Viña Concha y Toro S.A.

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About this SUMMARY

This document is a summary of the 2018 Sustainability Report, highlighting the company’s main governance, social and environmental milestones during the period.

The report has been prepared in accordance with the GRI reporting standard, in its comprehensive option, and has been verified by an independent third party (AENOR).

The complete document is available on the website:
The size of this publication allows an optimum use of the sheet of paper, reducing waste from the printing process.

This publication, using 100% recycled paper instead of virgin fiber paper, **has saved:**

<table>
<thead>
<tr>
<th>Resource</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Water</td>
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</tr>
<tr>
<td>Energy</td>
<td>197 kWh</td>
</tr>
<tr>
<td>Wood</td>
<td>186 kg</td>
</tr>
<tr>
<td>Waste</td>
<td>115 kg</td>
</tr>
<tr>
<td>CO₂</td>
<td>117 kg</td>
</tr>
</tbody>
</table>

Additionally, the cover used curious matter, an innovative eco-friendly paper made of potato skin.
2018 was a year of profound changes within our company, concluding with the restructuring process of our production and commercial areas, with the aim of being essentially a more simple, agile and sustainable company. We defined our 2022 Corporate Strategic Vision, through which we will strive to grow in both business profit and in the creation of value, based upon three strategic pillars which are: excellence, sustainability and innovation.

In this regard, our seventh Sustainability Report reflects a new beginning for Viña Concha y Toro, and it accounts for the company’s performance and challenges in the social, environmental and governance aspects.

We understand that economic success goes hand in hand with the protection of the environment, the commitment to the people and to the social environment where businesses operate. We also believe that the world needs to make solid collective changes in order to face the complex challenges in our society’s sustainability, such as climate change and the availability of resources.

The UN’s Sustainable Development Goals (SDGs) and the Paris Agreement are helping to accelerate these changes, having a deeper commitment with governments, the civil society and enterprises worldwide. Through our Sustainability Strategy we have made progress in complying with the SDGs that we committed our efforts to, in order to manage and reduce our negative impacts and generate value for the environment. This is how we were able to achieve 85% of the goals set out in our strategy for this period, improving in the care and protection of the environment, people management, supply chain management, and community and customer relations, continuously aiming for quality and innovation in our products.

Our work and commitment in regards to sustainability has been recognized nationally and internationally. For the fourth consecutive year we are a member of the Dow Jones Sustainability Index Chile, an important international sustainability index that measures environmental, social, economic and corporate governance aspects, and we also joined DJSI MILA Pacific Alliance for a second year. In addition, we came in second place in the Corporate Sustainability Index (ISC) of Capital Magazine.

Furthermore, our subsidiary vineyards also had important advances and recognitions during 2018. Fetzer Vineyards was awarded the GEELA prize, the highest environmental recognition of the State of California; Viña Cono Sur achieved the For Life certification,
which has a strong emphasis on corporate social responsibility and their leadership in energy management was celebrated by the international forum Clean Energy Ministerial. Bodegas Trivento y Viñedos, for their part, carries out a sustainable management of human capital program, taking action in the areas of education, family, welfare and community. In 2018, Trivento created the VNP (Vine Nutrition Program), whose mission is to seek the vine’s nutritional balance in order to achieve sustainable vineyards.

Regarding issues of climate change, we reached an important 15% reduction of our greenhouse gas emissions in Chile, which situates us closer to our goal of reducing them by 30%. In addition, we are committed to the Science Based-Targets initiative, that provide companies with accurate calculations for emission reduction goals, based on climate science. Thus, we can guarantee that our objectives are aligned with the level of decarbonization needed to prevent global warming by under 2°C, as set out in the Paris Agreement. We have also made progress implementing clean energy in all our operations, reaching a 66% supply of electricity from renewable sources globally.

In our supply chain, we were able to reduce the emissions of packaging materials by 22%, beating our proposed goal of 15% by the year 2020. Apart from that, we have continued to identify and assess our key suppliers in order to be informed about their social and environmental practices, and to generate tools that allow us to implement better initiatives and help them with their management.

Our Sustainability Strategy and our performance in 2018 show that, while progress has been made, there are still challenges ahead in order to reach our 2020 goals. We are aware that we need to continue innovating in our products and processes in a collaborative manner with our partners, and be prepared for the fast-tracked and everchanging world.

