1H24

INVESTOR PRESENTATION

Viña Concha y Toro
— FAMILY OF NEW WORLD WINERIES —

INDEX

1H24 Highlights and Context

EDUARDO GUILISASTI, CEO

01

Despite the ongoing challenges in the global industry, we have witnessed a substantial improvement in sales and margins during the first part of the year. This can be attributed to the strength of our competitive advantages and the measures adopted by the company since September 2022.

Our vision is that the company is prepared to continue growing in sales and profitability.

Highlights 1H24 vs 1H23

CONSOLIDATED SALES

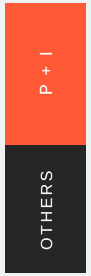
+21.6% to **CLP$ 443,517 m**

PREMIUMIZATION

51.4%

MIX PORTFOLIO P+I

(0 bp)



GROSS PROFIT

+30.4%

CLP$ 173,231 m

GROSS MARGIN

39.1%

(+270 bp)

EBITDA

+113.1%

CLP$ 69,695 m

EBITDA MARGIN

15.7%

(+670 bp)

NET INCOME

+263.4 %

reaching **CLP$ 34,491 m**, with a Net Margin of **7.8% (+520 bp)** YoY

m: million

Wine Industry
CONTEXT

Overview of the wine industry as of 1H24

01.

The diagnosis shared in previous meetings **has been confirmed**.

DELIVERED AT THE PRESENTATION OF 4Q23 RESULTS (*)

- Decrease in traditional wine consumption.
- Significant grubbing up of vineyards in the main producing countries.
- We will see the disappearance of companies and mergers to survive.
- Accelerated adjustment in the number of brands and products at all levels of the production and commercial chain. Aggressive streamlining.

(*)MARCH 19, 2024

02.

Anticipated **structural changes** have been **confirmed**.

03.

Across the logistics chain, there is a persistent intention to **reduce stocks** further. This is driven by factors such as interest rates and the need to streamline brands and products.

04.

Excess of wines in most producing markets.

05.

Demand **has not had a significant rebound in** the main markets.

Medium-term vision

01.

The industry is heading towards a new configuration: fewer relevant players and less participation, or even abandonment, of the wine category by Multi-Category Alcohol Companies.

Pernod Ricard signed an agreement to sell its international wine brands to Australian Wine Holdco Limited, the holding company that owns Accolade Wines.

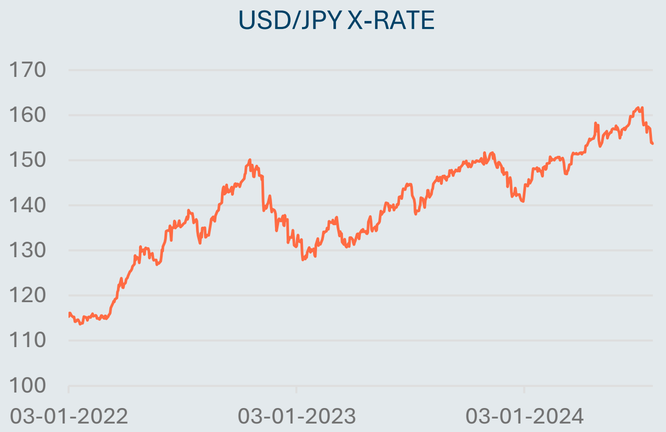
02.

The dynamism that the Chinese market will experience in the medium term, the most relevant for the industry in previous years, is disquieting. Largely because of its high level of fragmentation.

In 2017, there were 219 companies exporting bottled wine to China (7,425 M9LC). At the end of 2023, the number fell by 14%, to 189 companies (4,239 M9LC).

03.

The weakness of the exchange rate has strongly affected Japan, leading to distributors' lack of interest in engaging in this category.



Medium-term vision

04.

The need to adjust grape production levels in all countries to the new reality of demand.

Grubbing up of vineyards worldwide totaled: 72,000 hectares (0.5% of the total).

05.

Sharp drop in prices on the Place de Bordeaux, in this year's releases.

The average fall in prices in Bordeaux was 22.5%, with decreases of up to 40% in some private brands.

Great opportunities for our company, which anticipated this new scenario.

01.

In August 2022, the Company began a profound transformation process of the Concha y Toro Holding.

02.

All the Company's areas adjusted to a new scenario, which turned out to be worse than expected in 2023.

03.

Aggressive objectives were set to reduce costs and expenses, seeking greater efficiencies in all productive, administrative and commercial areas.

04.

Resources were further focused on building our leading brands from the three origins. They were accompanied by innovations in these brands to attract new consumers.

05.

The current situation confirms how successful our vertical integration business model, which we have been developing over the years, has been. We are sure that it will give us a tremendous competitive advantage over our competitors.

Viña Concha y Toro's
Business Model

AGRICULTURAL PRODUCTIONS

WINEMAKING CAPACITY

PRODUCTION PLANTS

CENTER OF EXCELLENCE

COMMERCIAL AREA

Viña Concha y Toro's Business Model

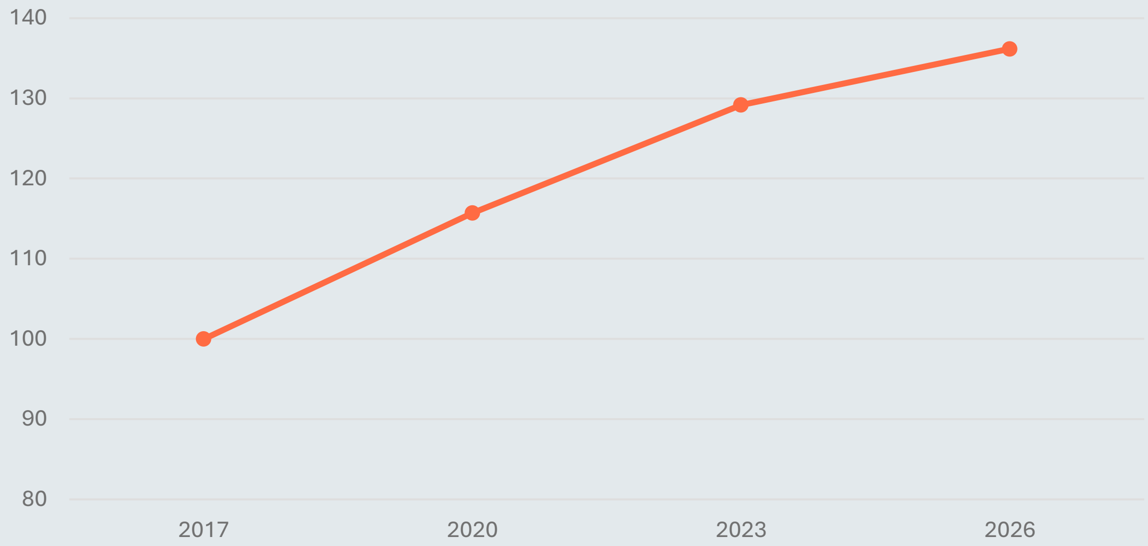
AGRICULTURAL PRODUCTIONS

Productive hectares:

CHILE: 10,849
ARGENTINA: 1,500
USA: 379

Development of the 2.0 plant:
Advantages:
- Higher quality of the vines
- Vines free of viruses and fungi
- Reduction of production losses
- Greater longevity of the vineyards
- Increased commercial value of plants

Yield per hectare – 3 year average
(Base 100 year 2017)



Viña Concha y Toro's Business Model

WINEMAKING CAPACITY

- Smart Winery software
- Warehouse automation
- Warehouse Rationalization

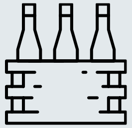
VAR

41.7%

2023 vs 2019

(*) CPI increase 30% vs 2019

Viña Concha y Toro's **Business Model**

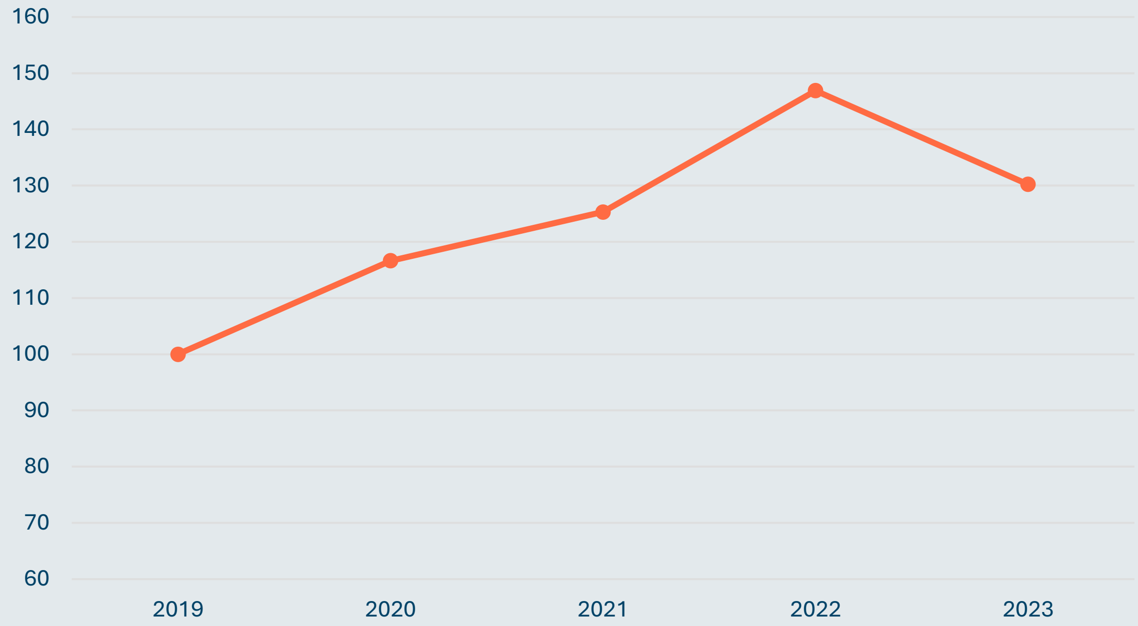


PRODUCTION PLANTS

VAR

(11.3%)

2023 vs 2022



Viña Concha y Toro's **Business Model**

CENTER OF EXCELLENCE

Service centralization in Chile at a lower cost than in other countries.

- Reduction of system duplications
- Efficiency in resource use
- Standardization of processes and procedures
- Continuous improvement

COMMERCIAL AREA

Concentrating the different markets in five large areas, depending on their own characteristics.

