## GLASSWORKS OF CHILE

Form 6-K
March 15, 2005

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                    SECURITIES AND EXCHANGE COMMISSION
                        Washington, D.C. 20549
                        FORM 6-K
    REPORT OF FOREIGN PRIVATE ISSUER
        PURSUANT TO RULE 13a-16 OR 15d-16 OF
        THE SECURITIES EXCHANGE ACT OF 1934
            March 15, 2005
        Commission File Number 1-12752
            Glassworks of Chile
(Translation of registrant's name into English)
                            Hendaya 60
                            Las Condes
                            Santiago, Chile
(Address of principal executive offices)
Indicate by check mark whether the registrant files or will file annual
reports under cover Form 20-F or Form 40-F.
    Form 20-F [X] Form 40-F [ ]
Indicate by check mark if the registrant is submitting the Form 6-K in paper
as permitted by Regulation S-T Rule 101(b) (1):
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Indicate by check mark whether the registrant by furnishing the information
contained in this Form is also thereby furnishing the information to the
Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of
1934.
    Yes [ ] No [X]
[LOGO] Cristalchile
NYSE: CGW
Santiago: CRISTALES
www.cristalchile.com
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CRISTALERIAS DE CHILE REPORTS ITS RESULTS FOR FOURTH QUARTER AND FULL YEAR ENDED DECEMBER 31, 2004

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Santiago, Chile (March 14, 2005) - Cristalerias de Chile S.A. ("Cristalerias"),
a Chilean conglomerate and the largest producer of glass containers in Chile,
today announced its results for the fourth quarter and full year ended December
31, 2004. All figures have been prepared according to Chilean GAAP and are
restated for general price-level changes and expressed in US Dollars at
Ch$557.40/US$1, the exchange rate at the close of December 31, 2004.
4Q04 HIGHLIGHTS (vs. 4Q03):
O Consolidated sales increased 4.2%
O Operating income up 10.9%
O EBITDA up 9.0%
o Non-operating income of US$3.1 million in 4Q04 compared to a US$12.4 million
    non-operating loss in 4Q03.
o Net income of US$19.1 million, compared to US$7.4 million net income in 4Q03.
O Earnings per ADR reached US$0.89
YE 2004 HIGHLIGHTS (vs. YE 2003):
O Consolidated sales increased 5.4%
O Operating income up 5.4%
O EBITDA up 5.3%
O Non-operating loss of US$10.5 million compared to a loss of US$51.5 million
    in 2003.
o Net income reached US$44.6 million compared to US$11.8 million income
    reported in 2003.
O Earnings Per ADR reached US$2.09
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| CONSOLIDATED REVENUE |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| (in US\$ millions) | 4Q04 | $4 Q 03$ | 4 Q 04 vs.4Q03 | YE0 4 |
| TOTAL REVENUE | 89.3 | 85.8 | 4.2\% | 329.5 |
| Cristalchile (glass containers) | 36.9 | 37.1 | -0.4\% | 136.4 |
| Vina Santa Rita (wine) | 38.9 | 38.0 | $2.3 \%$ | 149.3 |
| CIECSA (media) | 17.3 | 14.4 | 19.8\% | 55.0 |
| Adjustments | 3.8 | 3.7 | N/A | 11.2 |
| RELATED COMPANIES |  |  |  |  |
| Metropolis-Intercom (cable TV) | 20.9 | 20.8 | $0.7 \%$ | 81.7 |
| Envases CMF (plastic containers) | 20.7 | 17.4 | 19.1\% | 62.8 |

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During 4Q04, Cristalerias' total consolidated revenue reached US\$89.3 million, a $4.2 \%$ increase compared to $4 Q 03$. The main factors behind this increase were improved sales in CIECSA (+19.8\%) and Santa Rita (+2.3\%); partially compensated by lower sales in the glass container business (-0.4\%). Adjustments for factors such as intercompany sales reached US\$3.8 million during the quarter.
[GRAPHIC OMITTED]

## 4Q04 Revenue Breakdown

| Wine | $42 \%$ |
| :--- | :--- |
| Glass | $40 \%$ |
| Media | $18 \%$ |

Consolidated operating income increased by 10.9\% during the quarter, totaling US\$21.7 million. This includes US\$11.1 million from the glass container business (US\$13.0 million in 4Q03), US\$5.1 million from Santa Rita (US\$3.5 million in 4Q03) and US\$5.5 million from CIECSA (US\$3.2 million in 4Q03).

During 4Q04, Cristalerias net income reached US\$19.1 million, compared to US\$7.4 million net income in 4Q03. This is mainly explained by a better non-operating result, that passed from a US\$12.4 million loss in 4Q03, to a US\$3.1 million income in 4Q04. The latter is mainly explained by an income from exchange rate variations that reached US\$7.1 million in $4 Q 04$, compared to an US\$8.9 million loss in 4Q03; and a net income from subsidiaries that do not consolidate that reached US\$1.1 million in $4 Q 04$, compared to a US\$1.1 million loss in 4Q03. The net loss from subsidiaries includes a US\$1.9 million charge (flat vs. 4Q03) corresponding to goodwill amortization, which does not constitute cash flow.

