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# CCU S.A. REPORTS CONSOLIDATED FOURTH QUARTER 2008 AND FULL YEAR RESULTS ${ }^{1}$ 

## FOURTH QUARTER

Revenues Up 23.5\%, Operating Income Increased 4.5\%, EBITDA ${ }^{2}$ Up 9.7\%, Net Income Decreased $38.3 \%$ to US\$0.58 per ADR

FULL YEAR
Revenues Up 14.3\%, Operating Income Increased 9.7\%, EBITDA ${ }^{2}$ Up 10.5\%, Net Income Decreased 4.2\% to US\$2.04 per ADR
(Santiago, Chile, January 29, 2009) -- CCU (NYSE: CCU) announced today its consolidated financial results, stated in Chilean GAAP for the fourth quarter and full year ended December 31, 2008. All US dollar figures are based on the exchange rate effective December 31, 2008 (US\$1.00 = Ch\$636.45).

## COMMENTS FROM THE CEO ${ }^{3}$

We are satisfied with the 2008 fourth quarter results. Consolidated volumes increased by $8.4 \%$, breaking down as follows: 2.1 points represent the organic growth, 5.4 points the acquisition of ICSA in Argentina and 0.9 points the consolidation of Viña Tarapacá's (VT) volumes, recently merged with Viña San Pedro (VSP). The quarter's growth in volumes in addition to higher average prices, especially in beer Argentina and wines, resulted in $23.5 \%$ increase in revenues. The operating income and EBITDA increased $4.5 \%$ and $9.7 \%$, respectively ( $3.1 \%$ and $7.2 \%$, respectively before consolidating VT). The company's bottom line showed a $38.3 \%$ decrease during the quarter mainly due to the absence this

[^0]year of a non-recurring gain obtained in 2007, related with the association with Nestlé in the water business.

The Chilean beer business operating income and EBITDA decreased by $8.6 \%$ and $5.3 \%$, respectively, mainly due to higher raw materials cost in US dollar and the effect of the Chilean peso devaluation against the US dollar of $27.1 \%$. Revenues grew by $3.1 \%$ during the quarter, mostly explained by $2.7 \%$ higher sales volumes and $0.1 \%$ higher real average prices. Sales had a good performance after the $6 \%$ price increase implemented last October for the mainstream products. The premium brands stood out during the quarter, increasing its volumes double digits in spite of a $9.3 \%$ price increase last August. In December we introduced a new non-alcoholic beer in the market, "CERO, $0^{\circ}$ de Cristal", which maintains the beer flavor and properties, but contains no alcohol. Non-alcoholic beer development responds to new consumers' needs.

The Argentine beer business operating results and EBITDA in Chilean pesos increased by $116.1 \%$ and $120.8 \%$. They are distorted due to inflation and exchange rate variations during the quarter. In US dollar terms, operating income and EBITDA increased by 56.8\% and $44.3 \%$, respectively, due to higher revenues of $57.5 \%$, partially offset by higher costs and expenses. Higher revenues are explained by $36.6 \%$ higher sales volumes -due to a warmer season and the acquisition of ICSA brands- as well as $12.3 \%$ higher prices in dollar terms. Higher prices result from a higher share of premium products and one-way packaging in our mix, as well as a nominal price increase to partially offset the rising cost environment. The new brands explained $26.2 \%$ of the growth in volumes. Organic growth in the quarter was $10.4 \%$ year over year without considering those brands.

During the quarter, the operating income and EBITDA of the non-alcoholic beverages segment decreased by $16.5 \%$ and $12.4 \%$, respectively, mainly due to lower volumes, higher packaging costs in US dollar and the devaluation of the Chilean peso. The segment showed a drop of $1.6 \%$ in volumes with higher prices in real terms of $0.1 \%$.

In the wine business, the merge between VSP and VT was accomplished on December $9^{\text {th }}$, and for reporting purposes, the authorities requested VSP to consolidate the last quarter of VT's operation in the results of the new entity, Viña San Pedro Tarapacá S.A. (VSPT). The broader brand portfolio improves the mix with better average domestic and export prices. The merge will also bring synergies through rationalization of industrial operations, supply chain optimization and economies of scale in back office and sales operations.

The wine business before and after consolidating the VT fourth quarter results showed a good performance. Operating results and EBITDA increased by $110.7 \%$ and $73.2 \%$, respectively ( $62.1 \%$ and $23.7 \%$, respectively before VT). The average real price in Chilean pesos was $37.3 \%$ higher in the quarter ( $23.7 \%$ before VT) -positively affected by a depreciation of the Chilean peso- resulting in an increase of revenues of $50.6 \%$ ( $13.6 \%$ before VT).

The spirits segment contributed with a higher operational result and EBITDA of $44.0 \%$ and $43.1 \%$, respectively, as a consequence of lower real costs per Hl and marketing expenses
coherent with a long-term marketing rate. Compañía Pisquera de Chile (CPCh) continued placing focus on the premium pisco segment and cream-based cocktails, introducing Campanario Melon and Campanario Melon Tuna Colada in December 2008. For the first time the company exported to USA a pisco-based cocktail, "Carillon Mango".

We are satisfied with the quarter results notwithstanding they were adversely affected by higher raw material and packaging costs in US dollar and a nominal average devaluation of the Chilean peso of $27.1 \%$ against the dollar during the last quarter versus the same period a year ago.

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

## REVENUES

Q4'08 Total revenues increased $23.5 \%$ to $\mathrm{Ch} \$ 254,539$ million (US $\$ 399.9$ million), as a result of higher consolidated volumes and higher average prices. Consolidated volumes growth is mainly explained by increases of $36.6 \%$ in beer Argentina, 2.7\% in beer Chile, $33.3 \%$ in Chilean exports wine, $8.5 \%$ in nectars, $8.4 \%$ in Argentine wine and $0.4 \%$ in the Chilean domestic wine segments, partially offset by lower sales volumes of $2.4 \%$ in the soft drinks segment, $4.3 \%$ in mineral waters, and $7.2 \%$ in spirits. The increase in average prices is explained by higher prices in all business segments with the exception of nectars and mineral water businesses.

