



QUIÑENCO

Investor Presentation

October 2024

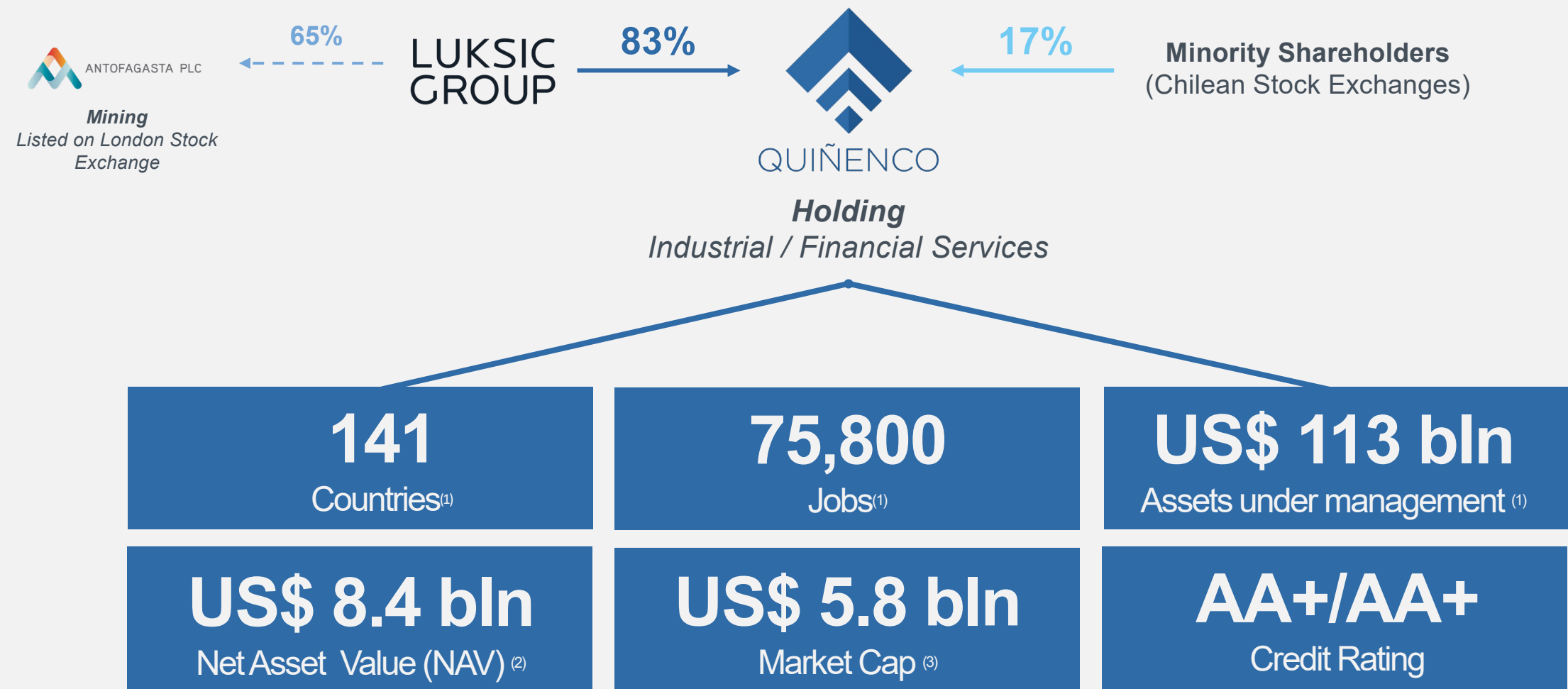
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- **QUIÑENCO AT A GLANCE**
 - QUIÑENCO OVERVIEW
 - RECENT EVENTS
 - CONCLUSIONS

QUIÑENCO AT A GLANCE

OWNERSHIP STRUCTURE



(1) Global presence, people employed and assets under management include Quíñenco and its main operating subsidiaries and associates as of December 31, 2023.

(2) NAV as of June 30, 2024.

(3) Market Capitalization as of September 30, 2024.

DIVERSIFIED PORTFOLIO OF SIX MAIN OPERATING COMPANIES

% Control as of June 2024

Banco de Chile 51.3% Mkt.Cap¹ US\$ 12.9 bln • Leading full services bank in Chile. • Jointly controlled with Citigroup. • Listed in Chile and USA (BCS: CHILE /NYSE:BCH).	CCU 65.9% Mkt.Cap¹ US\$ 2.2 bln • No.1 Chilean beer producer • One of the main beverage producers in Chile. • 2nd largest beer producer in Argentina. • Jointly controlled with Heineken. • Listed in Chile and USA (BCS: CCU /NYSE:CCU).	Nexans 19.3% Mkt.Cap¹ US\$6.4bln • Global leading French cable manufacturer, with an industrial presence in 41 countries and business activities throughout the world. • Listed in France (Euronext Paris: NEX).	Hapag-Lloyd 30.0%² Mkt.Cap¹ US\$31.9 bln • Leading global liner shipping company, with a network of 110 liner services worldwide. • 20 container terminals in 11 countries. • CSAV listed in Chile. Hapag-Lloyd listed in Germany (XETRA:HLAG).	Saam 62.6% Mkt.Cap¹ US\$1.1 bln • Leading cargo & shipping services company: tug boats and air cargo logistics. • Leading tug boat operator in America and 3rd worldwide. • Air cargo logistics in Chile, Ecuador and Colombia. • Listed in Chile (BCS:SMSAAM).	enex 100% Book Value³ US\$1.0 bln • No.2 retail distributor of fuels in Chile with 449 service stations and 212 convenience stores. • Shell licensee in Chile. • 49 travel centers in the USA • 77 services stations in Paraguay.
Chile	Chile – Argentina – Bolivia – Colombia - Paraguay - Uruguay	41 countries worldwide	140 countries worldwide	13 countries across America	Chile – UK - USA - Paraguay

(1)

Market Capitalization as of September 30, 2024.

(2)

Ownership held by CSAV. As of June 30, 2024, Quiñenco's stake in CSAV was 66.45%. CSAV's market cap was US\$3.1 bln as of September 30, 2024.

(3)

Book value as of June 30, 2024.

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- QUIÑENCO AT A GLANCE
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ONE OF CHILE'S LARGEST BUSINESS CONGLOMERATES WITH STRONG FUNDAMENTALS



FIRST CLASS BOARD AND MANAGEMENT

BOARD OF DIRECTORS



Pablo Granifo L.
Chairman



Jean-Paul Luksic F.
Vice Chairman



Paola Luksic F.
Director



Andrónico Luksic L.
Director



Nicolás Luksic P.
Director



Hernán Büchi B.
Director



Juan Carlos Jobet E.
Director



Ignacio Guerrero G.
Independent Director

SENIOR MANAGEMENT

 **Francisco Pérez M.**
Chief Executive Officer

 **Rodrigo Hinzpeter K.**
Chief Counsel

 **Mauricio Lob D.**
Corporate Affairs and Social
Management Manager

 **Eduardo Garnham L.**
Chief Financial Officer

 **Andrea Tokman R.**
Chief Economist

 **Pedro Marín L.**
Performance Control
Manager

 **Davor Domitrovic G.**
Head of Legal

 **Pilar Rodríguez A.**
Investor Relations
Manager

 **Arturo Highet G.**
Internal Auditor

 **David Alow**
General Accountant

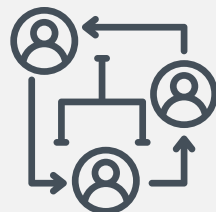
VALUE CREATION SYSTEM

Quiñenco has developed a value creation system through the professional management of its investments, which has led to various transactions throughout its history, generating **US\$1.9 billion in profits** over the last 26 years from **divestments of US\$4.6 billion** . . .



Acquisition

Acquisitions of companies



Restructuring

Restructuring and administrative & operational improvements



Max. Profitability

Develop and maximize profitability of business portfolio



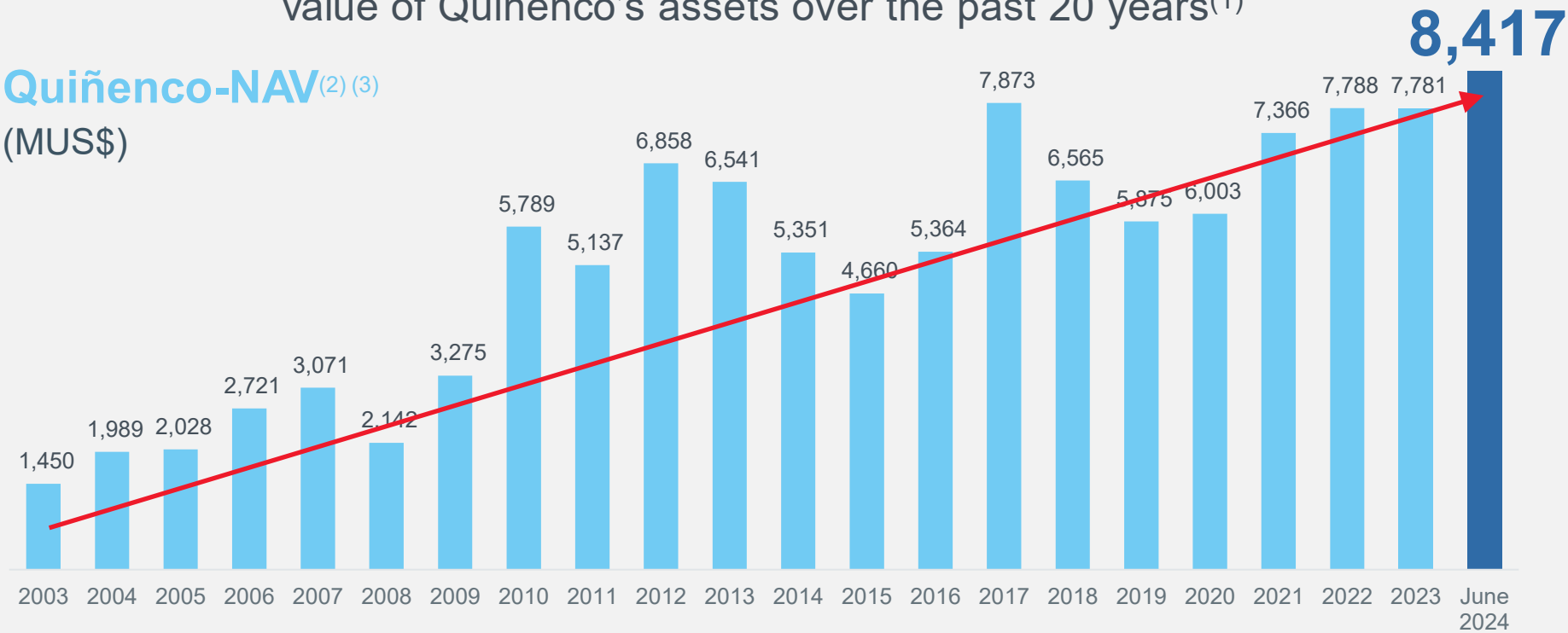
Divest/Retain

- Enersis
- Endesa
- Luchetti
- Entel
- Paris
- Telefónica del Sur
- O'Higgins Central
- Startel
- Alusa
- VTR
- Banchile Vida
- SegChile
- Nexans

QUIÑENCO OVERVIEW

STRONG GROWTH IN NAV

... and an average annual compound growth rate of 9% in the net value of Quiñenco's assets over the past 20 years⁽¹⁾



The net asset value (NAV) has been calculated as follows:

Market value of Quiñenco's publicly traded operating companies

+

Market value of financial investments

+

Book value of unlisted operation companies and other net assets

+

Corporate level cash⁽³⁾

-

Corporate level debt⁽³⁾

=

NAV

Note: Figures in millions of US\$ translated from Chilean pesos at the observed exchange rate (published by the Central Bank) on the working day following the close of each period.

