

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

LUKSIC GROUP 2019

GLOBAL
PHILANTHROPY
PROGRESS
LEADERSHIP
COMMITMENT
FUTURE
SUSTAINABILITY
DIVERSIFICATION
EXCELLENCE
INNOVATION
ENTREPRENEURSHIP

LUKSIC
GROUP

Antofagasta Region, Atacama Desert, Northern Chile



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OUR PURPOSE

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

ANDRÓNICO LUKSIC ABAROA

Founder

(1926 - 2005)

LUKSIC
GROUP



Our history

This is a story that started in the city and region of Antofagasta, in the heart of the 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 128 countries through different companies and industries, and is one of the top ten copper producers worldwide. It also has substantial participation 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.

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

“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”.

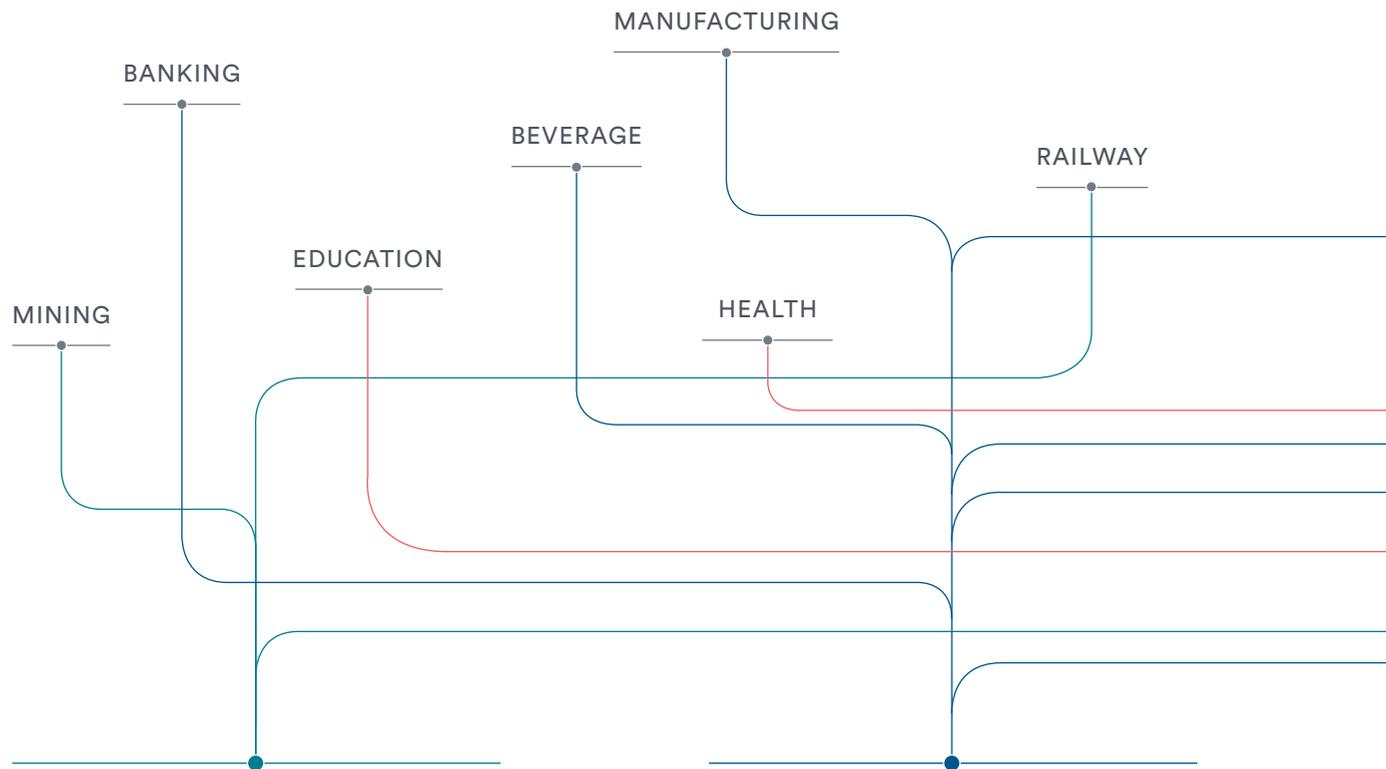
Andrónico Luksic Abaroa, Founder

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.



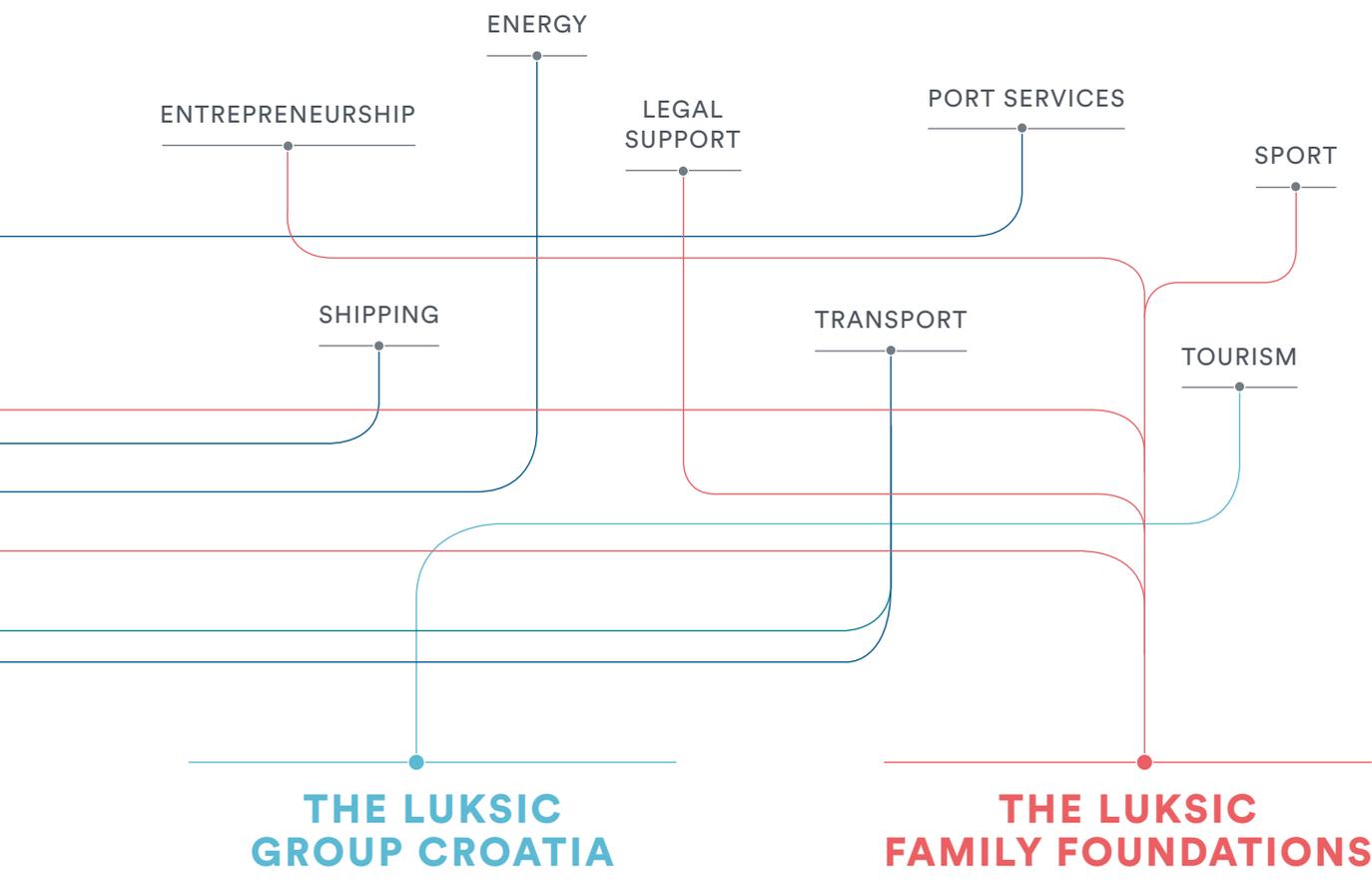
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Los Pelambres, Coquimbo Region

