PRESS RELEASE

1Q24

Viña Concha y Toro

Family of New World Wineries

INDEX

Press Release (*)
Viña Concha y Toro

(*) The consolidated figures used in the following analysis are denominated in Chilean pesos in adherence to the reporting standards established by the Financial Markets Commission of Chile. As a result of rounding, the numbers presented throughout this document may not add up precisely to the totals provided, and percentages may not exactly reflect the absolute figures.

About Viña Concha y Toro

Founded in 1883, Viña Concha y Toro is the leading Latin American winemaker and one of the world's largest wine companies. With over 12,000 hectares of vineyards spread across Chile, Argentina, and the United States, the Company's wine portfolio boasts iconic brands such as Don Melchor, Almaviva (a 50%–50% joint venture 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 some forward-looking statements about the company's financial condition, results of operations, and business, as well as specific plans and objectives related to these matters. Forward-looking statements are declarations of the intentions, beliefs, or expectations of Viña Concha y Toro and its administration regarding the Company's future results. Forward-looking statements inherently carry risk and uncertainty as they pertain to future events and circumstances.

Investor Presentation

Tuesday, April 30, 11:00 hrs.

Contact:

Daniela Lama
Head of Investor Relations
daniela.lama@conchaytoro.cl
conchaytoro-ir@conchaytoro.cl

CHAPTER 01

Highlights

1Q24 vs 1Q23

CONSOLIDATED SALES

+26.4% reaching CLP$206,170 million

PREMIUMIZATION

P+I

OTHERS

49.9%

MIX PORTFOLIO
PRINCIPAL + INVEST
(-60 bp)

GROSS PROFIT

+31.5%

to CLP$78,618 million

Gross Margin
of 38.1% (+150 bp)

EBITDA

+118.0%

CLP$28,371 million

EBITDA MARGIN

13.8%

(+580 bp)

NET INCOME

+304.2% reaching CLP$12,740 million, with a Net Margin of 6.2% (+420 bp)

CHAPTER 02

CEO's Comments

Despite the ongoing global challenges faced by the wine and spirits industry, it is now evident that Viña Concha y Toro is a transformed company. We have successfully anticipated and implemented the required adjustments, permitting us to become a more resilient, agile, efficient, and consumer-friendly company, as reflected in our results.

During the first three months of the year, we have seen significant progress across all our divisions. This marks two consecutive quarters of growth, which is particularly encouraging given the challenges faced by the global wine industry in 2023. We attribute this positive outcome to the effective measures implemented by our company since September 2022, which have helped us to face the sector's challenges and the gradual improvement in international economic conditions.

We are pleased to report a significant increase in wine sales, with a 12.4% growth in volume and 30.6% in value, bringing in a total of CLP$206,170 million. We want to draw attention to the double-digit increase in the United States and the continued solid performance in the United Kingdom. Our priority brands have continued to show substantial global success, particularly Casillero del Diablo, which has seen a 33.2% year-on-year expansion.

Furthermore, we remain committed to improving efficiencies and optimizing processes and structure, aiming to achieve CLP$20,000 million in savings by 2025, which would lead to a streamlined and efficient structure, as we have mentioned before.

Innovation has been positioned as the primary driving force for growth within our company. This is strongly supported by the work carried out by our own Research and Innovation Center, which is unique in the Latin American industry and one of a few globally. We have witnessed the warm reception of our new product launches by our consumers, and their response has further strengthened our positive outlook for 2024.

Therefore, we maintain our forecast of achieving double-digit sales growth this year.

