



VIÑA CONCHA Y TORO  
**CLOSER TO OUR MARKETS  
PROGRAM**

**2022**

**Presented by:**  
Sustainability Management  
VIÑA CONCHA Y TORO  
March 2023

VIÑA CONCHA Y TORO  
— FAMILY OF WINERIES —



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Chpt. 1  
**INTRODUCTION**





# OUR PATH IN 3 STAGES

2012 - 2015



## FIRST CYCLE THE BEGINNING

In 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 CYCLE 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 CYCLE REGENERATIVE FUTURE

Aiming towards 2025, we incorporate the focus on generating positive impacts that the certification as a **B Company** provide us with. This strategy is called "Regenerative Future".



The regenerative approach is a work philosophy.

It is not only about minimizing the negative impact, but also about contributing to restore and renew, leaving nature and society in a better condition than we found them.

It is about  
generating  
a positive impact.

# PURPOSE

## VIÑA CONCHAY TORO

We exist to transform every glass of wine and every encounter into an unforgettable experience



## CORPORATE SUSTAINABILITY VISION 2025

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



## OUR SUSTAINABILITY GOAL

To generate a net positive impact for our stakeholders, enhancing our practices in combating climate change and being a global reference in the regeneration of our planet.

# HOW WE IMPLEMENT THE VISION

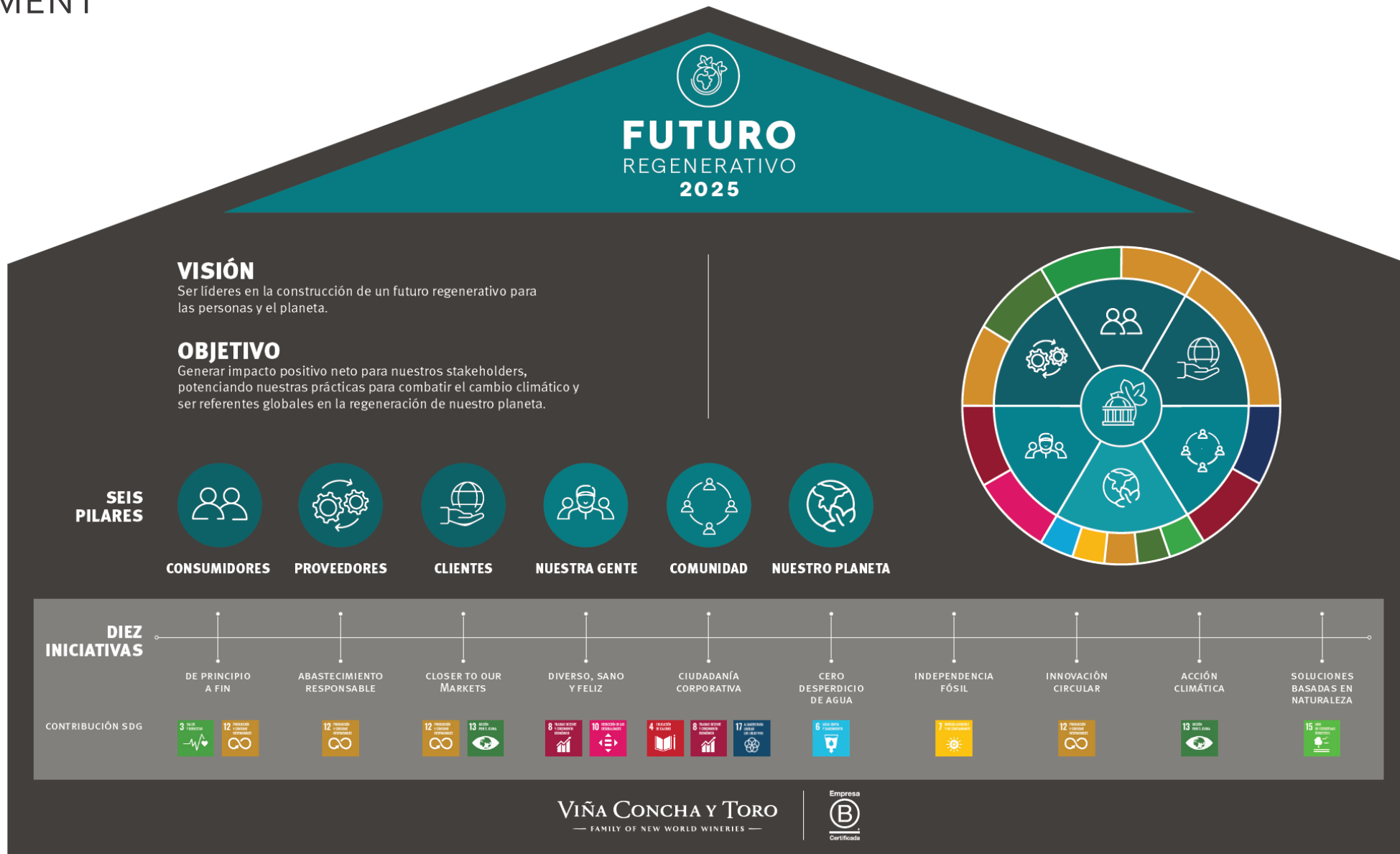
In order to put the sustainability vision into practice, we focus on generating positive impacts on the main stakeholder groups, which is why we base our strategy on the company's main stakeholders regarding sustainability.

## 6 PILARS

They represent the company's main stakeholders, whom we seek to positively impact.

## 10 INITIATIVES

Programs aimed at generating a positive impact, with long-term goals.





The pillars and initiatives of the "Regenerative Future" strategy not only contribute to the sustainability of Viña Concha y Toro but are also aligned with the United Nations Sustainable Development Goals and contribute to the global sustainability set out in the 2030 Agenda.

- 
ODS 3.  
Health &  
Wellness
- 
ODS 3.  
Quality Education
- 
ODS 6.  
Clean Water & Sanitation
- 
ODS 7.  
Affordable, Non-  
Polluting Energy
- 
ODS 8.  
Fair Labor and Economic  
Growth
- 
ODS 10.  
Reduction of Inequality
- 
ODS 12.  
Responsible  
Production and  
Consumption
- 
ODS 13.  
Climate Action
- 
ODS 15.  
Terrestrial Ecosystem Life
- 
ODS 17.  
Partnerships to Achieve Goals

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





Chpt. 2  
**CUSTOMER 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 while capturing pioneering trends that 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 purpose 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.

Furthermore, as a way to continuously enhance its performance, the company seeks to identify those areas where there is still room for improvement. For this, we will use the retail industry *benchmark*, which stands out for its leadership in sustainability matters.



## GOAL 2025

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

Base Year 2020: 30 major *retail* clients.



## CORPORATE GOAL

To capture client trends and proactively communicate our sustainability performance.

### 3 KEY STAGES

#### 01 PROMOTE OUR ACTIONS

Actively communicate our progress and challenges in sustainability to our main clients.

#### 02 ACTIVE LISTENING

Knowing the trends, requirements and challenges that our clients present to us in a proactive and scheduled manner.

#### 03 CLOSING GAPS

To identify trends that our clients adhere to and of which we are not yet involved. This will allow the company to maintain its leadership while improving its sustainable positioning with our main clients.



# ROADMAP 2021-2025

2021



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

2022

Begin holding joint meetings with Commercial and Distribution Offices promoting the company's actions and gathering client trends.

2023

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

2024

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

2025

Complete the internal implementation of practice gaps. Conduct assessment rounds with program clients.



