

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

GLASSWORKS OF CHILE  
Form 6-K  
March 15, 2005

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  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

[LOGO] Cristalchile

NYSE: CGW  
Santiago: CRISTALES  
www.cristalchile.com

CONTACT IN SANTIAGO:  
Ricardo Dunner S.

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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

FOR IMMEDIATE RELEASE

### CRISTALERIAS DE CHILE REPORTS ITS RESULTS FOR FOURTH QUARTER AND FULL YEAR ENDED DECEMBER 31, 2004

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

(in US\$ millions)	CONSOLIDATED REVENUE			YE04
	4Q04	4Q03	4Q04 vs.4Q03	
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

### FOURTH QUARTER 2004 RESULTS

CONSOLIDATED RESULTS

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

During 4Q04, Cristalerias' total consolidated revenue reached US\$89.3 million, a 4.2% increase compared to 4Q03. 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 4Q04, 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 4Q04, 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 4Q03. EBITDA margin for 4Q04 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:

-----  
2

### 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 4Q03 the 237cc returnable bottle campaign was in force, as well as lower one-way formats sales.

GLASS			
	4Q04	4Q03	4Q04 vs. 4Q03

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

Net Sales (in Ch\$ millions)	20,591	20,675	-0.4%
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	334	32.2%
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 4Q04, 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).

-----  
3

### Plastic

During 4Q04, Envases CMF posted a US\$2.5 million net income, compared to a US\$1.3 million income in 4Q03. The latter is mainly due to the operating result, that passed from a US\$1.5 million income in 4Q03 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 4Q03. 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 4Q03.

In the domestic market, Santa Rita's prices increased by 18.0% in real terms, while volumes grew by 1.0% over 4Q03. 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 4Q03. Net sales reached US\$16.6 million, compared to US\$18.0 million in 4Q03. 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	4Q04 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 4Q03, mainly due to lower marketing expenses. Operating margin was 13.0% (9.3% in 4Q03).

EBITDA: Operating cash generation reached US\$7.0 million, 28.0% over 4Q03. EBITDA margin was 18.0% (14.4% in 4Q03).

## MEDIA BUSINESS

Media Subsidiaries

Media Subsidiaries

CGW

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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

### Television Broadcasting, Financial Printed Press, and Other Media

During 4Q04, CIECSA reported a net income of US\$4.5 million, compared to US\$3.2 million income in 4Q03.

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 4Q04 (27.3% in 4Q03) (FN 1).

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. (Cristaleras' 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).

-----  
1 Measured during total transmission time.

-----  
6

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 4Q03 to a US\$1.3 million income in 4Q04, 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 4Q03. EBITDA reached US\$3.5 million, compared to US\$3.7 million in 4Q03. The

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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 4Q03).

	METROPOLIS-INTERCOM		
	12/31/04	09/30/04	4Q04 vs. 3Q04
Basic Subscribers (1)	224,769	224,657	0.1%
Premium customers	26,994	27,989	-3.6%
Internet customers	38,158	38,735	-1.5%
IP Telephony customers	10,764	10,999	-2.1%
Home Passed	1,213,768	1,200,112	1.1%
			4Q04 vs. 4Q03
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%

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

-----  
7

### 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).

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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:

-----  
8

### 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.
	YE04	YE03	YE03
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,



## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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).

---

9

### 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).

---

10

### 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).

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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		
	YE04	YE03	YE04 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).

-----  
11

### 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. (Cristaleras 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).

-----

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

2 Measured during total transmission time.

-----  
12

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).

	METROPOLIS-INTERCOM		
	12/31/04	12/31/03	% Change
Basic Subscribers (1)	224,769	231,925	-3.1%
Premium customers	26,994	31,499	-14.3%
Internet customers	38,158	34,462	10.7%
IP Telephony customers	10,764	3,639	195.8%
Home Passed	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.

-----  
13

## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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

	As of December 31	
ASSETS	2004 MUS\$	2003 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

	Full Year ended December 31	Fourth quarter
	-----	-----

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

	2004	2003	2004	2003
	MUS\$	MUS\$	MUS\$	MUS\$
	-----	-----	-----	-----
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	(11.8)	(12.5)	(1.9)	(2.9)
Editorial Zig-Zag	0.1	0.0	0.3	0.3
Vina Los Vascos S.A.	1.2	1.3	0.4	0.4
Rayen Cura S.A.I.C.	2.5	1.7	1.0	0.4
Envases CMF	1.9	1.3	1.3	0.6
Ediciones Chiloe	(0.0)	(0.1)	0.1	0.0
Others	(0.0)	(0.0)	(0.0)	(0.0)
	-----	-----	-----	-----
Equity in net income related companies (net)	(6.1)	(8.3)	1.1	(1.1)
Interest expense (net)	(8.5)	(7.8)	(2.5)	(2.3)
Other nonrecurring expense (net)	(4.1)	(1.5)	(2.0)	0.3
Goodwill amortization	(1.1)	(1.1)	(0.2)	(0.2)
Price-level restatement	(2.1)	(1.5)	(0.3)	(0.3)
Exchange Rate Variations	11.4	(31.4)	7.1	(8.9)
	-----	-----	-----	-----
NON-OPERATING INCOME	(10.5)	(51.5)	3.1	(12.4)
	-----	-----	-----	-----
Income tax	(10.6)	(2.5)	(3.2)	0.4
Extraordinary Items	-	-	-	-
Minority interest	(7.2)	(3.4)	(2.5)	(0.2)
	-----	-----	-----	-----
NET INCOME	44.6	11.8	19.1	7.4
	=====	=====	=====	=====

