

# CONCHA Y TORO



18  
83

Annual Report

20  
08

*125*  
*Years*

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This edition is a translation of the Spanish version.

*In 2008, Viña Concha y Toro once again achieved the highest ratings in the Chilean wine industry, reflecting strong recognition of the quality of its wines.*

- The highest rating ever for a Chilean wine

97 points

Carmín de Peumo 2005  
The Wine Advocate, October 2008

- The highest rating for a Chilean Cabernet Sauvignon

96 points

Nº 12 - Top 100 wines of the year

Don Melchor 2005  
Wine Spectator, June 2008

- The highest rating for a Chilean Chardonnay

93 points

Amelia 2006  
The Wine Advocate, October 2008

Regional Trophy

Cono Sur Ocio Pinot Noir 2006  
Decanter World Wine Awards, May 2008

93 points

Trivento Eolo 2005  
Wine Spectator, April 2008





# Concha y Toro at a Glance

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In 2008 the company celebrated 125 years since its foundation. This history of achievement was distinguished by important recognitions in this anniversary year which underlined the success of its business strategy, the role of the winery in the industry's progress and the image of Chilean wine in the world.

With consolidated sales of US\$590 million and 26.6 million cases, Viña Concha y Toro is the leading wine producer and exporter in Latin America and one of the ten largest wine companies in the world. Concha y Toro has grown consistently in the principal international markets where it has an undisputed leadership and a high brand recognition and preference. The subsidiaries Viña Cono Sur, Viña Maipo and Viña Palo Alto contributed significantly to the growth for the year.

Combining tradition and innovation, the company has developed a broad range of premium wines under the Concha y Toro brand, a seal of global quality and prestige, and has promoted innovative projects through the subsidiaries Viña Cono Sur, Viña Maipo, Viña Palo Alto, Viña Maycas del Limarí and Trivento Bodegas y Viñedos, the last-named in Argentina. In addition, jointly with the prestigious French winemaker Baron Philippe de Rothschild, it produces the iconic Almaviva, a top-class wine.

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Sales  
US\$590  
million

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EBITDA  
Ch\$65,588  
million

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EBITDA margin  
20.4%

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Hectares planted  
in Chile & Argentina  
8,720

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Consolidated volume  
26,600,000  
cases

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Sales growth  
+3.5%

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Net income  
Ch\$35,152  
million

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Net income  
change  
-5.2%

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**Net Revenues**

(Ch\$ million)

2008	322,166
2007	311,225
2006	252,447
2005	240,462
2004	233,227

**Operating Result**

(Ch\$ million)

2008	51,282
2007	51,450
2006	28,448
2005	29,745
2004	37,606

**Net Income**

(Ch\$ million)

2008	35,152
2007	37,090
2006	18,901
2005	22,736
2004	28,070

# Financial Overview

(Consolidated figures in millions of Chilean pesos as of December 31, 2008)

	2008	2007	2006	2005	2004
<b>Income Statement</b>					
Net Revenues	322,166	311,225	252,447	240,462	233,227
Gross Profit	128,565	125,333	87,013	83,583	90,692
Operating Result	51,282	51,450	28,448	29,745	37,606
EBITDA	65,588	65,846	41,512	42,696	48,061
Net Income	35,152	37,090	18,901	22,736	28,070

#### As a percentage of revenues:

Gross Margin	39.9%	40.3%	34.5%	34.8%	38.9%
Operating Margin	15.9%	16.5%	11.3%	12.4%	16.1%
EBITDA Margin	20.4%	21.2%	16.4%	17.8%	20.6%
Net Income	10.9%	11.9%	7.5%	9.5%	12.0%

#### Balance Sheet Data

Total Assets	517,817	428,963	400,530	367,753	319,093
Total Liabilities	254,724	186,426	187,483	164,567	126,056
Shareholder's Equity	263,093	242,537	213,047	203,185	193,037
Financial Debt	142,136	94,285	111,946	106,087	73,466

ROA	6.8%	8.6%	4.7%	6.2%	8.8%
ROE	13.4%	15.3%	8.9%	11.2%	14.5%
ROIC <sup>(1)</sup>	10.5%	12.7%	7.3%	8.3%	12.0%
Financial Debt/Equity	54.0%	38.9%	52.5%	52.2%	38.1%

Earnings per share (Ch\$)	48.88	51.58	26.28	31.61	39.03
Earnings per ADR (US\$)	1.54	1.91	0.84	1.03	1.13

Share Price (Ch\$)	961.79	1049.60	800.00	755.02	793.00
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#### Sales Volume (9 liter cases - thousand)

Chile:					
Export Market	15,995	14,797	11,590	10,551	9,496
Domestic Market	7,971	8,588	7,676	6,770	6,673
Argentina:					
Export Market	1,675	1,528	1,416	1,238	777
Domestic Market	944	864	700	548	747

<sup>(1)</sup> ROIC=Operating Result after taxes / Equity + net financial debt

# Letter from the Chairman

Dear Shareholders,

Company results for 2008 suffered the impact of deep economic and financial changes that affected markets in the global economy which in turn produced contrasting trends.

The first half of the year was characterized by an extremely unfavorable exchange rate which forced the company to concentrate primarily on profitability.

In the second half, there were more favorable exchange rate conditions, although in the context of a deep and generalized international financial and economic crisis with still undetermined consequences. The year ended with signs of recession in our principal export markets, whose impact on wine consumption is still very difficult to quantify and that makes us foresee serious challenges for 2009.

In this context, is important to point out that Concha y Toro's position is solid, our wines enjoy a high preference and we are working with our distributors to promote sales and reduce the effects on consumption. The greater uncertainty and volatility of the financial markets have also led us to take different initiatives with respect to the company's financing structure in order to face this new scenario in the best manner possible without affecting future growth.

In 2008, the company celebrated 125 years since its foundation. This anniversary came together with important distinctions for the company's business strategy and its contribution to the development of the industry and the positioning of Chilean wine abroad.

We evaluate 2008 financial results favorably, net income for the year was Ch\$35,152 million, this amount is higher than the Ch\$34,059 million recorded in 2007. Nevertheless, in real terms this denoted a 5.2% decrease from 2007. Consolidated sales were Ch\$322,166 million, representing an increase of 3.5%. This result was achieved with important progress in exports, although this was partially offset by a reduced exchange rate. In fact, despite the sharp depreciation of the currency in the last months of the year, the average annual exchange rate of relevance to the company was 7.7% lower in real terms compared to 2007.

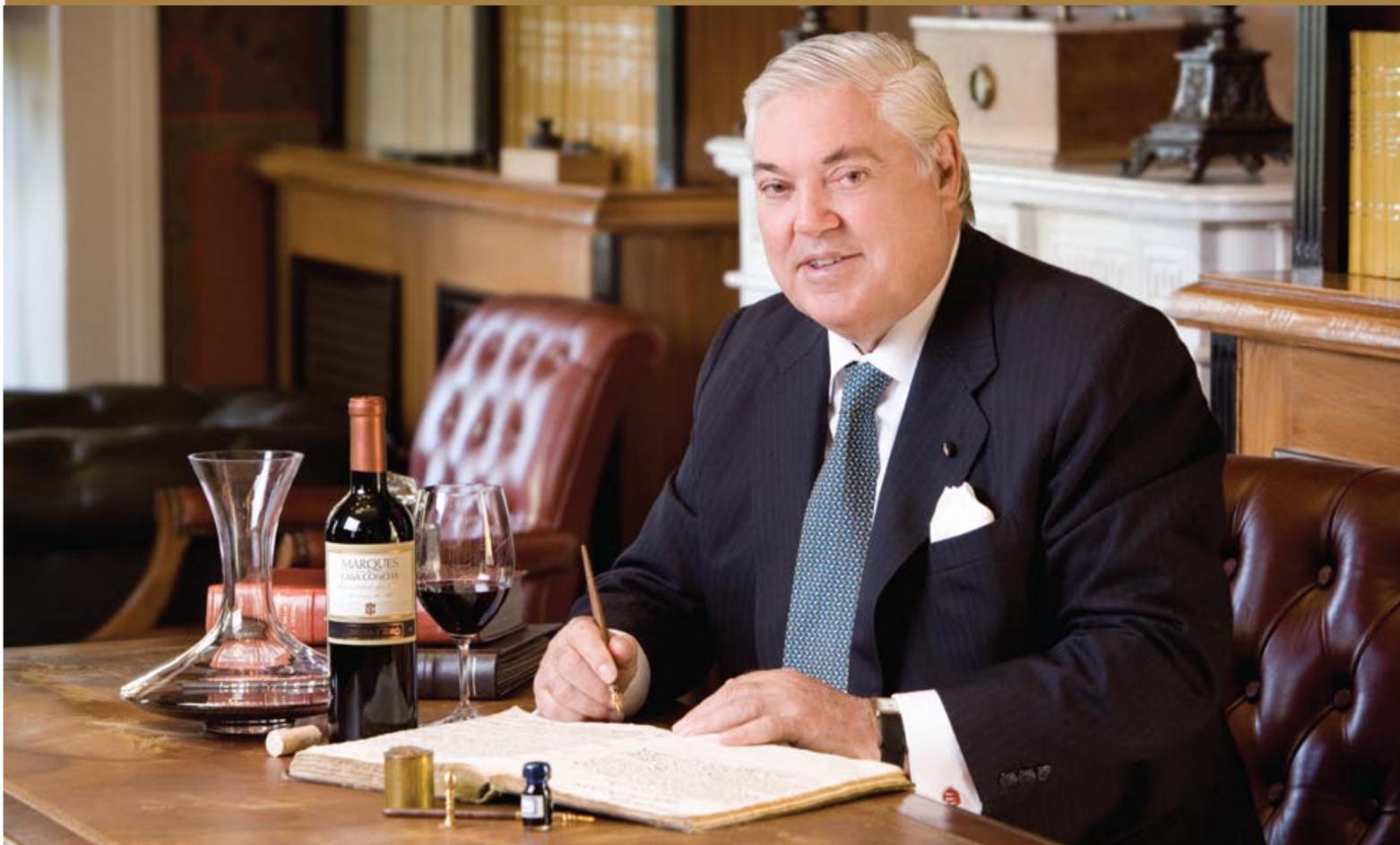
Exports this year from Chile again showed solid results, reaching US\$384 million with a growth of 12%. Consolidated shipments rose by 8.1% to 15,995,000 cases, a new record for the company. We should emphasize the 3.6% rise in the average export price, mainly reflecting increases made across the portfolio during the year in line with the strategic focus on the profitability of the business.

This good export performance in a year that was not lacking in challenges, shows the growing acceptance and solid positioning of the Concha y Toro brand and its subsidiary companies.

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The consolidation of the distribution network and joint work with our distributors have been fundamental for advancing in export markets. The successful experience of our own distribution subsidiary for the United Kingdom, Concha y Toro UK, led the company to take new steps in commercial integration: in 2008, it opened own distribution offices in Brazil and in the Scandinavian countries. We are sure that these initiatives will permit the strengthening of the company's presence in these important markets, where it is already securing a relevant position.

The subsidiaries have contributed strongly to the consolidated results. The volume sold by Concha y Toro UK grew by 6.3% in 2008. This positive performance is a reflection of years of investment in market and brand development, heavily based on quality and attractive pricing.

Viña Cono Sur showed solid expansion. The positive results obtained in the new markets and the consolidation in its principal markets led to growth of close to 1 million cases which enabled Cono Sur to reaffirm its position as Chile's second wine exporter.

Viña Maipo and Viña Palo Alto also both showed excellent results. They have strengthened their presence in the principal markets and grown through a new distribution network that offers great potential for future growth.

The Argentine subsidiary Trivento has continued to progress with its strategic focus on premium and superior wines, which have benefited from the strong dynamism of Argentine wines in the international markets.

Sales on the Chilean domestic market amounted to Ch\$51,366 million, a reduction of 3.5% compared to the previous year. The company's efforts in this market were oriented to improving profitability. Price rises were made across the portfolio, in line with the higher cost of the raw material, and the cheaper wine businesses were reviewed. The objective was achieved successfully although with an impact on the volumes sold, mainly in the varietal and popular wine categories.

Coinciding with its 125th anniversary, Viña Concha y Toro was distinguished in Chile by the business organization ICARE as "Best Company of 2008", the highest award granted by Chilean businessmen to companies with an outstanding track record.

At the international level, the consistent and high ratings achieved by our wines led the prestigious magazine Wine & Spirits to name Concha y Toro as Winery of the Year. We should also stress the position it has in that publication's Hall of Fame where it has obtained 14 honorific mentions, a place that only four wineries in the world attain.



2008 was a year of great recognitions for our wines, obtaining the highest scores in the Chilean wine industry. In its second vintage, the Carmenere icon wine Carmín de Peumo 2005 again obtained 97 points in the prestigious publication The Wine Advocate. This is the highest rating granted to a Chilean wine.

Don Melchor 2005 was awarded 96 points in Wine Spectator and was No.12 in the ranking of the Top 100 wines in the world by the same publication. At the same time, we saw the consolidation of the whole portfolio of premium brands, with ratings over 90 points for Terrunyo, Trio, Marqués de Casa Concha and Amelia. The subsidiaries also obtained important distinctions: Cono Sur Ocio Pinot Noir 2006 won the Regional Trophy in the Decanter World Wine Awards 2008 and the iconic Malbec of Trivento, Eolo 2005, was awarded 93 points on its debut in Wine Spectator.

