Viña Concha y Toro
FAMILY OF NEW WORLD WINERIES

9M25

RESULTS PRESENTATION

Index

CHAPTER 01

3Q25 Highlights

OSVALDO SOLAR, CFO

Highlights 3Q25 vs 3Q24

WINE SALES

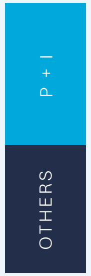
+10.1%

Up to **CLP$ 236,644 M**
(**+8.1%** consolidated sales)

PREMIUMIZATION

57.1%

Mix Portfolio P+I – Only wine
(+50 bp)



GROSS PROFIT

+9.8%

CLP$ **98,138 M**

GROSS MARGIN

39.1%

(+60 bp)

EBITDA

+22.1%

CLP$ **41,057 M**

EBITDA MARGIN

16.4%

(+190 bp)

NET PROFIT

+13.2%

reaching **CLP$ 20,206 MM**, with a Net Margin of **8.0% (+30 bp)** YoY

M: Million

Don Melchor

AWARDED AS THE BEST WINE IN THE WORLD

VAR VALUE

+119.4%

vs 3Q24

Don Melchor present in New York, at the Wine Spectator award for the best wine in the world.

Brand Strength

AS OF 3Q25

The *Casillero del Diablo* and *Diablo* **grows in value by 13.2%.**

+13.2%

Trivento Golden has a **growth of 33.3%** in value.

+33.3%

Amelia registered a **growth of 188.7%** in value.

+188.7%

Bonterra and its line extensions have a **growth of 14.9%** in value.

+14.9%

New Products

WITH LOWER ALCOHOL CONTENT

4.5%
9M23

14.3%
9M25

WINE CATEGORY	THOUSANDS OF 9LC		% OVER SALES	
	9M23	9M25	9M23	9M25
LOW ALCOHOL CONTENT CONCHA Y TORO CHILE	807	2,773	4.5%	14.3%

+244%

Note: The images are examples of products with lower alcohol content.

Mature and Developing Markets

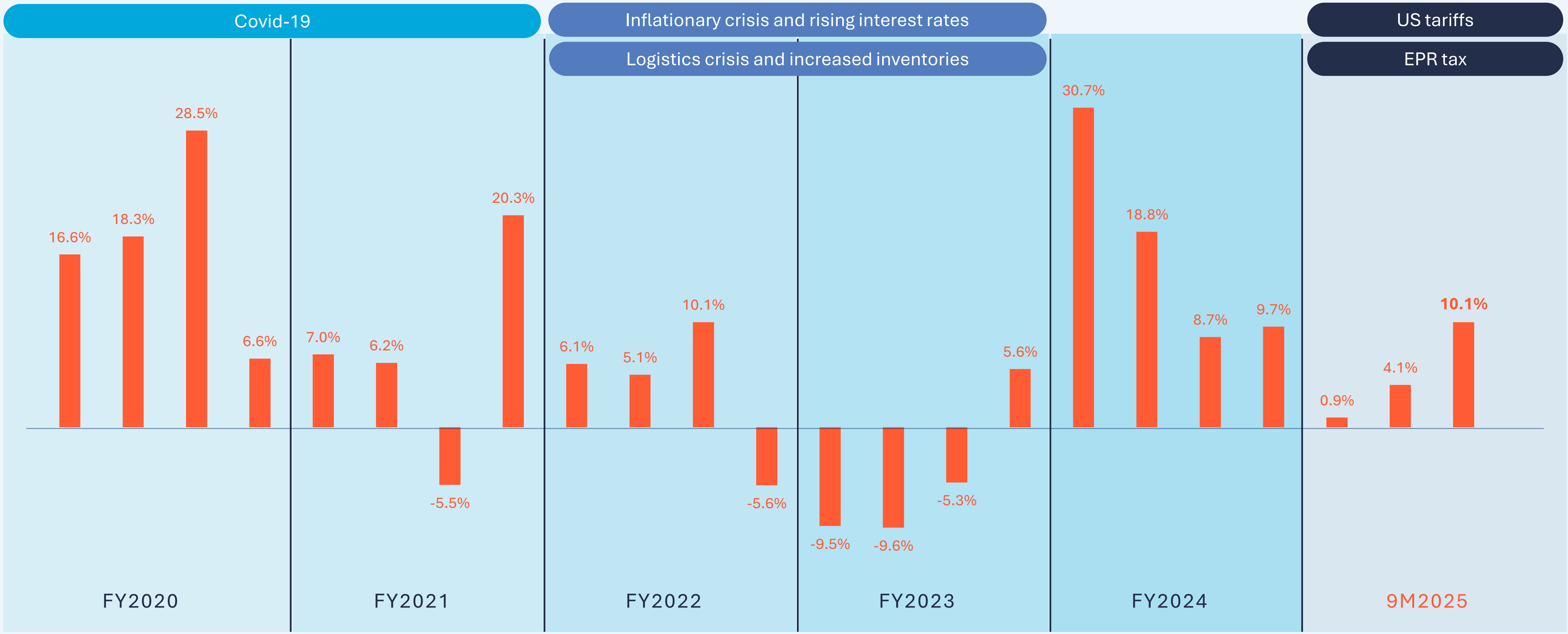
AND MARKET SHARE RANKING

MARKET	MARKET TYPE	PER CAPITA 2024 Liters per adult Still Wine (SOURCE: IWSR)	VOLUME MARKET SHARE RANKING* (SOURCE: IWSR)	CONCHA Y TORO WINE SALES SHARE AS OF 9M25
UK	MATURE	16.0	1st	29.8%
US	MATURE	9.6	1st	14.9%
CHILE	MATURE	11.5	2nd	12.1%
BRAZIL	DEVELOPING	2.1	1st	9.1%
MEXICO	DEVELOPING	0.8	1st	5.6%
CANADA	MATURE	11.3	1st	2.7%
JAPAN	MATURE	2.8	2nd	2.3%
SWEDEN	MATURE	21.5	1st	2.2%
CHINA	DEVELOPING	0.3	1st	2.2%
NETHERLANDS	MATURE	18.5	1st	2.0%
IRELAND	MATURE	17.2	2nd	1.9%
NORWAY	MATURE	15.0	1st	1.6%
FINLAND	MATURE	10.5	1st	1.1%
POLAND	DEVELOPING	3.7	1st	0.8%
SOUTH KOREA	DEVELOPING	0.9	1st	0.7%
COSTA RICA	DEVELOPING	1.8	1st	0.6%
PERU	DEVELOPING	1.9	1st	0.4%
PANAMA	DEVELOPING	1.4	1st	0.4%

(*) Position in which Viña Concha y Toro is ranked in Market Share by volume within the origin Chile.

Wine Sales by Value

VARIATION VS SAME QUARTER PREVIOUS YEAR



CHAPTER 02

3Q25 and 9M25 Sales Analysis

DANIELA LAMA, IRO

Sales per Volume – Only Wine

QUARTERLY DEVELOPMENT

VAR

4.4%

vs 3Q24

VAR

0.9%

vs 9M24

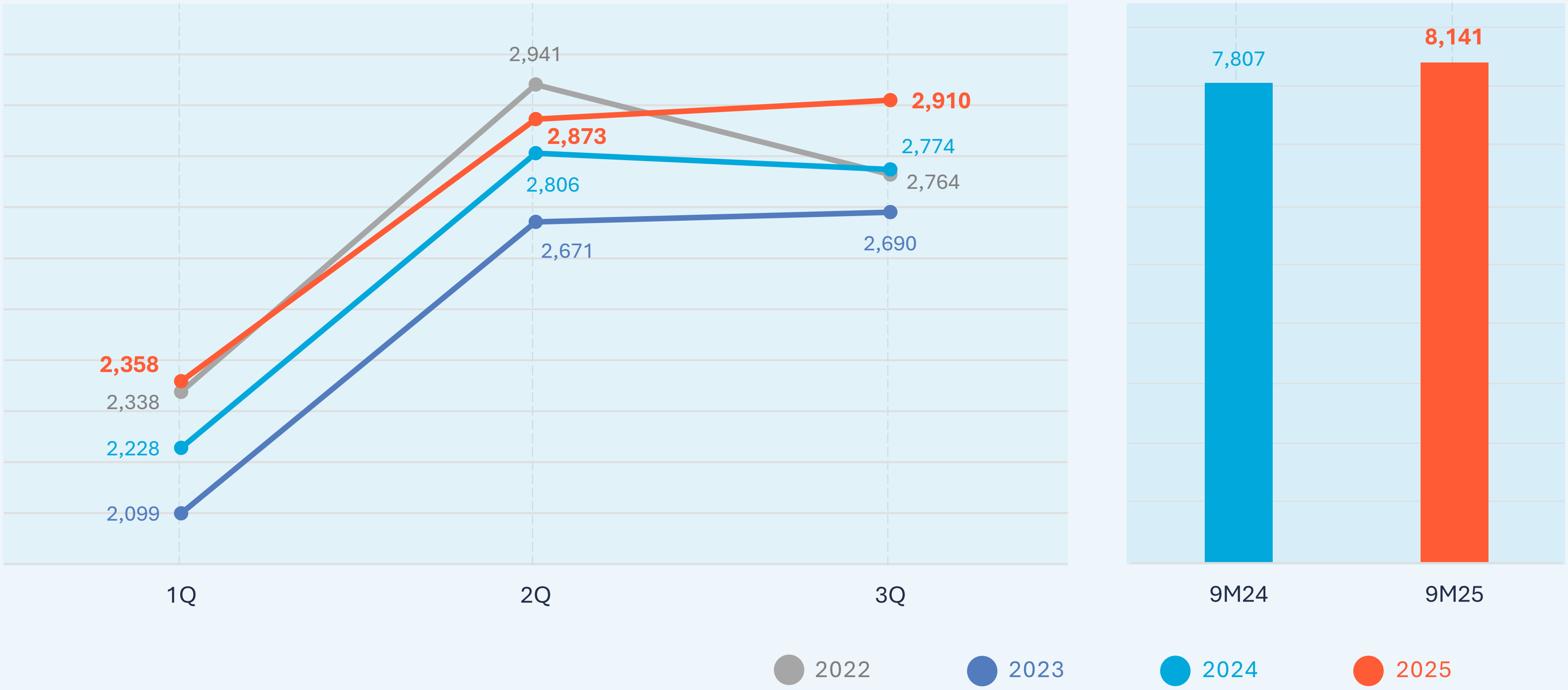
9M25 CONCLUSIONS:

