



Corporate Presentation

2021

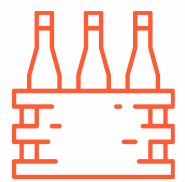
VIÑA CONCHA Y TORO FAMILY OF WINERIES

Viña Concha y Toro is a leading global company in the wine industry with more than 135 years of history.

Our productive origins in Chile, Argentina and the United States give our wines character and identity, giving rise to a great family of unique global brands, recognized worldwide for their quality, innovation and sustainability.



VIÑA CONCHA Y TORO AT A GLANCE



01

Largest wine producer in Latin America.



02

Presence in more than 130 countries, with 13 commercial and distribution offices.



03

Second largest winery in the world in terms of planted vineyard area: 12,313 hectares in Chile, Argentina and the USA.



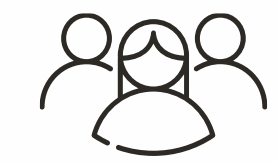
04

In 2020, 240 of its wines obtained scores of above 90 points in the world's leading wine industry publications.

B

05

In 2021, the holding became a Certified B Corporation.



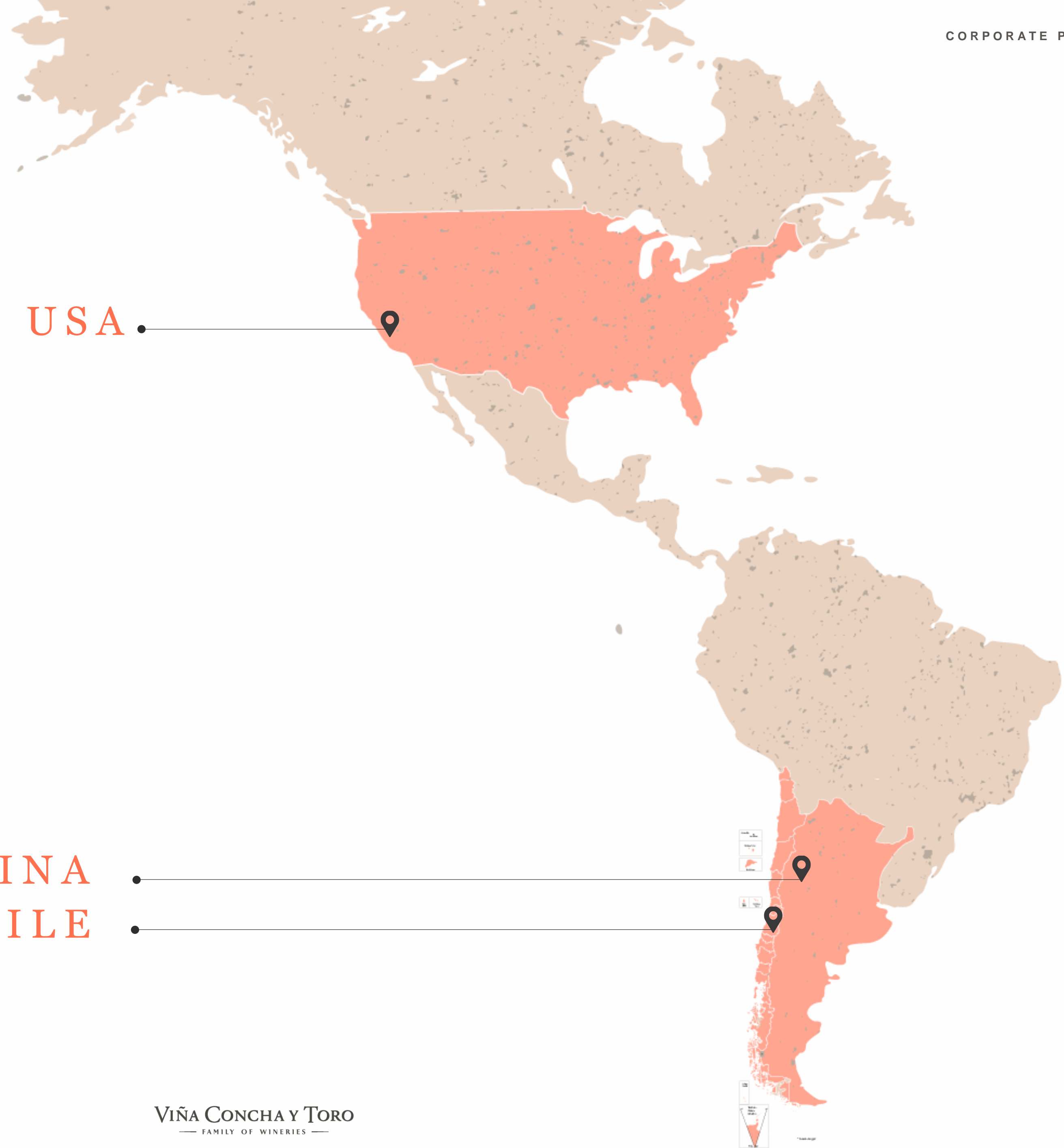
06

It has 3,215 employees around the world, and its head office is located in Santiago, Chile.

