

EMPRESAS 
SOCOVESA

CORPORATE PRESENTATION

January, 2011

AGENDA

Company Review

Housing and Construction Industry

Business Strategy

Financial Highlights

HISTORY

- 1965** Real Estate & Construction Company founded by Eduardo Gras Díaz
First housing development – 16 houses in Temuco
- 1967** New partners join the business → Socovesa is born
- 1979** First project outside Temuco in the city of Valdivia
- 1983** The Company starts activities in Santiago
New projects for higher segment customers
- 1996** Internationalization of the Company
Socovesa purchased participation in a project in Buenos Aires
- 2003** Enters the Engineering and Construction business to third parties → Socoicsa
- 2007** Takeover of Almagro S.A. (Apartments construction company)
Socovesa is listed on the Chilean Stock Market
- 2008** Inmobiliaria Pilares is born
- 2009** Socoicsa Capital Raise
- 2010** Corporate Restructure => New Chairman of the Board, new CEOs
Socoicsa Subsidiaries => Civil Projects and Industrial Assembly
Launch of some real estate projects (Laguna de Cóndores)

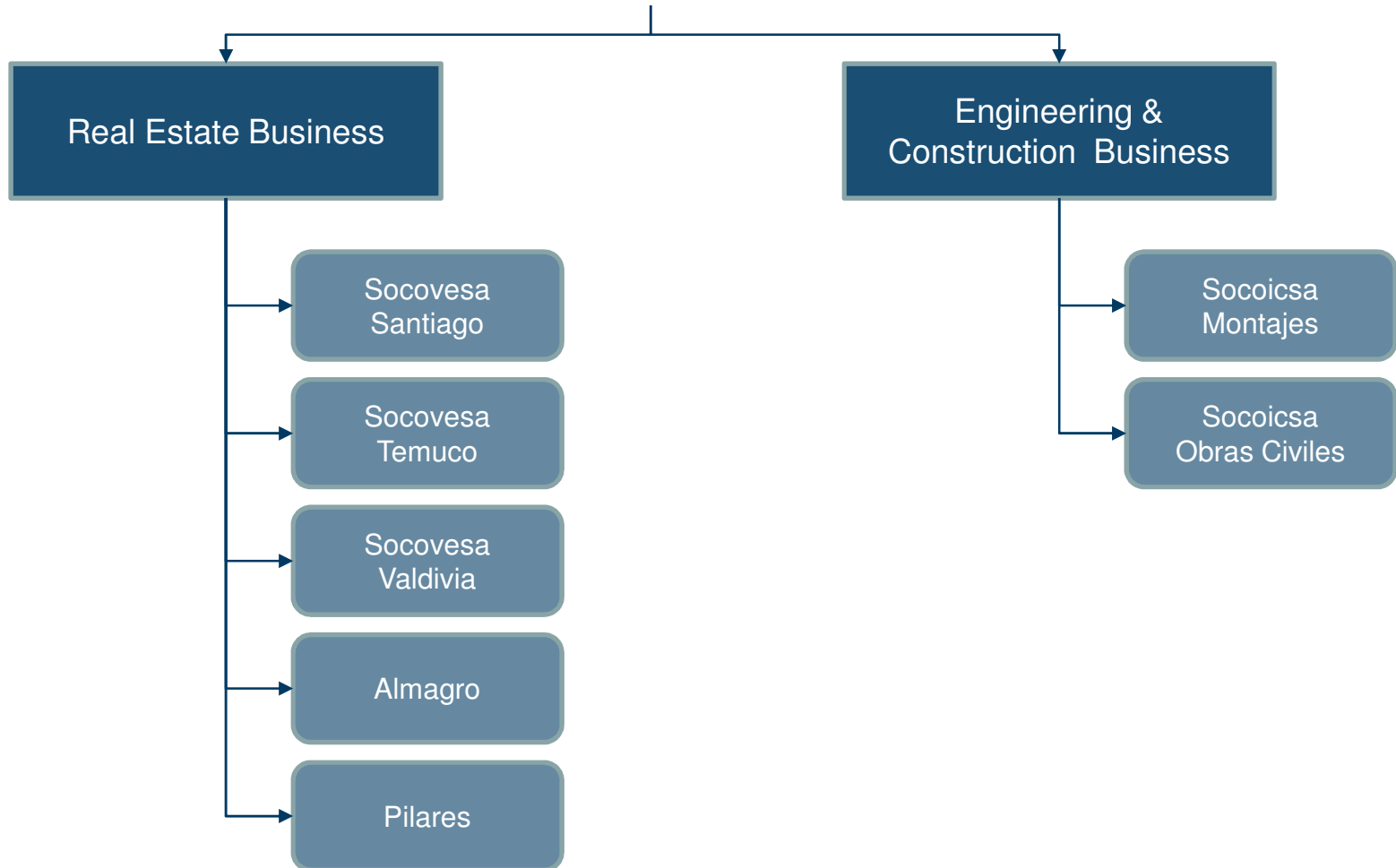


SOCOVESA: LARGEST CONSTRUCTION COMPANY IN CHILE

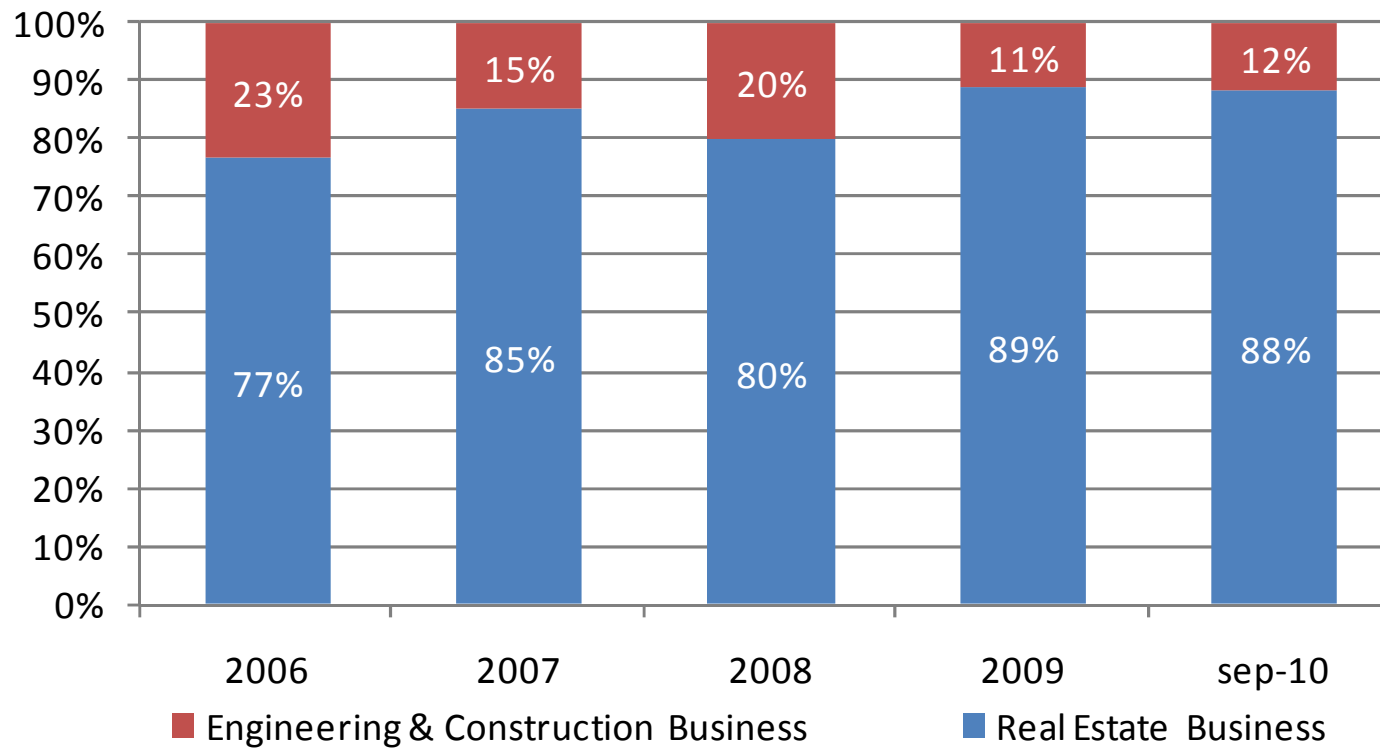
- LARGEST REAL ESTATE GROUP IN THE COUNTRY
 - 45 years of continuous growth and company development.
 - Over 55.000 houses built.
 - Successful business model and financial strength: Positive results even in poor economic cycles.
 - Over 8.000 workers.
 - 88 developments in 16 cities – Economies of scale, greater efficiency and flexibility.
 - Housing sales US\$ 344 million and total sales US\$ 387 million (2009), with a 13.9% compound growth in the last 9 years.
- EXPERIENCED MANAGEMENT TEAM WITH GREAT BUSINESS KNOWLEDGE
 - 24 years of experience in the industry – Clear vision and execution of the business model.
 - Ability to handle multiple projects simultaneously.
- SIZE, PRESTIGE AND BRAND RECOGNITION AS COMPETITIVE ADVANTAGES
 - Good brand positioning: trustworthy, quality and exceptional post-sale services.
- GREAT GROWTH POTENTIAL.
 - Land stock is unique, base of future growth of the real estate business.
 - Growth potential through new products, segments, and markets.