EBITDA: Operating cash generation reached US\$29.0 million, 9.0\% over $4 Q 03$. EBITDA margin for $4 Q 04$ was $32.5 \%$ (31.0\% in 4Q03).

The following analysis explains Cristalerias' results based on individual financial statements, as well as those of its main subsidiaries:

PACKAGING BUSINESS

Glass

Glass packaging sales reached US\$36.9 million during the quarter, almost flat compared to 4Q03. Volume sales increased by $3.3 \%$, totaling 76,065 tons. Wine bottle sales increased by 5.5\%, mainly due an increase in export volumes. Liquor bottle sales increased by $39.6 \%$, due to higher value-added sales of formats for pisco. Containers for the food industry increased by $32.2 \%$ due to the development of new containers oriented to agro industrial export products.

Beer bottle sales decreased by $28.4 \%$ due to clients' inventory build-up of returnable formats during the previous quarter and lower sales of one-way formats. Soft-drink bottle sales decreased by $8.2 \%$ mainly due to lower returnable formats sales, as during $4 Q 03$ the $237 c c$ returnable bottle campaign was in force, as well as lower one-way formats sales.

GLASS
4 Q 04 4Q03 4Q04 vs.
$4 Q 03$

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Net Sales (in Ch$ millions)
20,591
    Wine 12,740 12,080 5.5%
    Beer 2,807 3,918 -28.4%
    Soft Drinks 2,608 2,842 -8.2%
    Liquor 1,933 1,385 39.6%
    Food 442
    Pharmaceutical 61 116 -47.7%
Volume in tons
76,065
73,664
3.3%
Operating income reached US$11.1 million, compared to US$13.0 million in 4Q03.
Operating margin was 30.0% (35.0% in 4Q03).
Net earnings for 4Q04 include a non-operating income of US$10.5 million,
compared to a US$4.6 million non-operating loss in 4Q03. The latter is mainly
explained by an income from exchange rate variations, that reached US$4.7
million in 4QO4, compared to a US$5.2 million loss in 4Q03; in addition to a
higher net income from subsidiaries that reached US$8.0 million in 4Q04,
compared to US$2.4 million income in 4Q03.
EBITDA: Operating cash generation reached US$16.1 million, compared to US$17.8
million in 4Q03. EBITDA margin was 43.6% (47.9% in 4Q03).
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During 4Q04, Envases CMF posted a US\$2.5 million net income, compared to a US\$1.3 million income in $4 Q 03$. The latter is mainly due to the operating result, that passed from a US\$1.5 million income in $4 Q 03$ to a US\$3.3 million income in 4Q04, mainly due to higher sales and fixed costs savings. Total sales reached US $\$ 20.7$ million, compared to US\$17.4 million in $4 Q 03$. Volumes increased by 12.3\%, reaching 7,360 tons, while prices rose by $6.6 \%$.

EBITDA: Operating cash generation reached US\$5.3 million, compared to US\$3.5 million in 4Q03. EBITDA margin was 25.6\% (20.1\% in 4Q03).

WINE BUSINESS
During 4Q04, Santa Rita's consolidated sales totaled US\$38.9 million, $2.3 \%$ over 4Q03. The Company's profits came in at US\$5.5 million, compared to US\$0.4 million in 4Q03, mainly due to a higher non-operating result, that registered a US\$2.3 million income from exchange rate variations, compared to a US\$ 3.4 million loss in 4 Q03.

In the domestic market, Santa Rita's prices increased by 18.0\% in real terms, while volumes grew by $1.0 \%$ over $4 Q 03$. These conditions led net sales in the domestic market to grow by $19.2 \%$ to reach US\$19.0 million.

Sales volume in the export market dropped by $13.6 \%$ with respect to $4 Q 03$. Net sales reached US $\$ 16.6$ million, compared to US\$18.0 million in $4 Q 03$. Export revenues in real peso terms fell by $15.1 \%$ (due to the Chilean peso/US dollar appreciation with respect to 4Q03) reaching US\$17.8 million and accounting for $45.8 \%$ of total revenues. The average price in Dollars per case in the export market reached US\$35.5 (US\$33.5 in 4Q03), compared with an industry average of US\$24.6 (US\$23.4 in 4Q03).

| SANTA RITA |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 4Q04 | 4Q03 | 4 Q 04 vs . |
|  |  |  | 4Q03 |
| Net Sales (in Ch\$ millions) | 21,695 | 21,201 | 2.3\% |
| Domestic | 10,600 | 8,894 | 19.2\% |
| Exports | 9,934 | 11,699 | -15.1\% |
| Others | 1,161 | 608 | 91.0\% |
| Volume |  |  |  |
| Exports (Th cases) | 466 | 540 | -13.6\% |
| Domestic (Th liters) | 16,568 | 16,407 | 1.0\% |
| Price per case - Export Mkt.( US\$) | 35.5 | 33.5 | 6.0\% |
| Avg. price per case - Domestic Mkt. (Ch\$) | 5,760 | 4,878 | 18.0\% |
| Operating income reached US\$5.1 million, $43.0 \%$ over $4 Q 03$, mainly due to lower marketing expenses. Operating margin was $13.0 \%$ ( $9.3 \%$ in $4 Q 03$ ). |  |  |  |
| EBITDA: Operating cash generation reached EBITDA margin was 18.0\% (14.4\% in 4Q03). | $.0 \mathrm{mil}$ | 28.0\% | 4 O 03. |