81.5%

MARKET INTEGRATION
% OWN OFFICE SALES

OF TOTAL SALES
AS OF 2Q24

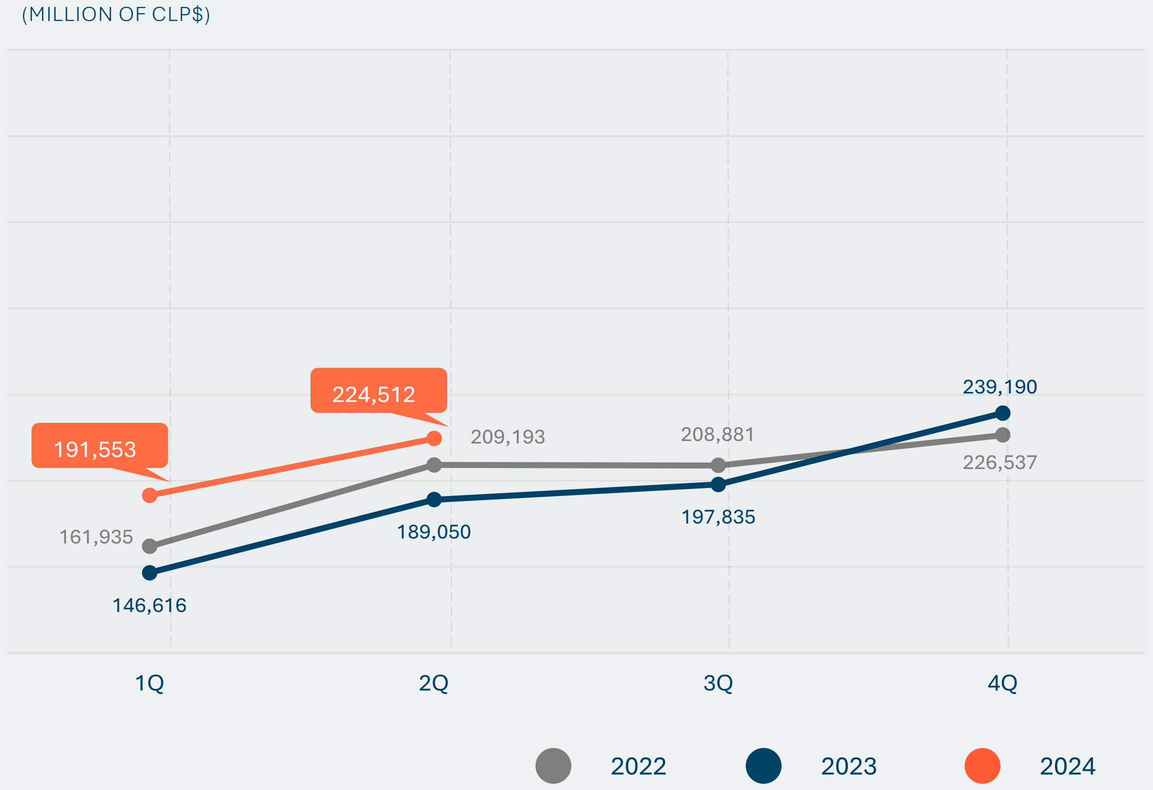
1H24 Sales Analysis

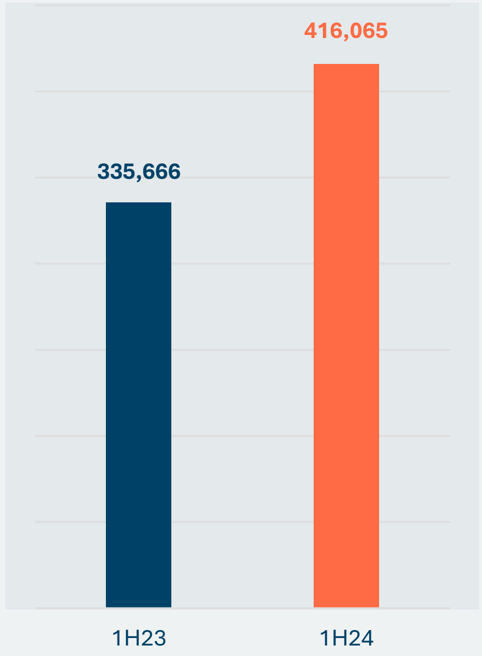
EDUARDO GUILISASTI, CEO

02

Sales per Value – Only Wine

QUARTERLY EVOLUTION





VAR
18.8%
VS 2Q23
VALUE

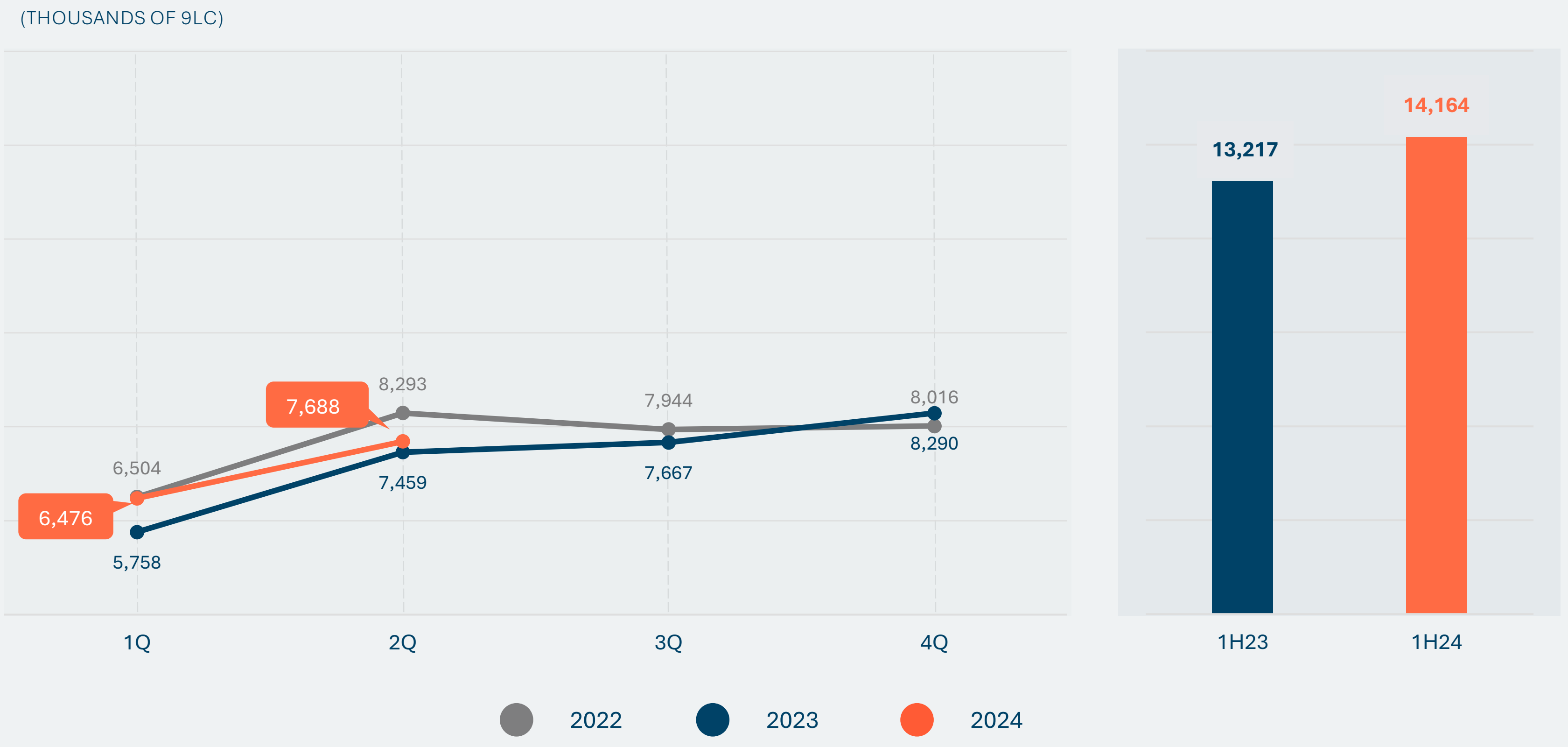
VAR
24.0%
VS 1H23
VALUE

1H24 CONCLUSIONS:

- +20.7% in Premium and Superior segments
- +28.3% in Varietal and Inferior segments

Sales per Volume – Only Wine

QUARTERLY EVOLUTION



VAR
3.1%
VS 2Q23
VOL

VAR
7.2%
VS 1H23
VOL

1H24 CONCLUSIONS:

- +5.6% in Premium and Superior segments
- +8.1% in Varietal and Inferior segments

Main Markets Performance – Only Wine

PER QUARTER

VAR % VALOR	2Q23	3Q23	4Q23	1Q24	2Q24
UK	0.7%	14.4%	34.0%	34.6%	**17.5%**
CHILE	(0.5%)	(2.3%)	12.2%	5.8%	**8.8%**
USA	(18.5%)	(5.5%)	(19.4%)	37.1%	**28.4%**
BRAZIL	(12.5%)	(0.7%)	0.8%	49.8%	**28.6%**
MEXICO	7.9%	(3.1%)	4.6%	33.7%	**3.6%**

THE TOP 5 COUNTRIES REPRESENT

72.0%

FROM WINE SALES AS OF 2Q24

Main Markets Performance – Only Wine

1H24

1H24	VAR % VALUE
UK	25.2%
CHILE	7.4%
USA	32.5%
BRAZIL	35.9%
MEXICO	16.8%

THE TOP 5 COUNTRIES REPRESENT

71.7%

FROM WINE SALES AS OF 1H24

CONCLUSIONS:

- Of the twenty main markets (only wine), 13 grew at rates greater than 20%, three at rates greater than 15% and three decreased: China, South Korea and Argentina.
- The growth of the United Kingdom, with 25.2%, stands out for its relevance.
- Strong recovery in the United States, 32.5%.
- Brazil, Japan and Canada over 30%.
- Principal + Invest mix (only wines) reaches 54.8%, vs 55.9% in 1H23 (-100bp).

