



CHILE  
ANTOFAGASTA  
LONDON  
CROATIA  
MINING  
BANKING  
BEVERAGE  
MANUFACTURING  
RAILWAY  
SHIPPING  
ENERGY  
TRANSPORT  
PORT SERVICES  
TOURISM

# LUKSIC GROUP

## 2024

GLOBAL  
PHILANTHROPY  
PROGRESS  
LEADERSHIP  
COMMITMENT  
FUTURE  
SUSTAINABILITY  
DIVERSIFICATION  
EXCELLENCE  
INNOVATION  
ENTREPRENEURSHIP



LUKSIC  
GROUP  
2024

## OUR PURPOSE

“Create new paths, discover and study territories that will be the source of progress for future generations.”

ANDRÓNICO LUKSIC ABAROA

*Founder*

( 1926 - 2005 )

LUKSIC  
GROUP





# Our history

This is a story that started in the city and region of Antofagasta, in the heart of the mineral-rich desert of Northern Chile, where Andrónico Luksic Abaroa used to drive alone with his pickaxe and mining helmet, searching for a copper vein, searching for opportunities.

During the second half of the 20th century, the Luksic family gradually transformed itself into one of the most dynamic economic groups in Chile's history. Currently, the Group has business activities in 129 countries through different companies and industries and is one of the top ten copper producers worldwide. It also has substantial ownership stakes in various business sectors such as finance, manufacturing, energy, transportation, port services, beer, wine and other beverages.

Andrónico Luksic Abaroa (1926-2005), was born in Antofagasta, a city in Northern Chile over 1,300 kilometres from Santiago, the nation's capital. He was the son of immigrants, and through hard work and determination he started to build up the Luksic Group. The vast Atacama Desert that surrounds the arid city where he was born left a deep imprint on his childhood and influenced his career path. The world of mining became one of his callings.

During the 1950s, Mr. Luksic Abaroa began to explore Northern Chile in a pickup truck with a pickaxe in hand. His entrepreneurial spirit drove him to seek new opportunities that decades later transformed his enterprise into the ninth largest copper producer

in the world. Simultaneously, he also created a leading financial and industrial holding company, and developed a hotel business in Croatia, the land of his roots and ancestors.

However, he did not achieve all these endeavours on his own. Andrónico Luksic Abaroa fathered five children: three sons and two daughters. From an early age, he groomed his three sons for involvement in the family's companies and each took on a leadership role in one of its lines of business. His firstborn, Andrónico Luksic Craig, took charge of the financial sector. His second son, Guillermo Luksic Craig (1956-2013), led the industrial sector, while Jean-Paul Luksic Fontbona managed the Group's mining activities. Together they triggered significant growth in the Group's assets that started in the 1980s and has continued to this day.

"We are a product of Chile's success" is a phrase that has been repeated countless times by second-generation Luksic Family members, referring to the Group's successful growth. The country's economic expansion over the last few decades has undoubtedly been a key factor in the emergence of a large group of entrepreneurs and dynamic commercial activity in Chile.

“During my whole life, I have thought: ‘By God, it cannot be possible that this desert lies here for no reason, that there is nothing beneath it’. I have always thought that it should hold something valuable”.

*Andrónico Luksic Abaroa, Founder*

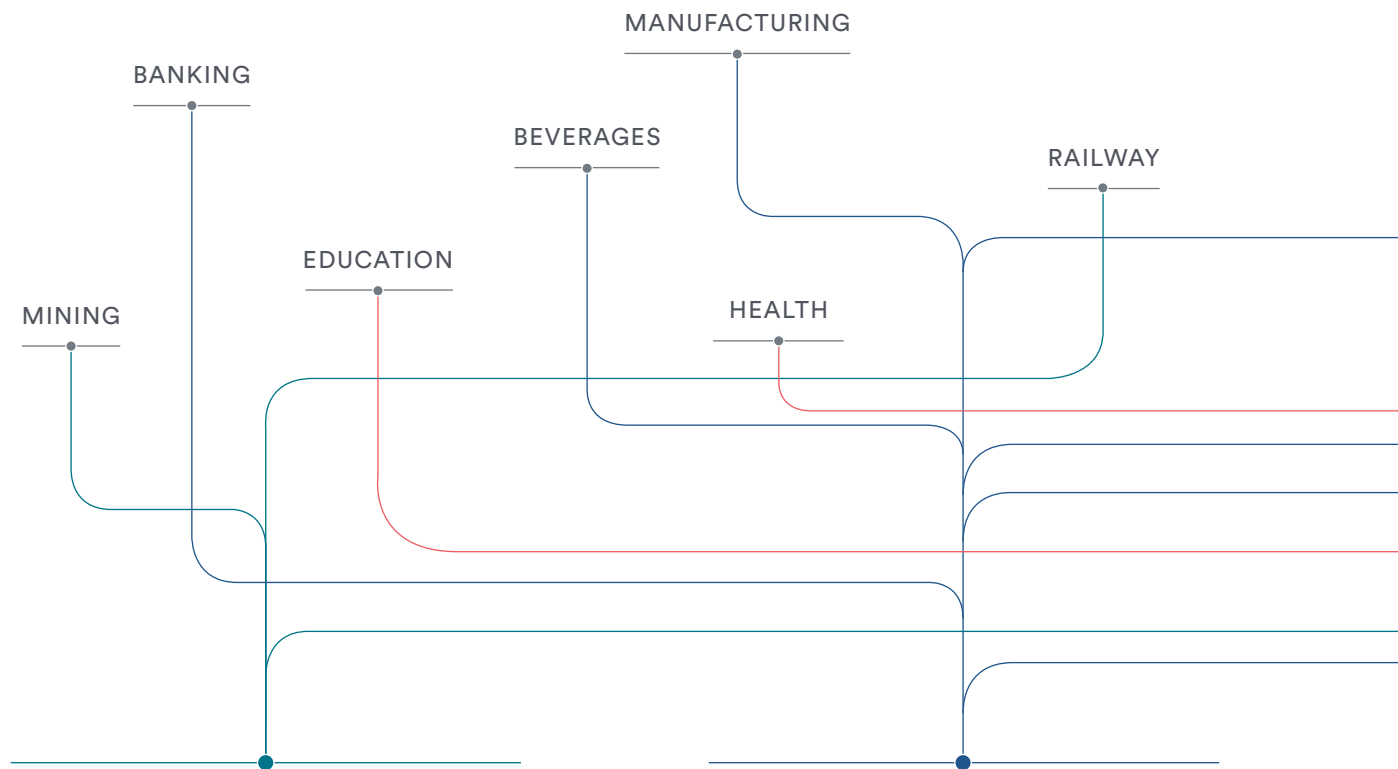
The Luksic Group has been in existence for nearly 70 years, and throughout this period it has maintained intact three core features that have become hallmarks of the Group. The first was the desire to become a high-stakes global conglomerate. At present, the Group's companies have business activities in over one hundred countries, thereby reaffirming its strategy of international diversification. A second characteristic, right from the Group's beginnings, has been to seek out world-class strategic partnerships in the mining, financial and industrial sectors. The Luksic Group has a high percentage of partner participation in companies, with partners generally contributing their experience and knowledge of state-of-the-art technologies. Lastly, the founder's vision was to diversify activities into different productive sectors, a strategy that continues to this day as a unique trademark.

The Luksic Group is currently present in diverse economic sectors through two of its holding companies: Quiñenco S.A. (industrial and financial, led by Pablo Granifo Lavín) and Antofagasta PLC (mining, led by Jean-Paul Luksic Fontbona). A third business area is focused on the tourism and real estate sector

in Croatia (led by Davor Luksic, one of the grandsons involved in family business activities or social foundations).

In addition to creating and managing leading companies in Chile, Andrónico Luksic Abaroa and his family have always shown deep commitment to social progress. They have established nonprofit organizations to contribute to Chile's development and help solve social challenges. The Luksic Foundation is currently the family's main charitable organization, and, during the final years of his life, this is where Mr. Luksic Abaroa dedicated most of his time and effort. The Foundation seeks to help provide equal access to high-quality education for children in underprivileged areas throughout Chile. After Andrónico Luksic Abaroa's death, his family expanded his philanthropic legacy by founding other nonprofit organizations in Chile. One of these foundations is named after Guillermo Luksic Craig, who sadly passed away in 2013.





