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VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —

AGENDA

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1Q24 Highlights and Overview

OSVALDO SOLAR, CFO

02

1Q24 Sales Analysis

DANIELA LAMA, HEAD OF IR

03

1Q24 Results

OSVALDO SOLAR, CFO

1Q24 Highlights and Overview

OSVALDO SOLAR, CFO

01

HIGHLIGHTS 1Q24 vs 1Q23

CONSOLIDATED SALES



+26.4% to CLP\$ 206,170 M

PREMIUMIZATION



49.9%
MIX PORTFOLIO P+I
(-60 bp)

P + I

OTHERS

GROSS PROFIT

+31.5%

CLP\$ 78,618 M

GROSS MARGIN

38.1%

(+150 bp)

EBITDA

+118.0%

CLP\$ 28,371 M

EBITDA MARGIN

13.8%

(+580 bp)

NET INCOME



+304.2%

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

2024 Overview

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*, more prepared to face the difficulties seen in recent years.

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.

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.

EBIT + EBITDA

1Q24

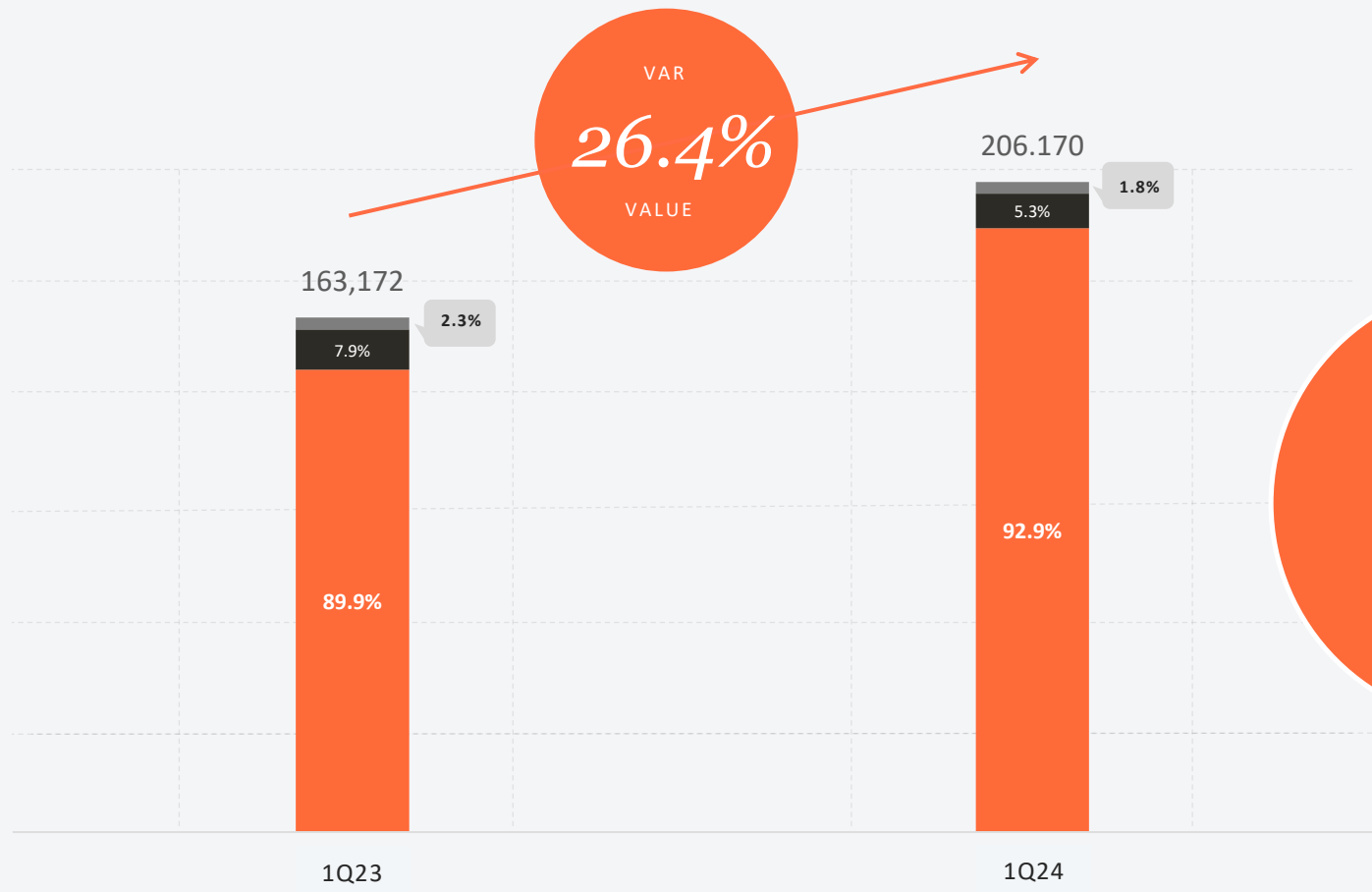
EE.RR.	1Q24		1Q23		VAR (%)	
<i>(millones de Ch\$)</i>	% / SALES		% / SALES		% / SALES	
CONSOLIDATED SALES	206,170		163,172		26.4%	
GROSS PROFIT	78,618	38.1%	59,786	36.6%	31.5%	150 bp
SG&A	(57,091)	(27.7%)	(52,728)	(32.3%)	8.3%	(460 bp)
OTHER INCOME & EXPENSES	(16)	(0.0%)	(425)	(0.3%)	(96.2%)	(30 bp)
EBIT	21,511	10.4%	6,632	4.1%	224.4%	640 bp
EBITDA	28,371	13.8%	13,014	8.0%	118.0%	580 bp

