

VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

Presentation Eduardo Guilisasti – CEO

INVESTOR
day
2021

**Strategic
Vision**

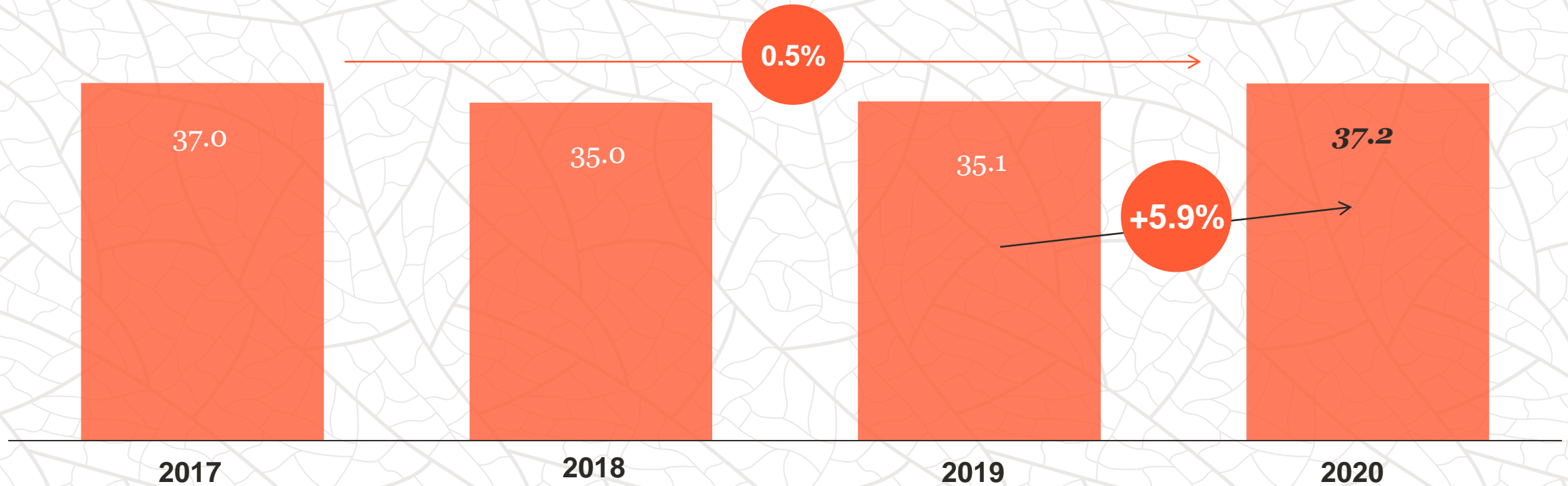
Today Concha y Toro
is a *different Company*

**2020: The best in the
Company's history,
across all major
indicators.**

ANNUAL PERFORMANCE 2017 – 2020

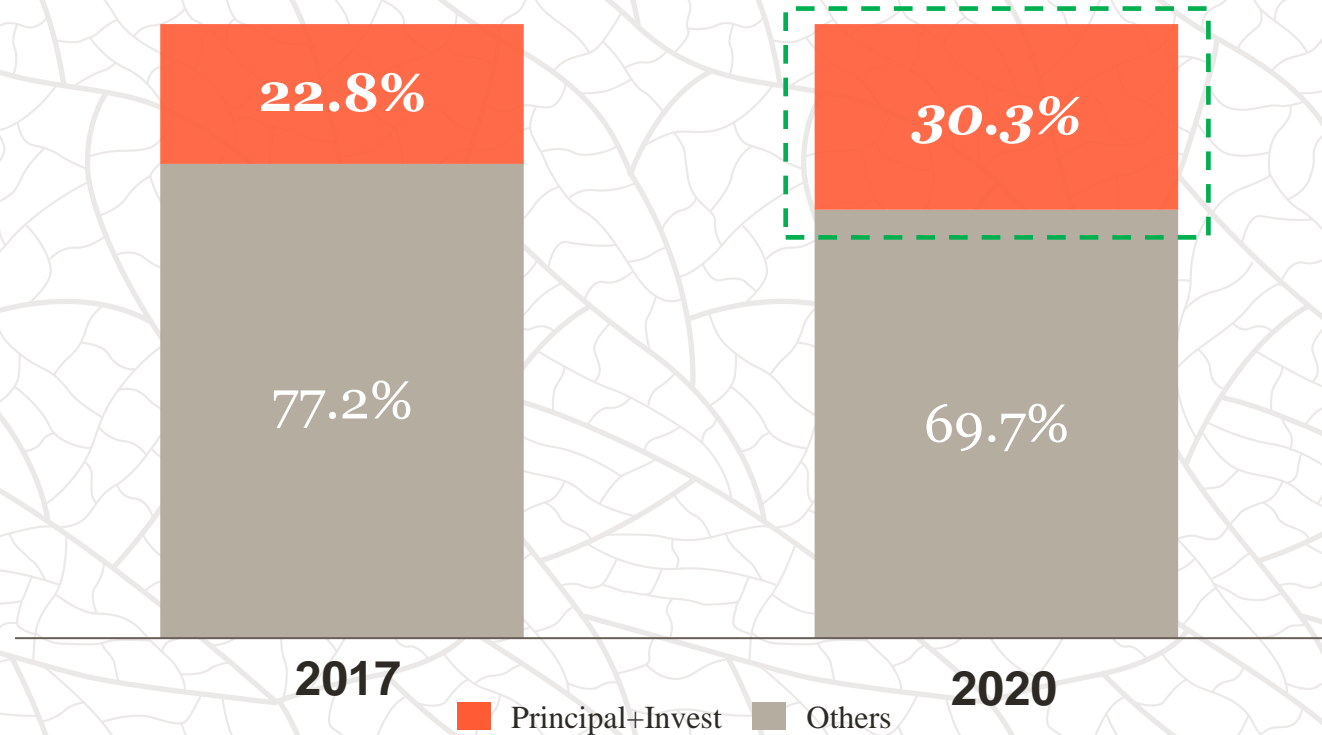
After 2 years of no growth, volume recovered in 2017

Volume (millions of 9 lt cases)

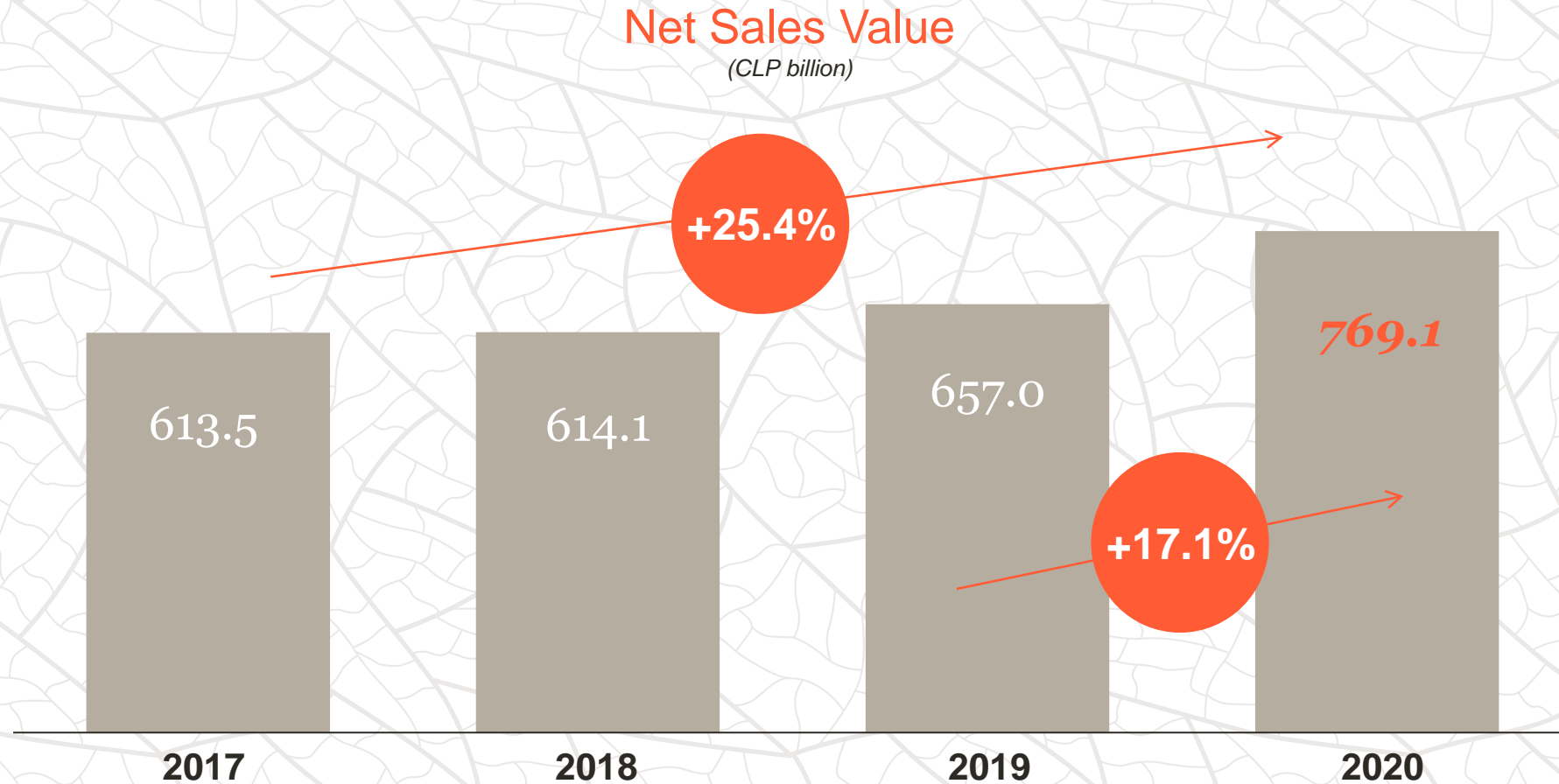


A better mix, with
Principal + Invest
exceeding 30%
of total volume

Principal + Invest
Share of total volume

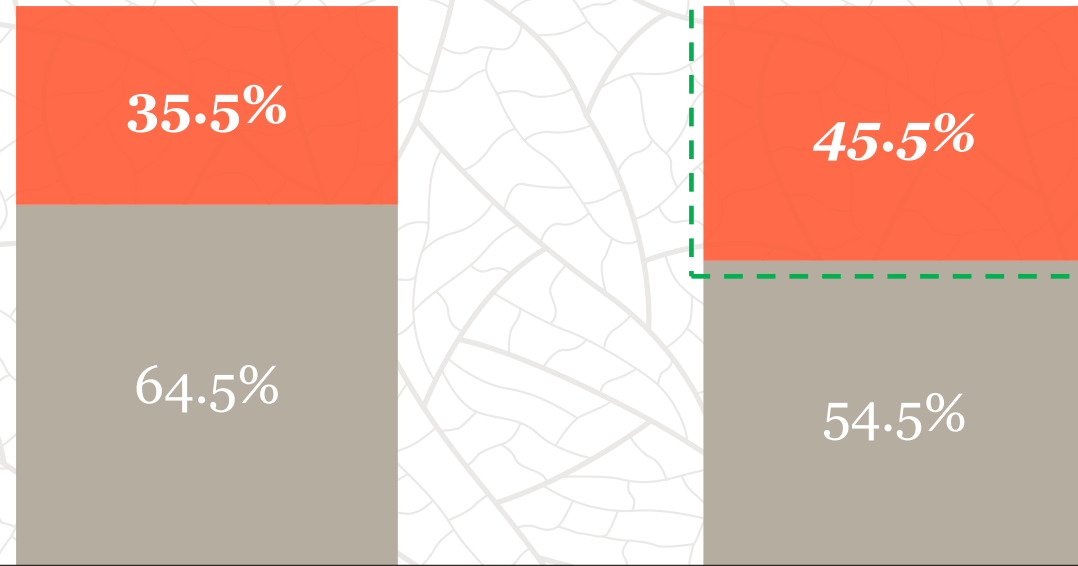


Historic sales in 2020, huge growth compared to previous year



Principal + Invest Mix
grows 10 p.p.
and surpasses
45% of total sales

Principal + Invest
Share of total net sales value



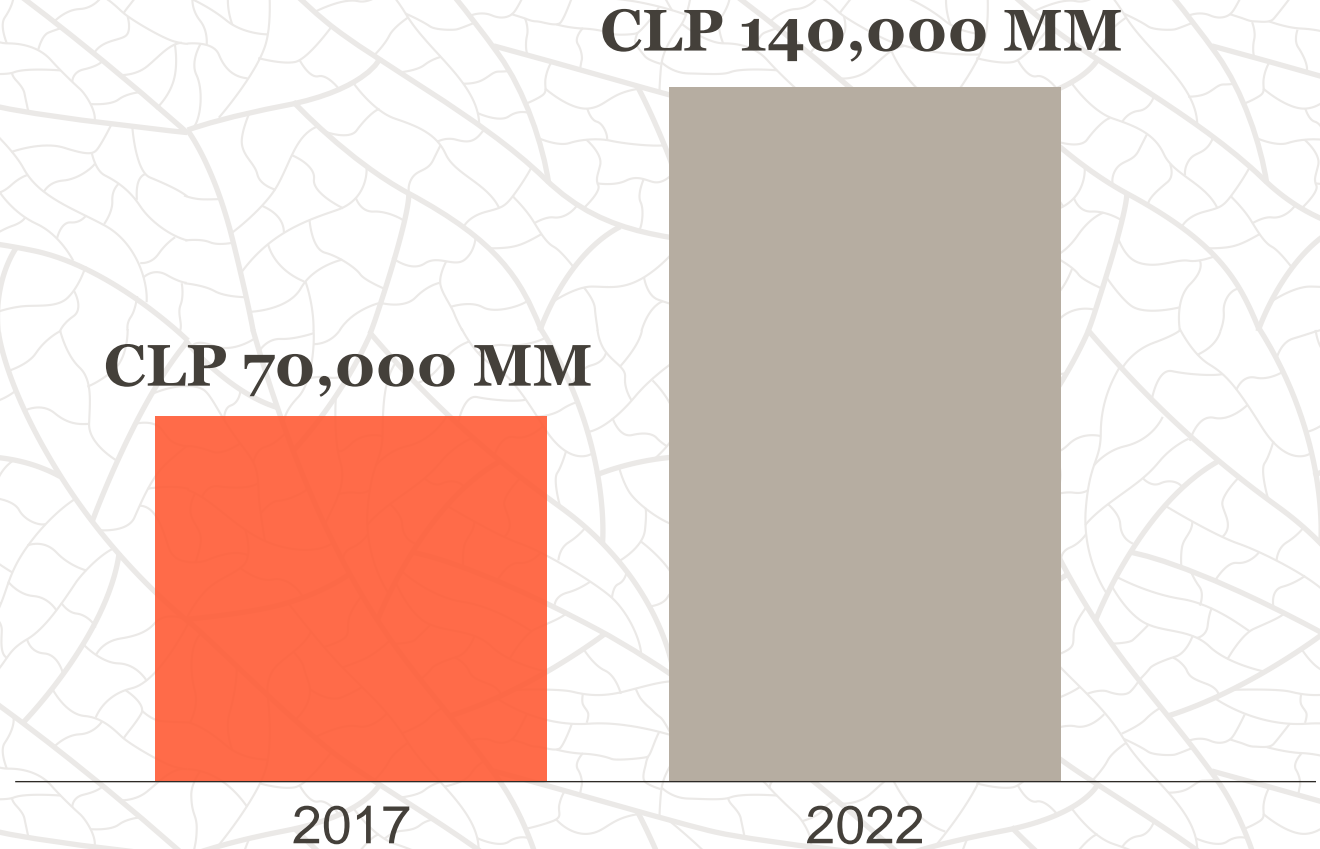
2017

2020

Principal+Invest Others

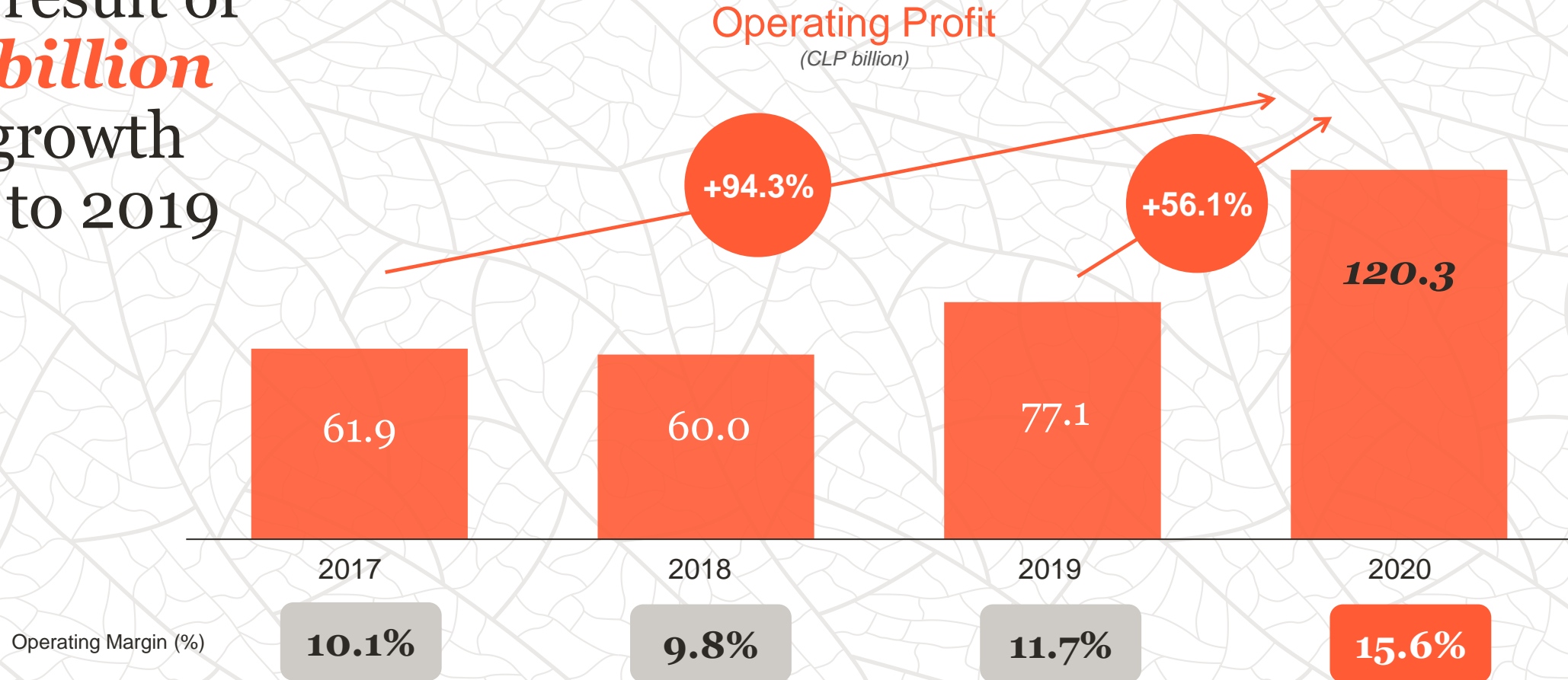
When defining our Strategy, the main indicator we set ourselves to evaluate success was Operating Profit, with a very clear objective:

to double it in 5 years



OPERATING PROFIT

Historical result of
CLP 120 billion
and **56%** growth
compared to 2019



Outstanding Cost Management

(CLP million)	2017	2018	2019	2020	CAGR 17-20
Revenue	613,516	614,129	656,980	769,067	7.8%
Operating Cost	412,079	409,543	415,584	461,198	3.8%
Gross Profit	201,437	204,586	241,397	307,870	15.3%
<i>Gross Margin %</i>	32.8%	33.3%	36.7%	40.0%	

Note: Percentage change is compound annual growth rate (CAGR)



3.3 p.p. increase

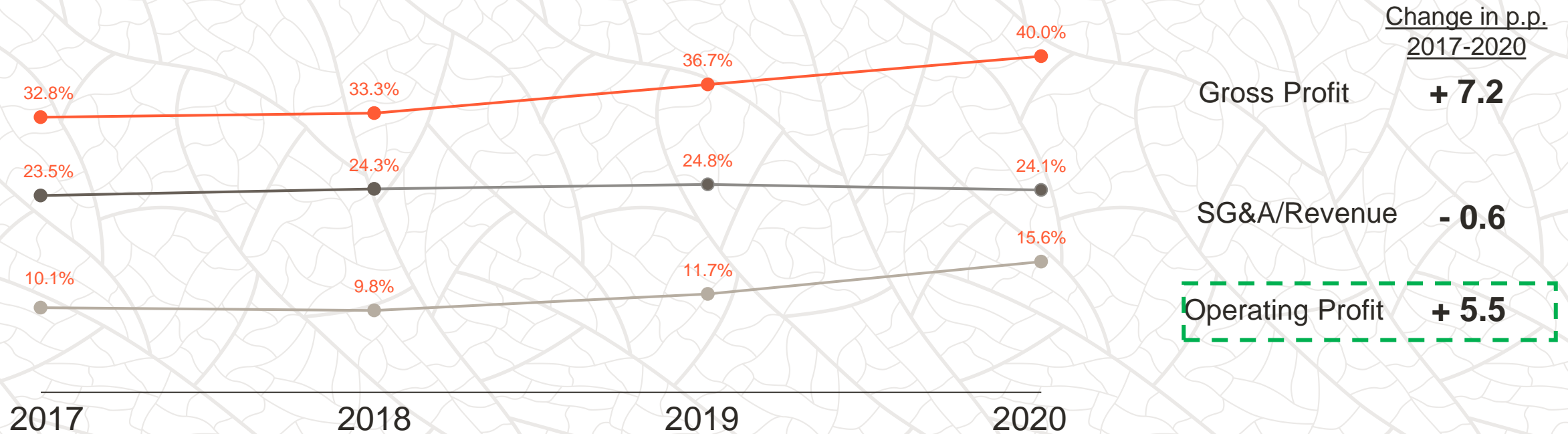
Strict Expenses Control

(CLP million)	2017	2018	2019	2020	CAGR 17-20
Revenue	613,516	614,129	656,980	769,067	7.8%
SG&A	144,118	149,127	162,975	185,177	8.8%
SG&A/Revenue %	23.5%	24.3%	24.8%	24.1%	

 *0,7 p.p. increase*

Higher Operating Profit (%), of +5.5 p.p., grows to 15.6% compared to 2017

Annual Performance 2017- 2020 Accounting Values



The big question behind these numbers is:

***What is cyclical
(exchange rate, grape prices, one-off
effect of the pandemic)
and what is structural
(changes that are here to stay)?***

ANSWER:

Cyclical factors played an important role. However, beyond their quantitative impact, they served as a catalyst to take the Company to another level.

Today Concha y Toro
is a different Company

Milestones in Concha y Toro's recent history:

Year 2016:

In-depth review of our business model.

ROIC Project: Profitability, Optimization, Innovation and Growth.



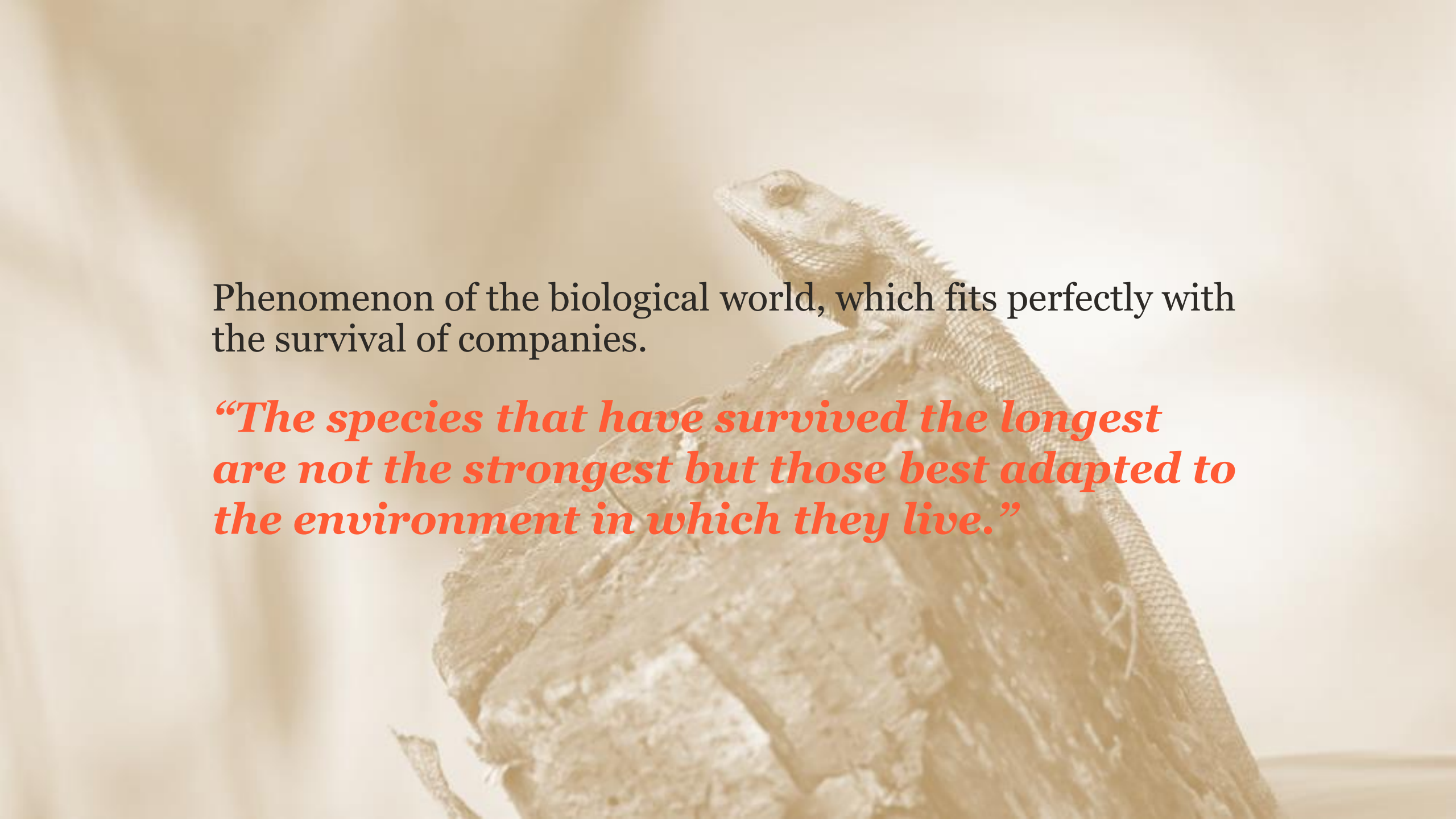
Biennium 2017-2018:

Definition of the New Strategy and start of its implementation.




Biennium 2019-2020:

Acceleration in Strategy implementation with the ZBP (brand reduction) acting as a catalyst.

