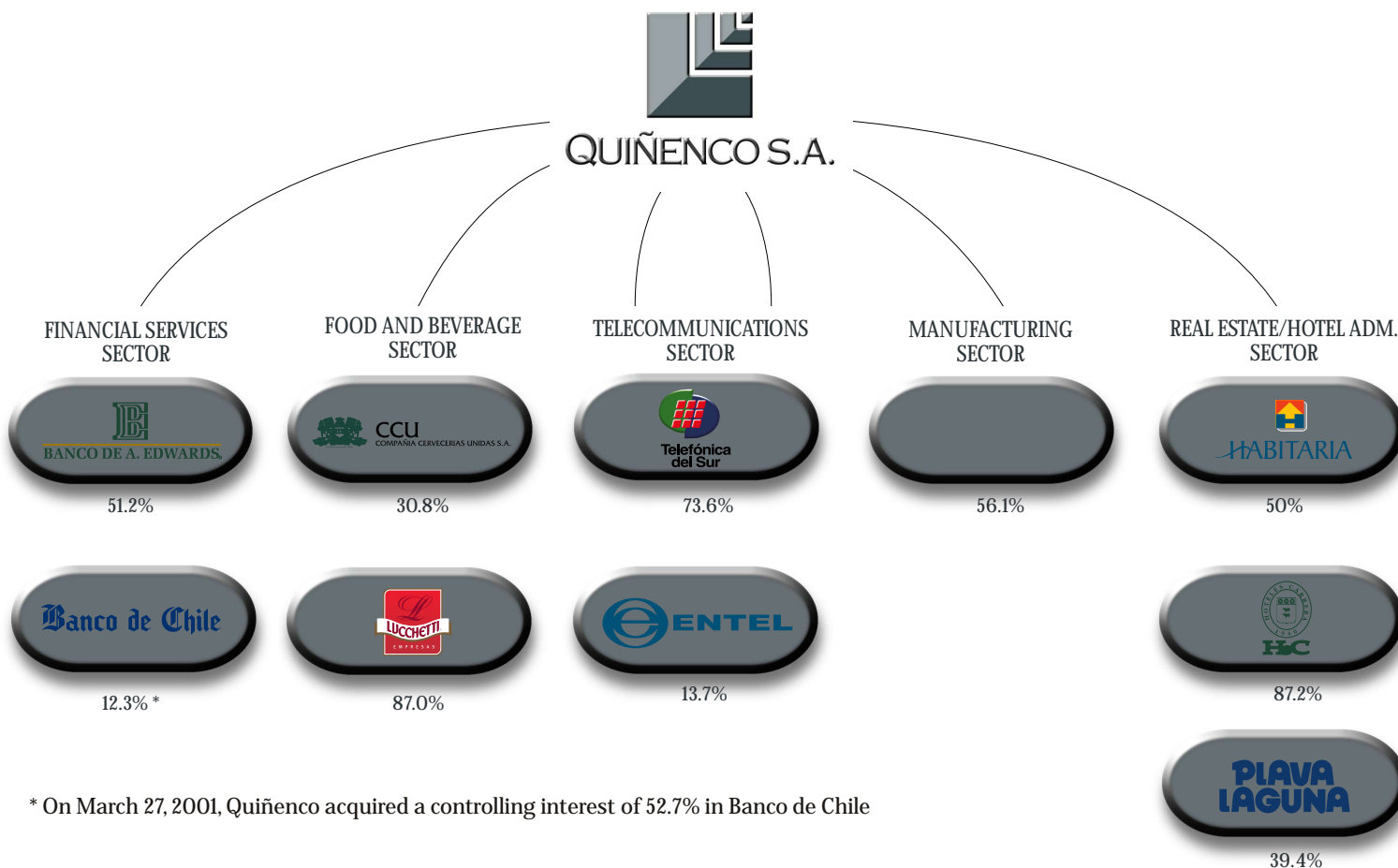




QUIÑENCO PROFILE

Quiñenco is a diversified conglomerate with investments in five main sectors of the economy: financial services, food and beverage, telecommunications, manufacturing, and real estate/hotel administration.

Quiñenco, as a corporate hub, operates based on the following principles: it is proactive in the companies it controls; it works in partnership with professional executive teams in each of its operating companies; it specializes in a limited number of business areas; it follows long-term strategies to create shareholder value; it captures synergies and transfers skills among operating companies; and finally, it makes timely investments in line with its defined strategies.



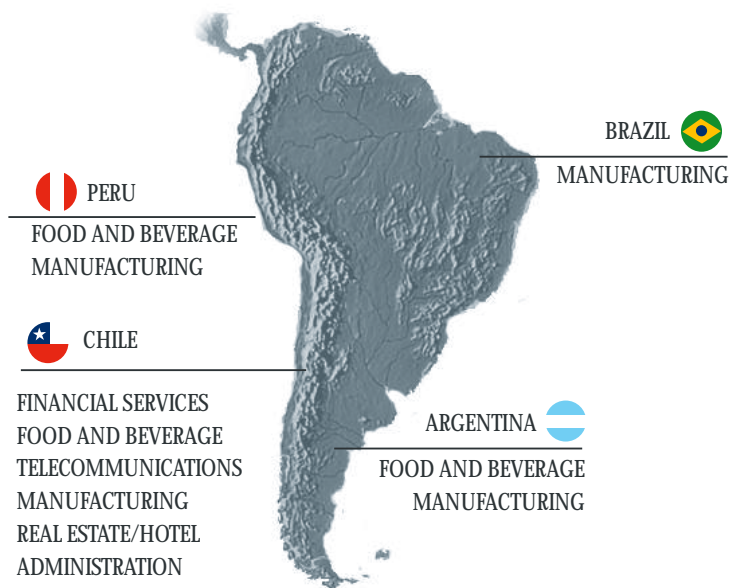
* On March 27, 2001, Quiñenco acquired a controlling interest of 52.7% in Banco de Chile

As a pro-active shareholder, Quiñenco, in conjunction with the management of each operating company, is involved in: the definition of long-term strategy; the establishment of annual goals, follow-up, and appraisal of operating and financial management performance; the structuring and management of relevant mergers and acquisitions and; the selection of key executives throughout the group.

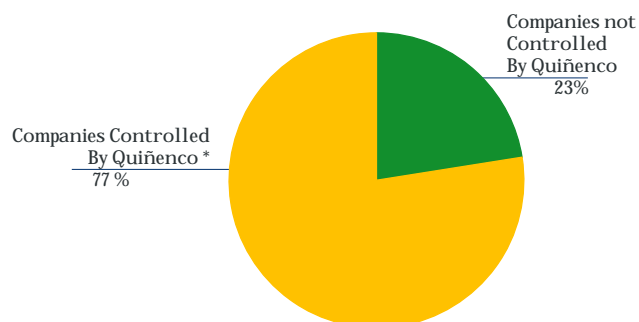
The permanent quest for the creation of value is aided by an annual process that includes, in conjunction with the management of each operating company, the determination of “Balanced Scorecard” indicators, which are associated with the creation of value, goal-setting, and quarterly monitoring of the objectives achieved.

Compensation rewards are an important component of the “Balanced Scorecard” system and are used to recognize milestones reached during a given period.

Quiñenco focuses on those sectors where it can contribute to the performance of the companies it operates and where it has the greatest opportunities to create shareholder value.



COMPANIES CONTROLLED BY QUIÑENCO
(AS A PERCENTAGE OF TOTAL INVESTMENTS)



* Directly or in conjunction with strategic partners.