

A dynamic background image showing a close-up of red wine being poured or splashed into a glass. The liquid is captured in mid-air, creating a sense of movement and texture. The color is a deep, rich red, and the lighting highlights the bubbles and the flow of the wine.

30 24

INVESTOR PRESENTATION

VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —

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OSVALDO SOLAR, CFO

9M24 Highlights

OSVALDO SOLAR, CFO

01

Viña Concha y Toro added a **new quarter of growth** in sales, consolidating its recovery by completing four consecutive periods of increases, which allows us to ratify our projections of a **low double-digit increase in sales in value** for this year.

This year has shown us that the company is prepared to continue growing in sales and profitability.

Highlights 9M24 vs 9M23

CONSOLIDATED SALES



+16.9% to CLP\$ 675,718 m

PREMIUMIZATION



51.8%

MIX PORTFOLIO P+I
(+70 bps)

P + I

OTHERS

GROSS PROFIT

+24.3%

CLP\$ 262,618 m

GROSS MARGIN

38.9%

(+230 bps)

EBITDA

+74.1%

CLP\$ 102,911 m

EBITDA MARGIN

15.2%

(+500 bps)

NET INCOME



+99.7 %

reaching CLP\$ 52,348 m, with a
Net Margin of 7.7% (+320 bps) YoY

9M24 Sales Analysis

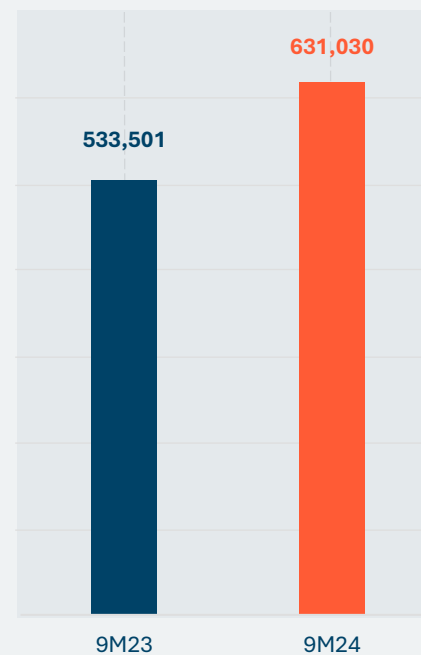
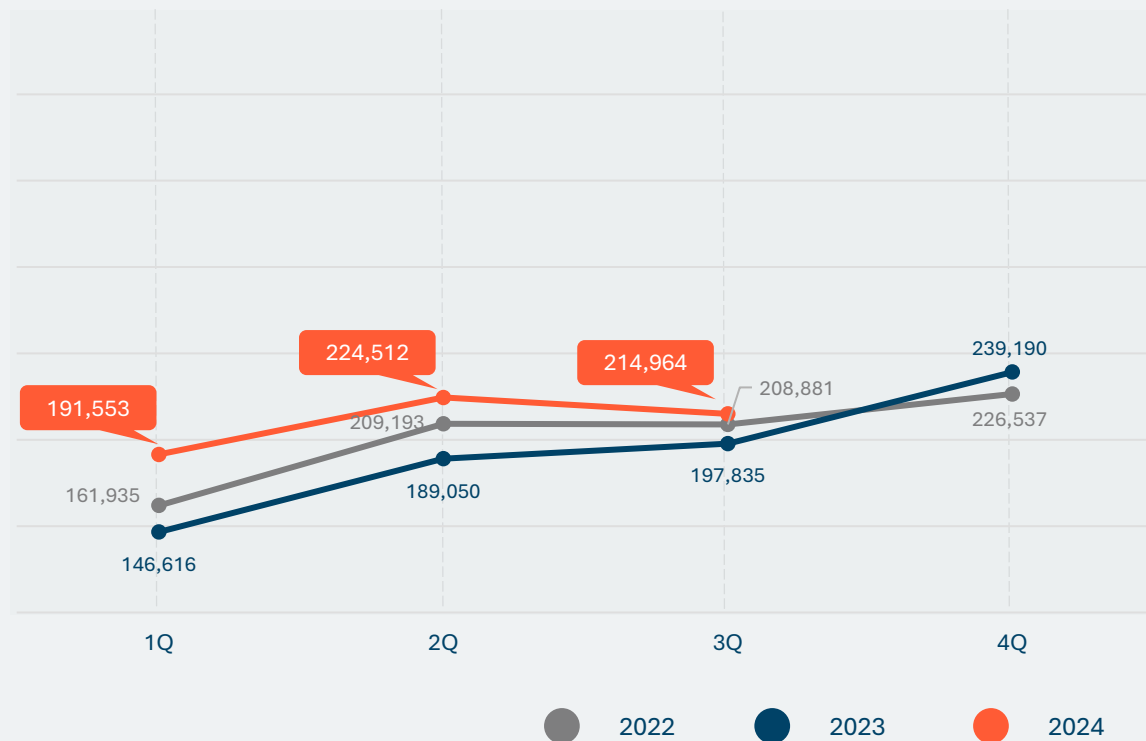
DANIELA LAMA, HEAD OF IR

02

Sales per Value – Only Wine

QUARTERLY EVOLUTION

(MILLION OF CLP\$)



VAR
8.7%
VS 3Q23
VALUE

VAR
18.3%
VS 9M23
VALUE

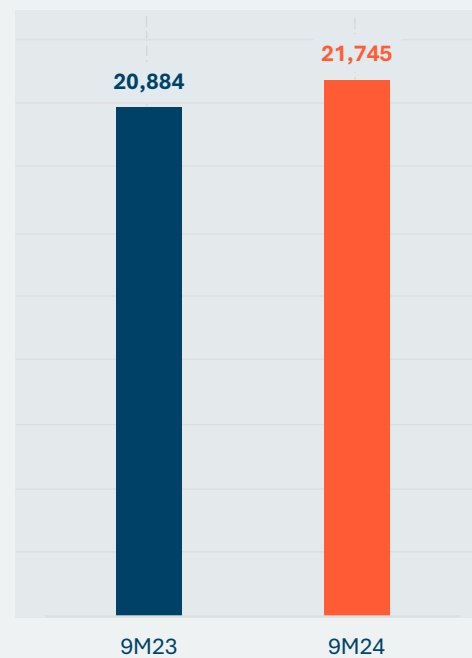
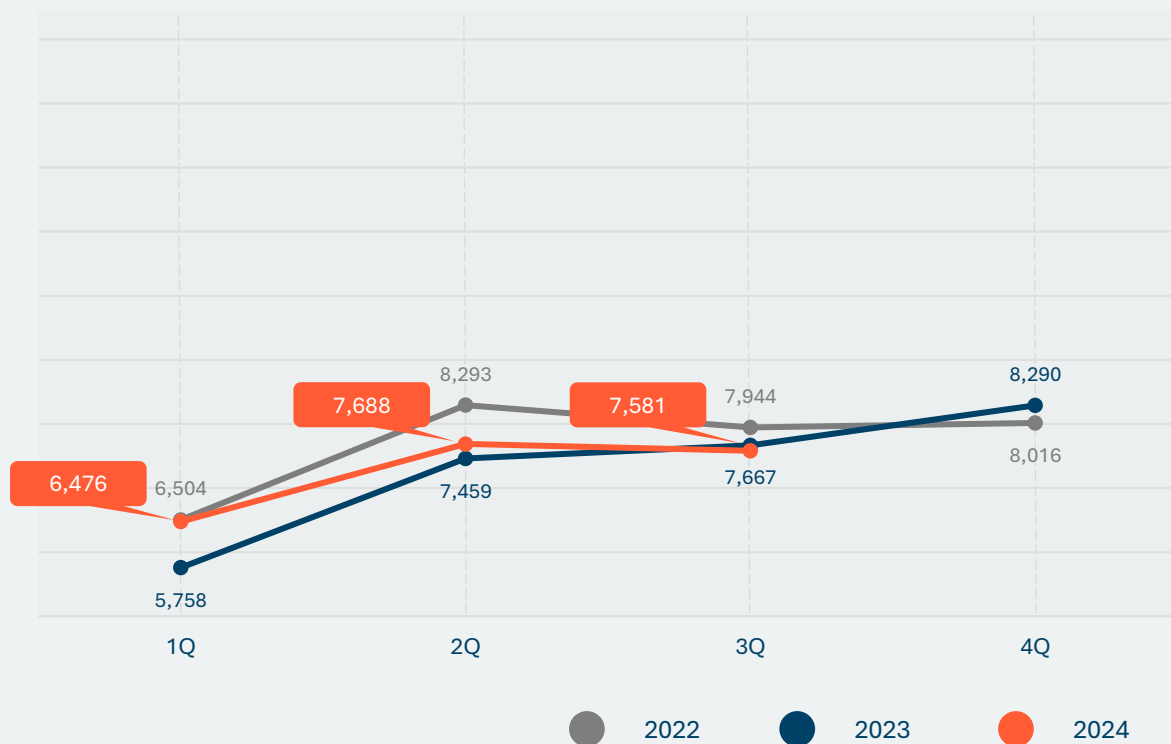
9M24 CONCLUSIONS:

- +16.7% in Premium and Superior segments
- +20.2% in Varietal and Inferior segments

Sales per Volume – Only Wine

QUARTERLY EVOLUTION

(THOUSANDS OF 9LC)



VAR
(1.1%)
VS 3Q23
VOL

VAR
4.1%
VS 9M23
VOL

9M24 CONCLUSIONS:

- +4.5% in Premium and Superior segments
- +3.9% in Varietal and Inferior segments

Main Markets Performance – Only Wine

PER QUARTER

VAR % VALUE	3Q23	4Q23	1Q24	2Q24	3Q24
UK	14.4%	34.0%	34.6%	17.5%	16.1%
CHILE	(2.3%)	12.2%	5.8%	8.8%	5.7%
USA	(5.5%)	(19.4%)	37.1%	28.4%	(2.3%)
BRAZIL	(0.7%)	0.7%	49.7%	28.6%	12.0%
MEXICO	(2.7%)	4.8%	33.6%	3.7%	14.0%

THE TOP 5 COUNTRIES
REPRESENT

70.1%

OF WINE SALES
AS OF 3Q24

Main Markets Performance – Only Wine

9M24

9M24	VAR % VALUE
UK	21.9%
CHILE	6.7%
USA	21.1%
BRAZIL	27.4%
MEXICO	15.9%

THE TOP 5 COUNTRIES
REPRESENT

72.1%

OF WINE SALES
AS OF 9M24

CONCLUSIONS:

- Of the twenty main markets (only wine), 14 grew at rates greater than 20%, three at rates greater than 5% and three decreased: China, South Korea and Argentina.
- The growth of the United Kingdom, with 21.9%, stands out for its relevance.
- Strong recovery in the United States.
- Principal + Invest mix (only wines) reaches 55.5%, vs 55.3% in 9M23 (+10bps).

