

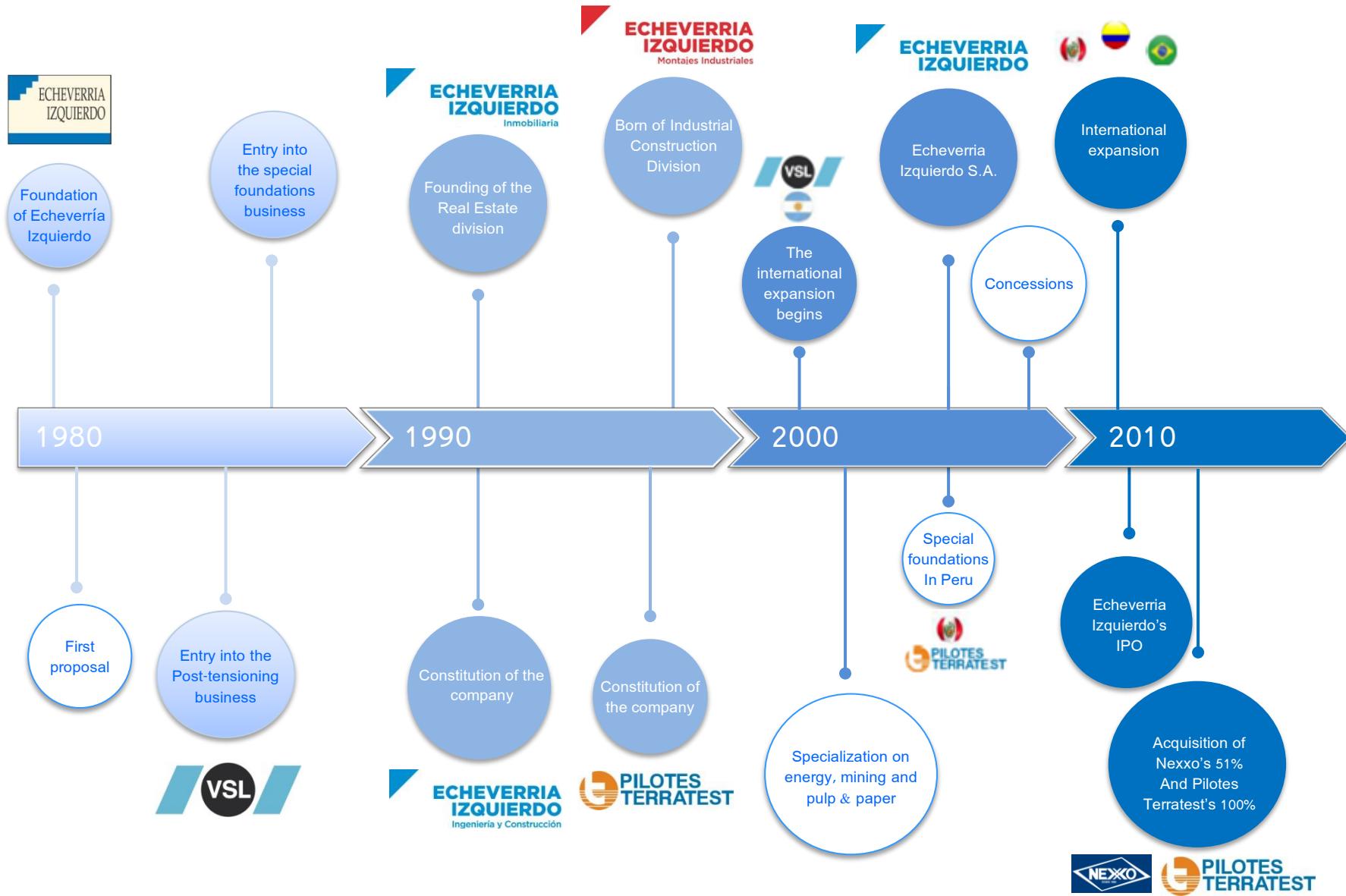
ECHEVERRIA IZQUIERDO



35 years
Adding Value

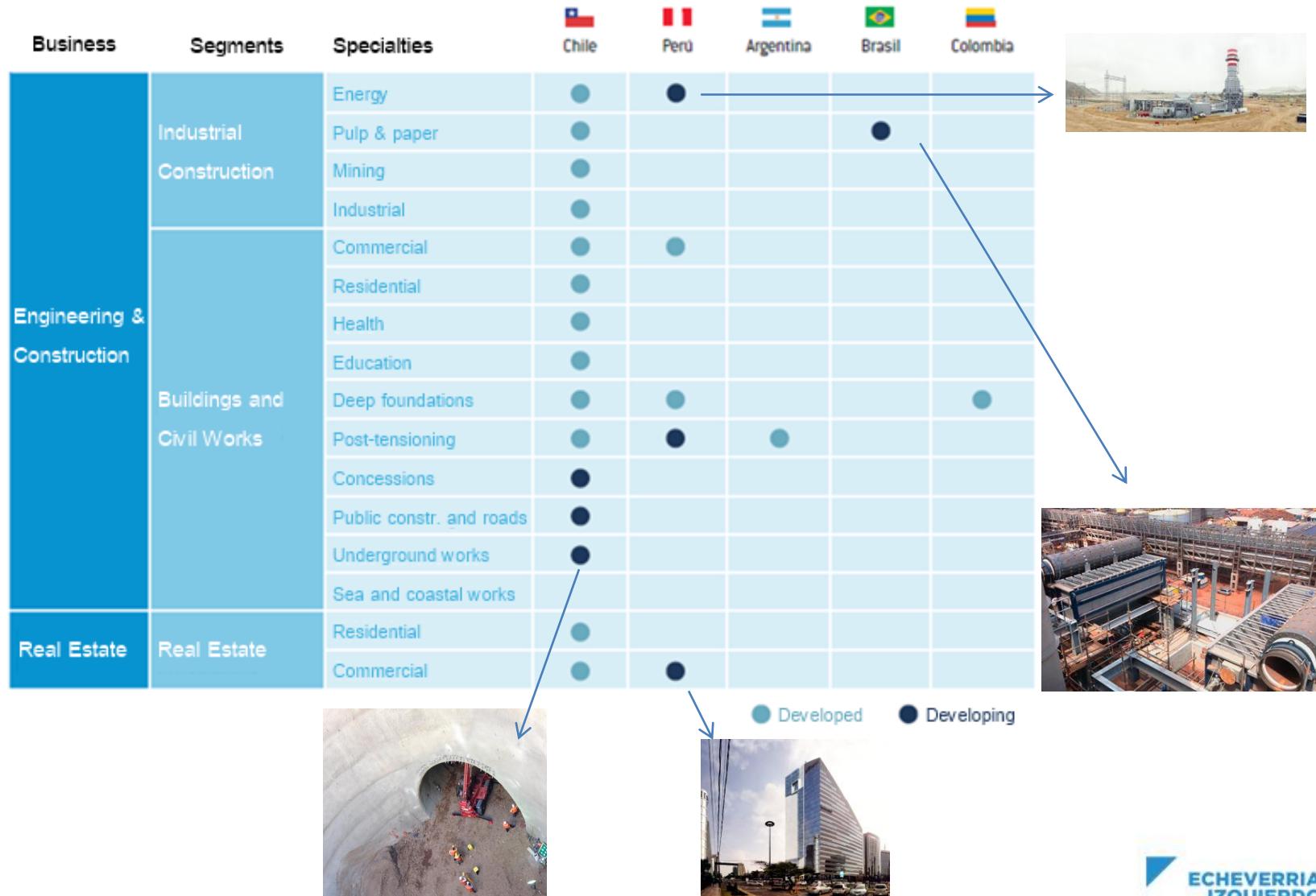
History

35 years of successful history...



Echeverria-Izquierdo's activities & international presence

Specialties & International presence



DESARROLLO INMOBILIARIO		INGENIERÍA Y CONSTRUCCIÓN						
100%	 ECHEVERRIA IZQUIERDO Inmobiliaria e Inversiones	100%	 ECHEVERRIA IZQUIERDO Montajes Industriales	100%	 ECHEVERRIA IZQUIERDO Edificaciones	100%	 ECHEVERRIA IZQUIERDO Ingeniería y Construcción	50%
100%	 ECHEVERRIA IZQUIERDO Inmobiliaria e Inversiones Perú	50%	 MILPLANELMISA MONTAGENS INDUSTRIALIS	50%	 ECHEVERRIA IZQUIERDO Perú	33,3%	 CONSORCIO HOSPITAL DE RANCAGUA S.A.	100%
