Viña Concha y Toro

140th ANNIVERSARY

PRESS RELEASE

3Q23

WE EXIST TO **TRANSFORM**
EACH GLASS OF WINE AND EACH ENCOUNTER
AROUND THE WORLD IN TO A
MEMORABLE EXPERIENCE

INDEX

Press Release (*)
Viña Concha y Toro

(*) Consolidated figures of the following analysis are expressed in Chilean pesos, in accordance with reporting standards of the Financial Markets Commission of Chile. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

About Viña Concha y Toro

Founded in 1883, Viña Concha y Toro is the leading Latin American wine maker, and one of the world's largest wine companies. It holds more than 12,000 hectares of vineyards in Chile, Argentina, and United States, and its wine portfolio includes iconic brands, such as Don Melchor and Almaviva (Joint Venture 50% - 50% with Baron Philippe de Rothschild), its flagship brand Casillero del Diablo, Trivento from Argentina, and Bonterra brands from California.

Forward Looking Statements

This press release may contain certain forward-looking statements with respect to the financial condition, results of operations and business of the Company and certain plans and objectives of the Company with respect to these items Forward-looking statements are declaration of intentions, beliefs or expectations of Viña Concha y Toro and its administration with respect to future results of the Company. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that occur in the future.

Investor Presentation

Tuesday, November 7, 11:00 hrs.

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CHAPTER 01

Highlights

3Q23

- Consolidated sales improved compared to the previous two quarters, reaching Ch$213,012 million, a 30.5% increase compared to 1Q23 and 5.6% increase compared to 2Q23, despite falling 4.8% year-on-year.
- We have continued to make progress on our premiumization strategy, with the Principal and Invest categories accounting for 50.6% of the company's total sales, an increase of 100 bps.
- Gross profit down 12.3% to Ch$78,434 million. The gross margin was 36.8% (-320 bps), due primarily to a lower recovery of projected sales.
- EBITDA down 22.0% to Ch$26,413 million, with an EBITDA margin of 12.4%.
- Net income attributable to shareholders down 33.7% to Ch$16,722 million. The net margin was 7.9% (-340 bps).

9M23

- Consolidated sales down 7.4% to Ch$577,832 million.
- Principal and Invest categories account for 51.1% of the company's total sales, up 150 bps.
- Gross profit down 14.3% to Ch$211,252 million. The gross margin was down 290 bps to 36.6%.
- EBITDA down 39.5% to Ch$59,116 million, with an EBITDA margin of 10.2%.
- Net income attributable to shareholders down 60.3% to Ch$26,214 million. The net margin was 4.5% (down 610 bps).

CHAPTER 02

CEO´s Comments

The company's performance between July and September showed improvements compared to the first two quarters of the year, although it remains below the same quarter of 2022.

Although conditions have tended to improve recently, the factors that affected the business during the first half of the year persisted in the third quarter. Interest rates remain high, which has led distributors and major chains to reduce their inventories in a context of weak global consumption.

The investments that we have made in recent years, the extensive network of our global distribution offices and the strength of our brands have enabled us withstand the complex current scenario. As a point of reference, Chilean wine exports fell by 25% year-on-year in the quarter.

SG&A expenses decreased by 5.2% year-on-year this quarter, thanks to the process and structure optimization plan that the company started to implement this year, in addition to lower extraordinary expenses than in previous quarters, particularly in relation to warehouse leasing and freight expenses.

The operational efficiency and cost reduction plan is in full motion, with savings of Ch$2,081 million as of September, of the Ch$5,000 million target for the second half of the year.

In line with the company's innovation and brand building strategy, in the third quarter we launched a new line of Casillero del Diablo: Devil's Carnaval. This product aims to expand the traditional wine market toward younger segments, and we hope that it will become a new engine for the brand's growth.

The improvements compared to recent quarters should continue in the fourth quarter of this year, also supported by the normalization of macroeconomic conditions.

