

Corporate Presentation

Investor Relations Second Quarter 2019



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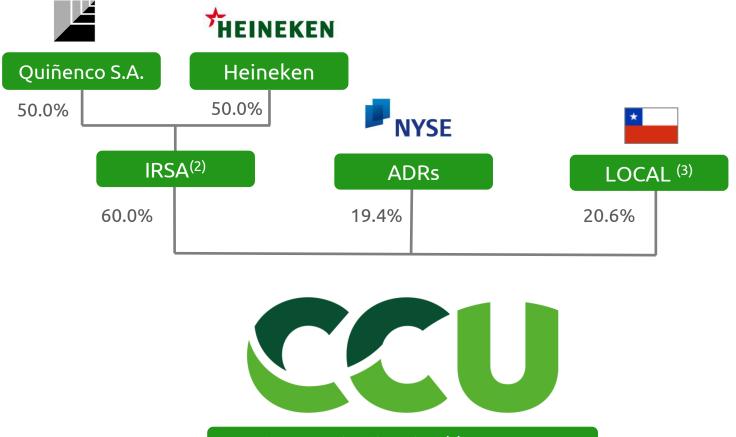
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Ownership structure ⁽¹⁾



Market Capitalization⁽⁴⁾ = B USD 5.2

(1) Figures as of June 30th, 2019. Number of shares 369,502,872; (2) IRSA owns directly 53.2% of CCU's equity and 6.8% 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 at June 30th, 2019.



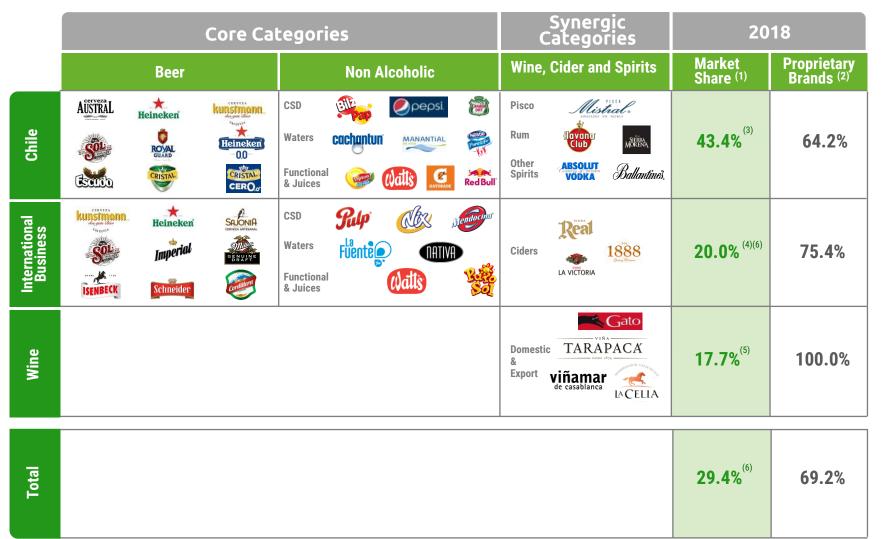
Contribution by Operating segment (As of December 31st, 2018)⁽¹⁾⁽²⁾

a starting		Total	Chile	International Business	Wine	Other ⁽³⁾	JVs and Associated
	Categories	5 categories	Beer Non Alcoholic Spirits	Beer Non Alcoholic Cider Spirits	Wine	Corporate Functions Centers of Excellence Shared Services	Beer Spirits
	Geographies	6 geographies	Chile	Argentina Uruguay Paraguay Bolivia ⁽⁵⁾	Chile & Export to 80 countries	Across all Operating segments	Colombia ⁽⁶⁾
	Volume	28.5 mln HL	66%	29 %	5%	-	
	Net Sales	USD 2,774 mln	62%	27%	12%	(1%)	
	EBITDA ⁽⁴⁾	USD 551 mln	75%	21%	9%	(5%)	
	EBITDA margin ⁽⁴⁾	19.9%	24.0%	15.5%	14.9%	-	
	Employees	8,797	4,650	2,578	1,197	372	

(1) Figures have been rounded to sum 100%; (2) Normalized financial figures exclude the gain from the CCU-ABI transaction, application of Hyperinflation Accounting and tax asset revaluation. See page 18 for further details. Average exchange rate for 2018: CLP 640.29/USD; (3) Considered as Others/Eliminations in CCU's financial releases; (4) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation and Amortization) used in the 20-F form; (5) As of August 2018, CCU has a 51% stake in BBO, consolidating Bolivia in the International Business Operating segment; (6) Beer 50/50 Joint Venture in Colombia.

