



SUSTAINABILITY Report

2020



SUSTAINABILITY Report

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Message from the general manager¹

The year 2020 will certainly be remembered for the tremendous challenges, both personal and labor-related, brought about by the Covid-19 pandemic. In Chile, the pandemic erupted just as we began the harvest, forcing us to find new ways of working and to decisively redefine our productive processes, which enabled us to harvest and vinify our grapes safely and in record time. Once this intense and very crucial period was behind us, we managed to keep our operations up and running through the rest of the year, providing uninterrupted service to our customers and consumers around the globe.

The markets presented us with tremendous commercial challenges, prompting us to

refocus our strategy in this period on channels with the highest sales volumes, primarily supermarkets and online sales platforms. Our decisive action, and - above all - the commitment of all of us at Cono Sur, allowed us, in 2020, to sell more than 5.5 million cases for the first time in our history. This new milestone has the added merit of being achieved while keeping all our certifications up to date and making substantial advances in the commitments set out in our previous Sustainability Report, which are all laid out in this report.

Among the commitments made in our 2019 Sustainability Report², the winery was re-certified to the most up to date versions of





two important standards that are the foundation of our management system, namely ISO 50001 and ISO 45001, both 2018. In the area of corporate social responsibility, we were recertified to the For Life standard, while the V-Label for vegan products was also adopted for Cono Sur organic wines. Lastly, we expanded the area under organic cultivation and continued working on obtaining B-Corp certification.

In our agricultural area, 56.66 hectares of the El Encanto Estate (in Aconcagua) were converted to organic management, and a 200 kWp photovoltaic plant was brought online on the same property. At the El Estribo Estate (San Clemente), 40 new hectares were planted to Pinot Noir and Malbec, and at our Mulchén property we planted the final 12 hectares of that project, for a total of 177 additional hectares planted.

Advances made in the area of winemaking focused clearly on quality, energy efficiency,

and reducing water use. The most notable of these include a series of investments in pump-over automation, the use of air to push the must through the piping line, the startup of the new yeast propagation tank, and the introduction of a closed-circuit racking system.

In terms of community relations, we highlight the support we gave to our Chimbarongo neighbors during the most difficult months of the pandemic. That included the donation of food boxes and hand sanitizer and the signing of a sponsorship agreement with the Chimbarongo Fútbol Club that allowed the club to finance its youth training program and to retain its technical staff during an especially difficult time when Covid-19 restrictions were in place.

In 2020, once again the excellence and quality of Cono Sur wines was recognized and awarded by leading wine critics and wine press outlets both in Chile and internationally. Our cool climate

Syrahs earned honors for their exceptional quality: our 2018 Single Vineyard Syrah 2018 earned 97 points from Decanter magazine, while the 2018 20 Barrels Syrah scored 96 points in Descorchados wine guide and a Gold Medal in the Global Syrah Masters competition organized by The Drinks Business. In the Asian market, the distinguished Japan Wine Challenge awarded gold medals to our 2017 Single Vineyard Carmenere and 2019

Reserva Especial Sauvignon Blanc. As for our icon wines, the 2015 Cabernet Sauvignon Silencio earned an outstanding 94 points from The Wine Advocate, while the 2017 Ocio won a Grand Gold medal at the Catad'Or Wine Awards. Lastly, reaffirming the quality of all Cono Sur lines of wine, the prestigious International Wine & Spirits Competition gave a tremendous nod to the consistency of our Bicicleta brand by awarding 90 points

each to its Pinot Noir, Merlot, and Malbec varieties.

All the above is the result of determined teamwork focused on excellence and sustainability, in which our associates, the community, and the environment are always at the center of our actions. Through this Report, we wish to show our achievements over this period in these areas, as well as the challenges that emerged as we responded to

the needs of those around us. This document has been prepared according to GRI reporting standards, Core option³.

Paul Konar Elder
General Manager

“...Teamwork oriented towards excellence and sustainability, where our collaborators, the community and the environment are always at the center of our actions.”



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1 General information⁴

4: 102-16.

Our sustainability policy can be downloaded from
our website: <http://www.conosur.com/es/sustainability/>

Cono Sur was founded in 1993, and since then, the winery has been recognized for its commitment to developing social and environmental policies, demonstrating that the production of fine wines can be compatible with environmentally friendly practices and caring for our people and the surrounding communities.

The company's philosophy is to produce the best wines that Chile can offer at each price point, upheld by three pillars:

1 QUALITY

Ensuring that all processes are carried out to high quality standards and continuously improved through regular reviews.

2 INNOVATION

Leading the industry in developing distinctive, innovative products that reinforce the Cono Sur identity.

3 SUSTAINABILITY

Holding sustainable development as a core value at Cono Sur, in all three realms--economic, social, and environmental.



1.1 Legal structure⁵

Cono Sur is the wholly owned subsidiary of Concha y Toro.

While the winery manages its own production processes and marketing and sales areas independently, other processes and areas unrelated to production and sales, such as human

resources, purchasing, and supplier control, are managed by the parent company.

5: 102-5; 102-1

Cono Sur

A New World



1.2 History of Cono Sur



INTEGRATED VINEYARD MANAGEMENT.

Transformation from conventional agriculture to integrated vineyard management.



DOUBLE ISO 9.001 AND 14.001 CERTIFICATION.

The first vineyard in South America to obtain a double ISO 9.001 and 14.001 certification.

CAMPO LINDO

Acquisition of the "Campo Lindo" Estate. 167 hectares in the San Antonio Valley.



CarbonNeutral.com

CARBONNEUTRAL® DELIVERY

First vineyard in the world to obtain this status after neutralizing carbon emissions produced by shipping wine.

1998

2002

2005

2007

1993



VIÑA CONO SUR S.A.

A subsidiary of Viña Concha y Toro S.A., Cono Sur was created with the objective of conquering the market of fine wines exported from Chile.

2000



ORGANIC VINEYARD MANAGEMENT.

The beginning of an organic viticulture project in the Colchagua Valley, to which we have since added the San Antonio Valley.

2004

LAS LOMAS DE PERALILLO

Acquisition of the "Las Lomas de Peralillo" Estate. 187 hectares in the Colchagua

2006



CLEAN PRODUCTION AGREEMENT.

Certified with the Clean Production Agreement, an initiative from the Chilean government and the Chilean Wine Corporation.

Check the complete story at www.conosur.com



CREATION OF THE AREA OF SUSTAINABLE DEVELOPMENT.

- Calculating the entire organization's carbon footprint.
- Use of ultra-light bottles (Bicicleta wines) to reduce greenhouse gas emissions (GEI).

2009



GREEN COMPANY OF THE YEAR.

Cono Sur named Green Company of the Year by British publication Drinks Magazine.



CHILEAN WINE PRODUCER OF THE YEAR

Cono Sur named "Chilean Wine Producer of the Year" in the UK's International Wine & Spirits Competition.

2011



NATIONAL SUSTAINABILITY CODE.

Cono Sur meets the three areas outlined in Chile's National Sustainability Code: Green (vineyard), Orange (social) and Red (bodegas and bottling plants.)

2013

2008

"WINE, CLIMATE CHANGE AND BIODIVERSITY" PROJECT.

Together with the Institute of Ecology and Biodiversity (IEB), the beginning of a project to multiply native flora and fauna.

FUNDOS EN COLCHAGUA

- Acquisition of Colchagua Valley estates.
- Las Lomitas: 114 hectares in Peralillo
- San Rafael: 54.5 hectares in Chimbarongo
- Las Hijuelas: 50 hectares in Peralillo

FUNDOS LA ESPUELA

Acquisition of "La Espuela" Estate. 136 hectares in San Clemente of the Maule Valley.

2010

ADQUISICIÓN FUNDO EL ENCANTO

Purchase of "El Encanto Estate". 100 hectáreas en el Valle de Aconcagua, en San Felipe.



ISO 14.064 CERTIFICATION THROUGH CEMARS®.

Cono Sur becomes the first vineyard in America to obtain the international ISO 14.064-1 certification, positioning the company as a leader in environmental protection.

2012



BSCI CODE OF CONDUCT.

Cono Sur becomes the first winery in South America to meet the requirements of the BSCI Code of Conduct.

2014

WINE SPECTATOR TOP 100.

Cono Sur Organic Cabernet Sauvignon-Carmenere 2011 receives 91 points and is named #44 of the world's 100 best wines.

OHSAS 18.001 AND ISO 50.001 CERTIFICATIONS.

Cono Sur strengthens its commitment to managing the wellness of its workforce.

SECOND CLEAN PRODUCTION AGREEMENT.

Cono Sur is certified in the Second Clean Production Agreement (APL) among the wine industry.



CONO SUR TOP 10

British magazine Drinks International names Cono Sur as number 10 in their annual ranking.



"ENGAGING CONSUMER OF THE YEAR"

British magazine Harpers awards Cono Sur "Engaging Consumer of the Year."

FUNDO MULCHÉN

Acquisition of the "Mulchén" Estate, 212 hectares in Mulchén of the Bío-Bío Valley.



OCIO PINOT NOIR 2014 IN WINE ADVOCATE.

Acclaimed wine critic Luis Gutiérrez includes Ocio Pinot Noir 2014 among his 50 Best Wines of 2017 list and awards it 95 points.



ENERGY EFFICIENCY GOLD SEAL.

Cono Sur is one of the first vineyards to receive this award.



GOLD MEDAL IN BRIT CONTEST.

Cono Sur wins a Gold Medal from BRIT for their developed work in sustainable viticulture.

2015

2017

2019

2015-16

2016

2017-18

2018

2020



WINE SPECTATOR TOP 100

Cono Sur Bicicleta Pinot Noir becomes #1 in sales.

PREMIO SOSTENIBILIDAD CORPORATIVA 2016

Sociedad de Fomento Fabril (SOFOFA), Centre for Business Sustainability de la Universidad Adolfo Ibáñez y Revista Capital.



"CHILEAN WINE PRODUCER OF THE YEAR"

Awarded to Cono Sur by the International Wine & Spirits Competition.



INTERNATIONAL RECOGNITION FOR ENERGY EFFICIENCY.

The Clean Energy Ministerial (CEM) internationally recognizes Cono Sur for effective implementation of measuring energy efficiency.



VEGAN CERTIFICATION

Organic wines certified from Viña Cono Sur as vegan products, obtaining the V-Label seal (certification).



"FOR LIFE" CERTIFICATION BY ECOCERT.

Cono Sur is certified in social responsibility, confirming that their workers enjoy fair and safe labor conditions.

1.3 Destination markets in 2020⁶

Cono Sur currently has 23 different wine grape varieties, including non-traditional ones such as Gewürztraminer and Viognier. With this raw material the winery makes different lines of wines, from reserves to ultra-premiums.

The Covid-19 pandemic had a major impact on our destination markets, which decreased by 20%, meaning our different lines of wines were sold in 63 countries in 2020. Although geographic distribution was affected, the quantity of wine sold actually increased over the previous period.

6: 102-6

63

Countries receive
wines produced
by Cono Sur

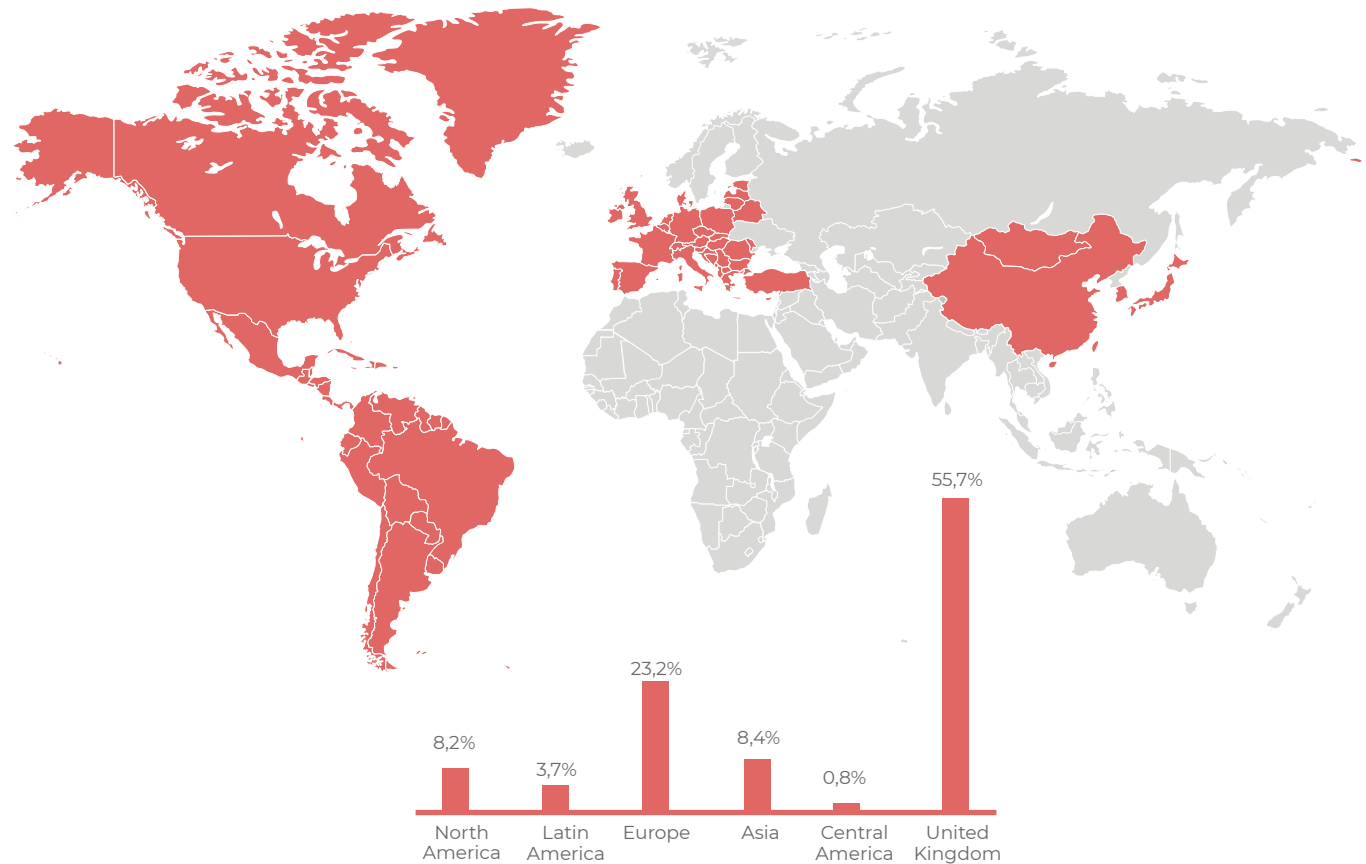


Figure 1: Global distribution of Cono Sur products based on available distributors in different countries

1.4 Our wines⁷

7: 102-2



BICICLETA RESERVA

An innovative brand that demonstrates Chile's diversity with a wide range of grape varieties. The bicycle icon represents Cono Sur's sustainable philosophy.



VALLEY COLLECTION *Selected Origins*

RESERVA ESPECIAL

Wines of exceptional character, each bottle representing the best of its origin.



Wines made in balance with nature. Coming from organic grapes, free of chemicals and cultivated in harmony with their surroundings.



SPARKLING WINE

Wines that incorporate the cosmopolitan spirit of their consumers, those who know how to enjoy each moment.



