

# IMPACT REPORT

## 2022

### UNCORK A BETTER FUTURE

PROGRESS ON CORPORATE SUSTAINABILITY STRATEGY 2025



The following Impact Report 2022 presents the progress of the Corporate Sustainability Strategy 2025 "Uncork a Better Future".

It is not based on international reporting methodologies and is not presented as a sustainability report. This is a report on the progress of the strategy, according to the indicators that the company manages and tracks for its internal management.

This document presents the long-term plans and expected positive impact on the different stakeholders through the implementation of this strategy. The plans presented for each program are executed jointly with the company's subsidiaries and affiliates in their different countries of operation and with the various areas related to each of the stakeholders we seek to positively impact.

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PREPARED BY:

**Sustainability Management**  
**Viña Concha y Toro**

July 2023





Seeking positive impact for our stakeholders is one way of approaching our actions.

It invites us to move one step further along the company's sustainability path.

It is not only about minimizing the negative impact, but also contributing to restore, renew and remediate, leaving nature and society in **better and more resilient conditions** than we found them.

Viña Concha y Toro's Corporate Sustainability Strategy "**Uncork a Better Future**" aims to transform this desire into reality.

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*We seek to be leaders in building a better, resilient and regenerative future for people and the planet.*

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## MANAGEMENT SUMMARY 2022



# INTRODUCTION

01





Viña Concha y Toro and its family of wineries in Chile, Argentina and the United States integrate sustainability into their mission as one of their core business pillars, together with excellence, innovation, and people.

Thus, the company keeps progressing in the production of high-quality wines, incorporating a harmonic approach in its growth. We understand that as a leading industry player, our growth must be in balance with our natural and social environment. Every stage of our business operates on this premise.

The company's history of working on environmental and social issues dates back to its origins. We have always believed that caring for the land, water, natural resources and our people is an essential component of our way of working. These are the elements that have allowed us to endure over time and continue to grow not only in Chile, but also to take our work philosophy beyond our borders.

Since 2012, the company has had a Sustainability Strategy, which allowed us to begin to incorporate an integrated and long-term view of our environmental and social concerns in an organized and systemic manner.

From that moment on, we moved forward with a measurable and quantifiable approach,

which has allowed us to improve our performance year after year.

The company annually reviews the validity and relevance of this long-term view, conducting a materiality exercise which takes into account different internal and external stakeholders. Furthermore, each year we close the year's goals and progress to evaluate the effectiveness of the ongoing implementation and its medium- and long-term influence. This allows us to maintain the validity and ambition of the challenges.

This document shows the Corporate Sustainability Strategy 2025, which has been called "**Uncork a Better Future**". We present the sustainability model with which the company operates, the pillars that constitute the strategy, and the 10 regenerative commitments of the company.

This document summarizes the progress of the strategy during 2022, which we hope will serve as a guide and support to understand the challenges that the company is addressing so that together we can contribute to building a better future for our people and our planet.



*UNCORK A BETTER FUTURE is an invitation from Viña Concha y Toro to all its stakeholders to build a better future together.*





# 2007



Company's first carbon footprint measurement.

In addition, the first report is generated through the CDP platform to institutional investors. This has been done annually since then. CO2 emissions management, water management and carbon management in the supply chain are reported.

# 2012

Launch of the first stage of Viña Concha y Toro's Sustainability Strategy.

This first edition was carried out with the help of external consultants to generate the structure, survey of material topics as well as the associated plans.

From this date onwards, this work is addressed internally through different teams.

# 2014



Members of the United Nations Global Compact, an organization that seeks to promote a responsible and sustainable private sector. It is based on 10 principles in areas related to human rights, labor, environment and corruption.

In addition, the company annually presents its Communication on Progress through this organization's public reporting and transparency platform.

# HISTORICAL INFORMATION



First water footprint measurement under the Water Footprint Network methodology.

Members of the International Water Footprint Network, to contribute to the promotion of the correct quantification of the ecological footprint of water, not only in terms of consumption within the manufacturing facilities of the wine industry.

# 2010



First certification under the Wine Industry Sustainability Code for production subsidiaries in Chile: Concha y Toro and Cono Sur.

# 2013

# 2015



Alignment of the Corporate Sustainability Strategy with the United Nations Sustainable Development Goals and the 2030 Agenda.



Viña Concha y Toro is part, for the first time, of the Dow Jones Sustainability Chile Index, the most prestigious international index of corporate sustainability.

# 2018



Members of the United Nations Business Ambition for 1.5°C Business Coalition, highlighting the importance of climate action in business.



Use of the Science Based Targets Initiative methodology for the generation of CO2e emission reduction pathways based on climate science.

# 2019



FSC Sustainable Forest Management Certification for Ecosystem Services of Carbon Sequestration in native forests.



Application of the Task Force on Climate-Related Financial Disclosure methodology for quantification of climate change financial risks.

# 2021



Members of the Dow Jones Sustainability Index, the company joins the group of companies that are highlighted in the Sustainability Yearbook in 2021. This means that the company is among the top 15% of the best performing companies in its industry on a global scale.



Founding members of the Sustainable Wine Roundtable, generating a global standard for sustainability in the wine sector.

# 2017



Members of the World Bank's Carbon Pricing Leadership Coalition.  
The company is invited to join this group of companies that promote the generation of a carbon price as a mechanism for internalizing externalities.  
Featured initiative: Viña Concha y Toro Carbon Fund.



Members of the global Race to Zero campaign, driving corporate climate action towards achieving Zero Emissions by 2050.



Start of Green-e renewable electricity certification. First company in Chile to achieve this certification.

# 2020

100% electricity supply with renewable energy is achieved for the first time, thanks to an effort of energy purchases, installation of solar plants and purchases of energy certificates for remaining fractions.



Viña Concha y Toro is certified as a B Corp, the largest wine company in the world to have this certification.  
These companies seek to continually improve themselves and strive to create an inclusive, equitable and regenerative economic system for people and the planet.



# 2022

## Sustainability Yearbook Member 2022

### S&P Global

Dow Jones Sustainability Index Sustainability Yearbook members for the second year in a row, confirming their performance among the top 15% in the industry. Viña Concha y Toro is the only wine company in this ranking.



**Cono Sur is a founding member of Chilean Organic Winegrowers 2022**



Concha y Toro, Cono Sur and Bonterra Organic Estates were recognized by the British publication "Drink Business" as companies that have a strong impact on caring for our planet. Concha y Toro won the Amorim Biodiversity Award; Cono Sur was awarded the Amorim Sustainability Award; and Bonterra Organic Estates was named Green Company of the Year.



**Pirque Tourist Center obtains Preferred by Nature Sustainable Tourism Certification**



Syngenta highlighted the "Operation Pollinator" Project in the "Commitment to Biodiversity in Agriculture" category. Concha y Toro once again received an award from Syngenta for its Operation Pollinator project at the Pirque Estate located in Chile's Maipo Valley, which recognizes the value of biodiversity and its importance in the fight against climate change.



**Bonterra Organic Estates named B Corp "Best for the World" 2022**



Viña Concha y Toro obtains an A- Rating, which is considered a "Leadership" Class in CDP's Climate Change category, an organization that requests information on climate risks and low-carbon opportunities from the world's largest companies on behalf of 746 institutional investors with a total of US\$136 billion in assets and more than 280 large buyers with more than US\$6.4 trillion in acquisition expenditures.

It also obtained an A- rating in the CDP Water Security category.



Viña Concha y Toro is recognized in the GIGA-GURU category, the highest recognition of our client Walmart's Gigaton Project, dedicated to its suppliers. Under this program, Walmart seeks to reduce or avoid one billion metric tons (one gigaton) of greenhouse gas emissions in its supply chain.

The GIGA-GURU category recognizes suppliers with high performance in CO2 emissions reduction.



**"Cultivating a better future", actions in line with the United Nations 2030 Agenda.**



**3rd edition of the Sustainability Week, a joint initiative of the 3 production origins**

# CORPORATE STRATEGY

At Viña Concha y Toro we work inspired by the purpose of transforming every glass of wine and every encounter around the world into a memorable experience. This is why the consumer is at the center of our work.

The company's strategy and business model seek to satisfy this purpose, mission and vision, for which the firm has established the necessary behaviors to achieve them and four strategic pillars on which it is based: **Excellence, Innovation, Sustainability and People.**

Sustainability is one of the core elements of Viña Concha y Toro's corporate strategy. The Corporate Sustainability Strategy allows the company's growth to be in harmony with people and the planet and operates as a transversal axis for the company's actions. All of this, to add value to the company's different stakeholders.

## SUSTAINABILITY FOCUS

Viña Concha y Toro developed its first Sustainability Strategy in 2012, in order to generate a structure that would give long-term meaning to environmental, social and governance issues. This generated a first stage of progress, in which the objectives

and goals achieved were developed in a multidisciplinary manner.

In 2015, goals and ambitions were developed with 2020 as a timeframe. In addition, the strategy was aligned with the United Nations Sustainable Development Goals (SDGs).

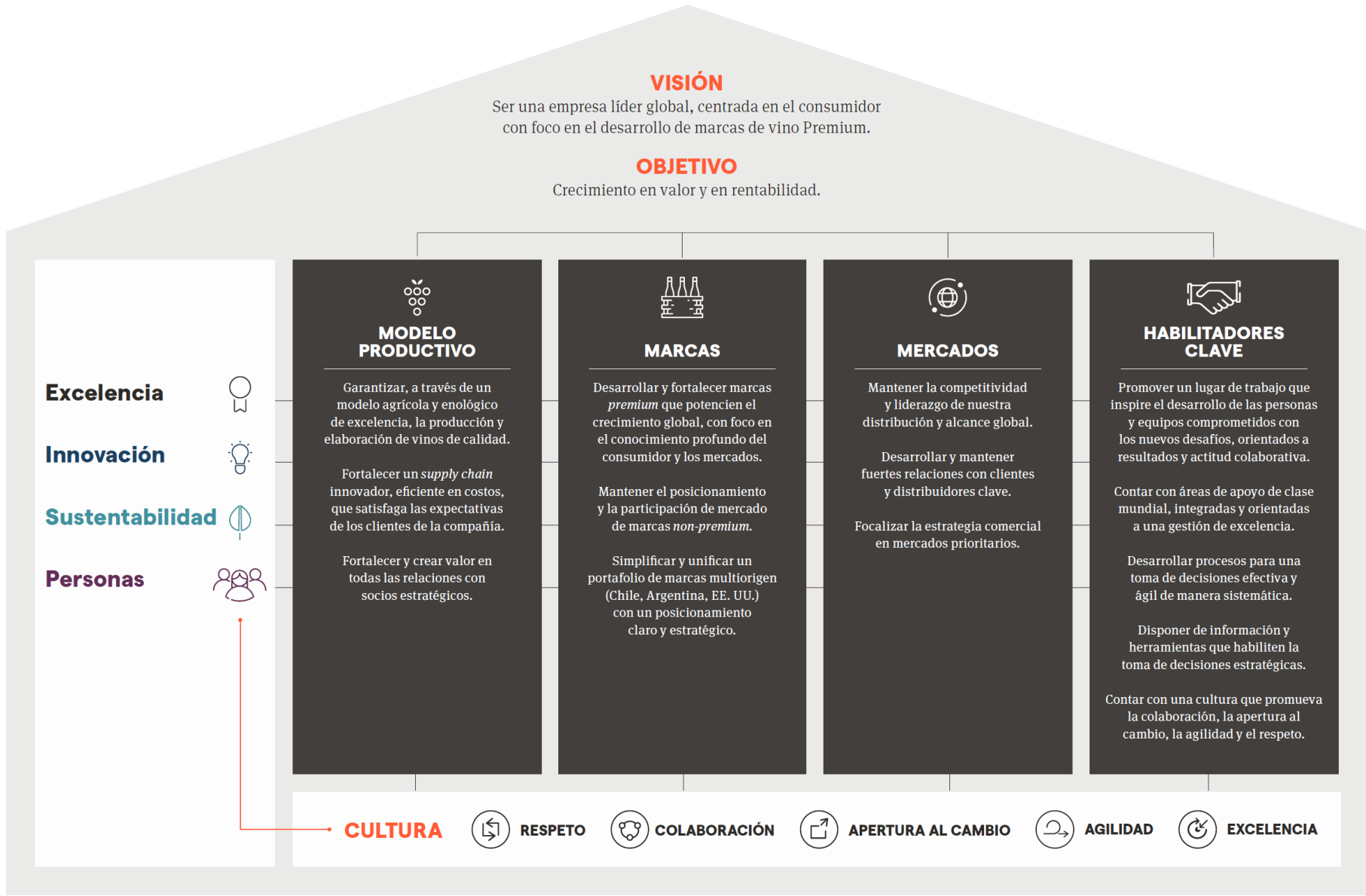
The third stage begins in 2021, always focusing on stakeholders, reflecting our commitment as a B Corp and incorporating adherence to international initiatives such as Science Based Targets to define climate ambition goals.

In this third stage, the B Corp principles are embodied in the regenerative philosophy with which the company addresses its material issues. This means the constant search to generate positive impacts on stakeholders and, therefore, the search for a better future for the planet and society. Therefore, at this stage the company seeks to generate an invitation to uncork a better future.



*Our environmental, social and governance  
commitment is embodied in the Corporate  
Sustainability Strategy 2025  
Uncork a Better Future*

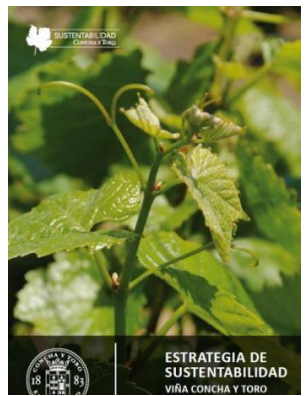




*The Corporate Strategy, launched in 2018, formalises the transversal role of sustainability in the business.*

# SUSTAINABLE TRAJECTORY

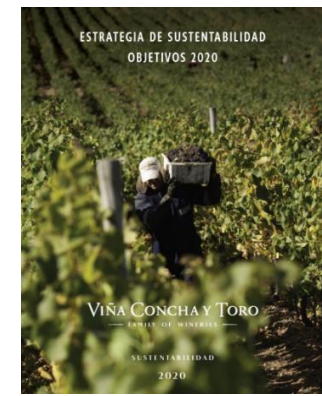
## 3 STAGES



[ 2012-2015 ]

### FIRST STAGE THE BEGINNING

During 2011, the development of the Sustainability Strategy began, which was launched in 2012. 93% of the goals defined for 2015 were achieved.



[ 2016 2020 ]

### SECOND STAGE CONTRIBUTION TO GLOBAL SUSTAINABILITY

In 2015, a new stage began with more ambitious goals for 2020 and incorporating the alignment with the United Nations **Sustainable Development Goals**. 95% of the goals set for 2015 were achieved.



[ 2021 2025 ]

### THIRD STAGE UNCORK A BETTER FUTURE

Aiming towards 2025, we incorporated the focus on generating positive impacts which gives us the certification as a **B Corp** and the strategy generates the concept of "Uncork a Better Future".

For more than 10 years, Viña Concha y Toro has pursued a strategic approach to sustainability management, guided by a vision of mobilization and impact.

Initially, **giving back in each bottle, what the land has given us**, giving thanks for the generosity of the land's fruits and our people, for allowing us to thrive. With every step we took, we looked for ways to give back.

Today, we want to go further by incorporating into this statement our commitment to **generate net positive impacts**. To leave a legacy in our journey so we can contribute to an inclusive, equitable and regenerative future.

We want to contribute in building a better future for people and the planet. Therefore, we would like to invite you to join us in the Corporate Sustainability Strategy 2025 "**Uncork a Better Future**".

Because the future is forged today, with our daily efforts, with small steps towards greatness, with small efforts that will lead us to be a better company for the world.

# B CORPORATIONS

SINCE 2021

In 2018, Viña Concha y Toro launches its Corporate Business Strategy and, at the same time, the challenge of consolidating the company as an international benchmark in sustainability issues is born.

We sought to be global leaders and to make our efforts visible through a global language that would allow us to convey our path of learning and improvement.

In the same year, the company began the path that led it to become a Certified B Corp. after a process spanning two and a half years of work.

On April 22, 2021, on Earth Day No. 50, at its Annual Shareholders' Meeting, Viña Concha y Toro unanimously ratified the option to become a B Corp. and became the first publicly traded company to obtain this recognition in Chile.

This step is crucially important in the certification process, because one of the requirements of B Corporations is that the environmental and social commitment is enshrined in the company's bylaws,

ensuring that the governance of this commitment is maintained in the long term.

## TRANSFORMATIVE PROCESS

For Viña Concha y Toro this was a transformative process, as it was the first time since its establishment that the company modified its bylaws to expressly state its environmental and social commitment. With our characteristic conviction, we took this important step that drives us to strive to be a better company every day. This commitment is now part of our objectives, allowing us to make this premise a lasting one.

*Our commitment to a positive impact on our stakeholders is enshrined in our bylaws.*



Empresa



Certificada





## B CORPORATIONS FEATURES



### PURPOSE

They are motivated by creating a **positive impact** on society and the environment



### LEGAL REQUIREMENT

Expands **fiduciary duty** of shareholders and managers to include non-financial interests



### CERTIFICATION

Evaluates and commits to **improve its management and transparency standards**



### INTERDEPENDENCY

They are part of a community: **declaration of interdependence**

## WHAT DOES IT MEAN TO BE A B CORP?

Companies that are certified as B Corporations are not perfect, but they are committed to continuous improvement and place their socio-environmental business purpose at the core of their business model.

They measure and analyze the five most relevant areas of their company: Governance, Employees, Clients, Community and Environment, allowing a detailed review of all of them, in order to help identify all possible points of improvement and opportunities to be an agent of change in the economy, while protecting the mission and enhancing the triple impact.

B Lab, a not-for-profit entity in the United States, grants the B Company certification.

B Corporations redefine the company's sense of success, receiving a collective brand as a market identity. They undergo a comprehensive assessment of their sustainability with certification and recertification processes as well as

amendments to their legal governance tools.

### REGENERATIVE APPROACH

The aim is not only to minimize the negative impact, but to contribute to restore, renew and remediate, leaving nature and society in a better and more resilient condition than we found them.

This is a 2-step process that must be completed simultaneously. On the one hand we seek to restore, renew and remediate the human and natural systems on which we all depend, while also helping to enhance the capacity of those systems to restore, renew and heal themselves more effectively and resiliently.

We aspire to generate a positive impact that allows society and the planet to grow, prosper and endure.

