



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

LUKSIC GROUP 2022

GLOBAL
PHILANTHROPY
PROGRESS
LEADERSHIP
COMMITMENT
FUTURE
SUSTAINABILITY
DIVERSIFICATION
EXCELLENCE
INNOVATION
ENTREPRENEURSHIP

LUKSIC
GROUP

Antofagasta Region, Atacama Desert, Northern Chile









Our history

This is a story that started in the city and region of Antofagasta, in the heart of the rich mineral 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 began to consolidate 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 kilometers 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 his arid birth city 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 spirit of entrepreneurship drove him to seek the new opportunities that decades later eventually 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 endeavors on his own. Andrónico Luksic Abaroa fathered five children, three sons and two daughters. From an early age, he groomed his three sons to become involved in the family's companies, where each took on a leadership role in one of the productive areas. His firstborn Andrónico Luksic Craig, took charge of the financial sector. Guillermo Luksic Craig (1956-2013) the second born, led the industrial sector, and Jean-Paul Luksic Fontbona, managed 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. Without doubt, the country's economic expansion over the last few decades has been a key factor in the emergence of a large group of entrepreneurial business people 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”.

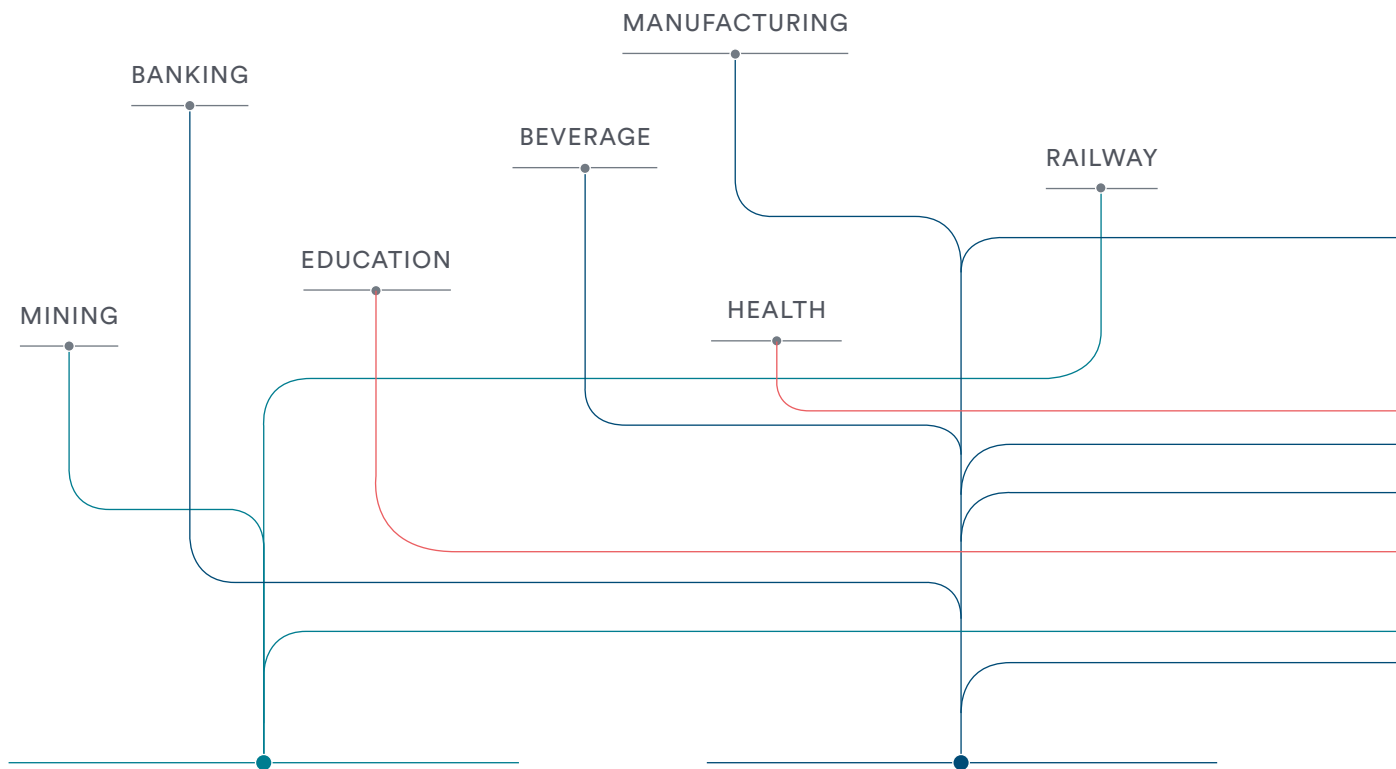
Andrónico Luksic Abaroa, Founder

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 their range of companies, with partners generally contributing 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.

Currently, the Luksic Group is present in diverse economic sectors through two of its holding companies: Quiñenco S.A. (industrial and financial, led by Andrónico Luksic Craig) 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 4 grandsons involved in family business activities or social foundations).

In addition to creating and managing leading companies in Chile, Andrónico Luksic Abaroa and family have always shown a deep commitment to social progress. They have established non-profit organizations in order to contribute to Chile's development and help solve social challenges. The current Luksic Foundation is the family's main charitable organization and where Mr. Luksic Abaroa dedicated most of his time and work during the last years of his life. His daughter, Paola Luksic Fontbona, now leads the Foundation, whose aim is 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 five other non-profit organizations in Chile (fundacionesfamilialuksic.cl). One of these foundations is named after Guillermo Luksic Craig, who sadly passed away in 2013.



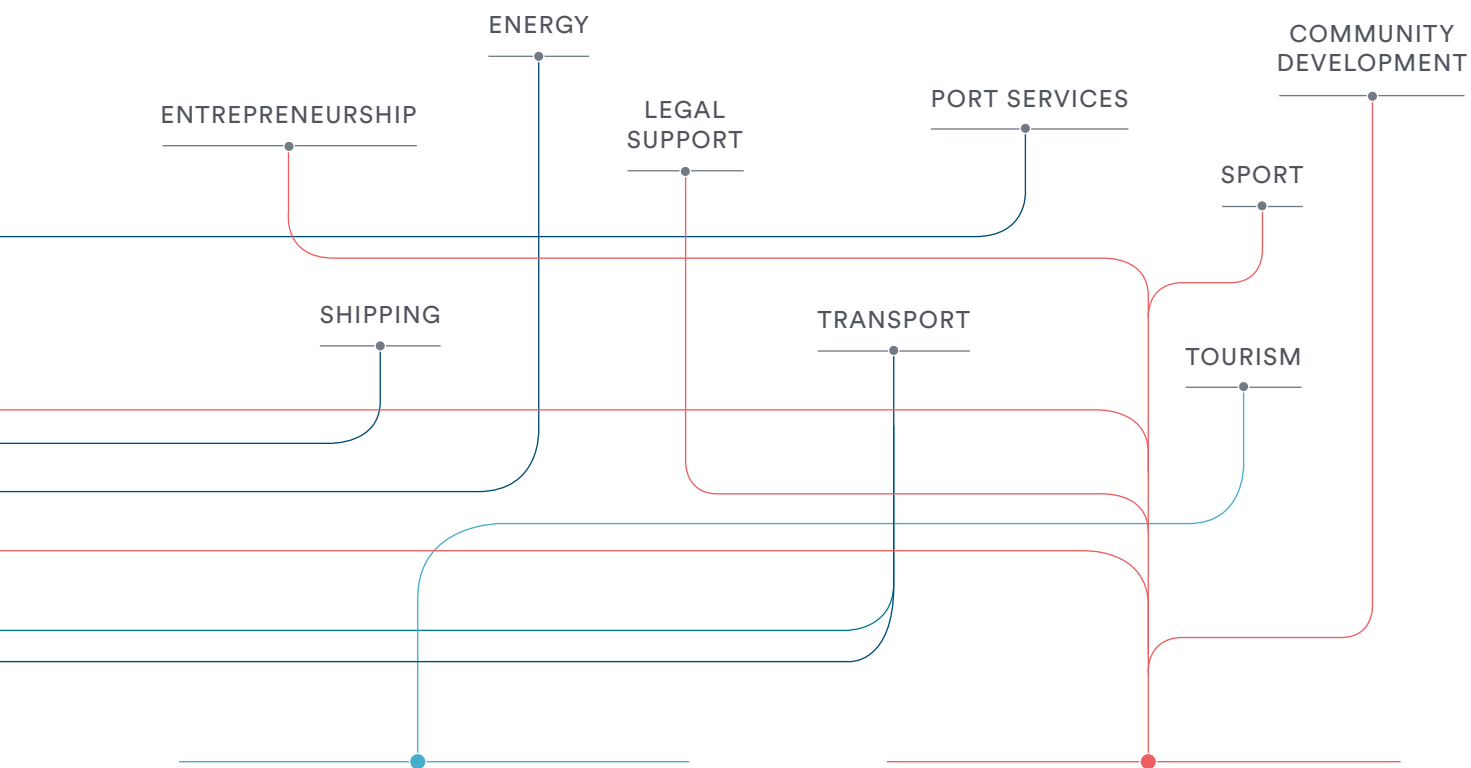
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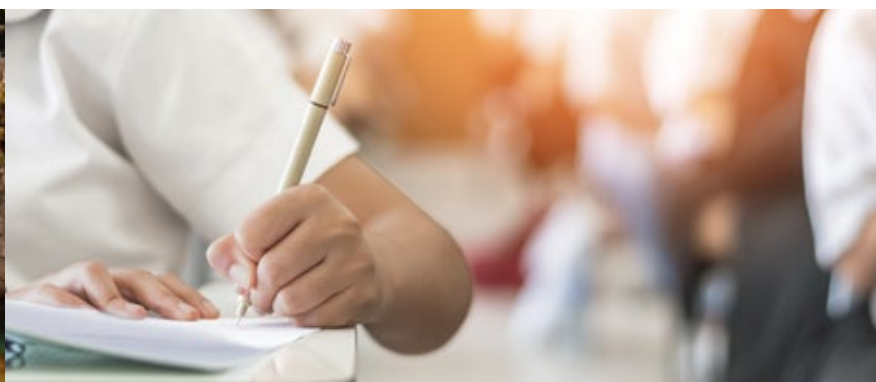
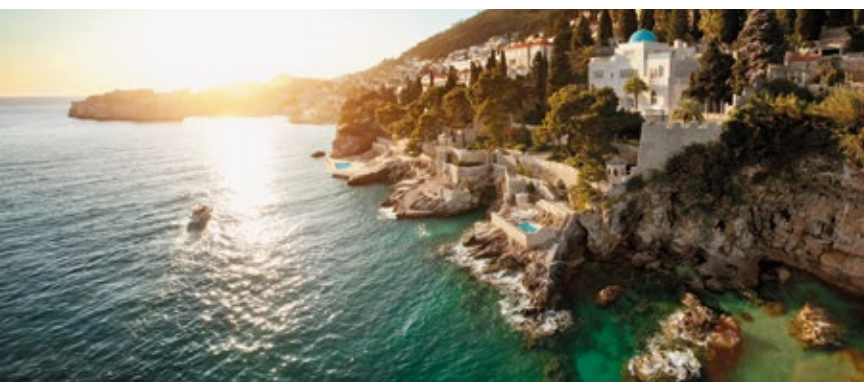