We trust that our ambitious objectives and our strong commitment to sustainability will position the company, wherever it may be located, with plenty of economic success, but most of all, with a deep sense of responsibility and commitment to future generations.
**Viña CONCHA Y TORO**

- **14** Distribution subsidiaries
- **130** Countries of destination
- **3** Productive origins

### CHILE
- **10** Valleys
- **13** Winemaking Cellars
- **55** Vineyards
- **3** Bottling Plants
- **9,918** Hectares Planted

### ARGENTINA
- **3** Valleys
- **3** Winemaking Cellars
- **9** Vineyards
- **1** Bottling Plants

### USA
- **2** Valleys
- **1** Winemaking Cellars
- **14** Vineyards
- **1** Bottling Plants
- **462** Hectares Planted
3,166 Employees Worldwide

Consolidated Sales
CL$614,129 millones +0.1%

↓15% Carbon Footprint in Chile

↓11% Total Corporate Carbon Footprint
About this REPORT

7º SUSTAINABILITY REPORT on the company's economic, environmental and social performance.

GRI
The report has been prepared in accordance with the GRI reporting standard, in its comprehensive option, and responding to the communication of progress (COP) on the integration of the principles of Global Compact.

REPORT VERIFIED by an independent third party.

2º CORPORATIVE REPORT that includes the company's three productive origins (Chile, Argentina and United States).
**DEFINITION OF THE CONTENTS**

The contents of this Sustainability Report were defined based on the principles of the GRI Standards in its latest version and in accordance with the comprehensive option.

To determine the final content covered in this report, the company conducted in-depth materiality analysis and prioritization surveys to establish which aspects have an impact on the sustainability of Viña Concha y Toro’s business, from the perspectives of both internal as well as external stakeholders.

In general, there were no significant changes in the material issues identified, there were some changes in the prioritization, some new topics were added and "Corporate Strategy" is a new section that was also added.

### Materiality matrix

<table>
<thead>
<tr>
<th>Relevance for Viña Concha y Toro</th>
<th>Relevance for our Stakeholders</th>
</tr>
</thead>
<tbody>
<tr>
<td>LOW</td>
<td>LOW</td>
</tr>
<tr>
<td>HIGH</td>
<td>HIGH</td>
</tr>
<tr>
<td>Suppliers Management and Evaluation</td>
<td>Product Quality and Safety</td>
</tr>
<tr>
<td>Contribution to SDG’s</td>
<td>Corporate Culture</td>
</tr>
<tr>
<td>Community Management</td>
<td>Remuneration, Welfare and Benefits</td>
</tr>
<tr>
<td>Diversity and Equal Opportunities</td>
<td>Engagement and Working Environment</td>
</tr>
<tr>
<td>Quality Management</td>
<td>Initiatives that promote the protection of the environment with communities and employees</td>
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<tr>
<td>Relations and Customer Satisfaction</td>
<td>Career Development</td>
</tr>
<tr>
<td>Responsible Consumption</td>
<td></td>
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<tr>
<td>Responsible Marketing</td>
<td></td>
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<tr>
<td>Contribution to the Wine Industry</td>
<td></td>
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<tr>
<td>Emissions and Carbon Footprint</td>
<td></td>
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<tr>
<td>Impact of Climate Change on the Business</td>
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<tr>
<td>Research and Innovation</td>
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<td>Working Conditions</td>
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<tr>
<td>Communication of Corporate and Sustainability Strat</td>
<td></td>
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<tr>
<td>Waste Management and Recycling</td>
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<tr>
<td>Transparency and information to customers</td>
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<tr>
<td>Ethics and Anticorruption</td>
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<td>Health and Safety</td>
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<td>Human Rights</td>
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<tr>
<td>Product Innovation</td>
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<tr>
<td>Regulatory Compliance</td>
<td></td>
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<tr>
<td>Promoting Sustainability in the Supply Chain</td>
<td></td>
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<tr>
<td>Vineyards Management</td>
<td></td>
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<tr>
<td>Profitability and Economic Indicators</td>
<td></td>
</tr>
<tr>
<td>Certifications</td>
<td></td>
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<tr>
<td>Training and Knowledge Center</td>
<td></td>
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<tr>
<td>Biodiversity</td>
<td></td>
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<tr>
<td>Information Security</td>
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<tr>
<td>Brands Management</td>
<td></td>
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<tr>
<td>Social Initiatives and Volunteering</td>
<td></td>
</tr>
<tr>
<td>Materials and Supplies</td>
<td></td>
</tr>
</tbody>
</table>

