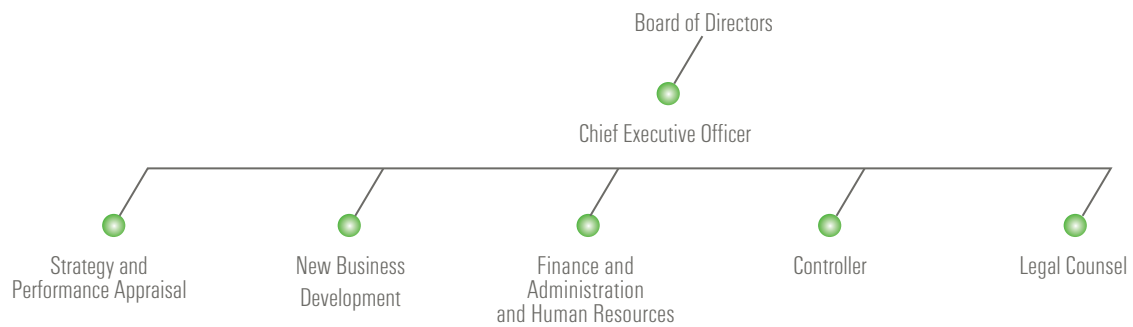


## Human Resources



People are our most valuable resource. We at Quiñenco know that if it were not for the commitment, dedication and loyalty that each employee puts into on a daily basis, none of our companies would enjoy the position they have worked so hard to earn in their respective industries. Therefore, one of the principal concerns of the parent company is to have access to the best talent in the market, both from a professional and human standpoint.

Those who form part of the Quiñenco group are highly qualified professionals. They know how to work as a team, are highly-committed to the organization, give of their maximum potential and are clearly results oriented. We have established effective personnel selection and recruitment mechanisms in order to attract excellent professionals, many of them with rising careers within the group.

At the same time, we have developed objective ways to evaluate personnel performance in order to assure that remuneration and benefits are coherent with the degree of responsibility assigned to each job, based on performance and results. This has helped to create a culture within our group that contributes to the formation of talent and development of skills, both individually and collectively.

Our human resources area is responsible for developing and managing programs, policies, training and related procedures that contribute to the well-being of the organization not

only in terms of organizational efficiency, but which also aim to provide employees with career advancement opportunities, assure their job satisfaction and security at all times.

We are explicitly committed to the community and the environment, and seek a balance between the interests of our shareholders and those of our personnel.

Lastly, we strive to provide the tools necessary for our employees to adapt in the best way possible to the demands of a fast changing and increasingly competitive world.

PERSONNEL (AS OF DECEMBER 31, 2006)

Company	Executives	Professionals and Technicians	Other Workers	Total
Quiñenco	10	14	14	38
Banco de Chile	393	4,686	6,140	11,219
Madeco	48	757	2,186	2,991
Telsur	30	331	159	520
Other subsidiaries	13	53	52	118
<b>Total</b>	<b>494</b>	<b>5,841</b>	<b>8,551</b>	<b>14,886</b>

As of December 31, 2006, the affiliate companies CCU and Habitaria had 4,416 and 8 employees, respectively.