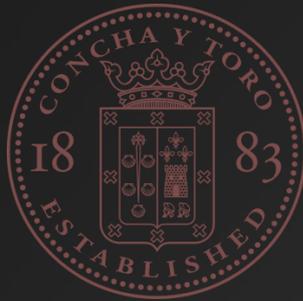


CONCHA Y TORO



Corporate Presentation

October 2014

I. Concha y Toro: At a Glance



Concha y Toro's Timeline

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



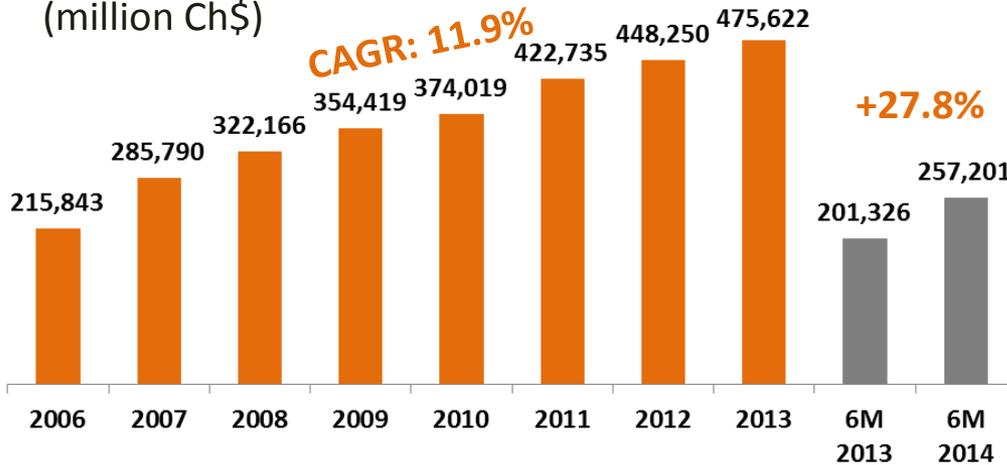
2011 Acquisition
of Fetzer Winery
in California, US



Holding Concha y Toro

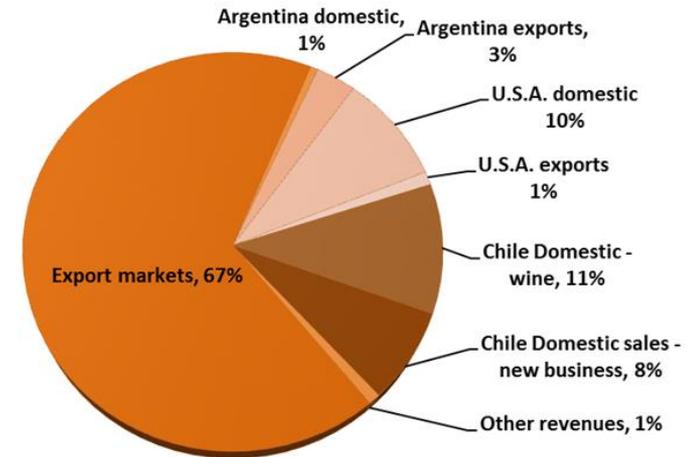
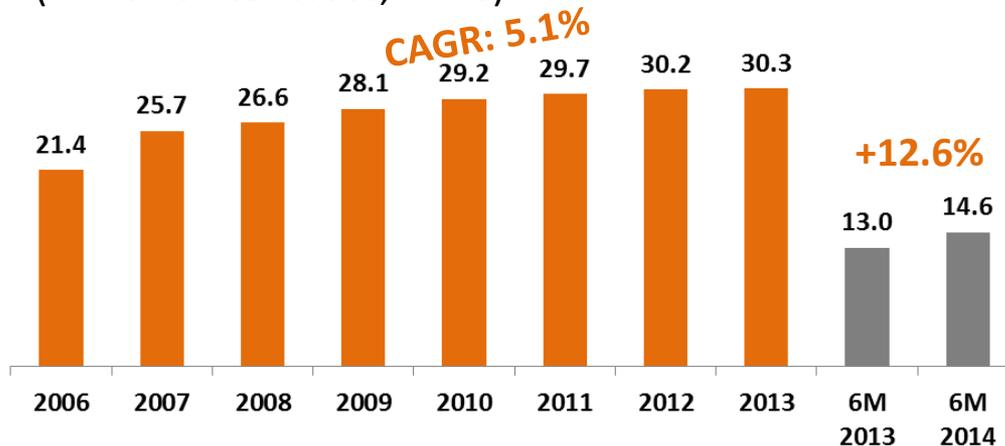
Consolidated Sales

(million Ch\$)



Consolidated Volume

(million 9 liter cases, Wine)



Export Markets include exports to third parties and distribution subsidiaries

US and ARG exports excludes shipments to the company's distribution subsidiaries

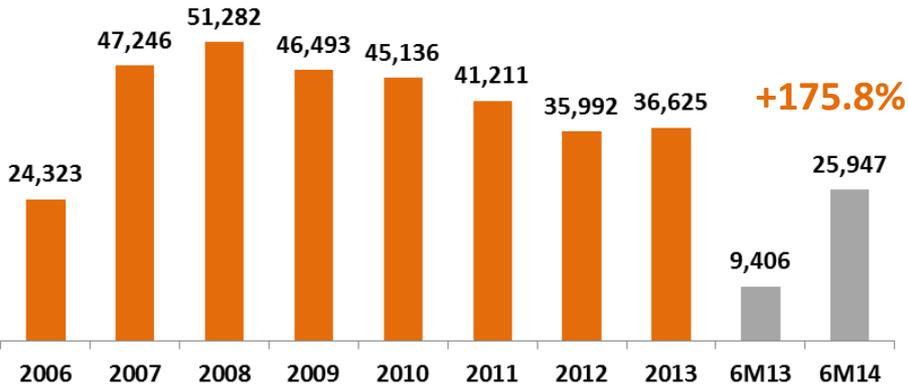
	Currency Mix	
	6M14	6M13
CLP	19.0%	21.4%
USD	33.7%	35.1%
GBP	20.7%	15.8%
EUR	10.8%	9.8%
CAD	3.0%	2.7%
ARG	0.6%	1.5%
SEK	3.2%	3.1%
NOK	0.9%	1.0%
BRL	5.7%	6.8%
MXN	2.5%	2.7%

Holding Concha y Toro

Operating Income

(million Ch\$)

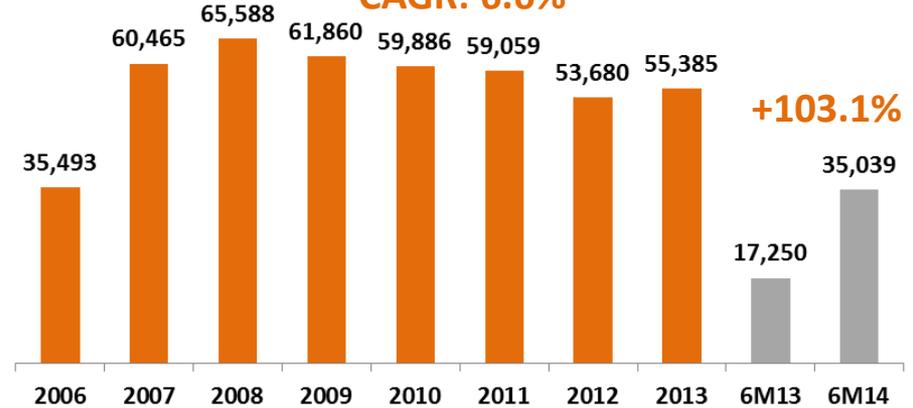
CAGR: 6.0%



Consolidated EBITDA

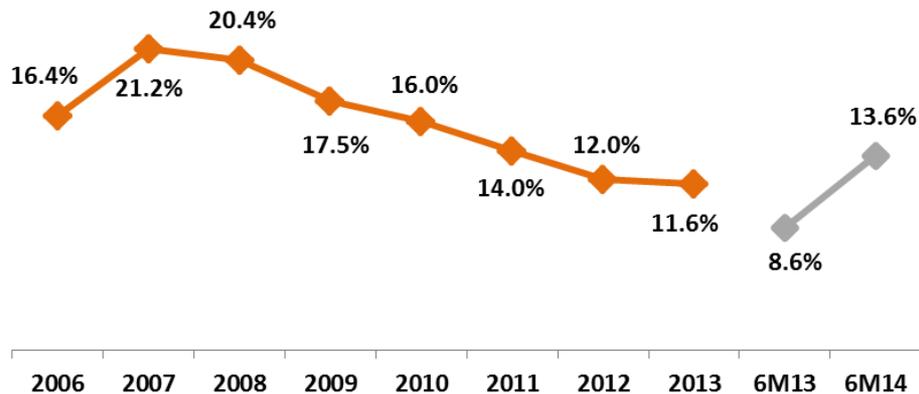
(million Ch\$)

CAGR: 6.6%



Consolidated Mg. EBITDA

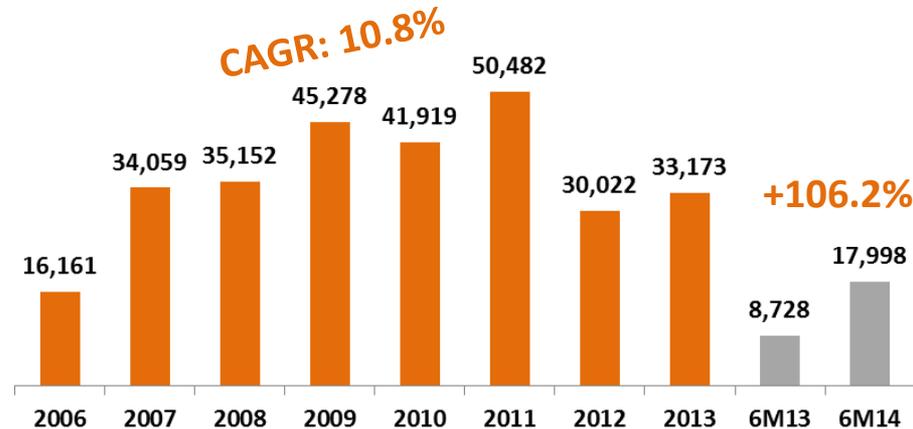
(% of Sales)



Consolidated Net Profit

(million Ch\$)

CAGR: 10.8%



Concha y Toro: Performance

Income Statement	2Q14	2Q13	Change %	6M14	6M13	Change %
Sales (Ch\$ million)	\$ 142.857	\$ 110.245	29,6%	\$ 257.201	\$ 201.326	27,8%
Exports * (Ch\$ million)	\$ 104.855	\$ 70.592	48,5%	\$ 183.852	\$ 130.034	41,4%
Exports * (US\$ million)	\$ 189	\$ 146	29,7%	\$ 331	\$ 271	22,3%
% Exports	73,4%	64,0%		71,5%	64,6%	
Export volume * ('000 cases)	5.893	4.629	27,3%	10.377	8.736	18,8%
Operating Result (Ch\$ million)	\$ 14.416	\$ 3.707	288,9%	\$ 25.947	\$ 9.406	175,8%
Op Results (Sales %)	10,1%	3,4%		10,1%	4,7%	
EBITDA (Ch\$ million)	\$ 19.141	\$ 7.504	155,1%	\$ 35.039	\$ 17.250	103,1%
EBITDA (% Sales)	13,4%	6,8%		13,6%	8,6%	
Net Income (Ch\$ million)	\$ 9.216	\$ 3.482	164,7%	\$ 17.998	\$ 8.728	106,2%
Net Income (% Sales)	6,5%	3,2%		7,0%	4,3%	
EPS (Ch\$)	\$ 12,3	\$ 4,7	164,7%	\$ 24,1	\$ 11,7	106,2%
Stock Value	\$ 1.121	\$ 990	13,2%	\$ 1.121	\$ 990	13,2%

* Export Sales considers total exports and the sales of our distribution subsidiaries.

