

SACI FALABELLA



EARNINGS REPORT

1ST QUARTER 2015





EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

Index

I. Executive Summary	3
II. Consolidated Income Statement, as of March 31st, 2015	4
III. Main Events during the Period	6
IV. 1st Quarter 2015 Results.....	7
V. Retail Indicators.....	10
VI. Financial Indicators.....	13
VII. Operating Results by Business Unit	16
VIII. Financial Structure.....	17
IX. S.A.C.I Falabella Financial Statements	19

Notes:

- All dollar figures are calculated based on the observed exchange rate as of April 1st 2015: 626.58 \$/US\$.
- Symbols for quarters: 1Q, 2Q, 3Q and 4Q, accordingly.
- Symbols for other periods of the year: 1H for the first half of the year and 9M for the first nine months of the year.
- Symbols for comparison of periods: YoY: year-over-year; QoQ: quarter-over-quarter.
- Currency symbols: CLP: Chilean pesos; US\$: U.S. dollars; M: million; TH: thousand.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

I. Executive Summary

Consolidated revenues in the first quarter of 2015 reached MCLP 1,949,367 (MUS\$ 3,111), which represents 13.1% growth compared to the same period last year. The increase in revenues are due to the consolidation of Maestro, a 4.5% YoY increase in sales area (not including Maestro) and positive SSS growth, particularly from the Sodimac and Tottus businesses in Chile.

The consolidated loan portfolio, as of March 31st, 2015, reached MCLP 3,720,833 (MUS\$ 5,938), a 14.8% increase with respect to the same period last year, with Peru and Colombia delivering the highest growth. Banco Falabella in Peru increased its loan book by 28.6%, YoY (in local currency), while Banco Falabella in Colombia increased by 25.0%, YoY (in local currency). CMR in Chile grew its loan portfolio by 17.5%, YoY. Provisions to gross loans remained stable this quarter compared to the same period last year in the four countries in which we have financial services.

Gross profit this quarter rose to MCLP 672,071 (MUS\$ 1,073), 13.6% higher YoY, while gross margin increased by 16 basis points in the same period. Gross margin expansion is primarily attributable to Banco Falabella in Chile, as well as the department store operations in Chile, Peru and Colombia. In the first case, the growth of the loan book with a lower year-over-year funding cost contributed to the gross margin expansion. While at the department stores, less post-season markdowns supported the increase in gross margins.

During the first quarter, SG&A reached MCLP 486,952 (MUS\$ 777), 14.5% higher than the same period last year, and as a percentage of sales, SG&A increased by 31 basis points, YoY. This increase in expense as a percentage of sale is mainly due to department stores in Chile, the operation in Colombia and the pre-opening expenses associated with the first Sodimac stores in Uruguay and Brazil. Department stores in Chile reported higher depreciation expenses this quarter, associated with recent store renovations, as well as lower fixed cost dilution from the stores that were either partially or totally closed this quarter due to renovations or as a result of the floods that impacted the north of the country. In Colombia, the higher expenses are largely the result of the opening of three new Falabella stores in the fourth quarter of last year.

Consolidated EBITDA reached MCLP 243,653 (MUS\$ 389), a 14.0% YoY increase, with a 12.5% EBITDA margin, 10 basis points more than the same period last year.

In non-operating income, the Company recognized an estimated loss of MCLP 7,148 (MUS\$ 11) this quarter, which corresponds to damages to properties and operations that resulted from the floods and mudslides in the north of Chile in March. After taxes and minority interest, this amounts to a one-time loss of MCLP 3,529 (MUS\$ 6). We are in the process of filing the corresponding insurance claims to compensate damages and losses.

Consolidated net income reached MCLP 105,809 (MUS\$ 169), a 13.2% increase with regards to the same period in 2014. If we exclude the one-time loss related to the floods in the north of Chile, net income would have increased by 17.0%. Net income does not include gains or losses from asset revaluations of investment properties, as the Company adopted the historic cost method in 2009.

In the first quarter, a new Sodimac store was opened in the city of Chiclayo in Peru.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

II. Consolidated Income Statement, as of March 31st, 2015

Consolidated Income Statement 1Q 2015 (MCLP)

	1Q14	% Rev.	1Q15	% Rev.	Var %
Revenues of Non-Banking Operations	1,593,865		1,809,754		13.5%
Revenues of Banking Operations	129,830		139,613		7.5%
Total Revenues	1,723,695		1,949,367		13.1%
COGS of Non-Banking Operations	(1,070,286)	-67.2%	(1,223,052)	-67.6%	14.3%
COGS of Banking Operations	(61,871)	-47.7%	(54,244)	-38.9%	-12.3%
Gross Profit	591,539	34.3%	672,071	34.5%	13.6%
SG&A Expenses	(425,275)	-24.7%	(486,952)	-25.0%	14.5%
Operational Income	166,263	9.6%	185,118	9.5%	11.3%
Depreciation + Amortization	47,394	2.7%	58,534	3.0%	23.5%
EBITDA	213,658	12.4%	243,653	12.5%	14.0%
Other Income / (Expenses)	1,540		(4,365)		-383.4%
Net Financial Income / (Cost)	(34,001)		(28,096)		-17.4%
Profit / (Loss) in Associates	6,806		6,795		-0.2%
Exchange Rate Differences	(12,605)		(9,618)		-23.7%
Non-Operating Profit	(38,260)	-2.2%	(35,284)	-1.8%	-7.8%
Profit Before Tax Expenses	128,004	7.4%	149,834	7.7%	17.1%
Income Tax	(25,212)		(35,176)		39.5%
Minority Interest	(9,328)		(8,849)		-5.1%
Net Profit / (Loss)	93,463	5.4%	105,809	5.4%	13.2%

Summary of Consolidated Balance Sheet, as of March 31st, 2015 (MCLP)

	12/31/2014	3/31/2015	Var %
Current Assets - Non Banking Business	2,868,537	2,787,520	-2.8%
Non Current Assets - Non Banking Business	5,479,649	5,527,750	0.9%
Total Assets - Non Banking Business	8,348,186	8,315,270	-0.4%
Total Assets - Banking Business	2,997,270	3,014,834	0.6%
Total Assets	11,345,457	11,330,103	-0.1%
Current Liabilities - Non Banking Business	1,988,584	1,750,873	-12.0%
Non Current Liabilities - Non Banking Business	2,754,021	2,837,044	3.0%
Total Liabilities - Non Banking Business	4,742,605	4,587,917	-3.3%
Total Liabilities - Banking Business	2,464,586	2,518,643	2.2%
Total Liabilities	7,207,191	7,106,561	-1.4%
Total Equity	4,138,265	4,223,543	2.1%
Total Liabilities + Equity	11,345,457	11,330,103	-0.1%



