1H 26 Results Presentation

VIÑA CONCHA Y TORO
FAMILY OF WINERIES

Forward-Looking Statements

This document may contain certain forward-looking statements regarding the Company's financial condition, results of operations and business, as well as specific plans and objectives relating to these matters. Forward-looking statements are expressions of the intentions, beliefs or expectations of Viña Concha y Toro and its management regarding the Company's future results. Forward-looking statements inherently involve risk and uncertainty, as they refer to future events and circumstances.

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2Q/1H26 Overview

Osvaldo Solar - CFO

2Q26 - A quarter of disciplined execution, with a focus on profitability and value.

COST EFFICIENCIES

Cost efficiencies amid lower volumes, together with successful management of inflation and FX exposure, enabled gross margin expansion and bottom-line growth.

MARKET RECOVERY

Stronger sales performance across our main markets

POSITIVE OUTLOOK FOR 2H

Lower wine costs and market trends lead us to expect YoY growth in 2H26.

02

Sales

Claudia Cavada – Head of IR

Sales Analysis

% CHANGE VS 2025

2Q26 – Consolidated Sales

CONSOLIDATED SALES	1Q26 VS 1Q25	2Q26 VS 2Q25	1H26 VS 1H25
VOLUME	-7.5%	-2.8%	-5.0%
CLP VALUE	-7.8%	-4.7%	-6.2%
CONSTANT CURRENCY	**-6.1%**	**-2.7%**	**-5.3%**

- Sales and volumes narrowed their declines in 2Q26 vs 1Q26

Sales Analysis

CLP VALUE % CHANGE VS 2025

Markets with Positive Momentum

	1Q26	2Q26	1H26
BRA + MEX + CANADA	+15.4%	+17.7%	16.7%
CHILE	-1.5%	+0.5%	-0.4%
LATAM + AFRICA	-29.3%	-7.8%	-17.6%
U.S.	-32.4%	-13.4%	-23.6%

- Acceleration in high-performing markets, mainly Brazil and Mexico.
- Stabilization in Chile
- Moderation in LatAm (excl. U.S., Mexico, Brazil), Africa and the U.S.

2Q26 Highlights

BRAZIL

21.4%

H1 VAR%

MEXICO

13.7%

H1 VAR%

CANADA

6.3%

H1 VAR%

	Q1 ($)	Q2 ($)	H1 ($)
BRAZIL	19.5%	22.4%	21.4%
MEXICO	14.3%	13.2%	13.7%
CANADA	6.5%	6.1%	6.3%

Sales Analysis

CLP VALUE % CHANGE VS 2025

Softer Markets

	1Q26	2Q26	1H26
EUROPE	-1.4%	-6.8%	-4.3%
ASIA	-21.8%	-29.9%	-26.7%
BEER & SPIRITS	-12.2%	-23.8%	-17.2%

EUROPE

- Heat waves weakened red wine consumption

ASIA

- The yen's appreciation in Japan weighed on consumer purchasing power.
- China and South Korea: weaker consumption triggered distributor inventory adjustments.

BEER & SPIRITS

- The Miller distribution product accounts for nearly all of the change, in line with premium beer dynamics in Chile.

Sales Analysis

U.S. - CLP VALUE % CHANGE VS 2025

United States

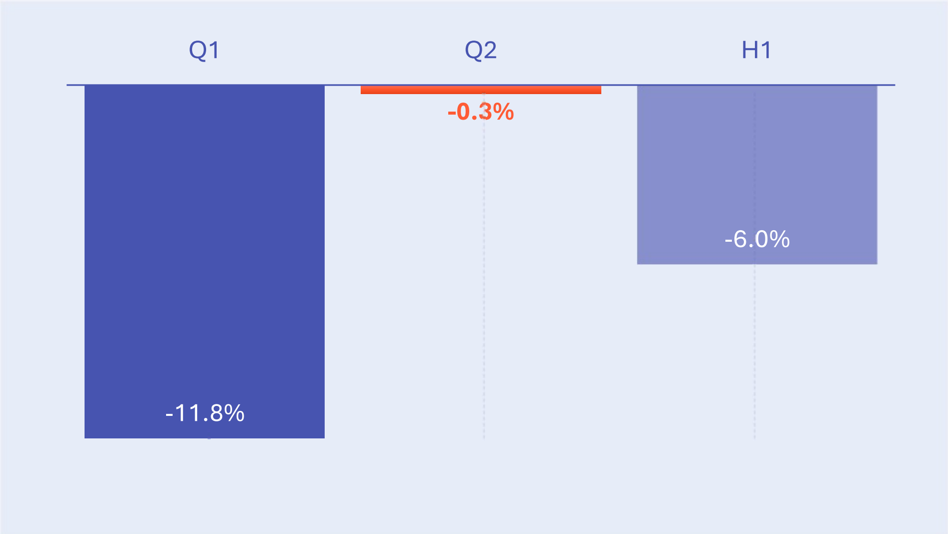
	1Q26	2Q26	1H26
SALES CLP	-32.2%	-13.9%	-23.7%
SALES USD	-26.9%	-9.5%	-18.7%
CyT DEPLETIONS	-11.8%	-0.3%	-6.0%