Investments in 2008 totaled US\$74 million, the highest level recorded by the company, demonstrating its commitment to future growth and the development of the productive areas. The acquisition of new vineyards, together with work on land acquired in recent years, has enabled it to reach 7,683 hectares planted in Chile, with a diversity of terroirs unequalled by any other Chilean winery. In the oenological area, the company continued to strengthen its strategic position: it expanded its winemaking and cellar capacity in the zones where production is concentrated, thus contributing to efficiency.

The scenario of uncertainty and volatility that has characterized the financial markets during the second half of the year has led us to seek better alternatives for the future financing structure. A capital increase of approximately Ch\$30,000 million has therefore been approved and different lines of bonds have been registered, which will best enable us to face a situation of greater financial uncertainty, always with the objective of creating value for our shareholders without compromising the company's future growth.

Alfonso Larraín Santa María  
Chairman

# Export Markets

The Chilean wine industry faced difficult conditions in 2008, notably a lower exchange rate, higher costs and an economic environment in clear deceleration. In this scenario, the industry showed a reduced rhythm compared to the strong growth of 2007. However, the country's total exports of bottled wine rose by 8.3% in value to US\$1,213 million while the volume rose by 2.9% to a total of 42,871,000 cases.

Viña Concha y Toro exceeded the performance of the industry in Chile, with a 12% increase in value, to produce US\$384 million. Export shipments showed growth of 8.1%, a new record for the company, with exports from Chile of 15,995,000 cases.

The market share of the Concha y Toro group, including the subsidiaries, rose again in 2008, to 37% in volume and 31.4% in value, for bottles and packaged wine exported from Chile. This positive performance shows the solid competitive position of our company and the strength of its broad wine portfolio.

The average export price rose by 3.6% to US\$24.01 per case which mainly reflects selective price increases made in the first half of the year.

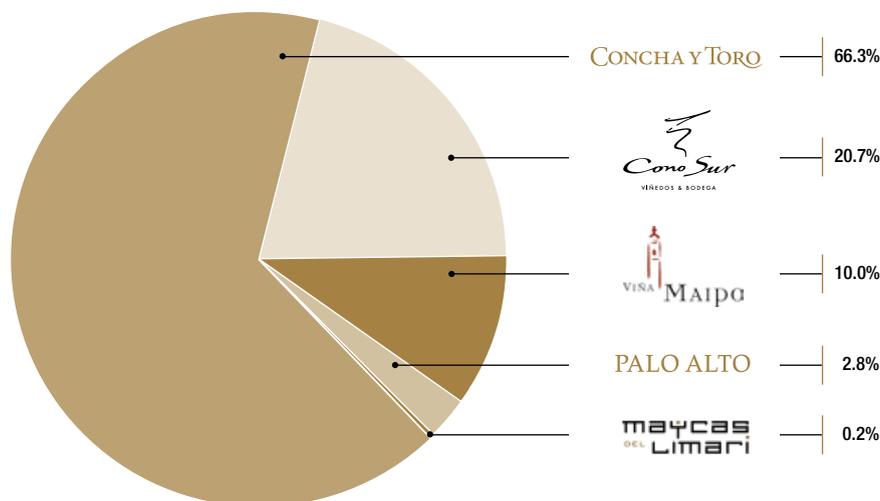
## Europe

The region showed important growth, with sales increasing by 8.8% in volume and 12.5% in value, with an expansion both in the United Kingdom and Continental Europe.

In the United Kingdom, wine consumption declined by close to 1% during 2008, impacted by successive increases in the specific tax applied to wine and the sharp deceleration of the economy. In this difficult scenario, the growth of 6.3% in volumes sold by Concha y Toro UK is very positive and reflects the investment made in developing the market and building strong brand equity, based on quality and a competitive commercial offer.

### Subsidiaries' share over exports

(% of sales by value)



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cases exported  
15,995,000

growth  
+8.1%

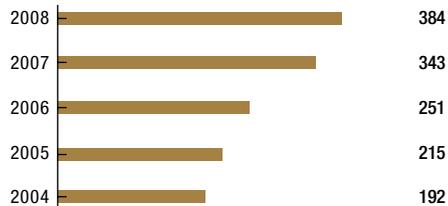
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Shipments to Continental Europe rose by 13.5%, demonstrating the good positioning achieved in the region where the company's brands enjoy a high perception and image. The important volume achieved in Scandinavia, of 1,434,000 cases, as well as the characteristics of concentration in those markets, has enabled us to take a further step by the formation of own distribution subsidiaries in Sweden, Finland and Norway.

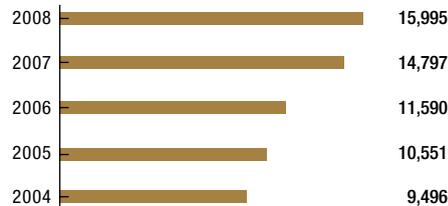
### Bottled Wine Exports

(US\$ million)



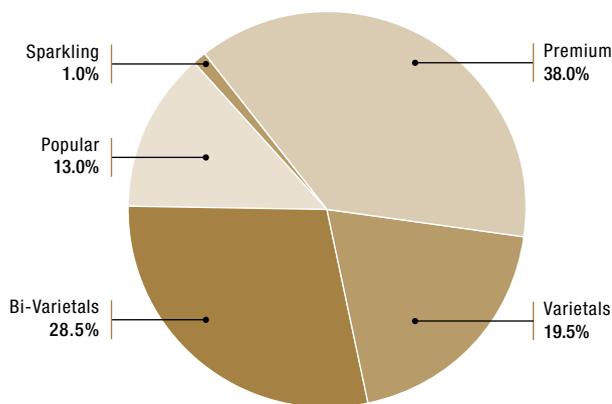
### Bottled Wine Exports

(9 liter cases - thousand)



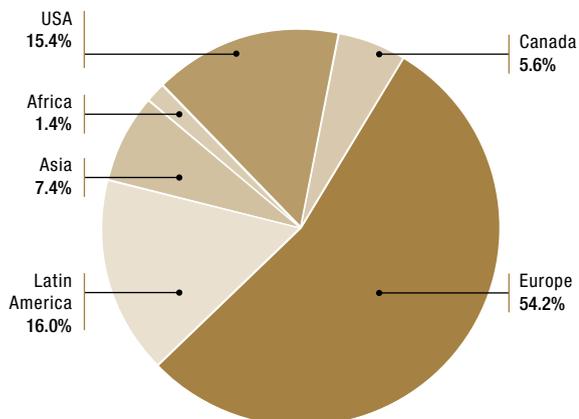
### Exports by Category

(% of sales by value)



### Exports by Destination

(% of sales by value)



## United States and Canada

A favorable result was achieved in the United States market, with 11% growth in volumes and 14% in value. This was driven by new businesses with the launching of the Viña Maipo varietal wines.

Sales of the Frontera brand declined by 0.9% in volume in 2008, notable was the positive sales trend of the brand in the second half of the year, with a rise of 8% following the launch of its new presentation in this market.

Continuing the favorable trend of recent years, sales in Canada grew by 27% in value and 28% in volume. With a medium-term strategy focused on increased distribution in the different provinces and investment in brands, a greater turnover and visibility of the wines has been achieved.

## Asia

The region showed important growth in 2008. Shipments rose by 19% and sales by value increased by 26%. South Korea, Japan and emerging markets like the Indochina peninsula mainly contributed to this. The company has developed the market for the products of the subsidiaries under a strategy that seeks to maximize the potential of each existing distribution channel in the principal countries.

## Latin America

Wine sales in the region were affected by the economic deceleration and sharp exchange rates fluctuations, which impacted mainly Mexico and Brazil in the last quarter, affecting full year results. Shipments declined by 3.8%, mainly in the markets of Brazil, Venezuela and Colombia.

# Domestic Market

Wine sales on the domestic market amounted to Ch\$51,366 million, a decrease of 3.5% compared to the year before. This was produced by a 4% increase in the average price offset by a 7.2% fall in the volume sold, which totaled 72 million liters.

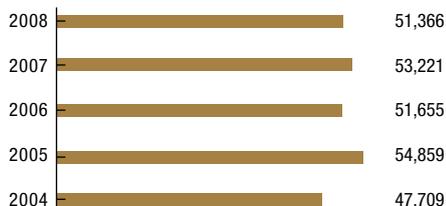
The company raised prices during the year for the whole of its product range, in line with the rise in the raw material, and revised its businesses in the lower-priced segments, in order to improve profitability. This objective was fully met, although with an impact on the volume sold.

According to estimates of AC Nielsen, wine consumption in Chile declined by around 5% in 2008. In this scenario, the market share of Viña Concha y Toro was 29.7% by volume, a fall of 0.3 percentage points compared to the previous year. This is the consequence of a reduced volume in the low-priced market segments, which is consistent with the focus on profitability that the company has implemented in the domestic market.

Notable was the 6.3% growth in the premium category, mainly driven by the Casillero del Diablo line.

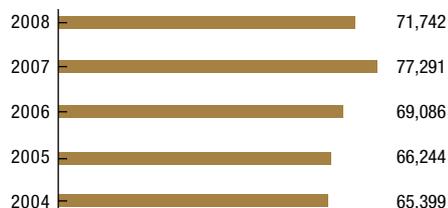
## Domestic Market Sales

(Ch\$ million)



## Volume

(Liters thousand)



# Vineyards and Oenology

Large investments were made during 2008 in the agricultural area, including the acquisition of vineyards in production, new land and the development and planting of vineyards acquired in the last few years. In Chile, the area planted increased by 830 hectares (12%) to a total of 7,683 hectares. The greatest expansion was in the valleys of Limarí, Maipo, Colchagua and Maule. In Argentina, investment was oriented to new plantations which now total 1,037 hectares.

In the oenological area, we continued to strengthen the company's strategic position in the zones where the production facilities are and capacity was increased in zones offering opportunities for future expansion. The new investments permitted increasing the cellar capacity of Chimbarongo and San Javier and incorporating a new cellar facility in Curicó. The total winemaking and cellar capacity amounted to 314 million liters which represents a 19% increase over 2007. The total number of barrels was 47,000.

Investments were also made in modern technology: following the good results obtained with the tangential filtering system installed in 2007 in the Lontué cellar, a second such facility with these characteristics was added in 2008. Their incorporation has provided greater efficiency in the use of materials, reduced costs, reduced environmental impact and a substantial contribution to the quality of the end product.

As in every year, during the pre-harvest season, 297 temporary workers were given basic and advanced courses in cellar work, which translated into an optimum use of equipment. A training plan was also developed for plant workers and 14 scholarships were awarded to study oenology and viticulture at the Universidad de Chile.

## Sustainable Development in Concha y Toro

The production philosophy in Viña Concha y Toro has been characterized over the years for its respect for the harmony and balance of nature in the making of its wines. It developed new initiatives in 2008 for being able to evaluate projects in different areas of the company, particularly those related to energy consumption, waste reduction and CO2 emissions, in order to reduce the environmental impact of the winery.

In an initial phase, efforts in 2008 have been focused on obtaining information for determining the carbon footprint, an indicator that will enable the company to evaluate its environmental performance and define actions for reducing its direct and indirect CO2 emissions.



## Land Distribution as of December 2008

Valley	Vineyards in Production	Vineyards Planted 2005-2008	Total Vineyards Planted	Fallow	Orchards	Total
<b>Chile:</b>						
Limarí	310	343	653	251		905
Casablanca	361	30	392			392
San Antonio		130	130			130
Maipo	950	50	1,000	6		1,006
Cachapoal	638	621	1,259	608	83	1,950
Colchagua	1,309	324	1,633	150		1,783
Curicó	505	74	578	136		714
Maule	1,750	287	2,038	339		2,377
<b>Total Chile</b>	<b>5,823</b>	<b>1,860</b>	<b>7,683</b>	<b>1,490</b>	<b>83</b>	<b>9,256</b>
<b>Argentina:</b>						
Mendoza	661	376	1,037	175		1,212
<b>Total Holding</b>	<b>6,484</b>	<b>2,236</b>	<b>8,720</b>	<b>1,665</b>	<b>83</b>	<b>10,468</b>

Note: Total vineyards planted, includes some long-term leases the company holds in the valleys of Casablanca, Maipo and Colchagua.  
 Note: The total agricultural area does not include unworkable land such as hills or roads.





*125 years after its foundation, the enterprising vision of Don Melchor Concha y Toro with his drive and passion for the art of wine making, still inspires every bottle that carries the proud name of Concha y Toro. It is that passion that has linked tradition, quality and innovation for promoting Chilean wine throughout the world. Currently Viña Concha y Toro is the leading winery in Chile, the principal wine exporter in Latin America and one of the 10 largest wine companies in the world.*

## Specific Origin Wines

2008 was a great year for the company's Specific Origin Wines, obtaining outstanding recognitions and ratings that again confirm the solid and consistent progress the company has experienced in its orientation to exceptional quality wines.