1Q24 Sales Analysis

DANIELA LAMA, HEAD OF IR

02

SALES REVENUE PER VALUE



VAR
26.4%
VALUE

VAR
30.6%
WINE

23.3%
PREMIUM AND UP
VALUE

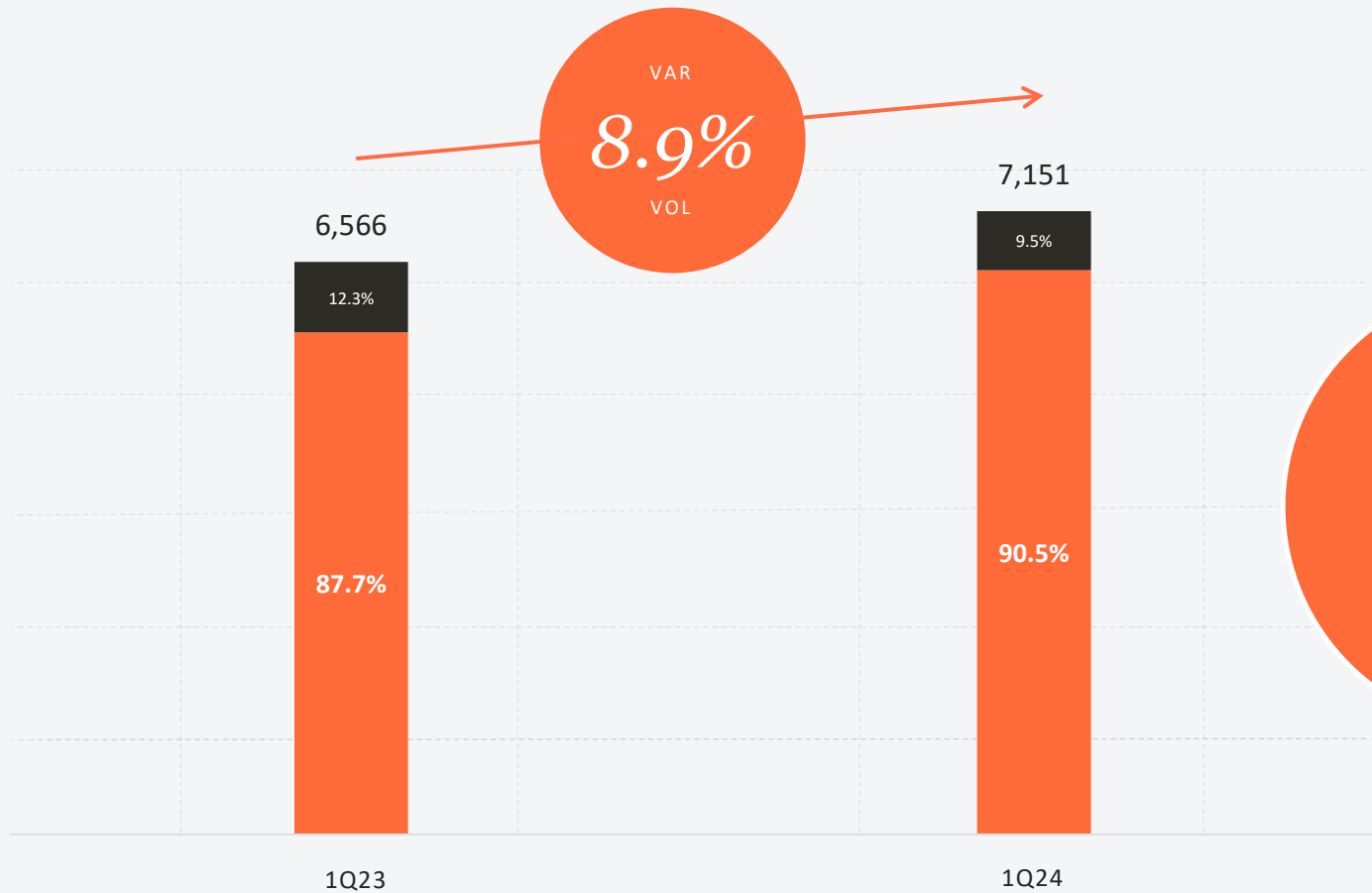
40.8%
VARIETALS AND LOW
VALUE

(15.0%)
NEW BUSINESS
VALUE

- WINE
- NEW BUSINESS
- OTHERS

(MILLION OF CLP\$)

SALES REVENUE PER VOLUME



● WINE ● NEW BUSINESS

(THOUSAND OF 9LC)

VAR
8.9%
VOL

VAR
12.4%
WINE

5.6%

PREMIUM AND UP
VOL

16.6%

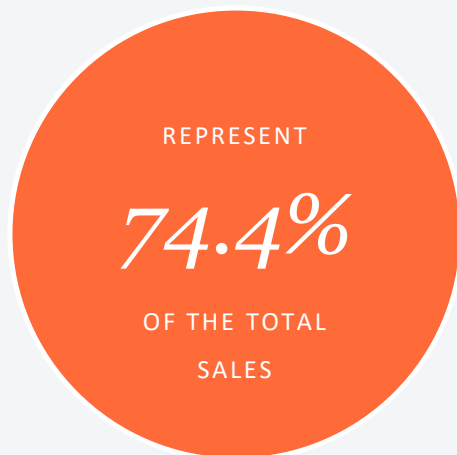
VARIETALS AND LOW
VOL

(16.1%)

NEW BUSINESS
VOL

MAIN MARKETS PERFORMANCE

VAR % VALUE	1Q23	2Q23	3Q23	4Q23	1Q24
UK	2.0%	0.7%	14.4%	34.0%	34.9%
CHILE	1.7%	0.3%	(2.7%)	(2.4%)	(2.5%)
US	(15.6%)	(18.5%)	(5.5%)	(19.4%)	36.7%
BRAZIL	9.4%	(12.5%)	(0.7%)	0.8%	49.8%
MEXICO	4.3%	7.9%	(3.1%)	4.6%	33.7%



CONCLUSIONS

- Chile's decrease is due to the beer and liquor segment, mainly due to falls in the premium segment and lower temperatures recorded. Without this segment, Chile wine is growing 5.8% YoY in value.
- Growth in the US is due to replenishment in the distribution chain and strategies implemented that are already bearing results.

MAIN BRANDS PERFORMANCE

VAR % VALUE	1Q23	2Q23	3Q23	4Q23	1Q24
CASILLERO DEL DIABLO	(11.1%)	(5.6%)	(0.1%)	16.3%	33.2%
DIABLO	12.4%	32.1%	14.0%	41.4%	28.5%
FRONTERA	(18.3%)	(14.0%)	(7.6%)	(0.6%)	91.5%
RESERVADO	(2.3%)	(12.4%)	8.5%	(3.5%)	41.1%
ISLA NEGRA SEASHORE	7.1%	(4.6%)	32.0%	40.5%	49.3%
TRIVENTO RESERVE	11.7%	11.0%	12.9%	21.4%	36.7%
BONTERRA	(22.4%)	(5.1%)	3.9%	(21.4%)	2.7%