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*"B Corporations work to help generate an **inclusive, equitable and regenerative economic system.**"*  
 - System B International -  
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# ESG PERFORMANCE 2022

Viña Concha y Toro began participating in the Dow Jones Corporate Sustainability Index in 2015, when Chile was added to the list of existing indexes. Since that date and consecutively until 2022, it is the only company in the wine industry to be included in the Beverages category of the Dow Jones Sustainability Index.

In addition, during 2021 and 2022, the company has also been part of the Dow Jones Sustainability Yearbook, which highlights companies in the top 15% of those with the best performance in their industry. This is a great challenge for the company, as it is the only wine company present in this publication.

In addition to Dow Jones, there are also other ESG performance ratings and rankings where the company is benchmarked with publicly available information. These evaluations are not necessarily conducted on an annual basis, they vary according to the needs of each evaluator. It should be noted that Viña Concha y Toro only proactively answers the Dow Jones

Corporate Sustainability Assessment questionnaire. The rest of the evaluations are performed directly by the organizations' analysts. Among them are:

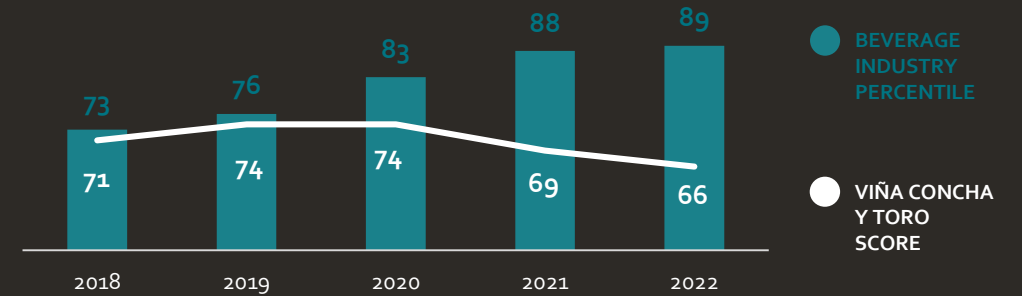
- MSCI
- Moody's
- Refinitiv
- Sustainalytics

In addition, the company transparently displays its information regarding Climate Change, Water Management and Supply Management concerning Climate Change through the CDP platform, since 2007 and 2017 respectively.

This platform provides details on annual quantifications, measures adopted, risks and opportunities, related indicators, among others, which are publicly available for consultation and benchmarking.

## Sustainability Yearbook Member 2022 S&P Global

RESULTS  
DOW JONES SUSTAINABILITY INDEX  
SCORES AND PERCENTILE  
2018-2022



RESULTS  
CDP SCORE - WATER SECURITY  
SCORES AND BENCHMARKING  
2018-2022





RESULTS  
CDP SCORE – CLIMATE CHANGE  
SCORES AND BENCHMARKING  
2018-2022

VIÑA CONCHA Y TORO PERFORMANCE



AVERAGE PERFORMANCE  
2022



RESULTS  
CDP SCORE – SUPPLIERS AND CLIMATE CHANGE  
SCORES AND BENCHMARKING  
2018-2022

VIÑA CONCHA Y TORO PERFORMANCE

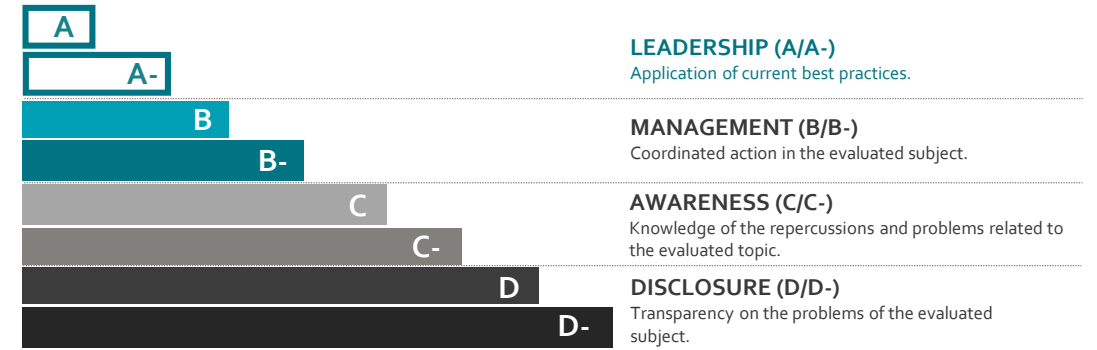


AVERAGE PERFORMANCE  
2022



## CDP SCORE

EVALUATION AND ITS MEANING



## OTHER RATINGS AND EVALUATIONS 2022

MSCI  **BBB**

During 2022, the company was analyzed by MSCI Inc, which considers the following aspects for the Beverages industry: "Water Stress" (20%), "Packaging" (10%), "Carbon Footprint" (10%), "Product Quality and Safety" (15%), "Health and Safety" (10%) and "Governance" (35%). The result showed the best performance in the environmental dimension, highlighting the performance in climate change.

MOODY'S  
ESG & Climate Risk

**40 PTs**

In the same period, Moody's evaluated and ranked Viña Concha y Toro as the fourth best performing company in the Beverages industry out of a total of 20 companies evaluated in 2022. In all 3 ESG dimensions (environmental, social and governance), the company performs better than its industry average. The environmental dimension stands out with 46 points, led by "advanced" performances in Biodiversity and Environmental Strategy.



# GOVERNANCE



## CORPORATE GOVERNANCE

Viña Concha y Toro is the leading wine producer in Latin America and - since its foundation in 1883 - has positioned itself as one of the most important wine companies in the world, being present in more than 130 countries and owning more than 12,000 hectares of vineyards in Chile, Argentina and the United States.

It is incorporated as a corporation by public deed. On December 31, 1921, it expanded its corporate name to general wine production and today, as an open stock company, it is listed on the Santiago de Chile stock exchange.

The parent company, Viña Concha y Toro, is organized as a group of operating companies in each of its main functions (production and marketing). It has 7 main production subsidiaries, located in the emblematic production origins, where wines are produced with particularities of each *terroir*, which contribute great diversity and character to the corporate portfolio of brands. The main ones are Bonterra Organic Estates (USA), Trivento Bodegas y Viñedos (Argentina), Cono Sur (Chile) and

Concha y Toro (Chile).

Its management is exercised through a Board of Directors composed of 7 members representing the Company's shareholders, which has the power to manage the Company under the terms established by Chilean law.

### BOARD OF DIRECTORS

The Board of Directors holds regularly scheduled meetings, at least once a month, and extraordinary meetings are called by the Chairman or requested by one or more directors according to the need to deal with a particular matter.

The quorum for a Board meeting is established by the presence of an absolute majority of the directors. Resolutions are approved by the affirmative vote of an absolute majority of those directors present at the meeting, with the Chairman ruling on the outcome of any tie.

The fundamental duty of the Board of Directors is to safeguard, above all considerations, the interests of the Company, as set forth in its constituent body.

### PRODUCTION SUBSIDIARIES

## VIÑA CONCHA Y TORO

— FAMILY OF NEW WORLD WINERIES —



(1) JV 50% Viña Concha y Toro – 50% Baron Philippe de Rothschild.





The members of the Board of Directors are proposed and elected by vote at the General Shareholders' Meeting for a three-year term. Directors serve for a term of three years and may be reelected indefinitely.

The company does not have a policy for nominations to the Board of Directors different from that established by Chilean law.

On an ongoing basis, the company issues and updates a series of policies and codes, in a constant search to strengthen Corporate Governance. The main ones include, among others:

- Corporate Governance Code
- Code of Ethics and Conduct
- Crime Prevention Policy
- Policy for the Hiring of Advisory Services to the Board of Directors
- Policy for the Nomination and Election of Directors
- Conflicts of Interest Policy

## BOARD COMMITTEES

### COMMITTEE OF DIRECTORS

Its function is to comply with the regulations established in Article 50 bis of Chilean Law 18,046 on Corporations, and it is

comprised of three Directors elected by the Board of Directors every three years.

Among its responsibilities are:

- Propose management guidelines and monitor the general progress of the business and operations on an ongoing basis, through periodic meetings.
- Analyze financial statements; support financial oversight and accountability; ensure that management develops reliable internal controls; ensure that the Corporate General Auditing area and independent auditors respectively fulfill their roles; and review the Company's auditing practices.

### ETHICS COMMITTEE

Created in 2012, its main function is to ensure compliance with the internal rules of business ethics and to decide actions in breach cases.



*Further information on Corporate Governance can be found in **Viña Concha y Toro's Annual Report 2022** and on the company's website. [vinacyt.com](http://vinacyt.com)*

## FOCUS ON SUSTAINABILITY

One of the pillars for sustainable growth is excellence in Corporate Governance. The Corporate Governance Model is the framework for efficiently managing the relationships between the different entities that manage the Company and regulates the way in which the Company relates to its stakeholders. This model incorporates the values and culture, and has the regulatory and control mechanisms to ensure best practices.

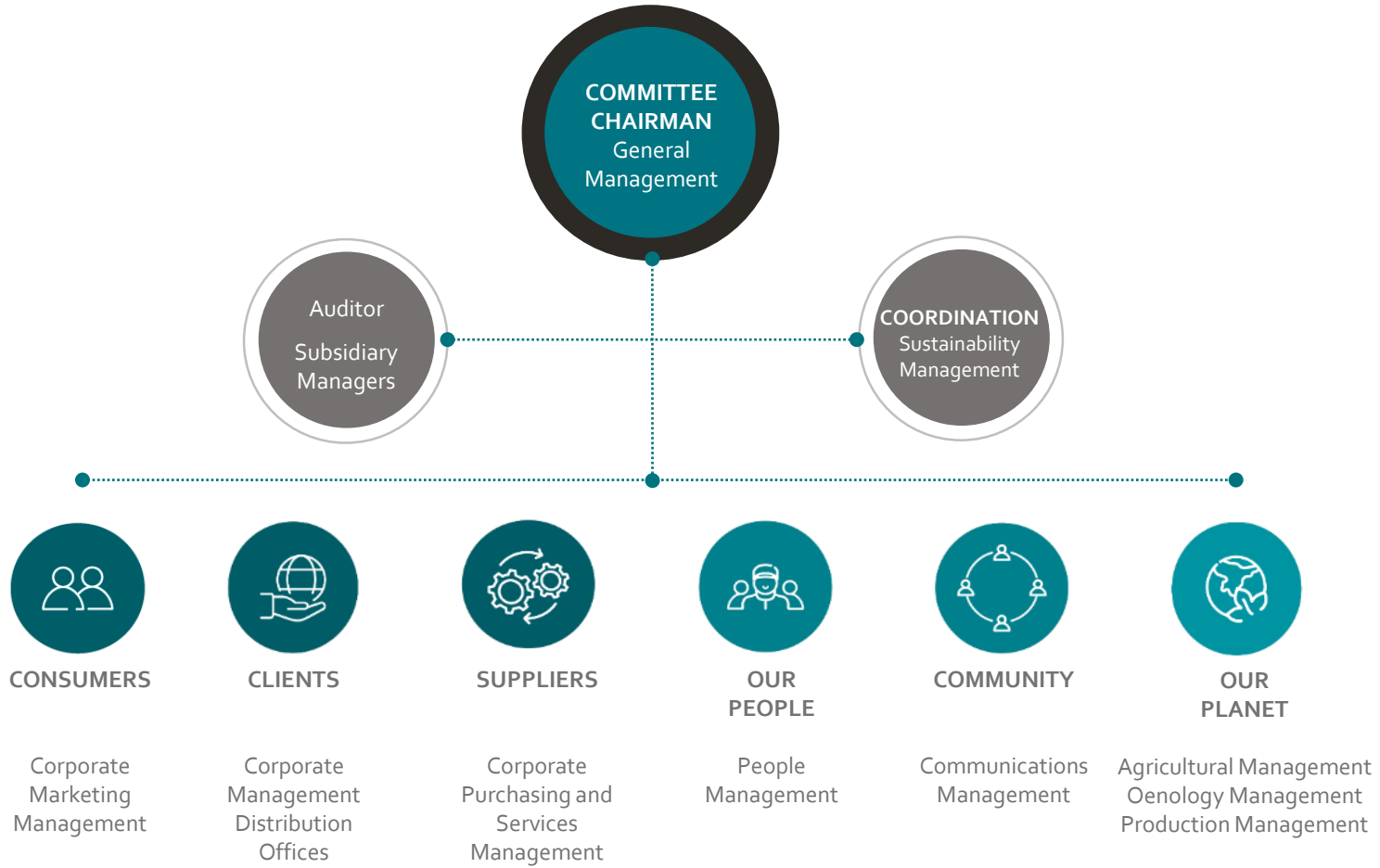
Sustainability Management reports to senior management at scheduled meetings of the Sustainability Committee, where environmental and social issues are discussed. During 2022, three committees were held, in which issues related to the challenges of the Corporate Sustainability Strategy were reported.

Progress is also reported to the company's Board of Directors. In 2022, a report was made to the Board of Directors, reviewing the progress of the strategy and analyzing the management of the last decade in relation to climate change, taking into account progress with respect to the Science Based Targets and the steps to follow in relation to the strategy to reduce emissions by 2050.



# SUSTAINABILITY GOVERNANCE

## SUSTAINABILITY COMMITTEE



For the execution and follow-up of the sustainability strategy, a structure responsible for follow-up at the executive level was established. This Committee reviews compliance with the strategic goals and requests adjustments to the general framework if deemed appropriate.

Each pillar has a leader, whose current management scope corresponds to the issues addressed by the pillars. These leaders represent their respective stakeholders through their participation in the Sustainability Executive Committee. Its main function is to oversee progress in meeting the goals, which must be guided, accompanied and supported by the Sustainability Management.

Sustainability Management has a coordinating role among the six pillars. Informs the Committee regarding the management of the programs, with reports on the different topics included in the Corporate Sustainability Strategy 2025 | Uncork a Better Future.

**Frequency:** Quarterly.

## PURPOSE

VIÑA CONCHA Y TORO

EXISTIMOS PARA  
**TRANSFORMAR**  
 CADA COPA DE VINO  
 Y CADA ENCUENTRO  
 ALREDEDOR DEL MUNDO  
 EN UNA **EXPERIENCIA**  
**MEMORABLE**

### MEMORABLE EXPERIENCES FOR OUR CONSUMERS

Our business strategy puts the consumer at the center, therefore, it is an important milestone for the year 2022 to have unveiled the company's purpose: We exist to transform every glass of wine and every encounter around the world into a memorable experience.

This phrase sums up what moves and gives meaning to all of us working at Viña Concha y Toro, enhancing our daily work.

A memorable experience can only be achieved if we have quality wines from their origin, the terroir; with excelling agricultural, enological and bottling plant work, but also with the construction of attractive, strong and global brands that are in tune with consumers; with an

ambitious sustainability strategy; with innovation; with excellent support areas; and, finally, with an efficient distribution capacity to reach any corner of the world where people want to celebrate an encounter with our products in a timely manner.

In 2022, the Board of Directors engaged an external consultancy and an internal multidisciplinary working group to discover and formulate the corporate purpose.

# KEY STATEMENTS

The company seeks to consolidate its position as an international benchmark in sustainability, transcending our industry's boundaries.

To this end, we must make progress on both environmental and social issues, generating virtuous alliances with our stakeholders and highlighting our practices to combat climate change and

contribute to the regeneration of our planet.

We aim to leave a legacy of net positive impact in every area of our relationship with our environment, and to meet this challenge, the following elements of sustainable management have been defined.



## CORPORATE SUSTAINABILITY MISSION

Generate net positive impact for our stakeholders and be a global reference in the regeneration of our planet.



*Uncork a Better Future is the name of our Corporate Sustainability Strategy 2025.*







CORPORATE  
SUSTAINABILITY  
STRATEGY

03



# UNCORK A BETTER FUTURE

**Uncork a Better Future** is the name of Viña Concha y Toro's Corporate Sustainability Strategy 2025.

Created as a call that allows a quick and immediate interpretation of the company's sustainable vision. At this stage, we seek that our message generates actions of involvement by more agents of society.

We want to summarize in a brief and simple sentence Viña Concha y Toro's invitation to its different audiences, emphasizing that the active role of clients, consumers, suppliers and the overall community is key to achieve a sustainable society.

## INSPIRATION

There is a vast world contained in each of our wines. There is passion, effort, dedication and care.

We are more than quality wines, we are here to transform every glass of wine and every encounter into an unforgettable experience.

We want to play a leading role in building a better future for people and the planet. That is why we work every day, knowing that the time for change is now, remembering at every step the soundest ambition of all: to improve in everything we do to give back to the Earth more of what it has given us.

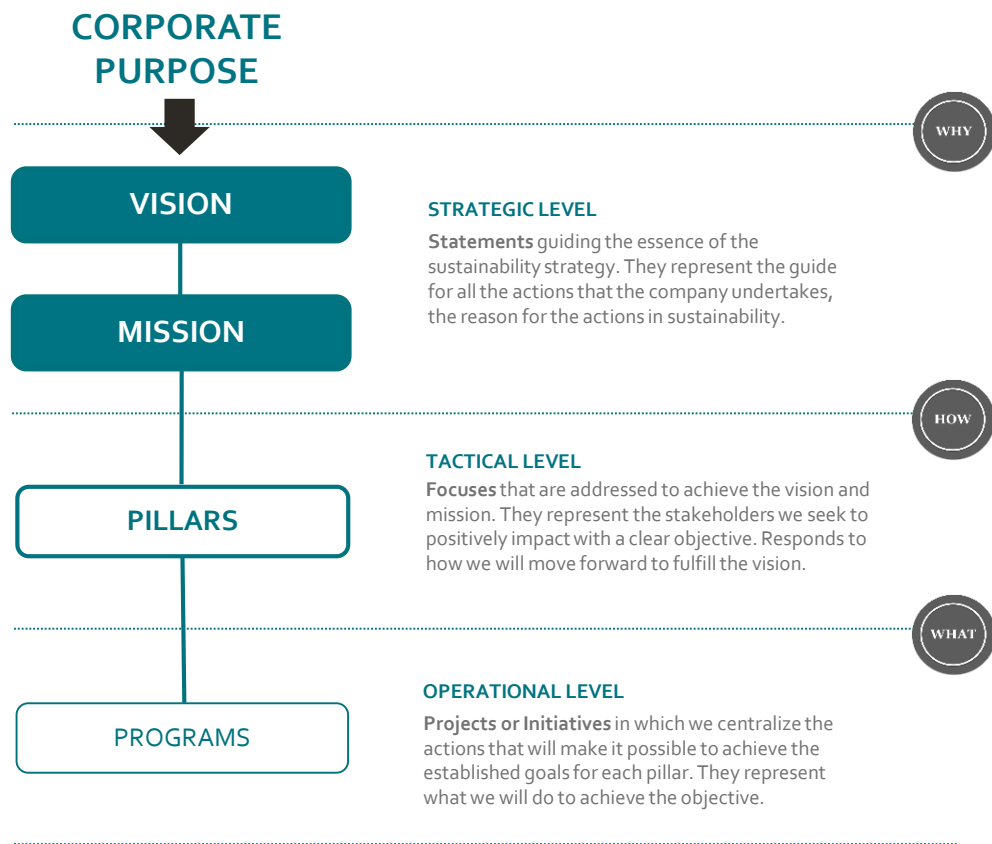
**Because that is a positive impact.**



VIÑA CONCHA Y TORO  
— FAMILY OF NEW WORLD WINERIES —

# STRATEGY STRUCTURE

In order to implement the long-term vision, Viña Concha y Toro has defined a hierarchical strategic framework that, starting from the corporate vision of sustainability, incorporates the fundamental definitions through a top-down approach.