Notable were the high marks obtained in the second report on Chile in Robert Parker's The Wine Advocate: Carmín de Peumo 2005 was again awarded 97 points, the highest rating among all the wines tasted and the highest score ever for a Chilean wine. This recognition again supports the potential of Carmenere, a vine stock unique to Chile, and the research and development work that Concha y Toro has carried out in this line. The prestigious magazine Wine & Spirits awarded Carmín de Peumo 2005 96 points and reported fine comments in its tasting notes.



Don Melchor 2005 vintage again obtained 96 points from the prestigious magazine Wine Spectator, the highest score for a Chilean Cabernet Sauvignon on record. Don Melchor was also awarded 12th place among the Top 100 for the year by this magazine. These recognitions add to the already consolidated reputation of the leading exponent of Chilean Cabernet Sauvignon.

The Amelia Chardonnay 2006 vintage stood out among the Chilean white wines according to The Wine Advocate, with 93 points. Amelia achieved the highest score for a Chilean Chardonnay, which contributes to our progress in oenological work in white varieties and the company's leadership in the Chardonnay and Sauvignon Blanc categories.

The Terrunyo line received consistent ratings for all its grape varieties. Outstanding were the 94 points awarded for its Carmenere 2005 by Wine & Spirits and the 92 for its Sauvignon Blanc 2007 by The Wine Advocate, the highest score for this grape.

The Marqués de Casa Concha line confirmed its consistency shown in recent years. Since the 1999 vintage, Marqués de Casa Concha has obtained scores of 90 points or more in most years. In 2008, notable were the Cabernet Sauvignon 2005 and Chardonnay 2007 which were awarded 91 points by Wine Spectator, while the Syrah 2005 and Merlot 2006 received 90 points from the same magazine.

Trio ended the year with important recognitions: the Merlot blend 2007 vintage won the Gold Medal at the Japan Wine Challenge 2008, while the other 2007 blends were awarded 90 points by The Wine Advocate.

These extraordinary scores, the highest in the Chilean wine industry in 2008, are a recognition of the quality strategy on which the company has focused in recent years which, together with Concha y Toro's agricultural-oenological effort, which have been a constant and growing force in the quality of its wines.



The extraordinary scores obtained by the Specific Origin Wines of Concha y Toro, the highest in the Chilean wine industry in 2008, are a recognition of the quality strategy followed by the company in recent years.

## Global Brands

The company in 2008 continued to strengthen the positioning of its global brands through advertising, product launches and new presentations.

In the case of Casillero del Diablo, the main activity at the global level was the presentation of its “Historic Vintage 2007”. With a high-impact and highly-innovative advertising campaign, the brand was able to explain clearly the natural circumstances that enabled the 2007 vintage to be considered by our oenologists as a historic one for our quality red wines: lower temperatures during ripening and harvesting, low vine yields and the absence of rain at harvesting time permitted a slower ripening of the grapes, with an exceptional concentration of flavors and aromas.



In 2008 the company launched Casillero del Diablo Brut Reserva, a sparkling wine from the Limarí valley, produced entirely from Chardonnay grapes. Casillero del Diablo Brut Reserva enabled us to extend the brand to the super premium sparkling category which complements the wine range and is attractive for its current growth in the principal consumer markets.

2008 was a year of important recognitions for Casillero del Diablo. Reserva Privada 2006 was awarded 89 points in Wine Spectator and a Gold Medal in Mundus Vini. Casillero del Diablo Chardonnay 2007 earned 88 points in The Wine Advocate. While Casillero del Diablo Cabernet Sauvignon 2007 achieved 86 points in Wine Spectator and Casillero del Diablo Shiraz 2007 won 87 points and was rated as Best Value in the same publication.

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Sales of Casillero del Diablo reached 125 countries, with a global volume of 2,660,000 cases. The sales volume declined by 1.5%, mainly reflecting the adjustment following the raising of prices in the first half of the year.

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## The main global activity of Casillero del Diablo was the presentation of its Historic Vintage 2007.

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The Sunrise line displayed a new packaging and carried out a graphical advertising campaign emphasizing the proximity and quality of the brand, together with a young spirit associated with an open-air lifestyle. The campaign was based on these concepts, with images and a language associated with that public. Promotional activities were carried out in Scandinavia, Russia, Japan and Germany, all key markets for this brand.

The Frontera line continued with its successful advertising campaign based on the concept "Chile in a glass". During the first quarter, Frontera was re-launched in the United States with a new presentation; this contributed to a positive performance of the brand during the second half of the year.

A new line of varietal wines was launched in 2008: Sendero de Chile. Its campaign was based on the slogan "Enjoy the way of the senses", alluding to the senses used in tasting a wine: sight, flavor and smell. With this new product, the company is seeking to penetrate aggressively the varietal wines segment in the Latin American markets.







*In 1933, the company made its first shipment to Rotterdam, Holland, thus starting its exporting phase, a vocation that has distinguished it in the following decades. Since then, Concha y Toro has been consolidating its positioning until reaching an undisputed leadership in the key markets of the United States, United Kingdom, Canada, Asia and Latin America. Its export strategy rests on its strong network of distributors and own distribution offices that have given it a global coverage today of 131 countries.*

## Viña Cono Sur



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**cases exported**  
**3,587,000**

**growth**  
**+38%**

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2008 was a year of strong expansion for Viña Cono Sur. The subsidiary's sales rose by 23% to Ch\$51,275 million, and its exports amounted to US\$79 million, 34% up on the previous year. Shipments amounted to 3,587,000 cases, an increase of 983,000 cases over 2007. This solid performance consolidates Viña Cono Sur as Chile's second largest wine exporter.

The significant expansion, of 38% by volume, was achieved with diversified growth and coverage of over 50 countries. Outstanding for their dynamism were exports to the United Kingdom, Cono Sur's principal market, Eastern Europe, United States, Canada and Asia where the commercial structure has been strengthened by a presence in the offices of Shanghai.

In line with its growth in 2008, substantial investments were made in the agricultural area in order to increase the supply of own grapes. Four new estates were added, in the valleys of Colchagua and Maule, with which Cono Sur reached a total of 791 hectares planted, 173 hectares more than the year before.



The winery's leadership in the Pinot Noir grape and its commitment to it were supported by the construction of a modern cellar in Chimbarongo, exclusively dedicated to the production of super premium Pinot Noir.

Seeing the importance that sparkling wines have acquired in recent years, the subsidiary successfully launched in April 2008 its Sparkling Cono Sur. This was well received by the critics and was recognized in the Innovation Awards WoC 2008 for being Chile's most innovative wine packaging.

Important recognitions were obtained by Cono Sur Ocio Pinot Noir 2006, with the Regional Trophy in Decanter World Wine Awards 2008, which reaffirms the confidence of this subsidiary in this grape, and Cono Sur 20 Barrels Limited Edition Merlot 2006, which was rated as the Best Chilean Red Wine in two prize awards: International Wine Challenge 2008, United Kingdom, and Wine Challenge of Korea.

Cono Sur's environmental commitment was supported by its neutral carbon certification, the increase in its hectares of organic vines and the creation of the bases for adding new certified products in the coming months.

The web sites of Viña Cono Sur and Isla Negra were re-launched during the year, with a very good international reception.

# Viña Maipo

The subsidiary Viña Maipo had an excellent year 2008. Its exports amounted to 1,937,000 cases, worth US\$39 million. It showed solid growth of 40% in volume and 44% in value. This enabled it to be placed in 4th position in Chilean wine exports by volume.

Through different commercial and marketing initiatives, Viña Maipo continued to strengthen its presence in the principal markets of Europe, Latin America and Asia, principally Japan. The winery also entered the markets of the United States and Canada, which translated into a large increase in volume and opened up interesting potential for the future.

One of the big highlights of the year was the new brand positioning with the concept "Viña Maipo Authentic Devotion", based on the ancient tradition of the Maipo people and through which the winery seeks to communicate its essence.

During 2008, Viña Maipo moved forward in its commitment with the Syrah variety, launching the super premium line Viña Maipo Gran Devoción, an innovative oenological proposition for this grape. Gran Devoción Cabernet Sauvignon/Syrah 2007 and Gran Devoción Sauvignon Blanc 2008 were introduced in the market in October. Its new wines Syrah/Petite Syrah, Syrah/Viognier and Carmenere/Syrah will be presented during the London International Wine & Spirit Fair and in Vinexpo 2009.

The 2006 vintage of Viña Maipo Limited Edition was launched during the year, an ultra premium Syrah from the principal vineyard in the valley of Maipo, with a limited production of 500 cases. This vintage won a Gold Medal at the Annual Wine of Chile Awards.

The Reserva line also received important recognitions: the Sauvignon Blanc Reserva 2008 and Merlot Reserva 2007 won gold medals at the Concours Mondial de Bruxelles, while the Carmenere Reserva 2007 was awarded a gold medal in the Japan Wine Challenge.



cases exported  
1,937,000

growth  
+40%



## Viña Palo Alto

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Viña Palo Alto began business in 2006 with the launch of Palo Alto, a premium and innovative wine with strong oenological support. Palo Alto is a blend of Cabernet Sauvignon, Carmenere and Syrah, the best grapes coming from three specific vineyards in the Maule valley.

Viña Palo Alto has shown strong growth in this short period of time. Its sales reached 335,000 cases in 2008, with growth of 107% over 2007. Its expansion has been sustained by its successful positioning and its great acceptance by consumers in its principal markets of the United Kingdom, Denmark, United States, Ireland and Brazil.

One of the principal strengths of Palo Alto is its attractive price-quality relationship which was confirmed by the important recognition Best Value Red Wine granted to Palo Alto Reserva 2007 at the 6th Annual Wines of Chile Awards in January 2009.

Palo Alto Reserva 2007 was also given 88 points by The Wine Advocate, a Silver Medal at The International Wine and Spirit Competition, United Kingdom, and 91 points and Gold Medal at the 6th Annual Wines of Chile Awards 2009.

Following the success of its red wine blend, Palo Alto extended its range by incorporating Sauvignon Blanc in 2007 and a Rose in 2008.

Viña Palo Alto takes part in the Trees for Cities initiative, a foundation that in the United Kingdom supports urban reforestation projects in English cities. This has had an excellent response from consumers of this brand. It also increased its activities related to this initiative in 2008.

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**Best Value Red Wine  
Palo Alto Reserva 2007  
6th Annual Wines of Chile Awards**

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## Viña Maycas del Limarí



Viña Maycas del Limarí is the company's newest oenological project, designed to produce super premium wines from the valley of Limarí, known for their freshness and mineral qualities which are the essence of this particular terroir.

This valley is some 400 kilometers north of Santiago on a plain interrupted by a cleft in the river Limarí. The water course extends along the length of the valley until reaching the sea. Maycas del Limarí secures the three most distinctive characteristics of this place: freshness, due to the coastal influence that moderates the high temperatures and provides morning mists; luminosity, due to the high solar radiation, and mineral qualities that provide the calcium carbonate present in the soil. All these characteristics give the wines a saline and mineral touch, and an intense acidity that contributes the freshness.

A year after the launch of its first vintages of the Reserva Especial line in October 2007, Viña Maycas has been awarded important recognitions. Notable was Reserva Especial Sauvignon Blanc 2008 with 94 points (the highest score) in the Descorchados 2009 guide in addition to Best White Wine and Best Sauvignon Blanc in Chile. For its part, the Especial Chardonnay 2007 scored 92 points in The Wine Advocate.

The Reserva line was added during the year, which includes Sauvignon Blanc, Chardonnay, Syrah and Syrah Rose, as well as Quebrada Seca, the winery's icon wine. These launches completed the wine portfolio of Maycas del Limarí, some of which were praised by Chilean and international critics.

Viña Maycas del Limarí closed the year with total sales of 12,158 cases, with an average price of US\$76 per case.



## Viña Almaviva



2008 was a year of important recognitions of the quality of Almaviva and of strengthening in the winery's key markets.

Almaviva vintage 2005 obtained 95 points in Wine Spectator, equaling the rating given by the prestigious critic Robert Parker for this vintage. Thanks to these high scores, Almaviva has reached the "classic" category of that publication for the third time.

In Chile, Almaviva 2006 vintage was considered by the annual Descorchados 2009 wine guide as the best red wine, with the highest score granted in this category: 96 points.

In September 2008, Almaviva launched its eleventh vintage, Almaviva 2006, through the negociants in the market of Bordeaux. This vintage increased its average price by more than 26% in relation to the previous 2005 vintage.

During 2008 Almaviva consolidated its distribution network in the United States through Diageo Chateau & Estate Wines (a subsidiary of Diageo S.A.). Exports of the 2006 vintage to the North American market increased by 25% over the 2005 vintage. There was also an important strengthening in the Asian market.

Almaviva exported a total of 12,145 cases of 9 liters in 2008, and the average price of US\$ 528, the highest for the Chilean industry, showed an increase of 20%

# Trivento Bodegas y Viñedos

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The vintage debut of the icon wine Trivento Eolo Malbec 2005 obtained 93 points in the prestigious American magazine Wine Spectator.

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Trivento produced a positive performance in 2008. Its sales and principal development projects contributed to its strategic growth orientation in the premium category. The subsidiary's sales were US\$48 million, an 18% increase over the year before. The volume sold also increased by 9.5% and the average price by 8%.

