



**3<sup>rd</sup> Quarter 2011**  
**EARNINGS REPORT**

**November 2011**



- ✓ **Main Events of the Period**
- ✓ Consolidated Income Statement
- ✓ Business Units
- ✓ Openings' Plan

# MAIN EVENTS OF THE PERIOD



- Official launch of Banco Falabella Colombia
- 5 new stores opened during the 3<sup>rd</sup> Quarter:
  - Tottus Chile: Machali
  - Sodimac Peru: Jockey Plaza
  - Tottus Peru: Jockey Plaza, Chiclayo Belaunde
  - Sodimac Colombia : Neiva
- CSR: Falabella, Sodimac and Mall Plaza awarded for Social Responsibility in Chile
- Bonds issued by Banco Falabella Peru and Banco Falabella Colombia
- After closing date:
  - Opening of Santa Julia Powercenter , Viña del mar, Chile ( Sodimac+ Tottus)
  - Bond issued by Banco Falabella Chile



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# 3rd QUARTER RESULTS



<i>Mill of CLP</i>	3Q 2010	% Rev.	3Q 2011	% Rev.	Change 11/10 (%)
Revenues from non banking Operations	1.038.635		1.147.951		10,5%
Revenues from banking Operations	63.543		83.905		32,0%
<b>Total Revenues</b>	<b>1.052.418</b>		<b>1.231.856</b>		<b>17,1%</b>
COGS from non banking Operations	(660.087)		(779.544)		18,1%
COGS from banking Operations	(22.596)		(37.175)		64,5%
<b>Gross Margin</b>	<b>369.735</b>	<b>35,1%</b>	<b>415.136</b>	<b>33,7%</b>	<b>12,3%</b>
SG&A Expenses	(242.736)	-23,1%	(290.417)	-23,6%	19,6%
<b>Operational Income</b>	<b>126.999</b>	<b>12,1%</b>	<b>124.719</b>	<b>10,1%</b>	<b>-1,8%</b>
<b>EBITDA</b>	<b>153.265</b>	<b>14,6%</b>	<b>155.443</b>	<b>12,6%</b>	<b>1,4%</b>
<b>Non-Operating Profit</b>	<b>(18.164)</b>	<b>-1,7%</b>	<b>(18.988)</b>	<b>-1,5%</b>	<b>4,5%</b>
<b>Profit before tax expenses</b>	<b>108.835</b>	<b>10,3%</b>	<b>105.731</b>	<b>8,6%</b>	<b>-2,9%</b>
Income Tax	(17.236)		(20.314)		17,9%
Minority Interest	(9.718)		(8.875)		-8,7%
<b>Net Profit /(Loss)</b>	<b>81.882</b>	<b>7,8%</b>	<b>76.542</b>	<b>6,2%</b>	<b>-6,5%</b>

# 3rd QUARTER NON-OPERATING



<i>Mill of CLP</i>				% Rev.	Change 11/10 (%)
Revenues from					10,5%
Revenues from					32,0%
<b>Total P</b>					7,1%
<i>Mill of CLP</i>		<b>3Q 2010</b>	<b>3Q 2011</b>	<b>Change 11/10 (%)</b>	
COG					%
CO	Other Non- Operating Income / (Expenses)	(827)	6.175		
G	Net Financial Income / (Cost)	(23.146)	(21.654)	-6,4%	
S	Share of Profit in Subsidiaries	2.145	4.049	88,8%	
C	Exchange rate differences	3.664	(7.558)		
<b>E</b>	<b>Non-Operating Profit</b>	<b>(18.164)</b>	<b>(18.988)</b>	<b>4,5%</b>	
<b>Non</b>					o
<b>Profit</b>					2,9%
Income Tax					17,9%
Minority Interest					-8,7%
<b>Net Profit /(Loss)</b>				<b>o,2%</b>	<b>-6,5%</b>