- +4.3% in Premium and Superior segments
- -1.0% in Varietal and Inferior segments

Sales per Volume – Premium and Superior segments

QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



VAR

4.9%

vs 3Q24

VAR

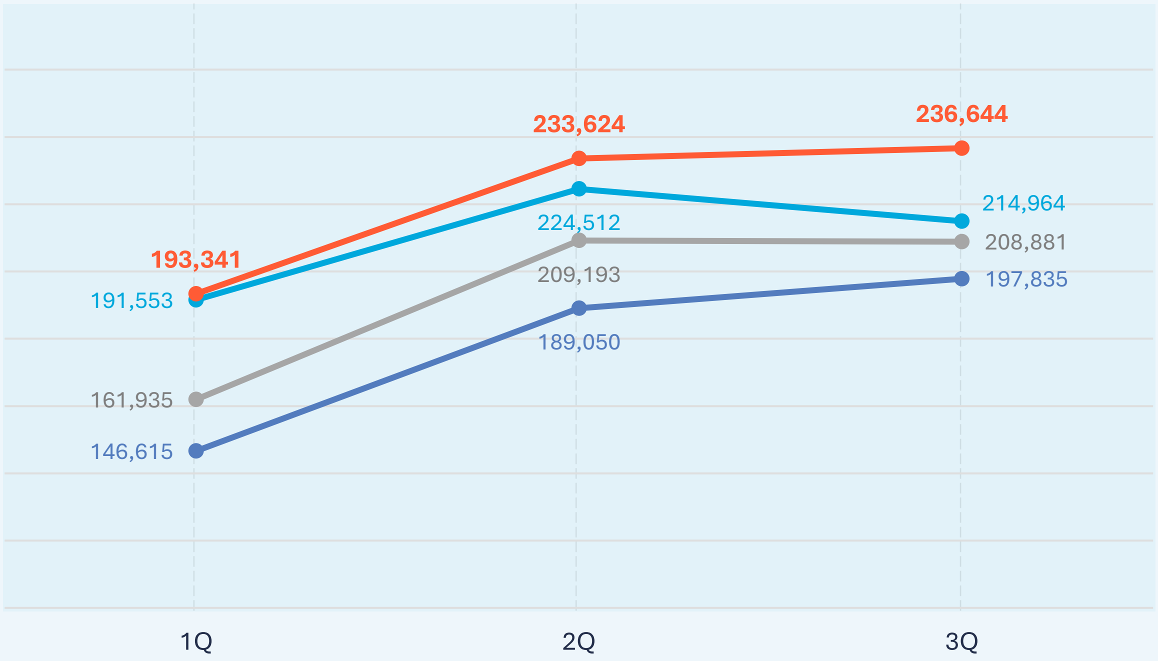
4.3%

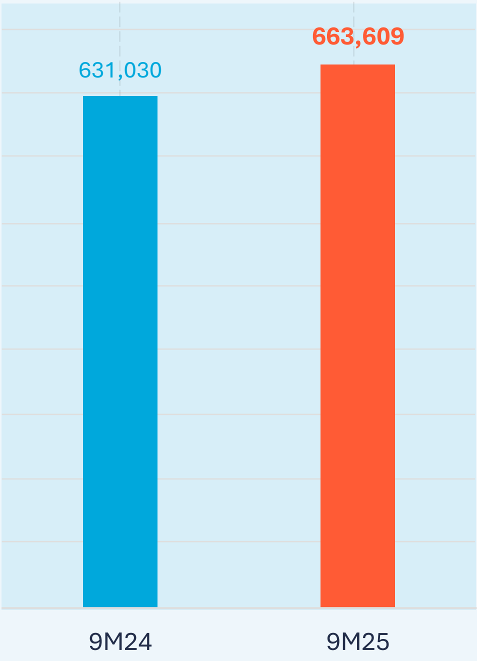
vs 9M24

Sales per Value – Only Wine

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP$)





2022 2023 2024 2025

VAR

10.1%

vs 3Q24

VAR

5.2%

vs 9M24

9M25 CONCLUSIONS:

- +8.3% in Premium and Superior segments
- +1.4% in Varietal and Inferior segments

Sales per Value – Premium and Superior segments

QUARTERLY DEVELOPMENT

VAR

11.7%

vs 3Q24

VAR

8.3%

vs 9M24

Quarterly performance in Main Markets

ONLY WINE

VAR % VALUE	3Q24	4Q24	1Q25	2Q25	3Q25
UK	16.1%	14.5%	0.3%	1.8%	**7.7%**
CHILE	5.7%	5.8%	3.8%	4.5%	**2.5%**
US	(2.3%)	12.4%	8.7%	(8.8%)	**14.3%**
BRAZIL	12.0%	8.1%	(9.1%)	10.5%	**28.1%**
MEXICO	14.0%	(5.2%)	(3.3%)	3.3%	**11.6%**

THE **5 MAIN COUNTRIES** REPRESENT

70.3%

OF WINE SALES AS OF 3Q25

3Q25 COMMENTS:

- The United Kingdom, Chile, and Mexico saw growth in sales value despite volume declines (due to non-priority brands in the mass market segment), resulting from a more premium product mix.

Performance in Main Markets

ONLY WINE

9M25	VAR % VALUE
UK	3.3%
CHILE	3.5%
US	3.6%
BRAZIL	10.9%
MEXICO	3.7%

THE **5 MAIN COUNTRIES** REPRESENT

71.5%

OF WINE SALES AS OF 9M25

9M25 COMMENTS:

- Of the top twenty wine sales markets, 7 grew at rates above 10%, 7 at rates between 3% and 10%, and four declined: Japan, the Netherlands, South Korea, and Costa Rica.

Quarterly performance in Main Brands

ONLY WINE

VAR % VALUE	3Q24	4Q24	1Q25	2Q25	3Q25
CASILLERO DEL DIABLO	8.2%	17.5%	4.8%	1.2%	**11.9%**
FRONTERA	(7.7%)	5.9%	(6.6%)	(2.7%)	**(6.8%)**
RESERVADO	15.1%	8.8%	6.0%	2.1%	**19.8%**
TRIVENTO RESERVE	16.7%	9.5%	(2.6%)	2.7%	**10.4%**
ISLA NEGRA SEASHORE	7.7%	(2.5%)	(14.0%)	8.9%	**6.3%**
DIABLO	30.5%	9.3%	18.7%	14.1%	**19.5%**
BONTERRA	1.1%	4.8%	29.2%	(8.8%)	**(1.0%)**

3Q25 COMMENTS:

- Frontera's decline is mostly due to a sales lag in Japan.
- Bonterra's decline is primarily due to Canada.

THE **7 MAIN BRANDS** REPRESENT

62.8%

OF WINE SALES AS OF 3Q25

Performance in Main Brands

ONLY WINE

9M25	VAR % VALUE
CASILLERO DEL DIABLO	5.8%
FRONTERA	(5.3%)
RESERVADO	8.9%
TRIVENTO RESERVE	3.5%
ISLA NEGRA SEASHORE	0.2%
DIABLO	17.5%
BONTERRA	4.5%

9M25 COMMENTS:

- Frontera's decline is mostly due to a sales lag in Japan.

