



DEPARTAMENT  
STORES



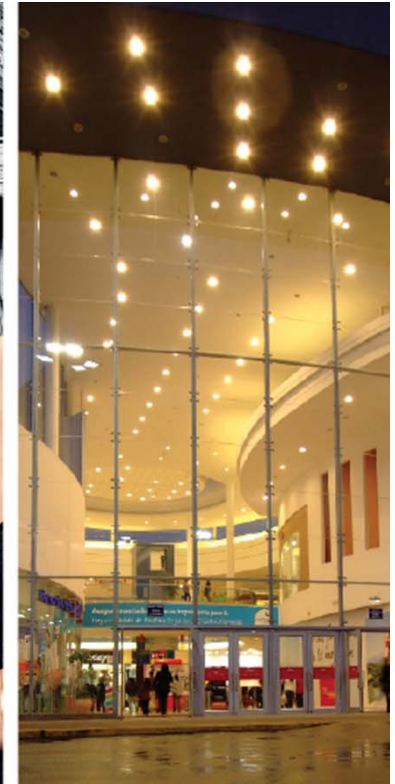
HOME  
IMPROVEMENT



SUPERMARKETS



FINANCIAL  
RETAIL



REAL ESTATE

# Falabella Perú

## Peru Finance & Banking Day 2013

### Julio Alcalde – Chief Financial Officer

# f Falabella at a Glance

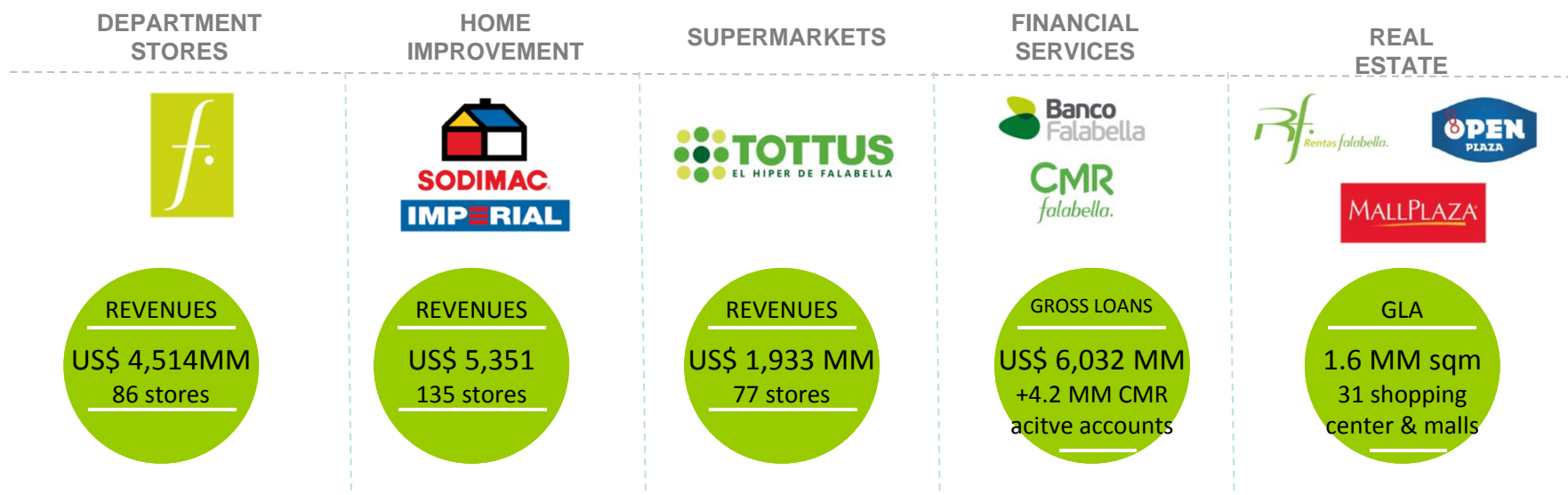
## Operational Highlights

- Multi-format retailer in Chile, Peru, Colombia, Argentina and Brasil
- 298 stores and 2.0 million sqm of retail space<sup>1</sup>
- 32 malls / shopping centers with 1.6 million sqm of leaseable space
- US\$ 6.1 billion gross loan portfolio (~35% credit card)
- 4.2 million CMR active accounts
- Over 93,000 employees

## Consolidated Financial Highlights

<i>US\$ millones</i>	2012	2011	2010
Total Revenues	12,309	10,718	9,143
Retail + Banking EBITDA	1,594	1,624	1,469
Retil EBITDA	1,451	1,476	1,334
Total Profit	853	975	945

