



EARNINGS REPORT

1st QUARTER 2010

S.A.C.I. FALABELLA



May 2010



Earnings 1st Quarter 2010

Table of Contents

I.	EXECUTIVE SUMMARY	3
II.	CONSOLIDATED INCOME STATEMENT AS OF MARCH 31, 2010	4
III.	ADOPTION OF IFRS EFFECTS (NEW ACCOUNTING PRINCIPLES)	5
IV.	ANALYSIS OF CONSOLIDATED RESULTS	8
V.	MAIN EVENTS IN THE PERIOD	10
VI.	RETAIL INDICATORS	12
VII.	OPERATING INCOME BY BUSINESS UNIT	16
VIII.	CREDIT INDICATORS	21
IX.	FINANCIAL STRUCTURE	24
X.	STORES AND SELLING SPACE	25
XI.	FINANCIAL STATEMENTS	30

Notes:

- All figures in dollars are calculated using the observed dollar exchange rate for April 1, 2010 524,46 CH\$/US\$.
- Symbols for quarters: 1Q, 2Q, 3Q, and 4Q, as applicable.
- Other symbols for periods in the year: 1S (first semester) and 9M (first nine months of the year).
- Currency symbols: CH\$: Chilean pesos; US\$: U.S. dollars; MM: millions.



I. Executive Summary

- As of this quarter, Q1 2010, Falabella is beginning to report its results under the IFRS for year 2010 and 2009.
- The main effects that this change of accounting principles has had on the financial statements are presented in section III.
- The consolidated net profit for the quarter increased 36.1%, reaching MMCH\$ 66,848 (MMUS\$ 127.5) which represents 7.1% of revenues and shows a rise of 1.6 percentage points, compared with 5.5% obtained in the first quarter of 2009.
- The EBITDA of first quarter 2010, increased 29.2% respect to the same period last year, reaching MM\$ 130,429 (MMUS\$ 248.7). The EBITDA margin rose 2.6 percentage points, reaching 13.8% of revenue. This increase is due to an improvement in gross margin obtained by better inventory and credit risk management.
- During the first quarter of 2010 consolidated revenues reached MMCH\$ 945.835 (MMUS\$ 1,803.5), 5.4% more than the same quarter in 2009. The revenue's growing was negatively impacted by the earthquake because in Chile many stores were forced to stay closed. At the same time, the appreciation of the Chilean peso, makes the increase in this currency lower than that in local currencies for Peru and Argentina.
- SG&A expenses over revenues fell by 0.8 percentage points compared to the same period of 2009, coming to 23.5%. Due the earthquake in Chile in February of this year, the company was forced to incur in extraordinary expenses to re-fit the stores quickly, however, the efficiency policies implemented in the last year help to keep SG&A expenses under control.
- Consolidated inventory days fell by 12 days to 71 days during the first quarter of 2010. This was a result of the higher level of consumption in all countries.
- The consolidated credit risk of the company, stayed at a similar level to the last quarter of 2009. At the end of the first quarter of 2010, the consolidated loan provisions over total loans reached 4.5%
- At the end of the Q1 2010 the consolidated Leverage was 1.21 times and the net financial leverage, excluding banks was 0.88 times.
- During the period two new stores were opened: Sodimac Argentina's Vicente Lopez in Buenos Aires and Falabella Colombia's Centromayor in Bogotá.



II. Consolidated Income Statement as of March 31, 2010

Consolidated Income Statement January – March 2010 (MMCH\$)

	1Q 2009	% Revenues	1Q 2010	% Revenues	Var. 10/09
Revenues	897.725		945.835		5,4%
COGS (less)	(602.051)	-67,1%	(622.206)	-65,8%	3,3%
GROSS MARGIN	295.674	32,9%	323.630	34,2%	9,5%
SG&A (less)	(217.757)	-24,3%	(221.949)	-23,5%	1,9%
OPERATING INCOME	77.918	8,7%	101.681	10,8%	30,5%
Depreciation (less)	(23.056)	-2,6%	(28.749)	-3,0%	-19,8%
EBITDA	100.973	11,2%	130.429	13,8%	29,2%
Interest Income	1.562		6.532		318,1%
Profit on investment in related companies	4.507		4.823		7,0%
Other non-operating income (Expenses)	9.036		(3.984)		n.a
Interest expenses (less)	(30.219)		(19.391)		-35,8%
Gain (Loss) made by variation of current assets not for sale	(1.251)		66		n.a
Exchange differentials	6.681		(958)		n.a
Gain (Loss) made by variation of readjustable units	1.291		(145)		-111,3%
NON-OPERATING PROFIT (LOSS)	(8.393)	-0,9%	(13.057)	-1,4%	55,6%
PROFIT BEFORE INCOME TAX & EXTRAORD. ITEMS	69.524	7,7%	88.623	9,4%	27,5%
INCOME TAX	(16.140)	0	(15.612)	0	-3,3%
MINORITY INTEREST	(4.276)	0	(6.164)	0	44,1%
NET PROFIT (LOSS)	49.108	5,5%	66.848	7,1%	36,1%



III. Adoption of IFRS Effects (New Accounting Principles).

The main effects that IFRS principles adoption has had on the financial statements are the following:

At the Income Statement level:

- Banco Falabella Chile, Banco Falabella Peru and Financiera CMR Colombia (“Banks”) are now incorporated in the operational, before they were described as Profits on Investments in Related Companies.
- A reclassification is made for the depreciation of those Real Estate Assets that are used for the business units of Falabella, which are considered as Administrative Expenses in consolidated statements not as a COGS as in their individual statements. As far as the net profit, this reclassification is neutral.
- The Amortization of negative goodwill has been removed.
- The Price Level Restatement and the exchange rate differences that are made by the application of the Technical Bulletin number 64 have been removed too.

Next, you can see a disclosure of the bank’s effects in the consolidated Income statement:

Statement of Income and Comprehensive Income	Consolidated IFRS		IFRS Banks		Consolidated W / o Banks	
	Jan 01, 2010 March 31, 2010 M\$		Jan 01, 2010 March 31, 2010 M\$		Jan 01, 2010 March 31, 2010 M\$	
Income from Continuing Operations						
Revenues	945.835.294		56.920.175		888.915.119	
Costs of sales	-622.205.666		-25.189.668		-597.015.998	
Gross Margin	323.629.628	34,2%	31.730.507	55,7%	291.899.121	32,8%
Other Operating Income	6.532.035		125.590		6.406.445	
Marketing Costs	-17.577.996				-17.577.996	
Distribution Costs	-9.269.099				-9.269.099	
Administrative Expenses	-168.299.886		-23.063.161		-145.236.725	
Other Operating Expenses	-26.802.032				-26.802.032	
Finance costs	-19.391.289		-333.005		-19.058.284	
Share of Profit in Associates	4.822.734		102.840		14.105.854	
Exchange rate differences	-957.532				-957.532	
Gain (Loss) in inflation-index monetary units	-145.316				-145.316	
Gain (Loss) in sales of non-current assets	66.385				66.385	
Other Income (expenses)	-3.984.394		4.079.202		-8.063.596	
PROFIT BEFORE INCOME TAX	88.623.238		12.641.973		85.367.225	
Income Taxes	-15.611.647		-3.242.013		-12.369.634	
Net Profit of Continuing Operations	73.011.591	7,7%	9.399.960	16,5%	72.997.591	8,2%
Attributable to:						
Equity holders of the parent	66.847.972		9.385.960		66.847.972	
Non-controlling interests	6.163.619		14.000		6.163.619	
Net Profit of Continuing Operations	73.011.591		9.399.960		73.011.591	



