
3Q
26
Results
Presentation
VIÑA CONCHA Y TORO
FAMILY OF WINERIES

Forward-Looking Statements

This document may contain certain forward-looking statements about the financial condition, results of operations and business of the Company, as well as specific plans and objectives related 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 relate to future events and circumstances.

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01

3Q26 Overview

Osvaldo Solar - CFO

3Q26 - Stable sales and net income growth in the quarter.



VOLUME STABILIZATION

Volume gaps narrow: 1Q (-7.5%), 2Q (-2.8%) and 3Q (-1.3%).



UNITED STATES RETURNS TO GROWTH

U.S. grows +2.6% in volume and +5.3% in USD after distribution normalization.



HIGHER NET INCOME

Net income +2.6% to CLP$20,731 MM.
Earnings per Share +6.8% to CLP$29.2

02

Sales

Claudia Cavada – Head of IR

Sales Analysis

% CHANGE VS 2025

3Q26 – Consolidated Sales

CONSOLIDATED SALES	1Q26 VS 1Q25	2Q26 VS 2Q25	3Q26 VS 3Q25	9M26 VS 9M25
VOLUME	-7.5%	-2.8%	-1.3%	-3.6%
VALUE CLP	-7.8%	-4.7%	-2.2%	-4.7%
CONSTANT CURRENCY	**-6.7%**	**-3.1%**	**-0.7%**	**-3.3%**

- Sales and volumes continue to narrow gaps in 3Q26

Sales Analysis

VALUE CLP CHANGE % VS 2025

Sales by Segment

	1Q26	2Q26	3Q26	9M26
CHILE WINE	-1.5%	+0.5%	+1.0%	+0.2%
U.S.	-32.2%	-13.9%	+2.4%	-16.1%
EXPORTS	-2.2%	-4.0%	-4.3%	-3.6%
BEERS & SPIRITS	-12.2%	-23.8%	-3.3%	-12.8%

- Chile Wine grows +1.0% in 3Q26 and remains stable year-to-date.
- U.S. returns to growth in the quarter after distribution normalization.
- Lower exports in the United Kingdom and Denmark; Canada and Latin America lead growth.

Sales Analysis

U.S. - % CHANGE VS 2025

Chile Domestic Market - Wine

	1Q26	2Q26	3Q26	9M26
VOLUME C9L	-5.4%	-0.3%	+0.8%	-1.2%
SALES CLP	-1.5%	+0.5%	+1.0%	+0.2%

- Chile grows +1.0% in 3Q26 and remains stable year-to-date.
- Boost Plan delivers results and growth is driven by the Protect category, as well as priority brands.

BRANDS LEADING GROWTH IN 3Q26

+25.6%

group volume vs 3Q25

Exportación · Casillero del Diablo · Bicicleta · Adobe
Marqués de Casa Concha · Concha y Toro · SBX

Wine only, domestic market, volume in 9-liter cases. The group represents 32% of Chile volume in 3Q26.

Sales Analysis

U.S. - % CHANGE VS 2025

United States

	1Q26	2Q26	3Q26	9M26
VOLUME C9L	-32.2%	-13.9%	+2.6%	-13.3%
SALES USD	-26.9%	-9.5%	+5.3%	-11.8%

- Shipments - our sales to distributors - return to growth in 3Q26, with the distributor change execution nearly complete.

BRANDS LEADING GROWTH IN 3Q26

+15.2%

group volume vs 3Q25

Frontera · Portafolio Bonterra · Casillero del Diablo · Concha y Toro

Wine only, U.S., volume in 9-liter cases. The group represents 80% of U.S. volume in 3Q26.

Sales Analysis

EXPORTS - % CHANGE VS 2025

Export Markets

	1Q26	2Q26	3Q26	9M26
VOLUME C9L	-2.3%	-1.4%	-3.0%	-2.2%
SALES CLP	-2.2%	-4.0%	-4.3%	-3.6%

- Sales fall in 3Q26 due to a packaging model change in Denmark and a high level of competition in the UK. Strategies to drive tactical brands defend volumes.

TACTICAL AND GROWING BRANDS IN 3Q26

+24%

group volume vs 3Q25

Frontera · Reservado · Exportación · Selección CyT · Diablo · Bicicleta

Wine only, volume in 9-liter cases. Markets: Brazil, Mexico, Canada, Japan, Netherlands, Sweden, France, Denmark, Lithuania, Cyprus, China and Argentina; the group represents 50% of its volume in 3Q26.

Sales Analysis

VALUE CLP CHANGE % VS 2025

BEST EXPORT MARKETS

+15.9%

CANADA + NETHERLANDS + JAPAN

MARKETS WITH LOWER DYNAMISM

-21.2%

UK +DENMARK + OTHER ASIA

EUROPE

- Highly competitive United Kingdom
- Denmark with packaging model change
- High growth in the Netherlands and Nordic countries
- France incorporates Mirabeau sales

