



Investor Presentation

2Q2016 & 6M2016 Results

September 2nd, 2016

VIÑA CONCHA Y TORO



Agenda

1. Highlights 2Q2016
2. Drivers of Growth
3. Consolidated Sales 6M2016
4. Performance 6M2016
5. Investments
6. Financial Position
7. Concha y Toro's Stock



1. Highlights: 2Q2016 / 6M2016

- Increase in sales: +9.9% / 11.5%
- Higher sales (cases): 6.6% / 8.1%
- Increase in EBITDA: +23.5% / 22.3%
- EBITDA Margin: 15.5% (+170bp) / 14.3% (+126bp)
- Increase in Net Income: +32.3% / 29.3%
- Premiumization of exports sales, growth of 11.1% in volume (YTD).
- Premiumization of domestic sales, growth of 16.9% in volume (YTD).





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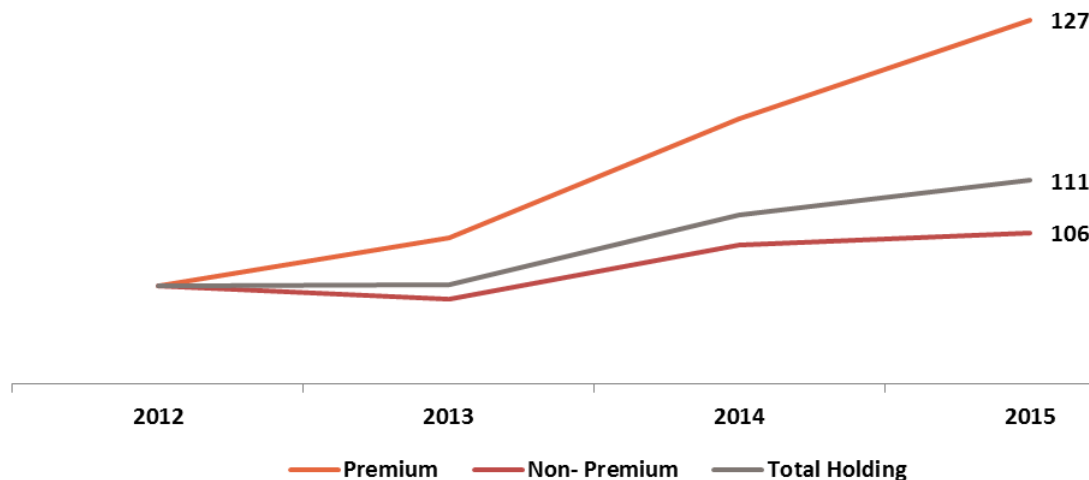


2. Drivers of Growth

- 2.1 Premiumization
- 2.2 *Distribution Subsidiaries*
- 2.3 *Brand Building*
- 2.4 *Fetzer Vineyards*

Premiumization of Sales

Commercialized Volumes



- Premium Growth: +11% in 6M2016
- Representing
 - ✓ 28.4% over total volume
 - ✓ 47.3% over total sales
- Growth driven by core brands
 - Casillero del Diablo
 - Bonterra
 - Trivento Reserve



The Importance of Global Brands

Casillero del Diablo: successful positioning of a global brand in the premium category



6M 2016 vs 6M 2015

- ✓ Higher sales: +18.3% (value)
- ✓ Higher sales: +15.5% (volume)
 - + 340 thousand cases

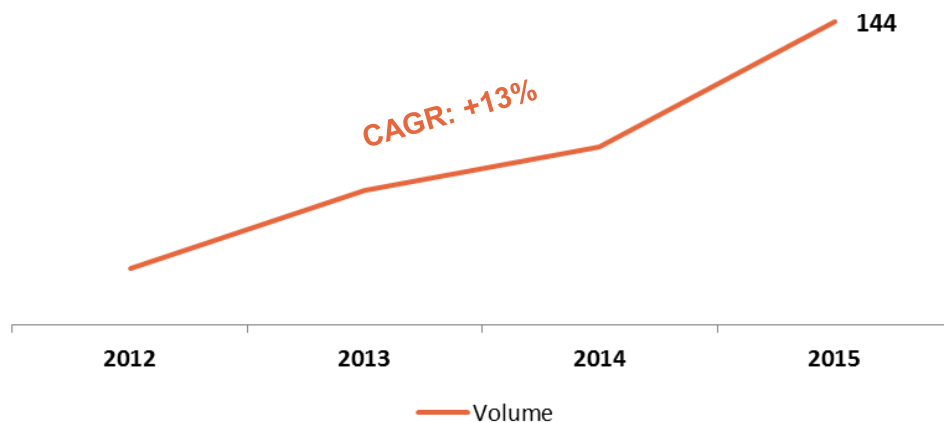
Highlights

- UK: +31%
- Chile: +14%
- Holland: +29%
- Canada: + 35%
- China: +46%

Volume (million cases)	2003	2015	CAGR
Viña Concha y Toro	15.9	34.3	6.6%
<u>Casillero del Diablo</u>	<u>1.0</u>	<u>5.0</u>	<u>14.3%</u>
% over Total Volume	6.3%	14.5%	

Organic Wines

Bonterra: “Organic” isn’t just a certification, it’s a way of life... Leader in the organic wine category in the United States.



