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GLASSWORKS OF CHILE
Form 6-K
November 09, 2004

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

November 9, 2004

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 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): _____

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

[CRISTALCHILE LOGO]

NYSE: CGW
Santiago: CRISTALES
www.cristalchile.com

CONTACT IN SANTIAGO:
Ricardo Dunner S.
Head of Investor Relations

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PH: (562) 787-8855
 FAX: (562) 787-8800
 EMAIL: ir@cristalchile.cl

FOR IMMEDIATE RELEASE

CRISTALERIAS DE CHILE REPORTS ITS RESULTS FOR THIRD QUARTER AND NINE MONTH PERIOD ENDED SEPTEMBER 30, 2004

Santiago, Chile (November 8, 2004) - Cristalerias de Chile S.A. ("Cristalerias"), a Chilean conglomerate and the largest producer of glass containers in Chile, today announced its results for the third quarter and nine-month periods ended September 30, 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\$608.90/US\$1, the exchange rate at the close of September 30, 2004.

3Q04 HIGHLIGHTS (vs. 3Q03):

- o Consolidated sales increased 8.4%
- o Operating income up 5.0%
- o EBITDA up 4.2%
- o Non-operating loss of US\$4.8 million in 3Q04 compared to a US\$19.3 million loss in 3Q03.
- o Net income of US\$11.7 million, compared to a US\$0.9 million net loss in 3Q03.
- o Earnings per ADR reached US\$0.55

YTD 2004 HIGHLIGHTS (vs. YTD 2003):

- o Consolidated sales increased 5.9%
- o Operating income up 2.9%
- o EBITDA up 3.8%
- o Non-operating loss of US\$12.1 million compared to a loss of US\$35.6 million in 2003.
- o Net income reached US\$23.4 million compared to US\$4.0 million income reported in 2003.
- o Earnings Per ADR reached US\$1.10

CONSOLIDATED REVENUE

| CONSOLIDATED REVENUE (in US\$ millions) | 3Q04 | 3Q03 | 3Q04 vs. 3Q03 | YTD04 |
|--|------|------|------------------|-------|
| | ---- | ---- | ----- | ----- |
| TOTAL REVENUE | 85.3 | 78.7 | 8.4% | 218.5 |
| Cristalchile (glass containers) | 35.3 | 35.4 | -0.2% | 90.5 |
| Vina Santa Rita (wine) | 40.2 | 34.3 | 17.2% | 101.0 |
| CIECSA (media) | 13.1 | 12.1 | 8.4% | 34.3 |
| Adjustments | 3.3 | 3.1 | N/A | 7.3 |

RELATED COMPANIES

| | | | | |
|----------------------------------|------|------|-------|------|
| Metropolis-Intercom (cable TV) | 18.5 | 19.2 | -3.5% | 55.3 |
| Envases CMF (plastic containers) | 14.0 | 14.8 | -5.7% | 38.5 |

3Q04 and YTD 2004

THIRD QUARTER 2004 RESULTS

CONSOLIDATED RESULTS

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During 3Q04, Cristalerias' total consolidated revenue reached US\$85.3 million, an 8.4% increase compared to 3Q03. The main factors behind this increase were improved sales in Santa Rita (+17.2%), and CIECSA (+8.4%); partially compensated by lower sales in the glass container business (-0.2%). Adjustments for factors such as intercompany sales reached US\$3.3 million during the quarter.

3Q04 Revenue Breakdown

| | |
|-------|-----|
| Media | 15% |
| Glass | 40% |
| Wine | 45% |

Consolidated operating income increased by 5.0% during the quarter, totaling US\$20.3 million. This includes US\$13.1 million from the glass container business (US\$12.9 million in 3Q03), US\$4.5 million from Santa Rita (US\$4.9 million in 3Q03) and US\$2.8 million from CIECSA (US\$1.7 million in 3Q03).

During 3Q04, Cristalerias net income reached US\$11.7 million, compared to US\$0.9 million net loss in 3Q03. This is mainly explained by a lower non-operating loss, that passed from a US\$19.3 million loss in 3Q03, to a US\$4.8 million loss in 3Q04. The latter is mainly explained by a lower loss from exchange rate variations, that reached US\$0.1 million in 3Q04, compared to a US\$13.1 million loss in 3Q03; and a lower net loss from subsidiaries that do not consolidate, that reached US\$1.4 million in 3Q04, compared to a US\$3.4 million loss in 3Q03. The net loss from subsidiaries includes a US\$1.7 million charge (US\$1.8 million charge in 3Q03) corresponding to goodwill amortization, which does not constitute cash flow.

EBITDA: Operating cash generation reached US\$26.9 million, compared to US\$25.8 million in 3Q03. EBITDA margin for 3Q04 was 31.5% (32.8% in 3Q03).

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

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3Q04 and YTD 2004

PACKAGING BUSINESS

Glass

Glass packaging sales reached US\$35.3 million during the quarter, almost flat compared to 3Q03. Volume sales increased by 3.6%, totaling 76,541 tons. Wine bottle sales increased by 14.3%, mainly due an increase in export volumes. Liquor bottle sales increased by 7.0%, due to higher value-added sales of formats for pisco.