ANTOFAGASTA PLC

Developing mining for a better future



ANTOFAGASTA
MINERALS

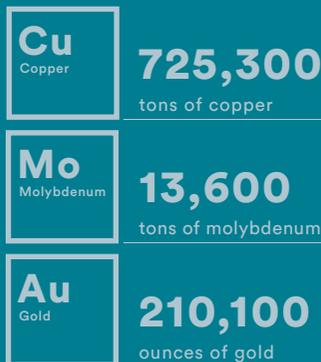
Who we are

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

2018 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 96% 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, Mexico, 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 30% of global copper reserves held beneath its soil and a reputation for high mining standards. Antofagasta PLC is the only Chilean private 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 US\$ 40 billion in sales, and around 70% to 80% 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.

Furthermore, Antofagasta PLC promotes the use of renewable energies to cut back on emissions that negatively impact the environment.



TOTAL INCOME

US\$ 4.7 billion

and an EBITDA of US\$ 2.2 billion was reached in 2018.



INVESTMENT

US\$ 873 million

in 2018 and an estimation of US\$ 1.2 billion for 2019.



“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\$ 33.7 million was allocated to corporate social responsibility by the mining division in 2018 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 2018 in the group's operations came from the sea. The group is a pioneer in the use of untreated sea water for mining, dating back to 1993.



JOB CREATION

Antofagasta employs more than **21,000 people**, where 30% are own employees and 70% are contractors. Antofagasta's People strategy is built on four pillars: culture, talent management, organisational effectiveness, and labour relations and engagement. In 2018 efforts were focused on integrating the new Diversity and Inclusion (D&I) Strategy with these four pillars.



PROMOTING RENEWABLE ENERGY

59% of the energy used by Minera Los Pelambres comes from non-conventional renewable sources, which do not generate emissions that impact the environment.



PROMOTING PRODUCTIVE CHAINS

Around **4,750 suppliers** of goods and services form part of Antofagasta's supply chain. As part of the local integration strategy, Antofagasta favours local suppliers. In 2018, 40% of total suppliers were located in the Antofagasta and Coquimbo regions.





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 north-east 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%.

2018 production

Cu Copper	357,800 tons of fine copper concentrate
Mo Molybdenum	13,300 tons of molybdenum
Au Gold	63,200 ounces of gold

Los Pelambres Expansion Project

Construction of Los Pelambres Expansion Project began in early 2019 with an investment of US\$ 1.3 billion. Once the project is ready in 2021, this new expansion will contribute an average of 60 thousand additional tons of copper per year.

The project consist in a plant expansion includes an additional SAG mill, ball mill and the corresponding flotation circuit with six additional cells. It also contain a desalination plant and water pipeline that will supply water for the expansion and a potential further growth phase and will act as a back-up for the existing operation in extreme dry conditions.

Mauricio Larrain
CEO since 2017







83% 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.



Andrés Hevia
CEO since 2017

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.

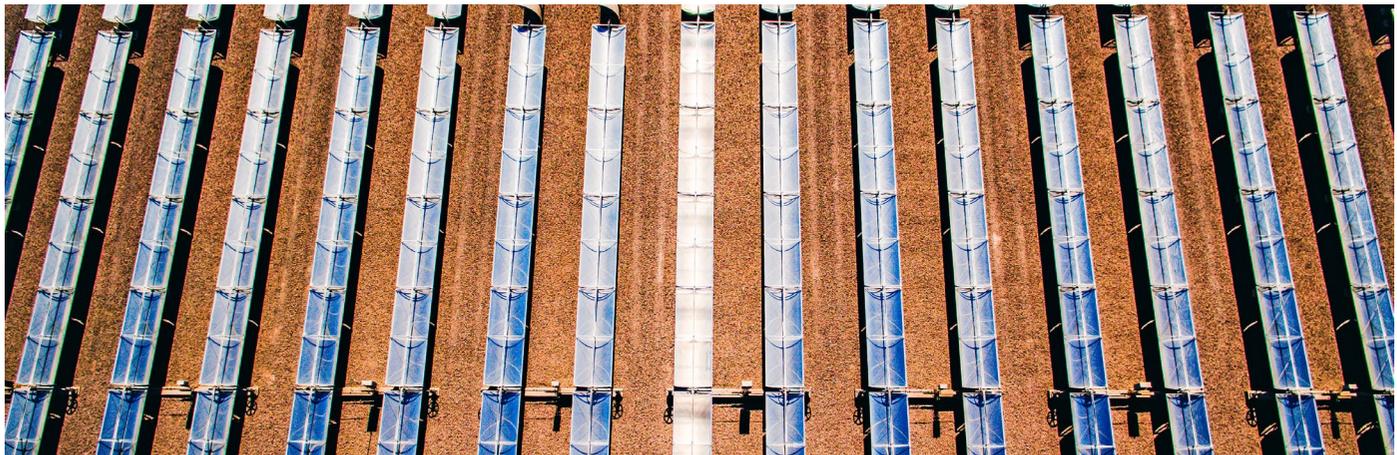
Centinela Mine Development (the DMC project)

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.

2018 production

Cu Copper	248,000 tons of fine copper in cathodes and concentrate
Au Gold	146,900 ounces of gold
Mo Molybdenum	300 tons of molybdenum (first year)

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.