Strategic Level

## VISION

To be leaders in building a better, resilient and regenerative future for people and the planet.

## MISSION

Generate net positive impact for our stakeholders and be a global reference in the regeneration of our planet.

Tactical Level

## PILLARS

Each one of the pillars contributes to the long-term strategy. It has a corporate **objective**, quantitative **goals** and expected **positive impacts** by 2025.

- Long-Term Contribution
- Corporate Objective
- Quantitative Goals
- Expected Positive Impacts

Operational Level

## PROGRAMS

This corresponds to the integral projects or initiatives through which the multidisciplinary activities that allow us to achieve the annual goals we have set ourselves are implemented.



# SUSTAINABILITY PILLARS

These 6 pillars represent the company's main stakeholders, whom we seek to positively impact. In addition, a transversal pillar is considered, which is represented by **Governance**, a critical factor that incorporates all corporate values and business ethics, which must be present in all actions carried out. Governance also provides the framework of policies and procedures under which the company operates.

By means of the pillars, the vision of a better future is materialized, one where we hope to leave a regenerative legacy.

*The sustainability strategy pillars represent the company's main stakeholders.*



## LONG-TERM GOALS



### GOVERNANCE

Ensure that all the company's sustainability actions are consistent with the corporate values and guidelines.



### CONSUMERS

To make visible our efforts and achievements in sustainability through our brands as well as to deliver a message of responsible consumption of our products.



### SUPPLIERS

Involve our supply chain in sustainability initiatives that allow them to improve their performance and, therefore, that of Viña Concha y Toro.



### CLIENTS

To proactively bring our sustainability performance closer to our clients and capture pioneering trends that will help us become a global benchmark in sustainability.



### OUR PEOPLE

Continuously improve the well-being and commitment of all the company's employees. To grow in diversity, equity and inclusion.



### COMMUNITY

Contribute to the development of the different communities where we participate, through entrepreneurship, empowerment and education.



### OUR PLANET

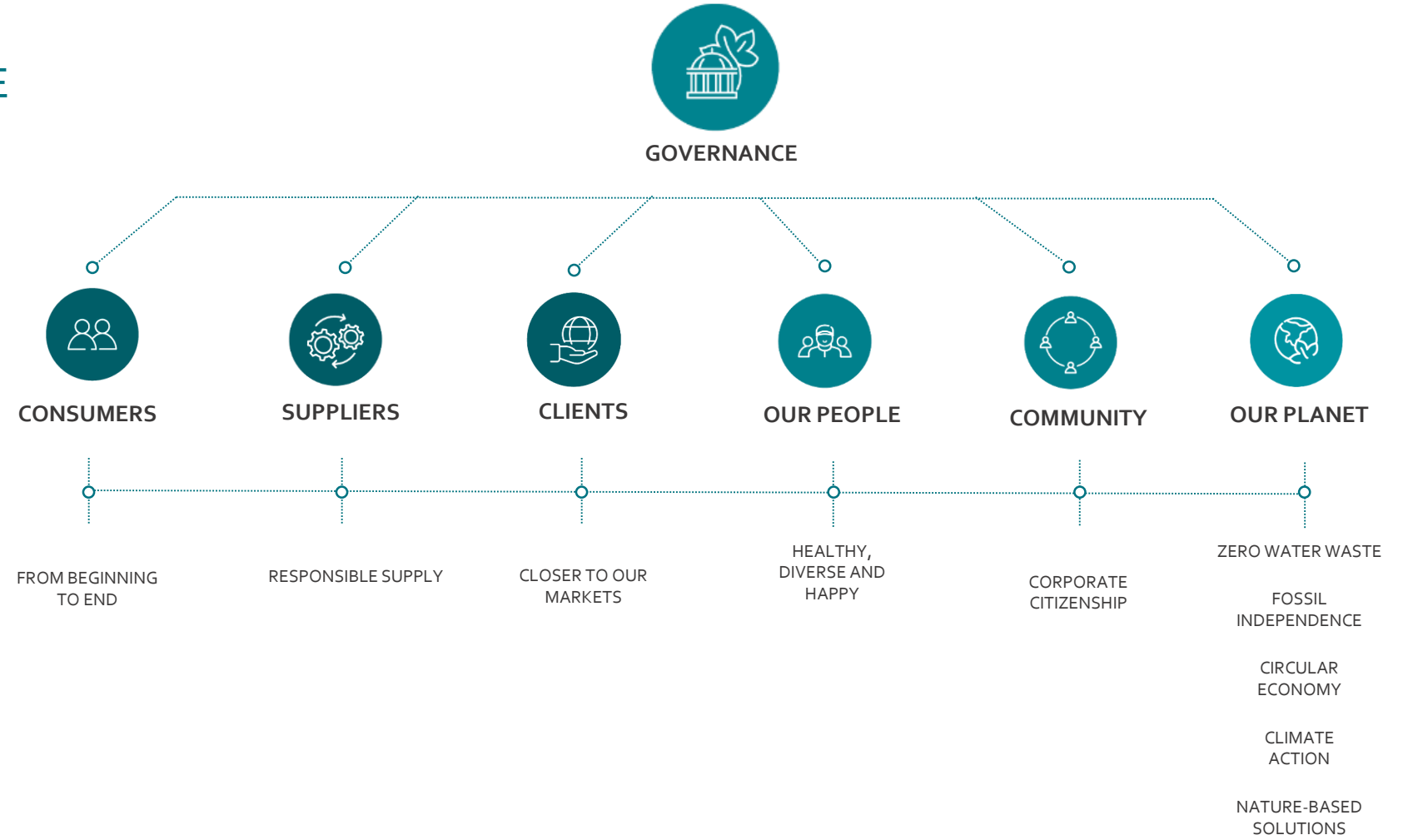
Contribute to regenerate the conditions of our planet through our practices in energy, water, waste, nature and climate change. We seek to lead trends beyond our industry.

# 10 PROGRAMS FOR A BETTER FUTURE

To fulfill the positive impact on our stakeholders, the 6 pillars have 10 programs that are implemented each year.

These programs have annual goals, in order to achieve the expected impact in the projected years covered by the Corporate Sustainability Strategy 2025.

Governance, as a transversal axis, ensures that all actions carried out in this context are aligned with the fundamental statements, the Corporate Sustainability Policy and the body of policies and procedures of the company in different areas.



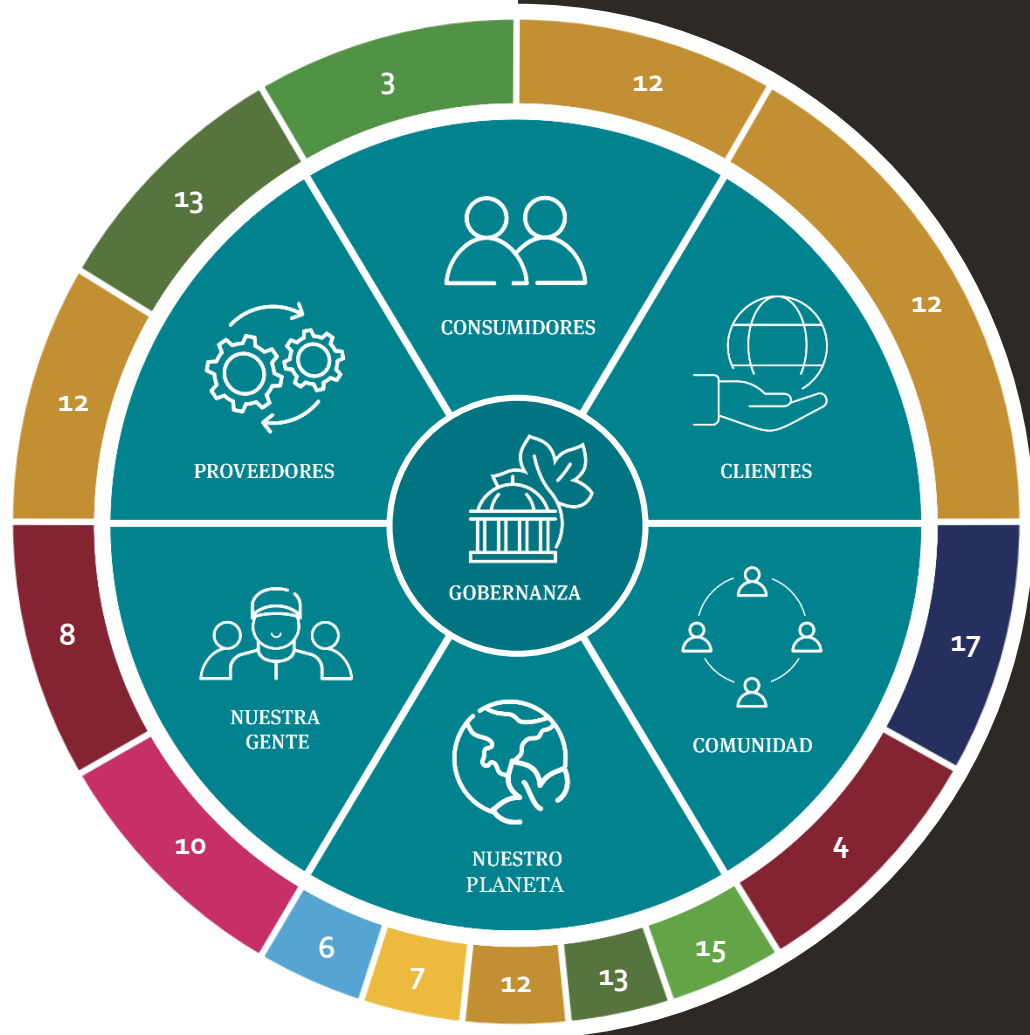
*10 programs conform the Corporate Sustainability Strategy*  
**5 for people**  
**5 for the planet**



## CONTRIBUTION TO THE SUSTAINABLE DEVELOPMENT GOALS

The pillars and programs of the "Uncork a Better Future" strategy not only contribute to the sustainability of Viña Concha y Toro, but by being aligned with the United Nations Sustainable Development Goals, they also contribute to the global sustainability set out in the 2030 Agenda.

Through the strategy, the company contributes to **10 of the 17** United Nations Sustainable Development Goals.



-  **3** GOOD HEALTH AND WELL-BEING  
ODS 3. Health & Wellness
-  **4** QUALITY EDUCATION  
ODS 4. Quality Education
-  **6** CLEAN WATER AND SANITATION  
ODS 6. Clean Water and Sanitation
-  **7** AFFORDABLE AND CLEAN ENERGY  
ODS 7. Affordable and Non-Polluting Energy
-  **8** DECENT WORK AND ECONOMIC GROWTH  
ODS 8. Fair Labor and Economic Growth
-  **10** REDUCED INEQUALITIES  
ODS 10. Reduction of Inequalities
-  **12** RESPONSIBLE CONSUMPTION AND PRODUCTION  
ODS 12. Responsible Production and Consumption
-  **13** CLIMATE ACTION  
ODS 13. Climate Action
-  **15** LIFE ON LAND  
ODS 15. Terrestrial Ecosystems Life.
-  **17** PARTNERSHIPS FOR THE GOALS  
ODS 17. Partnerships to Achieve Objectives





**United Nations  
Global Compact**

### CONTRIBUTION TO THE PRINCIPLES OF THE GLOBAL COMPACT

The Global Compact is based on four pillars and contains 10 Fundamental Principles on sustainability. The aim is to provide a basic understanding of what the principles represent, how they relate to the business sector and to contribute to them as a foundational part of the organizational philosophy of adhering companies.

Through its strategy, the company contributes to the **10 Principles** of the United Nations Global Compact.

## 10 PRINCIPLES OF THE GLOBAL COMPACT



#### HUMAN RIGHTS

- PG 1** Support and respect the protection of internationally recognized fundamental human rights within its sphere of influence.
- PG 2** Ensure that its partners and collaborators are not complicit in human rights abuses.

#### LABOUR RELATIONS

- PG 3** Support freedom of association and the effective recognition of the right to collective bargaining.
- PG 4** Support the elimination of all forms of forced and compulsory labor.
- PG 5** Support the eradication of child labor.
- PG 6** Support the elimination of discrimination in respect of employment and occupation.

#### ENVIRONMENT

- PG 7** Support a precautionary approach to environmental challenges.
- PG 8** Undertake initiatives to promote greater environmental responsibility.
- PG 9** Encourage the development and diffusion of environmentally friendly technologies.

#### ANTI-CORRUPTION

- PG 10** Work against corruption in all its forms, including extortion and bribery.

# STRATEGIC MODEL SUMMARY

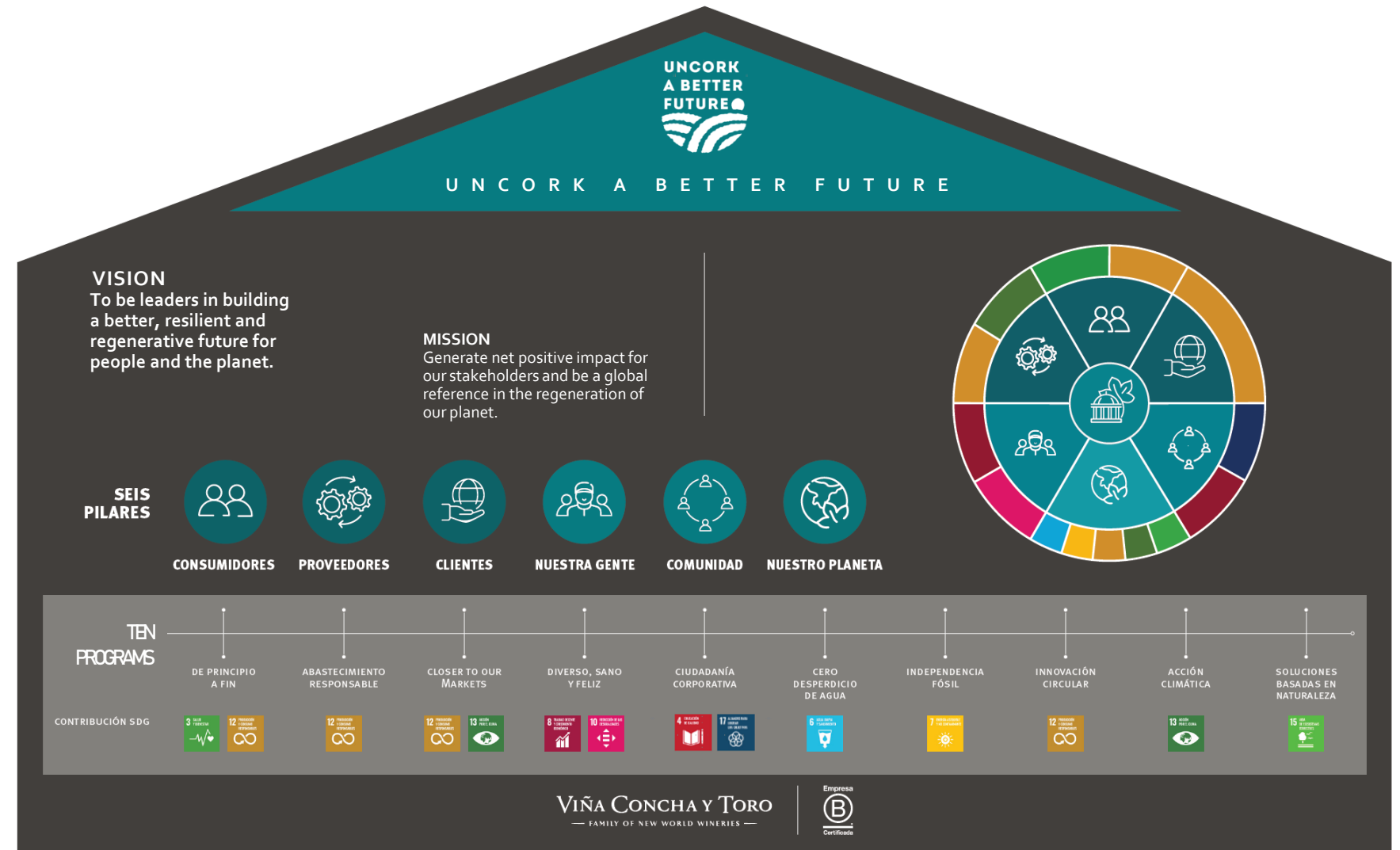
The way to put the sustainability vision and mission into practice is to focus on generating positive impacts on the main stakeholder groups, which is why the strategy is based on the company's main stakeholders regarding sustainability.

## 6 pillars

They represent the company's main stakeholders, whom we seek to positively impact through the objectives defined for 2025.

## 10 programs

Programs in which efforts are focused to generate a positive impact, with established long-term goals.



# 10 REGENERATIVE COMMITMENTS

5  
FOR PEOPLE

5  
FOR THE PLANET



VIÑA CONCHA Y TORO  
— FAMILY OF NEW WORLD WINERIES —

## UNCORK A BETTER FUTURE

PILLARS	2025 Goal
 <b>CONSUMERS</b> From Beginning to End	100% of our strategic brands, communicating sustainability attributes and promoting responsible consumption.
 <b>CLIENTS</b> Closer to Our Markets	30 of our main clients, part of the "Closer to Our Markets" program, generating collaborative work with the retail sector.
 <b>SUPPLIERS</b> Responsible Supply	<b>Responsible Supply Program</b> Responsible Supply Program <b>100% implemented</b> , based on ethical elements and deepening on climate change with 30 of the main packaging suppliers.
 <b>OUR PEOPLE</b> Healthy, Diverse and Happy	"Diverse, Healthy and Happy" program <b>100% implemented</b> , based on 3 key elements for people management: diversity, well-being, and alcohol and drug prevention.
 <b>COMMUNITY</b> Corporate Citizenship	100% of the local and global communities that the company integrates, with initiatives that contribute to entrepreneurship, empowerment and education.
 <b>OUR PLANET</b> Zero Water Waste Fossil Independence Circular Innovation Climate Ambition Nature-Based Solutions	10% reduction in water consumption per bottle, compared to 2020. 50% reduction in fossil fuel consumption in our facilities, compared to 2020. 100% of waste categories with upcycling alternatives. 35% reduction in CO2e emissions according to climate science, compared to the base year 2017. 100% of our vineyard area with regenerative practices in soil, biodiversity of flora, fauna and native forests.





