## CCU

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## CCU S.A. REPORTS CONSOLIDATED SECOND QUARTER 2008

 AND YEAR TO DATE RESULTS
## SECOND QUARTER

Revenues Up 13.1\%, Operating Income Increased 34.7\%, EBITDA ${ }^{(1)}$ Up 21.9\%, Net Income Increased 85.8\% to US\$0.38 per ADR

YEAR TO DATE
Revenues Up 9.1\%, Operating Income Increased 14.4\%, EBITDA ${ }^{(1)}$ Up 12.0\%, Net Income Increased 31.9\% to US\$1.38 per ADR
(Santiago, Chile, August 6, 2008) -- CCU announced today its consolidated financial results, stated in Chilean GAAP for the second quarter and full year ended June 30, 2008. All US dollar figures are based on the exchange rate effective June 30, 2008 (US\$1.00 = Ch\$526.05).

## COMMENTS FROM THE CEO

We are very pleased with the results obtained during the second quarter of 2008. Consolidated volumes increased 13.9\%, resulting in an expansion in revenues of $13.1 \%$ in real terms and $23.1 \%$ in nominal terms. A particularly difficult challenge faced during this quarter was the unusually high inflation rate which accumulated during the last twelve months in Chile, it reached $8.9 \%$. According to Chilean GAAP, comparative figures must be adjusted for inflation. Nevertheless, we were able to grow our operating income, EBITDA and net income $34.7 \%, 21.9 \%$ and $85.8 \%$ respectively; in real terms, that means above inflation. These results are attributable to a better performance in almost all of our business segments during the quarter, as a consequence of strong volumes, higher margins and a controlled cost structure.

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The Chilean beer segment performed well during this period, with $5.0 \%$ higher operating income, mainly due to $3.5 \%$ higher volumes, as well as control over expenses, which served to offset higher costs of energy and raw materials during the quarter. The premium segment continued with its excellent performance growing double digits.

The Argentine beer business grew its revenues by $110.6 \%$ and improved its operating income by Ch\$1,316 million (US\$2.5 million), mainly due to a $52.9 \%$ growth in volumes as well as $34.6 \%$ higher prices in Chilean pesos. The results in Chilean pesos are distorted due to the variation of the exchange rate during the quarter. In dollar terms, revenues grew $78.4 \%$, prices -both because of structural changes and a higher premium mix- increased $15.2 \%$, and operating income improved US\$1.2 million. Last April 2, the acquisition in Argentina of Inversora Cervecera S.A. (ICSA) was completed, following the approval of the regulatory authorities. ICSA owns a brewery in Luján, Buenos Aires, with a nominal production capacity of 2.7 million hectoliters per year, and Palermo, Bieckert and Imperial beer brands, which together represent approximately $5.8 \%$ of the Argentine beer market. Higher volumes and revenues are partially explained by the acquisition of ICSA; without considering ICSA, volumes increased 11.2\%.

The non-alcoholic beverages segment (soft drinks, nectars and mineral water segment) had an excellent performance, increasing its revenues by $8.5 \%$ and its operating income by $128.7 \%$, mainly as a consequence of higher volumes, which grew on average by $9.1 \%$ and better direct margins. All categories increased their volumes: soft drinks grew by $8.9 \%$, mineral water $12.2 \%$, and nectars, $6.5 \%$.

The spirits category also evolved very positively during the quarter, improving its operating results by $152.6 \%$, mainly as a consequence of Compañía Pisquera de Chile's (CPCh) focus on premium products and cocktails, in addition to the positive performance of "Sierra Morena" rum, launched in May 2007.

On the other hand, the wine business was affected by lower export volumes and by the appreciation of the Chilean peso versus the US dollar of 10.8\% (nominal Ch\$57 per dollar) in relation to the average US dollar of the second quarter last year. As a consequence, revenues decreased $9.6 \%$ and operating results declined $5.2 \%$. On July 15, we announced the negotiations for the merger between Viña San Pedro S.A. (VSP) and Viña Tarapacá S.A. (VT), with an exchange relation of $60 \%-40 \%$, respectively. Previous to the merger, CCU agreed to buy from Compañía Chilena de Fósforos S.A. (CCF) shares representing $25 \%$ of the equity of VT, at a price of US $\$ 33.1$ million. As a consequence, the shareholders ownership of the resulting society of the merger will be approximately as follows: CCU $44.9 \%$, CCF $30.0 \%$ and other shareholders $25.1 \%$. This operation will strengthen CCU's wine business, improving its bottled brands portfolio in both, domestic and export markets. The shareholders of both companies must approve this transaction. ${ }^{2}$

[^1]
## CONSOLIDATED INCOME STATEMENT HIGHLIGHTS (Exhibits 1 \& 2)

## REVENUES

Q2'08 Total revenues increased $13.1 \%$ to $\mathrm{Ch} \$ 148,846$ million (US $\$ 283.0$ million), as a result of $13.9 \%$ higher consolidated sales volumes ( $6.3 \%$ excluding last twelve months acquisitions), partially offset by $0.7 \%$ lower average prices. Consolidated volumes growth is explained by increases of 52.9\% in beer Argentina, $9.1 \%$ in the non-alcoholic beverage segment and $3.5 \%$ in beer Chile, partially offset by lower volumes in wines and spirits. The decrease in average prices in Chile is explained by lower prices in real terms in most business segments with the exception of spirits business.

YTD Accumulated revenues increased 9.1\% amounting to Ch\$336,726 million (US\$640.1 million).