## MEDIA BUSINESS

Media Subsidiaries

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I \(99.9 \%\)
Cristalchile
Comunicaciones
| 50\%
|
Cordillera
Comunicaciones
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DIARIO | 95.6\% FINANCIERO |

MetropolisIntercom

Television Broadcasting, Financial Printed Press, and Other Media<br>During 4Q04, CIECSA reported a net income of US\$4.5 million, compared to US\$3.2 million income in $4 Q 03$.<br>MEGA, CIECSA's main subsidiary, posted a US\$5.3 million net income, compared to a US\$2.9 million income in 4Q03. Net sales increased by 20.7\% in 4Q04 to reach US\$17.1 million. Operating income reached US\$5.5 million, 71.7\% over 4Q03. MEGA reached the first place in audience share during the quarter with an average viewership share of $27.3 \%$ in $4 Q 04$ (27.3\% in 4Q03) (FN 1).<br>EBITDA: CIECSA's operating cash generation reached US\$5.9 million, $65.0 \%$ over 4Q03. EBITDA margin was $34.0 \%$ (24.7\% in 4Q03).

Cable Television

Cristalchile Comunicaciones S.A. (Cristalerias' wholly-owned subsidiary), owner of $50 \%$ of Cordillera Comunicaciones Ltda., had a net loss of US\$1.9 million, compared to a US\$2.9 million loss in 4Q03. Similarly, Cordillera Comunicaciones Ltda. (owner of $95.6 \%$ of Metropolis-Intercom S.A.) had a net loss of US\$3.7 million, compared to a US\$5.4 million loss in 4Q03. The aforementioned result includes a goodwill amortization charge of US\$1.9 million (flat compared to 4Q03) 。

[^0]During 4Q04 Metropolis-Intercom S.A. posted a net loss of US\$1.9 million, compared to a US\$4.0 million loss in 4Q03. This is explained by an improved non-operating result, that passed from a US\$2.4 million loss in $4 Q 03$ to a US\$1.3 million income in $4 Q 04$, mainly due to a lower loss from exchange rate variations as a consequence of the Chilean peso appreciation and lower interest expenses; partially compensated by a lower operating result mainly due to higher depreciation charges. The company posted sales of US\$20.9 million, flat compared to $4 Q 03$. EBITDA reached US\$3.5 million, compared to US\$3.7 million in $4 Q 03$. The
latter includes a US\$7.1 million depreciation charge, compared to a US\$6.3 million charge in 4Q03, mainly coming from the HFC network acquired in July 2000. The Company ended the period with 224,769 basic subscribers $(231,925$ in 4Q03), 26,994 premium subscribers (31,499 in 4Q03), 38,158 broad-band Internet subscribers (34,462 in 4Q03) and 10,764 Internet Protocol Telephony subscribers $(3,639$ in $4 Q 03)$.

|  | METROPOLIS-INTERCOM |  | $4004 \mathrm{vs}$. |
| :--- | :---: | ---: | ---: |
|  | $12 / 31 / 04$ | $09 / 30 / 04$ | 3004 |
| Basic Subscribers (1) |  |  | $0.1 \%$ |
| Premium customers | 224,769 | 224,657 | $-3.6 \%$ |
| Internet customers | 26,994 | 27,989 | $-1.5 \%$ |
| IP Telephony customers | 38,158 | 38,735 | $-2.1 \%$ |
| Home Passed | 10,764 | 10,999 | $1.1 \%$ |


|  |  | $4 Q 04 \mathrm{vs}$. |  |
| :--- | :---: | :---: | :---: |
|  |  | $4 Q 04$ | $4 Q 03$ |
| Sales (US\$ Million) | 20.9 | 20.8 | $0.7 \%$ |
| EBITDA (US\$ Million) | 3.5 | 3.7 | $-7.3 \%$ |
| Net Income (Loss) (US\$ Million) | $(1.9)$ | $(4.0)$ | $51.2 \%$ |
|  |  |  |  |

FULL YEAR ENDED DECEMBER 31, 2004 RESULTS
[GRAPHIC OMITTED]
YE04 Revenue Breakdown
Wine 44\%
Glass 40\%
Media 16\%

CONSOLIDATED RESULTS
The Company consolidates its results with those of Vina Santa Rita, CIECSA, Cristalchile Comunicaciones, Cristalchile Inversiones and Apoger. During 2004, Cristalerias' total consolidated revenue reached US $\$ 329.5$ million, $5.4 \%$ over 2003. The main factors behind this growth include improved sales in the wine (+8.4\%) and media (+12.6\%) businesses; partially compensated by lower sales in the glass container business (-0.5\%).

Consolidated operating income reached US\$73.0 million, 5.4\% over 2003. This includes US\$44.1 million from the glass container business (US\$44.8 million in 2003), US\$17.4 million from Santa Rita (US\$17.9 million in 2003) and US\$11.2 million from CIECSA (US\$6.5 million in 2003).

