



OPEN UP YOUR WORLD
CCU

UBS Latin American Conference
London, 30 June / 1 July, 2008

Forward-Looking Statements



- ▶ Statements made in this presentation that relate to CCU's future performance or financial results are forward-looking statements, which involve uncertainties that could cause actual performance or results to materially differ. We undertake no obligation to update any of these statements. Listeners are cautioned not to place undue reliance on these forward-looking statements. These statements should be taken in conjunction with the additional information about risk and uncertainties set forth in CCU's annual report on Form 20-F filled with the US Securities and Exchange Commission.

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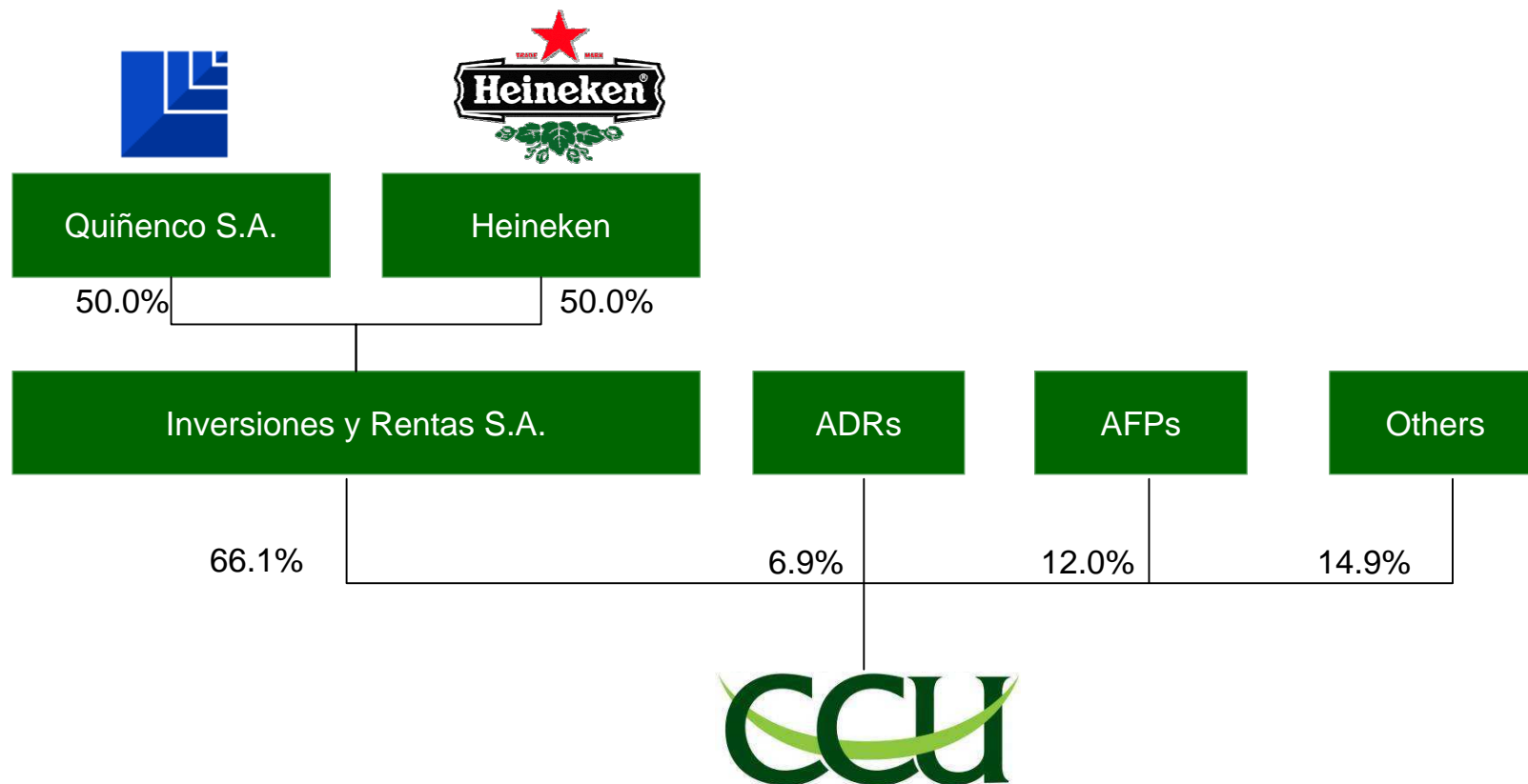
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1. Shareholders Structure



Note: Shareholders structure as of March 31, 2008

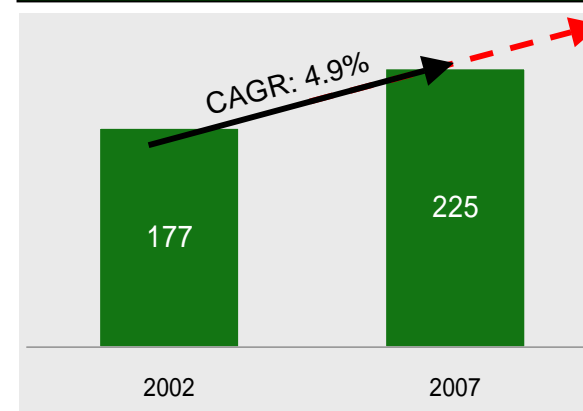
2. Beverages Industry

Per capita consumption (PCC) 2007



	Chile	Argentina	Spain	USA
Liters per capita	225	380	573	547
Beer	34	39	91	75
Soft drinks	117	123	102	175
Juices and nectars	15	4	37	53
<i>Nectars</i>	13	-	-	-
<i>Other liquid juices</i>	3	-	-	-
Water	17	116	163	120
<i>Mineral water</i>	10	-	-	-
<i>Purified water</i>	6	-	-	-
Sport and energy drinks	0.5	2	6	17
Ice tea	0.0	0.0	3	14
Wine	15	30	36	10
Spirits	5	1	7	5
<i>Pisco</i>	2	-	-	-
<i>Other spirits</i>	1	1	7	5
Milk	21	65	128	78

PCC evolution in Chile



► Categories with high growth potential

PCC: CCU estimates, Canadian

Income per capita (PPP): 0.9 times Argentina/Chile, 2.2 times Spain/Chile and 3.4 times USA/Chile .

Income per capita (PPP): Source World Bank, April 2008.