REPRESENTS

59.3%

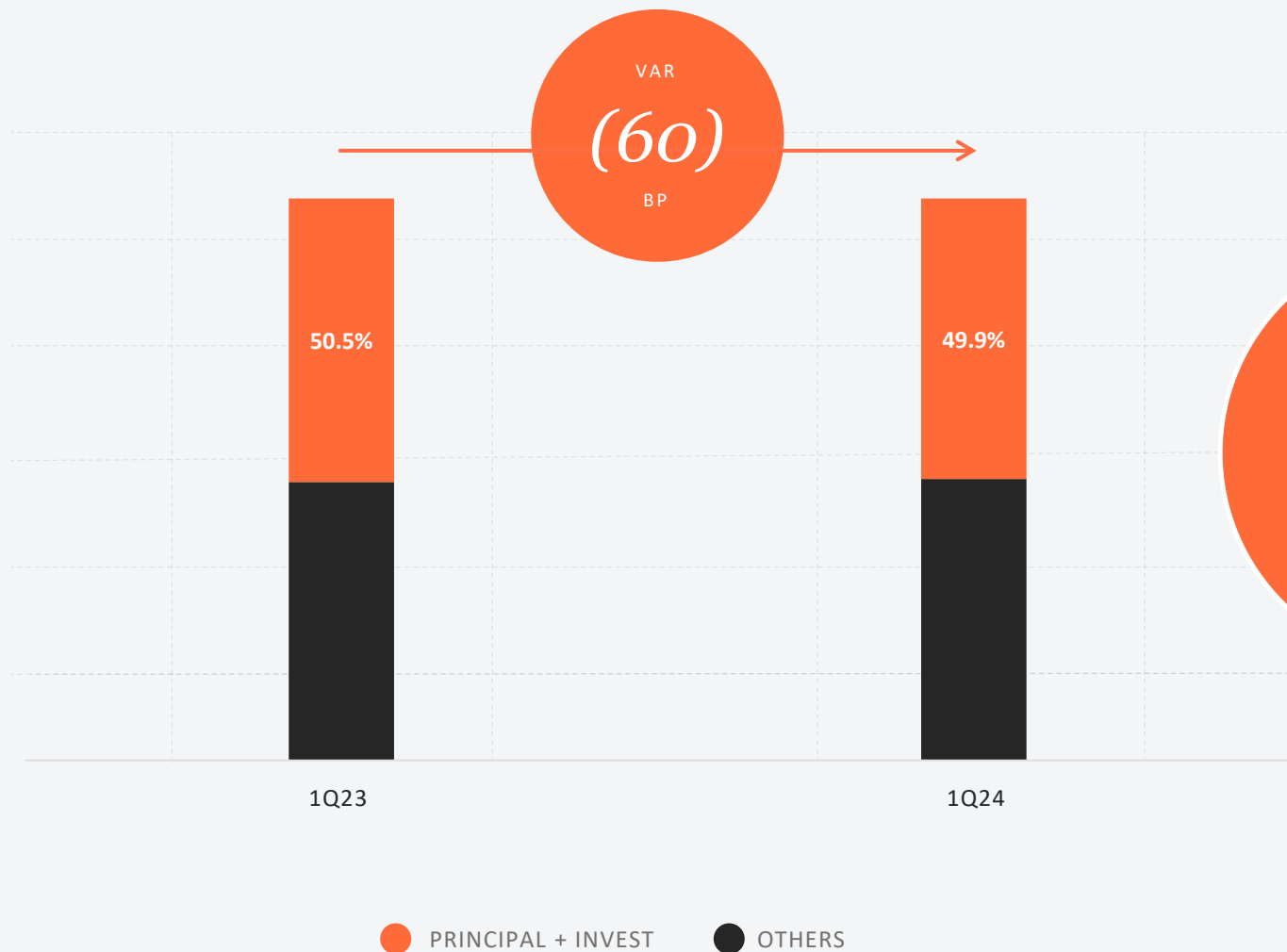
OF THE TOTAL
SALES

CONCLUSIONS

- Premium brands such as Diablo and Trivento Reserve continue with double-digit growth, as seen in 2023.
- Casillero del Diablo's recovery is mainly due to higher sales in export markets.
- Frontera growth marked by higher sales in the US.

