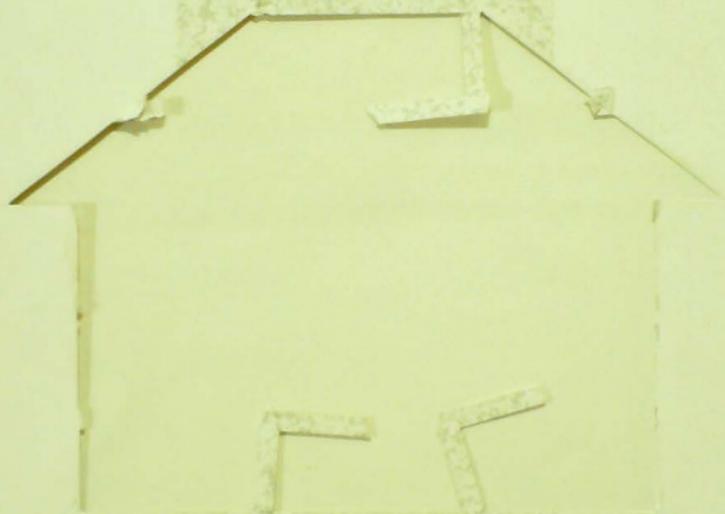


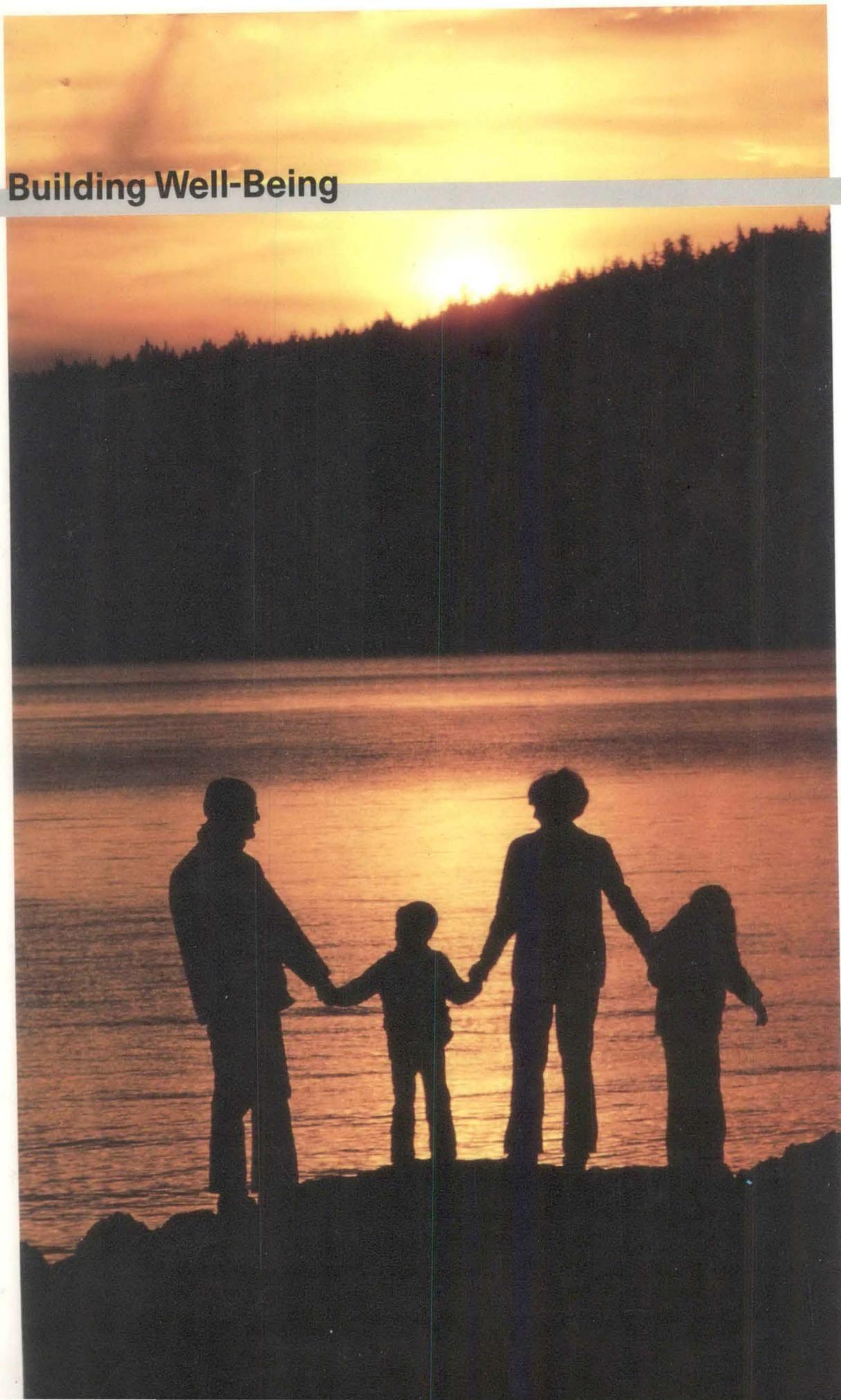
**Red Social  
Cámara Chilena  
de la Construcción**

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# Building Well-Being



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Centro de Documentación  
Cámara Chilena de la Construcción

# Introduction

*In this Booklet we wish to show what the contributions of the Cámara Chilena de la Construcción and its members have meant to the evolution of the country, through the organizations that have been created in the 40 years of its existence.*

*The Cámara Chilena de la Construcción is integrated into the Social Network by the presence of its members on various Boards of Directors. Thus was born a symbol of what can be achieved when one places the general welfare before personal interests; when the commitment is generous; when one attempts to dignify mankind... the men and women who are the focal point of all the efforts reflected herein.*

*[Faint, illegible text or stamp]*

# Cámara Chilena de la Construcción



**The Cámara Chilena de la Construcción is a trade association, that since 1951 has reunited the companies and professionals connected to this field.**

Construction is recognized as one of the most dynamic economic activities, and one that possesses the greatest multiplying effect upon the development of the national productive structure.

These traits, together with the responsibilities that the construction companies have assumed to reduce the housing deficit, and their vocation to community service, have left an unmistakable mark on Chilean construction activities.

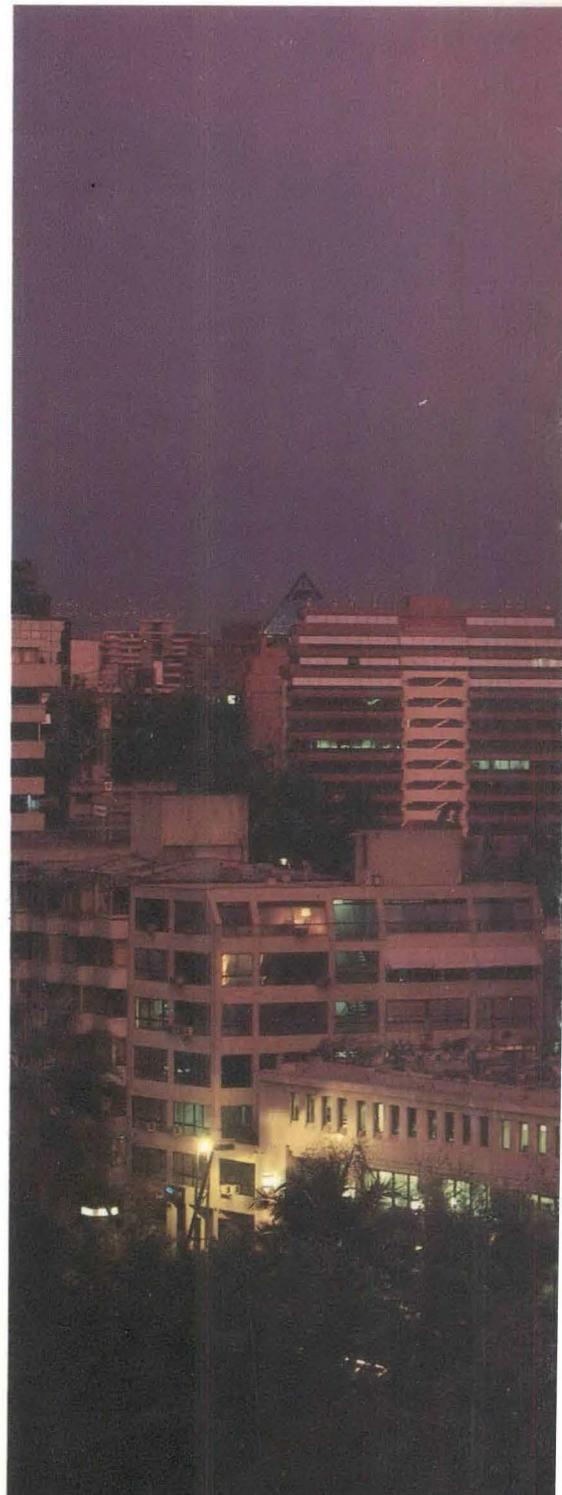
With this vocation, the Cámara Chilena de la Construcción has founded various assistance and service institutions which, based on the principles of social security, solidarity, and the integral development of the individual, have raised the quality of life of its members and beneficiaries. It is these institutions that make up the Social Network.

Within the Cámara de la Construcción the industry's companies jointly design and coordinate their plans of action. The tasks of this institution have been delegated to various committees and commissions that ensure ample participation in the activities and decisions. These task forces are made up of owners and executives of construction companies, as well as by representatives of the construction industry and suppliers.

The activities of the Cámara Chilena de la Construcción cover the whole territory, and the institution maintains Regional Councils and Delegations in the principal cities throughout the country.

Since these institutions assign great importance to their social functions, as well as to their technical and trade responsibilities, the Cámara Chilena de la Construcción has formed a Social Action Council in order to better achieve these goals. The Social Action Council brings together, for the purpose of coordination and orientation, the top directors of the institutions that together form the Social Network, without interfering in the administrative, financial, and operative autonomy that each institution enjoys.

The Social Network ranges from social security to health care, from working conditions to the worlds of culture and recreation, from the area of personal growth to that of professional development, and from the individual level, to the family, and on throughout the community.



CAMARA CHILENA  
DE LA  
CONSTRUCCION



OSBALDO  
CENTRO DE INVESTIGACIONES

BANCO CHILENO

DE LA CONSTRUCCION

# Caja de Compensación de Los Andes



CAJA DE COMPENSACION  
DE LOS ANDES  
CAMARA CHILENA DE LA CONSTRUCCION

**In 1952, born out of an initiative raised by companies associated to the Cámara Chilena de la Construcción, the first Caja de Compensación in the country was begun.**

Thus was born a new form of social security in Chile, which forced legislators at the time to grant a legal standing to these institutions, eventually resulting in Decree # 245, passed on July 31st, 1953, which entitled the Labor Ministry to authorize the creation of other Employee Benefits Administrators. Up until 1978 the institution was called the Caja de Compensación de la Cámara Chilena de la Construcción, at which time it was obligated to change its name in virtue of Decree # 42 of 1978, for a name that could be identified with a geographical location or historical event, and to add to its benefits the concept of benefits for family dependants. From that moment on it has been known as the Caja de Compensación de Asignación Familiar de Los Andes. The institution is governed by a general statute for Cajas de Compensación de Asignación Familiar, contained in law #18,833 of the 26th of September of 1989,



which defines these social security organisms as "Private non-profit corporations, whose aim shall be the administration of certain social security benefits."

The Caja de Compensación de Asignación Familiar de Los Andes administers the benefits related to dependants, worker's compensation, and unemployment, and it also manages benefits in the areas

of family credit and additional services, like the economic benefits that are granted to the workers and their dependants for events such as marriages, births, scholarships, and deaths.

Apart from those services already touched upon, we must mention those related to Family Travel Plans, Family Life Insurance, and Family Dental Services.

Special note must be taken of the Administrator's support to the welfare of members through Family Credit, a benefit that not only allows them access to different goods or housing, but will also back them up when they may require financing to cover unexpected expenses or unforeseen circumstances.

So as to attend to the recreational and cultural needs of our members, the Caja maintains two countryside resorts located at Palomar in San Felipe and Futrono at Lake Ranco, that may be used throughout the year, individually or through the Family Travel Plans.

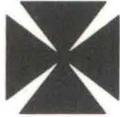
In addition to these, we must add the installations maintained in Santiago, which include a gymnasium, swimming pool, theater, conference rooms, classrooms, and exhibit halls. The Caja also understands that the quality of service is yet another benefit in the eyes of the affiliated companies and workers, explaining why they have established modern and efficient offices throughout the country. This network is committed to the development of the individual as well as to that of his family, and strives to become the focal point of dynamism and welfare in each of the 19 cities where it is present.



# Servicio Médico C.CH.C.

**Servicio Médico**

Cámara Chilena de la Construcción



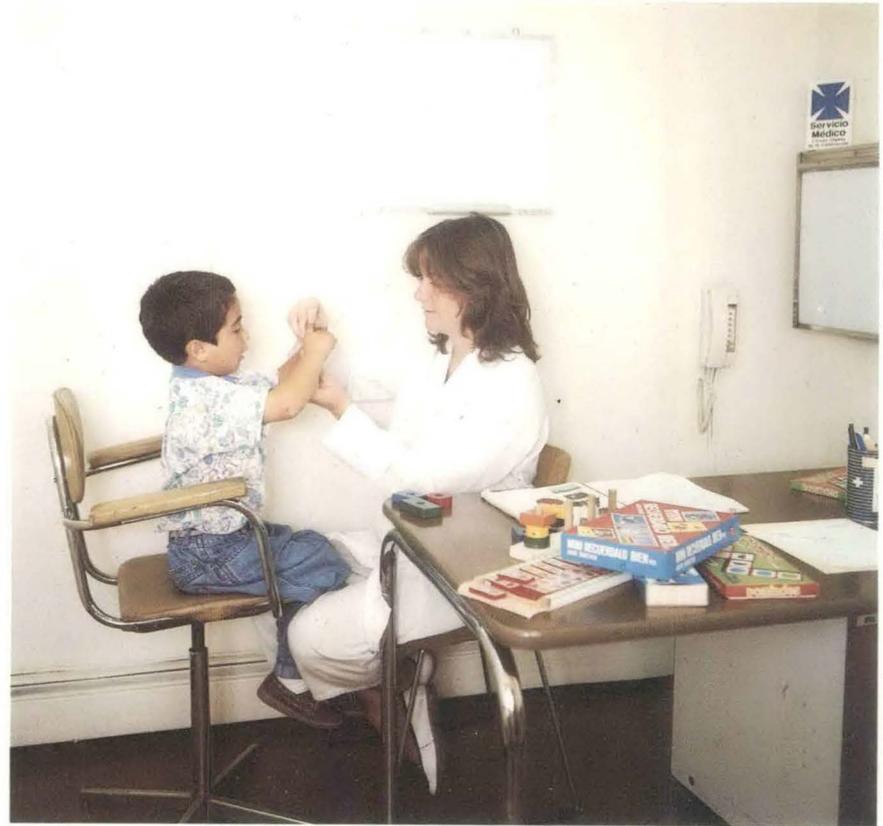
**The Servicio Médico de la Cámara Chilena de la Construcción, a private, non-profit corporation, was created in 1961, years before the passing of the Curative Medicine Law, when the participation of the private sector in the field of health insurance was not considered by all parties.**

The initial aim of the Service was to grant equal reimbursements to cover a good part of the medical expenses to workers and beneficiaries of the member companies.

Later on, the Medical Service not only reimbursed part of these expenses, but also began to grant direct medical attention, first in the dental area, and later in various other fields of ambulatory medicine. This is how we have succeeded in developing our own health care centers in the cities of Santiago, Concepción, Talcahuano, Valparaiso, and La Serena.

The members of the Service are also welcome at the numerous medical and dental clinics of the CONSALUD private health care network, located throughout the country.

The Medical Service covers, apart from all the medical benefits obtained through fees in the National Health Fund, complete dental care, eyeglasses and contact lenses, orthopedic devices, medicine, psychological and dialysis treatments, hearing aids, and such alternatives as the possibility of inclusion of parents, without exception and regardless of age,



continued membership while unemployed, the granting of health credit lines and other benefits. Experience has shown that the services and benefits of the Servicio Médico de la Cámara Chilena de la Construcción are compatible with other institutionalized systems of social security, like the National Health Fund or Isapres. In fact, this is already a reality, and the Medical Service has functioned as an additional and complementary system to the benefits granted by these and other health care institutions.



The Servicio Médico de la Cámara Chilena de la Construcción operates with dual solidarity, because on one hand, the premiums are jointly covered by the company and the workers, and on the other hand, all members enjoy equal benefits even though their premiums are proportional to each member's salary.

In 1986, the Medical Service founded the Ramon Carnicer Medical and Dental Center, with the

purpose of providing the construction industry's workers and their families with first rate basic medical and dental care at low prices, thus granting them a degree of attention from which they had been previously excluded, due to their low income level.



# Mutual de Seguridad C.CH.C.



The Mutual de Seguridad of the Cámara Chilena de la Construcción administrates the obligatory Labor Accident and Occupational Hazard Insurance, established by Law # 16,744.



Technically speaking, it is a worker compensation, risk prevention and medical care organization for those workers who are injured during the normal course of their duties. The Mutual is a private, non-profit organization, that directs its resources towards risk prevention, a superior quality of service, and the maintenance of its medical centers, so as to grant an optimum level of attention.

The Mutual assigns vital importance to the tasks of training, and industrial hygiene and safety. Its activities have made an important contribution towards the reduction of this country's labor accidents during recent years.

The Mutual de Seguridad can claim the largest private health network in Chile: 22 modernly equipped medical centers, hospitals and clinics in Santiago and in the regions, and more than 80 basic care units spread throughout the country. The financing for the Mutual's services comes from the premiums set forth in Law # 16,744, so that at no expense to the worker and at no additional cost to the employer, the Institution takes care of the attention of the accident victim, through medical appointments, hospitalizations, surgery, exams, medicines, sonar, scanner, and physical therapy.



The institution possesses highly sophisticated support systems, such as rescue aircraft, three intensive care ships, and modernly equipped ambulances to provide injured workers with transport. Besides providing the injured party with the corresponding subsidy, the Mutual also covers his social security payments, and pays out the pensions for work-induced disability or death.

The Mutual's role is to enable the injured worker to return to work as soon as possible; to aid the company to maintain its level of productivity by reducing accidents and the number of lost work days caused by these, and to ensure that the country safeguards its principal source of wealth: the women and men who make up its work force.

# Corporación de Capacitación de la Construcción



CORPORACION  
DE CAPACITACION  
DE LA CONSTRUCCION

The sole existence of the Social Network of the Cámara denotes a high level of interest in the workers, in human resources, and in the quality of the personal and professional potential of the industry. Within this framework, the Corporación de Capacitación de la Construcción enables us to efficiently channel the worker's hopes and dreams of fulfillment, along with the challenges of industry modernization and productivity in a competitive market.



The Corporation serves companies of the construction industry as well as all other productive fields throughout the country. Its role is to detect current training needs, design the most suitable programs, arrange for the most convenient courses and seminars, supervise how these are carried out, and finally to evaluate the experience with the company.

Companies do not incur in any additional costs for these activities, as their financing is completely covered by the corresponding tax reduction.

The Corporation does not become directly involved in the training itself. Its role is to plan, organize, coordinate, and control the functions regarding this area, granting a service that due to its characteristics, is essentially tailor-made for each company.

The Corporación de Capacitación has permanently developed research into the occupational requirements of the various sectors of national industry; such as in housing construction, public works, industrial assembly, lumber, fishing, and farming, just to name a few. As a result, we have been able to identify the requirements and manual skills that a worker must possess in each of the different trades and at every level. From this arises the curriculum corresponding to each industry, which has been published in brochures and in books referring to occupational analysis. The



institution's research has also focused on the area of productivity. By means of a formal agreement with the Engineering School of the Catholic University of Chile, we have jointly carried out research in the construction area about such topics as Administration, Employee Motivation, Linear Programming, Productivity Improvement Programs, Interactive Videos, and Expert Systems.

For companies, training is an investment in human resources: the energy that keeps the company moving forward. By working through the Corporación de Capacitación, this investment is maximized.

# Corporación Habitacional C.CH.C.



The Corporación Habitacional de la Cámara Chilena de la Construcción, a private, non-profit institution created in accordance with Decree # 37, on the 3rd of June of 1976, is intended to reunite,

organize and coordinate the movements of companies, organized groups, and workers so as to come up with a solution to the housing needs of the constructor work force.



The Corporación Habitacional owes its existence to the visionary initiative of the Cámara Chilena de la Construcción, an institution whose purpose is to satisfy one of the basic needs of every construction industry worker: his own home.

With this goal in mind, in 1976 the Corporation began to counsel construction company employees, who through their own efforts, combined with the support of their companies and the organization and administration of the Corporation, succeeded in obtaining their own homes.

Today, the principal role of the Corporación Habitacional is the development and guidance of the housing demand, by formulating individual and group counseling programs for the companies, generally based on the subsidy programs administrated by the Ministry of Housing and City Planning.

Currently various nation-wide housing programs are being developed that amount to more than 15,000 housing solutions.

A high percentage of our housing programs are financed by personal savings, housing subsidies, and mortgages obtained by the interested party from the private banking system.

The housing supply, based on the characteristics of our demand, is obtained through the construction companies affiliated to our



Corporation, who must comply with all requirements of the various state organisms that finance and build homes. All projects are processed through open or closed bidding to obtain the best alternatives for our members.

# Corporación Deportiva de la Construcción

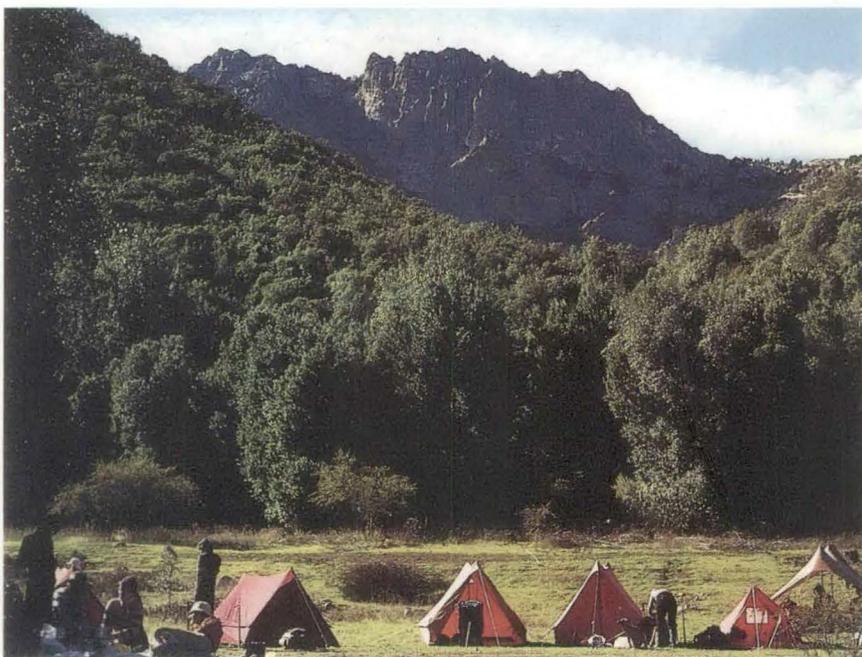


**CORDEP, the Corporación Deportiva de la Construcción, is a non-profit organization that develops programs for sports, recreation, and training activities. In fact, the Social Network of the Cámara Chilena de la Construcción not only encourages and aids the worker in his on the job performance and in moments of real need, but also welcomes him in the areas of physical education, recreation, and culture.**

The Corporation registers more than 80 member companies, with a total payroll of more than 21,000. Apart from this huge number of members, one must add the family members of each of the beneficiaries since a major part of the Corporation's activities and services are family oriented. CORDEP was founded in 1979 and was conceived with the idea of permanently organizing various sports and recreational activities for the workers and the families of the Corporation's member companies. In order to do so, they offer a wide range of year round programs and plans, such as the CORDEP Soccer League, in which more than 120 teams participate, and the National Championship of Indoor

Soccer, which organized jointly with the Caja de Compensación de Los Andes, reunites nearly 500 teams from Arica to Punta Arenas. Due to their size and quality, these are events that stand out as of the greatest importance in the area of company related sports. The Corporation also possesses a stadium -the CORDEP stadium- with splendid installations which are used for the practice of various sporting disciplines. At the same time, the Corporation develops and promotes family travel programs, for teenagers and children, in summer as well as winter; it gives advice to member companies with regards to reunions, events, parties, and institutional

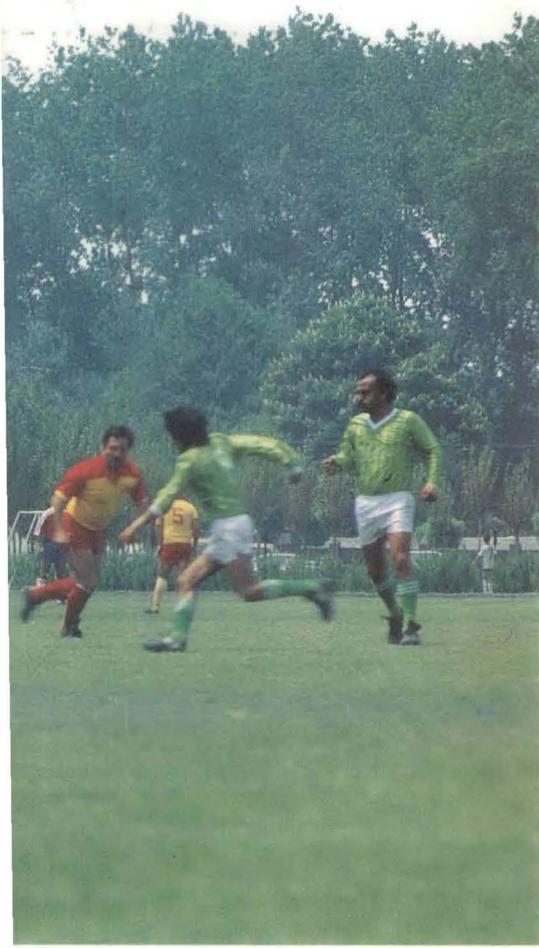




field trips; and it grants training oriented towards the physical and sports development of the workers, as well as towards their professional and personal development.

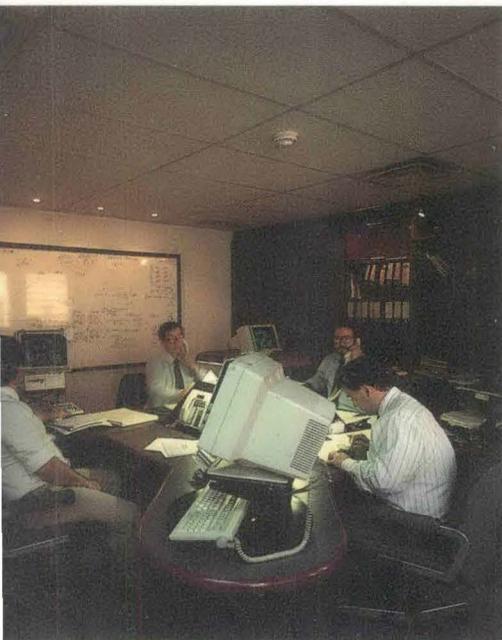
Moreover, the development of Senior Citizen programs has been incorporated into the institution's goals, in this way broadening the coverage of the services offered. Membership in the Corporación Deportiva de la Construcción is decided by the company, who according to its own needs registers in those plans that may be of some interest.

The Corporación Deportiva de la Construcción, CORDEP: family ties among the greater construction industry family, ties that are strengthened by recreation, integral development, and personal growth.