3 ORIGINS

USA

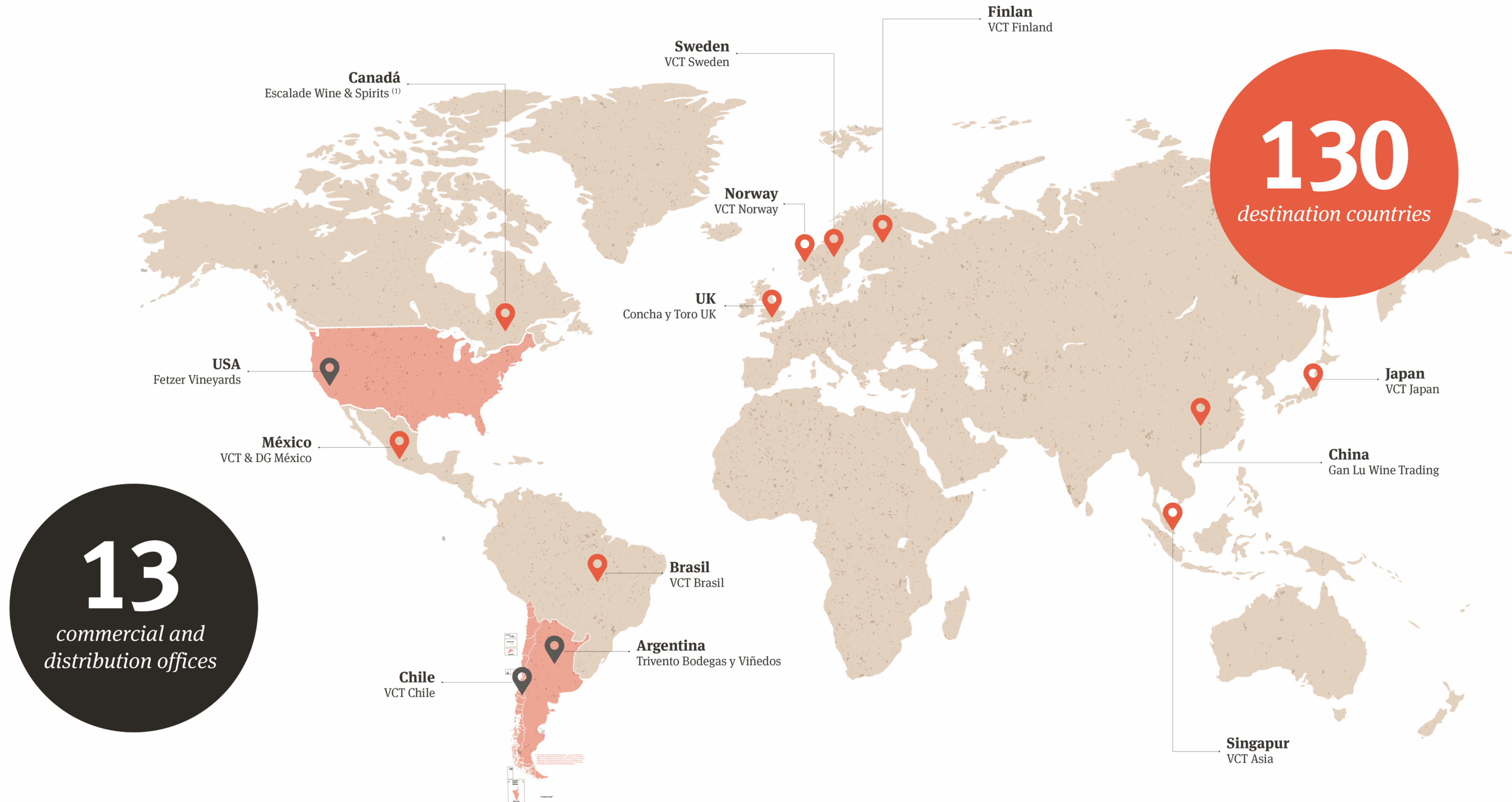
ARGENTINA
CHILE



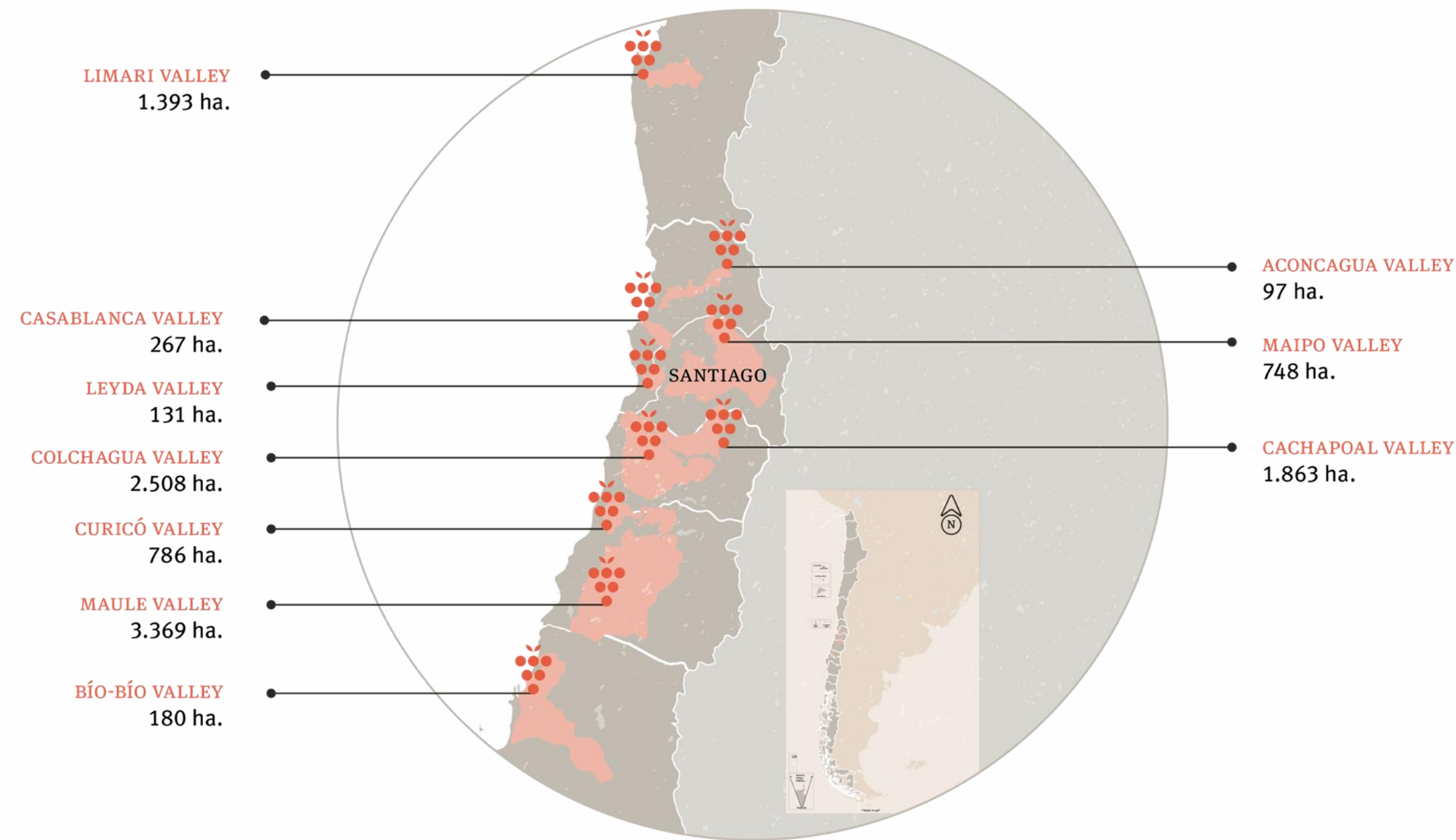
SUBSIDIARIES



INTERNACIONAL PRESENCE



OUR VINEYARDS ARE LOCATED IN 3 NEW WORLD ORIGINS



10
VALLEYS

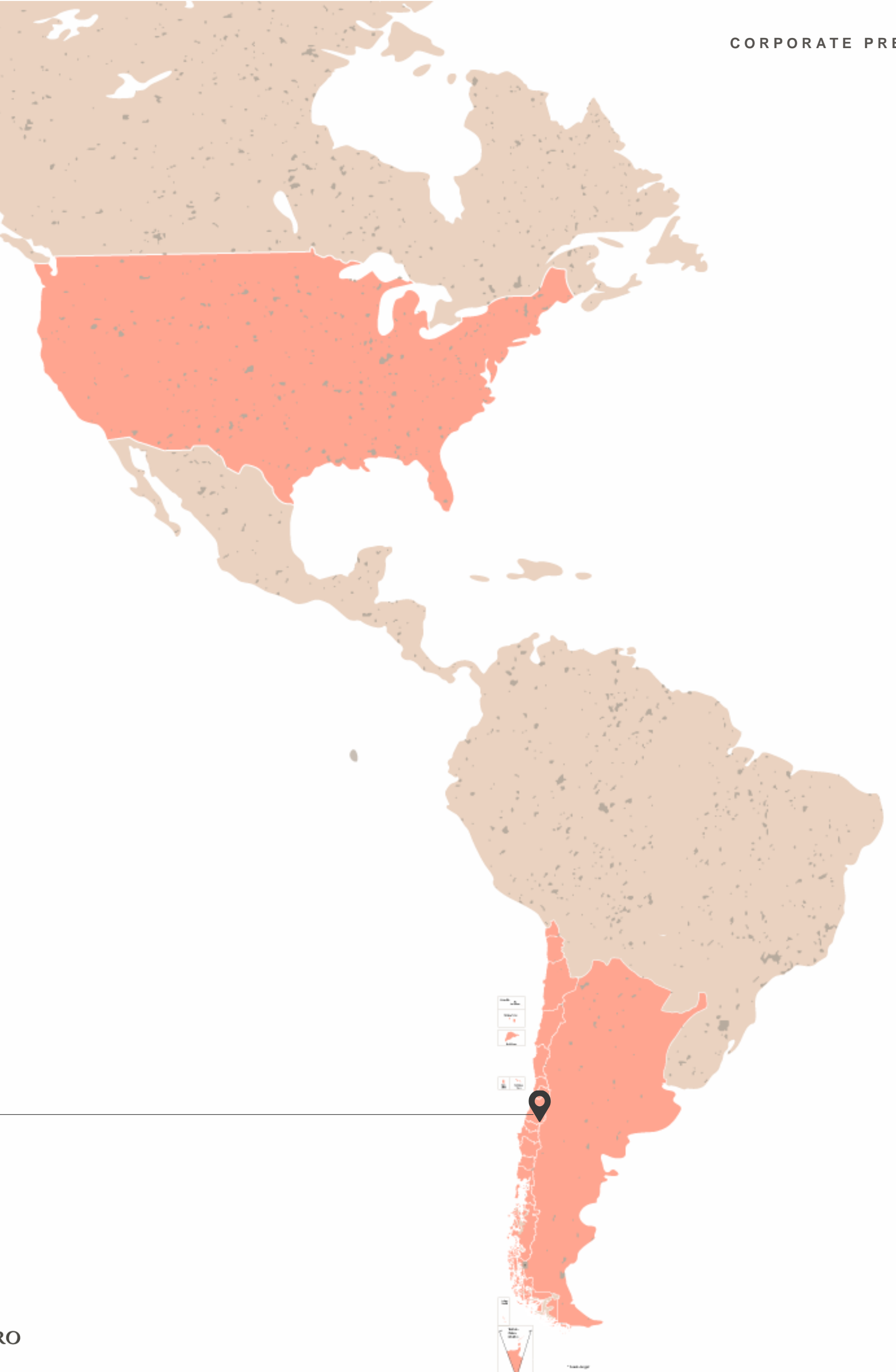


55
VINEYARDS

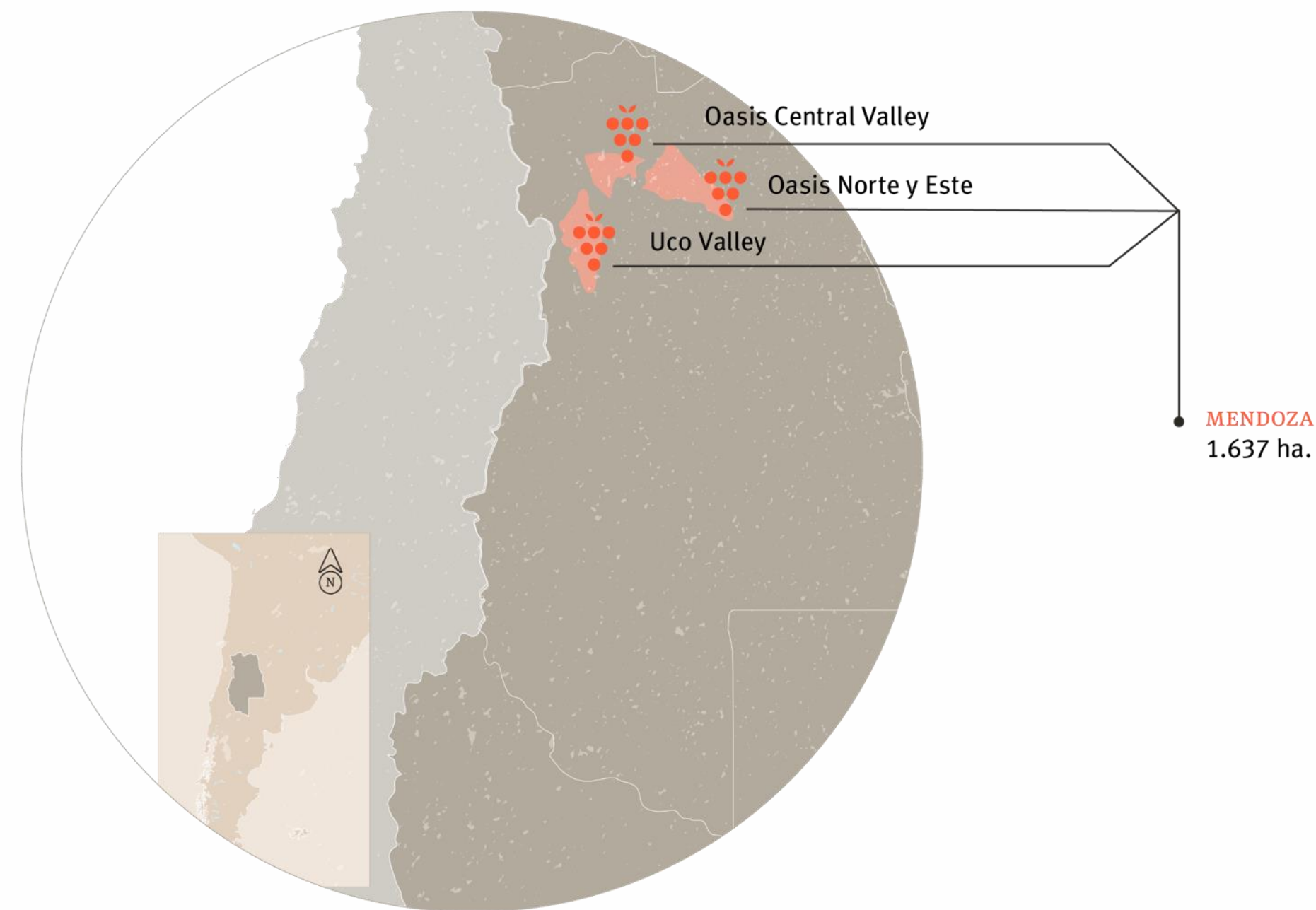


10.445
HECTARES

CHILE



OUR VINEYARDS ARE LOCATED IN 3 NEW WORLD ORIGINS



ARGENTINA



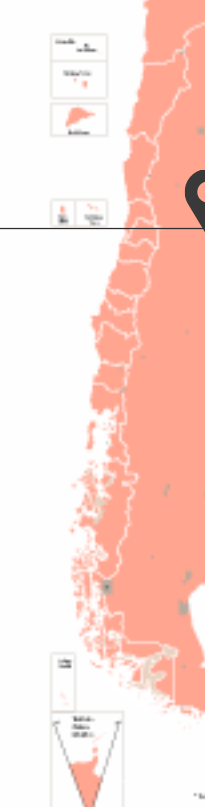
3
VALLEYS



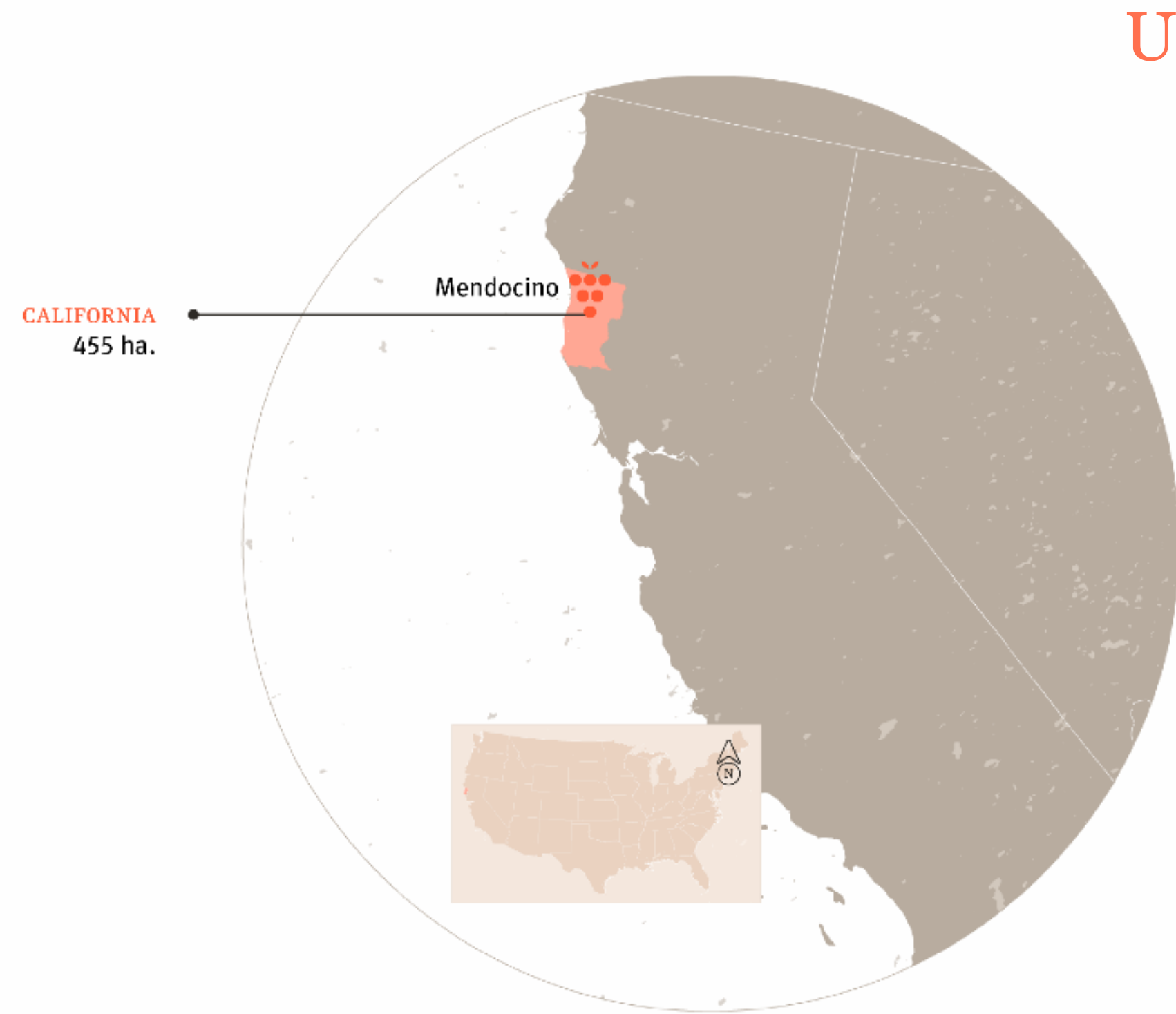
10
VINEYARDS



1.452
HECTARES



OUR VINEYARDS ARE LOCATED IN 3 NEW WORLD ORIGINS



USA



1
VALLEY



14
VINEYARDS

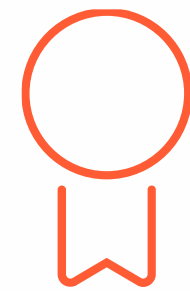


416
HECTARES



CORPORATE PILLARS

EXCELLENCE



Millions of consumers all over the world place their trust in the quality of our brands. Their preference defines our excellence. Each person who works at Viña Concha y Toro aims to achieve excellence in everything we do, and we understand that this is a continuous and collaborative process.



SUSTAINABILITY

We understand the value of growing in harmony with our natural and social environment. We incorporate sustainability into each step of our business, generating a virtuous cycle. We aim to give back what the earth has given to us in each bottle.

