



FINANCIAL REPORT

FIRST QUARTER 2012



MAY 2012

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Notes:

- All figures in dollars are calculated using the observed dollar exchange rate for April 2, 2012 (Ch\$ 487.44 per US\$1).
- Symbols for periods in the year: Quarters: 1Q (first quarter), 2Q (second quarter), 3Q (third quarter) and 4Q (fourth quarter). 1S (First semester) and 9M (first nine months of the year), as applicable.
- Currency symbols: Ch\$: Chilean pesos; US\$: U.S. dollars; MM: millions.

- EBITDA of Ch\$ 10,400 million (US\$ 21.3 million) increased by 17.9% in the 1Q 2012 reaching an EBITDA margin of 25.1%.
- Consolidated Revenues increased by 22.1% in the 1Q 2012 to Ch\$ 41,413 million (US\$ 85.0 million).
- Gross Margin of Ch\$ 23,118 million (US\$ 47.4 million) increased by 17.9%, obtaining a gross margin of 55.8% as a percentage of net Revenues in the 1Q 2012.
- Operating Income increased by 16.8% in the 1Q 2012 to Ch\$ 9,393 million (US\$ 19.3 million). The Operating margin was 22.7% in 1Q'12.
- Net Profit increased by 1.4% to Ch\$ 6,964 million (US\$ 14.3 million). As a percentage of net revenues, it represents 16.8% during the first quarter 2012.
- The Revenues from the international operations in Colombia, Peru and Uruguay represented 15.0% of the consolidated revenues in the 1Q 2012.

Stores Opening

Total of new stores opened in 1Q 2012: 10 stores and 4 stand alones

Country	# Stores	Chain	Store	City	Sq. meters
Chile		Cat	Mall Curico	Curicó	135
		Just Smile	Plaza Trébol	Talcahuano	60
		Columbia	Alto Las Condes	Santiago	132
Total	3				327

Colombia

Total	0				0
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Perú

Total	0				0
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Uruguay

		Cat	Centro	Montevideo	106
		TNS	Costa Urbana	Ciudad de la Costa	180
		Cat	Costa Urbana	Ciudad de la Costa	97
		Hush Puppies Kids	Costa Urbana	Ciudad de la Costa	61
		Pasqualini	Costa Urbana	Ciudad de la Costa	52
		Rockford	Costa Urbana	Ciudad de la Costa	140
		Hush Puppies	Costa Urbana	Ciudad de la Costa	129
Total	7				764

Total	10				1.091
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Country	# Modules	Chain	Store	City	Sq. meters
Chile		Jansport	Parque Arauco	Santiago	5
		Jansport	Arauco Maipú	Santiago	6
		Jansport	Plaza Oeste	Santiago	6
		Jansport	Plaza Vespucio	Santiago	6
Total	4				23

New Jansport stand alone in Chile

During 1Q'12 4 stand alone offering Jansport products, opened in the city of Santiago, Chile. These stand alone measure 4.8 sq.mts. and 6 sq.mts. and are located inside the malls.

Consolidated Income Statement - IFRS



FORUS S.A. & SUBSIDIARIES

Consolidated Income Statement 1st Quarter expressed in Thousands of Chilean Pesos from January 1st to March 31