GOAL 2025

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

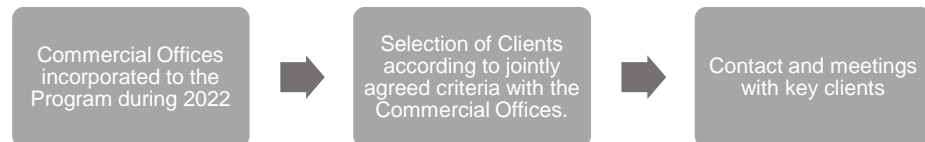
# ANNUAL GOALS

## Closer to Our Markets

	ACTIONS	GOAL	KPI	Expected Progress	Progress Real	% 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.	"Closer to Our Markets" Program Launching	% Progress	100%	100%	83%
	Selection of main <i>retail</i> clients along with the different markets.	30 preselected clients	# of preselected clients	30	20	
2022	Conduct meetings with key clients by market in order to identify relevant sustainability trends.					83%
	Generate "Trends & Actions Matrix" and development of the Gap Plan to implement those actions in which the company has growth potential. The aim is to find and implement the retail industry's best practices.	Meetings with 30 clients Gap Plan   Trends & Actions developed	# of meetings with clients development % of the GP   T&A	30 100%	20 100%	
2023	Start internal implementation of gaps detected and selected as a priority.	100% gap implementation	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	Progress in the implementation of the detected gaps that are selected for implementation	100% gap implementation	Implementation %	100%		
	To continue round meetings to show progress with clients and their sustainability areas.	Meetings with 30 clients	# of meetings with clients	30		
2025	To complete the implementation of the gaps. Conduct final progress rounds with clients, showcasing sustainability progress.	100% gap implementation	Implementation %	100%		
		Meetings with 30 clients	# of meetings with clients	30		

## GENERAL METHODOLOGY 2022

The overall "Closer to Our Markets" program included three steps in its execution:



To maximize the impact in the first year of the program's operation, we prioritized action in those markets where our main retail clients have been most active with their information requests or petitions to the company. This selection was made based on the observations and needs of the Distribution Offices. In 2022, we made progress with 8 of the 13 Commercial Offices.

Once the markets had been selected, we proceeded with the selection of clients based on two main criteria:

1. 9LC share of sales as a % of total Viña Concha y Toro sales
2. Direct recommendation from the commercial offices, such as: client's sustainable performance, information requirements or reiterated sustainability requirements towards the company.

As a final stage, through the Commercial Offices, we contacted our clients in order to show in detail the progress made to date and the Corporate Sustainability Strategy with its objectives and goals.

Table N°1 shows the Main Clients with which we worked during 2022.

### STAGE 1 Commercial Offices Incorporation

In 2022, we made progress with 8 of the 13 Commercial and Distribution Offices.

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

### STAGE 2 Client Selection

Twenty retail clients were selected, representing 37% of the holding company's sales volume in 2021.

**37%**  
Sales volume  
in gLC

**12.4**  
mill of gLC

### STAGE 3 Presentation Meetings

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



TABLE N° 1  
KEY CUSTOMERS SELECTION 2022

N°	Client	Office	# 9LC 2021	Total sales % 2021	Contact
1	Tesco UK	Concha y Toro UK	3,376,537	9.9%	Claire Reaney
2	Walmart (CL)	VCT Chile	1,099,512	3.2%	Andrés Gómez
3	Cencosud (CL)	VCT Chile	940,462	2.7%	Andrés Gómez
4	Mercian (JP)	VCT Japan	787,641	2.3%	Guy Nussey
5	SMU (CL)	VCT Chile	735,627	2.1%	Andrés Gómez
6	Systembolaget (SE)	VCT Sweden	678,584	2.0%	Julián Bellio
7	Morrison´s	Concha y Toro UK	666,882	1.9%	Claire Reaney
8	Sainsbury's UK	Concha y Toro UK	618,414	1.8%	Claire Reaney
9	A-Hold Delhaize (BE)	Concha y Toro UK	594,333	1.7%	James Leacy
10	Vinmonopolet (NOR)	VCT Norway	583,434	1.7%	Julián Bellio
11	ASDA	Concha y Toro UK	564,173	1.6%	Claire Reaney
12	Walmart (MX)	VCT & DG México	394,946	1.2%	Cristián Paut
13	Alko (FI)	VCT Finland	305,936	0.9%	Julián Bellio
14	CostCo (MX)	VCT & DG México	215,040	0.6%	Cristián Paut
15	LCBO (CA)	Escalade Wine & Spirits	194,002	0.6%	Kevin Hoffmann
16	Tottus (CL)	VCT Chile	168,486	0.5%	Andrés Gómez
17	Tesco Ireland (IE)	Concha y Toro UK	168,111	0.5%	James Leacy
18	BCLS (CA)	Escalade Wine & Spirits	123,380	0.4%	Kevin Hoffmann
19	Chedraui (MX)	VCT & DG México	106,078	0.3%	Cristián Paut
20	SAQ (CA)	Escalade Wine & Spirits	99,551	0.3%	Kevin Hoffmann
		<b>COVERAGE IN 9LC</b>	<b>12,421,135</b>	<b>37%</b>	

Progress 2022

67%

20 out of 30 clients  
contacted + sustainability  
benchmark

Chpt. 3

## CLOSER TO OUR MARKETS PROGRAM

3 KEY STAGES



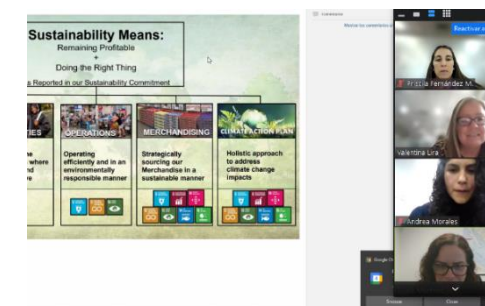
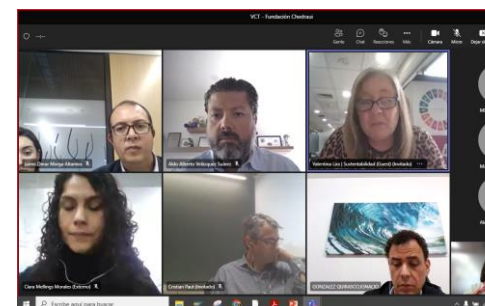
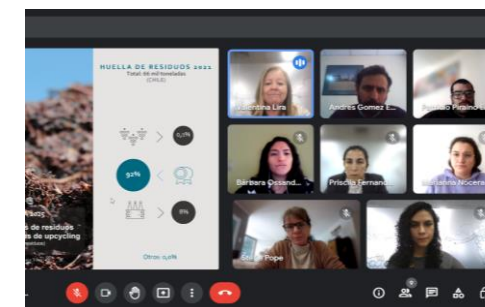
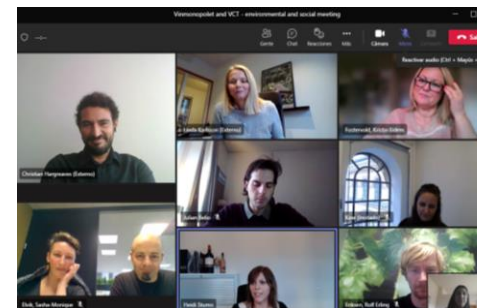
## STAGE 1 PROMOTING OUR ACTIONS

### HOW DO WE GET "CLOSE"

During 2022, we developed a joint work with the commercial and distribution offices for the key client selection. They were in charge of contacting clients and their respective areas for sustainability programs.

The purpose was to strengthen ties with the client, beyond the commercial sphere, and connect with them in their partnership needs to achieve their sustainability goals. The steps carried out were as follows:

- Contact:** The commercial or distribution office contacts the selected client directly to inform them about the "Closer to our Markets" program and invite them to hold the first bilateral meeting.
- Meetings coordination:** The commercial or distribution office arranged the meeting date and modality. Viña Concha y Toro's staff included representatives of the Sustainability Management, who presented the company's sustainability performance, and sales representatives. Representatives from the client's commercial and sustainability areas were also present.
- Meetings implementation:** Meetings were held either online or in person. At the meeting, Viña Concha y Toro's sustainability performance was presented. Sometimes, the client also made presentations on its performance. In addition, the purpose of the meeting was to identify possible gaps in issues that were not being addressed by the company.
- Follow-up:** Additional meetings were held with clients who requested them. These are supplementary to those performed as a first contact with the client.





