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# CCU S.A. REPORTS CONSOLIDATED THIRD QUARTER 2005 AND YEAR TO DATE RESULTS

#### THIRD QUARTER

Revenues Up 13.9%, Operating Income Increased 18.4%, EBITDA<sup>(1)</sup> Up 7.2%, Net Income Increased 48.0% to US\$0.24 per ADR

### YEAR TO DATE

Revenues Up 12.7%, Operating Income Increased 9.0%, EBITDA<sup>(1)</sup> Up 2.2%, Net Income Increased 27.0% to US\$0.85 per ADR

(Santiago, Chile, October 28, 2005) -- CCU (NYSE: CU) announced today its consolidated financial results, stated in Chilean GAAP for the third quarter and full year ended September 30, 2005. All US dollar figures are based on the exchange rate effective September 30, 2005 (US\$1.00 = Ch\$529.20).

# **COMMENTS FROM THE CEO**

The third quarter of 2005 was very positive for CCU. Net income grew 48.0%, operating income increased 18.4%, consolidated revenues rose by 13.9% and EBITDA grew 7.2%. These good results are attributable to higher volumes in almost all of our business

<sup>(1)</sup> 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.





segments, as well as price adjustments in almost all of our product categories to mitigate, in part, the effect of higher costs and inflation.

The Chilean beer segment had a good performance with 19.8% higher operating income explained by prices and volumes that grew 6.1% and 4.9%, respectively. In July, we updated the image of our main brand, Cristal, with a new marketing campaign and packaging innovations.

The Argentine beer business results for the quarter are distorted due to exchange rate variations. Nevertheless, in US dollar terms, the performance of our Argentine subsidiary was very positive, having improved revenues by 32.7% and operating results by 83.3%, due to 25.4% higher prices in US dollar terms and a 5.7% volume growth.

The wine segment profitability was affected mainly by the 12.0% appreciation of the Chilean peso that resulted in an average of Ch\$75 less in revenue for each dollar exported by Viña San Pedro during the quarter. This negative effect was partially offset by 15.9% increase in export prices in dollar terms and 6.1% higher prices in the domestic market. Not considering the wine business, revenues, operating income and EBITDA have increased 17.6%, 52.0% and 19.1%, respectively.

During the quarter, the performance of the soft drinks segment stood out. Its operating result grew 121.4%, reaching Ch\$2,256 million (US\$4.3 million), as a consequence of higher volumes and prices in almost all categories. Worth mentioning is the excellent performance of the new Cachantun product, "Mas", which explains the 34.0% increase in mineral water sales, as well as the good performance of nectar Watt's that grew by 16.2% during the quarter.

Finally, the pisco business continues with the consolidation process between Control and Pisconor. In July, the pisco sales force began selling the complete pisco portfolio in the Metropolitan area and supermarkets; during the fourth quarter this process will be extended to the whole country.

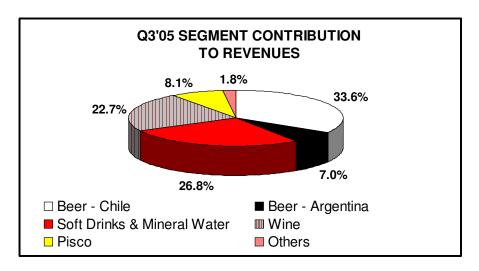
# **CONSOLIDATED INCOME STATEMENT HIGHLIGHTS** (Exhibits 1 & 2)

#### REVENUES

Q3'05

Total revenues increased 13.9% to Ch\$111,059 million (US\$209.9 million), as a result of higher consolidated volumes and higher average prices. Consolidated volumes growth is explained by increases of 4.9% in beer Chile, 5.7% in beer Argentina, 3.0% in the soft drinks segment, 19.0% in the Chilean domestic wine business, 236.2% and 34.0% in the pisco and Argentinean wine businesses, respectively. The increase in average prices is explained by higher prices in pisco, beer Chile, soft drinks segment and domestic wine, partially offset mainly by lower prices in beer and wine from Argentina when translated to Chilean pesos. In dollar terms, prices in beer Argentina improved 25.4%.

**YTD** Accumulated revenues increased 12.7% and amounted to Ch\$339,427 million (US\$641.4 million).



# Revenues by segment

		Q3	(US\$ million	1)	
		2004		2005	% Chg.
Beer - Chile	63.3	34.4%	70.4	33.6%	11.3%
Beer - Argentina	15.1	8.2%	14.7	7.0%	-2.8%
Soft Drinks & Mineral Water	51.7	28.1%	56.3	26.8%	8.8%
Wine	46.3	25.1%	47.7	22.7%	3.1%
Pisco	4.4	2.4%	16.9	8.1%	281.0%
Others	3.4	1.8%	3.9	1.8%	14.3%
TOTAL	184.2	100.0%	209.9	100.0%	13.9%

