



 QUIÑENCO S.A.

Company Presentation / December 2014



Quiñenco Overview



Recent Events



Financial Overview



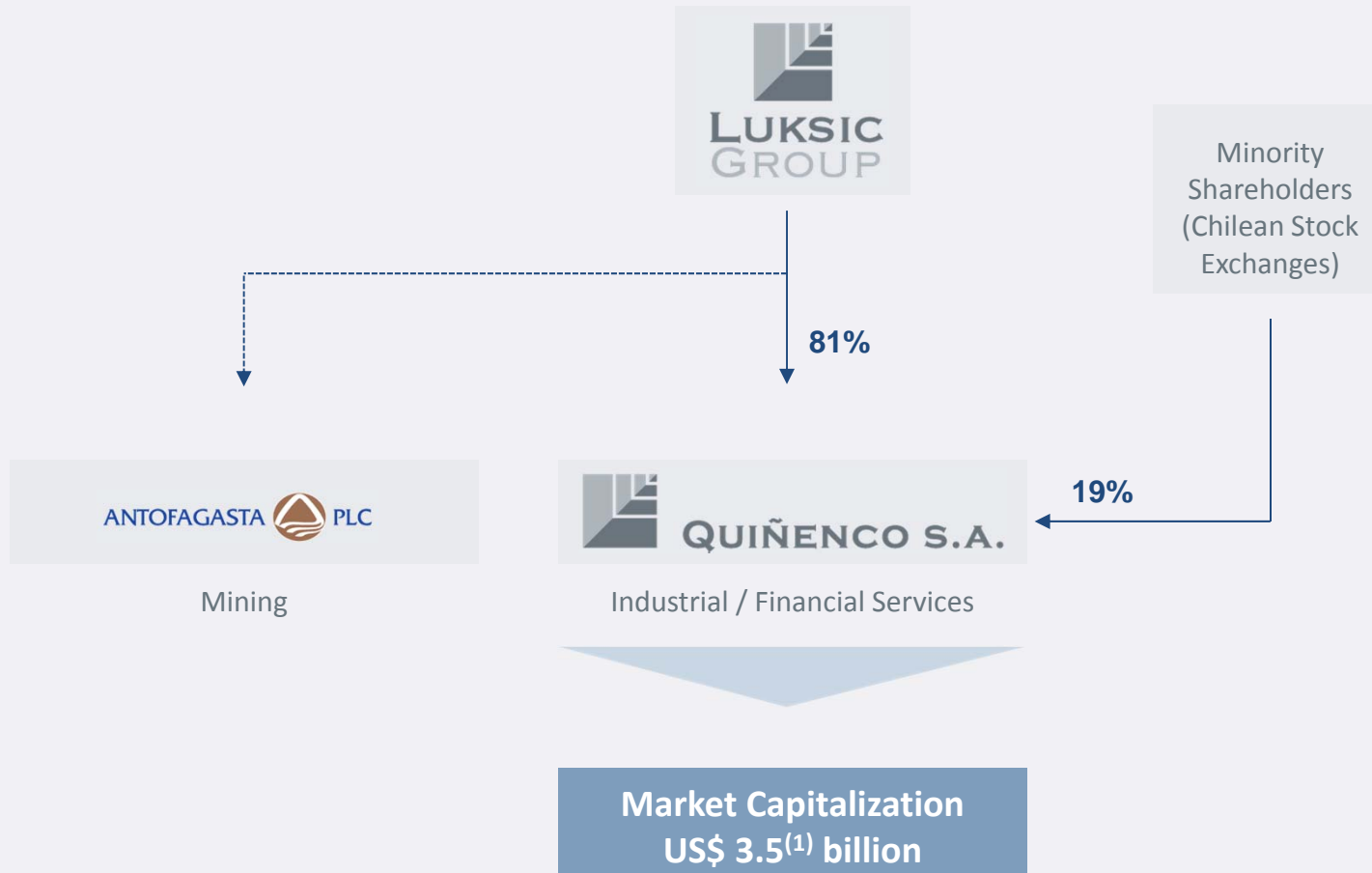
Main Operating Companies



Conclusions



Ownership Structure



⁽¹⁾ Market Capitalization as of December 4, 2014

Quiñenco



Banco de Chile

CCU
Un mundo de sabores

Nexans

Techpack

ENEXX
MOVEMOS CHILE

CSAV
SudAmericana de Vapores

SM saam








- Quiñenco is one of Chile's largest business conglomerates with US\$66 billion in assets under management
- Companies managed by Quiñenco generated sales revenue of US\$22 billion in 2013
- The Quiñenco group of companies employ around 60,000 people in Chile and abroad



Quiñenco: Main Operating Companies



% Control as of September 2014

51.3%	60.0%	29.0% ⁽²⁾	65.9%	54.5%	42.4%	100%
						
Mkt.Cap ⁽¹⁾ : US\$ 11.2 bln	Mkt.Cap ⁽¹⁾ : US\$ 3.6 bln	Mkt.Cap ⁽¹⁾ : US\$ 1.4 bln	Mkt.Cap ⁽¹⁾ : US\$ 178 mln	Mkt.Cap ⁽¹⁾ : US\$ 0.7 bln	Mkt.Cap ⁽¹⁾ : US\$ 0.8 bln	US\$ 828 mln ⁽³⁾
<ul style="list-style-type: none"> • 1st bank in Chile in net income and profitability • Jointly controlled with Citigroup 	<ul style="list-style-type: none"> • No.1 Chilean beer producer with 78% market share • Main beverage producer in Chile • 2nd largest beer producer in Argentina • Jointly controlled with Heineken 	<ul style="list-style-type: none"> • Global leading French cable manufacturer, with presence in 40 countries and business activities throughout the world 	<ul style="list-style-type: none"> • Regional manufacturer of flexible packaging products 	<ul style="list-style-type: none"> • Main business is containerized cargo transportation, which has been merged with Hapag Lloyd, becoming the 4th largest shipping company worldwide 	<ul style="list-style-type: none"> • Leading port, cargo & shipping services company: port concessions, tug boats, and logistics • 2nd largest port operator in Latin America • 4th largest tug boat company worldwide 	<ul style="list-style-type: none"> • No.2 retail distributor of fuels in Chile with 450 service stations and 121 convenience stores • Shell license in Chile

(1) Market Capitalization as of December 4, 2014.

(2) Corresponds to Inxens' stake in Nexans, which increased to 28.98% as of September 2014. Quiñenco's stake in Inxens was 80.5% as of September 30, 2014. Inxens' market cap as of December 4, 2014 was US\$260 million.

(3) Book value as of September 30, 2014.



First Class Board and Management



Board of Directors⁽¹⁾



Andrónico Luksic C.
Chairman

Jean-Paul Luksic F.
Vice Chairman

Nicolás Luksic P.
Director

Andrónico Luksic L.
Director

Fernando Cañas B.
Director

Gonzalo Menéndez D.
Director

Hernán Büchi B.
Director

Matko Koljatic M.
Director

Senior Management

- Francisco Pérez Mackenna
Chief Executive Officer
- Martín Rodríguez Guiraldes
Manager of Strategy and Performance Appraisal
- Rodrigo Hinzpeter Kirberg
Chief Counsel
- Carolina García de la Huerta Aguirre
Manager of Corporate Affairs
- Felipe Joannon Vergara
Manager of Business Development
- Luis Fernando Antúnez Bories
Chief Financial Officer
- Pilar Rodríguez Alday
Investor Relations Manager
- Alvaro Sapag Rajevic
Manager of Sustainability
- Pedro Marín Loyola
Manager of Performance Appraisal and Internal Auditor
- Andrea Tokman Ramos
Chief Economist
- Davor Domitrovic Grubisic
Head Legal Advisor
- Oscar Henríquez Vignes
General Accountant



Over 50 Years of History



1957 - 1999

1957 Sociedad Forestal Quiñenco S.A is created.

1960's Sociedad Forestal Quiñenco S.A. adds Empresas Lucchetti S.A. and Forestal Colcura S.A. to its scope of activities.



1970's Hoteles Carrera S.A. is added to Quiñenco.

1980's Acquisition of shares of Banco O'Higgins and of Banco de Santiago.

Controlling share of Madeco and of Compañía Cervecerías Unidas are acquired.



1993 The OHCH group is established, to later control Banco de Santiago in 1995.

1996 Quiñenco is established as the financial and industrial parent company of the Group.

1997 Quiñenco's subsidiary VTR sells 100% of mobile phone company, Startel, to CTC.

1999 Quiñenco sells stake in OHCH, later acquiring 51.2% of Banco de A. Edwards and 8% of Banco de Chile.



1999 - 2010

1999 Quiñenco sells its stake in VTR Hipercable. It then buys a 14.3% stake in Entel S.A.



2001 Quiñenco becomes the controller of Banco de Chile.

2002 Banco de Chile and Banco de A. Edwards are merged.



2004 Quiñenco divests Lucchetti Chile, then buys Calaf through a joint venture with CCU.

Quiñenco buys 11.4% of Almacenes París, later sold off with profits.



2008 Banco de Chile and Citibank Chile merge on January 1st.

Historical transaction between Madeco and French cable producer Nexans.



2009 Sale of remaining Entel shares (2.9%).

2010 Quiñenco divests Telsur. Citigroup exercises its options for 17.04% of LQIF, controlling entity of Banco de Chile, increasing its share to 50%.

2011 - 2013

2011 Quiñenco acquires a 20.6% stake in shipping company CSAV. In early 2012 this stake reached 37.4%.



Madeco signs agreement with Nexans and increases its stake up to 19.86%.

In March, Quiñenco signs agreement to purchase Shell's assets in Chile. The transaction is closed on May 31.



2012 Quiñenco carries out capital increase of US\$500 million.

Quiñenco increases stake in CSAV to 37.44%.

SAAM spin-off from CSAV in February. SM SAAM created as parent company of SAAM. Quiñenco's stake in SM SAAM is also 37.44%

2013 Quiñenco increases stake in Madeco to 65.9%.

Madeco divided in Invexans and newco Madeco.

Enex acquires Terpel Chile for US\$240 million.

Quiñenco increases stake in CSAV to 46% and in SM SAAM to 42.4%.

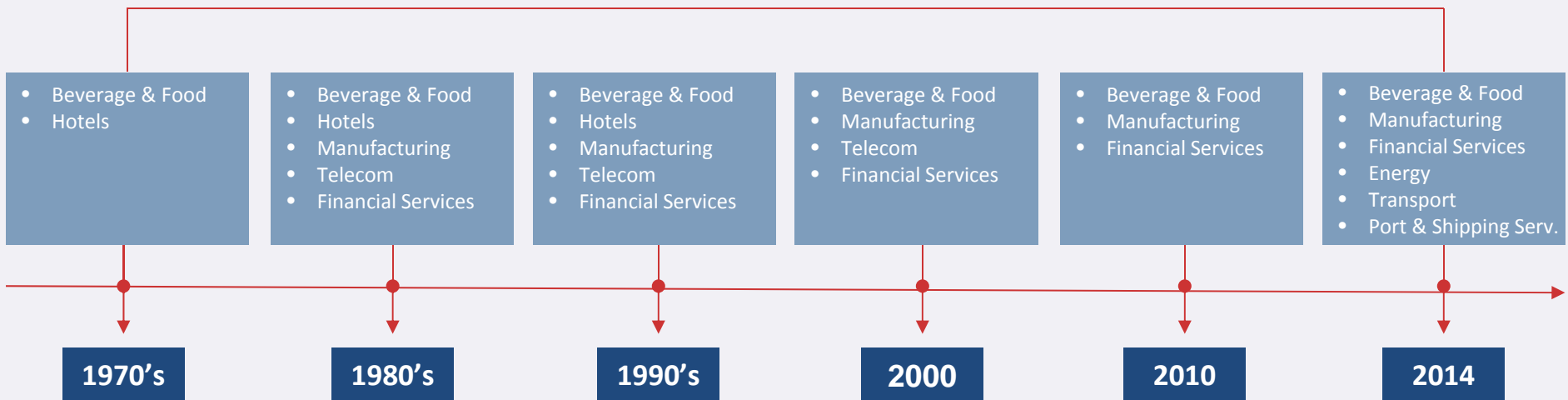
Quiñenco carries out capital increase of US\$700 million.



Focused Diversification



QUIÑENCO S.A.



Quiñenco – Investment Criteria



QUIÑENCO S.A.

- Brand & consumer franchise development potential
- Sufficient critical mass
- Prior operating or industry experience
- Access to strategic partners / commercial alliances / synergies
- Growth platform or add-on acquisition potential
- Controlling stakes



Quiñenco: World Class Strategic & Commercial Alliances



Beverage & Food



Good Food, Good Life



Energy



Manufacturing



Financial



Transport




QUIÑENCO S.A.

