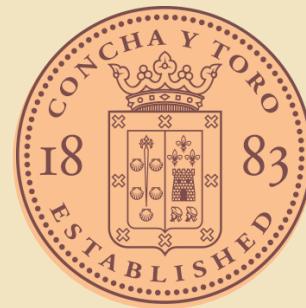


CONCHA Y TORO

CONCHA Y TORO

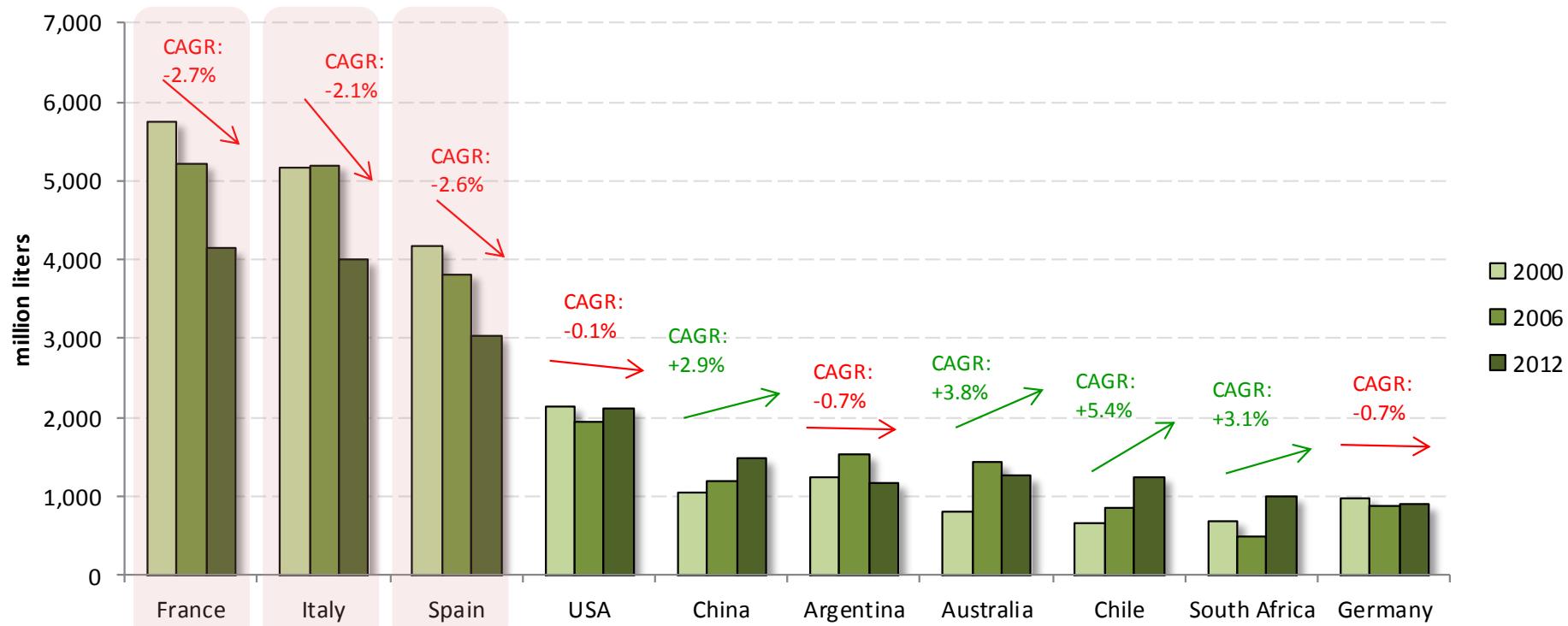


Corporate Presentation

January 2014

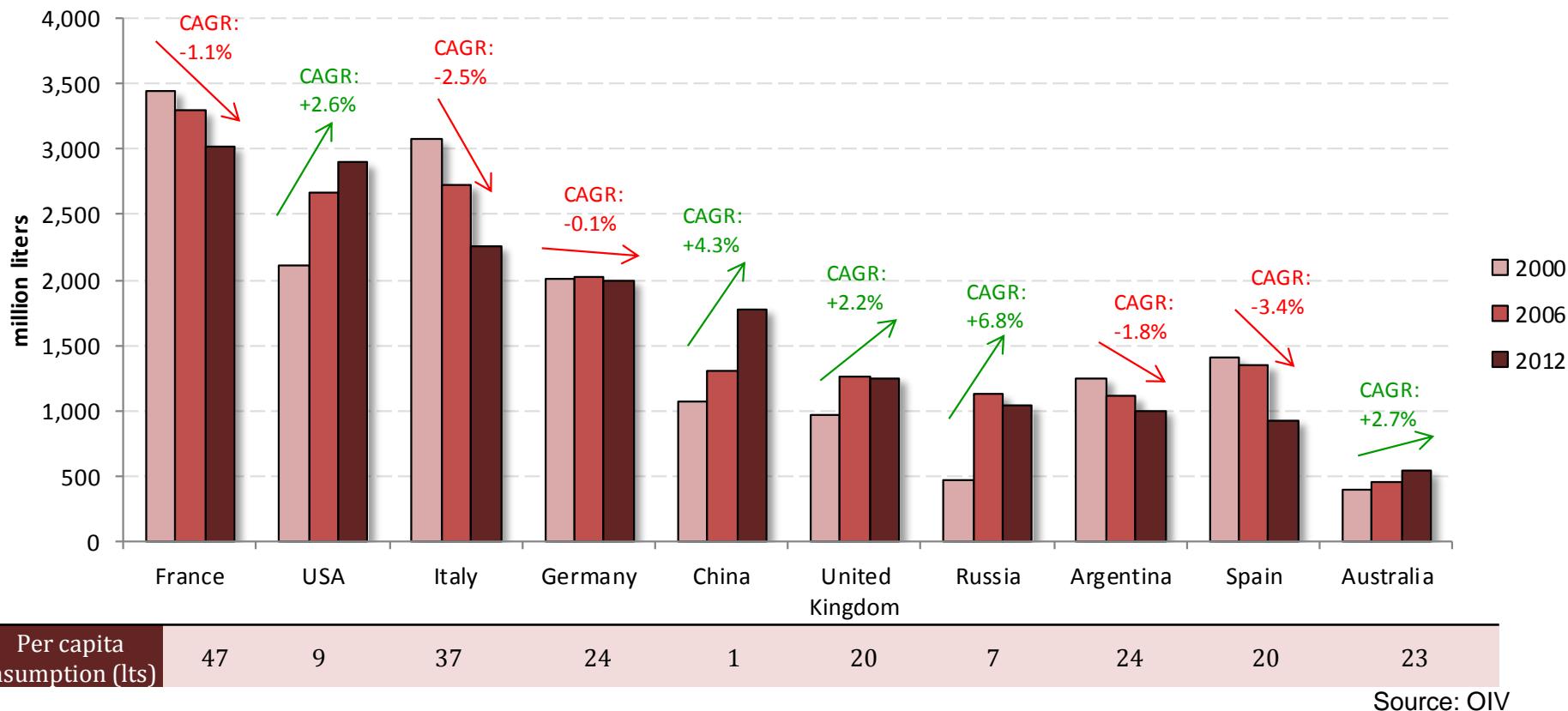
Wine Industry: Top 10 wine producers

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



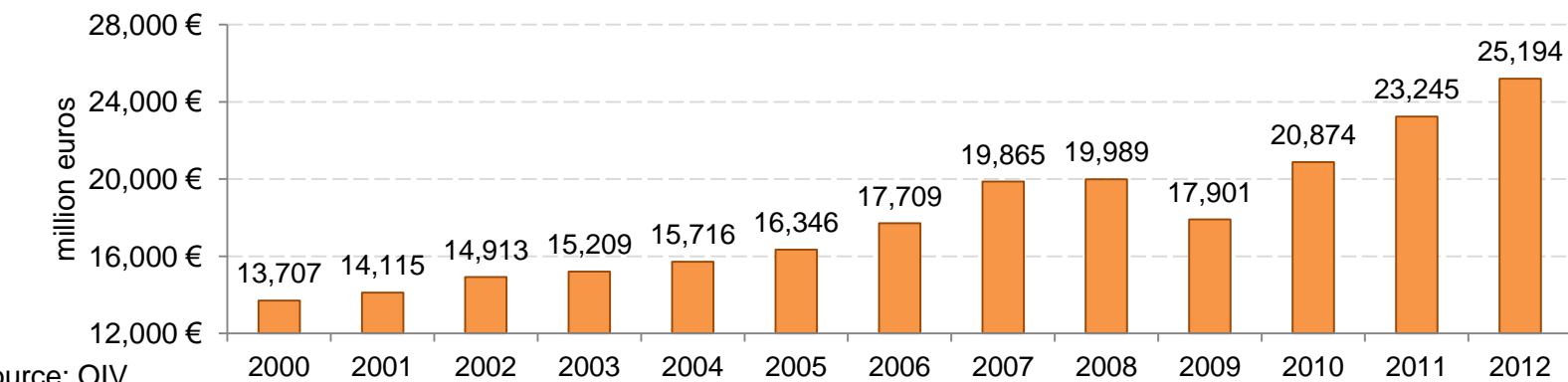
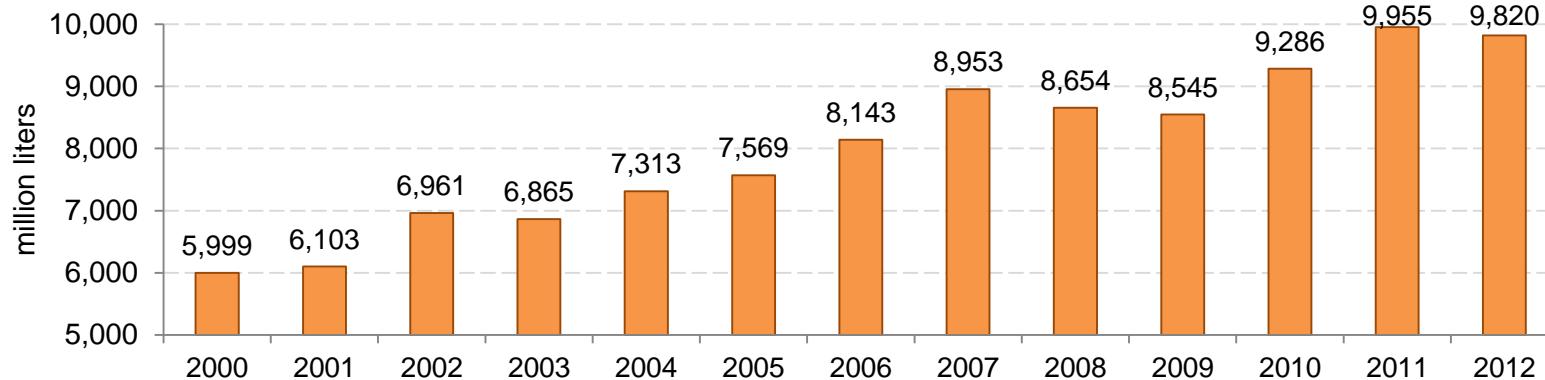
Wine Industry: Top 10 wine consumers