	1Q '12 Th Ch\$	% Revenues	1Q '11 Th Ch\$	% Revenues	Var. % 12/11
Revenues	41.413.410		33.918.035		22,1%
Cost of Sales	(18.295.651)	-44,2%	(14.306.815)	-42,2%	27,9%
Gross Margin	23.117.759	55,8%	19.611.220	57,8%	17,9%
Logistic costs	(431.449)	-1,0%	(366.596)	-1,1%	17,7%
Administrative Expenses	(13.293.515)	-32,1%	(11.204.529)	-33,0%	18,6%
Selling, General and Administrative Expenses	(13.724.964)	-33,1%	(11.571.125)	-34,1%	18,6%
Operating Income	9.392.795	22,7%	8.040.095	23,7%	16,8%
Other incomes of total operation	16.767	0,0%	14.102	0,0%	18,9%
Other expenses of total operation	(34.927)	-0,1%	(23.654)	-0,1%	47,7%
Financial Income	406.823		509.674		-20,2%
Financial Expenses	(100.076)		(144.095)		-30,5%
Participation in gains (losses) of joint venture businesses accounted by using the proportional value of participation	85.098		33.115		157,0%
Exchange Differentials	(1.101.389)		250.588		-539,5%
Result of Indexation units	(16.713)		73		-22994,5%
Other gains and losses	(9.277)		3.139		-395,5%
Non-Operating Income	(753.694)	-1,8%	642.942	1,9%	-217,2%
Profit before income tax	8.639.101	20,9%	8.683.037	25,6%	-0,5%
(Expenses) Income Taxes	(1.674.889)		(1.813.750)		-7,7%
Profit (loss)	6.964.212	16,8%	6.869.287	20,3%	1,4%
Profit (loss) attributable to equity holders of parent	6.964.304		6.884.743		1,2%
Profit (loss) attributable to minority interest	(92)		(15.456)		-99,4%
Profit (loss)	6.964.212	16,8%	6.869.287	20,3%	1,4%
EBITDA	10.399.731	25,1%	8.820.185	26,0%	17,9%

Operating Income

- **Consolidated Revenues increased by 22.1% in the 1Q 2012 to Ch\$ 41,413 million (US\$ 85.0 million).**

In Chile, Forus' sales increased 22.0%, totalizing Ch\$ 35,879 million (US\$ 73.6 million) during 1Q 2012. This increase in sales is explained by growth in the Retail business, where sales of Ch\$ 24,042 million (US\$ 49.3 million) grew 22.4% regarding the previous quarter, and due to Wholesale business where sales of Ch\$11,836 million (US\$ 24.3 million) increased 21.2%.

Retail business accounts its results mostly by growth in store chains like Cat, Merrell, Hush Puppies and D House, as well as good SSS sales in the majority of its chain stores.

Retail business, which represented 69.0% of Chile's total revenues, presented an increase in SSS sales of 14.0% nominal. Revenue growth by square meter during 1Q 2012 was of 10.8%.

Wholesale business, which sales represented 31.0% of Chile's total revenues, grew 21.2%.

As for international subsidiaries, sales increased 25.9% as a whole. The results are the following:

Revenues (Million Ch\$)

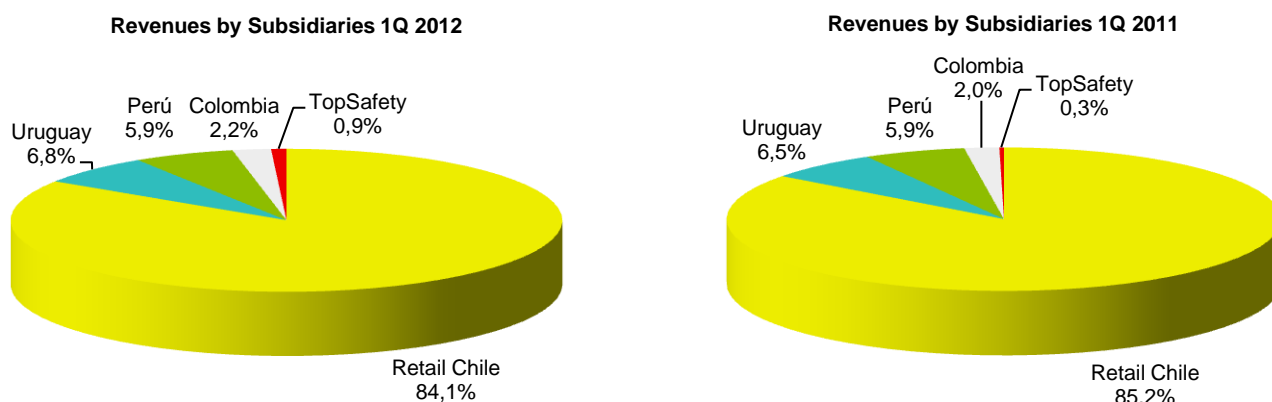
	1Q '12	1Q '11	Var. % 12/11
Colombia	931	689	35,1%
Peru	2.454	2.011	22,0%
Uruguay	2.808	2.219	26,6%
Total	6.194	4.919	25,9%

