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RESULTS
PRESENTATION

Highlights 2025 vs 2024

WINE SALES



+2.8%

up to CLP\$ 918,270 M
(+1.7% consolidated sales)

PREMIUMIZATION



57.4%

Mix Portfolio P+I (Only wine)
(+90 bp)

P + I
OTHERS

GROSS PROFIT

+0.9%

CLP\$ 376,174 M

GROSS MARGIN

38.6%

(-30 bp)

EBITDA

(3.1%)

CLP\$ 152,760 M

EBITDA MARGIN

15.7%

(-80 bp)

Index

CHAPTER 01

2025 Performance Analysis

EDUARDO GUILISASTI, CEO

CHAPTER 02

4Q25 and 2025 Results

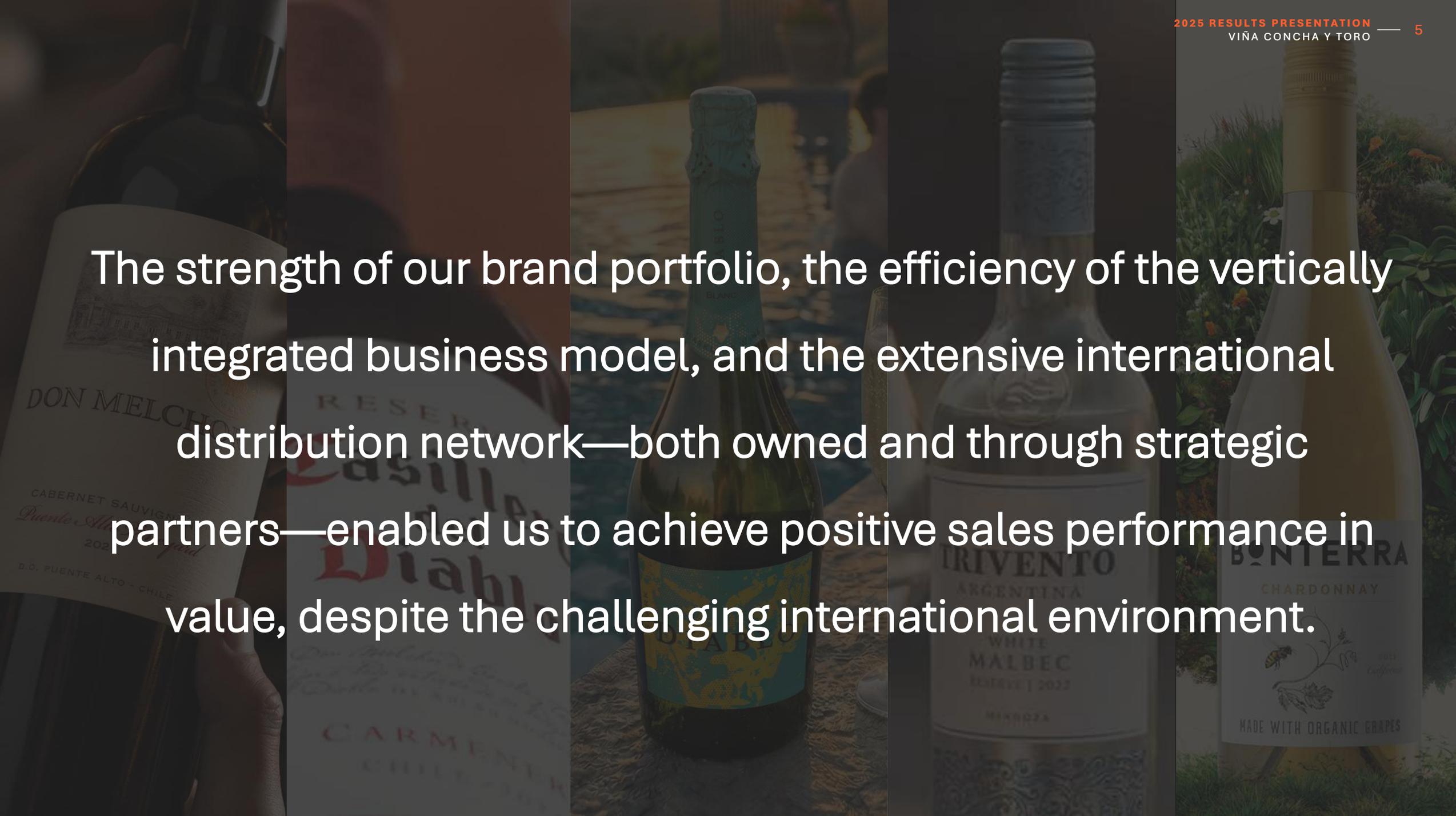
OSVALDO SOLAR, CFO



CHAPTER 01

2025 Performance Analysis

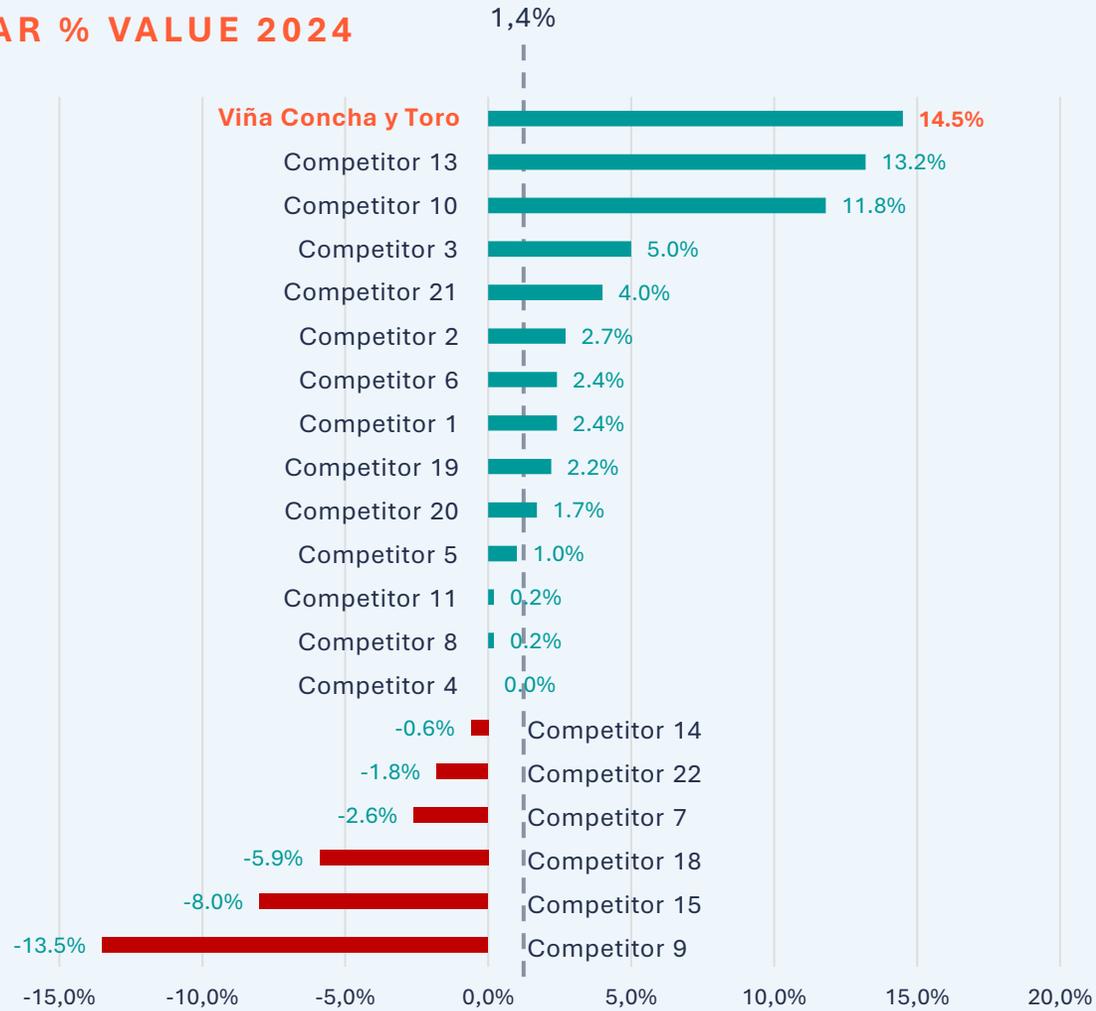
EDUARDO GUILISASTI, CEO



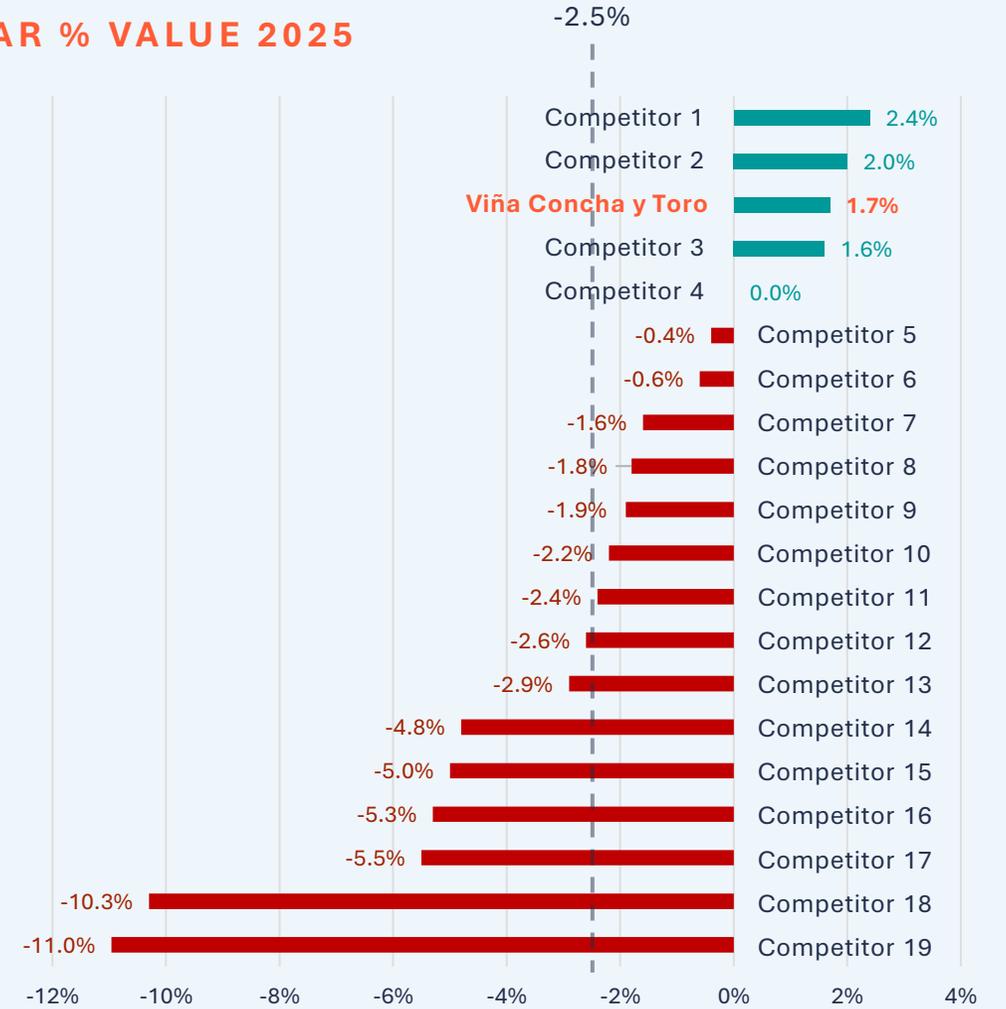
The strength of our brand portfolio, the efficiency of the vertically integrated business model, and the extensive international distribution network—both owned and through strategic partners—enabled us to achieve positive sales performance in value, despite the challenging international environment.

Results of global companies IN THE ALCOHOL INDUSTRY

VAR % VALUE 2024



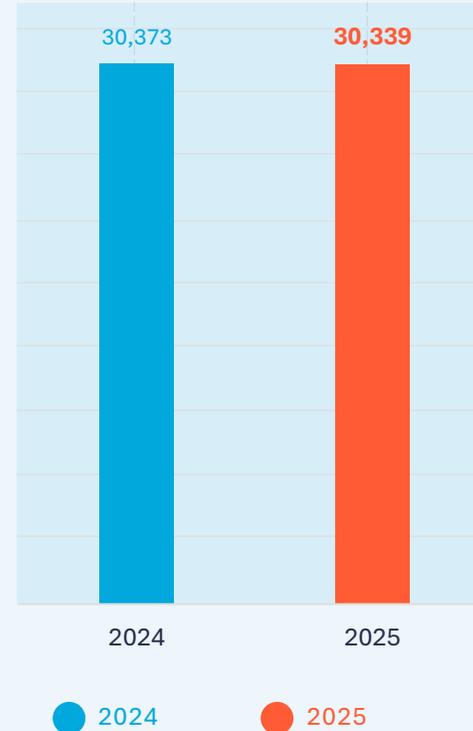
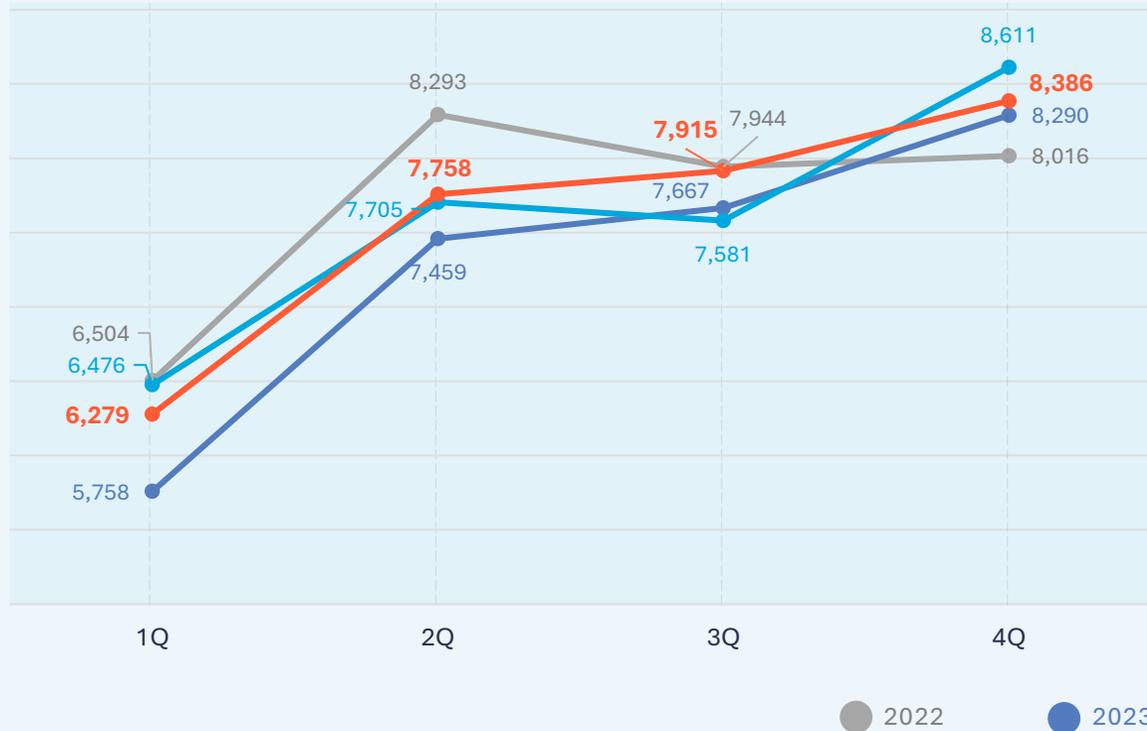
VAR % VALUE 2025



Sales per Volume – Only Wine

QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



VAR
(2.6%)
vs 4Q24

VAR
(0.1%)
vs 2024

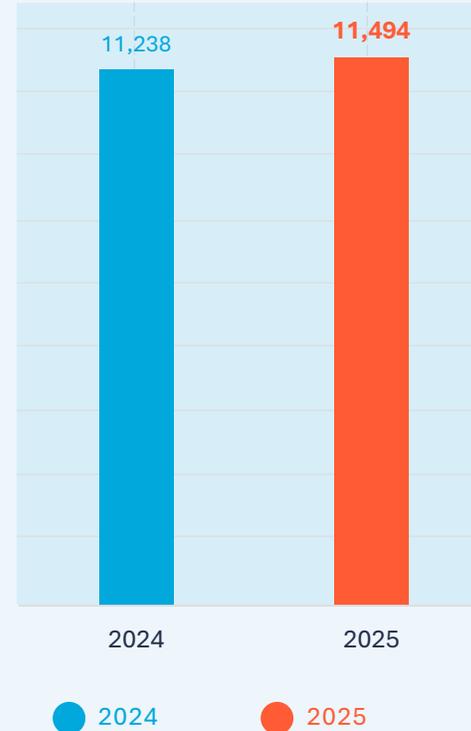
2025 CONCLUSIONS:

- +2.3% in Premium and Superior segments
- -1.5% in Varietal and Inferior segments

Sales per Volume – Premium and Superior segments

QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



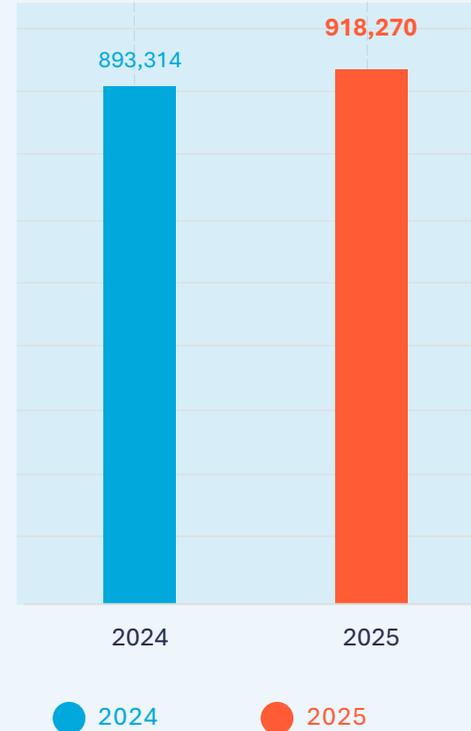
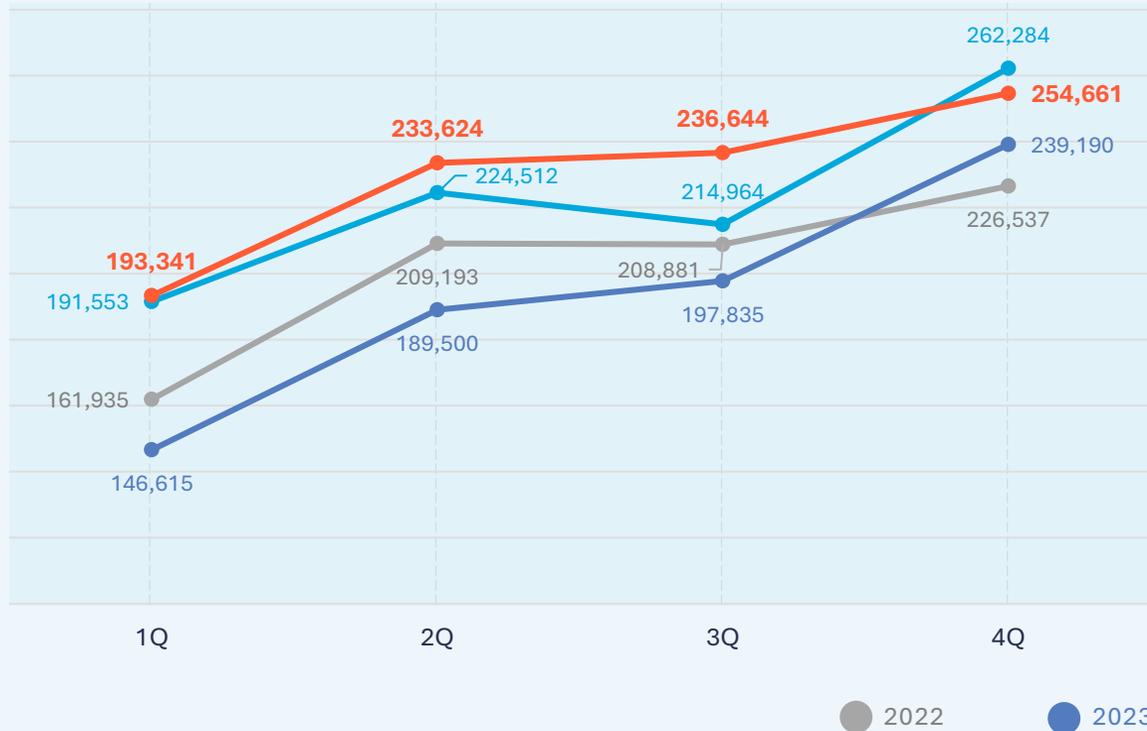
VAR
(2.2%)
vs 4Q24

VAR
2.3%
vs 2024

Sales per Value – Only Wine

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR
(2.9%)
vs 4Q24

VAR
2.8%
vs 2024

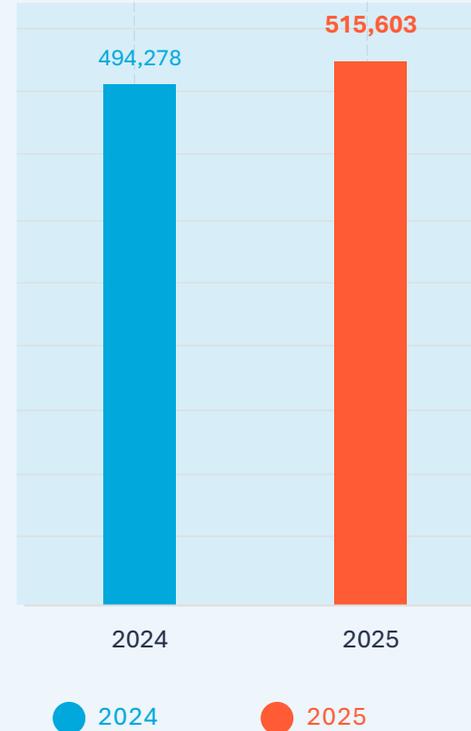
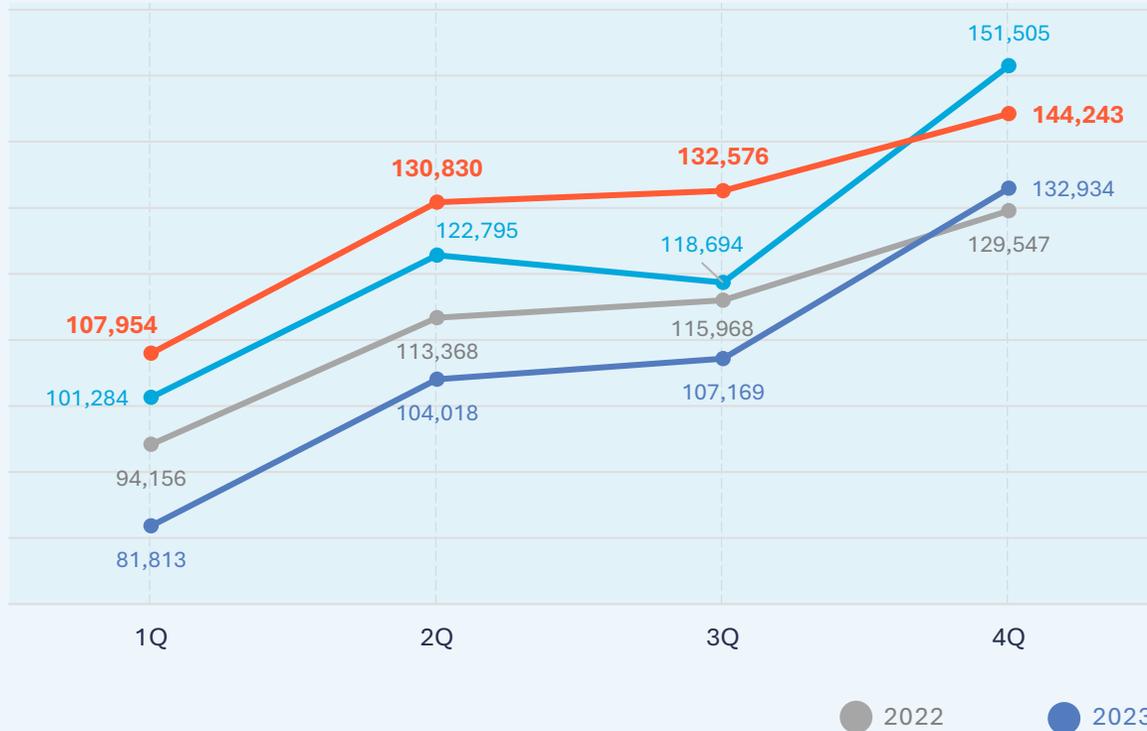
2025 CONCLUSIONS:

- +4.3% in Premium and Superior segments
- +0.9% in Varietal and Inferior segments

Sales per Value – Premium and Superior segments

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR
(4.8%)
vs 4Q24

VAR
4.3%
vs 2024

Quarterly performance in Main Markets

ONLY WINE

| VAR % VALUE | 4Q24 | 1Q25 | 2Q25 | 3Q25 | 4Q25 | 2025 |
|-------------|--------|--------|--------|-------|---------|--------|
| UK | 14.5% | 0.3% | 1.8% | 7.7% | (3.3%) | 1.3% |
| CHILE | 5.8% | 3.8% | 4.5% | 2.5% | 0.3% | 2.7% |
| US | 12.4% | 8.7% | (8.8%) | 14.3% | (14.2%) | (1.2%) |
| BRAZIL | 8.1% | (9.1%) | 10.5% | 28.1% | 33.4% | 15.2% |
| MEXICO | (5.2%) | (3.3%) | 3.3% | 11.6% | 6.2% | 4.6% |

2025 COMMENTS :

- Brazil and Mexico with growth in sales in value and volume.
- Of the top twenty wine sales markets, 6 grew at rates above 10%, 10 at rates between 1% and 10%, and four declined: the USA, Japan, South Korea, and Costa Rica.

THE 5 MAIN COUNTRIES
REPRESENT

69.8%

OF WINE SALES AS OF
4Q25

THE 5 MAIN COUNTRIES
REPRESENT

71.0%

OF WINE SALES AS OF
2025

Quarterly performance of Major Brands

ONLY WINE

| VAR % VALOR | 4Q24 | 1Q25 | 2Q25 | 3Q25 | 4Q25 | 2025 |
|-----------------------|--------|---------|--------|--------|---------|--------|
| CASILLERO DEL DIABLO* | 14.4% | 7.6% | 2.2% | 11.5% | (2.7%) | 4.0% |
| TRIVENTO* | 11.6% | 4.1% | 2.9% | 9.5% | 1.2% | 4.1% |
| BONTERRA* | 11.0% | 24.8% | 5.8% | 14.9% | (25.5%) | 3.7% |
| CONO SUR | (5.9%) | (16.5%) | 7.9% | 5.6% | (0.2%) | (0.4%) |
| FRONTERA | 5.9% | (6.6%) | (2.7%) | (6.8%) | (6.3%) | (5.7%) |
| RESERVADO | 8.8% | 6.0% | 2.1% | 19.8% | 17.2% | 11.0% |

2025 COMMENTS :

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

Brands (*): The brands Casillero del Diablo + Diablo, Trivento, Bonterra, and Cono Sur are all grouped with their line extensions.

THE MAJOR BRANDS
REPRESENT

78.3%

OF WINE SALES AS OF
4Q25

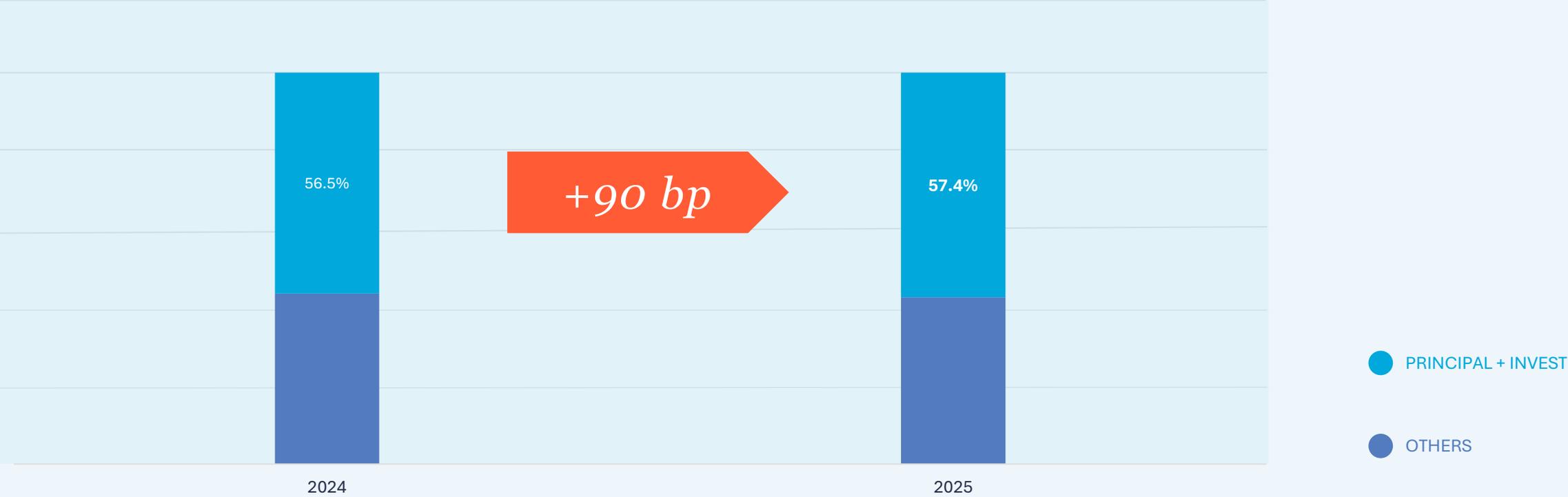
THE MAJOR BRANDS
REPRESENT

76.1%

OF WINE SALES AS OF
2025

2025 Premium Mix

+90 BP IN PRINCIPAL + INVEST MIX (ONLY WINE)





2025 vs 2024 Overall Results

2025 vs 2024 Performance

EXCLUDING EXTRAORDINARY WRITE-OFFS

| INCOME STATEMENT (MILLION OF CLP\$) | 2025 | 2024 | VAR (\$) | VAR (%) | |
|-------------------------------------|---------|---------|-----------|---------|---|
| SALES | 975,333 | 958,630 | 16,703 | 1.7% |  |
| OPERATING COST | 599,159 | 585,938 | 13,220 | 2.3% |  |
| OPERATING MARGIN | 376,174 | 372,692 | 3,483 | 0.9% | |
| | 38.6% | 38.9% | (0.3 pp) | | |
| SG&A | 262,592 | 253,435 | 9,157 | 3.6% |  |
| | 26.9% | 26.4% | 0.48 pp | | |
| OTHER INCOME AND EXPENSES | (1,873) | (1,083) | (790) | | |
| REAL ESTATE RESULTS | 0 | 1,544 | (1,544) | | |
| OPERATIONAL RESULT | 111,710 | 119,718 | (8,008) | (6.7%) | |
| % OPERATIONAL RESULT / SALES | 11.5% | 12.5% | (1.03 pp) | | |

Operating Costs

2025 VS 2024

| (MILLION OF CLP\$) | 2025 | 2024 | VAR (\$) | VAR (%) |
|--------------------------|---------|---------|----------|---------|
| OPERATING COST | 599,159 | 585,938 | 13,220 | 2.3% |
| % OPERATING COST / SALES | 61.5% | 61.1% | 0.3 pp | |

Operating Costs

2025 VS 2024

DIRECT COSTS OF HOLDING OPERATIONS



(CLP\$ 1,242 M)

Direct Costs of Products (Wine + Supplies + Operational) **Chile, Argentina, USA and UK.**

NON WINE COSTS



(CLP\$ 2,582 M)

There is a higher sales volume of 31% of local beer with a better unit cost of 5% in Odissea and Kross.

FREIGHT COST



CLP\$ 2,641 M

Import costs impacted by Brazil's land freight strategies (MAPA strike) and increased maritime freight costs in the UK and Nordics.

TAXES

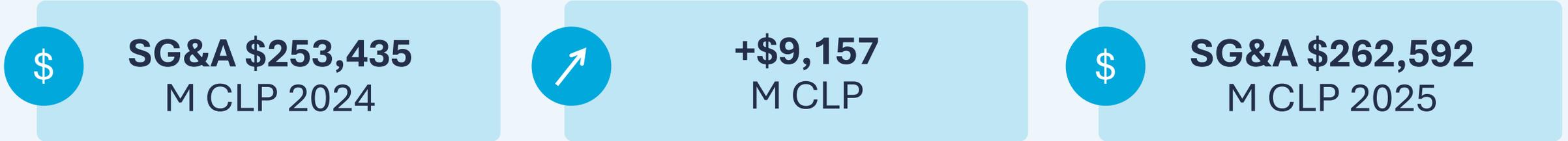


CLP\$ 14,403 M

Taxes: 10% US Tariffs, UK excise, alcohol tax and EPR.

Selling, General, and Administrative (SG&A) Expenses

2025 VS 2024



UK Tax Effect + CLP\$ 2,284 M

The impact of the new tax was offset by cost adjustments in other areas and price increases.



Brazil Higher Volume + CLP\$ 3,604 M

Volume grows **+19.5% YoY**.
Boost plan for Casillero, Reservado, and Diablo.
Increased logistics spending, higher volume, and MAPA.



Wine Center Opening +CLP\$ 2,257 M

Opening in July 2025, but with increased expenses since March for opening preparations.
Sales increase:
+15% YoY and **OR% of 31%**.

2025 vs 2024 Performance

OPERATIONAL RESULT BUILD UP

| | MM CLP | VAR % |
|---|----------------|---------------|
| 2024 OPERATIONAL RESULT | 119,718 | |
| EPR TAXES UK | (9,119) | (7.6%) |
| 10% TARIFF US | (2,625) | (2.2%) |
| EXCHANGE RATE | 2,203 | 1.8% |
| SALE EFFECT WITHOUT EXCHANGE RATE | 1,707 | 1.4% |
| OTHERS | 1,532 | 1.3% |
| 2025 OPERATIONAL RESULT | 111,710 | |
| DIFFERENCE IN OPERATIONAL RESULT | (8,008) | (6.7%) |

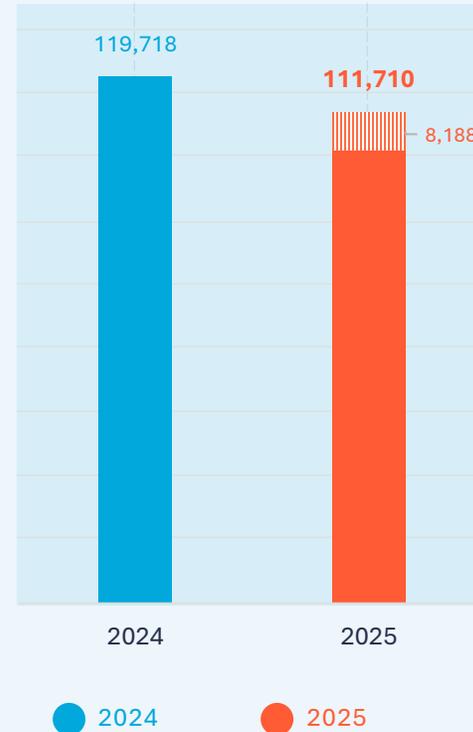
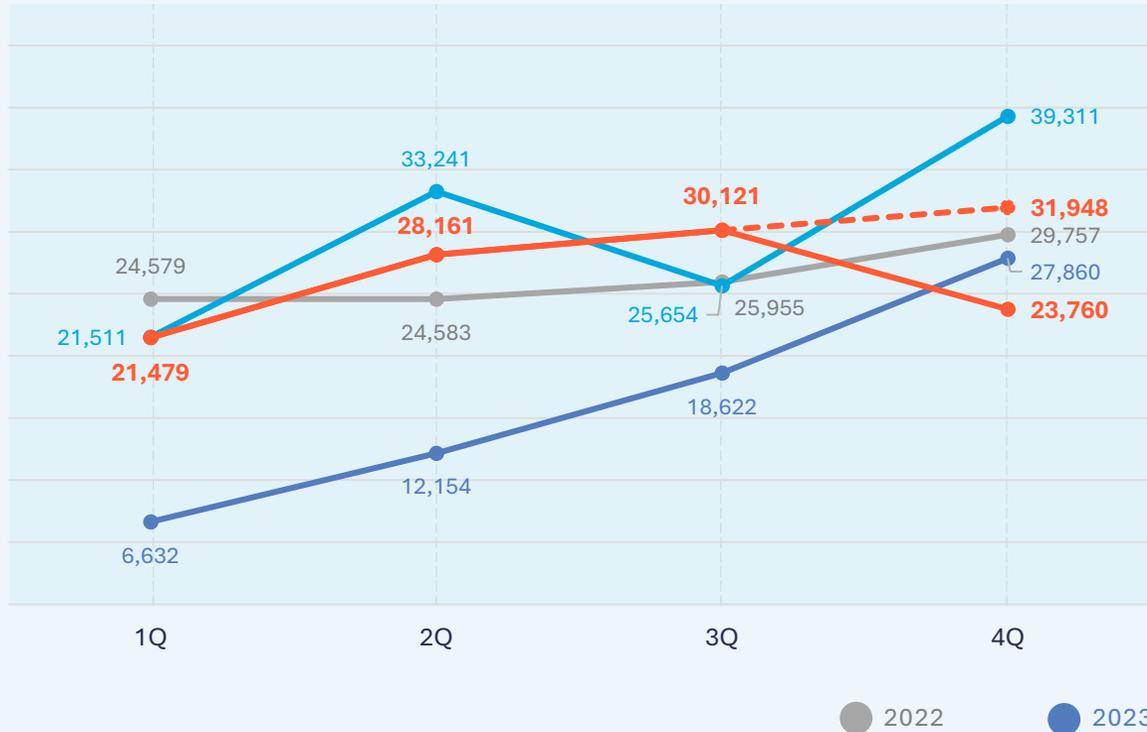
New Tax Effect: (CLP\$ 11,744 M)

A fiscal impact of CLP\$11.7 billion had to be assumed, seeking a balance between prices and the preservation of volume.

Operational Result (EBIT)

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR
(39.6%)
vs 4Q24

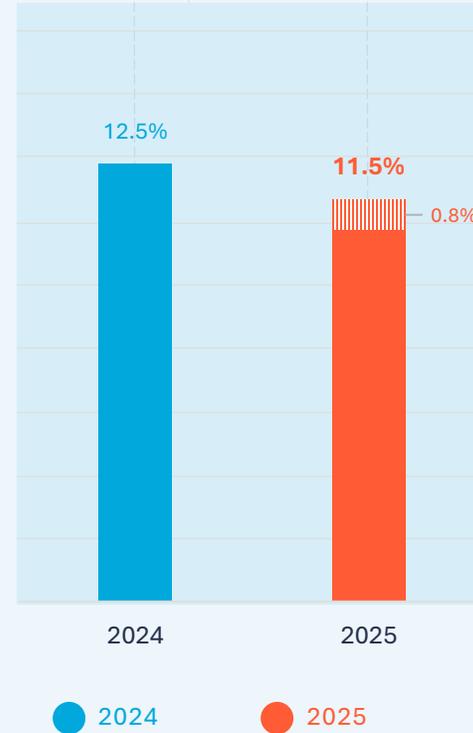
VAR
(13.5%)
vs 2024

2025 EBIT*:

Adding the extraordinary write-off, adjusted EBIT reached **CLP\$111,710 million**, **6.7%** below the 2024 figure.

EBIT Margin

QUARTERLY DEVELOPMENT



VAR
(510 bp)
vs 4Q24

VAR
(190 bp)
vs 2024

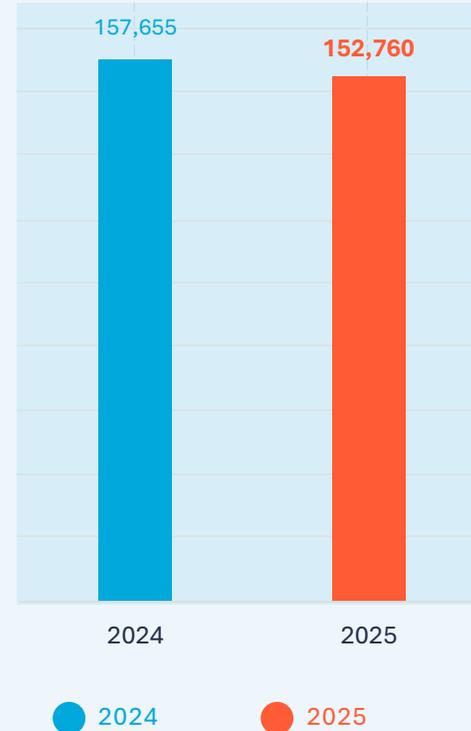
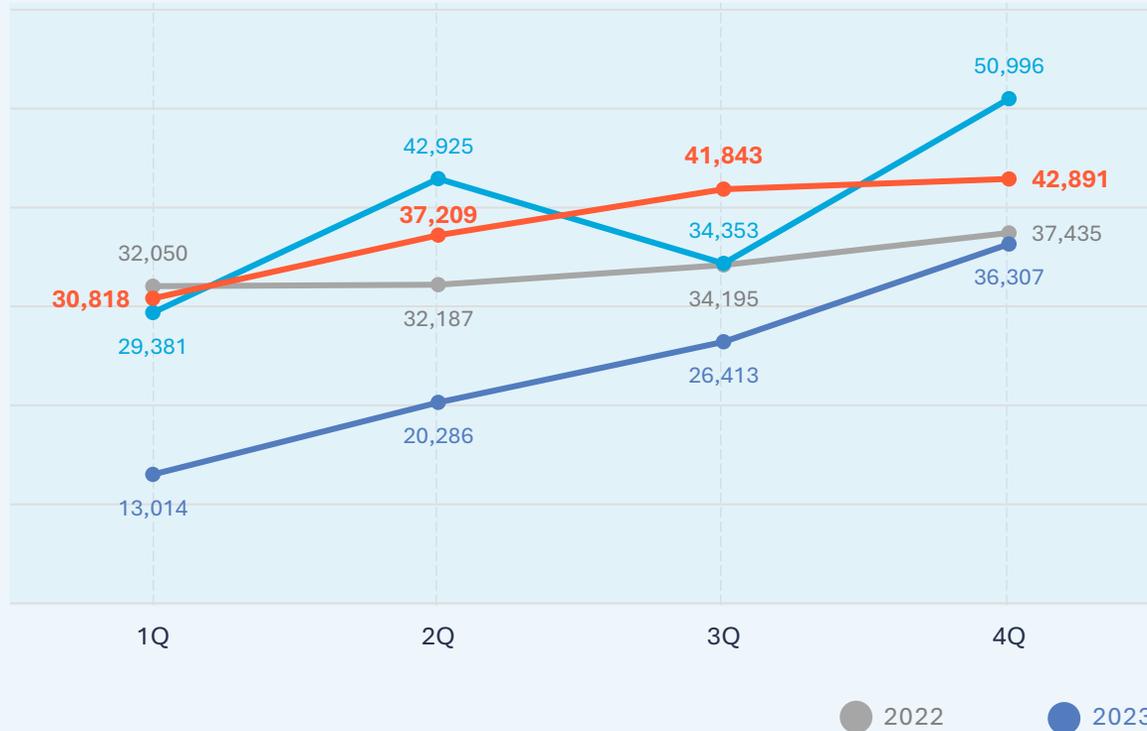
2025 EBIT MARGIN*:

Adding the extraordinary write-off, the adjusted EBIT Margin would have reached **11.5%**, **100 bp** below the 2024 figure.

EBITDA

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



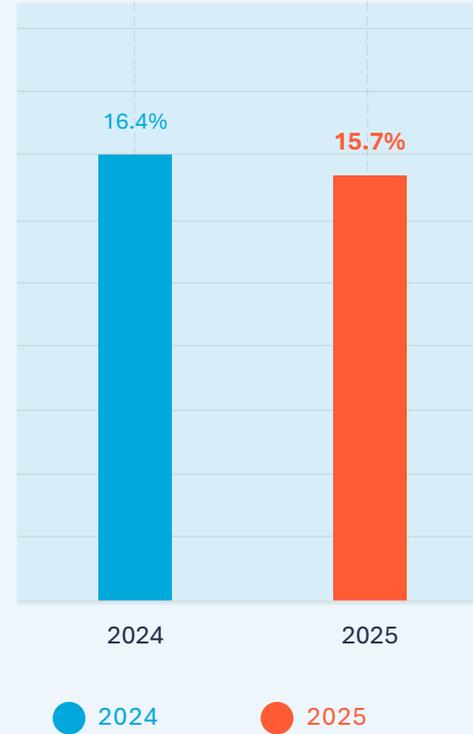
VAR
(15.9%)
vs 4Q24

VAR
(3.1%)
vs 2024

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

EBITDA Margin

QUARTERLY DEVELOPMENT



VAR
(210 bp)
vs 4Q24

VAR
(70 bp)
vs 2024



Transformation for the future

2025 vs 2024 Performance

EXCLUDING EXTRAORDINARY WRITE-OFFS

| INCOME STATEMENT (MILLION OF CLP\$) | 2025 | 2024 | VAR (\$) | VAR (%) | |
|-------------------------------------|---------|---------|-----------|---------|---|
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| OTHER INCOME AND EXPENSES | (1,873) | (1,083) | (790) | | |
| REAL ESTATE RESULTS | 0 | 1,544 | (1,544) | | |
| OPERATIONAL RESULT | 111,710 | 119,718 | (8,008) | (6.7%) | |
| % OPERATIONAL RESULT / SALES | 11.5% | 12.5% | (1.03 pp) | | |

2025 vs 2024 Performance

EXTRAORDINARY WRITE-OFFS

| EBIT (MILLION OF CLP\$) | 2025 | 2024 | VAR (\$) | VAR (%) |
|--------------------------------|---------|---------|-----------|----------------|
| OPERATIONAL RESULT* | 111,710 | 119,718 | (8,008) | (6.7%) |
| % OPERATIONAL RESULT / SALES | 11.5% | 12.5% | (1.03 pp) | |
| <i>EXTRAORDINARY WRITE-OFF</i> | (8,188) | 0 | (8,188) | |
| OPERATIONAL RESULT | 103,522 | 119,718 | (16,196) | (13.5%) |
| % OPERATIONAL RESULT / SALES | 10.6% | 12.5% | (1.87 pp) | |

2025 vs 2024 Performance

EXTRAORDINARY WRITE-OFFS DETAILS

| (MILLION OF CLP\$) | 2025 | 2024 | VAR (\$) | | | |
|-------------------------|----------------|------|----------------|---|--|----------------|
| EXTRAORDINARY WRITE-OFF | (8.188) | 0 | (8.188) | } | EXTRAORDINARY WRITE-OFF | MCLP |
| | | | | | FIELD SALES IN CHILE AND CONTRACT TERMINATION IN THE U.S. | (3,980) |
| | | | | | INVENTORY OBSOLESCENCE | (3,298) |
| | | | | | WINE DEGRADATION | (910) |
| | | | | | 2025 EXTRAORDINARY WRITE-OFF | (8,188) |

Commercial and Operational Simplification

9 STRATEGIC LEVERS – E2E FOR OBSOLESCENCE CONTROL

01 PLANNING, FORECAST
SALES AND PRODUCTION

02 DEFINITIONS OF STRATEGIC
PURCHASES

03 WINERY MANAGEMENT

04 PRODUCTION / PACKAGING
AND PROJECTS

05 INVENTORY POLICY

06 SMART INVENTORY
CLASSIFICATION

07 EXPIRATION CONTROL

08 SLOW MOVER
MANAGEMENT

09 FINANCIAL MANAGEMENT
OF OBSOLESCENCE

Commercial and Operational Simplification

TRANSFORMATION CONSEQUENCES

2026-2027 SAVINGS



\$ **CLP \$ 5,000 M**
VCT Chile

\$ **CLP \$ 7,000 M**
Cono Sur

\$ **CLP \$ 16,000 M**
Concha y Toro



2017 - 2025 Period Analysis

2025 vs 2017 Volume comparison

FIGURES IN THOUSANDS OF 9LC

| MATRIZ | 2017 | 2025 | VAR (#) | VAR (%) |
|--------------------------------|---------------|---------------|----------------|----------------|
| PRINCIPAL + INVEST | 8,450 | 12,375 | 3,926 | 46.5% |
| PROTECT | 14,839 | 13,569 | (1,270) | (8.6%) |
| WATCH | 659 | 265 | (394) | (59.8%) |
| PORTF MKTNG PREMIUM Y SUPERIOR | 170 | 74 | (96) | (56.6%) |
| OTHERS* | 12,846 | 6,510 | (6,337) | (49.3%) |
| TOTAL GENERAL | 36,964 | 32,793 | (4,171) | (11.3%) |

OTHERS: Consider mass-market, non-premium brands outside the brand matrix.

2025 vs 2017 Volume comparison

CONCLUSIONS

GROWTH IN THE UPPER BLOCK

The **PRINCIPAL and INVEST**, company's decisional focus, categories are the only ones showing positive numbers, adding up to a net growth of 3,926 thousands of 9LC.

STRATEGIC CONCENTRATION

The decrease of 4.17 million 9LC is not negative, since it comes from "Other" after the elimination of low-margin mass products that made the operation inefficient, while the **Principal, Invest and Protect categories remain stable or growing**, reflecting an improvement in the quality of the portfolio.

RESILIENCE OF PROTECT

Despite being a massive volume category, its decline is moderate (-8.6%), indicating that it **remains the foundation of the company's operating support.**

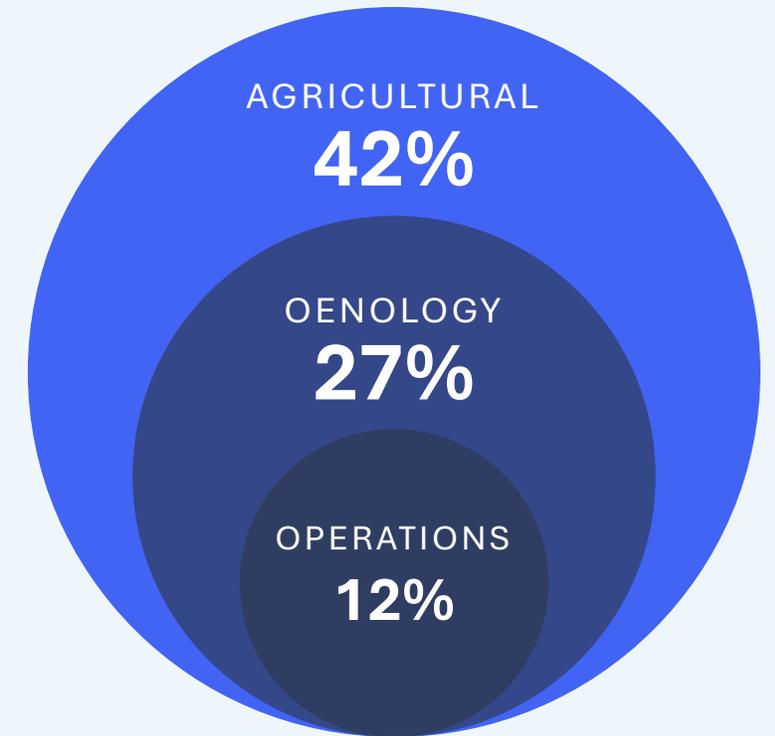


**TOTAL ACCUMULATED OPERATIONAL
RESULT FOR THE PERIOD:**

CLP\$ 845,601 M

Total invested between 2017–2025

| AREA | TOTAL CAPEX (MMCLP) | TOTAL CAPEX (MMUSD) | PARTICIPATION OVER TOTAL |
|-----------------------------------|---------------------|---------------------|--------------------------|
| AGRICULTURAL | 192,191 | 242.5 | 42% |
| OENOLOGY | 123,628 | 158.2 | 27% |
| OPERATIONS | 54,858 | 69.6 | 12% |
| IT, DIST. SUBSIDIARIES AND OTHERS | 38,141 | 47.3 | 8% |
| NEW BUSINESS | 46,011 | 54.3 | 10% |
| TOTAL | 454,829 | 571.9 | 100% |

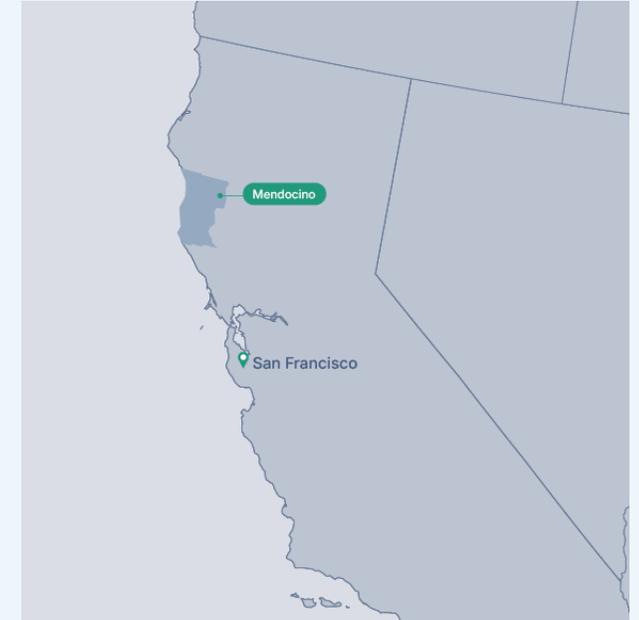


CAPEX in MMUSD: The average annual exchange rate of each year is used.

The total invested in this period represents **53.8%** of the accumulated Operating Result.

Company Agricultural Plantations

YEAR 2025 (HECTARES)



| ORIGIN | PLANTED (HA) | TO PLANT (HA) | TOTAL (HA) |
|--------------|---------------|---------------|---------------|
| CHILE | 10,992 | 815 | 11,807 |
| ARGENTINA | 1,527 | 76 | 1,603 |
| CALIFORNIA | 258 | 86 | 344 |
| TOTAL | 12,777 | 977 | 13,754 |

Other Businesses

WINE CENTER

In this area we want to highlight that our Wine Center in Pirque is fully operational with plans for strong sales growth.



KROSS ODISSEA

Our local beer business experienced extraordinary growth of 31.2% in volume, with Kross growing as the main brand and Odissea, a brand introduced in 2024, growing explosively.

The imported beer sector declined due to its presence in a segment that remains challenging and highly competitive.



A constantly evolving portfolio of brands

Significant decrease in the number of brands,
concentrating on those with the greatest growth potential.

NEW OPPORTUNITIES

Seek growth opportunities in
new origins with premium
brands and with minimal
investment in fixed assets.

Example: Maison Mirabeau

— MAISON —
MIRABEAU

NEW PRODUCTS

Continuous work by the Marketing
and Research and Innovation
Center are working on the
development of new products that
meet consumer needs, to be
launched at the end of this year
and the beginning of next year.



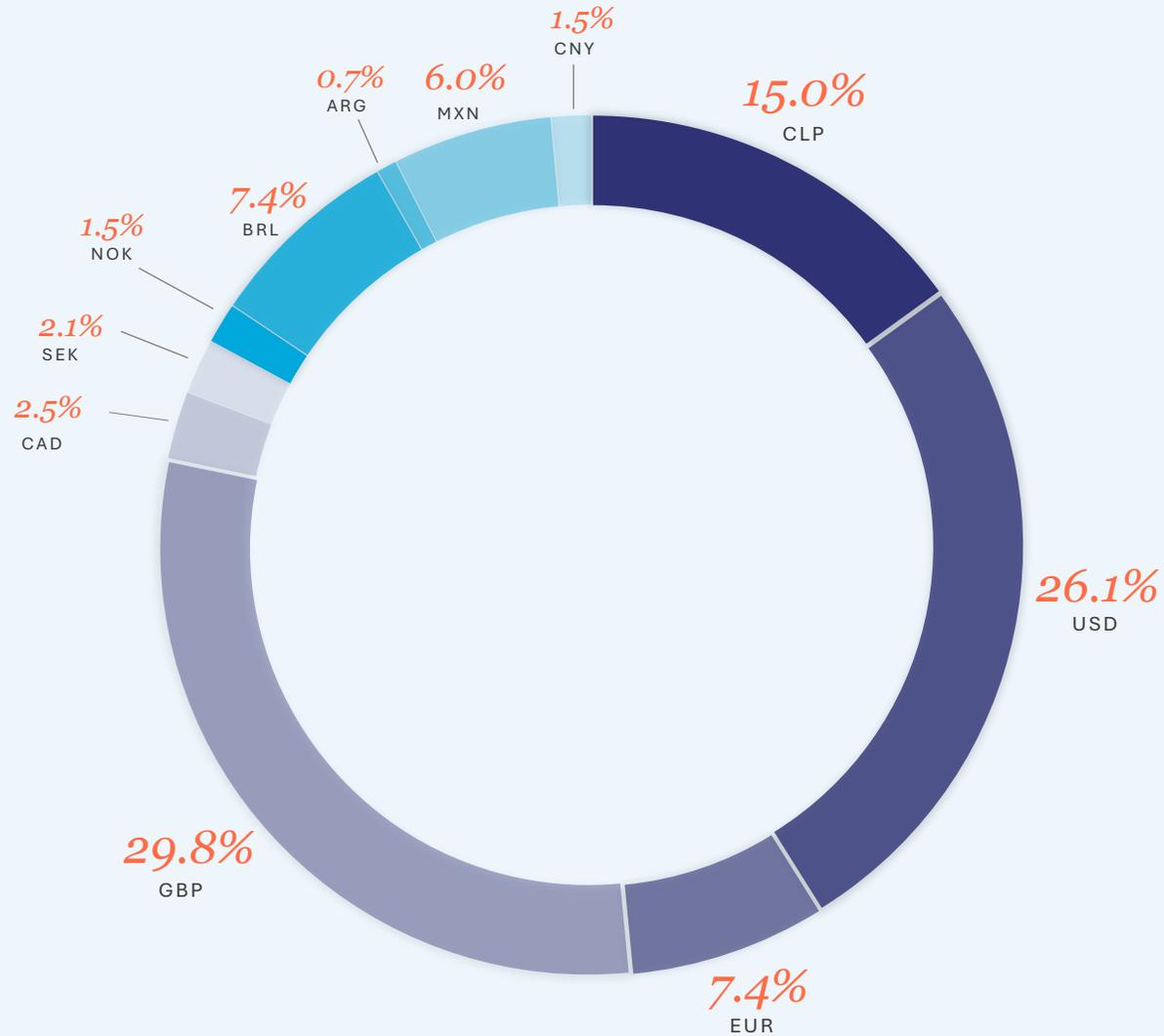
CHAPTER 02

4Q25 and 2025 Results

OSVALDO SOLAR, CFO

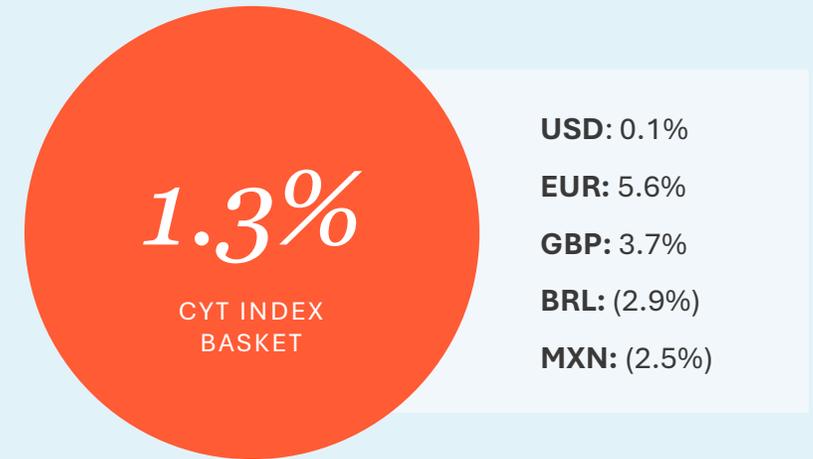
Currency diversification

2025



EXCHANGE RATE VARIATION

2025 vs 2024



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

Thanks to currency diversification, revenue increased by 1.3% compared to a single currency (USD) (+0.1%):
Effect of **CLP\$9,729 million** on net income.
(Current basket CLP\$10,541 million vs. single currency USD\$811 million)

Non-operating Result

2025

| (MILLIONS OF CLP\$) | 2025 | 2024 | VAR (\$) | VAR (%) |
|----------------------------------|-----------------|-----------------|--------------|---------------|
| NET FINANCIAL EXPENSE (*) | (16,340) | (19,712) | 3,372 | (17.1%) |
| EXCHANGE DIFFERENCE | 168 | 1,990 | (1,821) | (91.5%) |
| NON OPERATING RESULT (**) | (16,172) | (17,722) | 1,550 | (8.7%) |
| AFFILIATED COMPANIES | 3,328 | 3,624 | (296) | (8.2%) |

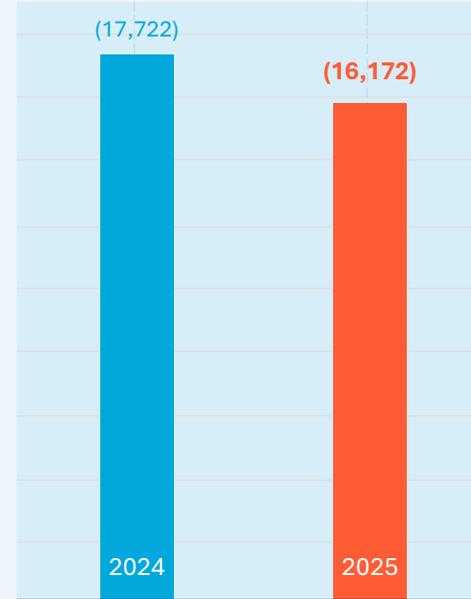
(*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

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

Non-operating Result**

EVOLUCIÓN TRIMESTRAL

(MILLIONS OF CLP\$)



VAR
(3.9%)
vs 4Q24

VAR
(8.7%)
vs 2024

● 2022 ● 2023 ● 2024 ● 2025

(**) 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 in 2025:
2.82% annualized
vs 3.41% real

Profit obtained:
CLP\$ 1,084 M

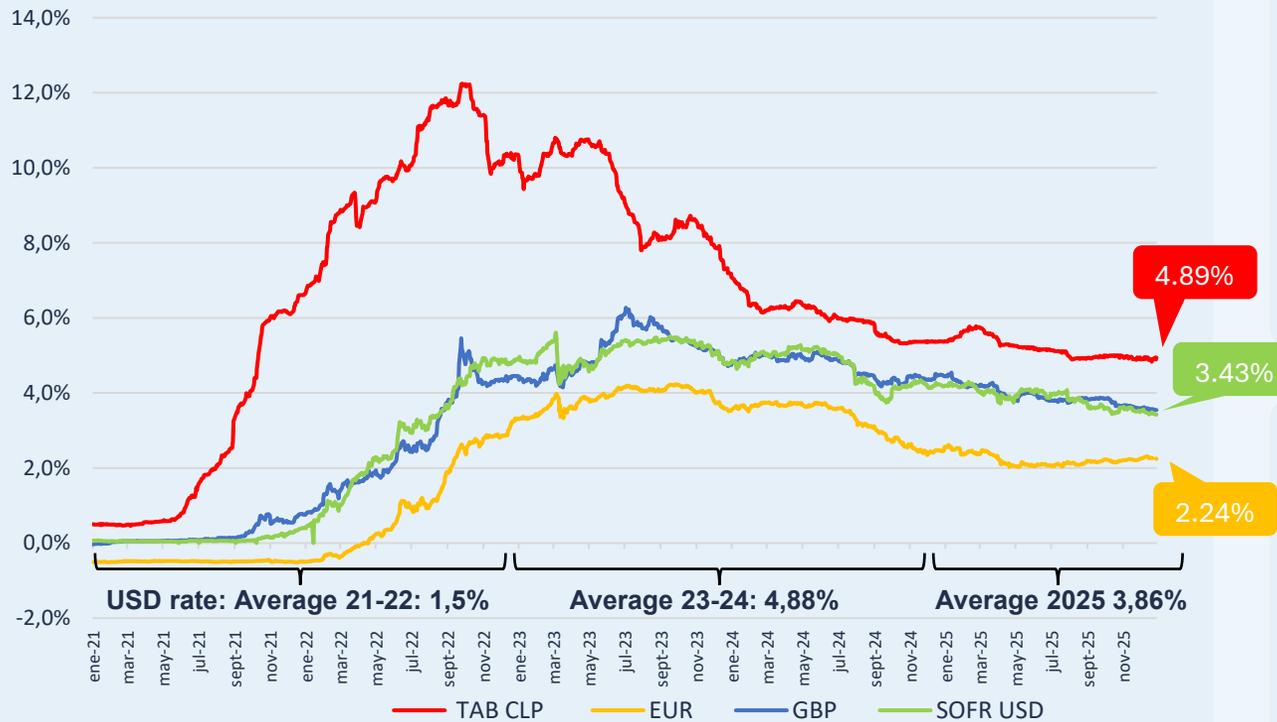
NEXT MONTHS:

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 of CLP\$9,627 M in Net Financial Debt (December 2025 vs December 2024).

03. EXCHANGE RATE

Hedge liabilities with the company's assets.

Net Financial Expense

QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



VAR
(18.3%)
vs 4Q24

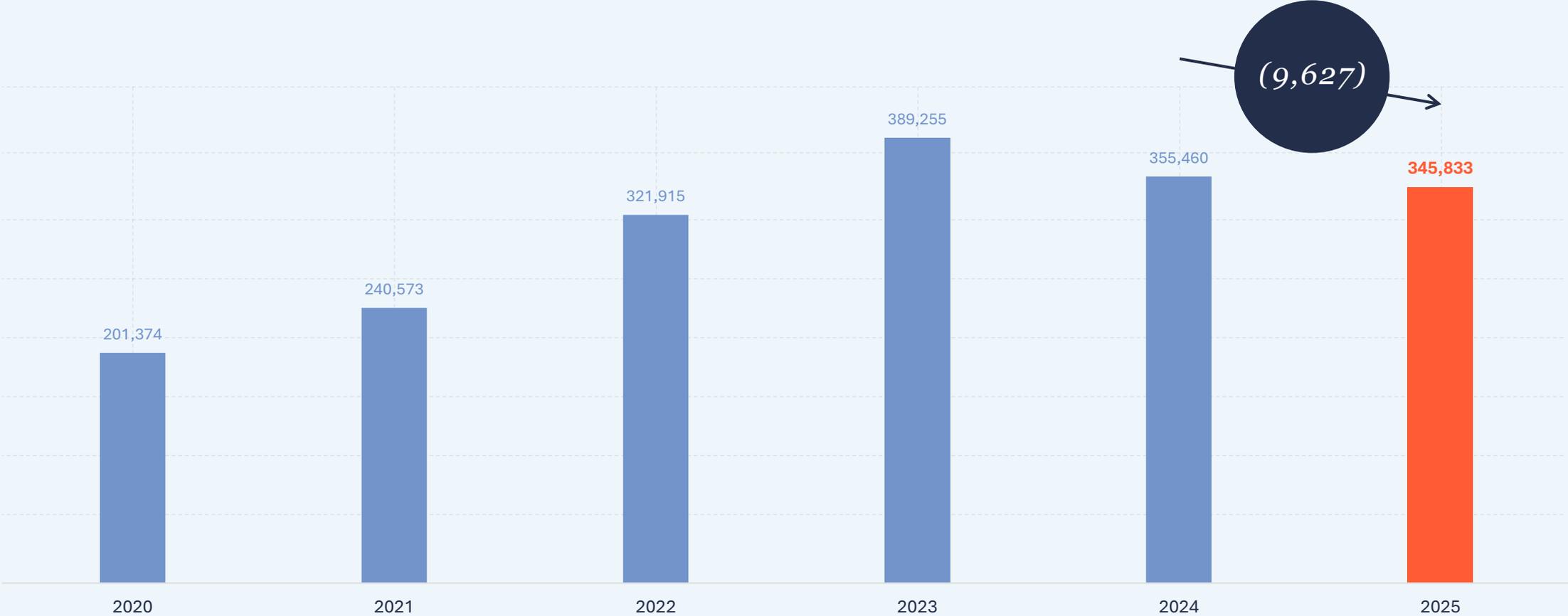
VAR
(17.1%)
vs 2024

● 2022 ● 2023 ● 2024 ● 2025

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

Net Financial Debt

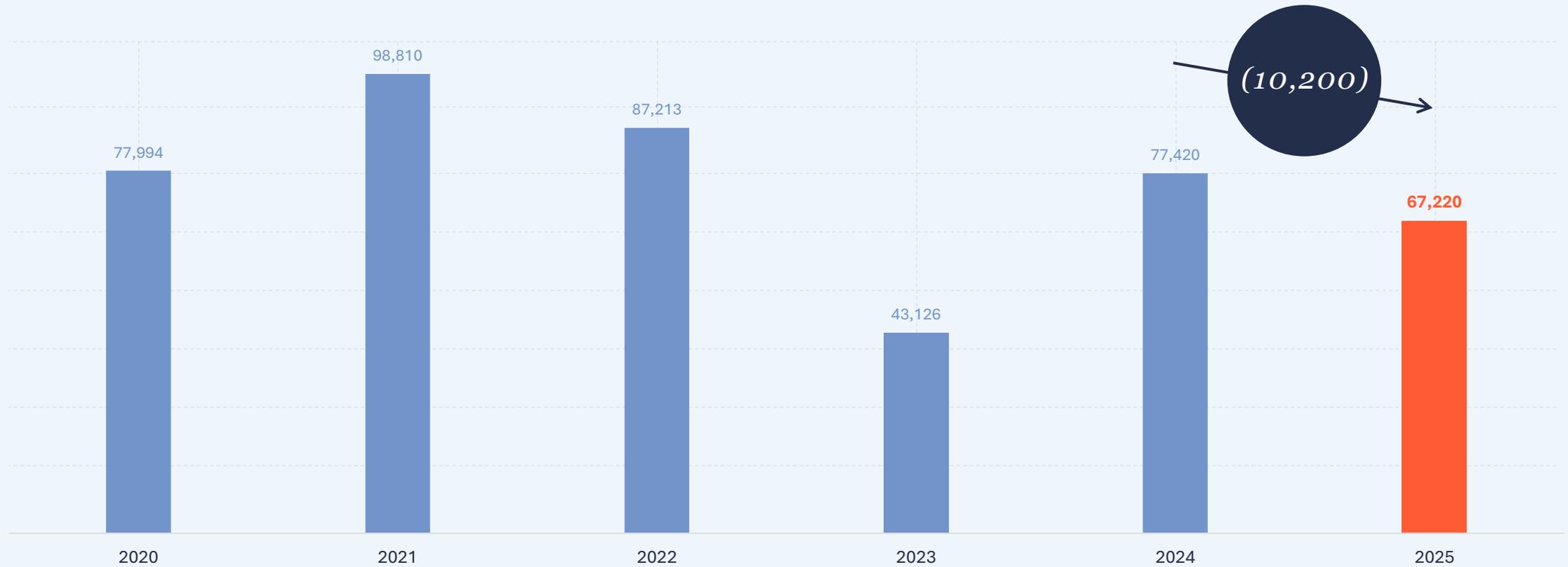
OF THE COMPANY (MILLIONS OF CLP\$)



| USD / CLP | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|-----------|--------|--------|--------|--------|--------|--------|
| | 710.95 | 844.69 | 855.86 | 877.12 | 996.46 | 907.13 |

Net Profit

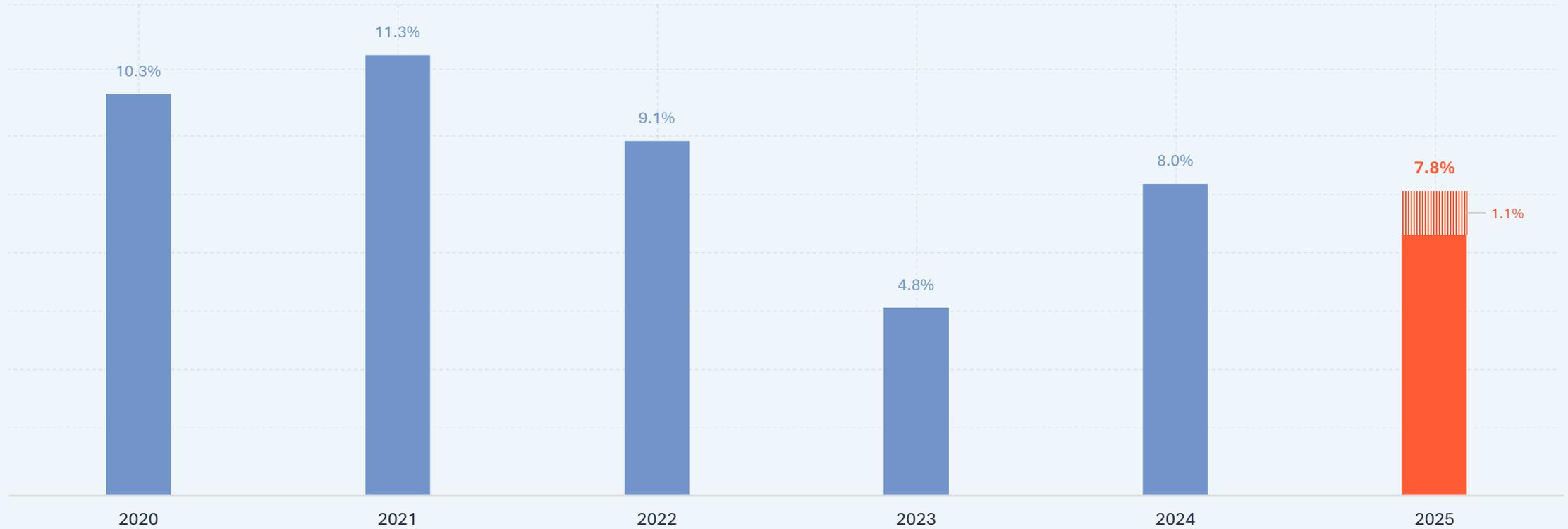
OF THE COMPANY (MILLIONS OF CLP\$)



The CLP\$ 67,220 MM for the year 2025 includes extraordinary write-offs of **CLP\$ 8,188 M.**

Return on Invested Capital

ROIC (%)



2025* +1.1%: WITHOUT
EXTRAORDINARY WRITE-OFFS

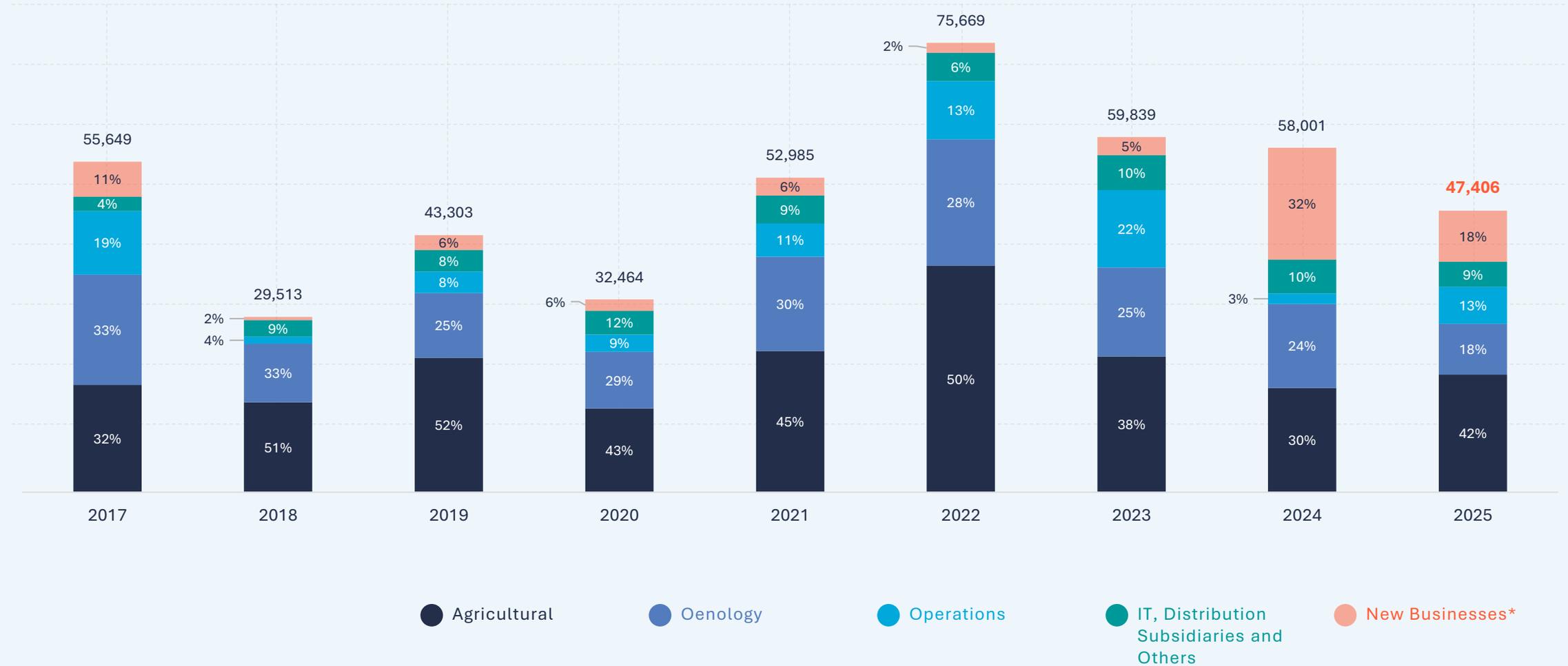
ROIC: (Operating Margin – Taxes + Exchange Differences) / (Equity – Net Financial Debt – Cash) 12 moving months.

* Income Statement corresponds to the 12 moving months.

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

CAPEX

CH\$ 455 BILLION INVESTED BETWEEN 2017 AND 2025, EQUIVALENT TO US\$ 572 MILLION.

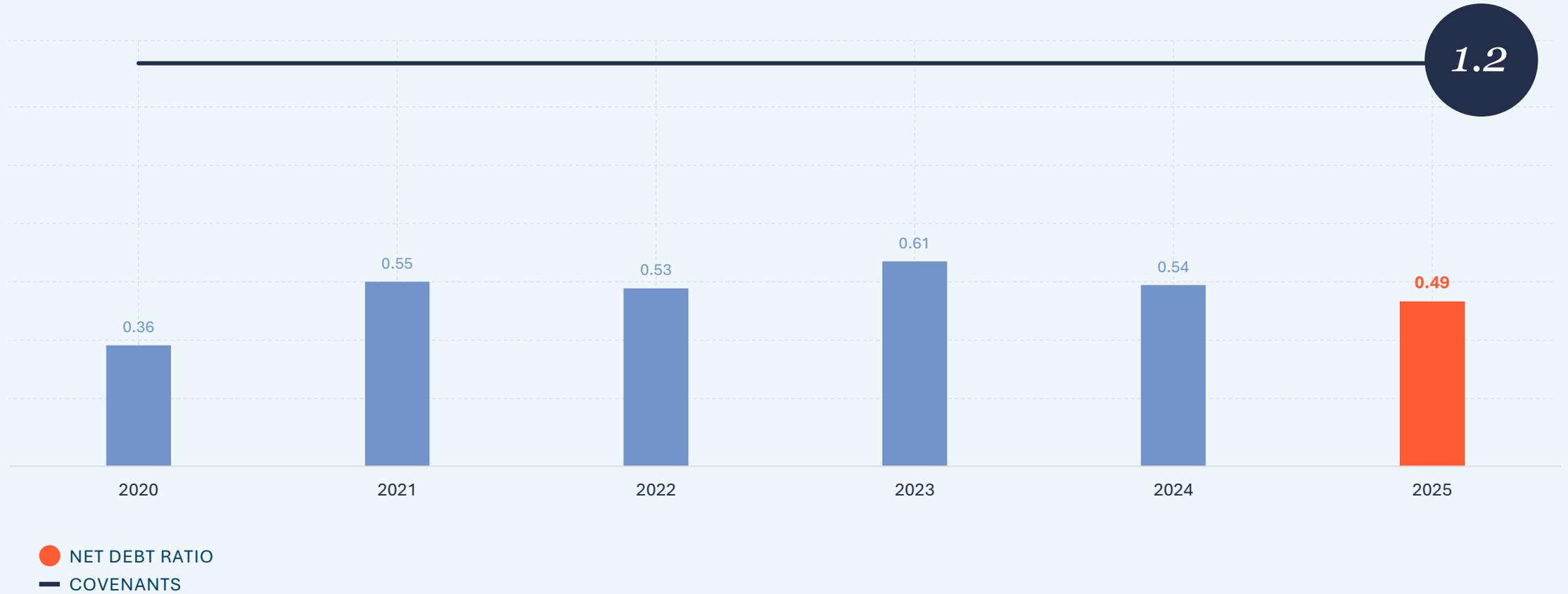


* **New Businesses** includes Wine Center, MalPaso, Kross Shares, Kross, Tables, CII, Benelux Distribution, Emiliana and Diablo Restaurant.

Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

FINANCIAL STRENGTH

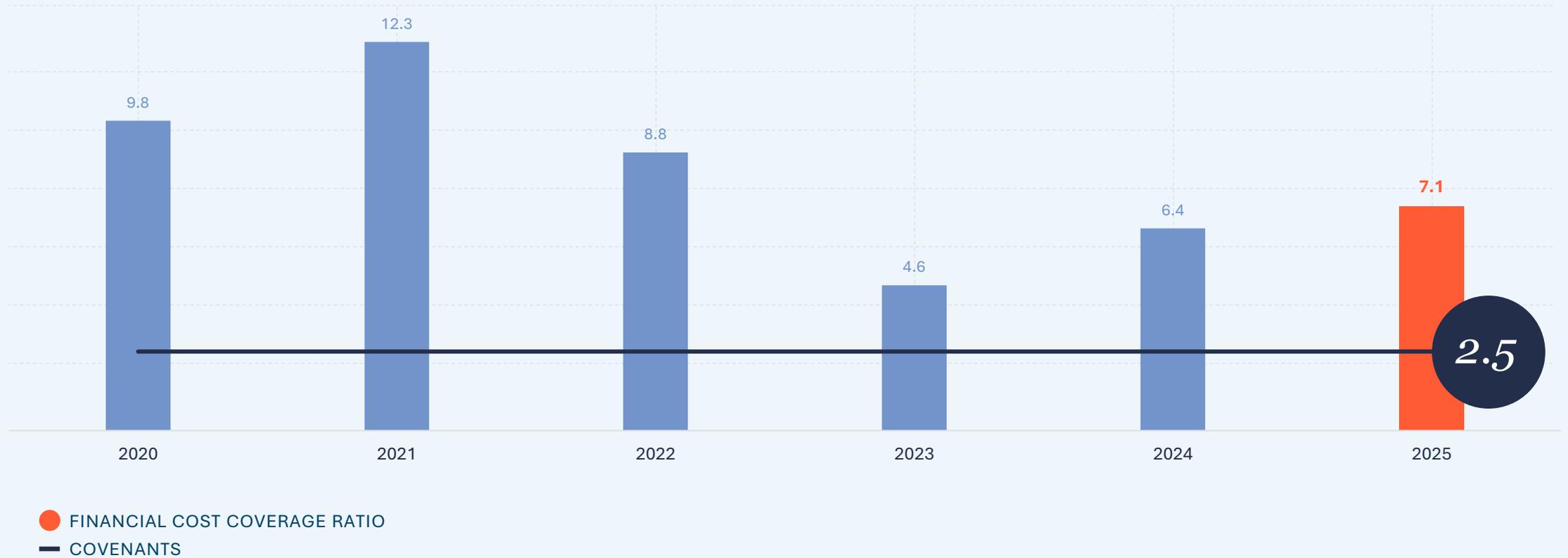


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Coverage of Financial Expenses

AS OF DECEMBER 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

FINANCIAL STRENGTH



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

Board Decisions

- **Commitment to profitability**
- **Financial strength**
- **Capturing market opportunities based on our conviction in the business**

HIGHER DIVIDEND

The Board agreed to propose to the upcoming Shareholders' Meeting the distribution of a dividend equivalent to 50% of the profits, exceeding our usual policy of 40%.

SHARE BUYBACK

It was decided to initiate a new bulk acquisition process of up to 3.9% of the Company's shares.

Remaining from what was approved at the Extraordinary Shareholders' Meeting held on April 22, 2021.

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5



RESULTS
PRESENTATION