

# CONCHA Y TORO

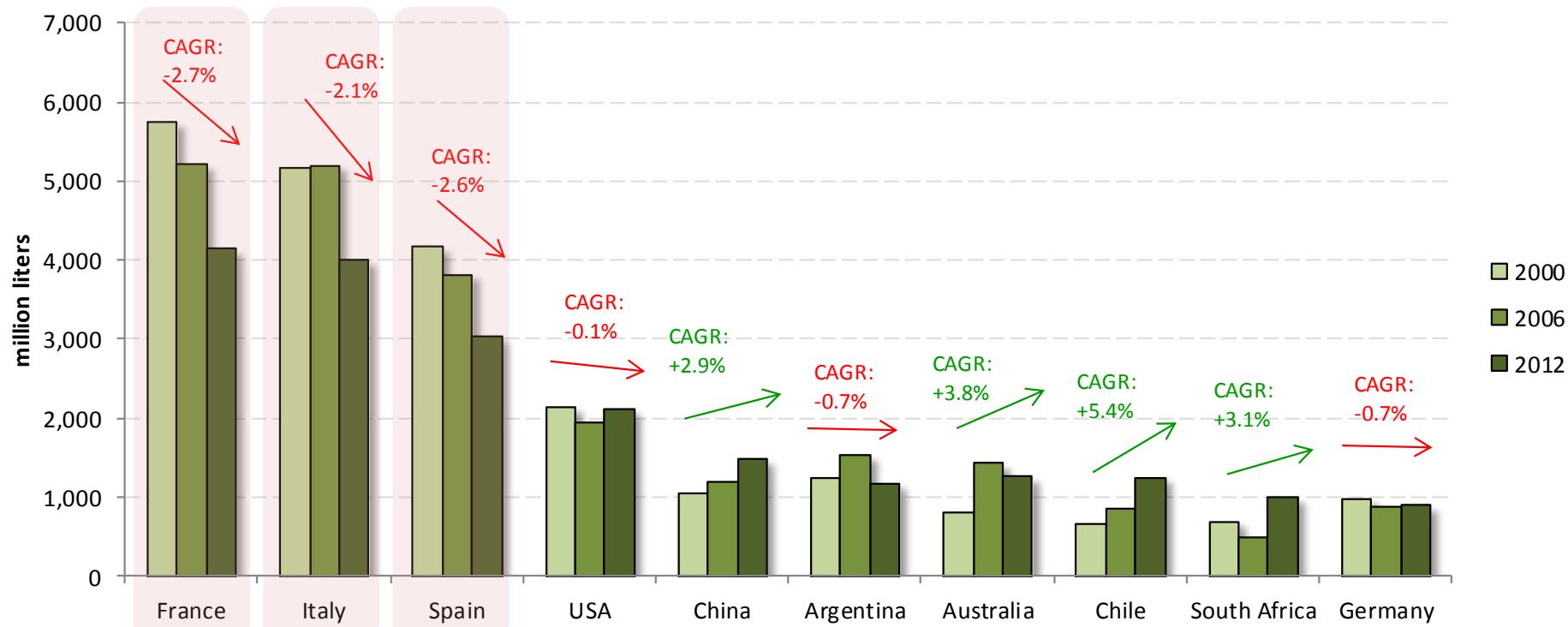


## 1Q2013 Results Presentation

Jun 12, 2013

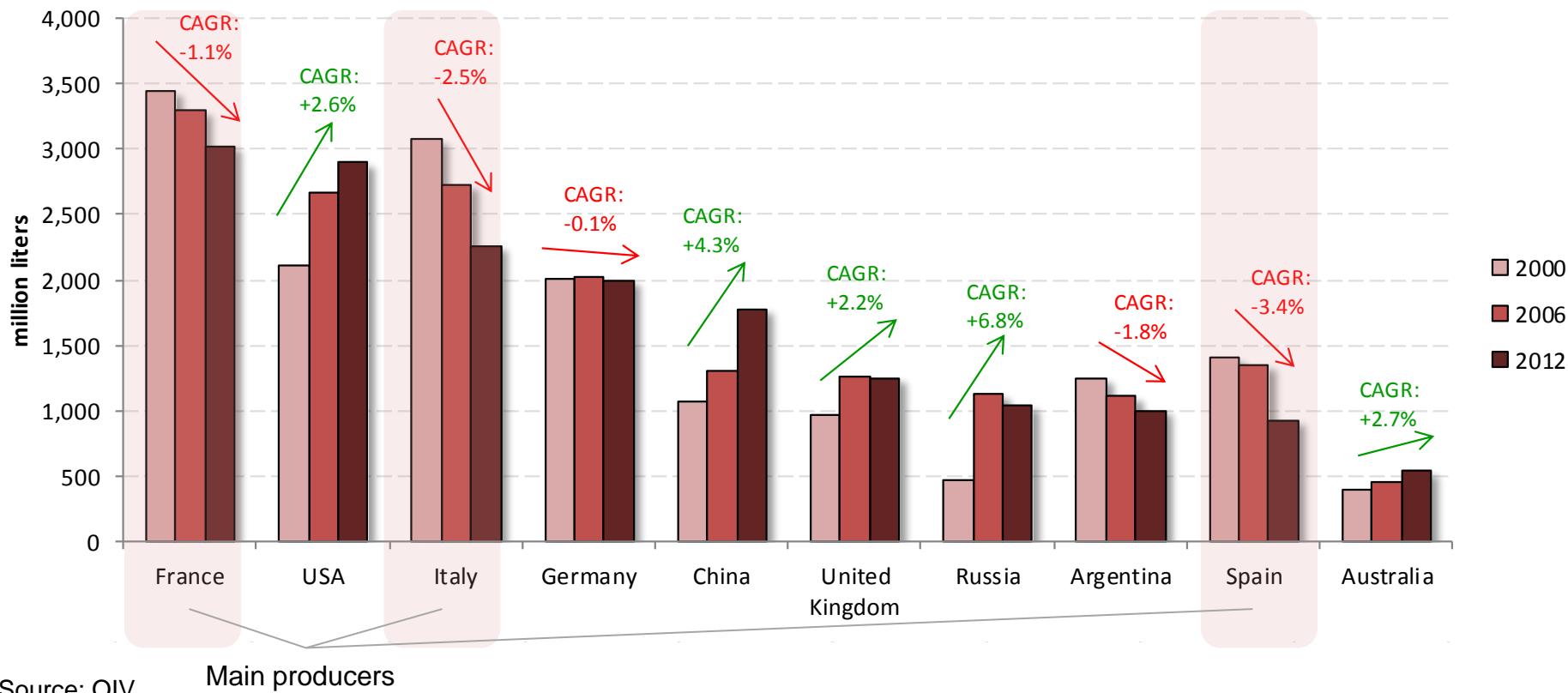
# Wine Industry: Top 10 wine producers

- Global Production Decreasing 0.9% per year.
- 5.6% decrease in 2012.



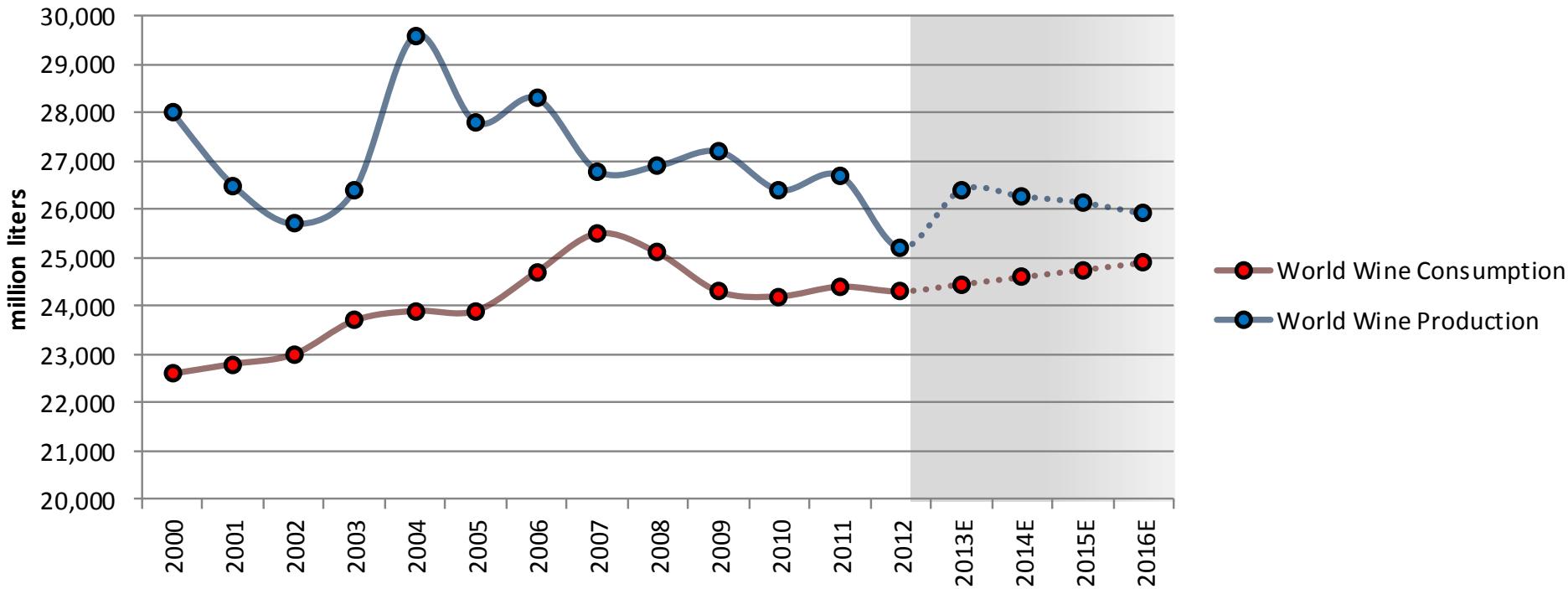
# Wine Industry: Top 10 wine consumers

- Global Consumption Increasing 0.6% per year
- Potential markets: Asia, US and Latin America



## Wine Industry: Global situation

- World Wine Consumption Increasing 0.6% per year from 2000 to 2012.
- World Wine Production Decreasing 0.9% per year from 2000 to 2012.



Source: OIV, Concha y Toro Estimates

# Income Statement (million Ch\$)

	<b>1Q2013</b>	<b>1Q2012</b>	<b>Change</b>
	<b>Million. Ch</b>	<b>Million. Ch</b>	<b>%</b>
<b>Operating Results</b>			
Sales revenues	91,081	88,857	2.5%
Cost of sales	(60,526)	(61,291)	-1.2%
<b>% of sales</b>	<b>-66.5%</b>	<b>-69.0%</b>	
Gross Profit	30,555	27,566	10.8%
<b>% of sales</b>	<b>33.5%</b>	<b>31.0%</b>	
Selling & Adm. Expenses	(24,855)	(21,741)	14.3%
<b>% of sales</b>	<b>-27.3%</b>	<b>-24.5%</b>	
<b>Operating Income</b>	<b>5,700</b>	<b>5,825</b>	<b>-2.2%</b>
<b>% of sales</b>	<b>6.3%</b>	<b>6.6%</b>	
<b>Non-operating result</b>			
	<b>1,093</b>	<b>867</b>	<b>26.0%</b>
Tax Rate	-20.4%	-21.8%	
Income Taxes	(1,388)	(1,462)	-5.0%
<b>Net Income</b>	<b>5,246</b>	<b>5,231</b>	<b>0.3%</b>
<b>EBITDA</b>	9,746	9,889	-1.4%
<b>% sales</b>	<b>10.7%</b>	<b>11.1%</b>	