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



Wine Industry: Global Exports

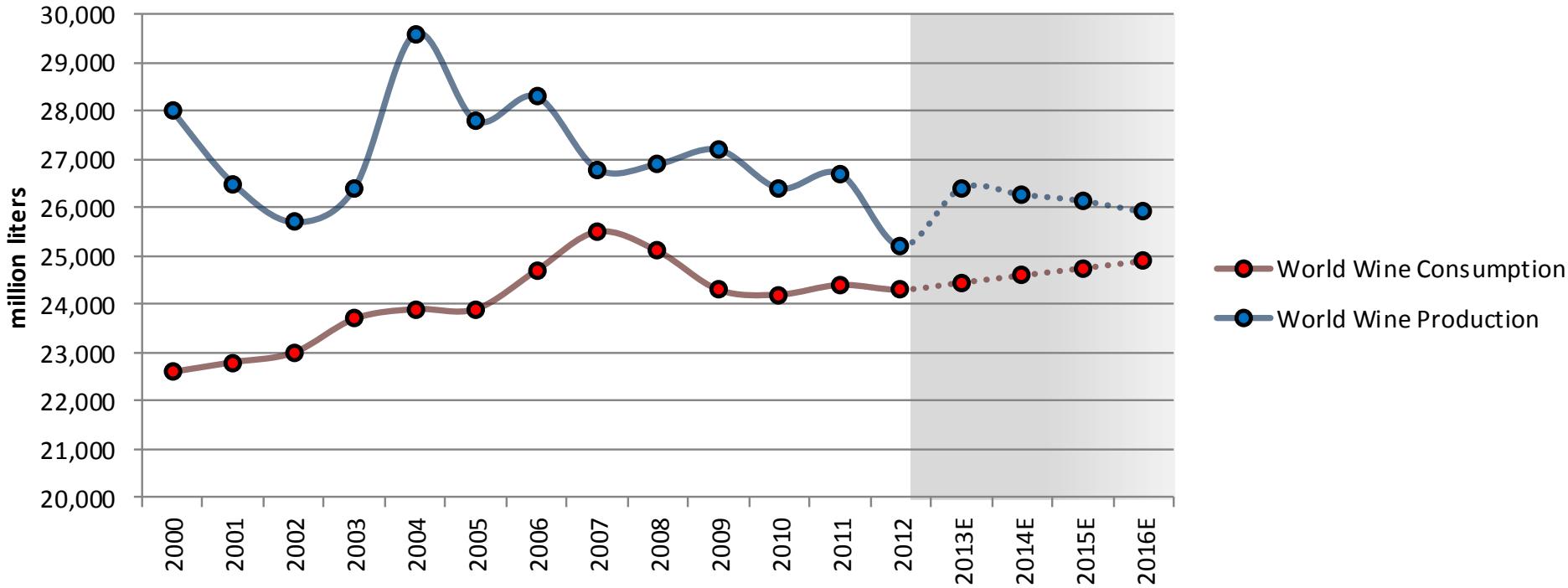
- Global Export Volume Increasing 5.2% per year
- Global Export Value (€) Increasing 4.2% per year



Source: OIV

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.

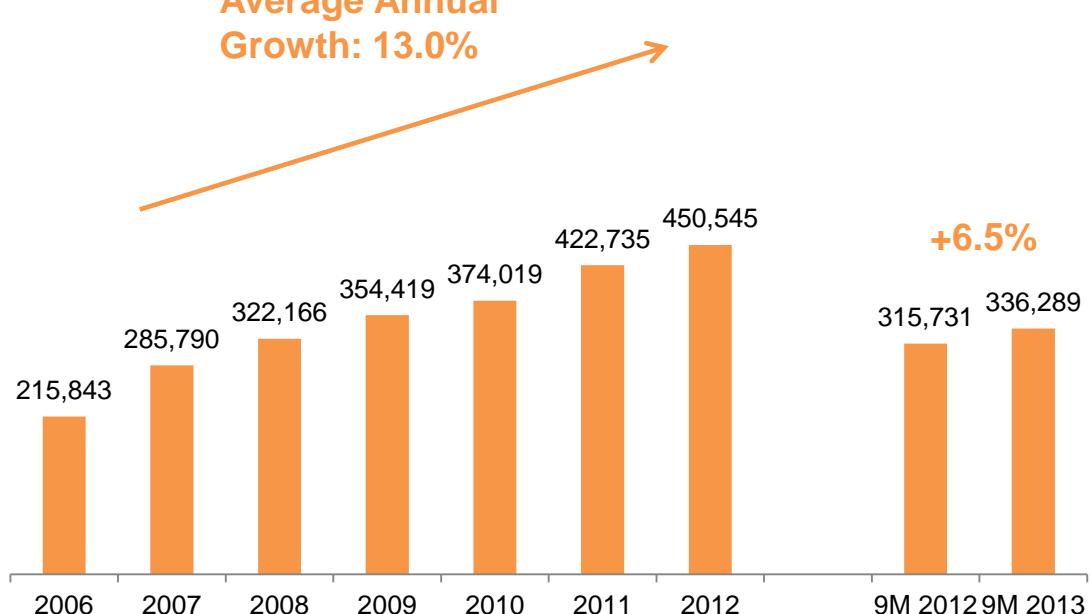


Source: OIV, Concha y Toro Estimates

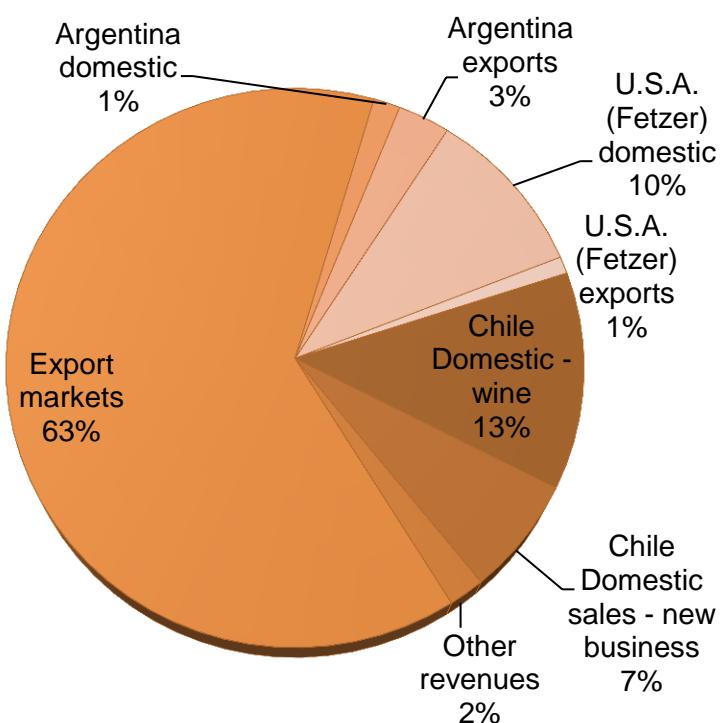
Concha y Toro: Consolidated Sales

Million Ch\$

Average Annual
Growth: 13.0%



Sales Breakdown 9M13



(*) Nominal figures. For years 2008 and before, sales are expressed in Chilean GAAP.
For 2009 onwards, sales are expressed in IFRS.

Sales of distribution subsidiaries are included in Export Markets.

Concha y Toro Performance

Income Statement	2006	2012	CAGR
Sales (Ch\$ million)	\$ 215,843	\$ 450,545	13.0%
Exports * (Ch\$ million)	\$ 157,620	\$ 294,362	11.0%
Exports * (US\$ million)	\$ 295	\$ 606	12.8%
% Exports	73.0%	65.3%	
Export volume * ('000 cases)	12,924	20,549	8.0%
Operating Result (Ch\$ million)	\$ 24,323	\$ 35,992	6.7%
Op Results (Sales %)	11.3%	8.0%	
EBITDA (Ch\$ million)	\$ 35,493	\$ 53,680	7.1%
EBITDA (% Sales)	16.4%	11.9%	
Net Income (Ch\$ million)	\$ 16,161	\$ 30,022	10.9%
Net Income (% Sales)	7.5%	6.7%	
EPS (Ch\$)	\$ 22.5	\$ 40.2	10.2%
Stock Value	\$ 799	\$ 933	2.6%

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

Concha y Toro Business Model: Key Factors & Growth Drivers



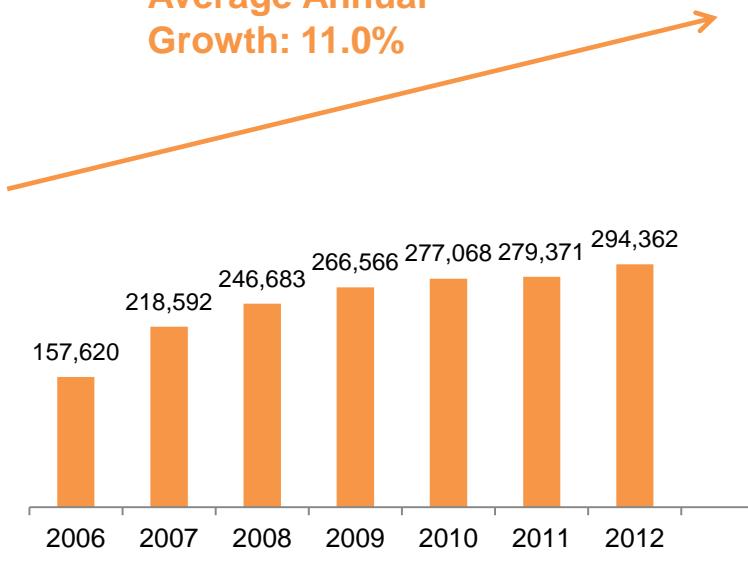
Concha y Toro Business Model: Key Factors & Growth Drivers



Concha y Toro Export Sales (Bottled Wine)

