



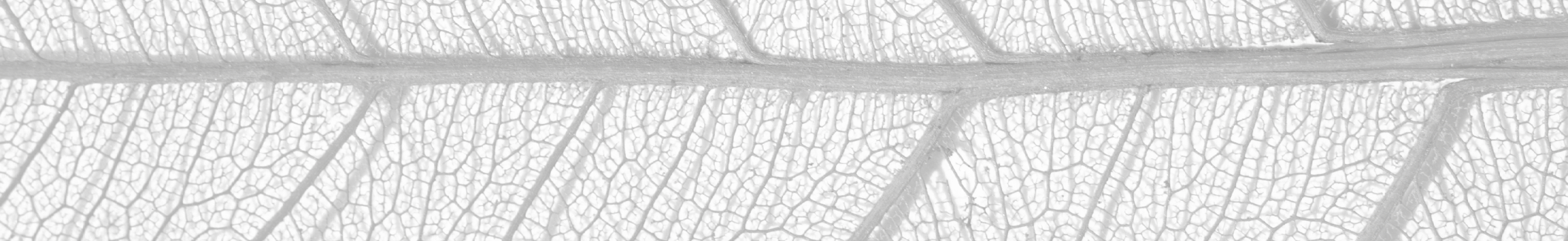
SUSTAINABILITY REPORT 2024





SUSTAINABILITY REPORT

2024



MESSAGE FROM THE CEO

As the wine industry continues to face the repercussions of the pandemic, major geopolitical issues, the tariff war, and shifting consumer habits, we are seeing an ongoing and significant drop in wine consumption around the globe.

Despite this challenging environment, however, in 2024 Viña Cono Sur saw a slight rebound in our leading labels, underlining even more the importance of building strong brands.

In this extremely competitive environment, being able to capture new consumers through innovation, communication, and point of sale activations is key. Our corporate pillars have been particularly relevant in this context, reaffirming our commitment to our team, our suppliers, our customers, our community, and the environment as we strive to offer high quality wines while ensuring the efficiency of every aspect of our production and marketing chains.

That commitment to sustainability was further strengthened by our B Corp recertification, where we scored 83.3 points, a 3-point increase over our first certification process and a reflection of our determination to have an ever more positive impact with all our operations.

One of Cono Sur's most important environmental initiatives this past year was the signing of a contract with the company Ecoligo for the installation of a 100-kW photovoltaic plant at our Mulchén estate, which will help us manage our carbon footprint. At La Espuela estate, we installed VFDs (variable frequency drives) in our irrigation pumps to make more efficient use of electricity in this system.

In terms of water efficiency, the introduction of more energy-wise techniques, such as the use of compressed air to propel wine from the receiving hoppers to the vats, has allowed us to further reduce the volume of water

used in the winery in relation to liters of wine in stock, where we achieved a rate of 0.68 liter of water/liter of wine, a decrease of 0.19 liters over the previous season.

In safety matters, Viña Cono Sur joined Dekra's Culture of Safety program, marking a milestone in our occupational health and safety management and fostering a major cultural shift in this area.

In the realm of community engagement, the company launched the exhibition "Chimbarongo: A Century of History," which celebrates the cultural heritage of the locality where our main estate is located through a display of antique and historical pieces collected by Francisco Castillo, who has been with the winery for 28 years.

In 2024, the Cono Sur portfolio was once again received international acclaim from multiple wine publications and critics for its excellence and quality.

First, the prestigious British magazine Drinks International named Viña Cono Sur one of the world's 25 most admired wine brands, consolidating its position as the third leading Chilean brand around the globe. We also received the "Best Producer" award from Susie & Peter Richards Masters of Wine, highlighting our specialized work with Pinot Noir since the winery's founding.

Further reaffirming our commitment to excellence, Cono Sur earned a place on the 2024 Luxury Lifestyle Awards Top 100 Premium Wine and Spirits Brands in the world, fortifying our position as a benchmark of quality in the international wine industry.

Cono Sur Head Winemaker Matías Ríos was also named for the second time on The Drinks Business' prestigious Top 100 Master Winemakers ranking, an honor that highlights his leadership and contribution to the



wine industry.

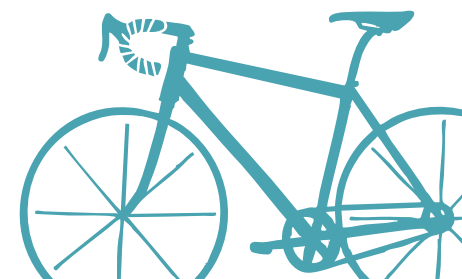
As for our wines, Ocio 2021 was awarded the Master medal, the highest honor granted by The Global Pinot Noir Masters contest sponsored by The Drinks Business. This recognition reflects the evolution of our icon wine after its origin was changed to the San Antonio Valley. Meanwhile, 20 Barrels Pinot Noir 2021 earned a gold medal and a 95-point score at the Decanter World Wine Awards, recognized as one of the wine world's most influential competitions, yet another reaffirmation of our expertise with this variety.

Consistent with Cono Sur's strategy to lead the development of high value brands in the Americas with a focus on Pinot Noir and white varieties, the company received triple gold medals at the Global Riesling Masters 2024. The Single Vineyard, Reserva Especial, and Bicicleta lines all excelled at this competition, which features blind evaluations of this variety exclusively, in different price ranges.

None of these achievements would have been possible without the coordinated work of our team and our shared vision of excellence that always centers our customers, consumers, community, and the environment in our actions.

In this report, we want to show the progress we have made year after year in different areas and to identify the challenges that have arisen as we adapt to the needs of our surroundings. Lastly, this document has been prepared in accordance with the GRI 2021 standards and their updates.

Thomas Domeyko
CEO of Viña Cono Sur



“ (...) the prestigious British magazine Drinks International named Viña Cono Sur one of the world’s 25 most admired wine brands, consolidating its position as the third leading Chilean brand around the globe. ”



CONTENTS

1 Company profile 8

1.1	General Information	9
1.2	Legal structure	9
1.3	Domestic and international operations	10
1.4	Our brands and products	11
1.5	Purpose, Mission and Vision	12
1.6	Corporate governance and senior management	12
1.7	Corporate policies	13
1.8	Mechanisms for addressing business ethics issues	14
1.9	History of Viña Cono Sur	16
1.10	2024 Milestones	20
1.11	Industry overview	21
1.12	Legal and regulatory framework	21
1.13	Location, distribution, and production system	22
1.14	Markets and brands	24
1.15	Viña Cono Sur in figures	26
1.16	Value Chain	27
1.17	Suppliers	29
1.17.1	Strengthening commercial relations	29
1.17.2	Fair and timely payment	32
1.18	Identification and analysis of operational risks and opportunities	32

1.19	Sustainability Committee	33
1.20	Legal Compliance	33
1.21	Safeguarding information	34
1.22	Current certifications	34
1.23	Economic performance	36

2 About this reporte 38

2.1	Objective, scope, and term of the report	39
2.2	Report Contents	39
2.3	Review and validation	40
2.4	Material Topics	40
2.5	Materiality Analysis 2024 Update	40

3 Stakeholders and communications 42

3.1	Stakeholders	43
3.2	Corporate Communications	44
3.3	Communications on sustainability	45
3.4	Social networks	45

4 Our products and consumers 46

4.1	Wines of Quality	47
4.2	Sustainable practices in grape and wine production	48
4.3	Labels and labeling requirements for final products	50
4.4	Responsible Marketing	50
4.5	Responsible wine consumption	51
4.6	Customer satisfaction	51

5 Environment 52

5.1	Efficient use of resources	53
5.1.1	Energy	53
5.1.2	Water usage and consumption	58
5.1.3	Materials	60
5.2	Carbon Footprint	63
5.3	Waste generated	65
5.4	Biodiversity	67

6 Workforce & employees 68

6.1	Workforce and turnover rate	69
-----	-----------------------------	----

6.1.1	Labor force management	71
6.2	Occupational health and safety	71
6.2.1	Occupational health and safety management system	71
6.2.2	Accident rate and lost time injury rate (LTIR)	72
6.2.3	Joint Health and Safety Committees	73
6.2.4	Fines, penalties, and inquiries related to occupational health and safety	74
6.3	Freedom of association and collective agreements	74
6.4	Education and training	75
6.5	Working conditions, workplace environment, and employee benefits	76
6.5.1	Health and safety conditions	76
6.5.2	Remuneration Policy	76
6.5.3	Workplace environment	76
6.5.4	School Completion programs	78
6.5.5	Scholarships	78
6.5.6	Quality of life and employee benefits	79

7 Community 82

7.1	Community Outreach	83
7.2	Environmental and social impact on the community	86



I. COMPANY PROFILE

1.1 General Information

Since its founding in 1993, Cono Sur's vision has been to produce expressive and innovative premium wines while maintaining a solid environmental and social commitment. The responsible use of resources, the wellbeing of our workers, compliance with regulations applicable to our production processes, and harmonious coexistence with local communities have been the cornerstones of our corporate development.

Company name: Viña Cono Sur S.A.

RUT 86.326.300-k

Address: Avenida Nueva Tajamar 481 Torre Norte, Piso 5, Of. 505 Las Condes. Santiago, Chile.

Phone: (56-2) 2 476 5096

Web Site: www.conosur.com

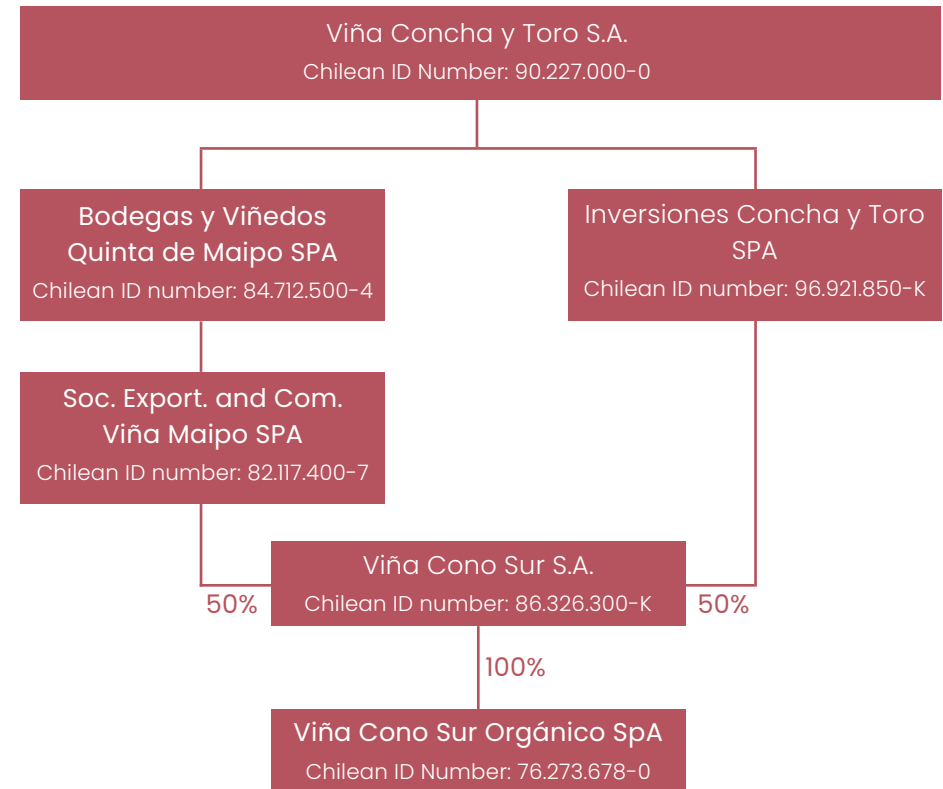
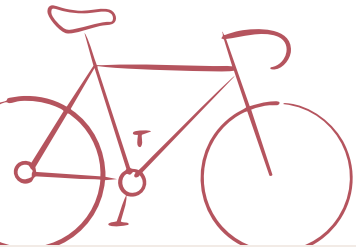
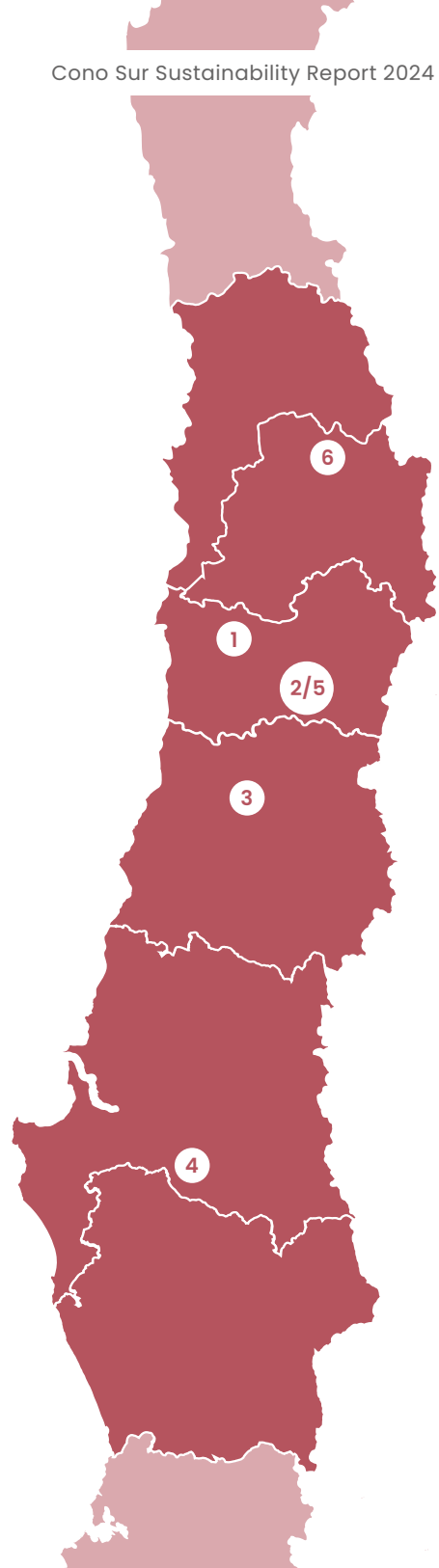


Figure 1: Viña Cono Sur corporate structure

1.2 Legal structure

Viña Cono Sur is a wholly owned subsidiary of Viña Concha y Toro. It operates autonomously and independently; however, Concha y Toro provides general services such as legal, administrative, accounting, and financial services, and manages the company's accounting and tax obligations. The bottling and packaging process is also outsourced to Viña Concha y Toro.

In addition, Viña Cono Sur S.A. owns 100% of Viña Cono Sur Orgánico SPA, which handles the area planted to vine under organic management.



1.3 Domestic and international operations

Winegrowing

- 1 Las Lomas, Las Lomitas, and Las Hijuelas estates. Peralillo, O'Higgins Region. Chile
- 2 Santa Elisa and San Rafael estates. Chimbarongo, O'Higgins Region. Chile
- 3 La Espuela and El Estribo estates. San Clemente, Maule Region. Chile
- 4 Mulchén Estate. Mulchén, Bio Bio Region. Chile

Processing, vinification

- 5 Winery. Santa Elisa estate, Chimbarongo, O'Higgins Region. Chile

General manage- ment, marketing, sales and exports

- 6 Head Office. Las Condes, Santiago, Metropolitan Region. Chile.

Commercial/sales office

Europe Commercial Office. Lanildut, France.



1.4 Our brands and products



BICICLETA RESERVA

The brand that showcases Chile's diverse array of varieties and whose trademark bicycle represents Cono Sur's sustainable philosophy.



PATAGONIA

This brand was established to support the conservation of Chilean Patagonia, protecting and preserving the region's ancient, pristine, and wild natural environment by allocating 1% of sales to conservation projects in the zone.¹



SPARKLING WINE

Wines that embody the cosmopolitan spirit of their consumers—those who know how to enjoy each and every moment.



20 BARRELS

Limited edition wines crafted exclusively from a selection of the best barrels from each vintage.



GREEN SOCIETY

Green Society is a brand that represents the rigorous conservation work and sustainable practices that Viña Cono Sur carries out in its vineyards to protect native flora and fauna and foster biodiversity and balanced ecosystems.



VALLEY COLLECTION *Selected Origins* RESERVA ESPECIAL

A wine of exceptional character, with each variety representing the best its valley of origin has to offer.



SILENCIO

Showcasing the highest potential of Maipo Valley Cabernet Sauvignon.



SINGLE VINEYARD

Wines inspired by our own terroirs and origins. Each variety is grown in a particular style in a carefully selected valley, estate, and/or blocks.



CONO SUR ORGANIC WINE CHILE

Wines crafted in balance with nature from organic grapes that are grown ecologically and in harmony with their surroundings.



O (I O)

Chile's first ultra-premium Pinot Noir. Awarded a 95-point score three times by Robert Parker.

¹: For more information about this brand, visit www.patagoniaconservation.com

1.5 Purpose, Mission and Vision

PURPOSE

Different by nature.

MISSION

We develop high value brands for consumers, building strategic relationships with our clients and acting with agility and efficiency. Our passion is producing quality New World wines, seeking out what is different and has unique value in a way that respects our employees and our surroundings.

VISION

To be the leading winery in developing high value brands in the Americas with a focus on pinot noir and white varieties.

1.6 Corporate governance and senior management

The company is managed by a CEO, who, along with the executive team, is responsible for achieving the strategic plan defined by the Board of Directors. The Board consists of four directors appointed by Concha y Toro Holding.

