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VALORES Y SEGUROS

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Chile, San Pedro, Tarapacá, Leyda, Santa Helena, Misiones de Rengo,
Viñamar, Casa Rivas, Argentina, La Celia, Tamarí

Santiago, 15 de marzo de 2016

Señores
Superintendencia de Valores y Seguros
Presente

REF.: Información de Interés para el Mercado

De nuestra consideración:

Por medio de la presente envío a Uds., Información de Interés para el Mercado en Inglés, que ha sido publicada el día de ayer en la página web de la sociedad, www.vsptwinegroup.com, Sección Relación con Inversionistas/Presentaciones.

Le saluda atentamente,

Germán Del Río López
Gerente de Administración y Finanzas
Viña San Pedro Tarapacá S.A.
Registro Valores 0393



c.c.: Lo citado

Bolsa de Comercio de Santiago

Bolsa Electrónica de Chile

Bolsa de Corredores, Bolsa de Valores – Valparaíso

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Chile: San Pedro, Tarapacá, Leyda, Santa Helena, Misiones de Rengo,
Viñamar, Casa Rivas, Argentina, La Celia, Tamarí

Corporate Presentation
Andean Conference
March, 2016

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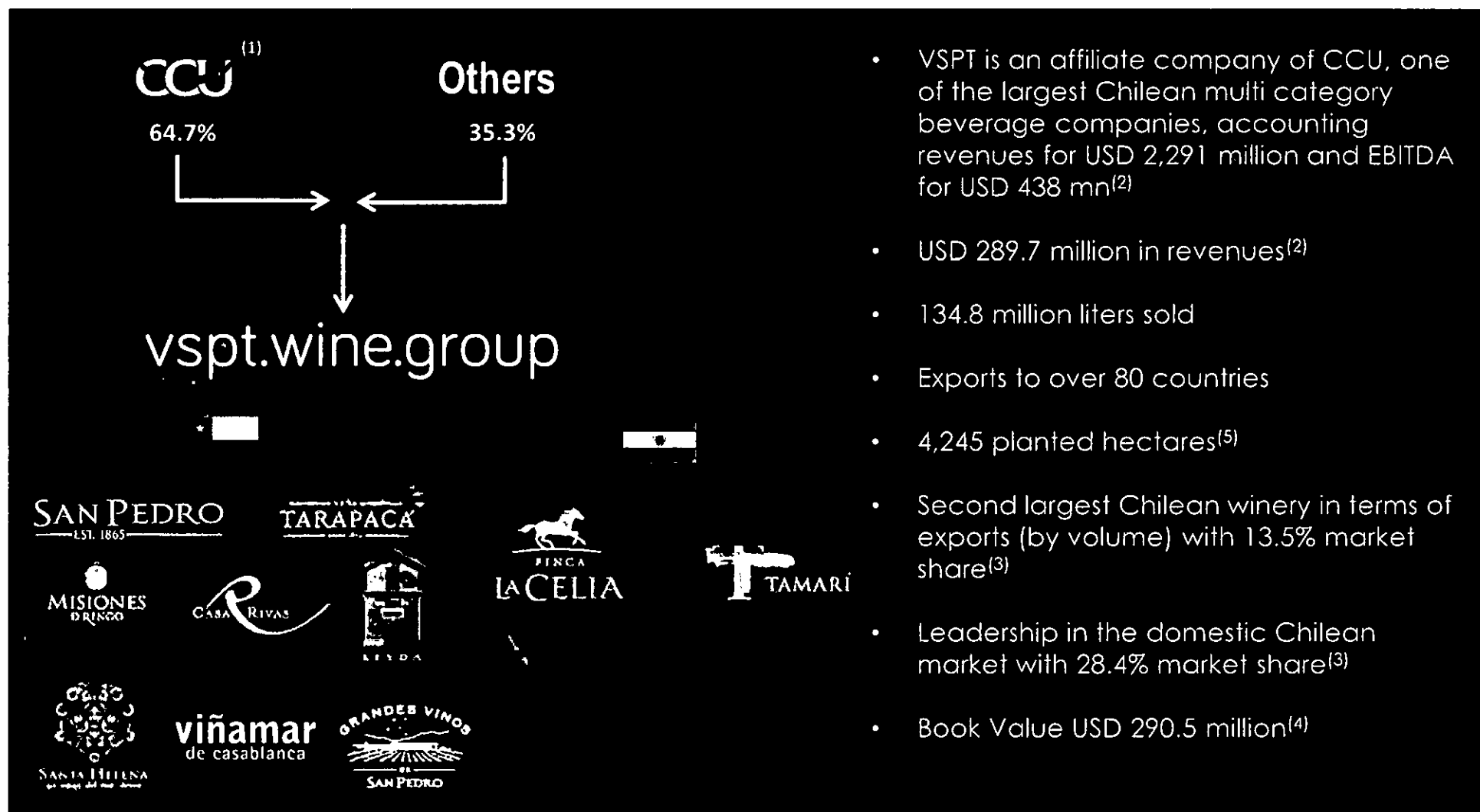
Although we believe that these forward-looking statements and the information contained in this presentation are based upon reasonable assumptions and expectations, we cannot assure you that such expectations will prove to have been correct. The forward-looking statements represent VSPT's views as of the date of this presentation and should not be relied upon as representing our views as of any date subsequent to the date of this presentation as we undertake no obligation to update any of these statements. Listeners are cautioned not to place undue reliance on these forward-looking statements as such statements and information involve known and unknown risks.