CHAPTER 03

1Q24 Results

Consolidated Sales

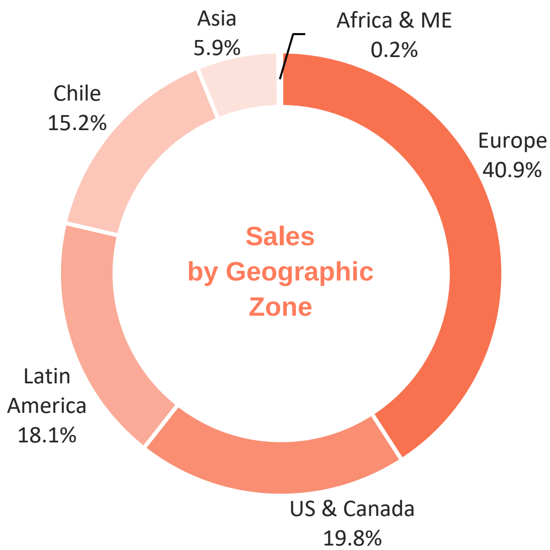
Sales (Million of CLP$)	1Q24	1Q23	Var (%)
Export Markets [1]	136,756	102,168	33.9%
Chile	31,286	32,092	(2.5%)
Wine	20,371	19,256	5.8%
Beer and Spirits [2]	10,915	12,836	(15.0%)
US	34,426	25,192	36.7%
Others	3,702	3,719	(0.5%)
Total Sales	**206,170**	**163,172**	**26.4%**

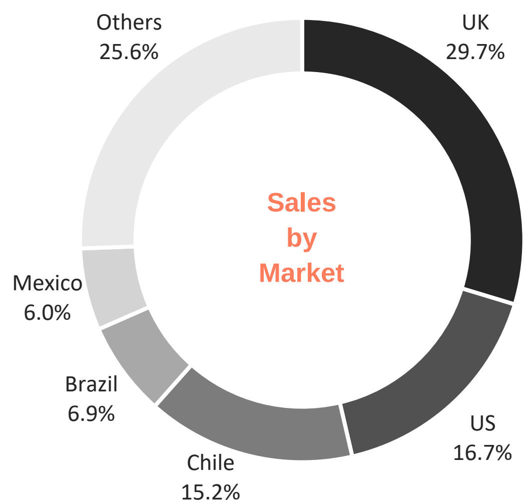
Volume (Thousands of 9LC)	1Q24	1Q23	Var (%)
Export Markets	4,333	3,805	13.9%
Chile	1,930	2,094	(7.9%)
Wine	1,252	1,286	(2.7%)
Beer and Spirits [2]	678	808	(16.1%)
US	888	667	33.2%
Total Volume	**7,151**	**6,566**	**8.9%**

Average Price (per 9LC) [3]		1Q24	1Q23	Var (%)
Export Markets	US$	33.2	33.2	(0.0%)
Chile Wine	CLP$	16,269	14,968	8.7%
US	US$	40.7	46.6	(12.6%)

(1) Includes exports to third parties from Chile, Argentina, and US, and sales in Argentina. Excludes exports from Chile and Argentina to the US, which are included in US. (2) “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”) (3) Excludes bulk wine sales.