Revenues by segment

|  | Q2 (US\$ million) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2007 |  |  |  | $\mathbf{2 0 0 8}$ |
| Beer - Chile | 88.0 | $35.2 \%$ | $\mathbf{9 1 . 3}$ | $\mathbf{3 2 . 3} \%$ | $3.7 \%$ |
| Beer - Argentina | 25.0 | $10.0 \%$ | $\mathbf{5 2 . 6}$ | $\mathbf{1 8 . 6 \%}$ | $\mathbf{1 1 0 . 6 \%}$ |
| Non-alcoholics | 67.4 | $26.9 \%$ | $\mathbf{7 3 . 1}$ | $\mathbf{2 5 . 8 \%}$ | $8.5 \%$ |
| Wine | 45.4 | $18.1 \%$ | $\mathbf{4 1 . 0}$ | $\mathbf{1 4 . 5} \%$ | $-9.6 \%$ |
| Spririts | 19.0 | $7.6 \%$ | $\mathbf{1 9 . 0}$ | $\mathbf{6 . 7} \%$ | $0.1 \%$ |
| Others | 5.4 | $2.2 \%$ | $\mathbf{5 . 9}$ | $\mathbf{2 . 1 \%}$ | $9.2 \%$ |
| TOTAL | 250.2 | $100.0 \%$ | $\mathbf{2 8 3 . 0}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 3 . 1} \%$ |


|  | Year to Date (US\$ million) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2007 |  | $\mathbf{2 0 0 8}$ |  | \% Chg. |
| Beer - Chile | 231.9 | $39.5 \%$ | $\mathbf{2 4 6 . 4}$ | $\mathbf{3 8 . 5 \%}$ | $6.2 \%$ |
| Beer - Argentina | 66.3 | $11.3 \%$ | $\mathbf{9 5 . 7}$ | $\mathbf{1 5 . 0} \%$ | $44.3 \%$ |
| Non-alcoholics | 162.3 | $27.7 \%$ | $\mathbf{1 7 9 . 1}$ | $\mathbf{2 8 . 0} \%$ | $10.3 \%$ |
| Wine | 82.1 | $14.0 \%$ | $\mathbf{7 2 . 2}$ | $\mathbf{1 1 . 3} \%$ | $-12.1 \%$ |
| Spririts | 33.1 | $5.6 \%$ | $\mathbf{3 4 . 4}$ | $\mathbf{5 . 4 \%}$ | $3.9 \%$ |
| Others | 10.7 | $1.8 \%$ | $\mathbf{1 2 . 3}$ | $\mathbf{1 . 9 \%}$ | $15.5 \%$ |
| TOTAL | 586.5 | $100.0 \%$ | $\mathbf{6 4 0 . 1}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{9 . 1 \%}$ |

## GROSS PROFIT

Q2'08 Increased 18.1\% to Ch\$75,201 million (US\$143.0 million) as a result of $13.1 \%$ higher revenues, partially offset by $8.4 \%$ higher cost of goods sold, which amounted to Ch\$73,645 million (US $\$ 140.0$ million). The increase in cost of goods sold is explained by higher costs in the beer businesses, both in Chile and Argentina, and in the non-alcoholic beverage segment. As a percentage of sales, cost of goods sold decreased from $51.6 \%$ in Q2'07 to $49.5 \%$ in Q2'08. Accordingly, in Q2'08, the gross profit margin, as a percentage of sales, increased from $48.4 \%$ to 50.5\%.

YTD Increased 10.8\%, amounting to Ch\$180,361 million (US $\$ 342.9$ million). The consolidated gross margin increased 0.8 percentage points to $53.6 \%$.

## OPERATING RESULT

Q2'08 Increased $34.7 \%$ to $\operatorname{Ch} \$ 14,622$ million (US\$27.8 million), mainly due to $18.1 \%$ higher gross profit, partially offset by higher selling, general and administrative (SG\&A) expenses. SG\&A expenses increased 14.7\%, reaching Ch $\$ 60,579$ million (US\$115.2 million) in Q2'08, mainly due to higher SG\&A expenses in the beer businesses, both in Chile and Argentina, and in the non-alcoholic beverage segment. SG\&A expenses as a percentage of sales increased from $40.1 \%$ in Q2'07 to $40.7 \%$ in Q2'08, mainly as a result of higher transportation costs due to higher cost of fuel, partially offset by lower marketing rate. The consolidated operating margin for the period increased from $8.2 \%$ to $9.8 \%$.

YTD Increased 14.4\%, amounting to Ch\$56,522 million (US\$107.4 million). The consolidated operating margin increased 0.8 percentage points to $16.8 \%$.

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Operating Income and Operating Margin by Segment

|  | Q2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income (US\$ million) |  |  | Operating Margin |  |
|  | 2007 | 2008 | \% Chg | 2007 | 2008 |
| Beer - Chile | 14.6 | 15.3 | 5.0\% | 16.5\% | 16.7\% |
| Beer - Argentina | -2.2 | 0.3 | NM | -8.9\% | 0.6\% |
| Non-alcoholics | 2.4 | 5.5 | 128.7\% | 3.6\% | 7.5\% |
| Wine | 4.1 | 3.9 | -5.2\% | 9.1\% | 9.6\% |
| Spirits | 1.1 | 2.7 | 152.6\% | 5.6\% | 14.3\% |
| Others | 0.7 | 0.1 | -86.9\% | 12.2\% | 1.5\% |
| TOTAL | 20.6 | 27.8 | 34.7\% | 8.2\% | 9.8\% |


|  | Year to Date |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income (US\$ million) |  |  | Operating Margin |  |
|  | 2007 | 2008 | \%Chg | 2007 | 2008 |
| Beer - Chile | 65.5 | 69.0 | 5.3\% | 28.3\% | 28.0\% |
| Beer - Argentina | 3.7 | 5.9 | 59.3\% | 5.5\% | 6.1\% |
| Non-alcoholics | 15.1 | 23.5 | 55.7\% | 9.3\% | 13.1\% |
| Wine | 4.9 | 3.1 | -38.0\% | 6.0\% | 4.2\% |
| Spirits | 1.9 | 4.2 | 119.7\% | 5.8\% | 12.2\% |
| Others | 2.8 | 1.8 | -36.6\% | 26.2\% | 14.4\% |
| TOTAL | 94.0 | 107.4 | 14.4\% | 16.0\% | 16.8\% |

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## $E B I T D A^{(3)}$

Q2'08 Increased 21.9\% to Ch\$27,652 million (US\$52.6 million) compared to Q2'07, while the consolidated EBITDA margin (EBITDA as a percentage of sales) was 1.3 percentage points higher than in Q2'07, reaching 18.6\%.

