Corporate Presentation Investor

Investor
Relations
Fourth Quarter
2023

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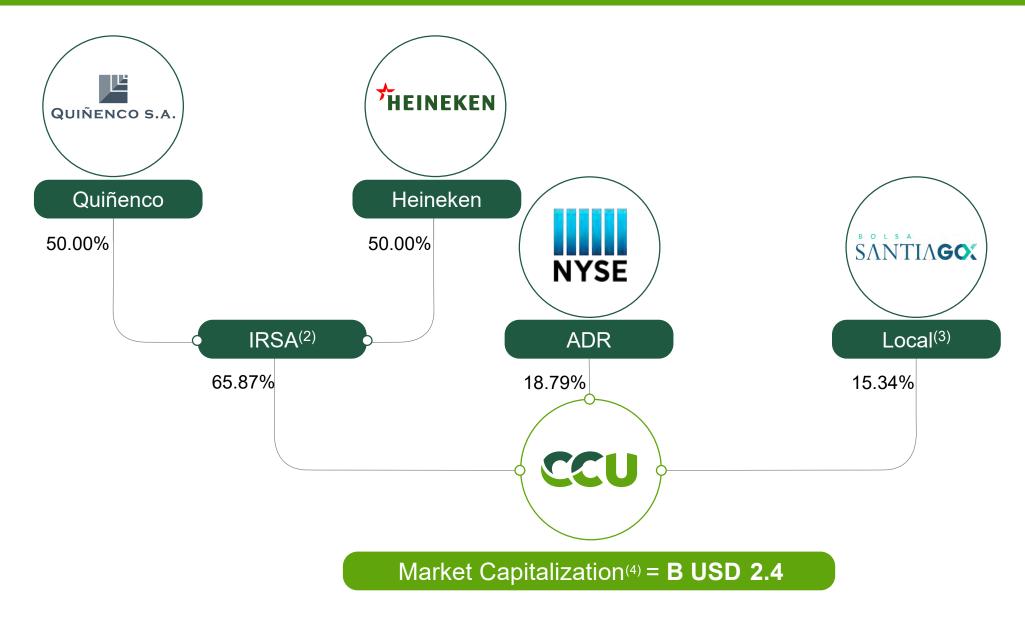
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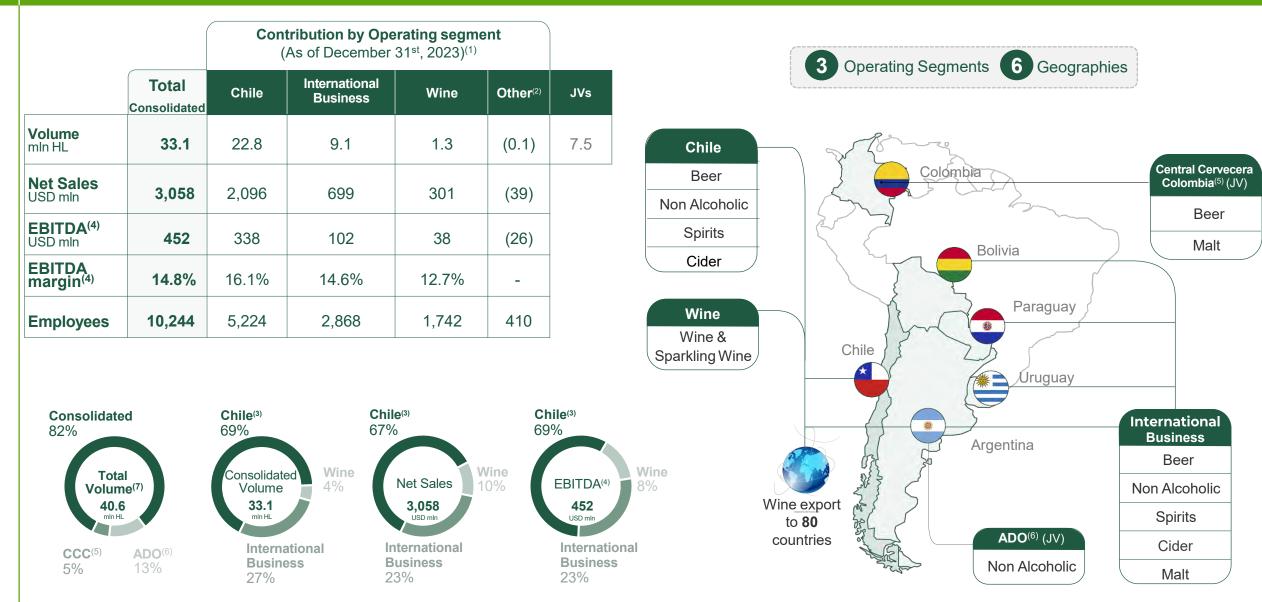
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Ownership structure⁽¹⁾



⁽¹⁾ Figures as of December 31, 2023. Number of shares 369,502,872; (2) Inversiones y Rentas S.A. (IRSA) owns directly 59.03% of CCU's equity and 6.84% through Inversiones IRSA LTDA, a 99.9% owned vehicle; (3) In Chile CCU's shares are traded on the Santiago Stock Exchange and the Chile Electronic Stock Exchange; (4) Market capitalization of CCU as of December 31, 2023.