Leader with strong brands & long term alliances





(1) Weighted average volume market share. Source: Nielsen for Chile and Domestic Wine, industry data for Argentina, 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 December 2018 (Figures under review); (2) Proportion of CCU volumes related to proprietary brands; (3) Excludes Home Office Delivery (HOD) and powder juices; (4) Includes Beer in Argentina; CSD, Beer, Juices, Mineral Water and Flavoured Water in Uruguay; CSD, Beer, Juices, Mineral Water and Sports Drinks in Paraguay; CSD, Beer and Malt in Bolivia; (5) Domestic and export wines from Chile. Excludes bulk wine. (6) Figures exclude Bolivia's market share. Including Bolivia, market share for International Business and Total is 15.8% and 27.2% respectively.

Starting Joint Ventures in new markets







Project description & latest developments

- We entered Colombia in 2015 importing our premium beer portfolio, surpassing 0.5 million hectoliters in 2018.
- After finished our new 3 million hectoliter brewery, we launched our local beer brand, Andina in February 2019.
- As of June 2019, we have seen promising results. Since March, we have gained market share and posted a positive trend in volumes, reflecting the success of our marketing strategy in positioning the Andina brand, and most importantly, a positive acceptance from the consumers.
- By the end of June 2019, we more than doubled the volumes reached during the first semester of 2018.
- In addition, we started producing Tecate in our plant and entered the malt based non-alcoholic beverages category at the end of July, when we launched Natumalta.

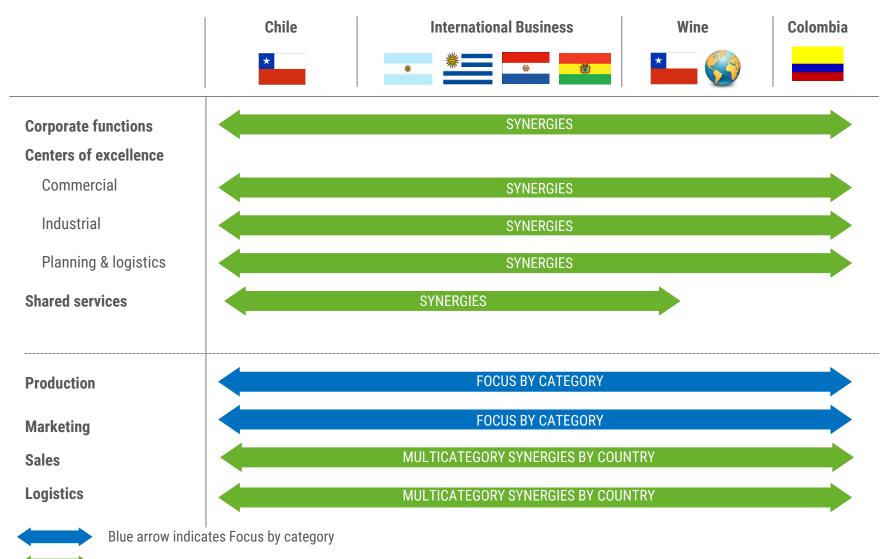
Significant multicategory scale in manufacturing, sales and logistics



	Number of Plants ⁽¹⁾	Distribution centers ⁽²⁾	Points of sale	Sales by channel	Direct Sales force
Chile	4 Beer 6 Non Alcoholic ⁽⁸⁾ 5 Spirits	28	129,010 ⁽³⁾	R: Retail S: Supermarket I: Indirect R:49% S:33% I:17%	976
	3 Beer 2 Cider	6	185,234 ⁽⁵⁾	R :12% S :19% I :69%	158
ional ss ⁽⁹⁾	≛ 1 Non Alcoholic	1	17,378 ⁽⁵⁾	R :0% S :14% I :86%	1
International Business ⁽⁹⁾	1 Beer 1 Non Alcoholic	4	27,613 ⁽⁵⁾	R :66% S :20% I :14%	125
	1 Beer 1 Non Alcoholic	4	48,412 ⁽³⁾	R :67% S :4% I :29%	190
Wine ⁽⁴⁾	4 Production 2 Storage	28 (6)	32,518 ⁽⁴⁾	R :33% S :38% I:29% ⁽⁴⁾	81 (4)
Colombia	1 Beer/Malt	73 (7)	180,526 ⁽⁷⁾	R :78% S :13% I :9%	1,726 ⁽⁷⁾