At Balance Sheet:

- Banco Falabella Chile, Banco Falabella Peru and Financiera CMR Colombia are now included in the consolidated financial statements of Falabella. Up until December 2009 investments in these companies were incorporated in the report as investments in related companies, but now are incorporated line by line, increasing total assets and total liabilities.
- There is a revaluation of Investment Properties, generated principally by the subsidiary Plaza SA. This revaluation increases the value of assets in the left side of the balance, and the shareholders' equity and deferred taxes in the other one.
- At the end of the year, the minimum dividend to pay, according to the law, must appear like a normal liability.

To make easier the understanding of the process, a disclosure of bank's inclusion in the Consolidated Balance Sheet is presented:

	Consolidated IFRS	IFRS Banks	Consolidated W / o
	March 31, 2010	March 31, 2010	Banks
	M\$	M\$	March 31, 2010
			M\$
Assets			
Current Assets			
Cash and cash equivalents	275.391.059	154.762.640	120.628.419
Other current Financial Assets	11.775.714	11.050.000	725.714
Current trade and other receivables	1.168.530.070	367.498.340	801.031.730
Notes and accounts receivable from related parties	3.219.807	2.667.395	32.437.951
Inventories	459.040.047	140.920	458.899.127
Prepayments	24.478.413	419.510	24.058.903
Recoverable taxes	36.055.336	1.863.885	34.191.451
Other current assets	2.483.170	1.136.750	1.346.420
Total Current Assets	1.980.973.616	539.539.440	1.473.319.715
Non- Current Assets			
Other non- current assets	69.468.557	29.998.000	39.470.557
Non-current trade and other receivables	675.000.649	524.971.470	150.029.179
Non-current notes and accounts receivable from related parties	739.833		739.833
Investments in Associates	97.083.823	1.499.176	271.375.402
Net Intangibles Assets	156.285.202	9.284.508	147.000.694
Goodwill	260.273.967		260.273.967
Property, Plant and Equipment	1.223.112.342	18.201.512	1.204.910.830
Investment Property	1.493.289.067		1.493.289.067
Deferred tax assets	36.961.920	5.865.744	31.096.176
Total non - current assets	4.012.215.360	589.820.410	3.598.185.705
Total Assets	5.993.188.976	1.129.359.850	5.071.505.420



	Consolidated IFRS March 31, 2010 M\$	IFRS Banks March 31, 2010 M\$	Consolidated W / o March 31, 2010 M\$
Current Liabilities			
Other current financial liabilities	736.184.776	347.223.113	388.961.663
Current trade and other current accounts payable	484.197.196	35.858.973	448.338.223
Current notes and accounts payable to related companies	5.226.448	31.885.539	5.226.448
Provisions	14.772.064	2.019.287	12.752.777
Current tax payable	13.956.893	2.036.825	11.920.068
Employee Benefit Liabilities	506.505		506.505
Other current liabilities	126.321.161	2.156.479	124.164.682
Total Current Liabilities	1.381.165.043	421.180.216	991.870.366
Non-current Liabilities			
Other non-current financial liabilities	1.633.720.461	499.048.879	1.134.671.582
Other non-current liabilities	525.238		525.238
Provisions	1.612.362	1.317.000	295.362
Deferred tax liabilities	206.014.009	2.806.000	203.208.009
Non-current employee benefit liabilities	7.872.962		7.872.962
Other Non-current Liabilities	49.705.213	29.217.000	20.488.213
Total Non-current Liabilities	1.899.450.245	532.388.879	1.367.061.366
Net Equity			
Shareholder's Equity			
Paid-in Capital	540.278.190	65.971.313	540.278.190
Other Reserves	-29.404.195	66.481.286	-29.404.195
Retained earnings	1.700.326.418	43.327.156	1.700.326.418
Equity attributable to equity holders of the parent	2.211.200.413	175.779.755	2.211.200.413
Non-controlling interest	501.373.275	11.000	501.373.275
Net Equity	2.712.573.688	175.790.755	2.712.573.688
Net Equity and Total Liabilities	5.993.188.976	1.129.359.850	5.071.505.420



IV. Analysis of Consolidated Results

Operating Income

The operating income for the first quarter of 2010 was MMCH\$ 101,681 (MMUS\$ 193.9), that implies a growth of 30.5% compared to the first quarter of 2009. The operating margin was 10.8% which shows an increase of 2.1 percentage points in comparison to the operating margin of first quarter 2009.

Banco Falabella Chile, Banco Falabella Peru, and CMR Colombia are included within these results so that both years can be compared properly.

Revenues

Although the earthquake forced the closing of stores in Chile for many days, including the last weekend of February, accumulated revenues of first quarter 2010 increased 5.4% respect to the first quarter of 2009, reaching MMCH\$ 945,835 (MMUS\$ 1.803.4).

This increase is explained fundamentally by the greater level of consumption we have been seeing in the region since the middle of 2009.

Gross Margin

The gross margin was MMCH\$ 323,630 (MMUS\$ 617.3), which represents 34.2% of revenues; 1.3 percentage points more than that was obtained during the same period last year. This increase is principally a result of the efficiencies achieved in the management of inventories, good buying, and the stability that exchange rates has had in comparison to the first quarter of 2009. Another element that contributes to the gross margin is the good management that has been exhibited with the credit risk, which remains among the best of the industry.

Selling, General and Administrative Expenses (SG&A)

The SG&A expenses were MM\$ 221,949 (MMUS\$ 423.2), which represents 23.5% of revenues, which decrease 0.8 percentage points compared to the same period of 2009.

The company has been able to continue reducing the SG&A expenses thanks to maintaining operational efficiency measures implemented during periods of low consumption, even when the earthquake caused extraordinary repair and cleaning expenses to re-fit shops and malls.



Non-Operating Profit (Loss)

The non-operating loss was MM\$ 13,057 (MMUS\$ 25.0) which represents a greater loss of income of 0.5 percentage points over revenues compared to the same period in 2009.