Beer bottle sales decreased by 46.0%, due to lower sales of one-way formats and clients' inventory build-up of returnable formats during the previous quarter. Soft-drink bottle sales decreased by 22.4%, mainly due to lower returnable formats sales, as during 3Q03 the 237cc returnable bottle campaign was in force; partially compensated by an increase in one-way formats sales. Containers for the food industry decreased by 32.0% due to client's inventory build-up during 3Q03.

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GLASS

| | 3Q04 ---- | 3Q04 ---- | 3Q04 vs. 3Q03 ----- |
|------------------------------|--------------|--------------|---------------------------|
| Net Sales (in Ch\$ millions) | 21,495 | 21,546 | -0.2% |
| Wine | 15,601 | 13,651 | 14.3% |
| Beer | 1,647 | 3,049 | -46.0% |
| Soft Drinks | 1,984 | 2,556 | -22.4% |
| Liquor | 1,822 | 1,703 | 7.0% |
| Food | 332 | 488 | -32.0% |
| Pharmaceutical | 109 | 99 | 10.2% |
| Volume in tons | 76,541 | 73,854 | 3.6% |

Operating income reached US\$13.1 million, 1.4% over 3Q03. Operating margin was 37.0% (36.4% in 3Q03).

Net earnings for 3Q04 include a non-operating income of US\$0.8 million, compared to a US\$13.5 million non-operating loss in 3Q03. The latter is mainly explained by a lower loss from exchange rate variations, that reached US\$0.2 million during 3Q04, compared to a US\$10.5 million loss in 3Q03; in addition to a net income from subsidiaries, that reached US\$2.1 million in 3Q04, compared to a US\$1.5 million loss in 3Q03.

EBITDA: Operating cash generation reached US\$17.6 million, compared to US\$17.3 million in 3Q03. EBITDA margin was 49.8% (48.9% in 3Q03).

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3Q04 and YTD 2004

Plastic

During 3Q04, Envases CMF posted a US\$0.7 million net income, compared to a US\$0.8 million net loss in 3Q03. The latter is mainly due to the non operating result, that passed from a US\$2.2 million loss in 3Q03 to a US\$0.5 million loss in 3Q04, mainly due to a lower loss from price level restatements. Total sales reached US\$14.0 million, compared to US\$14.8 million in 3Q03. Volumes decreased by 1.5%, reaching 5,605 tons, while prices fell by 4.0%. However, operating income increased by 26.6% to reach US\$1.4 million, due to lower costs of raw materials.

EBITDA: Operating cash generation reached US\$3.2 million, compared to US\$3.0 million in 3Q03. EBITDA margin was 23.0% (19.9% in 3Q03).

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3Q04 and YTD 2004

WINE BUSINESS

During 3Q04, Santa Rita's consolidated sales totaled US\$40.2 million, 17.2% over 3Q03. The Company's profits came in at US\$3.0 million, compared to US\$1.5

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million in 3Q03, mainly due to an improved non-operating result, that registered an income from exchange rate variations, compared to a loss in 3Q03.

In the domestic market, Santa Rita's volumes fell by 14.4% compared to 3Q03. Prices increased by 21.0% in real terms. These conditions led net sales in the domestic market to grow by 3.6% to US\$16.7 million.

Sales volume in the export market rose by 44.1% reaching US\$21.3 million. In real peso terms, sales increased by 25.8% (due to the Chilean peso/US dollar appreciation with respect to 3Q03), accounting for 55.5% of total revenues. The average price in Dollars per case in the export market reached US\$33.3 (US\$34.0 in 3Q03), compared with an industry average of US\$23.3 (US\$23.3 in 2Q03).

| SANTA RITA | | | |
|--|--------|--------|------------------|
| | 3Q04 | 3Q03 | 3Q04 vs. 3Q03 |
| | ---- | ---- | ----- |
| Net Sales (in Ch\$ millions) | 24,450 | 20,859 | 17.2% |
| Domestic | 10,175 | 9,826 | 3.6% |
| Exports | 13,566 | 10,780 | 25.8% |
| Others | 709 | 253 | 180.2% |
| Volume | | | |
| Exports (Th cases) | 638 | 443 | 44.1% |
| Domestic (Th liters) | 16,181 | 18,910 | -14.4% |
| Price per case - Export Mkt. (US\$) | 33.3 | 34.0 | -1.9% |
| Avg. price per case - Domestic Mkt. (Ch\$) | 5,661 | 4,680 | 21.0% |

Operating income reached US\$4.5 million, compared to US\$4.9 million in 3Q03, due to higher costs of wine musts, as well as a lower peso/US\$ exchange rate that affected export returns. Operating margin was 11.2% (14.3% in 3Q03).

EBITDA: Operating cash generation reached US\$6.3 million, compared to US\$6.6 million in 3Q03. EBITDA margin was 15.6% (19.4% in 3Q03).

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3Q04 and YTD 2004

MEDIA BUSINESS

Television Broadcasting, Financial Printed Press, and Other Media

During 3Q04, CIECSA reported a net income of US\$1.9 million, compared to US\$1.3 million income in 3Q03.

MEGA, CIECSA's main subsidiary, reached the first place in audience share with an average viewership share of 27.0% in 3Q04 (22.8% in 3Q03)FN1. Mega's net sales increased by 8.0% in 3Q04 to reach US\$13.0 million. MEGA had a US\$2.8 million operating income, 77.9% over 3Q03. Therefore, MEGA posted a US\$2.1 million net income, compared to a US\$1.4 million income in 3Q03.