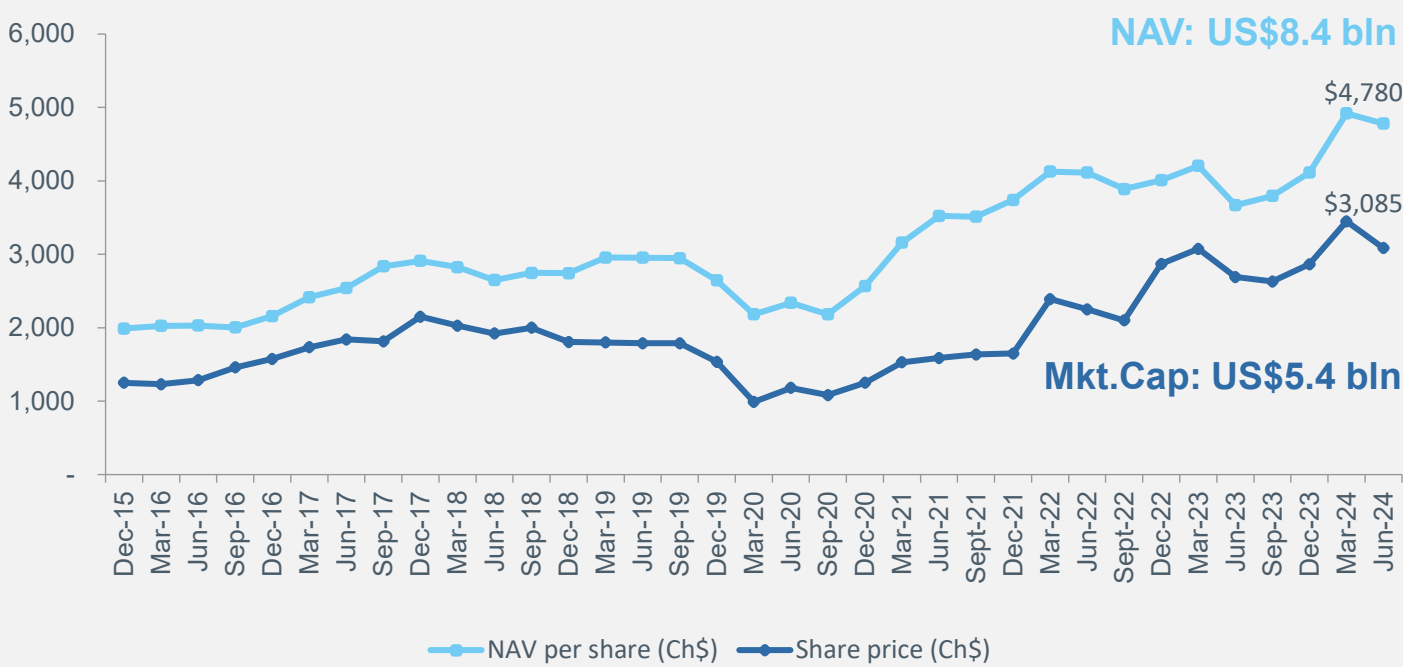
(1): From 2003-2023.
(2): Includes ENEX at book value starting 2011.

(3): As of 2023, Invexans and Techpack are included as part of Quiñenco corporate.

FAVORABLE PERFORMANCE OF NAV, SHARE PRICE & DIVIDENDS

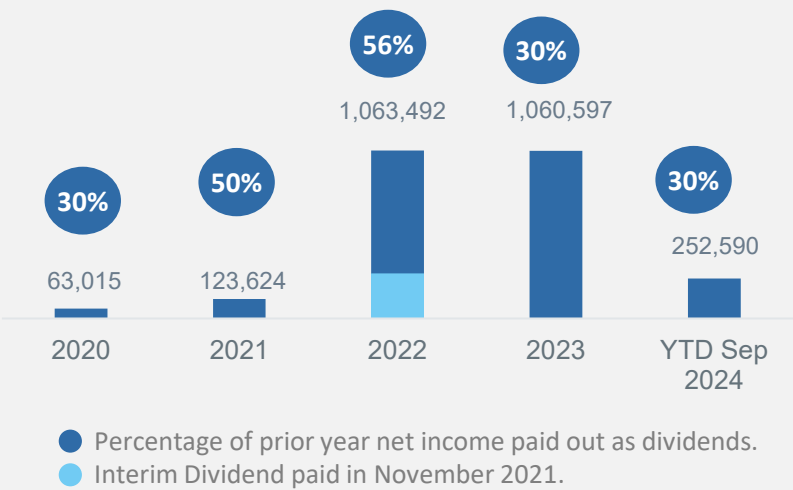
NAV⁽¹⁾/Share Price Trend

as of June 30, 2024

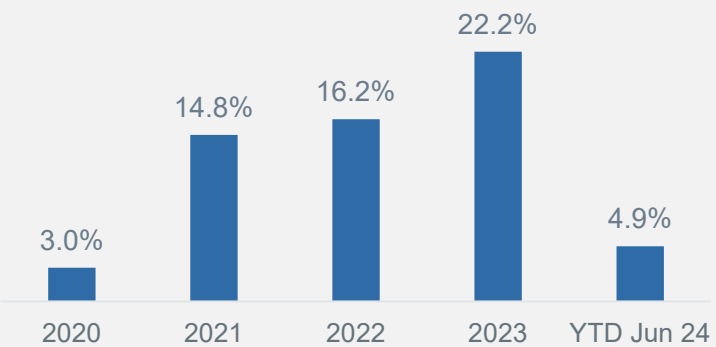


Dividends Paid

(MCh\$)



Dividend Yield



(1) Market information and book values as of June 30, 2024.

INVESTMENT CRITERIA

Brand & consumer
franchise development
potential



Controlling stakes or
significant influence



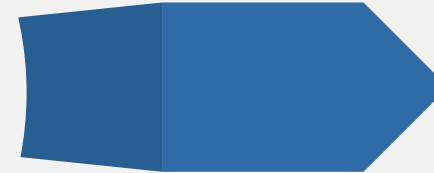
Access to strategic
partners / commercial
alliances / synergies



Competitive
advantages and
sufficient critical mass



Prior operating
or industry
experience



Growth platform or
add-on acquisition
potential



QUIÑENCO OVERVIEW

LEADING MARKET POSITIONS

The company’s investment strategy allows it to maintain a leading position in all its business areas and product segments



(1): Ranking as of December 2023.

CONTROLLING OR INFLUENTIAL INTEREST ALONG WITH WORLD CLASS STRATEGIC & COMMERCIAL ALLIANCES

Quiñenco partners with world class players to develop its markets and products to take advantage of combined know-how, experience and financial capacity



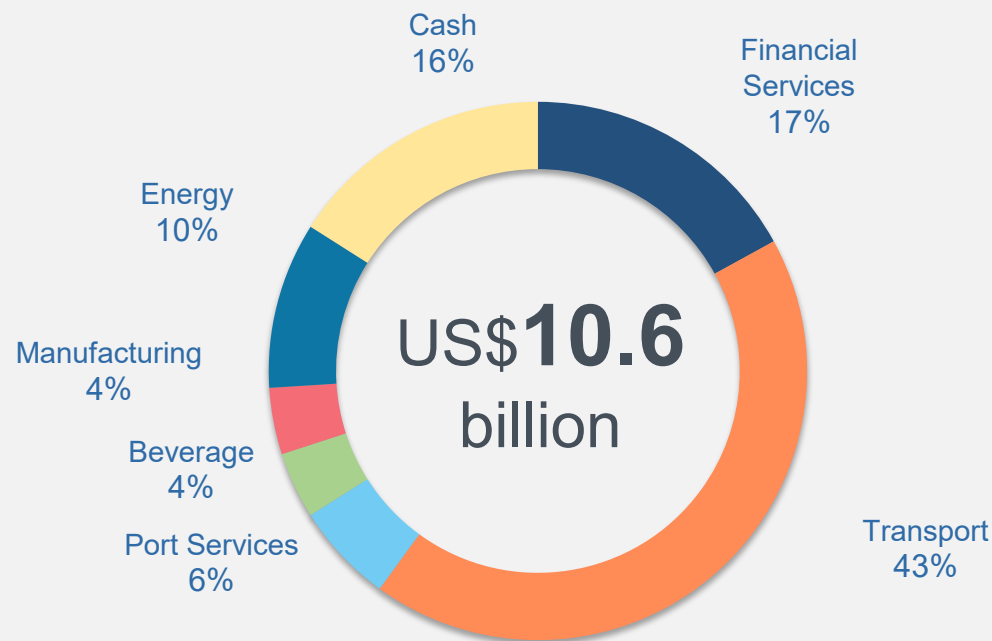
QUIÑENCO OVERVIEW

DIVERSIFIED INVESTMENTS

Becoming one of the most diversified holding companies in Chile . . .

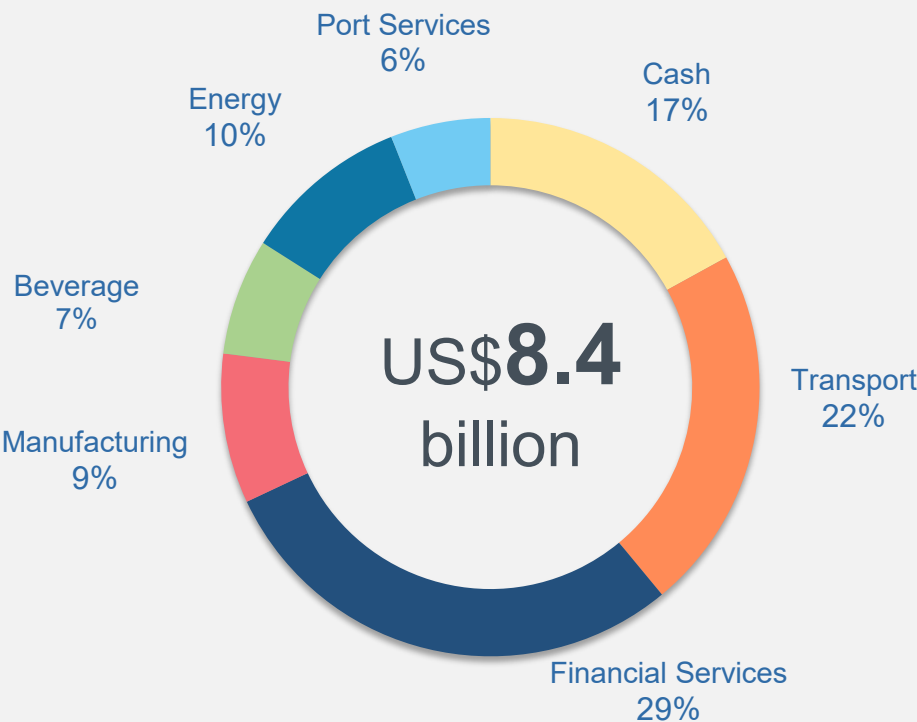
Investments by Sector⁽¹⁾

(as of June 30, 2024)



Net Asset Value⁽²⁾ (NAV)

(as of June 30, 2024)
(Percentages calculated over gross assets)



(1) Quiñenco's investments at book value.
(2) Market Value of Quiñenco's operating companies + Market Value of Financial Investments + Book value of unlisted operating companies and other assets, net of other liabilities + Cash at the Corporate level - Debt at the Corporate level.

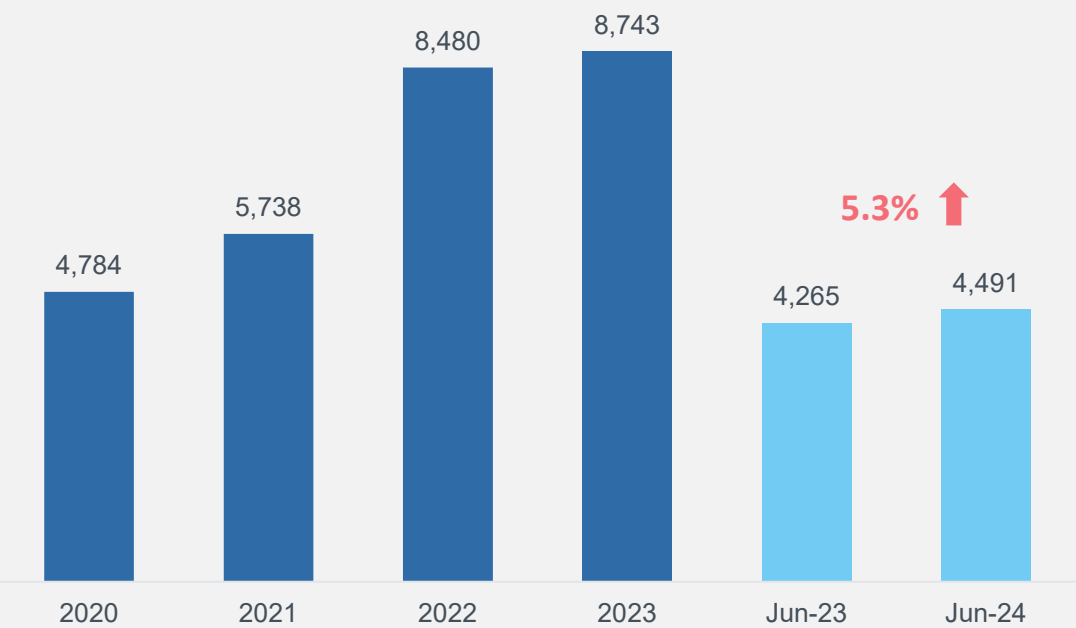
QUIÑENCO OVERVIEW

GROWING AND DIVERSIFIED REVENUES

. . . achieving diversified and growing revenues . . .