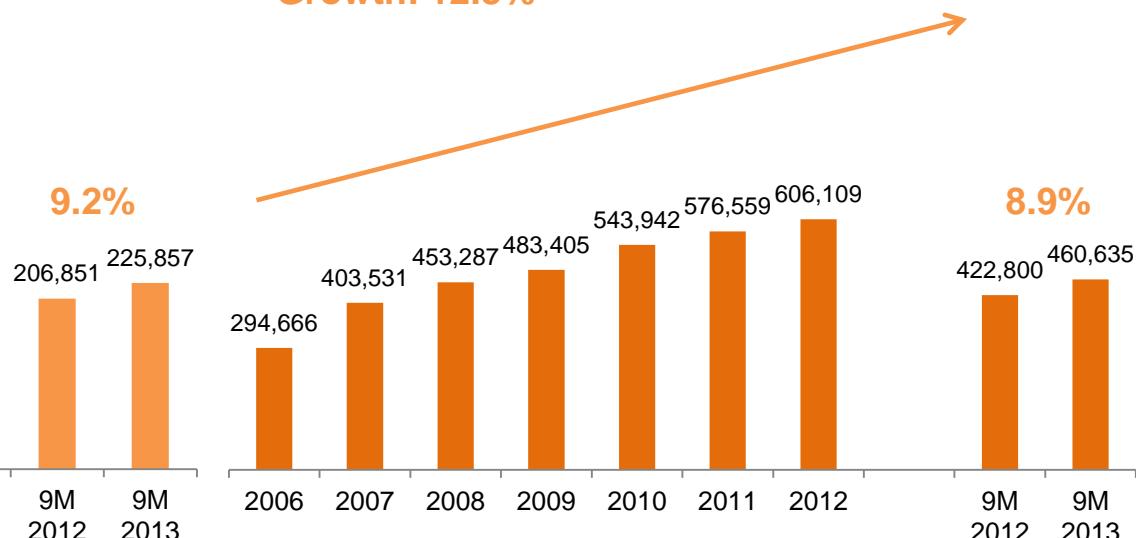
Million Ch\$

Average Annual
Growth: 11.0%



Thousand US\$

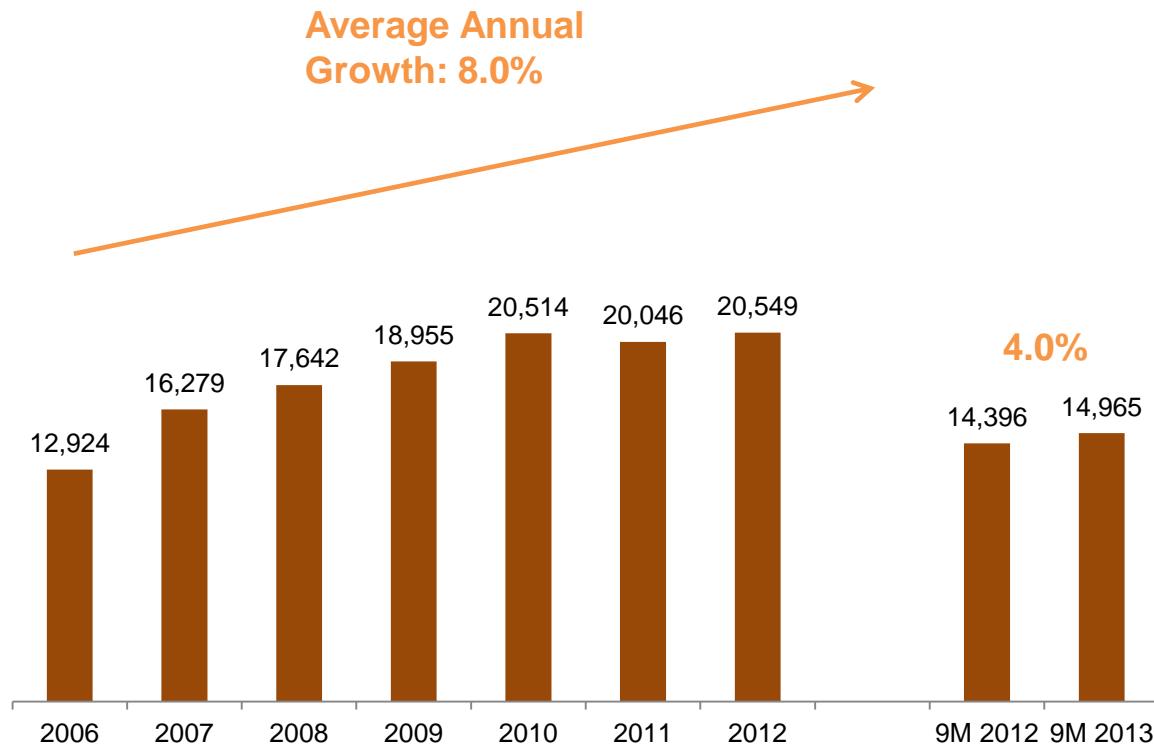
Average Annual
Growth: 12.8%



(*) (*) For years 2008 and before, sales are expressed in Chilean GAAP.
For 2009 onwards, sales are expressed in IFRS.

It considers total 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)



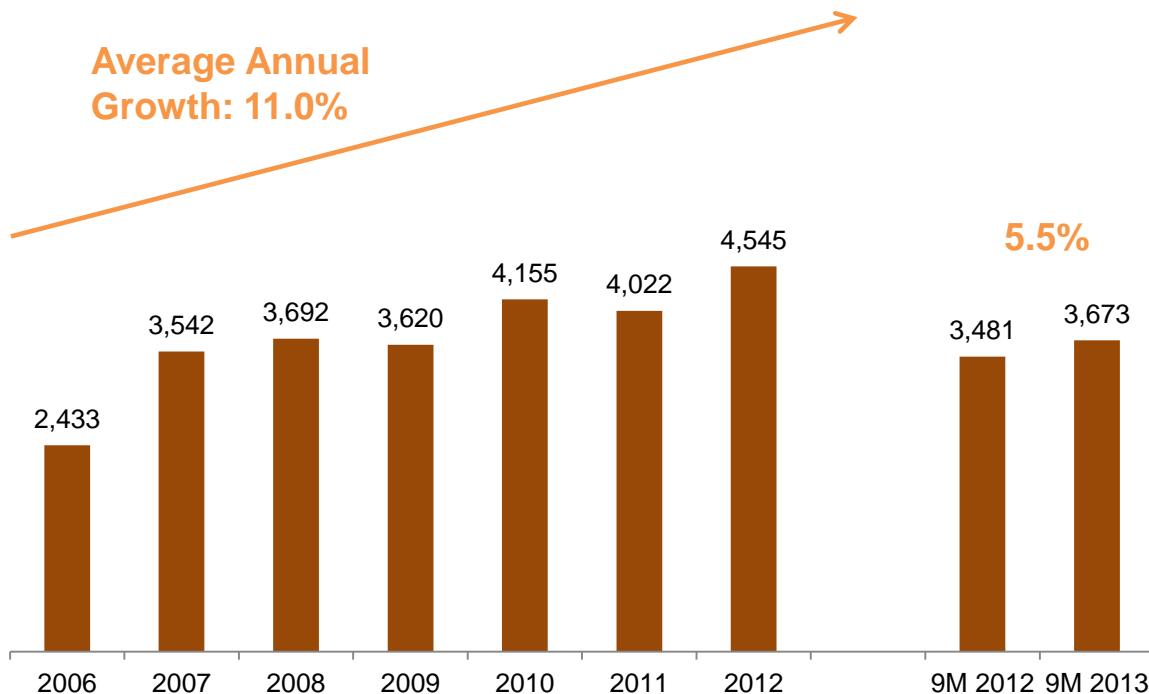
It considers total exports and the sales of our distribution subsidiaries (UK, Nordics, Brazil, Singapore and Mexico)

Concha y Toro Export Sales

(Average Price US\$/9lt Case)



Concha y Toro Export Sales – Premium Wines (Volume Cases '000)



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%
Total	749,026	\$ 1,790,481	\$ 2.39	12.8%	5.9%	-6.1%

Source: Vinos de Chile

	Jan - Sep 2013			% Change 2013/2012		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	331,938	\$ 1,069,088	\$ 3.22	-2.8%	-1.1%	1.8%
Bulk	322,854	\$ 279,226	\$ 0.86	91.5%	46.8%	-23.3%
Total	654,792	\$ 1,348,315	\$ 2.06	28.3%	6.1%	-17.3%

Source: Vinos de Chile

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.

Concha y Toro Business Model: Key Factors & Growth Drivers





■ PRODUCTIVE OPERATION

■ DISTRIBUTION SUBSIDIARY

- Operating plants in **3** countries
- **13** Distribution Subsidiaries
- **137** countries reached
- **329** independent distributors

Strong Distribution Network: Direct Distribution

-  • **Concha y Toro UK** (Since 2001)
• 5.5 million cases to Dec 2012
-  • **Concha y Toro Nordics** (Sweden, Finland & Norway – Since 2009)
• 1.0 million cases to Dec 2012
-  • **VCT Brasil** (Since 2008)
• 643 thousand cases to Dec 2012
-  • **VCT Asia** (Since March 2010)
• Sales in the Region: 2.2 million cases to Dec 2012
-  • **Excelsior Wine Company** (Since August 2011)
• Sales in the Region: 3.0 million cases to Dec 2012
-  • **VCT & DG Mexico** (Operating first half 2012)
• 260 thousand cases to Dec 2012
-  • **VCT Africa & Middle East** (Operating in first half 2012)
• Sales in the Region: 410 thousand cases to Dec 2012
-  • **Concha y Toro Canada** (Operating in first half 2012)
• Sales in Canada: 873 thousand cases to Dec 2012

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%
9M 2013	34.3%	30.4%

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 st	1 st	United Kingdom	18.1%	-6.6%	52.0%	1 st
2 nd	2 nd	USA	13.8%	-7.2%	38.7%	1 st
3 rd	3 rd	Brazil	7.0%	11.3%	26.6%	1 st
4 th	4 th	Japan	7.0%	24.5%	36.3%	1 st
5 th	5 th	Netherland	6.7%	3.2%	20.8%	1 st
6 th	7 th	China	4.8%	21.4%	10.4%	2 nd
7 th	6 th	Canada	4.3%	0.0%	36.1%	1 st
8 th	11 th	Russia	3.1%	10.1%	33.0%	1 st
9 th	12 th	Ireland	3.0%	-1.5%	19.0%	2 nd
10 th	9 th	Mexico	2.5%	5.3%	53.7%	1 st
11 th	10 th	Denmark	2.5%	-11.8%	25.7%	1 st
12 th	8 th	Germany	2.3%	-15.3%	23.4%	1 st

Source: Vinos de Chile

Distribution Subsidiaries: Driving the growth

	Thousand 9L cases	Volume 2009	Volume 2010	Volume 2011	Volume 2012	Volume 9M 2013
Total Volume Holding	28,108	29,203	29,658	30,196	21,749	
Total Volume through our Distribution Subsidiaries	15,630	15,883	17,332	20,085	14,334	
% of Total Volume	55.6%	54.4%	58.4%	66.5%	65.9%	
Our Distribution Subsidiaries	Domestic Chile	8,248	7,826	7,235	6,882	4,924
	Domestic Argentina	924	863	679	590	384
	Concha y Toro U.k	5,254	5,579	5,073	5,506	3,638
	Concha y Toro Nordics	876	1,010	958	1,016	766
	VCT Brasil	328	595	604	643	614
	VCT Singapur	-	8	32	46	41
	Fetzer	-	-	1,698	2,176	1,476
	Excelsior (USA)	-	-	1,054	2,967	2,155
	Mexico	-	-	-	260	337

Concha y Toro export growth by Region – by Volume

Region	Mix of Export Sales			% Change Volume		
	2011	2012	9M 13	2011	2012	9M 13
U.K.	25.3%	26.8%	24.3%	-9.1%	8.5%	-3.1%
Continental Europe	18.5%	18.2%	20.0%	-7.0%	1.0%	9.7%
Nordics (SWE, FIN, NOR) ⁽¹⁾	4.8%	4.9%	5.1%	-5.2%	6.0%	6.1%
U.S.A.	16.3%	15.0%	15.1%	-2.0%	-5.5%	1.5%
Canada	4.4%	4.2%	4.5%	-3.4%	-0.2%	-1.9%
Asia ⁽³⁾	9.1%	10.7%	11.5%	8.6%	20.0%	9.6%
South America (excl. Brazil)	6.7%	5.9%	5.1%	20.9%	-9.5%	-16.6%
Brazil ⁽²⁾	3.0%	3.1%	4.1%	1.4%	6.6%	49.8%
Caribe	2.6%	2.6%	2.1%	-5.8%	0.1%	-11.4%
Central america ⁽⁴⁾	6.9%	6.0%	6.1%	1.7%	-10.3%	29.6%
Africa/Others	2.5%	2.5%	2.1%	22.7%	3.6%	-3.7%
Total	100.0%	100.0%	100.0%	-2.3%	2.5%	4.0%

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

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

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

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

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

UK Market - Consumption Off Trade by Origin

		(000s of hectolitres)	% change	(£m)	% change	(£ per 75cl)	% change
1	Australia	347	0	246	+3	£5.32	+3
2	Italy	296	-11	193	-3	£4.89	+8
3	USA	231	-5	163	-1	£5.29	+4
4	France	214	-5	174	+2	£6.10	+7
5	Spain	179	-3	114	+2	£4.78	+5
6	South Africa	192	+20	121	+25	£4.73	+4
7	Chile	133	-8	93	-3	£5.24	+5
8	New Zealand	67	-25	64	-15	£7.22	+13
9	Germany	36	-14	22	-4	£4.64	+11
10	Argentina	23	+19	18	+18	£5.37	-1

Last 12 weeks (to 17/08/2013)

ranking based on volume data

Source: Nielsen

US Market – Consumption

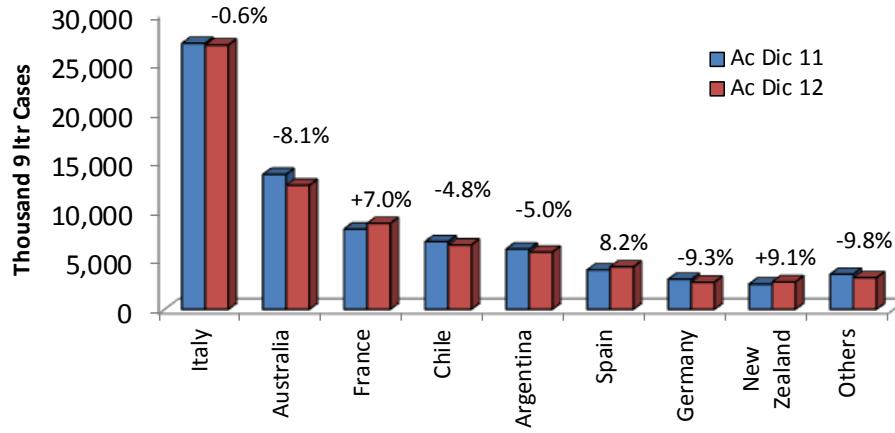
- Despite the economic downturn, in the US, the wine market has continued increasing in volume in the last years.
- 0.7% decrease in Volumes up to September 2013 due to lower bulk wine imports.
- Imports: Bottled increased 6.4% up to September 2013.