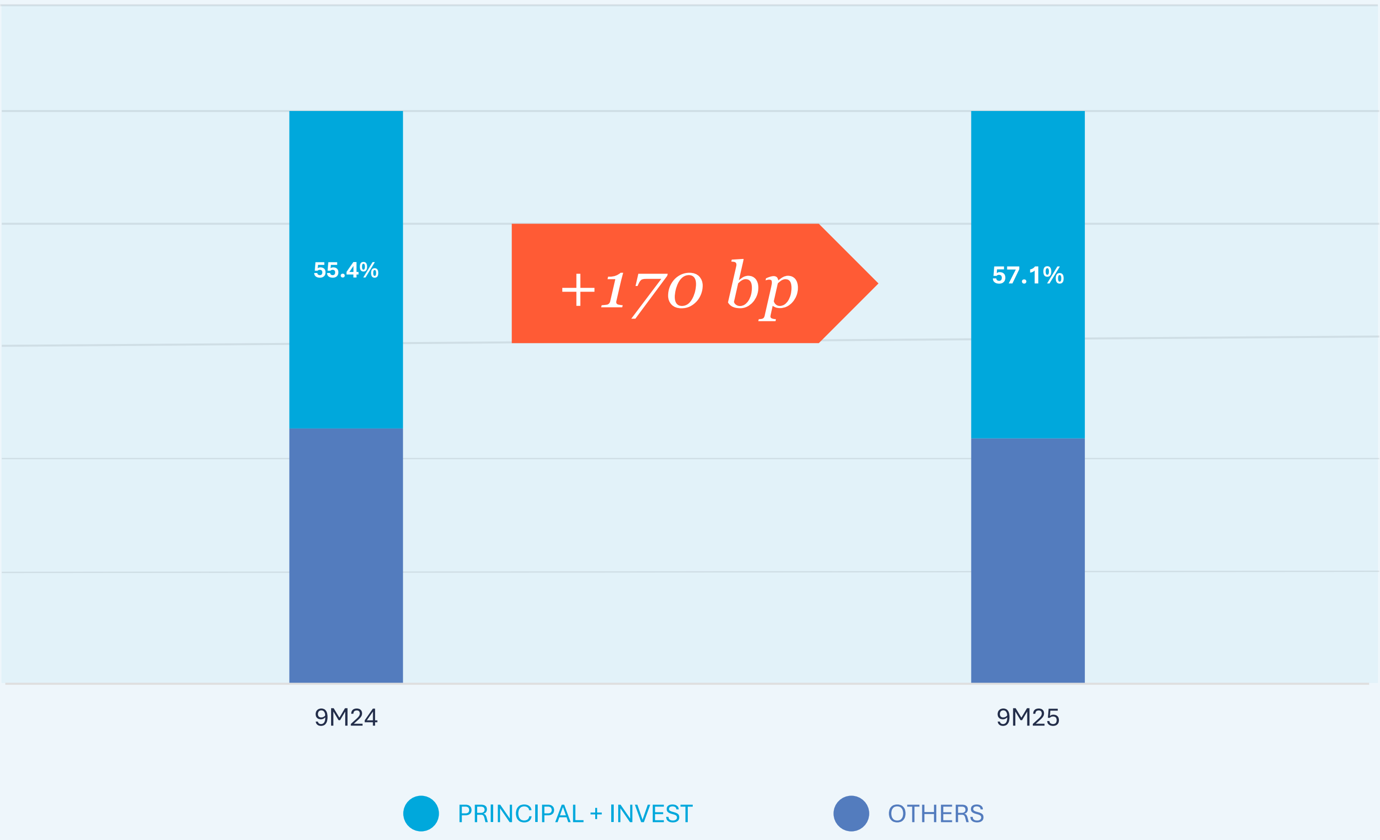
THE **7 MAIN BRANDS** REPRESENT

63.9%

OF WINE SALES AS OF 9M25

9M25 Premium Mix

+170 BP IN PRINCIPAL + INVEST MIX (ONLY WINE)



VAR

5.8%

CASILLERO DEL DIABLO

VALUE

VAR

17.5%

DIABLO

VALUE

VAR

159.4%

DON MELCHOR

VALUE

CHAPTER 03

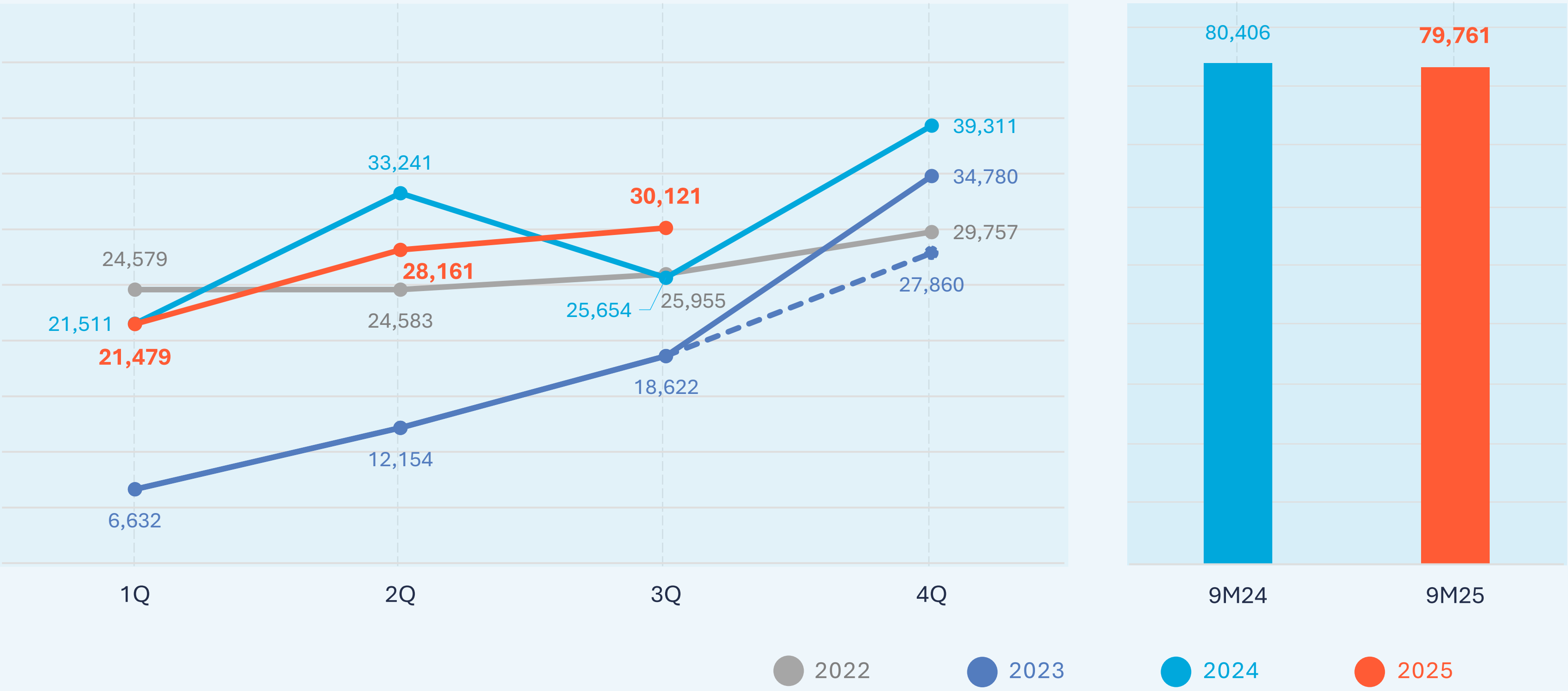
3Q25 and 9M25 Results

OSVALDO SOLAR, CFO

Operating Profit (EBIT)

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP$)



VAR

17.4%

vs 3Q24

VAR

(0.8%)

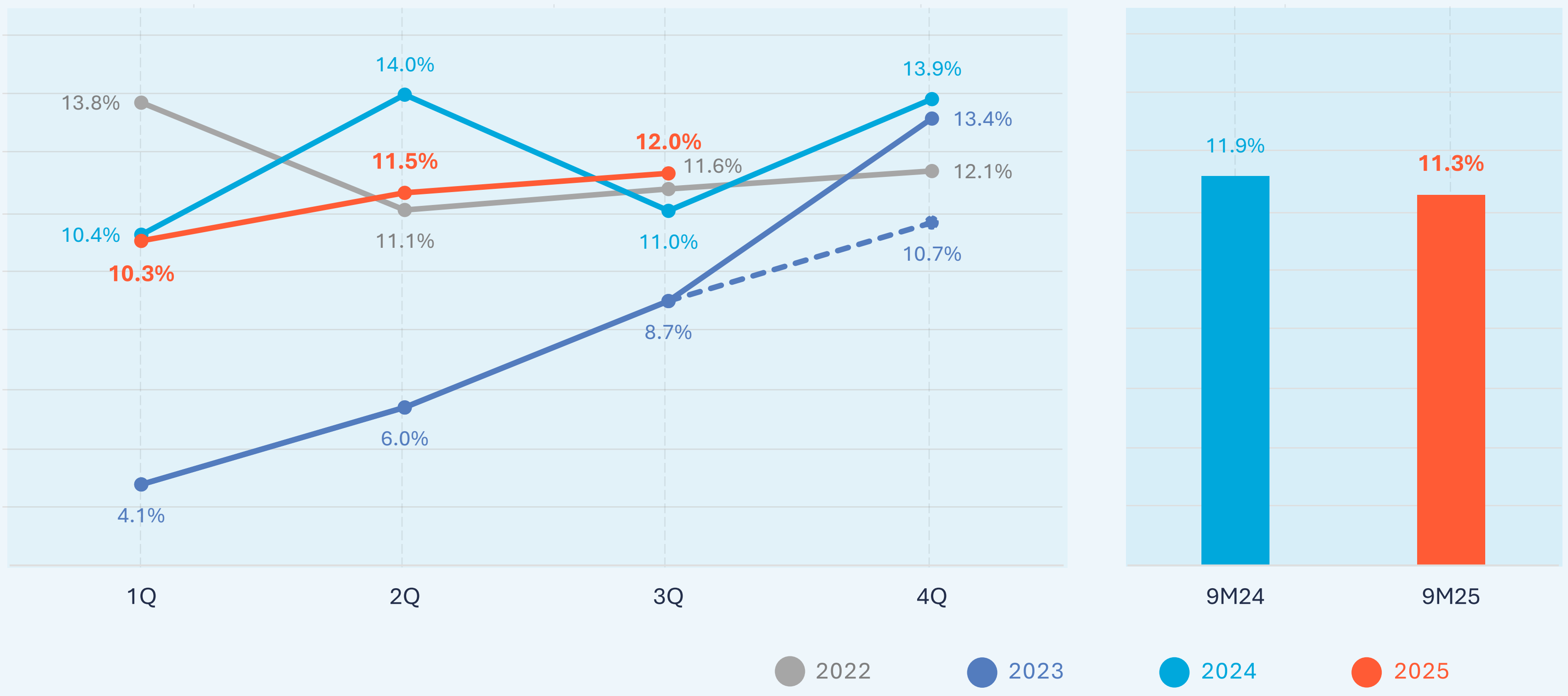
vs 9M24

9M25 EBIT*:

By adding the extraordinary write-offs and the non-repetition of extraordinary income from 2024, EBIT* would have reached **CLP$ 85,260 million**, **4.7%** above the figure for 9M24.