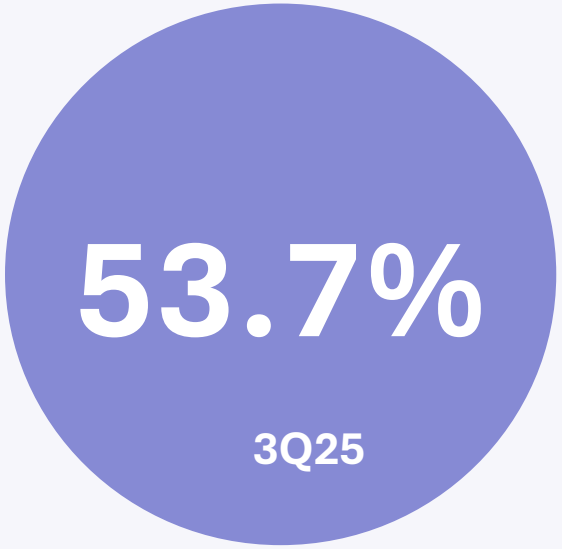
ASIA

- China grows in volume but falls in value
- Solid Japan, with seasonal sales in 3Q26

AMERICA

- Canada with good *delivery* of results after distributor change in 1Q26
- Mexico and Brazil maintain volume growth
- Central America and Caribbean with mixed performance

Mix 3Q26: decline due to rise of the Protect category



Volume growth 3Q26 vs 3Q25 – Protect brands

Exportación | Frontera | Reservado



- **Principal + Invest mix** declines mainly due to a more competitive market in the UK.
- **Boost Plan drives volumes in the Protect category:** Exportación, Frontera and Reservado.

03

Results

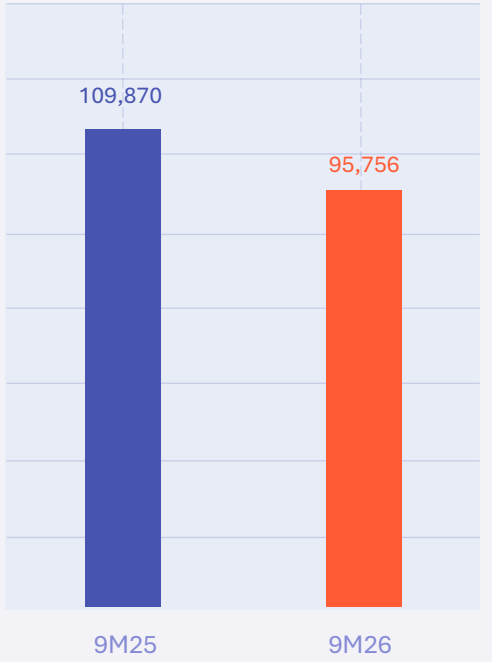
Osvaldo Solar - CFO

EBITDA

QUARTERLY EVOLUTION

(CLP$ MILLIONS)





2024 2025 2026

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

-12.0%

3Q26 vs 3Q25

-12.8%

9M26 vs 9M25

3Q26 vs 3Q25

- MM$ 5,006

→**Higher Distribution Costs**, due to investment in the restaurant and brewery business

