

# VIÑA CONCHA Y TORO



## **3Q & 9M 2011 Results Presentation**

Nov 11, 2011

## Income Statement (million Ch\$)

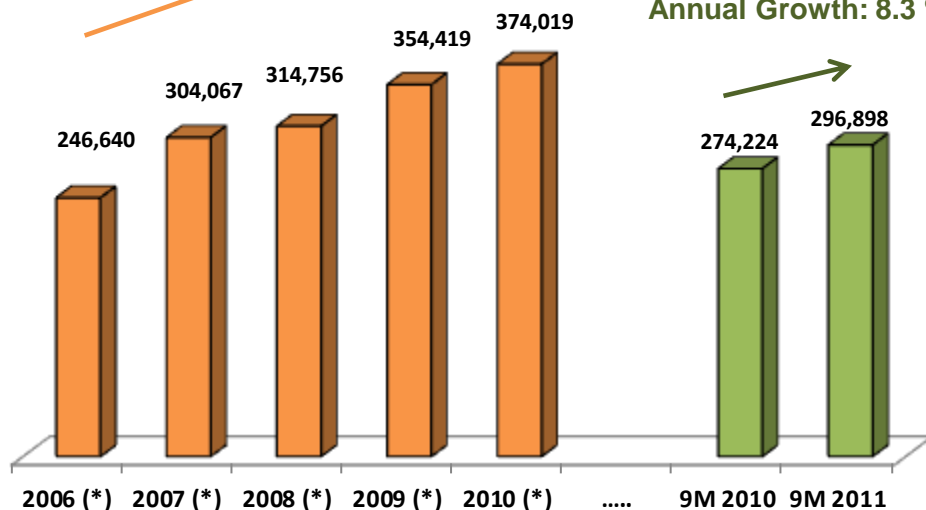
	3Q 2011	3Q 2010	Change	9M 2011	9M 2010	Change
<b>Operating Results</b>						
Sales revenues	113,648	107,646	5.6%	296,898	274,224	8.3%
Cost of sales	(75,874)	(70,190)	8.1%	(196,202)	(176,163)	11.4%
% of sales	-66.8%	-65.2%		-66.1%	-64.2%	
Gross Profit	37,775	37,456	0.9%	100,696	98,061	2.7%
% of sales	33.2%	34.8%		33.9%	35.8%	
Selling & Adm. Expenses	(26,570)	(23,671)	12.2%	(70,367)	(63,463)	10.9%
% of sales	-23.4%	-22.0%		-23.7%	-23.1%	
<b>Operating Income</b>	<b>11,204</b>	<b>13,785</b>	<b>-18.7%</b>	<b>30,329</b>	<b>34,599</b>	<b>-12.3%</b>
<b>% of sales</b>	<b>9.9%</b>	<b>12.8%</b>	<b>-23.0%</b>	<b>10.2%</b>	<b>12.6%</b>	<b>-19.0%</b>
Non-operating result	1,897	2,183	-13.1%	2,584	4,654	-44.5%
Income Taxes	(3,007)	(2,707)	11.1%	(6,762)	(7,185)	-5.9%
<b>Net Income</b>	<b>10,095</b>	<b>13,260</b>	<b>-23.9%</b>	<b>26,151</b>	<b>32,068</b>	<b>-18.4%</b>
<b>EBITDA</b>	<b>16,336</b>	<b>18,129</b>	<b>-9.9%</b>	<b>42,910</b>	<b>45,211</b>	<b>-5.1%</b>
% sales	14.4%	16.8%		14.5%	16.5%	

# Consolidated Sales

Million Ch\$

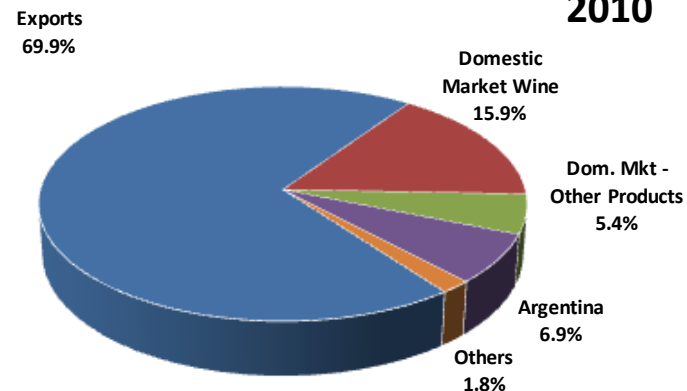
Average Annual Growth: 11.0%

Annual Growth: 8.3 %

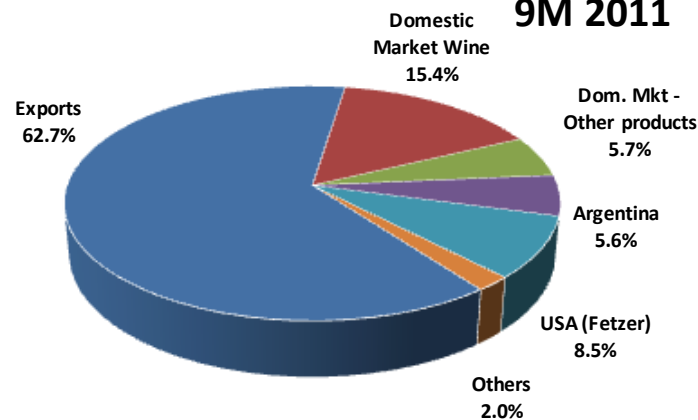


# Sales Breakdown

2010



9M 2011



(\*) 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.

## Total Chilean exports by category (2010, January - September 2011)

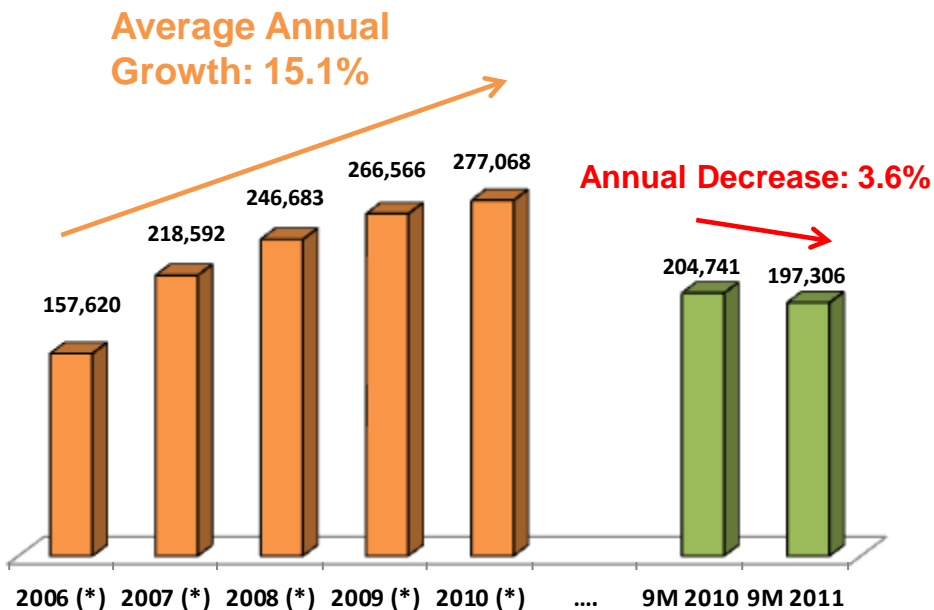
	Jan - Dec 2010			% Change 2010/2009		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
<b>Bottled</b>	458,498	\$ 1,350,216	\$ 2.94	10.7%	11.8%	1.1%
<b>Bulk</b>	274,754	\$ 201,799	\$ 0.73	-1.6%	15.9%	17.8%
<b>Total</b>	733,252	\$ 1,552,015	\$ 2.12	5.7%	12.4%	6.3%

	Jan - Sep 2011			% Change 2011/2010		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
<b>Bottled</b>	341,826	\$ 1,077,445	\$ 3.15	0.9%	9.3%	8.4%
<b>Bulk</b>	121,848	\$ 121,604	\$ 1.00	-40.6%	-12.8%	46.9%
<b>Total</b>	463,674	\$ 1,199,050	\$ 2.59	-14.8%	6.6%	25.1%

