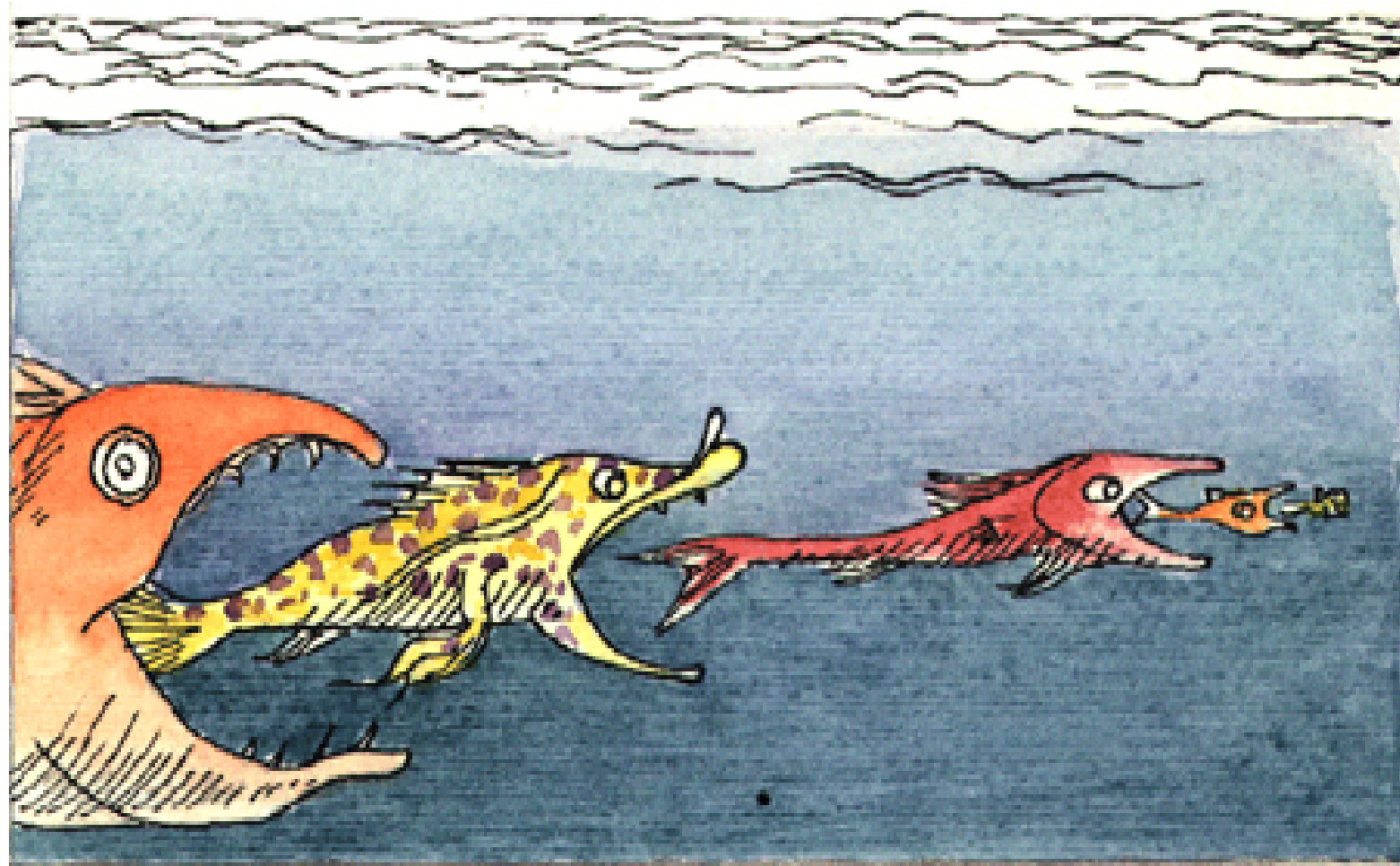


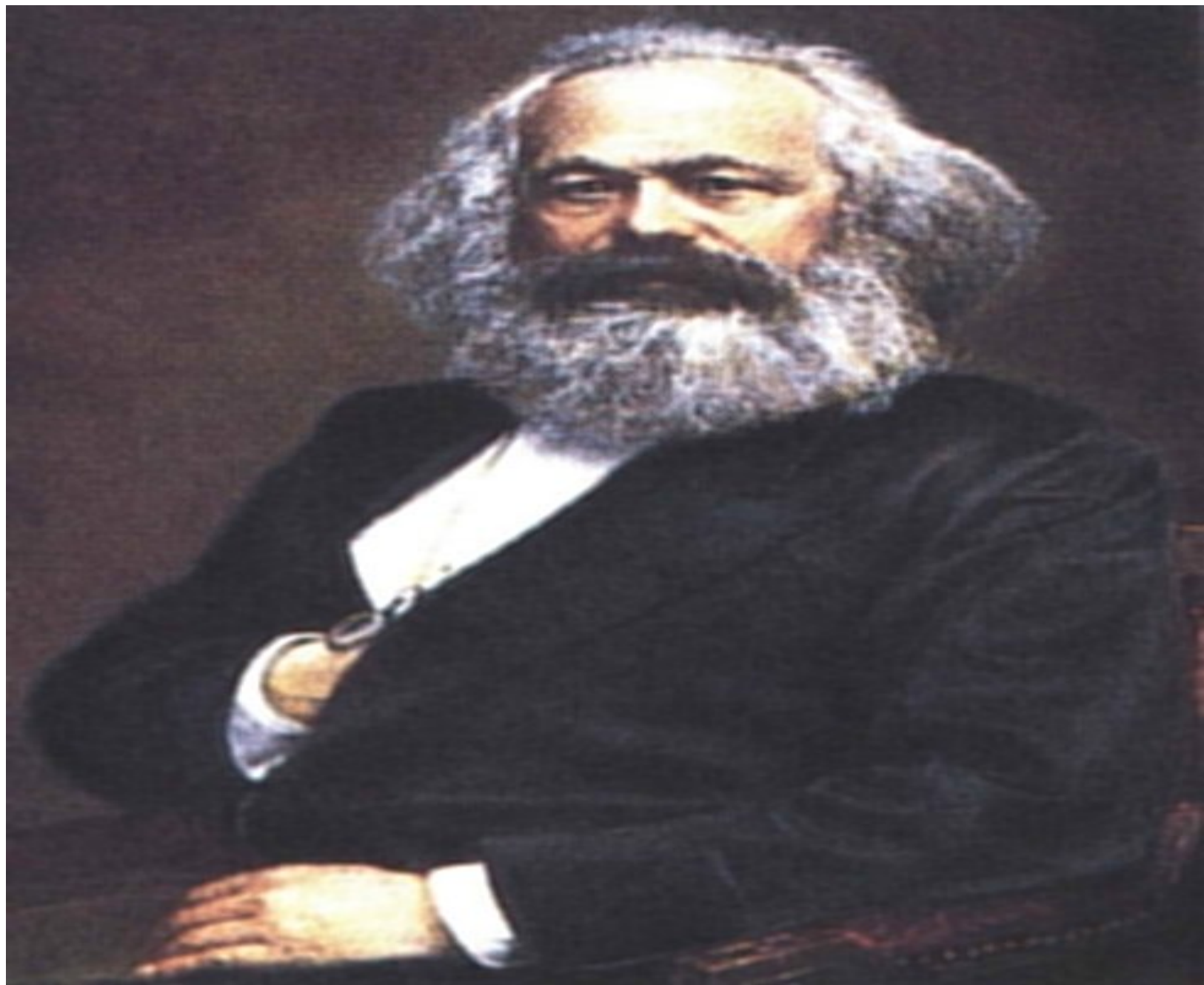


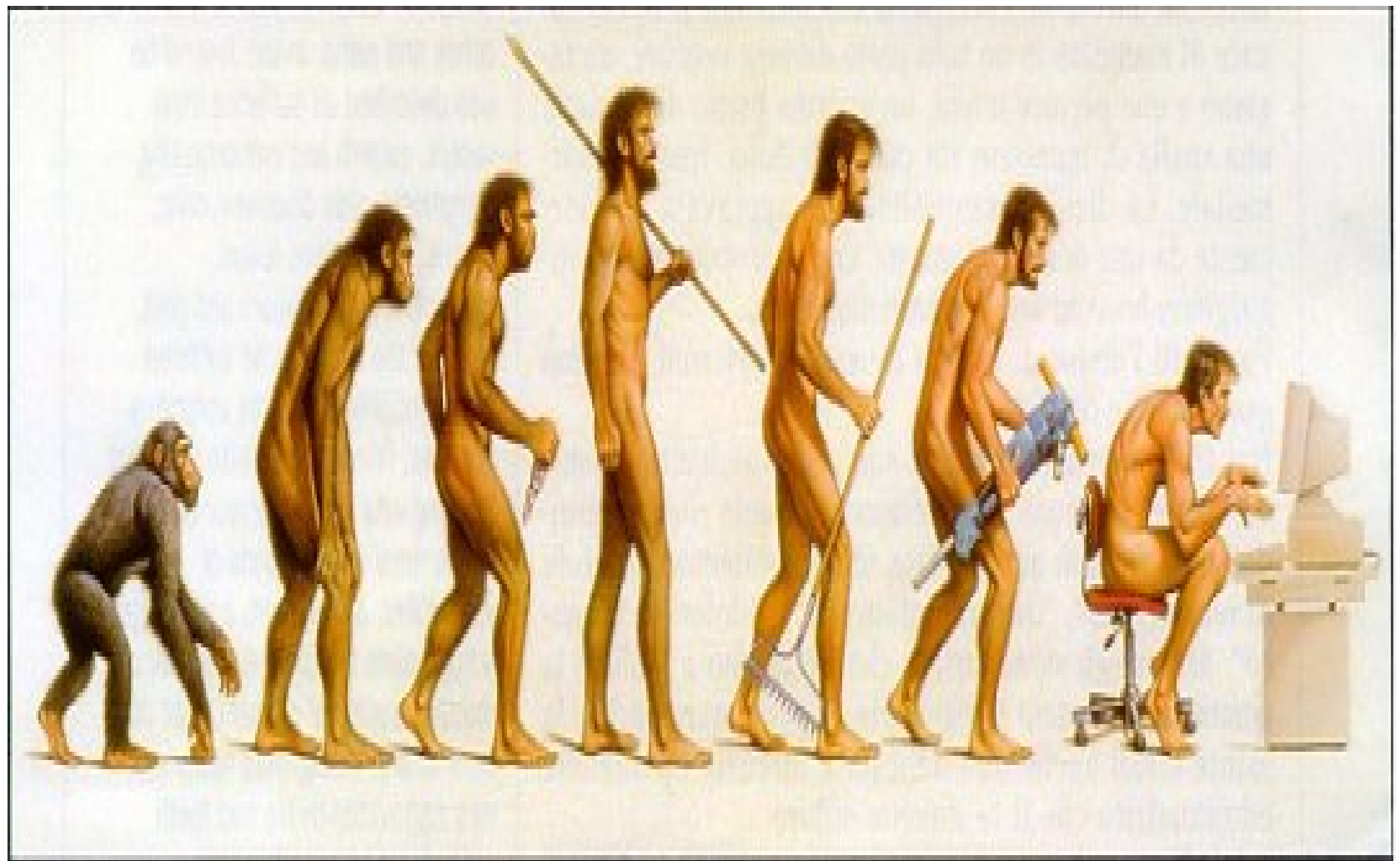
- **Asociatividad: La filosofía del Porqué.**
- **Asociatividad: ¿Cómo? - La experiencia del Grupo Surlat.**
- **Coyuntura y futuro: El sector lácteo chileno y el rol del Grupo Surlat. *(este último punto lo abordaremos en el espacio de las preguntas, así es más ameno y no me ponen la luz roja a falta de tiempo).***