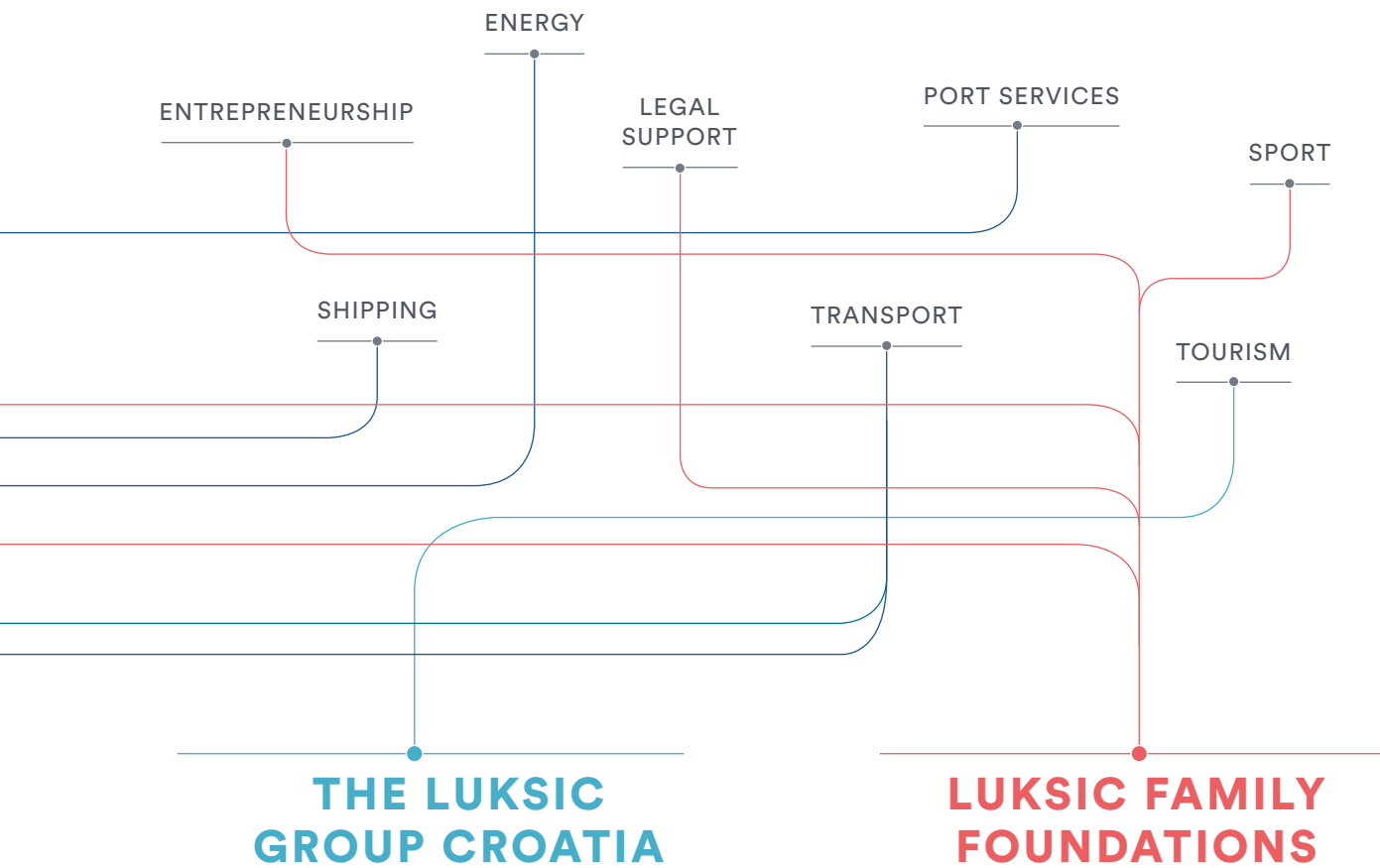
## ANTOFAGASTA PLC

<b>Who we are</b>	<b>10</b>
Los Pelambres	14
Centinela	17
Antucoya	18
Zaldívar	21
Ferrocarril de Antofagasta	22

## QUIÑENCO S.A.

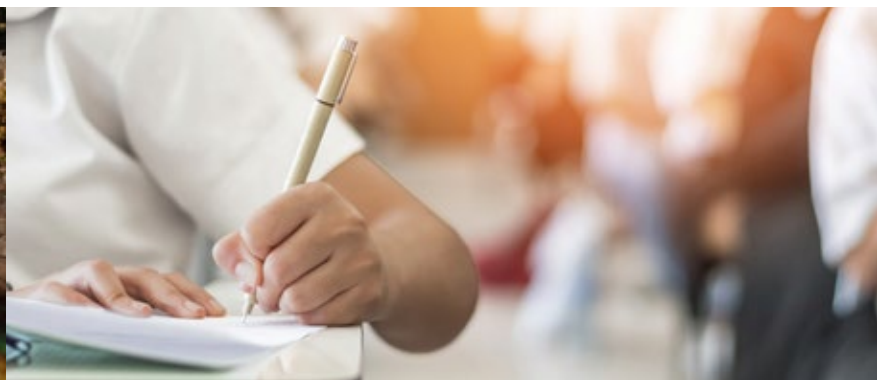
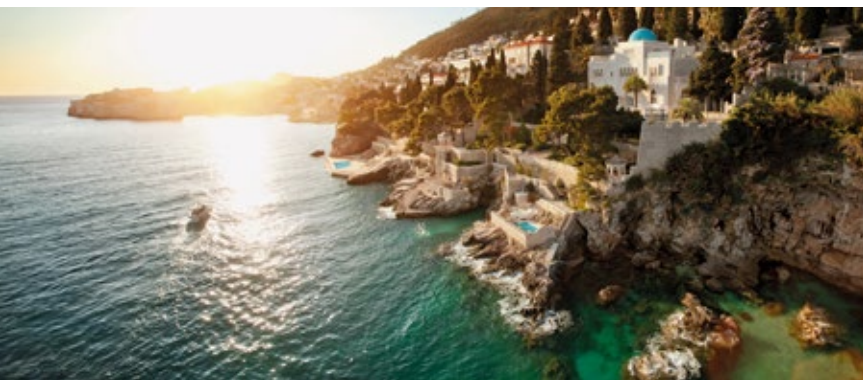
<b>Who we are</b>	<b>26</b>
Banco de Chile	31
Hapag-Lloyd / CSAV	32
CCU	35
Nexans	36
SM Saam	39
Enex	40





<b>Who we are</b>	<b>44</b>
Adriatic Luxury Hotels	47
Plava Laguna	48
Excelsa Real Estate	51

<b>Who we are</b>	<b>54</b>
Fundación Luksic	56
Fundación Guillermo Luksic Craig	58
Fundación Amparo y Justicia	59
Fundación Educacional Oportunidad	60
Fundación Te Apoyamos	61
Fundación La Tapera	62
Santuario La Fusta	63







Los Pelambres, Coquimbo Region

# ANTOFAGASTA PLC

Developing mining for a better future



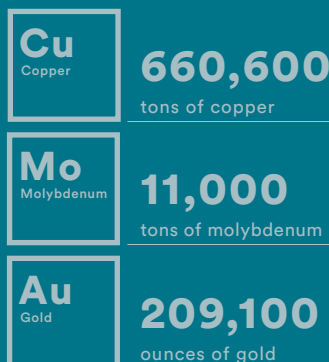
# Who we are

Antofagasta PLC is the leading Chilean publicly listed mining group and one of the largest copper producers in the world.



OWNERSHIP STAKE OF THE LUKSIC  
GROUP IN ANTOFAGASTA PLC

## 2023 production



Antofagasta PLC's story began with the Antofagasta (Chile) and Bolivia Railway Company limited, which was listed on the London Stock Exchange in 1888. In 1980, the Luksic Group acquired control of the company and in 1982 Antofagasta Holding PLC was created (renamed Antofagasta PLC in 1999).

Since then, the company has grown to become one of the ten largest copper producers in the world. Today, mining is the company's core business, representing over 97% of revenue and EBITDA. Antofagasta operates four copper mines in Chile: Los Pelambres, Centinela, Antucoya and Zaldivar, two of which produce significant volumes of by-products. The company also has a portfolio of growth opportunities located mainly in Chile. In addition to mining, the Group has a transport division providing rail and road cargo services in northern Chile, predominantly to mining customers, which include some of Antofagasta's own operations.

In addition to mining operations in Chile, the company also has its sights set on international expansion. It seeks to find new ore resources in countries such as Peru, Canada, and the United States. The quest for growth has led to the development of a copper, nickel, cobalt and PGM project in Minnesota, USA. Additionally, the Company participates in the ownership of Compañía de Minas Buenaventura S.A.A., the largest publicly traded precious and base metals company and a major holder of mining rights in Peru.

Antofagasta PLC's shares are traded on the London Stock Exchange under the ANTO stock symbol, and its shares are a constituent of the FTSE100 index.

Chile is the largest copper-producing country in the world, with 23% of global copper reserves lying beneath its soil and a reputation for high mining standards. Antofagasta PLC is the only Chilean publicly-listed mining group operating in the country's large-scale copper industry, alongside multinational players and the state-owned company Codelco.

Antofagasta PLC is consistent with the Luksic Group's preferred business model. The basis of the model is to build partnerships with companies that own from 30% to 50% of their mines, with the operation and management of the deposits remaining under Antofagasta PLC's control.



“Copper mining is the only industry in Chile that is a major global player. On an annual basis, it generates approximately 14% of the country's GDP, with around 90% of this remaining within the Chilean economy”

JEAN-PAUL LUKSIC

*Chairman of Antofagasta PLC since 2004*





ANTOFAGASTA  
MINERALS

## We generate positive changes by paving the way for the future of mining

Human capital is the group's most valuable asset. For this reason, its first priority is to protect the life, health and wellbeing of its workers, as well as of those who live in communities near group operations and project sites.

