3Q18 Results

Viña Concha y Toro

November 21, 2018

Forward looking statements

This presentation contains forward-looking statements, that should be considered as good faith estimates. Such statements are subject to risks and uncertainties outside of Viña Concha y Toro's control that could cause Viña Concha y Toro's actual results to differ materially from those set forth in the forward-looking statements. These risks factors include but are not limited to the risks factors in Item 3 - "Key Information – Risk Factors" in the 20-F Annual Report, and in those described in Viña Concha y Toro's Financial Statements, Note 5 ("Gestión de Riesgos Financieros"). Forward-looking statements speak only as of the date they are delivered, Viña Concha y Toro undertake no obligation to publicly update or revise them considering developments which differ from those anticipated.

3Q18 highlights

1. Internal Restructuring Process advancing according to plan
2. Implementation of the New Commercial Strategy has impacted volumes
3. Unification of Excelsior – Fetzer commercial branches

3Q18 operating profit

($ million)	3Q18	3Q17	Var%
Sales	**155,021**	**153,728**	**0.8%**
Gross profit	**50,946**	**51,193**	**(0.5%)**
Gross margin	*32.9%*	*33.3%*	*(40 bp)*
SG&A	(39,033)	(36,461)	7.1%
SG&A / sales	*(25.2%)*	*(23.7%)*	*(150 bp)*
Other Income/Expenses	5,543	160	3374.2%
Operating profit	**17,457**	**14,891**	**17.2%**
Operating margin	*11.3%*	*9.7%*	*160 bp*

3Q18 non-recurring items

($ million)	3Q18	3Q17
Restructuring		
Costs	846	499
Expenses	1,483	1,037
Restructuring costs + expenses	2,329	1,536
Revaluation 50% Excelsior	6,218	0

3Q18 adjusted operating profit

($ million)	3Q18	3Q17	Var mm $	Var %
Operating profit	**17,457**	**14,891**	**2,566**	**17.2%**
Operating margin	*11.3%*	*9.7%*		*160bp*
Restructuring costs + expenses	**2,329**	**1,536**	**793**	
Non-recurring income	**(6,218)**	**0**	**(6,218)**	
Adjusted operating profit	**13,568**	**16,427**	**(2,859)**	**(17.4%)**
Adj. Operating margin	*8.8%*	*10.7%*		*(190 bp)*

3Q18 results – Impact from lower sales volume

1. Portfolio Rationalization: Exit from 82 out of 304 brands.

2. Volume decline concentrated in non-priority brands:

   - Total reduction 455,720 cases
   - Brands in the matrix: 263,590 cases (3.6% of segment)

     \- Protect and Watch: 81%

   - Brands out of the matrix: 192,130 cases (15.3% of segment)

3Q18 results – Impact from lower sales volume

3. Integration of Excelsior in Fetzer from July 1st, 2018. Large adjustment in the quarter.
   - Decline in shipments to USA: -19.2%

4. Fewer business days in September 2018

   Bottled exports from Chile (var. 2018/17)
   - Jan –mar : -1.4%
   - Apr – Jun : -2.2%
   - Jul – sept : -9.0%
   - September : -26.5%

   - Decreases in shipments mainly in direct exports, not at distribution subsidiaries..

5. End of distribution contracts for Diageo and Cusqueña: Decline of $3,098 million

3Q18 non-operating profit

($ million)	3Q18	3Q17	Var %
Net financial expenses	(3,047)	(2,584)	17.9%
Exchange differences	2,182	3,791	(42.4%)
Share of profit associates, JV	2,471	2,905	(14.9%)
Non-operating profit	1,606	4,112	(60.9%)

3Q18 results

(Ch$ million)	3Q18	3Q17	Var %
Sales	**155,021**	**153,728**	**0.8%**
Gross profit	**50,946**	**51,193**	**(0.5%)**
Gross margin	32.9%	33.3%	(40 bp)
Operating profit	**17,457**	**14,891**	**17.2%**
Operating margin	11.3%	9.7%	160 bp
Non-operating profit	**1,606**	**4,112**	**(60.9%)**
Net profit	**17,582**	**14,642**	**20.1%**
Net margin	11.3%	9.5%	180 bp
EBITDA	**24,626**	**21,003**	**17.3%**
EBITDA margin	15.9%	13.7%	220 bp

9M18 Results

($ million)	9M18	9M17	Var %
Sales	**430,754**	**434,125**	**(0.8%)**
Gross profit	**139,798**	**142,992**	**(2.2%)**
Gross margin	32.5%	32.9%	(50 pb)
Operating profit	**41,805**	**39,541**	**5.7%**
Operating margin	9.7%	9.1%	60 pb
Non-operating profit	**4,057**	**334**	**1114.6%**
Net profit	**37,580**	**29,983**	**25.3%**
Net margin	8.7%	6.9%	180 pb
EBITDA	**60,108**	**56,466**	**6.5%**
EBITDA margin	14.0%	13.0%	90 pb

