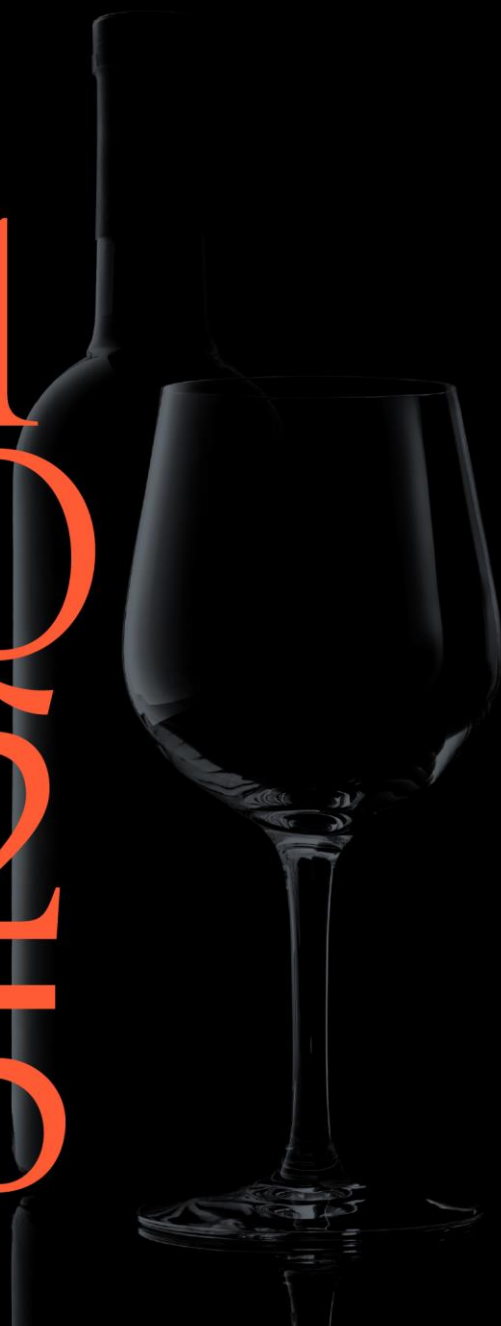


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RESULTS PRESENTATION

Agenda

CHAPTER 01

Highlights 1Q25 and Context

OSVALDO SOLAR, CFO

CHAPTER 02

1Q25 Sales Analysis

DANIELA LAMA, HEAD OF IR

CHAPTER 03

1Q25 Results

OSVALDO SOLAR, CFO



CHAPTER 01

Highlights 1Q25 and Context

OSVALDO SOLAR, CFO

Highlights 1Q25 vs 1Q24

CONSOLIDATED SALES



+1.4%

Up to CLP\$ 208,978 M

PREMIUMIZATION



51.9%

Portfolio mix P+I
(+230 bps)

P + I

OTHERS

GROSS PROFIT

+2.5%

CLP\$ 80,589 M

GROSS MARGIN

38.6%

(+50 bps)

EBITDA

+5.8%

CLP\$ 30,447 M

EBITDA MARGIN

14.6%

(+60 bps)

