



**EARNINGS
REPORT**
3rd Quarter
2013

SACI FALABELLA





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Notes:

- All dollar figures are calculated based on the observed exchange rate on October 1st 2013: 504.2 \$/US\$.
- Symbols for quarters: 1Q, 2Q, 3Q and 4Q, accordingly.
- Other symbols for periods of the year: 1H for the first half of the year and 9M for the first nine months of the year.
- Currency symbols: CLP: Chilean pesos; US\$: U.S. dollars; M: million, TH: thousand.



I. Executive Summary

During the third quarter of 2013, consolidated revenues reached a total of MCLP 1,599,199 (MUS\$ 3,172), achieving a growth of 13.1% compared to the same period of 2012. Meanwhile, in cumulative terms as of September 2013, revenues reached MCLP 4,661,297 (MUS\$ 9,245), increasing by 10.6% compared to the same period of the previous year. Higher revenues are explained by the additional sales area which was added over the last twelve months, including the acquisition of Construdecor in Brazil, as well as positive same store sales growth (SSS), particularly in Falabella Chile. It is worth mentioning the performance of our online business, which continues to increase at growth rates above the average of the business units of the company.

As of July 1st, Falabella took control of Construdecor, an operation with 56 stores and a sales area of 118,128 m². In the third quarter of 2013, Construdecor reached revenues of MCLP 49,588 (MUS\$ 98). The operation has been integrated into the corporate structure of Home Improvement and is contributing positively with an EBITDA of MCLP 3,585 (MUS \$7).

In turn, in the third quarter gross margin increased 1.2 percentage points compared to the same period in 2012, reaching a gross profit of MCLP 552,485 (MUS\$ 1,096). This increase in gross margin is due to improved results achieved mainly by Sodimac Chile and CMR Chile, along with the enhanced performance of our operations in Peru. Regarding our retail operations, it is worth mentioning the increased participation reached by our private labels along with an increase in the mix of imported products.

The SG&A expenses of the quarter rose to MCLP 407,601 (MUS\$ 808), compared to MCLP 341,526 (MUS\$ 677) of the third quarter of 2012. The increase in expenses is partly explained by a higher proportion of new stores opened during the last twelve months, along with wage increases and higher logistic expenses. As a result, during the third quarter consolidated EBITDA rose to MCLP 187,419 (MUS\$ 372), implying an increase of 13.6%, thus maintaining the EBITDA margin obtained during the same period of 2012.

In turn, the consolidated loan portfolio reached a total of MCLP 2,950,076 (MUS\$ 5,851) as of September 30th, showing an increase of 4.3% in comparison to the same period of the previous year. Regarding the banking business, the growth of the loan portfolio achieved by Banco Falabella Chile and Peru should be highlighted, with growth rates of 10.3% and 8.6% respectively.

The non-operating result resulted in a loss of MCLP 29,986 (MUS\$ 59), being 119.6% higher than the loss obtained in the same period of 2012. This is mainly explained by an increase in net financial costs due to a higher variation of inflation in this quarter compared to the same period last year, in addition to a higher difference in the exchange rate seen in the period.

Finally, consolidated net profit reached MCLP 76,590 (MUS\$ 152) during the third quarter, achieving an increase of 28.2% compared to the same period of 2012. It should be noted that during the third quarter of 2012, due to the tax reform approved in that period, there was a one-time negative effect that affected the profit of that quarter in MCLP 18,913 (MUS\$ 38). Additionally, it is important to highlight, that our net income does not include asset revaluation of our investment properties, as the company adopted the historic cost method in 2009.

During the third quarter 6 new stores were opened within the region. Saga Falabella opened a new store in Cañete. On the other hand, Sodimac opened four stores, three in Peru, in the cities of Cañete, Huacho and Lima, and one in Chile, in Santa Cruz. Meanwhile Tottus opened a new store in Peru, located in the city of Chiclayo.



II. Consolidated Income Statement as of September 30th, 2013

Consolidated Income Statement 3Q 2013 (MCLP)

MCLP	3Q 2012	% Rev.	3Q 2013	% Rev.	Var. 13/12
Revenues of Non-Banking Operations	1,312,360		1,480,274		12.8%
Revenues of Banking Operations	101,982		118,925		16.6%
TOTAL REVENUES	1,414,342		1,599,199		13.1%
COGS of Non-Banking operations	(890,958)	-67.9%	(994,210)	-67.2%	11.6%
Cost of Banking Operations	(52,410)	-51.4%	(52,503)	-44.1%	0.2%
GROSS PROFIT	470,974	33.3%	552,485	34.5%	17.3%
SG&A Expenses	(341,526)	-24.1%	(407,601)	-25.5%	19.3%
Operational Income	129,447	9.2%	144,885	9.1%	11.9%
Depreciation+Amortization	35,548	2.5%	42,534	2.7%	19.7%
EBITDA	164,996	11.7%	187,419	11.7%	13.6%
Other Non- Operating Income / (Expenses)	247		839		240.5%
Net Financial Income / (Cost)	(19,797)		(33,434)		68.9%
Profit / (loss) in Associates	4,045		4,338		7.2%
Exchange rate differences	1,850		(1,729)		-193.4%
Non- Operating Profit	(13,655)	-1.0%	(29,986)	-1.9%	119.6%
Profit Before Tax Expenses	115,793	8.2%	114,899	7.2%	-0.8%
Income Tax	(56,465)		(26,793)		-52.6%
Minority Interest	398		(11,516)		-2993.1%
NET PROFIT / (LOSS)	59,725	4.2%	76,590	4.8%	28.2%

Consolidated Income Statement 9M 2013 (MCLP)

MCLP	9M 2012	% Rev.	9M 2013	% Rev.	Var. 13/12
Revenues of Non-Banking Operations	3,913,572		4,326,941		10.6%
Revenues of Banking Operations	299,563		334,356		11.6%
TOTAL REVENUES	4,213,135		4,661,297		10.6%
COGS of Non-Banking operations	(2,655,568)	-67.9%	(2,882,251)	-66.6%	8.5%
Cost of Banking Operations	(156,645)	-52.3%	(154,799)	-46.3%	-1.2%
GROSS PROFIT	1,400,921	33.3%	1,624,247	34.8%	15.9%
SG&A Expenses	(1,004,799)	-23.8%	(1,156,304)	-24.8%	15.1%
Operational Income	396,122	9.4%	467,943	10.0%	18.1%
Depreciation+Amortization	104,182	2.5%	122,352	2.6%	17.4%
EBITDA	500,304	11.9%	590,295	12.7%	18.0%
Other Non- Operating Income / (Expenses)	849		(1,234)		-245.3%
Net Financial Income / (Cost)	(67,717)		(72,883)		7.6%
Profit / (loss) in Associates	14,837		12,425		-16.3%
Exchange rate differences	1,364		(7,568)		-654.8%
Non- Operating Profit	(50,668)	-1.2%	(69,260)	-1.5%	36.7%
Profit Before Tax Expenses	345,454	8.2%	398,683	8.6%	15.4%
Income Tax	(98,619)		(88,594)		-10.2%
Minority Interest	(21,405)		(34,286)		60.2%
NET PROFIT / (LOSS)	225,430	5.4%	275,802	5.9%	22.3%



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Summary of Consolidated Balance Sheet – September 2013 (MCLP)