ORGANIZATIONAL STRUCTURE

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SOCOVESA

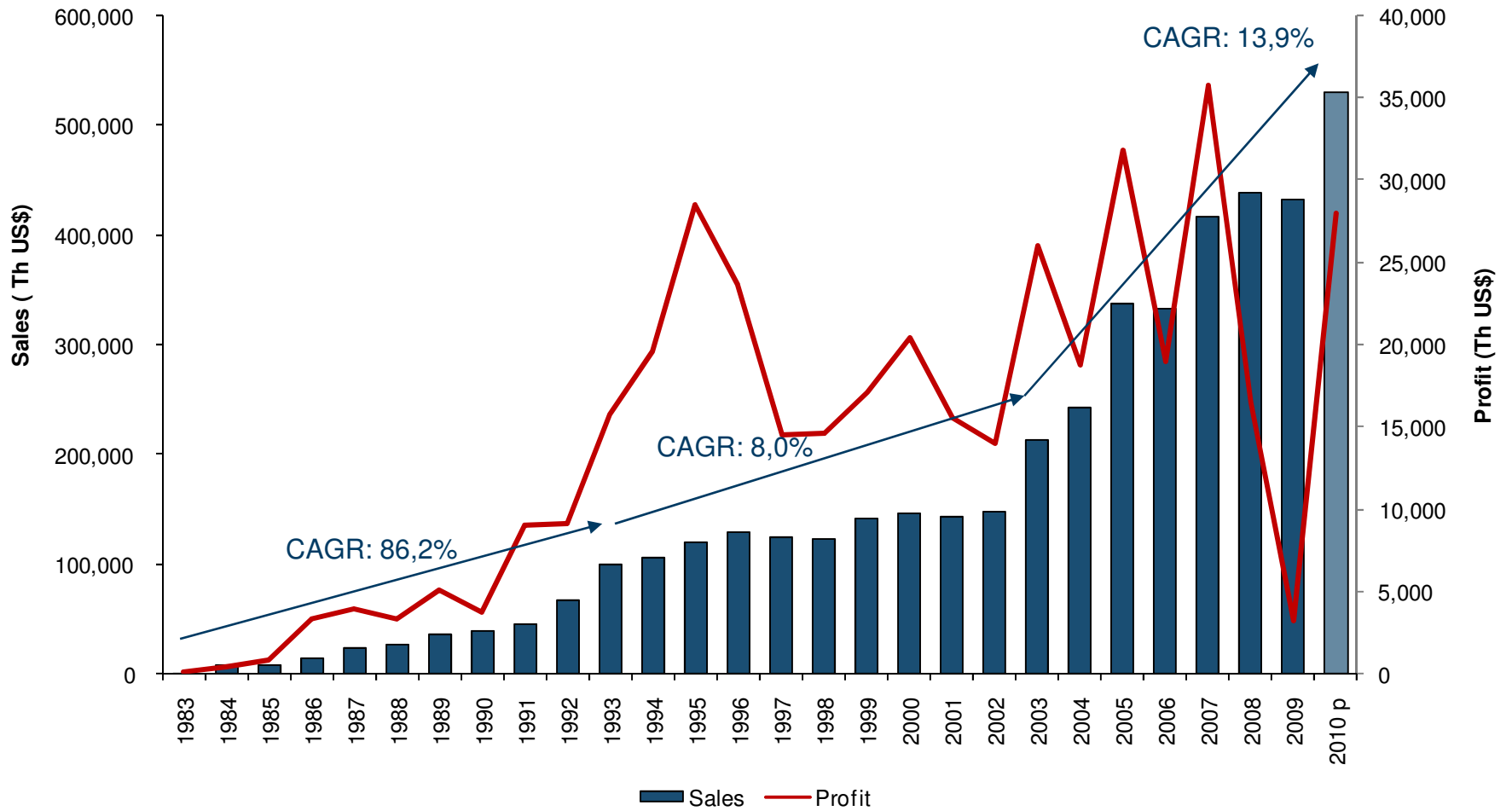


SALES DISTRIBUTION PER BUSINESS AREA



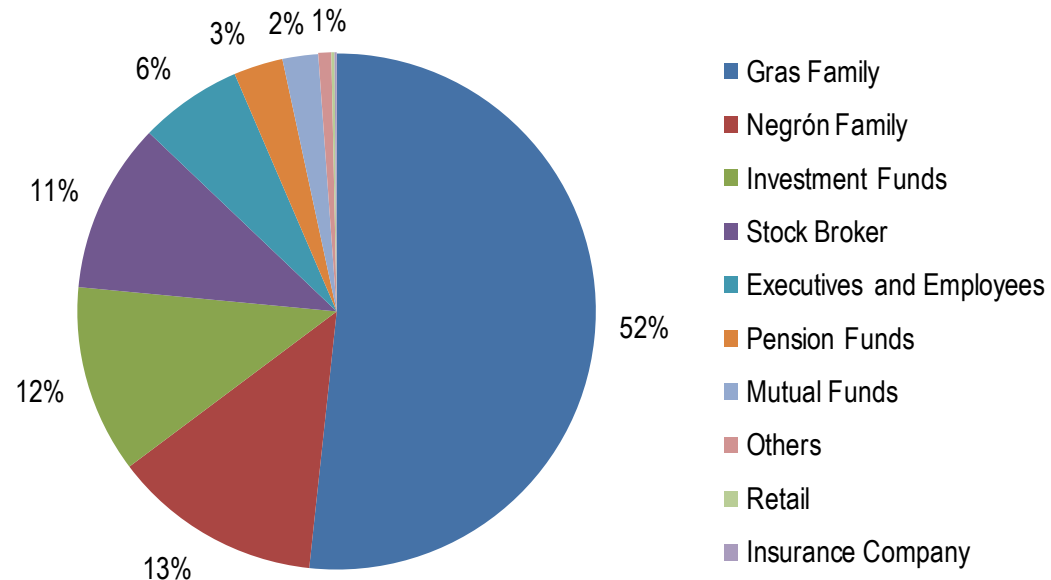
Note: FECU data

SALES & PROFIT EVOLUTION



PROPERTY STRUCTURE

- The Company is controlled by Mr. Eduardo Gras, founder of Socovesa, and by his family through 13 corporations.
- Until November 30st, 2010, the executives and employees of the Company maintained 7.0% of the participation
- Market Cap up to January 17th* = US \$1.031,55 millions



Total Shares: 1.223.935.691

* Price = \$415

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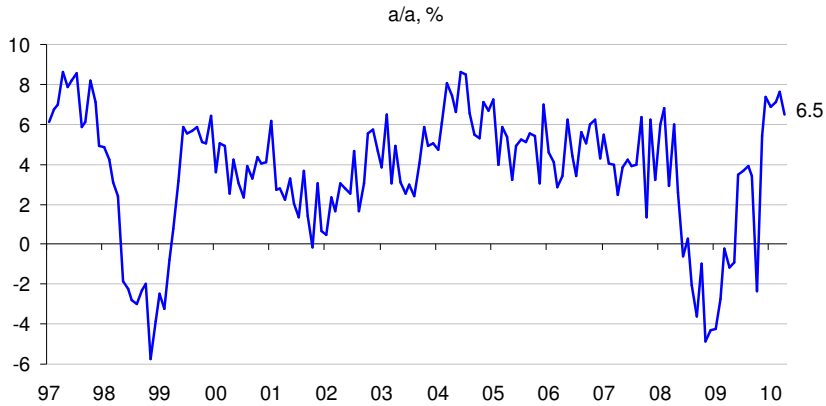
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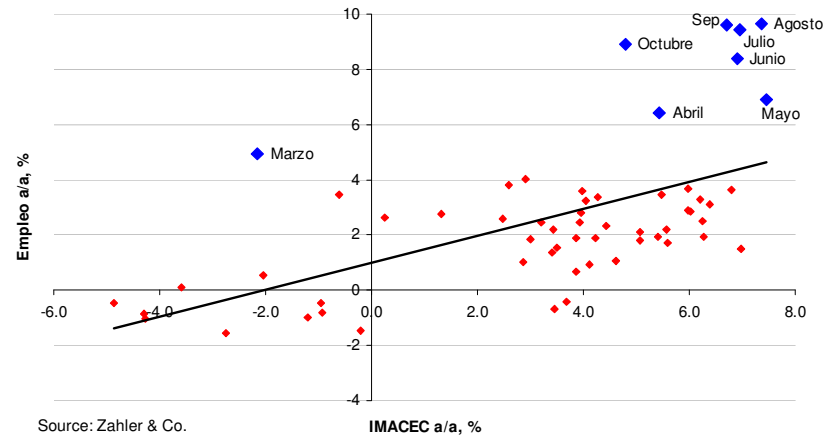
POSITIVE FIGURES ON THE MACROECONOMIC SCENE

IMACEC ... Better figures towards the end of the year 2010



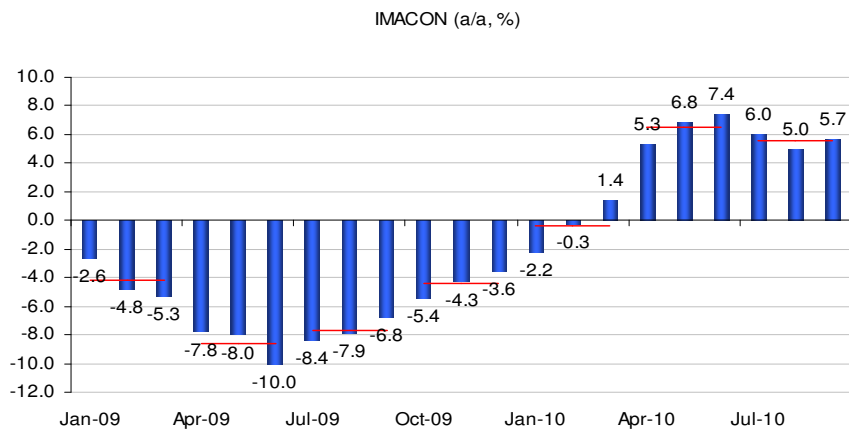
Source: Zahler & Co.