YTD Increased 12.0\%, to Ch\$81,664 million (US\$155.2 million). The EBITDA margin increased 0.7 percentage points to $24.3 \%$.

## Q2'08 SEGMENT CONTRIBUTION TO EBITDA



EBITDA by Segment

|  | Q2 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | EBITDA (US\$ million) |  |  |  | EBITDA margin |  |
|  | 2007 | $\mathbf{2 0 0 8}$ | \% Chg | 2007 | $\mathbf{2 0 0 8}$ |  |
| Beer - Chile | 24.4 | $\mathbf{2 5 . 1}$ | $\mathbf{3 . 1 \%}$ | $27.7 \%$ | $\mathbf{2 7 . 5 \%}$ |  |
| Beer- Argentina | 0.8 | $\mathbf{4 . 5}$ | $\mathbf{4 8 5 . 0 \%}$ | $3.1 \%$ | $\mathbf{8 . 6 \%}$ |  |
| Non-alcoholics | 7.4 | $\mathbf{1 1 . 1}$ | $\mathbf{5 0 . 7 \%}$ | $11.0 \%$ | $\mathbf{1 5 . 2 \%}$ |  |
| Wine | 7.2 | $\mathbf{7 . 0}$ | $\mathbf{- 2 . 5 \%}$ | $15.9 \%$ | $\mathbf{1 7 . 1 \%}$ |  |
| Spirits | 1.9 | $\mathbf{3 . 7}$ | $\mathbf{9 4 . 2 \%}$ | $9.9 \%$ | $\mathbf{1 9 . 2 \%}$ |  |
| Others | 1.5 | $\mathbf{1 . 1}$ | $\mathbf{- 2 5 . 2 \%}$ | $27.0 \%$ | $\mathbf{1 8 . 5 \%}$ |  |
| TOTAL | 43.1 | $\mathbf{5 2 . 6}$ | $\mathbf{2 1 . 9 \%}$ | $17.2 \%$ | $\mathbf{1 8 . 6 \%}$ |  |

[^2]|  | Year to Date |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | EBITDA (US\$ million) |  |  | EBITDA margin |  |
|  | 2007 | 2008 | \% Chg | 2007 | 2008 |
| Beer - Chile | 85.0 | 89.7 | 5.6\% | 36.6\% | 36.4\% |
| Beer - Argentina | 9.8 | 12.6 | 27.9\% | 14.8\% | 13.1\% |
| Non-alcoholics | 25.0 | 34.3 | 37.4\% | 15.4\% | 19.2\% |
| Wine | 10.9 | 8.7 | -20.6\% | 13.3\% | 12.0\% |
| Spirits | 3.5 | 6.1 | 75.2\% | 10.6\% | 17.8\% |
| Others | 4.4 | 3.8 | -13.8\% | 41.0\% | 30.6\% |
| TOTAL | 138.6 | 155.2 | 12.0\% | 23.6\% | 24.3\% |

## NON-OPERATING RESULTS

Q2'08 Improved Ch\$584 million (US\$1.1 million) compared to the same quarter last year, from a loss of Ch $\$ 3,291$ million (US $\$ 6.3$ million) to a loss of $\mathrm{Ch} \$ 2,707$ million (US\$5.1 million). The improvement in non-operating results is mainly explained by:

- Foreign currency exchange result, which increased from a gain of Ch $\$ 298$ million (US $\$ 0.6$ million) to a gain of Ch\$2,713 million (US $\$ 5.2$ million), mainly due to the effect of the US dollar variation on CCU's assets and liabilities composition in foreign currency.
- Equity in net income of related companies, which improved from a loss of Ch\$244 million (US\$0.5 million) in Q2'07 to a gain of Ch\$212 million (US\$0.4 million) in Q2'08, mainly due to better results in all related companies and the consolidation of Viña Altaïr this year.
- Price level restatement, which improved from a loss of Ch\$1,139 million (US\$2.2 million) to a loss of Ch\$794 million (US\$1.5 million), due to higher inflation rates over the company's lower monetary asset position.

These positive effects were partially offset by:

- Net non-operating income/expenses, which decreased from a gain of Ch\$264 million (US $\$ 1.7$ million) in Q2'07 to a loss of Ch $\$ 1,022$ million (US\$2.8 million) this quarter, mainly due to the absence of the nonrecurring gain as a result of CCU's dilution in VSP's ownership during Q2'07 and higher non-recurrent expenses.
- Net interest expenses, which increased from Ch\$1,750 million (US\$3.3 million) in Q2'07 to Ch\$2,981 million (US\$5.7 million) in Q2'08, mainly due
to higher debt and negative real interest rates received on deposits, as a consequence of higher inflation rates.

YTD Improved from a loss of Ch\$6,364 million (US\$12.1 million) to a loss of Ch\$6,086 million (US\$11.6 million).

## NET INCOME

Q2'08 Increased 85.8\% from Ch\$6,834 million (US\$13.0 million) to Ch $\$ 12,698$ million (US\$24.1 million), mainly due to better operating and non-operating results and an income tax credit, partially offset by higher minority interest charges. Income tax credit is the result of a non-recurring tax loss, partially offset by higher taxes due to better results.

