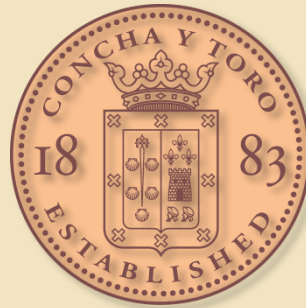


CONCHA Y TORO



Corporate Presentation
Larraín Vial – Andean Conference

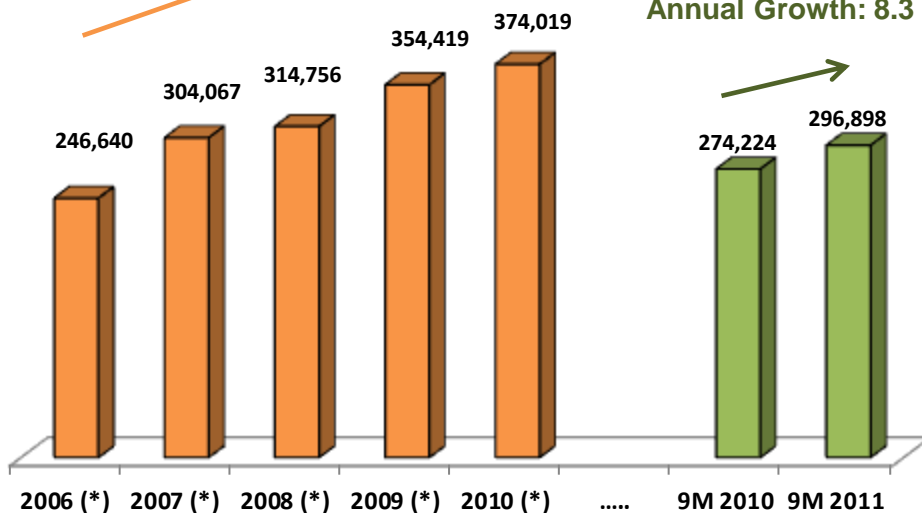
March 2012

Consolidated Sales

Million Ch\$

Average Annual
Growth: 11.0%

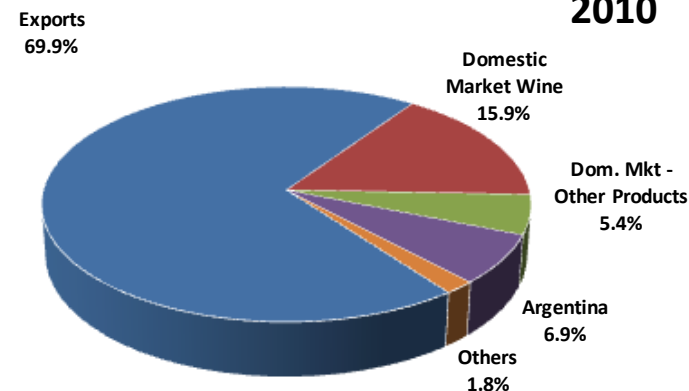
Annual Growth: 8.3 %



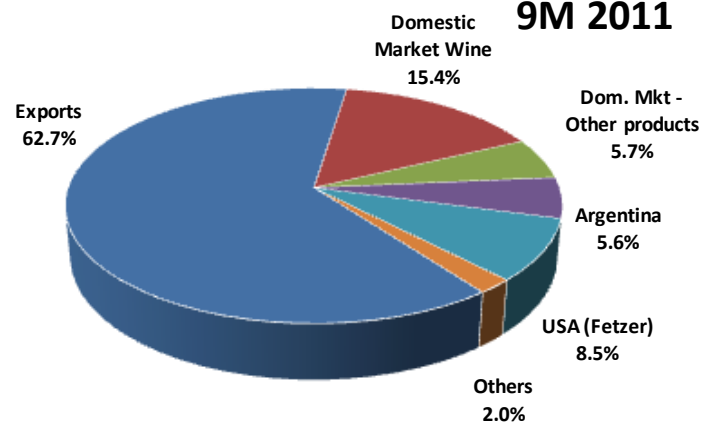
(*) For year 2008 and before, sales are expressed in Dec 2009 real terms.
For 2009 onwards, sales are expressed in nominal terms and in IFRS.
For years 2008 and before, sales are expressed in Chilean GAAP.

Sales Breakdown

2010



9M 2011



Concha y Toro Performance

Income Statement	2003 ^(*)	2010	CAGR
Sales (Ch\$ million)	\$ 190,303	\$ 374,019	10%
Exports ** (Ch\$ million)	\$ 133,472	\$ 278,414	11%
Exports ** (US\$ million)	\$ 151	\$ 547	20%
% Exports	70.1%	74.4%	
Export volume ** ('000 cases)	7,802	20,514	15%
Operating Result (Ch\$ million)	27,381	46,023	8%
Op Results (Sales %)	14.4%	12.3%	
EBITDA (Ch\$ million)	\$ 36,376	\$ 60,772	8%
EBITDA (% Sales)	19.1%	16.2%	
Net Income (Ch\$ million)	\$ 23,063	\$ 41,919	9%
Net Income (% Sales)	12.1%	11.2%	
EPS (Ch\$)	\$ 32.1	\$ 56.1	8%
Stock Value ***	\$ 510	\$ 1,127	12%

* Ch\$ as of December 2010

** Export Sales & Volumes from Chile & Argentina (Value includes Bulk)

*** Nominal Chilean Pesos at the end of each period

Concha y Toro Business Model: Key Factors & Growth Drivers

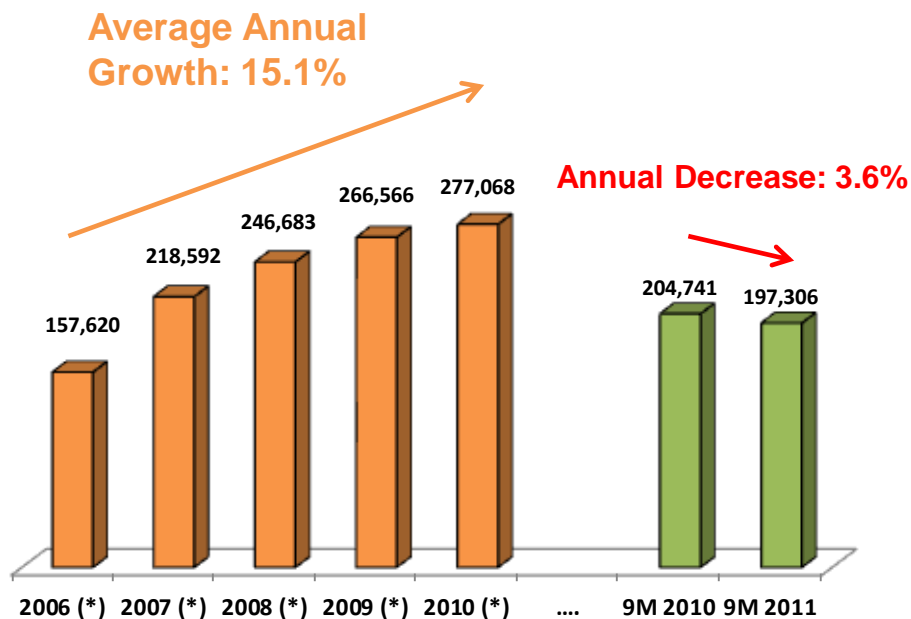


Concha y Toro Business Model: Key Factors & Growth Drivers

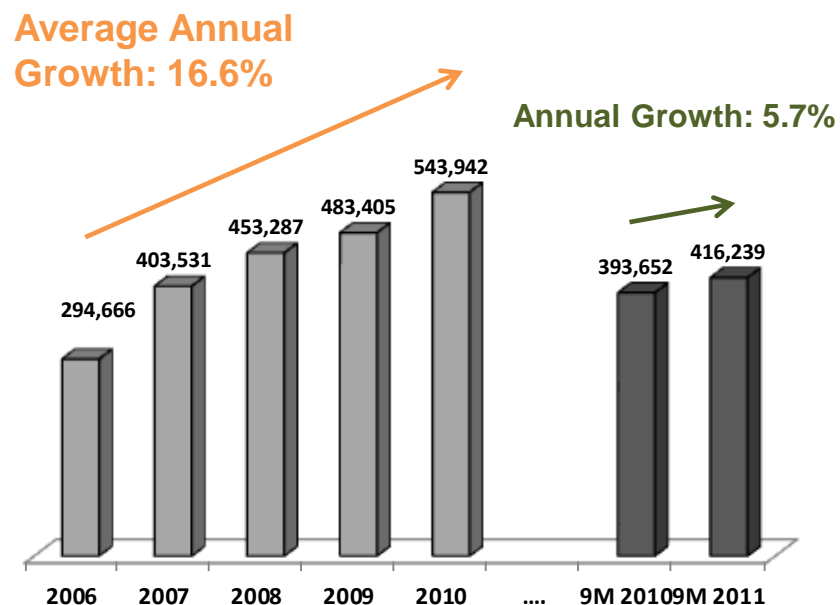


Concha y Toro Export Sales (Bottled Wine)

Million Ch\$



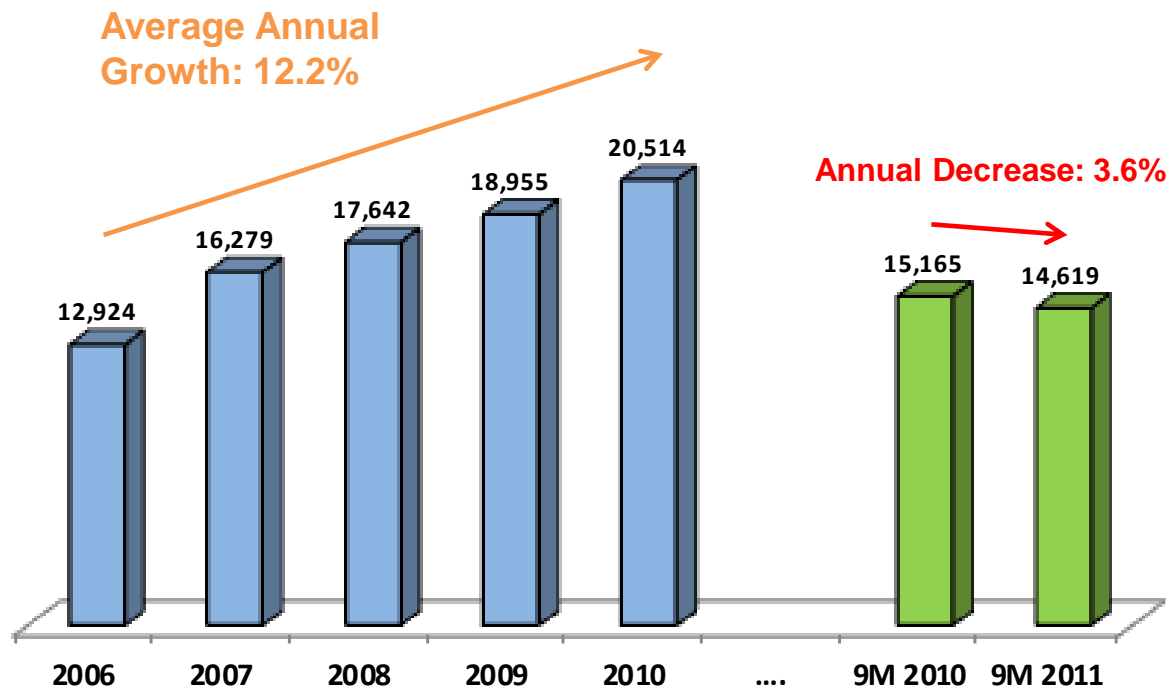
Thousand US\$



(*) 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.