**LOW**

**HIGH**
The last process to update and prioritize Viña Concha y Toro’s stakeholders was carried out in 2017. As a result of this process, eight categories of stakeholders were defined, broken down into 32 subgroups. These categories were classified as external and internal, according to the type of relationship they have with the company, to later be prioritized according to the matrix of influence and interest.
1. SUPPLIERS
- Agricultural supplies
- Grape
- Winemaking supplies
- Packaging
- External Services
- Transport and Distribution

2. CUSTOMERS
- Neighborhood associations near Concha y Toro’s facilities
- Local Authorities where the company operates

3. COMMUNITY
- Senior executive positions
- Junior executive positions
- Technical and/or administrative positions
- Temporary employees
- Trade Unions

4. MEDIA
- Educational Associations
- Trade Associations
- Wines of Chile
- Pro sustainability Organizations
- Competitors

5. AUTHORITIES
- Government
- Regulatory Authorities
- International Organizations
- Government Agencies

6. SHAREHOLDERS
- Retail
- International Distributors
- National Distributors

7. CIVIL SOCIETY
- Financial Rating Agencies
- Investment Fund Administrators
- Investment Banks

8. EMPLOYEES
- International Media
- Local Media
Production PROCESS

1 VINEYARD GROWING AND CARE
Taking care of the vineyards is essential to the preservation of their natural resources.

We harvest our grapes with the utmost care for the environment. 91% of our production has sustainability certifications.

167,140 tons of grapes produced

Suppliers of agricultural goods - Agrochemicals - Phytosanitary

2 HARVEST AND WINEMAKING
During harvest, the grapes are collected and then taken to our cellars for winemaking, which involves the controlled fermentation of the grapes and, as a result, achieve the best wines.

We are continually working to increase the efficiency and sustainability of our processes, as demonstrated by the fact that 78% of the energy supply in our cellars comes from renewable electricity.

323,201 hectoliters produced

Grape suppliers

Suppliers of winemaking products
- Barrels
- Filtering products
- Clarifiers
- Additives & others

3 BOTTLING AND PACKAGING
Process of safely bottling the wine in different formats offered by the company.

We continue in our efforts to make our packaging lighter and 68% of the energy supply in our packaging process comes from renewable electricity.

4 DISTRIBUTION
Distribution to logistic centers or export to end up reaching our consumer’s glasses.

We opt for the most sustainable distribution model, in collaboration with our customers and distributors in order to decrease associated CO2 emissions.
167,140 tons of grapes produced

- Agrochemicals
- Phytosanitary

Suppliers of agricultural goods

323,201 hectoliters produced

- Barrels
- Filtering products
- Clari/fiers
- Additives & others

Grape suppliers

Suppliers of winemaking products

294,779 hectoliters bottled

- Bottles
- Labels
- Boxes
- Caps & Corks
- Plastics & others

Service providers

VINEYARD GROWING AND CARE

Taking care of the vineyards is essential to the preservation of their natural resources.

We harvest our grapes with the upmost care for the environment. 91% of our production has sustainability certifications.

HARVEST AND WINEMAKING

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BOTTLING AND PACKAGING

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294,779 hectoliters bottled

DISTRIBUTION

Distribution to logistic centers or export to end up reaching our consumer’s glasses.

We opt for the most sustainable distribution model, in collaboration with our customers and distributors in order to decrease associated CO₂ emissions.

130 countries of destination

Logistics providers
Viña Concha y Toro’s vision of sustainability is based on the understanding that economic success goes hand in hand with caring for the environment, having a rational use of the natural resources, and making a commitment to the people and the social environment in which we operate. This virtuous circle is essential to the business model of our company.

This vision of sustainability in Viña Concha y Toro is present in all of the company’s processes and its business strategy. In this sense, the management that is carried out to plan and develop new products, as well as the legality and safety of our processes, entails a precautionary approach that seeks to protect the environment in accordance with the United Nations’ Principle 15, Rio Declaration on Environment and Development.

In addition, the company's Sustainability Strategy is aligned with the Global Compact Principles and, more recently, to the Sustainable Development Goals (SDGs) defined by the United Nations, contributing to its achievement by 2030.
Offer excellent **Products** that provide the best experience for our customers.

Be a partner to our **Suppliers**.

Create partnerships with our **Customers**.

Have highly committed **Employees**.