<i>MCLP</i>	12/31/2012	9/30/2013
Current Assets - Non Banking Business	2,294,087	2,332,818
Non Current Assets - Non Banking Business	4,044,419	4,337,501
Total Assets - Non Banking Business	6,338,506	6,670,319
Total Assets - Banking Business	2,300,714	2,484,578
Total Assets	8,639,220	9,154,897
Current Liabilities - Non Banking Business	1,522,730	1,295,985
Non Current Liabilities - Non Banking Business	1,731,739	2,004,083
Total Liabilities - Non Banking Business	3,254,470	3,300,068
Total Liabilities - Banking Business	1,910,377	2,081,126
Total Liabilities	5,164,847	5,381,194
Total Equity	3,474,373	3,773,703
Total Liabilities + Equity	8,639,220	9,154,897

Summary of Consolidated Cash Flow – September 2013 (MCLP)

<i>MCLP</i>	9/30/2012	9/30/2013
Cash flow from operating activities - Non Banking Business	360,270	327,210
Cash flow from operating activities - Banking Operations	4,755	-18,081
Cash flow from operating activities	365,025	309,129
Cash flow from investment activities - Non Banking Business	-325,504	-385,827
Cash flow from investment activities - Banking Operations	-21,069	-36,254
Cash flow from investment activities	-346,572	-422,080
Cash flow from financing activities - Non Banking Business	14,545	-1,207
Cash flow from financing activities - Banking Operations	288	18,940
Cash flow from financing activities	14,833	17,733
Impact of exchange rate differences on cash and cash equivalents	-7,452	5,308
Increase (decrease) in cash and cash equivalents	33,286	-95,218
Cash and cash equivalents at the beginning of the period	407,923	569,292
Cash and cash equivalents at the end of the period	433,757	479,382



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1. Operational Result

During the third quarter of 2013, revenues from non-banking business increased by 12.8%, mainly due to the growth in sales area, having added up to approximately 295,000 m² during the last twelve months, including the integration of Construdecor. Additionally, it is worth mentioning the positive performance of Falabella Chile, which was reflected in positive same store sales growth (SSS) during the period. In turn, Sodimac Colombia achieved positive SSS, despite the slowdown in consumption observed in the country.

Regarding our banking operations, income grew by 16.6% compared to the same period of 2012, due to the increase of loans portfolio observed in the banking operations in Chile and Peru.

In turn, gross profit grew by 17.3%, continuing the trend observed in the last quarters. This increased profit, obtained both in the non-banking and in the banking business, is explained by the incorporation of Brazil, as well as an improvement in performance reached mainly by Sodimac Chile, and the operations in Peru and Argentina.

The SG&A expenses, measured as a percentage of consolidated revenues, increased 1.3 percentage points, explained by a greater number of new stores opened during the last twelve months, in addition to an increase in remuneration expenses in our retail operations, and higher logistic expenses.

As a result, consolidated EBITDA corresponding to the third quarter increased to MCLP 187,419 (MUS\$ 372), while in cumulative terms it reached MCLP 590,295 (MUS\$ 1,171).

Operating income during the period reached MCLP 144,885 (MUS\$ 287), implying an increase of 11.9% compared to the same quarter of 2012. In cumulative terms, for the first nine months of 2013, operating income rose to MCLP \$467,943 (MUS\$ 928).

2. Non-Operating Result

The non-operating result had a loss of MCLP 29,986 (MUS\$ 59), implying a further loss of 119.6% compared to the third quarter of 2012. This lower non-operating result was mainly due to a higher net financial cost, explained by the effect of a higher variation of the UF in the quarter with respect to the previous year, and depreciation of the local currencies of the countries where the company operates, vs. the US dollar during this quarter.

As a result, net income during the quarter rose to MCLP 76,590 (MUS\$ 152), an increase of 28.2% compared to the same period of the previous year. The effect of the tax reform applied in the third quarter of 2012 should be noted, having a one-time impact of MCLP 18,913 (MUS\$ 38) in the profit of that quarter.



3. Consolidated Balance

Non-banking business current assets increased by MCLP 38,731 compared to December 2012, mainly explained by the increase in inventory and the increase in other financial assets, which more than offset the decrease in cash and cash equivalents, and current trade and other accounts receivable. In turn, non-bank non-current assets grew by MCLP 293,082 explained by higher property, plant, equipment and investment properties. Meanwhile, total assets of banking operations increased by MCLP 183,864 compared to December 2012, given the rise on investment securities available for sale, cash and bank deposits, which more than compensate the decrease in financial assets held for trading. As a result, total assets increase by MCLP 515,677.

Non-banking business current liabilities decreased by MCLP 226,745 compared to December 2012, mainly explained by lower current financial liabilities and current trade; while non-banking operations non-current liabilities saw an increase of MCLP 272,343 mainly due to higher non-current financial liabilities. This is due to the issuance of an international bond and the debt refinancing that took place. On the other hand, the total liabilities of banking operations increased by MCLP 170,749 due to higher deposits and other time deposits. As a result, total liabilities increased by MCLP 216,348.

4. Consolidated Cash Flow

Non-banking business' cash flow from operating activities decreased by MCLP 33,060 as of September 2013 compared to the same period last year, given that the increase in proceeds to clients was lower than the increase in payments to suppliers and employees. Banking operations' cash flow from operating activities decreased MCLP 22,836 due to a lower increase in long-term deposits together with an increase in instruments held for trading. As a result, consolidated cash flow from operating activities decreased by MCLP 55,896 in the period.

Non-banking business' cash flow from investing activities was MCLP 60,323 greater (negative) when compared to 2012, due to the purchase of subsidiaries like Construdecor and Mall Las Américas, and higher disbursements due to fixed asset purchases and investment properties. Banking operations' cash flow from investing activities was MCLP 15,185 greater (negative) compared to the same period last year, due to an increased investment in financial instruments. As a result, cash flow from consolidated investing activities as of September 2013 resulted in a MCLP 75,508 greater (negative) compared to the same period in 2012.

Non-banking business' cash flow from financing activities at September 2013 was MCLP 15,752 lower than the previous year, explained mainly by a lower amount in shares issued. Banking operations' cash flow from financing activities saw an increase of MCLP 18,652 as of September 2013, due mainly to proceeds obtained. As a result, cash flow from investing activities was MCLP 2,900 higher than the same period in 2012.



III. Main Events during the Period

- During the quarter 6 new stores were opened in the region:
 - Sodimac opened four new stores:
 - In Peru, in the cities of Cañete, Huacho and Lima (in the district of San Juan de Lurigancho), with a sales area of 6,100 m², 6,200 m², and 7,100 m² respectively.
 - In Chile, in the city of Santa Cruz, with a sales area of 5,600 m².
 - Falabella opened a new store in Peru, in the city of Cañete, with a sales area of 1,300 m².
 - Tottus opened a new store in Peru, located in the city of Chiclayo, with a surface area of 2,300 m² approximately.
- Additionally, a new standalone store was opened in Peru. This new Call It Spring store started operations in August, in the shopping mall Open Plaza Angamos, located in Lima.
- During the quarter, Falabella launched a new proposal for the deco department, bringing new brands such as Greenpan, Zwilling and Tobert Welch, besides improving the brand offering of our private labels in this segment. This section of the store was also remodeled, starting in Parque Arauco and replicating the design along the rest of the chain in the future.
- The Board called for an Extraordinary Shareholder Meeting, taking place on August 27th, in which:
 - An acquisition plan of own issued shares was approved, with a limit of 18,000,000 shares of S.A.C.I. Falabella, within a 5 year period, intended for a long-term incentive plan for executives of S.A.C.I. Falabella and its subsidiaries.
 - The Board of Directors determine the price of acquisition of the own issued shares, and the characteristics and conditions of the incentive plan approved.
- On September 24th, the main features on the Shareholders' Agreements between the controllers, which have 81.74% of the shares subscribed and paid of Falabella, were reported. Additionally, it was reported that the Shareholders Agreement is effective until July 1st, 2025.
- Falabella was awarded by Revista Qué Pasa and Universidad Adolfo Ibáñez as the "Most outstanding Chilean company abroad in 2013".
- Falabella stands out in the ranking of the Transparency International report, which analyzed 100 companies with high growth rates in 16 emerging markets. Falabella stood out in the section of information provided on its operations country by country, earning the highest score among the companies considered.