## Bottled Sales for 1Q13

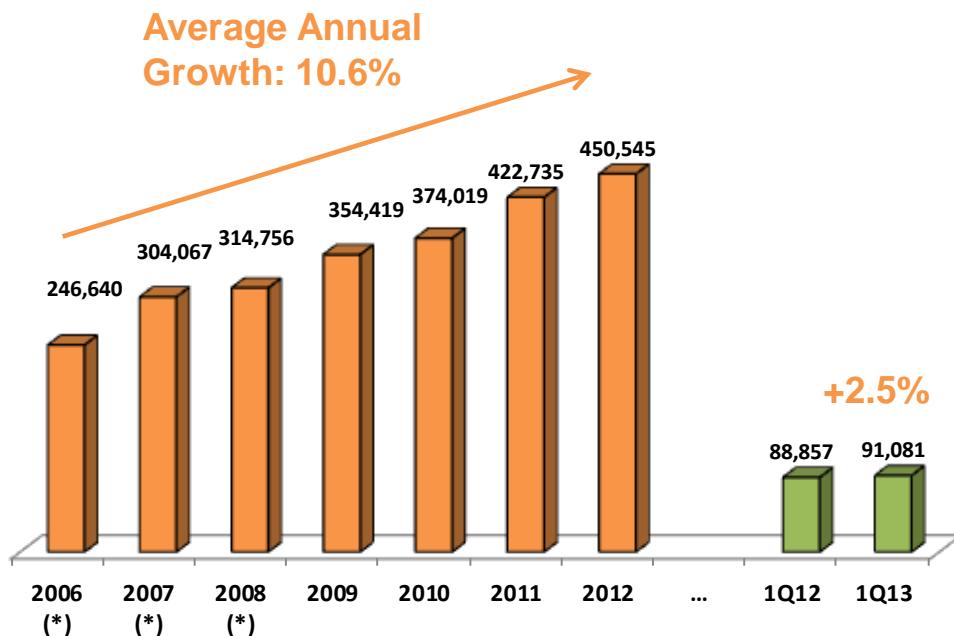
	1Q13	1Q12	Change (%)	
<b>Sales (in Ch\$ million)</b>				
Chile Domestic Market - wine	11,556	12,262	-5.8%	
Chile Domestic Market - new business	5,846	5,725	2.1%	
Export Markets <sup>(1)</sup>	55,468	53,520	3.6%	
Argentina Domestic	1,047	1,516	-30.9%	
Argentina Exports <sup>(2)</sup>	2,995	2,988	0.2%	
U.S.A. (Fetzer) domestic	10,167	9,519	6.8%	
U.S.A. (Fetzer) exports <sup>(2)</sup>	896	1,000	-10.4%	
<b>Total Sales</b>	<b>87,975</b>	<b>86,531</b>	<b>1.7%</b>	
<b>Volume (thousand liters)</b>				
Chile Domestic Market - wine	11,694	12,171	-3.9%	
Export Markets <sup>(1)</sup>	34,522	34,224	0.9%	
Argentina Domestic	775	1,241	-37.6%	
Argentina Exports <sup>(2)</sup>	2,107	1,964	7.3%	
U.S.A. (Fetzer) domestic	4,357	3,802	14.6%	
U.S.A. (Fetzer) exports <sup>(2)</sup>	332	330	0.4%	
<b>Total Volume</b>	<b>53,786</b>	<b>53,732</b>	<b>0.1%</b>	
<b>Average Price (per liter)</b>		<b>Currency</b>		
Chile Domestic Market - wine	Ch\$	988.2	1,007.5	-1.9%
Export Markets	US\$	3.40	3.20	6.3%
Argentina Exports	US\$	3.01	3.12	-3.6%
Argentina Domestic	US\$	2.86	2.51	13.8%
U.S.A. (Fetzer) domestic	US\$	4.94	5.12	-3.6%
U.S.A. (Fetzer) exports	US\$	5.72	6.21	-7.9%

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

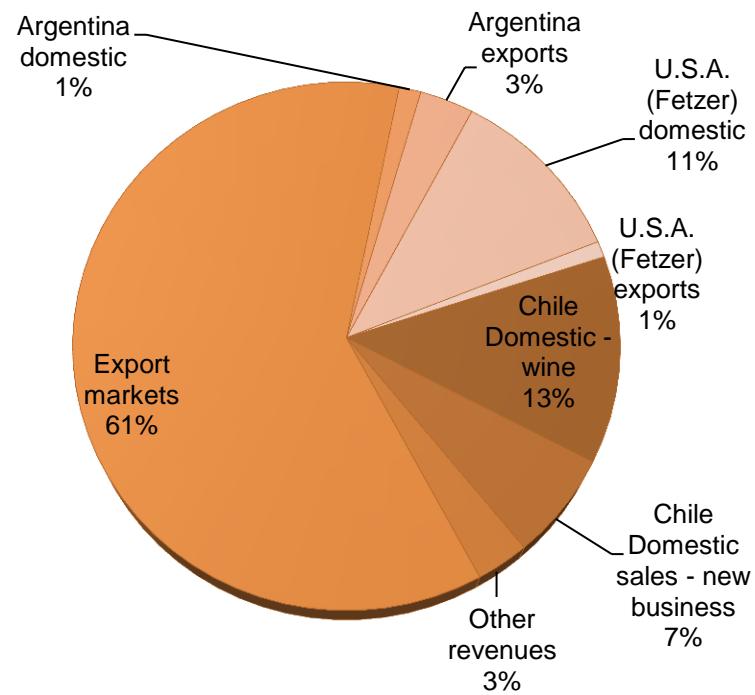
(2) This figure excludes shipments to the company's distribution subsidiaries.

# Concha y Toro: Consolidated Sales

Million Ch\$



## Sales Breakdown 1Q13



(\*) For year 2008 and before, sales are expressed in Dec 2009 real terms.

For 2009 onwards, sales are expressed in nominal terms and in IFRS.

For years 2008 and before, sales are expressed in Chilean GAAP.

Sales of distribution subsidiaries are included in Export Markets.

## Cost of Sales

Million Ch\$	1Q13	1Q12	Change (%)
Cost of Sales	-60,526	-61,291	-1.2%
% of sales	-66.5%	-69.0%	+250bp

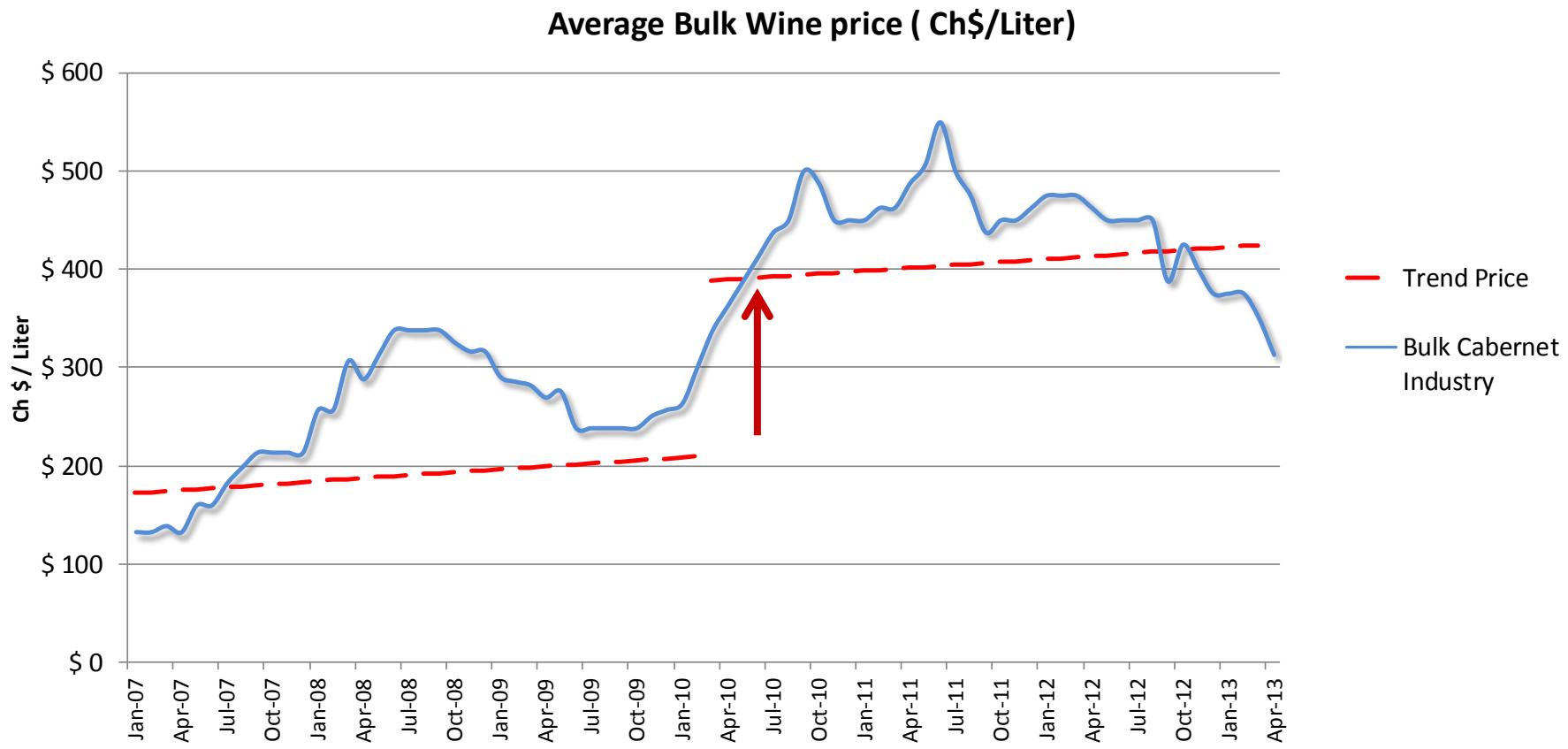
### Higher Average Price:

- Approximately effect on gross margin 1Q13: **+Ch\$ 1,028 million.**
- Effect in cost as a percentage of sales: **+113 bp.**

### Wine Cost:

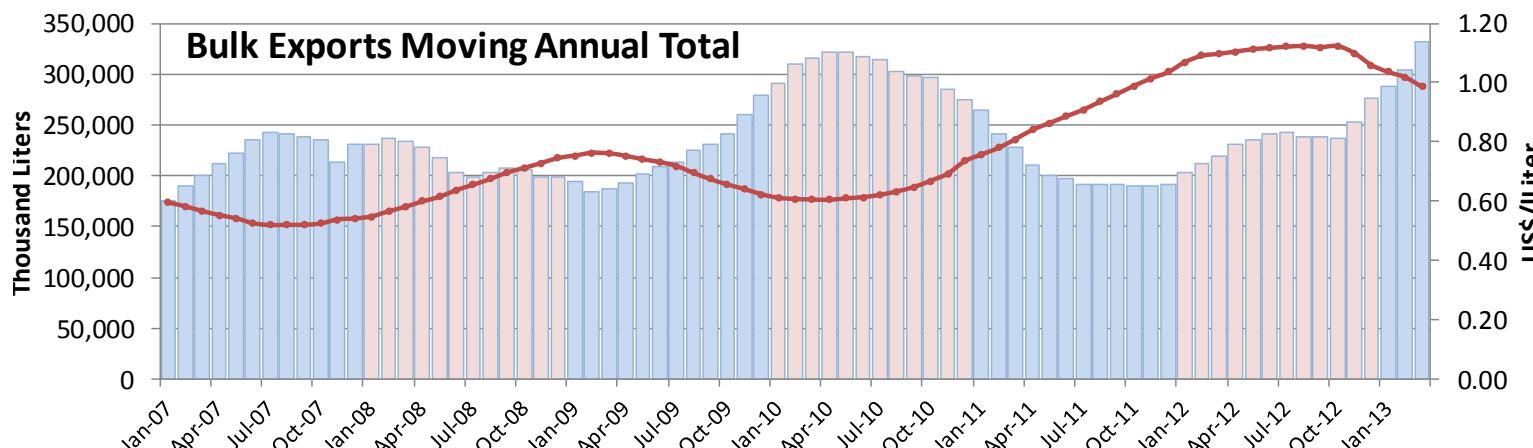
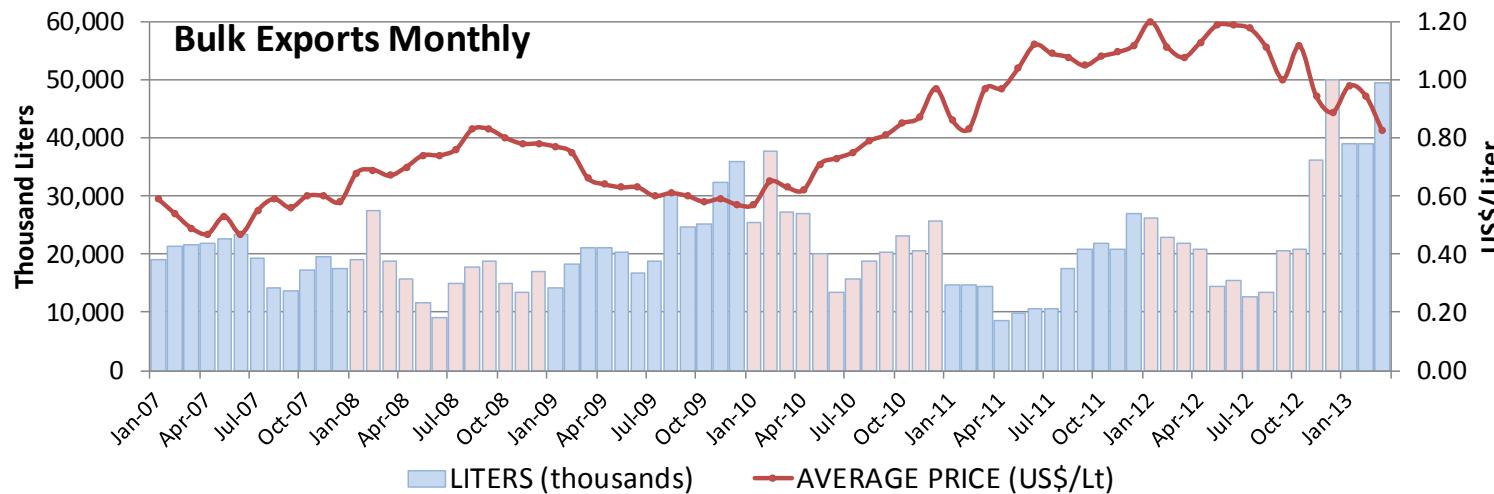
- Approximately effect on gross margin 1Q13: **+Ch\$ 1,020 million.**
- Effect in cost as a percentage of sales: **+112 bp.**