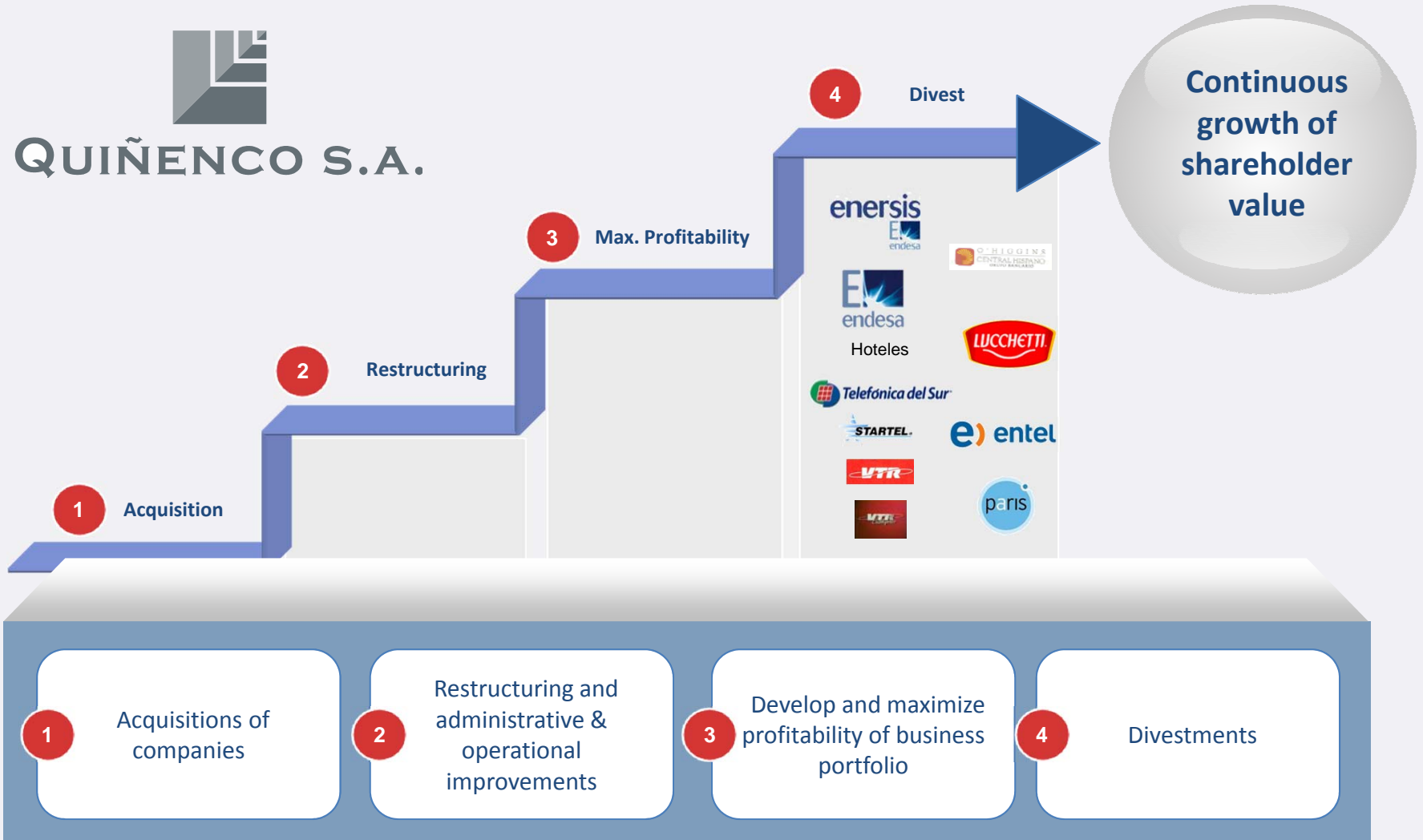
Quiñenco partners with world class players to develop its markets and products to take advantage of combined know-how, experience and financial capacity



Value Creation System



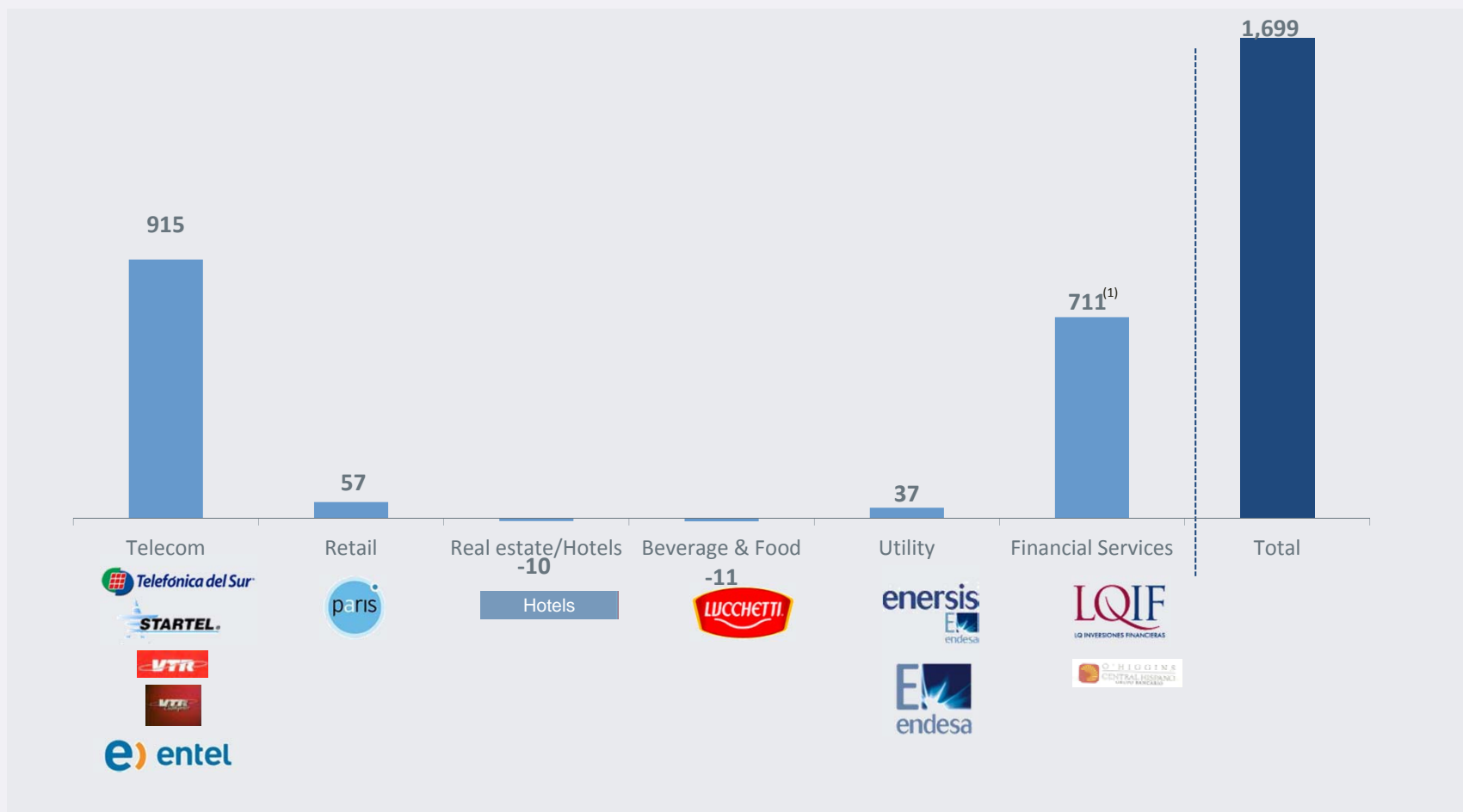
Quiñenco has developed a value creation system through the professional management of its investments



Corporate Level Transactions



Quiñenco has carried out various transactions throughout its history, generating US\$1.7 billion in profits over the last 16 years from divestments of US\$4.1 billion



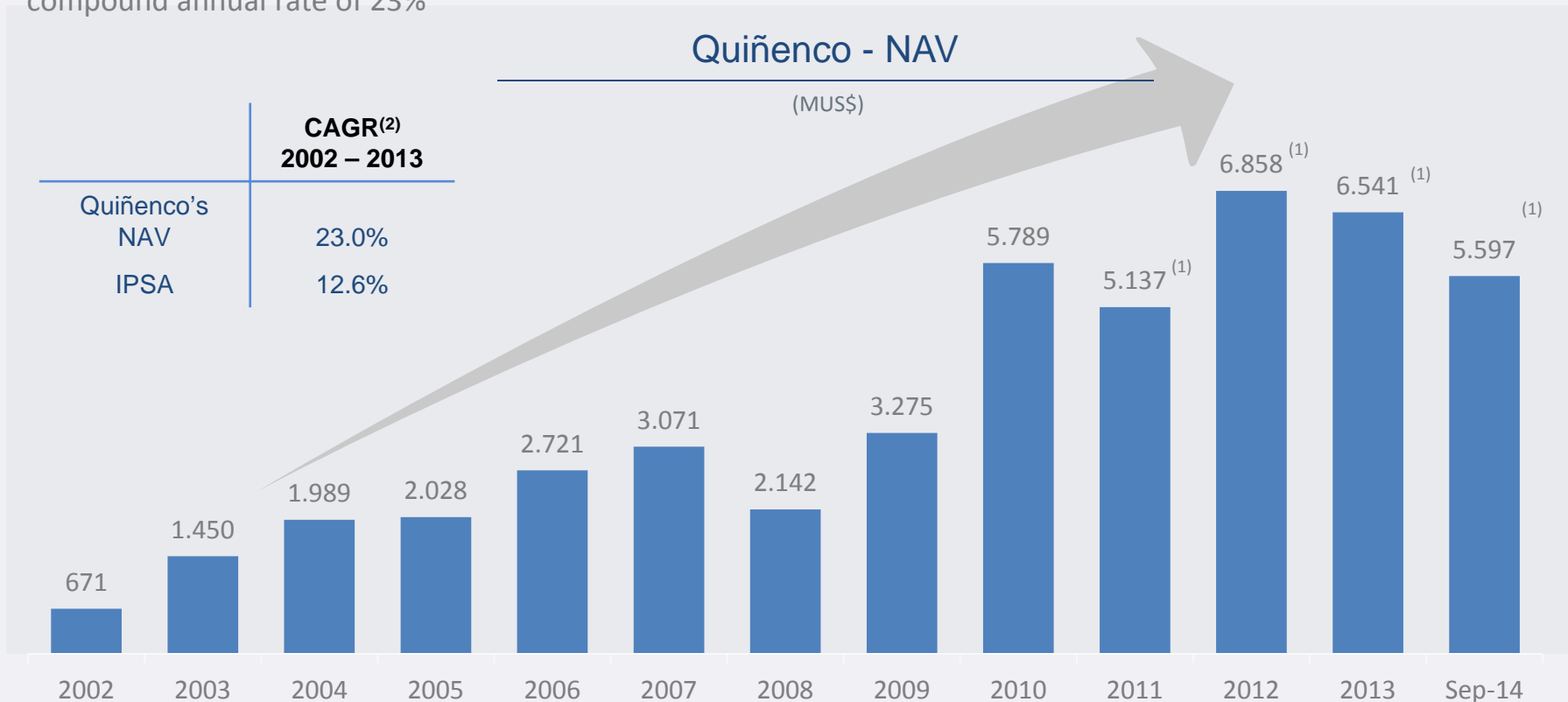
Note: Figures translated from constant Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22= 1US\$

⁽¹⁾ Includes the gain generated by Citigroup's first option for 8.52% share of LQIF, before taxes. The second option for an additional 8.52% generated an increment in equity of US\$285.8 million, after taxes.