During 2004, Cristalerias' net income was US\$44.6 million, compared to US\$11.8 million in 2003. This is mainly explained by a lower non-operating loss, that passed from a US\$51.5 million loss in 2003 to a US\$10.5 million loss in 2004. The latter is mainly explained by an income from exchange rate variations of US\$11.4 million in 2004, compared to a US\$31.4 million loss in 2003 . The net loss from subsidiaries that do not consolidate decreased to reach US\$6.1 million, from US\$8.3 million loss in 2003. This figure includes a US\$7.6 million charge (flat with respect to 2003) corresponding to goodwill amortization, which does not constitute cash flow.

EBITDA: Operating cash generation reached US\$101.4 million, 5.3\% over 2003. EBITDA margin remained at $30.8 \%$.

The following analysis explains Cristalerias' results based on individual financial statements, as well as those of its main subsidiaries:

## PACKAGING BUSINESS

Glass
The Company had non-consolidated sales of US\$136.4 million, compared to US\$137.1 million in 2003. Volume sales increased by 5.1\%, reaching 273,000 tons. Wine bottle sales increased by $8.2 \%$ during the year mainly due to higher bottled wine export volumes. Liquor bottle sales increased by 8.4\%, mainly due to higher value-added sales of pisco. Sales of containers for the food industry increased due to development of new containers oriented to agro industrial export products.

Soft drink bottle sales decreased by $10.6 \%$ due to lower sales of returnable formats, given that last year sales were higher due to the 237cc bottle campaign. One-way bottles increased due to higher sales of juice bottles. Beer bottle sales decreased by $32.5 \%$, mainly due to lower sales of one-way formats as a consequence of a lower participation of this kind of containers in overall beer sales.

|  | GLASS |  | YE04 vs. |
| :--- | ---: | ---: | ---: |
|  |  |  | YE0 |
| Net Sales (in Ch\$ millions) | 76,048 | 76,413 | $-0.5 \%$ |
| Wine | 51,463 | 47,581 | $8.2 \%$ |
| Soft Drinks | 8,400 | 9,391 | $-10.6 \%$ |
| Beer | 7,792 | 11,539 | $-32.5 \%$ |
| Liquor | 6,400 | 5,904 | $8.4 \%$ |
| Food | 1,666 | 1,593 | $4.6 \%$ |
| Pharmaceutical | 325 | 405 | $-19.7 \%$ |
| Volume in tons | 273,000 | 259,639 | $5.1 \%$ |

Operating income reached US\$44.1 million, compared to US\$44.8 million in 2003, since higher sales volume were compensated by a $5.3 \%$ decrease in average prices,
mainly as a consequence of the appreciation of the Chilean peso against the US dollar during 2004 when compared to 2003. Operating margin was $32.3 \%$ ( $32.7 \%$ in 2003).

Net earnings for the year include a non-operating income of US\$8.1 million, compared to a non-operating loss of US\$30.3 million in 2003. This is mainly explained by a US\$7.0 million income from exchange rate variations (US\$23.3 million loss in 2003) and a net income from subsidiaries that reached US\$8.9 million (US\$0.5 million loss in 2003).

EBITDA: Operating cash generation reached US\$63.5 million, 0.8\% over 2003. EBITDA margin was 46.5\% (45.9\% in 2003).

Plastic
During 2004 Envases CMF posted a US\$3.9 million net income, compared to a US\$2.6 million income in 2003. Volumes increased by $1.2 \%$, reaching 23,522 tons, due to higher domestic and export sales of soft drinks returnable and one-way bottles; partially compensated by lower pre-forms export volumes. Prices decreased by $1.7 \%$ influenced by a lower Chilean peso/US Dollar exchange rate. Total sales reached US\$62.8 million, flat compared to 2003. Operating income reached US\$6.9 million, 23.9\% over 2003, mainly due to fixed costs savings, as well as a better sales mix. The non-operating loss reached US\$2.3 million, compared to a US\$2.2 million loss in 2003.

EBITDA: Operating cash generation reached US\$14.8 million, compared to US\$13.8 million in 2003. EBITDA margin was 23.6\% (21.8\% in 2003).

WINE BUSINESS

During 2004, Santa Rita's consolidated sales totaled US\$149.3 million, 8. $4 \%$ over 2003. The Company's profits came in at US\$15.2 million, compared to US\$7.2 million in 2003, due to an improved non-operating result, that passed from a US\$9.5 million loss in 2003 to a US $\$ 0.7$ million income in 2004 . The latter is mainly due to a US\$4.3 million income from exchange rate variations in 2004 , compared to a US\$7.2 million loss in 2003.

In the domestic market, Santa Rita's volumes remained almost flat with respect to 2003. Prices rose by $14.7 \%$ in real terms. These conditions led net sales in the domestic market to grow by $15.1 \%$, to reach US\$68.5 million.