Concha y Toro: Leading Position

Domestic Market Share

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2Q2014
Concha y Toro	27.1	28.6	30.0	29.7	31.5	30.7	30.4	29.6	28.5	27.4
Santa Rita	24.4	25.5	27.9	28.7	28.9	29.4	29.1	28.0	29.5	30.1
San Pedro - Tarapacá	21.7	21.9	21.8	23.0	22.5	24.4	24.6	26.7	27.3	28.8
Santa Carolina	3.2	3.1	2.3	2.0	1.8	1.8	1.7	1.5	1.4	1.1
Others	23.6	20.9	18.0	16.6	15.3	13.7	14.2	14.2	13.4	12.6

Source: Nielsen

Leading market share over Chilean Exports

	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%
3M 2014	32.0%	30.0%
6M 2014	32.2%	30.0%

Source: Vinos de Chile

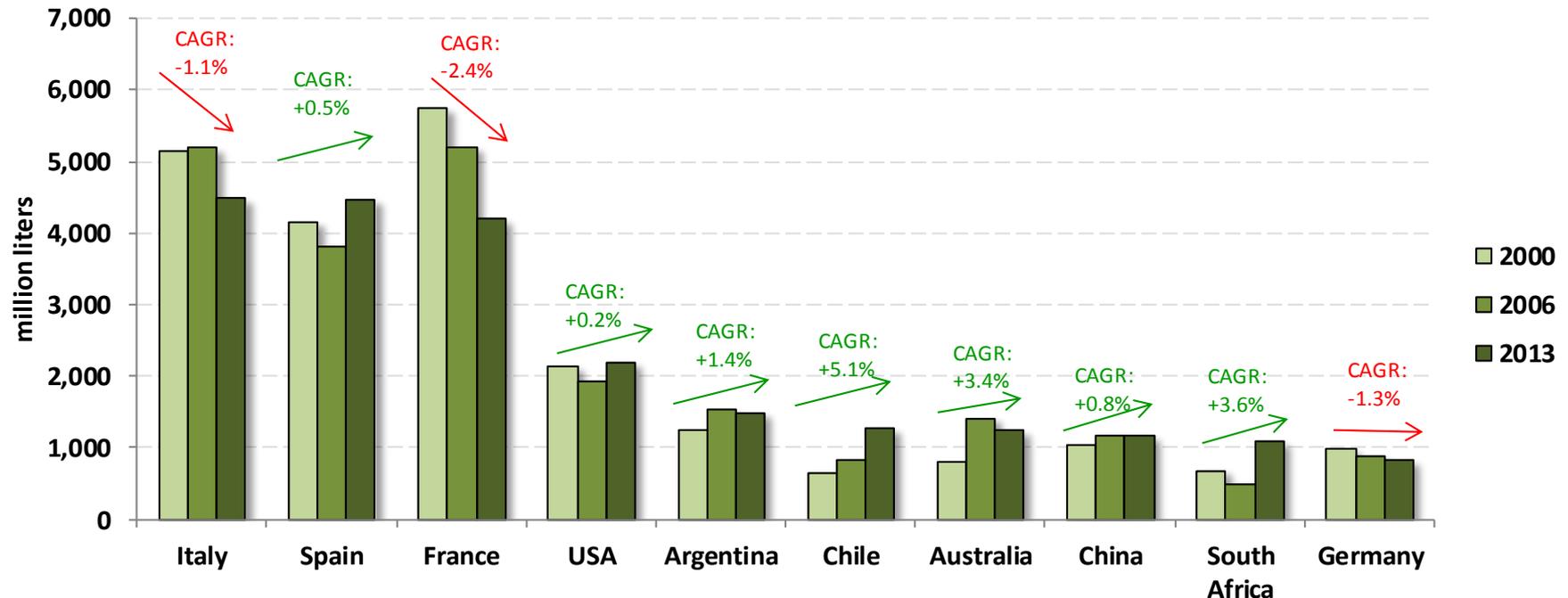
(*) Includes bottled & Bag in Box

II. Global Wine Industry



Wine Industry: Top 10 wine producers

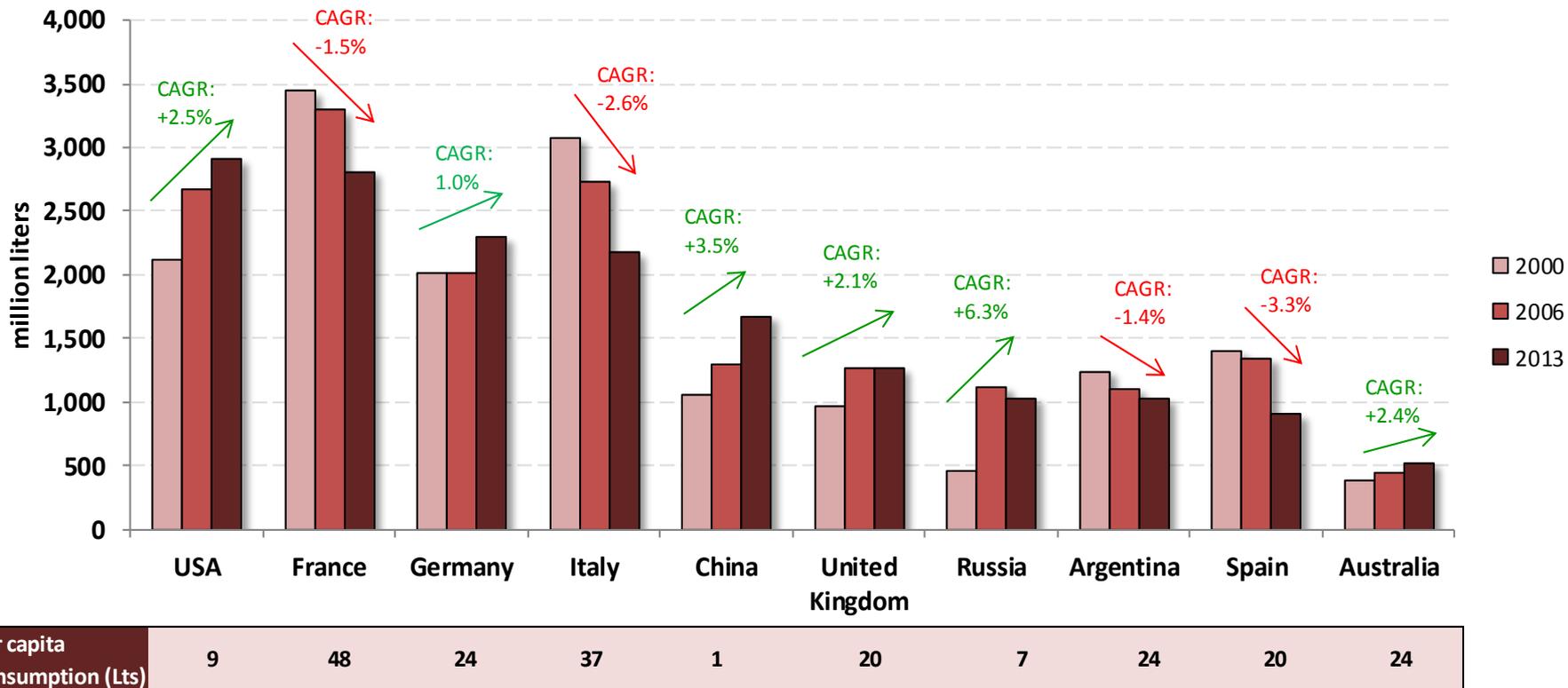
- Global Production decreasing 0.1% per year
- 9.4% increase in 2013



Source: OIV

Wine Industry: Top 10 wine consumers

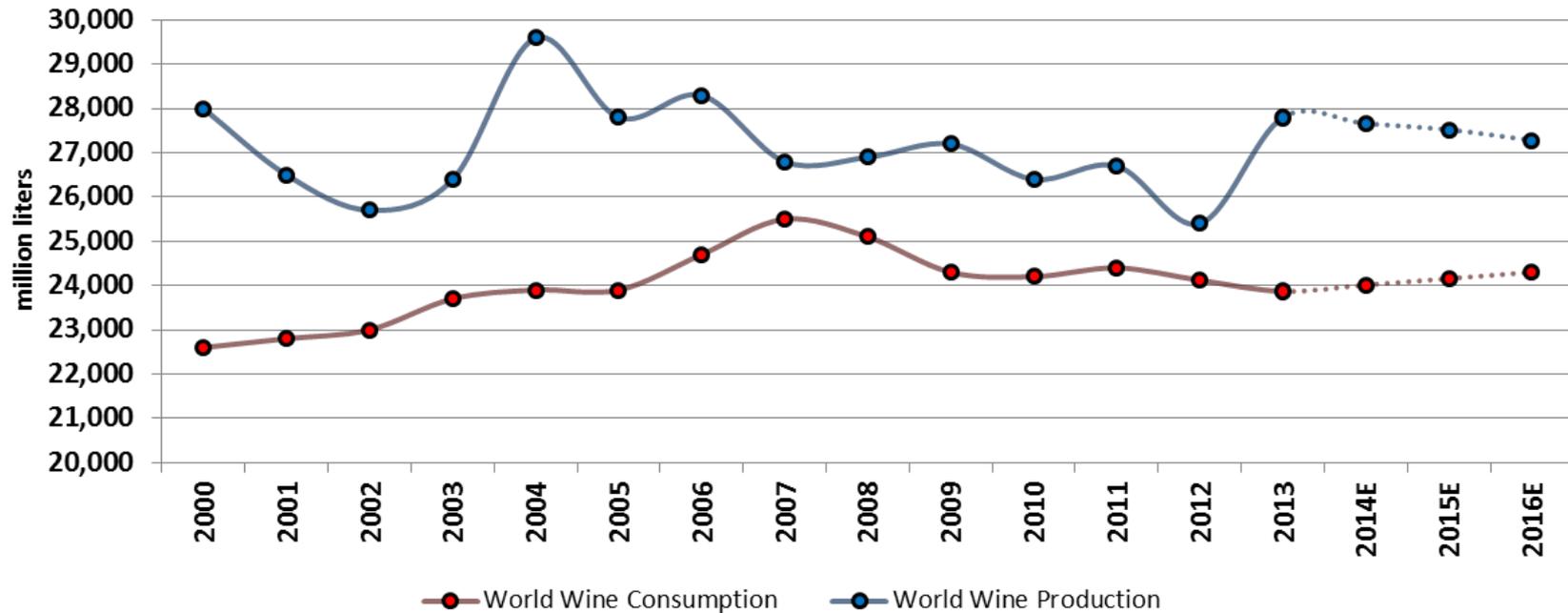
- Global Consumption Increasing 0.4% per year
- Potential markets: Asia, US and Latin America



Source: OIV

Wine Industry: Global Situation

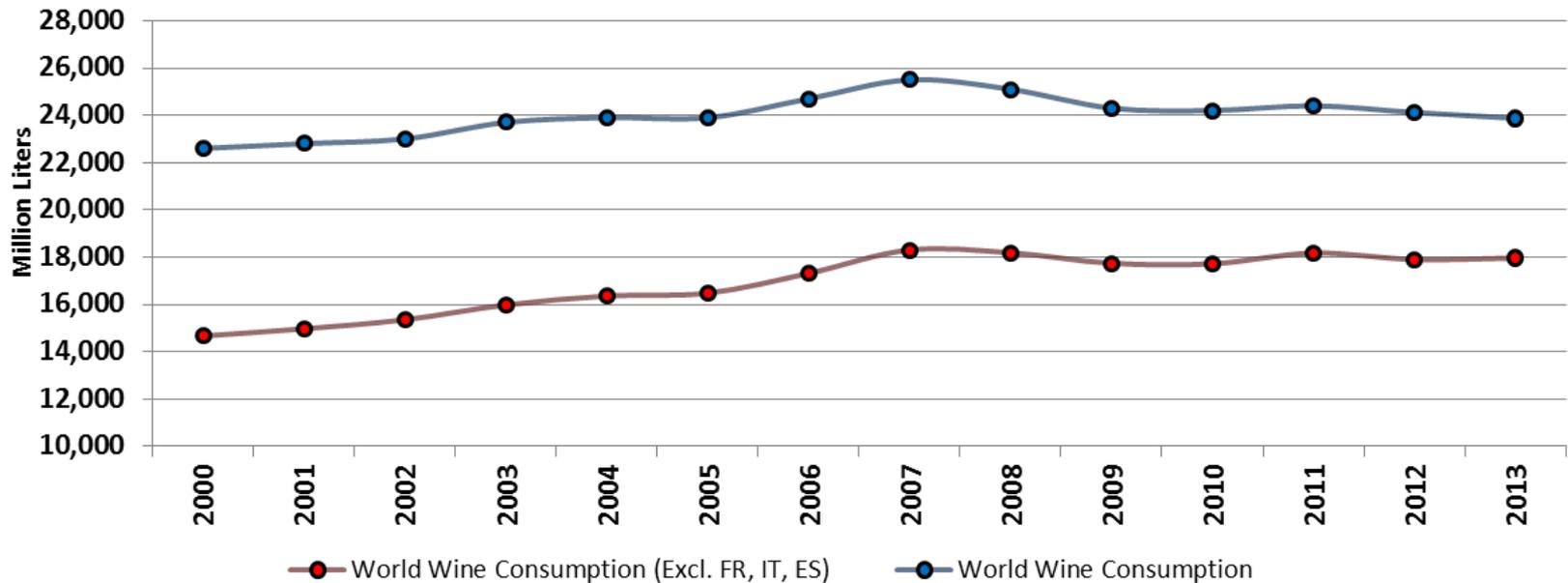
- World Wine Consumption Increasing 0.4% per year from 2000 to 2013
- World Wine Production Decreasing 0.1% per year from 2000 to 2013