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Investor: Before making an investment decision, you should thoroughly inform yourself about the financial situation of the Company and evaluate the convenience of making such investment.

Vina San Pedro Tarapacá S.A. is registered in the Registro de Valores N°0393, as of the 15th of October 1991.

VSP Wine Group



- VSPT is an affiliate company of CCU, one of the largest Chilean multi category beverage companies, accounting revenues for USD 2,291 million and EBITDA for USD 438 mn⁽²⁾
- USD 289.7 million in revenues⁽²⁾
- 134.8 million liters sold
- Exports to over 80 countries
- 4,245 planted hectares⁽⁵⁾
- Second largest Chilean winery in terms of exports (by volume) with 13.5% market share⁽³⁾
- Leadership in the domestic Chilean market with 28.4% market share⁽³⁾
- Book Value USD 290.5 million⁽⁴⁾

(1) CCU's stake as of December 2015

(2) Average exchange rate as of December 30th, 2015 LTM: 1 USD = \$654.07

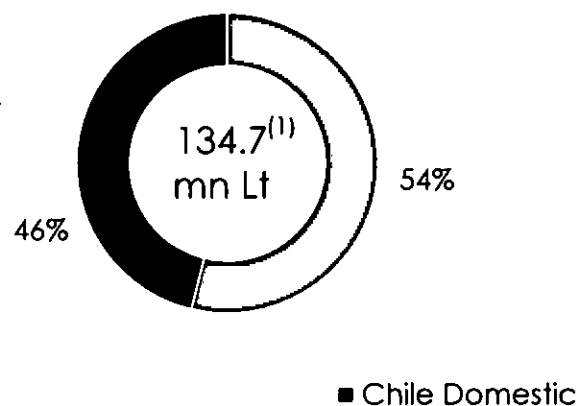
(3) For Chile International: Vinos de Chile, For Chile Domestic: Value, Nielsen