PILLARS,  
GOALS &  
IMPACTS 2022





# CONSUMERS PILLAR



# PROGRAM FROM BEGINNING TO END



At Viña Concha y Toro, we support a sustainable and healthy lifestyle from beginning to end.

We seek to deliver a wine and brand portfolio that accompanies our consumers in their increasingly environmentally and socially conscious lifestyles.

The company's efforts and those of its subsidiaries must be visible to our consumers and, to this end, our main brands must become ambassadors.

We aspire for each of our brands

to carry a message of sustainability to our consumers.

We encourage moderate and responsible wine consumption. We want our products to be recognized as responsible to society and the planet.

From Beginning to End with our consumers, seeks to promote:

01. Responsible Consumption
02. Sustainability Attributes
03. Responsible Marketing

## CORPORATE OBJECTIVE

Make our efforts and achievements in sustainability visible to our consumers, using our strategic brands as a channel. Along with this, we want to deliver a message of responsible consumption of our products using responsible marketing as a tool.

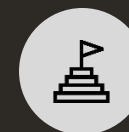


## GOAL 2025

**100% of the brands in the company's strategic matrix**, communicating sustainability attributes and promoting responsible consumption to our consumers.

**Base Year 2020:**  
25 brands in the strategic matrix  
85% of the holding company's sales

Goal 2025:  
**25**  
strategic brands  
communicating  
sustainability to consumers





# EXPECTED IMPACTS



## 01

### RESPONSIBLE CONSUMPTION

To promote good consumer practices and reach more than **500 million global consumers** with our responsible consumption message.

## 02

### SUSTAINABILITY ATTRIBUTES

Promote sustainability among our consumers, making the sustainable attributes of our products visible in **100% of our strategic matrix brands**.

## 03

### RESPONSIBLE MARKETING

Generate internal capabilities in **100% of our Marketing teams** to proactively prevent and avoid the occurrence of greenwashing practices.



## FROM BEGINNING TO END

The From Beginning to End Program comprises 3 main lines of work.

**Responsible Consumption**, was born from the need to strengthen the prevention of the improper use of our products, promoting education for their consumption.

**Sustainability Attributes** is the way we want to inform our consumers about the company's sustainability efforts that go along with their lifestyle.

**Responsible Marketing** is generated to ensure that the message delivered on each bottle is accurate and respects good practices regarding the dissemination of sustainability attributes.



### HEALTH & WELLNESS GOAL 3.5

Strengthen the prevention and treatment of substance abuse, including drug abuse and harmful use of alcohol.



### RESPONSIBLE PRODUCTION AND CONSUMPTION GOAL 12.8

By 2030, ensure that people everywhere have information and knowledge relevant to sustainable development and lifestyles in harmony with nature.

IMPACT 2025  
**500 million**  
people  
receiving responsible  
consumption message

IMPACT 2025  
**346.5 million**  
bottles  
displaying  
sustainability  
attributes

IMPACT 2025  
**100%**  
of strategic  
brands  
deploying  
sustainability  
attributes

# ROADMAP 2021-2025



20  
21

- 01. Launching of Responsible Consumption Campaign.
- 02. Sustainability Attributes to highlight, B Corp. Implementation Plans developed

20  
23

- 01. Responsible Consumption Campaign implemented at the consumer level.
- 02. To give visibility to the Uncork a Better Future campaign.
- 03. Elaboration of Responsible Marketing Policy and Greenwashing training for marketing teams.

20  
25

- 01. Responsible Consumption Campaign established at 4 levels.
- 02. Sustainability attributes deployed for all of the company's strategic brands.
- 03 Greenwashing training for marketing teams.



20  
22

- 01. Responsible Consumption Campaign implemented at corporate and brand level.
- 02. Attributes implemented in at least 22 brands at product and social media level to reach end consumers.
- 03 Greenwashing training for marketing teams.

20  
24

- 01. Responsible Consumption Campaign implemented at trade marketing level.
- 02. Attributes implemented in strategic brands at the product and social & trade network level.
- 03 Greenwashing training for marketing teams.



## Goal 2025

**100% of the brands in the company's strategic matrix, communicating sustainability attributes and promoting responsible consumption.**

## FROM BEGINNING TO END ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Launch of Responsible Consumption Campaign "From Beginning to End".	Launch Completed	% Progress	100%	100%	100%
	Definition of the Brand/Attribute Matrix for 15 strategic brands and development of the Implementation Plan at 3 levels: Product   Communication   Trade. Attribute 2021: B Corporations.	15 brands with developed plans	# brands with developed plans	15	15	
2022	Responsible Consumption Campaign implementation at corporate and brand level.	100% implementation (Corporate and Brands)	# brands with implemented campaign / #strategic brands	100%	66%	89%
	Implementation of attributes through a Brand Plan, considering 3 levels.	22 brands with implemented plans	# brands with implemented plans	22	22	
	Data communication - One Pager for all brands and greenwashing training to Marketing teams.	13 One Pager for strategic brands and team training	13 One Pager for strategic brands and team training	13	13	
2023	Implementation at the consumer level. Give visibility to the <i>Uncork a Better Future</i> campaign.	100% implementation (Trade)	# brands with campaigns implemented in trade / #selected strategic brands	100%		
	Elaboration of Responsible Marketing Corporate Policy and greenwashing training for Marketing teams.	28 brands with developed plans	# brands with developed plans	28		
2024	Implementation at the level of trade marketing.	100% Implementation (Consumer)	# brands with campaign implemented in trade / # strategic brands	100%		
	Attributes implemented in strategic brands at the product and social & trade network level. Greenwashing training to Marketing teams.	28 brands with implemented plans	# brands with implemented plans	28		
2025	Consolidated campaign operating at 4 levels: corporate, brand, trade and consumer.	100% implementation (Corp, Brand, Trade and Consumer)	# brands with campaign implemented at 4 levels / # strategic brands	100%		
	Sustainability attributes deployed for all of the company's strategic brands. Greenwashing training to Marketing teams.	28 brands with implemented plans	# brands with implemented plans	28		



# CONTRIBUTION TO THE SDGS



The "From Beginning to End" program, carried out jointly with our marketing and communications areas, will be addressing the delivery of direct information to our consumers, with the purpose of educating and generating knowledge on sustainability issues.

The aim is to convey a message of sustainability through our bottles and thereby raise awareness of the importance and the leading role that consumers should play in choosing products that have a positive impact on people and the planet.



## 2022

Through the Responsible Drinking campaign, launched in 2021, we hope to spread good wine consumption practices and reach more than 500 million global consumers by 2025 with our responsible drinking message. In 2021, progress was made at the corporate communication level and during 2022 we began to incorporate the portfolio's strategic brands. We expect to reach consumers through different media, also keeping in mind that our brands are the main ambassadors of this message of responsibility.

**2022: 1.8 million people**



## 2022

As a company, we hope to deliver a message of sustainability in every bottle of wine we put in the hands of our consumers. There are currently strategic brands that are already deploying sustainability attributes linked to environmental performance and healthy lifestyles, where strategic brands play a key role. In 2021 and 2022, progress was made in incorporating the B Corps message in 100% of the winery's strategic brands.

**2022: 303 million bottles including sustainability message**



# IMPACTS ACHIEVED

Responsible Consumption

Sustainable Attributes

2021  
RESPONSIBLE CONSUMPTION  
COMMUNICATION  
**4 Million**  
People

2022  
RESPONSIBLE CONSUMPTION  
COMMUNICATION  
**1.8 million**  
people

## 2021

**25**  
Strategic  
brands

**212 million**  
bottles  
displaying sustainability  
attributes  
(17,6 mill. C9L)

**52%**  
of the holding  
company's  
total bottles sold  
are communicating sustainability  
to consumers

**61%**  
of bottles  
in strategic brands  
communicating sustainability  
to consumers

## 2022

**22**  
Strategic  
brands

**303 million**  
bottles  
displaying sustainability  
attributes  
(25 mill. C9L)

**83%**  
of the holding  
company's  
total bottles sold  
are communicating sustainability  
to consumers

**100%**  
of bottles  
in strategic brands  
communicating sustainability  
to consumers





Program Progress  
**From Beginning to  
End**

2022

**89%**

In 2022, Responsible Consumption communication was also extended to the company's brands, which have gradually incorporated the message into their websites and social media communications, reaching 7 out of a total of 22 strategic brands (32%). At the corporate level, 100% of the subsidiaries used this message, so the progress of this element reached 66% for the period.

Likewise, in 2022, 100% of the strategic brands (22) in the company's portfolio disseminated sustainability attributes through different mechanisms. Some brands continued to make progress in incorporating the B Corp logo on the label.

Sustainability material was developed and made available to the brands, with individual messages and indicators, through a sustainability One Pager.

Lastly, 100% of the marketing teams in Chile were trained on how to avoid greenwashing, and this training will continue on an annual basis, extending to the holding company level.

Details of the Program are provided in the Report: **"From Beginning to End 2022 Program"**





# CLIENTS PILLAR



# PROGRAM CLOSER TO OUR MARKETS



The Closer to Our Markets Program is the central initiative of the client-focused pillar. It was designed to proactively bring our sustainability performance closer to our clients and capture pioneering trends that will help us become a global benchmark in sustainability.

To this end, and together with the commercial and distribution office teams, we seek to actively listen to their sustainability concerns and proactively show the company's progress and challenges. The aim is for our clients to see Viña Concha y Toro

as a strategic ally that will enable them to achieve their goals and voluntary commitments in this area.

In addition, and as a way to continuously improve its performance, the company seeks to identify those areas where there is still room for improvement. For this purpose, we will use the benchmark generated with the retail industry, which stands out for its leadership in sustainability matters.

## CORPORATE OBJECTIVE



To proactively bring our sustainability performance closer to our clients and capture pioneering trends that will help us become a global benchmark in sustainability.

## GOAL 2025



**30 of our main clients**, incorporated into the Closer to Our Markets Program, for the transfer of sustainable management practices to and from the company.

**Base Year 2020:**  
30 major retail clients.

Goal 2025:

**30**  
**Main clients**  
incorporated into the  
program



# EXPECTED IMPACTS



## CLOSER TO OUR MARKETS

The Closer to Our Markets Program seeks to promote our management and make our clients become triggers to improve our sustainability practices. We are addressing the delivery of direct information to our major clients on a global scale. We seek to generate alignment with the global initiatives of **30 clients, all major retail chains on a global scale.**



### RESPONSIBLE PRODUCTION AND CONSUMPTION GOAL 12.6

Encourage companies, especially large companies and transnational corporations, to adopt sustainable practices and incorporate sustainability information into their reporting cycle.

IMPACT 2025

30

Clients included in the program

IMPACT 2025

100%

Client practices implemented

## 3 KEY STAGES

- 01 PROMOTE OUR ACTIONS**  
Actively communicate our progress and challenges in sustainability with our main clients.
- 02 ACTIVELY LISTEN**  
Knowing the trends, requirements and challenges that our clients present to us in a proactive and programmed way.
- 03 FILL IN GAPS**  
This will allow us to identify trends that our clients adhere to and of which we are not yet involved. This will enable the company to maintain leadership and improve sustainable positioning with our main clients.





# ROADMAP 2021-2025



20  
21

Design and launch of the "Closer to Our Markets" Program.  
Initial selection of 30 clients.



20  
23

Internal implementation of practices "gaps". Initiate follow-up meetings with clients.



20  
25

Conclude the internal implementation of practices "gaps". Conduct assessment rounds with program clients.



20  
22

Start holding joint meetings with Commercial and Distribution Offices to promote the company's actions and raise client trends.

20  
24

Continue with client meetings, incorporating the respective sales forces and sustainability areas.



Goal  
2025

**30 of our main clients,** incorporated into the Closer to Our Markets Program, for the transfer of sustainable management practices to and from the company.

# CLOSER TO OUR MARKETS ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Develop the "Closer to Our Markets" program to maintain an open channel with the company's main retail clients, knowing their sustainability guidelines.	Launch of the "Closer to Our Markets" Program	% Progress	100%	100%	83%
	Selection of major retail clients in conjunction with the different markets.	30 preselected clients	# of preselected clients	30	20	
2022	Conduct meetings with key clients by market to identify relevant sustainability trends.	Meetings with 30 clients	# of meetings with clients	30	20	83%
	Generate "Trends & Actions Matrix" and development of the Gap Plan to implement those actions in which the company has the possibility of growth. It is about seeking and implementing the best practices of the retail industry.	Gap Plan   Trends & Actions elaborated	% elaboration of GP   T&A	100%	100%	
2023	Start internal implementation of gaps detected and selected as a priority.	100% gap implementation	% of Implementation	100%		
	Conduct follow-up rounds to show progress to our clients, regarding the "Trends & Actions Matrix".	Meetings with 30 clients	# of meetings with clients	30		
2024	Advance in the implementation of the detected gaps that are selected for implementation	100% gap implementation	% of Implementation	100%		
	Continue round meetings to show progress with clients and their sustainability areas.	Meeting with 30 clients	# of meetings with clients	30		
2025	Conclude implementation of gaps. Conduct final progress rounds with clients, showcasing progress in sustainability.	100% gap implementation	% of Implementation	100%		
		Meeting with 30 clients	# of meetings with clients	30		

# CONTRIBUTION TO THE SDGS



The "Closer to Our Markets" program, implemented in conjunction with our commercial areas, addresses the delivery of direct information to major clients on a global scale. Initially, it will work with 30 of the world's leading retail chains.

With this, the company seeks to promote directly and at the same time learn from the practices of our clients, in order to mobilize us to implement sustainable practices that are not yet being addressed.



## 2021

In 2021, the Closer to Our Markets Program was launched, giving way to the pre-selection of the clients with whom the company will work during the years of the program. This was done jointly with the commercial areas and distribution offices present in the markets. During this year, Viña Concha y Toro was invited by Walmart, one of its main customers, to join the Gigaton Project in order to join forces to reduce emissions.

## 2022

In 2022, direct delivery of sustainability information was made to 20 clients incorporated into the program, which represent 36% of the company's sales. 8 Commercial and Distribution Offices were incorporated into the program. Viña Concha y Toro was recognized as a **Giga-Guru**, the highest distinction in Walmart's Gigaton Project, for its significant contribution to reducing emissions. The commercial office VCT & DG Mexico, developed its Sustainability Strategy, aligned with the Corporate Sustainability Strategy, being the first commercial office to face the challenge of sustainability with local efforts.





# IMPACTS ACHIEVED

## Stage 1

### Incorporation of commercial offices

During 2022, progress was made with 8 of the 13 Commercial and Distribution Offices.

- VCT Chile
- Concha y Toro UK
- VCT Norway
- VCT Sweden
- VCT Finland
- VCT & DG Mexico
- VCT Asia
- Escalade Wine & Spirits

## Stage 2

### Client Selection

Twenty retail customers were selected to account for 36% of the holding company's sales volume in 2021.

# 36%

Sales volume in CgL

# 12.4

mill of CgL

## Stage 3

### Introductory Meetings

Eighteen meetings were held with clients, benchmarking and analyzing performance gaps in relation to our clients.

# 9

Clients Surveys Answered in 2022



Program Progress  
**Closer to Our Markets**  
 2022

**83%**

In 2022, meetings were held with 20 of the 30 expected clients (67% progress).

On the other hand, the Consolidated Customer Trend Matrix was created, which allows us to visualize where the gaps with current clients are (100%). This will allow the winery to progress in the improvements that will make it possible to fill the gaps, generating areas of opportunity. These improvements are mainly in the social areas.

As a result, the overall progress of this pillar during 2022 was 83%.

This analysis establishes the actions to be taken during 2023, as it provides a complete overview of the main customer requirements and where there are opportunities for improvement.

Details of the Program are provided in the Report: **"Closer to Our Markets 2022 Program"**





# SUPPLIER PILLAR





# PROGRAM RESPONSIBLE SUPPLY



At Viña Concha y Toro, we aspire to leave a legacy of positive impact on our suppliers.

The company works with its suppliers to ensure good sustainability practices throughout the value chain. As a way of providing ongoing support, the company shares its learning, providing tools for its suppliers to promptly adopt these practices.

The company wants its suppliers to consider that moving forward with the company is more than just a good business relationship.

The "Responsible Supply" program is based on ethical business practices, which are intended to help improve climate change, where it is expected to drive the industry towards an internationally recognized methodology as a mechanism for reducing emissions.

## CORPORATE OBJECTIVE

Involve our supply chain in sustainability initiatives that allow them to improve their performance and, therefore, that of Viña Concha y Toro.



## GOAL 2025

**100% implemented Responsible Supply Program**, based on ethical elements with the entire supply chain and deepening on climate change with 30 of the main packaging suppliers.

**Base Year 2020:**  
200 suppliers, including  
30 packaging suppliers  
in the climate change axis

Goal 2025:  
**100%**  
**implementation**  
According to Roadmap to  
2025



# EXPECTED IMPACTS



## 01 BUSINESS ETHICS

To help improve performance and promote transparency through the reporting of environmental and social practices of the company's key suppliers.

## 02 CLIMATE CHANGE

Through the work axis on climate change called "SBT 2025 Suppliers", the company works with 27 packaging suppliers through the SBT methodology, to reduce at least 12 thousand tCO<sub>2</sub>e in the input supply chain.



## RESPONSIBLE SUPPLY

Viña Concha y Toro's Responsible Supply Program aims to cover 2 central axes in our supply chain:

**Business Ethics**, which considers a survey on the responsibility of our suppliers regarding, mainly, their performance in terms of Human Rights in the Company.

**Climate Change**, helping and motivating suppliers to measure and reduce their carbon footprint by aligning them with climate science and global CO<sub>2</sub> reduction commitments.

TARGET 12-6



ENCOURAGE COMPANIES TO ADOPT SUSTAINABLE PRACTICES AND SUSTAINABILITY REPORTING

## RESPONSIBLE PRODUCTION AND CONSUMPTION GOAL 12.6

Encourage companies, especially large companies and transnational corporations, to adopt sustainable practices and incorporate sustainability information into their reporting cycle.