## Business Lines



Note:

1. Excludes Real Estate business

# f Falabella Today

## Regional Footprint

- 14 Department Stores
- 29 Home Improvement
- 1 Mall



- 20 Department Stores
- 19 Home Improvement
- 35 Supermarkets
- 4 Malls
- 7 Power Centers / Shopping Centers



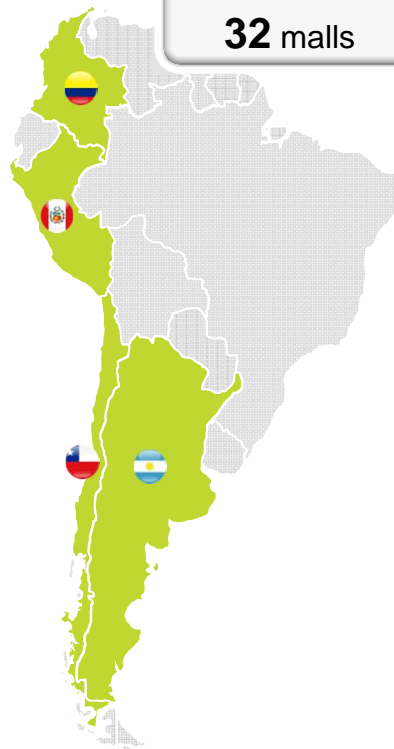
- 42 Department Stores
- 80 Home Improvement
- 44 Supermarkets
- 13 Malls
- 7 Power Centers / Shopping Centers



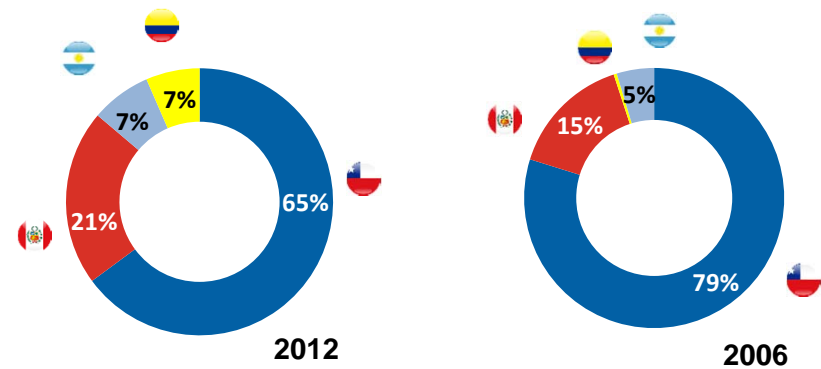
- 11 Department Stores
- 7 Home Improvement