Restructuring process – Support areas

1. Supply chain optimization in Chile local market

- Closure of branches: from 13 in 2016 to 8 in 2018
- Estimated annual net savings (full year): **$1,100 million**

2. Wine making process optimization

- Reduced number of owned cellars: from 13 to 11 in 2018
- Reduced number of leased cellars: from 5 to 3 in 2018
- Increased winemaking capacity of cellars: **+20%**
- Estimated annual net savings (full year): **$1,630 million**

3. Closure of Lo Espejo plant

- Reduced number of bottling plants: from 3 to 2 in 2018 (in Santiago)
- Estimated annual net savings (full year): **$5,000 million**

4. Rationalization of organizational structure in Chile

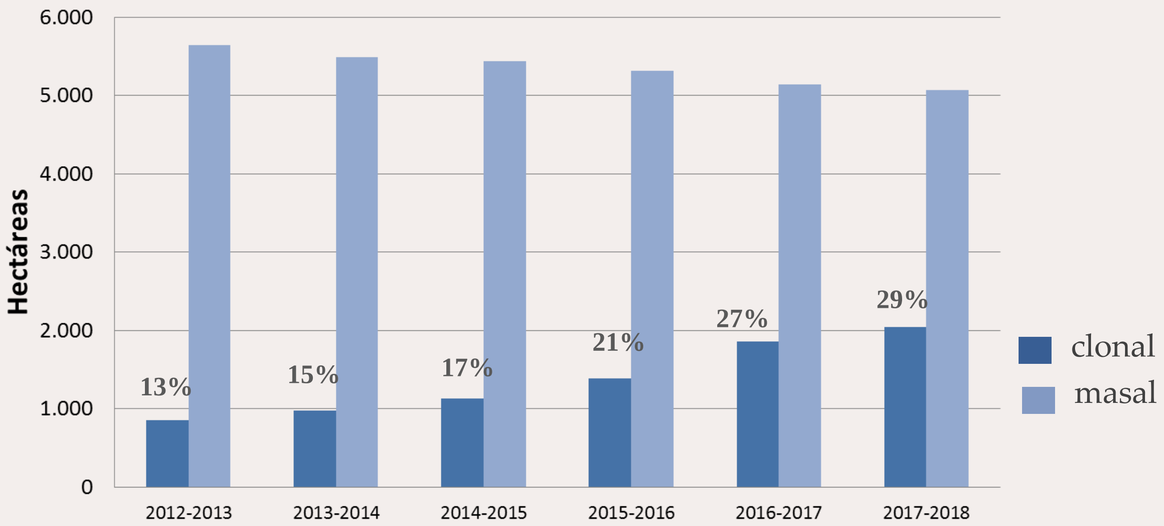
- Estimated annual net savings (full year): **$4,800 million**

Restructuring process – Support areas

5. Important increase in productivity from higher share of clonal selections

- Productivity of vineyards planted with clonal selections is 27% higher than in massal selections
- 2017-18: Clonal selections share: 29% and massal selections share: 71%

Clonal selections - Evolution of share in production



Restructuring process – Estimated savings

($ million)	2017	2018	2019	Full Year
Efficiencies and synergies from program	4,383	10,466	17,656	18,802
Severance payments, consultancies	(3,153)	(6,141)	(1,668)	
Net savings	**1,230**	**4,325**	**15,989**	**18,802**

Restructuring process – Previous estimates for savings

Differences in estimated net savings for 2018 and 2019 are explained by higher consultancies and severance expenses.

($ million)	2017	2018	2019	Full Year
Efficiencies and synergies from program	4,383	10,466	17,656	18,802
Severance payments, consultancies	(3,153)	(4,460)	(1,298)	
Net savings	**1,230**	**6,006**	**16,358**	**18,802**

Fetzer-Excelsior merger

1. Further consolidation of distributors and retailers. After the last merger, RNDC / Breakthru, # 1 & #2 top distribuitors, will have 60% market share.

2. Low performance of Excelsior

3. The merger is a step taken after achieving a greater level of expertise by Fetzer commercial and support teams.

Fetzer-Excelsior merger - Sinergies

- Cost savings from consolidation of sales force and SG&A absorption

Investment	US$ 40.5 million
Annual savings	US$ 9.0 million
Higher marketing expenses	US$ 4.0 million
Net savings	**US$ 5.0 million**

- Consolidation of sales force as of July 1, 2018, a year of adjustments and portfolio integration

Sales force	**Nº Personas**	**Merger**
Excelsior	50	90
Fetzer	66	
SKU's	Nº	**Merger**
Excelsior	121	440
Fetzer	319	

- 2019: year of expected sales expansion from innovations and larger marketing expenses