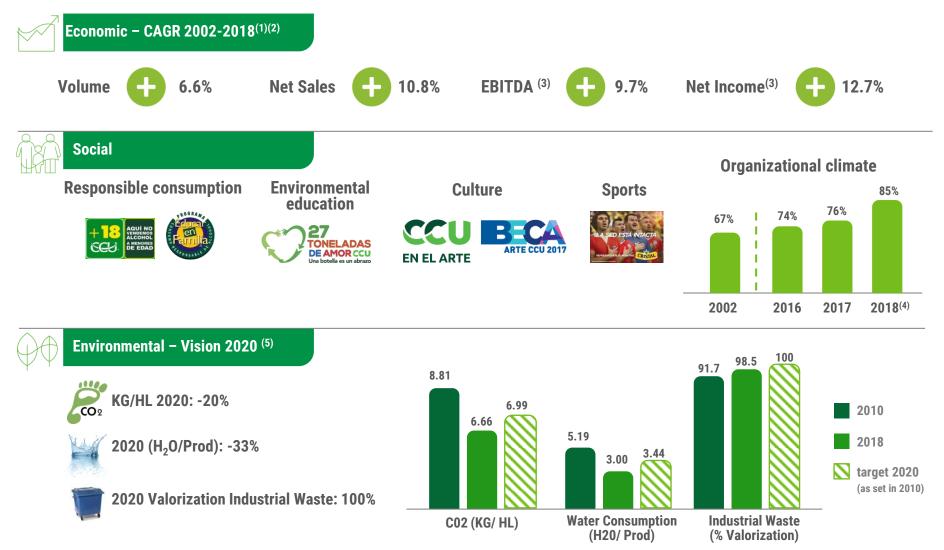
(1) Main production facilities; (2) Owned plus long-term rent; (3) Points of sale related to direct sales only. For Chile, including Comercial Patagona, excluding Manantial; (4) Related to the domestic wine business only; (5) Related to both direct and indirect sales; (6) Through the Chile Operating segment network; (7) Joint distribution through the Postobón network. Includes Central Cervecera de Colombia sales force and Postobón shared sales force; (8) Mixed plant in Temuco included in Beer and Non Alcoholic; (9) As of August 2018, CCU has a 51% stake in BBO, consolidating Bolivia in the International Business Operating segment.

Business Model combines focus and synergies



Green arrow indicates Synergy

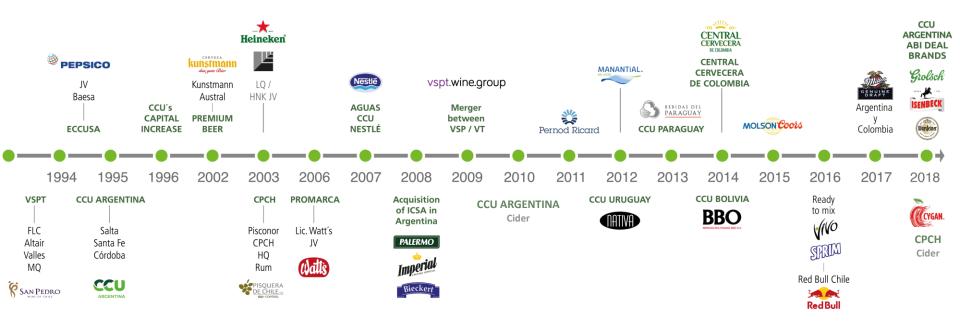
Focus on sustainable growth



(1) Heineken joined CCU in 2003; (2) 2018's results exclude the gain from the CCU-ABI transaction, the application of Hyperinflation Accounting in Argentina and the tax asset revaluation. See page 18 for further details; (3) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation and Amortization) used in the 20-F form; (4) Starting 2018, CCU began applying a new methodology to measure Organizational climate. Excluding the effect from this new methodology, Organizational climate improved by 1%; (5) Includes operations in Chile and Argentina, including domestic wine; Baseline targets are 2010 figures.

Proven track record for inorganic growth and alliances

- Over the last 20 years successfully executing strategic M&A transactions ⁽¹⁾
- Diversification from a Beer based company into a multi-category branded beverage company



Investment criteria for inorganic growth

- Projects with high potential profitability in the medium run, with a possible limited dilutive short term effect;
- Projects that enable us to buy or potentially build relevant and large scale operations;
- Projects that enable us to keep developing multi-category;
- Projects with proprietary brands and/or long term license agreements with strategic partners;
- Projects that provide us competitive balance.