100%	 ECHEVERRIA IZQUIERDO Montajes Industriales Perú	100%	 C&J ECHEVERRIA IZQUIERDO Constructora C & J Echeverría Izquierdo Perú	50%		33,3%	 CONSORCIO CERRO PROVINCIA S.A.	100%
50%	 ECHEVERRIA IZQUIERDO Soluciones Industriales					50%	 ECHEVERRIA IZQUIERDO OSSA CONSOLICION INDUSTRIAL EI - OSSA	100%
29%			 PARES & ALVAREZ					 PILOTES TERRATEST
51%			 NEXXO					 EQUIPOS Y TERRATEST

Real Estate



Barlovento building
(29.300m²)



Antofagasta's
project
(55.000m²)



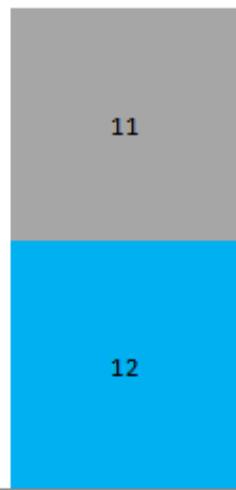
Bello
Horizonte
(10.315m²)



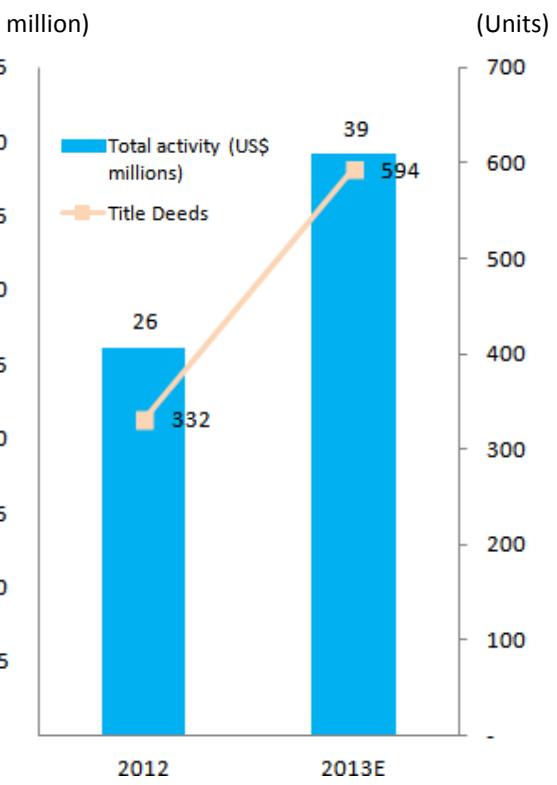
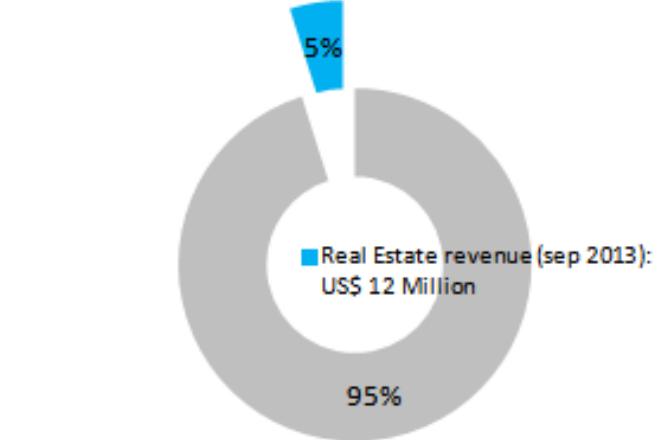
Hermanos Amunátegui
(32.667m²)

US millions \$ revenue (sep-13)

- Consolidated revenue
- Non-consolidated revenue



sep-13



(*)Title deed's incomes . It's not adjusted by Ellí's share.