6M 2016 vs 6M 2015

- ✓ Higher sales: +4.8% (volume)
 - Expect to reach over 500.000 cases

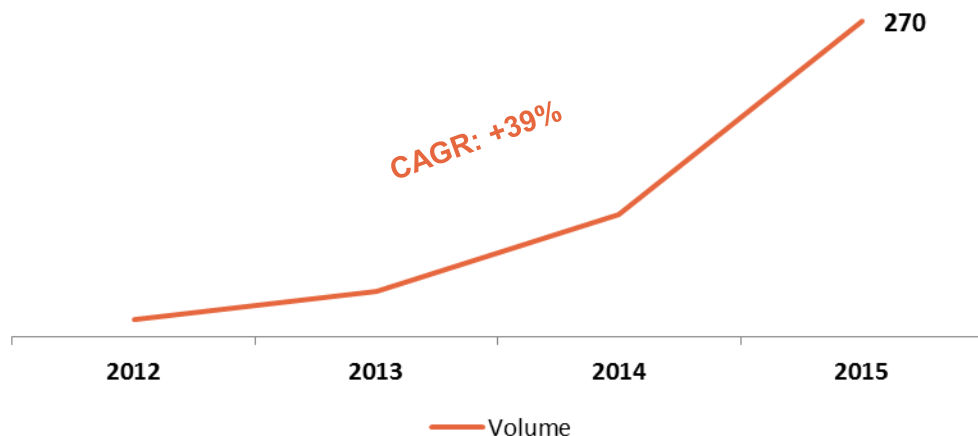
Highlights

- US: +3% (**Hot Brand 2016**)
- Canada: +44%
- Sweden: +13%



Iconic Varieties

Trivento Reserve: Premium brand representing the identity of our Argentinean portfolio



6M 2016 vs 6M 2015

- ✓ Higher sales: +42% (value)
- ✓ Higher sales: +42% (volume)
 - + 89 thousand cases

Highlights

- UK: +58% (Top-Selling Malbec)
- US: +20%
- Holland: +1000%



Innovation

Zinfandel 1000 Stories:

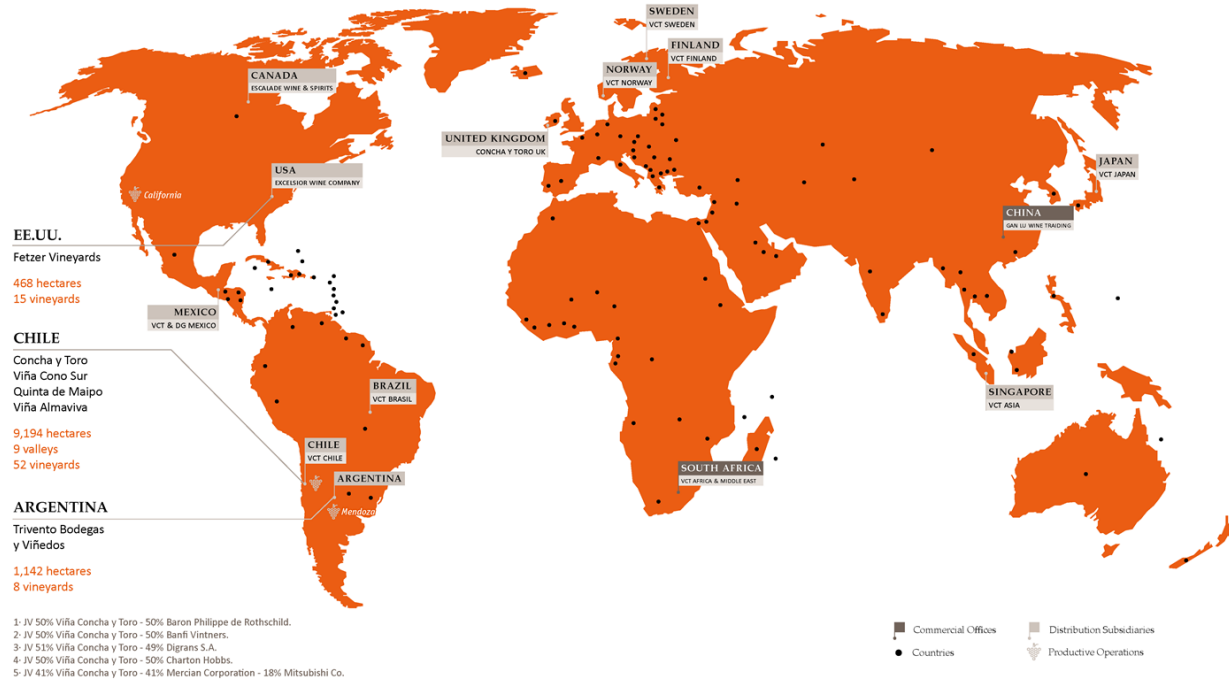
- Launched during 2015.
- Two iconic stories are incorporated in this super premium brand
 - The Zinfandel variety, an icon on the californian history.
 - Aged in bourbon's barrels, a traditional american spirit.
- Successful launch and growth
 - 6M 2016: sales of 34 thousand cases



2. Drivers of Growth

- 2.1 *Premiumization*
- **2.2 Distribution Subsidiaries**
- 2.3 *Brand Building*
- 2.4 *Fetzer Vineyards*

Closer to Markets



6M2016

- Represented 68.3% of total volume.
- Increasing participation
 - 2009: 56%
 - 2015: 68%