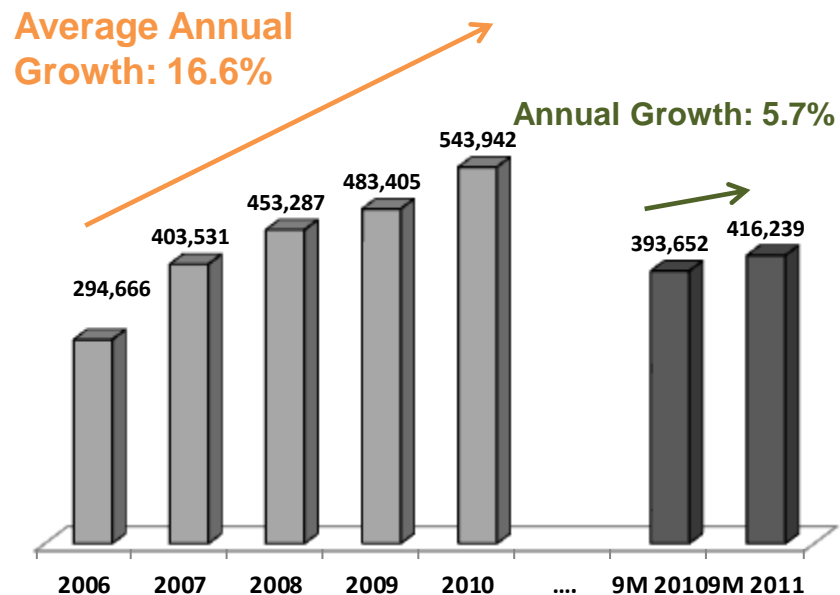
Source: Vinos de Chile

# Concha y Toro Export Sales (Bottled Wine)

Million Ch\$



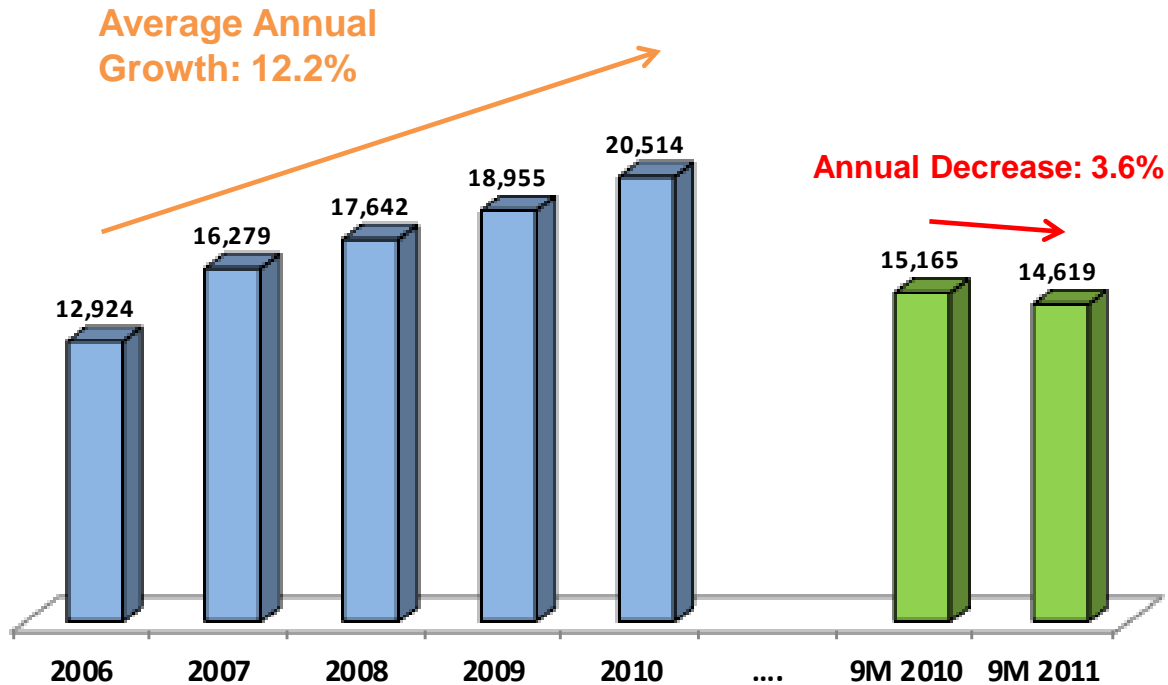
Thousand US\$



(\*) 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.

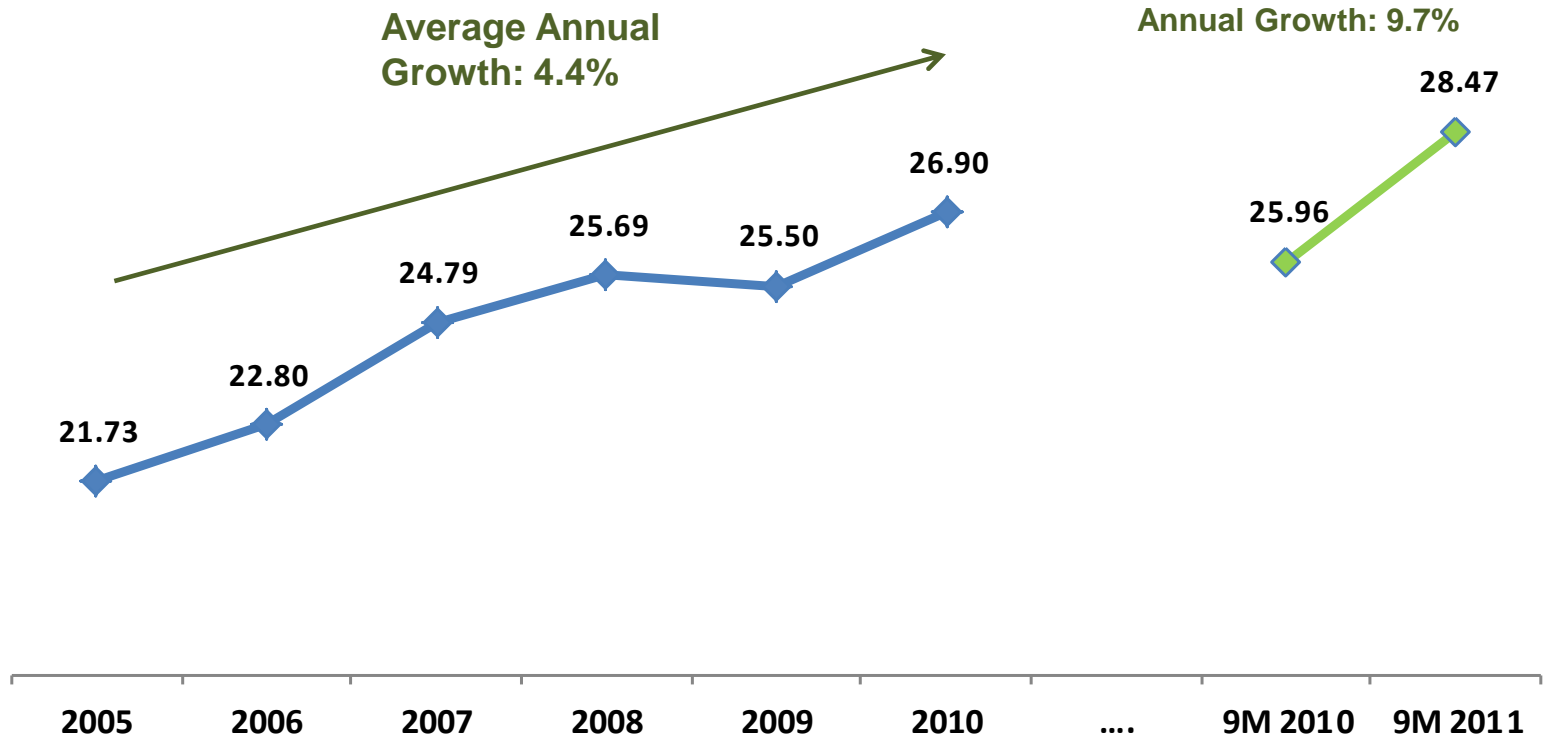
# Concha y Toro Export Sales (Chile + Argentina) – Total Volume

(Volume Cases '000)



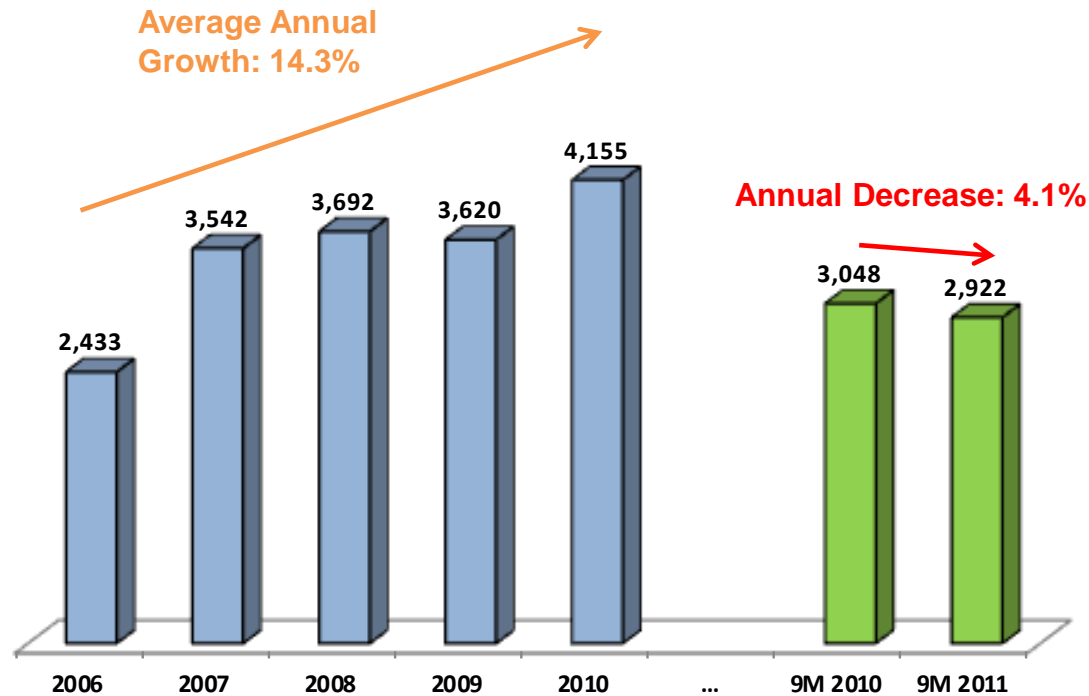
# Concha y Toro Export Sales

(Average Price US\$/9lt Case)



# Concha y Toro Export Sales – Premium Wines

(Volume Cases '000)