## Costs: Significant shift in chilean bulk wine price curve



Source: ODEPA

# Chilean Bulk Wine Exports



Source: Vinos de Chile

## Selling and Administrative Expenses

Million Ch\$	1Q13	1Q12	Change (%)
SG&A	-24,855	-21,741	14.3%
% of Sales	-27.4%	-24.5%	-282bp

### Significant Effects:

- Higher expenses related to new foreign offices: **-Ch\$ 2,000 million**
- Effect in SG&A as a percentage of sales: **-220 bp**

-62 bp

# Total Chilean exports by category

	Jan - Dec 2010			% Change 2010/2009		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	458,498	\$ 1,350,216	\$ 2.94	10.7%	11.8%	1.1%
Bulk	274,754	\$ 201,799	\$ 0.73	-1.6%	15.9%	17.8%
Total	733,252	\$ 1,552,015	\$ 2.12	5.7%	12.4%	6.3%

	Jan -Dec 2011			% Change 2011/2010		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	472,359	\$ 1,492,342	\$ 3.16	3.0%	10.5%	7.3%
Bulk	191,646	\$ 198,332	\$ 1.03	-30.2%	-1.7%	40.9%
Total	664,005	\$ 1,690,674	\$ 2.55	-9.4%	8.9%	20.3%

Source: Vinos de Chile

# Total Chilean exports by category

	Jan - Dic 2012			% Change 2012/2011		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	473,391	\$ 1,498,518	\$ 3.17	0.2%	0.4%	0.2%
Bulk	275,634	\$ 291,964	\$ 1.06	43.8%	47.2%	2.4%
<b>Total</b>	<b>749,026</b>	<b>\$ 1,790,481</b>	<b>\$ 2.39</b>	<b>12.8%</b>	<b>5.9%</b>	<b>-6.1%</b>

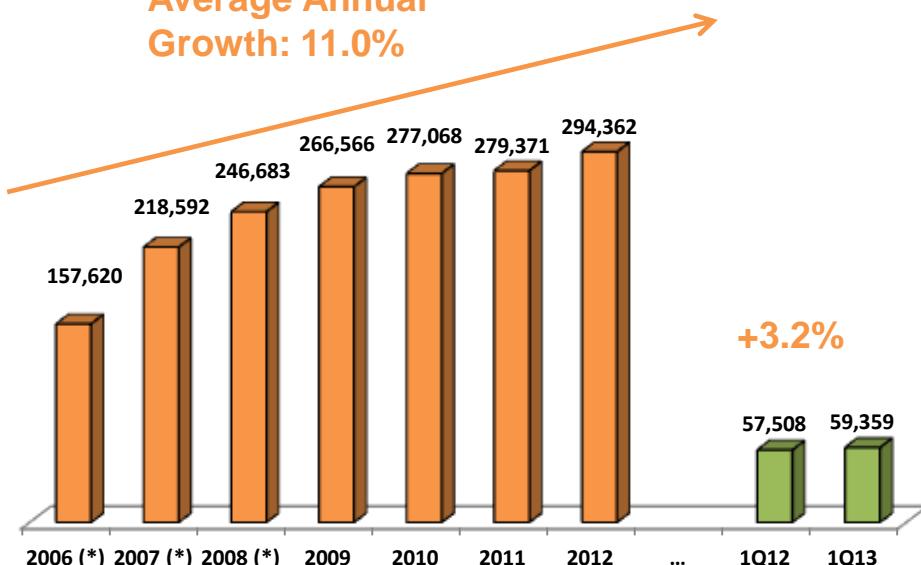
	Jan - Mar 2013			% Change 2013/2012		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	99,804	\$ 320,988	\$ 3.22	3.5%	4.5%	0.9%
Bulk	127,633	\$ 115,818	\$ 0.91	79.9%	43.9%	-20.0%
<b>Total</b>	<b>227,437</b>	<b>\$ 436,806</b>	<b>\$ 1.92</b>	<b>35.9%</b>	<b>12.7%</b>	<b>-17.1%</b>

Source: Vinos de Chile

## Concha y Toro Export Sales (Bottled Wine)

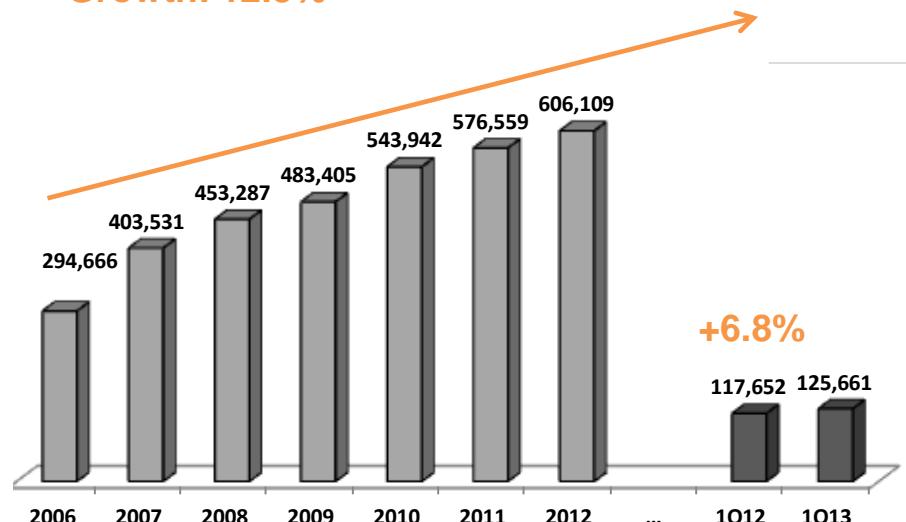
Million Ch\$

Average Annual  
Growth: 11.0%



Thousand US\$

Average Annual  
Growth: 12.8%



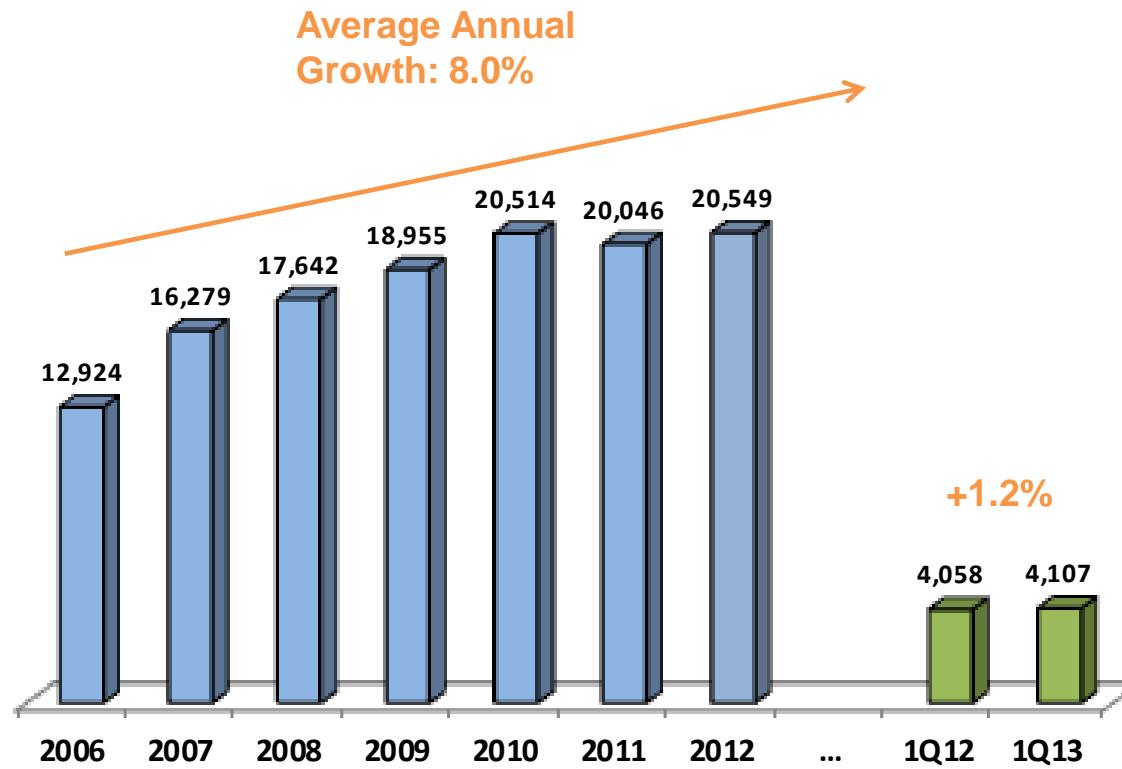
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For 2009 onwards, sales are expressed in nominal terms and in IFRS.

For years 2008 and before, sales are expressed in Chilean GAAP.

