



Corporate Presentation

June 2017

VIÑA CONCHA Y TORO



I. Concha y Toro: At a Glance

VIÑA CONCHA Y TORO

Viña Concha y Toro Today

- Largest Chilean and Latin American Winery.
- Top 10 world's winery in volume commercialized.
- Unique business model within the wine industry.
- Production facilities in 3 countries: CL, US & AR.
- Distribution subsidiaries in 12 countries and 2 commercial offices.
- Global Presence in 147 countries.



Viña Concha y Toro in Numbers

Net Sales (million US\$)

- 2006: \$404 → 2016: \$977 **CAGR: 9.1%**

Volume (million 9 liter cases, wine)

- 2006: 21.7 → 2016: 36.2 **CAGR: 5.3%**

EBITDA* (million US\$)

- 2006: \$66.9 → 2016: \$138 **CAGR: 7.5%**

Net Income (million US\$)

- 2006: \$30.5 → 2016: \$72 **CAGR: 8.9%**

* Gross Profit – Distribution Costs – Administration Costs +
Other Income – Other Expenses + Depreciation + Amortization



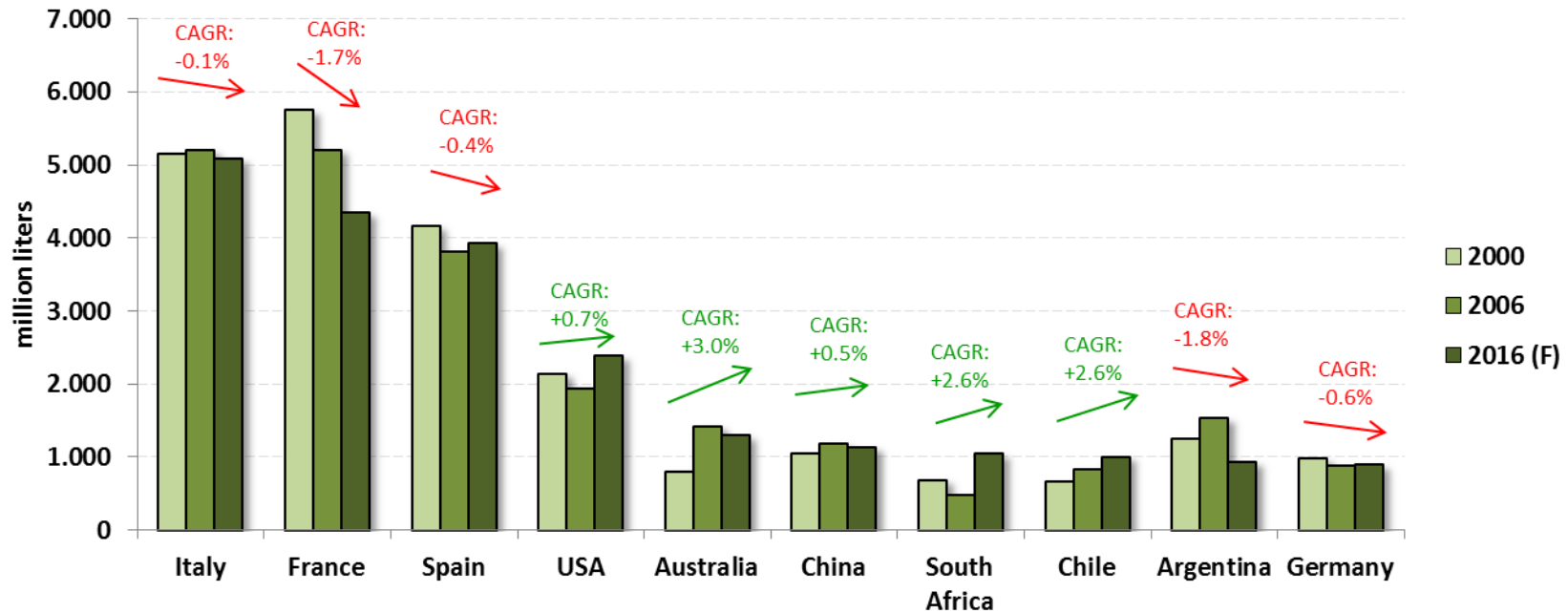


II. Global Wine Industry

VIÑA CONCHA Y TORO

Wine Industry: Top 10 wine producers

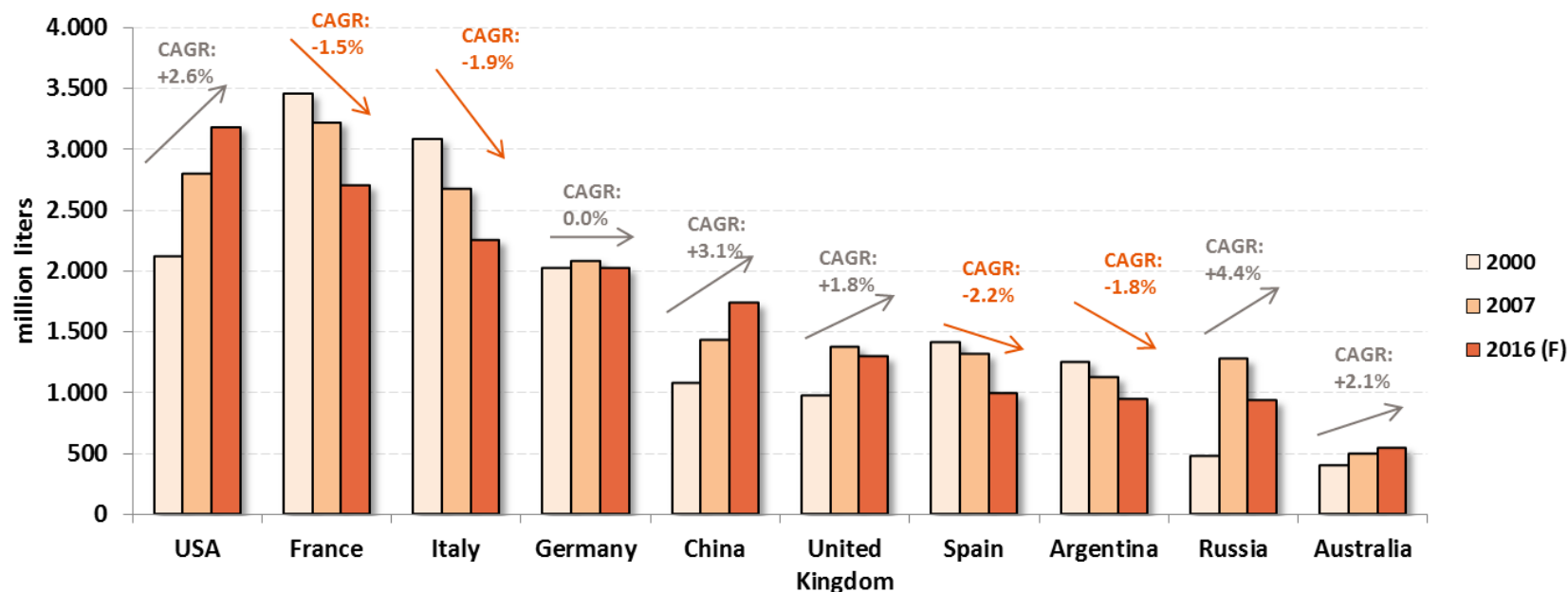
- Global Production remained flat since 2000
- 3.3% decrease in 2016



Source: OIV

Wine Industry: Top 10 wine consumers

- Global Consumption Increasing 0.4% in 2016
- USA, China, Russia leading the growth



Consumption (Lts)

