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RESULTS
PRESENTATION

VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —

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2024 Milestones

EDUARDO GUILISASTI, CEO

01

Highlights 2024 vs 2023

CONSOLIDATED SALES



+14.5% up to CLP\$ 958,630 m

PREMIUMIZATION



52.6%

PORTFOLIO P+I MIX
(+70 bp)

P + I

OTHERS

GROSS PROFIT

+20.4%

CLP\$ 372,692 m

GROSS MARGIN

38.9%

(+190 bp)

EBITDA

+58.6%

CLP\$ 151,375 m

EBITDA MARGIN

15.8%

(+440 bp)

NET PROFIT



+79.5 %

reaching CLP\$ 77,420 m, with a Net
Margin of 8.1% (+290 bp) YoY

DON MELCHOR

2024

One of the greatest milestones in Viña Concha y Toro's history: the prestigious magazine Wine Spectator honored Don Melchor as the **number 1 wine** in its top 100 wines list worldwide.



1987

1st

harvest:

14,700

C9L

US\$50

Per 9LC



2021

35th

harvest:

18,300

C9L

US\$900

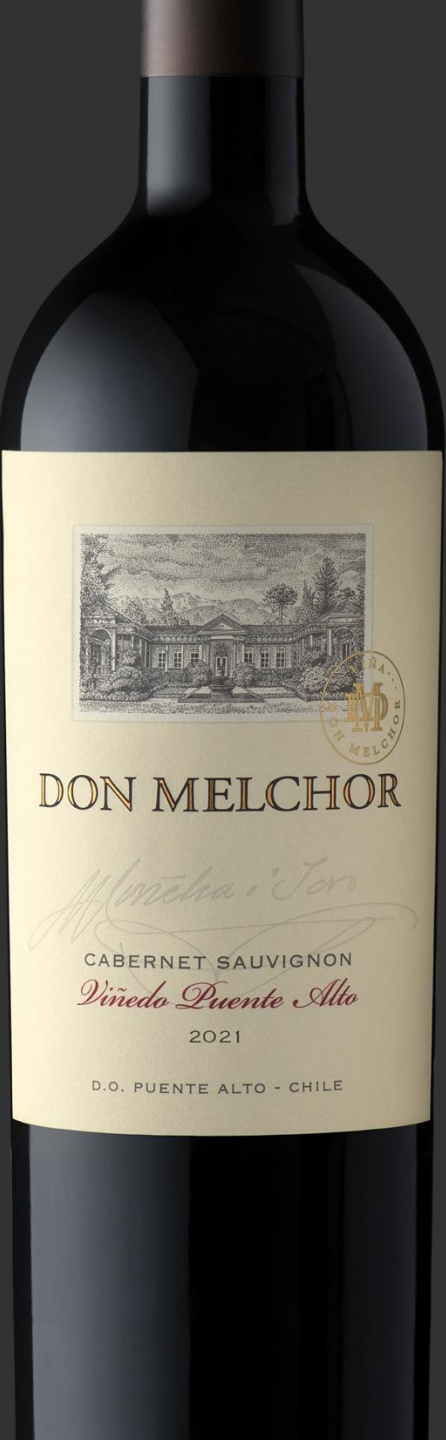
Por 9LC



VIÑA DON MELCHOR

2019

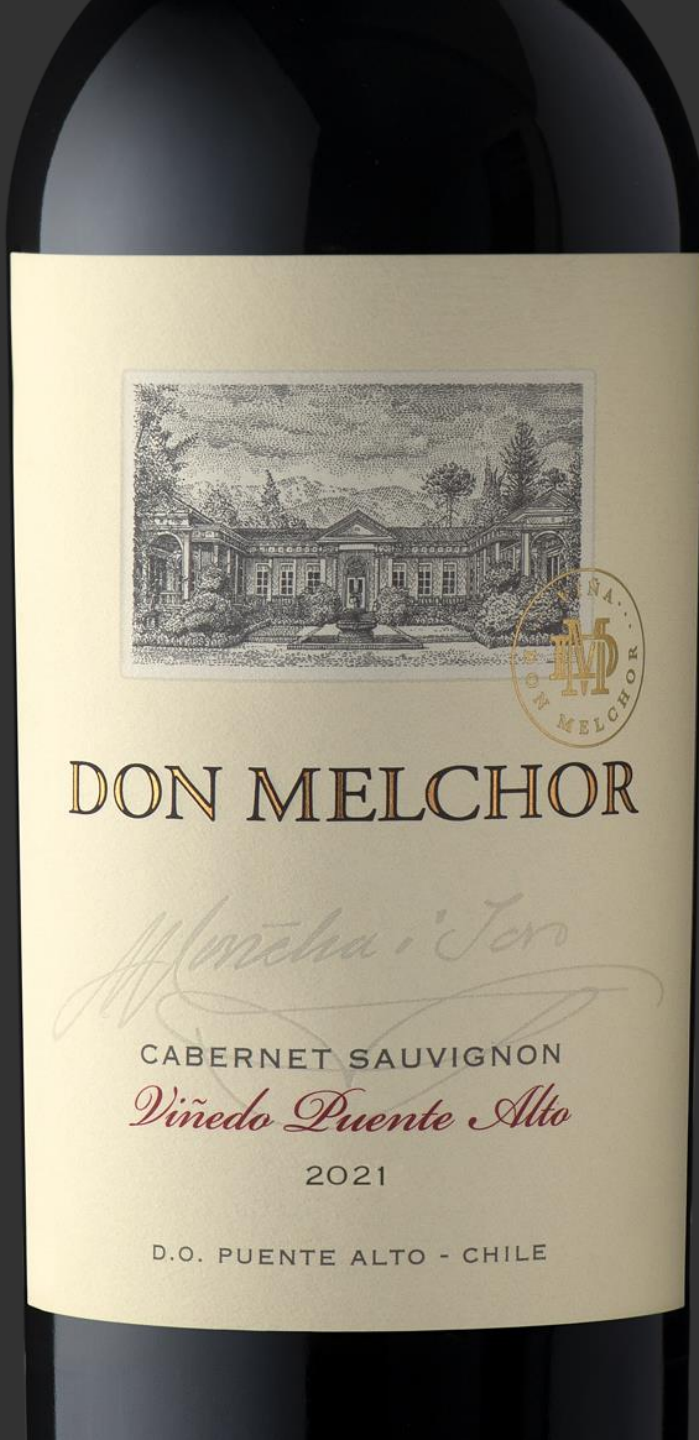
Becomes Viña Don Melchor



4 years in Top10
Wine Spectator



2024
Top 1



This accomplishment serves as a testament to the excellence of our wines and our capacity to establish solid, global brands.

Casillero del Diablo

AND ITS LINE EXTENSIONS



Casillero del Diablo

VOLUME VARIATION (9LC)

BRAND / RANGE	VAR % 2024
CASILLERO DEL DIABLO*	5.6%
CASILLERO DEL DIABLO DEVILS CARNAVAL	223.9%
DIABLO	11.8%
Total	8.4%

*CASILLERO DEL DIABLO INCLUDES: CDD RESERVA, BELIGHT, RVA PRIVADA, DEVILS COLLECTION, OTHERS



RESERVA / DEVIL'S
CARNAVAL / BELIGHT



RVA ESPECIAL / DEVILS
COLLECTION



RVA PRIVADA



DIABLO



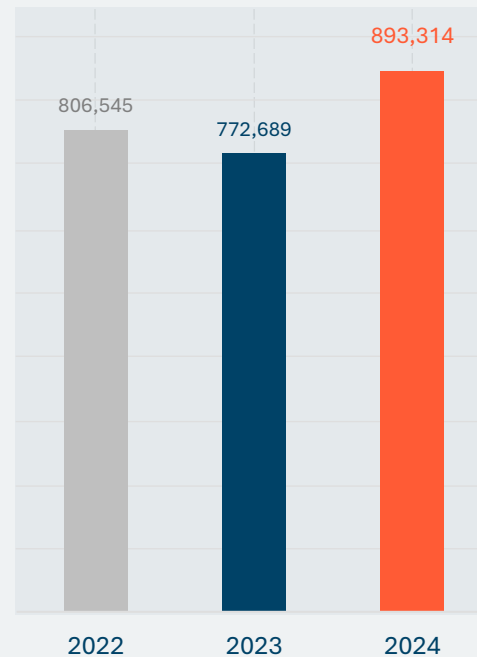
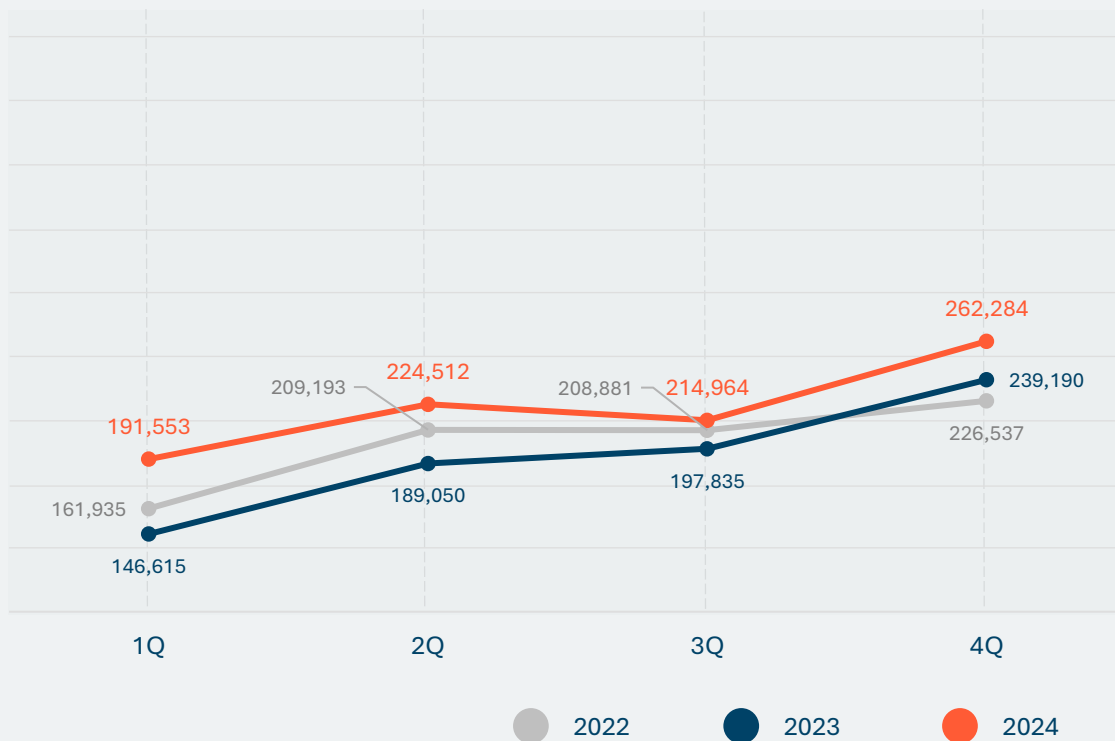
Alcohol industry figures in 2024