The non-operating loss can be explained by the following elements:

- Other Non-Operating Income (Expenses): The total for first quarter 2010 was a loss of MM\$ 3,984. The greater loss was the product of provisions made for the potential damages of the earthquake (deductible from insurance and losses that the company decided to assume). These provisions reached around MM\$ 8,000.
- Financial Expenses net of Financial Income fell by MMCH\$ 15,798 (MMUS\$30.1), which represents a decrease of 55.1% respect to the same period of 2009. This better result is because of the decrease debt being carried, while last year during the same period, a higher level of cash was maintained to protect against the possible risks of liquidity that could have affected paying of the bond in June of that year. This smaller financial cost also resulted from the financial restructuring carried out in 2009 in some companies within the group, with the result of lengthening the duration of loans, and evening up the exposure with banks and public. Finally, the comparison is also affected by the reclassification of the UF adjustable debt's correction in 2009 from past Chilean GAAP which has been shown in 2009 statements as Price-Level Restatement.



V. Main Events in the Period

- In February, a violent earthquake hit Chile. Fortunately, there were no fatal victims in any of our stores. From the first day, the companies of the group did everything possible to get the stores running and to supply the affected locations.
- During the two weeks following the earthquake all the stores and shopping centers were re-opened, except for two Sodimac stores in Concepcion that had greater damage. Because of those damages emergency solutions were used, like tents in parking space, to be able to serve our clients without putting at risk their safety.
- In February the 5th Sodimac store was opened in Argentina, it's located in Vicente López, Buenos Aires.
- In March, the store Falabella Centromayor in the city of Bogota, Colombia was inaugurated.
- In March was inaugurated the enlarge of Falabella's Plaza Vespucio store, it become as one of the biggest stores in South America with an approximated Sales area of 14,000 sq. m.
- In their March edition, the prestigious financial magazine "Euromoney" awarded Falabella as the best administered company in Chile. Falabella was also awarded as Highest Standard of Corporate Governance in Chile

Recent Facts

- In April, the following people were voted onto the board of stockholders during the annual meeting:
 - 1) Board:
 - President: Mr. Reinaldo Solari M.
 - Vice-president: Mr. Juan Cúneo S.
 - Directors: Mrs. María Cecilia Karlezi S.
Mr. José Luis del Río G.
Mr. Carlos Heller S.
Mr. Juan Carlos Cortés S.
Mr. Sergio Cardone S.
Mr. Hernán Büchi B.
Mr. José Pablo Arellano M
 - 2) Mr. Hernán Büchi was elected as independent director according to the new Corporate Governance law.
 - 3) The committee of directors was conformed by Mr. Sergio Cardone, Mr. José Pablo Arellano and Mr. Hernán Büchi, this will preside the committee because he is the independent director.



- In May, a new 2010 – 2014 investment plan was announced. The total amount for these 5 years will be US\$2,572 millions and include the opening of 184 stores y 7 Shopping centers. With this, at the end of 2014 Falabella will have 401 stores and 20 malls in South America.
- In May, the 11th Falabella Colombia's store was opened at Santa Fe Shopping center in Medellín.



VI. Retail Indicators

1. Revenues from the Retail Businesses

Cumulative Retail Revenues in 2009 (MMUS\$)¹

(chilean Pesos, converted to USD at e/r of April 1st, 2010)

	1Q 2009	1Q 2010	Var. 10/09	Var. LC ²
Department Stores - Chile	316	339	7,3%	7,3%
Home Improvement - Chile	530	573	8,3%	8,3%
Supermarkets - Chile	142	149	5,4%	5,4%
Retail - Peru (Saga, Sodimac & Tottus)	271	286	5,4%	10,0%
Retail - Argentina (Falabella & Sodimac)	87	103	18,2%	49,6%
Retail - Colombia (Falabella & Sodimac)	184	238	29,5%	19,5%

Same-Store Sales (SSS) Growth ³

(all growth is nominal and was calculated in the local currency of each country)

	1Q 2009	2Q 2009	3Q 2009	4Q 2009	1Q 2010
Department Stores - Chile	-5,6%	-2,5%	7,2%	10,5%	5,6%
Home Improvement - Chile	-5,9%	-10,7%	-9,1%	10,5%	8,0%
Supermarkets - Chile	3,5%	-1,0%	-2,1%	1,8%	4,9%
Retail - Peru (Saga, Sodimac, Tottus)	-2,7%	-9,0%	-7,1%	-0,9%	10,6%
Retail - Argentina (Falabella & Sodimac)	-10,1%	6,4%	12,8%	22,6%	36,8%
Department Stores - Colombia	5,5%	-0,4%	11,3%	11,0%	13,5%

Chile Department Stores

Revenues in Q1 2010 totaled MM\$ 177,937 (MMUS\$ 339.1), a nominal growth of 7.3% respect to the same period the year before, propelled principally by the consolidation of stores open at the end of 2008 and a good performance of internet and telephone sales.

Chile Home Improvement

During Q1 2010 revenues totaled MMCH\$ 300,751 (MMUS\$ 573.4) growing 8.3% compared to the same period in the previous year. This increase is in the same direction as the tendency observed in the last quarters of 2009, thanks to the reactivation of the housing sector and the recuperation of consumer spending.

Chilean Supermarkets

During the first quarter of 2010, revenues were MMCH\$ 78,339 (MMUS\$ 149.4) rising 5.4% from the same period the year before. This increase of sales in the quarter is mainly explained by a SSS of 4.9% and the incorporation of two new stores during the last semester of 2009.

¹ Excludes revenues from the credit business.

² LC: Local Currency Variation excludes Exchange rate effects in financial statements translation.

³ All new stores and those that are enlarged by more than 10% in terms of square meters are excluded in the calculation of same-store growth. SSS Sodimac does not include the Imperial stores, but does include wholesales. The stores that was some days closed by the earthquake are including in SSS

*Perú*

The revenues of the retail business in Peru (Saga Falabella, Sodimac and Tottus) grew 5.4% in 1Q 2010. Tottus was who most contributed to this growth thanks to the consolidation of 8 new stores that were opened in the last quarter of 2008, and performed significantly better than in the first quarter of 2009. The growth in local currency of 10.0% is a sign of the recovery of consumption levels that has been observed in Peru during Q1 2010.

Argentina

The retail revenues in Argentina reached MM\$ 53,909 (MMUS\$ 87) during Q1 2010. Translated into Chilean Pesos, it represents an increase of 18.2% respect to the same period in 2009 when. Also, in Argentinean pesos the growth was 49.6%. This increase was principally driven by the opening of Sodimac stores in the second half of 2008 in an environment of higher consumption, which was also evidenced in the growth of SSS, which was 36.8% in local currency, for Sodimac and Falabella together in Q1 2010.

Colombia

Revenues of Sodimac and Falabella Colombia grew 29.5% mainly because of the good reception of the stores of the former Casa Estrella that were opened at the end of 2009 with much greater sales floor space and the brand arriving in the city of Cali where there had been no presence previously. To calculate Same Store Sales, none of these stores were considered, even though they were open during some of 2009, because most of the time was a big portion of their sales area out of operation.



