

2026

CORPORATE
PRESENTATION

VIÑA CONCHA Y TORO
— FAMILY OF WINERIES —

01

LEADERSHIP

02

2025 PERFORMANCE

03

STRENGTHS

04

GROWTH VISION



PURPOSE

We exist to transform every glass of wine
and every encounter around the world
into a memorable experience.

01

LEADERSHIP

The company at glance



Top 4 worldwide
International leadership

One of the world's largest wine groups, with sales exceeding USD 1 billion and 33 MM C9L sold worldwide.



Production model
Company-owned vineyards

More than 12,000 planted hectares in the world's leading wine-growing areas.



Strong portfolio
Brands from various origins

Strategic presence with brands from Chile, Argentina, USA, France and Mexico.

Leadership position



No. 1

Wine
exporter
in Chile

No. 1



Wine importer *in the UK
and Brazil.*
No. 10 in the USA



33 million
cases

One of the biggest
wine producers.

No. 1



Trivento
Argentina's *best-selling
brand* worldwide

No. 2



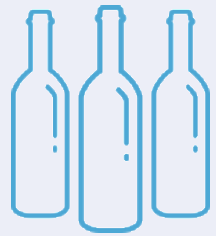
in hectares planted
with vineyards



02

2025 PERFORMANCE

Highlights 2025 vs 2024



WINE SALES

+2.8%

Up to **CLP\$ 918,270 MM**
(+1.7% consolidated sales)



PREMIUMIZATION

57.4%

Mix portfolio P+I (just wine)
(+90 pb)

P + I
OTHERS

GROSS PROFIT

+0.9%

CLP\$ 376.174 MM

GROSS MARGIN

38.6%

(-30 pb)

EBITDA

(3.1%)

CLP\$ 152.760 MM

EBITDA MARGIN

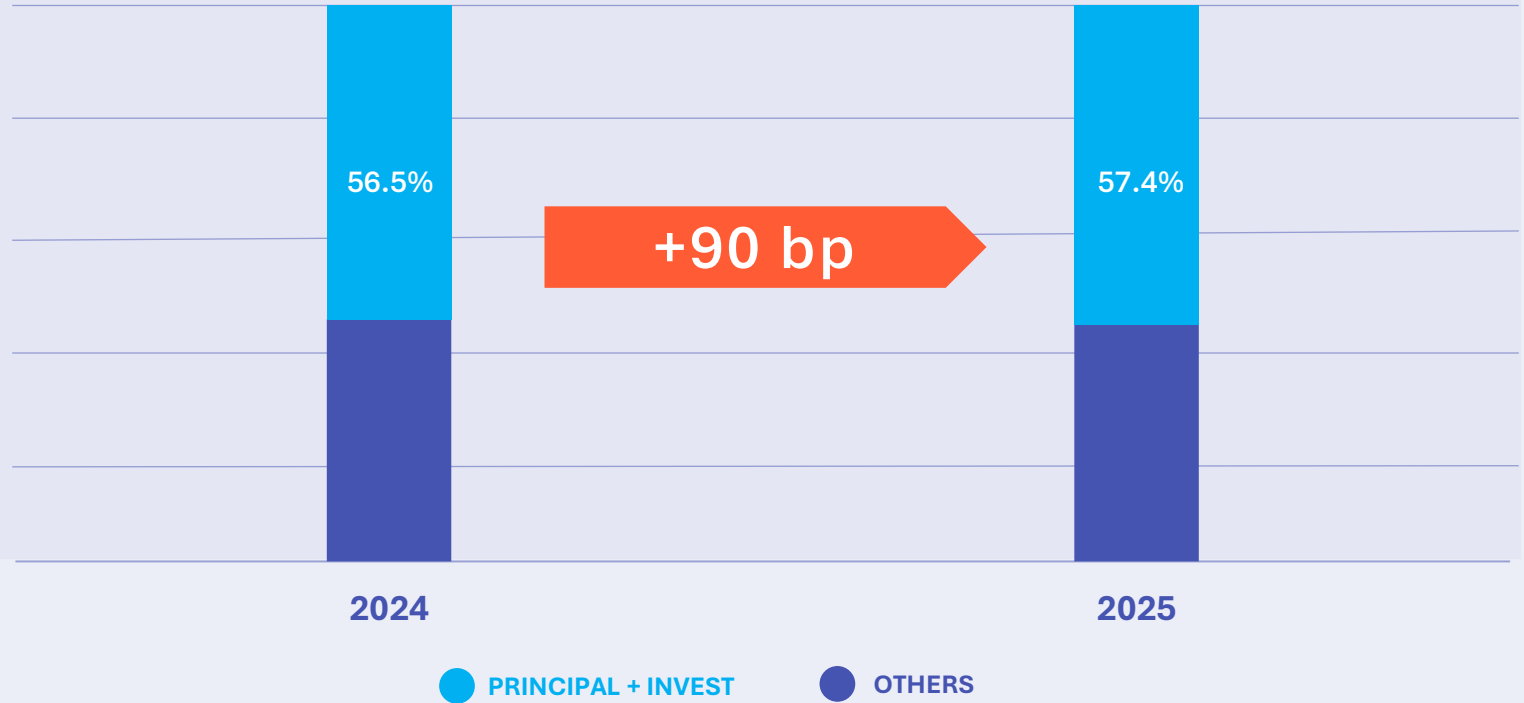
15.7%

(-80 pb)

MM: Million

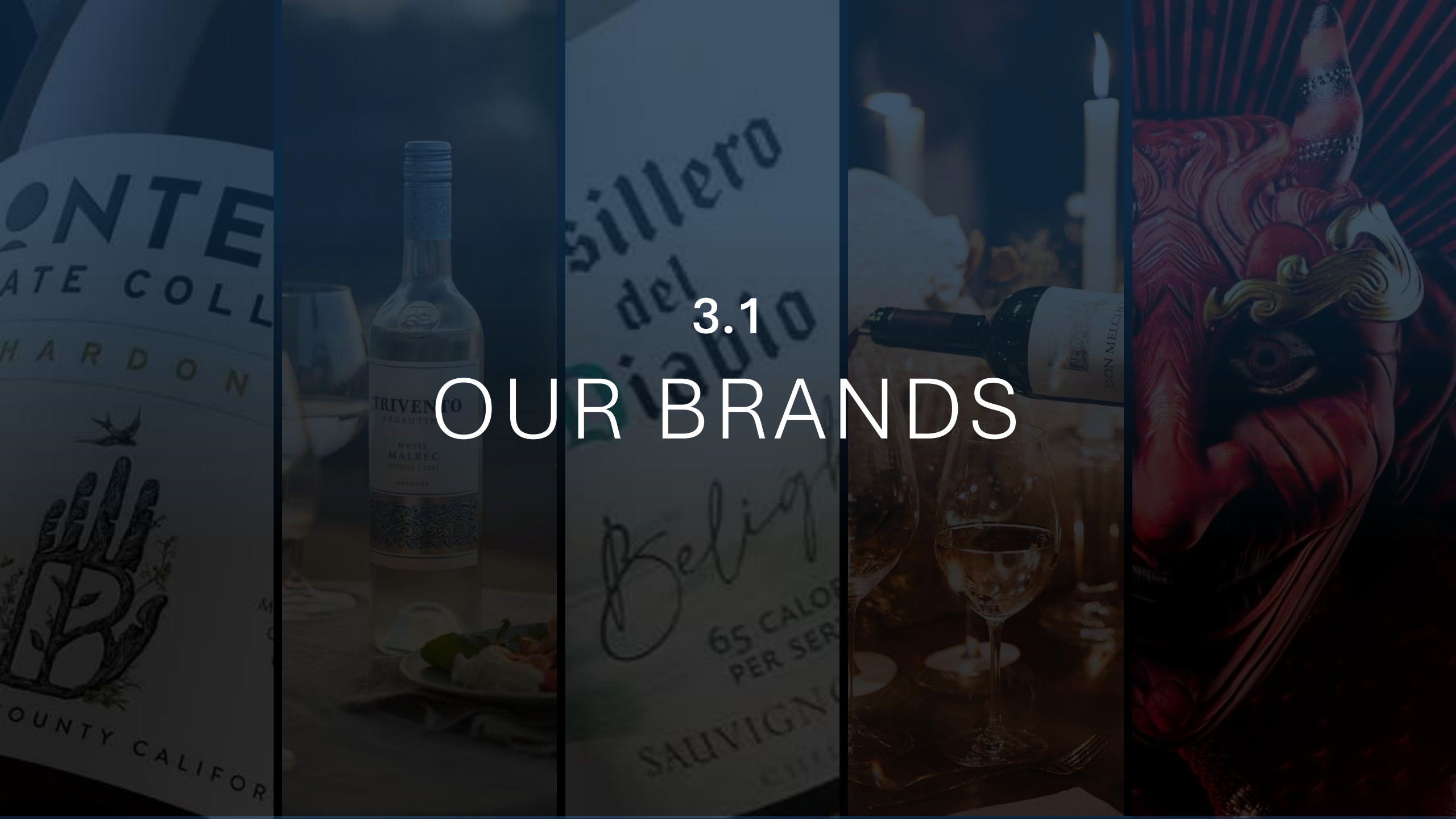
Premium MIX 2025

+90 bp in mix
principal + invest
(just wine)



03

STRENGTHS



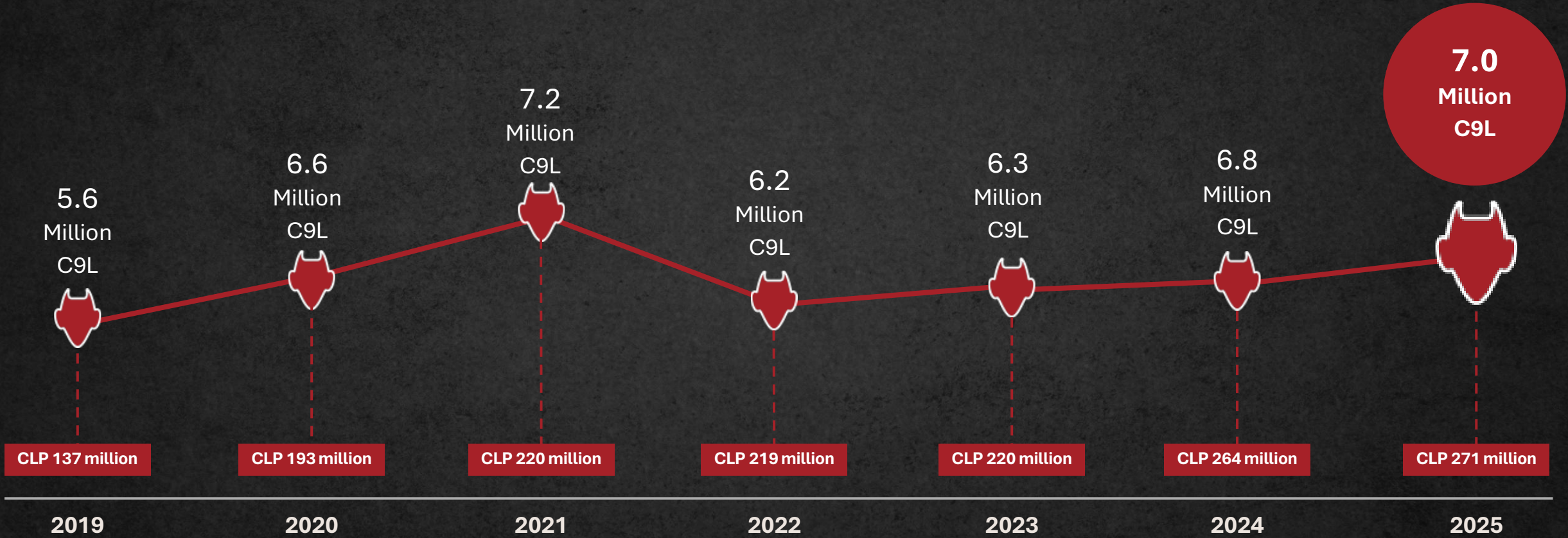
3.1

OUR BRANDS



Casillero
del
Diablo

LEADING TO ANOTHER SUCCESSFUL YEAR



(*) Includes all Casillero del Diablo brands.



Casillero del Diabolo

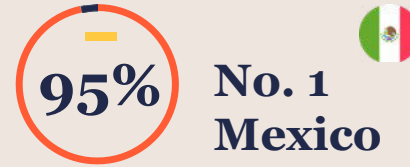
THE WORLD'S SECOND MOST POWERFUL WINE BRAND (2018-2024)



HIGH BRAND AWARENESS



Casillero del Diablo



Kantar - Brand Pulse
Jan 2025: %: Total Awareness /
#: Brand Power

HOW DO WE DO IT?

Several strong brands to capitalise on diverse opportunities

DEVIL'S CARNAVAL

Casillero
del
Diablo



Belight



DIABLO





DON MELCHOR

CABERNET SAUVIGNON

Puente Alto Vineyard

2021

D.O. PUENTE ALTO - CHILE



VIÑA DON MELCHOR

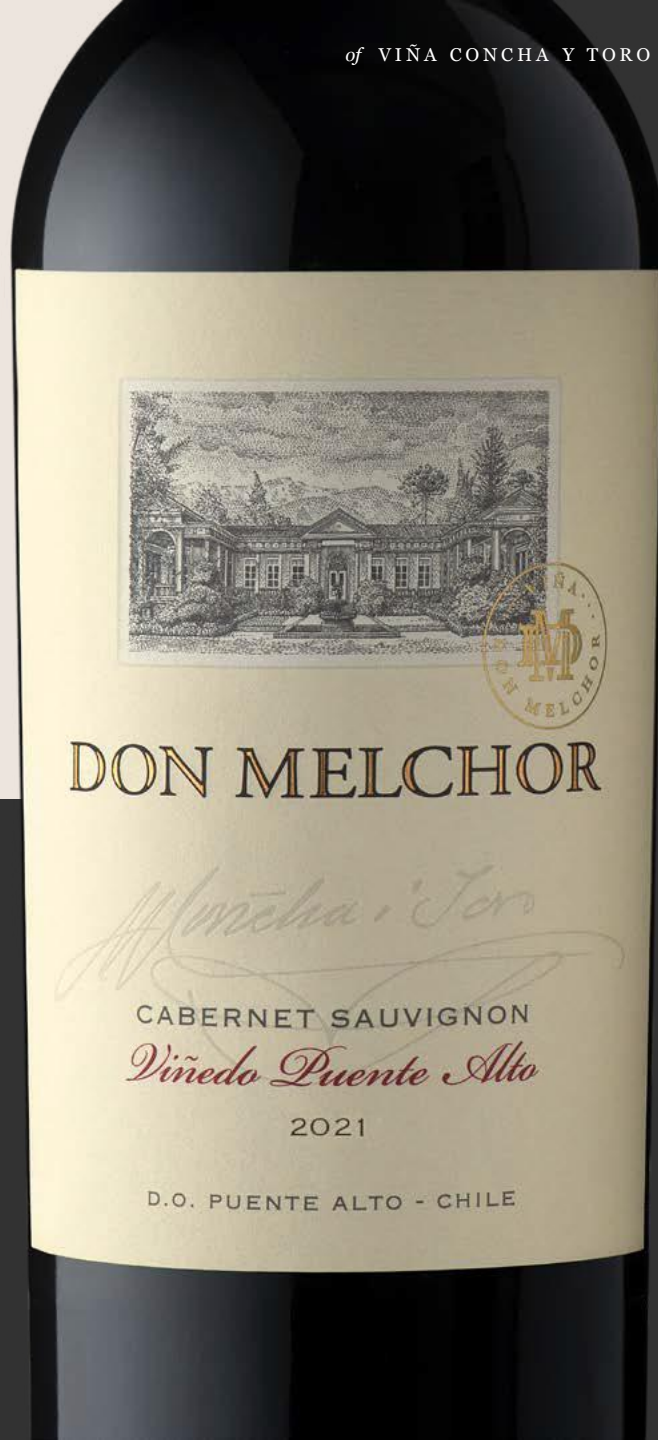
2019

Viña Don Melchor
is created

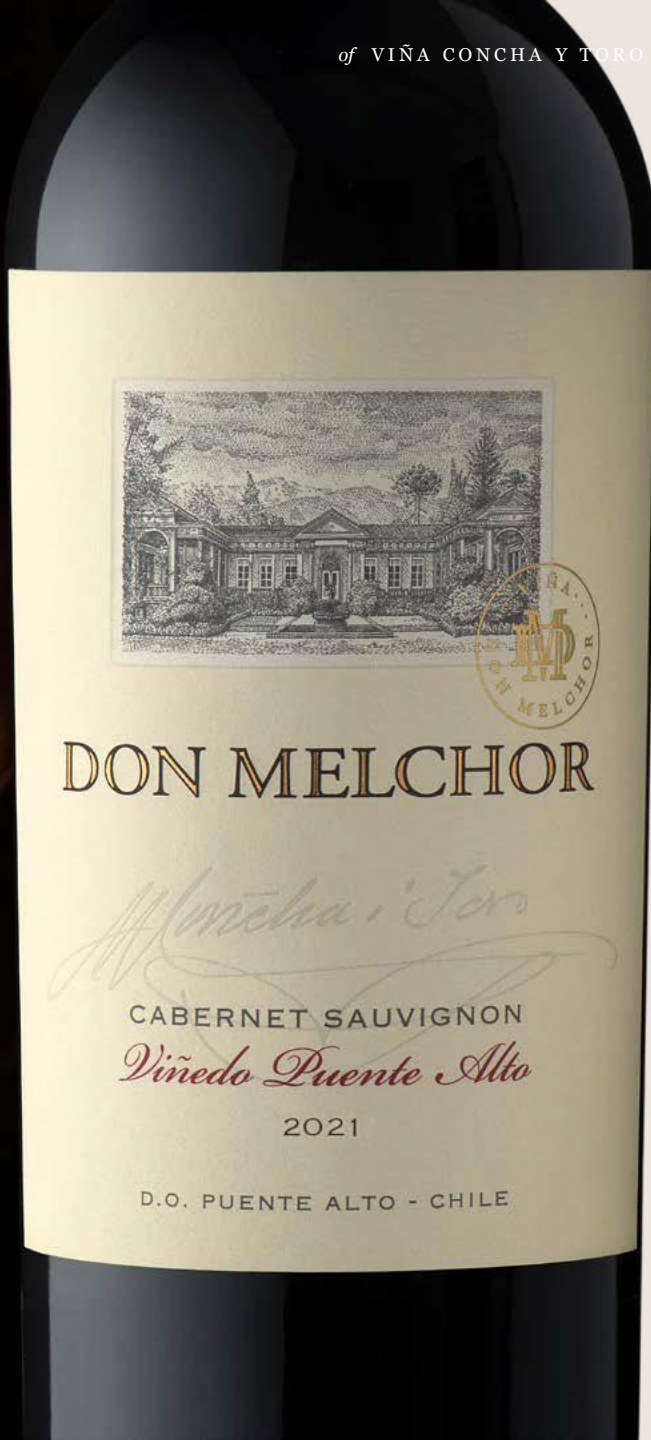
4 years

in the Top 10

Wine Spectator



2024



1987

1st
vintage

14,700
C9L

USD 50
per C9L

2021

35th
vintage

18,300
C9L

USD 900
per C9L



DON MELCHOR

Celebrates its 35th Vintage

(1987 - 2021)



DON MELCHOR

Concha y Toro

CABERNET SAUVIGNON


Vinedo Puente Alto

2021

D.O. PUENTE ALTO - CHILE

Don Melchor

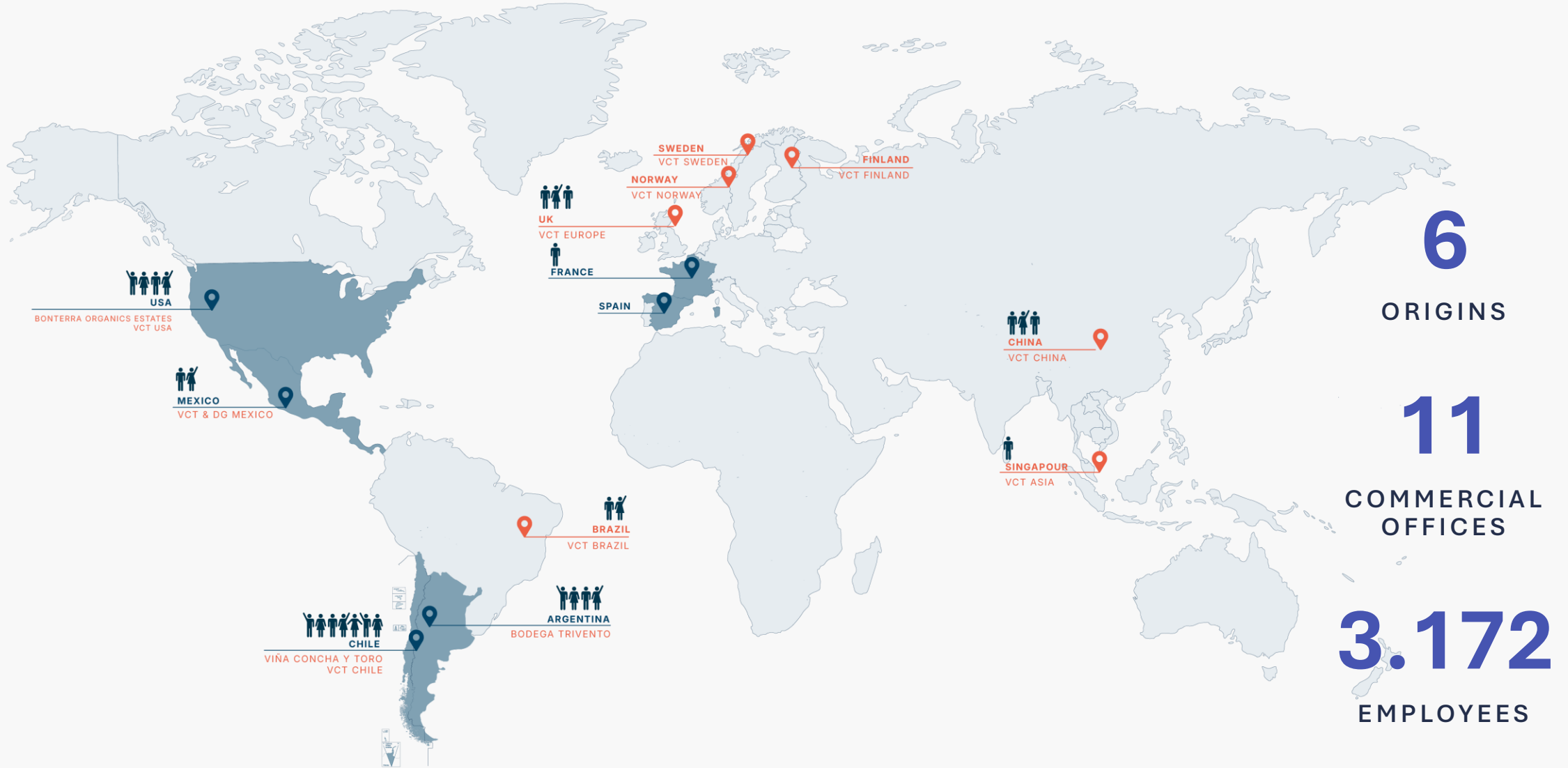
This achievement showcases the quality of our wines and our ability to create strong, global brands.



3.2

INTERNATIONAL
PRESENCE

Global Presence

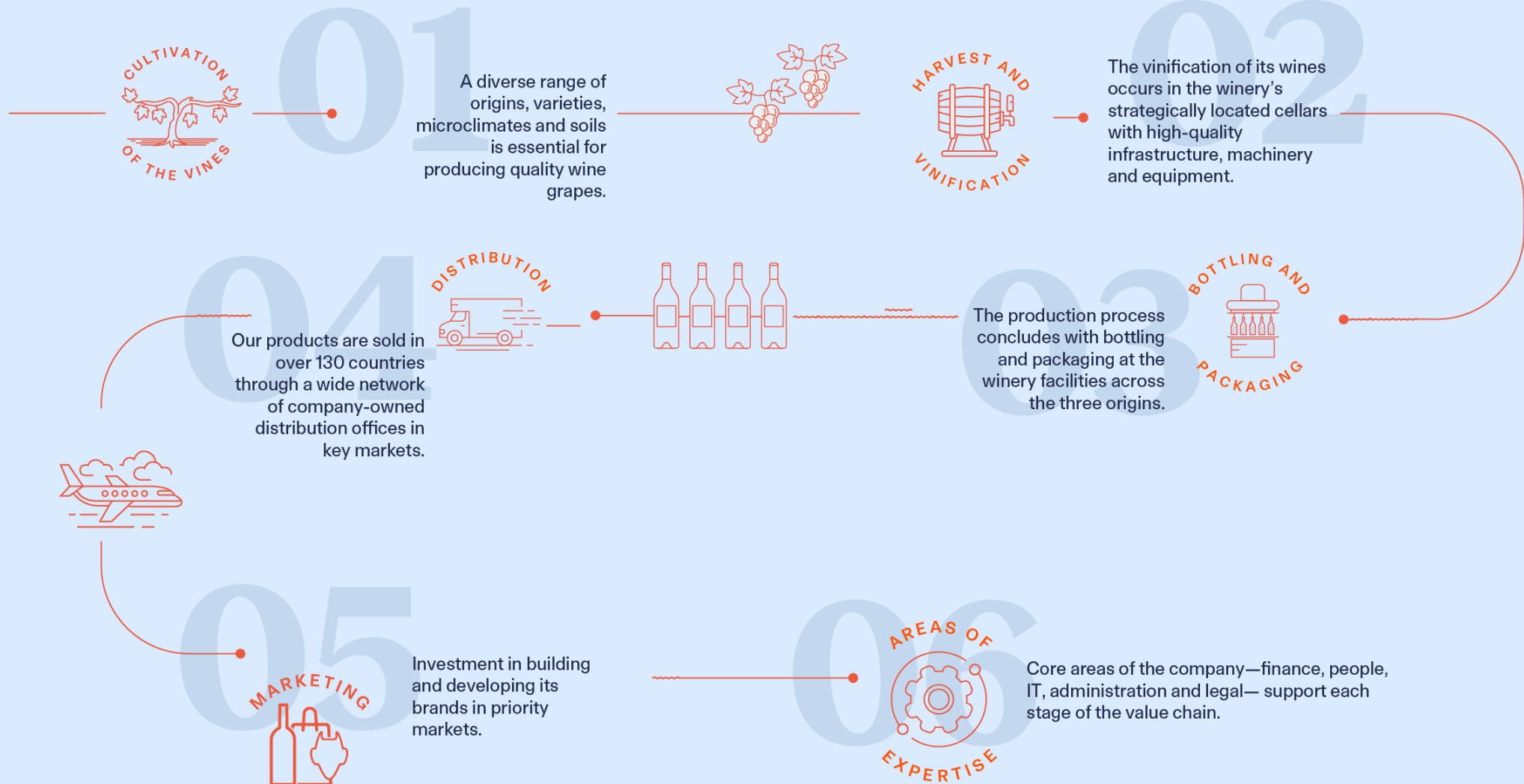




3.3

BUSINESS MODEL

Value Chain





3.4

SUSTAINABLE LEADERSHIP

SUSTAINABILITY

We aim to be leaders in building a better, resilient, and regenerative future for people and the planet.

We strive to get better at everything we do in order to give more back to the Earth and people than we have received.

Corporate Sustainability Strategy
Uncork a Better Future®



CLIMATE CHANGE

We aim to reduce our CO₂e emissions by applying climate science.



We are on track to Achieve net-zero Emissions by 2040.



35% reduction in carbon emissions over the past five years.

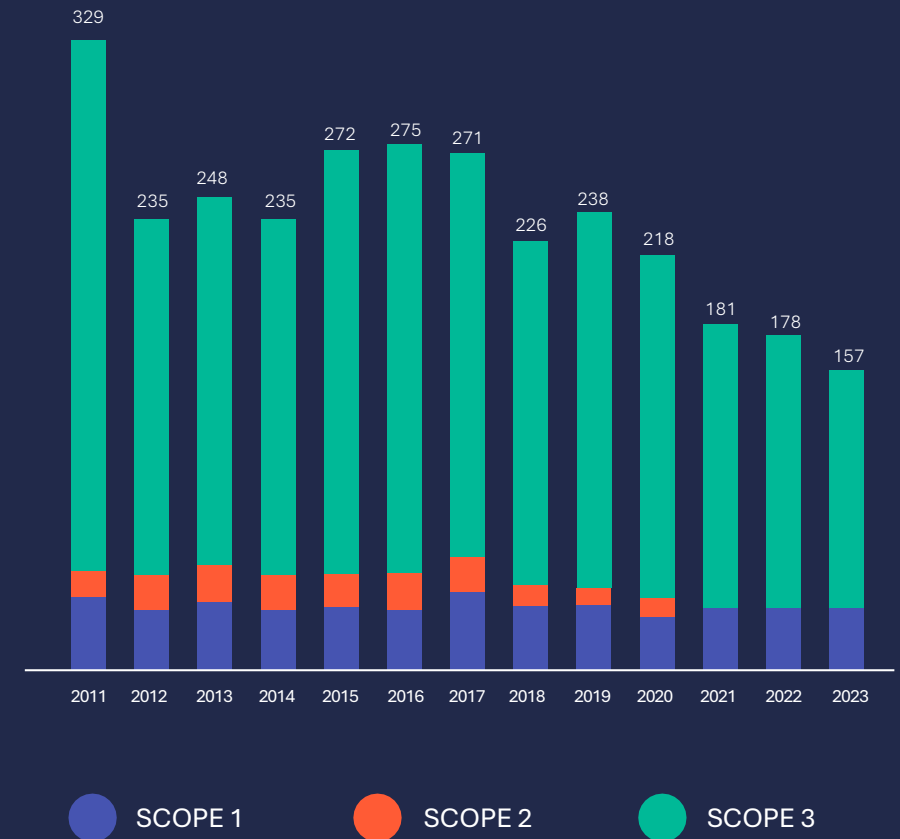
CARBON FOOTPRINT

We reached our 2025
total emissions
targets in 2021.

Our climate goals are four years
ahead of schedule.

WE ARE SPEEDING UP DECARBONISATION.

CARBON FOOTPRINT 2011-2023
(THOUSANDS OF TCO2E)



BIODIVERSITY

We protect over
4,200 hectares of native
forest and more than 500
species of flora and fauna.



Over 25,000 trees have been planted on our land since 2021.



100% of native forests are certified under internationally recognized sustainable forest management practices.

0.4

Our protection rate
(hectares of native forest)

REGENERATIVE PRACTICES

We are transforming our agriculture through regenerative practices in the vineyards.



of the vineyards
used cover crops



By 2025, we expect 100% of vineyards in Chile to adopt regenerative practices for soil, flora and fauna.



Bonterra is the largest winery in the US to earn Regenerative Organic Certification (ROC™).



3.5
INNOVATION BASE
ON SCIENCE

Innovating to Trascend

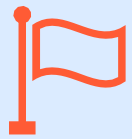
For Viña Concha y Toro, innovation is a central pillar of its business model. We cannot innovate without world-class research, technical knowledge, and excellent human talent.

Today with the challenges we face, we must adapt, we must evolve and our industry cannot do so without innovating.



CENTER FOR
RESEARCH
AND INNOVATION
VIÑA CONCHA Y TORO

Center for Research and Innovation *at a glance*



Founded in
2014



US\$ 3.3M
Annual investment
in R&D



+10
Strategic alliances



5 Programs
of research



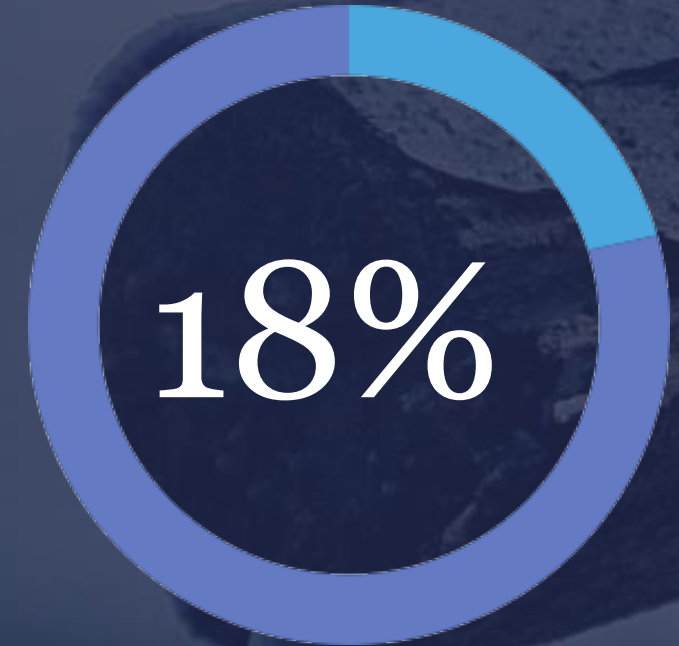
40
Researches



12
Phds

WATER SAVING

An app developed by the CRI enables us to collect data on grapevine evapotranspiration, soil moisture, and weather forecasts to know when and how much to irrigate.



of water saved through
various techniques

PRECISION ANALYSIS

Smart Winery and Smart Agro, digital platforms to monitor key parameters and improve decision-making.



These platforms provide information in real time and offer satellite-based solutions to forecast harvest volume.



Also, the use of micro weather stations to predict grape quality, among other factors.

04

GROWTH VISION



The business strategy aims for sustained growth based on its competitive advantages.





Production Model

- Guarantee the production and crafting of quality wines through an excellent agricultural and winemaking model.
- Build an innovative, cost-effective supply chain that satisfies customer expectations.
- Strengthen and create value in all strategic partner relationships.



Brands

- Develop and strengthen premium brands that drive global growth, focusing on deep consumer insights and market understanding.
- Maintain the position and market share of non-premium brands.
- Streamline and unify a portfolio of multi-origin brands (Chile, Argentina, USA) with clear, strategic positioning.



Market

- Maintain the competitiveness and leadership of our distribution and global reach.
- Build and sustain strong relationships with key customers and distributors.
- Focus the commercial strategy on priority markets.



Key Enablers

- Foster a workplace that encourages the growth of individuals and teams dedicated to new challenges, emphasizing results and collaborative attitudes.
- Ensure support areas are world-class, integrated and focused on management excellence.
- Develop processes for systematic, effective and agile decision-making.
- Have access to information and tools to support strategic decision-making.
- Foster a culture that encourages collaboration, openness to change, agility, and respect.

Growth trends in the industry



LOW-ALCOHOL AND
NON-ALCOHOLIC



EXPERIENCES AND
EXPERIMENTATION



SIMPLICITY AND
SWEETNESS



FRESHNESS, WHITE
AND ROSÉ WINES



PREMIUMISATION



POCKET
ECONOMY

Innovation at Casillero del Diablo

SOURCES OF GROWTH FOR VIÑA CONCHA Y TORO



Innovation in other brands

SOURCES OF GROWTH FOR VIÑA CONCHA Y TORO



Innovation at Bonterra

SOURCES OF GROWTH FOR VIÑA CONCHA Y TORO

**BOURBON
BARREL - AGED**

**HIGH
ALC 16.5%**



**NON-BOURBON BARREL-
AGED (RE-LAUNCH)**

**BRINGING THE BONTERRA BRAND
TO YOUNG CONSUMERS**



Centro del Vino Concha y Toro

SOURCES OF GROWTH FOR VIÑA CONCHA Y TORO





CT
CONCHA Y TORO
DESDE 1883


VIÑA DON MELCHOR

A.
VIÑA AMELIA
LIMARÍ - CHILE

Cono Sur
VINETARDS & WINERY

VIÑA MAIPO

Barru
Pájaro de
Bohadiú
Almariva
Viña
Concha
y Toro

BODEGA
TRIVENTO
ARGENTINA

BONTERRA
ORGANIC ESTATES.

MAISON
MIRABEAU