(4) Exchange rate as of December 30th 2015: 1 USD = \$707.34

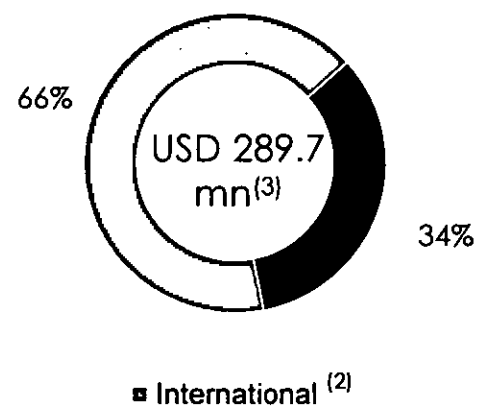
(5) 1 hectare = 2.47 acres

VSPT's financial summary

Volume 2015 LTM



Revenues 2015 LTM



(1) Does not consider bulk wine sales

(2) Does include Argentina winery

(3) Average exchange rate as of December 30th, 2015 LTM: 1 USD = \$654.07

Vineyard & brand diversification, covering full price spectrum

SAN PEDRO
EST. 1865



TARAPACA
VINO 1972



SANTA HELENA



MISIONES
D RENGO



LEYDA



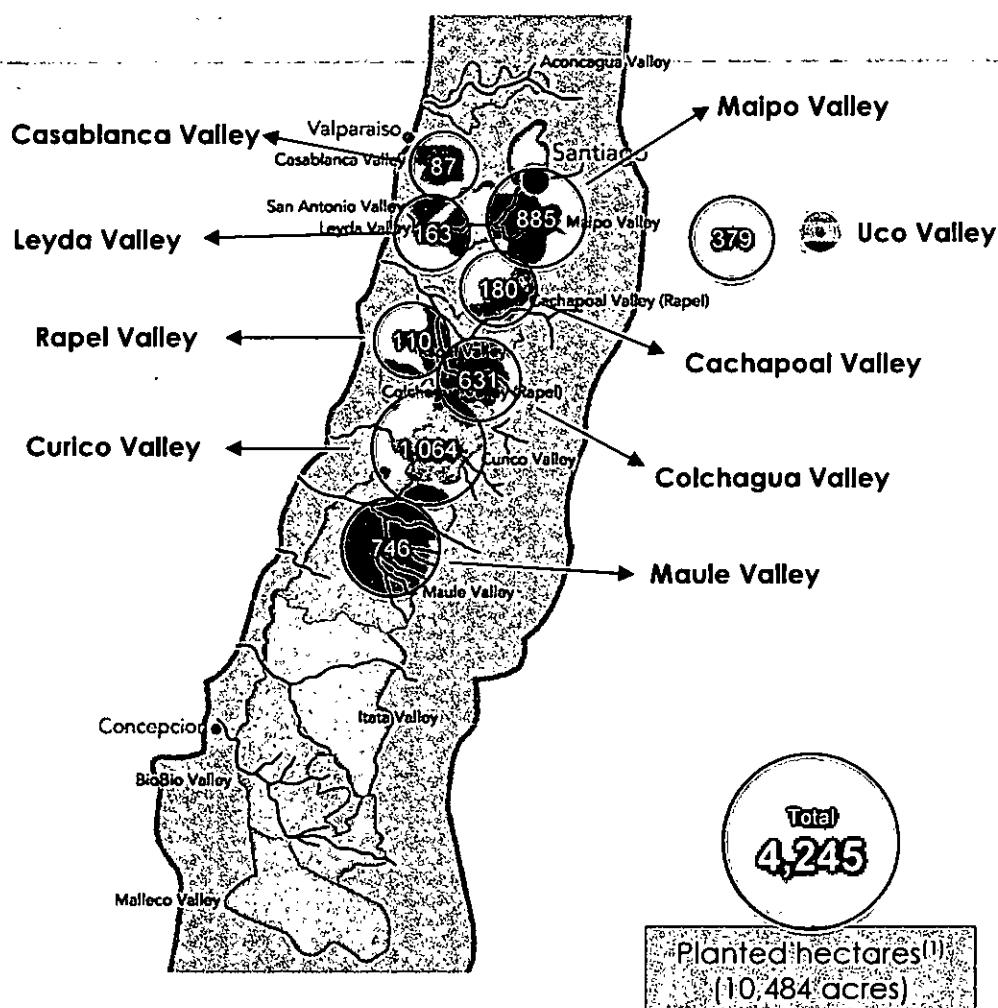
viñamar
de casablanca



LA CELIA
BODIGA TAMARI



Presence in Chile's major wine-producing valleys



Vineyard	Max. Packaging capacity (M9LC/yr)	Cellar capacity (ML)
Molina	7.0	38.8
Lontué	7.4	13.3
Isla de Maipo	2.0	27.5
La Celia	0.9	7.4

Note: Does not include sites in Santa Helena, Grandes Vinos de San Pedro (Totihue) and Viñamar in Casablanca.

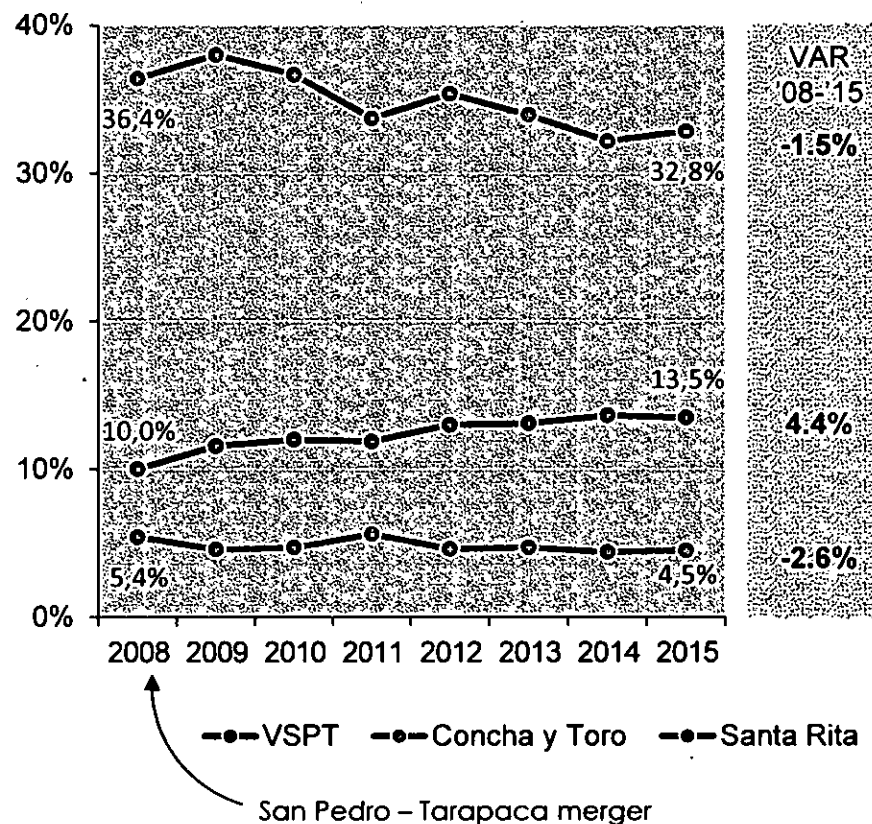
Vineyard	Planted hectares
San Pedro	2,389
Tarapacá	608
Santa Helena	408
Viña Mar/Casa Rivas	297
Leyda	163
Subtotal Chile	3,865
Finca La Celia	379
Total VSPT	4,245

(1): Planted hectares include productive sites as well as in development
1 hectare = 2.47 acres

Remarkable performance in international markets...