TARGET 13-3



BUILD KNOWLEDGE AND CAPACITY TO MEET CLIMATE CHANGE

## CLIMATE ACTION META 13.3

Improve education, awareness and human and institutional capacity for climate change mitigation, adaptation, reduction of its effects and early warning.

IMPACT 2025  
**200**  
key suppliers  
deploying information  
on ethical practices

IMPACT 2025  
**26**  
packaging suppliers  
aligned to reducing  
emissions

IMPACT 2025  
**12 thousand**  
tons CO<sub>2</sub>  
reduction in the supply  
chain compared to  
2020

# ROADMAP 2021-2025



20  
21

- 01. Selection of Suppliers for environmental and social reporting (200 key suppliers).
- 02. Launch of the "SBT2025 Suppliers" Program (30 packaging suppliers).

20  
23

- 01. 30% of the suppliers incorporated into the platform.
- 02. Generation of science-based emission reduction plans for suppliers.

20  
25

- 01. 100% of the suppliers incorporated into the platform. At least 200 suppliers.
- 02. 27 Program Providers with carbon footprint reductions (at least 12 thousand tCO<sub>2</sub>e).



20  
22

- 01. Launch of environmental and social platform and incorporation of suppliers.
- 02. Establishment of Reduction Commitment by suppliers, to then define a roadmap (26 suppliers).

20  
24

- 01. 70% of the suppliers incorporated into the platform.
- 02. Monitoring of expected reductions according to established plans, first year.



Goal  
2025

**100% implementation of the Responsible Supply Program, based on ethical elements and climate change with 200 suppliers**



# RESPONSIBLE SUPPLY ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Supplier pre-selection for SEDEX Platform – Matching Process.	8 Suppliers with matching	# of Suppliers	8	11	100%
	Launch of the "SBT 2025 Suppliers" Program with 30 major packaging suppliers.	Launch of the "SBT2025 Suppliers" Program	% Progress	100%	100%	
2022	Platform launching and beginning of supplier incorporation (Business Ethics)	Platform launch with suppliers	% Progress	100%	100%	92%
	Standardized Carbon Footprint and generation of first step to Science Based Emission Reduction commitment by program suppliers.	27 committed suppliers	# of committed suppliers	26	13	
	Packaging emissions reduction	12 thousand tons CO2	Ton CO2	12 thousand	15 thousand	
2023	30% of suppliers incorporated into the Business Ethics Platform	30% implementation Suppliers	# of Suppliers	60		
	Year 1 Monitoring Reduction of emissions according to established plans.	27 suppliers with SBT reduction targets	# of suppliers with SBT goals	26	12 thousand	
	Packaging emissions reduction					
2024	70% of suppliers incorporated into Business Ethics Platform	70% implementation of gaps	# of Suppliers	140		
	Year 2 Monitoring Expected reductions according to established plans.	27 suppliers with SBT targets and effective reductions	# of suppliers with SBT targets and reductions	26	12 thousand	
	Packaging emissions reduction					
2025	100% of suppliers incorporated into the Business Ethics Platform	200 suppliers	# of Suppliers	200		
	Year 3 Monitoring 30 suppliers with carbon footprint reductions.	27 suppliers with SBT targets and actual reductions	# of suppliers with SBT targets and reductions	26		
	Balance of the five-year period of packaging reductions	Reduction of 12 thousand tCO2e in packaging	# tCO2e	12 thousand		

# CONTRIBUTION TO THE SDGS



The "Responsible Supply" program, implemented in conjunction with our purchasing and supply areas of the company, is based on elements of collaboration with the company's main suppliers.

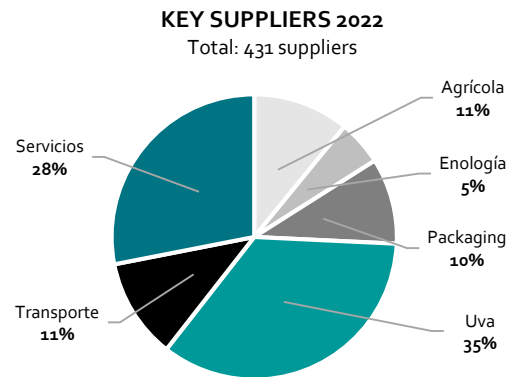
## EVALUATION AND SELECTION

Annually, from the total number of suppliers, we select those that are considered key for the company in terms of potential risks (environmental and social) and, on the other hand, in terms of dependence for the business. From these, the segment to be evaluated is selected, which in 2022 corresponded to **431 suppliers**, representing 11% of the company's total.

This categorization is made according to the stage of the production process in which the supplier participates. These suppliers are annually consulted on their social and environmental practices through an Ethical Responsibility and Sustainability Self-Assessment Form. The results are used to generate internal actions aimed at reducing human rights risks in the company.

Through this annual evaluation, a general report is also produced and shared sectorially with each group of suppliers.

In 2022 no consolidated information was sent.



## 2021 - 2022

Through the work in the Business Ethics component, the company expects to promote good practices in a group of 200 key suppliers. They are expected to report annually and transparently on their performance in social matters related to Human Rights issues in the Company. During 2021, a trial run was carried out incorporating 6 suppliers in the reporting mechanism through a standardized platform.

In 2022, the next step was to formalize the inclusion of a certain group of key suppliers at the Annual Supplier Workshop, held in June 2022. During the year, information was provided to suppliers on the type of information that will need to be deployed, so that in 2023 they can start directly with the inclusion in the platform.



## 2021 - 2022

The SBT2025 Suppliers work component seeks to sensitize and incorporate suppliers into the Science Based Targets initiative, encouraging them to establish emission reduction targets based on climate science. At this stage, 26 major packaging suppliers will be addressed.

In 2021, the program was launched and in the first year of operation, 10 of the 26 suppliers had already joined the international initiative. This figure rose at a lower rate than expected, as only 13 were reached in 2022. Nevertheless, many of the suppliers are already moving towards the methodology, so it is expected that this path will be recovered in the short term. Although it was not possible to obtain the commitment of all suppliers, packaging emissions were reduced by 15,000 tons of CO<sub>2</sub> from packaging inputs in 2022 compared to 2020.

# IMPACTS ACHIEVED

Business Ethics

2021  
**11**  
suppliers  
*matching process*

2022  
SEDEX PLATFORM  
LAUNCH

## 2021

**10**  
suppliers committed to SBT

**33%**  
of total program  
suppliers  
(Total: 30 suppliers)

**13.261**  
ton of CO<sub>2</sub>  
Reduced in packaging  
compared to 2020

Climate Change

## 2022

**13**  
suppliers committed to SBT

**50%**  
of total program  
suppliers  
(Total: 26 suppliers)

**15.012**  
ton of CO<sub>2</sub>  
Reduced in packaging  
compared to 2020





Program Progress  
**Responsible Supply**  
 2022

92%

During 2022, the launch of the supplier social performance reporting platform took place and was announced during the SBT Annual Supplier Workshop. During the event, the balance of the program in 2021 was presented and suppliers were updated on the next steps of the Responsible Supply program.

In 2022, 3 suppliers ceased to be input suppliers and therefore left the program, which will continue with 27 suppliers.

In terms of climate change, only 4 suppliers were able to advance in their commitment to SBT; however, many of them are in the pre-confirmation stages, which was not achieved during the year, so it is expected that during 2023, this figure will increase significantly.

In terms of reductions in inputs, we were able to reduce this item by 15 thousand tons compared to the base year 2020. This demonstrates that despite not yet formalizing commitments to the methodology, key packaging suppliers are taking concrete steps to decarbonize the inputs they supply to the company.

Details of the Program are provided in the Report: "Responsible Supply 2022 Program".



# PILLAR OUR PEOPLE





# PROGRAM HEALTHY, DIVERSE AND HAPPY



Ensuring equal opportunities and actively improving the well-being of all workers will be the focus to be deepened in this 2021-2025 stage in terms of our people.

The "Healthy, Diverse and Happy" Program is based on two central elements: diversity and wellness, which we seek to promote and deepen within the company.

- 1. DIVERSITY:**  
In this line, we work on issues of inclusion, gender balance and multiculturalism.

- 2. WELL-BEING AND WORK**  
We seek to advance in individualized benefit programs that allow us to raise the levels of well-being and balance between work and family life for the company's employees.

The company is focused on generating long-term relationships with its employees, contributing to their well-being with quality of life programs, training and always seeking to create a good working environment.

## CORPORATE OBJECTIVE

Continuously improve the well-being and commitment of all employees in the company. To grow in diversity, equity, inclusion and labor welfare.



## GOAL 2025

**100% implementation in the company,** generating coverage for all workers and based on 2 key elements for people management: diversity and well-being.

Goal 2025:  
**3,579**  
collaborators  
Holding Level  
Program Coverage





# EXPECTED IMPACTS



**TARGET 8-5**

**FULL EMPLOYMENT AND DECENT WORK WITH EQUAL PAY**

## FAIR WORK AND ECONOMIC GROWTH GOAL 8.5

By 2030, achieve full and productive employment and fair and decent work for all women and men, including young people and people with disabilities, and equal pay for work of equal value.

**TARGET 10-3**

**ENSURE EQUAL OPPORTUNITIES AND END DISCRIMINATION**

## REDUCTION OF INEQUALITIES GOAL 10.3

Ensure equality of opportunity and reduce inequality of outcomes, which includes eliminating discriminatory laws, policies and practices, and promoting appropriate legislation, policies and measures in this regard.

## PROGRAM HEALTHY, DIVERSE AND HAPPY

Through the Healthy, Diverse and Happy Program, the company seeks to improve the quality of life of 100% of its employees through cross-cutting measures that focus on two key components:

**IMPACT 2025**  
**100%**  
**Equal pay** for work of equal value

**IMPACT 2025**  
**100%**  
**of the workforce with access** to wellness programs focused on individual needs.

## 2 KEY COMPONENTS

### 01 DIVERSITY: INCLUSION, GENDER BALANCE AND MULTICULTURALISM

A diverse culture enriches us. We seek to strengthen the internal culture, working on: Inclusion, Gender Balance and Multiculturalism.

### 02 WELL-BEING AND WORK

Fostering a work-life balance is vital to the health and motivation of our people.



# ROADMAP 2021-2025



20  
21

Design and launch of the "Healthy, Diverse and Happy" Program, definition of priority axes for the company and establishment of 2025 goals.

20  
23

Progress of the Action Plan.  
Measurement of maturity level of the pillars

20  
25

Measurement of Maturity Level achieved.  
Benchmarking with multinational companies

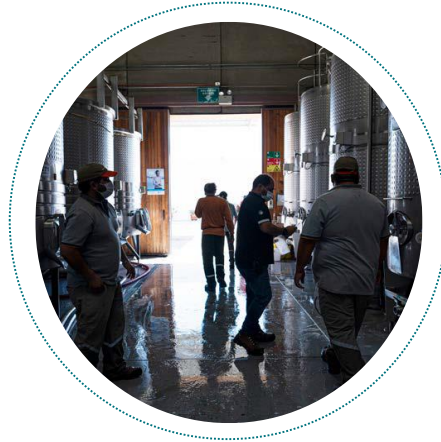


20  
22

Construction and progress of the Action Plan.  
Communication of annual measurement indicators.

20  
24

Consolidating the Program  
Maturity Level Measurement and adjustments if needed



Goal  
2025

*Implemented program, covering 100% of the company's employees and based on 2 key elements for people management: diversity and well-being.*

# HEALTHY, DIVERSE AND HAPPY ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Definition of priority axes for the company's Wellness Program and establishment of 2025 goals.	Designed program	% Progress	100%	100%	100%
2022	Incorporate people with disabilities into the organization in different areas and workplaces.	35 people	# people	35	33	95%
	Conduct visits and face-to-face meetings for the communication of benefits and agreements, health and recreation.	1,500 people	# people	1,500	1,432	
2023	Develop a Diagnostic Report on Diversity, Inclusion and Multiculturalism that allows the development of an inclusion policy and the establishment of goals for gender balance.	Elaborated policy	% Progress	100%		
	Generate individualized benefits according to the analysis of each employee's profile and generation of benefits by age segments.	Benefit Plan generated	% Progress	100%		
2024	To make progress in closing gaps in terms of Diversity, Inclusion and Multiculturalism. Design specific actions to improve gender balance within the organization.	50% progress in implementation of gaps	#Act.Implemented / #Act. Total	50%		
	Conduct the first evaluation of the individual benefit program.	Get Satisfactory Result (Above 80%)	% of User Satisfaction	80%		
2025	Closing the gaps in terms of Diversity, Inclusion and Multiculturalism. Design specific actions to improve gender balance within the organization.	100% progress in implementation of gaps	#Act.Implemented / #Act. Total	100%		
	Consolidation of the individualized benefits program.	Get Satisfactory Result (Above 80%)	% of User Satisfaction	80%		



# CONTRIBUTION TO THE SDGS



The "Healthy, Diverse and Happy" Program is implemented through concrete actions by the People Management, which promotes and encourages the central axes of Well-being and Diversity. As a way of promoting the wellbeing of our people, there are multiple benefits for sports and healthy living, among others.

With the aim of strengthening the capabilities of our people, Viña Concha y Toro has set itself the challenge of promoting the development of its employees and improving their skills. The company seeks to create spaces for people to develop in a comprehensive manner, ensuring their well-being.



## 2022

Through our People Management, we hope to promote a work-life balance, which is vital for the health and motivation of our people. At the same time, to continue incorporating people with disabilities, promoting inclusion.

The company detects and reduces organizational barriers to provide universal access to its employees so that they are on an equal footing to perform their job functions.



## 2022

One of the pillars of the Healthy, Diverse and Happy Program is Diversity. In this line, we seek to promote a diverse culture, which enriches us. The company has a Compensation Policy and Strategy approved by the Board of Directors, which provides salary guidelines and establishes compensation ranges. This Policy favors the competencies and experience of each employee to achieve its objectives, without any discrimination whatsoever.



# IMPACTS ACHIEVED

## 2021

**39**  
people accredited  
by inclusion  
(1,5% workforce)

**325**  
people  
with talks about  
supplemental  
insurance and benefits

**450**  
people  
with preventive health  
examinations in  
estates, warehouses  
and plants

**15**  
Digital Literacy  
Workshops  
carried out in 15  
Estates

## 2022

**33**  
people accredited  
by inclusion  
(1,5% workforce)

**1,432**  
people  
with talks about  
supplemental  
insurance and benefits

**473**  
people  
with preventive health  
examinations in pools,  
warehouses and plants

**400**  
people  
Trained in Alcohol  
and Drug Abuse  
Prevention





Program Progress  
**Healthy, Diverse and  
Happy**  
2022

**95%**

In 2022, progress was made in the construction and progress of the action plan generated for the "Healthy, Diverse and Happy Program".



One of the main milestones of the year was to promote the program, to communicate the main lines of progress and the availability of activities that the company has designed with the aim of promoting well-being and diversity.

Although the target set for Diversity and Inclusion in 2022 (94%) was not achieved, this is an incentive to intensify efforts in 2023. Likewise, the Well-being goal was achieved at 95%, which gives an overall progress of 95% for 2022.

Details of the Program are provided in the Report: "Healthy, Diverse and Happy 2022 Program"





# HEALTHY, DIVERSE AND HAPPY PROGRAM



# PROGRAM CORPORATE CITIZENSHIP



The company seeks to strengthen ties with the communities it integrates, contributing to their development. This refers both to the communities at the local level where we are operating through our wineries and plants, as well as at the level of the global communities of which we are a part.

We want to be active agents and generate positive impact in the communities we integrate, working on 3 lines that were raised as central axes for the positive contribution of the company to the environment.

The objective is to contribute to

generating prosperity in the areas where the company is present. This concept translates into support for local entrepreneurship as the first axis of work and as a mechanism for economic promotion.

The second refers to the empowerment of the community through the search for virtuous relationships and a third axis of work is through educational support.

These three axes of work generate a program that seeks to generate a positive impact in our communities.

## CORPORATE OBJECTIVE

Contribute to the development of the different communities where we participate or where we are present, through entrepreneurship, community empowerment and education.



## GOAL 2025

**100% of the local and global communities** that the company integrates, with initiatives that are a contribution to entrepreneurship, empowerment and/or education.

Goal 2025  
**100%**  
**communities**  
Covered by the  
Corporate Citizenship  
Program  
(32 in CHILE)



# EXPECTED IMPACTS



## 01 EDUCATION

With future generations in mind, we contributed to Early Childhood Education for 1,500 children and their families in the main communities where the winery operates in Chile.

## 02 EMPOWERMENT

At a territorial level, we will generate Community Relations projects that seek to empower **all the communities** where we have a presence.

## 03 ENTREPRENEURSHIP

We hope to promote local development by contributing to entrepreneurship initiatives generated in our communities.



## CORPORATE CITIZENSHIP

The Corporate Citizenship Program seeks to generate a positive and virtuous relationship with the company's social environment.

It seeks to strengthen local **entrepreneurship** as a way of generating support for the economic development of the areas where the company is present.

Through local **empowerment**, the company seeks to generate a positive relationship with the environment by supporting communities in their needs for education, environmental awareness and recreation.

The focus of **educational** support is at the early levels, where the company can contribute to generate changes in the children of the communities.

**TARGET 4-2**

**EQUAL ACCESS TO QUALITY PRE-PRIMARY EDUCATION**

### QUALITY EDUCATION GOAL 4.2

By 2030, ensure that all girls and boys have access to early childhood care and development services and quality preschool education so that they are ready for primary school.

**TARGET 17-6**

**KNOWLEDGE SHARING AND COOPERATION FOR ACCESS TO SCIENCE, TECHNOLOGY AND INNOVATION**

### PARTNERSHIPS TO ACHIEVE GOALS GOAL 17.6

Improve cooperation and enhance triangular collaboration and access to science, technology and innovation, and increase knowledge sharing on mutually agreed terms, while improving coordination among existing mechanisms.

### IMPACT 2025

**1,545 children**  
benefited by actions in early childhood

### IMPACT 2025

**32 municipalities in Chile**  
with social empowerment initiatives



# ROADMAP 2021-2025



20  
21

Launch of the Entrepreneurship initiative, HUB Viña Concha y Toro. 2 supported entrepreneurs.

Implementation of Agricultural Community Outreach Initiatives

Creation of an Alliance to address Education



20  
23

Progress in coverage of Community Relations in crops, cellars and plants.

Second stage Early Childhood Education support with local education organizations.



20  
25

Progress in coverage of Community Relationship estates, cellars and plants and/or support for local entrepreneurship.

Closing and evaluation of the first cycle for Early Childhood Education.



20  
22

Progress in coverage of Agricultural Community Relations and/or support for local entrepreneurship.

Beginning of the Early Childhood Education support program.