(1) Some transactions occurred during more than one year, but they are presented as if they where executed in the first year

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Presence in highly attractive and growing categories

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(RTD Liters per capita in 2018) ⁽¹⁾	Chile	Argentina	Bolivia	Colombia	Paraguay	Uruguay	USA
Beer	44	46	35	48	46	31	70
CSD	116	107	100	55	83	106	127
Juices and Nectar	25	8	14	10	10	9	39
Water ⁽²⁾	38	114	21	29	52	130	159
Functional Drinks ⁽³⁾	5	2	1	6	1	1	50
Spirits ⁽⁴⁾	4	3	1	3	6	3	6
Cider	0	2	0	0	1	1	1
Wine ⁽⁵⁾	14	22	1	2	8	23	10
TOTAL	246	304	178	153	207	304	462
RTD Liters per Capita Growth ⁽¹⁾ (CAGR 2007-18)	1.6%	(0.3)%	4.3%	2.9%	3.6%	3.8%	(0.2)%
Population ⁽⁷⁾ (Millions)	18.6	44.6	11.2	49.8	7.1	3.5	328.1
Population Growth ⁽⁷⁾ (CAGR 2007-18)	1.1%	1.1%	1.6%	1.2%	1.5%	0.4%	0.8%
GDP Growth ⁽⁸⁾ (CAGR 2007-18)	3.1%	1.0%	4.5%	3.3%	4.6%	3.8%	1.6%

(1) Source: Canadean Global Beverage Forecast and internal estimates. Annually updated. Figures have been rounded; (2) Includes Packaged Water, HOD, Flavored Water and Enhanced Water; (3) Includes Iced Tea, Iced Coffee, Sport Drinks and Energy Drinks; (4) Includes all Spirits as Canadean definition; (5) Includes sparkling wine; (7) Source: International Monetary Fund (IMF) as of October 2018; (8) GDP growth at constant prices. Source: Bloomberg as of March 2019.

Strong market position in fast growing segments



	Categories	Industry per capita CAGR 07-18 ⁽¹⁾	CCU's Market Position (#1/#2/#3) ⁽²⁾
	Beer	2.3%	#1
	Carbonated Softdrinks	(0.3)%	#2
	Juices / Nectar	4.9%	#1
* Chile	Water ⁽³⁾	6.3%	#1
Clille	Functional Drinks	21.4%	#1
	Spirits ⁽⁴⁾	(1.0)%	#1
	Wine ⁽⁵⁾	(0.7)%	#2
	Powder Juices	(2.1)%	#2
	Beer	1.0%	#2
Argentina	Cider	(0.9)%	#1
	Wine ⁽⁵⁾	(2.6)%	
	Beer	2.4%	#2
* Uruguay	Carbonated Softdrinks	1.7%	#3
	Juices / Nectar	6.1%	
	Water ⁽³⁾	7.9%	#2
	Beer	1.5%	
Paraguay	Carbonated Softdrinks	2.1%	
	Juices / Nectar	12.1%	#1
	Water ⁽³⁾	8.0%	
	Beer	0.6%	#2
👛 Bolivia	Carbonated Softdrinks	4.7%	#3
	Water ⁽³⁾	11.8%	
Colombia	Beer	0.5%	#2

(1) Source: Canadean Global Beverage Forecast and internal estimates; Annually updated. Figures have been rounded; (2) Volume market share; (3) Includes HOD, Flavored Water and Enhanced Water (4) Includes all Spirits as Canadean definition; (5) Includes sparkling wine.

CCU

CHGAAP ⁽¹⁾				IFRS ⁽²⁾							CAGR ⁽³⁾							
billion CLP	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 ⁽⁹⁾	2002-2018
Volume (millions of HL)	10.2	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	6.6%
Net Sales	346	384	421	492	546	628	710	777	838	970	1,076	1,197	1,298	1,498	1,559	1,698	1,776	10.8%
EBITDA ⁽⁴⁾	80	86	99	108	122	147	164	182	207	241	236	253	249	287	284	327	353	9.7%
EBITDA Margin ⁽⁴⁾	23.9%	22.5%	23.4%	21.9%	22.3%	23.4%	23.1%	23.4%	24.7%	24.8%	21.9%	21.1%	19.1%	19.1%	18.2%	19.3%	19.9%	
Net Income ⁽⁵⁾	22	54	45	48	56	79	90	128	111	123	114	123	120	121	118	130	149	12.7%
								1										
RONA ⁽⁶⁾	6.5%	9.3%	11.5%	12.2%	13.6%	14.8%	14.2%	15.6%	16.7%	18.6%	16.9%	13.1%	12.4%	13.9%	13.4%	15.0%	25.6%	
Total Market Share (7)	21.5%	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%	28.1%	
EPS ⁽⁸⁾	69.3	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	16.8%

(1) Under Chilean GAAP. Figures in CLP Billions as of December of each year.