- 12 distribution subsidiaries
- UK started operations on 2001
 - Sales 2001: 250.000 cases
 - Sales 2015: 6.7 million cases
- VCT Brazil: leader in wine category

- 2 commercial offices
- Since 2012 in South Africa
- Since 2013 in China
 - Sales growth +66% (2013-2015)

2. Drivers of Growth

- *2.1 Premiumization*
- *2.2 Distribution Subsidiaries*
- **2.3 Brand Building**
- *2.4 Fetzer Vineyards*

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		TERRUNYO		TERRUNYO		TERRUNYO		TERRUNYO		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		MARQUES DE CASA CONCHA		GRAN RESERVA SERIE RIBERAS		GRAN RESERVA SERIE RIBERAS		GRAN RESERVA SERIE RIBERAS		GRAN RESERVA SERIE RIBERAS		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 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

Fine Wines Recognition



- 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 Carmeneré
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

Carmeneré 2013
95 points
Descorchados 2016

Carmeneré Lot N°1 2014
96 points
Best Chilean Carmeneré
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



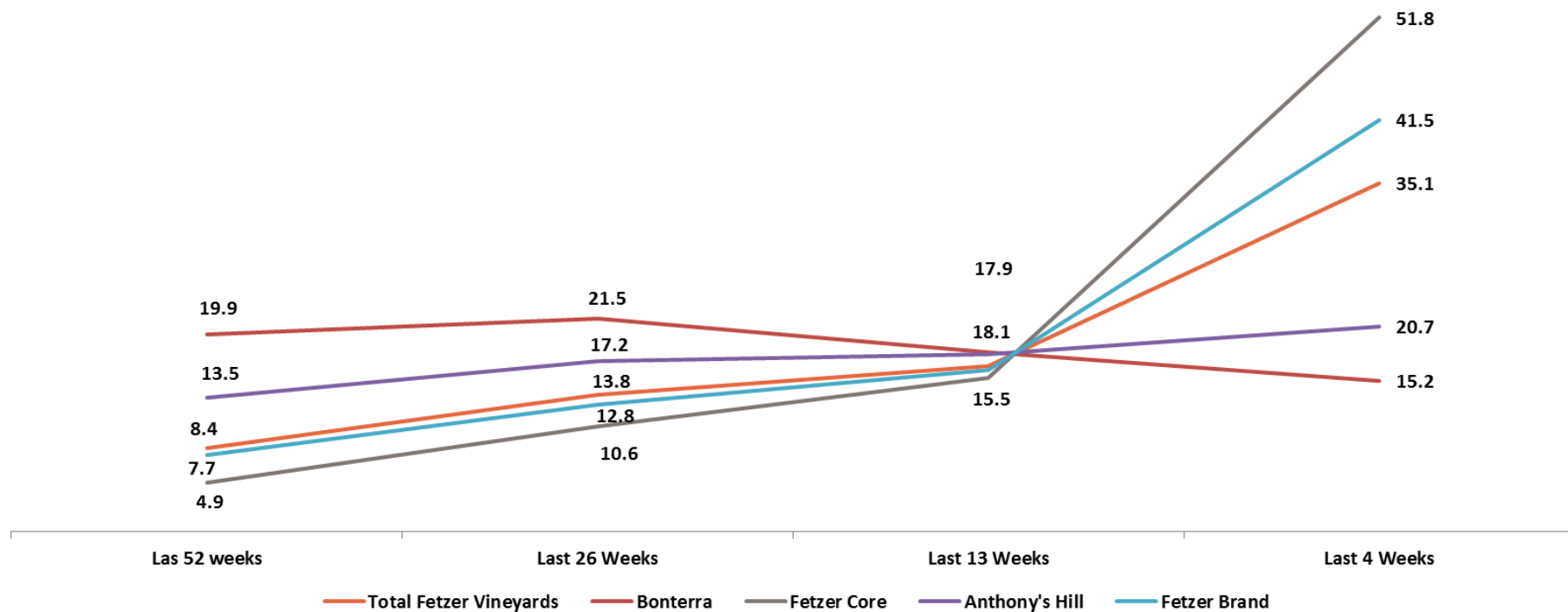
Carmeneré 2013
94 points
Wine & Spirits

2. Drivers of Growth

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Recovery and Inflection Point

Depletions Growth (Nielsen):