Same Store Sales. Data in nominal values (in local currency)

	1Q '12	1Q '11	2011	2010
Colombia	-0,6%	15,0%	-0,6%	15,0%
Peru	15,3%	27,1%	15,3%	27,1%
Uruguay	12,6%	24,3%	12,6%	24,3%

- In **Peru** sales increased 22.0% during 1Q'12 and SSS sales grew 15.3% nominal. This growth is explained by better collections, good achievements in Rockford's chain of stores and a better regional performance in the Hush Puppies' stores.
- In **Uruguay**, sales increased 26.6% in 1Q'12 and SSS sales grew 12.6% nominal. This growth is explained by the good performance of Rockford and D House stores; and due to the addition of Cat and Hush Puppies Kids chain stores plus a new Merrell store and a new TNS store. Additionally, during the 1Q 2012 seven new stores opened, which means increasing by 858 sq. meters and reaching 3,073 sq. meters by the end of 1Q'12.
- In **Colombia**, sales grew 35.1% during 1Q'12 and SSS sales decreased -0.6%. Lower SSS sales is due to the fact that we had to face the season with a much smaller No Collection stock regarding 1Q'11, reason why the company didn't do relevant end-of-season sales, thus increasing significantly the percentage gross margin. The increase in sales is explained mostly because of a greater number of stores during 2012, standing out Hush Puppies Unicentro and Rockford in Bogotá. In 1Q'12 there was an increase of 462 sq. meters regarding 2011.
- Regarding national subsidiary **TopSafety** (company dedicated to industrial safety footwear business) sales increased 244.7% in 1Q'12. The strong increase is due to a renewal of collections, allowing increasing the average price by pair; recruitment of specialized sales force, and due to the entrance in Easy and Sodimac stores (home improvement stores) with a differentiated product mix.

Revenues of international operations in Colombia, Peru and Uruguay represented 15.0% of consolidated revenues of 1Q'12, an increase of 0.5 percentage point regarding a 14.5% in 2011.



* Retail Chile: Retail + Wholesale business in Chile.

- **Gross Margin of Ch\$ 23,118 million (US\$ 47.4 million) increased by 17.9%, obtaining a gross margin of 55.8% as a percentage of net Revenues in the 1Q 2012.**

Chile's individual gross margin increased 14.9% with regards to 1Q 2011, obtaining Ch\$ 19,655 million (US\$ 40.3 million). With regards to sales, a percentage gross margin of 54.8% was obtained, which decreased in 3.3 percentage points compared with 51.8% obtained in 1Q'11, which is explained mainly due to the increase in China's Fob prices and the effect of a higher dollar exchange rate regarding the previous year.

Gross margin in Wholesale business increased 10.6%, from Ch\$ 5,000 million (US\$ 10.3 million) during 1Q 2011 to Ch\$ 5,528 million (US\$ 11.3 million) during 1Q 2012 and in terms of percentage, it decrease from 51.2% to 46.7% respectively.

Regarding gross margin of international subsidiaries, during 1Q'12 it increased as a whole 33.9%, obtaining Ch\$ 3,327 million (US\$ 6.8 million). With regards to growths in gross margins per country, Peru's increased 27.6%, Uruguay's 35.5% and Colombia's 46.5%. Gross margins as a percentage of revenues in Peru improves by 2.4 percentage points, from 52.2% in 1Q'11 to 54.6% in 1Q'12, in Uruguay it improves by 3.3 points, from 46.9% to 50.2% in 2012; and

in Colombia, it improves by 4.8 percentage points, from 57.1% in 1Q'11 to 61.9% in 1Q'12.