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

Summary of Consolidated Cash Flow, as of March 31st, 2015 (MCLP)

	3/31/2014	3/31/2015	Var %
Cash flow from operating activities - Non Banking Business	117,141	145,852	24.5%
Cash flow from operating activities - Banking Business	50,758	78	-99.8%
Cash flow from operating activities	167,899	145,930	-13.1%
Cash flow from investment activities - Non Banking Business	(119,645)	(114,085)	-4.6%
Cash flow from investment activities - Banking Business	(48,295)	(55,233)	14.4%
Cash flow from investment activities	(167,940)	(169,318)	0.8%
Cash flow from financing activities - Non Banking Business	(17,743)	(105,526)	494.8%
Cash flow from financing activities - Banking Business	(15,339)	(7,139)	-53.5%
Cash flow from financing activities	(33,082)	(112,665)	240.6%
Increase (decrease) in cash and cash equivalents	(33,123)	(136,053)	310.8%
Impact of exchange rate differences on cash and cash equivalents	10,805	(2,015)	-118.7%
Cash and cash equivalents at the beginning of the period	647,690	610,126	-5.8%
Cash and cash equivalents at the end of the period	625,372	472,058	-24.5%



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

III. Main Events during the Period

- In January the Falabella Group announced its organic growth plan for the 2015-2018 period, which considers investments for US\$ 4,363 million, which will be allocated as follows:
 - 53% to open 140 new stores and 11 shopping centers in the six countries in which the company operates.
 - 21% for the expansion and remodeling of existing stores and shopping centers, to improve the customer experience.
 - 26% for logistics and technology, to increase efficiency and productivity, as well as to continue to empower the omnichannel strategy.
- In the first quarter Sodimac opened a new store, with a sales area of 7,800 m², in the city of Chiclayo in Peru.
- In mid-February, Maestro's 30 stores began to operate with the CMR credit card.
- In March Lounge was added to Falabella's portfolio of exclusive brands. Created in Chile in 2005, Lounge is a label of women's accessories. Also in March, Falabella added Violeta to its exclusive brands portfolio. Violeta is the fourth Mango Group brand that Falabella adds.
- The implementation of Ozom, a house automation technology, continued during the quarter in Sodimac stores across Chile. Ozom is a family of 12 products which allows the user to control his or her home from a distance, using an app on his or her mobile phone.

Events after the period

- On April 28th during the Ordinary Shareholders' Meeting, the following was agreed upon:
 - Approval of a CLP 47 per share final dividend, charged against the earnings of the fiscal year ending December 2014. The mentioned dividend was paid on May 12, 2015 to the shareholders of the unique series that were registered in the Shareholders Registry by May 6, 2015.
 - Approval of a dividend policy consisting in the annual distribution of at least 30% of the net profits of each fiscal year.
 - Approval of the Report, Balance Sheet, Income Statement and External Auditors Certificate corresponding to the fiscal year ending December 2014.
 - Approval of the firm EY to provide external audit services for the Company's fiscal year 2015.
- In April, two new home improvement stores were opened in Chile: the first, an Imperial format store in the city of Puerto Montt and the second a Homecenter store in the municipality of Coronel in the Bío Bío region, with a sales area of 6,200 m² and 9,300 m², respectively.
- In April, the Falabella Group launched operations in a sixth country, Uruguay, opening its first Sodimac store in Montevideo. The new store has a sales area of 9,400 m² and combines the Homecenter and Constructor formats. The initial investment in Uruguay, of roughly US\$ 40 million, includes a second store, already under construction, which is planned to open by year-end.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

IV. 1st Quarter 2015 Results

1. Operational Results

Revenues

In the first quarter of 2015, consolidated revenues increased by 13.1% driven, in part, by the consolidation of Maestro, the chain of 30 home improvement stores in Peru acquired in September of last year. The increase in sales area also contributed to the Company's revenue growth, given that 112,580 m² were added in the last twelve months, with the opening of 25 new stores.

In Chile, Tottus and Plaza reported the highest growth, with revenues that increased, year-over-year, by 12.5% and 12.3%, respectively. Top line growth at Tottus was primarily the result of 6.2% higher SSS and the opening of four new stores in the last twelve months. In the case of Plaza, revenue was driven by the increase in leasable area, including the opening of Mall Plaza Copiapó in November of 2014, the opening of new sections of Mall Plaza Egaña and the expansion of Mall Plaza Oeste. Sodimac's 7.9% SSS growth in the quarter also contributed to topline growth in Chile. Department stores in Chile, on the other hand, saw revenues decrease by 0.1% with regards to the same period last year, despite 4.0% SSS growth and the opening of two new stores in the last twelve months, largely as the result of partial or total store closings related to renovations and the floods in the north of Chile.

Revenues at CMR in Chile grew 7.6% YoY, mainly due to an increase of 17.5% in the loan portfolio in the same period. At Banco Falabella in Chile, on the other hand, revenues fell 3.4% YoY, as the 7.2% loan book increase was not sufficient to offset the impact that the variation of the Unidad de Fomento (U.F.) had on inflation-adjusted income this quarter, given that the U.F. was almost flat with respect to December 31, 2014, compared to the 1.3% increase of the U.F. in the same period last year, which contributed to revenue growth in 1Q14.

Peru's revenue growth was driven by both the consolidation of Maestro and organic growth. The expansion of the sales area, which increased by 8.5% YoY (not including Maestro), contributed to topline organic growth, given that moderation in private consumption continued to pressure SSS, especially at department stores. Banco Falabella in Peru also contributed to revenue growth, primarily due to an increase in the loan portfolio, which in part was the result of the launch in mid-February of the CMR credit card in Maestro's 30 stores.

In Colombia, revenue growth decelerated, compared to fourth quarter of 2014, to 4.0% YoY, primarily as a result of a deceleration in SSS growth at department stores this quarter, which was flat year-over-year. The sharp depreciation of the local currency in Colombia and the decrease in international crude oil prices contributed to lower consumer confidence. The deceleration in SSS growth was partially offset by the opening of three new department stores in the last twelve months. Banco Falabella in Colombia continued to deliver double-digit revenue growth, driven by the increase in the loan portfolio.

This quarter Argentina's revenue increased 23.7% YoY, driven by Sodimac, which reported 41.0% SSS growth and a 12.2% YoY increase in sales area, due to the opening of a new store last year in the city of La Plata.

Revenue in Brazil was lower year-over-year, once again impacted by the economic slowdown and the depreciation of the local exchange rate.

Gross Margin

Gross profit this quarter reached MCLP 672,071 (MUS\$ 1,073), a 13.6% increase with respect to the same period last year, with a gross margin of 34.5%, which was 16 basis points higher, year-over-year.