EBIT Margin

QUARTERLY DEVELOPMENT



VAR

100 bp

vs 3Q24

VAR

(60 bp)

vs 9M24

9M25 EBIT MARGIN*:

By adding the extraordinary write-offs and the non-repetition of extraordinary income from 2024, the EBIT Margin* would have reached **12.1%**, with no change compared to the figure for 9M24.

Other income and expenses by function

THAT AFFECT THE OPERATING RESULT

(MILLIONS OF CLP$)	3Q24	3Q25	VAR %	9M24	9M25	VAR %
OPERATING PROFIT (EBIT)	25,654	30,121	17.4%	80,406	79,761	(0.8%)
WRITE-OFFS	(409)	(589)	44.1%	(1,248)	(3,443)	175.9%
OTHER INCOME AND EXPENSES PER FUNCTION	(389)	(869)	123.6%	215	(2,055)	(1056.6%)
OPERATING PROFIT (EBIT)*	**26,452**	**31,580**	**19.4%**	**81,439**	**85,260**	**4.7%**
EBIT MARGIN*	**11.4%**	**12.6%**	**120 BP**	**12.1%**	**12.1%**	**0 BP**

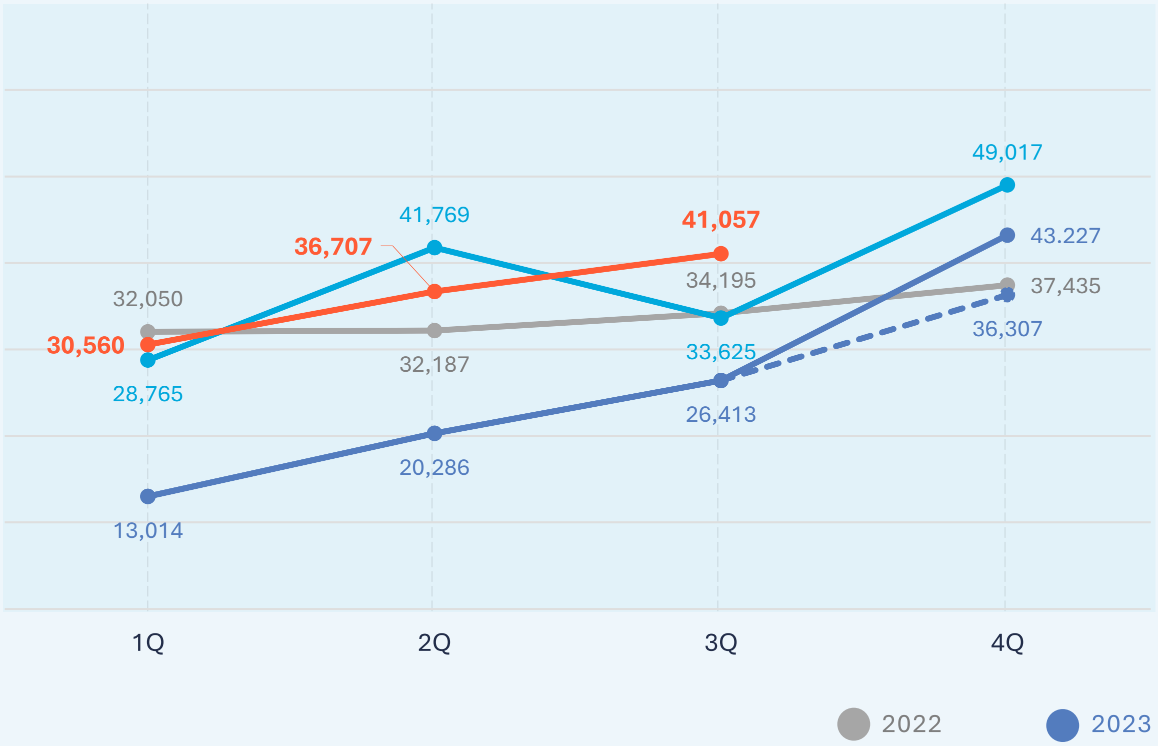
COMMENTS:

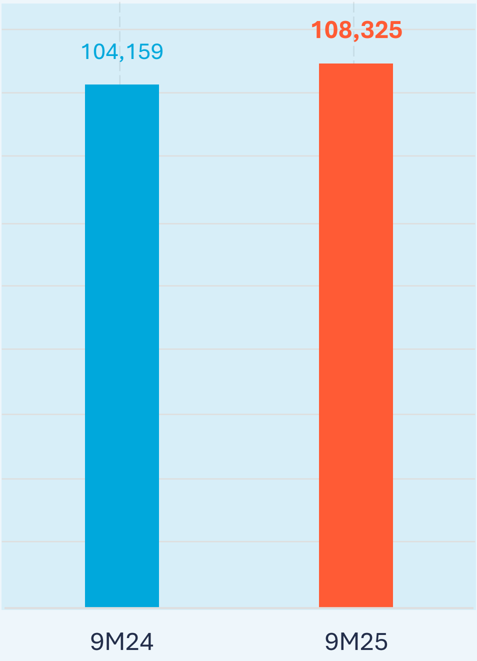
- Write-offs are extraordinary costs and expenses that do not generate cash flow, such as wine degradation, vine pruning and the write-off for the sale of land at a lower value.

EBITDA

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP$)





VAR

22.1%

vs 3Q24

VAR

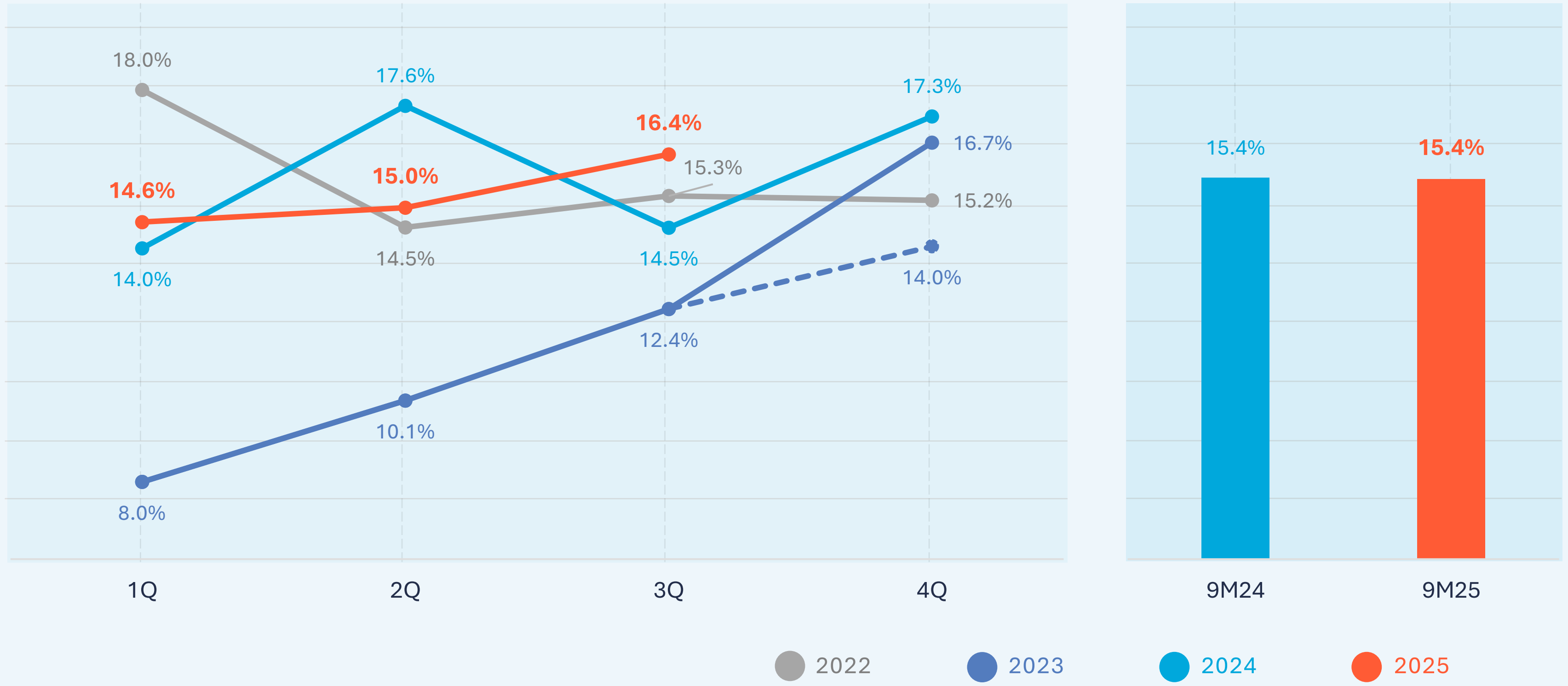
4.0%

vs 9M24

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

EBITDA MARGIN

QUARTERLY DEVELOPMENT



VAR

190 bp

vs 3Q24

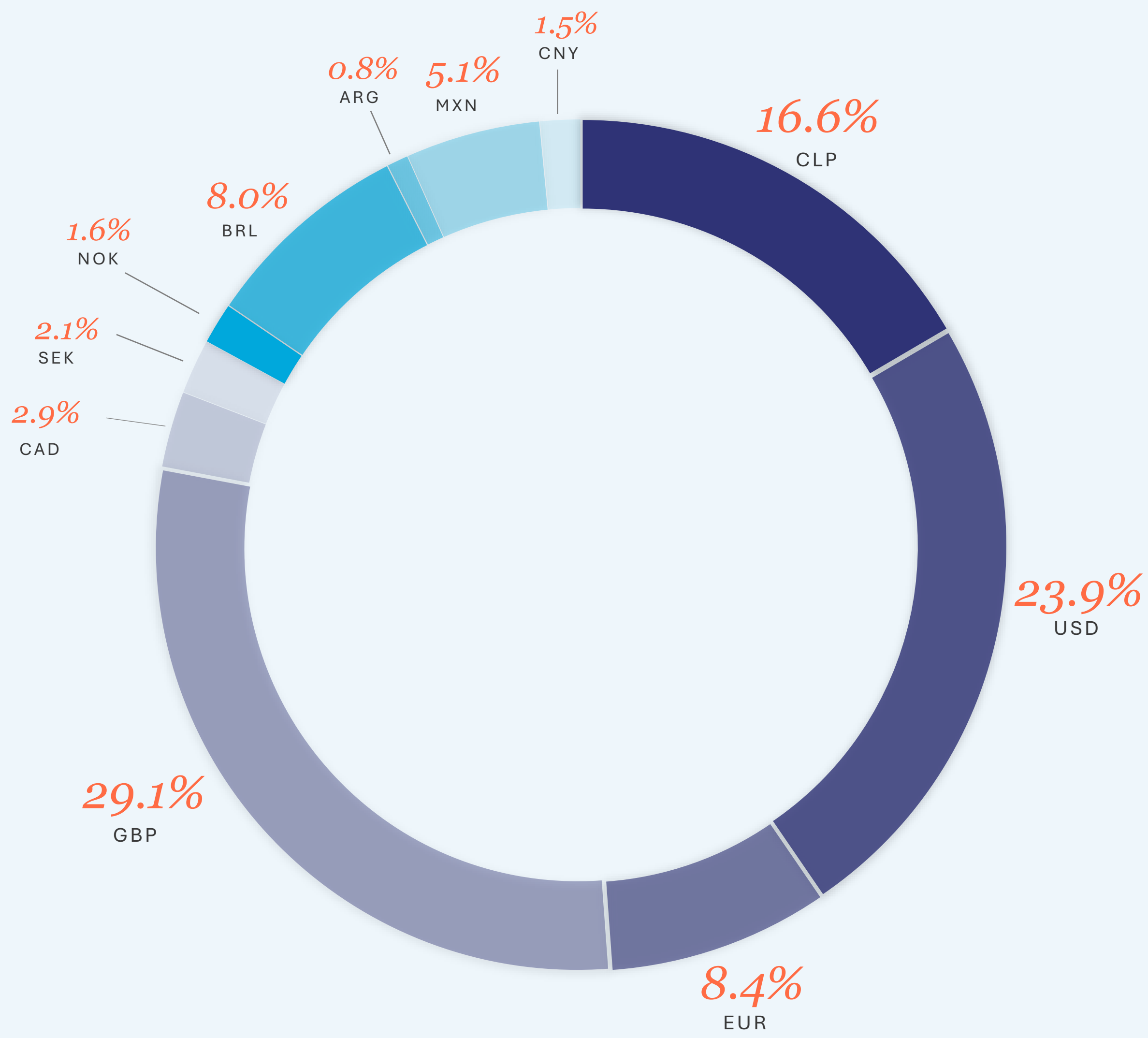
VAR

0 bp

vs 9M24

Currency diversification

3Q25



EXCHANGE RATE VARIATION

3Q25 vs 3Q24

5.3%

CYT INDEX BASKET

USD: 3.1%

EUR: 10.0%

GBP: 7.0%

BRL: 4.7%

MXN: 5.0%

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

The exchange rate effect impacted the Operating Profit positively by **CLP$ 4,417 million** in 3Q25 and and **CLP$ 1,843 million** in 9M25.

Non-operating Result

AS OF 3Q25

(MILLIONS OF CLP$)	3Q25	3Q24	VAR ($)	VAR (%)
NET FINANCIAL EXPENSE (*)	(4,509)	(4,944)	435	(8.8%)
EXCHANGE DIFFERENCE	79	935	(856)	(91.6%)
NON OPERATING RESULT (**)	(4,430)	(4,009)	(422)	10.5%

AFFILIATED COMPANIES	2,683	2,608	76	2.9%

COMMENTS:

- **11%** of the lower spending is due to the reduction in debt, and the remaining **89%** 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

10.5%

vs 3Q24

VAR

(10.3%)

vs 9M24

(**) Does not consider affiliated companies.

Positive perspectives for
NON-OPERATING RESULT

* The Central Bank will reach its inflation objective only in 3Q26.

BENEFITS:

Inflation set until Sept-25:
2.82% annualized
vs 3.74% real

Profit obtained:
CLP$ 1,290 M

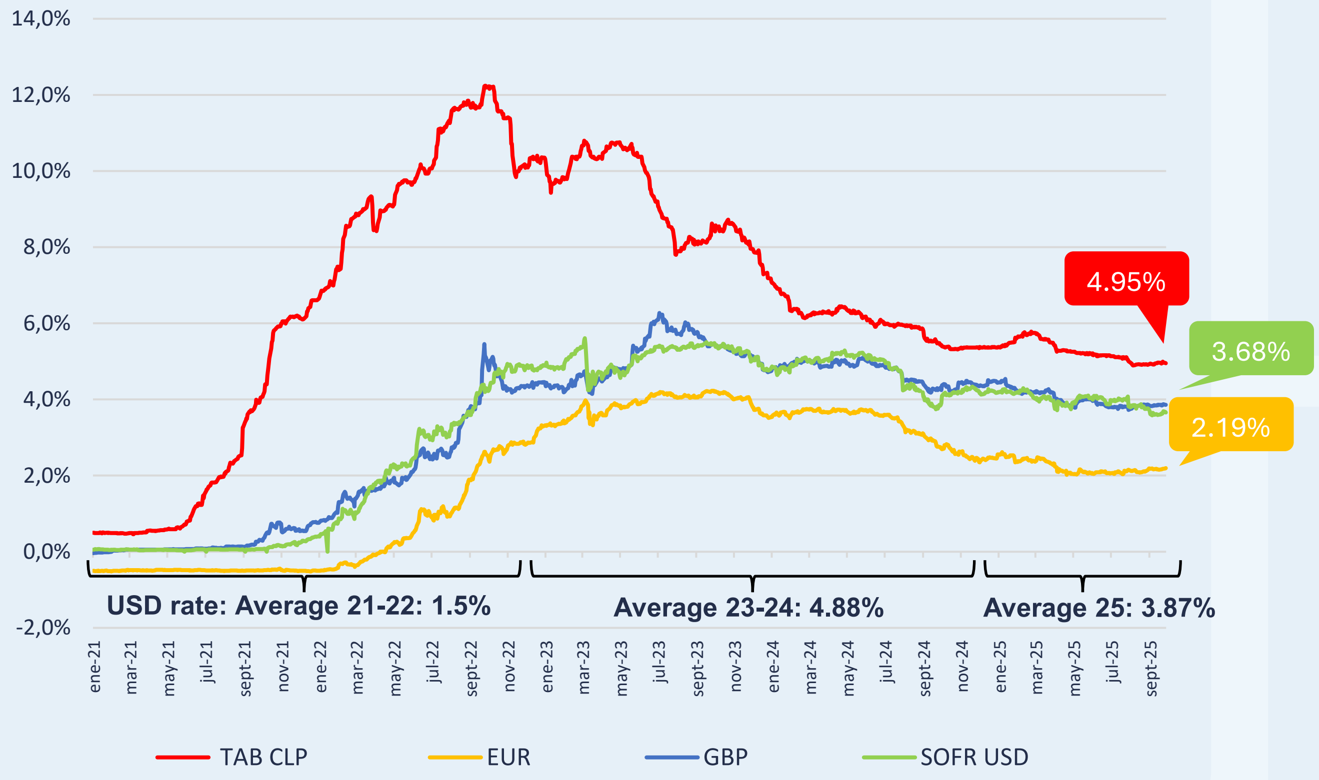
NEXT MONTHS:

As of September, **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 **4.78%**)

Positive perspectives for
NON-OPERATING RESULT

01. SHORT-TERM BASE INTEREST RATE



02. DEBT AMOUNT

Reduction in absolute terms of CLP$ 17.630 M, without considering the exchange rate effect (sept 2025 vs sept 2024).

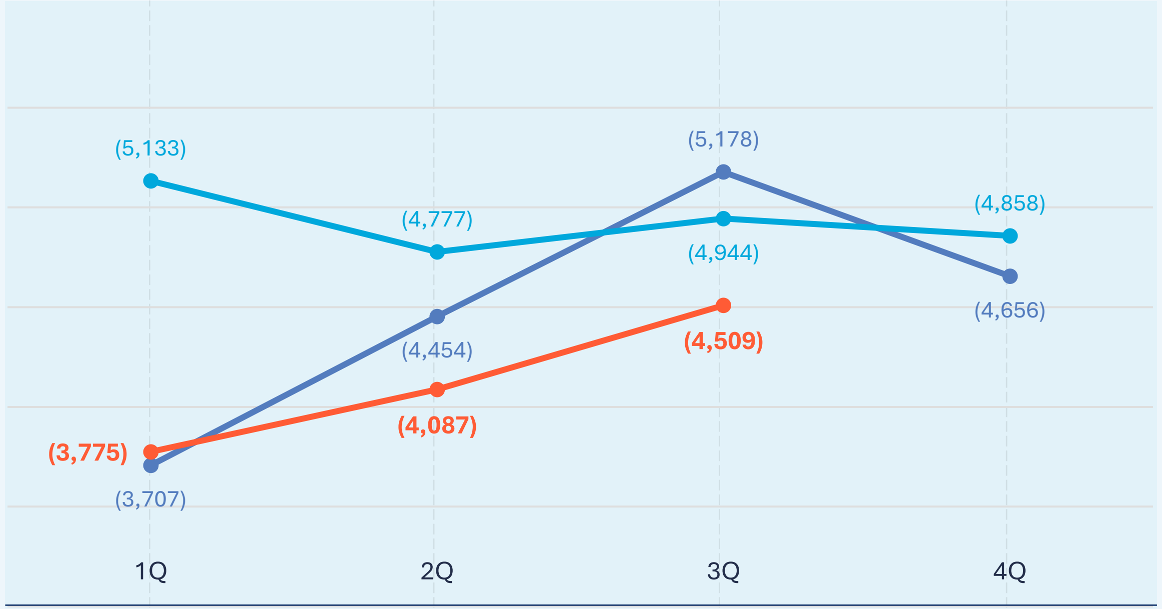
03. EXCHANGE RATE

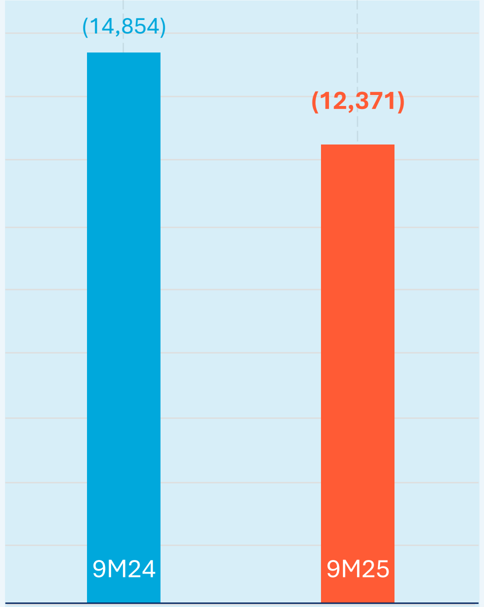
Hedge liabilities with the company's assets.

Net Financial Expense

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP$)





2023 2024 2025

VAR

(8.8%)

vs 3Q24

VAR

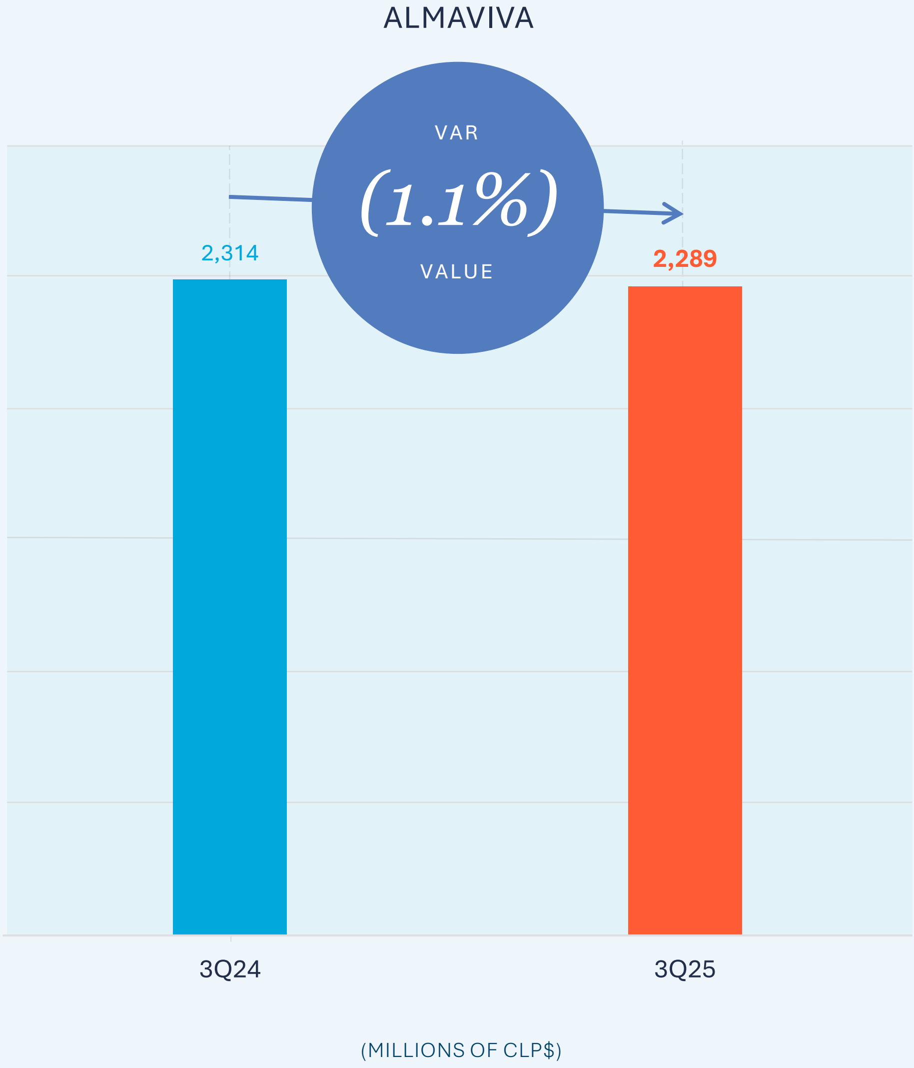
(16.7%)

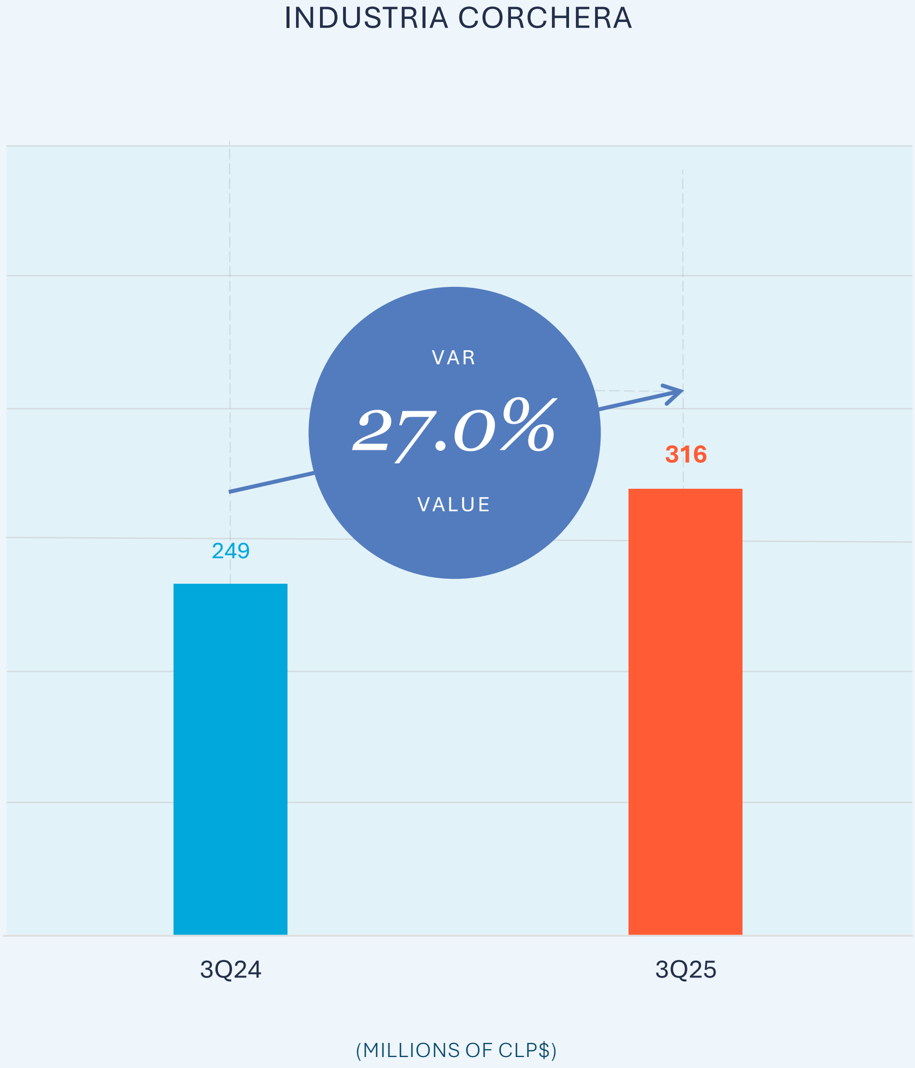
vs 9M24

Net Financial Expense: Financial Income + Financial Expenses + Adjustment units.

Associated Companies in 3Q25

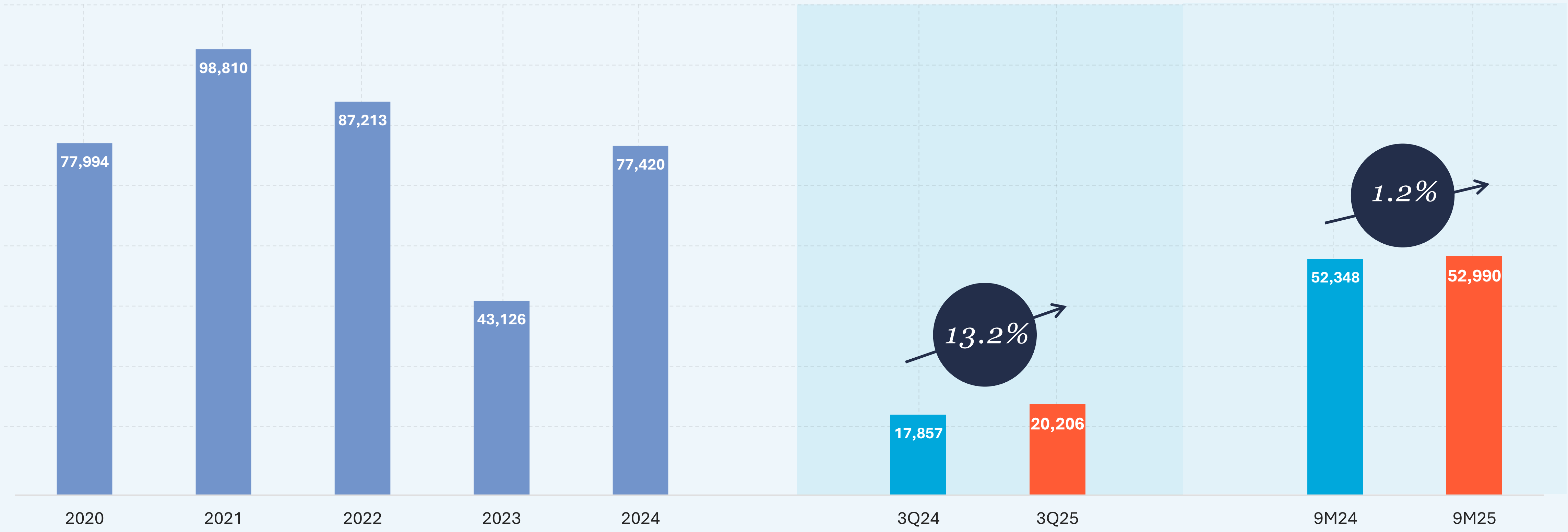
ALMAVIVA AND INDUSTRIA CORCHERA





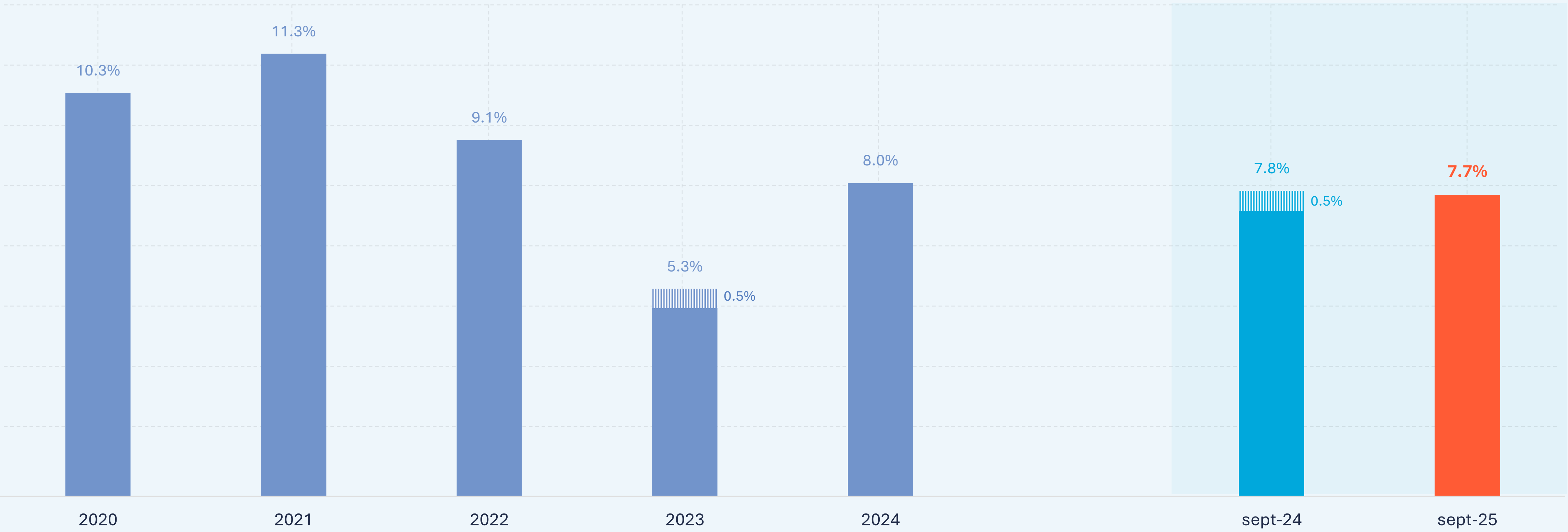
Net Profit (Millions of CLP$)

QUARTERLY AND CUMULATIVE



Return on Invested Capital

ROIC (%)



2023* and sept-24* +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

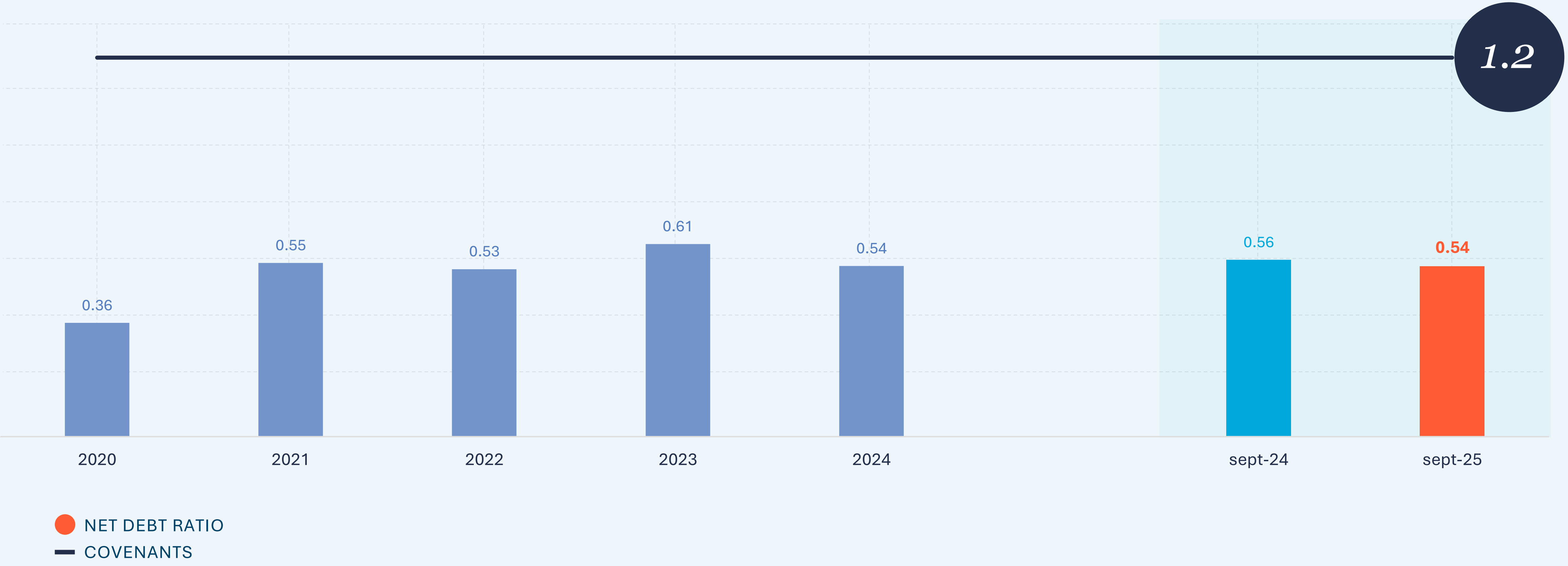
OF THE COMPANY (MILLIONS OF CLP$)

The increase of **CLP$904 million** is due to the **effect of the exchange rate** (CLP$18,535 million), which is partially offset by the **reduction of the debt in absolute terms** (CLP$17,630 million).

Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

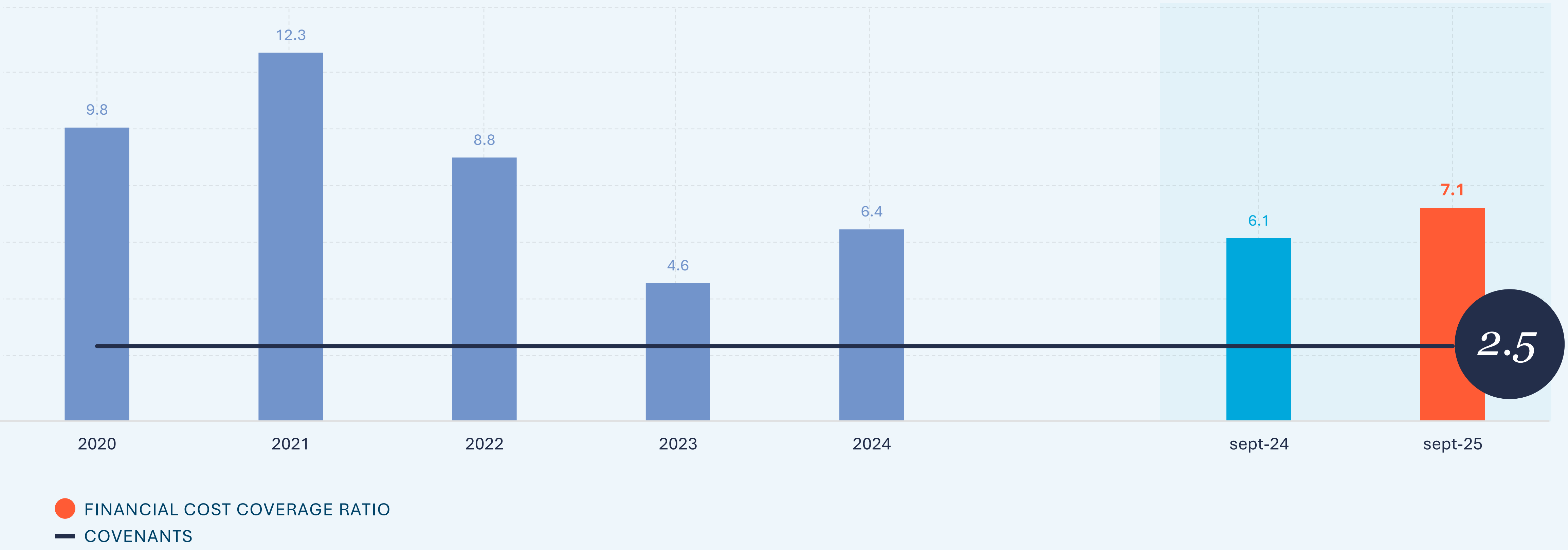


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Coverage of Financial Expenses

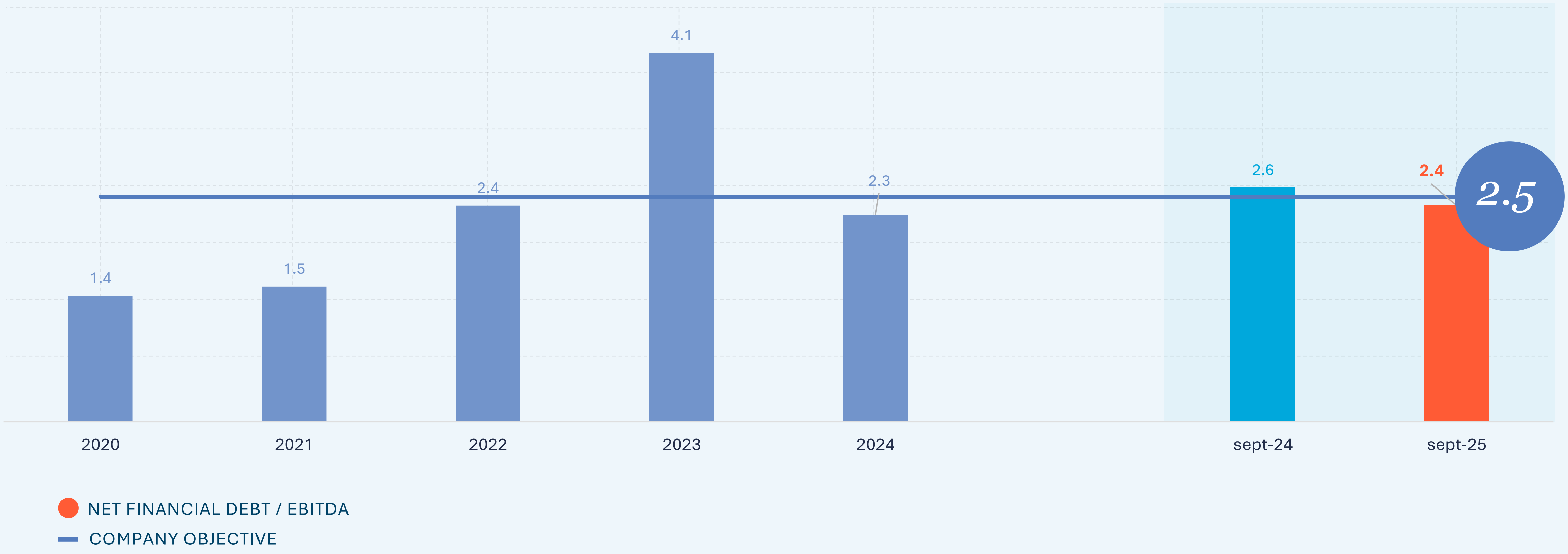
AS OF SEPTEMBER 2025

FINANCIAL STRENGTH



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

Net Financial Debt (*) over EBITDA



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

Non-Financial Results

ESG Highlights

3Q25

Viña Concha y Toro presented its Impact Report, reaffirming the Corporate Sustainability Strategy Uncork a Better Future®.

- It integrates the company's and subsidiaries' environmental, social and governance results; goals, progress, gaps and next steps, with a focus on water, climate, packaging and supply chain.
- **90% achievement of goals;** main challenges in water management and reduction of packaging emissions.
- Figures verified by Deloitte Chile, **supporting the traceability of metrics and confidence in the monitoring of the Uncork to Better Future® Strategy**.

ESG Highlights

3Q25

Progress in the 2030 Strategy and ESG validations for the period, which reinforce confidence, comparability and implementation of the Strategy.

2030 STRATEGY UPDATE

- The company has made progress in updating its 2030 Sustainability Strategy. An internal document is in its final stages, validated by over 375 participants; after Board review, it will be shared in Q1 2026.

BRINCA RANKING – UAI (CHILE)

- Viña Concha y Toro was recognized as **number 1 in Sustainability in the beverage sector in the 2025 Brinca Ranking** (over 150 companies, 15 industries), endorsing the company's ESG management.

FSC
www.fsc.org

FSC RECERTIFICATION

- The company **recertified FSC in Forest Management**; strengthening traceability and compliance, supporting conservation and ecosystem services such as carbon capture in forests and vineyard soils.

Merco Talent Ranking

CHILE 2025

merco
TALENTO

The **Merco Talent Chile 2025 ranking highlighted Viña Concha y Toro** as the number one company in the wine industry.

1° VIÑA CONCHA Y TORO

2° VIÑA SAN PEDRO

3° VIÑA MONTES

4° VIÑA SANTA RITA

5° VIÑA EMILIANA

Summary & Outlook

SALES ACCELERATION

We observed a *third quarter with a marked acceleration in sales* and increasing premiumization of the portfolio.
The focus on profitability and efficiency led to an improvement in EBITDA margin.

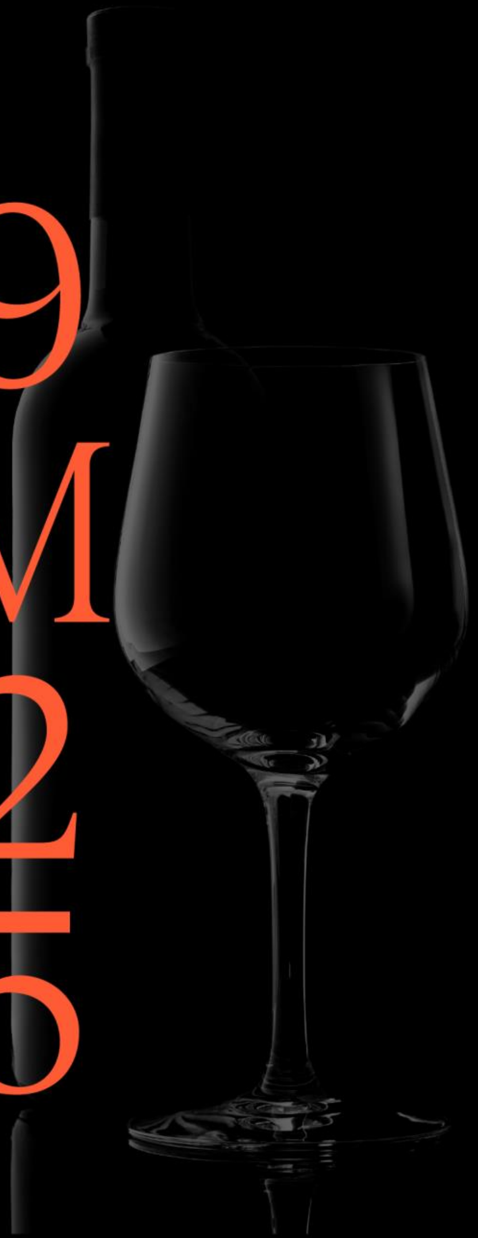
READ THE MARKET

This performance demonstrates our *ability to anticipate market trends* and *reaffirms the effectiveness of our strategy.*

BRANDS AND DISTRIBUTION NETWORK

The *strength of our brands*, together with enhanced *operational efficiency* and a consolidated, world-class *global distribution network*.

Viña Concha y Toro
— FAMILY OF NEW WORLD WINERIES —



9M25

RESULTS PRESENTATION