# CUMULATIVE RESULTS

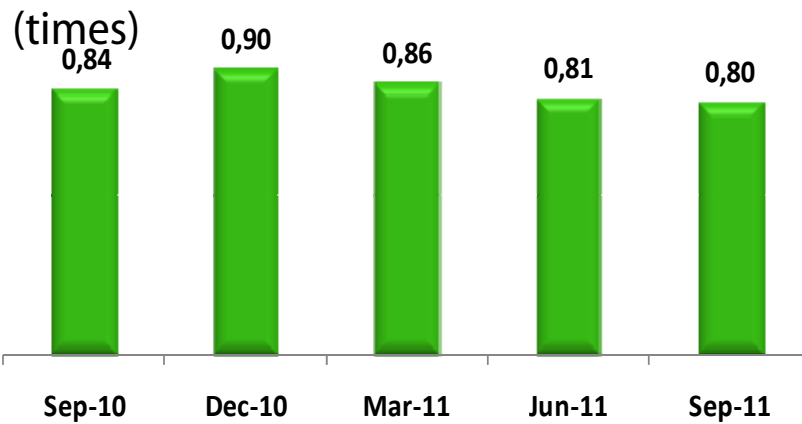


<i>Mill of CLP</i>	9M 2010	% Rev.	9M 2011	% Rev.	Change 11/10 (%)
Revenues from non banking Operations	2.924.252		3.414.856		16,8%
Revenues from banking Operations	183.629		234.791		27,9%
<b>Total Revenues</b>	<b>3.107.881</b>		<b>3.649.647</b>		<b>17,4%</b>
COGS from non banking Operations	(1.961.612)		(2.291.660)		16,8%
COGS from banking Operations	(66.527)		(98.405)		47,9%
<b>Gross Margin</b>	<b>1.079.742</b>	<b>34,7%</b>	<b>1.259.583</b>	<b>34,5%</b>	<b>16,7%</b>
SG&A Expenses	(693.199)	-22,3%	(828.576)	-22,7%	19,5%
<b>Operational Income</b>	<b>386.542</b>	<b>12,4%</b>	<b>431.006</b>	<b>11,8%</b>	<b>11,5%</b>
<b>EBITDA</b>	<b>468.277</b>	<b>15,1%</b>	<b>522.711</b>	<b>14,3%</b>	<b>11,6%</b>
<b>Non-Operating Profit</b>	<b>(62.438)</b>	<b>-2,0%</b>	<b>(49.865)</b>	<b>-1,4%</b>	<b>-20,1%</b>
<b>Profit before tax expenses</b>	<b>324.104</b>	<b>10,4%</b>	<b>381.141</b>	<b>10,4%</b>	<b>17,6%</b>
Income Tax	(55.642)		(74.021)		33,0%
Minority Interest	(24.208)		(26.246)		8,4%
<b>Net Profit /(Loss)</b>	<b>244.254</b>	<b>7,9%</b>	<b>280.875</b>	<b>7,7%</b>	<b>15,0%</b>