Source: OIV, Concha y Toro Estimates

Wine Industry: Global Situation

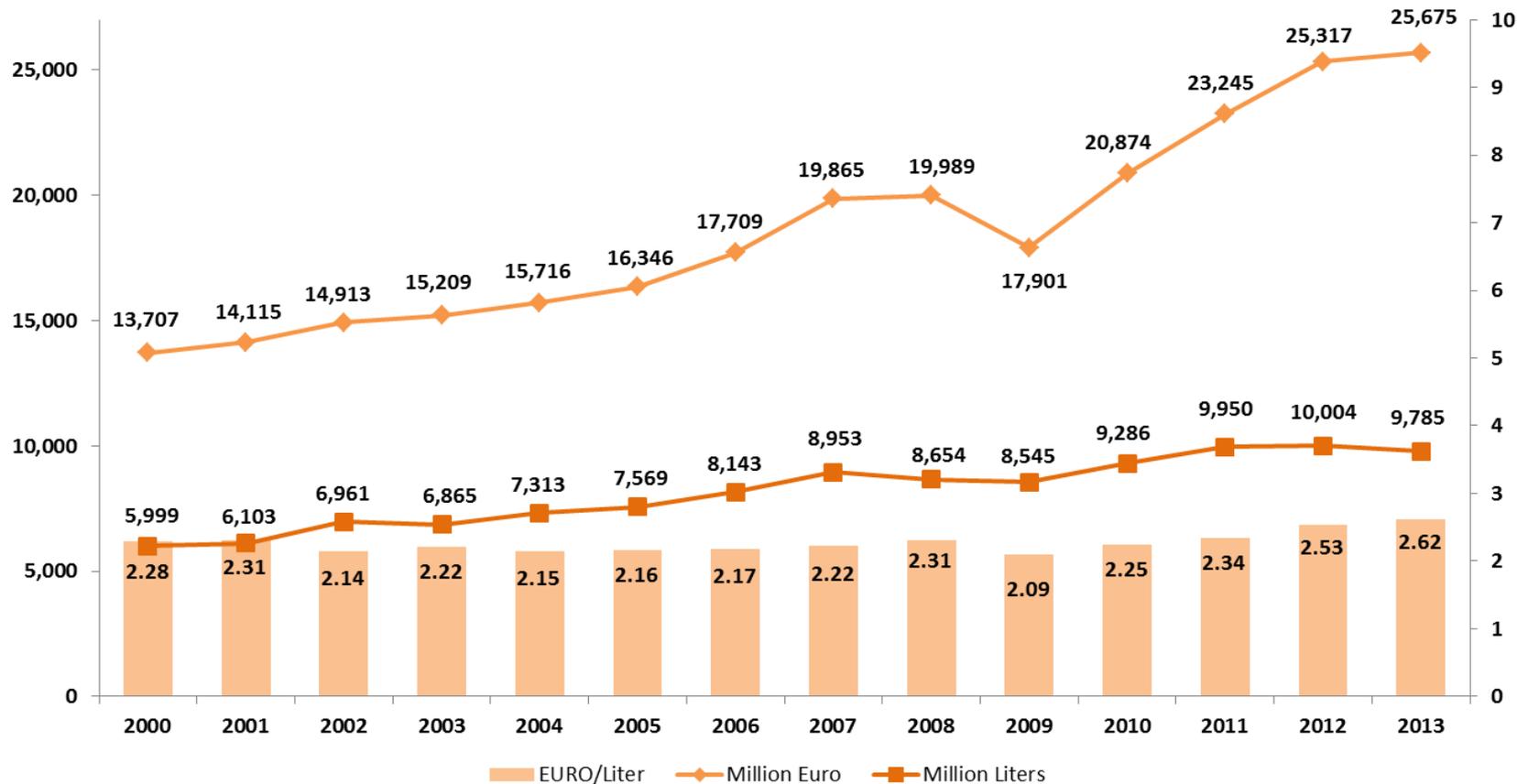
- World Wine Consumption Increasing 0.4% per year from 2000 to 2013
- World Wine Consumption (excl. FR, IT, ES) Increasing 1.4% per year from 2000 to 2013



Source: OIV, Concha y Toro Estimates

Wine Industry: Global Exports

- Global Export Value (€) Increasing 4.9% per year
- Global Export Volume Increasing 3.8% per year



Source: OIV

Wine Industry: Main Wineries per Volume

The top ten players reached 12.4% of total bottled volume sold in 2012

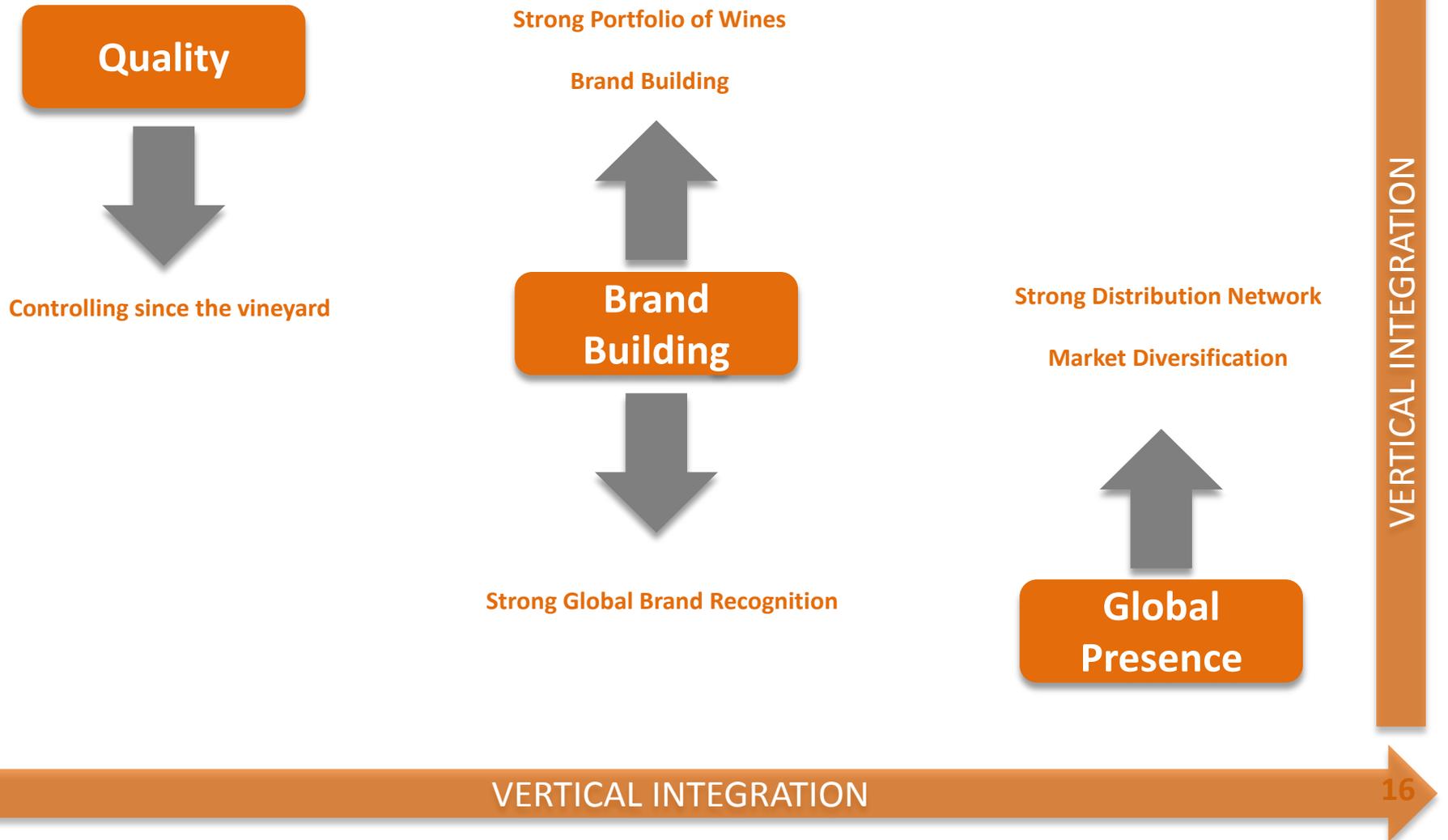
Ranking	Company	Volume Market Share 2012
1°	E & J Gallo Winery Inc	2.60%
2°	Constellation Brands Inc	2.00%
3°	The Wine Group	1.70%
4°	Pernod Ricard Groupe	1.00%
5°	Treasury Wine Estates Ltd	1.00%
6°	Accolade Wines	0.90%
7°	Viña Concha y Toro SA	0.90%
8°	Castel Groupe	0.90%
9°	Grupo Peñaflor	0.80%
10°	CAVIRO	0.60%

Source: EUROMONITOR

III. Business Model



Key Factors & Growth Drivers



Quality



Exclusive Focus on Wine



CASILLERO DEL DIABLO

SALES 2003: **1.0M cases**

SALES 2013: **3.8M cases**

CHANGE: **+3.8 times**

CABERNET SAUVIGNON 2010

Finest Value Cabernet on the planet

Matthew Jukes, Daily Mail, UK

February 2012

Quality Assurance and Consistency

As of June 30, 2014

LIMARÍ VALLEY

Nueva Aurora
Los Acacios
San Julián
El Trapiche

Quebrada Seca
La Granja
Lachica

9,129
Hectares
Planted

CASABLANCA VALLEY

El Triángulo
Lo Ovalle

Los Perales

RAPEL VALLEY

CACHAPOAL VALLEY

Peumo
Las Pataguas
Idahue

Rucahue
Requínoa
Ucuquer

COLCHAGUA VALLEY

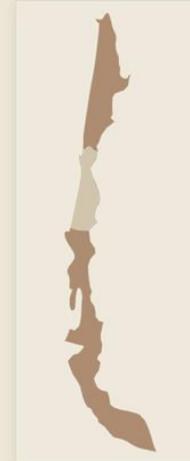
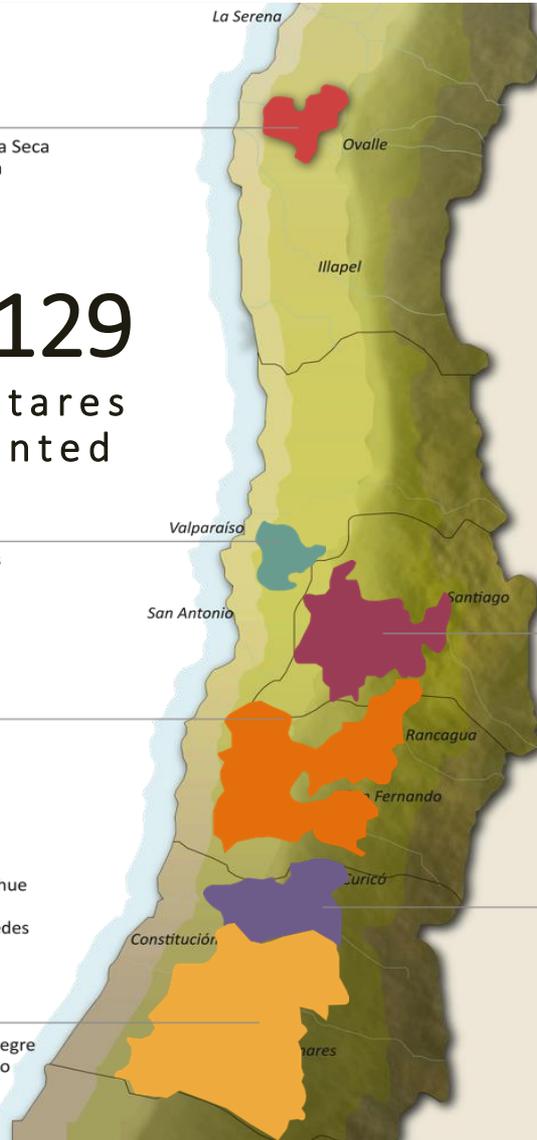
Palo Santo
Agua Santa
La Puerta