10

42

34

25

1

20

24

22

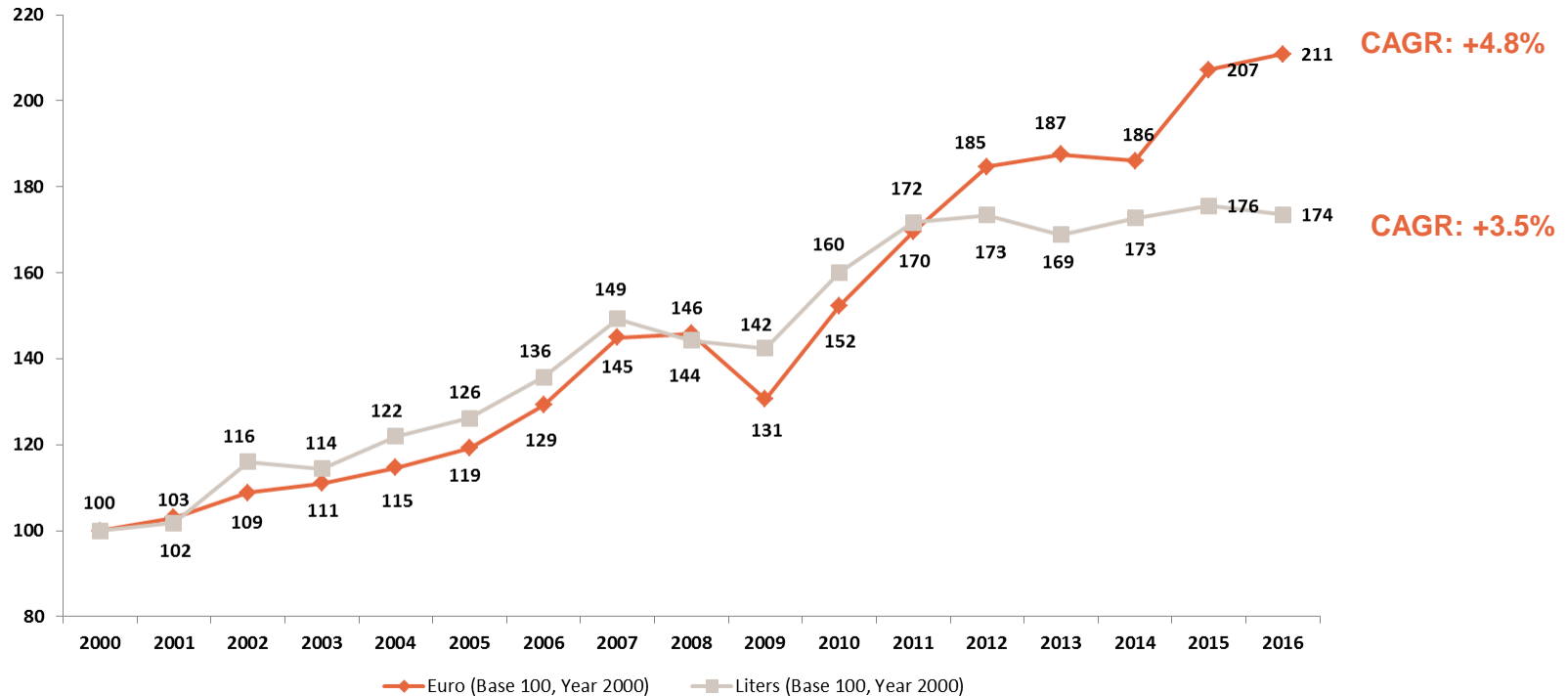
6

23

Source: OIV

Wine Industry: Global Exports

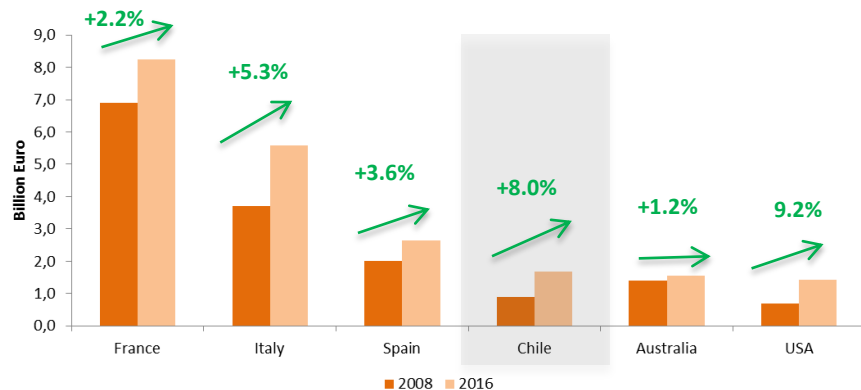
- Global Export Value (€) increased 111% in 16 years
- Global Export Volume increased 74% in 16 years



Source: OIV

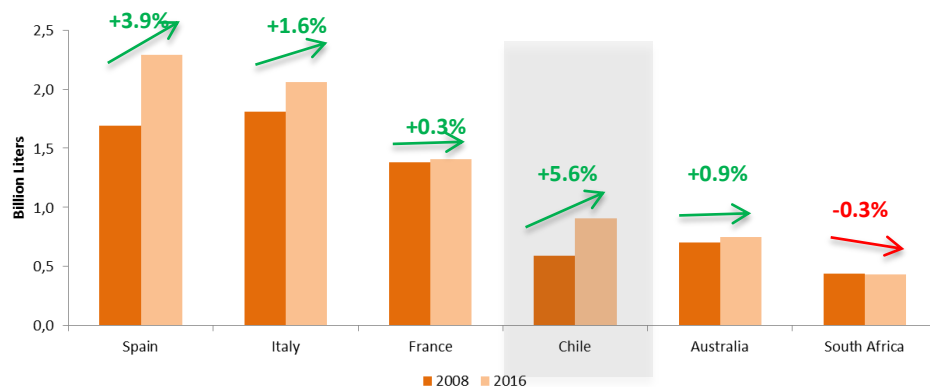
Wine Industry: Global Exports

- Top 6 exporters by value



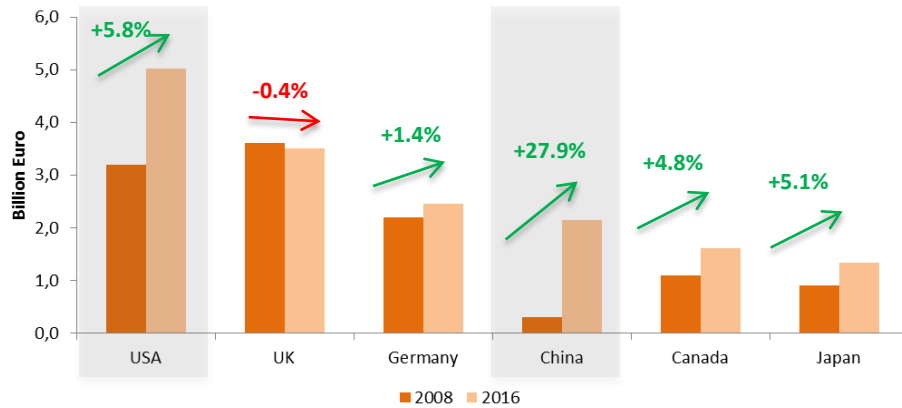
Source: OIV

- Top 6 exporters by volume



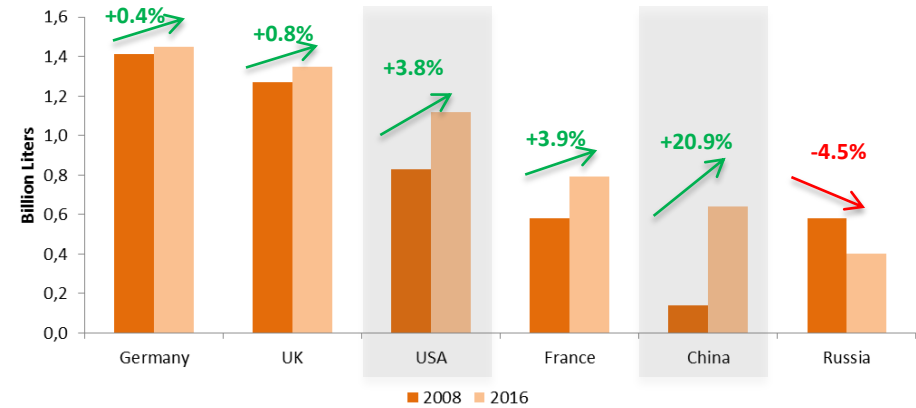
Wine Industry: Global Imports

- Top 6 importers by value



Source: OIV

- Top 6 importers by volume



Wine Industry: Top 10 Wineries

- The top ten players reached 13% of commercialized volume worldwide.

Ranking	Company	Volume Market Share 2016
1 °	E&J Gallo Winery Inc	2.71%
2 °	Constellation Brands Inc	1.70%
3 °	Wine Group Inc, The	1.50%
4 °	Treasury Wine Estates Ltd	1.12%
5 °	Viña Concha y Toro SA	1.03%
6 °	Castel Groupe	1.02%
7 °	Accolade Wines Ltd	0.97%
8 °	Pernod Ricard Groupe	0.97%
9 °	Grupo Peñaflor SA	0.90%
10 °	FeCoViTA Coop Ltda	0.70%

Source: Euromonitor (2016)



III. Investment Attractiveness

Investment Attractiveness

1. Lead by an experienced controlling group
2. Successful track record through years
3. A business model which has supported the growth
4. Market diversification
5. Growth that improves profitability
6. Export Markets Leading the Growth
7. Leading Position



1. Lead by an experienced controlling group

Current Controlling Group is part of CyT since the 50's.

- ✓ Three families integrate the controlling group.
- ✓ Exclusive focus on wine
- ✓ Leading the growth and expansion through years.
- ✓ Passion for wines

Experienced Management

- ✓ Management in the Company for more than 10 years in average.

Listed in Santiago Stock Exchange and NYSE



2. Successful track record through years

**1883 Foundation
of Concha y Toro**



**1966 Launch of
Casillero del
Diablo**



**1994 First
Winery to trade
in NYSE**



**1997 Strategic
Alliance: Almaviva
Winery**



**2010 Partnership
Manchester United**



**2013 World's Most
Admired Wine
Brand**



**1933 Listed in
Santiago Stock
Exchange**



**1993 Launch of
Cono Sur Winery**



**1996 Launch of
Trivento Winery in
Argentina**



**2000 Brand
Building – Global
Reach**



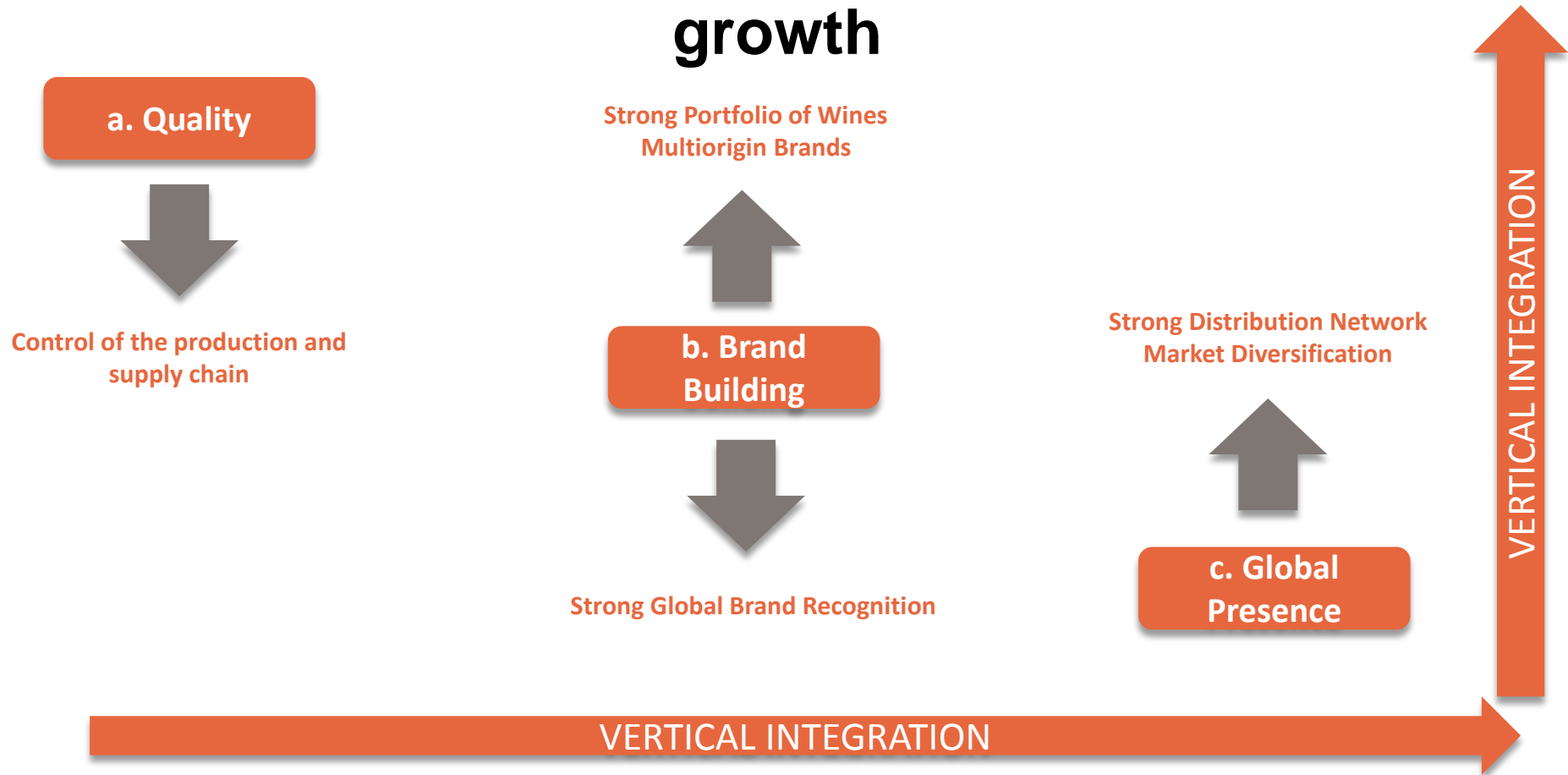
**2011 Acquisition
of Fetzer Winery in
California, US**