2008 Accumulated revenues increased 14.3\% amounting to $\operatorname{Ch} \$ 781,789$ million (US\$1,228.4 million).


Revenues by segment

|  | Q4 (US\$ million) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2008 |  | \% Chg. |
| Beer - Chile | 136.3 | 42.1\% | 140.5 | 35.1\% | 3.1\% |
| Beer - Argentina | 38.8 | 12.0\% | 96.0 | 24.0\% | 147.2\% |
| Non-Alcoholics | 91.2 | 28.2\% | 90.3 | 22.6\% | -1.0\% |
| Wine | 34.0 | 10.5\% | 51.1 | 12.8\% | 50.6\% |
| Spirits | 18.6 | 5.7\% | 17.0 | 4.2\% | -8.6\% |
| Others | 4.8 | 1.5\% | 5.1 | 1.3\% | 5.0\% |
| TOTAL | 323.7 | 100.0\% | 399.9 | 100.0\% | 23.5\% |


|  | Full Year (US\$ million) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2007 |  | $\mathbf{2 0 0 8}$ |  | \% Chg. |
| Beer - Chile | 425.0 | $39.5 \%$ | $\mathbf{4 4 7 . 1}$ | $\mathbf{3 6 . 4 \%}$ | $5.2 \%$ |
| Beer - Argentina | 118.5 | $11.0 \%$ | $\mathbf{2 2 5 . 4}$ | $\mathbf{1 8 . 3} \%$ | $90.1 \%$ |
| Non-Alcoholics | 295.9 | $27.5 \%$ | $\mathbf{3 1 2 . 8}$ | $\mathbf{2 5 . 5 \%}$ | $5.7 \%$ |
| Wine | 148.9 | $13.8 \%$ | $\mathbf{1 5 6 . 4}$ | $\mathbf{1 2 . 7 \%}$ | $5.1 \%$ |
| Spirits | 68.2 | $6.3 \%$ | $\mathbf{6 5 . 8}$ | $\mathbf{5 . 4 \%}$ | $-3.4 \%$ |
| Others | 18.5 | $1.7 \%$ | $\mathbf{2 0 . 8}$ | $\mathbf{1 . 7 \%}$ | $12.1 \%$ |
| TOTAL | $1,075.0$ | $100.0 \%$ | $\mathbf{1 , 2 2 8 . 4}$ | $\mathbf{1 0 0 . 0} \%$ | $14.3 \%$ |

## GROSS PROFIT

Q4'08 Increased 18.9\% to Ch\$135,966 million (US\$213.6 million) as a result of $23.5 \%$ higher revenues, partially offset by $29.4 \%$ higher cost of goods sold, which amounted to $\operatorname{Ch} \$ 118,573$ million (US $\$ 186.3$ million). The increase in cost of goods sold is mainly explained by higher costs in all business segments with the exception of spirits, due to higher direct raw material and packaging cost in US dollar combined with a nominal average devaluation of the Chilean peso of $27.1 \%$ against the dollar during the last quarter versus the same period a year ago, in addition to higher salaries and depreciation, mainly related with the consolidation of new businesses and the conversion effect of Argentine costs in US dollars to Chilean GAAP. The gross profit margin, as a percentage of sales, decreased from $55.5 \%$ in Q4'07 to $53.4 \%$ in Q4'08.

2008 Increased 13.6\%, amounting to $\operatorname{Ch} \$ 412,050$ million (US\$647.4 million). The consolidated gross margin decreased 0.3 percentage points to $52.7 \%$.

## OPERATING RESULTS

Q4'08 Increased 4.5\%, amounting to Ch\$41,146 million (US\$64.6 million) in Q4'08, mainly due to $18.9 \%$ higher gross profit, partially offset by $26.4 \%$ higher selling, general
and administrative (SG\&A) expenses. SG\&A expenses reached Ch\$94,820 million (US\$149.0 million) in Q4'08, 26.4\% higher than Q4'07, mainly due to the conversion effect of Argentine expenses in US dollars to Chilean GAAP, as well as a nonrecurring distribution expense in the wine business. SG\&A expenses as a percentage of sales increased from $36.4 \%$ in Q4'07 to $37.3 \%$ this quarter. The consolidated operating margin for the period decreased from $19.1 \%$ to $16.2 \%$ in Q4'08.

Increased 9.7\%, amounting to Ch\$121,066 million (US\$190.2 million). The consolidated operating margin decreased 0.7 percentage points to $15.5 \%$.


Operating Income and Operating Margin by Segment

|  | Q4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income (US\$ million) |  |  | Operating Margin |  |
|  | 2007 | 2008 | \% Chg | 2007 | 2008 |
| Beer - Chile | 42.2 | 38.6 | -8.6\% | 30.9\% | 27.4\% |
| Beer - Argentina | 4.2 | 9.1 | 116.1\% | 10.8\% | 9.5\% |
| Non-Alcoholics | 11.3 | 9.4 | -16.5\% | 12.4\% | 10.4\% |
| Wine | 1.7 | 3.6 | 110.7\% | 5.0\% | 7.0\% |
| Spirits | 1.4 | 2.0 | 44.0\% | 7.4\% | 11.7\% |
| Others | 1.1 | 2.0 | 79.9\% | 23.4\% | 40.0\% |
| TOTAL | 61.9 | 64.6 | 4.5\% | 19.1\% | 16.2\% |


|  | Full Year |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income (US\$ million) |  |  | Operating Margin |  |
|  | 2007 | 2008 | \% Chg | 2007 | 2008 |
| Beer - Chile | 118.9 | 116.0 | -2.4\% | 28.0\% | 25.9\% |
| Beer - Argentina | 6.9 | 15.8 | 128.6\% | 5.8\% | 7.0\% |
| Non-Alcoholics | 28.9 | 34.4 | 18.9\% | 9.8\% | 11.0\% |
| Wine | 9.7 | 11.0 | 12.7\% | 6.5\% | 7.0\% |
| Spirits | 5.3 | 9.2 | 73.6\% | 7.8\% | 14.0\% |
| Others | 3.7 | 3.9 | 3.8\% | 20.2\% | 18.7\% |
| TOTAL | 173.5 | 190.2 | 9.7\% | 16.1\% | 15.5\% |

## EBITDA ${ }^{4}$

Q4'08 Increased 9.7\% to Ch\$57,003 million (US\$89.6 million) compared to Q4'07, while the consolidated EBITDA margin (EBITDA as a percentage of sales) was 2.8 percentage points lower than in Q4'07 at $22.4 \%$, due to lower margins in almost all business segments, partially compensated by higher margins in the spirits and wine businesses.