A lizard is perched on a large, textured rock in a desert landscape. The background is a hazy, golden-brown sky, suggesting a sunset or sunrise. The lizard is facing left, and its body is angled upwards. The overall scene is serene and natural.

Phenomenon of the biological world, which fits perfectly with the survival of companies.

“The species that have survived the longest are not the strongest but those best adapted to the environment in which they live.”



In ***2017 we began a long journey*** which would bring profound transformations in all our business units, in both depth and scope, with very challenging objectives:

DEFINITION OF A NEW STRATEGIC VISION:

“To be a consumer centric winery focused on our origin premium brands that captivate consumers and to ensure a simple, agile and sustainable model which satisfies demand and delivers value.”

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Process restructuring and cost savings:
CLP 18,000 million

Recovery of profitability in domestic
markets:

Chile (2016: 1.6%) and USA (2016: 1%)

A clearly defined ***Strategic Commercial Vision*** in terms of brands, with the goal of establishing relevant brands in different markets: Principal (Casillero del Diablo) and Invest (brands from the three origins in the Premium and superior categories).

A BRAND MATRIX WAS DEFINED

A clearly defined *Strategic Commercial Vision* in terms of Markets, with the goal of increasing our share in major markets: those with our own distribution. In the rest, adapt RTM.

A market matrix was defined for a better resource allocation.

Seek high productivity levels across the entire Production Logistics Chain: Agricultural, Winemaking and Supply Chain areas.

Maintain a strong commitment to quality and strengthen our vineyards' geographic diversity.

Strong commitment to *Sustainability*.
Our Innovation and Research Center's Project:
A Strategic Plan for *climate change*
adaptation and more *efficient water use*.

The numbers below will demonstrate the strength in all dimensions of our Strategy's implementation.

This model will make the Company significantly less dependent on the two most volatile factors over time: exchange rates and grape prices.

1.- Savings achieved to 2019: CLP 19,293 MM

In Costs:
CLP 13,501 MM

In Expenses:
CLP 5,792 MM

Principal savings:

- Personnel reduction (30%)
- Two plants closed, one for production and one for winemaking (26%)
- Distribution offices (19%)
- Optimization of raw materials (18%)
- Various projects (7%)

2021-2023 Triennial Plan:

Additional cost and expense savings plan under study for this three-year period

2.- Significant improvement in profitability of certain markets:

CHILE DOMESTIC

7.2%

January – February
2021

USA DOMESTIC

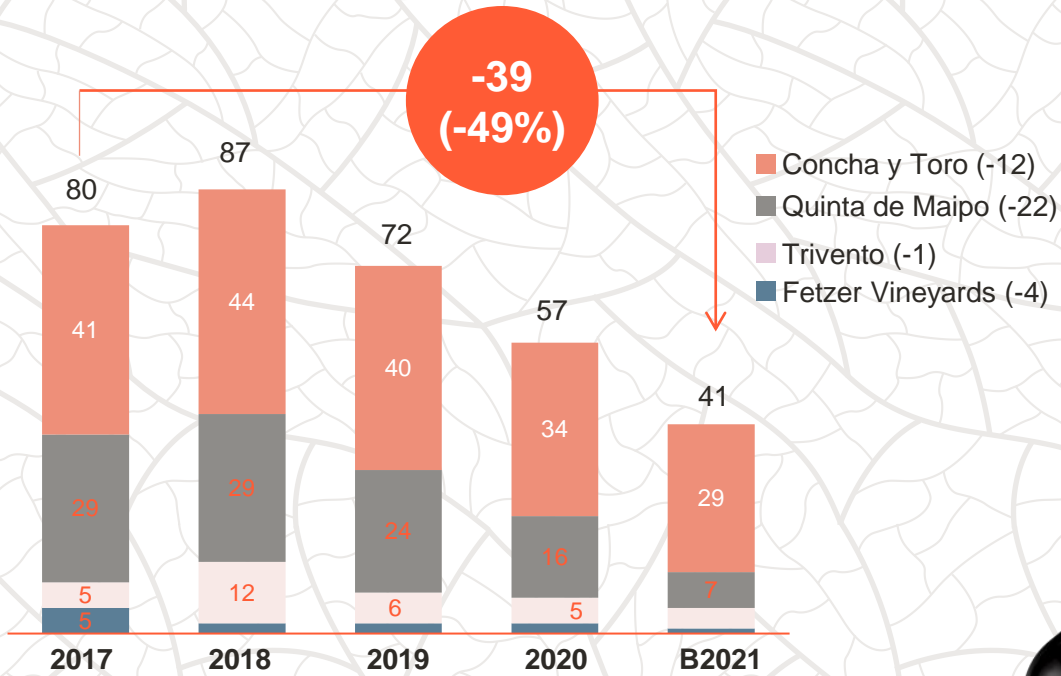
14.1%

2020

ARGENTINA TRIVENTO

21.0%

2020



2021-2023 Triennial Plan:
 To make China the Company's highest market in terms of operating margin percentage. Change in strategy, strong reduction of brands (from 80 to 41) and launch of the Concha y Toro brand.

3.- Four of the Company's the Premium and Superior categories are among the six brands with the highest sales, all with growth rates of **over 30%** in 2020:

- 1.** Casillero del Diablo
- 2.** Trivento Reserve
- 3.** Bonterra
- 4.** Bicicleta de Cono Sur



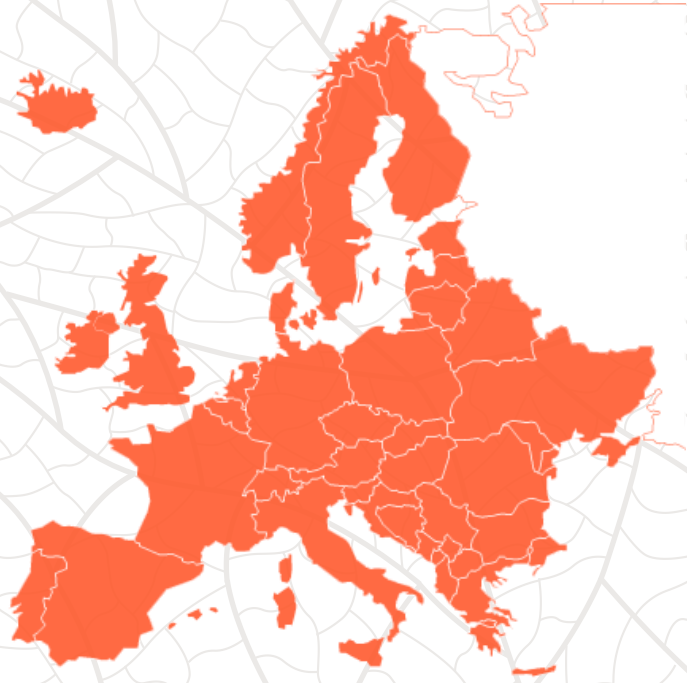
2021-2023 Triennial Plan:

Wine line extensions from other origins, for the Company's strongest brands.

- Based on the strengths and recognition of Casillero del Diablo, an expansion plan was begun with other origins:
 - Tempranillo from Spain
 - Malbec from Argentina for its domestic market
- Launch of the Reservado brand in Mexico with the Lambrusco variety from Italy.

4.- Significant share of markets with their own distribution (UK, USA, Brazil, Mexico, Canada, Sweden, Norway, Finland, Chile and Argentina): 76%.

As well as in those markets with direct sales to major retailers (Ireland, Denmark, Belgium, the Netherlands and Switzerland): 5%.



Opening of direct distribution in China



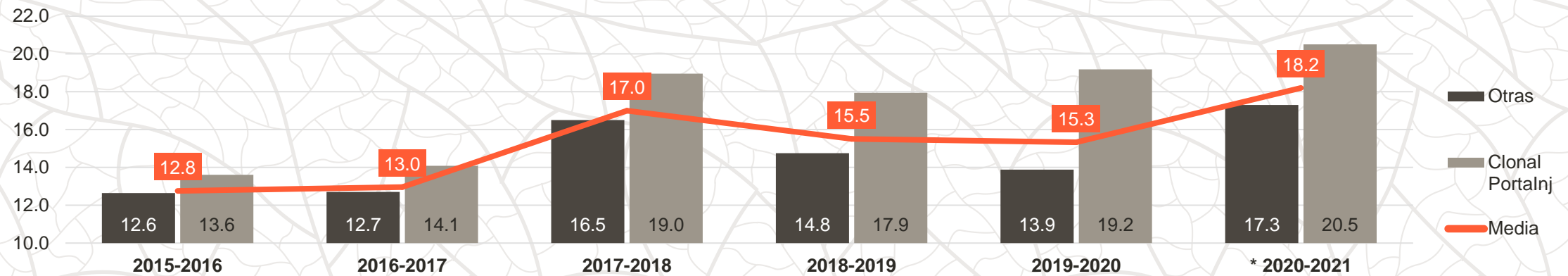
A unit has been created for all of Europe, with the exception of our own distribution offices, to move towards a commercial model of greater integration with retailers.

2021-2023
Triennial Plan:
Strengthen our
distribution channels.

5.- Agricultural Area Productivity:

Growth in yields sequence, in tons per hectare

EVOLUTION OF TONS/HA CLONAL - ROOTSTOCKS VS OTHER



This performance is result of having planted with plants from our own nursery, using clones and rootstocks of higher productivity and thus improving grape quality by adjusting vine plantings to the best terroir.

(*) *Projection for agricultural year 2020-2021*

5.- Agricultural Area Productivity:

Our planting process makes us the Company with the highest grape production in the global wine industry.

Plantings in hectares:

Chile:	10,445
Trivento Argentina:	1,452
Fetzer USA:	416
Total:	12,313

A great advantage against climatic risk is the diversity of our estates: in Chile, 55 and in Argentina, 10.

Projecto Plant 2.0: Technology transfer to Agricultural Management

Genetic diagnosis and verification platform

QUALITY	PURITY
STANDARD +	4 VIRUSES – 2 FUNGI
SUPERIOR	13 VIRUSES – 5 FUNGI

Biologically strengthened clean plants

(beneficial microorganisms)



VINEYARDS WITH GREATER PRODUCTIVE HOMOGENEITY

REDUCTION OF PRODUCTION LOSSES
GREATER VINEYARD LONGEVITY: ≥ 30 YEARS.

2021-2023 Triennial Plan: The Innovation and Research Center together with the Agricultural and Technical Areas are working on an ambitious project to extend the shelf life of plants by reducing risk of diseases and viruses.

6.- Winemaking Area Productivity:

- The *Smart Winery* project seeks to implement automation in the different processes and to have state-of-the-art equipment. We are always evaluating new technology.

*For example: This plan has allowed us to increase fermentation capacity, without having to build new tanks, by **38%** (from 3.2 to 4.4 uses per tank).*

- Share of own-production grapes in the total needs of the Company, opened in per Category:

Concha y Toro Chile:

Premium and Superior Grapes, **51%**

Varietal and Lower Grapes, **34%**

Bulk Grapes, **15%**

Trivento Argentina:

Premium and Superior Grapes, **40%**

Varietal and Lower Grapes, **48%**

6.- Winemaking Area Productivity :

Harvest 2021: The crop is expected to be in line with the budget in terms of kilos to be received. Following the rains, all possible measures were taken and an adverse situation was very well controlled.

The harvest is forecast to be 15% to 20% higher than the previous one.

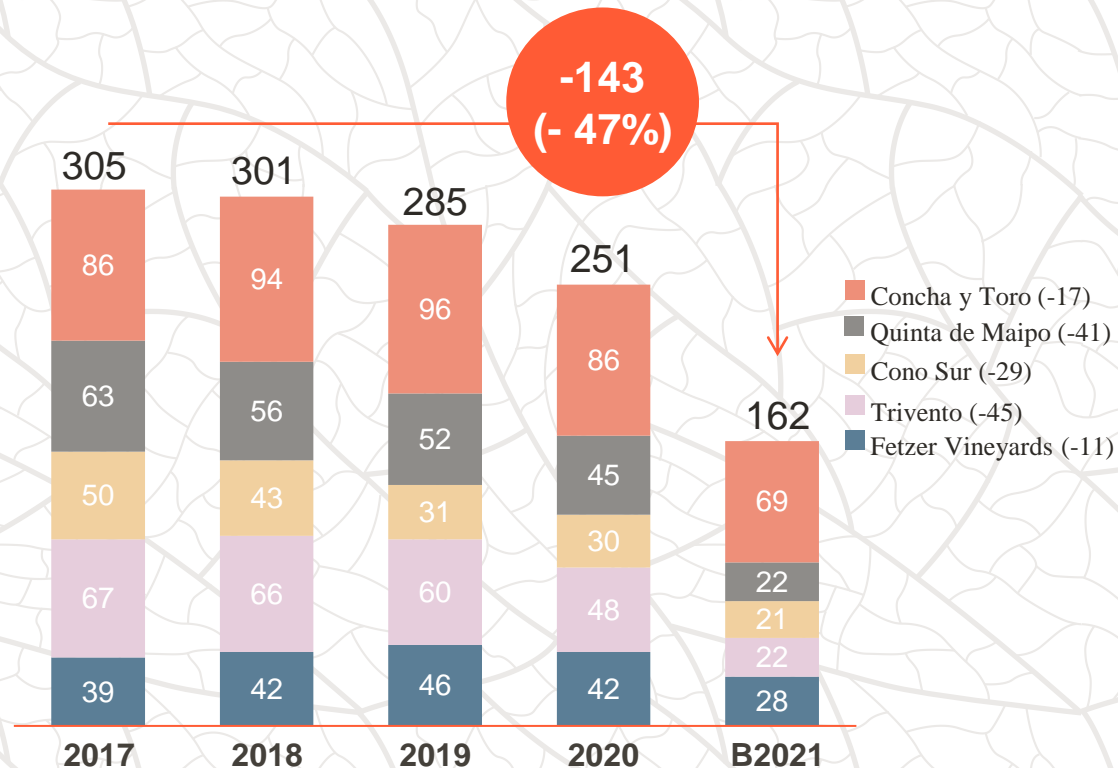
2021-2023 Triennial Plan:

We want to continue strengthening our agricultural and technical investments, in order to strengthen our production model, ensuring the quality of our wines and the necessary supply of grapes in line with our growth strategy.

7.- Supply Chain Area Productivity:

Given the thorough implementation of the Strategy, a strong reduction in the Company's number of brands was expected. This phenomenon was accelerated with one of the most emblematic projects we have launched: ZBP (Zero Based Portfolio), where we challenged all brands in all markets.

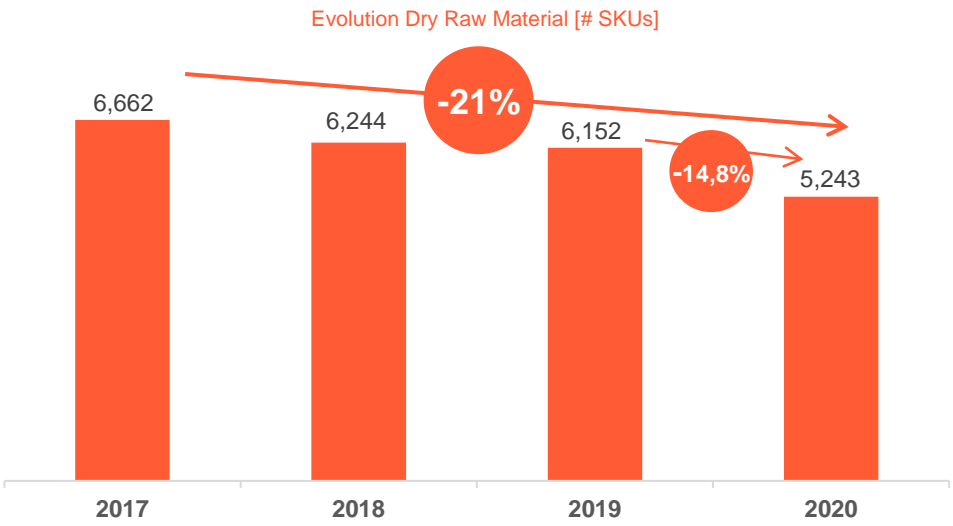
Number of brands with registered sales



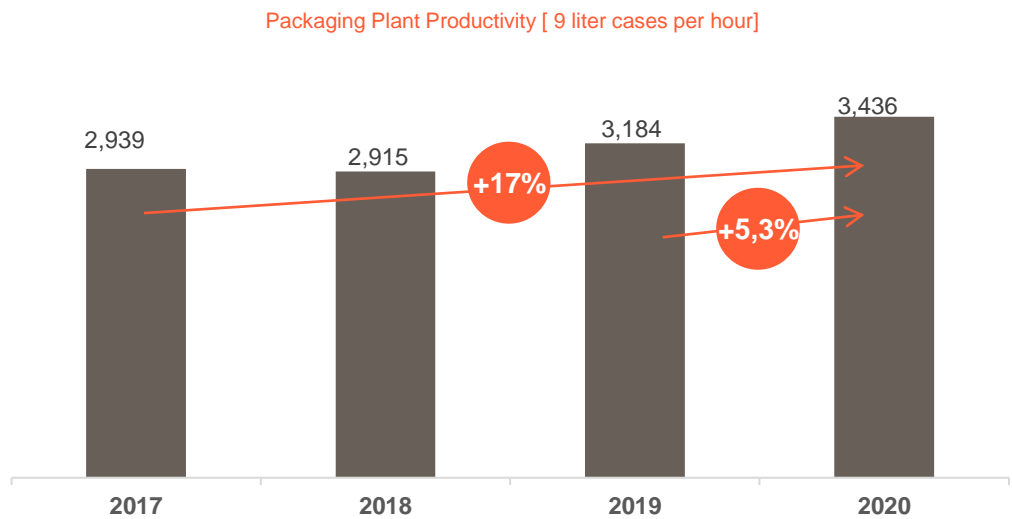
Between 2017 and 2Q21
~140 brands have been removed from the group's product portfolio, *a decrease of ~50%.*

The consequence of the above was twofold: a reduction in the number of SKUs and larger productive lots.

Reduction of SKUs, less raw material needed:
-21% compared to 2017



More productive lots, increase in packaging line productivity:
+17% compared to 2017



2021-2023 Triennial Plan: To reduce annual production costs in CLP/liter (in nominal terms).

8. Sustainability Project

Water resources and climate change:

Applied research in the area of water resources, incorporating technology for their management and optimization, as well as research on the physiological effects on the vineyard and the impact on adaptation to climate change.

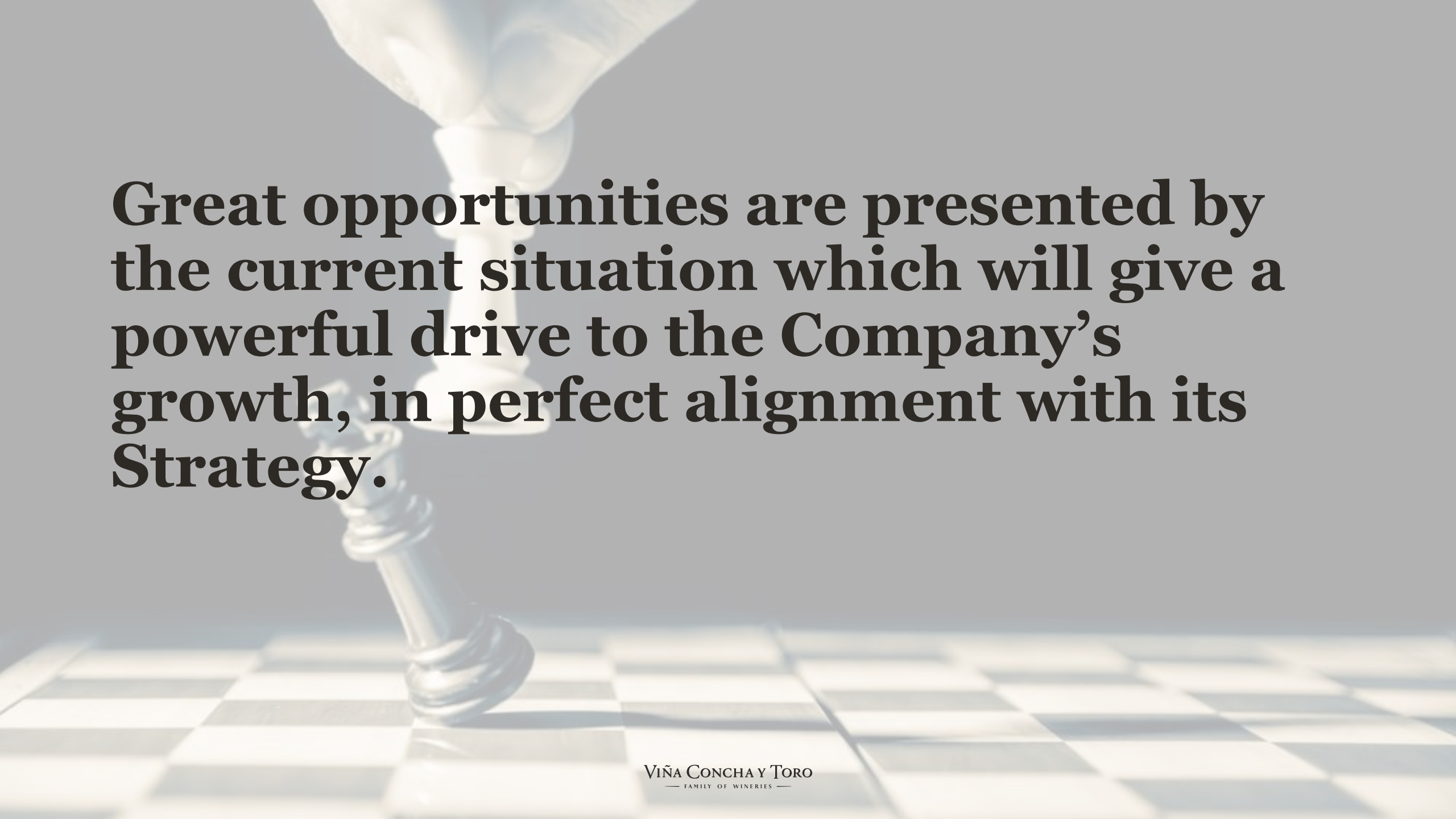
Results:

1. Measurement of evapotranspiration in experimental vineyards. The result of this technology transfer has been a 25% average reduction of applied water.
2. Research on satellite precision irrigation technologies for water efficiency in vineyards.
3. Development of new grapevine rootstock selections more tolerant to water stress (Plant 2.0).

2021-2023 Triennial Plan: Obtain Certifications that demonstrate the Company's clear commitment to Sustainability in its most varied aspects.

A hand is shown holding a small, transparent globe of the Earth. The hand is positioned in the lower-left quadrant, with fingers gently gripping the globe. The background is a bright, slightly hazy sky with soft clouds, suggesting a sunrise or sunset. The overall tone is optimistic and forward-looking.

**With these solid foundations, we
look forward to this year and the
years to come with great optimism.**

A hand is shown in the upper left corner, moving a white chess piece (a king) from its original position to a new square on a checkered board. The board is illuminated by a bright light from the left, creating long, soft shadows across the squares. The background is a plain, light-colored wall.

Great opportunities are presented by the current situation which will give a powerful drive to the Company's growth, in perfect alignment with its Strategy.

*Trends 2020 and
projections 2021*

Consumer trends 2020



AT HOME: Given the pandemic, consumers are retreating to their homes. There are changes in consumption habits and occasions, such as formal and informal on-line gatherings or more people cooking and eating at home.



MORE OCCASIONS: Increase in the number of possible consumption occasions for the wine category at home. The category is gaining space due to its natural link with the world of food or the search for a moment of relaxation.



PREMIUMIZATION: Given the lower spending on entertainment outside the home or on-trade, there is a budget transfer to the off-trade world. There is also a search for gratification or enjoyment, given the context.



BUYER BEHAVIOR: Visits to shopping malls are falling in general, but the volume purchased is increasing. This is a purchase that is faster, which gives less space to brand "window dressing" and less time spent on store shelves.



IMPORTANCE OF BRAND: Today, people are looking for more certainty and brands that give them security. Big or well-known brands gain relevance in this context.



E-COMMERCE: Online shopping is growing very strongly in this period, and it is even stronger in a category such as wine, which has a high volume.



LESS USE OF INFORMATION BUT MORE INVOLVEMENT: A downward trend in use of certain category information such as country of origin, region of origin, etc., but on the other hand, there is a greater involvement with it from a more "simplified" realm, less "sophisticated" in technical terms and more linked to the enjoyment and relaxation it offers.

Consumer trends 2021



HOME IS THE NEW CENTER: Consumers' homes are becoming the new "centers" of everything (work, education, etc.). This situation is expected to continue beyond the lockdowns, and drive consumption of wine at home.



GOING OUT VERY CAUTIOUSLY: A reactivation of travel and on-trade will happen slowly and very cautiously. There is a relevant percentage of consumers who do not want to be exposed yet and prefer to wait. Vaccination will be a key issue in this process.



IMPACT OF ECONOMIC SITUATION: As the situation drags on, the economic impact of the pandemic could start to be felt in category consumption and we could see a slowdown in premiumization.



EVOLVING MISSIONS AND PURCHASING CHANNELS: There are changes in buying missions and channels, which implies reviewing RTMs and possible emerging market opportunities.



IMPORTANCE OF BRAND: We believe this factor will remain key in consumers' search for less complexity and as a reassurance of quality in the category.



E-COMMERCE: Online shopping will continue to grow as consumers see the economic and practical convenience of this channel in the case of wine. This growth may open the opportunity for other less relevant competitors in the category to compete on equal terms. Relevant here is the logistics chain, customer service and care in the handling/use of consumer information.



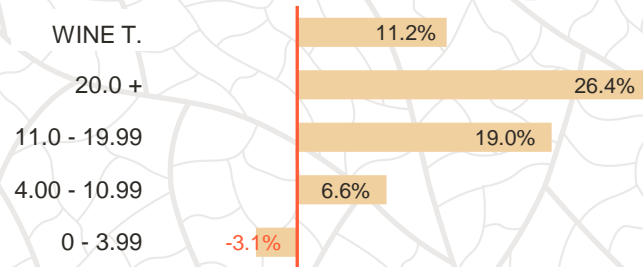
SEARCH FOR HEALTHIER ALTERNATIVES: We see a certain trend towards the search for wellness, which could also be transferred to wine consumption, with lower alcohol alternatives, "functional" options that provide more benefits, organic wines, etc.