(million 9 liter cases)	2008	2009	2010	2011	2012	% Change 2010/2009	% Change 2011/2010	% Change 2012/2011	Ac Sep 13	% Change 2013/2012
Wines from USA	195	195	198	214	206	1.3%	8.2%	-4.0%	154	3.4%
Imported Wines	95	103	104	107	123	1.1%	3.4%	15.2%	94	-3.3%
Bottled	82	77	83	84	80	8.0%	0.4%	-4.5%	70	6.4%
Bulk	13	25	20	24	44	-20.1%	15.8%	85.5%	24	-23.5%
Total Wine	290	298	302	321	329	1.2%	6.6%	2.4%	248	0.7%

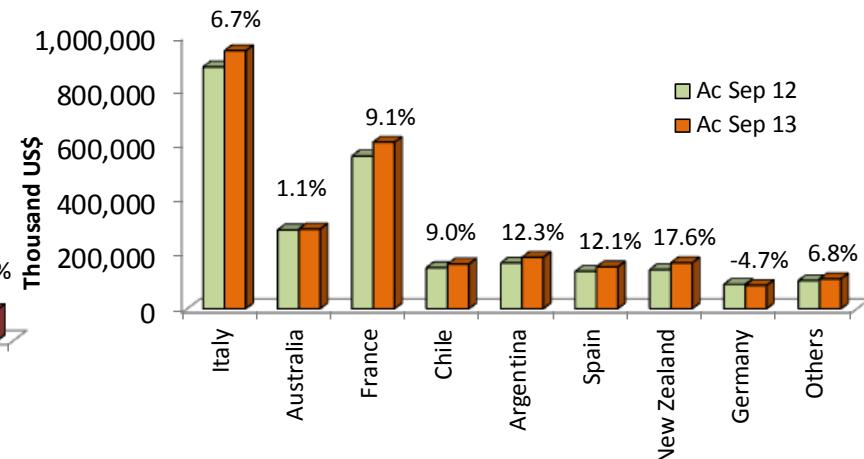
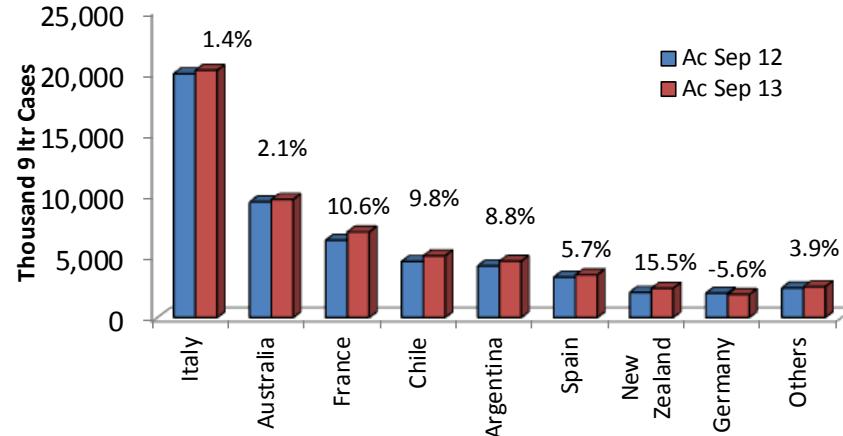
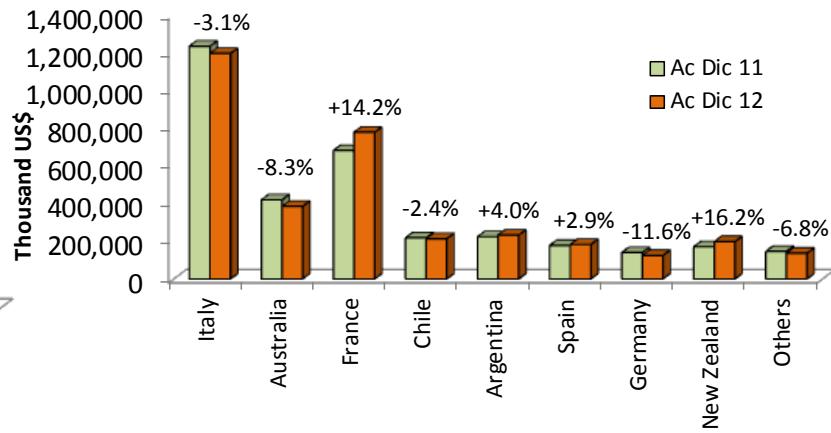
Source: The Gomberg Fredrikson Report

US Market - Imported Bottled Wines by Country

Volume



Value



Source: The Gurnsey Freudenreich Report

Domestic Market Share

(by volume)

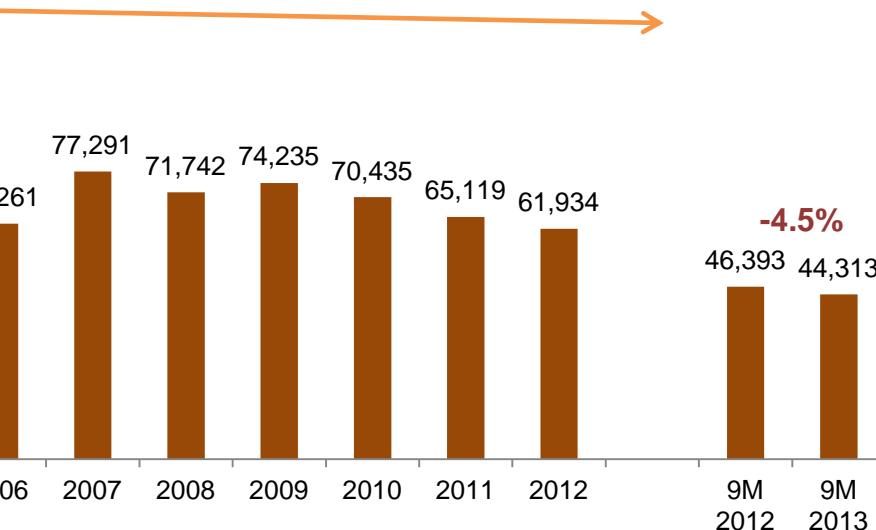
	2005	2006	2007	2008	2009	2010	2011	2012	Ac Sep 13
Concha y Toro	27.1	28.6	30.0	29.7	31.5	30.7	30.4	29.6	28.6
Santa Rita	24.4	25.5	27.9	28.7	28.9	29.4	29.1	28.0	29.4
San Pedro - Tarapacá	21.7	21.9	21.8	23.0	22.5	24.4	24.6	26.7	27.2
Others	26.8	24.0	20.3	18.6	17.1	15.5	15.9	15.7	14.9

Source: Nielsen

Domestic market Chile - Volume & Value

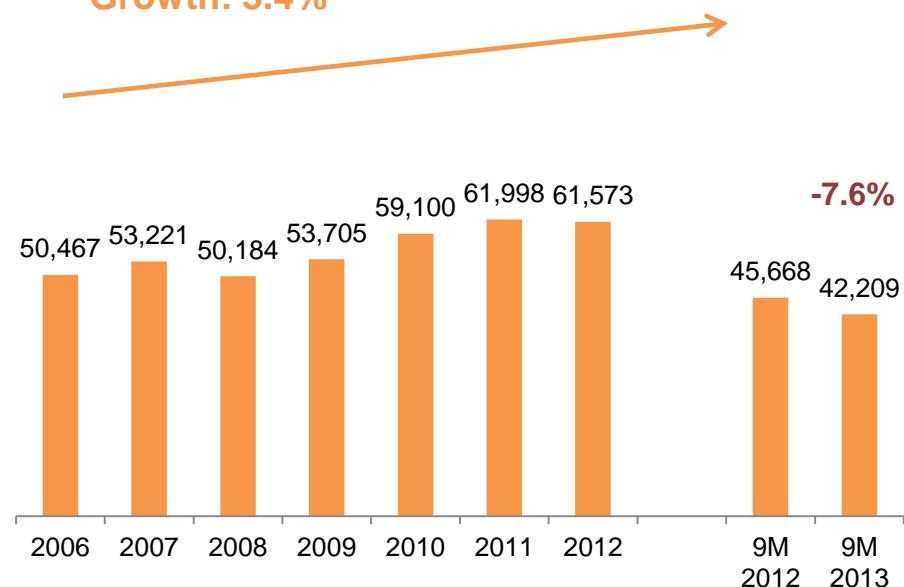
Thousand Liters

Average Annual
Growth: -0.4%



Million Ch\$

Average Annual
Growth: 3.4%

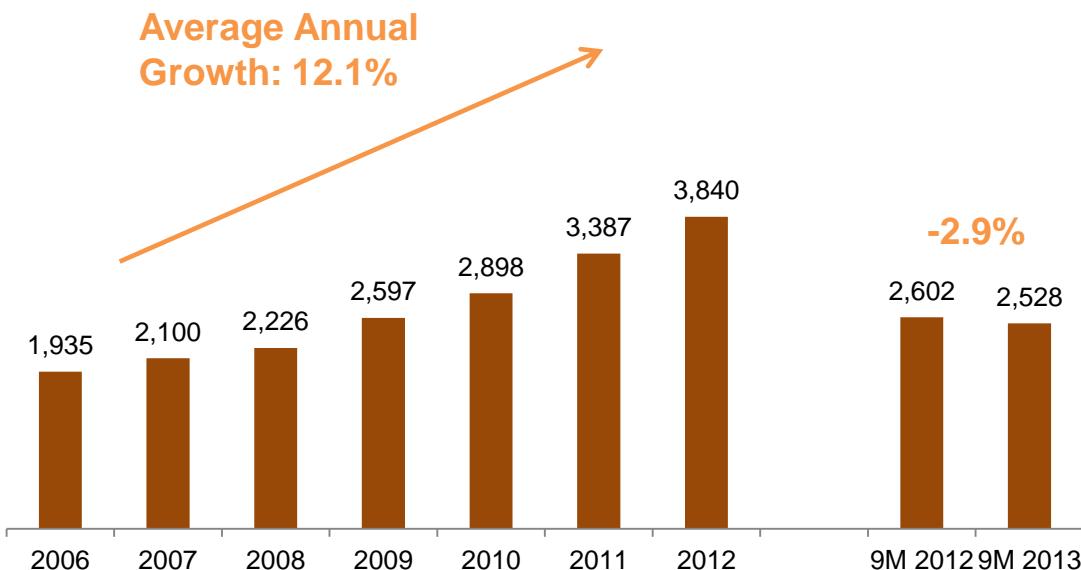


-7.6%

-4.5%

Domestic market Chile - 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%
9M 2013	5.7%	22.3%

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\$ 16	US\$ 20	US\$ 30		US\$ 95	US\$ 120	US\$ 135		
RRP UK	£ 4.99	£ 5.99	£ 6.99	£ 7.99		£ 11.99	£ 12.99	£ 15.99		£ 45	£ 65	£ 65		
% sales by volume	76%			22%		2%								
% sales by value	62%			32%		6%								

Concha y Toro Business Model: Key Factors & Growth Drivers



Cono Sur portfolio



Cono Sur
VIÑEDOS & BODEGA

Maipo portfolio



Palo Alto portfolio



Maycas portfolio



maycas
limari

Trivento portfolio



BODEGA
TRIVENTO
ARGENTINA

Fetzer portfolio



Bonterra
ORGANIC VINEYARDS

FETZER
THE EARTH FRIENDLY WINERY™

JEKEL
VINEYARDS

Concha y Toro Business Model: Key Factors & Growth Drivers



Most admired wine brand in the world.