2008 Increased $10.5 \%$, to $\operatorname{Ch} \$ 176,648$ million (US\$277.6 million). The EBITDA margin decreased 0.8 percentage points to $22.6 \%$.


[^1]
## EBITDA by segment

|  | Q4 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | EBITDA (US\$ million) |  |  | EBITDA margin |  |
|  | 2007 | 2008 | \% Chg | 2007 | 2008 |
| Beer-Chile | 51.1 | 48.4 | -5.3\% | 37.5\% | 34.5\% |
| Beer - Argentina | 6.4 | 14.1 | 120.8\% | 16.4\% | 14.7\% |
| Non-Alcoholics | 15.6 | 13.7 | -12.4\% | 17.1\% | 15.2\% |
| Wine | 4.3 | 7.4 | 73.2\% | 12.6\% | 14.5\% |
| Spirits | 2.2 | 3.1 | 43.1\% | 11.7\% | 18.3\% |
| Others | 2.0 | 2.8 | 40.5\% | 41.4\% | 55.4\% |
| TOTAL | 81.6 | 89.6 | 9.7\% | 25.2\% | 22.4\% |


|  | Full Year |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | EBITDA (US\$ million) |  |  |  | EBITDA margin |  |
|  | 2007 | $\mathbf{2 0 0 8}$ | \% Chg | 2007 | $\mathbf{2 0 0 8}$ |  |
| Beer-Chile | 153.1 | $\mathbf{1 5 3 . 0}$ | $\mathbf{0 . 1 \%}$ | $36.0 \%$ | $\mathbf{3 4 . 2 \%}$ |  |
| Beer-Argentina | 16.7 | $\mathbf{2 9 . 8}$ | $\mathbf{7 8 . 1} \%$ | $14.1 \%$ | $\mathbf{1 3 . 2 \%}$ |  |
| Non-Alcoholics | 46.3 | $\mathbf{5 2 . 7}$ | $\mathbf{1 3 . 8 \%}$ | $15.7 \%$ | $\mathbf{1 6 . 8 \%}$ |  |
| Wine | 20.0 | $\mathbf{2 2 . 1}$ | $\mathbf{1 0 . 0} \%$ | $13.5 \%$ | $\mathbf{1 4 . 1} \%$ |  |
| Spirits | 8.2 | $\mathbf{1 2 . 9}$ | $\mathbf{5 7 . 4 \%}$ | $12.0 \%$ | $\mathbf{1 9 . 6 \%}$ |  |
| Others | 6.8 | $\mathbf{7 . 1}$ | $\mathbf{3 . 9 \%}$ | $36.8 \%$ | $\mathbf{3 4 . 1 \%}$ |  |
| TOTAL | 251.3 | $\mathbf{2 7 7 . 6}$ | $\mathbf{1 0 . 5} \%$ | $23.4 \%$ | $\mathbf{2 2 . 6} \%$ |  |

## NON-OPERATING RESULTS

Q4'08 Decreased Ch\$16,785 million (US\$26.4 million) compared to the same quarter last year, from a gain of Ch\$7,919 million (US $\$ 12.4$ million) to a loss of $\mathrm{Ch} \$ 8,866$ million (US\$13.9 million). The decrease in non-operating results is mainly explained by:

- Other non-operating income, net of other non-operating expenses, which declined Ch\$15,669 million (US\$24.6 million) this quarter, mainly due to the absent this year of a non-recurring gain obtained from the association with Nestlé in the water business in December 2007.
- Currency exchange result, which decreased Ch\$2,723 million (US\$4.3 million), mainly due to higher losses in our wine operation due to the Chilean peso depreciation.
- Financial expenses, net of financial income, which increased Ch\$1,215 million (US\$1.9 million) in Q4'08, mainly due to higher debt for financing the acquisitions and higher interest rate in Argentina.

This decrease was partially offset by:

- Price level restatement, which increased Ch\$1,482 million (US\$2.3 million), due to an inflation rate of $1.8 \%$ during Q4'08 compared to an inflation rate of $2.2 \%$ during Q4'07.
- Equity in net income of related companies, which increased Ch\$1,785 million (US\$2.8 million), mainly due to better results in Foods Compañía de Alimentos CCU S.A. and Viña Valles de Chile S.A.

2008 Decreased Ch\$17,565 million (US\$27.6 million) versus a year ago.

## NET INCOME

Q4'08 Decreased $38.3 \%$, or Ch\$14,608 million (US\$23.0 million), mainly due to lower nonoperating result, partially offset by higher operating result and lower minority interest.

2008 Decreased $4.2 \%$, or $\mathrm{Ch} \$ 3,617$ million (US $\$ 5.7$ million), mainly due to lower nonoperating result and higher minority interest, partially offset by higher operating result and lower income taxes.

## 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 regarding volumes and pricing refer to Q4'08.)

## BEER CHILE

Revenues increased $3.1 \%$ to $\mathrm{Ch} \$ 89,409$ million (US $\$ 140.5$ million), mainly as a result of $2.7 \%$ higher sales volumes and $0.1 \%$ higher real average prices.

Operating Income decreased $8.6 \%$ to $\mathrm{Ch} \$ 24,539$ million (US\$38.6 million), mainly as a result of higher cost of goods sold, the effect of which was partially offset by
higher revenues. Cost of goods sold increased $15.4 \%$ to Ch\$37,243 million (US $\$ 58.5$ million), mainly due to higher raw material costs, which increased $20.7 \%$ per HI, as well as higher depreciation. As a percentage of sales, cost of goods sold increased from $37.2 \%$ in Q4'07 to $41.7 \%$ in Q4'08. SG\&A expenses remained flat amounting to Ch\$27,628 million (US\$43.4 million). As a percentage of sales, SG\&A expenses decreased from 31.8\% in Q4'07 to 30.9\% in Q4'08, mainly due to a lower marketing rate. The operating margin decreased from $30.9 \%$ in Q4'07 to $27.4 \%$ this quarter.

EBITDA decreased $5.3 \%$ to $\mathrm{Ch} \$ 30,830$ million (US\$48.4 million), while the EBITDA margin was $34.5 \%$ of sales, 3.0 percentage points lower than in Q4'07.