Antofagasta PLC has a team of first-class professionals and aims for excellence in everything it does; this has become the group's undeniable trademark. Antofagasta PLC has a long-term vision, yet understands that challenges must be faced with courage in order to learn from mistakes and have the flexibility to adapt to new realities. It is a pioneer in the use of untreated sea water for copper production and was the first group in the industry

to apply thickened tailings technology on a large scale, thereby reducing water consumption.

The company already has a desalinization plant operating at its Los Pelambres operation and, once its capacity has doubled, it expects 90% of the water it uses for copper production to be seawater or recirculated water. Furthermore, Antofagasta PLC promotes the use of renewable energy in order to cut back on emissions that negatively impact the environment. Its four mining operations rely solely on energy generated from renewable sources.



TOTAL REVENUE

# US\$ 6.325 billion

and an EBITDA of US\$ 3.087 billion was reached in 2023.



INVESTMENT

# US\$ 2.129 billion

in 2023 and an estimated US\$ 2.7 billion for 2024.



“Copper plays a crucial role in fulfilling the dream of achieving a more sustainable world with a better quality of life. It is a vital element for clean energy, electric vehicles and other technologies”

*Iván Arriagada, Antofagasta PLC CEO since 2016*

## GENERATION OF OPPORTUNITIES FOR COMMUNITIES AND REGIONS

**A total of US\$ 47.9 million** was allocated to corporate social responsibility in 2023 in order to promote community investment programmes and social projects. This included donations, sponsorships and financing of the Minera Los Pelambres Foundation.

## INNOVATIVE SOLUTIONS IN WATER USAGE

**Around 60%** of all the water withdrawn for use in the group's operations in 2023 was seawater. The group is a pioneer in the use of untreated sea water for mining, dating back to 1993.

## JOB CREATION

Antofagasta employs some **27,000 people**, of whom 23% are own employees and 77% are contractors. Antofagasta's People Strategy is built on four pillars: culture, talent management, organisational effectiveness, and labour relations and engagement.

## PROMOTING RENEWABLE ENERGY

Los Pelambres completed the construction of a desalination plant and has plans to double its current capacity. Once completed, this will result in **over 90% of its water** usage coming from desalinated sea water and recycled water.

## PROMOTING PRODUCTIVE CHAINS

**Over 2,000 suppliers** of goods and services form part of Antofagasta's supply chain, of whom 96% are based in Chile.





# LOS PELAMBRES



**Alejandro Vásquez**  
*General Manager*  
since 2022

The production facilities of Minera Los Pelambres stretch across 120 kilometres between the Andes Mountain Range and the Pacific Ocean, in the Choapa Province in the Coquimbo Region. It is a sulfide ore mine that began operations in 1999. It produces copper concentrate (with gold content) and molybdenum concentrate, through a grinding and flotation process.

The ore is extracted from an open-pit mine located in the Salamanca district, roughly 240 kilometres northeast of Santiago, and is shipped out via the Punta Chungo port in Los Vilos.

Antofagasta PLC is the operator and controlling shareholder with 60%, and a consortium of Japanese companies, consisting of JX Nippon Mining, Mitsubishi Materials, Marubeni, and Mitsubishi Corp, owns the remaining 40%.

## 2023 production



**300,300**  
tons of fine copper  
concentrate



**8,100**  
tons of molybdenum



**43,300**  
ounces of gold











All of the water used in Minera Centinela operations is saltwater brought up from the coast to the mine at an altitude of 2,200 metres through a 145-kilometre aqueduct. At Antucoya, all of the water used is raw seawater.

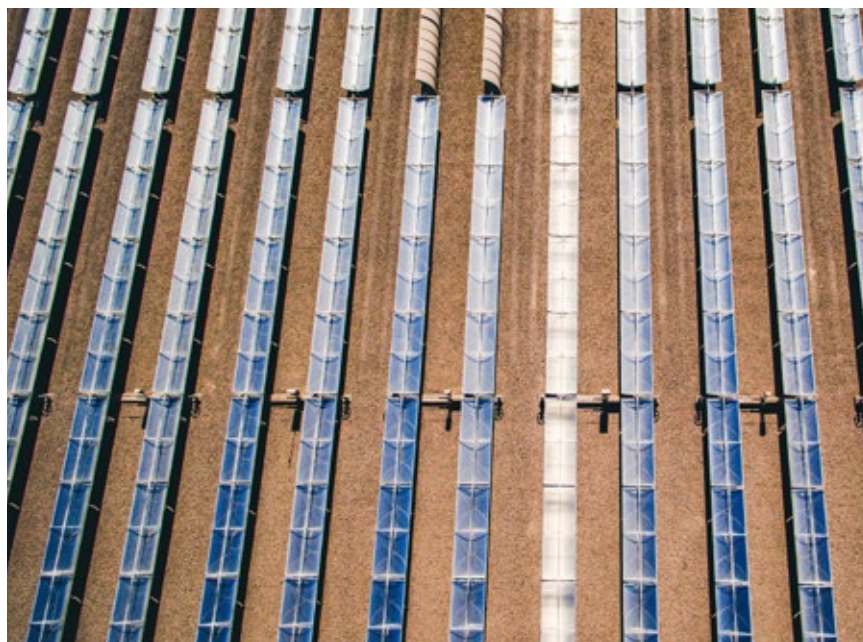
# CENTINELA

As part of its efforts to ensure company growth, the group created Minera Centinela in July 2014 by merging El Tesoro and Esperanza's operations. The mine is located at 2,300 metres above sea level in the Sierra Gorda district, an important mining area in the Antofagasta Region.

The mine property contains both sulfide and oxide copper ores and produces gold as a by-product. In 2018 it also began producing molybdenum.

For water resource conservation purposes, the company largely operates with sea water and was the first mining company in the world to use thickened tailings technology on a large scale.

Antofagasta PLC owns 70% of the property and the remaining 30% is owned by the Marubeni Corporation.



**Carlos Espinoza**  
*General Manager  
since 2020*

## 2023 production

<b>Cu</b> Copper	<b>242,000</b> tons of fine copper in cathodes and concentrate
<b>Au</b> Gold	<b>165,800</b> ounces of gold
<b>Mo</b> Molybdenum	<b>2,900</b> tons of molybdenum

A thermosolar plant with 1,280 connector module units has decreased the use of diesel fuel at the mine.

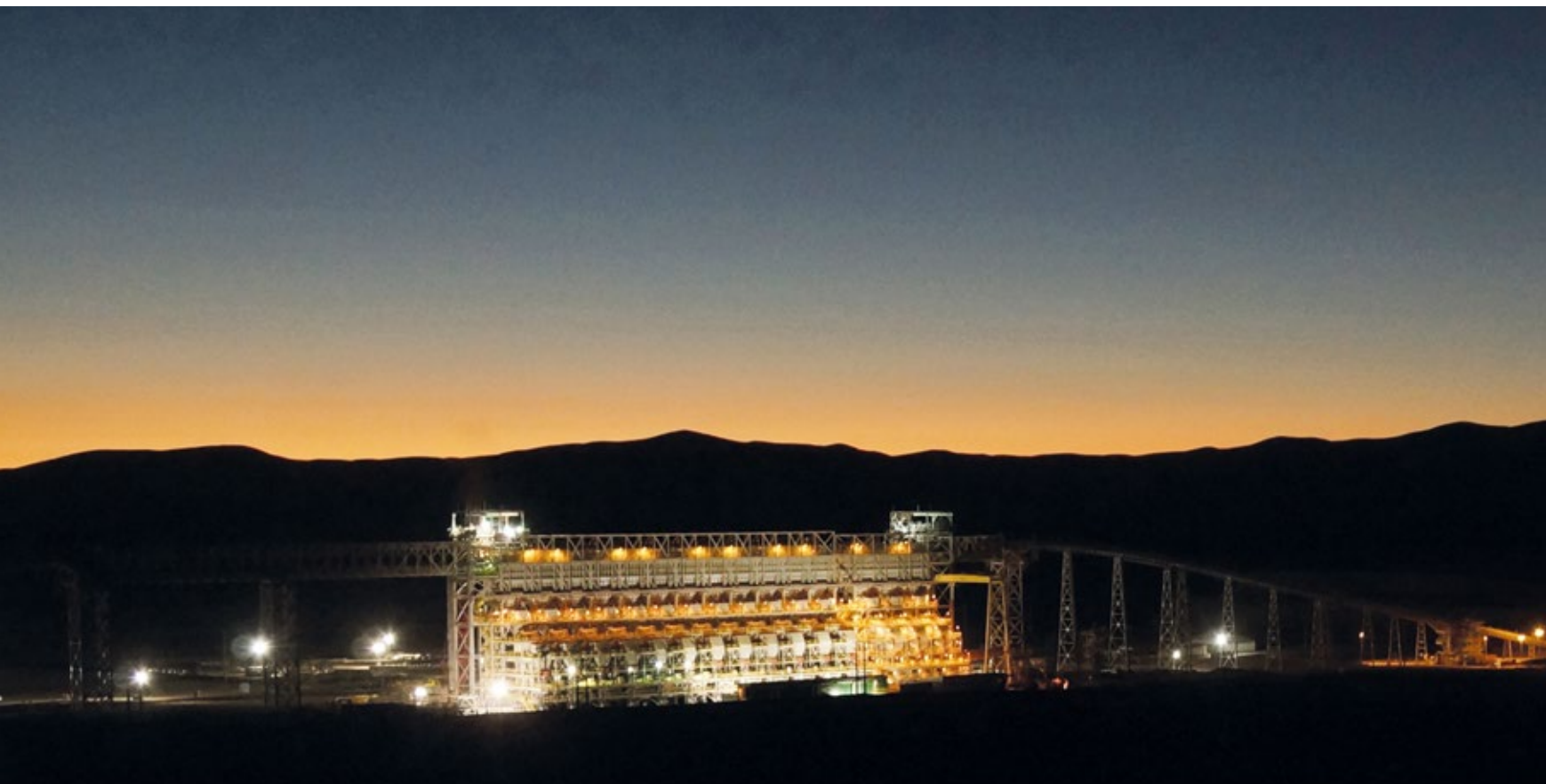


# ANTUCOYA

---

Antucoya, a copper oxide mine, is the group's newest operation. It is located in the Antofagasta Region, between the Maria Elena and Mejillones districts, at 1,700 metres above sea level. It began commercial production in April 2016. The mine operates exclusively with untreated sea water, extracted from facilities immersed in the

Michilla Cove. Given its low ore grade (an average of 0.35%), this operation faces efficiency and production challenges, which will be a common issue in future mining operations. Antofagasta PLC owns 70% of the mine's property and the remaining 30% is owned by its strategic partner, the Marubeni Corporation.