	Year to Date (US\$ million)										
		2004		2005	% Chg.						
Beer - Chile	212.8	37.4%	235.0	36.6%	10.4%						
Beer - Argentina	55.8	9.8%	58.9	9.2%	5.5%						
Soft Drinks & Mineral Water	162.4	28.6%	177.1	27.6%	9.0%						
Wine	118.5	20.8%	123.1	19.2%	3.9%						
Pisco	11.4	2.0%	36.2	5.6%	218.5%						
Others	7.9	1.4%	11.1	1.7%	40.0%						
TOTAL	568.9	100.0%	641.4	100.0%	12.7%						

### **GROSS PROFIT**

Q3'05 Increased 13.9% to Ch\$53,216 million (US\$100.6 million) as a result of 13.9% higher revenues, partially offset by 14.0% higher cost of goods sold, which amounted to Ch\$57,843 million (US\$109.3 million). The increase in cost of goods sold is mainly explained by the higher level of pisco sales, as well as higher costs in



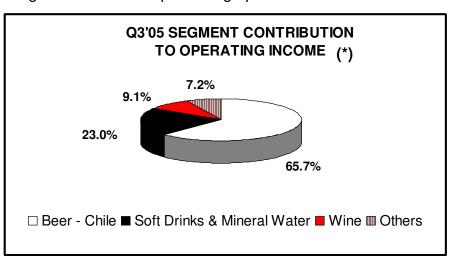
almost all businesses. In Q3'05, the gross profit margin, as a percentage of sales, remained almost flat at 47.9%, recovering from a decrease during the first half of the year.

**YTD** Increased 10.5% to Ch\$169,947 million (US\$321.1 million). The consolidated gross margin decreased 1.0 percentage point to 50.1%.

### **OPERATING RESULT**

Q3'05 Amounted to Ch\$9,795 million (US\$18.5 million), 18.4% higher than Q3'04, mainly due to 13.9% higher gross profit, partially offset by 12.9% higher selling, general and administrative (SG&A) expenses. SG&A expenses reached Ch\$43,421 million (US\$82.1 million) in Q3'05, mainly due to higher SG&A expenses in beer Chile and pisco businesses. SG&A expenses as a percentage of sales decreased from 39.5% in Q3'04 to 39.1% in Q3'05. The consolidated operating margin for the period increased from 8.5% to 8.8%.

**YTD** Increased 9.0% to Ch\$40,165 million (US\$75.9 million). The consolidated operating margin decreased 0.4 percentage points to 11.8%.



(\*) Does not include beer Argentina and pisco that had a negative operating income





# Operating Income and Operating Margin by Segment

		Q3		Q3		
	Operating In	ncome (US\$	million)	Operating Margin		
	2004	2005	% Chg	2004	2005	
Beer - Chile	10.2	12.2	19.8%	16.1%	17.3%	
Beer - Argentina	-1.9	-0.3	82.2%	-12.3%	-2.3%	
Soft Drinks & Mineral Water	1.9	4.3	121.4%	3.7%	7.6%	
Wine	4.6	1.7	-63.0%	9.9%	3.5%	
Pisco	-0.6	-0.6	-3.2%	-13.5%	-3.7%	
Others	1.5	1.3	-8.0%	43.0%	34.6%	
TOTAL	15.6	18.5	18.4%	8.5%	8.8%	

		Υ	ear to Date			
	Operating In	come (US\$	million)	Operating Margin		
	2004	2005	2004	2005		
Beer - Chile	52.3	56.9	8.8%	24.6%	24.2%	
Beer - Argentina	-2.4	0.4	NM	-4.4%	0.6%	
Soft Drinks & Mineral Water	11.7	15.1	28.5%	7.2%	8.5%	
Wine	7.5	6.0	-21.0%	6.4%	4.8%	
Pisco	-3.5	-4.5	-26.6%	-31.2%	-12.4%	
Others	4.0	2.1	50.7%	18.6%		
TOTAL	69.6	75.9	9.0%	12.2%	11.8%	

#### **EBITDA**

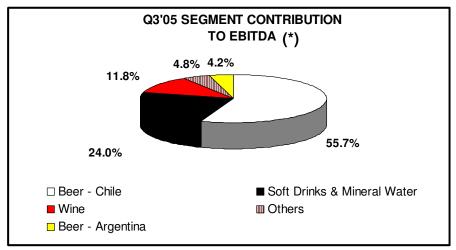
Q3'05 Increased 7.2% to Ch\$20,148 million (US\$38.1 million) compared to Q3'04, while the consolidated EBITDA margin (EBITDA as a percentage of sales) was 1.1 percentage points lower than in Q3'04 at 18.1%. This quarter, the depreciation of agricultural assets and barrels, which are included in the direct cost of wine, were considered in the calculation of EBITDA. This new criteria has been applied to

2004 figures in order to facilitate comparison between the two periods.

**YTD** Increased 2.2% to Ch\$70,700 million (US\$133.6 million). The EBITDA margin decreased 2.2 percentage points to 20.8%.