2. Number of Stores and Sales Area

Sales Area	1Q 2009		1Q 2010	
	Area (m ²)	Stores	Area (m ²)	Stores
Department Stores - Chile	226.666	35	232.561	35
Expos Falabella Retail - Chile	5.576	4	5.576	4
Home Improvement - Chile ⁴	543.901	66	533.031	65
Supermarkets - Chile	100.440	24	102.495	26
Department Stores - Peru	90.592	15	90.023	14
Home Improvement - Peru	98.219	13	98.219	13
Supermarkets - Peru	85.507	17	85.507	17
Department Stores - Argentina	53.099	9	59.569	10
Home Improvement - Argentina	46.168	4	56.332	5
Department Stores - Colombia	53.670	9	62.342	10
Home Improvement - Colombia	190.616	19	190.616	19
Total Stores	1.494.455	215	1.516.271	218
Mall Plaza - Chile	762.485	11	809.920	11
Soc. Rentas Falabella - Chile	88.084	5	88.084	5
Aventura Plaza - Perú	109.077	2	109.077	2
Malls Perú - Perú	117.300	5	117.300	5
Total Real Estate	1.076.945	23	1.124.380	23

In consolidated terms, during the first quarter of 2010, two new stores were opened. In February, the fifth store of Sodimac Argentina located in the sector of Vicente López in the city of Buenos Aires was inaugurated, with a total sales floor space of 10,164 m².

In March, the 10th Falabella store of Colombia in the commercial center of Centromayor of Bogota was opened. This store has a surface space for sales of 6,464 m².

Also in March, the last part of enlarge of the Falabella store in Plaza Vespucio was finished. With this enlargement Plaza Vespucio has now a sales area of 13,982 m², becoming one of the largest stores in South America.

⁴ Include Imperial stores and Sodimac's stores El trébol and Talcahuano, that aren't operating their whole area because the damages of the earthquake.



3. Inventories ⁵

Days of Inventory

	1Q 2009	1S 2009	9M 2009	2009	1Q 2010
Department Stores - Chile	85	70	74	66	73
Home Improvement - Chile	85	78	84	83	71
Supermarkets - Chile	32	27	30	24	29
Department Stores - Peru	113	95	98	87	95
Home Improvement - Peru	113	105	112	104	84
Supermarkets - Peru	47	43	44	40	40
Retail - Argentina (Falabella & Sodimac)	123	110	127	117	123
Consolidated⁶	83	73	78	73	71

On a consolidated basis, Falabella finished the first quarter with 71 days of inventory, which represents a decrease of 14.5% compared to the level that inventory finished at the same quarter of 2009. This decrease can be explained mainly because by better levels of consumption seen in the region during Q1 and by maintaining the same good control of product purchases showed during 2009.

Sodimac Chile reduces its levels of inventory to 14 days compared to the Q1 2009, mainly because of the good management of the levels of product purchases and the higher demand for construction materials and articles to improve and repair homes. Additionally, Falabella Chile also reduced its inventory more than 10 days since Q1 2009.

⁵ Days of Inventory = Final inventories at the end of the period divided by the annualized COGS, expressed in days.

⁶ The consolidated days in inventory are calculated using the sums of inventories and COGS of Falabella, Sodimac and Tottus in each country, not the consolidated values, because the consolidated COGS includes the financial and real estate businesses.



VII. Operating Income by Business Unit

1. Chile Department Stores

Department Stores operating profit was MMUS\$ 14.2 in 1Q10, and this growth represents a positive result while results for March 2009 were negative. This result is explained by a significant increase in revenues and a major increase in gross margin. The operating revenues improved 7.3% even though the earthquake closed stores for several days which hurt revenues for the quarter, which had been accumulating a much bigger improvement up until that point. The gross margin improved mainly because of by better management of stocks that had diminished the necessity to product promotions, and also by appreciation of the Chilean peso in relation to the US dollar that generate a positive effect. Without doubt, one of the better gains left by the difficult situation of 2009 was the efficiency in controlling costs. This efficiency programs applied in 1Q 2010 driven a decrease of 3.9 percentage points respect to the same period in 2009 in costs over revenues.

Chile Department Stores (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	316,1	339,3	7,3%
Costs	-74,3%	-70,4%	1,7%
Gross Margin	25,7%	29,6%	23,6%
SGA w/o depreciation	-26,8%	-23,4%	-6,0%
EBITDA	-1,0%	6,2%	n/a
Depreciation + Amortization	-2,2%	-2,0%	-5,7%
Operating Profit (Loss)	-3,3%	4,2%	n/a

2. Chile Home Improvement

Sodimac Chile operating profit was MMUS\$ 45.8 in 1Q10, representing a growth of 74.6% respect to the same period of last year. This growth was mainly the result of an 8.3% increase in revenues for the period and also because of a better gross margin which was the product of adjustments in policies for inventories and the favorable effect of the exchange rate. The company also maintained the strict control of COGS which is reflected in the reduction of 1.7 percentage points over revenues in relation to the same period one year before. All of the aforementioned contributed to an increase in an EBITDA margin of 3.4 percentage points.

Chile Home Improvement (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	529,5	573,4	8,3%
Costs	-73,9%	-72,2%	5,7%
Gross Margin	26,1%	27,8%	15,5%
SGA w/o depreciation	-19,4%	-17,7%	-1,2%
EBITDA	6,7%	10,1%	63,8%
Depreciation + Amortization	-1,7%	-2,1%	33,3%
Operating Profit (Loss)	5,0%	8,0%	74,6%



3. Tottus Chile Supermarkets

In Q1 2010 Tottus achieved an operational gain of MMUS\$ 2.5 which principally explains the reduction of 1.4 percentage points in SG&A expenses, compared to the first quarter of 2009. The EBITDA of the period reached MMUS\$ 7.1 which means an increase of 60.0% compared with the same period of 2009 and reach a 4.8% of margin.

Chile Supermarkets (MMUS MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	141,7	149,4	5,4%
Costs	-76,8%	-76,5%	5,1%
Gross Margin	23,2%	23,5%	6,4%
SGA w/o depreciation	-20,1%	-18,7%	-1,9%
EBITDA	3,1%	4,8%	60,0%
Depreciation + Amortization	-3,1%	-3,1%	6,0%
Operating Profit (Loss)	0,0%	1,7%	n.a

4. International Operations

During 1Q 2010 the Operating Income of the international businesses that form part of the consolidated financial statements (Argentina, Peru, and Colombia) was MMUS\$ 27.4, more than double obtained from the same period last year, and representing a 14.2% of consolidated operating profit of SACI Falabella for the period.

The main reasons for these positive results were the increase in revenues thanks to the incorporation of stores of ex Casa Estrella in Colombia and DOT Baires in Argentina, which together with an efficient management of stock raised the operating margin by more than 2.0 percentage points compared with the same period of 2009.

Another important element in achieving a better margin was the good risk management of the loan portfolios of Banco Falabella Peru and CMR Colombia that from this year are considerate in consolidated analysis.