2023  
production:



**77,800**

tons of fine copper  
cathodes



**Ivo Fadic**  
*General Manager  
since 2023*





2023 production:

Cu

Copper

40,500

total tons of copper cathodes  
and concentrate



# ZALDÍVAR

Antofagasta PLC's constant objective is to ensure sustainable growth in the mining sector. Therefore, in December 2015 it acquired 50% of the Zaldívar Mining Company from Barrick Gold Corporation, thus transforming this 20-year-old operation into a new asset. With this transaction, the Group also became the mine's operator. The deposit is located in the Antofagasta Region, at over 3,300 metres above sea level.



**Leonardo González**  
*General Manager*  
since 2023



View of the Zaldívar mine, Antofagasta, Chile



# FERROCARRIL DE ANTOFAGASTA

---

Established more than 130 years ago, Ferrocarril de Antofagasta (FCAB) is one of the most important domestic integrated transport systems in the region. The quality of its services and its track record have made it the logistics arm of Antofagasta PLC.



**David Fernández**  
CEO since 2024

FCAB is a key player in the development and growth of the Antofagasta Region. It provides integrated, multimodal and operational services with over 700 kilometres of track, and it has trains with hoppers and tank wagons, in addition to a fleet of trucks with state-of-the-art technology capable of transporting products from the largest mines in Northern Chile. Currently, FCAB transports sulfuric acid, copper concentrates, anodes, cathodes, brine, lime, solvents and fuel. FCAB also transports zinc and lead concentrates from Bolivia, and minerals to and from the ports of Antofagasta and Mejillones.



2023 transported cargo:

**7.11** million tons







Santiago, capital city of Chile



# QUINENCO

Contribute to progress.  
Develop enterprises.  
Create value.



# Who we are

---

Quiñenco is one of Chile's largest and most diversified business conglomerates. It includes companies that are leaders in six key areas of the Chilean economy and has investments in 141 countries on five continents that together employ a global workforce of over 75,000.

Founded in 1957, Quiñenco is a holding company that manages investments in the financial, beverage, manufacturing, energy, transport and port services sectors.

The company has established a value creation system for the professional management of its investments. It acquires, restructures and develops assets to maximize profitability and, when appropriate, it divests them. Over the last two decades, the company has proven its value-building capacity, consolidating the profits for shareholders.

Maintaining control or significant influence over its companies, either directly or through strategic alliances with world-class industry leaders, is an essential part of Quiñenco's corporate strategy. It maintains a conservative corporate financial policy with low debt levels. It also has a sound cash position, which allows it to take advantage of new business opportunities.

---

ASSETS UNDER MANAGEMENT AS OF DECEMBER 2023

## US\$ 113.2 billion




LUKSIC GROUP OWNERSHIP  
IN QUIÑENCO

**Citigroup, Heineken, Pepsi,  
Nestlé, Hapag- Lloyd,  
Nexans, Shell**

Quiñenco forms partnerships with world-class corporations to develop its markets and products and to take advantage of their combined know-how, experience and financial capacity.



A photograph of two men in suits standing in a hallway. The man on the left has a grey beard and is wearing a dark suit with a red patterned tie. The man on the right is wearing a dark suit with a yellow patterned tie. They are both looking at the camera. The background is a blurred hallway with a large wooden door and a chandelier.

“I am absolutely certain that at Quiñenco and in each of our companies, we have the best people, of great intellectual and professional stature, who are undeniably capable of leadership, taking the helm with a firm hand and facing whatever challenge may arise.”

**ANDRÓNICO LUKSIC C.**  
*Former Chairman, 2013-2023*

“We will continue contributing to progress, moving forward on this path with a passion for excellence, seeking opportunities for sustainable growth, diversifying on solid foundations and with a strong commitment to our corporate governance and principles”.

**PABLO GRANIFO**  
*Chairman, since December 29, 2023*

# We contribute to the progress of Chile and the world.

At Quiñenco we work to achieve progress and we are open to the world as we seek new ventures and discover new horizons that create value for companies, their shareholders and employees. Rather than just striving to do things well, we aim to always do them better, and to bring to them a long-term perspective.

We understand sustainability in its three dimensions: economic, social and environmental. We seek results, while at the same time contributing to economic growth and the development of people, communities and the areas where we are present. The following four strategic focuses guide the company as it builds a healthy coexistence with society:



LEADERSHIP



EXCELLENCE



SUSTAINABLE  
HUMAN  
DEVELOPMENT



COMMITMENT  
TO COUNTRY





“Our results and development reaffirm our growth and international diversification strategy. We will continue to advance along this path, growing organically in Chile and exploring business opportunities abroad”.

Francisco Pérez Mackenna, *CEO of Quiñenco since 1998*



**141** countries



**+470** vessels

**US\$ 7.8 billion**

2023 Net Asset Value

**US\$ 959.9 million**

Quiñenco 2023 net income



**60%**

of the assets of our main operating companies are in Chile.



**3**

group companies are listed on the Dow Jones Sustainability Index Chile (DJSI Chile): Banco de Chile, CCU and SM SAAM.

**US\$ 79.1 billion**

2023 consolidated assets

**US\$ 5.4 billion**

2023 market capitalization

**US\$ 40.6 billion**

aggregate revenues



# Banco de Chile

Banco de Chile's headquarters, Santiago

# BANCO DE CHILE

## The Bank of Chile

Banco de Chile is a leading financial institution in the Chilean banking industry, with more than 130 years of tradition and 2.6 million active clients, offering comprehensive solutions and advisory services for their financing, investment, savings and cash management needs.

The strategic alliance with Citigroup complements the bank's financial services of excellence for its customers and gives access to one of the most important financial platforms in the world. Historically, Banco de Chile has consistently outperformed the Chilean banking sector in terms of Return on Equity.

The institution leads the Chilean banking industry in profitability, with the highest net income and return on average equity in 2023 and ranks among the highest market shares in loans and deposits. It is also one of the most solid banks in Latin America with outstanding international credit ratings.

As one of the most recognized Chilean brands, Banco de Chile's contribution has been essential to the growth and development of Chile's domestic economy and has provided strategic support for local entrepreneurship. Promoting financial education and sustainable and environmentally friendly business growth are among Banco de Chile's main commitments.

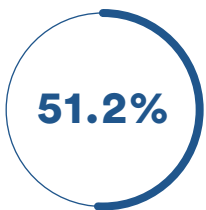


“The history of Banco de Chile is closely linked to the history of our country, and it has always been a key player in the economic and social progress of our country. Based on our tradition, financial stability and exceptional service over more than 130 years, we have an optimistic vision of the future of our institution, which will continue contributing to the welfare of our clients.”

Eduardo Ebensperger, CEO since 2016

### OWNERSHIP STRUCTURE

As of December 2023



STAKE HELD JOINTLY BY QUIÑENCO AND CITIGROUP IN BANCO DE CHILE THROUGH LQIF



12,217 employees

US\$ 63.6 billion in assets

Leading private bank in Chile



# HAPAG-LLOYD / CSAV

## A cleaner future for shipping

The Compañía Sud Americana de Vapores, CSAV, in which Quiñenco holds a 66,45% stake, is a Chilean company with a track record spanning more than 150 years. Since December 2014, it has been one of the largest shareholders of the German shipping and container transportation company, Hapag-Lloyd.

Hapag-Lloyd was established in 1847 and is one of the world's foremost container shipping companies. Its headquarters are located in Hamburg, Germany, which is the hub for a network of 140 countries around the world. The company has a modern fleet of 266 vessels.

After its 2017 merger with United Arab Shipping Company (UASC), Hapag-Lloyd became the fifth largest container shipping company in the world. The synergies achieved through this merger also made it one of the most efficient shipping companies worldwide.