2018
production:

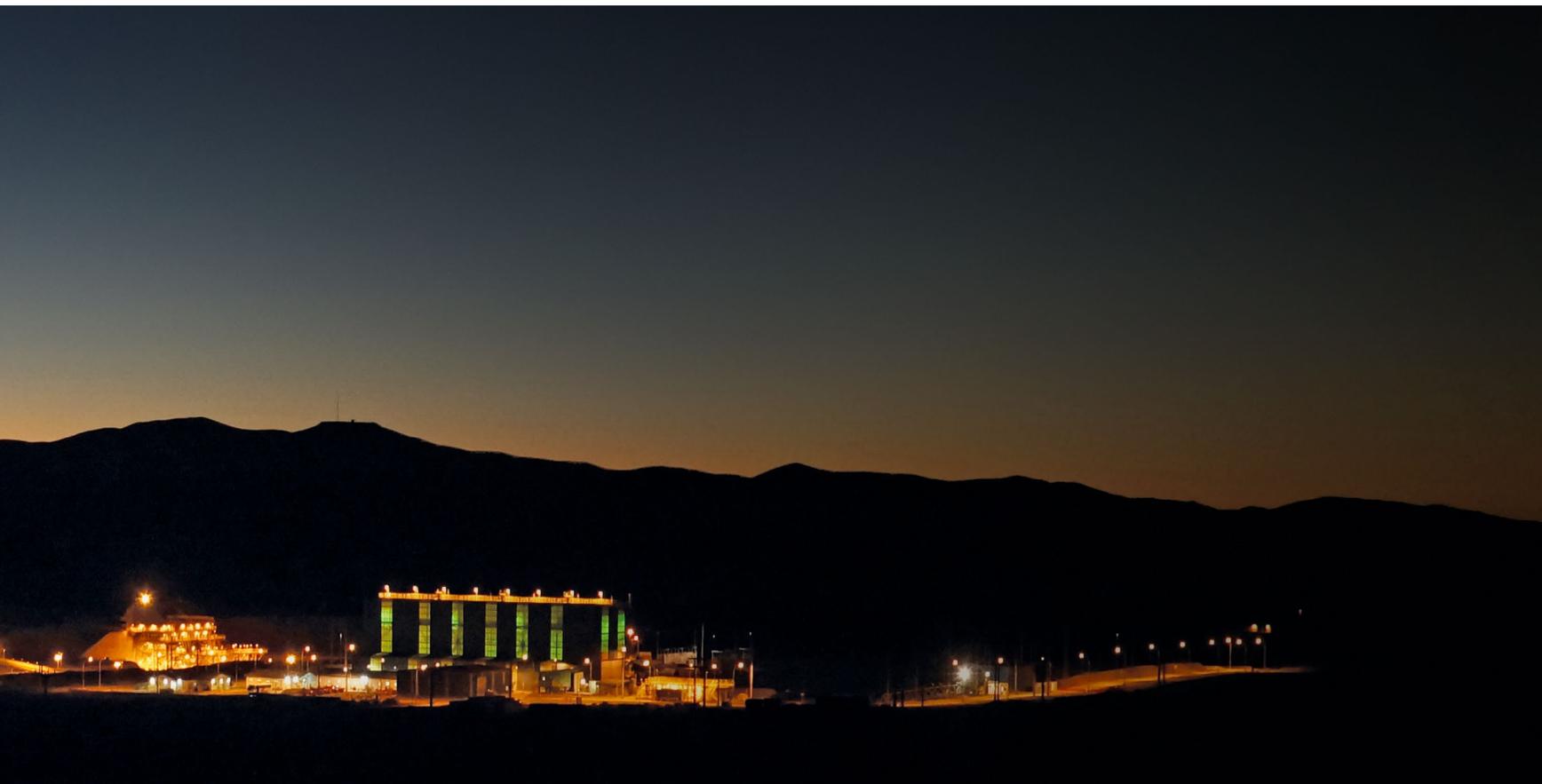


72,200

tons of fine copper
cathodes



Leonardo González
CEO since 2017





2018 production

Cu
Copper

94,600

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.



Luis Sánchez
CEO since 2017



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.

2018
transported cargo:



6.1
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 128 countries on five continents, that together employ a workforce of 69,000 both in Chile and abroad.



LUKSIC GROUP OWNERSHIP
IN QUIÑENCO

IN ASSETS UNDER
MANAGEMENT AS OF
DECEMBER 2018

**US\$ 82
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 2018, its consolidated assets amounted to approximately US\$ 60 billion. Quiñenco's shares are listed on the Chilean stock exchanges with a market capitalization of US\$ 4.3 billion as of December 31, 2018.

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 21 years, the company has proven its value-building capacity by earning US\$ 1.7 billion in profits for shareholders from divestment transactions valued at US\$ 4.2 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 Luksic Craig, a middle-aged man with grey hair and a beard, wearing a dark blue suit, a light blue shirt, and a patterned tie. He is standing in a modern, dimly lit interior space. A small Chilean flag pin is visible on his lapel.

"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

2018 consolidated revenues

US\$ 6.6 billion

2018 Net Asset Value

US\$ 259.7 million

Quiñenco 2018 net profit*

 **70%**

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.

 **101%**

is the gender salary gap for women workers in the company, with salaries an average of 1% higher than for men in the company workforce.

**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

Established in 1893, Banco de Chile has played a leading role in the Chilean financial industry. It has maintained outstanding and consistent financial stability and profitability, as well as contributing to the development of the country itself.

The bank offers a wide range of products and services, and it is one of the best recognized brands in the country. It has the highest share of current accounts in the Chilean banking industry and ranks second in lending. It is one of the most profitable banks in the industry with an average return on capital and reserves of 19%. Banco de Chile also has strong international credit ratings, with an A rating from S&P and an A1 from Moody's.

Banco de Chile's alliance with Citigroup complements the excellent service provided to its Chilean clients and it gives them access to one of the most significant financial platforms in the world.

The bank's net profit for 2018 was US\$ 856.2 million, which is equivalent to 25% of the financial results of the whole Chilean financial industry and represents a 3.3% increase over 2017.

Over its 125 years history, Banco de Chile has been a fundamental pillar for Chile's development, through its support of entrepreneurship and its participation in large scale ventures. The Luksic Group became the controller of Banco de Chile in 2001. It now represents around 80% of Quiñenco's consolidated assets.



US\$ 14.4 billion

market value

390

branches

US\$ 52 billion

in assets

OWNERSHIP STRUCTURE

As of December 2018



STAKE HELD JOINTLY BY
QUIÑENCO AND CITIGROUP
IN BANCO DE CHILE

* figures as of December 2018



We love Chile

Banco de Chile's customer-oriented sustainability strategy has been at the heart of the company's strategic focus. Its emphasis on efficiency and productivity has endured as it consistently strives to provide an excellent service that can be adapted to the needs of each client.

Throughout its history, Banco de Chile has proven its commitment to the country and its people. For over 40 years, its employees have given valuable and generous support to the *Teletón* campaign, the country's largest private fund-raising program. Since 2013, the Bank has also educated more than 100,000 Chileans to make better and more responsible financial decisions.



13,831

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



“2018 marked our 125th anniversary. Together with preserving our tradition, financial stability, and service quality, we are responsible for expanding this noble institution and projecting it into the future.”

Eduardo Ebensperger, CEO since 2016



Banco de Chile

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



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

CCU is a leading multi-category company in the production and distribution of beverages, with operations in seven Latin American countries: Chile, Argentina, Bolivia, Colombia, Paraguay, Peru and Uruguay.