("World's Most Admired Wine Brands ", Drinks International, 2013, 2012 and 2011)



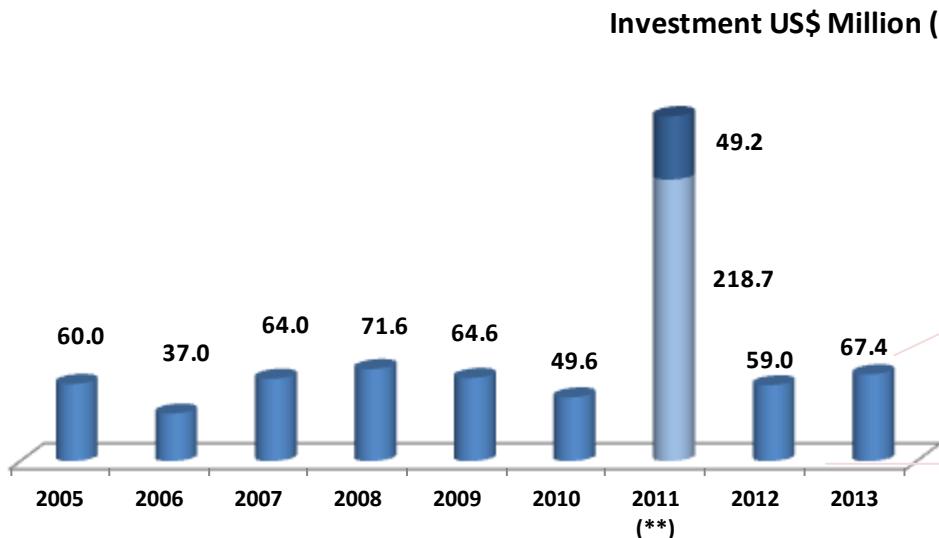
Ranking	Brand	Country
1	CONCHA Y TORO	CHILE
2	Torres	Spain
3	Penfolds	Australia
4	Michel Chapoutier	France
5	Cloudy Bay	New Zealand
6	Ridge	United States
7	Brancott State	New Zealand
8	Guigal	France
9	Duboeuf	France
10	Domaine de la Romanée-Conti	France

Concha y Toro Business Model: Key Factors & Growth Drivers

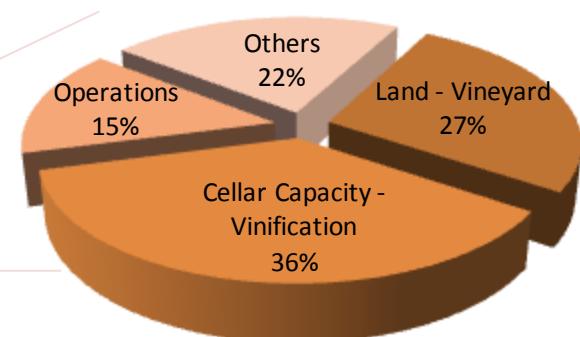


Sustained Investment over time

- **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



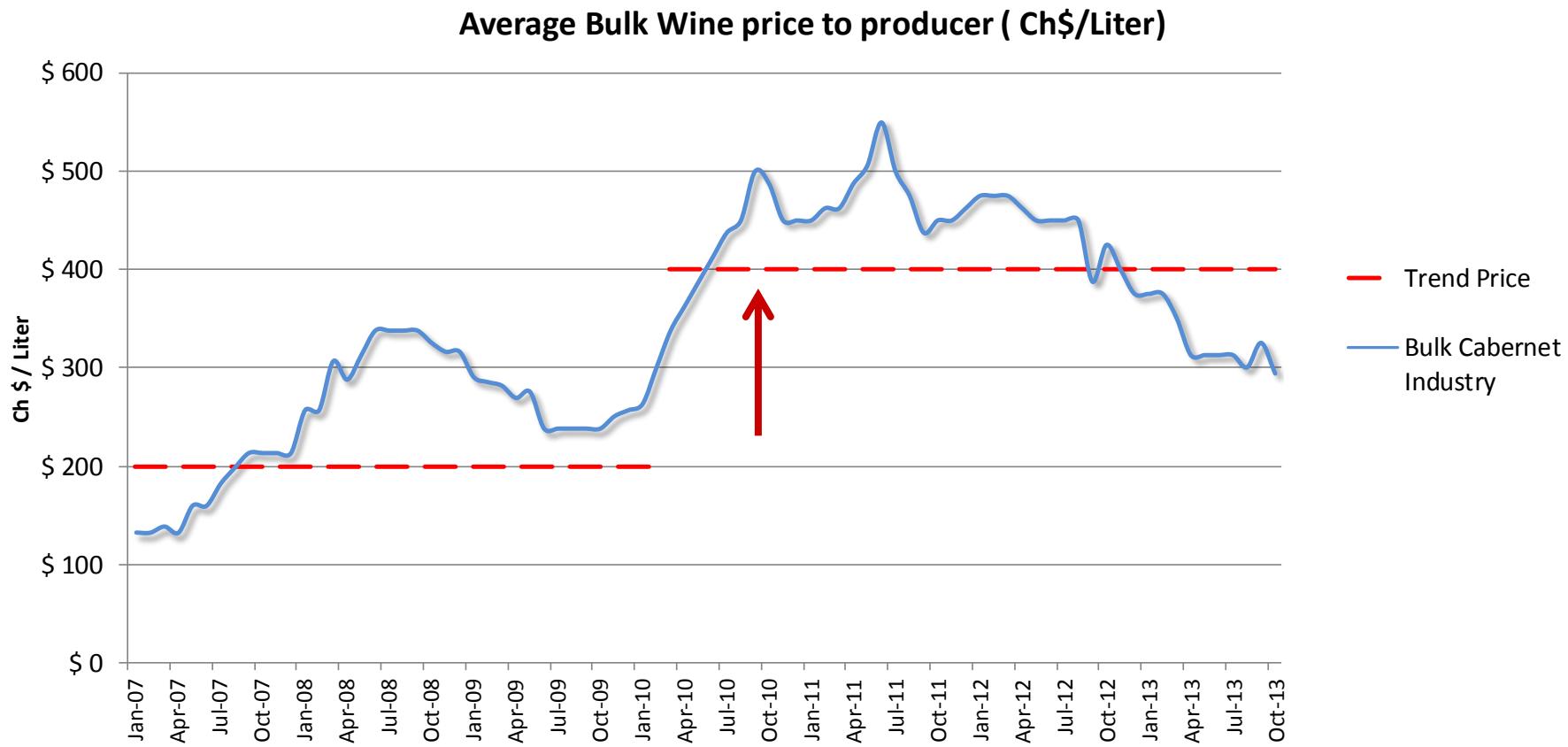
**2013 Capital Investment
(estimated)**



* Exchange Rate as of end of December each year

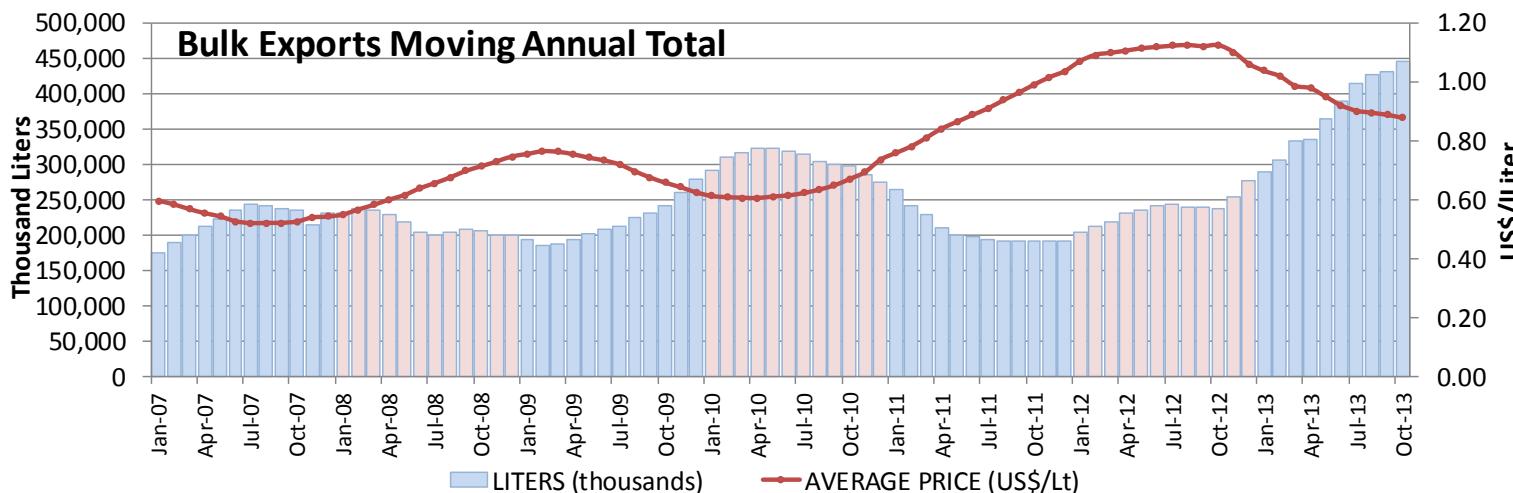
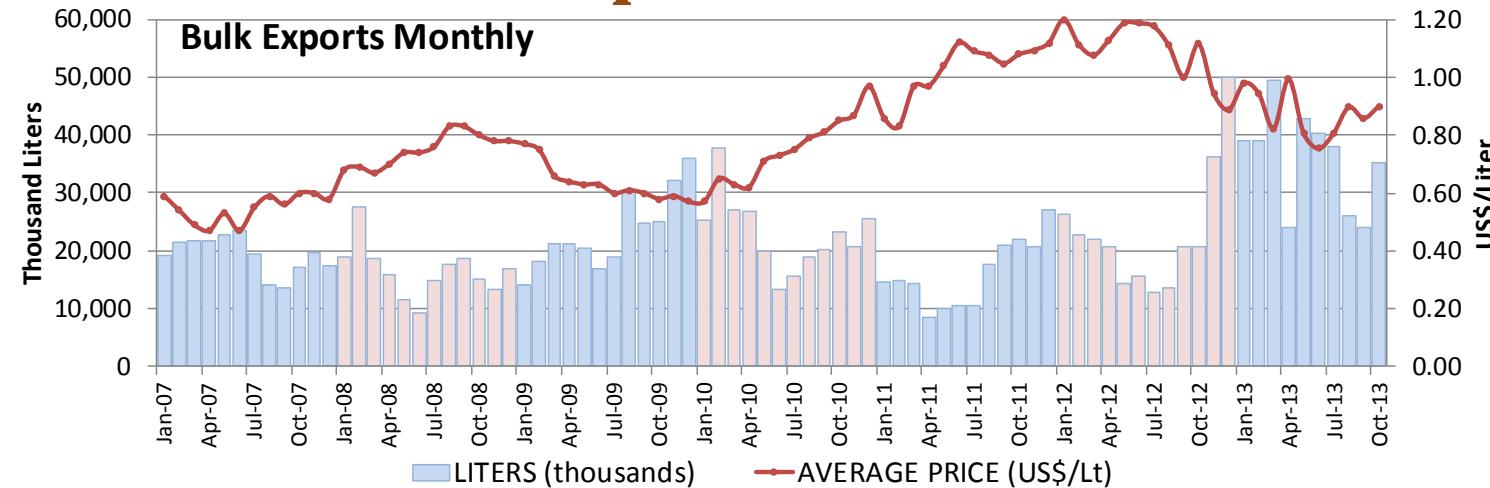
(**) Inorganic growth: Fetzer (216.0) + Kross (2.7)