## STAGE 2 ACTIVE LISTENING

### WHAT ARE OUR CUSTOMERS DOING

The purpose of this internal work stage is to learn about the trends, requirements and challenges posed by our clients in a proactive and programmed manner. The idea is to identify areas of opportunity and generate solutions that respond to needs which are not being addressed by the company.

The benchmark conducted with 20 clients included mainly environmental and social aspects. This was conducted through meetings with selected clients and analysis of public information displayed by the clients on their websites, sustainability reports and global commitment platforms such as Global Compact, Science Based Targets, among others.

The results allowed us to identify and group the 9 areas of main interest for our clients (Trends), detailed in 19 general initiatives, which are grouped in Table N°2 - "List of Trends 2022". Each of these initiatives is linked to the United Nations Sustainable Development Goals, which are being used as a general frame of reference, with differences in the completeness of monitoring. In every one of the meetings held with clients, we were able to deepen our objectives, goals and expectations. Descriptively, we identified the depth with which each topic is addressed and how these topics are transformed into requirements for their suppliers.

At the meetings we were able to find out whether the client is making progress in these matters and, if so, to what degree of depth it is addressing them. Table N°3 - "Matrix of Initiatives 2022" shows the most used initiatives by the participating clients during 2022.

TABLE N° 2  
LIST OF TRENDS 2022







TRENDS		INITIATIVE
Sustainable Development Goals		Alignment to Sustainable Development Goals - United Nations
Climate Change		Carbon Footprint Science Based Targets CDP - Carbon Disclosure TCFD - Climate Financial Disclosure
Water		Internal Initiatives
Energy		Internal Initiatives
Biodiversity		Internal Initiatives
Circular Economy		Recycling - Internal Initiatives
		Food Waste - Internal Initiatives
Responsible Sourcing		Responsible Sourcing Programs Suppliers - Internal Initiatives Sustainable Packaging
Business Ethics		Diversity, Equity and Inclusion Programs Ethics Initiatives Human Rights Actions
Community	 	Entrepreneurship - Internal Initiatives Community Relations Programs Responsible Consumption Programs

TABLE N° 3  
MATRIX OF INITIATIVES 2022

TRENDS	INITIATIVE	Coverage of Initiatives
Sustainable Development Goals	Alignment to Sustainable Development Goals - United Nations	85%
Climate Change	Carbon Footprint	100%
	Science Based Targets	50%
	CDP - Carbon Disclosure	40%
	TCFD - Climate Financial Disclosure	55%
Water	Internal Initiatives	45%
Energy	Internal Initiatives	80%
Biodiversity	Internal Initiatives	35%
Circular Economy	Recycling - Internal Initiatives	90%
	Food Waste - Internal Initiatives	65%
Responsible Sourcing	Responsible Sourcing Programs	80%
	Suppliers - Internal Initiatives	70%
	Sustainable Packaging	75%
Business Ethics	Diversity, Equity and Inclusion Programs	100%
	Ethics Initiatives	100%
	Human Rights Actions	75%
Community	Entrepreneurship - Internal Initiatives	30%
	Community Relations Programs	85%
	Responsible Consumption Programs	75%

According to the extent to which clients cover the trends, we can distinguish:

**CONSOLIDATED INITIATIVES**

They are addressed by 100% of the main clients. Topics to be deployed to our clients, as our goals contribute to the fulfillment of their individual goals. (3)

**INITIATIVES IN DEVELOPMENT**

They are addressed by 70% or more of the clients and are expected to grow and gain adherence. To make progress on them today is an advantage, since in the short term they can become requirements. (9)


**EMERGING INITIATIVES**

They are addressed by less than 70% of our clients. Clients state that they will move forward based on how critical they are for achieving their voluntary commitments. (7)

From the Matrix of Initiatives 2022 we can identify 2 predominant trends:  
**CLIMATE CHANGE and BUSINESS ETHICS**

There are 3 initiatives that are addressed by 100% of the clients:

- Carbon footprint.** They have measurement and emission reduction targets that they incorporate into their supply chain. 50% of them already have Science Based Targets.
- Diversity, equity and inclusion programs.** All of them with an internal implementation focus. To date, they have not been transformed into client requirements.
- Business ethics.** On the one hand, the focus is to avoid situations of fraud and corruption, and on the other hand, to ensure that suppliers are guided by the United Nations Principles of Human Rights in Business (avoidance of child labor, discrimination, inclusion, among others).



SCIENCE BASED TARGETS  
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

## 50%

Key Customers aligned with the Initiative Science Based Targets

**HIGHLIGHTED INITIATIVE**  
SCIENCE-BASED TARGETS (SBTs).

- Companies have an important role to play in combating climate change by setting greenhouse gas (GHG) emissions reduction targets that align with reduction scenarios that limit global temperature rise to 1.5°C or well below 2°C compared to pre-industrial temperatures. These targets are referred to as Science Based Targets (SBTs).
- Science Based Targets is a joint initiative of CDP, the United Nations Global Compact, the World Resources Institute (WRI) and World Wildlife Fund (WWF).
- To ensure their accuracy and credibility, SBTs must meet a series of criteria related to their ambition, duration and inclusion of internal and value chain sources.

TABLE N° 4  
DETAILED TREND MATRIX BY CUSTOMER 2022

TRENDS	INITIATIVE	1. Walmart Chile (CL)	2. Cencosud (CL)	3. SMU (CL)	4. Totus (CL)	5. Systembolaget (SE)	6. Alko (FI)	7. Vinmonopole (NOR)	8. Tesco UK	9. Sainsbury's UK	10. ASDA	11. Morrison's	12. A-Hold Delhaize (BE)	13. Tesco Ireland (IE)	14. SAQ (CA)	15. LOBO (CA)	16. BCL S (CA)	17. Walmart (MX)	18. CostCo (MX)	19. Chedraui (MX)	20. Mercian Kirin Group (JP)
Sustainable Development Goals	Alignment to Sustainable Development Goals - United Nations	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✗	✓	✓	✓	✓
Climate Change	Carbon Footprint	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Science Based Targets	✓	✗	✗	✗	✓	✗	✗	✓	✓	✓	✓	✓	✓	✗	✗	✗	✓	✗	✗	✓
	CDP - Carbon Disclosure	✓	✗	✗	✗	✗	✗	✗	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✓	✗	✓
	TCFD - Climate Financial Disclosure	✓	✓	✓	✗	✗	✗	✗	✓	✓	✗	✓	✓	✓	✗	✗	✗	✓	✓	✗	✓
Water	Internal Initiatives	✗	✗	✗	✗	✓	✓	✗	✗	✓	✓	✗	✗	✗	✓	✗	✓	✓	✓	✓	
Energy	Internal Initiatives	✓	✗	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✗	
Biodiversity	Internal Initiatives	✓	✓	✗	✗	✗	✗	✗	✗	✓	✓	✗	✓	✓	✗	✗	✗	✓	✗	✗	✗
Circular Economy	Recycling - Internal Initiatives	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗
	Food Waste - Internal Initiatives	✓	✓	✓	✓	✗	✗	✗	✓	✓	✓	✓	✓	✓	✗	✗	✓	✓	✓	✗	✗
Responsible Sourcing	Responsible Sourcing Programs	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✗	✗
	Suppliers - Internal Initiatives	✓	✗	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✓	✓	✗	✗
	Sustainable Packaging	✓	✓	✗	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✗
Business Ethics	Diversity, Equity and Inclusion Programs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Ethics Initiatives	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
	Human Rights Actions	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✗	✗	✓	✓	✗	✓
Community	Entrepreneurship - Internal Initiatives	✓	✗	✓	✓	✗	✗	✗	✓	✗	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗
	Community Relations Programs	✓	✓	✓	✓	✓	✗	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗
	Responsible Consumption Programs	✗	✗	✗	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓

Table N°4 shows the initiatives that are being addressed by each of our clients.