COMPANY	VAR % VALUE - FY2024	VAR % VOLUME - FY2024
WINE		
VIÑA CONCHA Y TORO	14.5%	3.3%
COMPETITOR 1	11.8%	0.9%
COMPETITOR 2	5.1%	(3.6%)
COMPETITOR 3	1.7%	-
COMPETITOR 4	(1.8%)	6%
COMPETITOR 5	(2.6%)	-
COMPETITOR 6	(8%)	(3.6%)
BEER		
COMPETITOR 1	13.2%	-
COMPETITOR 2	2.4%	0.4%
COMPETITOR 3	0.7%	(1.4%)
COMPETITOR 4	(0.6%)	(6.4%)
COMPETITOR 5	(1.2%)	1.6%
SPIRITS		
COMPETITOR 1	5.2%	-
COMPETITOR 2	(1.1%)	(3.9%)
COMPETITOR 3	(4.4%)	(6%)
COMPETITOR 4	(14%)	(2.9%)
COMPETITOR 5	(14.6%)	-

Sales per Value – Only Wine

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR

9.7%

VS 4Q23
VALUE

VAR

15.6%

VS 2023
VALUE

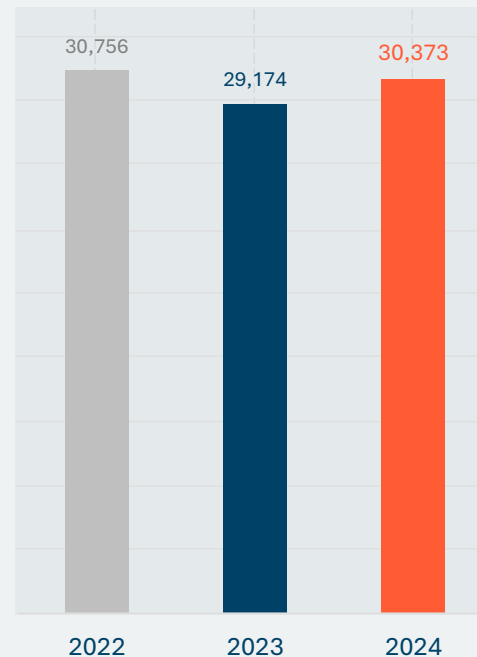
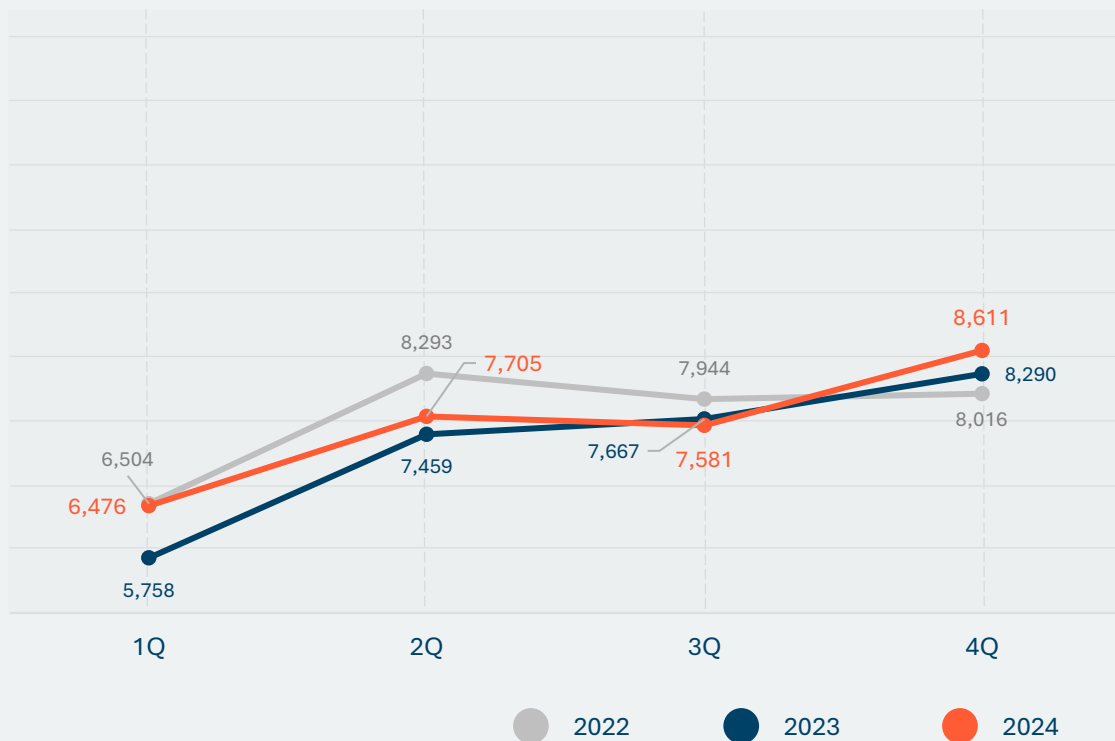
2024 CONCLUSIONS:

- +15.8% in Premium and Superior segments
- +15.4% in Varietal and Inferior segments

Sales per Volume – Only Wine

QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



VAR
3.9%
VS 4Q23
VOL

VAR
4.1%
VS 2023
VOL

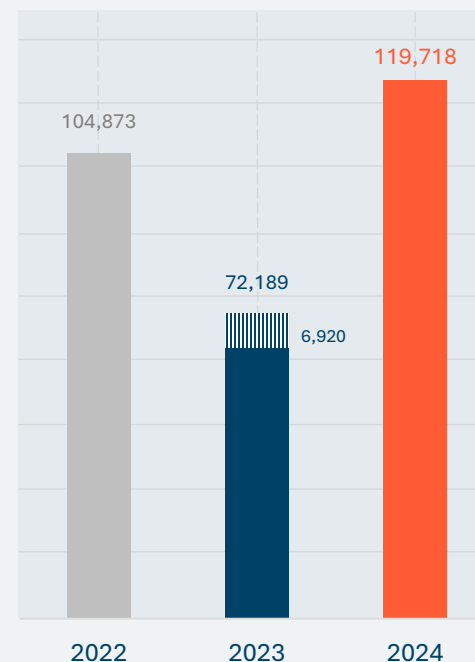
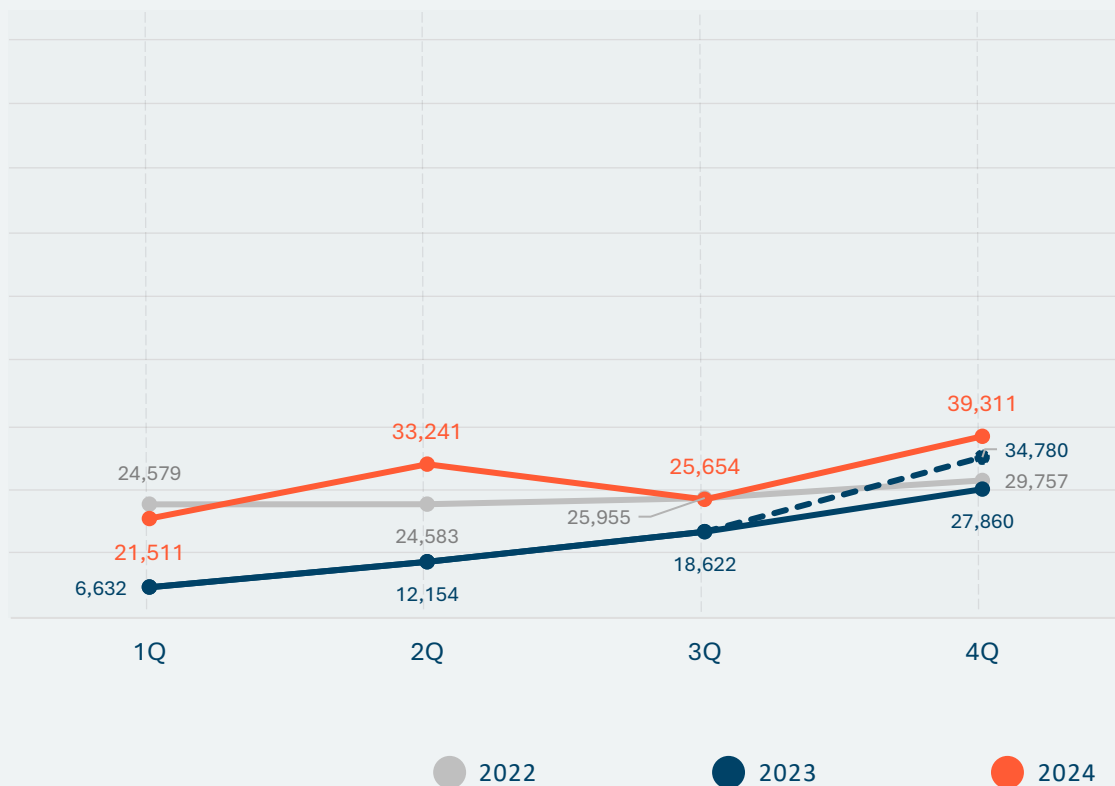
2024 CONCLUSIONS:

- +5.5% in Premium and Superior segments
- +3.3% in Varietal and Inferior segments