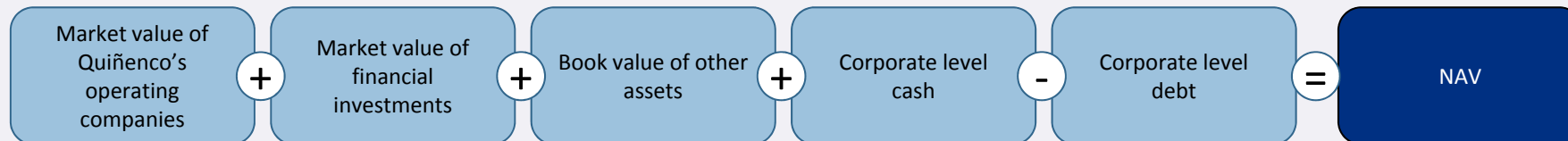
Strong Growth in NAV



Over the past 11 years, the net value of Quiñenco's assets has multiplied by almost 10 times, growing at an average compound annual rate of 23%



The Net Asset Value has been calculated as follows:



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): Includes ENEX at book value

(2): Compound average growth rate

Source: Bloomberg, Quiñenco and subsidiaries



Leading Market Positions



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

Business	Industry	Product	Ranking ⁽¹⁾	Market Share ⁽¹⁾
	Financial Services	Loans	2	19%
		Deposits	1	22%
	Beverages	Beer Chile	1	78%
		Beer Argentina	2	23%
		Carbonated beverages	2	28%
		Water ⁽²⁾	1	52%
		Wine exports	2	13%
		Domestic Wine	3	27%
		Pisco	1	56%
		Rum	1	22%
 	Manufacturing	Flexible packaging Chile	1	24%
		Flexible packaging Peru	1	47%
		Flexible packaging Colombia	3	10%
		Flexible packaging Argentina	3	7%
		Cables (Worldwide)	2	-
	Energy	Fuels	2	23%
		Service stations	2	27% ⁽³⁾
	Transport	Containers (Latin America)	1	-
	Port & Shipping Services	Port operator (Latin America)	2	-
		Tug boats (Worldwide)	4	-

⁽¹⁾: Ranking and Market Share as of December 2013

⁽²⁾: Includes mineral, purified and flavored water

⁽³⁾: Estimation after compliance with divestments required for acquisition of Terpel Chile

Source: Quiñenco and subsidiaries



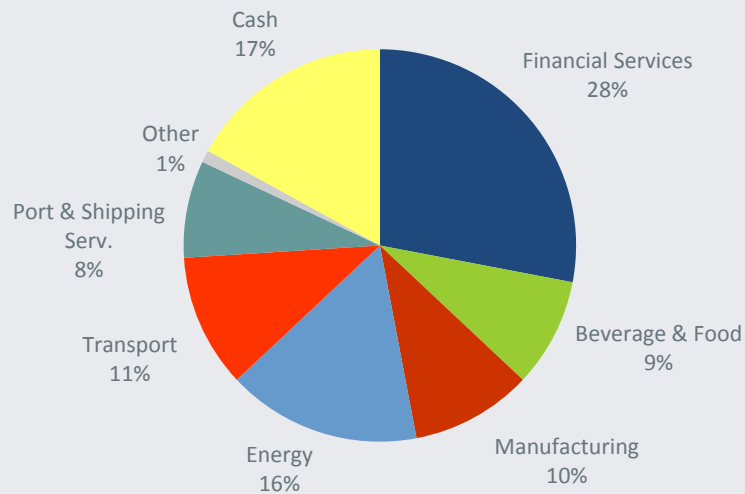
Diversified Investments



Quiñenco is one of the most diversified holding companies in Chile. During its history it has invested in sectors where it has a recognized track-record and experience in the industry.

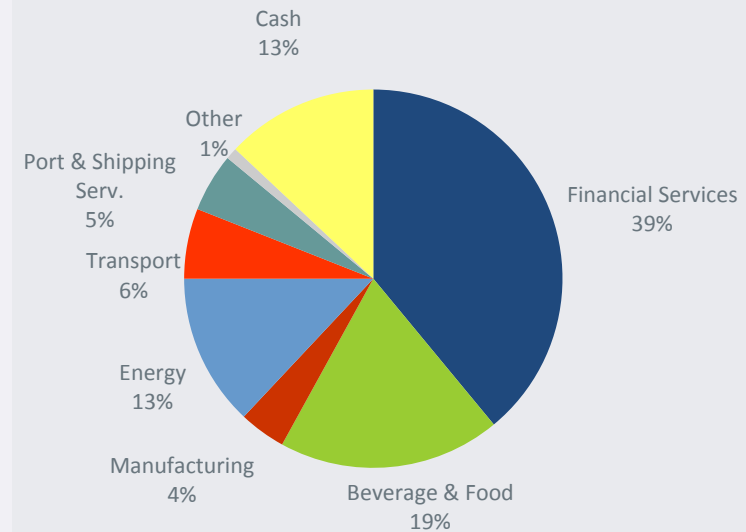
Investments by Sector

(US\$ 5.2 billion as of September 30, 2014)



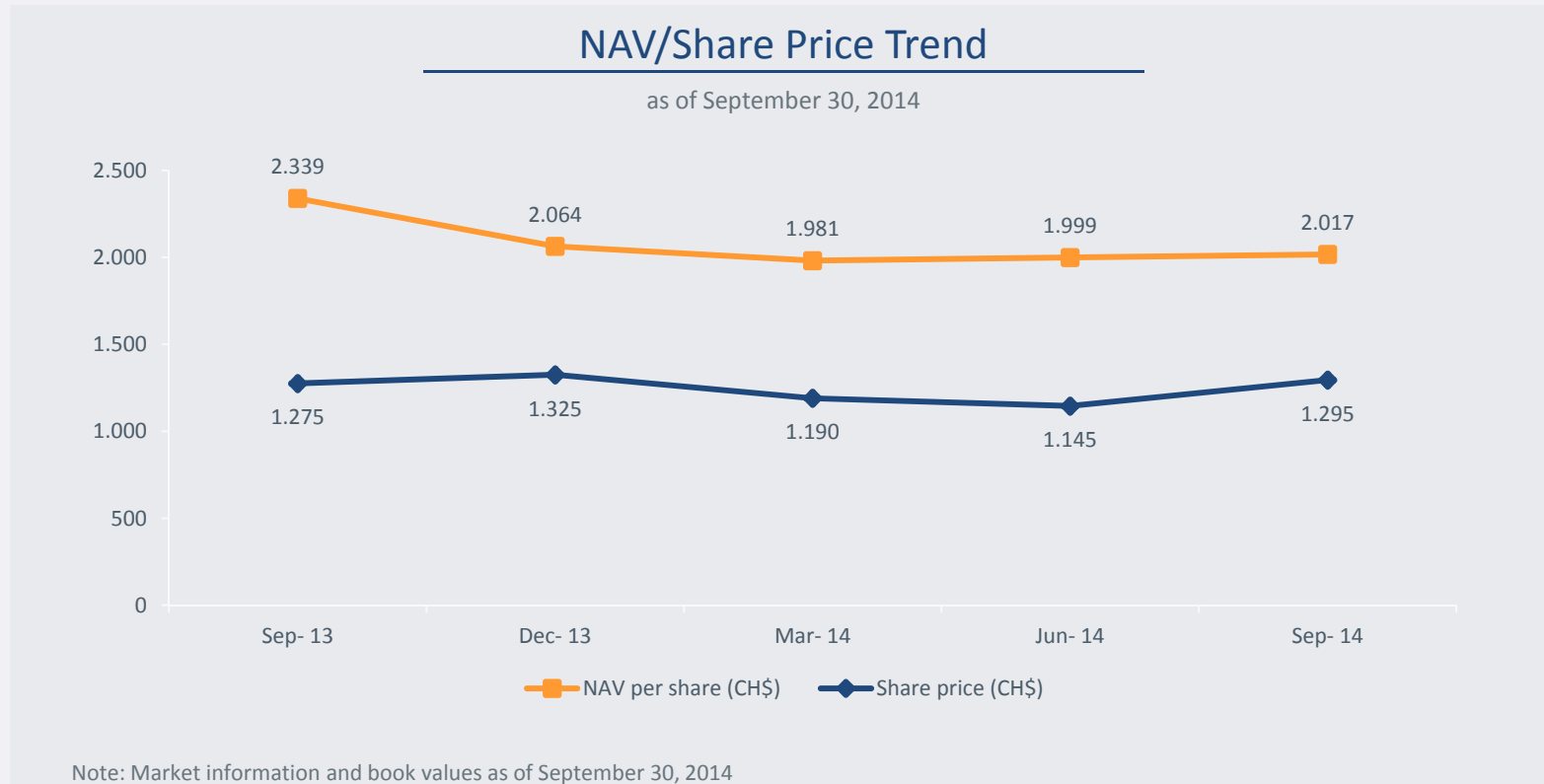
Net Asset Value⁽¹⁾ (NAV)

(US\$ 5.6 billion as of September 30, 2014)



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

NAV & Share Price Trend



NAV: US\$5.6 billion
Market Cap: US\$3.6 billion



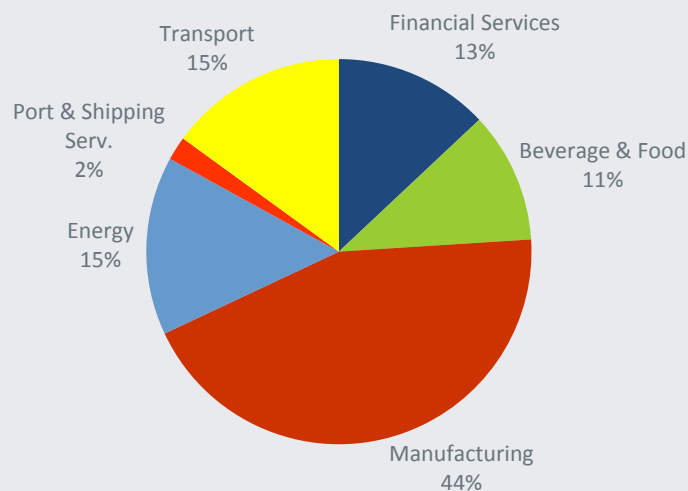
Diversified Revenues and Results (2013)



Quiñenco has achieved diversified revenues and results, thus generating stable cash flows

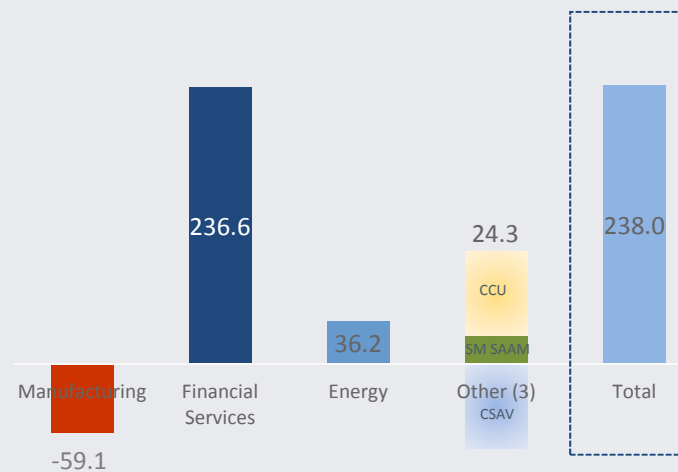
Aggregate Revenues by Sector ⁽¹⁾

(Full year 2013)



Net Income ⁽²⁾

(Full year 2013, MUS\$)



⁽¹⁾ Quiñenco does not consolidate with CCU (Beverage & Food), CSAV (Transport), SM SAAM (Port and Shipping Services) nor Nexans (Manufacturing).

⁽²⁾ Corresponds to the contribution of each segment to Quiñenco's net income.

⁽³⁾ The Segment Others includes the contribution from CCU (US\$72 million), SM SAAM (US\$24 million), CSAV (-US\$71 million), and Quiñenco and others (-US\$1 million).

Note: Figures translated at the exchange rate as of December 31, 2013: Ch\$524.61= 1US\$



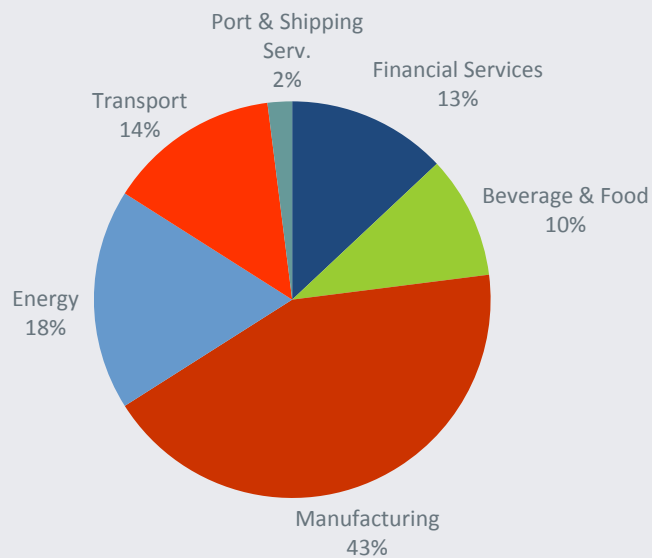
Diversified Revenues and Results (YTD September 2014)



Quiñenco has achieved diversified revenues and results, thus generating stable cash flows

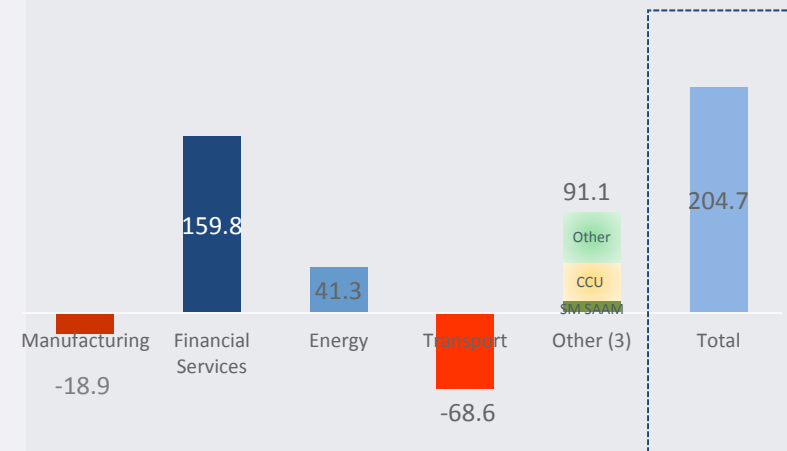
Aggregate Revenues by Sector ⁽¹⁾

(YTD September 2014)



Net Income ⁽²⁾

(YTD September 2014, MUS\$)



⁽¹⁾ Quiñenco does not consolidate with CCU (Beverage & Food), SM SAAM (Port and Shipping Services) nor Nexans (Manufacturing).