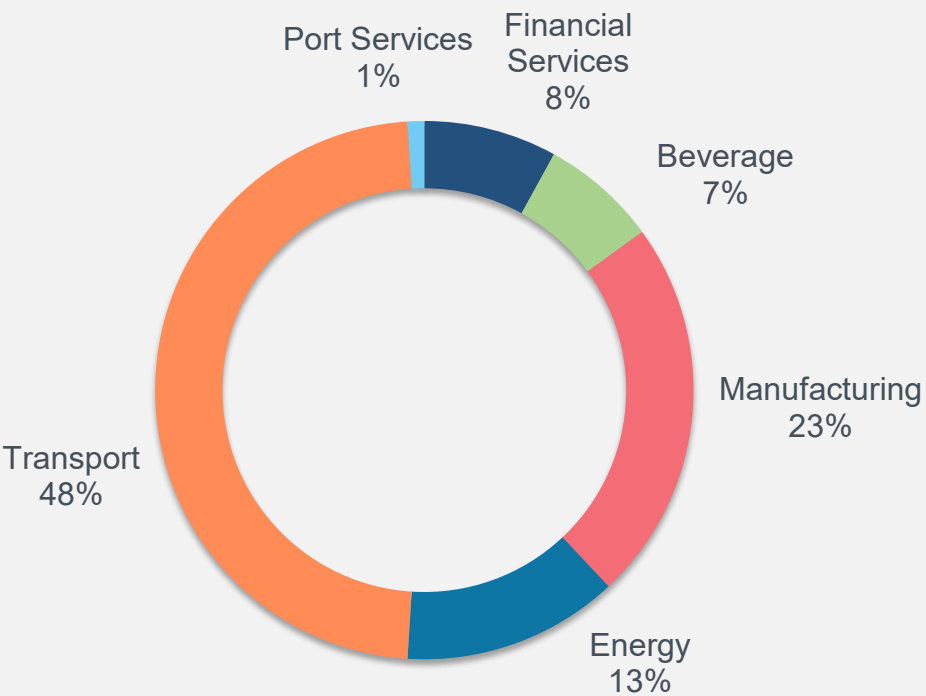
Consolidated Revenues⁽¹⁾

(MUS\$)



Aggregate Revenues by Sector⁽²⁾

(YTD June 2024)

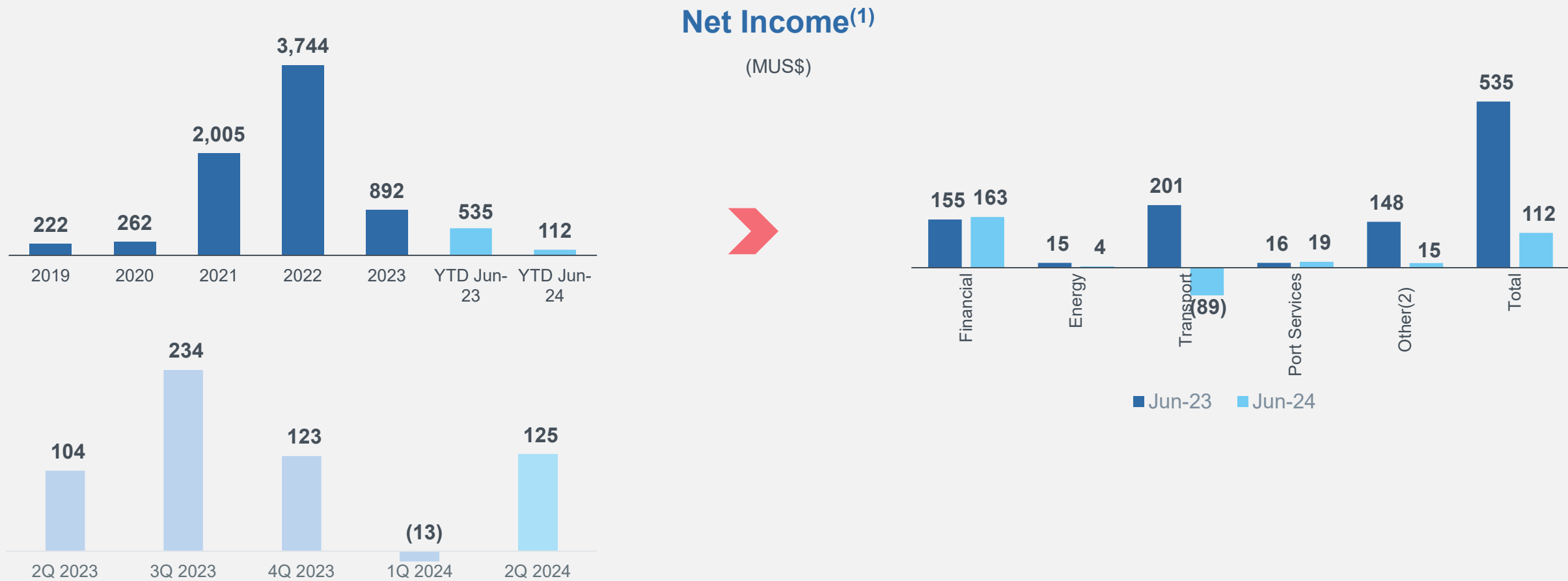


(1) Consolidated revenues under IFRS = Total Revenues (Industrial Sector) + Total Operating Revenues (Banking Sector)
(2) Considers the sum of the sales of the main operating companies Quiñenco participates in. Of these, Quiñenco does not consolidate with CCU (Beverage), Nexans (Other) nor Hapag-Lloyd (Transport).
Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

QUIÑENCO OVERVIEW

SOUND RESULTS

... and sound bottom line results



Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

Net Income: Net income attributable to owners of the parent.

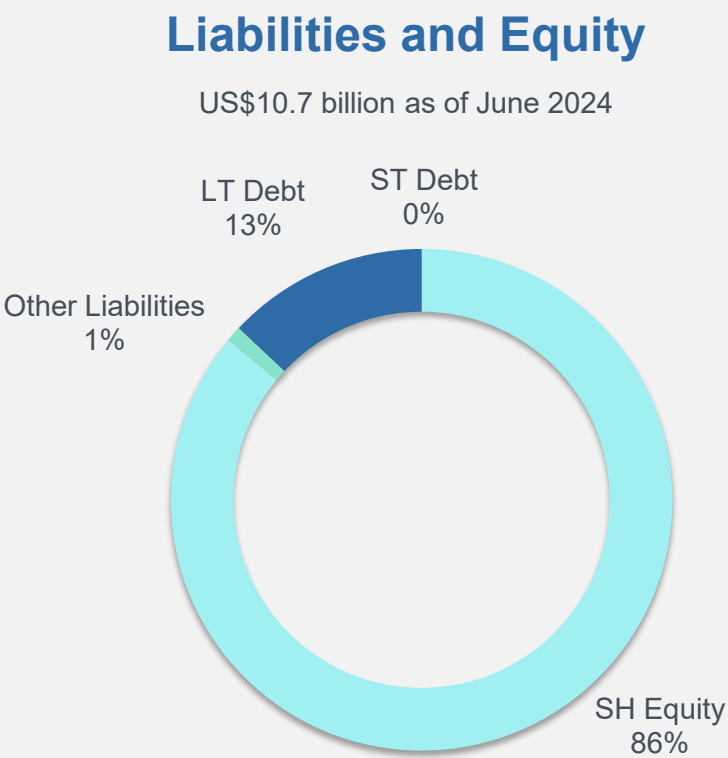
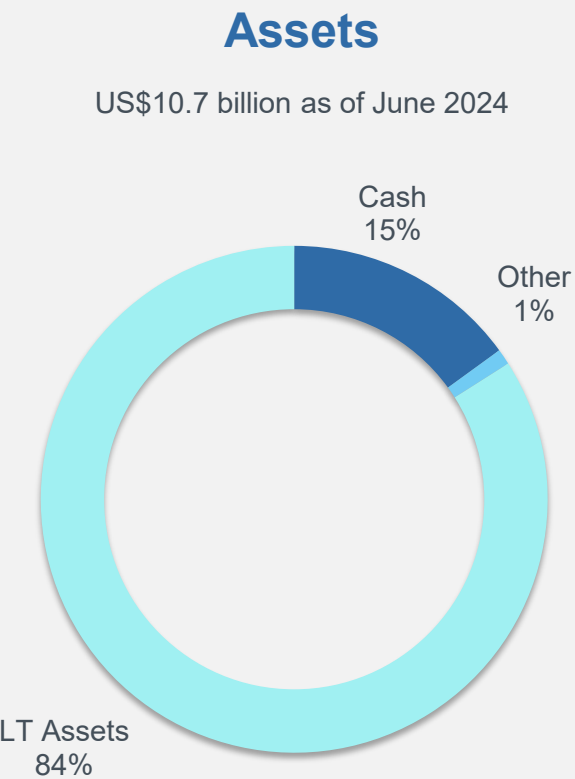
(1) Corresponds to the contribution of each segment to Quiñenco's net income.

(2) The Segment Other includes the contribution from IRSA/CCU (US\$17.6 million), Nexans (US\$35.4) and Quiñenco and others (-US\$38.4 million) in 1H 2024.

QUIÑENCO HOLDING

CONSERVATIVE FINANCIAL STRUCTURE

Long term investments are financed with equity and long term debt in Chilean pesos . . .

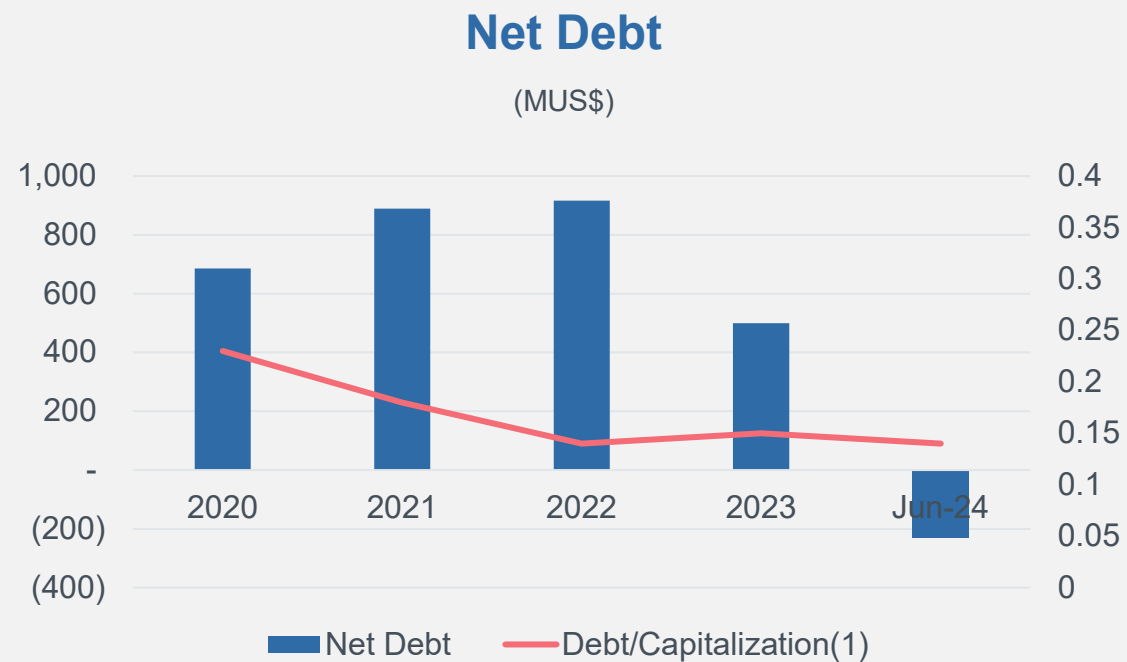


Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

QUIÑENCO OVERVIEW

LOW FINANCIAL CORPORATE DEBT

. . . maintaining low levels of debt through asset disposals and strong dividend flow . . .