Sales volume in the export market grew by 9.7\% with respect to 2003 . Net sales reached US $\$ 67.8$ million, $13.2 \%$ over 2003 . Export revenues in real peso terms increased by $0.6 \%$ (due to the Chilean peso/US dollar appreciation with respect to 2003), representing 50.6\% of total revenues. The average price in dollars per case reached US\$34.2 (US\$33.1 in 2003), compared with an industry average of US\$24.1 (US\$23.5 in 2003).

By markets, the export increase breakdown is as follows: Europe, +14.1\%, USA, +15.1\%, Latin America, +7.3\%; partially offset by lower sales to Canada, -7.4\% and Asia+Africa, -10.4\%.

| SANTA RITA |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | YE0 4 | YE03 | YEO4 vs. |
|  |  |  |  | YE03 |
| Net Sales (in Ch\$ millions) |  | 83,232 | 76,813 | 8. 4 \% |
| Domestic |  | 38,204 | 33,199 | $15.1 \%$ |
| Export |  | 42,121 | 41,862 | $0.6 \%$ |
| Others |  | 2,907 | 1,752 | $65.9 \%$ |
| Volume |  |  |  |  |
| Exports (Th cases) |  | 1,985 | 1,809 | 9.7\% |
| Domestic (Th liters) |  | 64,745 | 64,547 | $0.3 \%$ |
| Price per case - Export Mkt.( US\$) |  | 34.2 | 33.1 | 3.1\% |
| Avg. price per case - Domestic Mkt | (Ch\$) | 5,310 | 4,626 | 14.7\% |

Operating income reached US\$17.4 million, compared to US\$17.9 million in 2003, due to higher costs of musts, as well as a lower peso/US\$ exchange rate that affected export returns. Operating margin was $12.0 \%$ ( $13.0 \%$ in 2003).

EBITDA: Operating cash generation reached US\$25.1 million, almost flat compared to 2003. EBITDA margin was $16.8 \%$ (18.3\% in 2003).

## MEDIA BUSINESS

Television Broadcasting, Financial Printed Press and Other Media

During 2004, CIECSA reported a net income of US\$8.3 million, compared to a
US\$4.7 million income in 2003.

MEGA, CIECSA's main subsidiary, had a US\$9.1 million net income, compared to US\$4.8 million income in 2003. Net sales increased by 11.9\% reaching US\$53.9 million, as higher audience share has resulted in higher sales. Operating income increased by $65.9 \%$, reaching US\$10.7 million. MEGA reached the first place in audience share during the year with an average viewership share of $26.7 \%(24.6 \%$ in 2003) (FN 2).

EBITDA: CIECSA's operating cash generation reached US\$12.6 million, 58.3\% over 2003. EBITDA margin was 22.9\% (16.3\% in 2003).

## Cable Television

Cristalchile Comunicaciones S.A. (Cristalerias wholly-owned subsidiary), owner of $50.0 \%$ of Cordillera Comunicaciones Ltda. had a net loss of US\$11.9 million, compared to a US\$12.5 million net loss in 2003. Similarly, Cordillera Comunicaciones Ltda. (owner of $95.6 \%$ of Metropolis-Intercom S.A.) posted a net loss of US $\$ 22.9$ million, compared to a net loss of US\$24.9 million in 2003 . The aforementioned result includes a goodwill amortization charge of US\$7.6 million (flat compared to 2003).

During 2004 Metropolis-Intercom S.A. posted sales of US\$81.7 million, compared to US\$82.7 million in 2003. The Company posted a net loss of US\$16.1 million, compared to a net loss of US\$17.6 million in 2003 . This result is mainly due to a better non-operating result, due to a lower Peso/US Dollar exchange rate that favorably affects the company's net liabilities in US Dollars and lower interest expenses. The latter was partially compensated by a lower operating result, mainly as a consequence of higher depreciation charges. EBITDA reached US\$11.8 million, almost flat compared to 2003. This figure includes a depreciation charge of US\$27.3 million (US\$24.8 million charge in 2003) mainly coming from the HFC network acquired in July 2000. Metropolis-Intercom ended the period with 224,769 basic subscribers (231,925 in 2003), 26,994 premium subscribers (31,499 in 2003), 38,158 broad-band Internet subscribers (34,462 in 2003) and 10,764 IP Telephony subscribers $(3,639$ in 2003).

Basic Subscribers (1)
METROPOLIS-INTERCOM

| $12 / 31 / 04$ | $12 / 31 / 03$ | \% Change |
| ---: | ---: | ---: |
| 224,769 | 231,925 | $-3.1 \%$ |
| 26,994 | 31,499 | $-14.3 \%$ |
| 38,158 | 34,462 | $10.7 \%$ |
| 10,764 | 3,639 | $195.8 \%$ |
| $1,213,768$ | $1,192,891$ | $1.8 \%$ |


|  | YE04 | YE03 | YE04 vS. YE03 |
| :--- | :---: | :---: | :---: |
| Sales (US\$ Million) | 81.7 | 82.7 | $-1.2 \%$ |
| EBITDA (US\$ Million) | 11.8 | 11.9 | $-1.0 \%$ |
| Net Profit (loss) (US\$ Million) | $(16.1)$ | $(17.6)$ | $8.1 \%$ |

(1) Includes Premium, Internet and IP Telephony customers.