⁽²⁾ Corresponds to the contribution of each segment to Quiñenco's net income.

⁽³⁾ The Segment Others includes the contribution from CCU (US\$35 million), SM SAAM (US\$11 million), and Quiñenco and others (US\$45 million).

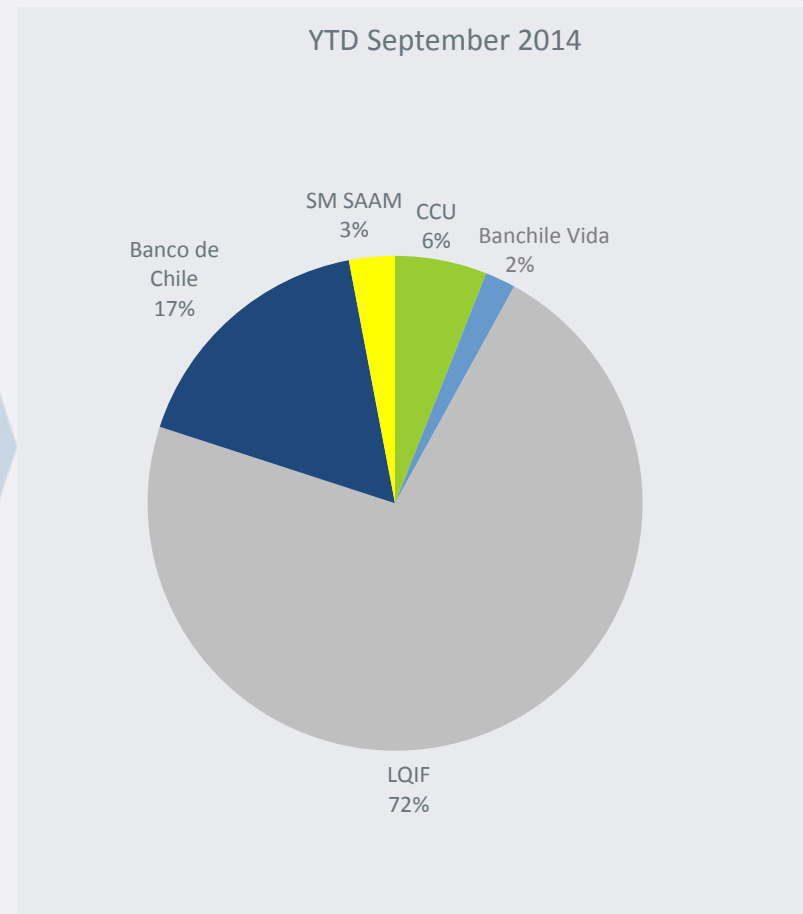
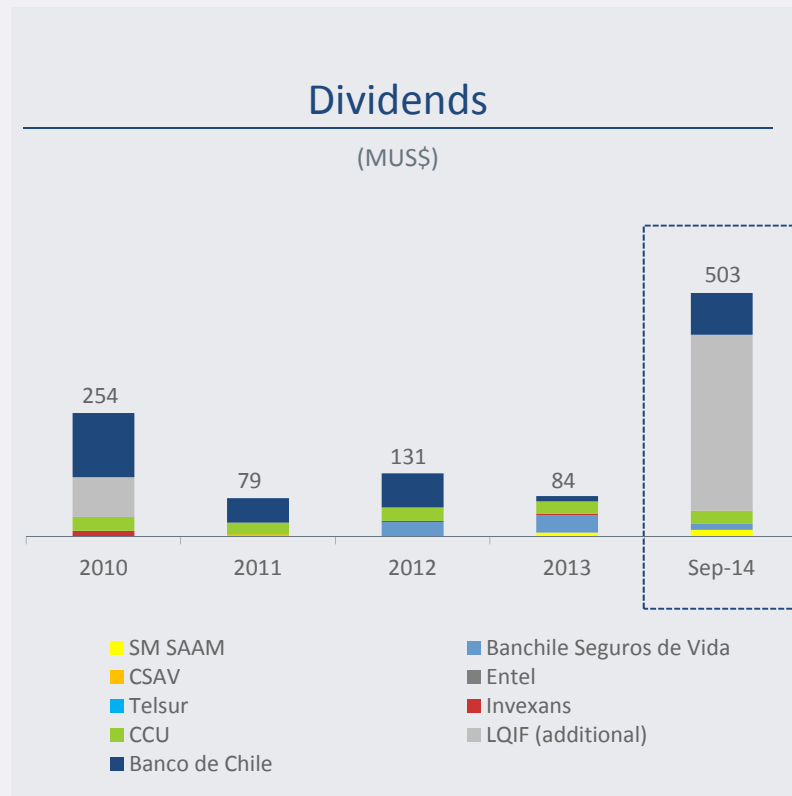
Note: Figures translated at the exchange rate as of September 30, 2014: Ch\$599.22= 1US\$



Stable Dividend Cashflow



Good operating company performance allows a strong dividend flow to the parent company



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$
 LQIF additional dividend in 2010 and March 2014: paid by LQIF in accordance with Agreement between Quiñenco and Citigroup.



Quiñenco – Strong Fundamentals



Dominant position
in its markets

Quiñenco's companies are leaders in their respective markets.

Proven track record in value
creation

Holding has proven track record in value creation as evidenced by sale of investments for approximately US\$ 4.1 bln and gains on sale of US\$ 1.7 bln over the last 16 years.

Sound financial
position

Low levels of debt and a strong cash position allow business opportunities to be undertaken.

Controlling interest in its
investments

Quiñenco currently holds a controlling interest in the majority of its investments.

Diversified Chile Risk

Quiñenco's investments are diversified in six key sectors of the Chilean economy.

Prestigious Controlling
Shareholders

Quiñenco has locally and internationally well-known and prestigious shareholders (the Luksic Family).





Quiñenco
Overview



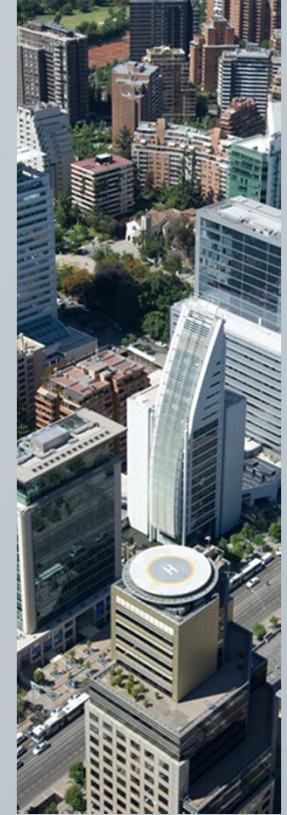
Recent Events



Financial
Overview



Main Operating
Companies



Conclusions



Quiñenco raises funds through debt and equity, increases number of Board members, and announces Tender Offer for Invexans



Bond Issuance

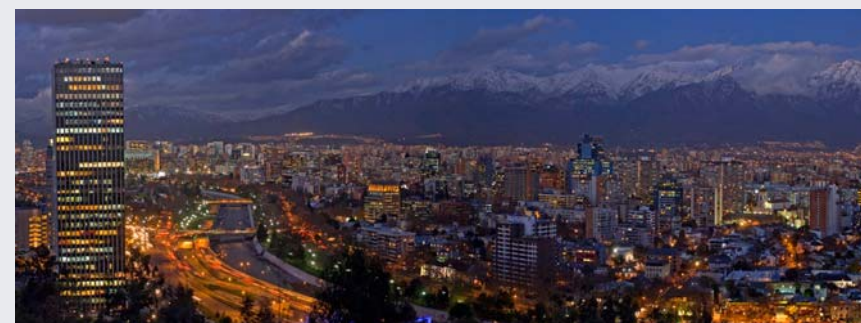
- In July 2013 and July 2014 Quiñenco successfully placed UF 4,000,000 (approx. US\$180 million) and UF 2,375,000 (approx. US\$100 million) respectively, in bonds in the local market.

Capital Increase

- In November 2013 Quiñenco successfully concluded its capital increase, raising Ch\$350 billion (approximately US\$700 million) through the issuance of around 318 million shares at a price of Ch\$1,100. During the Rights Offering period 99.98% of the total shares were subscribed.

Board of Directors

- In April 2014, the Extraordinary Shareholders' Meeting approved increasing the number of Directors from 7 to 8 members, incorporating Andrónico Luksic Lederer.



Tender Offer for Invexans

- On December 4, Quiñenco announced that the Board of Directors approved a Tender Offer for 19.55% of Invexans which is not held by Quiñenco, at a price of Ch\$10 per share. The offer is expected to be carried out within the next 30 days, following the standard procedures required.



Recent Events Operating Companies





Company	Recent Events	NAV (% of Total)
Banco de Chile	<ul style="list-style-type: none"> • Leadership in net income and profitability in the Chilean financial system. • High levels of efficiency with cost-income ratio of 41%. • Diversification of its financing structure through the issuance of approximately US\$785 million in Switzerland, US\$168 million in Hong Kong, US\$167 million in Japan, and US\$400 million in commercial papers in the USA in 2013, and around US\$460 million in bonds in Switzerland, Japan, and Hong Kong during 2014. • In January 2014 LQIF carried out a secondary offering, equivalent to a 7.2% stake in the Bank, receiving approx. US\$ 818 million. Thus the Bank's free float increased from 17.6% to 24.8%. LQIF's stake in the Bank decreased to 51%. • Quiñenco received an extraordinary dividend of US\$390 million corresponding to this transaction, and an increment in equity of US\$156 million. 	39%



Recent Events Operating Companies



Company	Recent Events	NAV (% of Total)
	<ul style="list-style-type: none"> On May 7, 2014, CCU announced its incursion in Bolivia, through the acquisition of a 35% stake of Bebidas Bolivianas (BBO). CCU could push this up to 51%. BBO produces and commercializes alcoholic and non alcoholic beverages. On June 6, 2014, CCU announced the termination of the import and distribution contract of Corona and Negra Modelo (beer) in Argentina and the production and distribution license for Budweiser in Uruguay, maintained by its subsidiary CUCSA in Argentina with subsidiaries of ABINBEV. CICSA received a compensation of US\$34.2 million for the termination. On November 10, CCU announced the agreement to establish a partnership with Grupo Postobón to enter the beer market in Colombia. CCU and Postobón are to participate in equal parts in the joint operation, Central Cervecera de Colombia S.A.S., investing approximately US\$400 million , following a gradual investment plan subject to the fulfillment of certain milestones. The partnership involves the construction of a beer plant with a total capacity of 3 million hectoliters. Completion is subject to regulatory authorization in Colombia. 	<p>19%</p>
	<ul style="list-style-type: none"> During the first half of 2014, Enex's operating income grew 79% respect to 1H 2013, reflecting 57% growth in sales boosted by the acquisition of Terpel Chile, as well as improved margins. Enex recently received the Network Excellence prize granted annually by Shell, from among the 40 countries where it has licensees of the Shell brand, based on the modernization of its service stations and growth of its network in Chile. 	<p>13%</p>



Recent Events Operating Companies





Company	Recent Events	NAV (% of Total)
	<ul style="list-style-type: none"> In January 2014 a port strike in Chile resulted in the payment of a bonus of US\$5.1 million on behalf of SM SAAM to the port workers, along with a lower level of activity. On July 2, 2014, SM SAAM announced the execution of the agreement with Boskalis: SAAM SMIT Towage Brasil and SAAM SMIT Towage Mexico therefore started operations. In 2013 the entities comprising these joint ventures generated combined EBITDA of US\$100 million. The operational synergies are estimated at US\$10 million annually, which the company expects to capture in 24 months. 	5%
	<ul style="list-style-type: none"> On January 22, 2014, CSAV announced a non-binding MOU with the German shipping company Hapag Lloyd (HL), to merge CSAV's container business with HL, becoming shareholder in the merged company with a 30% stake. On April 16, 2014, CSAV and HL signed a binding MOU, subject to approval from antitrust authorities in various jurisdictions. CSAV has announced two capital increases, one for US\$200 million to complete the financing of its 7 new vessels, approved by the Shareholders' Meeting held on March 21, 2014, and a second possible capital increase of up to US\$400 million, to be carried out if the merger with HL is materialized. CSAV completed successfully the US\$200 million capital increase. Quiñenco increased its stake in the company to 54.5% , subscribing a total of US\$176 million. On October 29, 2014, CSAV received two containerships, <i>Copiapó</i> and <i>Cautín</i>, the first 2 of a total 7 to be received. On December 2, 2014, CSAV and Hapag-Lloyd announced the completion of the merger and became the 4th largest container liner shipping company in the world. CSAV has an initial shareholding of 30% in the merged company (HL), which will increase to 34% after subscribing 259 million euros in HL's first capital increase. HL has a fleet of around 200 vessels with a total capacity of 1 million TEU, transported volume of 7.5 million TEUs and combined revenues of around US\$12 billion. CSAV's Board has agreed to carry out a capital increase of US\$400 million, issuing 11,680 million shares at Ch\$21 per share. The financial effects of the transaction are estimated at a gain of US\$510 million for CSAV, which translates to an estimated gain of US\$278 million for Quiñenco. CSAV's Chairman and CEO were recently elected as members of HL's Board of Directors. 	6%