EBIT improvement

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR

41.1%

vs 4Q23

VAR

83.4%

vs 2023

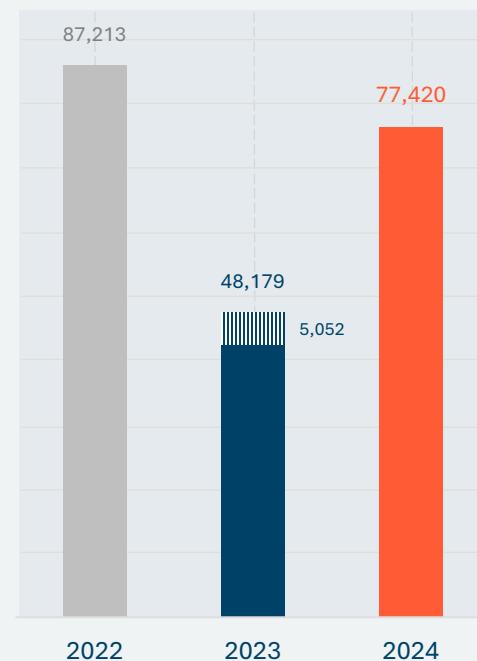
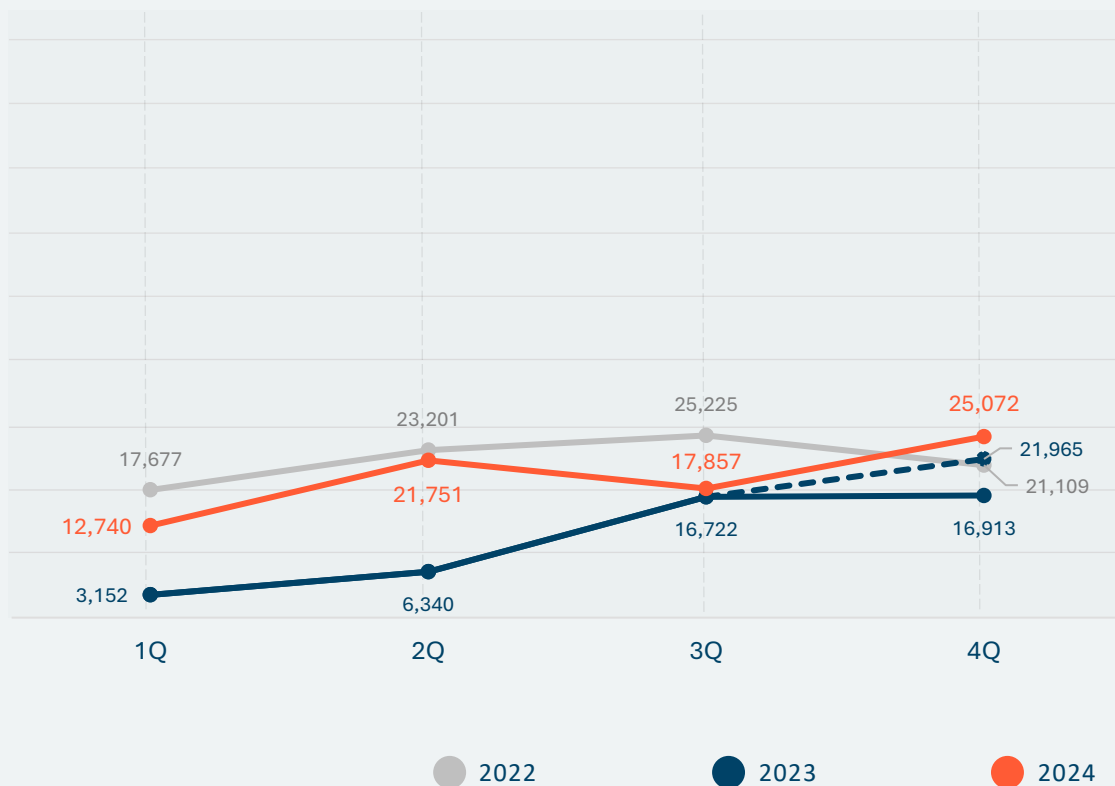
VARIATION VS 4Q23 AND 2023 IS AS REPORTED.

Refined dotted line is without effect from the US court settlement: Considers CLP\$6,920 m more.

Net Profit improvement

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR

48.2%

vs 4Q23

VAR

79.5%

vs 2023

VARIATION VS 4Q23 AND 2023 IS AS REPORTED.

Refined dotted line is without effect from the US court settlement: Considers CLP\$5,052 m more.

Growth in all geographic areas

PERFORMANCE IN MAIN MARKETS – ONLY WINE

VAR % VALUE	4Q23	1Q24	2Q24	3Q24	4Q24	2024
UK	34.0%	34.6%	17.5%	16.1%	14.5%	19.5%
CHILE	12.2%	5.8%	8.8%	5.7%	5.8%	2.4%
US	(19.4%)	37.1%	28.4%	(2.3%)	12.4%	18.7%
BRAZIL	0.7%	49.7%	28.6%	12.0%	8.1%	23.2%
MEXICO	4.8%	33.6%	3.7%	14.0%	(5.2%)	7.4%

CONCLUSIONS:

- Of the twenty main wine markets, 9 grew at rates higher than 20% and 8 at rates higher than 5%.

THE 5 MAIN COUNTRIES
REPRESENT

74.1%

OF WINE SALES AS OF
4Q24

75.9%

OF WINE SALES IN 2024

Growth of main brands

PERFORMANCE IN MAIN BRANDS – ONLY WINE

VAR % VALUE	4Q23	1Q24	2Q24	3Q24	4Q24	4Q24
CASILLERO DEL DIABLO	16.3%	32.8%	22.3%	8.2%	17.5%	19.1%
FRONTERA	(0.6%)	91.6%	20.3%	(7.7%)	5.9%	18.9%
TRIVENTO RESERVE	21.4%	36.7%	21.1%	16.7%	9.5%	19.2%
RESERVADO	(3.5%)	41.1%	17.2%	15.1%	8.8%	18.4%
ISLA NEGRA SEASHORE	40.5%	49.3%	18.6%	7.7%	(2.5%)	14.9%
DIABLO	41.3%	28.4%	18.3%	30.5%	9.3%	20.4%
BONTERRA	(21.4%)	2.7%	11.7%	1.1%	4.8%	5.1%

CONCLUSIONES:

- Casillero del Diablo brands and their innovations (including the Diablo brand) represent 33.8% of our wine sales, with an 8.4% growth in volume.

THE 7 MAIN BRANDS
REPRESENT

64.0%

OF WINE SALES AS OF
4Q24

64.1%

OF WINE SALES IN 2024

Robust beer growth

KROSS AND ODISSEA

Kross Brewery grew in 2024 thanks to its
new product: Odissea.

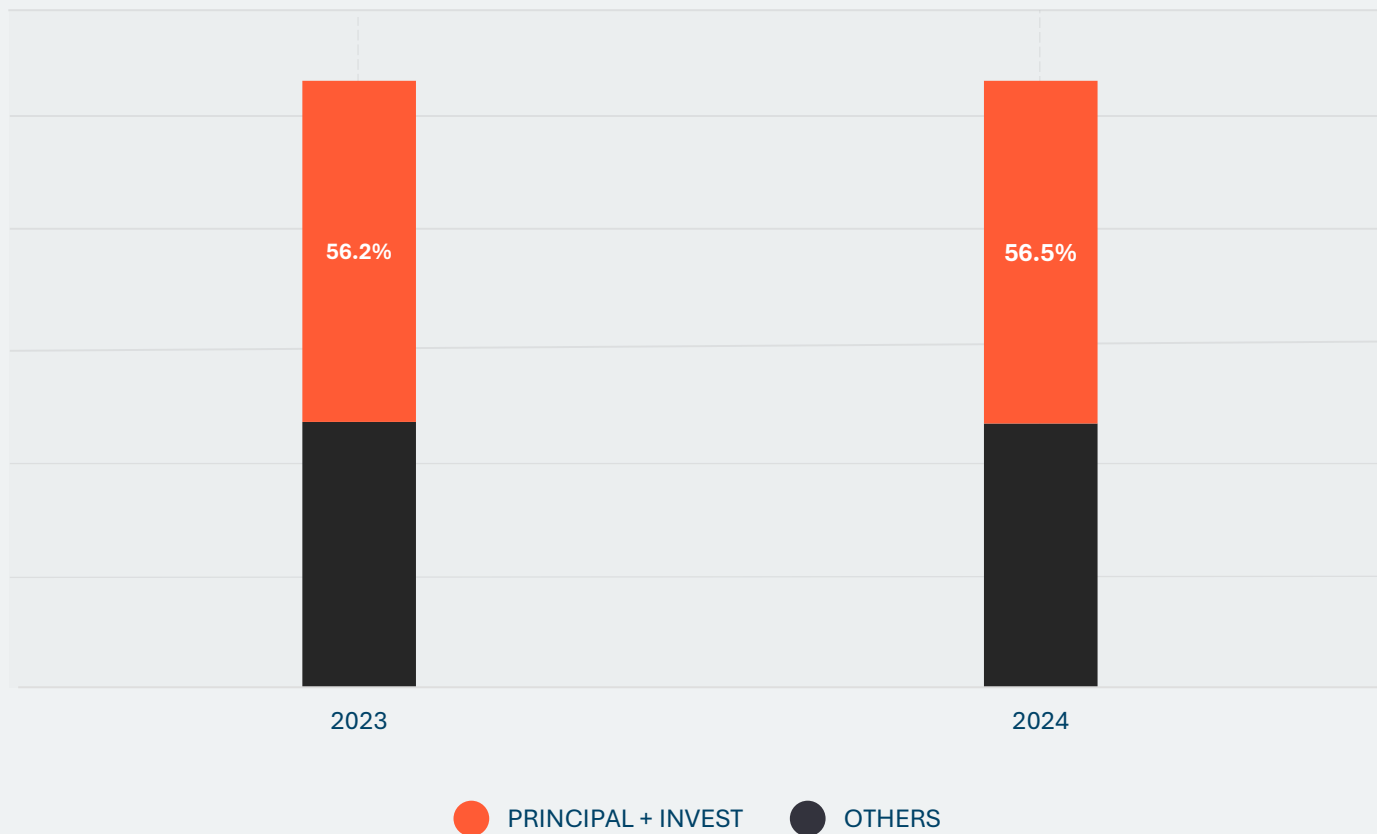
33.6%

VS 2023
VALUE



2024 Premium Mix

+30 BP IN PRINCIPAL + INVEST MIX (ONLY WINE)



VAR

19.1%

CASILLERO DEL DIABLO
VALUE

VAR

19.2%

TRIVENTO RESERVE
VALUE

VAR

20.4%

DIABLO
VALUE

Operating efficiency

OF THE COMPANY

Initiated in September 2022, this process was set to achieve an impact of CLP\$ 20,000 million by the end of 2025.