## \#\#\#\#\#\#\#\#\#\#\#\#\#

This release may contain certain forward-looking statements (as that term is used in U.S. securities laws) regarding anticipated results of operations, financial condition, business operations or strategy of Cristalerias de Chile or its consolidated subsidiaries. Forward-looking statements may be identified by the use of words such as "anticipates," "believes," "expects," "predicts," "intends," "estimates," "should" or "may" or similar expressions relating to statements that are not of historical facts. Such forward-looking statements are believed to be reasonable, but are not guarantees of future performance. Actual results could vary from our objectives or expectations due to many factors including, among others, changes in consumer beverage preferences, new technologies, a downturn in the Chilean wine industry, significant disruption of the Chilean media market, the macroeconomic performance of Chile and the behavior of Latin American markets more generally.

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            CRISTALERIAS DE CHILE S.A.
        CONSOLIDATED FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of
            US Dollars as of December 31, 2004)
                        1 US Dollar = 557.4 Chilean Pesos
```

BALANCE SHEET

| ASSETS | As of December 31 |  |
| :---: | :---: | :---: |
|  | 2004 | 2003 |
|  | MUS \$ | MUS \$ |
| Cash, time deposits, marketable securities | 191.4 | 147.4 |
| Receivables | 98.3 | 84.9 |
| Inventories, net | 69.6 | 58.6 |
| Other current assets | 4.4 | 12.2 |
| TOTAL CURRENT ASSETS | 363.8 | 303.1 |
| NET P.P.\&E. | 246.6 | 250.3 |
| Investment in related companies | 179.6 | 189.5 |
| Long-term receivables | 15.1 | 16.9 |
| Goodwill on investments | 0.3 | 1.5 |
| Accounts receivable, related companies | 2.2 | 0.0 |
| Others | 29.2 | 43.9 |
| TOTAL OTHER ASSETS | 226.3 | 251.9 |
| TOTAL ASSETS | 836.7 | 805.3 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Current portion of long-term \& short-term debt | 28.4 | 11.1 |
| Dividends payable | 1.2 | 0.9 |
| Accounts and notes payable | 25.7 | 24.7 |
| Provisions, withholdings, income taxes | 29.0 | 26.0 |
| Advances from customers | 4.2 | 5.6 |
| TOTAL CURRENT LIABILITIES | 88.5 | 68.3 |
| Long-term bank liabilities and bonds payable | 198.3 | 226.1 |
| Miscellaneous creditors | 13.7 | 0.5 |
| Provisions and others | 8.5 | 21.3 |
| TOTAL LONG-TERM LIABILITIES | 220.4 | 247.9 |
| MINORITY INTEREST | 75.5 | 69.3 |
| TOTAL SHAREHOLDERS' EQUITY | 452.2 | 419.9 |
| TOTAL LIAB. \& SHAREHOLDERS' EQUITY | 836.7 | 805.3 |
| STATEMENT OF INCOME |  |  |
| $\begin{array}{r} \text { Ful } \\ \text { ended } \end{array}$ | $\text { er } 31$ | Fourth quarter |

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|  | $\begin{aligned} & 2004 \\ & \text { MUS\$ } \end{aligned}$ | $\begin{aligned} & 2003 \\ & \text { MUS\$ } \end{aligned}$ | $\begin{aligned} & 2004 \\ & \text { MUS\$ } \end{aligned}$ | $\begin{aligned} & 2003 \\ & \text { MUS\$ } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| OPERATING RESULTS: |  |  |  |  |
| Net sales | 329.5 | 312.5 | 89.3 | 85.8 |
| Cost of sales | (202.1) | (194.3) | (52.9) | (51.1) |
| Selling and administrative expenses | (54.4) | (48.9) | (14.7) | (15.1) |
| OPERATING INCOME | 73.0 | 69.2 | 21.7 | 19.6 |

NON-OPERATING RESULTS:

```
Cordillera Comunicaciones Ltda
Editorial Zig-Zag
Vina Los Vascos S.A.
Rayen Cura S.A.I.C.
Envases CMF
Ediciones Chiloe
Others
Equity in net income related
        companies (net)
Interest expense (net)
Other nonrecurring expense (net)
Goodwill amortization
Price-level restatement
Exchange Rate Variations
NON-OPERATING INCOME
```

Income tax
Extraordinary Items
Minority interest
NET INCOME

| $(11.8)$ | $(12.5)$ | $(1.9)$ | $(2.9)$ |
| :---: | :---: | :---: | :---: |
| 0.1 | 0.0 | 0.3 | 0.3 |
| 1.2 | 1.3 | 0.4 | 0.4 |
| 2.5 | 1.7 | 1.0 | 0.4 |
| 1.9 | 1.3 | 1.3 | 0.6 |
| $(0.0)$ | $(0.1)$ | 0.1 | 0.0 |
| $(0.0)$ | $(0.0)$ | $(0.0)$ | $(0.0)$ |
| ----- | ----- | ----- | ---- |


| (6.1) | (8.3) | 1.1 | (1.1) |
| :---: | :---: | :---: | :---: |
| (8.5) | (7.8) | (2.5) | (2.3) |
| (4.1) | (1.5) | (2.0) | 0.3 |
| (1.1) | (1.1) | (0.2) | (0.2) |
| (2.1) | (1.5) | (0.3) | (0.3) |
| 11.4 | (31.4) | 7.1 | (8.9) |
| (10.5) | (51.5) | 3.1 | (12.4) |

Income tax
Extraordinary Items
Minority interest
NET INCOME

| $(10.6)$ | $(2.5)$ |
| :---: | :---: |
| - | - |
| $(7.2)$ | $(3.4)$ |
| ------ | ------ |
| 44.6 | 11.8 |
| $======$ | $======$ |


| $(3.2)$ | 0.4 |
| :---: | ---: |
| - | - |
| $(2.5)$ | $(0.2)$ |
| ----- | ----- |
| 19.1 | 7.4 |
| $=====$ | $====$ |

