

Corporate Presentation *2023*

VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —



We exist to transform each
glass of wine and each
encounter around the
world into a
memorable experience



Viña Concha y Toro *Family of New World Wineries*

140 years ago, Viña Concha y Toro began its journey to become a global wine industry leader. Our production origins in Chile, Argentina, and the United States imbue our wines with 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



One of the largest wineries in the world, with more than 12,000 hectares of vineyards planted in Chile, Argentina, and the USA.

Viña Concha y Toro

at a glance

04



In 2022, its premium and superior-level brands obtained 160 scores of above 90 points in the world's leading wine industry publications.

05



Since 2021, the holding has formed part of the global community of Certified B Corporations, and it has been included in the Dow Jones Sustainability Index for the last eight years.



06

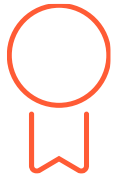


It has more than 3,000 employees around the world, and its head office is located in Santiago, Chile.

Subsidiaries



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.



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.



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.



PEOPLE

Our employees are 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.

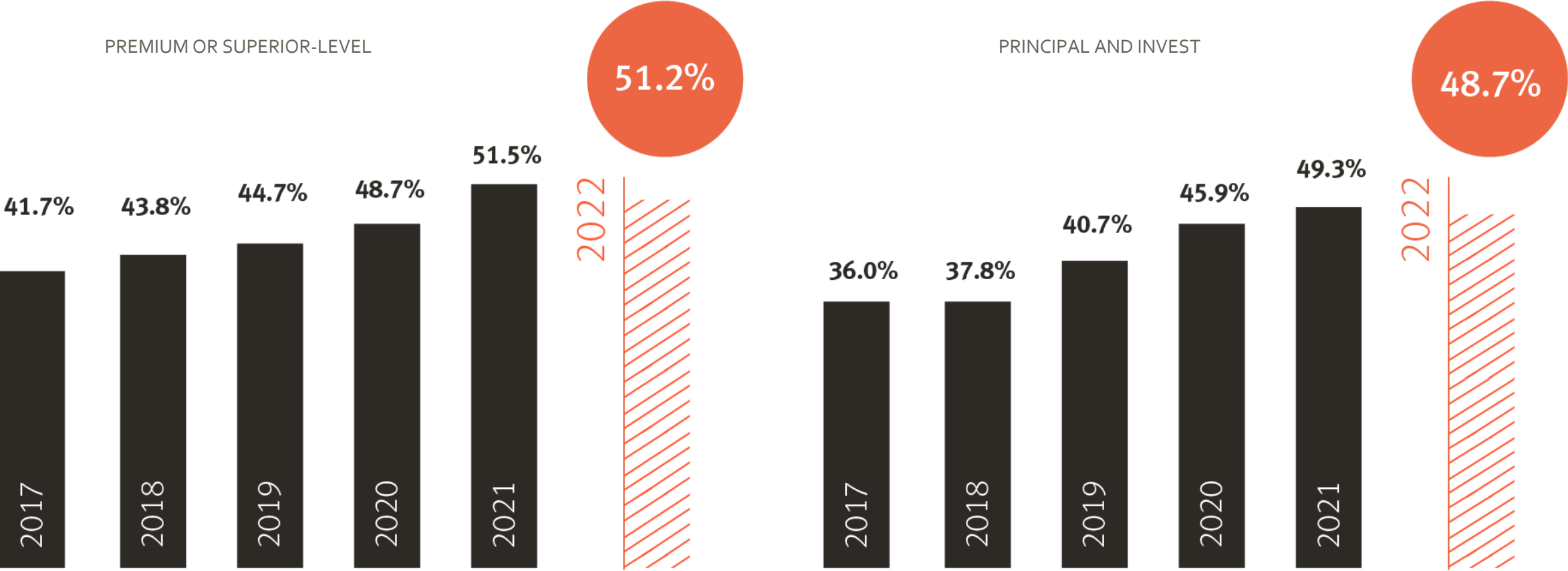
Premiumization

- Since 2021, more than half of the company's revenue is generated by premium or superior-level wines.
- Super and Ultra Premium brands are also the fastest growing, with an increase of 13% in 2022, accounting for 14% of total sales value.
- Strength of our brands from our three countries of origin: Principal (Casillero del Diablo) and Invest portfolio is well positioned in priority markets.



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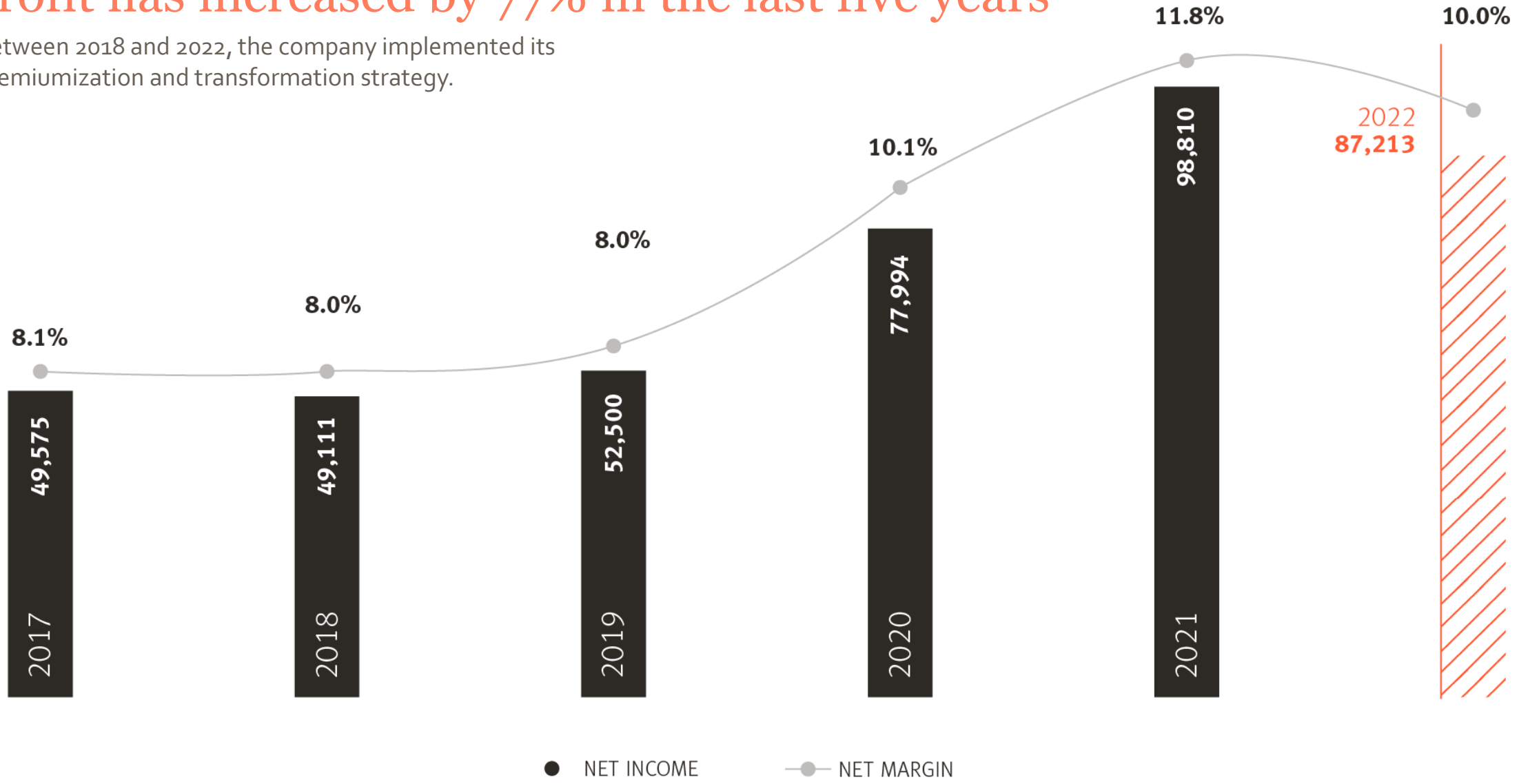
Between 2018 and 2022, the company implemented its premiumization and transformation strategy



CLP THOUSANDS

Profit has increased by 77% in the last five years

Between 2018 and 2022, the company implemented its premiumization and transformation strategy.



STRONG BRANDS:
Casillero del Diablo.

Premiumization across the Casillero del Diablo range, adding higher-quality products.



STRONG BRANDS:

Diablo and Unrated

Two new launches that have completed the company's premium wine portfolio, and which have been very well received by consumers.



STRONG BRANDS:
Super Premium Chile

A substantial fine wine portfolio that offers a wide range of varieties from the country's best terroirs.



STRONG BRANDS:

Premium Argentina

A strong range of fine wines from the best terroirs of Mendoza.

Trivento is Argentina's most exported wine.



STRONG BRANDS:
Premium Brands USA

*The best eco-friendly and biodynamic wines
from the renowned California terroir.*



INNOVATING TO TRANSCEND

Since 2014, the Center for Research and Innovation has incorporated scientific investigation into the winemaking process in order to design the winery of the future.



WATER SAVINGS

*Pilot plan that allows **18%** water savings with different efficient irrigation techniques.*

An app developed by the CRI enables us to collect data on grapevine evapotranspiration, soil moisture, and weather forecasts to know when and how much to irrigate.



