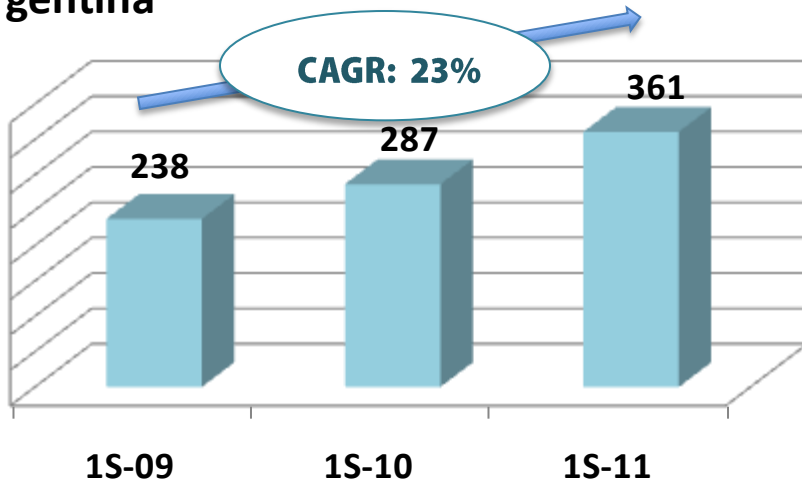
INTERNATIONAL GROWTH



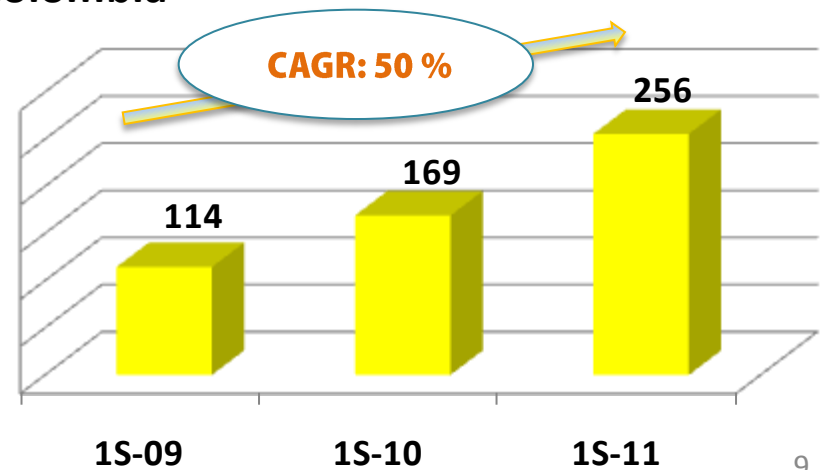
Perú



Argentina



Colombia

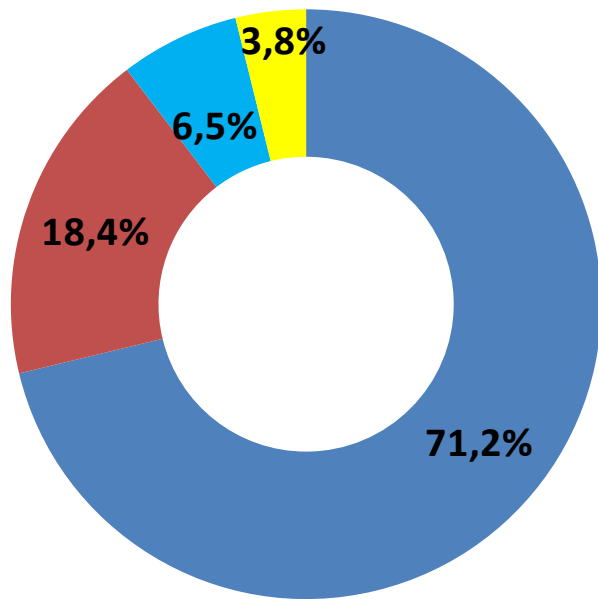


NOTE: IFRS Revenues at exchange rate as of June 2011, includes financial business. Colombia doesn't includes Sodimac.