Main Brands Performance – Only Wine

PER QUARTER

VAR % VALUE	2Q23	3Q23	4Q23	1Q24	2Q24
CASILLERO DEL DIABLO	(5.6%)	(0.1%)	16.3%	32.7%	**22.2%**
DIABLO	32.1%	14.0%	41.4%	28.5%	**18.3%**
FRONTERA	(14.0%)	(7.6%)	(0.6%)	91.5%	**19.1%**
RESERVADO	(12.4%)	8.5%	(3.5%)	41.1%	**17.2%**
ISLA NEGRA SEASHORE	(4.6%)	32.0%	40.5%	49.3%	**18.6%**
TRIVENTO RESERVE	11.0%	12.9%	21.4%	36.7%	**21.1%**
BONTERRA	(5.1%)	3.9%	(21.4%)	2.7%	**11.7%**

THE TOP 7 BRANDS REPRESENT

65.6%

FROM WINE SALES AS OF 2Q24

Main Brands Performance – Only Wine

1H24

1H24	VAR % VALUE
CASILLERO DEL DIABLO	26.6%
DIABLO	22.2%
FRONTERA	47.3%
RESERVADO	25.6%
ISLA NEGRA SEASHORE	32.8%
TRIVENTO RESERVE	28.3%
BONTERRA	7.7%

CONCLUSIONS:

- The Casillero del Diablo brand with its innovations (including the Diablo brand) represent 33.0% of our wine sales.
- Don Melchor with a drop of 14.5%.

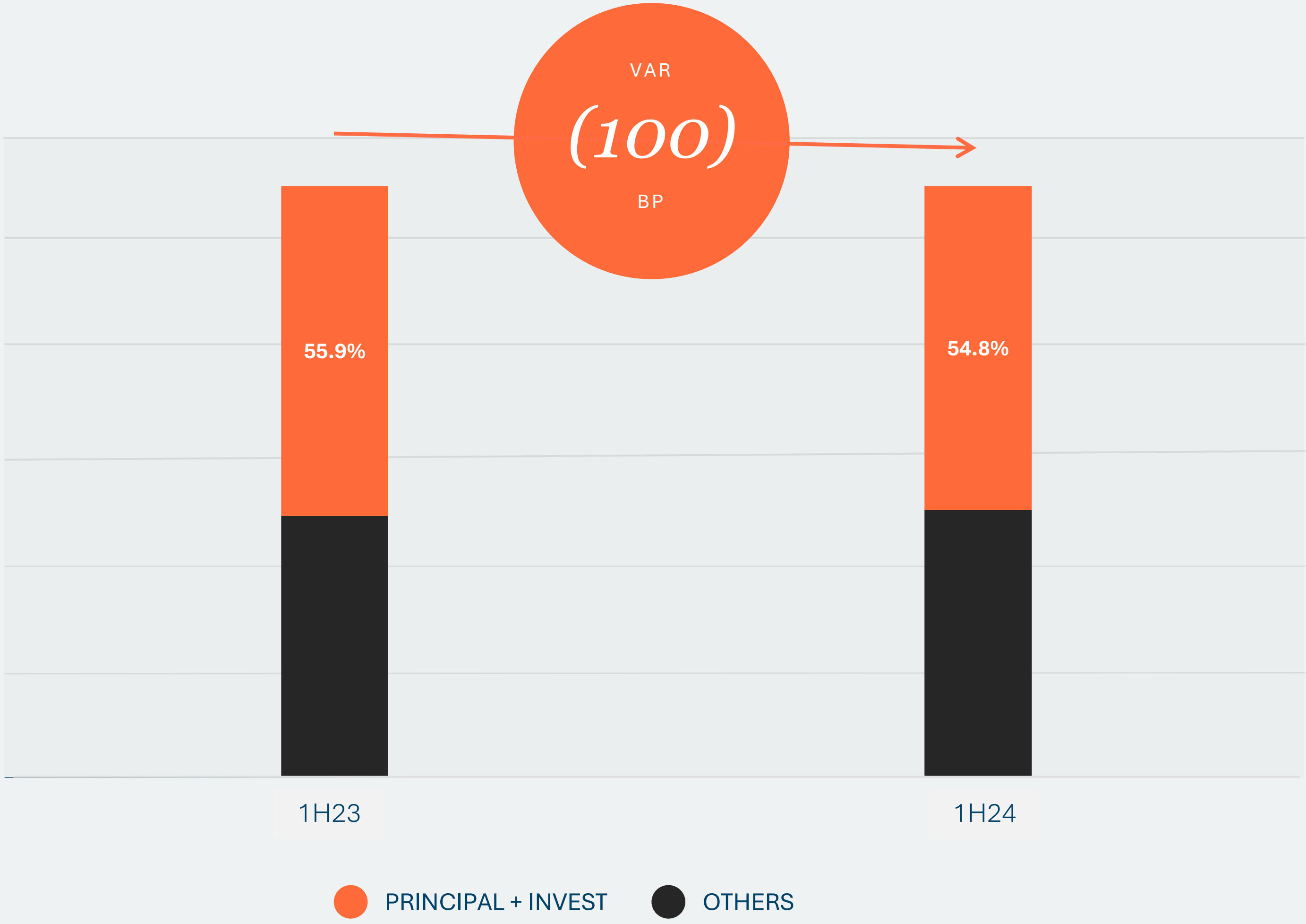
THE TOP 7 BRANDS REPRESENT

64.8%

FROM WINE SALES AS OF 1H24

1H24 Premium Mix

-100 BP IN PRINCIPAL + INVEST MIX – ONLY WINE



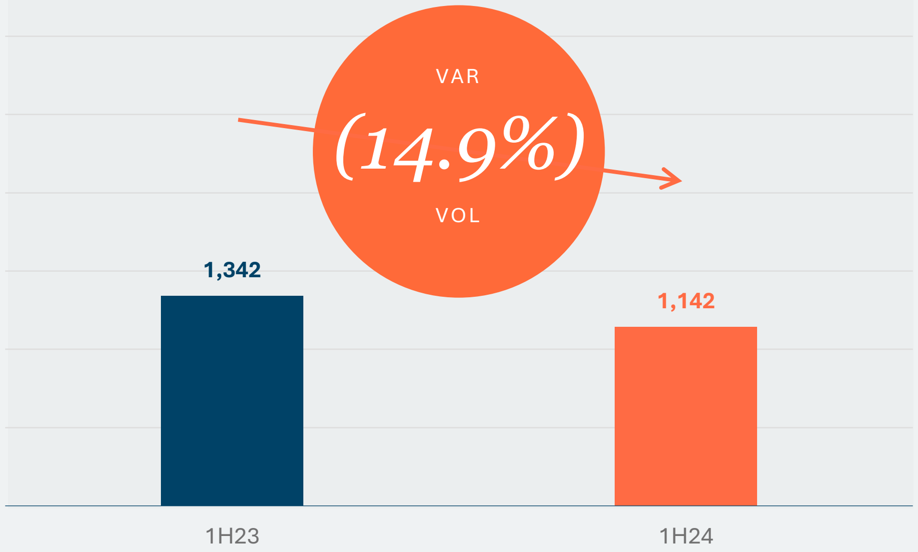
VAR
26.6%
CASILLERO DEL DIABLO
VALUE

VAR
28.3%
TRIVENTO RESERVE
VALUE

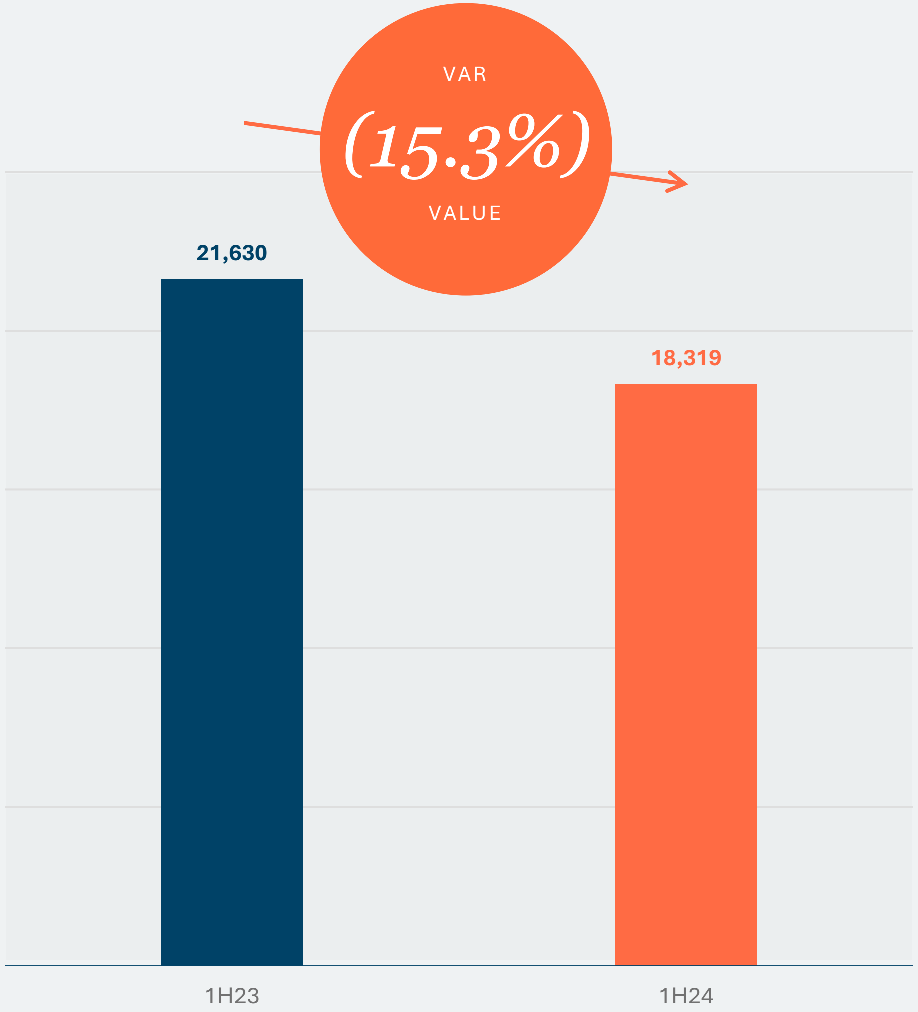
VAR
47.3%
FRONTERA
VALUE

New Business

SALES IN VOLUME AND VALUE AT 1H24



(THOUSANDS OF 9LC)