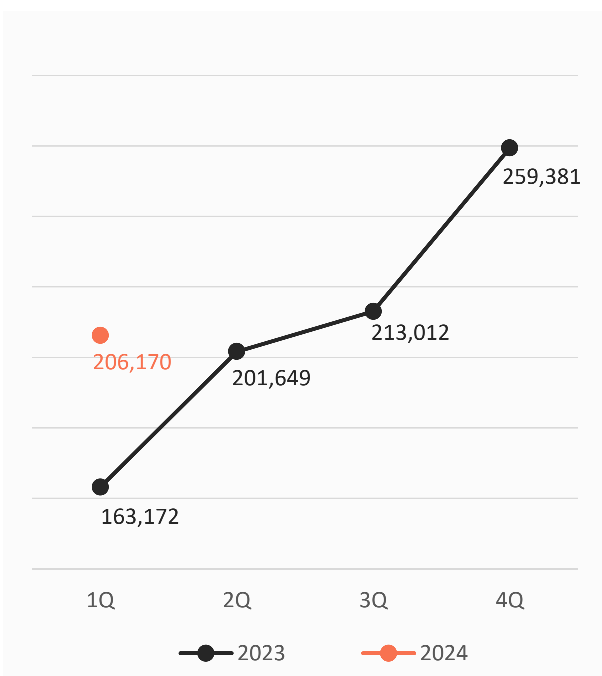
Sales Share in Value
1Q24



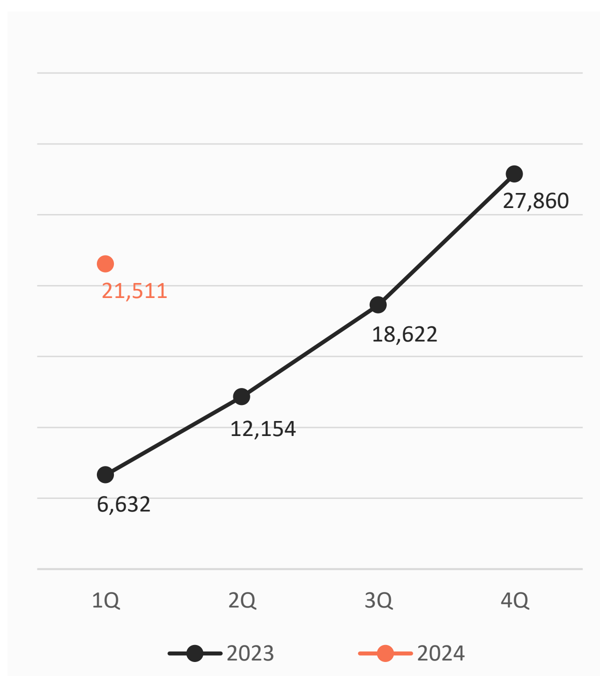


Evolution by Quarter
(Figures in millions of CLP)

Sales



EBIT



1. Consolidated Sales

As we step into 2024, the growth trend that we experienced towards the end of 2023 continues. This is a result of the successful measures implemented by our company in recent years, as well as a partial recovery in global wine consumption, which led to a decrease in inventory levels throughout the distribution chain. Our consolidated sales grew by 26.4% in the first quarter of 2024, reaching CLP$206,170 million. This growth was driven by an average year-on-year price increase of 16.0% as well as an 8.9% rise in the volume of marketed products.

This quarter, we highlight the increase in sales and volume in the US market. Despite previous years' sales decline, we have managed to reverse the trend, especially in the sub-US$10 segments. This positive performance is, partly, a direct result of the effective marketing of our premium and superior product lines, which are currently showing promising results. We also note the sustained growth in the United Kingdom, with its value increasing by 34.9%.

Thus, the Wine segment experienced a 12.4% year-on-year rise in volumes, leading to a recovery in sales value. This growth was further supported by fluctuations in the exchange rate. In contrast, the premium beer categories were the main driver of the Beer and Spirits segment's sustained decrease (-16.1% in volume).

In keeping with one of the Company's competitive advantages, brands exhibited resilience, as they did during the complex 2023 period. We must underline the surge in the value of Casillero del Diablo (+33.2%), Trivento Reserve (+36.7%), Diablo (+28.5%), and Isla Negra (+49.3%). In this quarter, Frontera has been included in this positive increase, experiencing a 91.5% growth in value.

The Principal and Invest categories experienced a marginal decline in the sales mix, accounting for 49.9% of the company's overall sales revenue (-60 bps year-on-year). This decrease can be attributed to the rise in non-premium categories, particularly the Frontera brand in the United States.

We would also like to highlight the increase in Chile Wine's average price/mix (+8.7% in CLP$) for the first quarter of 2024. The US has decreased by 12.6% in US$, whereas in Export Markets, the average price/mix in US$ has remained unchanged.

1.1. Export Markets

The company experienced a substantial 33.9% increase in sales in Export Markets. This led to total revenue of CLP$136,756 million and a 13.9% increase in volume. This outcome represents the result of various measures and strategies implemented by the company in recent years to regain volumes in response to a decline in consumer demand, as well as adjustments made by distributors and large retailers to reduce their stock of finished products, as previously explained.

In Europe, revenue increased by 32.0%, primarily attributable to the continued recovery of sales in the United Kingdom, reflecting a 35.4% year-on-year value growth in the Principal, Invest and Protect categories. Sweden and the Netherlands are noteworthy for their respective value growth rates of 22.8% and 38.9%, respectively.

In Asia, the primary contributors to the 17.0% increase in sales value were Japan (118.9%) and South Korea (85.5%). On the other hand, China's value fell by 16.6% as a result of the market's continued stock accumulation and sluggish consumption.