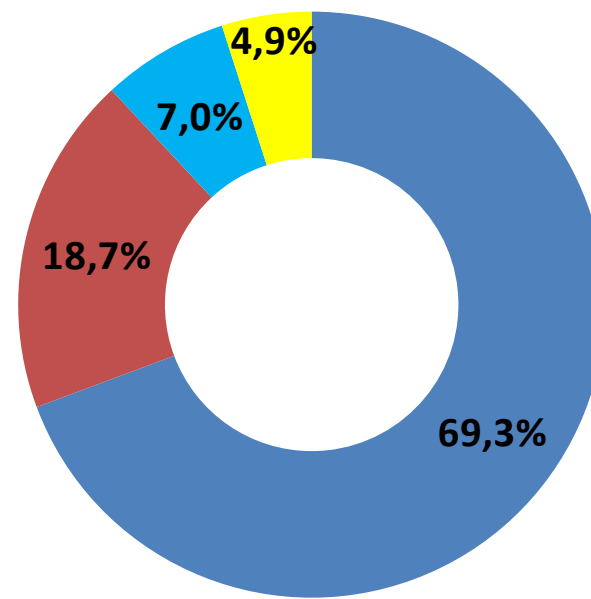
INCOME DIVERSIFICATION



June-10
MUS\$ 4,391



June-11
MUS\$ 5,165

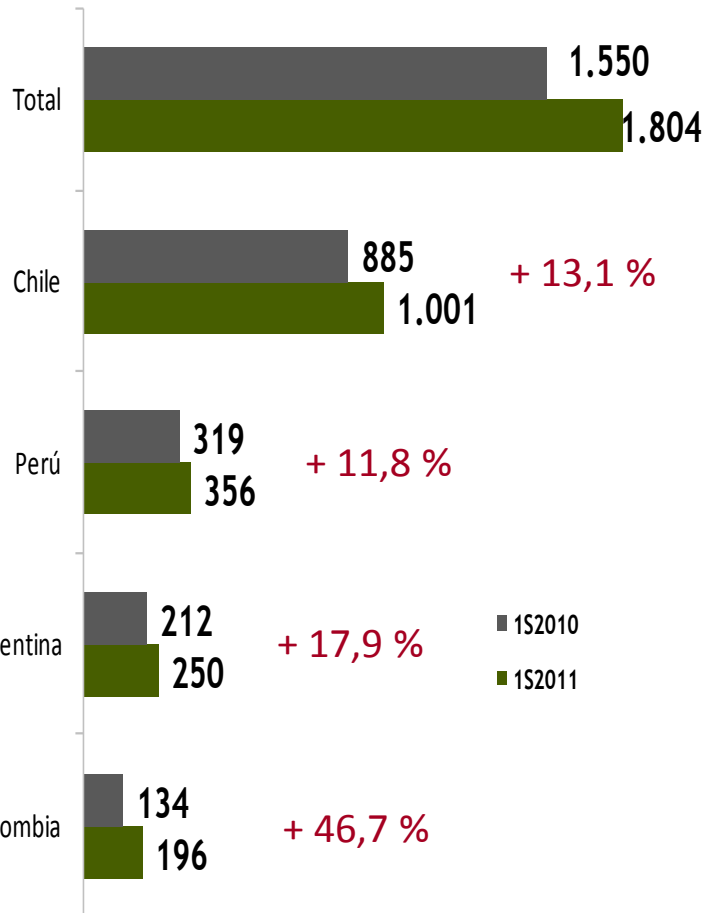


- Chile
- Perú
- Argentina
- Colombia

DEPARTMENT STORES



CUMULATIVE REVENUES (MUS\$*)