Regional multicategory beverages player



⁽¹⁾ Average of period exchange rate for 2023: CLP 839.1/USD (Source: Central Bank of Chile); (2) Considered as Others/Eliminations in CCU's financial releases. Includes Corporate Functions, Centres of Excellence, Shared Services across all Operating segments; (3) Includes Other; (4) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation and Amortization) used in the 20-F form; (5) Beer and Malt 50/50 JV with Postobón, Central Cervecera Colombia ("CCC"); (6) Mineral, purified and flavoured water 50/50 JV with Danone, Aguas de Origen ("ADO") in Argentina; (7) Includes 7.5 mln HL from our JV's. Numbers have been rounded.

Leader with a strong & diversified brand portfolio

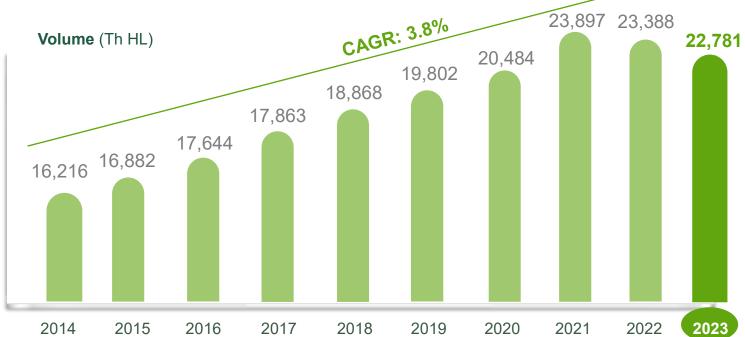
	Core Cat	egories	Synergic Categories	TOTAI	_ 2023
	Beer	Non Alcoholic	Wine, Spirits and Cider	Market Share ⁽¹⁾	Proprietary Brands ⁽²⁾
Chile	Echekar Culto	Carbonated Soft Drinks Water Functional & Juices	Cider Pisco Rum Other Spirits	45.2% ⁽³⁾	66.8%
International Business	AMSTE PARTIE DE LA GER	Carbonated Soft Drinks Water Functional & Juices	Real	17.9% ⁽⁴⁾	72.2%
		Wine	Chile, Argentina & Exports	19.9% ⁽⁵⁾	100%
			TOTAL	30.4%	69.8%

Source: Nielsen for Chile and Domestic Wine, Ernest &Young (EY), ID Retail for Uruguay, CCR for Paraguay, CiesMori for Bolivia, and Viñas de Chile for Export Wine. Annually updated and weighted by internal market size estimates; market size estimates annually updated. Last update February 2024. Notes: (1) Weighted average volume market share. (2) Proportion of CCU volumes related to proprietary brands; (3) Excludes Home Office Delivery (HOD), powder juices and energy drinks; (4) Includes Beer in Argentina; CSD, Beer, Juices, Mineral Water in Uruguay; CSD, Beer, Juices, Mineral Water in Paraguay; CSDs, Beer, and Malt in Bolivia; (5) Domestic and export wines from Chile. Excludes bulk wine.