MIX PREMIUM 1Q24

-60 BP IN PRINCIPAL + INVEST MIX



33.2%

CASILLERO DEL DIABLO
VALUE

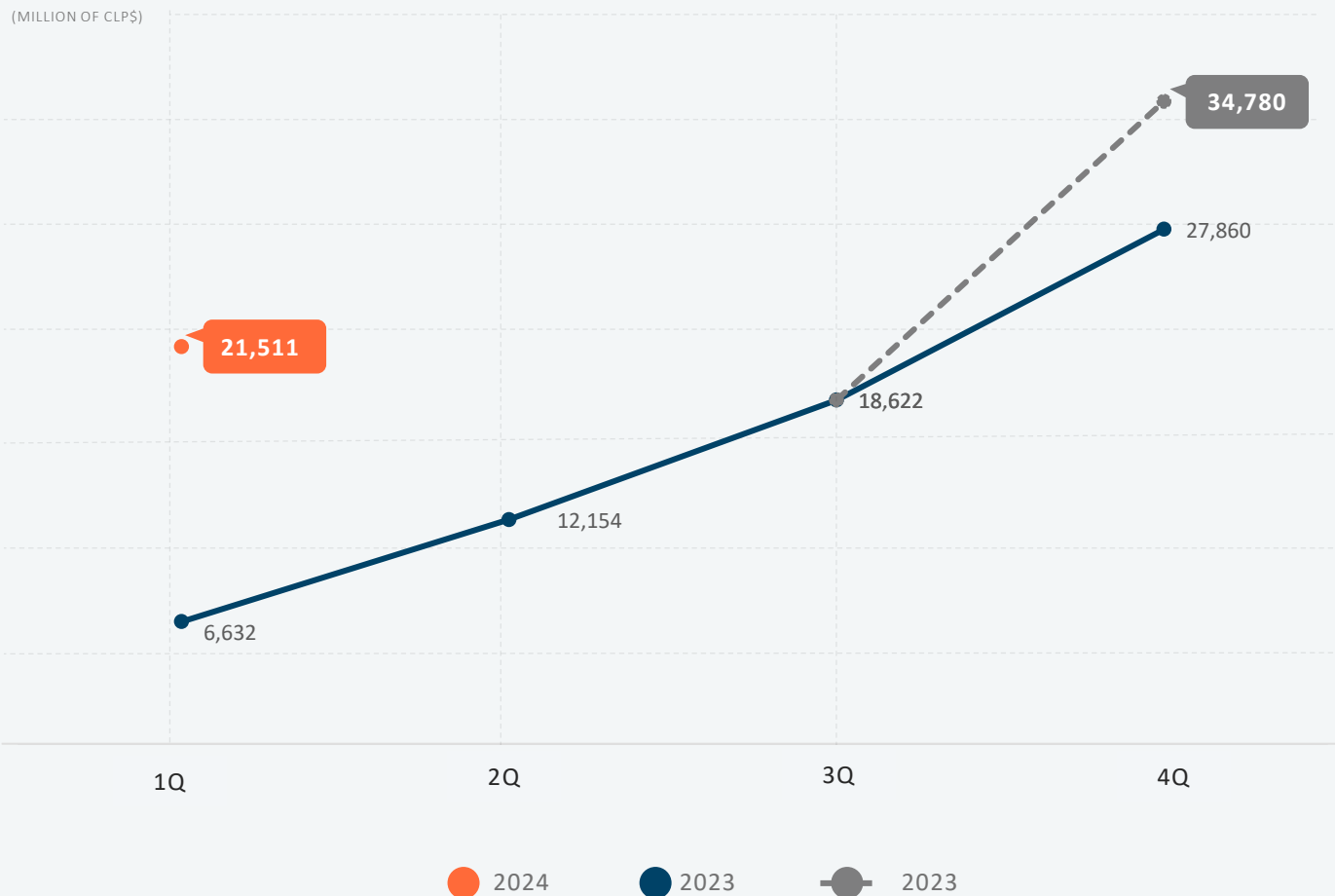
36.7%

TRIVENTO RESERVE
VALUE

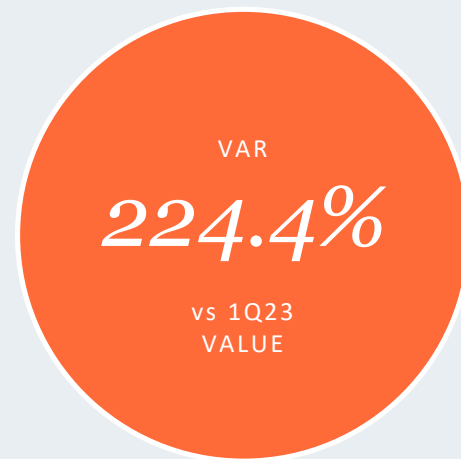
91.5%

FRONTERA
VALUE

EBIT EVOLUTION PER QUARTER



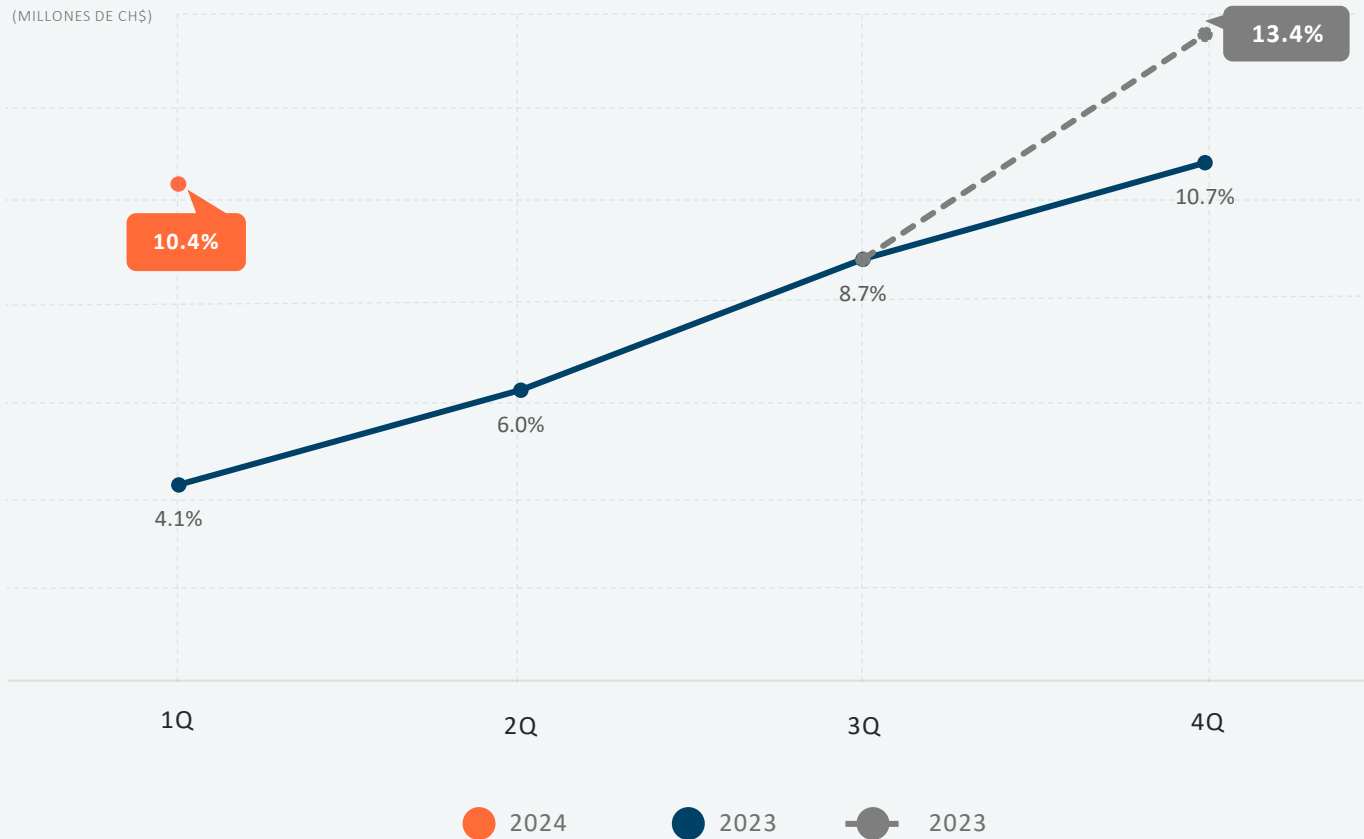
2023* CLP\$ 34,780 million:
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.



CONCLUSIONS

- During this quarter, CLP\$ 737 million of extraordinary costs and expenses were recorded, mostly due to compensation for years of service without replacement. With this, the result would have reached CLP\$ 22,248 million.

EBIT MARGIN EVOLUTION PER QUARTER



2023* 13.4%:
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.



CONCLUSIONS

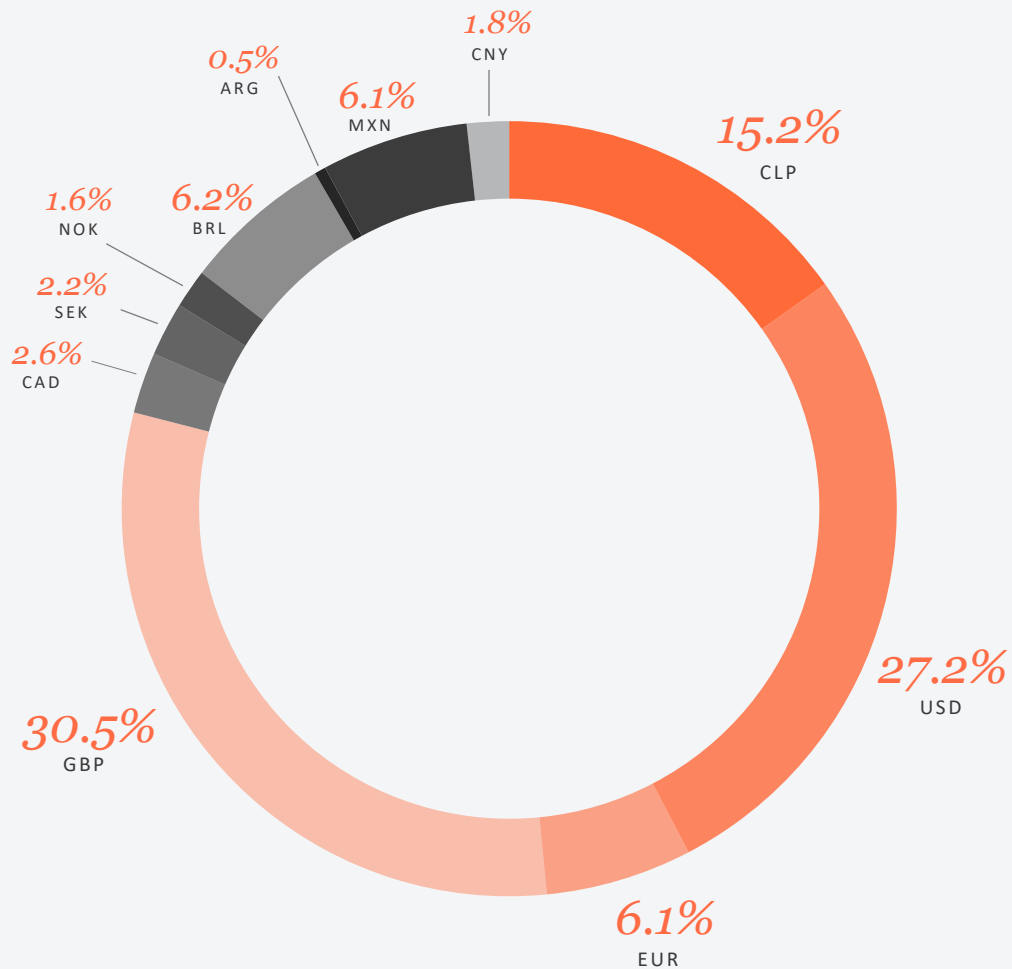
- Thus, without the extraordinary expenses and costs mentioned above, the margin would have reached 10.8%.

1Q24 Results

OSVALDO SOLAR, CFO

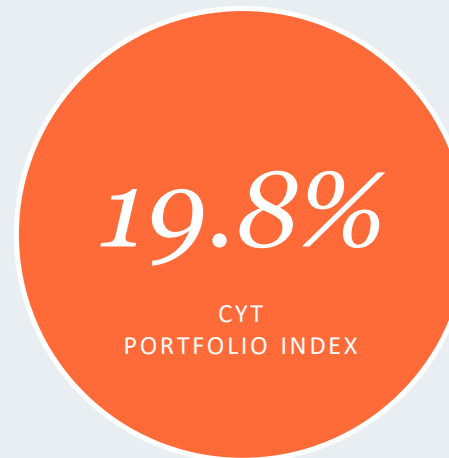
03

1Q24 CURRENCY DIVERSIFICATION



EXCHANGE RATE VARIATION

1Q24 vs 1Q23



USD: 17.4%

EUR: 19.7%

GBP: 23.1%

Diversification of currencies attenuates the variations of the dollar as a single currency.