(\*) Does not include pisco that had a negative EBITDA

# Ebitda by Segment

		Q3		Q3		
	EBITC	A (US\$ mill	ion)	EBITDA margin		
	2004	2005	% Chg	2004	2005	
Beer - Chile	18.9	21.2	12.0%	29.9%	30.1%	
Beer - Argentina	0.7	1.6	116.9%	4.9%	11.0%	
Soft Drinks & Mineral Water	7.6	9.1	20.2%	14.7%	16.2%	
Wine	6.8	4.5	-34.3%	14.7%	9.4%	
Pisco	-0.5	-0.2	64.6%	-11.0%	-1.0%	
Others	1.9	1.8	-5.1%	57.3%	47.6%	
TOTAL	35.5	38.1	7.2%	19.3%	18.1%	

	Ye	ar to Date		Year to Date		
	EBITD	A (US\$ milli	ion)	EBITDA margin		
	2004	2005	% Chg	2004	2005	
Beer - Chile	78.5	83.3	6.2%	36.9%	35.4%	
Beer - Argentina	6.5	7.7	18.6%	11.7%	13.1%	
Soft Drinks & Mineral Water	29.0	29.6	2.0%	17.8%	16.7%	
Wine	14.4	12.8	-10.9%	12.1%	10.4%	
Pisco	-3.2	-3.4	-6.0%	-28.0%	-9.3%	
Others	5.6	3.6	-36.3%	70.7%	32.2%	
TOTAL	130.7	133.6	2.2%	23.0%	20.8%	

### **NON-OPERATING RESULTS**

Q3'05 Decreased Ch\$256 million (US\$0.5 million) compared to the same quarter last year, from a loss of Ch\$1,612 million (US\$3.0 million) to a loss of Ch\$1,868 million (US\$3.5 million). The decrease in non-operating results is mainly explained by:



- Price level restatement, which decreased from a gain of Ch\$632 million (US\$1.2 million) to a loss of Ch\$712 million (US\$1.3 million) in Q3'05, due to a higher price level restatement of liabilities, mainly cross-currency swaps indexed in UF.
- Interest expenses, which increased from Ch\$1,430 million (US\$2.7 million) in Q3'04 to Ch\$1,841 million (US\$3.5 million) in Q3'05, mainly due to higher debt related to the pisco business.

These negative effects were partially offset mainly by:

- Other non-operating income/expenses, which improved from a loss of Ch\$228 million (US\$0.4 million) in Q3'04 to a gain of Ch\$642 million (US\$1.2 million) this quarter, mainly due to the revaluation of some disposable assets.
- Foreign currency exchange result, which increased from a gain of Ch\$154 million (US\$0.3 million) to a gain of Ch\$745 million (US\$1.4 million), due to the appreciation of the Chilean peso.
- **YTD** Improved from a loss of Ch\$6,964 million (US\$13.2 million) to a loss of Ch\$6,219 million (US\$11.8 million).

#### **NET INCOME**

Q3'05 Increased from a gain of Ch\$5,371 million (US\$10.1 million) to a gain of Ch\$7,948 million (US\$15.0 million), mainly due to higher operating results, lower minority interest charges and income tax credits, the effect of which was partially offset by lower non-operating results. The income tax credits are mainly explained by deferred tax assets generated from the merger of two subsidiaries.

Increased from Ch\$22,494 million (US\$42.5 million) to Ch\$28,568 million (US\$54.0 million), mainly due to improved operating and non-operating results, as well as lower income taxes and lower 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 (beer, soft drinks, wine, etc.) and those derived from the sale of other non-core products. The results of the Company's plastic packaging division 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 costs of 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. This new



allocation criteria has been applied to 2004 figures in order to facilitate comparison between the two periods.

(\*\* Note: the comments below regarding volumes and pricing refer to Q3'05.)

## **BEER CHILE**

**Revenues** increased 11.3% to Ch\$37,272 million (US\$70.4 million), as a result of 4.9% higher sale volumes and 6.1% higher real average prices.

Operating Income increased 19.8% to Ch\$6,440 million (US\$12.2 million), mainly as a result of higher revenues, the effect of which was partially offset by higher cost of goods sold and higher SG&A expenses. Cost of goods sold increased 4.4% to Ch\$14,416 million (US\$27.2 million), mainly due to higher energy costs associated with the Argentine gas crisis, higher production and transportation costs related to the increase in oil prices. As a percentage of sales, cost of goods sold decreased from 41.3% in Q3'04 to 38.7% in Q3'05.

SG&A increased 14.8% to Ch\$16,417 million (US\$31.0 million) reaching 44.0% of sales, 1.3 percentage points higher than in Q3'04, mainly due to higher distribution and marketing expenses. The operating margin increased from 16.1% in Q3'04 to 17.3% in Q3'05.

**EBITDA** increased 12.0% to Ch\$11,216 million (US\$21.2 million), while the EBITDA margin was 30.1% of sales, 0.2 percentage points higher than in Q3'04.

Comments In July 2005, in order to strengthen the value of Cristal, the Company's main brand, a new marketing campaign with a new image was launched, including a new one-liter returnable bottle, as well as a new one-liter disposable bottle. Additionally, in September Cristal launched a new one-and-a-half liter one-way plastic bottle and a five liter one-way barrel. In spite of higher prices, volumes continued their ascent. All key brands increased their volumes. The largest increases were in Escudo, Heineken and Kunstmann.