It considers exports and the sales of our distribution subsidiaries (UK, Nordics, Brazil, Singapore and Mexico)

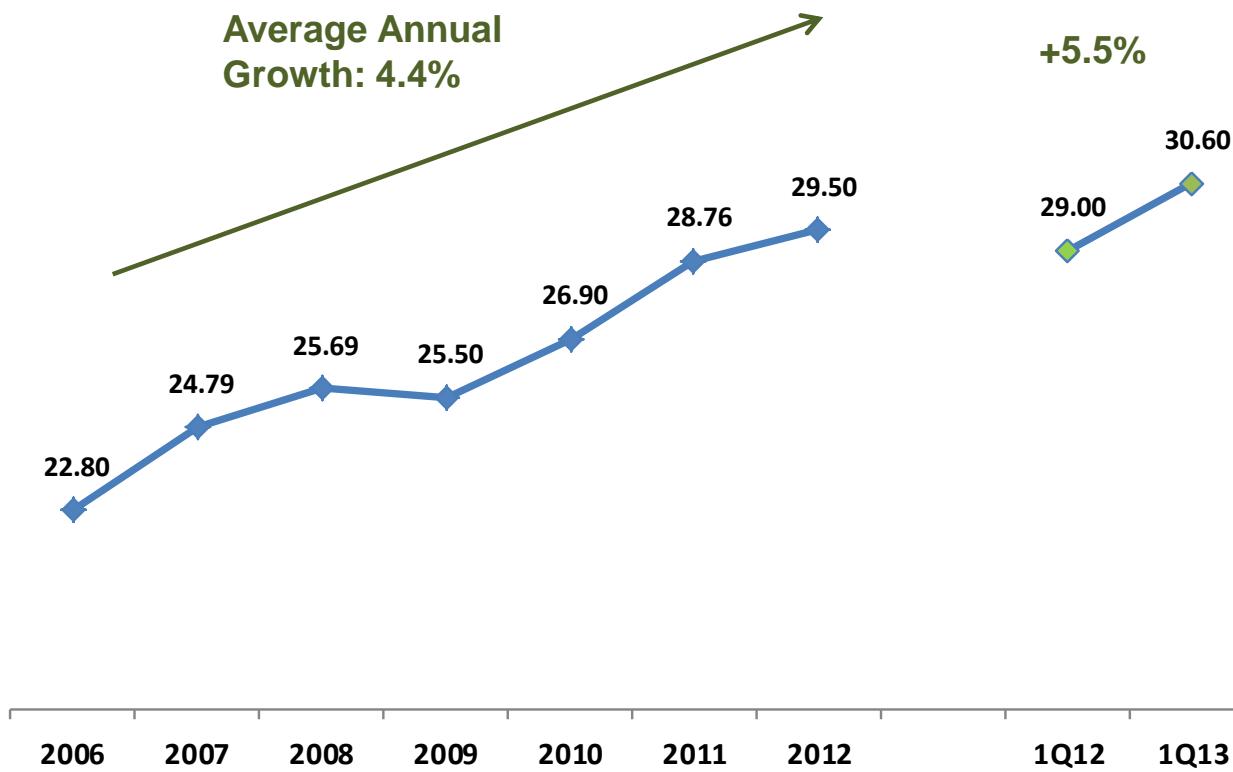
## Concha y Toro Export Sales - Total Bottled Volume (Volume Cases '000)



It considers exports from Chile and Argentina, and the sales of our distribution subsidiaries (UK, Nordics, Brazil, Singapore and Mexico)

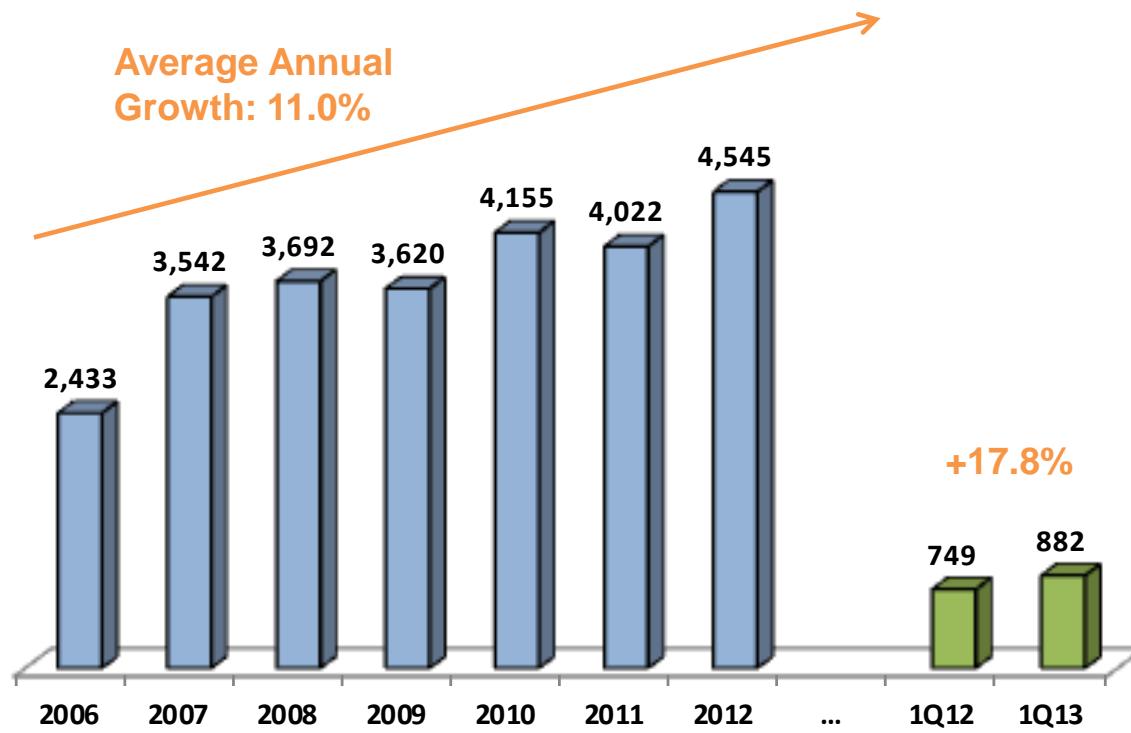
## Concha y Toro Export Sales

(Average Price US\$/9lt Case)



# Concha y Toro Export Sales – Premium Wines

(Volume Cases '000)



# Leading market share over Chilean Exports

**Exports of 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%

Source: Vinos de Chile

(\* ) Includes bottled & Bag in Box

# The Chilean Bottled Industry – Concha y Toro Leading Position

Year 2012

Rank 2012	Rank 2011	Country	Share over chilean bottled export (volume)	Growth 2012/2011	% Part of CyT in total Chilean bottled Exports (volume)	Rank
1 <sup>st</sup>	1 <sup>st</sup>	United Kingdom	18.1%	-6.6%	52.0%	1 <sup>st</sup>
2 <sup>nd</sup>	2 <sup>nd</sup>	USA	13.8%	-7.2%	38.7%	1 <sup>st</sup>
3 <sup>rd</sup>	3 <sup>rd</sup>	Brazil	7.0%	11.3%	26.6%	1 <sup>st</sup>
4 <sup>th</sup>	4 <sup>th</sup>	Japan	7.0%	24.5%	36.3%	1 <sup>st</sup>
5 <sup>th</sup>	5 <sup>th</sup>	Netherland	6.7%	3.2%	20.8%	1 <sup>st</sup>
6 <sup>th</sup>	7 <sup>th</sup>	China	4.8%	21.4%	10.4%	2 <sup>nd</sup>
7 <sup>th</sup>	6 <sup>th</sup>	Canada	4.3%	0.0%	36.1%	1 <sup>st</sup>
8 <sup>th</sup>	11 <sup>th</sup>	Russia	3.1%	10.1%	33.0%	1 <sup>st</sup>
9 <sup>th</sup>	12 <sup>th</sup>	Ireland	3.0%	-1.5%	19.0%	2 <sup>nd</sup>
10 <sup>th</sup>	9 <sup>th</sup>	Mexico	2.5%	5.3%	53.7%	1 <sup>st</sup>
11 <sup>th</sup>	10 <sup>th</sup>	Denmark	2.5%	-11.8%	25.7%	1 <sup>st</sup>
12 <sup>th</sup>	8 <sup>th</sup>	Germany	2.3%	-15.3%	23.4%	1 <sup>st</sup>

Source: Vinos de Chile

## Concha y Toro export growth by Region – by Volume

Region	Mix of Export Sales			% Change Volume		
	2011	2012	1Q13	2011	2012	1Q13
U.K.	25.3%	26.8%	25.7%	-9.1%	8.5%	<b>5.8%</b>
Continental Europe	18.5%	18.2%	19.2%	-7.0%	1.0%	3.4%
Nordics (SWE, FIN, NOR) <sup>(1)</sup>	4.8%	4.9%	6.0%	<b>-5.2%</b>	6.0%	<b>7.0%</b>
U.S.A.	16.3%	15.0%	19.8%	-2.0%	-5.5%	<b>15.0%</b>
Canada	4.4%	4.2%	4.1%	-3.4%	-0.2%	-12.2%
Asia <sup>(3)</sup>	9.1%	10.7%	11.8%	<b>8.6%</b>	<b>20.0%</b>	-13.3%
Latin America	6.7%	5.9%	3.2%	20.9%	<b>-9.5%</b>	-26.3%
Brazil <sup>(2)</sup>	3.0%	3.1%	2.2%	<b>1.4%</b>	6.6%	<b>28.1%</b>
Caribe	2.6%	2.6%	2.1%	-5.8%	0.1%	-20.0%
Central america <sup>(4)</sup>	6.9%	6.0%	4.7%	1.7%	-10.3%	-0.1%
Africa/Others	2.5%	2.5%	1.1%	22.7%	<b>3.6%</b>	-17.1%
Total	100.0%	100.0%	100.0%	-2.3%	2.5%	1.2%

It considers exports and the sales of our distribution subsidiaries (UK, Nordics, Brazil, Singapore and Mexico)

In 2012 Fetzer sold 284,707 cases through the Company's distribution subsidiaries. In 2011, 84,660 cases.

(1) Nordic's Subsidiaries Nordicas, CyT Sweden, CyT Finland y CyT Norway started their operations in 1H 2009.

(2) VCT Brasil started comercial operations in April-May 2009.

(3) VCT Asia in Singapore opened in March 2010.

(4) VCT & DG Mexico opened in June 2012.

# Distribution Subsidiaries: Driving the growth

	Volume 2009	Volume 2010	Volume 2011	Volume 2012
<b>Total Volume Holding</b>	<b>28,108</b>	<b>29,203</b>	<b>29,658</b>	<b>30,196</b>
<b>Total Volume through our Distribution Subsidiaries</b>	<b>15,630</b>	<b>15,883</b>	<b>17,332</b>	<b>20,085</b>
% of Total Volume	55.6%	54.4%	58.4%	66.5%
Our Distribution Subsidiaries				
Domestic Chile	8,248	7,826	7,235	6,882
Domestic Argentina	924	863	679	590
Concha y Toro U.k	5,254	5,579	5,073	5,506
Concha y Toro Nordics	876	1,010	958	1,016
VCT Brasil	328	595	604	643
VCT Singapur	-	8	32	46
Fetzer	-	-	1,698	2,176
Excelsior (USA)*	-	-	1,054	2,967
Mexico	-	-	-	260

# Export – New World Producers

(Bottled wine exports by volume – million liters)

	2007	2008	2009	2010	2011	2012	% Change 2010/09	% Change 2011/10	% Change 2012/11
Australia	579	513	471	416	353	331	-11.8%	-15.1%	-6.2%
Chile	375	386	414	458	472	473	10.7%	3.0%	0.2%
USA	235	240	205	190	218	221	-7.1%	14.3%	1.7%
South Africa	191	224	245	230	185	169	-6.1%	-19.7%	-8.6%
Argentina	189	211	222	231	216	207	3.9%	-6.2%	-4.3%

Source: Wine Australia, Vinos de Chile, The Gomberg Fredrikson Report, South African Wine Information and Systems, Caucasia Wine Thinking.

# UK Market - Consumption Volume (000 liters) Off Trade by Origin

		(000s of hectolitres)	% change	(£m)	% change	(£ per 75cl)	% change
1	Australia	1,573	-4	1,065	-1	£5.08	+3
2	Italy	1,392	-6	841	-2	£4.53	+4
3	USA	1,020	-9	691	-4	£5.08	+5
4	France	990	-4	760	+2	£5.75	+5
5	Spain	845	+16	520	+16	£4.61	0
6	South Africa	718	+2	441	+5	£4.61	+2
7	Chile	636	-9	423	-2	£4.98	+7
8	New Zealand	388	+6	331	+8	£6.40	+2
9	Germany	175	-15	98	-9	£4.21	+7
10	Argentina	95	+6	69	+7	£5.46	+2

Last 12 months (to 02/02/2013)  
 ranking based on volume data

Source: Nielsen

## US Market – Consumption

- Despite the economic downturn, in the US, the wine market has continued increasing in volume.
- 1.2% growth in Volume up to March 2013.
- Imports: Bottled increased 9.2%.