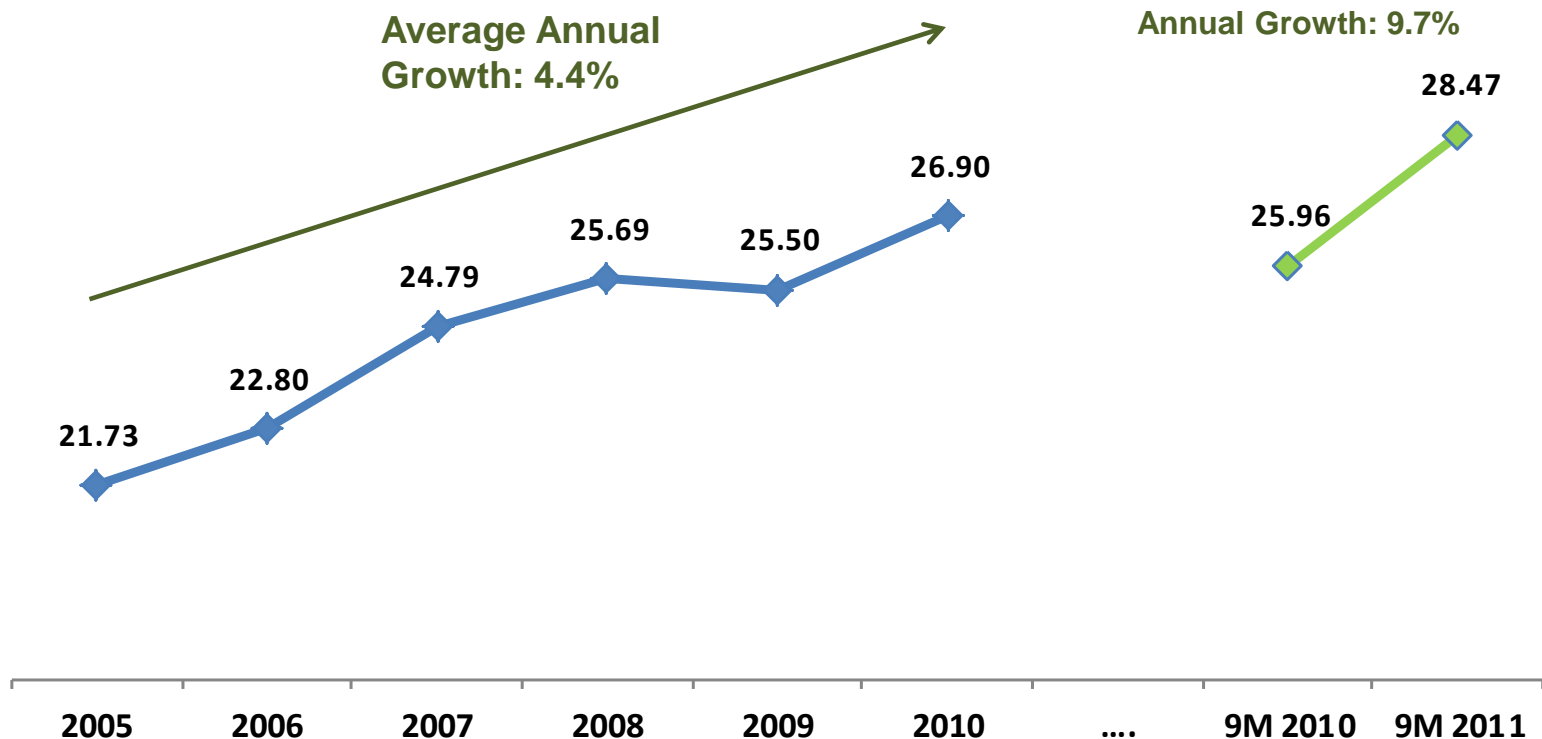
Concha y Toro Export Sales (Chile + Argentina) – Total Volume

(Volume Cases '000)



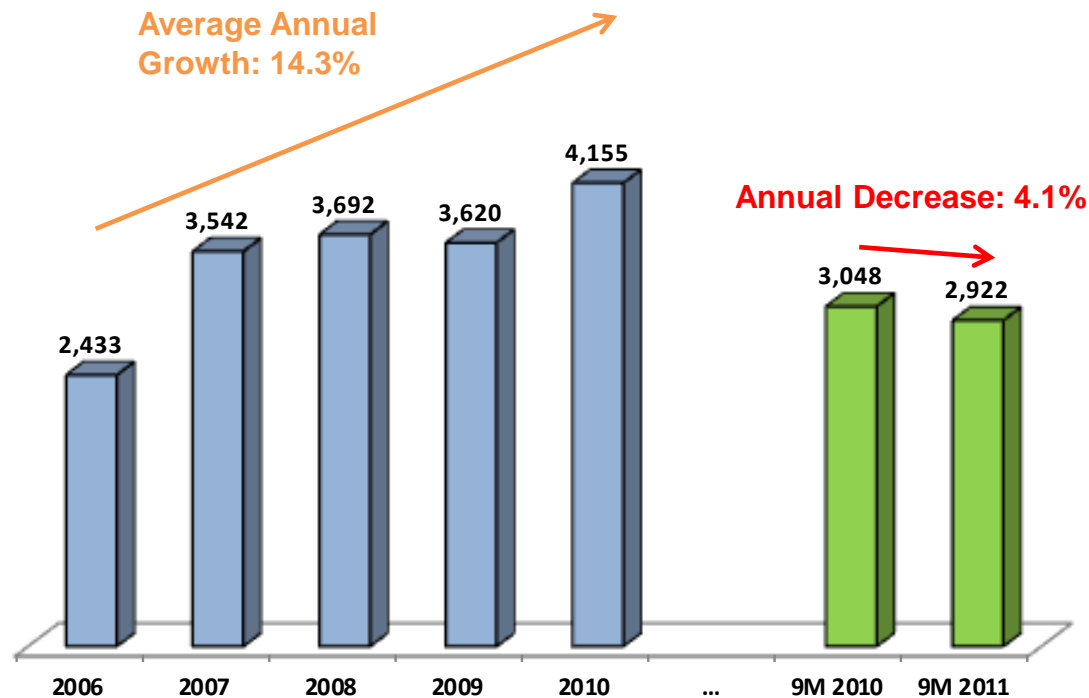
Concha y Toro Export Sales

(Average Price US\$/9lt Case)



Concha y Toro Export Sales – Premium Wines

(Volume Cases '000)



Concha y Toro Business Model: Key Factors & Growth Drivers



- Operating plants in **3** countries
- **12** Distribution Subsidiaries
- **135** countries reached
- **268** independent distributors



PRODUCTIVE OPERATION

DISTRIBUTION SUBSIDIARY

Total Sales 2010: US\$ 735 million
 Volume 2010: 29.2 million cases
 EBITDA 2010: US\$ 119 million

* Announced on November 2011, Operating in 1Q12

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

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%
2011	33,7%	29,7%

Source: Vinos de Chile

(*) Includes bottled & Bag in Box

The Chilean Bottled Industry – Concha y Toro Leading Position

Year 2011

Rank 2011	Rank 2010	Country	Share over chilean bottled export (volume)	Growth 2011/2010	% Part of CyT in total Chilean bottled Exports (volume)	Rank
1 st	1 st	United Kingdom	19.4%	-8.1%	43.9%	1 st
2 nd	2 nd	USA	14.9%	-4.4%	39.4%	1 st
3 rd	4 th	Netherland	6.5%	15.1%	20.9%	1 st
4 th	5 th	Brazil	6.3%	13.2%	18.4%	2 nd
5 th	6 th	Japan	5.6%	14.1%	39.6%	1 st
6 th	3 rd	Canada	4.4%	-1.1%	36.3%	1 st
7 th	10 th	China	3.9%	55.0%	8.9%	2 nd
8 th	8 th	Ireland	3.0%	2.5%	15.5%	2 nd
9 th	7 th	Denmark	2.9%	-4.8%	22.9%	2 nd
10 th	11 th	Russia	2.8%	-1.0%	37.1%	1 st
11 th	9 th	Germany	2.7%	-12.3%	17.5%	2 nd
12 th	12 th	Mexico	2.4%	-0.3%	51.2%	1 st

Source: Vinos de Chile

Strong Distribution Network: Direct Distribution



Distribution Subsidiaries: Driving the growth

Volume in Thousand 9 liter cases

Value in Thousand US\$

	2009		2010		% Change 2010/2009	
	Volume	Value	Volume	Value	Volume	Value
Total Exports & Sales of our Distribution Subsidiaries to third parties	18.955	\$ 483.405	20.514	\$ 543.942	8.2%	12.5%
Export to Third Parties	12.497	\$ 278.691	13.321	\$ 301.608	6.6%	8.2%
% Share	65.9%	57.7%	64.9%	55.4%		
Sales through our Dist Subs.	6.458	\$ 204.714	7.193	\$ 242.334	11.4%	18.4%
% Share	34.1%	42.3%	35.1%	44.6%		

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%	15.4%	-5.8%
U.K.	27.2%	25.7%	23.7%	7.0%	19.6%	6.3%	-10.9%
U.S.A.	16.2%	16.6%	18.0%	11.2%	8.2%	-1.7%	4.6%
Canada	4.4%	4.4%	4.3%	28.2%	2.1%	10.9%	-5.7%
Asia ⁽³⁾	8.2%	8.7%	9.3%	19.2%	9.9%	21.4%	3.1%
Latin America	5.4%	5.5%	7.1%	-10.7%	19.0%	1.7%	24.1%
Brazil ⁽²⁾	2.9%	2.5%	2.9%	0.0%	0.0%	81.9%	11.4%
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%	49.5%
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.