+ 16,4 %

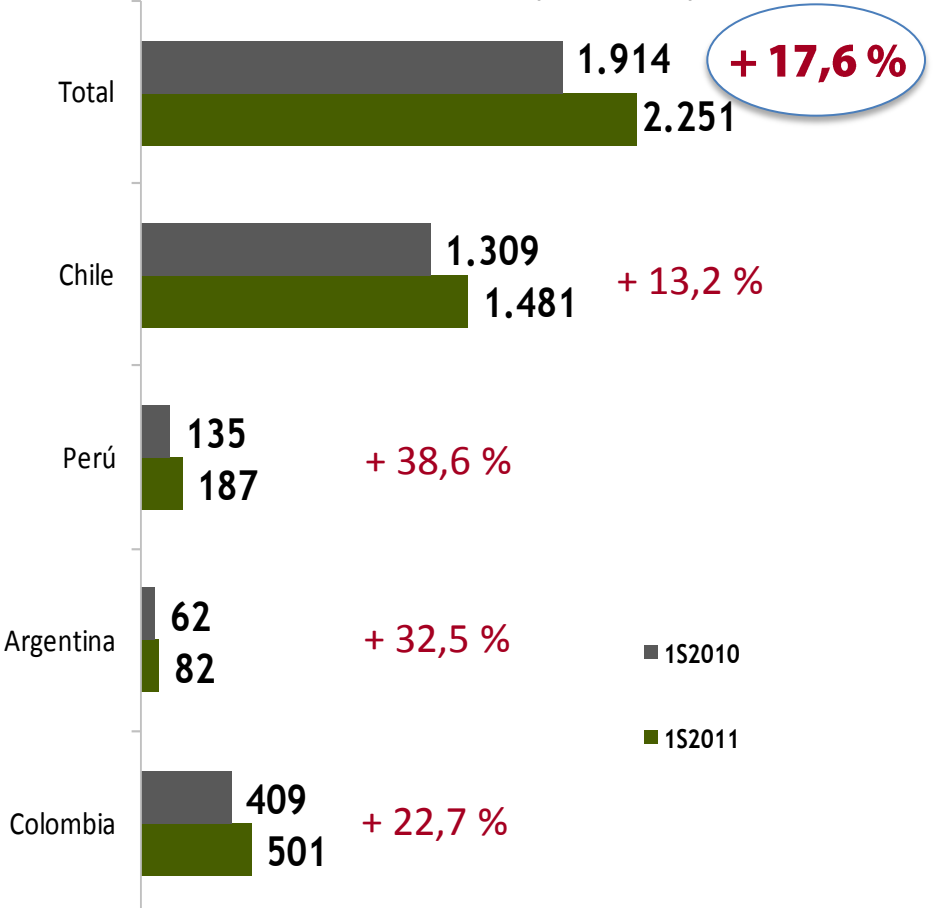
- Income growth
 - Good consumption levels in the region
 - Higher comparable surface in Colombia
- An uncommon winter in the region
- Strengthening of Private Brands
- Commodities growth affects Margins
- Exchange Rate strengthens

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

HOME IMPROVEMENT



CUMULATIVE REVENUES (MUS\$*)



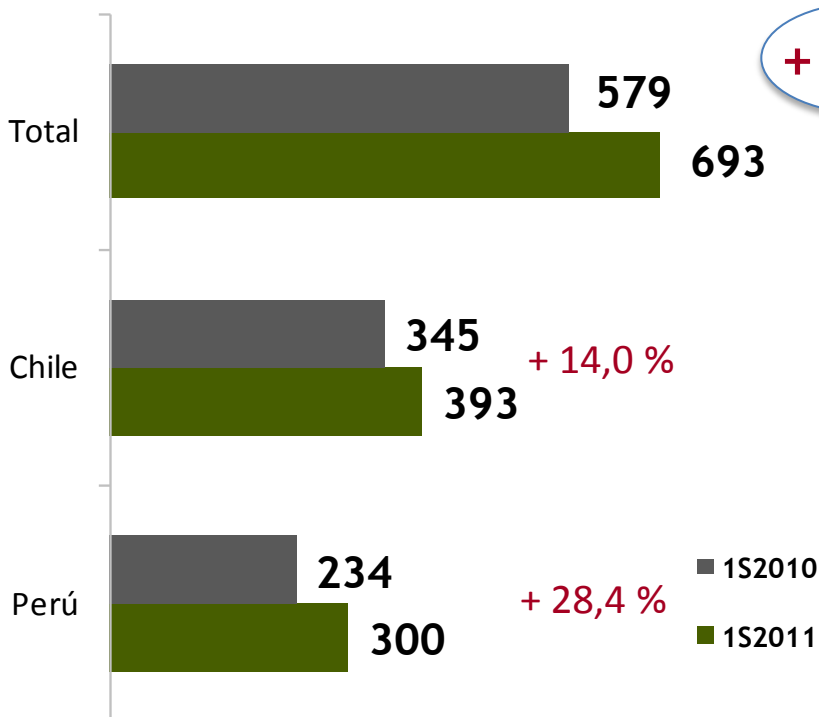
- Income Growth
 - Recovery of Real estate sector
 - Peruvian stores mature
- Opening of Jockey Plaza in Peru
- Commodities growth affects margins
- Strengthening of local currencies:
Cheaper imports