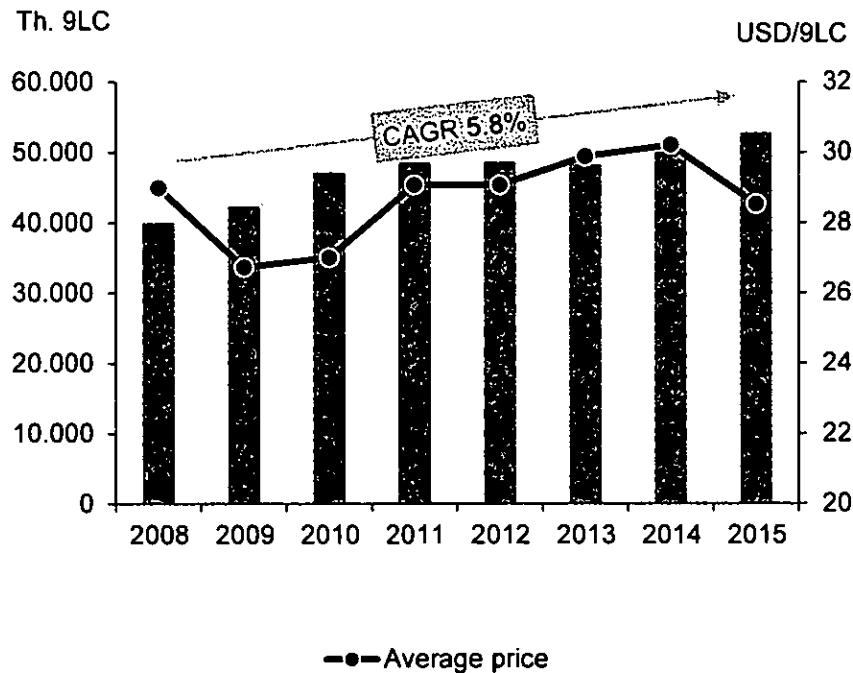
Bottled and packaged wine exports 2015 ⁽¹⁾		
Vineyard	Revenue (USD mn)	Volume (Th. 9LC)
Viña Concha y Toro	456.2	18,415
Viña San Pedro Tarapacá	177.4	7,558
Viña Santa Rita	85.2	2,516
Viña Santa Carolina	61.8	2,762
Viña Luis Felipe Edwards	61.3	2,523
Beth Wines	31.0	1,232
Viña Errázuriz	45.2	1,036
Viña Montes	36.2	621
Viña Undurraga	21.6	746
Viña Carta Vieja	22.9	878
Others	559.4	17,834
Total	1,558	56,122

Market Share (bottled and packaged wine exports by volume)⁽¹⁾

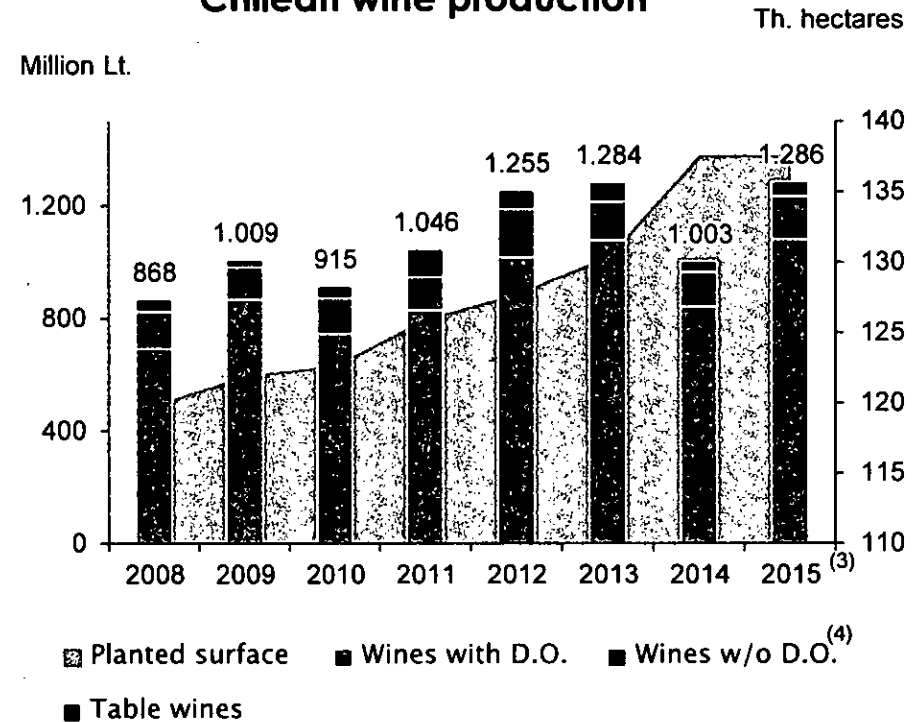


...alongside a Chilean wine industry has presents sustained growth...