CCU is one of the main producers of beer, soft drinks, mineral water, sweetened fruit juices and pisco in Chile. Through the VSPT Wine Group, it also leads the domestic wine market and is the second largest wine exporter in Chile.

Within South America, CCU is the second largest beer producer in Argentina, where it also participates in the cider, spirits, and wine industries. In Uruguay and Paraguay it has a presence in the beer, mineral and bottled water, soft drinks, and sweetened fruit juices

businesses. It participates in the beer, bottled water, soft drinks, and malt beverage industries in Bolivia. In Colombia, it is present in the beer market together with the Postobón Group, a leader in the Colombian soft drinks, water, and juice markets. In 2019, the company started up its first new brewery plant in Colombia. CCU also established a partnership with Barsol of Peru in 2017 to develop the Pisco category around the world.

CCU's total market value amounted to US \$4.7 billion at the end of 2018.

US\$ 3.5 billion in assets

US\$ 441.7 million in net profit as of December 2018

The company operates **31 plants**

Present in **129,000** sales points in Chile

The company is listed in Chile and on the NYSE.

8,797 employees

28.5 million hectoliters sold in 2018

** figures as of December 2018*

OWNERSHIP STRUCTURE

As of December 2018



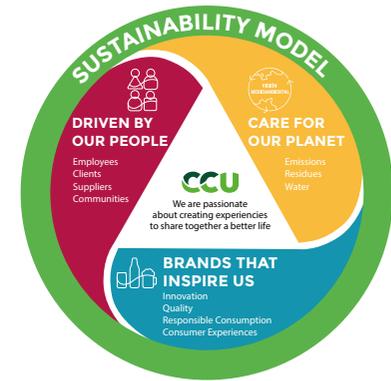
STAKE IN CCU HELD
JOINTLY BY QUIÑENCO AND
HEINEKEN IN EQUAL PARTS



People that 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) is the result of the 2008 merger of two big Chilean winemaking groups, San Pedro Wine Group and Viña Tarapacá. It currently leads the domestic market in sales of fine wines and is Chile's second largest wine exporter, with a presence in over 80 countries.



Pedro Herane
CEO since 2013

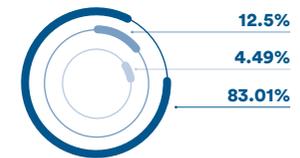
VSPT Wine Group's vision is to be a profitable winemaking group on a global scale, based on the strength of its strategic brands and led by the innovative and sustainable management of an excellent team.

The group is currently comprised of seven Chilean and two Argentinian wineries, each with a different positioning and winemaking hallmark: San Pedro, Tarapacá, Leyda, Santa Helena, Misiones de Rengo, ViñaMar, and Casa Rivas in Chile, along with La Celia and Tamarí Cellar in Argentina. In both countries the Group has operations in the production, marketing, distribution, and export of wine products.

Among the many accolades it has received for sustainability, VSPT was recognized for the second time in 2018 as "Ethical Company of the Year". This was the result of an unprecedented project in the Malleco Valley involving the planting of the largest vineyard in Chile to be cultivated in close collaboration with the local indigenous Mapuche community. Furthermore, VSPT was recognized as one of the "Leaders in Renewable Energies" after taking on a new 360° Commitment: to produce wine with 100% renewable energy by 2021.

Ownership

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



US\$ 297

million, VSPT Wine Group total revenues in 2018



7.8 million

nine-liter cases of wine exported in 2018



68 million

liters in domestic sales 2018



4,270

hectares planted in Chile and 645 in Argentina

HAPAG-LLOYD / CSAV

Your cargo, our passion

The Chilean Compañía Sud Americana de Vapores, CSAV (in which Quiñenco holds a 56.2% stake), has been the largest shareholder 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 128 countries around the World, and the company has a modern fleet of 227 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. Primarily as a result of the merger, transported volumes in 2018 increased by 21%, and by year-end it had generated net profit of US\$ 43.5 million and EBITDA of US\$ 1.3 billion.

CSAV also offers regular and direct RoRo services with four vessels (vehicle transportation) from Asia, Europe, North America and the east coast of South America, to markets on the west coast of South America.

 **227** vessels

12 million

TEU transported in 2018

Presence in

128 countries around the world

 **12,765** employees

US\$ 13.6 billion

revenues in 2018

US\$ 4.5 billion

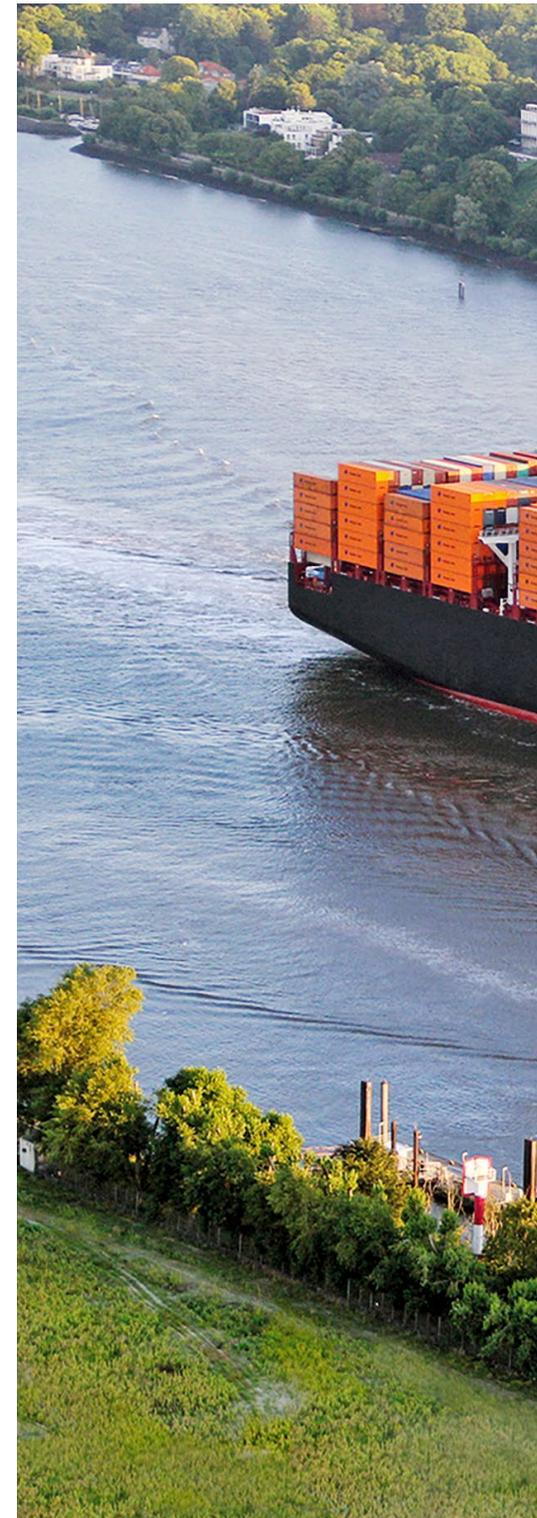
Hapag-Lloyd market cap as of December 2018



Rolf Habben Jansen
Hapag-Lloyd's CEO
since 2014



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





25.9%

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

 Hapag-Lloyd  CSAV®

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.