Main Brands Performance – Only Wine

PER QUARTER

VAR % VALUE	3Q23	4Q23	1Q24	2Q24	3Q24
CASILLERO DEL DIABLO	(0.1%)	16.3%	32.8%	22.3%	8.2%
FRONTERA	(7.6%)	(0.6%)	91.6%	20.3%	(7.7%)
TRIVENTO RESERVE	12.9%	21.4%	36.7%	21.1%	16.7%
RESERVADO	8.5%	(3.5%)	41.1%	17.2%	15.1%
ISLA NEGRA SEASHORE	32.0%	40.5%	49.3%	18.6%	7.7%
DIABLO	14.0%	41.3%	28.4%	18.3%	30.5%
BONTERRA	3.9%	(21.4%)	2.7%	11.7%	1.1%

THE TOP 7 BRANDS
REPRESENT

63.0%

FROM WINE SALES
AS OF 3Q24

Main Brands Performance – Only Wine

9M24

9M24	VAR % VALOR
CASILLERO DEL DIABLO	19.8%
FRONTERA	25.7%
TRIVENTO RESERVE	24.2%
RESERVADO	22.0%
ISLA NEGRA SEASHORE	22.9%
DIABLO	25.6%
BONTERRA	5.4%

THE TOP 7 BRANDS
REPRESENT

64.2%

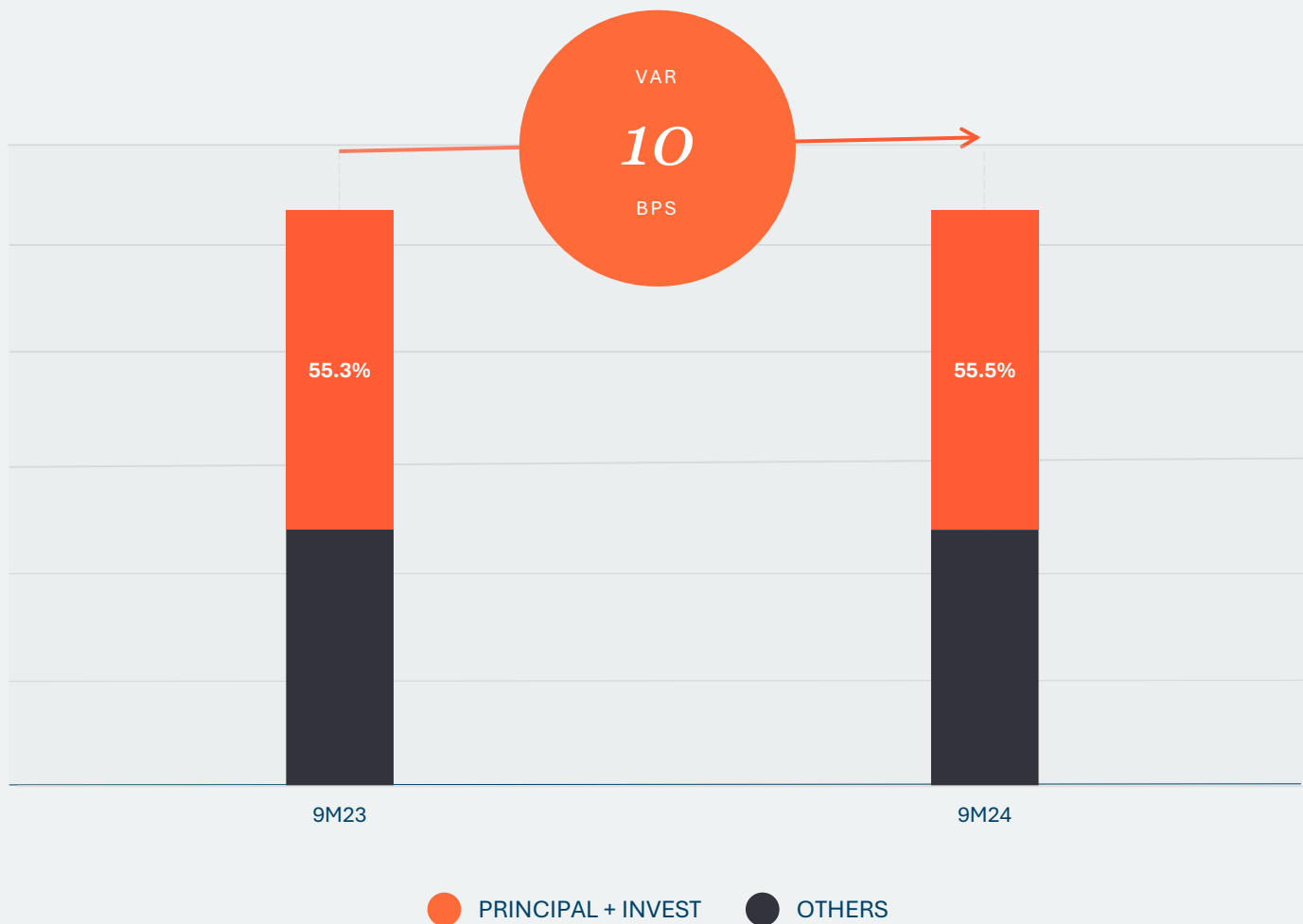
FROM WINE SALES
AS OF 9M24

CONCLUSIONS:

- The Casillero del Diablo brand with its innovations (including the Diablo brand) represent 33.4% of our wine sales.
- Don Melchor with a drop of 23.5%.