Comments During the quarter, the total beer volume grew by $2.7 \%$ in comparison to Q4'07, with the premium segment outperforming the total market. Heineken and Royal Guard were the fastest growing brands. The year 2008 showed a record in sales for Beer Chile, with a volume of 5.2 million hectoliters. The segment has been affected by higher raw material and energy costs. In December we introduced a new non-alcoholic beer in the market, "CERO, $0^{\circ}$ de Cristal", which maintains the beer flavor and properties, but contains no alcohol. Non-alcoholic beer development responds to new needs of consumers.

## BEER ARGENTINA ${ }^{5}$

Revenues measured in Chilean pesos increased 147.2\% to Ch\$61,083 million (US\$96.0 million), due to $36.6 \%$ and $78.6 \%$ higher sales volumes and average prices, respectively. The results of this business segment in Chilean pesos are distorted due to inflation and exchange rate variations during the quarter. In dollar terms, revenues grew $54.7 \%$ and prices $12.3 \%$, due to a higher share of premium products and one-way packaging in our mix and a nominal price increase to partially offset the rising cost environment.

Operating Income measured in Chilean pesos increased 116.1\% from of Ch\$2,674 million (US\$4.2 million) in Q4'07 to Ch\$ 5,777 million (US\$9.1 million) in Q4'08. In dollar terms operating income increased $56.8 \%$, as a result of higher revenues, partially offset by higher cost of goods sold and SG\&A expenses. Cost of goods sold in dollar terms increased $49.3 \%$, mainly due to higher direct costs, additional costs associated with the production at the Luján brewery and higher costs related with higher volumes. As a percentage of sales, cost of goods sold decreased from $47.3 \%$ to $45.7 \%$. SG\&A expenses in dollar terms increased $66.3 \%$, mainly due to higher marketing, freight and distribution expenses. As a percentage of sales, SG\&A expenses increased from $43.5 \%$ to $46.0 \%$. As a consequence, the operating margin increased from $10.6 \%$ in Q4'07 to $10.8 \%$ in Q4'08.

[^2]EBITDA measured in Chilean pesos, increased $120.8 \%$ from Ch $\$ 4,056$ million in Q4'07 to Ch $\$ 8,957$ million this quarter. EBITDA in dollar terms increased $44.3 \%$, while the EBITDA margin was $16.6 \%$, compared with $17.8 \%$ in Q4'07.

Comments National brands continued with their positive performance during the quarter growing double digits. Last April 2, the acquisition of ICSA was completed, following the approval of the regulatory authorities. Higher volumes and revenues are partially explained by the acquisition of ICSA. Not considering ICSA, volumes increased 10.4\%. The distribution of Palermo, Bieckert and Imperial brands has facilitated the growth of national brands in new territories.

## NON-ALCOHOLIC BEVERAGES

Revenues decreased $1.0 \%$ to Ch $\$ 57,467$ million (US\$90.3 million), mainly due to $1.6 \%$ lower average volumes, as a result of a slight decrease in market share related with a more aggressive competition, partially offset by $0.1 \%$ higher average prices in the segment.

Operating Income decreased 16.5\% to Ch\$5,997 million (US\$9.4 million) this quarter, as a result of higher cost of goods sold and lower revenues, partially offset by lower SG\&A expenses. Cost of goods sold increased $7.9 \%$ to Ch $\$ 27,857$ million (US\$43.8 million) during Q4'08, mainly due to higher direct costs, which increased $11 \%$ per HI in real terms. As a percentage of sales, cost of goods sold increased from $44.5 \%$ to $48.5 \%$ this quarter. SG\&A expenses decreased $5.8 \%$ to Ch\$23,613 million (US\$37.1 million), mainly due to lower salaries and marketing expenses, partially offset by higher distribution expenses. As a percentage of sales, SG\&A expenses decreased from $43.2 \%$ to $41.1 \%$. As a consequence, the operating margin decreased to $10.4 \%, 1.9$ percentage points lower than in Q4'07.

EBITDA decreased $12.4 \%$ to Ch $\$ 8,717$ million (US\$13.7 million), while the EBITDA margin was $15.2 \%$ of sales, 2.0 percentage points lower than in Q4'07.

Comments During the quarter, volumes declined $1.6 \%$ on average: soft drinks decreased $2.4 \%$ and mineral waters $4.3 \%$, both due to a more aggressive competition, which were partially offset by better volumes in nectars, functional products and tea. During the quarter a new PRB (plastic returnable bottle) package of 1.25 liters was launched for soft drinks. Also, during November, prices were increased 3.6\% in average.

## WINE

Revenues increased $50.6 \%$ ( $13.6 \%$ before VT), amounting to Ch $\$ 32,540$ million (US $\$ 51.1$ million), due to $14.1 \%$ and $37.3 \%$ higher volumes and average prices in the category, respectively.

## CCL

Operating Income improved 110.7\% (62.1\% before VT), from Ch\$1,080 million (US\$1.7 million) to Ch\$2,277 million (US\$3.6 million) in Q4'08, mainly due to higher revenues, partially offset by higher cost of goods sold and SG\&A expenses. Cost of goods sold increased $36.4 \%$ from $\operatorname{Ch} \$ 13,437$ million (US\$21.1 million) in Q4'07 to Ch\$18,329 million (US\$28.8 million) this quarter, mainly due to the consolidation with VT and higher direct costs related to the 2008 harvest. As a percentage of sales, cost of goods sold decreased from 62.2\% in Q4'07 to $56.3 \%$ in Q4'08. SG\&A expenses increased $68.3 \%$ to Ch\$11,934 million (US\$18.8 million), mainly due to VT consolidation plus higher marketing expenses and a non-recurring distribution expense. As a percentage of sales, SG\&A expenses increased from 32.8\% to $36.7 \%$. Accordingly, the operating margin improved 2.0 percentage points from $5.0 \%$ in Q4'07 to $7.0 \%$ in Q4'08.

EBITDA improved $73.2 \%$ ( $23.7 \%$ before VT) from $\mathrm{Ch} \$ 2,730$ million (US\$4.3 million) in Q4'07 to Ch\$4,728 million (US\$7.4 million) in Q4'08, while the EBITDA margin increased 1.9 percentage points from $12.6 \%$ to $14.5 \%$.