Exports amounted to US\$32 million, with shipments of 1,675,000 cases, representing increases of 17% in value and 9.6% in volume. Notable was the 6.7% rise in the average export price, mainly reflecting a better product mix. Exports of premium and superior wines showed a volume growth of 20%. Domestic market sales amounted to US\$16.4 million and 943,600 cases, with a 20.7% rise in value and 9.2% in volume.

134 hectares of Cabernet Sauvignon, Syrah, Chardonnay, Pinot Gris, Pinot Noir, Sauvignon Blanc, Malbec and Torrontés were planted in 2008 in the Los Sauces estate at Tunuyán in the Uco valley, at 1,200 meters above sea level. With this increase, Trivento completed a total of 1,037 hectares planted,



distributed over eight estates in the principal winemaking zones of Mendoza.

The construction was finished of the super premium wine cellar for the 2008 harvest, with a capacity of 750,000 liters. This investment is in addition to the Vinos de Terruño program which comprises the growing of fine grapes, vineyard works and the technology employed in wine production, all with a view to continue progressing in the production of wines of superior quality.

The vintage debut of the iconic wine Trivento Eolo Malbec 2005 obtained 93 points in the American magazine Wine Spectator.



The same publication awarded Trivento Golden Reserve Malbec 2005 90 points. This important recognition gave a strong push to the research and development that the winery has been doing on the high-quality Malbec grape.

Trivento launched its new web site, [www.trivento.com](http://www.trivento.com), whose concept and design were inspired by the three winds (Polar, Zonda and Sudestada) that define the character of the Mendoza lands. This dynamic and visually attractive site has a clear consumer orientation.





*The high international recognition of the Concha y Toro brand is sustained on its endless commitment to quality. These achievements reflect both a constant oenological development and the quality of the grapes coming from the best Chilean vineyard zones.*

*One of the company's main assets are its vineyards. The oldest relate to the exceptional plantations of Cabernet Sauvignon in the Maipo valley and of Merlot and Carmenera in Peumo. New estates have been added over the years in order to optimize the soil-climate-variety mix and meet the demand for fine and varietal wines that is expected in the future.*

## History: 1883-2008

Viña Concha y Toro was founded in 1883 by Don Melchor Concha y Toro. In 1922, the business was constituted as a corporation whose objects were the production of wine in general. Its shares began to be traded on the Santiago Stock Exchange in 1933, the same year in which it made its first export, to Holland.

During the second half of the 20th Century, Concha y Toro implemented a complete modernization. The expansion was intensified after the arrival of don Eduardo Guisasti Tagle, director of the company from 1957 to 1998. The 1980s marked the beginning of crucial transformations with the introduction of modern technology. There was a strong move toward foreign markets in the 1990s and an investment plan was implemented, still current, involving the expansion of the estates, an increase in operative capacity and the adoption of the latest winemaking processes, with just one objective: quality.

In October 1994, Concha y Toro became the first winery in the world to have its shares traded on the New York Stock Exchange. This permitted the financing of an investment plan which included a significant increase in own vineyards, the expansion of Viña Cono Sur in Chile and the foundation of Trivento Bodegas y Viñedos in Argentina.

Another landmark was the signing in 1997 of the joint venture between Concha y Toro and the prestigious French winery Baron Philippe de Rothschild, in order to produce a wine of category equivalent to that of the French Grands Crus Classés. Thus was Viña Almaviva born.

The growth of the company has been driven by the development of subsidiaries that exploit new businesses and markets. In 2000 started exporting Viña Maipo, while Viña Palo Alto was formed in 2006 and Viña Maycas del Limarí in 2007, the latest oenological project which produces super premium wines in the Limarí valley.

In 2008, the company celebrated 125 years since its foundation. Important recognitions contributed to acclaiming this anniversary. In Chile, Viña Concha y Toro was awarded the Best Company 2008 by the business association ICARE in recognition of its outstanding history. At the international level, the consistency and quality of its wines were again praised by the prestigious magazine Wine & Spirits as the Winery of the Year. With 14 nominations, Concha y Toro enjoys a seat of honor in the Hall of Fame of this publication, a position that only four wineries in the world have achieved.

Important recognitions enabled the company to end the year with the highest scores in the Chilean wine industry. Carmín de Peumo 2005 again won 97 points in The Wine Advocate of the influential critic Robert Parker. This is the highest score ever given to a Chilean wine. Don Melchor 2005 vintage obtained the outstanding qualification of 96 points in Wine Spectator and was again notable in the ranking of the Top 100 wines of the year (12th place) of this publication. In addition, there was the extraordinary favorable international criticism for Amelia and the Terrunyo, Marqués de Casa Concha and Trio lines. The global brand Casillero del Diablo was also praised in its different grape varieties.

The wines produced by the subsidiaries also stood out for their quality. Cono Sur Ocio Pinot Noir 2006 won the Regional Trophy in Decanter World Wine Awards 2008 and Cono Sur 20 Barrels Limited Edition Merlot 2006 the Best Chilean Red Wine Trophy at the International Wine Challenge 2008. Maycas del Limarí Reserva Especial Chardonnay 2007 scored 92 points in The Wine Advocate and Trivento Eolo 2005, 93 points in Wine Spectator.

Concha y Toro is currently the principal wine exporter in Latin America and one of the most important wine brands in the world, with presence in more than 131 countries. It is a company with a broad international coverage that combines tradition and innovation and stands by its commitment with the consumer to provide the best quality and experience in wines.

# Board of Directors

## Chairman

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**Alfonso Larraín Santa María**  
Businessman  
Director of the company since 1969  
Chief Executive Officer between 1973 and 1989

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## Vice Chairman

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**Rafael Guilisasti Gana**  
Degree in History  
Director of the company since 1998

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**Francisco Marín Estévez**  
Agricultural Engineer  
Company director since 1982

**Mariano Fontecilla de Santiago Concha**  
Diplomat  
Company director during several periods.  
The first term began in 1949 and the latest in 1995.

**Sergio de la Cuadra Fabres**  
Commercial Engineer  
Company director since 2005

**Pablo Guilisasti Gana**  
Commercial Engineer  
Company director since 2005

**Christian Skibsted Cortés**  
Commercial Engineer  
Company director since 2005

# Management

## Parent Company

CHIEF EXECUTIVE OFFICER

**Eduardo Guilisasti Gana**  
Civil Engineer

AGRICULTURE MANAGER

**Andrés Larraín Santa María**  
Agricultural Engineer

ENGINEERING AND PROJECTS MANAGER

**Carlos Saavedra Echeverría**  
Foreign Trade Specialist

CHIEF ADMINISTRATION & FINANCIAL OFFICER

**Oswaldo Solar Venegas**  
Commercial Engineer

CORPORATE EXPORT MANAGER

NORTHERN ZONE

**Thomas Domeyko Cassel**  
Commercial Engineer

CORPORATE EXPORT MANAGER

SOUTHERN ZONE

**Cristián Ceppi Lewin**  
Commercial Engineer

EXPORT MANAGER US

**Tomás Larraín León**  
Agricultural Engineer

OPERATIONS MANAGER

**José Antonio Manasevich Gavicagogeascoa**  
Civil Engineer

OENOLOGY MANAGER

**Carlos Halaby Riadi**  
Agricultural Engineer and Oenologist

OENOLOGY MANAGER

DON MELCHOR

**Enrique Tirado Santelices**  
Agricultural Engineer and Oenologist

INFORMATION TECHNOLOGY MANAGER

**Daniel Durán Urizar**  
Civil Engineer

MARKETING MANAGER

SPECIFIC ORIGIN WINES

**Isabel Guilisasti Gana**  
Degree in Visual Arts

MARKETING MANAGER

GLOBAL BRANDS

**Giancarlo Bianchetti González**  
Commercial Engineer

## Subsidiaries

GENERAL MANAGER COMERCIAL PEUMO

**Cristián Canevaro Jaramillo**  
Commercial Engineer

GENERAL MANAGER VIÑA CONO SUR

**Adolfo Hurtado Cerda**  
Agricultural Engineer and Oenologist

GENERAL MANAGER TRIVENTO BODEGAS Y VIÑEDOS

**Andrés Izquierdo Bacarreza**  
Commercial Engineer

GENERAL MANAGER CONCHA Y TORO UK

**Cristián López Pascual**  
Publicist

A seven-member board of directors, voted at the ordinary shareholders' meeting, administers the company. Directors serve for a three-year term, after which the entire board is renewed; members may be re-elected indefinitely. The current board was elected at the ordinary shareholders' meeting held on April 24, 2008 and will remain in office until 2011.

The board convenes in monthly ordinary meetings to analyze and resolve on the principal matters of its competence, and in extraordinary meetings whenever necessary.

The board of directors appoints a CEO who oversees all the managers.

<b>Attendance at meetings:</b>	Board of Directors	Directors' Committee
Alfonso Larrain Santa María	15	
Rafael Guilisasti Gana	14	9
Francisco Marín Estévez	14	
Mariano Fontecilla de Santiago Concha	14	
Sergio de la Cuadra Fabres	13	10
Pablo Guilisasti Gana	13	
Christian Skibsted Cortés	15	10
<b>Total meetings in 2008</b>	15	10

## Directors' and Management Remuneration

In accordance with company's bylaws, the ordinary shareholders' meeting set the remuneration of the directors for 2008 at 1.5% of net income for the year. A monthly fee of 300 UF (a Chilean inflation-indexed monetary unit) was also approved for the chairman of the board in compensation for his executive responsibilities.

The remuneration received by the directors during 2008 and 2007 with respect to profit sharing and fees for their executive responsibilities, amount to ThCh\$634,917 and ThCh\$366,461 respectively.

<b>Directors' Remuneration</b>	2008	2007
Profit sharing:	ThCh\$	ThCh\$
Alfonso Larrain Santa María	77,873	40,012
Rafael Guilisasti Gana	77,873	40,012
Francisco Marín Estévez	77,873	40,012
Mariano Fontecilla de Santiago Concha	77,873	40,012
Sergio de la Cuadra Fabres	77,873	40,012
Pablo Guilisasti Gana	77,873	40,012
Christian Skibsted Cortés	77,873	40,012
<b>Chairman's Remuneration:</b>		
Alfonso Larrain Santa María	76,987	76,988
<b>Directors' Committee Remuneration:</b>		
Rafael Guilisasti Gana	4,273	2,560
Sergio de la Cuadra Fabres	4,273	3,414
Christian Skibsted Cortés	4,273	3,414
<b>Total</b>	634,917	366,461

The remuneration received by managers, assistant managers and senior executives of the company and its subsidiaries during 2008, comprising a total of 91 executives, amounted to ThCh\$7,784,000. Severance payments made to former managers, assistant managers and senior executives of the company and subsidiaries amounted to ThCh\$ 773,917.

All the company's administrative personnel participate in a total annual bonus of 4% of net income, in proportion to their salaries.

# Committees and Corporate Governance

## Directors' Committee

The members of the Directors Committee at Viña Concha y Toro are Sergio de la Cuadra Fabres (chairman), Christian Skibsted Cortés and Rafael Guilisasti Gana. Sergio de la Cuadra Fabres and Christian Skibsted Cortés were elected as directors by the votes of shareholders unrelated to the company's controlling group, as required by article 50 bis of the Chilean Corporations Law.

The members of the committee were elected by the board on April 24, 2008. They will stay in their positions for the remaining of their term as directors, according to the provisions of Circular No.1,526 of the Superintendency of Securities and Insurance.

In accordance with the law, the tasks of this committee are to:

- Review the reports of the external auditors, balance sheet and other financial statements presented by the management.
- Recommend the external auditors and private credit-rating companies, to be proposed to the shareholders.
- Examine information relating to the operations carried out during the year referred to articles 44 and 89 of the Corporations Law, and review the audit report requested by the Committee for the same purpose.
- Examine the remuneration systems and compensation plans for managers and senior executives.
- Be informed of important risk situations detected or confirmed by internal audits and revisions made by the company's Internal Audit area and coordinate with the revisions of the external auditors.
- Be informed of suspicious and fraudulent incidents or acts that may have been denounced and resolve on these if any.
- Review the preliminary audit report for 2008.
- Appoint specialized consultants for the Directors' Committee.

The shareholders' meeting approved a remuneration of 20 UF per meeting attended by each Committee member, to be paid on May 2009 together with corresponding board remuneration.

The ordinary shareholders' meeting approved an annual budget of ThCh\$20,000 for this Committee. During 2008, the Committee hired external professional consultants costing a total of ThCh\$7,508 (350 UF as of December 31, 2008).

## Audit Committee

In compliance with the implementation schedule set for the US Sarbanes-Oxley Act (2002), the company has complied with this law in order to formalize good corporate governance practices. On April 24, 2008, the board appointed from among its members the members of the Audit Committee as required by that law. The directors appointed were the same as those comprising the Directors Committee, as required by Chilean law.

## Code of Ethics

This internal document affects everyone who works at Concha y Toro and contemplates, among other things, the obligations of managers and personnel, conflicts of interest, use of property and information, privileged information, independence, communications and certificates, fair conduct, compliance with laws and regulations related to health and safety, relations with producers, suppliers and customers, and protection of the environment. The Code of Ethics is available on the company's website.