In 2017 the company's submarine cable business increased by 44.9%, corresponding to its best ever results in this business segment, and a decision was taken to build a state-of-the-art vessel for installing large volumes of underwater cable.

The company's revenues amounted to € 6.5 billion in 2018 (at current metal prices), making it the second largest cable supplier worldwide. Net profit in the same period reached € 14 million.



QUIÑENCO'S OWNERSHIP STAKE
IN NEXANS THROUGH INVEVANS
AND TECHPACK
AS OF DECEMBER 2018



US\$ 1.2 billion
market cap



27,058 employees

34 countries with industrial
activities

€ 6.5 billion in
revenues in 2018

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 57-year history, it supports foreign trade in the Americas by connecting small, medium and large-sized companies around the world.

Through its main 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 the consolidated regional leader and the fourth largest player worldwide. With 153 harbor tugs, it has operations in ten countries and 67 ports in Chile, Ecuador, Panama, Costa Rica, Guatemala, Honduras, Uruguay, Brazil, Mexico and Canada.

In the logistics segment, the company has a presence in four countries and manages 125,000 m² of warehousing. Through Aerosan, it also provides services to six airports in Colombia, one in Ecuador and one in Chile.



Iquique International Terminal, at the Iquique port in Northern Chile

Macario Valdés
CEO since 2016



Business Distribution



* EBITDA by business area.

5th largest port operator in South America and first in Chile

1st tugboat operator in the Americas

US\$ 50 million in net profit

Operations in **70** ports in **13** countries in the Americas

US\$ 840 million market cap as of December 2018

39.4 million tons transported in 2018

7,772 employees



52.2%

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.

San Antonio International (STI), the most important port terminal in Chile

 **saam**®

ENEX

Energy that moves your world

Enex was acquired in 2011 and inherited almost 100 years of Shell's presence in Chile. It is now one of the country's leading distributors of fuels and lubricants and is also a leading operator of convenience stores.

The company has a network of 451 service stations and 161 convenience stores in Chile. It is also a leading player in the distribution and commercialization of fuels and lubricants for the industry, mining, aviation and transportation sectors.

Among other investments, Enex owns 14.9% of Sonacol, which operates the main oil pipelines in Chile, and has a 33% stake in Siav, which provides fuel storage and supply services to aircraft at Santiago International Airport.

The company is on an ongoing quest for further investment opportunities. In November 2018, Enex began its international expansion by acquiring Road Ranger in the US, a company that owns a network of 38 travel centers in Illinois, Indiana, Wisconsin, Missouri, Iowa and Texas, and is the fourth largest network of highway travel centers in the United States. Enex acquired Road Ranger for US\$ 289 million.



Nicolás Correa
CEO since 2013



161

upa! and upjta convenience stores



3,726

employees



24.3%

fuel market share in Chile
(service stations)



451

service stations under Shell license in Chile



38

travel centers in USA



US\$ 840

million book value



US\$ 3.3

billion in revenues in 2018





100%

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 Andronico 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, 11 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.



46,000

bed capacity



US\$ 110 million

total EBITDA approx.



US\$ 260 million

total revenues approx.



US\$ 700 million

total assets (book value) approx.

** figures as of December 2018*

A close-up portrait of 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.

“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 Dream Collection, and a member of Mr. & Mrs. Smith's small luxury hotels collection.



98%

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



1,172

employees
(in peak season)



570,000

total number of
overnight stays
(annual average)

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, Villa Orsula, Villa Agave, and Villa Sheherezade. The Escape Collection includes Hotel Dubrovnik Palace, Hotel Kompas Dubrovnik, Hotel Croatia Cavtat, Grand Villa Argentina, and Villa Glavić, while the Unwind Collection encompasses Hotel Odisej Mljet and Hotel Supetar Cavtat.

** figures as of December 2018*



PLAVA LAGUNA

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, 11 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.



20
hotels



9
campsites



3,000
employees (in peak season)



43,261
Beds



4.8 million
total overnight stays
(annual average)