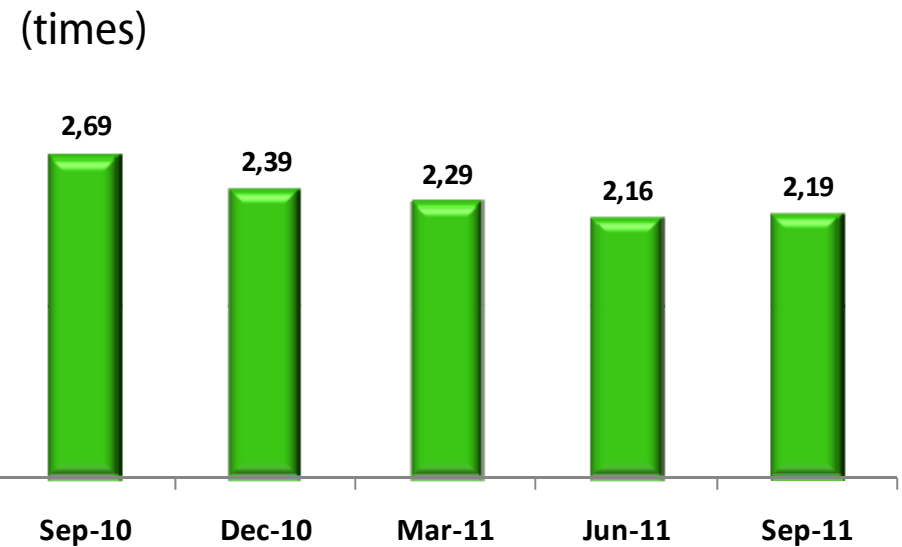
# FINANCIAL SITUATION



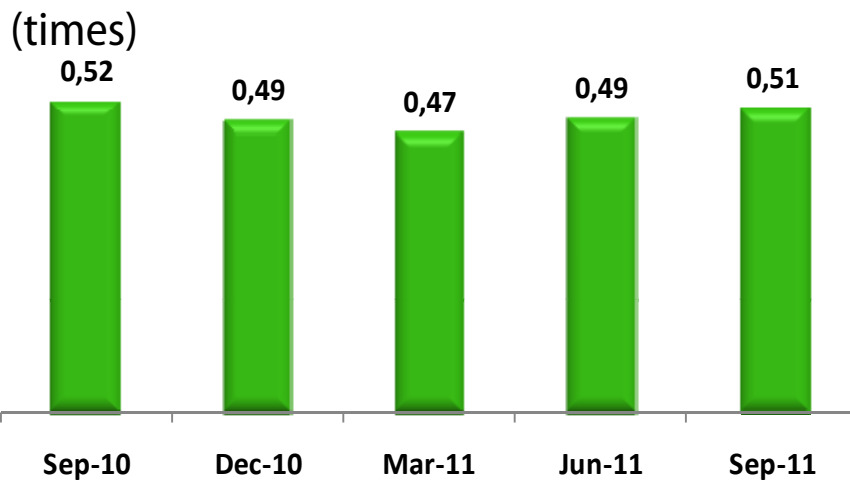
## LEVERAGE



## Financial Debt/ EBITDA



## NET FINANCIAL LEVERAGE



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

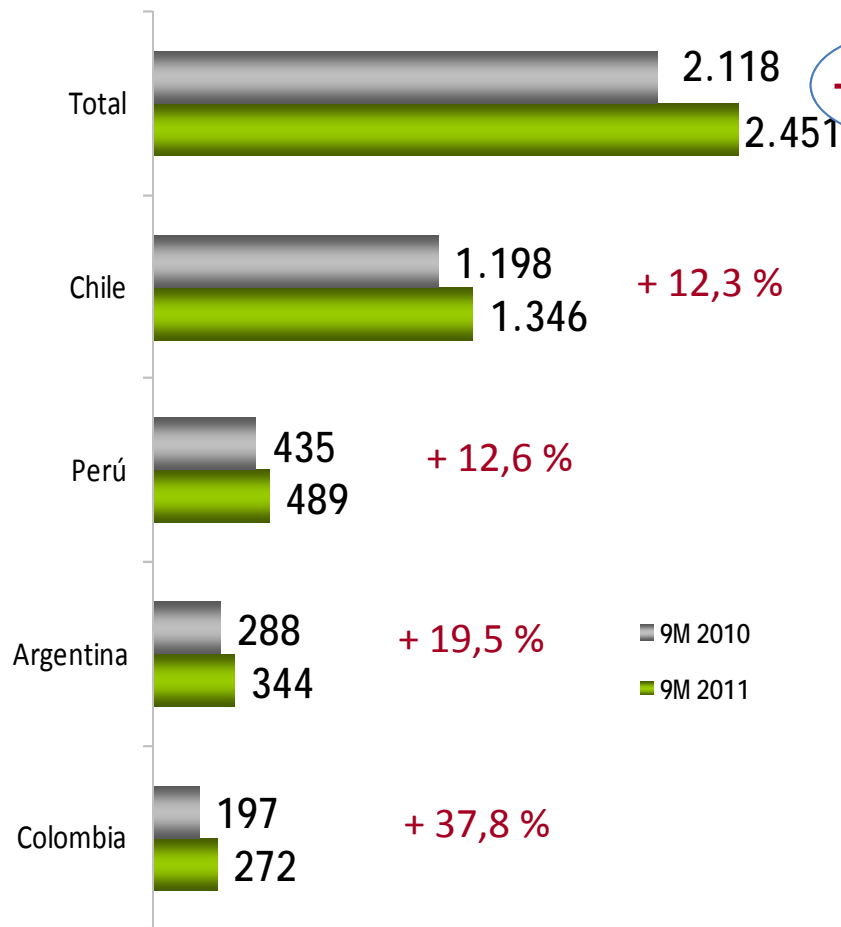


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# DEPARTMENT STORES



## CUMULATIVE REVENUES (MUS\$\*)



- Revenue Growth

- Good consumption levels in the region
- E-Commerce