## Manual for Handling Information of Interest to the Market

This Manual seeks, through self regulation, to establish rules regulating the treatment of information which, without being material information, might be useful for a proper financial analysis of Viña Concha y Toro and its subsidiaries or the securities issued by them. This is understood to be all information of a legal, economic or financial nature that refers to relevant aspects of the progress of the corporate business or that might have a significant impact on them. The board also agreed that the Manual should contain criteria for guiding the conduct of those it is addressed to, in the treatment of the information and in the use of it in relation to eventual securities transactions, establishing freedom for addressees to trade securities except in blockage periods during which such transactions are forbidden. The Manual is available on the company's web site.

# Ownership and Control Structure

As of December 31 2008, the 12 largest shareholders hold the following number of shares and percentage holdings:

Shareholder	Number of Shares	Shareholding %
Rentas Santa Bárbara S.A.	83,421,707	11.60%
Inversiones Totihue S.A.	82,913,705	11.53%
AFP Provida S.A. Pension Fund	48,400,018	6.73%
AFP Habitat S.A. Pension Fund	33,548,201	4.66%
The Bank of New York (SVS Circular1375)	29,986,680	4.17%
Fundación Cultura Nacional	25,954,278	3.61%
AFP Capital S.A. Pension Fund	24,649,811	3.43%
Inversiones GDF S.A.	24,439,851	3.40%
AFP Cuprum S.A. Pension Fund	22,144,130	3.08%
Constructora Santa Marta Ltda.	21,457,885	2.98%
Inversiones Quivolgo S.A.	21,207,506	2.95%
BICE Inversiones Corredores de Bolsa S.A.	21,105,587	2.93%
<b>Total largest shareholders</b>	<b>439,229,359</b>	<b>61.07%</b>
<b>Total subscribed &amp; paid shares</b>	<b>719,170,735</b>	
<b>Total shareholders</b>	<b>751</b>	

During the year, the principal changes in the ownership structure have been those in the holdings of pension funds, with an increase by AFP Provida (6.73%), a decrease by AFP Habitat (4.66%) and the entry of AFP Capital (3.43%) which resulted from the merger of AFP Bansander and AFP Santa María on April 1, 2008.

## Controlling Group

The percentage held directly and indirectly by the Controlling Group is 42%, with an informal joint management agreement between them.

The following table lists the persons representing each member of the controlling group, with the legal entities or individuals they represented and their respective holdings, while those shareholders possessing holdings of less than 1% are grouped under "others":

<b>GUILISASTI GANA FAMILY</b>	26.69%
Rentas Santa Bárbara S.A.	11.60%
Inversiones Totihue S.A.	11.53%
Others	3.56%

Rentas Santa Bárbara S.A. and Inversiones Totihue S.A. are closely-held stock companies, both of them 100% controlled, directly or indirectly, by the Guilisasti Gana Family, comprised by siblings Eduardo Guilisasti Gana (Tax No.6.290.361-9), Rafael Guilisasti Gana (Tax No.6.067.826-K), Pablo Guilisasti Gana (Tax No.7.010.277-3), José Guilisasti Gana (Tax No.7.010.293-3), Isabel Guilisasti Gana (Tax No.7.010.269-2), Sara Guilisasti Gana (Tax No.7.010.280-3) and Josefina Guilisasti Gana (Tax No.7.010.278-1). The members of the Guilisasti Gana family, including Ms. Isabel Gana Morandé (Tax No.2.556.021-3), exercise their rights as individuals or through investment companies, which belong entirely to the same family. The "others" category includes individuals and companies 100% directly or indirectly related to the Guilisasti Gana family.

<b>LARRAÍN SANTA MARÍA, ALFONSO</b>	6.96%
Inversiones Quivolgo S.A.	2.95%
La Gloria S.A.	2.18%
Inversiones Maquegua Ltda.	0.80%
Others	1.03%

Inversiones Quivolgo S.A. and Inversiones Maquegua Ltda. are 100% owned by Mr. Alfonso Larraín Santa María are 100% owned by Mr. Alfonso Larraín Santa María (Tax No.3.632.569-0) and the Larraín Vial family, comprised by his spouse Teresa Vial Sánchez (Tax No.4.300.060-8) and their descendants, siblings Felipe Larraín Vial (Tax No.7.050.875-3), María Teresa Larraín Vial (Tax No. 10.165.925-9), Rodrigo Larraín Vial (Tax No.10.165.924-0), María Isabel Larraín Vial (Tax No.10.173.269-K) and Alfonso Larraín Vial (Tax No.15.314.655-1). La Gloria S.A., on the other hand, is fully controlled by the Larraín Santa María family, comprised by siblings Alfonso Larraín Santa María, Andrés Larraín Santa María (Tax No.4.330.116-0), Pilar Larraín Santa María (Tax No.4.467.302-9), Gabriela Larraín Santa María (Tax No.4.778.214-7) and Luz María Larraín Santa María (Tax No. 6.065.908-7).

<b>FONTECILLA DE SANTIAGO CONCHA, MARIANO</b>	3.78%
Inversiones GDF S.A.	3.40%
Mariano Fontecilla de Santiago Concha	0.38%

Inversiones GDF S.A. is 95% owned by Mariano Fontecilla de Santiago Concha (Tax No.1.882.762-K). The remaining 5% corresponds to his sons Mariano Fontecilla Lira (Tax No.6.495.101-7), Rodrigo Fontecilla Lira (Tax No.8.404.996-4), Enrique Fontecilla Lira (Tax No.6.613.074-6) and Francisco Antonio Fontecilla Lira (Tax No.8.671.675-5).

<b>CALVO SALAS, SERGIO</b>	2.49%
Inversiones El Maitén S.A.	1.82%
Others	0.67%

Inversiones El Maitén S.A. is 100% held by Sergio Calvo Salas (Tax No.1.869.956-7) and the Calvo Rodríguez Family, comprising his spouse María Leonor Rodríguez Larraín (Tax No.1.980.696-0) and the siblings María Leonor Calvo Rodríguez (Tax No.5.688.266-9), Ana María Calvo Rodríguez (Tax No. 5.688.267-7), Sergio Calvo Rodríguez (Tax No.5.703.631-1), Pilar Calvo Rodríguez (Tax No.9.907.498-1) and María Elena Elvira Calvo Rodríguez (Tax No.5.688.268-5).

<b>MORANDÉ FERNÁNDEZ, EDUARDO</b>	2.09%
Inversiones Bretaña S.A.	1.58%
Others	0.51%

Inversiones Bretaña S.A. is entirely held by Eduardo Morandé Fernández (Tax No.1.848.987-2) and the Morandé Montt family, comprising his spouse Carmen Montt Luco (Tax No.3.326.289-2) and the siblings Verónica Morandé Montt (Tax No.7.024.611-2), Carmen Morandé Montt (Tax No.6.068.328-K), Catalina Morandé Montt (Tax No.8.640.638-1), Eduardo Morandé Montt (Tax No.7.024.596-5), Juan Ignacio Morandé Montt (Tax No.7.024.597-3) and Víctor Morandé Montt (Tax No.7.024.595-7), plus the heirs of José Vicente Morandé Montt.

There are no other legal entities or individuals outside the Controlling Group that hold shares or rights representing 10% or more of the company's equity; nor are there any individuals who own less than 10% and who, jointly with their spouse or relatives, directly or through legal entities, reach such percentage.

# Net Income and Dividend Policy

The net income for 2008 amounted to Ch\$ 35,152 million. The ordinary shareholders' meeting of April 24, 2008 agreed to distribute against the net income for 2008 interim dividends N° 232, 233 and 234 for Ch\$2.50 per share each, for payment on September 30 and December 30, 2008, and March 31, 2009 respectively.

The board will also propose to the meeting to also pay a final dividend N° 235 for Ch\$12.05 against the net income for 2008, payable, if approved, on May 12, 2009.

The distributable earnings depend on the net income for the year. Dividends charged against 2008 earnings amount to 40% of the net income for that year.

## Dividend policy

The policy has consisted of distributing 40% of each year's net income in quarterly interim dividends and a final dividend to be paid in May of the following year. The board intends to maintain this policy in the foreseeable future.

It is therefore the board's intention to pay three interim dividends of Ch\$2.50 per share each, as a charge to the net income for 2009, payable on September 30, 2009, December 30, 2009 and March 31, 2010. The remaining necessary to complete 40% would be paid in May 2010 once the results for the year are known and approved by the ordinary shareholders' meeting.

Dividends paid per share over the last three years, in nominal values, are as follows:

Date	No./Type	Ch\$ per share	Year of earnings
March 31, 2006	N°222 interim	\$2.50	2005
May 25, 2006	N°223 final	\$3.10	2005
September 29, 2006	N°224 interim	\$2.50	2006
December 29, 2006	N°225 interim	\$2.50	2006
March 30, 2007	N°226 interim	\$2.50	2006
May 18, 2007	N°227 final	\$1.50	2006
September 28, 2007	N°228 interim	\$2.50	2007
December 28, 2007	N°229 interim	\$2.50	2007
March 31, 2008	N°230 interim	\$2.50	2007
May 23, 2008	N°231 final	\$11.45	2007
September 30, 2008	N°232 interim	\$2.50	2008
December 30, 2008	N°233 interim	\$2.50	2008
March 31, 2009	N°234 interim	\$2.50	2008

# Business Related Information

Viña Concha y Toro is the largest producer and exporter of wines in Chile. It is a vertically integrated company that manages company-owned vineyards, winemaking facilities and bottling plants, besides having the largest wine distribution network in Chile. It also operates in Argentina through Trivento Bodegas y Viñedos, where it is positioned as the second national wine exporter.

The company conducts its business both directly and through a number of subsidiaries: Viña Cono Sur, Viña Maipo, Viña Palo Alto, Viña Maycas del Limarí, and Trivento Bodegas y Viñedos in Argentina. Distribution is handled by the subsidiaries Comercial Peumo Ltda. and Concha y Toro UK Limited. In 2008, Concha y Toro established the distribution offices VCT Brasil Importación y Exportación Limitada, Concha y Toro Sweden AB, Concha y Toro Finland OY and Concha y Toro Norway OY, to strengthen its sales in those countries.

A detail of the business of each subsidiary is provided in the section Subsidiaries and Affiliates.

The following is information relevant to the development of the business.

## Workforce

As of December 31, 2008, Concha y Toro's permanent workforce consisted of 1,844 people in Viña Concha y Toro, of 484 people working in the subsidiaries in Chile and 399 in foreign subsidiaries. The company's full workforce therefore is 2,727 people.

The distribution of employees according to their functions is as follows:

	Parent	Subsidiaries in Chile	Foreign subsidiaries	Consolidated
Managers, assistant managers & senior executives	57	18	16	91
Professionals & technicians	398	107	121	626
Operatives, sales & administrative	1,389	359	262	2,010
<b>Total</b>	<b>1,844</b>	<b>484</b>	<b>399</b>	<b>2,727</b>

## Properties

Concha y Toro's main properties in Chile are its vineyards, cellars and bottling plants; the Company owns 14,493 hectares distributed throughout the country's seven main winegrowing valleys. The company also holds long-term leases on another 807 hectares. 9,256 hectares of the total surface area correspond to arable lands and 7,683 of those are planted.

The company owns a further 1,290 hectares in Argentina, 1,037 of which are planted.

## Equipment and Winemaking and Cellar Capacity

The company's main equipment includes harvesting machinery, grape crushers, concrete and stainless steel tanks, and barrels. As of December 31, 2008, Concha y Toro's aggregate winemaking and cellaring capacity in Chile amounted to 314 million liters and 47 thousand barrels.

The company has 4 bottling plants equipped with modern technology, located at Pirque, Vespucio and Lo Espejo in the Metropolitan Region, plus Lontué in Chile's 7th Region.

In the Mendoza region of Argentina, Viña Trivento owns two winemaking and cellar facilities with a total capacity of 31 million liters, and a bottling plant.

The subsidiary Transportes Viconto Ltda. possesses a fleet of trucks used for hauling part of the company's requirements for grapes, bulk wine and finished products.

## Brand Names

Concha y Toro markets its products under several company-owned registered and fully operative brand names. Some of the most prominent are Concha y Toro and its sub-brands Don Melchor, Amelia, Terrunyo, Trio, Casillero del Diablo, Sunrise, Frontera, Tocornal and Maipo. The subsidiaries have registered their Cono Sur, Isla Negra, Maycas del Limarí and Trivento brands.

## Insurance

Viña Concha y Toro and its subsidiaries hold contracts with first-rate insurance companies. The company has an all-risks insurance policy covering all its essential assets.

## Suppliers

The company's main suppliers are Cristalerías de Chile S.A. (bottles), Tetra Pak de Chile Comercial Ltda. (TetraBrik packaging), Industria Corchera S.A. (corks), Envases Roble Alto S.A. (cases), Cameo Marinetti, Ártica and Etiprak (labels) and Alcan Packaging (screw caps).

In addition, Concha y Toro relies on some 650 external producers who provide grapes and bulk wine.

For information on customers or suppliers directly or indirectly related to directors, shareholders and/or managers and senior executives, see Note 6 to the consolidated financial statements.

## Financial Activities

Financial activities are geared to covering working capital needs and investments in fixed assets. Debt is drawn or repaid according

to its cash requirements. Borrowing needs are decided on the basis of the currencies and amounts needed. Another significant financial activity is the selling of foreign currency export revenues and acquiring forward contracts to hedge currency exposure. It therefore works with the principal local bank money desks.