EBITDA: CIECSA's operating cash generation reached US\$3.1 million, compared to US\$2.0 million in 3Q03. EBITDA margin was 23.9% (16.7% in 3Q03).

Media Subsidiaries

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| | | | |
|------------|--|-------|--------------------------------|
| CGW | | | |
| | | | |
| 98.5% | | | 98.9% |
| | | | |
| CIECSA | | | Cristalchile Comunicaciones |
| | | | |
| 99.9% | | 37.4% | |
| | | | |
| MEGA | | | 50% |
| | | | |
| | | | Cordillera Comunicaciones |
| DIARIO | | | |
| FINANCIERO | | | 95.6% |
| | | | |
| | | | Metropolis- Intercom |

Cable Television

Cristalchile Comunicaciones S.A. (Cristaleras' wholly-owned subsidiary), owner of 50% of Cordillera Comunicaciones Ltda., had a net loss of US\$2.5 million, compared to a US\$3.0 million loss in 3Q03. Similarly, Cordillera Comunicaciones Ltda. (owner of 95.6% of Metropolis-Intercom S.A.) had a net loss of US\$4.8 million, compared to a US\$6.1 million loss in 3Q03. The aforementioned result includes a goodwill amortization charge of US\$1.7 million (US\$1.8 million charge in 3Q03).

 1 Measured between 6:30 and 1:30AM (i.e.: 19 hours daily) from Monday through Sunday.

3Q04 and YTD 2004

During 3Q04 Metropolis-Intercom S.A. posted a net loss of US\$3.2 million, compared to a US\$4.3 million loss in 3Q03. This is explained by an improved non-operating result, that passed from a US\$2.0 million loss in 3Q03 to a US\$0.3 million income in 3Q04, mainly due to lower interest expenses; partially compensated by a lower operating result mainly due to higher depreciation charges. The company posted sales of US\$18.5 million, compared to US\$19.2 million in 3Q03. EBITDA reached US\$2.3 million, compared to US\$2.5 million in 3Q03. The latter includes a US\$6.4 million depreciation charge, compared to a US\$5.7 million charge in 3Q03, mainly coming from the HFC network acquired in July 2000. The Company ended the period with 224,657 basic subscribers (235,596 in 3Q03), 27,989 premium subscribers (33,305 in 3Q03), 38,735 broad-band internet subscribers (32,227 in 3Q03) and 10,999 Internet Protocol Telephony subscribers (1,451 in 3Q03).

| | METROPOLIS-INTERCOM | | 3Q04 vs. |
|------------------------|---------------------|-----------|----------|
| | 09/30/04 | 06/30/04 | 2Q04 |
| | ----- | ----- | ----- |
| Basic Subscribers (1) | 224,657 | 223,820 | 0.4% |
| Premium customers | 27,989 | 28,970 | -3.4% |
| Internet customers | 38,735 | 38,503 | 0.6% |
| IP Telephony customers | 10,999 | 9,255 | 18.8% |
| Home Passed | 1,200,112 | 1,198,054 | 0.2% |

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| | 3Q04 | 3Q03 | 3Q04 vs. 3Q03 |
|----------------------------------|-------|-------|------------------|
| | ---- | ---- | ----- |
| Sales (US\$ Million) | 18.5 | 19.2 | -3.5% |
| EBITDA (US\$ Million) | 2.3 | 2.5 | -10.6% |
| Net Income (Loss) (US\$ Million) | (3.2) | (4.3) | 25.3% |

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

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3Q04 and YTD 2004

NINE-MONTH PERIOD ENDED SEPTEMBER 30, 2004 RESULTS

CONSOLIDATED RESULTS

The Company consolidates its results with those of Vina Santa Rita, CIECSA, Cristalchile Comunicaciones, Cristalchile Inversiones and Apoger. During the first nine months of 2004, Cristalerias' total consolidated revenue reached US\$218.5 million, 5.9% over 2003. The main factors behind this growth include improved sales in the wine (+10.7%) and media (+9.6%) businesses; partially compensated by lower sales in the glass container business (-0.5%).

YTD04 Revenue Breakdown

Media 15%
Glass 40%
Wine 45%

Consolidated operating income reached US\$46.5 million, 2.9% over 2003. This includes US\$30.0 million from the glass container business (US\$29.0 million in 2003), US\$11.3 million from Santa Rita (US\$13.1 million in 2003) and US\$5.2 million from CIECSA (US\$3.0 million in 2003).

For the nine-month period ended on September 30, 2004, Cristalerias' net income was US\$23.4 million, compared to US\$4.0 million in 2003. This is mainly explained by a lower non-operating loss, that passed from a US\$35.6 million loss in 2003 to a US\$12.1 million loss in 2004. The latter is mainly explained by an income from exchange rate variations of US\$3.9 million in 2004, compared to a US\$20.5 million loss in 2003. The net loss from subsidiaries that do not consolidate remained almost flat with respect to the previous year, reaching US\$6.6 million in 2004. This figure includes a US\$5.2 million charge (flat with respect to 2003) corresponding to goodwill amortization, which does not constitute cash flow.

EBITDA: Operating cash generation reached US\$65.8 million, compared to US\$63.4 million in 2003. EBITDA margin was 30.1% (30.7% in 2003).