SEPTEMBER 2022

START

CLP\$ 20,237 m

NET SAVINGS AT END
OF 2024

CLP\$ 15,416 m

SAVINGS ELIMINATING
CPI EFFECT IN
REMUNERATION

- (+) CLP\$ 9,822 m: Corporate restructuring
- (+) CLP\$ 5,576 m: Global supply management
- (+) CLP 5,942 m: Operational and administrative efficiency
- (-) CLP\$ 1,103 m: One-time cost for implementing measures

Decrease of the Company's FINANCIAL DEBT

- The **debt principal decreased by CLP\$60,247 m** in 2024. A closing exchange rate effect of CLP\$ 26,452 m as of December 31 partially offset the impact.
- The Net Financial Debt as of December 31, 2024, would have been CLP\$ 339,541 m at the exchange rate of \$926.5 as of 03/07/2025.



2025 Outlook

EDUARDO GUILISASTI, CEO

02

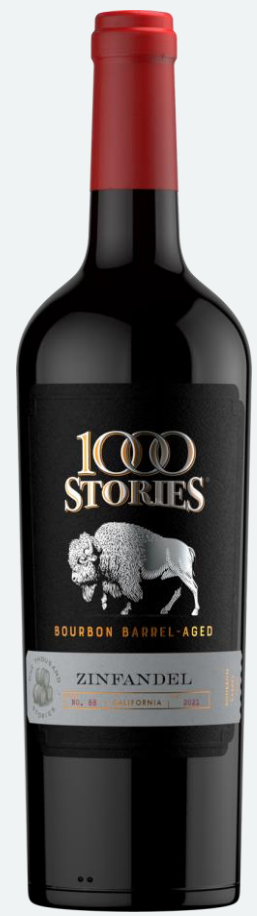
Growth sources for 2025

INNOVATIONS IN CASILLERO DEL DIABLO



Growth sources for 2025

INNOVATIONS IN BONTERRA



BOURBON
BARREL-AGED



HIGH – ALC
16.5 %



NON BOURBON BARRE
-AGED (Re-launch)



ENABLE THE BONTERRA
BRAND TO REACH YOUNG
CONSUMER

Growth sources for 2025

INNOVATIONS IN OTHER BRANDS



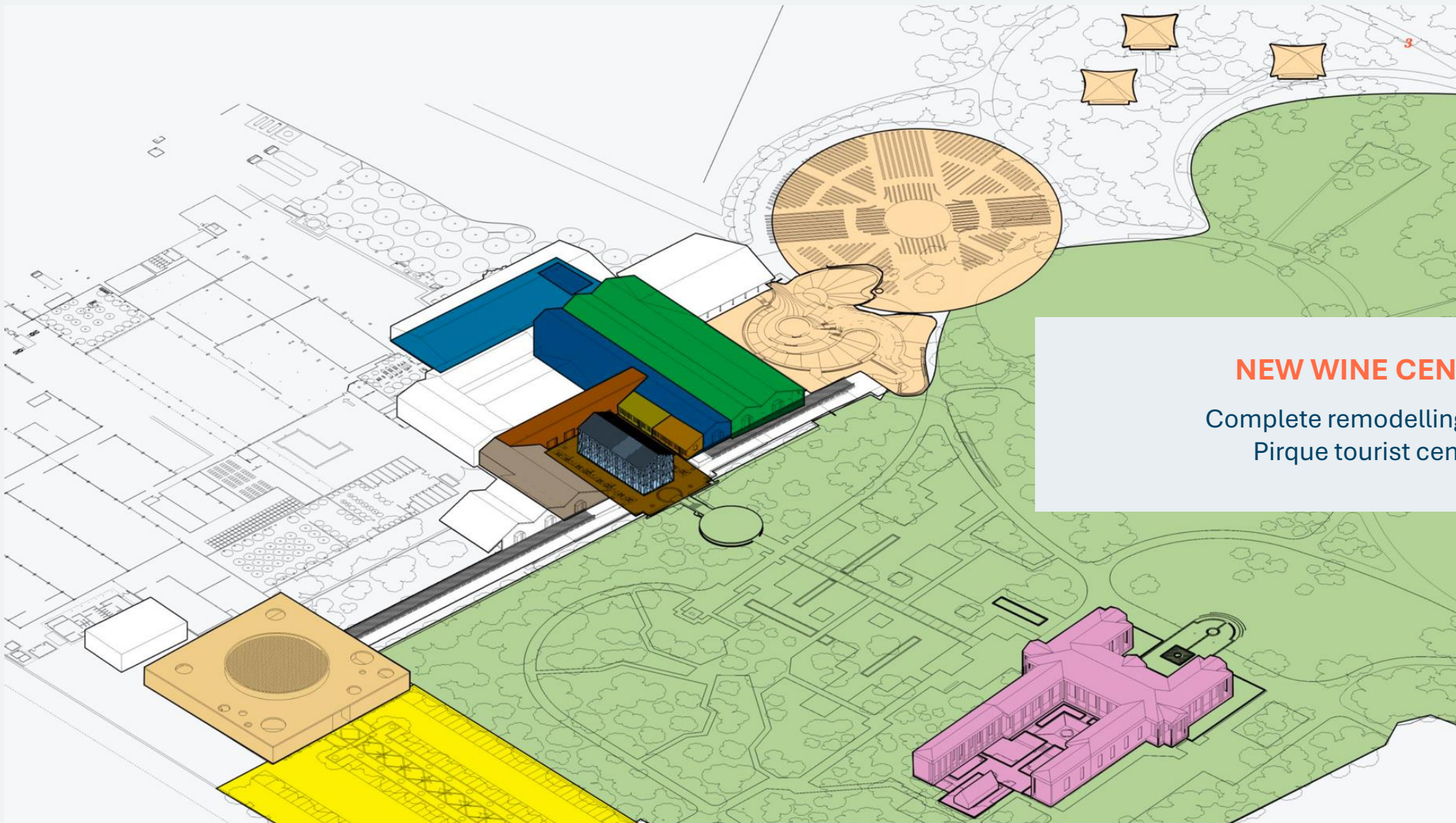
Growth sources for 2025

NEW ORIGINS



Growth sources for 2025

CONSUMER EXPERIENCES



NEW WINE CENTER

Complete remodelling of the
Pirque tourist center

Growth sources for 2025

CONSUMER EXPERIENCES



DIABLO WINE & FIRE RESTAURANT

Opening in January of the first Casillero del Diablo restaurant at the MUT (Mercado Urbano Tobalaba)

New global scenario

01.

No major risks foreseen for our country.

02.

Opportunities will emerge; we must seize them.

03.

Tax increase risk in some markets.

04.

Aggressive agenda to push sustainability in some markets.

2025 Perspective

Growth of sales between **3%** and **8%**.

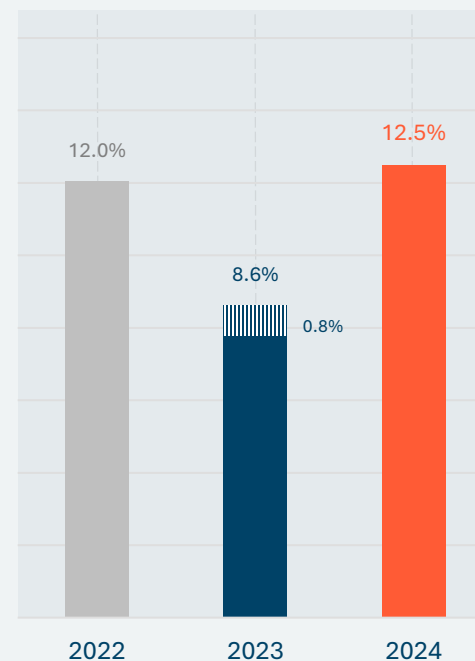
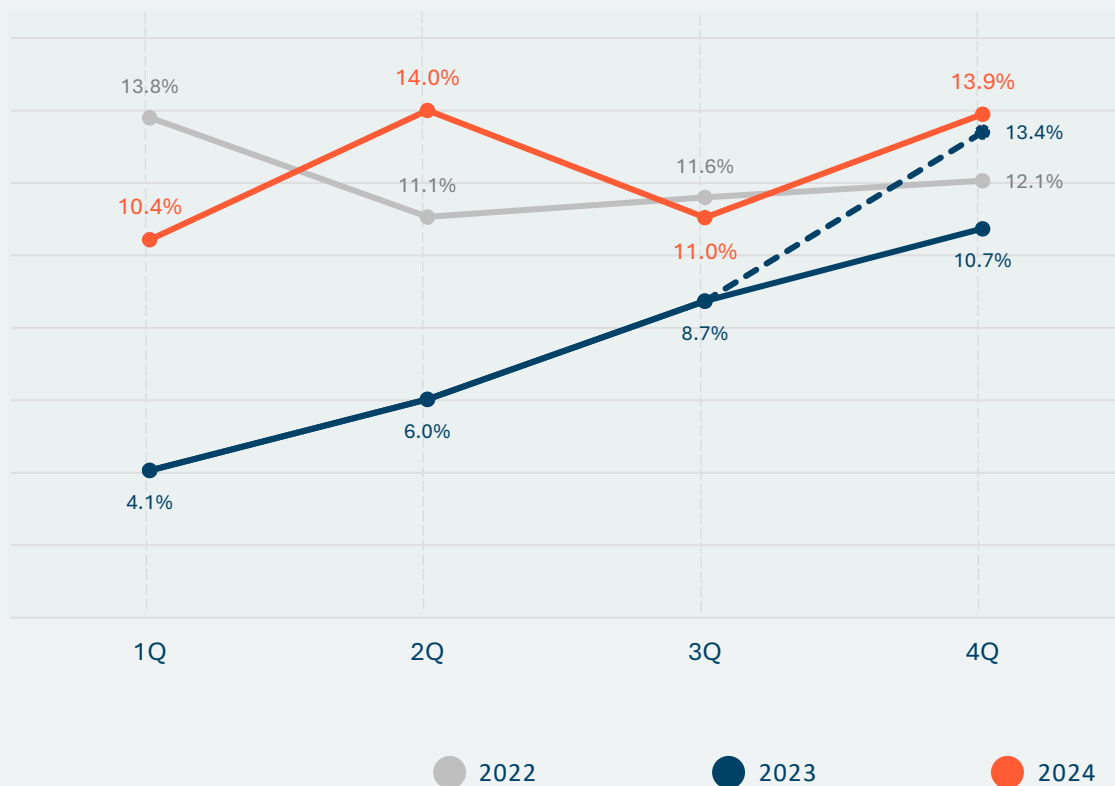
4Q24 and 2024 Results