## Increasing 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%
Ac-Sep 2011	33.8%	29.7%

Source: Vinos de Chile

(\* ) Includes bottled & Bag in Box

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

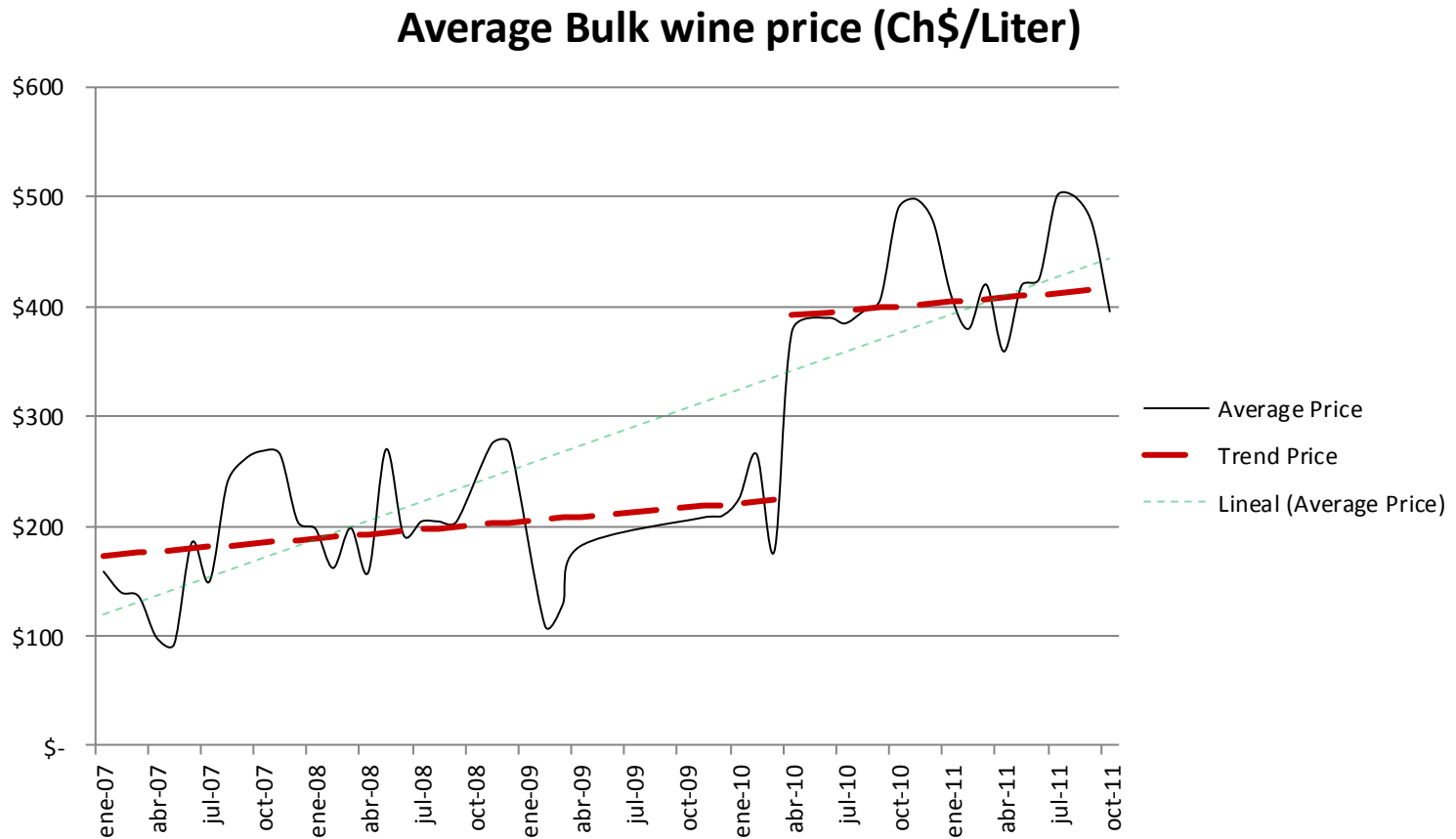
Region	Mix of Export Sales			% Change Volume			
	2010	9M 2010	9M 2011	2008	2009	2010	9M 2011
Continental Europe	19.4%	20.8%	18.5%	11.5%	-2.6%	3.7%	-13.9%
Nordics (SWE, FIN, NOR)	4.9%	4.8%	4.7%	0.0%	0.0%	<b>15.4%</b>	-5.8%
U.K.	27.2%	25.7%	23.7%	7.0%	19.6%	<b>6.3%</b>	-10.9%
U.S.A.	16.2%	16.6%	18.0%	11.2%	8.2%	-1.7%	<b>4.6%</b>
Canada	4.4%	4.4%	4.3%	28.2%	2.1%	10.9%	-5.7%
Asia <sup>(3)</sup>	8.2%	8.7%	9.3%	19.2%	9.9%	<b>21.4%</b>	3.1%
Latin America	5.4%	5.5%	7.1%	-10.7%	19.0%	1.7%	<b>24.1%</b>
Brazil <sup>(2)</sup>	2.9%	2.5%	2.9%	0.0%	0.0%	<b>81.9%</b>	<b>11.4%</b>
Caribe	2.7%	2.5%	2.5%	3.7%	6.3%	8.5%	-3.3%
Central america	6.6%	6.8%	6.3%	3.1%	-0.3%	20.2%	-11.0%
Africa/Others	2.0%	1.6%	2.5%	37.3%	27.4%	24.6%	<b>49.5%</b>
Total	100.0%	100.0%	100.0%	8.6%	9.6%	8.3%	-3.6%

(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.

# Significant shift in chilean bulk wine price curve



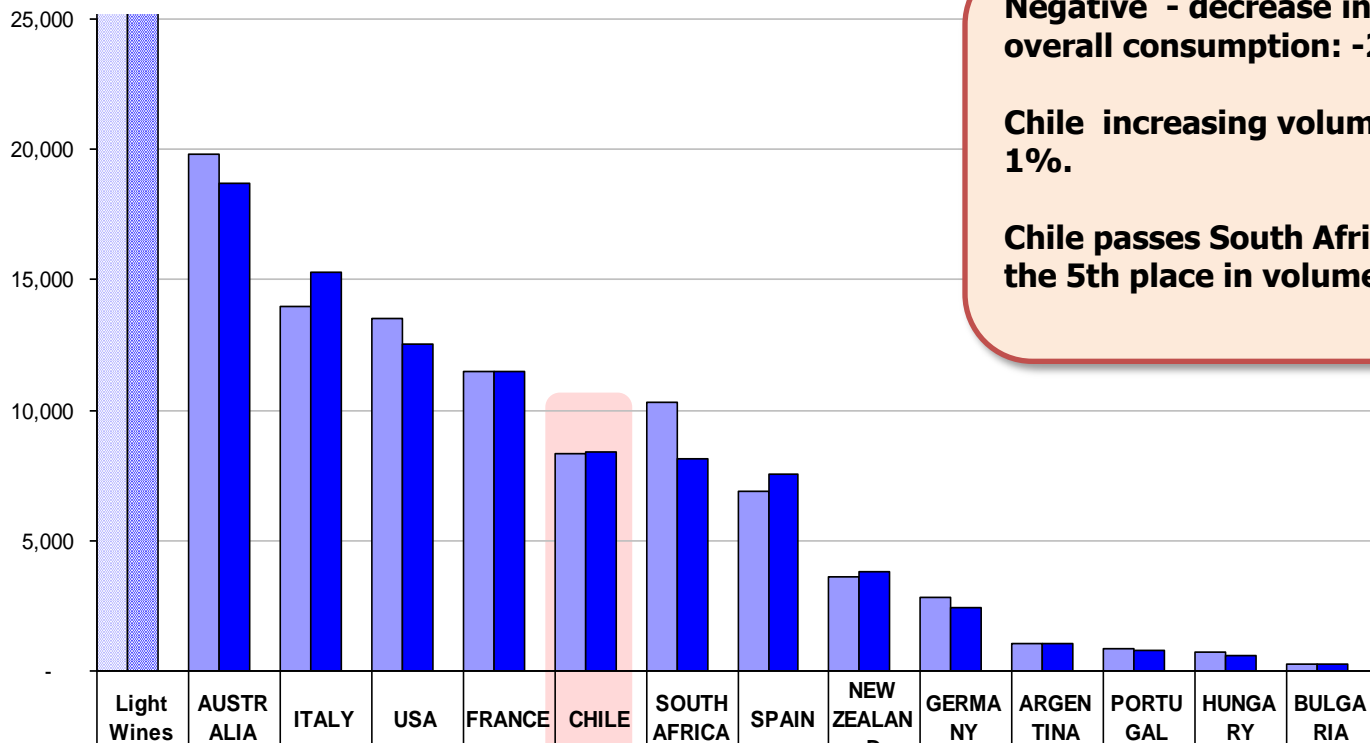
## Export – New World Producers

(Bottled wine exports by volume – million liters)

	2007	2008	2009	2010	Ac Ago 2011	% Change 2010/09	% Change 8M 2011/10
Australia	579	513	471	416	244	-11.8%	-15.0%
<b>Chile</b>	<b>375</b>	<b>386</b>	<b>414</b>	<b>459</b>	<b>298</b>	<b>10.7%</b>	<b>0.9%</b>
USA	235	240	205	190	145	-7.1%	18.7%
South Africa	191	224	245	230	122	-6.1%	-24.8%
Argentina	189	211	222	231	143	3.9%	-7.4%