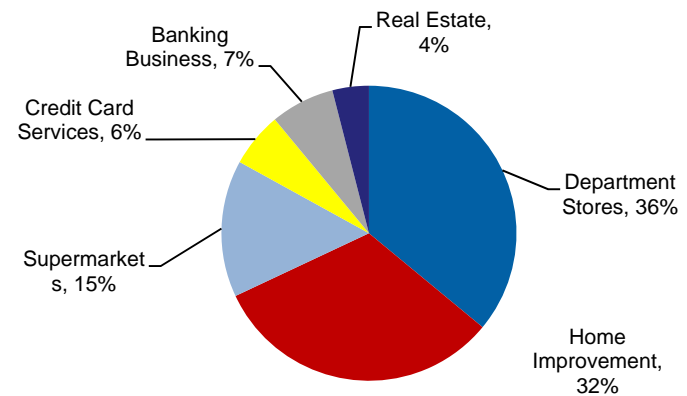
**301 stores**  
**32 malls**



## Revenues by Country: US\$ 12,309 mm (2012)



## Revenues by Business Line

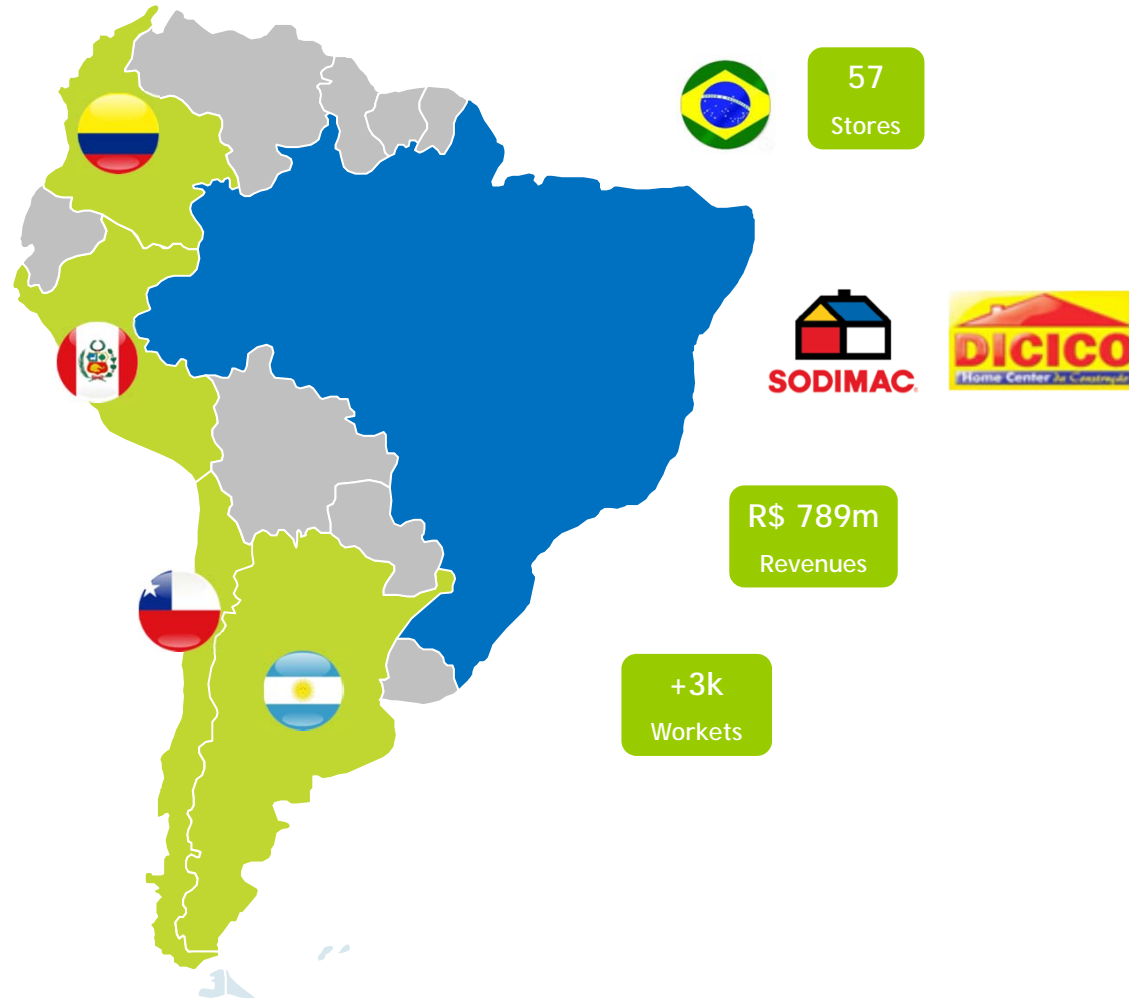


# f. Group Falabella Enters Brazil

Falabella signed binding agreements to acquire 50.1% of Dicico, a home improvement chain

Considers investment of R\$ 388 M:  
- R\$ 319M through a capital increase  
- R\$ 69M to purchase existing shares

The company has the largest chain store in the state of Sao Paulo, and is one of the five largest in terms of revenues in the country