20  
24

Progress in coverage Community relations in estates, cellars and plants and/or in support of local entrepreneurship.

Early Childhood Education Support Program, third stage with education organizations



Goal  
2025

**100% of our communities covered by the Corporate Citizenship Program**

# CORPORATE CITIZENSHIP ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Launch of the entrepreneurship initiative, HUB Viña Concha y Toro, seeking to promote local and technological entrepreneurship.	2 supported entrepreneurship	# impacted entrepreneurship	2	2	100%
	Implementation of local Agricultural Community Relationship projects.	15 estates with implemented community initiatives	# Estates with implemented initiative	15	15	
	Creation of Alliance to address support to Education at the local community level.	Alliance with specialized organization	# Alliance for Education	1	1	
2022	Progress in coverage of local Agricultural Community Outreach projects and/or support for local entrepreneurship.	15 estates with implemented community initiatives	# estates	15	16	100%
	Beginning of the Early Childhood Education support program, incorporation of the first local education organizations.	Kick-off work plan	%progress	100%	100%	
		1,500 children benefited	# children benefited	1,500	1,545	
2023	Progress in coverage of local Community Relationship projects for estates, cellars and plants and/or support for local entrepreneurship.	15 estates with implemented community initiatives	# estates	15		
	Early Childhood Education Support Program, second stage with local education organizations.	1,500 children benefited	# children benefited	1,500		
2024	Progress in coverage of local Community Relationship projects for estates, cellars and plants and/or support for local entrepreneurship.	15 estates with implemented community initiatives	# estates	15		
	Early Childhood Education Support Program, third stage with education organizations	1,500 children benefited	# children benefited	1,500		
2025	Progress in coverage of local Community Relationship projects for estates, cellars and plants and/or support for local entrepreneurship.	15 estates with implemented community initiatives	# estates	15		
	Early Childhood Education Support Program, closing and evaluation of the first cycle.	1,500 children benefited	# children benefited	1,500		

# CONTRIBUTION TO THE SDGS



The Corporate Citizenship Program is implemented through multiple efforts within the company.

The community relations aspect is carried out by the areas of greater territoriality, which are responsible for maintaining and fostering ties in the fields, cellars and plants. In order to prepare those in charge, training is provided beforehand.

Interaction with educational organizations is carried out through the People Management, since the objective is also to favor collaborators living in the areas of interest, and in conjunction with the Communications Management, which facilitates internal and external communication.



## 2022

In 2021, Viña Concha y Toro partnered with Fundación Choshuenco to support early childhood in the communities where it operates. In 2022, progress was achieved in 3 districts of Pirque, Chimbarongo and Molina, benefiting 1,545 children from the surrounding areas. The company supported 24 pre-school organizations and family centers in which training and stimulation tools were provided to their members and teachers. A total of 1,545 children benefited during the year.



## 2022

Viña Concha y Toro is committed to improving cooperation with communities and increasing the exchange of knowledge and skills. As part of the promotion of Agricultural Community Relations, 18 initiatives were generated with diverse communities in the company's estates and cellars, which are classified into 4 categories and in which more than 2,000 local representatives participated with the company:

- Environmental Awareness 28%
- Educational 39%
- Recreation 17%
- Entrepreneurship 17%





CORPORATIVO S.A. IN ABILITACION DE COMUNITATIS

# IMPACTS ACHIEVED

Entrepreneurship and Empowerment

**18**  
communities  
with relationship  
activities

**2,078**  
Neighborhood  
representatives  
Involved in initiatives  
during 2022

**18 COMMUNITIES**

**9 DISTRICTS**

**ENVIRONMENTAL AWARENESS**  
San Javier  
Santiago  
Rauco  
Casablanca  
Litueche

**RECREATIONAL**  
Peumo  
Marchigüe  
Rauco

**EDUCATIONAL**  
San Vicente de Tagua Tagua  
San Javier  
Rauco  
Casablanca

**ENTREPRENEURSHIP**  
San Vicente de Tagua Tagua  
Peumo  
Santiago

Education

**1,545**  
Benefited  
Children  
of preschool age

**24**  
Educational  
centers  
Benefited by the  
alliance

**250**  
members  
of the educational  
teams of the  
establishments

**4**  
districts  
Puente Alto, Pirque,  
Chimbarongo and  
Molina  
(CHILE)

UNCORK A BETTER FUTURE





Program Progress  
**Corporate Citizenship  
 2022**

# 100%

In 2022, progress was made in the different lines of work proposed for the Corporate Citizenship Program.

Aiming to generate impacts and leave a positive imprint on our communities, 18 initiatives were established in the communities surrounding the winery's operations, with the direct involvement of our people and more than 2,000 people from the community. These relationships will continue in the long term and during 2023 new communities will be integrated into this progress. To date, more than two-thirds of the fields have regular initiatives. It should also be noted that during the year two alliances were signed to promote entrepreneurship in localities linked to the wineries of Cachapual and Chimbarongo, and the foundations were laid for a new alliance in 2023.

In the educational area, we initiated the first year of operation of the alliance with Fundación Choshuenco, which benefited more than 1,500 children in this first year. During 2023, progress will be made in new locations to increase the scope of the program until 2025.

Details of the Program are provided in the Report: **"Corporate Citizenship 2022 Program"**





# PILLAR OUR PLANET





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As part of the B Corporations movement, which encourages us to be a better company every day, we have moved towards a regenerative philosophy to interact with our planet, always looking to return more of what we have received from it.

This is implemented through **5 programs** that seek to generate a positive impact on the planet focusing on material issues for the company.

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- 
- **01** ZERO WATER WASTE
  - **02** FOSSIL INDEPENDENCE
  - **03** CIRCULAR INNOVATION
  - **04** CLIMATE ACTION
  - **05** NATURE-BASED SOLUTIONS



01

ZERO WATER WASTE

# PROGRAM ZERO WATER WASTE



The **Zero Water Waste Program** is one of the initiatives of the pillar focused on generating positive impacts on our planet.

Water is one of the main resources used by the company to ensure the growth of quality grapes which enables the production of excellent wines.

The company recognizes that water use and conservation are ongoing

challenges for industry and society at large. Given the importance of water availability for vine cultivation, winemaking, bottling and also for the quality of life of the surrounding communities, we are committed to managing its use with the utmost care and efficiency, promoting initiatives aimed at reducing its use through the concept of efficiency.

## CORPORATE OBJECTIVE

Efficient use of water, using only the amount that our processes require and avoiding any type of waste in our operations.



## GOAL 2025

**10% reduction in water consumption** for each bottle of wine from the vineyard to the final destination.

Base Year 2020:  
103.9 Lt water / 750cc bottle  
(Holding)

Goal 2025:  
**93.5**  
Lt water / Bottle  
(Holding consumption)





# EXPECTED IMPACTS



## ZERO WATER WASTE

Through the "Zero Water Waste" concept, we will seek to make visible the need to generate efficiencies in our irrigation systems, our winemaking and industrial packaging processes in order to make rational use of water.

Water efficiency will generate savings in water extraction, which will be available for other uses in the basin.



## CLEAN WATER AND SANITATION GOAL 6.4

By 2030, we aim to significantly increase the efficient use of water resources in all sectors and ensure the sustainability of freshwater withdrawal and supply to address water scarcity and significantly reduce the number of people suffering from water scarcity.

**IMPACT 2025**  
**4.3 million m<sup>3</sup>**  
 water savings in watersheds by 2025

**IMPACT 2025**  
**100% facilities**  
 operating with the concept of "Zero Waste"

# BASE METRIC AND GOALS

## HOLDING CONSOLIDATED DATA WATER

Base Year 2020 v/s Goals 2025

**CONSUMO TOTAL HOLDING 2020**  
**43.4 million m<sup>3</sup>**  
 Lt water / 750cc bottle

<sup>2020</sup>  
**31.6 million m<sup>3</sup>**  
 Total Water Consumption (CHILE)

**INDIVIDUAL CONSUMPTION HOLDING 2020**  
**103.9**  
 Lt water / 750cc bottle

<sup>2020</sup>  
**110.1**  
 Lt water / 750cc bottle (CHILE)

**GOAL HOLDING 2025**  
**93.5**  
 Lt water / 750cc bottle (Holding)

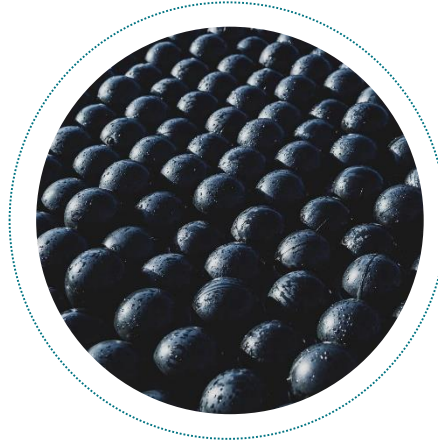
Goal 2025  
**99.1**  
 Lt water / 750cc bottle (CHILE)

# ROADMAP 2021-2025



20  
21

Measurement of water footprint, measurement of water consumption and reduction of at least 2% of total consumption per bottle compared to 2020.



20  
23

Measurement of water footprint, measurement of water consumption and reduction of at least 6% per bottle. Reinforce governance and water awareness.



20  
25

Measurement of water footprint, measurement of water consumption and reduction of at least 10% of total consumption per bottle compared to 2020.



20  
22

Measurement of water footprint, measurement of water consumption and reduction of at least 4% per bottle. To make progress in the vineyard area.



20  
24

Measurement of water footprint, measurement of water consumption and reduction of at least 8% of total consumption per bottle compared to 2020. Progress in cellars and plants.



## Goal 2025

**10% reduction in water consumption** for each bottle of wine from the vineyard to the final destination.

Base Year 2020:  
103.9 Lt water / 750cc bottle  
Holding Level

# ZERO WATER WASTE ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Establishment of the baseline for the five-year reduction, incorporating vineyards, cellars and plants. Analysis of opportunities in the different production processes. Water footprint correction using Climate Effect Index (CEI).	2% reduction in water consumption per bottle (compared to 2020)	lt water / bottle (750cc)	101.9 (-2%)	88.6 (-15%)	113%
2022	Measurement of water footprint, measurement and consolidation of consumption for the holding company. Survey of projects and actions to be implemented in vineyards, cellars and plants. Barrier Ball implementation in irrigation dams. Progress of the DREAM Project in the agricultural field.	4% reduction in water consumption per bottle (compared to 2020)	lt water / bottle (750cc)	99.8 (-4%)	130.4 (+25%)	69%
2023	Implementation of reduction projects in vineyards, improvement of moisture measurement systems. Implementation of a multidisciplinary Water Leading Group among operational areas. Zero Water Waste awareness campaign at holding facilities.	6% reduction in water consumption per bottle (compared to 2020)	lt water / bottle (750cc)	97.7 (-6%)		
2024	Measurement of water footprint and measurement of water consumption in the company's operations. Progress of the DREAM Project and expansion of the agricultural area operating with humidity sensors.	8% reduction in water consumption per bottle (compared to 2020)	lt water / bottle (750cc)	95.6 (-8%)		
2025	Measurement of water footprint considering the Climate Effect Index, balance of water consumption by process. Improvements implemented in the vineyard irrigation system, 100% of the fields reached, record of reductions achieved.	10% reduction in water consumption per bottle (compared to 2020)	lt water / bottle (750cc)	93.5 (-10%)		



# CONTRIBUTION TO THE SDGS



The "Zero Water Waste" program is addressing measures to promote the saving and efficient use of water in 3 main process areas:

1. Agricultural use for vineyard irrigation, led by the company's agricultural areas.
2. Use in winemaking cellars, a task led by the enology department.
3. Use in packaging, mainly in bottling plants.



## 2021

Some of the improvements implemented in the 3 origins consider to continue making progress with precision irrigation and to implement improvements in the equipment. In Chile, progress is being made with the implementation of the DREAM platform, consolidating an innovative technology for vineyard irrigation.

## 2022

In Chile, progress is being made with the implementation of moisture sensors that allow the identification of depth levels for irrigation application. Through technological implementations, we progress in increasing the area under irrigation recommendations based on meteorological information, whose pilot operation reaches 900 hectares in the Lourdes Estate.


The USA is also moving forward with innovative technologies to become more efficient. Digital sensors are used to monitor grape and soil moisture levels to ensure that no water is wasted in the vineyards.

## IMPACTS ACHIEVED

### HOLDING CONSOLIDATED DATA WATER 2020 - 2022

The water consumption reported for Viña Concha y Toro's holding accounts for all water uses **from the vineyard to bottling**. In the wine industry, the main use of water is for vineyard irrigation, so consumption should reflect this stage of the process for the purposes of correct comparability.

  
VINEYARD CONSUMPTION  
**99%**

  
CONSUMPTION OF CELLARS AND PACKAGING PLANTS  
**1%**

		BASE YEAR 2020	2021	2022	GOAL 2025
<b>TOTAL WATER CONSUMPTION</b>	mill of m3	43.4	36.4	47.6	
<b>SALE</b>	mill of bottles	417.5	410.3	365.5	
<b>UNIT CONSUMPTION PER BOTTLE</b>	Lt water / bot	103.9	88.6	130.4	
% Expected Reduction	%		-2%	-4%	-10%
Expected Unitary Indicator	Lt agua / bot		101.9	99.8	93.5
Annual Expected Savings	mill of m3		0.9	0.8	
Accumulated Expected Savings	mill of m3		0.9	1.7	4.3
% Actual Reduction	%		-15%	+25%	
Actual Annual Savings	mill of m3		5.4	-11.3	
<b>WATER BUDGET</b>					
Actual Accumulated Savings	mill of m3		5.4	-5.8	



Program Progress  
**Zero  
Water Waste**  
2022

69%

In 2022, climatic conditions did not allow the expected value of water reductions to be achieved, mainly in the agricultural sector.

Regarding the goal set for the current year, the holding's water consumption indicator turned out to be 31% higher than expected. This means that, compared to the base year 2020, the company is 25% below the target set for the five-year period 2021-2025.

This was mainly due to the lack of rainfall at those times of the year when it was necessary to hydrate the vines to maintain their productivity and yield, which is why controlled irrigation was applied.

The company is taking several steps to ensure that future consumption savings will begin to be achieved through the incorporation of greater technology in precision agriculture.

Details of the Program are provided in the Report: "Zero Water Waste 2022 Program"





02

FOSSIL  
INDEPENDENCE



# PROGRAM FOSSIL INDEPENDENCE



Through the "Fossil Independence" program, the company seeks to reduce the impacts of energy use.

This stage in energy management has been possible due to the fact that during the 2015-2020 period, the first step was taken by reaching 100% renewable electricity supply in Chile.

The company has therefore moved on to the next challenge, which is to achieve independence from fossil fuels used within the facilities. By 2025, a first stage of 50% is expected to be

achieved, and then steps will be taken towards fossil independence in all internal sources.

The company is aware that the role of technological progress is key to speed up this energy transition. Therefore, we are constantly evaluating alternative energy sources for different types of equipment in order to pave the way for new alternatives at an early stage.

## CORPORATE OBJECTIVE

To move towards the decarbonization of our energy matrix, generating independence from fossil fuels in equipment and machinery located within our facilities.



## GOAL 2025

**50% reduction in fossil fuel consumption in our facilities.**

**Base Year 2020:**  
35.3 GWh in internal sources  
(equipment, stationary machinery, internal mobility)

Goal 2025  
**17.6 GWh**  
Fossil Energy  
Consumption in Internal  
Sources



# EXPECTED IMPACTS



## FOSSIL INDEPENDENCE

By gradually replacing fossil fuels with other energy supply alternatives, Viña Concha y Toro expects to move towards a clean and decarbonized matrix. Different technically and economically viable alternatives for 2025 are being considered to integrate this energy mix, thus increasing the share of renewables not only in the electricity sector.



**AFFORDABLE AND NON-POLLUTING ENERGY GOAL 7.2**  
By 2030, significantly increase the share of renewable energy in the energy mix.

**IMPACT 2025**  
**2.4 Million**  
litres  
Savings on the use of fossil fuels

**IMPACT 2025**  
**100%**  
renewable electricity  
Holding level

## BASE METRIC AND GOALS

### HOLDING CONSOLIDATED DATA ELECTRICAL POWER 2020 - 2022

#### BASE YEAR

2020	2020	2020
<b>135.1 GWh</b> Total Energy Consumption	<b>52%</b> Holding Electricity Consumption	<b>70%</b> Renewable Electricity Supply Holding
<b>134.5 GWh</b> Total Energy Consumption	<b>56%</b> Holding Electricity Consumption	<b>69%</b> Renewable Electricity Supply Holding
<b>146.2 GWh</b> Total Energy Consumption	<b>58%</b> Holding Electricity Consumption	<b>100%</b> Renewable Electricity Supply Holding

# ROADMAP 2021-2025



20  
21

Measurement of energy footprint, establishment of prioritization plan for fossil fuel reduction.



20  
23

Measurement of energy footprint, implementation of fossil fuel replacement projects, generation of first reductions.



20  
25

Measurement of energy footprint, implementation of fossil fuel replacement projects. Electrification of machinery and equipment and implementation of alternative energies.



20  
22

Measurement of energy footprint, evaluation of alternatives and generation of business cases for implementation.

20  
24

Measurement of energy footprint, implementation of fossil fuel replacement projects. Electrification of machinery and equipment.



## Goal 2025

**50% reduction in fossil fuel consumption in our facilities.**

Base Year 2020:  
35.3 GWh in internal sources  
Holding Level



# FOSSIL INDEPENDENCE ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Establishment of the baseline for the five-year reduction, incorporating vineyards, cellars and plants. Opportunity analysis.	Potential consumption reduction plan	% progress in preparing the plan	100%	100%	100%
2022	Generation and evaluation of fossil fuel replacement alternatives. Business case analysis for projects in agriculture and facilities.	At least 3 projects positively evaluated	# evaluated projects	3	3	100%
2023	Implementation of energy type replacement projects for internal equipment (electrification in plants and cellars, boilers, cranes, generators).	15% reduction in consumption of fossil fuels from internal sources	% reduction from base year 2020	15%		
2024	Implementation of projects to replace types of energy for internal equipment (electrification in agricultural equipment such as frost towers).	30% reduction in consumption of fossil fuels from internal sources	% reduction from base year 2020	30%		
2025	Implementation of energy type replacement projects for internal equipment (electrification and alternative fuels).	50% reduction in consumption of fossil fuels from internal sources	% reduction from base year 2020	50%		

# CONTRIBUTION TO THE SDGS



The Fossil Independence program is implemented in conjunction with our operational areas.

Since 2020, the subsidiary Concha y Toro has been operating with 100% renewable energy through purchase contracts, solar self-generation and the purchase of renewable energy certificates (I-RECs).