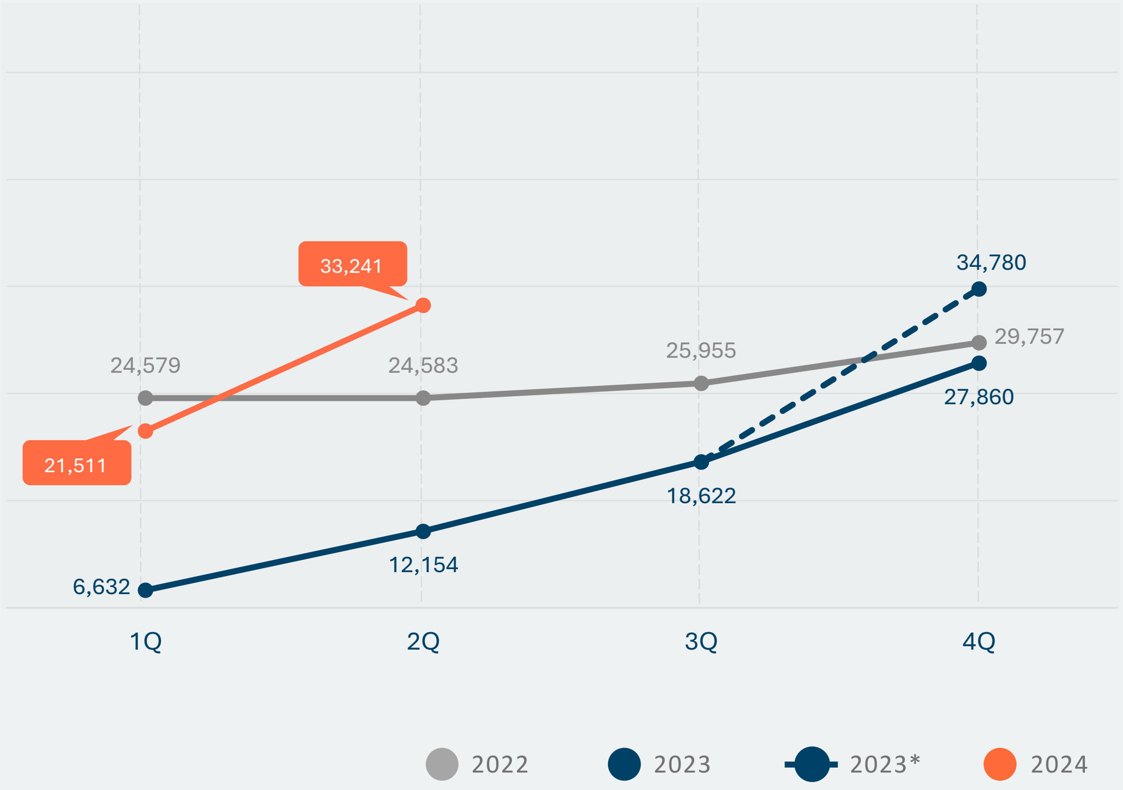


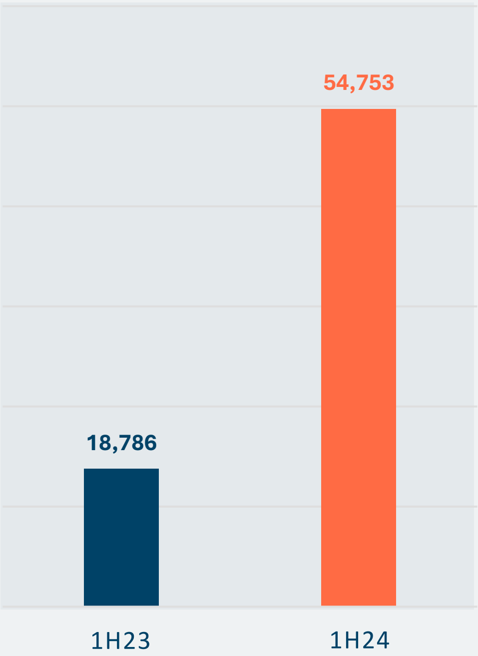
(MILLION OF CLP$)

EBIT

QUARTERLY EVOLUTION

(MILLION OF CLP$)