In Chile, Banco Falabella presented the highest gross margin expansion, which increased by 17.8 percentage points with regards to the same period last year, primarily as a result of lower funding costs and higher write-off reversals. In department stores, lower end-of-season markdowns and a higher mix of apparel versus electronics and deco in the sales mix contributed to the 152 basis points gain in gross margin. Part of this gross margin improvement was offset by higher year-over-year provision expenses at CMR, given that first quarter of last year



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

CMR recorded gains from provision reversals. Plaza also registered higher operating costs this quarter, related to the launch of parking tolls and higher depreciation from newly opened shopping centers.

Peru's gross margin decreased by 40 basis points due to the consolidation of Maestro, which has a higher product mix of lower-margin construction materials than Sodimac; and also due to higher promotional activity at Tottus. Part of this gross margin erosion was offset by gains in department stores, which had less mark-downs than in the same period last year.

In Colombia, gross margin increased by 177 basis points, driven by Falabella. The department store had less mark-downs and more in-season sales than last year.

In Argentina, exchange rate fluctuations in the first quarter of the previous year impacted the comparison base, and contributed to the 173 basis points decrease in gross margin. In contrast, gross margin in Brazil increased 58 basis points as a result of more favorable commercial conditions and a lower level of inventory loss.

Selling, General and Administrative Expenses

SG&A expenses amounted to MCLP 486,952 (MUS\$ 777) in the quarter, 14.5% higher than the same quarter of the previous year. As a percentage of revenues, SG&A expenses increased 31 basis points. Higher expenses were largely attributable to the department store unit in Chile, Banco Falabella in Chile, the Colombian operation and the pre-opening expenses of the first Sodimac stores in Uruguay and Brazil.

In Chile, higher selling and administrative expenses were mainly due to the department stores and home improvement divisions. In the first case, an increase in depreciation expenses associated to the recent remodeling of stores, as well as a lower dilution of fixed expenses from stores that were partially or fully closed for at least part of the period contributed to the increase in expenses as a percentage of revenue. In the home improvement division, expenses adjusted for annual inflation such as leases and remunerations, contributed to the rise in SG&A, as did the pre-launch expenses of the two stores that were opened in April of 2015. These higher expenses were partially offset by higher labor productivity in Tottus.

In Colombia the increase in expenses as a percentage of revenues is mainly due to the opening of three new Falabella department stores which began operations during the fourth quarter of 2014.

The year-over-year increase in consolidated SG&A was partially offset by Sodimac in Peru, which reported a decrease in selling and administrative expenses as a percentage of revenues mainly as a result of the integration process with Maestro.

2. Non-Operating Results

Consolidated non-operating results reached a net expense of MCLP 35,284 (MUS\$ 56) this quarter, which was 7.8% less than the first quarter of 2014. The year-over-year improvement was mainly due to lower net financial costs, which reached MCLP 28,096 (MUS\$ 45) this quarter. The lower net financial cost was largely due to the impact of the U.F. on U.F. denominated debt, given that the U.F. was stable this quarter, compared to a 1.3% increase in the same period last year.

Other gains/(expenses) resulted in a loss this quarter, compared to a gain obtained in the same period of the previous year, due to damages of inventories and fixed assets related to the floods that impacted the Company's operations in March 2015 in the north of Chile.

In turn, the effective tax rate increased to 23.5%, compared to 19.7% in the same period of last year, mainly due to the increased tax rate in Chile and Colombia.

As a result, net income for the period reached MCLP 105,809 (MUS\$ 169), 13.2% higher than the same period last year. Excluding the non-operating loss from the floods, net income would have increased 17.0%. It should be noted that the net income does not include asset revaluation of investment properties, as the company adopted the historic cost method in 2009.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

3. Consolidated Balance

Non-banking business current assets decreased MCLP 81,017 (MUS\$ 129) compared to year end 2014, mainly as a result of a lower level of cash and cash equivalents, and lower trade and other accounts receivable. In turn, non-banking non-current assets grew by MCLP 48,101 (MUS\$ 77), mainly due to an increase in other non-current financial assets, investment properties and property, plant and equipment. Exchange rate variations contributed to the increase in other non-current financial assets. The increase in investment properties and PP&E reflect the investment in new facilities, expansions and renovation of existing stores and shopping centers. In the case of the banking business, total assets increased MCLP 17,563 (MUS\$ 28) compared to December 2014, mainly due to the increase in transactions with settlements in progress and instruments available for sale, due to a higher level of activity in the business. This is partially compensated by a decrease in cash and bank deposits, financial assets held for trading and due from banks. As a result, total assets decreased in MCLP 15,353 (MUS\$ 25).

Non-banking business current liabilities decreased by MCLP 237,711 (MUS\$ 379) compared to December 2014, mainly explained by lower current financial liabilities, and to a lesser extent, due to a decrease in trade and other accounts payable and other current financial liabilities. This is mainly due to payment of short-term liabilities. In turn, non-banking liabilities increased MCLP 83,024 (MUS\$ 133) due to the increase in other non-current financial liabilities, which increased mainly due to long-term financial debt. In turn, total liabilities of banking business increased by MCLP 54,057 (MUS\$ 86) by transactions with settlements in progress. As a result, total liabilities decreased in MCLP 100,631 (MUS\$ 161).

4. Consolidated Cash Flow

Non-banking business cash flow from operating activities increased MCLP 28,711 (MUS\$ 46) as of March 2015 compared to the same period of the previous year, mainly explained by a higher increase in proceeds from sale of goods and providing services, in line with a higher level of activity in the business. Banking operations cash flow from operating activities decreased MCLP 50,681 (MUS\$ 81), mainly explained by lower deposits and other term deposits. As a result, consolidated cash flow from operating activities decreased by MCLP 21,969 (MUS\$ 35) in the period.

Non-banking business cash flow from investment activities was MCLP 5,560 (MUS\$ 9) less negative compared to the same period of the previous year, mainly explained by a higher number of store openings in the first quarter of 2014 compared to the present period. In turn, banking operations cash flow from investment activities was MCLP 6,938 (MUS\$ 11) more negative compared to the same period from the previous year, mainly due to an increase in investment securities available for sale. As a result, cash flow from consolidated investing activities as of March 2015 resulted in MCLP 1,378 (MUS\$ 2) more negative compared to the same period of 2014.