- Shipments — our sales to distributors — moderated their decline in the quarter

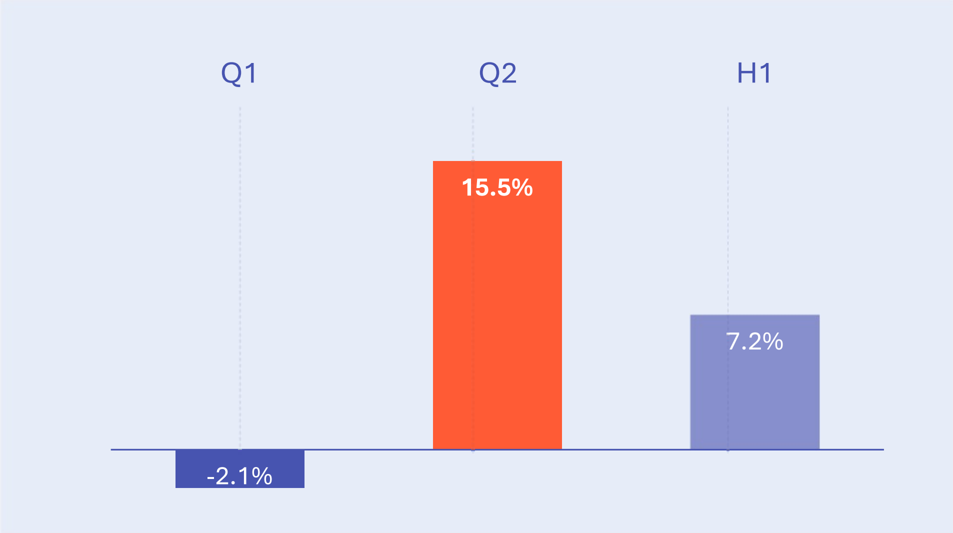
Sales Analysis

U.S. - CLP VALUE % CHANGE VS 2025

DEPLETIONS – ALL BRANDS



DEPLETIONS – PRIORITY BRANDS



- Depletions — distributor sales — have stabilized following the recent distributor change.
- Priority brands Casillero del Diablo and Bonterra posted double-digit depletions, driven by the 2026 FIFA World Cup and our sponsorship of the Mexican national football team.

Premiumization: mix decline in 2Q25

54.3%

2Q25

50.8%

2Q26

- Brand mix decline related to changes in market mix.
- Markets that grew strongly in Latin America carry a lower mix than Europe and the U.S.

03

Results

Osvaldo Solar - CFO

Operating Income (EBIT)