Comments On December 3rd, the extraordinary shareholders' meetings of VSP and VT approved the merger of both companies. The merged company was named "Viña San Pedro Tarapacá S.A. (VSPT)", and started operating on December 9th. The new group solidifies the position as the second largest Chilean wine exporter and the third winery in the domestic market, with $22.5 \%$ total market share, being the leader of the "Fine Wine segment" ${ }^{6}$ in the Chilean market. Since the last quarter results are strongly affected by the consolidation of the VT operation, it is important to comment that operating income of VSP, in a standalone basis, improved by $62.1 \%$, mainly due to higher revenues, partially offset by higher cost of goods sold and SG\&A expenses; and EBITDA improved by $23.7 \%$, while the EBITDA margin improved 1.1 percentage points from $12.6 \%$ to $13.8 \%$.

## SPIRITS

Revenues decreased $8.6 \%$ to $\operatorname{Ch} \$ 10,805$ million (US\$17.0 million), mainly due to $7.2 \%$ lower volumes, partially offset by $1.6 \%$ higher average real prices.

Operating Income increased $44.0 \%$, from $\operatorname{Ch} \$ 876$ million (US\$1.4 million) to Ch\$1,261 million (US\$2.0 million) in Q4'08, mainly due to lower cost of goods sold and SG\&A expenses, partially offset by lower revenues. Cost of goods sold decreased $14.3 \%$ to Ch\$5,652 million (US\$8.9 million), mainly due to lower raw material costs. As a percentage of sales, cost of goods sold decreased from $55.8 \%$ to $52.3 \%$. SG\&A expenses decreased $10.5 \%$ to Ch\$3,893 million (US\$6.1 million) mainly due to lower marketing expenses. SG\&A expenses, as a percentage of sales, decreased from $36.8 \%$ to $36.0 \%$. Accordingly, the operating margin increased from $7.4 \%$ in Q4'07 to $11.7 \%$ in Q4'08.

[^3]EBITDA increased $43.1 \%$ from Ch\$1,381 million (US\$2.2 million) in Q4'07 to Ch\$1,976 million (US\$3.1 million) this quarter, while the EBITDA margin increased 6.6 percentage points from $11.7 \%$ in Q4'07 to $18.3 \%$ this quarter.

Comments Profitability of this segment continues improving as a consequence of "CPCh" focus on premium pisco products and cocktails. Volumes and profitability have been positively affected by cocktails products such as the recently launched Campanario Melón Tuna, Campanario Melón Calameño, as well as Campanario Chirimoya Colada. Also, margins have increased as a result of mix changes in order to increase share in liquor stores, as well as lower direct costs for pisco. For the first time the company exported to USA a pisco-based cocktail, "Carillon Mango".
(Five exhibits to follow)

[^4]Exhibit 1: Income Statement (Fourth Quarter 2008)

|  | Ch\$ millions |  | US\$ millions (1) |  | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4'08 | Q4'07 | Q4'08 | Q4'07 |  |
| Net sales | 254,539 | 206,026 | 399.9 | 323.7 | 23.5\% |
| Cost of goods sold \% of sales | $\begin{array}{r} (118,573) \\ 46.6 \% \end{array}$ | $(91,645)$ $44.5 \%$ | (186.3) $46.6 \%$ | $(144.0)$ $44.5 \%$ | 29.4\% |
| Gross profit \% of sales | $\begin{array}{r} 135,966 \\ 53.4 \% \end{array}$ | $\begin{array}{r} 114,381 \\ 55.5 \% \end{array}$ | $\begin{gathered} 213.6 \\ 53.4 \% \end{gathered}$ | $\begin{gathered} 179.7 \\ 55.5 \% \end{gathered}$ | 18.9\% |
| SG\&A \% of sales | $\begin{array}{r} (94,820) \\ 37.3 \% \end{array}$ | $(75,011)$ $36.4 \%$ | $(149.0)$ $37.3 \%$ | (117.9) $36.4 \%$ | 26.4\% |
| Operating income | 41,146 | 39,370 | 64.6 | 61.9 | 4.5\% |
| \% of sales | 16.2\% | 19.1\% | 16.2\% | 19.1\% |  |
| Non-operating result |  |  |  |  |  |
| Financial income | 34 | 141 | 0.1 | 0.2 | -75.6\% |
| Equity in Nl of rel. companies | 590 | $(1,194)$ | 0.9 | (1.9) | NM |
| Other non-operating income | 789 | 17,454 | 1.2 | 27.4 | -95.5\% |
| Amortization of goodwill | $(1,139)$ | (694) | (1.8) | (1.1) | 64.1\% |
| Interest expenses | $(4,081)$ | $(2,972)$ | (6.4) | (4.7) | 37.3\% |
| Other non-operating expenses | $(1,386)$ | $(2,381)$ | (2.2) | (3.7) | -41.8\% |
| Price level restatement | (850) | $(2,332)$ | (1.3) | (3.7) | -63.6\% |
| Currency exchange result | $(2,825)$ | (102) | (4.4) | (0.2) | 2657.9\% |
| Total | $(8,866)$ | 7,919 | (13.9) | 12.4 | NM |
| Income before taxes | 32,280 | 47,289 | 50.7 | 74.3 | -31.7\% |
| Income taxes | $(8,299)$ | $(8,326)$ | (13.0) | (13.1) | -0.3\% |
| Tax rate | 25.7\% | 17.6\% | 25.7\% | 17.6\% |  |
| Minority interest | (457) | (806) | (0.7) | (1.3) | -43.3\% |
| Amort. of negative goodwill | 37 | 12 | 0.1 | 0.0 | 201.9\% |
| Net income \% of sales | $\begin{array}{r} 23,561 \\ 9.3 \% \end{array}$ | 38,169 $18.5 \%$ | $\begin{gathered} 37.0 \\ 9.3 \% \end{gathered}$ | $\begin{aligned} & 60.0 \\ & 18.5 \% \end{aligned}$ | -38.3\% |
| Earnings per share | 73.97 | 119.84 | 0.12 | 0.19 | -38.3\% |
| Earnings per ADR | 369.87 | 599.19 | 0.58 | 0.94 |  |
| Weighted avg. shares (millions) | 318.5 | 318.5 | 318.5 | 318.5 |  |
| Depreciation | 15,498 | 12,421 | 24.4 | 19.5 | 24.8\% |
| Amortization | 358 | 154 | 0.6 | 0.2 | 133.2\% |
| EBITDA | 57,003 | 51,944 | 89.6 | 81.6 | 9.7\% |
| \% of sales | 22.4\% | 25.2\% | 22.4\% | 25.2\% |  |
| Capital expenditures | 12,442 | 15,583 | 19.5 | 24.5 | -20.2\% |