Peru⁷

Consolidated revenues in Peru in 1Q 2010 was MMUS\$ 28.8, reaching the 8.5% of sales: 1.9 percentage points more than the same period last year. The better revenues are explained by an increase of 3.8% in sales translated into Chilean pesos (8.8% in Peruvian soles), which improved by 1.2 percentage points the gross margin, and SG&A expenses that were similar to the previous year.

The EBITDA margin increased 1.6 points compared to the previous year. For the effect of comparison, both years consider the consolidation of the operations of Banco Falabella.

Peru Consolidated (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	325,8	338,0	3,8%
Costs	-69,8%	-68,1%	1,2%
Gross Margin	30,2%	31,9%	9,6%
SGA w/o depreciation	-20,5%	-20,5%	4,0%
EBITDA	9,7%	11,3%	21,4%
Depreciation + Amortization	-3,1%	-2,8%	-5,8%
Operating Profit (Loss)	6,6%	8,5%	34,2%

Argentina

In Q1 2010 the reactivation of consumption was also observed in Argentina. This was demonstrated in the growth of revenues that were 11.1% greater than the same period the year before. It must be mentioned that the translation of Chilean pesos distorts the real increase of sales, which in local currency was 49.6%

The best practices in stock management and credit risk that had been applied since 2009 also have a positive effect upon the gross margin in Argentina, which grew 21.2%, that means an increase of 2.9 percentage points over revenues compared with the same period of 2009. It is also important to mention that the major EBITDA margin obtained during the first quarter in comparison to that achieved in the first quarter of 2009.

Argentina Consolidated (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	99,3	110,3	11,1%
Costs	-67,5%	-64,6%	6,3%
Gross Margin	32,5%	35,4%	21,2%
SGA w/o depreciation	-36,5%	-34,9%	6,2%
EBITDA	-4,0%	0,6%	n.a.
Depreciation + Amortization	-3,3%	-2,1%	-30,2%
Operating Profit (Loss)	-7,3%	-1,5%	-76,7%

⁷ Operational profit presented includes operation of Banco Falabella Perú in both years. Operation of Mall Aventura Plaza in not included.



Colombia⁸

The Operating Profit of Colombia in 1Q 2010 grew in a significant way becoming positive. Furthermore, the increase in EBITDA margin that rose 7.5 percentage points does nothing compared to the same period of 2009. It reflects the good performance that has been demonstrated by the operation in Colombia since the end of 2009 when the ex Casa Estrella stores began their operation. The improvement of EBITDA margin is explained fundamentally by the reduction of 5.3 percentage points of the SG&A expenses over revenues compared with same period in the last year.

Colombia Consolidated (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	49,2	66,2	34,5%
Costs	-63,4%	-61,1%	29,5%
Gross Margin	36,6%	38,9%	43,2%
SGA w/o depreciation	-39,3%	-34,2%	17,0%
EBITDA	-2,7%	4,8%	n.a.
Depreciation + Amortization	-3,6%	-4,3%	59,6%
Operating Profit (Loss)	-6,3%	0,5%	n.a.

5. Promotora CMR Chile

Operating Profit of CMR Chile in Q1 2010 reached MMUS\$ 43.9, growing 3.3% respect to the same period in 2009. This increase is explained by the improvement of 5.6 percentage points in the gross margin compared with the 1Q09. This was produced by lesser provisions and by lesser cost of financing respect to the same period of last year.

Promotora CMR (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	129,2	117,4	-9,1%
Costs	-59,0%	-53,4%	-17,7%
Gross Margin	41,0%	46,6%	3,2%
SGA w/o depreciation	-8,2%	-9,2%	2,6%
Operating Profit (Loss)	32,9%	37,4%	3,3%

⁸ Operational profit presented does not include operation of Sodimac Colombia.



6. Banco Falabella Chile

The operating profit of Banco Falabella Chile in Q1 2010 grew to MMUS\$ 2.9. The growth is relevant because in the same period of 2009 Banco Falabella presented losses. These losses were reversed thanks to growth close to 20% in revenues and a decrease of 6.9 percentage points in the SG&A expenses over revenues.

Banco Falabella (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	42,3	50,7	19,9%
Costs	-54,8%	-54,9%	20,1%
Gross Margin	45,2%	45,1%	19,6%
SGA	-46,30%	-39,39%	2,0%
Operating Profit (Loss)	-1,1%	5,7%	n.a

7. Mall Plaza Chile

Revenues of Mall Plaza Chile grew by 6.3% because of the greater levels of consumption observed and the incorporation of Mall Calama whose quarter revenues weren't full included in March of 2009. The earthquake of February significantly impacted the SG&A expenses because the malls had to be reviewed, damages repaired, and in a short period of time all of the commercial centers of the affected areas needed to be re-opened.

This increase in costs meant that the operating margin and the EBITDA margin decreased by 7.9 and 6.7 percentage points respectively.

Plaza S.A. (MMUS\$ and % of Revenues)

	1Q 2009	1Q 2010	Var.%
Revenues	47,9	50,9	6,3%
Costs	-20,3%	-21,3%	11,8%
Gross Margin	79,7%	78,7%	4,9%
SGA	-9,9%	-16,8%	-44,5%
Operating Profit (Loss)	69,8%	61,9%	-5,8%
EBITDA	82,1%	75,4%	-2,4%

Note: Depreciation is included in Costs.

8. Sociedad de Rentas Falabella (SRF)

During 1Q 2010 revenues reached MMUS\$ 9.2, decreasing 12.9% respect to the same quarter of 2009, decrease in revenues was principally produced by sale of some assets during 2009, and especially a storage unit of Sodimac that wasn't necessary because the new center of distribution was already working.



VIII. Credit Indicators

1. CMR Card Sales

Cumulative Percentage of Sales using CMR⁹

	1Q 2009	1S 2009	9M 2009	2009	1Q 2010
Department Stores - Chile	60,0%	61,8%	61,9%	61,8%	58,7%
Home Improvement - Chile	28,8%	28,7%	28,4%	28,7%	27,5%
Supermarkets - Chile	17,5%	18,9%	19,2%	19,5%	17,7%
Department Stores - Peru	59,5%	61,1%	60,7%	61,3%	59,8%
Home Improvement - Peru	30,7%	32,1%	32,4%	32,7%	31,9%
Supermarkets - Peru	40,9%	40,9%	40,9%	41,8%	42,2%
Department Stores - Argentina	35,5%	34,2%	35,9%	36,1%	43,0%
Home Improvement - Argentina	17,3%	17,7%	19,0%	21,4%	28,6%
Department Stores - Colombia	25,4%	28,0%	29,8%	34,0%	38,3%
Home Improvement - Colombia	9,7%	10,4%	11,8%	13,2%	16,4%

By March, 2010 there were 2.3 millions active accounts CMR in Chile, 937,000 in Peru, 775,000 in Argentina and 522,000 in Colombia.