Costs: Significant shift in chilean bulk wine price curve



Source: ODEPA

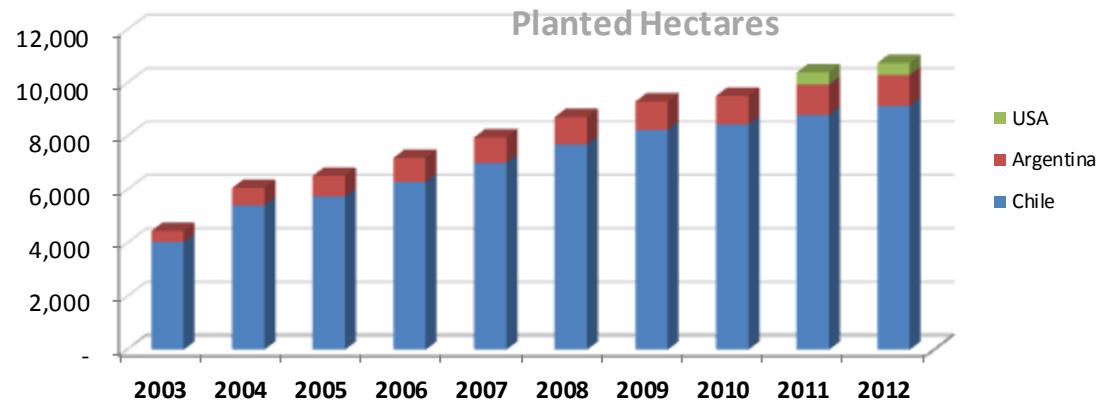
Chilean Bulk Wine Exports



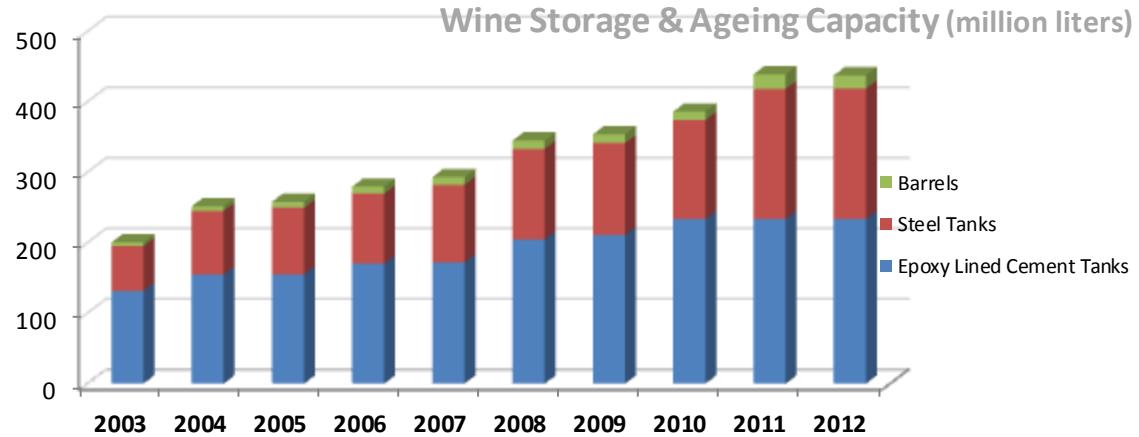
Source: Vinos de Chile

Capacity Increase – Support Growth

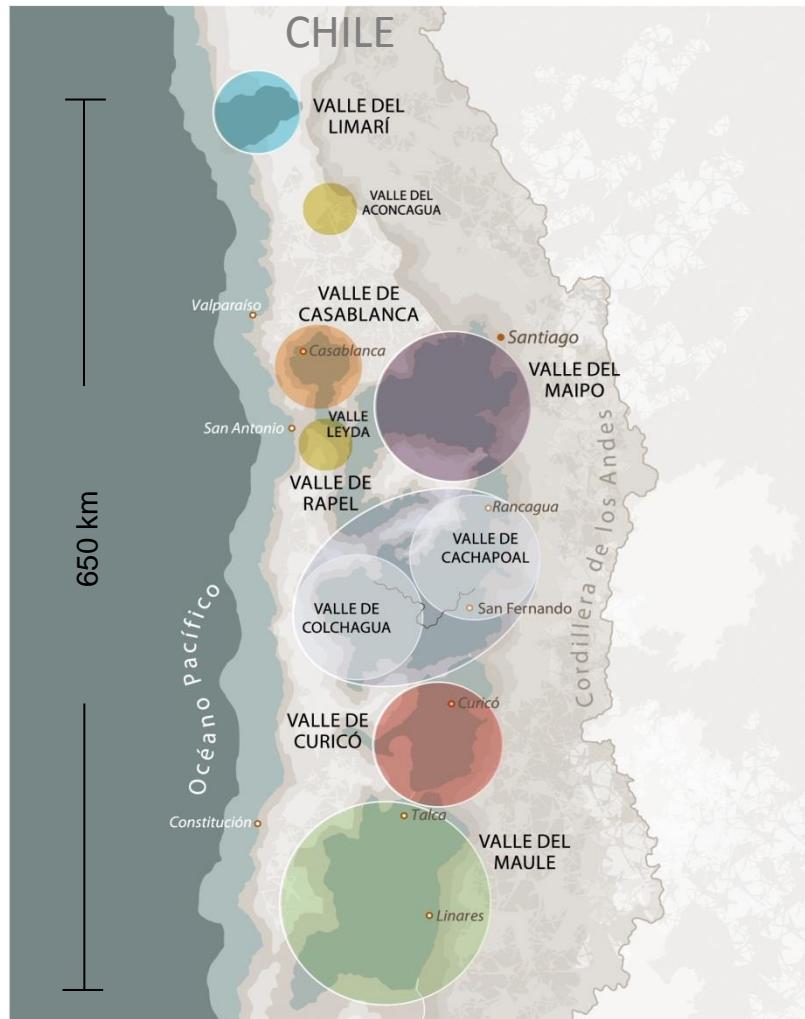
- Planted area growth of 142% in the last 9 years (CAGR = 10.3%)



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



Concha y Toro vineyard: Geographical Diversification



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

The Chilean Wine Industry: An overview

Total Hectares 2012:	125,000
Total bottled wine exports 2012:	473,391 thousand liters
Concha y Toro:	
35%	Mkt Share Volume Exported bottled wine 2012
30%	Mkt Share Vol Domestic Market (Dec 2012)
9,133	Hectares Planted (2012)
361	Storage capacity (million liters 2012)
San Pedro - Tarapacá (CCU)	
13%	Mkt Share Volume Exported bottled wine 2012
27%	Mkt Share Vol Domestic Market (Dec 2012)
3,832	Hectares Planted (2012)
79	Storage capacity (million liters 2011)
Santa Rita (Cristalerias de Chile)	
5%	Mkt Share Volume Exported bottled wine 2012
28%	Mkt Share Vol Domestic Market (Dec 2012)
3,500	Hectares Planted (2012)
95	Storage capacity (million liters 2012)

Source: Companies Fact Sheet, Web Page Information, Annual Reports, Nielsen, Vinos de Chile

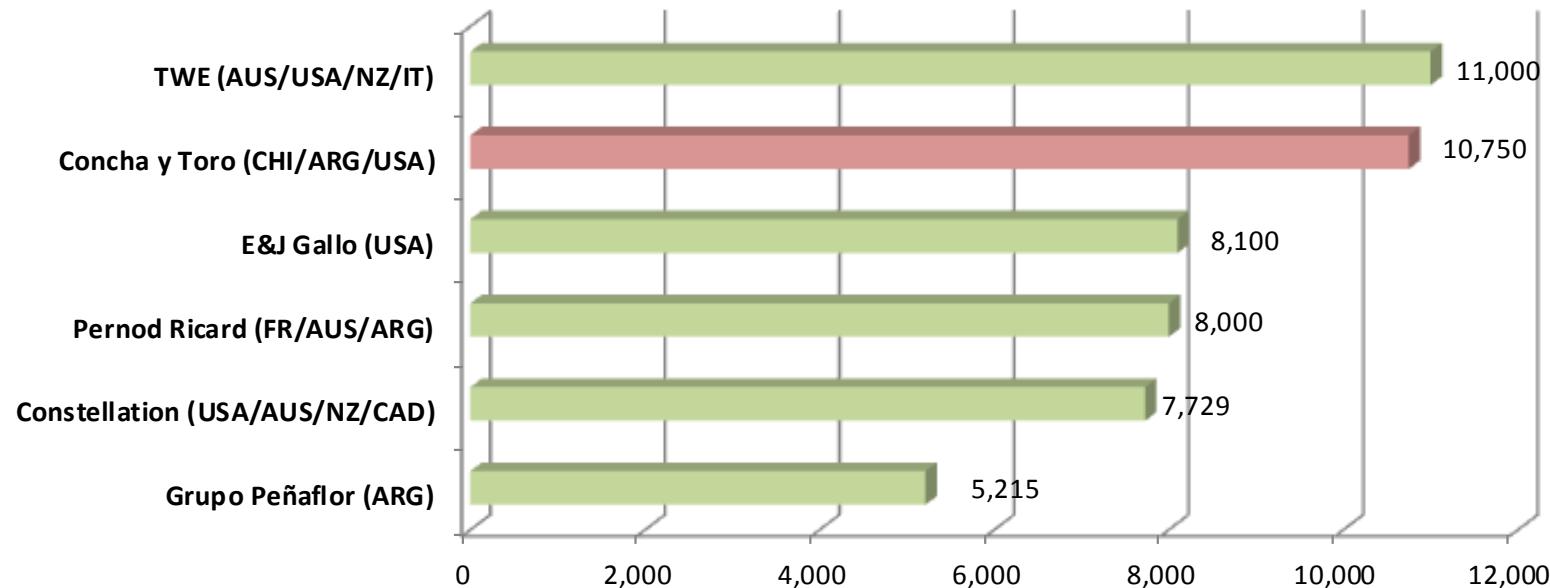
Main wineries per volume

Concha y Toro is the 7th worldwide in 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	2.6%
2°	Constellation Brands Inc	2.0%
3°	The Wine Group	1.7%
4°	Pernod Ricard Groupe	1.0%
5°	Treasury Wine Estates Ltd	1.0%
6°	Accolade Wines	0.9%
7°	Viña Concha y Toro SA	0.9%
8°	Castel Groupe	0.9%
9°	Grupo Peñaflor	0.8%
10°	CAVIRO	0.6%

Area planted – largest wineries (hectares planted)



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

Summary

- We have the brands.
- We have the portfolio.
- We have the distribution.
- We have the land.
- We have the investments.
- We have the experience.

