

We are the parent company of one of the most important business conglomerates in Chile. Our consolidated assets exceed US\$2.6 billion and our market cap borders US\$1.2 billion, having grown on average by 68% over the past three years.

Our investments are concentrated in key areas of the economy such as the financial services, food and beverage, telecommunications and manufacturing sectors, the first two of which are the most relevant, representing 81% of total investments and 71% of corporate level assets.

Our investment criteria is oriented to the development of mass consumer brands and franchises, which enables us to secure the critical mass necessary to achieve economies of scale and greater efficiencies, while taking advantage of synergies across business units and distribution networks. This investment strategy has enabled us to create value over time and to provide attractive returns for our shareholders.



Quiñenco

## Profile

### GROWTH STRATEGY

Strengthen value creation in core businesses through:

- Market leadership
- Adoption of best practices
- Exploitation of synergies across business units
- Increases in productivity and efficiencies
- Reorganizations and restructurings
- Highly skilled personnel
- Acquisition and divestment of businesses

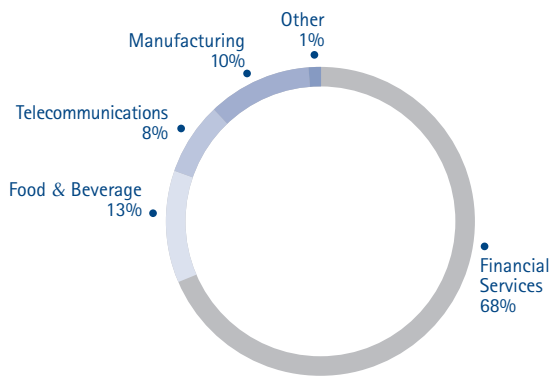
Investment criteria:

- Brand and franchise development potential
- Adequate critical mass
- Developed distribution networks
- Industry experience
- Access to strategic partners and commercial alliances
- Controlling stakes



### INVESTMENTS BY SECTOR

As of December 31, 2005 MCh\$931,005



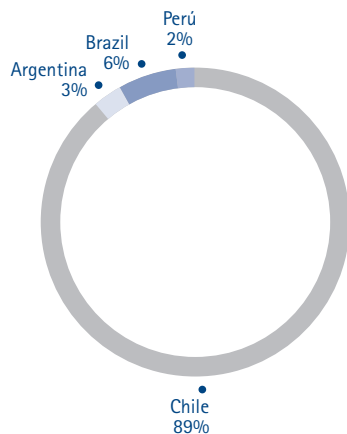
Book values as of December 31, 2005  
(Quiñenco and intermediate holding companies)

In our role as parent company, our main priority is the development of our group companies. We strive to reinforce the management capacity and performance of our group companies through methods that have proven successful during our almost fifty years of existence. We work together with the management of each entity, defining long-term strategies, projecting annual forecasts, supervising and controlling operating and financial performance, structuring and directing important mergers and acquisitions, and identifying synergies between the different business units, always focused on growth and improvement.

When an opportunity arises to enter new businesses, we may seek out first-class strategic partners to complement our knowledge and introduce added experience and capital resources. Several of the entities comprising the group have trading alliances with leading global companies in order to offer the best products and services to its consumers.

### CONSOLIDATED ASSETS BY COUNTRY

As of December 31, 2005 MCh\$1,362,522



The nucleus of our business model consists of supporting the companies in which we have invested in order to increase their value and their returns to Quiñenco through dividends or possible divestments. Our track record evidences our success, with proceeds from the sale of investments exceeding US\$2.3 billion since our listing on the stock exchanges in 1997. 2005 was no exception and during the year we received US\$140 million from the sale of holdings in the retail sector. These funds are fundamental for financing future acquisitions and supporting the growth of our subsidiaries.