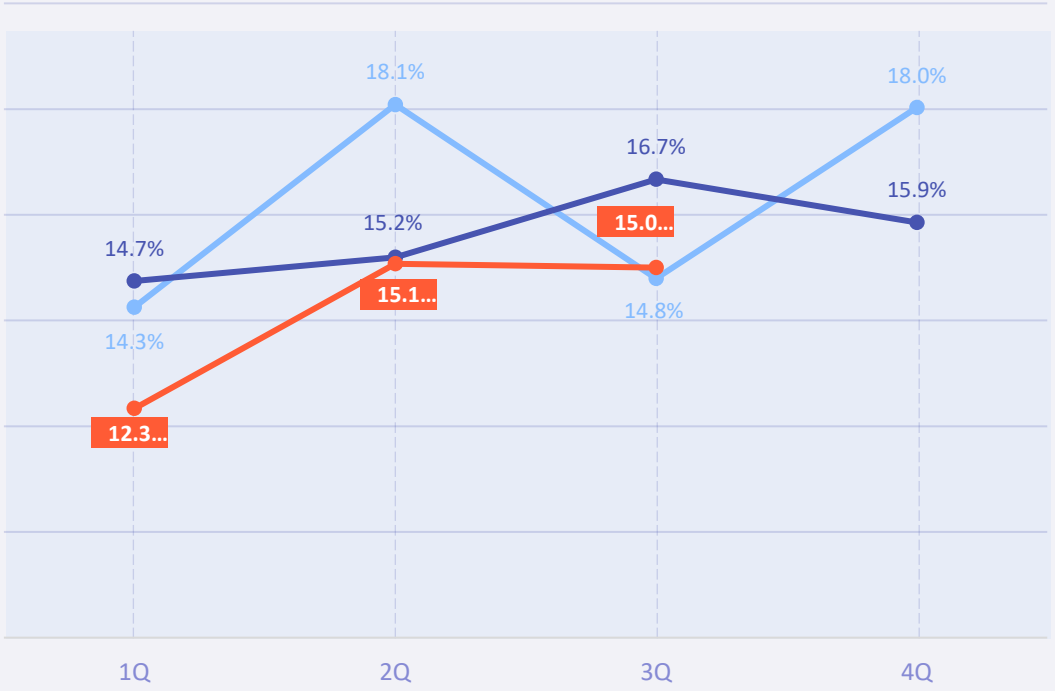
→ **Lower sales volume**

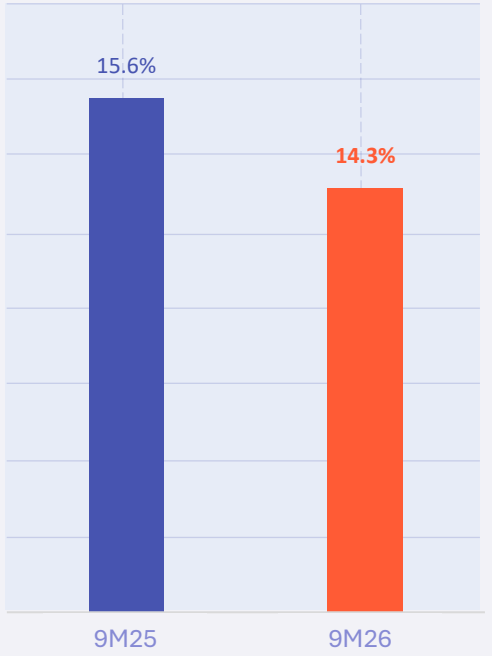
→ **FX Impact**

→ **Real Estate Income**

EBITDA Margin

QUARTERLY EVOLUTION





2024 2025 2026

-170 bp

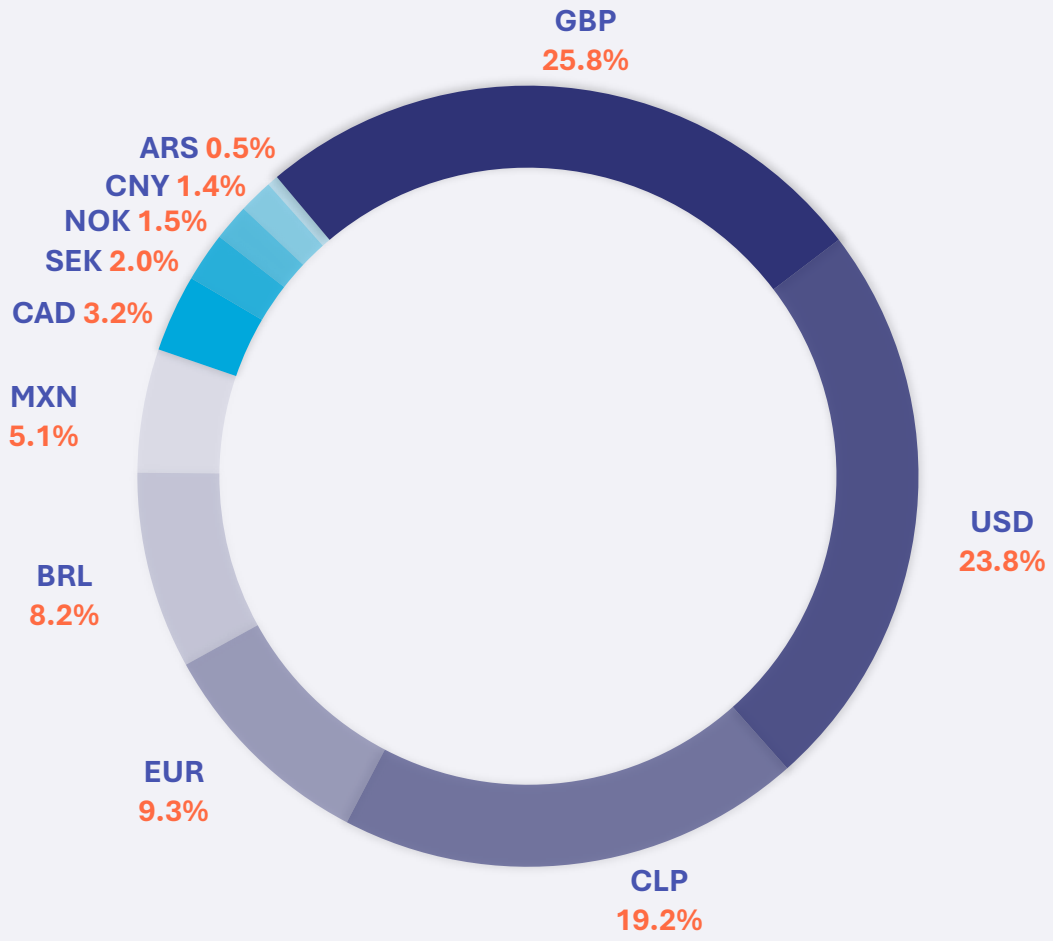
3Q26 vs 3Q25

-130 bp

9M26 vs 9M25

Currency diversification*

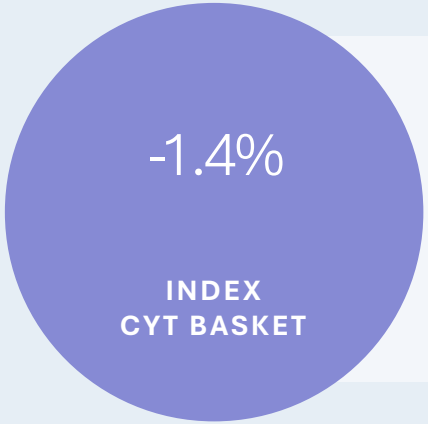
3Q26



*Sales breakdown and exchange rate according to invoicing details.

EXCHANGE RATE CHANGE*

3Q26 vs 3Q25



GBP: -3.1%
USD: -2.4%
BRL: +3.5%
EUR: -4.3%
MXN: +5.3%

Currency diversification mitigates changes in the dollar as a single currency.

The appreciation of the peso against sales currencies reduced revenue for the quarter:

FX effect in 3Q26: Sales **CLP$ -3,431 MM**; Cost CLP$ +2,244 MM.

Effect on Operating Income: **CLP$ -911 MM**.