MUS\$	2020	2021	2022	2023	Jun-24
Debt	1,050	1,095	1,210	1,438	1,427
Cash	-364	-206	-294	-938	-1,655
Net Debt	685	889	916	500	-228

Note: Figures translated at the exchange rate as June 30, 2024: Ch\$944.34 = 1US\$. Figures correspond to debt and cash at the corporate level, and do not include 50% of the debt and cash of both LQIF holding and IRSA, which amounted to a net debt of US\$116 million and US\$85 million, respectively, as of June 30, 2024.

(1) Capitalization corresponds to the sum of the individual financial debt and the Equity attributable to owners of the controller.

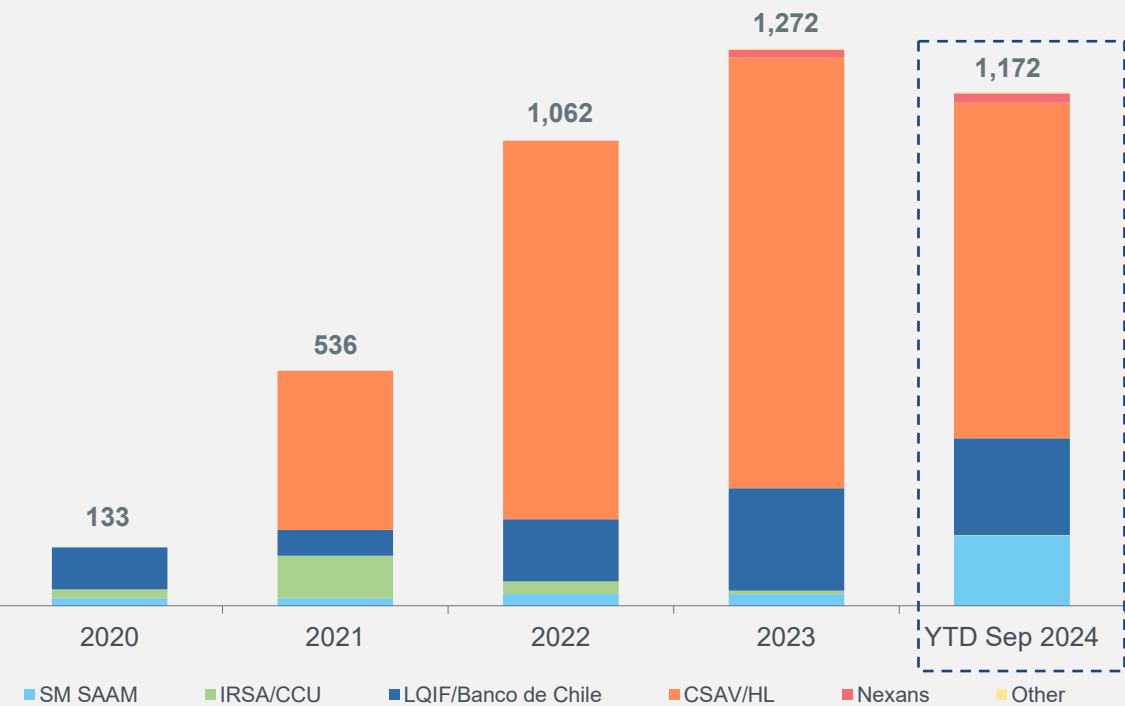
QUIÑENCO OVERVIEW

DIVERSIFIED AND HEALTHY DIVIDEND CASHFLOW

. . . to the parent company based on good operating company performance

Dividends

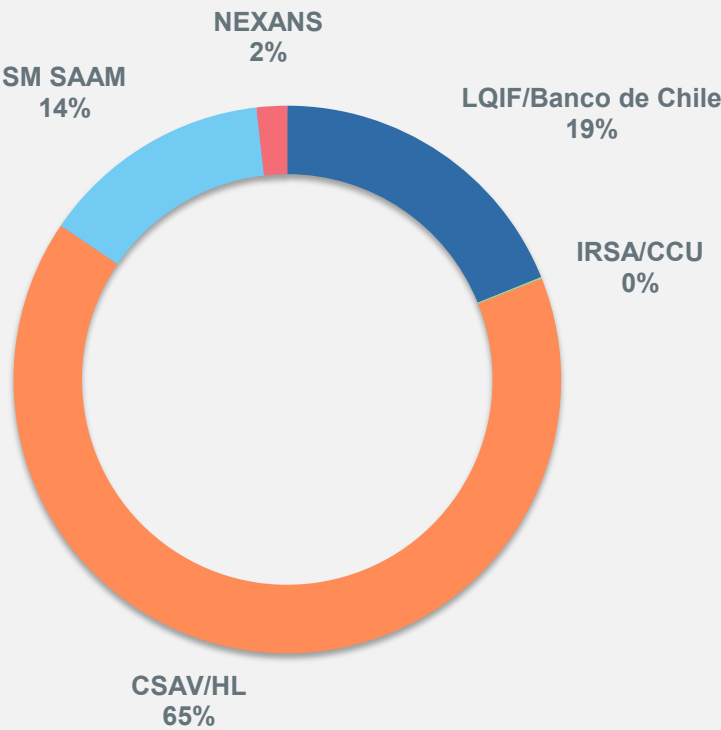
(MUS\$)



* Starting 2023, Invexans and Techpack form part of Quiñenco corporate level, therefore 2023 and after dividends include dividends received from Nexans.

Composition of Dividends

(YTD September 2024)



(1) Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2024: Ch\$897.68 = 1US\$

SUSTAINABILITY POLICY

Quiñenco has a strong commitment to sustainable progress as a central part of its business model, based on four strategic pillars.



We work for progress, open to the world to continue undertaking new businesses, discovering new horizons and creating value for companies, their shareholders and collaborators.

You may find Quiñenco's complete Sustainability Policy on our website: <https://quinenco.cl/en/quinenco-group/sustainability/>

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RECENT EVENTS

NEXANS ACQUIRES ITALIAN COMPANY LA TRIVENETA CAVI



- On June 6, 2024, Nexans announced the completion of the acquisition of **La Triveneta Cavi**, an Italian company well-known for its excellence in the European medium- and low-voltage segments, per the agreement signed in February 2024.
- La Triveneta Cavi primarily manufactures low-voltage cables for building, infrastructure, fire-retardant cable systems and renewable applications across 30 countries.
- The company, founded in 1965, employs around 700 people and generated revenues of over €800 million over the last twelve months, with a best-in-class industrial footprint in Italy.
- Nexans informed that the enterprise value of around €520 million represented a multiple of 5.6x 2023 EBITDA pre-synergies and 4.67 post run-rate synergies.
- This acquisition marks an important step in Nexans' strategy towards becoming an **Electrification Pure Player**. The company expects the transaction to generate synergies through the integration of the operations.



RECENT EVENTS

SM SAAM LAUNCHES FULLY ELECTRIC AND ZERO-EMISSION TUG BOTAS IN VANCOUVER, CANADA



- On April 10, 2024, SAAM Towage Canada, together with strategic partners Teck Resources and Neptune terminals, launched the first two fully electric zero-emission tug boats at the port of Vancouver, which started operations in May.
- SM SAAM estimates annual reductions in CO2 emissions of 2,400 metric tons from the operation of these two tug boats, as well as diminished marine noise.
- SM SAAM has also been awarded a contract to operate the first electric tug boat in Chile and Latin America, at the port of Chacabuco.



RECENT EVENTS

ENEX OPENS NEW ROAD RANGER TRAVEL CENTERS EXPANDING ITS PRESENCE IN THE USA TO OVER 50 LOCATIONS



- During 2023, Road Ranger, Enex's network of highway travel centers in the USA, inaugurated four new stations (three in Texas and one in Missouri). During 2024 three additional locations have been added, all in Texas, thus increasing its network to a total of **52 travel centers**.
- Enex entered the US market at the end of 2018 with the acquisition of Road Ranger, then with 38 travel centers along the main interstate highways between Texas and the North American Midwest.
- In March and June 2024, Quiñenco carried out capital increases of US\$105 million in Enex, aimed at contributing to strengthen the company's capital structure in the context of its development strategy, focused on growth in the countries where it currently operates.



RECENT EVENTS

CCU AND ENEX REACH FULL OWNERSHIP OF SUBSIDIARIES IN PARAGUAY, FOLLOWING EXIT OF BANCO SUDAMERIS



- On February 20, 2024, CCU and Enex reached 100% ownership of their respective subsidiaries in Paraguay, upon the exercise on behalf of Banco Sudameris of its put options, as contemplated in the shareholders' agreements signed early in 2023.
- Previously in March 2023, CCU and Enex separately informed the entrance of Banco Sudameris as a new partner in their respective operations in Paraguay.
 - **CCU:** in Bebidas del Paraguay and Distribuidora del Paraguay, CCU held 55% ownership while Banco Sudameris held the remaining 45%.
 - **Enex:** In Enex Paraguay, Enex now controlled 55% ownership while Banco Sudameris held the remaining 45%.
 - Shareholders' agreements were signed in both cases, establishing purchase and sale options over the companies in Paraguay, exercisable as of 2024, and corporate governance clauses, among others.



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FACTORS THAT CONTRIBUTE TO QUIÑENCO'S ABILITY TO PURSUE AND UNDERTAKE NEW INVESTMENT OPPORTUNITIES



SOUND CASH POSITION

- Strong cash levels
- Conservative financing policy



HEALTHY FINANCIAL STRUCTURE

- Sound financial indicators
- Well structured Balance Sheet
- AA+/AA+ local rating



PORTFOLIO OPTIMIZATION

- Good performance of main operating companies should contribute to sustained dividend up-flow.



**THANK YOU FOR
YOUR ATTENTION**



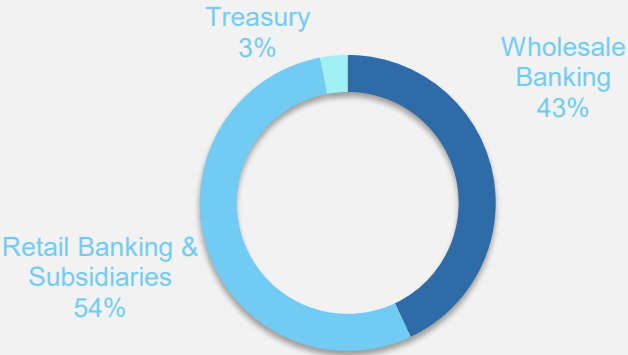
APPENDIX MAIN OPERATING COMPANIES

MAIN OPERATING COMPANIES

Banco de Chile

- Established in 1893, Banco de Chile has a highly recognized name in Chile.
- One of the most profitable banks in terms of return on assets and equity.
- Assets of US\$64 billion.
- Over 12,200 employees.
- Nationwide network of 257 branches and 1,891 ATMs.
- Traded on the NYSE and Santiago Stock Exchanges.
- 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.
- The Bank maintains a diversified and efficient financing structure, granting it a competitive advantage in terms of funding.
- One of the most solid private banks in Latin America with an international credit rating of A from S&P and A2 from Moody's.
- On April 30, 2019, SM-Chile completed payment of subordinated debt with Chilean Central Bank, 17 years in advance. Thus, as of June 30, 2019, the voting and economics rights of LQIF in Banco de Chile reached 51.15%, after SM-Chile was dissolved.

NET INCOME⁽¹⁾ CONTRIBUTION BY BUSINESS AREA
(YTD June 2024)



(1) Before taxes.