**A successful and efficient administration has placed the Pension Fund Administrator Habitat among the three largest organizations of its kind, within the framework of a highly competitive market, ranked by either number of affiliated members or by the amount of resources it manages.**



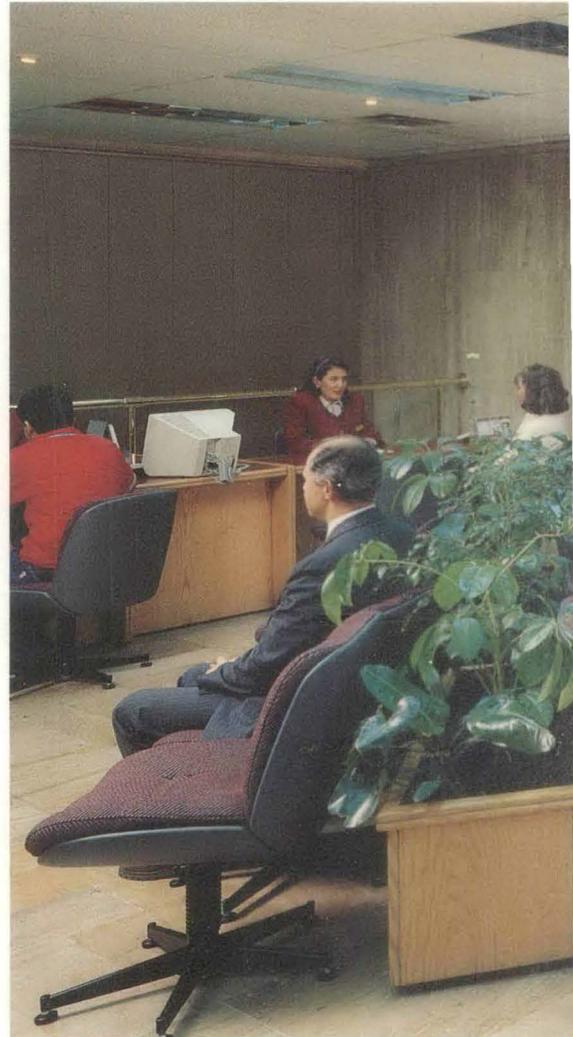
As a member of the Social Network of the Camara, A.F.P. Habitat has deemed service to its members to be its pillar of strength since its beginnings in 1981. Its vocation to service has been demonstrated throughout its lifetime by going beyond what the law requires, and can be reflected in: - Highly qualified personnel committed to the Administrator's corporate objectives.

- The latest technology at the service of its affiliated members, employers, and pensioners, at every branch throughout the country.

- Efficiency in its administrative policies that has enabled it to systematically pass on benefits to its members, in the form of the lowest social security cost, while at the same time maintaining its position as one of the companies with the highest earnings ratio in the industry since 1981.

- Quality and diversity of services; a trait that has built up a relevant competitive advantage and a clear differentiation within the market. The existence of a modern on-line computer network in every branch, along with an efficient medical counseling service and worksite stands that offer the same services as a branch, have made AFP Habitat a company that is truly oriented towards the needs of its market.

The regions of the country are also considered places of vital interest for A.F.P. Habitat. For this reason, the company has stressed its presence in every urban center from Arica to Punta Arenas, as can be demonstrated by the construction of a new building in La Serena, the first that an AFP builds in the regions. As is already characteristic, the other organizations that make up the Social Network will also have



offices, in this building, so as to offer complete attention in all areas of social security.

We must also point out the work of A.F.P. Habitat's Membership Participation Committee, which has representatives throughout the country, and the Social Security Workshops that are held by the executives and directors of the company, who travel all over the country to respond to the inquiries of its members, employers and the general public.



# Corporación Educacional de la Construcción



CORPORACION  
EDUCACIONAL  
DE LA CONSTRUCCION

Construction is one of the country's industries that most needs technical support, for which it requires people professionally trained in this field, to work as skilled laborers in their positions.

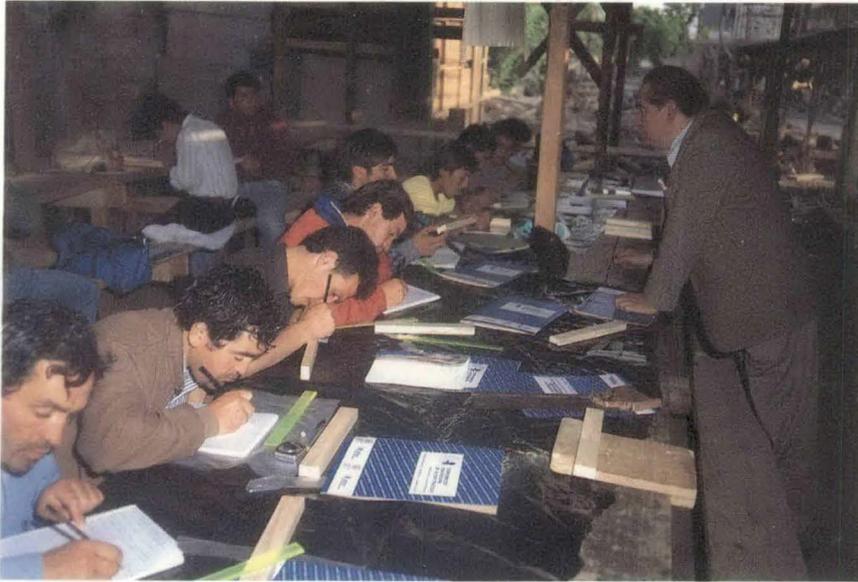
In response to this challenge, the Corporación Educacional de la Construcción was founded in 1981, as a private non-profit corporation with its own legal standing.



Professional training is carried out at six individual professional and technical education institutions, dedicated to the Industrial and Business fields. These are located in Santiago, Recoleta, La Calera, Rancagua, Talcahuano, and Concepción. The Corporation attends to more than 4,500 students. The institution's educational programs are administered by the Corporation and take into account the integral formation of the students, based on spiritual and moral values, so as to give them the intellectual habits and technical skills necessary to guarantee a successful start in the labor market. The Corporation provides assistance to high school students, which mainly consists in a simple breakfast given to every student every single day of the year. Moreover, lunch is supplied to the neediest students. Dental service is also granted at subsidized rates through the dental clinics that each institution maintains. It should also be pointed out that one of the educational institutions has a staff psychologist and an education expert to attend to any learning or psychological difficulties that the students may have.

Once their apprenticeship is complete, the graduates receive from the Ministry of Education their Degree as Technicians majoring in one of the following areas: Steel Construction, Housing Construction, Sanitary Installations, Electrical Installations, Remodelling, Air Conditioning, Machine Tool Mechanics, Furniture Design and Construction, or Building Administration.

Owners of construction companies and other similar companies collaborate in the educational programs by participating on the regional School Boards.



They provide student loans, donations, scholarships, and technical lectures, arrange visits to the construction sites, and aid with the apprenticeships of the students. In 1983, the Corporation was recognized as a Technical Training Organism by the National Service for Training and Employment (SENCE). In this role, the Corporation may develop worker-training programs in the diverse specialized areas of construction, encouraging personal development and productivity of active workers, as well as those that are unemployed or seeking employment for the first time.

The Corporation also carries out Adult Education and Study Programs so as to balance the cultural level of those workers who have not had the opportunity to finish their high school education, through individual agreements with those interested companies. Education is a vocation to community service that enhances the lives of people, families, companies, and the country.

# Isapre Consalud



**CONSALUD is a private, non-profit, health insurance corporation, created to grant health services in accordance with current related legislation.**

It was founded in 1983, and its principal objective was to establish a benefits system that would allow optimum use of the legal premiums paid by its members, by applying an austerity policy in its administrative expenses so as to generate

sufficient surplus to be used in the improvement and broadening of the benefits it grants, as well as to increase the service capacity for its members and their families.



This has meant growth and public preference for CONSALUD, which in turn has transformed CONSALUD into the number one ranked institution of its type.

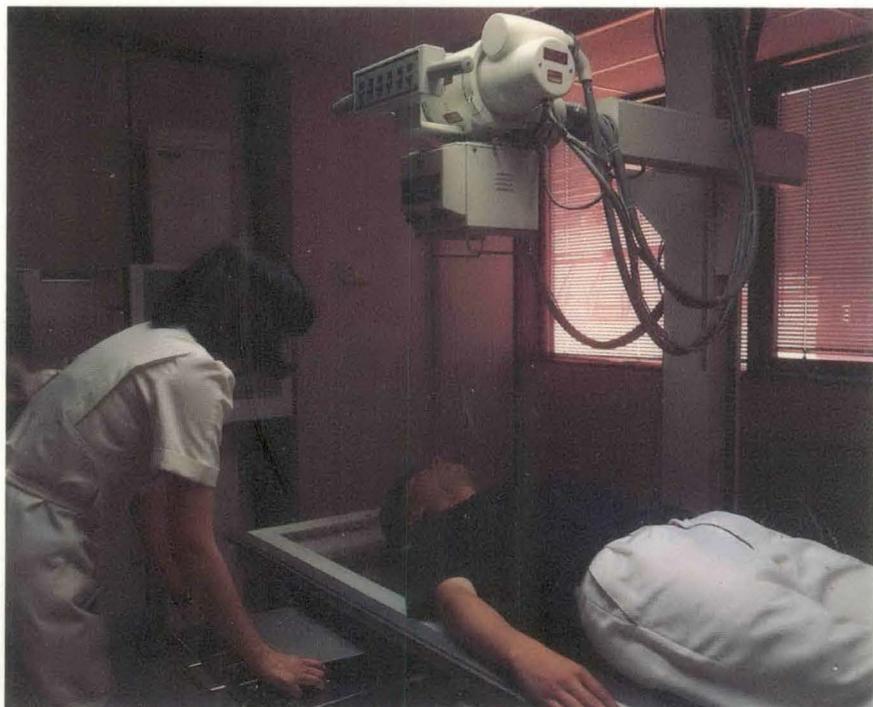
It may be found in over 20 cities throughout the country, and it has been a pioneer in Dental Service in Chile.

The leadership of CONSALUD among the Isapres can be noted by, among other things, the excellent installations it maintains to grant the highest level of medical and dental attention to its members throughout the country. To do this, the institution has developed their own network of centers equipped with the latest instruments and equipment, along with the guarantee of a qualified staff of professionals and assistants.

The Medical and Dental Centers opened by CONSALUD can be found in Arica, Iquique, Antofagasta, Calama, Viña del Mar, Rancagua, Talca, Chillan, Temuco, Valdivia, Osorno, Puerto Montt, Punta Arenas, as well as in the neighborhoods of Providencia, Maipu, La Florida and Downtown Santiago.

In response to the hospitalization needs of its beneficiaries, the Institution is currently studying and implementing construction projects for clinics in various parts of the country.

Apart from having its own installations for ambulatory medical and dental attention, CONSALUD has agreements with physicians covering the wide range of specialties, and also with a majority



of the country's hospitals and clinics.

Upon membership with CONSALUD, the beneficiaries receive access to an advantageous health plan, and they may also make use of various services and important benefits that reward their permanence in the system. The latter have been developed on our own initiative, in a distinctive form that bears our unmistakable institutional trademark.

The leadership by which CONSALUD has been recognized in the market, ratifies the perception shared by its members: CONSALUD takes care of you for the rest of your life.

In 1991, with the participation of

CONSALUD, the Mutual de Seguridad, and Invesco, the Medical Service built the Clinic for Advanced Diagnosis and Major Ambulatory Surgery - AVANSALUD - where all Diagnosis and Therapy that does not require hospitalization is carried out.

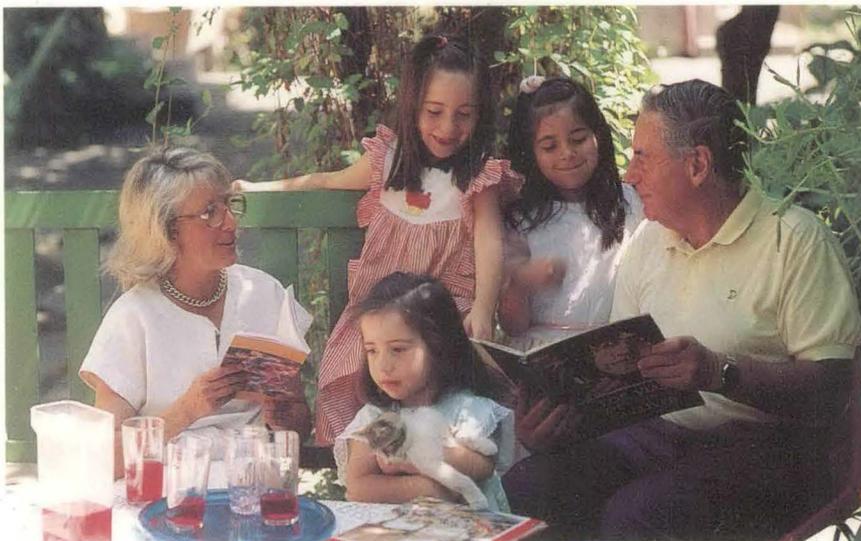
In Salvador Avenue # 130, one can find an 8,800 square meter building, equipped with that latest installation that includes six operating rooms, and specially conditioned ambulatory medicine recuperating rooms, a concept that has marked a tendency in modern health care.

# Compañía de Seguros de Vida La Construcción S.A.



LA CONSTRUCCION S.A.  
Compañía de Seguros de Vida

**In the daily, professional, and business world the ability to take risks has many times been considered to be a fundamental requirement to achieve success.**



However, an individual usually does not behave the same when dealing with his or her own family's protection and safety; just the opposite, in his home he looks to build a stable and peaceful environment. But reality is quite different, and people are exposed daily to a series of risks that may generate some very unpleasant situations.

The aim of life insurance will always be to safeguard people from these situations, by minimizing risk and by preventing them from interfering with the normal course of daily life. With this in mind, the La Construcción Life Insurance Company opened its doors in the beginning of 1986, becoming yet another alternative pension administrator within the Chilean social security system, while guaranteeing peace of mind,

protection and safety to companies, workers and their families throughout the entire country.