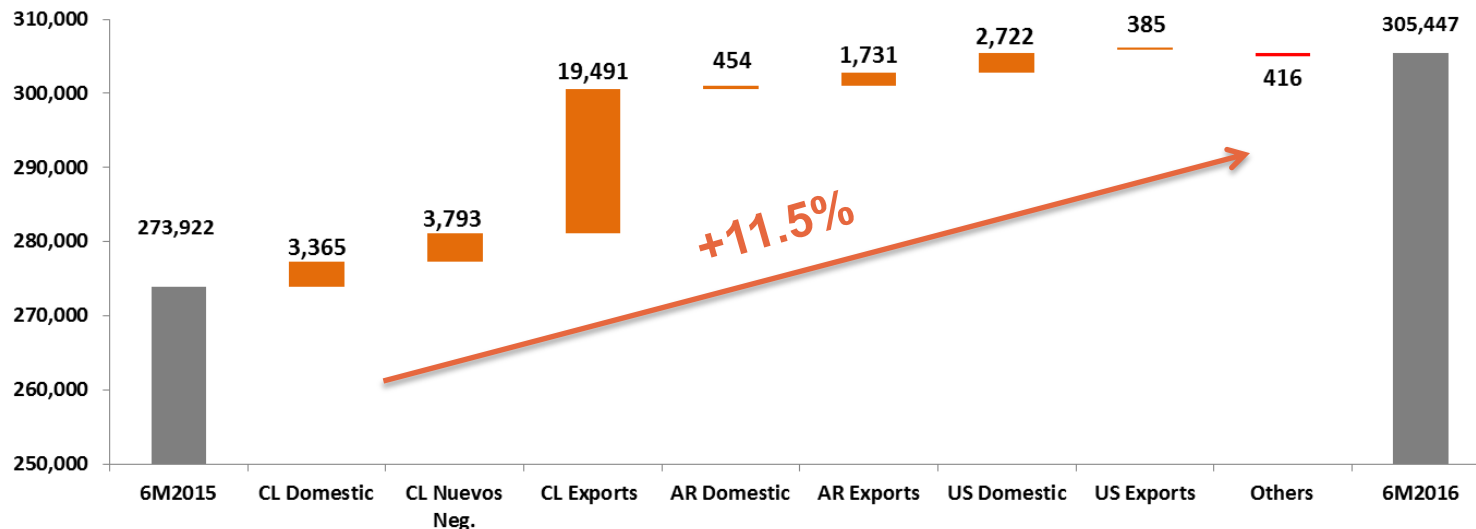


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3. Consolidated Sales (million Ch\$)



Highlights

- ✓ Volume Growth (+8.1%)
- ✓ Positive performance of our three origins
- ✓ Positive performance of premium categories (+11%)
- ✓ Positive performance of the Company's core brands
- ✓ Positive performance of our distribution subsidiaries



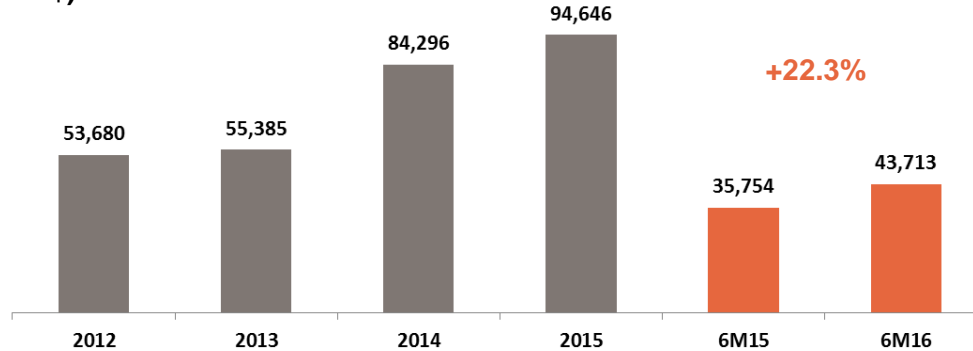
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4. Consolidated EBITDA 6M2016

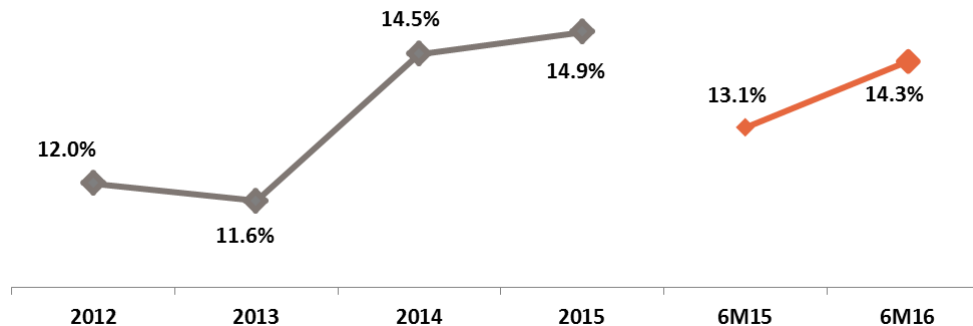
Consolidated EBITDA
(million Ch\$)



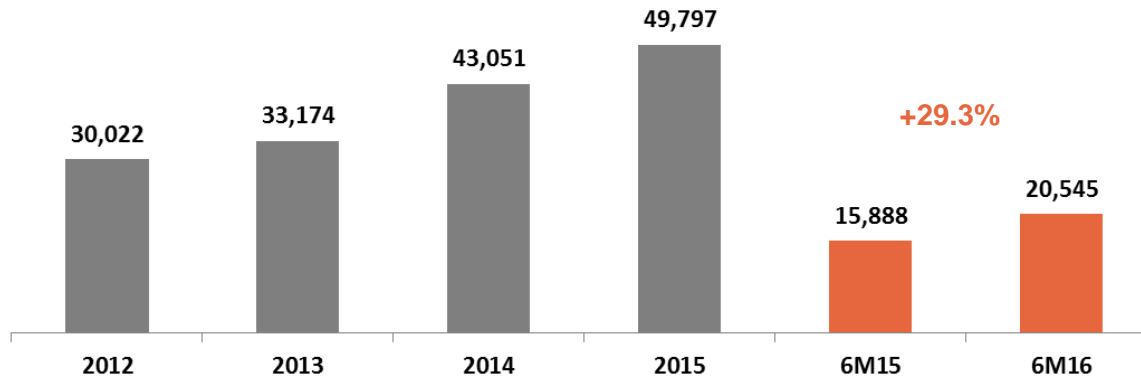
Drivers of Expansion

- ✓ Volume Growth (+6.6%)
- ✓ Dilution of SG&A in higher volumes
- ✓ Positive FX impact