OWNERSHIP STRUCTURE

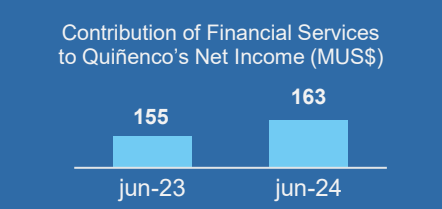
(June 2024)



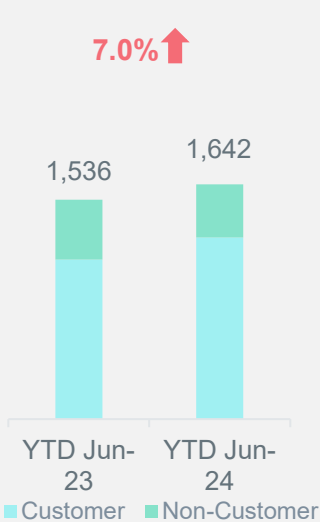
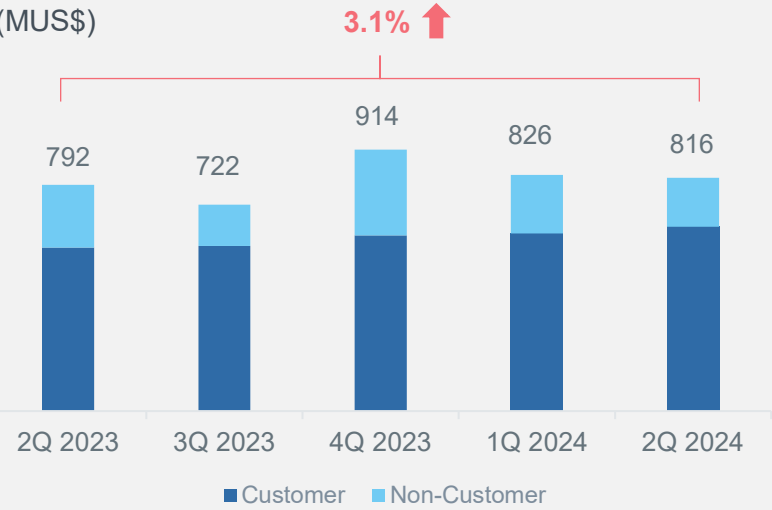
MAIN OPERATING COMPANIES



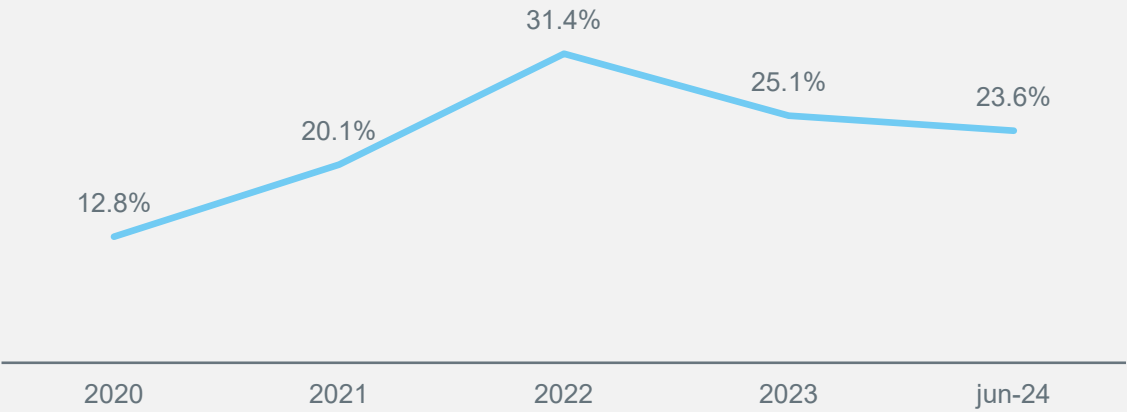
Net income in 2Q 2024 declined by 2.6%, due to greater expected credit losses, partly offset by growth in operating revenues driven by customer-income.



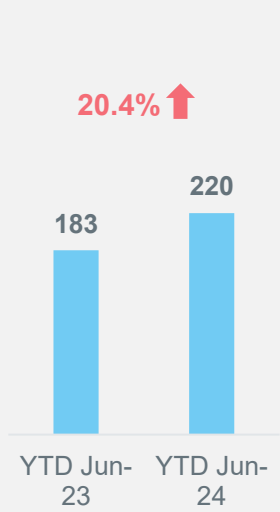
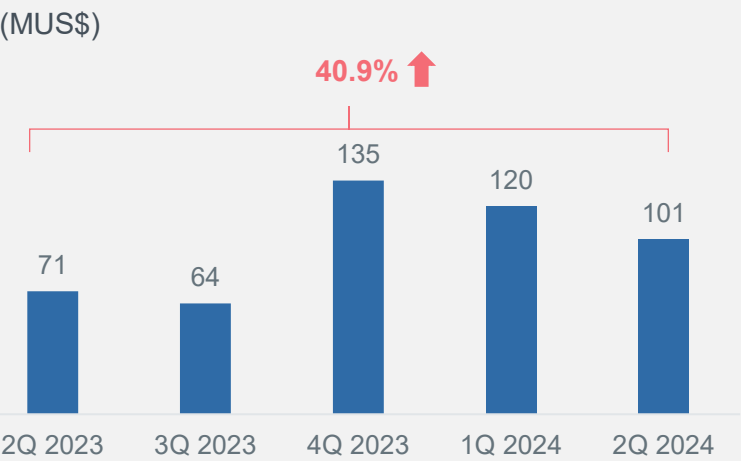
Operating Revenues



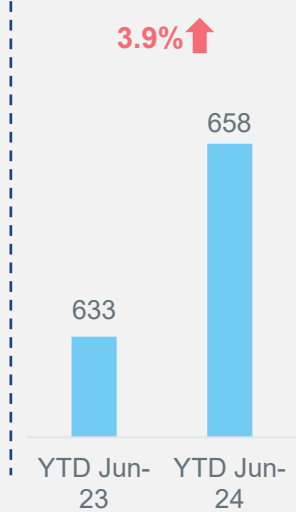
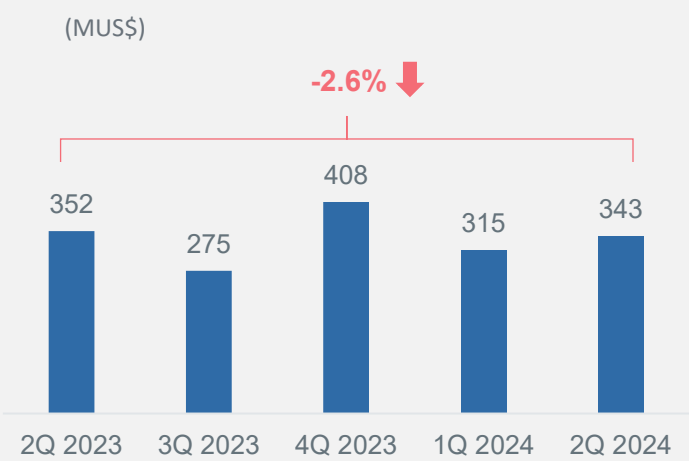
ROAE



Expected Credit Losses



Net Income



Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

MAIN OPERATING COMPANIES



- Founded in 1850, CCU is a multi-category branded beverage company operating in Chile, Argentina, Bolivia, Colombia, Paraguay and Uruguay, with an extensive wine export business to more than 80 countries.
- Assets of US\$3.9 billion.
- Over 10,200 employees.
- 35 beverage facilities.
- Extensive distribution network reaching more than 550,000 sales points and La Barra e-commerce platform.
- Jointly controlled with Heineken, one of the main breweries worldwide.
- Traded on the NYSE and Santiago Stock Exchanges.
- In 2019 CCU launched its 2030 Environmental Vision, after successful implementation of its 2020 Vision, with goals in three main areas: emissions, waste and water.
- During May 2024, CCU inaugurated the first recycled PET resin plant in Chile, with an estimated annual production capacity of 18,000 tons, granting new use to 870 million plastic bottles.



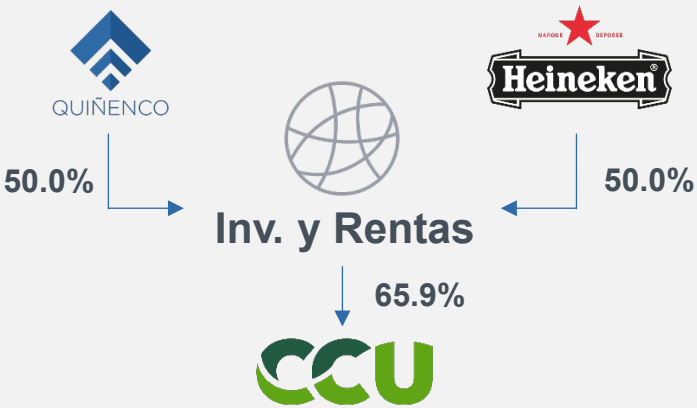
WEIGHTED VOLUME MARKET SHARE
(December 2023)

	2023
Chile Operating segment	45% ⁽¹⁾
International Operating segment	17% ⁽²⁾
Wine Operating segment	20% ⁽³⁾
Total	30% ⁽⁴⁾

(1) Excludes HOD, energy drinks and powdered juice.
(2) Includes beer in Argentina; beer, carbonated soft drinks, nectars and waters in Uruguay; beer, soft drinks, nectars and waters in Paraguay; beer, soft drinks and malt in Bolivia.
(3) Domestic and export wines from Chile. Domestic market reported by Nielsen. Export market reported by Asociación de Viñas de Chile. Excludes bulk wine.
(4) Weighted average of the markets where CCU participates, based on category market share and weighted by CCU's estimations of market sizes (February 2024).

OWNERSHIP STRUCTURE

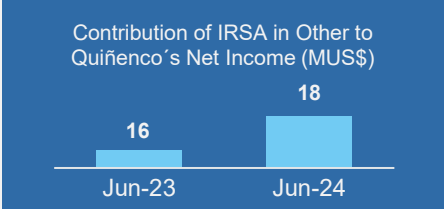
(June 2024)



MAIN OPERATING COMPANIES

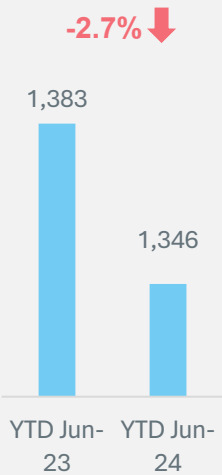
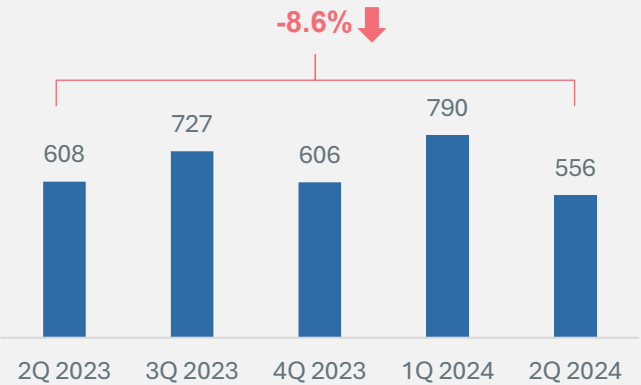


CCU’s quarterly results improved, reversing the loss reported in 2Q 2023, mainly due to a non-recurring gain on the sale of real estate, compensating lower operating performance, mostly reflecting lower consumption and the depreciation of local currencies.



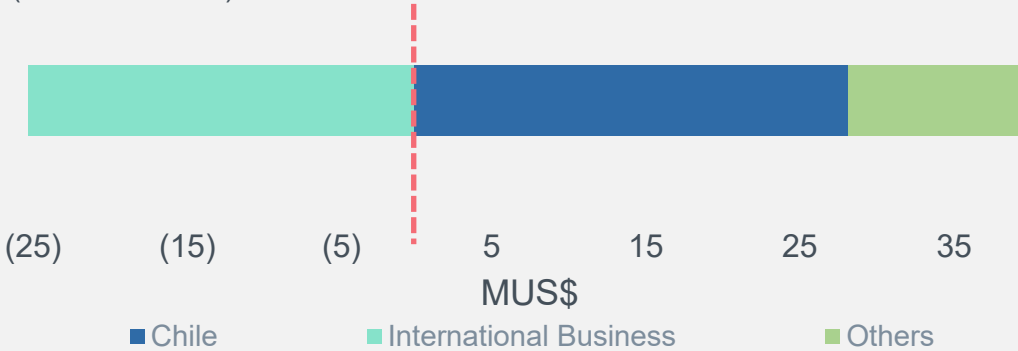
Sales

(MUS\$)



EBITDA* by Business Segment

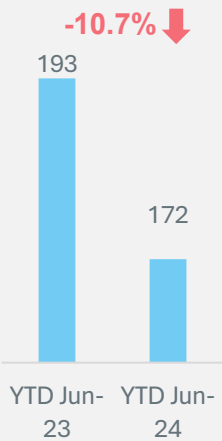
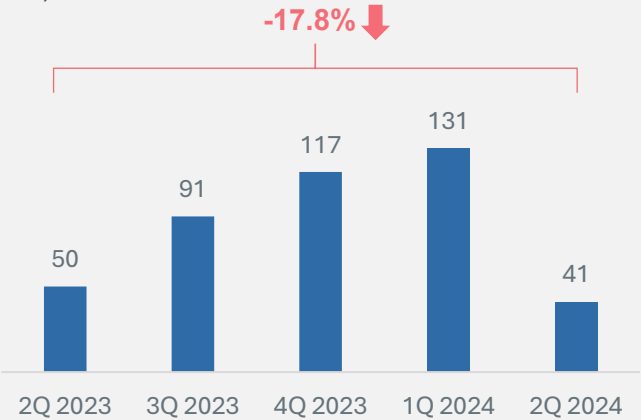
(YTD June 2024)



* Excludes Other.