1Q24 NON-OPERATING RESULT

(MILLION OF CLP\$)	1Q24	1Q23	VAR (CLP\$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(5,133)	(3,707)	1,426	38.5%
EXCHANGE DIFFERENCES	230	644	(414)	(64.3%)
NON-OPERATING RESULT (**)	(4,903)	(3,063)	1,840	60.1%
ASSOCIATED COMPANIES	(65)	(285)	(220)	(77.2%)

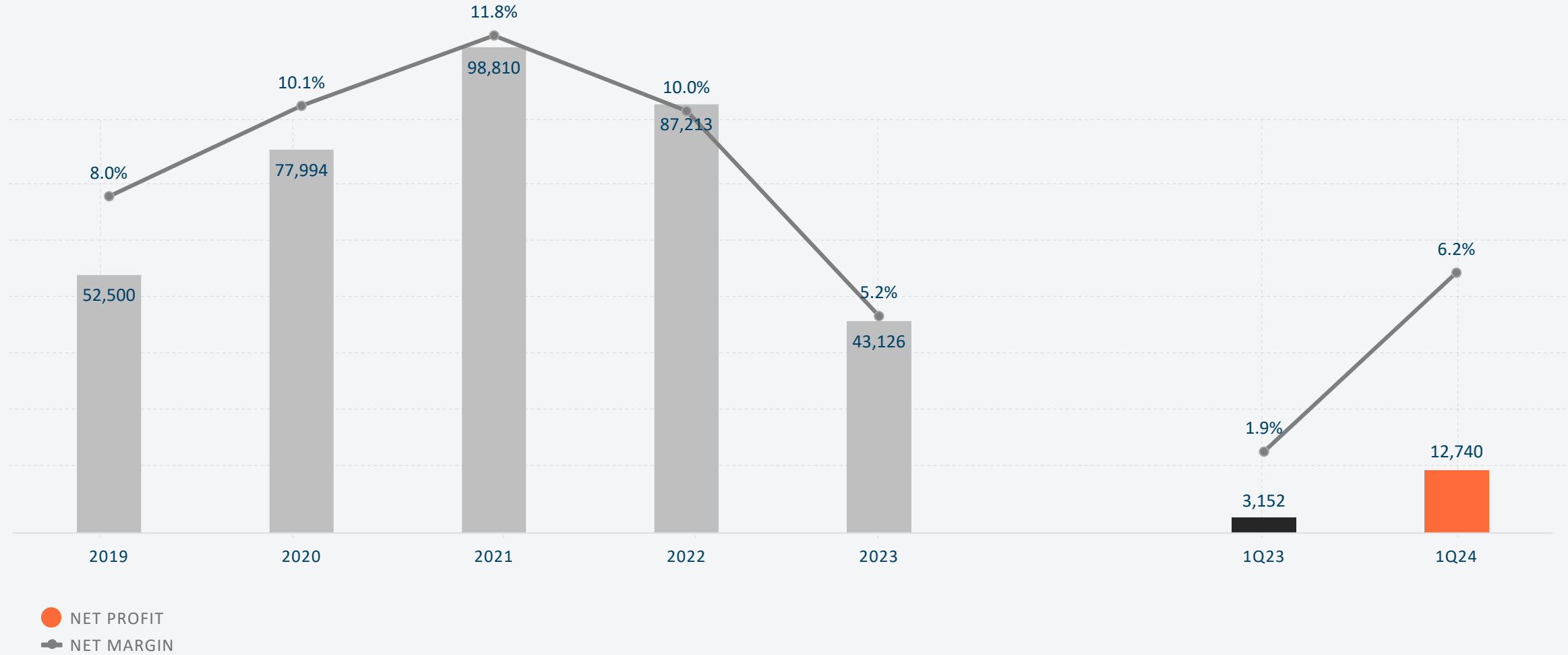
CONCLUSIONS

- **52.6%** of the increase is explained by the increase in debt, and the remaining **47.4%** is due to the effect of the increase in the interest rate.

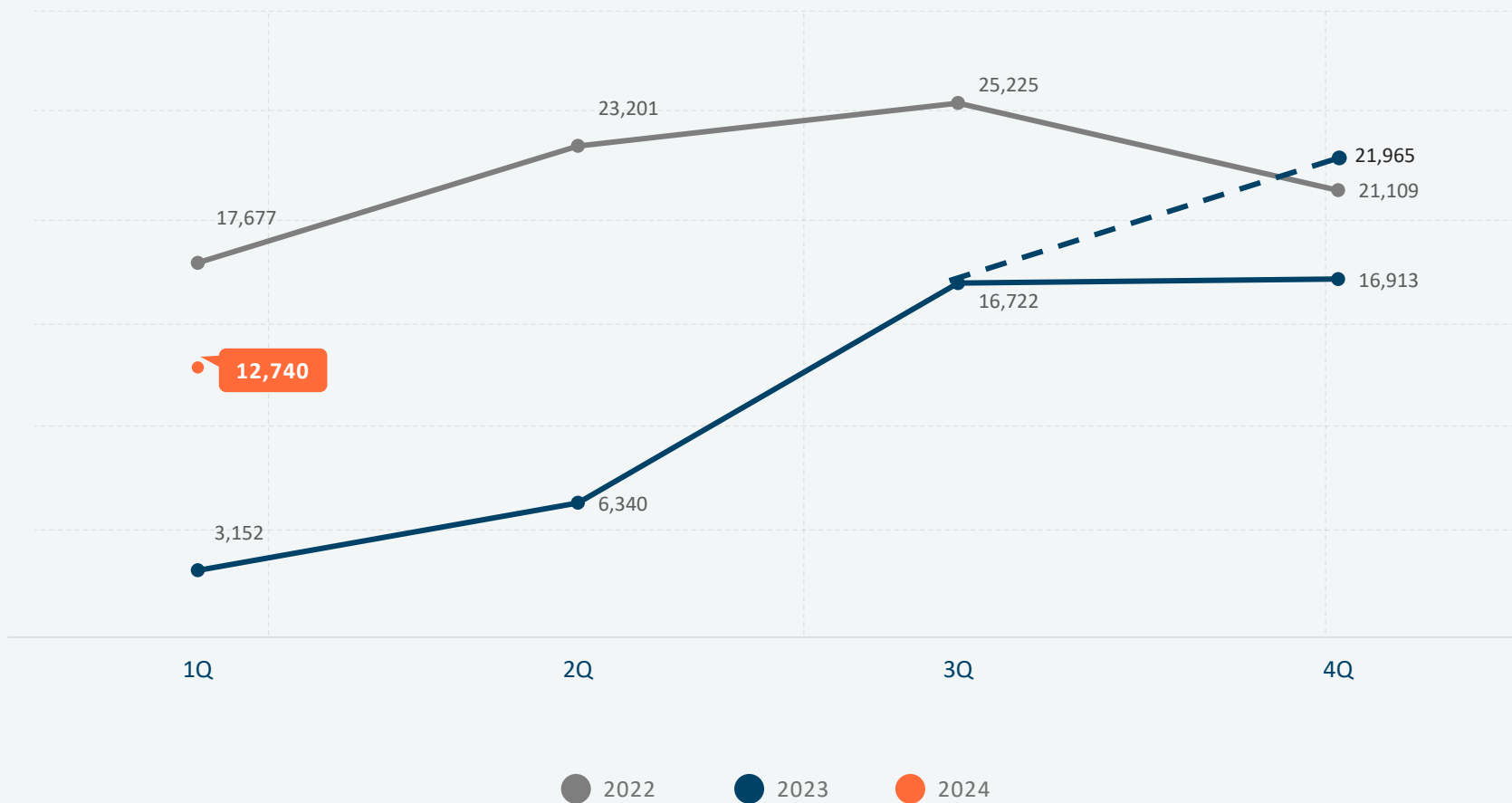
(*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

(**) Does not consider results of affiliated companies.