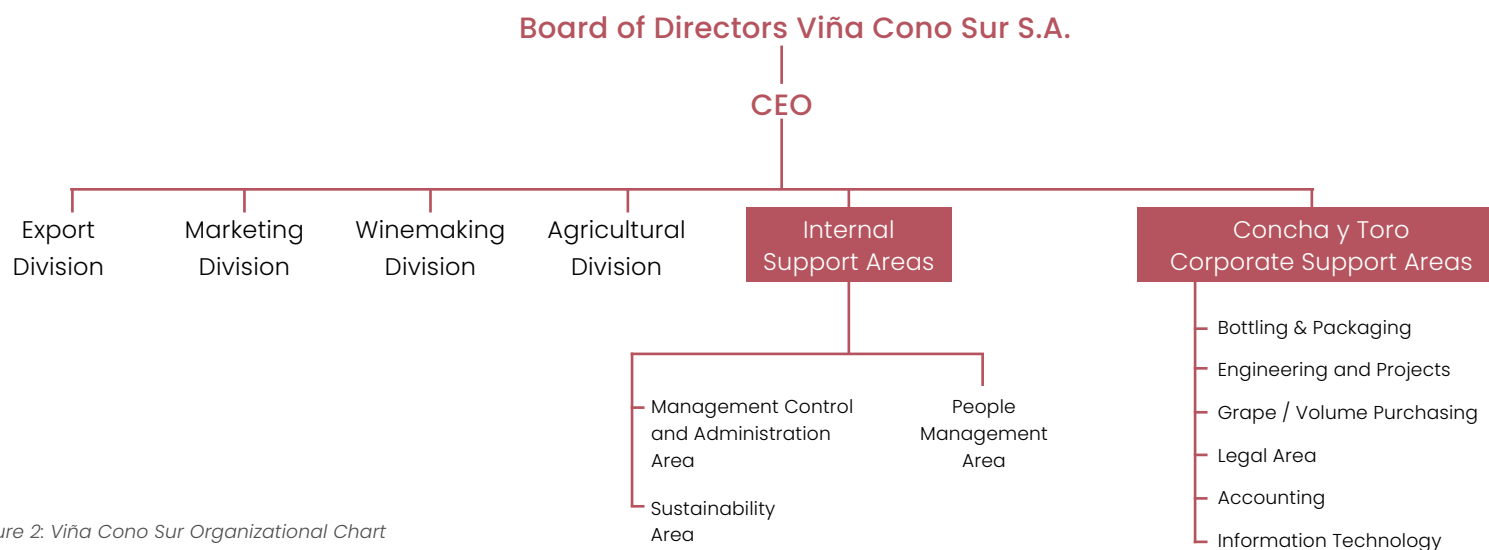


Figure 2: Viña Cono Sur Organizational Chart

Viña Cono Sur operates as an independent entity in productive areas (agricultural production and winemaking) and in the areas of marketing, sales and exports, administration, and management control.

Some processes, however, are provided and managed by Concha y Toro Holding, including the design and implementation of engineering projects,

legal matters, accounting, purchasing of grapes and large consignments of inputs, and hardware maintenance and IT support.

The bottling and packaging process is also outsourced to Concha y Toro's Pirque and Vespucio plants, both in the Metropolitan Region.

1.7 Corporate policies

Viña Cono Sur has an Integrated Management Policy² that provides a framework for defining objectives and goals in environmental, social, and quality matters. Based on this, specific commitments consistent with our corporate strategy are outlined, including voluntary agreements that the winery has pledged to uphold. For its part, Viña Cono Sur's Code of Conduct sets out the standard of behavior expected from all those who are part of the company. The Code

is coherent and consistent with the corporate Code of Conduct and Ethics of Viña Concha y Toro S.A. and its subsidiaries.

Both the Integrated Management Policy and the Code of Conduct are disseminated internally through talks and publications and are also available on the company's official website.

Furthermore, in line with labor legislation, every person who joins Viña Cono Sur receives a copy of the Internal Rules of Order, Health and Safety,

which establish the obligations and prohibitions related to their duties and how they must behave and act when in company facilities, including the rules they must observe to ensure a dignified work environment and mutual respect among workers. Another specific set of regulations that is set out by Concha y Toro Holding is exclusively for external contractors performing work within company facilities.

2. Download Viña Cono Sur's Integrated Management Policy here: <https://www.conosur.com/sustentabilidad/?lang=en>



1.8 Mechanisms for addressing business ethics issues

Area	Complaints received in 2024
Human Rights Viña Cono Sur has established its own Code of Conduct and Internal Health and Safety Regulations, based on the provisions of Chilean Law 20,968, the standards outlined by the Business Social Compliance Initiative (BSCI) Code of Conduct, and the Universal Declaration of Human Rights.	In 2024, no reports or complaints related to human rights violations were filed by company staff, suppliers, or associates.
Non-discrimination In line with its Integrated Management Policy, Code of Conduct, and Internal Order, Health and Safety Regulations, Viña Cono Sur does not discriminate on the basis of race, color, religion, nationality, gender, age, political affiliation, disability, sexual orientation, marital status, or ethnicity.	In 2024, no reports or complaints of discrimination were received from company staff, our suppliers, or associates.
Chile exploitation and child labor While Chilean labor legislation allows for the hiring of minors between 15 and 18 years of age with the prior written consent of their parents and notarized authorization, Cono Sur hires only legal adults (over 18).	In 2024, no cases related to child labor or exploitation were reported at any Viña Cono Sur operational site.
Forced Labor Forced labor is defined in International Labor Organization (ILO) Convention No. 29 as “all work or service which is exacted from any person under the menace of any penalty and for which the said person has not offered himself voluntarily.” Viña Cono Sur categorically rejects forced labor and adheres to the aforementioned Convention, incorporating this prohibition into its Code of Conduct.	No cases involving forced labor were presented in 2024.
Indigenous Rights At Viña Cono Sur, no incidents related to the violation of indigenous rights were recorded during the period. The company currently has one worker of indigenous descent, as recognized by CONADI (Corporación Nacional de Desarrollo Indígena).	No cases involving indigenous rights were presented in 2024.
Grievance Mechanisms Viña Cono Sur has several different channels that enable workers to file a complaint about any activity that is detrimental to a healthy workplace environment and to receive employee requests to improve their working conditions. Formal complaint mechanisms are set out in the Internal Regulations and in the Cono Sur Code of Conduct. All complaints received are referred to the People Management area and the corresponding area managers, who in turn form an internal group that investigates the matter and presents findings that will be used to define a plan of action to be followed.	In 2024, no complaints were filed under these mechanisms.

Complaints received in 2024

Area

Ethical Business Behavior

In accordance with Law No. 20,393, which establishes the criminal liability of legal entities for the crimes of money laundering, financing of terrorism, and bribery of national or foreign public officials, Viña Cono Sur expressly prohibits any conduct that may give rise to criminal charges, including acts committed by company partners, controllers, directors, officers, senior executives, representatives, those who perform administrative or supervisory duties, and any company employee or external party representing the company. This prohibition is defined in the Code of Conduct. All employees have a contract addendum that seeks to ensure each member of the organization complies with Law No. 20,393.

In 2024, there were no reported cases associated with offenses punishable under Law No. 20,393.

Partisan Politics

Viña Cono Sur does not express support for any particular political orientation and all employees are completely free to choose whoever best represents them in this sphere. For the same reason, the company does not make financial contributions of any kind to political parties or related institutions.

In 2024, no reports or complaints of discrimination or harassment due to political beliefs were brought forward.

Corruption

Cono Sur's Code of Conduct includes the following statement: "All those who are part of Viña Cono Sur are expected not to take part in acts of Corruption. Accepting personal benefits or financial compensation from any customer, supplier, or other person or legal entity seeking to establish business relations with the organization, is not allowed." Concha y Toro Holding organizes activities to inform employees about corruption and ensure compliance with company standards throughout the organization.

In 2024, there were no reported cases associated with acts of corruption.

Free Competition

Cono Sur competes ethically with all industry players, both locally and globally.

In 2024, no legal actions were brought forward related to the company's participation in monopolistic practices or against free competition.

Viña Cono Sur offers internal and external stakeholders a direct channel³ for registering anonymous complaints, available through its official website www.conosur.com

Each complaint is handled confidentially and referred to the Legal area for investigation and analysis, in order to determine what action needs to be taken.

Link for registering anonymous complaints: <https://www.conosur.com/canal-de-denuncias/>

1.9 History of Viña Cono Sur

VIÑA CONO SUR S.A.

Cono Sur created as a subsidiary of Viña Concha y Toro to conquer the export market for fine wines from Chile.

1993

ORGANIC VINEYARD MANAGEMENT

Cono Sur launches an organic winegrowing project in the Colchagua Valley.

2000

CARBON NEUTRAL[®] DELIVERY

First winery on the globe to obtain this status by neutralizing carbon emissions from the shipment of finished product to destination markets.

2007

SUSTAINABLE DEVELOPMENT AREA CREATED

- Carbon footprint calculated for the entire organization.
- Introduction of ultralight bottles (for Bicicleta wines) to reduce greenhouse gas emissions.

2009

1998

INTEGRATED VINEYARD MANAGEMENT

Cono Sur moves from conventional to integrated vineyard management.

2002

ISO 9001 & ISO 14001 CERTIFICATION

First winery in South America to obtain both ISO 9001 and ISO 14001 certification.

2008

WINE, CLIMATE CHANGE AND BIODIVERSITY PROJECT

In partnership with the Institute for Ecology and Biodiversity (IEB), Cono Sur launches a project to multiply native flora and fauna.



CHILEAN WINE PRODUCER OF THE YEAR

Viña Cono Sur is chosen Chilean Producer of the Year at the International Wine & Spirit Competition in England.

GREEN COMPANY OF THE YEAR

Viña Cono Sur named Green Company of the Year by British magazine The Drinks Business.

NATIONAL SUSTAINABILITY CODE

Cono Sur fulfills all three areas of the National Sustainability Code: green (vineyards), orange (social), and red (wineries and bottling plants).

2011

2013

2010

ISO 14064 CERTIFICATION THROUGH CEMARS®

Cono Sur becomes the first winery in the Americas to be certified under the ISO 14064-1 standard, positioning it as a leader in environmental protection.

2012

BSCI CODE OF CONDUCT

Cono Sur becomes the first wine producer in South America to meet the requirements of the BSCI international standard.

2014

WINE SPECTATOR TOP 100

Cono Sur Organic Cabernet Sauvignon-Carmenere 2011 earns 91 points and is ranked 44th among the world's 100 best wines.

OHSAS 18001 & ISO 50001 CERTIFICATION

The two certifications strengthen the winery's commitment to the wellbeing of its employees.

WINE SPECTATOR TOP 100

Cono Sur Bicicleta Pinot Noir
ranks N°1 in sales.

ENERGY EFFICIENCY GOLD SEAL

Cono Sur becomes one of the first
wineries to receive this distinction in 2017.

INTERNATIONAL DISTINCTIONS FOR ENERGY EFFICIENCY

The Clean Energy Ministerial (CEM) forum awards
Viña Cono Sur international honors for implementing
effective energy efficiency measures.

"FOR LIFE" CERTIFICATION FROM ECOCERT

This Social Responsibility Certification affirms that
Cono Sur's employees enjoy secure and fair working
conditions.

2015-2016

2017

2018

2016

CORPORATE SUSTAINABILITY AWARD 2016

Awarded by the Federation of Chilean
Industry (SOFOFA), the Universidad
Adolfo Ibáñez' Centre for Business
Sustainability, and Revista Capital.

2017-2018

CHILEAN WINE PRODUCER OF THE YEAR

Viña Cono Sur named Chilean
Wine Producer of the Year at
The International Wine & Spirit
Competition.



VEGAN CERTIFICATION

Viña Cono Sur's organic wines are certified vegan under the V-Label.

ISO 45001

The winery transitions to ISO 45001 certification from OHSAS 18001, originally obtained in 2014.

AMORIM SUSTAINABILITY AWARD

Awarded to Cono Sur by the UK publication The Drinks Business.

NATIONAL SUSTAINABILITY CODE

Cono Sur receives Purple Area Certification under the National Sustainability Code after fulfilling all 4 areas of this standard.

2020

2022

2019

GOLD MEDAL AT BRIT COMPETITION

Viña Cono Sur wins a BRIT gold medal for its sustainable vitivinicultural practices.

2021

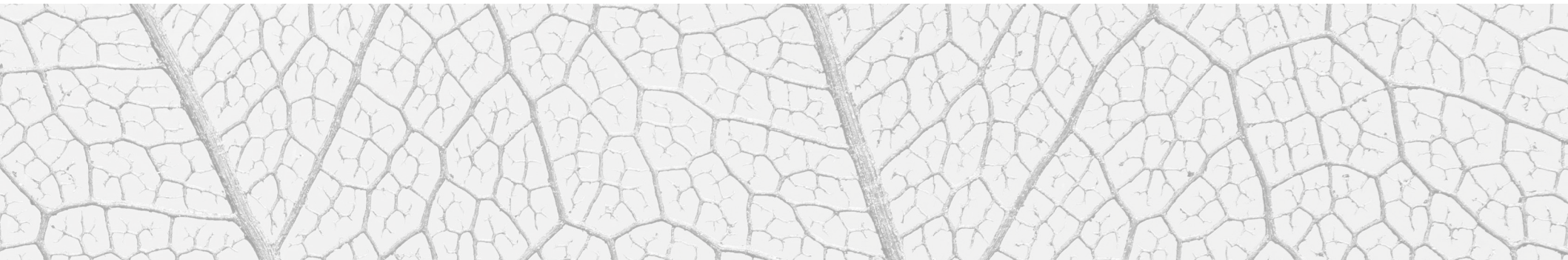
B CORP CERTIFICATION

Cono Sur Winery obtains B Corporation certification.

2023

OCIO WINERY

Opening of the OCIO Winery as part of Cono Sur's 30th anniversary celebrations.



1.10 2024 Milestones

Milestone	Description	
Viña Cono Sur renews its B Corp commitments	Three years after being certified for the first time, the company once again met the environmental management, governance, and social performance standards of the global community of B Companies. This milestone reflects Viña Cono Sur's determination to continually strive for a positive impact in all its operations.	
Viña Cono Sur named Best Wine Producer 2024 by Susie & Peter Richards MW	The distinguished Masters of Wine honored Viña Cono Sur as Best Producer, while also highlighting the winery's work specializing in Pinot Noir since its inception.	
Bicicleta global brand relaunch with new design	In 2024, Cono Sur relaunched Bicicleta around the globe with a new design.	

1.11 Industry overview

Viña Cono Sur's operations are based primarily in Chile, a country with some 126,249 hectares planted to vine. Of these, slightly more than 116,962 contain vinifera varieties, with the O'Higgins and Maule regions accounting for about 72% of the national total⁴.

The Chilean wine industry is focused mainly on exports. According to the Wines of Chile association, Chilean wine exports accounted for 70% of total production in 2024, with 318 companies shipping wine to 137 countries around the globe. Chile's leading wine export markets are the United Kingdom, China, the United States, Brazil, and Japan, which together made up 54.7% of all

shipments in 2024.

To improve its position in the international market, the Chilean industry has focused its efforts on the premiumization of origin as a way of raising average prices. To achieve this objective, wineries have invested in developing new vineyards and valleys, expanding sustainable practices, implementing new grape management techniques, and promoting and expanding coverage in foreign markets.

Worldwide, the area planted to vine in 2024 reached 7.1 million hectares, 0.6% less than in 2023 due to grubbing up in key winegrowing regions⁵.

Global wine consumption in 2024 was estimated

at 224 million hectoliters, down 3.3% over the previous year. This was due to a combination of economic and geopolitical factors that have generated inflation and uncertainty, coupled with the contraction of mature markets, influenced by changes in lifestyle, social habits, and behavior among different generations of consumers. Still, wine consumption reached unprecedented levels in some countries, particularly those with high overall consumption and a large population, where there is still considerable room for growth.

1.12 Legal and regulatory framework

Viña Cono Sur operates within the alcoholic beverage industry. In Chile, alcohol production and marketing is regulated by Law No. 18,455, known as the Alcohol Law, and by decrees 78 and 464. In addition to the above, the industry is governed by Law No. 19,925 on labeling and labeling regulations, which define the label content required and how it must be displayed.

The company complies with all sectoral legislation and strictly adheres to all tax regulations applicable to the sale and distribution of alcohol. Viña Cono Sur is regularly inspected in Chile by an array of public authorities and agencies, including the Agriculture and Livestock Service, the Superintendency of the Environment, the Regional Health Ministry Secretary, the Internal Revenue Service, and the Labor Directorate.

4: Based on the latest *Catastro Vitícola Nacional, 2024*, published by SAG (Chilean Agriculture and Livestock Service).

5: Based on information published by the International Organisation of Vine and Wine (OIV).



1.13 Location, distribution, and production system⁶

Vineyards

With a total of 1,127.9 hectares of vineyards distributed among different valleys of Central Chile, from O'Higgins Region in the north to Bio-Bio Region in the south, Viña Cono Sur has access to terroirs capable of providing the best expression of specific grape varieties, which ultimately leads to the best quality in each variety and category of wine.

In all, 27.15% of the total area the company has planted to vine is managed organically, allowing the winery to reduce its use of agrochemicals and incorporate low-impact environmental management.

In 2024, the company terminated production in its Campo Lindo and El Encanto estates in Valparaíso Region in a strategic decision of the CEO's Office that reduced the hectares under production by 178.44.

At the same time, replantings at the estates of Santa Elisa in Chimbarongo, Las Lomas in Peralillo, and La Espuela in San Clemente resulted in a combined increase of around 118 hectares of new vineyards.

Estate	Vineyard area			Main varieties
	Integrated Management	Organic Management	Estate total	
Santa Elisa, San Rafael	226,4	123,1	349,5	Pinot Noir, Cabernet Sauvignon, Sauvignon Blanc, Chardonnay, Syrah, Viognier, Aspirant Bouschet, Marselan
Las Lomas, Las Lomitas, Las Hijuelas	249,1	78,2	327,3	Cabernet Sauvignon, Chardonnay, Carmenere, Syrah, Merlot, Malbec, Viognier, Arinarnoa, Cabernet Franc, Tempranillo, Grenache, Petit Verdot, Carignan
La Espuela, El Estribo	169,1	104,9	274	Pinot Noir, Cabernet Sauvignon, Sauvignon Blanc, Chardonnay, Merlot, Gewürztraminer, Marselan, Sangiovese
Mulchén	177,10	0	177,10	Pinot Noir, Sauvignon Blanc, Chardonnay, Riesling, Gewürztraminer, Pinot Grigio
Total	821,7	306,2	1.127,9	

Table 1: Vineyard distribution by estate at year-end 2024, conventional and organic management

6: Agricultural production (winegrowing) and winemaking are the production units most relevant to the topics covered in this report.