YTD Increased 31.9\% from Ch $\$ 35,022$ million (US $\$ 66.6$ million) to $\mathrm{Ch} \$ 46,177$ million (US $\$ 87.8$ million), mainly due to better operating and non-operating results and lower income taxes, partially offset by higher minority interest charges.

## SEGMENT HIGHLIGHTS (Exhibits 3 \& 4)

Revenues and operating margins have been separated by business segments. Revenues for each business segment have been categorized according to those derived from core beverage products and those derived from the sale of other non-core products. The results of the Company's plastic packaging division and the confectionery sales have been included in the "Others" business segment. In this segment, inter-company sales have been eliminated. Corporate overhead expenses have been allocated pro-rata to the individual business segments based on service level agreements. The results associated with Transportes CCU, the logistics subsidiary, which are not directly related to each business segment, are allocated based on the case volume handled from each product.
(** Note: the comments below refer to Q2'08.)

## BEER CHILE

Revenues increased $3.7 \%$ to $\operatorname{Ch} \$ 48,020$ million (US\$91.3 million), as a result of $3.5 \%$ higher sales volumes, partially offset by $0.8 \%$ lower real average prices.

Operating Income increased $5.0 \%$ to $\mathrm{Ch} \$ 8,042$ million (US $\$ 15.3$ million), mainly as a result of higher revenues, partially offset by higher cost of goods sold and SG\&A expenses. Cost of goods sold increased $4.5 \%$ to Ch\$20,980 million (US\$39.9 million), mainly due to higher direct and energy costs. As a percentage of sales, cost of goods sold increased from $43.4 \%$ in Q2'07 to $43.7 \%$ in Q2'08. SG\&A expenses increased $2.3 \%$ to Ch\$18,999 million (US\$36.1 million) mainly due to higher transportation expenses, partially
offset by lower investment in marketing. As a percentage of sales, SG\&A expenses decreased from $40.1 \%$ in Q2'07 to $39.6 \%$ in Q2'08. As a consequence, the operating margin increased from $16.5 \%$ in Q2'07 to 16.7\% in Q2'08.

EBITDA increased $3.1 \%$ to $\operatorname{Ch} \$ 13,225$ million (US\$25.1 million), while the EBITDA margin was $27.5 \%, 0.2$ percentage points lower than in Q2'07.

Comments The premium segment continued standing out, growing double digits during the quarter. In June, Escudo beer brand entered into the Marketing Hall of Fame in the category Great Chilean Product/Service Brand. Last July 23, the Free Competition Defense Court approved the agreement reached between the National Economic Prosecutor and Cervecera CCU Chile Ltda. This agreement established certain conditions that must be observed on the contracts with on-premise clients. Accordingly, the process initialized by the National Economic Prosecutor ended without applying any sanction or fine to Cervecera CCU Chile Ltda. ${ }^{4}$

## BEER ARGENTINA

Revenues measured in Chilean pesos increased 110.6\% from Ch\$13,130 million (US\$25.0 million) in Q2'07 to Ch\$27,648 million (US\$52.6 million) this quarter, mainly due to $52.9 \%$ higher sales volumes and $34.6 \%$ higher average prices. The results in Chilean pesos are distorted because the quarter is calculated as the accumulated results in US dollars as of June 2008 converted to Chilean pesos at the exchange rate of June 30, 2008, minus the results in US dollars as of March 2008 converted to Chilean pesos at the exchange rate of March 31, 2008, the latter adjusted by the Chilean Q2'08 inflation rate. In US dollar terms, revenues increased 78.4\% and prices $15.2 \%$, because of structural changes and a higher premium mix.

Operating Income measured in Chilean pesos improved Ch\$1,316 million (US\$2.5 million) from a loss of Ch\$1,163 million (US\$2.2 million) in Q2'07 to a gain of Ch\$154 million (US\$0.3 million) in Q2'08, as a result of higher revenues, partially offset by higher cost of goods sold and SG\&A expenses. Cost of goods sold increased $87.2 \%$, reaching Ch\$14,456 million (US\$27.5 million) this quarter mainly due to higher direct costs, salaries and raw material costs, as well as higher depreciation and energy costs, most of them related with the operations of the new plant in Luján, close to Buenos Aires, acquired last April. As a percentage of sales, cost of goods sold decreased from $58.8 \%$ in Q2'07 to $52.3 \%$ in Q2'08. SG\&A expenses, measured in Chilean pesos increased $98.4 \%$ from Ch\$6,571 million (US\$12.5 million) to Ch\$13,039 million (US $\$ 24.8$ million), mainly due to higher transportation and distribution expenses, related to higher volumes and higher cost of fuel, as well as higher

[^3]investment in marketing. As a percentage of sales, SG\&A expenses decreased from $50.0 \%$ in Q2'07 to $47.2 \%$ this quarter. The operating margin improved from a negative $8.9 \%$ in Q2'07 to a positive $0.6 \%$ in Q2'08. In US dollar terms the subsidiary in Argentina improved its operating result by US\$1.2 million.

EBITDA increased 485.0\% or Ch\$1,963 million (US\$3.7 million), from Ch\$405 million (US\$0.8 million) in Q2'07 to Ch\$2,367 million (US\$4.5 million) this quarter, while the EBITDA margin increased from $3.1 \%$ in Q2'07 to $8.6 \%$ in Q2'08. In US dollar terms the subsidiary in Argentina increased its EBITDA by US\$1.9 million.

Comments Last April 2, the acquisition of ICSA was completed, following the approval of the regulatory authorities. ICSA owns a brewery in Luján, Buenos Aires, with a nominal production capacity of 2.7 million hectoliters per year, and Palermo, Bieckert and Imperial beer brands, which together represent approximately $5.8 \%$ of the Argentine beer market. Higher volumes and revenues are partially explained by the acquisition of ICSA. Not considering ICSA, volumes increased $11.2 \%$. Last March, CCU Argentina extended its license agreement with Anheuser-Busch to produce, sell and distribute Budweiser beer in Argentina until December 2025.