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

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3Q04 and YTD 2004

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PACKAGING BUSINESS

Glass

The Company had non-consolidated sales of US\$90.5 million, flat compared to 2003. Volume sales increased by 5.9%, reaching 196,935 tons. Wine bottle sales increased by 9.1% during the period mainly due to higher bottled wine export volumes.

Soft drink bottle sales decreased by 11.6% due to lower sales of returnable formats, given that last year sales were higher due to the 237cc bottle campaign. Beer bottle sales decreased by 34.6%, due to lower sales of one-way formats as a consequence of changes in clients' pricing policy, partially compensated by higher sales of returnable formats. Liquor bottle sales decreased by 1.1%, mainly because during 2003 clients made inventory build-up for a new pisco brand. Sales of containers for the food industry decreased due to changes in sales mix.

| | GLASS | | |
|------------------------------|---------|---------|--------------------|
| | YTD04 | YTD03 | YTD04 vs. YTD03 |
| | ----- | ----- | ----- |
| Net Sales (in Ch\$ millions) | 55,126 | 55,405 | -0.5% |
| Wine | 38,493 | 35,289 | 9.1% |
| Soft Drinks | 5,758 | 6,510 | -11.6% |
| Beer | 4,955 | 7,576 | -34.6% |
| Liquor | 4,441 | 4,492 | -1.1% |
| Food | 1,217 | 1,251 | -2.7% |
| Pharmaceutical | 263 | 288 | -8.6% |
| Volume in tons | 196,935 | 185,975 | 5.9% |

Operating income increased by 3.5%, reaching US\$30.0 million, due to the increased sales volume and lower costs of sales, partially compensated by a 6.0% 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 33.1% (31.8% in 2003).

Net earnings for the period include a non-operating loss of US\$1.9 million, compared to a non-operating loss of US\$23.4 million in 2003. This is mainly explained by a US\$2.1 million income from exchange rate variations (US\$16.5 million loss in 2003) and a net income from subsidiaries, that reached US\$0.8 million (US\$2.6 million loss in 2003).

EBITDA: Operating cash generation reached US\$43.1 million, compared to US\$41.1 million in 2003. EBITDA margin was 47.6% (45.2% in 2003).

Plastic

During the first nine months of 2004, Envases CMF posted a US\$1.2 million net income, flat compared with 2003. Total sales reached US\$38.5 million, compared to US\$41.9 million in 2003. Volumes decreased by 3.2%, reaching 16,162 tons, due to lower pre-forms exports; while prices decreased by 5.1% influenced by a

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lower exchange rate. Operating income reached US\$3.3 million, compared to US\$3.7 million income in 2003. The non-operating result was a US\$1.9 million loss, compared to a US\$2.2 million loss in 2003, mainly due to a lower charge from price level restatements and lower interest expenses.

EBITDA: Operating cash generation reached US\$8.7 million, compared to US\$9.4 million in 2003. EBITDA margin was 22.6% (22.5% in 2003).

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3Q04 and YTD 2004

WINE BUSINESS

During the first nine months of 2004, Santa Rita's consolidated sales totaled US\$101.0 million, 10.7% over 2003. The Company's profits came in at US\$8.9 million, compared to US\$6.2 million in 2003, due to an improved non-operating result, that passed from a US\$5.3 million loss in 2003 to a US\$0.4 million loss in 2004. The latter is mainly due to a US\$1.8 million income from exchange rate variations in 2004, compared to a US\$3.4 million loss in 2003.

In the domestic market, Santa Rita's volumes remained flat with respect to 2003. Prices rose by 13.5% in real terms. These conditions led net sales in the domestic market to grow by 13.6%, to reach US\$45.3 million.

Sales volume in the export market grew by 19.7%, reaching US\$52.8 million (US\$49.5 million in 2003), representing 52.3% of revenues. The average price in dollars per case reached US\$33.8 (US\$33.0 in 2003), compared with an industry average of US\$23.9 (US\$23.6 in 2003).

By markets, the export increase breakdown is as follows: Europe, +21.7%, USA, +27.6%, Canada, +11.0%, Latin America, +10.8%; partially offset by lower sales to Asia+Africa, -2.1%.

SANTA RITA

| | YTD04 | YTD03 | YTD04 vs. YTD03 |
|--|--------|--------|--------------------|
| | ----- | ----- | ----- |
| Net Sales (in Ch\$ millions) | 61,475 | 55,557 | 10.7% |
| Domestic | 27,576 | 24,280 | 13.6% |
| Export | 32,155 | 30,133 | 6.7% |
| Others | 1,744 | 1,144 | 52.5% |
| Volume | | | |
| Exports (Th cases) | 1,519 | 1,269 | 19.7% |
| Domestic (Th liters) | 48,177 | 48,140 | 0.1% |
| Price per case - Export Mkt. (US\$) | 33.8 | 33.0 | 2.4% |
| Avg. price per case - Domestic Mkt. (Ch\$) | 5,148 | 4,536 | 13.5% |

Operating income reached US\$11.3 million, compared to US\$13.1 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 11.2% (14.4% in 2003).

EBITDA: Operating cash generation reached US\$16.5 million, compared to US\$18.1 million in 2003. EBITDA margin was 16.4% (19.9% in 2003).