Chilean bottled wine exports⁽²⁾



Chilean wine production⁽¹⁾



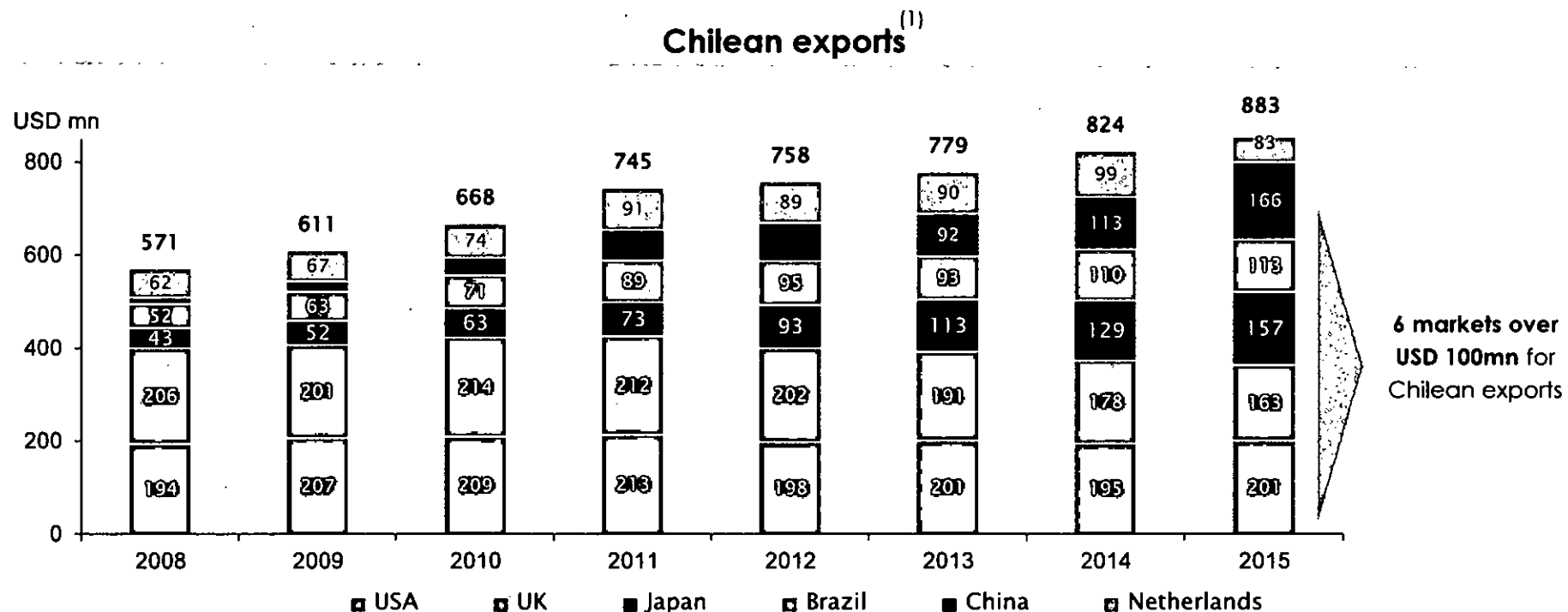
(1) ODEPA - Chilean Ministry of Agriculture

(2) Vinos de Chile

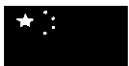
(3) 2015 Planted surface estimated

(4) Wines without Denomination of Origin

... with exports exceeding USD 100mn within several markets...



VSPT position in each market within Chilean companies⁽²⁾

						
VSPT ranking	2	3	2	2	2	2
Revenues (USD mn)	14.9	8.5	34	20	14.6	8.2

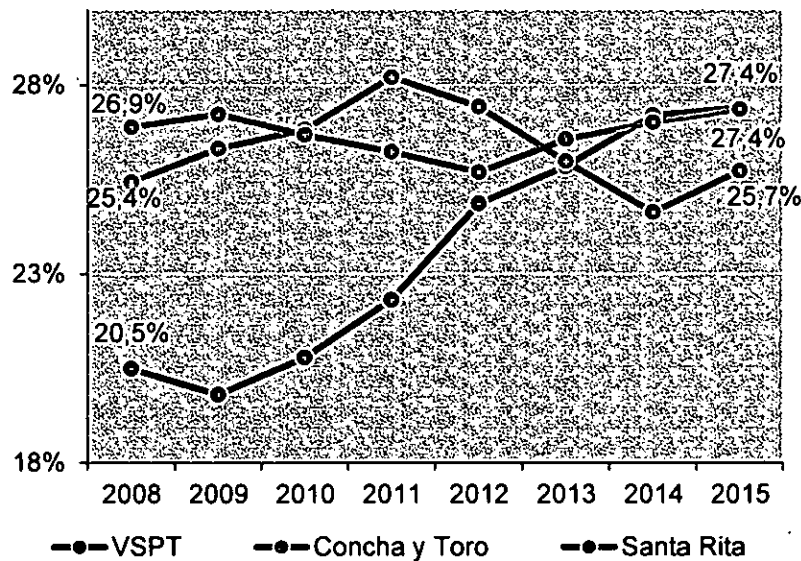
(1) Vinos de Chile

(2) As of December 2015; by volume

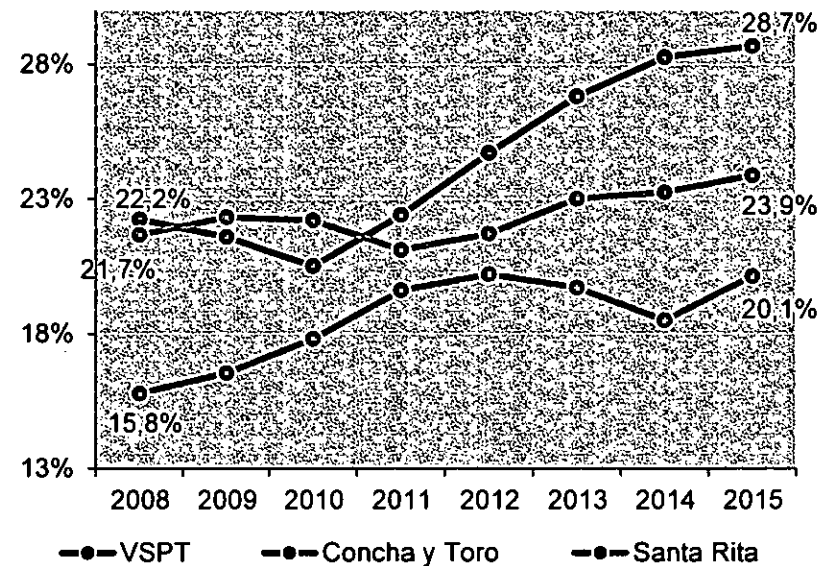
VSPT has consolidated its leadership in the domestic market...