# f Falabella Peru

## Falabella Peru



### Saga Falabella

- 20 stores
- SSS 2012: 8,1%
- m2: +130,000



### Tottus

- 35 stores
- SSS 2012: 8,5%
- m2: +140,000



### Sodimac

- 19 stores
- SSS 2012: 18,5%
- m2: +150,000



### Open Plaza

- 07 Shopping centers
- m2: +200,000



### Banco Falabella

- 0.95 mm active CMR accounts

40% Falabella Peru



### Aventura Plaza

- 04 shopping centers
- sqm: 229,000

### Other business





# f Evolution of Falabella Peru



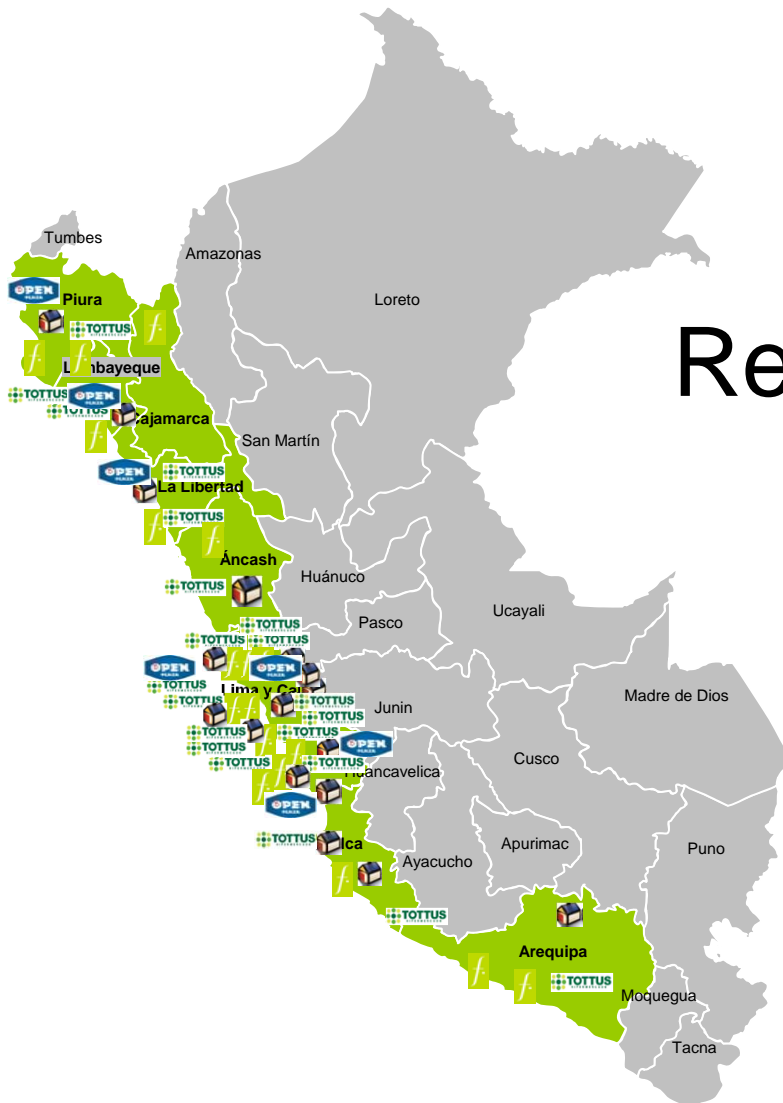
**1995**

**Revenues USD 48 MM**

**EBITDA USD 4.4 MM**

**02 stores (22,943 sqm)**

# f Evolution of Falabella Peru



**2012**

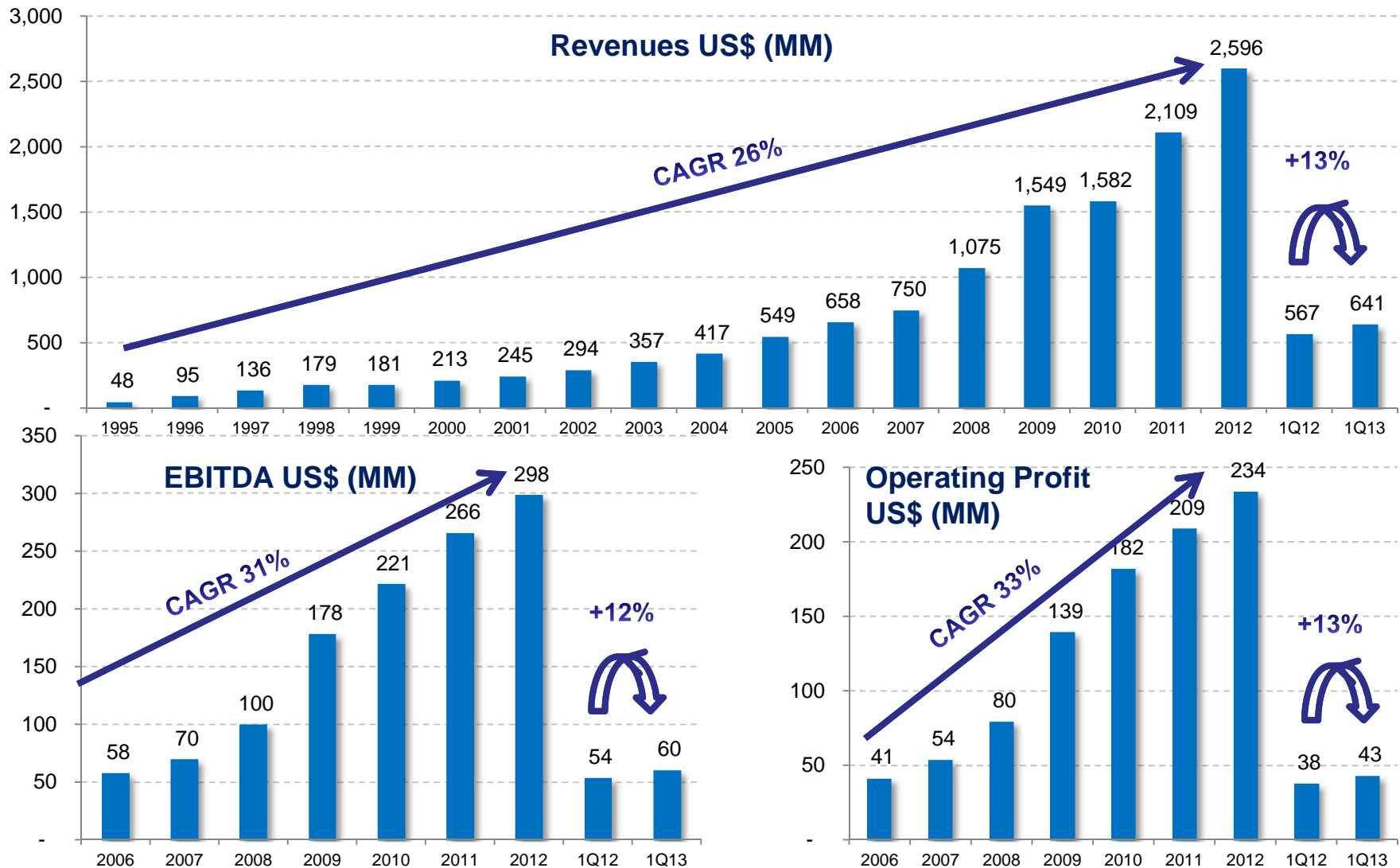
**Revenues USD 2,596 MM**

**EBITDA USD 298 MM**

**74 Stores (420,000 sqm)**

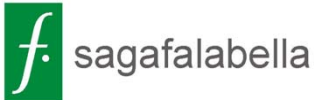
**07 shopping centers / malls**

# f. 15 years of strong growth...





# f. Saga Falabella



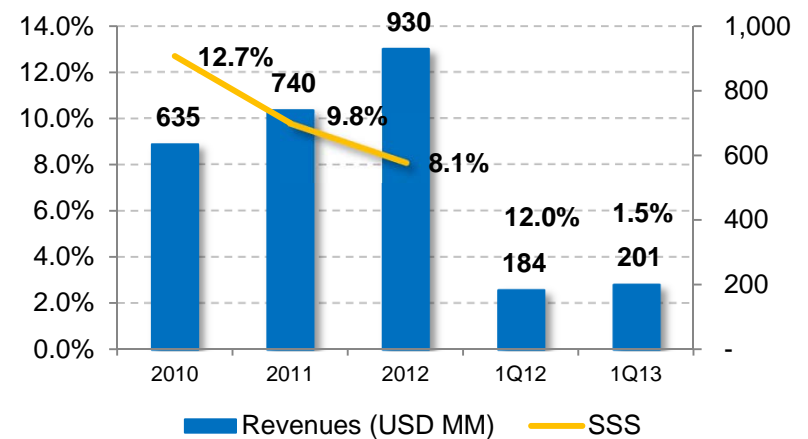
## Description of the company

- **Over 50 years of strong performance** with world-class operating techniques
- **Strong brand recognition across the country, with 20 stores** (10 out of Lima)
- **Market leadership supported** by elements that ensure success in the industry:
  - Attractive locations and format
  - Supply and variety of products
  - Credit to consolidated a loyal customer base
  - Purchase with conditions
  - Exclusive powerful brands

## Highlights

- **Number of workers**, 10th GPTW 2012 **6.9k**
- **Average Sales per SQM**, USD 2012 **7.3k**
- **Average SQM per store**, 2012 **6.7k**

## Overview



Overview (USD MM and M <sup>2</sup> )				
	2010	2011	2012	1Q13
Revenues	635	740	930	201
Area	113,694	117,647	128,061	128,061
<b>SSS</b>	<b>12.7%</b>	<b>9.8%</b>	<b>8.1%</b>	<b>1.5%</b>
Stores	17	17	19	19