- **Operating Income increased by 16.8% in the 1Q 2012 to Ch\$ 9,393 million (US\$ 19.3 million). The Operating margin was 22.7% in 1Q'12.**

Forus's Consolidated operating income decreases in 1.0 percentage point, from 23.7% in 1Q'11 to 22.7% in 1Q'12, due to the drop in selling and administrative expenses, from 34.1% in 1Q'11 to 33.1% in 2012 partially compensating the fall in the gross margin percentage.

Forus Chile's individual operating income accounts for 94% of total income, obtaining Ch\$ 8,817 million (US\$ 18.1 million) and increasing 15.4% with regards to 1Q'11. Chile's Retail business operating income of Ch\$ 5,111 (US\$ 10.5 million) grew 12.5%, considering that selling and administrative expenses dropped from 38.5% of revenues in 1Q'11 to 37.5% of revenues in 1Q'12. On the other hand, in the Wholesale business, operating income of Ch\$ 3,706 million (US\$ 7.6 million), increased 19.6% and selling and administrative expenses decreased from representing 19.5% of revenues in 1Q'11 to 15.4% of revenues in 1Q'12, which means Chile's total selling and administrative expenses fell from 32.2% to 30.2% in 1Q 2012. This effect is explained by savings generated by the new Distribution Center, operative efficiencies and improved store management, commercial optimizations, amongst others.

Regarding international subsidiaries as a whole, these presented a growth in Operating Income of 15.6%, obtaining the following Operating Incomes:

- **Peru:** Its Operating Income grows 10.2%, obtaining Ch\$ 321 million (US\$ 0.66 million) in 1Q'12.
- **Uruguay:** Its Operating Income of Ch\$ 392 million (US\$ 0.80 million) increases 45.4% regarding 1Q'11.
- **Colombia:** Its Operating Income worsens from a loss of Ch \$60 million (US\$ 0.12 million) in 1Q'11 to a loss of Ch\$ 134 million (US\$ 0.27 million) in 1Q'12; mainly due to reinforcements in structure and other

additions as a preparation for the Joint Venture announced in April 2012.

Non-Operating Income

- **The Non Operating Result attained a loss of Ch\$ 754 million (US\$ 1.55 million) contrasting with the profit of Ch\$ 643 million (US\$ 1.32 million) in 1Q'11.**

This loss in the Non Operating Result is explained by the Exchange Differentials account, which reached a loss of -Ch\$ 1,101 million (US\$ 2.26 million) versus a profit of Ch\$ 251 million (US\$ 0.51 million) during the same period in 2011.

Net Profit and EBITDA

- **Net Profit increased by 1.4% to Ch\$ 6,964 million (US\$ 14.3 million). As a percentage of net revenues, it represents 16.8% during the first quarter 2012.**

As a percentage of revenues, it represents 16.8%, which means a drop of 3.5 percentage points compared with 20.3% obtained in 1Q'11.

- **EBITDA of Ch\$10,400 million increased 17.9%, obtaining an EBITDA margin of 25.1%, which drops 0.9 percentage points compared to 26.0% obtained in 1Q'11.**

Chile's EBITDA increased 16.9% obtaining Ch\$ 9,578 million (US\$ 19.6 million), which represents an EBITDA margin of 26.7%, compared to 27.8% the previous year.

CHILE

• **Retail**

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	24.042		19.649		22,4%
Cost of Sales	-9.915		-7.548		31,4%
Gross Margin	14.127	58,8%	12.100	61,6%	16,8%
Operating Income	5.111	21,3%	4.544	23,1%	12,5%

Same Store Sales Growth

Data in nominal values (in local currency)

	1Q '12	1Q '11	2012	2011
Growth Retail Sales	14,0%	19,0%	14,0%	19,0%

Stores Openings / Closings

	Date	Chain	Store	Sq.meters
Opening	jan-12	Cat	Mall Curico	135
Opening	jan-12	Just Smile	Plaza Trébol	60
Opening	feb-12	Columbia	Alto Las Condes	132
Opening	mar-12	Jansport	Parque Arauco	5
Opening	mar-12	Jansport	Arauco Maipú	6
Opening	mar-12	Jansport	Plaza Oeste	6
Opening	mar-12	Jansport	Plaza Vespucio	6
Total				350