14

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 of December 31	
	2004	2003
	MCh\$	MCh\$
	-----	-----
ASSETS		
	-----	-----

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

Cash, time deposits, marketable securities	106,701	82,153
Receivables	54,818	47,321
Inventories, net	38,801	32,686
Other current assets	2,474	6,796
	-----	-----
TOTAL CURRENT ASSETS	202,795	168,957
	-----	-----
NET P.P.&E.	137,433	139,544
	-----	-----
Investment in related companies	100,105	105,636
Long-term receivables	8,404	9,418
Goodwill on investments	154	846
Accounts receivable, related companies	1,224	3
Others	16,269	24,490
	-----	-----
TOTAL OTHER ASSETS	126,157	140,393
	-----	-----
TOTAL ASSETS	466,385	448,894
	=====	=====

LIABILITIES AND SHAREHOLDERS' EQUITY

Current portion of long-term & short-term debt	15,813	6,174
Dividends payable	654	516
Accounts and notes payable	14,343	13,769
Provisions, withholdings, income taxes	16,183	14,486
Advances from customers	2,349	3,112
	-----	-----
TOTAL CURRENT LIABILITIES	49,340	38,057
	-----	-----
Long-term bank liabilities and bonds payable	110,512	126,045
Miscellaneous creditors	7,639	279
Provisions and others	4,723	11,860
	-----	-----
TOTAL LONG-TERM LIABILITIES	122,873	138,183
	-----	-----
MINORITY INTEREST	42,098	38,624
	-----	-----
TOTAL SHAREHOLDERS' EQUITY	252,073	234,030
	-----	-----
TOTAL LIAB. & SHAREHOLDERS' EQUITY	466,385	448,894
	=====	=====

STATEMENT OF INCOME

	Full Year ended December 31		Fourth quarter	
	2004	2003	2004	2003
	MCh\$	MCh\$	MCh\$	MCh\$
	-----	-----	-----	-----
OPERATING RESULTS:				
Net sales	183,645	174,190	49,801	47,810
Cost of sales	(112,640)	(108,328)	(29,510)	(28,462)
Selling and administrative expenses	(30,338)	(27,279)	(8,190)	(8,439)
	-----	-----	-----	-----
OPERATING INCOME	40,668	38,583	12,101	10,908
	-----	-----	-----	-----

NON-OPERATING RESULTS:

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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
	=====	=====	=====	=====

15

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

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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

	Full Year ended December 31		Fourth quarter	
	2004	2003	2004	2003
	MUS\$	MUS\$	MUS\$	MUS\$
	-----	-----	-----	-----
OPERATING RESULTS:				
Net sales	136.4	137.1	36.9	37.1
Cost of sales	(80.1)	(82.1)	(22.2)	(21.1)
General and administrative expenses	(12.2)	(10.2)	(3.7)	(3.1)
	-----	-----	-----	-----
OPERATING INCOME	44.1	44.8	11.1	13.0
	-----	-----	-----	-----
NON-OPERATING RESULTS:				
CristalChile Comunicaciones	(11.9)	(12.5)	(1.9)	(2.9)
S.A. Vina Santa Rita	8.2	3.9	3.0	0.2
Envases CMF S.A.	1.9	1.3	1.3	0.6
Ciecsa S.A.	8.2	4.7	4.5	3.2
Cristalchile Inversiones S.A.	2.5	2.2	1.3	1.3
Others	(0.0)	(0.0)	(0.0)	(0.0)
	-----	-----	-----	-----
Equity in net income related companies (net)	8.9	(0.5)	8.0	2.4
	-----	-----	-----	-----
Interest expense (net)	(5.6)	(4.6)	(1.8)	(1.5)
Other nonrecurring expense (net)	(0.9)	(0.7)	(0.4)	(0.1)
Goodwill amortization	(0.3)	(0.3)	(0.1)	(0.1)
Price-level restatement	(1.0)	(0.9)	(0.0)	(0.2)



Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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
	=====	=====	=====	=====

-----  
16

CRISTALERIAS DE CHILE S.A.  
INDIVIDUAL 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 of December 31	
	2004	2003
	MCh\$	MCh\$
-----	-----	-----
ASSETS		
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

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

Provisions, withholdings, income taxes	10,798	8,121
	-----	-----
TOTAL CURRENT LIABILITIES	27,605	16,424
	-----	-----
Long-term bank liabilities and bonds payable	90,211	101,539
Miscellaneous creditors	29	152
Provisions	6,796	7,728
Others	3,023	2,533
	-----	-----
TOTAL LONG-TERM LIABILITIES	100,058	111,952
	-----	-----
TOTAL SHAREHOLDERS' EQUITY	252,073	234,030
	-----	-----
TOTAL LIAB. & SHAREHOLDERS' EQUITY	379,737	362,405
	=====	=====

STATEMENT OF INCOME

	Full Year ended December 31		Fourth quarter	
	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 companies (net)	4,971	(266)	4,477	1,360
	-----	-----	-----	-----
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
	=====	=====	=====	=====

Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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

-----  
17

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