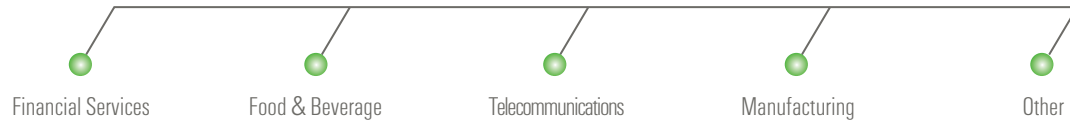


Quiñenco



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

With a long and successful track record, Quiñenco is one of Chile's most important and diversified business conglomerates. Sales of group companies were in excess of US\$3.2 billion in 2006, employing nearly 15,000 people throughout the country and region. Our investments are concentrated in keys 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 80% of total investments and 70% of corporate level assets.

Our investment criteria is oriented towards 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. In some instances, we join forces with strategic partners, complementing our knowledge, experience and resources. This allows us to offer our consumers world class services and products and over time, create value and attractive returns for our shareholders.

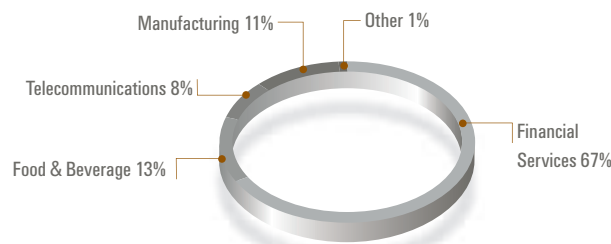
In our role as parent company, our main priority is to ensure that our companies are successful in their business dealings and leaders in their industries. Our results reflect time proven strategies which are oriented towards reinforcing the management capacity and performance of our group companies. We work together with the management of each entity, defining long-term strategies, projecting annual forecasts,

supervising 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.

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 eventually, divestments. Our track record speaks for itself, with proceeds from the sale of investments exceeding US\$2.3 billion since our listing on the stock exchanges in 1997. These valuable resources prove fundamental to our ability to finance future acquisitions and support the sustained growth of our subsidiaries.

INVESTMENTS BY SECTOR

MCh\$983,153 as of December 31, 2006



Book values as of 12.31.06 (Quiñenco and intermediate holding companies)

CONSOLIDATED ASSETS BY COUNTRY

As of December 31, 2006 MCh\$1,491,083