QUARTERLY EVOLUTION

-7.9%

2Q26 vs 2Q25

-29.1%

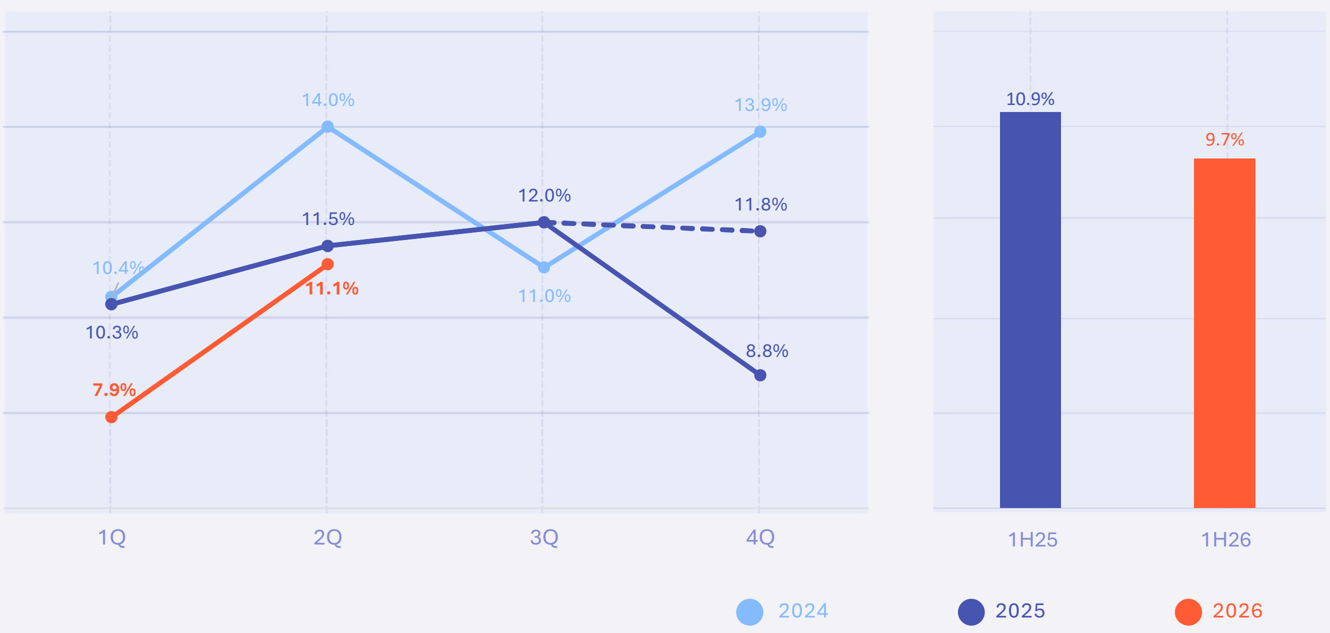
1Q26 vs 1Q25

-17.1%

1H26 vs 1H25

Operating Margin (EBIT Margin)

QUARTERLY EVOLUTION



-40 bps

2Q26 vs 2Q25

-240 bps

1Q26 vs 1Q25

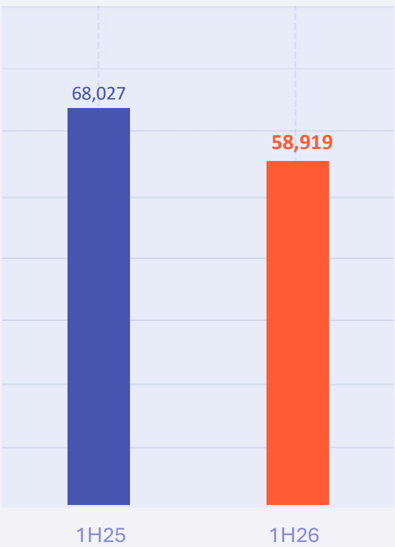
-130 bps

1H26 vs 1H25

EBITDA

QUARTERLY EVOLUTION

(CLP$ MILLION)