Alto Plaza Bulnes 3 Bldg



Moneda Bldg



Manuel de Salas Bldg



Altavista de Huechuraba condominium - Santiago



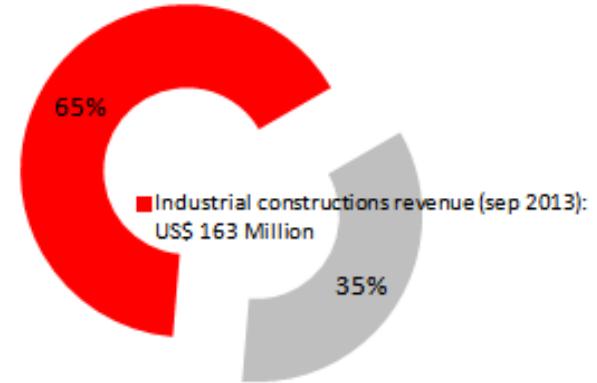
Valle Vespucio Norte condominium - Santiago

Industrial construction

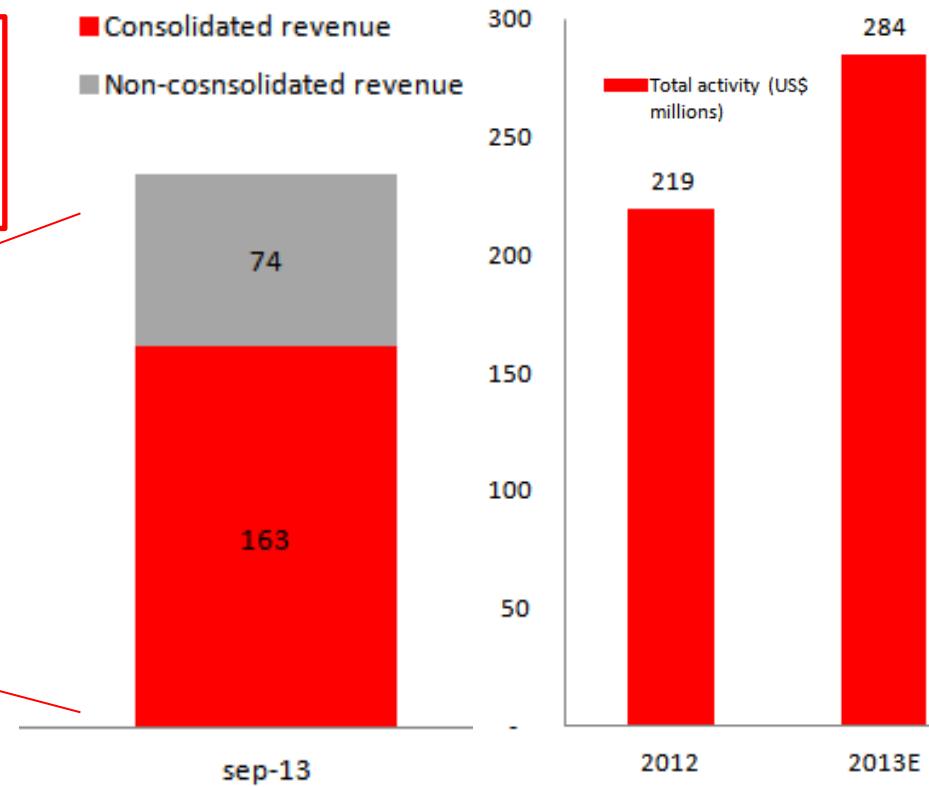
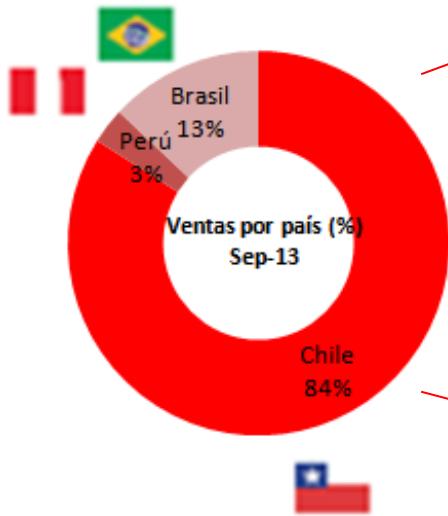


Reefer
container
factory -
Maersk

US millions \$
revenue (sep-13)
(MM\$)



Phase II, civil works
Minera Collahuasi
(160 KTPD)





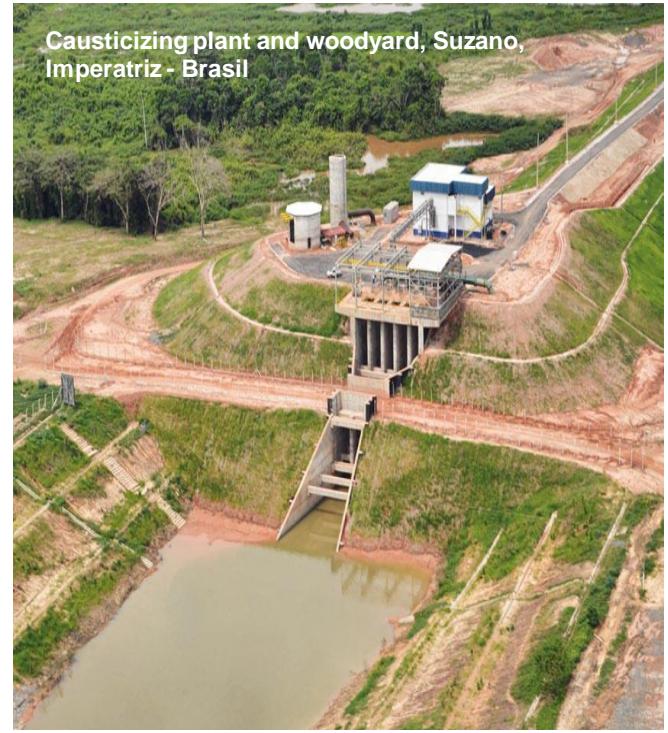
Enlargement of Llay-Llay's Production Plant, Cristaleria Chile



Campiche Thermoelectric power plant, AES Gener



Sart Plant, Compañía Minera Maricunga



Causticizing plant and woodyard, Suzano, Imperatriz - Brasil

Building and civil works

Segment's reorganization:

New CEO

New technical administration

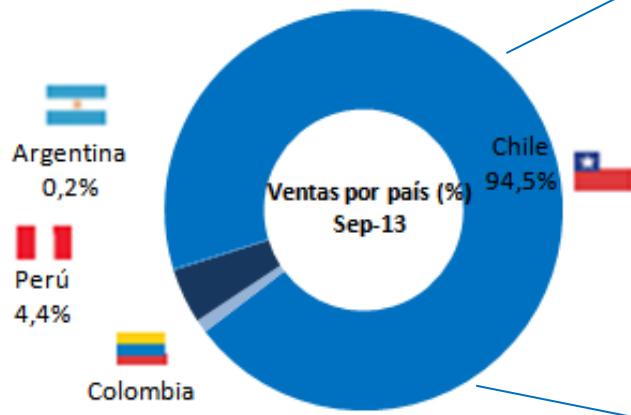
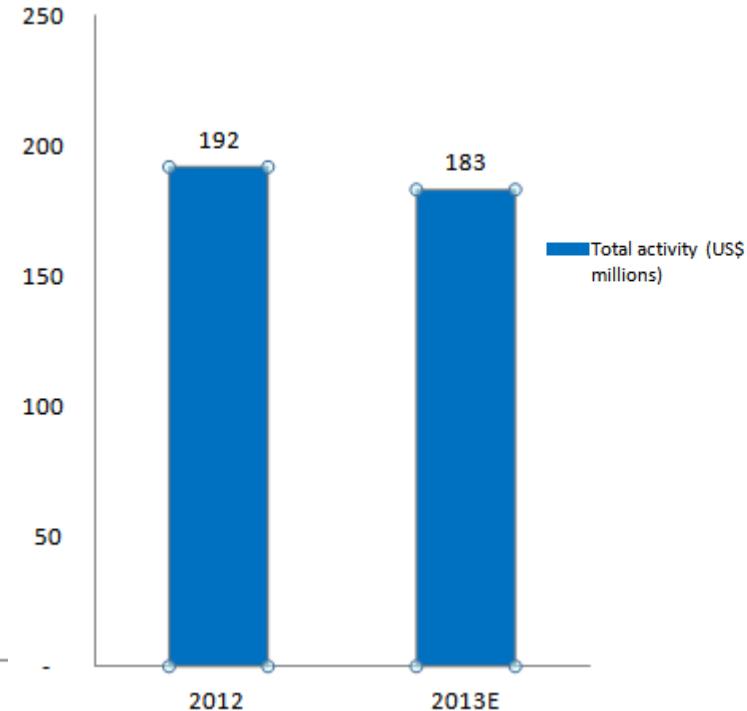


Arturo Merino
Benítez
Airport's
works

US millions \$ revenue (sep-13)

■ Consolidated revenue
■ Non-consolidated revenue

(US\$ million)





Rancagua's hospital



De las Artes Bldg.



Hyatt hotel



Espacio Urbano Mall -
Viña del Mar



Civic Center Bldg.
Ilustre Municipalidad de Vitacura



Pilotes Terratest



Santa María II
and Now Bldg.,
Santiago - Chile



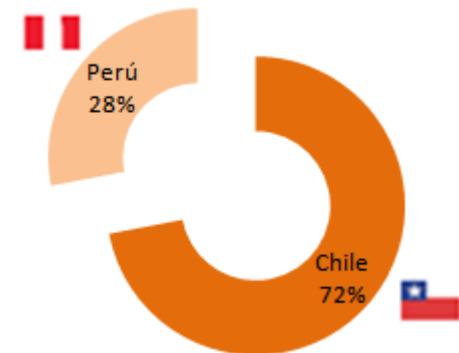
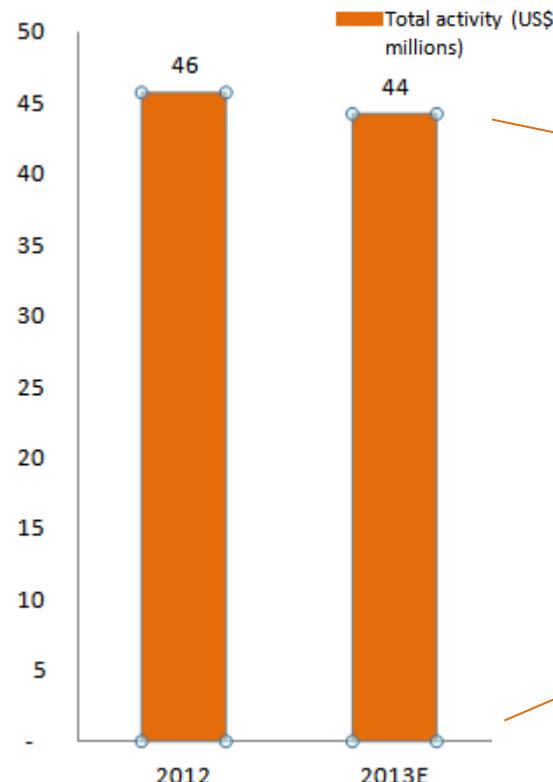
Asmar
Reinforcements,
Talcahuano- Chile



Jet grouting, new
mining activities -
Chile

Leader in Chile and Peru.
Using a new technology: Dry stone columns.

(US\$ million)





Impermeabilization of soils (rock),
Ancoa Dam



Micropiles drilling rig,
CMPC Plant, Laja



Soil Nailing, Everest school



Rock anchoring, Pehuenche international road



Soldier pile wall - Thermoelectric power plant at Puerto Coronel



Micropiles - Metro de Santiago (L4)



Post-tensioning anchorage - Costanera Center Mall

VSL – Post tensioned

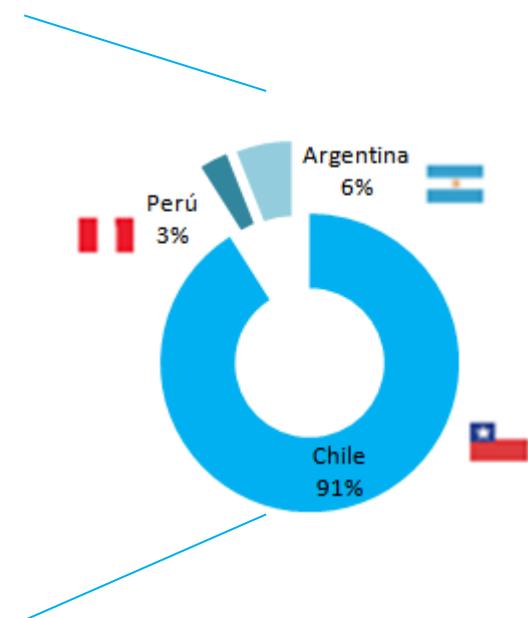
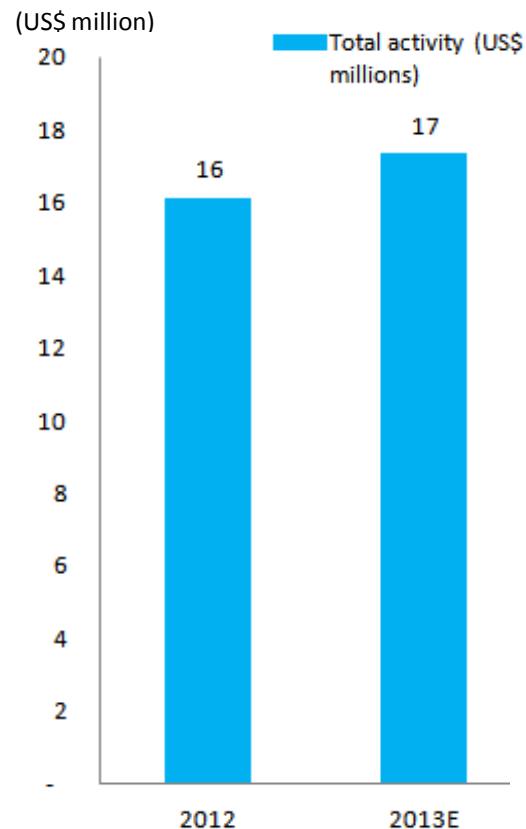