- Growing in market share

- Lower Gross Margin

- Uncommon winter in the region
- Inventories

- Advertising and customer service

- High Brand Recognition

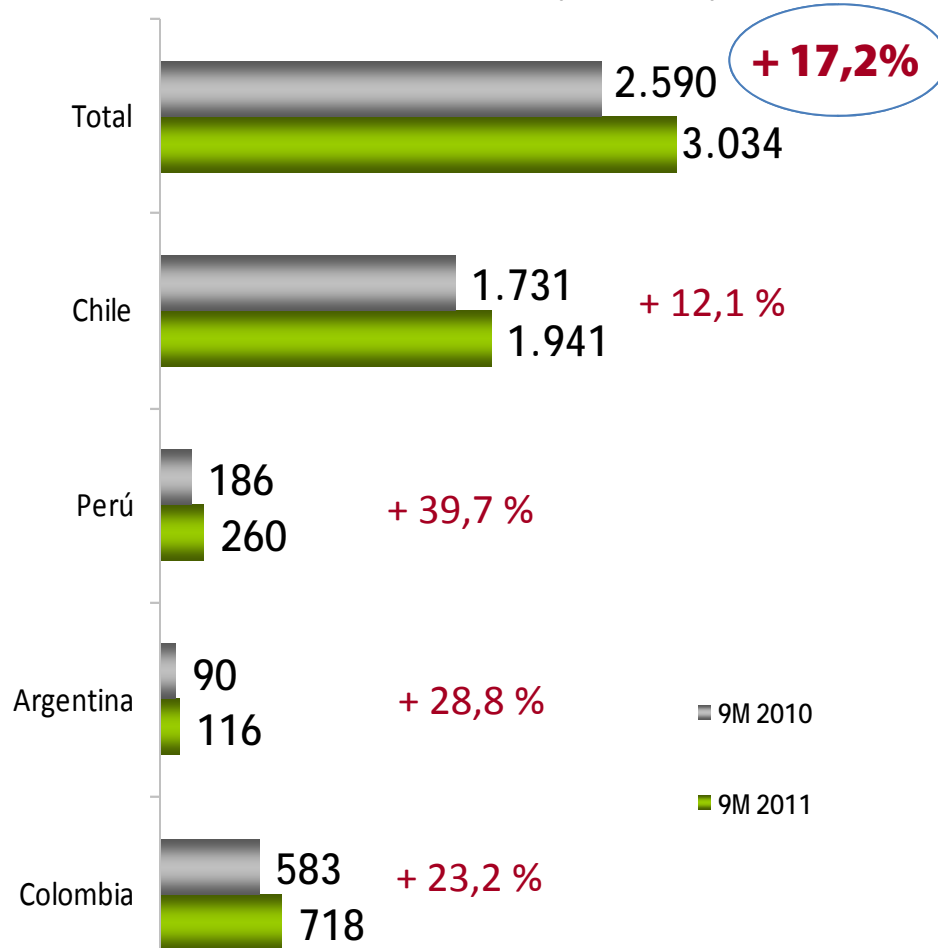
- Growth and Regional Consolidation

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

# HOME IMPROVEMENT



## CUMULATIVE REVENUES (MUS\$\*)



- **Income Growth**

- Performance of stores in Peru
- Higher store base in Colombia
- SSS in the Region
- Increasing Market Share