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MEDIA BUSINESS

Television Broadcasting, Financial Printed Press and Other Media

During 2004, CIECSA reported a net income of US\$3.5 million, compared to a US\$1.4 million income in 2003.

MEGA, CIECSA's main subsidiary, reached the first place in audience share with an average viewership share of 26.0% during the period (22.8% in 2003)^{FN2}. Net sales increased by 8.2% reaching US\$33.4 million, as higher audience share has resulted in higher sales. MEGA's operating income increased by 59.9%, reaching US\$4.7 million. Net income reached US\$3.5 million, compared to US\$1.7 million in 2003.

EBITDA: CIECSA's operating cash generation reached US\$6.1 million, compared to US\$4.0 million in 2003. EBITDA margin was 17.9% (12.8% 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\$9.1 million, compared to an US\$8.8 million net loss in 2003. Similarly, Cordillera Comunicaciones Ltda. (owner of 95.6% of Metropolis-Intercom S.A.) posted a net loss of US\$17.6 million, compared to a net loss of US\$17.5 million in 2003. The aforementioned result includes a goodwill amortization charge of US\$5.2 million (US\$5.2 million charge in 2003).

During the first nine months of 2004 Metropolis-Intercom S.A. posted sales of US\$55.3 million, compared to US\$56.3 million in 2003. The Company posted a net loss of US\$13.0 million, compared to a net loss of US\$12.3 million in 2003. This lower result is mainly due to a lower operating result, mainly as a consequence of higher depreciation charges, partially compensated by a better non-operating result, due to lower interest expenses and a lower Peso/US Dollar exchange rate that favorably affects the company's net liabilities in US Dollars. EBITDA reached US\$7.6 million, compared to US\$7.4 million in 2003. The latter includes a depreciation charge of US\$18.5 million in 2004, compared to US\$16.8 million charge in 2003; mainly coming from the HFC network acquired in July 2000. Metropolis-Intercom ended the period with 224,657 basic subscribers (235,596 in 2003), 27,989 premium subscribers (33,305 in 2003), 38,735 broad-band internet subscribers (32,227 in 2003) and 10,999 IP Telephony subscribers (1,451 in 2003).

2 Measured between 6:30AM and 1:30AM (i.e.: 19 hours daily) from Monday through Sunday.

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| | 09/30/04 | 12/31/03 | % Change |
|------------------------|-----------|-----------|----------|
| | ----- | ----- | ----- |
| Basic Subscribers (1) | 224,657 | 231,925 | -3.1% |
| Premium customers | 27,989 | 31,499 | -11.1% |
| Internet customers | 38,735 | 34,462 | 12.4% |
| IP Telephony customers | 10,999 | 3,639 | 202.3% |
| Home Passed | 1,200,112 | 1,192,891 | 0.6% |

| | YTD04 | YTD03 | YTD04 vs. YTD03 |
|----------------------------------|--------|--------|--------------------|
| | ----- | ----- | ----- |
| Sales (US\$ Million) | 55.3 | 56.3 | -1.8% |
| EBITDA (US\$ Million) | 7.6 | 7.4 | 1.9% |
| Net Profit (loss) (US\$ Million) | (13.0) | (12.3) | -5.4% |

(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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3Q04 and YTD 2004

[Cristalchile Logo]

CRISTALERIAS DE CHILE S.A.
CONSOLIDATED FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of
US Dollars as of September 30, 2004)
1 US Dollar = 608.90 Chilean Pesos

BALANCE SHEET

| | As of September 30 | |
|--|--------------------|-------|
| | 2004 | 2003 |
| ASSETS | MUS\$ | MUS\$ |
| ----- | ----- | ----- |
| Cash, time deposits, marketable securities | 161.3 | 137.1 |

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| | | |
|--|-------|-------|
| Receivables | 90.0 | 79.2 |
| Inventories, net | 69.3 | 60.9 |
| Other current assets | 5.3 | 9.2 |
| TOTAL CURRENT ASSETS | 326.0 | 286.3 |
| NET P.P.&E. | 227.2 | 231.4 |
| Investment in related companies | 164.1 | 176.3 |
| Long-term receivables | 14.6 | 16.4 |
| Goodwill on investments | 1.3 | 1.4 |
| Accounts receivable, related companies | 2.0 | 2.0 |
| Others | 28.3 | 42.0 |
| TOTAL OTHER ASSETS | 210.2 | 236.1 |
| | | |
| TOTAL ASSETS | 763.4 | 753.8 |

LIABILITIES AND SHAREHOLDERS' EQUITY

| | | |
|--|-------|-------|
| Current portion of long-term & short-term debt | 20.6 | 8.9 |
| Dividends payable | 1.1 | 0.8 |
| Accounts and notes payable | 31.0 | 27.3 |
| Provisions, withholdings, income taxes | 28.7 | 29.7 |
| Advances from customers | 5.3 | 8.2 |
| TOTAL CURRENT LIABILITIES | 86.6 | 75.0 |
| Long-term bank liabilities and bonds payable | 190.8 | 215.4 |
| Miscellaneous creditors | 2.3 | 0.6 |
| Provisions and others | 18.5 | 20.6 |
| TOTAL LONG-TERM LIABILITIES | 211.6 | 236.6 |
| MINORITY INTEREST | 66.4 | 62.8 |
| TOTAL SHAREHOLDERS' EQUITY | 398.8 | 379.4 |
| TOTAL LIAB. & SHAREHOLDERS' EQUITY | 763.4 | 753.8 |