9M24 Premium Mix

+10 BP IN PRINCIPAL + INVEST MIX – ONLY WINE



VAR

19.8%

CASILLERO DEL DIABLO
VALUE

VAR

24.2%

TRIVENTO RESERVE
VALUE

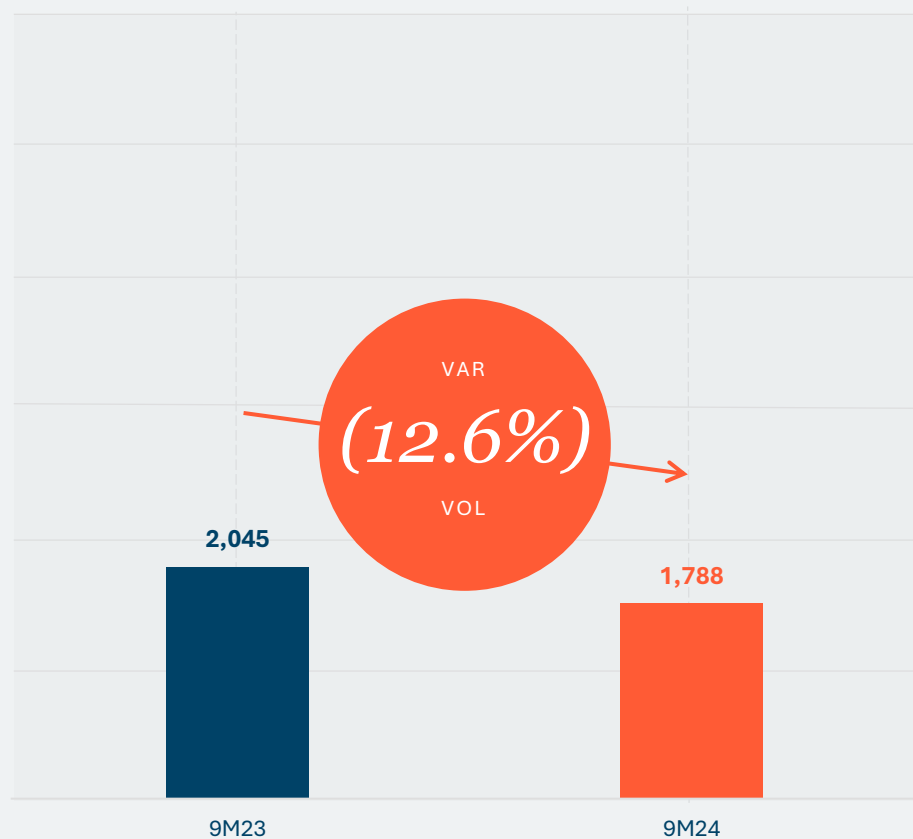
VAR

25.6%

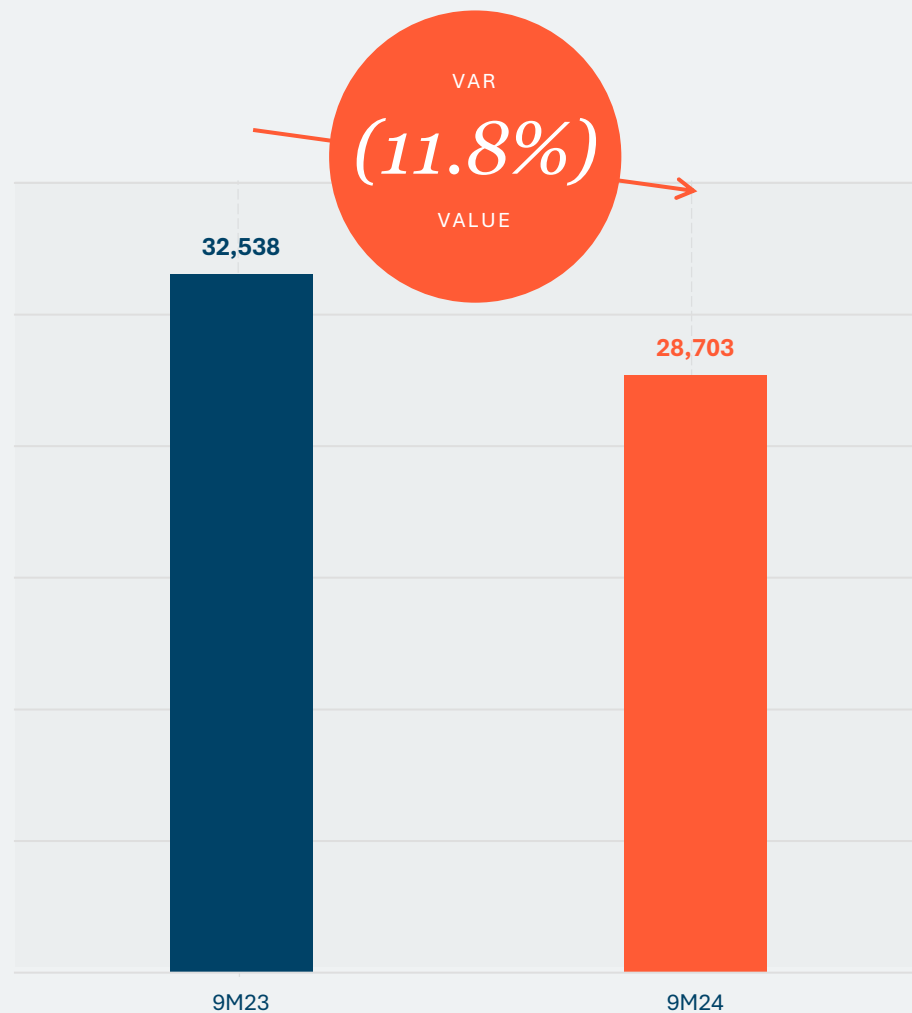
DIABLO
VALUE

New Business

SALES IN VOLUME AND VALUE AT 9M24



(THOUSANDS OF 9LC)



(MILLION OF CLP\$)

3Q24 and 9M24 Results

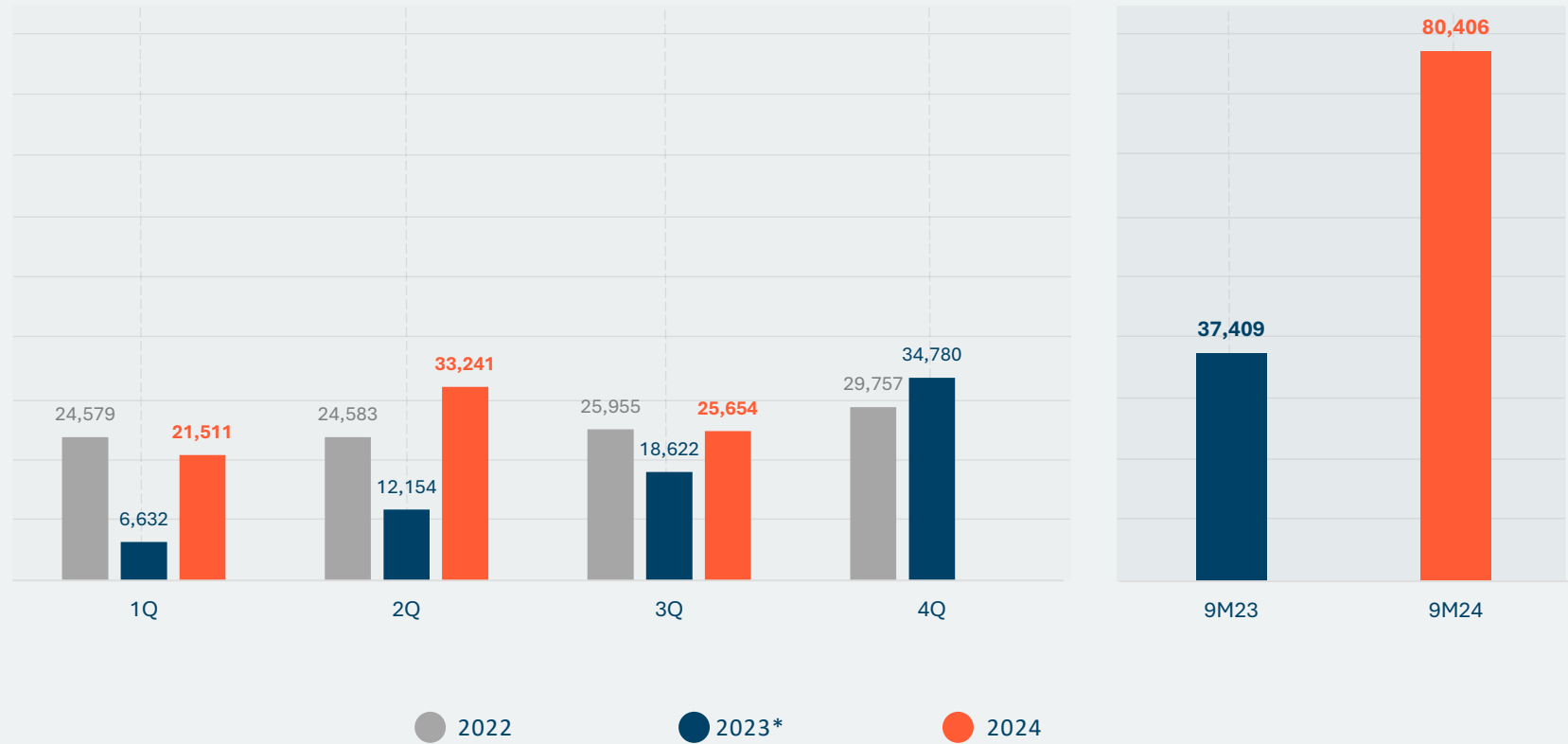
OSVALDO SOLAR, CFO

03

EBIT

QUARTERLY EVOLUTION

(MILLION OF CLP\$)



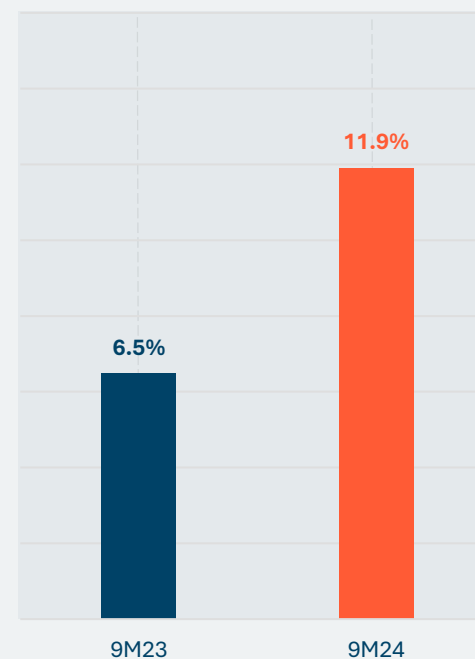
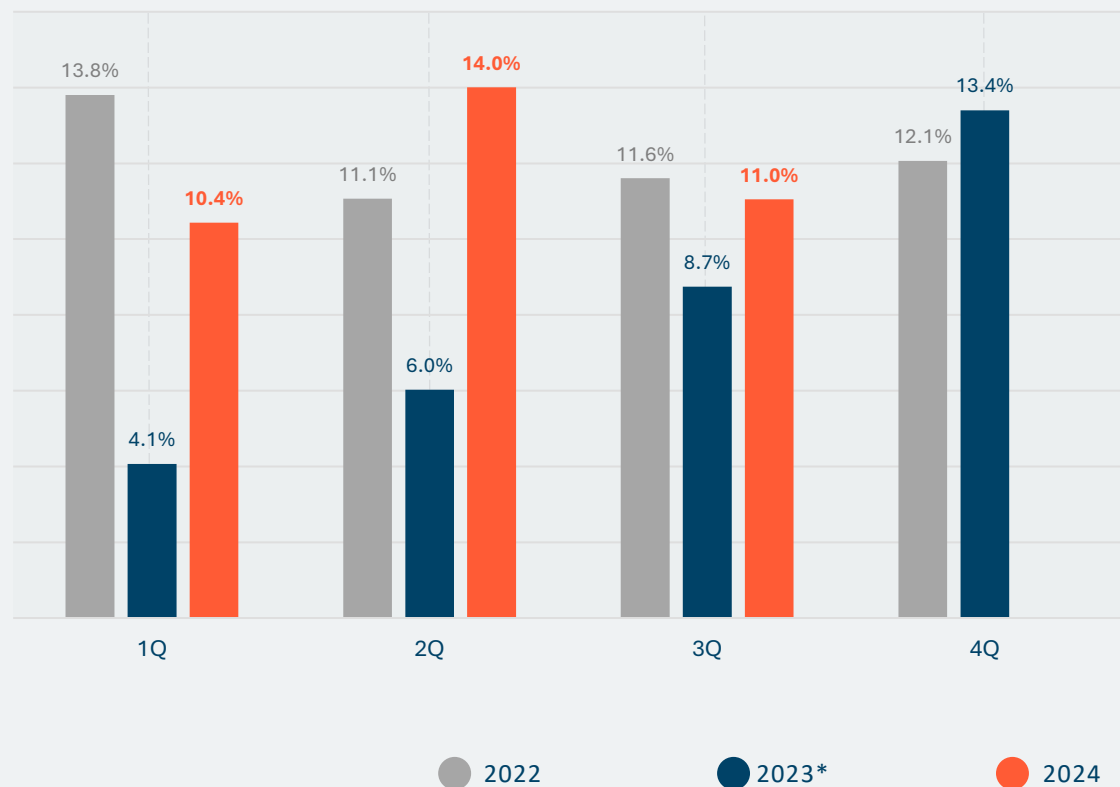
4Q 2023* includes CLP\$ 6,920 million
WITHOUT THE JUDICIAL CONTINGENCY IN THE US