We are ready to continue growing...

CONCHA Y TORO

CONCHA Y TORO



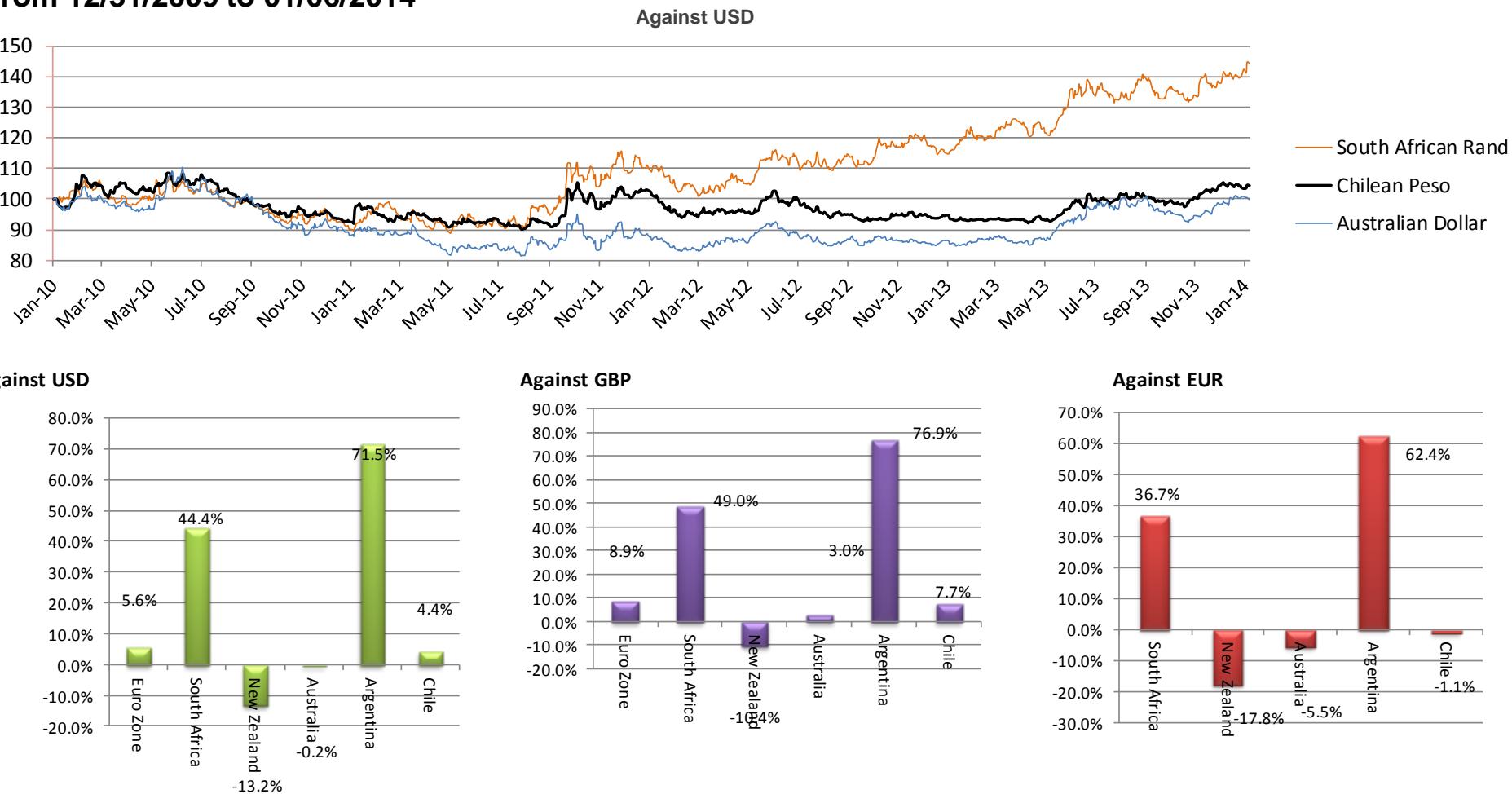
Corporate Presentation

January 2014

Exhibits

Exchange Rate main producers

From 12/31/2009 to 01/06/2014



Sales: Exchange Rate Sensitivity

As a % of Total Sales:

	Currency Mix	
	9M13	9M12
CLP	21.2%	22.4%
USD	35.9%	38.2%
GBP	16.2%	16.3%
EUR	10.1%	9.8%
CAD	2.9%	3.3%
ARG	1.4%	1.7%
SEK	2.8%	2.6%
NOK	0.9%	0.9%
BRL	6.3%	4.5%
MXN	2.4%	0.2%

Financial Debt

Financial Debt* as of:	Sep-13		Sep-12	
	Ch\$ MM	Av. Interest rate	Ch\$ MM	Av. Interest rate
USD	130,901	3.04%	145,969	2.98%
EUR			1,968	1.32%
GBP	2,693	1.49%	2,678	2.36%
CLP	4,494	5.57%	20,853	5.98%
UF	81,498	3.74%	48,504	3.92%
ARS	8,056	15.72%	7,653	14.45%
BRL	6,911	9.97%	1,169	10.98%
MXN	878	6.22%		
SEK	934	2.10%		
Total	236,365	-	228,793	-

* Does not include interest accrued.

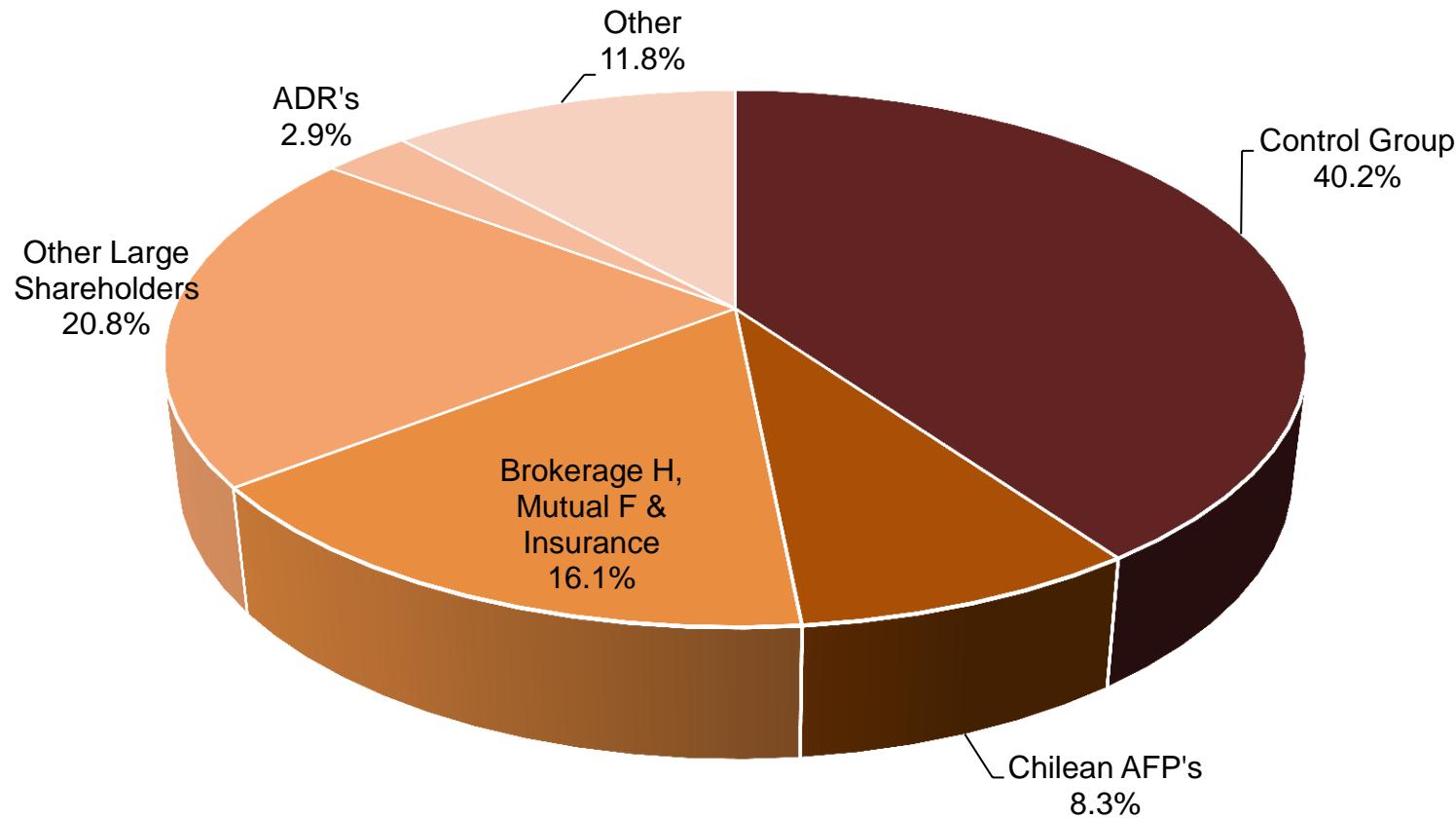
In nominal Chilean Pesos at the end of each period

-Increase of 3.3% Financial Debt of Ch\$ MM 7,572.

Income Statement (million Ch\$)

	3Q2013	3Q2012	Change	9M 2013	9M 2012	Change
	Million. Ch	Million. Ch	%	Million. Ch	Million. Ch	%
Operating Results						
Sales revenues	134,964	115,731	16.6%	336,289	315,731	6.5%
Cost of sales	(86,869)	(77,486)	12.1%	(221,370)	(211,915)	4.5%
% of sales	-64.4%	-67.0%		-65.8%	-67.1%	
Gross Profit	48,095	38,245	25.8%	114,919	103,816	10.7%
% of sales	35.6%	33.0%		34.2%	32.9%	
Selling & Adm. Expenses	(34,604)	(28,322)	22.2%	(92,023)	(78,162)	17.7%
% of sales	-25.6%	-24.5%		-27.4%	-24.8%	
Operating Income	13,490	9,923	35.9%	22,897	25,654	-10.7%
% of sales	10.0%	8.6%		6.8%	8.1%	
Non-operating result	3,167	2,334	35.7%	5,648	3,840	47.1%
Income Taxes	(3,249)	(4,832)	-32.8%	(6,181)	(7,988)	-22.6%
Net Income	13,360	7,385	80.9%	22,088	21,475	2.9%
EBITDA	18,629	14,592	27.7%	35,879	38,304	-6.3%
% sales	13.8%	12.6%		10.7%	12.1%	

Shareholder structure (September 2013)



Company Stock

- US\$ 2.0 million of Average Daily Value Traded 3M
(90% Local, 10% ADR)



Bottled Sales for 3Q13

	3Q13	3Q12	Change (%)	9M 2013	9M 2012	Change (%)	
Sales (in Ch\$ million)							
Chile Domestic Market - wine	16,314	18,270	-10.7%	42,209	45,668	-7.6%	
Chile Domestic Market - new business	8,011	5,968	34.2%	22,403	18,731	19.6%	
Export markets ⁽¹⁾	90,171	70,225	28.4%	212,392	193,136	10.0%	
Argentina Domestic	1,760	2,290	-23.1%	4,697	5,239	-10.4%	
Argentina Exports ⁽²⁾⁽³⁾	3,942	4,104	-3.9%	10,156	10,796	-5.9%	
U.S.A. (Fetzer) domestic	10,796	11,480	-6.0%	33,142	32,103	3.2%	
U.S.A. (Fetzer) exports ⁽²⁾	1,101	984	11.9%	3,309	2,919	13.4%	
Total Sales	132,095	113,321	16.6%	328,308	308,593	6.4%	
Volume (thousand liters)							
Chile Domestic Market - wine	17,605	18,732	-6.0%	44,313	46,393	-4.5%	
Export markets ⁽¹⁾	53,346	44,959	18.7%	126,958	121,464	4.5%	
Argentina Domestic	1,235	1,812	-31.9%	3,456	4,130	-16.3%	
Argentina Exports ⁽²⁾⁽³⁾	2,333	2,741	-14.9%	6,554	7,132	-8.1%	
U.S.A. (Fetzer) Domestic	4,164	4,557	-8.6%	13,287	12,624	5.3%	
U.S.A. (Fetzer) Exports ⁽²⁾	388	339	14.5%	1,175	973	20.8%	
Total Volume	79,072	73,139	8.1%	195,743	192,715	1.6%	
Average Price (per liter)		Currency					
Chile Domestic Market - wine	Ch\$	926.7	975.3	-5.0%	952.5	984.4	-3.2%
Export Markets	US\$	3.33	3.24	2.8%	3.41	3.25	5.0%
Argentina Domestic	US\$	2.81	2.62	7.4%	2.77	2.60	6.4%
Argentina Exports	US\$	3.33	3.11	7.0%	3.17	3.10	2.2%
U.S.A. (Fetzer) Domestic	US\$	5.11	5.23	-2.3%	5.11	5.20	-1.7%
U.S.A. (Fetzer) Exports	US\$	5.59	6.01	-7.0%	5.76	6.15	-6.2%

(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.