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Recent Events

- In October, a new Tottus store was opened in Peru, in the city of Pacasmayo, with a sales area of approximately 2,500m².
- The Board, on its meeting held on October 29th, approved the distribution of a provisional dividend, with charge to year 2013's net income, for the amount of CLP 32 per share. The dividend will be paid on November 14th 2013 to all the shareholders of the record as of November 8th 2013.
- In November, the prepayment of the Series D Bond (BFALA-D) of SACI Falabella was announced, which was issued in June 2005 for an amount of UF 3.5 million and expiration date December 1st 2025. The prepayment corresponds for the payment of interest and amortization of December 1st, 2013.
- Great Place to Work Chile awarded Falabella Retail and CMR Falabella, positioning us within the 50 Best Companies to Work in Chile 2013.

IV. Retail Indicators

1. Retail Business Revenues

Retail Revenues 3Q 2013¹ (MUS\$)
(Nominal Chilean pesos, translated to USD at the observed exchange rate of October 1st 2013)

RETAIL REVENUES	3Q '12	3Q '13	Var. 13/12	Var. Local Currency ²
CHILE				
Department Stores	487	534	9.7%	9.7%
Home Improvement	730	792	8.4%	8.4%
Supermarkets	232	265	14.2%	14.2%
PERU				
Department Stores	215	231	7.3%	8.8%
Home Improvement	123	145	18.1%	19.6%
Supermarkets	207	225	8.8%	10.2%
ARGENTINA				
Department Stores	132	162	22.4%	41.0%
Home Improvement	52	63	21.6%	40.1%
COLOMBIA				
Department Stores	130	130	0.6%	1.7%
Home Improvement	313	348	11.2%	12.9%
BRAZIL				
Home Improvement		98		

¹ Excludes revenues from credit business.

² Sales variation in local currency does not reflect the effects of exchange rate in the translations of the financial statements.



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Retail Revenues 9M 2013 (MUS\$)³ (Nominal Chilean pesos, translated to USD at the observed exchange rate of October 1st 2013)

RETAIL REVENUES	9M 2012	9M 2013	Var. 13/12	Var. Local Currency ²
CHILE				
Department Stores	1,482	1,590	7.3%	7.3%
Home Improvement	2,314	2,506	8.3%	8.3%
Supermarkets	657	760	15.6%	15.6%
PERÚ				
Department Stores	607	662	9.0%	10.3%
Home Improvement	355	413	16.3%	17.5%
Supermarkets	578	655	13.3%	14.6%
ARGENTINA				
Department Stores	394	440	11.9%	32.6%
Home Improvement	148	180	21.5%	43.7%
COLOMBIA				
Department Stores	361	389	8.0%	12.1%
Home Improvement	899	972	8.2%	12.4%
BRAZIL				
Home Improvement		98		

Same Store Sales (SSS) Growth (All growths have been calculated in nominal terms and in local currency of each country)

SAME STORE SALES	2012				2012	2013			9M'12	9M'13
	1Q	2Q	3Q	4Q		1Q	2Q	3Q		
CHILE										
Department Stores	9.4%	1.6%	0.2%	2.0%	3.0%	-0.8%	4.7%	8.2%	3.5%	3.9%
Home Improvement	10.6%	11.8%	10.9%	5.7%	9.6%	3.4%	7.7%	6.4%	10.4%	5.8%
Supermarkets	9.5%	7.5%	9.0%	6.4%	8.0%	8.0%	8.5%	6.7%	8.7%	7.3%
PERU										
Department Stores	12.0%	5.8%	10.8%	7.3%	8.7%	4.6%	6.5%	1.5%	9.3%	4.2%
Home Improvement	15.7%	7.4%	14.1%	17.3%	13.8%	10.8%	10.9%	8.7%	12.4%	10.1%
Supermarkets	15.0%	10.9%	19.6%	12.8%	14.4%	8.5%	7.2%	2.7%	15.2%	5.9%
ARGENTINA										
Department Stores	20.5%	12.0%	15.6%	19.0%	16.7%	24.3%	31.1%	32.0%	15.6%	29.4%
Home Improvement	27.4%	36.0%	25.7%	17.9%	25.9%	31.1%	25.9%	21.8%	29.4%	26.0%
COLOMBIA										
Department Stores	19.9%	12.3%	7.6%	0.0%	8.1%	-0.4%	-3.2%	-7.4%	12.9%	-3.9%
Home Improvement	8.8%	3.9%	1.7%	-0.9%	3.1%	-2.2%	0.5%	2.2%	4.6%	0.2%
BRAZIL										
Home Improvement								8.5%		

³ Revenues for Home Improvement in Brazil are considered from July 1st 2013 onwards, date on which the operation started consolidating.



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2. Number of Stores and Selling Area of Retail Businesses⁴

Sales Area	September 2012		September 2013	
	Area (m ²)	Stores	Area (m ²)	Stores
Chile				
Department Stores	242,794	37	267,680	38
Expos Falabella Retail	4,680	4	2,701	4
Home Improvement	615,633	74	662,674	81
Supermarkets	140,322	38	156,865	44
Peru				
Department Stores	132,072	19	140,845	21
Home Improvement	138,606	18	166,955	22
Supermarkets	133,675	31	147,474	36
Argentina				
Department Stores	58,836	11	58,836	11
Home Improvement	74,785	7	74,785	7
Colombia				
Department Stores	86,299	13	96,896	15
Home Improvement	272,051	26	302,713	30
Brazil				
Home Improvement	0	0	118,128	56
Total Stores	1,899,752	278	2,196,553	365

3. Number of Shopping Malls and GLA of Real Estate Operators⁵

GLA	September 2012		September 2013	
	Area (m ²)	Shopping Malls	Area (m ²)	Shopping Malls
Mall Plaza - Chile	954,000	12	1,035,000	13
Soc. Rentas Falabella - Chile	175,055	7	175,055	7
Aventura Plaza - Peru	237,000	4	236,000	4
Open Plaza - Peru	199,845	7	206,324	7
Mall Plaza - Colombia	0	0	26,000	1
Total Real Estate	1,565,900	30	1,678,379	32

Furthermore, the group owns 684,000 m² of additional GLA in free standing locations in Falabella, Sodimac and Tottus⁶.

⁴ Information regarding selling area for September 2012 may differ from what was published in the Third Quarter 2012 Earnings Report due to area recount.

⁵ Sociedad de Rentas Falabella includes Power Centers (locations where there are 2 formats of the group as anchors and smaller shops) and Shopping Centers (locations with 3 formats of the group as anchors as well as smaller shops) other than those operated by Mall Plaza.

⁶ Data indicating GLA in free standing locations includes stores in Colombia, which were not included on the Earnings Release for the second quarter of 2013.