2. Beverages Industry

Market share



Market share CCU 2007	
Beverages industry in Chile (witho ut milk)	37.1%
Beer in Argentina (witho ut IC SA)	16.1%
Wine exports (witho ut Argentina)	11.0%
Market Share (Average Consolidated)	29.1%

3. Main Indicators



US\$ Millions ¹	2002	2003	2004	2005	2006	2007	CAGR
Profitability							
Operating income	102.3	123.0	153.6	167.9	197.2	233.5	17.9%
EBITDA	220.0	231.8	261.6	271.8	301.2	338.1	9.0%
ROCE ²	8.6%	11.4%	15.0%	15.8%	18.2%	21.4%	
Growth							
Volumes (MM liters)	1,013	1,090	1,135	1,231	1,340	1,422	7.0%
Market share ³	26.5%	27.6%	27.8%	29.0%	28.9%	29.1%	
Revenues	937.0	1,030.1	1,100.5	1,242.8	1,350.3	1,447.2	9.1%
SAM Domestic ⁴	S/M	S/M	46.4	64.5	79.8	105.8	31.6%
Sustainability							
First preference	26.8%	30.0%	29.6%	32.1%	32.0%	29.4%	
Organizational environment ⁵	67%	69%	72%	70%	72%	72%	

Source: CCU & Adimark

¹ Accumulated figures in real pesos as of March 2008, converted to US\$ million as of March 2008, US\$1=Ch\$437.71

² ROCE: Return on Capital Employed of 12 months ended December of each year.

³ Weighted market share of all businesses that CCU participates.

⁴ SAM: "Segmento de Alto Margen" (High Margin Segment).

⁵ Measured by an internal survey ended June of each year.

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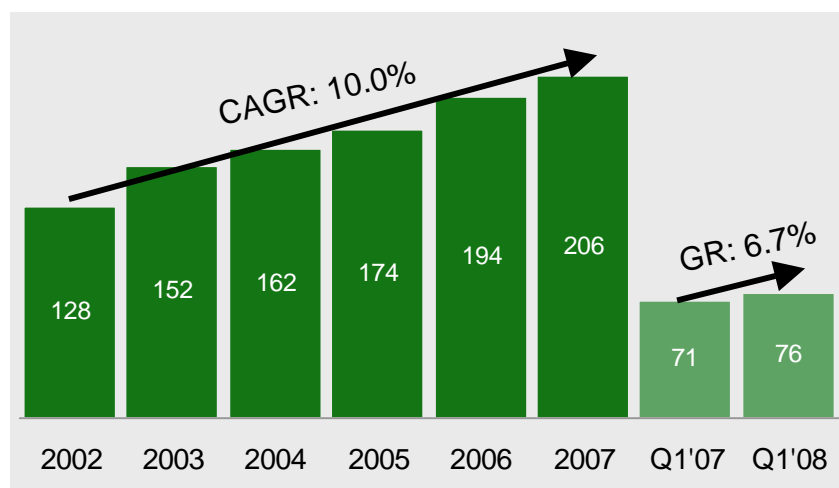
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1. Beer in Chile



EBITDA (US\$MM)

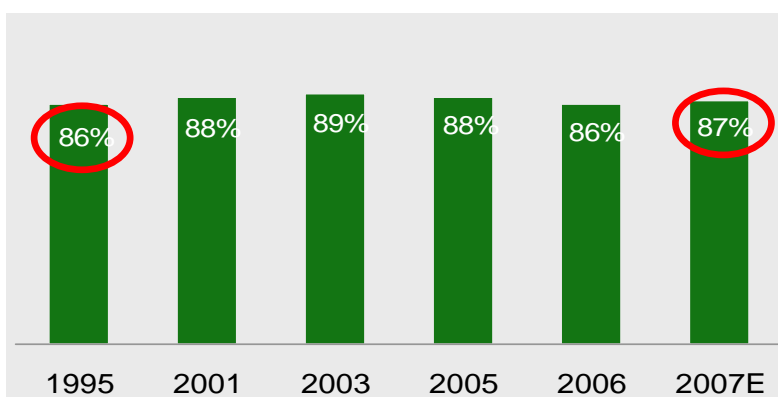


Source: CCU

Note: Figures in US\$ million as of March 2008

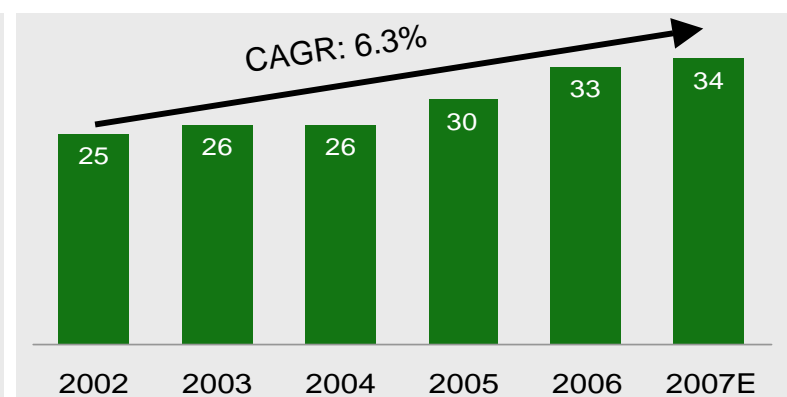


Market share (%)



Source: CCU estimates

Per capita consumption (liters)



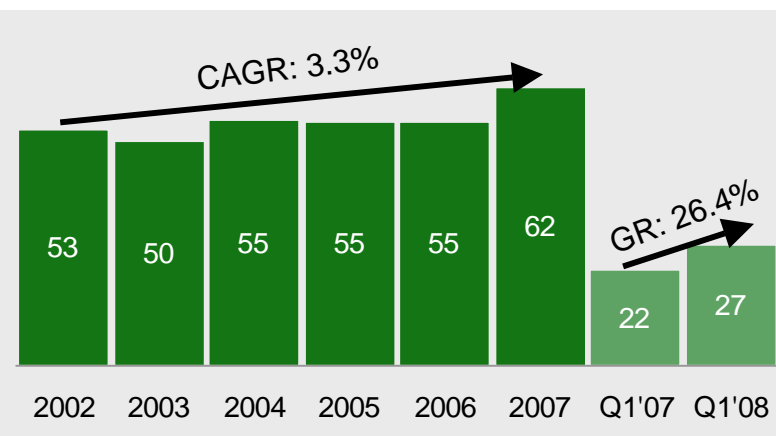
Source: CCU estimates

2. Non-alcoholic Beverages in Chile

Soft drinks, juices and nectars, mineral water, purified water, sport beverages, energy drinks and ice tea.