VAR

173.5%

vs 2Q23

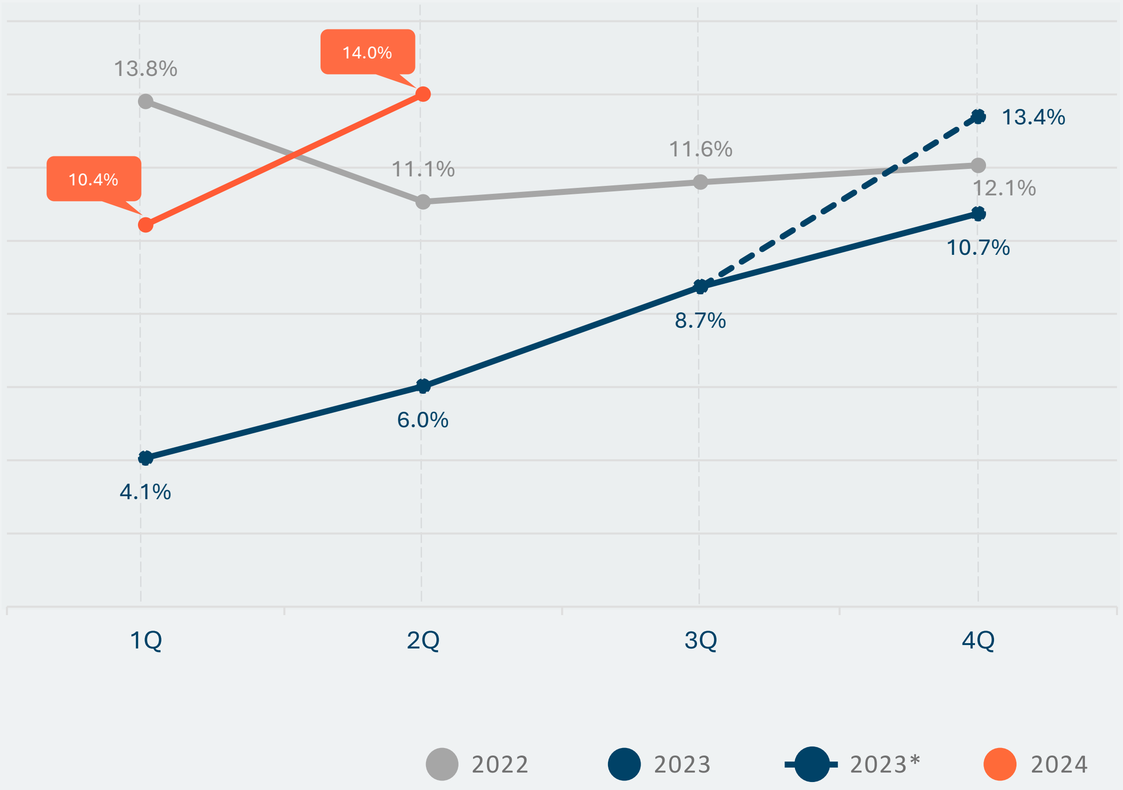
VAR

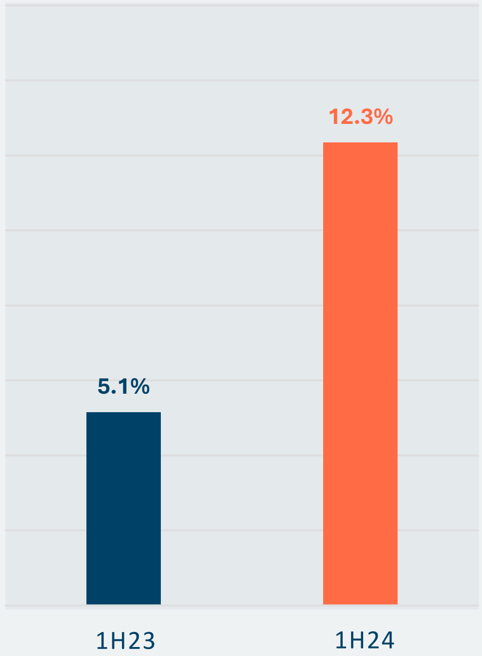
191.4%

vs 1H23

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

EBIT Margin
QUARTERLY EVOLUTION



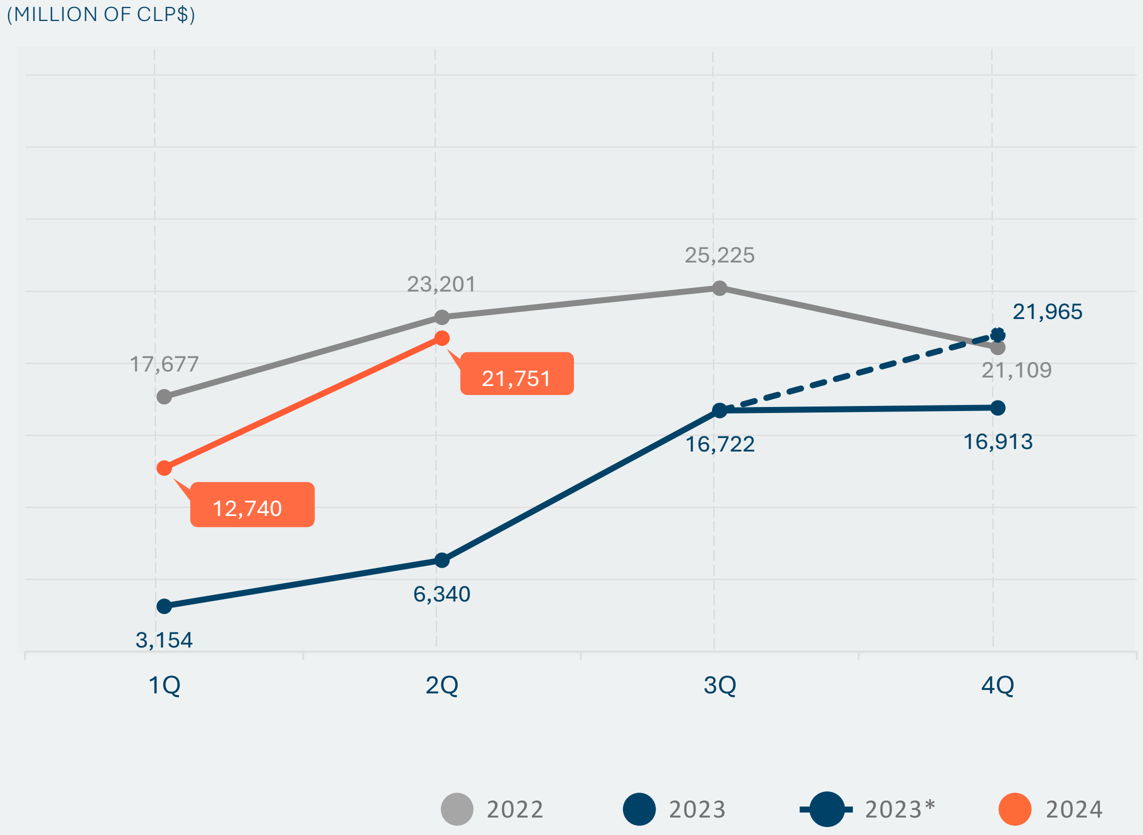


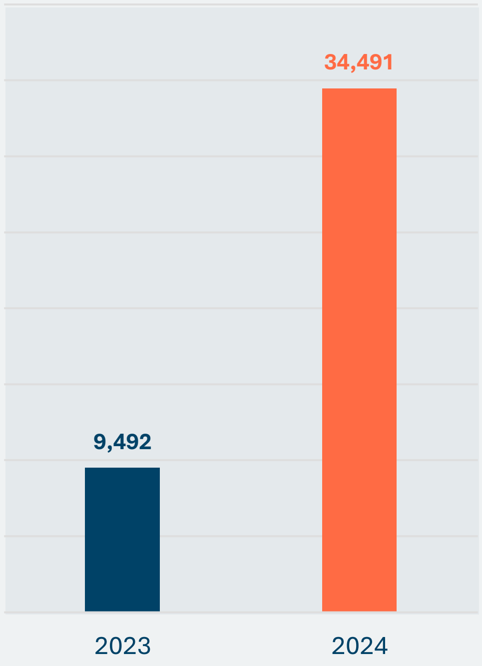
VAR
800 bp
vs 2Q23

VAR
720 bp
vs 1H23

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

Net Profit
QUARTERLY EVOLUTION





VAR
243.1%
vs 2Q23

VAR
263.4%
vs 1H23

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

2Q24 and 1H24 Results

OSVALDO SOLAR, CFO

03

EBIT + EBITDA

PER QUARTER

EBIT		1Q	2Q	3Q	4Q	1H
2023	CLP$M	6,632	12,154	18,622	27,860	**18,786**
	Mg %	4.1%	6.0%	8.7%	10.7%	**5.1%**
2024	CLP$M	21,511	33,241			**54,753**
	Mg %	10.4%	14.0%			**12.3%**

VAR 2Q24

173.5%

800 bp

VAR 1H24

191.4%

720 bp

EBITDA		1Q	2Q	3Q	4Q	1H
2023	CLP$M	13,014	19,689	26,413	36,307	**32,704**
	Mg %	8.0%	9.8%	12.4%	14.0%	**9.0%**
2024	CLP$M	28,371	41,324			**69,695**
	Mg %	13.8%	17.4%			**15.7%**

VAR 2Q24

109.9%

760 bp

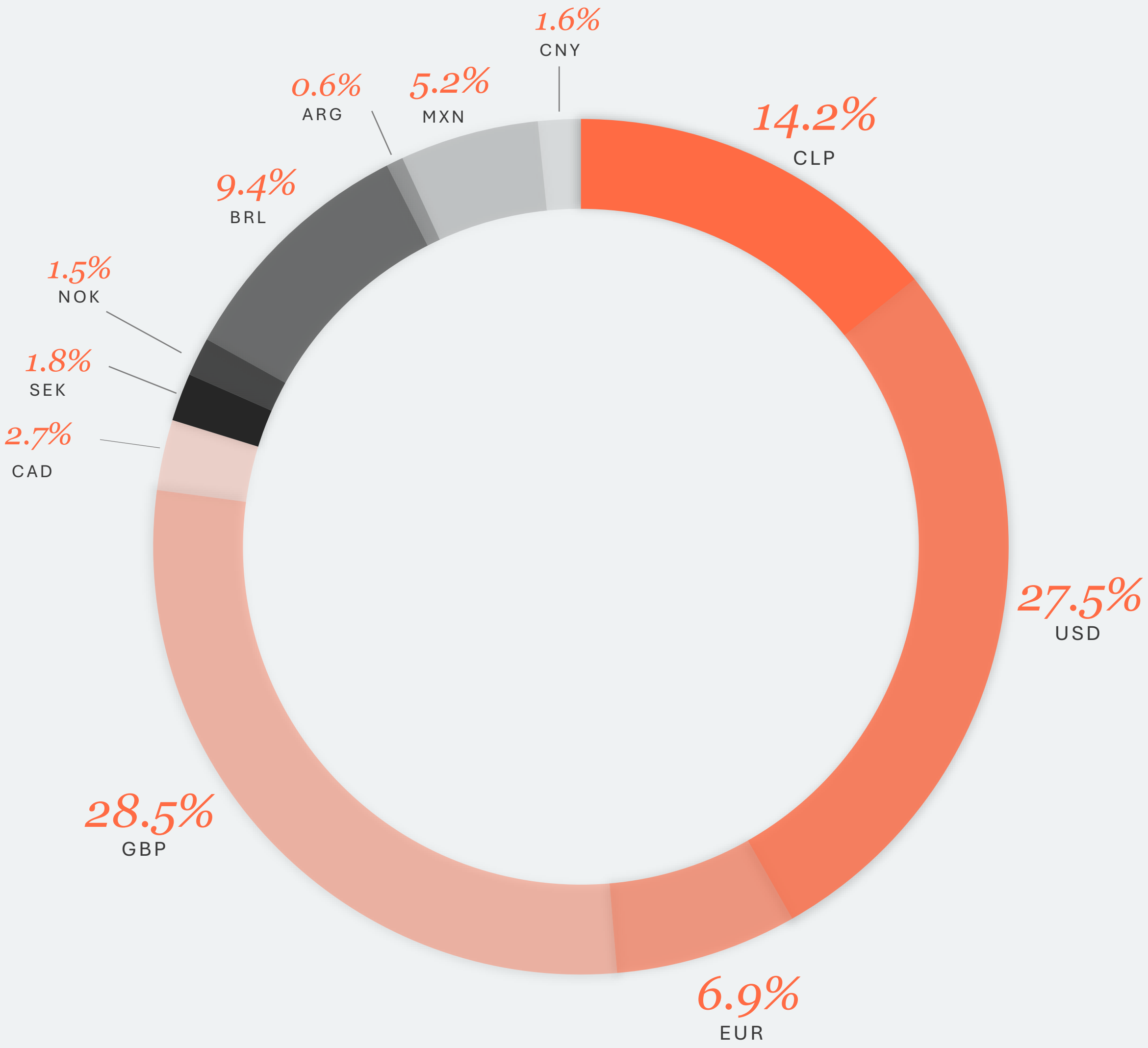
VAR 1H24

113.1%

670 bp

Currency Diversification

2Q24



EXCHANGE RATE VARIATION

2Q24 vs 2Q23

17.3%

CYT PORTFOLIO INDEX

USD: 16.7%

EUR: 15.3%

LIBRA: 17.6%

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

Operational Efficiency
OF THE COMPANY

This process began in September 2022 and will have an approximate impact of CLP$20,000 m at the end of 2025.

SEPTEMBER 2022	CLP$ 11,060 m	CLP$ 16,000 m
START	REAL NET SAVINGS AT 1H24	PROJECTED SAVINGS BY END OF 2024

- CLP$ 4.290 m: Organizational restructuring for new ways of working
- CLP$ 2.740 m: Global supply management
- CLP$ 2.430 m: Production, Logistics and Planning efficiencies
- CLP$ 1.600 m: Administrative efficiencies by new way of working (CoE)

m: million

Non-Operating Result

2Q24

(MILLION OF CLP$)	2Q24	2Q23	VAR (CLP$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(4,777)	(4,450)	323	7.3%
EXCHANGE DIFFERENCES	370	185	185	100.1%
NON-OPERATING RESULT (**)	**(4,407)**	**(4,269)**	**138**	**3.2%**
ASSOCIATED COMPANIES	155	16	140	897.0%

CONCLUSIONS:

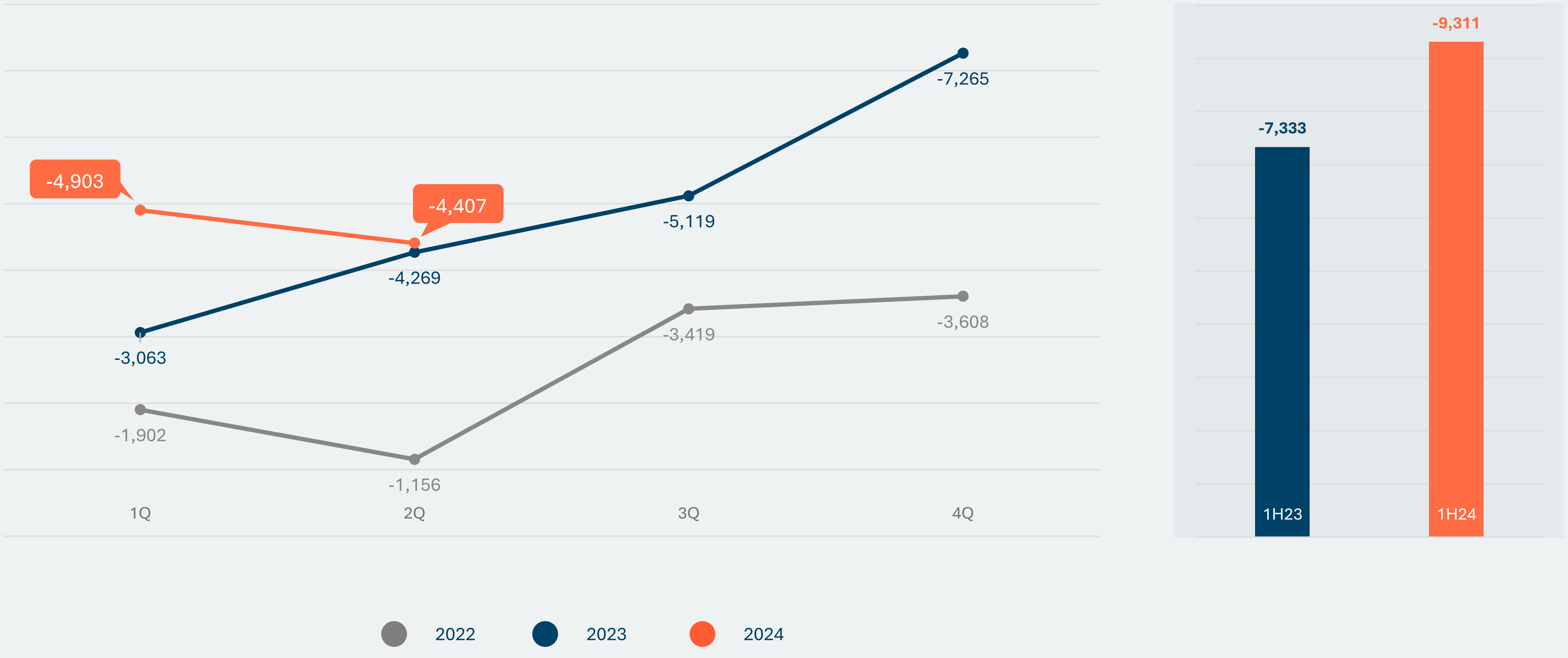
- **39%** of the increase is explained by the increase in debt, and the remaining **61%** is due to the effect of the increase in the interest rate.