VAR
37.8%
vs 3Q23

VAR
114.9%
vs 9M23

EBIT Margin

QUARTERLY EVOLUTION



VAR

230 bps

vs 3Q23

VAR

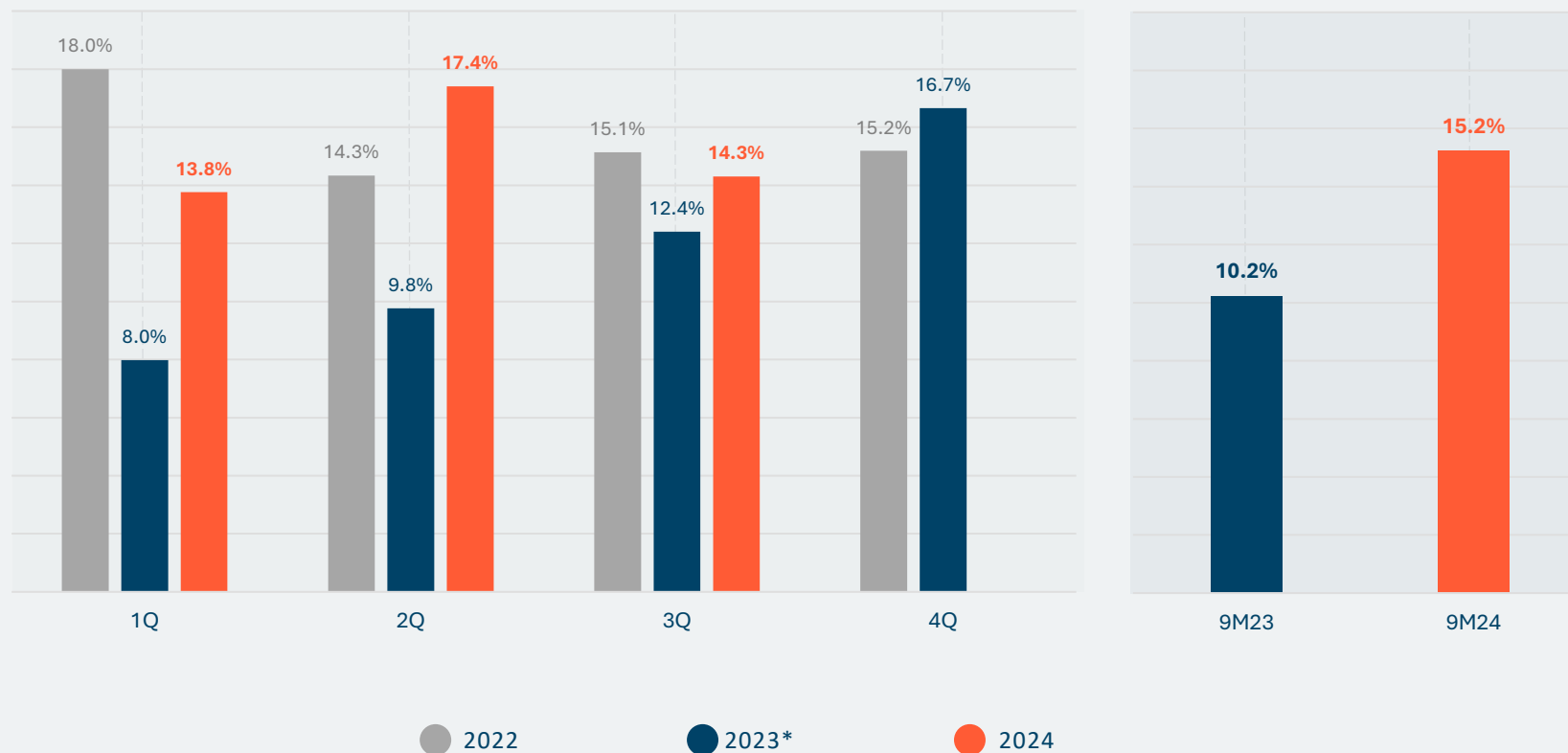
540 bps

vs 9M23

4Q 2023* includes 2.7% of margin
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.

EBITDA Margin

QUARTERLY EVOLUTION



4Q 2023* includes 2.7% of margin
WITHOUT THE JUDICIAL CONTINGENCY IN THE US.

VAR

190 bps

vs 3Q23

VAR

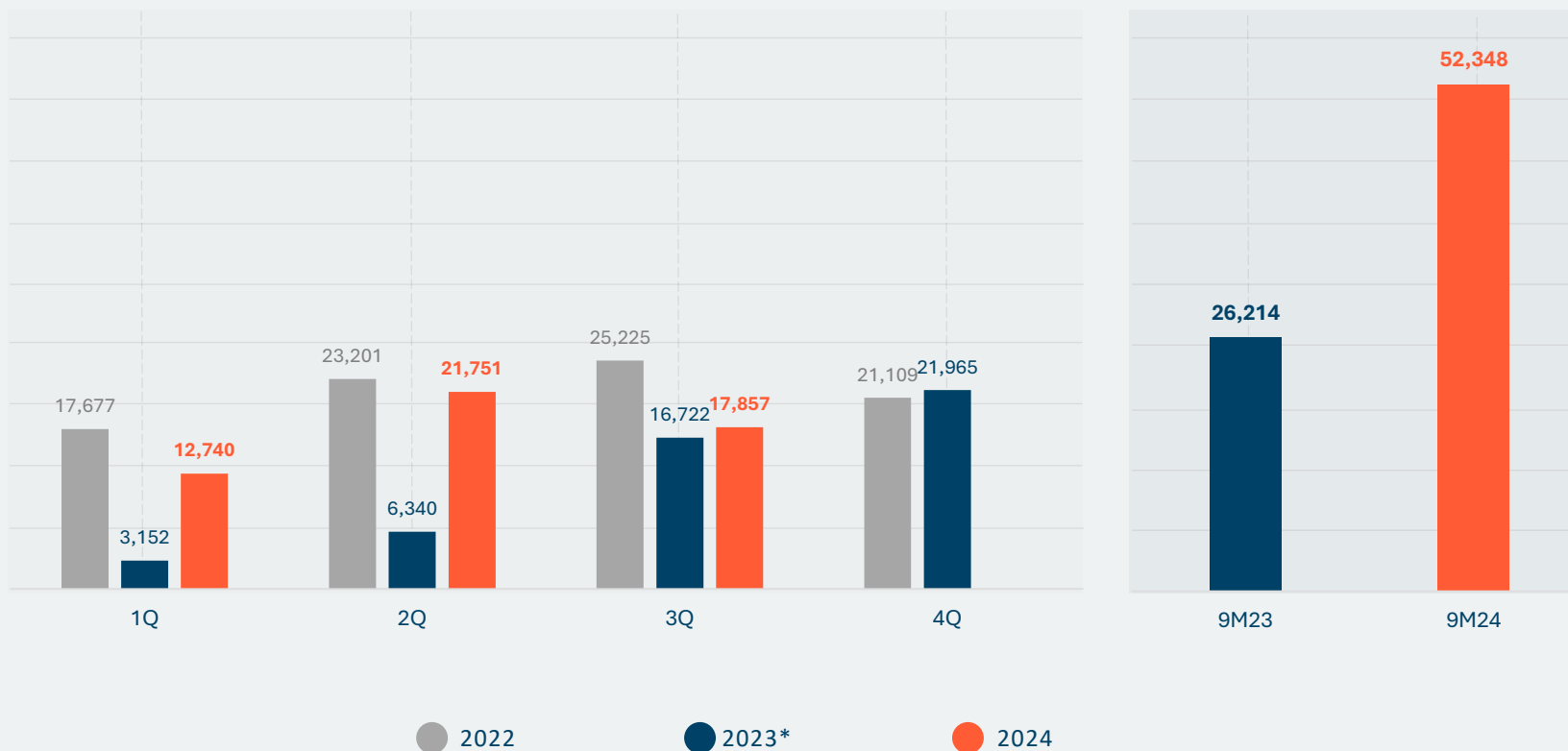
500 bps

vs 9M23

Net Profit

QUARTERLY EVOLUTION

(MILLION OF CLP\$)