INNOVATION



At Viña Concha y Toro, we encourage an entrepreneurial spirit and constantly challenge ourselves. We aim to transcend with solutions that add value to our consumers. We believe in the power of systematic research, development and innovation for a connected and sustainable future.



PEOPLE

We consider our employees to be strategic partners and true change agents. Our systemic and inclusive perspective establishes collaboration as the main value of a culture which enables us to accomplish each challenge that we set ourselves.

SUSTAINABILITY STRATEGY



WINES & BRANDS

We make available to our consumers wine brands to accompany their sustainable and healthy lifestyles. We are keenly aware of our customers' needs and values when they look for products with a sustainability seal. We encourage healthy and responsible wine consumption while educating about the benefits of moderate consumption.

SUPPLIERS & PROCUREMENT

We work with suppliers and partners toward ensuring good sustainability practices throughout the value chain.



CUSTOMERS & MARKETS

Part of this consists in actively listening to the sustainability concerns of our consumers throughout our offices and distributorships in the different markets, in order to materialize integrated actions.



OUR PEOPLE

At the internal social level, we are focused on generating long term bonds with our collaborators, contributing to their welfare with health and safety, quality of life, training, and good work environment programs. Diversity, equality, and inclusion constitute a priority development focus of our sustainability strategy.



GLOBAL & LOCAL COMMUNITY

We want to become active actors and contribute to generating value in those communities and countries where we operate, developing social investment programs.



OUR ENVIRONMENT

Together with a dedicated management of natural resources, we also focus on generating positive impacts on our environment. We want our practices in relation to energy, climate change, biodiversity, soils, and a circular economy to become veritable benchmarks.



Certified



Corporation

From 2021, Viña Concha y Toro and its subsidiaries Concha y Toro, Cono Sur and Trivento form part of the global community of Certified B Corporations, together with Fetzer Vineyards (which has been certified since 2015).

BUSINESS AMBITION
FOR 1.5° C

SBTi

RENEWABLE ENERGY