SINGLE VINEYARD

Wines inspired by our rich terroir and origins. Each variety is cultivated with unique style from one valley, one estate and certain blocks selected for precision.



20 BARRELS

Limited edition wines made exclusively from each vintage's best barrels.

SILENCIO



The maximum potential of Cabernet Sauvignon from the Maipo Valley.

O (I O



Chile's first ultra premium Pinot Noir, awarded with 95 points three times by Robert Parker.



1.5 Location and distribution⁸

During 2020, modifications in vineyard management changed the distribution of the area under organic certification. The previous report disclosed that 25% of that area was organically managed. Over the past year, this increased to 26.7%, with the addition of 59.26 hectares in transition to organic.



1.337,4
hectares of vineyards

347,8
hectares
managed organically

Cono Sur winery is situated within Santa Elisa Estate in the city of Chimbarongo, approximately 160 km south of Santiago, Chile⁹.

8: 10 Estates, 1 winery, 1 head office, all located in different valleys and regions of Chile. 102-7 i and ii, 102-4

9: Cono Sur Head Office: Avenida Nueva Tajamar, 481, Torre Norte, Piso 19, Oficina 1901 Condes, Santiago, Chile. 102-3

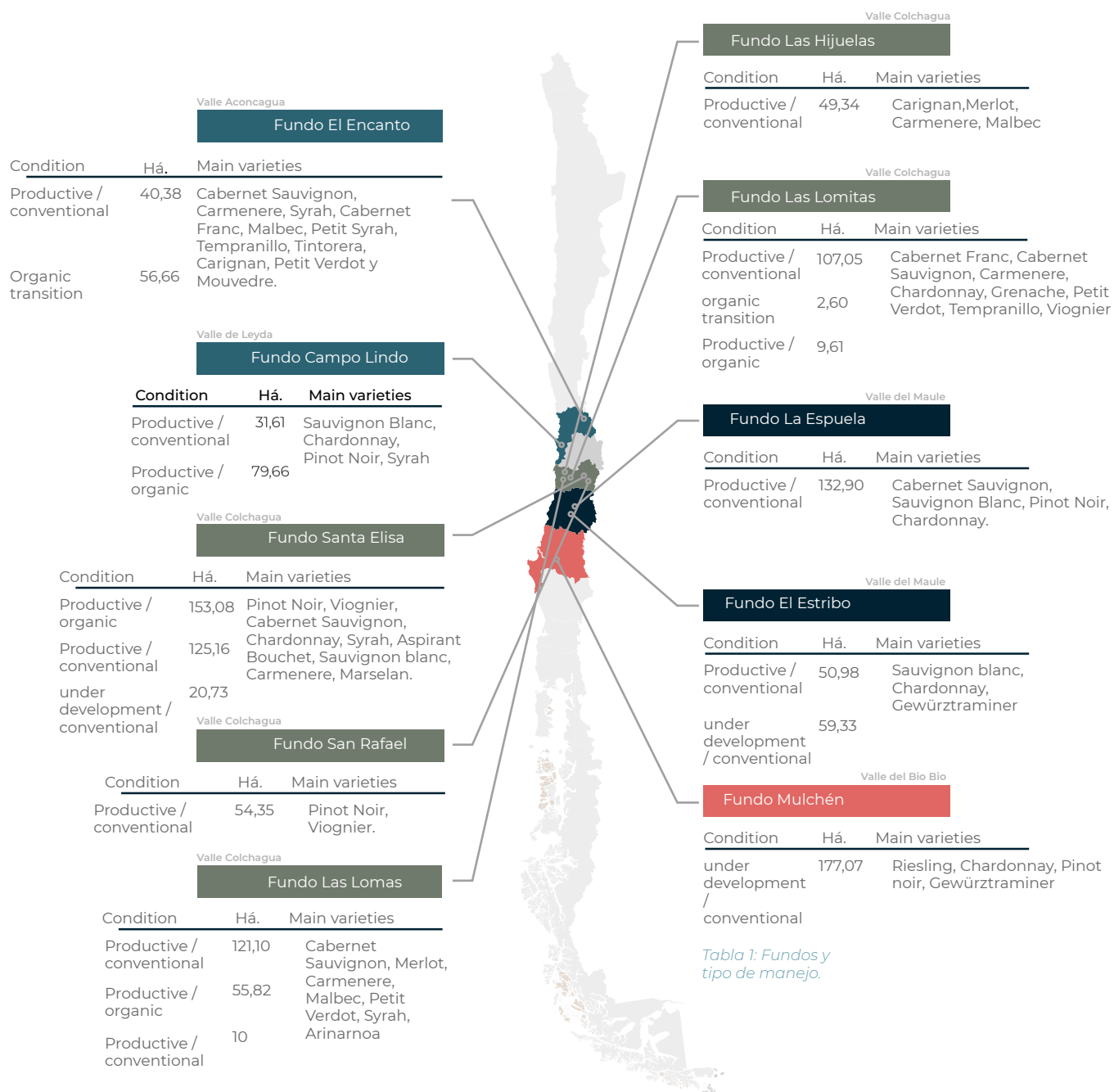


Tabla 1: Fundos y tipo de manejo.

1.6 Growth¹⁰

The winery increased its stainless steel capacity by 22,300 liters in 2020 but decreased its overall capacity by 16,750 liters over the period, mainly because of a reduction in barrels. Despite this, total capacity remains at 32.1 million liters.

That capacity is distributed as follows:

Winery capacity		2019	2020
Type of container		Number of containers	Total capacity in liters
Stainless steel		521	20.099.930
Total Stainless Steel		521	20.099.930
Cement (tanks)		8	14.400
Epoxy-lined cement (tanks)		50	9.875.620
Total Cement		58	9.890.020
Foudres and wooden vats		27	102.400
Barrels		8.682	2.020.125
Total Wood		8.709	2.122.525
Overall total		9.288	32.112.475

Table 2: Storage capacity by type of container.



The company is also planning to expand its current winemaking facilities, with construction scheduled to begin in 2021¹¹.

In the agricultural area, at El Encanto Estate (Aconcagua) 56.66 hectares begin their transition to organic management. Forty new hectares were also planted to Pinot Noir and Malbec in the El Estribo Estate (San Clemente). Lastly, the final 12 hectares in the Mulchén

project were planted out, for a total area of 177 hectares under cultivation on that estate.

“32.1-million-liter storage capacity”

10: 102-10
11: 203-1

1.7

Economic performance¹²

“Define our objectives and plan our activities to be an efficient and profitable company”



The company's economic results for the 2020 calendar year are presented below.

2020 Economic results

The 2020 economic results calculated by Cono Sur and validated by Concha y Toro¹³ are found below.

Direct Economic Value Generated	CLP 78.262.010.455
Sales revenues	CLP 78.262.010.455
Economic Value Distributed	CLP -59.122.874.020
Export costs	CLP -47.791.614.277
Administrative expenses and distribution costs	CLP -11.113.486.635
Non-export margin	CLP -217.773.108
Economic Value Retained	CLP 19.139.136.435

Table 3: Cono Sur direct economic value generated and distributed for the 2020 period¹⁴

	2018	2019	2020	Variación
Total 9-liter cases	4.927.107	5.371.368	5.804.320	8%

Table 4: Sales of 9-liter cases for different periods.

12: 102- 7 iii, iv and v.

23: 102-45, Consolidated Financial Statement of Concha y Toro S.A and Subsidiaries.

14: 201-1



In 2020, Cono Sur's key brands, Bicicleta and Organic, showed overall growth of 19% and 16%, respectively, thanks to the Invest brand strategy and the company's response to the growing demand in the off-trade channel, through their

distributors and distribution offices in major markets. Global campaigns that obtained the greatest reach and results were Cono Sur Organic's Natural Balance and Bicicleta's Follow Your Road.

The United Kingdom market was very dynamic, as were Europe and North America,

with volumes increasing by 19%, 3.5%, and 2.5% respectively. The United Kingdom, Norway, Ireland, Denmark, Switzerland, and the United States showed the highest growth.

It is also worth noting Cono Sur's excellent performance in the local market, where the volume sold grew by 37% over

the previous year¹⁵.

The company's management and results led to an increase in Retained Earnings over previous years (of CLP 10.4024 billion, 2020/2019).

¹⁵: Source: Memoria Anual Concha y Toro 2020

Cono Sur Equity

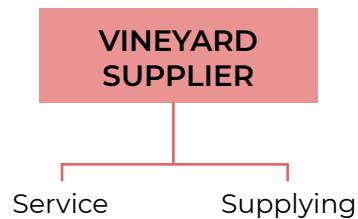
2018	2019	2020	Variación
\$48.629.386.000	\$55.217.737.000	\$65.620.102.540	18,8%

Table 5: Cono Sur equity for the reporting period, in thousands of CLP.

The impacts produced are directly related to the organization, from the funds to the final product.

1.8 Cono Sur Legal Compliance

Legal compliance is a fundamental pillar within Viña Cono Sur. This is constantly verified by the Risk Prevention department, the sustainability area and the HR area. The winery has the services of a legal advisor who keeps the legislation updated and annually verifies compliance with the main regulatory bodies.



“Legal compliance is evaluated through internal controls, evaluation of suppliers, through a web platform.”

“Legal compliance is evaluated through the documentation provided for the movement of grapes.”

Complying with all applicable laws is one of Cono Sur's main pillars. That compliance is continually verified by the company's Department of Risk Prevention, Sustainability Area, and Human Resources Area. The winery retains a legal advisor who keeps up to date with applicable legislation and annually verifies the winery's compliance with all regulatory provisions.

The winery's goods and services suppliers are considered separately from its grape suppliers. The legal compliance of the former is assessed through internal controls and supplier evaluations performed by different areas of the organization to validate that the supplier meets all requirements, mainly in the areas of occupational health and safety and labor. The parent company also has a web platform that monitors

legal compliance by reviewing supplier documents.

The legal compliance of our grape suppliers is verified in the documentation provided with grape shipments.

In 2020, the company received two fines totaling 152 Monthly Tax Units¹⁶ in relation to the operating plan for Lobesia botrana (cluster moth) control at the Santa Elisa Estate. The company also received a health sanction notification (sumario sanitario) for Covid-19 management protocols on the El Encanto Estate, which is still in process¹⁷.

No environmental violations were recorded in 2020¹⁸.

¹⁶: Equal to USD 10,905, as of December 31, 2020.

¹⁷: 419-1

¹⁸: 307-1

1.9 Supply chain¹⁹

AGRICULTURAL AREA



VINEYARD PRODUCTION

From pruning to the completion of the harvest, the agricultural team is responsible for the activities involved in producing high quality grapes

19 All suppliers providing inputs to different Estates

- Reuse of waste (stabilized grape skins) for organic vine growing.
- Responsible use of fertilizers and agrochemicals.
- Rational water and energy use

AGRICULTURAL WINEMAKING AREA



HARVEST

In late February, grapes begin arriving at the winery to be made into wine.

87 All short- and long-term grape producers supplying the winery during the 2019 season

9.917,4 ton
tons of Estate-grown grapes

12.886,3 ton
tons of third-party grapes

- Production estimates and ripeness monitoring of the grapes to obtain the raw material at the optimal time.
- Stable relationships with long term producers.

WINEMAKING AREA



VINIFICATION

Monitoring and control of fermentation of new wines until the winemaking team achieves the quality it requires.

97 N° of suppliers that supply the winery

- Vinification waste is recycled and sent to specialized companies for use as inputs in their processes, or is treated internally to obtain a stable product that is then used as a soil amendment.
- Rational water and energy use

PACKAGING



BOTTLING

Critical process performed by Concha y Toro with the highest food safety standards to obtain a high- quality final product.

Process performed by a single external company.
Packaging and bottling suppliers

- Certified, traceable supplies used
- IFS and BRC certified
- Eco-friendly supplies

MARKETING AND SALES AREA

Team specialized in advertising campaigns, label design, and online marketing in line with ethical advertising standards in each destination country. The Sales Area's team specializes in sales of Cono Sur products, client follow up, and distributor relations.

- Responsible consumption message
- Advertising ethics based on the Chilean code of advertising ethics

DISTRIBUTION AREA



Logistics centers that oversee the distribution of Cono Sur wine to different markets, until it reaches the final consumer.

Local and international shipping services

- Carbon Neutral Delivery
- Responsible consumption

TRANSVERSAL SUSTAINABILITY CONCERNS



Ongoing monitoring and measurement in the areas of occupational Health and Safety, Quality, Environment and Energy

Sustainability Code

Organic production

Vegan production

Carbon footprint

Corporate social responsibility in the production and packaging chain through For Life certification

Integrated policy and code of conduct



Recycling organic waste into stabilizers



Measurement and verification of greenhouse gases



Post-consumption messages for environmental care



Responsible consumption



CarbonNeutral® Delivery

1.10 Suppliers



The potential impacts of external service providers are monitored through supplier evaluations and audits.

The large number of suppliers and producers limits the winery's ability to verify all

these impacts. The length of the business relationship is also a limiting factor, as some suppliers are only used for one-time or sporadic purchases.

Continuity of medium- and long-term business relations and fair and timely payment



Cono Sur currently has many different suppliers of inputs, raw materials, and services and seeks to establish lasting relationships with them when possible. To obtain feedback on its suppliers, the winery has a performance evaluation program that address such matters as legal, social, and environmental compliance and is reviewed and updated each year. To the extent possible, and depending upon the geographic location of the specific Cono Sur estates and winemaking facilities, a large percentage of raw materials, inputs, and even services

are acquired from local sources. This does not apply to grapes purchased from specific valleys and inputs not available from local suppliers.

The largest concentration of goods and services suppliers are near the company's Santa Elisa Estate in Chimbarongo, where the grapes are processed and wine produced.

Twenty percent of our grape suppliers are on long term contracts and are verified under the Wine Sustainability Code of Chile. The evaluations focus

mainly on compliance with environmental and occupational health and safety standards, legal matters, and, above all, child labor laws²⁰. Furthermore, each verification process includes training in risk prevention and sustainability. Six percent of the grapes harvested for the 2020 harvest came from long term suppliers with organic certification.

20: 308-1

Cono Sur has also implemented a system to monitor compliance with environmental and occupational health and safety standards for grape suppliers that are not certified by the Wine Sustainability Code of Chile. This process is supported by the company's grape producer advisor, who is employed by Cono Sur to oversee its grape producers.

6%

of the grapes harvested for the 2020 harvest came from long term suppliers with organic certification.

“...The evaluations mainly contemplate compliance in the environmental, safety and health at work areas, as well as legal issues...”



Fair, timely payment


Concha y Toro's Acquisitions Area assists Cono Sur in acquiring raw materials, inputs, and grape production and wine-making materials. Large-volume supplies (agricultural and enological inputs) are put out to tender to different suppliers, who submit proposals that are reviewed, and the best option chosen. Third-party grape purchases are handled by agents, with prices agreed to according to the market, taking into account the quality of the grapes, valley of origin, type of contract, and other factors.

Cono Sur adheres to Concha y Toro's payment policy, under which suppliers must be paid within 30 days of delivery of the product or service. The 30 days are counted from the date the invoice is received and approved by the company.



1.11 Integrated management policy, social responsibility, Code of conduct, and Internal Company Regulations

Since its founding, Cono Sur has maintained an integrated management policy based upon the certifications and voluntary agreements the company has adopted, including commitments made in the following areas:

-  Quality
-  Environment
-  Energy
-  Carbon footprint
-  Social Responsibility
-  Occupational health and safety



This document is the cornerstone of Cono Sur's management process, enabling us to establish objectives and goals for the entire organization.