Different types of Life Insurance that look to minimize the negative effects that a loved one's death or disability may have upon the family, or whose aim is to guarantee a personal income long after those productive years, have contributed to our growth.

So as to cover these possible future events, the La Construcción Life Insurance Company offers the following types of insurance:

- Lifetime Income Policy: This was created for those who are registered in a Pension Fund Administrator (A.F.P.) and who comply with all the requirements to retire through normal retirement, early retirement, disability or to receive a widower's pension. These pensions are lifetime, are expressed

in U.F. (an inflation adjusted variable), and guarantee income to widows and orphans.

- Disability or Death Policy: this covers all A.F.P. registered workers for death or disability risks, through the financing of the pensions that must be paid to the affected worker or his beneficiaries.

- Individual Life Insurance: Grants the individual and his family the security and tranquility of being able to count on permanent protection, faced with the risks of incurring an accident, disability, or death. It also permits the possibility of forming an important source of savings, depending on the policy chosen.

- Group Insurance: These are drawn up for companies or groups of people who wish to have economic protection against the possibility of an accident, death, or disability. They are expressed in U.F. and their cost is very beneficial for the insured.

- Credit Insurance: Upon death, the company will cover 100% of the unpaid balance of the insured's debt with institutions that have granted him loans.

- Personal Accident Insurance: This protects individuals faced with risks that arise as a normal consequence of their daily routines, be they at home, at work, or some other place. It is important to note that the La



Construcción Life Insurance Company is permanently studying the possibility to develop new products, aimed at increasing benefits to people throughout the country.

Currently, it is one of the leading companies in the life insurance market, covering the entire country, from Arica to Punta Arenas, through 15 regional offices.

# Fundación de Asistencia Social C.CH.C.



FUNDACION DE ASISTENCIA SOCIAL  
CAMARA CHILENA DE LA CONSTRUCCION

A crusade of solidarity that began around the end of 1982 by a group of industry related employers and institutions, and which was sponsored by the Cámara Chilena de la Construcción, set up a Social Committee that later gave birth to the current Fundación de Asistencia Social. Its stated objective in that time was to aid unemployed construction workers, who were affected by the serious economic recession of 1982.



The inherent characteristics of this industry -especially its discontinuity and others- make unemployment a constant factor in the organization's duties. The experience of this initiative, unique in the business world, has relied heavily upon the principles of solidarity and subsidiarity, which have become the pillars of its social work programs. In mid-1986, the institution was consolidated when the Committee legally adopted Foundation standing, in which the majority of its initiatives must be financed by voluntary donations from workers and company members.

The need to satisfy the affiliated worker's and companies requirements, has led to the creation of an in-house Social Work Service, making the Fundación de Asistencia Social a leading private welfare Agency in the country, and thereby establishing a valuable asset in the search for ways to improve the worker's standard of living. This service also permits the employers to fulfill their commitments to their workers, by hiring through the Fundación qualified professional social workers, that along with solving specific problems, aid in improving the working environment.

The Fundación de Asistencia Social is working through Regional Delegations in those areas that possess the highest concentration of



construction companies -the 5th, 8th, and Metropolitan Regions- who have been progressively hiring the Social Service offered by the Fundación. The number of active workers and companies that have been incorporated into the Social Service, enables us to foresee an interesting increase in the Fundación's activities, in a wide range of initiatives oriented towards the strengthening of an independent and sustained growth of social development throughout the industry and the country.

By taking advantage of the services

handed down through the Social Network of the Cámara Chilena de la Construcción (with regards to which the Fundación plays a coordinating role), the different programs and plans that benefit the unemployed and active workers, have shown that the resources that the employers provide to the Social Network are, rather than an expenditure, an investment in the best assets that companies possess: their personnel.

# Hipotecaria La Construcción S.A.



HIPOTECARIA  
LA CONSTRUCCION S.A.

**The old saying that "the immense majority of people dream of owning their own home" is especially true in our country. The Cámara Chilena de la Construcción, understanding this feeling, has struggled for more than 40 years to convert this dream into reality for thousands of people.**

By taking advantage of the modification of Decree # 833 of the Securities Exchange Commission, which regulates the operations of endorsable mortgage writing companies, the Cámara, through one of its institutions that make up the Social Network, founded a company that directly participates in the financing of home loans, and thus was born the Hipotecaria

La Construcción S.A. on December 1st, 1989.

As a member organization of the Social Network of the Cámara Chilena de la Construcción, the Hipotecaria La Construcción established objectives in accordance with the policy of service that characterizes the rest of

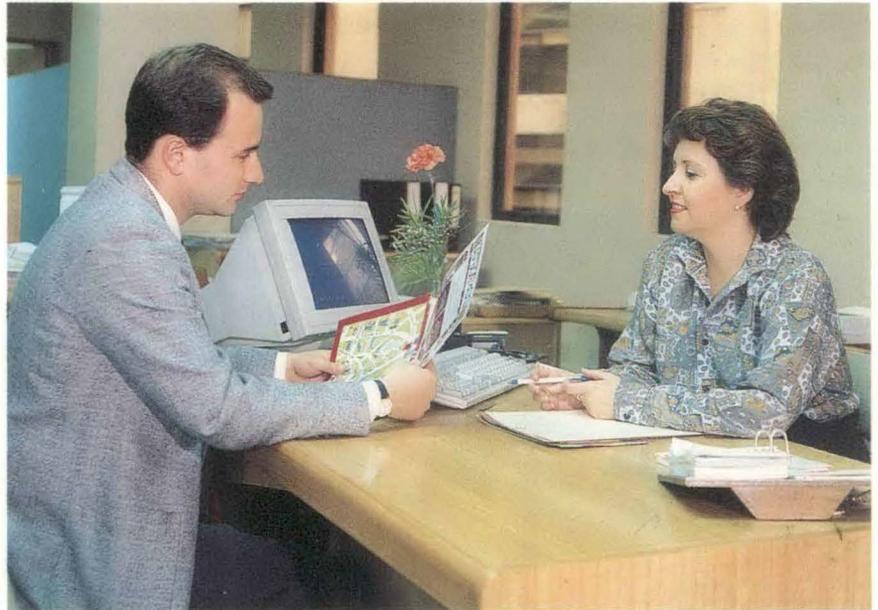
the institutions that make up the Social Action Council. Among these objectives, an increase in the flow of housing loans to the middle class,



and a reduction in their cost must be stressed. We hope to achieve these goals by personalized attention, the technical and professional support of our personnel, and the maintenance of those conditions that have already converted our Mortgage Administrator into a competitive alternative in the real estate market. The economic adjustment applied to our economy during the first semester of 1990, of which we are all aware, and its corresponding impact on interest rates, delayed the start-up of the company by a few months. However, today we can proudly state that the Hipotecaria La Construcción S.A. is a solid company that has experienced an extraordinary growth in its operations. Moreover, we are currently in condition to strengthen our regional operations by opening new offices in Viña del Mar and Concepción.

In the company's first year of operations, over 350 mortgage applications have been accepted for a total amount of more than 4,2 billion pesos.