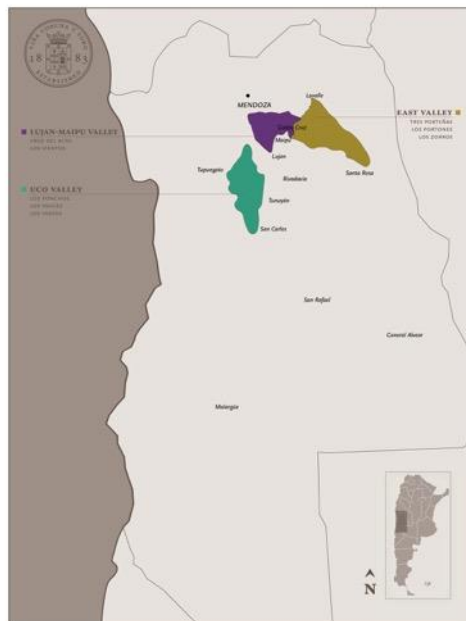
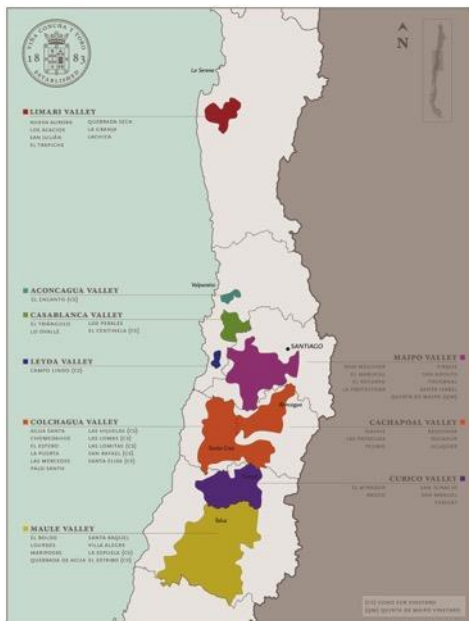
CENTER FOR
RESEARCH AND
INNOVATION

**2014 Center for
Research and
Innovation**

3. A business model which has supported the growth



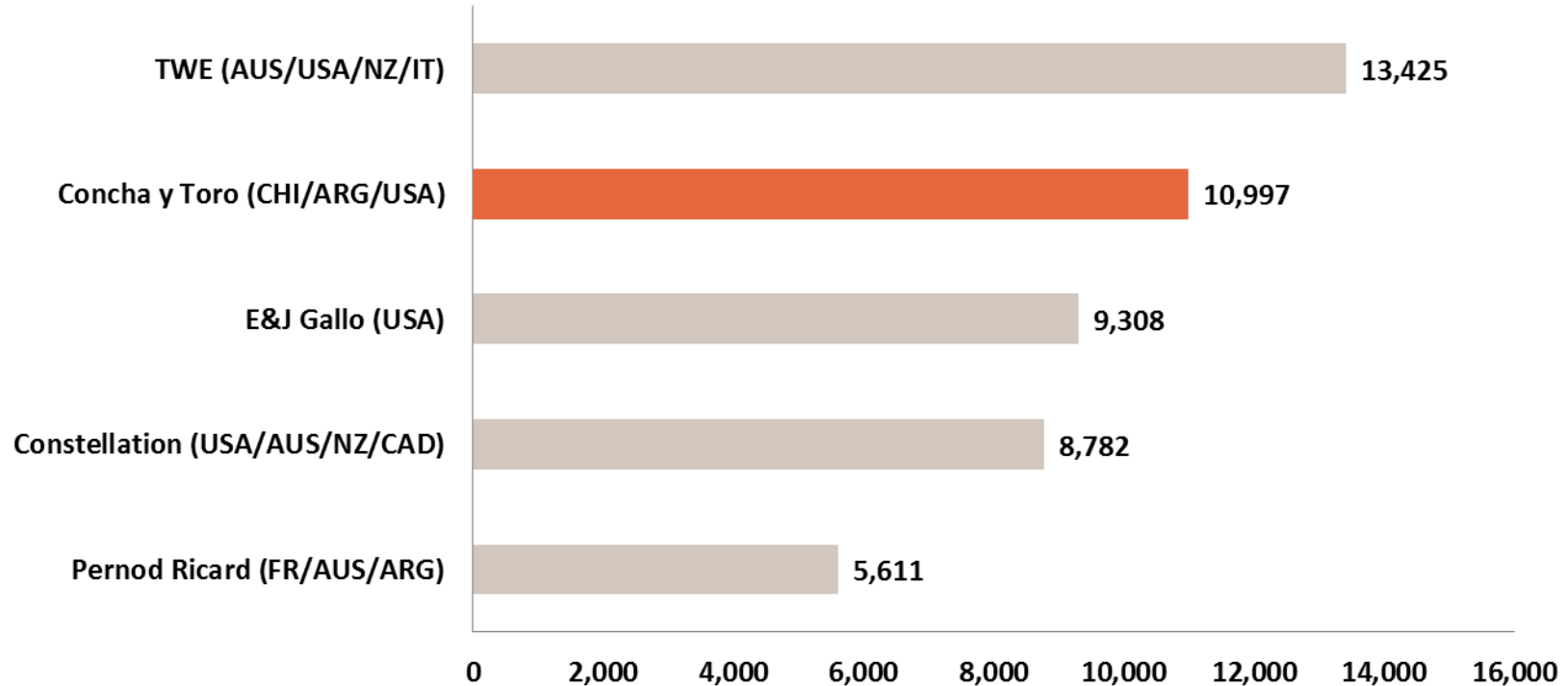
a. The importance of Quality Assurance and Consistency



...Leading Company in planted hectares

Planted Hectares

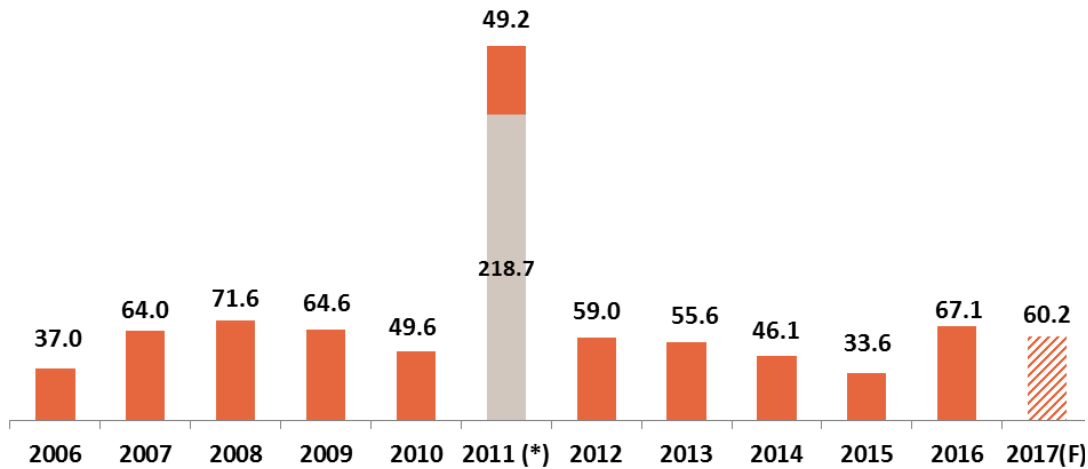
(Total includes leases)



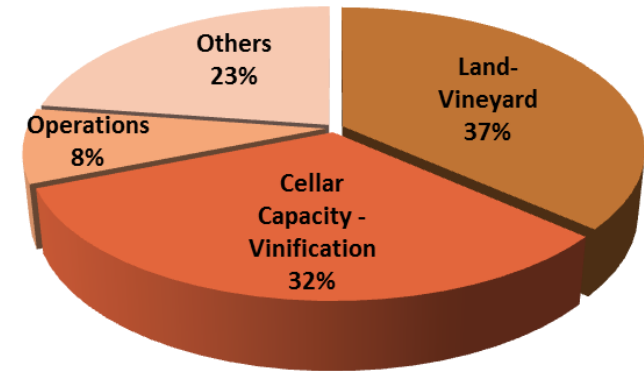
Source: Information available in Companies Fact Sheet, Web Site Information, Annual Reports, SEC Filings (20-F & 10-K)