EBITDA (US\$MM)

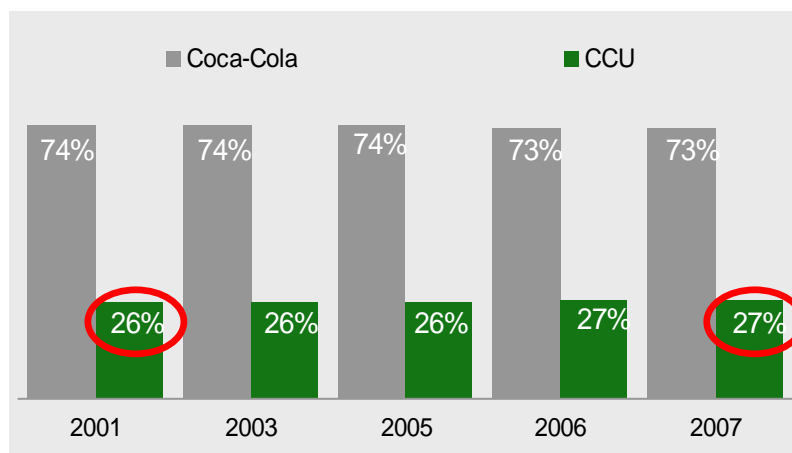


Source: CCU

Note: Figures in US\$ million as of March 2008

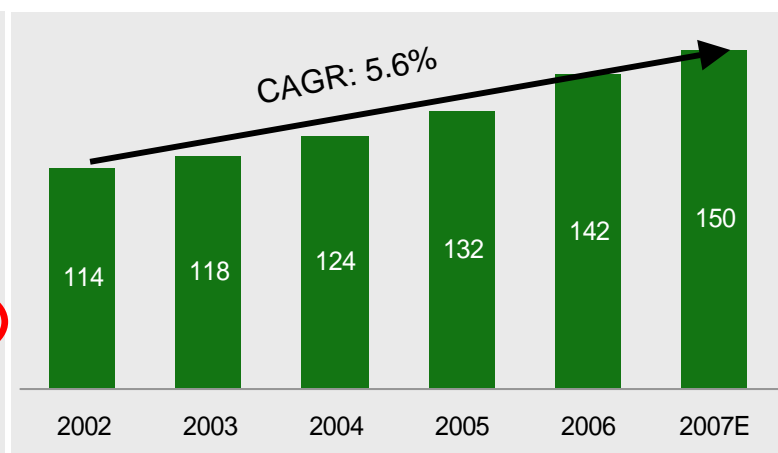


Non-alcoholic beverages market share (%)



Source: ANBER, only considers CCU's and Coca-Cola system sales in Chile

Per capita consumption (liters)

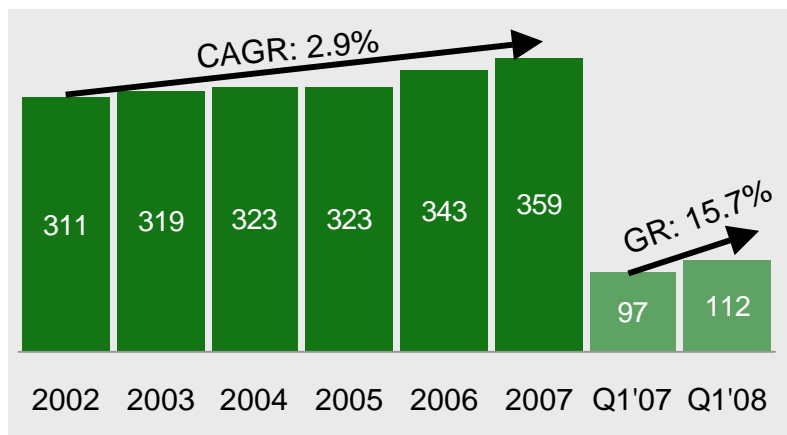


Source: CCU estimates

2 a) Soft Drinks

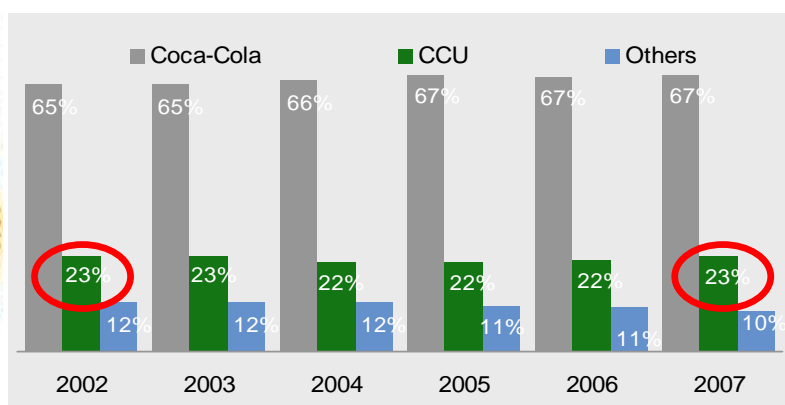


Volumes (MM liters)



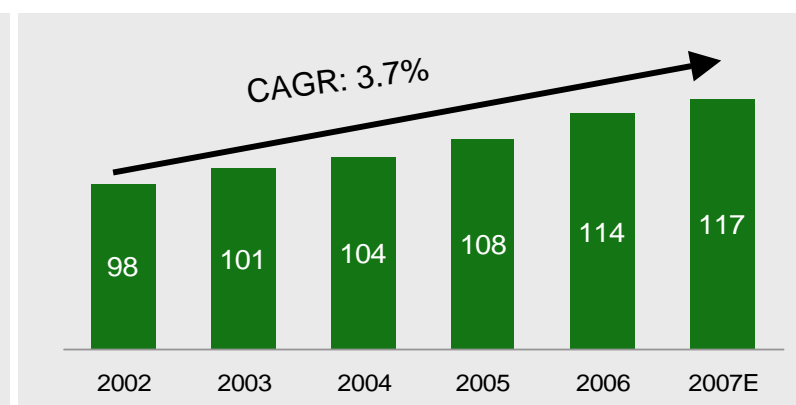
Source: CCU

Soft drinks market share (%)



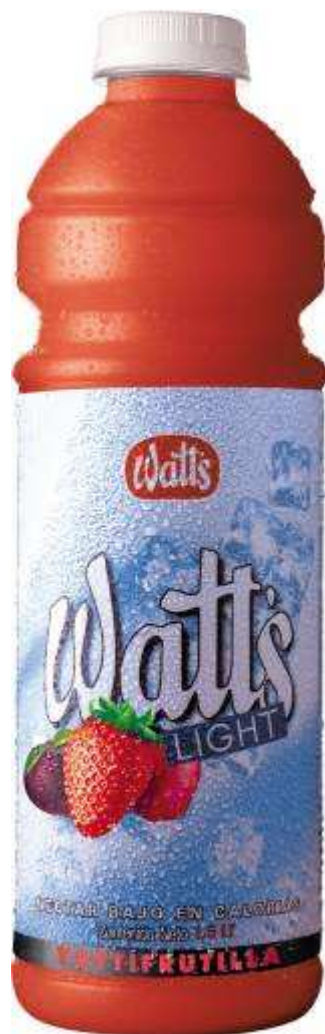
Source: ACNielsen

Per capita consumption (liters)