NET PROFIT



+8.2 %

reaching CLP\$ 13,783 M, with a Net
Margin of 6.6% (+40 bps) YoY

2025 Context



High level of volatility and uncertainty



Tax increases in some markets



Opportunities will present themselves and we must seize them



CHAPTER 02

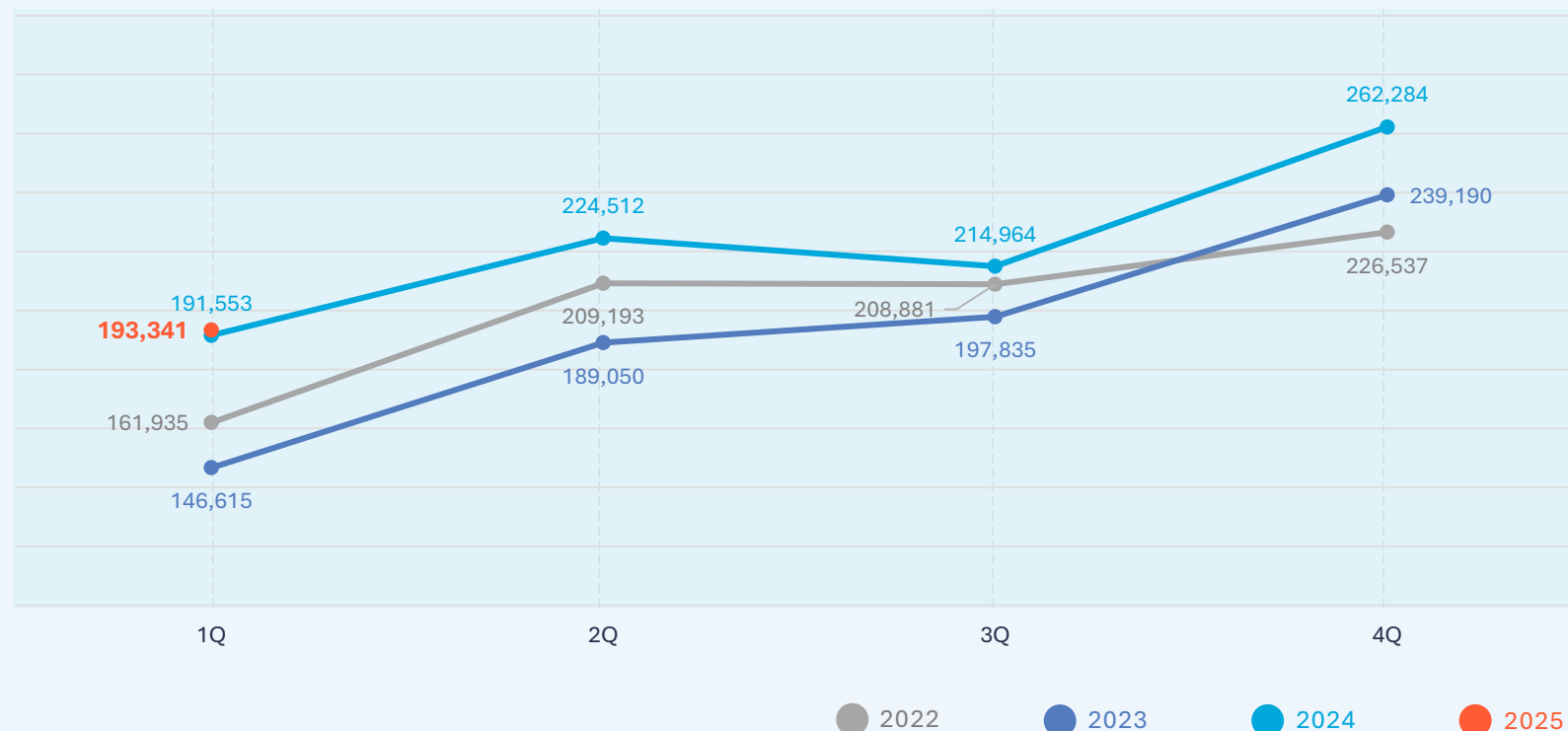
1Q25 Sales Analysis

DANIELA LAMA, HEAD OF IR

Sales per Value – Only Wine

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR
0.9%
vs 1Q24

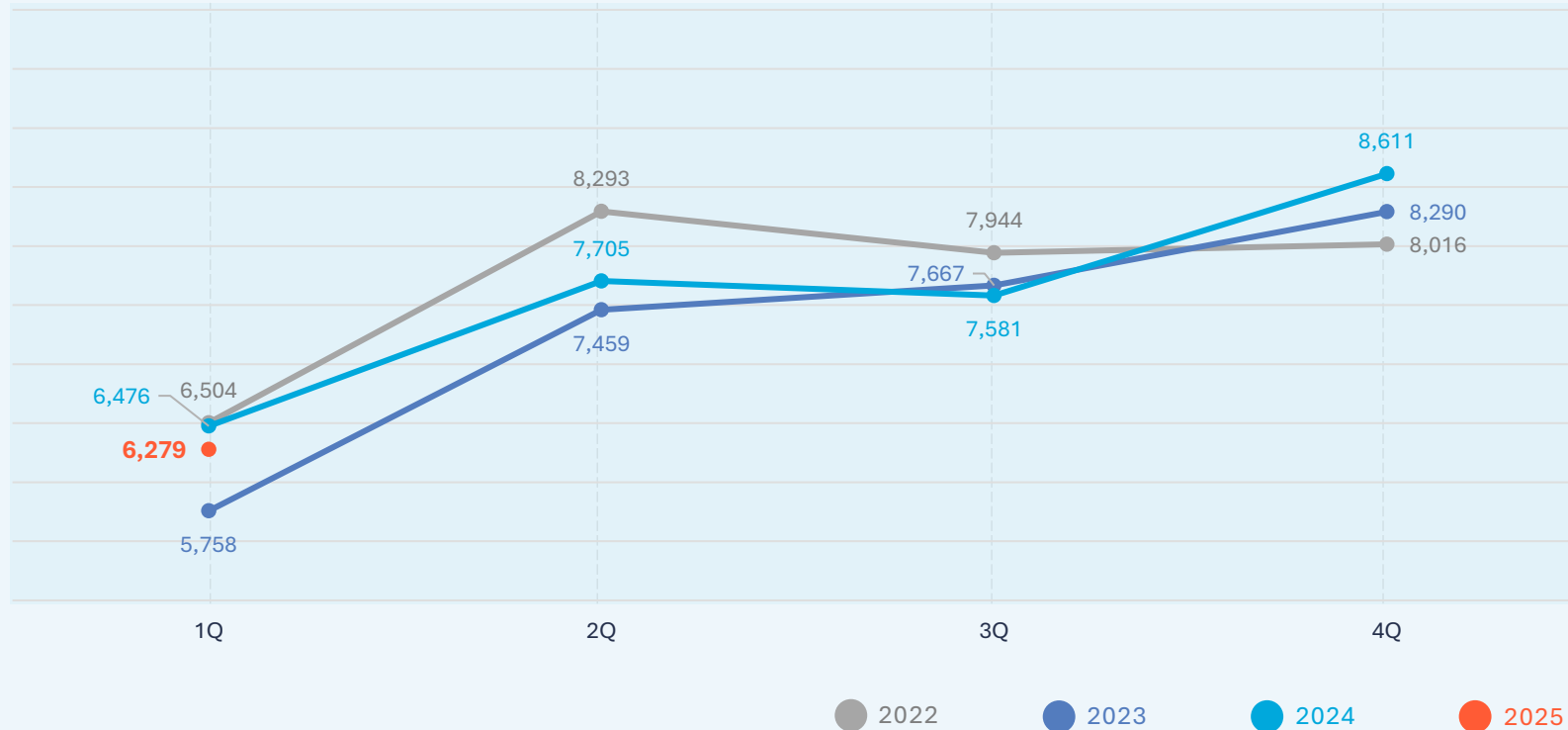
1Q25 CONCLUSIONS:

- +6.4% in Premium and Superior segments
- -5.1% in Varietal and Inferior segments

Sales per Volume – Only Wine

QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



VAR
(3.0%)
vs 1Q24

1Q25 CONCLUSIONS:

- +5.7% in Premium and Superior segments
- -7.5% in Varietal and Inferior segments

Performance in Main Markets

ONLY WINE

VAR % VALUE	1Q24	2Q24	3Q24	4Q24	1Q25
UK	34.6%	17.5%	16.1%	14.5%	0.3%
CHILE	5.8%	8.8%	5.7%	5.8%	3.8%
US	37.1%	28.4%	(2.3%)	12.4%	8.7%
BRAZIL	49.7%	28.6%	12.0%	8.1%	(9.1%)
MEXICO	33.6%	3.7%	14.0%	(5.2%)	(3.3%)

THE 5 MAIN COUNTRIES
REPRESENT

74.8%

OF WINE SALES AS OF
1Q25

COMMENTS:

- Brazil and Mexico grew in volume by 6.3% and 10.8%, respectively. However, this failed to offset the negative impact of the exchange rate.

Performance in Main Brands

ONLY WINE

VAR % VALUE	1Q24	2Q24	3Q24	4Q24	1Q25
CASILLERO DEL DIABLO	32.8%	22.3%	8.2%	17.5%	4.8%
FRONTERA	91.6%	20.3%	(7.7%)	5.9%	(6.6%)
TRIVENTO RESERVE	36.7%	21.1%	16.7%	9.5%	(2.6%)
RESERVADO	41.1%	17.2%	15.1%	8.8%	6.0%
ISLA NEGRA SEASHORE	49.3%	18.6%	7.7%	(2.5%)	(14.0%)
DIABLO	28.4%	18.3%	30.5%	9.3%	18.7%
BONTERRA	2.7%	11.7%	1.1%	4.8%	29.2%

COMMENTS:

- Isla Negra's decline is due to increased competition in non-premium segments due to the increase in taxes on alcohol products in the UK.
- Frontera's decline is largely due to Japan.

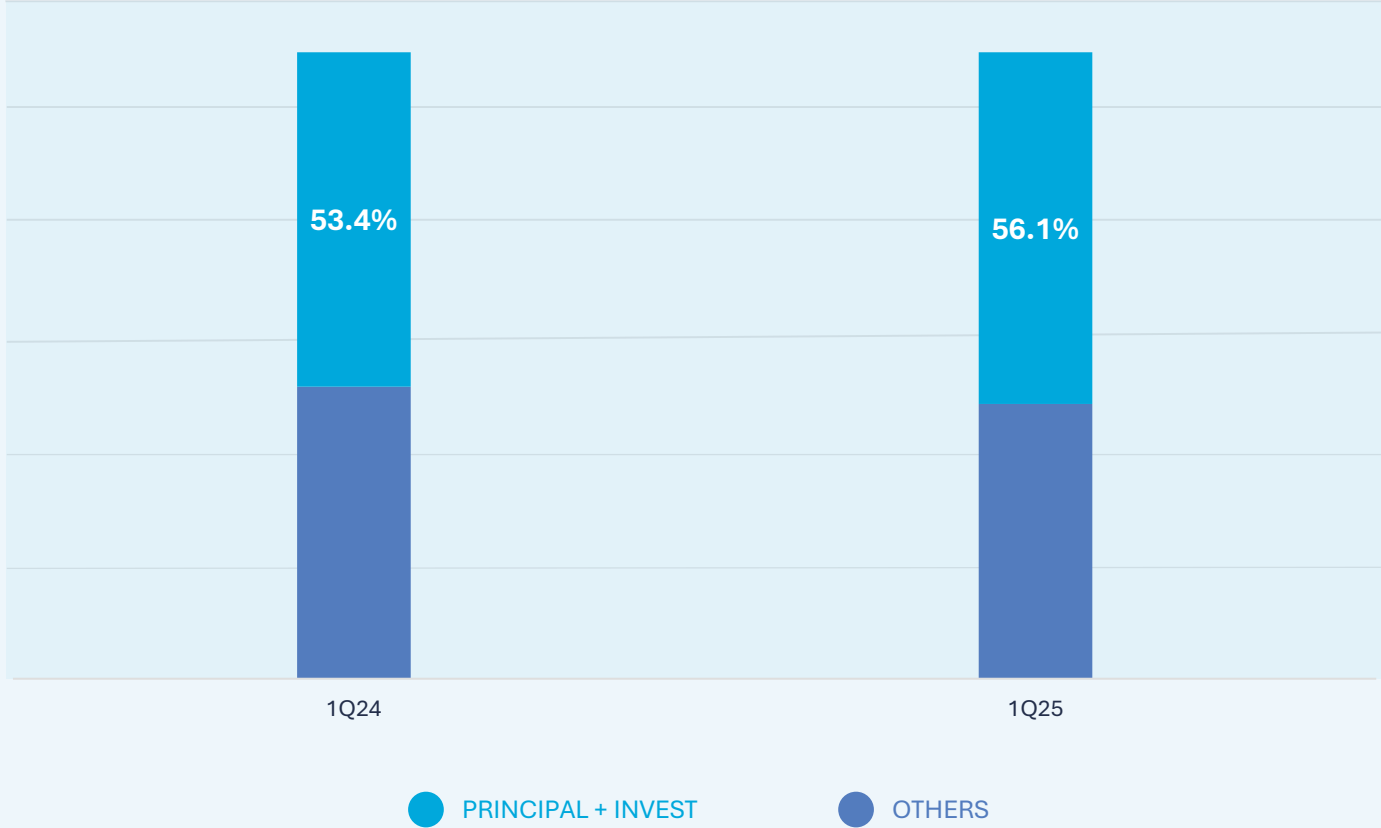
THE 7 MAIN BRANDS
REPRESENT

64.8%

OF WINE SALES AS OF
1Q25

Mix Premium 1Q25

+280 BPS IN PRINCIPAL + INVEST MIX (ONLY WINE)