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

SUPERMARKETS



CUMULATIVE REVENUES (MUS\$*)



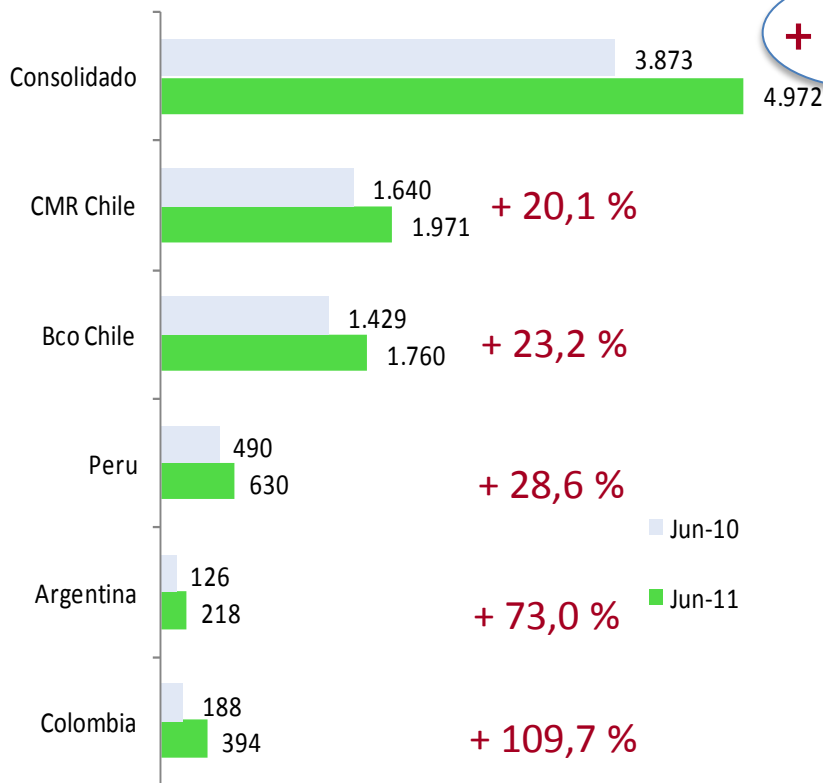
- Income growth
- E-Commerce development
- Opening of Jockey Plaza in Peru
- New stores
- Operation efficiency
- Management strengthening

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

FINANCIAL RETAIL



GROSS LOANS (MUSS*)



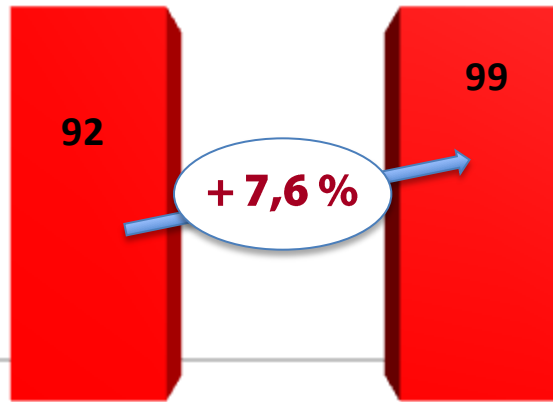
- Loans growth
 - In line with the region consumption levels
- Provisions in historic levels
- Launch of Banco Falabella in Colombia