Recent Events Operating Companies



Company	Recent Events	NAV (% of Total)
	<ul style="list-style-type: none"> • Invexans increased its stake in Nexans to 28.98%, • Invexans completed a capital increase of US\$270 million , in order to increase its stake in Nexans and reduce the company’s liabilities, including a long term debt of US\$30 million. Quiñenco increased its stake in Invexans from 65.9% to 80.5% following the capital increase. • On May 22, 2014, Invexans and Nexans announced the termination of the agreement signed in 2011, due to the fact that its main objective of establishing Invexans as a relevant shareholder had been achieved. Invexans stated that it does not intend to increase its stake above 30% or reduce its stake partially or completely. 	
	<ul style="list-style-type: none"> • On March 10 2014, Madeco announced the closure of its profile’s subsidiary Indalum, due to a sustained loss of competitiveness. This follows the closure of the brass mills business unit in 2013, thus focusing its activities on flexible packaging. • In April 2014, Madeco’s Shareholders’ Meeting approved changing the company’s name to Techpack. • On June 10, 2014, Techpack announced the acquisition of the Chilean packaging company HYC Packaging, specialized in the manufacture of flexible packages, for US\$34.3 million. With this addition Techpack consolidates its position as regional leader in flexible packaging in the region and increases its installed capacity to 80,000 tons a year. • Towards the end of September Techpack launched a US\$150 million capital increase, approved by its shareholders last April, in order to finance the company’s strategic plan focused on flexible packaging, which contemplates investments in companies that Techpack has in Chile, Peru, Argentina and Colombia (including a new plant), and the potential acquisition of new companies in these and other markets in the region, as well as a partial prepayment of liabilities. During the rights offering period Quiñenco subscribed its pro rata share amounting to US\$ 98.7 million. In all, Techpack raised US\$149 million. 	<p>4%</p>





Quiñenco
Overview



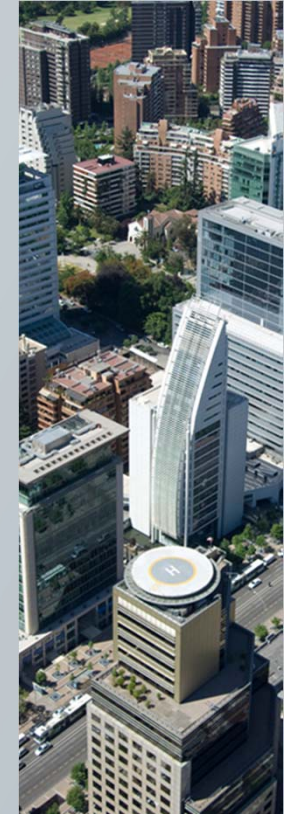
Recent Events



Financial Overview



Main Operating
Companies



Conclusions



Sound Results



Quiñenco has reported increasing revenues and strong bottom line results



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$

(1): Consolidated revenues under IFRS = Total Revenues (Industrial Sector) + Total Net Operating Income (Banking Sector)

(2): Net Income = Net income attributable to equity holders of the controller



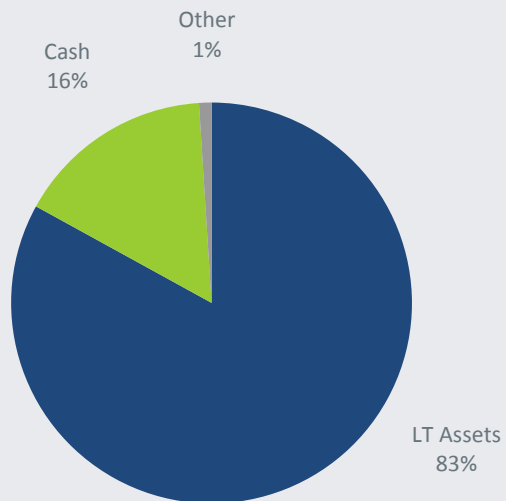
Quiñenco Holding: Conservative Financial Structure



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

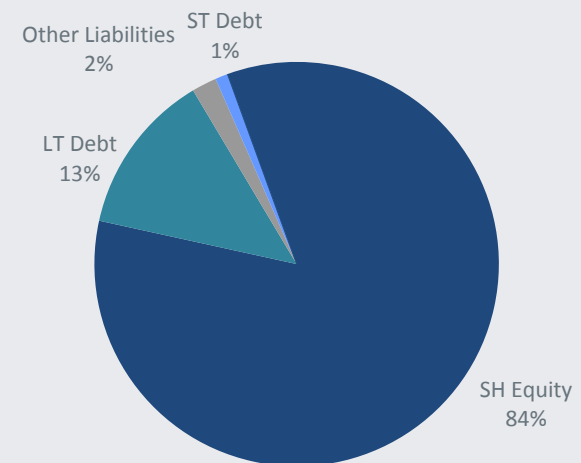
Assets

US\$ 5.3 billion as of September 2014



Liabilities and Equity

US\$ 5.3 billion as of September 2014



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$

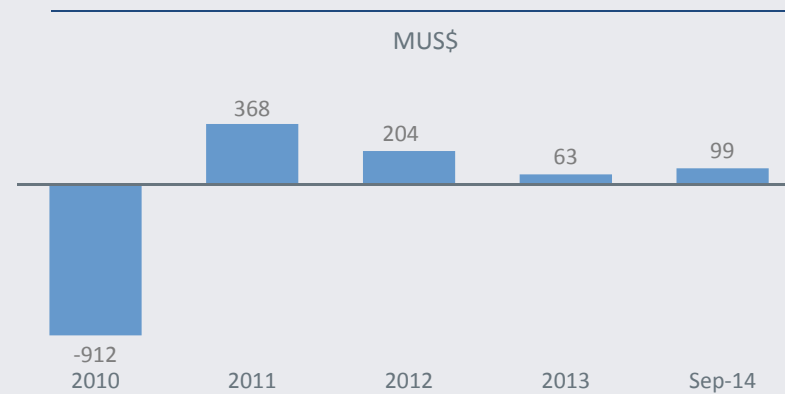


Low Financial Corporate Debt



Asset disposals and strong dividend flow have allowed Quiñenco to maintain low levels of debt

Net Debt



MUS\$	2010	2011	2012	2013	Sep 2014
Debt	286	635 ⁽¹⁾	742	898	966
Cash	-1,198	-267	-538	-835	-867
Net Debt	-912	368 ⁽¹⁾	204	63	99



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$
 Figures correspond to debt and cash at the corporate level, plus 50% of the debt and cash of both LQIF Holding and IRSA.

(1): Includes US\$155 million corresponding to Aurum, which was guaranteed by Quiñenco until it was transferred as direct debt of Enx in May 2012.



Quiñenco
Overview



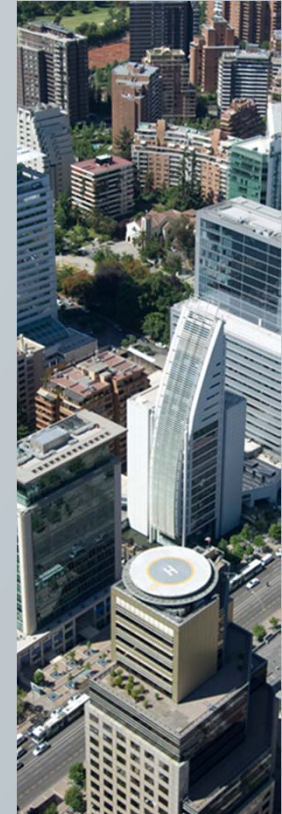
Recent Events



Financial
Overview



Main Operating Companies



Conclusions





- 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\$49 billion.
- Over 14,700 employees
- Nationwide network of 430 branches and 1,804 ATMs.
- Traded on the NYSE, LSE, 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.
- In March 2013 Banco de Chile completed successfully a US\$530 million capital increase.
- The bank maintains a diversified and efficient financing structure, granting it a competitive advantage in terms of funding.
- Most solid private bank in Latin America with an international credit rating of A+ from S&P and Aa3 from Moody's.

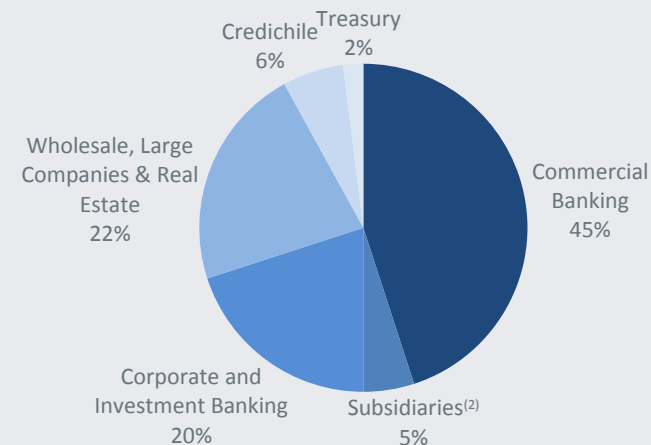
Ownership Structure

(September 2014)



Net Income⁽¹⁾ Contribution by Business Area

(December 2013)

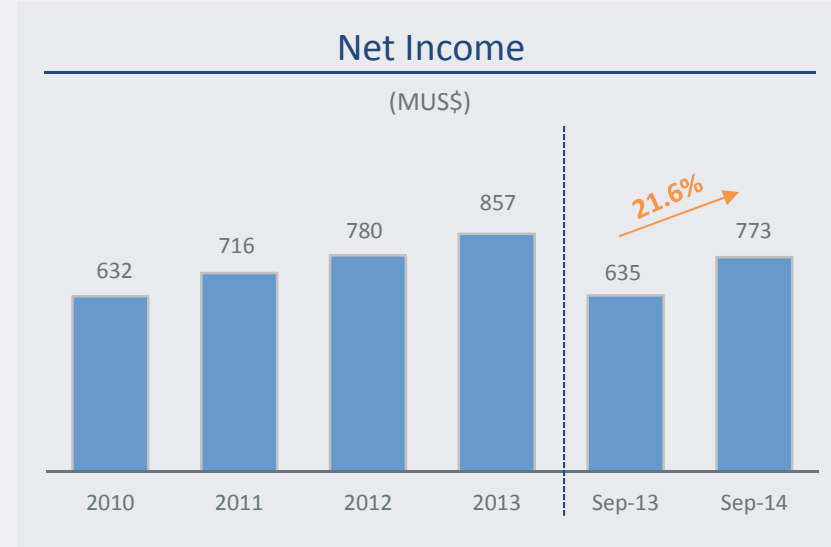
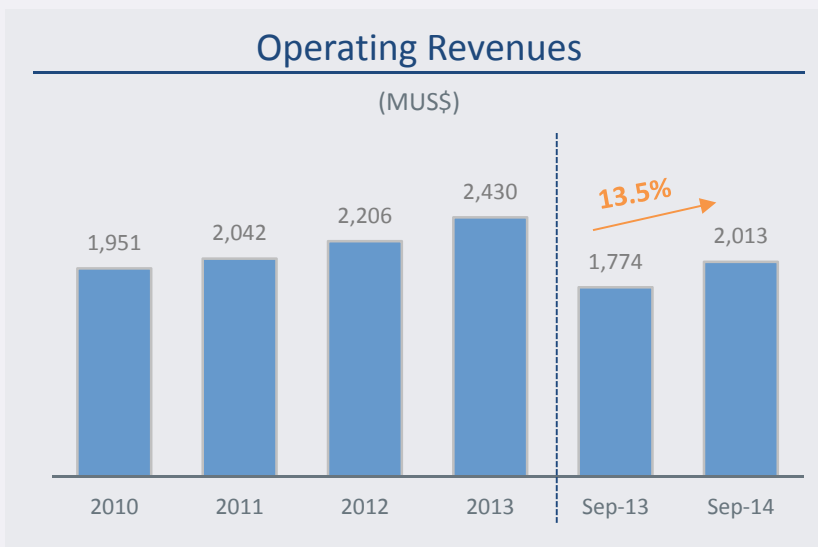
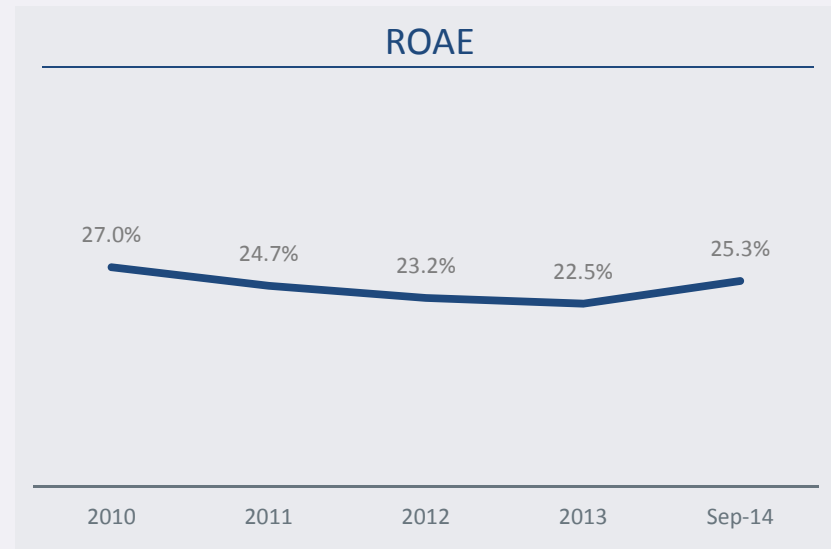


(1) Before taxes

(2) Includes consolidation adjustments



- YTD September 2014 the Bank's net operating revenues grew **13.5%**, based on higher loans to customers and a favorable effect of inflation on the bank's net asset position in Ufs, mitigated by higher loan provisions.
- Net income YTD September 2014 was **MUS\$773**, 21.6% above the previous period, the highest in the Chilean financial system..
- ROAE = **25.3%**, the highest in the Chilean financial system.