**266** vessels

**11.9 million**

TEU transported in 2022

**16,295** employees

EBITDA

**US\$4.8 billion**

in 2023



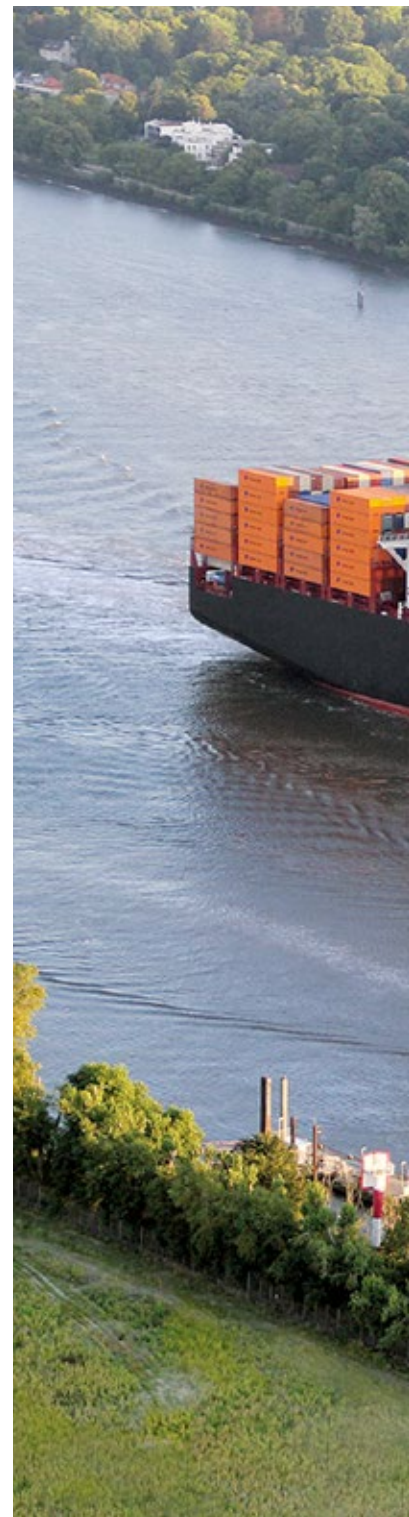
**Óscar Hasbún**

*CEO of CSAV since 2012; member of the Supervisory Board of Hapag Lloyd.*



**Rolf Habben Jansen**

*Hapag-Lloyd's CEO since 2014*







OF HAPAG-LLOYD  
BELONGS TO CSAV, A  
QUIÑENCO SUBSIDIARY.



Hapag-Lloyd



Hamburg Express



CCU works in strategic alliances in different business areas with market leaders including Heineken, Coors, Pepsi, Nestlé, Watt's and Postobón, representing both global and its own local brands.



Patricio Jottar  
CEO since 1998



Beer production in CCU Quilicura plant, Santiago, Chile





## A passion for creating experiences to share a better life together.

Over the years since it was founded, CCU has diversified its operations, transitioning from a Chilean beer-based company into a leading regional multicategory branded beverage company with operations in six Latin American countries: Chile, Argentina, Bolivia, Colombia, Paraguay and Uruguay.

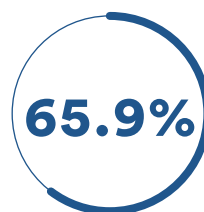
The following are among the Company's principal licensing, distribution and joint venture agreements: Heineken Brouwerijen B.V., PepsiCo Inc., Seven-up International, Schweppes Holdings Limited, Société des Produits Nestlé S.A., Pernod Ricard Chile S.A., Promarca S.A. (Watt's), Red Bull Panamá S.A., Stokely Van Camp Inc., and Coors Brewing Company.

In Chile, CCU is one of the largest players in every beverage category in which it participates, including beer, soft drinks, mineral and bottled water, functional drinks, nectar, wine and spirits.

CCU works to ensure its long-term value, and sustainability is one of its three strategic pillars, together with growth and profitability, caring for and respecting the environment, as well as considering the present and future well-being of all its stakeholders.

### OWNERSHIP STRUCTURE

*As of December 2023*



OF CCU'S PROPERTY IS HELD BY IRSA, A 50/50 JOINT VENTURE BETWEEN QUIÑENCO AND HEINEKEN



**35** plants and **52** distribution centers

**10,244** employees

**US\$ 3.9 billion** in assets

**US\$ 433 million** in EBITDA

**VSPT WINE GROUP**

VSPT Wine Group, of which CCU is the majority shareholder with an 84.70% stake, currently comprises six Chilean and two Argentine wineries, each with its own winemaking style and brand positioning: San Pedro, Tarapacá, Leyda, Santa Helena, Misiones de Rengo and Viñamar in Chile, along with La Celia and Graffigna in Argentina.

With a presence in over 80 countries, VSPT is one of the world's Top 20 wine-producing groups and Chile's second largest wine exporter.



The Nexans plant in Halden, Norway

# NEXANS

## Electrify the future.

With a history spanning over 120 years, Nexans is one of the world's principal cable manufacturers, enabling the transmission of energy and essential data for the current and future development of the world.

Headquartered in France, Nexans sets a technological benchmark. It manufactures an extensive range of cables and cabling solutions that transmit power and information to millions of people, communities and industries. The company is continuously innovating across its entire range of products and services.

As a global player in the cable industry, from behind the scenes Nexans delivers the innovative services and resilient products that carry thousands of watts of energy and terabytes of data per second around the world. Millions of homes, cities, and businesses are powered every day by Nexans' high-quality, sustainable cabling solutions.

Nexans is currently a major player in all areas of electrification, including the generation, transmission, distribution and usage of energy.



**Christopher Guérin**  
CEO since 2018



QUIÑENCO'S OWNERSHIP STAKE  
IN NEXANS AS OF DECEMBER 2023

ASSETS

**6.5 billion** euros

**28,367** employees

**41** countries with industrial activities

Adjusted EBITDA

**655 million** euros in 2023

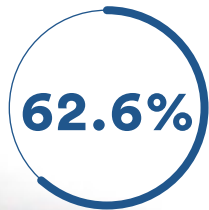


A large-scale photograph of an offshore wind farm. In the foreground, a massive white wind turbine dominates the left side, with its three blades extending towards the right. The blades have small red markings. In the background, a series of similar wind turbines are visible, receding into the distance over a deep blue sea under a clear sky. A small red and white boat is visible near the base of one of the turbines in the middle ground.

Nexans



SAAM has partnerships with strategic local and global operators in the different markets where it operates.



QUIÑENCO'S OWNERSHIP  
STAKE IN SM SAAM





# SM SAAM

## Connecting business with new opportunities.

---

SM SAAM is a multinational company based in Chile, with operations at more than 90 ports spread across 13 countries in the Americas, from Canada to Patagonia, and offering services for foreign trade through two business areas: Towage and Air Cargo Logistics.

SAAM Towage boasts consolidated leadership in the Americas and is the third largest provider of towage services worldwide. With more than 200 harbour tugs, its services include vessel berthing and deberthing support, assistance, salvage, towage and ferries, both in harbour and offshore, in the main ports in Chile, Mexico, Brazil, Uruguay, Ecuador, Guatemala, Costa Rica, Canada, Panama, Colombia, El Salvador, Honduras and Peru.

In the logistics business, the company provides airport services in Chile, Colombia and Ecuador through its subsidiary Aerosan, a fully owned company as of 2020.



**Macario Valdés**  
*CEO since 2016*

Operations in

**+90** ports in **13** countries in the Americas

---

**+4,000** employees

---

**1<sup>st</sup>** tugboat operator in the Americas

---

EBITDA

**US\$160 million** in 2023

---

# ENEX

## To be the energy that drives your world.

Enex was acquired in 2011 and inherited almost 100 years of Shell's legacy in Chile. In 2018, the Company kick-started its international expansion by acquiring Road Ranger, the fourth largest travel center network in the United States. A year later, it entered Paraguay, acquiring Gasur SRL, a local service station network.

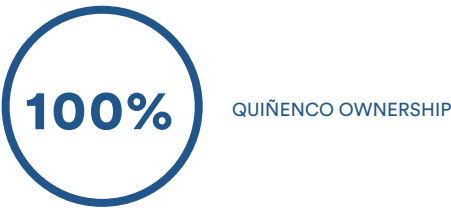
Enex has established itself as a premier supplier of mobility services to both individuals and professional fleet customers, primarily through a well-established network of fuel and electric stations, convenience stores and travel centers, alongside a complementary top-tier fuels and oil-based lubricants distribution platform. The company has a network of more than 440 Shell service stations and 200 upa! and up!ta convenience stores in Chile, supplies over 70 service stations in Paraguay, and more than 49 Road Ranger travel centers in the United States.

In Chile, Enex is also a leading player in the distribution and commercialization of fuels and lubricants for various industries, such as mining, aviation, transport, construction, marine and forestry. In addition, it has a network of fast-charging points located in service stations in Chile.

Among other investments, Enex has a 50.00% stake in Asfaltos Conosur S.A., a bitumen storage and dispatch operator; and a 33.33% stake in SIAV LTDA, which provides fuel storage and supply services to aircraft at Santiago International Airport.