Labor Market ... Important recovery



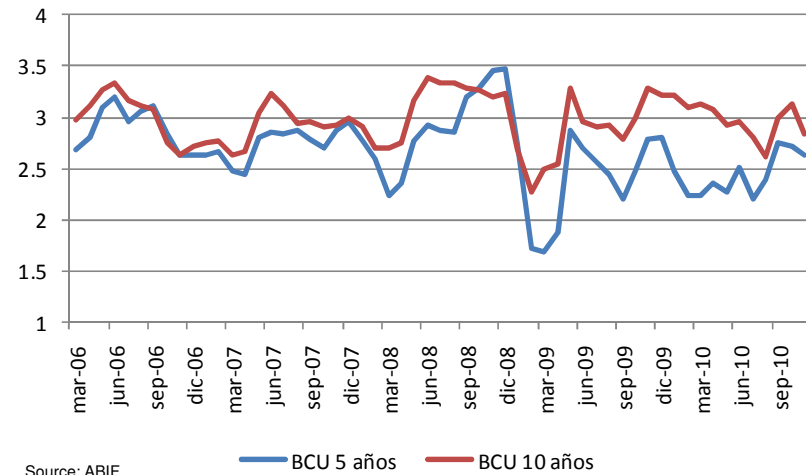
Source: Zahler & Co.

IMACON ... Construction Business with more activity



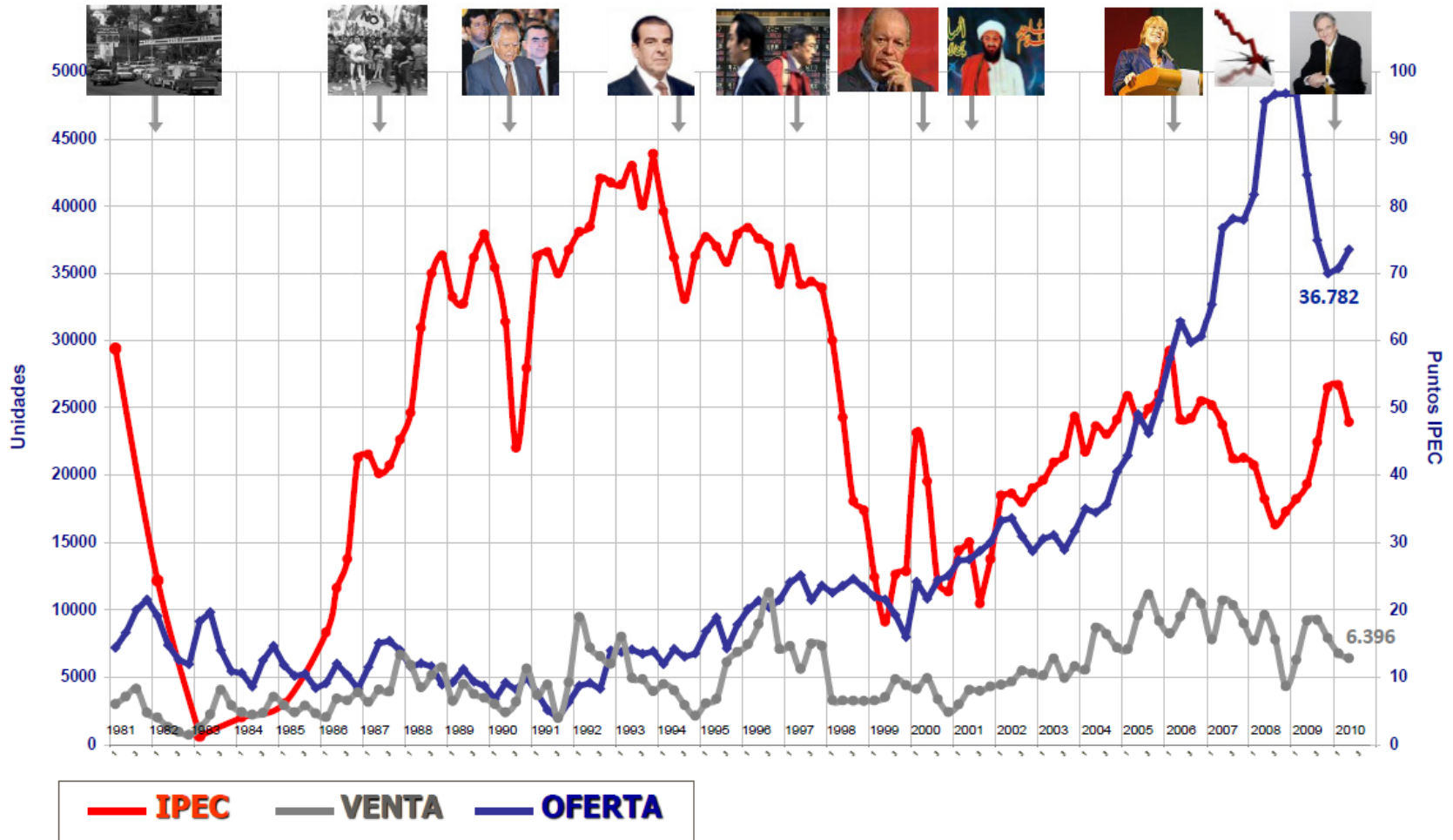
Source: Zahler & Co.

Interest Rates still low



Source: ABIF

IPEC*-SUPPLY AND SALES EVOLUTION – 1981-2010 (Quarterly Average)

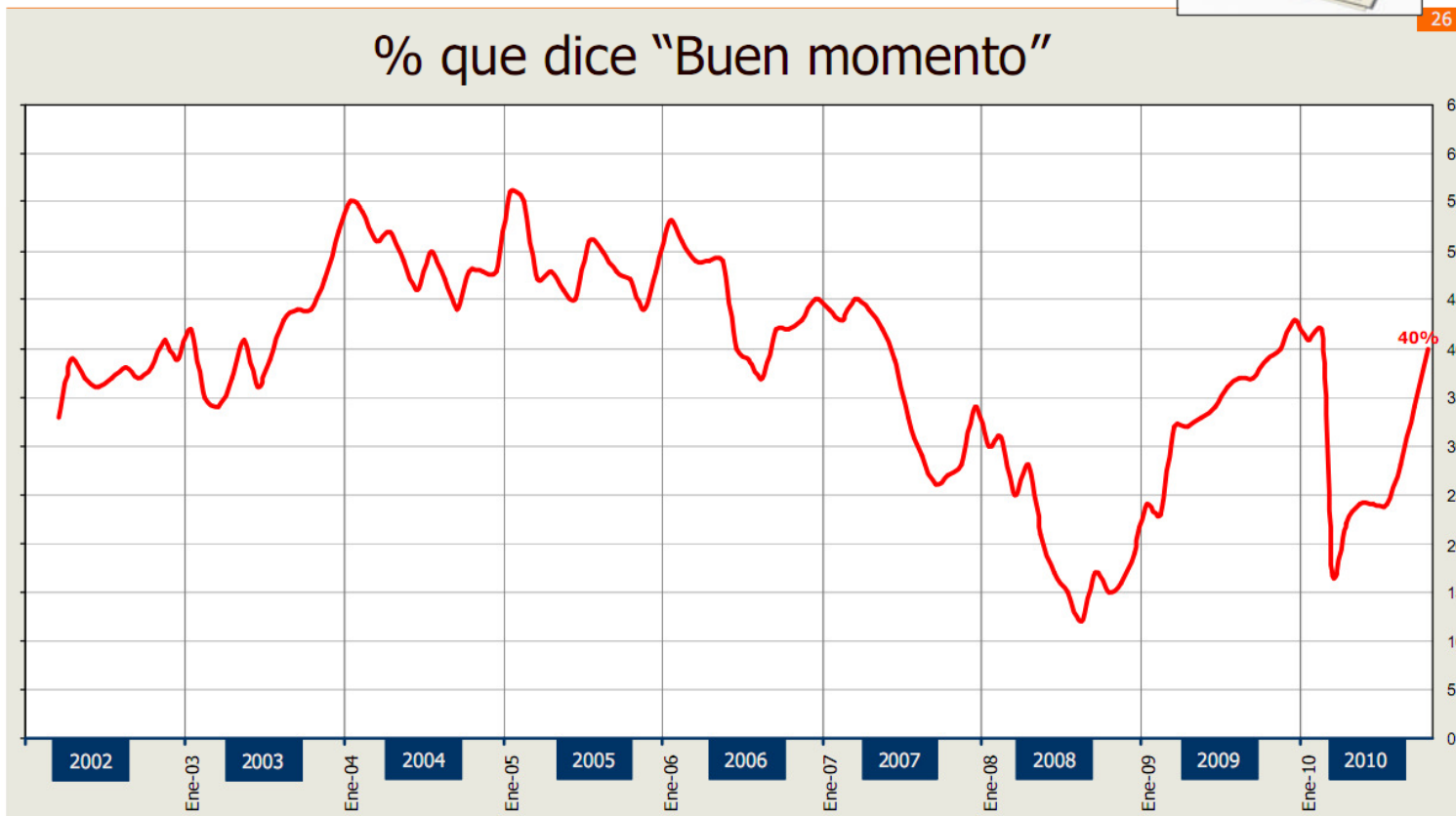


* Economic Perception Index

IPEC EVOLUTION –2002-2010:

“Would you say that now is a good moment or a bad one to buy an apartment or a house?”