NET PROFIT (MILLION OF CLP\$) AND NET MARGIN (%)



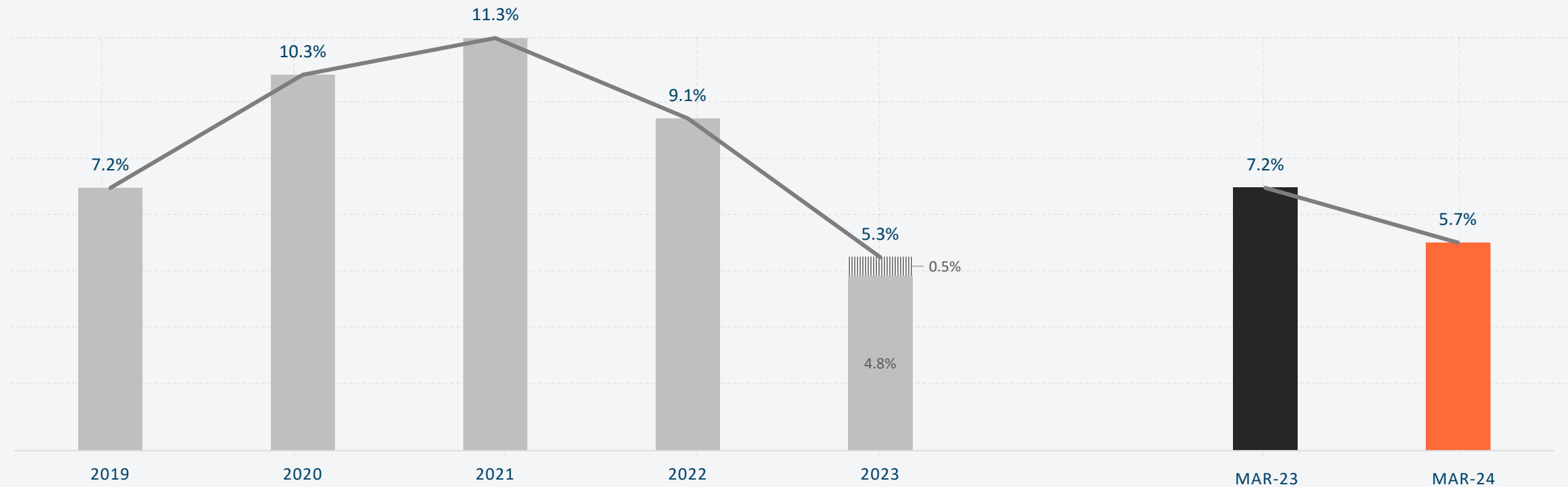
NET INCOME EVOLUTION PER QUARTER



VAR
304.2%
vs 1Q23

2023* CLP\$ 21,965 million:
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.

RETURN ON INVESTED CAPITAL (ROIC)



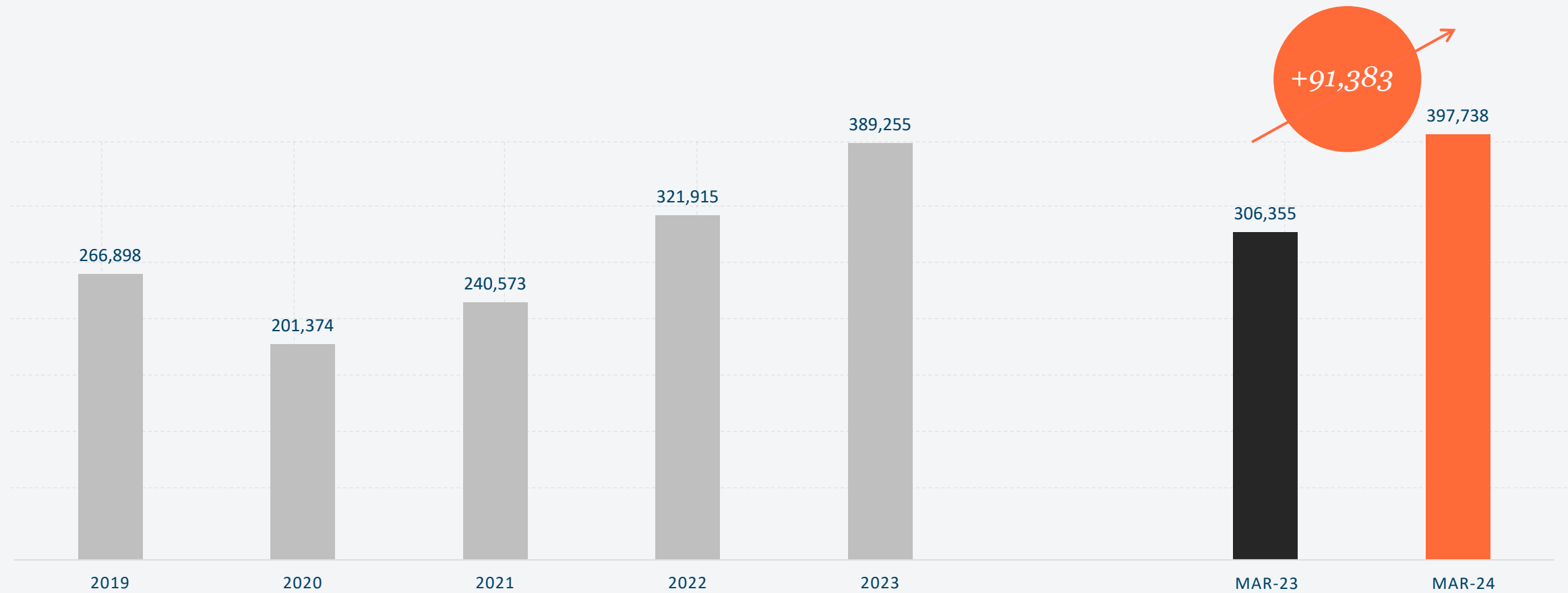
2023* +0.5%:
WITHOUT THE JUDICIAL CONTINGENCY
IN THE US.

ROIC: (Operating Margin – Taxes + Exchange Differences) / (Equity – Net Financial Debt – Cash) 12 moving months.

* Income Statement corresponds to the 12 moving months.

* Balance Sheet Accounts correspond to the average of the last four quarters.