# UK Market – Consumption (Volume) Off Trade by Origin

Off - Trade Wines by Country 1,000cs



**Negative - decrease in overall consumption: -2%.**

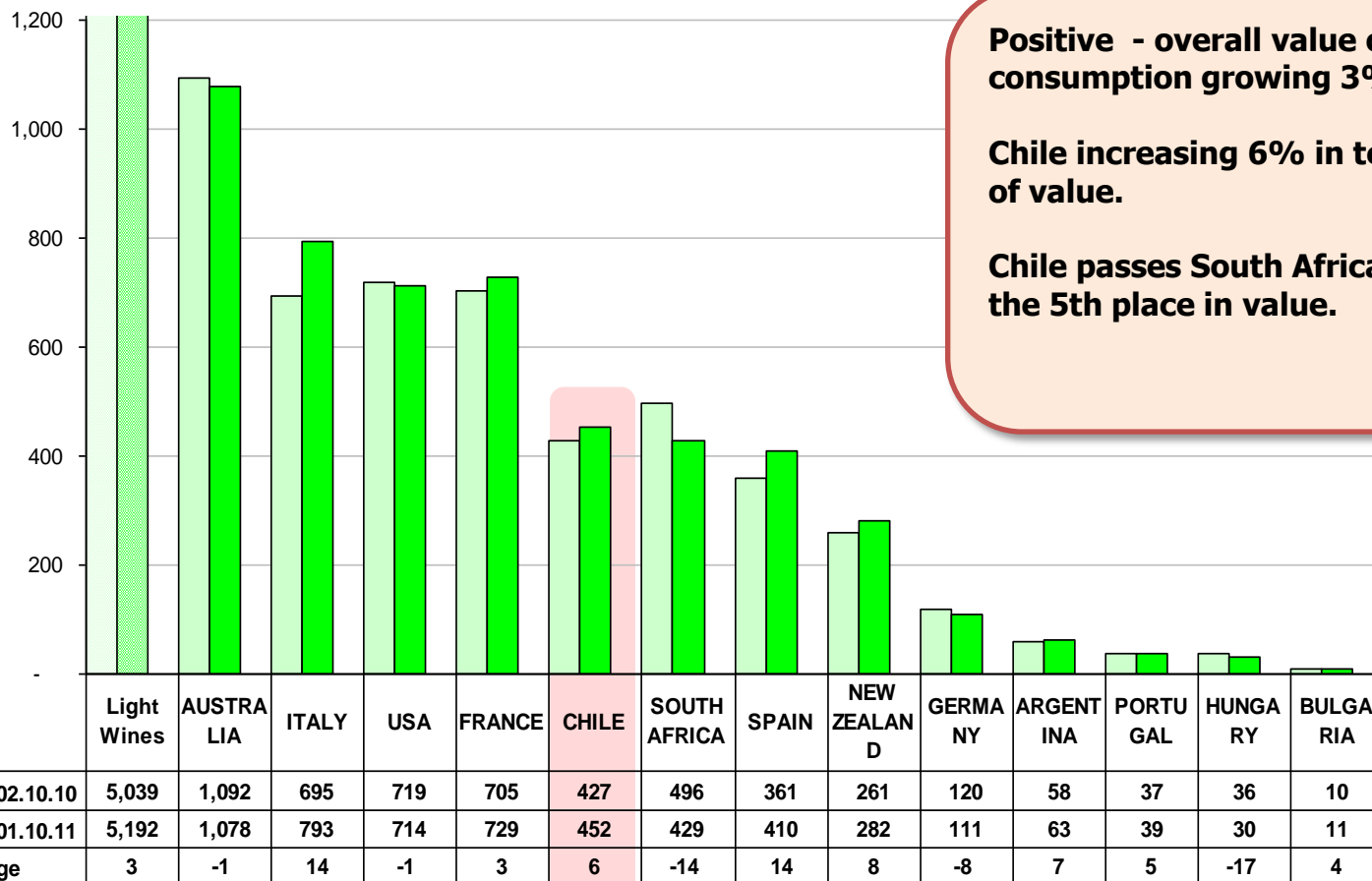
**Chile increasing volumes by 1%.**

**Chile passes South Africa in the 5th place in volume.**

	Light Wines	AUSTRALIA	ITALY	USA	FRANCE	CHILE	SOUTH AFRICA	SPAIN	NEW ZEALAND	GERMANY	ARGENTINA	PORTUGAL	HUNGARY	BULGARIA
■ MAT TO WE 02.10.10	94,103	19,843	13,983	13,547	11,470	8,329	10,297	6,911	3,637	2,828	1,062	824	751	241
■ MAT TO WE 01.10.11	91,993	18,695	15,264	12,542	11,470	8,415	8,111	7,560	3,809	2,420	1,026	802	593	251
□ MAT % Change	-2	-6	9	-7	-0	1	-21	9	5	-14	-3	-3	-21	4

# UK Market – Consumption (Value) Off Trade by Origin

Off - Trade Wines by Country £m



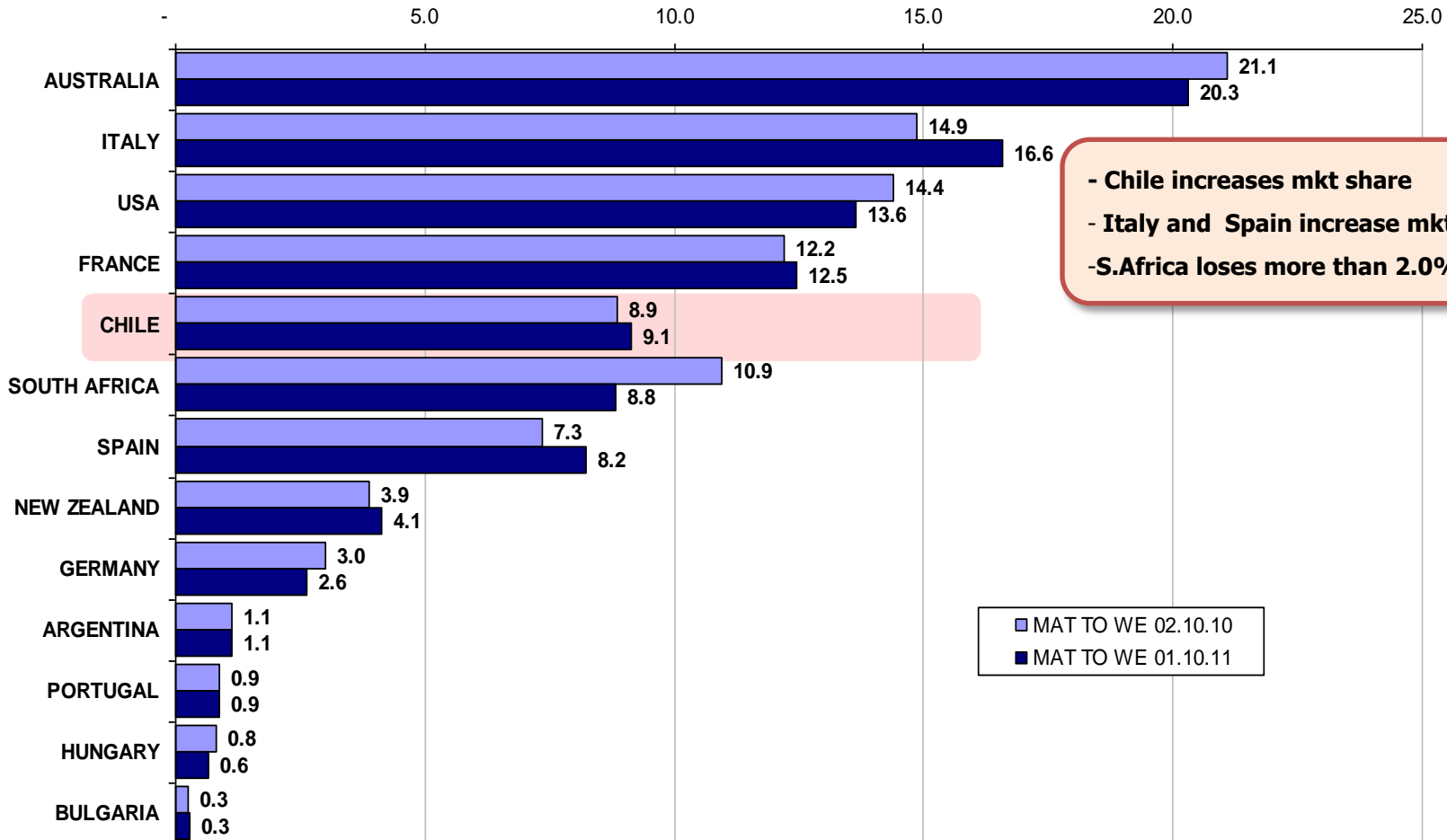
**Positive** - overall value of consumption growing 3%