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$

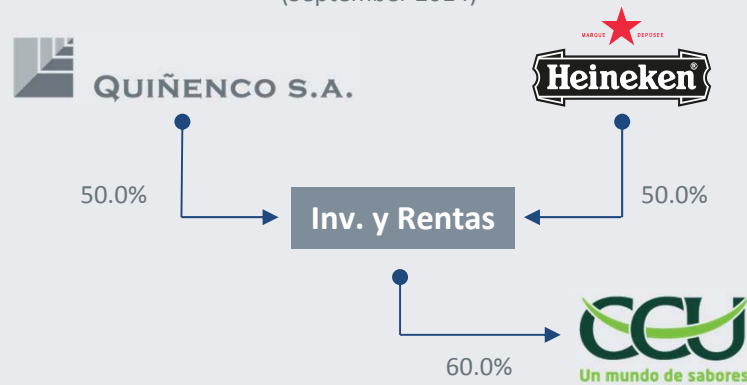


- Founded in 1850, CCU is the largest brewery and beverage producer in Chile, and the second brewery in Argentina.
- Assets of US\$3.3 billion.
- Over 6,800 employees.
- 14 facilities in Chile with more than 591,000 m².
- 8 facilities in Rio de la Plata (Argentina & Uruguay) with over 266,000 m².
- 9 wine facilities with over 150,000 m².
- Extensive distribution network reaching over 115,000 sales points throughout Chile & 152,000 in Argentina.
- Jointly controlled with Heineken, 2nd largest brewery worldwide.

- Traded on NYSE and Santiago Stock Exchanges.
- Affiliate Foods participates in sweet snack business.
- Entered purified water segment through joint venture with Nestlé S.A.
- In 2012 expands to mineral water and soft drinks businesses in Uruguay, and acquires 51% of Manantial in Chile, dedicated to HOD.
- In December 2013 CCU acquired a 50% stake in an alcoholic and non-alcoholic beverage business in Paraguay.
- In May 2014, CCU entered the Bolivian market through the acquisition of 35% of Bebidas Bolivianas.
- In November 2014, CCU signed an agreement with Grupo Postobón to enter beer market

Ownership Structure

(September 2014)



Market Share

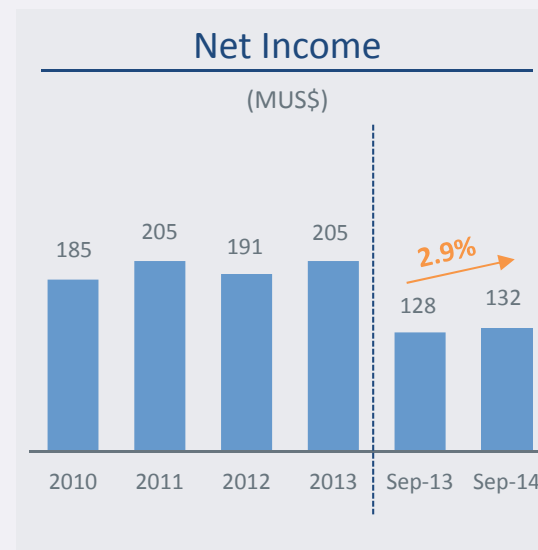
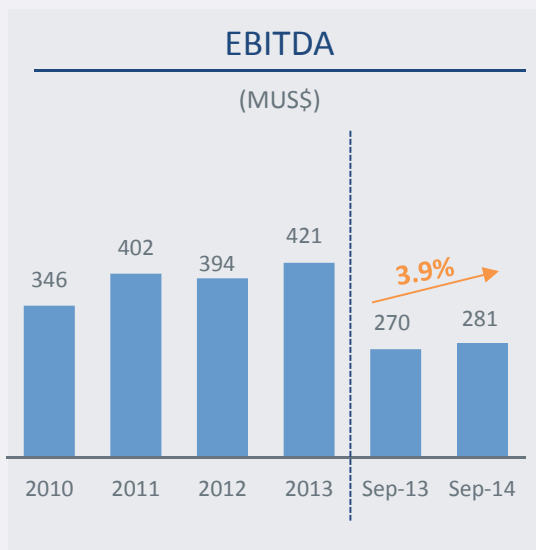
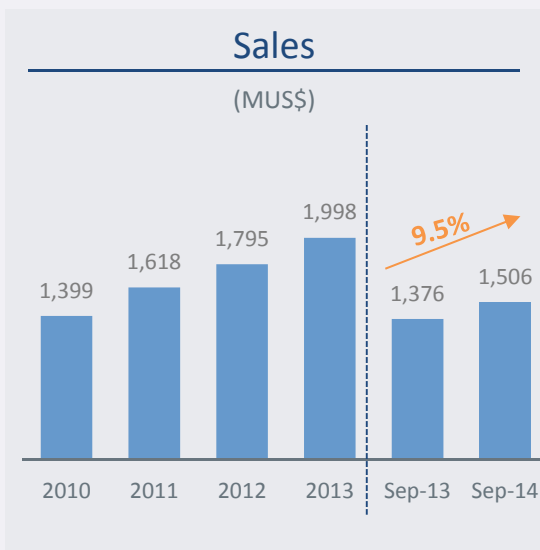
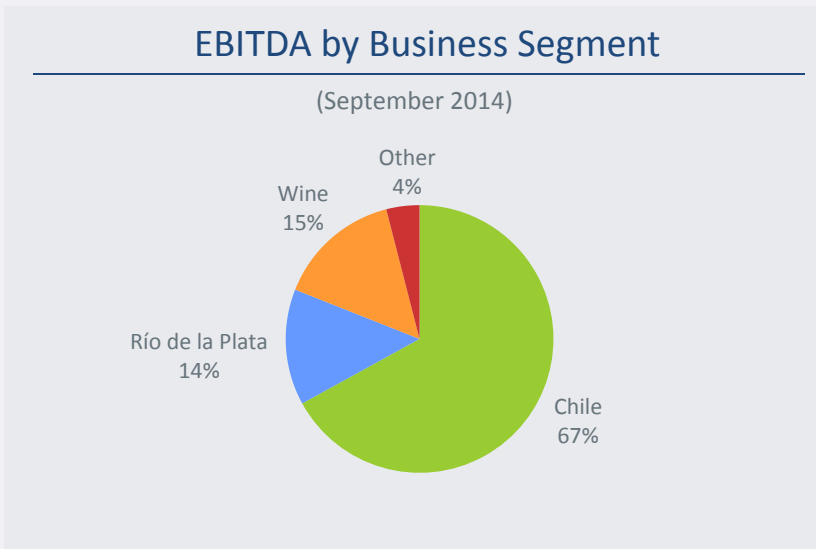
(December 2013)

	Ranking	Mkt. Share
Beer Chile	1	78%
Beer Argentina	2	23%
Carbonated Beverages	2	28%
Water ⁽¹⁾	1	52%
Domestic Wine	3	27%
Export Wine	2	13%
Pisco	1	56%
Rum	1	22%

(1) Water includes mineral, purified and flavored water



- Sales grew by **9.5%** YTD Sept 2014 to **MUS\$1,506**, reflecting growth in all segments.
- EBITDA was **MUS\$281** YTD Sept 2014 increasing by **3.9%** from Sept 2013, boosted by Río de la Plata and Wine segments
- Net income YTD Sept 2014 reached **MUS\$132**, 2.9% above Sept 2013, mainly due to positive operating performance of the business units, as well as a compensation received by CICSA in Argentina.



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$



- Invexans' main asset is its 28,98% stake in Nexans, a leading cable manufacturer with worldwide presence, based in France.
- An agreement signed in September 2008 allowed Invexans (Madeco at the time) to become the main shareholder of Nexans, after the sale of Invexans' regional cable business to said French company, in exchange for cash and a 9% share in Nexans.
- Invexans now has three directors on the Board, a member of the Compensations and Designations Committee, and a member of the Strategic Committee.
- Invexans recently completed a capital increase of US\$270 million.

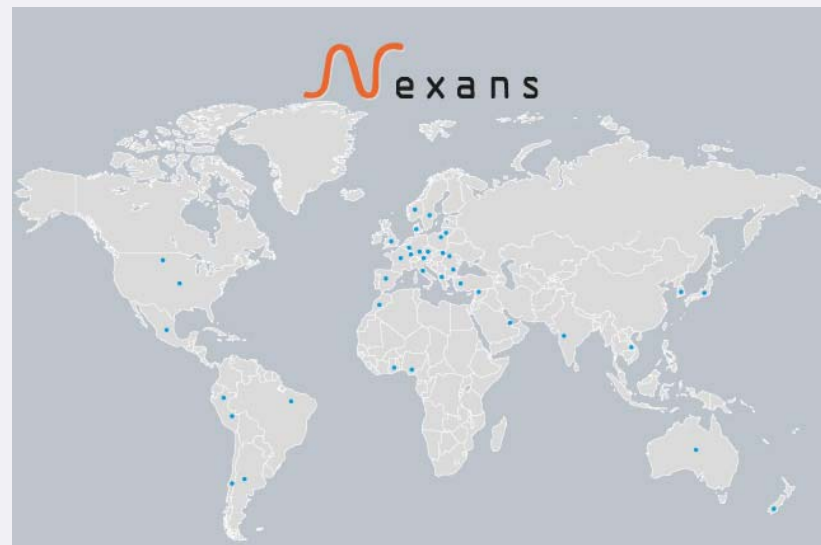
Ownership Structure

(September 2014)



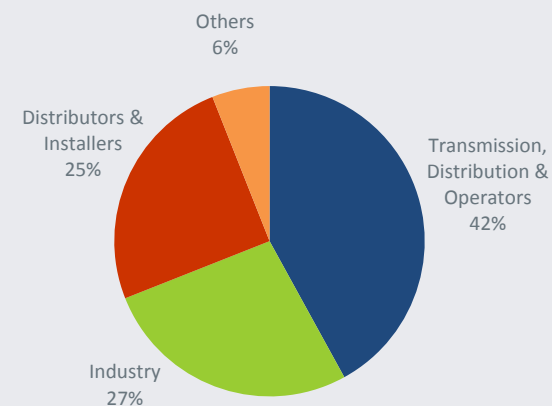


- Nexans is a worldwide leader in the cable industry with presence in 40 countries and commercial activities worldwide, after over a century of progress.
- Headquartered in Paris, France, Nexans produces cables and cabling systems at more than 90 production sites across 5 continents.
- 26,000 employees
- Nexans is listed on Euronext Paris.