### OWNERSHIP STRUCTURE

As of December 2023



**212** upa! and up!ta convenience stores in Chile

**4,546** employees

**449** service stations under Shell license in Chile

**49** travel centers in USA

**77** service stations in Paraguay







Nicolás Correa  
CEO since 2013









# THE LUKSIC GROUP CROATIA

Developing Croatian tourism to create  
the finest guest experience



# Who we are

---

The Luksic Group Croatia is one of the largest and most successful hospitality investors in the Croatian tourism industry.

It all began in 1999 when Andrónico Luksic Abaroa made his first investment in tourism by purchasing Grand Villa Argentina, which was built in the 1920s and is one of the most iconic hotels in Dubrovnik. A few years later, the Group further expanded its tourism investments through the purchase of Plava Laguna in Poreč, Istria. The Luksic Group's current operations are primarily focused on Istria and Dubrovnik, two of the most popular tourism destinations in Croatia.

For the past 25 years, the Group has grown its business operations in Croatia through a portfolio of tourism and real estate companies, including Adriatic Luxury Hotels, Plava Laguna, and Excelsa Real Estate. These companies operate in Dubrovnik, Poreč, and Umag and include 28 hotels, 9 camping sites, 10 apartment villages, and numerous other luxury properties, such as the iconic Villas Agava and Sheherezade.

Additionally, Excelsa Real Estate owns and operates the famous Dubrovnik Cable Car, which transports approximately 435,000 passengers each year, and manages a diverse portfolio of 10 commercial properties in Croatia.

**47,000**

bed capacity

---

**US\$ 124.1 million**

total EBITDA approx.

---

**US\$ 303.5 million**

total revenues approx.

---

**US\$ 714.9 million**

total assets (book value) approx.

---

*\* figures as of December 2023*



A portrait of Davor Luksic Lederer, a man with a shaved head and a short beard, wearing a dark blue suit, white shirt, and dark tie. He is looking directly at the camera with a serious expression. The background is a dark, textured stone wall.

“I’m very proud to continue my grandfather’s work and legacy. In over two decades, we have invested and grown significantly in the tourism sector, thus contributing to the overall growth and development of the Croatian economy.”

**DAVOR LUKSIC LEDERER**

*Executive Chairman of Adriatic Luxury Hotels,  
Plava Laguna and Excelsa Nekretnine since 2011.*

Hotel Excelsior, a century-old landmark hotel in Dubrovnik, is part of the Dream Collection, and a member of Mr. & Mrs. Smith's small luxury hotels collection.



Dubrovnik, Croatia





# Adriatic Luxury Hotels

Adriatic Luxury Hotels, headquartered in Dubrovnik, Croatia, stands as the epitome of luxury hospitality in the region. Its renowned portfolio comprises premier seaside hotels and villas, strategically located in iconic destinations, including Dubrovnik, a UNESCO World Heritage Site, Mljet island with its pristine national park and the picturesque harbour town of Cavtat.

**8** Hotels

**1,556**  
room accommodation units

**3,111** beds

**1,210** employees  
(in peak season)

**528,865**  
total number of overnight stays

*\* figures as of December 2023*

The properties are renowned for their excellent service and modern design. Each guest is warmly welcomed with personalized hospitality, and the company's commitment to professionalism guarantees a superlative level of service for every guest.

Adriatic Luxury Hotels has three distinct hotel collections. The Dream Collection features prestigious establishments, such as Hotel Excelsior Dubrovnik, Hotel Bellevue Dubrovnik, Hotel Supetar Cavtat, Supetar Residence, Villa Orsula, Villa Agave and Grand Villa Argentina, which represent the pinnacle of the hospitality available in the region. The Escape Collection includes exceptional properties like Hotel Dubrovnik Palace, Hotel Kompas Dubrovnik and Villa Glavić. Hotel Croatia Cavtat d.d., part of the Escape Collection, is owned by Plava Laguna d.d. and operates under a management agreement with the company. Completing the collection is the Unwind Collection, featuring Hotel Odisej Mljet.

ALH is dedicated to curating unforgettable experiences that merge luxury with the stunning coastal charm of Croatia. As the leading luxury hospitality company in Dubrovnik, ALH aims to consistently deliver the highest level of quality and service to each guest.

98%

LUKSIC GROUP  
CROATIA  
OWNERSHIP

# Plava Laguna

On 1 January 2018, Plava Laguna Poreč and Istraturist Umag merged to create Plava Laguna, expanding the company's portfolio and area of operation. The company operates in Poreč and Umag, two of the most recognized destinations on the Istrian peninsula.

Plava Laguna d. d. Poreč, a tourism and hospitality company, traces its origins to a campsite hotel founded in 1957. Most of Plava Laguna's hotels and facilities were built in the mid-1970s when the company focused on sports and recreational tourism, making it a pioneer in Croatia's tourism industry.

In 2000, the Luksic Group took a majority stake in Plava Laguna through Sutivan Investments Anstalt. Then, in 2014, the company achieved a significant milestone by acquiring a majority stake in Istraturist Umag d.d., marking one of the most significant transactions in the history of Croatian tourism.

This acquisition expanded Plava Laguna's portfolio, bringing on board a hotel company with a rich 50-year history and substantial accommodation capacity. As a result, Plava Laguna emerged as a prominent player in Croatia's tourism sector, with the capability to accommodate over 43,000 guests a day, spanning 20 hotels, 10 apartment complexes, and 9 campsites. The full integration of Istraturist Umag into Plava Laguna was successfully accomplished on 1 January 2018, accompanied by a comprehensive rebranding initiative aimed at modernizing and revitalizing the company's image.

Plava Laguna's "vacation playgrounds" in Poreč and Umag provides guests with a wide range of services in hotels, apartments and campsites. Our portfolio ranges from comfortable and well-equipped 3- and 4-star properties to premium services tailored to deliver exceptional guest experiences. In 2023, Plava Laguna introduced "Plava Laguna Sport", a brand dedicated to promoting the development of sports tourism in Istria.

**9** campsites

**20** hotels

**43,369** beds

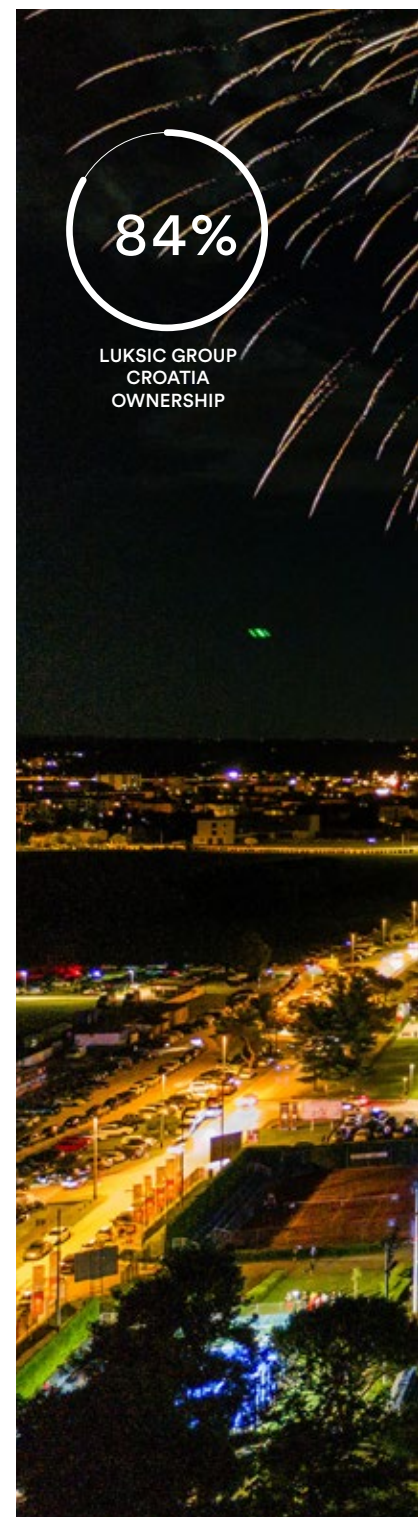
**16,369** accommodation units

**3,000** employees (in peak season)

**5.271 million** total overnight stays

**10** apartment villages

*\* figures as of December 2023*







Plava Laguna is proud to own and organize the Croatia Open Umag, a renowned men's ATP 250 tennis tournament held in the picturesque town of Umag, Croatia. This event, which began in 1990 as the Yugoslav Open, holds the distinction of being the oldest tennis tournament both in Croatia and across the region. Set against the stunning backdrop of the Adriatic coastline, the tournament takes place on outdoor red clay courts and has become a beloved fixture in the ATP calendar. It's not only the biggest sporting event in Croatia but also hosts an incredible entertainment and culinary programme, making it a fun and cherished experience for both players and spectators.





The Dubrovnik Cable Car is one of the must-visit attractions in Dubrovnik, providing passengers with a breathtaking view of the city's historical roofs, forts, cathedrals, castles, hidden streets, and the crystal-clear waters of the Adriatic Sea.





LUKSIC GROUP  
CROATIA  
OWNERSHIP



## Excelsa Real Estate

Established in 2006, Excelsa Real Estate manages a diverse portfolio of commercial properties in various Croatian cities and is involved in other real estate-related activities. Excelsa's most valuable assets are either near or within the historic city walls of Dubrovnik, including historic buildings like Pucić Summer Residence, Nautika, and Lučarica, along with a carpark close to Dubrovnik's historic area.

