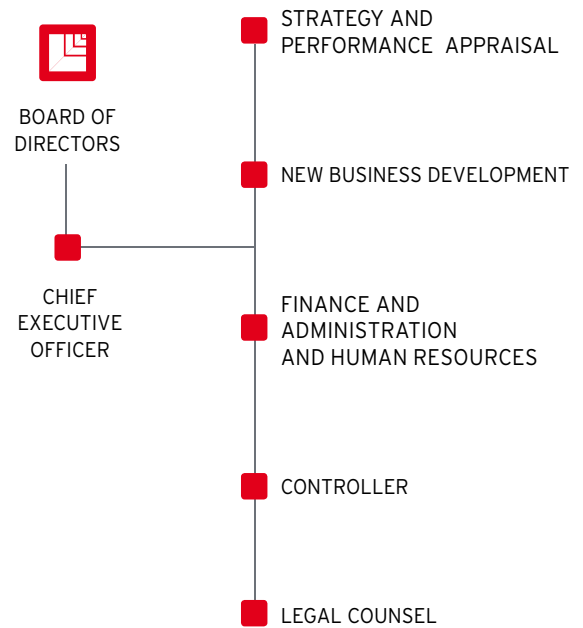
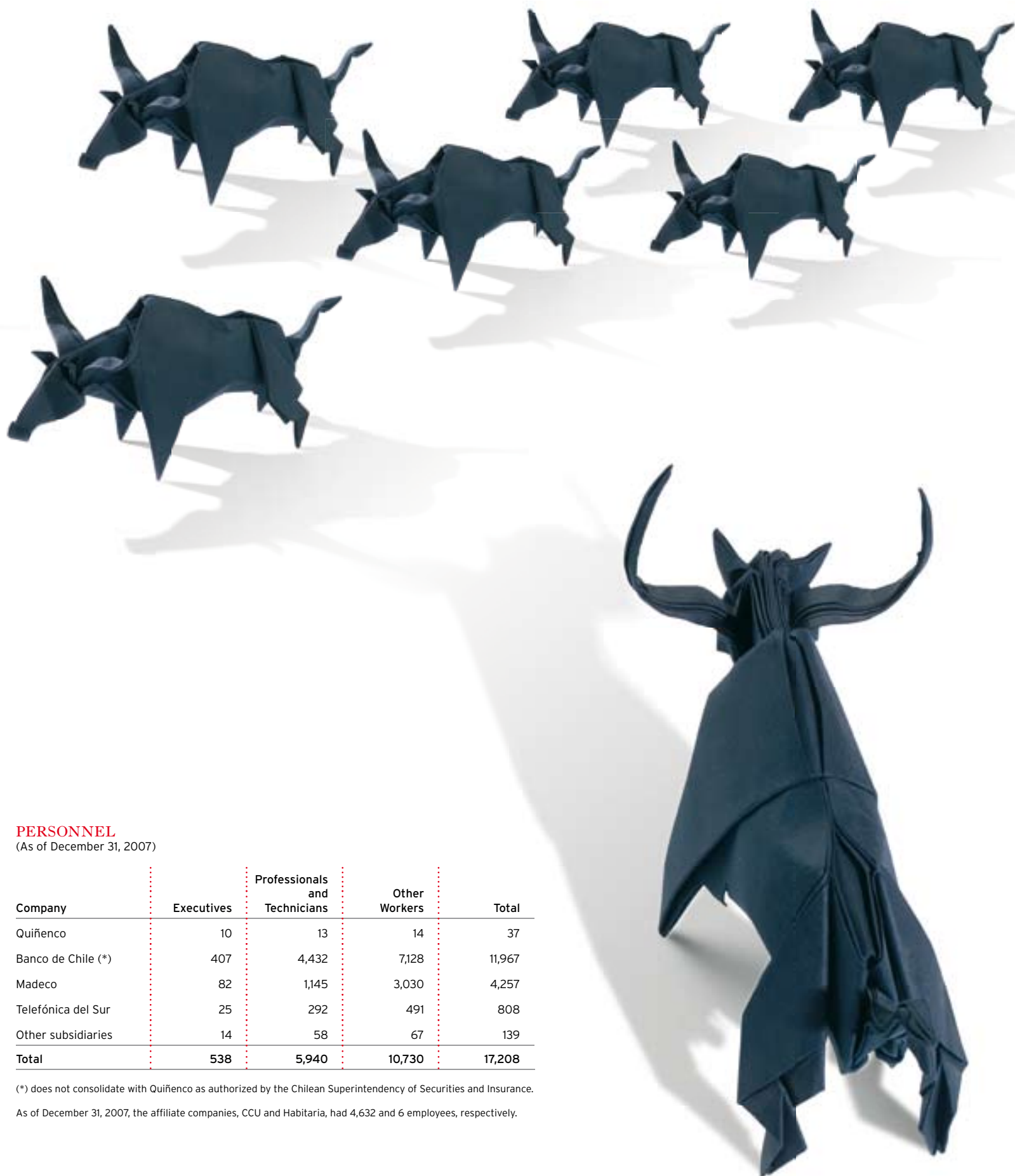
 **The people** who work in the Quiñenco group are its most valuable resource. We know that if it were not for their daily commitment, dedication and loyalty, none of our companies would enjoy the position they have worked so hard to attain. We are not only referring to professional attributes, but personal attributes as well, contributing factors in terms of successful business dealings and reputation.

For this reason, our main priority is the selection of highly qualified professionals, hand picked for their skills, strengths and areas of specialty, both from a professional and human standpoint. We entrust our people to put the directives of the Company's board and administrators into practice so that we may achieve our objectives through a collaborative effort.

Our human resources area oversees the selection and retention of personnel, the establishment and measurement of individual goals, training, incentives and promotions. Teamwork and dedication are fundamental to reaching levels of excellence, and we seek to build competent teams whose abilities and professional preparation are matched in such a way as to create value, both for the company and the individual.





## PERSONNEL

(As of December 31, 2007)

Company	Executives	Professionals and Technicians	Other Workers	Total
Quiñenco	10	13	14	37
Banco de Chile (*)	407	4,432	7,128	11,967
Madeco	82	1,145	3,030	4,257
Telefónica del Sur	25	292	491	808
Other subsidiaries	14	58	67	139
<b>Total</b>	<b>538</b>	<b>5,940</b>	<b>10,730</b>	<b>17,208</b>

(\*) does not consolidate with Quiñenco as authorized by the Chilean Superintendency of Securities and Insurance.

As of December 31, 2007, the affiliate companies, CCU and Habitaria, had 4,632 and 6 employees, respectively.