CHAPTER 03

3Q23 Results

Consolidated Sales

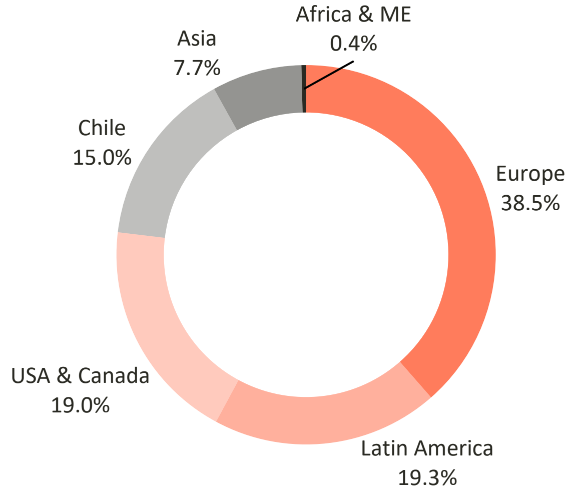
Sales (Million of Ch$)	3Q23	3Q22	Chg (%)	9M23	9M22	Chg (%)
Export Markets [1]	142,316	151,159	(5.9%)	381,840	415,713	(8.1%)
Chile	40,530	41,643	(2.7%)	105,225	105,689	(0.4%)
Wine	29,622	30,316	(2.3%)	72,687	72,892	(0.3%)
Beer and Spirits [3]	10,908	11,327	(3.7%)	32,538	32,797	(0.8%)
EE.UU.	25,896	27,406	(5.5%)	78,973	91,404	(13.6%)
Others	4,269	3,449	23.8%	11,794	11,086	6.4%
Total Sales	**213,012**	**223,656**	**(4.8%)**	**577,832**	**623,892**	**(7.4%)**

Volume (Thousends of C9L)	3Q23	3Q22	Var (%)	9M23	9M22	Var (%)
Export Markets [1]	5,181	5,306	(2.4%)	14,075	15,494	(9.2%)
Chile	2,553	2,752	(7.2%)	6,787	6,967	(2.6%)
Wine	1,850	1,998	(7.4%)	4,742	4,942	(4.0%)
Beer and Spirits [3]	703	754	(6.7%)	2,045	2,025	1.0%
EE.UU.	636	640	(0.6%)	2,068	2,305	(10.3%)
Total Volume	**8,370**	**8,697**	**(3.8%)**	**22,929**	**24,766**	**(7.4%)**

Average Price (per C9L) [2]		3Q23	3Q22	Var (%)	9M23	9M22	Var (%)
Export Markets	US$	32.2	30.8	4.8%	33.0	31.1	6.1%
Chile Wine	Ch$	16,011	15,169	5.5%	15,329	14,750	3.9%
EE.UU.	US$	47.2	46.3	2.1%	46.4	46.3	0.1%

(1) Includes exports to third parties from Chile, Argentina, and USA, and sales in Argentina. Excludes exports from Chile and Argentina to the USA, which are included in USA. (2) Excludes bulk wine sales. (3) "Beer & Spirits" were previously reported under the name Non-Wine Sales. The split of this line is intended to separate non-liquid sales (now belonging to "Others") from beverages different than wine (now belonging to "Beer & Spirits").

Consolidated Sales by Geography
3Q23



1. Consolidated Sales

Consolidated sales fell by 4.8% in 3Q23 to Ch$213,012 million, with a 3.8% reduction in volume sold.

The lower sales volumes are driven, to a large extent, by two factors. In a more restrictive financial environment with the highest interest rates in 15 years, distributors chose to reduce inventories throughout the supply and sales chain. The second factor is related to adjustments in consumption as a result of lower economic growth in the main economies in a context of inflationary pressures.

Thanks to the competitive advantage that the company has developed through its extensive proprietary global distribution network, we have been able to avoid more significant decreases in sales, as well as maintaining a good position for future growth, which is already being observed in some markets.

Taking this into account, lower sales volumes were observed in Chile, China, and Costa Rica, as well as other smaller markets where the company operates through distributors.

In the United States, we finished the quarter flat in terms of volume, as we are starting to see a recovery in sales due to the normalization of inventories in the supply chain and growth of the Bonterra and Casillero del Diablo brands. We trust in our strategic focus on the premium and up categories to recover lost volume in the coming quarters, in the extent that the market continues to recover.

On the other hand, the United Kingdom and Colombia stand out, with sales increases of 14.4% and 56.2% in value respectively.