EUR (millions)	2011	2012	2013	Jun-13	Jun-14
Sales	6,920	7,178	6,711	3,412	3,216
Operating margin	261	202	171	75	77
Net income	(178)	27	(333)	(145)	25

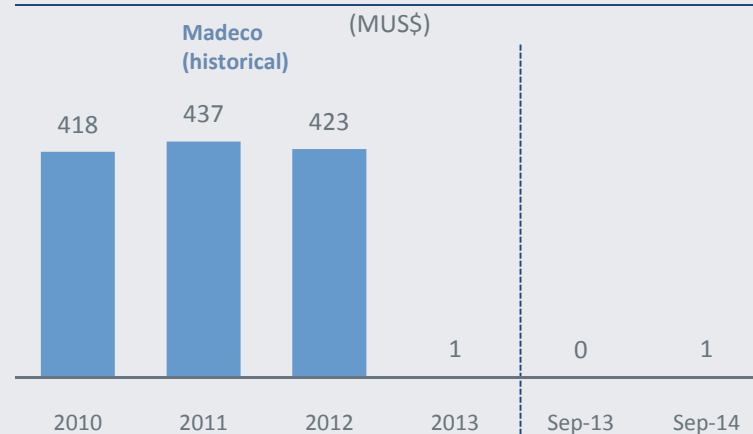
June 2014 Sales by Key-end Markets



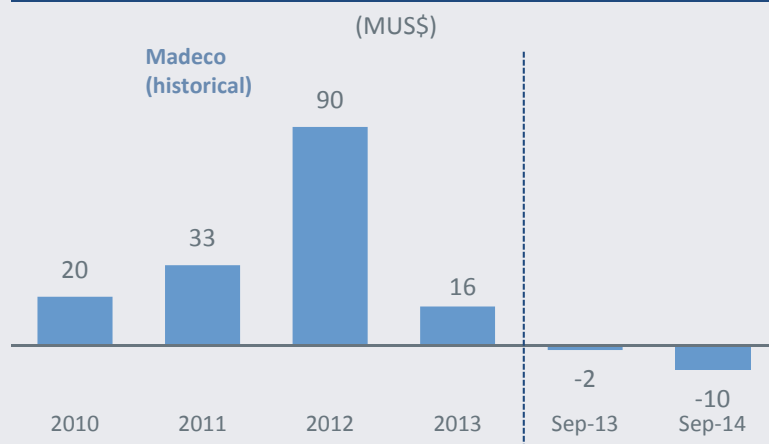


- YTD Sept 2014 Invexans' net income mainly reflects its proportional share in Nexans' net income as of June 2014, partially offset by a US\$7.6 million loss related to the payment of legal contingencies in Brazil under an amnesty program.

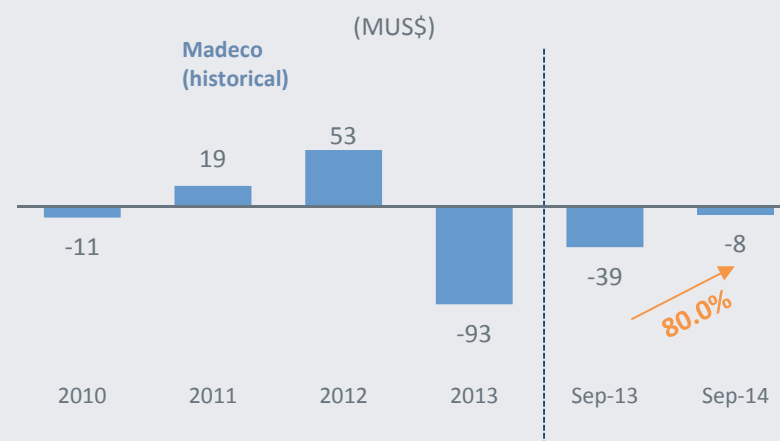
Sales



Operating Income



Net Income (Loss)



Note: Invexans reports in US\$

Techpack (ex-Madeco)



- Techpack is a regional leader in flexible packaging, with presence in Chile, Argentina, Peru and Colombia.
- Over 2,600 employees.
- In October 2013, Techpack closed its subsidiary of brass mills in Argentina (Decker).
- In December 2013, Techpack announced the decision to suspend the operations of Madeco Mills (brass mills in Chile).
- In March 2014, Techpack announced the decision to close its profiles subsidiary Indalum, concentrating its activities in flexible packaging.

- In June 2014 Techpack announced the acquisition of the Chilean flexible packaging company HYC Packaging, in US\$34.3 million.
- The company recently completed a capital raising US\$149 million to finance its future growth both in Chile and other markets in the region.



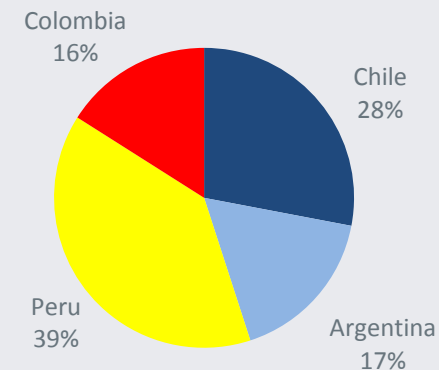
Ownership Structure

(September 2014)



Sales Mix

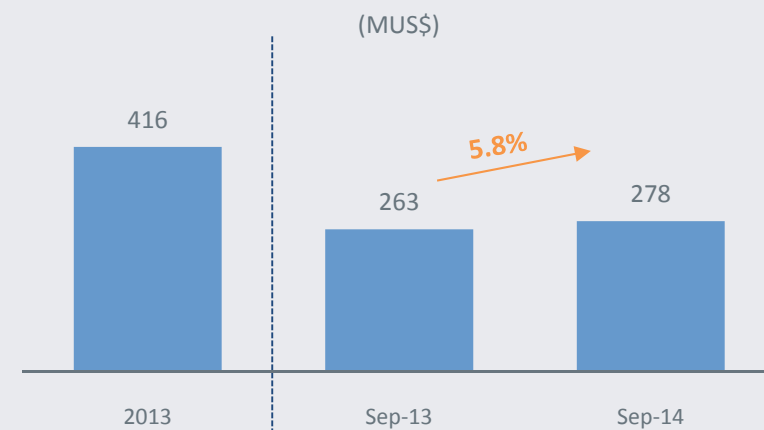
(September 2014)



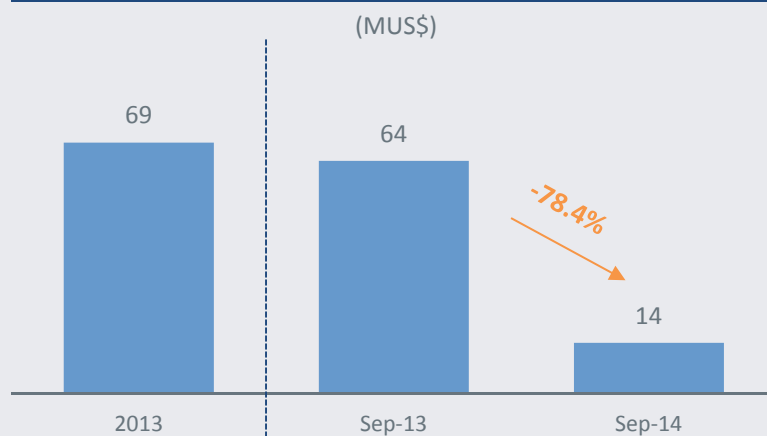


- Techpack's operating income YTD Sept 2014 is lower than the previous period mostly due to negative goodwill of **MUS\$30** related to Peruplast. However, during 2014 the consolidation of HYC Packaging in Chile and growth in Colombia are noteworthy.
- Techpack's net income YTD Sept 2014 was a loss of **MUS\$21**, mostly due to the loss of discontinued operations.

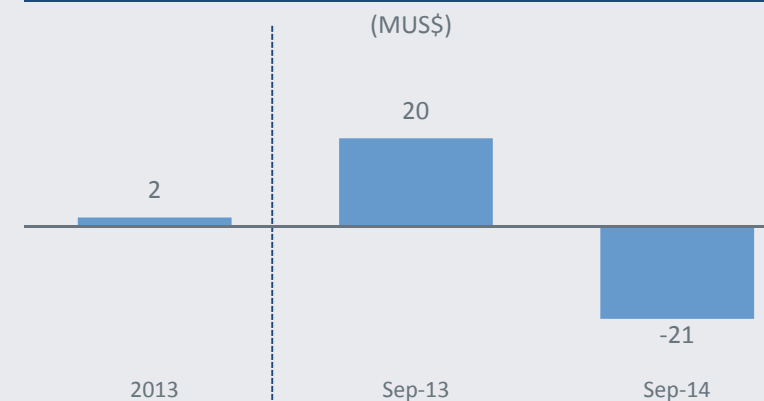
Sales



Operating Income



Net Income

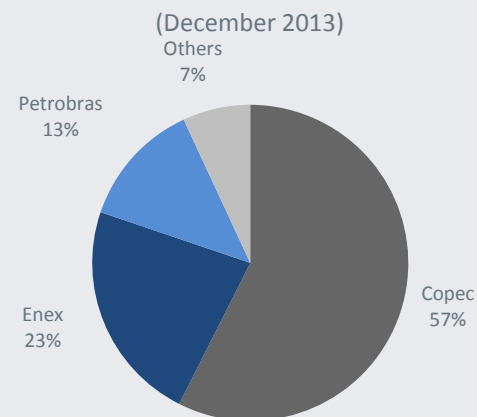


Note: Techpack reports in US\$



- Enex S.A. has a network of 450 service stations, with 121 convenience stores.
- 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 14.9% share of Sociedad Nacional de Oleoductos (Sonacol) and a 33% share of Sociedad de Inversiones de Aviación (SIAV).
- On June 27, 2013, Enex acquired Terpel's assets in Chile.

Market Share of Liquid Fuel Sales



Source: Enex

Ownership Structure



Source: Quiñenco

Service Stations

(December 2013)

	N° Service Stations	%
Copec	633	40.1%
Enex	450	28.5%
Petrobras	259	16.4%
Others	238	15.0%
Total	1,580	100%

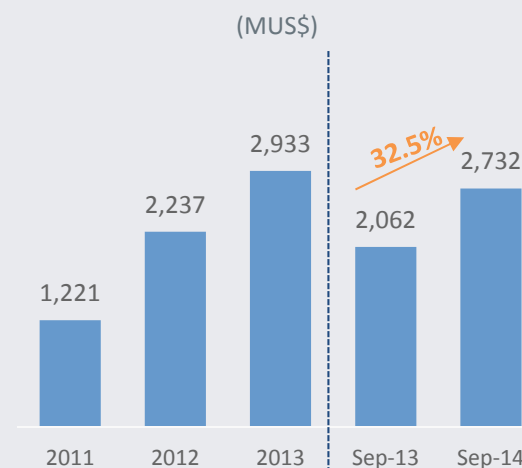
Source: Enex



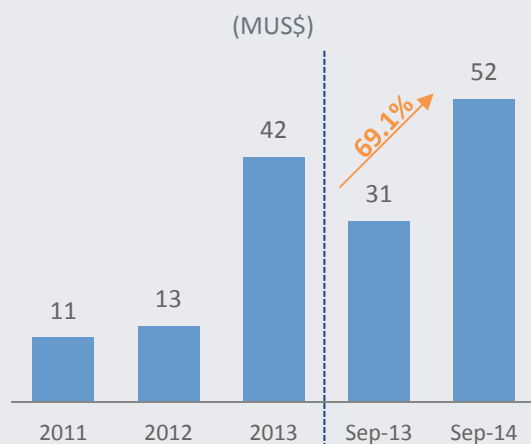


- Sales YTD Sept 2014 reached **MUS\$2,732**, mainly corresponding to fuels, boosted by the acquisition of Terpel Chile in June 2013.
- Operating income grew 69% to MUS\$52 as of Sept 2014, mainly reflecting the favorable effect of the addition of Terpel Chile’s operations.
- Net income YTD Sept 2014 amounted to **MUS\$41**, up 80% from Sept 2013 following the strong growth in operating income.

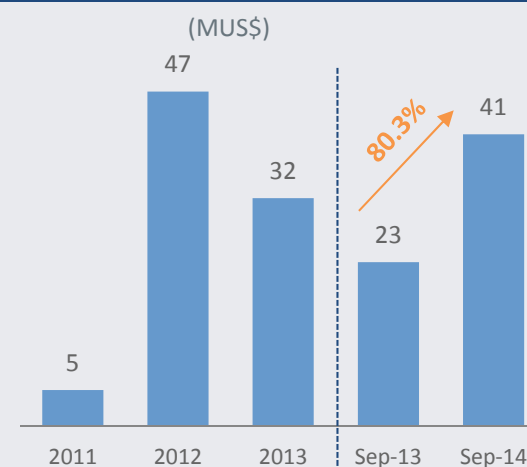
Sales



Operating Income



Net Income



Note: Figures translated from nominal Chilean pesos at the exchange rate as of September 30, 2014, of Ch\$599.22 = 1US\$





- CSAV, founded in 1872, is one of the oldest shipping companies in the world.
- Its activities include overseas transport of containerized cargo, liquid and solid bulk, refrigerated cargo, and vehicles.
- At year end 2013 had a total operated fleet of 50 vessels for containers.
- Total assets as of December 2013 of US\$2.4 billion.
- In January 2014, CSAV announced a non-binding agreement with the German shipping company Hapag Lloyd (HL) to merge CSAV's container business with HL, becoming shareholder of the merged entity with a 30% stake.
- CSAV would be the main shareholder and through a shareholders' agreement would control around 75%.
- In April 2014 CSAV and HL signed a binding MOU, which is currently subject to approvals in various jurisdictions from antitrust authorities.
- In August 2014 CSAV completed a US\$200 million capital increase. Quiñenco increased its stake to 54.5%
- On December 2, 2014, CSAV announced the merger of its containership business with Hapag Lloyd. The merged entity became the 4th largest shipping company worldwide.