According to the individual treatment of the issues, it can be observed that there are different degrees of progress among the clients, which can be categorized into 3 levels of management:

**PIONEERS**

Clients that incorporate more than 70% of the initiatives consulted in their sustainability management, with significant depth in their requirements and with outstanding progress in one or more areas. They actively seek to incorporate their supply chain in the initiatives. Some of them have standardized supplier management reporting platforms. They generate pioneering practices and are a source of learning for the company. (10)

**ADVANCED**

Clients who currently address between 50 and 70% of the trends analyzed during 2022. Overall, they have initiatives in their initial stages or in limited areas. They have supplier programs that are still growing in scope, in some cases the "wine" category is not yet included. They were interested in learning about the winery's experience participating in programs of large retail chains, and were interested in working together on sustainability. (7)

**IN PROGRESS**

Clients whose sustainability management covers less than 50% of the analyzed initiatives. Their initiatives are just beginning, they are only a few years old and have not yet generated specific requirements for their suppliers. (5)

<b>TOTAL</b>	17	10	12	12	14	12	10	16	18	16	16	18	17	9	10	9	18	15	8	10
<b>% Coverage of Initiatives by customers</b>	89%	53%	63%	63%	74%	63%	53%	84%	95%	84%	84%	95%	89%	47%	53%	47%	95%	79%	42%	53%
<b>Management Level</b>	10	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5



From the Detailed Trend Matrix by Client in Table N°4, it is possible to observe that most of our clients (50%) cover more than 70% of the analyzed initiatives, which demonstrates a high level of performance and demand.

This implies higher requirements for the supply chain. There are large retail companies that have special platforms for suppliers to display their social, environmental and governance performance. For example:

### MANUFACTURE 2030 PLATFORM



This platform is a standardized reporting mechanism through which multiple clients are now gathering information from their supply chain. TESCO, ASDA, Morrisons, Aldi, Coop, Sainsbury's, Waitrose, M&S are among those using it today. The winery provides its information on this platform, making its performance available.



#### HIGHLIGHTED INITIATIVE "PIONEER" CUSTOMER - WALMART

- Walmart designed an initiative called 'Project Gigaton', which seeks to reduce or avoid one billion metric tons (one gigaton) of greenhouse gas emissions in its supply chain.
- It seeks to recognize its high-performing suppliers in CO2 emissions reduction.
- In 2020 Viña Concha y Toro is invited to be part of the Gigaton Project in Chile by reporting its own GHG emissions reduction targets.
- In 2022, Viña Concha y Toro is listed as a Giga Guru as of 2023. Giga Guru is the highest category of supplier recognition.



2022

Viña Concha y Toro is recognized as a **GIGA-GURU** highest recognition to suppliers for their climate management

TABLE N° 5  
ACTIONS WITH CUSTOMERS 2023

		ACCIONES A SEGUIR	
<b>PIONEERS</b>			
100% to 70%			<p>Grupo de clientes donde es prioritario avanzar en difusión directa y bilateral, ya que las metas de la compañía aportan directamente al logro de sus metas voluntarias.</p> <p>Analizar la posibilidad de completar las brechas en torno a sus requerimientos, verificando la factibilidad interna de implementar de dichas acciones.</p> <p>Realizar al menos 2 encuentros de seguimiento y alineación durante el año.</p>
<b>ADVANCED</b>			
69% to 50%			<p>Realizar reuniones de continuidad para profundizar en el desarrollo y evolución de las iniciativas de la compañía.</p> <p>Compartir anualmente el Informe de Gestión Anual de la Estrategia de Sustentabilidad para mantener al día los avances y compartir prácticas.</p> <p>Buscar transformamos en proveedores destacados en la implementación de nuevas iniciativas que comiencen a abordar.</p> <p>Realizar 1 encuentro al año.</p>
<b>IN PROGRESS</b>			
Less than 50%			<p>Compartir el Informe de Gestión Anual de la Estrategia de Sustentabilidad y abrir espacio de intercambio de buenas prácticas con el cliente en el caso que lo solicite.</p> <p>Envío del documento 1 vez al año.</p>

## STAGE 3 CLOSING GAPS

### WHAT ARE WE MISSING

The purpose of this stage is to identify trends adhered to by our clients in which we are not yet part of. This will help the company maintain its leadership position and improve its sustainable positioning with our main clients.

The attached chart shows the management gaps existing between Viña Concha y Toro and the requirements of each client, differentiating the environmental and social emphasis of its management.

From this analysis it is possible to visualize how the company is in good standing regarding the management and information requirements requested by most of them (17) with only 3 cases showing significant gaps.

They correspond to the Nordic monopolies. In all 3 cases, it corresponds to topics associated with the social sphere: (1) Responsible Sourcing and (2) Business Ethics. In this case, gaps are generated, as the company is not addressing these issues in the way their requirements are demanding. Therefore, although the issue is addressed in relation to other clients, in the case of the monopolies a management gap is generated, since their requirements go beyond what is currently being addressed.