Non-banking business cash flow from financing activities as of March 2015 was MCLP 87,784 (MUS\$ 140) more negative than the previous year, mainly explained by higher payment of loans. In turn, cash flow from financing activities of banking business was MCLP 8,201 (MUS\$ 13) more positive to the one obtained on the same quarter from the previous year due to a lower level of debt payment in the quarter. As a result, cash flow from financing activities resulted in MCLP 79,583 (MUS\$ 127) more negative compared to the same cash flow from the previous period.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

V. Retail Indicators

1. Retail Business Revenues

Retail Revenues 1Q 2015 (MUS\$) ^{1,2,3}

	1Q14	1Q15	Var %	Var Local Currency %
Chile				
Department Stores	467.8	467.5	-0.1%	-0.1%
Home Improvement	755.6	809.2	7.1%	7.1%
Supermarkets	221.2	248.9	12.5%	12.5%
Peru				
Department Stores	177.8	192.1	8.1%	4.0%
Home Improvement	136.7	268.2	96.1%	88.4%
Supermarkets	212.8	244.7	15.0%	10.8%
Colombia				
Department Stores	106.7	108.8	2.0%	10.7%
Home Improvement	302.5	307.3	1.6%	10.7%
Argentina				
Department Stores	109.4	121.3	10.9%	12.4%
Home Improvement	47.0	74.5	58.7%	61.2%
Brazil				
Home Improvement	74.0	70.2	-5.1%	1.0%

Same store Sales (SSS) Nominal Growth ^{4,5,6,7}

	1Q14	2Q14	3Q14	4Q14	2014	1Q15
Chile						
Department Stores	5.5%	5.6%	-4.5%	-0.3%	1.5%	4.0%
Home Improvement	7.2%	3.7%	4.6%	5.1%	5.3%	7.9%
Supermarkets	6.5%	9.3%	5.6%	2.0%	5.5%	6.2%
Peru						
Department Stores	3.7%	-3.4%	0.6%	-1.3%	-0.7%	-1.3%
Home Improvement	-2.5%	-5.0%	-4.4%	-2.1%	-3.4%	0.3%
Supermarkets	5.3%	6.4%	4.9%	4.5%	5.1%	3.2%
Colombia						
Department Stores	2.2%	13.6%	8.7%	6.9%	7.8%	0.0%
Home Improvement	5.9%	4.1%	5.8%	6.8%	6.0%	9.5%
Argentina						
Department Stores	35.6%	31.3%	20.5%	17.4%	24.7%	9.5%
Home Improvement	28.8%	21.4%	27.1%	26.8%	26.1%	41.0%
Brazil						
Home Improvement	2.2%	-0.9%	-4.4%	-8.1%	-3.1%	-0.3%

¹ Revenues from the credit business are excluded.

² Nominal Chilean Pesos converted to US\$ at the observed exchange rate as of April 1st 2015.

³ Sales variation in local currency does not reflect the effects of exchange rate in the translations of the financial statements to CLP.

⁴ All variations have been calculated in nominal terms and in local currency of each country.

⁵ SSS include revenues generated by the online channel (applying to the businesses where this operation is implemented).

⁶ SSS Home Improvement Peru excludes the Maestro operation as it was acquired in September 2014.

⁷ SSS calculation does not include stores that had significant changes in sales area due to remodeling, extensions, reductions or closings in the comparable periods.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

2. Number of Stores and Selling Area of Retail Businesses^{8,9,10}

	March 2014		March 2015	
	Sales Area (m ²)	Stores (#)	Sales Area (m ²)	Stores (#)
Chile				
Department Stores	297,123	44	311,443	45
Home Improvement	680,201	83	684,379	83
Supermarkets	175,296	48	182,892	52
Peru				
Department Stores	145,385	23	155,226	25
Home Improvement	188,153	25	371,904	57
Supermarkets	164,687	42	181,824	49
Colombia				
Department Stores	95,405	15	114,022	18
Home Improvement	322,609	33	331,441	34
Argentina				
Department Stores	57,762	11	57,762	11
Home Improvement	74,600	7	83,736	8
Brazil				
Home Improvement	121,706	57	120,931	57
Total Stores	2,322,928	388	2,595,560	439

3. Number of Shopping Malls and GLA of Real Estate Operators¹¹

	March 2014		March 2015	
	GLA (m ²)	Shopping Malls (#)	GLA (m ²)	Shopping Malls (#)
Chile				
Mall Plaza	1,125,000	14	1,184,000	15
Open Plaza	234,000	10	233,000	10
Peru				
Aventura Plaza	258,000	4	274,000	4
Open Plaza	230,000	8	234,000	8
Colombia				
Mall Plaza	26,000	1	26,000	1
Total Real Estate	1,873,000	37	1,951,000	38

Furthermore, the Group owns 953,000 m² of additional GLA in free standing locations of Falabella, Sodimac, Tottus and Maestro stores.

⁸ During 2014 selling area was recounted, which may imply differences in the information published in March 2014.

⁹ Sales area includes cash registering points. In particular, in the case of Tottus, represents approximately 7% of total area. This definition may differ from how other peers in the industry measure their area, and thus, it has implications when comparing sales per square meter.

¹⁰ Number of stores and sales area as of March 2015 does not include the Sodimac Ñuñoa store in Chile, as the store remains closed down due to a fire in September 2014. Additionally, two franchises from the Dicico chain in Brazil were closed.

¹¹ Open Plaza includes Power Centers (locations where there are 2 anchor stores and smaller shops) and Shopping Centers (locations with 3 anchor stores as well as smaller shops).



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

4. Sales per Square Meter of Retail Businesses

Sales per Square Meter - 1Q 2015 (US\$ / m²)^{12,13}

	1Q14	1Q15	Var %
Chile			
Department Stores	1,599	1,517	-5.2%
Home Improvement	1,117	1,178	5.5%
Supermarkets	1,272	1,361	7.0%
Peru			
Department Stores	1,223	1,238	1.2%
Home Improvement	743	729	-2.0%
Supermarkets	1,309	1,343	2.6%
Colombia			
Department Stores	1,119	955	-14.7%
Home Improvement	941	927	-1.5%
Argentina			
Department Stores	1,894	2,100	10.9%
Home Improvement	629	887	41.1%
Brazil			
Home Improvement	617	572	-7.3%
TOTAL	1,133	1,123	-0.9%

¹² Revenues divided by average area of the period. Amounts in dollars in both periods were translated at observed exchange rate of 2014, 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. Revenues of each business unit include all channels, including the online channel.