(1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 636.45$

Exhibit 2: Income Statement (Twelve Months Ended December 31, 2008)

|  | Ch\$ millions |  | US\$ millions (1) |  | \% <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31-Dec-08 | 31-Dec-07 | 31-Dec-08 | 31-Dec-07 |  |
| Net sales | 781,789 | 684,201 | 1,228.4 | 1,075.0 | 14.3\% |
| Cost of goods sold \% of sales | $(369,739)$ $47.3 \%$ | $(321,562)$ $47.0 \%$ | (580.9) $47.3 \%$ | (505.2) $47.0 \%$ | 15.0\% |
| Gross profit $\%$ of sales | $\begin{array}{r} 412,050 \\ 52.7 \% \end{array}$ | $\begin{array}{r} 362,639 \\ 53.0 \% \end{array}$ | 647.4 $52.7 \%$ | $\begin{gathered} 569.8 \\ 53.0 \% \end{gathered}$ | 13.6\% |
| SG\&A \% of sales | $\begin{array}{r} (290,985) \\ 37.2 \% \end{array}$ | $\begin{array}{r} (252,232) \\ 36.9 \% \end{array}$ | (457.2) $37.2 \%$ | $\begin{array}{r} (396.3) \\ 36.9 \% \end{array}$ | 15.4\% |
| Operating income | 121,066 | 110,407 | 190.2 | 173.5 | 9.7\% |
| \% of sales | 15.5\% | 16.1\% | 15.5\% | 16.1\% |  |
| Non-operating result |  |  |  |  |  |
| Financial income | 571 | 1,287 | 0.9 | 2.0 | -55.7\% |
| Equity in Nl of rel. companies | 472 | $(1,591)$ | 0.7 | (2.5) | NM |
| Other non-operating income | 2,427 | 19,748 | 3.8 | 31.0 | -87.7\% |
| Amortization of goodwill | $(3,636)$ | $(2,960)$ | (5.7) | (4.7) | 22.9\% |
| Interest expense | $(12,274)$ | $(9,508)$ | (19.3) | (14.9) | 29.1\% |
| Other non-operating expenses | $(3,363)$ | $(5,741)$ | (5.3) | (9.0) | -41.4\% |
| Price level restatement | $(2,360)$ | $(4,829)$ | (3.7) | (7.6) | -51.1\% |
| Currency exchange result | $(3,090)$ | (96) | (4.9) | (0.2) | 3122.9\% |
| Total | $(21,253)$ | $(3,688)$ | (33.4) | (5.8) | 476.3\% |
| Income before taxes | 99,812 | 106,719 | 156.8 | 167.7 | -6.5\% |
| Income taxes | $(14,085)$ | $(18,152)$ | (22.1) | (28.5) | -22.4\% |
| Tax rate | 14.1\% | 17.0\% | 14.1\% | 17.0\% |  |
| Minority interest | $(3,187)$ | $(2,374)$ | (5.0) | (3.7) | 34.3\% |
| Amort. of negative goodwill | 91 | 55 | 0.1 | 0.1 | 66.0\% |
| Net income \% of sales | $\begin{array}{r} 82,631 \\ 10.6 \% \end{array}$ | $\begin{array}{r} 86,248 \\ 12.6 \% \end{array}$ | $\begin{gathered} 129.8 \\ 10.6 \% \end{gathered}$ | $\begin{gathered} 135.5 \\ 12.6 \% \end{gathered}$ | -4.2\% |
| Earnings per share | 259.43 | 270.79 | 0.41 | 0.43 | -4.2\% |
| Earnings per ADR | 1,297.17 | 1,353.96 | 2.04 | 2.13 |  |
| Weighted avg. shares (millions) | 318.5 | 318.5 | 318.5 | 318.5 |  |
| Depreciation | 54,638 | 48,867 | 85.8 | 76.8 | 11.8\% |
| Amortization | 945 | 640 | 1.5 | 1.0 | 47.6\% |
| EBITDA | 176,648 | 159,914 | 277.6 | 251.3 | 10.5\% |
| \% of sales | 22.6\% | 23.4\% | 22.6\% | 23.4\% |  |
| Capital expenditures | 53,735 | 57,955 | 84.4 | 91.1 | -7.3\% |