In 2009, Excelsa embarked on the restoration of the Dubrovnik Cable Car, originally built in 1969 and damaged during the 1991–1995 Homeland War. The renovated cable car reopened in July 2010, becoming part of Excelsa's real estate activities. Since then, it had transported more than 5.3 million passengers as of December 2024.

Currently, Excelsa Real Estate manages a range of properties, including three historic buildings in Dubrovnik, a parking area near the historic district, drydock facilities in suburban Dubrovnik, the operation of the Dubrovnik Cable Car, a building in Split within Diocletian's Palace, commercial spaces in Dubrovnik and Šibenik, and various plots of land covering 35,000 m2 in the Konavle area, just 35 km from Dubrovnik.

**435,000** total annual cable car passengers

*\* figure for 2024*





# LUKSIC FAMILY FOUNDATIONS

We are committed to Chile and to building  
opportunities for a better quality of life

# Who we are

---

“Helping people has opened up a new world for me”

ANDRÓNICO LUKSIC ABAROA

*Founder*

An essential part of the legacy left by Andrónico Luksic Abaroa was his philanthropic activity. Convinced that it was his duty to contribute to the development of the social needs of his country, from the 1960s onwards Mr Luksic started creating institutions focused on helping underprivileged children and young people in Chile.

His children and grandchildren have not only taken over control of the foundations he set up, but also extended the work he began, which is now spread across six social benefit organizations. These make their contributions to society in various areas: entrepreneurship, justice, health, sport and especially education. This latter was an area chosen originally by the founder and is where the family now devotes its greatest efforts.

Four organizations presently contribute towards different stages of the education process. *Fundación Luksic*, *Fundación Educacional Luksic*, *Fundación Educacional Oportunidad*, and the initiative *Luksic Scholars* together cover a range of activities from preschool education to postgraduate studies. These activities encompass primary schools in rural areas, secondary schools in underprivileged neighbourhoods, technical and vocational training institutions and even some of the world's best universities, with which the family has special agreements.

Another three foundations contribute to the country in other action areas. *Fundación Guillermo Luksic Craig* concentrates on health and

infancy; *Fundación Impulso Inicial* on entrepreneurship, health, education and sports; and *Fundación Amparo y Justicia* on helping people who need support and legal assistance in cases of sexual assault resulting in death.

The family's history and roots have also played a role in the charitable work that the Luksic family has chosen to support. For instance, the Croatian origins of the founder influenced the support given to *Instituto Agrícola Pascual Baburizza*, located in the town of Los Andes, near Santiago, which was originally set up by a prominent Croat who lived in Chile.

The birthplace of Mr Luksic and his children - the region of Antofagasta – has prompted them to undertake a number of social initiatives related to these origins. These include the building of the new Teletón institute for the rehabilitation of disabled children in Antofagasta and the Norte Grande area of Chile and the renovation of *Parque Brasil* in the heart of the city. Furthermore, *Fundación Luksic* works with various secondary schools in underprivileged areas in this part of the country.

The Luksic family has also been a frequent and important collaborator in large-scale charitable fundraising campaigns in Chile, a country that has often been hit by natural catastrophes demanding transversal solidarity and aid.



"Our family is truly committed to contributing to the country's development through the education of individuals".

ISABELLA LUKSIC  
*CEO Fundación Luksic*



# Fundación Luksic

---

*Fundación Luksic is the first and oldest of the Luksic family's foundations. The family's philanthropic work began with Andrónico Luksic Abaroa in the 1960s and was formalized in the year 2000 when the foundation was established. Since 2020, the organization has brought together the work of Fundación Educacional Luksic, Fundación Impulso Inicial and Fundación Luksic Scholars, in addition to being the vehicle for any of the family's donations. This makes Fundación Luksic the Luksic family's principal philanthropic organization.*

*Fundación Luksic's is at the service of Chile, contributing to the country's development by strengthening people's skills and capabilities, through education, sports, entrepreneurship and international education programmes. In addition, we also provide concrete support to individuals and organizations in times of need, particularly when there are natural disasters in Chile.*

We **design and implement evidence-based programmes** that enhance the development of socio-emotional competencies and skills in individuals at different stages of life. With the aim of refining

and ensuring the quality of our social programmes, we evaluate our initiatives at four key stages, in coherence with the programme's respective theory of change. Furthermore, to guarantee that programmes are implemented efficiently and effectively, we operate under a continuous improvement model that focuses on delivering a quality service and experience to our beneficiaries.

Historically, *Fundación Luksic* has supported programmes in **education**. We strongly believe that through education, we can transform the life paths of students at both the personal and professional level. To this end, we have developed a programme for fourth-year students in technical and vocational secondary schools, called *Aspiraciones Sobre el Futuro*, which identifies the main barriers they face when accessing higher education. The aim is to support them in making informed decisions and thus enhance their life trajectories, and this has so far been implemented in +500 schools, reaching over 50,000 students. To complement this, we also work with teachers, school administrators and other education professionals to enhance language and mathematics







beneficiaries in 2023

learning for students in the first two years at 31 technical and vocational secondary schools (*Redes Educativas para la Mejora de Aprendizajes*). In 2024, we launched the Luksic Scholarship: More Women in STEM programme, which provides financial support to 100 women from various communities across Chile who are enrolled in technical STEM at professional institutes or technical training centers.

Additionally, The *Fundación Educacional Luksic* supports the Instituto Agrícola Pascual Baburizza (IAPB), a private, subsidized vocational secondary school founded in 1941 to encourage the advancement of arts and sciences related to the agricultural industry.

To complement our work in education, we also use **sports** as a mechanism for developing socio-emotional skills and prosocial competencies in children and adolescents. In this sphere, we run after-school football and hockey programmes with the aim of promoting physical activity, encouraging healthy lifestyles, fostering teamwork, and developing parenting skills within families. In 2023, over 1200 boys and girls participated in these programmes.

Furthermore, to contribute to the development of our country, we also support **entrepreneurship** programmes to enhance entrepreneurial skills, enabling individuals to increase their sales and grow their businesses. We implement three programmes aimed at entrepreneurs with micro and small businesses throughout Chile. The *Impulso Chileno* programme, which was first launched in 2018, has awarded more than 900 entrepreneurs with academic support, one-to-one mentoring and funding of between three and five million Chilean pesos to advance their businesses. In 2021, we designed a spin-off of this programme to cater specifically for women entrepreneurs (*Despega Mujer*), which has so far benefitted 290 women in twelve regions with access to training, mentoring, and learning circles, as well as funding. In addition, we have an agile programme that enables us to provide tangible support in a short time frame to entrepreneurs in need of small items of machinery and tools (*Impulso Inicial*). Since its inception, it has supported over 15,000 entrepreneurs.

Through our international education area, we provide access to cutting-edge training programmes at international institutions like the universities of Harvard, Columbia, Stanford, Oxford, and Edinburgh, MIT, Babson College and LSE and Sciences Po. Additionally, we facilitate the transfer of knowledge to Chile and its regions through certifications aligned with the training needed for the country's development. Over 2,000 people have completed an international programme funded by the Foundation over the past 20 years.

Lastly, we also support major causes that mobilize the country, such as the annual *Teletón* for disabled children, which the family has been supporting since 2014 by funding the establishment of the new Institute in Antofagasta. Similarly, we have also developed the capacity to support the country's response to the natural disasters that Chile frequently experiences, collaborating with institutions, communities, and individuals to provide specific and major contributions.



# Fundación Guillermo Luskic Craig

This foundation is a nonprofit organization and is the continuation of the Ena Craig de Luskic Foundation. It was set up 20 years ago by Guillermo Luskic Craig in honour of his mother.

Following the early death of Guillermo Luskic at the age of 57, his five children renamed the institution after their father. Right from its inception, it has focused on offering help to those most in need. The organization has worked on various projects including educational, cultural and health-related initiatives.

The *Guillermo Luskic Craig foundation* is known for working very closely with the *Luis Calvo Mackenna* children's hospital, participating in a number of initiatives. It collaborated in the construction of the "*Consultorio Ena Craig de Luskic*" a building used mainly for paediatric cardiology and bone marrow transplants. It has also supported the implementation of medical equipment in several medical corporations, policlinics, and regional hospitals.

The foundation has supported a number of educational and cultural initiatives, including the restoration of the church in Ovalle, the financing of the film "*El Vuelo de Manutara*", the construction of a gymnasium on Easter Island and the awarding of scholarships for children at the Choshuenco school. The foundation's current chairwoman, Antonia Luskic Puga, and its vice chairwoman, Isidora Luskic Prieto, are both daughters of Guillermo Luskic Craig and granddaughters of Andrónico Luskic Abaroa. Under their guidance, the institution has acquired a new focus: the setting up and management of a care home for ill children from outside Santiago, who need a place to stay during their numerous treatments. Inaugurated in March 2019, the home provides comprehensive care for 11 children and their companions. Each person has their own room and receives food and transport to medical centres, cultural and educational activities.

independent rooms in the care home for children who live in other parts of Chile and need to stay in Santiago for medical treatment.