Chile Operating segment



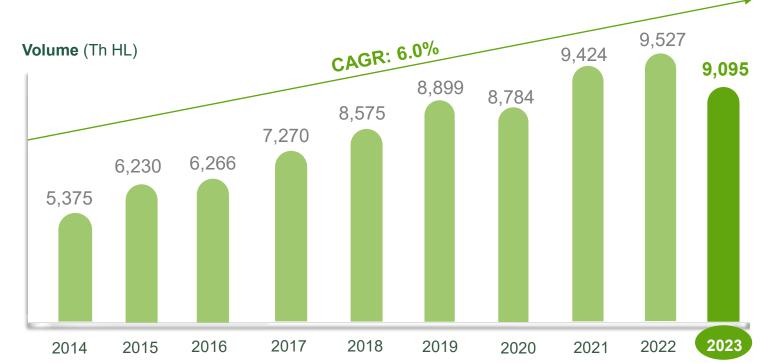




International Business Operating segment







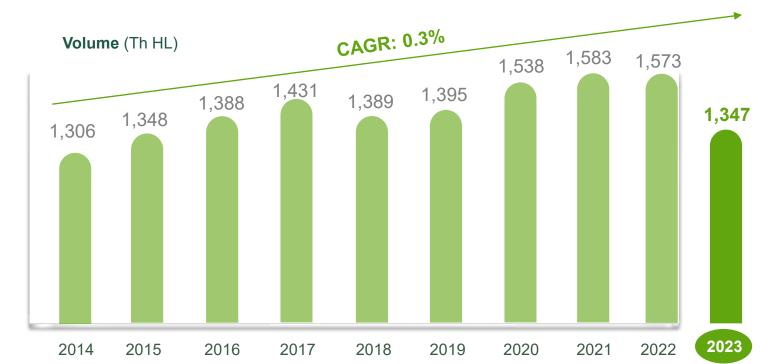
Wine Operating segment

Wine & sparkling wine









Joint Venture in Colombia





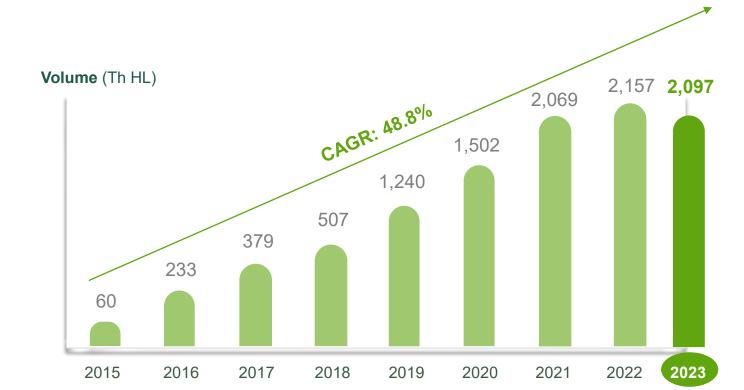




Beer

Malt



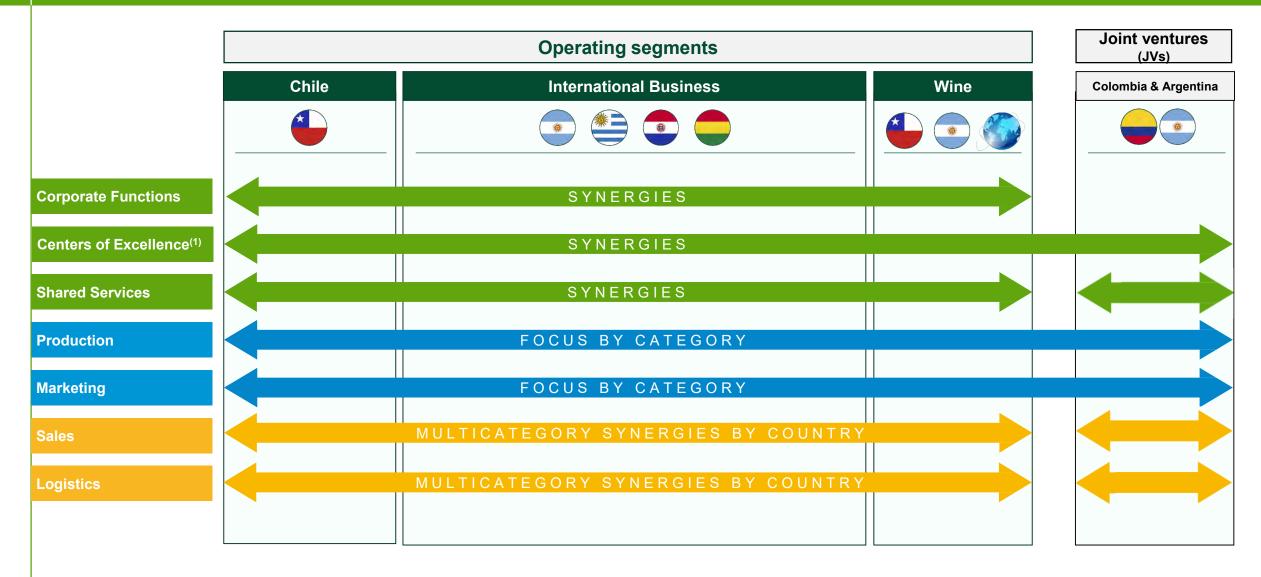


Multicategory scale in manufacturing, sales & logistics

	Number of	of Distribution	n Points	Sale	es by channel		Direct
	Number of Plants ⁽¹⁾	centers ⁽²⁾	ofsale	Retail	Supermarket	Indirect	Sales force
Chile	4 Beer ⁽⁸ 8 Non A 5 Spirits	Icoholic 29	118,368(3)	51%	29%	20%	971
	3 Beer 2 Cider 2 Non A	10 Icoholic ⁽⁹⁾	217, 591(5)	12%	20%	68%	157
International Business	1 Non A	Icoholic 1	17,800 ⁽⁵⁾	0%	15%	85%	1
	1 Beer 1 Non A	lcoholic 6	32,228(5)	72%	21%	7%	160
	1 Beer 1 Non A	lcoholic 4	19,695(3)	33%	6%	61%	167
Wine ⁽⁴⁾	5 Wine	29(6)	31,341(4)	38%	36%	26% ⁽⁴⁾	75 ⁽⁴⁾
Total ⁽¹¹⁾	35 Plant	s 50	405,682(10)	41%	26%	33%	1,531
Colombia	1 Beer/M	1 alt 71 ⁽⁷⁾	349,976 ⁽⁷⁾	70%	13%	16%	1,889 ⁽⁷⁾