Plaza los
Dominicos Mall,
Santiago - Chile



Post tensioned
slabs and
columns.
Alcántara 99
bldg. - Santiago

Leader in Chile & Argentina
Post tensioned slabs in Ecuador





Earth retained wall - Minera Esperanza



Post-tensioned slabs - Plaza Alameda Mall



Heavy Lifting – Campiche Boling



Balanced Cantilever Form Traveler Method, Huasco Bridge

EISI

(Industrial projects, mining & EPC specialist)



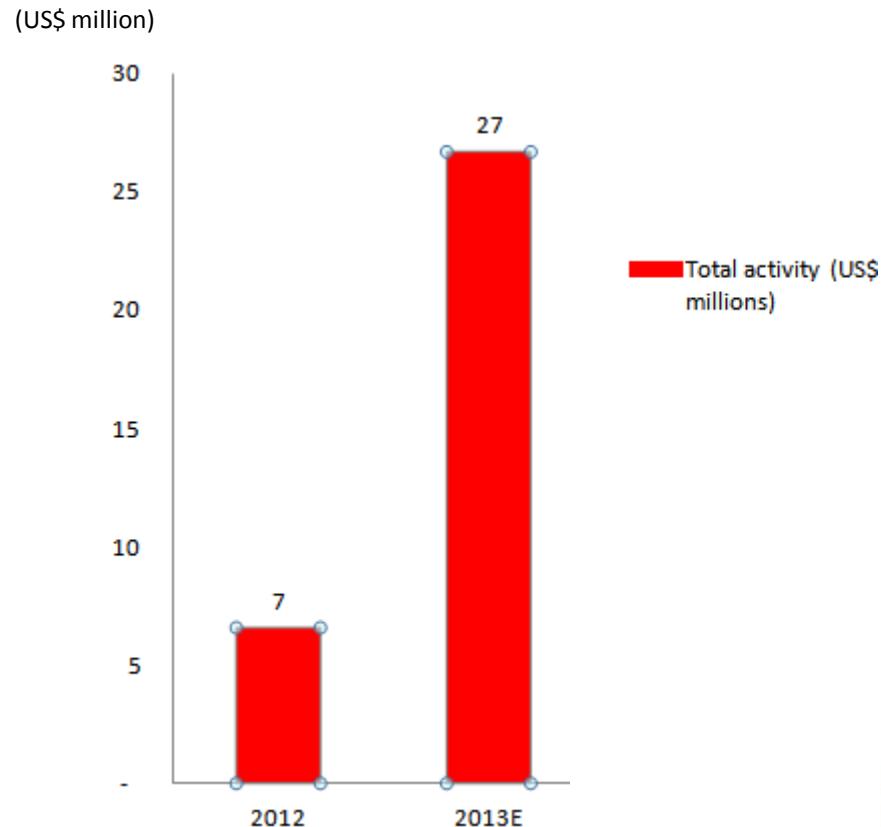
LPG Storage
terminal
Quintero /
Oxiquim -
Lipigas



EPC project:
Whitewash
Codelco Norte,
Ministro Hales

Joint venture. 50/50 partnership with P&A
(EISA owns the 29% of P&A)

- 2013's backlog: US\$40 millions

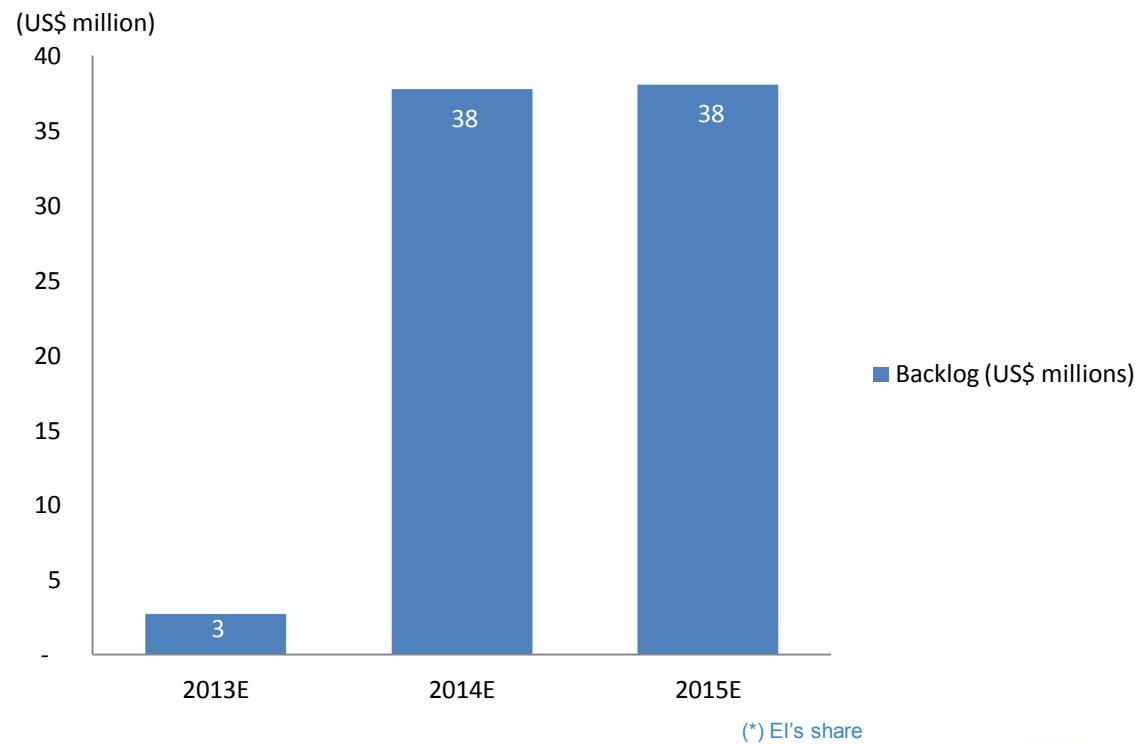


Tunneling

- Subway's 6th line, sections 3 and 4 (joint venture: EI-OSSA 50/50)
Contract value of CLP\$77.828 millions.