Wine production

All winemaking processes, from the reception of grapes to the shipment of finished bulk wine for bottling, are carried out at the winery on the Santa Elisa estate, in the city of Chimbarongo in O'Higgins Region. In 2024, this winery's installed capacity for stored wine rose slightly over the previous year, thanks to the commissioning of new wooden barrels, for a total combined volume of 39.94 million liters.

The following table shows the distribution of storage capacity at the winery by type of vessel:

Storage capacity		2023		2024	
Type of vessel		Number of vessels (units)	Capacity (in liters)	Number of vessels (units)	Capacity (in liters)
Stainless steel tanks		531	20.268.915	531	20.268.915
Total stainless steel		531	20.268.915	531	20.268.915
Concrete egg tanks		8	14.400	8	14.400
Epoxy cement tanks		89	17.691.620	89	17.691.620
Total Cement		97	17.706.020	97	17.706.020
Foudres and wooden vats		27	102.400	27	102.400
Barrels		7.410	1.725.550	7.962	1.861.975
Total Wood		7.437	1.827.950	7.989	1.964.375
Overall total		8.065	39.802.885	8.617	39.939.310

Table 2: Distribution of storage capacity, 2023 and 2024.

Administration, Marketing, and Exports

Our administrative, marketing and export processes are handled primarily by Viña Cono Sur's head office in Santiago, Chile, but some processes, such as providing specific administrative support for different productive areas and those related to wine tourism, are handled at the Santa Elisa estate.

1.14 Markets and brands

Main Brands

SILENCIO

- +45 years old Wine connoisseurs
- Educated, sophisticated consumers who appreciate fine, high quality wine at social gatherings.

VALLEY COLLECTION
Selected Origins
**RESERVA
ESPECIAL**

- Adventurous wine drinkers and Connoisseurs.
- This category is for consumers looking for quality with oenological content—a high-value wine to enjoy on a special occasion.

O (I O

- +45 years old Wine connoisseurs
- Educated, sophisticated consumers who appreciate premium quality wine.



- Environmentally conscious women and men.
- Made for those who seek the benefit of nature's purity and want to live a balanced life.

20 BARRELS

- +35 years old Knowledgeable wine consumers
- Consumers who appreciate authenticity and origin in the products they consume and are aware of their value.

PATAGONIA

- 30 to 55 years old Mature consumers
- Consumers who like to explore new products. Working women and men who lead very active lives and are concerned about the environment, seeking to do their part for the planet.

SINGLE VINEYARD

- +34 years old Generation Treathers
- Consumers who are wine connoisseurs or simply have a marked preference for fine and unique wines.

BICICLETA
RESERVA

- Millenial women and men
- The lifestyle to which many consumers aspire, especially our target audience—Millennials.



Destination markets

In 2024, Cono Sur wine sales reached 4 million cases⁷, an increase in volume of nearly 2% over the previous year. In all, 98% of our sales correspond to exports that shipped to 44 countries on five continents.

The United Kingdom held its position as our leading market, with nearly 1.95 million cases sold, representing 49% of the company's total.

The EMEA zone⁸ reached just over 1.1 million cases, equal to 27.38% of the

total, with Poland and the Netherlands as the main destinations.

Markets in the Americas⁹ received 491,000 cases from Cono Sur, representing 12.2% of the company's total exports. Canada remains the leading buyer in this region, with a 67.85% share of the total volume.

Finally, the domestic market held steady at around 2%, with just over 80,000 cases sold.



Figure 3: Sales distribution by destination market in 2024, by volume

7: 9-liter cases or equivalent.

8: EMEA is the geographical designation for Europe, the Middle East and Africa. For the purposes of this report, EMEA does not include the United Kingdom. Given its importance, the UK market is analyzed separately and specifically.

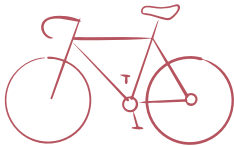
The Americas zone does not include Chile. That market is analyzed separately and specifically.

1.15 Viña Cono Sur in figures

	Unit	2023	2024
Permanent staff	workers	189	154
Seasonal staff	workers	88	73
Total area of Cono Sur-owned vineyards	hectares	1,188.54	1,127.9
Total capacity of the winery	liters	39,802,885	39,939,310
Total grapes vinified ¹⁰	kg	26,812,834	18,622,148
Total wine obtained	liters	20,564,411	14,349,965
Destination markets	no. of countries	50	44
Total sales by volume	9-liter cases	3,945,873	4,025,713
Total assets	thousands of CLP	124,173,569	120,014,337

Table 3: Overall figures for Viña Cono Sur, 2023 and 2024.

10: Including estate-grown grapes and those from third party producers.



1.16 Value Chain

Agricultural Area Agricultural production

Cono Sur's business model includes developing its own vineyards, as this gives the company control over the availability of its main input, thereby enabling greater control over grape quality and operational certainty.

The company owns vineyards representing different origins, varieties, microclimates, and soils. This diversity, combined with production planning and quality controls applied throughout the season, allows us to obtain the best quality grapes in each category and variety.

Overall, 27% of the area we have planted to vine is managed organically, which involves additional controls for guaranteeing a product 100% free of synthetic agrochemicals. Cono Sur complements this base production by purchasing grapes from independent growers, monitoring them over the course of the season to ensure the expected quality is obtained and to verify their compliance in other management areas.

Suppliers that provide agricultural products and inputs to our estates.

All must pass an initial selection process, and are then evaluated annually, with those that do not meet Cono Sur's standards discontinued.

-
- Reuse of waste material through the application of stabilized pomace and stems in organic vineyards.
 - Responsible use of fertilizers and agrochemicals.
 - Sound use of water and energy during production processes.
 - Environmentally friendly agricultural practices.

Winemaking Area Vinification

Both estate-grown and third-party grapes are vinified at Cono Sur's winery, which has a total installed capacity of close to 40 million liters. This winery is located in the Santa Elisa estate in Chimbarongo, in O'Higgins Region.

Each year, harvesting begins in February and lasts until May.

In the 2024 harvest, a total of 18.7 million kg of grapes from different valleys of Chile were processed. Our four company-owned estates account for 71.4% of all total grapes, while the remaining 28.5% was supplied by 20 third-party growers from 26 separate production units. All the grapes received were processed at the Santa Elisa estate winery, with different controls applied to crushing, fermentation, aging, and general winemaking processes to achieve the best quality in each line of wine.

Suppliers that provide winemaking inputs and production and maintenance services to the winery.

All must pass an initial selection process, then are evaluated annually, with any that do not meet Cono Sur's standards discontinued.

-
- Much of our waste from vinification is reused directly or sent to specialized companies that use it as raw material or treat it before using it as soil amendment.
 - Handling of LIW according to the applicable regulations in force.
 - Sound use of water and energy during the winemaking process.

Each stage in the value chain is supported by the company's core areas, including Administration, Communications, and Sustainability, as well as by key Concha y Toro Holding departments such as Finance, People Management, IT, and Legal. Each of these helps to create the conditions necessary to achieve the company's mission.



Bottling

Bottling and packaging

The wine was bottled or packaged by Concha y Toro at its plants in Pirque and Pudahuel municipalities in the Metropolitan Region.

Each of these production plants maintains the highest quality and food safety standards, allowing Cono Sur to obtain a final product that is safe to consume and meets each customer's requirements.

Both plants hold up-to-date quality and food safety certifications under the international BRC and IFS Food standards.

This process is carried out by Concha y Toro Holding at its Pirque and Vespucio bottling plants, which have their own extensive network of suppliers of packaging and bottling materials and inputs.

-
- Use of traceable, eco-friendly packaging inputs.
 - Both bottling/packaging plants are currently certified under BRCGS and IFS food safety standards.
 - Waste from bottling/packaging processes is managed according to applicable environmental regulations.



Marketing, sales and exports

Marketing and sales

Product design, communications advertising, and brand positioning are the responsibility of a specialized marketing team based in our head office in Las Condes Municipality, in the Metropolitan Region. This team is also responsible for upholding appropriate ethical advertising standards in all marketing campaigns.

The Commercial area has a specialized team that works out of offices in Chile and France and is responsible for maintaining close ties with our customers (importers and distributors) in order to effectively meet the requirements of our destination markets.

Marketing and advertising agencies.
Service providers that support marketing, communication, and awareness campaigns.

-
- Responsible consumption message.
 - Ethical advertising based on the Chilean Code of Advertising Ethics (CONAR).



Distribution

Transportation and distribution

Cono Sur products are sold in more than 40 countries through a network of independent distributors that we work closely and directly with to effectively implement our sales and marketing strategy.

Distribution is handled by transportation services and logistics centers that can reach our different destination markets and ultimately our final consumers.

Local and international shipping services.
Distributors in the different markets where Viña Cono Sur products are present.

-
- Corporate Ethics
 - Responsible consumption

Each stage in the value chain is supported by the company's core areas, including Administration, Communications, and Sustainability, as well as by key Concha y Toro Holding departments such as Finance, People Management, IT, and Legal. Each of these helps to create the conditions necessary to achieve the company's mission.



1.17 Suppliers

1.17.1 Strengthening commercial relations

Viña Cono Sur has a well-established network of suppliers that provide raw materials, inputs, and services to our production, marketing, export and support areas.

The company maintains long-term relationships with those suppliers that consistently meet quality requirements, technical specifications, and contractual conditions, as verified through an ongoing, systematic evaluation process. In the 2023-2024 season, 46 general suppliers and 20 grape producers were evaluated. In the latter case, as each production unit was

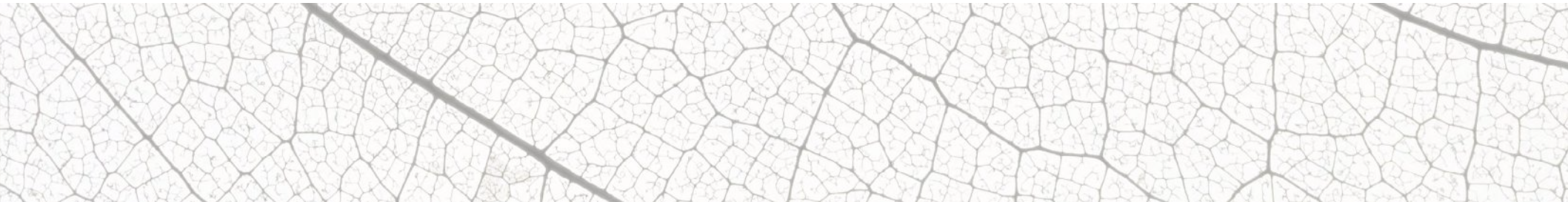
evaluated individually, a total of 42 evaluations took place.

In terms of general suppliers, 38 achieved an “A” rating (optimum performance), 7 were classified at “B” level (adequate performance), and 1 fell into the “C” category (concerns relevant to performance). No supplier was rated at level “D,” which indicates an unsustainable business relationship.

Category	Description	Action to be taken	Suppliers
A	Good supplier	Supplier with no major issues arising from the evaluation. Take action to achieve 100%, where applicable	38
B	Fairly adequate supplier	Supplier with problems that should be corrected as soon as possible Resolve problems with the supplier	7
C	Search for Alternative Supplier	Supplier with serious issues arising in the evaluation Seek alternative where possible.	1
D	Blocked supplier	Unsustainable relationship. Seek alternative, where feasible	0
Total			46

Table 4: General supplier performance in the 2023-2024 evaluation process.

* Topic reported for the production period



Grape growers are evaluated according to different technical parameters and graded from 1 to 5, where 5 is the highest rating, as follows:

Parámetro		Range	Rating
Fruit load	Load regulation (kg/ha) projected by Viña Cono Sur	4,0 to 5,0	A
Foliage	Canopy management according to advisor’s instructions	3,5 to 3,99	B
Health	Phytosanitary management and final grape health	2,5 to 3,49	C
Irrigation	Water management in the vineyard	0,0 to 2,49	D
Wine	Quality of wine obtained in relation to quality expected		

The 2024 evaluation showed that supplier performance is meeting Cono Sur standards, with only one production unit obtaining a “C” grade and thus being ruled out for the following season. Four units were classified as “B” and the rest achieved an “A” rating. The best-evaluated aspects were “Irrigation” (average score 4.93/5) and “Logistics” (4.83/5).

Category	Grape producers (Production units)	Distribution
A	37	88,1%
B	4	9,5%
C	1	0%
D	0	2,4%
Totales	42	100,00%

Table 5: Distribution of grape producers according to the results of the 2024 evaluation process.



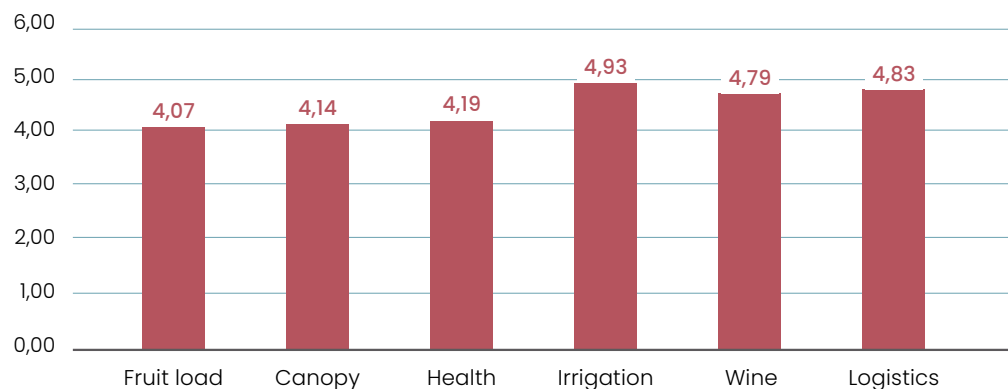


Figure 4: Average 2024 ratings of grape producers, by parameter

The 42 units evaluated correspond to 20 different grape growers, 16 of which have long-term contracts with Cono Sur and represent 72.54% of the total volume purchased. Another 22.47% of the volume came from Concha y Toro Holding's vineyards, while 4.99% corresponded to spot purchases.

To guarantee a secure supply that meets all technical requirements, the winemaking area conducts technical visits to monitor sanitary and farm management parameters, verifying that the grapes fall within the category under contract and the unit complies with labor, health, safety, and environmental regulations.





1.17.2 Fair and timely payment

Acquisition of the raw materials, inputs, and services that Viña Cono Sur uses is governed by the corporate guidelines defined by Concha y Toro Holding. For large volume purchases, tender processes are favored to access the best supply options and conditions. For specific requirements, priority is given to local suppliers, thereby contributing to the economic development of nearby communities.

Grape purchases from external producers are managed through specialized brokers, taking into account criteria such as product quality, valley of origin, and type of contract. These operations are based on market prices,

guaranteeing a fair and transparent business relationship.

In terms of payment, the company follows the holding company's general policy, which sets a 30-day term for payment from the date of satisfactory delivery of the product or service and upon valid receipt of the invoice. Where a specific contract is in force between the parties, the particular conditions stipulated will apply. This practice ensures fair and timely treatment of suppliers, reinforcing the dependability and sustainability of the supply chain.

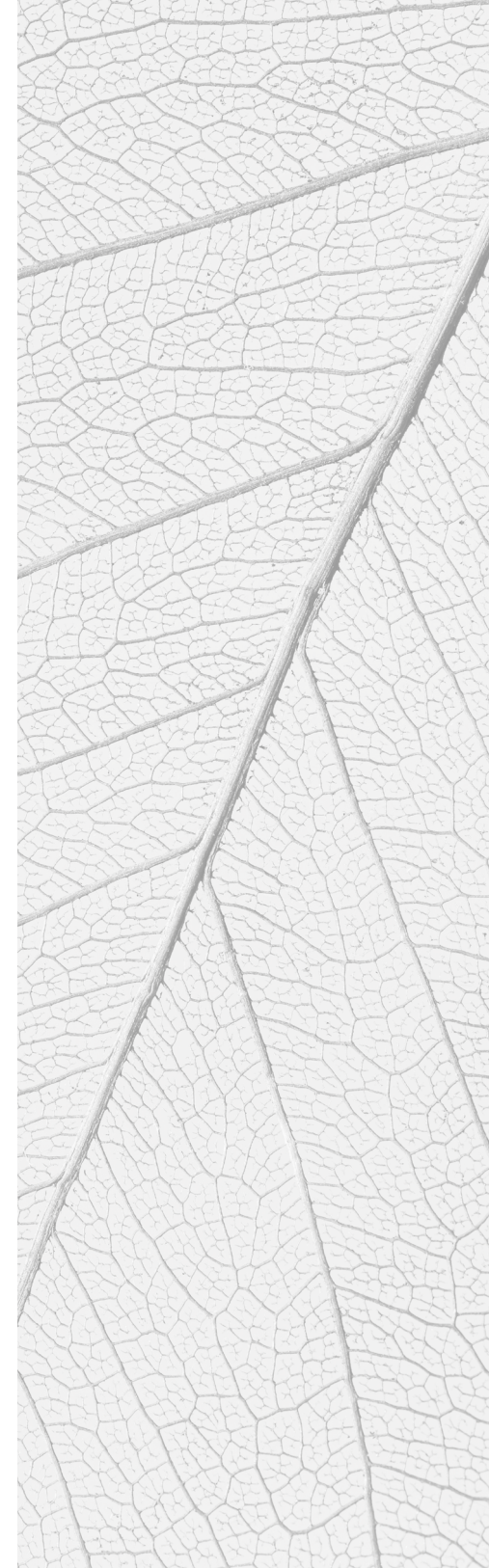
1.18 Identification and analysis of operational risks and opportunities

Consistent with the Management Policy and our company's commitment to producing high quality wines, Viña Cono Sur deploys a systematic process to identify and analyze operational risks and opportunities that considers both internal and external factors that may affect the continuity of production processes or the final quality of the wines.

Ongoing evaluation of these risks and opportunities allows us to establish and prioritize controls, preventive measures, and action plans aimed at guaranteeing

operational continuity and compliance with the quality standards required at each stage of the production process.

This fosters proactive, resilient management, strengthening the company's capacity to respond to contingencies and promoting opportunities that contribute to the continuous improvement and sustainability of the business.



1.19 Sustainability Committee

Viña Cono Sur's Sustainability Committee consists of the CEO, division managers, area heads, and professional staff from different departments. This committee continually monitors and reviews progress toward and achievement of the company's objectives, goals, and commitments in environmental, social, and economic matters. In fulfilling its duties, the committee reviews and analyzes advances in a variety of ways, such as through bimonthly meetings and in the annual performance review of the Integrated Management System.

These processes lead to action plans to ensure these goals and objectives are met and provide input for defining and updating the Strategic Development Plan and for the continuous improvement of internal processes. The Chief Executive Officer may communicate relevant matters arising in each of these instances to the Viña Cono Sur Board of Directors.

		
CEO	1	0
Division managers and assistant managers	4	0
Area managers	3	3
Estate managers	4	0
Area professionals and technical staff	8	2
Subtotals	20	5
Total	25	

Table 6: Breakdown of the 2024 Sustainability Committee

1.20 Legal Compliance

Viña Cono Sur adheres to, communicates, and actively promotes the crime prevention, anti-corruption, and conflict of interest management policies and procedures established by Concha y Toro Holding.

Responsibility for compliance lies with our operational areas, which implement work programs and monitoring, verification, and control procedures. These cover both the regulations applicable to the product and the operational regulations related to environmental, energy, labor, and occupational health and safety matters. These requirements apply to both company activities and those of suppliers and contractors operating within company facilities.

To support this work, the company has a legal expert available who is responsible for monitoring the Chilean regulatory framework, providing timely notification of any changes published in the Official Gazette that may be applicable to company operations.

In 2024, the Agriculture and Livestock Service (SAG) issued a fine and opened two health inquiries, one involving Viña Cono Sur S.A. and one for Viña Cono Sur Orgánico SpA, both related to the control of Lobesia botrana.

In addition, the company was notified about issues with the labeling of an organic product from Ireland, with SAG communicating its concern through the certifying agency. Viña Cono Sur has provided all information requested by the authorities to resolve this complaint, but the case was still pending when this report went to press.

Notwithstanding the above, the company reaffirms its commitment to regulatory compliance by responding in a timely manner to each observation made by the health authority and adopting the corrective measures needed to ensure strict compliance with current regulations.



1.21 Safeguarding information

Considering the growing global increase in cybersecurity-related incidents, Viña Cono Sur, following the lead of Concha y Toro Holding's IT Area, has intensified its efforts to offset technological risks by applying controls in different spheres, namely governance, processes, and digital infrastructure and tools.

The company has implemented preventive cybersecurity controls and a continuous monitoring system for the early detection of vulnerabilities and

breaches, enabling it to respond in a timely and effective way.

In terms of data protection, Viña Cono Sur safeguards its customer databases through encryption in the SAP platform, ensuring the integrity and confidentiality of the information therein, even in the event of loss or unauthorized access.



1.22 Current certifications

Viña Cono Sur has different certifications in place to accredit its environmental management, social management, and product quality management, among others. Some of our product lines are also certified organic and vegan. These certifications are regularly renewed through audits and inspections carried out by independent entities and allow customers and stakeholders to feel confident that the company is following recognized national and international standards.

In 2024, Viña Cono Sur renewed all of its current certifications, including most notably its B Corp certification, a global Corporate Social Responsibility standard, and its recertification under and the Chilean Wine Industry's National Sustainability Code, which aims to guide the Chilean wine industry towards more sustainable wine production.



Cono Sur certifications in place at year-end 2024:

Certification	Sphere	Scope
Quality Management System Certification, under the ISO 9001:2015 standard <i>TÜV Rheinland</i>	 <i>Quality</i>	Santa Elisa estate
Environmental Management System Certification, under the ISO 14001:2015 standard <i>TÜV Rheinland</i>	 <i>Environment</i>	Santa Elisa estate
Occupational Health and Safety Management System Certification, under the ISO 45001:2018 standard <i>TÜV Rheinland</i>	 <i>Occupational health and safety Social</i>	Santa Elisa estate
Energy Management System Certification, under the ISO 50001:2018 standard <i>TÜV Rheinland</i>	 <i>Environment</i>	Santa Elisa estate
Organic production certification. Production of vinifera grapes <i>Ecocert S.A.</i>	 	Santa Elisa, Las Lomas, Las Lomitas and La Espuela estates
Organic processing certification, wine production <i>Ecocert S.A.</i>		Winery, covers some product lines.
Certified offsets of GHG emissions arising from the transportation of finished product <i>CarbonNeutral</i>		Wine transportation
Certification of Carbon Footprint measurement and verification. GHG Protocol, Carbon Footprint Assessment <i>CarbonNeutral. (Verificado por SGS)</i>		Entire organization
Certification of compliance with the Wines of Chile Sustainability Code, Green, Red, and Orange areas <i>SGS</i>	  	Entire organization
Certification of compliance with the Wines of Chile Sustainability Code, Purple area <i>SGS</i>	  	Wine tourism service at the Santa Elisa estate
B Corp Certification <i>Sistema B Chile</i>	 	Entire organization

Table 7: Cono Sur current certifications at year-end 2024

B CORP Recertification

After an intense evaluation process, in 2024 Viña Cono Sur was recertified as a B Company, a designation that recognizes enterprises that meet high environmental management, governance, and social performance standards.

A member of the global B Corp community since 2021, with this recertification the company reaffirms its sustainable commitment to its employees, the community, and the environment, showing once again its drive to attain the highest global standards in social, environmental, and product

quality spheres. According to the results of the evaluation, the company performed best in the Environment and Workers areas, most notably for its many actions related to ecological vineyard management, its pursuit of optimal energy use at all production sites, and its ongoing efforts to reduce water consumption in the winemaking cellar.

Highlights in the Workers category include the implementation of occupational risk prevention programs and quality of life plans that offer a variety of benefits to company employees.

1.23 Economic performance

“To define our objectives and plan our activities with the aim of being an efficient and profitable company.”

As the wine industry continued to cope with the aftereffects of the pandemic and the global economic crisis, a slight recovery was observed in 2024, with some encouraging signs that allowed us to identify new opportunities and address challenges with resilience and innovation. In this context, Cono Sur’s corporate pillars provided a guide for decision making, reaffirming the company’s commitment to its team, its suppliers, its customers, the community, and the environment.

The United Kingdom, Cono Sur’s main export destination, maintained its volume share of around 50% of total shipments. The EMEA zone recorded an 8.4% increase over the previous year, reaching 27.4% of the total share.

The Americas displayed a similar scenario, with an increase of 12.5% compared to 2023. This zone represented 12.2% of company shipments in 2024. Lastly, the Asia-Oceania zone and the domestic Chilean market maintained their shares of sales by volume at around 10% and 2%, respectively, falling slightly from 2023 levels.

11: EMEA is a geographical designation referring to Europe, the Middle East and Africa. For the purposes of this report, EMEA does not include the United Kingdom. Given its importance, this market is analyzed separately and specifically.



GOVERNANCE SPHERE

	2023	2024
Sales by volume (9-liter cases)	3.945.873	4.025.713
Change in volume over previous year	-	+ 2,02%

Table 8: Total sales by volume, 2024 vs. 2023

The 2024 Income Statement by Function for Viña Cono Sur S.A. is presented below.

Income Statement by Function, Viña Cono Sur S.A.	December 2024 (Thousands of CLP)	December 2023 (Thousands of CLP)
Income from regular activities	88.717.212	74.451.800
Cost of goods sold	(65.508.563)	(55.519.224)
Gross Earnings	23.208.649	18.932.576
Other income	297.328	83.883
Administrative expenses and distribution costs	(12.756.917)	(11.493.930)
Other expenses, by function	(113.275)	(221.238)
Income from operating activities	10.635.785	7.301.291
Financial income	-	7.562
Financial costs	(1.498.641)	(1.253.823)
Share of profit (loss) of associates and joint ventures	(40.984)	42.198
Exchange rate variations	(671.028)	(708.509)
Gain (loss) on Indexed Assets and Liabilities	158.484	194.560
Net income before taxes	8.583.616	5.583.279
Income taxes	(1.812.499)	868.695
Net income	6.771.117	4.714.584

Table 9: Income statement by function of Viña Cono Sur S.A. for the 2024 period, with comparative figures for 2023.

Viña Cono Sur S.A. Equity

Equity	December 2024 (Thousands of CLP)	December 2023 (Thousands of CLP)
Equity	57.524.288	62.745.662

Table 10: Viña Cono Sur S.A. equity at year-end 2024, compared to 2023.





II. ABOUT THIS REPORT

2.1 Objective, scope, and term of the report

This report provides a summary of Viña Cono Sur's impacts on aspects of sustainability for the 2024 fiscal year, as well as the results the company achieved and commitments it adopted in that same sphere over the same period. The preparation and publication of this report is part of senior management's commitment to the company's sustainable corporate development.

To enhance the consistency and coherence of the content contained herein, some information

is reported for the "agricultural year," which runs from June 1, 2023 to May 31, 2024.

The information used in this report has been reviewed and validated internally and is also traceable and verifiable. It should be noted, however, that this Report has not been subject to third party verification.

For questions related to this report, please contact:

Alex Canto Jara

Corporate Development Department
alex.canto@conosurwinery.cl

Calle Pisagua 312. Chimbarongo, Chile.
Phone: +56 2 2476 2730

2.2 Report Contents

This report has been issued in accordance with the Global Reporting Initiative's 2021 standards and subsequent updates. Information on the impacts generated, results obtained, and commitments adopted by Viña Cono Sur in regard to sustainability has been organized under "Material Topics." The analysis has been conducted from an internal perspective, based on information from primary and secondary sources, including internal and external stakeholders identified during its preparation.

To ensure the accuracy and reliability of the information herein, this report was reviewed by the Sustainability Committee and approved by the Chief Executive Officer prior to publication.



2.3 Review and validation

The information contained in this Sustainability Report was collected, organized, and systematized by Viña Cono Sur's Sustainability Area and subsequently underwent an internal analysis in which the most relevant topics for the organization and its stakeholders were identified and ordered.

As part of this process, in 2024 new information that could potentially influence the materiality analysis was incorporated. Lastly, all Material Topics were submitted to senior management for validation prior to the report's publication.

2.4 Material Topics

The Material Topics included in this report correspond to those issues that generate the most significant impacts, positive and/or negative, in the environmental, social, economic and governance spheres, including aspects related to human rights, as a result of Viña Cono Sur's operation.

The topics are identified through an ongoing materiality assessment process that considers

both actual and potential impacts, as well as the priorities and expectations of internal and external stakeholders. This approach allows us to focus our strategy on aspects that represent the greatest challenges to, and opportunities for, the creation of sustainable value.



2.5 Materiality Analysis 2024 Update

In 2024, Viña Cono Sur conducted a new stakeholder consultation as part of its commitment to continuous improvement and accountability. For this purpose, a structured survey of material topics was designed and implemented with a variety of key stakeholders, including:



Cono Sur employees from different company areas and hierarchical levels



Customers and distributors in both domestic and international market



Suppliers and contractors active in our supply chain



Regulatory authorities and entities with which we maintain institutional ties

The objective of this survey was to identify and rank the topics that different groups consider most relevant in terms of their impact on the environment and their influence on decision making.

The results obtained provided input for the 2024 Materiality Matrix, a tool that brings to light shared priorities within the most relevant topics, from two main perspectives:

- 1 Actual or potential impact on Cono Sur's operations, evaluated from the perspective of risk, opportunity, magnitude, and likelihood.
- 2 Level of importance assigned by stakeholders, based on their expectations, concerns, and degree of involvement with the company.

 GOVERNANCE SIGNIFICANT MATERIAL TOPIC SPHERE	Sustainable Development	Quality products Responsible environmental management Certifications and accreditations
	Communication channels for obtaining information from Cono Sur	Social networks (LinkedIn, Instagram, Facebook) Web page www.conosur.com
 SOCIAL SIGNIFICANT MATERIAL TOPIC SPHERE	Workers	Workplace environment Quality of life Training and education
	Community	Creation of job opportunities Environmental impacts on local communities Viña Cono Sur's participation in community activities
 ENVIRONMENTAL SIGNIFICANT MATERIAL TOPIC SPHERE	Environmental management	Efficient water use Efficient energy use
 ECONOMIC SIGNIFICANT MATERIAL TOPIC SPHERE	Products and customers	Product quality Product innovation

Table 11: Material Topics for the 2024 period





III. STAKEHOLDERS AND COMMUNICATIONS

3.1 Stakeholders

Identifying stakeholders and their expectations is extremely important for sustainable development, as it allows the company to establish objectives that have emerged from a shared interest and will have a positive impact.

Viña Cono Sur has developed communication channels and stakeholder engagement processes that allow us to detect emerging issues in a timely manner and to establish and verify topics of common interest.

Stakeholder category	Identificación	
Partners and shareholders	Viña Concha y Toro	
Customers	Distributors, import monopolies	End consumers
Community	Municipality of Chimbarongo Communities near production sites	Regional institutes, schools, and universities Local institutions
Press and the media	Specialized press Wine media	Mass media Wine critics
Workers	Winery operators Administrative staff Marketing and export staff	Agricultural workers Senior managers and winemakers
Suppliers	Grape producers Suppliers of agricultural inputs Suppliers of office supplies Construction service providers Certification and verification service providers Suppliers of energy equipment and services Suppliers of winemaking inputs Suppliers of basic services	Freight service providers Wine suppliers Energy companies Employee benefit associations Personal protective equipment suppliers Area of Concha y Toro Holding that provides services to Viña Cono Sur
Inspection agencies	Agriculture and Livestock Service Health Ministry Energy Ministry Environment Ministry Electricity and Fuel Secretariat	Internal Revenue Service Labor Inspection Board National Forestry Commission Municipal inspectors
Unions and trade associations	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

3.2 Corporate Communications

Viña Cono Sur recognizes that communication is essential not only to conduct its business but also to remain engaged with its stakeholders. The media and communication channels used by Viña Cono Sur are outlined below.

Communication channels	
General and divisional management	Meetings with different areas, email, financial reports
Employees	Meetings with management, suggestion boxes, meetings of the Joint Health and Safety Committee, email, holding company in-house magazine, complaint channels on the website or complaint boxes, materiality surveys, performance evaluations, social networks, posts on bulletin boards, text messaging
Direct customers (importers and distributors)	Visits to Cono Sur facilities, website, contact with Export Manager
Authorities and inspection entities	Email, visits to Cono Sur facilities, telephone
Certifying agencies	Email, visits to Cono Sur facilities, telephone.
Local community	Website, telephone, visits to Cono Sur facilities, social networks
Suppliers	Email, telephone, visits to Cono Sur's facilities, supplier evaluations, second party audits
Consumers	Website, social networks.
Unions and trade associations	Visits to Cono Sur facilities, meetings, email, telephon

Corporate communications issued by Viña Cono Sur, including those related to material topics, are initiated and managed by the Communications area.

In turn, each external requirement related to sustainability is referred to the corresponding company area to ensure a timely and accurate response. The Sustainability Committee plays an important role in this process, providing technical and methodological support to operational areas for analyzing, generating, and delivering information.

3.3 Communications on sustainability

Internal communication for staff on sustainability topics is carried out via talks and digital platforms. External communications, on the other hand, are channeled through social networks and the official website, www.conosur.com, which has a news section that publishes content related to winegrowing and winemaking, organic management, certifications, and other topics.

This Sustainability Report plays a crucial role in our communication as well, as it allows us to report on impacts and relevant developments in this sphere in an organized, comprehensive, and consistent way. The report is distributed through various internal and external channels, including via email and on the Cono Sur website, among others.

3.4 Social networks



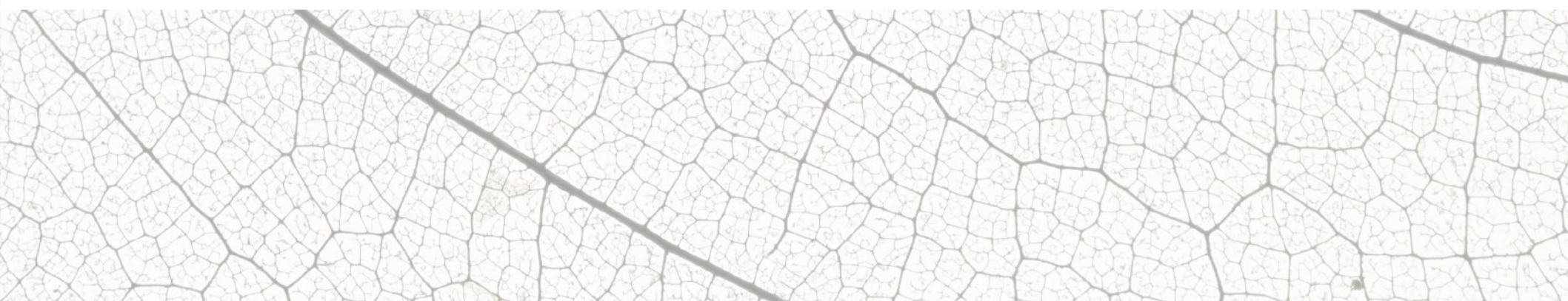
Social networks play an important role in building our corporate image and positioning the Viña Cono Sur brand. Through these channels, the company communicates its sustainable philosophy in a personal, transparent, and detailed manner, forging a positive connection with its audiences.

In 2024, Facebook remained the social network where we had the largest number of followers, reaching more than 146,000 users in our Latam regional account.

LinkedIn has established itself as a strategic space to establish links with key business and professional audiences. By 2024, Viña Cono Sur's corporate LinkedIn account had more than 7,000 followers, allowing the company to

create specialized content and interact with a variety of stakeholders on topics such as innovation, sustainability, and responsible management.

As for Cono Sur's official website, 2024 saw a significant increase in traffic, with more than 162,000 visits, a major rise over the 72,000 visits recorded in 2023. This upswing reflects the fact that consumers and stakeholders are looking for more direct information and responding positively to our digital positioning moves.





IV. OUR PRODUCTS AND CONSUMERS

4.1 Wines of Quality



Since its inception, Viña Cono Sur has clearly and firmly maintained its objective of conquering the market of fine wines for export. Quality is a central part of this development strategy, which seeks to build high-value brands and achieve customer and consumer satisfaction. Some of the most notable awards and honors the winery obtained in 2024 are listed below.

Category	Variety	Vintage	Award - Honor	Awarded by
Ocio	Pinot Noir	2021	Medalla Master	Global Pinot Noir Masters 2024
Ocio	Pinot Noir	2021	Top 100 Wines of Chile	James Suckling
20 Barrels	Syrah	2021	Top 100 Wines of Chile	James Suckling
20 Barrels	Chardonnay	2022	94 Points	Descorchados, 2024 edition
20 Barrels	Sauvignon Blanc	2023	97 Points Chosen one of Chile's best Sauvignon Blancs	Descorchados, 2024 edition
20 Barrels	Cabernet Sauvignon	2020	94 Points	Descorchados, 2024 edition
20 Barrels	Pinot Noir	2021	Gold Medal and 95 points	Decanter World Wine Awards
Single Vineyard	Riesling	2023	Gold Medal	Global Riesling Masters
Reserva Especial	Riesling	2023	Gold Medal	Global Riesling Masters
Bicicleta	Riesling	2023	Gold Medal	Global Riesling Masters
Ocio	Pinot Noir	2020	96 Points	Susie & Peter Richards MW
Silencio	Cabernet Sauvignon	2019	96 Points	Susie & Peter Richards MW
Single Vineyard	Riesling	2022	95 Points	Susie & Peter Richards MW
Cono Sur Winery, Best Producer 2024				Susie & Peter Richards MW
Cono Sur Winery, Top 100 Premium Wine & Spirits Brands				Luxury Lifestyle Awards 2024
Matías Ríos, Head Winemaker, listed on the Top 100 Master Winemakers ranking				The Drinks Business 2024

Table 12: Notable awards and honors granted to Viña Cono Sur in 2024

4.2 Sustainable practices in grape and wine production



Sustainability is one of the three strategic pillars of the Cono Sur philosophy, and the company is constantly taking action to improve it throughout the production system, from the cultivation of vines to the shipment of its products to destination markets.



Grape production

Viña Cono Sur currently has 1,127.9 hectares of vineyards under production, distributed among different valleys in the regions of O'Higgins, Maule, and Bio-Bio. Among these, 306 hectares are managed organically.

Each estate has a production plan that follows the guidelines issued by the Agricultural Division, which are aimed at achieving the expected results in terms of both grape volume and technical quality.

The Winemaking area, for its part, is responsible for technically monitoring external producers to ensure that grapes purchased from third parties meet the technical requirements in regard to their state, condition, and attributes, ultimately allowing the company to produce wines of the highest quality for each category of wine.



Vinification

In 2024, vinification was carried out entirely at the Cono Sur winery on the Santa Elisa estate, including both estate-grown (71.4% of the total volume) and third-party (28.6%) grapes.

The winery's operation is governed by an Integrated Management System and certified under international standards such as ISO 9001 (quality management), ISO 14001 (environmental management), ISO 45001 (occupational health and safety management), and ISO 50001 (energy management). These certifications apply to 100% of the wines produced. Some product lines are also certified organic.

The winemaking process is subject to a variety of controls, inspections, and internal audits each season to ensure operational efficiency and the fulfillment of requirements applicable to each stage of production.



Bottling and packaging

Cono Sur wines are bottled and packaged by Concha y Toro, whose processing plants are certified under the BRCGS and IFS international quality and food safety standards.

Each wine shipped from the winemaking cellar to the bottling plant is analyzed in the laboratory to ensure it complies with the quality requirements established by the Winemaking Division and meets all applicable legal and regulatory requirements of both Chile and destination markets.

The Winemaking Division also has a traceability system that can identify each raw material, input, and component used at any stage of the production chain, from grape production to final shipment.

Some of Cono Sur's most important actions and commitments in each sphere are described below:



People

Viña Cono Sur promotes a work environment based on respect, diversity, and equal opportunity, ensuring the health and well-being of all its employees, and the company has established policies, standards, and procedures to ensure these principles are adhered to.

People management at Cono Sur focuses on strengthening competencies, developing talent, and fostering organizational commitment. One of the company's core initiatives in this area is the "We Want You Diverse, Healthy, and Happy" program, which combines actions in three areas: diversity (multiculturalism, gender balance, and inclusion), occupational wellness (physical and emotional health), and responsible alcohol consumption and drug prevention.



Environment

The company applies a comprehensive approach to environmental management that includes:

- Waste management: in accordance with current environmental legislation.
- Water efficiency: in both agricultural production and the winery.
- Energy efficiency: implementing optimization measures in all production units.
- Carbon footprint management: measurement, verification and emission reduction processes.
- Biodiversity protection: programs aimed at preserving and improving the ecosystems present on company estates.



Quality

Viña Cono Sur maintains rigorous standards for guaranteeing quality at every stage of the production process, including:

- Implementation of technical guidelines and standardized procedures in grape production and vinification.
- International certification of our quality management systems under the ISO 9001:2015 standard.
- Organic certification in agricultural and winemaking processes.
- Internal audits and ongoing quality controls, to ensure compliance with legal and regulatory requirements and internal standards.



Community

The winery maintains close ties with local communities, especially those near the Santa Elisa estate, where our productive operations are concentrated. The hiring of local workers is encouraged, making a direct contribution to the economic development of the areas around our production units.

4.3 Labels and labeling requirements for final products

The information shown on the labels of Cono Sur wines strictly complies with the regulations of their destination markets. Each label is reviewed and validated by Concha y Toro Holding's "Product Standards" area prior to being produced.

For European markets, labels include messages related to responsible consumption, restrictions for vulnerable groups, and other information required by current regulations. For Latin America, health warnings are incorporated in accordance with each country's legislation.

In the area of food safety, the addition of sulfur dioxide as a preserva-

tive agent is declared on back labels, as per our obligation to inform consumers of the presence of sulfites, a recognized allergen.

In addition, all product lines incorporate messages related to bottle recycling and include seals for current certifications, in strict compliance with the trademark requirements of the certifying bodies in question.

In 2024, there were no penalties or fines associated with incorrect information on product labels.

4.4 Responsible Marketing

Viña Cono Sur is committed to the accuracy, transparency, and veracity of the information disseminated in its marketing and advertising campaigns. Our strategy is aimed at complying with current regulations, transmitting appropriate messages to consumers, and avoiding practices that denigrate the competition.

Cono Sur's advertising adheres to the standards of the Chilean Code of Advertising Ethics issued by CONAR, the Council for Advertising Self-Regulation and Ethics.

During the 2024 reporting period, there were no incidents or negative observations associated with the winery's marketing communications.



4.5 Responsible wine consumption

Viña Cono Sur adheres to the Responsible Consumption Policy advanced by Concha y Toro Holding's corporate governance. As part of this policy, the company incorporates moderate consumption messages in its publications and promotional materials, both in social networks and on its official website (www.conosur.com).

In addition, through the program "Enjoy responsibly, from start to finish"¹², we actively promote awareness of responsible consumption practices among consumers and related communities.

4.6 Customer satisfaction

In order to stay informed about our direct customers' perceptions of Cono Sur's product quality and level of service, the company regularly conducts a global satisfaction survey. This instrument strives to be representative by attaining a required response rate covering at least 50% of the volume sold.

The latest satisfaction survey, conducted in 2024, included a total of 23 customers (importers and distributors) that together accounted for 74.2% of the volume sold in 2023. Some of the most relevant comments captured in the survey are listed below:

- Among the reasons why customers decide to work with and maintain a business relationship with Cono Sur, **"the quality of the wines"** is noted as the most valued factor.
- Regarding overall satisfaction, nine of the 23 clients surveyed stated that they were **"Very Satisfied"** and 10 affirmed that they were **"Satisfied."** In all, 19 of the 23 respondents had a general perception of the company within satisfactory margins. In the same vein, 21 of the 23 clients responding stated that they were "satisfied" or "very satisfied" with the overall business relations they have with Cono Sur.
- Regarding perceptions of Cono Sur's products, 20 of 23 respondents reported that the value for money ratio was good to excellent, and 19 of the 23 rated their overall perception of the brand's marketing as **"positive" or "very positive."**

The next satisfaction survey is planned for 2026, reiterating the company's commitment to ongoing quality and service improvement.

¹²: Link to the "Enjoy responsibly, from start to finish" program: <https://consumoresponsable.vinacyt.com/>.





V. ENVIRONMENT

"Prevent pollution of our environment every day through environmental programs with clear objectives and goals that guarantee the continuous improvement of our production systems. Our objectives focus on minimizing the waste generated and maximizing its reuse, using pesticides more efficiently by optimizing pest and disease monitoring, using water and energy resources efficiently, reducing greenhouse gas emissions, improving processes, and enhancing the quality of both raw materials and the wine."

5.1 Efficient use of resources

5.1.1 Energy

**Topic reported for the production period*

Viña Cono Sur has an energy management system that was certified in 2014. Today, that system is certified by TÜV Rheinland under the ISO 50001:2018 standard, valid until 2026.

As part of that management system, Viña Cono Sur conducts an annual energy review to evaluate the organization's performance in the previous year. The review measures parameters by agricultural year, so the results will be shown for the period running from June 2023 to May 2024.

To enable a comparative analysis of the company's different energy

sources, these are converted into a common unit, in this case megajoules (MJ).

Figure 6, below, shows total energy consumed at Viña Cono Sur over the last three agricultural years, by energy source. As the figure shows, LPG consumption dropped due to lower use by frost control towers, and electricity consumption also decreased thanks to reduced consumption in the winery and some irrigation systems.

Global energy consumption

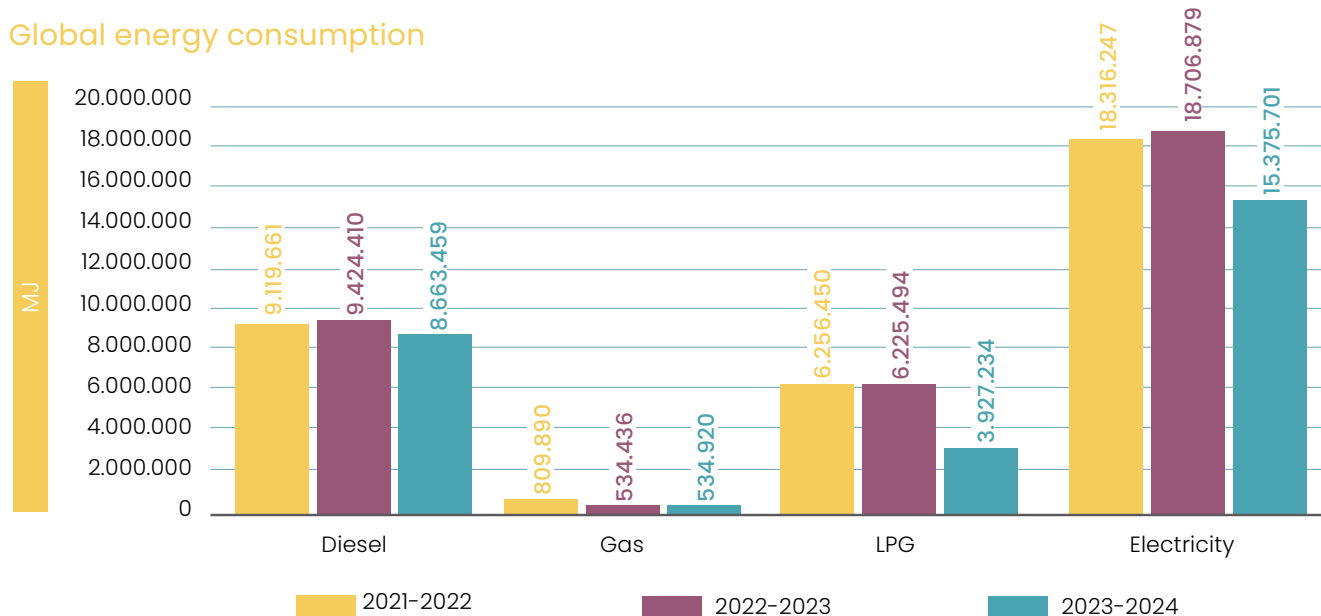


Figure 5: Energy consumed in recent agricultural years, in MJ.

Of all Cono Sur production sites, the winery consumes the greatest amount of energy, as the vinification of red and white wines requires the operation of boilers and cooling equipment. The next highest energy consumers are the Las Lomas, El Encanto, and Santa Elisa estates, where electricity for irrigation is the main use.

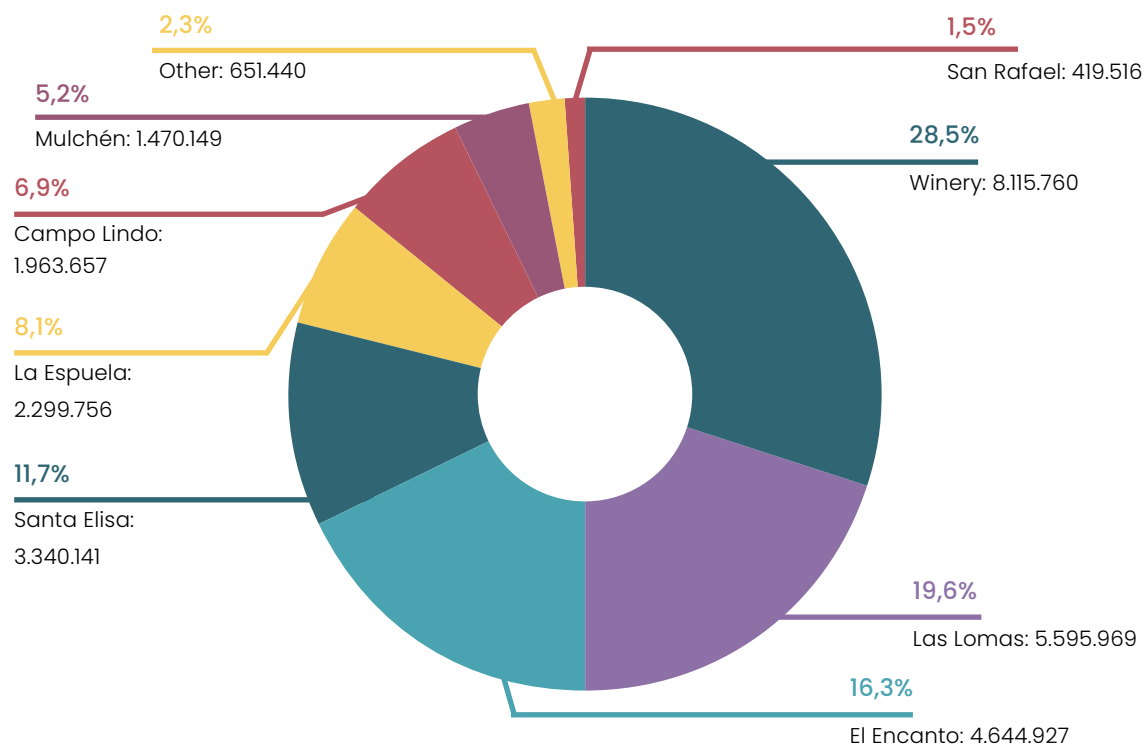


Figure 6: Energy consumed in the 2023-2024 agricultural year by site, in MJ and %.

In physical scope, Cono Sur's energy management system is limited to the Santa Elisa site, which is our main estate. This estate contains the company's first 300 hectares planted to vine and its only winemaking cellar, and its total energy consumption amounts to 40.2% of all energy consumed by the organization.



Energy intensity

LPG for vinification boilers continues to be the largest consumer of energy at the Santa Elisa estate, followed by diesel for agricultural machinery, then cooling equipment for wine fermentation control, and in fourth place, electricity consumed by irrigation equipment. Together, these four processes consume 62.4% of all the energy used at our main estate.

Main energy consumers, in MJ

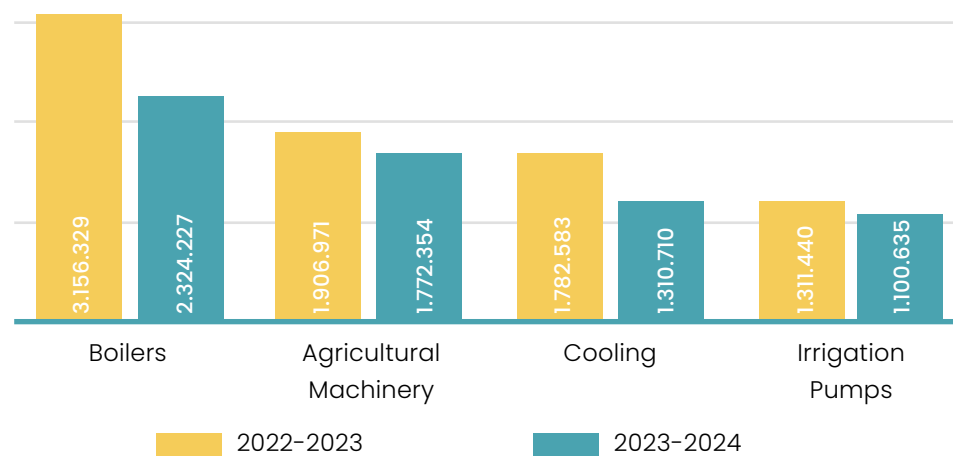


Figure 7: Leading energy-consuming processes at the Santa Elisa estate

Figure 8 shows energy consumed over the last two agricultural years by key processes at the main estate. All of these processes showed a drop in consumption, associated mainly with the lower volume of grapes vinified and water used.



In the 2023-2024 agricultural year, the Santa Elisa estate produced 2,980,013 kg of grapes, 16.7% less than in the previous season. Energy consumption¹³ reached 2,875,606 MJ, yielding a general indicator of 0.96 MJ/kg grapes, similar to the previous period.

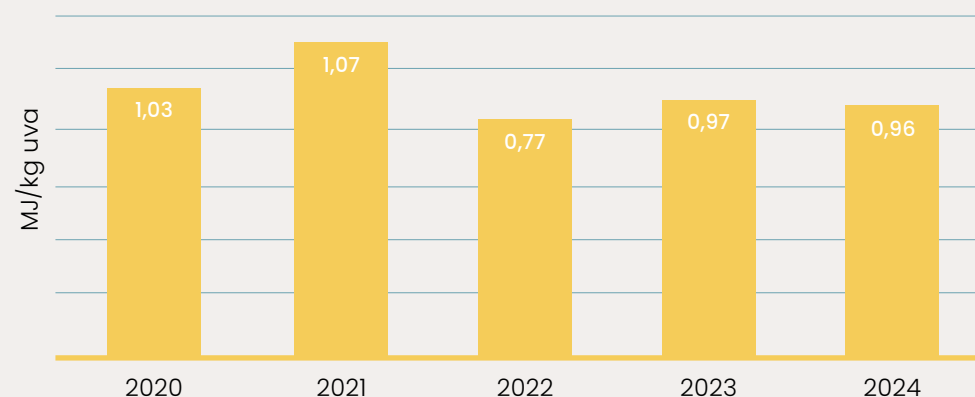


Figure 8: Energy intensity of the Agricultural Area, by agricultural year

In the 2024 harvest overall, the winery processed 18,662,148 kg of grapes and consumed 8,115,760 MJ of energy over the season, or 0.435 MJ/kg of grapes received. This represents a 10.4% increase in energy consumed per kg of grapes processed compared to the previous year (Figure 9).

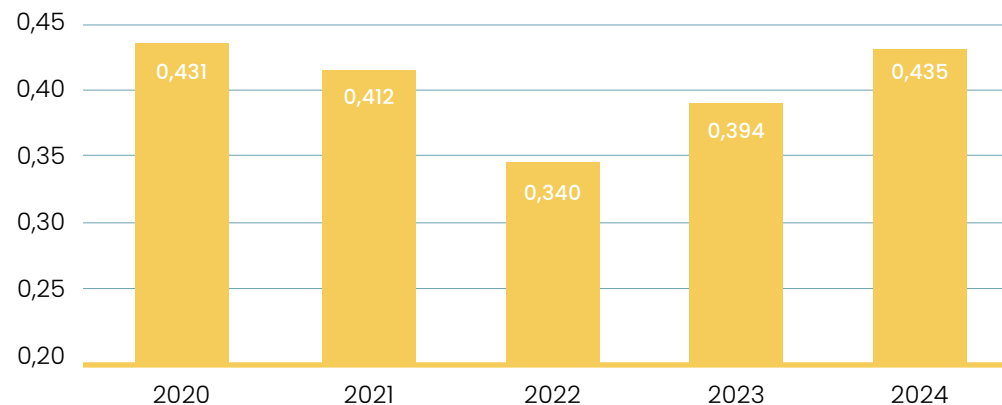


Figure 9: Energy intensity of the Agricultural Area, by agricultural year

¹³: Does not include energy used by the organization's pickup trucks.

Records indicate that the greater the volume of grapes vinified, the better the energy performance indicator is, as the following figure shows.

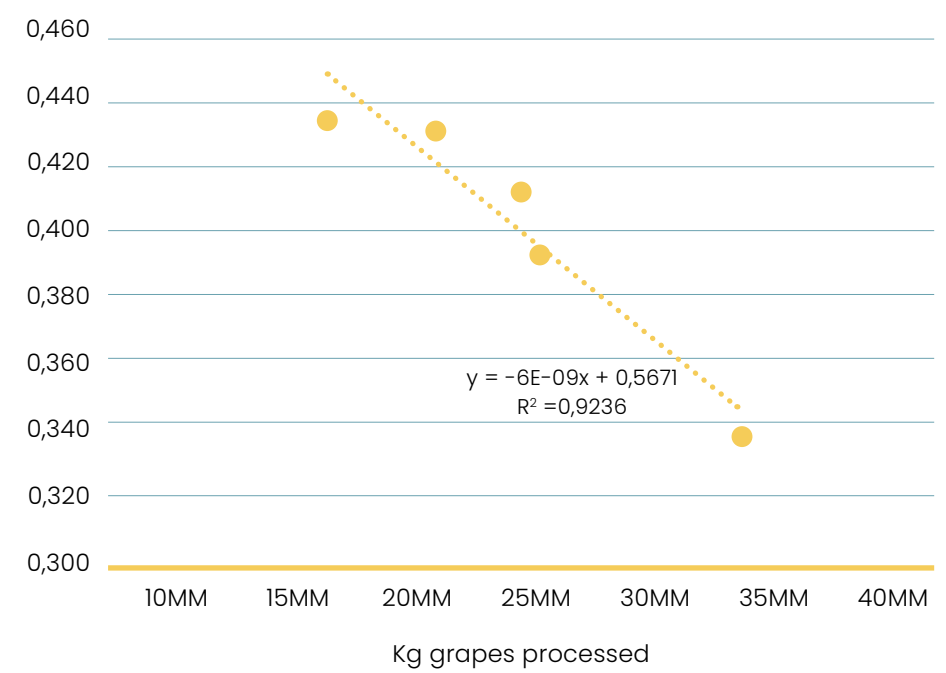


Figure 10: Relationship between KPI and production

Non-Conventional Renewable Energies

Currently, Viña Cono Sur has six photovoltaic plants operating at its estates and the winery, with a combined installed capacity of 1,350 kW.

The contract for the new photovoltaic plant to be located at the Mulchén estate is still in progress, and is expected to be signed by 2025 to allow construction to begin.

In 2024, Viña Cono Sur generated 1,243,569 kWh from its photovoltaic plants, of which 771,719 kWh were consumed in grape and wine production processes, and the rest injected into the grid.



External energy consumption

Cono Sur’s external consumption corresponds to the bottling process, a service provided by Concha y Toro. For this agricultural year, electricity use associated with this process dropped by 6.2% over the previous period.

	Unit	2021-2022	2022-2023	2023-2024	Variation
Bottling	MJ	5.351.192	7.056.040	6.615.835 ¹⁴	-6,2%

Table 13: Energy consumed by bottling in recent years.

5.1.2 Water usage and consumption

**Topic reported for the production period*

Water is a very important resource in grape production, as its scarcity can limit productivity. The aim of irrigating grapevines is to deliver the water the plants need to achieve the yield and quality expected by the wine-making team. These requirements are affected by factors such as geographic location, climatic conditions, variety, and stage of development. Efficient water use in irrigation begins with an adequate estimation of the needs of the vines. Viña Cono Sur has a professional team that is responsible for analyzing and assessing water needs in its vineyards and defining the frequency and duration of irrigation, to ensure the optimal amount of water is applied at precisely the right time. To manage this, all of our vineyards use drip irrigation and have systems in place that monitor edaphoclimatic variables.

14: Data obtained from the Greenhouse Gas Report.



The table below shows the volume of water used by each estate over the past two agricultural years:

Extraction category	Water Category	Winegrowing estates	Water extraction	N° of extractions	2022-2023	2023-2024	2023-2024	Year over year variation 2023-2024
					Megaliters	M ³	Megaliters	
NEH	Other water	Santa Elisa	Groundwater and surface water	1 canal 1 well	1.770,8	1.666.075	1.666,1	-5,9%
NEH	Other water	San Rafael	Surface water	1 canal	83,1	242.337	242,3	291,6%
NEH	Freshwater	Las Lomas	Groundwater	2 wells	1.709,0	1.559.370	1.559,4	-8,8%
NEH	Other water	La Espuela	Surface water	1 canal 1 well	612,8	599.871	599,9	-2,1%
NEH	Other water	El Estribo	Surface water	1 canal	523,9	524.254	524,3	0,8%
NEH	Freshwater	Mulchén	Surface water	1 canal	439,1	398.581	398,6	-9,2%

Table 14: Water consumption in the Agricultural Area, last three years

The table below shows the volume of water used in the vinification process over the past three agricultural years. Since the 2020-2021 agricultural year, water consumed in vinification has dropped, owing to the lower volume of grapes received for processing coupled with more

efficient water use. Overall, the 2023-2024 agricultural year showed a 23% reduction in the amount of water used.

Extraction category	Water Category	Winegrowing estates	Water extraction	N° of extractions	2021-2022 Megaliters	2022-2023 Megaliters	2023-2024 M ³	2023-2024 Megaliters	Variation
NEH	Freshwater	Winery	Well	1 well	38,5	34,8	26.919	26,9	-22,7%

Table 15: Comparison of water consumed in the winemaking cellar in recent agricultural years.

5.1.3 Materials

Agricultural inputs

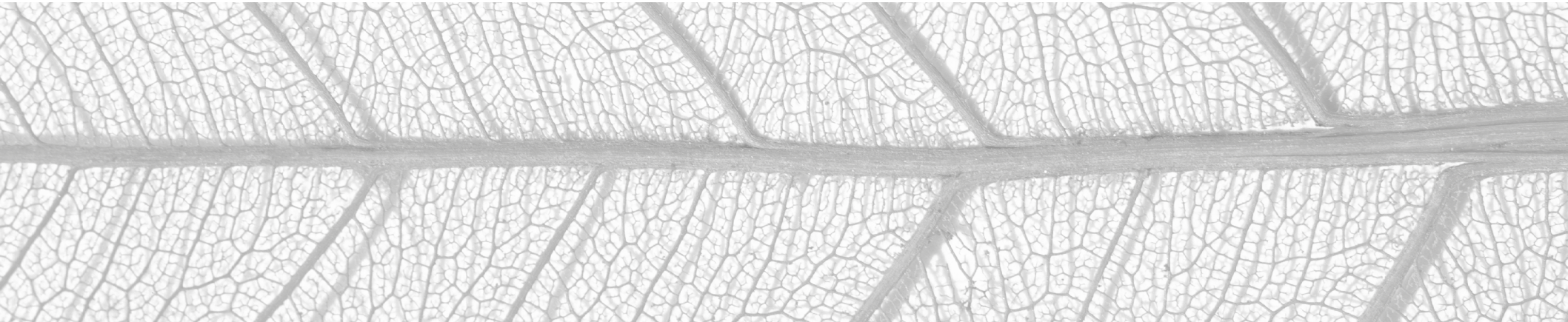
**Topic reported for the production period*

The quantity of agrochemicals used can vary significantly from year to year, mainly depending on climatic conditions, vineyard management, and production decisions. Together, these factors help determine the vines’ need for fertilizers, phytosanitary products for controlling pests and diseases, and herbicides.

Products	2022-2023			2023-2024		
	Kg	L	M3	Kg	L	M3
Conventional fertilizers	64.690	87.065	-	419.004	435.525	-
Organic fertilizers	8.574	7.019	-	19.008	7.006,6	-
Conventional phytosanitary products	180.931	3.993	-	310.687	4.543	-
Organic phytosanitary products	52.908	733	-	5.585,6	2.343,4	-
Herbicides	811	1.530	-	379.8	3.380,5	-
Organic amendments (guano, compost)	3.144.320*	-	-	0	-	749

(*): kg of dry material applied.

Table 16: Agricultural inputs used in the 2022-2023 and 2023-2024 agricultural years.



Winemaking inputs

In 2024, there was a further reduction in the use of winemaking inputs, mainly related to the lower volume of grapes processed compared to the previous year.

The most significant reductions were observed in the consumption of gas, fining agents, nutrients, and oenological additives, all of which are directly associated with the volume of grapes entering the winery for processing.

The amount of inputs used for filtering and cleaning was similar to 2023, as these supplies are related more to the volume of wine cellared than to the quantity of grapes vinified.

Category	2023				2024			
	Kg	l.	M3	Un	Kg	l.	M3	Un
Gas (kg)	38.169	107.037	30	–	26.576	83.832	30	–
Wine filtering supplies	26.664	–	–	–	38.386	–	–	–
Enzymes	1.662	80	–	–	616	120	–	–
Oak	7.140	0	–	–	6.180	–	–	3.431
Cleaning and sanitizing supplies	37.676	12.666	–	–	37.545	458	–	–
Yeast	175	–	–	–	155	–	–	–
Nutrients	20.835	–	–	–	11.628	–	–	–
Oenological additives	49.234	–	–	–	30.076	–	–	–
Fining agents	40.213	–	–	–	23.110	–	–	–
Total	232.270	119.783	30	–	174.272	84.410	30	3.431

Table 17: Winemaking supplies used in 2023 and 2024.

Packaging materials and supplies

As for materials used in the bottling and packaging process, there was a general increase of 7.5% in the total weight of supplies used compared to the previous season.

Glass is the main input¹⁵, representing 89.6% of all materials used for packaging, by weight.



Materials, Tons	2021-2022	2022-2023	2024 ¹⁶	Variation ¹⁷
Glass bottles	12.499,9	9.633,6	10.284,2	6,8%
Foil capsules, Muselet (aluminum), screw caps	111,1	86,94	103,6	19,2%
PVC capsules	0,96	0,75	0,84	12%
Tin capsules	1,22	1,32	0,06	-95%
Labels	64,2	49,4	41,1	-16,8%
Cardboard	1159,2	867,9	1016	17,1%
Corks	29,8	18,87	15,6	-17,3%
Bag in box (BIB)	9,97	8,15	13,7	68,1%
Wooden cases	11,9	13,3	7,7	-42,1%
Total	13.888,3	10.680,2	11.482,8	7,5%

Table 18: Materials used in the bottling process, 2021-2024¹⁸

15: 31.5% of the raw material comes from recycled bottles. Memoria Integrada Cristalerías de Chile 2024.

16: Measurement is now by calendar year.

17: 2024 calendar year vs 2022-2023 agricultural year.

18: Greenhouse Gas Protocol (Dual Reporting) Report for Viña Cono Sur 2020-2021, 2021-2022 and 2022-2023. Reporte de emisiones de GEI 2024.

5.2 Carbon Footprint

**Topic reported by agricultural year*

Up to the previous report, the greenhouse gas emissions inventory was measured by agricultural year (June to May) and was last verified for the 2022-2023 period. Beginning in 2024, Viña Cono Sur adopted the methodology used by Concha y Toro Holding, which measures GHG emissions per calendar year. This change also incorporated new emission sources, and so the results of this past year are not comparable to previous greenhouse gas inventories. For this reason, 2024 has now become the new carbon footprint base year.

The following tables present emissions for the last three agricultural years, by scope. It also breaks down total emissions by emission source.

Summary by scope, market-based

Scope	2021 - 2022 ton CO ₂ e	2022 - 2023 ton CO ₂ e	2024 ton CO ₂ e	Variation
Scope 1	1.849,5	2.026	3.184	54,9%
Scope 2	2,2	0	0	0%
Scope 3	39.295	31.044	32.815	6,2%
Total	41.147	33.070	35.999	16,3%

Table 19: Comparison of GHG emissions over the last three periods, market-based

Summary by scope, market-based

Scope	2021 - 2022 ton CO ₂ e	2022 - 2023 ton CO ₂ e	2024 ton CO ₂ e	Variation
Scope 1	1.849,5	2.026	3.184	57,2%
Scope 2	1.463	1.203	1.107	-8,0%
Scope 3	39.882	31.623	32.815	3,8%
Total	43.195	34.852	37.106	6,5%

Table 20: Comparison of GHG emissions for the last three periods, location-based

The figure below details emissions by source.

Scope	Category	Cono Sur
Scope 1	Stationary Sources	578
	Mobile Sources	733
	Emissions from Processes	13
	Soil Emissions	1.409
	Fugitive Emissions	282
	Fertilizers	169
Scope 2	Electricity consumption	-
Scope 3	Cat 1 - Goods and Services	18.487
	Cat 2 - Capital Goods	1.042
	Cat 3 - Fuel and Energy-related Activities	234
	Cat 4 - Upstream Transportation and Distribution	813
	Cat 5 - Waste Generated in Operations	43
	Cat 6 - Business Travel	86
	Cat 7 - Employee Commuting	129
	Cat 9 - Downstream Transportation and Distribution	11.511
	Cat 12 - End-of-Life Treatment of Sold Products	470
Overall total		35.999

Table 21: Emissions by source, 2024, market-based





Emission intensity

This global indicator corresponds to tons of CO2 released for each ton of wine bottled and sold over the year. For 2024, this indicator remained stable in comparison to the 2022-2023 agricultural year, reaching 0.892 tons CO2/ton of wine.

	2021-2022	2022-2023	2024
Wine sold, tons	44.057	37.149	40.345
Tons CO2	41.147	33.070	35.999
Tons CO2/tons of wine	0,934	0,89	0,892

Table 22: Emission intensity over the past three years

5.3 Waste generated

The table below presents the non-hazardous solid waste generated and managed over the last three years:

Type of Waste	2022	2023	2024	Unit	Use
Household-like waste	17,21	16,0	18,6	Ton	Removal, final disposal, authorized landfill
Pomace and stems	4.510	2.147	3,29	Ton	Valorization, reuse
Lees and clay	480	390	317,7	Ton	Valorization, preparation for reuse
Plastics	2,57	4,2	0,22	Ton	Valorization, recycling, plastics
Paper, cardboard	1,7	1,0	0,1	Ton	
Glass	3,2	2,2	2,3	Ton	Valorization, recycling, glass
Empty pesticide containers	474	223	526	kg	Removal, final disposal, authorized landfill

Table 23: Non-hazardous solid waste generated by Cono Sur, recent years

*Topic reported by agricultural year

Regarding non-hazardous solid waste generated in different winemaking processes, 90.6% corresponds to pomace and stems, some of which is used to produce organic fertilizer, while some is used by a supplier as raw material for making oenological inputs.

All waste listed in the table above was managed by an authorized waste disposal company and declared to the relevant authority. Only household-like waste, representing 0.5% of the total, was sent to landfills.

Hazardous waste generated in Viña Cono Sur's different processes is removed every six months by the firm Servicios Técnicos Urbanos, which handles its final disposal through authorized hazardous waste disposal companies such as Hidronor, Ecobio, and Degraf..

The table below shows the volume of hazardous waste generated over the past three years. An increase in the volume of this type of waste was observed in 2024, mainly due to the removal of 1,972 kg of soil contaminated with hydrocarbons, which occurred when a hopper truck belonging to an external supplier and transporting pomace and stems leaked hydraulic oil. All the contaminated material was sent to Hidronor.

	2022	2023	2024
Total hazardous waste in kg	4.195	4.238	5.371

Table 24: Hazardous waste generated per season.

Liquid industrial waste

**Topic reported for the production period*

Liquid industrial waste (LIW) treatment is handled externally by Biodiversa, a company owned by ESSBIO. The table below shows LIW generated over the 2021–2024 period.

	2021-2022	2022-2023	2023-2024
LIW, m³	38.009	30.741	21.294

Table 25: LIW discharged by Viña Cono Sur, in cubic meters

LIW generated in the 2023–2024 agricultural year was lower than in the previous period mainly due to the lower volume of grapes processed.



5.4 Biodiversity

Viña Cono Sur has areas specially set aside for the protection and conservation of flora and fauna in each of its estates. These zones provide habitat and shelter for diverse animal and plant species. To preserve these areas, the company has developed safeguarding protocols and defined access restrictions, which are disseminated internally to ensure they are respected.

In 2022, Viña Cono Sur commissioned the Universidad Mayor to conduct a biodiversity study at the Santa Elisa, Las Lomas and La Espuela estates, to identify the species present and determine their degree of vulnerability in order to protect them. This study produced the following findings.

Santa Elisa estate, Chimbarongo	Las Lomas estate, Peralillo	La Espuela estate, San Clemente
		
27 species registered, only one of which is endangered	19 species registered, all within the Least Concern category	35 species registered, all within the Least Concern category
		
34 species registered, three of which are endangered, one vulnerable, and one near threatened	10 species registered, one of which is endangered	13 species registered, all within the Least Concern category

Table 26: Species registered in the Biodiversity Study conducted in 2022 by the Universidad Mayor, including those currently protected¹⁹.

19: As per the Red List of the International Union for Conservation of Nature.





VI. WORKFORCE & EMPLOYEES

6.1 Workforce and turnover rate

In 2024, Cono Sur had 154 permanent employees, most of them (65%) based in O'Higgins Region, where the winery and two of the company's largest estates, Santa Elisa and Las Lomas, are located.

In terms of gender composition, 80% of permanent staff members are men, reflecting higher male participation, especially in the agricultural and winemaking areas.

In terms of age, 77.19% of company staff are between 30 and 60 years of age, indicating an experienced, stable, and mature workforce. Just 12.03% of workers are under 30 years of age (all of them of legal age), and 10.78% are over 60 years of age.

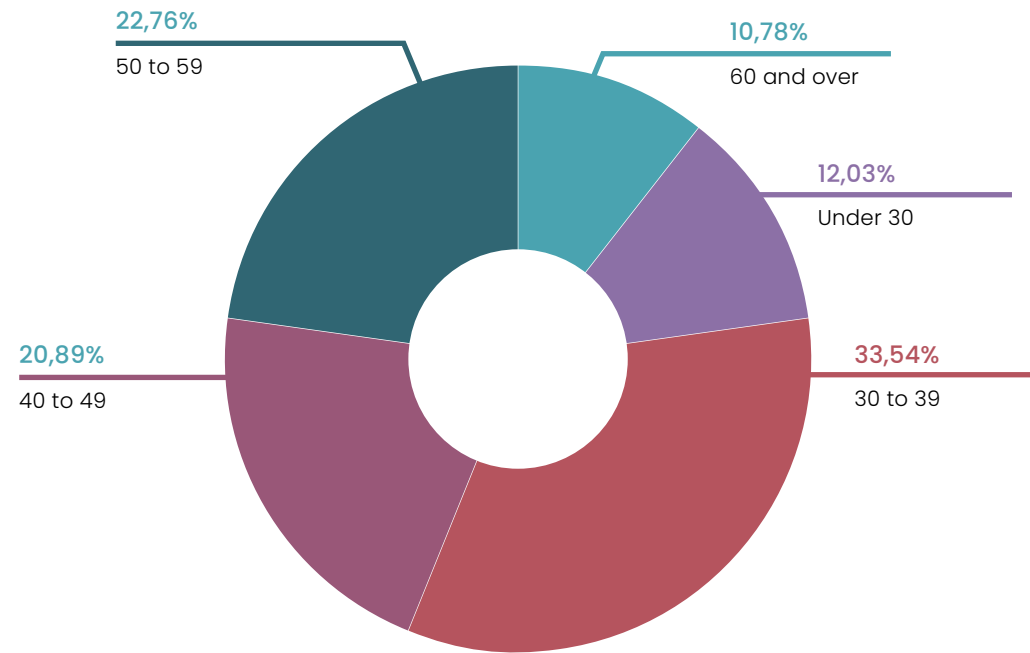


Figure 11: Permanent staff distribution by age range.

Harvesting is carried out between February and May and there is a high demand for labor during this period, as the grapes have to be picked and inspected and winemaking processes are intensive. For this reason, to guarantee its quality and operational efficiency standards, Cono Sur hires seasonal workers at this time both in the winery and on its winegrowing estates.

In 2024, 73 seasonal workers were hired in all, representing 32% of the total. Seasonal workers are hired exclusively in the operational and agricul-

tural areas, while the administration, export, and sales areas have only permanent staff.

Viña Cono Sur promotes fair working conditions for all personnel, including seasonal workers, ensuring it meets current labor regulations and provides staff with safe working conditions, suitable working hours, and the training they require to properly perform their duties.

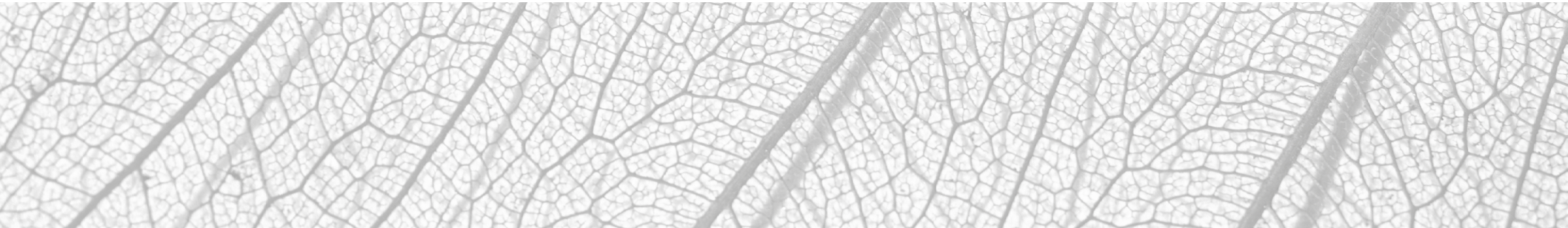
The following table shows the distribution of Cono Sur’s workforce by gender and region.

	2023							2024						
	Permanent contract			Seasonal contract				Permanent contract			Seasonal contract			
	♀	♂	Total perm.	♀	♂	Total Temp.	Total 2023	♀	♂	Total perm.	♀	♂	Total Temp.	Total 2024
Region V, Valparaíso Campo Lindo estate. San Antonio* El Encanto estate. San Felipe*	1	13	14	1	2	3	17	1	6	7	0	0	0	7
Region XIII, Metropolitan Santiago Head Office, Las Condes, Santiago	11	7	18	0	0	0	18	11	10	22	0	0	0	22
Region VI, O’Higgins Winery Chimbarongo Fundo Santa Elisa, estate, San Rafael. Chimbarongo. Las Lomas, Las Lomitas, Las Hijuelas estates. Peralillo	19	94	113	15	60	75	188	14	85	99	13	50	63	162
Region VII, Maule La Espuela and El Estribo estates, San Clemente	3	10	13	4	2	6	19	2	11	13	4	2	6	19
Region VIII, Bio Bio Mulchén estate	2	7	9	1	3	4	13	1	7	8	1	3	4	12
Outside of Chile	1	8	9	0	0	0	9	1	4	5	0	0	0	5
Total**	37	139	176	21	67	88	264	30	123	154	18	55	73	227

(*): The Campo Lindo and El Encanto estates, both in Valparaíso Region, were not operational in 2024.

(**): Viña Cono Sur does not employ part-time workers.

Table 27: Cono Sur workforce in 2023 and 2024. Distribution by region, type of contract, and gender.



Most staff turnover shown for 2024 was non-voluntary and is related to the closing of operations at the El Encanto and Campo Lindo estates. This situation led to a significant increase in this indicator.

Cono Sur employee turnover rate	2023	2024
Exit rate	20,53%	33%

Table 28: Staff turnover rate, 2024 versus 2023



6.1.1 Labor force management

At harvest time, which runs from February to May, the labor requirements of the winery increase significantly. In the agricultural units, winter pruning also requires additional workers.

These needs are met primarily by hiring workers from local communities. In the winery, new hires undergo a rigorous, comprehensive onboarding program to ensure harvest-related tasks are carried out safely and efficiently.

Permanent staffing changes occurred in 2024 as a result of structural changes in different operating units aimed at boosting efficiency and responding to new business challenges.



6.2 Occupational health and safety

6.2.1 Occupational health and safety management system

Occupational health and safety are strategic pillars of Viña Cono Sur's management and operation. Each production area has an OHS Prevention Program aimed at identifying, evaluating, and mitigating risks associated with its activities.

This information is incorporated into our Integrated Management System, where the work of the Prevention Department can be systematically planned and prioritized based on the results of the risk assessment.

The company is certified under the ISO 45001:2018 standard for Occupational Health and Safety Management Systems - Requirements, the scope of which includes the winery, laboratory, administrative offices, and agricultural areas of the Santa Elisa estate. These units collectively account for 39% of total staff. However, risk prevention extends to all Cono Sur operations.



6.2.2 Accident rate and lost time injury rate (LTIR)

Two objectives the company has defined in the area of prevention are to maintain the additional workers' compensation employer contribution rate of 0.34% established in 2023 and to achieve a reduction in the next evaluation process²⁰ in order to reach the basic contribution rate.

Location (Region)	Site	Production system	2023		2024	
			Nº accidents	Work days lost	Nº accidents	Work days lost
Metropolitan Region	Head Office	Administration	0	0	0	0
Region V	El Encanto estate*	Agriculture	3	5	---	---
	Campo Lindo estate*					
Region VI	Las Lomas, Las Lomitas, Las Hijuelas estates, Santa Elisa estate and winery.	Agriculture	14	51	4	71
		Vinification, administration				
Region VII	La Espuela estate, El Estribo	Agriculture	0	0	0	0
Region VIII	Mulchén estate	Agriculture	0	0	0	0
Total			17	56	4	71

(*): These sites were not operational in 2024

Table 29: Number of accidents and work days lost per site, 2023 vs. 2024

20: In accordance with Supreme Decree No. 67 of the Labor and Social Welfare Ministry, the employer contribution rate is evaluated every three years, with years running from June 1 to May 31 of the following year.

The table below displays accident and lost time injury rate indicators and their distribution by region and gender, respectively.

2024								
Indicador		V	RM	VI	VII	VIII	Totales	
Average workforce	♀	11	1	19	2	1	34	172
	♂	10	6	104	11	7	138	
N° accidents	♀	0	0	0	0	0	0	4
	♂	0	0	4	0	0	4	
Work days lost	♀	0	0	0	0	0	0	71
	♂	0	0	71	0	0	71	
Accident rate (%)	♀	0	0	0	0	0	0	2,32
	♂	0	0	3,8	0	0	2,89	
Lost time injury rate	♀	0	0	0	0	0	0	41,27
	♂	0	0	68,26	0	0	51,5	
Fatalities	♀	0	0	0	0	0	0	0
	♂	0	0	0	0	0	0	

Table 30: Accident statistics by gender and region, 2024



6.2.3 Joint Health and Safety Committees

In compliance with Supreme Decree No. 54/1969 of the Labor and Social Welfare Ministry, Viña Cono Sur has a Joint Health and Safety Committee (CPHS in Spanish) in each workplace that has more than 25 employees. The committee’s main function is to identify and manage occupational risks to ensure workers are protected.

Each Joint Committee includes representatives from company management and from the workers and is supported in its work by the Prevention Department and the applicable administrative agency of Law No. 16,744.

The resolutions issued by these entities are binding on the operating units. In 2023, the joint committees of the Santa Elisa and Las Lomas estates renewed their terms until 2025. In addition, a new joint committee was formed at the La Espuela estate, as the number of personnel at that site increased beyond the threshold.

The following table shows the gender distribution of Joint Committee members.

Site, CPHS	Location	Created / Renewed	Composition (regular and alternate members)					
			Workers' Representatives			Management Representatives		
			♀	♂	Total	♀	♂	Total
CPHS, Las Lomas estate	Peralillo, O'Higgins Region	11/10/2023	0	6	6	3	3	6
CPHS, Santa Elisa estate	Chimbarongo, O'Higgins Region	06/11/2023	0	6	6	0	6	6
CPHS, La Espuela estate	San Clemente, Maule Region	23/02/2023	1	5	6	1	5	6

Table 3i: Joint Health and Safety Committees operational as of December 2023 in work sites with more than 25 employees.

6.2.4 Fines, penalties, and inquiries related to occupational health and safety

In 2024, although the competent authorities did carry out inspections at Cono Sur, no fines were levied in relation to occupational health, hygiene, and safety matters.

6.3 Freedom of association and collective agreements

Viña Cono Sur fully complies with all current labor legislation regarding freedom of association and the right to organize. There are currently no labor unions at the company's operational sites, and thus there are no direct collective bargaining agreements. However, some workers are affiliated with inter-company unions. The company encourages direct dialogue through semiannual roundtables between management and representatives of the different areas, in order to review issues of common interest. The agreements reached in these instances are managed and overseen by the People Management area.





6.4 Education and training

Capacity building for employees is ongoing and systematic and is aimed at strengthening the knowledge and skills our staff need to achieve our strategic objectives. The heart of this process is our Annual Training Program, which is led, coordinated, and monitored by the People Management area.

This ongoing approach allows us to adapt to new corporate demands, such as the incorporation of new technologies, the adoption of innovative

work methods, changing commercial requirements, and compliance with legal regulations in force.

In 2024, the number of training hours delivered dropped significantly compared to 2023, although the difference in investment associated with these programs was very slight.

Position	♀	♂	Total 2023	♀	♂	Total 2024
Executive	7,5	17,5	25	0	62	62
Managerial	740,5	397,5	1.138	109	289	398
Unskilled labor	0	0	0	0	32	32
Operators	0	735,5	735,5	26	210	236
Professional staff	357	445	802	446	18	463
Supervisors	137	737	874	19	211	230
Technical/Administrative	262	1.340	1.602	105	37	142
Overall total	1.504	3.672,5	5.176,5	704	857	1.563
Investment, including SENCE support	CLP 16.446.592			CLP 17.252.216		
Company Investment	CLP 11.047.092			CLP 6.865.312		
Total investment in training	CLP 27.493.684			CLP 24.117.528		

The Annual Training Program is complemented by onboarding and in-house training aimed at ensuring compliance with occupational safety legal requirements and reinforcing prevention standards and internal work methods.

Table 32: Training hours delivered and investment in training, 2023 and 2024.

6.5 Working conditions, workplace environment, and employee benefits

6.5.1 Health and safety conditions

Health and safety conditions in each of Cono Sur's production sites are verified continuously by the Risk Prevention area to keep working environments safe and free of significant risks. This process is complemented by the support of the Sustainability Area and the agency responsible for

occupational accident insurance (ACHS), through internal audits, safety inspections, and periodic hygiene evaluations.

6.5.2 Remuneration Policy

Viña Cono Sur's remuneration policy is fully aligned with current labor legislation, ensuring fair and equitable contractual conditions. Salaries are fixed and are adjusted semiannually based on the variation of the Consumer Price Index (CPI). Agricultural workers receive a fixed base wage plus a variable component associated with individual performance, and all salaries are at or above the legal minimum.

The company's salary structure is based on the principle of equity, con-

sidering only duties and responsibilities, without gender distinctions. Permanent employees also receive an annual bonus linked to company profits, equal to at least one monthly salary, and production areas also have additional incentives for meeting specific goals.

6.5.3 Workplace environment



Cono Sur believes that a healthy workplace environment allows all team members to best deploy their knowledge and skills and improve their performance accordingly. Senior management is responsible for ensuring a work environment where these qualities are present, but each and every employee of the company also plays an essential role in achieving this.

Likewise, all employees, senior and middle managers, and supervisors are always treated in a way that encourages a constructive work environment, following accepted rules of social coexistence and avoiding any behavior that is detrimental to any person.