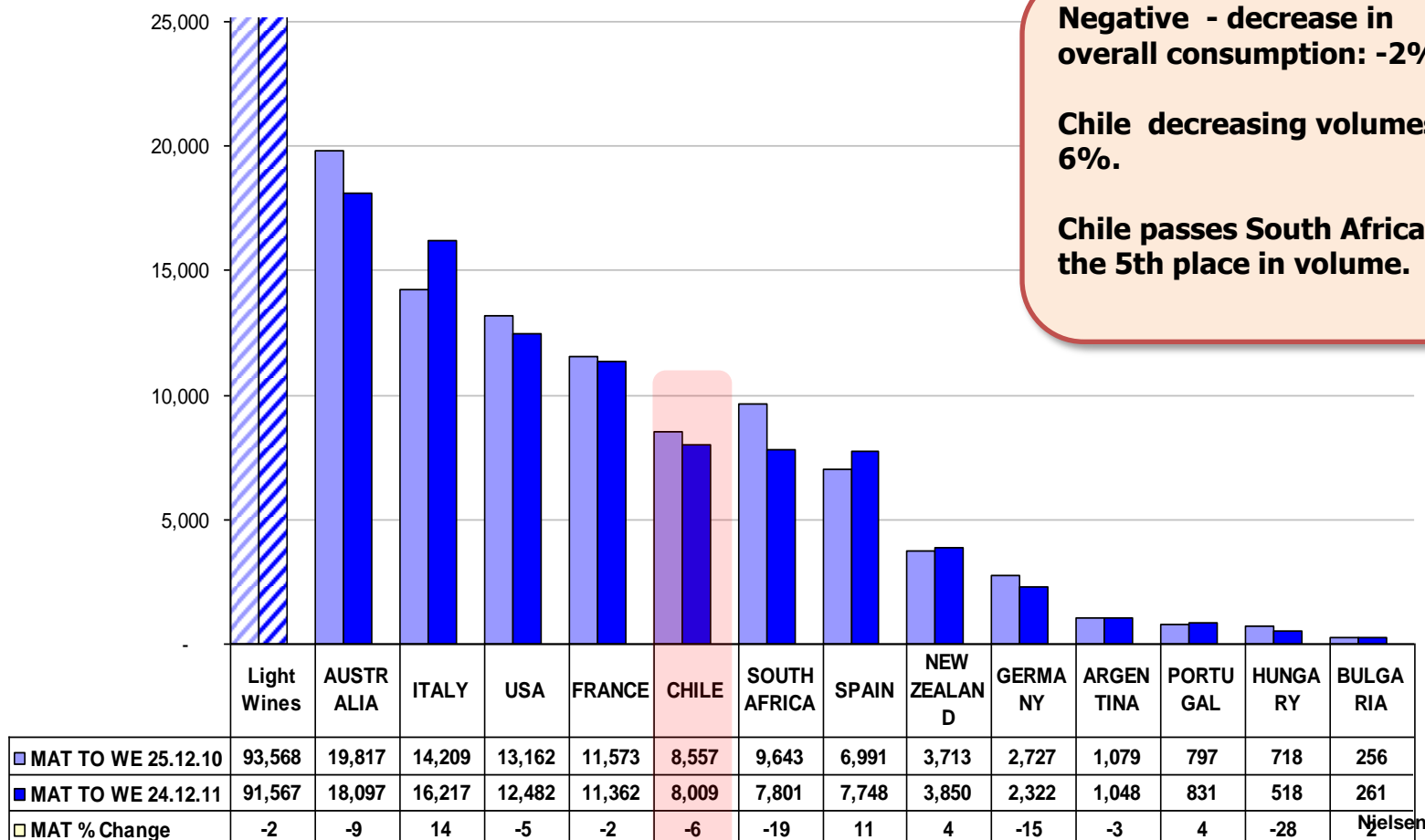
Export – New World Producers

(Bottled wine exports by volume – million liters)

	2007	2008	2009	2010	2011	% Change 2010/09	% Change 2011/10
Australia	579	513	471	416	353	-11.8%	-15.1%
Chile	375	386	414	459	473	10.7%	3.2%
USA	235	240	205	190	217	-7.1%	14.2%
South Africa	191	224	245	230	185	-6.1%	-19.6%
Argentina	189	211	222	231	216	3.9%	-6.2%

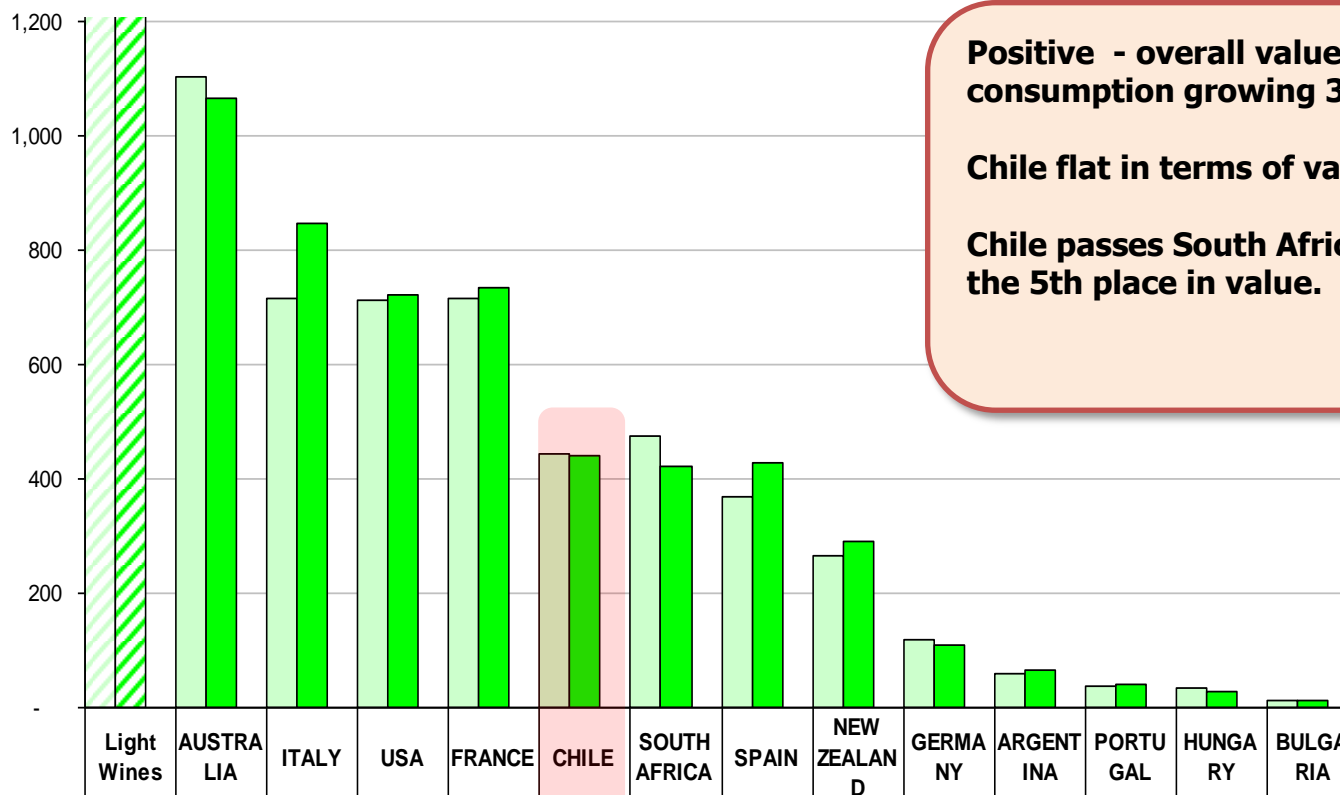
UK Market – Consumption (Volume) Off Trade by Origin

Off - Trade Wines by Country 1,000cs



UK Market – Consumption (Value) Off Trade by Origin

Off - Trade Wines by Country £m

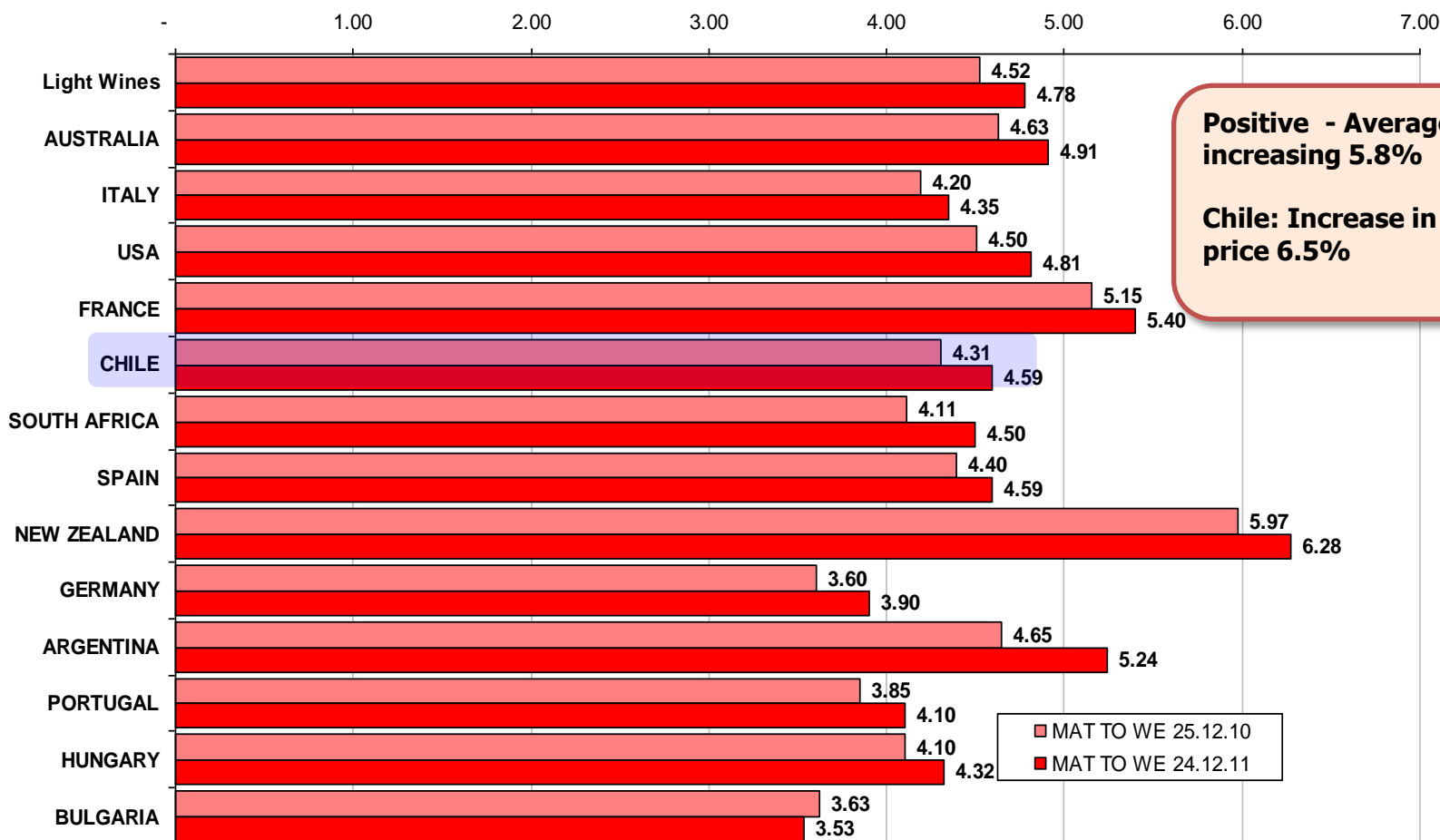


	Light Wines	AUSTRIA	ITALY	USA	FRANCE	CHILE	SOUTH AFRICA	SPAIN	NEW ZEALAND	GERMANY	ARGENTINA	PORTUGAL	HUNGARY	BULGARIA
MAT TO WE 25.12.10	5,075	1,102	715	711	715	442	476	369	266	118	60	37	35	11
MAT TO WE 24.12.11	5,252	1,066	846	721	736	441	421	427	290	109	66	41	27	11
MAT % Change	3	-3	18	1	3	-0	-11	16	9	-8	9	11	-24	-1