- **Higher SG&A**

- Higher logistic expenses
- Investing in Brands: Advertising

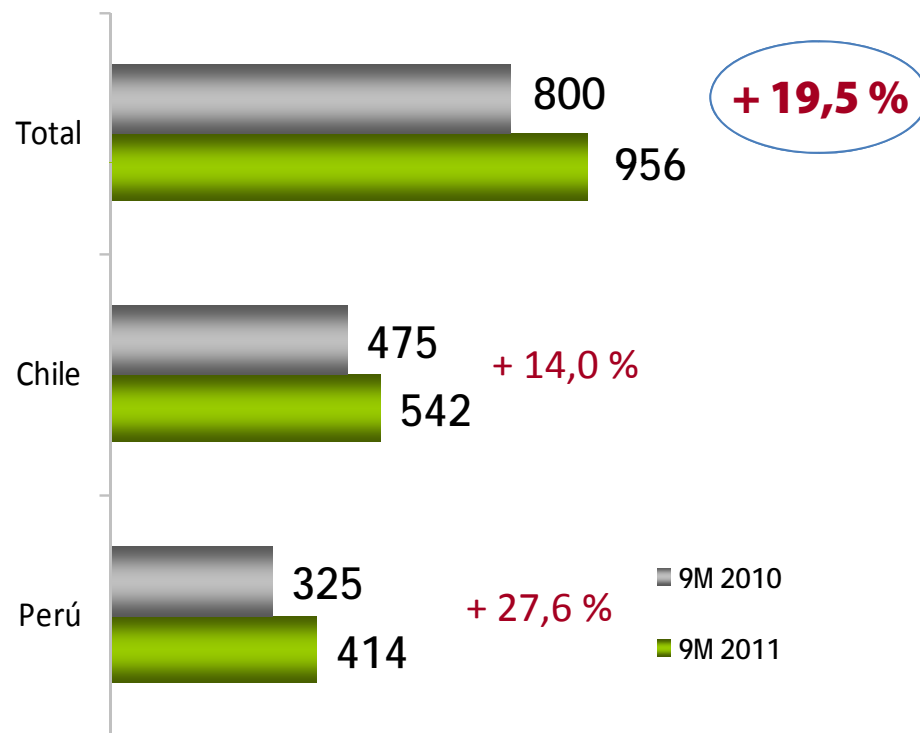
- **High Brand Recognition in the Region**

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

# SUPERMARKETS



## CUMULATIVE REVENUES (MUS\$\*)



- Growth of revenues
  - New Stores
  - Increasing Market Share
- Gaining Operations' scale
  - Higher Gross Margin in Chile
- Advertising
- Efficiency and logistic projects

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

# FINANCIAL RETAIL

CMR  
falabella.

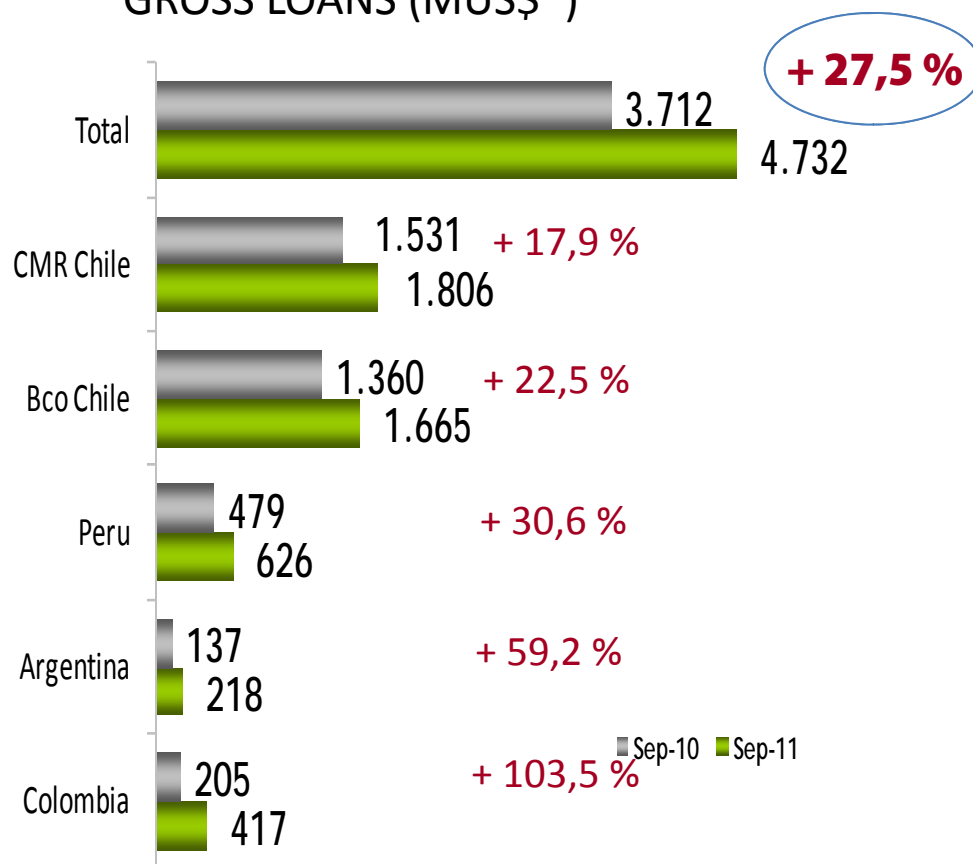
Banco  
Falabella

viajes  
falabella.