Likewise, Hipotecaria La Construcción S.A. has assumed a leading position with regards to interest rates. According to statistics published by the Securities Exchange Commission, the interest rate of the Hipotecaria La Construcción S.A. was on the average 8% less than those offered by other Mortgage Administrators, during the period comprised between June 1990 and May 1991. These conditions are even more convenient if we compare them with the more traditional systems of home loans.



On the other hand, unlike its competitors, Hipotecaria La Construcción is oriented towards the middle class. The minimum loan granted is of U.F. 950 and the average has been U.F. 1,554 while the average of other Administrators is well over U.F. 2,100. The start-up of new institutions, like limited Field Real Estate Development Companies and Mutual Fund Mortgage Companies, (through which Pension Funds can channel resources to housing loans in conjunction with Life Insurance Companies), who will continue to experience rapid growth in their potential purchase amounts, allow us to foresee a successful expansion of this system.

The tasks of highest priority within the company are and will continue to be: an adequate response to the people's needs, through loans that are convenient with regards to interest rates, terms and coverages; aid to construction companies through fast and flexible plans; and protection to the investor by granting ample guarantees of investment security and real opportunities to widen their investment portfolios.

The achievement of these objectives will have a positive effect on the construction industry, and through this, on the economy as a whole thanks to the important multiplying effect that this industry has historically possessed.



**Currently, Social Security represents a highly meaningful sector of economic and social activity, with a dynamism and growth potential that no one can deny.**



It is essential that this lever of progress for the country, and consequently for individuals and their families, work effectively and efficiently. The private sector has a crucial responsibility in this achievement, since currently they administrate an important part of the resources corresponding to this area.

With this in mind, in 1991, the Corporation for the Research, Study, and Development of Social Security (CIEDESS) was created, adding to the organizations that make up the Social Network of the Chilean Chamber of Construction. These last organizations aided in the formation of the Corporation by becoming its founding members, and by granting it all their vast experience in the fields of Social Security and Education.

This new organism is oriented towards the development and improvement of Social Security, through the education, training, and formation of human resources; research and study into new services and technologies; the publication and exchange of know-how; and through national and international technical and professional counseling on matters regarding their expertise.

To achieve its goals, CIEDESS was created as a Professional Institute, and as such, it carries out its academic affairs in the areas of education, research, and community outreach programs, seeking to fulfill the following general and specific objectives:

#### GENERAL OBJECTIVES

- formation of human resources who will be able to contribute to the general well-being of Social Security, preparing them to collaborate in the development and improvement of this field.

- Creation of suitable conditions for the formation of well-founded conscientious criticism, aimed at perfecting Social Security systems.
- Consolidation, through the analysis of improvements, and the promotion of further developments within the framework of the current Social Security model.
- Participative communication among educators, sharing expertise and know-how, aimed at carrying out future projects.

#### SPECIFIC OBJECTIVES

- Formation of professionals and technicians through the careers of Social Security Technician and Social Security Planning.
- Granting of academic services to the personnel of companies or institutions involved in the Social Security field.
- Research and studies aimed at strengthening the participation of the Social Security sector within a free market economy.

National Presence of the



ARICA  
IQUIQUE  
TOCOPILLA  
MEJILLONES  
CHUQUICAMATA  
CALAMA  
ANTOFAGASTA  
COPIAPO  
RODEO  
LOS LOROS  
LA SERENA  
VICUÑA  
OVALLE  
SAN FELIPE  
LA CALERA  
VINA DEL MAR  
VALPARAISO  
SANTIAGO  
HUELQUEN  
PAINE  
GR

# Social Network of the Cámara Chilena de la Construcción



ANEROS  
RANCAGUA  
REQUINOA  
DONIHUE  
QTA  
RENGO  
PELMO  
SANTA CRUZ  
LAS CABRAS  
LOLLOL  
SAN FERNANDO  
CHIMBARONGO  
CURICO  
TALCA  
CONSTITUCION  
LINARES  
CHILLAN  
TALCAHUANO  
CONCEPCION  
CORONEL  
LAJA  
LOS ANGELES  
ANGOL  
TEMUCO  
VILLARRICA  
LONCOCHE  
CURACAUTIN  
VALDIVIA  
FUTRONO  
LA UNION  
OSORNO  
PURRANQUE  
FRUITILLAR  
PTO. MONTE  
CALBUCO  
ANGUD  
CASTRO  
QUELLON  
PTO. CHACABUCO  
COYHAIQUE  
PTA. ARENAS

## Fourteen Organizations United to Serve you.

The following list indicates the addresses and telephone numbers of the 14 member organization's main offices.

35

– **CAMARA CHILENA DE LA CONSTRUCCION**

Marchant Pereira 10, 3rd Floor Phone : 233 11 31  
Fax : 2327600

– **CAJA DE COMPENSACION DE LOS ANDES**

Alonso Ovalle 1451. Phone : 696 51 27  
Fax : 6725038

– **SERVICIO MEDICO DE LA C.CH.C.**

Quebec 415. Phone : 225 63 60 - 274 30 30  
Fax : 2234089

– **MUTUAL DE SEGURIDAD C.CH.C.**

Alameda B. O'Higgins 4848. Phone : 779 90 07  
Fax : 7795663

– **CORPORACION DE CAPACITACION DE LA CONSTRUCCION**

Providencia 929, 3rd Floor Phone : 223 87 70 - 274 09 06  
Fax : 2338770

– **CORPORACION HABITACIONAL C.CH.C.**

Alonso Ovalle 1451, 5th Floor Phone : 696 26 48 - 698 32 90  
Fax : 6710362

– **CORPORACION DEPORTIVA DE LA CONSTRUCCION**

Dieciocho 229 5th Floor Phone : 698 48 40 - 699 02 11

– **A.F.P. HABITAT S.A.**

Providencia 1909. Phone : 233 15 15  
Fax : 2332151

– **CORPORACION EDUCACIONAL DE LA CONSTRUCCION**

San Alfonso 1605, 4th Floor  
Phone : 683 31 85 - 683 31 53 - 683 31 61  
Fax : 6212911

– **ISAPRE CONSALUD DE LA C.CH.C.**

Av. 11 de Septiembre 1910. Phone : 233 19 19  
Fax : 2333260

– **CIA. DE SEGUROS DE VIDA LA CONSTRUCCION S.A.**

Marchant Pereira 10, 19th Floor Phone : 233 13 63  
Fax : 2310966

– **FUNDACION DE ASISTENCIA SOCIAL C.CH.C.**

Nataniel Cox 31, Of. 28 and 37 Phone : 698 39 34 - 698 68 2

– **HIPOTECARIA LA CONSTRUCCION**

Av. 11 de Septiembre 1910. Phone : 231 00 88 - 232 66 97

– **CIEDESS**

Alonso Ovalle 1465. Phone : 698 72 41 - 672 58 81



AUTOR

TITULO

| FECHA | NOMBRE | FIRMA |
|-------|--------|-------|
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|       |        |       |



AUTOR *CCHC*

TITULO

Nº TOP

*Red Social Camara  
Chilena de la Construcción*  
**Centro de Documentación  
Camara Chilena de la Construcción**



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