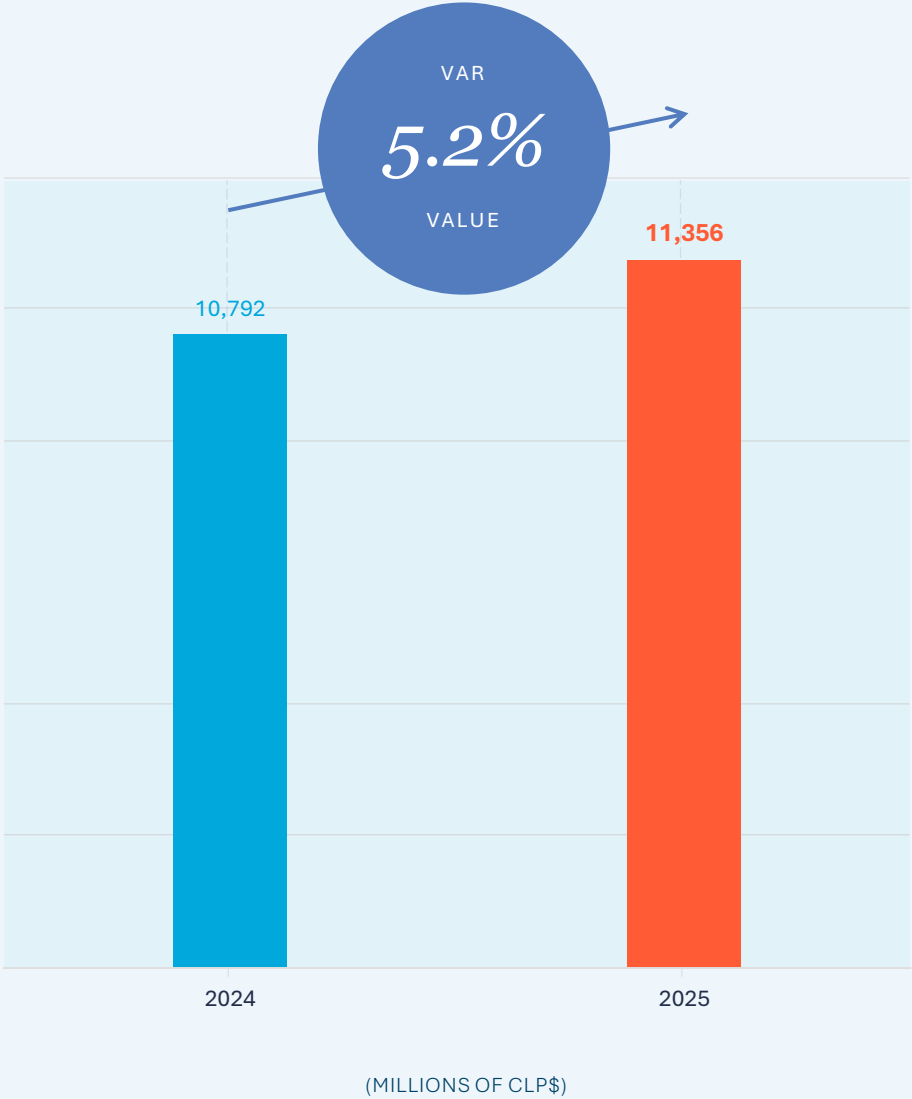
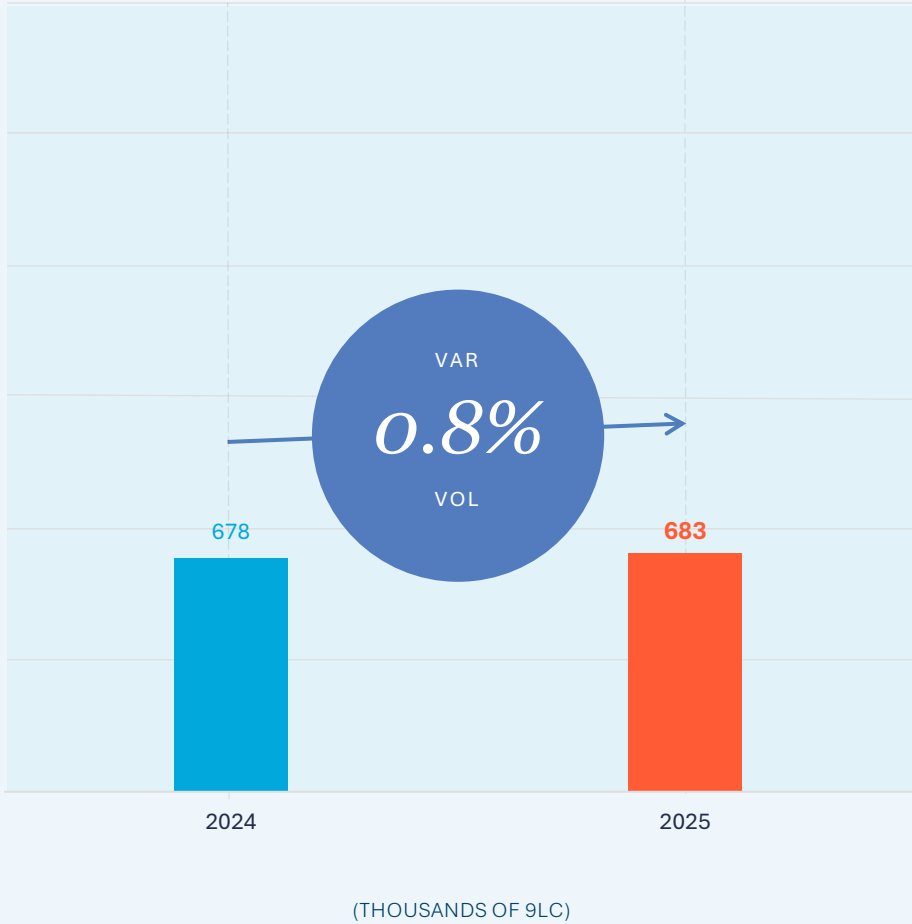
VAR
4.8%
CASILLERO DEL DIABLO
VALUE

VAR
29.2%
BONTERRA
VALUE

VAR
139.3%
DON MELCHOR
VALUE

Sales growth in value and volume

BEERS AND SPIRITS





CHAPTER 03

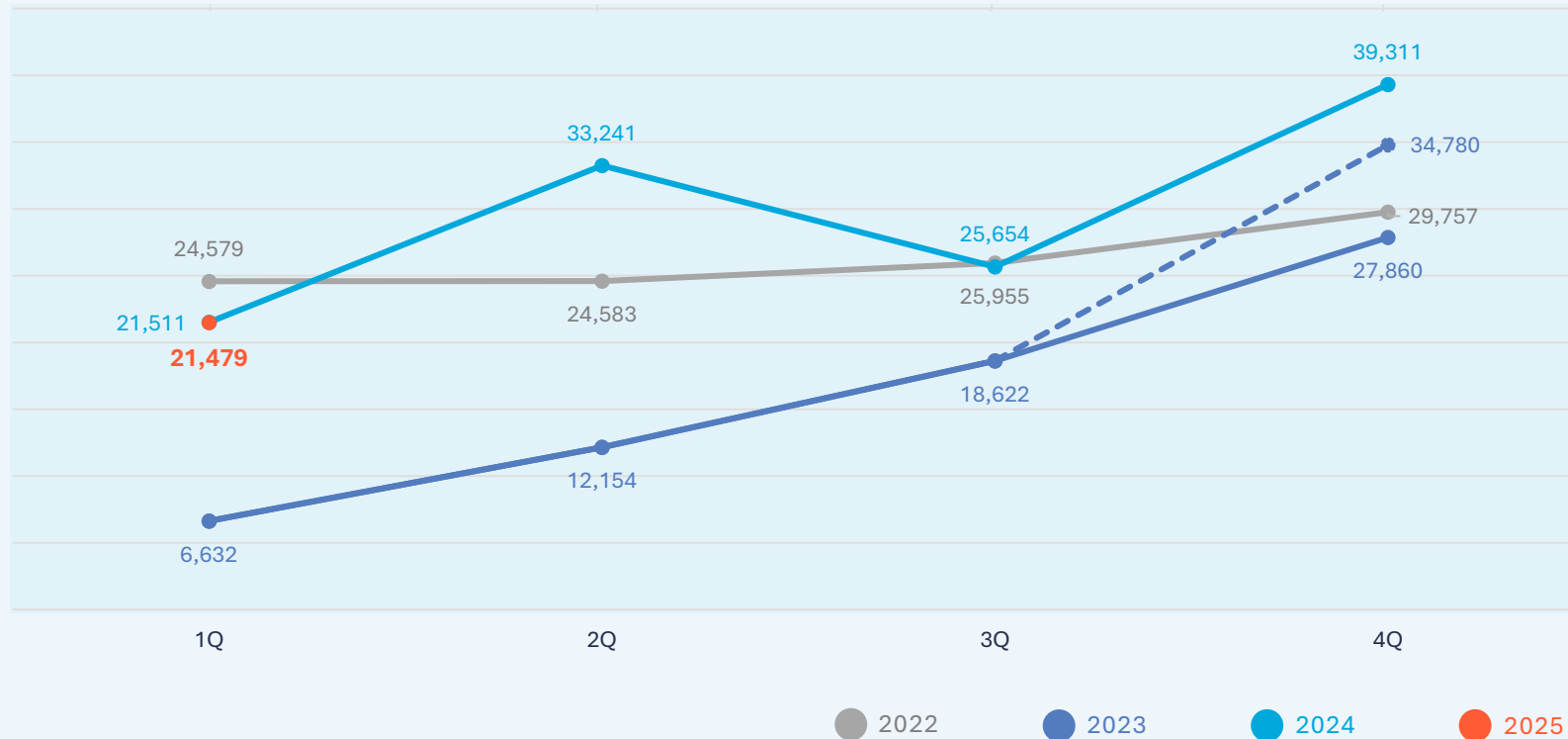
1Q25 Results

OSVALDO SOLAR, CFO

Operating Profit (EBIT)

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



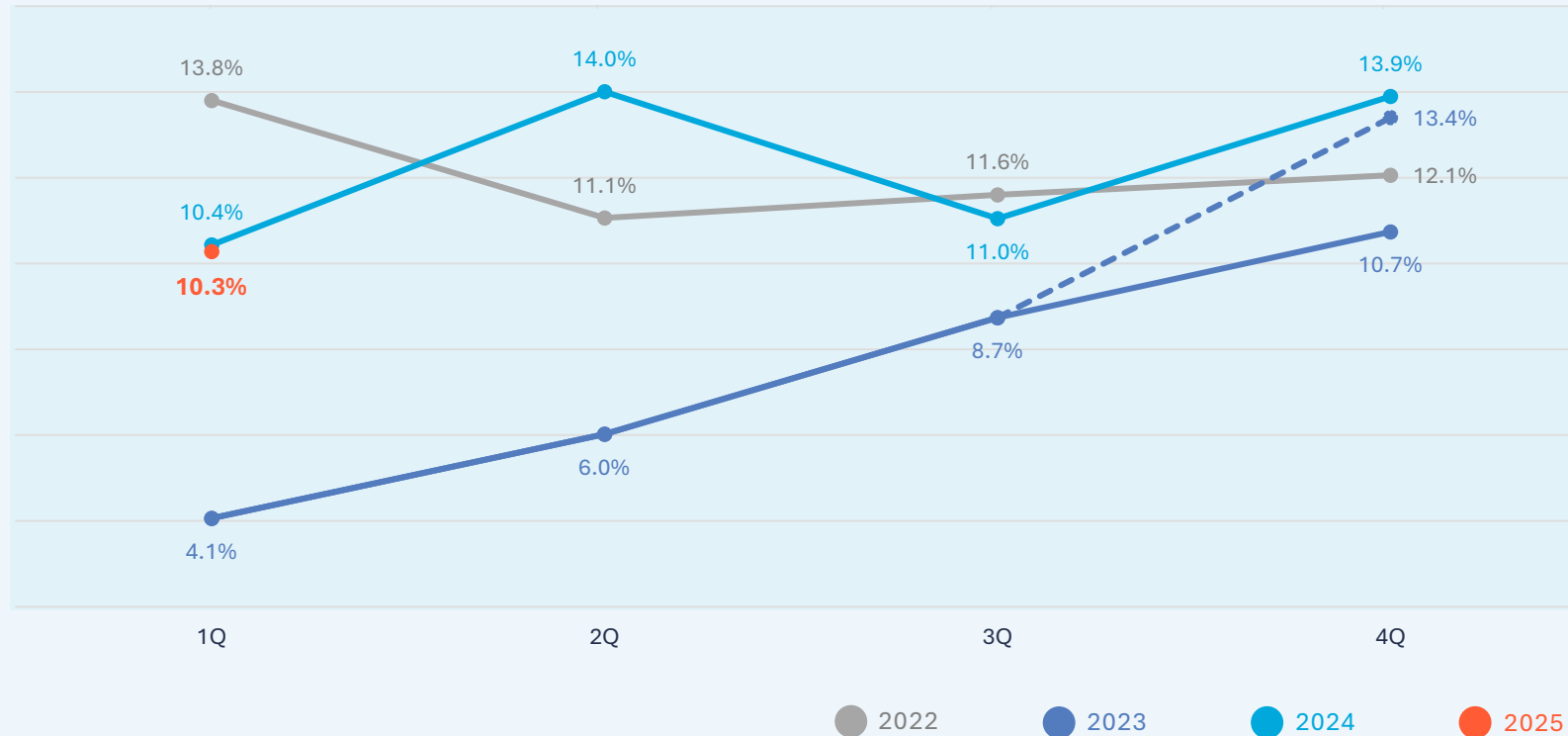
VAR
(0.1%)
vs 1Q24

ADJUSTED EBIT:

Adding the extraordinary write-offs of CLP\$2,039 million, EBIT would have reached **CLP\$23,518** million, **7.4%** higher than the 1Q24 figure.

EBIT Margin

QUARTERLY DEVELOPMENT



ADJUSTED EBIT:

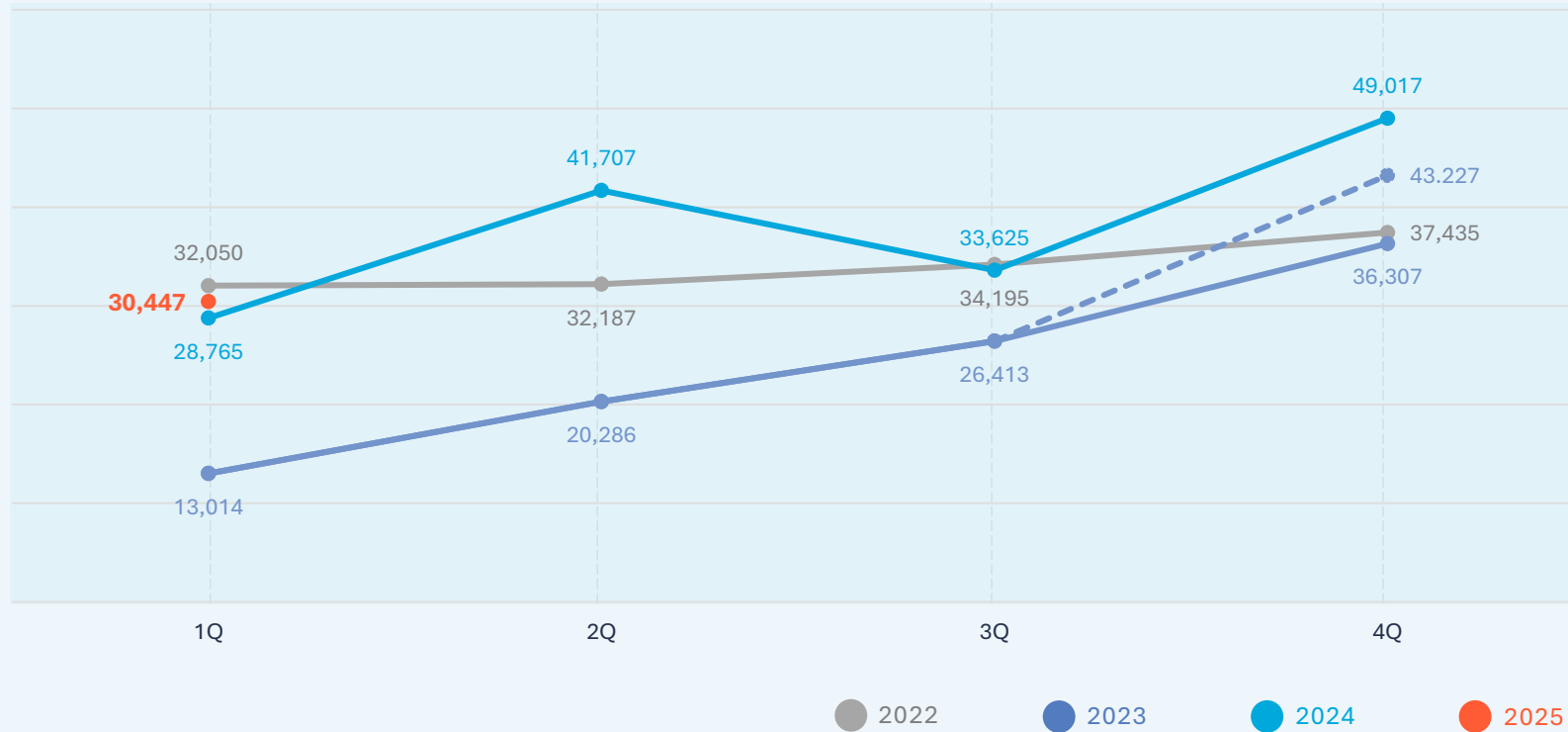
Adding the extraordinary write-offs, the EBIT margin would have reached **11.3%**, an increase of **60 bps** over the 1Q24 figure.

VAR
(10 bps)
vs 1Q24

EBITDA

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)

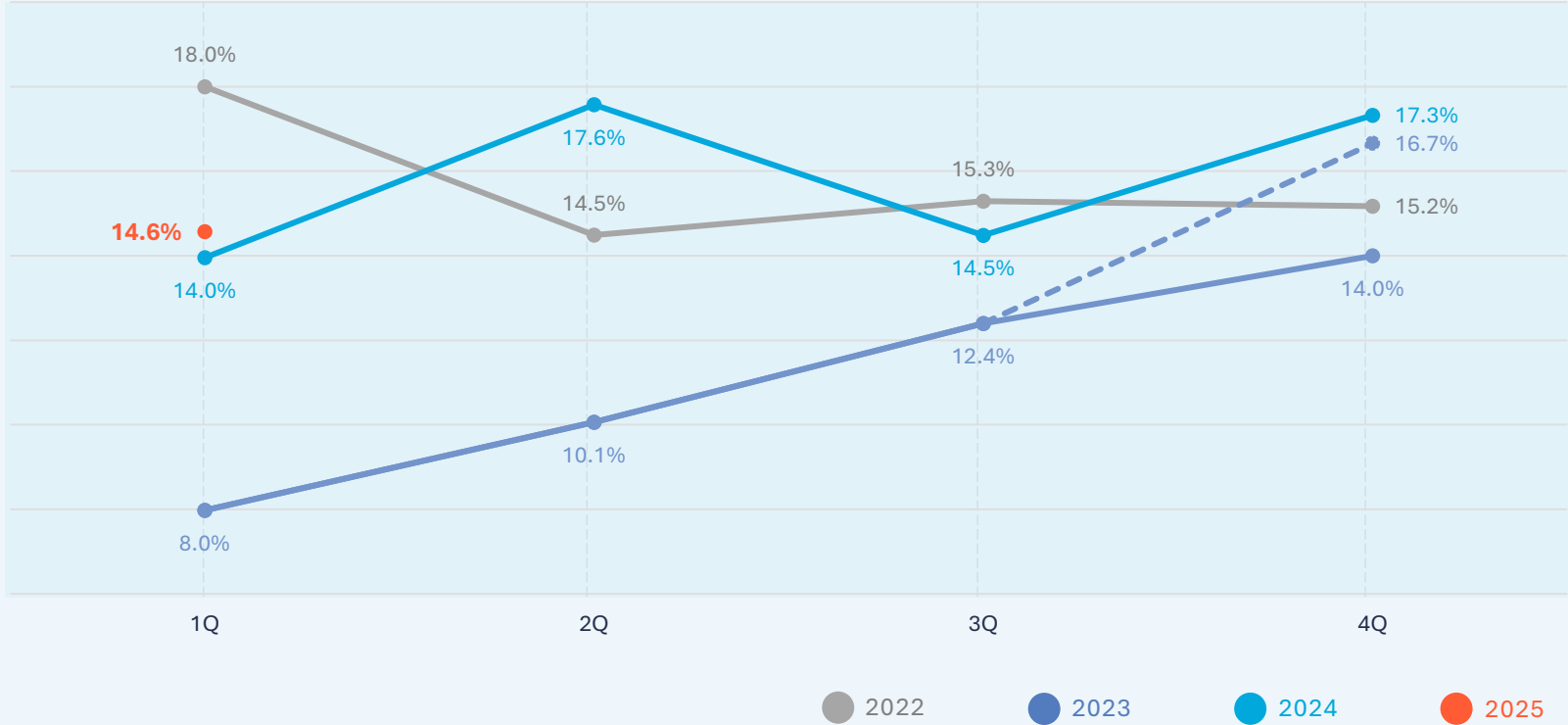


VAR
5.8%
vs 1Q24

EBITDA: Profit (loss) from operating activities + Depreciation & Amortization expenses + Write-offs.

EBITDA Margin

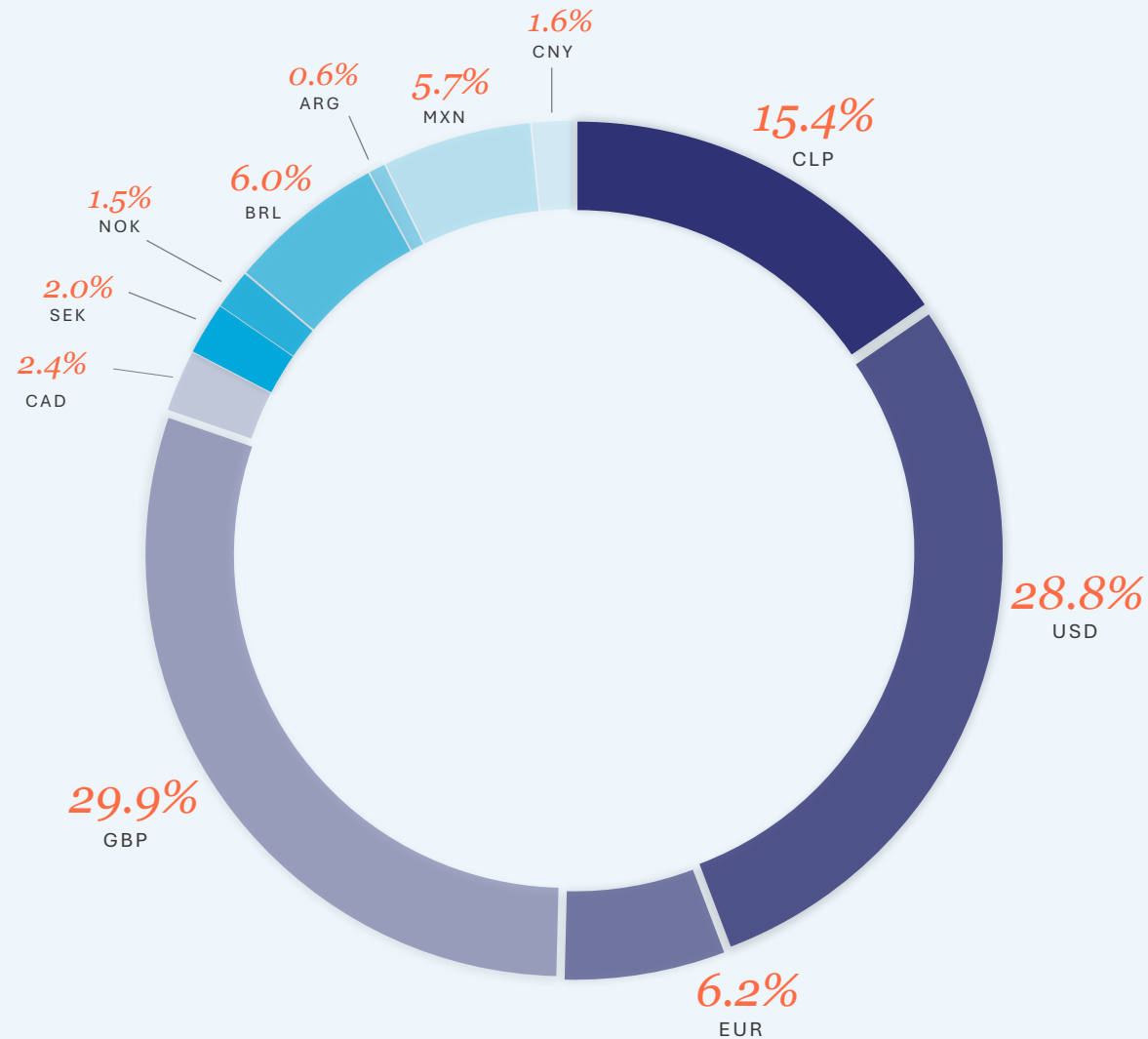
QUARTERLY DEVELOPMENT



VAR
60 bps
vs 1Q24

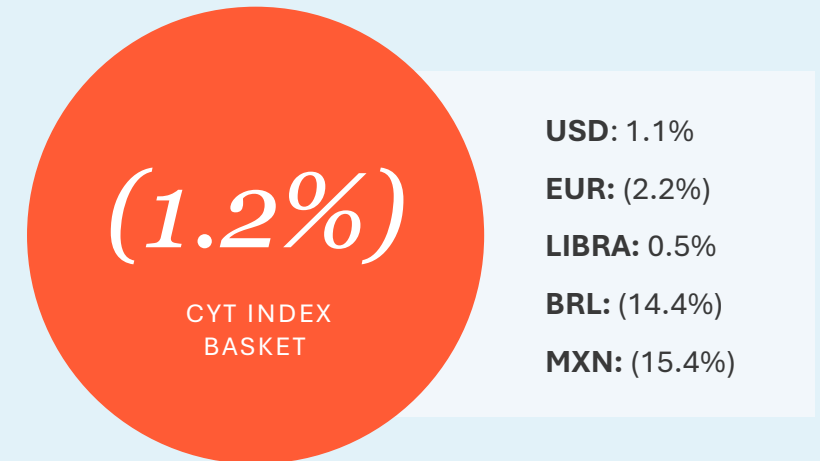
Currency diversification

1Q25



EXCHANGE RATE VARIATION

1Q25 vs 1Q24



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

The negative effect of the exchange rate impacted sales by **CLP\$ -4,041** million and the Operating Result by **CLP\$ -3,310** million.

Non-operating Result

AS OF 1Q25

(MILLIONS OF CLP\$)	1Q25	1Q24	VAR (\$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(3,775)	(5,133)	1,358	(26.5%)
EXCHANGE DIFFERENCE	(135)	230	(365)	(158.9%)
NON OPERATING RESULT (**)	(3,910)	(4,903)	993	(20.3%)
AFFILIATED COMPANIES	(420)	(65)	(355)	546.0%

COMMENTS:

- **79.9%** of the lower spending is due to the reduction in debt, and the remaining **20.1%** is due to the decrease in the average interest rate.

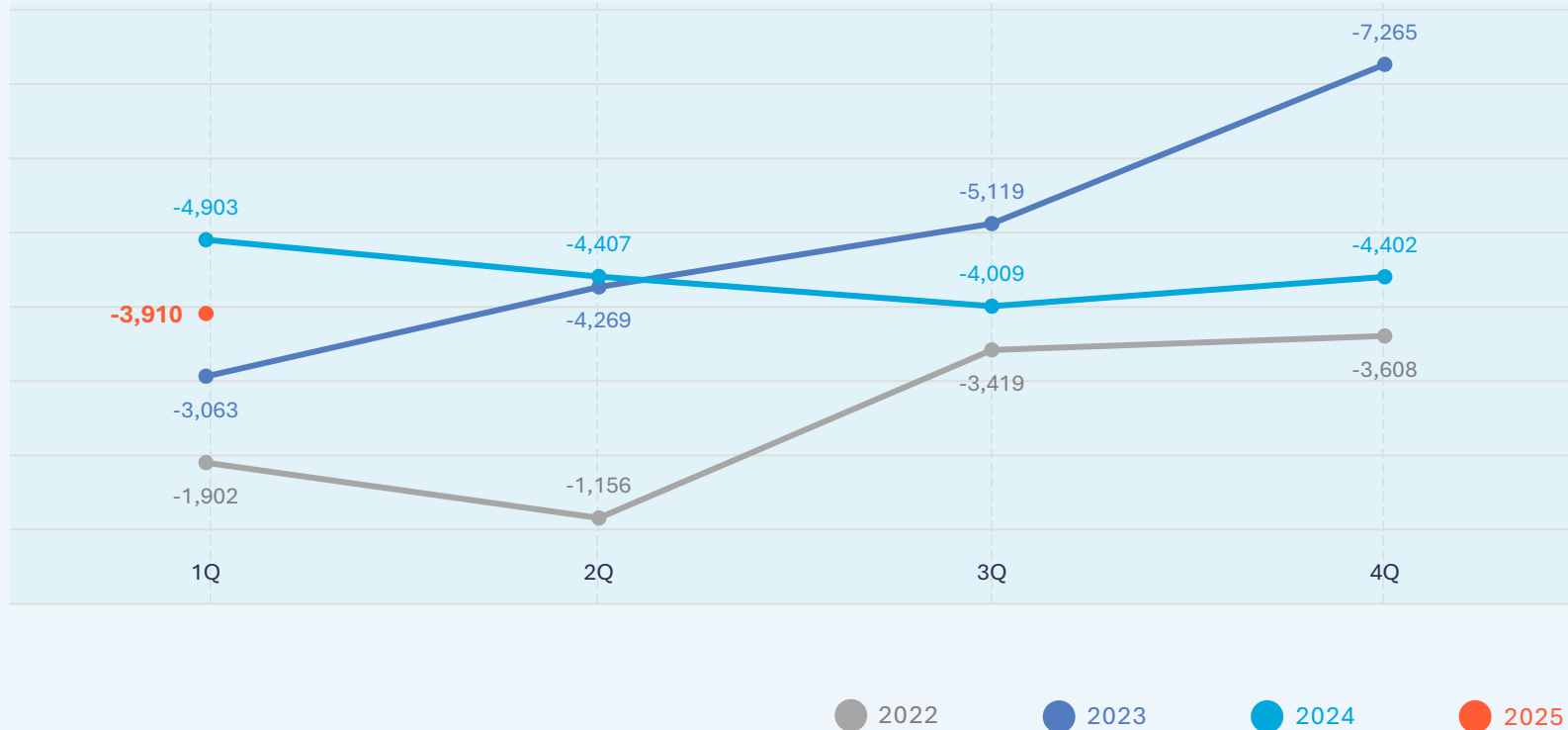
(*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

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

Non-operating Result**

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



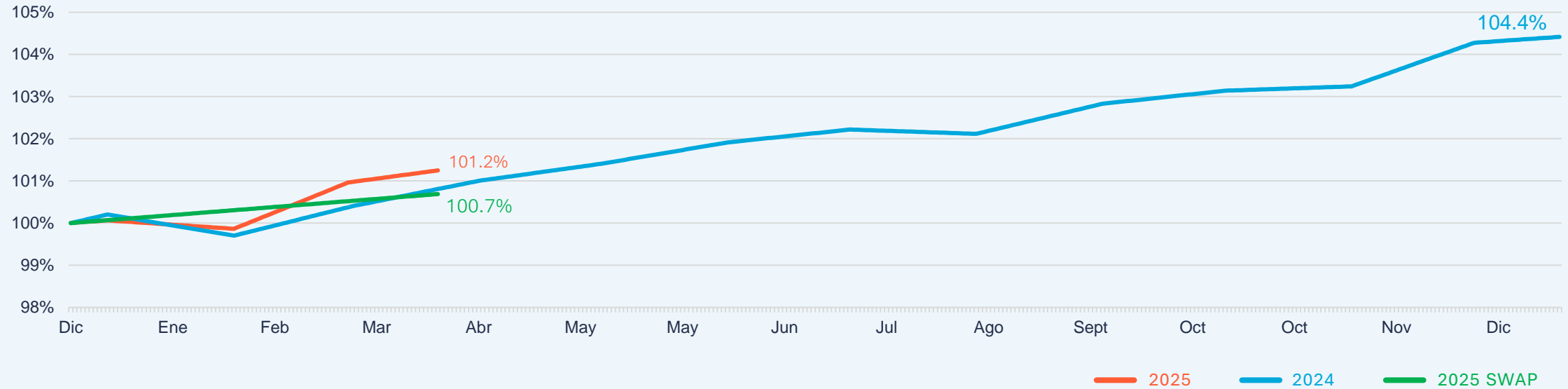
VAR
(20.3%)
vs 1Q24

(**) 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 2025 v/s 2024



1Q25 BENEFITS:

Inflation set for
1Q25:
2.82%
annualized

Effect without
hedge in 1Q25:
CLP\$ 2,506 M

Effect with fixed
inflation:
CLP\$ 1,406 M

Implicit
benefit:
CLP\$ 1,100 M

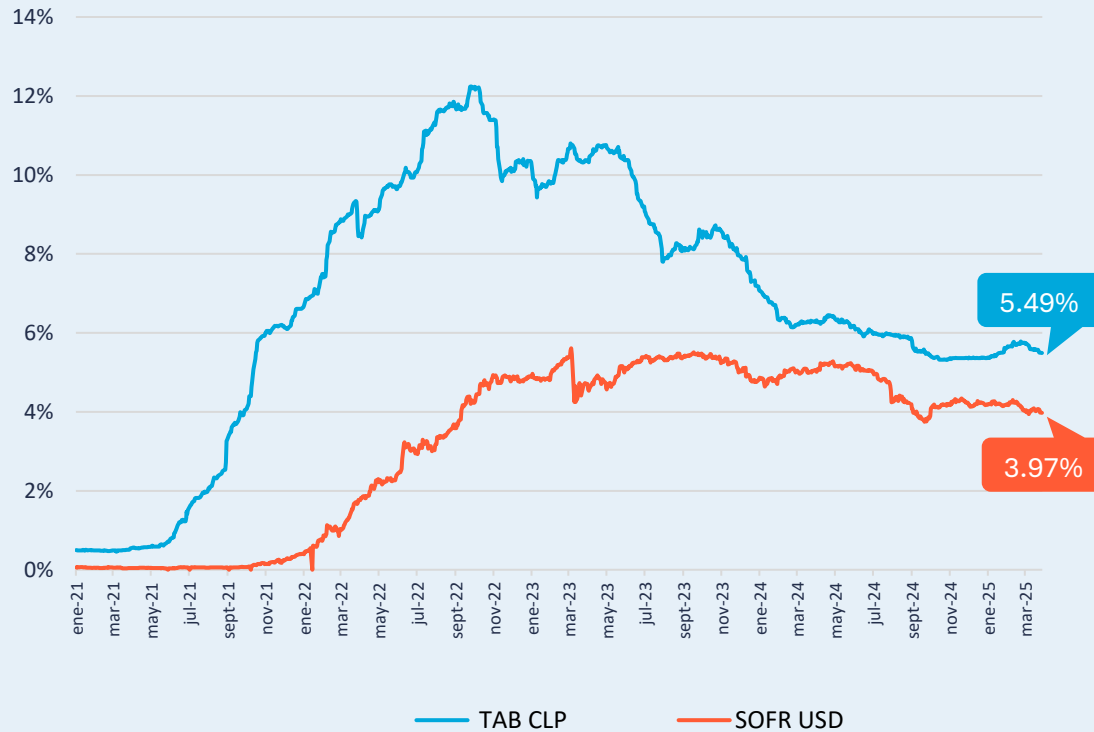
NEXT MONTHS:

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

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

Positive perspectives for NON-OPERATING RESULT

01. INTEREST RATE



02. DEBT AMOUNT

Decrease in absolute terms of CLP\$ 50,590 million without considering the exchange rate effect.