Non-Operating Income

3Q26

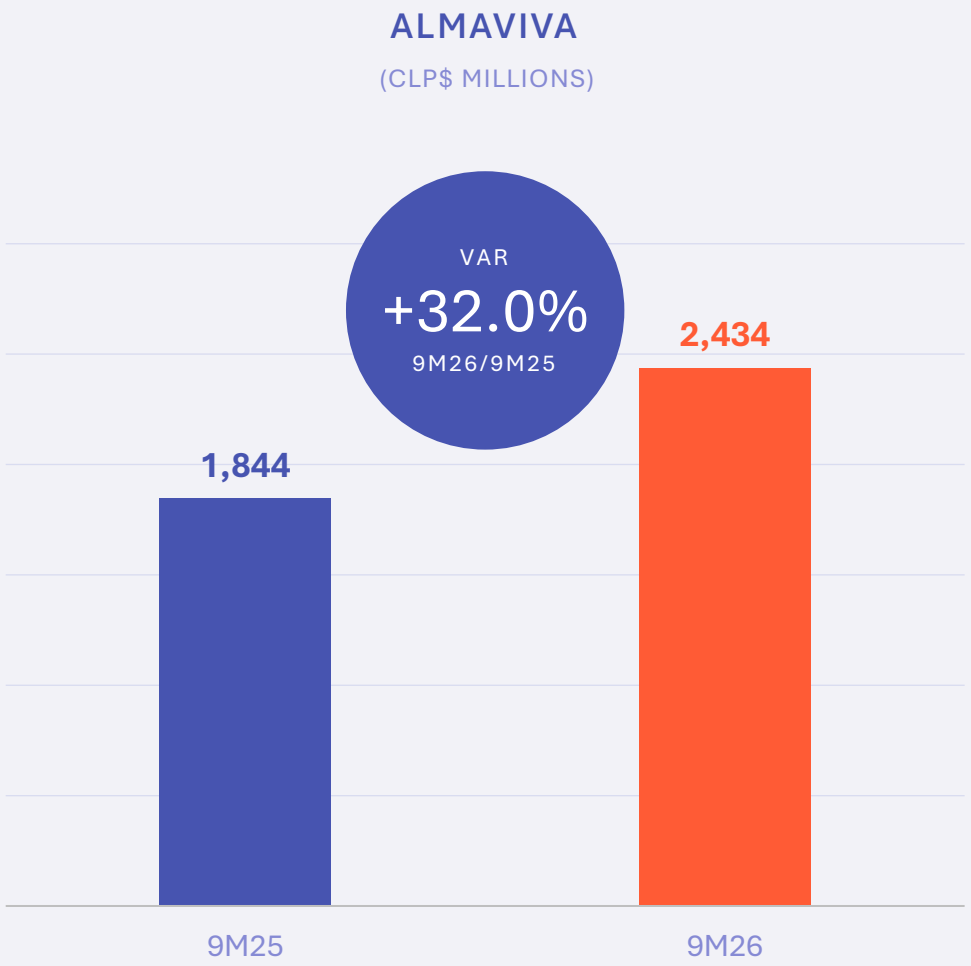
(CLP$ MILLIONS)	3Q26	3Q25	VAR ($)	VAR (%)
NET FINANCIAL EXPENSE (*)	(5,659)	(4,509)	(1,150)	25.5%
FOREIGN EXCHANGE DIFFERENCES	926	79	847	n.m.
NON-OPERATING INCOME (**)	**(4,733)**	**(4,430)**	**(303)**	**6.8%**
ASSOCIATES	2,965	2,683	282	10.5%

(*) Net Financial Expense = Financial Income, Financial Costs and Results from indexation units.

(**) Does not include results of associates.

Associates 3Q26

ALMAVIVA



Almaviva makes almost all of its annual sales in the 3Q of each year.

Inflation Effect

NON-OPERATING INCOME



HEDGING DERIVATIVES:

Inflation fixed as of September-26 (annualized): **2.82% vs actual inflation of 4.50% annualized.**

In particular, in 3Q26 an accounting loss is generated of: **MM$ 280** (due to the low CPI change between June and September).

TAXABLE INCOME:

Inflation effect on taxable income: **MM$ 1,151 in 3Q26** versus **MM$ 785 in 3Q25.**

HEDGES ON BONDS

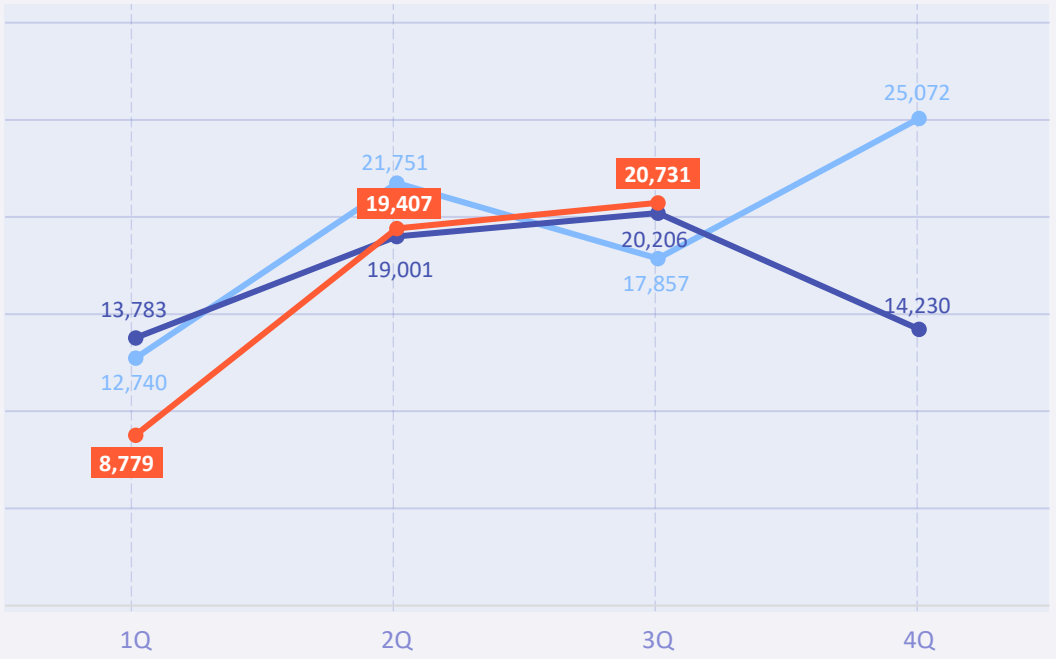
As of September, **100%** of the bonds are hedged:

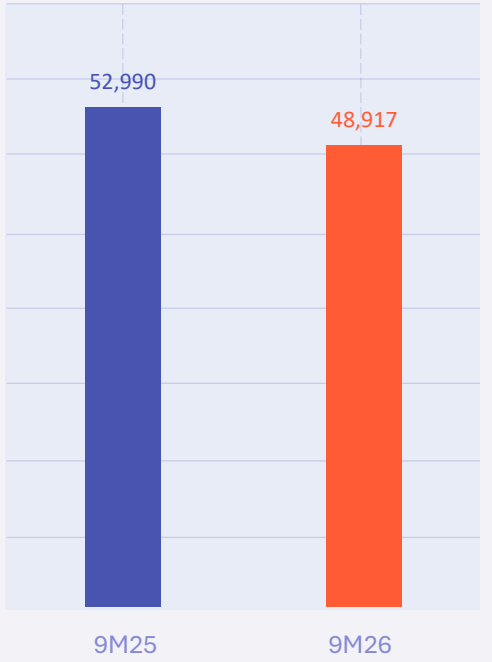
- **UF 5.25 MM** to CLP (inflation fixed at **2.82%**)
- **UF 1.75 MM** to USD (rate fixed at **4.78%**)

Net Income

QUARTERLY EVOLUTION

(CLP$ MILLIONS)





2024 2025 2026

+2.6%

3Q26 vs 3Q25

-7.7%

9M26 vs 9M25

Net income: Profit (loss) attributable to owners of the Parent.