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

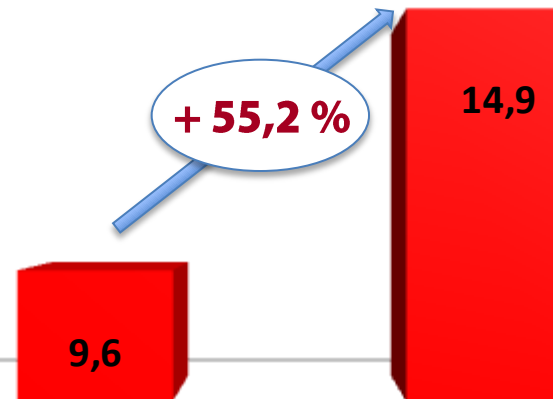


Millions of visits

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



f.....

- ✓ Main Events of the period
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- ✓ **Financial Business**

FINANCIAL RETAIL

CMR
falabella

Banco
Falabella

viajes
falabella

Seguros
falabella



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

STRENGTHENED PRODUCTS PORTFOLIO

CMR
falabella.

Banco
Falabella

viajes
falabella.

Seguros
falabella.



Tailor made products for our customer's needs:

- CMR Credit Card
- CMR Visa Credit Card with global coverage
- Consumer Loans
- Checking accounts
- Savings accounts, term deposits and mutual funds
- Complete offer of Personal Insurances

DISTRIBUTION CHANNELS



✓ Falabella and Homecenter



- High service functionality

✓ Stand alone



- Fast service and sales processes

ONLINE CHANNELS



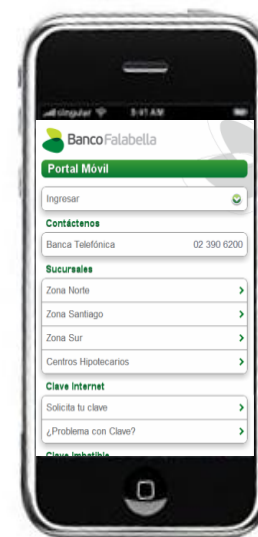
✓ 100% ATM National coverage



✓ Internet Banking



✓ Mobile Banking

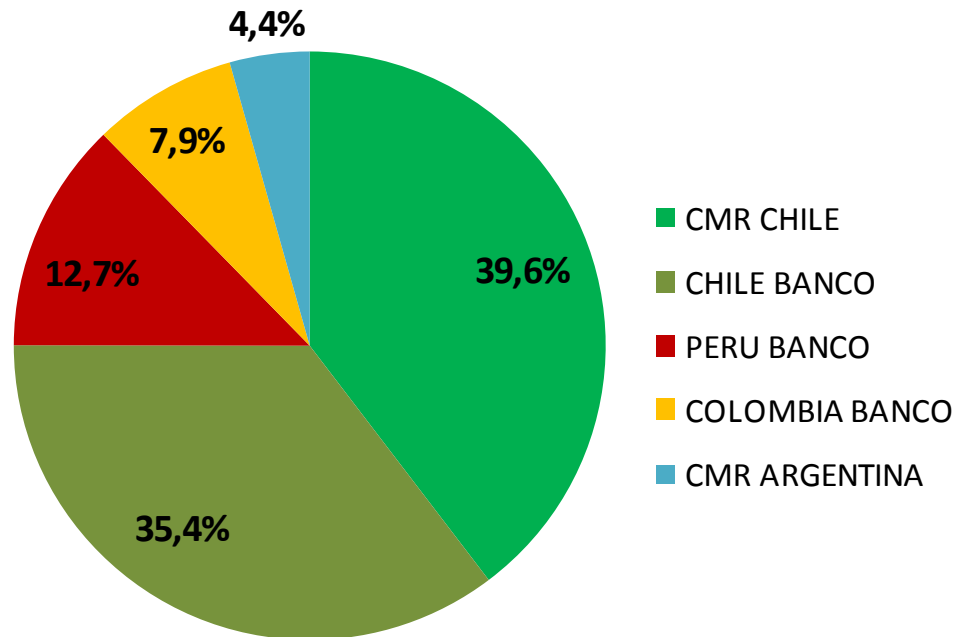


- Convenience for products and services sale
- Easy interaction between customers and bank
- Consolidation of existing channels (Call center / IVR, booths and POS)