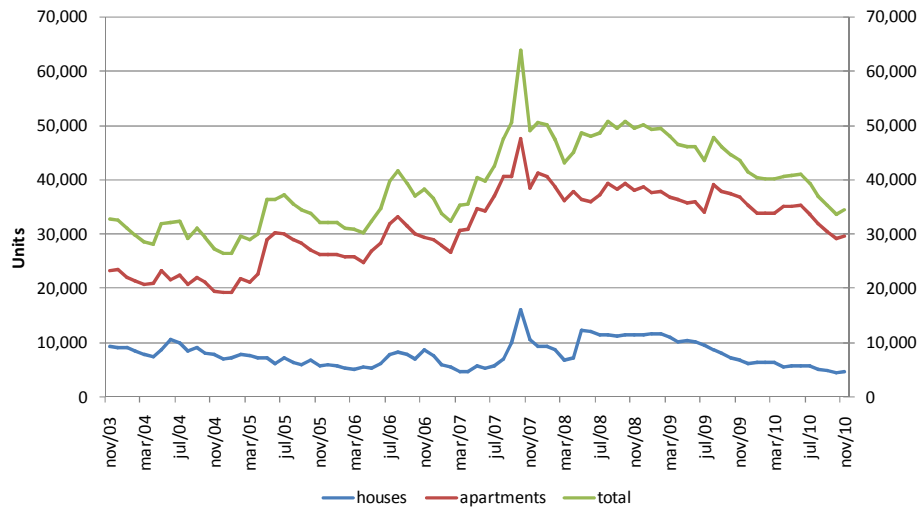
¿Diría usted que actualmente estamos en un buen momento o un mal momento para comprar vivienda?



MARKET TRENDS

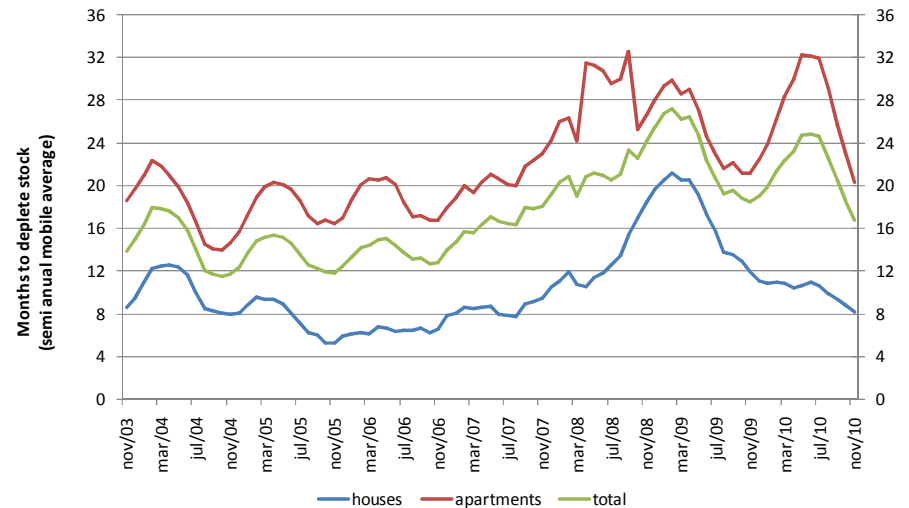
- We have seen the recovery of the real estate business after the decrease in sales suffered by the industry due to the financial crisis.
- The more sensitive segment affected by the crisis, is that of houses and apartments with prices ranging from US\$44.000 to US\$ 132.000. This segment is still hit, but we expect its recovery during 2011.

Housing Sales in Gran Santiago (Units)



Fuente: Cámara Chilena de la Construcción

Months to deplete Stock (Semi anual mobile average)



Fuente: Cámara Chilena de la Construcción

AGENDA

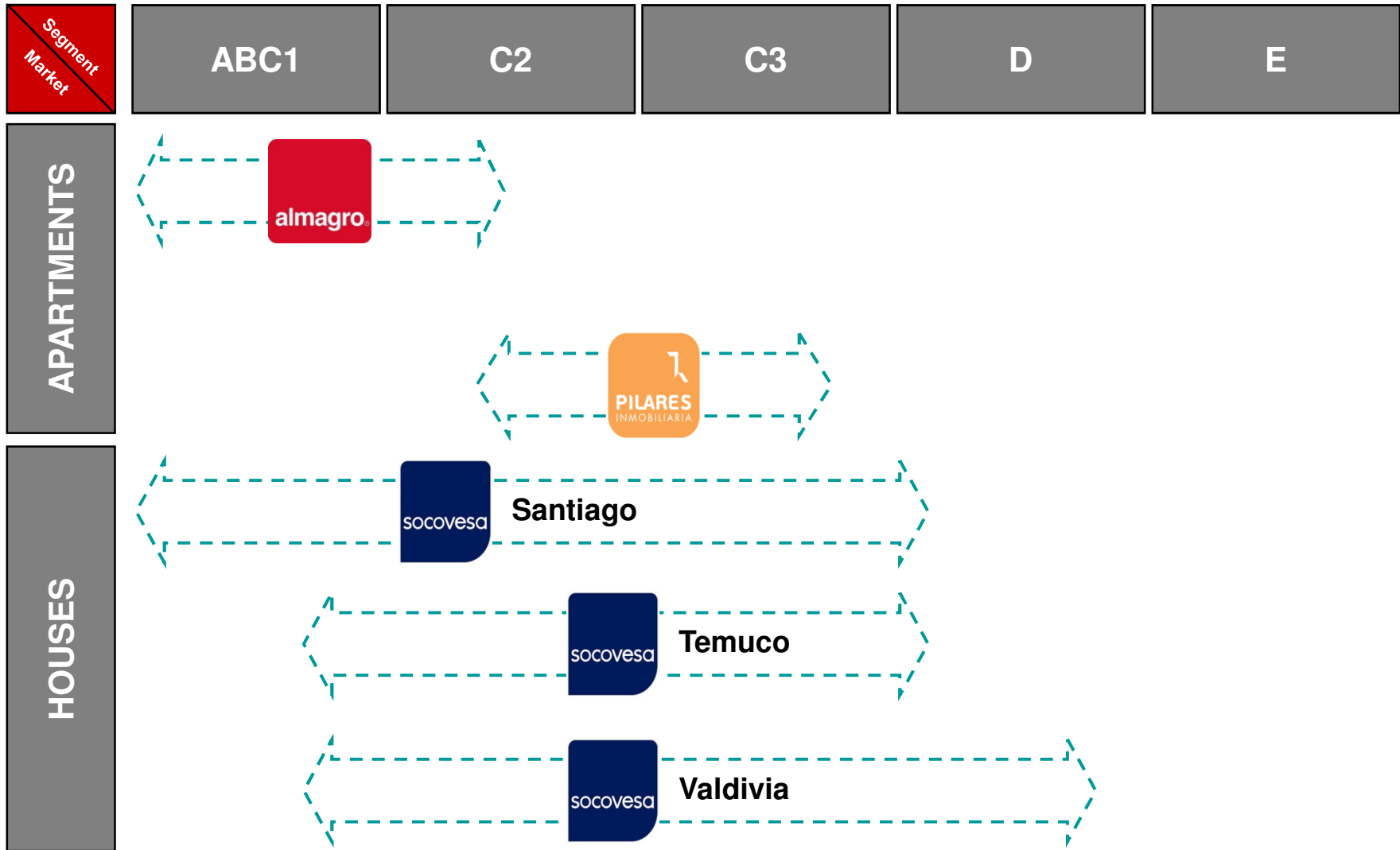
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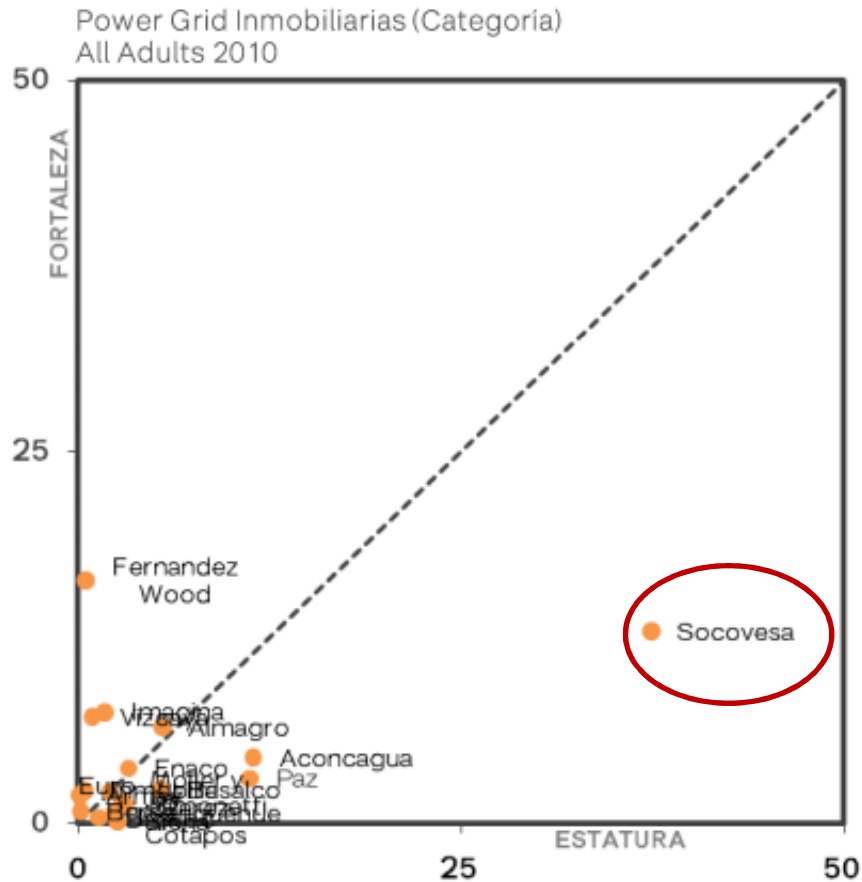
Business Strategy