4Q 2023* includes CLP\$ 5,052 million
WITHOUT THE JUDICIAL CONTINGENCY IN THE US

VAR

6.8%

vs 3Q23

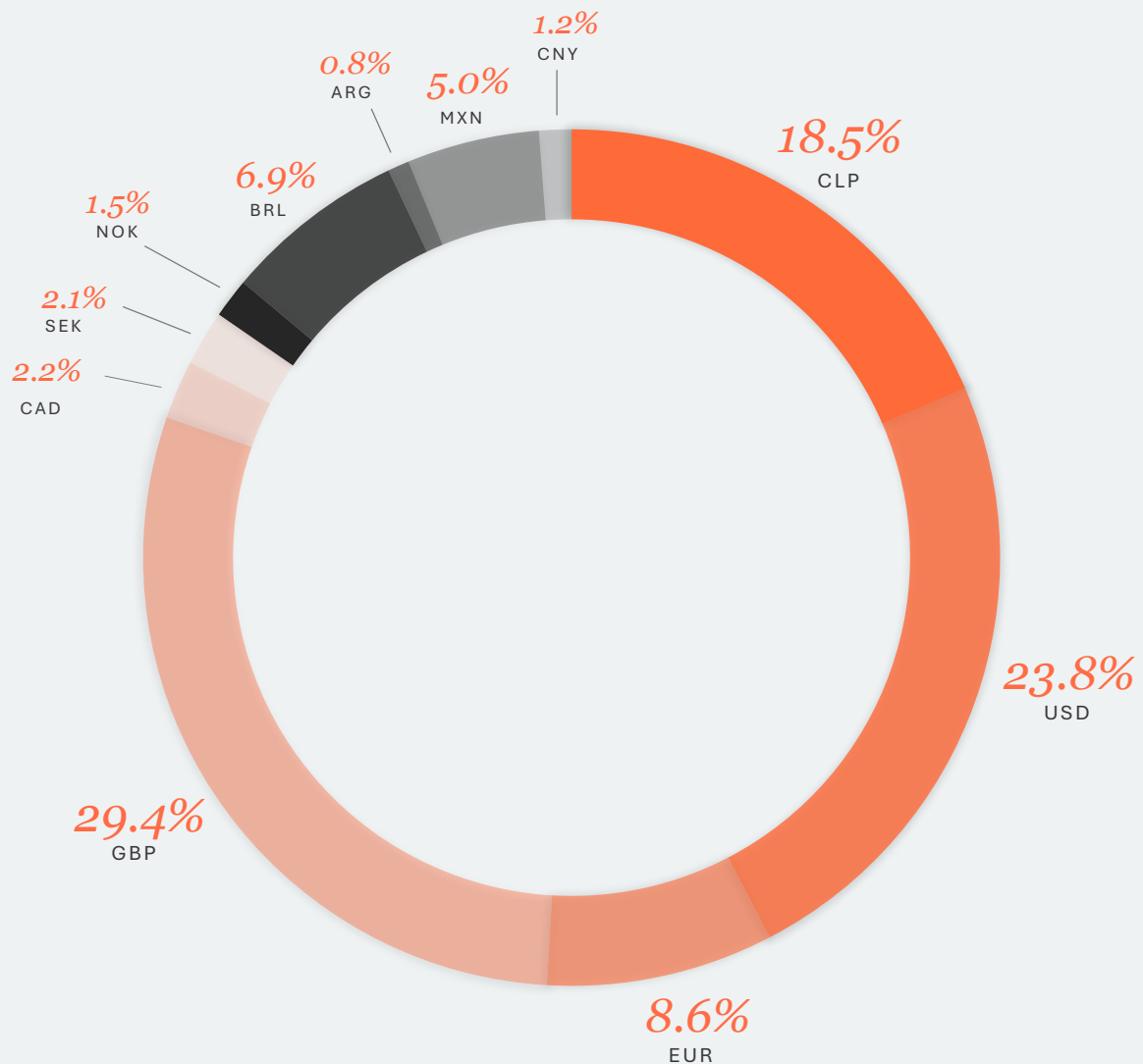
VAR

99.7%

vs 9M23

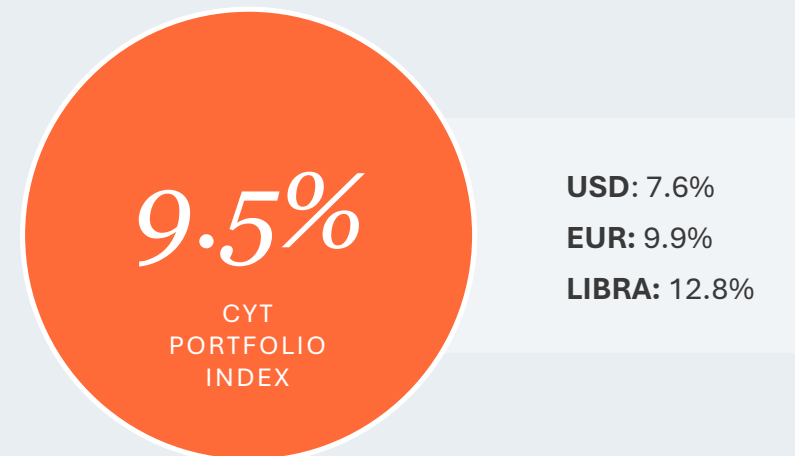
Currency Diversification

3Q24



EXCHANGE RATE VARIATION

3Q24 vs 3Q23



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

START

CLP\$ 16,280 m

REAL NET SAVINGS
AT 9M24

- CLP\$ 8,245 m: Organizational restructuring for new ways of working
- CLP\$ 3,610 m: Global supply management
- CLP\$ 2,865 m: Production, Logistics and Planning efficiencies
- CLP\$ 1,560 m: Administrative efficiencies by new way of working (CoE)

Non-Operating Result

3Q24

(MILLION OF CLP\$)	3Q24	3Q23	VAR (\$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(4,994)	(5,178)	(234)	(4.5%)
EXCHANGE DIFFERENCES	935	58	876	1498.9%
NON-OPERATING RESULT (**)	(4,009)	(5,119)	(1,110)	(21.7%)
ASSOCIATED COMPANIES	2,608	6,738	(4,130)	(61.3%)

CONCLUSIONS:

- **20%** of the decrease is explained by the capital effect, **20%** by the interest rate effect and the remaining **60%** by the exchange rate effect.

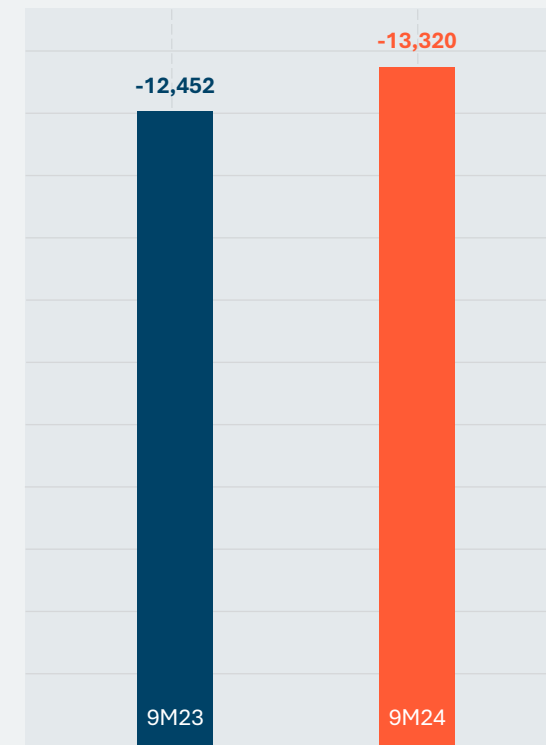
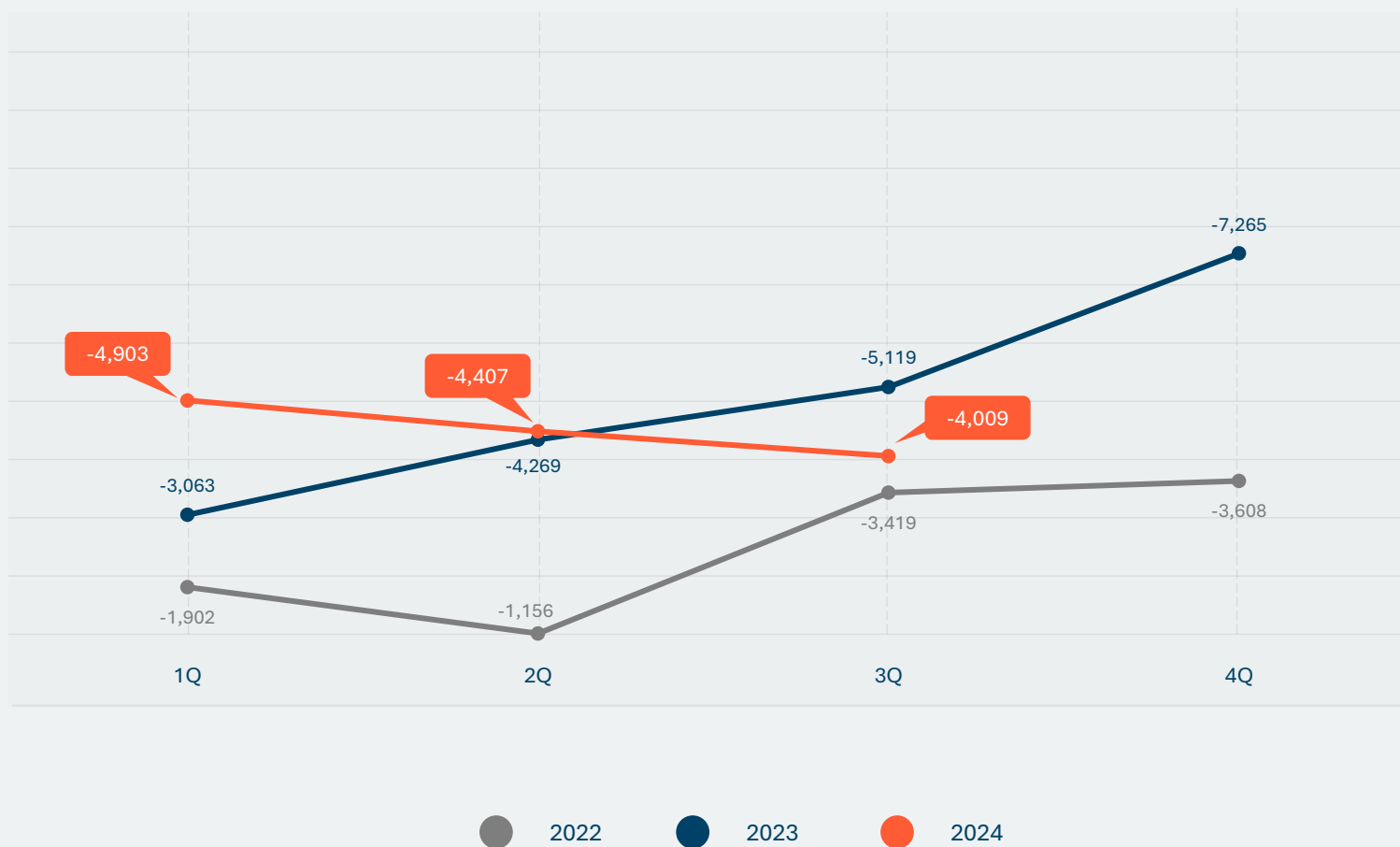
(*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

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

Non-Operating Result **

QUARTERLY EVOLUTION – BREAK IN TREND

(MILLION OF CLP\$)

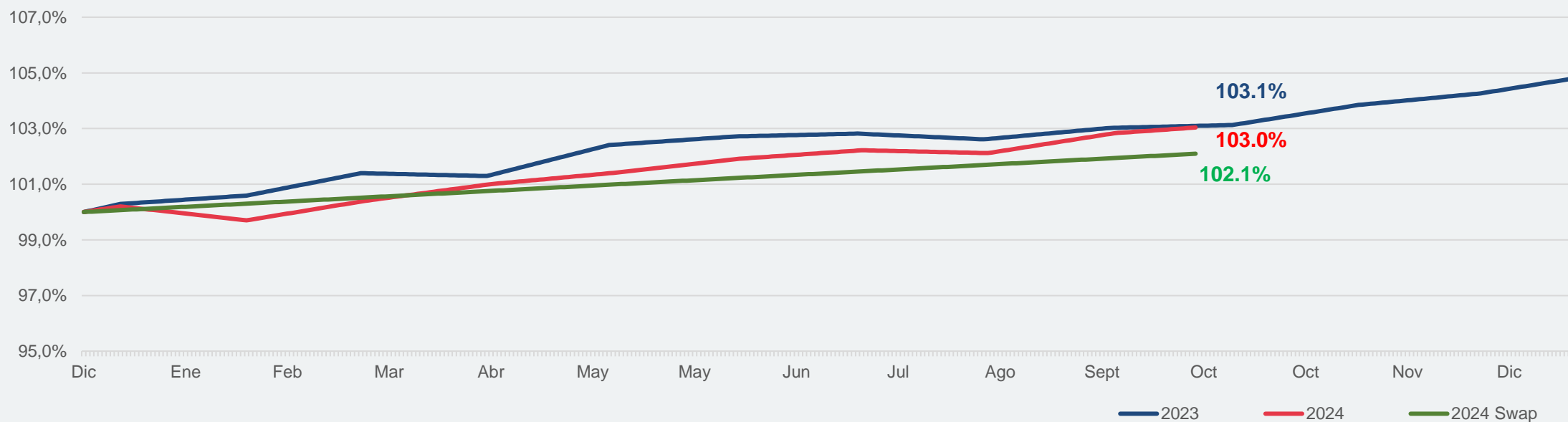


(**) Does not consider results of Associated Companies.