PRICE TIERS:

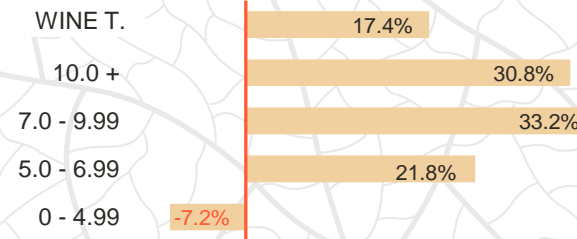
Premiumization trend intensified in 2020



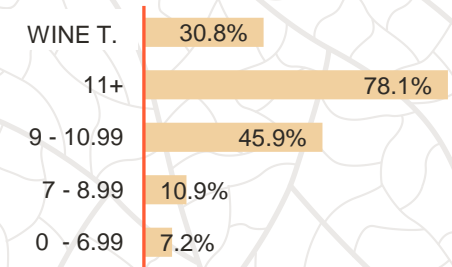
VALUE (ABSOLUTE VAR)



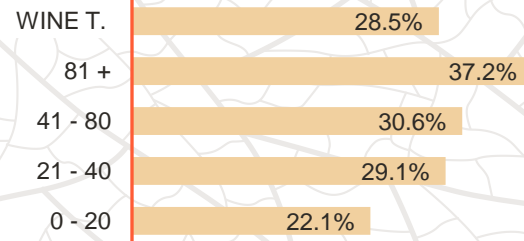
VALUE (ABSOLUTE VAR)



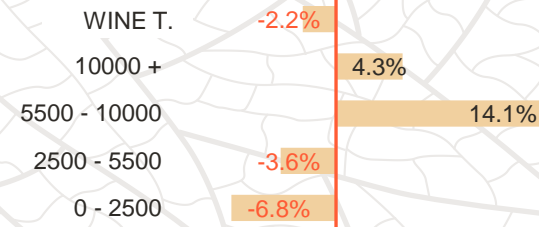
VALUE (ABSOLUTE VAR)



VALUE (ABSOLUTE VAR)



VALUE (ABSOLUTE VAR)



2021:

- Consolidate the high growth achieved in 2020, in markets and brands.
- Strong recovery in sales in markets that were affected in 2020.

PASSION LED US HERE

VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

Presentation Blanca Bustamante – Investor Relations Director

INVESTOR
day
2021

**Commercial
Strategy**

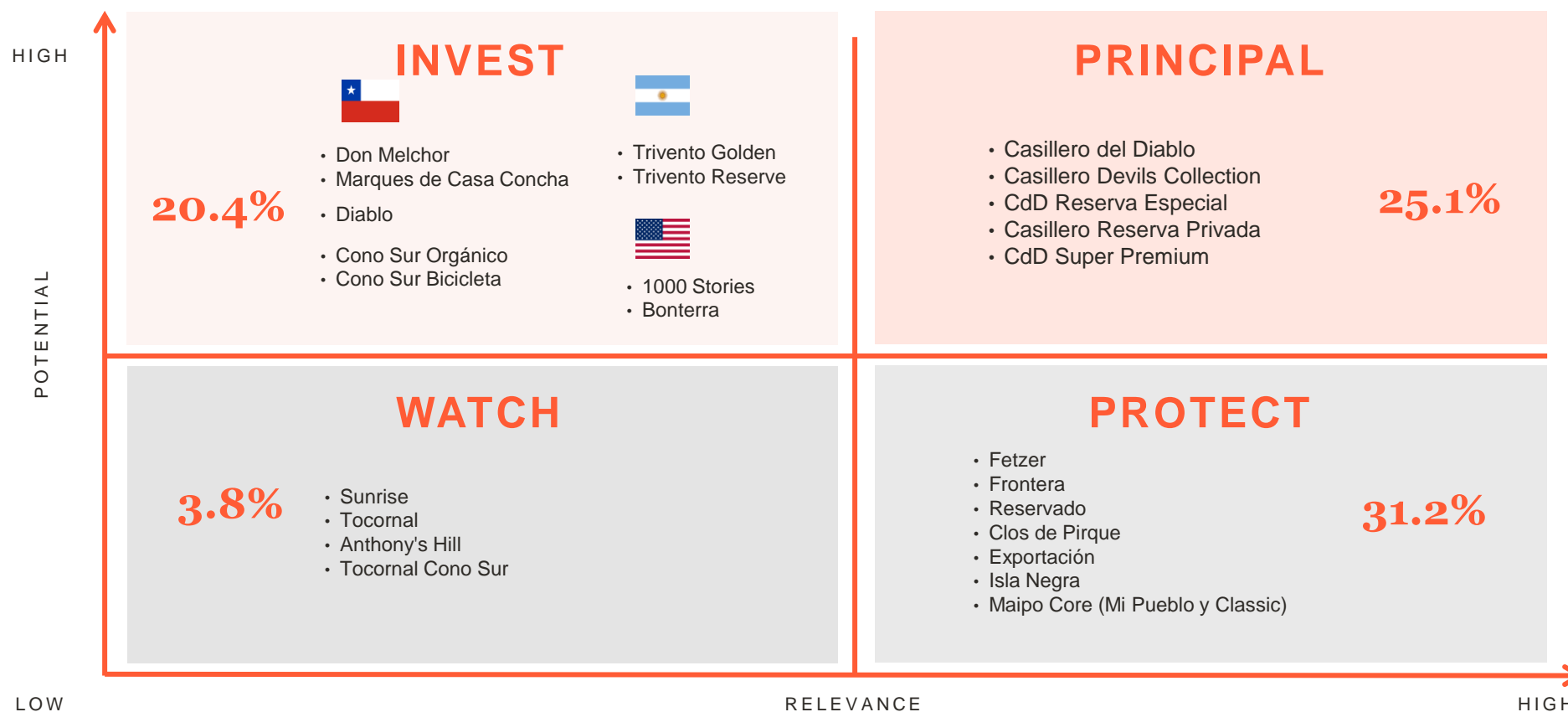
VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

EVOLUTION 2017 - 2020

**Accelerated achievement,
in line with Strategy 2022
targets.**

Focus on premium brands with high growth potential

- Brand Matrix is the reference framework for defining sales targets and marketing investment.
- 25 brands accounted for 80.5% of sales.
- Continuous revision seeking greater focus (there were 32 brands in 2018).



**80.5% of
net sales
value in
2020**

Successful reorientation to the premium segment

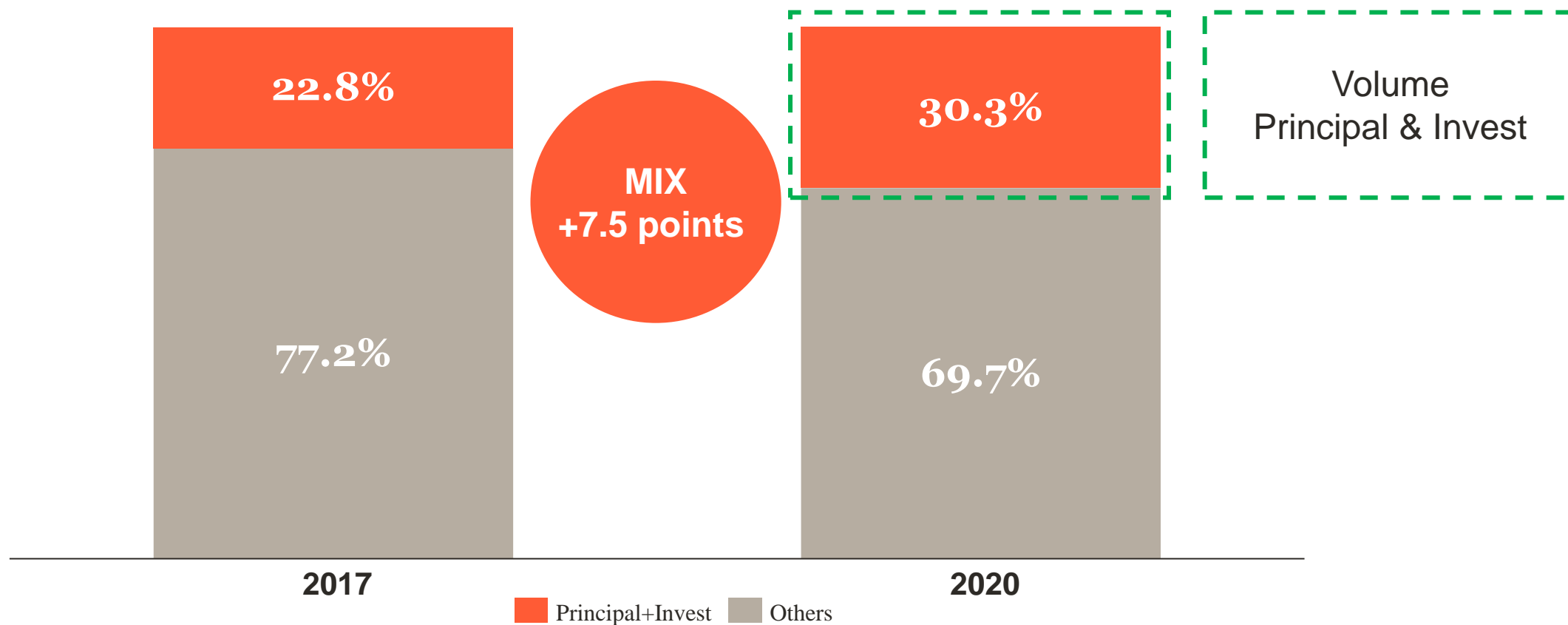
GROWTH BY BRAND CATEGORY IN 2020

	VALUE	VOLUME
Principal	32,8%	18,6%
Invest	36,7%	29,1%
Protect	14,5%	3,2%
Watch	-1,6%	-8,8%
Other wine brands	-11,3%	-14,5%

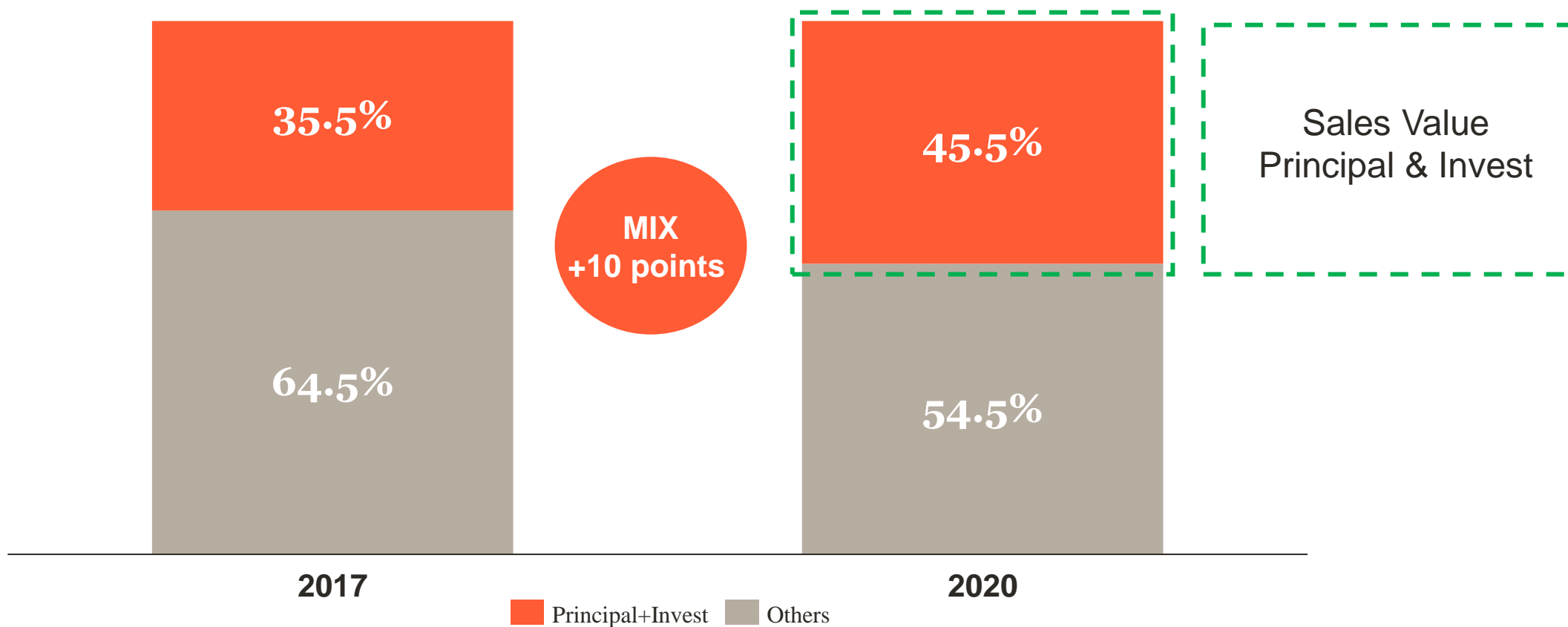
23%

*Growth in volume for
categories
Principal & Invest in 2020*

Better mix: Principal + Invest exceed 30% of total volume



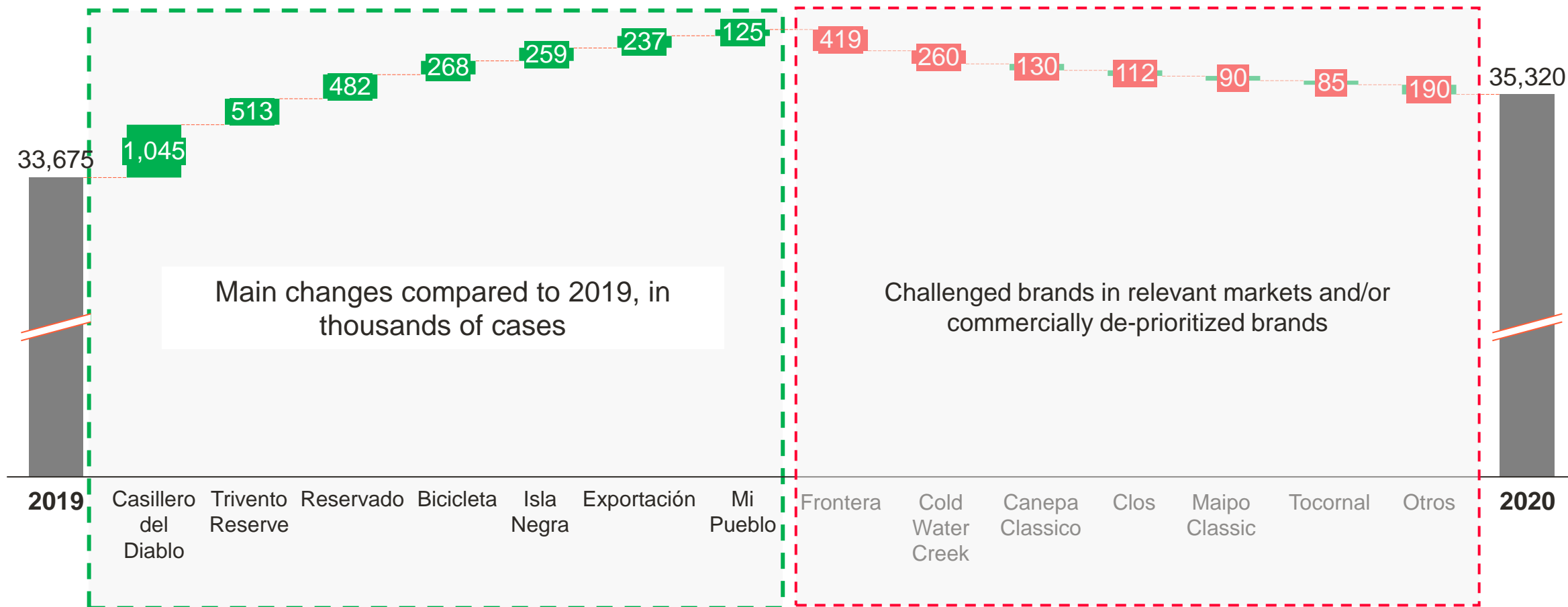
Principal + Invest Mix increases 10 percentage points and exceeds 45% sales



Relevant track record and brand recognition

Principal variations by **Premium and lower brands**

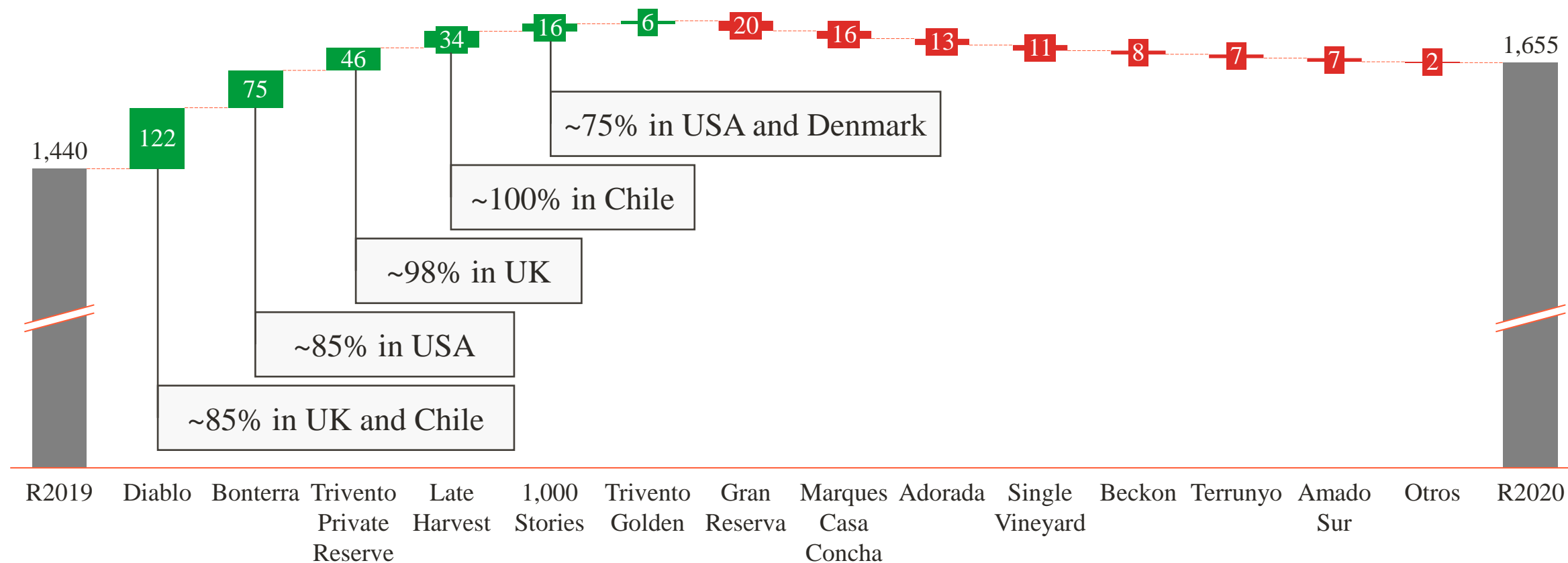
(Thousands of cases)



Focus on fine wines in key markets

Principal variations by Super Premium and superior brands

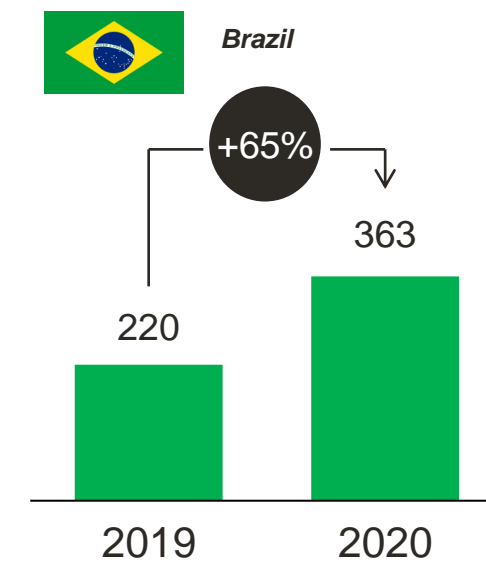
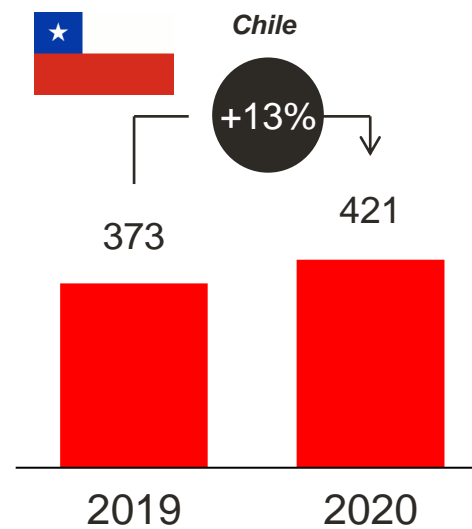
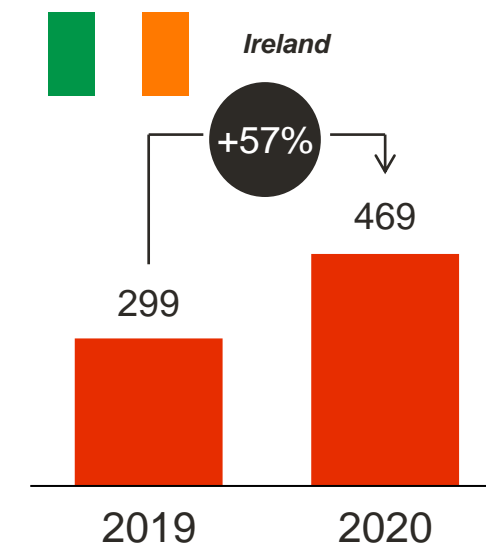
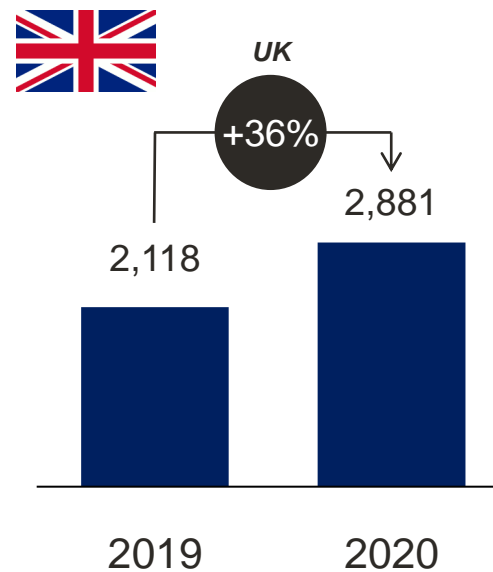
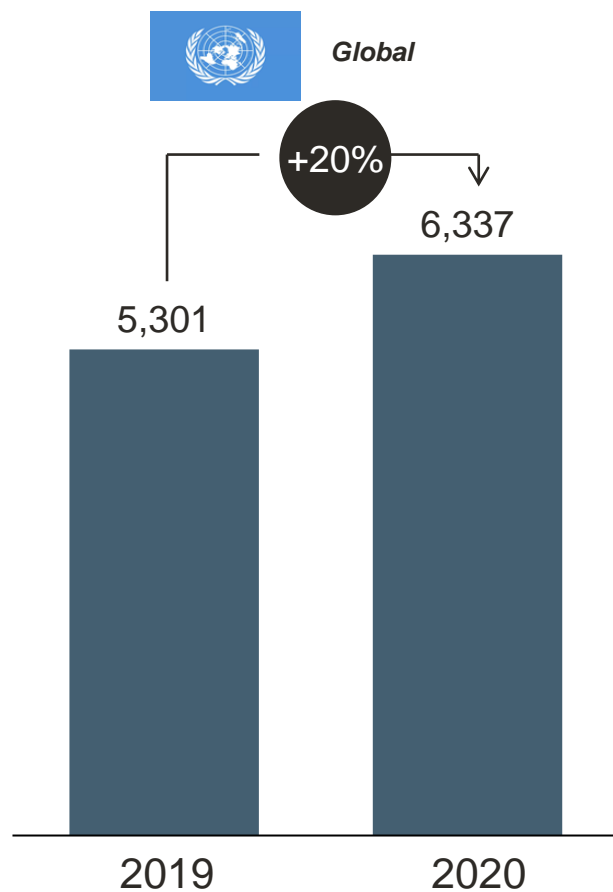
(Thousands of cases)



Growth of 1 MM cases



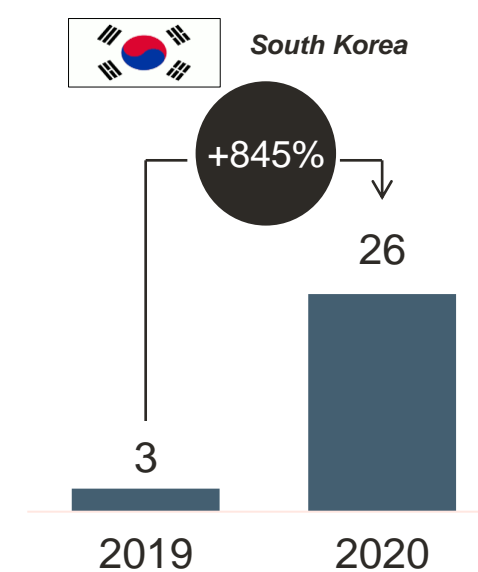
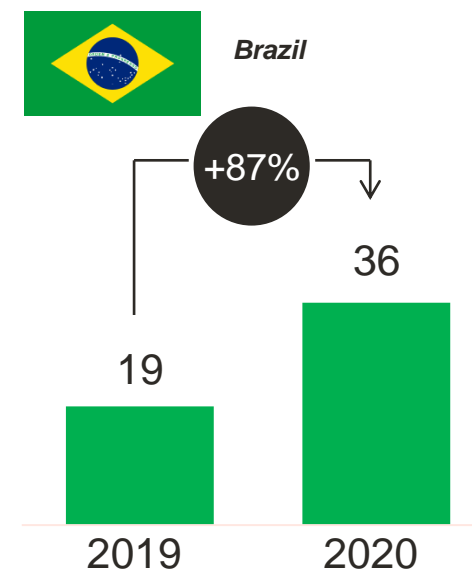
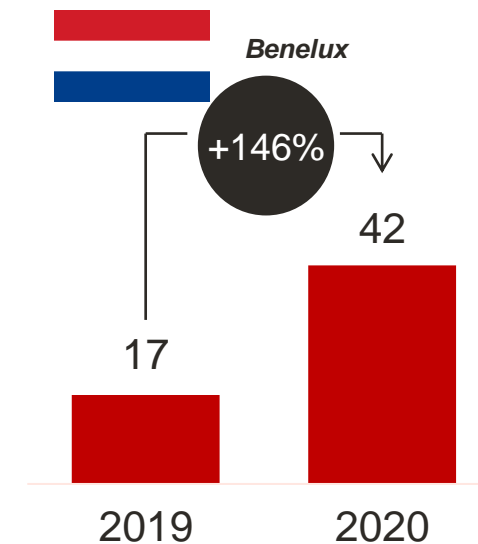
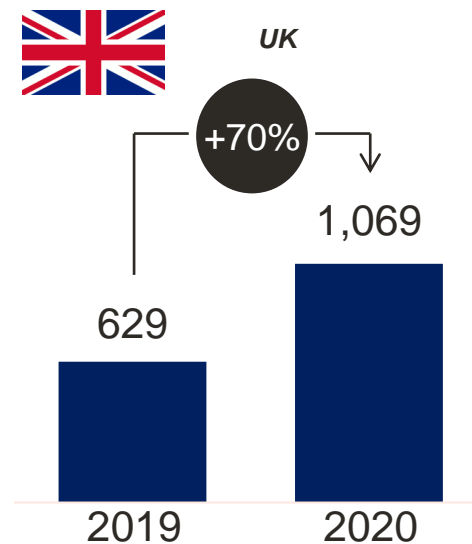
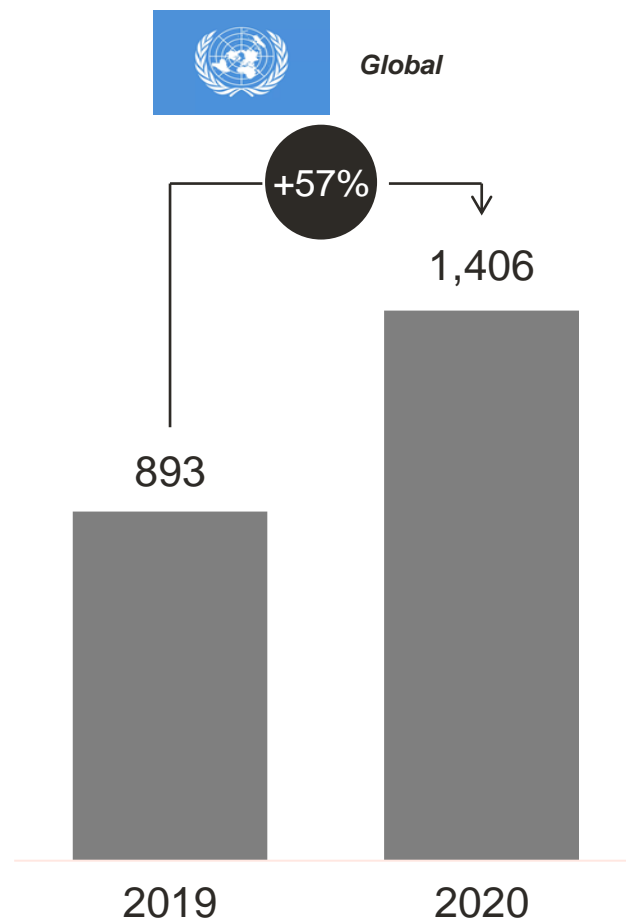
(Thousands of cases)