...Investments supporting the growth

Sustained Investment Over Time
(US\$ million)

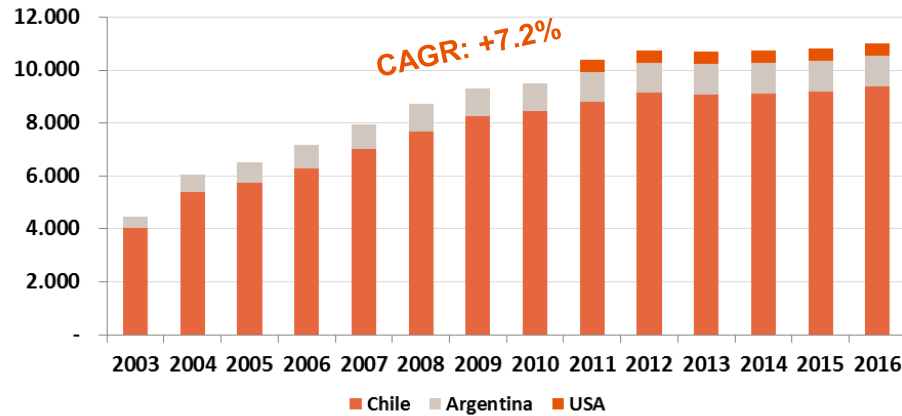


Capex Disclosure (2012-2016)

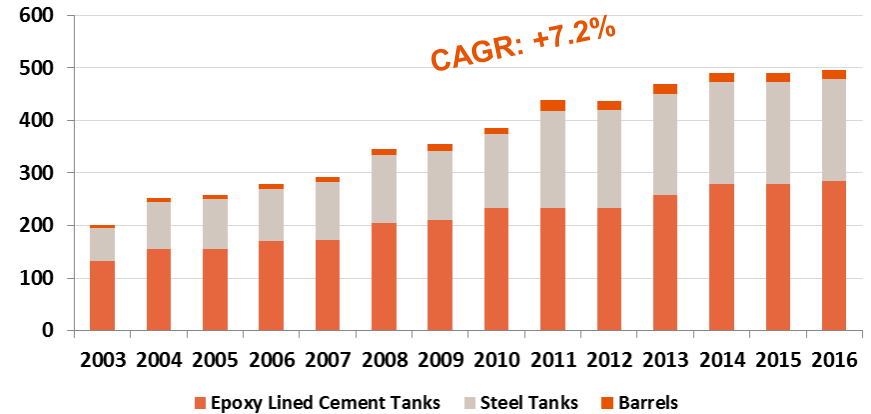


...Investments supporting the growth

Planted Hectares



Wine Storage & Ageing Capacity (million liters)



b. Brand Building... built on a strong portfolio...

Multi-origin Brands... The America's Wine Portfolio

Chile	 <p>CONCHA Y TORO</p> <p>VIÑA MAIPO</p> <p>MAYCAS LIMARI</p> <p>Cono Sur VIÑEDOS & BODEGA</p> <p>PALO ALTO</p> <p>CANEPA</p>
Argentina	 <p>TRIVENTO BODEGAS Y VIÑEDOS</p> <p>LA CHAMIZA WINE OF ARGENTINA</p>
USA	 <p>FETZER THE EARTH FRIENDLY WINERY™</p> <p>Bonterra ORGANIC VINEYARDS</p> <p>JEKEL VINEYARDS</p>

...development of brands & history ...

SUCCESSFUL POSITIONING OF A GLOBAL BRAND IN THE PREMIUM CATEGORY



- Main market, Top 10 in sales (UK)
- #1 sales Cabernet Sauvignon (UK)
Casillero del Diablo Reserva.
- Preferred Wine (China)



Volume (million cases)	2003	2016	CAGR
Viña Concha y Toro	15.9	36.2	6.5%
Casillero del Diablo	1.0	5.4	13.9%
% over total Volume	6.3%	15.0%	

... development of brands & history...



Wine Spectator

Don Melchor 2014 96 pts

Don Melchor 2013

JAMES SUCKLING.COM  *Don Melchor 2012* 98 pts

Tim
Atkin

Don Melchor 2013 97 pts

...Independent strong brands ...

... with the endorsement of Concha y Toro



VARIETALS	PREMIUM	SUPER PREMIUM	ULTRA PREMIUM	ICON
USD 5 – 6 / USD 7 - 8 £4 – 5 / £5 - 6	USD 10 / USD 13 £7 / £9	USD 14.99 / USD 19.99 £11 / £14	USD 25 - 45 / USD 40 £18 - 32 / £29	USD 65 / USD 95 / USD 135 £47 / £68 / £97

% of sales by value	51%	49%
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... a recognized winery obtaining global awards

“#2 Most Admired Wine Brands 2017”

(Drinks International, 2017)



“World's Most Powerful Wine Brand”

(Intangible Business, 2014 & 2015)



“International Best Drinks Company of the Year”

2015 (The Drinks Business).



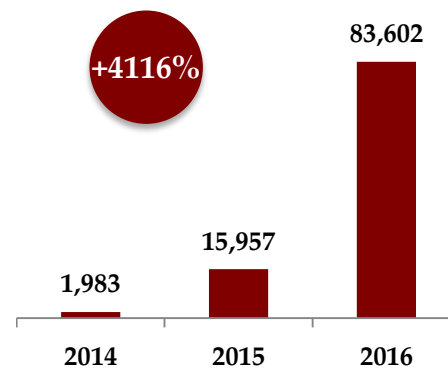
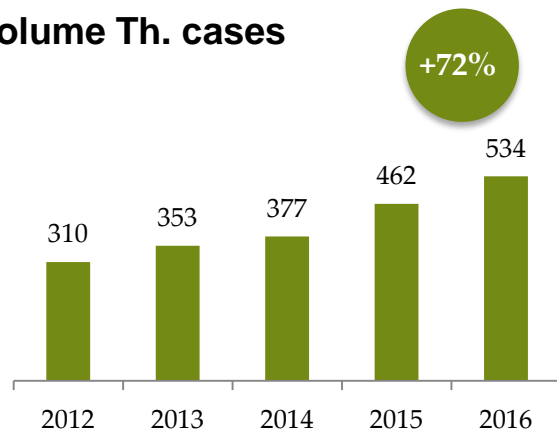
AMERICAN WINERY OF THE YEAR

Bonterra
ORGANIC VINEYARDS

WINE ENTHUSIAST
WINE STAR
AWARDS
2016



Volume Th. cases



VIÑA CONCHA Y TORO

... strategic partnerships...

Viña Maipo official
sponsor of the ATP
World Tour de
Tokio.



Strategic partnership
Casillero del Diablo
with Manchester
United.



Cono Sur Bicicleta is
the official wine of
"Le Tour de France"



Concha y Toro
Official wine sponsor
of Dallas Cowboys



Trivento official
sponsor of the
"Premiership
Rugby".



... fine wines recognition...

JAMESSUCKLING.COM

*JAMES SUCKLING DELIVERS THE
HIGHEST SCORES TO VIÑA
CONCHA Y TORO FINE WINES*

*HISTORIC HIGHEST
SCORE OF
DON MELCHOR*



																			
CARMIN DE PEUMO	GRAVAS DEL MAIPO	TERRUNYO					MARQUES DE CASA CONCHA					GRAN RESERVA SERIE RIBERAS							
Vintage 2013	Vintage 2014	Cabernet Sauvignon Vintage 2013	Carmesere Lot N°1 Vintage 2014	Cabernet Sauvignon Lot N°1 Vintage 2014	Carmesere Lot N°1 Vintage 2013	Merlot Lot N°1 Vintage 2014	Syrah Vintage 2014	Cabernet Sauvignon Vintage 2014	Carmesere Vintage 2014	Pais Cinsault Vintage 2013	Chardonnay Vintage 2013	Merlot Vintage 2014	Pinot Noir Vintage 2013	Sauvignon Blanc Vintage 2013	Cabernet Sauvignon Vintage 2014	Carmesere Vintage 2014	Sauvignon Blanc Vintage 2013	Syrah Vintage 2014	Malbec Vintage 2014
94 pts	92 pts	94 pts	93 pts	92 pts	92 pts	91 pts	92 pts	92 pts	92 pts	92 pts	92 pts	91 pts	90 pts	90 pts	92 pts	92 pts	92 pts	92 pts	90 pts

VIÑA CONCHA Y TORO

... the highest accolades for our Portfolio...