Consolidated Mg. EBITDA
(% of Sales)



4. Net Income 6M2016 (million Ch\$)



Drivers of Expansion

- ✓ Volume Growth (+6.6%)
- ✓ Dilution of SG&A in higher volumes
- ✓ Positive FX impact



Agenda

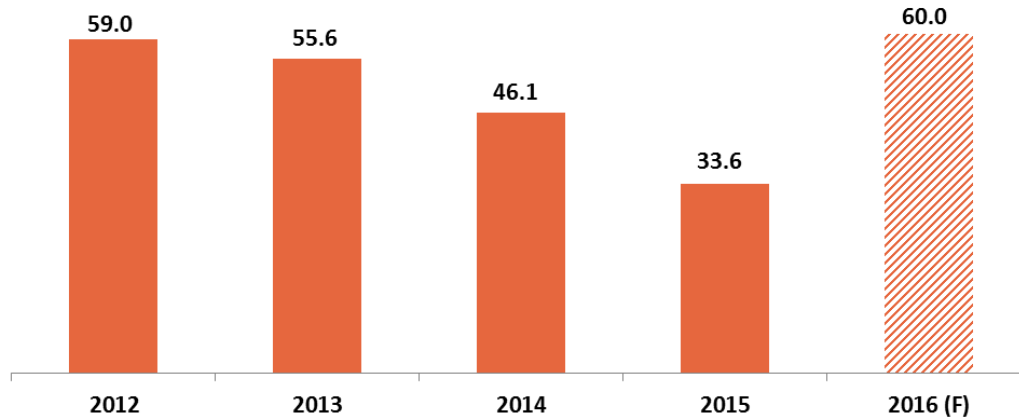
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5. Investments supporting the growth

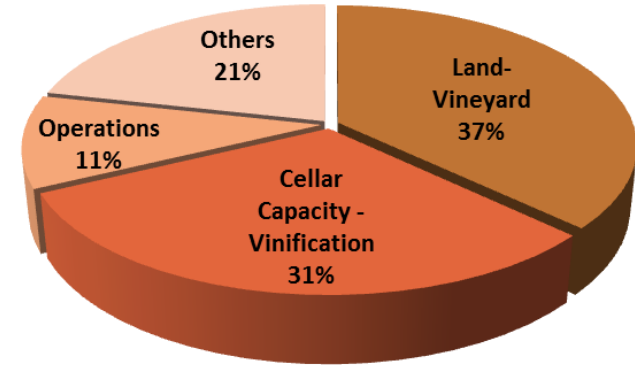
Sustained Investment Over Time

(US\$ million)



Capital Expenditures

(2012 - 2015)





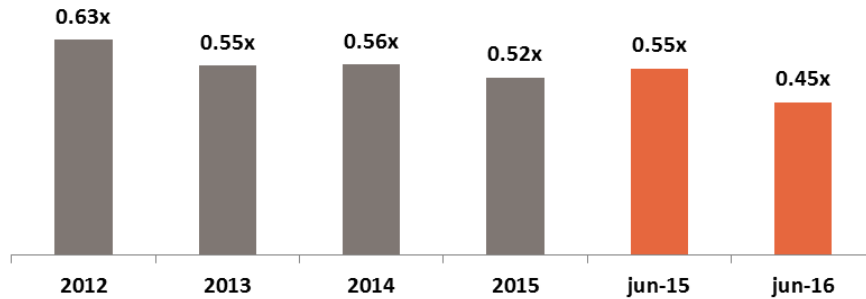
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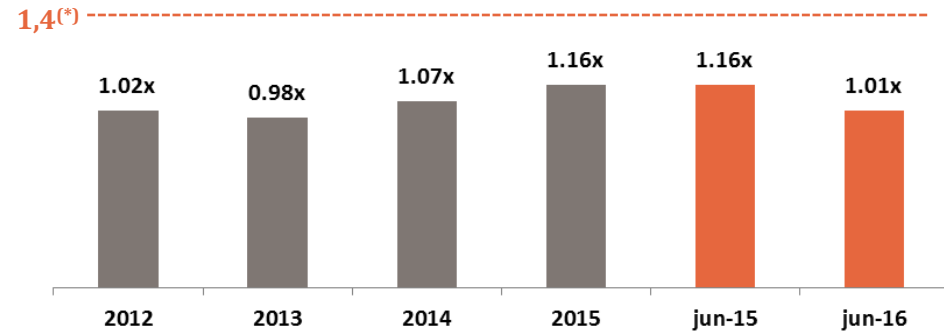