Change in Total square meters

	March 2012	March 2011	Var. 12/11	Var. % 12/11
N° Stores	220	204	16	7,8%
N° Modules	4	-	-	-
Square meters	27.457	24.871	2.586	10,4%

CHILE

- Wholesale**

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	11.836		9.770		21,2%
Cost of Sales	-6.308		-4.770		32,3%
Gross Margin	5.528	46,7%	5.000	51,2%	10,6%
Operating Income	3.706	31,3%	3.098	31,7%	19,6%

- TopSafety**

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	437		127		244,7%
Cost of Sales	-302		-100		201,8%
Gross Margin	135	31,0%	27	21,2%	404,5%
Operating Income	-3	-0,7%	-103	-80,9%	-97,1%

COLOMBIA

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	931		689		35,1%
Cost of Sales	-355		-296		20,0%
Gross Margin	576	61,9%	393	57,1%	46,5%
Operating income	-134	-14,4%	-60	-8,7%	122,9%

Same Store Sales Growth

Data in nominal values (in local currency)

	1Q '12	1Q '11	2012	2011
Growth Retail Sales	-0,6%	15,0%	-0,6%	15,0%

Stores Openings / Closings

There were any movement in openings and closings of stores during this 1Q 2012.

Change in Total square meters

	March 2012	March 2011	Var. 12/11	Var. % 12/11
N° Stores	23	17	6	35,3%
Square meters	1.730	1.268	462	36,5%

PERU

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	2.454		2.011		22,0%
Cost of Sales	-1.113		-961		15,9%
Gross Margin	1.341	54,6%	1.050	52,2%	27,6%
Operating income	321	13,1%	291	14,5%	10,2%

Same Store Sales Growth

Data in nominal values (in local currency)

	1Q '12	1Q '11	2012	2011
Growth Retail Sales	15,3%	27,1%	15,3%	27,1%

Stores Openings / Closings

	Date	Chain	Store	Sq.meters
Closing	feb-12	Hush Puppies	Lambramani	99
Total				99

Change in Total square meters

	March 2012	March 2011	Var. 12/11	Var. % 12/11
N° Stores	28	29	-1	-3,4%
Square meters	2.954	2.933	21	0,7%

URUGUAY

(Million Ch\$)

P&L	1Q '12	% Revenues	1Q '11	% Revenues	Var. % 12/11
Revenues	2.808		2.219		26,6%
Cost of Sales	-1.398		-1.178		18,7%
Gross Margin	1.410	50,2%	1.041	46,9%	35,5%
Operating Income	392	14,0%	270	12,2%	45,4%

Same Store Sales Growth

Data in nominal values (in local currency)

	1Q '12	1Q '11	2012	2011
Growth Retail Sales	12,6%	24,3%	12,6%	24,3%

Stores Openings / Closings

	Date	Chain	Store	Sq.meters
Opening	jan-12	Cat	Centro	106
Opening	jan-12	TNS	Costa Urbana	180
Opening	jan-12	Cat	Costa Urbana	97
Opening	jan-12	Hush Puppies Kids	Costa Urbana	61
Opening	jan-12	Pasqualini	Costa Urbana	52
Opening	feb-12	Rockford	Costa Urbana	140
Opening	mar-12	Hush Puppies	Costa Urbana	129
Total				764

Note: In Uruguay, the store Hush Puppies Montevideo Shopping underwent renovations between February 16 and March 15, 2012.