Create shared value for **Society**.

Be a benchmark for the industry in **Environmental** practices.
Viña Concha y Toro’s CONTRIBUTION TO SDGs

The Sustainable Development Goals (SDGs) are a universal call for action to end poverty, combat inequality and address climate change.

Being interconnected, all goals are important, but we focus our efforts on those that are material to our business and where we can create a greater positive impact.
Environment

**WATER**
- 15% reduction in the water footprint per wine glass.
- 100% of vineyards have a drip irrigation system.
- The consumption represents 81% of water withdrawal by Concha y Toro.

**ENERGY**
The energy used in our production process comes mainly from renewable energies and the electricity distribution network, which contains a mix of renewable and non-renewable energies.

The construction of 9 photovoltaic power plants in Chile began during 2018.

**LITERS OF WATER USED TO PRODUCE A 125 ML WINE GLASS**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDUSTRY AVERAGE</td>
<td>109</td>
<td>77</td>
<td>64</td>
</tr>
</tbody>
</table>

**ELECTRICITY CONSUMPTION BY RESOURCE**

- 66% Electricity used from renewable sources
- 34% Non-renewable mix
- 1% Solar
- 65% Renewable mix
Viña Concha y Toro has set out to maintain its leadership in the wine industry in harmony with the sustainability of its operations, with a culture of excellence that goes hand in hand with the care of the environment and the rational use of natural resources.

**Biodiversity**

The Company have 3,272 hectares of native forest present in our estates in Chile.

In 2018, to achieve compliance with the certification requirements of the National Sustainability Codes in the Chilean Winemaking Industry, a series of initiatives were undertaken whose final focus was the conservation of biodiversity. Including:

- Identifying, with signs, the Areas with High Ecological Value (AAVE) in each of the company’s estates.
- Identifying the areas that are designated to the Conservation and Protection of Native Forests.
- Illustrating the activities that cannot be carried out inside these areas (smoking, hunting, starting campfires, entering animals, etc.).

**Waste and Recycling**

**Waste by Type of Disposal in 2018**

- 3.2% Landfill
- 44.7% Composting
- 0.4% Reuse
- 0.2% Recovered (energy)
- 51.5% Recycling

**Carbon Footprint**

The company annually measures its Carbon Footprint under the Corporate Accounting and Reporting Standard (GHG Protocol), under an operational control approach, including direct emissions, that come mainly from the use of fuels, refrigerant gases and soil, as well as indirect ones, resulting from productive activities that are not directly controlled by the company.

**Emission Distribution by Scope**

- 2018 277 mil tons CO₂
- 79% Scope 3
- 14% Scope 2
- 7% Scope 1

11% Reduction of absolute GHG emissions
SUPPLIER ASSESSMENT

The company extends its practices and policies to all its suppliers and contractors regarding: transparency, regulatory compliance, anti-corruption, freedom of association, non-discrimination, rejection of child and forced labor, among others.

Annually, key suppliers are requested to self-assess by responding to the Viña Concha y Toro Ethics and Sustainability form.

RESPONSIBLE SUPPLY

PROPORTION OF SPENDING ON LOCAL SUPPLIERS

2018

95% Local suppliers
5% Other suppliers

113 Suppliers responded the ethics and sustainability assessment in 2018
Viña Concha y Toro’s strategic objective regarding its supply chain is to build a relationship of trust and transparency with each of its suppliers. The Company is aware of its responsibility and influence and intends to extend its good practices along the value chain, in aims of improving the standards of its suppliers and business partners.

### RAW MATERIALS

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Own Grapes</td>
<td>Purchased Grapes</td>
<td></td>
</tr>
<tr>
<td>39%</td>
<td>61%</td>
<td></td>
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</table>

430,313 tons grape used

22% reduction of GHG emissions from packaging supplies

### MAIN MATERIALS AND SUPPLIES

<p>| | | |</p>
<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Non-Renewable</td>
<td>Renewable</td>
<td></td>
</tr>
<tr>
<td>92%</td>
<td>8%</td>
<td></td>
</tr>
</tbody>
</table>

125,546 tons materials and supplies
**Product**

**INNOVATION**
Innovation in our products is addressed through between the Center for Research and Innovation (CRI), the Marketing Department and the Technical area. In order to expand the product categories offered by the company, guaranteeing quality at all times.