Every year, this document is shared with all those working at the winery, especially new staff, in training sessions and talks. The winery has also written a Corporate Social Responsibility Policy, a separate document that complements its current Integrated Management Policy and is reviewed yearly by Senior Management to ensure it

remains up to date.

The Cono Sur Code of Conduct takes into account current legal provisions and the voluntary agreements the organization has signed²¹, and sets out the behavior that is expected of each person working in or for Cono Sur. The Code is consistent with the Code of Conduct and Ethics of Concha y Toro S.A. and its subsidiaries.

Furthermore, each new hire joining Cono Sur receives a copy of the company's Internal

Regulations on Order, Hygiene and Safety, which summarizes the main norms that each employee must uphold to maintain a safe and healthy work environment. This regulation is updated as laws are amended and a new version published with the applicable changes. The company also has regulations exclusively for external hires working within the organization.

Formal²² complaint mechanisms are set out in the Internal Regulations and in the Cono Sur Code of Conduct. These channels have been set up to enable workers to register a complaint about any activity that interferes with a healthy workplace environment, as well as employees' requests to improve their working conditions. Complaints are directed

according to their content, and can be sent to the Human Resources Area and/or to the corresponding department managers. Upon receipt, an internal group is formed to investigate the complaint, collect more information, present it to the areas involved, and define actions to be taken. In 2020, a complaint was received from Las Lomas Estate, it was investigated, and the recommended actions were taken.







“The formal mechanisms of claim are found established in the Regulation internal as in the Code of conduct of the Southern Cone”

21: 412-2 (5 total hours of training for staff in the Agriculture and Winemaking areas. 88% trained)

22: 102-17

1.12 Evaluating risks, impacts and opportunities²³

Cono Sur is continuously monitoring its management system, which incorporates aspects related to:

-  Quality
-  Environment
-  Carbon footprint
-  Energy
-  Social Responsibility
-  Occupational health and safety.

Risk management at Cono Sur addresses both internal and external factors and is implemented according to the following:



Quality management system

Adheres to the ISO 9001 standard, 2015 version. It manages risks that can affect the organization's ability to deliver products that meet established quality standards.



Occupational health and safety system:

Covered under the requirements set out in ISO 45.001, 2018 version. The winery has a professional responsible for occupational health and safety risk prevention within the organization, ensuring the system is operational and updated, and monitoring variables that could affect performance.



Environmental management system

Adheres to the ISO 14001 standard. It controls environment-related risks that could significantly impact the environment and nearby communities .



Energy management system

Implemented as per ISO 50.001 standard, 2018 version. This system focuses on the organization's significant energy usages.

23: 102-11;102-15
24: 304-2





***“Viña Cono’s Sustainability Area
Sur has the responsibility to maintain
effective integrated management
system implemented”***

Evaluation of environmental, social, and economic risks and opportunities, and those related to management in general, occurs primarily during meetings of the sustainability committee, held every two months. The General Manager assesses and analyzes the situation and, where necessary, discusses it with the committee and makes a plan of action²⁵.

Cono Sur’s Sustainability Area is responsible for keeping these management systems up to date and operational, performing quality control activities and internal audits, and reviewing tasks in each

area. The results are reported regularly in bi-monthly meetings to senior management, and specific actions are taken where problems are detected. Any concerns received from interested parties within or outside of the company are also reviewed during these meetings. During the period covered in the report, no such issues or concerns have been raised by interested parties²⁶.

The emergence of the SARS-CoV-2 virus presented a significant risk to the health of Cono Sur employees, especially internal ones. The Human Resources Area, which

was monitoring the situation, put protocols and preventive measures in place to prevent the spread of the virus within Cono Sur’s workplaces. The results were very effective, and included a very low transmission rate, mainly from close family contacts.

25: 102-30; 102-31
26: 102-44



1.13 Sustainability Committee²⁷

The Sustainability Committee consists of a multidisciplinary team whose members come from different areas of the company. The committee is chaired by the General Manager ²⁸.

The Committee, including representatives from the company's different areas, meets every two months to review the status of the management system. An expanded meeting is held every four months that includes workers from the agriculture and winemaking areas. The agreements reached and tasks result-

ing from them are recorded in the meeting minutes, which are distributed to all participants. These agreements and tasks are also recorded as items in the "System Task Status," distributed weekly within the company. The General Manager²⁹ may communicate the results of the meeting to Concha y Toro Board,

presenting issues of economic, social, and environmental importance³⁰.

Each year, Cono Sur's different areas--principally agriculture, winemaking, sales, and marketing--present the results the company has obtained to company employees.

²⁷: 102-18; 102-22; 102-24; 102-26; 102-27

²⁸: 102-23

²⁹: 102-20

³⁰: 102-19; 102-29;

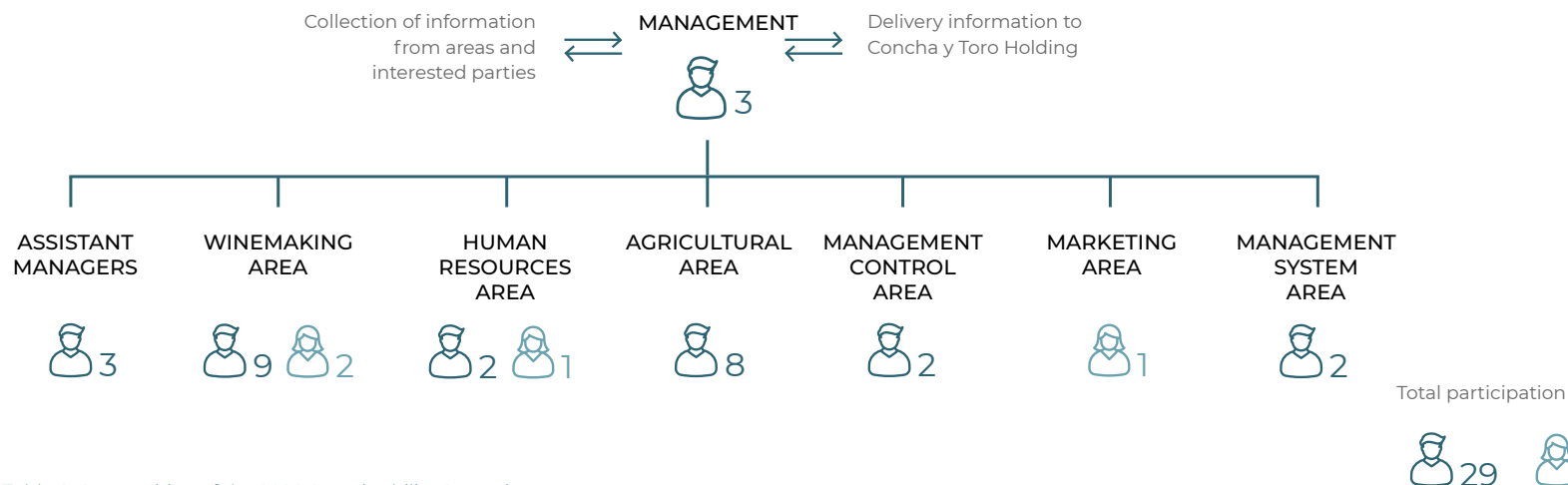


Table 6: Composition of the 2020 Sustainability Committee

1.14

Certifications and accreditations³¹



Same as in the previous report. All certifications that Cono Sur currently possesses are managed by the Management System and Sustainability

Area. This area is responsible for ensuring that the company adheres to the standards that the winery has voluntarily adopted.

Some certifications apply only to Cono Sur's main Estate and winemaking facilities, however, the requirements of the management system are the same at

all installations.

Today, the winery holds the following certifications:

Quality



ISO 9.001 Quality Management, TÜV Rheinland
Santa Elisa Estate and winery

Environment



Certified organic grape production, Kiwa-BCS.
Santa Elisa, Campo Lindo, Las Lomas Estates

Social Responsibility



ISO 45.001 Occupational Health and Safety, TÜV Rheinland³²
Santa Elisa Estate and winery



Certificación en Responsabilidad Social Empresarial For Life, Ecocert S.A.
Toda la organización



Certified organic vinification and marketing, Ecocert S.A.
Santa Elisa winery (winemaking)



Wines of Chile Code of Sustainability, Ecocert S.A.
Entire organization

Carbon footprint



Carbon Neutralization Certificate from CarbonNeutral® Delivery
Wine transportation



For Life Corporate Social Responsibility Certification, Ecocert S.A.
Entire organization

Energy



ISO 50.001 Energy Management, TÜV Rheinland
Santa Elisa Estate and winery



V-Label Vegan Product Certification

Organic wines only

Cono Sur's Sustainability Area is continuing its efforts to obtain B Corporation Certification and expects this process to be completed in 2021. More information will be provided in the next report.

In early 2020, Cono Sur's organic wines were certified as vegan products by V-label, and now bear that seal.

31: 102-12
32: 403-01



2 Report preparation

2.1 Scope

This report is intended to provide a summary of the company's 2020 results in areas related to sustainability.

All winegrowing Estates and offices owned and/or managed by Cono Sur and its agents in Chile were included in the analysis. All of the information collected is verified; however this document has not been

subjected to third-party verification³³.

If you require more information or wish to clarify anything contained in this document, please contact any member of our team or the company's Sustainability Area.

For questions related to this report, please contact³⁴:

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2.2 Report contents³⁵

The contents of this report adhere to the Global Reporting Initiative's 2016 voluntary standards and their applicable updates.

Information was collected through a review of documents and events that occurred in 2020. The company is analyzed from an internal perspective, using primary and secondary sources and in consultation

with stakeholders identified during the reporting period. All of the contents were gathered, selected, and grouped according to materiality issue as per the **Cono Sur Materiality Matrix**.

This report is published each year as part of senior management's commitment to managing sustainability at Cono Sur. Information on some aspects

is reported by calendar year (January–December), while information on others is presented by agricultural year (June–May)³⁶.

³³: 102-56

³⁴: 102-53

³⁵: 102-46

³⁶: 102-50; 102-52

**“... This report
is aligned with
the voluntary
requirements
provided by the
Global Reporting
Initiative
under the 2016
standards...”**

2.3

Evaluating Material Issues³⁷

For the 2020 period, the decision was made to consult with both internal and external stakeholders about the various material issues. The analysis consisted of:

1

Primary analysis:

Surveys given to stakeholders in all areas of the company on diverse environmental, social, and economic matters, as well as to external stakeholders such as government authorities, clients, the local community, and suppliers of goods and services. Internally, the survey was applied at all levels, from laborers to the General Manager.

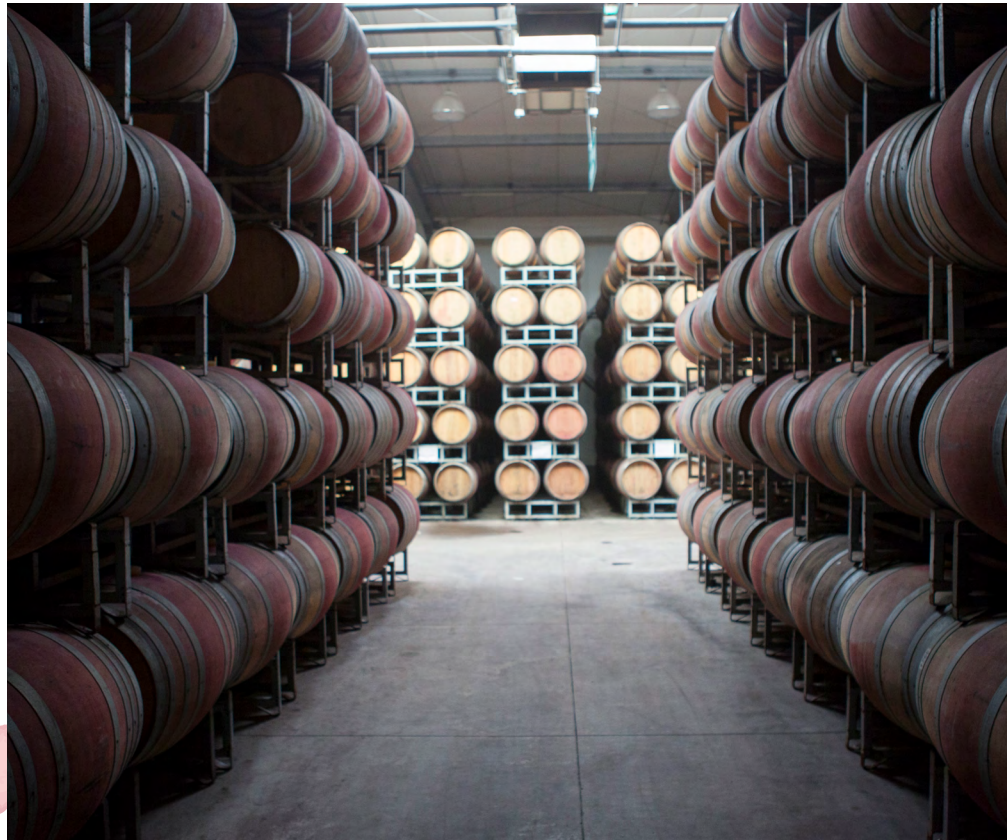
2

Based on the information collected in the areas mentioned, a **secondary analysis** was performed, consisting of:

A review of the voluntary standards Cono Sur adheres to, combined with information on best economic, social and environmental practices from the wine sector and agro-industry, as well as from our own suppliers and market actors, for the aim of defining material issues.

³⁷: 102-43; 102-44





2.4 Review and Validation

The information collected was organized, distributed, and subject to analysis by Cono Sur's Sustainability and Communication areas, and the issues that were ranked most important were identified. These material issues were then presented and validated by senior management and are reviewed each time the sustainability report is prepared³⁸.

For 2020, the same material issues published in the 2019 report were again evaluated by the winery and its stakeholders, with some changes in their rankings; new issues were also identified in the surveys³⁹.

³⁸: 102-32
³⁹: 102-48

2.5 Cono Sur Materiality Matrix⁴⁰

After reviewing and verifying the highest-ranked material issues, an updated materiality matrix was built for 2020 showing those issues, which are:

Most important to internal and external stakeholders

Social				Environment	Economic	Governance
 COMMUNICATIONS Social networks (LinkedIn Instagram, Facebook) Winery website www.conosur.com	 COMMUNITY Environmental impacts on the local community	 LABOR Work environment Education and Training	 SUPPLIERS Fair, timely payment Continuity of medium- and long-term business relations	 ENVIRONMENTAL MANAGEMENT Efficient use of resources (water, energy) Use of non-conventional renewable energies (e.g. solar panels) for Cono Sur processes Measurement, verification, and neutralization of Cono Sur's carbon footprint	 CLIENTS/ CONSUMERS Product quality Sustainable practices in grape and wine production	 LEGAL COMPLIANCE Certifications and accreditations Cono Sur's success

Table 7: Most important material issues for the 2020 period

The material issues presented are those deemed most important in each sphere by internal and external stakeholders. These issues provide the foundation for this report and for planning new actions. The survey identified both new issues and changes in the importance of others compared to the previous period⁴¹:



1 In the communications sphere, the process used was different for internal and external stakeholders.

2 In regard to community, the survey introduced additional issues for respondents to consider.

3 Clients/Consumers were asked about issues such as corporate social responsibility and sustainable products.

4 For suppliers, the survey issues were expanded considerably.

5 Lastly, stakeholders were asked about how the pandemic was managed within the company.

41: 102-49



3 Stakeholders and communication

3.1 Stakeholders⁴²



Cono Sur works continually and proactively to identify its stakeholders, agree on issues of mutual interest, and establish channels of communication that can respond to needs that emerge. This approach has enabled the company to establish stable, long term relationships that have been crucial for managing contingencies arising from its productive activities.