OUR LOANS BOOK TODAY



GROSS LOANS: 4,972 MUS\$*

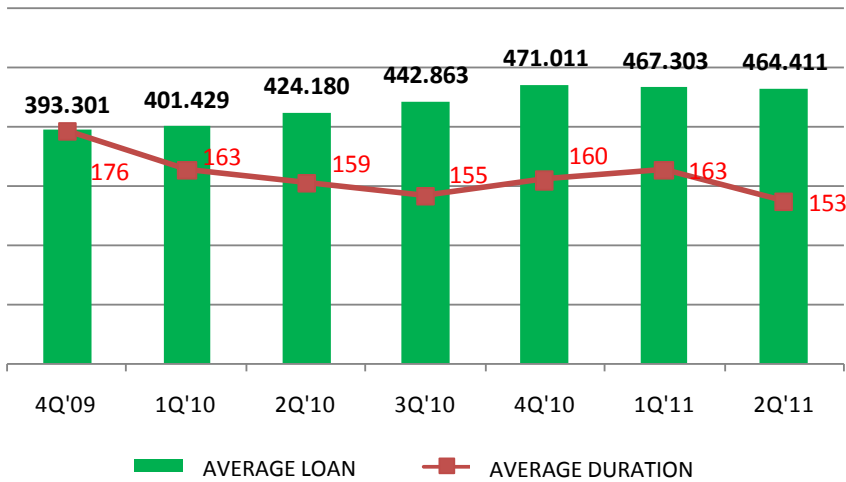


(*) Gross Loans in US\$ at exchange rate as of June 2011

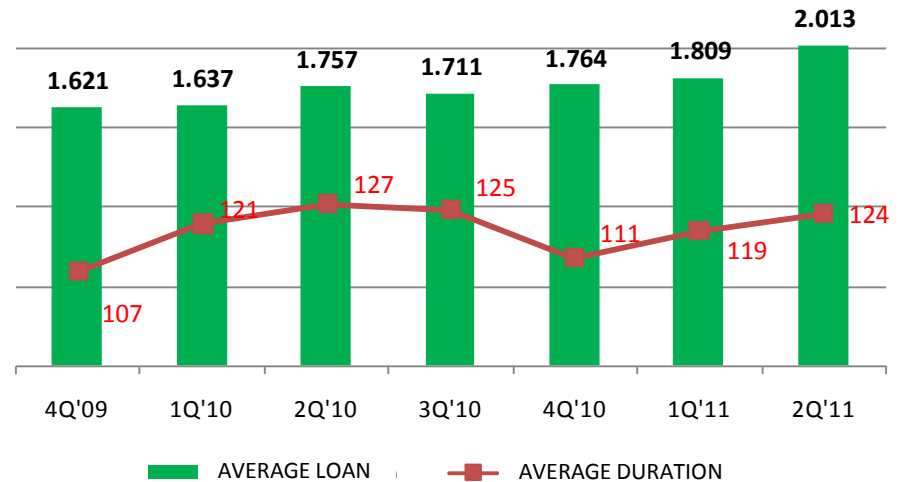
SUSTAINABLE GROWTH