2. CMR Chile

a. Total Gross Loans (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	627.290	656.819	665.797	721.506
2008	723.483	741.764	733.899	766.007
2009	713.596	687.798	666.680	741.850
2010	731.807			

b. Total Loan Provisions (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	-23.885	-25.906	-29.862	-28.571
2008	-30.824	-33.518	-36.772	-41.339
2009	-42.988	-44.170	-36.672	-32.532
2010	-34.542			

c. Provisions/Loans

	1Q	2Q	3Q	4Q
2007	3,81%	3,94%	4,49%	3,96%
2008	4,26%	4,52%	5,01%	5,40%
2009	6,02%	6,42%	5,50%	4,39%
2010	4,72%			

d. Cumulative Net Write-offs (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	7.034	13.435	21.512	31.325
2008	11.226	20.328	34.268	50.036
2009	19.712	36.982	57.146	72.396
2010	13.741			

Note: Write-offs are net of recoveries

⁹ The percentage of sales through CMR: means the cumulative sales using the card as compared to total cumulative sales of each chain. The calculation for Sodimac Chile includes retail sales and wholesales



3. Banco Falabella Chile

a. Total Gross Loans (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	465.000	474.096	501.073	524.265
2008	547.407	581.780	636.507	627.594
2009	625.612	682.982	645.869	627.136
2010	645.600			

b. Total Loan Provisions (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	-14.842	-15.293	-16.736	-17.728
2008	-18.221	-18.992	-20.078	-21.335
2009	-23.022	-23.872	-23.977	-22.599
2010	-23.271			

c. Provisions/Loans

	1Q	2Q	3Q	4Q
2007	3,19%	3,23%	3,34%	3,38%
2008	3,33%	3,26%	3,15%	3,40%
2009	3,68%	3,50%	3,71%	3,60%
2010	3,60%			

d. Cummulative Net Write-offs (Nominal MMCH\$)

	1Q	2Q	3Q	4Q
2007	3.585	7.607	12.266	17.162
2008	5.113	9.829	18.628	25.541
2009	6.077	13.940	22.234	30.804
2010	7.929			

Note: Write-offs are net of recoveries

4. Banco Falabella Perú (Ex CMR Perú)

Note: Banco Falabella Peru uses the provisions schedule indicated by the Peruvian Banking and Insurance Commission. It has also kept additional provisions that were required some time ago, even though the measure is no longer in force.

a. Total Gross Loans (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	294.472	315.711	324.791	360.529
2008	410.904	408.435	414.833	410.249
2009	382.120	395.797	406.721	403.364
2010	432.026			

b. Total Loan Provisions (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	-18.151	-20.528	-20.813	-21.053
2008	-26.351	-25.726	-26.821	-27.795
2009	-31.777	-37.622	-34.028	-30.401
2010	-28.743			

c. Provisions/Loans

	1Q	2Q	3Q	4Q
2007	6,16%	6,50%	6,41%	5,84%
2008	6,41%	6,30%	6,47%	6,78%
2009	8,32%	9,51%	8,37%	7,54%
2010	6,65%			

d. Cummulative Net Write-offs (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	1.841	3.275	6.184	8.601
2008	3.490	7.278	10.138	18.094
2009	5.230	12.200	22.685	34.474
2010	6.724			

Note: Write-offs are net of recoveries



5. CMR Argentina

a. Total Gross Loans (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	51.760	61.402	62.684	72.332
2008	73.232	83.570	79.262	71.890
2009	55.755	60.003	67.321	88.941
2010	95.997			

b. Total Loan Provisions (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	-1.597	-1.842	-1.899	-2.181
2008	-2.221	-2.523	-2.378	-2.246
2009	-2.085	-2.244	-2.254	-2.501
2010	-1.142			

c. Provisions/Loans

	1Q	2Q	3Q	4Q
2007	3,09%	3,00%	3,03%	3,02%
2008	3,03%	3,02%	3,00%	3,12%
2009	3,74%	3,74%	3,35%	2,81%
2010	1,19%			

d. Cummulative Net Write-offs (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	-49	-83	-85	-60
2008	82	171	-319	506
2009	336	603	1021	1467
2010	530			

Note: Write-offs are net of recoveries

6. Financiera CMR Colombia

a. Total Gross Loans (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	43.386	59.244	71.952	90.060
2008	109.122	110.912	102.937	106.896
2009	89.751	105.576	121.383	138.791
2010	155.043			

b. Total Loan Provisions (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	-1.402	-1.841	-2.444	-3.453
2008	-4.889	-6.179	-7.130	-7.647
2009	-7.067	-8.556	-9.350	-8.383
2010	-8.256			

c. Provisions/Loans

	1Q	2Q	3Q	4Q
2007	3,23%	3,11%	3,40%	3,83%
2008	4,48%	5,57%	6,93%	7,15%
2009	7,87%	8,10%	7,70%	6,04%
2010	5,32%			

d. Cummulative Net Write-offs (Nominal MUS\$)

	1Q	2Q	3Q	4Q
2007	506	1.051	1.672	2.312
2008	1.193	2.573	2.370	4.065
2009	1.651	3.879	6.550	8.516
2010	1.998			

Note: Write-offs are net of recoveries



IX. Financial Structure

Total liabilities at March 31st of 2010 was MM\$ 3,280,615 (MMUS\$ 6,255), it implies a Leverage¹⁰ of 1.21 times, where the current portion represents the 42.2%.

Total liabilities include Banco Falabella Chile, Banco Falabella Perú and Financiera CMR Colombia's liabilities, that up until December 2009 were not considered in consolidated statements. Without this banks, total liabilities at the end of Q1 2010 was MM\$ 2,367,883 (MMUS\$ 4,515). That implies a Leverage of 0.88 times.

Consolidated financial debt, excluding banks was MM\$ 1,402,749 (MMUS\$ 2,675) it is a Net financial Leverage¹¹ of 0.52 times. The current portion of the financial debt represents a 26.0%.

¹⁰ Leverage = Total liabilities divided by (Shareholders Equity).

¹¹ Net financial Leverage = (Financial debt – cash and equivalent cash) divided by (Shareholders Equity).



X. Stores and Selling Space¹²

1. Department Stores Chile

N°	Store	Selling Space	Opening	Region
1	Paseo Ahumada	9.436	Oct-1889	RM
2	Concepción Centro	8.402	may-62	VIII
3	Parque Arauco	12.190	oct-83	RM
4	Temuco	5.307	may-86	IX
5	Viña del Mar	5.136	sep-87	V
6	Plaza Vespucio	13.982	ago-90	RM
7	Lyon	7.837	feb-92	RM
8	Rancagua	5.647	feb-92	VI
9	Calama	6.179	may-93	II
10	Alto Las Condes	9.874	oct-93	RM
11	Plaza Oeste	10.869	nov-94	RM
12	Plaza del Trébol	6.325	abr-95	VIII
13	Osorno	6.912	oct-95	X
14	Chillán	4.659	sep-96	VIII
15	Talca	5.132	may-97	VII
16	Copiapó	3.508	mar-98	III
17	Plaza Tobalaba	7.192	nov-98	RM
18	La Serena	4.963	nov-98	IV
19	Valparaíso	5.565	feb-99	V
20	Curicó	3.905	sep-00	VII
21	Iquique	5.296	sep-00	I
22	Puerto Montt	5.946	jul-01	X
23	Quilpué	4.543	sep-01	V
24	Plaza Los Angeles	5.158	mar-03	VIII
25	Plaza Norte	5.677	nov-03	RM
26	Paseo Puente	7.771	oct-05	RM
27	La Dehesa	7.904	nov-05	RM
28	Antofagasta Mall	9.164	oct-06	II
29	La Calera	4.907	nov-06	V
30	Valdivia	4.534	jun-07	XIV
31	Melipilla	3.723	jun-07	RM
32	Punta Arenas	5.349	nov-07	XII
33	Manquehue	6.125	mar-08	RM
34	Estación Central	6.839	may-08	RM
35	San Bernardo	6.606	nov-08	RM
TOTAL		232.561		