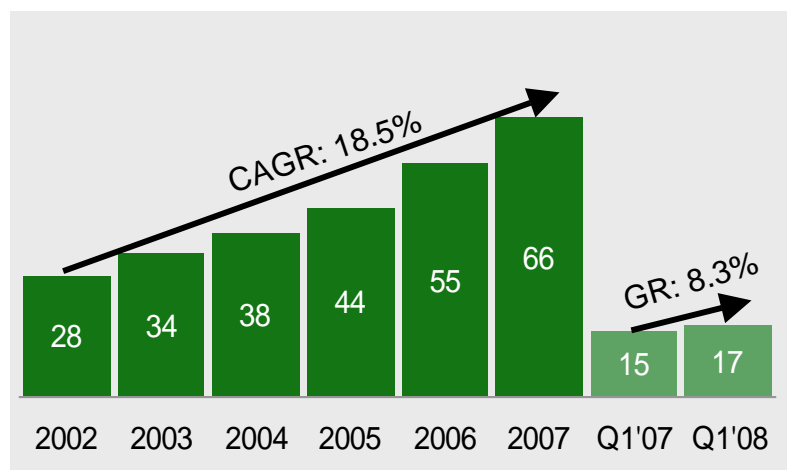


Source: CCU estimates

2 b) Juices and Nectars



Volumes (MM liters)



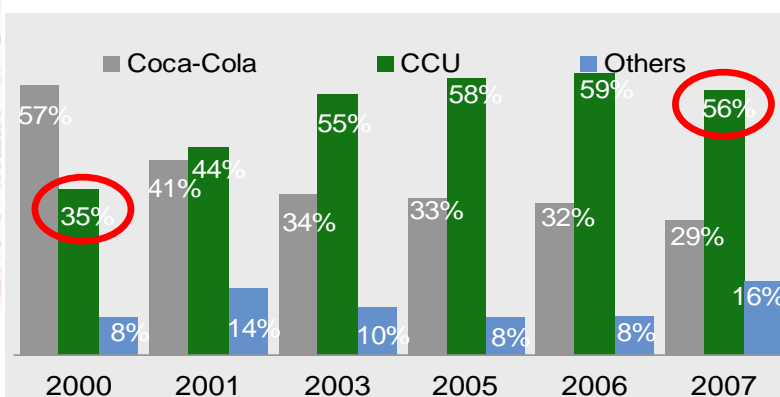
Source: CCU

New Developments:

• Promarca

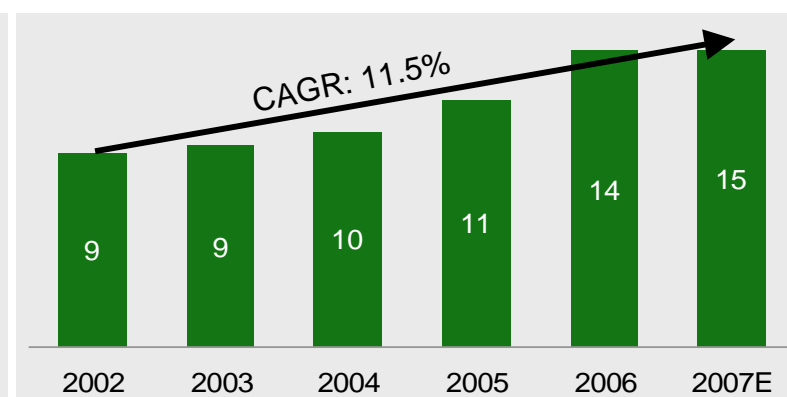


Bottled nectar market share (%)



Source: ACNielsen

Per capita consumption (liters) ⁽¹⁾



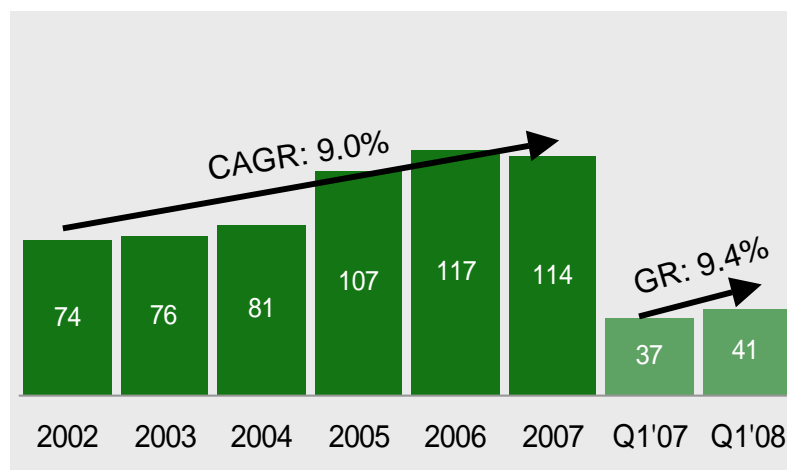
Source: CCU estimates Note: Includes all juices and nectars

⁽¹⁾ Total bottled nectar corresponds to 8.6 liters of the total per capita consumption of 14 liters presented as 2007 estimate.

2 c) Mineral Water



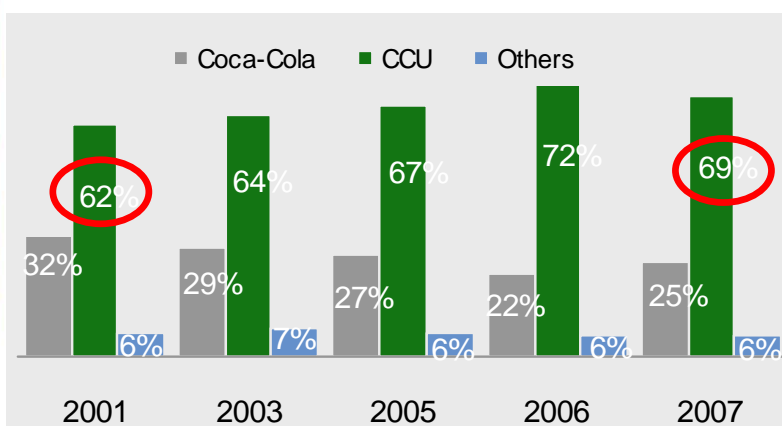
Volumes (MM liters)



Source: CCU

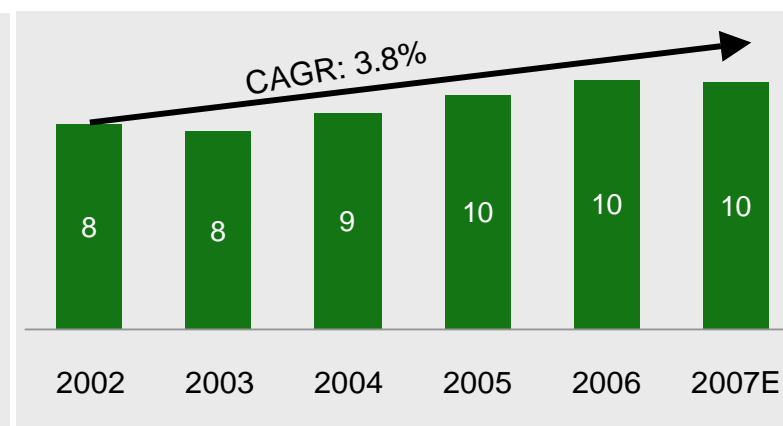


Mineral water market share (%)