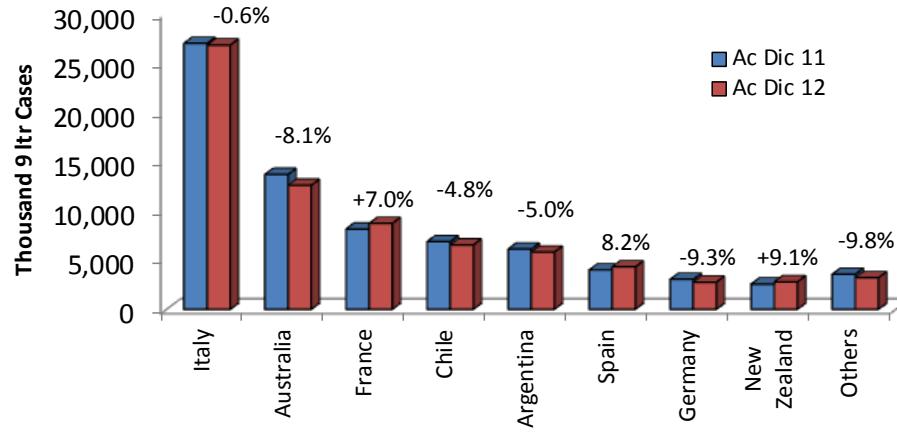
(million 9 liter cases)

	2008	2009	2010	2011	2012	% Change 2010/2009	% Change 2011/2010	% Change 2012/2011	Ac Mar 13	% Change 2012/2011
Wines from USA	195	195	198	214	47	1.3%	8.2%	-1.5%	47	-1.5%
<b>Imported Wines</b>	<b>95</b>	<b>103</b>	<b>104</b>	<b>107</b>	<b>32</b>	<b>1.1%</b>	<b>3.4%</b>	<b>-0.1%</b>	<b>32</b>	<b>0.0%</b>
Bottled	82	77	83	84	22	8.0%	0.4%	9.2%	22	9.2%
Bulk	13	25	20	24	10	-20.1%	15.8%	-15.7%	10	-15.7%
Total Wine	290	298	302	321	80	1.2%	6.6%	-0.9%	80	1.2%

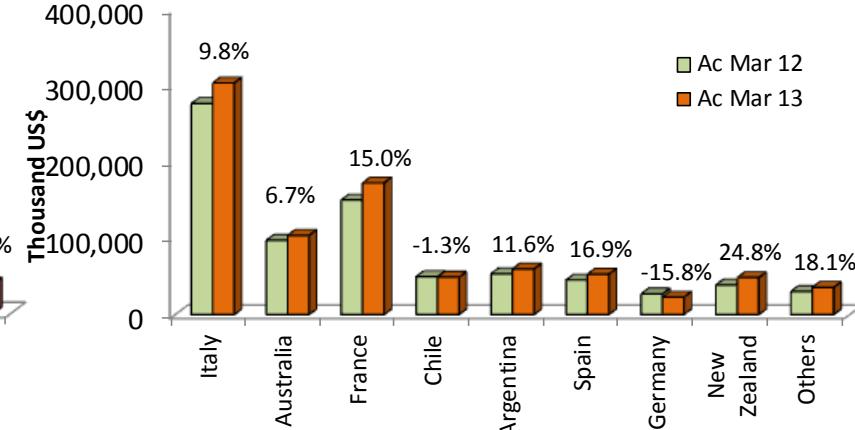
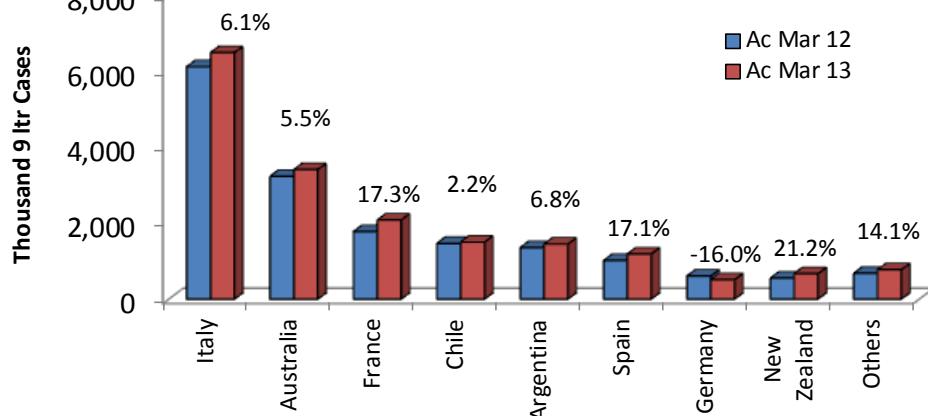
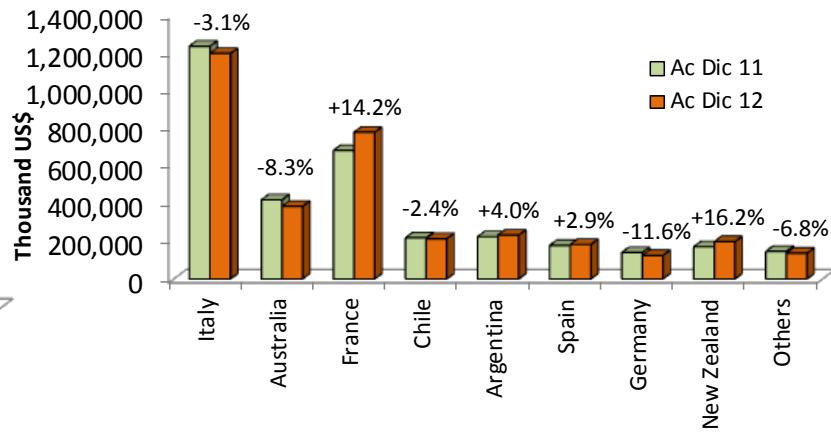
Source: The Gomberg Fredrikson Report

# US Market - Imported Bottled Wines by Country

**Volume**



**Value**

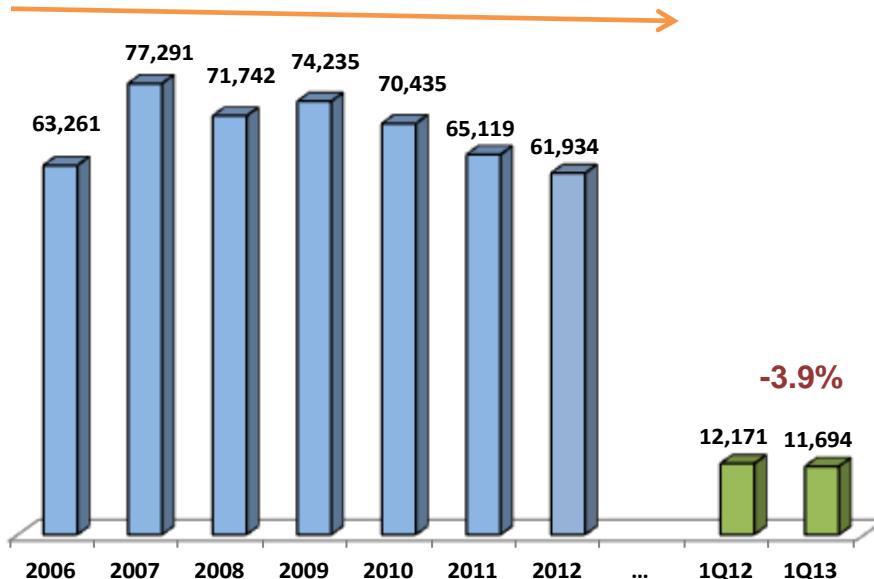


Source: The Gomberg Fredrikson Report

## Domestic market Chile - Volume & Value

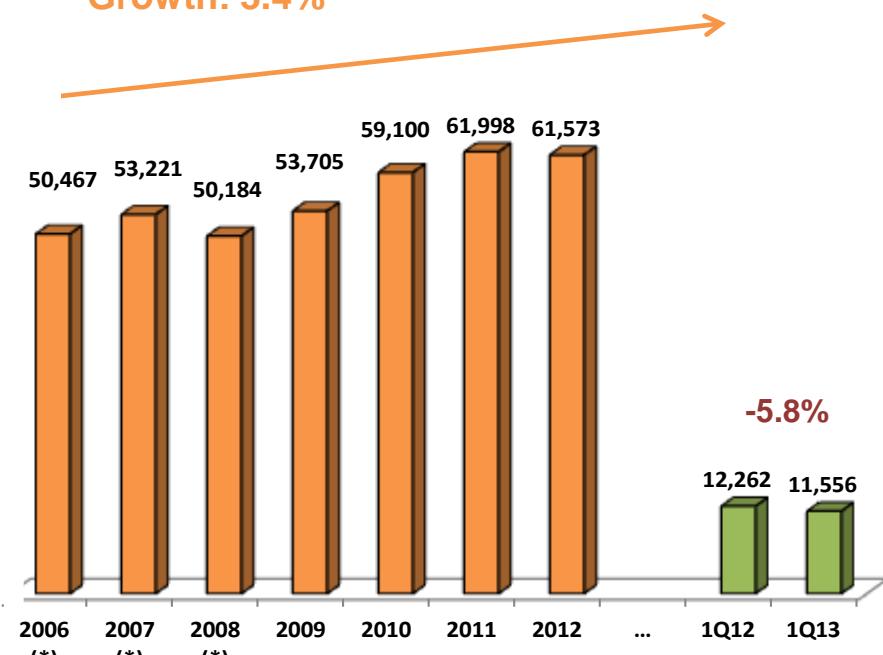
Thousand Liters

Average Annual  
Growth: -0.4%



Million Ch\$

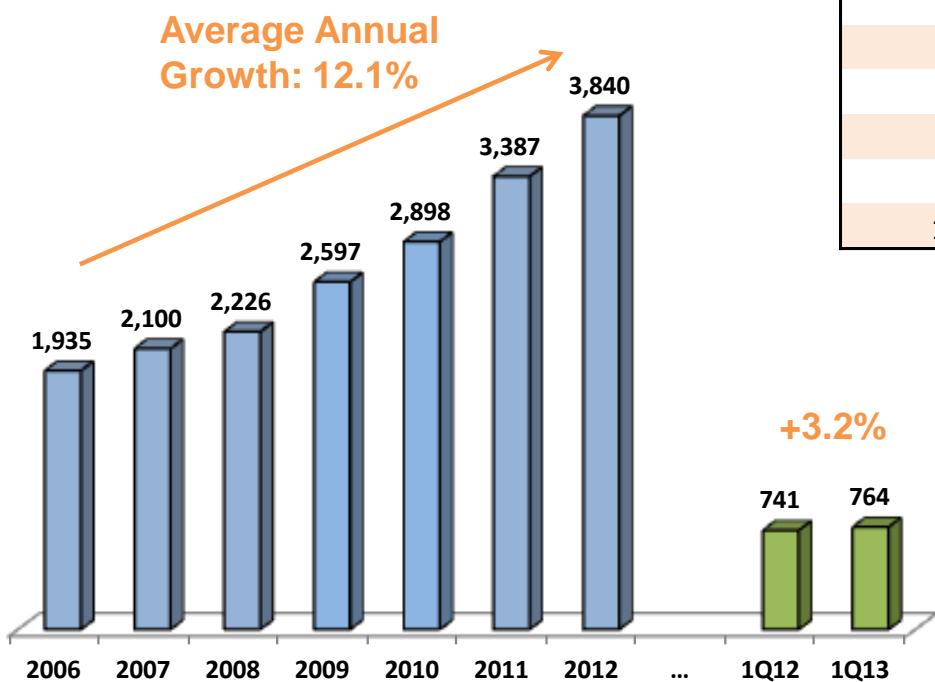
Average Annual  
Growth: 3.4%



(\*) For year 2008 and before, sales are expressed in Dec 2009 real terms.  
For 2009 onwards, sales are expressed in nominal terms.