#### **BEER ARGENTINA**

**Revenues** measured in Chilean pesos decreased 2.8% to Ch\$7,780 million (US\$14.7 million), due to 7.2% lower prices, partially offset by 5.7% higher sales volumes. Nevertheless, in US dollar terms, prices increased 25.4% and revenues grew 32.7%.

Operating Income measured in Chilean pesos improved 82.2% from a loss of Ch\$987 million (US\$1.9 million) in Q3'04 to a loss of Ch\$176 million (US\$0.3 million) in Q3'05, as a result of lower cost of goods sold and SG&A expenses, the effect of which was partially offset by lower revenues. Cost of goods sold decreased 12.0%, reaching Ch\$4,151 million (US\$7.8 million) this quarter.



As a percentage of sales, cost of goods sold decreased from 59.0% to 53.4%. Cost of goods sold of our subsidiary in Argentina, measured in US dollar terms increased 20.4%, mainly due to higher direct costs. **SG&A** expenses, measured in Chilean pesos decreased 10.9%, from Ch\$4,271 million (US\$8.1 million) to Ch\$3,804 million (US\$7.2 million). As a percentage of sales, SG&A expenses decreased from 53.4% to 48.9%. SG&A expenses of our subsidiary in Argentina, measured in US dollar terms, increased 20.9%, mainly due to higher distribution and marketing expenses. Therefore, in US dollar terms, our subsidiary in Argentina improved its operating results by 83.3%.

**EBITDA** increased 116.9% from Ch\$394 million (US\$0.7 million) to Ch\$854 million (US\$1.6 million) this quarter, while the EBITDA margin was 11.0%, compared with 4.9% in Q3'04.

Comments The profitability of this segment continues improving in dollar terms, with higher volumes and better prices. Prices increased from US\$33 per HL in Q3'04 to US\$41 per HL in Q3'05. The results in Chilean pesos are distorted because the quarter is calculated as the accumulated results in US dollars as of September 2005 converted to Chilean pesos at the exchange rate of September 30, 2005, minus the results in US dollars as of June 2005 converted to Chilean pesos at the exchange rate of June 30, 2005, the latter adjusted by the Chilean Q3'05 inflation rate. Sales volumes increased mainly in the premium nationwide brands, Heineken and Budweiser, with growth of 24% and 7%, respectively.

#### SOFT DRINKS, NECTARS & MINERAL WATER

**Revenues** increased 8.8% to Ch\$29,770 million (US\$56.3 million), due to 5.6% higher prices, mainly in the mineral water and soft drinks categories, as well as 3.0% higher sales volumes in the segment.

Operating Income increased 121.4% to Ch\$2,256 million (US\$4.3 million) this quarter, as a result of higher revenues, partially offset by higher cost of goods sold and SG&A. Cost of goods sold increased 1.5% to Ch\$13,632 million (US\$25.8 million) during Q3'05, mainly due to higher direct costs of mineral water whose volumes grew 34.0%. As a percentage of sales, cost of goods sold decreased from 49.1% to 45.8%. SG&A expenses increased 7.5% to Ch\$13,882 million (US\$26.2 million), mainly due to higher marketing expenses, partially offset by lower depreciation. As a percentage of sales, SG&A expenses decreased from 47.2% to 46.6%.

**EBITDA** increased 20.2% to Ch\$4,829 million (US\$9.1 million), while the EBITDA margin was 16.2% of sales, 1.5 percentage points higher than in Q3'04.



Comments Mineral water and nectars continued their positive trends during the quarter growing 34.0% and 16.2%, respectively. Soft drinks decreased 5.4% mainly due to colder weather than in Q3'04 and the 6% price increase carried out in June. During September, Bilz y Pap launched a new media campaign for children focusing on "living in a better world".

#### WINE

**Revenues** increased 3.1% to Ch\$25,241 million (US\$47.7 million), due to almost flat sales of bottled wine, explained by 4.1% higher volumes, partially offset by 3.8% lower average prices, and higher bulk wine sales. In spite of lower average prices in Chilean pesos, prices in the domestic market grew 6.1% and export prices increased 15.9% in US dollars.

Operating Income decreased from Ch\$2,418 million (US\$4.6 million) to Ch\$896 million (US\$1.7 million) in Q3'05, mainly due to higher cost of goods sold and SG&A expenses, partially offset by higher revenues. Cost of goods sold increased 10.6% from Ch\$16,228 million (US\$30.7 million) in Q3'04 to Ch\$17,947 million (US\$33.9 million) this quarter, mainly due to higher direct costs. As a percentage of sales, cost of goods sold increased from 66.3% in Q3'04 to 71.1% in Q3'05. SG&A expenses increased 9.7% to Ch\$6,398 million (US\$12.1 million), mainly due to higher marketing and distribution expenses. As a percentage of sales, SG&A expenses increased from 23.8% to 25.3%. Accordingly, the operating margin decreased from 9.9% in Q3'04 to 3.5% in Q3'05.

**EBITDA** decreased Ch\$1,237 million (US\$2.3 million) to Ch\$2,368 million (US\$4.5 million) in Q3'05, while the EBITDA margin decreased from 14.7% to 9.4%.