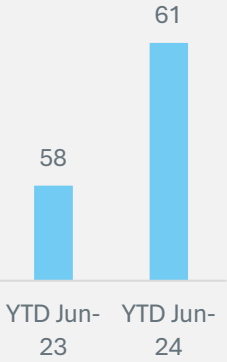
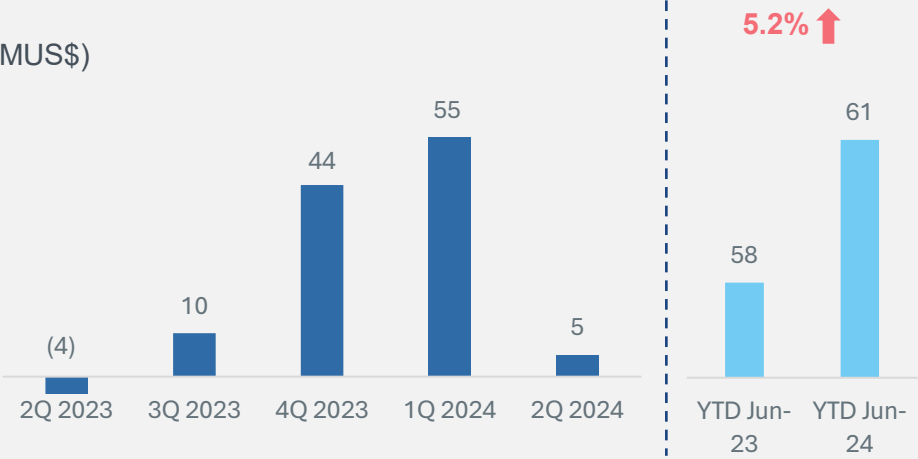
EBITDA

(MUS\$)



Net Income

(MUS\$)



Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

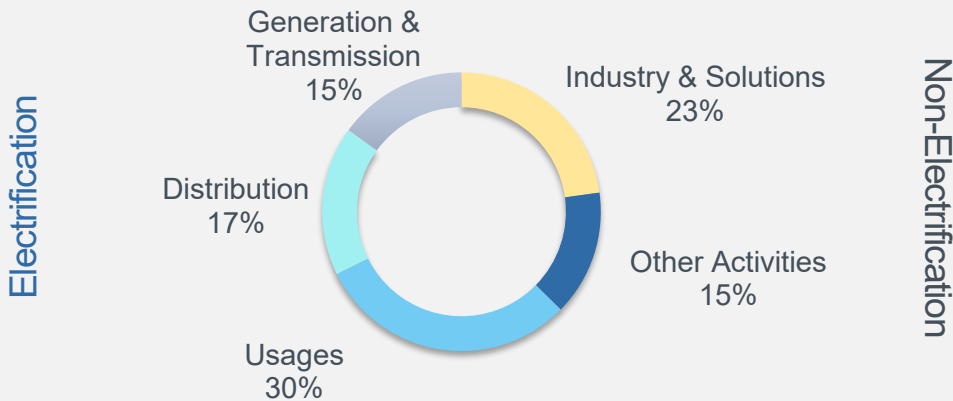
MAIN OPERATING COMPANIES



- Nexans is a worldwide leader in the cable industry with an industrial footprint in 41 countries and commercial activities worldwide, after over a century of progress.
- Headquartered in Paris, France, Nexans produces cables and cabling systems, constantly innovating its products, solutions and services.
- Over 28,300 employees
- Nexans is listed on Euronext Paris.
- In April 2023, Quiñenco’s subsidiary Invexans Ltd successfully completed the sale of 4.2 million shares of the French multinational Nexans, in a transaction valued at US\$367 million. The use of proceeds is primarily for strategic investments, including US\$205 million in capital contributed to its subsidiary Enx during 2023 and 1H 2024.
- After the sale, Quiñenco’s subsidiaries remain reference shareholders of Nexans with 19.3% ownership and active representation on the company’s board of directors.



SALES* BY KEY-END MARKETS
(YTD June 2024)



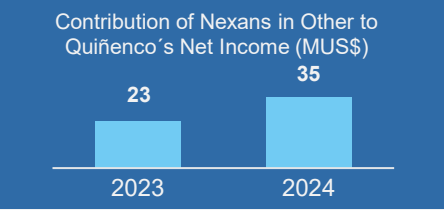
OWNERSHIP STRUCTURE
(June 2024)



* Sales at current metal prices.

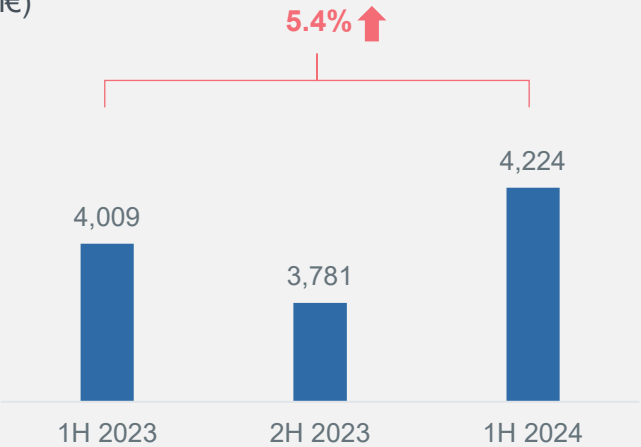


Nexans contribution increased by 55.1%, based on strong operating performance, driven by the electrification segments.



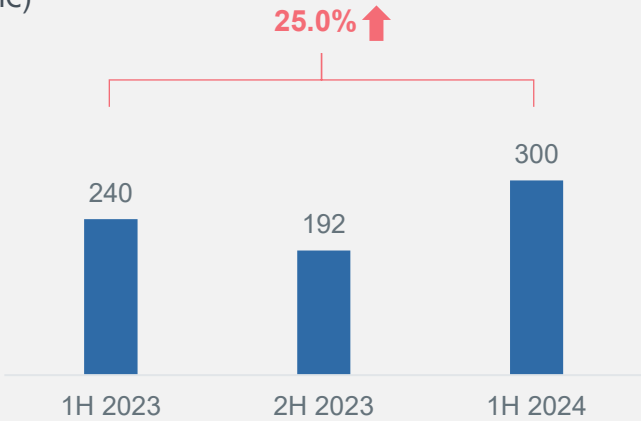
Sales

(M€)



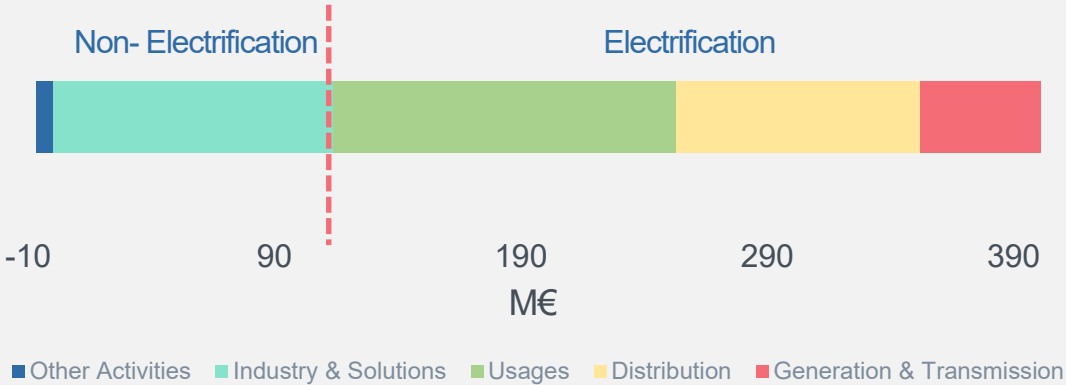
Operating Margin

(M€)



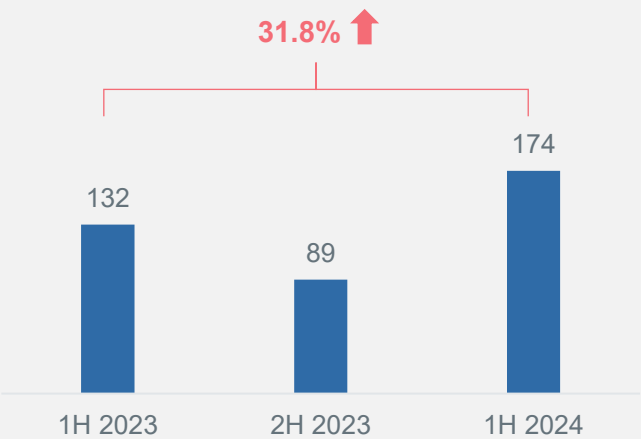
EBITDA by Business Segment

(YTD June 2024)



Net Income

(M€)



MAIN OPERATING COMPANIES



- Enex S.A. has a network of 449 service stations, with 212 convenience stores in Chile, 49 travel centers in the USA and supplies 77 service stations in Paraguay.
- Main business activities:
 - Distribution of fuels through its service stations.
 - Distribution of fuels to industrial clients and transport sector.
 - Distribution of Shell lubricants.
- Holds a 33.3% share of Sociedad de Inversiones de Aviación (SIAV).
- Acquired Road Ranger travel center in the USA in November 2018.
- Acquired 50% of Gasur service station network in Paraguay in November 2019. In January 2024, Enex reached 100% ownership of the company, today named Enex Paraguay.
- During 2021, Enex established Enex plc, in the UK, as its parent company.



SERVICE STATIONS

(December 2023)

	No. Service Stations	%
Copec	685	40.1%
Enex	449	26.3%
Petrobras	298	17.4%
Others	278	16.3%
Total	1,710	100%

Source: Enex

OWNERSHIP STRUCTURE

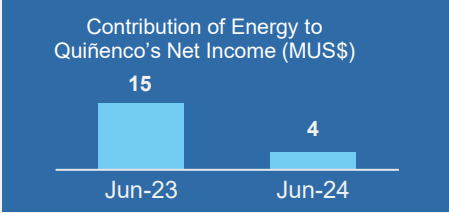
(June 2024)



MAIN OPERATING COMPANIES

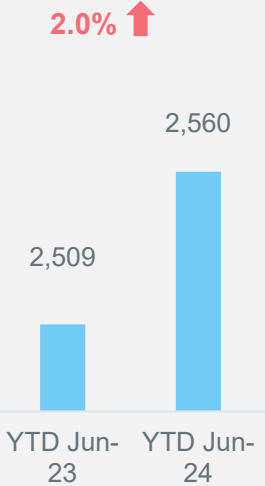
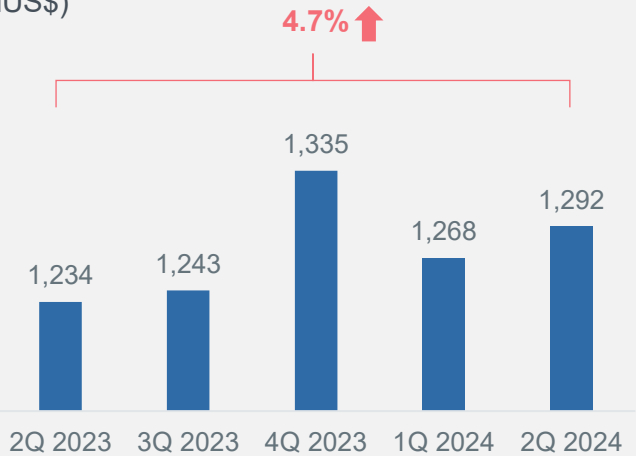


Enx's contribution fell to a loss in the current quarter, mainly due to an increased tax expense, in addition to slightly lower operating and non-operating results.