## NON-ALCOHOLIC BEVERAGES

Revenues increased $8.5 \%$ to $\operatorname{Ch} \$ 38,458$ million (US $\$ 73.1$ million), due to $9.1 \%$ higher sales volumes, partially offset by $0.6 \%$ lower real average prices in the segment.

Operating Income increased $128.7 \%$ to Ch\$2,886 million (US\$5.5 million) this quarter, as a result of higher revenues, partially offset by higher cost of goods sold and SG\&A expenses. Cost of goods sold increased 4.0\% reaching Ch\$18,554 million (US\$35.3 million) during Q2'08, mainly due to higher energy costs and depreciation. As a percentage of sales, cost of goods sold decreased from $50.3 \%$ in Q2'07 to $48.2 \%$ this quarter, mainly due to lower per unit direct costs. SG\&A expenses increased $4.0 \%$ to $\operatorname{Ch} \$ 17,018$ million (US\$32.4 million), mainly due to higher transportation and personnel expenses, as well as higher investment in marketing. As a percentage of sales, SG\&A expenses decreased from $46.1 \%$ in Q2'07 to $44.3 \%$ this quarter. As a consequence, the operating margin increased from $3.6 \%$ in Q2'07 to $7.5 \%$ this quarter.

EBITDA increased $50.7 \%$ to $\operatorname{Ch} \$ 5,857$ million (US\$11.1 million), while the EBITDA margin was $15.2 \%$ of sales, 4.3 percentage points higher than in Q2'07.

Comments During the quarter, volumes had a positive performance in all categories: soft drinks increased $8.9 \%$, mineral water and nectars grew $12.2 \%$ and $6.5 \%$,
respectively. These good results are a consequence of the excellent performance executed at the point of sale; which is due to the segmentation program "Plan Punto Máximo" and better direct margins. During this period, "Propel" by Gatorade, a new sport drink with low carbohydrates and calories, was introduced to the market.

## WINE

Revenues decreased $9.6 \%$ to $\operatorname{Ch} \$ 21,592$ million (US $\$ 41.0$ million). Core products revenues decreased $7.2 \%$, due to $5.2 \%$ lower sales volumes and $2.1 \%$ lower real average prices in the Chilean export business when measured in Chilean pesos, partially offset by higher real prices in the Chilean domestic market and the Argentine operations. Chilean export price in US dollars increased 12.2\% during the quarter.

Operating Income decreased 5.2\% from Ch\$2,181 million (US\$4.1 million) to Ch\$2,068 million (US\$3.9 million) in Q2'08, mainly due to lower revenues, partially offset by lower cost of goods sold and SG\&A expenses. Cost of goods sold decreased 14.5\% from Ch\$14,649 million (US\$27.8 million) in Q2'07 to Ch\$12,527 million (US\$23.8 million) this quarter, mainly due to lower direct costs. As a percentage of sales, cost of goods sold decreased from $61.4 \%$ in Q2'07 to 58.0\% in Q2'08. SG\&A expenses decreased 0.7\% to Ch\$6,997 million (US\$13.3 million), mainly due to lower transportation and personnel expenses, partially offset by higher general expenses. As a percentage of sales, SG\&A expenses increased from $29.5 \%$ in Q2'07 to $32.4 \%$ this quarter. Accordingly, the operating margin improved from $9.1 \%$ in Q2'07 to $9.6 \%$ in Q2'08.

EBITDA decreased $2.5 \%$ to $\mathrm{Ch} \$ 3,703$ million (US\$7.0 million) in Q2'08, while the EBITDA margin improved from $15.9 \%$ in Q2'07 to $17.1 \%$ in Q2'08.

Comments The profitability of this segment was affected by lower sales volumes, in addition to the strong appreciation of the Chilean peso versus the US dollar of $10.8 \%$ (nominal Ch\$57 per dollar) in relation to the average US dollar of the second quarter last year. On July 15, the negotiations for the merger between VSP and VT were announced, with an exchange relation of $60 \%$ $40 \%$, respectively. Previous to the merger, CCU agreed to buy from CCF shares representing $25 \%$ of the equity of VT, at a price of US $\$ 33.1$ million. As a consequence, the shareholders ownership of the resulting society of the merger will be approximately as follows: CCU 44.9\%, CCF 30.0\% and other shareholders $25.1 \%$. This operation will strengthen CCU's wine business, improving its bottled brands portfolio in both, domestic and export markets. The shareholders of both companies must approve this transaction. ${ }^{5}$

[^4]SPIRITS

Revenues were flat, increasing $0.1 \%$ to $\mathrm{Ch} \$ 10,002$ million (US $\$ 19.0$ million), mainly due to $0.9 \%$ higher real average prices, partially offset by $1.2 \%$ lower sales volumes.

Operating Income improved 152.6\% from Ch\$564 million (US\$1.1 million) to Ch\$1,426 million (US\$2.7 million) in Q2'08, mainly due to lower cost of goods sold, partially offset by higher SG\&A expenses. Cost of goods sold decreased $17.5 \%$ to Ch\$4,621 million (US\$8.8 million) mainly due to lower direct costs. As a percentage of sales, cost of goods sold decreased from 56.0\% in Q2'07 to $46.2 \%$ in Q2'08. SG\&A expenses increased $3.3 \%$ to Ch\$3,955 million (US\$7.5 million) mainly due to higher transportation and personnel expenses, partially offset by lower depreciation and general expenses. As a percentage of sales, SG\&A expenses increased from 38.3\% in Q2'07 to 39.5\% this quarter. Accordingly, the operating margin increased from 5.6\% in Q2'07 to 14.3\% in Q2'08.