Comments During the quarter, the profitability of this segment was affected by the appreciation of the Chilean peso (the average exchange rate decreased Ch\$75 or 12.0% during the quarter) and by the higher raw material costs. During the quarter, VSP launched a new design for Gato Negro's export bottle.

#### **PISCO**

**Revenues** increased 281.0% to Ch\$8,953 million (US\$16.9 million), mainly due to 236.2% higher volumes, as a result of the merger between Control and Pisconor that created Compañía Pisquera de Chile. For this reason, the results are distorted when compared to the previous year.

**Operating Income** decreased from a loss of Ch\$318 million (US\$0.6 million) to a loss of Ch\$328 million (US\$0.6 million) in Q3'05, mainly due to higher cost of goods sold and SG&A expenses, partially offset by higher revenues. **Cost of goods sold** as a percentage of sales, decreased from 74.1% to 71.8%.



**SG&A** expenses as a percentage of sales, decreased from 39.5% to 31.9%. Accordingly, the operating margin improved from a negative 13.5% in Q3'04 to a negative 3.7% in Q3'05.

**EBITDA** improved Ch\$167 million (US\$0.3 million) from a loss of Ch\$259 million (US\$0.5 million) to a loss of Ch\$91 million (US\$0.2 million), while the EBITDA margin improved from a negative 11.0% to a negative 1.0%.

Comments Compañía Pisquera de Chile ("CPCh") is developing the process of unifying the operations of Control and Pisconor using CCU's shared services in order to capture synergies. In July, the pisco sales force began selling the complete pisco portfolio in the Metropolitan area and supermarkets; this process will be expanded to the rest of the country during the fourth quarter. During the same month, CPCh launched "Ruta Sour Pica", a pisco sour ready-to-drink with "pica" lemon flavor.

# **RETURN ON CAPITAL EMPLOYED**

Return on Capital Employed ("ROCE") is calculated as the sum of operating income of each segment plus net income from related companies, plus other recurring non-operating income, minus taxes from operations; divided by the average capital employed for the period. Capital employed includes operating working capital, fixed assets and other assets used by the operation.

ROCE on a consolidated level for the twelve-month period ended September 30, 2005 was 12.3%, similar to the same period of last year.

	ROCE	ROCE
	2005	2004
BEER CHILE	30.5%	29.3%
BEER ARGENTINA	1.5%	0.2%
SOFT DRINKS	15.2%	15.7%
WINE	2.8%	2.0%
CONSOLIDATED	12.3%	12.3%

(Five exhibits to follow)

Exhibit 1: Income Statement (Third Quarter 2005)

	Ch\$ m		US\$ millio	` '	%
	<u>Q3'05</u>	<u>Q3'04</u>	<u>Q3'05</u>	<u>Q3'04</u>	<u>Change</u>
Net sales	111,059	97,465	209.9	184.2	13.9%
Cost of goods sold % of sales	(57,843) 52.1%	(50,730) 52.0%	(109.3) 52.1%	(95.9) 52.0%	14.0%
Gross profit % of sales	53,216 47.9%	46,735 48.0%	100.6 47.9%	88.3 48.0%	13.9%
SG&A % of sales	(43,421) 39.1%	(38,460) 39.5%	(82.1) 39.1%	(72.7) 39.5%	12.9%
Operating income % of sales	9,795 8.8%	8,275 8.5%	18.5 8.8%	15.6 8.5%	18.4%
Non-operating result					
Financial income Equity in NI of rel. companies Other non-operating income Amortization of goodwill	57 (140) 867 (620)	(280) 92 202 (552)	0.1 (0.3) 1.6 (1.2)	(0.5) 0.2 0.4 (1.0)	NM NM 328.4% 12.2%
Interest expenses Other non-operating expenses Price level restatement	(1,841) (225) (712)	(1,430) (430) 632	(3.5) (0.4) (1.3)	(2.7) (0.8) 1.2	28.8% -47.7% NM
Currency exchange result Total	<u>745</u> (1,868)	1 <u>54</u> (1,612)	1.4 (3.5)	<u>0.3</u> (3.0)	<u>384.5%</u> 15.9%
Income before taxes Income taxes Tax rate	7,926 78 -1.0%	6,662 (656) 9.8%	15.0 0.1 -1.0%	12.6 (1.2) 9.8%	19.0% NM
Minority interest	(72)	(645)	(0.1)	(1.2)	-88.9%
Amort. of negative goodwill	15	10	0.0	0.0	58.9%
Net income % of sales	7,948 7.2%	5,371 5.5%	15.0 7.2%	10.1 5.5%	48.0%
Earnings per share Earnings per ADR	24.95 124.77	16.86 84.32	0.05 0.24	0.03 0.16	48.0%
Weighted avg. shares (millions)	318.5	318.5	318.5	318.5	
Depreciation Amortization EBITDA	10,230 123 20,148	10,423 95 18,792	19.3 0.2 38.1	19.7 0.2 35.5	-1.8% 29.7% 7.2%
% of sales	18.1%	19.3%	18.1%	19.3%	
Capital expenditures	12,696	8,817	24.0	16.7	44.0%