# Fundación Amparo y Justicia

*For 26 years, Fundación Amparo y Justicia has worked to facilitate access to justice and psychosocial support for families who have lost a son or daughter due to a sexual assault resulting in death. Building on this experience and their work with families, they have influenced the development of public policies that enable institutions to have the necessary conditions to guarantee the effective exercise of the rights of children and adolescents who are victims of sexual crimes.*

Amparo y Justicia dates back to 1998, when a 5-year-old girl was sexually assaulted and murdered in the city of Talcahuano. That same year, three other people were victims of the same crime in other cities of Chile. Due to the absence of public institutions with the expertise to adequately respond to the families of these victims, and the resulting vulnerability of these families, Andrónico Luksic convened a group of renowned solicitors to provide legal representation and psychosocial support free of charge.

That was the beginning of *Fundación Amparo y Justicia*, the first organization in Chile to provide comprehensive assistance to families who have lost a daughter or son to murder involving sexual assault. Since that year, the foundation has accompanied 46 families in different parts of Chile, providing legal, psychological and social support to parents, grandparents, brothers and sisters.

Since 2007, *Amparo y Justicia* has also advocated in different ways for public policies to help prevent secondary victimization of children and adolescents. To this end, the foundation supported Law 21.057 on Videotaped Investigative Interviews, encouraging relevant criminal justice institutions to work in coordination, and providing technical advice during the parliamentary discussion and processing of the law and its subsequent implementation. This process began in late 2019 and continues to this day.

Also, *Fundación Amparo y Justicia's* participation in Parole Commissions, representing the families of victims and advocating for the full enforcement of sentences for child rapists and murderers, provided the expertise needed to promote regulatory changes that culminated in a new law in 2023. This legislation not only strengthened

49

families across various regions of Chile have been supported by the foundation, which offers legal, psychological, social, and communications support to parents, grandparents, brothers and sisters.

the requirements for granting parole to those convicted of serious crimes but also, for the first time, granted victims the right to be heard during the parole process.

Currently, the organization is addressing a new challenge: cases of sexual assault in the context of homicide that remain unrecognized, as well as reports of such crimes that fail to result in convictions due to deficiencies in investigative processes. To address this urgent issue, *Fundación Amparo y Justicia* is working to enhance the prevention and investigation of cases involving the homicides of children and adolescents.



# Fundación Educativa Oportunidad

The purpose of this foundation, created by Andrónico Luksic Craig in 2006, is to promote the education and development of children and young people from early childhood, innovating and working in collaboration with other organizations.

The foundation implements three programmes. A Good Start is a professional development programme for educational teams and school leaders that aims to improve the quality of childhood education. In 2024, this programme has been implemented in five municipalities and 17 institutions in the Cardenal Caro Province in the O'Higgins Region, benefiting 488 children.

Meanwhile, the A Good Start Improvement Network, which includes schools that have taken part in the programme, aims to maintain the improvements and promote innovation with a focus on learning. Today, the network is present in eight municipalities and one local public education service (which covers four municipalities), with a total of 140 institutions benefiting 3,796 children in the O'Higgins Region.

We Learn is a professional development programme for English teachers and school leaders which promotes learning English from early childhood. In 2024, the programme was implemented in 23 schools from Pucón and Villarrica in the Araucanía Region, reaching a total of 1,636 students from early years education to primary school.

Finally, the Attendance programme provides tools and strategies to management teams and educators at public schools and kindergartens aimed at promoting and increasing the class attendance of children in preschool education. The programme currently covers 16 regions of Chile, 23 schools, 1,394 kindergartens, reaching a total of 84,609 children. Among the main achievements of the programme are the transfer of the attendance model to the National Board of Kindergartens (JUNJI) and a study of the impact of attendance strategies to enable their effectiveness to be assessed.

The foundation also has a learning transfer area designed to share the lessons learned over the years of implementing the A Good Start, We Learn, and Attendance programmes. All of the resources and courses can be found at [www.oportunidadenlinea.cl](http://www.oportunidadenlinea.cl).

Additionally, the foundation offers continuous education programmes in areas such as interactions, and a leadership diploma for continuous improvement in early childhood education.

During 2023, almost 3,000 professionals received training from the foundation, and more than 6,000 people started courses on its platform.



children benefited from the "A Good Start", "Improvement Network", "Attendance" and "We Learn" programmes.



# Fundación Te Apoyamos

*Fundación Te Apoyamos Apoyamos is the most recent charitable institution set up by Andrónico Luksic Craig. It began operating in September 2022. Its purpose is to help people or groups that are going through a difficult time financially or socially and who need real assistance to keep going.*

*Fundación Te Apoyamos was set up to respond to the many different requests for help that its founder receives and provide timely, empathetic and efficient assistance that can generate an improvement in people's quality of life. To achieve this, a thorough assessment process is undertaken to gain an in-depth understanding of each applicant's needs and prioritize aid according to the vulnerability and urgency of each case.*

The organization is currently focused on six priority areas: Education, sports, culture, health, entrepreneurship and social emergencies.

Since its creation, *Fundación Te Apoyamos* has provided over 5,000 instances of support to people and organizations throughout Chile. In 2023, it made contributions with a high impact on the community, including remodelling and improving the infrastructure of health and education facilities and donating vital healthcare equipment.

It has also made a significant contribution to sports, supporting more than a thousand sports organizations and individual athletes so they can realize their dreams.





# Fundación La Tapera

La Tapera is a community-based conservation project that was started in 2013 by Paola Luksic, her husband, Oscar Leria, and their five children. In the municipal district of Tortel in the Aysén Region, the family created a space dedicated to protecting the local natural heritage centred around the conservation of two emblematic species: the South Andean deer (*Hippocamelus bisulcus*, known locally as huemul) and *Pilgerodendron uviferum* (a local variety of cypress tree known locally as ciprés de las Guaitecas).

La Tapera Park is located on the Chilean coast, around 60km (37 miles) to the south-west of Caleta Tortel. It boasts a wide range of landscapes, with many paths, lookout points and hidden corners to explore.

The main objective of the park is to develop and foster initiatives that support the conservation and protection of the local ecosystem through scientific research, environmental education and integrating the neighbouring communities.



hectares dedicated to  
conservation





# Santuario La Fusta

The *La Fusta Reserve* is a recovery and conservation project in the municipal district of Lonquimay in the Araucania Region. The goal is for La Fusta to become Chile's foremost private project for conserving and protecting the Chilean native tree known as the monkey puzzle tree (*Araucaria Araucana*), a species of unrivalled beauty and great natural heritage value that was declared a Natural Monument in 1990 and is also regarded as a sacred tree by the Mapuche-Pehuenche people.

The *La Fusta Reserve* has been implementing this project to protect native forests since 2012. It covers an area of 9,000 hectares (22,239 acres), of which 4,600 hectares (11,367 acres) are monkey puzzle forest.

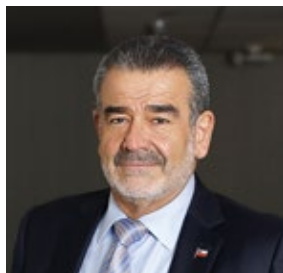
At the moment, the project is seeking to recover and reforest 3,000 hectares (7,413 acres) that were destroyed in a wildfire in 2010. During the 10 years since it began, the project has planted 369 hectares (912 acres) of lenga beech trees (*Nothofagus Pumilio*) and 51.5 hectares (127 acres) of raulí beech trees (*Nothofagus alpina*), oaks (*Nothofagus obliqua*) and Dombey's beech trees (*Nothofagus dombeyi*, known locally as Coihue). It has also been reforested with 7,500 monkey puzzle trees, as part of a plan to plant 25,000 new examples of this species over the coming years.



Family members active in the Luksic Group companies or family foundations.

**ANDRÓNICO  
LUKSIC CRAIG**

*Former Chairman of Quiñenco S.A.  
Member of the board of Nexans  
Member of the board of Antofagasta PLC*



**JEAN-PAUL  
LUKSIC FONTBONA**

*Chairman of Antofagasta PLC  
Vice Chairman of Quiñenco S.A.  
Vice Chairman of SAAM S.A.  
Member of the board of  
Banco de Chile*

**PAOLA  
LUKSIC FONTBONA**

*Chairwoman of Fundación Luksic  
Member of the Board of Quiñenco S.A.*



**GABRIELA  
LUKSIC FONTBONA**

*Member of the Board of  
Fundación Luksic*

**NICOLÁS  
LUKSIC PUGA**

*Member of the Board of Quiñenco S.A.  
Member of the Board of Compañía  
Pisquera de Chile S.A.  
Member of the Board of Enx*



**ANDRÓNICO G.  
LUKSIC LEDERER**

*Antofagasta Minerals Vice President  
Corporate Development  
Member of the Board of Quiñenco S.A.*

**DAVOR  
LUKSIC LEDERER**

*Executive Chairman  
Adriatic Luxury Hotels d.d.  
Plava Laguna d.d.  
Excelsa Nekretnine d.d.  
Chairman of Radian Investment  
Management S.A.*



**ANTONIA  
LUKSIC PUGA**

*Chairwoman of Fundación  
Guillermo Luksic Craig*

**ISABELLA  
LUKSIC JAMES**

*Chief Executive Officer  
of Fundación Luksic*



**ISIDORA  
LUKSIC PRIETO**

*Vice Chairwoman of Fundación  
Guillermo Luksic Craig*