For Cono Sur employees, the main group of stakeholders identified, the aim of communication is to convey relevant

information for the performance of their duties and encourage their cooperation in meeting the standards governed by the Integrated Management Policy on matters related to occupational health and safety, quality, the environment, energy, and other topics.



In regard to the Community, another stakeholder group very important to the winery, the communication objective is to keep it informed about productive activity and work opportunities, partnerships, and support for local projects.



Through these efforts, the company's goal is to produce fine wines and high quality products while using resources soundly, safeguarding its employees, respecting the environment, and having a positive impact on the local community.

• Partners and shareholders	Concha y Toro
• Clients	Distributors Monopolies Final consumers
• Community	Municipality Neighbors of Cono Sur's Estates and winery Institutes, schools, and universities in the region
• Press and the media	Wine press Mass media Wine media Wine critics
• Employees	Winery staff Agricultural workers Office staff Managers and winemakers
• Suppliers	Agricultural inputs Winemaking supplies Administrative supplies Basic services Buildings Shipping Grape Wine Certifying agencies Energy companies Equipment suppliers and energy service providers Mutual societies Personal protective equipment suppliers
• Inspection agencies	Agriculture and Livestock Service Health Ministry Energy Ministry Environment Ministry Labor Inspectorate National Forestry Commission
• Unions and associations ⁴³	Asociación de vinos de Chile A.G. A.G. Orgánicos del centro sur Asociación de Canalistas de Chimbarongo Asociación de Canalistas de San Clemente Asociación de Canalistas de San Felipe Fundación Vegetarianos Hoy

Figure 2: Cono Sur stakeholders identified

43: 102-13; 102-40



3.2 Communication channels

Cono sur winery uses different channels of communication for different stakeholders. All stakeholder requests are received, classified, prioritized, and directed to the corresponding party, whether area managers or the General Manager. They may also be handled directly by the area involved or by the Sustainability Committee⁴⁴. The commitments made at the Committee's regular meetings are recorded in the corresponding minutes. Follow up is handed directly by the area involved and reported at regular meetings of the Sustainability Committee, as well as weekly by the Management System

and Sustainability Area through assigned tasks⁴⁵.

For each communication received, the responsible party and aim of the communication is defined, support is arranged for the area in charge, or, where necessary, the request is sent to more senior managers at Concha y Toro Holding.

The winery's different channels of communication are listed below:

44: 102-21; 102-42
45: 102-33

Canales de comunicación



Figure 3: Main channels of communication with stakeholders

3.3 Social networks



Many Facebook users are now abandoning the platform. While in 2020 the community grew by 1%, over that year there was a gradual drop (-6%) in both in reach and in interactions with information published on this platform.

+1%

Increase Facebook
community

-6%

Decrease in
reach and interactions



On Instagram in 2020, the number of Cono Sur followers increased by 19.8% and interactions remained relatively stable.

+19,8%

increase in followers
on Instagram



Migration away from Twitter already observed in 2018 became more evident in 2019, and by early 2020 there had been a decisive exit from the platform, which helped to determine the company's strategic decision for 2021 and 2022 to continue gradually abandoning organic content on Facebook and focus its efforts on the different content offerings on Instagram: Instagram Feed, Instagram Stories, and Instagram TV.



On the Cono Sur website we observed a 103% increase in the number of visits over 2019, and an 89% rise in unique visitors. The increased number of visitors can be attributed to two factors:

1

Investment in content development, to boost the news section of the website with more frequent and relevant news items, optimize the search algorithms, and generate more visits to organic varieties.

2

Some of the investment in online advertising in 2020 was aimed at bringing new visitors to the website, generating more visits to the product catalog and to the news items published online.

+103%

Visits to the website compared to 2019

+89%

Number of unique visitors

The 2019 website results also influenced the 2021 strategy of focusing efforts on generating content of value to users, and not only on raising awareness of wine labels and/or promoting products.

Based on our observations, the Cono Sur wine consumer community is more interested in content related to wine (food pairings, product characteristics and availability) than in information about our workforce and responsible consumption. Content related to sustainability is well received when accompanying our organic products.

A particular aspect enabled by social media is interaction with brand followers. Through brand ambassadors and events organized with their collaboration (tastings,

dinners, cooking classes), Cono Sur has been able to communicate directly with consumers in a friendly and detailed way about the winery's philosophy of sustainability, and the response is always enthusiastic. Our followers appreciate the winery's ecological efforts. The message is conveyed clearly and efficiently, and guests leave the event assured that Cono Sur is an environmentally and socially conscious winery.

These encounters will affect the 2021 strategy, which will include investment in audiovisual content of high ecological value that lays out in detail each of the winery's efforts towards sustainability, and why they are important.



4 Quality and information

4.1 Quality of final products



Impacts can occur at any point in the chain and involve producers of different inputs and raw materials, as well as internal or external processes, each of which can directly affect the satisfaction of our clients and final consumers.


Limitations in this area are related to the lack of control over the product once it is delivered to the

distributor (loss of quality over time).

Quality is a central pillar of Cono Sur, along with innovation and sustainability. It is emphasized in our Integrated Management Policy and is the cornerstone of our company's long-term viability.

“Continue and constantly improve our efforts to achieve complete customer satisfaction through highly qualified staff, suitable technology and facilities, and, of course, products made under rigorous quality controls.”

In 2020, Cono Sur once again received major international honors for the quality of its wines. Some of the most notable are listed below.

RANGE	VARIETY	HARVEST	AWARD 	AWARDED BY
Cono Sur Single Vineyard	Syrah	2018	97 points - Platinum	Decanter World Wine Awards
Cono Sur Silencio	Cabernet Sauvignon	2015	96 points & Featured in the ranking of Best Cabernet Sauvignons	Descorchados
Cono Sur Ocio	Pinot Noir	2016	95+ Points	Wine Advocate
Cono Sur 20 Barrels Limited Edition	Carmenere	2017	95 points & Best Carmenere ranking, Best of Peumo ranking, and Revelation wine	Descorchados
Cono Sur 20 Barrels Limited Edition	Chardonnay	2018	95 points, Best Chardonnay ranking, and Best of Casablanca ranking	Descorchados



Grape production

Cono Sur currently has 1,337.4 hectares under production in different winegrowing valleys of Chile, 347.8 of which are managed organically. Our goal is always to produce raw material that meets the enological standards required to produce quality wines at different price points.

For third-party grapes, the winery has established technical requirements that must be met to ensure Cono Sur receives a high-quality product at

the end of the season that can be used to produce its different lines of wines. The organization has a professional staff member responsible for providing technical assistance to each producer, visiting them regularly and setting out actions to follow to ensure the quality of the grapes.





Vinification and bottling

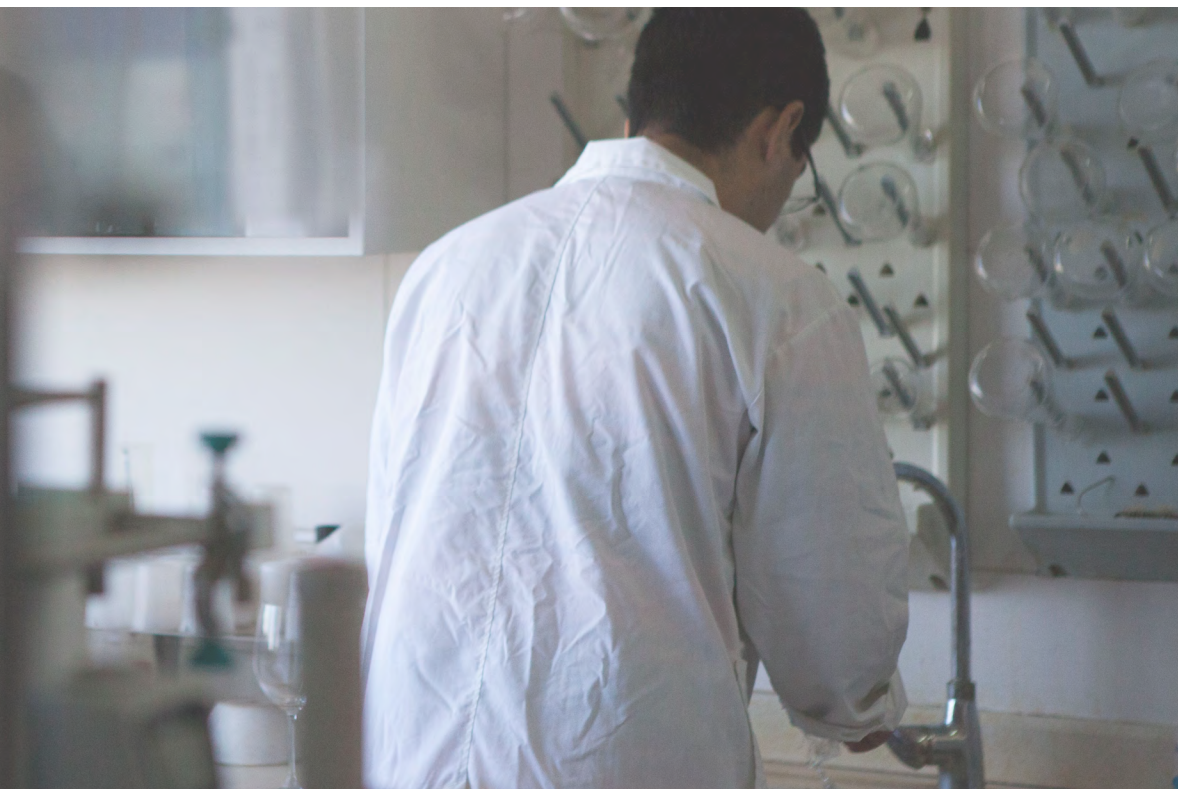
Vinification begins at the Cono Sur winery in mid-February each year, with all grapes purchased and grown in-house deposited in vats or wooden casks for maceration, fermentation, and aging. The Management System and Sustainability Area conducts regular audits and quality control inspections of all critical processes, from the

transportation of grapes to the winery to the shipment of finished wines for bottling. The latter is handled by Concha y Toro, which is certified to international food safety standards. All of the wine made in Cono Sur's winery is analyzed for pesticide residue in order to ensure and deliver a safe, high quality final product and guarantee

that the wine that reaches consumers poses no risk or danger to health or safety.

All grapes, the must, and the wines produced by Cono Sur are handled under a traceability system that records their history, from the vineyard block where they grew to the bottle.

“All the wine is subjected to pesticide residue analysis, in order to ensure a quality final product, guaranteeing that the wine that is delivered to consumers does not entail any risk or danger to their safety and health.”





4.2 Client satisfaction

Every two years, Cono Sur's Sales Area evaluates its clients' (distributors') perception of the quality of wine they have received. The 2020 client satisfaction survey obtained the following results:

According to the 37 participants providing feedback about quality, 70% of the wines scored between 6 and 7 points out of a possible 7. The highest-rated lines of wine were Bicicleta, 20 Barrels, Single Vineyard, and Ocio.

The results were reviewed by different managers so they could note the positive qualities as well as those that could be improved.

70%

of the wines were
rated with values
between 6 and 7

4.3 Labels and labeling requirements for the final product⁴⁶



For the local market, information contained on our labels must adhere to current Chilean legislation⁴⁷, and is defined by the Concha y Toro legal department before each label is designed.

In international markets, labeling requirements vary by destination country. Product labels for items sold in Europe must include information about responsible alcohol consumption, and in specific cases such as England, recommended dose and warnings for pregnant women are also required. For Latin America, our wine labels include warnings along with legal information from the importer, depending on each country's regulations. In other countries, where legally required, our labels include information on responsible consumption, recommended dosage, and/or warnings.

As a way of promoting responsible waste management, the labels also include icons showing how the bottle can be recycled.

Sulfur dioxide is added to wine to extend its longevity, but because it is an allergen, all back labels note that the product contains sulfites.

In fulfillment of our commitment in the previous report, Cono Sur's organic wines are now vegan-certified, and the V-Label logo appears on those bottles.

As for languages, labels may include translations required by the destination market at the client's request.

No fines were issued in 2020 for incorrect information on labels⁴⁸.

⁴⁶: 417-1

⁴⁷: Law 18.455 Supreme Decree 464

⁴⁸: 417-2

4.4 Safeguarding information

All client information is secured in an internal network with restricted access held by our parent company. The network is managed by an auxiliary service offered by Concha y Toro and the information in it is considered classified as confi-

dential. No situations involving the loss or leaking of client information occurred during the reporting period⁴⁹.



4.5 Marketing Responsible

The advertising designed by Cono Sur is created by a highly skilled, responsible team trained in sustainability matters. The aim is to provide detailed information without undermining the competition and while adhering to all applicable legal provisions. All Cono Sur advertising complies with the standards of the Chilean Code of Advertising Ethics, pu-

blished by CONAR, the Chilean Council of Self-Regulation and Ethics in Advertising. During the reporting period, no violations in marketing communications have been reported⁵⁰.

⁴⁹: 418-1

⁵⁰: 417-3

4.6 Responsible wine consumption

Training sessions on responsible consumption education through our Wine Tourism area. This information will be shared at the beginning of wine tasting sessions, accompanied by advice on moderate wine consumption that will be incorporated into the design of the boxes containing the wine glasses used for tastings.

Responsible consumption messages have also been disseminated through Cono Sur's digital channels, both on social networks and on the company webpage www.conosur.com, where visitors can obtain additional information by clicking on the button, "Enjoy wine, drink responsibly."

The product design team is working on including responsible consumption information on all cases of the Bicicleta line for 2021. Another measure to be implemented in 2021 is





5 Environment

Impacts have global repercussions, as their causes are directly linked to climate change, and the winery must take action on them.

Depending on the material issue, however, measures can be limited by budgetary constraints and technical feasibility. The introduction of new technologies and improvements in management have yielded tangible benefits at Cono Sur in terms of more efficient resource use and waste reduction.



“Prevent contamination of our surroundings every day through environmental programs with clear objectives and goals that ensure the continuous improvement of our production systems. The goals are focused on minimizing waste generated, maximizing waste reused, increasing the efficiency of pesticide use by optimizing pest and disease monitoring, using water and energy efficiently, reducing greenhouse gas emissions, and improving the processes and quality of both raw materials and the wines.”



5.1 Energy

Energy consumption

Cono Sur's entire energy consumption for the 2019-2020 period was 23.8 million MJ, 15.8% lower than in the preceding year (see the table below).

Energy	Unit	Amount	Energy, MJ
Diesel	Liters	177,894	6,421,973
Gasoline	Liters	5,336	172,353
LPG	Kg	99,324	4,698,025
Electricity	kWh	3,477,093	12,517,533

Table 9: Overall energy consumption for the 2019-2020 season, by source.

51: Agricultural year, from June 1 to May 31 the following year.

52: Equal to 6,614 MWh.