One of the company's main financial goals during 2008 was to efficiently administer its financial resources and plan strategies for facing the impact of volatile exchange markets.

Viña Concha y Toro is permanently monitoring the financial markets, looking for opportunities to achieve the best rates for its financial debt and exchange coverage position.

In a scenario of greater uncertainty in the financial markets like that faced in the last months of 2008, the company took different measures with respect to its financing strategy. A capital increase was thus approved for Ch\$30,000 million and different lines of bonds and commercial paper were registered in order to have available different instruments and terms for obtaining the best financing.

## Investing and Financing Policy

The company's investments are focused on supporting growth and the normal renewal of operating assets, modernizations, new facilities for expanding and improving productive capacity and land acquisitions for planting vines. Investments in fixed assets in 2008 totaled Ch\$ 47,005 million.

In 2008, investments were financed through operating cash flow and bank borrowings.

## Research and Development

Research and development efforts do not involve significant expenditure as they mostly revolve around agreements with domestic and foreign firms and institutes for research assistance and technology transfer.

In 2006 Concha y Toro joined Vinnova, the "Consortio Tecnológico Empresarial de la Vid y el Vino". This association groups other Vinos de Chile (Association of Chilean Wineries) companies, Universidad Católica de Chile (Santiago) and Universidad de Concepción. The company has conducted part of its viticulture and winemaking research in association with Vinnova and also through the Fondef Conicyt project "Water management technologies for sustainable intensive agriculture". This latter initiative aims to improve current irrigation practices by taking corrective measures to optimize water and energy usage, and contribute to the development of efficient, advanced and sustainable agriculture.

## Risk factors

Viña Concha y Toro's business is not immune to a series of risks as the company participates at every stage of the production and marketing of wines.

In the agricultural area, climatic phenomena such as droughts or frost, pests and fungus, etc. can affect the production of own or third-party vineyards, influencing the supply of grapes and eventually the cost of grapes or wines provided by independent suppliers.

The bottling process relies on just one large supplier with the capacity to supply all the company's needs, although there are another two suppliers of bottles with smaller capacities. There is just one supplier of TetraBrik containers so any disruption in the provision of these primary materials could have a short-term effect on the company's results.

Concha y Toro's products are marketed in Chile and various countries so it faces market risks, mainly the exchange risk and interest rate risk related to its financial debt.

Exports revenues are mostly denominated in United States dollars, plus euros, pounds sterling and Canadian dollars. On the other hand, business in the domestic Argentine market is denominated in Argentine pesos. The financial results could therefore be adversely affected by factors like exchange rate fluctuations or weak economic conditions in the foreign markets where the company distributes its products, a risk that is mitigated by its sales diversification.

The company has also established subsidiaries in Argentina, the UK and, more recently, in Brazil, Sweden, Norway and Finland, so political or economic events in these countries could influence the results of the subsidiaries.

## Credit Rating

The credit rating for the company's publicly-offered instruments as of February 2009, as measured by two independent firms, is as follows:

Instrument	Humphreys Ltd.	Feller - Rate
Shares	1st Class Level 1	1st Class Level 2
407 Bonds	AA	AA-
Lines of bonds <sup>(1)</sup>	AA	AA-
Line of commercial paper <sup>(2)</sup>	Level 1+/AA	AA-/Level 1+

(1) In the process of registration, per public deed of February 3, 2009, Series No.543-2009 and No.544-2009.

(2) In the process of registration, per public deed of February 3, 2009, Series No.545-2009.

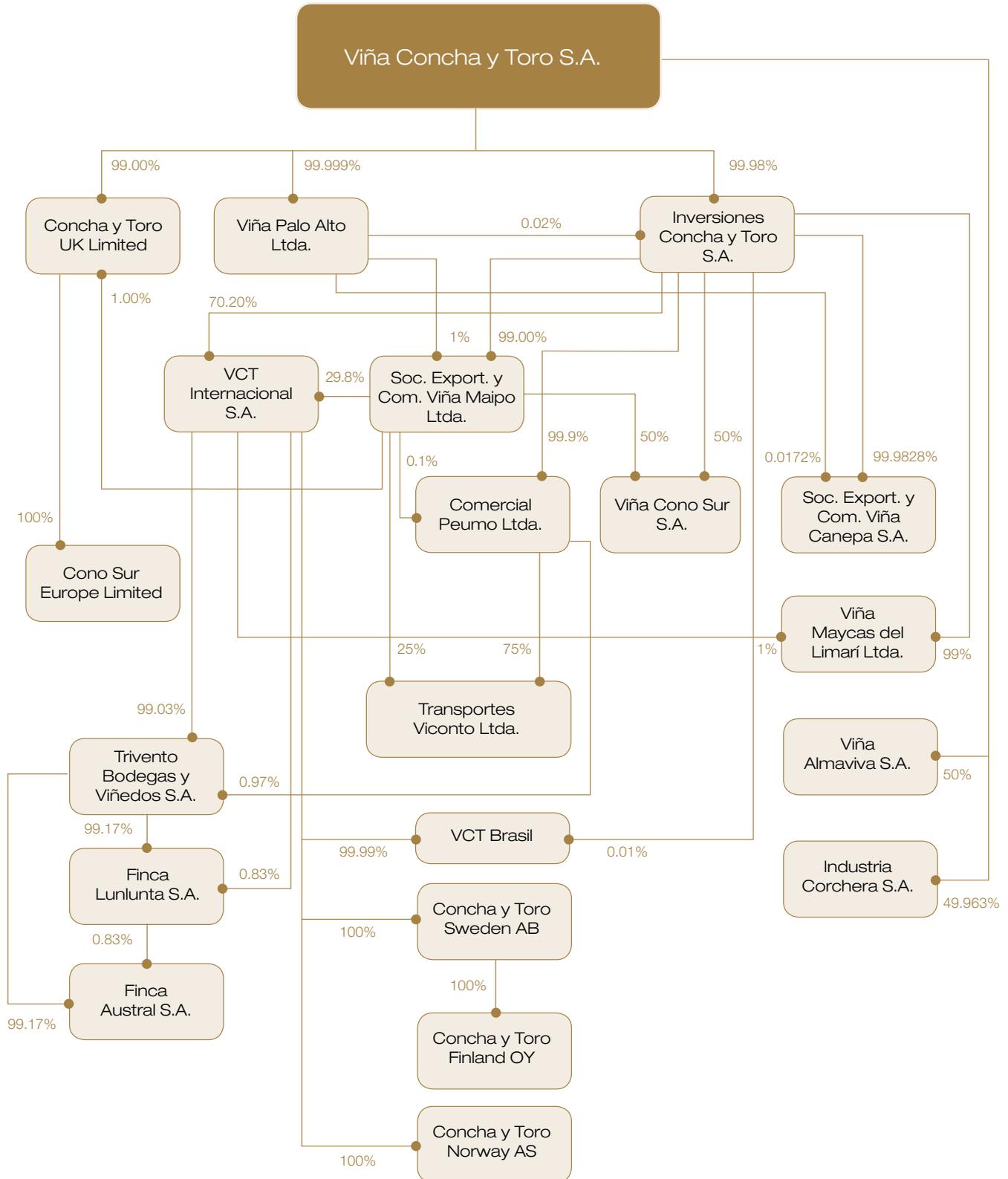
## External Auditors

KPMG Auditores Consultores Limitada

## Legal Advisers

- Uribe, Hübner & Canales
- Cruzat, Ortúzar & Mackenna - Baker & McKenzie
- Luis Felipe Cruzat Larrain
- Latham & Watkins
- Sargent & Krahn
- José Luis Santa María

# Structure of the Holding Company







# Consolidated Financial Statements

## CONSOLIDATED BALANCE SHEETS

ASSETS	2008	2007
	ThCh\$	ThCh\$
<b>TOTAL CURRENT ASSETS</b>	256,558,157	199,383,737
Cash	3,949,865	2,943,250
Time deposits	-	-
Marketable securities, net	-	-
Trade accounts receivable, net	103,595,852	77,858,780
Notes receivable, net	2,680,138	2,720,149
Other receivables, net	4,256,638	2,630,555
Notes and accounts receivable from related companies	240,155	10,610
Inventory, net	113,353,433	92,620,608
Income taxes recoverable	10,063,644	6,901,162
Prepaid expenses	13,577,824	10,916,330
Deferred income taxes	2,868,933	2,350,926
Other current assets	1,971,675	431,367
Lease agreements, net	-	-
Assets for leasing, net	-	-
<b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>	242,145,022	212,685,089
Land	57,241,321	50,526,215
Buildings and infrastructure	211,448,651	184,739,773
Machinery and equipment	70,691,633	64,125,018
Other property, plant and equipment	17,914,001	16,338,048
Revaluation from fixed asset technical appraisal	3,826,900	3,923,591
Less: Depreciation	(118,977,484)	(106,967,556)
<b>TOTAL OTHER ASSETS</b>	19,113,937	16,894,586
Investments in related companies	8,098,248	7,732,594
Investments in other companies	365,408	362,981
Goodwill	1,023,201	1,109,065
Less: Negative goodwill	-	-
Long-term accounts receivable	-	-
Long-term notes and accounts receivable from related companies	-	-
Long-term deferred income taxes	-	-
Intangibles	7,401,155	5,519,909
Less: Amortization	(1,018,086)	(746,398)
Other	3,244,011	2,916,435
Long-term lease agreements, net	-	-
<b>TOTAL ASSETS</b>	517,817,116	428,963,412

The full version of the financial statements in Spanish, is presented in the attached CD, which forms an integral part of this Annual Report. The Company will file with the SEC its Annual Report on Form 20-F on June 30, 2009.

# Consolidated Financial Statements

LIABILITIES	2008	2007
	ThCh\$	ThCh\$
<b>TOTAL CURRENT LIABILITIES</b>	166,827,016	102,574,893
Short-term due to banks and financial institutions	59,123,928	8,783,977
Current portion of long-term debt due to banks and financial institutions	11,197,567	16,180,182
Current portion of obligations with the public (promissory notes)	-	-
Current portion of bonds payable	1,611,528	348,270
Long-term liabilities with maturities within one year	456,801	391,772
Dividends payable	1,809,184	1,969,435
Accounts payable	45,637,994	33,472,919
Notes payable	3,557,506	3,425,570
Other payables, net	2,389,762	4,263,504
Notes and accounts payable to related companies	3,620,684	4,193,160
Accrued expenses	30,090,062	23,634,662
Withholdings	4,750,547	3,380,588
Income taxes payable	665,789	2,453,689
Deferred revenue	1,704,769	24,995
Deferred income taxes	-	-
Other current liabilities	210,895	52,170
<b>TOTAL LONG-TERM LIABILITIES</b>	87,897,145	83,833,962
Debt due to banks and financial institutions	26,968,465	24,338,983
Bonds payable	41,643,224	42,738,153
Long-term notes payable	-	-
Other long-term payables	1,134,521	1,503,788
Long-term notes and accounts payable to related companies	1,947,240	2,112,594
Long-term accrued expenses	1,610,162	1,284,797
Long-term deferred income taxes	14,593,533	11,855,647
Other long-term liabilities	-	-
<b>MINORITY INTEREST</b>	7	17,607
<b>TOTAL SHAREHOLDERS' EQUITY</b>	263,092,948	242,536,950
Paid-in capital	53,411,360	53,411,360
Capitals restatement	-	-
Additional paid-in capital – Share premium	6,232,415	6,232,415
Other reserves	8,555,868	8,555,868
Retained earnings:	194,893,305	174,337,307
Reserves for future dividends	165,518,153	143,514,737
Cumulative income	-	-
Less: Accumulated losses	-	-
Net income (loss) for the year	35,151,891	37,089,944
Less: Provisional dividends	(5,776,739)	(6,267,374)
Accumulated surplus (deficit) from development period	-	-
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	517,817,116	428,963,412

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# Consolidated Financial Statements

CONSOLIDATED STATEMENTS OF INCOME	2008	2007
	ThCh\$	ThCh\$
<b>OPERATING INCOME</b>	51,281,556	51,450,491
<b>GROSS MARGIN</b>	128,564,772	125,333,250
Sales	322,165,744	311,225,258
Less: Cost of sales	(193,600,972)	(185,892,008)
Less: Administrative and selling expenses	(77,283,216)	(73,882,759)
<b>NON-OPERATING LOSS</b>	(7,028,096)	(5,458,043)
Financial income	554,221	175,024
Equity participation in income of related companies	463,329	693,322
Other non-operating income	950,511	424,658
Less: Equity participation in loss of related companies	-	-
Less: Amortization of goodwill	(85,863)	(85,863)
Less: Financial expenses	(6,385,418)	(4,979,380)
Other non-operating expenses	(832,626)	(1,172,454)
Price-level restatement, net	(595,184)	(905,006)
Foreign currency translation, net	(1,097,066)	391,656
<b>INCOME BEFORE INCOME TAXES PAYABLE AND EXTRAORDINARY ITEMS</b>	44,253,460	45,992,448
<b>INCOME TAXES PAYABLE</b>	(9,101,545)	(8,892,993)
<b>EXTRAORDINARY ITEMS</b>	-	-
<b>INCOME (LOSS) BEFORE MINORITY INTEREST</b>	35,151,915	37,099,455
<b>MINORITY INTEREST</b>	(24)	(9,511)
<b>NET INCOME (LOSS)</b>	35,151,891	37,089,944
Amortization of negative goodwill	-	-
<b>NET INCOME (LOSS) FOR THE YEAR</b>	35,151,891	37,089,944