# Domestic market Chile – Premium Wine growth

Thousadnd Liters



Year	% Premium/Total Volume	% Premium/Total Value
2006	3.1%	13.0%
2007	2.7%	13.2%
2008	3.1%	15.2%
2009	3.5%	16.3%
2010	4.1%	17.5%
2011	5.2%	20.2%
2012	6.2%	22.9%
1Q13	6.5%	24.9%

# Domestic Market Share

(by volume)

	2005	2006	2007	2008	2009	2010	2011	2012	Ac Mar 13
Concha y Toro	27.1	28.6	30.0	29.7	31.5	30.7	30.4	29.6	30.0
Santa Rita	24.4	25.5	27.9	28.7	28.9	29.4	29.1	28.0	28.5
San Pedro - Tarapacá	21.7	21.9	21.8	23.0	22.5	24.4	24.6	26.7	27.1
Santa Carolina	3.2	3.1	2.3	2.0	1.8	1.8	1.7	1.5	1.1
Others	23.6	20.9	18.0	16.6	15.3	13.7	14.2	14.2	13.2

Source: Nielsen

# Total Argentinean exports by category

	Jan - Dec 2010			% Change 2010/2009		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	230,659	\$ 699,088	\$ 3.03	3.9%	17.0%	12.6%
Bulk	44,580	\$ 37,335	\$ 0.84	-35.5%	2.9%	59.4%
Concentrated Must	69,137	\$ 128,087	\$ 1.85	-14.7%	-5.6%	10.6%
<b>Total</b>	<b>344,376</b>	<b>\$ 864,510</b>	<b>\$ 2.51</b>	<b>-5.4%</b>	<b>16.2%</b>	<b>15.3%</b>

	Jan - Dec 2011			% Change 2011/2010		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	216,164	\$ 762,702	\$ 3.53	-6.2%	9.2%	16.4%
Bulk	101,852	\$ 84,900	\$ 0.83	128.5%	127.4%	-0.5%
Concentrated Must	110,400	\$ 209,566	\$ 1.90	59.7%	63.7%	2.5%
<b>Total</b>	<b>428,417</b>	<b>\$ 1,057,167</b>	<b>\$ 2.47</b>	<b>24.5%</b>	<b>22.4%</b>	<b>-1.7%</b>

Source: Caucasia Wine Thinking

# Total Argentinean exports by category

	Jan - Dec 2012			% Change 2012/2011		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	206,779	\$ 783,809	\$ 3.79	-4.3%	2.8%	7.4%
Bulk	157,297	\$ 134,060	\$ 0.85	54.6%	58.0%	2.2%
Concentrated Must	108,753	\$ 238,255	\$ 2.19	-1.4%	13.8%	15.4%
<b>Total</b>	<b>472,829</b>	<b>\$ 1,156,123</b>	<b>\$ 2.45</b>	<b>10.4%</b>	<b>9.4%</b>	<b>-0.9%</b>

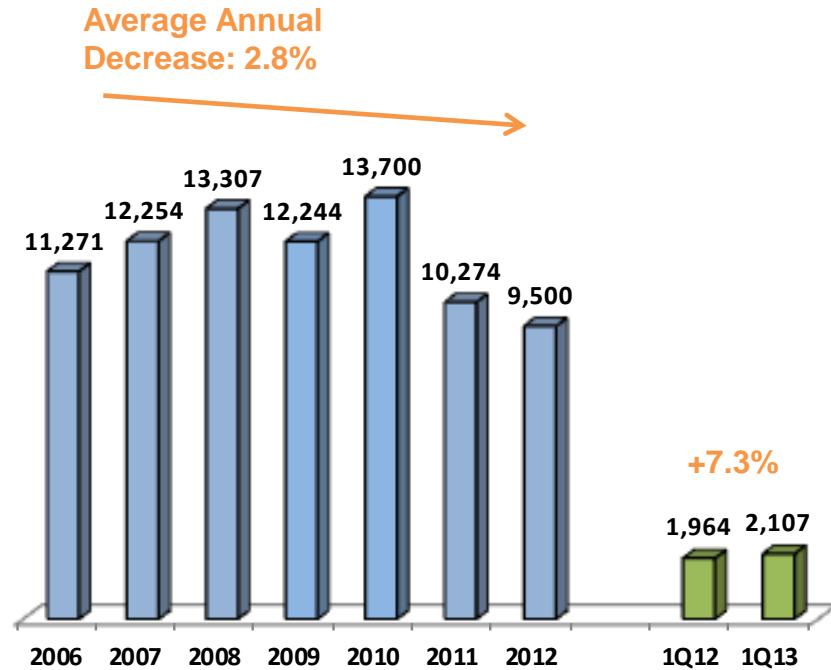
Source: Caucasia Wine Thinking

	Jan - Mar 13			% Change 2013/2012		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	45,633	\$ 176,245	\$ 3.86	-3.7%	0.0%	3.9%
Bulk	21,946	\$ 18,408	\$ 0.84	-51.9%	-43.8%	16.9%
Concentrated Must	17,358	\$ 44,757	\$ 2.58	-26.2%	-2.0%	32.9%
<b>Total</b>	<b>84,938</b>	<b>\$ 239,410</b>	<b>\$ 2.82</b>	<b>-27.1%</b>	<b>-6.0%</b>	<b>29.0%</b>

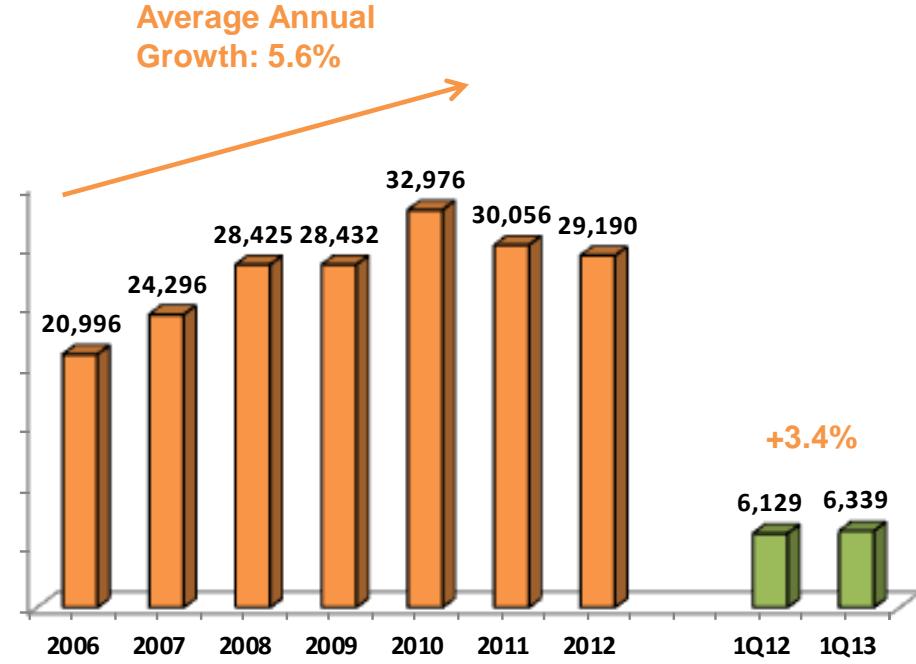
Source: Caucasia Wine Thinking

# Trivento Export Sales : Argentina - Volume & Value

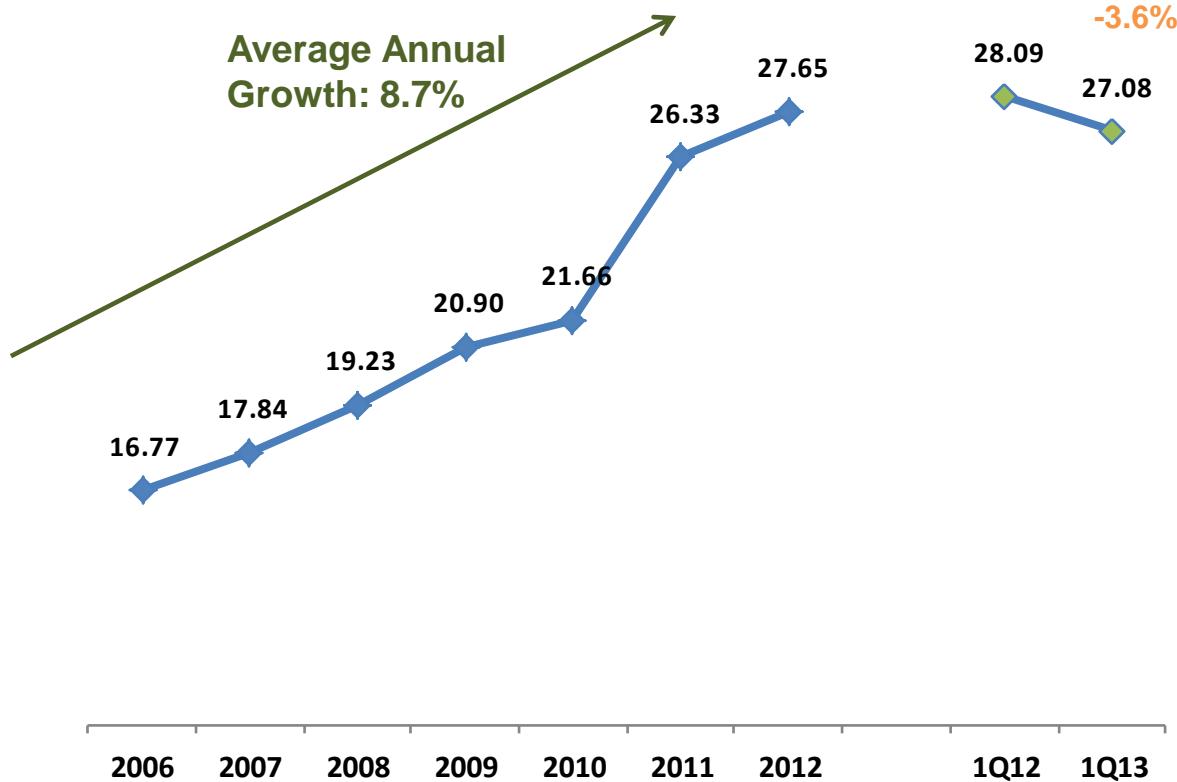
Thousand Liters



Thousand US\$



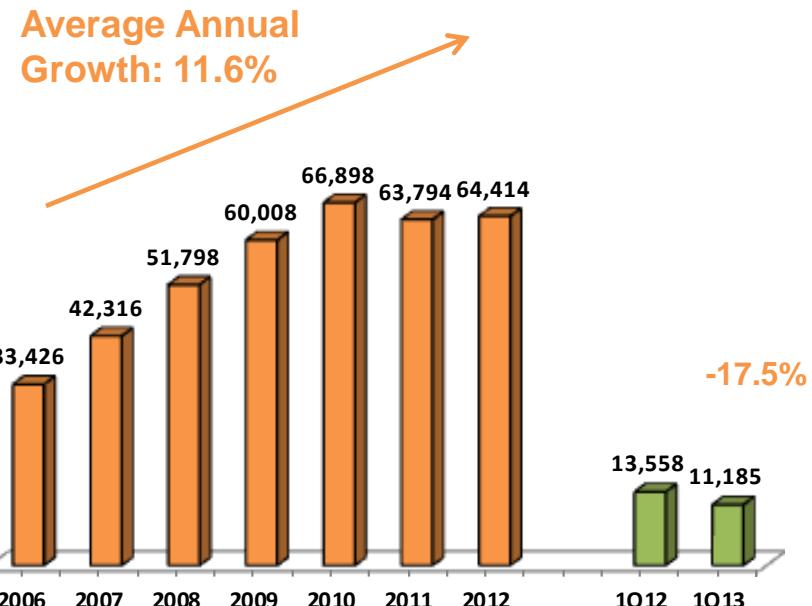
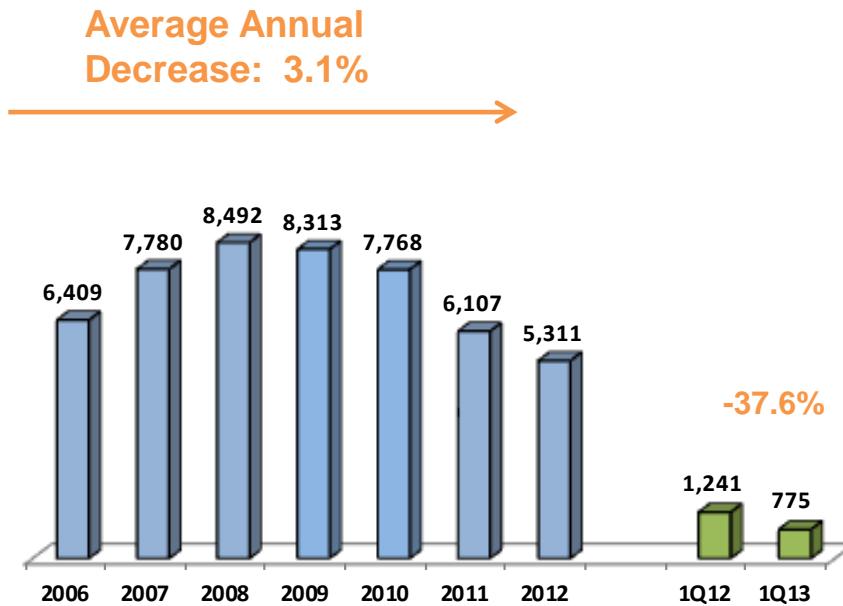
## Trivento Export Sales - Argentina (Average Price US\$/Case)