In this stage, progress is being made to reduce fossil fuel consumption, generating economically viable alternatives that will make it possible to achieve an increasingly cleaner energy matrix.

**TARGET 7-2**

**INCREASE GLOBAL PERCENTAGE OF RENEWABLE ENERGY**

## 2021

In 2021, the trend of 100% renewable energy for Concha y Toro was consolidated, which, together with the self-generation efforts of the Bonterra subsidiary, increased the holding company's renewable energy mix.

## 2022

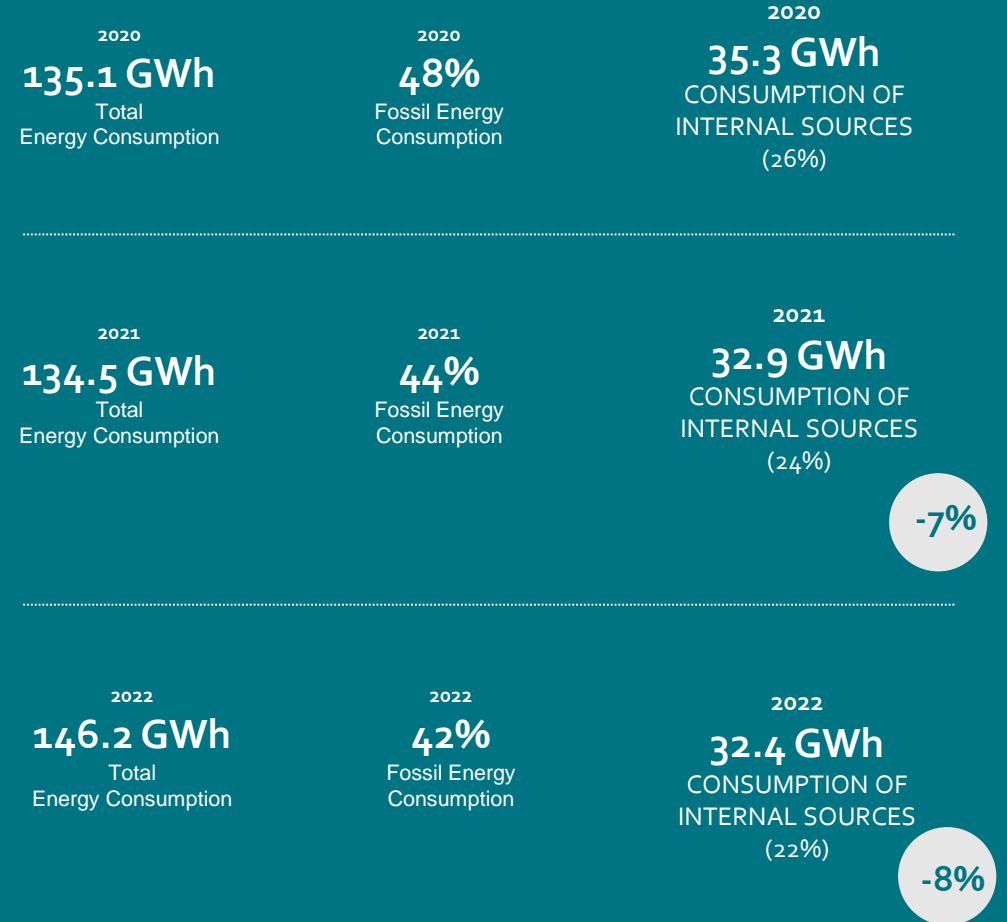
For the first year, we have achieved a 100% renewable energy supply for the holding company. In addition, during the year we analyzed 3 alternatives for dephosphilization and electrification projects, which allow us to address decarbonization in internal sources: they allowed us to analyze new electrification alternatives.

1. Frost towers
2. Drones for phytosanitary applications
3. Electric boilers

In addition, electrical alternatives for agricultural machinery were explored as an initial stage, with the purpose of implementing a pilot project in the estates.

## IMPACTS ACHIEVED

### HOLDING CONSOLIDATED DATA FOSSIL ENERGY 2020 - 2022







Program Progress  
**Fossil Independence**  
2022

**100%**

Since 2015, Viña Concha y Toro began a path of constant incorporation of renewable energies in its electricity matrix, being able to supply itself in Chile in 2020 with 100% renewable energy sources. For the first time, this was a corporate milestone reached in 2022, the year in which all production subsidiaries achieved 100% supply from these sources.

Renewable energies are obtained from inexhaustible natural sources and generate electricity without contributing to climate change. Hence the relevance of this achievement for the company.

This was made possible by a combination of sources. On the one hand, the company has renewable energy contracts, which it purchases directly from renewable generators. There is another portion, which corresponds to self-generation through the 21 solar plants in Chile, 1 plant in Argentina and 1 plant in the United States.

There is a third portion, which is achieved by acquiring renewable energy certificates (IRECs), which will continue to be acquired as the number of purchase contracts and the amount of self-generation increases.

Due to these advances, the company is moving forward with the electrification of internal sources, which will set the stage for achieving fossil independence.

Details of the Program are provided in the Report: **"Fossil Independence 2022 Program"**





03

CIRCULAR  
INNOVATION

# PROGRAM CIRCULAR INNOVATION



Through the Circular Innovation program, the company seeks to advance not only by promoting the recycling and reuse of waste generated at its facilities, but also by helping to demonstrate that waste can be transformed into products with greater value than they originally had. This is the concept of upcycling.

This program not only seeks to reduce the generation of waste to landfill, but also, in particular, to address the disposal of food waste. The idea is to incorporate higher value uses for the

10 categories of waste generated by the company, thus demonstrating that upcycling is a source of value and support for external entrepreneurship.

The company aims to demonstrate that through virtuous linkages with other companies or local enterprises, it is possible to generate new uses for waste, transforming it into valuable resources for the generation of local economic growth.

## CORPORATE OBJECTIVE

Promote circular innovation through waste upcycling, i.e., providing higher value alternatives to their original recycling.



## GOAL 2025

100% of waste categories with upcycling alternatives



Goal 2025:  
**10**  
Company  
Waste  
Categories



# EXPECTED IMPACTS



## CIRCULAR INNOVATION

The company seeks to promote circular innovation through waste upcycling. We seek to generate alternatives of greater value and impact for 10 categories of waste, which represent all the categories of waste that the company generates annually.

Therefore, in this 2021-2025 stage, we are moving towards generating circular innovation through virtuous alliances.



### RESPONSIBLE PRODUCTION AND CONSUMPTION GOAL 12.5

By 2030, significantly reduce waste generation through prevention, reduction, recycling and reuse activities.

IMPACT 2025  
**85 thousand**  
tons per year of  
waste  
avoided to landfill

IMPACT 2025  
**10**  
High-impact  
upcycling  
alternatives  
Holding level

## BASE METRIC AND GOALS

### HOLDING CONSOLIDATED DATA WASTE 2020 - 2022

	2020	2021	2022	%
Orujo y escobajo	52.575	64.413	70.675	82%
Borras	4.000	8.131	8.217	10%
Lodos	2.712	3.651	2.863	3%
Vidrio	1.553	1.578	1.300	2%
Papel y Cartón	874	1.053	895	1%
Otros	267	378	503	1%
<i>Textil, Corcho, Tetra, Maderas</i>				
Residuos municipales	1.648	1.699	1.776	2%
<b>Total</b>	<b>63.628</b>	<b>80.902</b>	<b>86.229</b>	<b>100%</b>



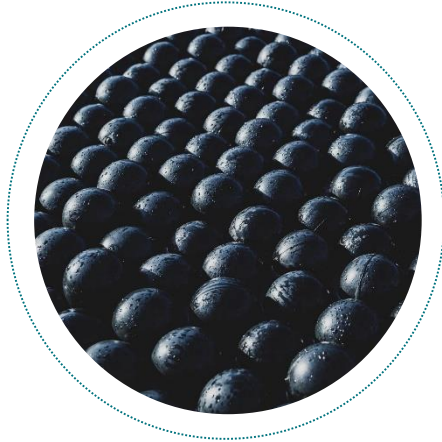
Waste generation at Viña Concha y Toro has increased in recent years.

This is mainly due to the increase in production, which translates into greater generation of organic waste such as pomace, stalks and lees.

By 2022, 98% of waste had recycling and reuse alternatives



# ROADMAP 2021-2025



20  
21

Upcycling for 2 waste categories:  
- Organic (pomace) - Plastics  
Accumulated: 2 categories

20  
23

Upcycling for 2 waste categories:  
- Electronics  
- Packaging  
Accumulated: 6 categories

20  
25

Upcycling for 2 waste categories:  
- Tetra  
- Wood  
Accumulated: 10 categories



20  
22

Upcycling for 2 categories of waste:  
- Glass  
- Food waste  
Accumulated: 4 categories

20  
24

Upcycling for 2 categories of waste:  
- Textile  
- Cardboards  
Accumulated: 8 categories



## Goal 2025

**10 waste categories** with upcycling alternatives, representing 100% of waste.

# CIRCULAR INNOVATION ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Waste footprint measurement.	Measurement Waste Footprint	% progress waste footprint	100%	100%	100%
	Waste generation characterization. Upcycling for 2 waste categories Year 1: Organic (pomace) and Plastics	2 upcycling alternatives	# implemented alternatives	2	4	
2022	Waste footprint measurement.	Measurement Waste Footprint	% progress waste footprint	100%	100%	100%
	Implementation of upcycling alternatives for glass and elimination of food waste from the facilities, generating an organic composting system. Year 2: Glass and Organic (food waste)	2 upcycling alternatives	# implemented alternatives	2	3	
2023	Waste footprint measurement.	Measurement Waste Footprint	% progress waste footprint	100%		
	Generation of upcycling alternatives for electronic waste and packaging materials. Year 3: Electronic and Packaging Recycling	2 upcycling alternatives	# implemented alternatives	2		
2024	Waste footprint measurement.	Measurement Waste Footprint	% progress waste footprint	100%		
	Upcycling alternatives for the recovery of textile fibers generated in the company and for the paper and cardboard category. Year 4: Textile and Paper & Cardboard	2 upcycling alternatives	# implemented alternatives	2		
2025	Waste footprint measurement.	Measurement Waste Footprint	% progress waste footprint	100%		
	Implementation of upcycling alternatives for packaging materials. Year 5: Tetra and Wood	2 upcycling alternatives	# implemented alternatives	2		

# CONTRIBUTION TO THE SDGS



The Circular Innovation program seeks to generate alternatives for the company's waste. It should be noted that 98% of Viña Concha y Toro's industrial waste is managed.

This means that by 2022, only 2% of the waste will be destined for landfill, which mainly corresponds to organic waste, assimilable to residential waste.

**TARGET 12-5**

**SUBSTANTIALLY REDUCE WASTE GENERATION**

**2021**  
 In 2021, progress was made with 4 categories of waste, with which different examples of application were generated. Through an alliance with a wood pallet recycler, we were able to create an Eco Square at the Pirque Plant. Place of rest and distraction for plant personnel. In alliance with the design company SURCO, organic inks were generated with the residues from winemaking (lees), which are used to color handmade accessories. These can be found at the Viña Concha y Toro Tourist Center store in Pirque.

In alliance with Virutex-Ilko, we were able to use the Liner Pet generated by the self-adhesive labels in containers for dishwashers, and glass was used as raw material for the production of glasses.

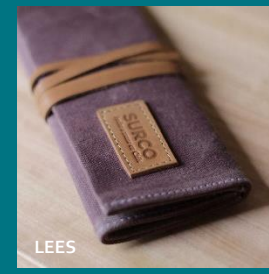
**2022**  
 Partnership with KALEWUN for the production of decorated glasses and with AILEN for the production of decorative items with wine barrels. In addition, progress was made in the implementation of compost bins in the company's fields as a way to address the challenge of eliminating organic waste generated by food waste.

## IMPACTS ACHIEVED

**2021**

- Upcycling for:
- Wood (pallets)
  - Organic (lees)
  - Plastics (Liner Pet)
  - Glass (Bottles)

**4**  
 WASTE CATEGORIES



**2022**

- Upcycling for:
- Glass (Bottles)
  - Wood (barrels)
  - Food waste

**3**  
 WASTE CATEGORIES



As of 2022, 5 of the 10 waste categories have been addressed, which account for 95% of waste





Program Progress  
**Circular  
Innovation**  
2022

**100%**

Viña Concha y Toro has 98% of its waste with recovery alternatives, which are destined for recycling or reuse.

In 2022, 95% of waste generation corresponded to organic waste, which is mainly destined for composting and subsequent enrichment of agricultural soils.

In the winemaking process, the oenological process is the stage that generates the greatest amount of waste, accounting for 92% of the company's waste. However, most of the generation corresponds to organic waste that is fully utilized.

In the packaging plants, the greatest generation corresponds to industrial waste, mainly destined for recycling. Glass, plastics, cardboard, wood, among others, are managed by authorized recyclers to ensure their traceability (8% of the production).

To date, 5 of the 10 categories already have upcycling success stories for these wastes, surpassing the goal set for the year.

Details of the Program are provided in the Report: "Circular Innovation 2022 Program"





04

CLIMATE  
ACTION



# PROGRAM CLIMATE ACTION



Climate change is one of the main challenges humanity faces in this century. One of the material issues for Viña Concha y Toro is to be able to continue operating our business, preventing the effects of climate change from affecting the quality of our wines and the viability of our operations.

As a global company, we understand that our responsibility is to make our best efforts to minimize or reverse the

impact in terms of emissions generation and therefore, we are making progress in implementing mitigation measures that will allow us to achieve a 35% reduction by 2025 and 55% by 2030, compared to the base year 2017.

Our commitment is Zero Net Emissions by 2050 or earlier.

## CORPORATE OBJECTIVE

Contribute in avoiding a global temperature increase of more than 1.5°C by 2050. We aim to reduce our absolute CO<sub>2</sub>e emissions, aligned with climate science, and reach levels of less than 180 thousand tCO<sub>2</sub>e by 2025. We are on track for Zero Emissions by 2050.



## GOAL 2025

**35% reduction in absolute CO<sub>2</sub>e emissions in Scopes 1, 2 and 3, compared to base year 2017.**

**Base Year 2017:**  
271 thousand tCO<sub>2</sub>e  
(Chile)

**SBT ROUTE 2025**  
Considers reductions at a rate of 4.2% per year between 2017 and 2025, that is, 33.6%.

Goal 2025  
**180**  
Thousand  
tCO<sub>2</sub>e  
(Scope 1, 2 y 3)





# EXPECTED IMPACTS



## CLIMATE ACTION

The initiative to reduce CO<sub>2</sub>e emissions is a long-standing one at Viña Concha y Toro.

Our first carbon footprint measurement was carried out in 2007, being one of the first Chilean companies to measure its footprint. Since then, this indicator has been measured annually, using the GhG Protocol methodology. The international Wine Carbon Calculator tool is used and the calculations are externally verified by an independent third party.



## CLIMATE ACTION GOAL 13.2

Incorporate climate change measures into policies, strategies and plans.

**IMPACT 2025**  
**95 thousand tCO<sub>2</sub> avoided**  
 by 2025

**IMPACT 2025**  
**400 thousand tCO<sub>2</sub> e avoided**  
 Between 2021 and 2025

# BASE METRIC AND GOALS

BASE YEAR  
**2017**

**271**  
 Thousand tCO<sub>2</sub>e emitted

**2021**  
**181**  
 thousand ton CO<sub>2</sub>e emitted

**33%**  
 TOTAL REDUCTION OF CARBON FOOTPRINT

**49%**  
 reduction of direct carbon footprint emissions

**30%**  
 reduction of indirect emissions from our supply chain

**636 g CO<sub>2</sub>e**  
 per bottle from vineyard to final destination

**2022**  
**178**  
 thousand ton CO<sub>2</sub>e emitted

**35%**  
 TOTAL REDUCTION OF CARBON FOOTPRINT

**46%**  
 reduction of direct carbon footprint emissions

**31%**  
 reduction of indirect emissions from our supply chain

**594 g CO<sub>2</sub>e**  
 per bottle from vineyard to final destination

# ROADMAP 2021-2025



20  
21

Carbon footprint measurement, generation of reduction alternatives based on containers and packaging. Reduction of emissions by 17% compared to 2017.



20  
23

Medición de huella de carbono, Inicio actualización de nuevas metas de reducción basadas en la ciencia a nivel holding, TCFD 2023, Net Zero Standard y capturas biogénicas. Carbon footprint measurement, start of update of new science-based reduction targets at the holding level, TCFD 2023, Net Zero Standard and biogenic sequestration. Reduction of emissions by 25% compared to 2017. Climate Action Lead Group.



20  
25

Carbon footprint measurement, generation of reduction alternatives based on containers, packaging, inputs and biogenic captures. Reduction of emissions by 35% compared to 2017.



20  
22

Carbon footprint measurement, implementation of reduction alternatives. Reduction of emissions by 21% compared to 2017.

20  
24

Carbon footprint measurement, generation of reduction alternatives, measurement of natural forest sequestration and incorporation of soil sequestration results. Reduction of emissions by 30% compared to 2017.



## Goal 2025

**35% reduction in absolute CO2e emissions in scopes 1, 2 and 3, compared to the base year 2017.**

Year Base 2017:  
271 thousand tCO2e (Chile)

# CLIMATE ACTION ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Development of emission reduction alternatives based on containers and packaging through the SBT2025 Supplier Program.	Carbon Footprint Measurement 17% reduction in total emissions	% progress carbon footprint % reduction compared to 2017	100% 17% (225 thousand tCO2e)	100% 33% (181 thousand tCO2e)	100%
2022	Development of alternatives to reduce emissions from equipment and machinery. Beginning Role of Biogenic Carbon: Start of Forest and Soil Carbon Study. Alternatives for weight reduction in packaging. Start updating new science-based reduction targets at holding level.	Carbon Footprint Measurement 21% reduction in total emissions	% progress carbon footprint % reduction compared to 2017	100% 21% (214 thousand tCO2e)	100% 35% (178 thousand tCO2e)	100%
2023	Carbon footprint measurement, incorporating emissions from production subsidiaries. Updating science-based goals, applying SBTi at the holding level. Update and publication of TCFD 2023 results, application of SBTi's Net Zero standard and application of the FLAG sector guide in the update process. Incorporation of biogenic carbon (capture from natural forests). Development of Climate Action Lead Group.	Carbon Footprint Measurement 25% reduction in total emissions	% progress carbon footprint % reduction compared to 2017	100% 25% (203 thousand tCO2e)		
2024	Carbon footprint measurement at holding level. Progress on established targets and reporting according to MRV standards for SBT progress. Measurement of natural forest sequestration and incorporation of soil sequestration results. Incorporation into an international initiative.	Carbon Footprint Measurement 30% reduction in total emissions	% progress carbon footprint % reduction compared to 2017	100% 30% (191 thousand tCO2e)		
2025	Implementation of reduction projects for inputs, containers, packaging and soil capture.	Carbon Footprint Measurement 35% reduction in total emissions	% progress carbon footprint % reduction compared to 2017	100% 35% (180 thousand tCO2e)		



# CONTRIBUTION TO THE SDGS



Viña Concha y Toro's Climate Action program drives us through a science-based reduction path, with 35% reduction by 2025 and 55% by 2030, compared to the base year 2017. These reductions are what climate science supports as a mechanism to effectively contribute to avoiding the impacts of climate change.