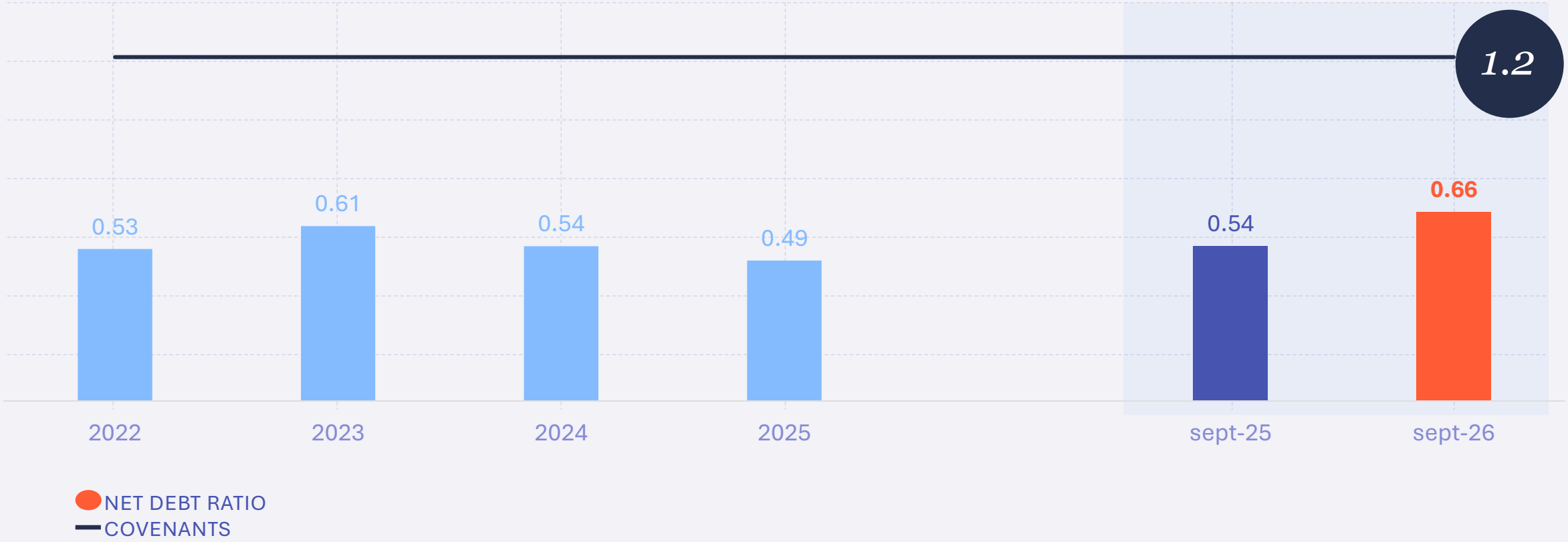


Debt Ratios

Osvaldo Solar - CFO

Leverage

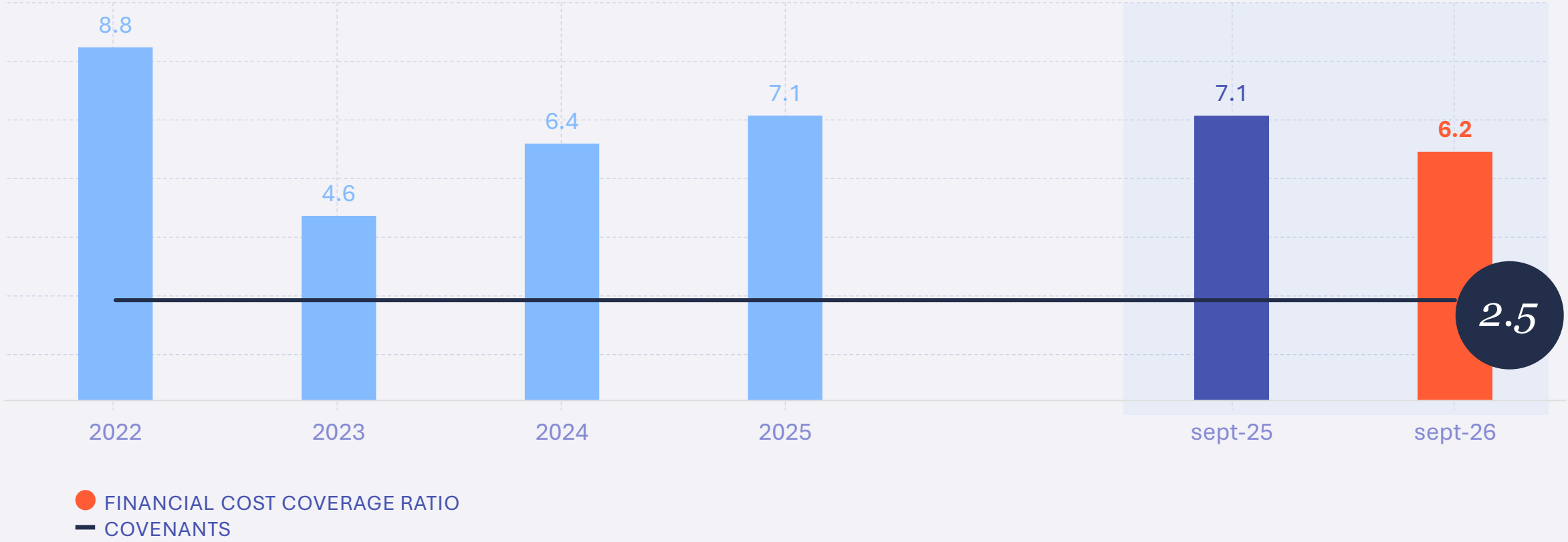
RELATIVE TO EQUITY SIZE



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

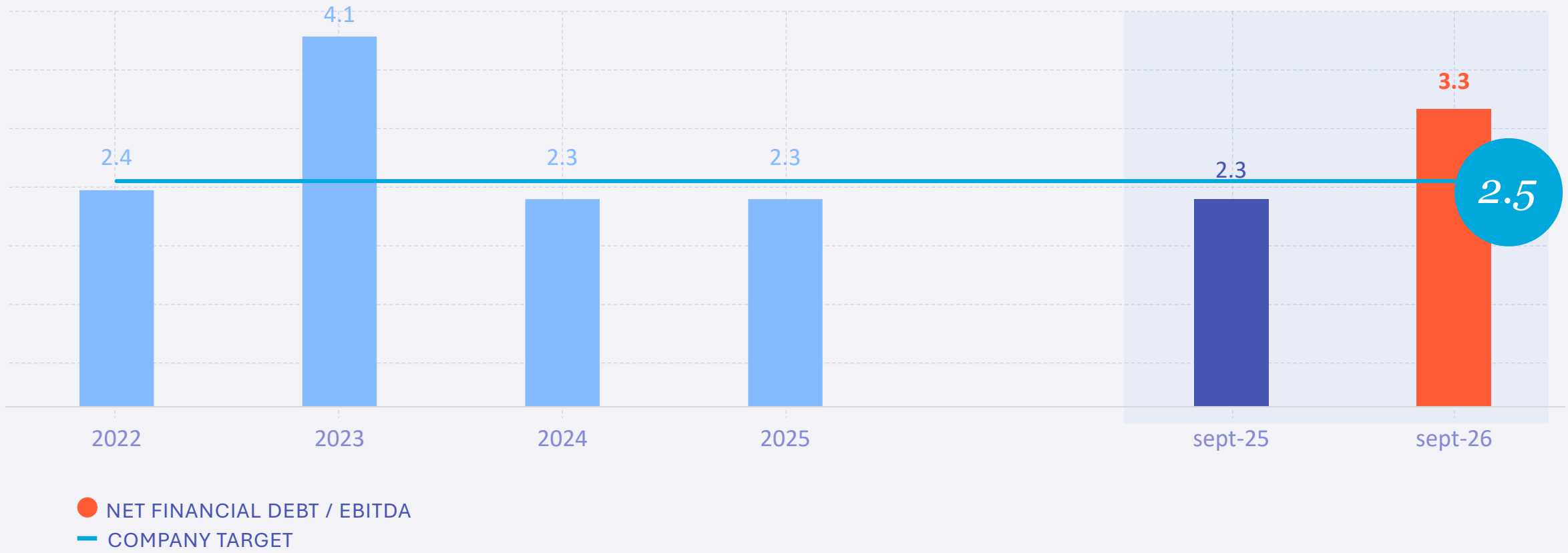
Financial Expense Coverage

AS OF SEPTEMBER 2026



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

Net Financial Debt (*) to EBITDA



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

04

Highlights

Osvaldo Solar - CFO

INVESTOR DAY 2026



Investor Day 2026, where we brought together 50 of the leading institutional investors and analysts