Chomedahue
El Estero
Las Mercedes

VALLE DE MAULE

Lourdes
Santa Raquel
Quebrada de Agua
Mariposas

Villa Alegre
El Boldo



MAIPO VALLEY

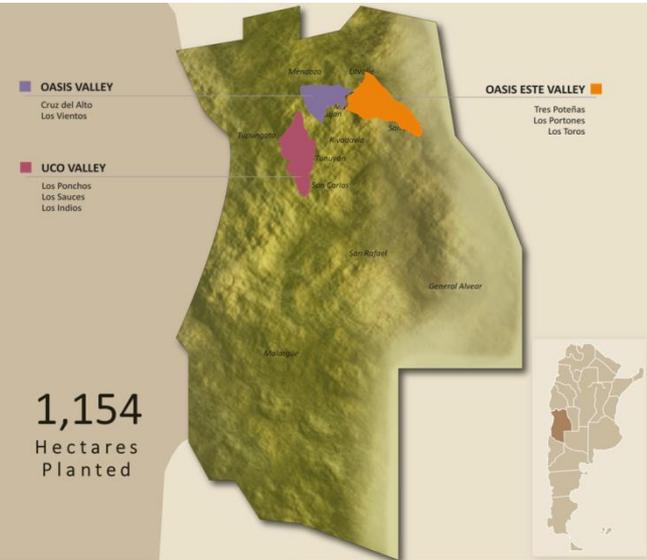
Tocornal
Melchor
La Protectora
El Mariscal
Quinta Maipo

El Llano
Santa Isabel
El Recurso
San Adolfo

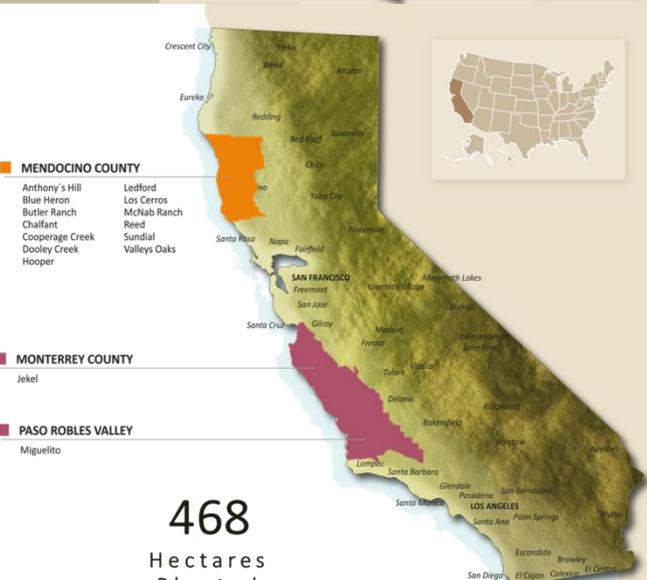
CURICÓ VALLEY

Rauco
San Ignacio
San Manuel

Yungay
El Mirador



1,154
Hectares
Planted



MENDOCINO COUNTY

Anthony's Hill
Blue Heron
Butler Ranch
Chalfant
Cooperage Creek
Doolley Creek
Hooper

Ledford
Los Cerros
McNab Ranch
Reed
Sundial
Valleys Oaks

MONTEREY COUNTY

Jekel

PASO ROBLES VALLEY

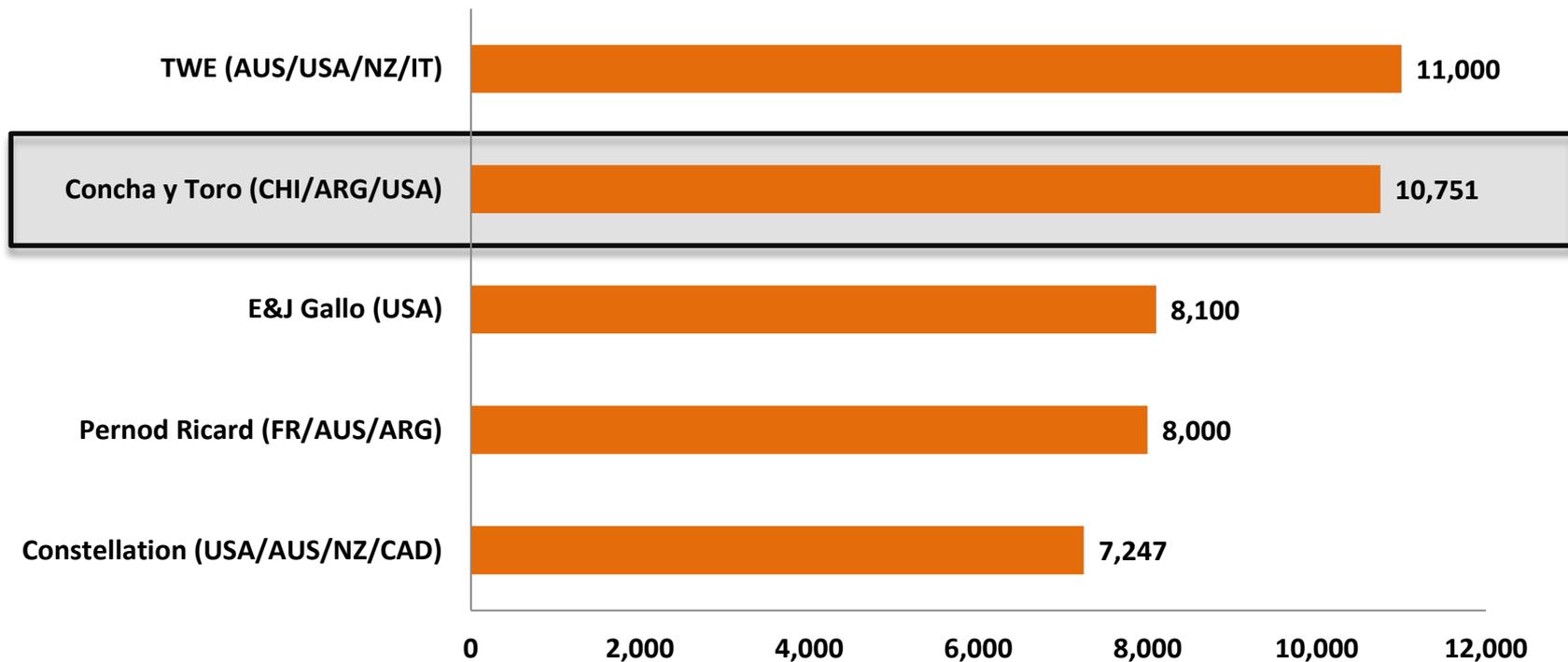
Miguellito

468
Hectares
Planted

Quality Assurance and Consistency

Hectares Planted

As of June 30, 2014

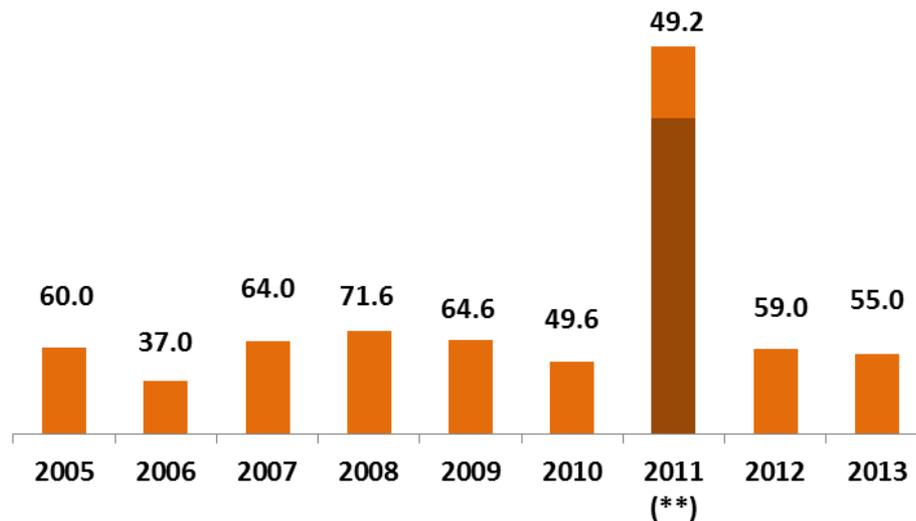


Source: Companies Fact Sheet, Web Site Information, Annual Reports, SEC Filings (20-F & 10-K)

CAPEX

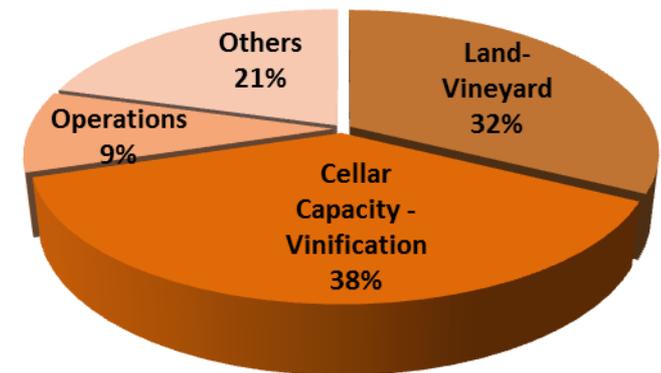
Sustained Investment Over Time

(US\$ million)



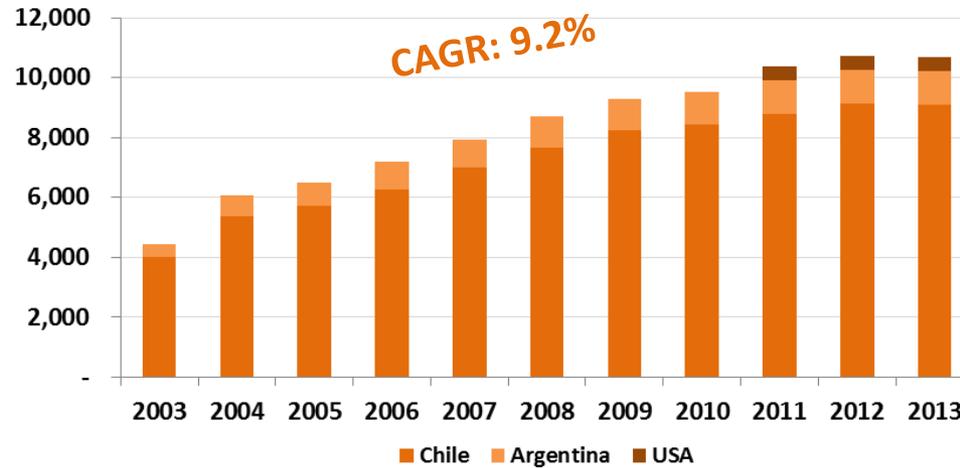
** Inorganic Growth: Fetzer (216.0) + Kross (2.7)