**Chile increasing 6%** in terms of value.

**Chile passes South Africa** in the 5th place in value.

# UK Market – Market Share by Origin Off Trade

## Off - Trade Wine by Country % vol

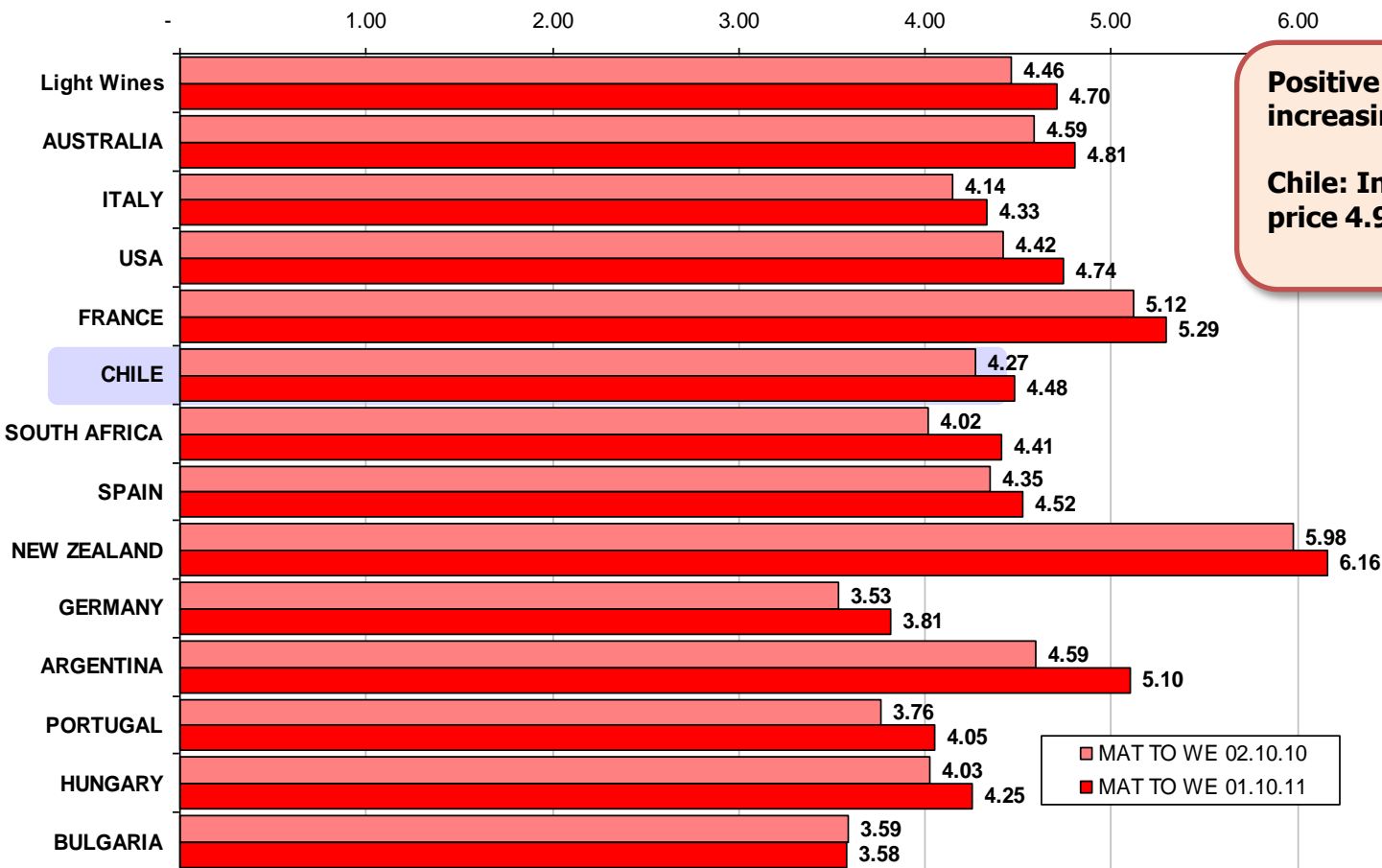


- Chile increases mkt share  
 - Italy and Spain increase mkt share  
 - S.Africa loses more than 2.0% of mkt share

■ MAT TO WE 02.10.10  
 ■ MAT TO WE 01.10.11

# UK Market – Average Price per Origin Off Trade

Off - Trade Wine by Country £ per 75cl equiv.



**Positive - Average price increasing 5.4%**

**Chile: Increase in Average price 4.9%**

■ MAT TO WE 02.10.10  
■ MAT TO WE 01.10.11



## US Market – Consumption

- Despite the economic downturn, in the US, the wine market has continued increasing in volume.
- 6.6% growth in Volume up to August 2011.
- Imports: Bottled increases 4.7% up to August.

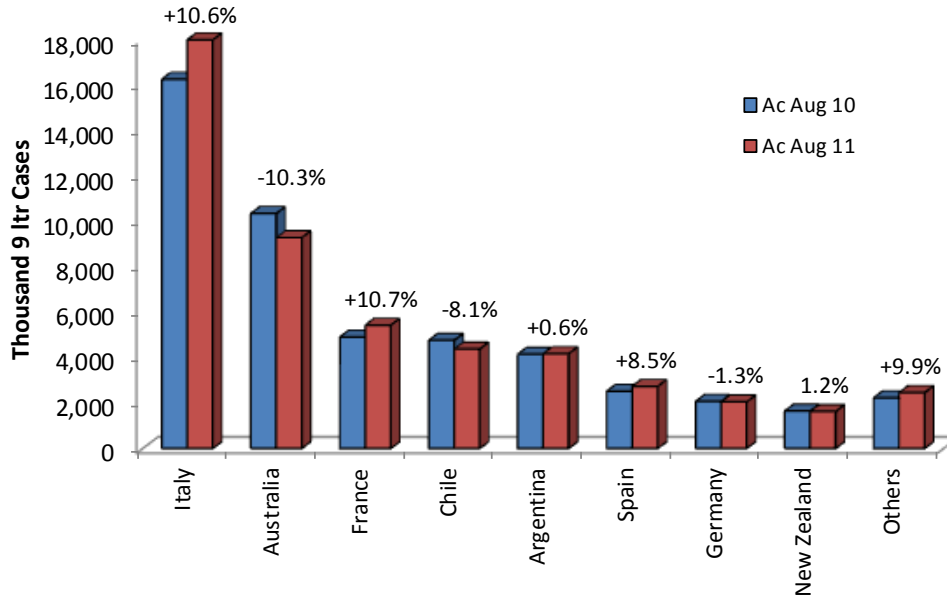
(million 9 liter cases)

	2008	2009	2010	% Change 2010/2009	Ac Aug 2011	% Change 2011/2010
Wines from USA	195	195	198	1.3%	135	7.7%
<b>Imported Wines</b>	<b>95</b>	<b>103</b>	<b>104</b>	<b>1.1%</b>	<b>71</b>	<b>4.4%</b>
Bottled	82	77	83	8.0%	60	4.7%
Bulk	13	25	20	-20.1%	11	2.7%
Total Wine	290	298	302	1.2%	206	6.6%