Financial Highlights

MULTIFACETED RESIDENTIAL PRODUCTS IN ALL INCOME SEGMENTS – MULTIPRODUCT AND MULTIBRAND STRATEGY



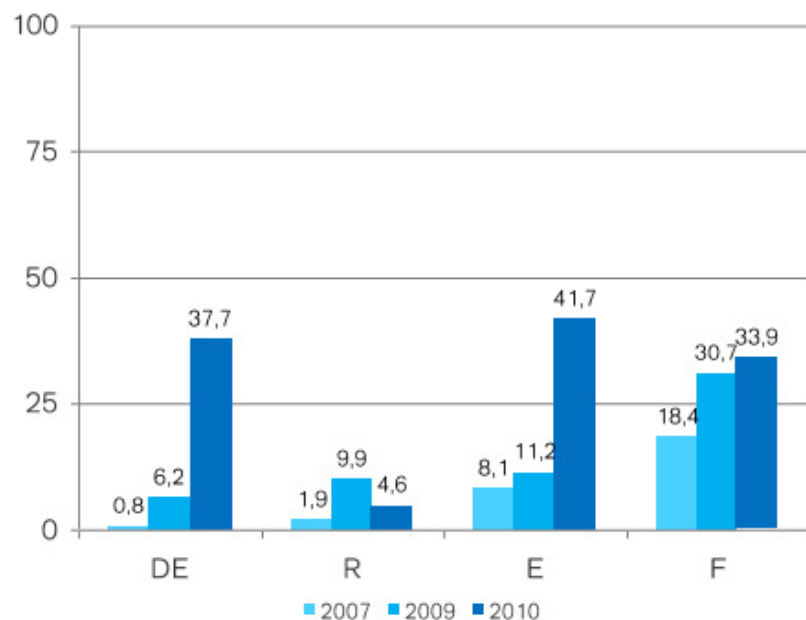
STRONG BRAND RECOGNITION AND SOLID REPUTATION



Nationwide, Socovesa is the most strong brand in the Real Estate and Construction industry

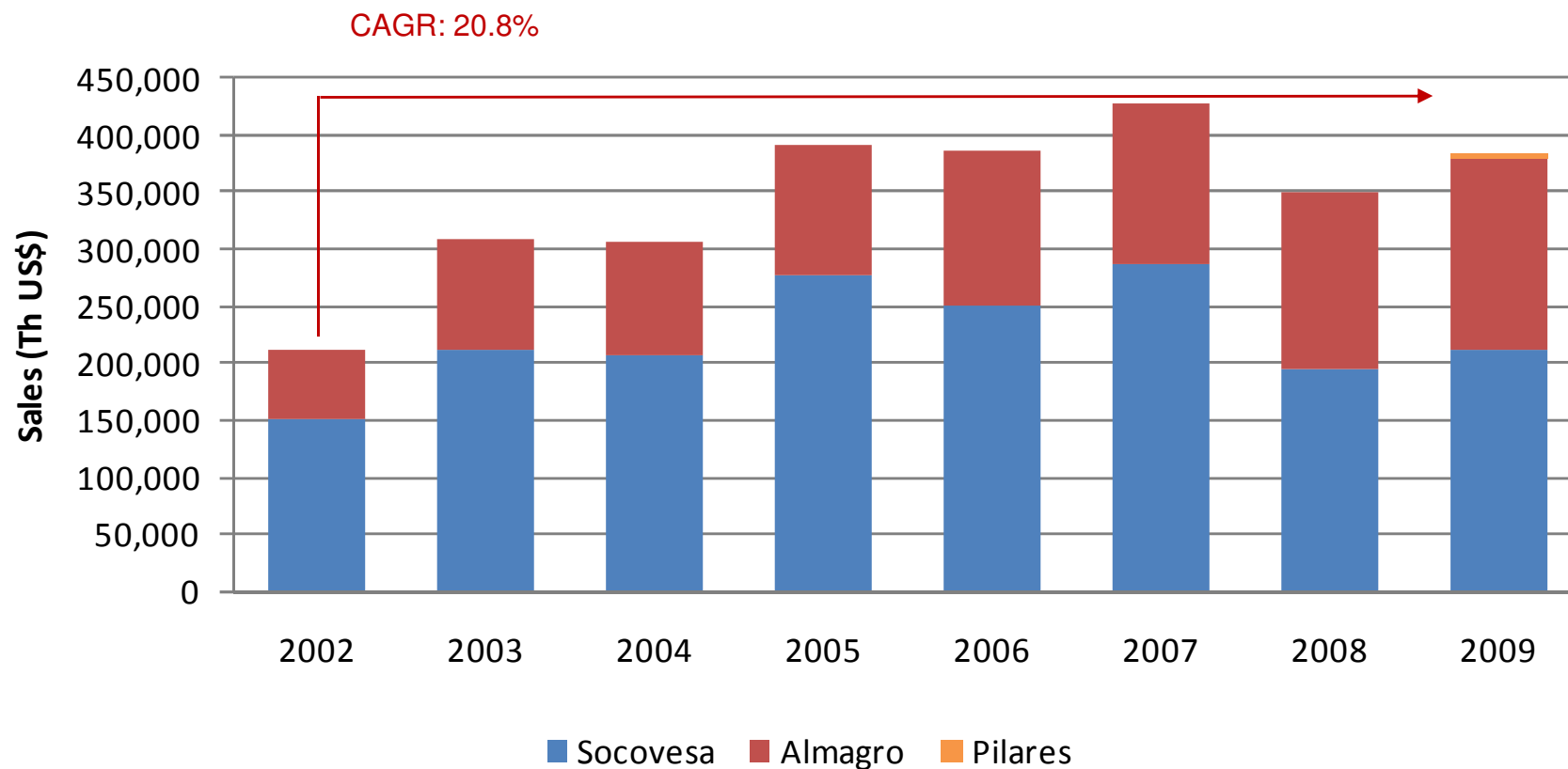
BOTH BRANDS, SOCOVESA AND ALMAGRO, HAD A GOOD PERFORMANCE DURING 2010

Evolutivo Pilares SOCOVESA – All Adults



Inmobiliarias	BA 2009	BA 2010	
Socovesa	14,25	28,54	▲
Aconcagua	1,43	8,63	▲
Paz	9,95	7,65	▼
Almagro	4,38	4,61	=
Besalco	2,19	3,45	▲
Enaco	---	2,55	
Imagina	1,35	2,06	▲
Simonetti	1,52	1,89	=
PY	---	1,81	
Fernández Wood	0,67	1,73	▲
Moller y Pérez Cotapos	1,01	1,56	=
Vizcaya	---	1,48	
Euro	0,93	1,40	▼
Manquehue	3,79	0,90	
Inmobilia	---	0,66	
Brotec	---	0,58	
Siena	0,17	0,49	
Bersa	---	0,16	
Armas	---	0,08	