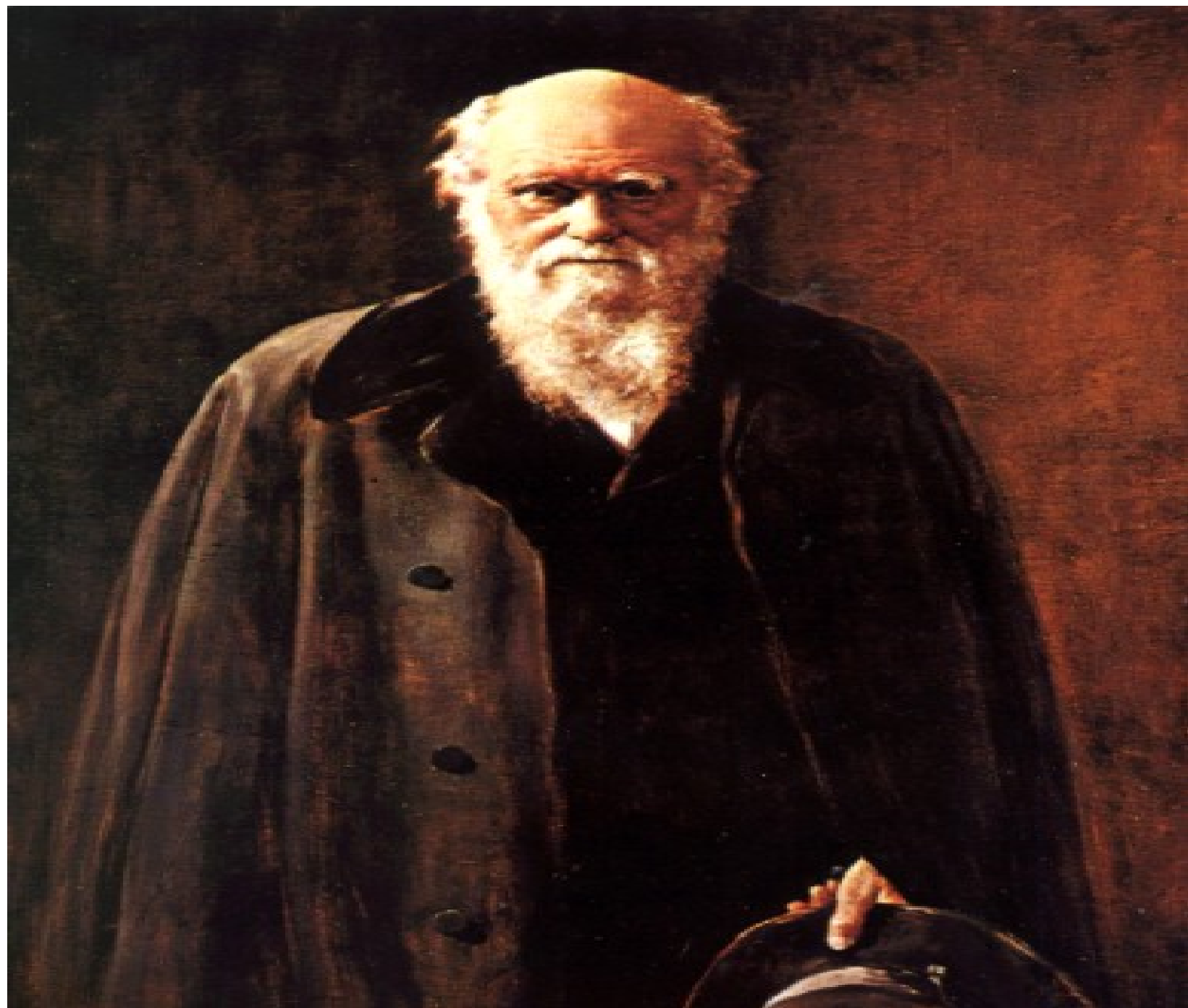














