

HUMAN RESOURCES

Quiñenco's greatest competitive advantage lies in its human capital and its ability to face the demands and competition of dynamic and diverse marketplaces.

The professionals developing their careers with Quiñenco are characterized by exceptional flexibility, team spirit, good judgment, sound human values, and skills in interpersonal relations, all of which enable them to deal efficiently with the demands and challenges of an increasingly changing world.

Quiñenco offers its personnel attractive working conditions, a stimulating working environment and the possibility to continue their careers in the conglomerate's companies. These opportunities, together with a compensation reward system based on Quiñenco and subsidiary stock performance and prices, are important variables in stimulating individual initiative and motivating the conglomerate's teams of professionals.

PERSONNEL (as of December 31, 2000)

COMPANY	EXECUTIVES	PROFESSIONALS AND TECHNICIANS	OTHER WORKERS	TOTAL
Quiñenco	15	9	14	38
Banco de A. Edwards	201	1,562	1,176	2,939
Madeco	66	391	3,492	3,949
TelSur	30	330	256	616
Lucchetti	27	174	977	1,178
Hoteles Carrera	10	58	255	323
Other Subsidiaries	11	54	85	150
TOTAL	360	2,578	6,255	9,193

As of December 31, 2000, the affiliate company, CCU, had 4,332 employees, Habitaria had 50 employees, and Plava Laguna had 812 employees. These companies are controlled by Quiñenco in conjunction with strategic partners.