Positive prospects for the NON-OPERATING RESULT

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

CUMULATIVE INFLATION 2024 vs 2023



3Q24 BENEFITS:

Inflation set for
3Q24:
2.82%
annualized

Effect without
hedge in 3Q24:
CLP\$ 819 m

Effect with
fixed inflation:
CLP\$ 460 m

Utilidad
implícita:
CLP\$ 359 m

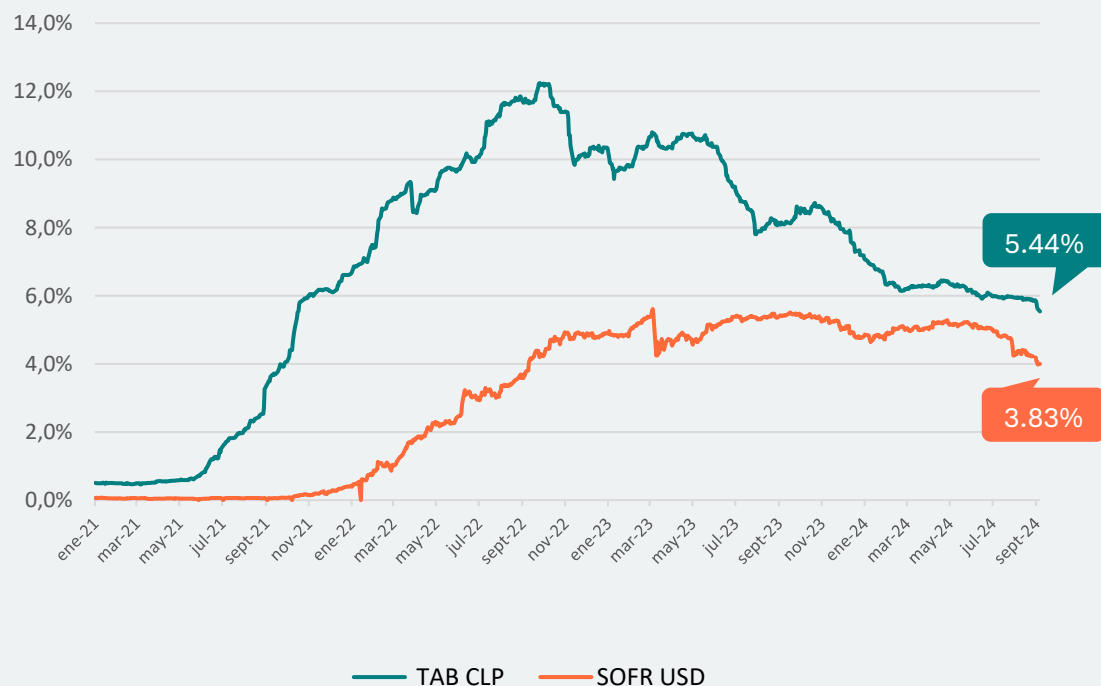
NEXT MONTHS:

Currently **100%** of the bonds are covered.

- **UF 5.25 m** in CLP (inflation set at **2.82%**)
- **UF 1.75 m** in USD (rate set at **4.41%**)

Positive prospects for the NON-OPERATING RESULT

01. INTEREST RATE



02. DEBT AMOUNT

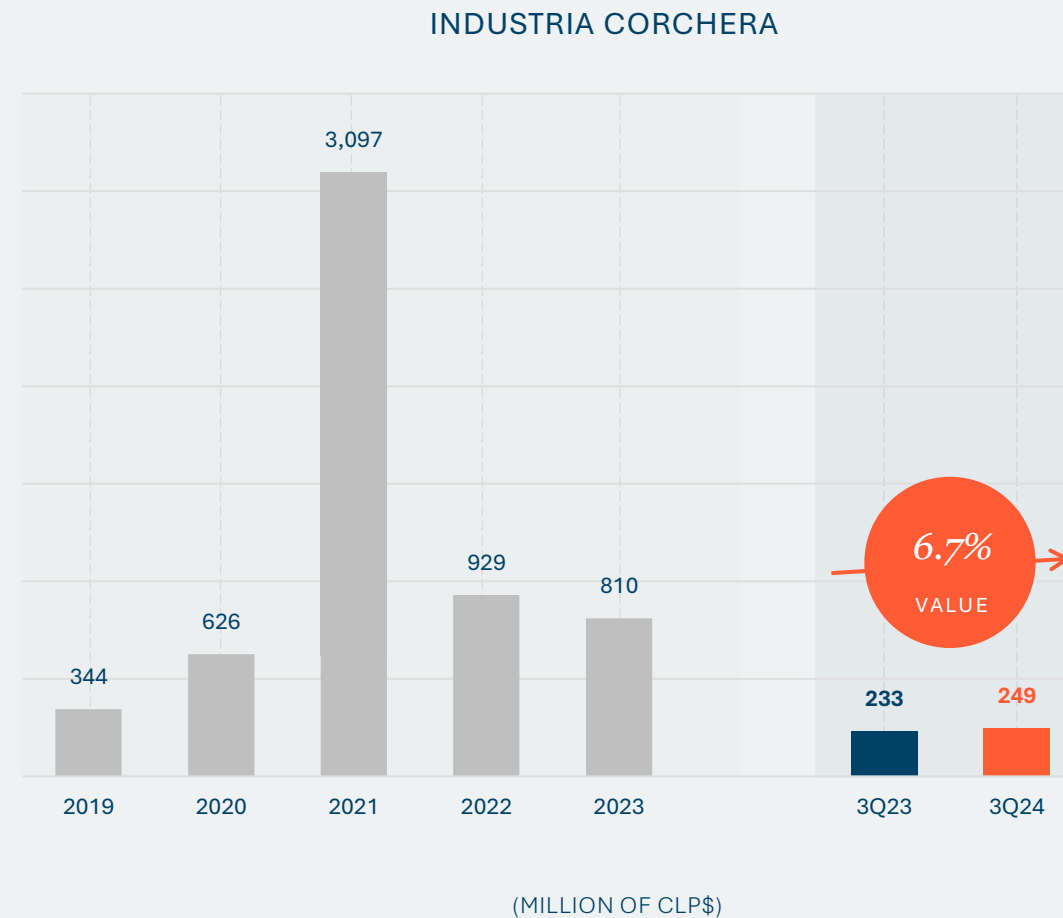
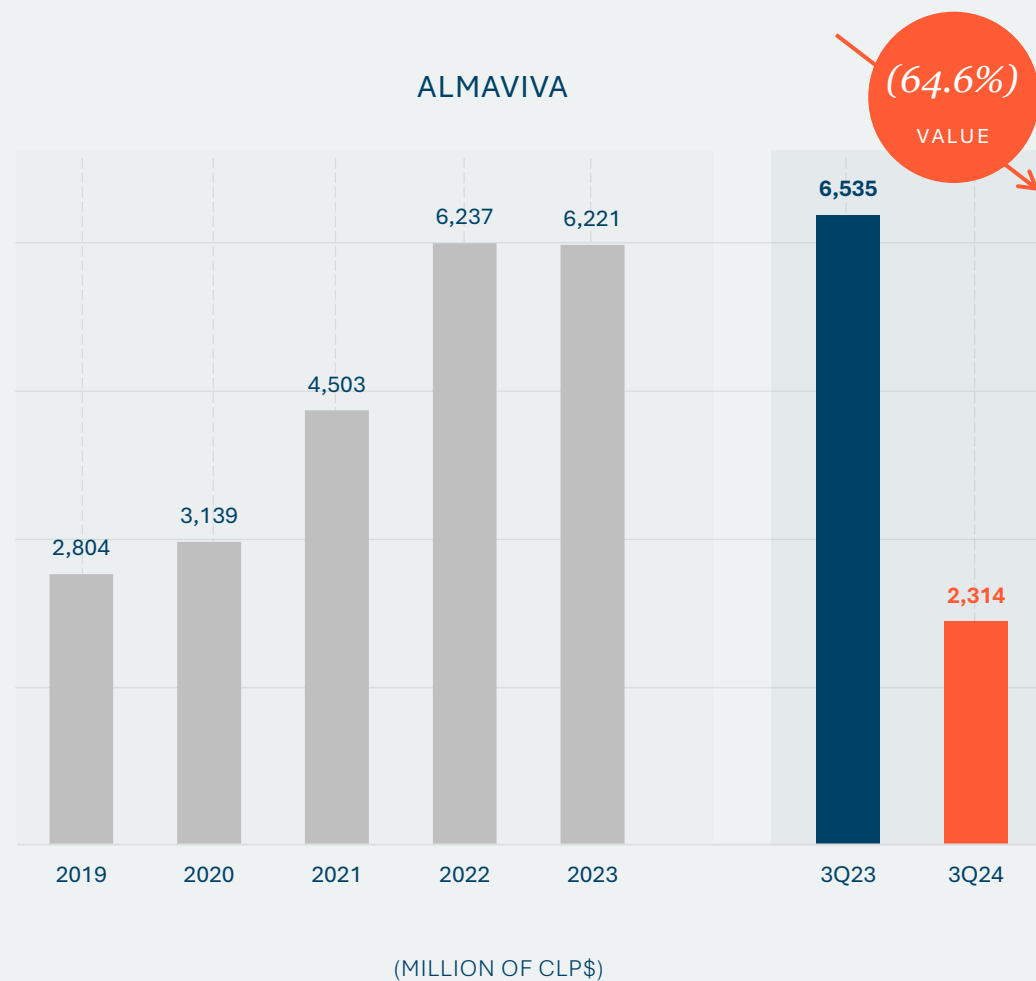
Reduction in absolute terms of CLP\$ 23,900 m, without considering the exchange rate effect.