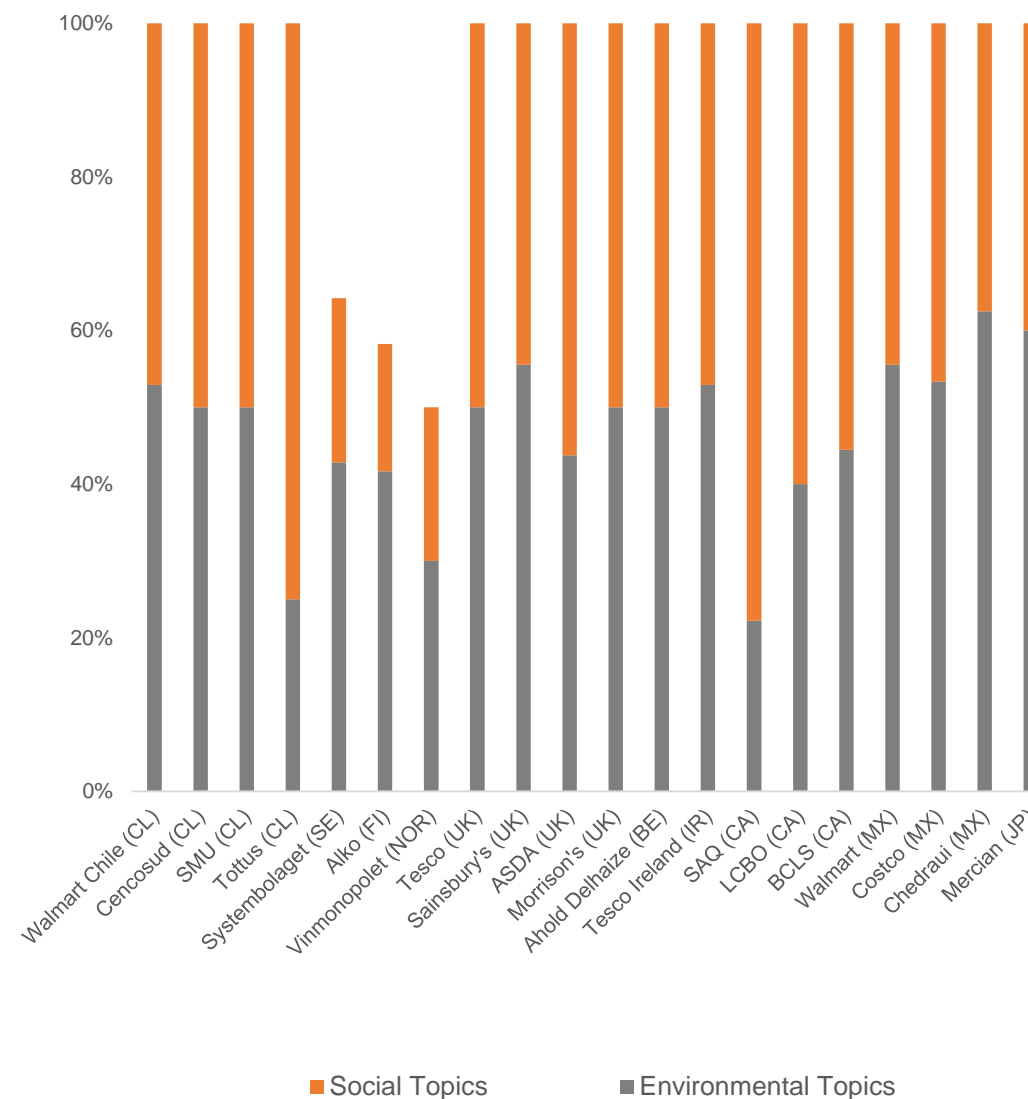
#### 1. RESPONSIBLE SOURCING

It involves grape suppliers. The requested requirements address initiatives such as the development of compliance audits on issues like the following: prohibition of child labor, forced labor, illegal workers, fair wages, etc.

#### 2. BUSINESS ETHICS

It refers to the application of the Principles of Human Rights in Business, as applied to the company. Prevention and amendment mechanisms for issues such as seasonal workers, working conditions, discrimination, fair wages, equality and equity, among others.

**GAP ANALYSIS**  
Viña Concha y Toro vs Key Clients



## NORDIC MONOPOLIES

According to the Nordic monopolies, the company fully complies with the environmental requirements, but not with the social issues. This prevents it from qualifying for the "Sustainable Choice" classification, which is visible on the shelf.

### Systembolaget Four criteria to become a Sustainable choice (wine)

✓	<b>ENVIRONMENT</b> The product must be certified with certification covering relevant environmental requirements on cultivation and production*. The certification logo/type must be visible on the packaging.	✓
-	<b>SOCIAL RESPONSIBILITY</b> Approved outcome in Systembolaget's sustainability analysis for all social sustainability indicators in the risk analysis.** or Product certification* that covers the social sustainability indicators in the entire supply chain in an equivalent manner.	✓
	<b>PACKAGING</b> The product's primary packaging must have a lower climate impact compared to heavy glass bottles. The following packaging is approved: Cardboard packaging, Bag-In-Box, pouches, aluminium cans, PET plastic bottles, returnable glass bottles and lighter glass bottles**	
	<b>TRACEABILITY</b> Information about the actual producer and growers who have contributed to the production of at least 2/3 of the volume of the product (if more than ten parties are relevant, the ten that represent the largest volume must be specified).	

### Chile Certified Sustainable Wine of Chile

	Current risk	Certification	Risks after certification
Agro Chemicals			
Biodiversity			
Energy and climate impact			
Reuse and recycling			
Water Use			
Child Labour			
Corruption and ethical business behavior			
Decent Wages			
Discrimination			
Equal rights and treatment for women and men			
Forced labour or unethical recruitment practices			
Freedom of Association and Collective Bargaining			
Occupational Health and Safety			
Protecting employees from heat and dehydration			
Workers right			
Working hours			
Young Workers			

For the Nordic monopolies, certification under the Sustainability Code of Wines of Chile is no guarantee that the social requirements requested by the monopolies, especially in the areas of child labor and fair wages, will be met. These issues are considered "high risk" in Chile by the monopolies.

The monopolies only consider some social certifications to be valid, as shown in the accompanying table.

There are brands that have been able to demonstrate good performance in this area. In the Cono Sur case, the alternative was to obtain a FOR LIFE certification, which is still in force today. With it, the social requirements are met and the "Sustainable Choice" designation is obtained.

Certification/Market	Sweden	Norway	Finland	CyT
Certified Sustainable Wine of Chile	✓	✓	✓	✓
Fairtrade/Fair for Life/For Life	✓	✓	✓	X
SA8000	✓	✓	✓	X
Global Gap	✓	-	-	-
Smeta 6.1 (4 pillars)	✓	-	-	-
Amfori BSCI audit (A or B, <2 years old)	✓	-	-	X
B-Corp	X	-	-	✓
ROC	-	-	-	X
CCSW	✓	✓	✓	N/A

### Top Chilean brands with at least 1 "Hållbart Val" SKU

Brand	Hållbart Val
1 Casas Patronales	YES
2 Viña Maipo	NO
3 Casillero del Diablo	NO
4 Gato Negro	YES
5 Rosie	NO
6 Adobe	YES
7 Cono Sur	YES
8 Bombus	YES
9 Frontera	NO
10 Sibaris	NO

Another alternative proposed as valuable by the monopolies is to carry out an ethical and social audit of the company and its supply chain (producers) under the AMFORI standard, ex-BSCI.

AMFORI is a social requirement verification scheme, which validates issues associated with Human Rights compliance in the Company for the entire supply chain. This verification is performed in the field and grants a 2-year recognition. The central focus is on grape supplier compliance.



**2023**  
This is the only gap to work on, as it is the only client requirement that is not covered.



Chpt. 4  
**SUMMARY**





## SUMMARY

Meetings held during 2022 were fruitful in terms of the stated objective. Clients expressed their gratitude to the company for having voluntarily generated an instance to share practices and seek alignment as a mechanism to support them in achieving their goals.

Through our commercial offices we received valuable feedback from our clients on Viña Concha y Toro's sustainability performance, which in many cases was not known by them.

The most addressed topics by key clients (according to internal benchmark) during the 2021-2022 period are: Carbon Footprint, Business Ethics and Diversity, Equity and Inclusion, topics in which the company has made progress, but must be further developed.

In 2023, it is necessary to follow up on the relationship generated during 2022 in order to draw up specific work plans along with the commercial areas.

Regarding the gaps with some clients, it is necessary to define the steps to be followed in order to provide a definitive solution to these gaps. During the year 2023, the work on gap closure will be focused on this issue.

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

On the other hand, the Consolidated Client Trend Matrix was created, which allows us to visualize where the gaps with current clients are (100%).

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 client requirements and where there are opportunities for improvement.

Closer to our Markets  
Program Progress

2022

83%



# ANNEXES





**General information**

Country or region: Chile

Commercial Office: VCT Chile

Website: [www.walmartchile.cl](http://www.walmartchile.cl)

Report: [https://www.walmartchile.cl/wp-content/uploads/2022/12/REPORTE\\_2021.pdf](https://www.walmartchile.cl/wp-content/uploads/2022/12/REPORTE_2021.pdf)

**Major Initiatives:**

- Reducing Food Waste
- Gigaton Project
- Entrepreneurship: Transform Yourself Program