Nielsen

UK Market – Average Price per Origin Off Trade

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



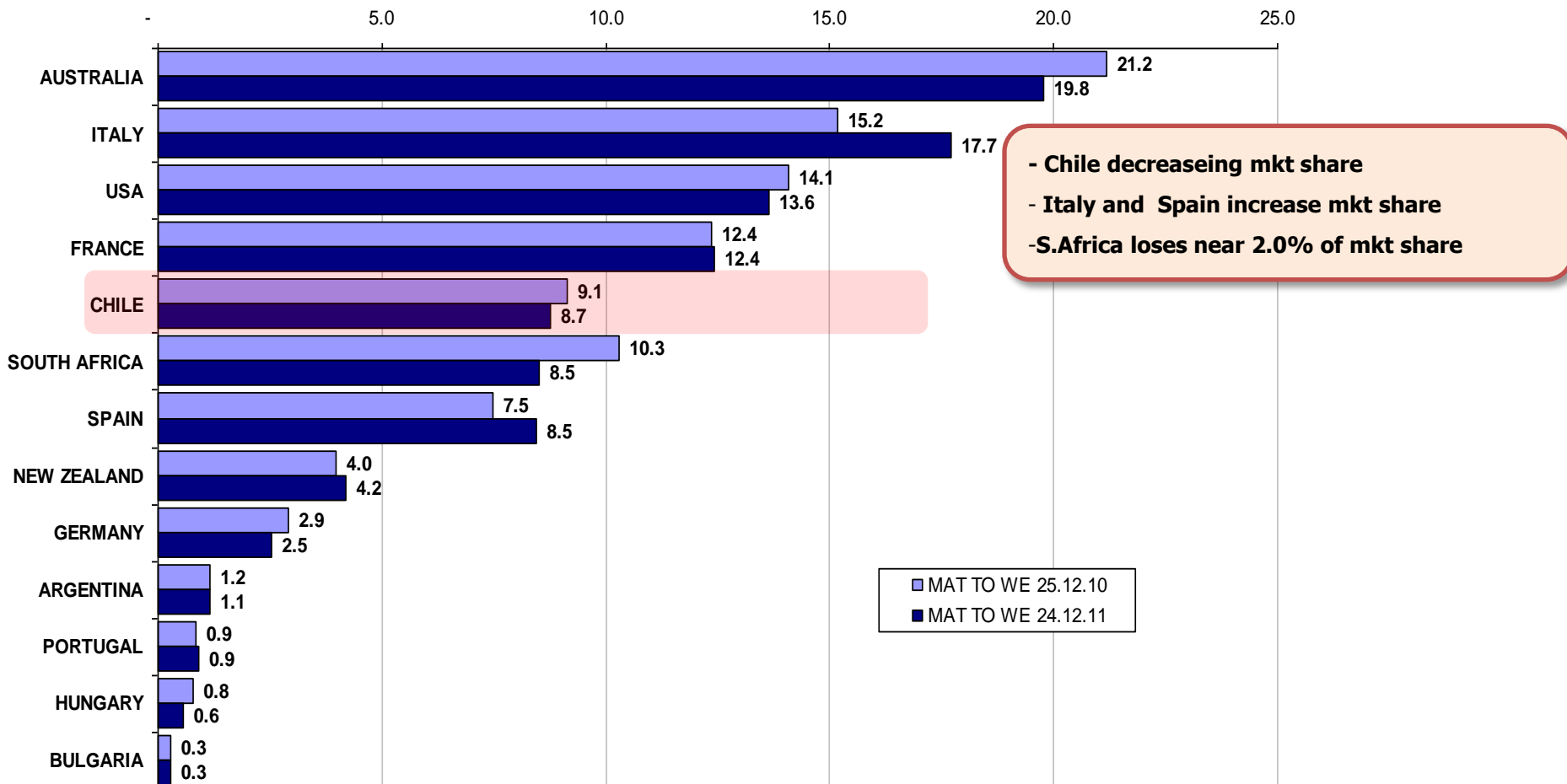
Positive - Average price increasing 5.8%

Chile: Increase in Average price 6.5%

■ MAT TO WE 25.12.10
■ MAT TO WE 24.12.11

UK Market – Market Share by Origin Off Trade

Off - Trade Wine by Country % vol



US Market – Consumption

- Despite the economic downturn, in the US, the wine market has continued increasing in volume.
- 5.4% growth in Volume up to December 2011.
- Imports: Bottled remains flat.

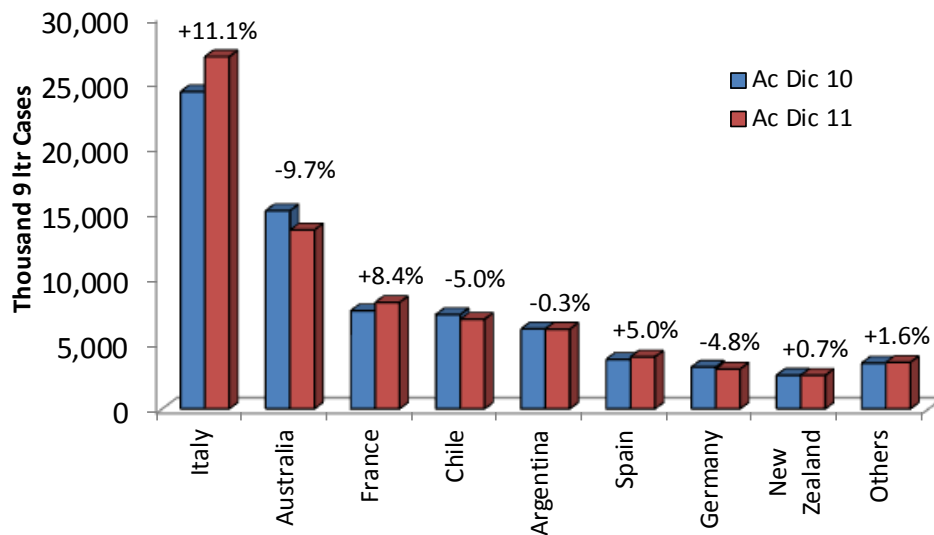
(million 9 liter cases)

	2008	2009	2010	% Change 2010/2009	2011	% Change 2011/2010
Wines from USA	195	195	198	1.3%	210	5.6%
Imported Wines	95	103	104	1.1%	109	4.9%
Bottled	82	77	83	8.0%	84	0.0%
Bulk	13	25	20	-20.1%	25	25.1%
Total Wine	290	298	302	1.2%	319	5.4%

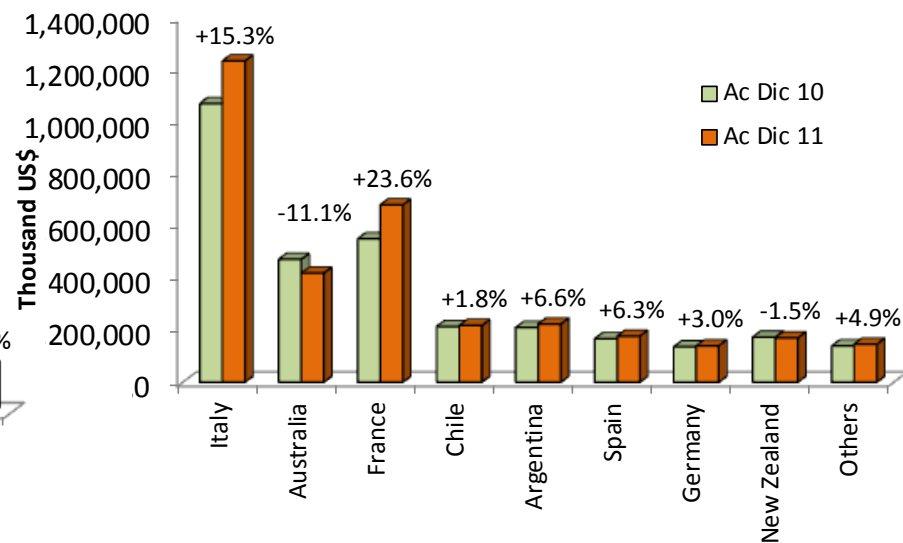
Source: The Gomberg Fredrikson Report

US Market – Imported Wines by Country

Volume



Value



Source: The Gomberg Fredrikson Report

Domestic Market Share (by volume)

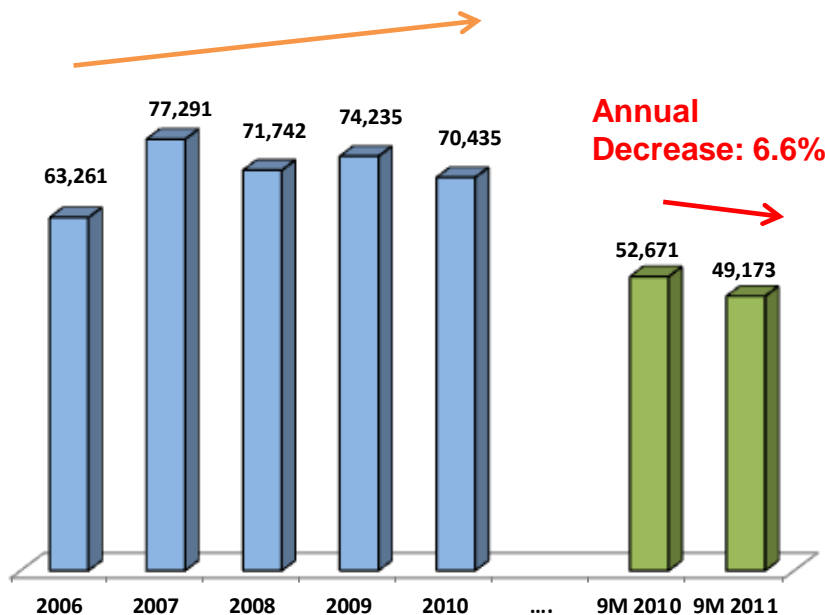
	2005	2006	2007	2008	2009	2010	2011
Concha y Toro	27.1	28.6	30.0	29.7	31.5	30.7	30.4
Santa Rita	24.4	25.5	27.9	28.7	28.9	29.4	29.1
San Pedro - Tarapacá	21.7	21.9	21.8	23.0	22.5	24.4	24.6
Santa Carolina	3.2	3.1	2.3	2.0	1.8	1.8	1.7
Others	23.6	20.9	18.0	16.6	15.3	13.7	14.2