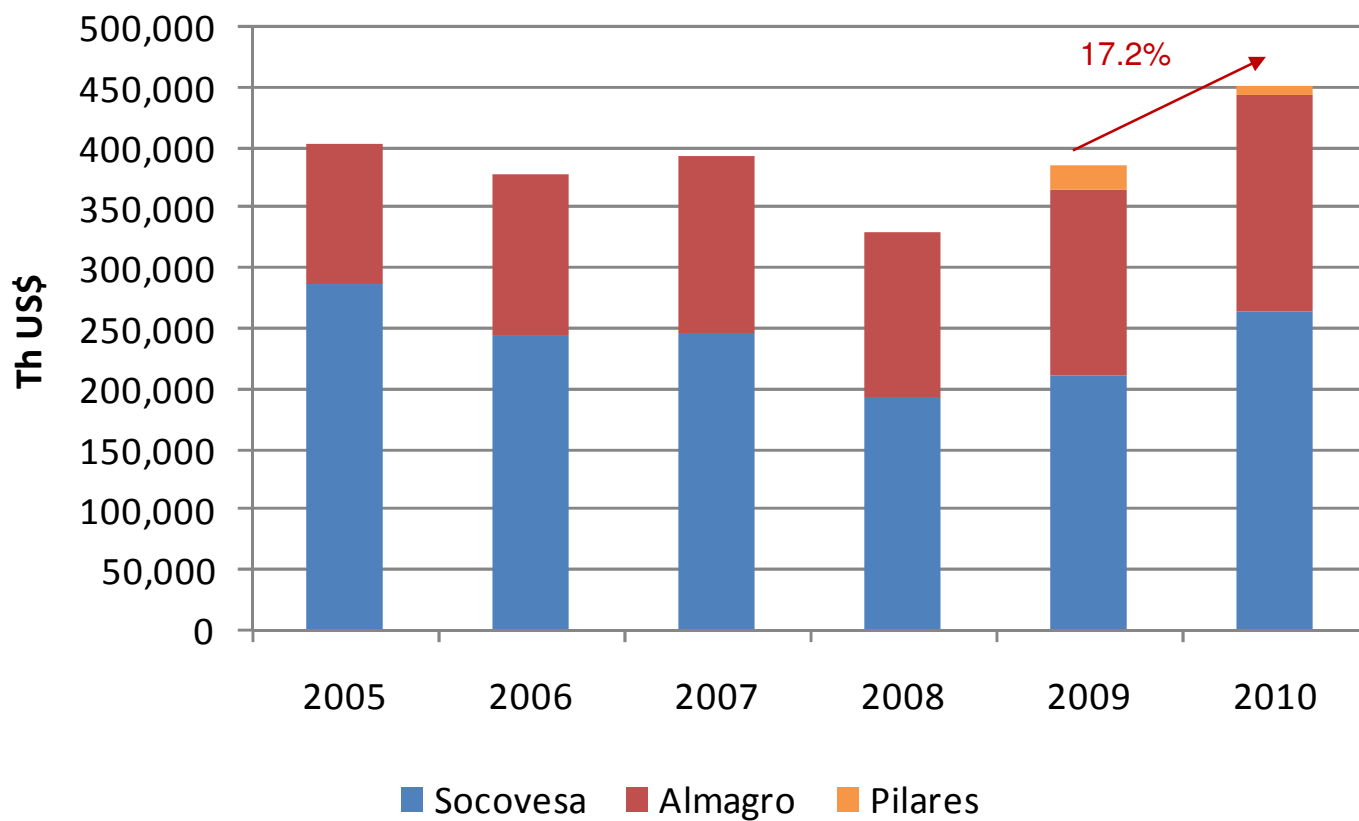
PRO FORMA REAL ESTATE SALES EVOLUTION



* Includes income from sales of new and used homes, land and others.

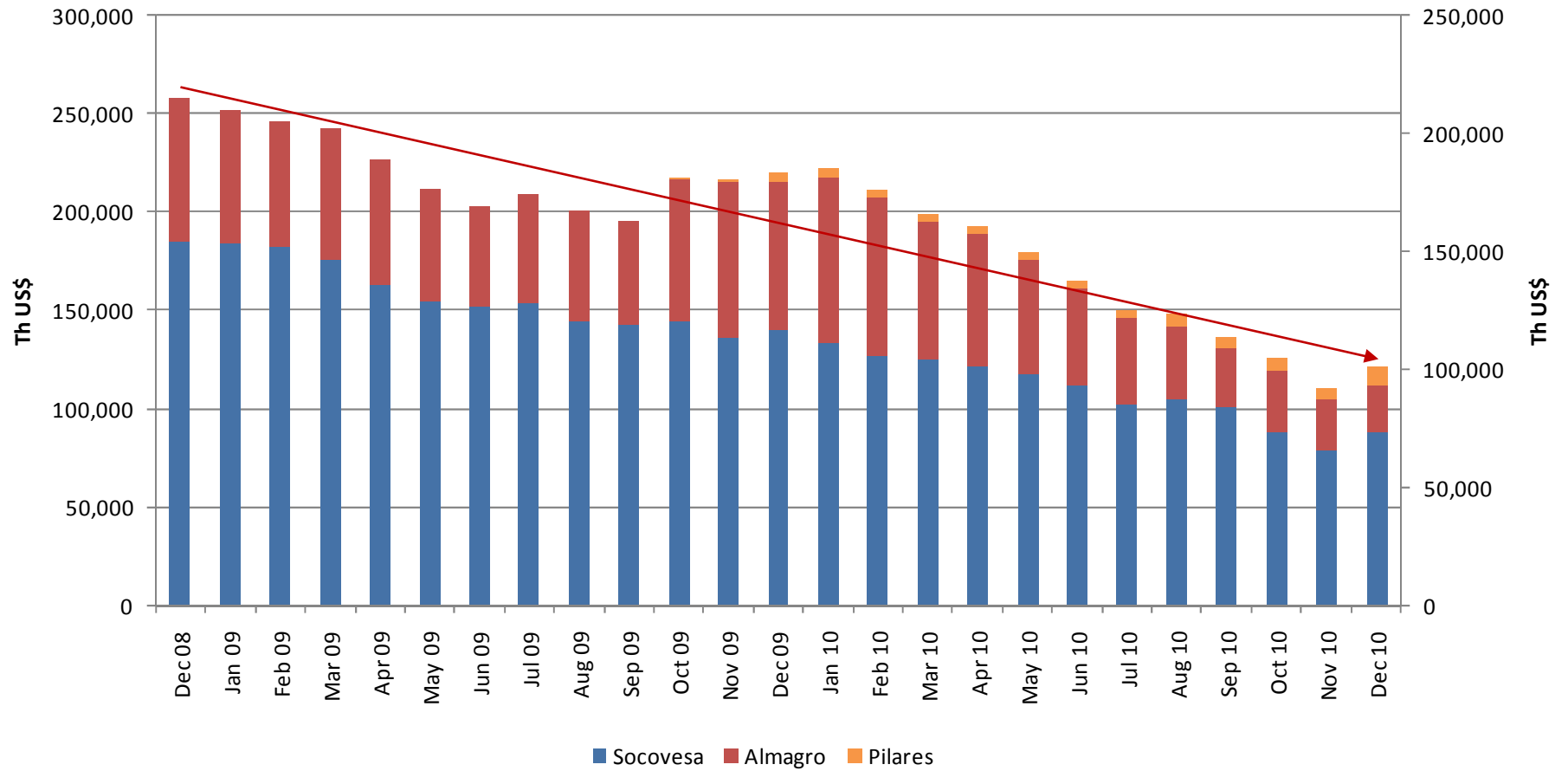
PRE-SALES EVOLUTION

Pre-Sales Evolution
January- December of each year



STOCKS EVOLUTION

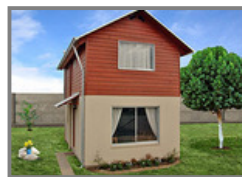
Stock Evolution
January 2008 to December 2010



PROJECTS UNDER DEVELOPMENT DECEMBER 2010 - SOCOVESA



BUSINESS UNIT	NUMBER OF PROJECTS	UNITS ON SALE	AVERAGE PRICE	US\$ ON SALE (Th)
Santiago	18	1.279	US\$ 115.000	Th US\$ 146.000
Temuco	20	1.033	US\$ 92.000	Th US\$ 95.000
Valdivia	14	488	US\$ 81.000	Th US\$ 35.000
TOTAL	52	2.742	US\$ 100.000	Th US\$ 276.000



Parque Lauquén
 US\$ 29.600



Larapinta
 US\$ 51.000



Ciudad Satélite
 US\$ 122.000



Alcalá
 US\$ 221.000



Los Monjes
 US\$ 790.000



PROJECTS UNDER DEVELOPMENT DECEMBER 2010 -- ALMAGRO



BUSINESS UNIT	NUMBER OF PROJECTS	UNITS ON SALE	AVERAGE PRICE	US\$ ON SALE (Th)
Almagro	32	1.139	US\$ 172.000	Th US\$ 196.000