EBITDA increased $94.2 \%$ from Ch\$989 million (US\$1.9 million) to Ch\$1,921 million (US\$3.7 million), while the EBITDA margin increased from $9.9 \%$ in Q2'07 to 19.2\% this quarter.

Comments Profitability of this segment continues improving as a consequence of CPCh's focus on premium products and cocktails, in addition to an excellent performance of rum "Sierra Morena", lower costs of pisco alcohol and a more profitable mix of channels. During this period, "Ruta Piña Colada", a new cocktail, was introduced to the market.
(Five exhibits to follow)

[^5]Exhibit 1: Income Statement (Second Quarter 2008)


[^6]Exhibit 2: Income Statement (Six Months Ended June 30, 2008)

|  | Ch\$ millions |  | US\$ millions ${ }^{(1)}$ |  | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-June-08 | 30-June-07 | 30-June-08 | 30-June-07 |  |
| Net sales | 336,726 | 308,515 | 640.1 | 586.5 | 9.1\% |
| Cost of goods sold | $(156,364)$ | $(145,786)$ | (297.2) | (277.1) | 7.3\% |
| \% of sales | 46.4\% | 47.3\% | 46.4\% | 47.3\% |  |
| Gross profit | 180,361 | 162,729 | 342.9 | 309.3 | 10.8\% |
| \% of sales | 53.6\% | 52.7\% | 53.6\% | 52.7\% |  |
| SG\&A | $(123,840)$ | $(113,304)$ | (235.4) | (215.4) | 9.3\% |
| \% of sales | 36.8\% | 36.7\% | 36.8\% | 36.7\% |  |
| Operating income | 56,522 | 49,425 | 107.4 | 94.0 | 14.4\% |
| \% of sales | 16.8\% | 16.0\% | 16.8\% | 16.0\% |  |
| Non-operating result |  |  |  |  |  |
| Financial income | 861 | 1,334 | 1.6 | 2.5 | -35.5\% |
| Equity in Nl of rel. companies | 19 | (309) | 0.0 | (0.6) | NM |
| Other non-operating income | 1,243 | 1,672 | 2.4 | 3.2 | -25.6\% |
| Amortization of goodwill | $(1,509)$ | $(1,461)$ | (2.9) | (2.8) | 3.3\% |
| Interest expense | $(5,252)$ | $(4,250)$ | (10.0) | (8.1) | 23.6\% |
| Other non-operating expenses | $(2,060)$ | $(2,511)$ | (3.9) | (4.8) | -17.9\% |
| Price level restatement | (676) | $(1,227)$ | (1.3) | (2.3) | -44.9\% |
| Currency exchange result | 1,288 | $\underline{387}$ | $\underline{2.4}$ | 0.7 | 232.6\% |
| Total | $(6,086)$ | $(6,364)$ | (11.6) | (12.1) | -4.4\% |
| Income before taxes | 50,435 | 43,060 | 95.9 | 81.9 | 17.1\% |
| Income taxes | $(2,401)$ | $(7,321)$ | (4.6) | (13.9) | -67.2\% |
| Tax rate | 4.8\% | 17.0\% | 4.8\% | 17.0\% |  |
| Minority interest | $(1,883)$ | (746) | (3.6) | (1.4) | 152.5\% |
| Amort. of negative goodwill | 26 | 28 | 0.0 | 0.1 | -6.2\% |
| Net income | 46,177 | 35,022 | 87.8 | 66.6 | 31.9\% |
| \% of sales | 13.7\% | 11.4\% | 13.7\% | 11.4\% |  |
| Earnings per share | 144.98 | 109.96 | 0.28 | 0.21 | 31.9\% |
| Earnings per ADR | 724.91 | 549.79 | 1.38 | 1.05 |  |
| Weighted avg. shares (millions) | 318.5 | 318.5 | 318.5 | 318.5 |  |
| Depreciation | 24,740 | 23,159 | 47.0 | 44.0 | 6.8\% |
| Amortization | 403 | 313 | 0.8 | 0.6 | 28.6\% |
| EBITDA | 81,664 | 72,897 | 155.2 | 138.6 | 12.0\% |
| \% of sales | 24.3\% | 23.6\% | 24.3\% | 23.6\% |  |
| Capital expenditures | 33,183 | 24,424 | 63.1 | 46.4 | 35.9\% |