# f. Hipermercados Tottus



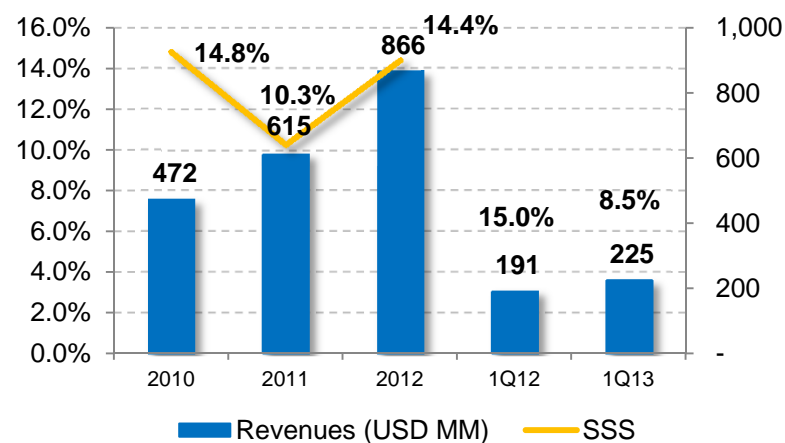
## Description of the company

- **Began operations in 2002 as part of Saga until it was spun off in June 2004.** HT is dedicated to the grocery retailing, consumer goods, household appliances, among others.
- **35 stores strategically located across the country** (15 out of Lima)
- **Strong growth and leadership supported** by elements that ensure success in the industry:
  - Supply and variety of products (food and non food)
  - Attractive locations and new store formats
  - Strong brand positioning
  - Quality products at the lowest price

## Highlights

- **Number of workers, #15 GPTW 2012** **7.8k**
- **Average Sales per SQM, USD 2012** **7.1k**
- **Average SQM per store, 2012** **4.0k**

## Overview



Overview (USD MM and sqm)				
	2010	2011	2012	1Q13
Revenues	472	615	866	225
Area	107,597	116,158	140,345	140,345
<b>SSS</b>	<b>14.8%</b>	<b>10.3%</b>	<b>14.4%</b>	<b>8.5%</b>
Stores	24	27	33	33



## Description of the company

- **Trading of items** for the construction, repair, equipment and decoration of homes.
- **19 stores strategically located across the country** (9 out of Lima)
- **Leadership supported** by elements that ensure succes in the industry:
  - Competitive prices between specialist and common people
  - Strong brand positioning
  - Excelent costumer service and quality products at lower price
  - #1 GPTW 2010 , #2 GPTW 2011 and #5 GPTW 2012

## Highlights

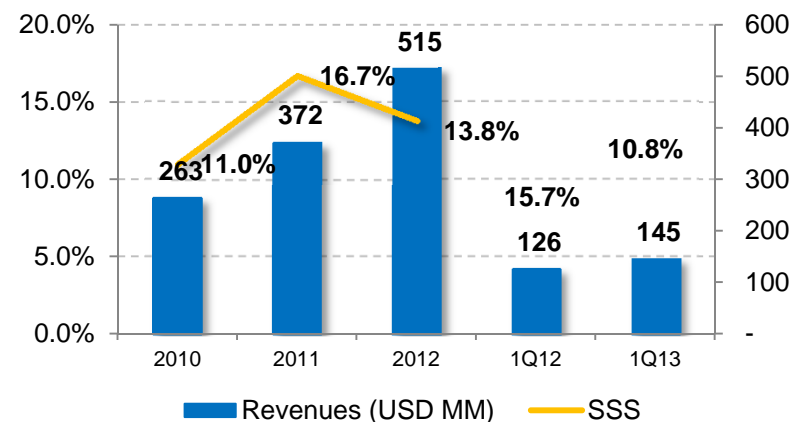
- **Number of workers, #5 GPTW 2012**
- **Average Sales per SQM , USD 2012**
- **Average SQM per store, 2012**

**4.2k**

**2.9k**

**7.6k**

## Overview



## Overview (USD MM and sqm)

	2010	2011	2012	1Q13
Revenues	263	372	515	145
Area	123,125	131,567	136,922	145,819
<b>SSS</b>	<b>11.0%</b>	<b>16.7%</b>	<b>13.8%</b>	<b>10.8%</b>
Stores	16	17	18	19