4. Sales per Square Meter of Retail Business⁷

Sales per square meter – 3Q 2013 (US\$ / m²)

	3Q '12	3Q '13	Var. 13/12
CHILE			
Department Stores	1,945	1,989	2.3%
Home Improvement	1,196	1,200	0.3%
Supermarkets	1,675	1,691	0.9%
PERU			
Department Stores	1,701	1,668	-1.9%
Home Improvement	893	929	4.1%
Supermarkets	1,573	1,536	-2.4%
ARGENTINA			
Department Stores	2,253	2,758	22.4%
Home Improvement	738	840	13.8%
COLOMBIA			
Department Stores	1,599	1,346	-15.8%
Home Improvement	1,198	1,150	-4.0%
BRAZIL			
Home Improvement		833	
TOTAL	1,404	1,413	0.6%

Sales per square meter – 9M 2013 (US\$ / m²)

	9M 2012	9M 2013	Var. 13/12
CHILE			
Department Stores	6,063	6,012	-0.9%
Home Improvement	3,865	3,821	-1.1%
Supermarkets	4,741	4,874	2.8%
PERU			
Department Stores	4,865	4,921	1.2%
Home Improvement	2,628	2,716	3.4%
Supermarkets	4,676	4,715	0.8%
ARGENTINA			
Department Stores	6,681	7,474	11.9%
Home Improvement	2,119	2,410	13.7%
COLOMBIA			
Department Stores	4,641	4,140	-10.8%
Home Improvement	3,513	3,250	-7.5%
TOTAL	4,265	4,224	-1.0%

⁷ Revenues divided by average area of the period. Amounts in dollars in both periods were translated at observed exchange rate of 2013, and therefore, the observed variation corresponds to the variation in Chilean pesos and not in local currency. The "Total" sale per square meter corresponds to the sum of revenues from the retail business divided by the average total surface of stores for the period.



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V. Credit Indicators

1. Loans Portfolio^{8,9,10}

CREDIT INFORMATION			1Q'12	2Q'12	3Q'12	4Q'12	1Q'13	2Q'13	3Q'13
CHILE CMR (Card)	TOTAL GROSS LOANS	M CLP	1,062,622	1,047,342	998,000	1,014,272	953,839	935,829	950,348
	PROVISIONS	M CLP	-45,582	-51,105	-50,866	-46,972	-43,716	-41,265	-39,314
	WRITE-OFFS	M CLP	16,040	34,454	56,555	76,925	18,978	31,410	43,263
	OPEN ACCOUNTS (with balance)	#	2,075,779	2,084,857	2,064,315	2,090,173	2,057,981	2,048,103	2,042,300
	DURATION	MONTHS	4.6	4.6	4.4	4.0	3.8	4.0	4.0
	AVERAGE LOAN	CLP	511,626	502,357	483,453	485,257	463,483	456,924	465,332
PERU BANK	TOTAL GROSS LOANS	M SOL	1,868	2,121	2,204	2,335	2,256	2,421	2,393
	PROVISIONS	M SOL	-138	-148	-152	-165	-169	-179	-178
	WRITE-OFFS	M SOL	23	53	80	103	33	64	93
	OPEN ACCOUNTS (with balance)	#	913,705	950,534	921,032	949,012	949,032	948,672	928,817
	CONSUMER FINANCE LOANS	M SOL	1,855	2,109	2,192	2,324	2,242	2,406	2,379
	DURATION	MONTHS	9.1	9.2	9.5	9.0	9.3	9.2	9.5
COLOMBIA BANK	TOTAL GROSS LOANS	M COP	990,669	1,056,028	1,051,451	1,073,011	1,013,531	1,039,039	1,064,317
	PROVISIONS	M COP	-62,941	-76,592	-78,833	-80,174	-77,071	-77,995	-75,088
	WRITE-OFFS	M COP	9,573	21,016	39,073	59,087	20,226	37,547	52,871
	OPEN ACCOUNTS (with balance)	#	588,484	609,767	614,514	650,425	649,450	669,422	692,658
	CONSUMER FINANCE LOANS	M COP	990,669	1,056,028	1,051,451	1,073,011	1,013,531	1,039,039	1,064,317
	DURATION	MONTHS	7.6	7.4	7.1	6.6	6.6	6.7	6.8
CMR ARGENTINA (Card)	TOTAL GROSS LOANS	M ARG	1,020.1	1,053.7	1,050.4	1,207.9	1,275.9	1,397.0	1,507.5
	PROVISIONS	M ARG	-23.71	-28.09	-26.67	-28.98	-31.04	-32.20	-27.67
	WRITE-OFFS	M ARG	5.69	12.83	25.13	34.11	10.59	20.14	29.17
	OPEN ACCOUNTS (with balance)	#	524,596	515,349	504,812	515,785	515,364	519,358	519,748
	DURATION	MONTHS	3.4	3.4	3.3	3.3	3.6	3.4	3.6
	AVERAGE LOAN	ARG	1,945	2,045	2,081	2,342	2,476	2,690	2,900
CHILE BANK	TOTAL GROSS LOANS	M CLP	976,831	1,022,622	1,049,888	1,078,520	1,102,124	1,121,957	1,157,741
	PROVISIONS	M CLP	-31,811	-34,013	-37,558	-42,140	-42,905	-45,745	-48,779
	WRITE-OFFS	M CLP	9,984	19,938	30,260	40,671	11,455	19,853	28,237

2. CMR Card Sales

% of Total Sales with CMR¹¹

	1Q 2012	1H 2012	9M 2012	2012	1Q 2013	1H 2013	9M 2013
Department Stores Chile	56.6%	57.5%	57.9%	57.5%	54.3%	55.6%	56.1%
Home Improvement Chile	31.0%	31.2%	31.6%	32.1%	30.9%	30.8%	30.5%
Supermarkets Chile	18.8%	19.3%	19.5%	19.7%	16.8%	17.6%	18.1%
Retail Peru (Saga, Sodimac & Tottus)	44.8%	47.3%	47.0%	47.4%	42.7%	45.5%	44.9%
Retail Argentina (Falabella & Sodimac)	38.6%	36.8%	35.7%	35.2%	36.6%	35.0%	34.0%
Retail Colombia (Falabella & Sodimac)	25.1%	26.1%	25.5%	26.0%	23.7%	24.8%	24.6%

⁸ a. Loan Portfolio of CMR Chile, considers auto loan balance. New auto loans are now part of Banco Falabella portfolio.

b. Provisions of Banco Falabella Chile include additional provisions suggested by SBIF (Superintendent of Banks and Financial Institutions of Chile) presented as liabilities.

⁹ From the first quarter of 2013 on, the indicator average duration is replaced by the indicator duration, calculated on a monthly basis according to the Macaulay duration, assuming a revolving term of 30 days.

¹⁰ The data for open accounts (with balance) and average loans for the Bank in Colombia consider an adjustment compared to previous results.

¹¹ Percentage of Sales using CMR corresponds to sales using CMR compared to total sales of each business.



VI. Other Indicators

Average Collection Period,¹² Average Payment Period and Inventory Turnover 3Q2013¹³

Chile

Days	Department Stores		Home Improvement		Supermarkets	
	3Q '12	3Q '13	3Q '12	3Q '13	3Q '12	3Q '13
Average Collection Period	1.4	2.0	28.6	27.0	2.2	12.6
Average Payment Period	49.0	40.7	57.3	50.8	45.2	47.6
Inventory Turnover	70.6	80.3	91.1	79.5	28.0	34.8

Days	Promotora CMR		Plaza S.A.	
	3Q '12	3Q '13	3Q '12	3Q '13
Average Collection Period	132.0	120.0	38.0	36.0
Average Payment Period	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Inventory Turnover	Not Applicable	Not Applicable	Not Applicable	Not Applicable

International Operations¹⁴

Days	Peru		Argentina		Colombia		Brazil
	3Q '12	3Q '13	3Q '12	3Q '13	3Q '12	3Q '13	3Q '13
Average Collection Period	1.9	1.4	7.1	7.8	3.2	3.4	4.8
Average Payment Period	45.4	48.8	76.2	68.9	54.3	55.3	101.9
Inventory Turnover	69.2	81.1	111.9	99.0	96.3	117.1	99.2

¹² Collection period does not include accounts receivable of our retail businesses (department stores, home improvement and supermarkets) with Promotora CMR S.A..

¹³ Average Collection Period: Current trade and other receivable * 90 / Revenues
 Average Payable Period: Current trade and other current accounts payable * 90 / Cost of sales
 Inventory turnover: Inventories (net) * 90 / Cost of sales

¹⁴ Indicators include our retail operations only.



VII. Operating Results by Business Unit

1. Chile

During the third quarter, the operating profit for department stores in Chile decreased 22.3%, mainly as a result of higher expenses, driven by increases in salaries and logistic expenses. In turn, revenues increased 9.7% due to an increase in sales area together with positive SSS, in addition to a better inventory management, which allowed having fewer promotions and introducing more products from the new season. Gross margin remained at the levels of the same period of the previous year.

In turn, the home improvement business obtained a decrease in its operating profit, being 22.7% lower compared to the same period of 2012, explained by an increase in SG&A expenses which offset higher revenues and the expansion of the gross margin obtained in the period. In line with what was observed in previous quarters, the higher expenses are mainly due to an increase in logistic expenses and warehouse leasing, in order to manage the volume of imports, as well as the increase in salaries due to the new stores which are in the process of maturity. In turn, an increased participation in the mix of the retail segment in our total sales, together with a higher level of imports explains the increase in gross margin.

Regarding Tottus, EBITDA showed a strong growth on the third quarter, achieving a 28.7% increase as a result of improved gross margin, coupled with higher revenues. The larger sales area in the period, together with the positive same store sales growth, explains the 14.2% increase in revenues. Gross margin expansion was observed during the quarter due to better trading conditions with suppliers along with continued growth of private labels. The increase in selling and administration expenses was mainly due to the opening of new stores in the chain, which have higher salary and occupancy expenses as they are still in a maturity stage.

Meanwhile, CMR Chile showed a 17.9% increase in the operating profit in the third quarter, due to a higher gross margin, which increased 9.5 percentage points over the same period last year. This increase is explained by a lower cost of provisions, which managed to offset the decline in revenues explained by lower interest revenues due to a lower level of loans during the period. The increase in expenses is explained mainly by an increase in salaries and rents.

Finally, in the third quarter of 2013, operating income for Plaza S.A. increased 13.8%, due to higher revenues, given the shopping mall opened in Chile, and additionally one in Colombia, compared to the previous period.


EARNINGS REPORT 3rd Quarter 2013 SACI FALABELLA
Operating Income 3Q 2013 (MUS\$)

MUS\$ & % Revenues	Department Stores			Home Improvement			Supermarkets		
	3Q '12	3Q '13	Var %	3Q '12	3Q '13	Var %	3Q '12	3Q '13	Var %
Revenues	487.3	534.5	9.7%	730.0	791.5	8.4%	232.2	265.2	14.2%
Gross Margin	27.9%	28.0%	9.9%	27.5%	28.2%	11.3%	23.0%	23.8%	18.3%
SGA w/o Depreciation	-24.6%	-25.1%	11.9%	-21.7%	-23.4%	16.6%	-21.0%	-21.6%	17.3%
EBITDA	3.4%	2.9%	-5.0%	5.8%	4.9%	-8.9%	1.9%	2.2%	28.7%
Operating Profit (Loss)	1.9%	1.4%	-22.3%	4.1%	2.9%	-22.7%	-0.8%	-0.7%	-0.7%

MUS\$ & % Revenues	Promotora CMR			Plaza S.A.		
	3Q '12	3Q '13	Var %	3Q '12	3Q '13	Var %
Revenues	151.2	143.0	-5.4%	83.0	95.1	14.6%
Gross Margin	41.4%	50.9%	16.3%	83.9%	85.0%	16.1%
SGA w/o Depreciation	-8.4%	-9.8%	10.1%	-9.6%	-11.3%	34.2%
EBITDA	33.0%	41.1%	17.9%	84.6%	84.7%	14.8%
Operating Profit (Loss)	33.0%	41.1%	17.9%	74.2%	73.7%	13.8%

Operating Income 9M 2013 (MUS\$)

MUS\$ & % Revenues	Department Stores			Home Improvement			Supermarkets		
	9M 2012	9M 2013	Var %	9M 2012	9M 2013	Var %	9M 2012	9M 2013	Var %
Revenues	1,481.7	1,590.2	7.3%	2,314.3	2,505.5	8.3%	657.1	759.7	15.6%
Gross Margin	27.9%	29.1%	12.2%	27.6%	28.9%	13.2%	23.4%	24.2%	19.2%
SGA w/o Depreciation	-24.0%	-24.7%	10.6%	-19.5%	-21.6%	19.5%	-20.8%	-21.2%	17.8%
EBITDA	3.9%	4.4%	21.7%	8.1%	7.3%	-2.0%	2.6%	2.9%	31.0%
Operating Profit (Loss)	2.5%	2.8%	22.4%	6.5%	5.5%	-7.3%	-0.2%	0.0%	-126.2%

MUS\$ & % Revenues	Promotora CMR			Plaza S.A.		
	9M 2012	9M 2013	Var %	9M 2012	9M 2013	Var %
Revenues	453.5	432.8	-4.5%	234.1	277.5	18.5%
Gross Margin	38.6%	50.7%	25.4%	84.0%	83.1%	17.2%
SGA w/o Depreciation	-17.0%	-9.7%	-45.8%	-9.9%	-11.4%	35.8%
EBITDA	21.6%	41.0%	81.7%	84.7%	82.4%	15.3%
Operating Profit (Loss)	21.6%	41.0%	81.7%	74.1%	71.7%	14.7%



2. International Operations

Operating profit from our operations in Peru grew 5.2% during the third quarter, due to a higher level of revenues along with an expansion in the gross margin, which managed to partially compensate the increase in SG&A expenses. The increase in revenues was observed in all business units, due to increased sales areas and positive SSS in the case of the retail operations, highlighting the growth achieved by Sodimac. In turn, the increase in gross margin was due to the performance achieved in Tottus and Sodimac, given the increase in imports as well as private labels in the total sales mix. The increase in selling and administrative expenses is explained in part by higher leases, related to Tottus' logistic operations, as well as the startup of new stores. Meanwhile, in the case of Saga Falabella, the increase in SG&A expenses is explained by higher salaries and an increase in depreciation expense product of the new stores.

In the case of our operations in Argentina, operating profit was 105.1% higher in the third quarter compared to the same period of 2012, mainly due to the increase in revenues and gross profit obtained in the period. The increase in gross profit obtained by Falabella and Sodimac in the quarter was driven by the 21.0% growth in revenues, achieving positive SSS both in Falabella and Sodimac. In addition, the decline of 0.4 percentage points in the selling and administrative expenses as a percentage of the revenues, mainly due to an improvement in the productivity of remunerations, contributed to the increase in gross profit.

Operating profit in Colombia decreased 36.7% during the period due to lower growth in sales set by the slowdown observed in the country. Gross margin experienced an increase of 3.4 percentage points, highlighting the improvement obtained in Banco Falabella mainly due to lower funding costs. Higher selling and administrative expenses are explained, in the case of Falabella, by new stores added which did not manage to dilute their costs due to the deceleration in consumption seen in the country. In the case of the Bank, higher expenses are due to the loyalty program given that during 2013, the exchange of CMR points was encouraged with the program, which has had a positive response from customers.

Finally, Brazil started consolidating in the third quarter of 2013 after the closing of the transaction on July 1st, in which Sodimac Brazil, a SACI Falabella subsidiary, acquired 50.1% of Construdecor S.A.. During the period, the operation showed SSS of 8.5%. Falabella is working on the integration of the operation to corporate support areas within the group.


EARNINGS REPORT 3rd Quarter 2013 SACI FALABELLA
Operating Income 3Q 2013 (MUS\$)¹⁵

MUS\$ & % Revenues	Peru			Argentina			Colombia			Brazil
	3Q '12	3Q '13	Var %	3Q '12	3Q '13	Var %	3Q '12	3Q '13	Var %	3Q '13
Revenues	614.2	672.6	9.5%	205.9	249.1	21.0%	181.8	183.7	1.1%	98.3
Gross Margin	30.1%	30.8%	12.3%	40.3%	41.3%	23.7%	34.8%	38.2%	10.8%	27.3%
SGA w/o Depreciation	-19.9%	-20.9%	15.1%	-36.4%	-36.0%	19.5%	-27.6%	-32.3%	18.3%	-20.0%
EBITDA	10.2%	9.9%	6.6%	3.9%	5.3%	62.5%	7.3%	5.9%	-17.6%	7.2%
Operating Profit (Loss)	7.7%	7.4%	5.2%	2.3%	3.9%	105.1%	4.5%	2.8%	-36.7%	5.7%

Operating Income 9M 2013 (MUS\$)¹⁶

MUS\$ & % Revenues	Peru			Argentina			Colombia			Brazil
	9M 2012	9M 2013	Var %	9M 2012	9M 2013	Var %	9M 2012	9M 2013	Var %	9M 2013
Revenues	1,737.7	1,935.7	11.4%	606.2	691.4	14.1%	510.8	547.7	7.2%	98.3
Gross Margin	30.0%	30.8%	14.4%	39.6%	40.5%	16.7%	34.6%	37.2%	15.5%	27.3%
SGA w/o Depreciation	-19.7%	-20.7%	17.0%	-35.4%	-35.9%	15.5%	-28.1%	-31.0%	18.3%	-20.0%
EBITDA	10.3%	10.1%	9.3%	4.1%	4.6%	26.3%	6.5%	6.3%	3.3%	7.2%
Operating Profit (Loss)	7.6%	7.5%	9.6%	2.5%	3.1%	44.4%	3.7%	3.1%	-10.4%	5.7%

¹⁵ Operating income includes banking business in Peru and Colombia and credit business in Argentina.

¹⁶ Operating income includes banking business in Peru and Colombia and credit business in Argentina.

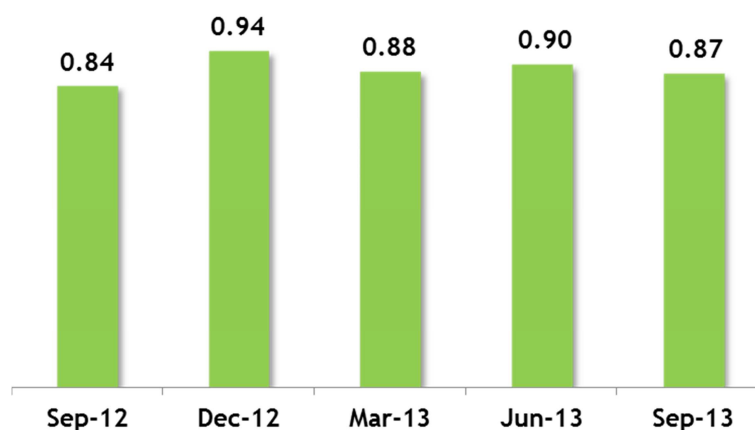


VIII. Financial Structure

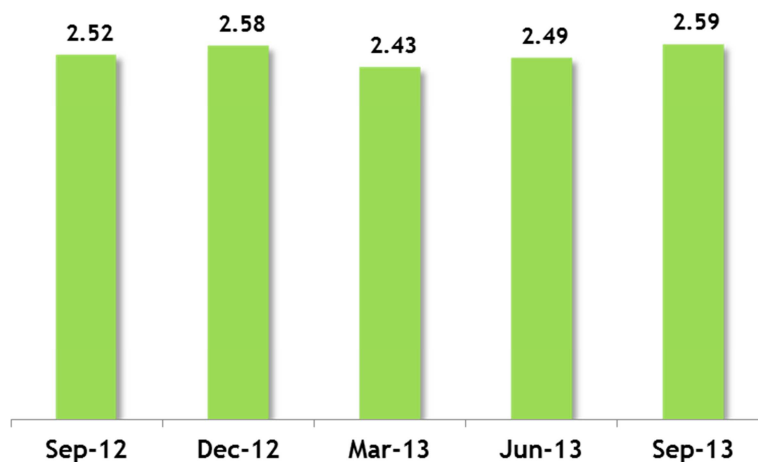
Total Liabilities as of September 30th, 2013 amounted to MCLP 5,381,194 (MUS\$10,673). This level of liabilities implies a Leverage¹⁷ of 1.43 times.

In turn, the Leverage of Non-Banking Businesses¹⁸ amounts to 0.87. Considering the financial debt¹⁹ of the non-banking business, the ratio of Net Financial Debt / EBITDA amounts to 2.59.

Leverage Non-Banking Operations



Net Financial Debt / EBITDA Non-Banking Operations



¹⁷ Consolidated Leverage = Total Consolidated Liabilities divided by Total Equity.

¹⁸ Non-Banking Operations Leverage = Total Non-Banking Operations Liabilities divided by Total Equity.

¹⁹ Non-Banking Business Financial Debt = Total Current Non-Bank Operations Liabilities + Total Non-Current Non-Banking Operations Liabilities.



IX. Financial Statements of S.A.C.I Falabella according to IFRS

	Cumulative Jan - Sep 2013		Cumulative Jan - Sep 2012	
	M\$		M\$	
Income Statement				
Non- Banking Business				
Revenues	4,326,940,681		3,913,572,168	
Costs of sales	(2,882,250,533)		(2,655,568,294)	
Gross Profit	1,444,690,148		1,258,003,874	
Distribution Costs	(67,972,890)		(57,571,446)	
Administrative expenses	(885,695,165)		(770,778,889)	
Other expenses	(78,501,216)		(73,240,005)	
Other profit (losses)	(1,233,689)		848,841	
Financial income	11,319,318		4,948,281	
Finance costs	(74,067,700)		(62,542,639)	
Share of profit (loss) of associates accounted for using the equity method	12,271,067		14,520,861	
Foreign currency exchange differences	(7,568,492)		1,364,086	
Profit (Loss) from inflation-indexed assets and liabilities	(10,134,693)		(10,123,083)	
Profit (loss) before taxes	343,106,688		305,429,881	
Income tax expenses	(73,088,364)		(87,599,392)	
Profit (loss) from Non-Banking Business	270,018,324		217,830,489	
Banking Operations				
Interest revenues	266,467,129		238,852,498	
Interest expenses	(83,051,273)		(77,035,415)	
Net Interest Revenues	183,415,856		161,817,083	
Fee income	65,972,341		58,524,724	
Fee expenses	(15,886,068)		(12,876,588)	
Net Fee Revenues	50,086,273		45,648,136	
Net income of financial operations	4,115,598		3,580,449	
Profit (loss) from exchange operations	6,753,774		2,728,222	
Other operating income	1,916,517		2,185,313	
Provisions for loan losses	(66,731,073)		(73,041,971)	
Total Net Operating Income	179,556,945		142,917,232	
Employee remunerations and expenses	(50,680,807)		(44,950,643)	
Administrative expenses	(57,084,214)		(46,572,783)	
Depreciation and amortization	(8,497,837)		(7,667,217)	
Other operating expenses	(7,871,916)		(4,017,875)	
Total Operating Expenses	(124,134,774)		(103,208,518)	
Operating Income	55,422,171		39,708,714	
Income attributable to investments in companies	153,942		315,841	
Income before Income taxes	55,576,113		40,024,555	
Income tax expenses	(15,506,072)		(11,019,683)	
Net Income from Banking Operations	40,070,041		29,004,872	
Profit (Loss)	310,088,365		246,835,361	
Prfofit (Loss) attributable to:				
Owners of parent company	275,802,349		225,429,922	
Non-controlling interests	34,286,016		21,405,439	
Net Income	310,088,365		246,835,361	
Earnings per share				
Earnings per share				
Earnings (loss) per share from continued operations	0.1140		0.0933	
Earnings (loss) per share	0.1140		0.0933	
Earnings per diluted share				
Earnings (loss) per diluted share from continued operations	0.1139		0.0930	
Earnings (loss) per diluted share	0.1139		0.0930	



EARNINGS REPORT 3rd Quarter 2013 SACI FALABELLA

	SACI Falabella 30-Sep-13 M\$	SACI Falabella 31-Dec-12 M\$
Assets		
Non-Banking Business		
Current Assets		
Cash and cash equivalents	146,274,231	196,947,322
Other current financial assets	34,316,017	27,114,616
Other current non financial assets	64,951,427	55,467,152
Current Trade and other accounts receivable	1,174,766,579	1,200,280,775
Current accounts receivable from related companies	4,190,504	1,731,157
Inventory	852,210,608	762,392,640
Tax Assets	51,695,369	45,250,886
Non-current assets classified as held for sale	4,413,002	4,902,070
Total Current Assets	2,332,817,737	2,294,086,618
Non- Current Assets		
Other non-current financial assets	220,387	1,263,823
Other non- current assets	21,423,995	21,285,678
Non-current accounts receivables	155,654,835	183,963,533
Non-current accounts receivable from related parties	-	152,885
Investments accounted for using the equity method	138,085,616	135,636,671
Intangible assets other than goodwill	185,172,235	164,472,911
Goodwill	309,415,974	260,273,967
Property, Plant and Equipment	1,588,753,583	1,483,181,464
Investment properties	1,876,864,373	1,745,895,892
Deferred tax assets	61,909,823	48,292,370
Total Non-current Assets	4,337,500,821	4,044,419,194
Total Non-Banking Business Assets	6,670,318,558	6,338,505,812
Assets from Banking Operations		
Cash and bank deposits	300,741,357	213,614,465
Transactions with settlement in progress	30,626,143	8,345,725
Financial assets held for trading	113,161,843	277,278,831
Financial derivative contracts	5,650,984	1,993,650
Due form banks	-	-
Loans and accounts receivable from clients	1,771,720,627	1,712,831,227
Investment securities available for sale	177,164,050	11,408,395
Investments in other companies	1,416,687	1,900,837
Intangibles	18,503,971	12,028,323
Property, Plant and Equipment	32,199,083	34,932,237
Current taxes	1,755,632	1,747,961
Deferred taxes	14,968,315	11,552,465
Other assets	16,669,665	13,079,745
Total Banking Operations Assets	2,484,578,357	2,300,713,861
Total Assets	9,154,896,915	8,639,219,673



EARNINGS REPORT 3rd Quarter 2013 SACI FALABELLA

	SACI Falabella 30-Sep-13 M\$	SACI Falabella 31-Dec-12 M\$
Net Equity and Liabilities		
Non-Banking Business		
Current Liabilities		
Other current financial liabilities	443,278,991	554,711,146
Current trade and other accounts payable	676,111,723	763,710,346
Current accounts payable to related companies	2,392,313	2,738,135
Other current provisions	5,727,208	5,335,294
Current tax liabilities	10,846,907	15,236,455
Employee benefits provisions	85,409,532	78,450,109
Other current non-financial liabilities	72,218,556	102,548,855
Total Current Liabilities	1,295,985,230	1,522,730,340
Non-Current Liabilities		
Other non-current financial liabilities	1,703,031,285	1,448,357,171
Other non-current liabilities	1,920,883	1,291,587
Accounts payable to related companies, Non-Current	251,813	-
Other long term provisions	4,199,497	642,123
Deferred tax liabilities	256,668,146	246,097,658
Non-current employee benefits provisions	16,253,603	13,613,418
Other non-current non-financial liabilities	21,757,570	21,737,428
Total Non-Current Liabilities	2,004,082,797	1,731,739,385
Total Non-Banking Business Liabilities	3,300,068,027	3,254,469,725
Liabilities from Banking Operations		
Deposits and others	141,237,526	123,394,143
Transactions with settlement in progress	26,955,765	5,203,546
Repurchase agreements and securities lending	-	-
Time deposits and other term deposits	1,334,712,917	1,198,011,919
Financial derivative contracts	5,604,379	2,801,133
Liabilities with other banks	48,985,357	15,702,165
Debt instruments issued	273,345,713	310,170,091
Other financial liabilities	197,423,530	207,040,530
Current taxes	2,562,266	1,991,446
Deferred tax liabilities	6,013,860	4,994,054
Provisions	5,640,788	4,154,988
Other liabilities	38,644,070	36,912,888
Total Banking Business Liabilities	2,081,126,171	1,910,376,903
Total Liabilities	5,381,194,198	5,164,846,628
Equity		
Issued capital	530,703,769	529,966,655
Retained earnings	2,641,801,631	2,399,825,107
Share premium	66,683,115	59,607,170
Other reserves	(141,514,562)	(104,129,160)
Equity attributable to the owners of the parent company	3,097,673,953	2,885,269,772
Non-controlling interests	676,028,764	589,103,273
Total Equity	3,773,702,717	3,474,373,045
Total Equity and Liabilities	9,154,896,915	8,639,219,673



EARNINGS REPORT 3rd Quarter 2013 SACI FALABELLA

SVS Statement of Cash Flows, Direct Method	Sep-30-2013 CLP '000	Sep-30-2012 CLP '000
Statement of cash flows		
Cash flows provided by (used in) operating activities		
Non-banking Business		
Classes of proceeds from operating activities		
Proceeds from sale of goods and providing services	5,163,841,056	4,486,830,300
Classes of payments		
Payment to suppliers for supplying goods and services	(4,207,264,056)	(3,531,418,969)
Payments to and on account of employees	(521,506,638)	(481,889,003)
Income taxes refunded (paid)	(77,301,465)	(81,802,261)
Other cash inflows (outflows)	(30,559,311)	(31,450,563)
Subtotal net cash flows provided by (used in) Non-Banking Business operating activities	327,209,586	360,269,504
Banking Operations		
Consolidated net income (loss) for the period	40,070,041	29,004,872
Charges (credits) to income that do not involve cash movements:		
Depreciation and amortization	8,497,837	7,667,217
Credit risk provision	68,728,514	66,958,749
Net income due to investments in subsidiaries	(153,942)	(315,841)
Net income in sale of fixed assets	-	(149,263)
Other charges (credits) that do not involve significant cash flow movements	4,151,436	1,912,378
Net change in interest, readjustments and commissions accrued on assets and liabilities	(817,368)	2,806,175
Net (increase) decrease in loans and accounts receivable from banks	-	16,002,266
Net (increase) decrease in loans and accounts receivable from clients	(192,277,465)	(259,033,516)
Net (increase) decrease in instruments held for trading	(127,444,192)	(63,262,822)
Increase (decrease) in deposits and other demand obligations	17,843,383	9,650,842
Increase (decrease) in repurchase agreements and securities lending	-	(3,799,092)
Increase (decrease) in deposits and other term deposits	159,966,307	225,750,401
Increase (decrease) in liabilities with banks	19,086,408	-
Other	(15,731,642)	(28,437,178)
Subtotal net cash flows provided by (used in) Banking Operations operating activities	(18,080,683)	4,755,188
Net cash flows provided by operating activities	309,128,903	365,024,692
Cash flows provided by (used in) investing activities		
Non-banking Business		
Cash flows used to obtain control in subsidiaries or other businesses	(31,224,507)	-
Cash flows used in the acquisition of non-controlling interests	(5,281,209)	-
Other receipts from equity sales or debt instruments sales of other entities	5,000,000	-
Loans to related entities	(2,400,471)	(255,427)
Proceeds from disposal of property, plant and equipment	779,478	1,916,502
Additions to property, plant and equipment	(209,008,290)	(193,198,086)
Amounts derived from the sale of intangible assets	1,466	-
Additions to intangible assets	(14,024,158)	(10,521,639)
Additions to other long-term assets	(152,939,890)	(141,638,783)
Cash advances and loans to third parties	-	(1,282)
Receipts derived from reimbursement of advances and loans conceded to thirds	7,558	-
Dividends received	6,332,666	4,021,958
Interest received	17,119,049	14,597,327
Other cash inflows (outflows)	(188,449)	(424,195)
Subtotal net cash flows used in investing activities in the Non-banking Business	(385,826,757)	(325,503,625)
Banking Operations		
Net (Increase) decrease in investment securities available for sale	(7,071,319)	1,772,802
Additions to property, plant and equipment	(11,947,259)	(13,378,500)
Disposal of property, plant and equipment	-	1,051,052
Dividends received from investments in associates	574,456	427,360
Other	(17,809,592)	(10,941,244)
Subtotal net cash flows provided by (used in) Banking Operations investing activities	(36,253,714)	(21,068,530)
Net cash flows provided by (used in) investing activities	(422,080,471)	(346,572,155)
Cash flows provided by (used in) financing activities		
Non-banking Business		
Proceeds from issuance of shares	20,874,217	50,759,153
Proceeds from long-term loans	526,329,899	268,401,359
Proceeds from short-term loans	846,265,378	755,026,371
Total proceeds from loans	1,372,595,277	1,023,427,730
Loan payments	(1,255,880,547)	(907,065,111)
Payment of financial lease liabilities	(8,260,365)	(4,578,806)
Dividends paid	(89,490,538)	(114,476,033)
Interest paid	(42,190,861)	(34,366,988)
Other cash inflows (outflows)	1,146,041	845,481
Subtotal net cash flows provided by (used in) Non-banking Business financing activities	(1,206,776)	14,545,426
Banking Operations		
Redemption of letters of credit	(7,294,130)	(3,137,539)
Other long term loans	27,390,835	21,079,249
Others	(1,156,519)	(17,653,657)
Subtotal net cash flows provided by (used in) Banking Operations financing activities	18,940,186	288,053
Net cash flows used in financing activities	17,733,410	14,833,479
Net increase in cash and cash equivalents, before the effect of changes in the exchange rate	(95,218,158)	33,286,016
Effects of changes in the exchange rate on cash and cash equivalents		
Effects of changes in the exchange rate on cash and cash equivalents	5,308,021	(7,452,189)
Net increase (decrease) in cash and cash equivalents	(89,910,137)	25,833,827
Cash and cash equivalents at beginning of period	569,292,268	407,923,302
Cash and cash equivalents at end of period	479,382,131	433,757,129



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Cash Flow – Chile

September 2013

MCLP	Department Stores	Home Improvement	Supermarkets	Promotora CMR	Plaza S.A.
Cash flow from operating activities	-5,705	103,151	14,728	82,675	124,073
Cash flow from investment activities	-3,468	-27,956	-25,631	11,294	-173,734
Cash flow from financing activities	-19,091	-81,752	-274	-97,937	22,864
Impact of exchange rate differences on cash and cash equivalents	96	216	-2	0	-43
Increase (decrease) in cash and cash equivalents	-28,168	-6,342	-11,179	-3,968	-26,839
Cash and cash equivalents at the beginning of the period	45,558	21,505	15,907	7,749	44,152
Cash and cash equivalents at the end of the period	17,390	15,163	4,728	3,782	17,313

September 2012

MCLP	Department Stores	Home Improvement	Supermarkets	Promotora CMR	Plaza S.A.
Cash flow from operating activities	139,313	19,826	4,588	94,535	91,406
Cash flow from investment activities	-68,653	-48,546	-17,548	-6,797	-148,737
Cash flow from financing activities	-69,136	31,718	10,489	-90,078	110,483
Impact of exchange rate differences on cash and cash equivalents	-114	-67	-10	0	150
Increase (decrease) in cash and cash equivalents	1,410	2,930	-2,481	-2,340	53,301
Cash and cash equivalents at the beginning of the period	25,803	12,668	10,205	9,906	11,336
Cash and cash equivalents at the end of the period	27,213	15,597	7,725	7,566	64,637

Cash Flow – International Operations

September 2013

MCLP	Peru	Colombia	Argentina	Brazil
Cash flow from operating activities	37,453	-29,172	-16,897	-12,625
Cash flow from investment activities	-81,695	-26,620	-7,091	-804
Cash flow from financing activities	47,964	40,029	16,358	47,747
Impact of exchange rate differences on cash and cash equivalents	-3,740	-741	-672	117
Increase (decrease) in cash and cash equivalents	-18	-16,504	-8,302	34,436
Cash and cash equivalents at the beginning of the period	114,110	35,896	12,754	559
Cash and cash equivalents at the end of the period	114,092	19,392	4,452	34,995

September 2012

MCLP	Peru	Colombia	Argentina
Cash flow from operating activities	60,387	-36,150	24,862
Cash flow from investment activities	-41,533	-25,672	-11,386
Cash flow from financing activities	-23,192	56,264	-13,612
Impact of exchange rate differences on cash and cash equivalents	-5,811	-740	-554
Increase (decrease) in cash and cash equivalents	-10,149	-6,298	-690
Cash and cash equivalents at the beginning of the period	109,365	19,280	4,756
Cash and cash equivalents at the end of the period	99,215	12,982	4,066



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