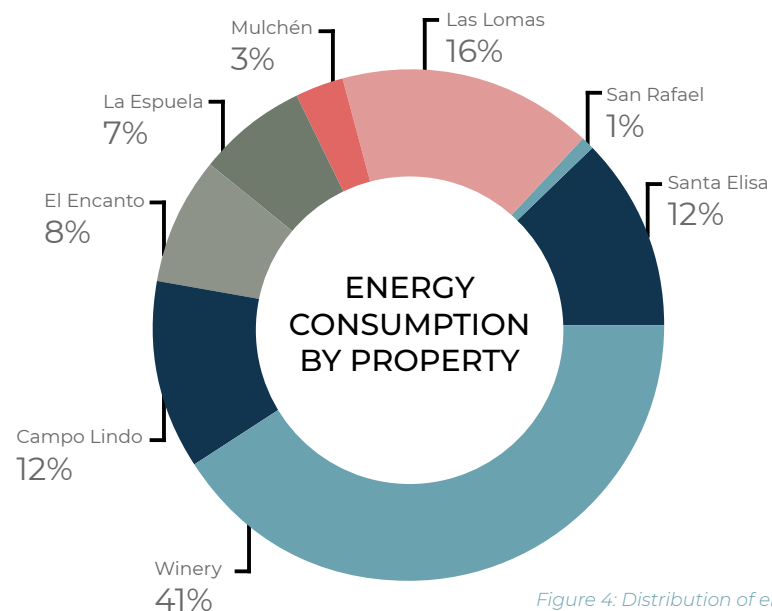


Figure 4: Distribution of energy consumption, by property.

The Santa Elisa Estate and winery, in the city of Chimbarongo, accounts for 53% of all energy consumed by the company, and therefore the energy management system has been focused exclusively on that property.





Energy consumption at the Santa Elisa Estate and winery over the last season was the same as the base year (2013-2014), and 0.5% lower than the previous year.

Energy consumption at Santa Elisa

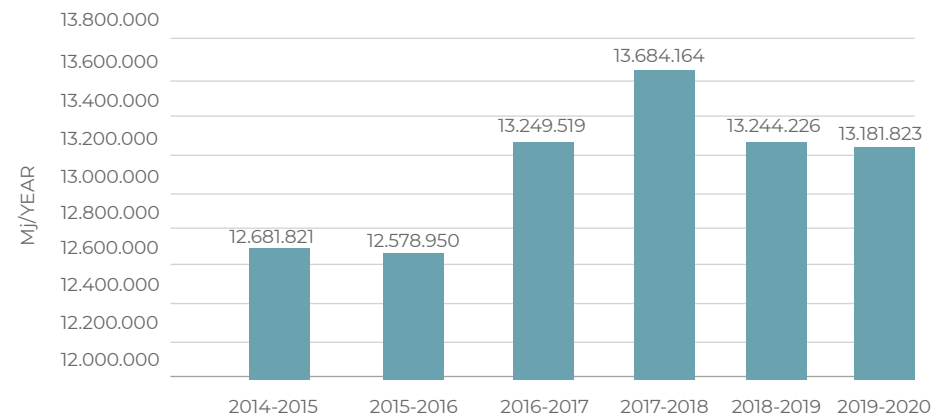


Figure 5: Overall energy consumption in recent years at the Santa Elisa Estate and winery.



Energy efficiency

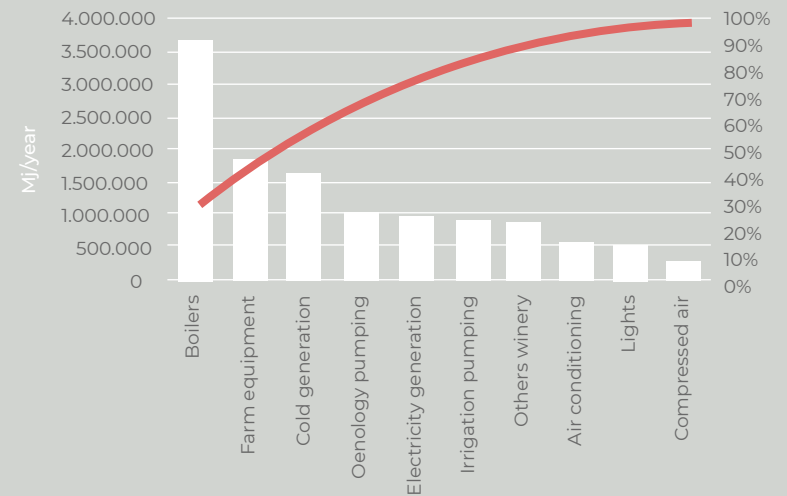
Rational use of resources has been a concern at Cono Sur since the company was founded. In 2014, the energy management system was certified under the ISO 50001:2011 standard, and in 2020 it was updated to the 2018 version. The system covers the Santa Elisa Estate and winery, which accounts for the company's greatest energy consumption.

The company is also working on energy efficiency at its other estates, even though they are not covered under the system. At Campo Lindo and El Encanto, changes in water extraction and pumping have led to major savings in electricity consumption without decreasing the amount of water for irrigation.



Energy intensity⁵³

The most energy-consuming processes at the Santa Elisa Estate and winery are shown below. LPG used for boilers, electricity used for chilling equipment, and diesel use for agricultural equipment together account for close to 60% of the total energy consumption at this property.



53: 302-3

Figure 6: Most energy-consuming processes

During the 2019-2020 agricultural year, the Santa Elisa Estate produced 2,790,115 kg of grapes, 31% less than in the previous season. Energy consumption reached 2,949,038 MJ, yielding a general indicator of 1.057 MJ/kg grapes, 47.8% higher than in the previous period.

General agricultural Indicator

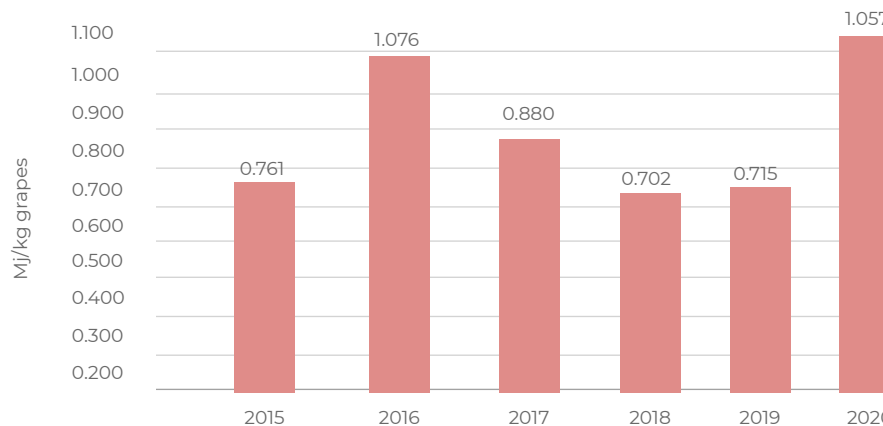


Figure 9: Energy intensity in the Agricultural Area, by agricultural year

During the 2020 harvest, which accounts for close to 2/3 of annual energy consumption, the winery processed 22,803,620 kg of grapes, or 0.431 MJ/kg grapes, 18.4% higher than the previous year's performance.

General energy indicator, Winery

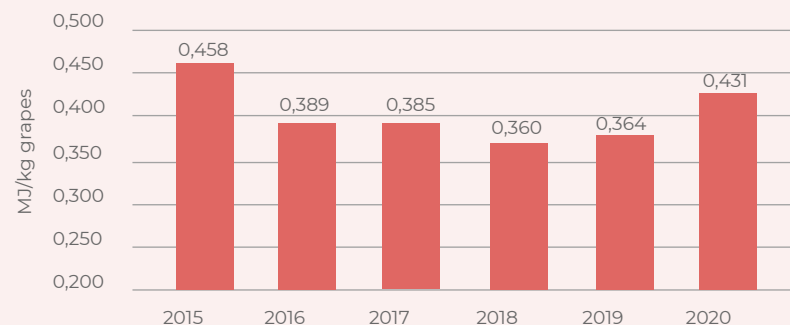


Figure 8: Overall energy intensity of vinification, recent agricultural years

In 2019, variable frequency drives were installed on 5 irrigation pumps at the Santa Elisa Estate, with the following results in the 2019-2020 season. The performance indicator improved by 11.9% compared to the previous season and was 38.3% better than the base year (2013-2014).

Year	Energy kWh	Water m ³	KPI m ³ /kWh
2013-2014	299.100	1.241.290	4,15
2014-2015	268.000	1.216.330	4,54
2015-2016	231.600	1.089.050	4,70
2016-2017	269.000	1.289.100	4,79
2017-2018	241.100	1.226.970	5,09
2018-2019	254.800	1.307.100	5,13

Table 10: Santa Elisa irrigation system performance in recent years

“38.3% efficiency improvement in the Santa Elisa irrigation system”



At the Campo Lindo Estate, 7 variable frequency drives were installed to optimize water pumped from deep wells. Changes were also made to the irrigation system to save electricity used to pump water to the holding ponds. The results of these measures are expected to be observable in the 2020-2021 agricultural year.

Improvements in the quality of lighting at the winery's facilities continued in 2020, with less efficient lighting replaced by LEDs in the agricultural shop and cellars.



Non-Conventional Renewable Energies

Five photovoltaic plants have been installed at Cono Sur Estates. One has been in operation since 2018, while the other four came online in late 2020. By 2021, all five are expected to be working at full capacity.

In 2020, the company assessed the feasibility of installing a solar plant on the roof of the winery, with promising results. We expect to sign the contract and build the installation in 2021.



Energy consumption external to the company

External energy consumption corresponds to the bottling service provided by Concha y Toro. Electricity use associated with this process dropped by 1.1% over the previous period.

	Unit	2018-2019	2019-2020	Variación
Bottled	MJ	7.634.372	7.547.328	-1,1%

Table 11: Energy consumption for bottling in recent years⁵⁴

54: 302-2; Information obtained from company records, Carbon Neutral, and CEMARS. Conversion to MJ's at: <http://www.convertworld.com/es/energia/>

5.2 Carbon Footprint

The company's greenhouse gas inventory was verified by the Société Générale de Surveillance (SGS) certification agency using Carboneutral's Carbon Footprint Assessment⁵⁵. The report is based on the agricultural year (June to May) and the last verification was for the 2019 – 2020 period. The tables below present

emissions over the last two years, with a breakdown of each gas from the most recently verified period⁵⁶:

⁵⁵: Carried out according to GHG Protocol.

⁵⁶: 305-1; 305-2; 305-3.

⁵⁷: 305-1; 305-2; 305-3

Scope	2018-2019 tonCO ₂ e	2019-2020 tonCO ₂ e	Variation
Scope 1	1.846	1.989,1	7,75%
Scope 2	1.646	1.025,3	-37,71%
Scope 3	38.614	42.741,0	10,68%
TOTAL	42.106	45.755	8,66%

Table 12: Comparison of GHG emissions over the past two years⁵⁷

Greenhouse gas	Formula	Emissions tCO ₂ e/year
Carbon dioxide	CO ₂	14.898
Methane	CH ₄	21,1
Nitrous oxide	N ₂ O	795
Hydrofluorocarbon-134a	HFC-134a	272
Hydrofluorocarbon-407c	HFC-407c	20,9
Chlorodifluoromethane	R22	61,9
Carbon dioxide emissions	CO ₂ e	29.686
TOTAL		45.755

Table 13: Greenhouse Gas (GHGs) emissions for the 2019-2020 year.



A rise in Scope 1 emissions was observed, linked to the increased use of nitrogen fertilizer, increased LPG consumption for frost control in the vineyards, and fugitive HGC-134A emissions. Scope 2 emissions dropped because more clean energy was available from the solar panels and electricity from other renewable sources.

Scope 3 emissions presented an increase that is directly related to major growth in sales, which translates into more wine purchased and weight shipped.

Once the GHG inventory was verified and certified, Cono Sur proceeded to offset the emissions generated by the shipment of Cono Sur and Isla

Negra products by obtaining CarbonNeutral® Delivery certification. These offsets were obtained through the purchase of carbon credits from the Ximeng Wind Power Project in China.

“...Viña Cono Sur proceeded to offset the emissions generated by the transportation of products through the CarbonNeutral® Delivery certification”

Intensity of emissions⁵⁸

The global indicator corresponds to tons of CO₂ released for each ton of wine bottled and sold per year. For the 2019-2020 season, this indicator dropped again, to 0.88 tons CO₂/ ton of wine ⁵⁹.

	2017-2018	2018-2019	2019-2020
Wine exported, tons	45.027	46.815	52.008
Tons CO ₂	45.598	42.106	45.755
Tons CO ₂ /tons of wine	1,01	0,90	0,88

Table 14: Intensity of emissions over the past three years

58: 305-4, Results obtained from CarbonNeutral®'s verification and validation process for certifying carbon footprints.

59: 305-4



5.3

Waste generated

Waste generated in 2020 is shown below:

WASTE	2019	2020	VARIATION	UNIT	USE
Household-type waste	18,48	15,28	-17,3%	Ton	Removal, final disposal, authorized sanitary landfill
Pomace and stems	3.761	2.953	-21,5%	Ton	Valorization, Reuse
Lees and earth	309,6	390	26%	Ton	Valorization, Preparation for reuse
Plastics	2,84	0	-	Ton	Valorization, Recycling, Plastics
Glass	1,4	2,0	42,9%	Ton	Valorization, Recycling, Glass
Empty pesticide containers	387,8	375	-3,3%	kg	Removal, final disposal, authorized sanitary landfill
Scrap metal	7375	0	-	kg	Valorization, Reuse

Table 15: Comparison of waste generated at Cono Sur⁶⁰.

99.5% of the waste Cono Sur generates is recyclable or reusable. Only household-like waste is not sent to be recycled or reused.

disposal company, which transports and disposes of it at an authorized facility operated by Hidronor⁶¹.

The table below shows the volume of hazardous waste generated over the past two years. This waste is removed twice each year by STU, a waste

60: 306-2
61: 306-4

	2019	2020	Variation	Kg HW/ha
Total hazardous waste in kg	3.466,2	3.847	11%	2,88

Table 16: Hazardous waste managed

Liquid industrial waste⁶²

The treatment process for liquid industrial waste (LIW) is handled externally by Biodiversa, owned by ESSBIO. The table below shows LIW generated over the 2018 – 2020 period.

	2018-2019	2019 - 2020	Variation
LIW, m ³	32.550	31.990	-1,7%

Table 17: LIW discharged by Cono Sur, in cubic meters



5.4 Water usages and consumption

The reigning climatic conditions and geographic location of Cono Sur's vineyards determine the water requirements of the vines. Water needs decline from north to south, with the El Encanto Estate in San Felipe having the highest requirements per hectare, while the Mulchén Estate has the lowest. In some cases, such as the Campo Lindo Estate, located in the San Antonio Valley in Leyda, the volume of irrigation water available is not sufficient to meet the demand, as it has been decreasing over time.

The professional team in Cono Sur's Agricultural Area is responsible for analyzing and evaluating water needs in the vineyards and defining irrigation frequency and duration, so the optimal amount of water can be applied at precisely the right time. Because of this, 100% of the company's vineyards are drip-irrigated, as it makes more efficient use of this resource.

All water extractions are registered with the DGA (General Water Directorate) and described below in Table X . Water may be extracted from rivers and creeks, depending on the situation in each Estate; it may be stored temporarily in holding ponds or reservoirs to facilitate technical irrigation.