FSC®

BONTERRA

CARBONNEUTRAL®

It is the first Chilean company to join the UN's Business Ambition for 1.5°C initiative.

Since 2017, Viña Concha y Toro has reduced its greenhouse gas emissions by 19%, making progress towards its goal of 55% in line with the SBTi.

97% of its electricity is supplied by renewable sources in Chile.

In 2020, the company obtained Forest Stewardship Council® Ecosystem Services certification (FSC-C154029) for 4,272 hectares of natural Mediterranean forest in Chile.

Fetzer Vineyards' flagship brand, Bonterra, received a Green Medal in the Sustainable Winegrowing Leadership Awards' Environment category, which recognizes the leadership of Californian wineries committed to sustainability.

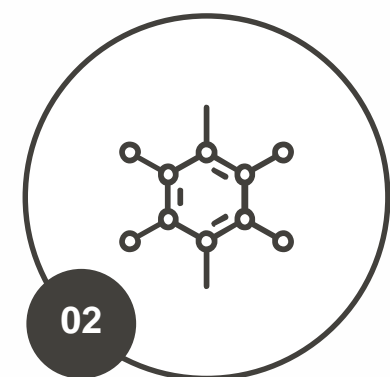
Viña Cono Sur compensates its greenhouse gas emissions annually with CarbonNeutral® delivery through the West India Wind Power project.



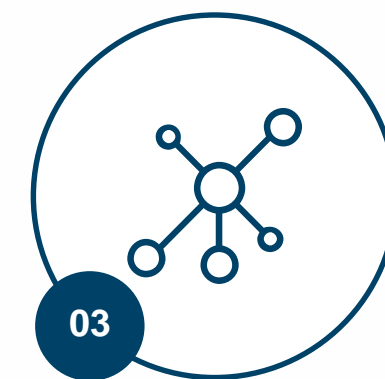
CENTER FOR
RESEARCH
AND INNOVATION



Only wine R&D&I center in Latin America.

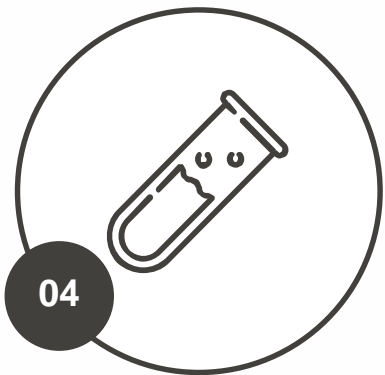


Scientific and technological innovation to address industry challenges.



Technological development and knowledge transfer for a more competitive industry.

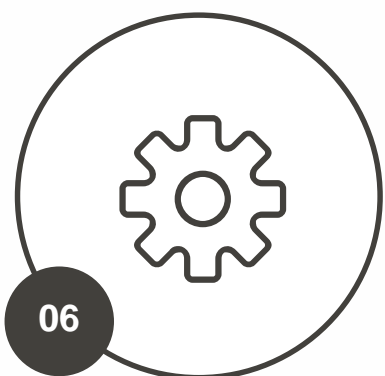
Ch \$1.774,8 million
IN R&D INVESTMENT



Cutting-edge equipment



1.500 m² of modern modular facilities



48 ongoing projects
345 extension activities since 2014.

STRATEGIC R&D PROGRAMS

- Consumers and product innovation
- Smart wine industry
- Genetic resources and plant health
- Climate change and wine quality
- Sustainability and circular economy

QUALITY AND REPUTATION

WORLD-RENOWNED



● 100 POINTS

JAMES SUCKLING

100 points and number 1 among the Top 100 Wines of Chile.

● WINERY OF THE YEAR

WINE & SPIRIT

Concha y Toro has been named as one of the Top 100 Wineries of the Year on 26 occasions (second highest number of appearances in the ranking).

● TOP 5

DRINKS INTERNATIONAL

Concha y Toro is among the World's Most Admired Wine Brands.





● NEW WORLD WINERY OF THE YEAR

WINE STAR AWARDS - WINE ENTHUSIAST

Casillero del Diablo, brand of Concha y Toro, is chosen as New World Winery of the Year.

● TOP SELLING ARGENTINE BRAND

IWSR CONSULTANTS

Trivento is the top-selling Argentinean wine brand in Europe.



● No.1 

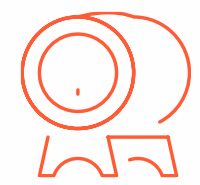
MERCO CHILE

Viña Concha y Toro is the first winery in corporate reputation ranking, in the wine industry.

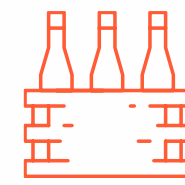
SUPPLY CHAIN

Efficient and profitable operation to deliver world-class products with the highest quality standards to our customers.

CHILE

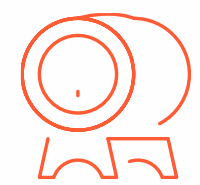


12 WINE CELLARS

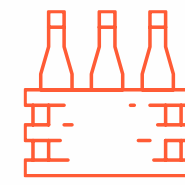


3 BOTTLING PLANTS

ARGENTINA

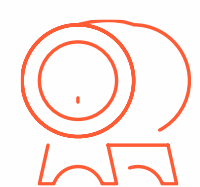


3 WINE CELLARS

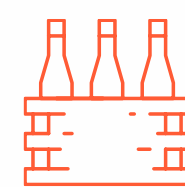


1 BOTTLING PLANT

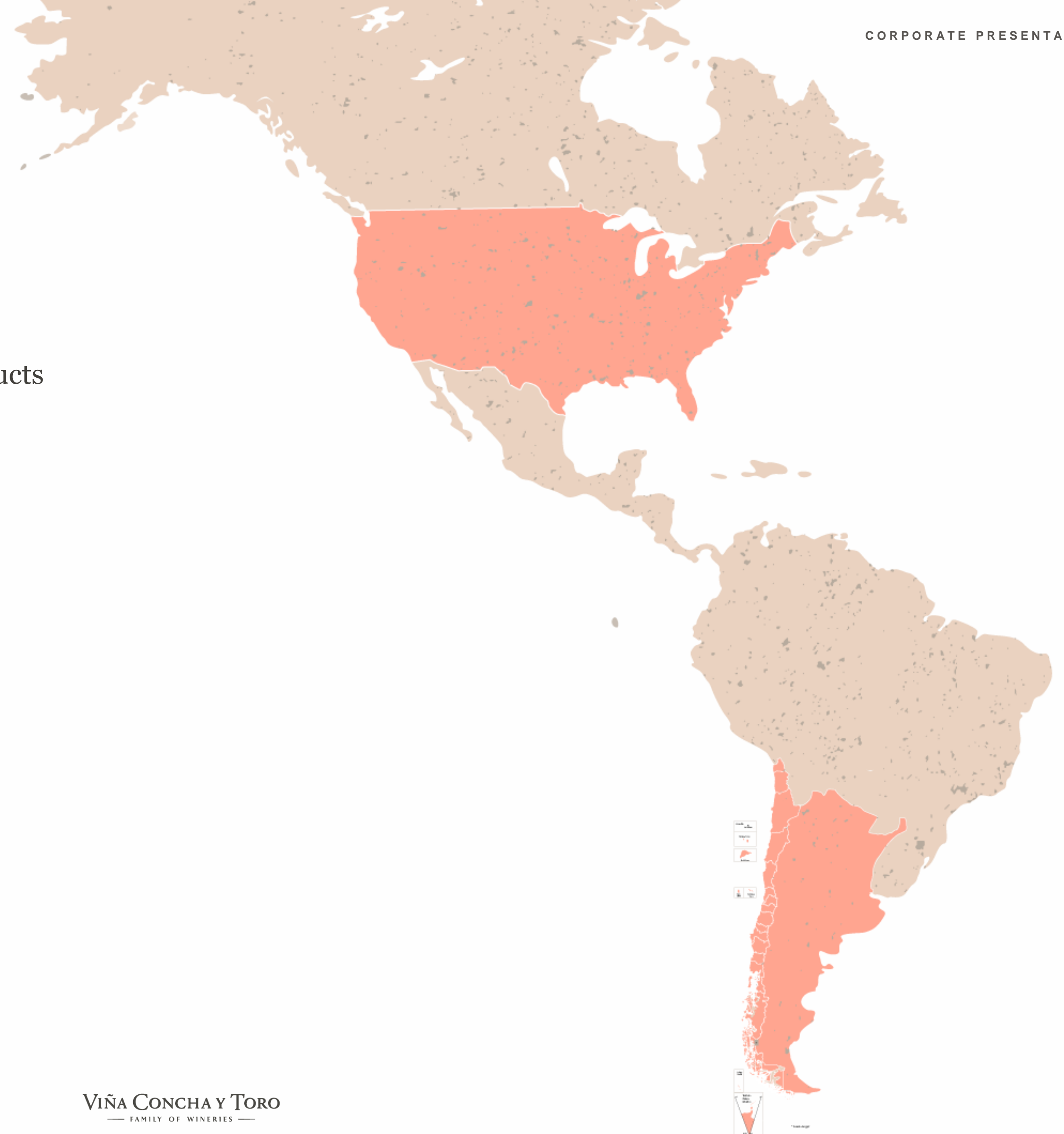
USA



1 WINE CELLAR



1 BOTTLING PLANT

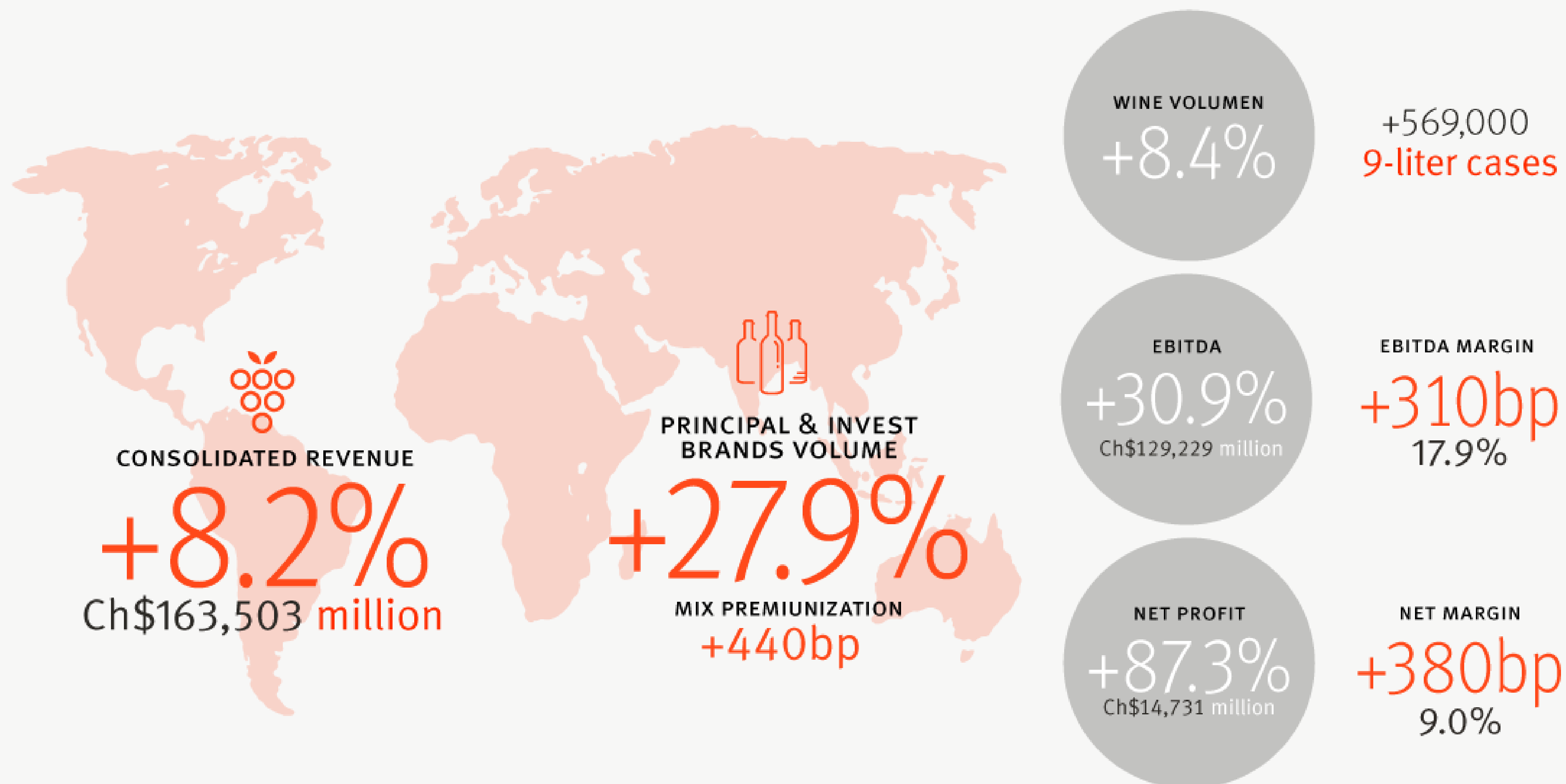


SALES STRATEGY FOCUSED ON PREMIUM WINES

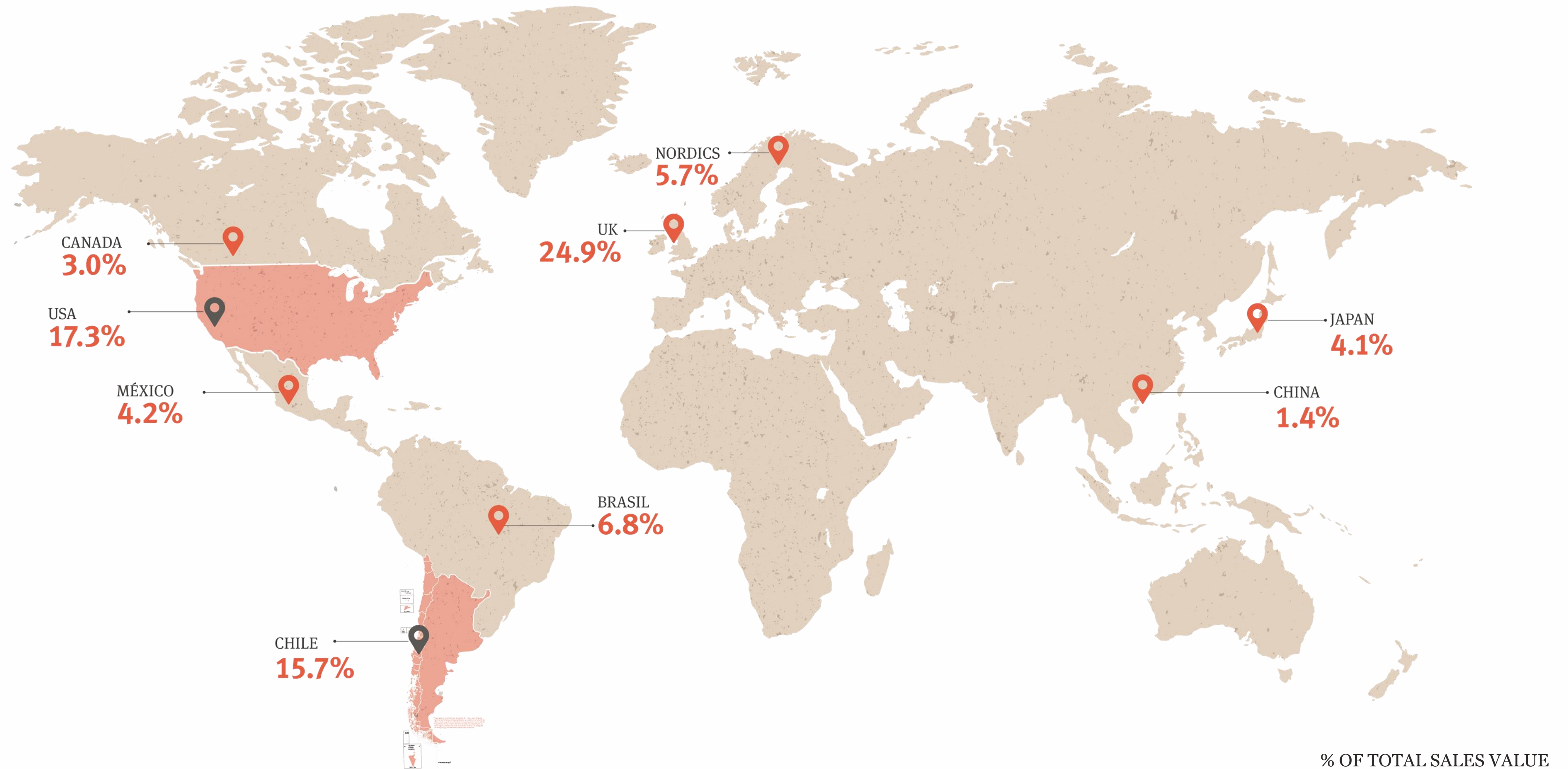
VISION

To be a leading global company, centered on the consumer, with a focus on the development of premium wine brands.