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Los Pelambres, Coquimbo Region

ANTOFAGASTA PLC

Developing mining for a better future



ANTOFAGASTA
MINERALS

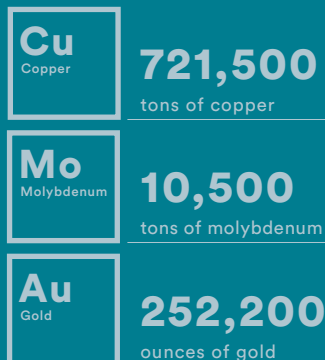
Who we are

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

2021 PRODUCTION



The history of Antofagasta PLC began with the Antofagasta (Chile) & Bolivia Railway, 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 (in 1999 renamed Antofagasta PLC) was created.

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 Zaldívar, 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 vision 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 and PGM project in Minnesota, USA. Furthermore, 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 held 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 about 14% of the country's GDP, and around 90% of this remains in 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 the wellbeing of its professionals, 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.

It is currently building a desalinization plant at its Los Pelambres operation and once that plant expands its capacity, by 2025 some 90% of the water the group uses to produce copper will be seawater and recirculated water.

Furthermore, Antofagasta PLC promotes the use of renewable energies to cut back on emissions that negatively impact the environment. By the end of 2022, its four operations will rely solely on energy generated from renewable sources.



TOTAL INCOME

US\$ 7.5 billion

and an EBITDA of US\$ 4.8 billion was reached in 2021.



INVESTMENT

US\$ 1.8 billion

in 2021 and an estimation of US\$ 1.7-1.9 billion for 2022.



“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, CEO Antofagasta PLC since 2016



GENERATION OF OPPORTUNITIES FOR COMMUNITIES AND REGIONS

US\$ 48.3 million was allocated to corporate social responsibility in 2021 in order to promote community investment programs and social projects. This includes donations, sponsorships and financing of the Minera Los Pelambres Foundation.



INNOVATIVE SOLUTIONS IN WATER USAGE

45% of all water used during 2021 in the group's operations was raw seawater. The group is a pioneer in the use of untreated sea water for mining, dating back to 1993.



JOB CREATION

Antofagasta employs more than **23,000 people**, where 26% are own employees and 74% are contractors. Antofagasta's People Strategy is built on four pillars: culture, talent management, organisational effectiveness, and labour relations and engagement.



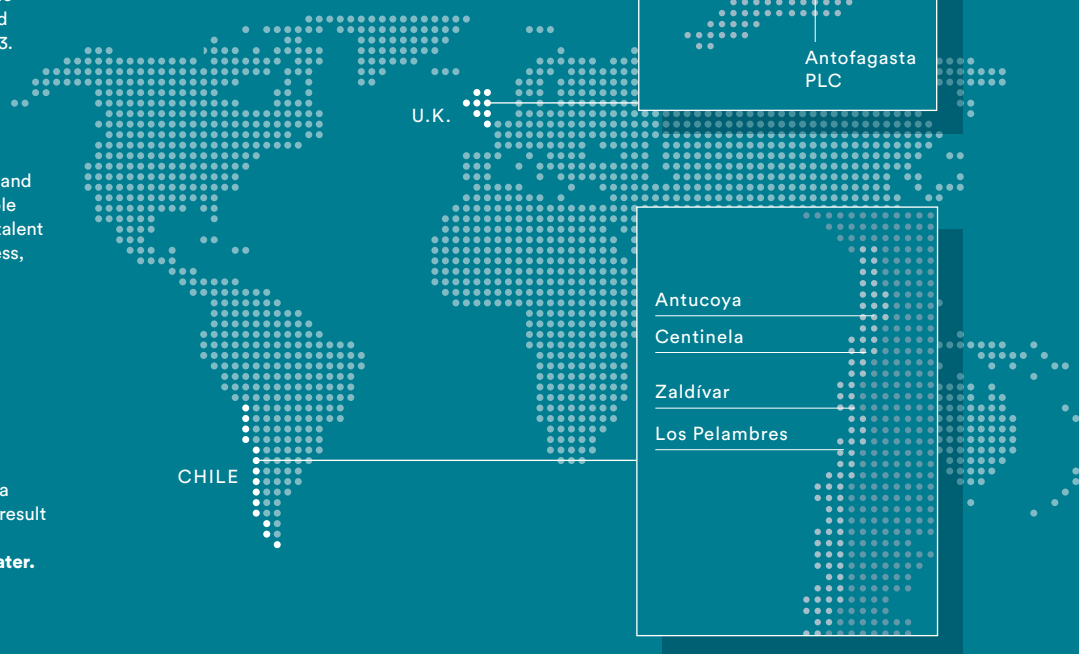
PROMOTING RENEWABLE ENERGY

Los Pelambres is currently constructing a desalination plant, and by 2025 this will result in **95% of its water usage coming from desalinated sea water and recycled water.**



PROMOTING PRODUCTIVE CHAINS

Around **2,180 suppliers** of goods and services form part of Antofagasta's supply chain, of whom 96% were based in Chile.





LOS PELAMBRES
ANTOFAGASTA MINERALS

LOS PELAMBRES

The production facilities of Minera Los Pelambres stretch over 120 kilometers between the Andes mountain range and the Pacific Ocean, along the Choapa province in the Coquimbo region. It is a sulfide ore mine that began operations in 1999, and 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 kilometers 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 Nippon Mining & Metals, Mitsubishi Materials, Marubeni, and Mitsubishi Corp, owns the remaining 40%.

2021 production

Cu Copper	324,700 tons of fine copper concentrate
Mo Molybdenum	9,200 tons of molybdenum
Au Gold	53,200 ounces of gold

Los Pelambres Expansion Project

Once the project is ready in 2022, this new expansion will contribute an average of 60 thousand additional tons of copper per year.

The project consists of a plant expansion including an additional SAG mill, ball mill and the corresponding flotation circuit with six additional cells. It also includes a desalination plant and water pipeline that will supply water for the operation.

Alejandro Vásquez
CEO since 2022







86% of water used in Minera Centinela operations is untreated saltwater brought up from the coast to the mine at an altitude of 2,200 meters through a 145 kilometer aqueduct. At Antucoya, 96% of the water used is also raw seawater.



Carlos Espinoza
CEO since 2020

CENTINELA

As a 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 meters 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 byproduct. In 2018 it also began producing molybdenum.

For water resource conservation purposes, the company largely operates with untreated sea water, and is the first mining company in the world that uses thickened tailings technology on a large scale.

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

Centinela Mine Development (the DMC project)

The objective of this project is to increase ore treatment and copper production capacity at Minera Centinela. The project's Environmental Impact Assessment (EIA) was approved towards the end of 2016, and this allows the project design to be implemented in two stages. The main works consist of a new concentrator plant and a second thickened tailings deposit facility. The mine process will operate with untreated sea water in order to conserve continental water resources.

2021 production

Cu Copper	274,200 tons of fine copper in cathodes and concentrate
Au Gold	199,000 ounces of gold
Mo Molybdenum	1,300 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, and is located in the Antofagasta Region, between the María Elena and Mejillones districts, at 1,700 meters 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 Marubeni Corporation.



2021
production:



78,600

tons of fine copper
cathodes



Leonardo González
CEO since 2017





2021 production:

Cu
Copper

44,000

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 meters above sea level.



Julio César Castillo
CEO since 2020



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 transportation systems in the region. The quality of its services and track record have made it the logistics arm of Antofagasta PLC.



Katharina Jenny
CEO since 2019

FCAB is a key player in the development and growth of the Antofagasta Region. It provides integrated, multimodal and operational services with over 700 kilometers of track, and it has railway locomotives with hopper and tank cars, 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.



2021
transported cargo:



6.7
million tons



Santiago, capital city of Chile

QUINENCO S.A.

We contribute to progress, we develop enterprises, we create value



QUIÑENCO S.A.

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 138 countries on five continents, that together employ a workforce of 70,000 both in Chile and abroad.



LUKSIC GROUP OWNERSHIP
IN QUIÑENCO

ASSETS UNDER MANAGEMENT
AS OF DECEMBER 2021

US\$ 105
billion


Quiñenco S.A., founded in 1957, is a holding company that manages investments in the financial, beverage, manufacturing, energy, transport and port services sectors. As of December 2021, its consolidated assets amounted to approximately US\$ 73 billion.

Quiñenco's shares are listed on the Chilean stock exchanges with a market capitalization of US\$3.2 billion as of December 31, 2021. Quiñenco has established a value creation system for the professional management of its investments. Its assets are acquired, restructured and developed to maximize profitability, and when appropriate these are divested. Over the last 24 years, the company has proven its value-building capacity by earning US\$ 1.6 billion in profits for shareholders from divestment transactions valued at US\$ 4.0 billion.

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.

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 combined know-how, experience and financial capacity.

A portrait of Andrónico Luskic Craig, a middle-aged man with grey hair and a beard, wearing a dark blue suit, a light blue shirt, and a blue and white striped tie. He is standing in a dimly lit hallway with a small Chilean flag pin on his lapel. The background is blurred, showing architectural details of the hallway.

"We will continue building
the future by investing to
diversify and contribute to
the progress of our beloved
Chile and of those countries
where we are present."

ANDRÓNICO LUKSIC CRAIG
Chairman of Quiñenco since 2013



QUIÑENCO S.A.

We contribute to the progress of Chile and the world

At Quiñenco we work for 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 their collaborators. We strive to do things not just well, but always better, and with 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 have a presence.

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 advancing along this path, growing organically in Chile and exploring business opportunities abroad.”

Francisco Pérez Mackenna, CEO of Quiñenco since 1998



US\$ 6.3 billion

2021 consolidated revenues

US\$ 7.4 billion

2021 Net Asset Value

US\$ 2.2 billion

Quiñenco 2021 net profit*

 **60%**

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

 **3**

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

 **113%**

is the gender salary gap for non-executive women employees in the company, with salaries an average of 13% higher than for non-executive men employees in the company.

*Net profit attributable to controllers' shareholders



Banco de Chile's headquarters, Santiago

Banco de Chile



Pablo Granifo
Chairman since 2007

BANCO DE CHILE

The Bank of Chile

Banco de Chile is a leading financial institution in the Chilean banking industry, with more than 129 years of tradition and 2.3 million active clients, offering comprehensive solutions and advisory services for their financing, investment, savings and cash management needs.

The institution has the largest number of active accounts in the Chilean banking industry and ranks second in number of bank loans. It is one of the most profitable banks in the industry, with a return on average capital and reserves of 21.0%, and a free float of 44%. It is one of the most solid banks in Latin America, with outstanding international credit ratings: "A" from S&P and "A1" from Moody's.

Banco de Chile is one of the most recognized Chilean brands. Its contribution has been essential for growth and development of the national economy and has provided strategic support for local entrepreneurship. The promotion of financial education to thousands of young people in the country is one of Banco de Chile's main commitments, as well as the promotion of sustainable and environmentally friendly business growth.

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. The bank's net profit for 2021 was CLP 793 billion, with the highest ranking in total annual profits for the whole Chilean banking industry.



US\$ 8 billion

market value

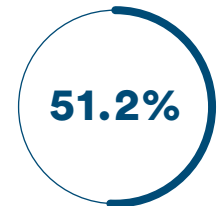
272 branches

US\$ 61.2 billion

in assets

OWNERSHIP STRUCTURE

As of December 2021



STAKE HELD JOINTLY BY
QUIÑENCO AND CITIGROUP
IN BANCO DE CHILE



* figures as of December 2021

Committed to Chile

Banco de Chile's strategy focuses on three areas: putting the client at the center of every decision, reaching the highest levels of efficiency and productivity, and making a significant contribution to the development of Chile and its inhabitants.

Throughout its history, Banco de Chile has proven its commitment to the country and its people. For 43 years, its employees have given valuable and generous support to the Teletón campaign, the country's largest private fund-raising program.

The Banco de Chile Corporate Volunteer Program promotes the participation of employees. The main volunteer initiatives are related to the inclusion of people with disabilities, the environment, emergency response, entrepreneurship, and financial education, which are largely implemented in alliance with social organizations.



12,284

employees

2017

was the year when Banco de Chile was added to the Dow Jones Sustainability Chile Index and signed the UN Global Compact.



Teletón Campaign 2018



“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 Chile. Based on our tradition, financial stability and exceptional service over more than 129 years, we have an optimistic vision of the future of our institution that will continue contributing to the welfare of our country and clients”.

Eduardo Ebensperger Orrego, CEO since 2016



Banco de Chile

The Company's principal licensing, distribution and / or joint venture agreements include 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.



Beer production in CCU Quilicura plant, Santiago, Chile

CCU

A passion for creating experiences to share a better life together



Patricio Jottar
CEO since 1998

Throughout its history, CCU has diversified its operations from a Chile 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.

In Chile, CCU is one of the largest players in each one of the beverage categories in which it participates, including beer, soft drinks, mineral and bottled water, nectar, wine and pisco. Through the VSPT Wine Group, it also leads the domestic wine market and is the second largest wine exporter in Chile.

Also, CCU is the second-largest brewer in Argentina and also

participates in the cider, spirits and wine industries. In Uruguay and Paraguay, the Company is present in the beer, mineral and bottled water, soft drinks, wine and nectar categories. In Bolivia, CCU participates in the beer, water, soft drinks and malt beverage categories. In Colombia, the Company participates in the beer and in the malt industry. CCU's total market value amounted to US\$ 3.0 billion at the end of 2021.

US\$ 3.4 billion in assets

US\$ 527 million in EBITDA as of December 2021

US\$ 236 million in net profit as of December 2021

33 plants and **44** distribution centers

113,713 points of sale in Chile

9,346 employees

34.7 million hectoliters sold in 2021

**figures as of December 2021*

OWNERSHIP STRUCTURE

As of December 2021



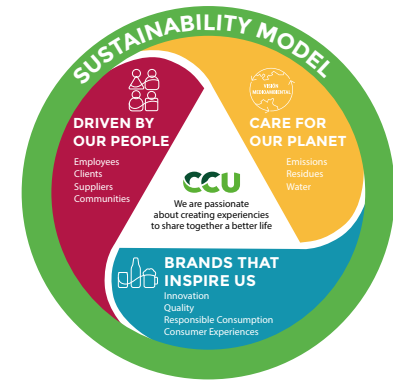
OF CCU'S PROPERTY IS
HOLD BY IRSA, A 50/50
JOINT VENTURE BETWEEN
QUIÑENCO AND HEINEKEN



People who move us; A planet that we protect; Brands that inspire us.

CCU understands that it is not enough just to do things the right way, but rather to do them with a sustainable and long-term vision, in order to guarantee the well-being of everyone and everything, including the environment and the community.

Sustainability is one of CCU's three strategic pillars, together with growth and profitability. The company works to ensure its long-term value, while taking care of and respecting the environment, as well as considering the present and future well-being of all its stakeholders.



CCU Vilcún plant, Southern Chile



VSPT WINE GROUP

By celebrating life, we inspire experiences

Viña San Pedro Tarapacá S.A. (VSPT Wine Group) currently leads in sales in the domestic Chilean market of fine wines and Premium sparkling wines; it is also Chile's second largest wine exporter. In Argentina the group is positioned as Top 5 in sales in the domestic market. With a presence in over 80 countries, VSPT is currently one of the TOP 20 wine producing groups in the world.



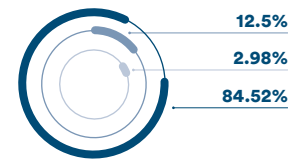
Pedro Herane
CEO since 2013

VSPT Wine Group's vision is to be a profitable winemaking group on a global scale, based on the strength of its strategic brands and led by the innovative and sustainable management of a team of excellence.

The group currently comprises six Chilean and two Argentinian wineries, each with a different positioning and winemaking hallmark: San Pedro, Tarapacá, Leyda, Santa Helena, Misiones de Rengo and Viñamar in Chile, along with La Celia and Graffigna in Argentina.

Ownership

- CCU
- Yanghe Distillery Co. (China)
- Minority shareholders



US\$310 million
VSPT Wine Group total revenues in 2021



65 million

liters of wine exported from Chile and Argentina in 2021



82 million

liters in domestic sales in Chile in 2021



5,215

hectares planted in total in Chile and Argentina

HAPAG-LLOYD / CSAV

Your cargo, our passion

The Chilean Compañía Sud Americana de Vapores, CSAV (in which Quiñenco, at December 2021, holds a 66.45% stake), has been one of the largest shareholders of the German company Hapag-Lloyd since December 2014.