2013 Capex Disclosure



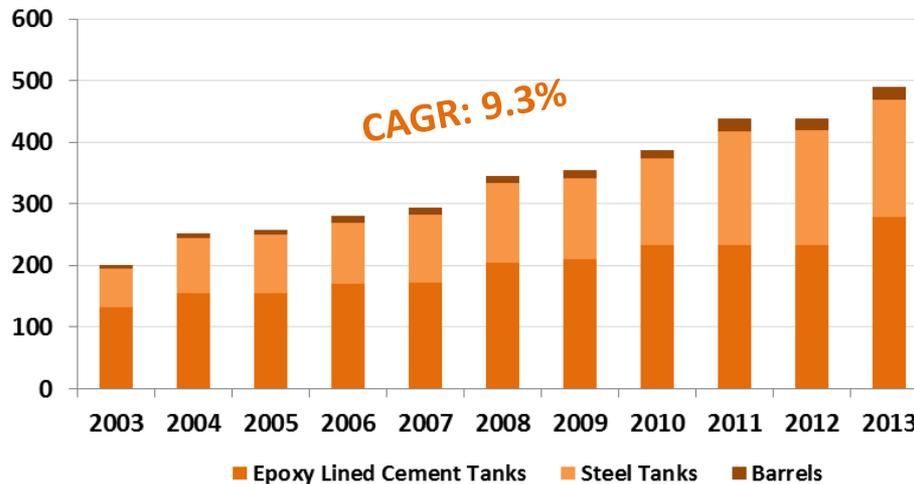
Production Capacity Through Years

Planted Hectares

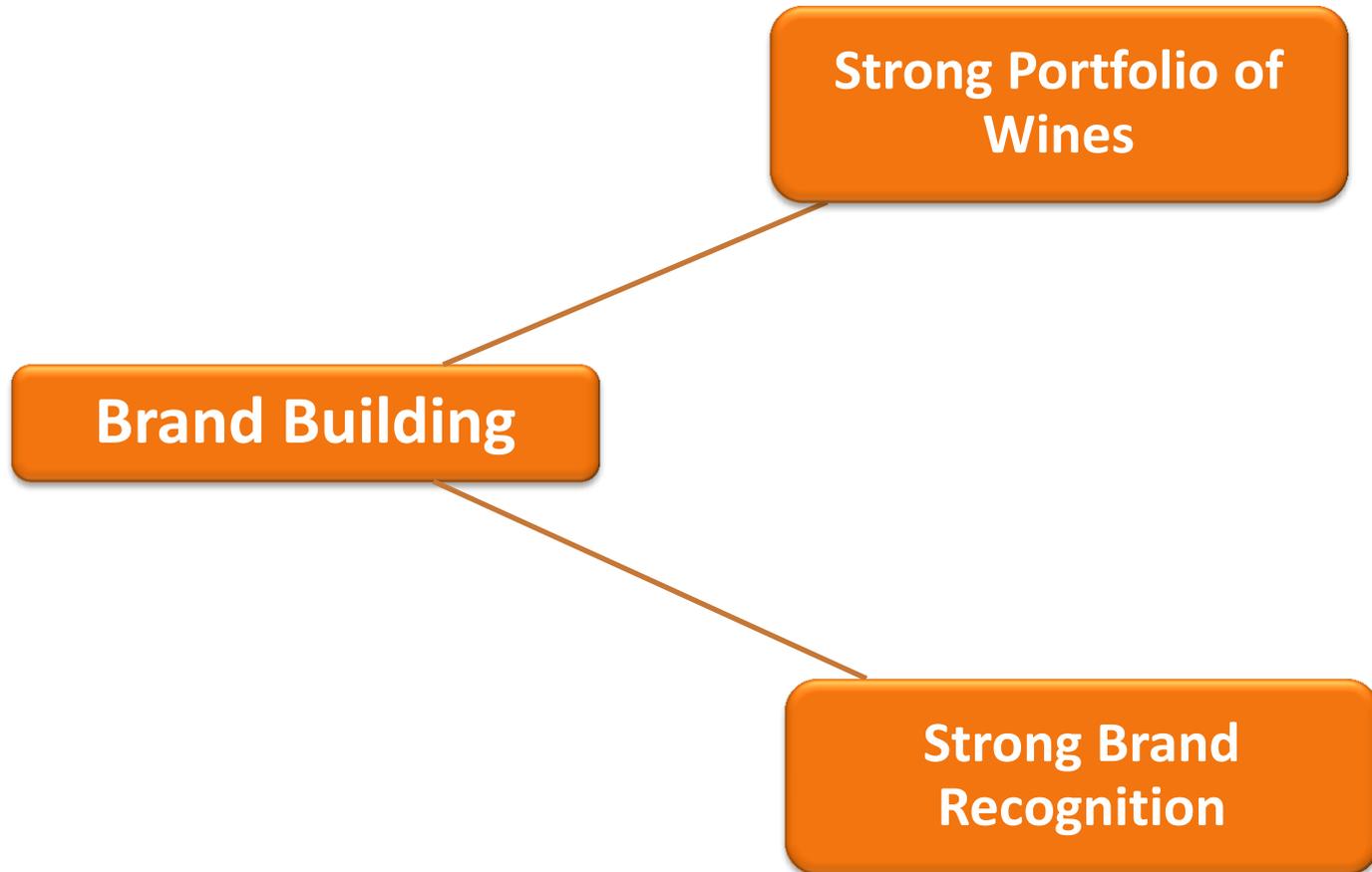


Wine Storage & Ageing Capacity

(million liters)



Brand Building



Strong Portfolio of Wines

Multi Origin Brands

<p>Chile</p>	<p>CONCHA Y TORO</p> 	<p>VIÑA MAIPO</p> 	<p>MAYCAS LIMARI</p> 
<p>Argentina</p>	<p>TRIVENTO</p> <p>BODEGAS Y VIÑEDOS</p>	<p>• F I N C A •</p> <p>LA CHAMIZA</p> <p>WINE OF ARGENTINA</p>	
<p>USA</p>	<p>FETZER</p> <p>THE EARTH FRIENDLY WINERY™</p>	<p>Bonterra</p> <p>ORGANIC VINEYARDS</p>	<p>JEKEL</p> <p>VINEYARDS</p>

Strong Portfolio of Wines



VARIETALS

PREMIUM

SUPER
PREMIUM

ULTRA
PREMIUM

ICON

£5,99 / £4,99 - 5,49
USD 7 / USD 5- 6

£7,49 - 9,99 / £8,99
USD 10 / USD 13

£11,99 / £12,99
USD 14.99 / USD 19.99

£12,99 - 15,99 / £18,99
USD 20 - 25 / USD 40

£40 / £65 / £65
USD 95 / USD 120 / USD 135

% of sales by value 62.3%

31.3%

6.4%

Fuente: La Compañía

Strong Brand Recognition

“World’s Most Admired Wine Brand”
(Drinks International, 2011 – 2013)



“World’s Most Powerful Wine Brand”
(Intangible Business, 2014)



Strong Brand Recognition



HIGHEST ACCOLADES

Wine Spectator

- 6 vintages among the **Top100**

Vintage	Score
2005	96 pts <i>Top 100 N° 12</i>
2003	96 pts <i>Top 100 N° 4</i>
2001	95 pts <i>Top 100 N° 4</i>
2000	94 pts <i>Top 100 N° 26</i>
1993	91 pts <i>Top 100 N° 12</i>
2007	91 pts <i>Top 100 N° 74</i>

- **2009** vintage **94** pts
- **2010** vintage **95** pts *Top wine (May 2014)*



- 5 vintages above **94** points

2007	96 pts
2006	96 pts
2004	94 pts
2001	95 pts
1997	91 pts

HIGHEST ACCOLADES

Wine Spectator

- Vintage 2010, **93** pts.

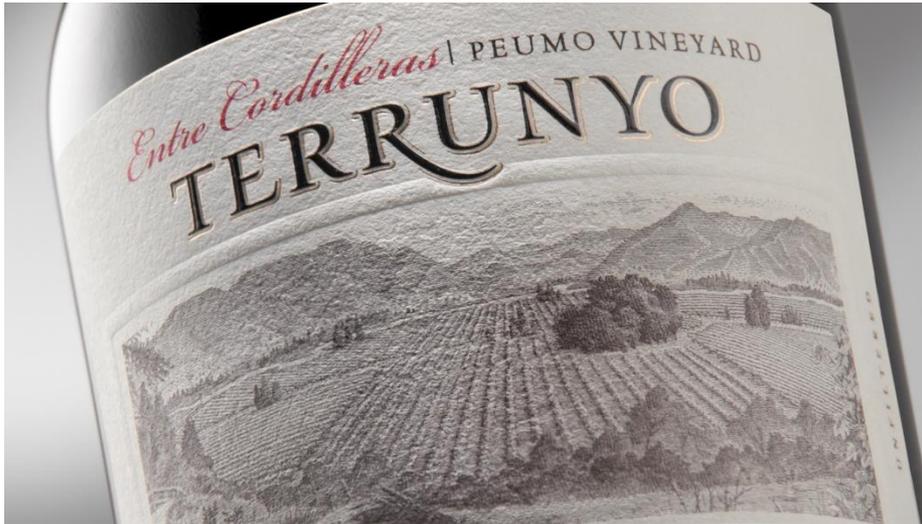


- The highest score awarded to a Chilean wine.
 - Vintage 2005 & 2003, **97** pts.
- Vintage 2007, **96** pts.

Wine Spirits

- Best Chilean Carmenera and among the **100** Best Wines of the Year in all vintages.
- Vintage 2008, Best Terroir Wines of the World.
- Vintage 2011, **95** pts.

Strong Brand Recognition



HIGHEST ACCOLADES

Wine Spectator

- First Chilean Carmenera to appear on the **Top100** list.
- Cabernet Sauvignon 2011, **91** pts.
- Carmenera 2011, **91** pts.

Wine Spirits

- **6** vintages of Carmenera above **92** pts.
- Carmenera 2011, **95** pts.
- Sauvignon Blanc 2013, **93** pts
Year's Best New World Sauvignon Blanc.
- Riesling 2013, **90** pts.

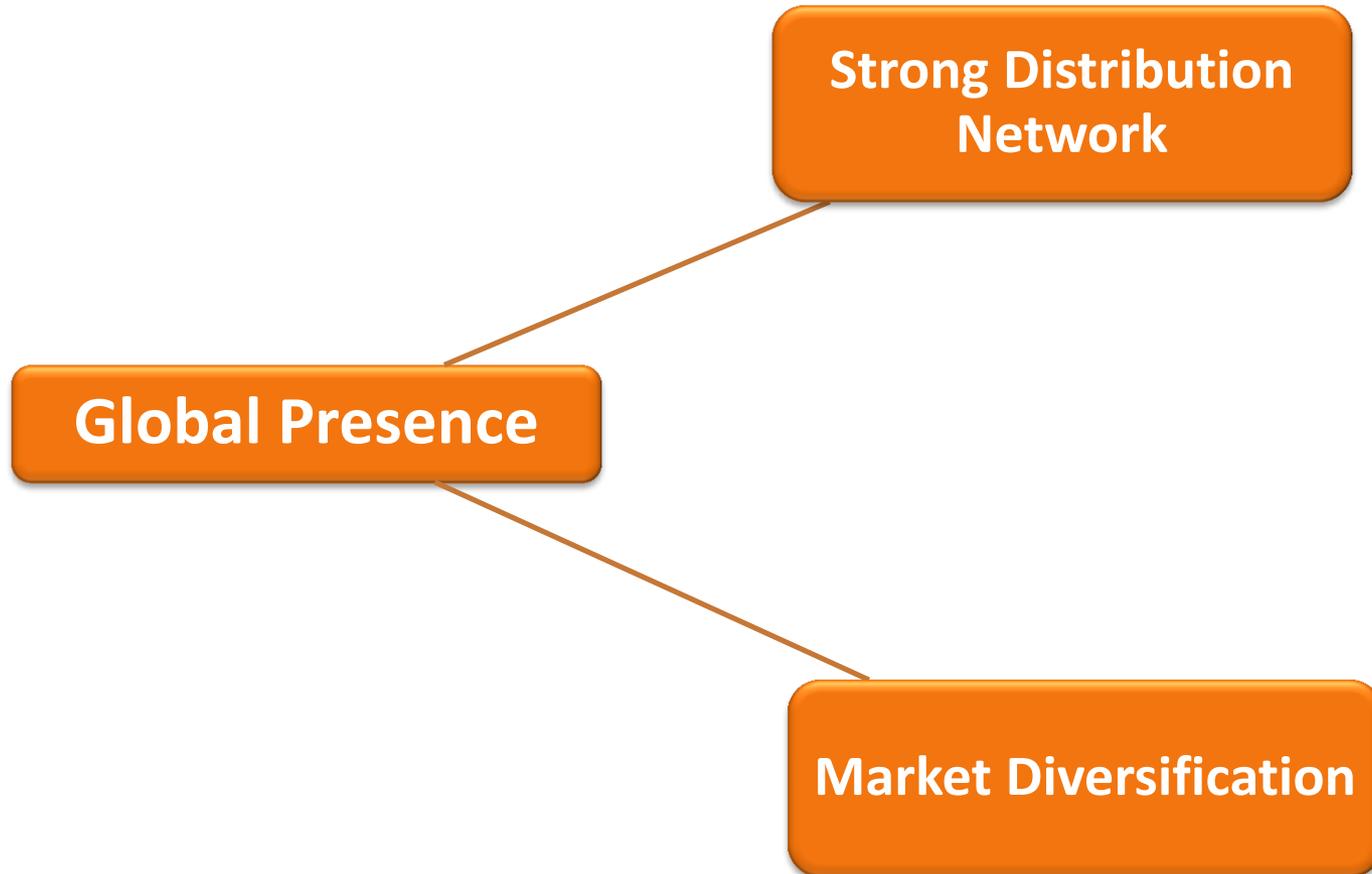
Wine Spectator

- Since 1999, **34** vintages with **90+** points.
- Cabernet Sauvignon 2011, **93** pts.
- **5** times on the Wine Spectator **Top100** list

Syrah 2010	N° 62
Chardonnay 2010	N° 87
Cabernet Sauvignon 2007	N° 56
Merlot 2001	N° 47
Cabernet Sauvignon 2000	N° 56