03. EXCHANGE RATE

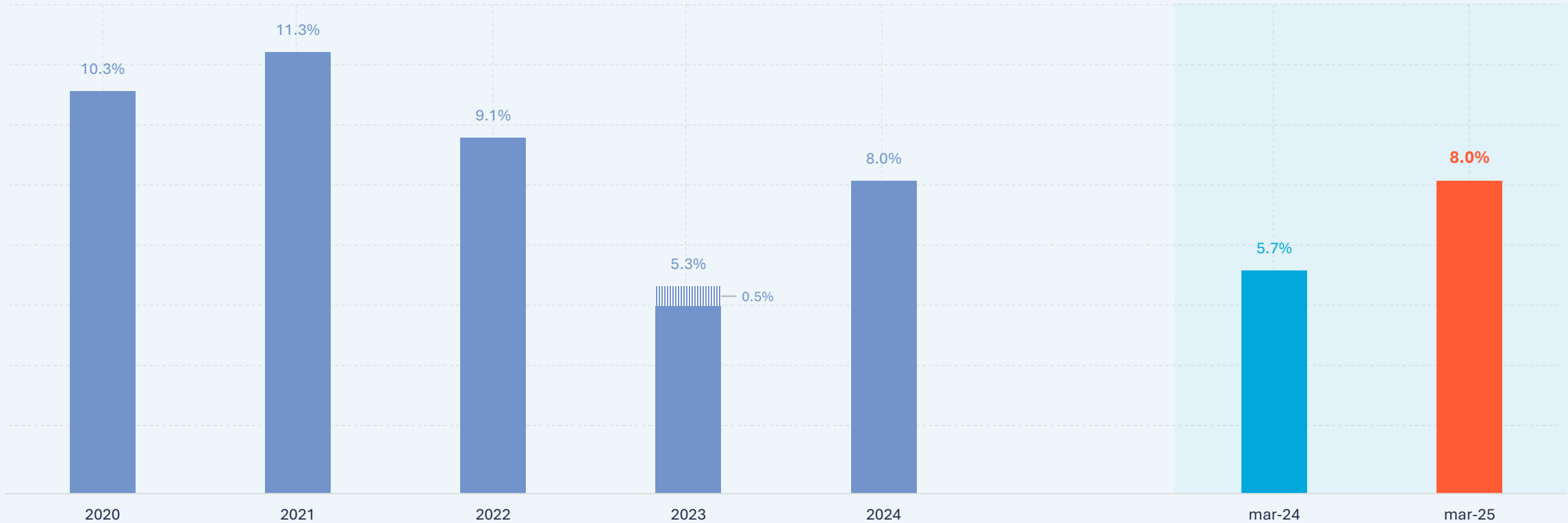
Hedge liabilities with the company's assets.

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



Return on Invested Capital

ROIC (%)



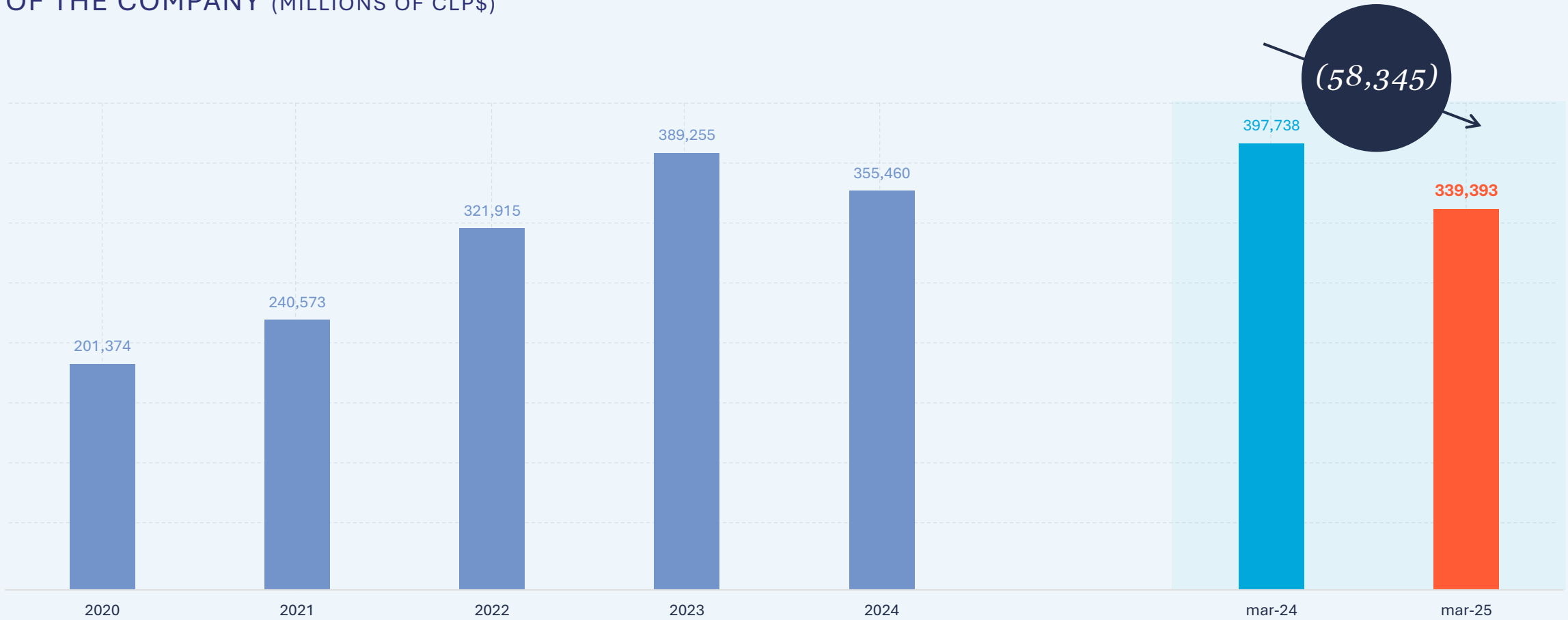
ROIC: (Operating Margin – Taxes + Exchange Differences) / (Equity – Net Financial Debt – Cash) 12 moving months.

* Income Statement corresponds to the 12 moving months.

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

Lower Net Financial Debt

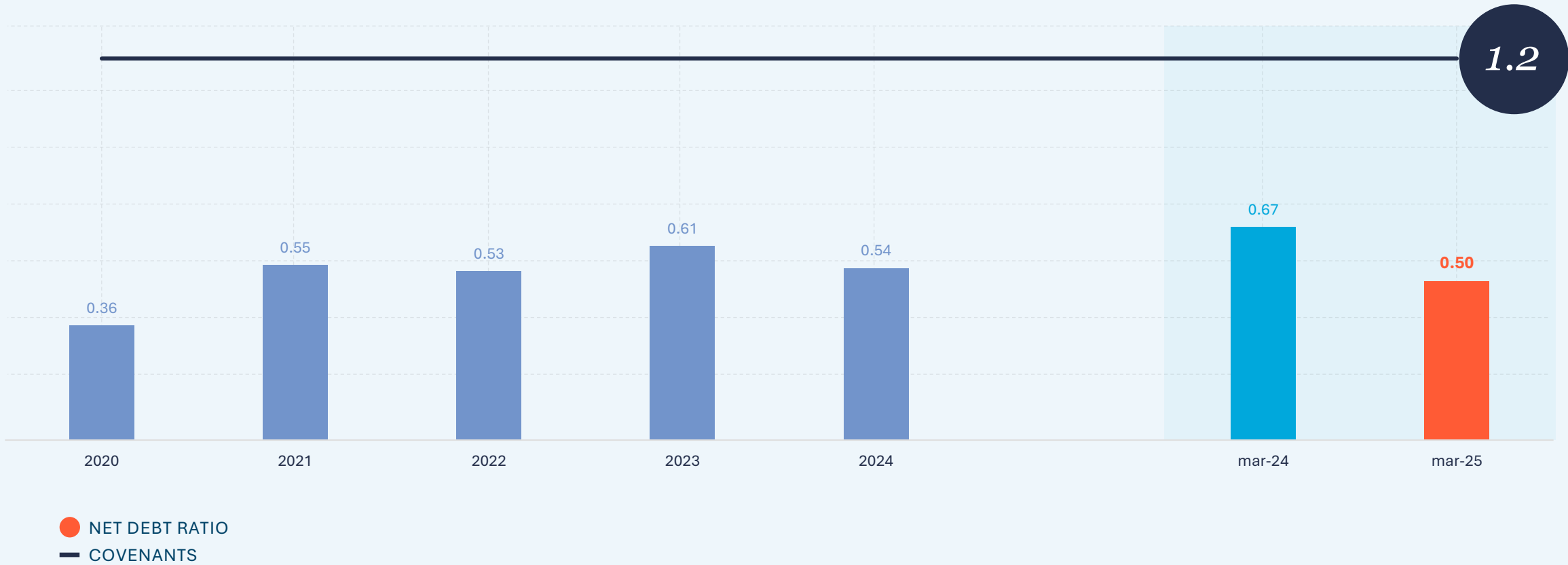
OF THE COMPANY (MILLIONS OF CLP\$)



Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

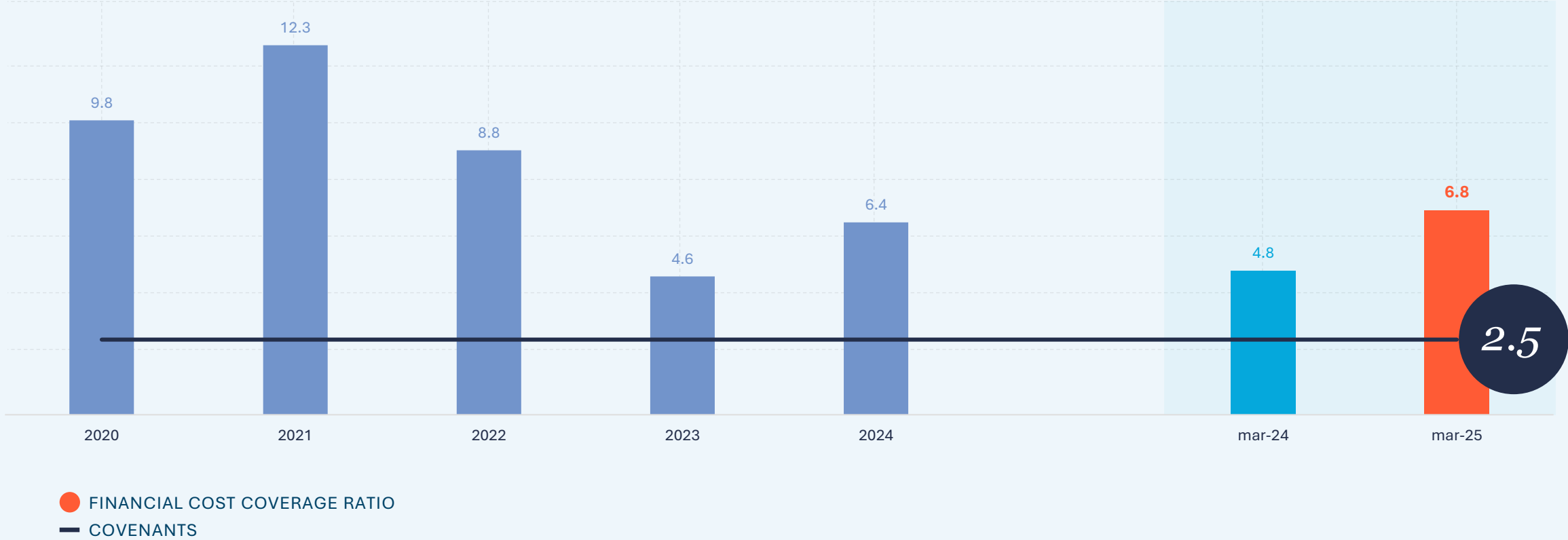


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Coverage of Financial Expenses

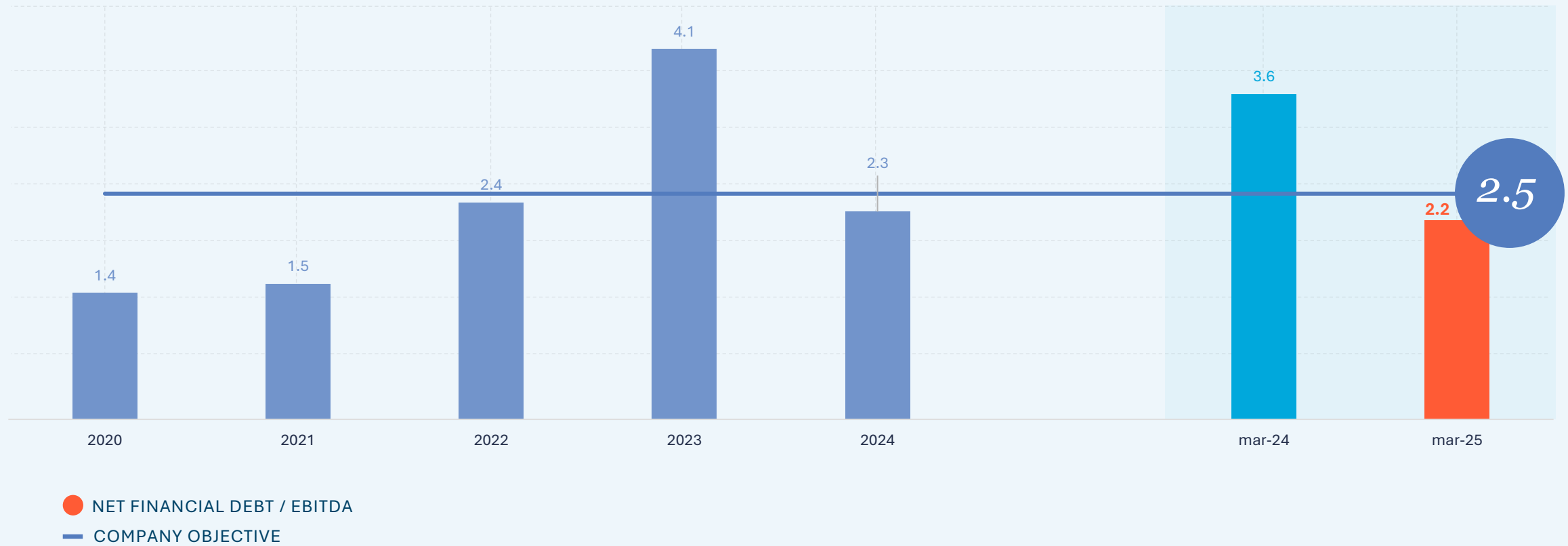
AS OF MARCH 2025

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



Amelia
D.O. LIMARÍ



CHARDONNAY 2023
NAMED

"WHITE WINE OF THE YEAR"

2025 CHILE REPORT



Tim
Atkin ^{MW}






Our Research and Innovation
Center becomes part of the
Ministerial Advisory
Commission on Biotechnology.



ESG Highlights

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S&P Global

Sustainability

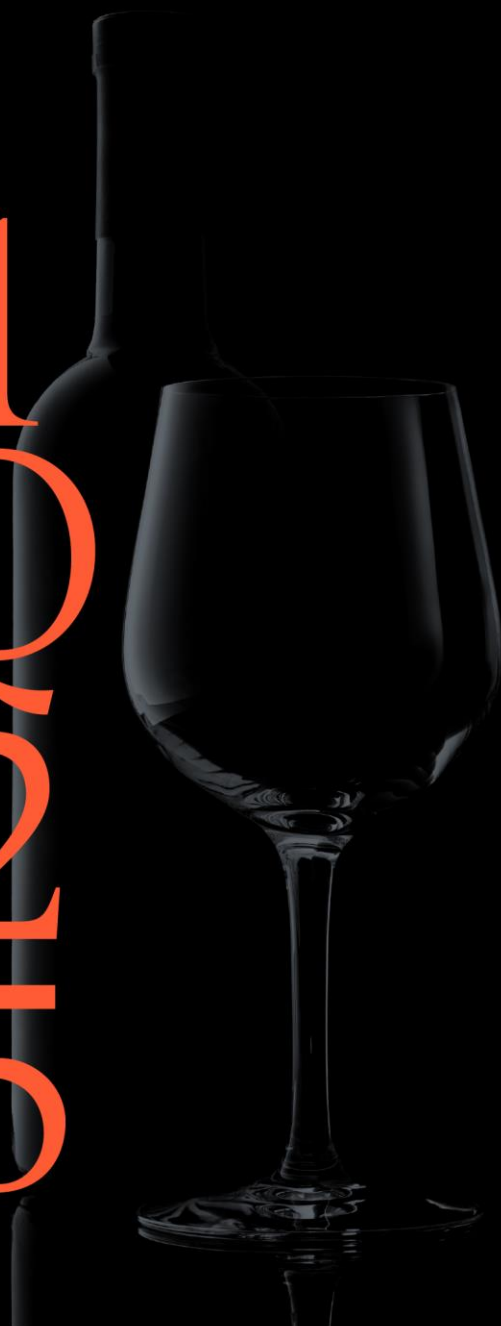
Yearbook 2025

Seek & Prosper™

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

- Through our Sustainability Strategy "Uncork a Better Future[®]", we achieved over 90% compliance with our 2024 goals and are currently working on updating our 2026-2030 strategy through a collaborative process involving various areas of the company and its subsidiaries.
- We launched our Regenerative Practices Standard, promoting soil restoration, biodiversity, and ecosystem resilience, with implementation in 100% of Chilean vineyards.
- We are positioning ourselves as the **only winery and one of the first companies in Chile** to advance the disclosure of nature-related risks and opportunities under the TNFD framework.

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RESULTS PRESENTATION