Notes: (1) Main production facilities; (2) Owned plus long-term leases; (3) Points of sale related to direct sales only. For Chile, including Comercial Patagona, excluding Manantial; (4) Related to the Chile domestic wine business only; (5) Related to both direct and indirect sales; (6) Through the Chile Operating segment network; (7) Joint distribution through the Postobón network. Includes Central Cervecera de Colombia sales force and Postobón shared sales force; (8) Includes Austral brewery and mixed plant in Temuco considered in Beer and Non Alcoholic; (9) Includes Aguas de Origen's plant for mineral, purified and flavored water; (10) Points of sale of Wines are contained in Chile and does not consider online sales through our e-commerce platform; (11) Considers the Total Consolidated CCU, JVs in Colombia and Argentina.

Business model combines focus and synergies across all Operating segments and JV



Proven track record in diversification, inorganic growth and long-term alliances

Diversification from a Chile beer based company into a regional multicategory branded beverage company

- Since its foundation in 1850 until 1916, CCU was focused on the Chilean beer industry
- From 1916 until 1994, CCU started adding soft drinks to its portfolio, preparing its path to further diversification
- Since 1994, CCU started entering into new countries, together with categories, strategic acquisitions and alliances





Entered in the wine business Started producing PepsiCo brands under license



Expansion of the beer business in Argentina by the acquisition of ICSA Merger of Viña San Pedro & Viña Tarapacá



Agreement to expand the brand Watt's in the region. Entered to Ready to mix category with powder juice

2000



CCU acquired 50% of Cervecería

Entered the Argentine beer market



Entered the Cider category in Argentina





Agreement with Coors Brewing Company to produce the Miller brands in Argentina

Incorporation of Redbull into the brand portfolio



Acquisition of 50%+(1) of Kunstmann

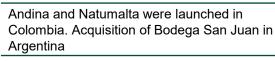




LA VICTORIA

Pernod Ricard distribution









Heineken became part of CCU's





Acquisition of brands in Uruguay and 51% of Manantial S.A. (HOD)



Agreement with Fratelli Branca Distillerie to distribute Branca Fernet in Chile





CCU created Compañía Pisquera de Chile S.A.

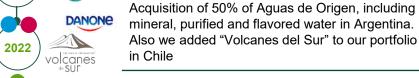
Agreement with Nestlé Waters S.A.







Entered in Paraguay







JV with Watt's S.A.

Austral

brewery



Entered in Bolivia in the beer and malt categories, and started JV in Colombia



Acquisition of 51% La Pizka, a company which specializes in premium frozen cocktails in Chile

Investment criteria for inorganic growth

- Projects with high potential profitability in the medium run, with a limited possible dilutive short term effect
- Projects that enable us to buy or build relevant and large scale operations

- Projects that enable us to keep developing multi-category operations
- Projects with proprietary brands and/or long term license agreements with strategic partners
- Projects that provide us competitive balance

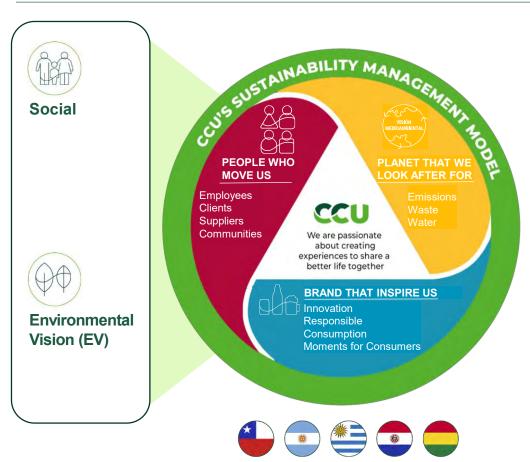
Source: CCU



5.6%

10.0% **Net Sales**

3.4%



Member of Dow Jones

Sustainability Indices

Powered by the S&P Global CSA

Since 2018 in DJSI Chile



Since 2019 in DJSI MILA **Pacific Alliance**



MSCI



SUSTAINALYTICS

Since 2016

ESG Rating "A"

Among 2022 Top Rated **ESG Companies**



1st Place in ESG Responsibility by Merco in the Beverage Industry in Chile

ESG



5.6% Volume

+ 10.0%
Net Sales

7.7%EBITDA⁽²⁾

+ 3.4% Net Income



PEOPLE WHO MOVE US

+33% increase in female workforce between '18 -'22, reaching 17% female participation in 2022. High level of organizational climate

Community



CCU's art gallery and art **scholarships**



Recondition of historical building **CCU** in **Limache** dating from 1883, to rescue brewery's heritage together with the community (authorities, neighborhood councils and social organizations)

Community GATORADE

Recicancha

First sport court built with recycled PET in Chile. This was a joint work with the communities and will benefit approximately 1,500 people in Renca



Clients



E-commerce"B2B" platform. Allows clients to order our products, monitor delivery times and interact with sales force.