(2) IFRS, figures in nominal CLP billions.

(3) Average inflation for the period based on UF variation: 3.2% (www.bcentral.cl).

(4) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation & Amortization) used in the Form 20-F.

(5) Net Income attributable to Equity holders of the parent.

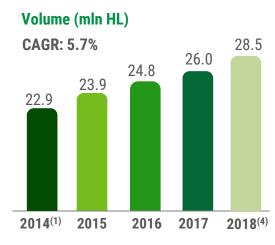
(6) RONA (Return on Net Assets) = EBIT / [Total Assets – (Total Current Liabilities - Other Current Financial Liabilities)]

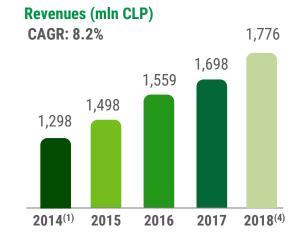
(7) Please refer to page 6 notes.

(8) In CLP.

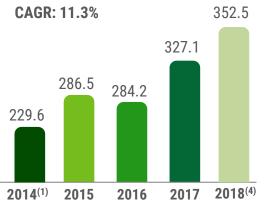
(9) 2018's Net Sales, EBITDA, EBITDA Margin and Net Income exclude the gain from the CCU-ABI transaction, application of Hyperinflation Accounting and tax asset revaluation. See page 18 for further details. RONA and EPS are calculated using total 2018's financial results.

Mid-term performance: Shows growing results and margin expansion, despite negative external effects

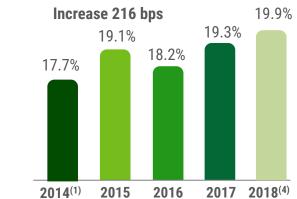








EBITDA Margin⁽³⁾



2014-2018	min CLP
EBITDA 2014 ⁽¹⁾	229,646
External Effects (2)	-93,072
Business Growth (volume, price and efficiencies – ExCCelencia CCU)	215,949
EBITDA 2018 ⁽⁴⁾	352,523

(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, application of Hyperinflation Accounting and tax asset revaluation. See page 18 for further details.

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CCU

Consolidated (min CLP)	2Q19	2Q18	∆ %	YTD 2019	YTD 2018	Δ%
Volume (Th HL)	5,889	5,806	1.4%	13,998	13,415	4.3%
Net Sales	377,362	372,170	1.4%	854,220	844,333	1.2%
EBIT ⁽¹⁾	24,731	36,722	(32.7)%	100,624	127,520	(21.1)%
EBITDA ⁽²⁾	51,879	57,490	(9.8)%	152,307	170,061	(10.4)%
EBITDA margin ⁽²⁾	13.7%	15.4%	(170) bps	17.8 %	20.1%	(231) bps
Net Income	18,040	12,430	45.1%	66,556	69,175	(3.8)%
Including the effect of	the Transactio	n ⁽³⁾				
EBIT ⁽¹⁾	24,731	245,656	(89.9)%	100,624	336,455	(70.1)%
EBITDA ⁽²⁾	51,879	266,425	(80.5)%	152,307	378,995	(59.8)%
Net Income	18,040	165,926	(89.1)%	66,556	222,671	(70.1)%

(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; (3) Refers to CCU Argentina and Anheuser-Busch InBev S.A./N.V. (ABI) transaction, materialized in the 2Q18. For further information about the Transaction see the Note 1- letter C, of our Consolidated Financial Statements.