Seguros  
falabella.



## GROSS LOANS (MUS\$\*)



- Loans growth
  - In line with the region's consumption levels of growth
- Lower Gross Margins
  - Provisions
- Possible changes of regulation in Chile
- Launch of Banco Falabella in Colombia
- Top of Mind and Brand Recognition

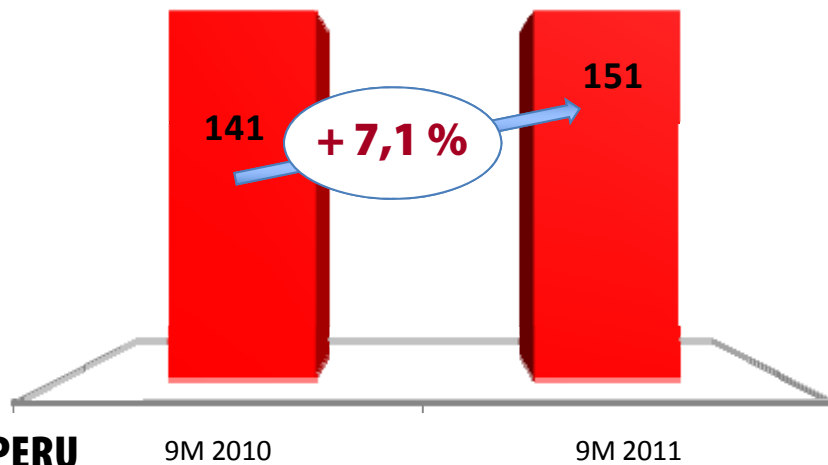
(\* IFRS Revenues in US\$ at exchange rate as of September 2011)

# REAL ESTATE

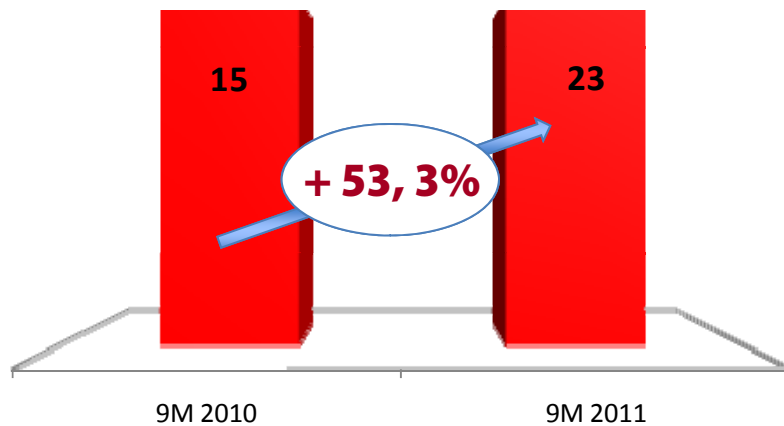


## CHILE

### Mall Plaza (Millions of visits)



## PERU



- Solid consumption levels
- Good performance of Aventura Plaza and Open Plaza
- Higher SG&A of Mall Plaza
  - New projects in Chile and Colombia
- Opening of Powercenter Santa Julia in Reñaca, Chile (Sodimac + Tottus)



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# NEW STORES OPENED / (TO OPEN) DURING 2011



## 2011: 21 STORES OPENED



SODIMAC

- Rancagua
- Santa Julia
- Quinta Vergara
- Quilicura
- Imp. Rancagua

TOTTUS

- Machali
- Santa Julia
- Calama (2)
- Llo- Lleo
- Huechuraba

SAGA FALABELLA

- Cajamarca

SODIMAC

- Jockey Plaza

TOTTUS

- Penta
- Jockey Plaza
- Belaunde
- Campoy
- Chincha

SODIMAC

- Calima
- Monteria
- Neiva

### 4 STORES CLOSED:

- Sodimac Chile:** Rancagua, Reñaca alto
- Sodimac Colombia:** Las Americas
- Saga Falabella:** Expo Cajamarca

# 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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