

Quiñenco's Profile

Throughout the course of its successful business record, Quiñenco has become one of the most important and diversified conglomerates in the country, entering into different but important areas of the economy, with current investments in the financial, beverage and food, telecommunications and manufacturing sectors. During 2008, group companies generated sales of over US\$4.1 billion, of which 71% of the total value and 77% of assets



- Financial Services
- Beverage and Food
- Telecommunications
- Manufacturing

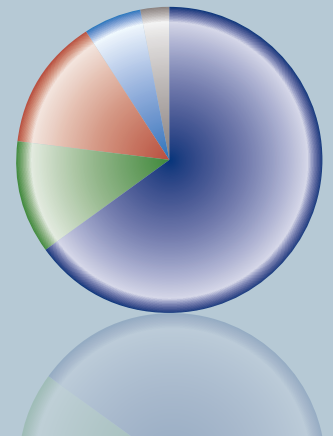
US\$ billion
31.3

totalize the assets managed by Quiñenco, belonging to a select group of companies leaders in their industries

INVESTMENTS BY SECTOR

MCh\$1,365,908 as of 12.31.08
(Book value at corporate level)

■ Financial Services	65%
■ Beverage and Food	12%
■ Manufacturing	14%
■ Telecommunications	6%
■ Other	3%



at the corporate level were generated by the two most significant sectors of the group: financial and beverage and food. The Quiñenco group employs around 18,000 people in Chile and abroad.

Our investment criteria is directed to the development of mass consumer brands and franchises, generating synergies between the different businesses and their distribution networks, creating economies of scale and achieving greater efficiency. Our leadership position has provided the opportunity to work with world-class

17,937

people are employed by the group's companies in Chile and abroad



strategic partners, broadening our experience, resources and knowledge. This strategy has permitted us to offer world class products and services and over time, create value and attractive returns for our shareholders.

As parent company, we work together with each of our companies' administration, enhancing their management capacity and ability, seeking their success, growth and




divestments of over US\$2.3 billion during the last twelve years. The dividends received at the corporate level in 2008 amounted to US\$167 million. These funds are fundamental when financing future acquisitions and supporting the development of our subsidiaries.

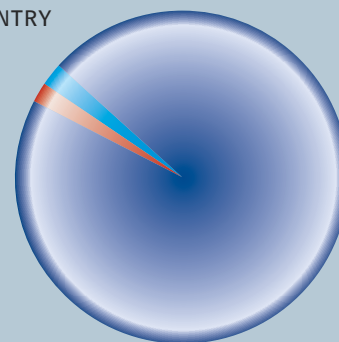
+18%

growth in the aggregate sales of group companies, exceeding US\$4.1 billion in 2008

CONSOLIDATED ASSETS BY COUNTRY

MCh\$2,505,324 as of 12.31.08

	Chile	96%
	Argentina	2%
	Peru	2%



perfection. We therefore define long-term strategies, projecting annual targets, controlling the financial and operational management, structuring and directing significant mergers and acquisitions, as well as identifying synergies between the different business units.

The focus of our business model consists in strengthening the companies in which we have invested in order to increase their value and the return for Quiñenco, through dividends and potential divestments. Our track record in this sense speaks for itself, with proceeds from

23%

reduction in net corporate debt,
to US\$257 million