- 2011 *94 points*
Wine Spectator
- 2011 *95 points*
James Suckling
- 2011 *94 points*
Robert Parker's Wine Advocate
- 2011 *18 points*
Jancis Robinson
- 2011 *Among the 10 best wines of 2015*
FORBES



- 2010 *96 points*
Best Chilean Carmenere
Wine & Spirits
- 2011 *95 points*
Anthony Gismondi
- 2012 *"Top Wine"*
Wine Spectator
- 2013 *95 points*
Descorchados 2016
- 2013 *95 points*
Robert Parker's Wine Advocate

Carmenere 2013
95 points
Descorchados 2016

Carmenere Lot N°1 2014
96 points
Best Chilean Carmenere
Descorchados 2016

Sauvignon Blanc 2015
91 points
Robert Parker's
Wine Advocate



Cabernet Sauvignon 2013
92 points
Robert Parker's
Wine Advocate

Cabernet Sauvignon 2011
96 points
Decanter

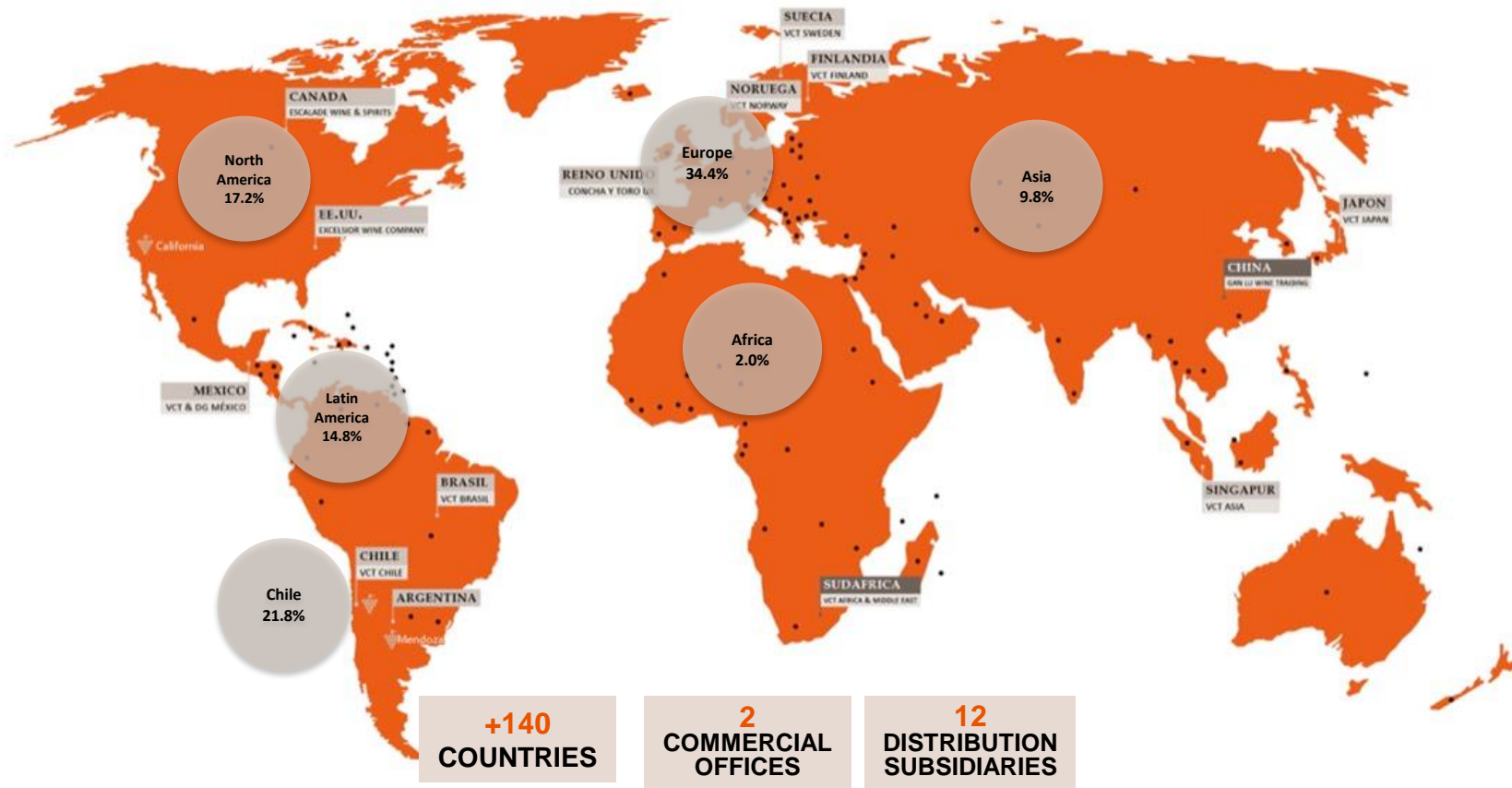
Cabernet Sauvignon
Limited Edition 2013
93 points
James Suckling

Cabernet Sauvignon
Limited Edition 2013
94 points
Descorchados 2016



Carmenere 2013
94 points
Wine & Spirits

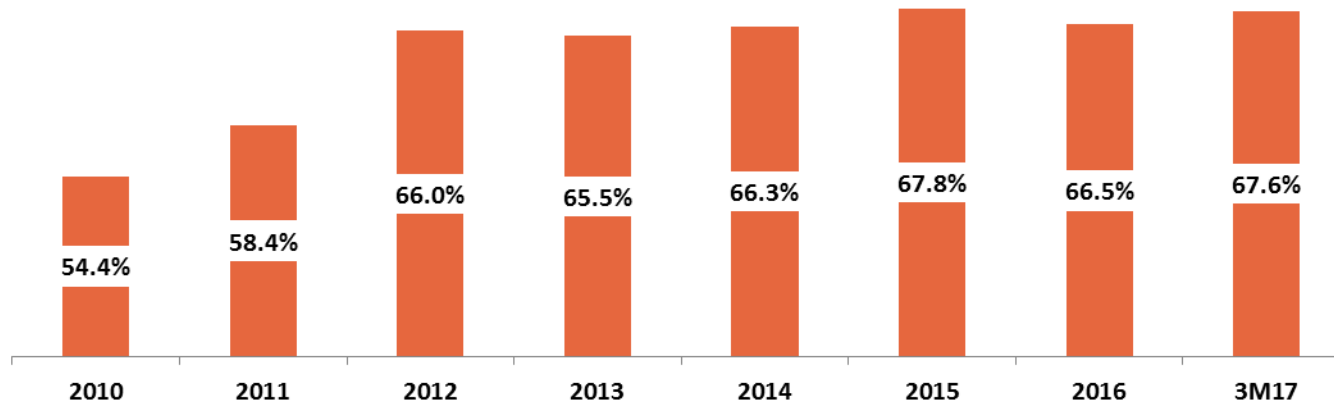
c. Global Presence... getting closer to markets



... sales that build brand equity...

Distribution Subsidiaries: Driving the growth

- 68% of CyT's sales carried out by direct distribution
- 32% of CyT's sales carried out by third parties distributors

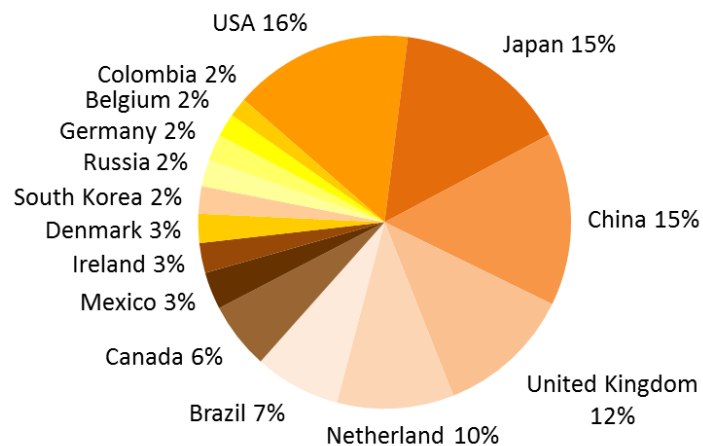


■ Volume through Distribution Subsidiaries

- 12 distribution subsidiaries
- UK started operations on 2001
 - Sales 2001: 250.000 cases
 - Sales 2016: 6.8 million cases
- VCT Brazil: leader in wine category
- 2 commercial offices
 - Since 2012 in South Africa
 - Since 2013 in China
 - Sales growth +136% (2013-2016)

4. Market diversification...

Chilean Destination of Bottled Exports



Concha y Toro's – Currencies and Markets

	Currency Mix	
	3M17	3M16
CLP	20.9%	21.7%
USD	34.9%	32.2%
GBP	18.1%	21.9%
EUR	10.7%	11.2%
CAD	4.1%	3.1%
BRL	3.1%	2.1%
MXN	2.9%	2.9%
SEK	2.7%	3.2%
ARG	1.6%	0.6%
NOK	1.0%	1.1%



- Export Markets include exports to third parties and distribution subsidiaries
- US and ARG exports excludes shipments to the company's distribution subsidiaries

... leading the Chilean export categories.

The Chilean Bottled Export Industry – Concha y Toro Leading Position

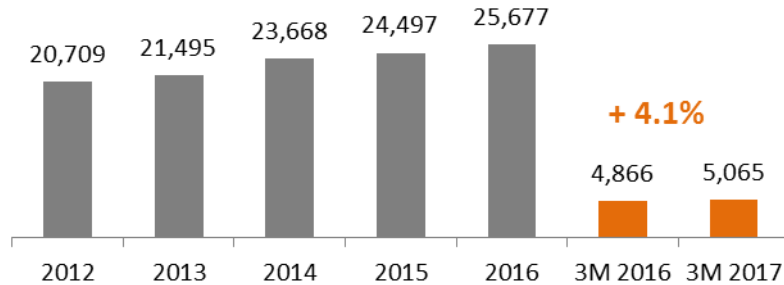
Rank 3M17	Country	Share over Chilean bottled exports (volume)	Chilean exports growth 3M17/3M16	% Part of CyT in Chilean bottled exports	Rank CyT over Chilean Exports
1	USA	15.6%	11.5%	32.8%	1
2	Japan	15.2%	50.1%	24.7%	1
3	China	15.0%	20.1%	13.4%	1
4	United Kingdom	11.7%	-16.8%	42.2%	1
5	Netherland	10.1%	5.7%	26.2%	1
6	Brazil	7.5%	-2.2%	8.8%	3
7	Canada	5.8%	21.4%	36.8%	1
8	Mexico	3.2%	17.9%	57.9%	1
9	Ireland	2.6%	-17.1%	22.8%	2
10	Denmark	2.5%	0.9%	25.6%	1
11	South Korea	2.4%	-3.5%	26.7%	1
12	Russia	2.3%	49.4%	19.0%	1
13	Germany	2.3%	-9.3%	17.7%	1
14	Belgium	2.0%	-1.1%	29.0%	1
15	Colombia	1.7%	99.7%	9.1%	3

Source: Vinos de Chile

5. Growth that improves profitability

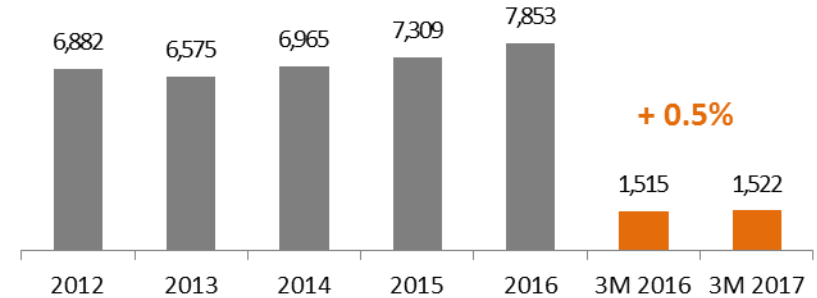
Export Volume
(thousand cases, wine)