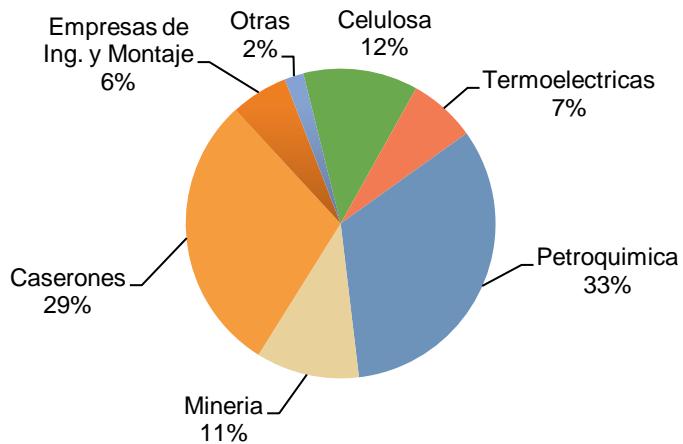
Shafts, galleries and tunnels, Metro de Santiago - Chile



Nexxo



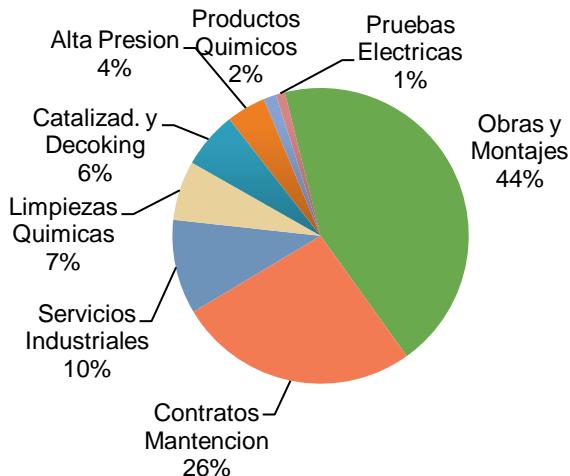
Revenues by industry (oct. 2012)



(US\$ Millions)	sep-13	2012	2011
Revenue	47	48	53
Attributable profit	2	1,218	2
Equity	15	9	12



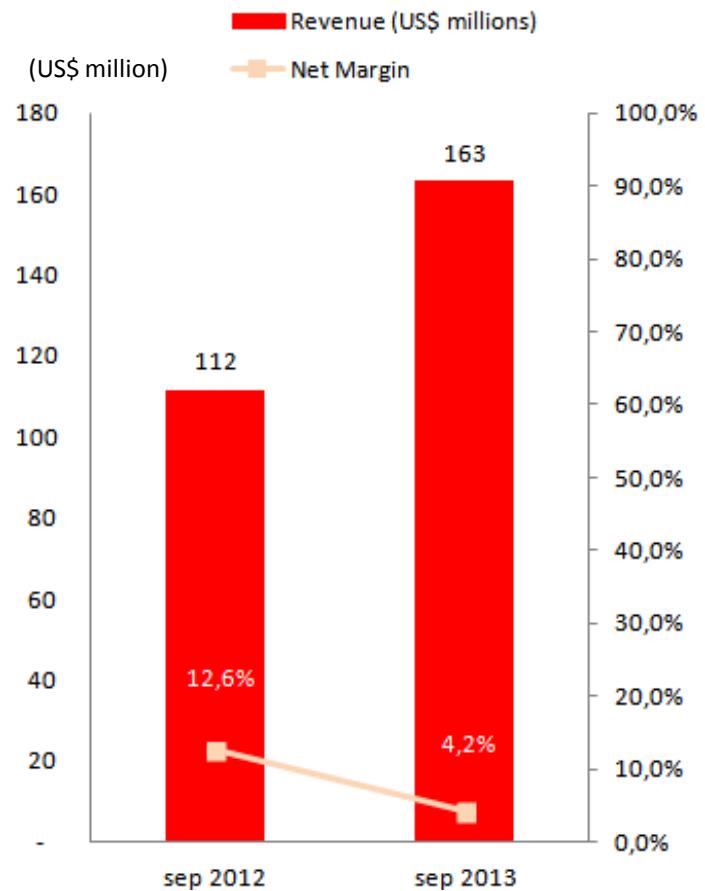
Sales by business (oct. 2012)