(3) This figure excludes bulk wine sales bottled in destination.

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%
Total	344,376	\$ 864,510	\$ 2.51	-5.4%	16.2%	15.3%

	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%
Total	428,417	\$ 1,057,167	\$ 2.47	24.5%	22.4%	-1.7%

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%
Total	472,829	\$ 1,156,123	\$ 2.45	10.4%	9.4%	-0.9%

Source: Caucasia Wine Thinking

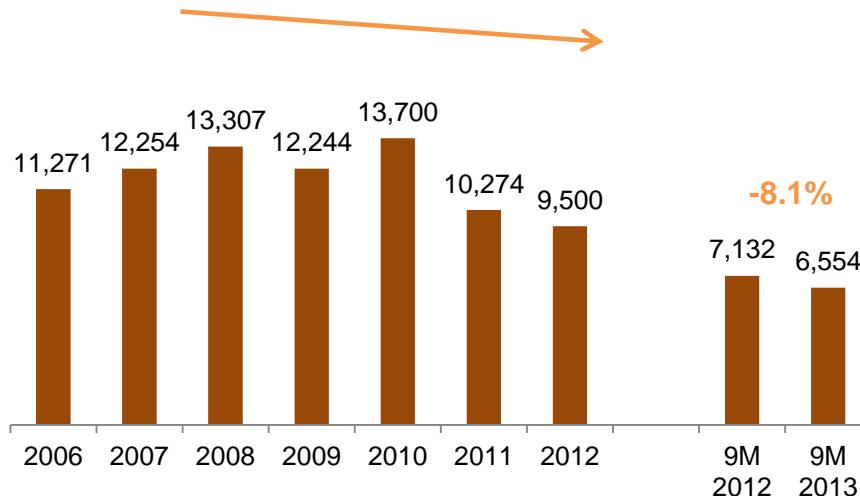
	Jan - Sep 2013			% Change 2013/2012		
	Liters	US\$	Av. Price	Liters	US\$	Av. Price
	('000)	('000)	US\$/Ltr			
Bottled	148,790	\$ 581,852	\$ 3.91	-3.1%	0.9%	4.2%
Bulk	71,514	\$ 58,781	\$ 0.82	-41.0%	-42.0%	-1.7%
Concentrated Must	69,878	\$ 175,683	\$ 2.51	-16.1%	-0.4%	18.6%
Total	290,182	\$ 816,317	\$ 2.81	-18.9%	-4.4%	17.9%

Source: Caucasia Wine Thinking

Trivento Export Sales : Argentina - Volume & Value

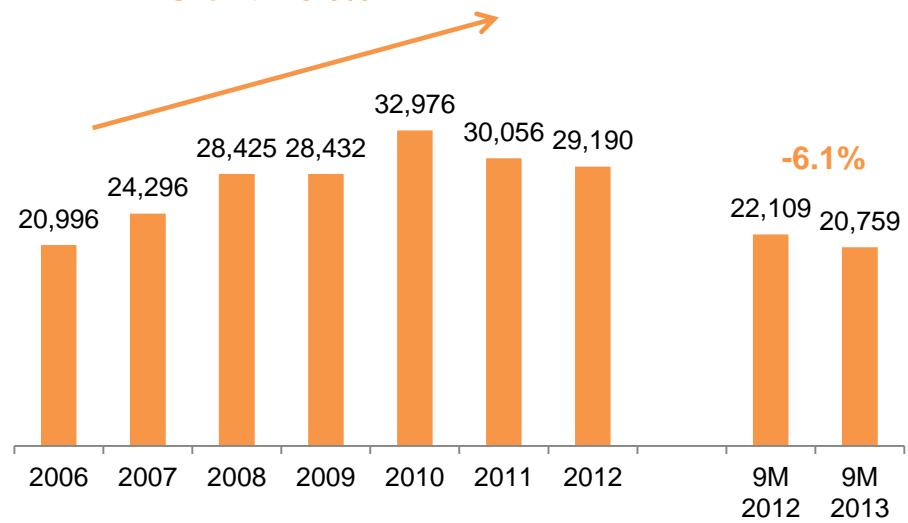
Thousand Liters

Average Annual
Decrease: 2.8%

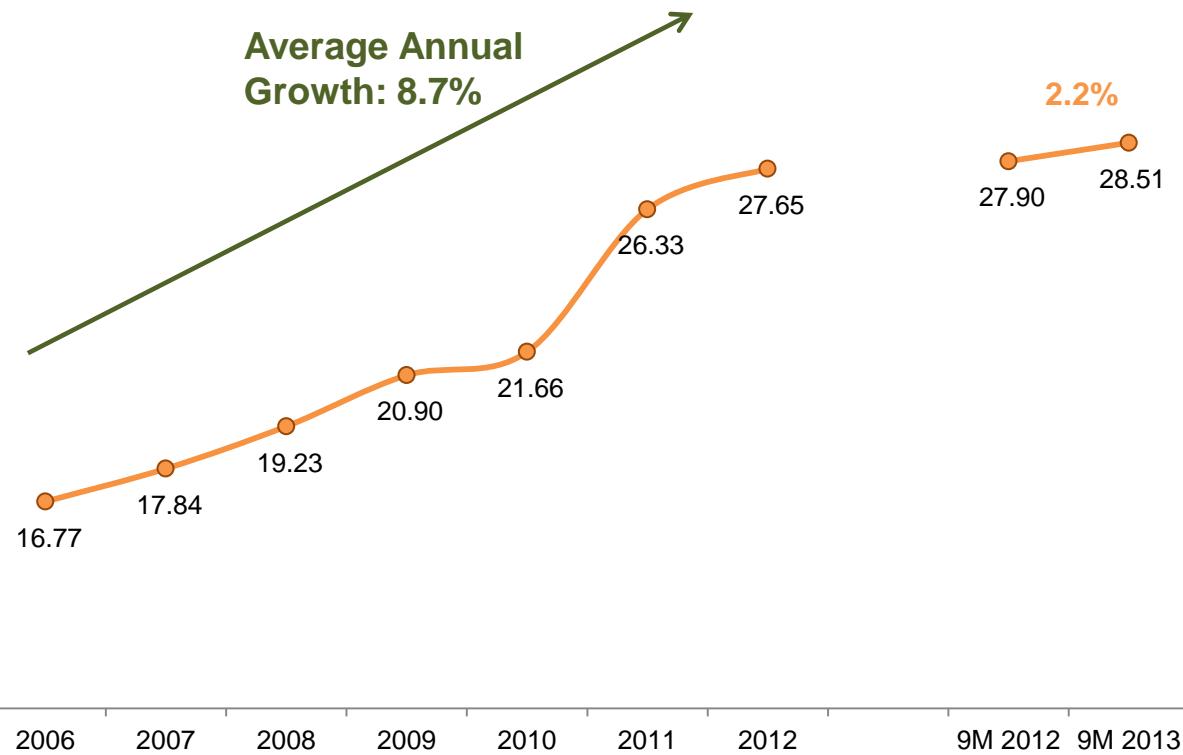


Thousand US\$

Average Annual
Growth: 5.6%



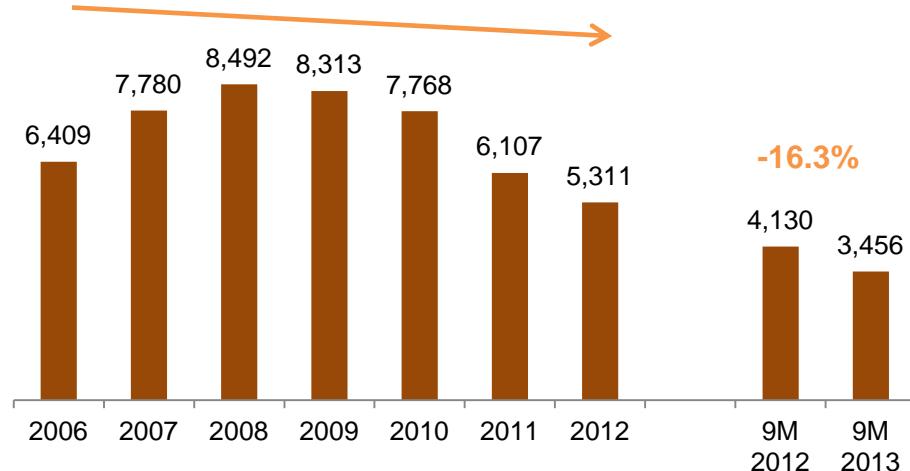
Trivento Export Sales - Argentina (Average Price US\$/Case)



Trivento Domestic Sales : Argentina – Volume & Value

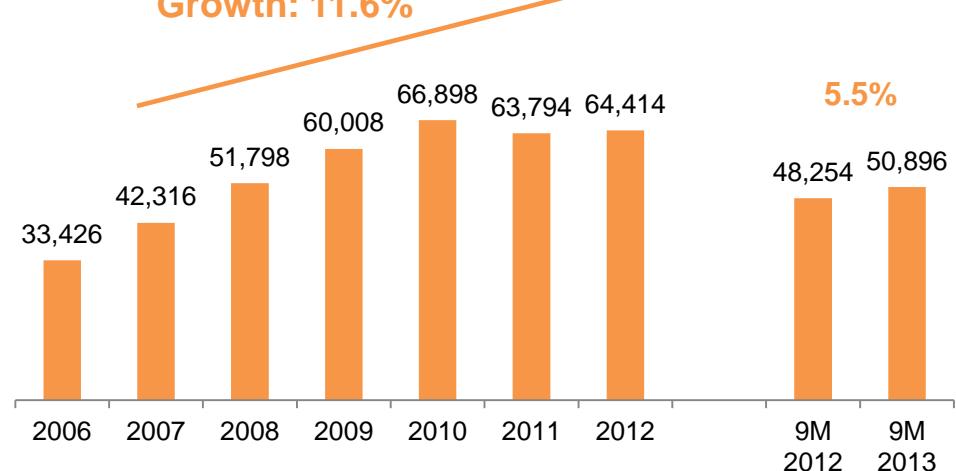
Thousand Liters

Average Annual
Decrease: 3.1%



Thousand AR\$

Average Annual
Growth: 11.6%



Trivento Domestic Sales - Argentina

(Average Price AR\$/Case)