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

(**) Does not consider results of Associated Companies.

Non-Operating Result **

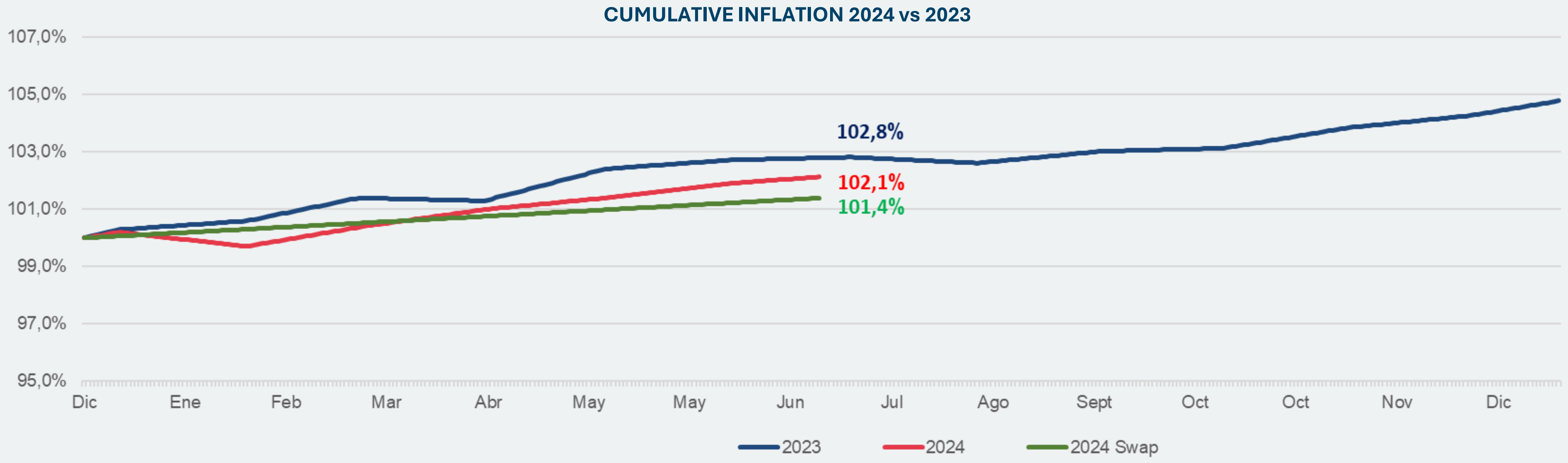
QUARTERLY EVOLUTION – BREAK IN TREND



(**) Does not consider results of Associated Companies.

Positive prospects for the
NON-OPERATING RESULT

* The Central Bank converges to the inflation target only in the first half of 2026.



2Q24 BENEFITS:

Inflation set for 2Q24: **2.82% annualized**

Effect without hedge in 2Q24: **CLP$ 2,511 m.**

Effect with fixed inflation: **CLP$ 1,377 m**

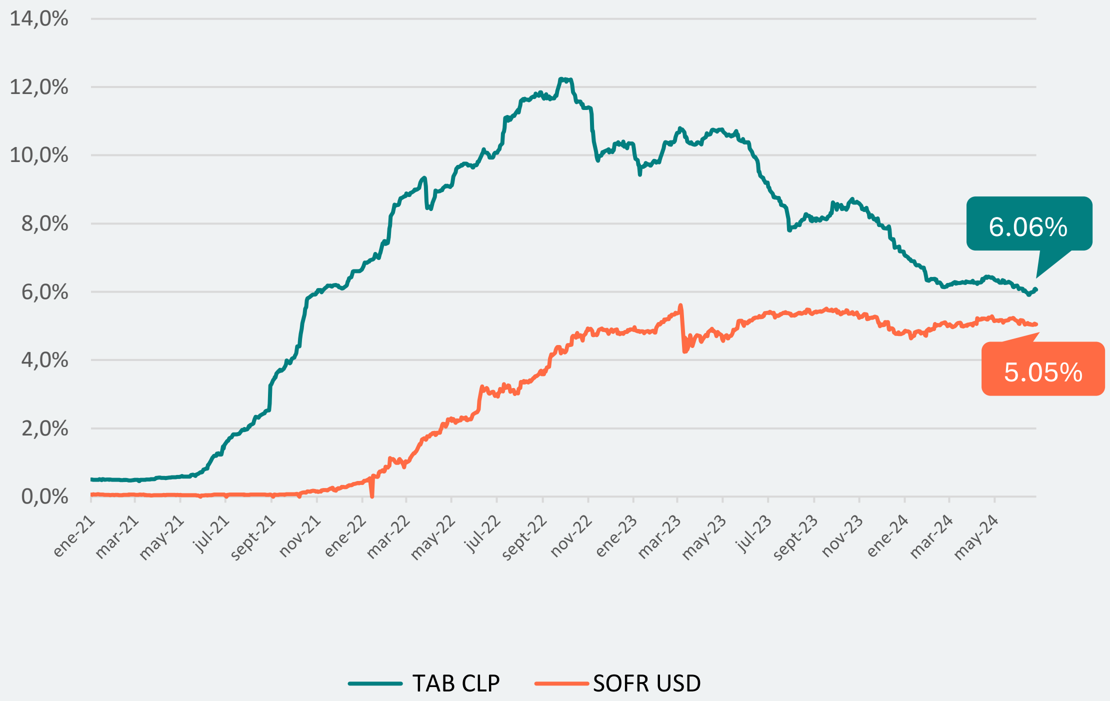
Utilidad implícita: **CLP$ 1,134 m**

NEXT MONTHS:

Currently **100%** of the bonds are covered.
UF 7.0 m to CLP (inflation set at **2.82%**)

Positive prospects for the
NON-OPERATING RESULT

01. INTEREST RATE



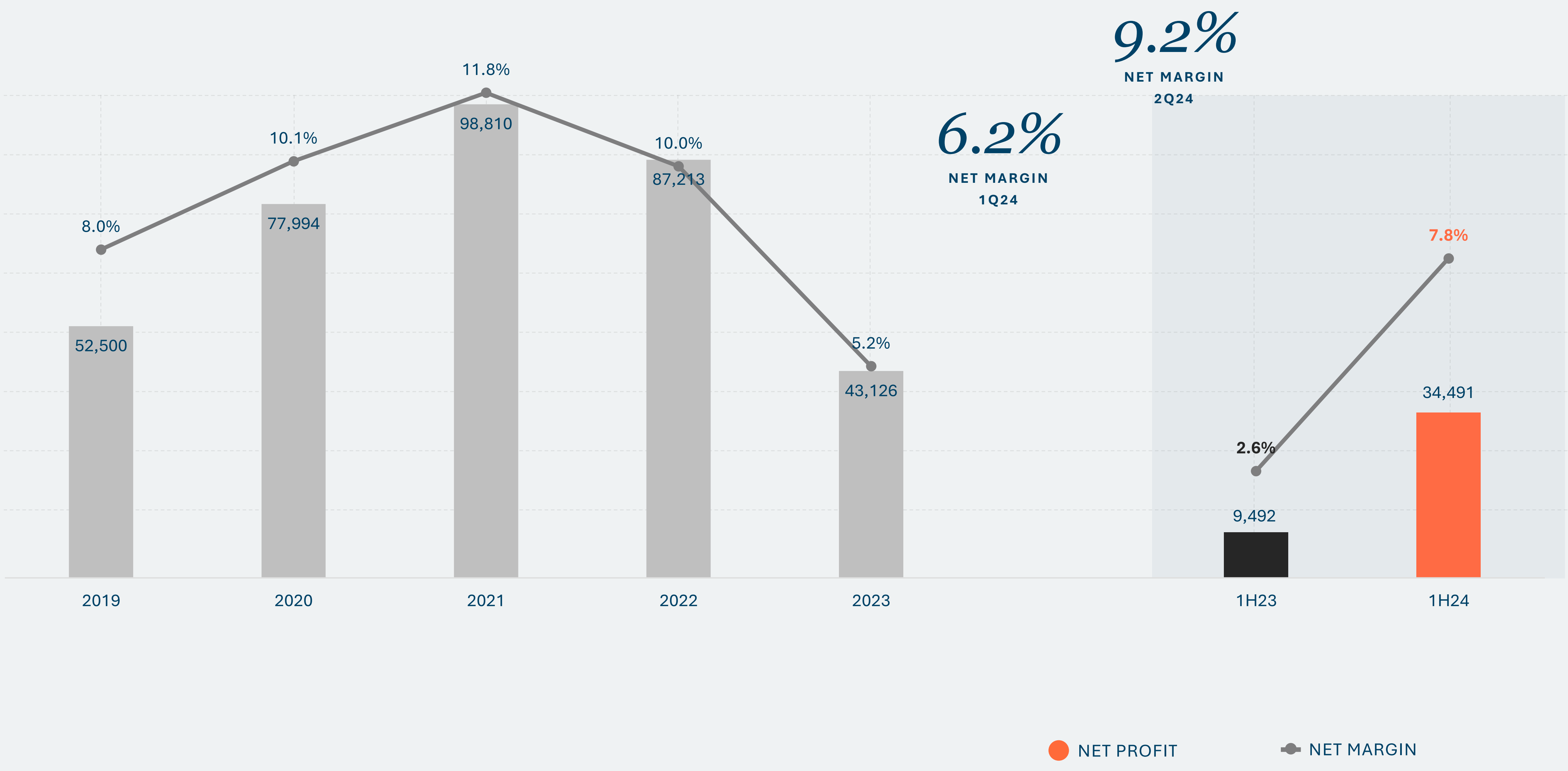
02. DEBT AMOUNT

Reduction in absolute terms.