¹³ Sales area includes cash registering points. In the case of Tottus, represents approximately 7% of total area. This definition may differ from how other peers in the industry measure their area, and thus, it has implications when comparing sales per square meter.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

VI. Financial Indicators

1. Credit Indicators^{14,15,16,17,18}

		1Q14	2Q14	3Q14	4Q14	1Q15
CMR Chile (Card)						
Total Gross Loans	M CLP	1,068,905	1,089,630	1,111,685	1,224,623	1,255,878
Provisions (stock)	M CLP	(39,911)	(44,582)	(44,333)	(42,861)	(46,978)
Net Write-Offs	M CLP	10,536	18,369	30,695	41,735	12,412
Open Accounts (with balance)	#	2,113,062	2,140,968	2,160,685	2,247,183	2,294,285
Duration	Months	3.7	4.0	4.2	4.3	3.9
Average Loan	CLP	505,856	508,943	514,506	544,959	547,394
Banco Falabella Chile						
Total Gross Loans	M CLP	1,240,235	1,264,198	1,278,712	1,311,374	1,329,908
Provisions (stock)	M CLP	(60,483)	(64,174)	(63,639)	(63,318)	(65,118)
Net Write-Offs	M CLP	8,600	18,570	27,121	35,902	9,919
Banco Falabella Peru						
Total Gross Loans	M SOL	2,479	2,619	2,712	3,076	3,188
Provisions (stock)	M SOL	(187)	(193)	(201)	(213)	(225)
Net Write-Offs	M SOL	26	52	75	98	26
Open Accounts (with balance)	#	922,545	948,773	965,078	1,017,653	1,022,313
Duration	Months	9.8	9.6	10.0	10.0	10.7
Average Consumer Loan	SOL	2,687	2,761	2,810	3,023	3,119
Banco Falabella Colombia						
Total Gross Loans	M COP	1,153,403	1,245,697	1,302,908	1,471,806	1,442,319
Provisions (stock)	M COP	(76,451)	(78,869)	(79,971)	(84,922)	(84,926)
Net Write-Offs	M COP	12,788	24,812	36,689	49,030	13,764
Open Accounts (with balance)	#	722,110	739,464	749,720	803,984	792,865
Duration	Months	7.6	7.8	7.9	7.7	8.2
Average Consumer Loan	COP	1,597,268	1,684,595	1,737,859	1,830,641	1,819,124
CMR Argentina (Card)						
Total Gross Loans	M ARS	1,797	1,819	1,714	1,938	2,021
Provisions (stock)	M ARS	(43)	(53)	(47)	(48)	(49)
Net Write-Offs	M ARS	(9)	(21)	(37)	(54)	(15)
Open Accounts (with balance)	#	539,337	525,034	512,447	504,244	528,600
Duration	Months	3.1	2.8	2.6	2.7	2.7
Average Consumer Loan	ARS	3,332	3,465	3,345	3,844	3,823

¹⁴ a. Loan Portfolio of CMR Chile, also considers car 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.

c. Loans and provisions for Banco Falabella in Chile consider only loans for people, and therefore do not match those reported in the financial statements of the Company.

¹⁵ Duration is calculated on monthly basis according to the Macaulay duration, assuming a revolving term of 30 days.

¹⁶ Total Gross loans include all types of loans, not only consumer loans.

¹⁷ In mid-February the CMR card was launched in 30 Maestro stores, contributing to the growth of loans in Banco Falabella Peru.

¹⁸ Open accounts with balance refer to the stock of CMR accounts with less than 90 days of delinquency and with voluntary transactions in the last 24 months, and have greater than zero balance at any time of the period.



2. Percentage of Sales with CMR Card^{19,20,21}

²⁰ Since January 2015, CMR Falabella excluded the concept of intermediation with credit card the transaction amount associated generated by a new CMR transaction but mediated by other means of payment. For comparison, the record with the new methodology is presented.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

Other Indicators

5. Average Collection Period,²² Average Payment Period and Inventory Turnover²³

Chile

	Dep. Stores		Home Improv.		Supermarkets		Promotora CMR		Plaza S.A.	
	1Q14	1Q15	1Q14	1Q15	1Q14	1Q15	1Q14	1Q15	1Q14	1Q15
Average Collection Period	6.6	6.0	24.0	23.1	2.7	2.0	111.0	117.0	28.0	32.0
Average Payment Period	46.9	50.4	49.1	45.6	47.1	45.6	NA	NA	NA	NA
Inventory Turnover (days)	90.3	84.6	65.8	70.7	38.7	38.8	NA	NA	NA	NA

International Operations²⁴

	Peru		Argentina		Colombia		Brazil	
	1Q14	1Q15	1Q14	1Q15	1Q14	1Q15	1Q14	1Q15
Average Collection Period	2.9	2.6	16.2	15.3	6.8	7.0	77.6	64.1
Average Payment Period	46.6	47.0	68.6	60.1	69.8	72.7	88.8	109.7
Inventory Turnover (day)	86.4	81.6	119.8	106.7	114.9	101.4	126.4	117.7

²² Collection period does not include accounts receivable of the retail businesses (department stores, home improvement and supermarkets) with Promotora CMR S.A.

²³ Average Collection Period (does not include Promotora CMR and Plaza): Current trade and other receivables * 90 / Revenues.

Average Collection Period for Promotora CMR: Duration * 30

Average Collection Period for Plaza corresponds to the payment of the common expenses of the building.

Average Payable Period: Current trade and other current accounts payable * 90 / Cost of sales.

Inventory turnover: Inventories (net) * 90 / Cost of sales

²⁴ Indicators include only retail operations.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

VII. Operating Results by Business Unit

Operating Results 1Q 2015 (MUS\$)^{25,26}

Chile

	Department Stores			Home Improvement			Supermarkets		
	1Q14	1Q15	Var %	1Q14	1Q15	Var %	1Q14	1Q15	Var %
Revenues	467.8	467.5	-0.1%	755.6	809.2	7.1%	221.2	248.9	12.5%
Gross Margin	28.4%	29.9%	5.3%	28.6%	28.8%	7.7%	24.0%	24.0%	12.8%
SG&A / Revenues	-27.4%	-29.0%	6.1%	-21.3%	-21.6%	9.0%	-24.0%	-23.2%	8.8%
SG&A w.o Dep. / Rev.	-25.5%	-26.9%	5.3%	-19.9%	-20.2%	8.8%	-21.0%	-20.5%	9.9%
EBITDA Margin	2.9%	3.0%	5.7%	8.9%	8.8%	4.9%	2.9%	3.5%	33.5%
Operating Margin	1.0%	0.9%	-15.4%	7.3%	7.1%	3.8%	0.0%	0.8%	NA

	Promotora CMR ¹⁷			Banco Falabella Chile			Plaza S.A.		
	1Q14	1Q15	Var %	1Q14	1Q15	Var %	1Q14	1Q15	Var %
Revenues	128.5	138.2	7.6%	106.4	102.8	-3.4%	81.8	91.8	12.3%
Gross Margin	50.5%	48.7%	3.8%	40.7%	58.5%	39.0%	79.1%	78.0%	10.7%
SG&A / Revenues	-9.9%	-10.6%	15.3%	-28.9%	-33.8%	12.8%	-11.5%	-14.5%	41.2%
SG&A w.o Dep. / Rev.	-9.9%	-10.6%	15.3%	-26.7%	-31.0%	12.4%	-11.2%	-11.1%	10.6%
EBITDA Margin	40.6%	38.1%	0.9%	14.0%	27.5%	89.7%	80.1%	79.8%	11.8%
Operating Margin	40.6%	38.1%	0.9%	11.7%	24.7%	103.4%	67.6%	63.5%	5.5%

International Operations

	Peru			Colombia			Argentina			Brazil		
	1Q14	1Q15	Var %	1Q14	1Q15	Var %	1Q14	1Q15	Var %	1Q15	1Q15	Var %
Revenues	599.2	796.0	32.8%	156.7	163.0	4.0%	178.9	221.3	23.7%	74.0	70.2	-5.1%
Gross Margin	30.2%	29.8%	31.1%	38.5%	40.3%	8.8%	41.2%	39.5%	18.5%	31.8%	32.3%	-3.4%
SG&A / Revenues	-24.2%	-23.3%	28.0%	-35.6%	-39.0%	13.7%	-35.1%	-35.4%	24.8%	-32.5%	-37.2%	8.7%
SG&A w.o Dep. / Rev.	-21.3%	-20.2%	25.7%	-32.4%	-35.5%	14.2%	-33.8%	-34.2%	25.0%	-30.5%	-35.2%	9.6%
EBITDA Margin	9.0%	9.7%	44.2%	6.1%	4.7%	-19.8%	7.4%	5.3%	-11.0%	1.2%	-2.9%	NA
Operating Margin	6.1%	6.6%	43.3%	2.8%	1.3%	-52.3%	6.1%	4.1%	-17.8%	-0.7%	-4.9%	526.5%

²⁵ International Operating Results includes banking business in Peru and Colombia, credit business in Argentina and real estate business in Peru.

²⁶ Variations presented in the Var% column correspond to changes in absolute amounts and not of margins over revenue.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

VIII. Financial Structure

Total liabilities as of March 31st 2015 amounted to MCLP 7,106,561 (MUS\$ 11,342).

In turn, the leverage of non-banking business²⁷ amounts to 1.10. Considering the financial debt²⁸ of the non-banking businesses, the ratio of Net Financial Debt/EBITDA was 3.01.²⁹

Leverage Non-Banking Operations



Net Financial Debt/EBITDA Non-Banking Operations³⁰



²⁷ Non-Banking Operations Leverage=Total Non-Banking Operations Liabilities divided by Total Equity.

²⁸ Non-Banking Business Financial Debt= total Current non-Bank Operations Liabilities + Total Non- current Non-Banking Operations Liabilities – Financial liabilities at fair value through income(Note 33 – Financial Instruments and Financial Risk Management)

²⁹ Maestro's financial debt started to be considered since September 2014, while its EBITDA only started consolidating from the last quarter of 2014.

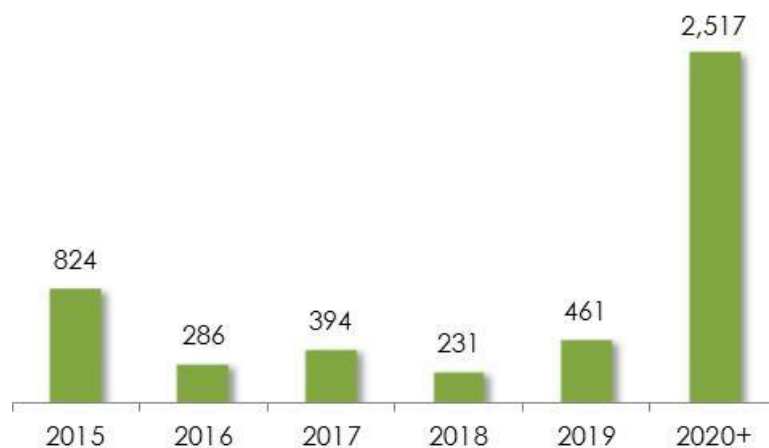
³⁰ The ratio includes the fair value of the derivate financial instruments, related to financial debt.

Therefore: Net Financial Debt = Non-Banking Financial Debt – Cash and Cash equivalents – Hedge Derivate associated to Financial debt.



EARNINGS REPORT 1st QUARTER 2015 **SACI FALABELLA**

Debt Maturity Profile^{31, 32}



Total Consolidated Financial Debt (excluding banking operations): MUS\$ 4,713

³¹ Total Consolidated Financial Debt does not include the banking operations of the Group Falabella (Banco Falabella Chile, Banco Falabella Peru and Banco Falabella Colombia) or accrued interests, however it does include CMR in Chile and Argentina.

³² Data in US\$ converted at the closing Exchange rates for each country.



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

IX. S.A.C.I Falabella Financial Statements

	For the year ended as of 31-Mar-15	For the year ended as of 31-Mar-14
	TH\$	TH\$
Statement of Income		
Non-banking Business		
Revenue from continuing operations	1,809,754,201	1,593,865,140
Cost of sales	(1,223,052,430)	(1,070,285,706)
Gross Profit	586,701,771	523,579,434
Distribution costs	(20,877,076)	(21,655,604)
Administrative expenses	(380,370,217)	(328,305,757)
Other expenses, by function	(30,491,937)	(28,321,151)
Other gains (losses)	(4,365,426)	1,540,439
Financial income	10,781,290	5,391,030
Financial expenses	(39,373,580)	(28,757,869)
Equity interest in profits (losses) of associates accounted for using the equity method	6,691,858	6,768,159
Foreign currency translation	(9,617,679)	(12,604,576)
Income from indexation units	496,503	(10,634,299)
Profit (Loss), before Taxes	119,575,507	106,999,806
Income tax expense	(25,907,404)	(19,048,103)
Profit (loss) from Non-banking Business	93,668,103	87,951,703
Banking Services (Presentation)		
Interest and indexation revenue	109,942,157	105,000,212
Interest and indexation expenses	(26,594,406)	(32,314,076)
Net Income from Interest and Indexation	83,347,751	72,686,136
Fee revenue	29,504,036	24,699,813
Fee expenses	(7,788,427)	(5,863,182)
Net Fee Income	21,715,609	18,836,631
Net income from financial operations	1,289,560	1,501,793
Net exchange gains (losses)	2,287,591	1,176,760
Other operating income	166,479	130,317
Provision for loan losses	(23,438,166)	(26,372,446)
Total Operating Income, net	85,368,824	67,959,191
Employee remunerations and expenses	(22,479,386)	(19,323,523)
Administrative expenses	(26,351,184)	(22,211,400)
Depreciation and amortization	(3,800,039)	(3,235,209)
Other operating expenses	(2,582,257)	(2,222,689)
Total Operating Expenses	(55,212,866)	(46,992,821)
Operating Income	30,155,958	20,966,370
Income from equity method investments in companies	102,899	37,467
Income before Income Taxes	30,258,857	21,003,837
Income tax expense	(9,268,603)	(6,164,244)
Ganancia de negocios bancarios	20,990,254	14,839,593
Profit (Loss)	114,658,357	102,791,296
Profit (loss), Attributable to:		
Owners of the parent	105,809,136	93,463,467
Non-controlling interests	8,849,221	9,327,829
Profit (Loss)	114,658,357	102,791,296
Earnings per share		
Basic earnings per share		
Basic earnings (loss) per share from continuing operations	0.0435	0.0385
Basic Earnings (Loss) per Share	0.0435	0.0385
Diluted Earnings per Share		
From continuing operations	0.0435	0.0384
Diluted Earnings (Loss) per Share	0.0435	0.0384