3Q04 and YTD 2004

STATEMENT OF INCOME

| | 9 month period | | Third | |
|-------------------------------------|--------------------|---------|---------|--------|
| | ended September 30 | | quarter | |
| | 2004 | 2003 | 2004 | 2003 |
| | MUS\$ | MUS\$ | MUS\$ | MUS\$ |
| OPERATING RESULTS: | | | | |
| Net sales | 218.5 | 206.3 | 85.3 | 78.7 |
| Cost of sales | (135.8) | (130.3) | (50.7) | (48.6) |
| Selling and administrative expenses | (36.2) | (30.8) | (14.3) | (10.8) |
| OPERATING INCOME | 46.5 | 45.2 | 20.3 | 19.3 |

NON-OPERATING RESULTS:

| | | | | |
|--------------------------------|-------|-------|-------|-------|
| Cordillera Comunicaciones Ltda | (9.1) | (8.8) | (2.5) | (3.0) |
| Editorial Zig-Zag | (0.2) | (0.3) | (0.1) | (0.1) |
| Vina Los Vascos S.A. | 0.8 | 0.8 | 0.3 | 0.1 |
| Rayen Cura S.A.I.C. | 1.4 | 1.2 | 0.5 | (0.0) |
| Envases CMF | 0.6 | 0.6 | 0.4 | (0.4) |
| Ediciones Chloe | (0.1) | (0.2) | 0.0 | (0.0) |
| Others | (0.0) | (0.0) | (0.0) | (0.0) |

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| | | | | |
|--|--------|--------|-------|--------|
| Equity in net income related companies (net) | (6.6) | (6.6) | (1.4) | (3.4) |
| Interest expense (net) | (5.5) | (5.0) | (1.6) | (2.0) |
| Other nonrecurring expense (net) | (1.9) | (1.6) | (1.0) | (0.5) |
| Goodwill amortization | (0.8) | (0.8) | (0.2) | (0.2) |
| Price-level restatement | (1.3) | (1.2) | (0.4) | (0.1) |
| Exchange Rate Variations | 3.9 | (20.5) | (0.1) | (13.1) |
| NON-OPERATING INCOME | (12.1) | (35.6) | (4.8) | (19.3) |
| Income tax | (6.8) | (2.7) | (2.4) | (0.3) |
| Extraordinary Items | - | - | - | - |
| Minority interest | (4.3) | (2.9) | (1.4) | (0.7) |
| NET INCOME | 23.4 | 4.0 | 11.7 | (0.9) |

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3Q04 and YTD 2004

CRISTALERIAS DE CHILE S.A.
CONSOLIDATED FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of
Chilean Pesos as of September 30, 2004)
1 US Dollar = 608.90 Chilean Pesos

BALANCE SHEET

| | As of September 30 | |
|--|--------------------|---------|
| | 2004 | 2003 |
| ASSETS | MCh\$ | MCh\$ |
| ----- | | |
| Cash, time deposits, marketable securities | 98,241 | 83,474 |
| Receivables | 54,821 | 48,208 |
| Inventories, net | 42,206 | 37,072 |
| Other current assets | 3,222 | 5,590 |
| TOTAL CURRENT ASSETS | 198,490 | 174,344 |
| NET P.P.&E. | 138,346 | 140,894 |
| Investment in related companies | 99,923 | 107,350 |
| Long-term receivables | 8,892 | 9,993 |
| Goodwill on investments | 771 | 840 |
| Accounts receivable, related companies | 1,213 | 3 |
| Others | 17,204 | 25,586 |
| TOTAL OTHER ASSETS | 128,002 | 143,772 |
| TOTAL ASSETS | 464,838 | 459,011 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| ----- | | |
| Current portion of long-term & short-term debt | 12,541 | 5,450 |
| Dividends payable | 653 | 514 |
| Accounts and notes payable | 18,874 | 16,636 |
| Provisions, withholdings, income taxes | 17,490 | 18,084 |
| Advances from customers | 3,198 | 4,998 |

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| | | |
|--|---------|---------|
| TOTAL CURRENT LIABILITIES | 52,756 | 45,680 |
| Long-term bank liabilities and bonds payable | 116,154 | 131,160 |
| Miscellaneous creditors | 1,380 | 366 |
| Provisions and others | 11,290 | 12,537 |
| TOTAL LONG-TERM LIABILITIES | 128,824 | 144,063 |
| MINORITY INTEREST | 40,446 | 38,250 |
| TOTAL SHAREHOLDERS' EQUITY | 242,812 | 231,018 |
| | | |
| TOTAL LIAB. & SHAREHOLDERS' EQUITY | 464,838 | 459,011 |