03. EXCHANGE RATE

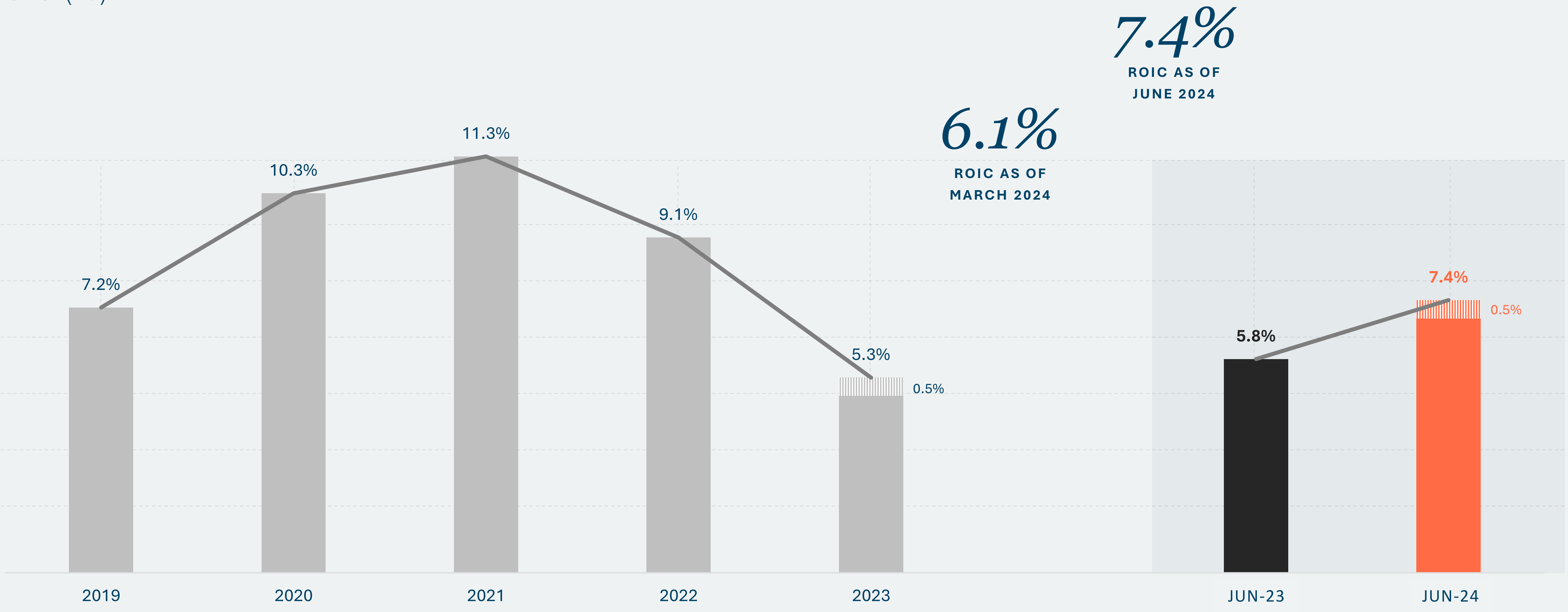
Liabilities hedge with company assets.

Net Profit (Million of CLP$) and Net Margin (%)



Return on Invested Capital

ROIC (%)



2023* y 2024* +0.5%:
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.

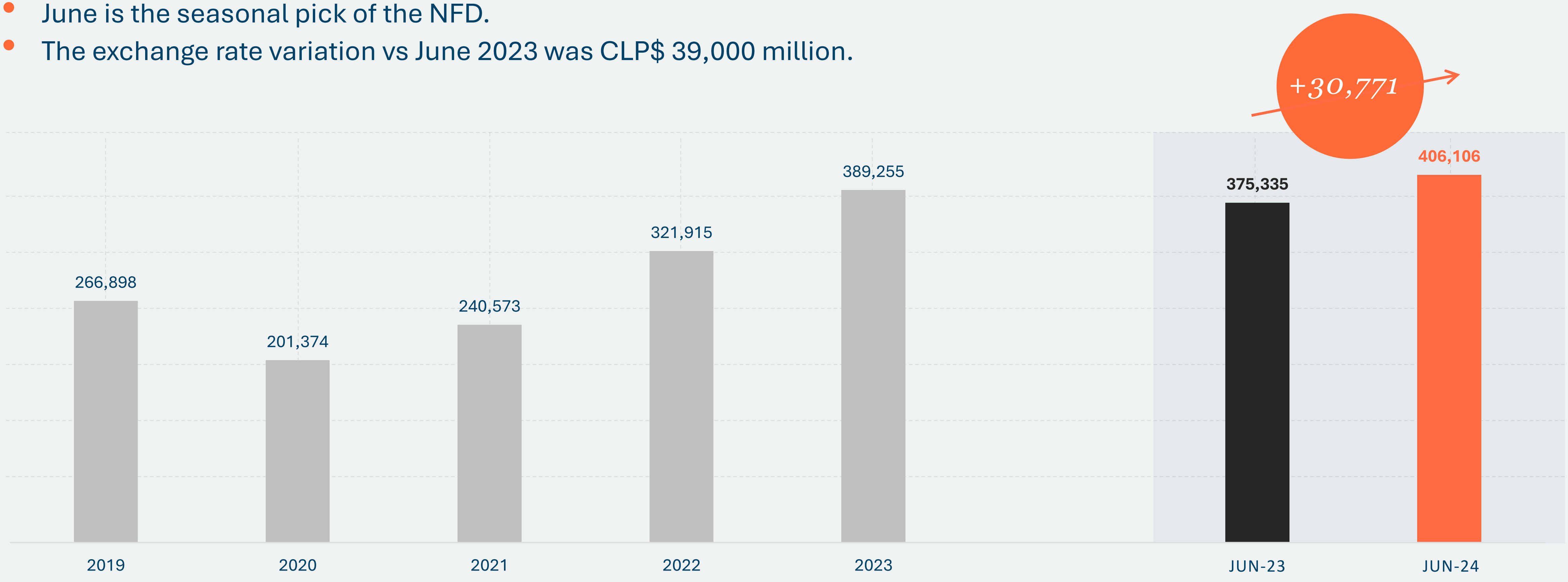
ROIC: (Operating Margin – Taxes + Exchange Differences) / (Equity – Net Financial Debt – Cash) 12 moving months.

* 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$)

- June is the seasonal pick of the NFD.
- The exchange rate variation vs June 2023 was CLP$ 39,000 million.

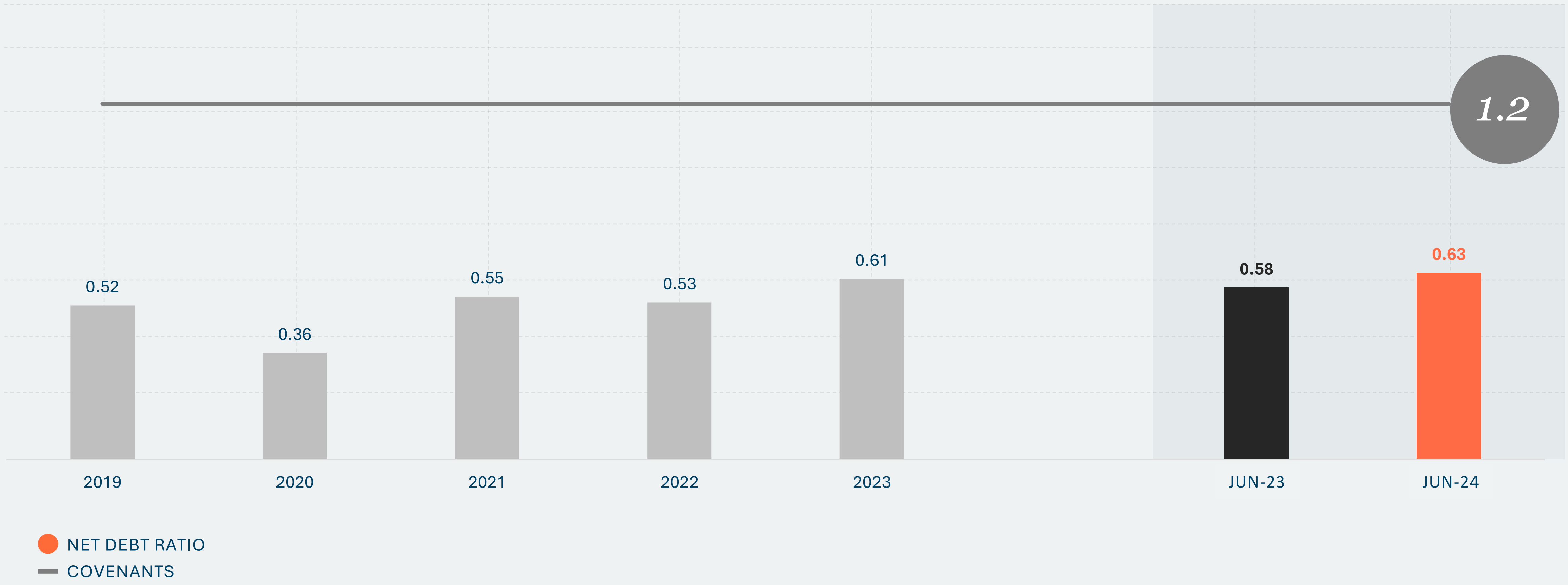


Net Financial Debt: Gross Financial Debt including the effect of Derivatives related to Financial Debt – Interest – Cash and cash equivalent.

Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

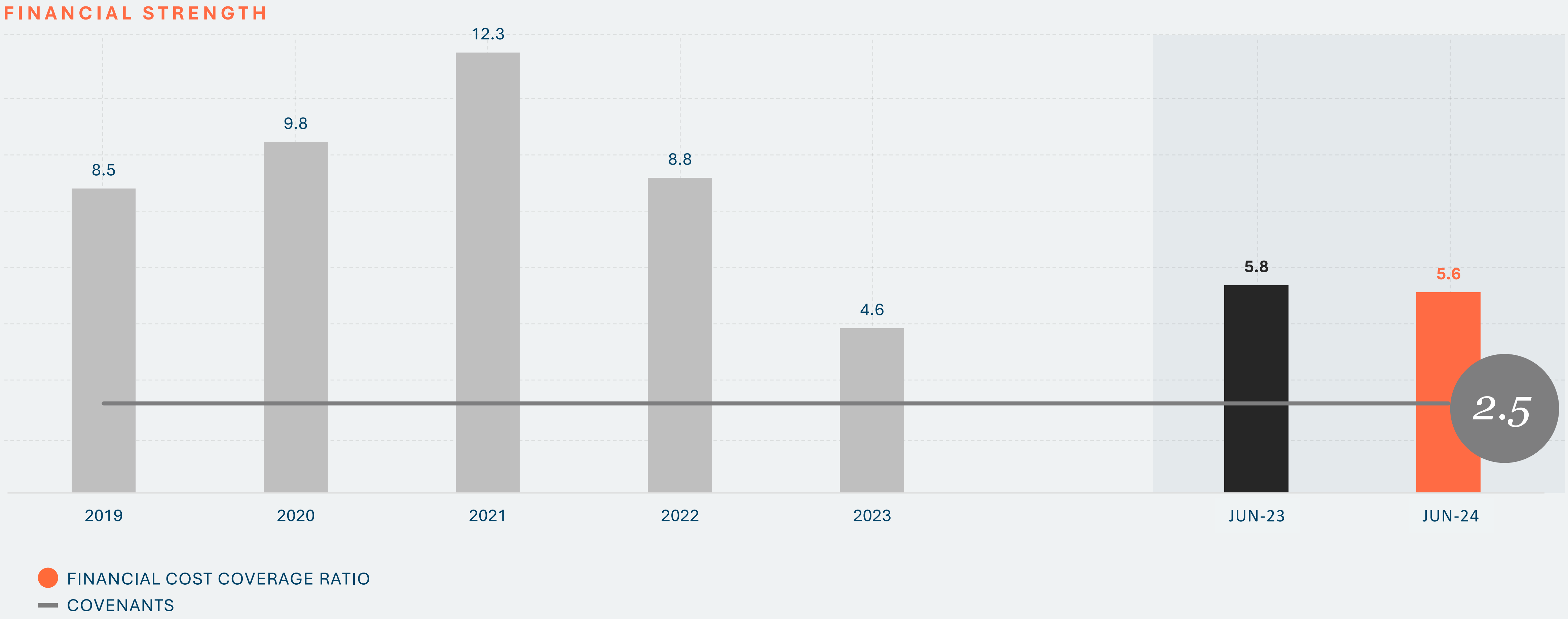
FINANCIAL STRENGTH



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

Coverage of Financial Expenses

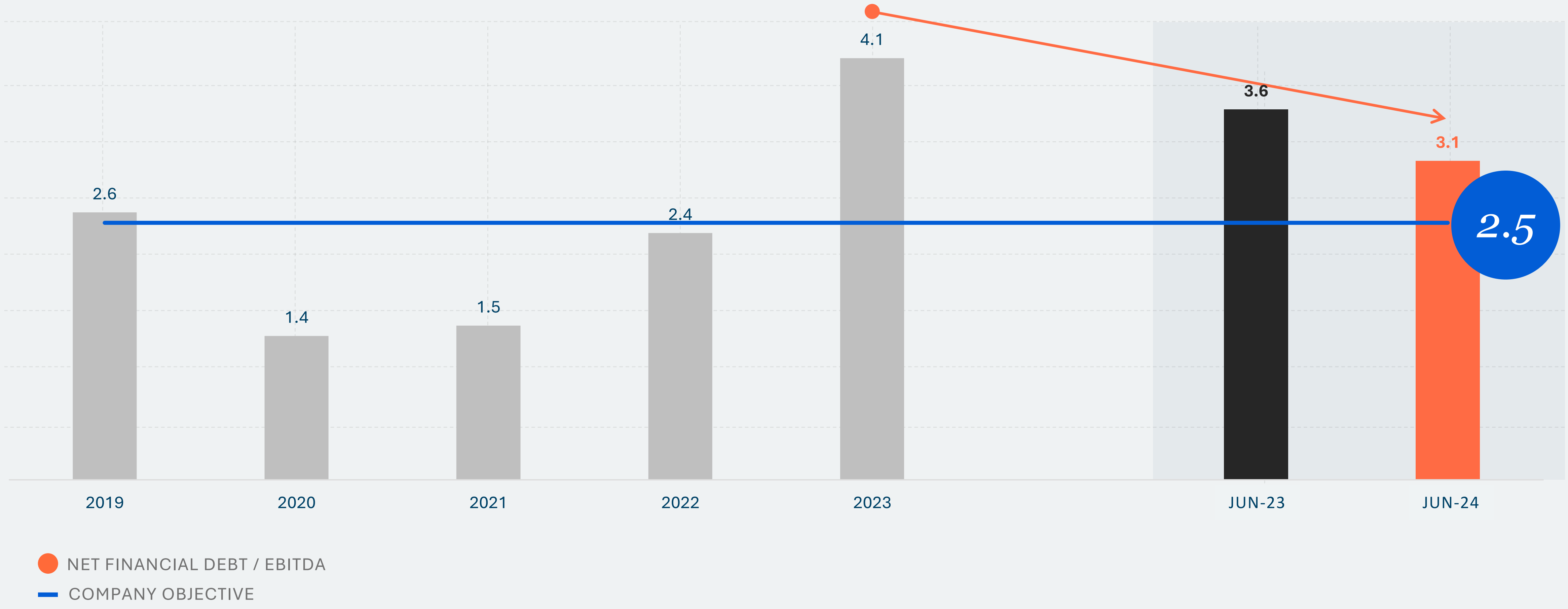
JUNE 2024



Financial Costs Coverage Ratio: (Gross Profit + Distribution Costs + Administration Expenses + Depreciation + Amortization) / Financial Costs

Net Financial Debt (*) over EBITDA

COMPANY OBJECTIVE



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

Non-Financial
RESULTS

STRENGTH OF OUR BRANDS

01

ESG PERFORMANCE

02

Strength of our brands

ANNIVERSARY OF DON MELCHOR

Don Melchor celebrates its **35th harvest** in Brazil.

Three Viña Concha y Toro brands are among the **most powerful wine brands** in the world, according to IWRS.

N.2 CASILLERO DEL DIABLO
N.12 FRONTERA
N.19 CONCHA Y TORO

For the fourth consecutive year, Trivento became the **best-selling Argentine wine** brand in the world, according to IWSR Drinks Market Analysis.

MARCA MÁS VENDIDA

Amelia

Decanter highlights **Amelia Chardonnay** among the best in Chile.

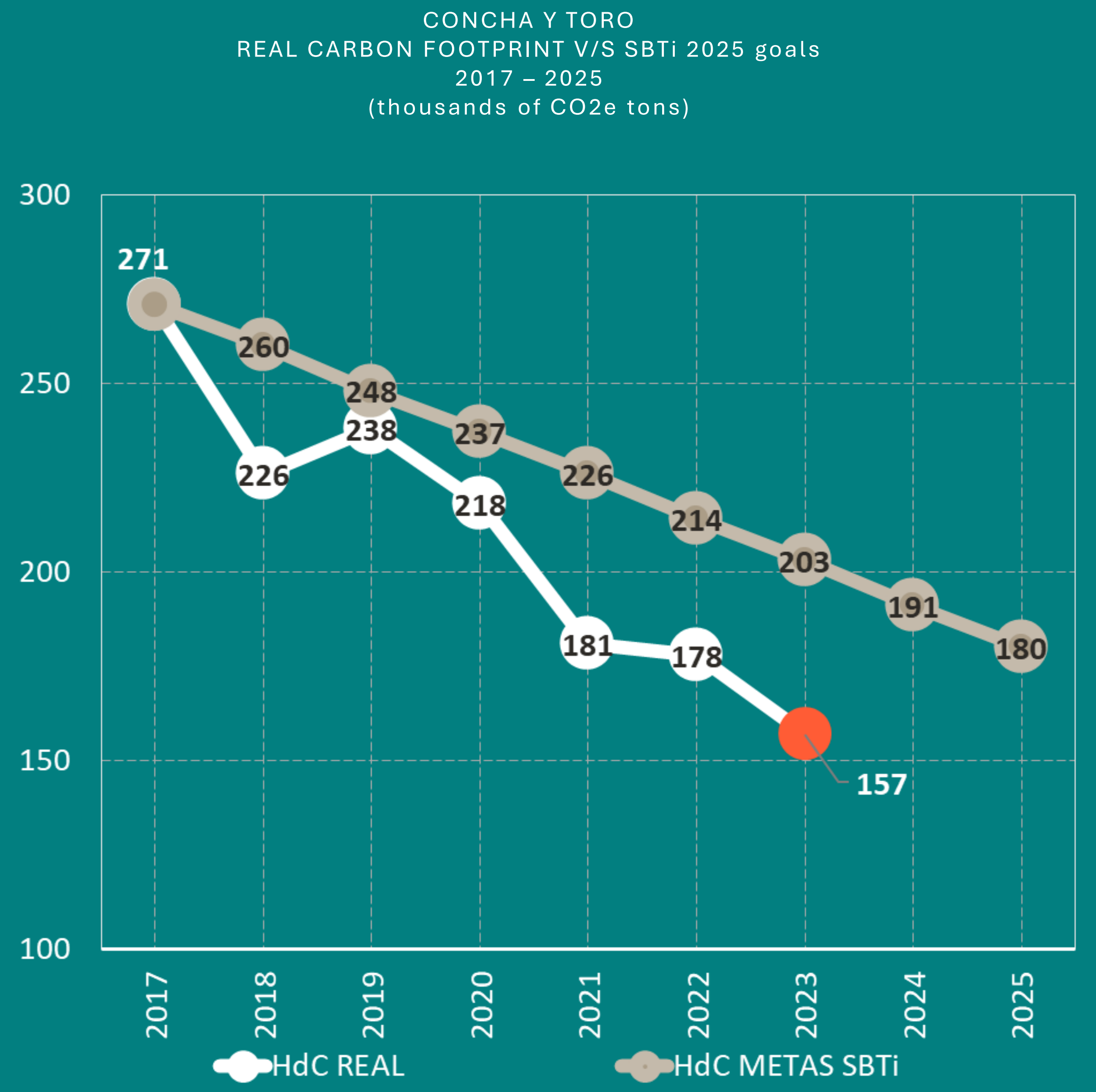
ESG Performance

01. The company has been measuring its carbon footprint since 2007.

02. The reduction in emissions in 2023 shows a 42% decrease compared to the base year, exceeding the goal committed for 2025.

03. This is attributable to the use of renewable electricity in 100% of consumption and the reduction of packaging emissions.

04. Our commitment is to become a Net Zero company by 2040 or earlier.



* The carbon footprint is calculated using GhG Protocol methodology.

2024 Perspective

EDUARDO GUILISASTI, CEO

04

Looking toward the future

01.

We believe that the **Company is prepared** to continue growing in sales and profitability. We ratify the prospect of double-digit sales growth.

02.

The new organizational structure has demonstrated, in these first months of its implementation, **very positive results**.

03.

We aim to **continue improving our global productivity**.

04.

We see strength in our traditional brands and **acceptance in our innovations.**

05.

Our company, distributors, and clients are **filled with optimism**.

1H24 INVESTOR PRESENTATION

Viña Concha y Toro
FAMILY OF NEW WORLD WINERIES