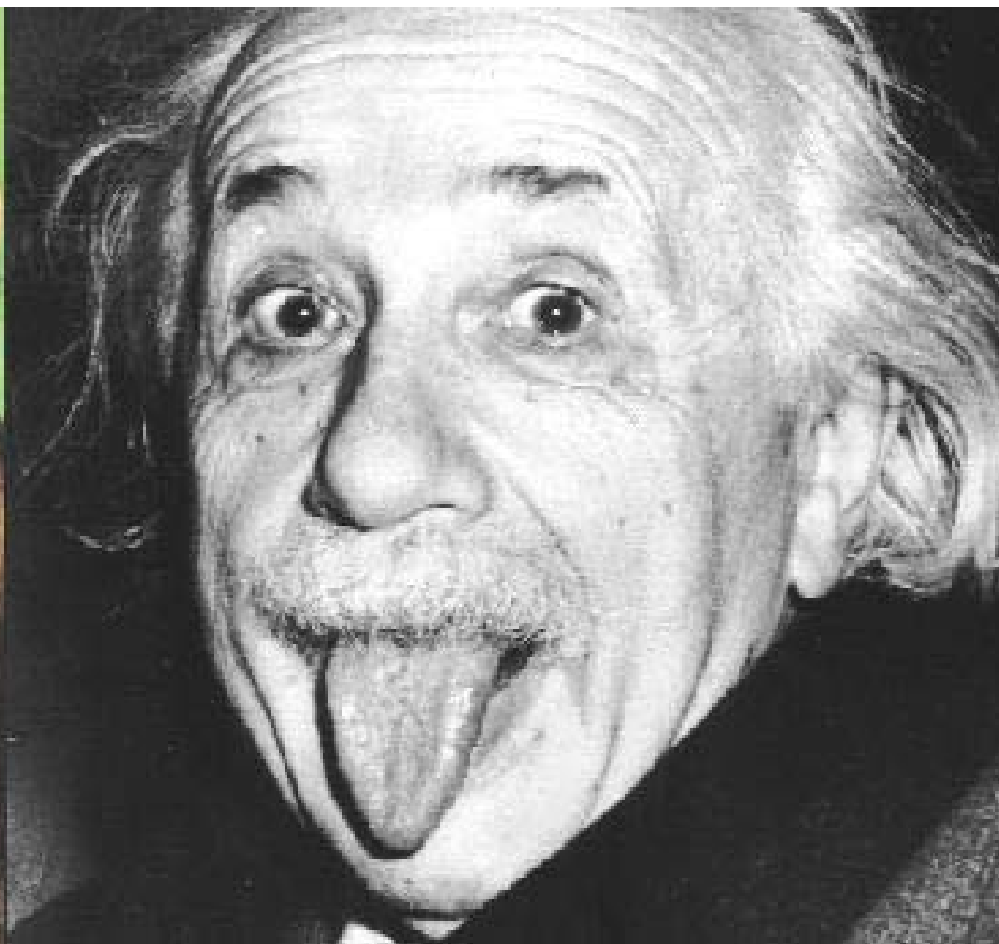
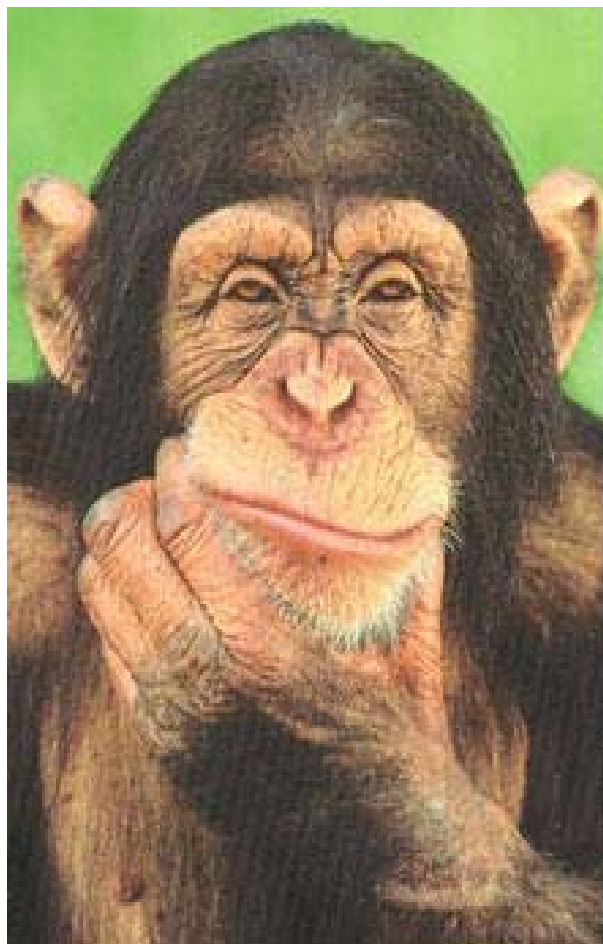