2024 2025 2026

-5.5%

2Q26 vs 2Q25

-22.9%

1Q26 vs 1Q25

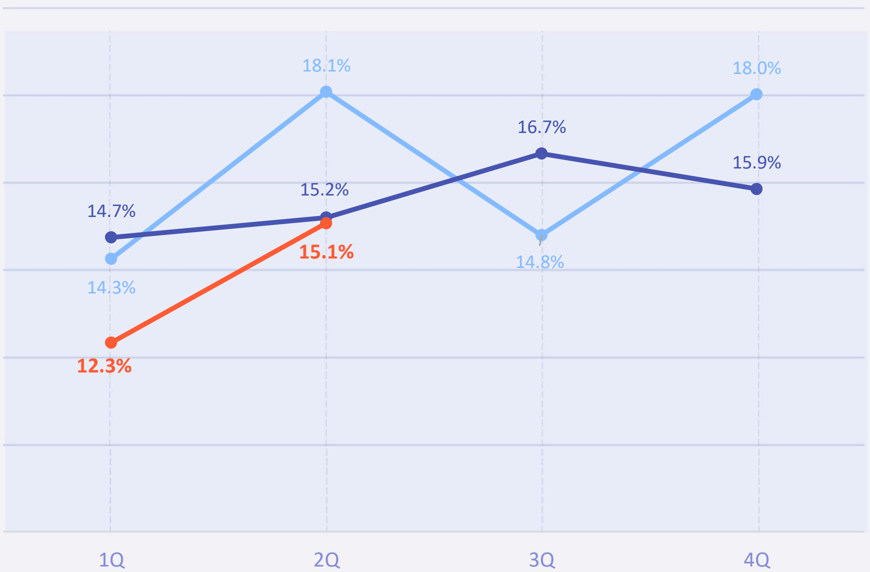
-13.4%

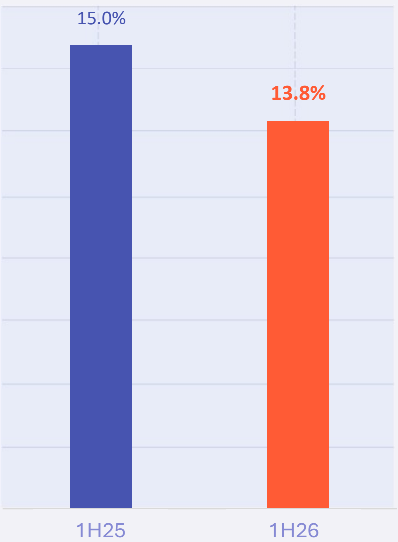
1H26 vs 1H25

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

EBITDA Margin

QUARTERLY EVOLUTION





2024 2025 2026

-10 bps

2Q26 vs 2Q25

-240 bps

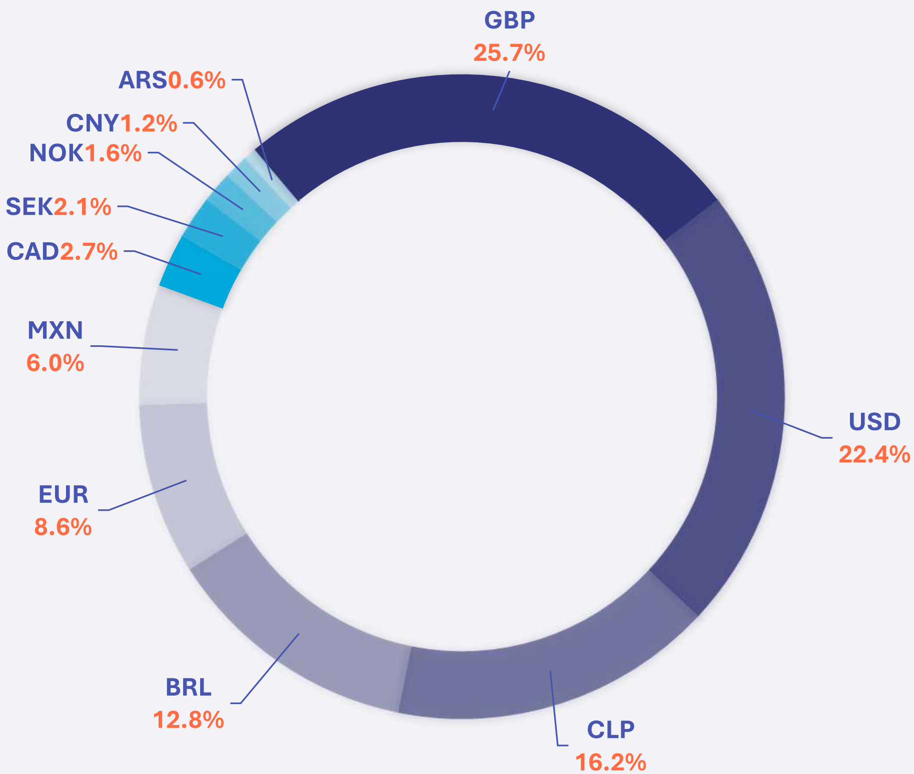
1Q26 vs 1Q25

-120 bps

1H26 vs 1H25

Currency diversification

2Q26



EXCHANGE RATE CHANGE

2Q26 vs 2Q25

-2.0%

CYT BASKET INDEX

- **USD**: -4.8%
- **EUR:** -2.9%
- **GBP:** -4.4%
- **BRL:** +6.7%
- **MXN:** +6.8%

Currency diversification cushions the impact of the U.S. dollar as a single currency.

Thanks to currency diversification, invoicing declined 2.0% vs. the U.S. dollar alone (-4.8%):

Effect of **CLP$5,945 M** on net revenues. (Currency basket CLP$-3,811 M vs. USD only CLP$-9,756 M).

Effect of **CLP$371 M** on Operating Income.

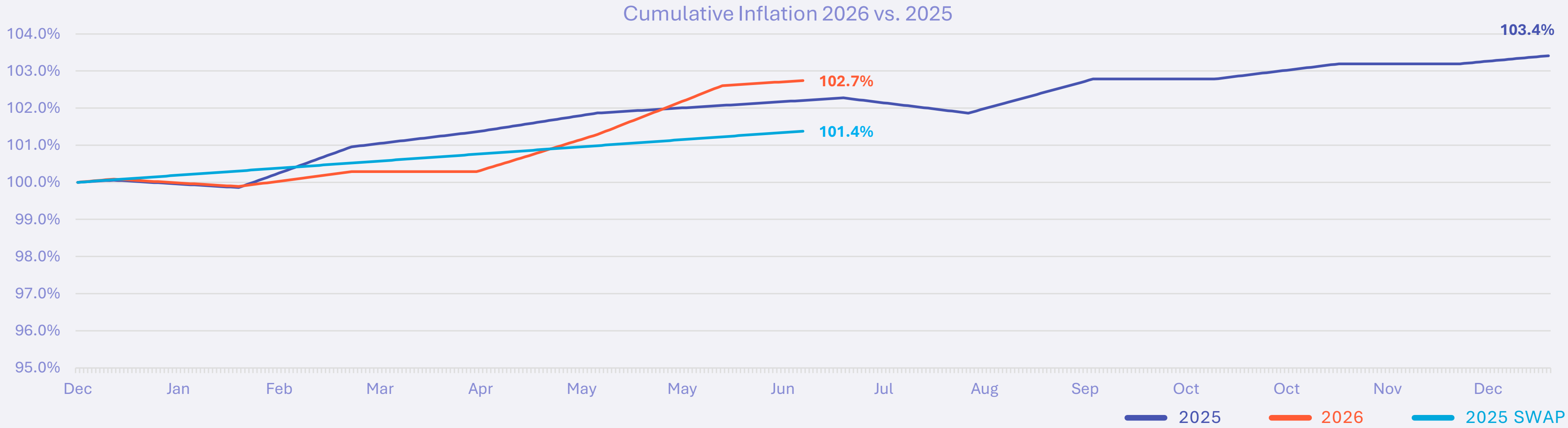
Non-Operating Result

AS OF 2Q26

(CLP$ MILLION)	2Q26	2Q25	VAR ($)	VAR (%)
NET FINANCE EXPENSE (*)	(4,735)	(4,087)	(648)	15.9%
FOREIGN EXCHANGE DIFFERENCES	1,246	486	760	156.5%
NON-OPERATING RESULT (**)	**(3,489)**	**(3,601)**	**112**	**(3.1%)**
ASSOCIATES	(76)	408	(483)	(118.5%)

(*) Net Finance Expense = Finance income, Finance costs and Gains (losses) from indexed assets and liabilities.
(**) Excludes share of profit of associates.

Positive outlook for
NON-OPERATING RESULT



BENEFITS:

Inflation fixed as of June-26:
2.82% annualized vs. actual of 10.22%

Gain for the period:
CLP$3,615 M in 2Q26

Inflation effect on taxable income:
CLP$4,045 M in 2Q26 versus **CLP$1,612 M in 2Q25**

COMING MONTHS:

As of June, **100%** of bonds are hedged:

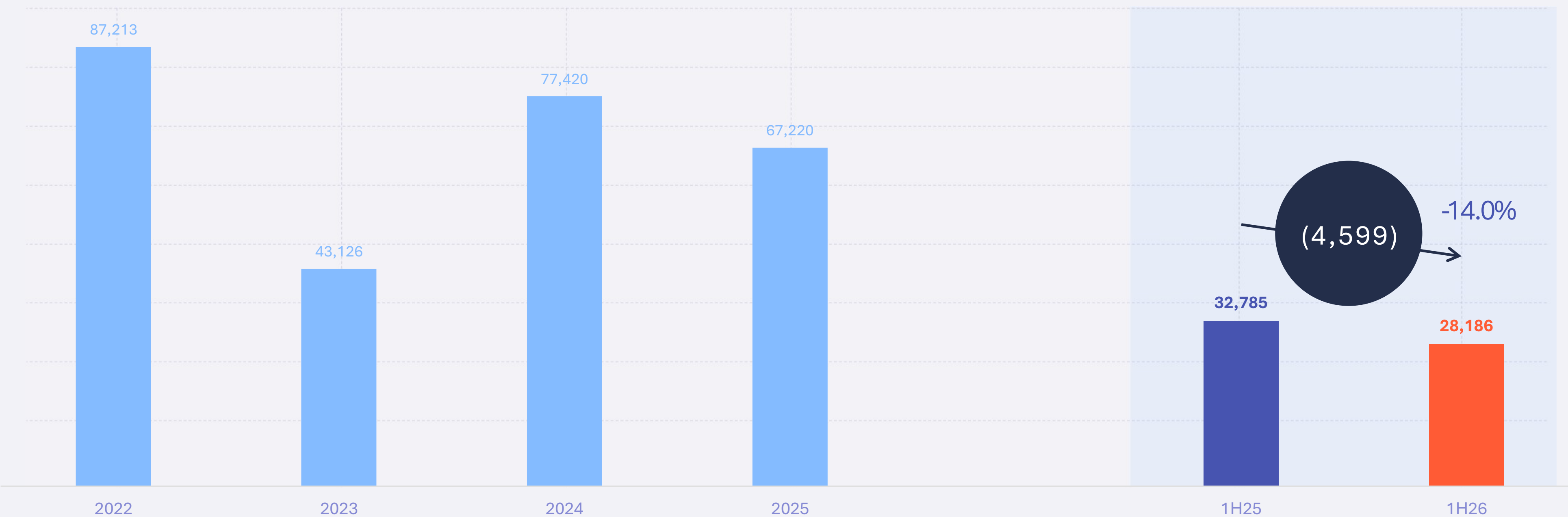
- **UF 5.25 M** to CLP (inflation fixed at **2.82%**)
- **UF 1.75 M** to USD (rate fixed at **4.78%**)

Net Income

OF THE COMPANY (CLP$ MILLION)

+2.1%

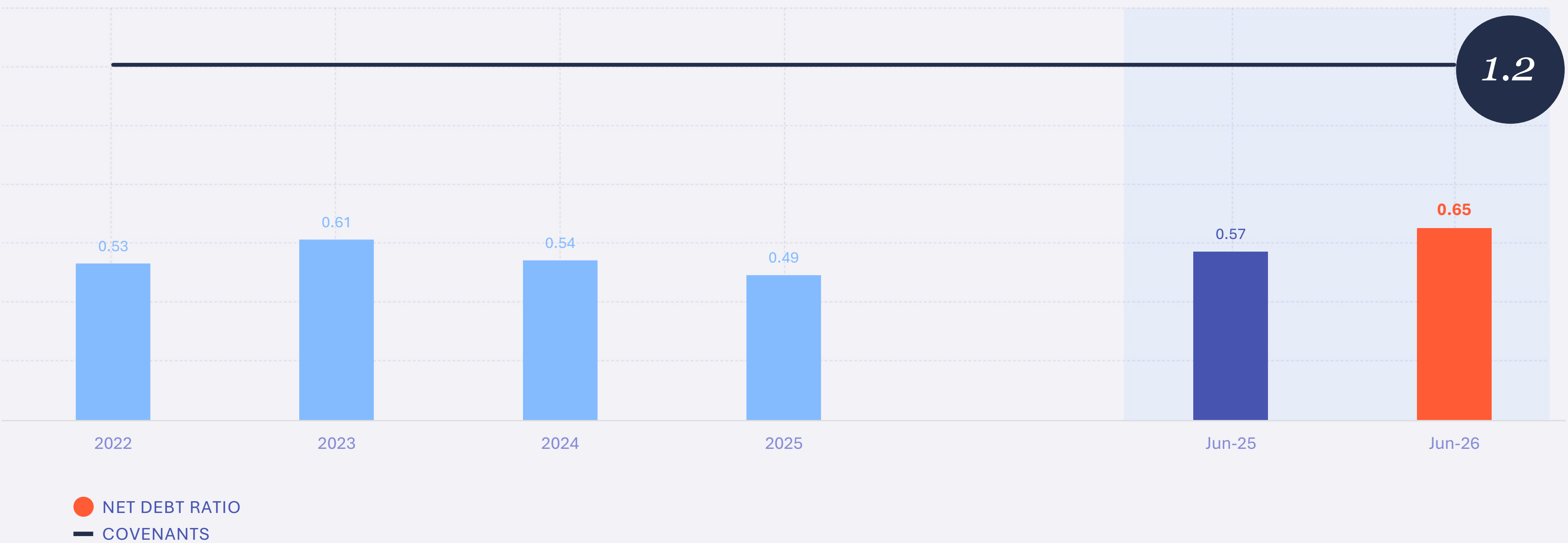
2Q26 vs 2Q25



The CLP$67,220 M reported in 2025 includes extraordinary write-offs of **CLP$8,188 M**.