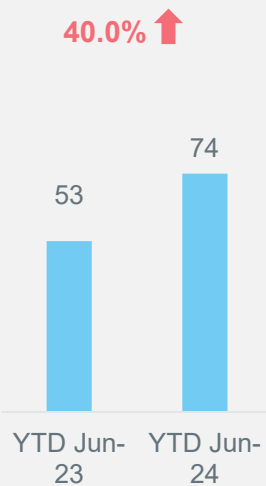
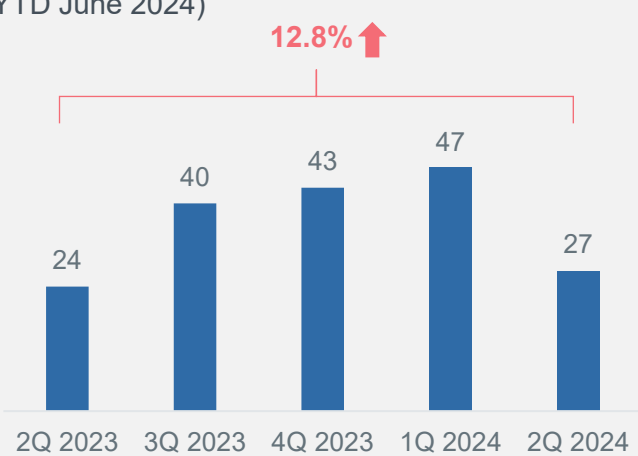
Sales

(MUS\$)



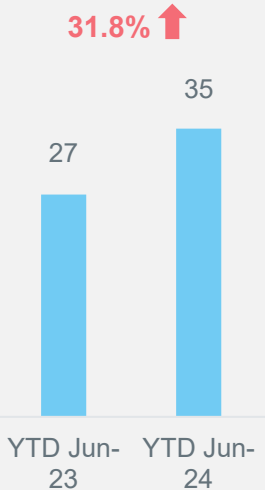
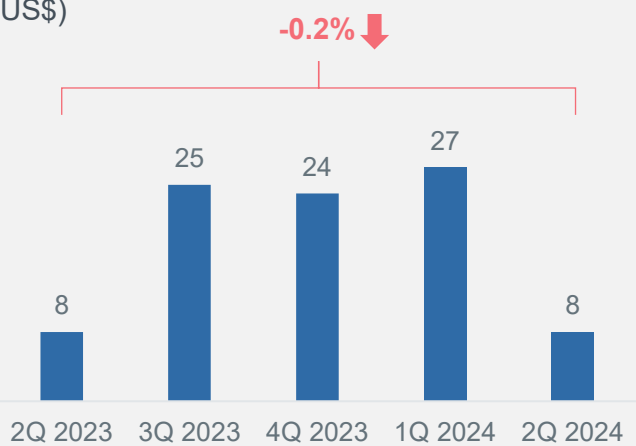
EBITDA

(YTD June 2024)



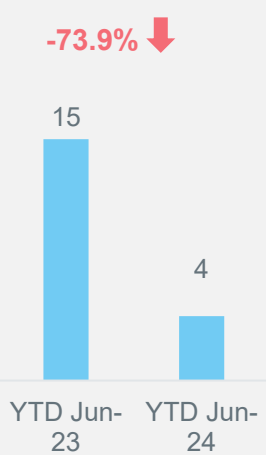
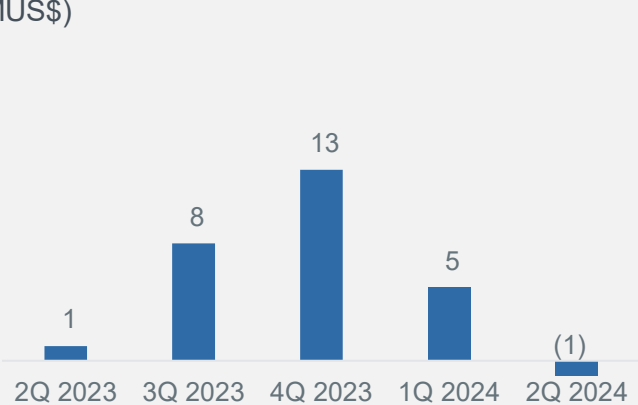
Operating Income

(MUS\$)



Net Income

(MUS\$)



Note: Figures translated from nominal Chilean pesos at the exchange rate as of June 30, 2024: Ch\$944.34 = 1US\$

MAIN OPERATING COMPANIES

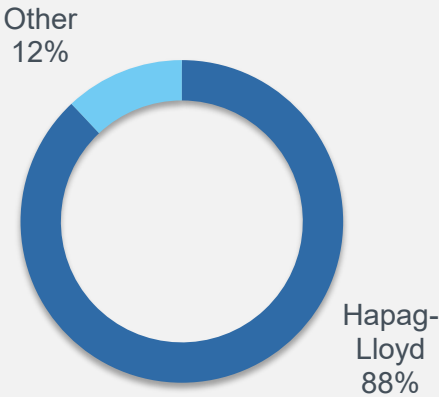


- CSAV, founded in 1872, is one of the oldest shipping companies in the world.
- Its activities include overseas transport of containerized cargo through its investment in Hapag-Lloyd.
- Total assets as of December 2023 were US\$8.3 billion.
- In November 2015 Hapag-Lloyd carried out its IPO in Germany, raising US\$300 million.
- In May 2017, the merger between Hapag-Lloyd and UASC was materialized.
- In December 2017, CSAV sold its stake in Norgistics Chile, and decided to close its offices in Peru, Mexico and China.
- During 2020 CSAV ended its car carrier activities.
- During January 2020, CSAV acquired a further 2.2% stake in Hapag-Lloyd, reaching 30% ownership in all.
- CSAV raised US\$350 million in a capital increase during 2020, mainly to refinance its acquisitions of Hapag-Lloyd shares.



ASSETS BY BUSINESS AREA

(June 2024)



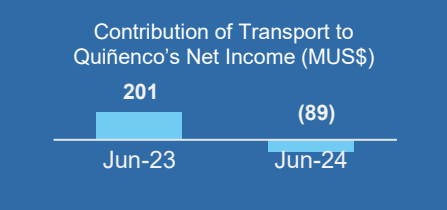
OWNERSHIP STRUCTURE

(June 2024)



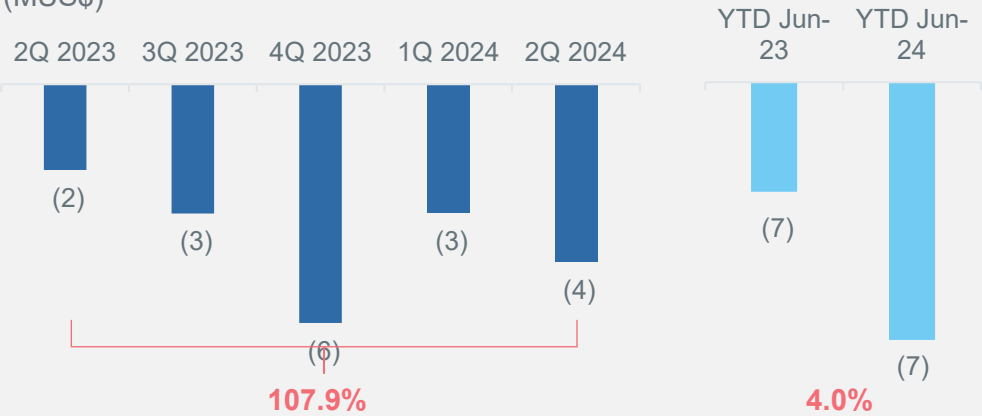


CSAV's 2Q 2024 results mainly reflect a lower tax expense at CSAV that more than compensated a decrease in its share of Hapag-Lloyd's results, in a more normalized industry context as compared to 2Q 2023.



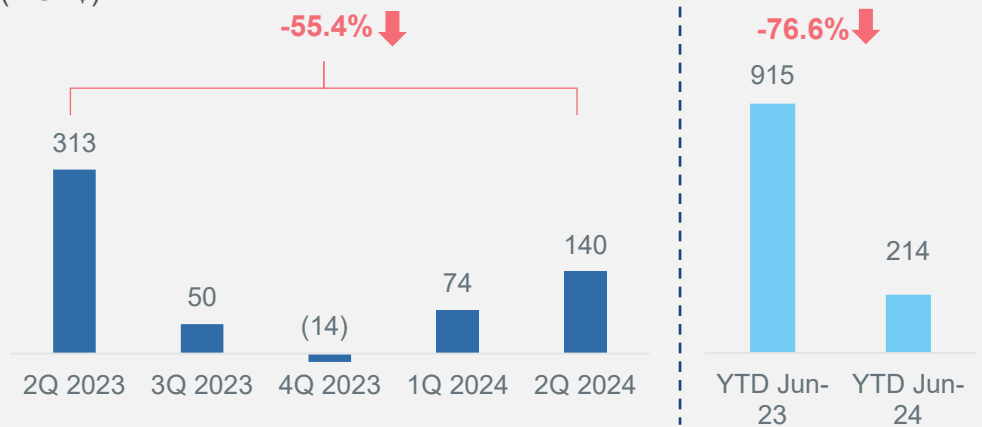
Operating Income (Loss)

(MUS\$)



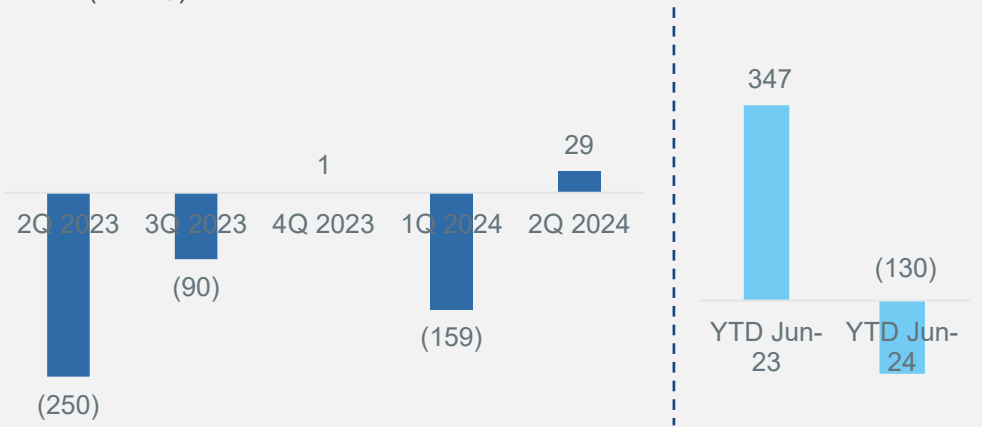
Non-operating Income

(MUS\$)



Net Income (Loss)

(MUS\$)



Note: CSAV reports in US\$.

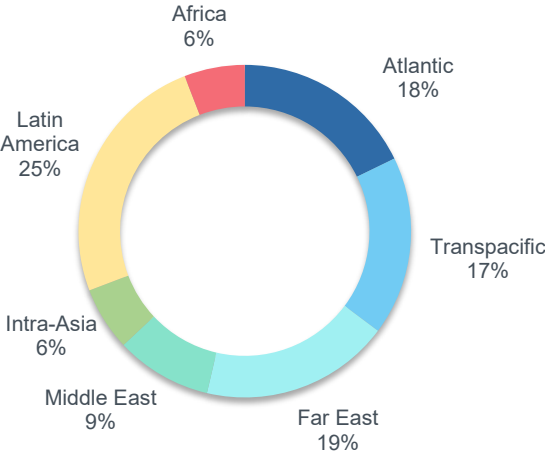
MAIN OPERATING COMPANIES



- Hapag-Lloyd is a leading global liner shipping company, with a fleet of 266 modern ships, 12 million TEU transported a year and a total capacity of around 2.0 million TEU.
- Founded in 1847 and headquartered in Hamburg, Germany, Hapag-Lloyd offers a global network of 110 liner services, and operations in 20 ports.
- Presence in 140 countries.
- Over 16,200 employees.