<sup>(1)</sup> Exchange rate: US\$1.00 = Ch\$529.20

Exhibit 2: Income Statement (Nine Months Ended September 30, 2005)

	Ch\$ mil <u>30-Sep-05</u>	llions <u>30-Sep-04</u>	US\$ millior <u>30-Sep-05</u>	ns (1) 30-Sep-04	% <u>Change</u>
Net sales	339,427	301,059	641.4	568.9	12.7%
Cost of goods sold % of sales	(169,480) 49.9%	(147,295) 48.9%	(320.3) 49.9%	(278.3) 48.9%	15.1%
Gross profit % of sales	169,947 50.1%	153,764 51.1%	321.1 50.1%	290.6 51.1%	10.5%
SG&A % of sales	(129,782) 38.2%	(116,920) 38.8%	(245.2) 38.2%	(220.9) 38.8%	11.0%
Operating income % of sales	40,165 11.8%	36,843 12.2%	75.9 11.8%	69.6 12.2%	9.0%
Non-operating result					
Financial income	790	103	1.5	0.2	670.9%
Equity in NI of rel. companies	(26)	75	(0.0)	0.1	NM
Other non-operating income	1,427	640	2.7	1.2	122.9%
Amortization of goodwill	(1,923)	(1,751)	(3.6)	(3.3)	9.8%
Interest expense	(5,437)	(4,738)	(10.3)	(9.0)	14.8%
Other non-operating expenses	(1,132)	(1,202)	(2.1)	(2.3)	-5.9%
Price level restatement	(106)	967	(0.2)	1.8	NM
Currency exchange result Total	<u>188</u> (6,219)	<u>(1,059)</u> (6,964)	<u>0.4</u> (11.8)	(2.0) (13.2)	<u>NM</u> -10.7%
Income before taxes	33,946	29,879	64.1	56.5	13.6%
Income taxes	(4,893)	(6,773)	(9.2)	(12.8)	-27.8%
Tax rate	14.4%	22.7%	14.4%	22.7%	
Minority interest	(521)	(644)	(1.0)	(1.2)	-19.2%
Amort. of negative goodwill	36	33	0.1	0.1	9.4%
Net income % of sales	28,568 8.4%	<b>22,494</b> 7.5%	54.0 8.4%	42.5 7.5%	27.0%
Earnings per share Earnings per ADR	89.69 448.47	70.62 353.12	0.17 0.85	0.13 0.67	27.0%
Weighted avg. shares (millions)	318.5	318.5	318.5	318.5	
Depreciation	30,140	32,045	57.0	60.6	-5.9%
Amortization	396	301	0.7	0.6	31.6%
EBITDA	70,700	69,190	133.6	130.7	2.2%
% of sales	20.8%	23.0%	20.8%	23.0%	
Capital expenditures	29,927	19,016	56.6	35.9	57.4%

<sup>(1)</sup> Exchange rate: US\$1.00 = Ch\$529.20

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#### Exhibit 3: Segment Information - Third Quarter 2005

	Beer - Chile		Beer - Arg	Beer - Argentina		Soft Drinks & Min Water		Wine		Pisco		Others	
	<u>2005</u>	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	
OPERATING RESULTS													
(all figures in Ch\$ millions)													
Revenues	00.070	00.077	7.705	7047	22.222	07.070	20.044	00.040		0.040	0.040	4 700	
Core products	36,679	32,977	7,765	7,917	29,663	27,276	23,644	23,618	8,836	2,348	2,043	1,788	
Other products	<u>594</u>	<u>507</u>	<u>15</u>	<u>86</u>	<u>108</u>	<u>86</u>	<u>1,597</u>	<u>860</u>	<u>117</u>	<u>2</u>	<u>0</u>	<u>0</u>	
Total	37,272	33,484	7,780	8,002	29,770	27,362	25,241	24,478	8,953	2,350	2,043	1,788	
% change	11.3%		-2.8%		8.8%		3.1%		281.0%		14.3%		
Cost of sales	(14,416)	(13,813)	(4,151)	(4,719)	(13,632)	(13,432)	(17,947)	(16,228)	(6,427)	(1,741)	(1,271)	(799)	
% of sales	38.7%	41.3%	53.4%	59.0%	45.8%	49.1%	71.1%	66.3%	71.8%	74.1%	62.2%	44.7%	
SG&A	(16,417)	(14,297)	(3,804)	(4,271)	(13,882)	(12,911)	(6,398)	(5,832)	(2,855)	(927)	(65)	(221)	
% of sales	44.0%	42.7%	48.9%	53.4%	46.6%	47.2%	25.3%	23.8%	31.9%	39.5%	3.2%	12.4%	
Operating profit	6,440	5,374	(176)	(987)	2,256	1,019	896	2,418	(328)	(318)	707	768	
% change	19.8%	3,374	82.2%	(307)	121.4%	1,019	-63.0%	2,410	-3.2%	(310)	-8.0%	700	
% of sales	17.3%	16.1%	-2.3%	-12.3%	7.6%	3.7%	3.5%	9.9%	-3.7%	-13.5%	34.6%	43.0%	
Depreciation	4,776	4,636	999	1,339	2,572	2,997	1,382	1,136	237	60	265	255	
Amortization	1	1	31	42	1	1	90	51	0	0	0	0	
EBITDA	11,216	10,011	854	394	4,829	4,017	2,368	3,605	(91)	(259)	972	1,024	
% change	12.0%	22.22/	116.9%	4.00/	20.2%	4470/	-34.3%	4.4.70/	64.6%	44.00/	-5.1%	<b>57.00</b> /	
% of sales	30.1%	29.9%	11.0%	4.9%	16.2%	14.7%	9.4%	14.7%	-1.0%	-11.0%	47.6%	57.3%	
	Beer - C	hile	Beer - Arg	entina*	Soft Drinks & Min Water		Wine***		Pisco				
1	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004			
<b>VOLUMES &amp; PRICING</b>													
Volume (HLs)	799,224	762,222	459,682	434,793	<u>Total*</u> 1,019,612	989,872	<u>Tota</u> 284,170	<u>l</u> 273,098	<u>Total</u> 65,755	19,558			
% change	4.9%	102,222	5.7%	434,793	3.0%	303,072	4.1%	273,090	236.2%	19,556			
76 Change	4.570		3.7 /6		3.076		4.170		250.276				
					Soft Drir		Chile - Do						
					692,501	732,321	160,449	134,862					
					-5.4%		19.0%						
					Nectar		Chile - Bottled						
					117,285	100,957	112,256	129,683					
					16.2%		-13.4%						
					Mineral W								
					209,826	156,594	Argenti 11,465	ina 8,553					
					34.0%			0,553					
							34.0%						