Source: ACNielsen

Per capita consumption (liters)



Source: CCU estimates

2 d) Purified Water

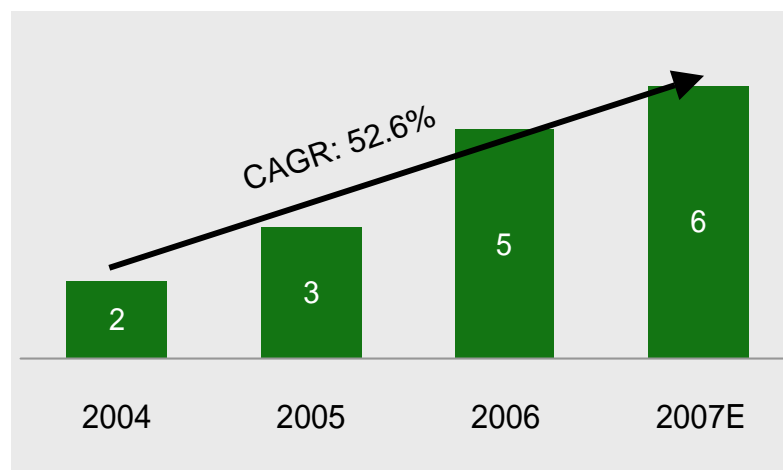


Aguas CCU-Nestlé S.A.:

Association for mineral and purified waters



Per capita consumption (liters)

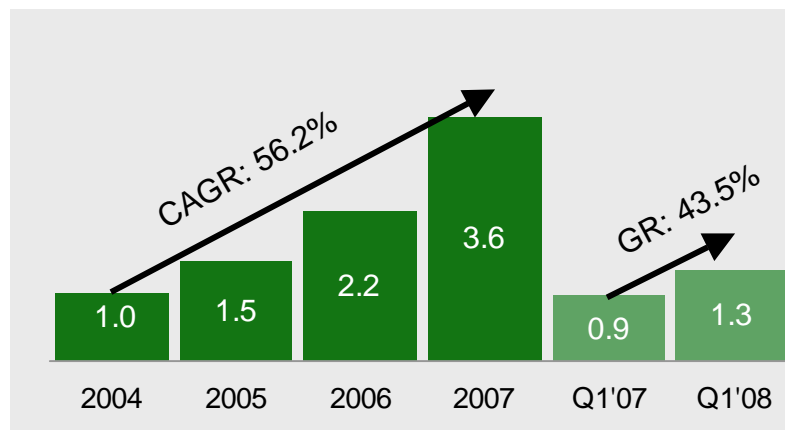


Source: CCU estimates

2 e) Sport Beverages



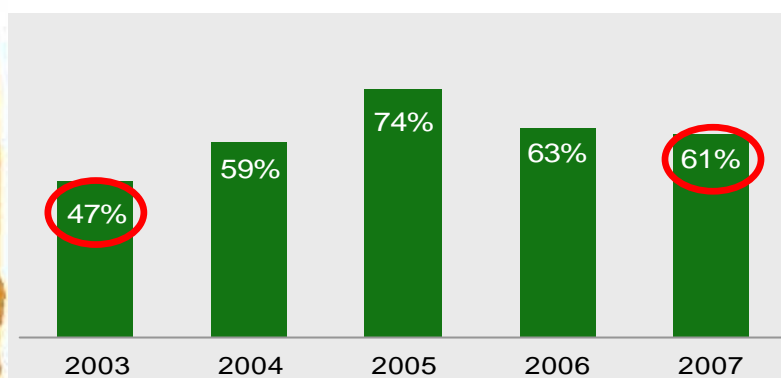
Volumes (MM liters)



Source: CCU

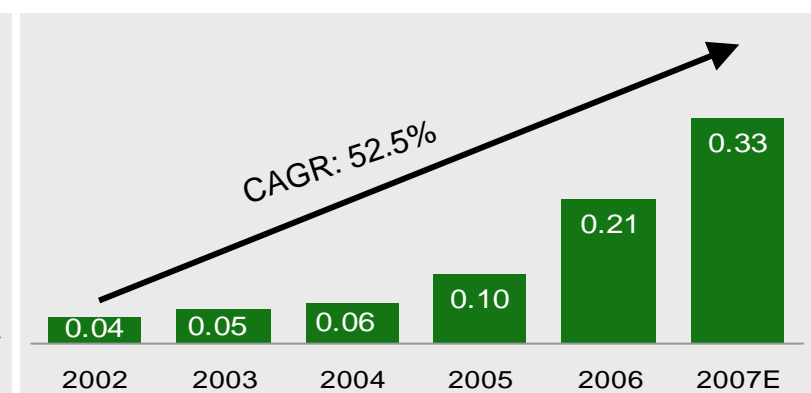


Gatorade market share (%)



Source: ACNielsen

Per capita consumption (liters)

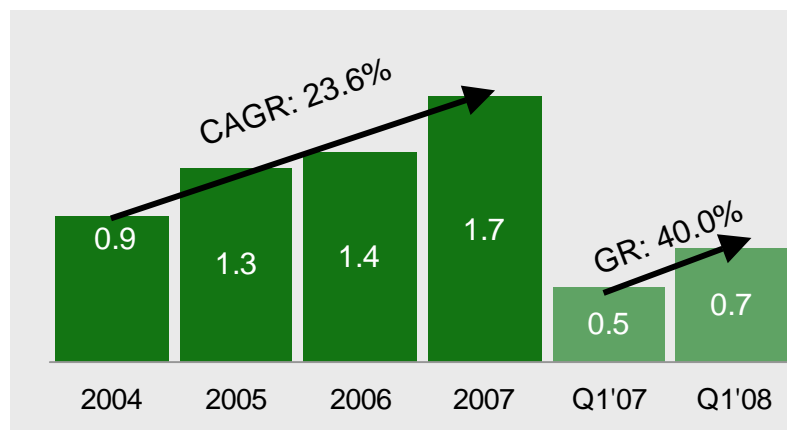


Source: CCU estimates

2 f) Energy Drinks



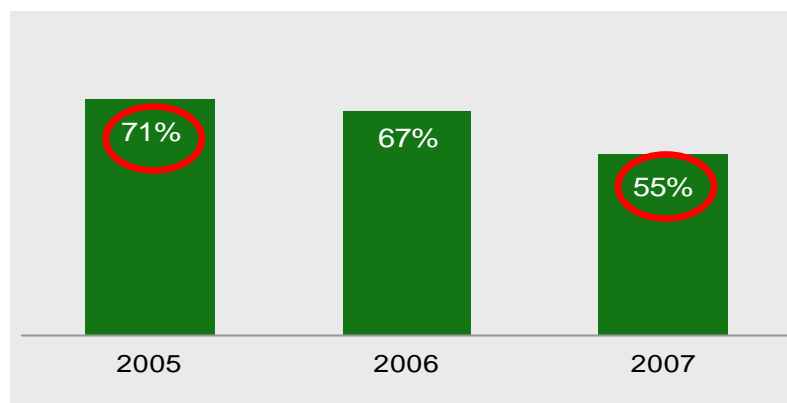
Volumes (MM liters)