```
CRISTALERIAS DE CHILE
CONSOLIDATED FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of Chilean Pesos as of December 31, 2004) 1 US Dollar \(=557.4\) Chilean Pesos
```

BALANCE SHEET

|  | As | - 31 |
| :---: | :---: | :---: |
|  | 2004 | 2003 |
| ASSETS | MCh\$ | MCh\$ |

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NON-OPERATING RESULTS:

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| Cordillera Comunicaciones Ltda | $(6,593)$ | $(6,973)$ | $(1,063)$ | $(1,593)$ |
| :---: | :---: | :---: | :---: | :---: |
| Editorial Zig-Zag | 30 | 25 | 142 | 190 |
| Vina Los Vascos S.A. | 683 | 706 | 200 | 217 |
| Rayen Cura S.A.I.C. | 1,408 | 945 | 570 | 209 |
| Envases CMF | 1,082 | 724 | 707 | 359 |
| Ediciones Chiloe | (24) | (80) | 42 | 24 |
| Others | (12) | (0) | (7) | (0) |
| Equity in net income related companies (net) | $(3,425)$ | $(4,652)$ | 591 | (594) |
| Interest expense (net) | $(4,742)$ | $(4,342)$ | $(1,378)$ | $(1,278)$ |
| Other nonrecurring expense (net) | $(2,268)$ | (828) | $(1,125)$ | 162 |
| Goodwill amortization | (616) | (592) | (135) | (117) |
| Price-level restatement | $(1,147)$ | (823) | (169) | (156) |
| Exchange Rate Variations | 6,334 | $(17,491)$ | 3,947 | $(4,951)$ |
| NON-OPERATING INCOME | $(5,863)$ | $(28,728)$ | 1,731 | $(6,934)$ |
| Income tax | $(5,928)$ | $(1,381)$ | $(1,797)$ | 248 |
| Extraordinary Items | - | - | - | - |
| Minority interest | $(4,017)$ | $(1,887)$ | $(1,412)$ | (112) |
| NET INCOME | 24,861 | 6,587 | 10,623 | 4,111 |

CRISTALERIAS DE CHILE S.A.
INDIVIDUAL FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of US Dollars as of December 31, 2004) 1 US Dollar $=557.4$ Chilean Pesos

BALANCE SHEET

|  | As of December 31 |  |
| :---: | :---: | :---: |
|  | 2004 | 2003 |
| ASSETS | MUS \$ | MUS\$ |
| Cash, time deposits, marketable securities | 160.0 | 118.6 |
| Receivables | 52.0 | 43.6 |
| Inventories, net | 11.2 | 8.7 |
| Other current assets | 1.3 | 5.2 |
| TOTAL CURRENT ASSETS | 224.5 | 176.1 |
| NET P.P.\&E. | 137.2 | 142.0 |
| Investment in related companies | 274.1 | 269.5 |
| Long-term receivables | 0.2 | 0.2 |
| Goodwill on investments | 3.2 | 3.5 |
| Accounts receivable, related companies | 36.9 | 38.2 |


| Others | 5.2 | 20.6 |
| :---: | :---: | :---: |
| TOTAL OTHER ASSETS | 319.5 | 332.1 |
| TOTAL ASSETS | 681.3 | 650.2 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Current portion of long-term debt | 18.7 | 3.4 |
| Dividends payable | 1.2 | 0.9 |
| Accounts and notes payable | 10.3 | 10.6 |
| Provisions, withholdings, income taxes | 19.4 | 14.6 |
| TOTAL CURRENT LIABILITIES | 49.5 | 29.5 |
| Long-term bank liabilities and bonds payable | 161.8 | 182.2 |
| Miscellaneous creditors | 0.1 | 0.3 |
| Provisions | 12.2 | 13.9 |
| Others | 5.4 | 4.5 |
| TOTAL LONG-TERM LIABILITIES | 179.5 | 200.8 |
| TOTAL SHAREHOLDERS' EQUITY | 452.2 | 419.9 |
| TOTAL LIAB. \& SHAREHOLDERS' EQUITY | 681.3 | 650.2 |
|  | ==== | ===== |

STATEMENT OF INCOME


| Exchange Rate Variations | 7.0 | (23.3) | 4.7 | (5.2) |
| :---: | :---: | :---: | :---: | :---: |
| NON-OPERATING INCOME | 8.1 | (30.3) | 10.5 | (4.6) |
| Income tax | (7.7) | (2.7) | (2.5) | (1.1) |
| Amortization of negative goodwill | - | - | - | - |
| Extraordinary Items | - | - | - | - |
| NET INCOME | 44.6 | 11.8 | 19.1 | 7.4 |
| SALES VOLUME | Th Tons | Th Tons | Th Tons | Th Tons |