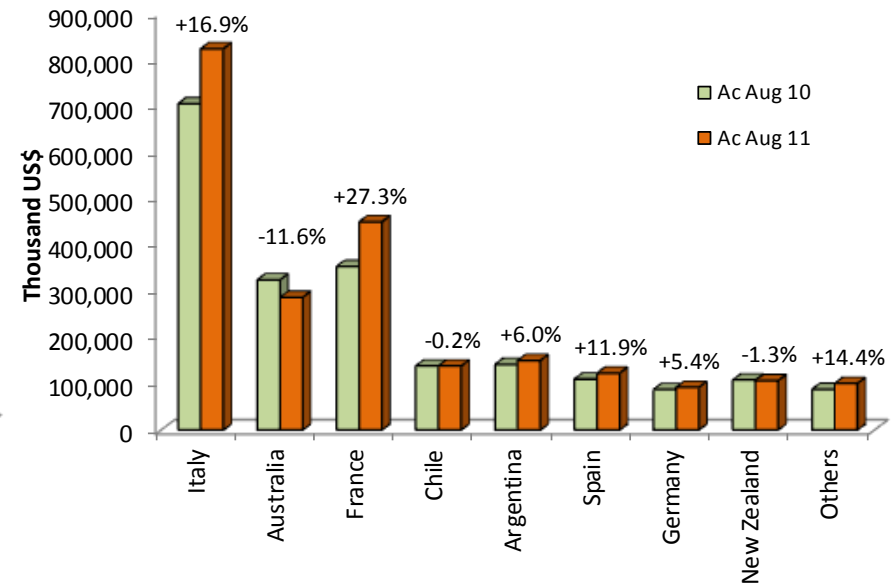
Source: The Gomberg Fredrikson Report

# US Market – Imported Wines by Country

## Volume



## Value

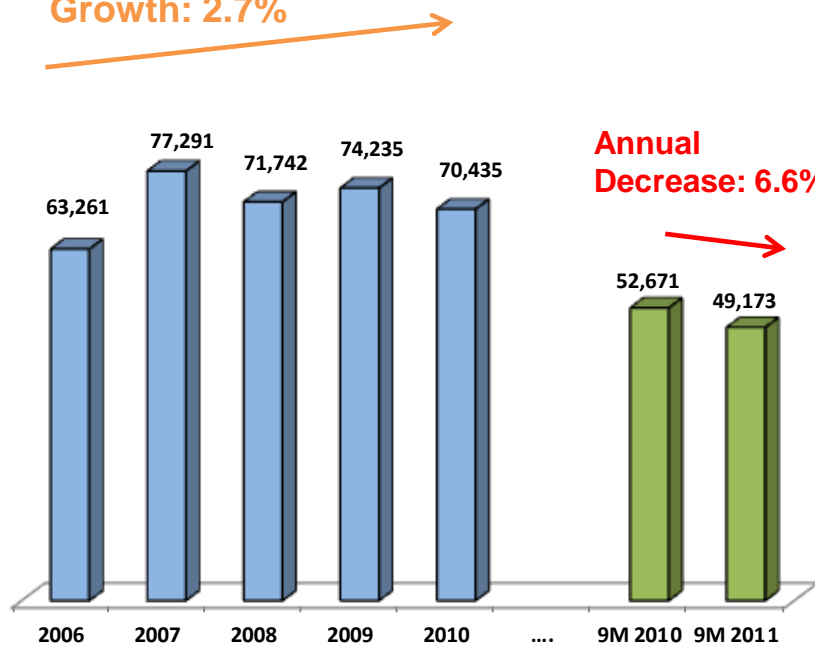


Source: The Gomberg Fredrikson Report

# Domestic market Chile – Volume & Value

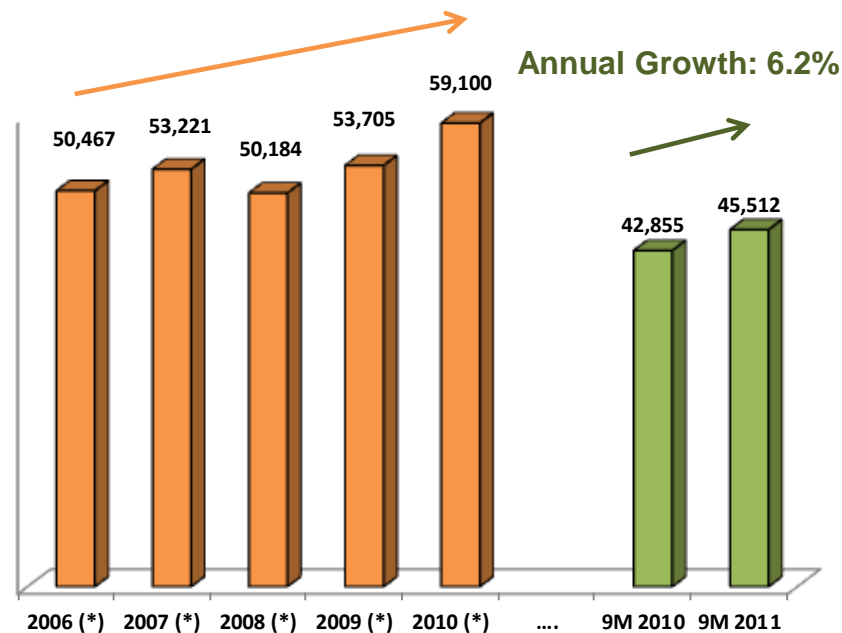
Thousand Liters

Average Annual Growth: 2.7%



Million Ch\$

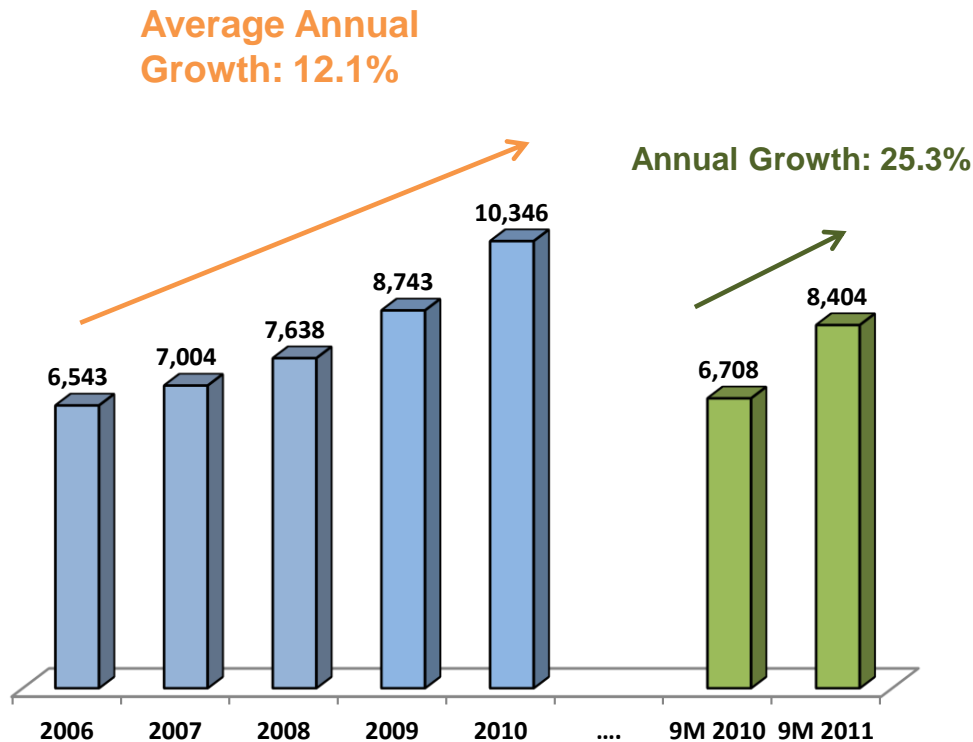
Average Annual Growth: 4.0%



(\*) 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

Million Ch\$



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%
<b>Ac Sep 2011</b>	<b>4.5%</b>	<b>18.5%</b>

## Domestic Market Share (by volume)

	2005	2006	2007	2008	2009	2010	Ac Sep 2011
<b>Concha y Toro</b>	<b>27.1</b>	<b>28.6</b>	<b>30.0</b>	<b>29.7</b>	<b>31.5</b>	<b>30.7</b>	<b>30.3</b>
Santa Rita	24.4	25.5	27.9	28.7	28.9	29.4	29.3
San Pedro - Tarapacá	21.7	21.9	21.8	23.0	22.5	24.4	24.4
Others	26.8	24.0	20.3	18.6	17.1	15.5	16.0

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>

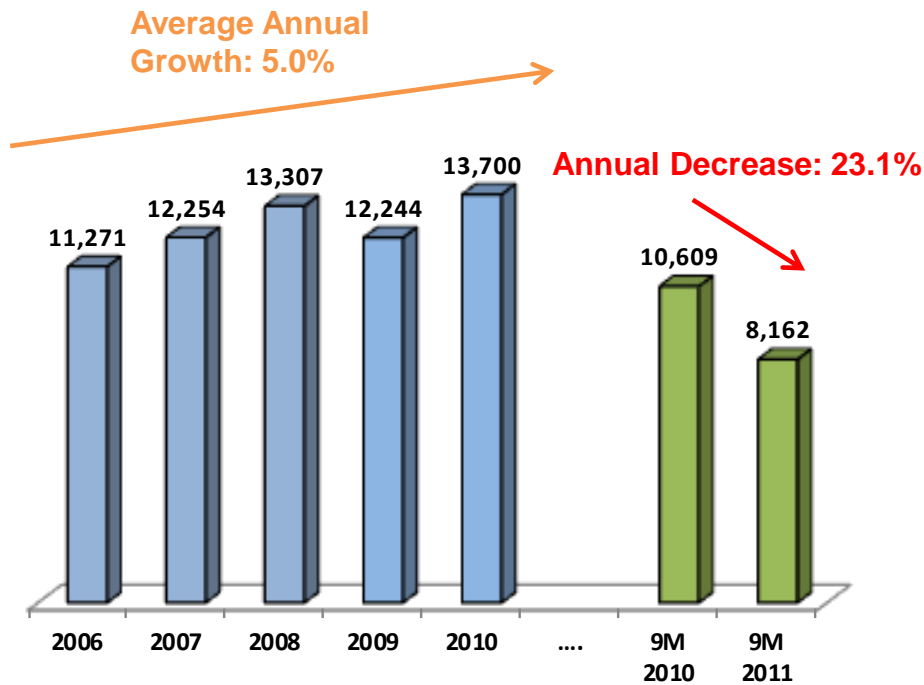
	Jan - Sep 2011			% Change 2011/2010		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	162,963	\$ 566,022	\$ 3.47	-6.5%	8.9%	16.4%
Bulk	51,301	\$ 43,279	\$ 0.84	67.6%	85.0%	10.4%
Concentrated Must	75,800	\$ 143,481	\$ 1.89	56.1%	58.3%	1.4%
<b>Total</b>	<b>290,064</b>	<b>\$ 752,782</b>	<b>\$ 2.60</b>	<b>14.4%</b>	<b>18.7%</b>	<b>3.8%</b>

Source: Caucasia Wine Thinking

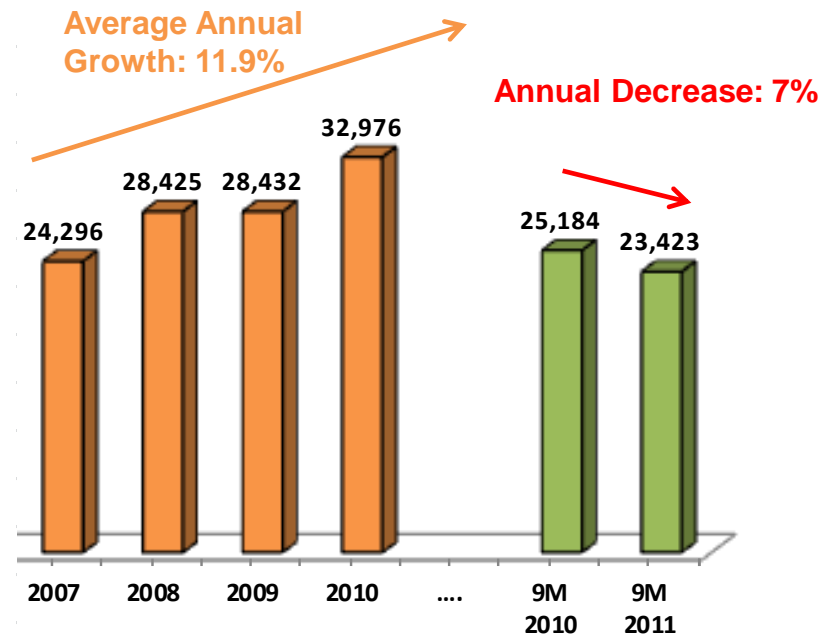
# Trivento Export Sales : Argentina - Volume & Value