In 2018 Diablo wine was launched, a co-development between the marketing area and the CRI. This wine is the result of in-depth research on the sensory characteristics of wine that are most attractive to the target.

**QUALITY**
Viña Concha y Toro ensures quality and safety throughout its value chain, meeting the expectations of its customers and the strictest international standards. To maintain quality and safety standards, the company has the following certifications.

**MARKETING AND RESPONSIBLE CONSUMPTION**
Viña Concha y Toro is thoroughly convinced that the promotion of responsible consumption is an essential and necessary value in order to consolidate its leadership globally. During 2018, the company made progress in disseminating these principles to its external stakeholders.

- **Chile - Viña Cono Sur**
- **Chile - Concha y Toro**
- **EE.UU. - Fetzer**
- **Argentina – Trivento**
The satisfaction of our consumers depends fundamentally on our product offer, manufactured according to rigorous quality standards and adapted to the main consumer trends. In this sense, the holding has a portfolio of brands and wines that have been developed to respond to different consumer segments, which always include messages for the responsible consumption of our products.

"SUSTAINABILITY COMMUNICATION TOOLKIT"

The "Sustainability Communication Toolkit" was developed in 2018 and disseminated throughout the company. This document is an internal support manual to communicate Viña Concha y Toro’s sustainability attributes. Has the objective of reinforcing, among the marketing and commercial areas, the correct way of communicating the sustainability attributes of the company’s products to the consumer, to avoid falling into bad communication practices and any reputational risks.
CUSTOMER AUDITS
In the continuous process of deepening the instances of dialogue with customers, they developed a series of audits that seek to find the company performance in ethical requirements, Environmental and quality.

CUSTOMER SATISFACTION
With the objective of identifying opportunities for improvement and to enhance the positive aspects of the management, every year customers are invited to respond a satisfaction survey with the product and the degree of loyalty toward the company.

The 2018 survey involved 134 customers and an overall satisfaction level of 36% was obtained, decreasing by 16% compared to the previous period.

CLIENT PERCEPTION OF SUSTAINABILITY

CUSTOMERS AUDITS SUMMARY

Customer satisfaction

Level of satisfaction

Sustainability perception

2016  2017  2018

60%   85%   59%
43%   52%   36%

2  10  3
Viña Concha y Toro is aware of the importance of establishing close ties of cooperation with its customers, which are mainly retail chains and large distributors, to ensure that its products, and the message it seeks to convey, reach the consumers with the highest standards of quality and transparency. In this sense, the company’s strategic objective is to generate strategic relationships with its customers that will enhance the value offer for the final consumer.

**GHG EMISSIONS FROM DISTRIBUTION**

Goal

- **15% reduction** by 2020

**PROMOTING SUSTAINABILITY WITH STRATEGIC CUSTOMERS**

Viña Concha y Toro extends its guidelines and ethical standards and social standards to its customers, looking to promote the environmentally friendly and responsible practices both with the environment and with the people involved in the different stages of the value chain. Ensure the commitment of its clients and the distributors compliance through clauses in contracts that commit customers to the compliance with the standards of the company and specifically with our Code of Ethics and Conduct.

- **9% of reduction between 2014-2018**
The company seeks to boost employee performance by aligning individual expectations and goals with corporate ones. For this purpose, performance evaluations are carried out annually, as established according to formal criteria. During 2018 the new Platform of Performance Management was launched. This tool is 100% online - a cloud tool.
Viña Concha y Toro’s strategic objective in regards to the people pillar is to generate long-term connections with its employees through actions and programs that generate mutual commitment and identification with the company.

We support the professional development of our employees by promoting their talents and skills. In addition, we promote their physical and mental well-being, trying to deliver an excellent work environment and protecting the health and safety of all who are part of the Company.

CULTURE – “TOGETHER WE BUILD A BETTER FUTURE”

In 2017 and 2018, we made important changes in our corporate strategy and business model. This transformation brought with it a necessary cultural change and a new way of doing things. Viña Concha y Toro’s new Culture is based on the motto “Together we build a better future” and it translates into four components: Respect, Collaboration, Openness to change and Agility.

HEALTH AND SAFETY

The company is committed to assuring that each of the process meet the health standards, occupational and work environment safety, as stipulated by law, in order to guarantee that everyone who work in the installations can enjoy safe and healthy conditions, meeting their needs and maintaining an open dialogue with their representatives.