# f. Banco Falabella



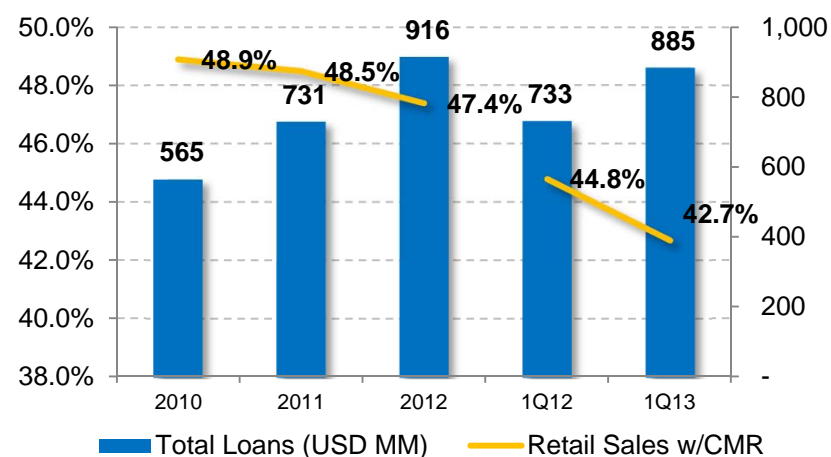
## Description of the company

- **BF** arises from the transformation to bank from Financiera CMR.
- **CMR cards** are their main product, however the bank is fostering new products and expanding the usage of the card by using the Visa network
- **Important synergies with the retail business** that allows to maintain the dynamic growth in the business activity of the group
- **Growing focus on expanding the available portfolio of products and services** targeting their customer base

## Other comments about the company

- % of total sales paid with CMR, for SF, HT, SD as of 2012 **42.7%**
- **Average duration** (months) **9,3**
- **Average loan** (USD) **879**

## Financial Indicators (USD MM)



## Loans Portfolio (USD)

	2010	2011	2012	1Q13
Total Loans (MM)	555	717	916	885
Open Accounts w/balance (000)	817.2	891.6	949	949
% Retail sales paid with CMR	48.9%	48.5%	47.4%	42.7%
Average loan	663	804	916	885

# f. Open Plaza



## Description of the company

- **OP is dedicated to developing and managing malls** with at least a couple of stores from the retail business
- **There are two types of format:**
  - 04 Power Centers
  - 03 Shopping Malls

## Other comments about the company

- The Falabella Peru group has a stake in the shareholding of Aventura Plaza
- The Company maintains a leasable area of approximately

40%

200k

## Locations



## Net selling area and number of stores (sqm)

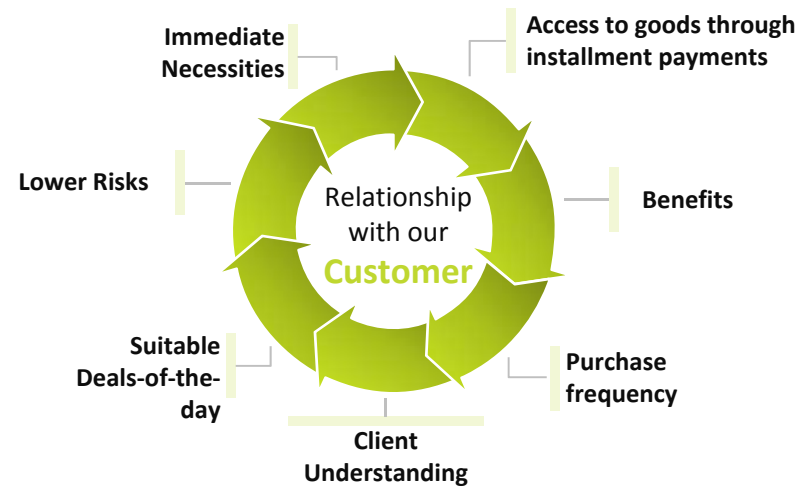
	2010	2011	2012	1Q13
Area	191,378	191,378	205,604	205,604
# of Malls	7	7	7	7
<b>Shopping malls</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
Power centers	4	4	4	4

# f. Consumer-centric approach

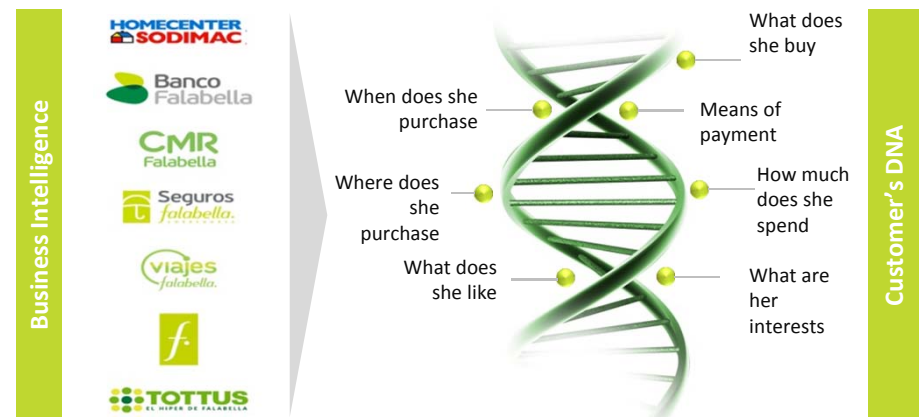
Consistent interaction with our customers...