In terms of brands, we can continue to highlight the sales growth of Trivento Reserve (+12.9%) and Diablo (+14.0%), in addition to Reservado (8.9%) and the recovery of Isla Negra (32.0%) this quarter.

The sales mix for the Principal and Invest categories improved in the quarter, with these categories accounting for 50.6% of the company's total sales (+100 bps).

1.1. Export Markets

The company's sales in export markets decreased by 5.9% to Ch$142,316 million. This result continues to be driven, albeit to an increasingly lesser extent, by lower volumes in the various markets, which decreased by 2.4% against a backdrop of decelerating consumption and adjustments following the focus on finished product inventory reduction among our distributors and key retailers, for the reasons already explained. Additionally, there were significant foreign currency effects in the quarter, given the stronger US dollar in 3Q22. The company's sales in US dollars grew by 2.3%, reaching US$167 million.

In Europe, sales grew by 4.6%, primarily due to the recovery of sales in the United Kingdom which increased by 14.4%, reflecting improvements in the Principal, Invest, and Protect categories. Improvements in the sales mix driven by the Invest and Protect categories were observed in the remaining countries, in addition to foreign currency effects on sales.

In Asia, sales decreased by 29.6% in value and 20.3% in volume, due primarily to the discontinuation of the sale of a private brand in China to strengthen our premiumization strategy, and the non-cyclical behavior of other markets in the region due to the inventory issues that have already been explained. The company's strategic focus on premium categories in the Asian market has yielded positive results in China, with sales increasing by 7.2% in value for the Principal, Invest, and Protect categories. Meanwhile, sales in Japan, South Korea, and the rest of the countries fell by 22.9% in value, primarily driven by decreases in the Invest category.

In Latin America, sales fell by 7.7% in value, driven by lower sales in Costa Rica and Ecuador, among other markets where the company operates through distributors, which have been affected by high interest rates, generating pressure to reduce their inventories. The Colombian market stands out with growth of 56.2% in value and the Dominican Republic with growth of 134.0%.

With regard to foreign currency effects, in 3Q23 the Chilean peso appreciated by 5.3% against our currency basket, including the US dollar (6.8%), pound sterling (1.6%), and euro (0.8%)[1].

[1] Based on the actual exchange rates applied for Viña Concha y Toro.

1.2. Chile

In the domestic Chilean market, wine sales fell by 2.3% in value to Ch$29,622 million, with the 7.4% decrease in volume partially offset by a 5.5% increase in the average price/sales mix. The volume decreases were concentrated among the Principal (-3.9%) and Protect (-9.7%) categories.

The Invest category grew by 4.7% in value, driven primarily by the Diablo brand (+12.4%). As a result, the Principal and Invest categories accounted for 42.2% of sales, 20 bps higher than the same quarter in the previous year.

The beer and spirits category fell by 3.7% in value and 6.7% in volume in the quarter, due primarily to lower beer sales which were impacted by the lower-than-usual temperatures during Q3.

1.3. USA

Sales in the domestic USA market include sales of Bonterra Organic Estates (formerly Fetzer Vineyards) and the portfolio imported from Chile and Argentina that is currently sold by Bonterra Organic Estates.

Sales in the USA decreased by 5.5% in value to Ch$25,896 million, with an average price/sales mix increase of 2.1% in US dollars. Although we saw a 0.6% decrease in volume, during the quarter we were also able to observe the upward trend in consumption that has been ongoing since 1H23 in that market. Additionally, foreign currency effects were observed due to a lower US dollar exchange rate during the quarter (CLP 850/USD 1.00 vs. CLP 926/USD 1.00 in 3Q22). In US dollar terms, sales grew by 1.5% when compared with the same quarter of last year.

The lower sales volumes continue to be due primarily to the adjustment observed on an industry level in the local USA market, with lower sales volumes especially among <US$10 segments, in addition to inventory adjustments among key distributors in a more restrictive financial environment and interest rate increases.

2. Cost of Sales

The cost of sales reached Ch$134,577 million, 0.3% higher than in 3Q22. This still doesn't fully reflect the lower import costs for our subsidiaries (due to reductions in shipping rates) and the lower cost of dry goods which are being observed as of the present date, due in part to the decrease in volume, changes in the sales mix, and higher bottling costs in the United Kingdom.