OSVALDO SOLAR, CFO

03

EBIT Margin

QUARTERLY DEVELOPMENT



VAR

320 bp

vs 4Q23

50 bp refined

VAR

470 bp

vs 2023

390 bp refined

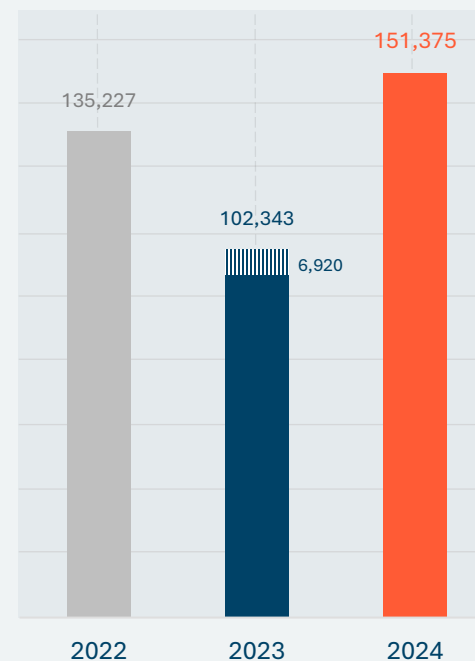
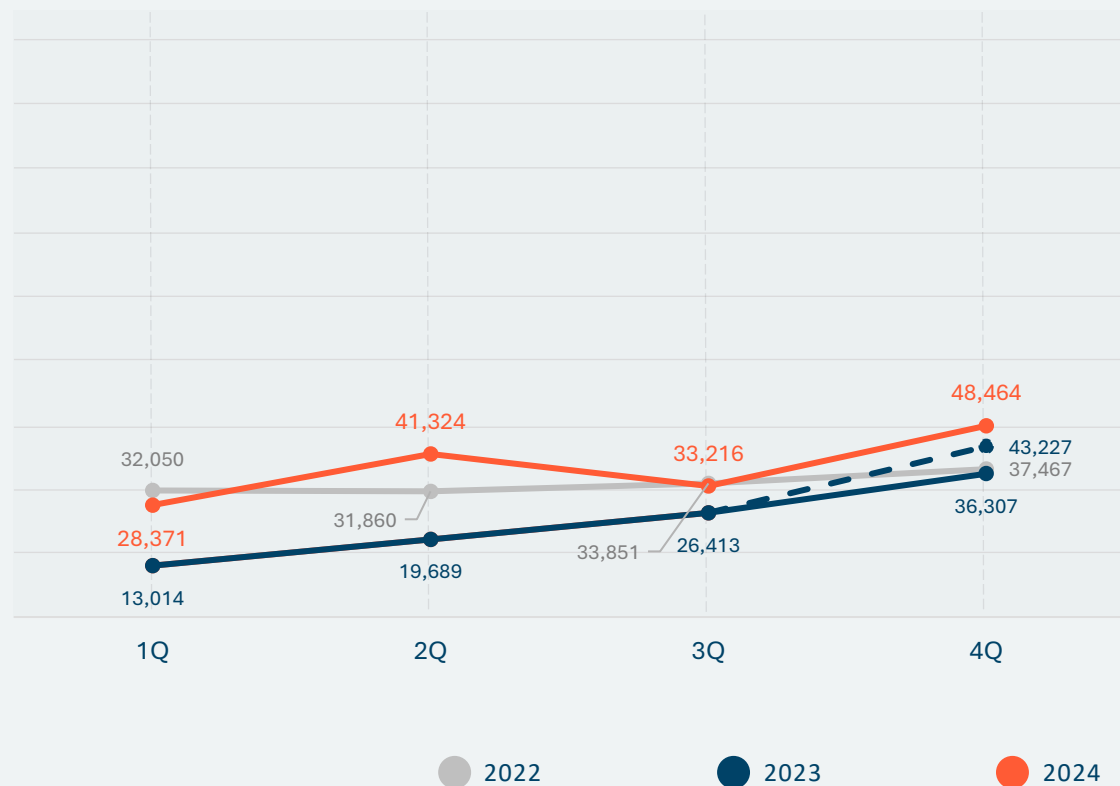
VARIATION VS 4Q23 AND 2023 IS AS REPORTED.

Refined dotted line is without effect from the US court settlement: Considers 2.7% more margin.

EBITDA

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR

33.5%

vs 4Q23

12.1% refined

VAR

58.6%

vs 2023

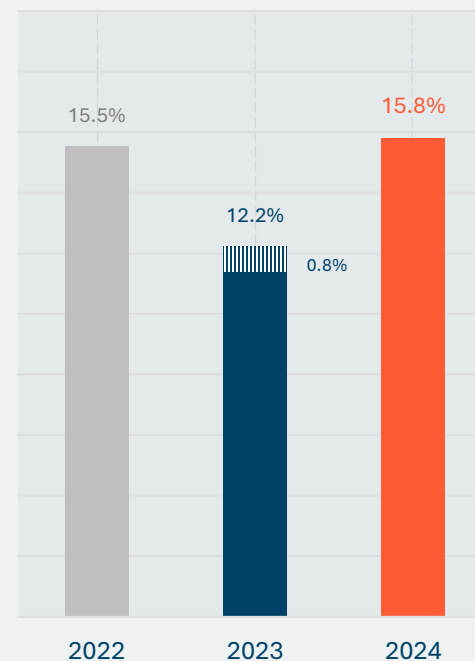
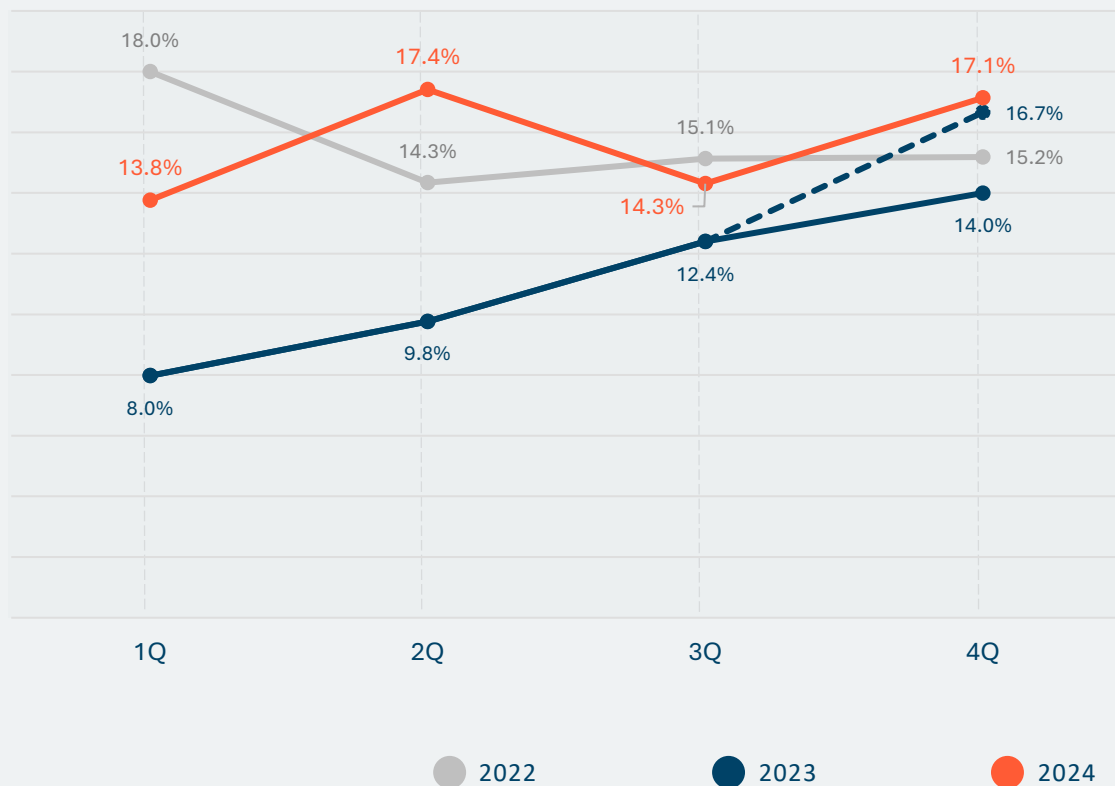
47.9% refined

VARIATION VS 4Q23 AND 2023 IS AS REPORTED.

Refined dotted line is without effect from the US court settlement: Considers CLP\$6,920 m more.