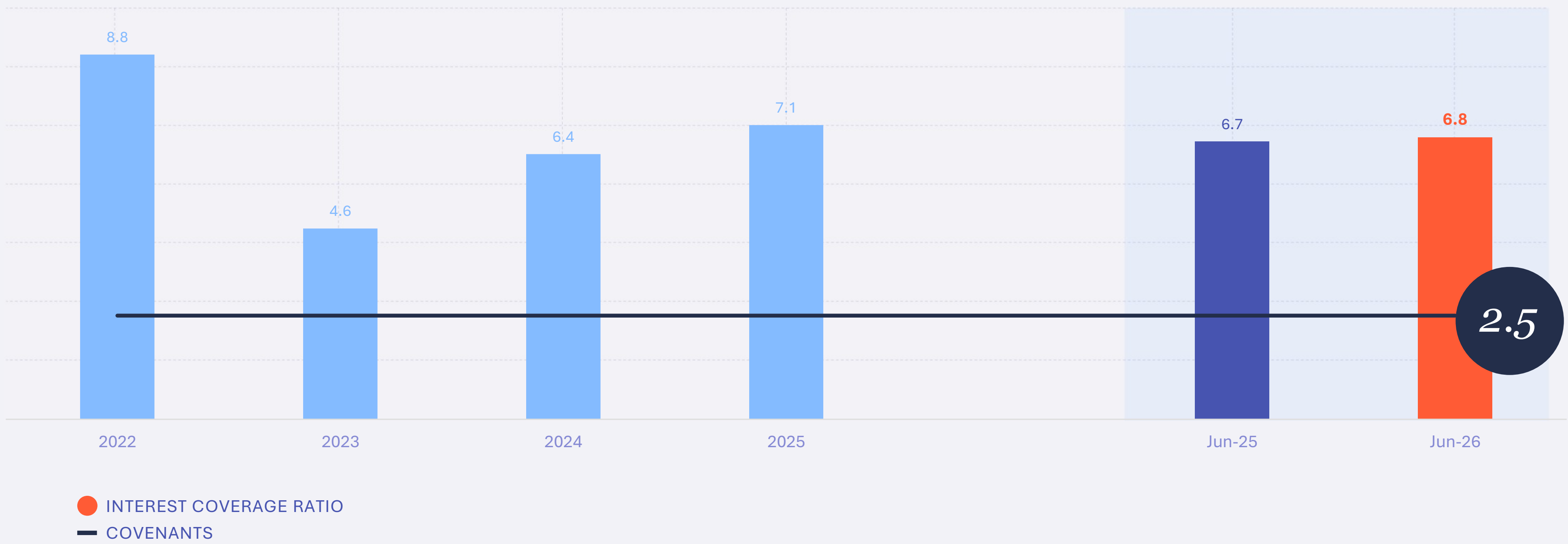
Leverage

RELATIVE TO EQUITY



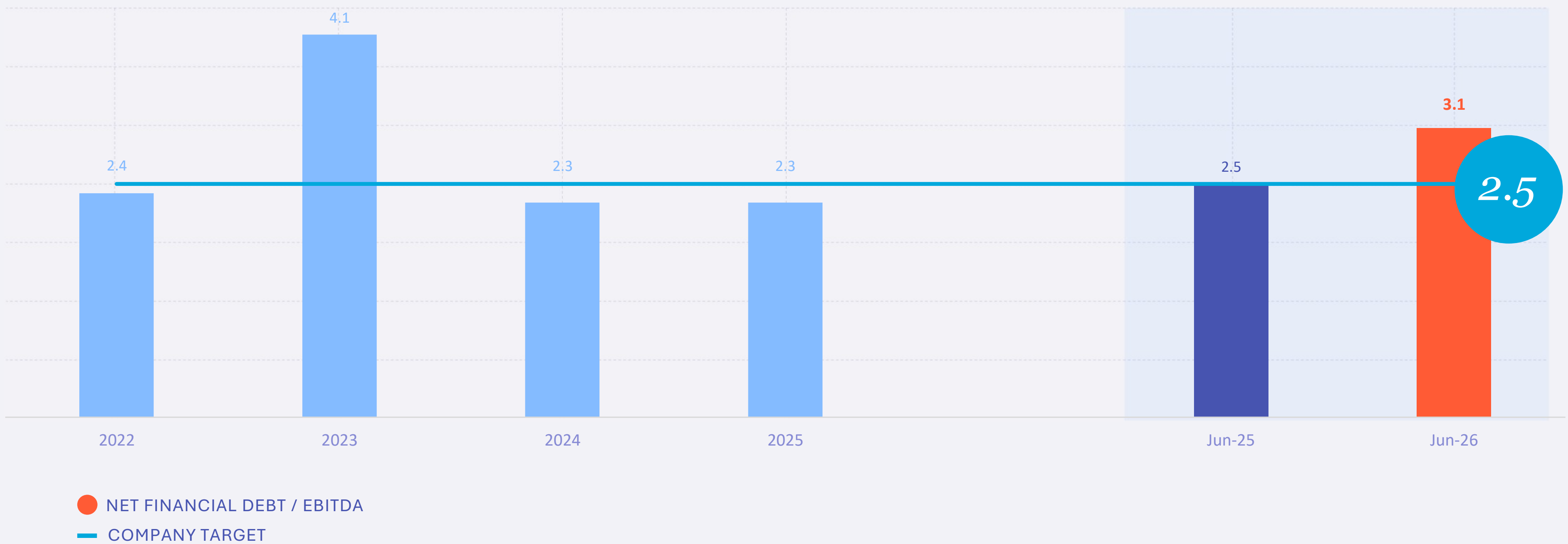
Net debt ratio: (Other Current and Non-Current Financial Liabilities – Cash) / Equity

Interest Coverage
AS OF JUNE 2026



(*) Interest Coverage Ratio: (Gross Profit + Distribution Costs + Administrative Expenses + Depreciation + Amortization) / Finance Costs

Net Financial Debt (*) to EBITDA



(*) Net Financial Debt: Debt Principal Including Related Derivatives - Cash

04

Key Developments

Osvaldo Solar - CFO

Viña Concha y Toro ranked **#3 in sales and #4 in volume globally**, in 2025.

Creation of Viña Amelia.

New distributor
Reyes in the U.S.

Acquisition of Maison Mirabeau winery, in France.

New campaign
Casillero del Diablo.


Investor Day
2026
VIÑA CONCHA Y TORO
October 16, 2026

05

Q&A

Claudia Cavada – Head of IR

Osvaldo Solar - CFO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18 83
FAMILY OF WINERIES
CONCHA Y TORO
DESDE 1883
VIÑA DON MELCHOR
VIÑA AMELIA
LIMARÍ · CHILE
Cono Sur
VINEYARDS & WINERY
VIÑA MAIPO
Baron Philippe de Rothschild
Viña Concha y Toro
Almaviva
BODEGA
TRIVENTO
ARGENTINA
BONTERRA
ORGANIC ESTATES.
MAISON
MIRABEAU