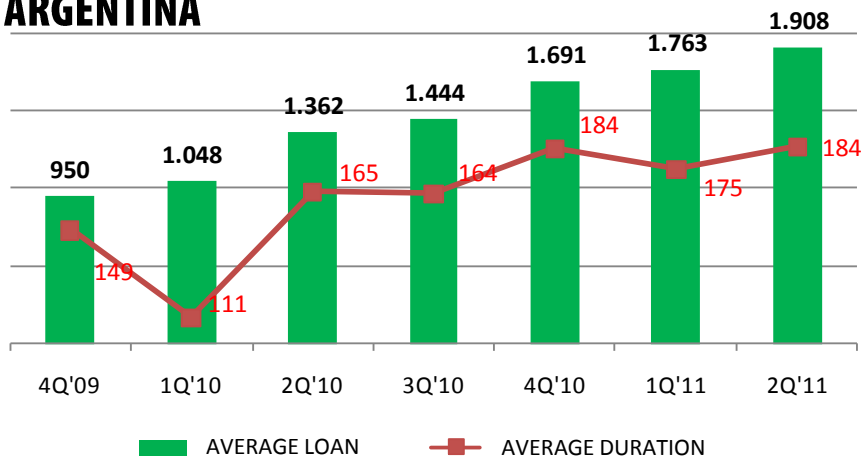
CMR CHILE



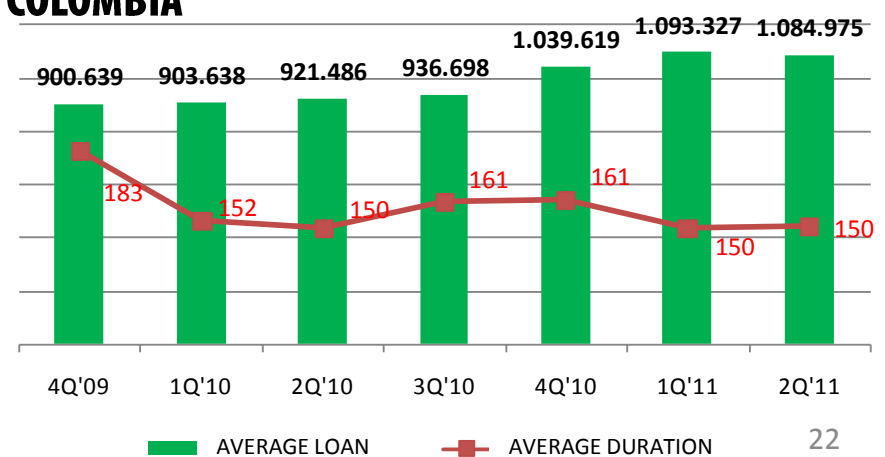
PERÚ



ARGENTINA



COLOMBIA

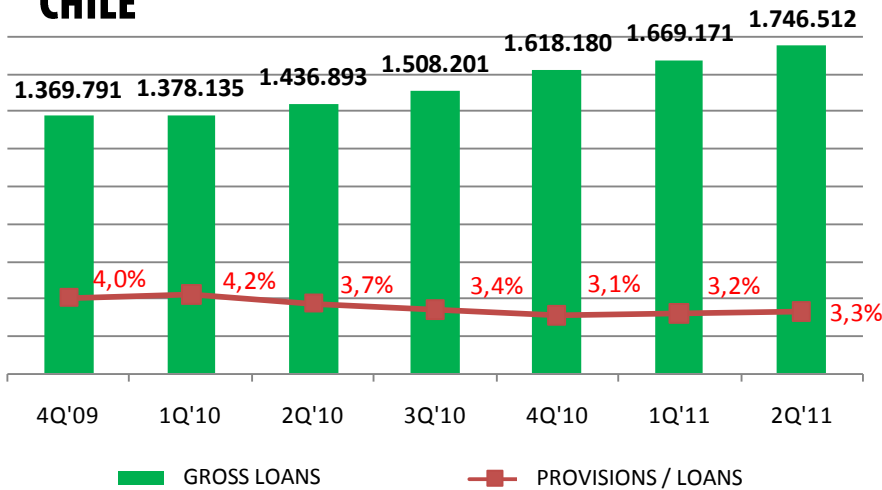


(* Average loan in historic local currency)