- **Other Stores:**

1	Expo Arica	132
2	Expo San Fernando	440
3	Expo Castro	176
4	Bodega Rosas, Stgo.	3.244
TOTAL		5.576

¹² Sales area is presented in square meters.



2. Home Improvement Chile

Sodimac Stores¹³

N°	Store	Selling Space	Opening
1	HC Copiapó	8.895	ene-82
2	Co Viña del Mar	4.517	ene-82
3	Co Valparaíso	668	ene-82
4	Co Talcahuano	1.813	ene-82
5	Co Rancagua	1.783	ene-82
6	Co Maipú	4.306	ene-82
7	Co Castro	335	ene-82
8	HC Concepción	4.669	jun-87
9	HC Las Condes	8.761	mar-88
10	Co Vic. Mackenna	2.949	ene-92
11	Co Antofagasta	9.056	jul-92
12	HC Los Angeles	11.656	1992
13	HC Viña del Mar	7.318	ene-93
14	Co Cantagallo	5.870	ene-93
15	HC Ñuñoa	4.838	sep-93
16	HC Rancagua	10.724	nov-95
17	HC Puente Alto	16.893	oct-96
18	HC Quilpue	8.129	nov-96
19	Co La Florida	6.934	mar-97
20	HC Maipu	14.044	jul-98
21	HC El Trébol	14.456	nov-98
22	HC La Serena	12.545	dic-98
23	Co Reñaca Alto	7.656	dic-98
24	HC Parque Arauco	10.777	oct-99
25	HC Talca	12.522	dic-00
26	HC Calama	10.797	nov-01
27	HC San Miguel	13.061	nov-01
28	HC La Reina	13.207	abr-02
29	Co Vallenar	3.621	may-02
30	HC Ñuble	10.935	jun-02
31	HC Valdivia	8.288	sep-02
32	HC Nueva La Florida	18.461	nov-02
33	HC SS Temuco	13.370	abr-03
34	HC Huechuraba	11.630	nov-03
35	HC Villarrica	6.530	feb-04
36	HC Osorno	8.545	jul-05
37	HC Angol	4.214	sep-05
38	HC Chillan	8.781	dic-05
39	HC Coyhaique	5.740	ene-06
40	HC Curico	8.012	mar-06
41	HC Coquimbo	5.882	mar-06
42	HC Plaza Oeste	14.696	may-06
43	HC La Calera	8.030	jul-06
44	HC Pto.Montt	9.514	ago-06
45	HC Plaza Vespucio	11.433	sep-06
46	Co Fontova	6.720	sep-06
47	HC San Felipe	8.685	nov-06
48	HC Arica	8.747	dic-06
49	HC Iquique	9.955	feb-07
50	HC Antofagasta	10.718	abr-07
51	HC Plaza Concepción	11.343	jun-07
52	HC Punta Arenas	8.192	ago-07
53	HC Linares	7.040	nov-07
54	HC Estación Central	10.615	sep-08
55	HC El Bosque	8.560	oct-08
56	HC San Bernardo	11.962	nov-08
Sub Total		489.398	

Imperial Stores

N°	Store	Selling Space	Opening
1	Imperial Santa Rosa	9.442	1974
2	Imperial Mapocho	10.803	1999
3	Imperial Maipú	3.790	2001
4	Imperial Peñalolén	1.802	2001
5	Imperial La Florida	974	2002
6	Imperial Valparaíso	1.567	2003
7	Imperial Concepción	7.781	2007
8	Imperial Huechuraba	3.007	Abr-08
9	Imperial Temuco	4.467	May-09

Sub Total Imperial	43.633
--------------------	--------

TOTAL SODIMAC	533.031
----------------------	----------------

¹³ Sodimac stores el Trébol and Constructor Talcahuano are have a portion of them selling space closed because of earthquake damages, they add mores selling space installing tents in parking space.



3. Tottus Chile Supermarkets

N°	Store	Selling Space	Opening
1	Talagante Plaza	3.145	1964
2	Tottus San Bernardo Plaza	6.290	1986
3	El Monte	962	1951
4	Tottus Buin	5.389	1995
5	San Bernardo Estación	3.161	1996
6	Peñaflor	3.926	1999
7	Rengo	2.014	2000
8	Melipilla	2.462	2001
9	Tottus San Antonio	2.827	oct-04
10	Talagante Cordillera	3.000	feb-05
11	Tottus Puente Alto	5.055	dic-05
12	Tottus Nataniel	4.296	mar-06
13	Tottus La Calera	3.511	jul-06
14	Tottus Fontova	4.591	sep-06
15	Tottus Mall Antofagasta	5.180	sep-06
16	Tottus Plaza Oeste	5.149	dic-06
17	Tottus Puente Alto II	4.580	ene-07
18	Tottus La Florida	4.971	mar-07
19	Tottus Megacenter	7.200	jul-07
20	Tottus Antofagasta Centro	5.584	sep-07
21	Tottus Colina	4.818	oct-07
22	Tottus Alameda	4.209	jul-08
23	Tottus El Bosque	4.100	nov-08
24	Tottus San Fernando	4.020	ene-09
25	Tottus Puente	600	nov-09
26	Tottus Quillota	1.455	dic-09
TOTAL		102.495	

4. Mall Plaza Chile

N°	Mall	Opening
1	Plaza Vespucio	Ago-90
2	Plaza Oeste	Nov-94
3	Plaza Trébol	Abr-95
4	Plaza Tobalaba	Nov-98
5	Plaza La Serena	Dic-98
6	Plaza Los Ángeles	Mar-03
7	Plaza Norte	Nov-03
8	Plaza Antofagasta	Sep-06
9	Plaza Alameda	Abr-08
10	Plaza Sur	Nov-08
11	Mall Calama	Mar-09

5. Power Centers¹⁴

N°	Power Center	Opening
1	La Calera	jul-06
2	Megacenter	jul-07
3	El Bosque	nov-08
4	Fontova	sep-06
5	La Florida	mar-07

¹⁴ Power Centers are Shopping centers with 2 or more stores of the Group (Falabella, Sodimac, Tottus).