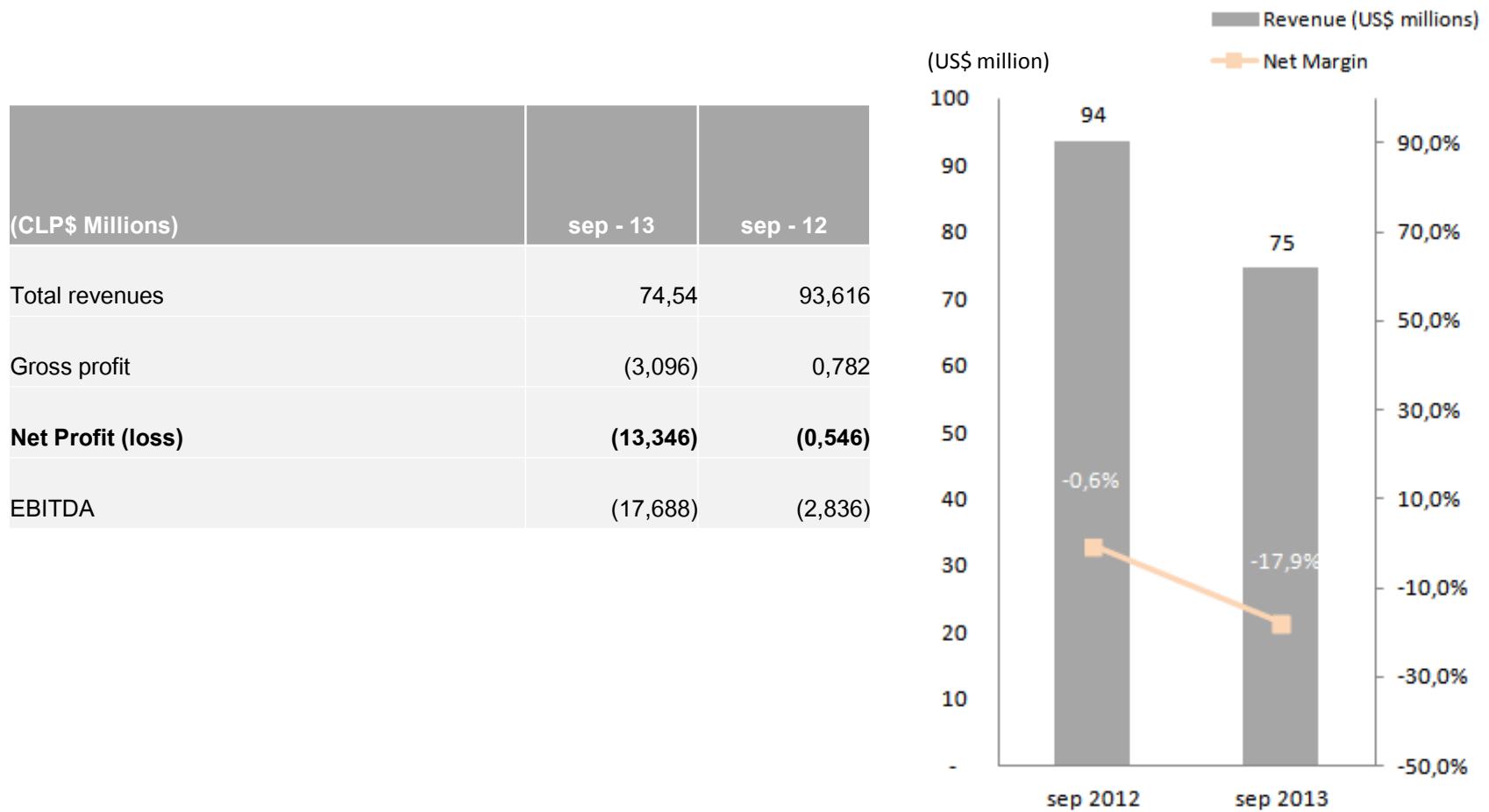
Financial statements

Industrial construction

(CLP\$ Millions)	sep - 13	sep - 12
Total revenues	163,346	111,748
Gross profit	19,744	19,846
Net Profit (loss)	6,8	14,068
EBITDA	15,958	18,77

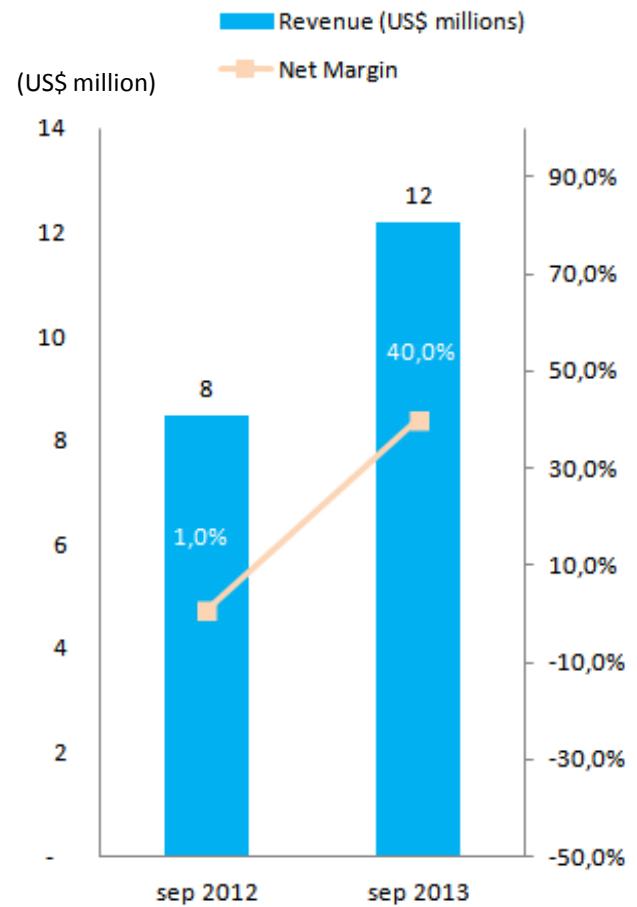


Buildings and civil works



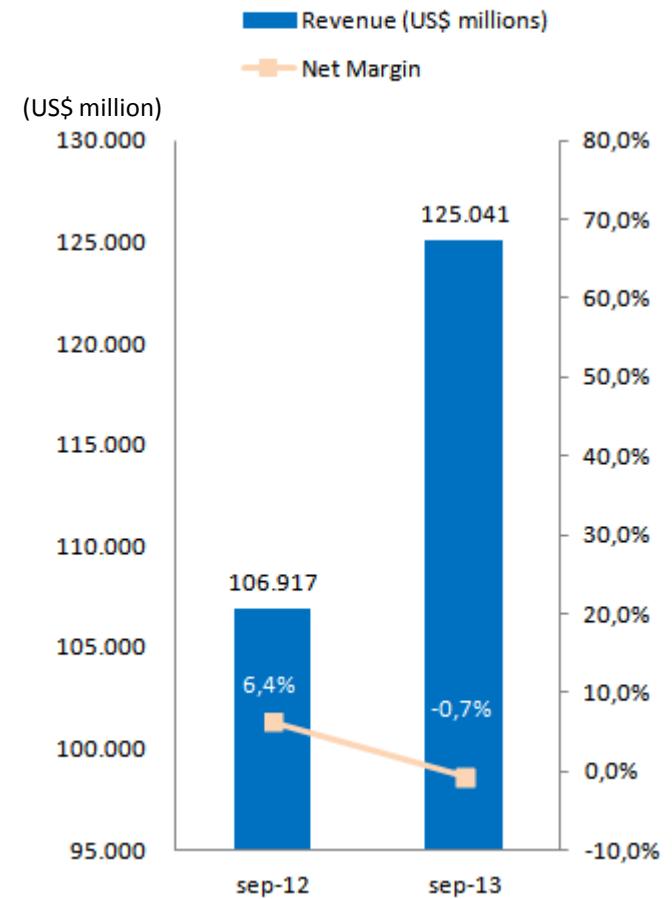
Real estate

(CLP\$ Millions)	sep - 13	sep - 12
Total revenues	12,196	8,468
Gross profit	3,866	2,992
Net Profit (loss)	4,874	0,084
EBITDA	6,086	1,272