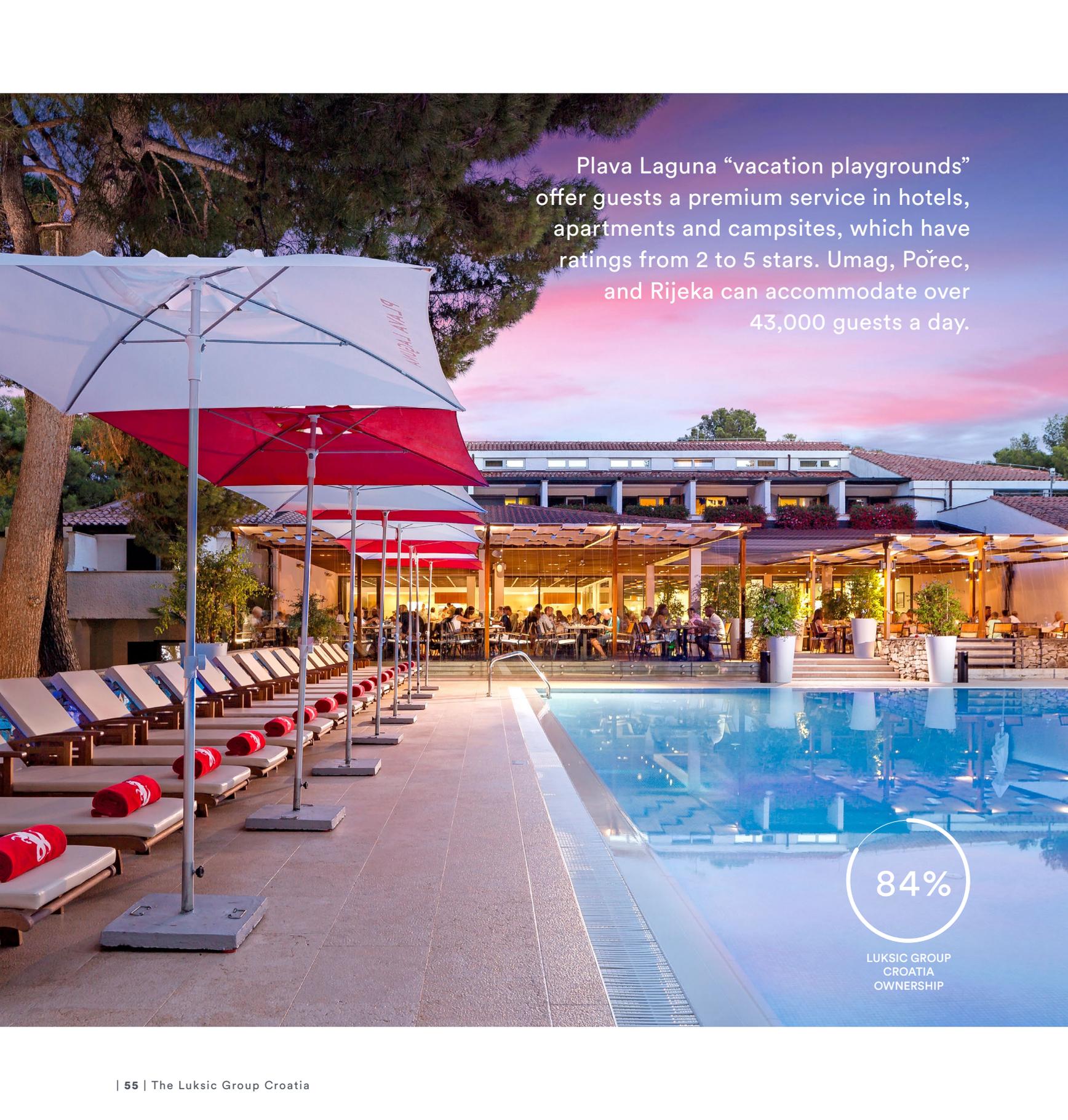
16,376
accommodation units



11
apartment villages

** figures as of December 2018*





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

84%

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.



85.8%

LUKSIC GROUP
CROATIA
OWNERSHIP

EXCELSA
NEKRETNINE

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 the end of 2018, the cable car has transported more than 3.5 million passengers.

Currently, the properties managed by Excelsa 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 on the island of Korčula; a building in the city of Split; business spaces in buildings located in Dubrovnik, Korčula, Šibenik, Poreč, and Pula; and several plots of land covering 35,000 m² in the Konavle area, 35 km from Dubrovnik.



575,000 total annual cable car passengers



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 latter 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 initiative *Luksic Scholars* 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 three foundations make contributions to the country in other action areas. *Fundación Guillermo Luksic Craig* concentrates on

health and infancy; *Fundación Impulso Inicial* on entrepreneurship, health, education and sport; 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



EDUCATION



ENTREPRENEURSHIP



SCHOLARSHIPS



HEALTH



SPORT



**LUKSIC
SCHOLARS**



FUNDACION
LUKSIC
AMERIQUE DU LUXE ASSOCIÉS
Creando oportunidades



FUNDACION
**GUILLERMO
LUKSIC
CRAIG**



Fundacion
Educativa
Luskic



FUNDACION
AMPARO Y JUSTICIA



OPORTUNIDAD
FUNDACION EDUCACIONAL



**Impulso
Inicial**

“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





is the average vulnerability index for public high schools that work with Fundación Luksic.

Fundación Luksic

This is the first of the family foundations. It focuses on various educational projects in regions of Chile with high educational vulnerability, and its work centers principally on technical high school education. Since 2005, the foundation has been presided over by Paola Luksic Fontbona.

The objective of *Fundación Luksic* is to generate greater opportunities through the provision of quality education. It achieves this by supporting high schools that give professional technical training, which is the segment concentrating the highest levels of educational vulnerability. *Fundación Luksic* finances, monitors and provides technical assistance to specialized institutions and dozens of establishments educating children and young people across eight regions of Chile.

Over the last decade, the foundation has led ten educational

projects (five of them presently being implemented and another five already completed). Important examples include educational innovation initiatives, technical assistance for school management teams, and programs to promote reading among school-aged children. Additionally, the foundation gives scholarships to support hundreds of young people who wish to continue their education.

The foundation also has a “Fund for School Initiatives” (*Fondo para Iniciativas Escolares*). High schools providing technical training can apply to the fund to help finance their educational projects, via infrastructure improvements and/or the development of skills and abilities of the school work teams.

The foundation measures the impact generated by its initiatives through the follow up and evaluation of results for each of its projects.





Fundación Educacional Luksic

The Fundación Educacional Luksic supports and manages the Instituto Agrícola Pascual Baburizza (IAPB), one of the most prestigious educational centers providing specialized technical agricultural training in the country.

The Luksic family took charge of this educational establishment in the 80's, as a result of the admiration that Andrónico Lukic Abaroa felt for Pascual Baburizza, a Croat living in Chile. He had set up the institute and was the first employer of Mr Luksic's father, Polikarp, when he arrived in Chile at the age of seventeen in 1907.

Located in the municipal district of Calle Larga in the province of Los Andes, the IAPB is a free public high school providing technical

of students graduate successfully as agricultural technicians from the institute. Within the first year of graduation, more than 60% of students have found work and another 25% or more have continued studying.

training. It receives more than 400 students each year from backgrounds of high social vulnerability. These students spend the final six years of their education doing a specialized technical high-school-level course in agriculture. The institute has 35 hectares of cultivated land, as well as modern equipment and infrastructure. Each year it offers scholarships and internships to provide continuity into higher education and to give students help getting into the world of work.

The IAPB has implemented an educational system known as Fontan Relational Education (FRI), an innovative pedagogical methodology that strengthens skills, cultivates a passion for learning and respects the learning rhythms of students. In 2011, the establishment received an OECD award for its innovative learning environment.



Fundación Amparo y Justicia

Fundación Amparo y Justicia was founded in 1998 after the rape and murder of a 5 year old girl. It was a crime that shook the whole country and which deeply moved Andrónico Luksic Craig. He hired a pool of experts to represent the parents who were unable to afford legal support. On realizing that this dramatic incident was not an isolated case, he went on to create a formal legal, psychological and social support system.

This is the first and only non-governmental organization in Chile offering legal, psychological and social support to families who have suffered the loss of a child who has been the victim of rape with murder. Fundación Amparo y Justicia has assisted in a significant number of cases that have affected children and adolescents in Chile over the last 20 years.

The foundation offers a completely free service for the legal representation of the victims' families with specialized lawyers who seek for the perpetrators of the crime the maximum sentences contemplated by the Chilean legal system. Additionally, a team of psychologists and social workers accompany the families through the complex repercussions suffered as a result of these crimes and the traumatic mourning period.

In 2007, the foundation extended the work it carries out. Having provided assistance in cases of sexual crimes without murder, the foundation became aware of the terrible victimization suffered by sexually abused children and adolescents when they come into contact with the Chilean legal system. Fundación Amparo y Justicia became the driving force behind a new law protecting children from reiterated or unjustified exposure. The foundation promoted the system of recorded video interviews for victims and then a few years later the successful public campaign "Don't Ask Me Again". These initiatives and the foundation's solid technical expertise have made it a relevant actor in public policy debate related to sexual abuse of children.



public initiatives are carried out by the foundation, to contribute to the effective implementation of the Law for the Video Recording of Interviews used to protect young victims of sexual abuse. These are: the installation of technical equipment in the relevant institutions; the training of instructors and interviewers; communication of the scope of the Law; and assistance in the development of protocols for the action to be taken and for coordination between institutions.



Fundación Educacional Oportunidad

Fundación Educacional Oportunidad promotes early childhood education through collaborative networks and the Continuous Quality Improvement (CQI) of pedagogical and leadership practices.

Fundación Educacional Oportunidad was set up by Andrónico Luksic Craig in 2016.