The company is on track for Zero Net Emission.



## 2022 BIOGENIC CARBON

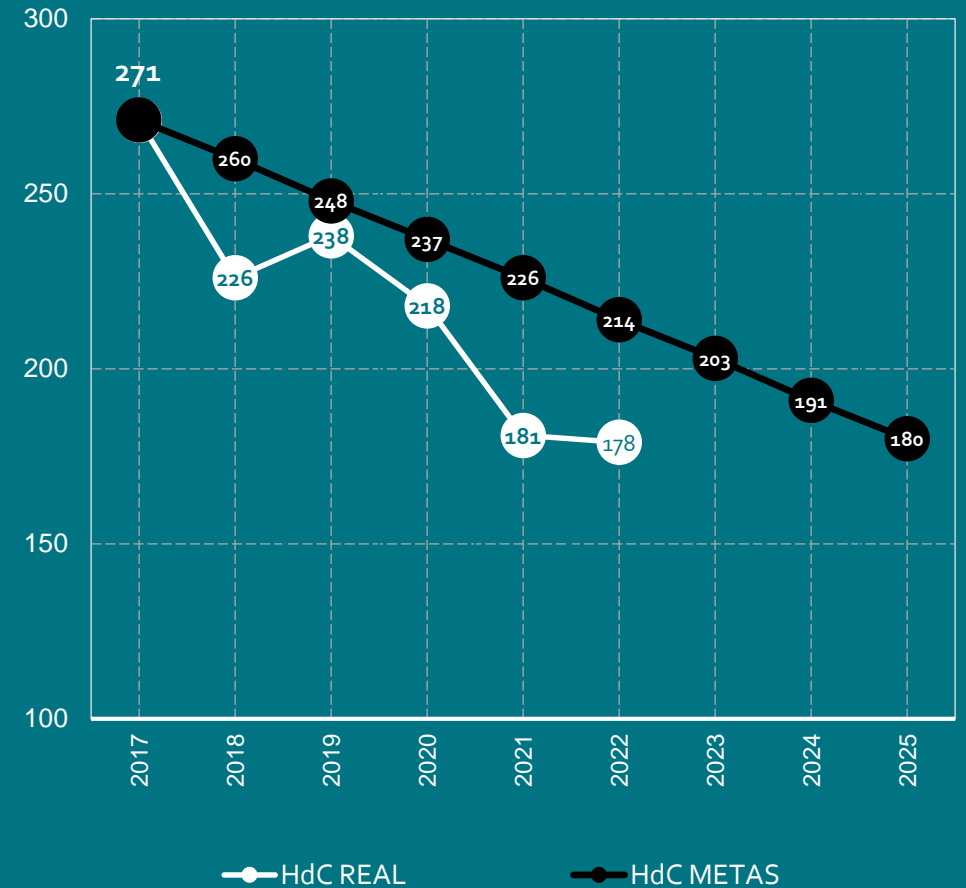
The role of carbon sequestration in the company's biological assets began to be evaluated. For the first year, carbon sequestration in the company's natural forests was measured, resulting in the capture of 10,500 tons of CO<sub>2</sub>e per year. This measurement confirms the contribution of nature-based solutions as a mitigation and adaptation mechanism. The company will continue to perform this measurement and its independent third-party verification.

In addition, thanks to the efforts made by the company's suppliers and their commitment to reducing emissions, it was possible to maintain the 30% reduction in emissions, despite the increase in production.

Unitary emissions were reduced by 6.6% compared to the previous year, which is higher than the rate proposed by SBTi of 4.2% per year.

## IMPACTS ACHIEVED

CONCHA Y TORO  
ACTUAL CARBON FOOTPRINT V/S SBTi TARGETS  
2017 - 2025  
(Thousands of tonCO<sub>2</sub>e)





Program Progress  
**Climate Action**  
2022

100%

The measurement of the emissions inventory based on the Greenhouse Gas Protocol methodology of the World Resources Institute is one of the first initiatives implemented by the Sustainability Management, starting in 2007.

Since that date, the measurement has been carried out annually and is a key complement to emission reduction management, which has been successfully implemented. Since 2011, the company has managed to reduce its absolute carbon footprint by almost 50%.

Since the establishment of the target based on the Science Based Targets methodology (2017), a thorough mitigation work has been generated which has yielded good results. The objective was to reach 180 thousand tons of CO<sub>2</sub>e emissions and in 2023 the company generated 178 thousand tons of CO<sub>2</sub>e, surpassing its 2025 emission target. These efforts have focused on energy and permanent work with the supply chain.

From 2022 onwards, the focus of climate action will be on continuing with mitigation measures and, at the same time, highlighting the role of biological assets in carbon sequestration. This includes beginning to incorporate the annual captures made by the company's soils and forests, which play a central role as natural drains.

Details of the Program are provided in the Report: "**Climate Action 2022 Program**"



An aerial photograph of a river valley. The river is a vibrant blue-green color, winding through a valley with steep, forested hillsides. On the left side, there are several rectangular plots of green vineyards. A dirt road runs along the edge of the vineyards. The river has several large, light-colored sandbars or gravel bars. The overall scene is a mix of natural beauty and agricultural land.

05

NATURE-BASED  
SOLUTIONS



# PROGRAM NATURE-BASED SOLUTIONS



The **Nature Based Solutions** Program seeks to generate a transformative change in the way the company interacts to its natural environment in the vineyards.

Vineyards are productive areas inserted in natural ecosystems. The company understands that this coexistence must be carried out with care and respect, as anything that is poorly managed can have a negative impact on nature.

The natural ecosystem does not understand barriers. Therefore, the way in which the company seeks to

relate to its environment is by promoting integration and mutual care.

On the one hand, vineyards provide ecosystem services to nature, for example feeding and nesting areas for birds. The natural environment also provides ecosystem services to the vineyard, for example, forests contribute to the regulation of the water cycle in the watersheds.

Thus, nature and the vineyard are integrated into a single agricultural ecosystem, which the company seeks to regenerate.

## CORPORATE OBJECTIVE

Regenerate life in the forest and vineyard ecosystem through practices that favor the improvement of natural conditions.



## GOAL 2025

**100% of our surface area** with regenerative practices in soil, biodiversity of flora, fauna and natural forests.



Goal 2025  
**100%**  
**of the surface**  
with implemented  
regenerative practices  
(14 thousand hectares)

# EXPECTED IMPACTS



## NATURE-BASED SOLUTIONS

Through this program, the company seeks to implement regenerative practices for soils, flora, fauna and forests in all of our surface lands, both vineyards and natural forests.

Through the sustainable management of all types of forests, reflected in the FSC certification of sustainable forest management, we ensure the conservation of 4,272 hectares of native forest and seek to increase afforestation with native species, helping to avoid deforestation.

In order to increase biodiversity in the vineyards and contribute to the recovery of natural habitats, the company has implemented regenerative practices for fauna, such as the installation of pollinator gardens, nest houses for birds, ponds and fountains for small-scale mammals. In this way, we seek to generate a positive impact

on the planet, helping to increase the biodiversity of ecosystems, by restoring natural conditions. Biodiversity inventories are conducted annually using the DNA technique to assess the state of nature.

In addition, the company is committed to the genetic rescue of Chile's native forest tree species. To this end, we are working together with the Chilean National Forestry Corporation on a complete cycle of assurance for nature. The cycle begins with the collection of native seeds, which are subsequently sown in the company's nurseries and once they are of a suitable size, they are transferred to the field and planted in an internal volunteer format together with external specialist companies. Some of the native trees are also donated to neighboring communities.

## ODS.15 LIFE OF TERRESTRIAL ECOSYSTEMS



### GOAL 15.2

Promote the implementation of sustainable management of all types of forests, halt deforestation, restore degraded forests and significantly increase afforestation and reforestation worldwide.



### GOAL 15.5

Adopt urgent and significant measures to reduce the degradation of natural habitats and halt the loss of biodiversity.



### GOAL 15.6

Promote the fair and equitable sharing of the benefits from the utilization of genetic resources and promote adequate access to these resources.



Since 2020, the company has had a corporate volunteer program for forestation called "Hands to the Earth", whose purpose is to involve our people in the regeneration of natural forests.

# ROADMAP 2021-2025



20  
21

Regenerative practices for flora, fauna and soils in vineyards. Start of the company's garden centers propagation program. Native tree planting. First biodiversity monitoring.



20  
23

Regenerative practices for flora, fauna and soils in vineyards. Native tree propagation in our garden centers. Native trees planted in estates. 2 biodiversity monitoring.



20  
25

Regenerative practices for flora, fauna and soils in vineyards. Native tree propagation in our garden centers. Native trees planted in estates. 2 biodiversity monitoring.



20  
22

Regenerative practices for flora, fauna and soils in vineyards. Native tree propagation in our garden centers. Native trees planted in estates. 2 biodiversity monitoring.



20  
24

Regenerative practices for flora, fauna and soils in vineyards. Native tree propagation in our garden centers. Native trees planted in estates. 2 biodiversity monitoring.



## Goal 2025

*100% of the surface with implemented regenerative practices*



# NATURE-BASED SOLUTIONS ANNUAL GOALS

	ACTIONS	GOAL	KPI	Expected Progress	Real Progress	% Annual Progress
2021	Regenerative practices in soils include the management of the surface between the rows to avoid compaction, application of compost, use of green fertilizers, among others. Implementation of pollinator gardens to attract biological enemies, nest houses, perches in Phase 1 estates (15 estates in Chile).	15 estates with practices	# estates	15	15	100%
		5,500 trees planted	# trees	5,500	5,500	
		1 Biodiversity monitoring	# monitoring	1	1	
2022	Regenerative practices for soils, flora, fauna and soils in Phase 2 estates (15 estates). Propagation of native trees in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented.	15 estates with practices	# estates	15	15	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	
2023	Regenerative practices for soil, flora, fauna and soils in Phase 3 estates (15 estates). Propagation of native tree species in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented. Pre-auditing of regenerative practices.	15 estates with practices	# estates	15	15	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	
2024	Second round of application of regenerative practices for soil, flora, fauna and soils in Phase 1, 2 and 3 estates (15 estates). Propagation of native tree species in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented. External monitoring of the implementation of regenerative practices on estates.	45 estates with practices	# estates	45	45	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	
2025	Third round of application of regenerative practices for soil, flora, fauna and soils in Phase 1, 2 and 3 estates (15 estates). Propagation of native tree species in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented. External monitoring of the implementation of regenerative practices on estates.	45 estates with practices	# estates	45	45	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	
2025	Third round of application of regenerative practices for soil, flora, fauna and soils in Phase 1, 2 and 3 estates (15 estates). Propagation of native tree species in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented. External monitoring of the implementation of regenerative practices on estates.	45 estates with practices	# estates	45	45	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	
2025	Third round of application of regenerative practices for soil, flora, fauna and soils in Phase 1, 2 and 3 estates (15 estates). Propagation of native tree species in garden centers and planting of native trees on company property. Biodiversity monitoring through DNA techniques implemented. External monitoring of the implementation of regenerative practices on estates.	45 estates with practices	# estates	45	45	100%
		20,000 trees propagated	# trees	20 thousand	18 thousand	
		6,400 trees planted	# trees	6.4 thousand	12,434	

# CONTRIBUTION TO THE SDGS



The role of nature is key to agricultural activity. Our fields coexist with the natural environment on a daily basis and therefore, we seek to enhance and regenerate it through the Nature-Based Solutions Program.

TARGET 15-2



END DEFORESTATION AND RESTORE DEGRADED FORESTS

## 2021

**EBioAtlas Project:** Through this project, we began to work systematically on the biodiversity line. In previous years, the company had conducted baseline biodiversity inventories, so in 2021 an update was conducted using the advanced DNA technique for species identification.

Through this project, the data is not only being of benefit to the company, but is also being shared with the IUCN organization to contribute to the generation of large databases of species and their migration patterns due to climate change.

To maximize its impact, the database will be freely accessible to non-commercial users and will be designed to interact with the IUCN Red List and other national and global environmental databases, including the Global Biodiversity Information Facility (GBIF).

More information: [www.ebioatlas.org](http://www.ebioatlas.org)

TARGET 15-5



PROTECT BIODIVERSITY AND NATURAL HABITATS

## 2022

**Soil cover crops:** One of the areas of application of regenerative practices corresponds to soils. Intercropping serves to protect soils, to mobilize nutrients, to improve structure, to avoid compaction. This practice is already being implemented in 22 of the company's estates and, given its positive results, it will continue to advance to a larger area of vineyards.

During 2021 and 2022 the most used cover crops were mustard, grasses and peas.

TARGET 15-6



PROMOTE ACCESS TO GENETIC RESOURCES AND FAIR SHARING OF THE BENEFITS

## IMPACTS ACHIEVED

SBN		2021	2022	Total accumulated	2025
<b>INCORPORATED ESTATES</b>	#	15	15	30	46
TOTAL AREA (Forests and vineyards)	Has	7,678	6,573	14,251	17,246
<b>PROGRESS</b>	%	45%	38%	83%	100%
<b>FAUNA</b>					
Pollinator Gardens	#	10	5	15	50
Nest Houses	#	121	105	226	500
Perches	#	70	0	70	250
Puddles	#	10	9	19	50
Fountains	#	146	120	266	500
<b>FLORA AND FORESTS</b>					
Native Afforestation	# trees	5,444	12,434	17,878	30,000
Tree production in garden centers	# thousand trees	22	18	40	80
Biodiversity Inventories	# estates	1	2	3	9
FSC Native Forest	has	4,272	4,272	4,272	4,272
<b>SOIL</b>					
Coverage between row	# estates	9 (20%)	22 (48%)		46
Cover crops surface	has	Pilot	370		-
Estates Vineyards Surface	has	3,025 (32%)	5,607 (60%)		9,415



Program Progress  
**Nature-Based  
Solutions**  
2022

**100%**

In 2022, we were able to make comprehensive progress with all of the program's components.

Fifteen new estates from all the company's valleys in Chile were incorporated. This, without leaving behind the Phase 1 - 2021 estates, with which the regenerative actions deepened.

Two biodiversity inventories were conducted at the Villa Alegre and Peumo estates, which showed that the biological richness has been maintained in a healthy condition. These activities are also carried out in a volunteer format, involving our people.

As a result of the alliance with the Chilean National Forestry Commission, activities such as the collection of native seeds, which are planted in the company's garden centers, reached 18 thousand trees this year. These trees are planted on the estates and are also shared with nearby communities.

Details of the Program are provided in the Report: **"Nature-Based Solutions 2022 Program"**



# MANAGEMENT SUMMARY 2022



# PROGRESS 2022 CORPORATE SUSTAINABILITY STRATEGY



This Impact Report presents Viña Concha y Toro's progress regarding the Corporate Sustainability Strategy 2025.



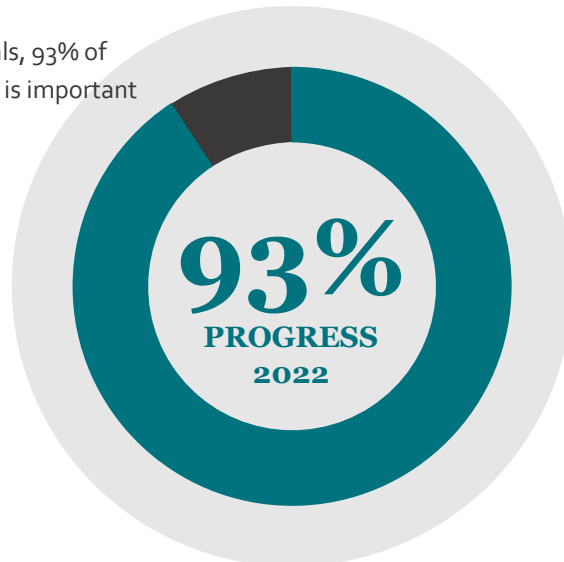
The goals that the company has committed to are set for 2025, with annual goals that are presented in the respective roadmaps. These goals are monitored annually to ensure compliance.



Regarding the 2022 goals, 93% of the targets were met. It is important



to note that the progress not made during the year is necessary to achieve the 2025 goals, so progress will continue to be made during the following period in order to achieve the proposed objective.



10 COMMITMENTS

## UNCORK A BETTER FUTURE

PILLARS	Goal 2025	Progress 2022
<b>CONSUMERS</b> From Beginning to End	100% of our strategic brands, communicating sustainability attributes and promoting responsible consumption.	89%
<b>CLIENTS</b> Closer to Our Markets	30 of our main clients, incorporated into the "Closer to Our Markets" Program, generating collaborative work with retail.	83%
<b>SUPPLIERS</b> Responsible Supply	Responsible Supply Program 100% implemented, based on ethical elements and deepening in climate change with 30 of the main packaging suppliers.	92%
<b>OUR PEOPLE</b> Healthy, Diverse and Happy	100% implemented Healthy Diverse and Happy program, based on 3 key elements for people management: diversity, well-being and alcohol & drug prevention	95%
<b>COMMUNITY</b> Corporate Citizenship	100% of the local and global communities that the company integrates, with initiatives to contribute to entrepreneurship, empowerment and education.	100%
<b>OUR PLANET</b>	10% reduction in water consumption per bottle, compared to 2020.	69%
Zero Water Waste	50% reduction in fossil fuel consumption in our facilities, compared to 2020.	100%
Fossil Independence	100% of waste categories with upcycling alternatives.	100%
Circular Innovation		
Climate Action	35% reduction in CO2e emissions according to climate science, compared to the base year 2017.	100%
Nature-Based Solutions	100% of our vineyard area with regenerative practices in soil, biodiversity of flora, fauna and native forests.	100%



# ESTRATEGIA DE SUSTENTABILIDAD CORPORATIVA

DESCORCHA UN FUTURO MEJOR

INFORME DE IMPACTOS

2022

VIÑA CONCHA Y TORO

— FAMILY OF NEW WORLD WINERIES —