# Trivento Domestic Sales : Argentina – Volume & Value

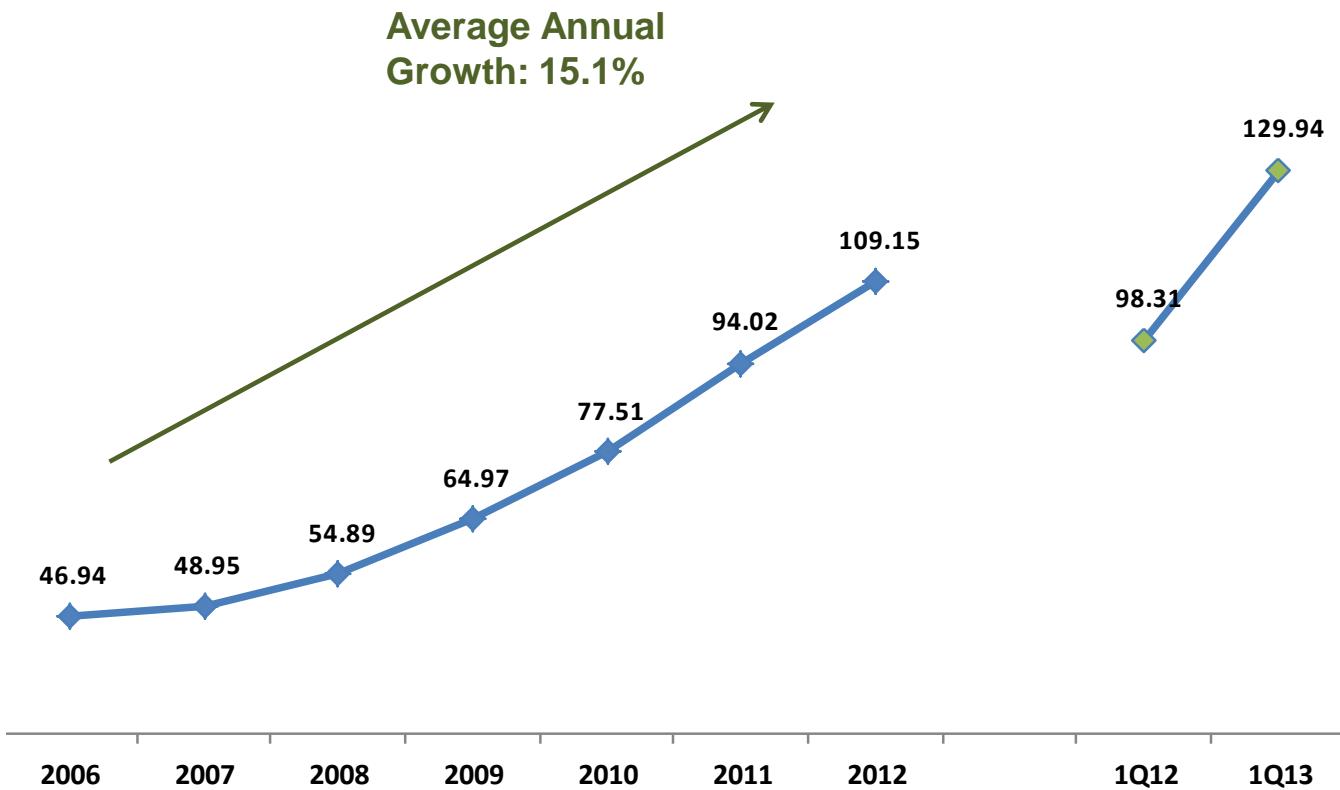
Thousand Liters

Thousand AR\$



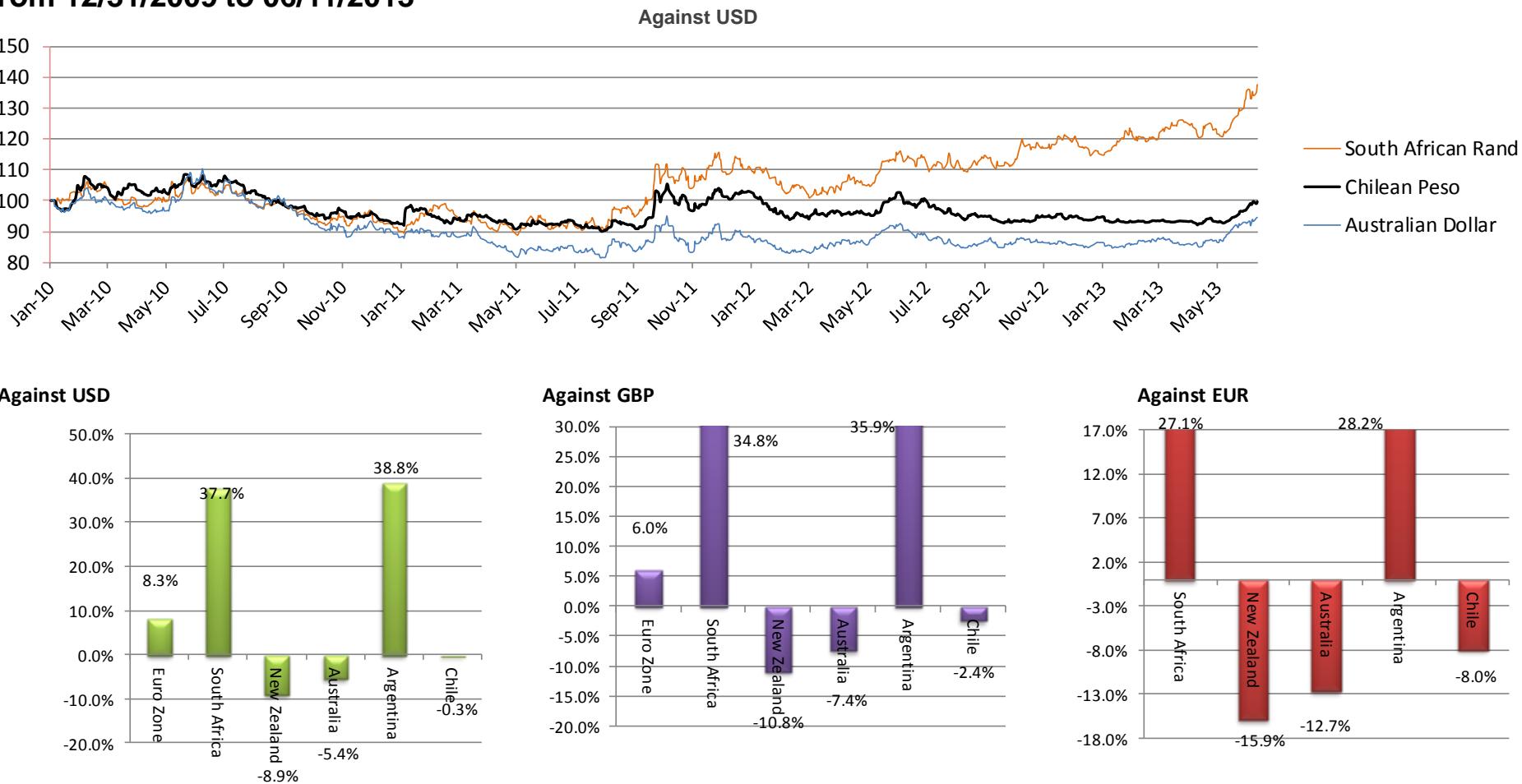
# Trivento Domestic Sales - Argentina

(Average Price AR\$/Case)



# Exchange Rate main producers

From 12/31/2009 to 06/11/2013



# Sales: Exchange Rate Sensitivity

As a % of Total Sales:

	Currency Mix	
	1Q13	1Q12
CLP	21.2%	21.6%
USD	37.0%	39.7%
GBP	16.9%	15.7%
EUR	9.9%	10.3%
CAD	2.8%	3.5%
ARG	1.1%	1.8%
SEK	3.4%	3.1%
NOK	1.1%	1.1%
BRL	3.6%	3.1%
MXN	3.0%	

# Financial Debt

Financial Debt* as of:	Mar-13		Mar-12	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	148,417	2.93%	133,754	3.03%
EUR	1,955	1.32%		
GBP	2,509	2.36%	3,692	2.21%
CLP	18,853	6.00%	4,500	5.69%
UF	82,061	3.74%	49,706	3.92%
ARS	7,350	14.58%	6,415	13.29%
BRL	3,626	9.80%	1,338	10.98%
SEK			1,836	3.77%
<b>Total</b>	<b>264,771</b>	<b>3.80%</b>	<b>201,241</b>	<b>3.68%</b>

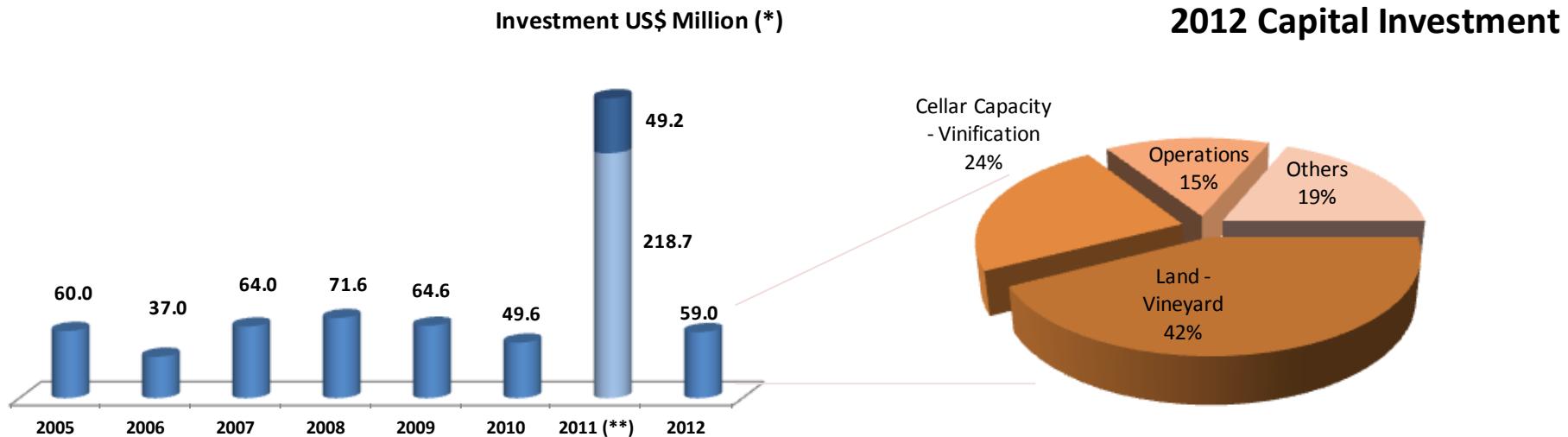
\* Does not include interest accrued.