Thousand Liters

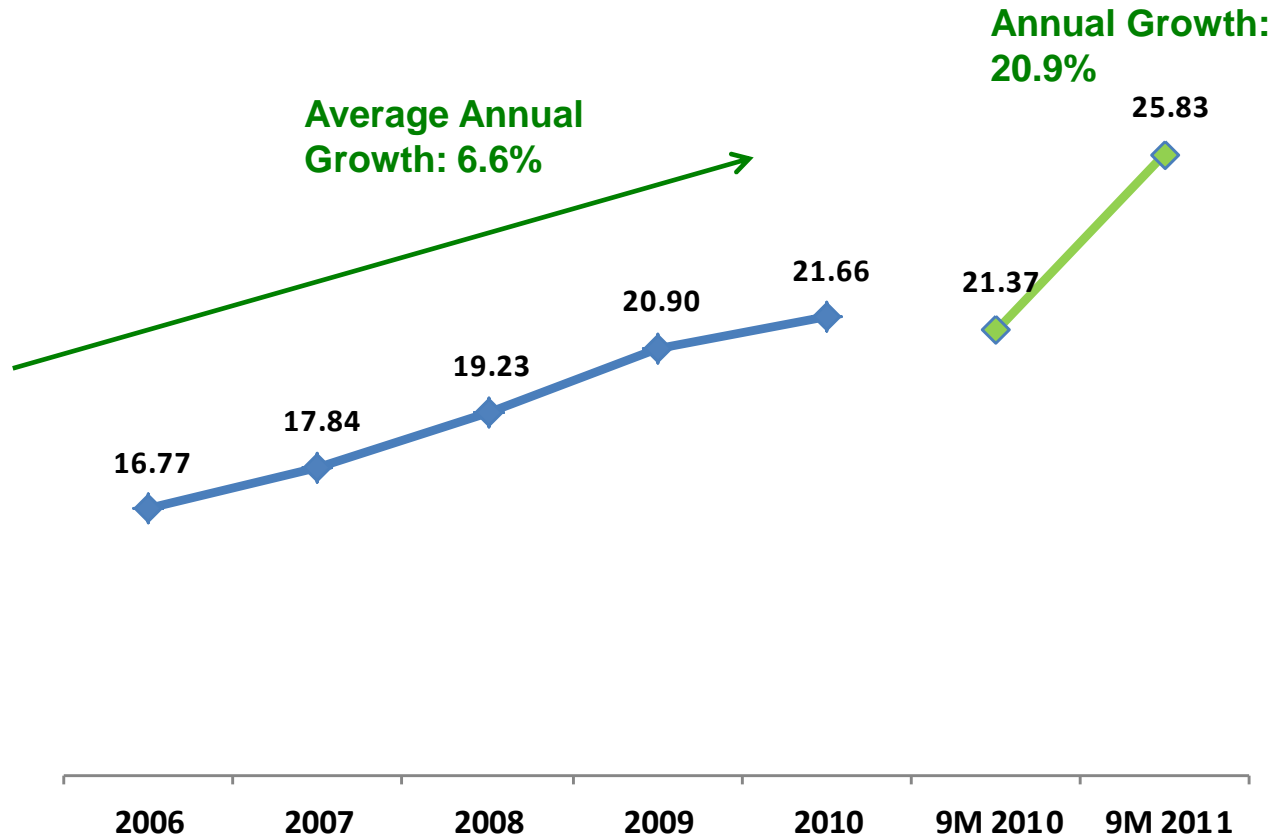


Thousand US\$



# Trivento Export Sales - Argentina

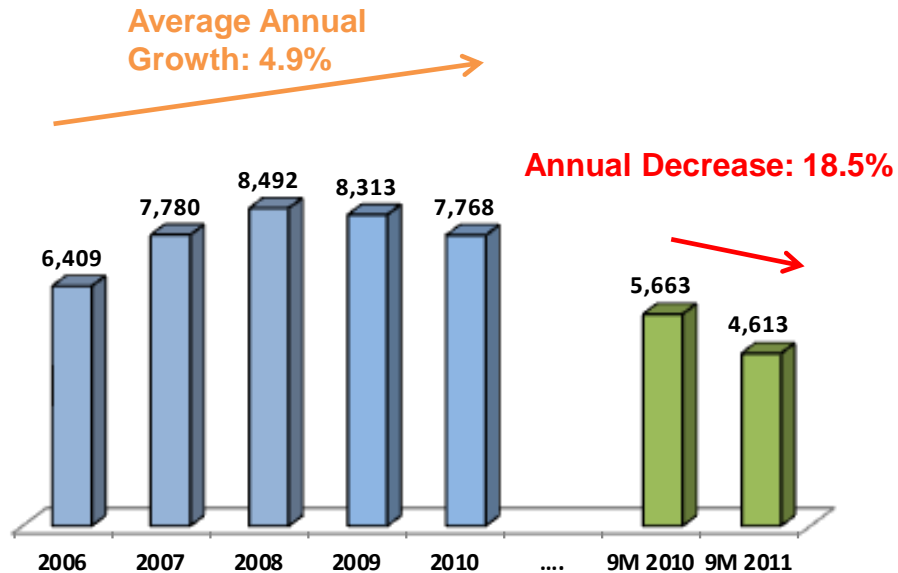
(Average Price US\$/Case)



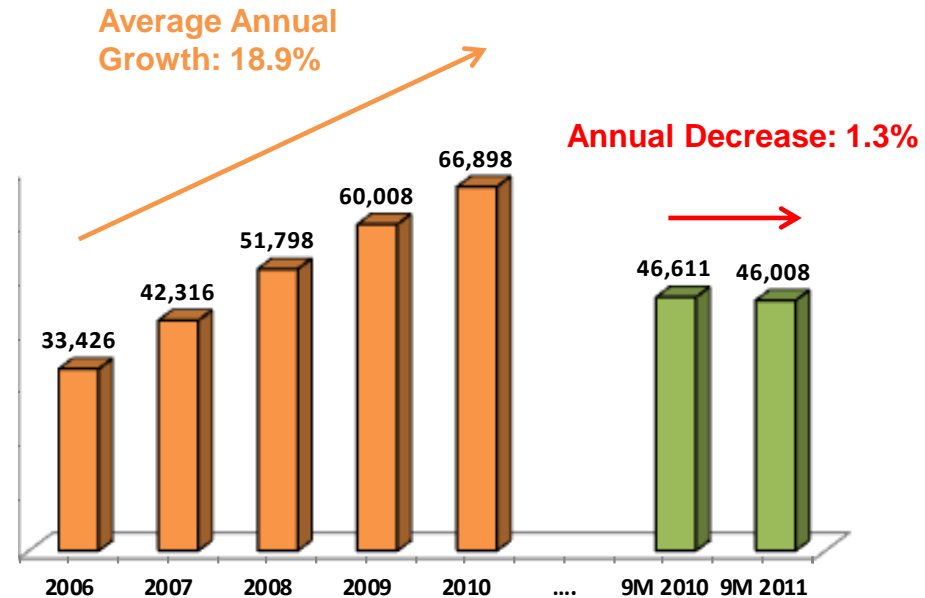


# Trivento Domestic Sales : Argentina - Volume & Value

Thousand Liters

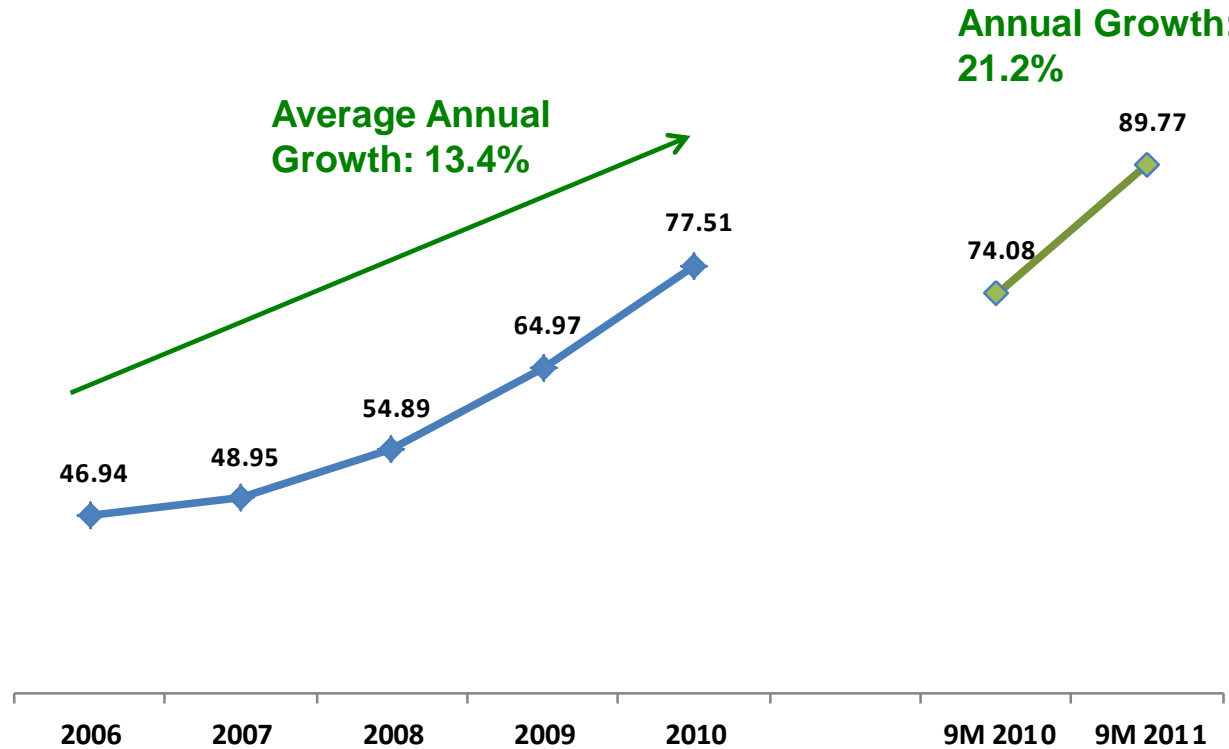


Thousand AR\$



# Trivento Domestic- Argentina

(Average Price AR\$/Case)