Blanco Encalada
 US\$ 63.200

Los Tres Antonios
 US\$ 118.500

El Comendador
 US\$ 217.000

Kennedy
 US\$ 790.000



PROJECTS UNDER DEVELOPMENT DECEMBER 2010 -- PILARES



BUSINESS UNIT	NUMBER OF PROJECTS	UNITS ON SALE	AVERAGE PRICE	US\$ ON SALE (Th)
Pilares	4	338	US\$ 48.000	Th US\$ 18.500



Plaza Los Castaños
 US\$ 35.000



Parque Balmaceda
 US\$ 39.500

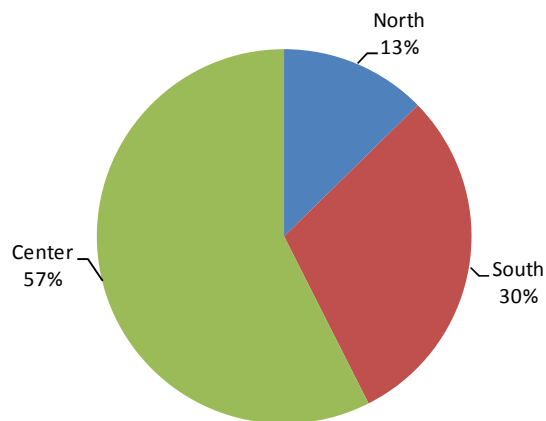


Mirador de Goycolea
 US\$ 53.500

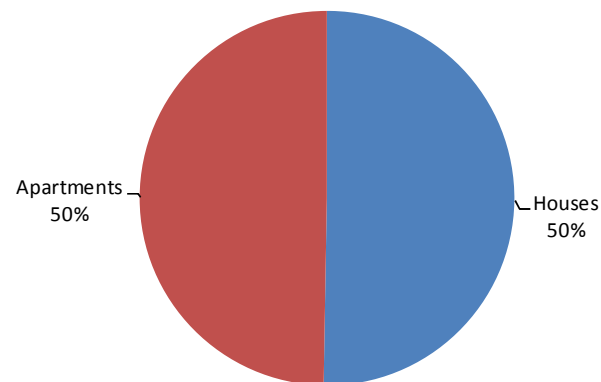


REAL ESTATE SALES DISTRIBUTION -- DECEMBER 2010

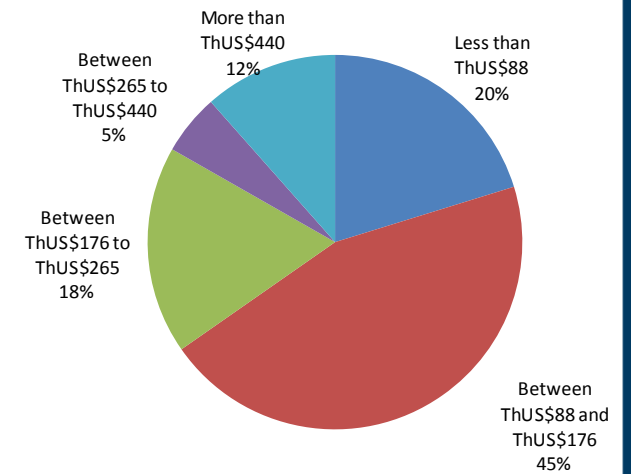
GEOGRAPHIC ZONE



PRODUCT TYPE



PRICE RANGE

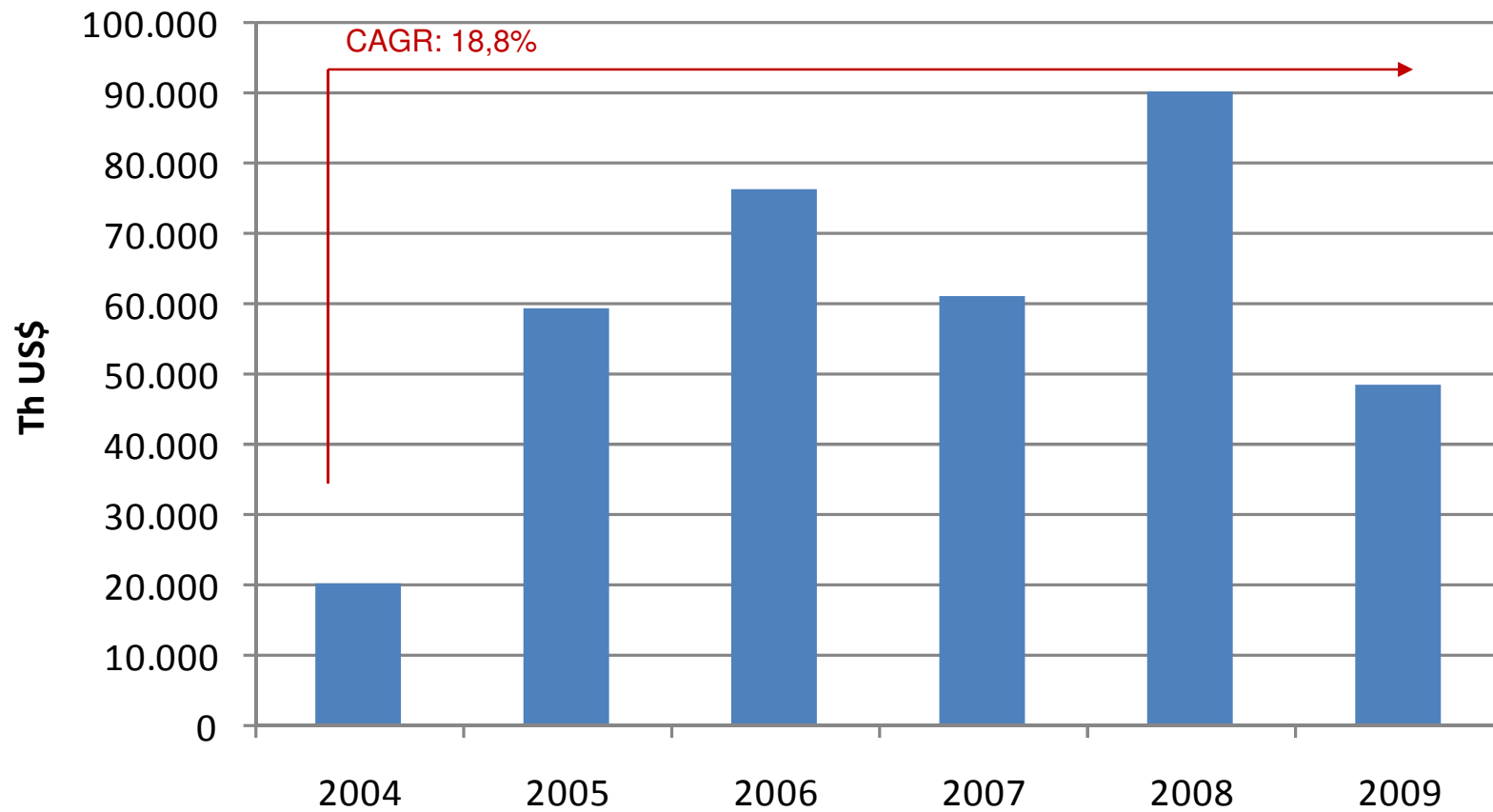


Note: Distribution presented considers the income of the sale of units from the projects currently on execution.

STRATEGICALLY LOCATED LAND BANK

SUBSIDIARY	NUMBER OF SITES	AREA (m ²)	BOOK VALUE (Th US\$)	NUMBER OF UNITS TO DEVELOP
Soc. Santiago	16	8,381,760	235,073	24,050
Soc. Temuco	30	2,381,012	43,874	9,700
Soc. Valdivia	25	5,078,803	41,591	12,500
Almagro	16	218,411	72,264	2,800
TOTAL	87	16,059,986	392,803	49,050

ENGINEERING AND CONSTRUCTION BUSINESS SALES EVOLUTION



PROJECTS UNDER DEVELOPMENT DECEMBER 2010 -- SOCOICSA



BUSINESS UNIT	PROJECTS UNDER DEVELOPMENT	TOTAL M2	CONTRACT AMOUNT (Th)
Socoicsa	31	179.473 app	Th US\$ 170.520

Some of Socoicsa's projects:



Líder Collao
 MUS\$ 7.200



Termoeléctrica Lautaro
 MUS\$ 8.700



Hospital Santa Cruz
 MUS\$ 18.000



Hospital de Cañete
 MUS\$ 29.600

PROJECTS UNDER DEVELOPMENT

PROJECT	MANDATOR
Hospital Cañete	S. Salud Arauco
Hospital Santa Cruz	S. Salud O'Higgins
Hospital Lota-Coronel	S. Salud Concepción
Costanera Estrecho	Serviu XII
Pavimentos Participativos	Serviu XII
Cesfam San Felipe	S.Salud Aconcagua
Estadio de Copiapo	Instituto Nacional del Deporte
Construcción Aceras Natales	Gobierno Regional de Magallanes y Antartica Chilena
Central Lautaro*	Comasa S.A.
Colector ML Punta Arenas	MOP DOH
Santo Tomas Rancagua	Corporacion Santo Tomas
Rep. Portal La Reina	Cencosud Shopping Centers S.A.
Rep. Y Amp. Portal La Dehesa	Cencosud Shopping Centers S.A.
Easy Jumbo Concha y Toro	Cencosud Shopping Centers S.A.
Galpon Osorno	Cencosud Shopping Centers S.A.
Estanque Easy	Cencosud Shopping Centers S.A.
Santo Tomas de La Serena	Corporacion Santo Tomas
Santo Tomas de Los Angeles	Corporacion Santo Tomas
Hogar Israel	Hogar Israelita de Ancianos
Edificio Ombu	Inmobiliaria y Constructora OMBU S.A.
Lider Concepción Collao	Saintec S.A.
Sisa Marina Arauco	Cencosud
Sisa Quilicura	Cencosud
Escuelas Para Chile	Fundación Teleton
Reparacion Movicenter	Inmobiliaria el Rosal S.A.
Planta Itata	Celulosa Arauco
Lodos	Celulosa Arauco
Casa de los Intendentes	Gobierno Regional de Magallanes y Antartica Chilena
Planta Santa Fe.	CMPC
Sisa Coronel	Cencosud
Centro Distribución LIDER	Saintec

GROWTH STRATEGY



Real Estate
Business

- Recovery of the middle segments:
 - Consolidation of 3 projects in Socovesa Santiago
 - Recuperation of Socovesa Valdivia and consolidation of Pilares
- Portfolio balance towards housing of higher yield – Improvement in the margins
- Growth and consolidation of Empresas Socovesa in the north of Chile
 - Important base in Antofagasta with the idea of starting new developments in Iquique-- in both cases with the brand Almagro (other subsidiaries may be added in the future)
- Commercial real estate business with a selective strategy:
 - Creation of a new subsidiary: Socovesa Desarrollos Comerciales S.A.
 - The Ombu project is the first office building of this new subsidiary which is developed with a partnership with Inmobiliaria Camargo (50% each) – Estimated sale: US\$12 millions.
 - Potential development of office building projects in some lots in Ciudad Empresarial – 16.000 m² remainder
 - Development of a commercial building -- offices and a hotel – in the land of Villa Esmeralda in Antofagasta – 65.000 m² saleable of housing and commercial equipment

GROWTH STRATEGY

- Growth and Consolidation of Socoicsa's Sales by:
 - Consolidation of the type of projects and clients:
 - Hospitals
 - Retail
 - Stadiums and other sports infrastructure projects
 - Energy
 - Paper manufacturer
 - Increase the portfolio of projects and clients in the segments where Sococisa does not participate today:
 - Mining Industry
 - Ports Infrastructure
 - Incorporation of EPC Projects in which the engineering is developed in-house
 - Developing partnerships with strategic enterprises in different areas of the industry that allows Socoicsa to increase its portfolio
 - To promote businesses with other subsidiaries within the Group in order to use and exploit the experience in the engineering and construction business.