The greatest increases in irrigation water consumption were observed at the Campo Lindo, El Estribo, and Mulchén Estates. At Campo Lindo, the amount increased because more water was available, thanks to system improvements; at the other two Estates, water usage rose because new vineyards were planted.

63: 303-1; 303-2

Extraction category	Category Water	Estate	Water extraction	N° of extractions	2018 - 2019 M³	2018 - 2019 Megaliters	2019 - 2020 M³	2019 - 2020 Megaliters	Variation
NHS*	Other water	Santa Elisa	Groundwater and surface water	1 channel	1.307.100	1.307,1	1.482.420	1.482,4	13,4%
NHS	Other water	San Rafael	Surface water	1 channel	217.628	217,6	163.440	163,4	-24,9%
NHS	Freshwater	El Encanto	Groundwater	4 wells	939.452	939,5	600.760	600,8	-36%
NHS	Freshwater	Las Lomas	Groundwater	2 wells	1.401.680	1.401,6	1.041.630	1.041,6	-25,7%
HS**	Other water	La Espuela	Surface water	1 channel and 1 well	482.385	482,4	500.590	500,6	3,7%
NHS	Other water	El Estribo	Surface water	1 channel	130.450	130,5	245.736	245,7	88,4%
HS	Freshwater	Campo Lindo	Groundwater	6 wells	195.727	195,7	277.100	277,1	41,6%
NHS	Freshwater	Mulchén	Surface water	1 channel	101.682,0	101,7	397.785	397,8	91,2%

Table 18: Comparison of water consumption in the Agricultural Area over two years

* NHS: Area with no hydric stress

** HS: Area with hydric stress



The table below shows the volume of water used in the vinification process over the past two seasons:

Extraction category	Category Water	Estate	Water extraction	N° of extractions	2018-2019 M³	2018-2019 Megaliters	2019-2020 M³	2019-2020 Megaliters	Variation
NHS	Freshwater	Winery	Well	1 well	29.754	29,8	30.629	30,6	2,9%

Table 19: Comparison of water consumption in the winery in recent years.

The indicator for water used in vinification, which provides a measure of water used per quantity of grapes vinified in a given year, has remained stable over recent years, averaging 0.6 liter of water/liter of wine.

L WATER / KG GRAPES VINIFIED

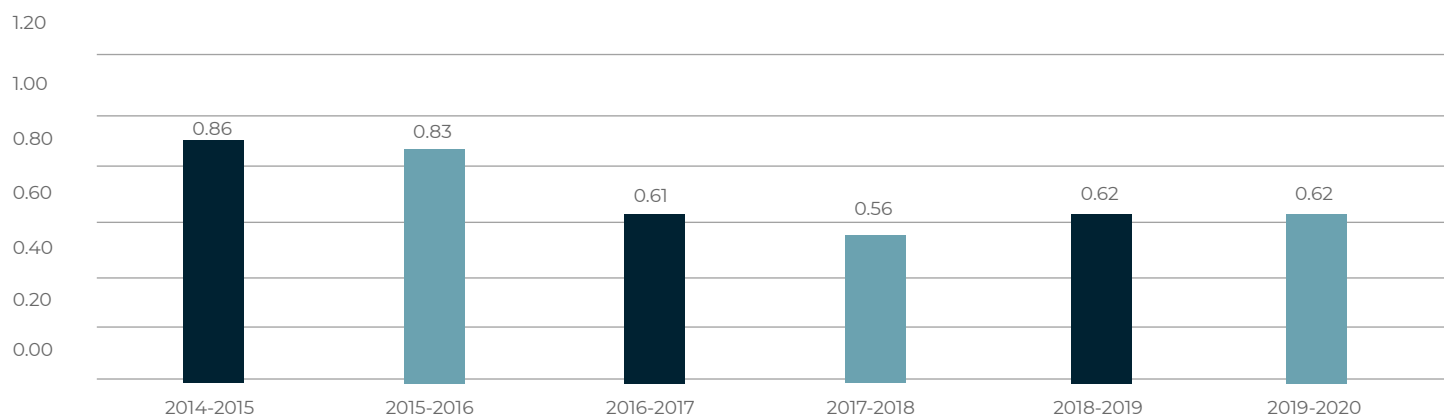


Figure 9: Indicator for water use in the winery

5.5 Materials⁶⁴

The quantity of agrochemicals used can vary significantly from year to year, and depends mainly on the climatic conditions and on vineyard management and production decisions. These factors help define the

vineyards' needs for fertilizers, phytosanitary products for controlling pests and diseases, and herbicides.

For the 2019-2020 agricultural year, the use of synthetic

amendments to enhance soil fertility in conventional vineyards increased in different Estates. The use of phytosanitary products also increased in both conventional and organic vineyards, as rain fell just before

harvest time, affecting most of Cono Sur's Estates in south-central Chile.

64: 301-1

PRODUCTS	UNIT	2018-2019	2019-2020	VARIATION
Conventional fertilizers	KG	245.260,3	157.645,2	-36%
Conventional fertilizers	L	38.015,0	178.137,7	369%
Organic fertilizers	KG	7.448.183,9	2.026.177,8	-73%
Organic fertilizers	L	3.981,0	5.268,6	32%
Conventional phytosanitary products	KG	129.987,9	116.496,4	-10%
Conventional phytosanitary products	L	3.384,2	64.709,1	1812%
Organic phytosanitary products	KG	78.322,8	51.755,2	-34%
Organic phytosanitary products	L	2.976,1	17.701,4	495%
Herbicides	KG	1.765,2	257,0	-85%
Herbicides	L	2.923,6	6.491,1	122%
Guano	M3	0,0	6.100,0	0%

Table 20: Comparison of agrochemicals used in the past two years

Indicators for products applied during the 2019-2020 agricultural year are shown in the table below, excluding the area managed organically. The use of solid products decreased, and that of liquids increased.

	2018-2019		2019-2020	
	Kg/ha	Liters/ha	Kg/ha	Liters/ha
Conventional fertilizers	247,9	38,4	160,9	181,8
Conventional phytosanitary products	131,4	3,4	118,9	66,0
Herbicides	1,8	3,0	0,3	6,6

Table 21: Comparison of agrochemical consumption indicators over two years

In the Winemaking Area, there was a sharp rise in the acquisition of inputs leading up to the 2020 harvest. That increase mainly included enzymes for maceration, additives, clarifiers, and filtration products (filter earths and bentonite), which were purchased to ensure they would be on hand in case of

shortages caused by the Covid-19 pandemic. These products were not purchased only for immediate use, but also to have on hand for the following harvest.

MATERIALS	2019	2020	VARIATION
Additives (kg)	47.580	31.644	-33%
Enzymes (kg)	907	1.179	30%
Filtration products (kg)	31.965	65.410	105%
Gases (kg)	17.052	21.777	28%
Washing products (kg)	31.075	36.000	16%
Sanitizer (L)	1.100	762	-31%
Preservatives (kg)	4.545	9.745	114%
Yeasts (kg)	307	304	-1%
Nutrients (kg)	13.608	13.387	-2%
Clarifiers (kg)	22.256	34.211	54%
Oak (kg)	-	5.900	N/A
Oak (M2)	-	500	N/A
Total (kg)	169.294	219.557	30%
Total (L)	1.100	762	-31%

Table 22: Comparison of materials purchased for the vinification process, recent years



The materials used in the packaging process over recent years are shown below. An overall drop was observed in the quantity of materials used, mainly owing to an increase in bulk wine shipments.

75% of labels and corks used for Cono Sur wines are certified as coming from renewable sources. 37% of the glass used is recycled, and 43% of that amount is post-consumer glass (from wine consumption), while 57% corresponds to post-industrial glass (production waste)⁶⁵.

65: Information from Cristalería Chile's 2016 Reporte de Sustentabilidad.

66: Greenhouse Gas Protocol (Dual Reporting) Report for Cono Sur 2018-2019 and 2019-2020.

Materials, Tons	2018-2019	2019-2020	Variation
Glass bottles	13,779	13,206	-4,2%
Foil capsules, wirehoods (aluminum), screw caps	112	109,8	-2%
PVC capsules	2,00	1,93	-3,5%
Tin capsules	1,02	0,91	-10,8%
Labels	231	220	-4,8%
Cardboard	1.142	1.201	5,2%
Corks	36,5	32,3	-11,5%
Bag in box (BIB)	13,7	20,2	47,4%
Tetrapaks	6,2	1,9	-69,4%
Wooden cases	3,9	5,36	37,4%
Total	15.327	14.779	-3,4%

*: Materials from renewable sources.

Table 23: Materials used in the bottling process, 2018-2020⁶⁶





Occupational health and safety

6.1 Occupational health and safety balance sheet⁶⁷

The main goal is to continue protecting the lives and health of each of our associates within Cono Sur's facilities. All Cono Sur employees are expected to be careful at all times, both when performing their duties in the workplace and in their daily lives.

Since the company implemented the OHSAS 18.001 standard, and especially now that it has certified under ISO 45.001 on Occupational Health and Safety Management Systems, it has made an ongoing effort to identify hazards and evaluate risks in all of Cono Sur's productive areas. This process has involved everyone from senior management to vineyard administrators and their teams, and aims to ensure a safe and healthy workplace for all.

The ISO 45.001 certification covers the main Cono Sur Estate and winemaking facilities at Santa Elisa, where 39%⁶⁸ of our entire workforce is based, including external contractors. Although the Health and Safety Management System is limited to that location, health and safety are managed throughout the organization.

In 2020, the company's occupational compensation contribution rate dropped from 0.68% to 0.34%. This rate will remain in force for a 2-year period, from January 2020 to December 2021; a total rate of 1.27% will be paid. The reduction was achieved by lowering the rate of lost time accidents throughout the company.

67: For more information, see Annex I.

68: 133 workers (on average) at the Santa Elisa main Estate



The company's effective management of and adaptability to health concerns is notable, especially in light of the Covid-19 pandemic in 2020, which had a great impact on everyone at Cono Sur and beyond. As the pandemic emerged, the company took measures to prevent outbreaks within and outside of its facilities.

Some measures worth noting are:



Engineering measures

- Setting up workplaces to enable **physical distancing**
- Purchasing of equipment, tools, and supplies to **sanitize common areas**



Administrative measures

- **High risk individuals** sent home
- **Shift work and work groups** established for critical positions
- **Staggered lunch breaks** in the cafeteria
- **Telecommuting** for administrative staff
- Hiring of a **health care worker** (paramedic) and sanitization staff
- **Granting leave to workers** with possible Covid-19 infections
- **Rapid antigen and PCR testing** made available to workers



Personal protective equipment

- **Masks** distributed
- **Sanitizing gel** distributed
- **Face shields** distributed
- Other measures



The following activities, among others, are part of Cono Sur's ongoing occupational health and safety efforts:

1

Talks, training sessions, emergency drills, workshops by company staff and with the Chilean Safety Association, which is the entity responsible for administering Law 16.744 (ACHS ⁶⁹).

2

Meetings with workplace health and safety committees

3

Meetings of the integrated management system members

4

Meetings of health crisis working groups (Covid-19)

5

Inspections of working conditions and -behavioral observations

69: Asociación Chilena de Seguridad

6.2 Accidents and lost work days

Undesirable events in 2020 occurred in only 2 regions (regions V and VI), and at a total of 3 company properties:

REGION V

Campo Lindo Estate:
accident with 11 days lost

REGION VI

Winery:
5 accidents with 133 days lost
Las Lomas Estate:
2 accidents with 32 days lost

176
Lost days
generated by
accidents in 2020

The accidents occurring in 2020 caused a total of 176 days lost. These events challenge the organization to work harder on risk prevention to protect each and every person working at Cono Sur. With this goal in mind, the identification of hazards and assessment of risks to health and safety in the workplace focuses on taking the necessary and proper preventive measures, in the following hierarchical order:

- 1 Elimination
- 2 Substitution
- 3 Engineering controls
- 4 Signage, protection, administrative controls
- 5 Use of personal protective equipment

OCCUPATIONAL HEALTH AND SAFETY STATISTICS

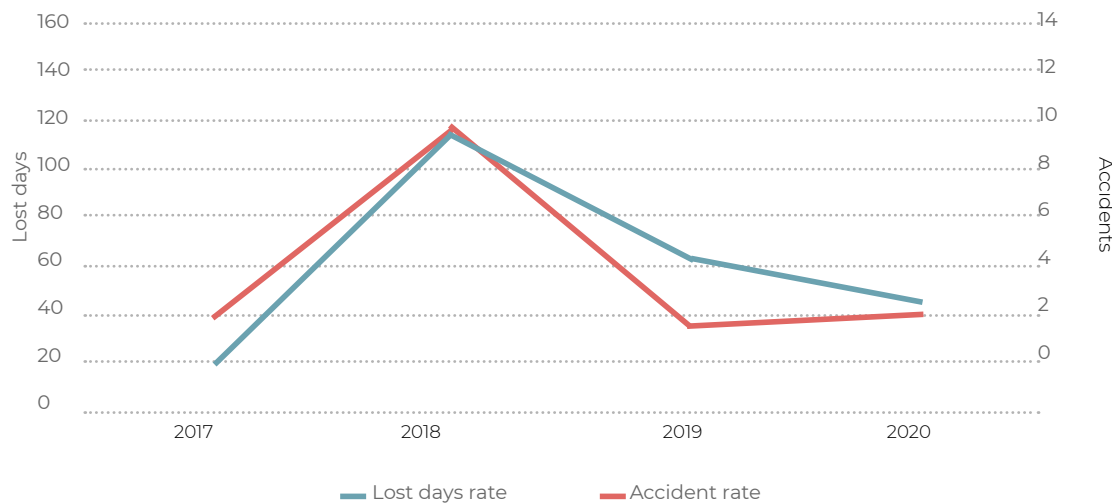


Figure 10: Occupational health and safety indicators, 2017-2020.

6.3

Workplace health and safety committees⁷⁰

In all Cono Sur workplaces with more than 25 workers, from the winery to our winegrowing Estates, the company has a Workplace Health and Safety Committee, as legally required under Supreme Decree 54. Members of this committee include representatives of both management and labor, who collaborate on health and safety issues. They meet monthly in ordinary meetings and as needed to consider relevant issues.

Cono Sur currently has the following Occupational Health and Safety Committees:

- Las Lomas, Las Lomitas and Las Hijuelas estates (Peralillo)
- - Santa Elisa Estate and winery (Chimbarongo)
- - La Espuela and El Estribo estates (San Clemente)

It should be noted that each committee has different commissions, including the following:



ACCIDENT INVESTIGATION COMMISSION

This group must meet each time there is an accident to collect information about the party or parties involved, interview witnesses, establish the causes of the accident, and determine corrective measures.



TRAINING AND OUTREACH COMMISSION

The members of this commission help to identify the kinds of training and education that are needed based on risks identified. This group is also responsible for publicizing the committee's risk prevention activities.



INSPECTION COMMISSION

This group inspects processes and associated workstations, observing how workers behave as they perform their duties.