EBITDA Margin

QUARTERLY DEVELOPMENT



VAR

310 bp

vs 4Q23

50 bp refined

VAR

440 bp

vs 2023

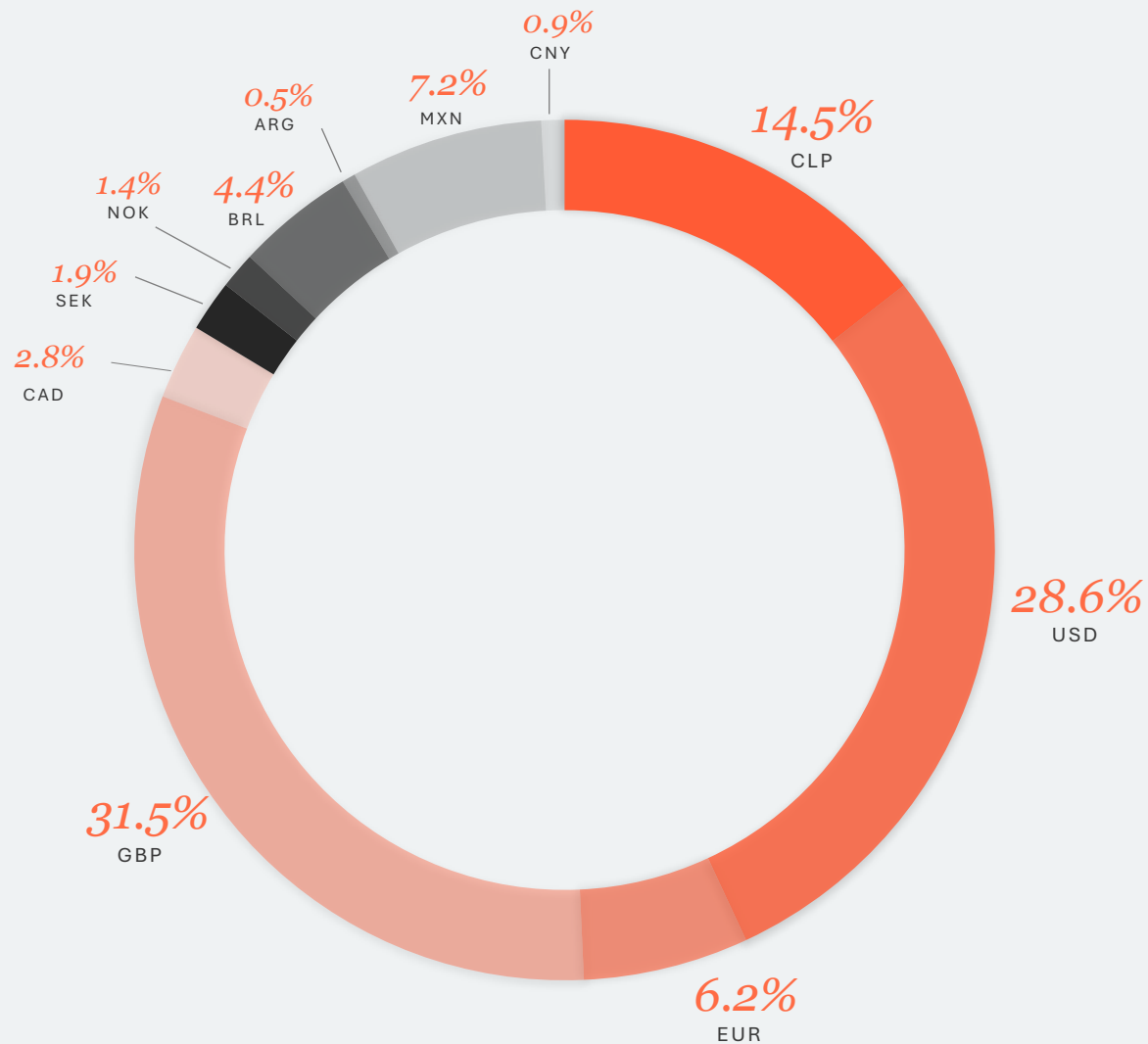
360 bp refined

VARIATION VS 4Q23 AND 2023 IS AS REPORTED.

Refined dotted line is without effect from the US court settlement: Considers 2.7% more margin.

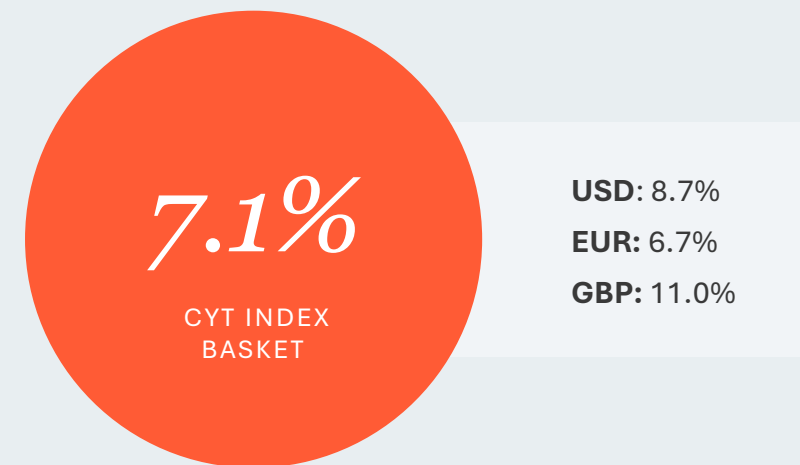
Currency diversification

4Q24



EXCHANGE RATE VARIATION

4Q24 vs 4Q23



Currency diversification mitigates the fluctuations of the dollar as a single currency

Non-operating Result

AS OF 4Q24

(MILLIONS OF CLP\$)	4Q24	4Q23	VAR (\$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(4,858)	(4,656)	(202)	(4.3%)
EXCHANGE DIFFERENCE	456	(2,610)	3,065	117.5%
NON OPERATING RESULT (**)	(4,402)	(7,265)	2,863	39.4%
AFFILIATED COMPANIES	926	455	471	103.5%

CONCLUSIONS:

- 4Q23 Net financial expense positively affected by devaluation in Argentina (December 2023) by CLP\$ 817 m, which means that without this effect the financial expense would have decreased by CLP\$ 615 m, instead of increasing by CLP\$ 202 m.

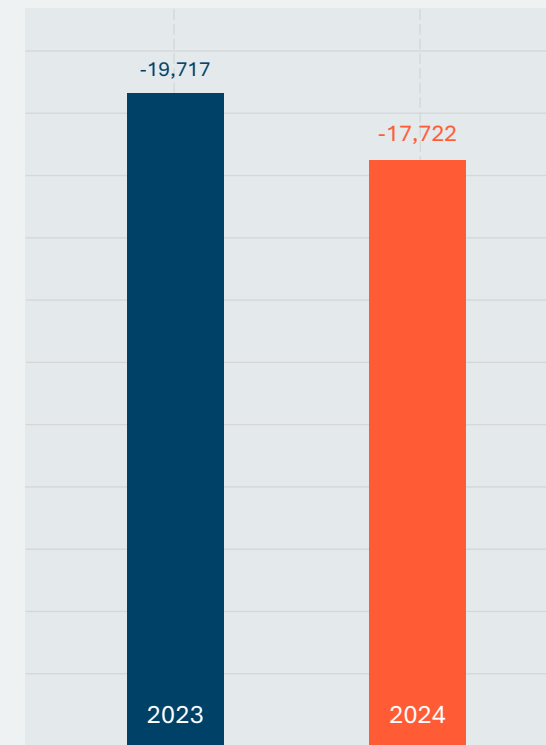
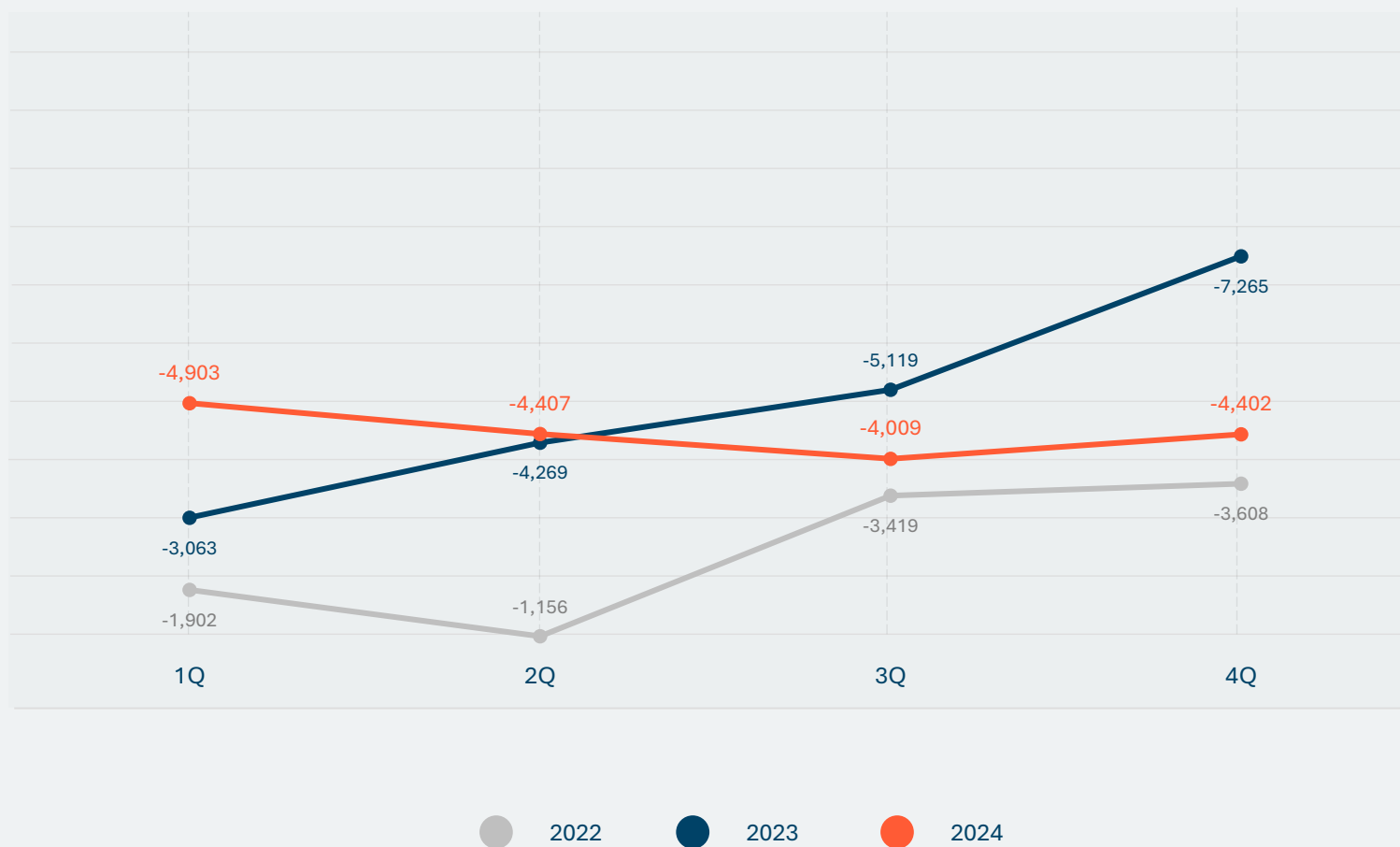
(*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

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

Non-Operating Result **

QUARTERLY DEVELOPMENT – TREND REVERSAL

(MILLIONS OF CLP\$)

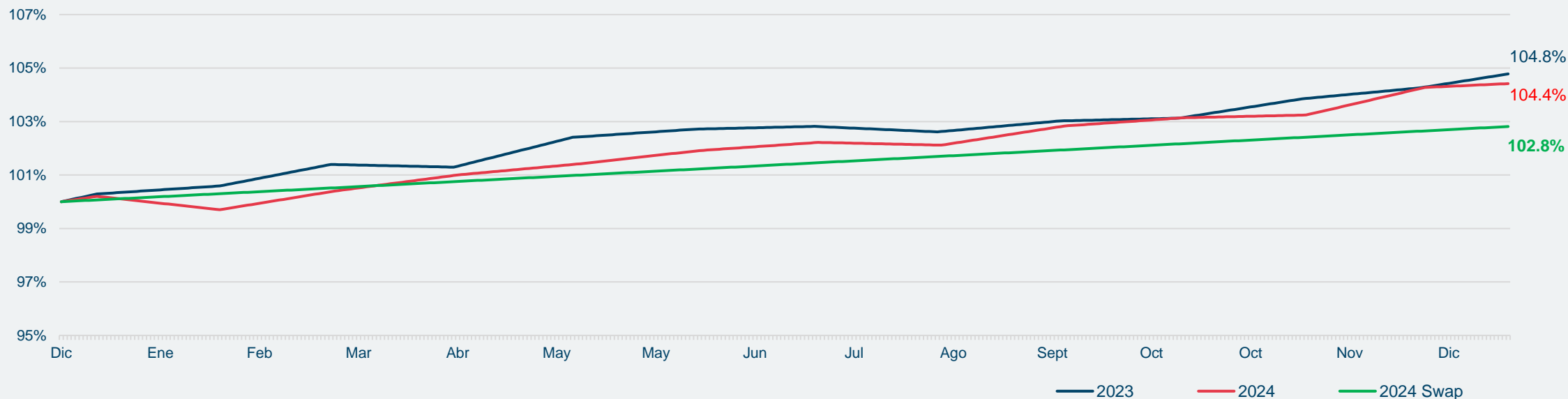


(**) Does not consider affiliated companies.