Over 1 MM cases in UK



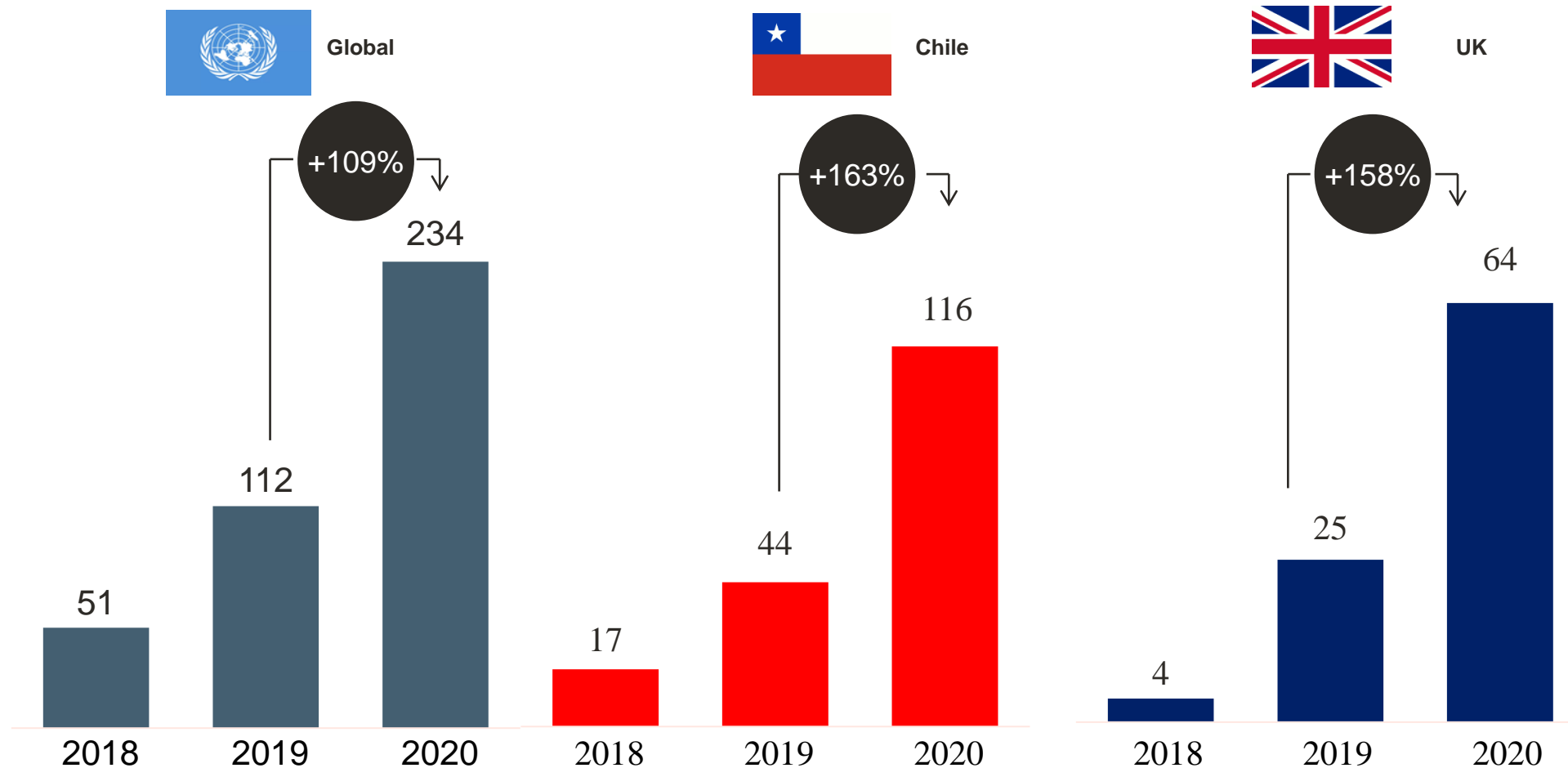
(Thousands of cases)



Successful innovation: 3-digit growth rate



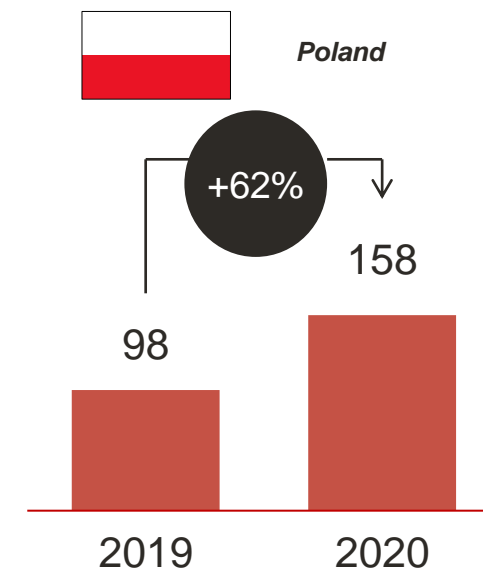
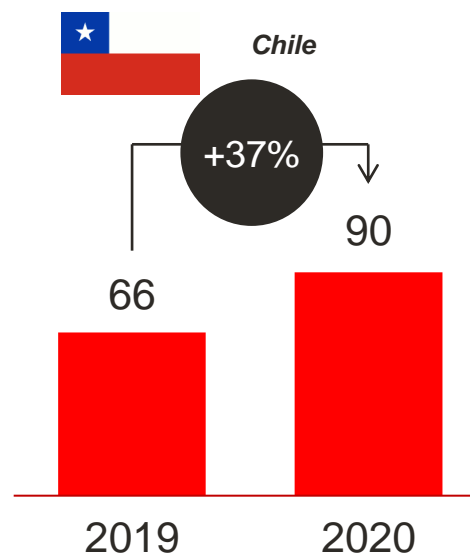
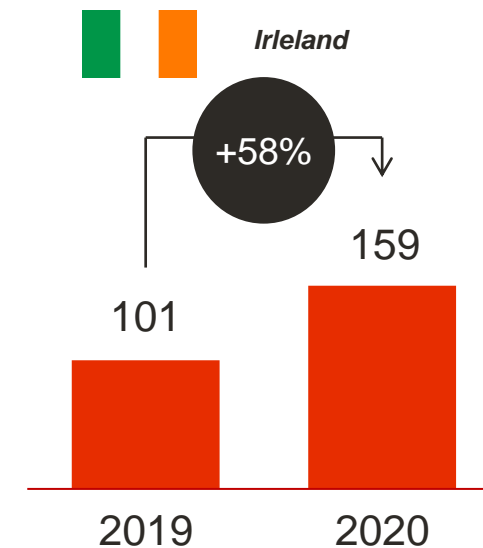
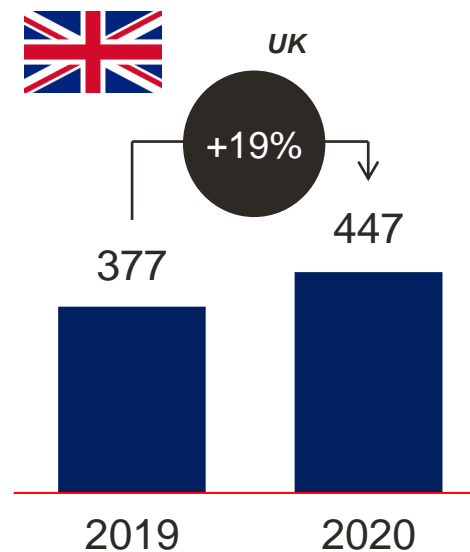
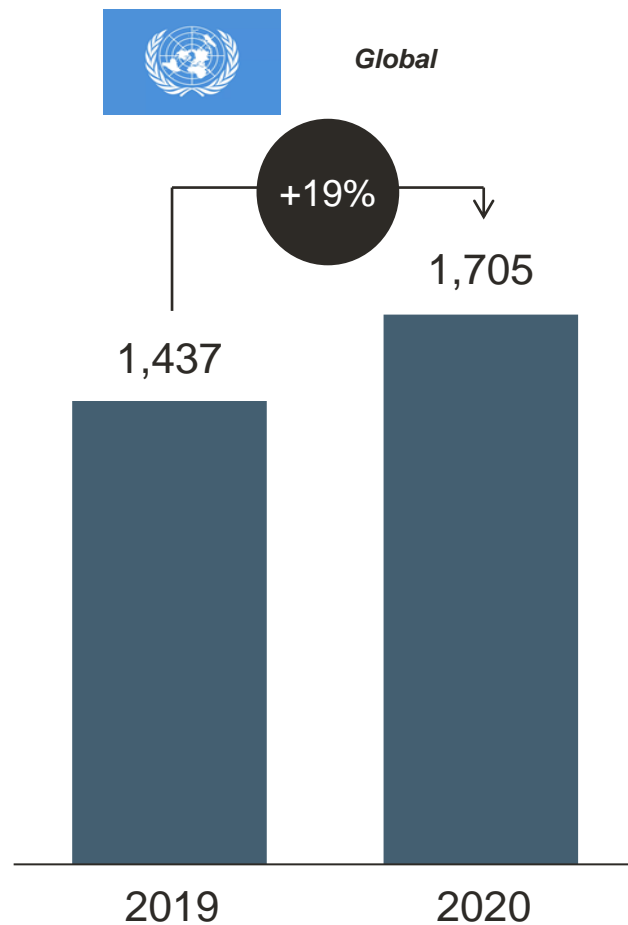
(Thousands of cases)



Global 19% growth



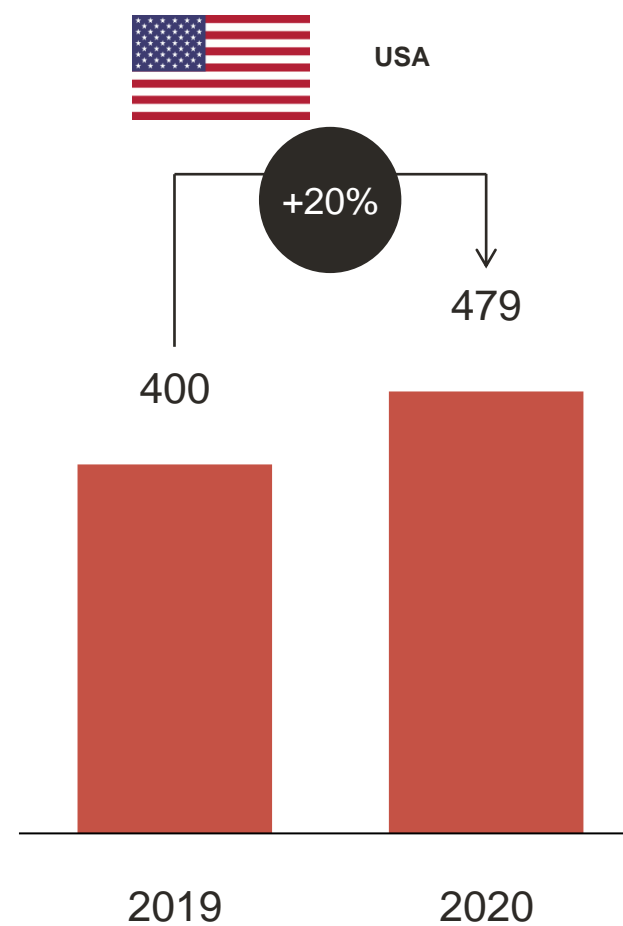
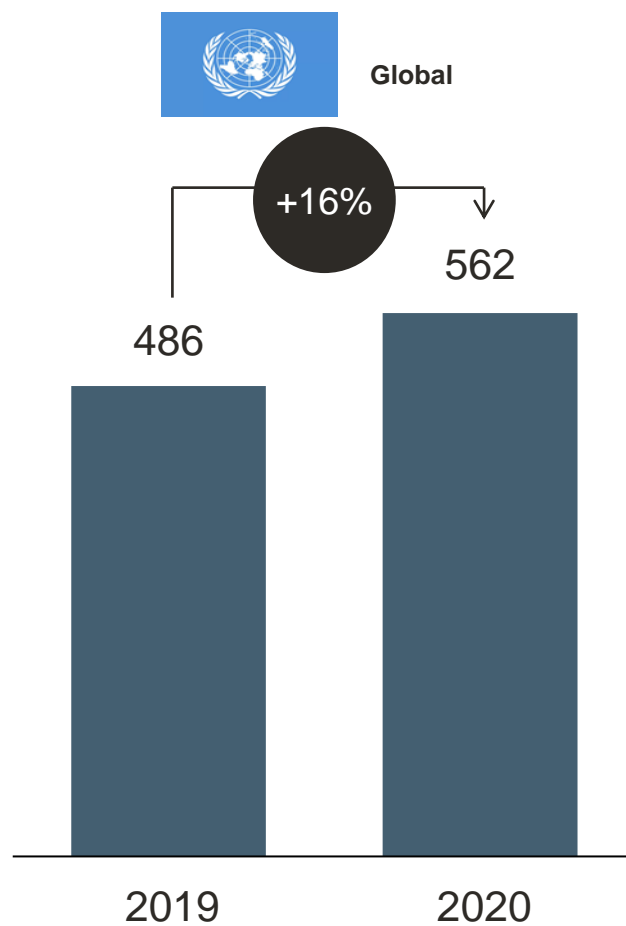
(Thousands of cases)



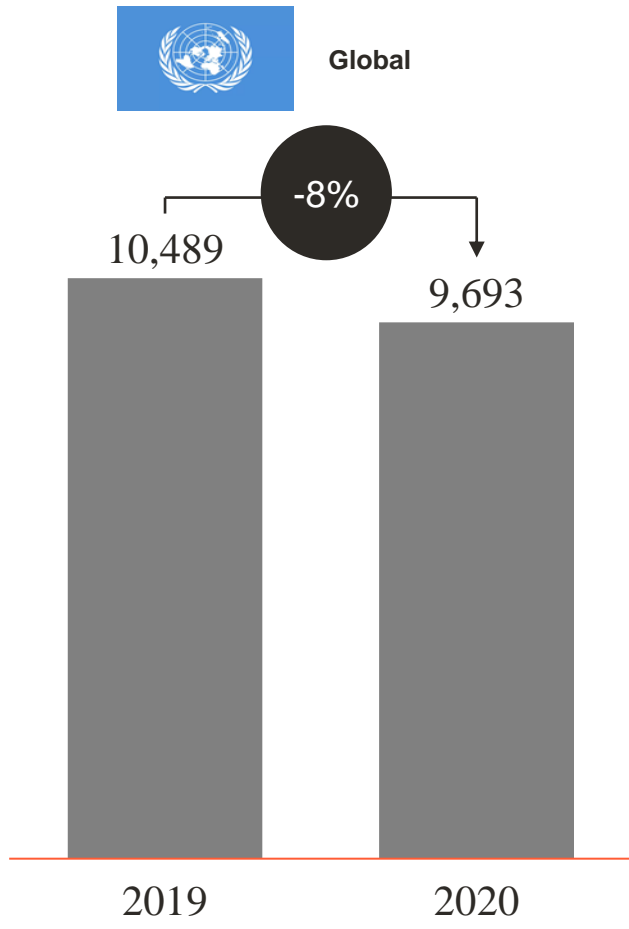
Global 19% growth



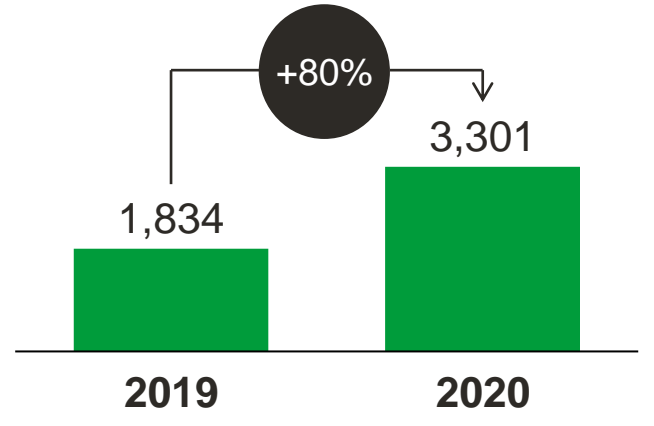
(Thousands of cases)



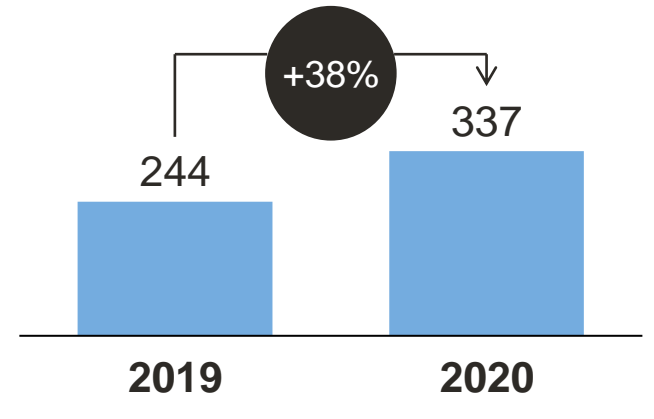
With an adverse global context for fine wines



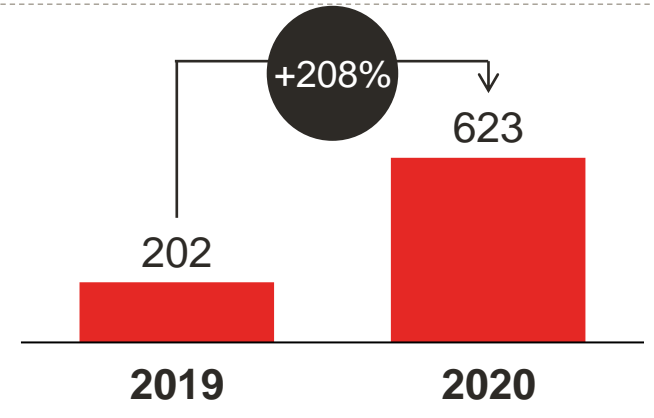
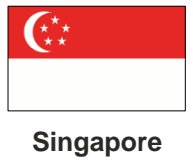
Over 3 MM 9L cases



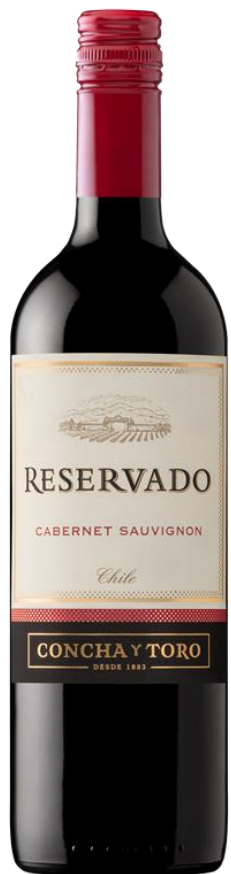
Growth with few resources



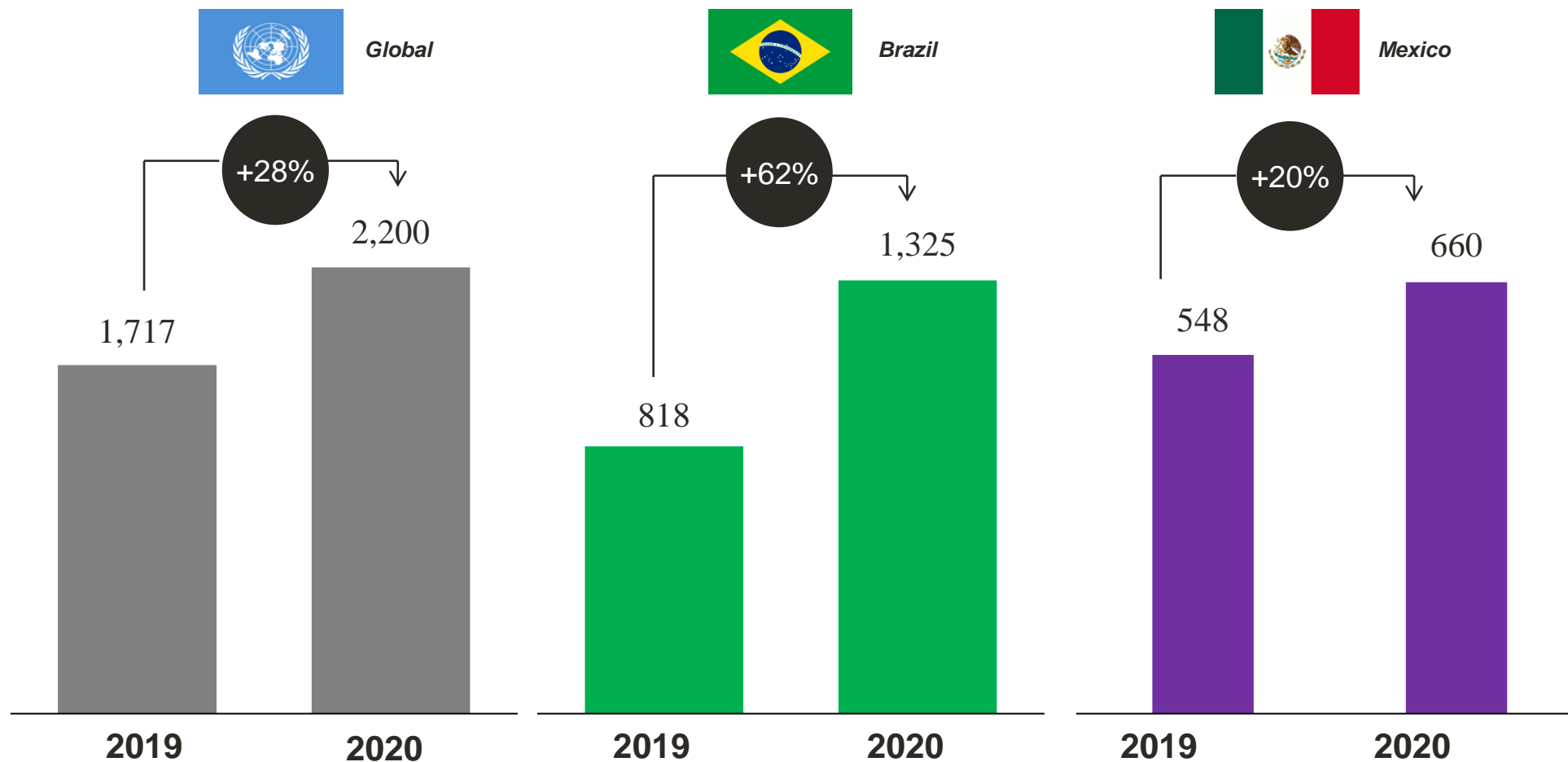
Expansion of new channels



Over 2 MM cases globally



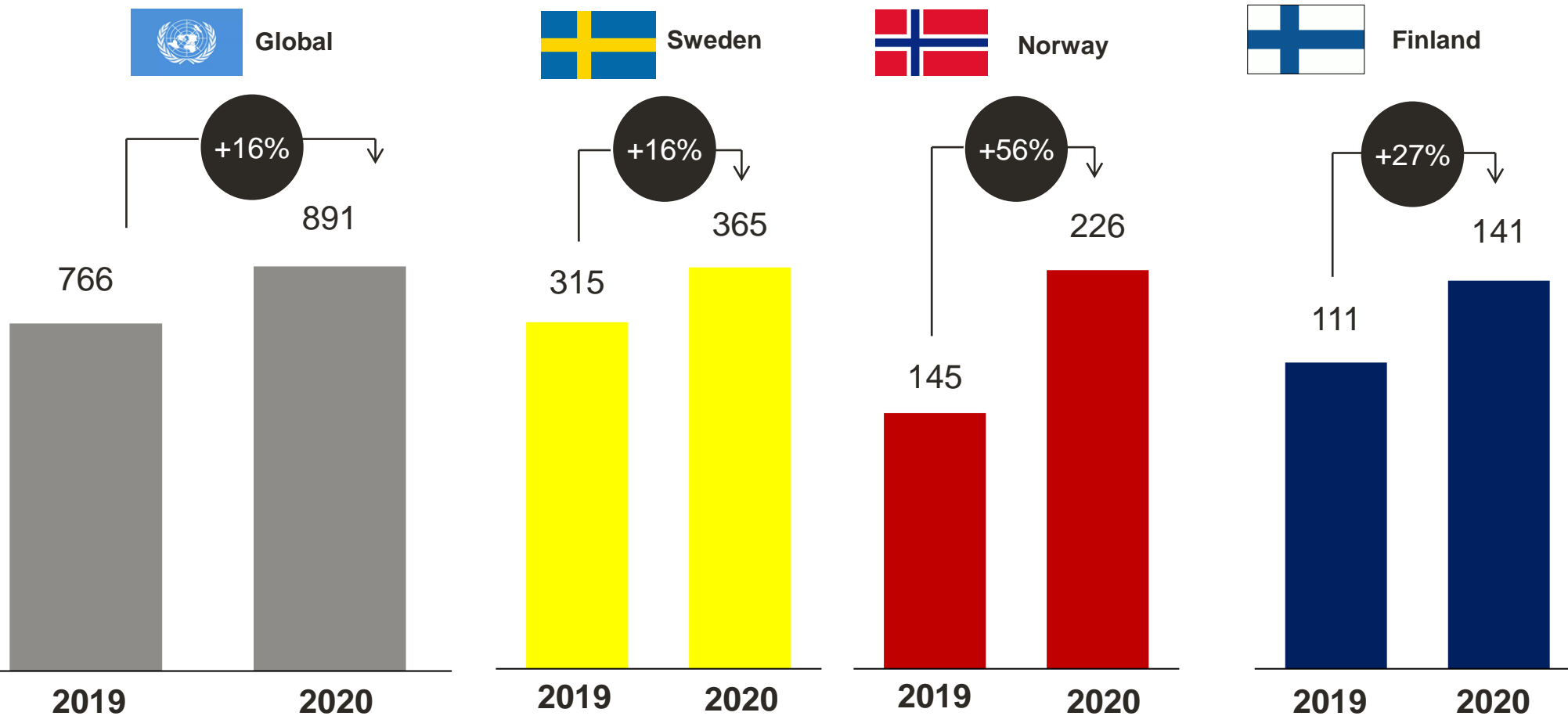
(Thousands of cases)