CAGR: +5.5%



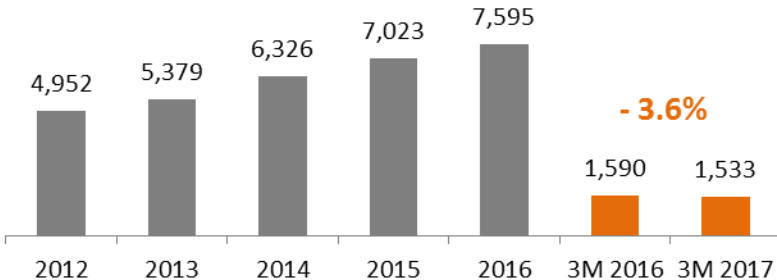
Domestic Volume
(thousand cases, wine)

CAGR: +3.4%



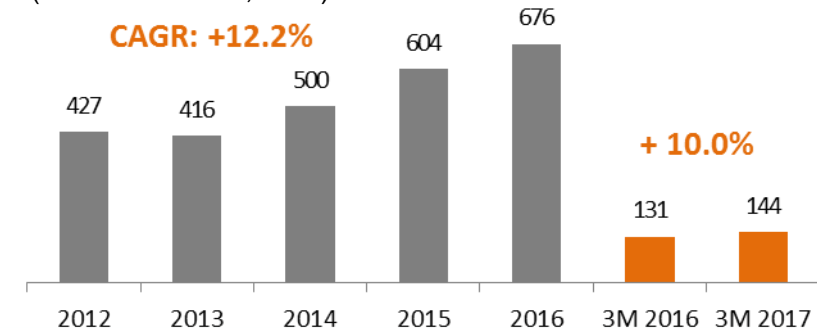
Premium Wines Export Volume
(thousand cases, wine)

CAGR: +11.3%



Premium Wines Domestic Volume
(thousand cases, wine)

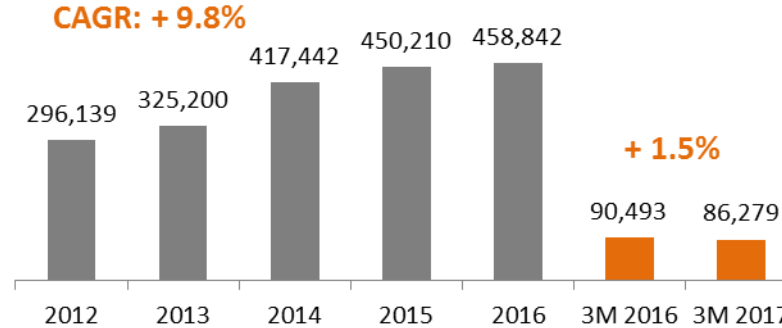
CAGR: +12.2%



6. Export Markets Leading the Growth

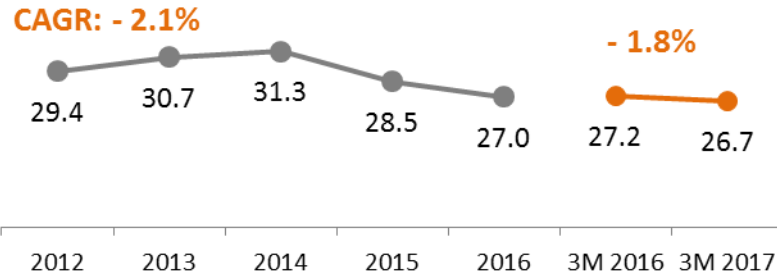
Export Sales

(million Ch\$, Wine)



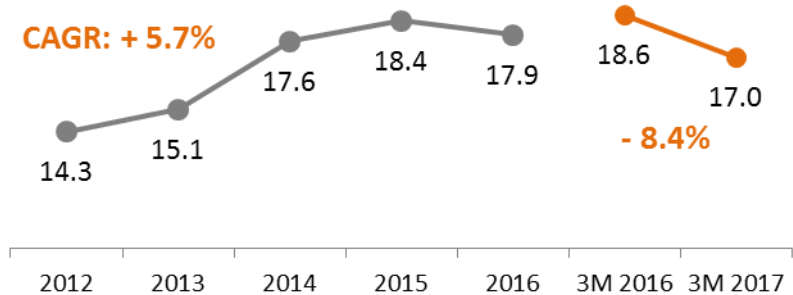
Average Export Price

(US\$ / 9 liter Case, Wine)



Average Export Price

(Th. Ch\$ / 9 liter Case, Wine)



7. Leading Position

Concha y Toro's Exports over Chilean Bottled Wine*

	Volume	Value
2004	29.2%	25.8%
2005	32.2%	27.2%
2006	33.4%	28.3%
2007	34.9%	30.2%
2008	37.0%	31.4%
2009	38.3%	32.3%
2010	36.6%	31.5%
2011	33.7%	29.7%
2012	35.4%	31.3%
2013**	33.9%	30.5%
2014**	32.2%	29.7%
2015**	33.3%	29.7%
2016**	34.0%	30.2%



**Volume Pro-forma (including wine bottled in UK):
36.9% (as of Dic. 2016)**

Source: Vinos de Chile

(*) Includes bottled & Bag in Box

(**) Does not include the wine Bottled by CyT in UK

Concha y Toro's Market Share – Domestic Market (Volume)

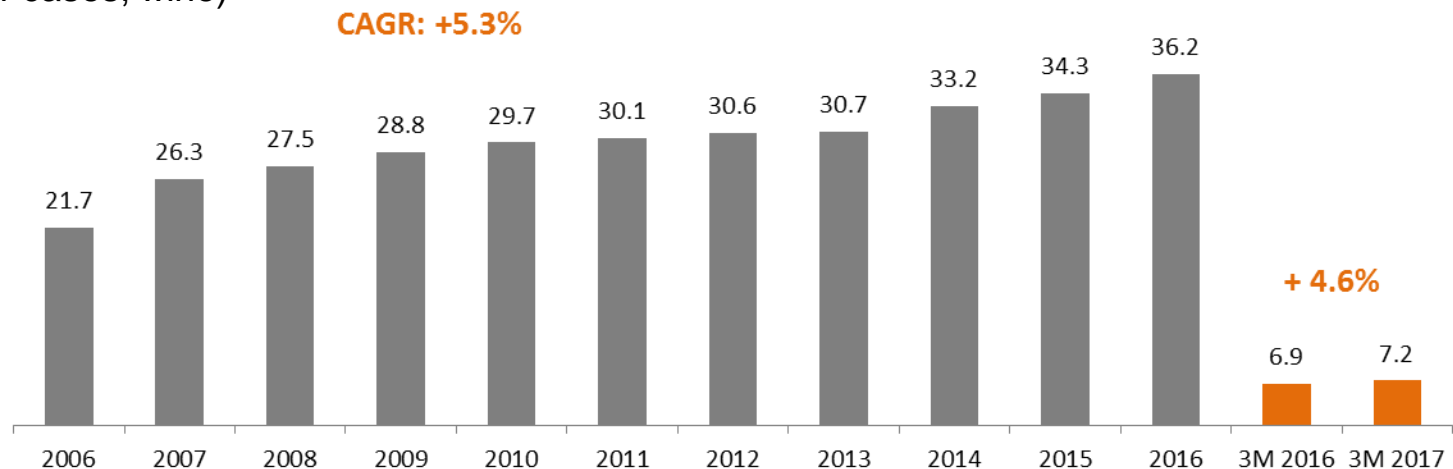
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Concha y Toro	28.6	30.0	29.7	31.5	30.7	30.4	29.6	28.5	27.1	28.1	28.0
Santa Rita	25.5	27.9	28.7	28.9	29.4	29.1	28.0	29.5	30.9	31.6	31.4
San Pedro	21.9	21.8	23.0	22.5	24.4	24.6	26.7	27.3	28.7	28.4	29.3
Santa Carolina	3.1	2.3	2.0	1.8	1.8	1.7	1.5	1.4	1.1	0.9	0.9
Others	20.9	18.0	16.6	15.3	13.7	14.2	14.2	13.4	12.2	11.0	10.5

Source: Nielsen

Maintaining solid volume growth...

Consolidated Sales

(million 9 liter cases, wine)



Net Sales (billion Ch.\$)

✓ 2013: \$475.6 → 2016: \$658.4

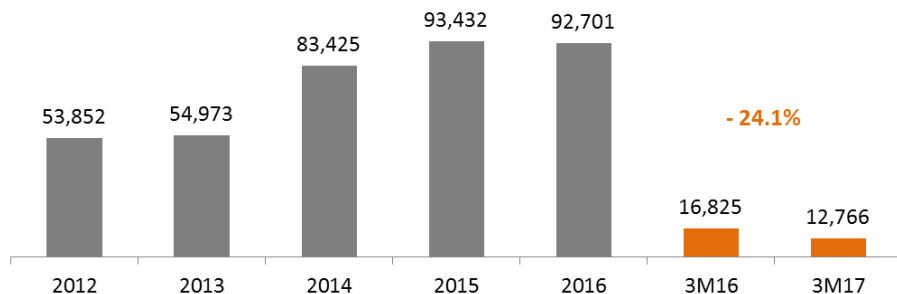
CAGR: +11.5%

... and remaining profitable through years.