<table>
<thead>
<tr>
<th>Health and Safety Metric</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Injury Frequency Rate</td>
<td>19.8</td>
<td></td>
</tr>
<tr>
<td>Lost Day Rate</td>
<td>387.6</td>
<td></td>
</tr>
<tr>
<td>Contractors Injury Rate</td>
<td></td>
<td>8.7</td>
</tr>
<tr>
<td>Occupational Illness Rate</td>
<td></td>
<td>0.3</td>
</tr>
</tbody>
</table>

PERCENTAGE OF EMPLOYEES RECEIVING REGULAR PERFORMANCE AND PROFESSIONAL DEVELOPMENT ASSESSMENTS

- 37% in 2017
- 54% in 2018
PRODUCTIVE ALLIANCES
Viña Concha y Toro and the National Institute of Agricultural Development (INDAP) have developed the Productive Alliances Program, aims to improve and strengthen the management and management skills of local producers by means of technical, commercial and agricultural management advice.

In 2018, the program’s activities focused on the development of productive and management capacities in participating producers.

NUMBER OF PARTICIPANTS IN PRODUCTIVE ALLIANCES

| 19 Strengthening the Productive Alliance | 29 Strengthening Agricultural Management | 29 Creating Commercial Alliances | 29 Development of productive capacities and management |
Viña Concha y Toro’s strategic objective in regards to the society pillar is to share knowledge and capabilities contributing to improve productive practices and the conditions of the environment. In this sense, it focuses its actions on two main stakeholder groups: producers and the community.

SUPPORT FOR LOCAL DEVELOPMENT
The Company maintains a commitment to responsible management of its impacts on society, promoting local employability; collaborating with clients and community; enhancing the participation of their workers in corporate volunteering and working in conjunction with institutions with which they share common interests and objectives.

A new meeting place for Idahue
In April 2018, Viña Concha y Toro presented a new space for the community, adjacent to the Fundo Idahue, located in the VI Region.

Educational Visits to the CRI
In 2018, 10 academic institutions and 227 students visited the CRI (Center for Research and Innovation) with the aim of sharing the knowledge generated and transmitting our passion for science and research. This center has positioned itself as a mandatory stop for schools, technical high schools and universities that seek to deepen student’s learning.

ENTREPRENEURSHIP
During 2018, Viña Concha y Toro generated an alliance with Start-Up Chile, an incubator of entrepreneurship with the endorsement of the CORFO. This alliance seeks to attract and incorporate innovation into the company in an open way. To this end, the company created the initiative "Concha y Toro Factory", which will be an articulating instance between entrepreneurs and the various areas of the vineyard.
The sustainability management of Viña Concha y Toro is aligned with the UN Sustainable Development Goals (SDGs). The update of the progress of our contribution to the objectives that are material to our business and where we can create a greater positive impact is presented below.
## Sustainability Strategy

Viña Concha y Toro

<table>
<thead>
<tr>
<th>Goal 2020</th>
<th>Progress 2018</th>
<th>Accumulated progress</th>
<th>SDG</th>
<th>Specific Objective</th>
</tr>
</thead>
<tbody>
<tr>
<td>Water</td>
<td>10% Reduction in Water Footprint</td>
<td>2%</td>
<td>11%</td>
<td>6.4</td>
</tr>
<tr>
<td>Energy</td>
<td>100% Renewable Supply</td>
<td>28%</td>
<td>66%</td>
<td>7.2</td>
</tr>
<tr>
<td>Biodiversity</td>
<td>100% Native Forest with conservation alternatives</td>
<td>25%</td>
<td>50%</td>
<td>15.1</td>
</tr>
<tr>
<td>Waste</td>
<td>100% Waste with recovery alternatives</td>
<td>1%</td>
<td>97%</td>
<td>6.3</td>
</tr>
<tr>
<td>Climate Change</td>
<td>30% Reduction in Scope 1 and 2</td>
<td>14%</td>
<td>20%</td>
<td>13.2</td>
</tr>
</tbody>
</table>
### SUPPLY CHAIN PILLAR