03. EXCHANGE RATE

Liabilities hedge with company assets.

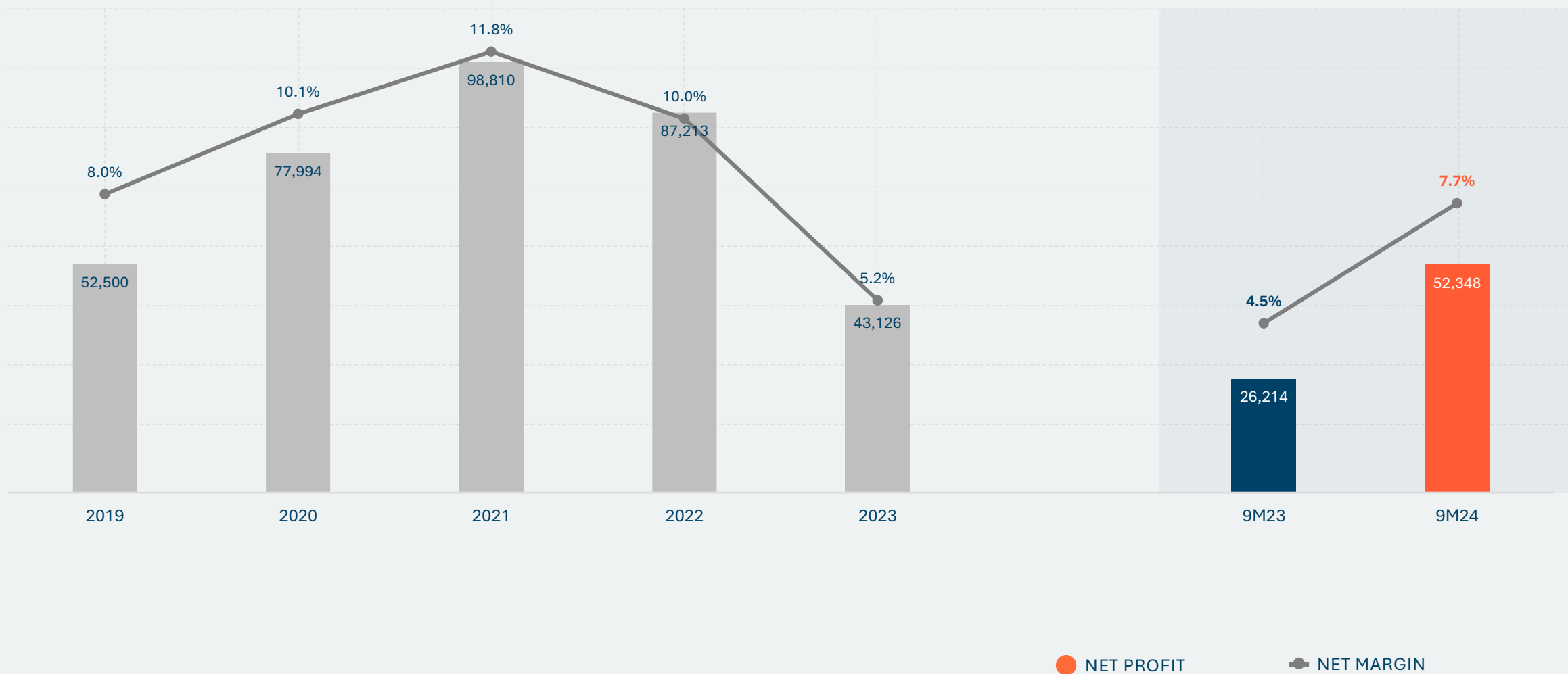
Associated Companies

ALMAVIVA AND INDUSTRIA CORCHERA



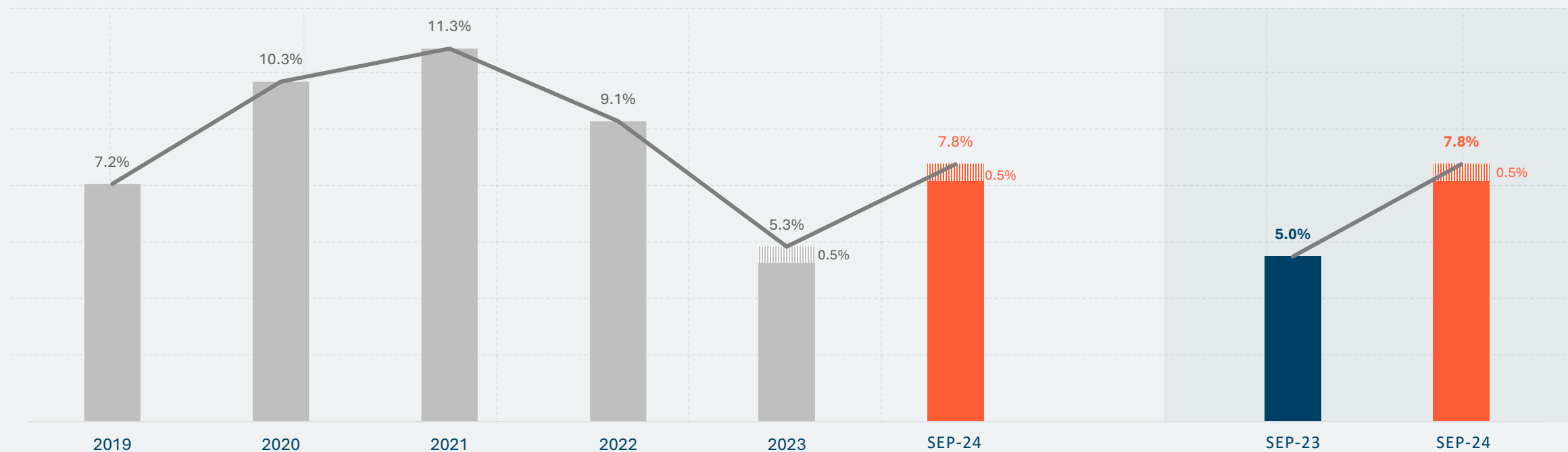
Nota: 2021 includes the sale of land located in La Cisterna, for CLP\$ 2,477 m.

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\$)

- The exchange rate variation vs September 2023 was CLP\$ 7,300 million.

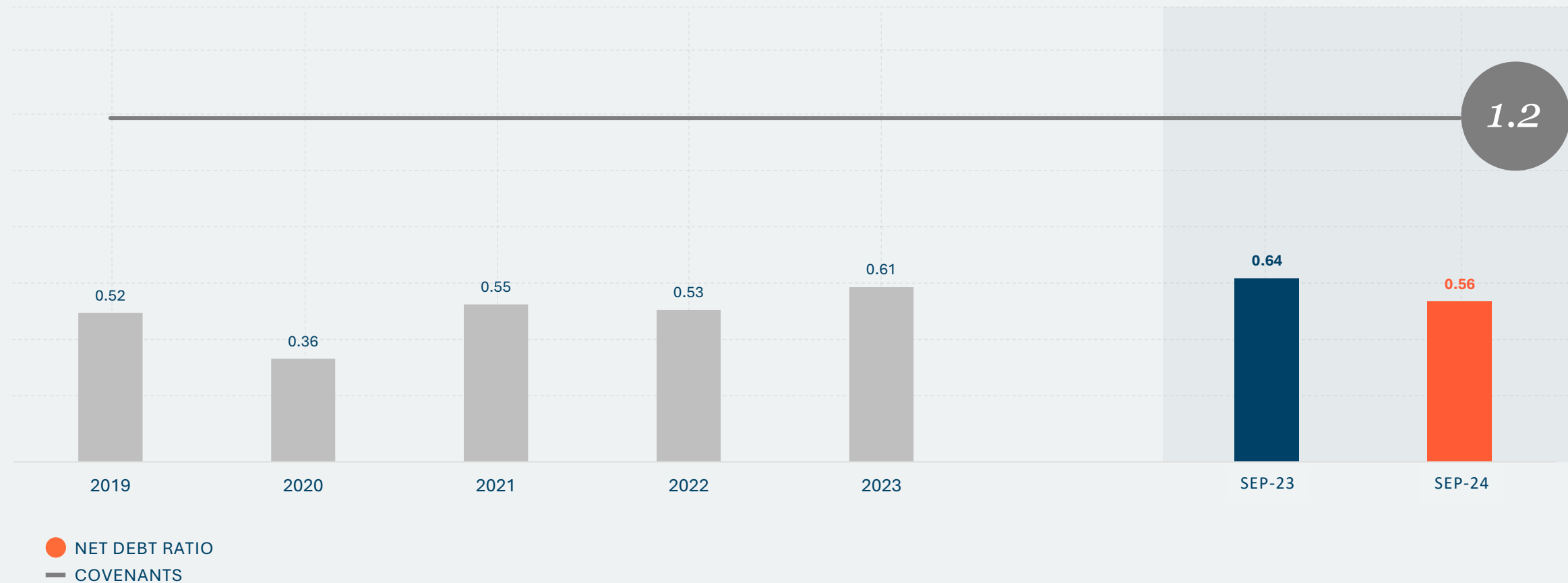


Net Financial Debt: Gross Financial Debt including the effect of Derivatives related to Financial Debt – Interest – Cash and cash equivalent.

Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

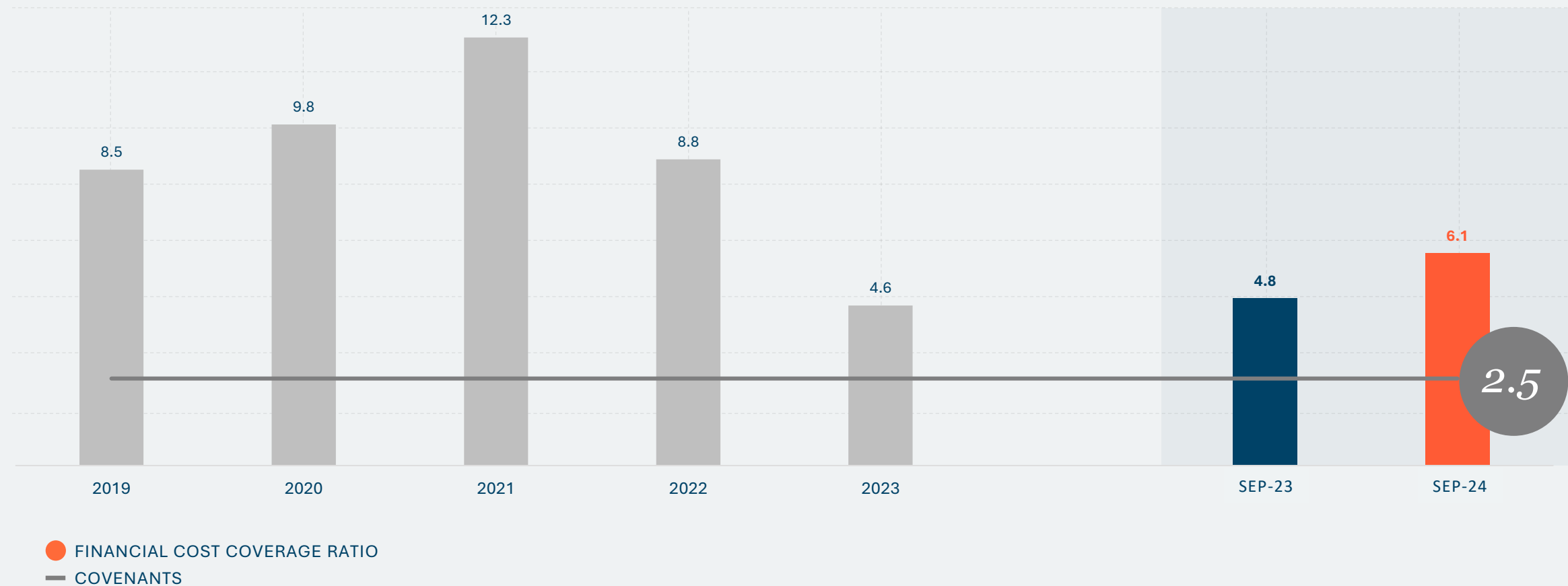


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Coverage of Financial Expenses

SEPTEMBER 2024

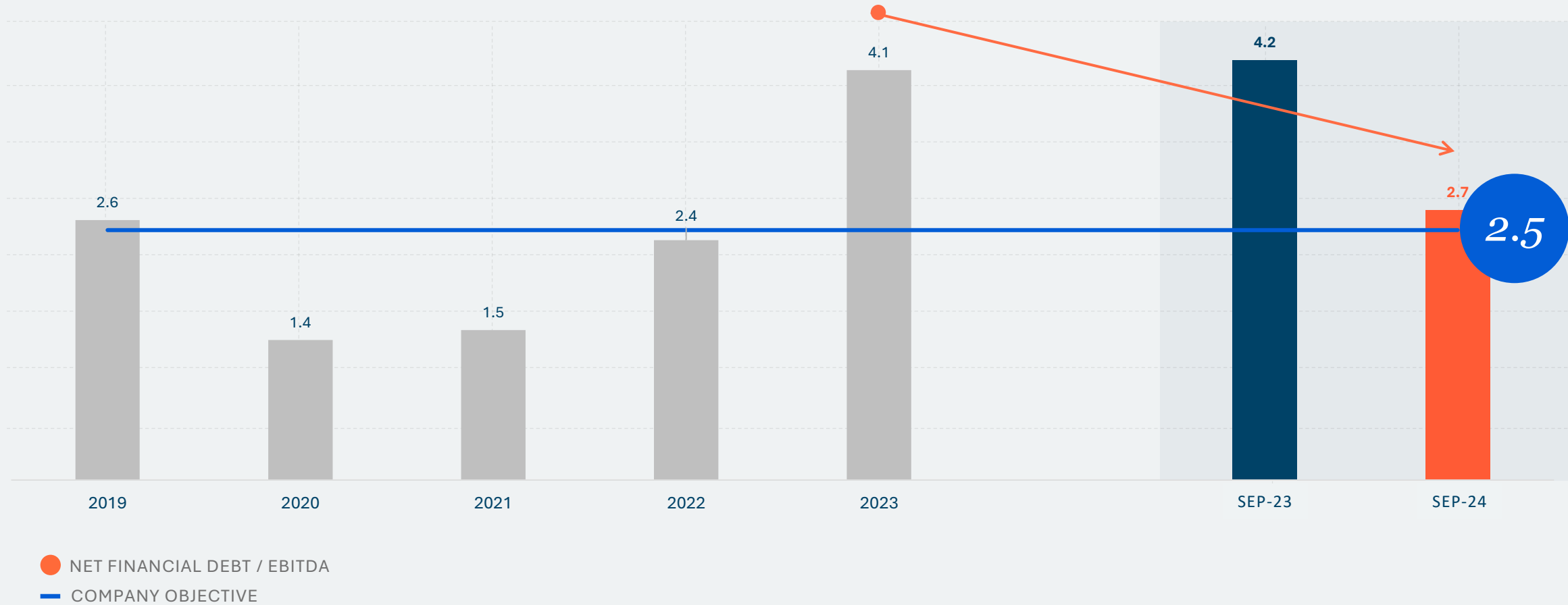
FINANCIAL STRENGTH



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



STRENGTH OF OUR
BRANDS

01



ESG
PERFORMANCE

02

Strength of Our Brands

THE BEST IN CHILE

Don Melchor 2022, chosen among the Top 100 Wines of the Year 2024. It is the best ranked Chilean Cabernet Sauvignon of the 2022 harvest.



DON MELCHOR 2022

AMELIA CHARDONNAY 2021



Amelia Chardonnay 2022, ranks as the best evaluated Chardonnay of the 2022 vintage in Wine Spectator, Vinous and Tim Atkin.

CARMÍN DE PEUMO 2021

Carmín de Peumo 2021 becomes the best-ranked Chilean Carmenere of the 2021 harvest in Wine Spectator.



TERRUNYO CARMENERE 2022



Terrunyo Carmenere 2022 among the “Best Wines of the Year 2024” according to MW Susie Barrie and Peter Richards.

Strength of Our Brands



TACTICAL LAUNCH

Exportación Terremoto was a limited edition for Chile in September, exceeding expectations.

In August, Marques de Casa Concha introduced the new Ultra Premium MCC Gold and Blue line, which performed well in Chile.

MARQUES DE CASA CONCHA



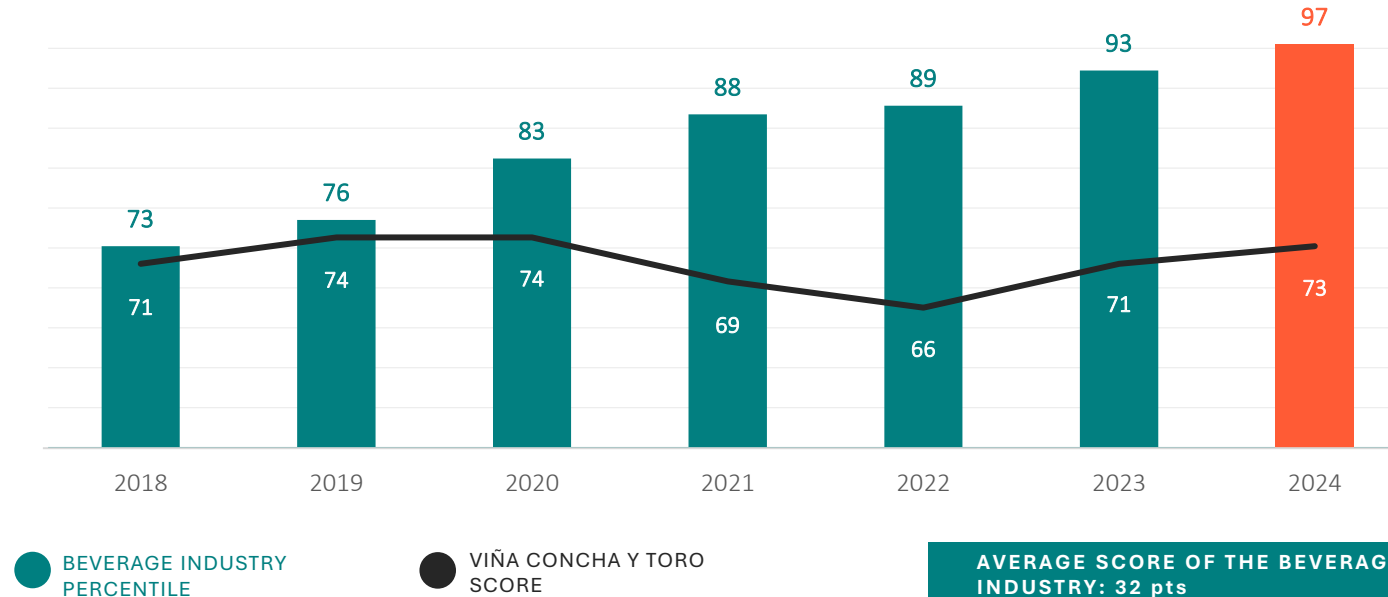
ESG Performance

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 32 pts., and Viña Concha y Toro has 73, which allows us to be in the 97 percentile.

RESULTS
DOW JONES SUSTAINABILITY INDEX
SCORES AND PERCENTILE
2018-2024



In 2024 the goal set for 2025 was reached:

GET OVER
95th percentile

2024 Perspective

OSVALDO SOLAR, CFO

04

Looking toward the future

After four quarters of growth in a particularly challenging environment for the industry, we confirm that the path selected by the company has been the correct one and allows us to reiterate our perspective of sales in value growing at **low double digits** in 2024 and heading towards 2025 at **operating margins between 15% and 16%**.

Our operational efficiency plan and product innovation plan with the aim of satisfying consumers are already giving results, and we hope that they will deepen in the future.

A close-up, high-speed photograph of red wine being poured into a glass. The wine is captured mid-pour, creating a dynamic splash with many small, glistening droplets and bubbles. The background is dark, making the vibrant red of the wine stand out. The overall mood is elegant and sophisticated.

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INVESTOR PRESENTATION

VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —