



Viña Cono Sur S.A., a subsidiary company of Viña Concha y Toro S.A., was founded in 1993 with the clear and decided mission of capturing the Chilean fine wine export market. For this reason, we must always demand ourselves a high quality standard in all our processes, products and services, while maintaining and assuring our commitment with our **Integrated Management System**.

We seek to produce the best wines Chile can offer within each price segment, following our philosophy based on three pillars:

Quality: Ensure that all our internal processes follow the highest quality standards and that those are periodically reviewed seeking a continuous improvement.

Efficiency: Seek for the greatest efficiency in all processes, securing a high standard of quality that allows to achieve a competitive value chain, that ensures that our products are attractive to our clients and consumers while allowing us to maintain good profitability in pursuit of a sustainable business.

Innovation: Lead the industry in developing distinctive and innovative products that reinforce our identity, with a strong emphasis on white wines, especially aromatic ones, and Pinot Noir, both organic and conventional.

Sustainability: Sustainable development is a core value for Cono Sur in all three of its defining concepts: economic, social and environmental.



Continuous investments, modern technology, viticulture and winemaking practices that combine traditional methods with new inspirations, sustainable resource management in an environmentally friendly framework and the fulfillment of the applicable regulations are the basis for delivering quality products to our consumers, for the well-being of our employees and community and for contributing to the development of a cleaner country.

At **Viña Cono Sur** we acknowledge the grapes as the source of inspiration for our wines and our people as the force to achieve it. Based on our philosophy and constant demand for improvement and development of sustainable practices, we commit to:

- Define our goals and plan our activities so we can become an efficient and profitable company.
- Ensure the availability of information and resources necessary to achieve our objectives and goals.
- Work for achieving quality in our products, care for the environment and well-being for our employees. We seek to place ourselves in a relevant part of the community we belong.
- Identify the environmental aspects generated by our activities, products and services, evaluating their possible impact and establishing necessary measures for their control.
- Continuously identify hazards and assess risks in the workplace, establishing the necessary control measures aimed at eliminating hazards, as possible, and reducing risks, providing safe and healthy working conditions, both for our staff and for anyone who performs work at the Cono Sur vineyard facilities.
- Support the purchase of energy-efficient products and services, and design activities that consider the improvement in energy performance, directing our efforts to improve continuously the productivity of the processes with the highest consumption, such as the use of LPG in boilers, electricity in pumps irrigation and cold equipment, among others.
- Determine our "Carbon Footprint" through the identification of Greenhouse Gas sources, quantifying both our emissions and reductions in our activities.
- Protect the environment and prevent its pollution through environmental programs with clear goals and objectives that ensure a continuous improvement in our production systems and the quality of our raw materials and the wine we produce. These objectives are oriented towards minimizing the generation of waste, maximizing recycling, increasing the efficiency in the use of pesticides, optimizing the monitoring of plagues and diseases, utilizing water and energy sources efficiently and diminishing Greenhouse Gas emissions.
- Support research with the aim of implementing cultural practices that can allow us to carry out our activities in a cleaner and more sustainable way.

- Comply with applicable legal requirements and the ones that our company voluntarily ascribes in environmental aspects, including energy uses related to our activities, products and services. Additionally, to comply with all labor, safety and health regulations that apply to our activities.
- Stimulate environmental consciousness and care for our company among our employees, favoring sound interpersonal relationships based on respect and consideration. Additionally, the company will expect each employee to perform his or her job according to the tools and skills they possess.
- Continue to work towards total client satisfaction through well-trained personnel, adequate technology and facilities and, of course, our wines produced under a strict quality control.
- Provide job opportunities without discrimination, in equal conditions and treatment, in an environment that promotes professional development, good working environment and, above all, commitment to our activities.
- Promote a diverse and inclusive work environment that respects and celebrates individual differences, promotes equal opportunities and the formation of teams whose plurality of visions favors the development of all people, thus contributing to long-term sustainability and success.
- Open spaces to promote the development of people, where each collaborator can join and perform adequately, develop their potential and maximize their contribution to corporate results.
- Monitor and evaluate environmental and quality management systems as to ensure compliance and where necessary, adjust and improve systems to continue perfecting our policy.
- Create communication spaces that allow the participation of our workers and their representatives.
- Respect and comply with our Integrated Management Policy, our Code of Conduct, our Corporate Code of Ethics, and all other codes and standards to which we voluntarily subscribe.

Understand that the core of our success will rely on a strong sense of team spirit among all members of Viña Cono Sur.



Thomas Domeyko
Managing Director
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