CRECCU

A program that provides **access to financing** to our clients in the retail segment supporting the growth of their businesses.

We conduct annual surveys to our clients; >80% satisfaction in the last 4 years



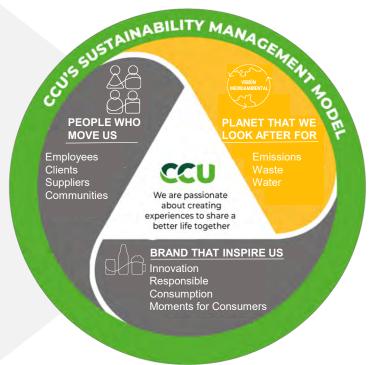
5.6% Volume

+ 10.0%
Net Sales

7.7% **EBITDA**

+ 3.4% Net Income





PLANET THAT WE LOOK AFTER FOR

\sim	Emissions	2010 (Baseline)	2022	EV 2030 ⁽¹⁾
CØ2e		` _ ′	43.2%	50%
•	Reduction of Greenhouse gas emissions per liter produced (Kg CO2/HL)	(8.81)	(5.00)	(4.41)
^ •	Energy generated from renewable sources (%)	New	32.9%	75%
	Water		47.2%	60%
•	Reduction in water consumption per liter produced (HL/HL)	(5.19)	(2.74)	(2.08)
	Waste			
A .	Valorization of industrial Solid Waste (%)	91.7%	99.5%	100%
<u></u>	Reusable, Recyclable or Compostable Packaging (%)	New	99.95%	100%
•	Packaging with Recycled Material (%)	New	29.9%	50%

We participate in the following associations/initiatives:













5.6% Volume

10.0%
Net Sales

7.7% EBITDA

3.4%
Net Income





BRANDS THAT INSPIRE US



Responsible consumption







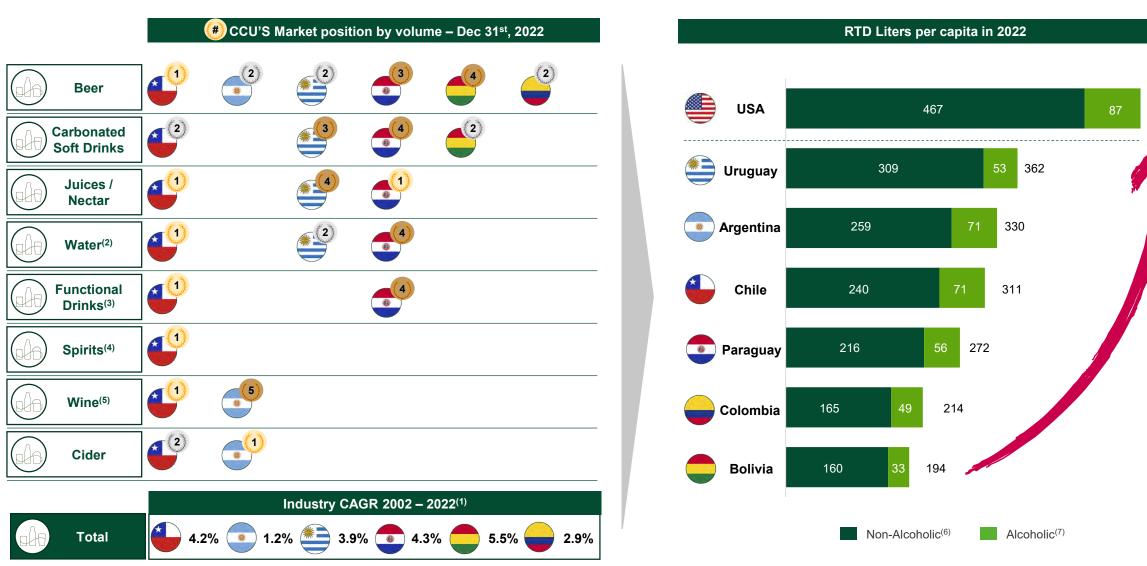
Since 1994, CCU promotes a Responsible consumption of alcohol through several initiatives such as:

- · No Alcohol for minors campaign Clients
- Educational talks to families Communities
- Don't drink and drive campaigns Communities
- Responsible marketing activities Communities



CCU overview **MARKET OVERVIEW** Performance overview 21

Strong market position in growing and highly attractive categories



555

Source: Internal estimates and Global Data Beverage Forecasts (annually updated, figures have been rounded).