Great performance in Nordics



(Thousands of cases)



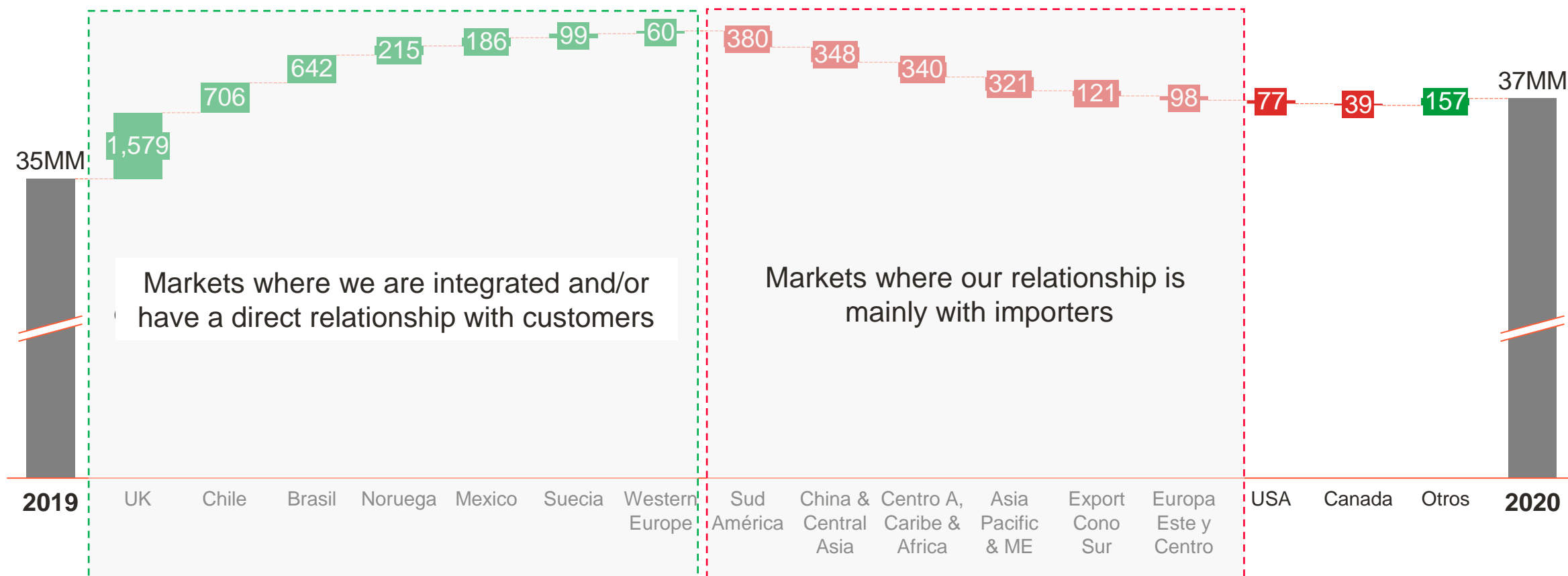
Focus markets with integrated distribution drive growth

In a pandemic context, markets and distribution channels are impacted differently

	% of sales 2020	Var. Value 2020/19	Var. Volume 2020/19
A MARKETS			
UK	24.9%	43.1%	23.3%
USA	17.3%	20.5%	(1.6%)
Chile	15.7%	10.1%	7.9%
Brazil	6.8%	33.4%	45.7%
Nordics	5.7%	33.9%	22.0%
Mexico	4.2%	16.6%	12.7%
Japan	4.1%	(9.4%)	(13.1%)
Canada	3.0%	1.2%	(0.6%)
China	1.4%	(40.9%)	(46.2%)
Total A markets	83.1%	21.1%	10.7%
Total B markets	10.3%	21.2%	1.3%
Total C markets	6.5%	(21.1%)	(23.7%)

Value of the Company's vertical integration

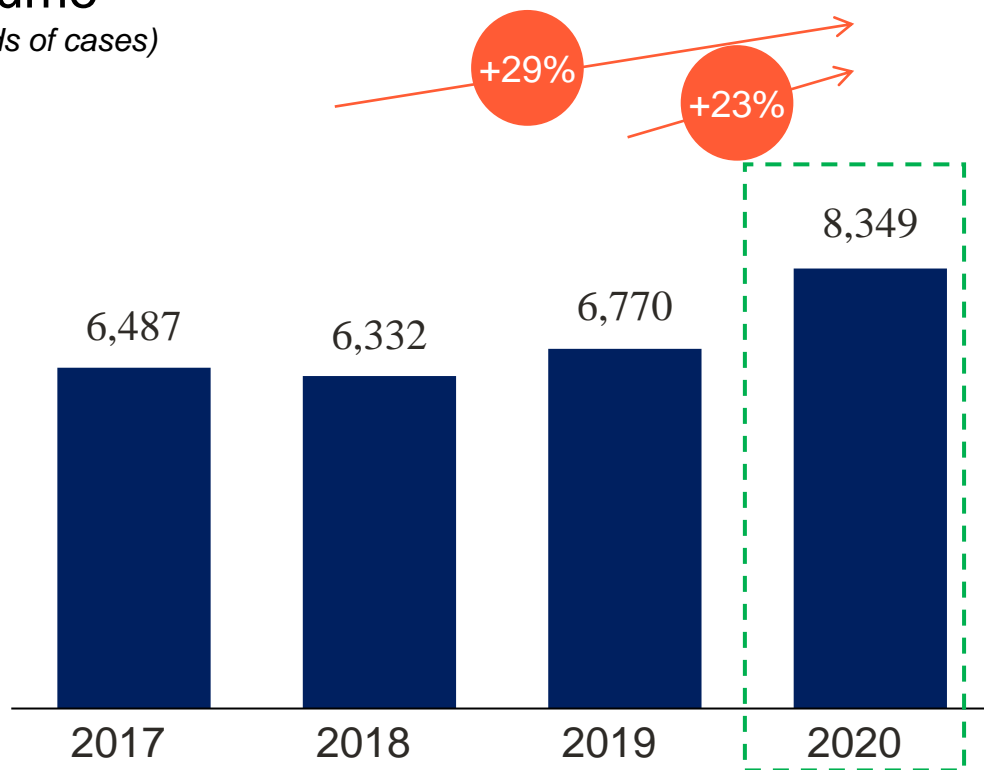
Main variations compared to 2019, in thousands of cases



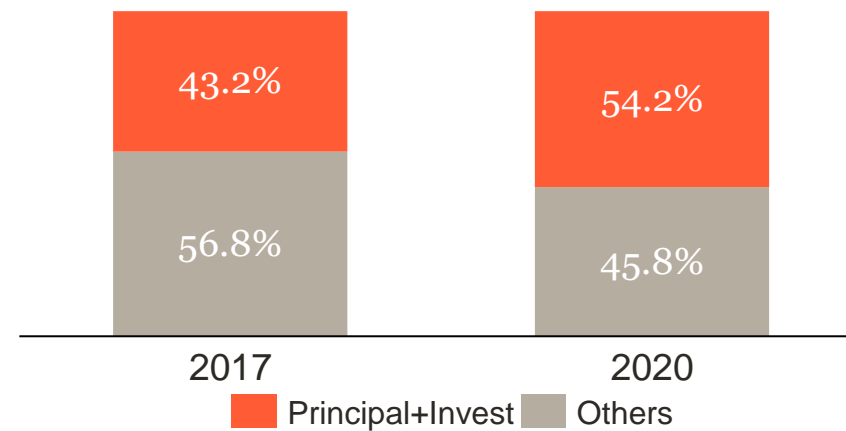
Historic 2020: Over 8 MM cases



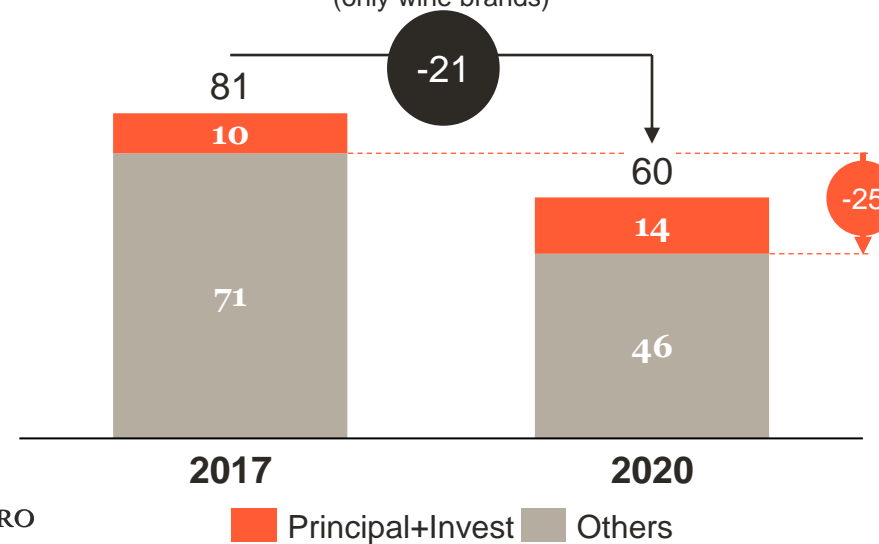
Volume
(thousands of cases)



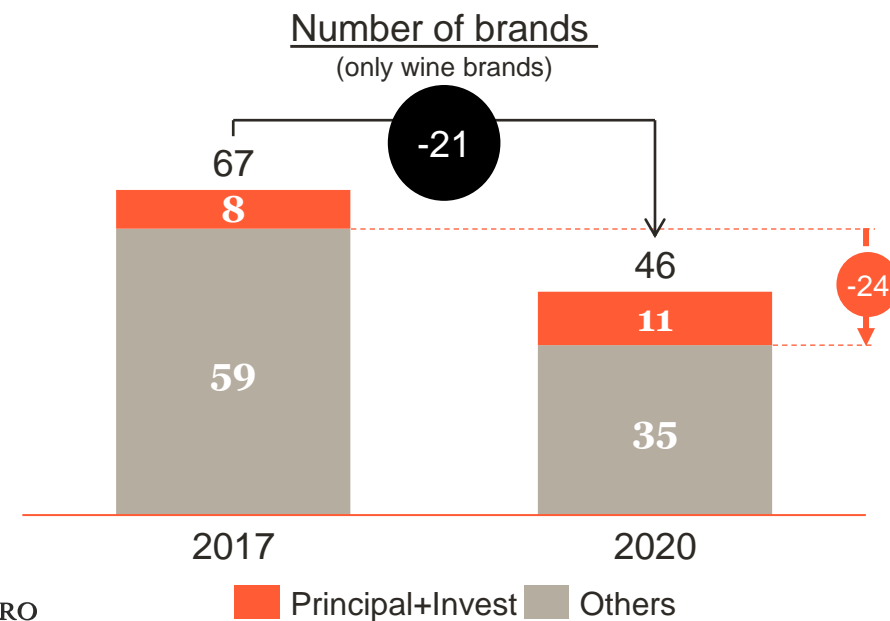
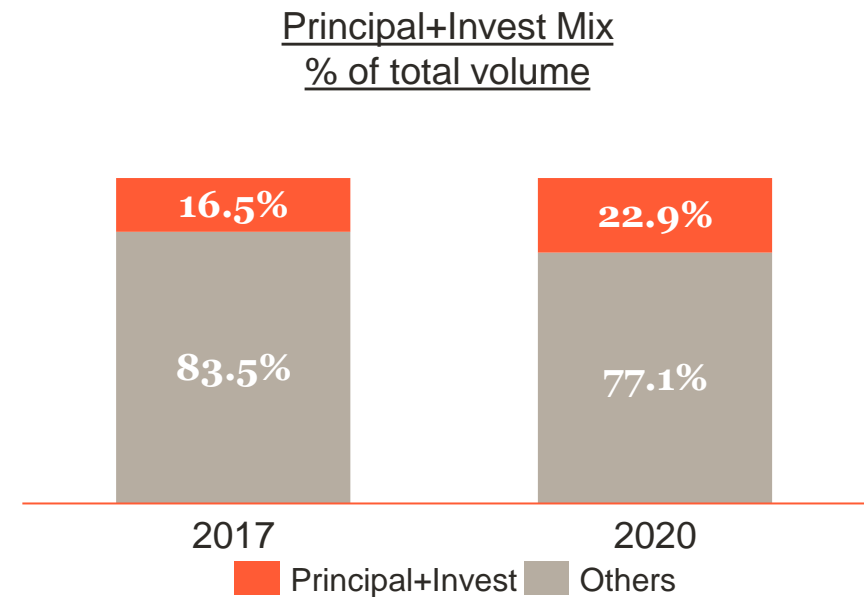
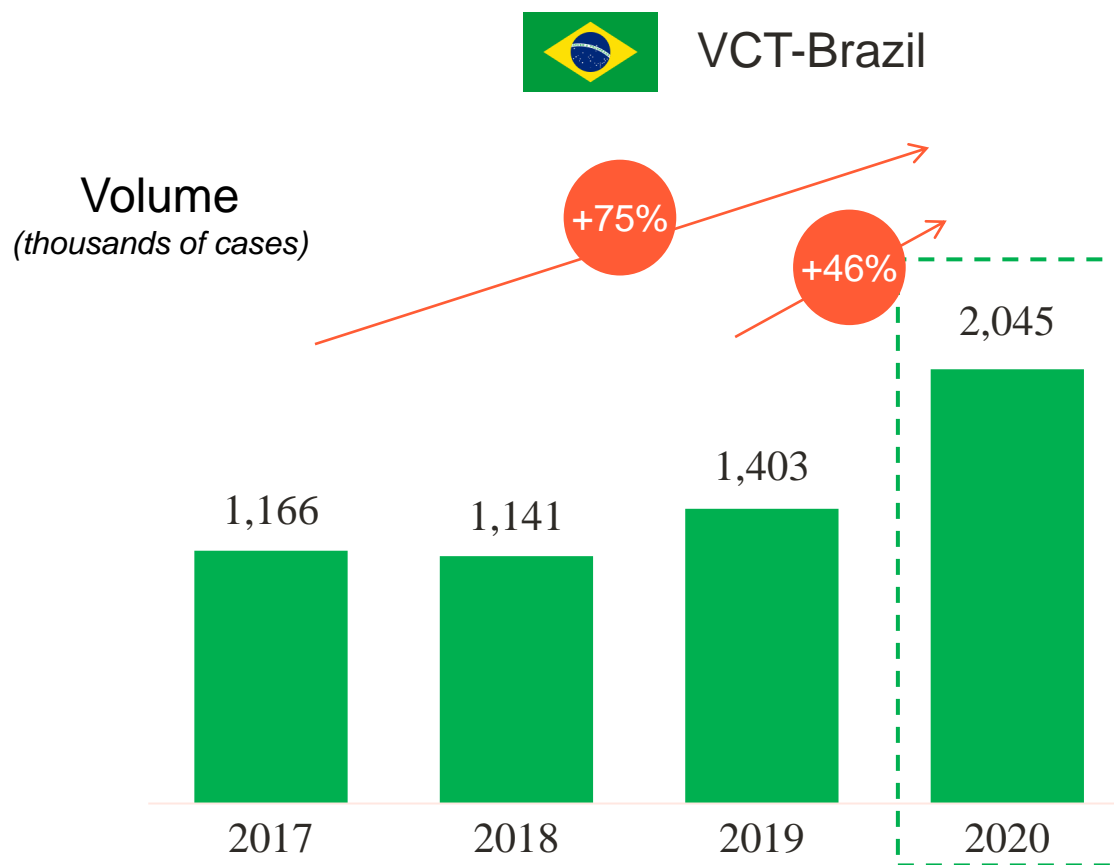
Principal+Invest Mix
% of total volume



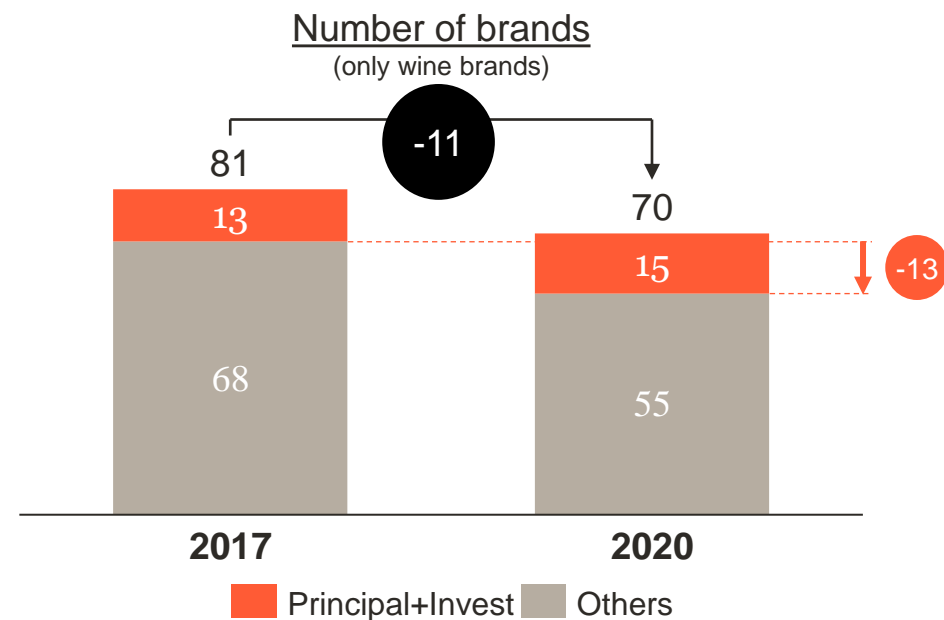
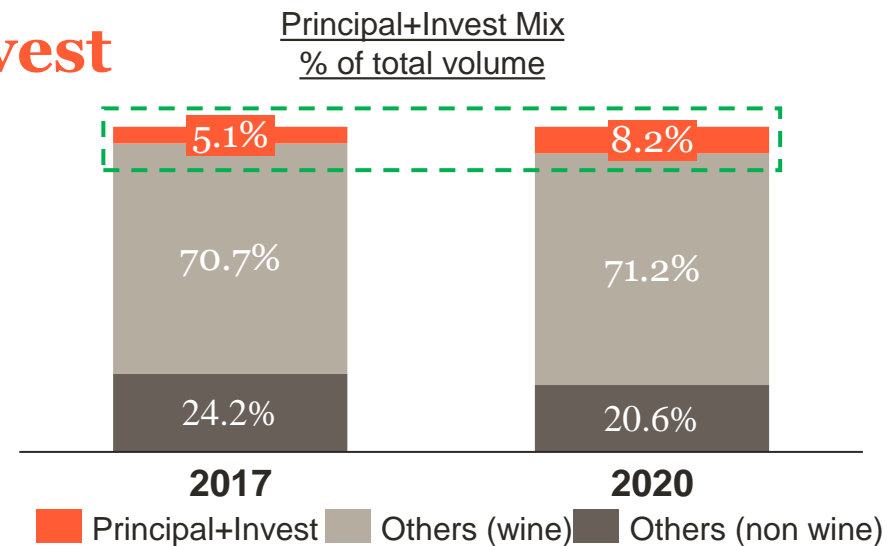
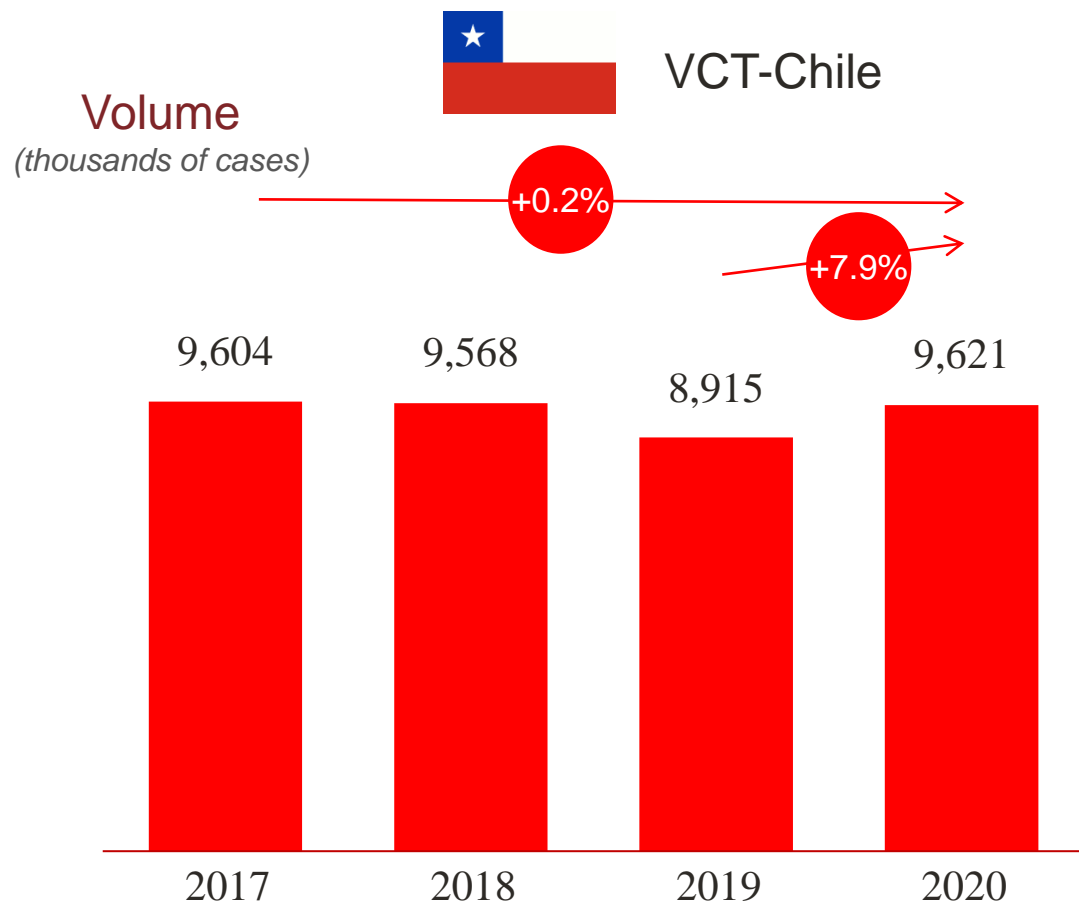
Number of brands
(only wine brands)