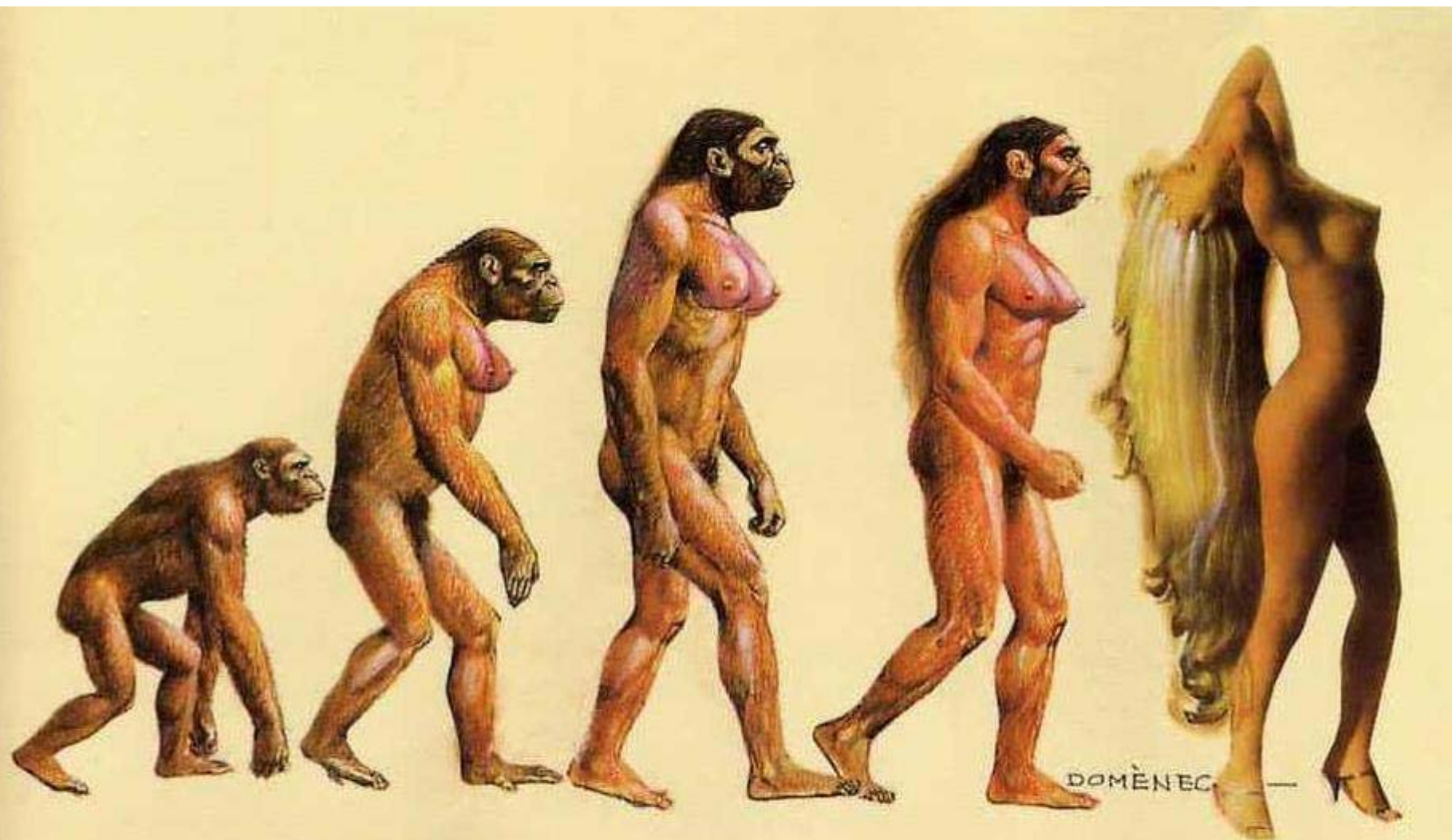


- **El avance en materia emocional e intelectual de las personas para lograr convivir asociadamente, representa, en síntesis, el desafío del futuro para nuestra sociedad, su desarrollo y por ende, su supervivencia. No será un comunismo agobiante, pero será un mejor congeniar con la gente que nos rodea día a día. A lo mejor, el Homo Sapiens del futuro no tendrá bilis, la que así no se le podrá subir...**