- Domestic market size: 24 mn 9LC
- Growing share of premium wines
- VSPT is the market leader accounting revenues for USD 97,6 mn

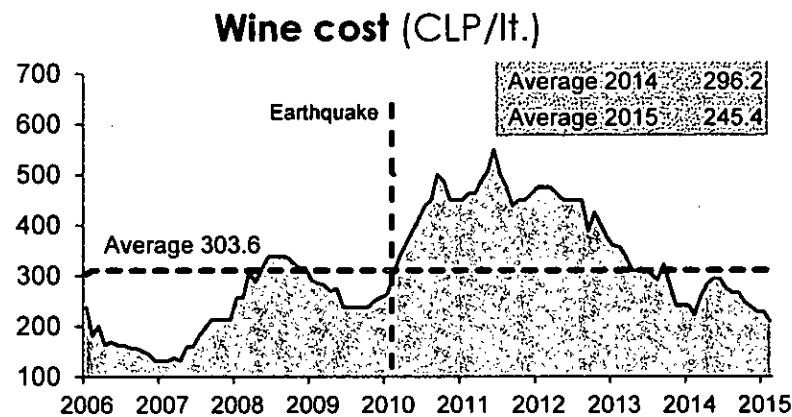
Market Share⁽¹⁾
(domestic sales revenue)



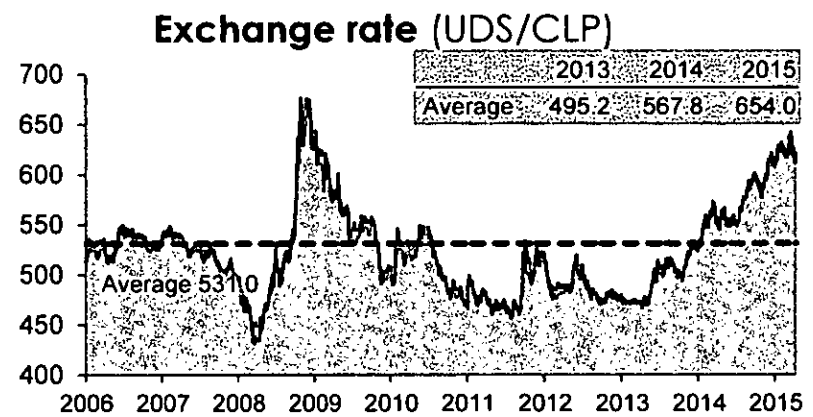
Market Share⁽¹⁾
(premium wine, volume)