3Q04 and YTD 2004

STATEMENT OF INCOME

| | 9 month period ended September 30 | | Third quarter | |
|---|--------------------------------------|----------|------------------|----------|
| | 2004 | 2003 | 2004 | 2003 |
| | MCh\$ | MCh\$ | MCh\$ | MCh\$ |
| OPERATING RESULTS: | | | | |
| Net sales | 133,046 | 125,626 | 51,944 | 47,918 |
| Cost of sales | (82,704) | (79,357) | (30,892) | (29,586) |
| Selling and administrative expenses | (22,016) | (18,728) | (8,695) | (6,561) |
| OPERATING INCOME | 28,326 | 27,541 | 12,357 | 11,771 |
| NON-OPERATING RESULTS: | | | | |
| Cordillera Comunicaciones Ltda | (5,530) | (5,333) | (1,509) | (1,832) |
| Editorial Zig-Zag | (112) | (164) | (69) | (51) |
| Vina Los Vascos S.A. | 484 | 485 | 212 | 82 |
| Rayen Cura S.A.I.C. | 838 | 729 | 289 | (21) |
| Envases CMF | 375 | 362 | 226 | (252) |
| Ediciones Chiloe | (67) | (102) | 5 | (9) |
| Others | (5) | (0) | (4) | (0) |
| ----- | | | | |
| Equity in net income related companies (net) | (4,016) | (4,023) | (850) | (2,084) |
| Interest expense (net) | (3,344) | (3,046) | (971) | (1,198) |
| Other nonrecurring expense (net) | (1,136) | (984) | (619) | (293) |
| Goodwill amortization | (478) | (471) | (152) | (149) |
| Price-level restatement | (768) | (717) | (251) | (41) |
| Exchange Rate Variations | 2,373 | (12,466) | (69) | (7,957) |
| NON-OPERATING INCOME | (7,369) | (21,706) | (2,911) | (11,722) |
| Income tax | (4,131) | (1,615) | (1,461) | (164) |
| Extraordinary Items | - | - | - | - |
| Minority interest | (2,589) | (1,765) | (873) | (418) |
| NET INCOME | 14,237 | 2,455 | 7,112 | -532 |

[Cristalchile Logo]

CRISTALERIAS DE CHILE S.A.
INDIVIDUAL FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of
US Dollars as of September 30, 2004)
1 US Dollar = 608.90 Chilean Pesos

BALANCE SHEET

| | As of September 30 | |
|--|--------------------|-------|
| | 2004 | 2003 |
| ASSETS | MUS\$ | MUS\$ |
| ----- | | |
| Cash, time deposits, marketable securities | 133.6 | 108.2 |
| Receivables | 48.3 | 41.1 |
| Inventories, net | 12.0 | 9.4 |
| Other current assets | 1.4 | 3.8 |
| TOTAL CURRENT ASSETS | 195.3 | 162.6 |
| NET P.P.&E. | 127.6 | 131.5 |
| Investment in related companies | 243.3 | 245.0 |
| Long-term receivables | 0.2 | 0.2 |
| Goodwill on investments | 3.0 | 3.2 |
| Accounts receivable, related companies | 35.0 | 35.6 |
| Others | 4.9 | 20.4 |
| TOTAL OTHER ASSETS | 286.2 | 304.5 |
| TOTAL ASSETS | 609.2 | 598.6 |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| ----- | | |
| Current portion of long-term debt | 15.9 | 1.5 |
| Dividends payable | 1.1 | 0.8 |
| Accounts and notes payable | 10.1 | 10.6 |
| Provisions, withholdings, income taxes | 15.8 | 18.2 |
| TOTAL CURRENT LIABILITIES | 42.9 | 31.2 |
| Long-term bank liabilities and bonds payable | 151.6 | 171.1 |
| Miscellaneous creditors | 0.2 | 0.3 |
| Provisions | 10.8 | 12.7 |
| Others | 4.8 | 4.0 |
| TOTAL LONG-TERM LIABILITIES | 167.5 | 188.1 |
| TOTAL SHAREHOLDERS' EQUITY | 398.8 | 379.4 |
| TOTAL LIAB. & SHAREHOLDERS' EQUITY | 609.2 | 598.6 |

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STATEMENT OF INCOME

| | 9 month period ended September 30 | | Third quarter | |
|---|--------------------------------------|---------|------------------|---------|
| | 2004 | 2003 | 2004 | 2003 |
| | MUS\$ | MUS\$ | MUS\$ | MUS\$ |
| OPERATING RESULTS: | | | | |
| Net sales | 90.5 | 91.0 | 35.3 | 35.4 |
| Cost of sales | (52.8) | (55.5) | (19.1) | (20.1) |
| General and administrative | (7.7) | (6.5) | (3.2) | (2.4) |
| OPERATING INCOME | 30.0 | 29.0 | 13.1 | 12.9 |
| NON-OPERATING RESULTS: | | | | |
| CristalChile Comunicadones | (9.1) | (8.8) | (2.5) | (3.0) |
| S.A. Vina Santa Rita | 4.8 | 3.4 | 1.6 | 0.8 |
| Envases CMF S.A. | 0.6 | 0.6 | 0.4 | (0.4) |
| Ciecsa S.A. | 3.4 | 1.4 | 1.9 | 1.2 |
| Cristalchile Inversiones S.A. | 1.1 | 0.8 | 0.7 | (0.1) |
| Others | (0.0) | (0.0) | (0.0) | (0.0) |
| Equity in net income related companies (net) | 0.8 | (2.6) | 2.1 | (1.5) |
| Interest expense (net) | (3.4) | (2.8) | (0.9) | (1.2) |
| Other nonrecurring expense (net) | (0.5) | (0.6) | (0.2) | (0.1) |
| Goodwill amortization | (0.2) | (0.2) | (0.1) | (0.1) |
| Price-level restatement | (0.7) | (0.7) | 0.0 | (0.1) |
| Exchange Rate Variations | 2.1 | (16.5) | (0.2) | (10.5) |
| NON-OPERATING INCOME | (1.9) | (23.4) | 0.8 | (13.5) |
| Income Tax | (4.7) | (1.5) | (2.1) | (0.3) |
| Amortization of negative goodwill | - | - | - | - |
| Extraordinary Items | - | - | - | - |
| NET INCOME | 23.4 | 4.0 | 11.7 | (0.9) |
| SALES VOLUME | | | | |
| Glass sales in Th tons | Th Tons | Th Tons | Th Tons | Th Tons |
| | 196.9 | 186.0 | 76.5 | 73.9 |