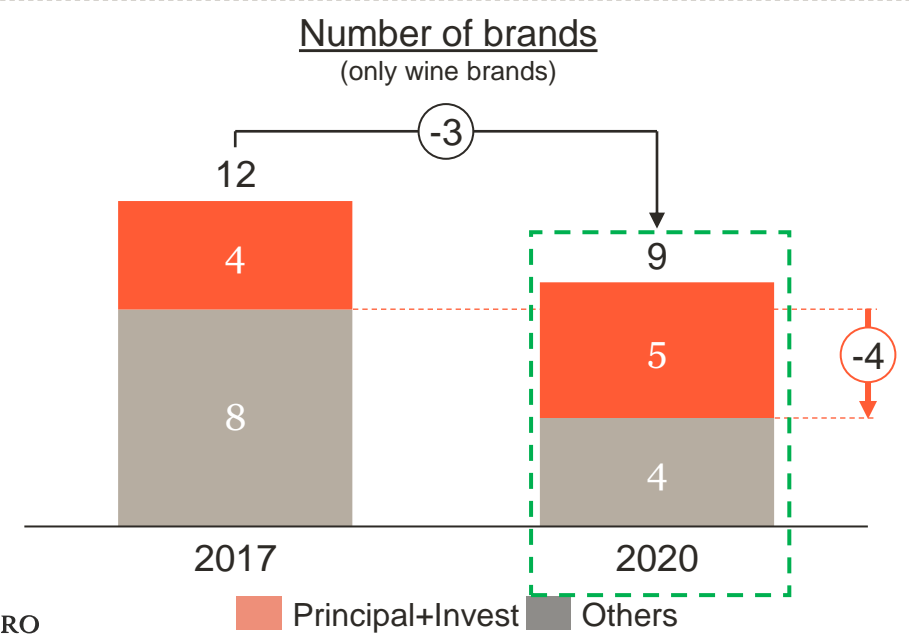
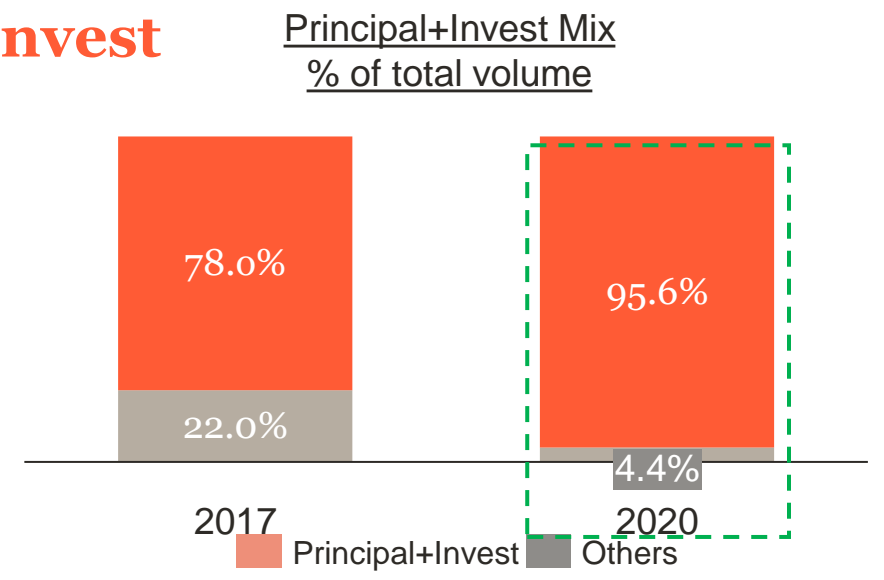
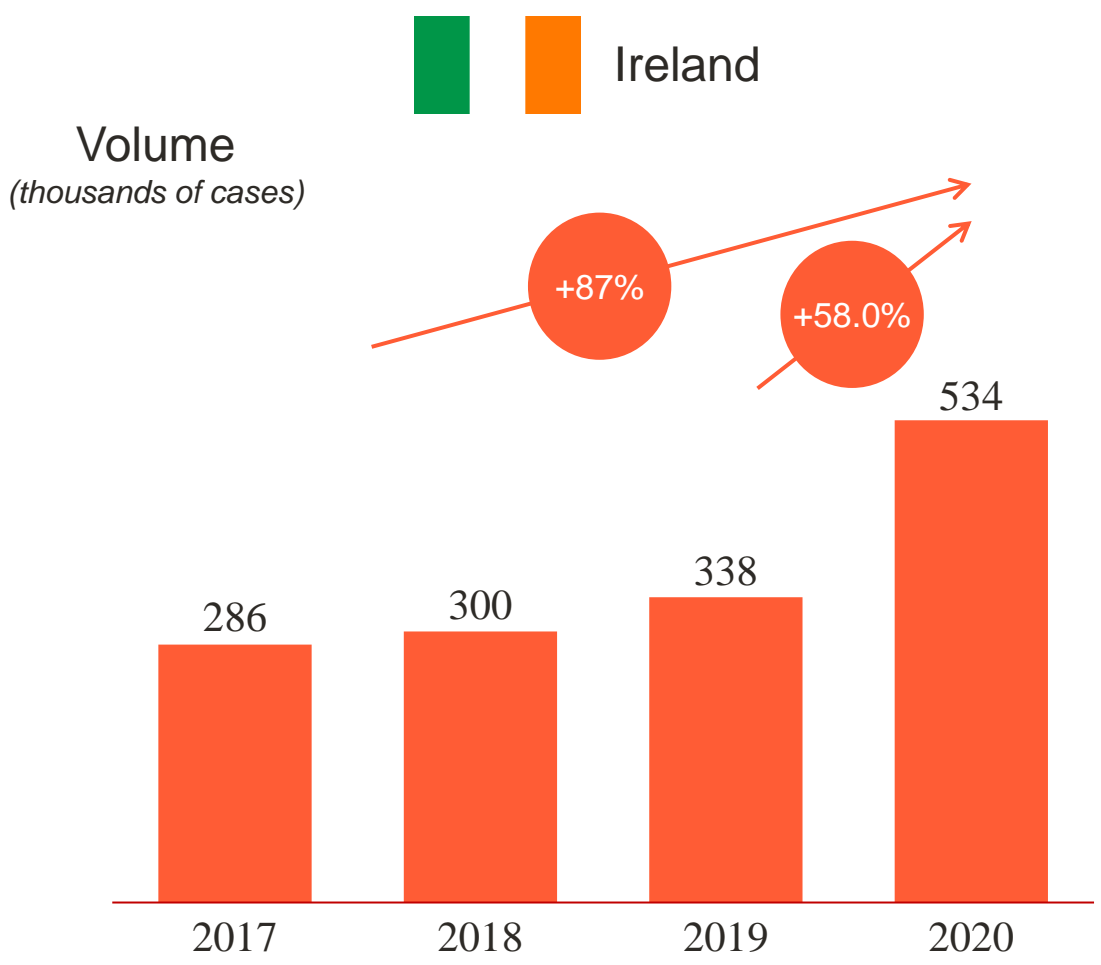
Historic 2020: Over 2 MM cases



Change in mix: +3 p.p. in Principal & Invest



9-Brand Portfolio and focus on Principal + Invest



Strength in global distribution: Increasing market share in key markets



FETZER VINEYARDS

#1 wine of Chile, 53% share
 #1 Organic table wine, 53% share
 #15 total table wine, 1.1% share



VCT&DG MÉXICO

#1 self-service provider
 14.9% share



VCT-BRAZIL

#1 wine distributor
 10% share imported wine



VCT- CHILE

#2 wine sales (value)
 28.1% share



CyT-UK

#2 wine supplier
 7.7% share
 60.8% mkt.share Chile
 32.7% mkt. share Argentina



China

#2 imported wine
 6.3% share

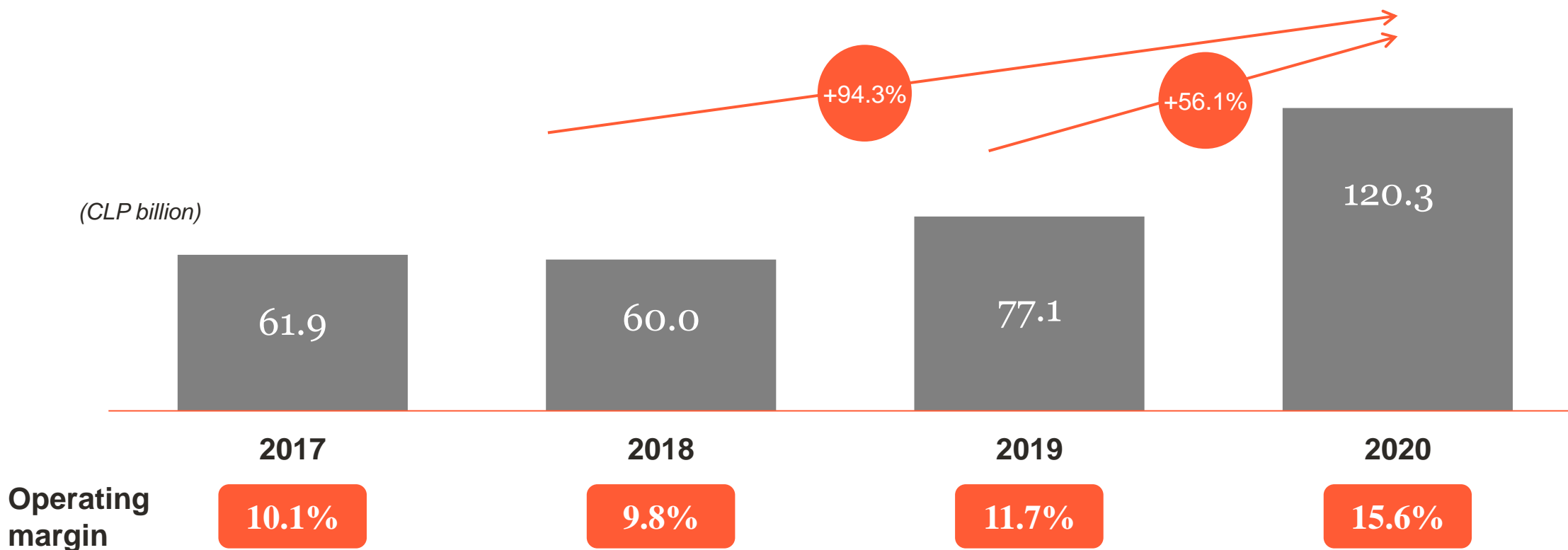


South Korea

#1 imported wine
 12.6% share

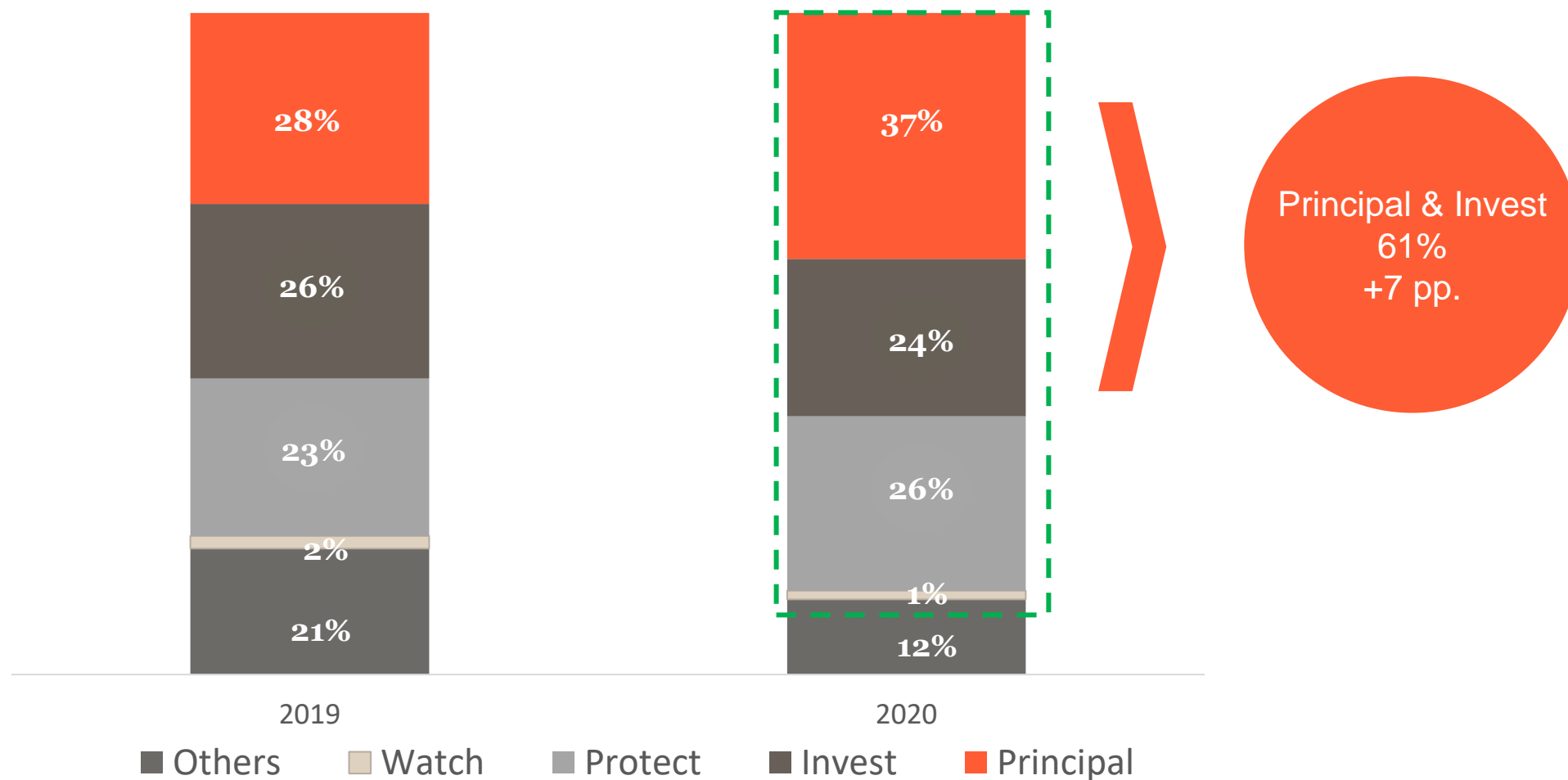
Gross profit increases 56%

Driven by higher volume of priority brands, better mix/price, and exchange rate effect



Priority brands contribute 88% to Operating Profit

Operating Profit by Brand Category



VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

Presentation Osvaldo Solar – Corporate Finance Director

INVESTOR
day
2021

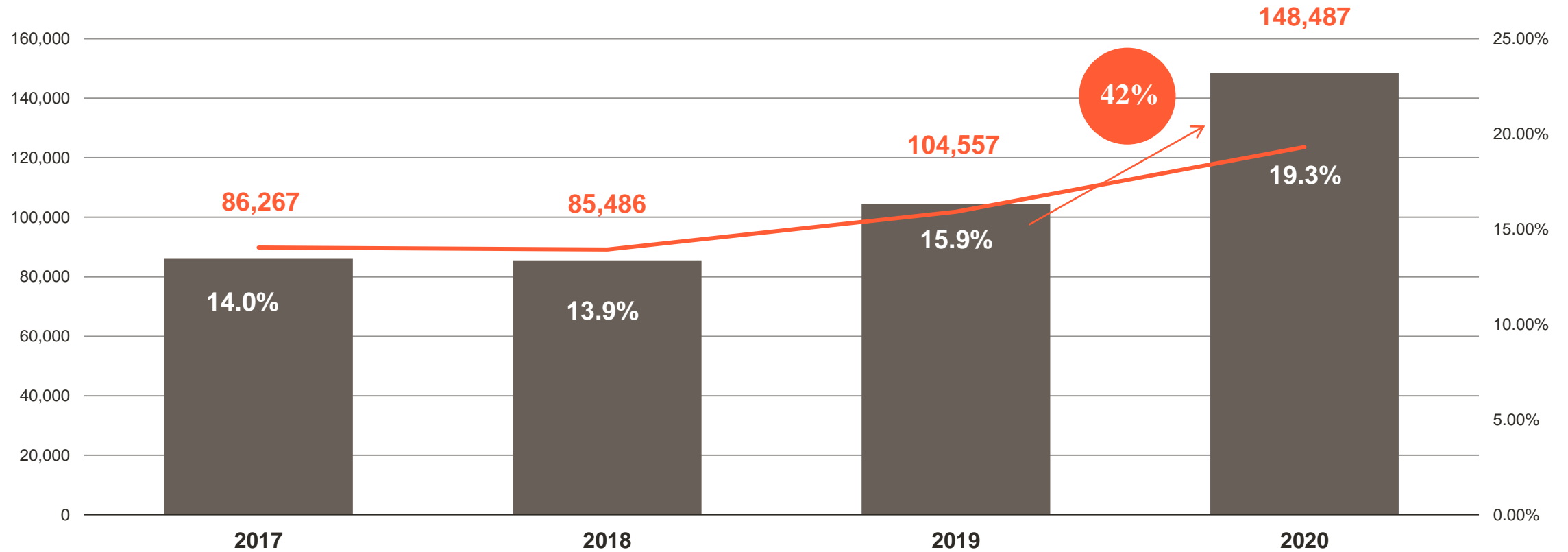
**Financial
Management**

To fully understand the Company's current and future results, we would also like to review the following concepts:

1. EBITDA Milestones
2. Consolidated Net Income Milestones
3. Return on Invested Capital
4. Financial Strength

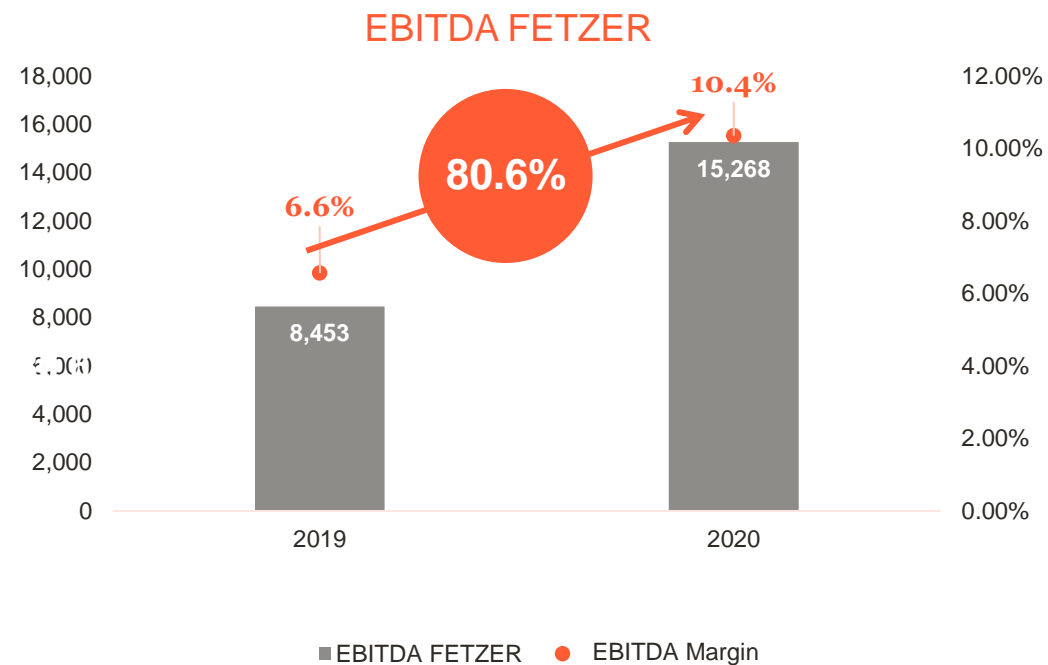
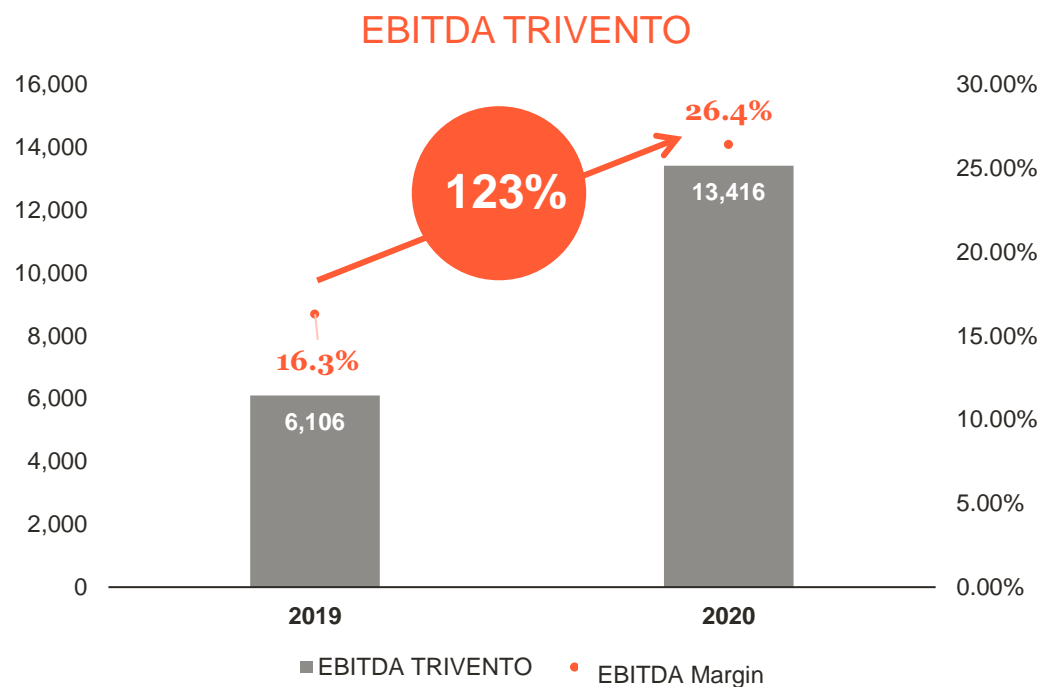
1. EBITDA growth

It is now 19.3% of sales

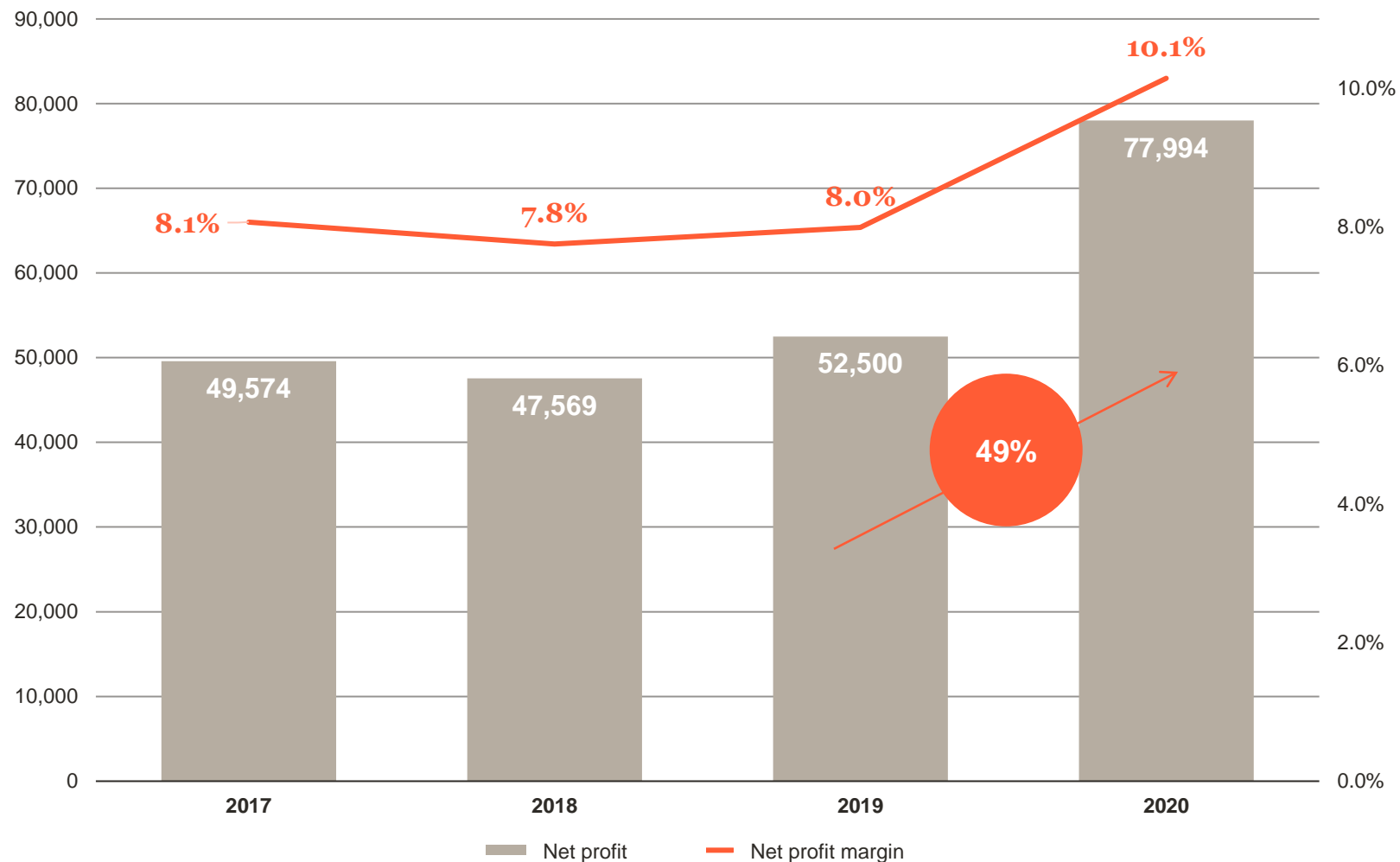


■ EBITDA — EBITDA Margin

Outstanding EBITDA growth of Trivento and Fetzer



2. Consolidated Net Income



+49%

Concha y Toro winery

+4%

Other wineries

In net income:

Impact of “non operating” profit

- Financial costs and exchange differences
- Foreign currency diversification
- Results of associated companies

Financial costs and exchange differences

Exceptionally high 2020 expenses

The non-operating result had net financial costs of CLP14,226 MM and exchange losses of CLP 4,423 MM.

Exceptional factors:

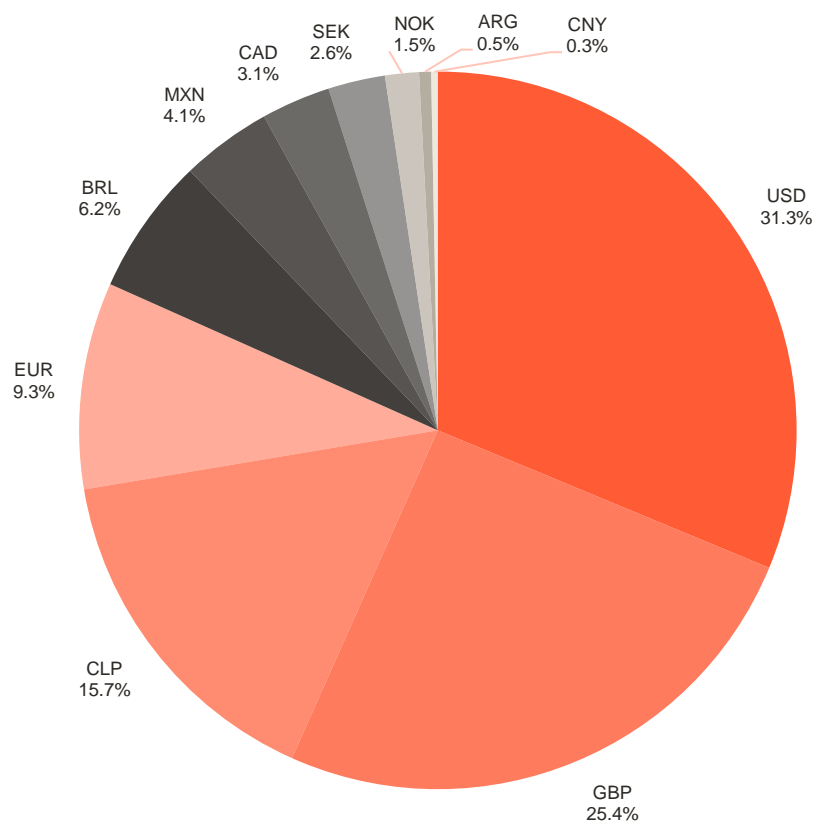
- Higher debt in 2020: **higher liquidity due to pandemic**
- Loss on hedging positions, non recurring
- Decrease in financial debt generated prepayment costs in 2020

In addition for 2021:

- Net financial debt 24.6% lower
- Inflation of debt in UF (*Unidades de Fomento*) fixed in 2.76%

This gives us an expected future savings of CLP 7,000 MM per year vs. 2020

Foreign currency diversification

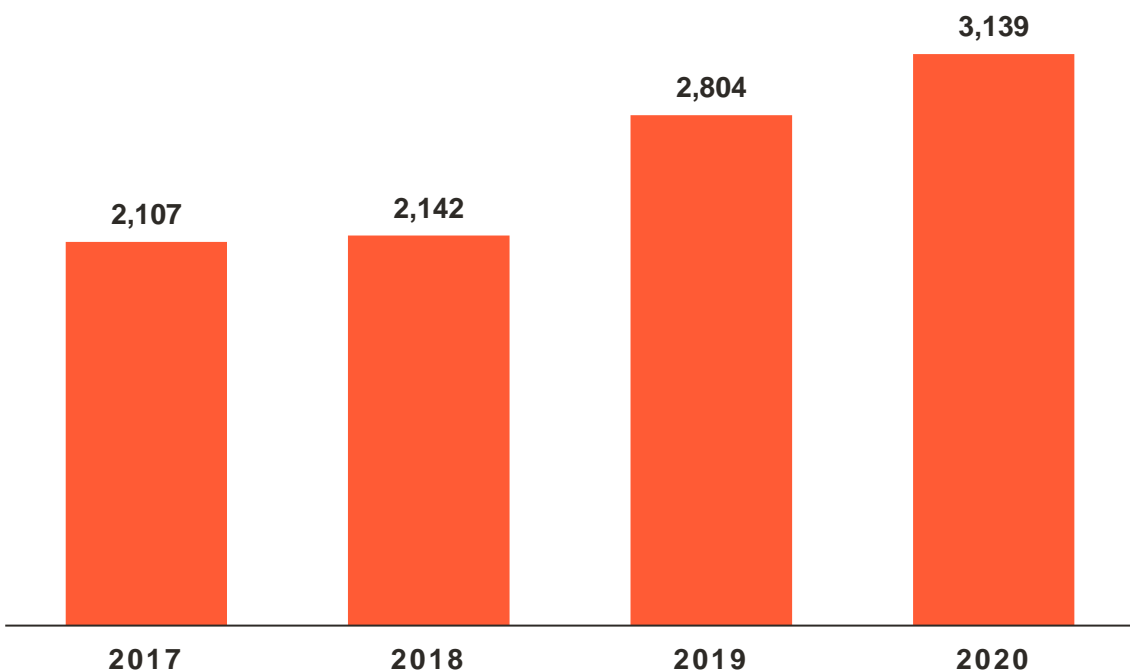


- Diversification of currencies mitigates variations of the US dollar as a single currency.
- **2020:** US dollar + 12%, CyT mix + 7%
- **2021:** US dollar -8,7%, CyT mix - 5%