Consolidated EBITDA

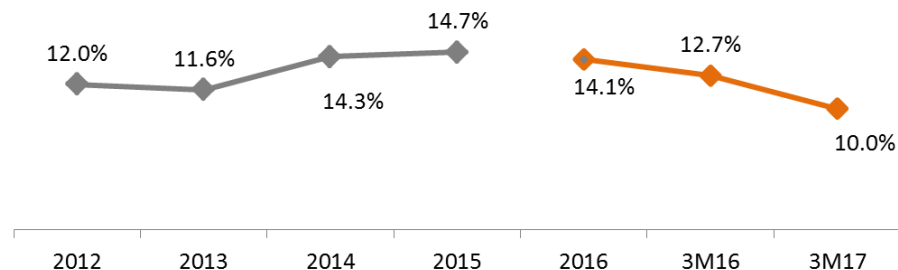
(million Ch\$)

CAGR: +14.5%



Consolidated EBITDA Margin

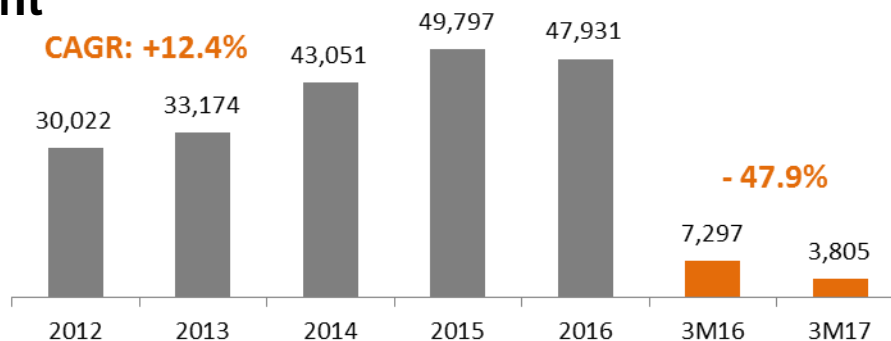
(% over sales)



Consolidated Net Profit

(million Ch\$)

CAGR: +12.4%

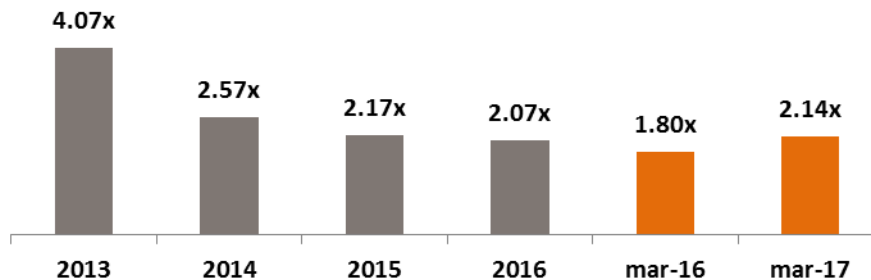




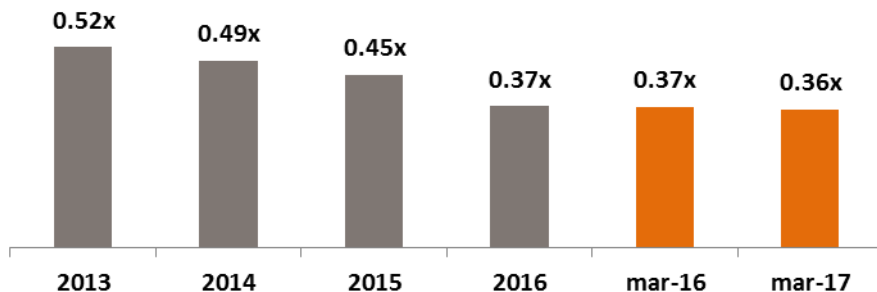
IV. Financial Position

Strong Capital Structure

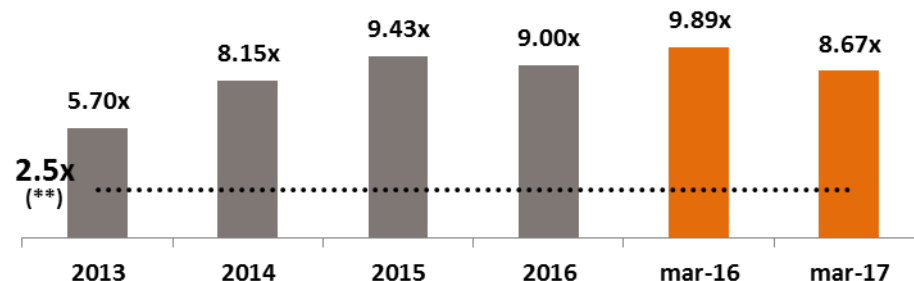
Net Financial Debt / EBITDA ⁽¹⁾



Net Financial Debt / Equity



EBITDA ⁽¹⁾ / Financial Expenses ⁽¹⁾



Liabilities: Current Liabilities + Non Current Liabilities

Financial Debt: Other current financial liabilities + Other non current financial liabilities - Derivatives

Net Financial Debt: Other current financial liabilities + Other non current financial liabilities - Derivatives - Cash and cash equivalents

(1) Last 12 months

Financial expenses excludes financial income

(*) As covenant, the issuer should have a Leverage not higher that 1.4 times. Leverage: Liabilities / Equity.

(**) As covenant, the issuer should have a EBITDA/Financial expenses ratio at least 2.5 times.

Source: Superintendencia de Valores y Seguros (SVS)

Financial Debt

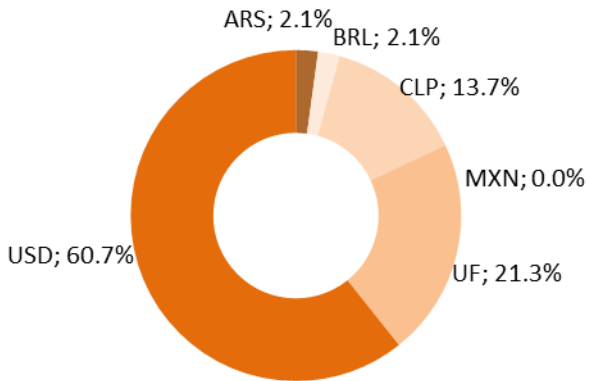
Financial Debt*	Mar-17		Mar-16	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	151,144	2.58%	104,954	2.86%
EUR				
GBP				
CLP	34,166	5.12%	40,350	5.17%
UF	52,944	2.40%	54,205	3.43%
ARS	5,344	20.28%	3,860	27.66%
BRL	5,300	17.80%	4,683	15.92%
MXN	47	9.42%	2	5.96%
SEK				
Total	248,944	3.59%	208,054	4.21%

* Does not include interest accrued.

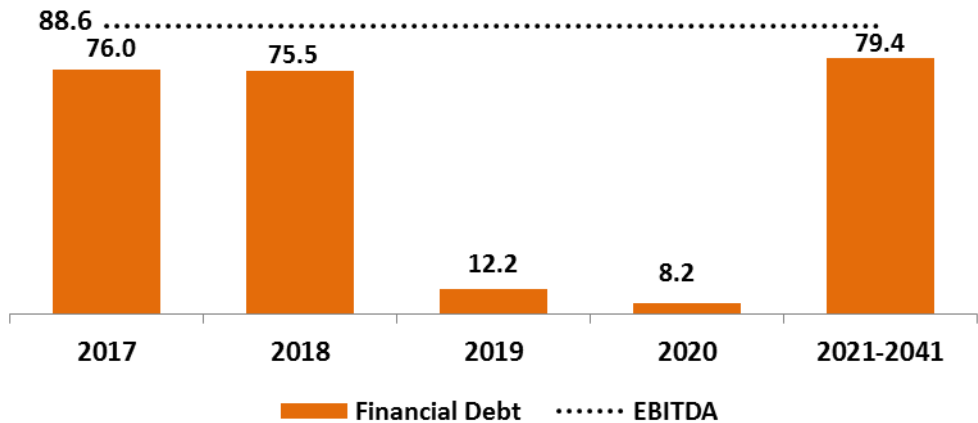
In nominal Chilean Pesos at the end of each period

Financial Debt

Financial Debt by Currency
As of March 31, 2017



Expected Maturity Date ⁽¹⁾, as of March 31, 2017
(Billion Ch\$)



Source: The Company
 (1) Considers current and non current financial liabilities excluding derivatives.
 • EBITDA, Last 12 Months.
 • As of March 31, 2017, Concha y Toro had a Cash balance of Ch\$62.8 billion.

- ✓ We have the brands.
- ✓ We have the portfolio.
- ✓ We have the distribution.
 - ✓ We have the land.
- ✓ We have the investments.
- ✓ We have the expertise.

We are ready to keep growing...

WINE LEGEND

V. Exhibits



VIÑA CONCHA Y TORO

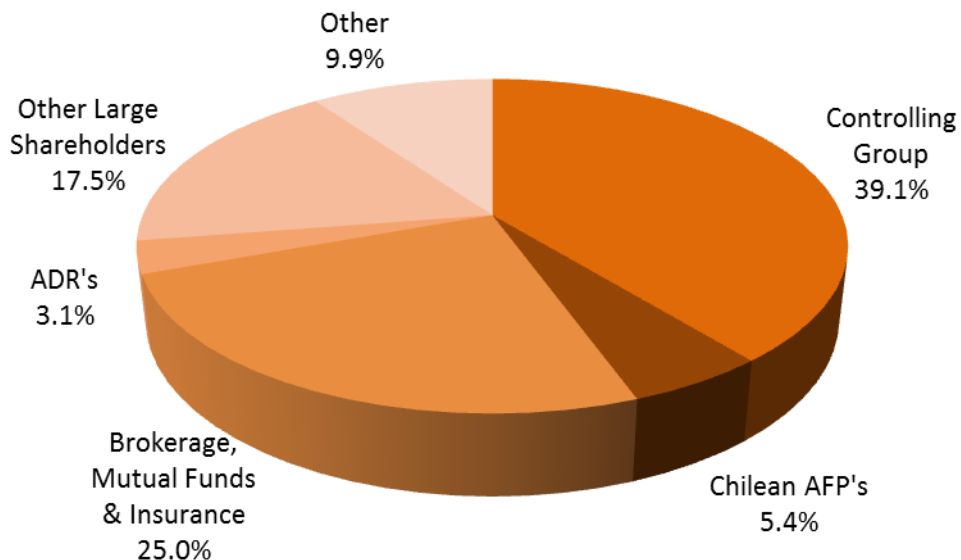
Viña Concha y Toro

Board of Directors

Alfonso Larraín Santa María (Chairman)
Rafael Guilisasti Gana
Rafael Marín Jordán
Mariano Fontecilla de Santiago Concha
Andrés Larraín Santa María
Pablo Guilisasti Gana
Jorge Desormeaux Jiménez