...allows us to evolve and remain close to our customers



...and to anticipate their preferences and design targeted marketing campaigns



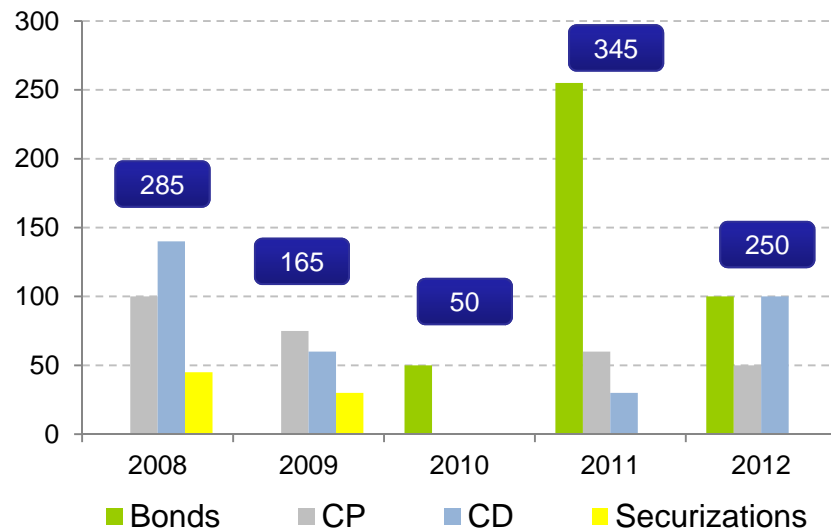


# f. Capital markets financing



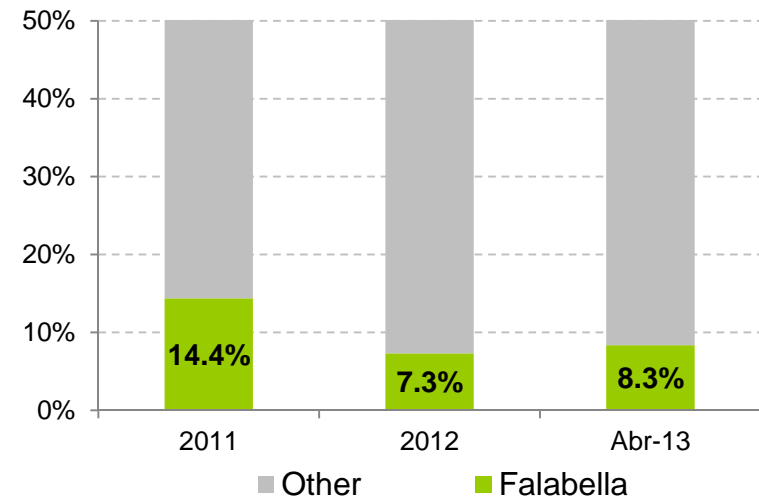
## Falabella Perú public issues by type of debt

Source: SMV / S/. Millions



## Falabella Perú share of PEN denominated debt public offerings

Source: SMV / S/. Millions



# f. Over 10 years in the local capital market

March 2001



**S/. 80,000,000**  
Primer Programa de CDN

June 2003



**S/. 150,000,000**  
Segundo Programa de CDN

June 2005



**USD 50,000,000**  
Primer Programa de Bonos Titulizados

September 2005



**S/. 320,000,000**  
Tercer Programa de CDN

July 2006



**USD 35,000,000**  
Primer Programa de Bonos Corporativos



January 2007



**USD 10,000,000**  
Primer Programa de Papeles Comerciales

October 2007



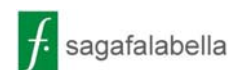
**S/. 38,000,000**  
Primer Programa de Bonos Titulizados

December 2007



**S/. 200,000,000**  
Cuarto Programa de CDN

December 2007



**S/. 50,000,000**  
Segundo Programa de Papeles Comerciales

October 2010



**S/. 250,000,000**  
Primer Programa de Bonos Corporativos

October 2010



**S/. 200,000,000**  
Primer Programa de Bonos Corporativos

May 2011



**S/. 60,000,000**  
Primer Programa de Bonos Titulizados

November 2011



**S/. 60,000,000**  
Primer Programa de Papeles Comerciales

December 2011



**S/. 150,000,000**  
Tercer Programa de Papeles Comerciales

Abril 2012



**S/. 150,000,000**  
Tercer Programa de Bonos Corporativos