Positive perspectives for NON-OPERATING RESULT

* The Central Bank will reach its inflation objective only in the first half of 2026.

Accumulated Inflation 2024 v/s 2023



4Q24 BENEFITS:

Inflation set for
4Q24:
**2.82%
annualized**

Effect without
hedge in 4Q24:
CLP\$ 8,508 m

Effect with
fixed inflation:
CLP\$ 5,514 m

Utilidad
implícita:
CLP\$ 2,994 m

NEXT MONTHS:

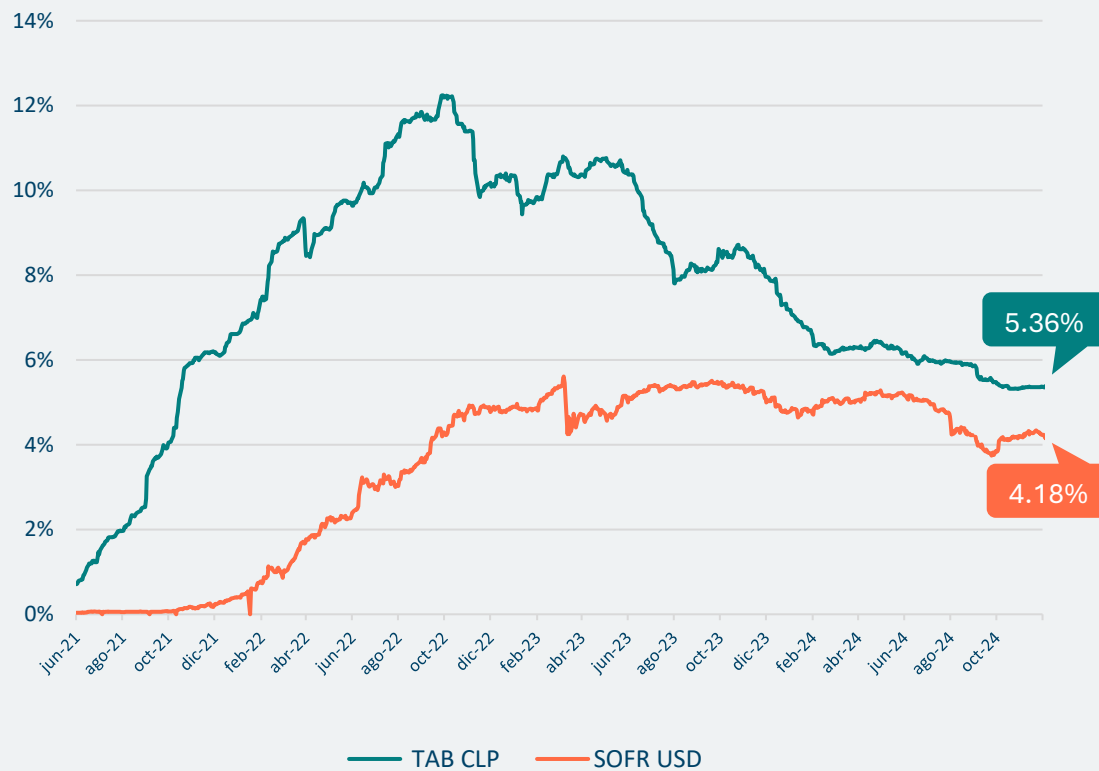
Currently **100%** of the bonds are covered.

- **UF 5.25 m** in CLP (inflation set at **2.82%**)
- **UF 1.75 m** in USD (rate set at **4.69%**)

Positive perspectives

NON-OPERATING RESULT

01. INTEREST RATE



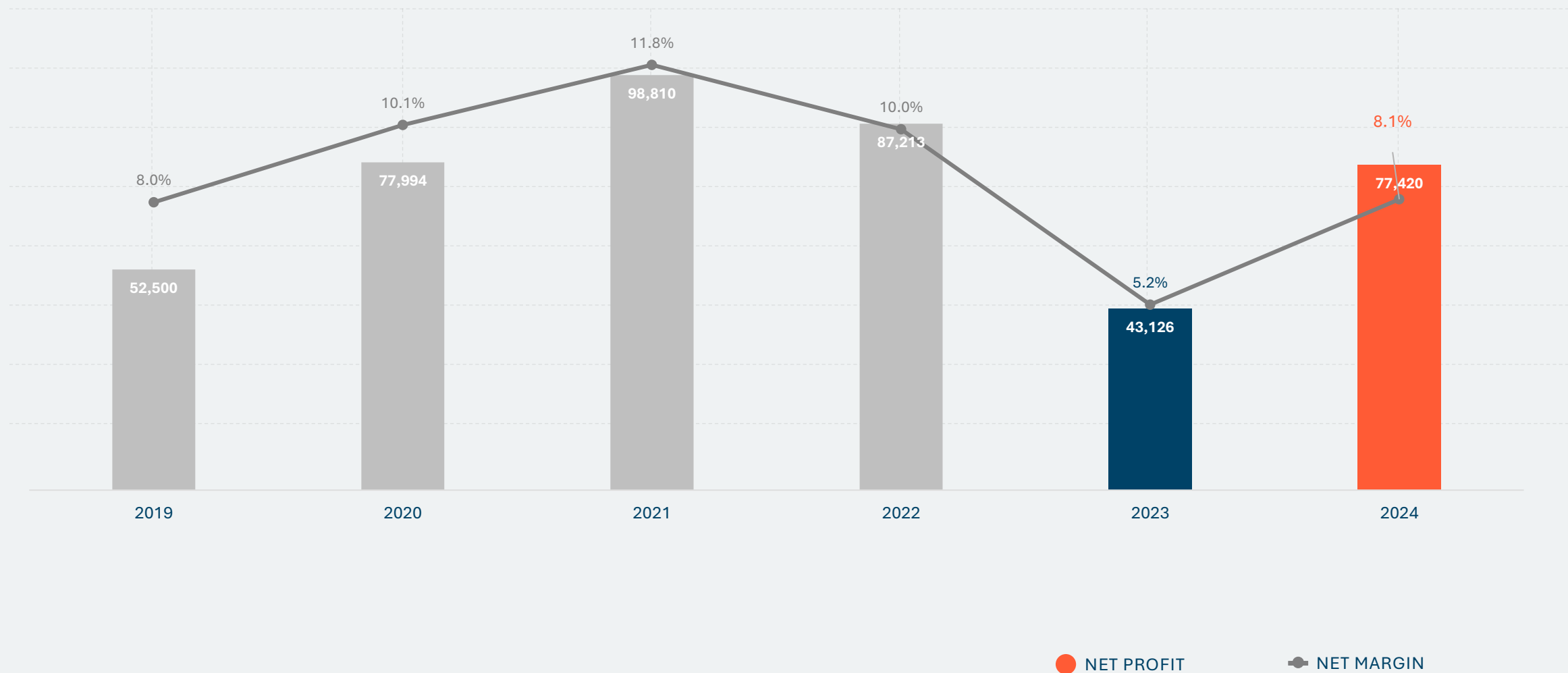
02. DEBT AMOUNT

Decrease in absolute terms of CLP\$ 60,247 million without considering the exchange rate effect.

03. EXCHANGE RATE

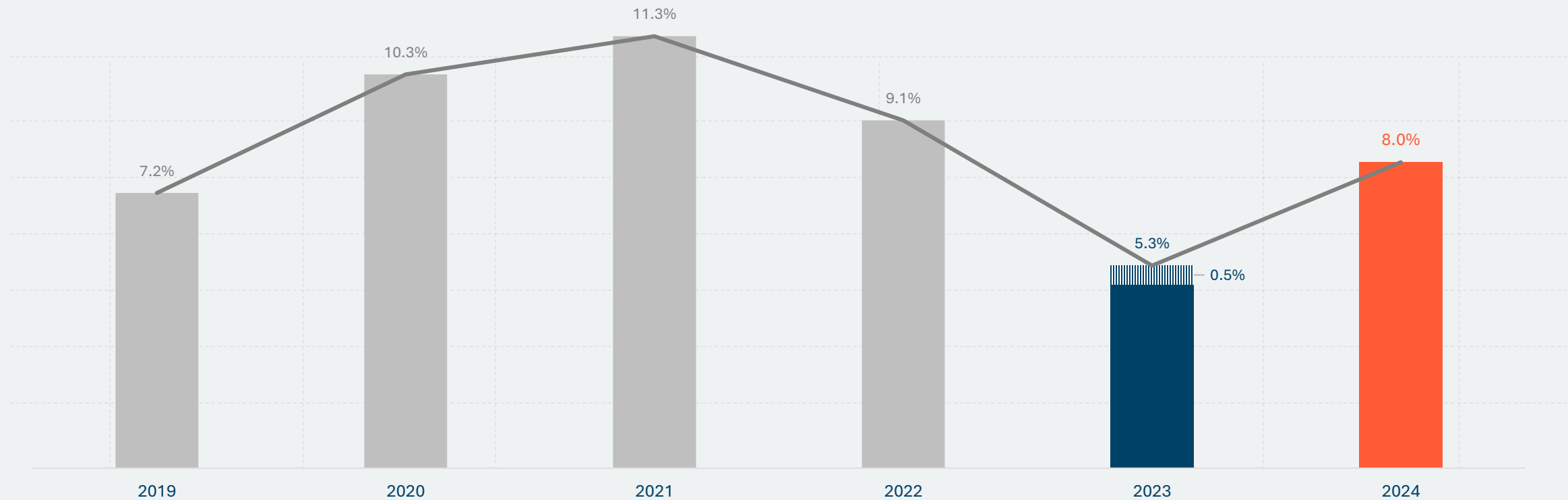
Hedge liabilities with the company's assets.