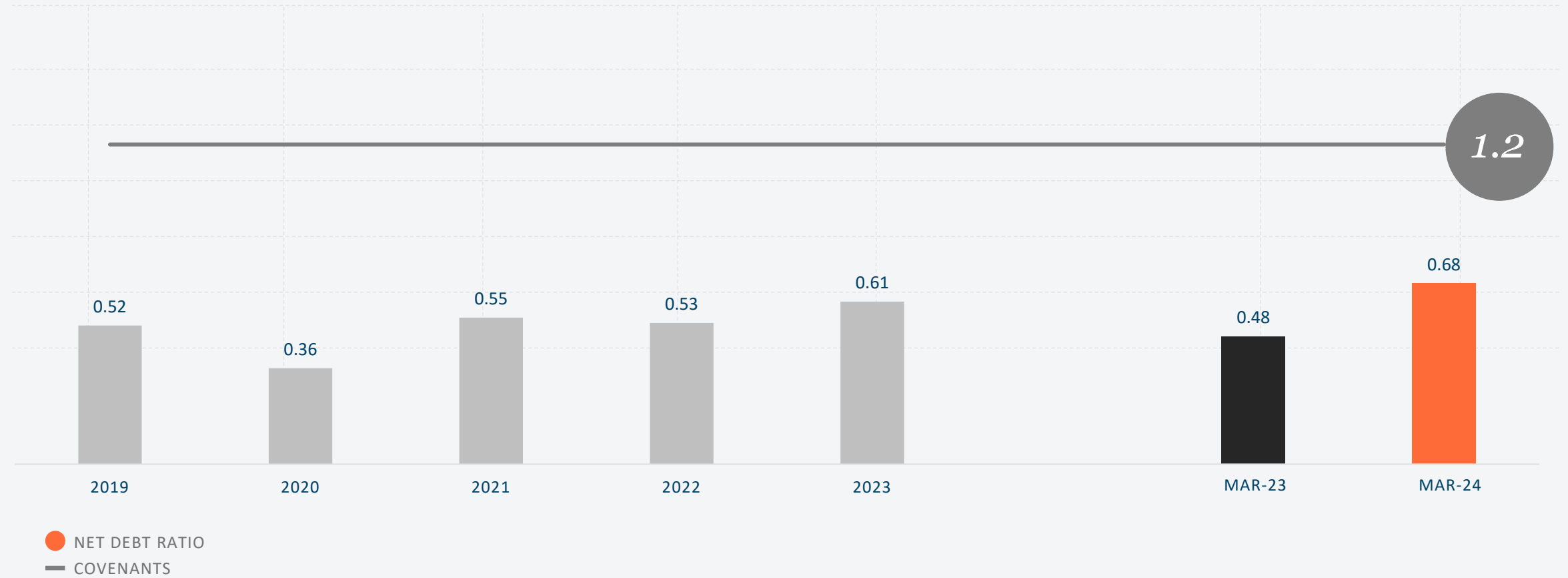
NET FINANCIAL DEBT (MILLION OF CLP\$)



Net Financial Debt: Gross Financial Debt including the effect of Derivatives related to Financial Debt – Interest – Cash and cash equivalent.

LOW LEVEL OF INDEBTEDNESS RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

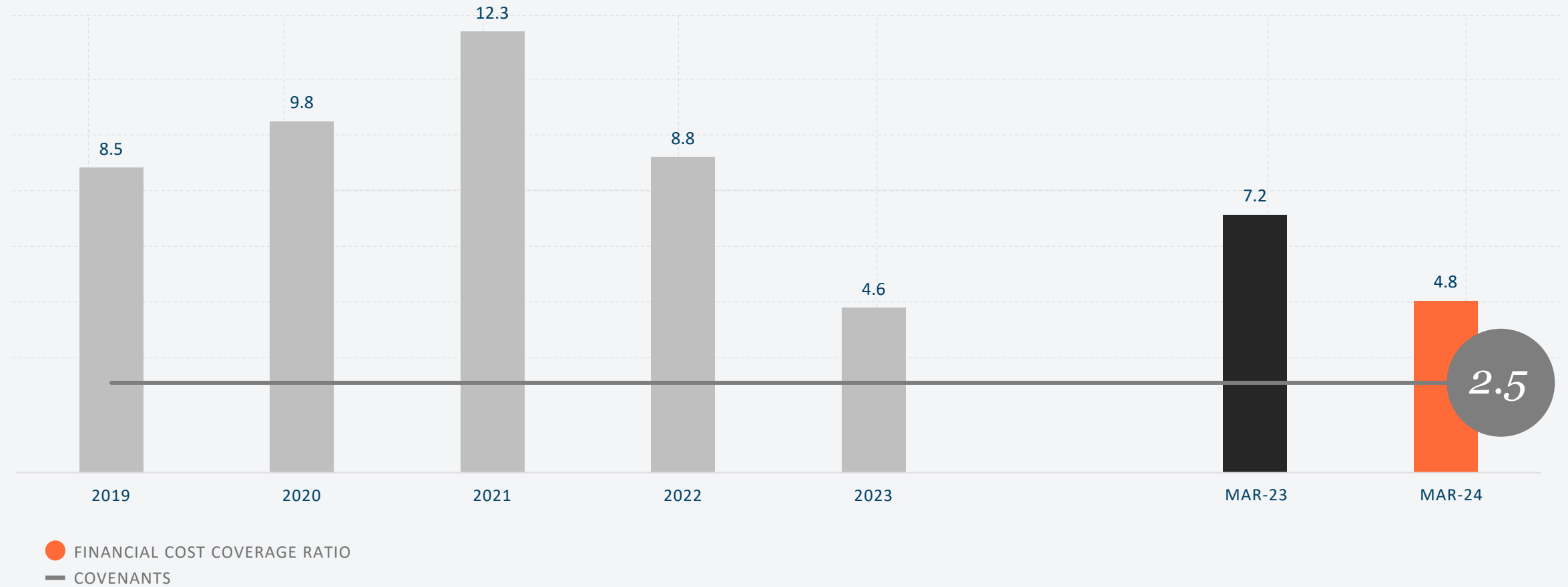


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

FINANCIAL COSTS COVERAGE

AS OF MARCH 2024

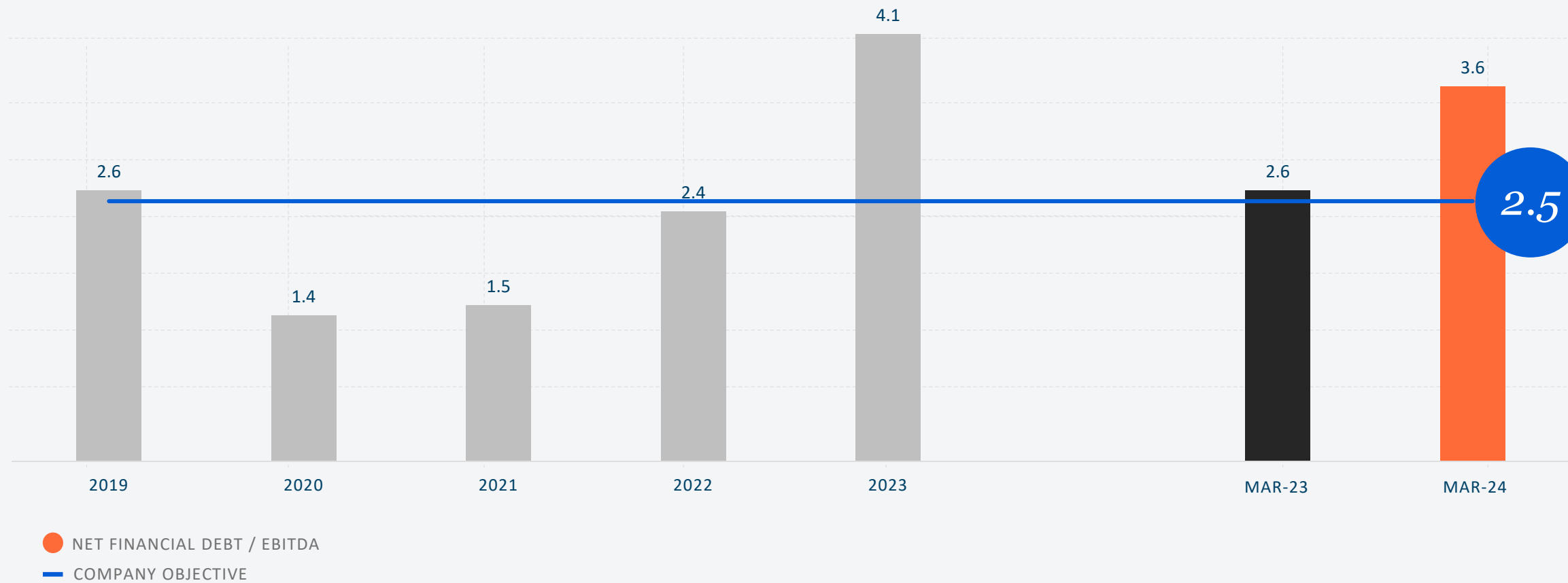
FINANCIAL STRENGTH



Financial Costs Coverage Ratio: $(\text{Gross Profit} + \text{Distribution Costs} + \text{Administration Expenses} + \text{Depreciation} + \text{Amortization}) / \text{Financial Costs}$

NET FINANCIAL DEBT (*) OVER EBITDA

COMPANY OBJECTIVE



Net Financial Debt *: Debt Capital Including Related Derivatives – Cash and cash equivalent.