Hapag-Lloyd was established in 1847 and is one of the main container shipping companies in the world. Its headquarters are located in Hamburg, Germany, the hub for a network of 137 countries around the world, and the company has a modern fleet of 253 vessels.

After its 2017 merger with United Arab Shipping Company (UASC), Hapag-Lloyd became the fifth largest container shipping company in the world. Furthermore, the synergies achieved made it one of the most efficient shipping companies worldwide. During 2021, Hapag-Lloyd (HLAG) achieved its best result in its history, recording net income of US\$ 10.7 billion.

 **253** vessels

 **14,106** employees

11.9 million

TEU transported in 2021

US\$ 10.7 billion

profits in 2021

Presence in

137 countries around the world

US\$ 55.1 billion

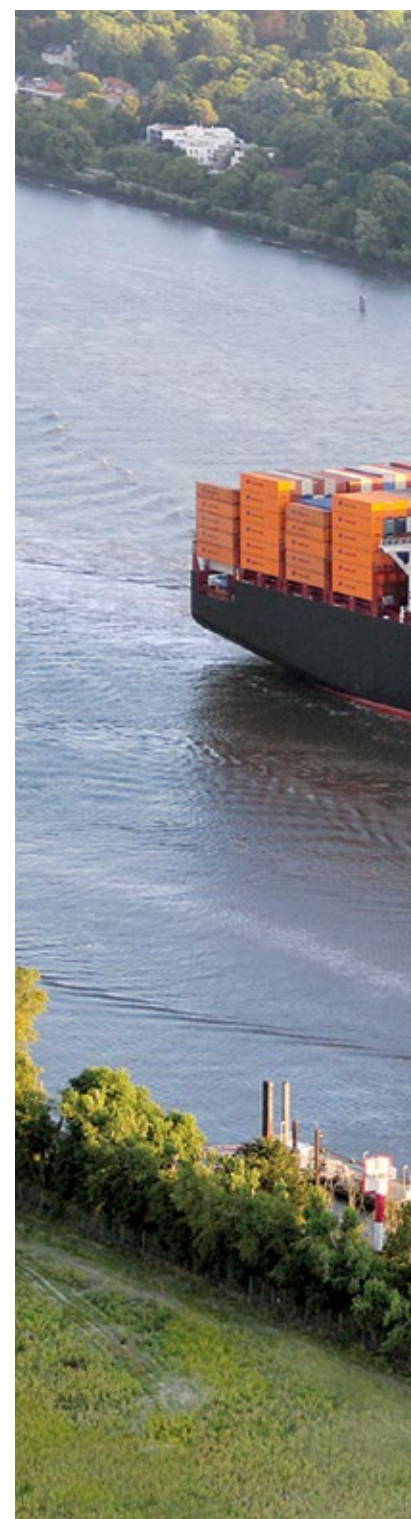
Hapag-Lloyd market cap as of December 2021



Rolf Habben Jansen
Hapag-Lloyd's CEO
since 2014





Óscar Hasbún
CSAV's CEO since 2012; member of the
Supervisory Board of Hapag Lloyd





30%

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

 Hapag-Lloyd 

Hamburg Express



Nexans



The Nexans plant in Halden, Norway

NEXANS

Bringing energy to life

With a history of over 120 years, Nexans is one of the main cable manufacturers in the world, allowing the transmission of energy and essential data for the current and future development of the world.



Christopher Guérin
CEO since 2018

With headquarters in France, Nexans is 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, while offering continuous innovation in all its 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.

Currently, around 55% of Nexans business is exposed to electrification, including generation, transmission, distribution and usage of energy.

The company's revenues amounted to €7.4 billion in 2021, making it the second largest cable supplier worldwide.



QUIÑENCO'S OWNERSHIP
STAKE IN NEXANS THROUGH
INVEANS AND TECHPACK AS
OF DECEMBER 2021



US\$4.2 billion
market cap



25,129 employees

42 countries with industrial
activities

€7.4 billion in
revenues in
2021

Traded on the Euronext
Paris Exchange

SM SAAM

Connecting business with new opportunities

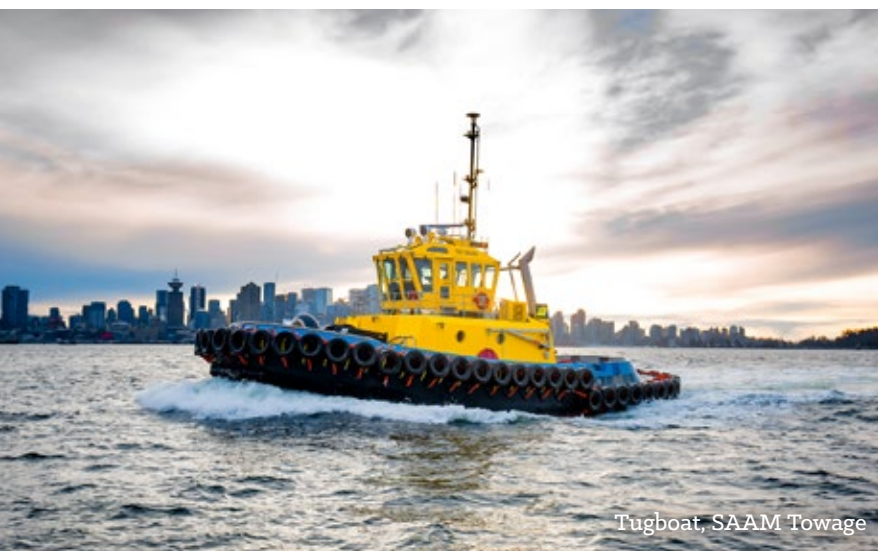
SM SAAM is a multinational company based in Chile, offering services for international trade in three business areas: Port Terminals, Tugboat Services and Logistics.

With a 60-year history, it has consolidated its position as a leader in the international trade value chain in the Americas by providing customer-centered maritime-port and airport services and high standards of service.

Through its subsidiary SAAM Ports, the company manages Chile's main port terminals, as well as port terminals in Guayaquil (Ecuador), Caldera (Costa Rica), Mazatlan (Mexico), Port Everglades (USA) and Cartagena de Indias (Colombia).

In the tugboat services area, SAAM is leader in America and one of the main players in the world. With 179 harbor tugs, it has operations in 13 countries and over 80 ports in Chile, Ecuador, Colombia, Panama, Costa Rica, Guatemala, El Salvador, Honduras, Peru, Uruguay, Brazil, Mexico and Canada.

In the logistics segment, the company has a presence in three countries and manages 96.100 m2 of warehousing. Through Aerosan, it also provides services to eight airports in Colombia, Ecuador and Chile.



Tugboat, SAAM Towage

Macario Valdés
CEO since 2016



Business Distribution



* EBITDA 2021 by business area.

5th largest port operator in South America and one of the main operators in Chile

1st tugboat operator in the Americas

US\$ 748 million
in revenue

Operations in over **80** ports in **14** countries in the Americas

US\$ 645 million market cap as of December 2021

41 million tons transferred in 2021

* Figure includes subsidiaries and associates.

8,874 employees

* Figure includes subsidiaries and associates



59.7%

QUIÑENCO'S OWNERSHIP
STAKE IN SM SAAM

SAAM has partnerships with strategic local and global operators in the different markets where it operates. These include SSA Marine, the largest terminal operator in the United States.

STI port, the most important port terminal in Chile

 **saam**®

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.

And a year later, entered Paraguay, acquiring Gasur SRL, a local service station network. Enex has established itself as a premier provider of mobility services to both individuals and professional fleet customers primarily through a well-established network of fuel stations, convenience stores and travel centers, alongside a complementary top-tier fuels and oil-based lubricants distribution platform.

The company has a network of 445 Shell services stations and 185 upa! and upita convenience stores in Chile, 55 services stations in Paraguay, and 42 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, Transportation, Construction, Marine and Forestry. In addition, it has a network of 15 fast-charging points located in the service stations in Chile.