Source: Nielsen

Domestic market Chile – Volume & Value

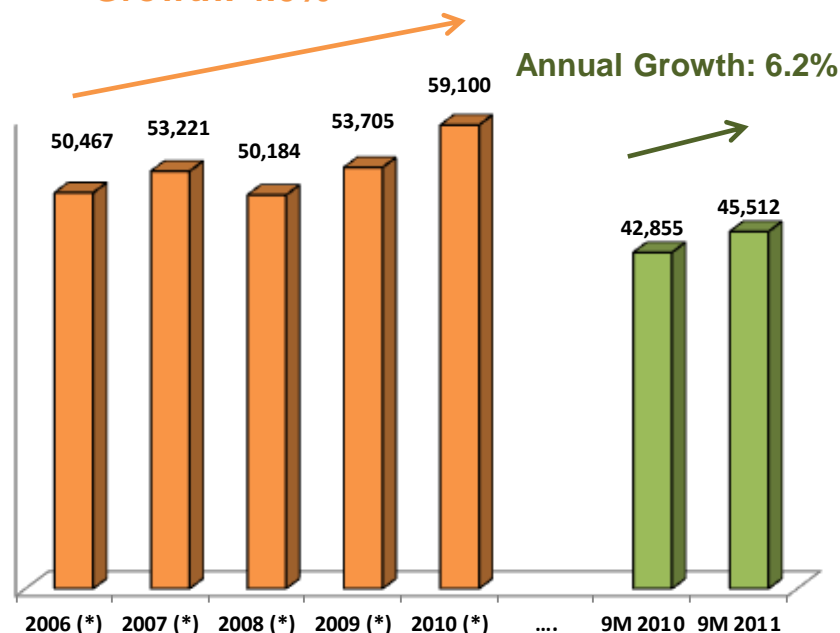
Thousand Liters

Average Annual
Growth: 2.7%



Million Ch\$

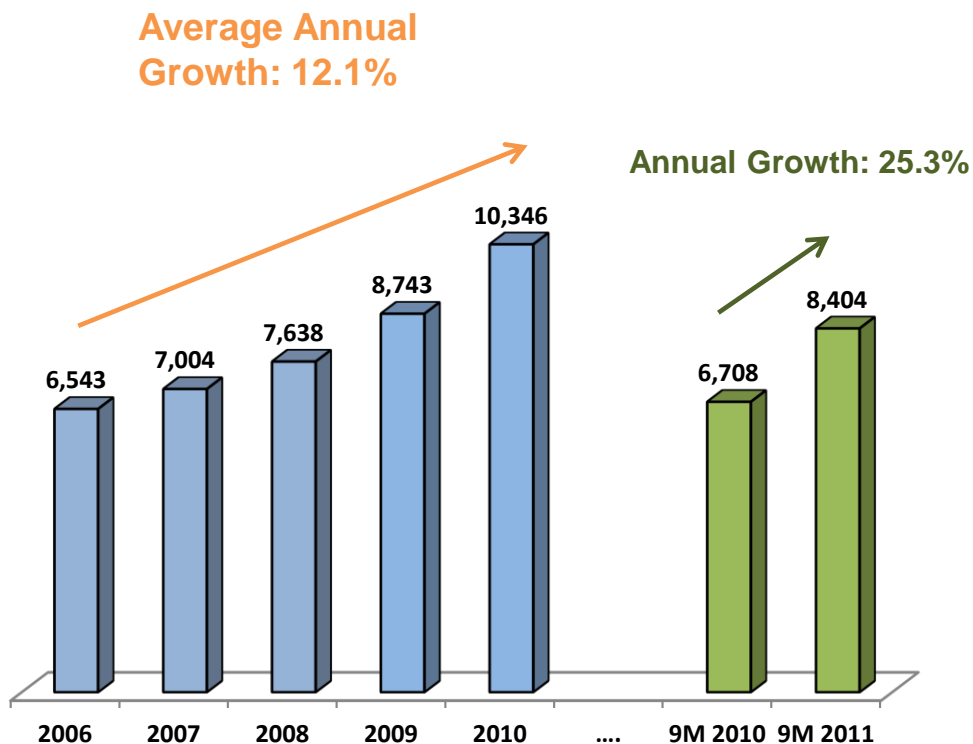
Average Annual
Growth: 4.0%



(*) 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%
Ac Sep 2011	4.5%	18.5%

Most admired wine brand in the world.

(“World's Most Admired Wine Brands”, Drinks International, September 2011)

Brand	Country	Ranking Wine Brands
Concha y Toro	Chile	1
Torres	Spain	2
Jacob's Creek	Australia	3
Antinori	Italy	4
Penfolds	Australia	5
Cloudy Bay	Australia	6
Chateau Lafite	France	7
Vega Sicilia	Spain	8
Marqués de Riscal	Spain	9
Château Latour	France	10



Concha y Toro Business Model: Key Factors & Growth Drivers



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\$ 13	US\$ 16	US\$ 20	US\$ 30	US\$ 35	US\$ 70	US\$ 110	US\$ 125
RRP UK	£ 4.99	£ 5.99	£ 6.99	£ 7.99	£ 8.99	£ 11.99	£ 11.99	£ 15.99	£ 18.99	£ 45	£ 60	£ 65
% sales by volume	78.6%			20.2%		1.2%						
% sales by value	63.9%			31.4%		4.7%						

Cono Sur portfolio



Sug. retail price	£5.99	£7.99	£8.99	£8.99	£9.99	£12.99	£30
Category	Varietal	Premium			Super premium	Ultra premium	Icono

Trivento – portfolio

TRIVENTO
BODEGAS Y VIÑEDOS



	Bi-varietal	Tribu	Reserve	Amado Sur	Golden Reserve	Eolo
Category	Bi-varietal	Varietal	Premium	Super Premium	Ultra Premium	Icon
Price per case FOB	USD18.5	USD 24	USD 34	USD 50	USD 75	USD 300

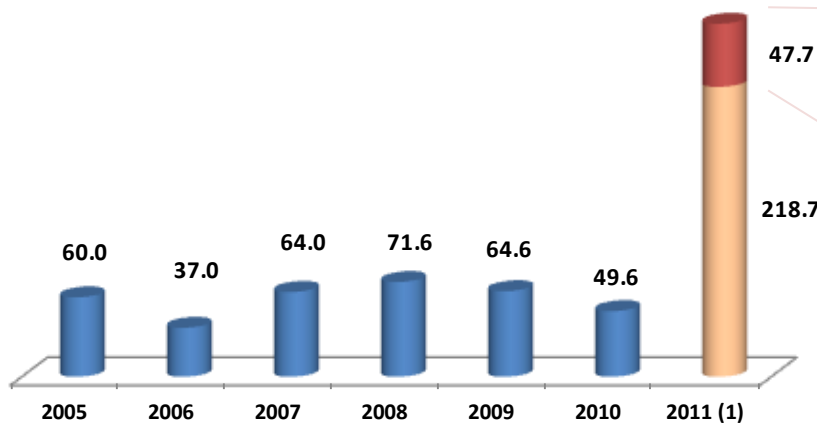
Concha y Toro Business Model: Key Factors & Growth Drivers



Sustained Investment over time

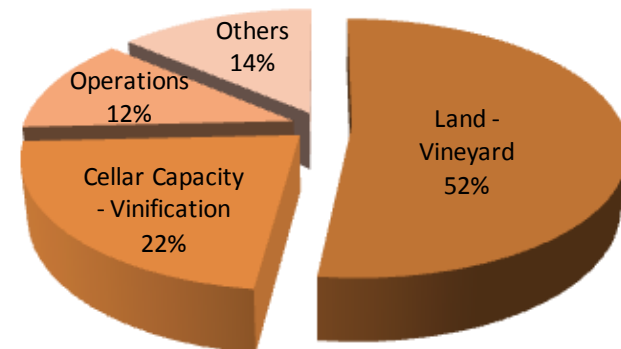
- **US\$ 613 million between 2005 – 2011**
 - Vineyard expansion Chile
 - Increasing cellar and vinification capacity
 - Improvements in bottling capacity and efficiency
 - 2011: Record year of investment for Viña Concha y Toro

Investment US\$ Million (*)



* Exchange Rate as of end of December each year

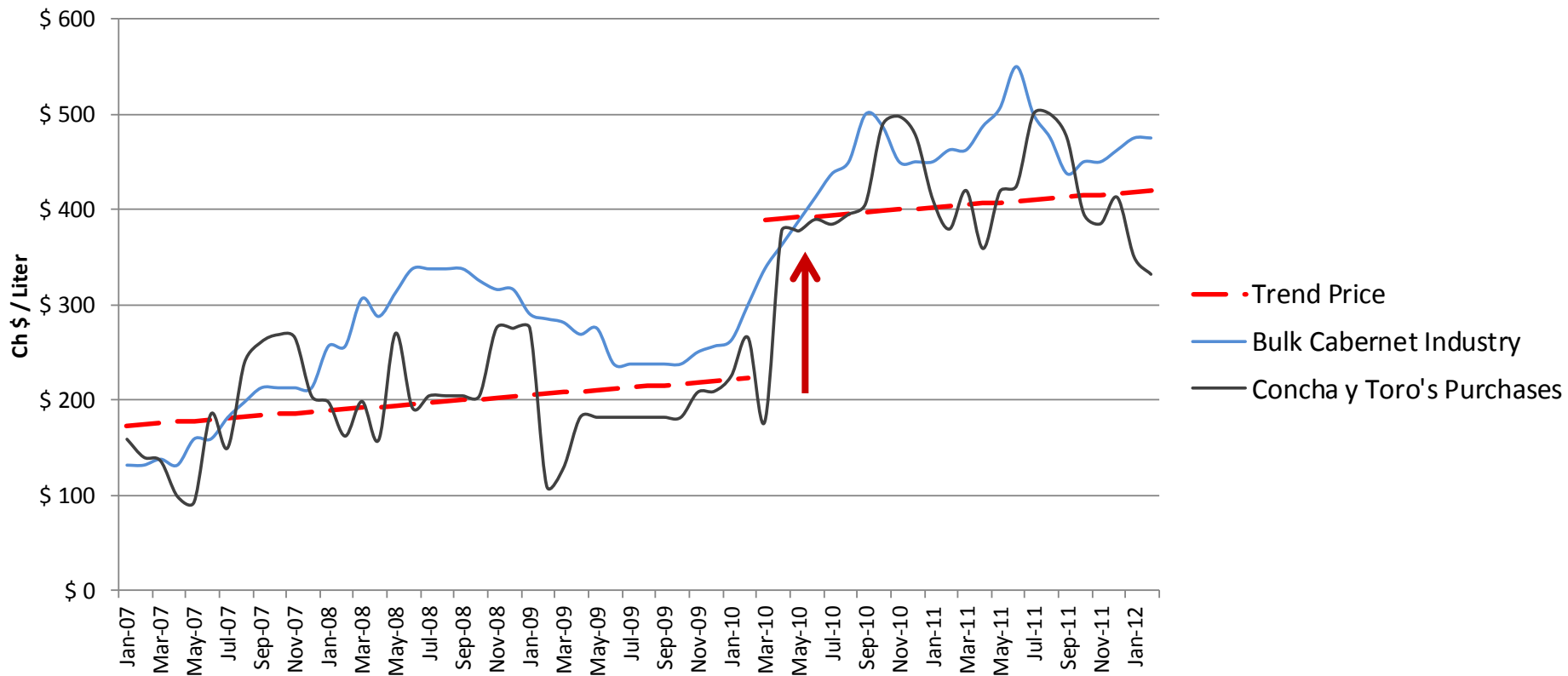
2011 Capital Investment



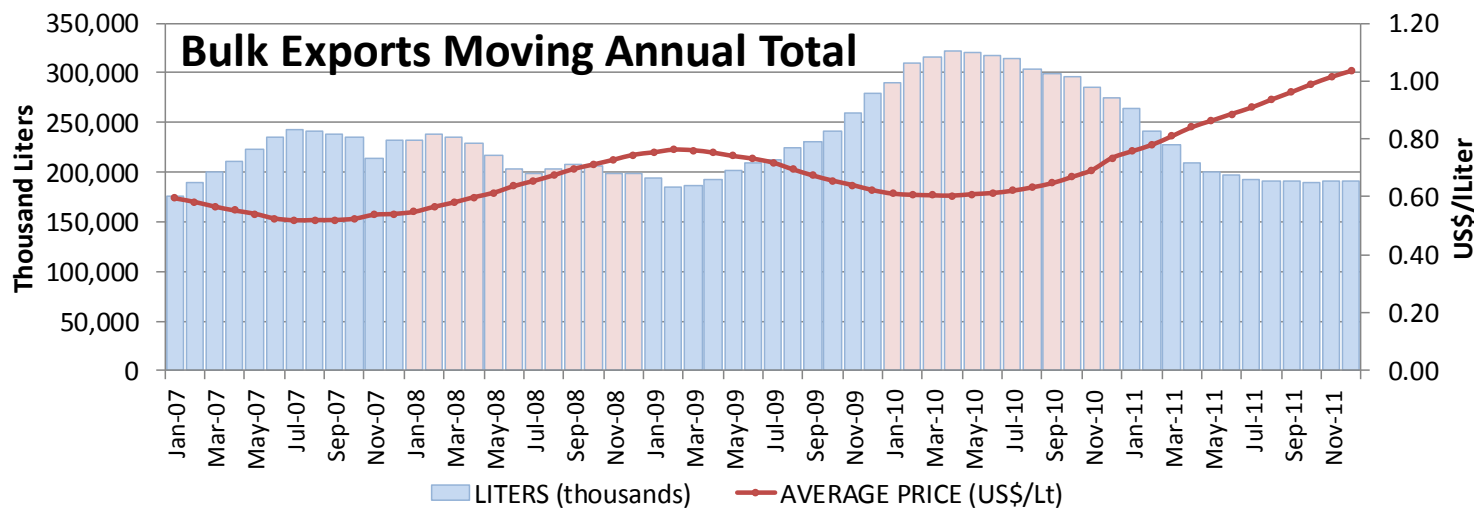
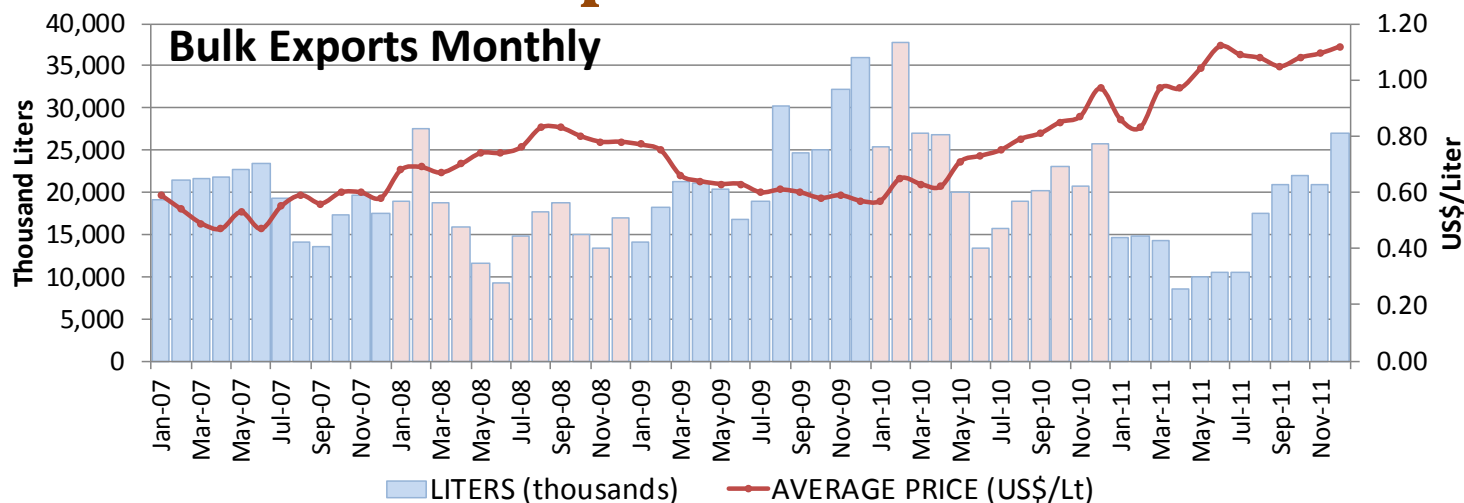
(1) Inorganic growth: Fetzer (216.0) + Kross (2.7)

Costs: Significant shift in chilean bulk wine price curve

Average Bulk Wine price (Ch\$/Liter)

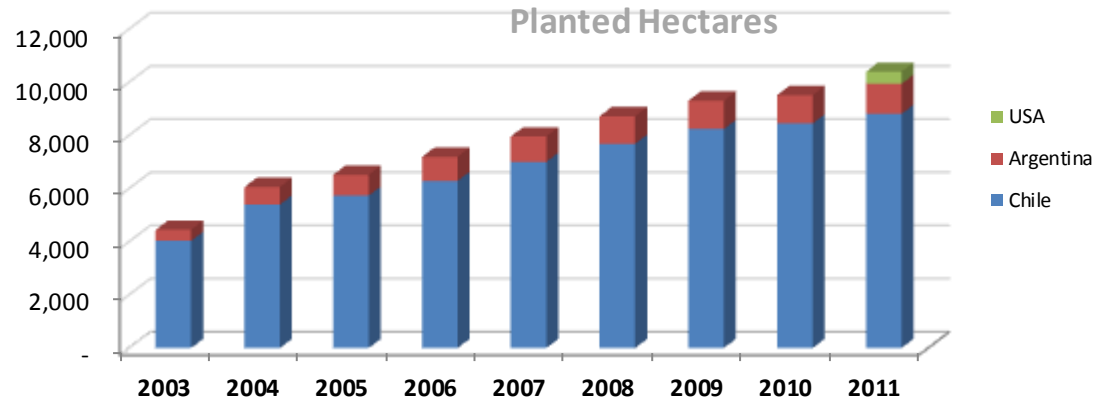


Chilean Bulk Wine Exports

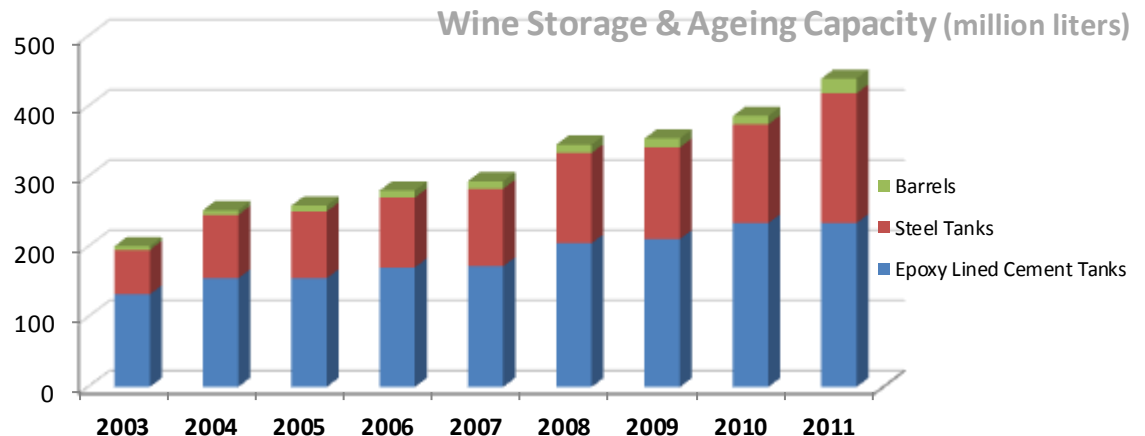


Capacity Increase – Support Growth

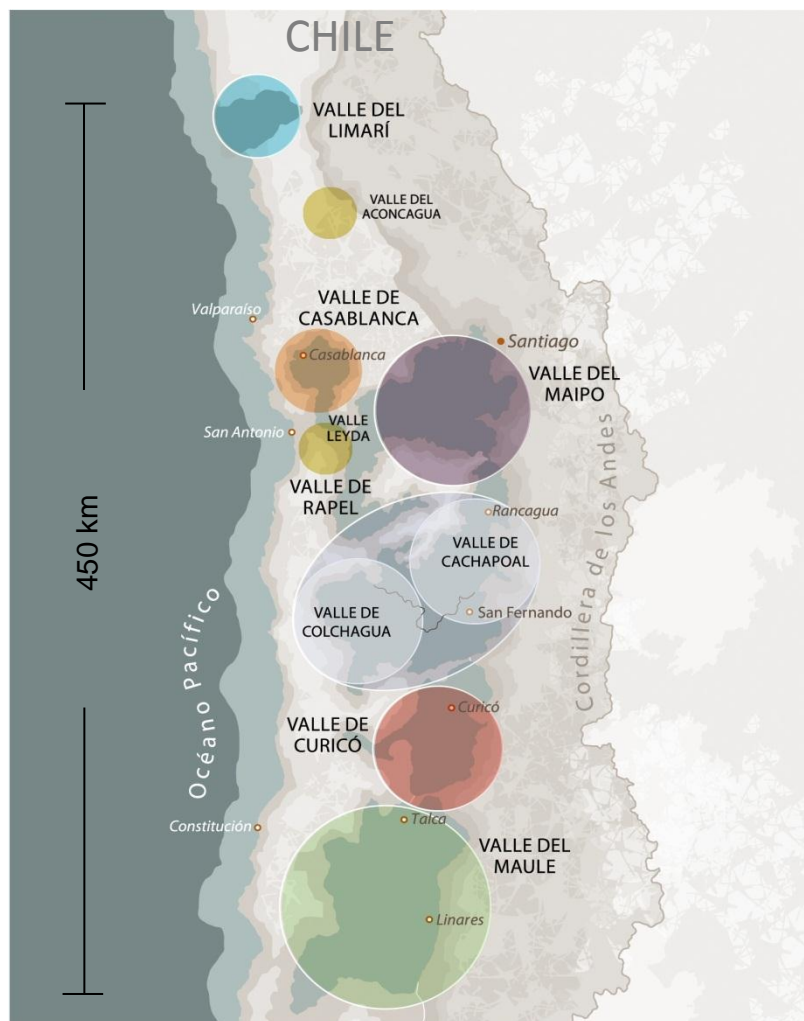
- **Planted area growth of 134% in the last 8 years (CAGR = 11.2%)**



- **119% increase in Wine Storage & Ageing Capacity in the last 8 years (CAGR = 10.3%)**



Concha y Toro vineyard: Geographical Diversification



(Hectares)

Valley - Chile

	Vineyards Planted 2011	Hectares to be planted	Total Hectares
Limarí	1,040	242	1,283
Aconcagua	99	1	100
Casablanca	413	13	426
Leyda	130	-	130
Maipo	961	29	990
Cachapoal	1,257	382	1,639
Colchagua	1,936	371	2,307
Curicó	685	16	701
Maule	2,280	233	2,513
Total Chile:	8,802	1,287	10,089

Valley - Argentina

Mendoza	1,134	76	1,210
Total Argentina:	1,134	76	1,210

Valley - US

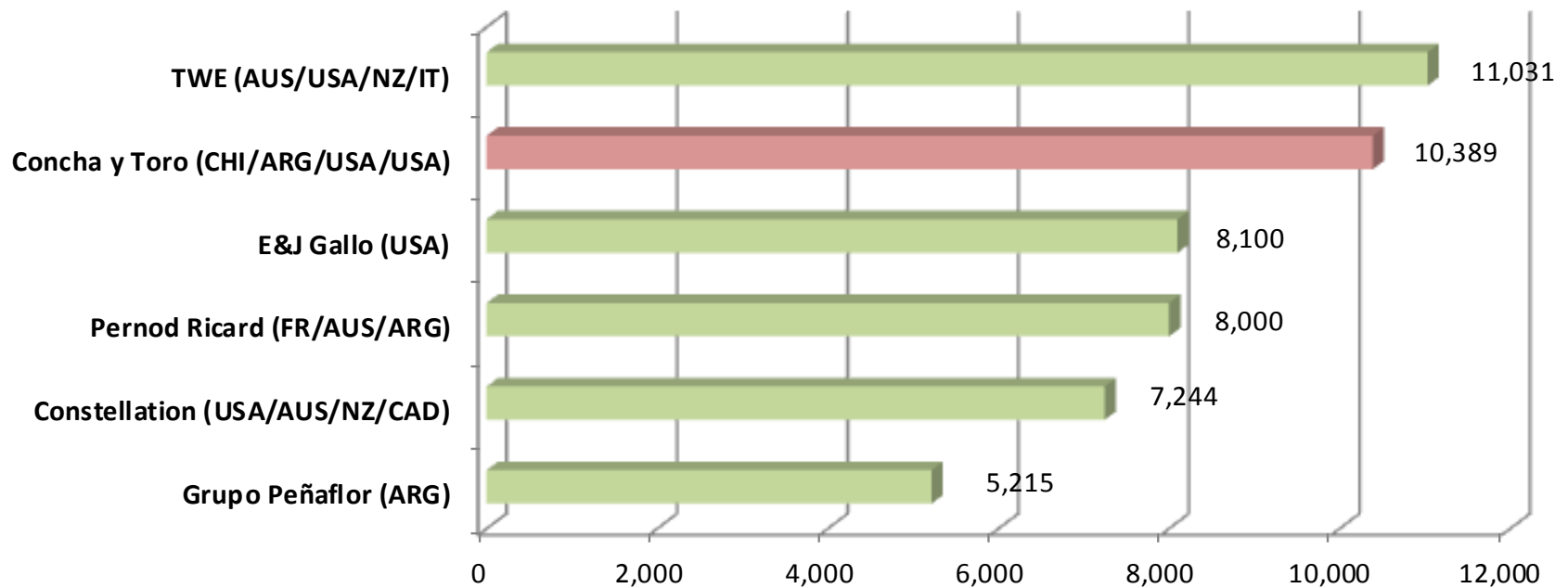
Mendocino	372	14	386
Paso Robles	81	-	81
Total US:	453	14	467

Total Holding:	10,389	1,377	11,766
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The Chilean Wine Industry: An overview

Total Hectares 2010:	118,000
Total bottled wine exports 2010:	458,498 thousand liters
Concha y Toro:	
36.6%	Mkt Share Volume Exported bottled wine 2010
30.7%	Mkt Share Vol Domestic Market (Dec 2010)
8,445	Hectares Planted (2010)
355.5	Storage capacity (million liters 2010)
San Pedro - Tarapacá (CCU)	
12.2%	Mkt Share Volume Exported bottled wine 2010
24.4%	Mkt Share Vol Domestic Market (Dec 2010)
4,158	Hectares Planted (2010)
84.7	Storage capacity (million liters 2010)
Santa Rita (Cristalerías de Chile)	
4.6%	Mkt Share Volume Exported bottled wine 2010
29.4%	Mkt Share Vol Domestic Market (Dec 2010)
3,176	Hectares Planted (2010)
95	Storage capacity (million liters 2010)

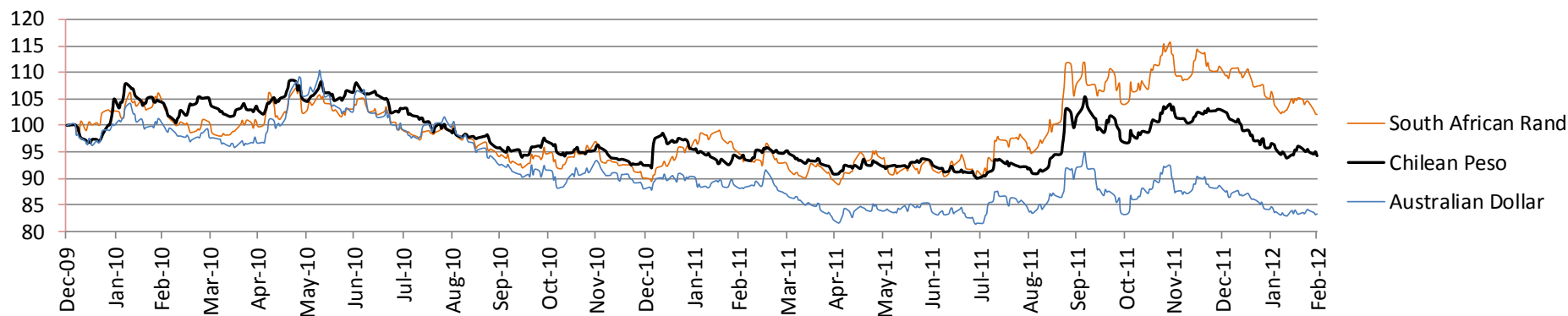
Area planted – largest wineries (hectares planted)



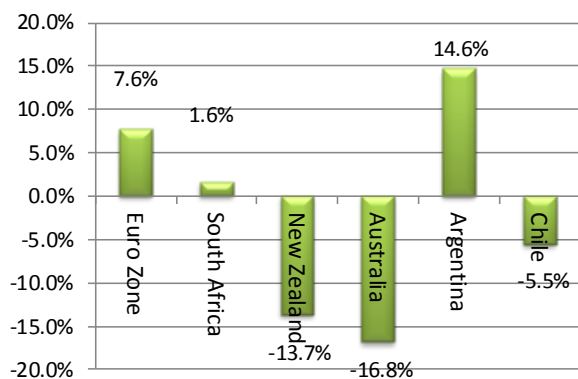
Source: Companies Fact Sheet, Web Page Information, Annual Reports, SEC Filings (20-F & 10-K)

Exchange Rate main producers

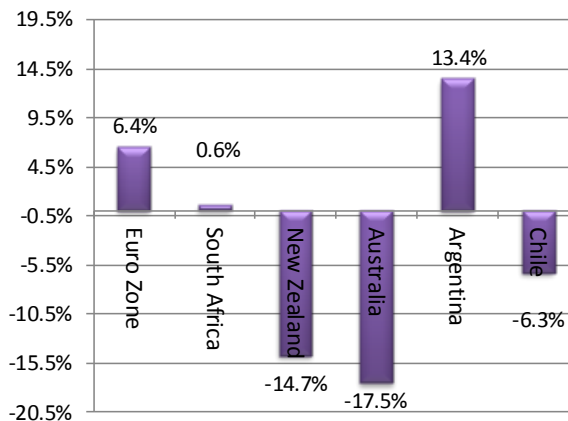
From 12/30/2009 to 02/29/2012



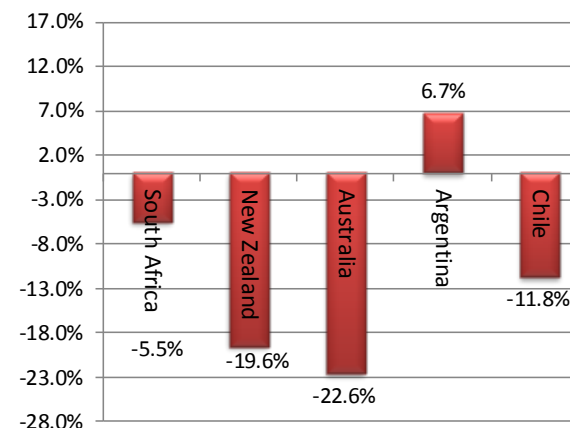
Against USD



Against GBP



Against EUR



Sales: 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

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%
Total	78,729	3.74%	208,328	3.60%

Debt increase to acquire Fetzner

* Does not include interest accrued.

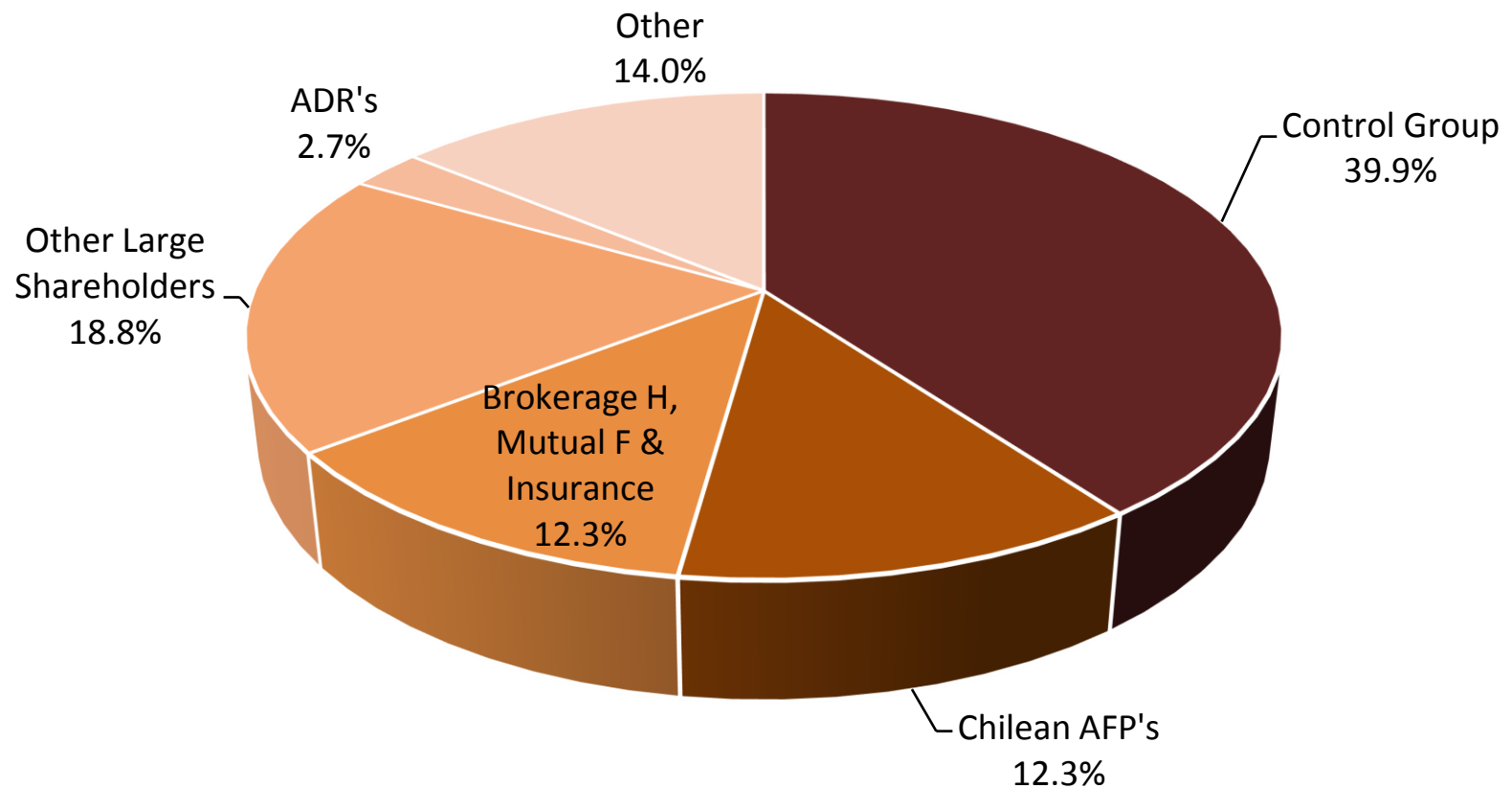
In nominal Chilean Pesos at the end of each period

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

Income Statement (million Ch\$)

	3Q 2011	3Q 2010	Change	9M 2011	9M 2010	Change
Operating Results						
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%	
Operating Income	11,204	13,785	-18.7%	30,329	34,599	-12.3%
% of sales	9.9%	12.8%	-23.0%	10.2%	12.6%	-19.0%
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%
Net Income	10,095	13,260	-23.9%	26,151	32,068	-18.4%
EBITDA	16,336	18,129	-9.9%	42,910	45,211	-5.1%
% sales	14.4%	16.8%		14.5%	16.5%	

Shareholder structure (December 2011)