Evolució Evolución Evolution Évolution











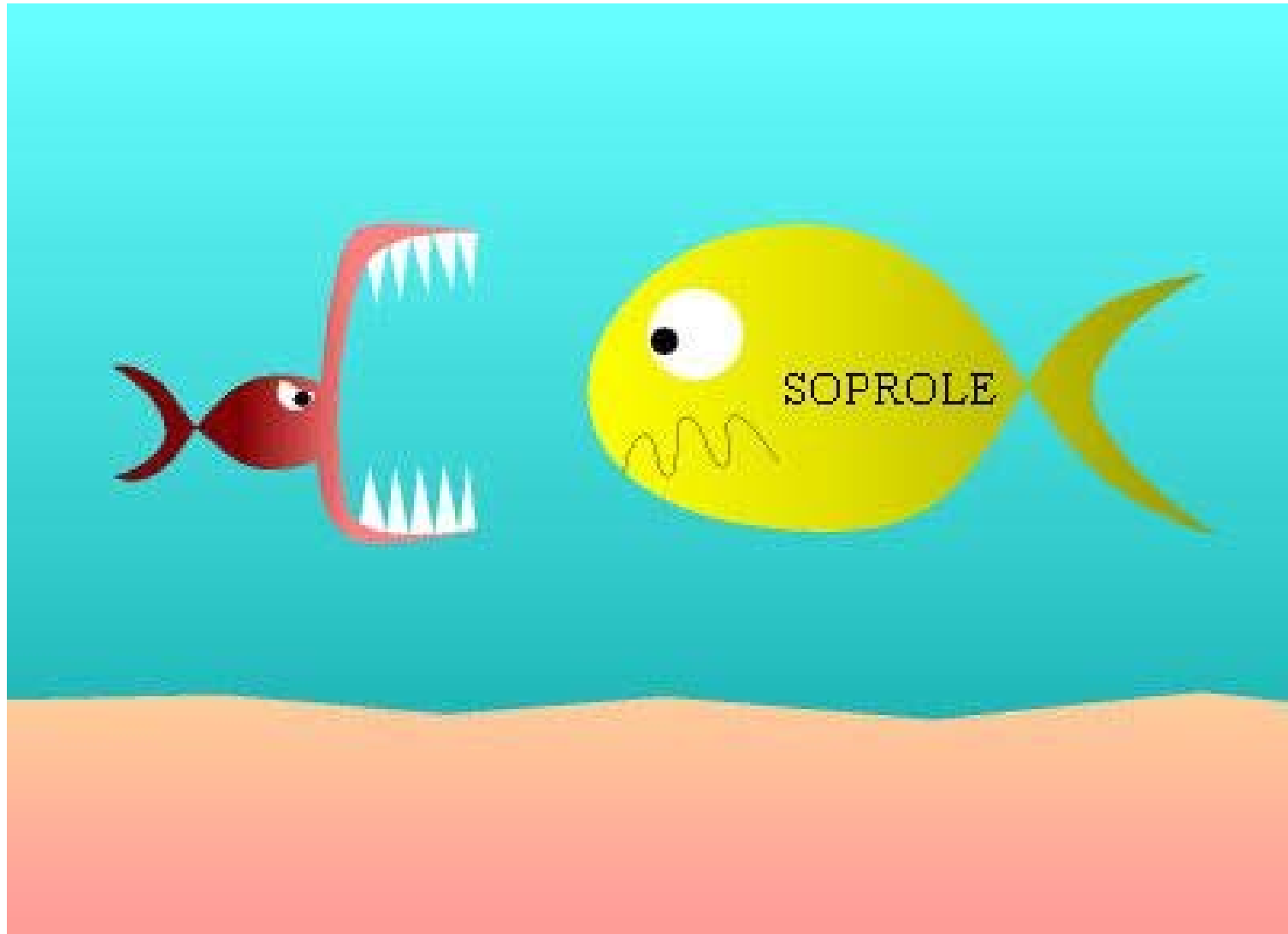














# Estadística Ventas Surlat y Quesos Chilesur

Según mercado de destino: Doméstico v/s Exterior, en pesos corrientes

| Sulat Industrial S.A. |                        |                      |                        |              |
|-----------------------|------------------------|----------------------|------------------------|--------------|
| Año                   | Ventas Domésticas (\$) | Ventas Exterior (\$) | Ventas Totales (\$)    | % Exterior   |
| 2003                  | 16.630.999.193         | 183.706.781          | 16.814.705.974         | 1,09%        |
| 2004                  | 21.171.642.120         | 1.724.734.127        | 22.896.376.247         | 7,53%        |
| 2005                  | 20.689.210.387         | 2.020.716.353        | 22.709.926.740         | 8,90%        |
| 2006                  | 24.766.570.187         | 128.015.399          | 24.894.585.586         | 0,51%        |
| 2007                  | 33.858.933.090         | 3.503.019.899        | 37.361.952.989         | 9,38%        |
| <b>Total</b>          | <b>117.117.354.977</b> | <b>7.560.192.559</b> | <b>124.677.547.536</b> | <b>6,06%</b> |

| Quesos Chilesur S.A. |                        |                      |                      |               |
|----------------------|------------------------|----------------------|----------------------|---------------|
| Año                  | Ventas Domésticas (\$) | Ventas Exterior (\$) | Ventas Totales (\$)  | % Exterior    |
| 2003                 | 0                      | 0                    | 0                    | -             |
| 2004                 | 0                      | 0                    | 0                    | -             |
| 2005                 | 0                      | 0                    | 0                    | -             |
| 2006                 | 1.010.101.299          | 805.041.921          | 1.815.143.220        | 44,35%        |
| 2007                 | 3.719.166.586          | 3.628.481.732        | 7.347.648.318        | 49,38%        |
|                      |                        |                      |                      | -             |
| <b>Total</b>         | <b>4.729.267.885</b>   | <b>4.433.523.653</b> | <b>9.162.791.538</b> | <b>48,39%</b> |

# Estadística Ventas Surlat y Quesos Chilesur

Por mercado de destino y producto, en pesos corrientes

| Sulat Industrial S.A. - Leche en Polvo |                    |                   |                    |                    |                      |