On a unit level (cost per liter of wine), the cost of sales increased. The cost per liter of wine in Argentina and the USA increased by 1.9% and 0.3% respectively in Chilean pesos. In Chile, there was a decrease of 5.9% in the wine category and 6.6% in other categories. This is driven primarily by the increase in the cost of wine and a change in the sales mix, given that the cost of dry goods and operating and supply chain costs are lower than in the same quarter of the previous year.

3. Gross Margin

The company's gross margin was 36.8% (-320 bps), driven by the aforementioned cost increases, which were affected by extraordinary expenses equivalent to 1.3% of sales that are now starting to wane, changes in the sales mix, and lower volumes, in addition to negative foreign currency effects.

4. Selling, General, and Administrative (SG&A) Expenses

Selling, general, and administrative expenses (distribution costs + administrative expenses) were Ch$59,583 million in the quarter, a 5.2% decrease compared to the Ch$62,830 million reported in 3Q22. The decrease in SG&A expenses is due to lower expenses for warehouse leasing, third-party services, and shipping and freight costs. However, due to the lower sales, the SG&A ratio was 28.0%, down 10 bps compared to 3Q22.

The lower SG&A ratio this quarter is directly related to the optimization of structures and processes that the company started to implement this year, in addition to lower extraordinary expenses than in previous quarters, particularly in relation to warehouse leasing and shipping and freight expenses.

Extraordinary expenses reached Ch$1,169 million 3Q23, mainly related to external consulting services and compensation for years of service due to the optimization of our structure and processes. This is a decrease of 35.7% compared to the extraordinary expenses of Ch$1,818 million in 3Q22, and they will continue to fall.

Without these extraordinary expenses, the SG&A ratio would have been 27.4% in 3Q23 and 27.3% in 3Q22, an increase of 10 bps year-on-year.

5. Other Revenue and Expenses

Other revenue reached Ch$287 million in 3Q23, 39.0% lower than the Ch$470 million reported in the same quarter of 2022. This is primarily due to the fact that in 3Q22 there was a reversal in the provision for obsolete inventory of Ch$100 million, and claims compensation of Ch$108 million that were not observed in this quarter.

Other expenses were Ch$516 million in the quarter, 55.7% lower than the Ch$1,165 million reported in the same quarter of 2022, primarily because in 3Q22 we incurred expenses related to the removal of grapevines in low-yield vineyards.

6. Operating Profit

Operating profit reached Ch$18,622 million, a 28.3% decrease compared to the Ch$25,955 million reported in 3Q22. The operating margin was 8.7% in 3Q23, compared to the operating margin of 11.6% in 3Q22.

During this quarter, we continued to see extraordinary costs and expenses that accounted for 1.9 percentage points of the operating margin, originating from temporary effects that are expected to continue decreasing in the coming months. Without these extraordinary costs and expenses, operating profit would have reached Ch$22,575 million and the operating margin would have been 10.6% in the quarter.

7. EBITDA

EBITDA (earnings before interest, taxes, depreciation, and amortization) was Ch$26,413 million in 3Q23, 22.0% below the figure reported in 3Q22. The EBITDA margin was 12.4% (-270 bps).

Without the extraordinary costs and expenses, adjusted EBITDA would have been Ch$30,365 million, with an adjusted EBITDA margin of 14.3%.

8. Non-Operating Income

In 3Q23, the company reported non-operating income of Ch$1,619 million, a 49.8% decrease compared to the non-operating income of Ch$3,227 million in 3Q22. This was largely due to higher net financing costs in the quarter.

Financial income was Ch$1,168 million in 3Q23, an 89.2% increase compared to the Ch$617 million reported in 3Q22, primarily due to higher returns on short-term investments.

Financing costs increased by 56.0% compared to 3Q22, primarily due to higher short-term interest rates and, additionally, an increase in financial debt to cover higher working capital in the quarter as a result of lower sales, which should be normalized in the coming months.

With regard to our associated companies' earnings, we can highlight Almaviva's revenue, which increased by 2.1% compared the same quarter of 2022, reaching Ch$6,535 million. On the other hand, Industria Corchera's revenue was Ch$233 million in the quarter compared to Ch$349 million in 3Q22, a decrease of 33.3%.