Change in Total square meters

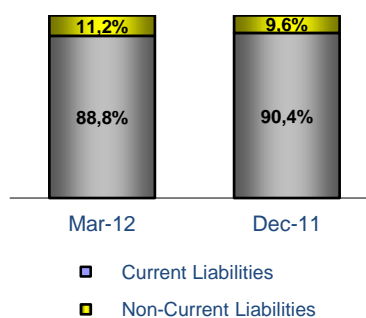
	March 2012	March 2011	Var. 12/11	Var. % 12/11
N° Stores	32	23	9	39,1%
Square meters	3.073	2.215	858	38,7%

- Liquidity Ratios**

	Units	Mar-12	Dec-11
Current liquidity	times	3,9	3,2
Acid ratio	times	2,3	2,0

- Financial Ratios**

	Units	Mar-12	Dec-11
Liabilities composition			
Current Liabilities	%	88,8%	90,4%
Non-Current Liabilities	%	11,2%	9,6%



	Units	Mar-12	Dec-11
Leverage	times	0,28	0,35

- Profitability Ratios**

	Units	Mar-12
ROA	%	5,6%
ROS	%	16,8%
ROE	%	7,1%

Consolidated Balance Sheets



FORUS S.A. & SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

expressed in Thousands of Chilean Pesos as of March 31, 2012 and 2011

	2012 Th Ch\$	2011 Th Ch\$
ASSETS		
Current Assets		
Cash and cash equivalents	15.263.602	20.453.487
Other financial assets, current	17.801.237	18.409.893
Other non-financial assets, current	1.733.416	1.883.708
Trade and other account receivables	21.737.340	16.270.060
Accounts receivables from related companies	2.775	3.663
Inventories	38.213.228	35.739.775
Tax Assets, current	320.709	279.946
Total Current Assets	95.072.307	93.040.532
Non-Current Assets		
Other financial assets, Non-current	344.847	344.757
Other non-financial assets, Non-current	941.899	1.063.841
Fees receivables, Non-current	154.728	153.156
Investments in Associated	1.136.114	1.116.981
Net intangibles assets	1.842.457	1.892.768
Goodwill	1.312.137	1.312.137
Property, plant and equipments	22.390.565	22.753.729
Deferred tax Assets	2.046.252	2.146.263
Total Non-Current Assets	30.168.999	30.783.632
TOTAL ASSETS	125.241.306	123.824.164
LIABILITIES		
Current Liabilities		
Other financial liabilities, current	3.104.280	6.686.816
Current trade and other current accounts payable	8.120.397	9.566.036
Other current Provisions	1.628.910	888.227
Current tax liabilities	3.179.865	3.172.965
Current Provisions for employees benefits	1.641.590	2.510.275
Other non-financial liabilities, current	6.601.141	6.459.326
Total Current Liabilities	24.276.183	29.283.645
Non-Current Liabilities		
Other non-current financial liabilities	1.950.488	1.948.120
Deferred taxes liabilities	851.502	864.502
Other non-financial non-current liabilities	257.158	294.198
Total Non-Current Liabilities	3.059.148	3.106.820
TOTAL LIABILITIES	27.335.331	32.390.465
SHAREHOLDER'S EQUITY		
Paid-in capital	24.242.787	24.242.787
Retained earnings	56.558.619	49.594.407
Issue Premium	17.386.164	17.386.164
Other reserves	(345.660)	146.154
Equity attributable to equity holders of the parent	97.841.910	91.369.512
Non-controlling interest	64.065	64.187
Total Net Equity	97.905.975	91.433.699
TOTAL NET EQUITY AND LIABILITIES	125.241.306	123.824.164

Consolidated Income Statement



FORUS S.A. & SUBSIDIARIES CONSOLIDATED INCOME STATEMENT

expressed in Thousands of Chilean Pesos for the periods of

	2012 Th Ch\$	2011 Th Ch\$
Revenues	41.413.410	33.918.035
Cost of Sales	(18.295.651)	(14.306.815)
Gross Margin	23.117.759	19.611.220
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Administrative Expenses	(13.293.515)	(11.204.529)
Other expenses of total operation	(34.927)	(23.654)
Other gains or (losses)	(9.277)	3.139
Financial Income	406.823	509.674
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Result of Indexation units	(16.713)	73
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Profit (loss) attributable to minority interest	(92)	(15.456)
Profit (loss)	6.964.212	6.869.287
Net Income per Share		
Common shares		
Income per Share	\$ 26,9441	\$ 26,5768

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