⁽¹⁾ Internal estimates in the main categories we participate in; in Argentina CAGR is from 2003; (2) Includes HOD, Flavored Water, Enhanced Water and Packaged water. Uruguay and Paraguay market share position considers Packaged and enhanced water only; (3) Includes Iced Tea, Iced Coffee, Sport Drinks and Energy Drinks; (4) Includes all Spirits as per Global Data definition; (5) Includes sparkling wine; market share in Chile corresponds to wine domestic market; in the case of Argentina excludes boxed wine, large mainstream bottles and on premise volume; (6) Includes Carbonated Soft Drinks, Juices and Nectar, Water, Functional Drinks and Milk (includes only white and flavored liquid milk). Numbers have been rounded and may not add up with the total.; (7) Includes Beer, Spirits, Cider and Wine. Numbers have been rounded and may not add up with the total.



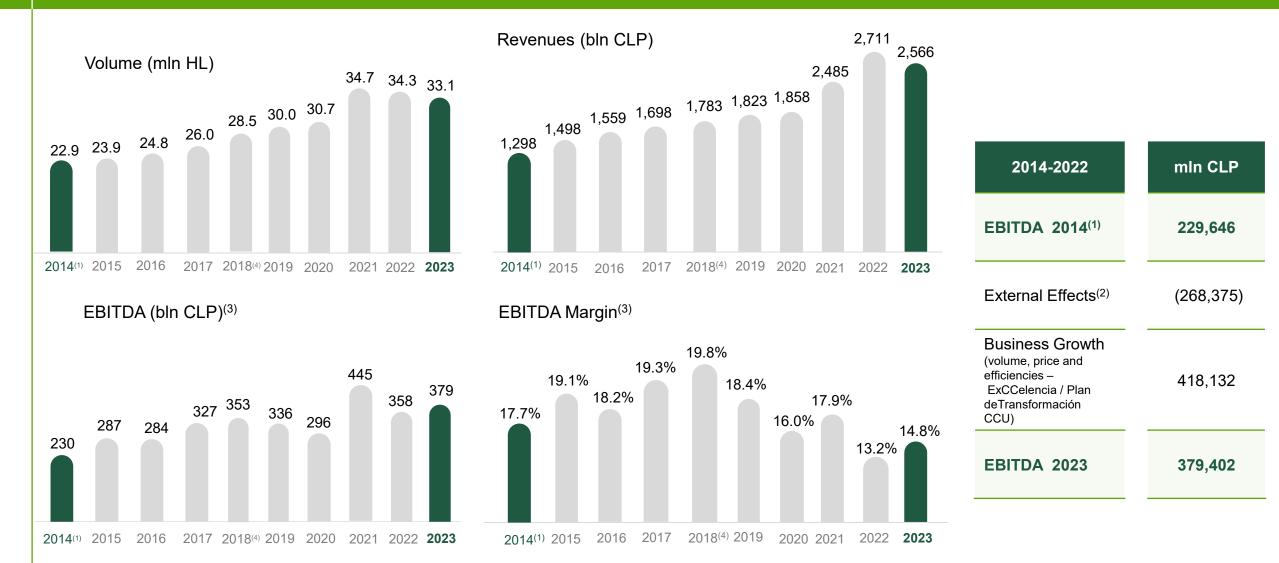
CCU overview 3 Market overview 19 **PERFORMANCE OVERVIEW**

Long-term performance: proven track record

Consolidated ⁽¹⁾	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014 ⁽⁷⁾	2015	2016	2017	2018 ⁽⁸⁾	2019	2020	2021	2022	2023	CAGR ⁽²⁾ 03-23
Volume (mln HL)	11.1	11.4	12.3	13.4	14.2	15.7	16.3	17.3	18.4	19.9	21.9	22.9	23.9	24.8	26.0	28.5	30.0	30.7	34.7	34.3	33.1	5.6%
Net Sales	384	421	492	546	628	710	777	838	970	1,076	1,197	1,298	1,498	1,559	1,698	1,783	1,823	1,858	2,485	2,711	2,566	10.0%
EBITDA ⁽³⁾	86	99	108	122	147	164	182	207	241	236	253	230	287	284	327	353	336	296	445	358	379	7.7%
Net Income ⁽⁴⁾	54	45	48	56	79	90	128	111	123	114	123	107	121	118	130	149	130	96	199	118	106	3.4%
EBITDA Margin	22.5%	23.4%	21.9%	22.3%	23.4%	23.1%	23.4%	24.7%	24.8%	21.9%	21.1%	17.7%	19.1%	18.2%	19.3%	19.8%	18.4%	16.0%	17.9%	13.2%	14.8%	
	<u> </u>																					
Total Market Share ⁽⁵⁾	22.2%	22.1%	22.2%	22.4%	22.5%	23.3%	23.6%	23.7%	24.1%	24.2%	25.8%	26.8%	27.6%	28.1%	28.1%	27.2%	28.1%	29.8%	30.9%	30.5%	30.4%	
EPS ⁽⁶⁾	169.8	142.5	151.3	175.2	248.7	283.8	401.9	347.6	385.6	359.2	370.7	323.6	326.9	320.6	350.8	830.6	352.2	260.2	539.0	319.8	285.8	