[^7]CCH
Exhibit 3: Segment Information - Second Quarter 2008

|  | Beer - Chile |  | Beer - Argentina |  | Non-Alcoholics** |  | Wine |  | Spirits |  | Others |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ |
| OPERATING RESULTS <br> (all figures in $\mathrm{Ch} \$$ millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |
| Core products | 46,635 | 45,393 | 26,863 | 13,051 | 38,247 | 35,252 | 20,270 | 21,832 | 9,855 | 9,886 | 3,125 | 2,863 |
| Other products | 1.385 | $\underline{905}$ | 785 | 78 | $\underline{211}$ | $\underline{204}$ | 1,322 | 2,041 | 148 | 109 | 0 | $\underline{0}$ |
| Total | 48,020 | 46,299 | 27,648 | 13,130 | 38,458 | 35,457 | 21,592 | 23,873 | 10,002 | 9,995 | 3,125 | 2,863 |
| \% change | 3.7\% |  | 110.6\% |  | 8.5\% |  | -9.6\% |  | 0.1\% |  | 9.2\% |  |
| Cost of sales | $(20,980)$ | $(20,071)$ | $(14,456)$ | $(7,721)$ | $(18,554)$ | $(17,836)$ | $(12,527)$ | $(14,649)$ | $(4,621)$ | $(5,602)$ | $(2,508)$ | $(2,046)$ |
| \% of sales | 43.7\% | 43.4\% | 52.3\% | 58.8\% | 48.2\% | 50.3\% | 58.0\% | 61.4\% | 46.2\% | 56.0\% | 80.2\% | 71.4\% |
| SG\&A | $(18,999)$ | $(18,566)$ | $(13,039)$ | $(6,571)$ | $(17,018)$ | $(16,359)$ | $(6,997)$ | $(7,043)$ | $(3,955)$ | $(3,829)$ | (572) | (468) |
| \% of sales | 39.6\% | 40.1\% | 47.2\% | 50.0\% | 44.3\% | 46.1\% | 32.4\% | 29.5\% | 39.5\% | 38.3\% | 18.3\% | 16.4\% |
| Operating profit | 8,042 | 7,662 | 154 | $(1,163)$ | 2,886 | 1,262 | 2,068 | 2,181 | 1,426 | 564 | 46 | 349 |
| \% change | 5.0\% |  | NM |  | 128.7\% |  | -5.2\% |  | 152.6\% |  | -86.9\% |  |
| \% of sales | 16.7\% | 16.5\% | 0.6\% | -8.9\% | 7.5\% | 3.6\% | 9.6\% | 9.1\% | 14.3\% | 5.6\% | 1.5\% | 12.2\% |
| Depreciation | 5,178 | 5,160 | 2,065 | 1,528 | 2,971 | 2,625 | 1,530 | 1,515 | 483 | 418 | 533 | 425 |
| Amortization | 5 | 5 | 149 | 40 | 0 | 0 | 105 | 103 | 12 | 7 | 0 | 0 |
| EBITDA | 13,225 | 12,827 | 2,367 | 405 | 5,857 | 3,887 | 3,703 | 3,798 | 1,921 | 989 | 579 | 774 |
| \% change | 3.1\% |  | 485.0\% |  | 50.7\% |  | -2.5\% |  | 94.2\% |  | -25.2\% |  |
| \% of sales | 27.5\% | 27.7\% | 8.6\% | 3.1\% | 15.2\% | 11.0\% | 17.1\% | 15.9\% | 19.2\% | 9.9\% | 18.5\% | 27.0\% |
|  | Beer - Chile |  | Beer - Argentina* |  | Non-Alcoholics** |  | Wine ${ }^{* * * *}$ |  | Spirits |  |  |  |
|  | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ |  |  |
| VOLUMES \& PRICING |  |  |  |  |  |  | Total |  |  |  |  |  |
|  |  | 881,188 |  | 501,992 |  | 1,066,640 |  |  | Total |  |  |  |
| Volume (HLs) \% change | $\begin{array}{r} 912,250 \\ 3.5 \% \end{array}$ |  | $\begin{array}{r} 767,775 \\ 52.9 \% \end{array}$ |  | $\begin{array}{r} 1,164,215 \\ 9.1 \% \end{array}$ |  | 227,752 | 240,167 | $51,349$ | 51,963 |  |  |
|  |  |  |  |  | Soft Drinks |  | Chile - Domestic |  |  |  |  |  |
|  |  |  |  |  | 785,958 | 721,618 | $\begin{array}{rrr}124,008 & 125,666 \\ -1.3 \%\end{array}$ |  |  |  |  |  |
|  |  |  |  |  | 8.9\% |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | Chile Bottled Exports |  |  |  |  |  |
|  |  |  |  |  | 167,909 | 157,603 | 91,357$-10.0 \%$ |  |  |  |  |  |
|  |  |  |  |  | 6.5\% |  |  |  |  |  |  |  |
|  |  |  |  |  | Mineral Water |  |  |  |  |  |  |  |
|  |  |  |  |  | $\begin{array}{rrr}210,347 \\ 12.2 \%\end{array} \quad 187,419$ |  | $\begin{array}{cc}\text { Argentina } \\ \mathbf{1 2 , 3 8 8} \\ -4.9 \% & \\ 13,024\end{array}$ |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |

Woumes include exports of $45.674 \mathrm{HL}(6.942 \mathrm{HL}$ to Chile) and 38.228 HL ( 14.286 HL to Chile) in Q2'08 and Q2'07, respective
Includes soft drinks (soft drinks, functional products, energy drinks, ice tea), nectars, minera and purfified water.
In unit cases, sales trom the soft drinks and mineral water segment totaled 21 milion and 19 million in Q2'08 and Q2'07, respectively.
". Volumes do not include bulk volumes of 24.037 HL ( 19.080 HL from Chile exports and 4.957 HL from Argentina) and 33.985 HL ( 27.555 HL from Chile exports and 6.430 HL from Argentina) in Q2'08 and Q2'07, respectively.

| Price (Ch\$ / HL) <br> \% change (real) | $\begin{array}{r} 51,121 \\ -0.8 \% \end{array}$ | 51,514 | $\begin{array}{r} 34,988 \\ 34.6 \% \end{array}$ | 25,999 | 32,852 | 33,050 | 89,002 | 90,902 | $\begin{array}{r} 191,912 \\ 0.9 \% \end{array}$ | 190,255 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | -0.6\% |  | -2.1\% |  |  |  |
|  |  |  |  |  | Soft Drinks |  | Chile - Domestic |  |  |  |
|  |  |  |  |  | 31,765 | 31,773 | 60,909 58,179 |  |  |  |
|  |  |  |  |  | 0.0\% |  | 4.7\% |  |  |  |
|  |  |  |  |  | Nect |  | Chile Bottled Exports |  |  |  |
|  |  |  |  |  | 44,261 | 45,648 | $\begin{array}{rr} 118,202 & 126,405 \\ -6.5 \% & \\ \hline \end{array}$ |  |  |  |
|  |  |  |  |  | -3.0\% |  |  |  |  |  |  |
|  |  |  |  |  | Mineral Water |  |  |  |  |  |
|  |  |  |  |  | 27,810 | 27,372 | Argentina |  |  |  |
|  |  |  |  |  | 1.6\% |  | 154,875 | 130,017 |  |  |
|  |  |  |  |  |  |  | 19.1\% |  |  |  |

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Exhibit 4: Segment Information - Six Months Ended June 30, 2008


Volumes include exports of 115.983 HL ( 21.810 HL to Chile) and 86.290 HL ( 27.253 HL to Chile) in 2008 and 2007 , respectively.
Incluces soft drinks (soft drinks, functional products, energy drinks, ice tea), nectars, mineral and purified water.