Financially, the industry begins to face a brighter cycle, with stable stocks



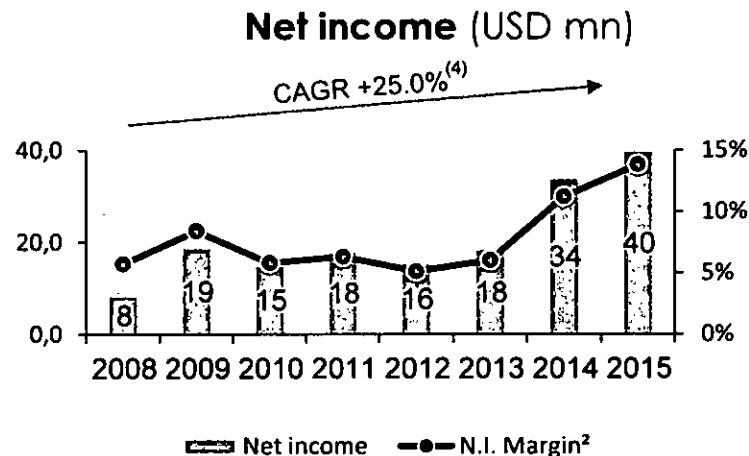
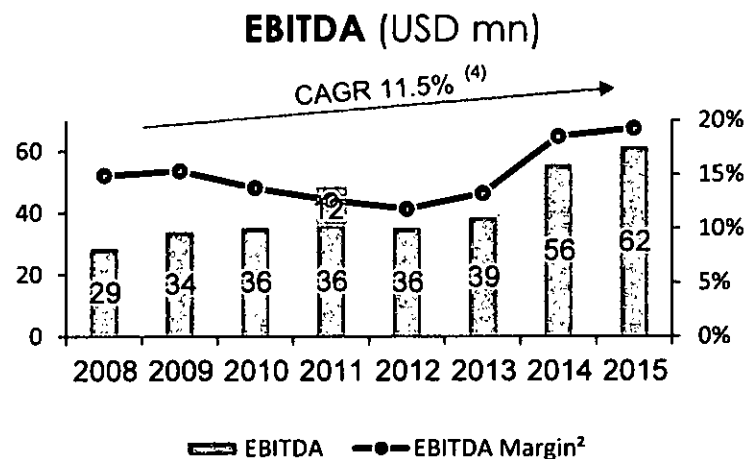
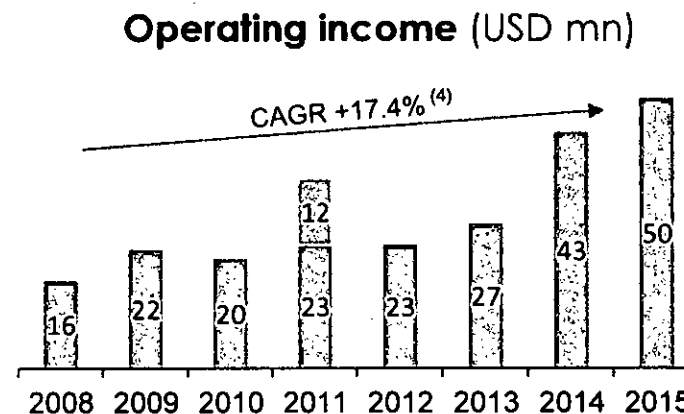
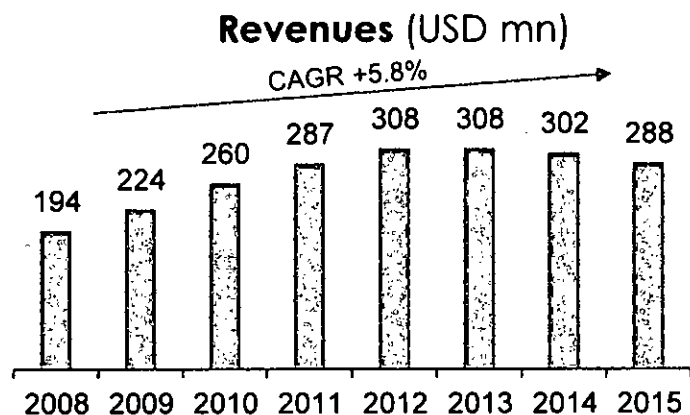
■ Cabernet granel, producer price



(1) ODEPA, Chilean Ministry of Agriculture. For 2013 and 2014, wine cost is a weighted average of cabernet granel and white wine producer price

(2) Central Bank of Chile

Despite the challenging environment, VSPT has grown in the last years...



(1) USD 12mn correspond to insurance compensation for the 2010 earthquake

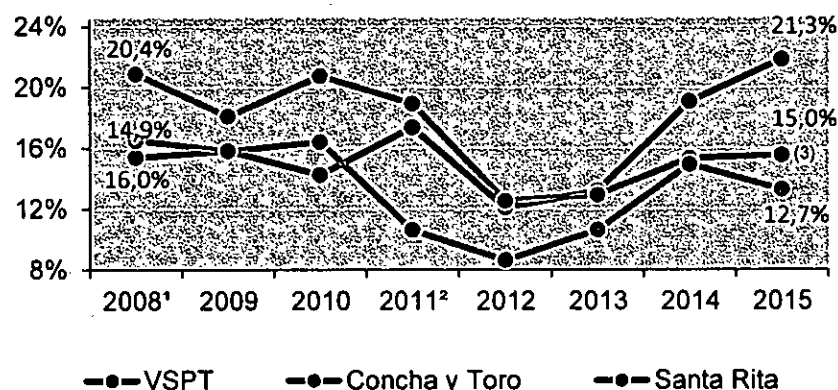
(2) Margins does not include insurance compensation for the 2010 earthquake

(3) Compensation for the 2010 earthquake is not adjusted for taxes

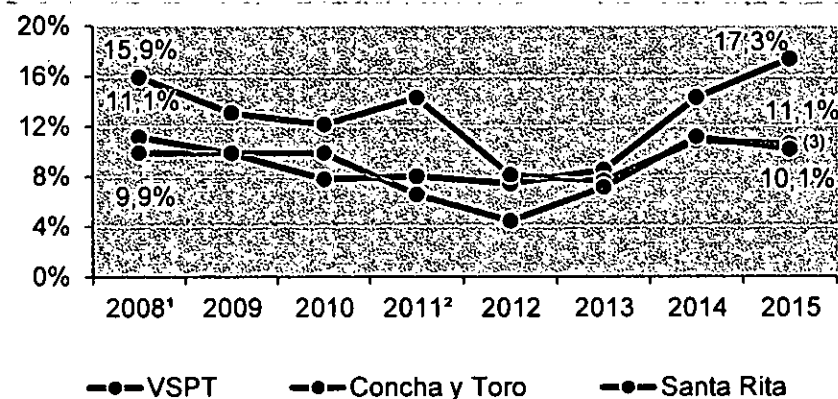
(4) Does not include insurance compensation

....with solid results in relative and absolute terms....