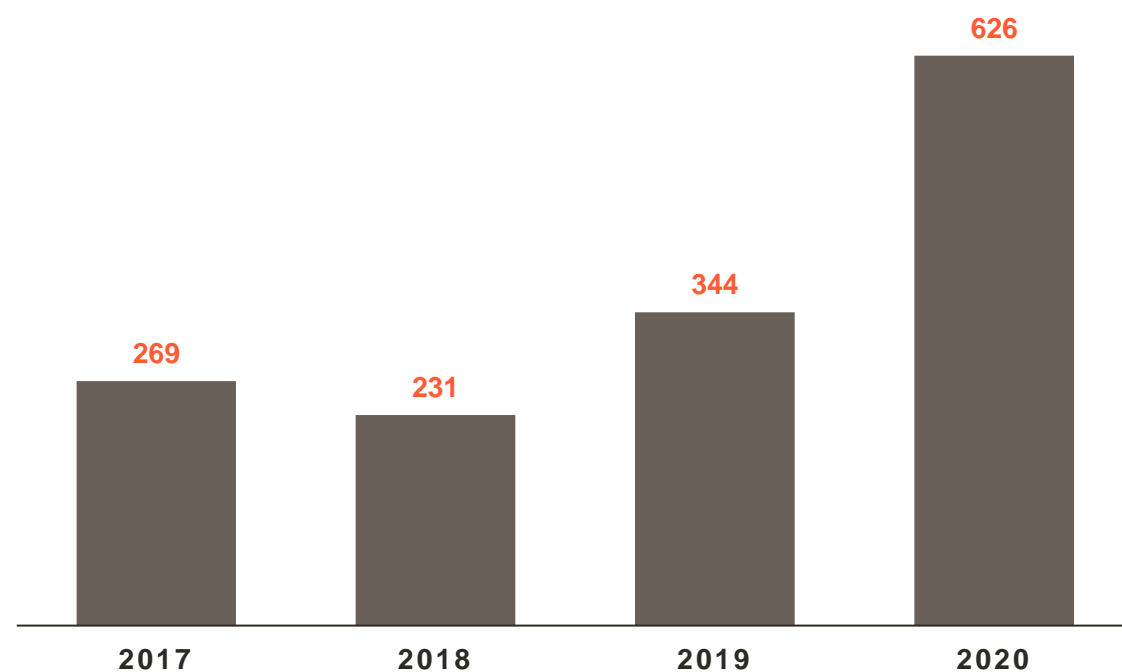
Associated Companies Results

Growth in Results Associates *(Proportional value for Concha y Toro winery)*

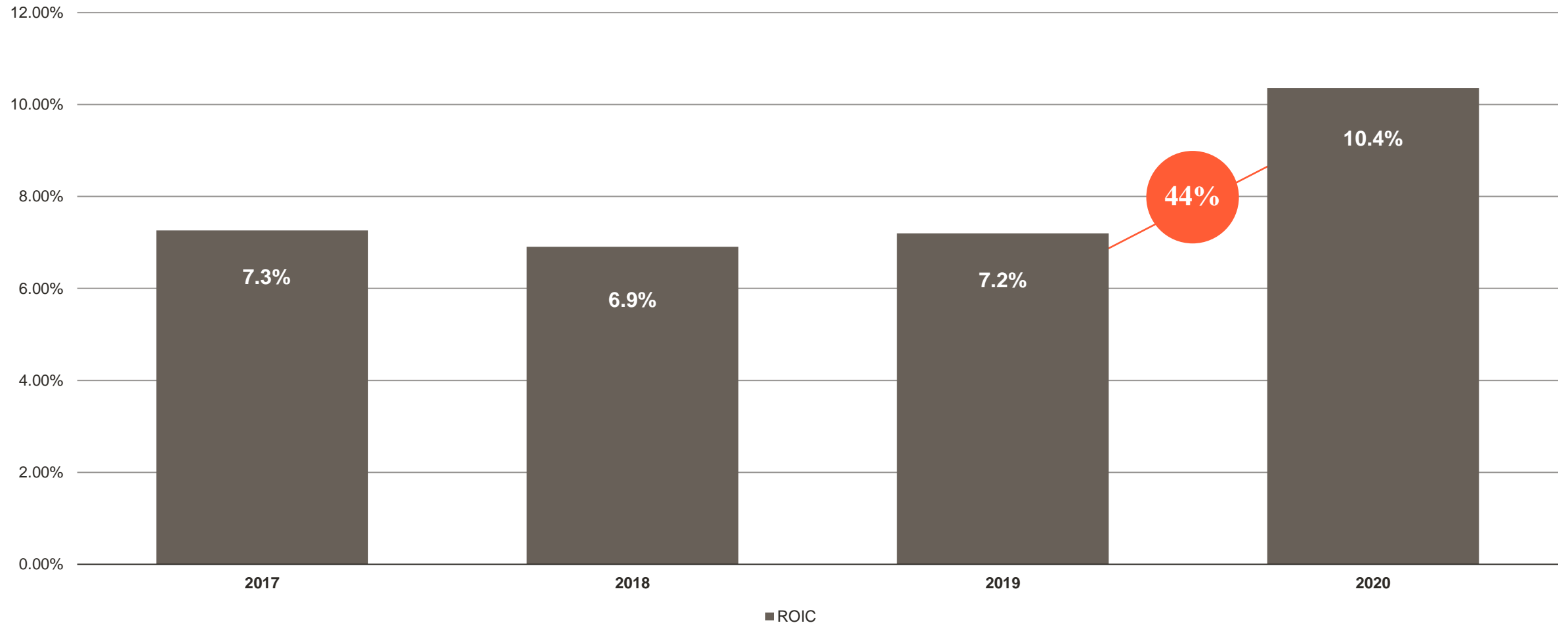
ALMAVIVA



INDUSTRIA CORCHERA



Return over Invested Capital



Roic: $(\text{Operating margin} - \text{Taxes} + \text{Exchange differences}) / (\text{Equity} - \text{Other financial liabilities} - \text{Cash})$

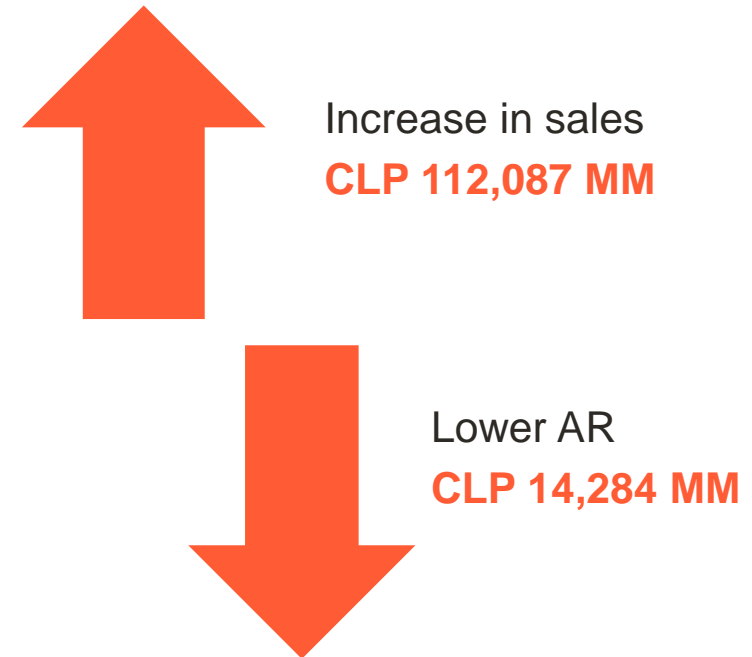
3. Return over invested capital:

Efficiency in use of funds

- Greater accounts receivable rotation.
- Strategic growth of destination inventories.
- CAPEX, focus on Profitability and Growth.

Greater accounts receivable rotation

Consolidated sales increased by 17.1%; however, accounts receivable (AR) decreased by 6.9% due to the effect of having achieved a shorter average collection period, which dropped from **75 to 65 days**.



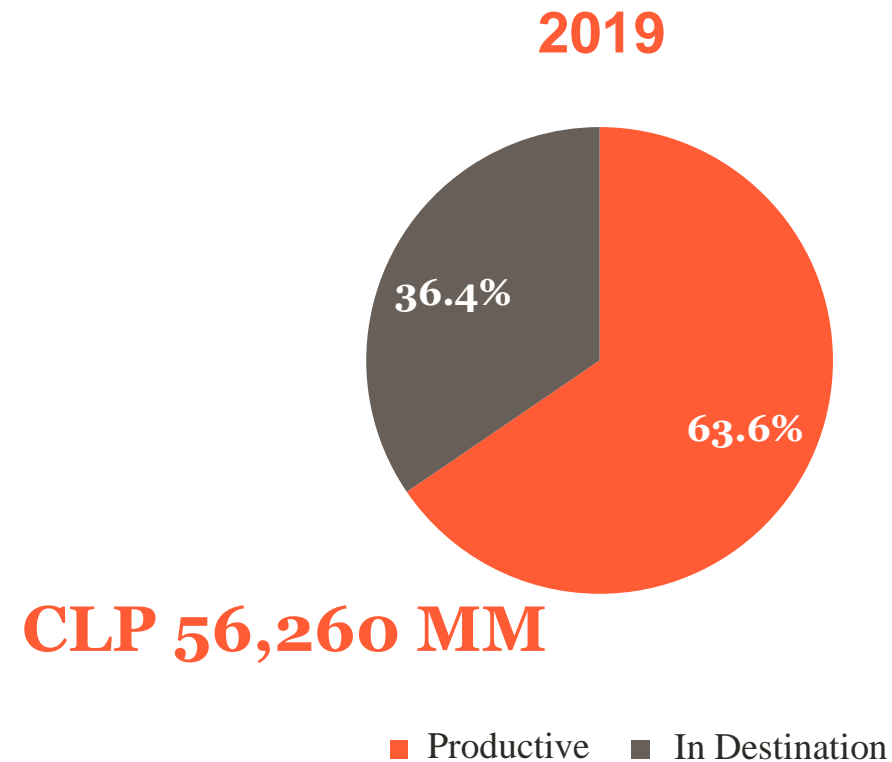
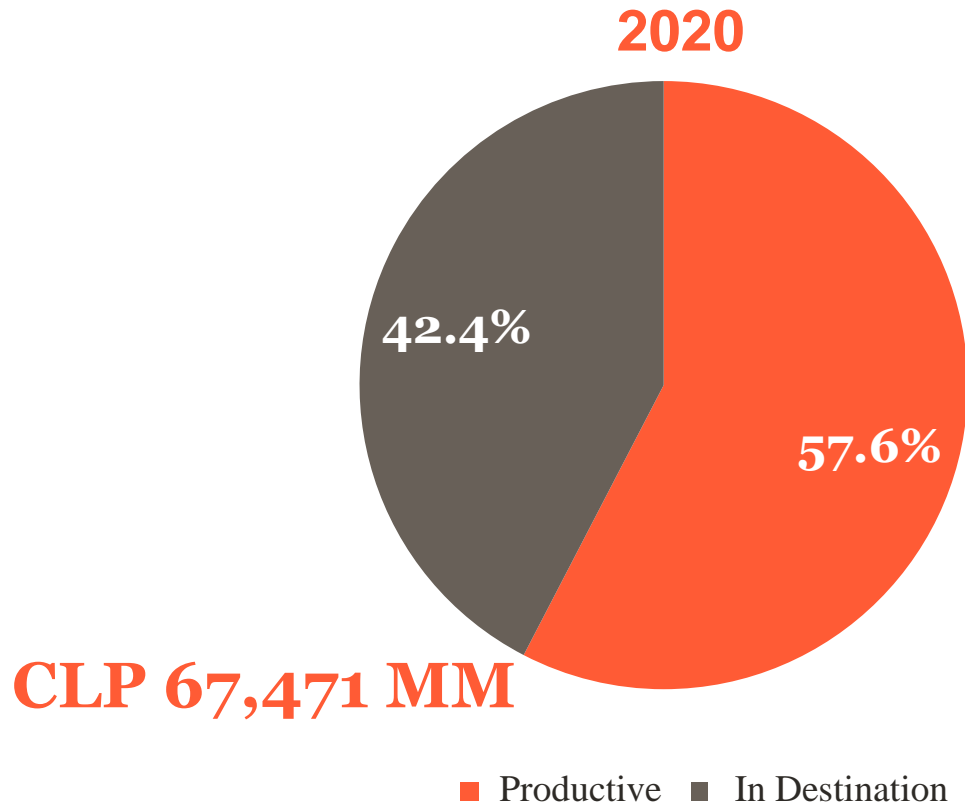
Key factors: **MANAGEMENT and CLIENT QUALITY**

- **99%** of accounts receivable with credit insurance (*).
- Despite a difficult year, doubtful accounts and delinquency **did not increase**.
- Continuous client follow-up in all markets.

(*) *Does not include Government Liquor Boards*

Strategic growth of destination inventories

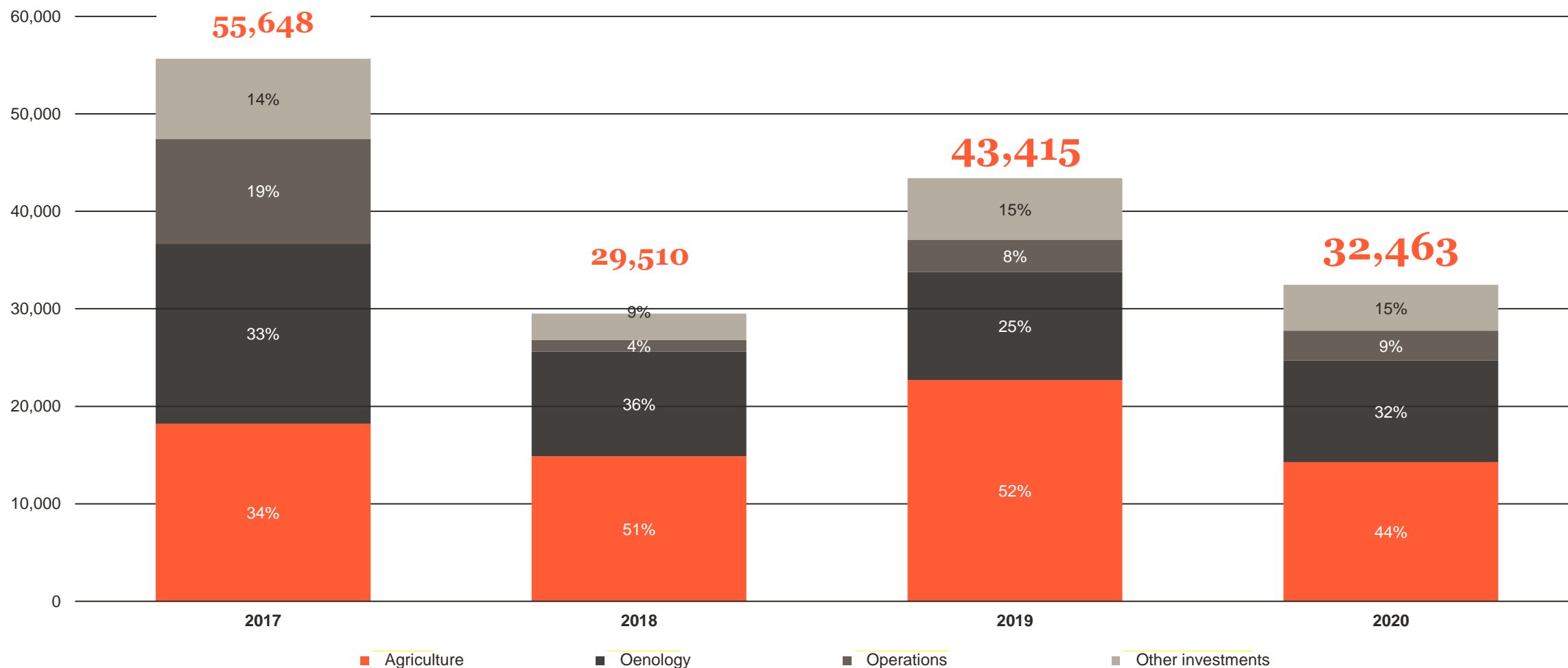
97% of inventory expansion corresponds to growth of Finished Products. In Destination, growth was **CLP 8,100 MM**



Key factors: **SPEED** and **RELIABILITY** for **CLIENT**

- Fast and timely response to changes in demand: **4 vs. 60 days**
- Close relationship with client
- Elimination of port and customs uncertainty

Capex (in CLP MM) – Focus on Profitability and Growth



Key factors: Agricultural

- A major part of investment, on average **44%**, is in the **Agricultural Area**, where the Company has great advantages and knowledge, and which continue to grow year after year based on the results of constant research.
- Of this total, **30%** corresponds to acquisitions of **land and water use rights**. These are not only **NOT depreciated**, but their **profitability is higher** than the Company's cost of capital rate.

44%

AGRICULTURAL AREA

30%

ACQUISITIONS
OF LAND AND
WATER USE RIGHTS

Key factors: Productivity

- Results to date show a productivity increase in yield per hectare of **+30%** while maintaining quality (clonal vs. massal planting). The effects of project Plant 2.0 are not yet considered.
- In **winemaking**, there is to date another **30%** increase in productivity in the use of assets associated with this process.
- In the 2020 investment, **10% of investment** went directly to projects associated with productivity improvements.

The implications are very clear – there are **lower** future capital requirements.

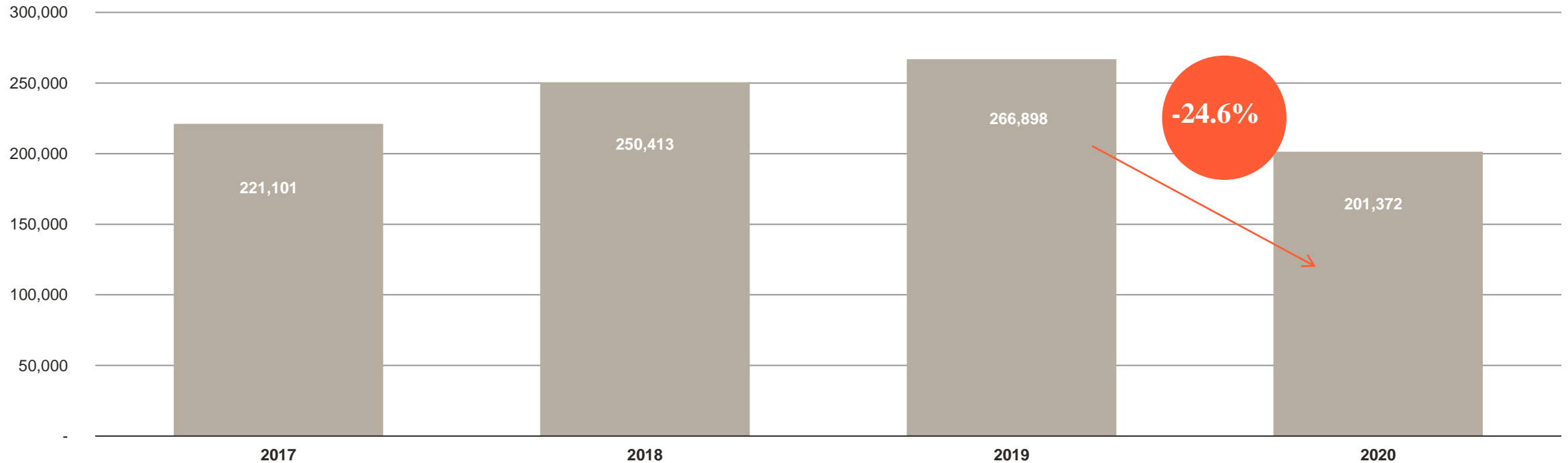
4. Financial Strength:

- Reduction of net financial debt
- Lower Debt level relative to size of Equity
- Substantial improvement in Debt vs. cash flow generation

Lower financial debt: Financial strength

A reduction of **CLP 65,526 million**

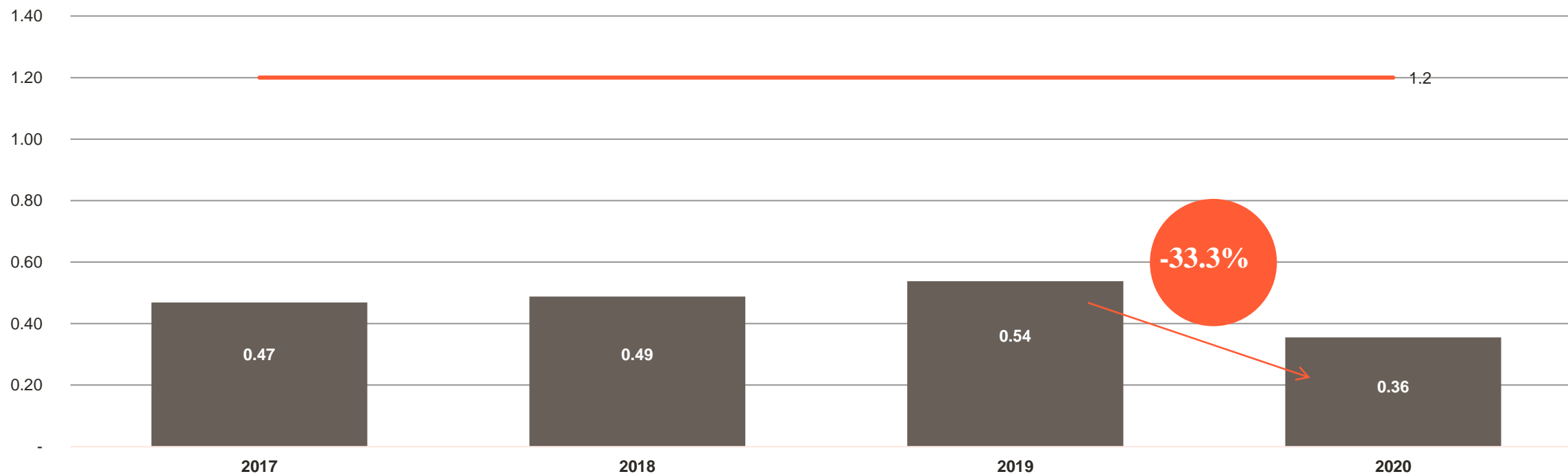
Net Financial Debt in CLP MM



*Net Financial Debt is: Debt Capital – Cash & Cash Equivalents

Lower debt level relative to Equity: Financial Strength

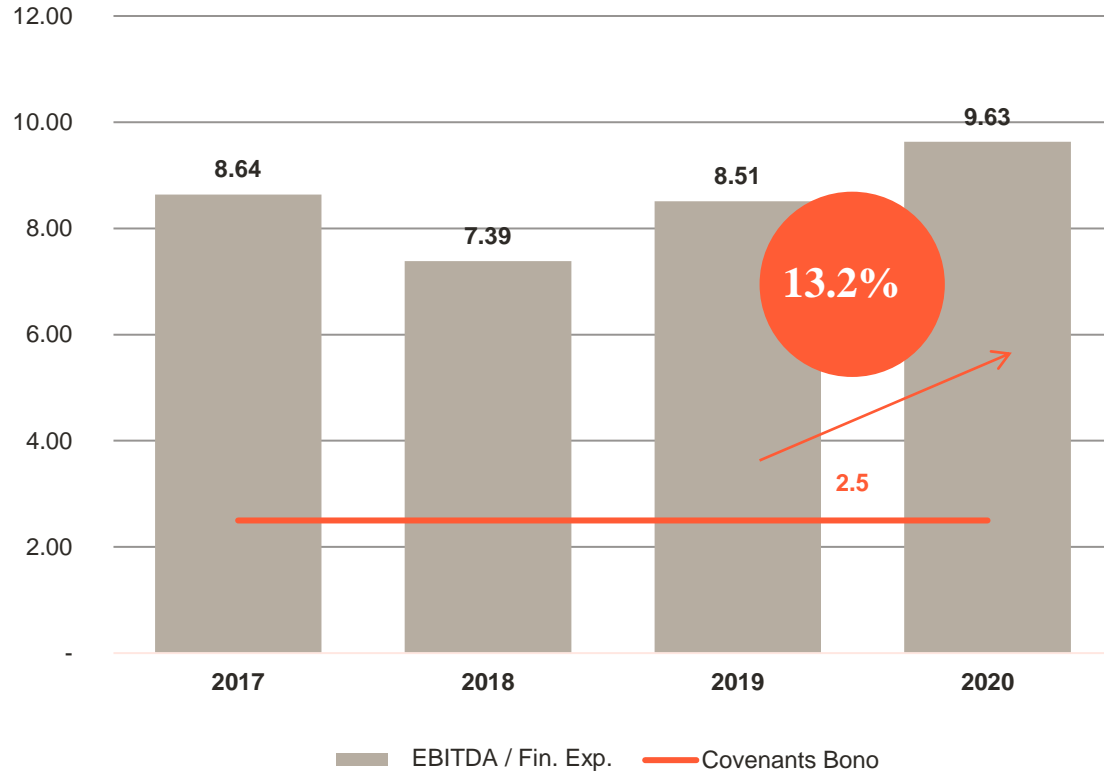
Net Debt Ratio (Net Financial Liabilities / Equity)



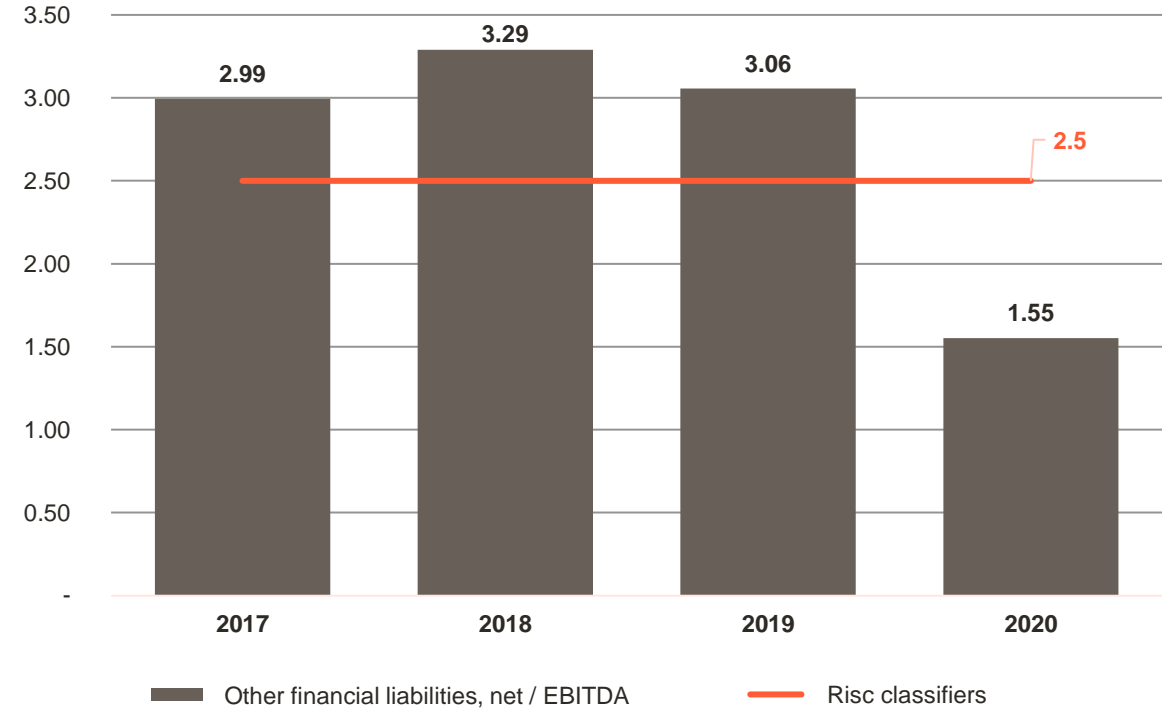
*Net Financial Liabilities is: Other Current and Non Current Financial Liabilities (K + i) + derivatives - Cash

Substantial improvement in Debt vs. Cash Flow generation: Financial Strength

EBITDA/Financial cost



Other Net Financial Liabilities Net of Cash/ EBITDA



VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

Presentation Valentina Lira – Sustainability Manager

INVESTOR
day
2021

Sustainability

VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

CORPORATE SUSTAINABILITY

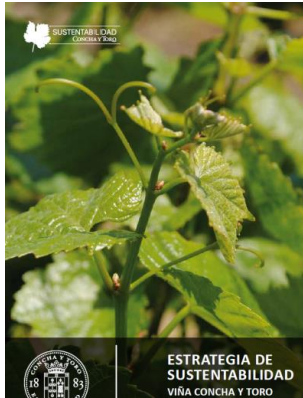
Achievements and Challenges for the New Decade



*“Create sustainable value in every bottle of wine
we place in your hands.”*

Sustainability Strategy

10 years incorporating a strategic vision



2012-2015

FIRST CYCLE

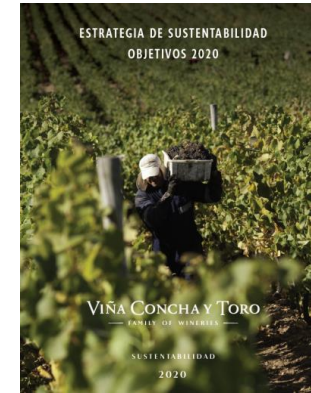
Strategy developed in 2011 is launched.