The foundation shares innovative practices with public and private institutions in order to strengthen early childhood education and English teaching. In doing so, it seeks to produce a change in public schools and contribute to reducing the learning gap suffered by thousands of children on a national scale.

The foundation uses two tools to achieve its aims:

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, made up of schools that have been part of 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 the teaching-learning of English as a foreign language beginning in the early years.

The foundation also has a *Learning Transfer Area*, whose objective is to share what has been learned over the years in the implementation of UBC and *We Learn*. During 2018 more than 1,500 professionals were trained by the foundation.



educational establishments in 13 municipal districts of the O'Higgins region worked with the *Un Buen Comienzo* program in 2018, benefitting 1,632 preschool children.



educational establishments in the Coquimbo and O'Higgins regions worked with the *We Learn* program during 2018, benefitting 1,521 preschool, elementary and high school students.



Fundación Guillermo Luksic Craig

This nonprofit organization is the continuation of the *Ena Craig de Luksic Foundation*, set up 19 years ago by Guillermo Luksic Craig in honor of his mother. Following the early death of Guillermo Luksic himself at 57 years of age, his children renamed the institution after their father.

From the very beginning, this foundation has been focused on health. Although it has also supported educational and cultural projects, its main emphasis has always been support for hospitals, collaboration with medical corporations in the building of operating theaters and medical centers, and the provision of state-of-the-art technology in various children's health establishments.

The Fundación Guillermo Luksic Craig has worked very closely with the children's hospital Luis Calvo Mackenna. It has participated in various initiatives including collaboration in the construction of the "Consultorio Ena Craig de Luksic" building, used mainly for pediatric cardiology and bone marrow transplants. It has also supported the implementation of medical equipment in various medical corporations, policlinics and regional hospitals.

In the educational and cultural area, the foundation has supported a number of initiatives, including the restoration of the church in Ovalle, the financing of the film "El Vuelo de Manutara", the building of a gymnasium on Easter Island, and the awarding of study scholarships.

The foundation is presently managed by Antonia Luksic Puga, daughter of Guillermo and granddaughter of Andrónico Luksic Abaroa. Under her guidance, the institution has acquired a new focus: the setting up and management of a care home for ill children from underprivileged backgrounds outside Santiago. This allows the children to live at the home while receiving specialized hospital treatment in Santiago, far from their own homes. Inaugurated in March 2019, the home provides integral care for 11 young children and their companions, with lodging, food, transport to medical centers, and cultural and educational activities.



independent rooms in the new care home for children from distant regions of Chile undergoing medical treatment in Santiago.





Fundación Impulso Inicial

entrepreneurial ideas competed in #ImpulsoChileno, a contest promoted throughout Chile by *Fundación Impulso Inicial* in alliance with Universidad Católica de Chile and Socialab, to fund and give technical support to 60 original business initiatives.



Set up by **Andrónico Luksic Craig** in 2017, this nonprofit organization was a response to the need for support detected by Mr. Luksic when he started to interact on social media with hundreds of thousands of Chileans.

Wanting to lend a hand to those people who for various reasons have not been able to realize their dreams despite fighting to achieve them, *Fundación Impulso Inicial* supports those who seek with conviction and effort to progress in sport, entrepreneurship, education and health.

From 2019 onwards the foundation has been financed by Luksic Family resources and at present is active in three principal areas: the case-by-case evaluation of those seeking support through social networks, and in the two projects known as *Impulso Chileno* and *Reyes del Barrio*.

Impulso Chileno is a successful entrepreneurship contest whose first version was launched on social media in October 2018 to finance and train the 60 entrepreneurs with the best business ideas. In less than 24 hours 8,000 people presented their cases, and the winners were awarded business capital of up to US\$15,000 to invest in their project. They also received six months of mentoring from the MBA Faculty of the Universidad Católica de Chile.

In March 2018 Andrónico Luksic was invited on social media to sponsor a football academy in an underprivileged neighborhood of Santiago. Inviting him to do this was the well-known Chilean international football player Arturo Vidal (known as “the King”). Today the *Reyes de Barrio* (Neighborhood Kings) program, in which *Fundación Arturo Vidal* and *Impulso Inicial* work in alliance, gives football coaching to more than 700 children between the ages of eight and fourteen in nine football academies across the northern and southern areas of Santiago. The goal is to give football coaching to 1,000 children during 2019.

Caso a Caso is the area which coordinates and selects the numerous requests for support that Mr. Luksic receives on social media. A specialized team evaluates and chooses those that will be supported by the foundation.





LUKSIC
SCHOLARS



Luksic Scholars

1.400 people have benefited from one of the programs offered by the Luksic Family project in alliance with some of the most prestigious universities in the world.

Luksic Scholars is a initiative through which the Luksic Family sponsors and finances educational experiences at some of the most prestigious universities in the world. Professionals, educators and students, mostly from Chile, are given access to a range of scholarships to study at institutions of excellence including Harvard, Columbia, MIT, Oxford, Babson and Tsinghua.

With the conviction that education, support for talent and the building of global networks are key for a country's development, Luksic Family launched its first scholarship program 20 years ago, in alliance with the university of Harvard. Today it offers 18 different pre- and post-graduate programs in alliance with a range of global universities. More than 1,400 students, professionals and teachers from Chile and Latin

America, China, Croatia and the United States have benefitted from these academic projects.

Luksic Family has also promoted and financed the establishing of four international university centers in Santiago. David Rockefeller Center for Latin American Studies of Harvard University, Columbia University Global Center, MIT Sloan Latin America Office and Tsinghua University's Latin American Center promote from their offices in Chile interesting academic dialogue and joint projects that span all of Latin America.

In 2019, Luksicscholars.org was created. This is a website and platform bringing together all of those who are or who have been part of the educational programs sponsored by the Luksic Family. The objective is the interchange of experiences, knowledge and opportunities.







CHILE

Diversity, tradition,
progress, and reliability



A stable and prosperous nation full of opportunities

Chile, a country with very unusual geography, a long and narrow strip 4,300 km long and on average 175 km wide, has a very diverse climate and is full of opportunities. It extends from the world's driest desert in the north, the Atacama, to a Mediterranean climate in the central region, and then to snow-clad mountains in the south, surrounded by glaciers, fjords and lakes.

The country is one of South America's most stable and prosperous nations, with leading social, economic and political indicators. The human development index, quality of life and population out of poverty are all among the highest in the region. Chile also ranks highly in freedom of press and in the development of democracy. Its strong macro fundamentals, openness and promotion of competition, strong property rights, and active PPA (concessions) market foster a growth-friendly environment.

Chile's macro institutional framework has received worldwide recognition.

Its rule-based, structural fiscal deficit policy remains strong, even though a deterioration has been acknowledged by recent sovereign credit agency downgrades and market perception. Net public debt is still low by international standards, and the current gradual fiscal consolidation should enhance policy credibility and stabilize debt over the next few years. The free-floating exchange rate regime with a credible and autonomous, inflation-targeting Central Bank have been the main ingredients for price and financial stability. The flexible exchange rate is also the first line of defense against large international shocks, to which a small open economy such as Chile is exposed.