| Glass sales in Th tons | 273.0 | 259.6 | 76.1 | 73.7 |


|  | As of December 31 |  |
| :---: | :---: | :---: |
|  | 2004 | 2003 |
| ASSETS | MCh\$ | MCh\$ |
| Cash, time deposits, marketable securities | 89,183 | 66,091 |
| Receivables | 28,996 | 24,279 |
| Inventories, net | 6,239 | 4,867 |
| Other current assets | 725 | 2,899 |
| TOTAL CURRENT ASSETS | 125,144 | 98,137 |
| NET P.P.\&E. | 76,483 | 79,164 |
| Investment in related companies | 152,781 | 150,233 |
| Long-term receivables | 106 | 137 |
| Goodwill on investments | 1,764 | 1,940 |
| Accounts receivable, related companies | 20,569 | 21,308 |
| Others | 2,890 | 11,486 |
| TOTAL OTHER ASSETS | 178,110 | 185,105 |
| TOTAL ASSETS | 379,737 | 362,405 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Current portion of long-term debt | 10,440 | 1,872 |
| Dividends payable | 653 | 515 |
| Accounts and notes payable | 5,714 | 5,916 |


| Provisions, withholdings, income taxe |  | 10,798 | 8,121 |  |
| :---: | :---: | :---: | :---: | :---: |
| TOTAL CURRENT LIABILITIES |  | 27,605 | 16, |  |
| Long-term bank liabilities and bonds | able | 90,211 | 101, |  |
| Miscellaneous creditors |  | 29 |  |  |
| Provisions |  | 6,796 |  |  |
| Others |  | 3,023 |  |  |
| TOTAL LONG-TERM LIABILITIES |  | 100,058 | 111, |  |
| TOTAL SHAREHOLDERS' EQUITY |  | 252,073 | 234, |  |
| TOTAL LIAB. \& SHAREHOLDERS' EQUITY |  | 379,737 | 362, |  |
| STATEMENT OF INCOME |  |  |  |  |
|  | $\begin{array}{r} \text { Full } \\ \text { ended De } \end{array}$ | $\begin{aligned} & \text { lear } \\ & \text { ember } 31 \end{aligned}$ |  |  |
|  | 2004 | 2003 | 2004 | 2003 |
|  | MCh\$ | MCh\$ | MCh\$ | MCh\$ |
| OPERATING RESULTS: |  |  |  |  |
| Net sales | 76,048 | 76,413 | 20,591 | 20,675 |
| Cost of sales | $(44,659)$ | $(45,752)$ | $(12,358)$ | $(11,734)$ |
| General and administrative expenses | $(6,800)$ | (5,706 | $(2,053)$ | (1,704) |
| OPERATING INCOME | 24,588 | 24,955 | 6,180 | 7,237 |
| NON-OPERATING RESULTS: |  |  |  |  |
| CristalChile Comunicaciones | $(6,632)$ | $(6,983)$ | (1,072) | $(1,602)$ |
| S.A. Vina Santa Rita | 4,572 | 2,171 | 1,654 | 100 |
| Envases CMF S.A. | 1,082 | 724 | 707 | 359 |
| Ciecsa S.A. | 4,552 | 2,604 | 2,483 | 1,771 |
| Cristalchile Inversions S.A. | 1,410 | 1,219 | 713 | 733 |
| Others | (13) | (1) | (8) | (0) |
| Equity in net income related |  |  |  |  |
| Interest expense (net) | (3,098) | $(2,543)$ | (1, 011) | (843) |
| Other nonrecurring expense (net) | (505) | (389) | (204) | (42) |
| Goodwill amortization | (176) | (176) | (44) | (44) |
| Price-level restatement | (575) | (493) | (26) | (87) |
| Exchange Rate Variations | 3,919 | (13, 001 ) | 2,645 | $(2,880)$ |
| NON-OPERATING INCOME | 4,536 | $(16,868)$ | 5,838 | $(2,536)$ |
| Income tax | $(4,264)$ | $(1,500)$ | $(1,395)$ | (590) |
| Amortization of negative goodwill | - | - | - | - |
| Extraordinary Items | - | - | - | - |
| NET INCOME | 24,861 | 6,587 | 10,623 | 4,111 |

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| SALES VOLUME | Th Tons | Th Tons | Th Tons | Th Tons |
| :---: | :---: | :---: | :---: | :---: |
| Glass sales in Th tons | 273.0 | 259.6 | 76.1 | 73.7 |

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

```
GLASSWORKS OF CHILE
    (Registrant)
    By: /s/ Benito Bustamante C.
        Benito Bustamante C.
        Controller
```

    Date: March 15, 2005
[^0]:    1 Measured during total tranmission time.