Non-financial Results

NON-FINANCIAL RESULTS



BRANDS
STRENGTH

01



ESG
PERFORMANCE

02



PROGRESS IN THE
RESEARCH AND
INNOVATION CENTER

03

STRENGTH IN OUR BRANDS



DRINKS INTERNATIONAL

The British media Drinks International highlighted Viña Concha y Toro as the first Chilean winery in the ranking, which reinforces and sustains the leadership of our subsidiary in the global wine industry.



EXPORTACION SELECTO FRUTAL

This new range inaugurated the fruit wine category in the local market, highlighting one of the most recognizable concoctions of the national tradition.



LUXURY BRAND DIVISION

Under the new concept of Jewels of the New World by Viña Concha y Toro, the Luxury Brands Division carried out a tour in the main cities of Japan, South Korea, Vietnam and China, with the aim of deepening the premiumization strategy.

ESG PERFORMANCE



01.

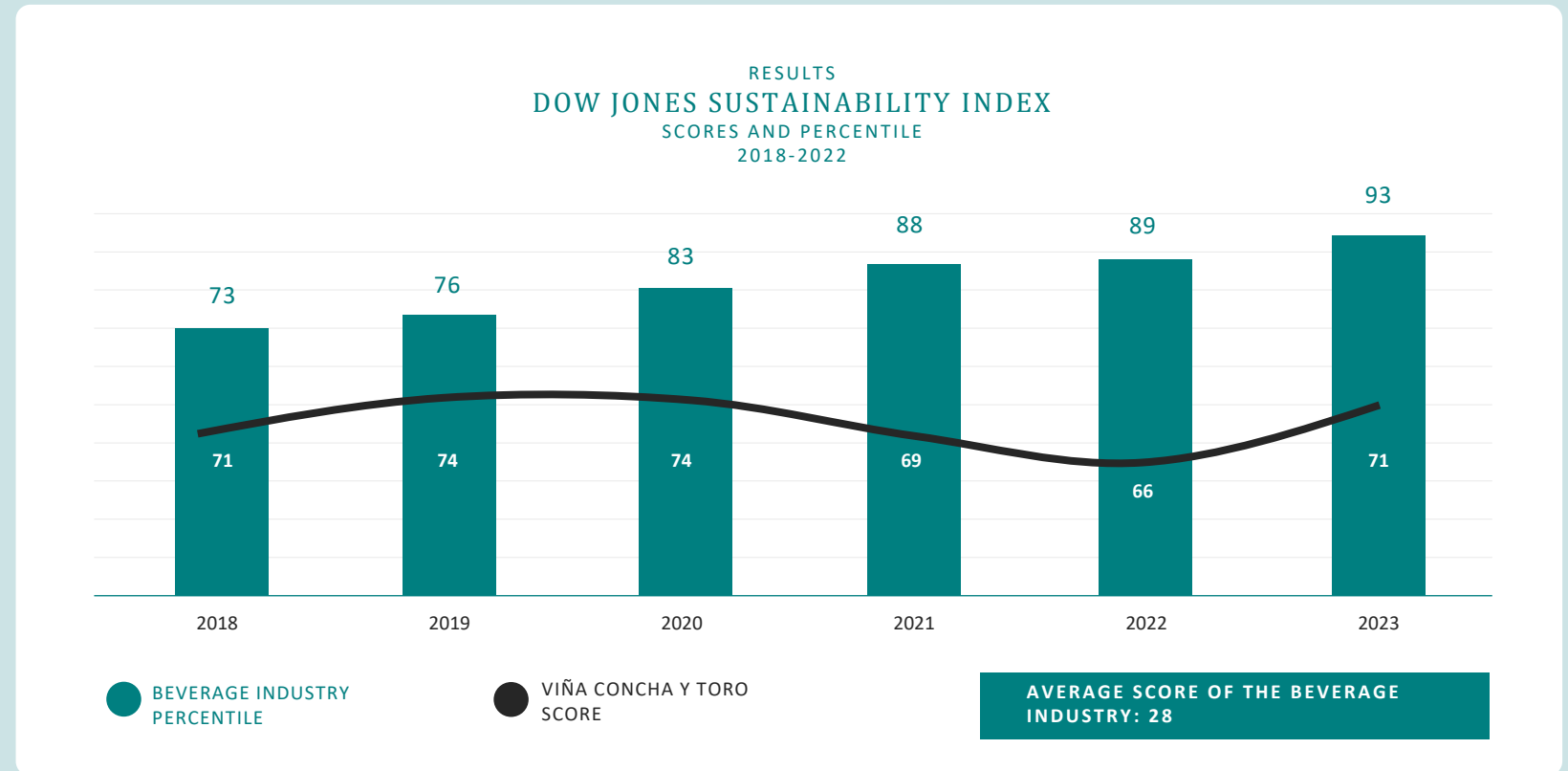
It allows us to maintain the cutting edge in ESG matters, since each year it incorporates trends and performance requirements in its evaluation.

02.

Every year the levels of demand increase, incorporating best practices and emerging topics in ESG.

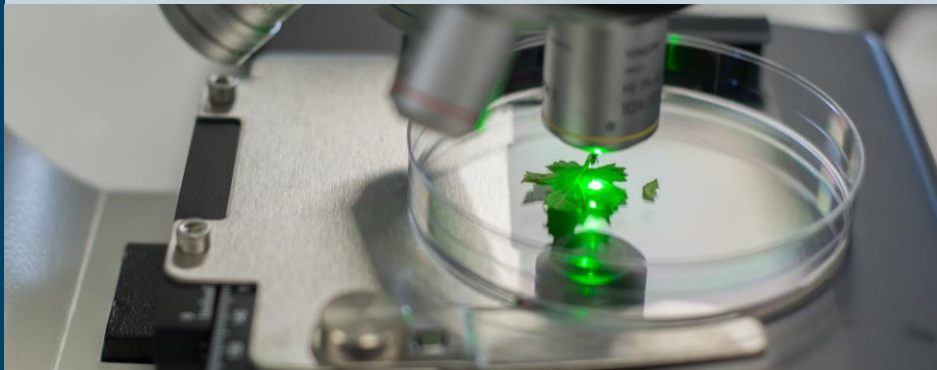
03.

The Beverage industry is characterized by having high levels of demand and performance. The average is 28 pts., and Viña Concha y Toro has 71, which allows us to be in the 93rd percentile.



PROGRESS IN THE RESEARCH AND INNOVATION CENTER

ARTIFICIAL INTELLIGENCE AGREEMENT



Viña Concha y Toro's Research and Innovation Center signed an alliance with the prestigious French Institute for Research in Digital Sciences and Technologies, to **develop artificial intelligence applied to the grape harvest.**

PERSPECTIVAS 2024

After a challenging and complex 2023, the measures taken, together with the strengths of brands, distribution and the quality of our wines, allow us to visualize a **positive year 2024**.

01.

Double-digit sales growth in the wine segment.

02.

Improvements in net cost and expenses efficiencies by

CLP\$ 16,000 M

03.

Improvements in margins to reach EBIT Margin between 15% to 16% by 2025.

A new chapter opens in the history of this company.



10
RESULTS
PRESENTATION
24

VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —