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Results  
Presentation

VIÑA CONCHA Y TORO  
— FAMILY OF WINERIES —

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1Q26 Results

Oswaldo Solar – CFO

# 01

## Summary

Oswaldo Solar – CFO

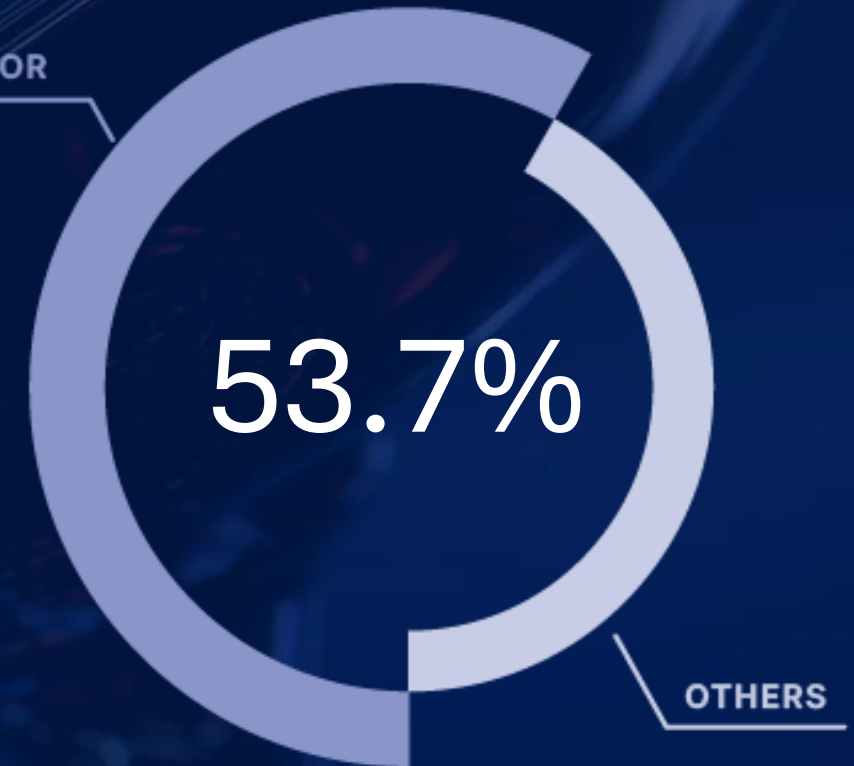
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Viña Concha y Toro delivered a quarter of disciplined execution, focused on profitability and value.

The Company made decisive progress in premiumization and portfolio rationalization, reaching a 53.7% mix of Premium and Superior wines, alongside improvements in pricing in local currency and greater efficiencies in costs and expenses.

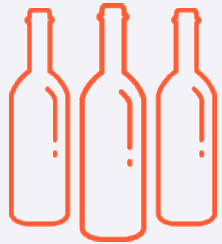
PREMIUM  
AND SUPERIOR



OTHERS

# 1Q26 vs 1Q25 Summary

## WINE SALES



**(7.9%)**

up to **CLP\$ 178,000 M**  
(-7.8% consolidated sales)

## PREMIUMIZATION



**58.1%**

Wine Mix Portfolio P+I  
**+160 bp**

( **53.7%** Total Mix Portfolio P+I  
**+140 bp** )

## GROSS MARGIN

**38.8%**

(+20 bp)

Gross Profit reached  
**CLP\$ 74,730 M** (-7.3%)

## EBITDA MARGIN

**12.3%**

(-240 bp)

EBITDA reached  
**CLP\$ 23,758 M** (-22.9%)

## NET MARGIN

**4.6%**

(-200 bp)

Net Income reached  
**CLP\$ 8,779 M** (-36.3%)

# 02

## 1Q26 Sales Analysis

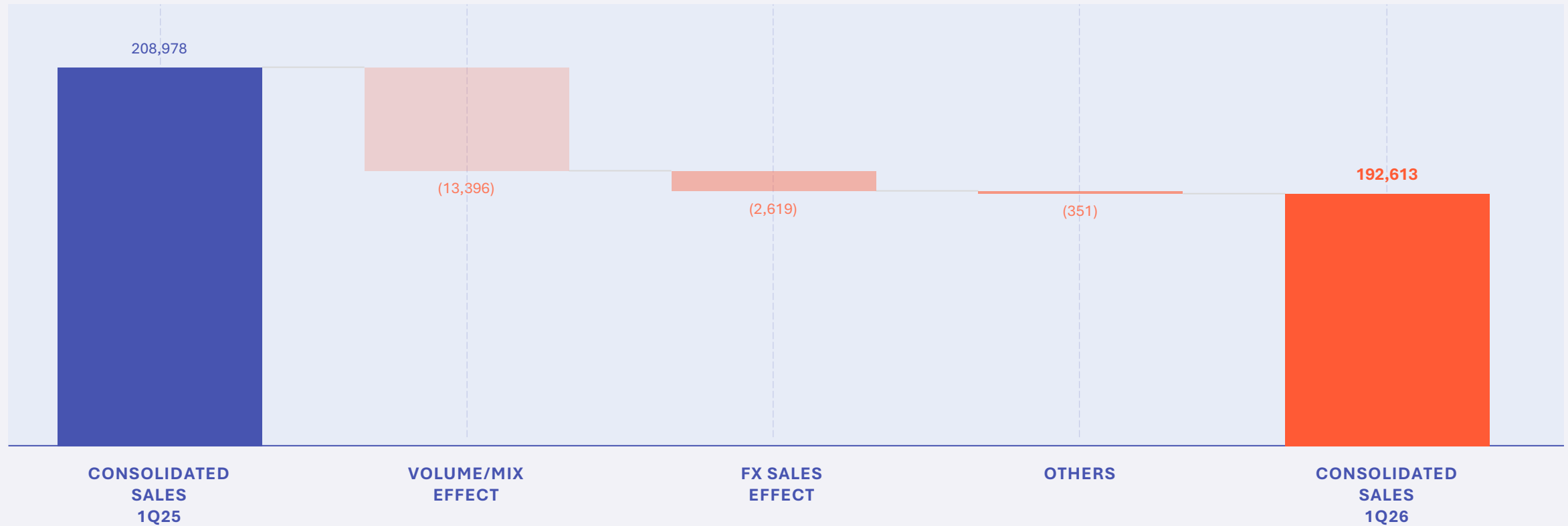
Daniela Lama – Head of IR

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# 7.8% drop in Consolidated Sales vs 1Q25

EXPLAINED BY VOLUME/MIX AND EXCHANGE RATE (FX) EFFECT

(MILLIONS OF CLP\$)



# Sales per Volume – Only Wine

## QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



(6.8%)  
VAR vs 1Q25

### 1Q26 CONCLUSIONS:

- +0.2% in Premium and Superior segments
- -11.1% in Varietal and Inferior segments

# Sales per Volume – Premium and Superior segments

## QUARTERLY DEVELOPMENT

(THOUSANDS OF 9LC)



**+0.2%**  
VAR vs 1Q25

# Sales per Value – Only Wine

## QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



(7.9%)  
VAR vs 1Q25

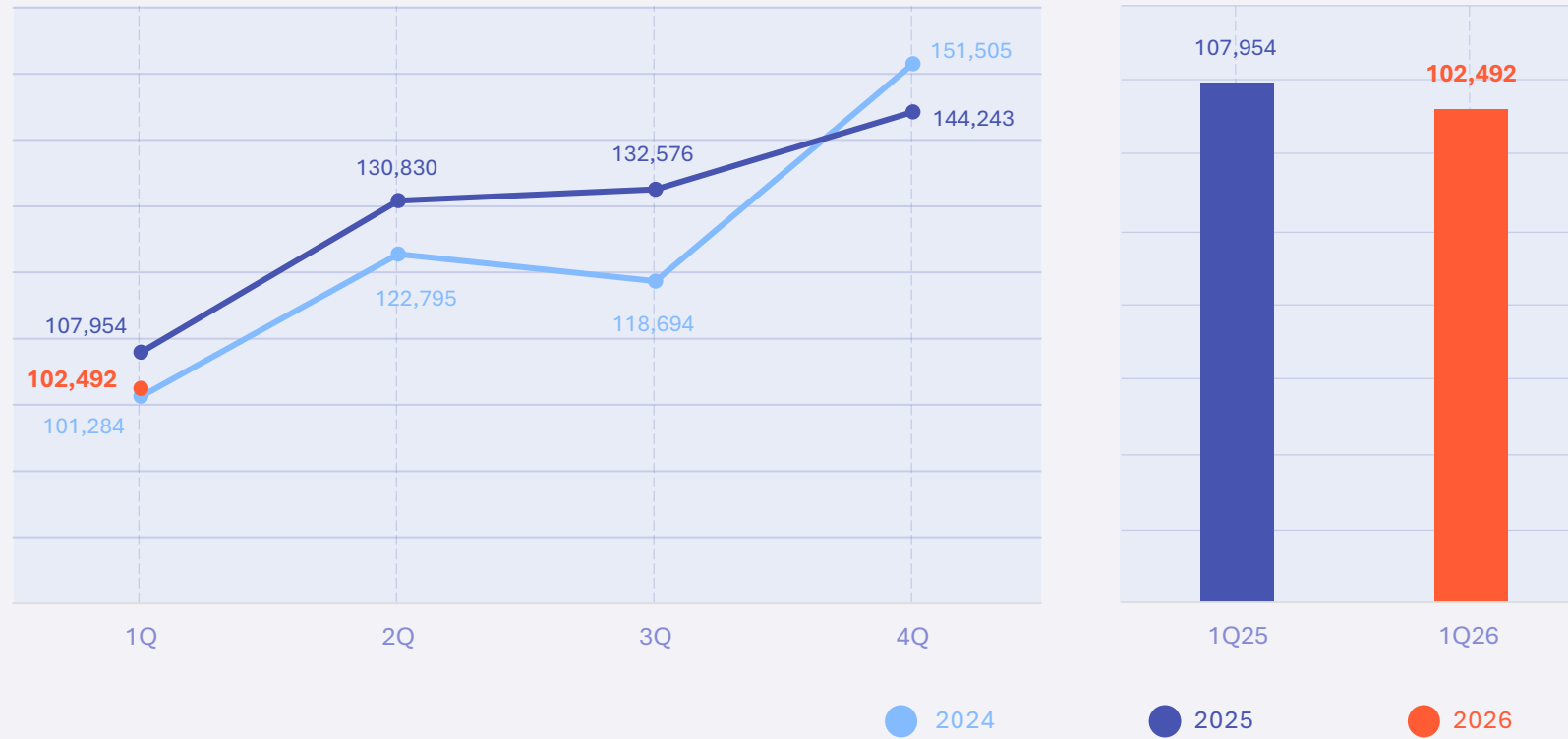
### 1Q26 CONCLUSIONS:

- -5.1% in Premium and Superior segments
- -11.6% in Varietal and Inferior segments

# Sales per Value – Premium and Superior segments

## QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



(5.1%)

VAR vs 1Q25

# Quarterly performance by Region

## ONLY WINE

VAR % VALUE	1Q25	2Q25	3Q25	4Q25	1Q26
EUROPE	(0.3%)	8.1%	10.9%	(1.1%)	(2.1%)
AMERICA (EX-EE.UU.)	(4.1%)	5.9%	20.4%	5.5%	4.8%
US	8.7%	(8.8%)	14.3%	(14.2%)	(32.2%)
CHILE	3.8%	4.5%	2.5%	0.3%	(1.5%)
ASIA, AFRICA, OTHERS	(0.7%)	3.3%	(13.4%)	(13.5%)	(24.0%)

THE TOP 5 COUNTRIES  
REPRESENT

# 75.1%

OF WINE VALUE  
AS OF 1Q26

### 1Q26 COMMENTS:

- Brazil and Mexico with growth in sales in both value and volume.
- Of the twenty main wine sales markets, 6 grew at rates above 10%, 5 at rates between 0% and 10%, and 9 declined, the most significant being the U.S., UK, Japan, and the Netherlands.

# Quarterly performance by Main Brand Groups

## ONLY WINE

VAR % VOLUME	1Q25	2Q25	3Q25	4Q25	1Q26
CASILLERO DEL DIABLO UNIVERSE*	7.8%	2.2%	6.7%	(0.9%)	0.2%
TRIVENTO**	3.1%	(5.2%)	2.1%	(2.3%)	(1.9%)
BONTERRA**	21.4%	10.0%	3.0%	(19.5%)	(9.8%)
CONO SUR***	(19.6%)	5.4%	0.1%	0.5%	(2.7%)
FRONTERA	(13.2%)	(3.8%)	(4.2%)	(2.9%)	(25.5%)
RESERVADO	19.9%	8.8%	16.9%	11.0%	1.4%

MAJOR BRANDS  
REPRESENT

# 72.6%

OF WINE VOLUME  
AS OF 1Q26

### 1Q26 COMMENTS:

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

(\*): Includes Casillero del Diablo brands + line extensions + Diablo.

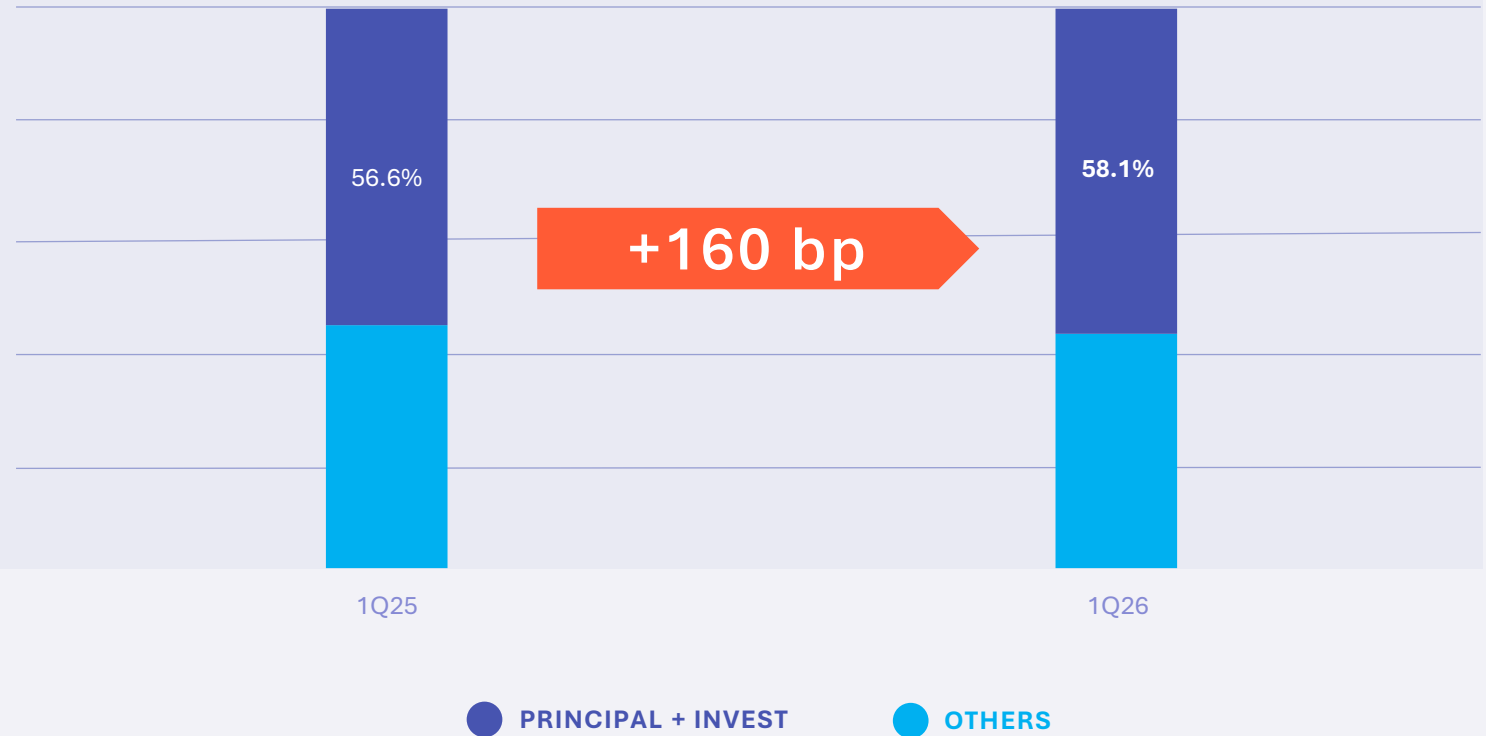
(\*\*): For Trivento and Bonterra, line extensions are also included.

(\*\*\*): For Cono Sur, the entire Cono Sur origin is included.

# 1Q26 Mix Premium

ONLY WINE

**+160 bp in mix**  
**principal + invest**  
*(only wine)*



# 03

## 1Q26 Results

Oswaldo Solar – CFO

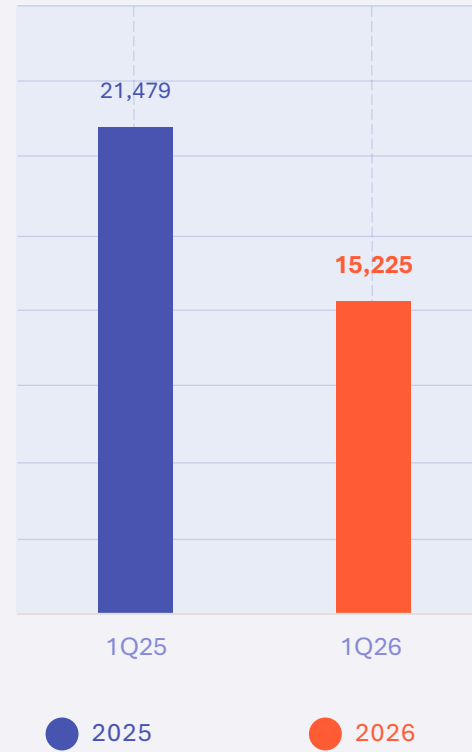
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# Operational Result (EBIT)

## QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)

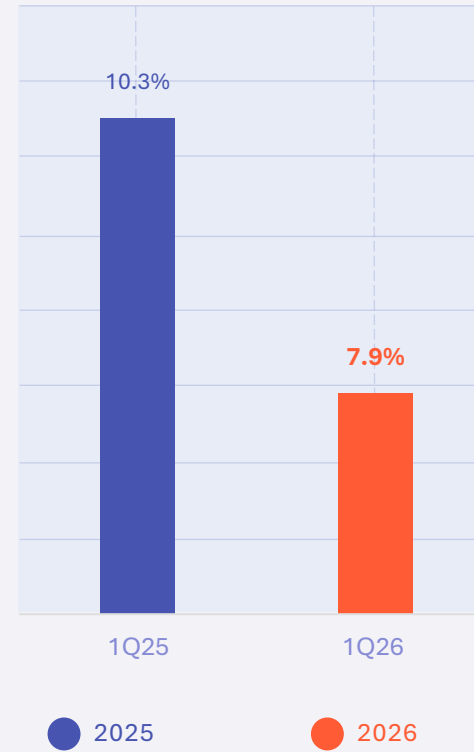


(29.1%)

VAR vs 1Q25

# EBIT Margin

## QUARTERLY DEVELOPMENT



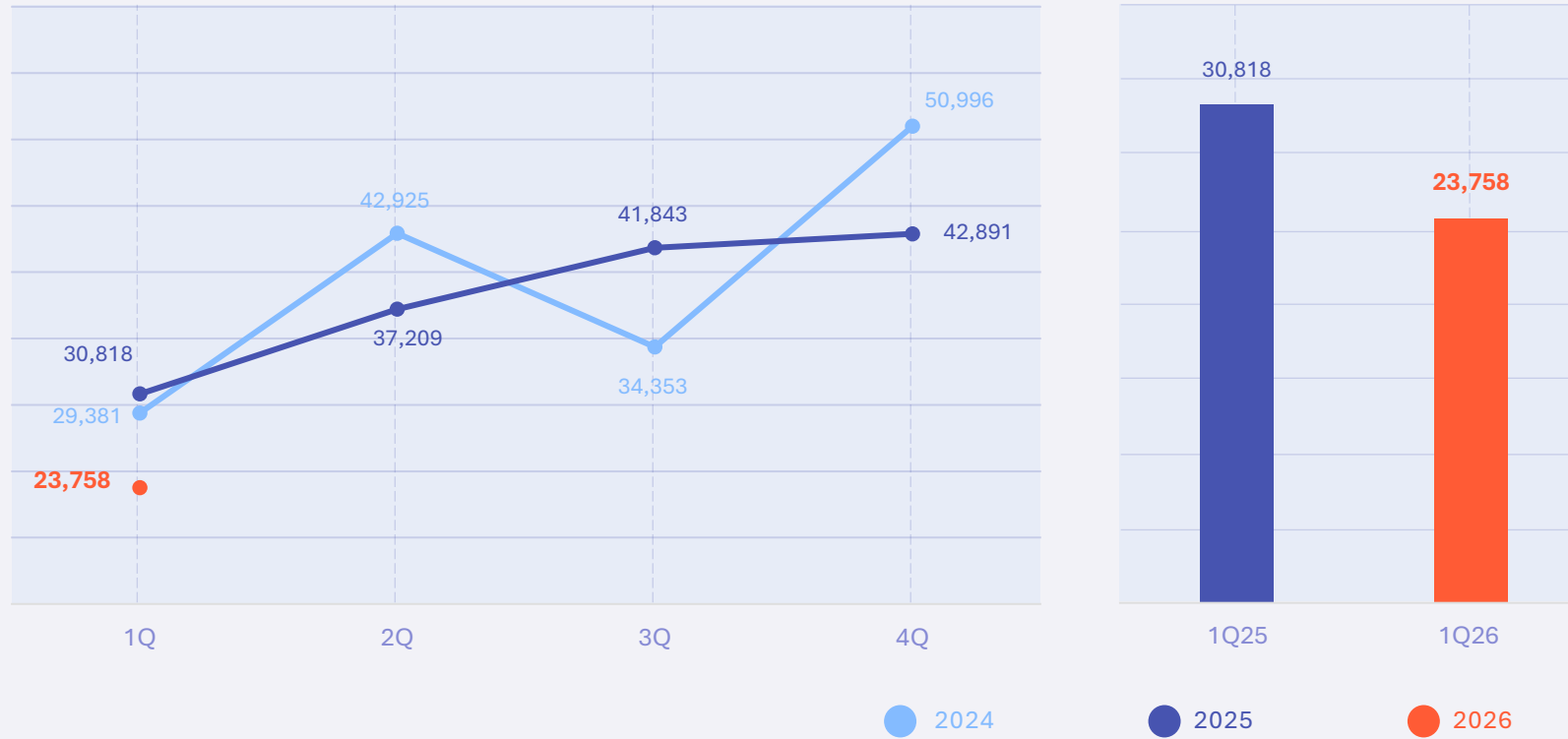
(240 bp)

VAR vs 1Q25

# EBITDA

## QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)

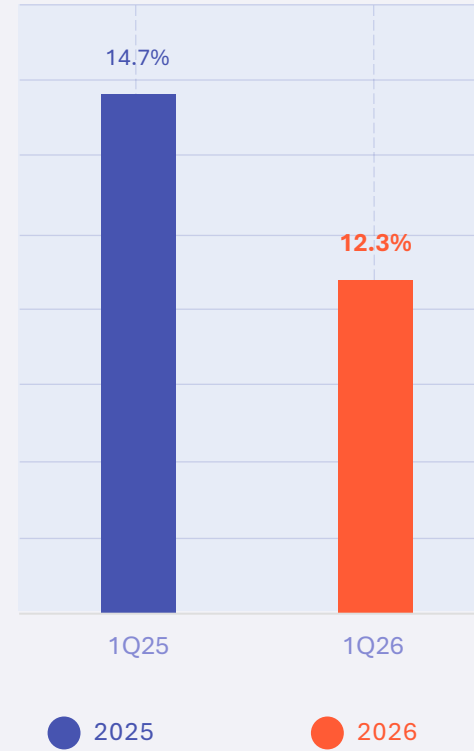


(22.9%)  
VAR vs 1Q25

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

# EBITDA Margin

## QUARTERLY DEVELOPMENT

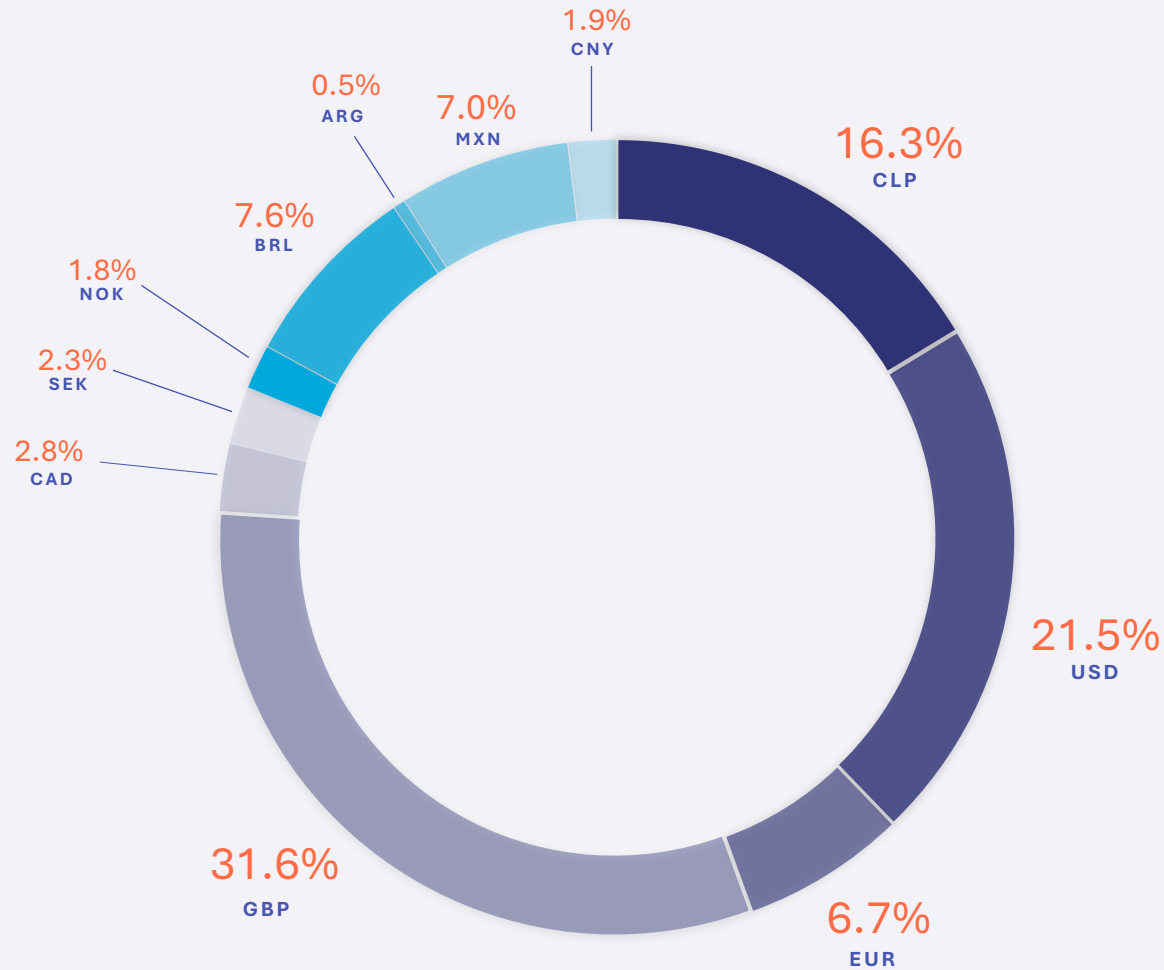


(240 bp)

VAR vs 1Q25

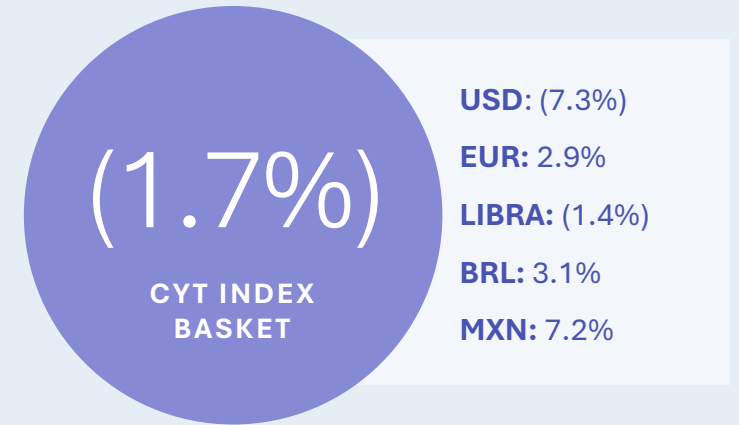
# Currency diversification

1Q26



## EXCHANGE RATE VARIATION

1Q26 vs 1Q25



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

Thanks to currency diversification, revenue decreased only 1.7% compared to a single currency (USD) (-7.9%):

Effect of **CLP\$9,701 million** on net income.  
(Current basket CLP\$-2,751 million vs single currency USD\$-12,452 million)

# Non-operating Result

1Q26

(MILLIONS OF CLP\$)	1Q26	1Q25	VAR (\$)	VAR (%)
NET FINANCIAL EXPENSE (*)	(3,864)	(3,775)	(89)	2.4%
EXCHANGE DIFFERENCE	488	(135)	623	(460.4%)
<b>NON OPERATING RESULT (**)</b>	<b>(3,376)</b>	<b>(3,910)</b>	<b>534</b>	<b>(13.6%)</b>
AFFILIATED COMPANIES	(104)	(420)	316	(75.2%)

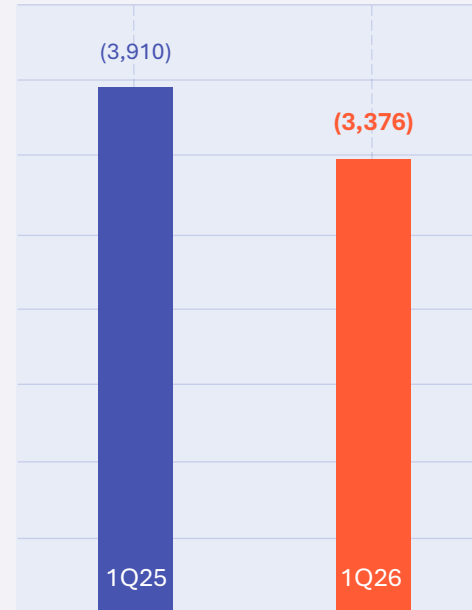
(\*) Net Financial expense = Financial income, Financial Costs and Results by readjustment units.

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

# Non-operating Result\*\*

## QUARTERLY DEVELOPMENT

(MILLIONS OF CLP\$)



● 2024

● 2025

● 2026

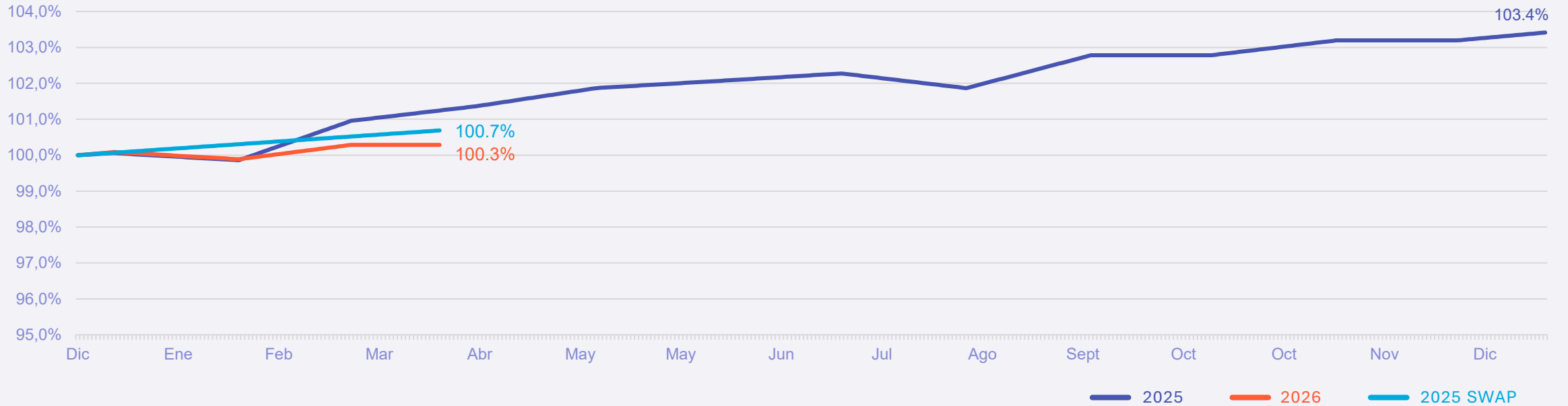
(13.6%)

VAR vs 1Q25

(\*\*) Does not consider affiliated companies.

# Positive perspectives for NON-OPERATING RESULT

Accumulated Inflation 2026 v/s 2025



**BENEFITS:**

Inflation set in 1Q26:  
**2,82% annualized vs 1,17% real**

Recognized loss:  
**CLP\$ 855 M**

**NEXT MONTHS:**

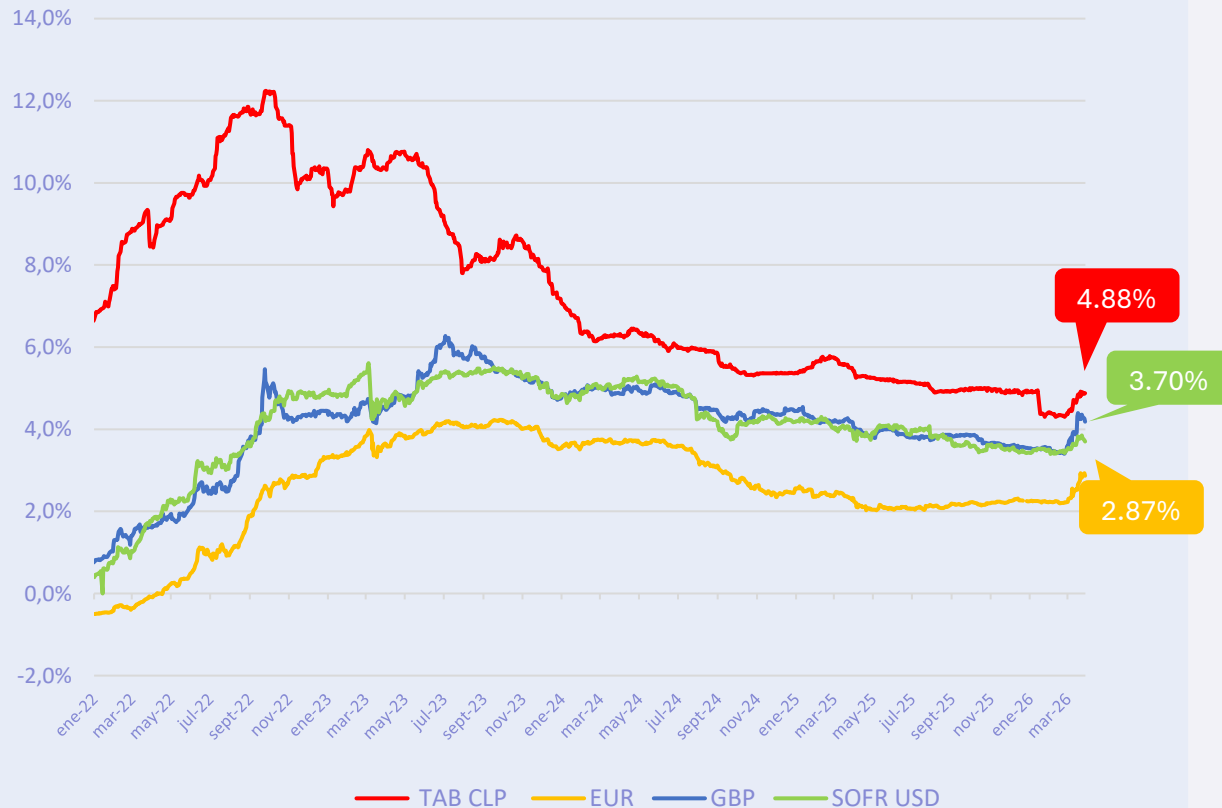
As of March, **100%** of the bonds are covered:

- **UF 5,25 M** in CLP (inflation set at **2,82%**)
- **UF 1,75 M** in USD (inflation set at **4,78%**)

UF (Unidad de Fomento) = Inflation-indexed unit of account

# Positive perspectives for NON-OPERATING RESULT

## 01. SHORT-TERM BASE INTEREST RATE



## 02. DEBT AMOUNT

Reduction of **CLP\$ 12,599 M** in Net Financial Debt (March 2026 vs December 2025).

## 03. EXCHANGE RATE

Hedge liabilities with the company's assets.

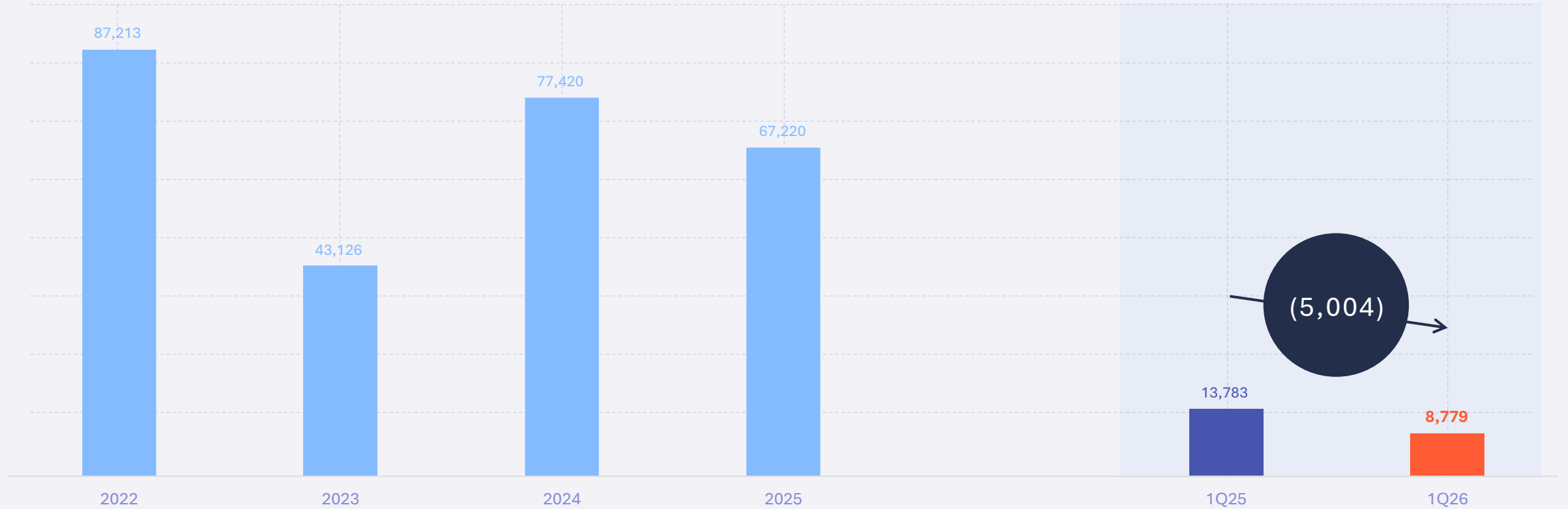
# Net Financial Debt

OF THE COMPANY (MILLIONS OF CLP\$)



# Net Profit

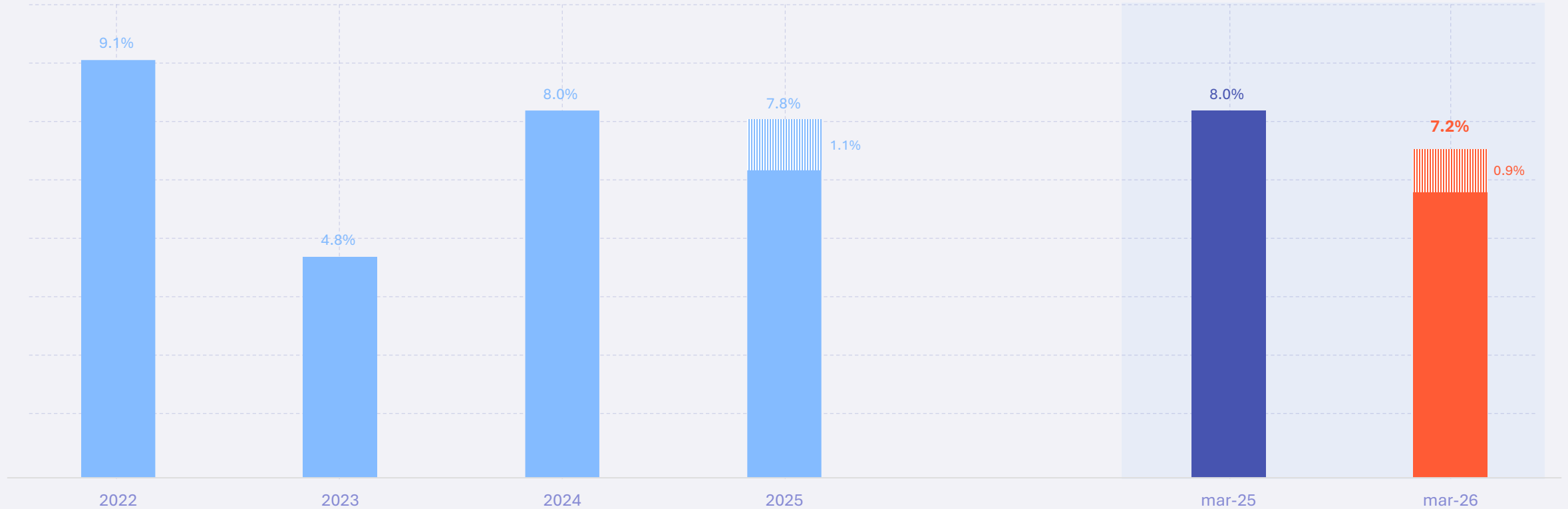
OF THE COMPANY (MILLIONS OF CLP\$)



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

# Return on Invested Capital

ROIC (%)



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

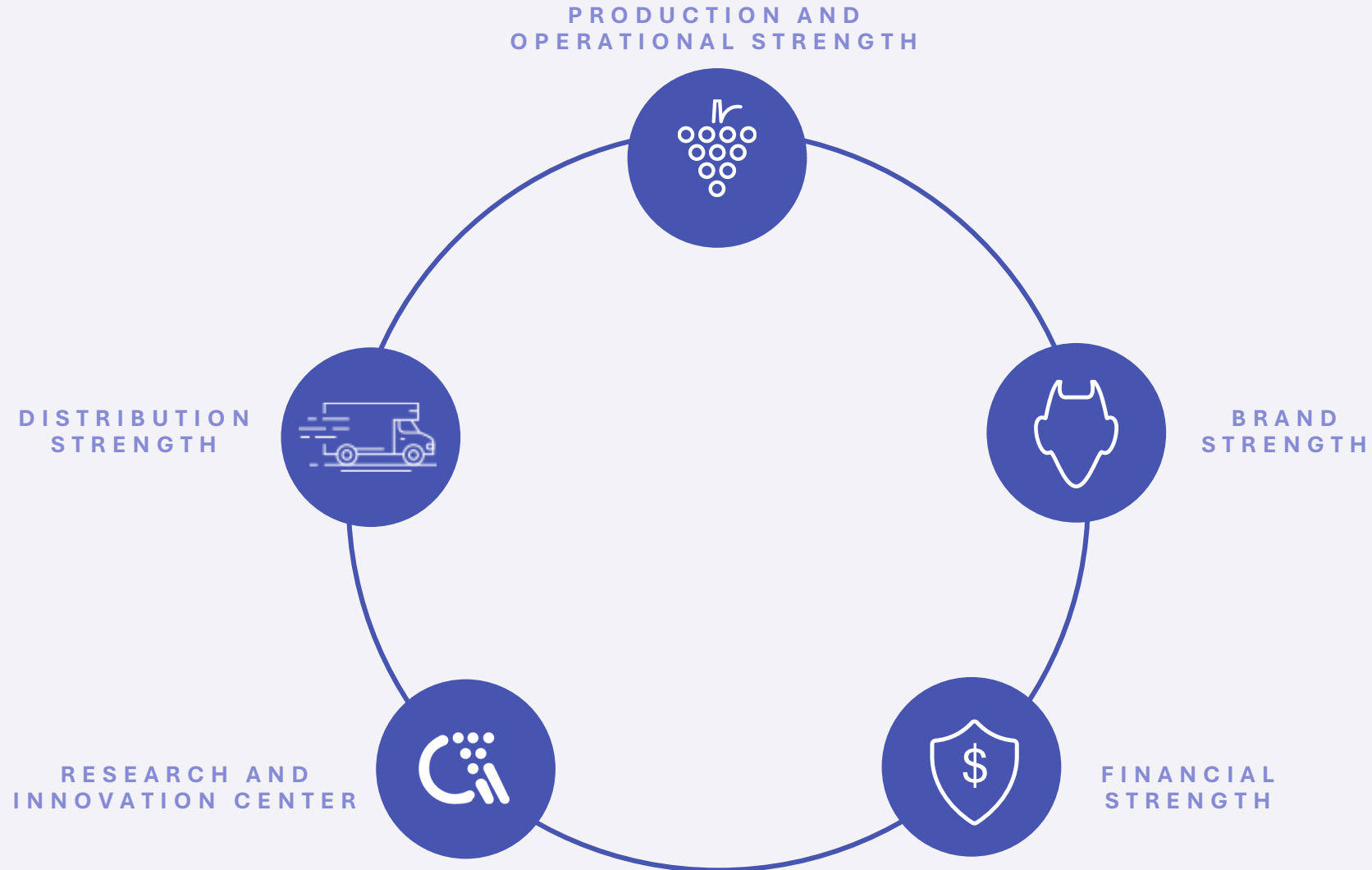
\* Income Statement corresponds to the 12 moving months.

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

**2025\* +1,1%: WITHOUT EXTRAORDINARY WRITE-OFFS**

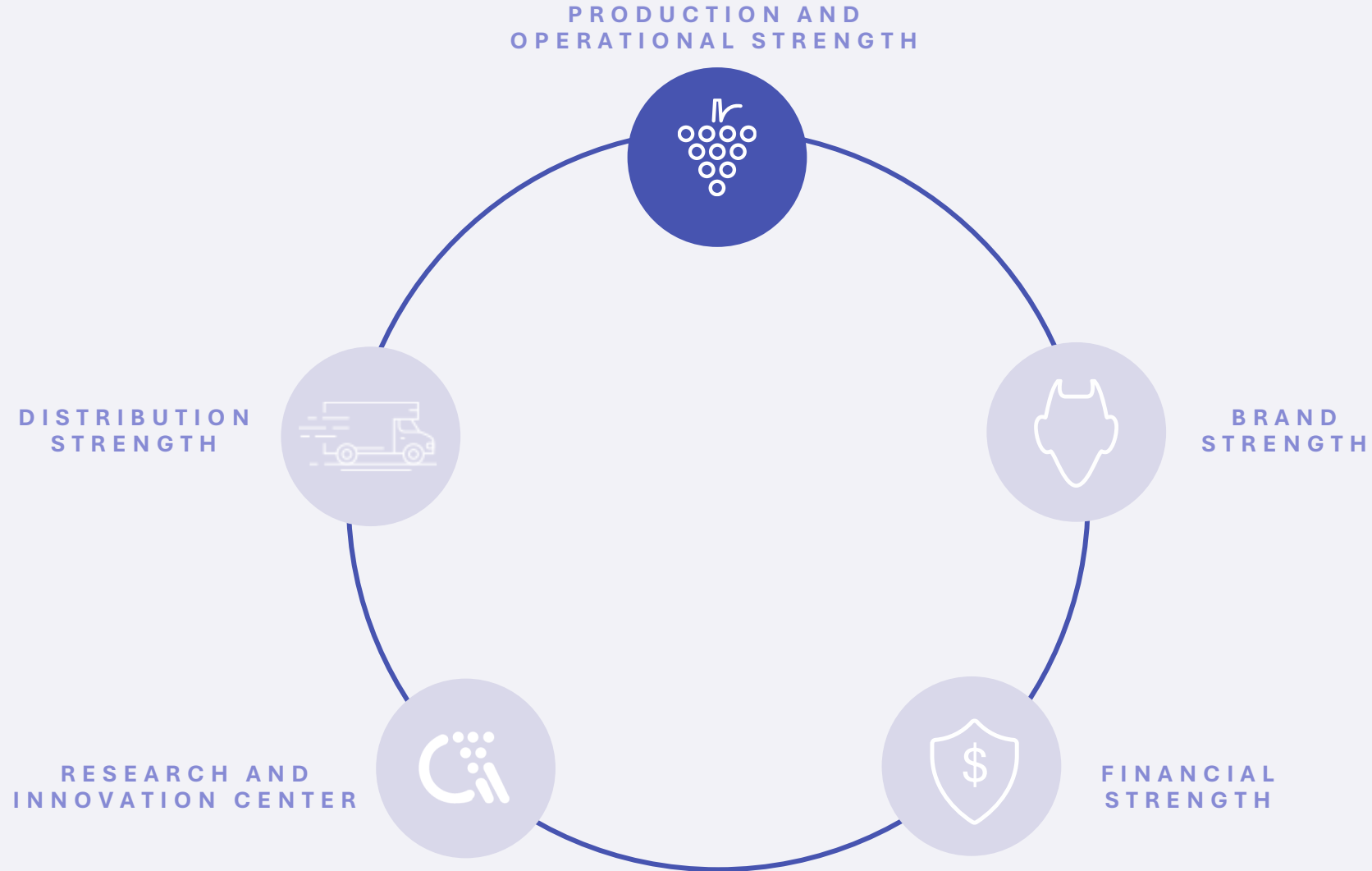
# Growth Fundamentals

## BUSINESS MODEL



# Growth Fundamentals

## BUSINESS MODEL



# Growth Fundamentals

PRODUCTION AND OPERATIONAL STRENGTH

10,655  
CHILE

1,520  
ARGENTINA

266  
EE.UU.

+12,000  
TOTAL HECTARES  
PLANTED



# Growth Fundamentals

PRODUCTION AND OPERATIONAL STRENGTH

SAVINGS BY 2027



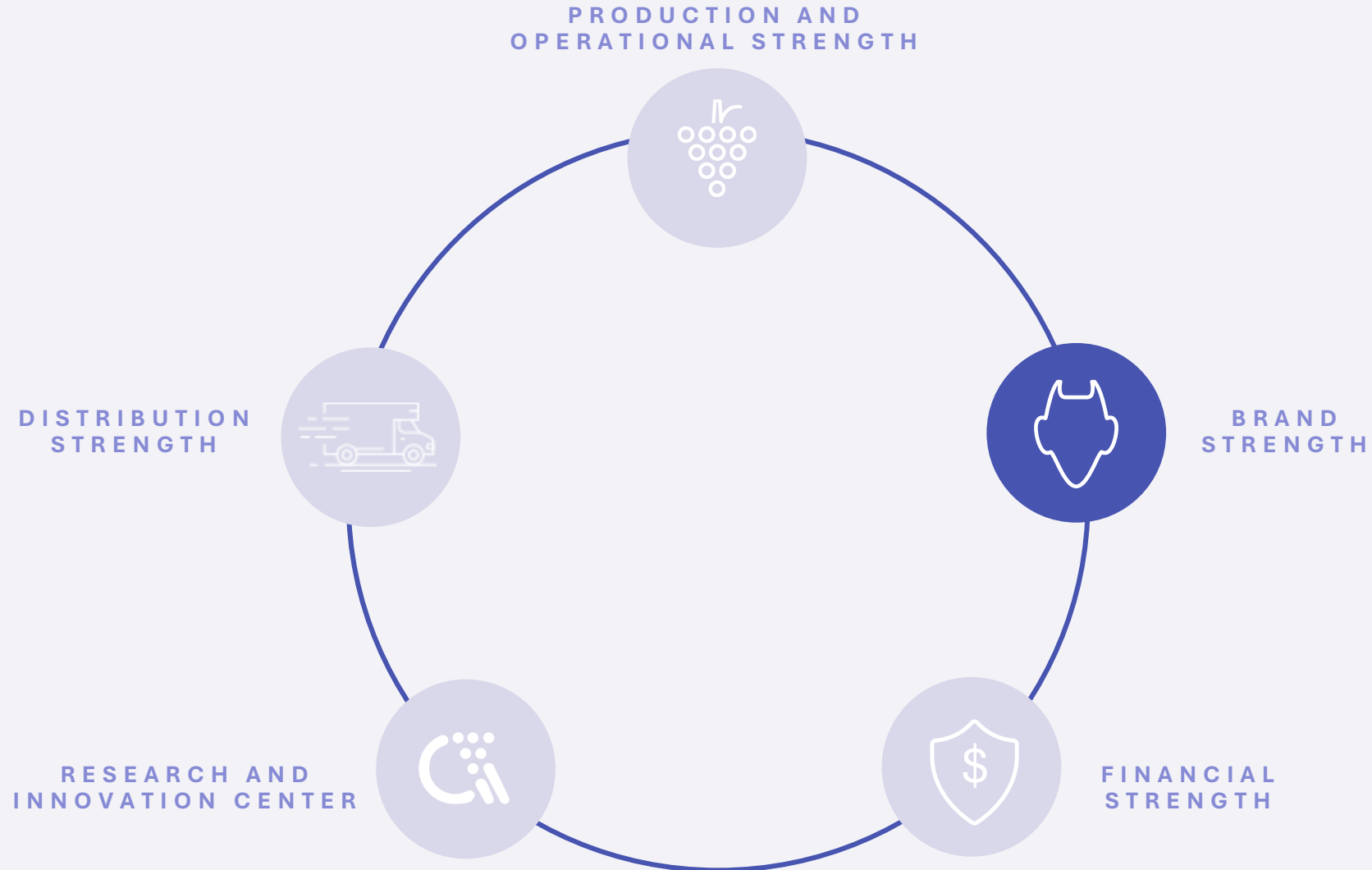
\$ **CLP \$ 5.000 M**  
VCT Chile

\$ **CLP \$ 7.000 M**  
Cono Sur

\$ **CLP \$ 16.000 M**  
Concha y Toro

# Growth Fundamentals

## BUSINESS MODEL



# Growth Fundamentals

## BRAND STRENGTH



**CdD UNIVERSE**

The second most powerful wine brand in the world (2018-2024).

**TRIVENTO**

The best-selling Argentine brand in the world.



**N.1 WINE SPECTATOR**

Don Melchor, the world's No.1 wine according to Wine Spectator, 2021 vintage.

**BONTERRA**

Bonterra is the best-selling organic wine brand in the US.



# Growth Fundamentals

## BRAND STRENGTH – INNOVATIONS



# Growth Fundamentals

BRAND STRENGTH – ENHANCING WHITE AND ROSÉ VARIETIES



# Growth Fundamentals

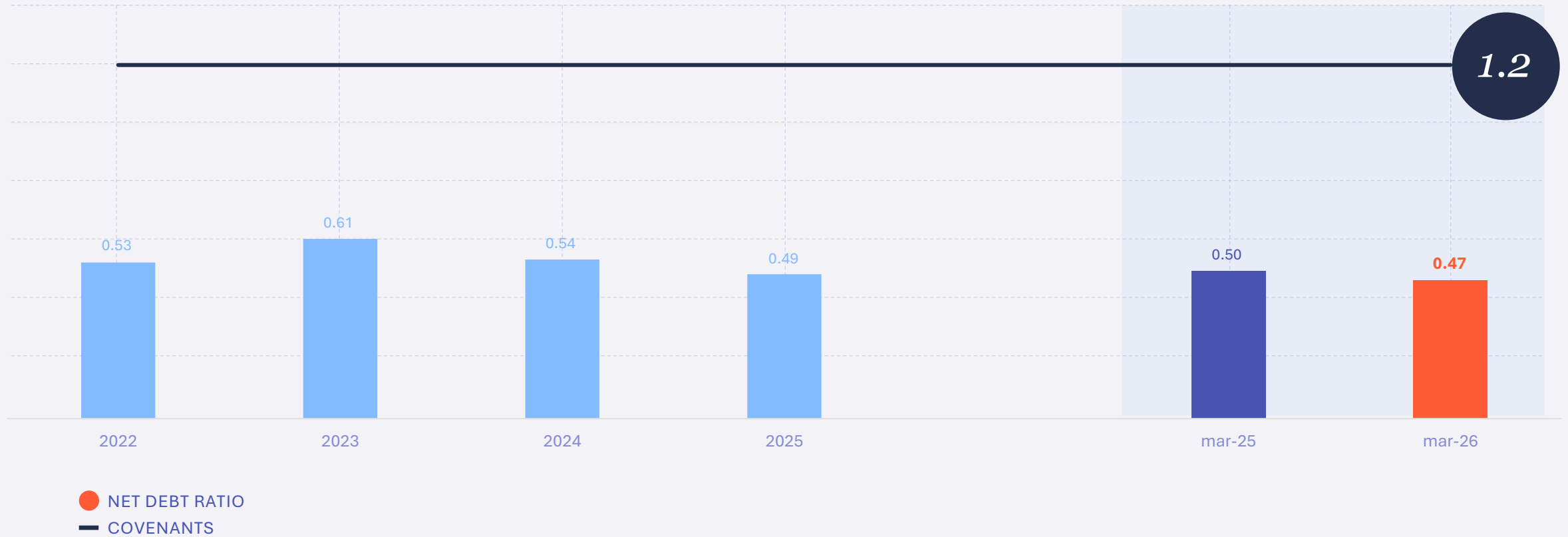
## BUSINESS MODEL



# Low Level of Indebtedness

RELATIVE TO THE SIZE OF EQUITY

## FINANCIAL STRENGTH

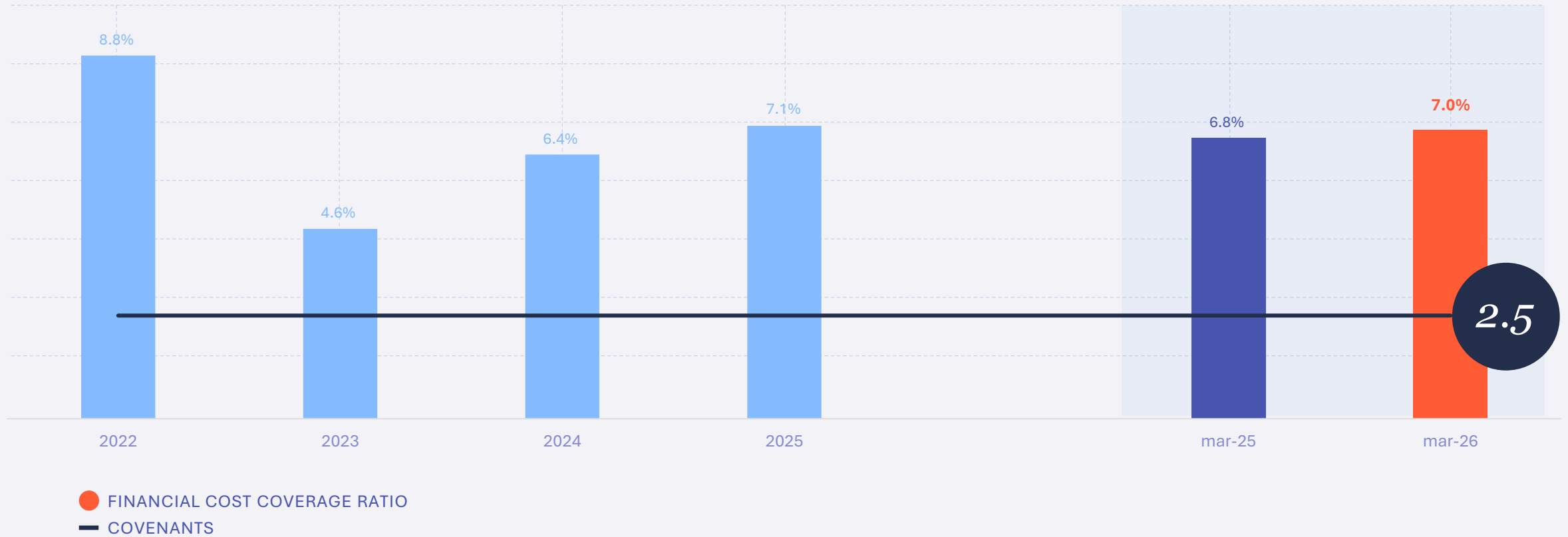


Net Debt Ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

# Coverage of Financial Expenses

AS OF MARCH 2026

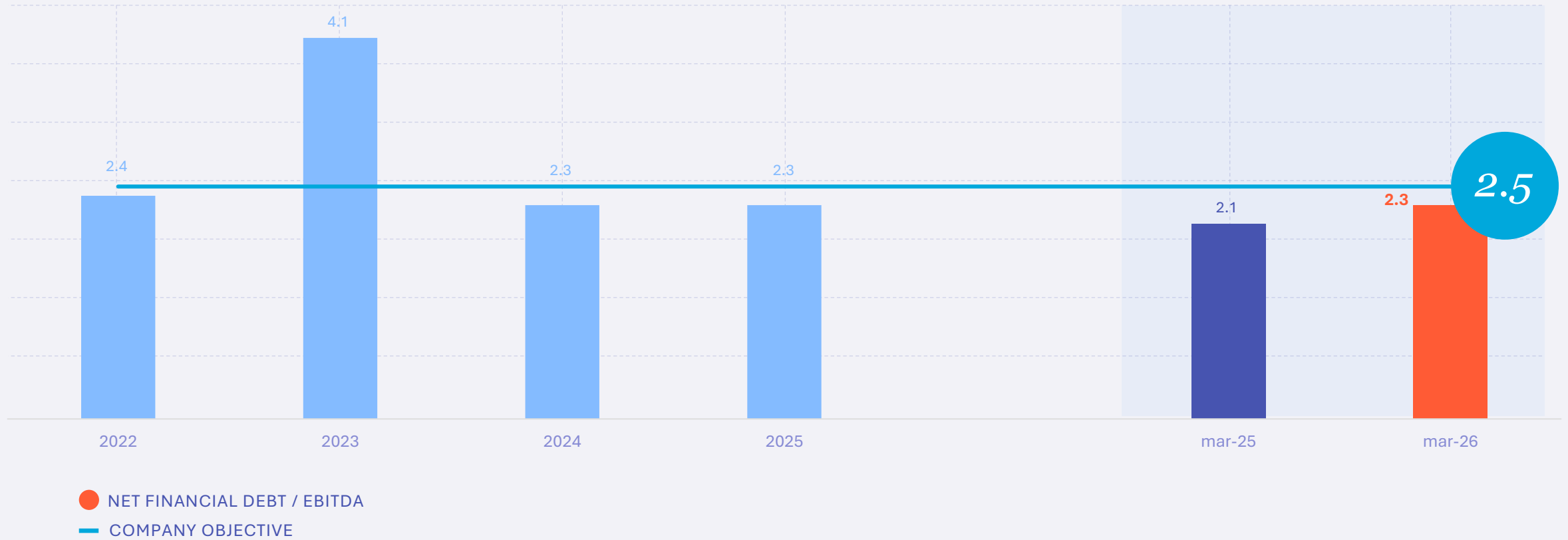
## FINANCIAL STRENGTH



(\* **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.

# Growth Fundamentals

## BUSINESS MODEL



# Growth Fundamentals

RESEARCH AND INNOVATION CENTER



Founded in the year

**2014**



**US\$ 3.3M**

Annual investment  
in R&D



**+10**

Strategic alliances



**5** Pillar research  
programs



**40**  
Researchers



**12**  
Total Phds

# Growth Fundamentals

## BUSINESS MODEL



# Growth Fundamentals

## STRENGTH OF OWN DISTRIBUTION



## Market Share Ranking – Chile origin

MARKET	MARKET TYPE	LITERS PER ADULT PER CAPITA (*) (SOURCE: IWSR)	MARKET SHARE RANKING VOLUME (**) (SOURCE: IWSR)
UK	MATURE	16.0	1st
US	MATURE	9.6	1st
CHILE	MATURE	11.5	2nd
BRAZIL	DEVELOPING	2.1	1st
MEXICO	DEVELOPING	0.8	1st
CANADA	MATURE	11.3	1st
JAPAN	MATURE	2.8	2nd
SWEDEN	MATURE	21.5	1st
CHINA	DEVELOPING	0.3	1st
NETHERLANDS	MATURE	18.5	1st
IRELAND	MATURE	17.2	2nd
NORWAY	MATURE	15.0	1st
FINLAND	MATURE	10.5	1st
POLAND	DEVELOPING	3.7	1st
SOUTH KOREA	DEVELOPING	0.9	1st
COSTA RICA	DEVELOPING	1.8	1st
PERU	DEVELOPING	1.9	1st
PANAMA	DEVELOPING	1.4	1st

(\*): Per capita wine consumption for the year 2024.

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

# Non-Financial Results

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## 01. CONTRIBUTION TO COUNTRY IMAGE

Viña Concha y Toro is recognized by **Marca Chile** for its contribution to positioning Chile globally.



## 02. #1 INDUSTRY MERCO ESG

The company was recognized in the **Merco ESG Responsibility** ranking, leading the industry.

**S&P Global**

## 03. SUSTAINABILITY YEARBOOK

Viña Concha y Toro was included for the fifth time in the **2026 Sustainability Yearbook**, the only winery in the world to achieve this recognition.



CT  
CONCHA Y TORO  
DESDE 1883

  
VIÑA DON MELCHOR

A.  
VIÑA AMELIA  
LIMARÍ - CHILE

Cono Sur  
VINEYARDS & WINERY

  
VIÑA MAIPO

Buenos Aires  
Philippe de  
Rothschild  
Vina  
Concha  
y Toro  
Almariva

BODEGA  
TRIVENTO  
ARGENTINA

BONTERRA  
ORGANIC ESTATES.

MAISON  
MIRABEAU