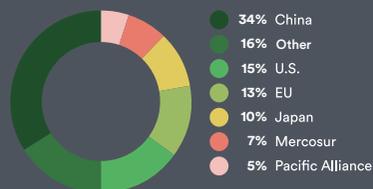
Government:
Presidential democratic system, four-year terms without reelection.

Current President:
Sebastián Piñera
(2018-2022)

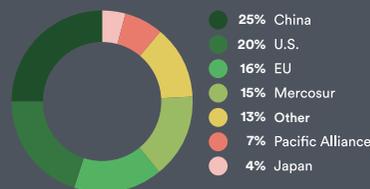
Legislative functions exercised by a bicameral National Congress consisting of a Senate with 43 seats and a Chamber of Deputies with 155 seats.

EXPORT DESTINATIONS, IMPORT ORIGIN AND GDP BY ECONOMIC ACTIVITY

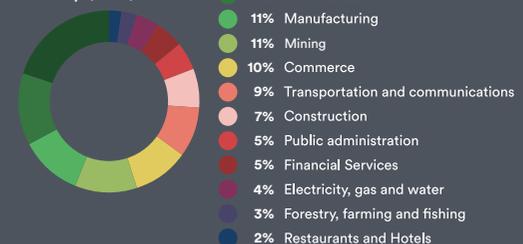
Export Destinations



Import Origin

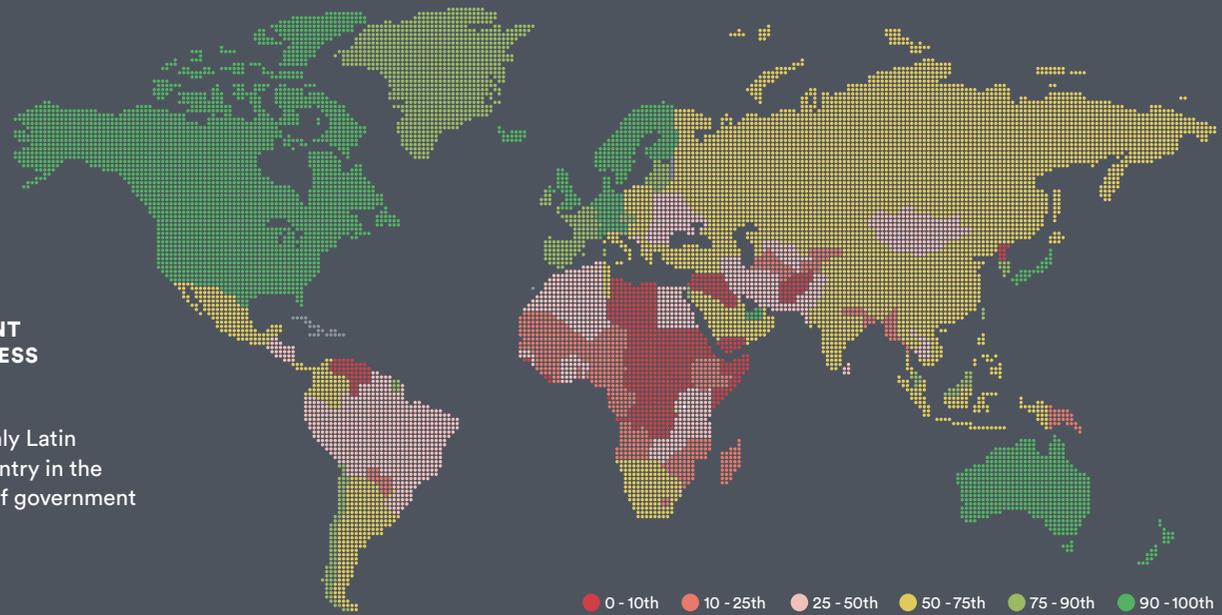


GDP by Economic Activity (2017)



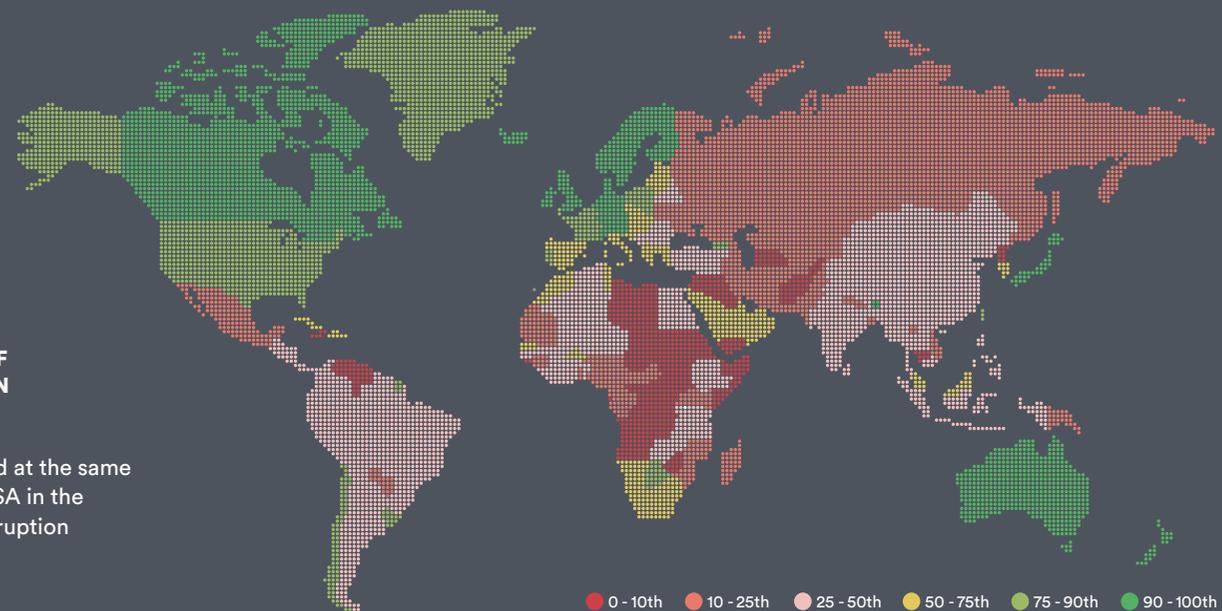
GOVERNMENT EFFECTIVENESS 2017

Chile is the only Latin American country in the first quartile of government effectiveness.



CONTROL OF CORRUPTION 2017

Chile is ranked at the same level as the USA in the control of corruption



Source: Daniel Kaufmann, Aart Kraay and Massimo Mastruzzi (2010). "The Worldwide Governance Indicators: A Summary of Methodology, Data and Analytical Issues". World Bank Policy Research





**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 SM SAAM S.A.
Member of the Board 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 Banchile AGF
Member of the Board of Compañía
Pisquera de Chile S.A.
Member of the Board of Enx



**ANDRÓNICO G.
LUKSIC LEDERER**
Vice President of Development at
Antofagasta PLC
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.



**ANTONIA
LUKSIC PUGA**
Chairman of Fundación Guillermo
Luskic Craig





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