Profit through participation in associated companies and joint ventures was Ch$6,738 million in 3Q23 compared to Ch$6,646 million in 3Q22, an increase of 1.4%.

Profit from exchange differences was Ch$58 million, 30.9% less than in 3Q22.

9. Corporate Income Tax

Expenditure related to corporate income tax was Ch$3,773 million in the quarter, 0.3% lower than the Ch$3,782 million reported in 3Q22, reflecting the impact of a higher inflation rate in Chile in the period that reduced the tax rate for last year, generating a tax benefit which today is starting to be normalized.

10. Earnings and Earnings per Share

Net income attributable to shareholders was Ch$16,722 million, a 33.7% decrease compared to the Ch$25,225 million reported in 3Q22. The net margin was 7.9%, a contraction of 340 bps.

Based on the 739,010,000 subscribed shares in circulation[2] as of September 30, 2022, Viña Concha y Toro's earnings per share reached Ch$22.6, a 33.7% decrease compared to the Ch$34.1 reported in the same quarter of 2022, with 739,280,000 subscribed shares, due to a decrease in net income.

[2] Subscribed shares in circulation refer to the company's total shares, not including those that were acquired under the share repurchase program.

CHAPTER 04

Results 9M23

1. Consolidated Sales

In 9M23, consolidated sales fell 7.4% to Ch$577,832 million, which continues to be explained by the complex global situation marked by inflationary pressures, excess inventory and supply chain disruptions, higher interest rates, economic slowdown, cost increases for dry goods and shipping, lower consumption, and negative foreign currency effects. All of the above resulted in a 7.4% decrease in sales volume.

The lower volumes are due to various factors, primarily adjustments in the supply chain and sales as a result of high interest rates and the adjustments in consumption as a result of economic contractions in various economies around the world, together with a slower-than-expected recovery.

Sales of our brands in the Principal and Invest categories decreased by 4.7% in value and 3.3% in volume. Despite this, the Principal and Invest categories increased their share of the sales mix by 150 bps, accounting for 51.1% of the company's total sales, which continues to indicate that the portfolio premiumization strategy implemented was correct.

In 9M23, we can highlight the increase in average price/sales mix in export markets (+6.1% in US$), Chile Wine (+3.9% in Ch$), and USA (+0.1% in US$).

1.1. Export Markets

In a global scenario that, during the initial months of this year, was impacted by the aforementioned considerations that have continued to be observed in the third quarter albeit to a lesser extent, the company's sales in export markets decreased by 8.1% in value to Ch$381,840 million, due to the 9.2% reduction in volume and negative foreign currency effects, which were not able to be offset by the increase in average price/sales mix.

In Europe, sales decreased by 1.3%, with volume down 2.7%. This was driven primarily by lower volumes in the Netherlands, Sweden, and Denmark. The United Kingdom stands out with growth of 5.7% in value, driven by the Principal, Invest, and Protect categories.

Sales in Asia, meanwhile, decreased by 14.7% in value and 13.0% in volume in 9M23, primarily due to the company's premiumization strategy, where we are reducing sales of specific commercial brands in each country and non-premium wine volumes. Here we can highlight the performance of the Principal and Protect categories, which together increased by 20.6% in value, driven by China and Japan.

In Latin America, sales decreased by 11.8% in value, driven primarily by the Protect category (-14.5% in value). Lower sales were observed in Costa Rica, Ecuador, Brazil, and

Colombia, due to inventory adjustments in the supply chain and the distribution model in each country.

Canada also showed a drop in sales, albeit to a lesser extent compared to 1H23, of 29.6% in value and 18.5% in volume, primarily due to the government monopoly's decision to reduce inventory days.

With regard to foreign currency effects, in 9M23 the Chilean peso appreciated by 5.1% against our currency basket, including the pound sterling (5.1%), US dollar (4.3%), and euro (2.3%)[3].

1.2. Chile

In the domestic Chilean market, wine sales fell by 0.3% in value to Ch$72,687 million. The average price/sales mix increased by 3.9%, but this was not sufficient to offset the 4.0% decrease in volume as a result of the change in wine consumption habits in this market, with the mass-market category gaining greater relevance.

Sales in the beers and spirits category increased by 1.0% in volume but fell by 0.8% in value. This growth was led by beer sales, in particular Miller, which increased by 7.5% in value.

1.3. USA

Sales in the domestic USA market include sales of Bonterra Organic Estates (formerly Fetzer Vineyards) and the portfolio imported from Chile and Argentina that is currently sold by Bonterra Organic Estates.

In the USA, sales decreased by 13.6% in value, with an average price/sales mix increase of 0.1% in US dollars. Total sales volume fell by 10.3%, driven primarily by inventory adjustments in the distribution chain. Lower sales were observed in the non-premium category (<US$11), as well as in categories above US$20. We can also highlight the upturn in this market in 3Q23 with volumes that remained almost flat, tempering the accumulated decrease in sales in 9M23.

2. Cost of Sales

The cost of sales was Ch$366,579 million, a 2.9% decrease compared to 9M22. This decrease still doesn't fully reflect the impact of cost pressures on dry goods and higher import tariffs and shipping rates which affected our subsidiaries' import costs in the initial months of this year and have now started to wane.

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[3] Based on the actual exchange rates applied for Viña Concha y Toro.

3. Gross Margin

Gross profit was Ch$211,252 million, a 14.3% decrease year-on-year with a gross margin of 36.6% (-290 bps), due to changes in the sales mix and lower sales volumes, in addition to negative foreign currency effects. We can also highlight the efficiencies implemented to contain cost increases observed primarily for dry goods and shipping, without which this impact would have been greater.

4. Selling, General, and Administrative (SG&A) Expenses

Selling, general, and administrative expenses (distribution costs + administrative expenses) reached Ch$172,288 million, a 1.5% increase compared to Ch$169,698 million in 9M22. This increase is primarily due to higher remunerations and personnel costs (+5.8%), marketing expenses in key markets (+5.5%), and provision accounts for the new recycling tax in the United Kingdom, in addition to reduced dilution of fixed costs due to lower sales volumes. The SG&A ratio was 29.8%, 260 bps higher than in 9M22.

During the first nine months of this year, extraordinary expenses of Ch$5,577 million were reported, mainly as a result of compensation for years of service and logistics expenses, and provisions of Ch$1,900 million for the new tax in the United Kingdom in the first half of the year.

Without these extraordinary expenses and the new tax in the United Kingdom, SG&A expenses would have decreased by 1.8% compared to 9M22 and the SG&A ratio would have been 28.9%.

5. Other Revenue and Expenses

Other revenue and expenses resulted in a net loss of Ch$1,556 million in 9M23, 7.1% lower than the net loss of Ch$1,675 million in 9M22. This is primarily due to lower income in 9M23 because of a tax recovery in Brazil during the first half of 2022 and lower expenses, given that 9M22 was impacted by premium freight expenses and higher expenses related to the removal of grapevines in low-yield vineyards.

6. Operating Profit

Operating profit reached Ch$37,409 million, a decrease of 50.2% compared to the Ch$75,116 million reported in 9M22. The operating margin was 6.5%, 560 bps below the operating margin of 12.0% reported in 9M22.

Without the extraordinary costs and expenses reported in 9M23, operating profit would have been Ch$55,004 million and the operating margin would have been 9.5%.

This reflects the complex situation facing the industry, which is already starting to wane, and as such we expect better results in the coming months.

Although gradual improvements have been observed in each quarter this year, there is still progress to be made both in terms of sales and reducing costs and extraordinary expenses. The recovery that we had forecast at the halfway point of this year has been slower than expected, which directly impacted our performance in the last quarter.

7. EBITDA

EBITDA (earnings before interest, taxes, depreciation, and amortization) was Ch$59,116 million in 9M23, a 39.5% decrease compared to 9M22. The EBITDA margin was 10.2%, 540 bps lower than in 9M22.

Without the extraordinary costs and expenses, adjusted EBITDA would have been Ch$76,712 million in 9M23, with an adjusted EBITDA margin of 13.3%.