|----------------------------------------|--------------------|-------------------|--------------------|--------------------|----------------------|
| Año                                    | Cuba<br>(\$)       | Ecuador<br>(\$)   | México<br>(\$)     | Perú<br>(\$)       | Venezuela<br>(\$)    |
| 2003                                   | 125.996.230        | 47.182.164        | 0                  | 0                  | 0                    |
| 2004                                   | 412.058.472        | 0                 | 168.593.840        | 205.199.736        | 631.369.483          |
| 2005                                   | 418.188.614        | 0                 | 93.114.969         | 0                  | 143.842.376          |
| 2006                                   | 0                  | 0                 | 0                  | 0                  | 0                    |
| 2007                                   | 0                  | 0                 | 0                  | 0                  | 3.198.229.911        |
| <b>Total</b>                           | <b>956.243.316</b> | <b>47.182.164</b> | <b>261.708.809</b> | <b>205.199.736</b> | <b>3.973.441.770</b> |

| Sulat Industrial S.A. - Mantequilla |                   |                    |                        |                    |                   |                    |
|-------------------------------------|-------------------|--------------------|------------------------|--------------------|-------------------|--------------------|
| Año                                 | Canadá<br>(\$)    | Cuba<br>(\$)       | Estados Unidos<br>(\$) | México<br>(\$)     | Perú<br>(\$)      | Rusia<br>(\$)      |
| 2003                                | 0                 | 0                  | 0                      | 0                  | 0                 | 0                  |
| 2004                                | 0                 | 0                  | 0                      | 0                  | 0                 | 139.101.078        |
| 2005                                | 53.143.102        | 0                  | 209.015.683            | 0                  | 0                 | 0                  |
| 2006                                | 0                 | 0                  | 0                      | 120.945.171        | 0                 | 0                  |
| 2007                                | 30.258.562        | 147.644.840        | 55.165.612             | 27.604.420         | 44.116.554        | 0                  |
| <b>Total</b>                        | <b>83.401.664</b> | <b>147.644.840</b> | <b>264.181.295</b>     | <b>148.549.591</b> | <b>44.116.554</b> | <b>139.101.078</b> |