#### Sustainability Strategy
Viña Concha y Toro

<table>
<thead>
<tr>
<th>Goal 2020</th>
<th>Progress 2018</th>
<th>Accumulated progress</th>
<th>SDG</th>
<th>Specific Objective</th>
</tr>
</thead>
<tbody>
<tr>
<td>Responsible Supply Chain</td>
<td>100% Key suppliers in compliance with the Corporate Ethics Standard</td>
<td>25%</td>
<td>50%</td>
<td>8.8</td>
</tr>
<tr>
<td>Sustainability Index</td>
<td>100% Suppliers with sustainability assessment</td>
<td>25%</td>
<td>25%</td>
<td>12.2</td>
</tr>
<tr>
<td>Sustainable Packaging</td>
<td>100% Premium portfolio with weight reduction per bottle</td>
<td>0%</td>
<td>6%</td>
<td>12.2</td>
</tr>
<tr>
<td>Packaging Carbon Footprint</td>
<td>15% Reduction per bottle</td>
<td>10%</td>
<td>22%</td>
<td>9.4</td>
</tr>
</tbody>
</table>
### PRODUCT PILLAR

<table>
<thead>
<tr>
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<td><strong>SDG</strong></td>
<td></td>
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</tr>
<tr>
<td><strong>Specific Objective</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Innovation</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New product categories</td>
<td>33%</td>
<td>66%</td>
</tr>
<tr>
<td><strong>Quality</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unified Quality Strategy</td>
<td>33%</td>
<td>33%</td>
</tr>
<tr>
<td>Implementation</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sustainable Attributes</strong></td>
<td>25%</td>
<td>50%</td>
</tr>
<tr>
<td>Brands with identified attributes and implemented campaigns</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Responsible Drinking</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campaign implemented in 4 phases</td>
<td>25%</td>
<td>75%</td>
</tr>
</tbody>
</table>

- **SDG 8.2**: Improve productivity through innovation.
- **SDG 9.4**: Promote the adoption of clean technologies.
- **SDG 12.8**: Promote the access to information on sustainability.
- **SDG 3.5**: Strengthen the prevention of harmful alcohol consumption.
- **SDG 12.6**: Adopt sustainable practices and incorporate information about sustainability.
## CUSTOMERS PILLAR

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<tr>
<td>Efficiency in logistics costs</td>
<td>19.5 $/liter</td>
<td>2% 102%</td>
<td>8.2</td>
<td>Improve productivity through innovation.</td>
</tr>
<tr>
<td>Efficiency of CO₂ Emissions</td>
<td>15% Reduction in emissions per bottle</td>
<td>-3% 9%</td>
<td>9.4</td>
<td>Promote the adoption of clean technologies.</td>
</tr>
<tr>
<td>Integral Customers</td>
<td>100% of customers complying with the Corporate Ethics Standard</td>
<td>25% 50%</td>
<td>8.8</td>
<td>Protect labor rights and safe environment.</td>
</tr>
<tr>
<td>PEOPLE PILLAR</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
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<tr>
<td>Goal 2020</td>
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</tr>
<tr>
<td>Career Development</td>
<td>100% Departments with career plans</td>
</tr>
<tr>
<td>Engagement</td>
<td>+70% Level of engagement</td>
</tr>
<tr>
<td>Knowledge Center</td>
<td>35 Man-hours of training per person per year</td>
</tr>
<tr>
<td>Ethical Management</td>
<td>100% Facilities under ethics certification systems</td>
</tr>
</tbody>
</table>
## Sustainability Strategy

**Viña Concha y Toro**

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<tbody>
<tr>
<td><strong>Productive Alliances</strong></td>
<td>100% of growers with an increase in productivity</td>
<td>10%</td>
<td>60%</td>
<td>8.2</td>
<td>Improve productivity through innovation.</td>
</tr>
<tr>
<td><strong>Extension for Growers</strong></td>
<td>100% of participants with positive impacts on knowledge</td>
<td>25%</td>
<td>50%</td>
<td>8.3</td>
<td>Promote training policies.</td>
</tr>
<tr>
<td><strong>Communities</strong></td>
<td>4 Social programs</td>
<td>25%</td>
<td>50%</td>
<td>9.1</td>
<td>Develop infrastructure for people's wellbeing.</td>
</tr>
<tr>
<td><strong>Education</strong></td>
<td>100% of graduates in labor market</td>
<td>100%</td>
<td>100%</td>
<td>4.3</td>
<td>Ensure access to formal education.</td>
</tr>
<tr>
<td><strong>Entrepreneurship</strong></td>
<td>Business Accelerator operating in the company</td>
<td>33%</td>
<td>33%</td>
<td>8.2</td>
<td>Improve productivity through innovation.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>17.17</td>
<td>Promote the establishment of effective alliances.</td>
</tr>
</tbody>
</table>