**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	WALMART CHILE INITIATIVES	Walmart Chile (CL)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Ok Walmart Global	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok Walmart Global	✓	✓
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	78% of supermarkets operate with LED lighting systems.	✓	✓
Biodiversity	Internal Initiatives	Let's reforest Chile (Nestlé+Walmart Chile + P&G)	✓	✓
Circular Economy	Recycling - Internal Initiatives	Recycling	✓	✓
	Food Waste - Internal Initiatives	Internal initiatives (food donations)	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Internal Responsible Sourcing Program	✓	✓
	Suppliers - Internal Initiatives	Gigaton Project	✓	✓
	Sustainable Packaging - Internal Initiatives	Walmart's Global Challenge to make all of its Own Brand packaging 100% recyclable by 2025	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Diversity and Inclusion Policy. Equity Agents - Internal Programs	✓	✓
	Ethics Initiatives	Ethics and Anticorruption + Code of Conduct	✓	✓
	Human Rights Actions	Internal Initiatives	✓	✓
Community	Entrepreneurship - Internal Initiatives	Transform Yourself Program	✓	✓
	Community Relations Programs	Community Relationship Plan Melipilla, Puente Alto, Valparaíso and San Pablo Stores	✓	✓
	Responsible Consumption Programs	Not declared	✗	
<b>TOTAL</b>			<b>17</b>	<b>17</b>
<b>% Coverage of Initiatives</b>			<b>89%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>





**General information**

Country or region: Chile

Commercial Office: VCT Chile

Website: [www.cencosud.com](http://www.cencosud.com)

Report (Integrated Annual Report):

[http://s2.q4cdn.com/740885614/files/doc\\_financials/2021/ar/Memoria-Cencosud-2021-Pagina-Web.pdf](http://s2.q4cdn.com/740885614/files/doc_financials/2021/ar/Memoria-Cencosud-2021-Pagina-Web.pdf)

[Memoria-Cencosud-2021-Pagina-Web.pdf](http://s2.q4cdn.com/740885614/files/doc_financials/2021/ar/Memoria-Cencosud-2021-Pagina-Web.pdf)

**Major Initiatives:**

- Reducing plastic from vegetables packaging
- Electric delivery vehicles
- Diversity & Inclusion: Cenco Women Mentoring Program
- Supply Chain and Sustainable Supply (Our Producers Program)

**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	CENCOSUD INITIATIVES	Cencosud (CL)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Ok	✓	✓
Climate Change	Carbon Footprint	Ok	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
Water	TCFD	Ok	✓	✓
	Internal Initiatives	No	✗	
Energy	Internal Initiatives	Not declared	✗	
Biodiversity	Internal Initiatives	Commitment to Biodiversity. Biodiversity Statement	✓	✓
Circular Economy	Recycling - Internal Initiatives	Not declared	✗	
	Food Waste - Internal Initiatives	Food Rescue Program. Statement on Food Loss and Waste.	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Supplier Policy + Certifications: RSPO (Roundtable on Sustainable Palm Oil)	✗	
	Suppliers - Internal Initiatives	500K Program (HdC Reduction) Supermarkets Chile	✗	
	Sustainable Packaging - Internal Initiatives	Responsible Packaging Commitment	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	People Pillar Diversity and Inclusion Policy	✓	✓
	Ethics Initiatives	Code of Ethics Code of Conduct of the Board of Directors	✓	✓
	Human Rights Actions	Declaration on the Respect and Promotion of Human Rights	✓	✓
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Community Liaison Policy	✓	✓
	Responsible Consumption Programs	Not declared	✗	
<b>TOTAL</b>			<b>10</b>	<b>10</b>
<b>% Coverage of Initiatives</b>			<b>53%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Chile

Commercial Office: VCT Chile

Website: [www.smu.cl](http://www.smu.cl)

Report: <https://www.smu.cl/wp-content/uploads/2022/04/Memoria-Integrada-SMU-2021.pdf>

**Major Initiatives:**

- Inclusion and Diversity Model



**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	SMU INITIATIVES	SMU (CL)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	In 2021, first assessment conducted: Risk Analysis based on TCFD framework	✓	✓
Water	Internal Initiatives	Lectures on efficient water use to suppliers	✗	
Energy	Internal Initiatives	ISO 50001 Energy Management System and Renewable Energy supply	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Waste management	✓	✓
	Food Waste - Internal Initiatives	No Food Waste Program, Member of Food Network	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Responsible Supply Program	✓	✓
	Suppliers - Internal Initiatives	Supplier Management, Local Supplier Development	✓	✓
	Sustainable Packaging - Internal Initiatives	Not declared	✗	
Business Ethics	Diversity, Equity and Inclusion Programs	UN Women, Member of Red Más Activa and member of the board of Personas en Accion Empresas	✓	✓
	Ethics Initiatives	Code of Ethics and Conduct	✓	✓
	Human Rights Actions	Not declared	✗	
Community	Entrepreneurship - Internal Initiatives	Program: Connecting Entrepreneurs.	✓	✓
	Community Relations Programs	Good Neighbor Program and alliances with Foundations (Teletón)	✓	✓
	Responsible Consumption Programs	Not Declared	✗	
<b>TOTAL</b>			<b>12</b>	<b>12</b>
<b>% Coverage of Initiatives</b>			<b>63%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Chile

Commercial Office: VCT Chile

Website: <https://tottus.falabella.com/tottus-cl/page/nuestra-empresa>

Report: <https://tottus.falabella.com/tottus-cl/page/reportes-sostenibilidad>

**Major Initiatives:**

- Great Place to Work (GPTW) – 2021



**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	TOTTUS INITIATIVES	Tottus (CL)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared (3,8,12,13)	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	They will join in 2025	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	LED lighting systems in all constructions, remodeling and extensions.	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Clean Production Agreement (CPA) Zero Waste to Disposal,	✓	✓
	Food Waste - Internal Initiatives	Partnership with the Food Network in Chile	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Sedex Members Ethical Trading Audit Program, SMETA	✓	✓
	Suppliers - Internal Initiatives	Good Agricultural Practices Program (GAP)	✗	
	Sustainable Packaging - Internal Initiatives	In 2020 we designed a packaging management plan for our Own Brands.	✗	
Business Ethics	Diversity, Equity and Inclusion Programs	2020 Diversity and Inclusion Policy.	✓	✓
	Ethics Initiatives	Code of Integrity with support office and store associates	✓	✓
	Human Rights Actions	Risk Management and Human Rights	✓	✓
Community	Entrepreneurship - Internal Initiatives	<a href="https://www.salmonexpert.cl/aceite-chile-147/lanzamiento-en-chile-primer-trucha-alimentada-con-protena-de-insectos/1240704">https://www.salmonexpert.cl/aceite-chile-147/lanzamiento-en-chile-primer-trucha-alimentada-con-protena-de-insectos/1240704</a>	✓	✓
	Community Relations Programs	Growing Up Healthy with Tottus! Program	✓	✓
	Responsible Consumption Programs	Contribute to the well-being of employees, customers and communities by inspiring better eating habits.	✓	✓
<b>TOTAL</b>			<b>12</b>	<b>12</b>
<b>% Coverage of Initiatives</b>			<b>63%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Sweden

Commercial Office: VCT Nordic

Website: <https://www.systembolaget.se/>

Report: <https://www.omssystembolaget.se/ansvarsredovisning>

**Major Initiatives:**

- Green Choice symbols in tenders
- Climate-smarter packaging
- Social Initiatives in the supply chain (growers)



**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	SYSTEMBOLAGET INITIATIVES	Systembolaget (SE)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Committed (2022)	✓	✓
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	Not declared	✗	
Water	Internal Initiatives	SDG 6	✓	✓
Energy	Internal Initiatives	Strategic sustainability goal that we should be a circular and fossil-free business by 2030	✓	✓
Biodiversity	Internal Initiatives	Not declared	✗	
Circular Economy	Recycling - Internal Initiatives	Internal Initiatives: Recycling 2.0, recycling used work clothing, paper carrier bags,	✓	✓
	Food Waste - Internal Initiatives	No	✗	
Responsible Sourcing	Responsible Sourcing Programs	Sustainable Supply Chain 'Suppliers Code of Conduct	✓	✗
	Suppliers - Internal Initiatives	Suppliers as a key stakeholder	✓	✗
	Sustainable Packaging - Internal Initiatives	Sustainable Choice Initiative	✓	✗
Business Ethics	Diversity, Equity and Inclusion Programs	Internal Initiatives: <a href="https://www.omssystembolaget.se/hallbarhet/manniska-och-samballe/">https://www.omssystembolaget.se/hallbarhet/manniska-och-samballe/</a>	✓	✓
	Ethics Initiatives	Systembolaget Trnsparency Program, Ethics and Sustainability Committee	✓	✗
	Human Rights Actions	Human Right Due Dilligence	✓	✗
Community	Entrepreneurship - Internal Initiatives	No	✗	
	Community Relations Programs	Internal Initiatives	✓	✓
	Responsible Consumption Programs	Responsible Consumption Programs (Responsibility Report 2021)	✓	✓
<b>TOTAL</b>			<b>14</b>	<b>9</b>
<b>% Coverage of Initiatives</b>			<b>74%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>64%</b>