[^5]|  | 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 |  |  |  |  |  |  |  |  |  |  |  |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |
| Core products | 87,608 | 85,253 | 58,917 | 24,141 | 56,958 | 57,841 | 31,545 | 20,136 | 10,731 | 11,381 | 3,235 | 3,081 |
| Other products | 1.802 | 1.479 | $\underline{2.166}$ | 569 | 509 | $\underline{231}$ | 995 | 1.474 | $\underline{74}$ | 441 | 0 | 0 |
| Total | 89,409 | 86,732 | 61,083 | 24,710 | 57,467 | 58,072 | 32,540 | 21,610 | 10,805 | 11,821 | 3,235 | 3,081 |
| \% change | 3.1\% |  | 147.2\% |  | -1.0\% |  | 50.6\% |  | -8.6\% |  | 5.0\% |  |
| Cost of sales | $(37,243)$ | $(32,275)$ | $(28,102)$ | $(11,651)$ | $(27,857)$ | $(25,822)$ | $(18,329)$ | $(13,437)$ | $(5,652)$ | $(6,595)$ | $(1,392)$ | $(1,865)$ |
| \% of sales | 41.7\% | 37.2\% | 46.0\% | 47.2\% | 48.5\% | 44.5\% | 56.3\% | 62.2\% | 52.3\% | 55.8\% | 43.0\% | 60.5\% |
| SG\&A | $(27,628)$ | (27,620) | $(27,204)$ | $(10,385)$ | $(23,613)$ | $(25,068)$ | $(11,934)$ | $(7,093)$ | $(3,893)$ | $(4,351)$ | (548) | (495) |
| \% of sales | 30.9\% | 31.8\% | 44.5\% | 42.0\% | 41.1\% | 43.2\% | 36.7\% | 32.8\% | 36.0\% | 36.8\% | 16.9\% | 16.1\% |
| Operating profit | 24,539 | 26,838 | 5,777 | 2,674 | 5,997 | 7,182 | 2,277 | 1,080 | 1,261 | 876 | 1,295 | 720 |
| $\%$ change | -8.6\% |  | 116.1\% |  | -16.5\% |  | 110.7\% |  | 44.0\% |  | 79.9\% |  |
| \% of sales | 27.4\% | 30.9\% | 9.5\% | 10.8\% | 10.4\% | 12.4\% | 7.0\% | 5.0\% | 11.7\% | 7.4\% | 40.0\% | 23.4\% |
| Depreciation | 6,277 | 5,706 | 3,041 | 1,349 | 2,714 | 2,769 | 2,186 | 1,542 | 697 | 498 | 583 | 556 |
| Amortization | 15 | 5 | 139 | 33 | 6 | - | 266 | 108 | 19 | 7 | (86) |  |
| EBITDA | 30,830 | 32,549 | 8,957 | 4,056 | 8,717 | 9,951 | 4,728 | 2,730 | 1,976 | 1,381 | 1,793 | 1,276 |
| \% change | -5.3\% |  | 120.8\% |  | -12.4\% |  | 73.2\% |  | 43.1\% |  | 40.5\% |  |
| \% of sales | 34.5\% | 37.5\% | 14.7\% | 16.4\% | 15.2\% | 17.1\% | 14.5\% | 12.6\% | 18.3\% | 11.7\% | 55.4\% | 41.4\% |
|  | Beer - Chile |  | Beer - Argentina* |  | Non-Alcoholics ${ }^{\text {T }}$ |  | Wine ${ }^{\text {**** }}$ |  | Spirits |  |  |  |
| VOLUMES \& PRICING | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ | $\underline{2008}$ | $\underline{2007}$ |  |  |
|  |  |  |  |  |  |  | Total |  |  |  |  |  |
|  |  | 1,572,271 |  | 911,757 |  | 1,692,279 |  |  | Total |  |  |  |
| $\begin{aligned} & \text { Volume (HLs) } \\ & \text { \% change } \end{aligned}$ | $\begin{array}{r} 1,614,117 \\ 2.7 \% \end{array}$ |  | 1,245,553 |  | 1,664,722 |  | 245,795 | 215,422 | $\begin{array}{r} 54,788 \\ -7.2 \% \end{array}$ | 59,014 |  |  |
|  |  |  | 36.6\% |  | -1.6\% |  | 14.1\% |  |  |  |  |  |
|  |  |  |  |  | Soft Drinks |  | Chile - Domestic |  |  |  |  |  |
|  |  |  |  |  | 1,104,190 | 1,130,912 | $115,740$ | $115,303$ |  |  |  |  |
|  |  |  |  |  |  |  |  | xports |  |  |  |  |
|  |  |  |  |  | 197,131 | 181,656 | 115,285 | 86,493 |  |  |  |  |
|  |  |  |  |  | 8.5\% |  | 33.3\% |  |  |  |  |  |
|  |  |  |  |  | Mineral Water |  |  |  |  |  |  |  |
|  |  |  |  |  | 363,401 | 379,711 | Argen |  |  |  |  |  |
|  |  |  |  |  | -4.3\% |  | 14,770 | 13,626 |  |  |  |  |
|  |  |  |  |  |  |  | 8.4\% |  |  |  |  |  |

Volumes include exports of $70,814 \mathrm{HL}\left(8,131 \mathrm{HL}\right.$ to Chile) and $59,170 \mathrm{HL}\left(16,153 \mathrm{HL}\right.$ to Chile) in $Q^{4} 08$ and $Q^{4} 07$, respectively.

* Includes soft drinks (soft drinks, functional products, energy drinks, ice tea), nectars, mineral and purified water.
*. In unit cases, sales from the soft drinks and mineral water segment totaled 29.3 million and 29.8 million in Q4 ${ }^{4} 08$ and $Q^{4} 07$, respectively.


CCU
Exhibit 4: Segment Information - Twelve Months Ended December 31, 2008

|  | Beer - Chile |  | Beer - Argentina |  | Non-Alcoholics** |  | Wine |  | Spirits |  | Others |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2008}$ | $\underline{2007}$ | 2008 | $\underline{2007}$ | 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 | 278,777 | 265,729 | 139,544 | 74,260 | 197,920 | 187,353 | 94,535 | 87,986 | 41,452 | 42,599 | 13,228 | 11,801 |
| Other products | 5,790 | 4.778 | 3,892 | 1.174 | 1.191 | 984 | 5,025 | 6,760 | 436 | 778 | 0 | $\underline{0}$ |
| Total | 284,567 | 270,507 | 143,437 | 75,434 | 199,111 | 188,337 | 99,560 | 94,746 | 41,888 | 43,377 | 13,228 | 11,801 |
| \% change | 5.2\% |  | 90.1\% |  | 5.7\% |  | 5.1\% |  | $-3.4 \%$ |  | 12.1\% |  |
| Cost of sales | $(117,901)$ | $(103,389)$ | $(70,163)$ | $(38,148)$ | $(94,262)$ | $(88,966)$ | $(58,262)$ | $(59,418)$ | $(20,899)$ | $(24,180)$ | $(8,252)$ | $(7,460)$ |
| \% of sales | 41.4\% | 38.2\% | 48.9\% | 50.6\% | 47.3\% | 47.2\% | 58.5\% | 62.7\% | 49.9\% | 55.7\% | 62.4\% | 63.2\% |
| SG\&A | $(92,863)$ | $(91,475)$ | $(63,231)$ | $(32,893)$ | $(82,955)$ | $(80,960)$ | $(34,316)$ | $(29,131)$ | $(15,113)$ | $(15,812)$ | $(2,506)$ | $(1,962)$ |
| \% of sales | 32.6\% | 33.8\% | 44.1\% | 43.6\% | 41.7\% | 43.0\% | 34.5\% | 30.7\% | 36.1\% | 36.5\% | 18.9\% | 16.6\% |
| Operating profit | 73,802 | 75,643 | 10,042 | 4,393 | 21,893 | 18,411 | 6,982 | 6,197 | 5,876 | 3,385 | 2,469 | 2,379 |
| \% change | -2.4\% |  | 128.6\% |  | 18.9\% |  | 12.7\% |  | 73.6\% |  | 3.8\% |  |
| \% of sales | 25.9\% | 28.0\% | 7.0\% | 5.8\% | 11.0\% | 9.8\% | 7.0\% | 6.5\% | 14.0\% | 7.8\% | 18.7\% | 20.2\% |
| Depreciation | 23,560 | 21,797 | 8,572 | 6,095 | 11,649 | 11,082 | 6,461 | 6,130 | 2,269 | 1,798 | 2,127 | 1,964 |
| Amortization | 33 | 21 | 338 | 157 | 6 | - | 593 | 433 | 60 | 29 | (85) | - |
| EBITDA | 97,396 | 97,461 | 18,952 | 10,644 | 33,548 | 29,492 | 14,036 | 12,760 | 8,205 | 5,213 | 4,511 | 4,343 |
| \% change | -0.1\% |  | 78.1\% |  | 13.8\% |  | 10.0\% |  | 57.4\% |  | 3.9\% |  |
| \% of sales | 34.2\% | 36.0\% | 13.2\% | 14.1\% | 16.8\% | 15.7\% | 14.1\% | 13.5\% | 19.6\% | 12.0\% | 34.1\% | 36.8\% |
|  | 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 |  |  |  |  |  |
|  | $\begin{array}{r} 5,168,256 \\ 5.2 \% \end{array}$ | 4,911,498 | $\begin{array}{r} 3,677,658 \\ 35.1 \% \end{array}$ | 2,722,084 |  | 5,449,044 |  |  | Total |  |  |  |
| Volume (HLs) <br> \% change |  |  |  |  | 5,776,694 |  | 921,778 | 925,135 | $\begin{array}{r} 210,525 \\ -2.5 \% \end{array}$ | 215,984 |  |  |
|  |  |  |  |  | 6.0\% |  | -0.4\% |  |  |  |  |  |
|  |  |  |  |  | Soft Drinks |  |  |  |  |  |  |  |
|  |  |  |  |  | $\begin{gathered}3,873,892 \\ 6.2 \%\end{gathered} 3,646,885$ |  | Chile - Domestic493,492490,203 |  |  |  |  |  |
|  |  |  |  |  |  |  | 0.7\% |  |  |  |  |  |
|  |  |  |  |  | 6.2\%Nectars |  | $\begin{array}{cc} \text { Chile - } \text { Bottled Exports } \\ \hline 377,866 & 382,474 \\ -1.2 \% \end{array}$ |  |  |  |  |  |
|  |  |  |  |  | 706,682 | 657,741 |  |  |  |  |  |  |
|  |  |  |  |  | $7.4 \%$ <br> Mineral Water |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | $\begin{array}{cc} \begin{array}{c} \text { Argentina } \\ 50,419 \\ -3.9 \% \end{array} & 52,459 \\ \hline \end{array}$ |  |  |  |  |  |
|  |  |  |  |  | $$ |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |

* Volumes include exports of $252,333 \mathrm{HL}$ ( $41,387 \mathrm{HL}$ to Chile) and $186,639 \mathrm{HL}$ ( $50,396 \mathrm{HL}$ to Chile) in 2007 and 2006 , respectively.
* Includes soff drinks (soft drinks, functional products, energy drinks, ice tea), nectars, mineral and puritied water.
.." In unit cases, sales from the soft drink and mineral water segment totaled 101.7 million and 96 million in 2008 and 2007 , respectively.
.. Volumes do not include bulk volumes of $93,520 \mathrm{HL}$ ( $69,223 \mathrm{HL}$ from Chile exports and $24,297 \mathrm{HL}$ from Argentina) and $131,127 \mathrm{HL}$ ( $104,946 \mathrm{HL}$ from Chile exports and $26,181 \mathrm{HL}$ from Argentina) in 2008 and 2007 , respectively.

| Price (Ch\$ / HL) <br> $\%$ change (real) | $\begin{array}{r} 53,940 \\ -0.3 \% \end{array}$ | 54,103 | 37,944 | 27,281 |  |  | $\underline{T}$ |  |  | 197,232 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 34,262 | 34,383 | 102,557 | 95,106 | $\begin{gathered} 196,899 \\ -0.2 \% \end{gathered}$ |  |
|  |  |  |  |  | -0.4\% |  | 7.8\% |  |  |  |
|  |  |  |  |  | Soft Drinks |  | Chile - Domestic |  |  |  |
|  |  |  |  |  | 33,458 $0.3 \%$ | 33,366 | $\begin{aligned} & 66,545 \\ & \text { 9.9\% } \\ & \text { Chile - Bottled Exports } \end{aligned}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | 46,611 | 48,280 | $\begin{aligned} & \text { Chile - Bottled Exports } \\ & \begin{array}{c} 140,609 \quad 134,525 \\ 4.5 \% \end{array} \\ & \hline \end{aligned}$ |  |  |  |
|  |  |  |  |  | -3.5\% |  |  |  |  |  |  |
|  |  |  |  |  | Minera |  |  |  |  |  |
|  |  |  |  |  | $29,570$ | 29,635 | $\begin{array}{cc} \begin{array}{c} \text { Argentina } \\ 169,844 \\ 30.3 \% \end{array} & \\ 130,363 \\ \hline \end{array}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |

Exhibit 5: Balance Sheet


## OTHER FINANCIAL INFORMATION

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total financial debt | 247,536 | 188,872 | 388.9 | 296.8 | $31.1 \%$ |
| Net debt (3) | 191,828 | 61,395 | 301.4 | 96.5 | $212.4 \%$ |
| Liquidity ratio | 1.37 | 2.22 |  |  |  |
| Debt / Capitalization | 0.30 | 0.28 |  |  |  |

[^6]
[^0]:    ${ }^{1}$ According to Chilean GAAP, comparative figures must be adjusted for the 12 months inflation, measured from November'07 to November'08 (8.9\%).
    ${ }^{2}$ 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.
    ${ }^{3}$ All comments are referred to last quarter figures.

[^1]:    ${ }^{4}$ Please see the note before the exhibits.

[^2]:    ${ }^{5}$ The results in Chilean pesos are distorted because the quarter is calculated as the accumulated results in US dollars as of December 2008 converted to Chilean pesos at the exchange rate of December 31, 2008, minus the results in US dollars as of September 2008 converted to Chilean pesos at the exchange rate of September 30, 2008, the latter adjusted by the Chilean Q4'08 inflation rate.

[^3]:    6 "Fine Wine segment": bottled wine retailing at $\operatorname{Ch} \$ 1,500$ or higher as suggested price.

[^4]:    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 .

[^5]:    (1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 636.45$

[^6]:    (1) Exchange rate: US $\$ 1.00=\mathrm{Ch} \$ 636.45$
    (2) Includes only financial debt
    (3) Total financial debt minus cash \& equivalents