Shareholder Structure

(Mar 31, 2017)



Bottled Sales 1Q2017

Total Sales^(*) (in Ch\$ million)		1Q17	1Q16	Change (%)
Chile Domestic Market - wine		14,281	13,711	4.2%
Export markets ⁽¹⁾		81,049	84,355	-3.9%
Argentina Domestic		1,982	782	153.6%
Argentina Exports ⁽²⁾		3,632	4,849	-25.1%
U.S.A. Domestic		12,810	12,242	4.6%
U.S.A. Exports ⁽²⁾		1,373	1,195	14.9%
Total Wine Operating Segment		115,126	117,133	-1.7%
Chile Domestic Market - new business		9,891	13,688	-27.7%
Other Revenues		2,457	1,334	84.2%
Total Other Operating Segment		12,348	15,022	-17.8%
Consolidated Sales		127,474	132,155	-3.5%
Total Volume^(*) (thousand liters)		1Q17	1Q16	Change (%)
Chile Domestic Market - wine		13,698	13,634	0.5%
Export markets ⁽¹⁾		43,523	41,085	5.9%
Argentina Domestic		1,732	1,126	53.8%
Argentina Exports ⁽²⁾		1,630	2,380	-31.5%
U.S.A. Domestic		3,655	3,290	11.1%
U.S.A. Exports ⁽²⁾		435	332	30.9%
Total Wine Operating Segment		64,673	61,848	4.6%
Chile Domestic Market - New Business		5,500	7,843	-29.9%
Total Other Operating Segment		5,500	7,843	-29.9%
Consolidated Volume		70,173	69,691	0.7%
Average Price (per liter)	Currency			
Chile Domestic Market - wine	Ch\$	1,042.6	1,005.6	3.7%
Export Markets	US\$	2.93	3.00	-2.4%
Argentina Domestic	US\$	2.43	1.37	77.8%
Argentina Exports	US\$	3.48	3.04	14.4%
U.S.A. Domestic	US\$	5.37	5.34	0.5%
U.S.A. Exports	US\$	4.83	5.19	-7.0%

(1) Export Volume include exports to third parties and sales volume of the company's distribution subsidiaries (UK, Nordics, Brazil, Singapore, Mexico).

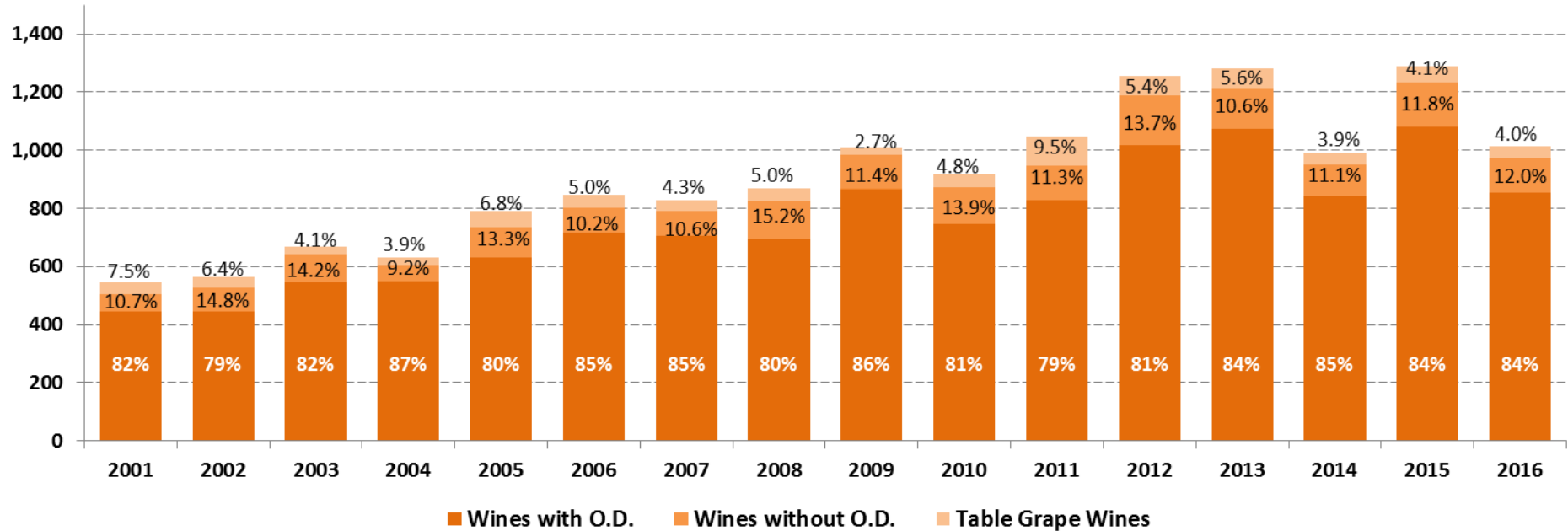
(2) This figure excludes shipments to the company's distribution subsidiaries.

(*) This figure includes bulk wine sales.

Chilean Harvest through years

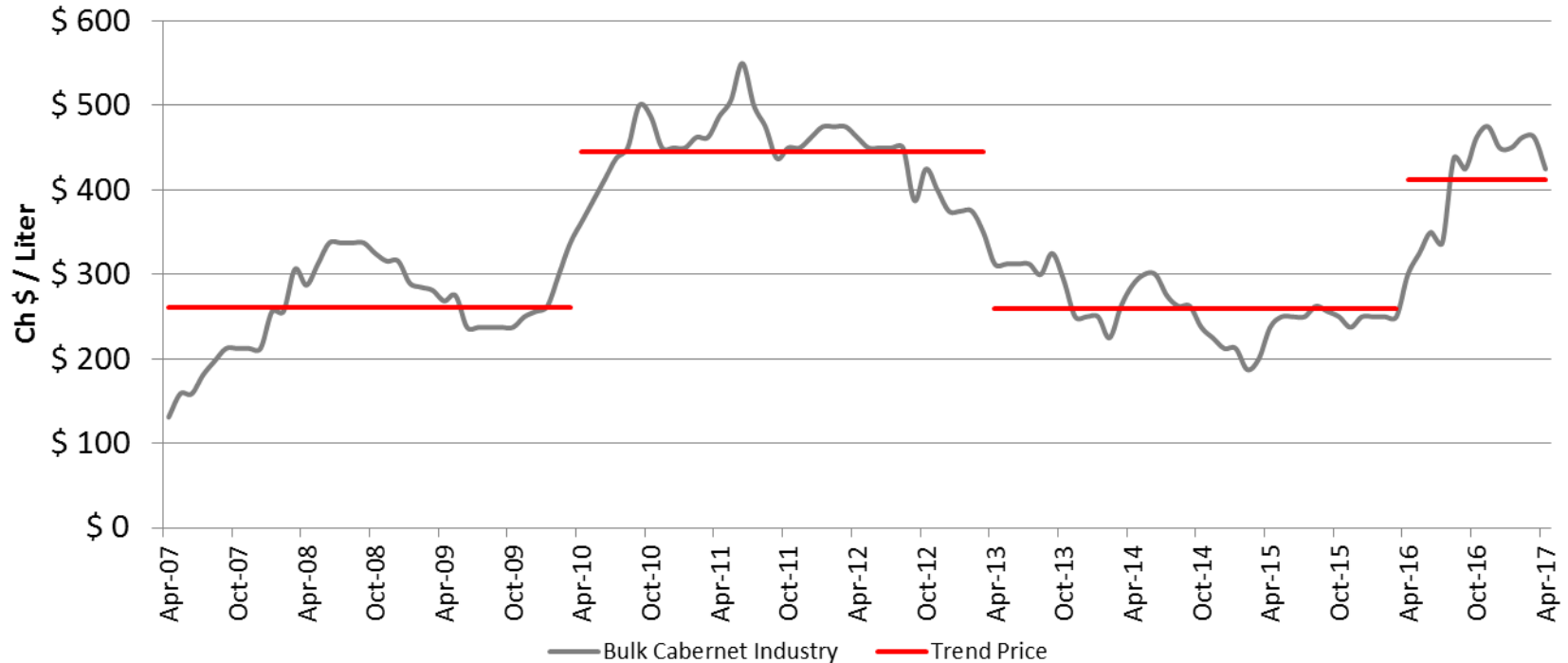
Historical Harvest Volume

(million liters)



Cabernet Sauvignon Bulk Wine (Maule Valley)

Average Bulk Wine price to producer (Ch\$/Liter)



...Investments supporting the growth

	Currently Producing	Plantings 2012-2015	Total Vineyards Planted	Fallow	Total Arable
Vineyards (in hectares)					
Chile					
Limarí Valley	921	85	1,006	244	1,250
Casablanca Valley	380	44	424	-	424
Aconcagua Valley	97	-	97	-	97
Leyda Valley	130	-	130	-	130
Maipo Valley	771	81	852	21	873
Cachapoal Valley - Rapel Valley	1,178	324	1,502	97	1,599
Colchagua Valley - Rapel Valley	1,947	208	2,155	150	2,305
Curicó Valley	598	96	694	4	698
Maule Valley	1,982	546	2,528	713	3,241
Total Chile:	8,004	1,384	9,388	1,229	10,617
Argentina					
Mendoza Valley	1,117	23	1,140	285	1,425
Total Argentina:	1,117	23	1,140	285	1,425
United States					
Fetzer	403	66	469	1	473
Total United States:	403	66	469	1	473
Total	9,524	1,473	10,997	1,515	12,515



Corporate Presentation

June 2017

VIÑA CONCHA Y TORO