8. Non-Operating Income

In 9M23, the company reported a non-operating loss of Ch$5,983 million, compared to non-operating income of Ch$354 million in 9M22. This was primarily due to higher net financing costs in the period.

We can also highlight the release of Almaviva's 2021 vintage on La Place de Bordeaux in September, which was very well received on international markets with 100% of its volume sold. Its sales fell by 1.1% in value to Ch$6,217 million in 9M23 compared to Ch$6,287 in 9M22, primarily due to a lower exchange rate.

Financial income was Ch$2,740 million in 9M23, an 7.9% decrease compared to the Ch$2,974 million reported in 9M22, primarily due to a lower cash surplus.

Financing costs, net of financial income and adjustment units, increased by 44.8% compared to 9M22, primarily due to higher short-term interest rates and an increase in financial debt to cover higher working capital in the period, which should be normalized in the coming months. Additionally, we can highlight the company's financial and debt management, achieving lower expenses of Ch$2,315 million in the period thanks to the inflation hedging set at 2.78% for 2023.

Net financial debt with related derivatives reached Ch$403,631 million, 24.0% above the net financial debt as of September 30, 2022.

Profit from exchange differences was Ch$887 million, 40.6% lower than in 9M22.

9. Corporate Income Tax

Expenditure related to corporate income tax reached Ch$5,161 million in the period, 40.4% below the Ch$8,652 million reported in 9M22 due to a 58.4% decrease in profit before tax primarily driven by lower sales.

Higher expenses due to inflationary effects in Chile resulted in a tax reduction of Ch$11,250 million in 9M22, compared to a tax reduction of Ch$2,412 million in 9M23. The effect seen in 2022 will not be repeated this year to the same extent.

10. Earnings and Earnings per Share

Net income attributable to shareholders was Ch$26,214 million, a decrease of 60.3% compared to the Ch$66,104 million reported in 9M22. The net margin was 4.5% (-610 bps).

Based on the 739,010,000 subscribed shares in circulation[4], Viña Concha y Toro's earnings per share reached Ch$35.5, a 60.3% reduction compared to the earnings per share of Ch$89.4 reported in the same period of 2022, with 739,280,000 subscribed shares.

[4] Subscribed shares in circulation refer to the company's total shares, not including those that were acquired under the share repurchase program.

CHAPTER 05

Income Statement

(thousands of Ch$)	3Q23	3Q22	Chg (%)	9M23	9M22	Chg (%)
Revenue	213,011,601	223,655,893	(4.8%)	577,831,939	623,891,521	(7.4%)
Cost of sales	(134,577,314)	(134,176,787)	0.3%	(366,579,466)	(377,401,646)	(2.9%)
Gross profit	78,434,287	89,479,106	(12.3%)	211,252,473	246,489,875	(14.3%)
Gross margin	36.8%	40.0%	(320 bp)	36.6%	39.5%	(290 bp)
Other income	286,593	469,530	(39.0%)	1,014,671	2,174,596	(53.3%)
Distribution costs	(46,937,385)	(49,816,558)	(5.8%)	(134,799,435)	(132,125,616)	2.0%
Administrative expense	(12,645,658)	(13,012,955)	(2.8%)	(37,488,346)	(37,572,854)	(0.2%)
Other expense by function	(515,610)	(1,164,584)	(55.7%)	(2,570,840)	(3,849,755)	(33.2%)
Profit (loss) from operating activities	18,622,227	25,954,539	(28.3%)	37,408,523	75,116,246	(50.2%)
Operating margin	8.7%	11.6%	(290 bp)	6.5%	12.0%	(560 bp)
Financial income	1,167,591	617,278	89.2%	2,739,578	2,974,059	(7.9%)
Financial costs	(6,505,493)	(4,169,822)	56.0%	(16,160,051)	(11,163,808)	44.8%
Share of profit (loss) of associates and joint ventures using equity method	6,738,118	6,645,642	1.4%	6,468,924	6,831,239	(5.3%)
Exchange differences	58,462	84,558	(30.9%)	886,818	1,492,569	(40.6%)
Adjustment units	160,039	49,252	224.9%	81,708	219,696	(62.8%)
Non-operating profit (loss)	1,618,717	3,226,908	(49.8%)	(5,983,023)	353,755	(1,791.3%)
Profit (loss) before tax	20,240,944	29,181,447	(30.6%)	31,425,500	75,470,001	(58.4%)
Income tax expense	(3,772,807)	(3,782,466)	(0.3%)	(5,160,667)	(8,651,635)	(40.4%)
Profit (loss)	16,468,137	25,398,981	(35.2%)	26,264,833	66,818,366	(60.7%)
(Profit) loss attributable to noncontrolling interests	253,402	(173,705)	(245.9%)	(51,070)	(714,745)	(92.9%)
Profit attributable to owners of parent	16,721,539	25,225,276	(33.7%)	26,213,763	66,103,621	(60.3%)
Net margin	7.9%	11.3%	(340 bp)	4.5%	10.6%	(610 bp)
Basic earnings per share *	22.6	34.1	(33.7%)	35.5	89.4	(60.3%)
Depreciation expense	7,004,795	7,303,805	(4.1%)	19,727,041	20,954,073	(5.9%)
Amortization expense	785,775	592,592	32.6%	1,980,849	1,689,782	17.2%
EBITDA**	26,412,798	33,850,935	(22.0%)	59,116,413	97,760,101	(39.5%)
EBITDA margin**	12.4%	15.1%	(270 bp)	10.2%	15.7%	(540 bp)