DESTINATION FOR WINE TOURISM WORLDWIDE



Concha y Toro Wine Center, **#1 in wine tourism in South America at the World Travel Awards 2026**. And Viña Don Melchor, **Official Venue Partner** of **The 50 Best Vineyards 2026**.

VIÑA DON MELCHOR | Official Venue Partner The 50 Best Vineyards 2026

TRIVENTO PRIVATE RESERVE



Great Value
Champion Red 2026

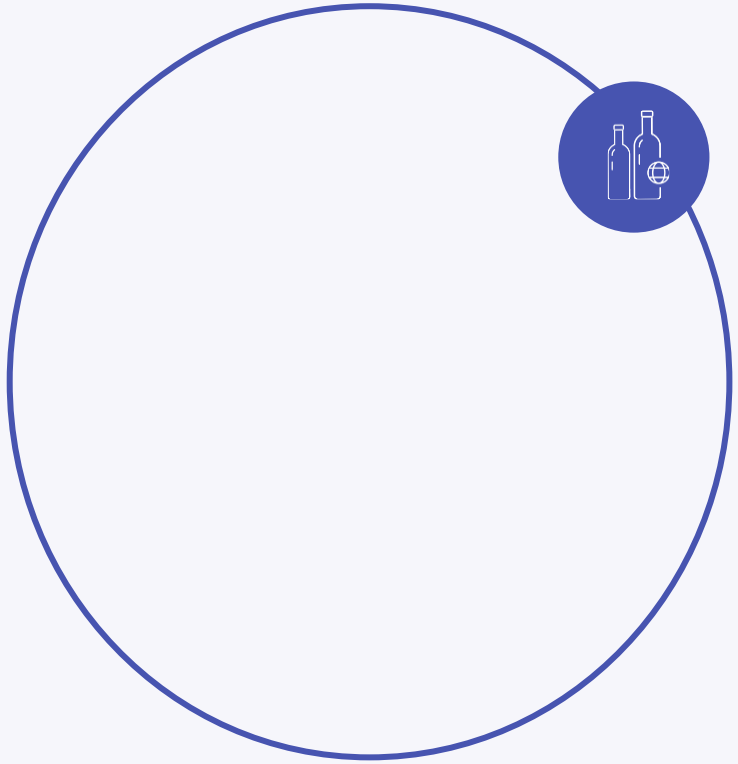
05

Outlook

Osvaldo Solar - CFO

Outlook

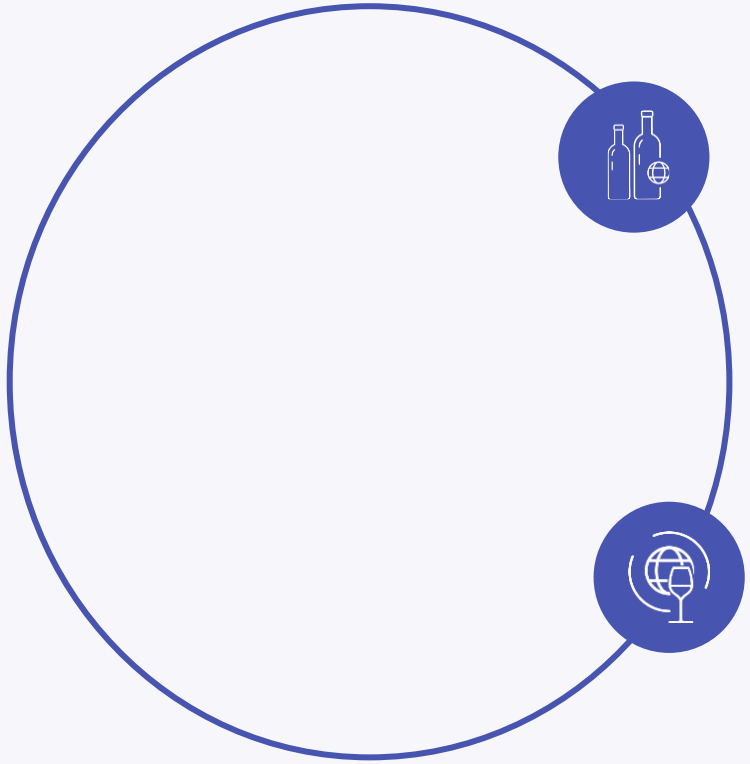