In nominal Chilean Pesos at the end of each period

-Increase of 4.7% in Net Financial Debt (excluding cash and cash equivalents) of Ch\$ MM 8,554)

## Sustained Investment over time

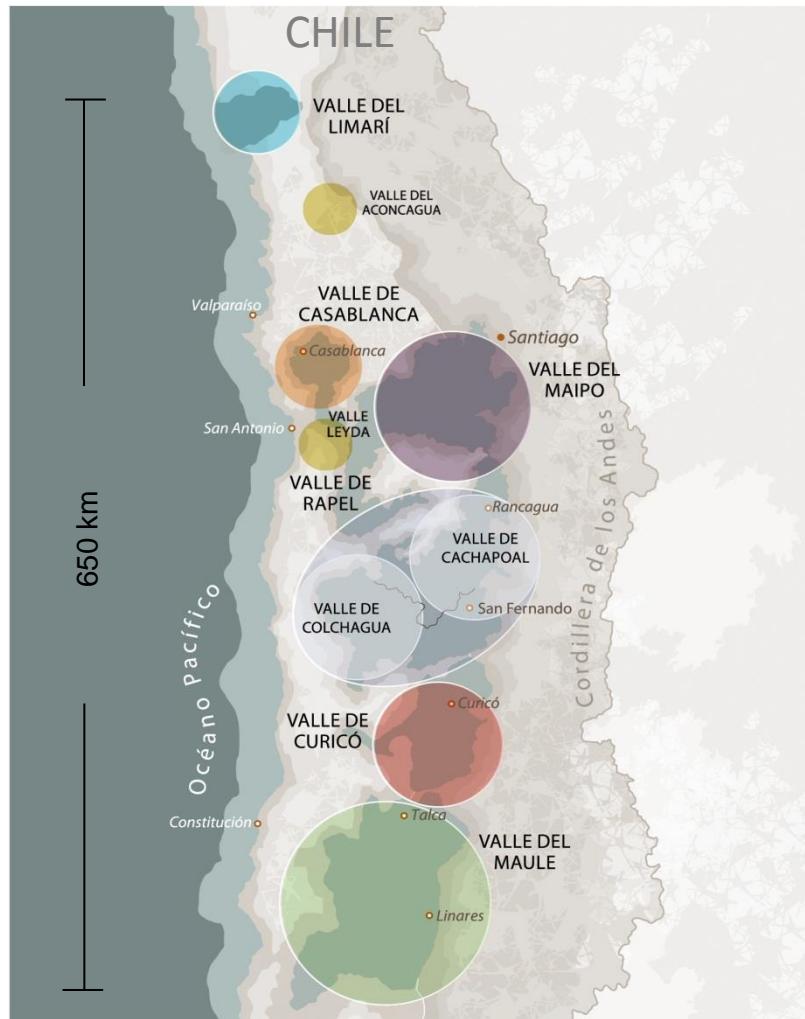
- **US\$ 673.6 million between 2005 – 2012**
  - Vineyard expansion Chile
  - Increasing cellar and vinification capacity
  - Improvements in bottling capacity and efficiency
  - 2011: Record year of investment for Viña Concha y Toro



\* Exchange Rate as of end of December each year

(\*\*) Inorganic growth: Fetzer (216.0) + Kross (2.7)

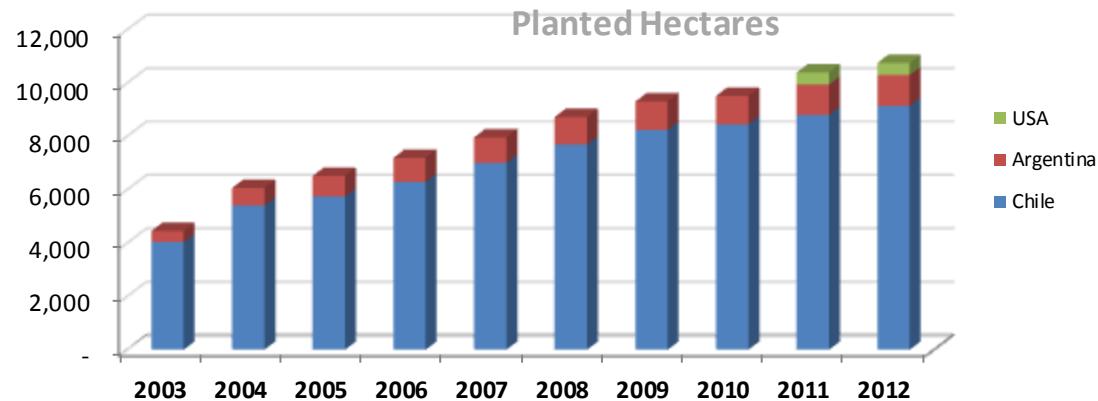
# Concha y Toro vineyard: Geographical Diversification



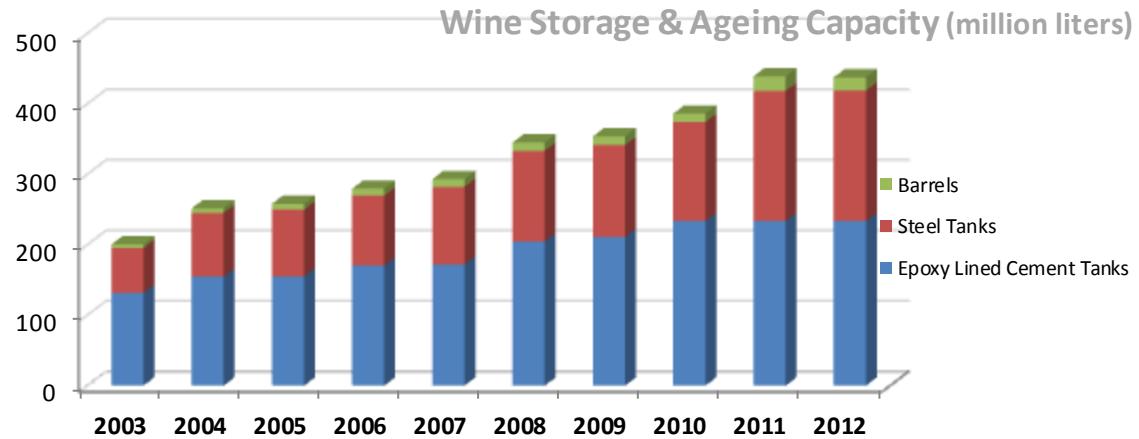
(Hectares)	Vineyards Planted 2012	Hectares to be planted	Total Hectares
<b>Valley - Chile</b>			
Limarí	<b>1,106</b>	177	<b>1,283</b>
Casablanca	<b>410</b>	16	<b>426</b>
Aconcagua	<b>100</b>	-	<b>100</b>
Leyda	<b>130</b>	-	<b>130</b>
Maipo	<b>954</b>	27	<b>981</b>
Cachapoal	<b>1,359</b>	287	<b>1,646</b>
Colchagua	<b>2,075</b>	215	<b>2,290</b>
Curicó	<b>677</b>	24	<b>701</b>
Maule	<b>2,322</b>	578	<b>2,900</b>
<b>Total Chile:</b>	<b>9,133</b>	<b>1,323</b>	<b>10,456</b>
<b>Valley - Argentina</b>			
Mendoza	<b>1,154</b>	56	<b>1,210</b>
<b>Total Argentina:</b>	<b>1,154</b>	<b>56</b>	<b>1,210</b>
<b>Valley - US</b>			
Mendocino	<b>383</b>	-	<b>383</b>
Paso Robles	<b>81</b>	-	<b>81</b>
<b>Total US:</b>	<b>463</b>	<b>-</b>	<b>463</b>
<b>Total Holding:</b>	<b>10,750</b>	<b>1,379</b>	<b>12,129</b>

## Capacity Increase – Support Growth

- Planted area growth of 142% in the last 9 years (CAGR = 10.3%)



- 118% increase in Wine Storage & Ageing Capacity in the last 9 years (CAGR = 9.1%)

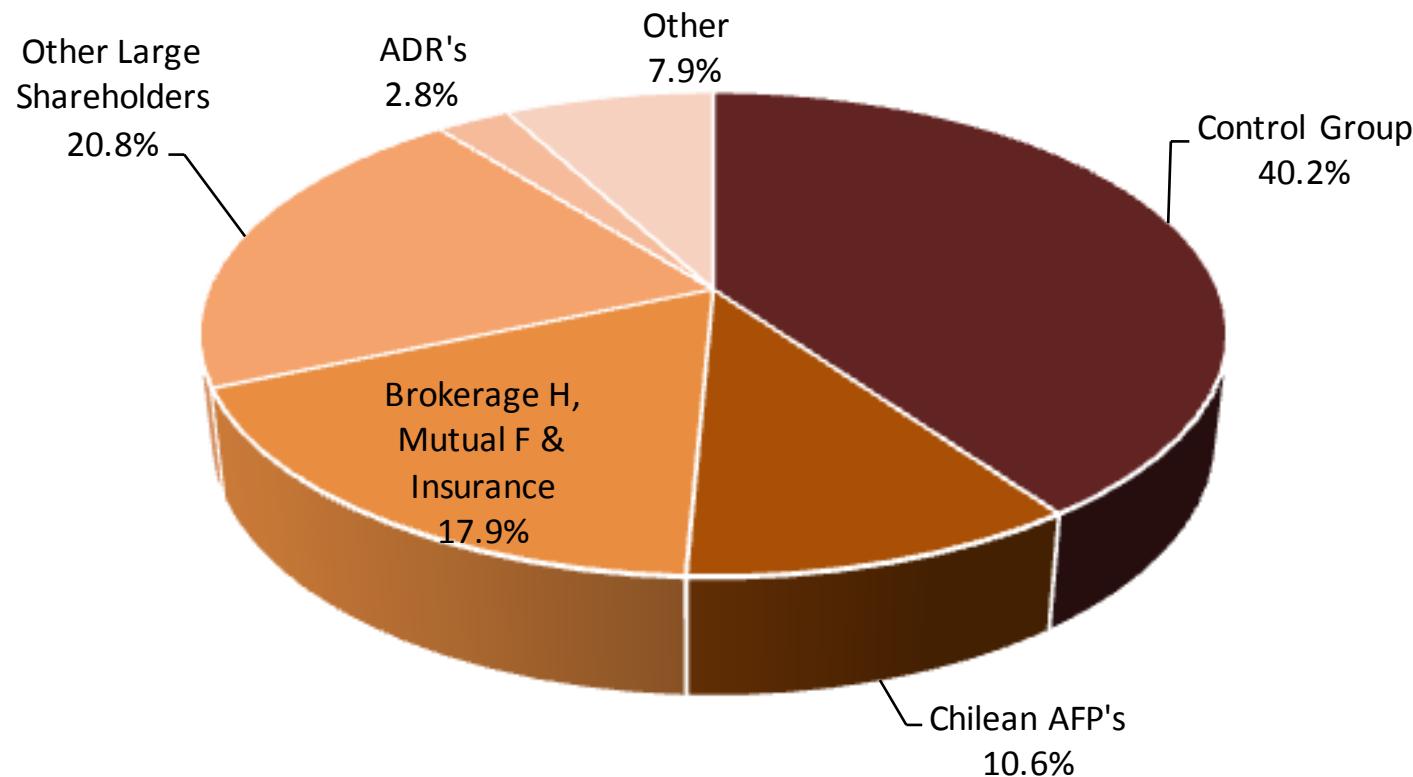


## Concha y Toro portfolio



Category	Bi Varietal & Varietal			Premium		Super Premium		Ultra Premium		Icon		
RRP USA	US\$ 4.99	US\$ 6.99	US\$ 7.99	US\$ 9.99	US\$ 13	US\$ 16	US\$ 20	US\$ 30	US\$ 45	US\$ 95	US\$ 120	US\$ 135
RRP UK	£ 4.99	£ 5.99	£ 6.99	£ 7.99	£ 9.99	£ 11.99	£ 12.99	£ 15.99	£ 18.99	£ 45	£ 65	£ 65
% sales by volume	77%			21%		2%						
% sales by value	62%			31%		7%						

## Shareholder structure (March 2013)



# CONCHA Y TORO



## 1Q2013 Results Presentation

Jun 12, 2013