<sup>\*</sup> Volumes include exports of 11,475 HL (7,588 HL to Chile) and 11,384 HL (8,412 HL to Chile) in Q3'05 and Q3'04, respectively.

<sup>\*\*\*</sup> Volumes do not include bulk volumes of 33,244 HL (30,871 HL from Chile exports and 2,374 HL from Argentina) and 21,269 HL (16,799 HL from Chile exports and 4,470 HL from Argentina) in Q3'05 and Q3'04, respectively.

		, ,	Total	Total		<u>al</u>	,.			
Price (Ch\$ / HL)	45,893	43,264	16,892	18,208	29,092	27,555	83,204	86,483	134,377	120,040
% change (real)	6.1%		-7.2%		5.6%		-3.8%		11.9%	
					O-# Driving		Ohile Dem			
					Soft Drinks		Chile - Dom			
					28,055	26,921	60,397	56,939		
					4.2%		6.1%			
					Nectars		Chile - Bottled	Exports		
					41,067	41,019	115,864	116,192		
					0.1%		-0.3%			
					Mineral Water	:				
					25,819	21,841	Argentin	a		

18.2%

101,888

82,592 -18.9%

<sup>\*\*</sup> In unit cases, sales from the soft drinks and mineral water segment totaled 18.0 million and 17.4 million in Q3'05 and Q3'04, respectively.

#### Exhibit 4: Segment Information - Nine Months Ended September 30, 2005

	Beer - Chile		Beer - Argentina		Soft Drinks &	Min Water	Wine	e	Pisco		Othe	rs
	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005	2004
OPERATING RESULTS												
(all figures in Ch\$ millions) Revenues												
Core products	122,683	111,196	30,944	29,228	93,345	85,704	59,927	59,428	18,899	5,999	5,889	4,205
Other products	1,693	1,424	214	306	35,343 370	255	5,220	3,302	243	12	5,009 <u>0</u>	4,203
Total	124,376	112,620	31,157	29,534	93,715	85,960	65,148	62,730	19,142	6,011	5,889	4,205
% change	10.4%	, 5 _ 5	5.5%	20,00	9.0%	00,000	3.9%	02,700	218.5%	0,011	40.0%	.,200
Cost of sales	(46,463)	(42,987)	(16,351)	(16,394)	(45,256)	(40,786)	(44,628)	(41,548)	(13,615)	(4,608)	(3,167)	(972)
% of sales	37.4%	38.2%	52.5%	55.5%	48.3%	47.4%	68.5%	66.2%	71.1%	76.7%	53.8%	23.1%
SG&A	(47,805)	(41,961)	(14,610)	(14,432)	(40,469)	(38,956)	(17,366)	(17,190)	(7,905)	(3,281)	(1,628)	(1,100)
% of sales	38.4%	37.3%	46.9%	48.9%	43.2%	45.3%	26.7%	27.4%	41.3%	54.6%	27.6%	26.2%
Operating profit	30,108	27,673	197	(1,292)	7,990	6,218	3,154	3,991	(2,378)	(1,878)	1,094	2,132
% change	8.8%		NM		28.5%		-21.0%		-26.6%		-48.7%	
% of sales	24.2%	24.6%	0.6%	-4.4%	8.5%	7.2%	4.8%	6.4%	-12.4%	-31.2%	18.6%	50.7%
Depreciation	13,980	13,845	3,776	4,602	7,648	9,116	3,344	3,453	591	192	800	839
Amortization	3	3	119	142	2	2	270	154	0	0	0	0
EBITDA	44,091	41,520	4,093	3,451	15,641	15,336	6,768	7,598	(1,787)	(1,686)	1,894	2,971
% change	6.2%		18.6%		2.0%	.=	-10.9%		-6.0%		-36.3%	
% of sales	35.4%	36.9%	13.1%	11.7%	16.7%	17.8%	10.4%	12.1%	-9.3%	-28.0%	32.2%	70.7%
	Beer - C	hile	Beer - Arg	entina*	Soft Drinks &	Min Water	Wine***		Pisco	Pisco		
	<u>2005</u>	2004	2005	2004	<u>2005</u>	2004	<u>2005</u>	2004	<u>2005</u>	2004		
VOLUMES & PRICING					T-4-11		T-4-1		T-4-1			
Volume (HLs)	2,782,687	2,540,696	1,508,445	1,406,214	<u>Total</u> 3,316,234	3,060,100	<u>Total</u> 704,257	<u>1</u> 708,694	<u>Total</u> 144,693	49,451		
% change	9.5%	2,340,030	7.3%	1,400,214	8.4%	0,000,100	-0.6%	700,004	192.6%	45,451		
					Soft Dri		Chile - Dor					
					2,278,319	2,240,514	394,584	372,499				
					1.7%		5.9%					
					Necta 319,467	276,954	Chile - Bottled 280,995	315,589				
					15.4%	276,954	-11.0%	313,369				
					Mineral W	Vater						
					718,448	542,633	Argenti					
					32.4%		28,678	20,606				
							39.2%					