**General information**

Country or region: Finland

Commercial Office: VCT Nordic

Website: <https://www.alko.fi/en/>

Report: <https://www.alko.fi/en/alko-inc/about-alko/publications>

**Major Initiatives:**



- Green Choice symbols in tenders
- Sustainability in products (light weight bottles)

**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	ALKO INITIATIVES	Alko (FI)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	SDG 6	✓	✓
Energy	Internal Initiatives	the electricity purchased by Alko's 176 stores via lease agreements comes from	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	ODS 12 Interanal Initiatives Recycling	✓	✓
	Food Waste - Internal Initiatives	No	✗	
Responsible Sourcing	Responsible Sourcing Programs	"Water" program, shade and rest in cooperation with La Isla Network and Bonsucro (sugar cane)	✓	✗
	Suppliers - Internal Initiatives	Procurement terms and conditions for supplier cooperation as part of our responsibility-related cooperation	✓	✗
	Sustainable Packaging - Internal Initiatives	Green Choice Symbols	✓	✗
Business Ethics	Diversity, Equity and Inclusion Programs	Internal DEI Initiaves	✓	✓
	Ethics Initiatives	Ethical Symbol for products, Ethical Principles	✓	✗
	Human Rights Actions	Human Right Due Dilligence	✓	✗
Community	Entrepreneurship - Internal Initiatives	No	✗	
	Community Relations Programs		✗	
	Responsible Consumption Programs	Responsible Consumption Programs	✓	✓
<b>TOTAL</b>			<b>12</b>	<b>7</b>
<b>% Coverage of Initiatives</b>			<b>63%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>58%</b>



## VINMONOPOLET

### General information

Country or region: Norway

Commercial Office: VCT Nordic

Website: <https://www.vinmonopolet.no/>

Report: <https://www.vinmonopolet.no/content/om-oss/styring-og-ledelse/arsrapporter>

### Major Initiatives:

- Ensuring decent and good work
- Human Rights
- Ethical Trade

### Certifications / Commitments /Trends:



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TOPICS	INITIATIVE	VINMONOPOLET INITIATIVES	Vinmonopolet (NOR)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared (3, 8, 12 13 17)	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	Not declared	✗	
Energy	Internal Initiatives	Not declared	✗	
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	ODS 12 Internal Initiatives Recycling	✓	✓
	Food Waste - Internal Initiatives	No	✗	
Responsible Sourcing	Responsible Sourcing Programs	"Water" program, shade and rest in cooperation with La Isla Network and Bonsucro (sugar cane)	✓	✗
	Suppliers - Internal Initiatives	Suppliers as a key stakeholder	✓	✗
	Sustainable Packaging - Internal Initiatives	3 innovation: •50% rPET / •Recyclable innerbag BiB / •Recyclable pouch	✓	✗
Business Ethics	Diversity, Equity and Inclusion Programs	Pillar: A good Inclusive Workplace	✓	✓
	Ethics Initiatives	Ethical Principles and Practices	✓	✗
	Human Rights Actions	Human Right Due Dilligence	✓	✗
Community	Entrepreneurship - Internal Initiatives	No	✗	
	Community Relations Programs	Not declared	✗	
	Responsible Consumption Programs	Responsible Consumption Programs'SDG 3	✓	✓
<b>TOTAL</b>			<b>10</b>	<b>5</b>
<b>% Coverage of Initiatives</b>			<b>53%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>50%</b>



**General information**

Country or region: UK

Commercial Office: Concha y Toro UK

Website: [www.tescopl.com/](http://www.tescopl.com/)

Report: <https://www.tescopl.com/media/759057/tesco-annual-report-2022.pdf>

**Major Initiatives:**

- Incubator Program
- Reducing Food Waste
- Carbon Neutral by 2035



**Certifications / Commitments /Trends:**



**Contact (Concha y Toro UK)**

Claire Reaney –Head of Service  
[creaney@cyt-uk.com](mailto:creaney@cyt-uk.com)

**Contact (CyT):**

Valentina Lira – Sustainability Director  
[valentina.lira@conchaytoro.cl](mailto:valentina.lira@conchaytoro.cl)

TOPICS	INITIATIVE	TESCO UK INITIATIVES	Tesco (UK)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok	✓	✓
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	Source 100% of our electricity from renewable sources by 2030	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Recycling Initiatives <a href="https://www.tescopl.com/sustainability/documents/policies/o">https://www.tescopl.com/sustainability/documents/policies/o</a>	✓	✓
	Food Waste - Internal Initiatives	<a href="https://www.tescopl.com/media/759057/tesco-annual-report-2022.pdf">https://www.tescopl.com/media/759057/tesco-annual-report-2022.pdf</a>	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Stakeholders initiatives for responsible sourcing	✓	✓
	Suppliers - Internal Initiatives	Suppliers as a key stakeholder	✓	✓
	Sustainable Packaging - Internal Initiatives	Internal Initiatives	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Internal and External Initiatives	✓	✓
	Ethics Initiatives	Compliance, Ethics Committee	✓	✓
	Human Rights Actions	Declared	✓	✓
Community	Entrepreneurship - Internal Initiatives	Incubator Programme	✓	✓
	Community Relations Programs	"Serving our Communities" Statement	✓	✓
	Responsible Consumption Programs	Not declared	✗	
<b>TOTAL</b>			<b>16</b>	<b>16</b>
<b>% Coverage of Initiatives</b>			<b>84%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>

# Sainsbury's

## General information

Country or region: UK

Commercial Office: Concha y Toro UK

Website: <https://www.sainsburys.co.uk/>

Report: <https://about.sainsburys.co.uk/sustainability>

### Major Initiatives:

- Net Zero in its own operations by 2035
- To promote Biodiversity
- Reduce plastic packaging by 50% by 2025

### Certifications / Commitments /Trends:



### Contact (Concha y Toro UK)

Claire Reaney –Head of Service  
[creaney@cyt-uk.com](mailto:creaney@cyt-uk.com)

### Contact (CyT):

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[valentina.lira@conchaytoro.cl](mailto:valentina.lira@conchaytoro.cl)