Net Profit (millions of CLP\$) and Net Margin (%)



Return on Invested Capital

ROIC (%)



2023* +0,5%:
WITHOUT THE JUDICIAL CONTINGENCY
IN THE US

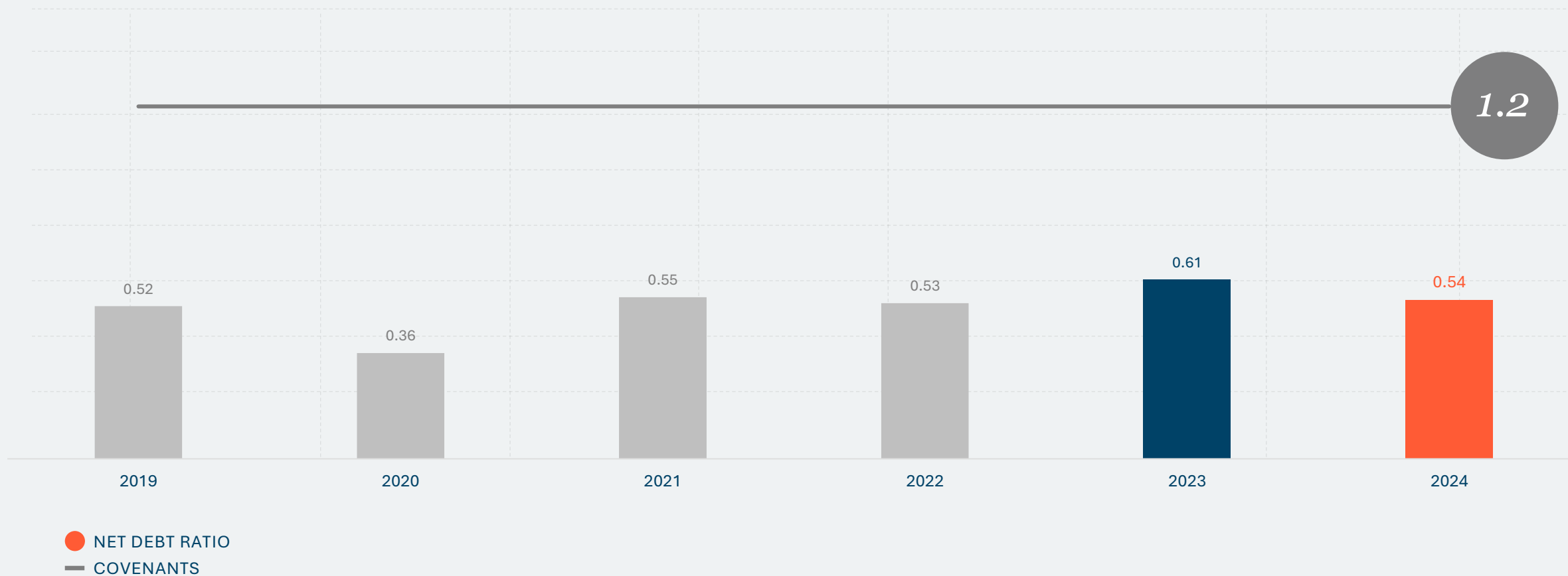
ROIC: (Operating Margin – Taxes + Exchange Differences) / (Equity – Net Financial Debt – Cash) 12 moving months.

* Income Statement corresponds to the 12 moving months.

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

Low Level of Indebtedness RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

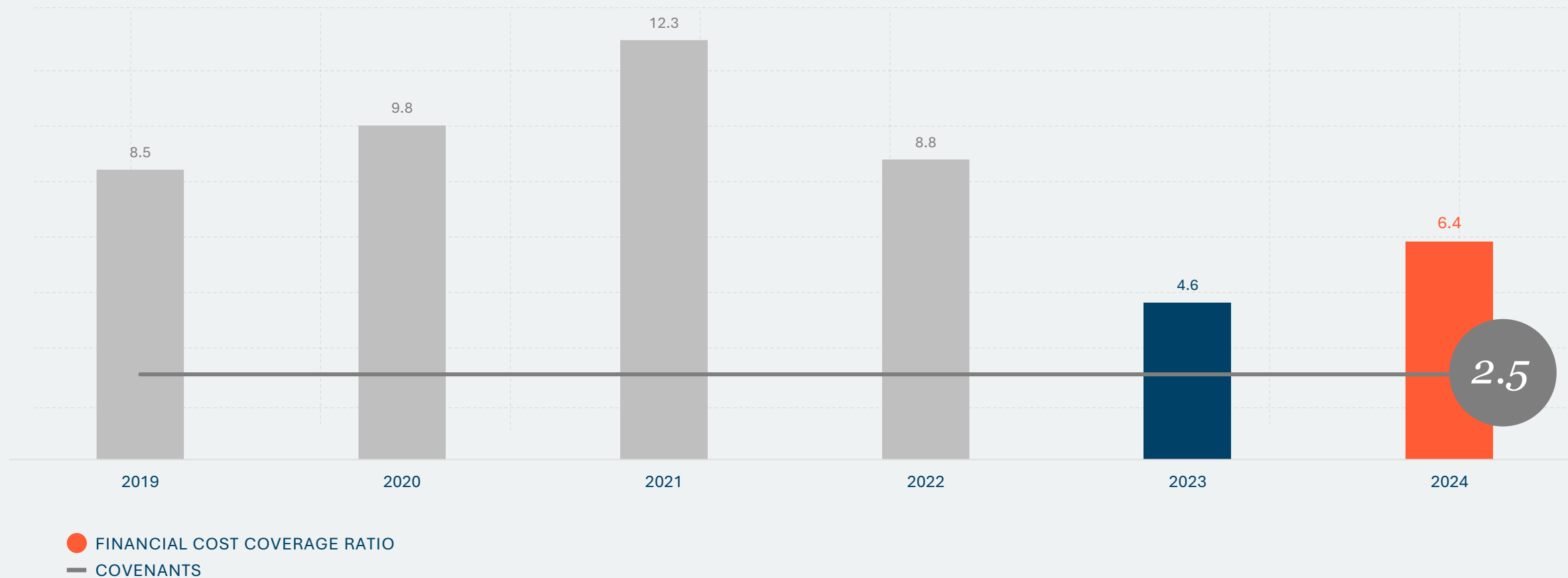


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Coverage of Financial Expenses

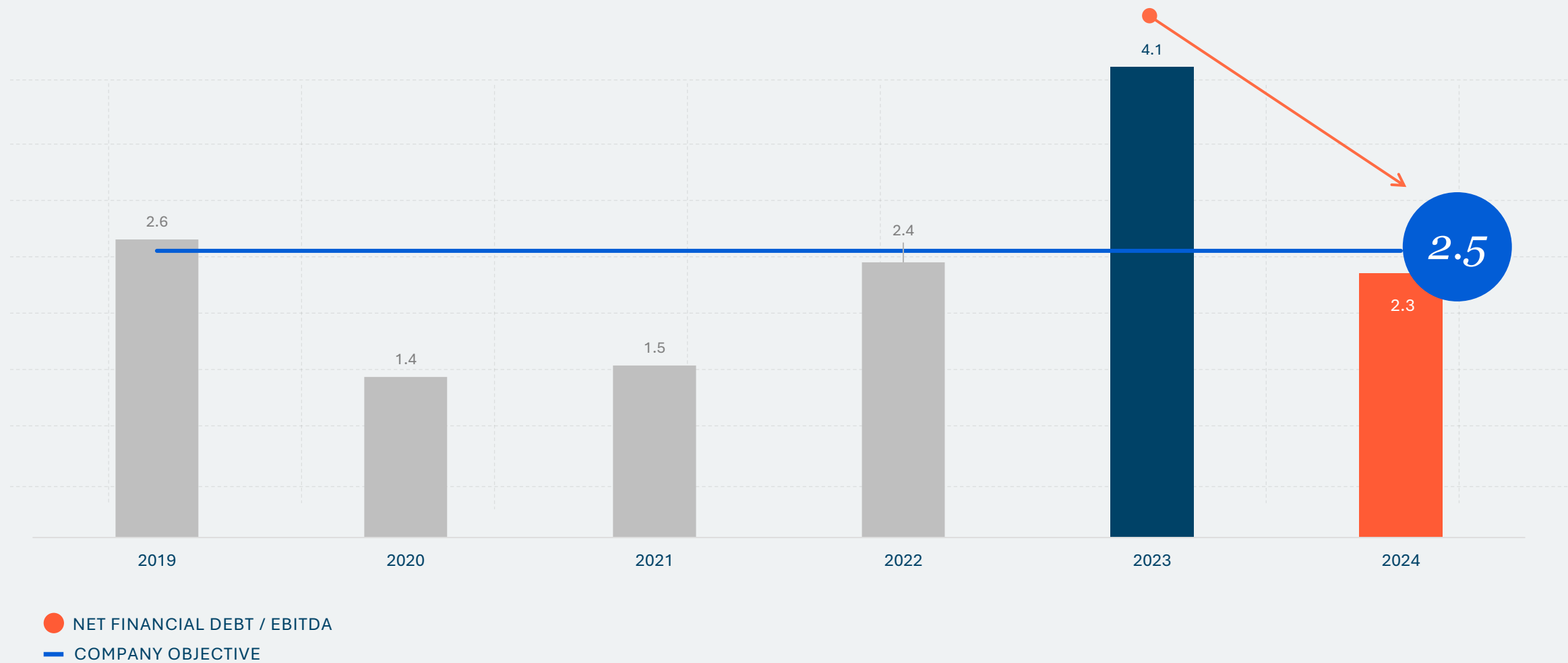
AS OF DECEMBER 2024

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



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

Non-financial Results

OSVALDO SOLAR, CFO

04

Sustainability highlights

01.

Viña Concha y Toro is the most sustainable vineyard in the world according to the 2025 Dow Jones Sustainability Index ranking.

02.

The sustainability strategy “Uncork a Better Future®” is being consolidated, with over 90% of the goals set for 2024 already met. New ambitions will be developed in 2025 focusing on 2030, 2035 and 2040.

03.

In 2024, our main customers recognized our sustainability performance with valuable awards in Chile (Walmart) and in our key markets (TESCO-UK).

04.

The Company has taken remarkable climate action, and weight reductions in packaging are being increased in many areas, which will positively affect our end consumers.



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VIÑA CONCHA Y TORO
— FAMILY OF NEW WORLD WINERIES —