



In the next four years:

Falabella will invest US\$ 4,100 million in the region

Santiago, January 7th, 2014.– The Latin-American Retail Group, Falabella, announced its organic growth plan for the period 2014-2017, which considers an investment of US\$ 4,100 million, in order to increase its regional coverage and strengthen its logistic and technological operations. This four year plan represents an increase of US\$ 1,100 million compared to the one announced in January 2013.

The Chief Executive Officer of Falabella, Sandro Solari, highlighted that the company “will put particular focus on improving its logistics operations and technology platforms to meet the growing demand for online transactions. We will invest around US\$ 1,000 million in logistics and IT to strengthen our omnichannel strategy and increase productivity”.

63% of the investment plan will go to opening 157 new stores and 15 shopping centers in the five countries in which the Falabella Group operates (Chile, Peru, Colombia, Brazil and Argentina), and Uruguay, which will be added in 2014.

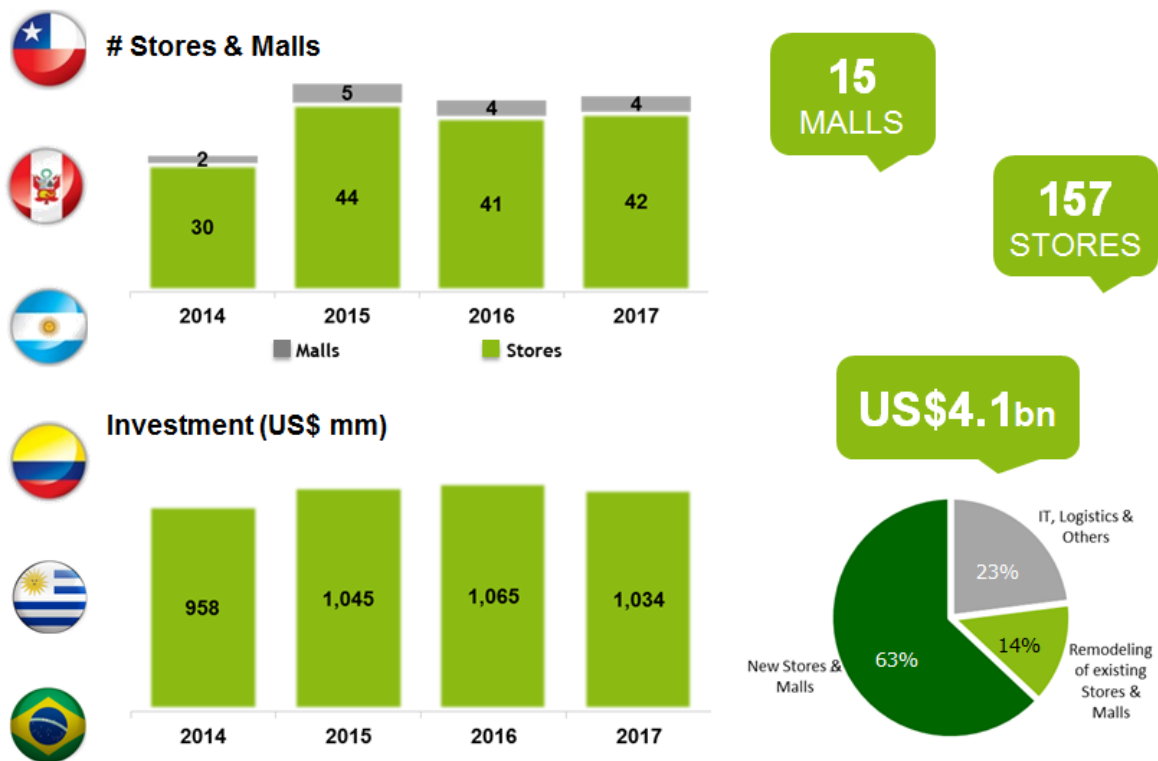
Additionally, around US\$ 550 million will be allocated to remodeling and expanding existing stores, seeking to improve the shopping experience of clients and keep quality and service standards.

During 2013, the Falabella Group added 86 stores to its operation. Of these, 30 were new openings, of which 17 were in Peru, 9 in Chile and 4 in Colombia. These correspond to 7 department stores, 11 home improvement stores and 12 supermarkets. In addition, with the acquisition of the Brazilian home improvement chain, Dicico, the Group added another 56 new stores, increasing from 296 to 382 stores in the year. Also, in the same period, five shopping centers were added to the operation, four in Chile and one in Peru, reaching to a total of 36.

The Falabella Group operates five business units: department stores, home improvement stores, supermarkets, real estate and financial services. It has presence in Chile, Peru, Colombia, Brazil and Argentina, with an upcoming entry to Uruguay. Revenues for the last twelve months to September 2013 reached US\$ 12,809 million.



Investment Plan 2014 - 2017



Note: The amounts presented consider 100% of the investment in fixed assets of the Group, including Sodimac Colombia and Aventura Plaza, which do not consolidate in the Financial Statements.