- Volumes, sales from the soft drink and mineral water segment totaled 51 million and 45 million in 2008 and 2007 , respectively.

|  |  |  |  |  | To |  | Tot |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Price (Ch\$ / HL) | 51,249 | 51,460 | 30,102 | 27,369 | 32,499 | 32,911 | 86,810 | 92,006 | 189,085 | 188,258 |
| \% change (real) | -0.4\% |  | 10.0\% |  | -1.3\% |  | -5.6\% |  | 0.4\% |  |


| Soft Drinks |  | Chile - Domestic |  |
| :---: | :---: | :---: | :---: |
| 31,735 | 32,071 | 59,356 | 58,806 |
| -1.0\% |  | 0.9\% |  |
| Nectars |  | Chile - Export |  |
| 44,962 | 46,267 | 118,370 | 128,026 |
| -2.8\% |  | -7.5\% |  |
| Mineral Water |  |  |  |
| 28,140 | 28,040 | Argen |  |
| 0.4\% |  | 137,953 | 121,194 |
|  |  | 13.8\% |  |

## CCU

## Exhibit 5: Balance Sheet

| ASSETS | Ch\$ millions |  | US\$ millions ${ }^{(1)}$ |  | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-June-08 | 30-June-07 | 30-June-08 | 30-June-07 |  |
| Cash \& equivalents | 42,579 | 44,958 | 80.9 | 85.5 | -5.3\% |
| Other current assets | 223,659 | 193,327 | 425.2 | 367.5 | 15.7\% |
| Total current assets | 266,238 | 238,285 | 506.1 | 453.0 | 11.7\% |
| PP\&E, net | 433,937 | 383,787 | 824.9 | 729.6 | 13.1\% |
| Other assets | 139,058 | 111,540 | 264.3 | 212.0 | 24.7\% |
| TOTAL ASSETS | 839,233 | 733,612 | 1,595.3 | 1,394.6 | 14.4\% |
| LIABILITIES \& STOCKHOLDERS' EQUITY |  |  |  |  |  |
| Short-term debt ${ }^{(2)}$ | 11,486 | 14,314 | 21.8 | 27.2 | -19.8\% |
| Other current liabilities | 112,701 | 94,956 | 214.2 | 180.5 | 18.7\% |
| Total current liabilities | 124,187 | 109,270 | 236.1 | 207.7 | 13.7\% |
| Long-term debt ${ }^{(2)}$ | 169,371 | 126,515 | 322.0 | 240.5 | 33.9\% |
| Other long-term liabilities | 55,144 | 50,863 | 104.8 | $\underline{96.7}$ | 8.4\% |
| Total long-term liabilities | 224,514 | 177,378 | 426.8 | 337.2 | 26.6\% |
| Minority interest | 55,616 | 54,094 | 105.7 | 102.8 | 2.8\% |
| Stockholders' equity | 434,916 | 392,869 | 826.8 | 746.8 | 10.7\% |
| TOTAL LIABILITIES \& |  |  |  |  |  |
| STOCKHOLDERS' EQUITY | 839,233 | 733,612 | 1,595.3 | 1,394.6 | 14.4\% |

## OTHER FINANCIAL INFORMATION

|  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Total financial debt | 180,857 | 140,829 | 343.8 | 267.7 | $28.4 \%$ |
| Net debt ${ }^{(3)}$ | 138,278 | 95,871 | 262.9 | 182.2 | $44.2 \%$ |


| Liquidity ratio | 2.14 | 2.18 |
| :--- | :--- | :--- |
| Debt / Capitalization | 0.27 | 0.24 |

[^8]
[^0]:    ${ }^{(1)}$ EBITDA represents operating income plus the sum of depreciation and amortization. EBITDA is not a calculation based on generally accepted accounting principles. For more detail, please see full note before the exhibits. Please see reconciliation of EBITDA to operating income on exhibits 1 to 4 .

[^1]:    ${ }^{2}$ For more details please see relevant information and press releases on www.ccu-sa.com.

[^2]:    ${ }^{3}$ Please see the note before the exhibits.

[^3]:    ${ }^{4}$ For more details please see relevant information and press releases on www.ccu-sa.com.

[^4]:    ${ }^{5}$ For more details please see relevant information and press releases on www.ccu-sa.com.

[^5]:    Note: EBITDA represents operating income plus the sum of depreciation and amortization. EBITDA is not a calculation based on generally accepted accounting principles. The amounts in the EBITDA calculation, however, are derived from amounts included in the historical statements of income data. EBITDA is presented as supplemental information because management believes that EBITDA is useful in assessing the Company's operations. EBITDA is useful in evaluating the operating performance compared to that of other companies, as the calculation of EBITDA eliminates the effects of financing, income taxes and the accounting of capital spending, which items may vary for reasons unrelated to overall operating performance. When analyzing the operating performance, however, investors should use EBITDA in addition to, not as an alternative for, operating income and net income, as those items are defined by GAAP. Investors should also note that CCU's presentation of EBITDA may not be comparable to similarly titled measures used by other companies. Please see reconciliation of EBITDA to operating income on exhibits 1 to 4.

[^6]:    (1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 526$

[^7]:    (1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 526$

[^8]:    (1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 526.05$
    (2) Includes only financial debt
    (3) Total financial debt minus cash \& equivalents