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[Cristalchile Logo]

CRISTALERIAS DE CHILE S.A.
INDIVIDUAL FINANCIAL STATEMENTS
(Restated for general price-level changes and expressed in millions of
Chilean Pesos as of September 30, 2004)
1 US Dollar = 608.90 Chilean Pesos

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BALANCE SHEET

| | As of September 30 | |
|--|--------------------|---------|
| | 2004 | 2003 |
| ASSETS | MCh\$ | MCh\$ |
| ----- | | |
| Cash, time deposits, marketable securities | 81,349 | 65,911 |
| Receivables | 29,415 | 25,009 |
| Inventories, net | 7,307 | 5,751 |
| Other current assets | 871 | 2,340 |
| TOTAL CURRENT ASSETS | 118,942 | 99,011 |
| NET P.P.&E. | 77,683 | 80,093 |
| Investment in related companies | 148,131 | 149,194 |
| Long-term receivables | 111 | 145 |
| Goodwill on investments | 1,798 | 1,970 |
| Accounts receivable, related companies | 21,293 | 21,675 |
| Others | 2,958 | 12,423 |
| TOTAL OTHER ASSETS | 174,289 | 185,407 |
| TOTAL ASSETS | 370,915 | 364,511 |
| | | |
| LIABILITIES AND SHAREHOLDERS' EQUITY | | |
| ----- | | |
| Current portion of long-term debt | 9,675 | 926 |
| Dividends payable | 652 | 513 |
| Accounts and notes payable | 6,121 | 6,454 |
| Provisions, withholdings, income taxes | 9,645 | 11,089 |
| TOTAL CURRENT LIABILITIES | 26,094 | 18,982 |
| Long-term bank liabilities and bonds payable | 92,332 | 104,168 |
| Miscellaneous creditors | 147 | 171 |
| Provisions | 6,604 | 7,745 |
| Others | 2,926 | 2,426 |
| TOTAL LONG-TERM LIABILITIES | 102,009 | 114,511 |
| TOTAL SHAREHOLDERS' EQUITY | 242,812 | 231,018 |
| TOTAL LIAB. & SHAREHOLDERS' EQUITY | 370,915 | 364,511 |

3Q04 and YTD 2004

STATEMENT OF INCOME

| | 9 month period | | Third | |
|----------------------------|--------------------|----------|----------|----------|
| | ended September 30 | | quarter | |
| | 2004 | 2003 | 2004 | 2003 |
| | MCh\$ | MCh\$ | MCh\$ | MCh\$ |
| OPERATING RESULTS: | | | | |
| Net sales | 55,126 | 55,405 | 21,495 | 21,546 |
| Cost of sales | (32,156) | (33,794) | (11,604) | (12,264) |
| General and administrative | | | | |

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| | | | | |
|---|---------|----------|---------|---------|
| expenses | (4,719) | (3,978) | (1,929) | (1,431) |
| OPERATING INCOME | 18,251 | 17,633 | 7,961 | 7,851 |
| NON-OPERATING RESULTS: | | | | |
| CristalChile Comunicaciones | (5,560) | (5,334) | (1,519) | (1,832) |
| S.A. Vina Santa Rita | 2,919 | 2,053 | 996 | 479 |
| Envases CMF S.A. | 375 | 362 | 226 | (252) |
| Ciecsa S.A. | 2,069 | 826 | 1,156 | 751 |
| Cristalchile Inversiones S.A. | 697 | 482 | 433 | (52) |
| Others | (5) | (1) | (4) | (0) |
| ----- | | | | |
| Equity in net income related companies (net) | 494 | (1,612) | 1,289 | (907) |
| Interest expense (net) | (2,075) | (1,690) | (573) | (736) |
| Other nonrecurring expense (net) | (300) | (344) | (102) | (91) |
| Goodwill amortization | (131) | (131) | (44) | (44) |
| Price-level restatement | (399) | (439) | 28 | (46) |
| Exchange Rate Variations | 1,266 | (10,060) | (140) | (6,406) |
| NON-OPERATING INCOME | (1,144) | (14,277) | 459 | (8,230) |
| Income tax | (2,869) | (902) | (1,308) | (153) |
| Amortization of negative goodwill | - | - | - | - |
| Extraordinary Items | - | - | - | - |
| NET INCOME | 14,237 | 2,455 | 7,112 | (532) |
| SALES VOLUME | | | | |
| Glass sales in Th tons | Th Tons | Th Tons | Th Tons | Th Tons |
| | 196.9 | 186.0 | 76.5 | 73.9 |

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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: November 9, 2004