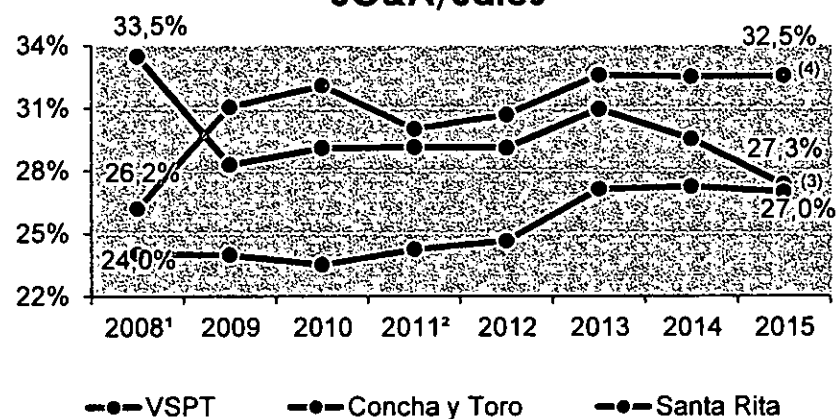
EBITDA margin



Operating margin



SG&A/Sales



Source: Bloomberg

(1) Includes 4th term of Viña Tarapacá

(2) Does not include 2010 earthquake insurance compensation (USD:12mn)

(3) September 2015

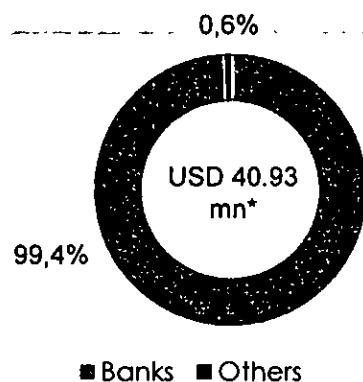
(4) During 2015 MMCLP2.217 was reclassified from MSD&A to Cost of Sales. SG&A/Sales is 28.5% with out this change

....with solid results in relative and absolute terms....

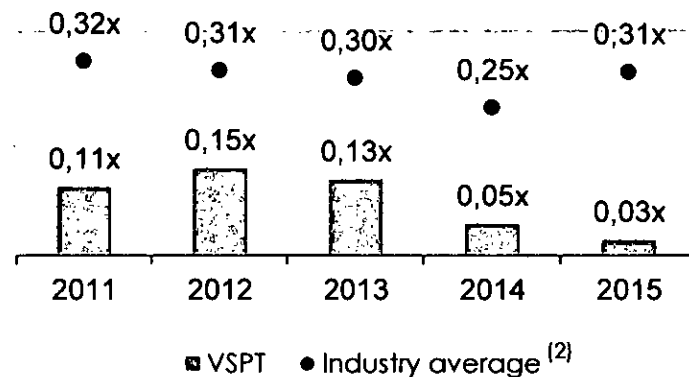
Multiplies							
Company	Stock Mkt	M. Cap* (MM USD)	Vtas* T12M (MM USD)	P/NI T12M	EV/ EBITDA T12M	EV/ Sales T12M	Price/ Book Value
CCU	Chile	3,925	2,189	22.2	10.2	2.0	2.5
VSPT	Chile	395	277	10.4	6.3	1.3	1.3
Concha y Toro	Chile	1,249	908	18.9	12.5	1.9	2.0
Santa Rita	Chile	204	226	11.3	9.1	1.2	0.9

...and a solvent financial position

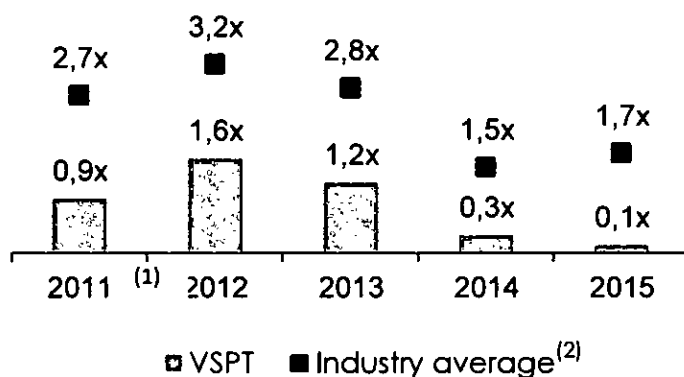
Financial debt



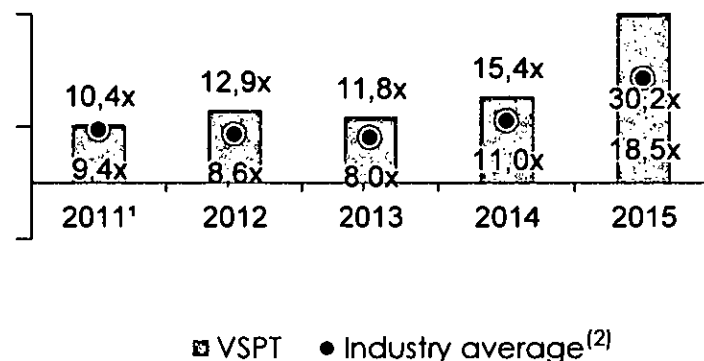
Net Debt/Equity



Net Debt/EBITDA



EBITDA/Financial expenses



(*) Exchange rate as of December 30th, 2015: 1 USD = \$704,68

(1) Does not include 2010 earthquake insurance compensation

(2) Industry average considers Concha y Toro, Santa Rita and VSPT

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