Engineering
and
Construction
Business

2011 REAL ESTATE LAUNCHES

SUBSIDIARY	NUMBER OF PROJECTS	NUMBER OF UNITS TO DEVELOP	AVERAGE PRICE (US\$)	POTENCIAL SALES (Th US\$)
Socovesa	35	2,715	USD 104,770	USD 284,450
Almagro	16	1,277	USD 178,599	USD 228,071
Pilares	4	568	USD 56,161	USD 31,899
TOTAL	55	4,560	USD 119,390	USD 544,420

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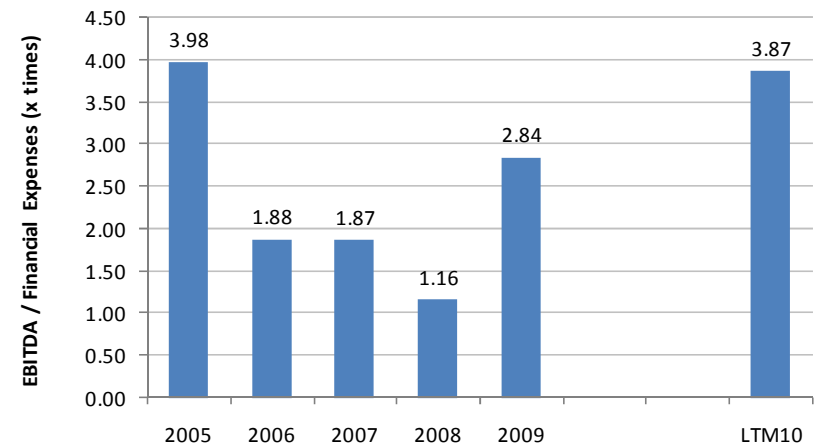
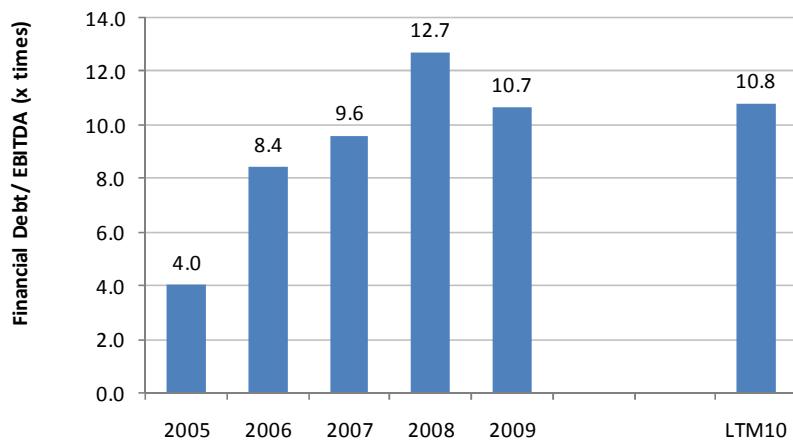
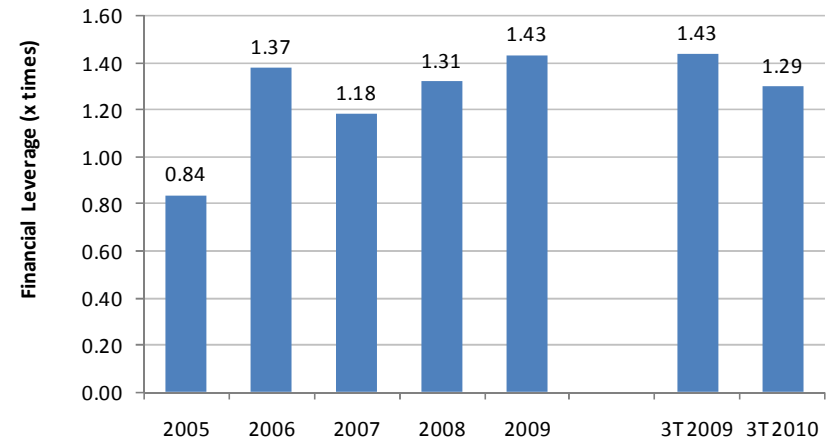
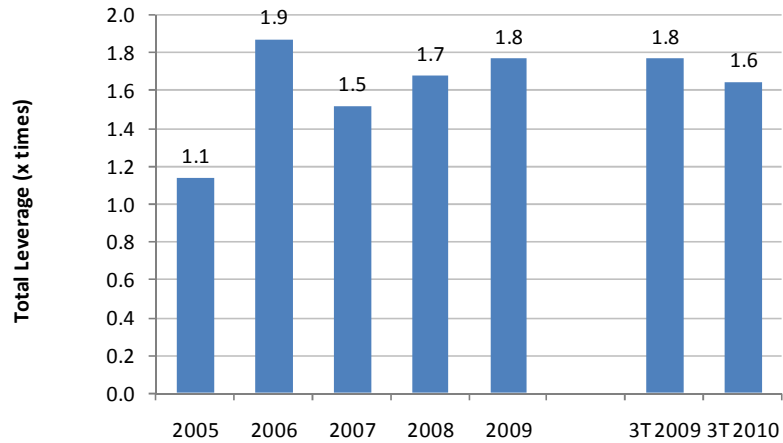
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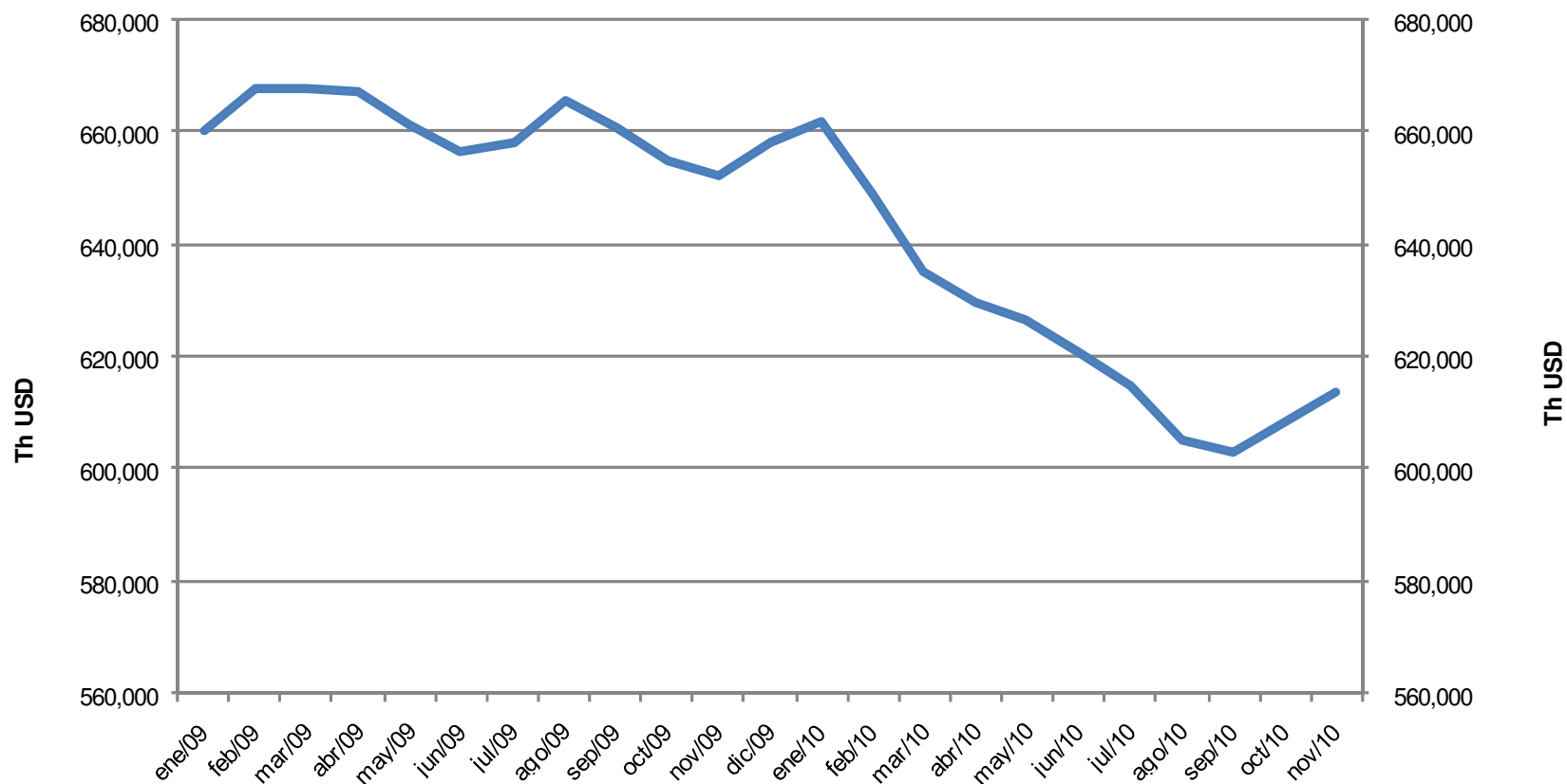
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FINANCIAL HIGHLIGHTS



Note: Year 2005-2008 : PCGA Accounting; Year 2009 and 2010: IFRS Accounting

FINANCIAL HIGHLIGHTS – DEBT EVOLUTION



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