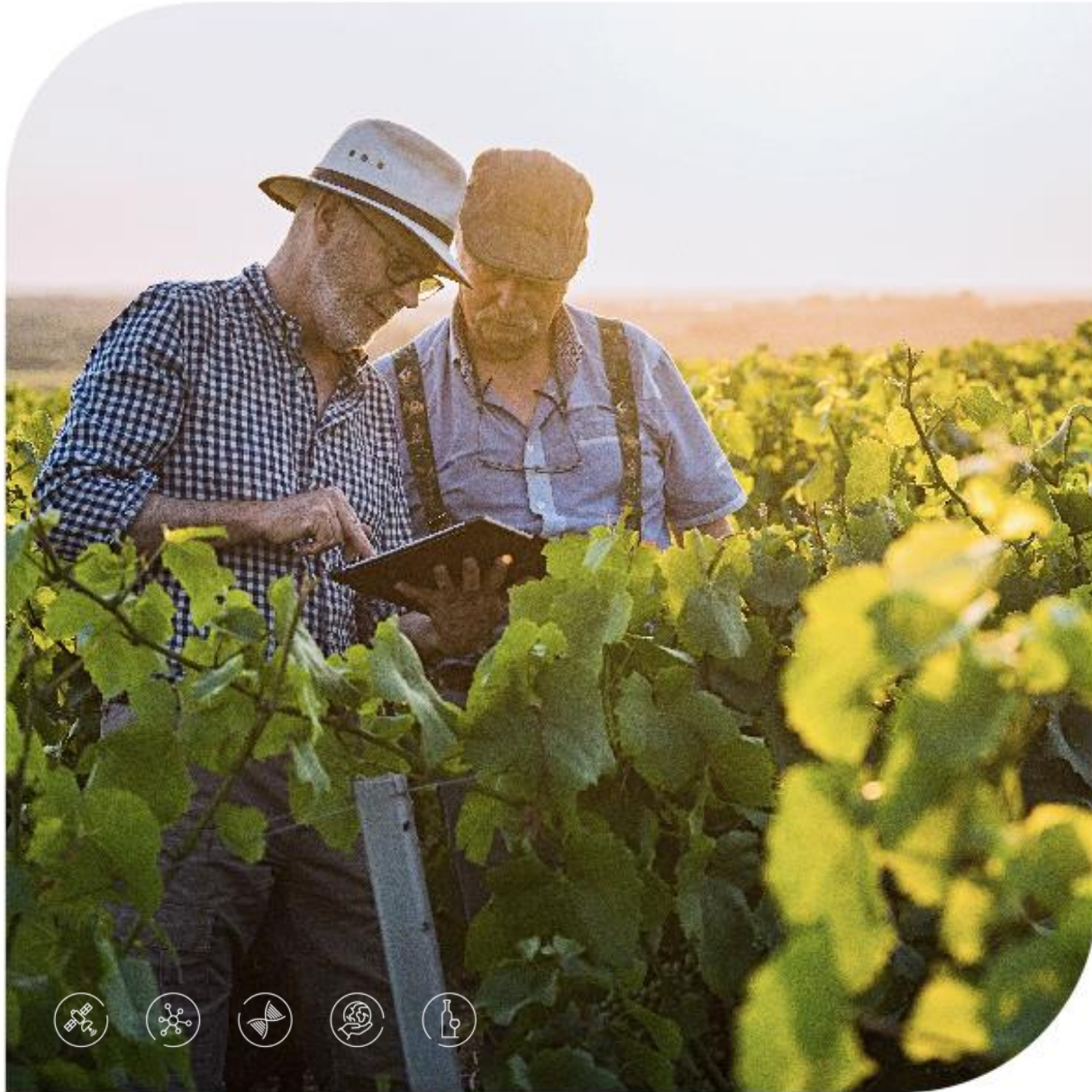


GRAPEVINES 2.0

Grapevines free from viruses and wood-decay fungi, without affecting their genetic identity.

This enables them to be better prepared to face climate change and have a longer lifespan.





PRECISION ANALYSIS

Smart Winery and Smart Agro, digital platforms to monitor key parameters and improve decision-making.

These platforms provide information in real time and offer satellite-based solutions to forecast harvest volume, in addition to using micro weather stations to predict grape quality, among other factors.



TAKE CARE OF WATER

WATER FOOTPRINT IN 2021

WAS 50% BELOW THE AVERAGE

FOR THE GLOBAL WINE INDUSTRY.



100% of our vineyards are irrigated with drip irrigation systems.



Our goal for 2025 is to reduce water consumption per bottle of wine by 10%.

PROTECT BIODIVERSITY



VIÑA CONCHA Y TORO PROTECTS

4,272 HECTARES OF NATURAL FOREST

AND ITS BIODIVERSE FLORA Y FAUNA.



- 🍃 Flower gardens in 3,600 hectares of vineyards to promote pollination.
- 🍃 Through the installation of nest boxes, we have increased bird biodiversity in 6,700 hectares of vineyards.

REDUCE YOUR CARBON FOOTPRINT

ON TRACK TO ACHIEVE

THE GOAL OF NET-ZERO EMISSIONS

BY 2050.



50% reduction in our carbon footprint during the last decade.



100% of our wines are produced using renewable energy.