- Chardonnay 2010, **first** Chilean Chardonnay in the **Top100** list

Global Presence



Global Presence

145 Destination Countries



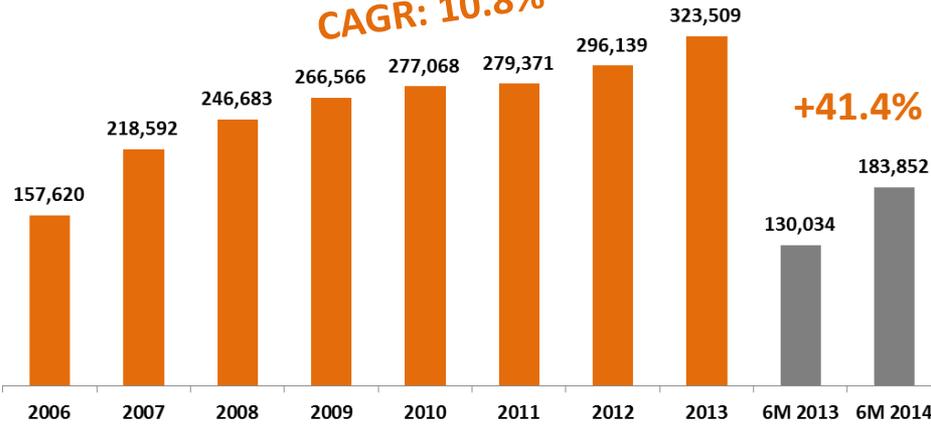
● PRODUCTIVE OPERATIONS ● DISTRIBUTION SUBSIDIARIES ● COMMERCIAL OFFICES

Strong Distribution Network

Export Sales

(million Ch\$, Wine)

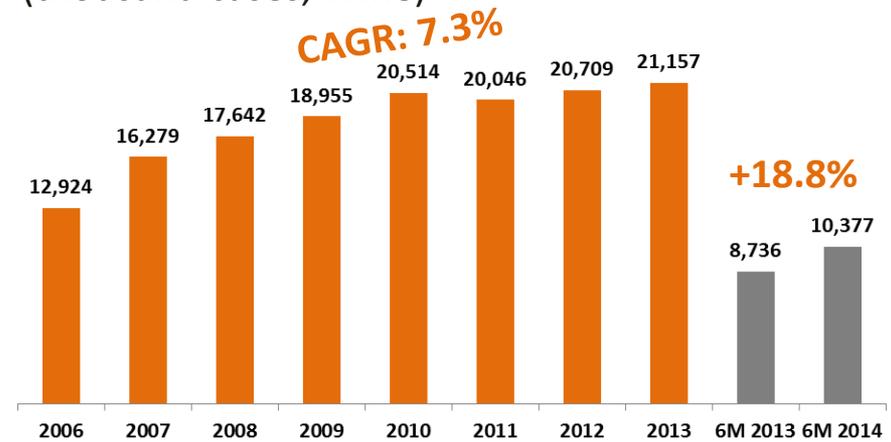
CAGR: 10.8%



Export Volume

(thousand cases, Wine)

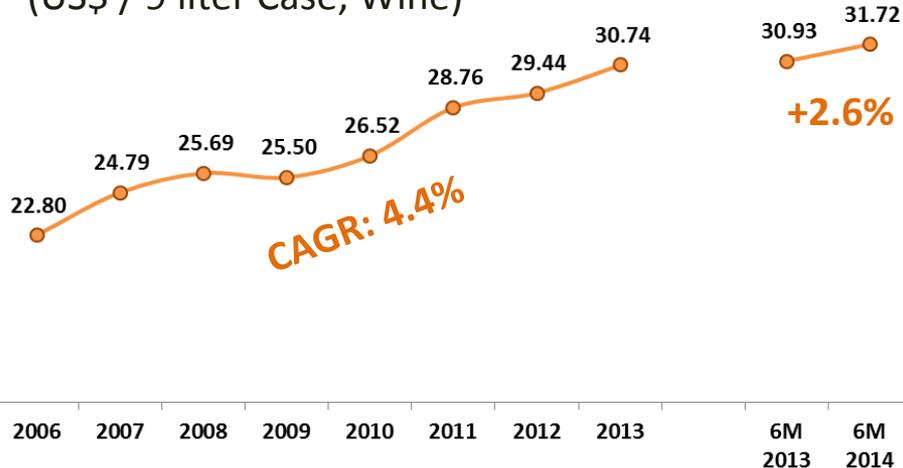
CAGR: 7.3%



Average Export Price

(US\$ / 9 liter Case, Wine)

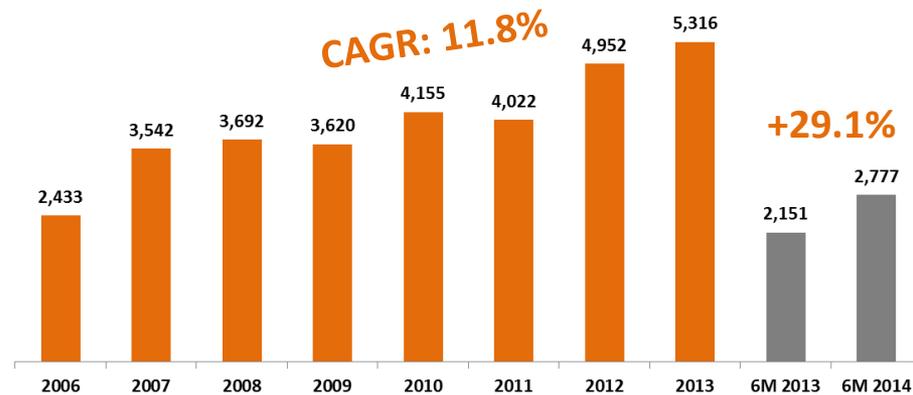
CAGR: 4.4%



Premium Wines Export Volume

(thousand cases)

CAGR: 11.8%

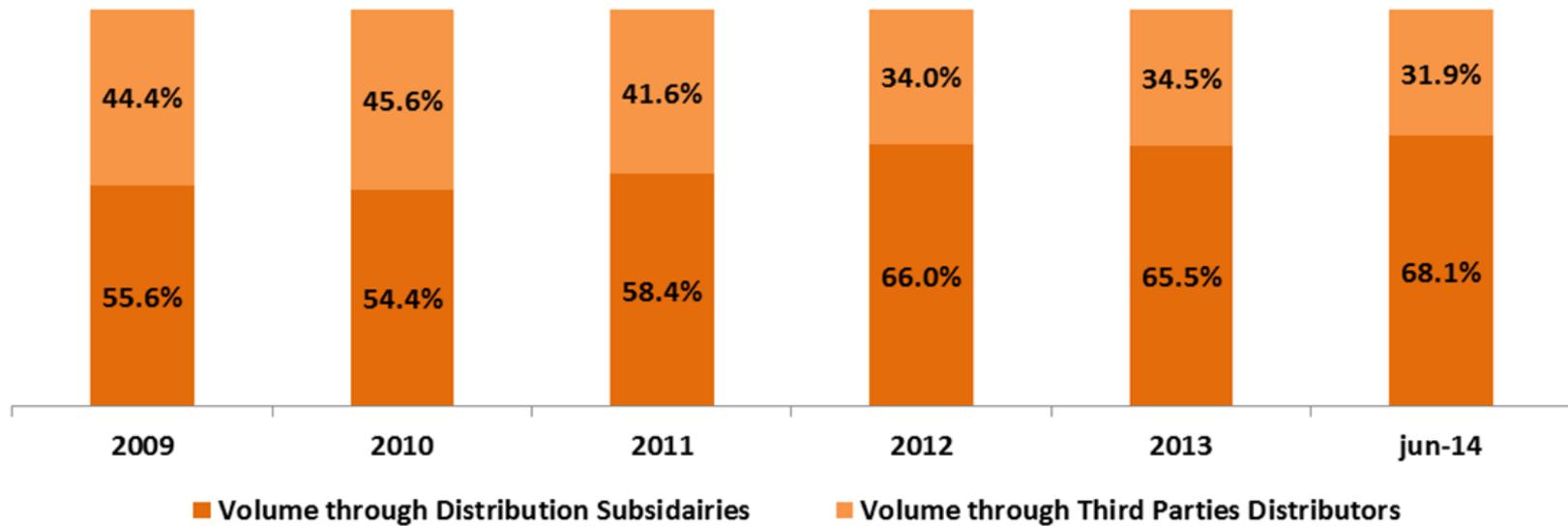


Strong Distribution Network

UK	→ Concha y Toro UK (Since 2001) - 5.6 million cases to Dec 2013
Brazil	→ VCT Brazil (Since 2008) – 811 thousand cases to Dec 2013
Nordics	→ Concha y Toro Nordics (Since 2009) – 1.1 million cases to Dec 2013
Asia	→ VCT Asia (Since 2010) – 2.5 million cases to Dec 2013
USA	→ Excelsior Wine Company (Since 2011) – 2.9 million cases to Dec 2013
Mexico	→ VCT & DG Mexico (Since 2012) – 560 thousand cases to Dec 2013
Africa	→ VCT Africa & Middle East (Since 2012) – 410 thousand cases to Dec 2013
Canada	→ Concha y Toro Canada (Since 2012) - 820 thousand cases to Dec 2013
China	→ VCT China (Since 2013)

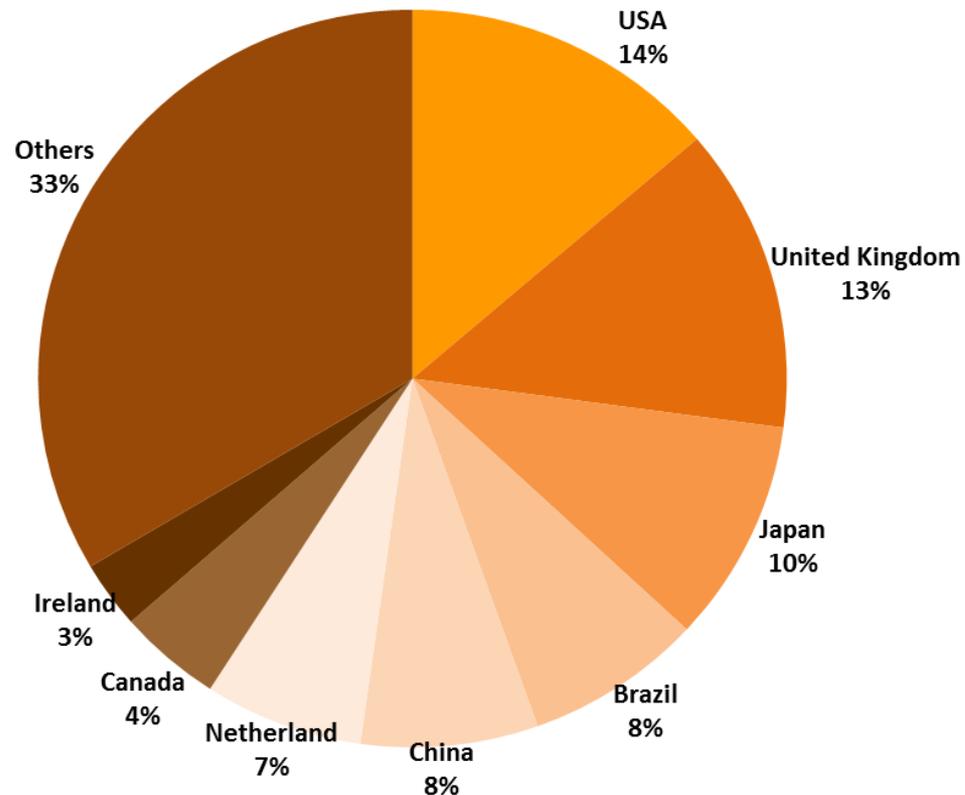
Strong Distribution Network

Distribution Subsidiaries: Driving the growth



Market Diversification – Chilean Exports

Chilean Destination of Bottled Exports



Source: Vinos de Chile

Market Diversification

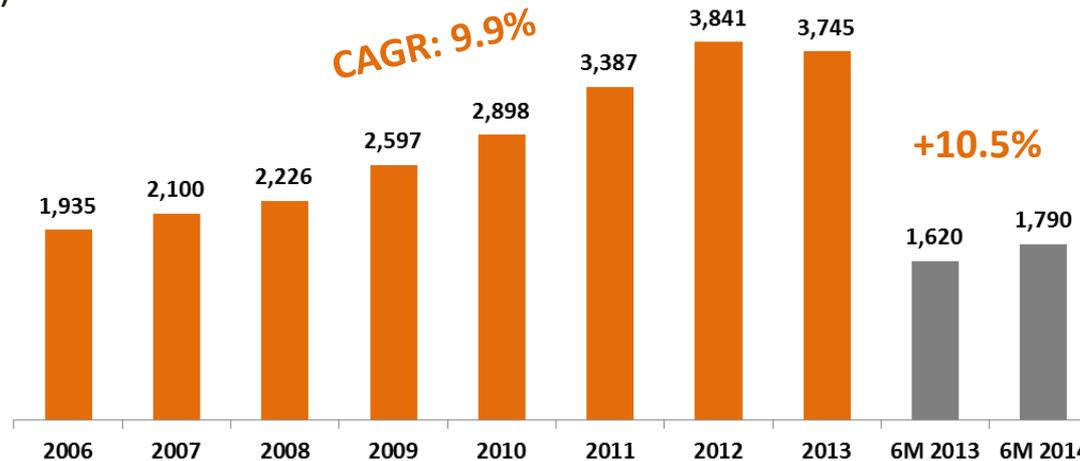
The Chilean Bottled Export Industry – Concha y Toro Leading Position