## Exchange Rate Sensitivity

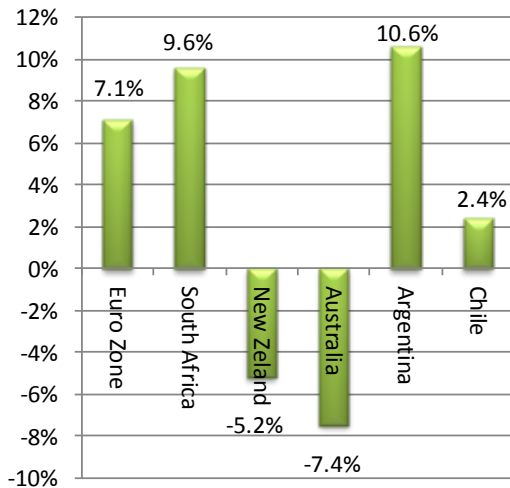
	Currency Mix	
	Ac Sep 2010	Ac Sep 2011
CLP	22.4%	23.1%
USD	31.6%	36.0%
GBP	19.3%	15.9%
EUR	11.0%	10.4%
CAD	4.0%	3.6%
ARG	2.3%	1.9%
SEK	3.0%	2.7%
NOK	0.9%	0.8%
BRL	5.5%	5.6%

Includes Fetzer  
since 04/15/2011

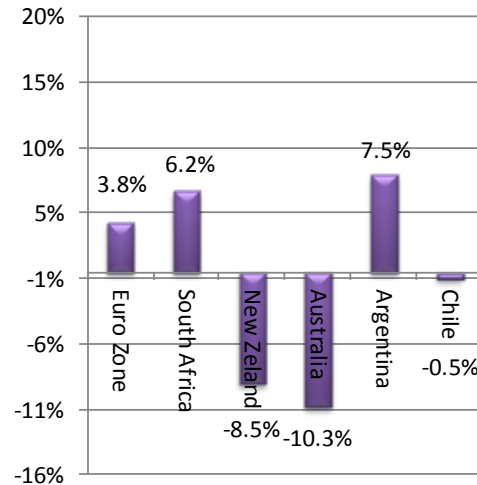
# Exchange Rate main producers

From 12/30/2009 to 09/30/2011

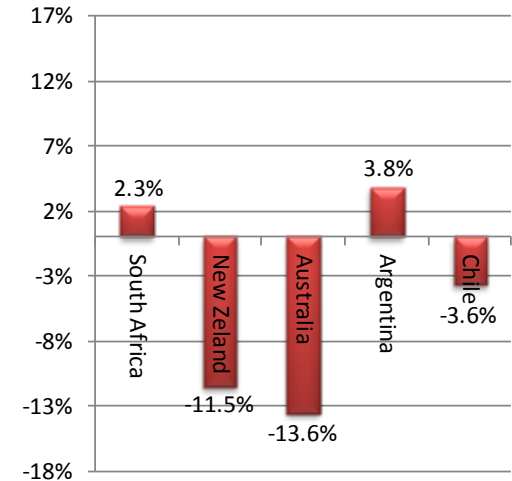
Against USD



Against GBP



Against EUR



## Financial Debt

Financial Debt* as of:	Sep-10		Sep-11	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	25,924	1.78%	143,758	2.95%
EUR			3,994	2.28%
GBP	1,330	2.37%	3,865	2.21%
CLP	5,000	1.80%	7,500	5.76%
UF	40,169	3.90%	38,846	3.90%
ARS	6,306	12.58%	7,077	12.38%
BRL			1,384	13.30%
SEK			1,904	3.77%
<b>Total</b>	<b>78,729</b>	<b>3.74%</b>	<b>208,328</b>	<b>3.60%</b>

Debt increase to acquire Fetzter

\* Does not include interest accrued.

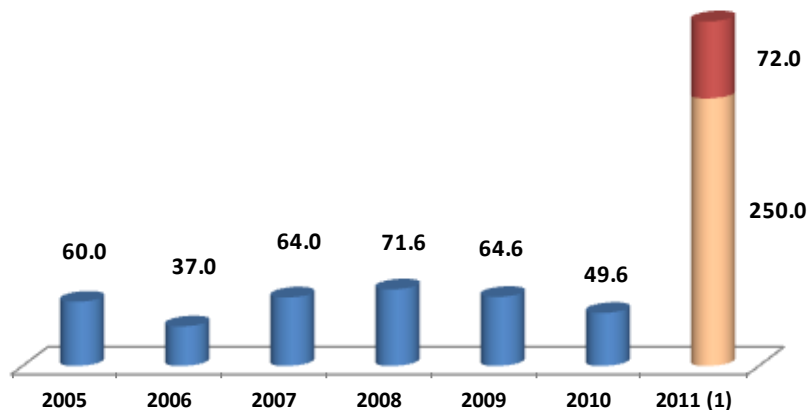
In nominal Chilean Pesos at the end of each period

-Increase of 164.6% in Financial Debt (Ch\$ 129,599)  
 -Decrease of 14 bp in the average interest rate

## Sustained Investment over time

- **US\$ 647 million between 2005 – 2011**
  - Vineyard expansion Chile
  - Increasing cellar and vinification capacity
  - Improvements in bottling capacity and efficiency
  - 2011: Record year of investment for Viña Concha y Toro

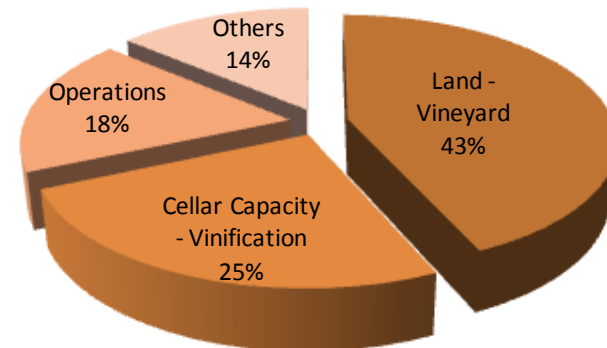
Investment US\$ Million (\*)



\* Exchange Rate as of end of December each year

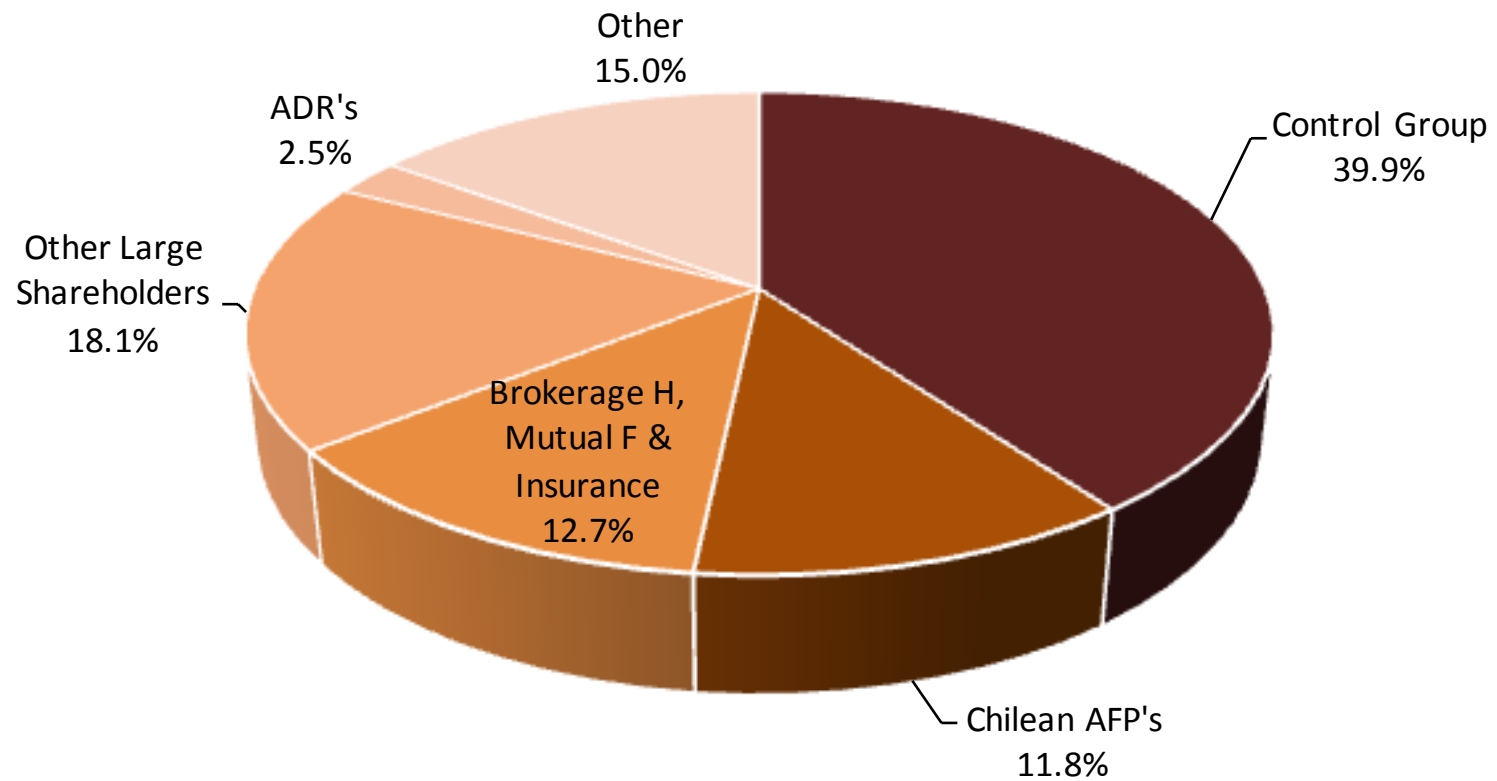
(1) Estimate: Includes the acquisition of Fetzer (US\$ 234 MM) and its Working Capital needs

2011 Capital Investment\*



(\*) Estimated

## Shareholder structure (September 2011)



# VIÑA CONCHA Y TORO



## **3Q & 9M 2011 Results Presentation**

Nov 11, 2011