GROWTH FUNDAMENTALS



GLOBAL PORTFOLIO
AND MULTI-ORIGIN

Outlook

GROWTH FUNDAMENTALS

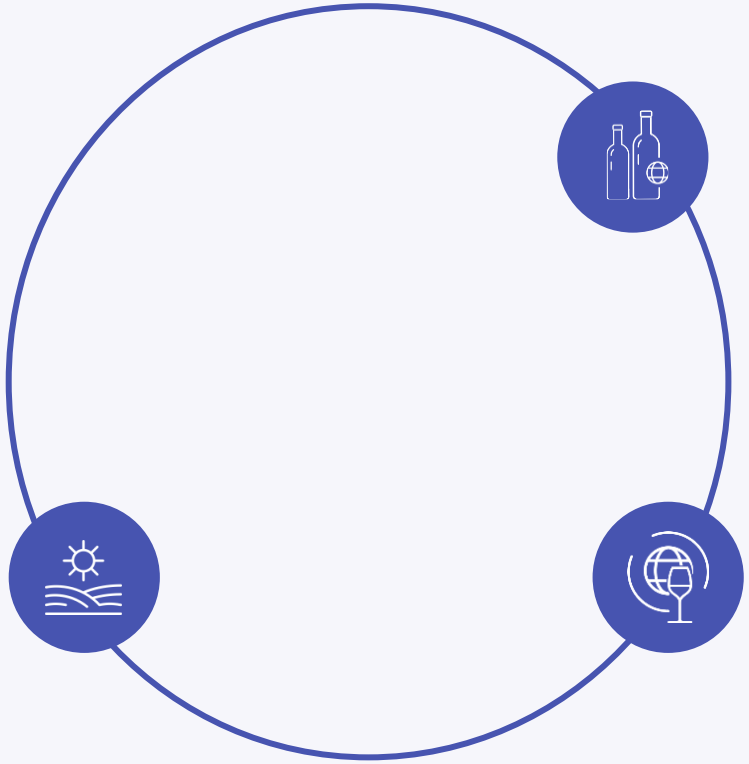


GLOBAL PORTFOLIO AND MULTI-ORIGIN

INNOVATION AND BUSINESS TRANSFORMATION

Outlook

GROWTH FUNDAMENTALS



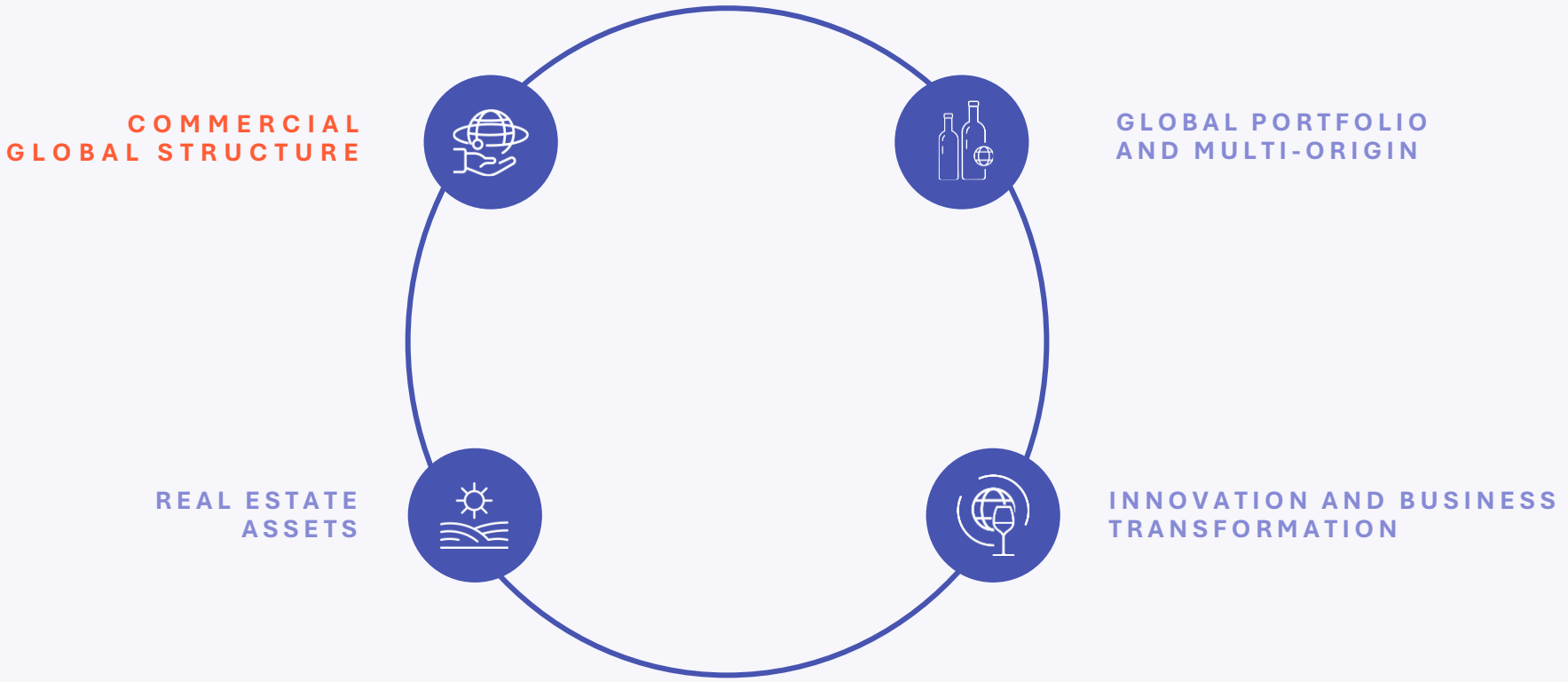
GLOBAL PORTFOLIO AND MULTI-ORIGIN

INNOVATION AND BUSINESS TRANSFORMATION

REAL ESTATE ASSETS

Outlook

GROWTH FUNDAMENTALS



06

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