Rank 2014	Country	Share over chilean bottled exports (volume)	Growth 2014/2013	% Part of CyT in total chilean bottled exports	Rank CyT over Chilean Exports
1	USA	13.7%	-9.6%	38.7%	1
2	United Kingdom	13.4%	-20.2%	42.4%	1
3	Japan	9.8%	19.4%	29.4%	1
4	Brazil	7.7%	24.8%	32.5%	1
5	China	7.7%	59.0%	15.6%	2
6	Netherland	6.9%	4.8%	22.5%	1
7	Canada	4.4%	13.7%	37.2%	1
8	Ireland	3.0%	0.5%	19.1%	2
9	Denmark	2.5%	-7.7%	22.7%	1
10	Germany	2.4%	7.5%	19.8%	1
11	Mexico	2.4%	18.9%	42.7%	1
12	South Korean	2.3%	13.7%	16.5%	1

Source: Vinos de Chile

Market Diversification

Domestic Market – Premium Wine Growth (Thousand Liters)

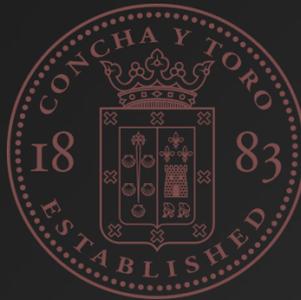


Year	% Premium/ Total Volume	% Premium/ Total Value
2006	3.1%	13.0%
2007	2.7%	13.2%
2008	3.1%	15.2%
2009	3.5%	16.3%
2010	4.1%	17.5%
2011	5.2%	20.2%
2012	6.2%	22.9%
2013	6.3%	24.3%
6M14	6.2%	25.3%

- ✓ 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 continue growing...

CONCHA Y TORO



Corporate Presentation

October 2014

IV. Exhibits



Holding Concha y Toro

Board of Directors

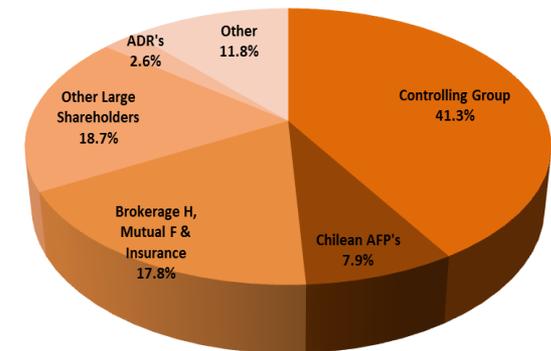


1. Alfonso Larraín Santa María (Chairman)
2. Rafael Guilisasti Gana
3. Mariano Fontecilla de Santiago Concha

4. Francisco Marín Estévez
5. Sergio de la Cuadra Fabres
6. Pablo Guilisasti Gana
7. Jorge Desormeaux Jiménez

Shareholder Structure

(June 30, 2014)



Stock Information

(June 30, 2014)

Date	30.06.2014
Stock Price (Ch\$)	1,121
N° Stocks in Market	747,005,982
Market Cap (Th. Ch\$)	837,468,406

Bottled Sales 2Q2014 & 6M2014

Total Sales^(*) (in Ch\$ million)	2Q14	2Q13	Change (%)	6M 2014	6M 2013	Change (%)
Chile Domestic Market - wine	15,692	14,338	9.4%	27,060	25,895	4.5%
Chile Domestic Market - new business	9,259	8,548	8.3%	19,572	14,397	35.9%
Export markets ⁽¹⁾	99,008	65,915	50.2%	172,909	121,297	42.5%
Argentina Domestic	709	1,952	-63.7%	1,518	2,999	-49.4%
Argentina Exports ⁽²⁾	4,537	3,366	34.8%	8,188	6,529	25.4%
U.S.A. Domestic	10,976	12,190	-10.0%	22,886	22,384	2.2%
U.S.A. Exports ⁽²⁾	1,309	1,311	-0.1%	2,754	2,208	24.8%
Other Revenues	1,366	2,625	-47.9%	2,313	5,617	-58.8%
Total Sales	142,857	110,245	29.6%	257,201	201,326	27.8%

Total Volume^(*) (thousand liters)	2Q14	2Q13	Change (%)	6M 2014	6M 2013	Change (%)
Chile Domestic Market - wine	17,105	15,014	13.9%	28,947	26,707	8.4%
Chile Domestic Market - New Business	4,809	3,876	24.1%	10,996	7,738	42.1%
Export markets ⁽¹⁾	50,906	39,522	28.8%	90,357	74,260	21.7%
Argentina Domestic	704	1,756	-59.9%	1,764	2,531	-30.3%
Argentina Exports ⁽²⁾	2,852	2,426	17.5%	5,031	4,917	2.3%
U.S.A. Domestic	3,977	4,771	-16.7%	8,490	9,152	-7.2%
U.S.A. Exports ⁽²⁾	452	455	-0.8%	906	787	15.1%
Total Volume	80,804	67,821	19.1%	146,492	126,093	16.2%

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

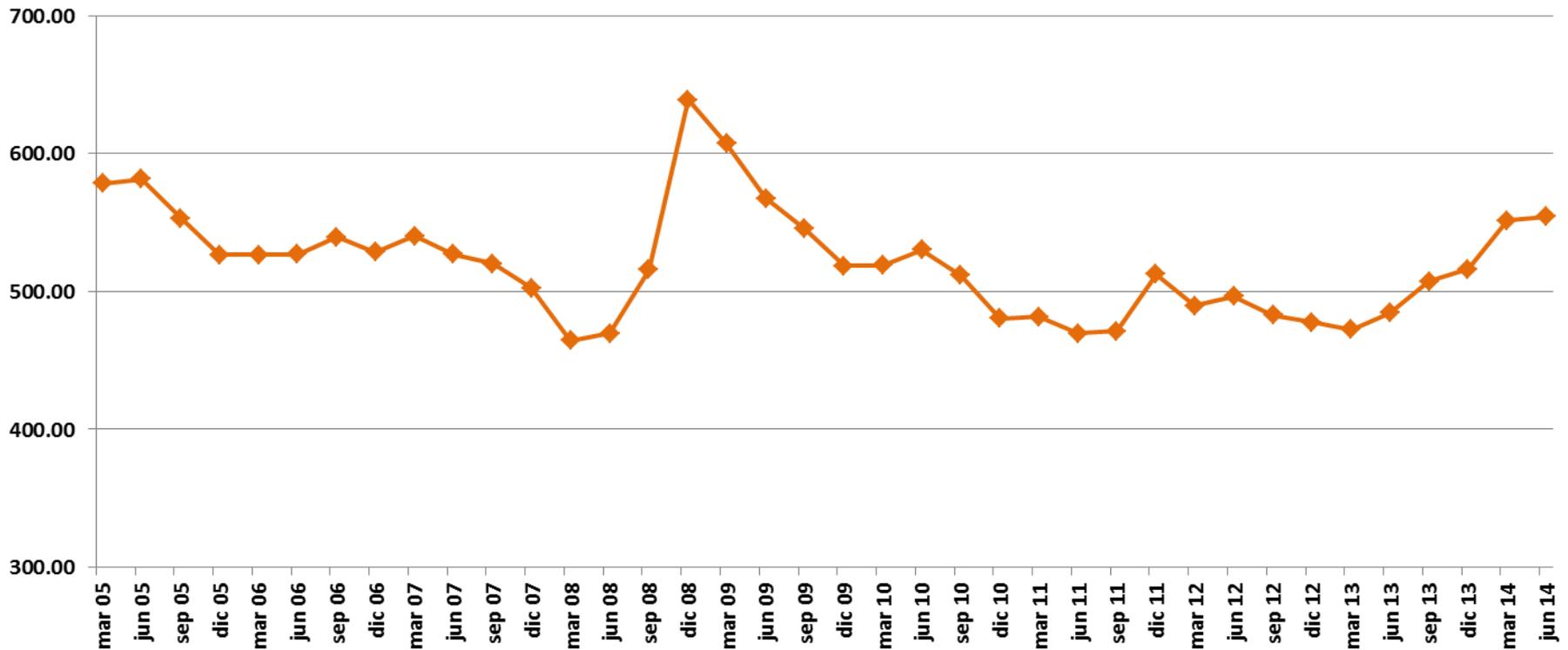
(2) This figure excludes shipments to the company's distribution subsidiaries.

(*) This figure includes bulk wine sales.

Average Price (per liter)	Currency	2Q14	2Q13	Change (%)	6M 2014	6M 2013	Change (%)
Chile Domestic Market - wine	Ch\$	917.4	955.0	-3.9%	935.2	969.6	-3.5%
Export Markets	US\$	3.55	3.47	2.4%	3.52	3.43	2.6%
Argentina Domestic	US\$	1.93	2.69	-28.1%	2.00	2.75	-27.2%
Argentina Exports	US\$	3.15	3.14	0.2%	3.18	3.08	3.5%
U.S.A. Domestic	US\$	5.01	5.27	-5.0%	5.09	5.11	-0.5%
U.S.A. Exports	US\$	5.23	5.94	-12.0%	5.49	5.85	-6.2%