⁽¹⁾ Figures of 2002- 2008 under Chilean GAAP. In CLP Billions as of December of each year. Figures of 2009-2023 under IFRS, figures in nominal CLP billions; (2) Average inflation for the period based on UF variation: 3.9% (www.bcentral.cl); (3) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation & Amortization) used in the Form 20-F; (4) Net Income attributable to Equity holders of the parent; (5) Please refer to page 6 notes. Figure of 2018 includes our operation in Bolivia (29.4% when excluded); (6) In CLP; (7) Excludes the one-time effect compensation of CLP 18,882 million at EBITDA level received by our Argentine subsidiary CICSA during 2Q14 for the termination of the contract which allowed us to import and distribute on an exclusive basis Corona and Negra Modelo beers in Argentina and to produce and distribute Budweiser beer in Uruguay (8) 2018 Net Sales, EBITDA, EBITDA Margin and Net Income exclude the gain from the CCU-ABI transaction.

Mid-term performance: shows growing results, despite negative external effects



⁽¹⁾ Excludes the one-time effect compensation of CLP 18,882 million at EBITDA level received by our Argentine subsidiary CICSA during 2Q14 for the termination of the contract which allowed us to import and distribute on an exclusive basis Corona and Negra Modelo beers in Argentina and to produce and distribute Budweiser beer in Uruguay; (2) Includes estimated exchange rate and raw material cost effect; (3) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation & Amortization) used in the Form 20-F; (4) Excludes the gain from the CCU-ABI transaction.

CCU's Strategic Plan 2022-2024

PROFITABLE GROWTH

Continue consolidating and expanding profitably our Business Platform, based on operate with focus and synergy, a regional multi-category beverage company, with scale and brands valued by our consumers, encouraging conscious consumption

CCU TRANSFORMATION PROGRAM

Execute the "CCU Transformation Program" in its two dimensions Incremental innovation and **Disruptive innovation**

by improving the service experience and profitability (lower expenses and/or higher margin)



OUR EMPLOYEES

Develop our people and the company with the necessary skills to adapt to new challenges

OUR ENVIRONMENT

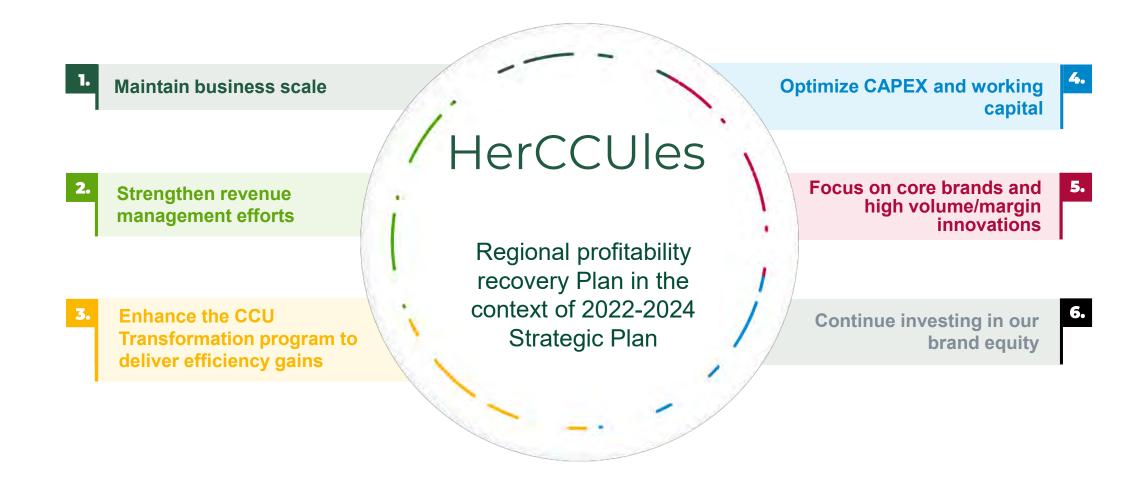
Continue consolidating and expanding our Business Platform, operating connected and close to society, particularly with our communities, contributing to build a better planet

PORTFOLIO INNOVATION

Accelerate in each one of our portfolios product and packaging innovation, to anticipate new consumer trends, with a special focus on

high-margin innovations

"HerCCUles" in the context of our 2022-24 Strategic Plan



Short-term performance: Consolidated quarterly results

Consolidated (mln CLP)	4Q23	4Q22	Δ% 23/22	YTD 2023	YTD 2022	Δ% 23/22
Volume (Th HL)	9,332	10,097	(7.6)	33,137	34,321	(3.4)
Net Sales	572,607	768,362	(25.5)	2,565,556	2,711,435	(5.4)
MSD&A/Net Sales	31.8%	34.1%	(236) bps	36.5%	35.7%	80 bps
EBIT ⁽¹⁾	85,038	93,676	(9.2)	253,283	231,431	9.4
EBITDA ⁽²⁾	110,556	93,676	(9.9)	379,402	357,929	6.0
EBITDA margin ⁽²⁾	19.3%	16.0%	334 bps	14.8%	13.2%	159 bps
Net Income	41,729	46,853	(10.9)	105,653	118,168	(10.6)

²⁵

Short-term performance: Quarterly results per operating segment

Operati (mln CL	ng segments P)	4Q23	4Q22	Δ%	YTD 2023	YTD 2022	Δ%
	Volume (Th HL)	6,280	6,772	(7.3)	22,781	23,388	(2.6)
	Net Sales	496,226	507,263	(2.2)	1,758,971	1,673,349	5.1
ie ie	MSD&A/Net Sales	33.1%	33.0%	9 bps	34.2%	32.5%	167 bps
Chile	EBIT ⁽¹⁾	66,455	52,703	26.1	204,586	156,753	30.5
	EBITDA ⁽²⁾	86,925	71,903	20.9	283,409	227,006	24.8
	EBITDA margin ⁽²⁾	17.5%	14.2%	334 bps	16.1%	13.6%	255 bps
_	Volume (Th HL)	2,736	2,983	(8.3)	9,095	9,527	(4.5)
International Business	Net Sales	19,207	197,131	(90.3)	586,484	782,563	(25.1)
ternation Business	MSD&A/Net Sales	63.3%	33.3%	3,006 bps	41.5%	42.4%	(95) bps
ırna usii	EBIT ⁽¹⁾	24,460	41,824	(41.5)	57,553	62,913	(8.5)
nte B	EBITDA ⁽²⁾	22,096	47,755	(53.7)	85,564	101,823	(16.0)
_	EBITDA margin ⁽²⁾	115.0%	24.2%	9,081 bps	14.6%	13.0%	158 bps
	Volume (Th HL)	340	373	(8.8)	1,347	1,573	(14.4)
	Net Sales	63,430	71,834	(11.7)	252,825	296,350	(14.7)
ne	MSD&A/Net Sales	32.4%	24.6%	776 bps	30.6%	25.4%	525 bps
Wine	EBIT ⁽¹⁾	7,807	10,893	(28.3)	20,019	39,046	(48.7)
	EBITDA ⁽²⁾	10,539	13,383	(21.3)	32,184	51,375	(37.4)
	EBITDA margin ⁽²⁾	16.6%	18.6%	(202) bps	12.7%	17.3%	(461) bps

⁽¹⁾ EBIT, also referred to as Adjusted Operating Result, is defined as Net Income before other gains (losses), net financial expense, equity and income of joint ventures, foreign currency exchange differences, result as per adjustment units and income taxes; (2) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation & Amortization) used in the Form 20-F.

Balance sheet: Stable financial ratios and stronger cash generation

Assets (mln CLP)	As of Dec 31 st , 2023	As of Dec 31 st , 2022
Cash and cash equivalents	618,154	597,082
Other current assets	983,529	1,064,867
Total current assets	1,601,683	1,661,948
Property, plant and equipment	1,273,988	1,356,846
Other non current assets	548,275	576,284
Total non current assets	1,822,263	1,933,131
Total assets	3,423,946	3,595,079

Liabilities and Equity (mln CLP)	As of Dec 31 st , 2023	As of Dec 31 st , 2022
Financial debt	1,382,602	1,402,013
Other liabilities	703,962	757,097
Total liabilities	2,086,564	2,159,110
Net equity (shareholders)	1,218,365	1,315,026
Minority interest	119,018	120,943
Total equity	1,337,383	1,435,969

Financial ratios	As of Dec 31 st , 2023	As of Dec 31st, 2022
Net financial debt / EBITDA ⁽³⁾	2.01	2.25
Total Financial debt / capitalization ⁽⁴⁾	0.51	0.49

Credit ratings	Loca	al	Interna	ational
orealt ratings	Fitch	ICR	Fitch	S&P
Shares	Level 1	Level 1	-	-
Bonds	AA+	AA+	A-	BBB

Cash generation	As of D	ec 31 st	
(mln CLP)	2023	2022	Δ
Net cash inflows from operating activities	294,097	45,937	248,160
Net cash (outflow) from investing activities	(137,232)	(236,457)	99,225
Net cash from operating and investment activities	156,866	(190,520)	347,385

3,423,946

3,595,079

Total liabilities and equity

²⁷

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