Ownership Structure

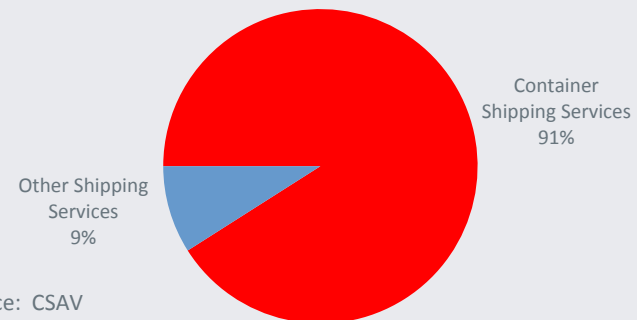
(September 2014)



Source: Quiñenco

Sales Mix

(September 2014)



Source: CSAV

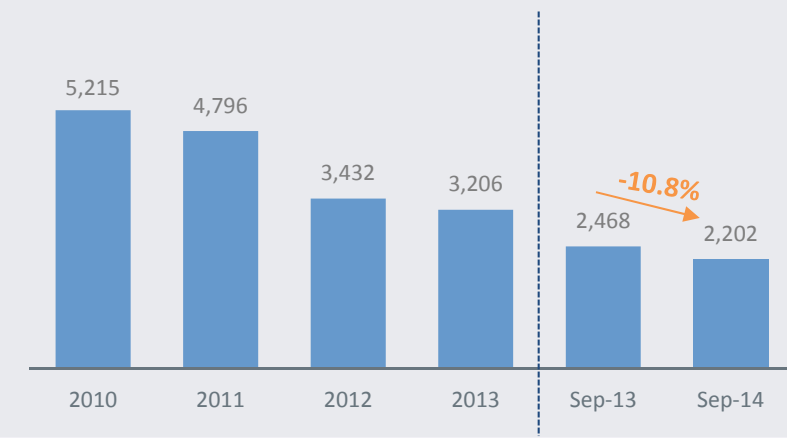




- YTD Sept 2014 CSAV's sales reached **MUS\$2,202**, 10.8% below Sept 2013, mainly as a result of lower freight rates which offset volume growth of 4%.
- Net income YTD Sept 2014 was a loss of **MUS\$160**, increasing 47.6% over Sept 2013, mainly reflecting the effect of lower freight rates, as well as a net negative effect of various non-recurring items.

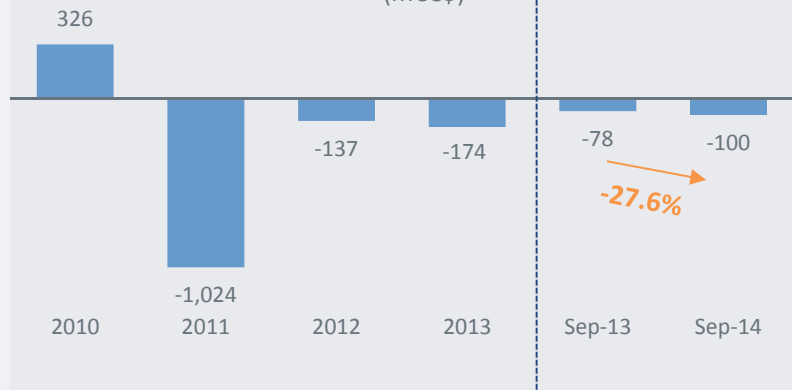
Sales

(MUS\$)



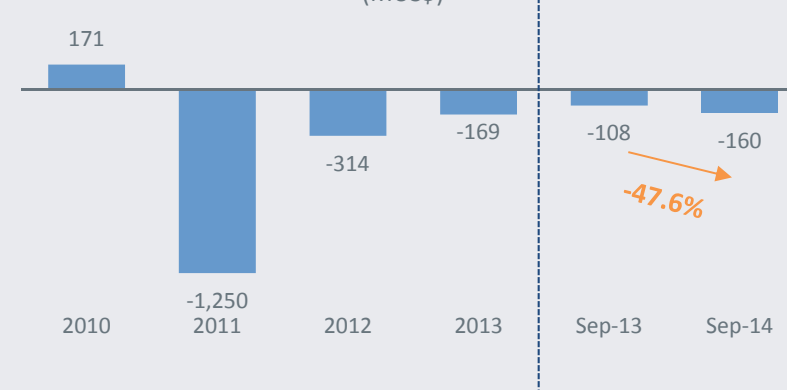
EBITDA

(MUS\$)



Net Income/Loss

(MUS\$)



Note: CSAV reports in US\$



- SM SAAM is dedicated to port services and management of port concessions, including three main business areas: port terminals, tug boats, and logistics.
- SM SAAM has presence in 12 countries and 64 ports in America.
- SM SAAM currently has 10 port terminals and 132 tug boats, being the 2nd largest port operator in Latin America and the 4th largest tug boat operator in the world.
- In September 2013, Quiñenco acquired an additional 5% stake in SM SAAM, thus reaching a share of 42.4%.
- SM SAAM subscribed, through SAAM, an association with the Dutch company Boskalis to jointly operate and develop the tug boat business in Mexico, Brazil, Canada and Panama. The association started operations in July 2014.

Ownership Structure

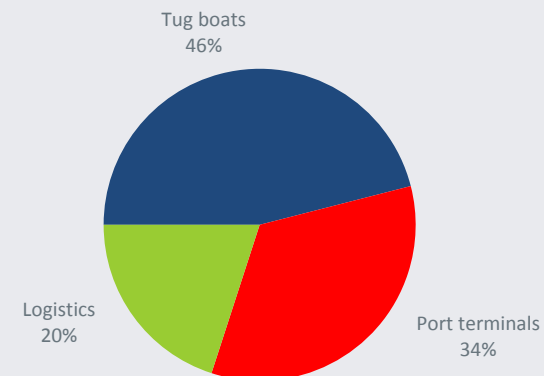
(September 2014)



Source: Quiñenco

EBITDA Mix¹

(September 2014)



¹ EBITDA includes proportional values of affiliates

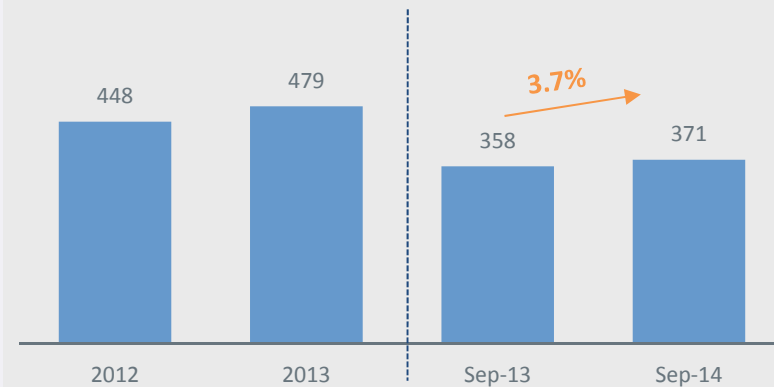
SM SAAM



- SM SAAM's consolidated sales as of Sept 2014 reached **MUS\$371**, up 3.7% over Sept 2013, reflecting improved performance in port terminals and tug boats, which compensated lower revenues from logistics.
- SM SAAM obtained net income of **MUS\$37** as of Sept 2014, 36.7% lower than the previous period mainly due to a non-recurring gain in 2013 from the sale of SAAM's stake in Cargo park.

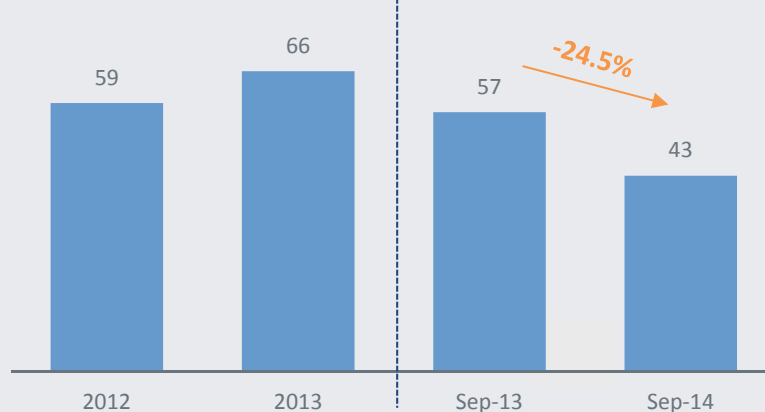
Sales

(MUS\$)



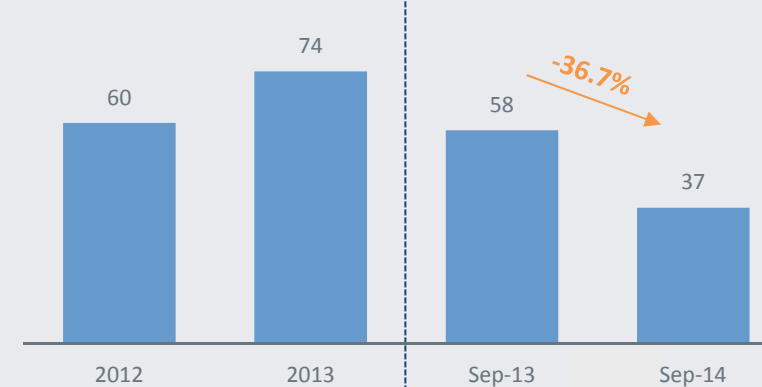
Operating Income

(MUS\$)



Net Income

(MUS\$)



Note: SM SAAM reports in US\$



Quiñenco
Overview



Recent Events



Financial
Overview



Main Operating
Companies



Conclusions





Factors that contribute to Quiñenco's ability to pursue and undertake new investment opportunities

Portfolio Optimization

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

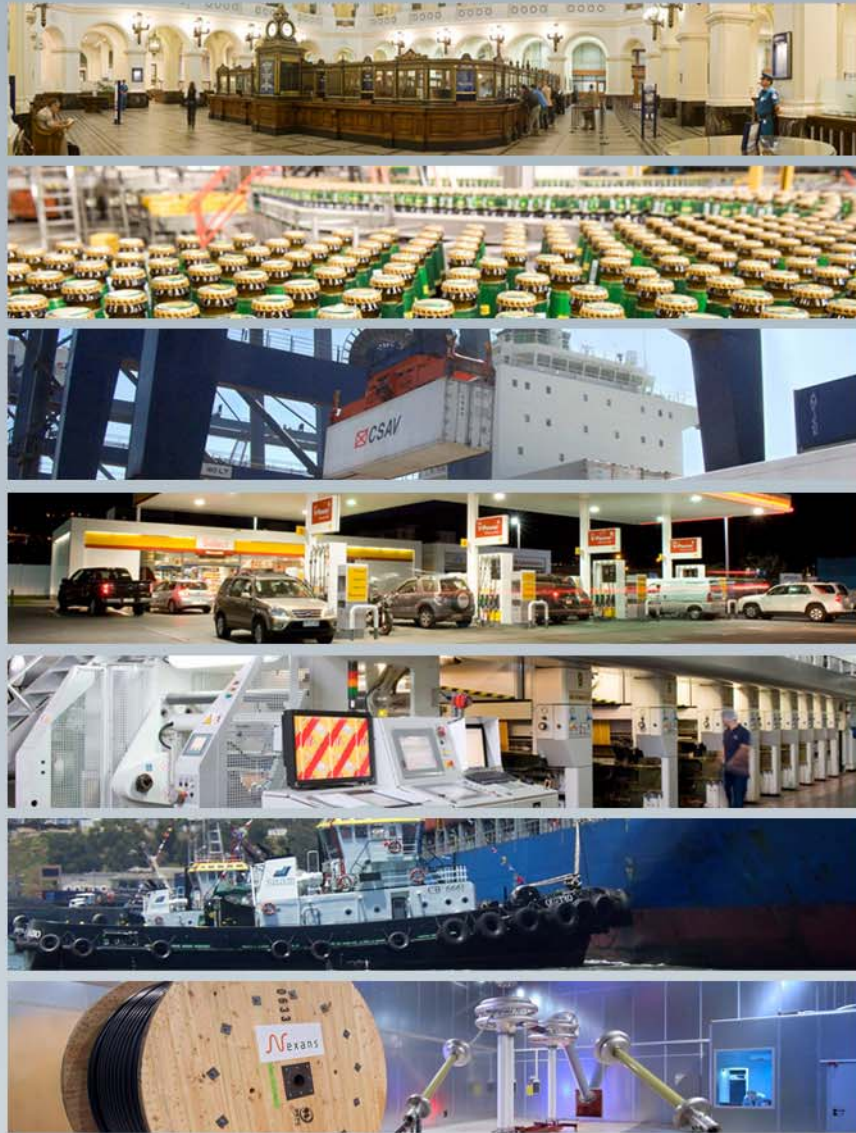
Healthy Financial Structure

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

Low Level of Debt

- Strong cash levels
- Current debt levels allow further leveraging





Thank you for your attention