Source: CCU

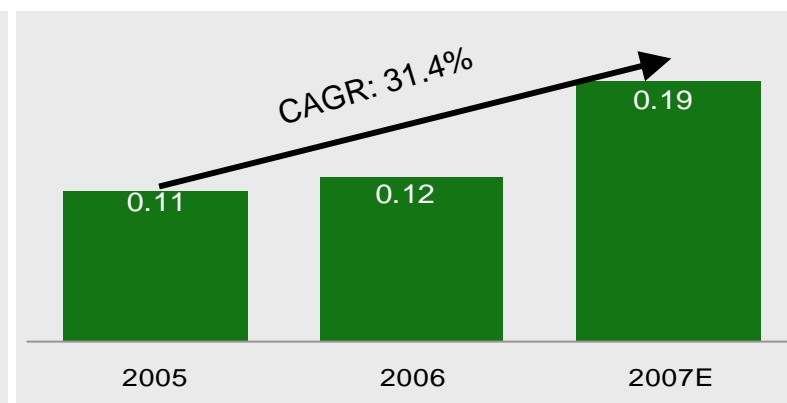


Energy drinks market share (%)



Source: ACNielsen, 2007: information available accumulated as of July 2007

Per capita consumption (liters)

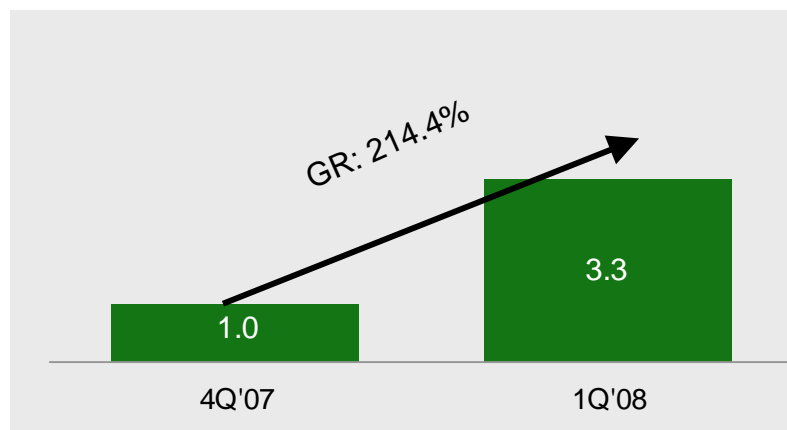


Source: CCU estimates

2 g) Ice Tea

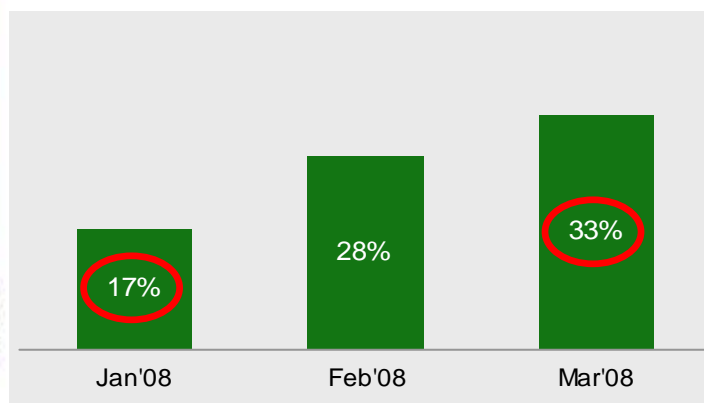


Volumes (MM liters)



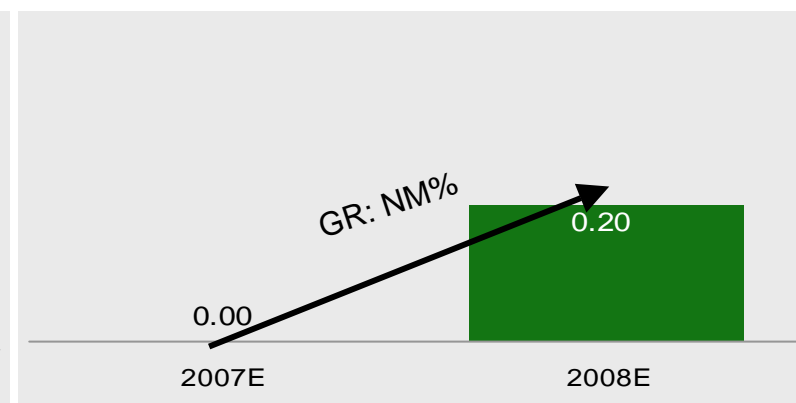
Source: CCU

Ice tea market share (%)



Source: ACNielsen, only considers supermarkets in volume

Per capita consumption (liters)

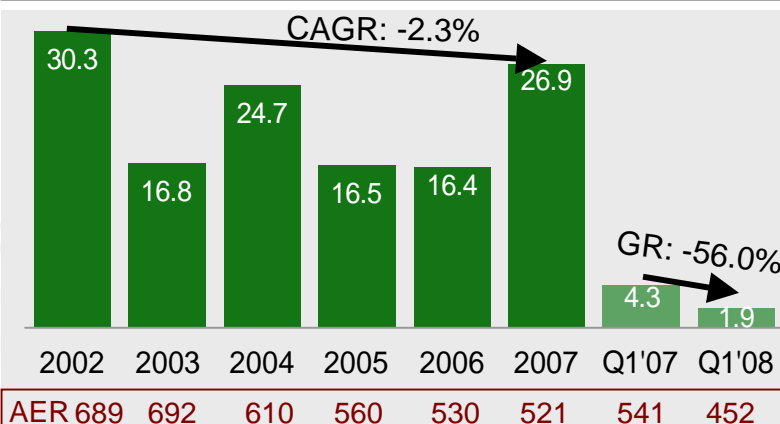


Source: CCU estimates

3. Wines



EBITDA (US\$MM)



AER	689	692	610	560	530	521	541	452
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Source: CCU AER: nominal average exchange rate
Note: Figures US\$ million as of March 2008

Vol., market share and exp. prices(MM Lt, %, US\$)