⁷⁰: 403-1; 403-4









	LA ESPUELA		SANTA ELISA		LAS LOMAS		
							
	5	4	1	6	1	7	
	1	2	5	0	5	0	
Total: 12		Total: 12		Total: 13		Overall total: 37	

Table 24: Composition of Cono Sur's occupational health and safety committees



6.4 COVID 19

Given the critical nature of its processes, Cono Sur did not cease its operations during the pandemic, despite the health crisis in the country. To safeguard the safety and protection of its team, a series of measures were implemented to guarantee a safe workplace environment, in spite of the uncertainty and fear generated by the situation. These measures can be summarized as follows:

DISTRIBUTION OF PPE AND SUPPLIES

- Weekly distribution of hand sanitizer to each worker
- Distribution of washable and disposable masks
- Installation of foot baths at facility entrances
- Distribution of gloves
- Distribution of face shields
- Distribution of safety kits among those using public transit
- Purchase of backpack disinfecting sprayers
- Distribution of merchandise boxes among workers in production areas

INFRASTRUCTURE

- Installation of plexiglass barriers in fixed and mobile cafeterias
- Installation of hand sanitizer dispensers and sprays around all facilities
- Installation of handwashing stations at critical points.
- Shutdown of shared kitchens and distancing of work stations at the head office (Santiago)
- Installation of signage and graphics at all facilities
- Installation of ozone-based room disinfection system in the Chimbarongo employee cafeteria

PROCESSES AND PROCEDURES

- Corporate Covid Protocol defined
- Covid prevention and control plan for each facility prepared
- Hygiene, temperature taking, handwashing, and other protocols defined
- Daily Covid announcement in work vans and workplaces
- Separation of workers by work area
- Entry procedure for each facility defined (health passport and temperature taking)
- Corporate criteria established for critical workers, critical illnesses, and others
- Vacation protocol established
- New worker orientation procedures changed
- Worker start times and lunch times staggered to prevent crowding
- Telecommuting introduced
- Covid leave introduced (for persons testing positive and for critical workers)
- Training changed to e-learning mode
- Meetings and presentations held online
- Paramedics hired for critical periods (harvest and pruning)
- Disinfection of common areas and shared transportation with Aquanolyte sanitizer, and disinfection by an external contractor when positive cases detected
- PCR testing conducted jointly with municipal health authorities
- Covid working groups formed in each department
- Talks by experts
- Suspension of corporate events



Working conditions, workplace environment

7.1

Freedom of association and collective agreements⁷¹

In fulfillment of the constitutional guarantee of freedom of association, and with Cono Sur's ongoing recognition of collective bargaining instances begun 3 years ago, the company engaged in successful contract negotiations with the two bargaining units currently in place--in the Winemaking and Agricultural areas. Together, the two groups represent 75% of Cono Sur staff. Both contracts were signed in August 2021 and have a duration of three years.

During the reporting period, no complaints were presented for violations of our workers' right to freedom of association. No violations have been identified among our external suppliers either.

71: 102-41; 407-1

“75% of Cono Sur workers represented by collective bargaining units”



7.2 Training and Education⁷²



Performance evaluations, part of our corporate commitment, were the highest-ranking issue in the category. Every permanent staff member undergoes this evaluation each year. In 2020, 76% of Cono Sur's entire workforce had a performance evaluation. This process helps identify training needs for different positions at the company⁷³.

72: 404-2 a)

73: 404-3

74: 404-1

Type of employees			Hours used - Women	Hours used - Men
Operators and laborers	6	70	101	1.181
Technicians, professionals, and administrative staff	28	52	999	1.616
Managers and assistant managers	0	15	0	117
Total	24	137	1.100	2.914
Allowance for courses used	\$3.474.000	\$10.663.920		
	\$0	\$0		
Travel allowance used	\$3.474.000	\$10.663.920		
	\$0	\$0		
Total Allowances Used	\$3.474.000	\$ 10.663.920		
Total Allowances Pending	\$32.106.819			
Company contribution	\$25.000.000			

Table 25: Description of training taken in 2020⁷⁴.



Training hours dropped by 44% over the previous year, primarily because of the pandemic, as no in-person sessions could be held. Whenever possible, courses were held online. We hope to resume our regular training program soon, and will report on this in the next report.

	2019	2020	Variation
Total hours of training	7.171	4.014	-44%
Hours of training per worker	32,0	23,5	-27%

Table 26: Summary of training hours delivered, 2019 and 2020.



The above information refers only to training delivered by external training centers. In order to strengthen our commitment to the environment, to quality, and above all to workplace safety, the company organizes internal training for different work areas, with special attention to the most critical processes and periods. These activities are held before the work begins. For the 2019-2020 period, 303 training sessions were programmed and 92%

were actually held.

The impacts of training within the company are reflected in the level of technical knowledge staff at all levels of the organization have about processes, workplace safety and efficiency, and other matters.

7.3 Scholarships

To enable Cono Sur workers who have consistently performed well and demonstrated a desire to improve, to continue building their technical skills, scholarships are offered each year. In 2020, 3 individuals benefited from the company's Scholarship Program, one in the Winemaking Area, and the

other two in the Agricultural Area. All of them received full scholarships to earn a technical diploma.

7.4

Benefits for Cono Sur employees

All permanent staff at Cono Sur, women and men, receive employee benefits (including allowances and bonuses). In 2020, the amount of those benefits increased by 10% over the previous reporting period, broken down as follows⁷⁵:

75: 401-2















	2019	2020	Variation	Description		2019	2020	Variation	Description
 BONUSES (NATIONAL HOLIDAY AND CHRISTMAS)	\$ 52.983.980	\$ 52.634.572	-1%	Bonus given to each worker on each occasion (once per year for each).	 VACATION BONUS	\$ 25.867.302	\$ 27.566.154	7%	All employees who take vacation time of at least ten business days receive this bonus once per year.
 TRANSPORTATION	\$ 43.382.932	\$ 44.196.256	2%	Daily transportation allowance paid in cash to each worker for their transportation, according to days worked.	 ANNUAL BONUS	\$ 151.856.716	\$ 218.319.577	44%	Money given by the company to each employee with a permanent contract as of December of the applicable year, based on company profits
 MEALS	\$ 46.056.259	\$ 72.676.449	58%	Daily allowance paid to each worker for meals, according to days worked. This only applies to workplaces where meals are not provided by an external contractor.	 GUILISASTI BONUS	\$ 32.869.500	\$ 35.988.000	9%	Money given to each permanent employee calculated on the basis of company profits from the preceding fiscal year Requirement: Contract current in December of each year
 EDUCATION BENEFIT FOR CHILDREN OF EMPLOYEES	\$ 60.586.562	\$ 10.103.374	-83%	Benefit provided by the company to employees for each child attending school (from daycare to university), or for their own studies. Proof of enrollment required (once per year).	 SENIORITY BONUS	\$ 5.984.153	\$ 4.212.205	-30%	Employees who celebrate 10, 15, 20, 25, 30, and 35 years with the company receive a bonus
 CHILDBIRTH BENEFIT	\$ 766.597	\$ 971.910	27%	Money the company gives to each worker when a child is born, upon presentation of a birth certificate (once per year, per birth).	 HARVEST BONUS	\$ 74.544.234	\$ 79.761.169	7%	Money given to employees in the Winemaking and Agricultural areas for participating in the harvest
 DAYCARE SUBSIDY	\$ 1.912.436	\$ 3.433.634	80%	Money the company gives to workers for daycare expenses for their children.	 OPERATOR EXCELLENCE BONUS	\$ 24.334.478	\$ 24.448.442	0%	Money given to each Cono Sur winery staff member for performing the work and adhering to the standards set by senior management
 MARRIAGE BENEFIT	\$ 259.860	\$ 267.330	3%	Money given to each worker who gets married, upon presentation of a certificate of marriage or civil union.	 DEATH BENEFIT	\$ 0	\$ 121.680	n/a	Money given to help with costs when a family member dies

Table 27: Employee benefits granted in the past two years

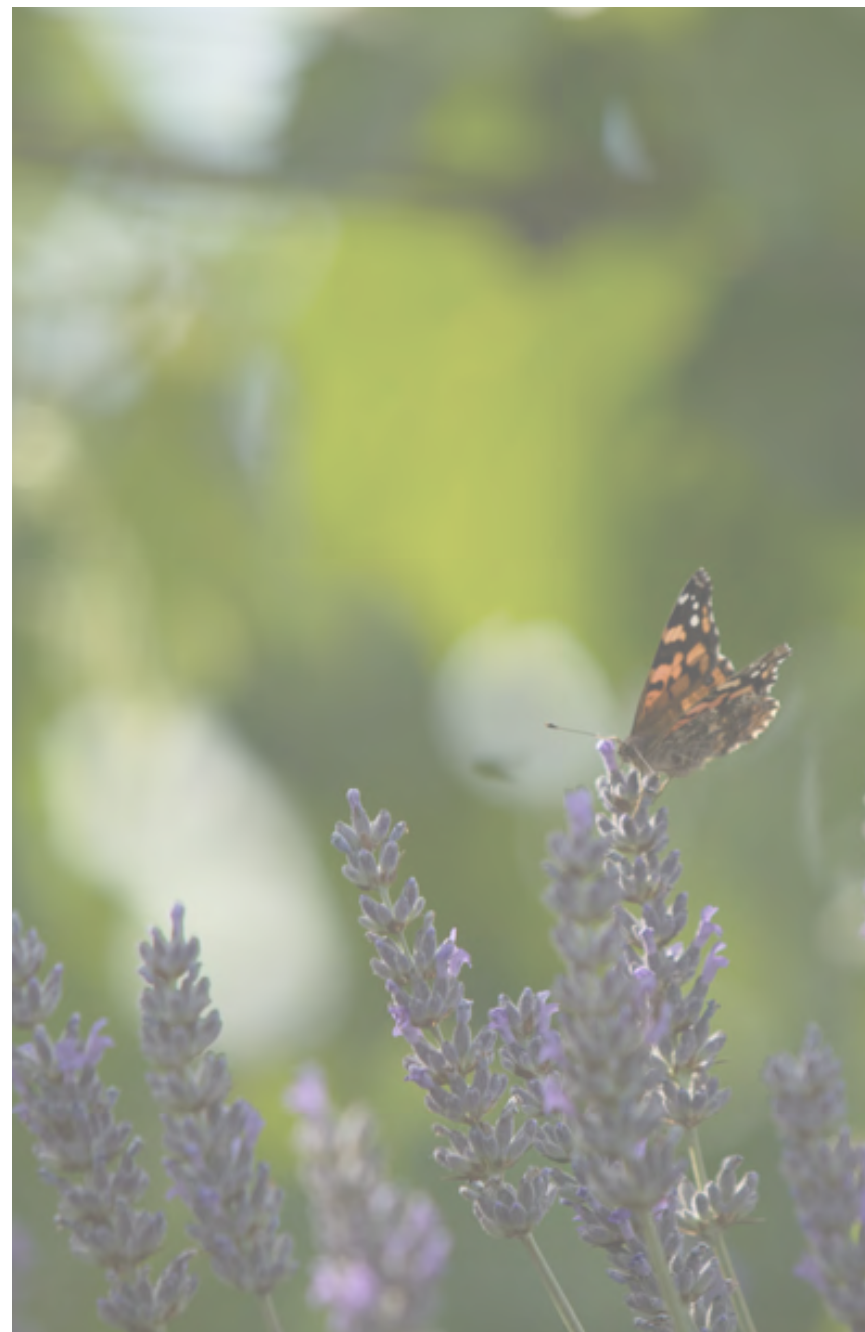
7.5 Ethical salary

Cono Sur has introduced an ethical salary--a minimum monthly amount-- for its permanent employees, in the amount of CLP \$500,000, which includes all benefits received. This is far above the legal minimum wage in Chile, and it is adjusted as per the cost-of-living index twice a year. In 2020, the minimum salary for seasonal agricultural workers was adjusted to CLP \$337,000.

There is no gender differentiation in salaries paid at Cono Sur; men and women who perform the same job are paid the same salary.

Paychecks are handled by the human resources area, which


works directly with Concha y Toro to verify that employees are paid in the correct manner. This department also verifies that all pension contributions are up to date and provides information to raise employee awareness of the pension plan. Salaries are also verified with the Concha y Toro Human Resources Department to ensure they correspond to the position held.



7.6

Cono Sur employees and turnover rate⁷⁶

The table below shows a summary of employees under contract with the company, by gender and status:



	2019				2020					
	Permanent	Seasonal			Permanent woman	Permanent man	Seasonal woman	Seasonal man	Total	Total
El Encanto Region V	14	5	6	13	4	8	2	3	6	11
Campo Lindo Region V	14	4	4	14	3	11	0	2	3	13
Head Office, Santiago, Metropolitan Region	35	23	14	44	8	25	3	24	11	49
Las Lomas Region VI	62	4	10	56	9	50	1	4	10	54
Santa Elisa Region VI	39	26	8	57	4	36	4	19	8	55
Winery Chimbarongo Region VI	23	0	11	12	9	14	0	0	9	14
La Espuela Region VII	11	29	14	26	3	8	7	16	10	24
Mulchen Region VIII	7	40	10	37	3	8	4	18	7	26
Expats	10	0	3	7	2	7	0	0	2	7
Total	201	126	74	253	45	167	21	86	66	253

Table 28: Comparison of Cono Sur workforce, 2019 and 2020

76: 401-1

Foreign employees

Foreign employees at
Cono Sur



3



3

Table 29: Foreign employees

Overall, staff turnover was lower than in 2019, mainly because employees remained with the company during the pandemic.







Cono Sur employee turnover rate			
			
Campo Lindo, San Antonio, Region V	Voluntary turnover	0	0
	Involuntary turnover	0	0
El Encanto, San Felipe, Region VI	Voluntary turnover	0	0
	Involuntary turnover	0	15,4
La Espuela, San Clemente, Region VII	Voluntary turnover	0	0
	Involuntary turnover	0	0
Las Lomas, Peralillo, Region VI	Voluntary turnover	0	4,5
	Involuntary turnover	0	4,5
San Rafael, Chimbarongo, Region VI	Voluntary turnover	0	0
	Involuntary turnover	0	0
Santa Elisa, Chimbarongo, Region VI	Voluntary turnover	3,2	0
	Involuntary turnover	2,8	7,6
Chimbarongo winery, Region VI	Voluntary turnover	4,8	0
	Involuntary turnover	2,1	6,4
Head Office, Santiago, Metropolitan Region	Voluntary turnover	9,8	10,5
	Involuntary turnover	4,8	6,5
Muchén, Bio Bio Region	Voluntary turnover	0	0
	Involuntary turnover	0	0
Expats	Voluntary turnover	0	0
	Involuntary turnover	0	0
Total turnover		1,375	2,92

Table 30: Turnover rate in the previous period

7.7 Employee age⁷⁷

The graph below shows the ages of Cono Sur employees by age bracket, including the Sustainability Committee. The age bracket that increased most in 2020 for men was 26 to 35, which grew by 4.4%. Among women, in contrast, the greatest increase (12.7%) occurred in the 56 years and older bracket.