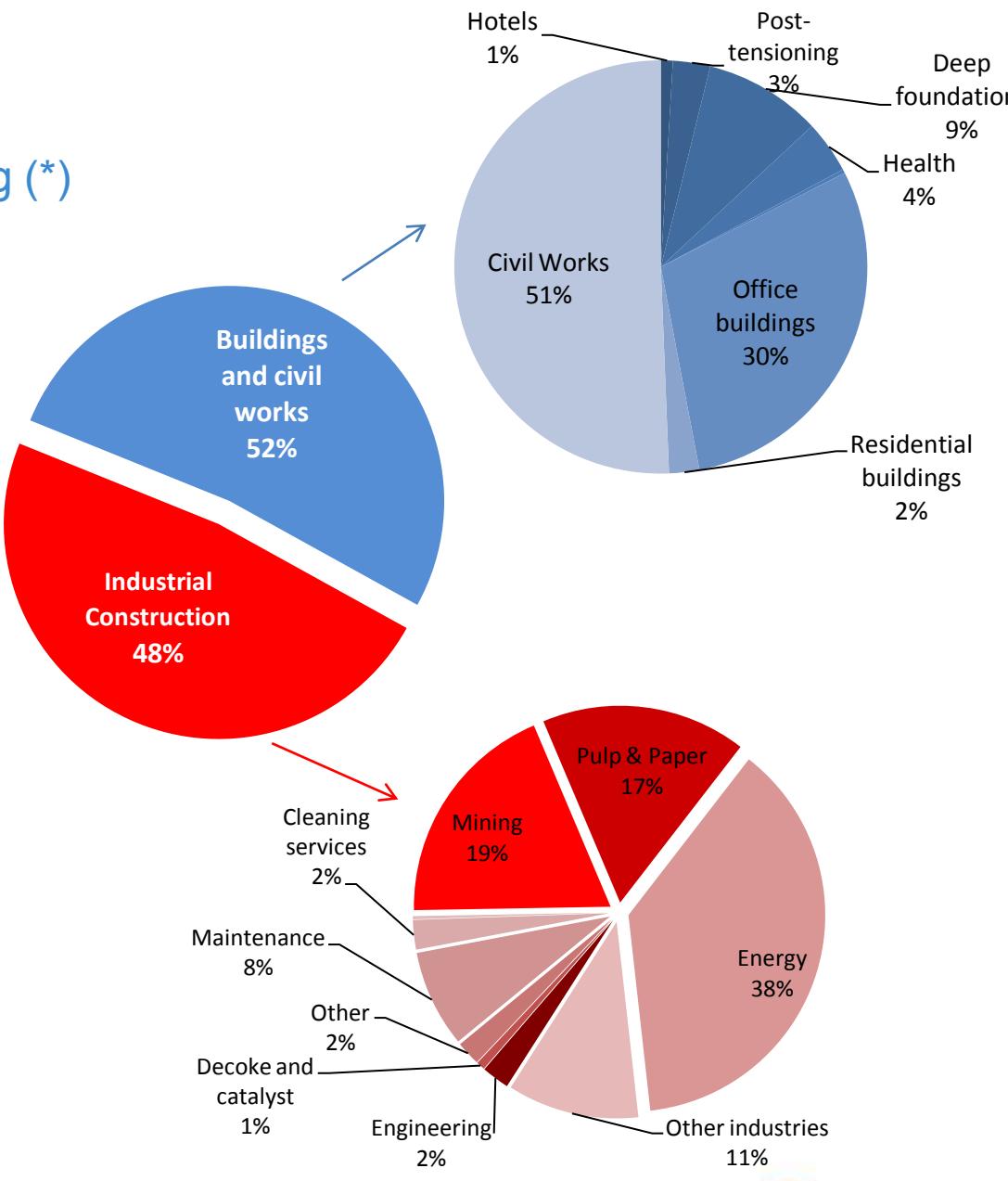
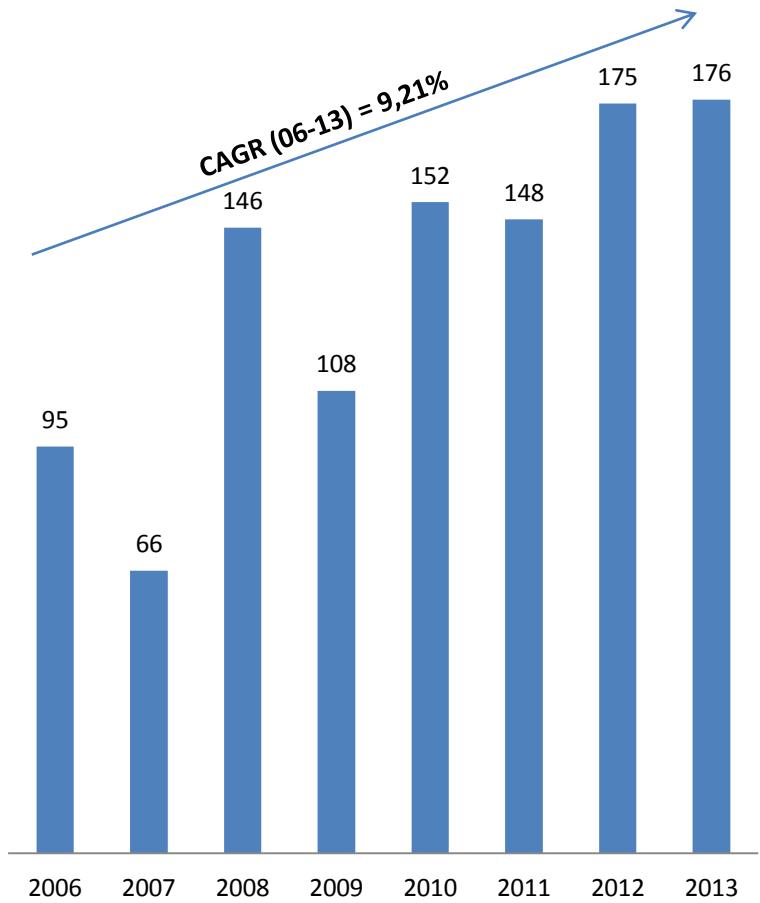


Income statement Echeverría Izquierdo S.A.

(CLP\$ Millions)	sep - 13	sep - 12
Total revenues	250,082	213,834
Gross profit	20,514	23,618
Net Profit (loss)	(1,672)	13,606
EBITDA	4,236	17,208



Engineering & Construction's Backlog (*)



(*) CLP\$ billions.

Backlog considers 100% of the remaining contract's revenue when EI S.A. consolidates the project ,and % of ownership if otherwise.



**ECHEVERRIA
IZQUIERDO**