Company Stock

- **US\$ 1.5 million of Average Daily Value Traded 3M
(85% Local, 15% ADR)**



Preliminary Sales

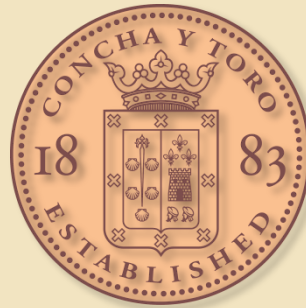
		4Q2011	4Q2010	Change (%)	2011	2010	Change (%)
Total Sales (Million Chilean Pesos)^(*)		123,440	97,621	26.4%	413,439	364,941	13.3%
Export Markets		78,677	68,283	15.2%	264,872	259,927	1.9%
Domestic Market - Wine		16,485	16,245	1.5%	61,997	59,100	4.9%
Domestic Market - Other Products		7,984	6,856	16.4%	24,795	20,382	21.7%
Argentina Exports		3,395	3,772	-10.0%	14,506	16,869	-14.0%
Argentina Domestic		2,141	2,464	-13.1%	7,462	8,663	-13.9%
U.S.A. (Fetzer)		14,758	0	-	39,807	0	-
Total Volume (thousand liters)		71,646	68,009	5.3%	266,885	262,830	1.5%
Export Markets ⁽¹⁾		46,740	45,049	3.8%	170,153	170,927	-0.5%
Domestic Market - Wine		15,946	17,764	-10.2%	65,119	70,435	-7.5%
Argentina Exports ⁽²⁾		2,112	3,091	-31.7%	10,274	13,700	-25.0%
Argentina Domestic		1,494	2,106	-29.1%	6,107	7,768	-21.4%
U.S.A. (Fetzer) ⁽²⁾		5,354	0	-	15,233	0	-
Average Price (per liter)	Currency						
Export Markets	US\$	3.29	3.15	4.4%	3.21	2.99	7.6%
Domestic Market - Wine	Ch\$	1,033.8	914.5	13.0%	952.1	839.1	13.5%
Argentina Exports	US\$	3.14	2.54	23.5%	2.93	2.41	21.3%
Argentina Domestic	US\$	2.80	2.43	15.2%	2.52	2.20	14.8%
U.S.A. (Fetzer)	US\$	5.38	0	-	5.38	0	-

(*) Other Sales, including bulk wine sales to third parties, are not included in this preliminary sales report.

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

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

CONCHA Y TORO



Corporate Presentation
Larraín Vial – Andean Conference

March 2012

Total Argentinean exports by category

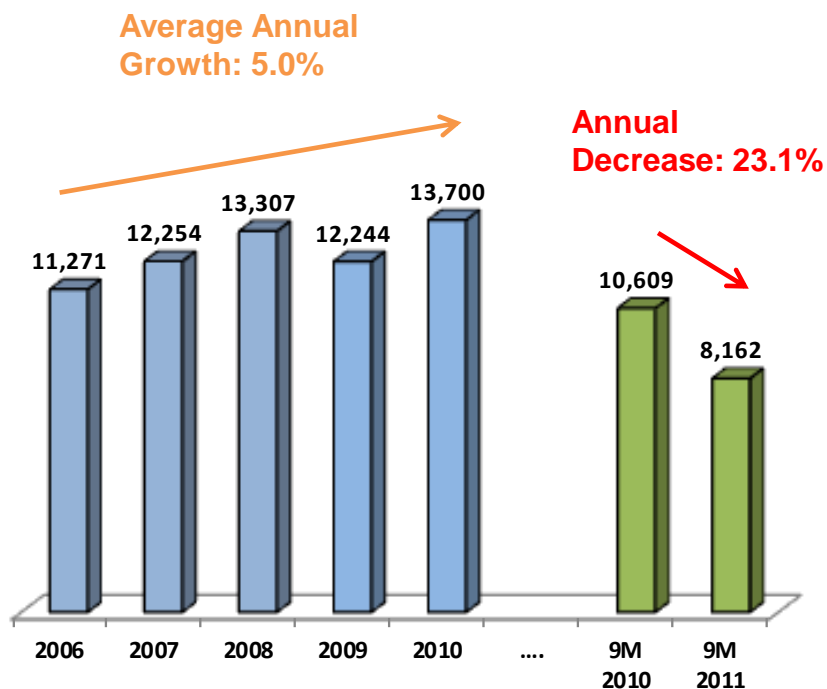
	Jan - Dec 2010			% Change 2010/2009		
	Liters ('000)	US\$ ('000)	Av. Price US\$/Ltr	Liters	US\$	Av. Price
Bottled	230,659	\$ 699,088	\$ 3.03	3.9%	17.0%	12.6%
Bulk	44,580	\$ 37,335	\$ 0.84	-35.5%	2.9%	59.4%
Concentrated Must	69,137	\$ 128,087	\$ 1.85	-14.7%	-5.6%	10.6%
Total	344,376	\$ 864,510	\$ 2.51	-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%

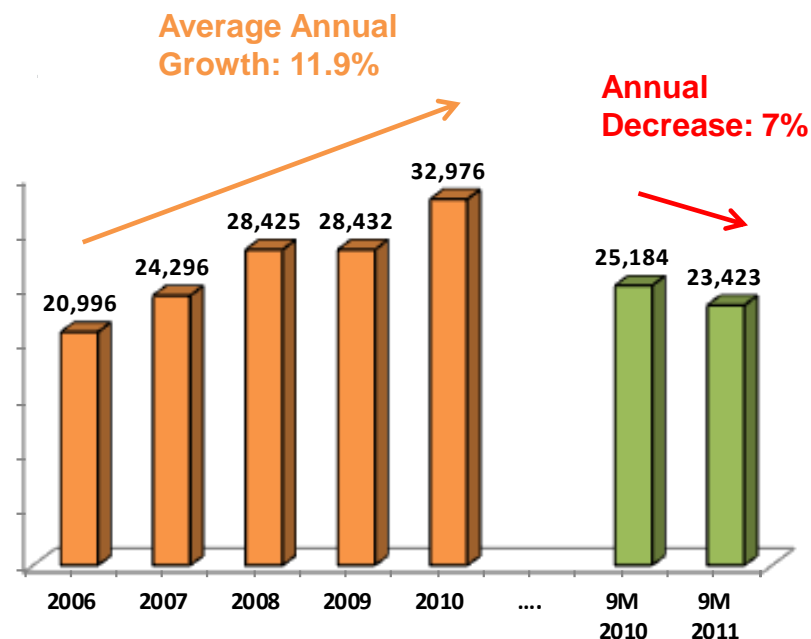
Source: Caucasias Wine Thinking

Trivento Export Sales : Argentina - Volume & Value

Thousand Liters

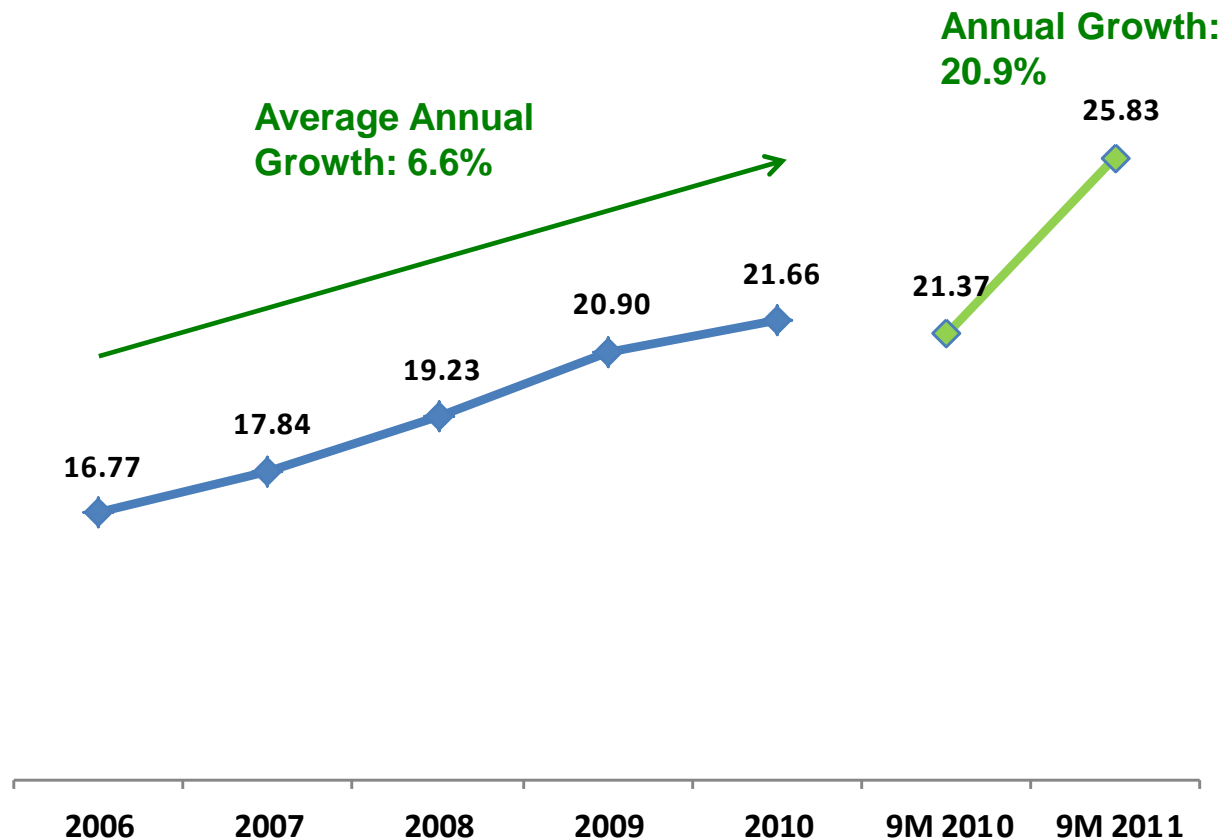


Thousand US\$



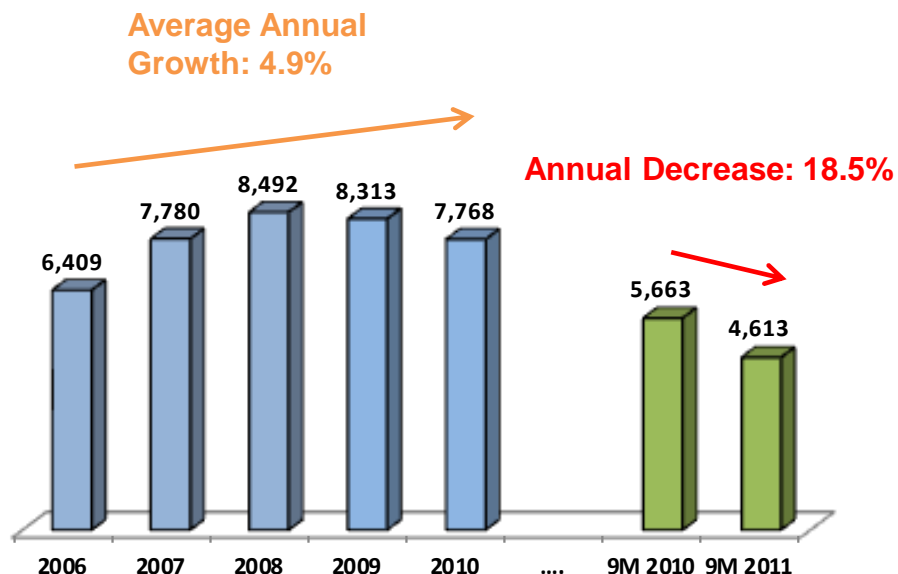
Trivento Export Sales - Argentina

(Average Price US\$/Case)



Trivento Domestic Sales : Argentina – Volume & Value

Thousand Liters



Thousand AR\$