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

	31-Mar-15	31-Dec-14
	TH\$	TH\$
Assets		
Non-banking Businesses		
Current assets		
Cash and cash equivalents	146,509,221	211,219,868
Other financial assets	20,503,203	19,518,703
Other non-financial assets	87,565,765	88,613,455
Trade and other accounts receivable	1,436,659,548	1,460,886,123
Accounts receivable from related parties	12,993,602	14,382,645
Inventory	1,023,883,422	1,019,199,966
Tax assets	54,255,310	49,566,343
Total of current assets different from those assets or disposal groups classified as held for sale or as held for distribution to owners	2,782,370,071	2,863,387,103
Non-current Assets classified as held for sale	5,149,611	5,150,100
Non-current assets or disposal groups classified as held for sale or as held for distribution to owners	5,149,611	5,150,100
Total Current Assets	2,787,519,682	2,868,537,203
Non-current Assets		
Other financial assets	93,027,427	71,524,973
Other non-financial assets	35,140,032	32,688,857
Accounts receivable	206,642,437	206,165,723
Investments accounted for using the equity method	166,395,791	163,334,299
Intangible assets other than goodwill	229,486,268	233,503,315
Goodwill	456,574,790	462,525,345
Property, plant and equipment	2,127,716,094	2,119,695,908
Investment properties	2,137,157,246	2,122,042,651
Deferred tax assets	75,609,831	68,168,041
Total Non-current Assets	5,527,749,916	5,479,649,112
Total Assets – Non-banking Business	8,315,269,598	8,348,186,315
Banking Services Assets (Presentation)		
Cash and bank deposits	317,515,820	347,215,192
Transactions with settlement in progress	65,661,349	10,125,348
Financial assets held for trading	12,833,303	55,864,410
Financial derivative contracts	12,607,740	14,503,691
Due from banks	-	29,977,748
Loans and accounts receivable from clients	2,195,254,059	2,180,384,460
Available for sale instruments	314,051,191	264,017,567
Investments in companies	2,102,262	1,910,151
Intangibles	24,899,829	23,769,265
Property, plant and equipment	36,362,258	36,934,564
Current taxes	3,036,945	1,873,669
Deferred taxes	13,588,609	14,509,536
Other assets	16,920,402	16,184,783
Total Bank Services Assets	3,014,833,767	2,997,270,384
Total Assets	11,330,103,365	11,345,456,699



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

	31-Mar-15	31-Dec-14
	TH\$	TH\$
Net Equity and Liabilities		
Non-banking Business		
Current Liabilities		
Other financial liabilities	600,212,123	736,529,589
Trade and other accounts payable	910,252,223	966,061,609
Accounts payable to related parties	9,864,152	9,894,036
Other current provisions	10,116,094	10,248,584
Current tax liabilities	28,877,520	25,734,030
Employee benefits provisions	99,364,672	110,578,122
Other non-financial liabilities	92,186,381	129,538,281
Total Current Liabilities	1,750,873,165	1,988,584,251
Non-current Liabilities		
Other financial liabilities	2,400,086,120	2,316,360,511
Other liabilities	1,225,390	1,208,738
Other long-term provisions	14,422,760	14,898,205
Deferred tax liabilities	369,888,075	369,652,474
Employee benefits provision	18,719,362	19,717,004
Other non-financial liabilities	32,702,507	32,183,682
Total Non-current Liabilities	2,837,044,214	2,754,020,614
Total Non-banking Business Liabilities	4,587,917,379	4,742,604,865
Banking Services Liabilities (Presentation)		
Deposits and other demand liabilities	246,059,558	241,347,479
Transactions with settlement in progress	61,338,298	4,852,755
Time deposits and other term deposits	1,690,204,020	1,671,548,562
Financial derivative contracts	11,102,062	8,637,377
Due to banks	42,852,005	66,923,264
Debt instruments issued	237,654,125	240,739,591
Other financial obligations	172,487,411	175,729,113
Current taxes	626,767	59,511
Provisions	5,597,061	5,491,575
Other liabilities	50,722,064	49,257,187
Total Banking Services Liabilities	2,518,643,371	2,464,586,414
Total Liabilities	7,106,560,750	7,207,191,279
Net Equity		
Issued capital	533,409,643	533,409,643
Retained earnings	3,019,333,572	2,913,524,436
Share premium	93,482,329	93,482,329
Own shares in portfolio	(3,495,432)	(3,495,432)
Other reserves	(109,210,229)	(92,000,283)
Equity attributable to owners of the parent	3,533,519,883	3,444,920,693
Non-controlling interests	690,022,732	693,344,727
Total Equity	4,223,542,615	4,138,265,420
Total Equity and Liabilities	11,330,103,365	11,345,456,699