* Number of shares subscribed in 3Q23 are 739,010,000 and in 3Q22 were 739,280,000.

** EBITDA = Profit (loss) from operating activities + Depreciation & Amortization expenses.

CHAPTER 06

Statement of Financial Position[5]

(thousands of Ch$)	Sep. 30, 2023	Dec. 31, 2022	Chg (%)
Assets			
Cash and cash equivalents	27,689,015	33,791,676	(18.1%)
Inventories	467,391,869	411,139,331	13.7%
Trade and other current receivables	221,392,037	249,182,114	(11.2%)
Current biological assets	20,652,718	32,765,312	(37.0%)
Other current assets	46,975,612	57,557,436	(18.4%)
Current assets	**784,101,251**	**784,435,869**	**(0.0%)**
Property, plant and equipment	502,939,118	483,445,198	4.0%
Investments accounted for using equity method	39,882,976	33,793,129	18.0%
Other noncurrent assets	284,262,639	280,105,584	1.5%
Noncurrent assets	**827,084,733**	**797,343,911**	**3.7%**
Assets	**1,611,185,984**	**1,581,779,780**	**1.9%**
Liabilities			
Other current financial liabilities	211,100,906	157,717,682	33.8%
Other current liabilities	228,049,662	284,921,845	(20.0%)
Current liabilities	**439,150,568**	**442,639,527**	**(0.8%)**
Other noncurrent financial liabilities	306,110,206	281,928,903	8.6%
Other noncurrent liabilities	95,974,152	93,102,622	3.1%
Noncurrent liabilities	**402,084,358**	**375,031,525**	**7.2%**
Liabilities	**841,234,926**	**817,671,052**	**2.9%**
Equity			
Issued capital	80,589,257	84,178,790	(4.3%)
Retained earnings	683,093,952	676,423,359	1.0%
Treasury stock	(6,558,377)	(10,147,910)	(35.4%)
Other reserves	5,845,972	6,308,525	(7.3%)
Equity attributable to owners of parent	**762,970,804**	**756,762,764**	**0.8%**
Non-controlling interests	6,980,254	7,345,964	(5.0%)
Equity	**769,951,058**	**764,108,728**	**0.8%**
Equity and liabilities	**1,611,185,984**	**1,581,779,780**	**1.9%**

[5] In order to facilitate analysis, some accounts have been grouped.

Statement of financial position as of September 30, 2023

1. Assets

As of September 30, 2023, Viña Concha y Toro's assets totaled Ch$1,611,186 million, 1.9% above the figure reported as of December 31, 2022.

2. Liabilities

As of September 30, 2023, net financial debt with related derivatives reached Ch$403,631 million, 25.4% above the figure reported as of December 31, 2022. The NFD/EBITDA ratio was 4.2x.

Net financial debt with related derivatives is calculated as: Debt capital including derivatives related to financial debt – Cash and cash equivalents Note 19, Financial Statements.