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



Nicolás Correa
CEO since 2013



185 upa! and upita convenience stores in Chile



3,377 employees



26.8% fuel market share in Chile (gasoline in service station segment)



445 service stations under Shell license in Chile



42 travel centers in USA



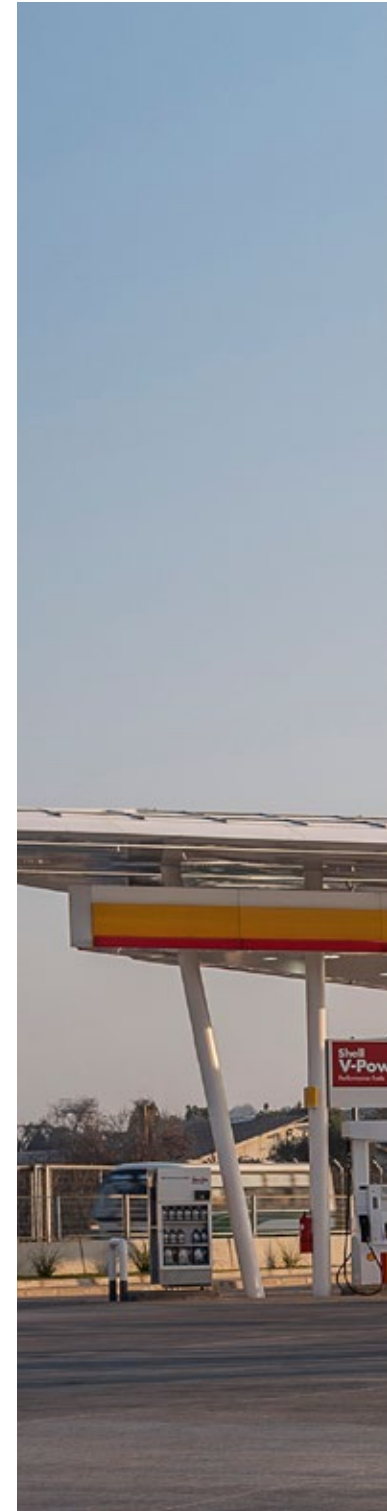
55 service stations in Paraguay



US\$ 780 million book value



US\$ 3.8 billion in revenues in 2021





99.8%

QUIÑENCO OWNERSHIP

Villa Sheherezade, Adriatic Luxury Hotel, Croatia



THE LUKSIC GROUP CROATIA

Developing Croatian tourism to create
the ultimate guest experience

Who we are

The Luksic Group Croatia is one of the largest and most successful investors and hospitality groups 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, built in the 1920s and one of the most iconic hotels in Dubrovnik. A few years later, the Group's tourism investments were further expanded 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 20 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, Umag, and Rijeka, 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 over half a million passengers per year, and also manages a diverse portfolio of commercial properties in Croatia.



47,000

bed capacity



US\$ 106 million

total EBITDA approx.



US\$ 270 million

total revenues approx.



US\$ 741 million

total assets (book value) approx.

** figures as of December 2019*

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 neutral expression. The background is a textured, grey stone wall. A thin white vertical line is on the left side of the image.

“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.

Dubrovnik, Croatia

Hotel Excelsior, a century-old landmark hotel in Dubrovnik, is part of the Adriatic Luxury Hotels' Dream Collection, and a member of Mr. & Mrs. Smith and Small Luxury Hotels and Signature Travel Network.



100%

LUKSIC GROUP
CROATIA
OWNERSHIP



Adriatic Luxury Hotels

Based in Dubrovnik, Croatia, Adriatic Luxury Hotels owns and operates a diverse collection of the best seaside hotels and villas in Croatia. Offering a combination of superior resort facilities and services, the company's properties are located in stunning locations in Dubrovnik, one of the most beautiful cities on the Mediterranean and a UNESCO World Heritage Site, as well as in the national park on the island of Mljet, and the charming harbor town of Cavtat.



8

Hotels



1,569

room accommodation
units



3,158

beds



1,176

employees
(in peak season)



578,000

Total number of
overnight stays

The luxurious properties managed by Adriatic Luxury Hotels stand out for their diversity. They provide guests with friendly hospitality and a warm welcome in luxurious facilities offering sophisticated and contemporary designs adapted to the needs of the modern traveler. They also offer unique locations in areas of remarkable natural beauty and rich cultural heritage, as well as a high level of professional service and a personal touch.

Adriatic Luxury Hotels' portfolio includes three hotel collections. Its Dream Collection includes Hotel Excelsior Dubrovnik, Hotel Bellevue Dubrovnik, Hotel Supetar Cavtat, Villa Orsula and Villa Agave. The Escape Collection includes Hotel Dubrovnik Palace, Hotel Kompas Dubrovnik, Grand Villa Argentina, and Villa Glavić, whereas Hotel Croatia Cavtat d.d. is a separate company managed by Adriatic Luxury Hotels. The Unwind Collection encompasses Hotel Odisej Mljet.

** figures as of December 2019*

Plava Laguna

On January 1, 2018, Istraturist Umag and Plava Laguna Poreč became Plava Laguna, expanding the company's portfolio and area of operation to three destinations: Poreč, Umag and Rijeka.

Plava Laguna d. d. Poreč, a tourism and hospitality company, is a successor to the campsite hotel of the same name founded in 1957. Most of the accommodation and hospitality facilities of Plava Laguna were built in the mid-1970s, when the company, which was focused especially on sports and recreation tourism, grew to become one of the forerunners of Croatia's tourism industry.

In 2000 the Luksic Group acquired a majority stake in Plava Laguna through Sutivan Investments Anstalt. In business year 2014 the company then acquired a majority stake in Istraturist Umag d.d. This was one of the biggest transactions in the history of Croatian tourism. With the completion of the acquisition, Plava Laguna added to its portfolio a hotel company with over 50 years of tradition and accommodation capacity, which through years of targeted investments had become an inevitable destination for guests who spend their holidays in Umag and its surroundings. Plava Laguna thus became one of the biggest companies in Croatia's tourism sector, with capacity for accommodating more than 43,000 guests a day in 20 hotels, 10 apartment complexes, and 9 campsites. The total acquisition of Istraturist Umag was completed on January 1, 2018, and the whole company underwent a re-branding process in order to modernize and give new life to the brand.



* figures as of December 2019

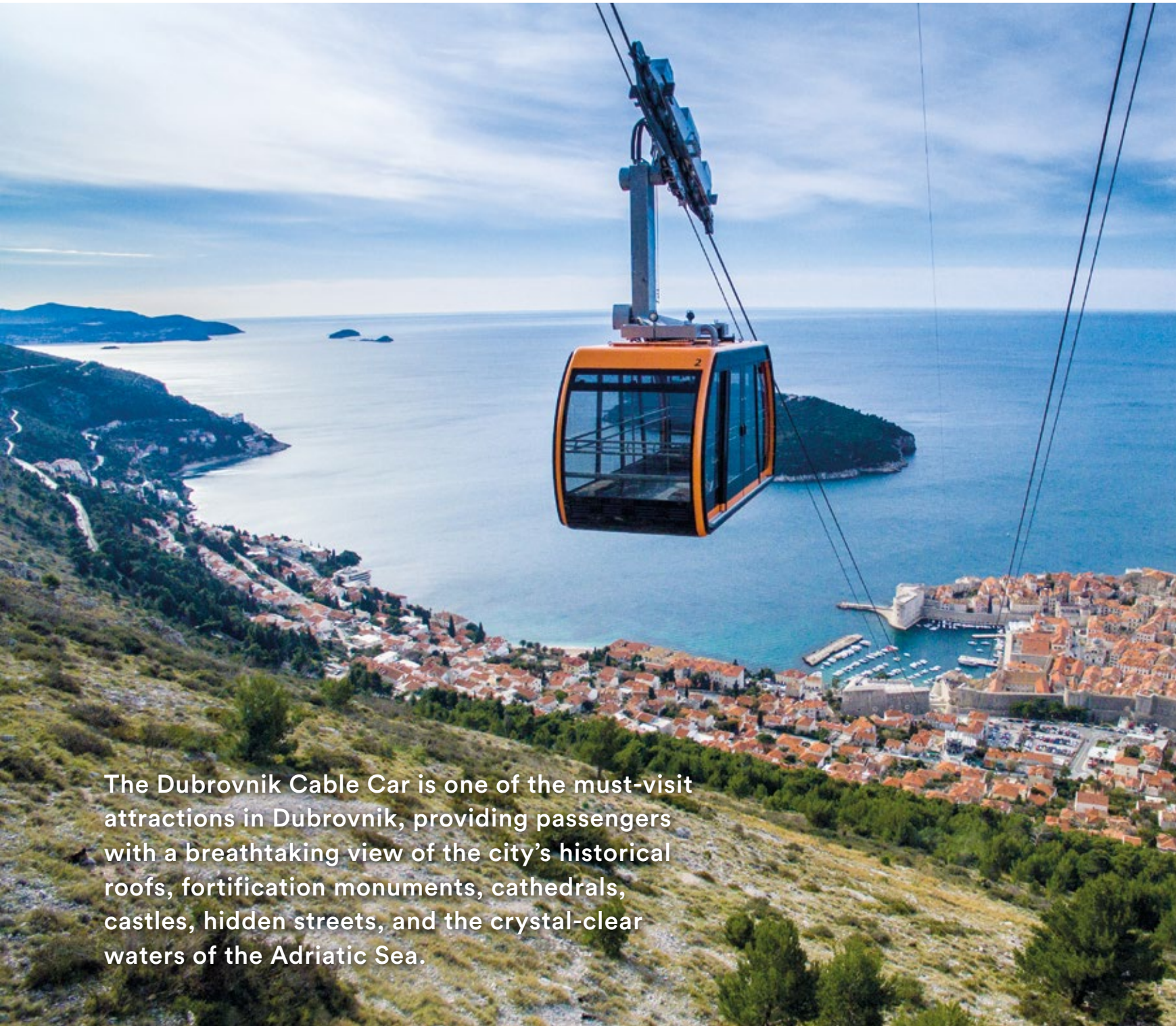




Plava Laguna “vacation playgrounds” offer guests a premium service in hotels, apartments and campsites, which have ratings from 2 to 5 stars. Umag, Poreč, and Rijeka can accommodate over 43,000 guests a day.



LUKSIC GROUP
CROATIA
OWNERSHIP



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, fortification monuments, cathedrals, castles, hidden streets, and the crystal-clear waters of the Adriatic Sea.

100%

LUKSIC GROUP
CROATIA
OWNERSHIP



Excelsa Real Estate

Excelsa Real Estate owns Dubrovnik Cable Car, as well as valuable historical buildings near or within Dubrovnik's city walls: Pucić Summerhouse, Nautika, and Lučarica.

Established in 2006, Excelsa Real Estate manages properties in different cities of Croatia as well as being engaged in other activities related to the real estate business. Excelsa's most valuable assets are located either close to or within Dubrovnik's city walls: the historical buildings of Pucić Summerhouse, Nautika, and Lučarica, and a parking lot near the historical area of Dubrovnik.

In 2009 Excelsa started reconstructing the cable car in Dubrovnik, which had been built in 1969 and destroyed during the 1991–1995 Homeland War. The renovated cable car opened in July 2010, thus adding the operation of the cable car to Excelsa's real estate leasing activities. From its reopening until April 2022, the cable car has transported more than 4 million passengers.

Currently, the properties managed by Excelsa Real Estate include: three historical buildings in Dubrovnik, in or near the historical part of the city; 2,900 m² of the parking area near the historical part of Dubrovnik; 9,600 m² of the land used for dry docking facilities in the suburban area of Dubrovnik; operation of the cable car in Dubrovnik; FINA construction land and House Gruž in Dubrovnik; a building in the city of Split; business spaces in buildings located in Dubrovnik and Šibenik; and several plots of land covering 35,000 m² in the Konavle area, 35 km from Dubrovnik.



576,000 Total annual cable car passengers

** figures as of December 2018*



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 his country with its social needs, from the 1960's Mr. Luksic started creating institutions focused on helping underprivileged children and young people in Chile.

Today his children and grandchildren have not only taken over control of the foundations he set up, but also extended the work he started into what are today six social benefit organizations. These make their contributions to society in various areas: entrepreneurship, justice, health, sport, and in particular, education. The later was an area chosen originally by the founder and where today the family devote its greatest efforts.

Four organizations presently make a contribution at various stages of the education process. *Fundación Luksic*, *Fundación Educacional Luksic*, *Fundación Educacional Oportunidad*, and the *Luksic Scholars Foundation* together cover a range of activities from preschool education to postgraduate studies. These activities extend from rural elementary schools and high schools in underprivileged areas to technical studies institutes and even to some of the best universities in the world, with which the family has special agreements.

Another two foundations make contributions to the country in

other action areas. *Fundación Guillermo Luksic Craig* concentrates on health and infancy and *Fundación Amparo y Justicia* on supporting people who need companionship and legal assistance in cases of abuse of minors.

The family history and roots have also played a role in the charitable work undertaken by the Luksic family. The Croatian origins of the founder influenced, for example, 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 handicapped children in Antofagasta and the Norte Grande region of Chile and the renovation of *Parque Brasil* in the heart of the city. Furthermore, *Fundación Luksic* works with various high schools in underprivileged areas in this part of the country.

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



LEGAL SUPPORT



SPORT



ENTREPRENEURSHIP



**COMMUNITY
DEVELOPMENT**



HEALTH



EDUCATION



“Our family is truly committed to contributing to Chile, generating opportunities, fostering talent and helping the most vulnerable to reach a better quality of life”.

PAOLA LUKSIC

President of Fundación Luksic since 2005





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 continued until the foundation was formally set up in the year 2000. Since 2020, the organization has brought together the work of Fundación Educacional Luksic, Fundación Impulso Inicial and Fundación Luksic Scholars, in addition to acting as a focal point for donations from the Luksic family. This makes Fundación Luksic the principal philanthropic vehicle of the Luksic family.

process assessments were carried out in 2021. The data gathered in these assessments was used to help ensure the quality of the initiatives implemented by the foundation.

Fundación Luksic's goal is to increase and improve opportunities for Chileans and their communities, especially those rated most vulnerable. To achieve that aim, the Foundation works in four program areas: Education, Entrepreneurship, Territorial Development and Social Programs.

Within our areas of action, Fundación Luksic supports initiatives and implements programs that seek to: support educational communities across Chile, especially those based in technical-professional establishments; improve students' life paths; encourage





entrepreneurial businesses in different parts of Chile; promote coordinated and collaborative work to enable territories to realize their potential; and respond rapidly and efficiently at times of need in Chile.

To achieve its goals, Fundación Luksic employs a model that ensures the quality of its programs, applying different methodologies at different stages. In 2021, the Foundation conducted 48 assessment processes that examined project design, redesign, implementation, baseline and exit surveys, and pre-post information analysis.

In 2021, the Foundation's Education area launched the MueveTP project, which seeks to improve access for secondary students to post-secondary technical-professional (TP) programs that, as the evidence confirms, enable young people to dream big and improve their life paths. In its first year, MueveTP initiatives reached more than two-thirds of all the technical-professional institutions in Chile.

The *Fundación Educacional Luksic* supports the Instituto Agrícola Pascual Baburizza (IAPB), a private, subsidized vocational high school founded in 1941 to encourage the advancement of arts and sciences related to the agricultural industry. In 2021, the Institute had 432 students enrolled, 90% of whom passed their grade, and in-person attendance was above 80% even during the pandemic, with Health Ministry protocols in place.

In the educational sphere, *Fundación Luksic Scholars* supports a variety of educational programs in Chile and abroad. The organization's goal is to offer learning opportunities to students, and it does so in Chile, China, Croatia, the United States, France and the United Kingdom. Its portfolio includes over 30 programs that have benefited more than 1,650 individuals over the past 20 years.

Another of Fundación Luksic's programs that focuses on the development of young people is Reyes de Barrio, which operates free

soccer schools. These schools provide a safe, healthy recreational space for girls and boys, encourage the adoption of healthy eating habits, and contribute to a positive upbringing by teaching parenting skills that help to prevent and reduce problems at home. In 2021, 857 children from 15 schools in 13 districts of the Greater Santiago Region, were registered on the program.

In the area of entrepreneurship, in 2021 Fundación Luksic launched the fourth version of the Impulso Chileno competition, which awarded 200 entrepreneurs from across the country between three and five million Chilean pesos each to advance their businesses, along with academic support and one-on-one mentoring. Also in 2021,

a new program was created especially for women entrepreneurs who had been affected by the pandemic. The program, Despega Mujer, awarded grants to a total of 70 women entrepreneurs in five regions of the country in two phases. The first phase was held in Antofagasta, Los Lagos, and the Metropolitan regions, and the second was in the regions of Coquimbo and Biobío. Each of the women received two million Chilean pesos as well as access to training, mentoring, and learning circles.

In 2021, the Foundation solidified its Territorial Development area, the goal of which is to encourage the development of projects and initiatives, while strengthening local organizations to enable

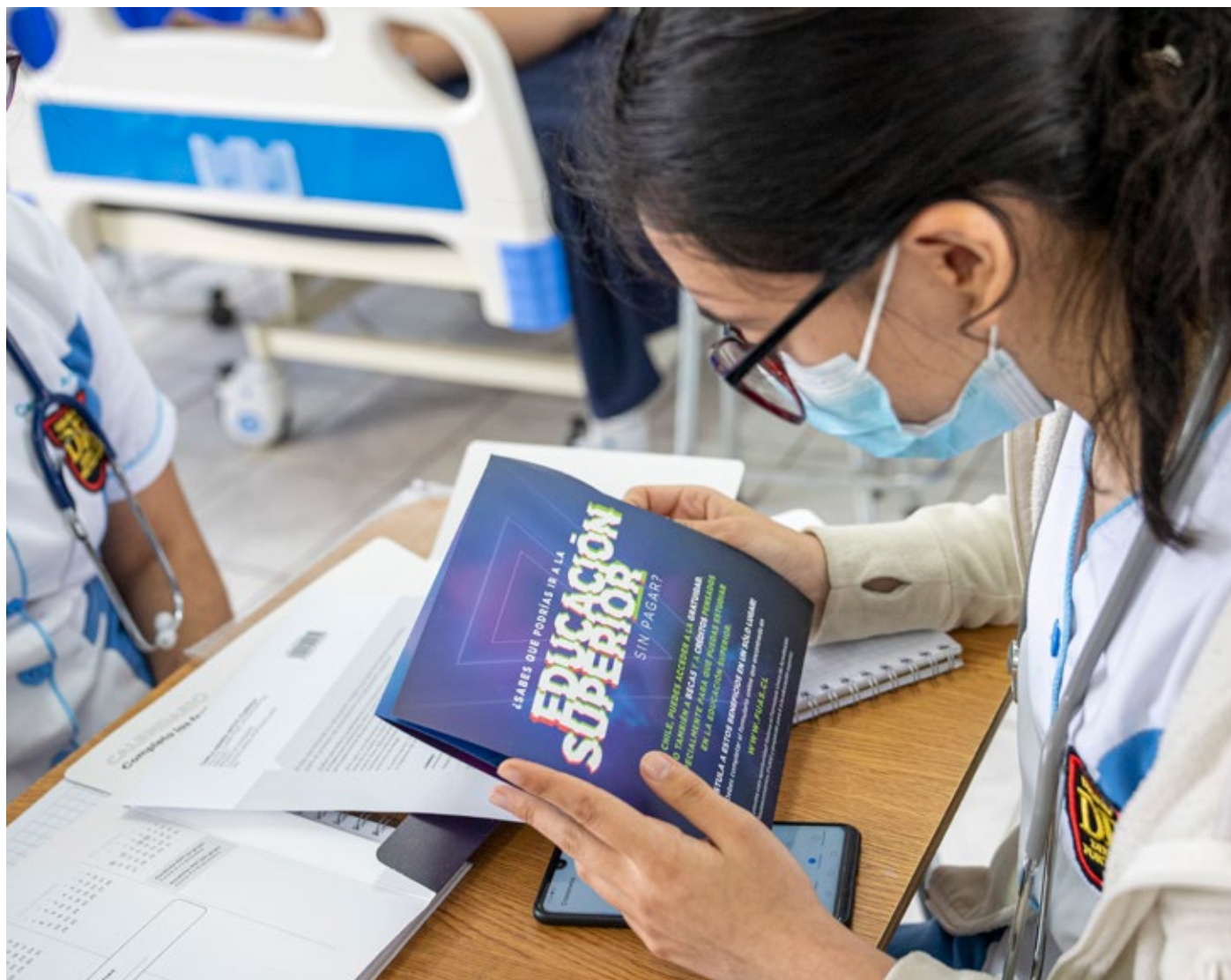


them to reach their potential. Fundación Luksic is currently working in two places: in the Calle Larga Municipality in Valparaíso Region, and in the locality of Choshuenco, in Panguipulli Municipality of Los Ríos Region, through the Corporación Desarrollo Choshuenco.

As part of the Luksic family's deep commitment to Chile and those who live across the length and breadth of the country, the Social Programs area was created, to respond efficiently through institutional channels to requests that the Foundation, or members of the family, might receive. Social Programs implements the Impulso Inicial program, which since 2018 has supported entrepreneurs and

athletes with material contributions such as equipment, tools, and implements. In 2021, Impulso Inicial pledged assistance to 4,000 new applicants, 96% of whom were entrepreneurs.

The Luksic family's donations are also included in the Social Programs area. In 2021, the family continued its support of Teletón, which began in 2014, by financing the construction and implementation of the new Instituto Teletón in Antofagasta. The family pledged to cover the entire operation of the center with a donation of \$1.5 billion Chilean pesos.



Fundación Educativa Oportunidad

Fundación Educacional Oportunidad promotes early childhood education through collaborative networks and continuous quality improvement (CQI) of pedagogical and leadership practices.

Fundación Educacional Oportunidad was set up by Andrónico Luksic Craig in 2006.

The foundation promotes the development and learning of children and young people from early childhood, innovating and working collaboratively with others.

The foundation implements three programs to achieve its objectives: *Un Buen Comienzo* is a professional development program for teachers and school leaders seeking to improve the quality of early childhood education. Since 2018, the foundation has been strengthening the UBC Improvement Network, which comprises schools that have been part of the program, as well as other schools and daycare centers that did

not participate in the program. The goal of the network is to maintain improvements and innovate with a focus on children's learning.

We Learn is a professional development program for teachers and school leaders that promotes English as a foreign language being taught from early childhood.

The Attendance program provides tools and strategies to public school educational and management teams that are aimed at promoting and increasing children's attendance in early education, elementary and high school education.

The foundation also has a *Learning Transfer Area* designed to share what has been learned over the years in the implementation of the UBC, *We Learn* and *Attendance* programs. All the resources and courses are located at www.oportunidadenlinea.cl.

During 2021, more than 1,000 professionals were trained by the foundation and more than 15,100 people started courses on our platform.



educational schools in 11 districts of the O'Higgins Region and 1 district of the Metropolitan Region worked with the *Un Buen Comienzo* program in 2021, benefitting 6,539 preschool children.



schools in the Coquimbo and Magallanes regions worked with the *We Learn* program during 2021, benefitting 1,964 preschool and elementary students.

Fundación Guillermo Luksic Craig

This foundation is a nonprofit organization and is the continuation of the Ena Craig de Luksic Foundation. It was set up 19 years ago by Guillermo Luksic Craig in honor of his mother.

Following the early death of Guillermo Luksic 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 Luksic 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 Luksic" a building used mainly for pediatric 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 initiatives in the fields of education and culture, 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 chairman, Antonia Luksic Puga, and the vice chairman, Isidora Luksic Prieto, are both daughters of Guillermo Luksic Craig, and granddaughters of Andrónico Luksic 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 transportation to medical centers, 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

The foundation aspires to be a leader in promoting and protecting the rights of children and adolescents who have been victims of sex-related crimes and their families. The organization provides expert psychological, social and legal support to families who have lost a daughter or son to the crime of murder with sexual assault, and advocates for public policies that contribute to the prevention of secondary victimization.

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 attorneys to provide legal representation and psychosocial support free of charge.

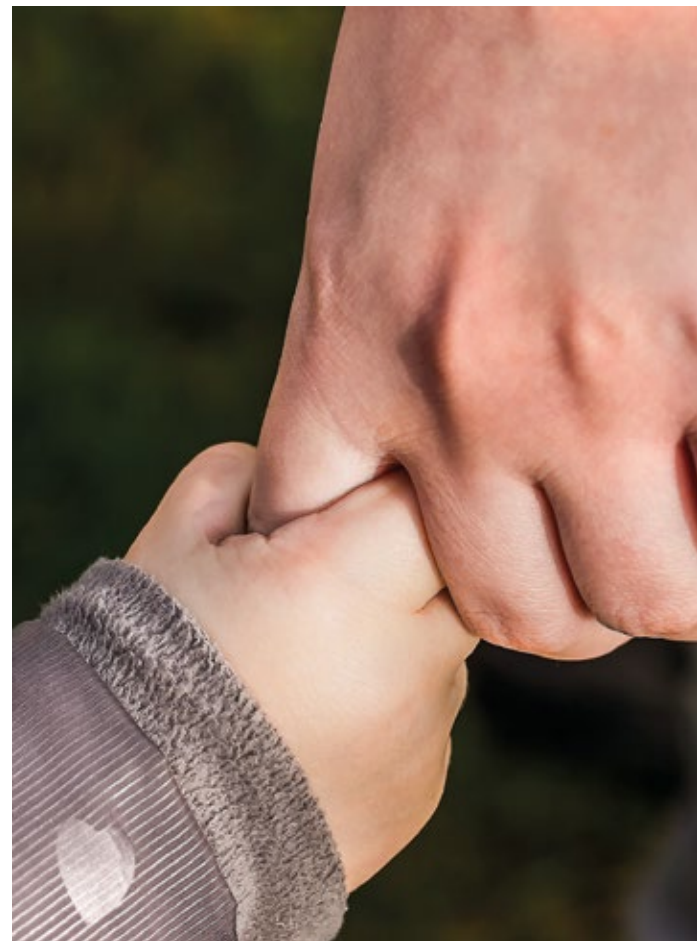
That was the beginning of Fundación Amparo y Justicia, the first organization in Chile to provide comprehensive assistance to families who have lost a daughter or son to murder involving sexual assault. Since that year, the Foundation has accompanied 45 families in different regions of the country, providing legal, psychological and social support to parents and grandparents, brothers and sisters.

In addition to the above, since 2007 Amparo y Justicia has advocated in different ways for public policies that enable the prevention of 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.

In recent years, Amparo y Justicia has continued promoting the rights of children and adolescents who are victims of sex-related crimes, by generating information and technical inputs to support public policies related to justice for children, training professionals in criminal justice system institutions, and providing comprehensive assistance to families who have lost a daughter or son to the crime of murder with sexual assault.



important initiatives are carried out by Amparo y Justicia in order to support the legal system in the implementation of the Law of Video-recorded Interviews: instructors and interviewer training; promotion of awareness; and coverage, monitoring and evaluation.





CHILE

Diversity, tradition, openness
and opportunities



A brief look at Chile, the country of our origins

With a GDP per person of around US\$ 27,000 (PPP), Chile has positioned itself as one of the most prosperous countries in Latin America. Its economic development is based on its significant openness to the world, with 29 trade agreements presently in place covering 95% of its foreign trade.

The effects of the Covid-19 pandemic, increasing social demands, and internal political discussion have put significant pressure on the national budget and fiscal indebtedness. Given this situation, risk classification companies have lowered the country's sovereign credit rating. However, despite the increase in Chile's gross debt, now reaching nearly 38,8% of GDP, the figure

remains low when compared to that of other countries with similar per capita income, thanks to strong fiscal discipline over the last few decades.

The strength of its macroeconomic fundamentals, its global orientation, the promotion of competition, respect for property rights and a recent history of stability and institutional robustness have positioned Chile as leader in the region in terms of competitiveness (ranked no. 44 on a global level, according to the IMD) and human development (ranked no. 43 in the UNDP index).

Government:

Presidential democratic system, four-year terms without reelection.

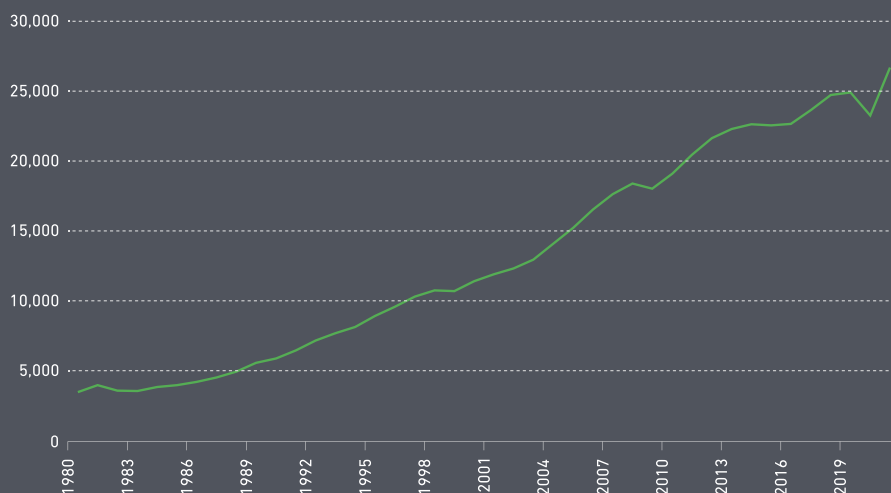
Current President:

Gabriel Boric
(2022-2026)

Legislative functions exercised by a bicameral National Congress consisting of a Senate with 50 seats and a Chamber of Deputies with 155 seats.

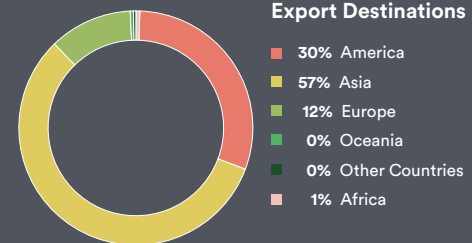
CHILEAN GDP PER CAPITA, EXPORT DESTINATIONS AND IMPORT ORIGIN

Real GDP per capita (US\$)



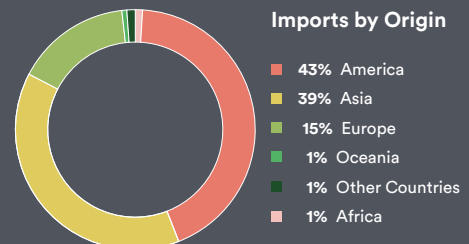
Source: IMF USD PPP

Export Destinations



Source: Chilean Customs Service.

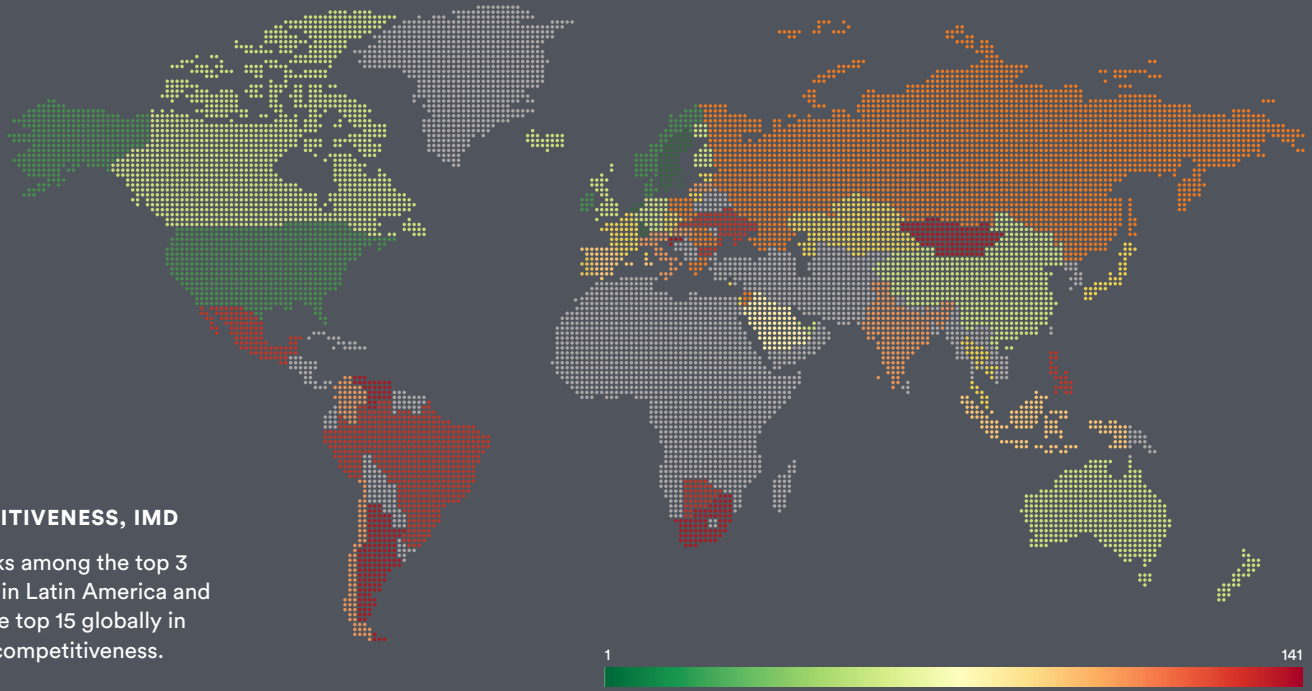
Imports by Origin



Source: Chilean Customs Service.

GLOBAL COMPETITIVENESS, IMD

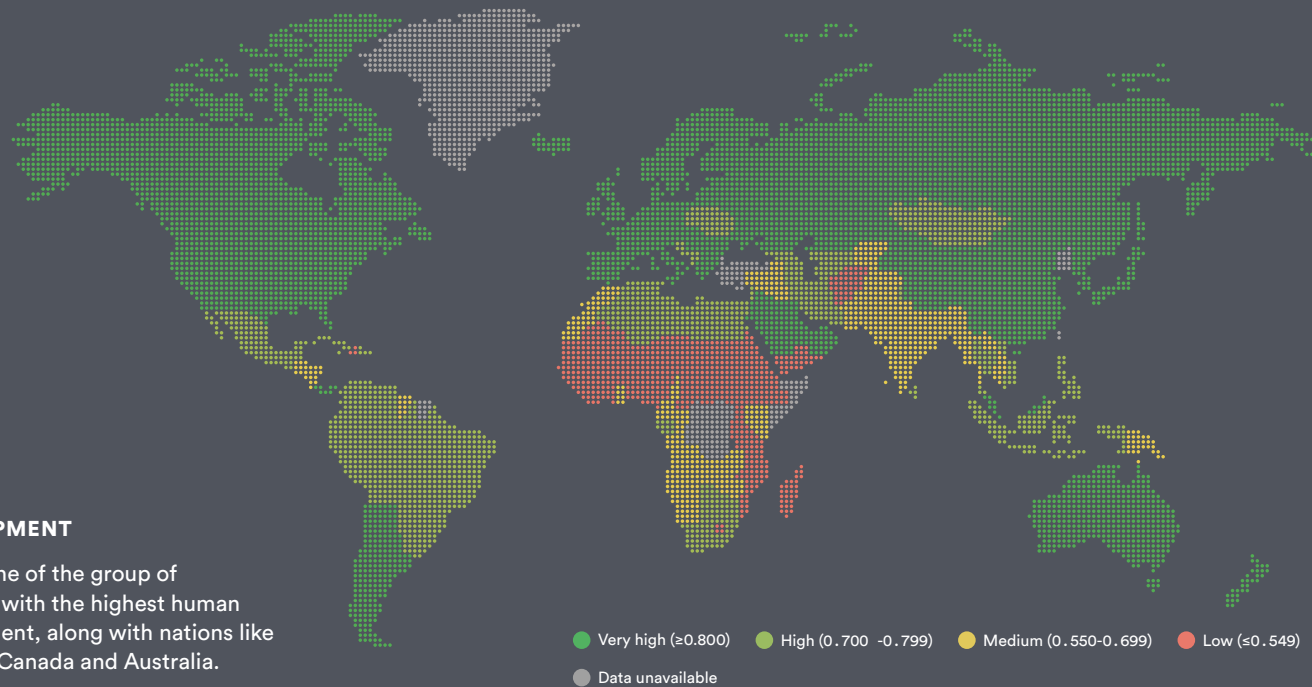
Chile ranks among the top 3 countries in Latin America and among the top 15 globally in terms of competitiveness.



Source: IMD World Competitiveness Center Ranking 2021

HUMAN DEVELOPMENT

Chile is one of the group of countries with the highest human development, along with nations like the USA, Canada and Australia.



Source: Human Development Report Office 2020



LUKSIC
GROUP



**ANDRÓNICO
LUKSIC CRAIG**
*Chairman of Quiñenco
Chairman of CCU
Vice Chairman of Banco de Chile*



**JEAN-PAUL
LUKSIC FONTBONA**
*Chairman of Antofagasta PLC
(United Kingdom)
Vice Chairman of Quiñenco S.A.
Vice Chairman of SAAM S.A.
Director of Banco de Chile*

**PAOLA
LUKSIC FONTBONA**
Chairman of Fundación Luskic



**GABRIELA
LUKSIC FONTBONA**
*Member of the Board of
Fundación Luskic*

**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 Enxer*



**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**
*Chairman of Fundación Guillermo
Luskic Craig*

ISABELLA LUKSIC JAMES
*Executive Director
Luskic Scholars Foundation*





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