TRANSPORTED VOLUME BY TRADE
(YTD June 2024)

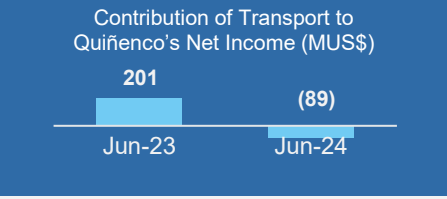


OWNERSHIP STRUCTURE
(June 2024)



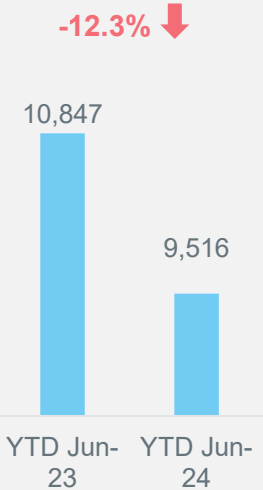
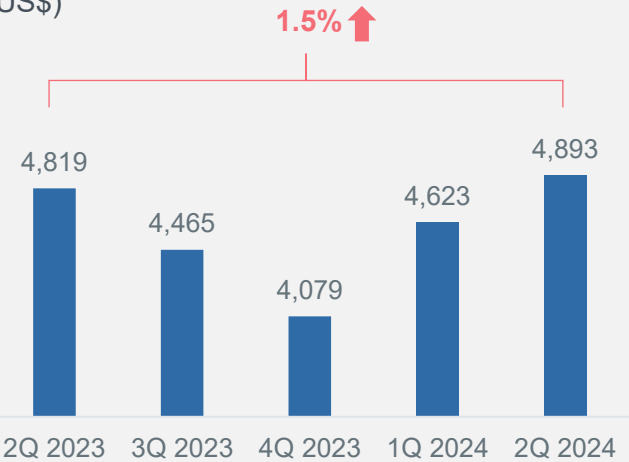


Hapag-Lloyd's 2Q 2024 results decreased by 58.0% in a context of more normalized global supply chains as compared to 2Q 2023, and therefore lower rates in container shipping, translating in the case of Hapag-Lloyd to average freight rates declining by 7.3% from 2Q 2023, partly offset by 3.2% growth in transported volumes. However, results improved from 1Q 2024, reflecting new disruptions in the Red Sea and an upturn in demand.



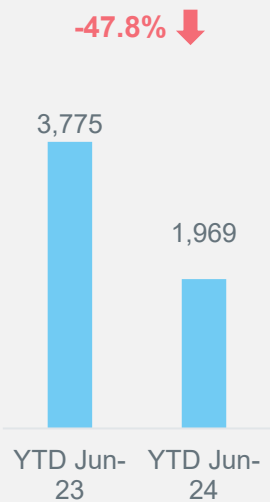
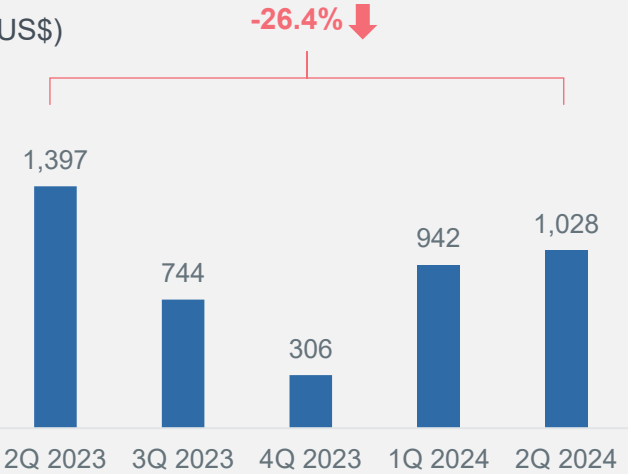
Sales

(MUS\$)



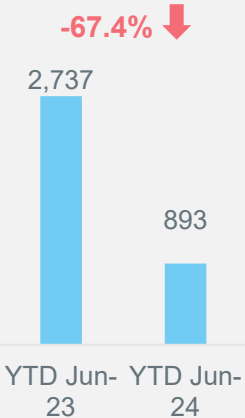
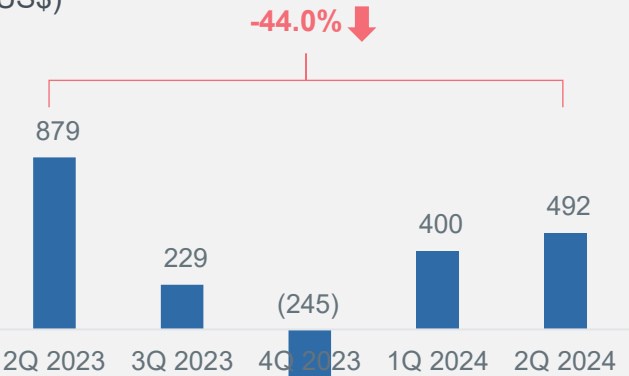
EBITDA

(MUS\$)



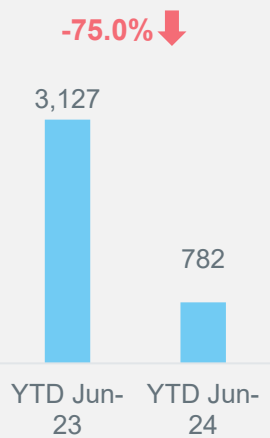
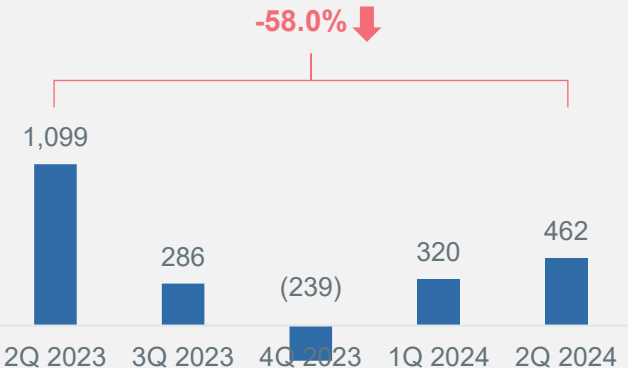
Operating Income (Loss)

(MUS\$)



Net Income (Loss)

(MUS\$)



Note: Hapag-Lloyd reports in US\$.

MAIN OPERATING COMPANIES



- SM SAAM is a multinational company, based in Chile, which provides services to international trade through two business areas: tug boats and air logistics.
- SM SAAM has a presence in 13 countries across America, operating a fleet of 208 tug boats, being the largest tug boat operator in America and third worldwide.
- In October 2019, SM SAAM materialized the agreement with Royal Boskalis Westminster, parent company of SMIT, to acquire its interest in the two joint operations for the tug boat business in Brazil, Mexico, Panama and Canada. The transaction amounted to US\$194 million.
- In October 2020, SM SAAM acquired the remaining 50% stake in Aerosan, thus reaching 100% ownership, for a total of US\$32 million.
- In January 2021, SM SAAM acquired 70% of Intertug, towage company with operations in Colombia, Mexico and Central America.
- During November 2022, Quiñenco acquired shares of SM SAAM on the market, increasing its participation to 60.0%.
- In 2023, Quiñenco acquired an additional 2.6% stake on the market, thus reaching 62.6% ownership.
- On August 1, 2023, the transaction between SM SAAM and Hapag-Lloyd announced in October 2022, was materialized, after having received all the required regulatory approvals. The total price for the sale of SM SAAM's port terminal and land logistics businesses amounted to approximately US\$995 million. In all, the transaction generated an after-tax gain of approximately US\$420 million for SM SAAM.



OWNERSHIP STRUCTURE

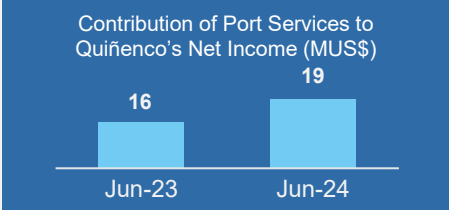
(June 2024)



MAIN OPERATING COMPANIES

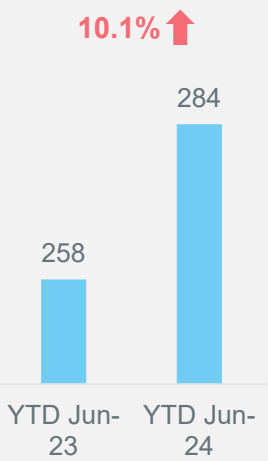
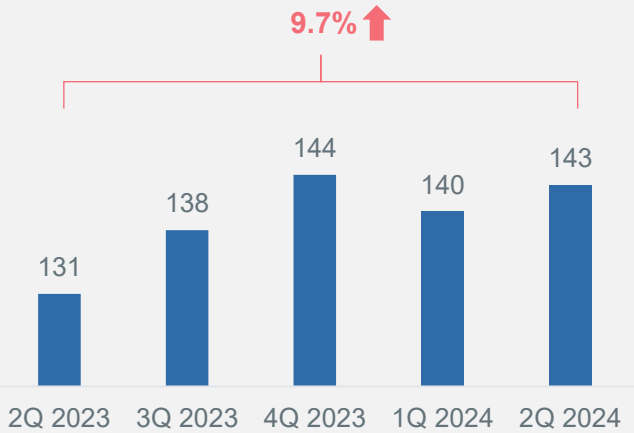


SM SAAM's results in 2Q 2024 decrease despite good operating performance in air logistics and tug boats, due to higher deferred taxes and the gain from discontinued operations in 2Q 2023 only.



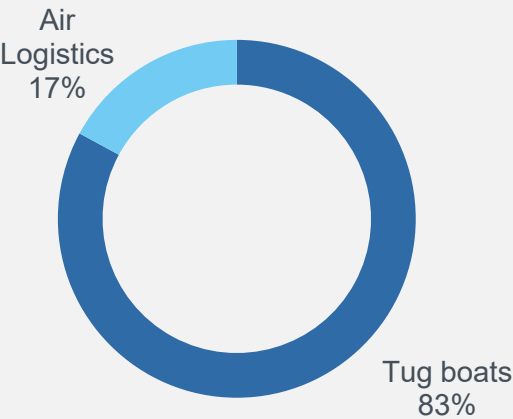
Sales

(MUS\$)



EBITDA MIX*

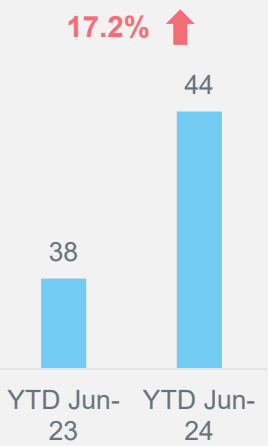
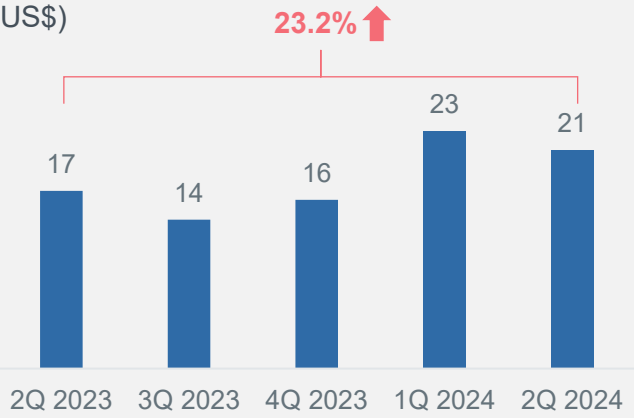
(YTD June 2024)



* Excludes Others.

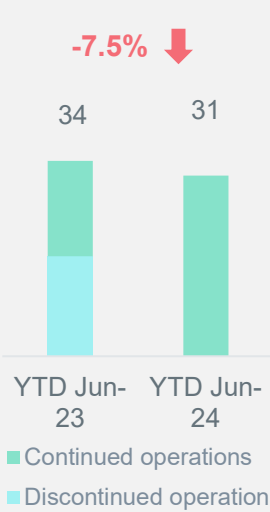
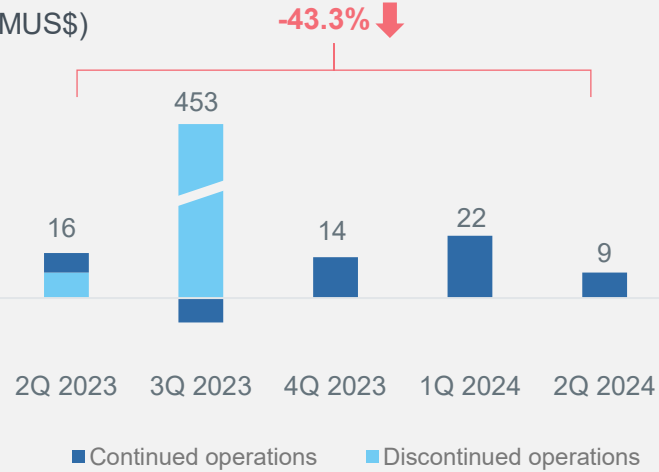
Operating Income

(MUS\$)



Net Income

(MUS\$)



Note: SM SAAM reports in US\$.



QUIÑENCO