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

	31-Mar-15	31-Mar-14
	TH\$	TH\$
Statement of cash flows		
Cash flows provided by (used in) operating activities		
Non-banking Business (Presentation)		
Classes of proceeds from operating activities		
Proceeds from sale of goods and providing services	2,171,039,029	1,982,264,693
Classes of payments		
Payment to suppliers for supplying goods and services	(1,578,500,560)	(1,464,155,828)
Payments to and on account of employees	(253,577,490)	(219,268,340)
Income taxes refunded (paid)	(33,727,705)	(29,732,120)
Other cash inflows (outflows)	(159,380,952)	(151,967,238)
Subtotal net cash flows provided by Non-banking Business operating activities	145,852,322	117,141,167
Banking Services (Presentation)		
Consolidated net income (loss) for the period	20,990,254	14,839,593
Charges (credits) to income that do not involve cash movements:		
Depreciation and amortization	3,800,039	3,235,209
Credit risk provision	29,191,129	31,649,754
Profit losses from equity method investments	(102,899)	(37,467)
Other charges (credits) that do not involve significant cash flow movements	6,922,606	4,000,562
Net change in interest, indexations and fees accrued on assets and liabilities	(2,404,831)	(3,731,173)
Changes in assets and liabilities affecting cash flow:		
Net (Increase) decrease due from banks	29,977,748	-
Net increase in loans and accounts receivable from clients	(73,339,281)	(76,698,017)
Net decrease in instruments held for trading	4,414,333	1,058,459
Increase in deposits and other demand obligations	4,712,079	22,691,025
Increase in repurchase agreements and share loans	21,933,379	67,581,243
Increase in obligations with banks	(24,005,215)	2,952,594
Other	(22,011,643)	(16,783,485)
Subtotal net cash flows provided by (used in) Banking Services operating activities	77,698	50,758,297
Net cash flows provided by operating activities	145,930,020	167,899,464
Cash flows provided by (used in) investing activities		
Non-banking Business (Presentation)		
Loans to related parties	(421,098)	(3,995,659)
Proceeds from disposal of property, plant and equipment	557,577	362,059
Additions to property, plant and equipment	(78,533,260)	(84,792,216)
Additions to intangible assets	(8,612,710)	(3,380,989)
Proceeds from other long-term assets	-	518,249
Additions to other long-term assets	(32,845,422)	(44,957,320)
Dividends received	3,944	206,724
Interest received	4,349,266	5,829,168
Other cash inflows (outflows)	1,416,667	10,564,963
Subtotal net cash flows used in investing activities in the Non-banking Business	(114,085,036)	(119,645,021)
Banking Services		
Net (Increase) decrease in investment securities available for sale	(50,841,222)	(45,639,356)
Additions to property, plant and equipment	(4,063,507)	(3,135,494)
Other	(328,410)	479,509
Subtotal net cash flows provided by (used in) Banking Services investing activities	(55,233,139)	(48,295,341)
Net cash flows provided by (used in) investing activities	(169,318,175)	(167,940,362)
Cash flows provided by (used in) financing activities		
Non-banking Business		
Proceeds from issuance of shares	-	18,619,077
Proceeds from long-term loans	28,006,615	43,277,911
Proceeds from short-term loans	844,632,551	355,811,680
Total proceeds from loans	872,639,166	399,089,591
Payment of loans	(954,355,674)	(412,176,367)
Payment of financial lease liabilities	(5,180,656)	(2,187,238)
Dividends paid	-	(590,095)
Interest paid	(18,322,350)	(17,294,624)
Other cash inflows (outflows)	(306,787)	(3,203,102)
Subtotal net cash flows provided by (used in) Non-banking Business financing activities	(105,526,301)	(17,742,758)
Banking Services (Presentation)		
(Redemption) Letters of credit issuance	(3,278,941)	1,061,313
Bond payments and other long term loans	(5,698,905)	(18,357,124)
Other	1,839,192	1,956,427
Subtotal net cash flows provided by (used in) Banking Services financing activities	(7,138,654)	(15,339,384)
Net cash flows used in financing activities	(112,664,955)	(33,082,142)
Net increase in cash and cash equivalents, before the effect of changes in the exchange rate	(136,053,110)	(33,123,040)
Effects of changes in the exchange rate on cash and cash equivalents		
Effects of changes in the exchange rate on cash and cash equivalents	(2,015,302)	10,805,161
Net increase (decrease) in cash and cash equivalents	(138,068,412)	(22,317,879)
Cash and cash equivalents at beginning of period	610,126,163	647,689,942
Cash and cash equivalents at end of period	472,057,751	625,372,063



EARNINGS REPORT 1st QUARTER 2015 SACI FALABELLA

Cash Flow – Chilean Operations (M\$)

March 2015	Department Stores	Home Improvement	Supermarkets	Promotora CMR	Banco Falabella	Plaza S.A.
Cash flow from operating activities	86,022	42,447	8,417	(18,663)	(4,576)	59,956
Cash flow from investing activities	(14,255)	(14,178)	(2,717)	(10,148)	(1,768)	(30,450)
Cash flow from financing activities	(89,099)	(31,490)	(10,663)	29,426	(60,142)	(20,349)
Increase (decrease) in cash and cash equivalents	(17,331)	(3,220)	(4,962)	615	(66,487)	9,157
Impact of exchange rate differences on cash and cash equivalents	(24)	55	(12)	0	0	13
Cash and cash equivalents at the beginning of the period	42,831	20,646	11,559	13,157	245,872	15,776
Cash and cash equivalents at the end of the period	25,476	17,481	6,585	13,772	179,385	24,946

March 2014	Department Stores	Home Improvement	Supermarkets	Promotora CMR	Banco Falabella	Plaza S.A.
Cash flow from operating activities	33,006	46,092	4,819	(38,152)	27,405	49,996
Cash flow from investing activities	(52,070)	(9,552)	(18,853)	2,830	(1,836)	(33,056)
Cash flow from financing activities	12,015	(36,636)	9,285	35,447	(35,431)	(28,833)
Increase (decrease) in cash and cash equivalents	(7,049)	(95)	(4,748)	124	(9,862)	(11,893)
Impact of exchange rate differences on cash and cash equivalents	(201)	75	7	0	0	26
Cash and cash equivalents at the beginning of the period	32,827	21,017	9,833	4,284	236,906	101,928
Cash and cash equivalents at the end of the period	25,576	20,997	5,091	4,408	227,044	90,061

Cash Flow – International Operations (M\$)

March 2015	Peru	Colombia	Argentina	Brazil
Cash flow from operating activities	(1,557)	(36,042)	(5,818)	(1,165)
Cash flow from investing activities	(18,467)	(3,094)	(1,412)	(3,214)
Cash flow from financing activities	(9,248)	23,214	6,688	414
Increase (decrease) in cash and cash equivalents	(29,272)	(15,922)	(542)	(3,965)
Impact of exchange rate differences on cash and cash equivalents	(598)	(459)	42	(1,193)
Cash and cash equivalents at the beginning of the period	183,232	48,215	4,307	10,845
Cash and cash equivalents at the end of the period	153,362	31,835	3,807	5,686

March 2014	Peru	Colombia	Argentina	Brazil
Cash flow from operating activities	23,331	4,683	(11,187)	(6,388)
Cash flow from investing activities	(45,407)	(47,944)	(7,213)	2,520
Cash flow from financing activities	22,171	30,549	24,103	188
Increase (decrease) in cash and cash equivalents	94	(12,712)	5,704	(3,680)
Impact of exchange rate differences on cash and cash equivalents	9,178	964	(1,368)	2,010
Cash and cash equivalents at the beginning of the period	165,121	37,414	5,837	22,863
Cash and cash equivalents at the end of the period	174,393	25,665	10,172	21,193



f.....

24

f...