| Sulat Industrial S.A. y Quesos Chilesur - Queso |                       |                         |  |  |
|-------------------------------------------------|-----------------------|-------------------------|--|--|
| Año                                             | México Surlat<br>(\$) | México Chilesur<br>(\$) |  |  |
| 2003                                            | 0                     | 0                       |  |  |
| 2004                                            | 147.960.135           | 0                       |  |  |
| 2005                                            | 1.090.624.028         | 0                       |  |  |
| 2006                                            | 0                     | 805.041.921             |  |  |
| 2007                                            |                       | 3.628.481.732           |  |  |
| <b>Total</b>                                    | <b>1.238.584.163</b>  | <b>4.433.523.653</b>    |  |  |

| Sulat Industrial S.A. - Productos UHT |                   |  |  |  |
|---------------------------------------|-------------------|--|--|--|
| Año                                   | Aruba<br>(\$)     |  |  |  |
| 2003                                  | 10.528.387        |  |  |  |
| 2004                                  | 20.451.383        |  |  |  |
| 2005                                  | 12.787.581        |  |  |  |
| 2006                                  | 7.070.228         |  |  |  |
| 2007                                  | 0                 |  |  |  |
| <b>Total</b>                          | <b>50.837.579</b> |  |  |  |

# ESTADISTICA RECEPCIÓN LECHE FRESCA POR EMPRESA / CHILE (Registro Odepa)

|                |                                |                      |                      |                      |                      |                      |                | crecen en recepción    |              |
|----------------|--------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------|------------------------|--------------|
|                |                                |                      |                      |                      |                      |                      |                | disminuyen recepción   |              |
|                |                                |                      |                      |                      |                      |                      |                |                        |              |
| Empresa        | Litros leche Enero a Diciembre |                      |                      |                      |                      |                      | % del Total    | Diferencia 2006 a 2007 |              |
|                | año 2002                       | año 2003             | año 2004             | año 2005             | año 2006             | año 2007             | año 2007       | litros                 | %            |
| Soprole        | 388.990.505                    | 353.464.790          | 377.795.544          | 412.267.708          | 436.874.448          | 492.376.964          | 26,31%         | 55.502.516             | 12,70%       |
| Colún          | 267.951.079                    | 280.886.745          | 310.450.258          | 331.539.891          | 365.055.391          | 387.277.943          | 20,70%         | 22.222.552             | 6,09%        |
| Nestlé         | 338.528.503                    | 301.384.867          | 332.893.972          | 337.668.643          | 360.431.970          | 342.347.468          | 18,29%         | -18.084.502            | -5,02%       |
| Watts (Loncol) | 230.510.878                    | 210.310.777          | 235.632.478          | 211.072.312          | 224.562.245          | 210.452.108          | 11,25%         | -14.110.137            | -6,28%       |
| Grupo Surlat   | 56.805.015                     | 70.086.249           | 88.316.182           | 89.603.725           | 100.923.905          | 121.765.695          | 6,51%          | 20.841.790             | 20,65%       |
| Mulpulmo       | 65.092.928                     | 74.235.155           | 91.827.451           | 98.291.905           | 110.416.782          | 114.359.151          | 6,11%          | 3.942.369              | 3,57%        |
| Vialat + Dand  | 120.427.784                    | 120.768.650          | 69.981.616           | 93.983.810           | 93.435.976           | 73.140.403           | 3,91%          | -20.295.573            | -21,72%      |
| Lácteos Frutil | 32.449.707                     | 32.643.287           | 32.022.411           | 29.434.536           | 43.638.615           | 40.158.246           | 2,15%          | -3.480.369             | -7,98%       |
| Quillayes      | 35.467.842                     | 34.551.492           | 35.282.847           | 37.737.773           | 35.542.627           | 34.399.848           | 1,84%          | -1.142.779             | -3,22%       |
| Cuínco         | 16.574.743                     | 21.610.646           | 23.126.308           | 27.394.978           | 29.125.045           | 26.787.753           | 1,43%          | -2.337.292             | -8,03%       |
| Lacteos Puer   | 10.320.830                     | 17.607.107           | 30.541.196           | 20.038.761           | 0                    | 20.418.215           | 1,09%          | 20.418.215             | -            |
| Chilolac       | 28.323.957                     | 32.763.145           | 38.168.433           | 25.331.153           | 13.583.751           | 7.805.099            | 0,42%          | -5.778.652             | -42,54%      |
| Vitalac        | 13.392.685                     | 11.813.740           | 10.441.797           | 8.888.297            | 4.524.450            | 0                    | -              | -4.524.450             | -            |
| Otros          | 1.145.342                      | 1.042.634            | 0                    | 0                    | 0                    | 0                    | -              | 0                      |              |
| <b>TOTAL</b>   | <b>1.605.981.798</b>           | <b>1.563.169.284</b> | <b>1.676.480.493</b> | <b>1.723.253.492</b> | <b>1.818.115.205</b> | <b>1.871.288.893</b> | <b>100,00%</b> | <b>53.173.688</b>      | <b>2,92%</b> |