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# Consolidated Financial Statements

LIABILITIES	2008	2007
	ThCh\$	ThCh\$
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	21,382,359	64,123,940
Collections of trade accounts receivable	322,910,696	349,574,685
Financial income received	528,776	167,050
Dividends and other distributions received	153,235	1,303,070
Other income received	34,504,500	28,319,815
Less: Payments to suppliers and personnel	(295,899,637)	(287,373,613)
Less: Interest paid	(3,205,659)	(5,748,868)
Less: Payment of income taxes	(5,514,764)	(4,996,413)
Less: Payment of other expenses	(53,385)	(2,220,986)
Less: Value added tax and other similar taxes paid	(32,041,463)	(14,900,800)
<b>NET CASH FLOWS FROM FINANCING ACTIVITIES</b>	29,255,868	(24,006,132)
Placement of shares	-	-
Loans obtained	83,637,239	45,395,504
Bonds payable	-	-
Documented loans from related companies	-	-
Other loans obtained from related companies	-	-
Other sources of financing	-	-
Less: Payment of dividends	(14,368,780)	(7,309,511)
Less: Capital distributions	-	-
Less: Payment of loans	(40,012,591)	(60,052,469)
Less: Payment of bonds payable	-	-
Less: Documented loans from related companies	-	-
Less: Payment of other loans obtained from related companies	-	(2,039,656)
Less: Payment of expenses in issuance and placement of shares	-	-
Less: Payment of expenses in issuance and placement of bonds payable	-	-
Less: Other financing disbursements	-	-
<b>NET CASH FLOWS FROM INVESTING ACTIVITIES</b>	(49,592,435)	(39,201,706)
Sales of property, plant and equipment	1,312	48,648
Sales of permanent investments	-	-
Sales of other investments	-	77,329
Collection of documented loans granted to related companies	-	-
Collection of other loans granted to related companies	-	-
Other investing income	-	-
Less: Additions to property, plant and equipment	(47,004,979)	(38,392,455)
Less: Payment of capitalized interest	(938,023)	(493,313)
Less: Permanent investments	(16,152)	-
Less: Investments in financial investments	-	-
Less: Documented loans received from related companies	-	-
Less: Other loans granted to related companies	-	-
Less: Other investing disbursements	(1,634,593)	(441,915)
<b>TOTAL NET CASH FLOWS FOR THE PERIOD</b>	1,045,792	916,102
<b>EFFECT OF PRICE-LEVEL RESTATEMENT ON CASH AND CASH EQUIVALENTS</b>	(39,177)	(301,296)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	1,006,615	614,806
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	2,943,250	2,328,444
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	3,949,865	2,943,250

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# Consolidated Financial Statements

RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES TO NET INCOME FOR THE YEAR	2008	2007
	ThCh\$	ThCh\$
<b>Net income for the year</b>	35,151,891	37,089,944
Result from sale of assets:	(27,425)	(149,185)
(Proceeds) loss from sale of property, plant and equipment	(27,425)	(73,739)
Proceeds from sale of investments	-	(75,446)
Loss from sale of investments	-	-
(Proceeds) loss from sale of other assets	-	-
<b>Charges (credits) to income which do not represent cash flows</b>	18,033,927	15,691,504
Depreciation	14,112,398	14,254,505
Amortization of intangible assets	193,977	141,214
Write-offs and accrued expenses	1,031,484	1,709,125
Less: Accrued equity participation in income of related companies	(463,329)	(693,322)
Accrued equity participation in loss of related companies	-	-
Amortization of goodwill	85,863	85,863
Less: Amortization of negative goodwill	-	-
Price-level restatement, net	595,184	905,006
Foreign currency translation, net	1,097,067	(391,656)
Less: Other credits to income which do not represent cash flows	-	(319,231)
Other charges to income which do not represent cash flows	1,381,283	-
<b>Changes in assets which affect cash flows – (Increase) decrease</b>	(57,318,798)	(8,332,041)
Trade accounts receivable	(30,859,368)	341,887
Inventories	(21,370,545)	(8,978,429)
Other assets	(5,088,885)	304,501
<b>Changes in liabilities which affect cash flows – Increase (decrease)</b>	25,542,740	19,814,207
Accounts payable related to operating results	13,213,699	17,003,446
Interest payable	(1,182,681)	(1,212,375)
Income taxes payable, net	7,975,802	2,644,340
Other accounts payable related to non-operating results	7,175,186	1,148,622
Value added tax and other similar taxes payable, net	(1,639,266)	230,174
Gain (loss) attributable to minority interest	24	9,511
<b>NET CASH FLOWS PROVIDED BY OPERATING ACTIVITIES</b>	21,382,359	64,123,940

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## Subsidiaries and Affiliates

### INVERSIONES CONCHA Y TORO S.A.

**Tax ID** 96.921.850-K

**Address**

Avda. Santa Rosa 0837, Paradero 43,  
Puente Alto, Santiago

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**

ThCh\$14,953,070

**Corporate Objects**

Invest in all kinds of corporeal and incorporeal real estate or movable assets in order to receive their returns or income. Constitute, form part or acquire rights or shares in companies.

**Business Relationship  
with Parent Company**

Controls the companies Comercial Peumo Limitada, Sociedad Exportadora y Comercial Viña Maipo Limitada, Sociedad Exportadora y Comercial Viña Canepa S.A, Viña Maycas del Limarí Limitada. and VCT Internacional S.A.. Inversiones Concha y Toro S.A. holds 50% of Viña Cono Sur S.A.. All these companies are subsidiaries of the Parent company.

**Directors**

Eduardo Guillisasti Gana (M)  
Thomas Domeyko Cassel (M)  
Osvaldo Solar Venegas (M)  
Rafael Guillisasti Gana (D)  
Cristián Ceppi Lewin (M)

**General Manager**

Eduardo Guillisasti Gana (M)

### VCT INTERNACIONAL S.A.

**Tax ID** 99.513.110-2

**Address**

Nueva Tajamar N°481, Torre Norte,  
piso 15, Las Condes, Santiago

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**

ThCh\$ 16,447,976

**Corporate Objects**

To invest, preferably abroad, in all kinds of long-term and short-term assets: movable or real estate, tangible or intangible, relating to the business interest of the Parent company. Also to constitute or participate in any kind of company, preferably abroad.

**Business Relationship  
with Parent Company**

This company owns the Argentine subsidiary Trivento Bodegas y Viñedos S.A., and also the Brazilian subsidiary VCT Brasil Importación y Exportación Limitada.

**Directors**

Alfonso Larraín Santa María (Chairman) (D)  
Eduardo Guillisasti Gana (M)  
Osvaldo Solar Venegas (M)

### COMERCIAL PEUMO LTDA.

**Tax ID** 85.037.900-9

**Address**

Avda. Santa Rosa 0837, Paradero 43,  
Puente Alto, Santiago

**Direct and Indirect Holding**  
100%

**Paid-in Capital**

ThCh\$ 2,679,208

**Corporate Objects**

To engage in all kinds of trade operations and, in particular, the import, export, purchase, sale, distribution, acquisition and disposal in general of all kinds of merchandise within Chile or abroad. To trade in any form and all other businesses that the partners.

**Business Relationship  
with Parent Company**

This company has holdings in the Parent company subsidiaries Transportes Viconto Limitada and Trivento Bodegas y Viñedos S.A.

The sale, distribution and marketing of the products of the Parent and its subsidiaries in Chile. Comercial Peumo Limitada carries out these functions through a specialized sales force in both the wholesale and retail markets, as well as through the internet.

**General Manager**

Cristián Canevaro Jaramillo

**Main Contracts with Parent Company**

Buying and selling of the wines and products of the Parent company and its subsidiary and associate companies.

## Subsidiaries and Affiliates

### VIÑA CONO SUR S.A.

**Tax ID** 86.326.300-K

**Address**

Nueva Tajamar 481, Torre Sur, Piso 21  
Las Condes, Santiago

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$508,875

**Corporate Objects**

To manufacture, package, distribute, purchase, sell, export, import and in any way trade still and sparkling wines, and spirits.

**Business Relationship with Parent Company**

Production and marketing of grapes and wines, under its own brands and labels.

**Directors**

Eduardo Guillisasti Gana (Chairman) (M)  
Isabel Guillisasti Gana (M)  
Osvaldo Solar Venegas (M)  
J. Antonio Manasevich G. (M)  
José Guillisasti Gana

**General Manager**

Adolfo Hurtado Cerda

**Main Contracts with Parent Company**

Buying and selling of grapes and products to the Parent company and Comercial Peumo Ltda. Bottling services contract with Parent company.

### SOCIEDAD EXPORTADORA Y COMERCIAL VIÑA MAIPO LTDA.

**Tax ID** 82.117.400-7

**Address**

Virginia Subercaseaux 210, Pirque,  
Santiago

**Direct and Indirect Holding**  
100%

**Paid-in Capital**  
ThCh\$ 23,462

**Corporate Objects**

To manufacture, package, bottle, distribute, purchase, sell, export, import and in any way trade still and sparkling wines.

**Business Relationship with Parent Company**

This company has holdings in the Parent company subsidiaries Transportes Viconto Ltda., Concha y Toro UK Limited, Comercial Peumo Limitada, Viña Cono Sur S.A. and VCT Internacional S.A.

**Main Contracts with Parent Company**

Buying and selling of wines and products.

### VIÑA PALO ALTO LIMITADA

**Tax ID** 84.712.500-4

**Address**

Virginia Subercaseaux 210, Pirque,  
Santiago

**Direct and Indirect Holding**  
99,999%

**Paid-in Capital**  
ThCh\$ 28,619

**Corporate Objects**

To manufacture, package, bottle, distribute, purchase, sell, export, import and in any way trade still and sparkling wines.

**Business Relationship with Parent Company**

This company has holdings in the Parent company subsidiaries Inversiones Concha y Toro S.A. and Sociedad Exportadora y Comercial Viña Maipo Limitada.

**Main Contracts with Parent Company**

Buying and selling wines and products.

## **SOCIEDAD EXPORTADORA Y COMERCIAL VIÑA CANEPA S.A.**

**Tax ID** 96.585.740-0

**Address**

Avda. Santa Rosa 0837, Paradero 43  
Puente Alto, Santiago

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$181,084

**Corporate Objects**

To manufacture, produce and package wines and other related products; to market, purchase, sell, import and export wine and other related products; to manufacture, make commercial use of, distribute and market mineral waters destined for human consumption; provide promotional, advertising, marketing and positioning services for its products and brands.

**Main Contracts with Parent Company**  
Buying and selling wines and products.

## **VIÑA MAYCAS DEL LIMARÍ LIMITADA**

**Tax ID** 76.898.350-K

**Address**

Nueva Tajamar N°481, Torre Norte,  
Oficina 505, Las Condes, Santiago

**Direct and Indirect Holding**  
100%

**Suscribed Capital**  
ThCh\$1,089

**Corporate Objects**

To manufacture, produce and package wines and other related products; to market, purchase, sell, import and export wine and other related products; to provide promotional, advertising, marketing and positioning services for its products and brands.

**Main Contracts with Parent Company**  
Buying and selling wines and products.

## **TRANSPORTES VICONTO LTDA.**

**Tax ID** 85.687.300-5

**Address**

Avda. Santa Rosa 0821,  
Puente Alto, Santiago

**Direct and Indirect Holding**  
100%

**Paid-in Capital**  
ThCh\$35,902

**Corporate Objects**

To provide land transport and other freight-related services, both within Chile and internationally, using trucks and other suitable means; as well as engaging in other businesses that partners agree upon.

**Business Relationship  
with Parent Company**

Transports products manufactured by the Parent company and subsidiaries to the different sale and distribution points, using its own or leased vehicles.

**Main Contracts with Parent Company**  
Freight of bulk wine and finished products.

## Subsidiaries and Affiliates

### TRIVENTO BODEGAS Y VIÑEDOS S.A.

**Tax ID** 3368989817-9

**Address**

Canal Pescara 9347, Russell C.P.5517,  
Maipú, Mendoza, Argentina

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
Th\$12,850,821

**Corporate Objects**

To manufacture, package and fraction wine and alcoholic beverages; to import and export wine and other related products.

**Business Relationship with Parent Company**

To produce and market grapes and wine in Argentina, under its own labels and brands.

**Directors**

Alfonso Larraín Santa María (chairman) (D)  
Rafael Guillisasti Gana (D)  
Andrés Izquierdo Bacarreza (SM)

**Alternate Directors**

Maria Elena Molina  
Federico A. Galdeano

**General Manager**

Andrés Izquierdo Bacarreza

### FINCA LUNLUNTA S.A.

**Tax ID** 30-70913379-5

**Address**

Canal Pescara 9347, Russell C.P.5517,  
Maipú, Mendoza, Argentina

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$2,212

**Corporate Objects**

To manufacture, package and fraction wine and alcoholic beverages; to import and export wine and other related products.

**Business Relationship with Parent Company**

To market grapes and wine, under its own labels and brands.