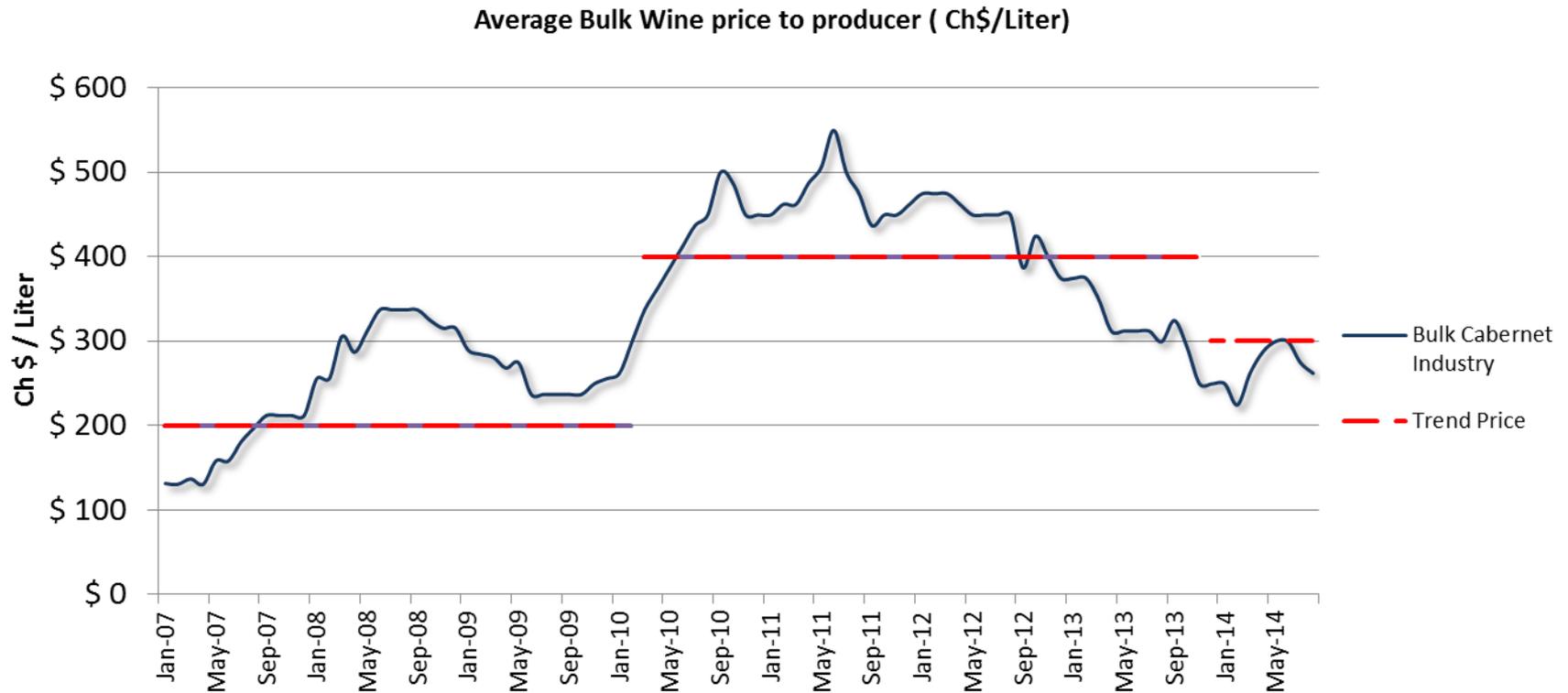
Exchange Rate Main Producers

Chilean Peso against USD



Costs: Significant shift in Chilean bulk wine price curve

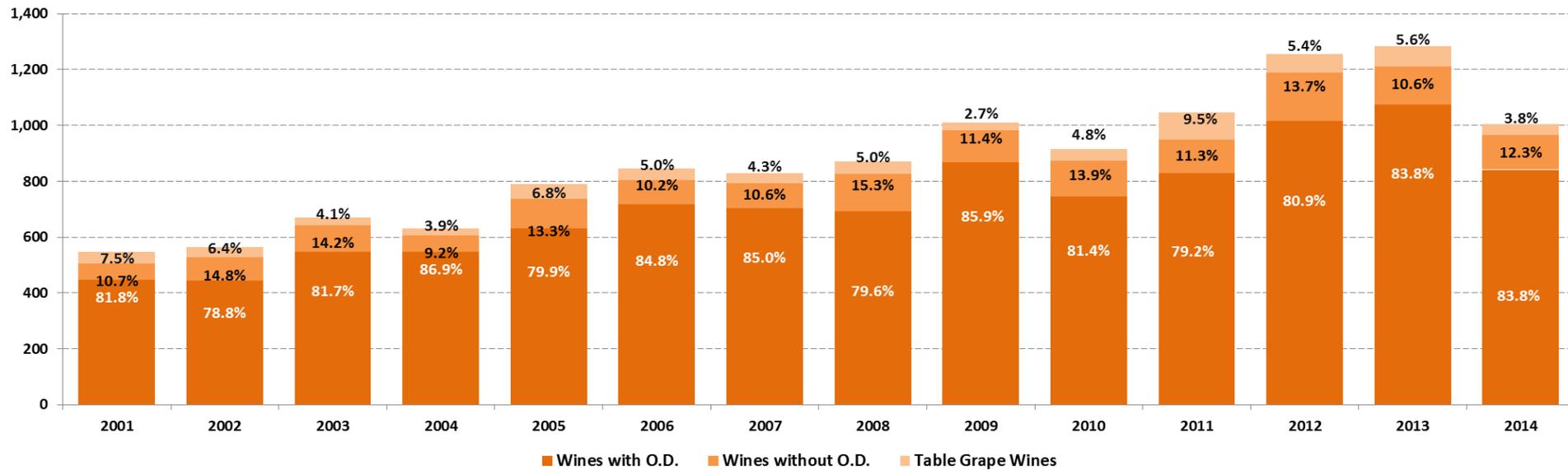
Average bulk wine price to producer (Ch\$/Liter)



Source: ODEPA

Chilean Harvest through the years

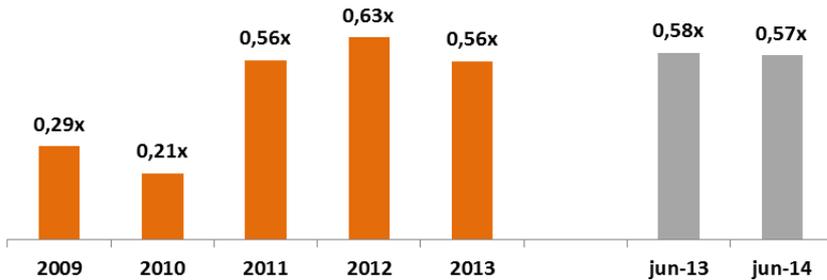
Historical Harvest Volume (Million Liters)



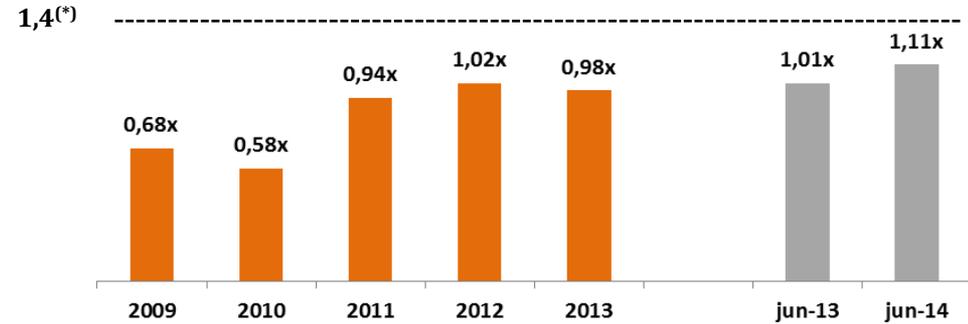
Source: SAG

Conservative Capital Structure

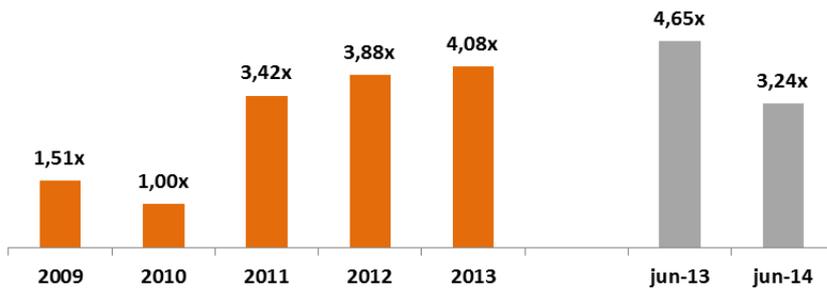
Financial Debt / Equity



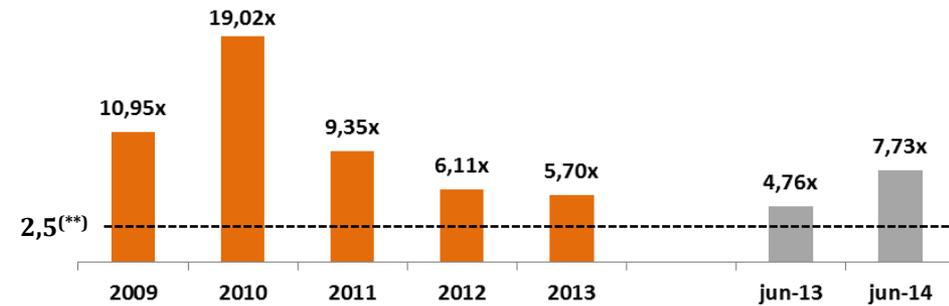
Total Liabilities / Equity



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)

Financial Debt

Financial Debt* as of:	Jun-14		Jun-13	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	133,881	3.02%	141,052	3.01%
EUR			2,132	1.32%
GBP	3,121	1.49%		
CLP	9,714	4.10%	2,500	5.58%
UF	81,963	3.74%	80,656	3.74%
ARS	5,296	17.98%	8,435	15.53%
BRL	8,867	11.63%	8,074	10.00%
MXN			1,290	6.34%
SEK	983	2.10%		
Total	243,824	3.92%	244,140	3.95%

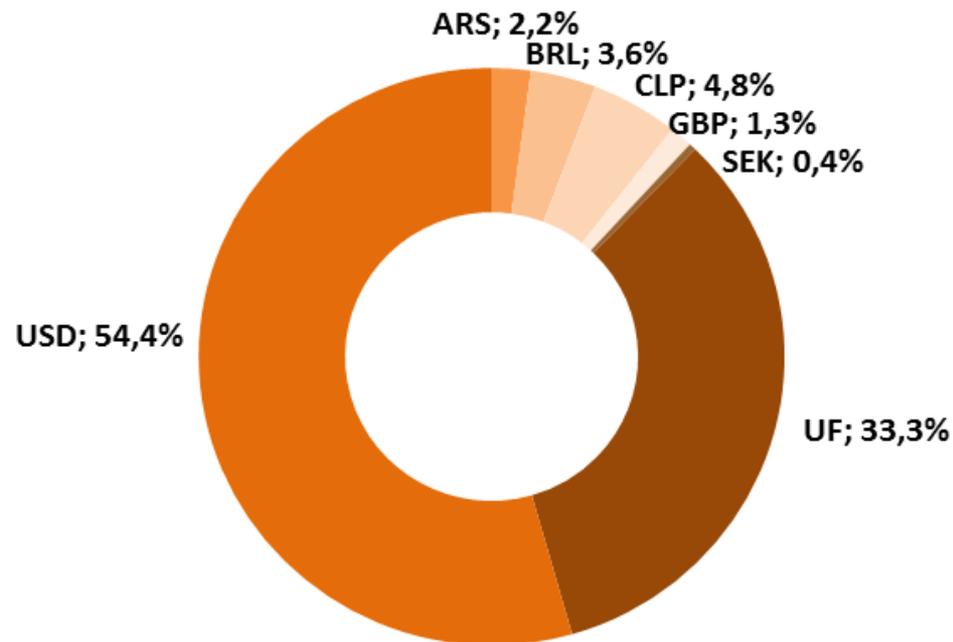
* Does not include interest accrued.

In nominal Chilean Pesos at the end of each period

Financial Debt

Financial Debt by Currency

As of June 30, 2014 ⁽¹⁾

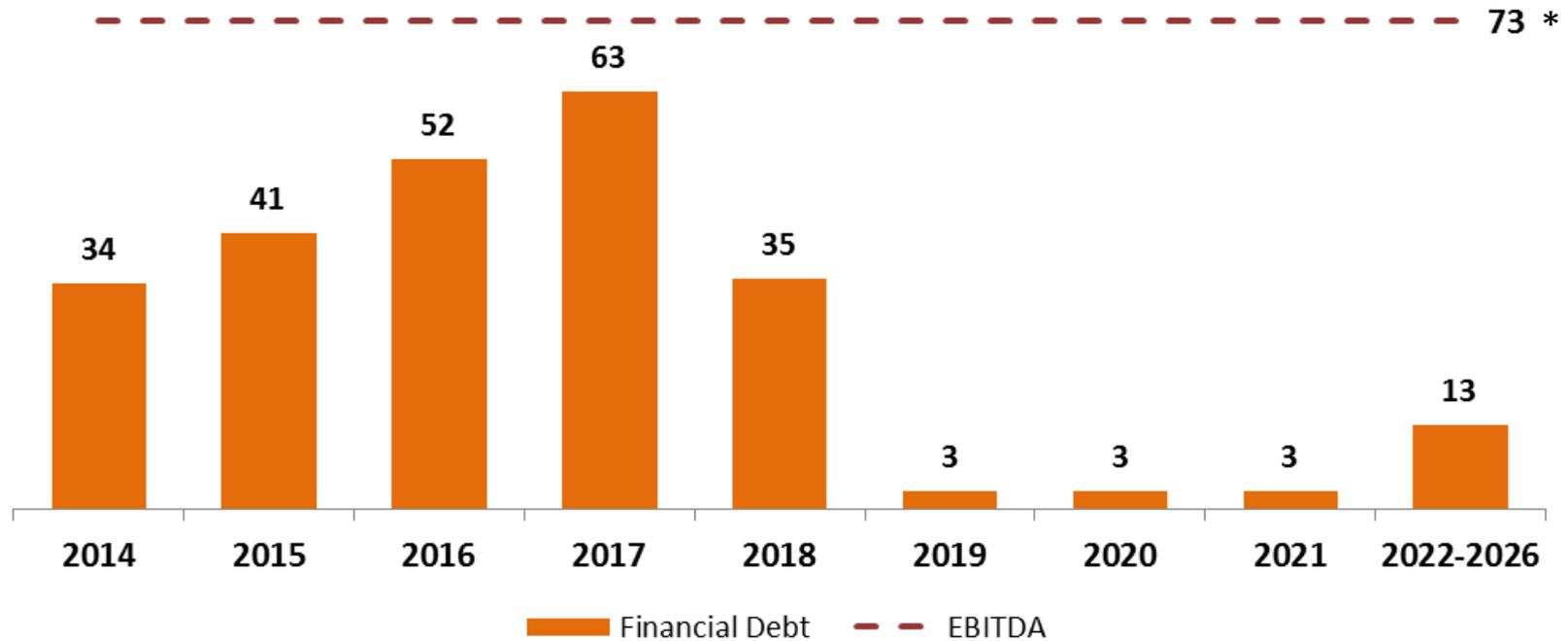


Source: The Company

(1) Considers current and non current financial liabilities excluding derivatives

Financial Debt

Expected Maturity Date⁽¹⁾, as of June 30, 2014
(Million Ch\$)



Source: The Company

(1) Considers current and non current financial liabilities excluding derivatives

* EBITDA, Last 12 Months (as of June 2014)