6. Perú¹⁵

i) Department Stores

N°	Store	Selling Space	Opening
1	San Isidro	11.848	1995
2	San Miguel	11.095	1995
3	Jockey Plaza	11.054	1997
4	Lima Centro	5.571	1998
5	Piura	2.485	2001
6	Arequipa	4.915	2002
7	Miraflores	7.074	oct-05
8	Chiclayo Mall	5.709	oct-05
9	Megaplaza	9.096	oct-06
10	Cajamarca	988	mar-07
11	Ica	660	may-07
12	Trujillo Mall	5.990	nov-07
13	Bellavista	6.088	dic-08
14	Atocongo	7.451	dic-08
TOTAL		90.023	

ii) Home Improvement

N°	Store	Selling Space	Opening
1	San Miguel	11.728	2004
2	Megaplaza	9.998	May-05
3	Atocongo	8.300	Abr-06
4	Javier Prado	8.257	Mar-07
5	Chiclayo	7.626	Nov-07
6	Trujillo Mall	7.724	Nov-07
7	Ica Constructor	5.189	Nov-07
8	Centro de Lima	8.396	Feb-08
9	Canta Callao	5.734	Oct-08
10	Los Jardines	6.241	Dic-08
11	Bellavista	10.102	Dic-08
12	Ica Minka	3.757	Dic-08
13	Chincha	5.169	Ene-09
TOTAL		98.219	

iii) Tottus Peru Supermarkets

N°	Store	Selling Space	Opening
1	Megaplaza	8.391	2002
2	San Isidro	5.616	2003
3	San Miguel	9.097	2004
4	Atocongo	7.231	Abr-06
5	Chorrillos	4.930	Nov-07
6	Chiclayo	5.152	Nov-07
7	Trujillo Mall	6.199	Nov-07
8	Quilca	3.790	Dic-07
9	Saenz Peña	2.116	Feb-08
10	Canta Callao	3.774	Oct-08
11	Crillón	4.830	Nov-08
12	La Polvora	3.843	Nov-08
13	Puente Piedra	3.820	Dic-08
14	Los Jardines	3.778	Dic-08
15	Bellavista	5.802	Dic-08
16	Ica Minka	3.292	Dic-08
17	Pachacutec	3.846	Dic-08
TOTAL		85.507	

iv) Aventura Plaza Perú

N°	Mall	Opening
1	Aventura Plaza Trujillo	Nov-07
2	Aventura Plaza Bellavista	Dic-08

v) Open Plaza Perú

N°	Power Center	Opening
1	San Miguel	Nov-04
2	Atocongo	Abr-06
3	Chiclayo	Dic-07
4	Canta Callao	Oct-08
5	Trujillo Jardines	Dic-08

¹⁵ Saga's Lima Centro store includes store Lima La Merced.



7. Argentina

i) Department Stores

N°	Store	Selling Space	Opening
1	Mendoza	5.821	mar-93
2	Rosario	7.938	dic-94
3	Córdoba	4.889	may-97
4	San Juan	2.755	oct-97
5	Unicenter	10.872	mar-99
6»8	Florida	12.674	nov-07
9	Alto Avellaneda	8.150	abr-08
10	DOT Baires	6.470	may-09
TOTAL		59.569	

ii) Home Improvement

N°	Store	Selling Space
1	San Martín	12.581
2	Malvinas Argentinas	12.459
3	San Justo	11.930
4	Villa Tesei	9.198
5	Vicente López	10.164
TOTAL		56.332

8. Colombia

i) Department Stores

N°	Store	Selling Space	Opening
1	Santa Fe	10.317	Nov-06
2	Suba	8.416	Abr-07
3	San Diego	7.524	Nov-07
4	Hayuelos	8.808	Abr-08
5	Unicentro Bogotá	5.257	Nov-08
6	Galerías Bogotá	6.602	Nov-08
7	Unicentro Cali	3.604	Nov-08
8	Chipichape Cali	3.014	Nov-08
9	Outlet Bima	2.336	Nov-08
10	Centromayor	6.464	Mar-10
TOTAL		62.342	

ii) Home Improvement

N°	Store	Selling Space	Opening
1	HC Las Américas	2.017	1994
2	HC Calle 80	12.746	1997
3	HC Sur	10.465	1998
4	HC Norte	12.841	1999
5	HC Medellín	8.626	2002
6	HC Cali Sur	12.544	2003
7	HC Barranquilla	13.115	2004
8	HC Pereira	13.241	Jul-05
9	HC El Dorado	11.326	Nov-05
10	HC Medellín San Juan	13.718	Jul-06
11	HC Cali Norte	13.306	Feb-07
12	HC Suba	6.256	Mar-07
13	HC Soacha	7.275	Jun-07
14	HC Ibagué	10.010	Jul-07
15	HC Cartagena	8.062	Nov-07
16	HC Bello	6.768	Sep-08
17	HC Molinos Medellín	8.433	Dic-08
18	HC Cúcuta	11.465	Ene-09
19	HC Villavicencio	8.402	Mar-09
TOTAL		190.616	



XI. Financial Statements

Statement of Income and Comprehensive Income	Period ended at	Period ended at
	March 31,2010	March 31,2009
	M\$	M\$
Income from Continuing Operations		
Revenues	945.835.294	897.725.187
Costs of sales	-622.205.666	-602.050.785
Gross Margin	323.629.628	295.674.402
Other Operating Income	6.532.035	1.562.232
Marketing Costs	-17.577.996	-16.230.821
Distribution Costs	-9.269.099	-9.145.155
Administrative Expenses	-168.299.886	-164.395.665
Other Operating Expenses	-26.802.032	-27.985.133
Finance costs	-19.391.289	-30.219.330
Share of Profit in Associates	4.822.734	4.506.705
Exchange rate differences	-957.532	6.680.699
Gain (Loss) in inflation-index monetary units	-145.316	1.291.214
Gain (Loss) in sales of non-current assets	66.385	-1.251.274
Other Income (expenses)	-3.984.394	9.036.398
PROFIT BEFORE INCOME TAX	88.623.238	69.524.272
Income Taxes	-15.611.647	-16.140.281
Net Profit of Continuing Operations	73.011.591	53.383.991
Attributable to:		
Equity holders of the parent	66.847.972	49.107.913
Non-controlling interests	6.163.619	4.276.078
Net Profit of Continuing Operations	73.011.591	53.383.991



www.falabella.com

S.A.C.I. Falabella

Address:

Rosas 1665
Santiago, Chile

Contact Information:

Jordi Gaju N. / Tomás Gazmuri S. / Humberto Solovera R.
Corporate Planning and Development
Phone: (56 2) 380 2007
Email: inversionistas@falabella.cl

Website:

www.falabella.com
Click on “Inversionistas” at page bottom.

The information in this report was prepared on the basis of the information reported to the Securities and Insurance Commission (SVS).

S.A.C.I. Falabella assumes no liability for damages, injuries or losses that may result from the interpretation of this report or the evolution of markets, in particular the Stock Exchange.