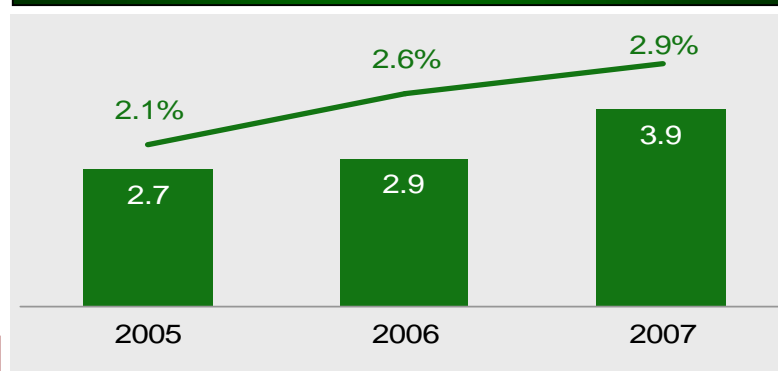
Source: Wineries of Chile Association, VSP
Note: Does not include bulk wine
Prices in US\$ per case

New developments:

- Viña Altaïr
- Viña Valles de Chile

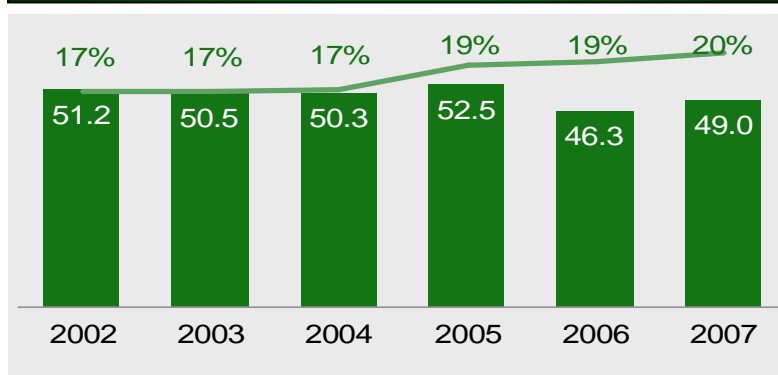


Sales and market share exp. Argentina (MM Lt, %)



Source: FLC Argentina

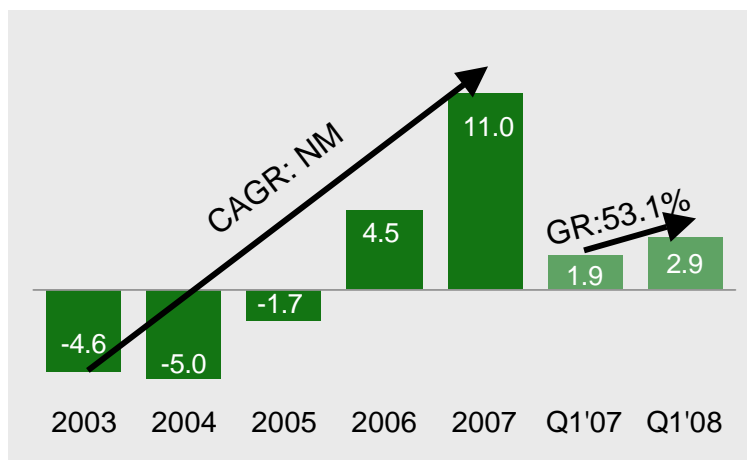
Domestic sales and market share (MM Lt, %)



Source: ACNielsen and CCU

4. Spirits

EBITDA (US\$MM)



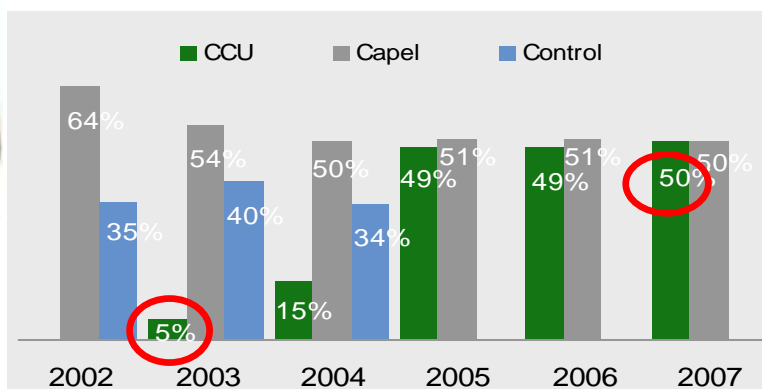
Source: CCU
Note: Figures in US\$ million as of March 2008

New developments:

- Rum

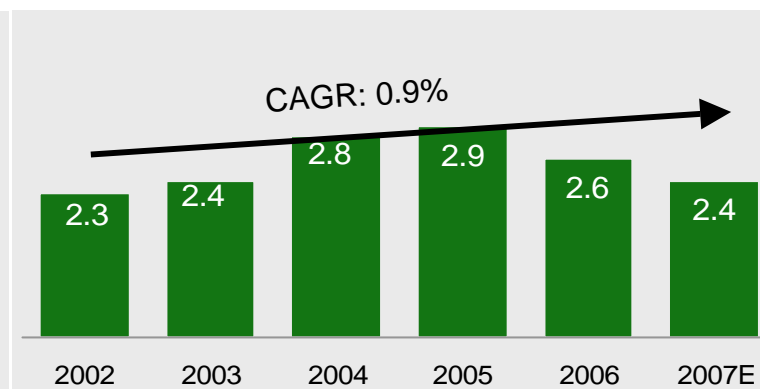


Pisco market share (%)



Source: ACNielsen for years 2002 to 2004 and industry estimations for years 2005, 2006 and 2007

Pisco per capita consumption (liters)

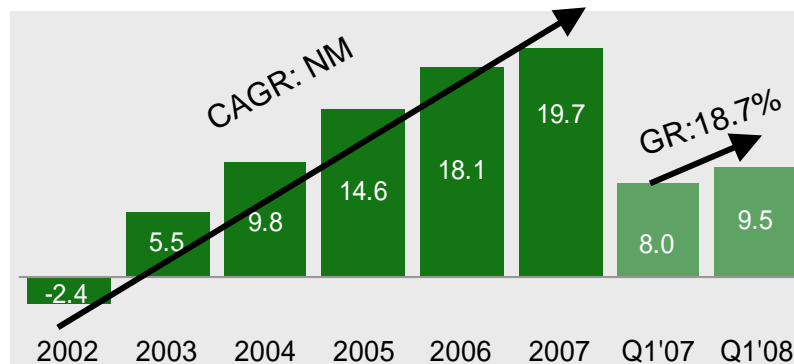


Source: CCU estimates

5. Beer in Argentina



EBITDA (nominal US\$MM)



Source: CCU

Note: Figures in nominal dollars

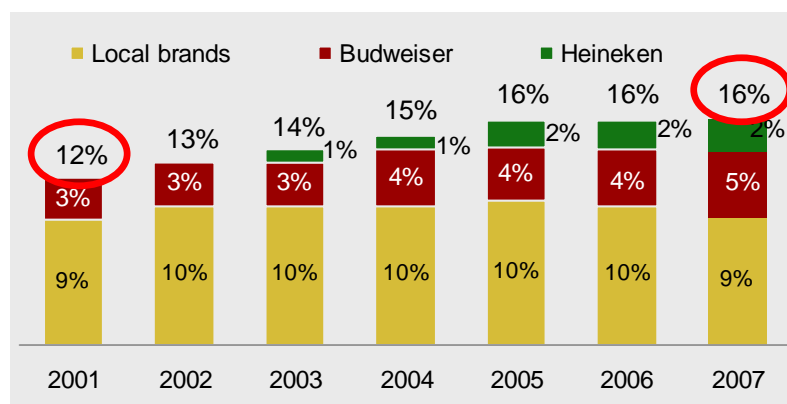
New developments:

ICSA (Adq. April 2, 2008)

- Capacity (2.7 MMHL)
- Participation (5.8%)

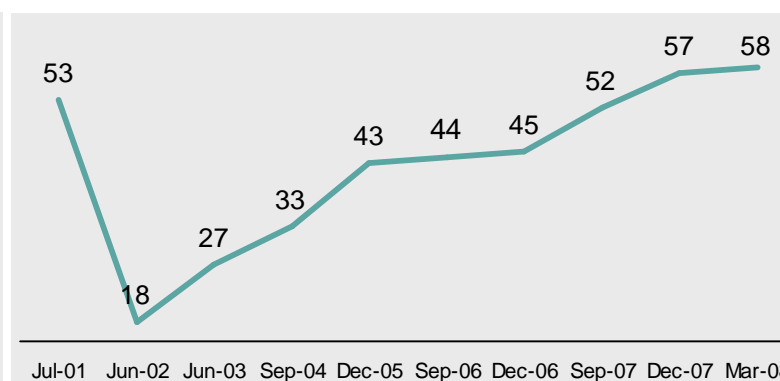


Market share



Source: Argentine Beer Industry Chamber

Beer price in Argentina (US\$/HL)



Source: CCU

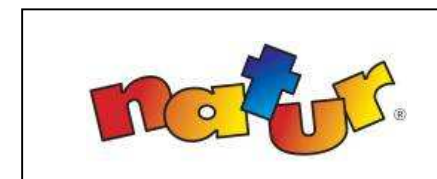
6. Sweet Snacks



Calaf – Ready-to-eat snacks



New developments:



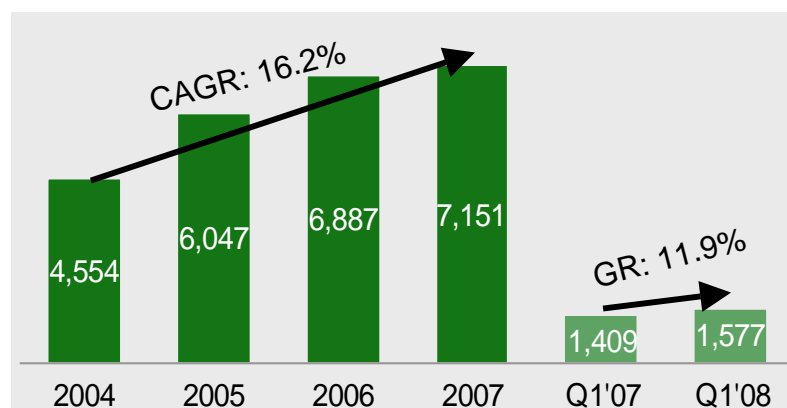
ECCU

EMBOTELLADORA CCU S.A.

Access to over 90,000 clients



Sale volumes (tons)



Source: CCU

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1. CCU Strategic Plan 2008-2010



- SO#1 Grow and strengthen all our businesses in the beverage industry, with focus on First Preference
- SO#2 Balance the management of our “Plan Punto Máximo” (PPM) segments, in terms of Profitability, Growth & Sustainability, under a scenario of increased concentration and complexity
- SO#3 Transform Transportes CCU into a source of long-term competitive advantage
- SO#4 Execute MaxEO
- SO#5 Increase the relevance of innovation within the Preference Model Management Process
- SO#6 Leverage our strategic and operating capabilities in order to grow beyond our current businesses and territories

1. CCU Strategic Plan 2008-2010



SO#1 Grow and strengthen all our businesses in the beverage industry, with focus on First Preference

- Increase beer Chile PCC
- Strengthen key brands in soft drinks and lead the development of new categories of non-alcoholic beverages
- Increase ROCE in the wine business
- Leadership in the pisco industry and the development of other spirits in Chile
- Consolidate 2nd place in the Argentine beer industry

1. CCU Strategic Plan 2008-2010



SO#2 Balance the management of our PPM segments, in terms of Profitability, Growth & Sustainability, under a scenario of increased concentration and complexity

- Grew its products categories in all the segments where CCU participates
- Focus on profitability of the segments grouped in modern channel (supermarkets and convenience stores)
- Make more sustainable its operation in the traditional channel (mom & paps, liquor stores and restaurants)

1. CCU Strategic Plan 2008-2010



SO#3 Transform Transportes CCU into a source of long-term competitive advantage

- Contain logistic cost pressures
- Keep the external service level
- Increase the internal service level
- Have the necessary infrastructure to face operations' demand

1. CCU Strategic Plan 2008-2010



SO#4 Execute MaxEO

MaxEO

PRICIS

(Integral Review of Raw Material Costs and Services)

- Optimization and Raw Materials Costs Reduction:
 - Raw Materials
 - Materials
 - Services

OCA

(Supply Chain Optimization)

- Supply
- World Class Manufacturing
- Logistic

PBC

(Zero Based Budget)

- 100% budget with ZBB methodology

O2

(Organization of Opportunities)

- Review of
 - 360° appraisal
 - Structure and competitive levels
 - Rotation
 - Incentives

1. CCU Strategic Plan 2008-2010



SO#5 Increase the relevance of innovation within the Preference Model Management Process

- Innovation should be:
 - A formal process with impact in all the organization
 - Based on consumer trends
 - With focus in products with high margins
 - With focus in portfolio rationalization, reducing products with low margins

1. CCU Strategic Plan 2008-2010



SO#6 Leverage our strategic and operating capabilities in order to grow beyond our current businesses and territories

- Increase our scale on the RTE business
- Prepare CCU Argentina to enter into new categories
- Analyze opportunities on neighboring countries
- Put strategic and profitability focuses on beer exports
- Explore vertical integration

2. Main Indicators



US\$ Millions ¹	Q1'07	Q1'08	GR
Profitability			
Operating income	86.1	93.5	8.6%
EBITDA	112.0	120.5	7.6%
ROCE ²	20.3%	21.9%	
Growth			
Volumes (MM liters)	396	438	10.7%
Market share ³	28.1%	28.7%	
Revenues	394.7	419.2	6.2%
SAM Domestic ⁴	26.0	34.7	33.8%
Sustainability			
First preference	30.3%	30.2%	
Organizational environment ⁵	72%	S/M	

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² ROCE: Return on Capital Employed of 12 months ended December of each year.

³ Weighted market share of all businesses that CCU participates.

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⁵ Measured by an internal survey ended June of each year.



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