6. Financial Position (As of Jun-16)

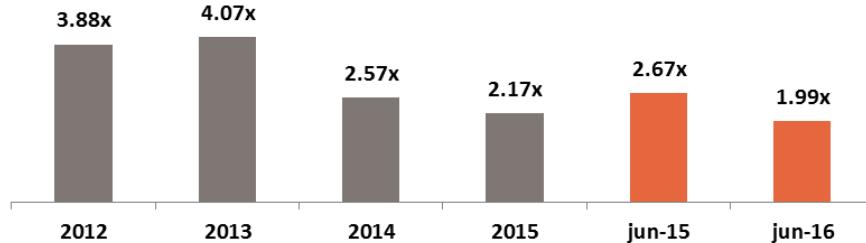
Financial Debt / Equity



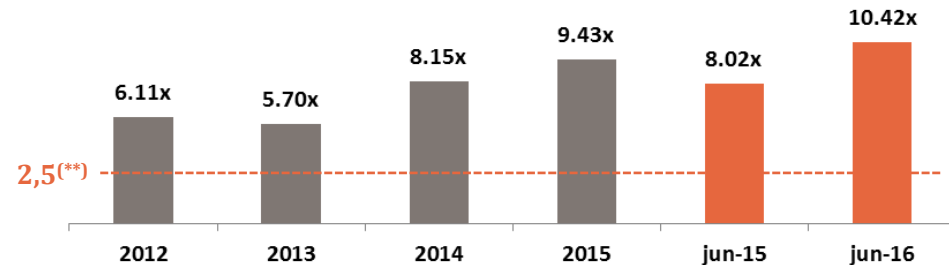
Total Liabilities / Equity



Net Financial Debt / EBITDA ⁽¹⁾



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)



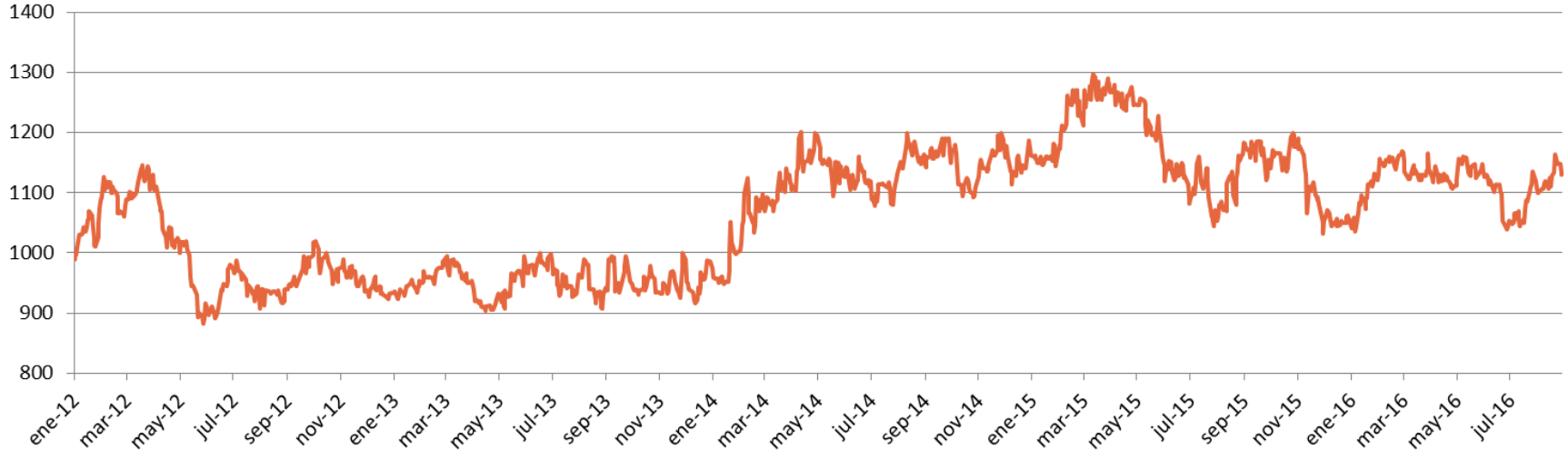
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7. Concha y Toro's Stock

Performance Concha y Toro's Stock (Ch\$)



Analysts Coverage

<u>Recommendations</u>	<u># of Analysts</u>
BUY	9
HOLD	1
SELL	0

Industry Multiples

<u>Company</u>	<u>FV/EBITDA</u>
Concha y Toro	10.2
San Pedro	7.0
Treasury Wines States	17.5
Constellation	20.4



Investor Presentation

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September 2nd, 2016

VIÑA CONCHA Y TORO



V. Exhibits

Bottled Sales 2Q2016 & 6M2016

Total Sales^(*) (in Ch\$ million)	2Q16	2Q15	Change (%)	6M 2016	6M 2015	Change (%)
Chile Domestic Market - wine	18,465	16,493	12.0%	32,176	28,811	11.7%
Export markets ⁽¹⁾	116,463	105,419	10.5%	200,818	181,327	10.7%
Argentina Domestic	2,178	1,418	53.6%	2,959	2,505	18.1%
Argentina Exports ⁽²⁾	5,431	4,621	17.5%	10,281	8,550	20.2%
U.S.A. Domestic	15,193	14,086	7.9%	27,434	24,712	11.0%
U.S.A. Exports ⁽²⁾	1,592	1,569	1.5%	2,787	2,402	16.0%
Total Wine Operating Segment	159,323	143,606	10.9%	276,455	248,307	11.3%
Chile Domestic Market - new business	12,203	12,043	1.3%	25,891	22,099	17.2%
Other Revenues	1,766	1,961	-9.9%	3,100	3,517	-11.8%
Total Other Operating Segment	13,970	14,004	-0.2%	28,992	25,615	13.2%
Consolidated Sales	173,292	157,610	9.9%	305,447	273,922	11.5%