2016-2020

SECOND CYCLE

Alignment with U.N. Sustainable Development Goals.



2021-2025

THIRD CYCLE

Challenges for the new decade. New strategy developed and launched in April 2021.

Sustainability Strategy

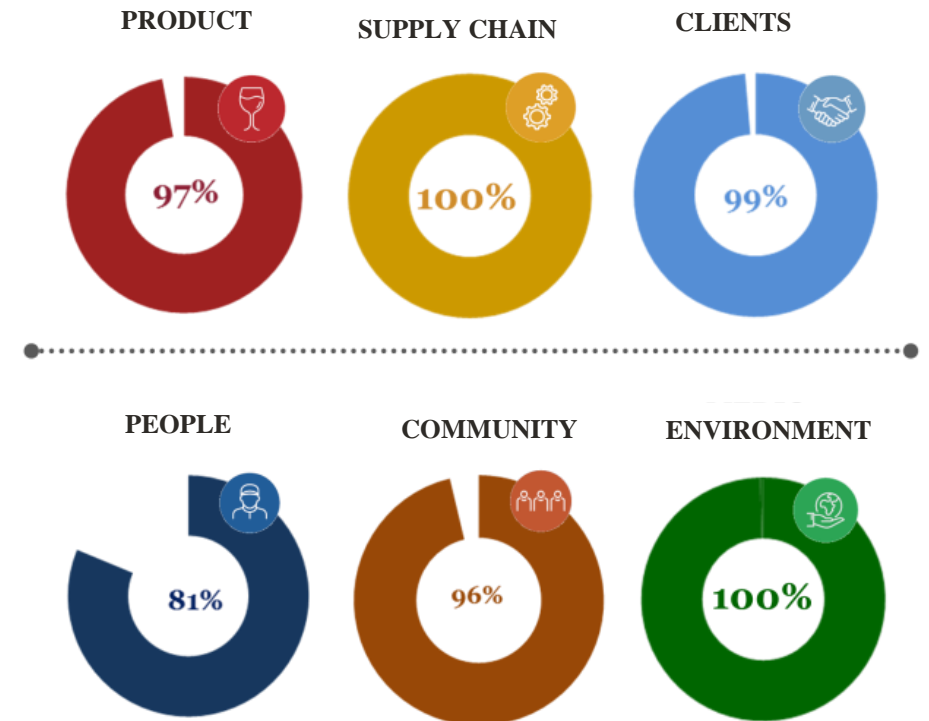
The Sustainability Strategy is based on six pillars (product, supply chain, clients, people, society and environment) that are transformed into various initiatives.

Each initiative has objectives, quantitative and measurable goals, KPIs for success and a yearly evaluation.

Each year, we make a general assessment and contextual adjustments to remain in line with international trends.

95% achievement

Of the five-year period goals





6 CLEAN WATER AND SANITATION



13 CLIMATE ACTION



7 AFFORDABLE AND CLEAN ENERGY



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



15 LIFE ON LAND



STRATEGIC PILLAR

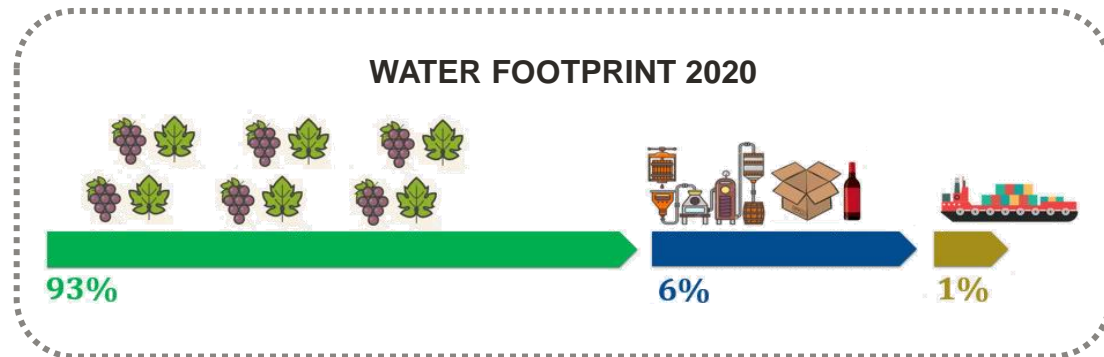
Our Environment

Responsible Water Use

- First vineyard in the world to measure its water footprint.
- Over 10 thousand hectares with drip irrigation system (100% of the surface).
- 5 wastewater treatment plants to return clean water to water courses.

Water footprint reduction of 17% (+7% above proposed goal)

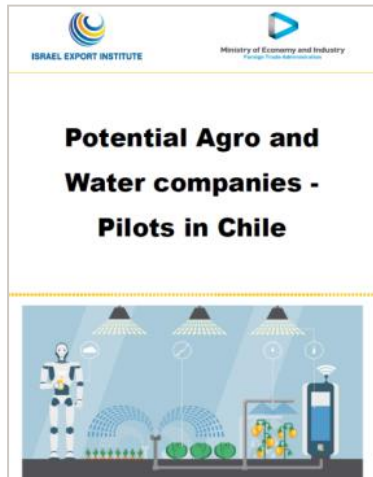
-50%
Compared to industry average



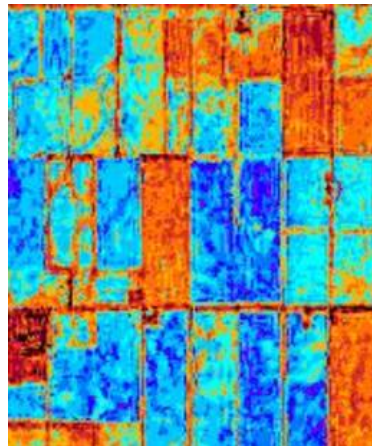
Responsible Water Use

SATELLITE PRECISION AGRICULTURE

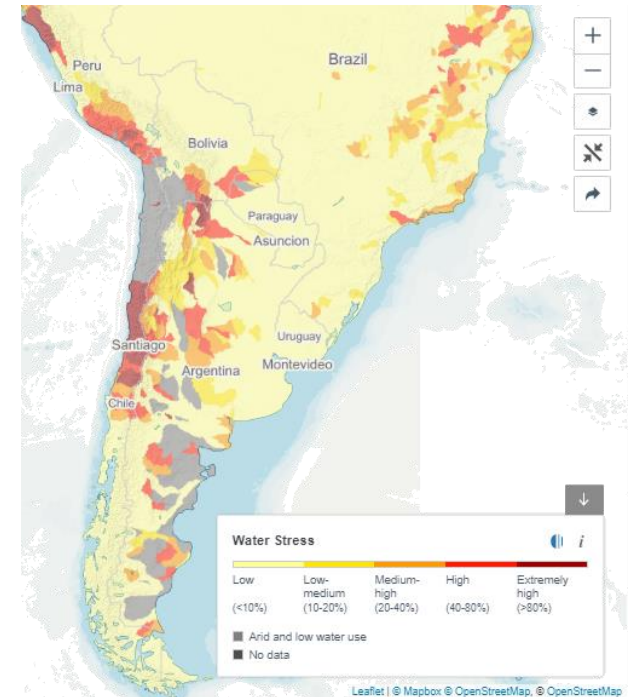
Satellite monitoring of soil moisture to determine the specific needs of each vineyard, avoiding water waste.



Satellite images of vineyards



Goal 2025 “Zero Water Waste”

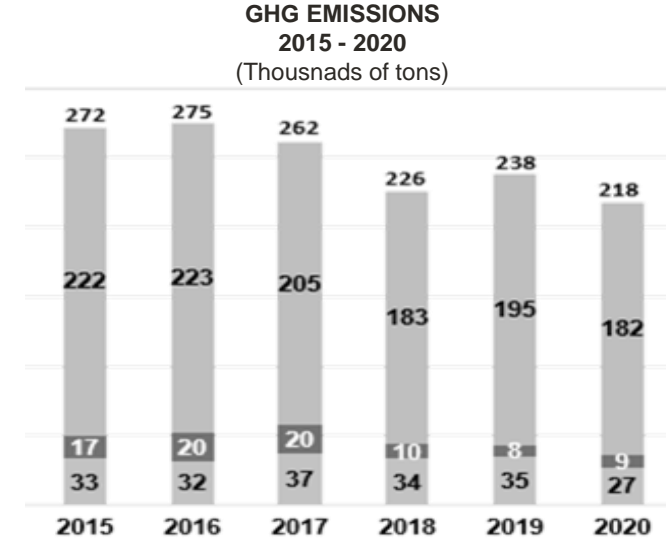
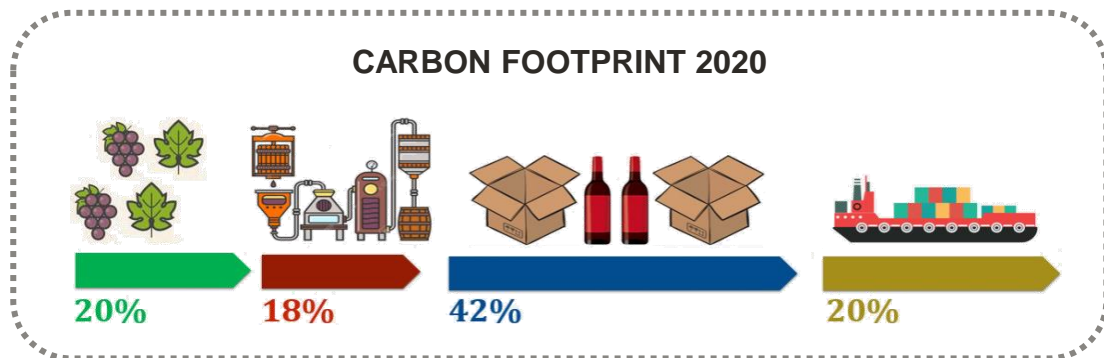


Climate Change

- Carbon footprint measurement since 2007.
- Carbon footprint is measured annually and verified externally.
- The measurement covers direct emissions as well as emissions associated with our supply chain.

Carbon footprint reduction of 32% (+2% above proposed goal)

-65%
Compared to industry average



Climate Change

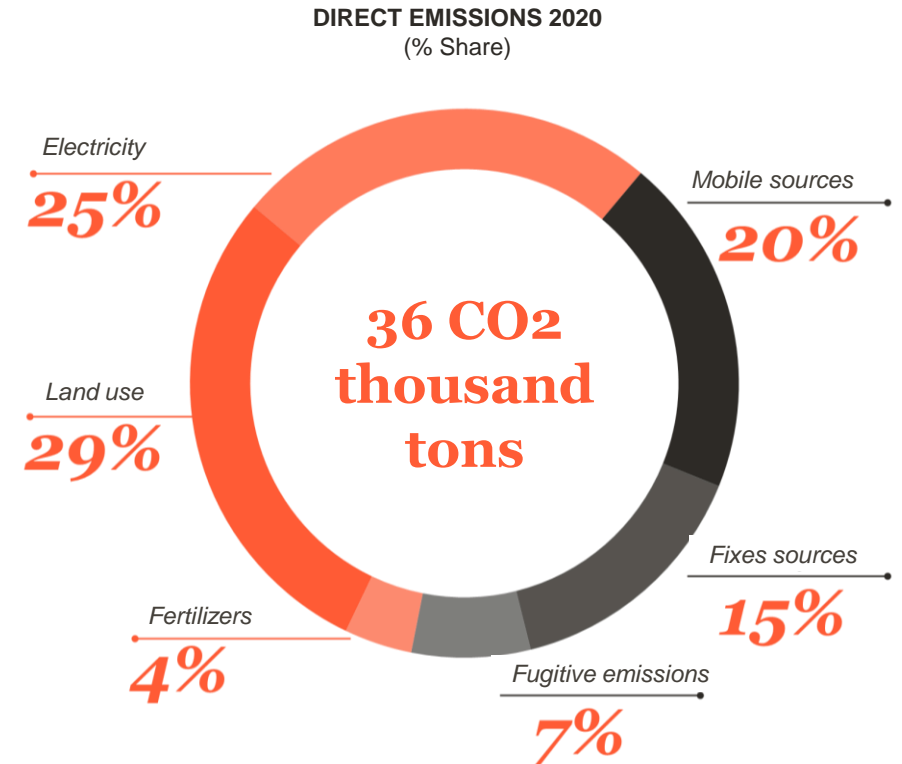
Our emissions come from 2 main sources

ENERGY

We have 100% Renewable Electricity energy and are moving towards independence from fossil fuels.

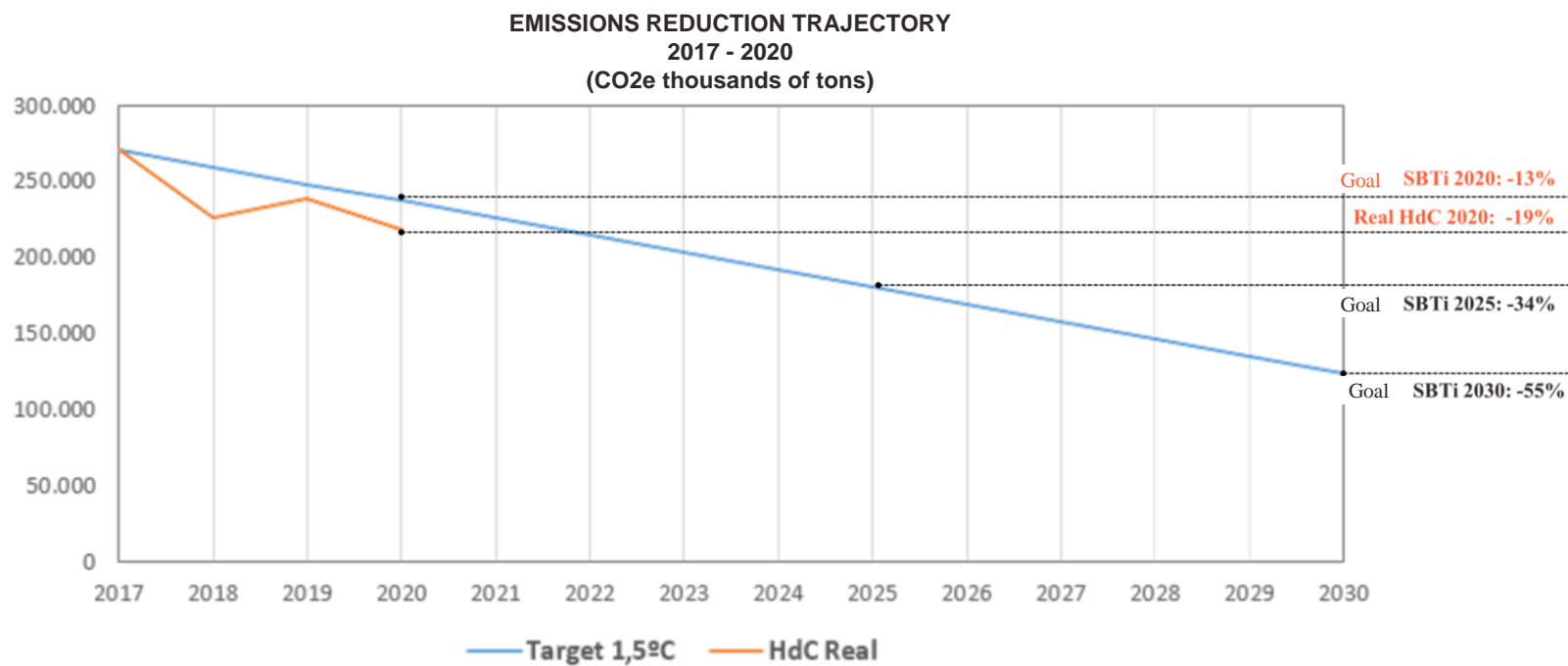
SOILS

Strengthen the role of forests as carbon capturers and nature-based solutions for mitigation and adaptation.



Climate Change

In 2020 we reached the emissions target proposed for 2022.



Climate Change

GOAL 2025

35%

Absolute emission reduction



SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

In 2018, Viña Concha y Toro was the first company in Chile and Latin America to set its emissions reduction targets based on climate science.

COMMITMENT
2023

55%

Absolute emission reduction



BUSINESS AMBITION FOR **1.5°C**
OUR ONLY FUTURE

Commitment to achieve zero absolute emissions by 2050, as part of the incorporation to the Business Ambition for 1.5°C - Our Only Future program (United Nations).

COMMITMENT
2050

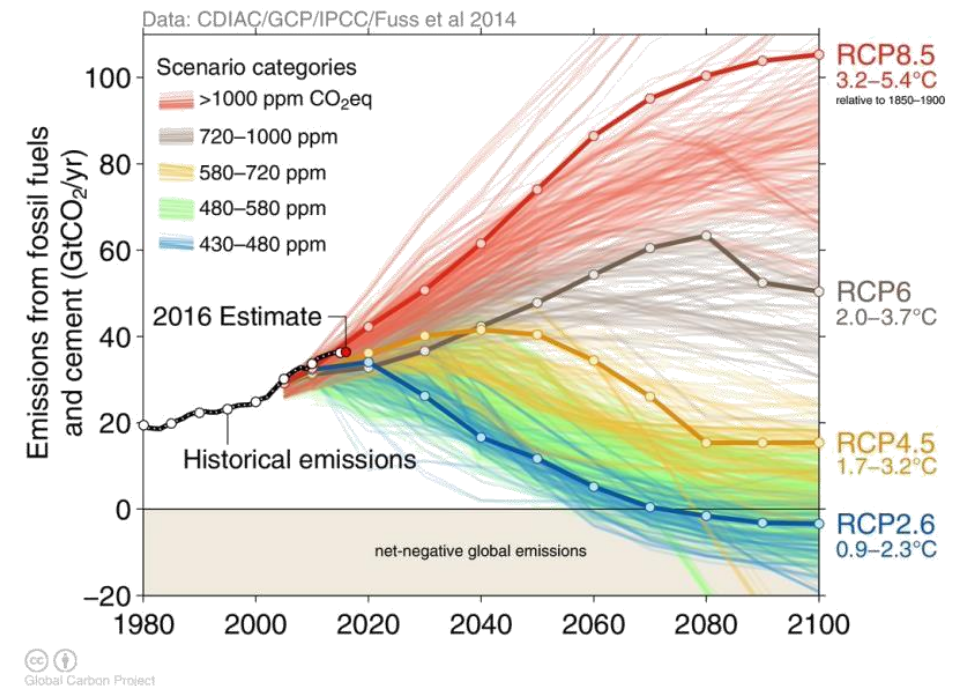
**Zero CO₂
Emissions**

Climate Change

Incorporating climate risk to financial analysis

The Company incorporates a gap analysis in its policies, practices and disclosures regarding the Task Force on Climate-related Financial Disclosures (TCFD).

See Sustainability Report 2019.



Transparency

World-class standards for voluntary disclosure



GRI
Global Reporting Initiative



UN SDG
“Communication on Progress in GRI Report”



CDP
Climate Change, Water, Supply Chain Engagement



SBT
Science Based Targets Initiative



DJSI
Cuestionario ESG



TCFD
Task Force on Climate-related Financial Disclosure



UN Global Compact
“Communication on Progress Reporting Framework”



SBT for Nature
Land, Biodiversity and Water

Performance

Global Rankings and Ratings with high ESG

Sustainability Yearbook
Member 2021
S&P Global

S&P Global
DOW JONES SUSTAINABILITY INDEX
Chile (74 pts)
Emerging Markets (since 2016)
MILA Pacific Alliance (since 2017)
Member of Sustainability Yearbook 2021



CDP
Water (A)
Climate Change (B)
Supplier Engagement (Leader 2020)
Requested by 592 investors



MSCI
ESG Ratings (A)
Against standard version Beverages Industry
ESG Rating Model.

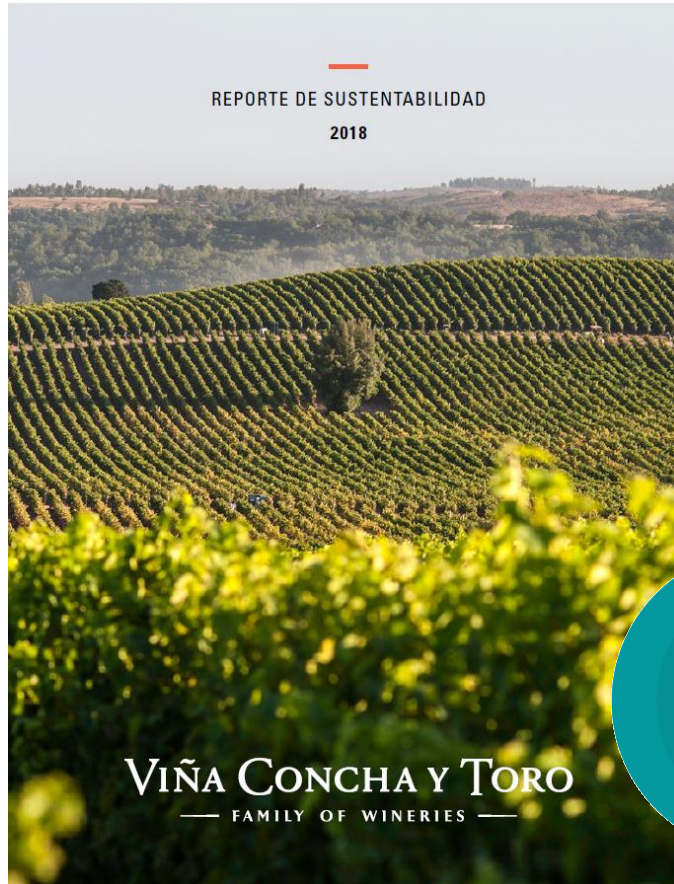


REFINITIV
ESG Report (B+)
Beverages Industry ESG Rating Model.



B Impact Assessment
Independent third party evaluation
(+80 pts) in overall performance

Reporting



HALLBARS SUSTAINABILITY AWARDS
(SWEDEN)

3rd Place

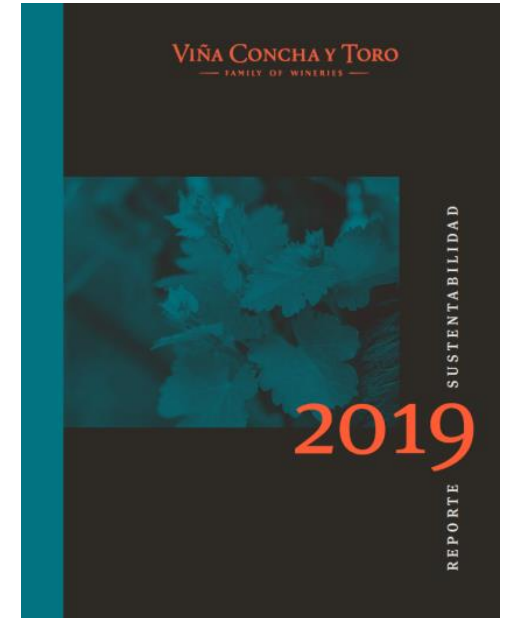
Best In The World 2020

1st Place

Best In Latin America 2020



[hallbars.org](https://www.hallbars.org)



SUSTAINABILITY REPORT
2020

Available May 2021

A close-up photograph of a grapevine. The central focus is a cluster of developing grapes, which are small and green, partially covered by a protective, reddish-brown, fuzzy material. The leaves are large, green, and have a serrated edge. Some leaves show signs of being eaten, with small holes visible. The background is a soft-focus field of green grape leaves, suggesting a vineyard setting. The lighting is bright, highlighting the textures of the leaves and the grapes.

*We seek to become
a benchmark,
beyond the wine
industry.*