In Latin America, sales increased by 43.6% in value, with Brazil and Mexico particularly outpacing the rest, with 49.7% and 33.6% increases attributed to the expansion of the Principal, Invest, and Protect categories, respectively. The remaining countries have experienced 49.9% value growth.

In Canada, sales increased by 48.3% in value, where double-digit growth was observed across all categories, with Invest particularly noteworthy with a 66.3% increase.

As for the impact of exchange rates, the Chilean peso depreciated by 19.8% against our portfolio of billing currencies in the first quarter of 2024. The depreciation of the Chilean peso against the US dollar (17.4%), the euro (19.7%), and the pound sterling (23.1%) was observed at the level of the major currencies[1].

1.2. Chile

The value of wine sales in Chile's domestic market increased by 5.8%, totaling CLP$20,371 million. The average price/mix hike was 8.7%, offsetting the volume loss of 2.7%. The increase was primarily concentrated in the Protect category (+12% in value), but both the Principal and Invest categories also experienced an expansion in value (+3.8%) and volume (+4.0%).

In terms of brands, we highlight the following value increases: Diablo (+2.5%), Marques de Casa Concha (+22.1%), Exportación Selecto (+28.3%), and Tocornal (+25.2%), in addition to the incorporation of new launches such as Casillero del Diablo Devil's Carnaval and Casillero Belight.

The Beers & Spirits category experienced a 16.1% drop in volume and 15.0% in value. The decrease can be attributed mainly to reduced sales of premium beers, which can be explained by intense competition in this market segment. Economic conditions and colder temperatures also contribute to lower consumption.

1.3. United States (US)

The sales in the US domestic market include both Bonterra Organic Estates (formerly Fetzer Vineyards) and the portfolio imported from Chile and Argentina, which is currently being marketed by Bonterra Organic Estates.

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

The value of sales in the United States rose by 36.7%, totaling CLP$34,426 million, while volumes increased by 33.2%. As a result of the quarterly fluctuations in the exchange rate, the average price/mix in Chilean pesos increased by 2.6%, while the average price/mix in dollars decreased by 12.6%.

At the brand level, Frontera saw a 91.9% increase in value, followed by Casillero del Diablo, which registered a 55.9% gain, and Trivento Reserve, our Argentine subsidiary's brand, which increased by 127.5%.

In this market, it must be noted that the 2023 base was affected by industry-wide consumption adjustments, with lower volumes, particularly in segments under US$10, as well as adjustments in the stocks of the leading distributors in a more restrictive financial context and interest rate hikes. Although the recovery in 1Q24 occurs in this context, it does not necessarily guarantee that the market has recovered and that we can expect growth at this level in the coming quarters.

2. Cost of Sales

The cost of sales reached CLP$127,552 million, a 23.4% increase over 1Q23. This growth is attributable, in part, to higher volumes during the quarter, exchange rate effects resulting from the devaluation of the Chilean peso, and excise due to greater sales in the United Kingdom.

The cost of sale-to-sales ratio decreased by 150 bps from 63.4% in 1Q23 to 61.9%. Although it remains elevated compared to our target ratio of 60%, it is already approaching that threshold on account of reduced extraordinary expenses and operational and production efficiencies.

The unit-level consolidated cost ($/Lt) has increased by 6.0% year-on-year. When considering the currency of origin in each country, in Argentina, the cost per liter in dollars has increased by 32.1%. This increase is attributed to an overall spike in prices caused by the country's current situation. In the United States, the cost per liter in terms of dollars decreased by 15.5% due to improvements in the operation's efficiency. In Chile, the cost per liter in Chilean pesos decreased by 2.0% as a result of lower wine costs and improved operational efficiency.

3. Gross Margin

The company achieved a gross margin of 38.1% (+150 bps), showcasing the cost improvements seen throughout 2023, shifts in the sales mix, increased volumes, and a positive impact from the exchange rate.

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

Selling and administrative expenses totaled CLP$57,091 million in the period, 8.3% higher than the CLP$52,728 million recorded in 1Q23. GAVs have risen primarily because of exchange rate fluctuations, resulting in higher remuneration, marketing expenses, and third-party services.

Thanks to increased sales, the GAV-to-sales ratio saw a significant improvement of 460 bps compared to 1Q23, reaching 27.7%.

This figure represents the result of the company's efforts to optimize processes and improve its structure, implemented in 2023. Furthermore, expenses related to extraordinary items, such as warehouse leases, decreased compared to previous quarters.

5. Other Revenue and Expenses

Other revenues totaled CLP$394 million in the first quarter of 2024, a 38.4% increase compared to the same quarter in 2023 when they stood at CLP$285 million. This can be attributed to the regularization of balances with suppliers corresponding to CLP$168 million that occurred during the period.

Other expenses for this quarter reached CLP$410 million, a 42.2% drop from the corresponding period in the previous year, which was CLP$710 million. This can be attributed to an extraordinary expense of CLP$208 million in 1Q23, which was not repeated this year.

6. Operating Profit

Operating profit increased by 224.4%, from CLP$6,632 million in the first quarter of 2023 to CLP$21,511 million. In 1Q24, the operating margin increased by 640 bps to 10.4% from 4.1% in 1Q23.

We incurred extraordinary costs and expenses totaling CLP$737 million during this quarter, the majority of which were explained by compensation for years of service without replacement. In 1Q24, the Operating Profit would have been CLP$22,248 million, representing a 10.8% margin.

7. EBITDA

EBITDA (earnings before interest, taxes, depreciation, and amortization) increased by 118.0% to CLP$28,371 million in the first quarter of 2024 compared to the same period in 2023. The EBITDA margin increased by 580 bps to reach 13.8%.

8. Non-operating Income

In the first quarter of 2024, the company experienced a non-operating loss of CLP$4,968 million, 48.4% higher than the loss of CLP$3,348 million in the first quarter of 2023. This can be attributed to a substantial rise in net financial expenses during the period.

Financial income stood at CLP$1,129 in the first quarter of 2024, a 68.6% increase compared to the CLP$670 million reported in the same period of 2023. This can be attributed to the higher profit margins of short-term investments.

Financial expenses increased by 46.7% compared to the first quarter of 2023, reaching CLP$6.291 million, attributable to higher short-term interest rates, greater capital to finance lower sales volumes in 2023, and exchange rate effects.

Non-interest net financial debt reached CLP$397,738 million as of March 31, 2024, a 29.8% increase from the same period of previous year.

In 1Q24, the participation of associated companies and joint ventures resulted in a CLP$65 million loss, which is an improvement compared to the CLP$285 million loss in 1Q23. This represents a 77.2% decrease.

The profit from exchange differences was CLP$230 million, 64.3% less than the CLP$644 million figure during the same period in 2023.

9. Corporate Income Tax

Corporate income tax expenses totaled CLP$3,698 million during the period, representing a 1,857.2% increase compared to the figure of CLP$189 million in 1Q23. This can be attributed, mainly, to the fact that in the first quarter of last year the tax benefit due to the increase in inflation in Chile was still reflected, which affected the tax rate in said period, and also, a rise in sales in 1Q24.

10. Earnings and Earnings per Share

Profit attributable to the controlling shareholders was CLP$12,740 million, a 304.2% increase compared to the CLP$3,152 million reported in 1Q23. The net margin was 6.2%, up by 420 bps.

Based on the 739,010,000 subscribed shares outstanding[2] as of March 31, 2024, Concha y Toro's earnings per share reached CLP$17.2, 304.2% higher than the CLP$4.3 per share recorded in the same quarter of the previous year, with the same number of shares subscribed, thanks to an increase 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

Income Statement

(thousands of CLP$)	1Q24	1Q23	Var (%)
Revenue	206,169,818	163,171,522	26.4%
Cost of sales	(127,551,631)	(103,385,956)	23.4%
Gross profit	78,618,187	59,785,566	31.5%
Gross margin	38.1%	36.6%	150 bp
Other income	393,936	284,734	38.4%
Distribution costs	(44,146,594)	(40,597,611)	8.7%
Administrative expense	(12,944,098)	(12,130,567)	6.7%
Other expense by function	(410,217)	(710,222)	(42.2%)
Profit (loss) from operating activities	21,511,214	6,631,900	224.4%
Operating margin	10.4%	4.1%	640 bp
Financial income	1,128,576	669,542	68.6%
Financial expenses	(6,290,667)	(4,289,478)	46.7%
Share of profit (loss) of associates and joint ventures using equity method	(65,063)	(284,747)	(77.2%)
Exchange differences	229,709	643,588	(64.3%)
Adjustment units	29,027	(86,994)	(133.4%)
Non-operating profit (loss)	(4,968,418)	(3,348,089)	48.4%
Profit (loss) before tax	16,542,796	3,283,811	403.8%
Income tax expense	(3,698,074)	(188,950)	1857.2%
Profit (loss)	12,844,722	3,094,861	315.0%
(Profit) loss attributable to noncontrolling interests	104,728	(57,082)	(283.5%)
Profit attributable to owners of parent	12,739,994	3,151,943	304.2%
Net margin	6.2%	1.9%	420 bp
Basic earnings per share *	17.2	4.3	304.2%
Depreciation expense	6,049,584	5,802,104	4.3%
Amortization expense	809,762	580,148	39.6%
EBITDA**	28,370,560	13,014,152	118.0%
EBITDA margin**	13.8%	8.0%	580 bp

* Number of shares subscribed in 1Q23 and 1Q24 are 739.010.000.

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

CHAPTER 05

Statement of Financial Position[3]

(thousands of CLP$)	Mar. 31, 2024	Dec. 31, 2023	Var (%)
Assets			
Cash and cash equivalents	33,483,498	34,185,194	(2.1%)
Inventories	445,006,417	425,230,734	4.7%
Trade and other current receivables	243,029,578	275,103,598	(11.7%)
Current biological assets	27,267,058	32,529,394	(16.2%)
Other current assets	61,660,275	54,734,986	12.7%
Current assets	**810,446,826**	**821,783,906**	**(1.4%)**
Property, plant and equipment	518,903,797	506,358,397	2.5%
Investments accounted for using equity method	36,047,657	35,564,612	1.4%
Other noncurrent assets	291,717,109	272,830,237	6.9%
Noncurrent assets	**846,668,563**	**814,753,246**	**3.9%**
Assets	**1,657,115,389**	**1,636,537,152**	**1.3%**
Liabilities			
Other current financial liabilities	220,282,993	207,046,662	6.4%
Other current liabilities	238,828,227	249,338,599	(4.2%)
Current liabilities	**459,111,220**	**456,385,261**	**0.6%**
Other noncurrent financial liabilities	330,400,933	300,659,510	9.9%
Other noncurrent liabilities	96,350,521	97,408,504	(1.1%)
Noncurrent liabilities	**426,751,454**	**398,068,014**	**7.2%**
Liabilities	**885,862,674**	**854,453,275**	**3.7%**
Equity			
Issued capital	74,618,232	74,618,232	0.0%
Retained earnings	694,374,538	696,336,230	(0.3%)
Treasury stock	(587,352)	(587,352)	0.0%
Other reserves	(5,877,846)	3,889,439	(251.1%)
Equity attributable to owners of parent	**762,527,572**	**774,256,549**	**(1.5%)**
Non-controlling interests	8,725,143	7,827,328	11.5%
Equity	**771,252,715**	**782,083,877**	**(1.4%)**
Equity and liabilities	**1,657,115,389**	**1,636,537,152**	**1.3%**

[3] To facilitate analysis, some accounts have been grouped.

Statement of financial position as of March 31, 2024

1. Assets

As of March 31, 2024, Viña Concha y Toro's assets totaled CLP$1,657,115 million, 1.3% higher than the figure reported on December 31, 2023.

2. Liabilities

The total amount of net financial debt and related derivatives (NFD) as of March 31, 2024, was CLP$397,738 million, a 2.2% increase from the value registered on December 31, 2023. The NFD-to-EBITDA ratio was 3.6x.

Net Financial Debt with related derivatives is calculated as follows: Debt Principal including Financial Debt Derivatives - Cash and cash equivalents. Note 19. Financial Statements.