**Directors**

Andrés Izquierdo Bacarreza (SM)  
María Elena Molina (Deputy)

**General Manager**

Andrés Izquierdo Bacarreza

### FINCA AUSTRAL S.A.

**Tax ID** 30-70997638-5

**Address**

Canal Pescara 9347, Russell C.P.5517,  
Maipú, Mendoza, Argentina

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$2,212

**Corporate Objects**

To commercially exploit permanent or seasonal wine-related crops; to produce and market agricultural and agribusiness products, including industrialization, fractioning and packaging fruit and products of these activities; to make use of industrial plants and warehouses; to fraction, transform and/or produce agricultural and viticulture products and by-products. To import and export all kind of products that relate to its business purpose.

**Business Relationship with Parent Company**

To market grapes and wine, under its own labels and brands.

**Directors**

Andrés Izquierdo Bacarreza (SM)  
María Elena Molina (Deputy)

**General Manager**

Andrés Izquierdo Bacarreza

## VCT BRASIL IMPORTACIÓN Y EXPORTACIÓN LIMITADA

**Tax ID** 9.300.053/0001-00

### **Address**

Rua Helena 335 Conjunto 72, 7º Andar,  
Vila Olimpia, Saõ Paulo, Brazil.

**Direct and indirect holding**  
100%

**Paid-in capital**  
ThCh\$129,681

### **Corporate Objects**

The import, export, purchase, sale and distribution of wines, alcoholic and non-alcoholic drinks and similar products; import, purchase, sale, and distribute and articles of publicity, advertising, marketing, communications and promotions related to the above; carry on trade in any form; provide publicity, advertising, marketing, communication and promotion services; and participate in other companies as partner or shareholder.

**Relationship with the Parent company**  
Distribution of and trade in products of the Parent and some subsidiaries.

### **Administrators**

Francisco Torres Tonda  
Tatiana Erhardt

## CONCHA Y TORO UK LIMITED

**Company number** 4131411  
Registered in England and Wales  
**Address**

6 Ashurst Court, London Road  
Wheatley, Oxfordshire, OX33 1ER

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$774

### **Corporate Objects**

To import, distribute, sell and market all types of still and sparkling wines.

### **Business Relationship with Parent Company**

This company distributes the products of the Parent company and subsidiary and associate companies in the UK.

### **Directors**

Oswaldo Solar Venegas (M)  
Thomas Domeyko Cassel (M)

### **General Manager**

Cristián López Pascual

### **Main Contracts with Parent Company**

Buying and selling of products of the Parent company and its subsidiary and associate companies.

## CONO SUR EUROPE LIMITED

**Company number** 5231308  
Registered in England and Wales  
**Address**

Amberley Place, 107-111 Peascod Street,  
Windsor, Berkshire, SL4 1TE, Great Britain

**Direct and Indirect Shareholding**  
100%

**Paid-in Capital**  
ThCh\$133

### **Corporate Objects**

To import wine and distribute it throughout Europe.

## Subsidiaries and Affiliates

### CONCHA Y TORO SWEDEN AB

Company number 556059-9473

**Address**

Birger Jarlsgatan 2,  
Stockholm, Sweden

**Direct and indirect holding**  
100%

**Paid-in capital**  
ThCh\$8,218

**Corporate Objects**

The import, export, sale and distribution of alcoholic drinks and everything related to this.

**Directors**

Thomas Domeyko Cassel (M)  
Niclas Blomström  
Felipe Neira

**Relationship with the Parent Company**

This company distributes products the Parent company and its subsidiary and associate companies in Sweden.

### CONCHA Y TORO FINLAND OY

Company number 2223825-5

**Address**

Pietarinkuja 3,  
Helsinki, Finland

**Direct and indirect holding**  
100%

**Paid-in capital**  
ThCh\$15,619

**Corporate Objects**

The import, export, sale and distribution of alcoholic drinks and everything related to this.

**Directors**

Thomas Domeyko Cassel (M)  
Niclas Blomström  
Johan Reyn

**Relationship with the Parent Company**

This company distributes products the Parent company and its subsidiary and associate companies in Finland.

### CONCHA Y TORO NORWAY OY

Company number 993 253 391

**Address**

Karenslyst allé 10,  
Oslo, Norway

**Direct and indirect holding**  
100%

**Paid-in capital**  
ThCh\$19,826

**Corporate Objects**

The import, export, sale and distribution of alcoholic drinks and everything related to this.

**Directors**

Thomas Domeyko Cassel (M)  
Niclas Blomström  
Stephan Norberg

**Relationship with the Parent Company**

This company distributes products the Parent company and its subsidiary and associate companies in Norway.

## VIÑA ALMAVIVA S.A.

**Tax ID** 96.824.300-4

**Address**

Avda. Santa Rosa 821, Paradero 45,  
Casilla 274, Puente Alto, Santiago

**Direct and Indirect Shareholding**  
50%

**Paid-in Capital**  
ThCh\$2,424,785

**Corporate Objects**

To produce and market, including export and distribution, super premium wines characterized by their unique style and distinctive character.

**Directors**

Rafael Guilisasti Gana (D)  
Eduardo Guilisasti Gana (M)  
Enrique Tirado S. (M)  
Xavier de Eizaguirre (Chairman)  
Philippe Dhalluin  
Pierre Guinchard

**General Manager**

Felipe Larraín Vial

**Main Contracts with Parent Company**

Buying and selling products.

## INDUSTRIA CORCHERA S.A.

**Tax ID** 90.950.000-1

**Address**

Jorge Cáceres 220  
La Cisterna, Santiago

**Direct and Indirect Shareholding**  
49.963%

**Paid-in Capital**  
ThCh\$5,932,513

**Corporate Objects**

To manufacture, produce, import, export, distribute and market corks and related by-products and substitutes, as well as other stoppers and caps. To act as representative of machinery and other inputs, service wine companies, invest in real estate and engage in other related businesses.

**Business Relationship with Parent Company**

Supplies corks and other materials to the Parent company and its subsidiary and associate companies.

**Directors**

Eduardo Morandé Fernández (Chairman)  
Antonio Ataíde Pereira  
Christophe Fouquet  
Joao Pedro Castro  
Osvaldo Solar Venegas (M)  
José Antonio Manasevich G. (M)

**Alternate Directors**

Rafael Guilisasti Gana (D)  
Gonzalo Costa Montes  
Antonio Ríos Amorim  
Felipe Fellay Rodríguez  
Jorge Lyng Benítez  
Juan Pablo Berríos Silva

**General Manager**

Juan de Magalhaes-Calvet

**Principal Contracts with the Parent Company**

Contract for the supply of corks and other materials (stoppers, caps and similar)

(D) Director of Viña Concha y Toro S.A. (M) Manager of Viña Concha y Toro S.A. (SM) Manager of subsidiary of Viña Concha y Toro S.A

## Share Transactions

The following table shows share transactions, all of them financial investments, made by the chairman, directors, CEO, senior executives and majority shareholders during 2008 and 2007:

### Share Transactions 2008

	Relationship	Average Price	Shares Bought	Ch\$	Shares Sold	Ch\$
Rentas Santa Bárbara S.A.	Major Shareholder	890.00	2,810	2,500,900		
Inversiones Totihue S.A.	Major Shareholder	991.09	24,100	23,885,310		
Repa S.A.	Major Shareholder	930.00	18,000	16,740,000		
Pablo Guilisasti Urrutia	Major Shareholder	991.09			24,100	23,885,310
Eduardo Guilisasti Urrutia	Major Shareholder	924.60			20,810	19,240,900
La Gloria S.A.	Chairman	930.00	10,000	9,300,000		
Ases. e Inversiones Asis Ltda.	Chairman	1,000.00	4,500	4,500,000		
Carlos Marambio Morel	Chairman	861.00	1,740	1,498,140		
Tomás Larraín León	Manager	951.72			14,500	13,800,000
Tomás Larraín León	Manager	1,000.00			20,000	20,000,000
Tomás Larraín León	Manager	1,050.00			95,000	99,750,000
Ases. e Inversiones Asis Ltda.	Chairman	1,050.00	95,000	99,750,000		
Ases. e Inversiones Asis Ltda.	Chairman	1,000.00			5,000	5,000,000
Foger Soc. Gestión Patrimonial	Director	930.10	107,000	99,520,700		
El Mayorazgo S.A.	Director	900.00	50,000	45,000,000		
Ases. e Inversiones Glamys Ltda.	Manager	910.00	20,000	18,200,000		
Pedro Solar Mir	Manager	910.11	200	182,022		
Cristián Ceppi Lewin	Manager	935.25	16,730	15,646,690		
Carlos Halaby Riadi	Manager	925.00	90,798	83,988,150		
Adolfo Hurtado Cerda	Manager	1,046.82	49,890	52,226,000		

### Share Transactions 2007

	Relationship	Average Price	Shares Bought	Ch\$	Shares Sold	Ch\$
Inversiones Totihue S.A.	Major Shareholder	975.00	15,000	14,625,000		
Pablo Guilisasti Urrutia	Major Shareholder	975.00			15,000	14,625,000
Eduardo Guilisasti Urrutia	Major Shareholder	1,207.95			4,150	5,013,000
Repa S.A.	Major Shareholder	1,207.95	4,150	5,013,000		
Alfonso Larraín Santa María	Chairman	930.00			525,000	488,250,000
Inversiones Huingane Ltda.	Chairman	930.00	525,000	488,250,000		
La Gloria S.A.	Chairman	978.18	15,738	15,394,550		
Ases. e Inversiones Asis Ltda.	Chairman	965.00			20,563	19,843,295
Ases. e Inversiones Asis Ltda.	Chairman	1,150.00	9,892	11,375,800		
Tomás Larraín León	Manager	1,082.75	410,100	444,035,900		
Alejandra Gamboa Fernández	Manager	1,030.00	11,572	11,919,160		
Carlos Saavedra Echeverría	Manager	1,161.90	50,000	58,094,932		
Doña María Loreto S.A.	Director	17.03	4,789,882	81,571,690		
M. Loreto Marín Estévez	Director	17.03			4,789,882	81,571,690
Cía. Inversiones El Milagro	Director	166.86			24,439,851	4,078,101,306
Inversiones GDF S.A.	Director	166.86	24,439,851	4,078,101,306		
Agustín Alamos Morandé	Controlling G.	800.00			145	116,000
Catalina Alamos Morandé	Controlling G.	800.00			145	116,000
Francisca Alamos Morandé	Controlling G.	800.00			145	116,000
Juan Alamos Morandé	Controlling G.	800.00			145	116,000
Ignacia Alamos Morandé	Controlling G.	800.00			145	116,000
Luis Alamos Morandé	Controlling G.	800.00			145	116,000
Ases. e Inversiones Glamys Ltda.	Manager	863.78	62,311	53,822,966		
Cristián Ceppi Lewin	Manager	1,250.00	16,000	20,000,000		
Christian Linares Taboada	Manager	1,200.00	1,060	1,272,000		

## Stock Market Information

	Number of Shares Traded	Traded Volume (Th Ch\$)	Average Price (Ch\$)
<b>2006</b>			
I Quarter	35,612,423	27,019,198	759
II Quarter	22,112,907	15,510,718	701
III Quarter	30,533,850	23,475,058	769
IV Quarter	41,182,474	33,200,928	806
<b>2007</b>			
I Quarter	40,052,429	36,651,521	915
II Quarter	37,038,975	39,607,475	1,069
III Quarter	28,850,525	35,051,135	1,215
IV Quarter	28,268,987	32,356,938	1,145
<b>2008</b>			
I Quarter	38,327,846	32,798,129	856
II Quarter	52,401,315	47,633,023	909
III Quarter	35,424,941	33,645,294	950
IV Quarter	41,236,061	41,305,180	1,002

Includes transactions on the Santiago Stock Exchange, the Valparaíso Stock Exchange and the Electronic Exchange. Does not include transactions in the NYSE.

## Declaration of Liability

The directors and chief executive officer who sign this Annual Report for the year ended December 31, 2008, swear that its content is a faithful expression of the truth according to the information in their possession.



ALFONSO LARRAÍN SANTA MARÍA  
RUT: 3.632.569-0



RAFAEL GUILISASTI GANA  
RUT: 6.067.826-K



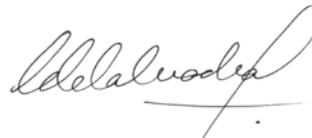
MARIANO FONTECILLA DE SANTIAGO CONCHA  
RUT: 1.882.762-K



FRANCISCO MARÍN ESTÉVEZ  
RUT: 2.773.387-5



PABLO GUILISASTI GANA  
RUT: 7.010.277-3



SERGIO DE LA CUADRA FABRES  
RUT: 4.102.613-8



CHRISTIAN SKIBSTED CORTÉS  
RUT: 9.097.713-K



EDUARDO GUILISASTI GANA  
RUT: 6.290.361-9

[www.conchaytoro.com](http://www.conchaytoro.com)

[www.conosur.com](http://www.conosur.com)

[www.trivento.com](http://www.trivento.com)

[www.almavivawinery.com](http://www.almavivawinery.com)

[www.vinamaipo.com](http://www.vinamaipo.com)

[www.trioconchaytoro.com](http://www.trioconchaytoro.com)

[www.casillerodeldiablo.com](http://www.casillerodeldiablo.com)

[www.frontera.cl](http://www.frontera.cl)