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

Total Volume^(*) (thousand liters)	2Q16	2Q15	Change (%)	6M 2016	6M 2015	Change (%)
Chile Domestic Market - wine	19,068	18,037	5.7%	32,703	30,530	7.1%
Export markets ⁽¹⁾	57,623	54,603	5.5%	98,708	92,742	6.4%
Argentina Domestic	2,362	1,138	107.5%	3,488	2,229	56.5%
Argentina Exports ⁽²⁾	2,587	2,430	6.5%	4,963	4,452	11.5%
U.S.A. Domestic	4,443	4,274	3.9%	7,733	7,641	1.2%
U.S.A. Exports ⁽²⁾	561	415	35.1%	893	703	27.1%
Total Wine Operating Segment	86,644	80,897	7.1%	148,488	138,297	7.4%
Chile Domestic Market - New Business	5,264	5,336	-1.3%	13,107	11,211	16.9%
Total Other Operating Segment	5,264	5,336	-1.3%	13,107	11,211	16.9%
Consolidated Volume	91,908	86,233	6.6%	161,595	149,508	8.1%

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

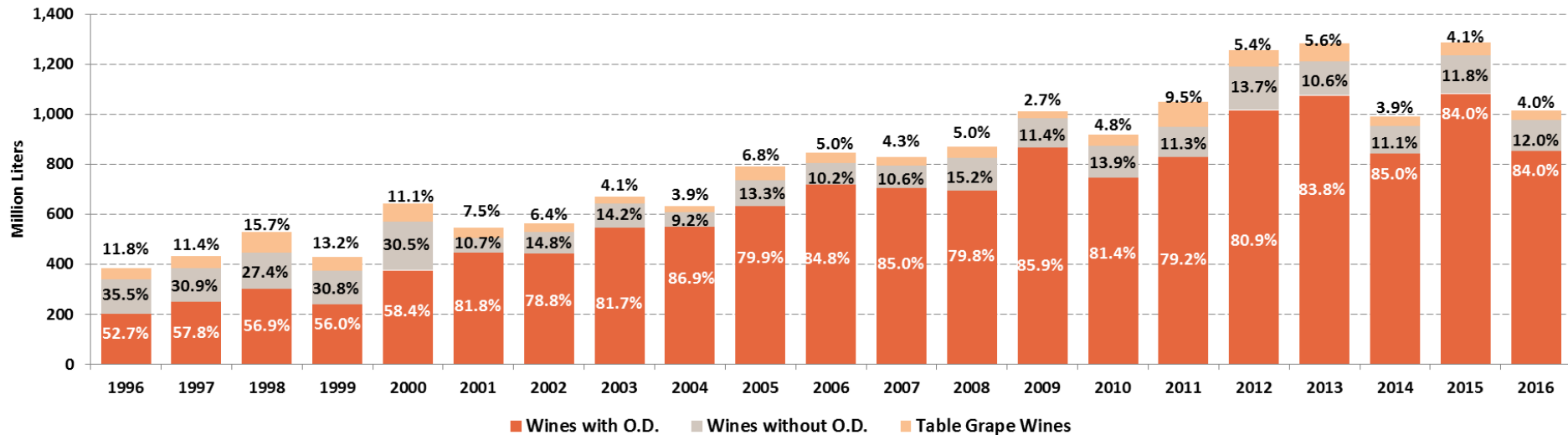
(*) This figure includes bulk wine sales.

Average Price (per liter)	Currency						
Chile Domestic Market - wine	Ch\$	968.4	914.4	5.9%	983.9	943.7	4.3%
Export Markets	US\$	3.05	3.19	-4.6%	3.03	3.22	-6.0%
Argentina Domestic	US\$	1.79	2.07	-13.8%	1.66	1.96	-15.6%
Argentina Exports	US\$	3.19	3.34	-4.4%	3.12	3.25	-3.9%
U.S.A. Domestic	US\$	5.09	5.52	-7.8%	5.20	5.41	-4.0%
U.S.A. Exports	US\$	4.19	6.08	-31.1%	4.56	5.49	-16.9%