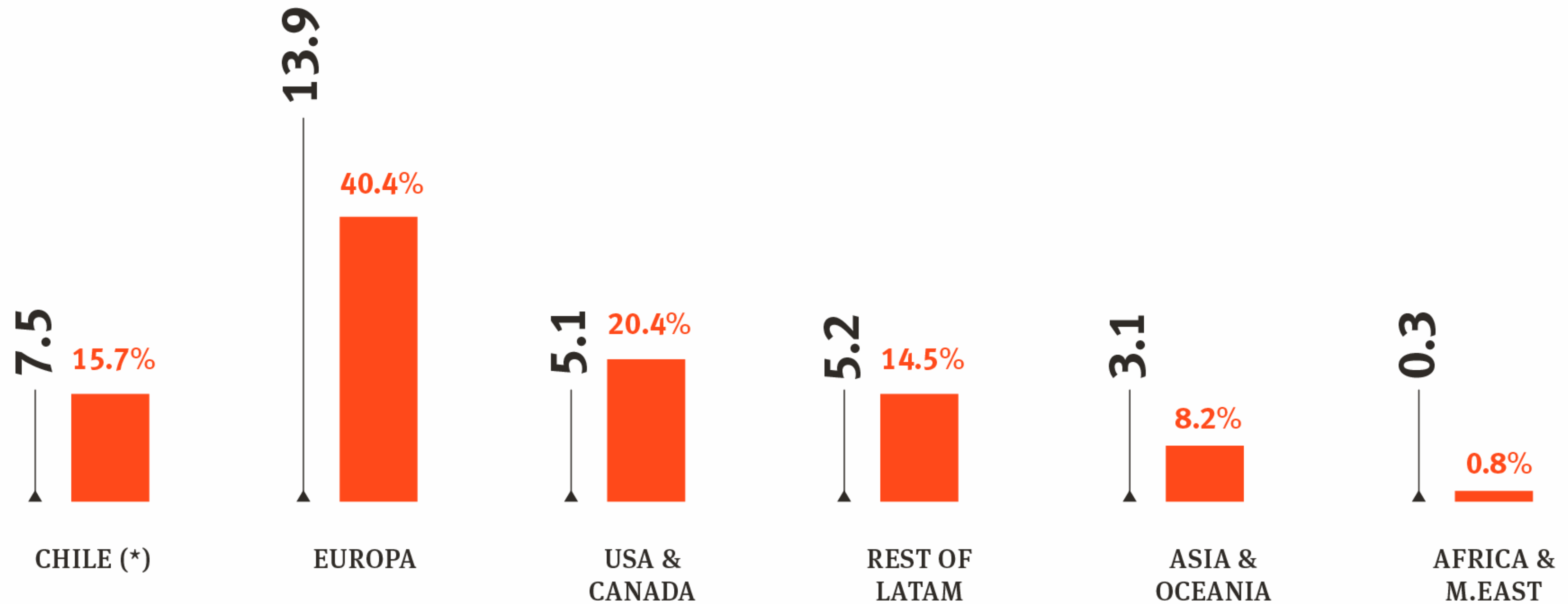
RESULTS AT A GLANCE



KEY MARKETS FOR DEVELOPMENT HIGH-PERFORMING BRANDS



BREAKDOWN OF SALES BY REGION



(*) Chile includes sales of "Products other than wine"
WINE: 11% / NON.WINE: 4,7%

■ VOLUME OF WINE SOLD IN MILLIONS OF CASES

■ % OF TOTAL SALES VALUE

RESULTS BY CATEGORY
PRINCIPAL

CASILLERO DEL DIABLO



+18.6%
in terms of volume

6.6 million
9L cases

SOLID GROWTH OF “INVEST” BRANDS



VOLUMEN +29.1%
VALUE +36.5%

2020 THOUSANDS OF 9L CASES

2020 GROWTH IN TERMS OF VOLUME