Short-term performance: Quarterly results per Operating segment

	Operating segments ⁽¹⁾ (mln CLP)	2Q19	2Q18	Δ%	YTD 2019	YTD 2018	Δ%
Chile	Volume (Th HL)	3,917	3,834	2.2%	9,350	9,020	3.7%
	Net Sales	235,434	228,108	3.2%	549,580	530,669	3.6%
	EBIT ⁽²⁾	29,561	28,946	2.1%	92,653	98,171	(5.6)%
	EBITDA ⁽³⁾	46,029	43,930	4.8%	124,473	129,171	(3.6)%
	EBITDA margin ⁽³⁾	19.6%	19.3%	29 bps	22.6%	24.3%	(169) bps
International Business	Volume (Th HL) Net Sales EBIT ⁽²⁾ EBITDA ⁽³⁾ EBITDA margin ⁽³⁾	1,629 92,608 (6,801) 617 0.7%	1,605 94,605 7,479 10,880 11.5%	1.5% (2.1)% (190.9)% (94.3)% (1,083) bps	4,012 213,757 4,345 18,041 8.4%	3,731 225,760 30,160 37,101 16.4%	7.5% (5.3)% (85.6)% (51.4)% (799) bps
Wine	Volume (Th HL)	362	367	(1.6)%	656	664	(1.2)%
	Net Sales	54,191	53,646	1.0%	98,871	95,576	3.4%
	EBIT ⁽²⁾	5,378	4,765	12.9%	8,249	6,904	19.5%
	EBITDA ⁽³⁾	7,769	6,757	15.0%	12,865	10,728	19.9%
	EBITDA margin ⁽³⁾	14.3%	12.6%	174 bps	13.0%	11.2%	179 bps

(1) Variations against last year and 2Q18 ratios exclude the effects of the CCU Argentina and Anheuser-Busch InBev S.A./N.V. (ABI) transaction, which took place in 2Q18; (2) 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; (3) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation & Amortization) used in the Form 20-F.

Balance sheet: Strong figures and healthy financial ratios

Assets (mln CLP)	As of Jun 30 th , 2019	As of Dec 31 st , 2018
Cash and cash equivalents	153,452	319,014
Other current assets	ts 538,861 621	
Total current assets	692,313	941,007
Property, plant and equipment	1,066,094	1,021,267
Other non current assets	439,292	443,591
Total non current assets	tal non current assets 1,505,387 1,464	
Total assets	2,197,700	2,405,865

Financial ratios	As of Jun 30 th , 2019	As of Dec 31 st , 2018
Interest coverage (>3.0) ⁽¹⁾	13.96	23.85
Debt to equity ratio (<1.5) ⁽²⁾	0.57	0.73
Net financial debt / EBITDA ⁽³⁾	0.53	(0.05)
Financial debt / capitalization ⁽⁴⁾	0.19	0.17

Liabilities and Equity (mln CLP)	As of Jun 30 th , 2019	As of Dec 31 st , 2018	
Financial debt	330,785	290,952	
Other liabilities	467,260	725,797	
Total liabilities	798,045	1,016,749	
Net equity (shareholders)	1,288,944	1,280,127	
Minority interest		108,989	
Total equity	1,399,655	1,389,116	
Total liabilities and equity	2,197,700	2,405,865	

Credit ratings	Fitch	ICR
Shares Bonds Solvency	Level 1 AA+ AA+	Level 1 AA+ AA+
Outlook	Stable	Stable

(1) Financial covenant as EBITDA / Financial Cost; (2) Financial covenant as Total liabilities/ Total Equity; (3) EBITDA is equivalent to ORBDA (Adjusted Operating Result Before Depreciation and Amortization) used in the 20-F form; (4) Capitalization refers to financial debt plus total equity including minority interest.

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Strategic plan 2019 - 2021 focused on our six strategic objectives



Profitable growth: We will grow profitably in all our categories and businesses.



Our brands: We will continue to strengthen our brand equity with a special focus on: (i) building winning portfolios, permanently adjusting our offering to new trends (sugar, low/no alcohol, packaging, ingredients) and incorporating social purposes to some brands, (ii) point of sales execution and (iii) deliver high quality products.



Innovation: We will innovate to (i) expand the categories in which we participate in (Product Innovation), (ii) improve our processes and foster a culture of continuous improvement (Incremental Innovation), and (iii) find new and disruptive ways to do our business, as a means to sustain our competitive advantages, adopting high-impact technology (Disruptive Innovation). In addition, we will launch CCU's Digital Transformation Agenda.



ExCCelencia CCU: We will continue executing our ExCCelencia CCU plan, sharing best practices to capture efficiencies and fostering culture of excellence, through our 3 Centers of Excellence and 9 Shared Services. In addition, we will upgrade our operational technologies.



Our people: We will continue to work for the integral development of our people, promoting our identity, "SER CCU", at a regional scale; with a special focus on (i) encouraging leadership in line with "SER CCU", (ii) promoting diversity & inclusion, and (iii) safety (zero accidents).



Our planet: We will successfully execute our 2020 Environmental Vision, and will set the goals for our 2030 Environmental Vision.



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