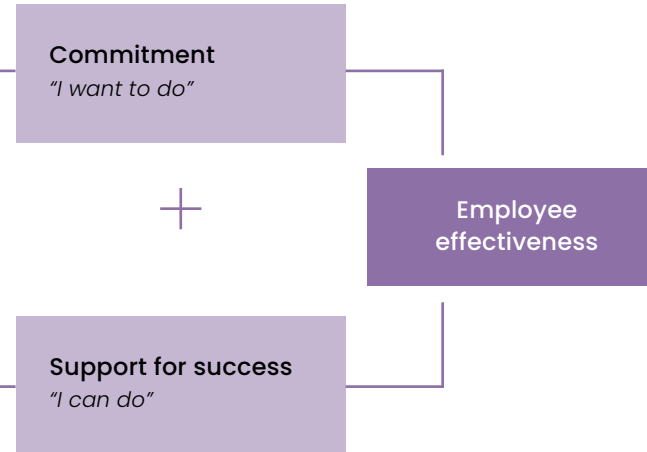
Viña Cono Sur conducts an Engagement Survey that measures levels of employee satisfaction and commitment. This instrument evaluates 16 factors, organized around the core affirmations "I want to do," associated with commitment, and "I can do," associated with organizational support.

16 factors

Remuneration and benefits	Senior management
Clarity and direction	Quality and customer orientation
Leadership	Respect and recognition
Culture	Performance and prof. development

Resources	Structure and processes
Training	Change
Collaboration	Innovation
Autonomy and empowerment	Health and safety

Drivers



In 2024, a new Engagement Survey was conducted by the consulting firm Korn Ferry. The response rate was 87%, and the results reflect our employees' high ratings in both commitment and organizational support. In both cases, satisfaction and commitment levels were higher than the national average and the industry average, respectively.

Commitment



Favorable

87%

+3%

General Industry	75%
High performing	84%
Chile	77%

Organizational support



Favorable

86%

+5%

General Industry	73%
High performing	81%
Chile	72%

Specifically, the highest-rated aspects were related to employees' perception of "clarity and direction," how "occupational health and safety" is managed, and "quality and customer orientation."

Factor	Viña Cono Sur (N: 123)
Clarity and Direction	92
Health and Safety	92
Quality and customer orientation	90
Culture	87
Commitment	87
Leadership	87
Autonomy and Empowerment	86
Respect and Recognition	86
Organizational support	86
Innovation	85
Performance and professional development	82
Collaboration	80
Senior management	79
Resources	78
Change	78
Training	77
Structure and processes	75
Remuneration and benefits	70
Overall results	83

Results - Scale of favorability

80% - 100%	Clear Strength
66% - 79%	Strength
50% - 65%	Opportunity for improvement
0% - 49%	Alert/critical

Table 33: Actions and commitments defined, based on the results of the 2024 Biennial Engagement Survey

Nevertheless, the survey also identified some aspects where more progress is needed. To address these concerns, the People Management area will define specific action plans and then share them with the relevant areas for implementation.

6.5.4 School Completion programs

Viña Cono Sur has a program in place to support employees who want to complete their primary and/or secondary education. This benefit has remained in effect since its inception; however, no applications were received from personnel in 2024.

6.5.5 Scholarships

This program is for employees who have demonstrated steady performance and a spirit of self-improvement. It is designed to enable these employees to continue improving their skills by allowing them, with their manager’s approval, to apply for total or partial financing of work-related technical courses or diplomas.

Viña Cono Sur grants two such scholarships annually, allocated to rotating areas of the company to ensure they are fairly distributed. In 2024, only one of the two available grants was used. This went to an employee in the oenological laboratory, who completed a diploma in Oenology and Viticulture.

6.5.6 Quality of life and employee benefits



Cono Sur's Quality of Life program is framed within Concha y Toro Holding's corporate directive and is encapsulated in the slogan "We want you healthy, diverse and happy." This approach promotes initiatives that foster the overall wellbeing of our employees such as sports, recreational, and emotional support activities, with a strong emphasis on the use of digital channels to maximize coverage.

At the national level, to meet the needs expressed by workers in different regions, the company has signed agreements with a series of recreational centers.

The company also has a Benefit Plan applicable to all permanent employees, regardless of position, seniority, or work area. This plan includes:



Monetary
bonuses



Supplemental
health plans



Preferential rates
on goods and
services



Counseling and
guidance for
personal matters



Recreational
events and
cultural
activities



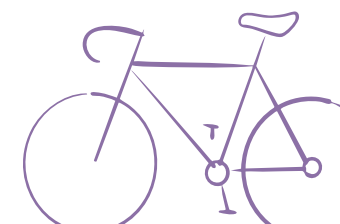
Gifts and special
awards

Through these actions, Viña Cono Sur reinforces its commitment to the comprehensive wellbeing and quality of life of its employees.

Sphere	Benefit details		
 Monetary benefits²¹	- Marriage bonus - Baby bonus - Employee death benefit Benefit granted to an employee's legal heirs - New child benefit - Education benefit	Applies to workers pursuing higher education, including technical or university studies, and/or those with children in pre-kindergarten, kindergarten, primary and secondary school, and/or higher education (technical or professional). - Vacation bonus	Benefit granted to permanent employees when they take their legal holidays for at least 10 consecutive working days. - Christmas bonus - National holiday bonus
 Social support	- Professional support Advice provided by professionals from the Holding's Quality of Life area on matters such as company benefits and preferential rates, inclusion in the workplace, social hardship services, social benefits (housing and education subsidies), social security, credit processing, recognition program, and Alcohol and Drug Assistance Program, among others.		
 Health	- MetLife Supplemental Health Insurance, employee and family group. Includes financial support for medical expenses due to health issues, accidents, and/or death. - MetLife Dental Insurance Optional insurance, through an add-on payment to the health plan. Allows reimbursement of dental expenses. - Arturo López Pérez Foundation Agreement (FALP) Provides coverage for inpatient and outpatient cancer treatment. Covers co-payments for medical care related to oncology treatment and follow-up.	- Kinesiology Discount Agreement, 180° Medical Center Provides up to 35% discount on kinesiology services at its branch, located at Av. Nueva Tajamar 481, Torre Norte, Office 502, Las Condes. - Dental Discount Agreement, 180° Medical Center Provides up to 35% discount on dental services at the clinic's different branches. - MetLife Orienta Free telemedicine service for employees. Provides online access to medical advice from practitioners in an array of specialties. - Group Agreement with Cruz Blanca Isapre	Provides access to preferential rates and discounts on the base cost of different health plans offered by this private insurer. - Group Agreement with Colmena private insurer Provides additional benefits to members and beneficiaries of the group plan. - Konecta Agreement This platform provides access to professional support for psychological issues, nutrition, speech therapy, and coaching.
 Maternity benefits	- New child gift or kit For female and male employees who become parents. - Registration of legal dependent at La Araucana employee benefit fund Employees can register their newborn child as a legal dependent, a requirement for collecting the baby bonus from this institution and for accre-	ding medical charges with Fonasa and some private insurers. - Reimbursement for childbirth expenses through Supplemental Health Insurance Employees or their spouses with valid supplemental insurance at the time of delivery may apply for this reimbursement. - Daycare benefit	After the postnatal period ends, female employees may choose one of several benefits provided by the company to support the care of children up to two years of age.

21: Monetary benefits are adjusted according to the CPI.

Sphere	Benefit details	
 Employee support	- PAE- Employee Support Program This program provides workers with professional and personal advice on different matters of interest to them, including psychological counseling and legal advice. - Alcohol and Drug Program The objective of this program is to raise awareness of the personal and occupational effects of alcohol and drug abuse. It includes preventive talks and random testing. In alliance with Corporación Esperanza, we also offer workers struggling with addiction options for treatment and rehabilitation on a confidential outpatient basis.	
 Sports and recreation	- Competitive Grants Company employees can apply for these annual competitive grants to implement athletic, recreational, artistic, or cultural initiatives. Pirque or Cono Sur Tour - Employees can request four complementary tickets each year for the Traditional Tour at the Pirque Tourist Center or the "Bicicleta Tour," which includes a tour of the Santa Elisa estate in Chimbarongo. - Five-a-side "futbolito" Soccer Championship Soccer championship organized by Concha y Toro Holding and held in	the second half of each year. - Hanu Fit Streaming platform offering a variety of fitness programs so workers can practice those that interest them. The platform also includes healthy recipes. - Sportlife Gym Agreement Offers preferential rates at Sportlife gym branches.
 Gifts	- Birthday gift Birthday gift delivery - School pack School kit for children of employees attending kindergarten to 12th grade. Benefit applicable to employees up to the position of supervisor.	- Fiestas Patrias (National Holiday) gift - Christmas gifts Different gifts for employees and their families, including a Christmas hamper, a still or sparkling wine pack, gifts for children up to 12 years of age, and a special gift for the family.
 Events	- Christmas party or corporate gift - Party or corporate gift to celebrate Christmas	
 Cono Sur preferential rate agreements	- Scotiabank Agreement Benefit that grants preferential terms on consumer loans and portfolio purchases. - Ansaldo Agreement Provides a discount of up to 25% on toys purchased at any of nine Ansaldo stores located in Santiago and Region V.	





VII. COMMUNITY



7.1 Community Outreach

Engagement with local communities is a core pillar of Viña Cono Sur's sustainable development, as it allows us to collectively design measures to mitigate the negative impacts of our activities and promote positive ones. Most engagement occurs in and around the Santa Elisa estate, as it is a large facility situated in a populated zone of Chimbarongo Municipality that plays host to multiple operations, not to mention the presence of the Casona, a heritage attraction.

The Santa Elisa estate has an Open Doors policy that is intended to allow

the community to learn about the winery's productive activities, provide opportunities to showcase the facilities, and seek solutions to specific issues arising from its operations. The company also proactively pursues initiatives that contribute to the social and cultural development of the local community.

Chimbarongo

This city and municipality in Colchagua Province, in Libertador General Bernardo O'Higgins Region, extends south of the Tinguiririca River, 155 km south of Santiago, in Central Chile. It covers a total area of 498 km² and has a population of about 35,000 inhabitants.

Its name comes from the Quechua word *chamba*, meaning 'from the other side,' and the Mapudungun term *rongo*, meaning fog, which together mean 'fog from the other side.'

Agricultural production, mainly winegrowing, predominates in Chimbarongo. The district falls under the Colchagua Valley denomination of origin. Chimbarongo is also known for its wicker handicrafts.

Santa Elisa estate

Located at Calle Pisagua 312, this estate is home to Cono Sur's winemaking facilities, some administrative offices, support areas, and one of our main agricultural units that accounts for more than 25% of the company's total area planted to vine. Some 40% of the company's employees work on this estate.

Another feature of Santa Elisa is the Casona, a manor house that hosts Cono Sur gatherings and events, including corporate meetings, receptions for visiting businesspeople, and press gatherings, among other activities. The Casona also serves as a venue for a variety of community activities.

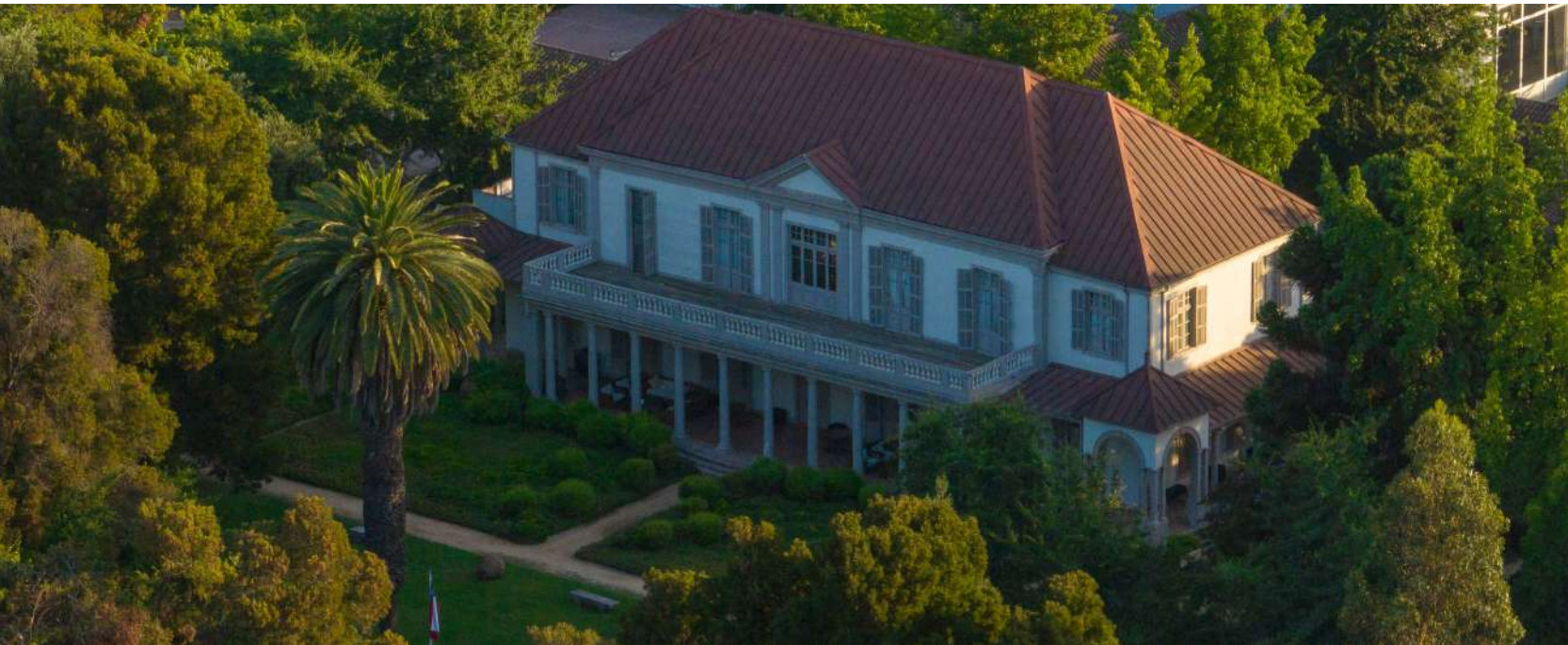
Inside the Casona is a Wine Shop where visitors can find the different varieties and ranges of Cono Sur wines.



Community engagement activities in 2024:

Entity	Description
Chimbarongo Municipality	There is an ongoing collaboration agreement between Viña Cono Sur and the Municipality of Chimbarongo that fosters initiatives that benefit those living in the district, such as first aid training, event participation, free access to spaces and infrastructure, and other benefits.
Neighborhood Associations	Cono Sur maintains ongoing communication with neighborhood associations near the Santa Elisa estate, informing them about agricultural work of interest to the community such as frost control with wind towers and pesticide applications.
Sports clubs	The winery also has ongoing agreements with local sports clubs and soccer schools that allow them to use the winery's sports facilities for their activities.

Table 34: Community engagement activities active in 2024.



Stakeholder	Sphere	Activity	No. beneficiaries
Chimbarongo Municipality	Social: Book launch: La Memoria del Mimbres	The launch of the book on the history and tradition of wicker was accompanied by the signing of a collaboration agreement with municipalities in Colchagua Province.	40
Municipality of Chimbarongo	Social: Providing community support and hosting activity at company facilities.	Operating a stand at the Expomimbres 2024 traditional craft fair to promote Viña Cono Sur wine tourism and Wine Shop. Free reception at the Casona for a group of tourists, guided by Chimbarongo officials.	300
San Nicolás de Chimbarongo school	Education: Student visit to the Santa Elisa manor house	65 students from San Nicolás de Chimbarongo school visited the Casona for their eighth-grade graduation photos.	65
Universidad de Chile	Social: Supporting the community by providing a venue for the book launch	The launch of the book “La memoria del Mimbres” (The Memory of Wicker) was held at the Santa Elisa manor house.	40
Gustavo Rivera Bustos School	Educación: Educational visit to Cono Sur facilities	Staff from Gustavo Rivera Bustos school in Peralillo Municipality visited Cono Sur’s facilities at the Santa Elisa estate.	39
San José de La Montaña school, Chimbarongo	Education: Student visit to the Santa Elisa manor house	37 students from San José de la Montaña school in Chimbarongo visited the Casona to have their eighth-grade graduation photographs taken.	37
Viña Cono Sur employees and the community	Social: Supporting the community by providing facilities for an antique exhibition	Inauguration of “La Cepa del Mimbres” Museum, which was organized thanks to an award granted by Concha y Toro Holding to Cono Sur employee Francisco Castillo.	40
Marist Institute San Fernando	Education: Educational visit to Cono Sur facilities	39 11th grade students from the Marist Institute of San Fernando toured Cono Sur facilities at the Santa Elisa estate.	39

Table 35: Community engagement and support activities carried out in 2024.

7.2 Environmental and social impact on the community



The Santa Elisa estate, located in Chimbarongo, accounts for the company's greatest environmental and social impacts, as it houses one of the main agricultural units, the winery where all Cono Sur wines are vinified, wine tourism operations, and the wine shop. The estate's proximity to residential areas and busy roads requires us to actively manage our interactions with the community.

Because of this, the winery has introduced mitigation and prevention measures aimed at minimizing negative impacts and enhancing positive ones. These include integrated waste management, environmental noise control, and water and energy efficiency measures.

The Las Lomas (Peralillo) and La Espuela (San Clemente) estates are located in rural areas with smaller nearby communities and no significant community interaction. The Mulchén estate, for its part, has no communities in its immediate surroundings.

At all sites, waste is managed in accordance with current regulations by companies authorized to remove, transport, and dispose of it. During the 2024 harvest, Calle Pisagua, the main access road that connects the winery with the highway (Route 5 South), was washed daily as per usual, to mitigate the effects of daily truck traffic transporting grapes to the winery and ultimately to demonstrate that we are conscientious neighbors.

In the social sphere, our company prioritizes hiring local residents, especially for pruning, harvesting, and processing tasks. Our operations also generate job opportunities for vocational school students (over 18) in their last year of school, further contributing to local development.





SUSTAINABILITY REPORT 2024