<sup>\*\*</sup> In unit cases, sales from the soft drink and mineral water segment totaled 58.4 million and 53.9 million in 2005 and 2004, respectively.

\*\*\* Volumes do not include bulk volumes of 110 632 HI (90 707 HI from Chile exports and 19 925 HI from Amentina) and 85 719 HI (64 953 HI from Chile exports and 6 376 HI from Amentina) in 2005 and 2004 respectively.

*** Volumes do not include bulk v	olumes of 110,632 HL (90,70	)7 HL from Chile exports	s and 19,925 HL from A	rgentina) and 85,719 H	L (64,953 HL from Chile expor	ts and 6,376 HL fro	om Argentina ) in 2005 an	d 2004, respectively.		
					<u>Total</u>		<u>Total</u>			
Price (Ch\$ / HL)	44,088	43,766	20,514	20,785	28,148	28,007	85,093	83,856	130,614	121,314
% change (real)	0.7%		-1.3%		0.5%		1.5%		7.7%	
					Soft Drinks		Chile - Domestic			
					27,623	27,576	60,377	53,462		
					0.2%		12.9%			
					Nectars		Chile - Bottled	Exports		
					41,452	42,217	118,723	117,981		
					-1.8%		0.6%			
					Mineral Water					
					23,896	22,533	Argentina	<u>a</u>		
					6.1%		95,646	110,650		

-13.6%

<sup>\*</sup> Volumes include exports of 39,624 HL (28,405 HL to Chile) and 32,641 HL (25,176 HL to Chile) in 2005 and 2004, respectively.

**Exhibit 5: Balance Sheet** 

ASSETS	Ch\$ millions 30-Sep-05 30-Sep-04		US\$ mill <u>30-Sep-05</u>	% <u>Change</u>					
Cash & equivalents Other current assets Total current assets	54,450 <u>165,807</u> 220,257	49,634 <u>135,898</u> 185,532	102.9 <u>313.3</u> 416.2	93.8 <u>256.8</u> 350.6	9.7% 22.0% 18.7%				
PP&E, net Other assets	318,848 82,441	318,021 67,014	602.5 155.8	600.9 126.6	0.3% 23.0%				
TOTAL ASSETS	621,547	570,567	1,174.5	1,078.2	8.9%				
LIABILITIES & STOCKHOLDERS' EQUITY									
Short-term debt (2) Other current liabilities Total current liabilities	17,936 <u>80,053</u> 97,989	31,186 68,516 99,702	33.9 <u>151.3</u> 185.2	58.9 <u>129.5</u> 188.4	-42.5% 16.8% -1.7%				
Long-term debt (2) Other long-term liabilities Total long-term liabilities	137,893 <u>35,700</u> 173,593	97,181 <u>35,378</u> 132,558	260.6 <u>67.5</u> 328.0	183.6 <u>66.9</u> 250.5	41.9% 0.9% 31.0%				
Minority interest	40,923	40,406	77.3	76.4	1.3%				
Stockholders' equity	309,041	297,901	584.0	562.9	3.7%				
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	621,547	570,567	1,174.5	1,078.2	8.9%				
OTHER FINANCIAL INFORMATION									
Total financial debt	155,829	128,367	294.5	242.6	21.4%				
Net debt (3)	101,380	78,733	191.6	148.8	28.8%				
Liquidity ratio Debt / Capitalization	2.25 0.31	1.86 0.28							

<sup>(1)</sup> Exchange rate: US\$1.00 = Ch\$529.20

<sup>(2)</sup> Includes only financial debt

<sup>(3)</sup> Total financial debt minus cash & equivalents