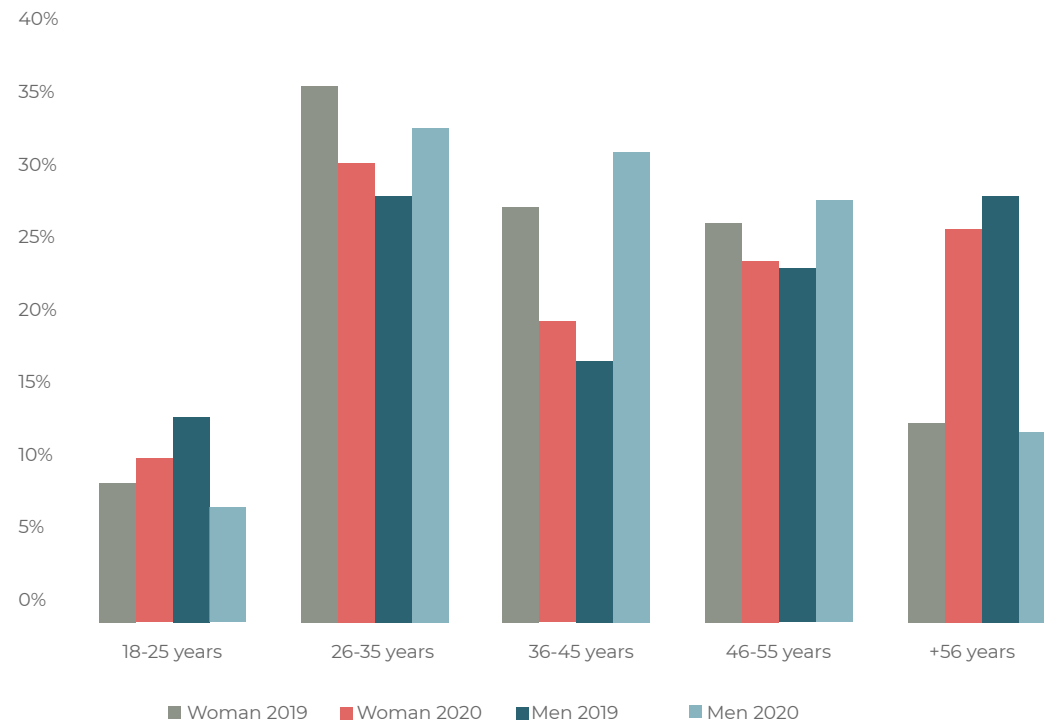


Figure 11: Comparison of employee age brackets, 2019 and 2020

7.8 Workplace environment

The workplace environment is very important to Cono Sur, and this is reflected in the company's Code of Conduct: "Cono Sur believes that a healthy work-

place environment allows all members of the team to best express their knowledge and skills and improve their performance accordingly."

One of the tools Cono Sur uses to evaluate workplace environment is a survey that measures commitment⁷⁸, conducted every two years. This activity has

been planned for 2021 and will be included in the next report.

⁷⁷: 405-1

⁷⁸: 102-43



8 Community

8.1 Community

Local community engagement depends upon the location of each Estate. Cono Sur wine-growing estates closest to their local communities are:

Santa Elisa, centrally located in the town of Chimbarongo

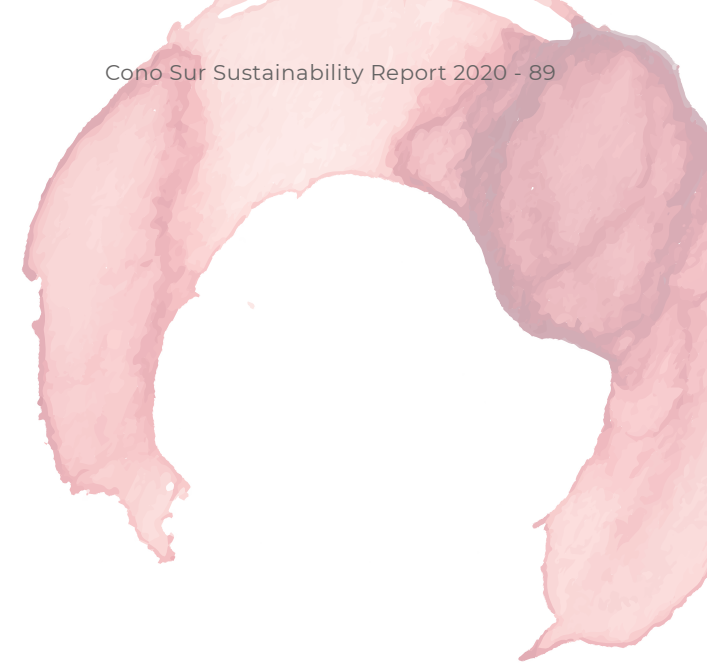
Las Lomas, Lomitas and Hijuelas, located in the north of Peralillo.

La Espuela and El Estribo, north of San Clemente.

Requests from local communities are considered by the Human Resources, Communications, and Sustainability areas at Cono Sur, which follow any actions arising to their completion.

Most potential impacts on local communities occur at the Santa Elisa Estate, where the company has both vineyards and its winery. The property is in the town of Chimbarongo, so there is more interaction with local residents. All other Cono Sur Estates are far from heavily populated areas.

The principal challenge is that community members residing around the company's main estate are not familiar with the channels of communication Cono Sur has set up for external stakeholders.



8.2 Environmental and social impacts on local communities⁷⁹



The analyses of the management and sustainability system focused on identifying aspects that could cause social and/or environmental impacts on local communities, with due consideration for applicable legal requirements. After these aspects were identified, plans of action were formulated to minimize unwanted impacts.

At the Santa Elisa winegrowing Estate and winery, in downtown

Chimbarongo, ambient noise studies have been conducted and used to prepare plans of action to notify the community when frost-control activities are going to occur.

The company's winery also has an Environmental Operating Permit (RCA) that lists each legal requirement Cono Sur must meet in the winemaking process. Some of these requirements address aspects that

must be managed to prevent significant impacts on nearby communities.

For its winegrowing estates situated closest to communities, the company is continuing its plans of action to comply with the laws on pesticide use, which stipulate that the company must notify both the local community and the health authorities in a timely manner whenever pesticides are used on its

estates.

The El Encanto, San Rafael, Mulchén, and Campo Lindo estates have no nearby communities, however they still send the corresponding notifications to the health authorities.

⁷⁹: 413-1; 413-2



Some of Cono Sur's actions in support of local communities include:

1 Donation of hand sanitizer, food boxes, and personal care items as a form of support during the Covid-19 pandemic

2 Covid-19 prevention talks given to workers' families

3 Donation of mask-making material to each head of household

4 Tele-rehabilitation: Continuing Cono Sur's partnership with Fundación Teletón and the community of Chimbarongo, this initiative gives local residents access to the Tele-rehabilitation Program. In 2020, 2 individuals were hired under this agreement.

5 Inclusiveness in the workplace: For the 2020 harvest, Cono Sur hired 3 disabled individuals under a partnership with the Community Rehabilitation Center (CCR) of Chimbarongo.

6 The winery also donated CLP 2.5 million (USD 3,300) to the Chimbarongo Soccer Club.

In 2020, Cono Sur received no complaints or grievances from communities near its facilities.





Anexx

Annex 1: Health Results Tables and occupational safety

[illegible][illegible]

GLOBAL INDEX REPORTING INITIATIVE USED IN THE SUSTAINABILITY REPORT OF CONO SUR

In the following table you can find the reference pages according to the implemented contents of the Global Reporting Initiative. This report contains the basic content of the guide for preparing the GRI report. It is necessary to take into account that this report has Essential characteristics, so if you require additional information, please download the extended version of the Cono Sur sustainability report version 2020, available on the website:

<http://www.conosur.com>.



ORGANIZATION PROFILE			PAGE	OMISSION	GOVERNANCE		PAGE	OMISSION
102-1	Name of the organization	10	None of these contents can be omitted	102-18	Government structure	31	Content cannot be omitted	
102-2	Most important brands, products and services	15		102-19	Authority delegation	31		
102-3	Organization's headquarters	17		102-20	Executive level responsibility for economic, environmental and social issues	31		
102-4	Countries in which the organization operates	17		102-21	Consulting with interest groups on economic, environmental and social issues	42		
102-5	Nature of the property regime and its legal form	10		102-22	Composition of the highest governing body and its committees	31		
102-6	Distribution markets	14		102-23	President of the highest governing body	31		
102-7	Organization's dimensions	17, 20		102-24	Nomination and selection of highest governing body	31		
102-8	Employee and contract worker information	23		102-25	Conflicts of interest	42		
102-9	Organization's supply chain description	23		102-26	Function of the highest governing body in selecting objectives, values and standards	31		
102-10	Significant changes during the object analysis period in size, structure, shareholder property or supply chain	19		102-27	Collective knowledge of the highest governing body	31		
102-11	Indicate how the organization will take precaution, if applicable	29		102-29	Identification and management of economic, environmental and social impacts	31		
102-12	Principles or other external initiatives in the form of economic, environmental and/or social that the organization has adopted	32		102-30	Effectiveness of risk management processes	30, 31		
102-13	Associations and national and international promotional organizations the organization works with	41		102-31	Reviewing economic, environmental and social issues	31	Undocumented information	
STRATEGY			102-32	Function of the highest governing body in creating sustainability reports	36			
102-14	Declaration from the main person responsible for the organization's efforts relevant to sustainability and the strategy of implementation	5	102-33	Comunicación de preocupaciones críticas	42	Without information		
102-15	Main impacts, risks and opportunities	29	102-34	Process of determining salary	31			
ETHICS AND INTEGRITY								
102-16	Describe the values, principles, standards and norms of the organization	8, 28						
102-17	Consulting mechanisms and ethics awareness	28						

		INTEREST GROUP PARTICIPATION	PAGE	OMISSION	ANTICORRUPTION	PAGE	OMISSION
GRI 102: GENERAL CONTENTS 2020	102-40	List of interest groups	41	None of these contents can be omitted.	205-1	Operations evaluated for risks related to corruption	Information not available. Has not been done with permanent personnel, but will be done in 2021.
	102-41	Collective negotiation agreements	79		205-3	Confirmed cases of corruption and measures taken	
	102-42	Identification and selection of interest groups	25, 40, 42				
	102-43	Focus of interest group participation	35, 87				
	102-44	Key issues and concerns mentioned	30, 35				
	REPORT PRACTICES				MATERIALS		The bottling process is done through Concha y Toro.
	102-45	Entities included in consolidated financial states	20	301-1	Materials used for weight or volume	67	
	102-46	Defining the report and coverage of issues	34	301-3	Reused products and packaging materials		
	102-47	List of material issues	37	ENERGY			
	102-48	Expressing information	36	302-1	Energy consumption within the organization	55	
102-49	Changes in report creation	38	302-2	Energy consumption outside of the organization	60		
102-50	Report object period	34	302-3	Energetic intensity	57		
102-51	Date of last report	5	WATER				
102-52	Report creation cycle	34	303-1	Water extraction	65		
102-53	Point of contact for questions about the report	34	303-2	Water use	65		
102-54	Declaration of creating the report in accordance with GRI standards	5	BIODIVERSITY				
102-55	GRI Index	95	304-2	Significant impacts from activities, product and services related to biodiversity	29		
102-56	External verification	34	EMISSIONS				
MANAGEMENT FOCUS				305-1	Direct emissions of GEI (scale 1)	61	
103-1	Explaining material issues and its coverage.	Aplicable a ... ***	305-2	Indirect emissions of GEI in generation energy (scale 2)	61		
103-2	Management focus and its components.		305-3	Other indirect emissions of GEI (scale 3)	61		
103-3	Evaluation of management focus.		305-4	Intensity of GEI emissions	62		
ECONOMIC PERFORMANCE							
201-1	Direct economic value and distribution.	20					
INDIRECT ECONOMIC IMPACTS							
203-1	Investments in infrastructure and helpful services.	19					

	EFFLUENTS AND WASTE	PAGE	OMISSION	FORMATION AND INSTRUCTION	PAGE	OMISSION			
306 / 2020	306-1	Ballast waters in function with quality and destination	64	No applicable. Given to an external company for treatment and reincorporation	404-1	Measurement of instructional hours a year per employee	80	There are no cases of discrimination during the period of 2020.	
	306-2	Waste type and elimination method	63		404-2	Programs for improving employees' skills and programs of transitional help	80		
	306-3	Significant leaks			404-3	Percentage of employees that receive periodic performance and personal development evaluations	80		
	306-4	Transport of dangerous waste	63						
	306-5	Bodies of water affected by ballast waters and/or runoff							
307 2020	ENVIRONMENTAL COMPLIANCE		No significant leaks in 2020	DIVERSITY AND EQUALITY OPPORTUNITIES			87		
	307-1	Noncompliance with legislation and environmental norms		22	405-1	Diversity in governing bodies and employees			
					405-2	Ratio of base salaries between men and women			
308 2020	ENVIRONMENTAL EVALUATION OF SUPPLIERS		Information not available. Committed to environmental evaluations for 2021	NON-DISCRIMINATION			There are no cases of risk of child labor during the course of 2020		
	308-1	New suppliers that have passed through evaluation and selection filters in accordance with environmental criteria		25	406-1	Cases of discrimination and corrective actions taken			
				FREEDOM OF ASSOCIATION AND COLLECTIVE NEGOTIATION					
401 2020	EMPLOYMENT		407 2020	407-1	Operations and suppliers whose freedom of association and collective agreement could be at risk	79	There were no cases of risk of forced or compulsory labor during the course of 2020		
	401-1	New hires and personnel rotation		84	UNDERAGE WORKERS				
	401-2	Full-time employee benefits not extended to part-time or temporary employees		82	408-1	Operations and suppliers with significant risk of underage labor			
403 / 2020	WORK HEALTH AND SAFETY		409 2020	FORCED OR OBLIGATORY WORK			There are no cases of risk of forced or compulsory labor during the course of 2020		
	403-1	Worker representation and formal committees of work-company health and safety		32, 75	409-1	Operations and suppliers with significant risk of forced or obligatory work			
	403-4	Worker participation, inquiries and communication on work health and safety		75					

	INDIGENOUS RIGHTS	PAGE	OMISSION		CLIENT HEALTH AND SAFETY	PAGE	OMISSION
411 / 2020	411-1 Cases of indigenous rights violations		Information not available. Committed to training personnel of external security in 2020	416 2020	416-2 Cases of noncompliance related to health and safety impacts within products and services		
412 / 2020	EVALUATION OF HUMAN RIGHTS				MARKETING AND LABELING		No applicable. No health and safety noncompliance issues have been reported for our products.
	412-1 Operations subject to review or impact evaluation on human rights			417 2020	417-1 Requirements for the information and labeling of products and services	50	
	412-2 Formation of policies and procedures for human rights	28			417-2 Cases of noncompliance related to the information and labeling of products and services	50	
			Evaluation carried out on 100% of the operations through For Life Certification		417-3 Cases of noncompliance related to marketing and communications	51	
413 / 2020	LOCAL COMMUNITIES			418 2020	CLIENT PRIVACY		
	413-1 Operations that participate with the local community, evaluations on impact and development programs	90			418-1 Complaints relative to violations of client privacy and client information loss	51	
	413-2 Operations with significant negative impact (real and potential) on local community	90		419 2020	SOCIOECONOMIC COMPLIANCE		
414 / 2020	SOCIAL EVALUATION OF SUPPLIERS				419-1 Noncompliance with laws and norms within social and economic sectors	22	
	414-1 New suppliers that have passed through selection filters based on social criteria.	25	Not applicable. No negative impacts generated in 2020				
	414-2 Negative social impacts in the supply chain and measurements taken.	2					



VINEYARDS & WINERY

A vintage bicycle is parked on a dirt path in a vineyard. The path leads towards a range of mountains under a cloudy sky. The scene is overlaid with a semi-transparent dark blue filter. The bicycle is a classic step-through frame model with a black seat and handlebars. A green water bottle is attached to the frame. The vineyard rows are visible on both sides of the path, and the mountains in the background are partially covered in snow or light-colored rock.


Cono Sur

VINEYARDS & WINERY