
VIÑA CONCHA Y TORO REPORTS RESULTS 2010

Santiago, February 25, 2011: Viña Concha y Toro S.A today reported its results for the fourth quarter and year 2010.

Results 2010:

The consolidated sales of the Concha y Toro Group in 2010 amounted to Ch\$374,019 million (equivalent to US\$ 735 million), an increase of 5.5% over 2009. These are explained by the recovery in sales both from exports and the domestic market.

The company's export sales rose by 2.9% in value, reflecting the negative impact of the appreciation of the peso against the principal export currencies. However, there was an 8.3% growth in the volumes sold in the external markets.

Sales in the domestic market (Chile) grew by 16% in 2010, benefiting from the expansion of premium wines and the dynamism of the new businesses in which the company participates.

Eduardo Guilisasti, chief executive of Viña Concha y Toro said "the company faced an extremely adverse scenario during 2010 which was marked by the following events: the earthquake that affected Chile on February 27 and which hit the wine industry especially; the strong appreciation of the peso against the rest of the currencies of our important export markets; a substantial rise in the cost of wine as result of a smaller harvest 2010 and losses due to the earthquake; and a still slow recovery in sales of the most expensive products in the principal markets. The excellent performance of our company should therefore be considered in the light of this scenario, e.g. sales were up 5.5% compared to the previous year, the most important brand, Casillero del Diablo, grew by 15%, operating income fell by just 1.2%, and we produced earnings for the year of Ch\$41,919 million. This shows the commercial strength that the company has achieved and its great potential for future growth."

The operating income amounted to Ch\$46,023 million, declining by 1.2% compared to the year before. This lower result is mainly explained by the negative impact of the strong appreciation of the peso.

Earnings for 2010 were Ch\$41,919 million, representing a fall of 7.4% with respect to 2009.

Results IV Quarter 2010:

Consolidated sales for the fourth quarter 2010 amounted to Ch\$99,794 million, representing an increase of 5.8% compared to the same period of 2009. This is explained by larger export sales from Chile and also from the subsidiary in Argentina; and a large increase in sales on the domestic market.

Earnings for the quarter declined by 3.5% to Ch\$9,851 million.

The company's export sales increased by 6.1%, explained by an 8.2% rise in volumes of bottled wines, partially offset by the negative impact of the appreciation of the peso against the principal currencies for the company's business: dollar (7.5%), euro (14.9%) and pound (9.7%).

Sales on the Chilean domestic market grew by 14.7%, with an increase in the sales of wine and the new businesses related to the distribution of alcohols and beer.

The operating income was Ch\$11,208 million, representing 6% growth over the same period of 2009. This improvement is mainly explained by the larger sales volumes and reduced administrative and selling expenses as a percentage of sales.

As a result, earnings for the fourth quarter of 2010 amounted to Ch\$9,581 million, which represents a 3.5% reduction compared to the same quarter of 2009.

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