Chilean Harvest through years

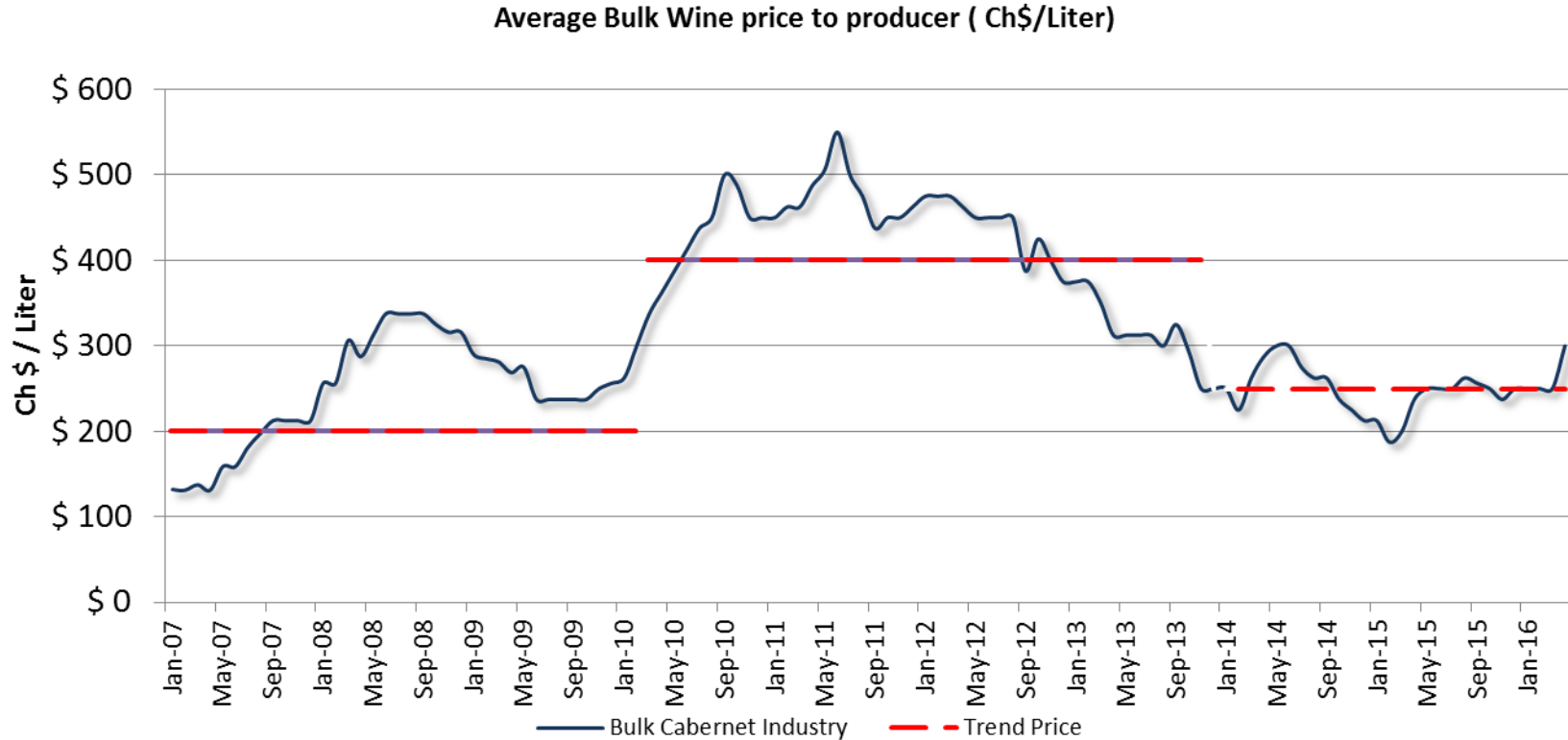
Historical Harvest Volume

(million liters)



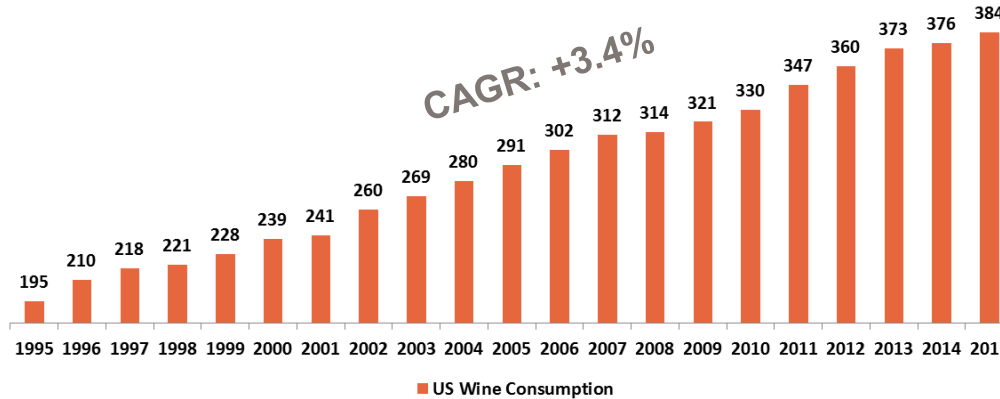
Significant shift in Chilean bulk wine price curve

Chilean Bulk Wine Price (Cabernet Sauvignon, Maule Valley)



Premiumization & Innovation

US Domestic Market: Largest wine consumer of wine in the world since 2013



Price Segment	Retail Price	2012	2013	2014	2015	CAGR
Luxury	over US\$25	5.3	5.6	6.0	6.2	5.4%
Super-Premium	(US\$14 to 25)	21.5	23.0	24.8	26.5	7.2%
Premium	(US\$10 to 14)	18.0	20.0	22.4	24.3	10.5%
Sub Total Premium (US\$10 and over)		44.8	48.6	53.2	57.0	8.4%
Popular	(US\$7 to 10)	42.6	43.5	44.2	45.0	1.8%
Popular Plus	(US\$3 to 7)	72.3	70.9	69.7	69.0	-1.5%
Economy	(up to US\$3)	43.8	47.1	45.9	43.0	-0.6%
Sub Total Everyday (up to US\$10)		158.7	161.5	159.8	157.0	-0.4%
Total Table Wines		203.5	210.1	213.0	214.0	1.7%

Californian
Wine