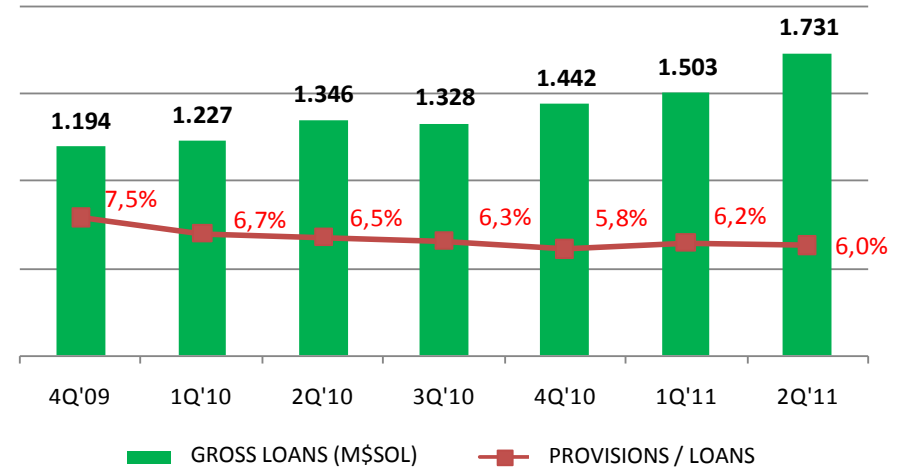
CONTINUOUS GROWTH



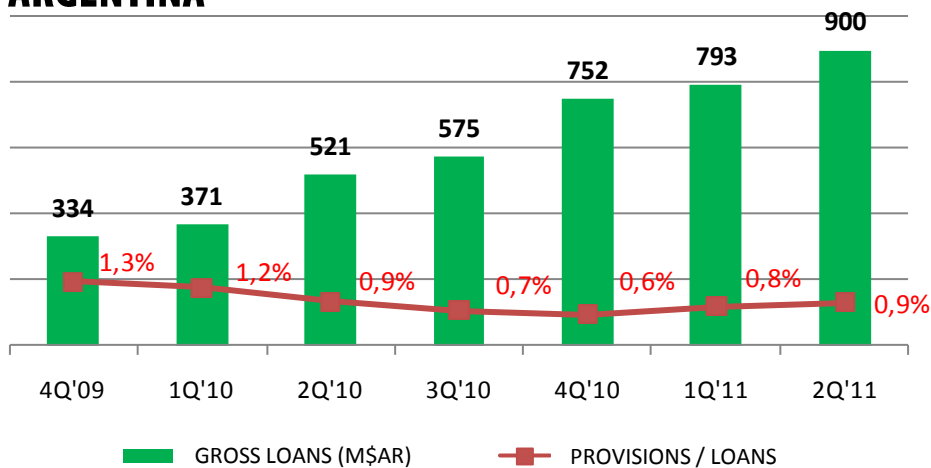
CHILE



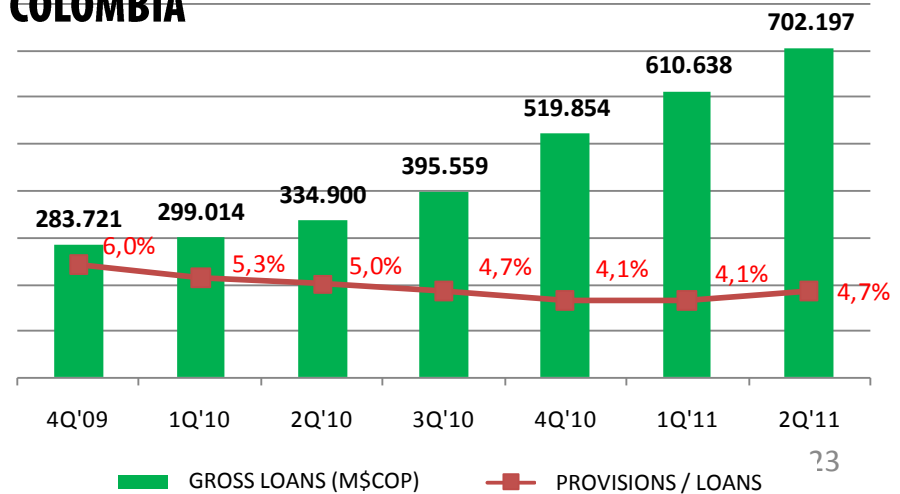
PERÚ



ARGENTINA



COLOMBIA



(* Gross Loans in historic local currency)

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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2011