TOPICS	INITIATIVE	SAINSBURY'S INITIATIVES	Sainsbury's (UK)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok	✓	✓
Water	Internal Initiatives	Better for the planet: Minimise Water Use (Water Neutral by 2040)	✓	✓
Energy	Internal Initiatives	Renewable energy + LED lighting to 100 per cent of our supermarket estate	✓	✓
Biodiversity	Internal Initiatives	Better for the Planet (pillar): Sustainable Sourcing and Biodiversity Initiative	✓	✓
Circular Economy	Recycling - Internal Initiatives	Better for the Planet (pillar): Increase recycling + Reduce packaging	✓	✓
	Food Waste - Internal Initiatives	Better for the Planet (pillar): Food Waste initiative	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Better for the Planet (pillar): Sustainable Sourcing and Biodiversity Initiative	✓	✓
	Suppliers - Internal Initiatives	Supplier Engagment Program (SBT, CDP, Food Waste initiatives)	✓	✓
	Sustainable Packaging - Internal Initiatives	Better for the Planet (pillar): Reduce packaging	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Skills Opportunities for Everyone 'an inclusive place to work and shop	✓	✓
	Ethics Initiatives	Ok <a href="https://www.about.sainsburys.co.uk/suppliers/fairly-traded">https://www.about.sainsburys.co.uk/suppliers/fairly-traded</a>	✓	✓
	Human Rights Actions	Better for Everyone: Championing Human Rights	✓	✓
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Better for Everyone: Community and partnerships	✓	✓
	Responsible Consumption Programs	Wellbeing and mental health Program	✓	✓
<b>TOTAL</b>			<b>18</b>	<b>18</b>
<b>% Coverage of Initiatives</b>			<b>95%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>





**General information**

Country or region: UK

Commercial Office: Concha y Toro UK

Website: <https://www.asda.com>

Report: [https://corporate.asda.com/media-library/document/asda-esg-report-summary-2022/\\_proxyDocument?id=00000182-3fbb-d424-a1fa-7ffb288f0000](https://corporate.asda.com/media-library/document/asda-esg-report-summary-2022/_proxyDocument?id=00000182-3fbb-d424-a1fa-7ffb288f0000)

**Major Initiatives:**

- To become an end to end net zero carbon emissions business
- Be the retailer of choice for the UK's innovative suppliers

**Certifications / Commitments /Trends:**



**Contact (Concha y Toro UK)**

Claire Reaney –Head of Service  
[creaney@cyt-uk.com](mailto:creaney@cyt-uk.com)

**Contact (CyT):**

Valentina Lira – Sustainability Director  
[valentina.lira@conchaytoro.cl](mailto:valentina.lira@conchaytoro.cl)

TOPICS	INITIATIVE	ASDA INITIATIVES	ASDA (UK)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Committed	✓	✓
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	Better Planet Initiatives	✓	✓
Biodiversity	Internal Initiatives	ADSA -Syngenta Greenhead project	✓	✓
Circular Economy	Recycling - Internal Initiatives	Better Planet: Waste Initiatives	✓	✓
	Food Waste - Internal Initiatives	Better Planet: Food Waste Commitment	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	100% bananas more sustainably sourced 100%	✓	✓
	Suppliers - Internal Initiatives	To ask 150 of our strategic supplier partners to make climate commitments for the products they sell us before the end of 2022.	✓	✓
	Sustainable Packaging - Internal Initiatives	Packaging Strategy: 85% own Asda brands packaging is recyclable at home	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Diversity and Inclusion strategy	✓	✓
	Ethics Initiatives	Ethics and compliance strategy	✓	✓
	Human Rights Actions	Better Business : HR initiatives	✓	✓
Community	Entrepreneurship - Internal Initiatives	Partnership with Enactus UK	✓	✓
	Community Relations Programs	Local Community Support	✓	✓
	Responsible Consumption Programs	Wellbeing program	✓	✓
<b>TOTAL</b>			<b>16</b>	<b>16</b>
<b>% Coverage of Initiatives</b>			<b>84%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: UK

Commercial Office: Concha y Toro UK

Website: <https://www.morrisons-corporate.com>

Report: [HTTPs://www.morrisons-corporate.com/globalassets/corporatesite/corporate-responsibility/sustainability-performance-reports/sustainability-report-2021.pdf](https://www.morrisons-corporate.com/globalassets/corporatesite/corporate-responsibility/sustainability-performance-reports/sustainability-report-2021.pdf)

**Major Initiatives:**

- Net Zero by 2040

**Certifications / Commitments /Trends:**



**Contact (Concha y Toro UK)**

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TOPICS	INITIATIVE	MORRISON'S INITIATIVES	Morrison's (UK)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set	✓	✓
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	Ok	✓	✓
Water	Internal Initiatives	Our Planet- Global Resources - Water	✓	✓
Energy	Internal Initiatives	Our Planet - Climate Crisis - Energy Efficiency Initiatives	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Our Planet - Rethinking how to use our plastics	✓	✓
	Food Waste - Internal Initiatives	Our Planet - Reducing Food Waste	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Working with Suppliers Internal Initiative	✓	✓
	Suppliers - Internal Initiatives	Working with Suppliers Internal Initiative	✓	✓
	Sustainable Packaging - Internal Initiatives	Reducing plastics of its own brands packaging by 2050	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Our People - Our Colleagues Diversity & Inclusion Programs	✓	✓
	Ethics Initiatives	Ethical Trading Policy and Ethical Trading Code	✓	✓
	Human Rights Actions	Our People: Respecting the Human Rights	✓	✓
Community	Entrepreneurship - Internal Initiatives	No	✗	
	Community Relations Programs	Our People - Our Communities Supporting	✓	✓
	Responsible Consumption Programs	Wellbeing programs / Help our customers live healthier lives	✓	✓
<b>TOTAL</b>			<b>16</b>	<b>16</b>
<b>% Coverage of Initiatives</b>			<b>84%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Belgium

Commercial Office: VCT Europe

Website: <https://www.aholddelhaize.com/>

Report: <https://www.aholddelhaize.com/sustainability/>

**Major Initiatives:**

- Ahold Delhaize is to reach net-zero carbon emissions across all operations by 2040 (scope 1 and 2).
- To become net-zero businesses across the brands' entire supply chains, products and services no later than 2050 (scope 3)

**Certifications / Commitments /Trends:**



**Contact (VCT Europe)**

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TOPICS	INITIATIVE	AHOLD DELHAIZE INITIATIVES	Ahold Delhaize (BE)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared (2,3,5,8,10,12,14,15)	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok	✓	✓
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	To build and remodel stores in the most energy efficient way by installing LED lighting and retrofitting refrigeration systems	✓	✓
Biodiversity	Internal Initiatives	Deforestation and Conservation Eliminating deforestation in our supply chain	✓	✓
Circular Economy	Recycling - Internal Initiatives	Ellen MCArthur Foundation Member	✓	✓
	Food Waste - Internal Initiatives	Ahold's aim to lower Food Waste by 50% in 2030 Page 58, Report	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Ahold Delhaize and our brands aim to achieve zero deforestation and conversion by 2025 through 100% sustainable sourcing of different products	✓	✓
	Suppliers - Internal Initiatives	Our Growth Drivers: Farmers and Suppliers	✓	✓
	Sustainable Packaging - Internal Initiatives	Reduce the use of plastic and other packaging materials, decrease the weight of packaging	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	In Focus: Diversity & Inclusion Diversity and Inclusion Strategy	✓	✓
	Ethics Initiatives	Code of Ethics www.aholddelhaize.com	✓	✓
	Human Rights Actions	In Focus: Ethics and Human Rights	✓	✓
Community	Entrepreneurship - Internal Initiatives	Ahold sponsors the course "Future-proof entrepreneurship"	✓	✓
	Community Relations Programs	Engaging with our Stakeholders: Partnerships with local community organizations and charities	✓	✓
	Responsible Consumption Programs	Healthy Products Page 73 (Report)	✓	✓
<b>TOTAL</b>			<b>18</b>	<b>18</b>
<b>% Coverage of Initiatives</b>			<b>95%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>





**General information**

Country or region: Ireland  
 Commercial Office: VCT Europe  
 Website: <https://tescoireland.ie>  
 Report: <https://tescoireland.ie/sustainability/overview/>

**Major Initiatives:**

- Net zero target of 2035 for our own operations

**Certifications / Commitments / Trends:**



**Contact (VCT Europe)**

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TOPICS	INITIATIVE	TESCO IRELAND INITIATIVES	Tesco Ireland (IR)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set Tesco Group	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Tesco Group	✓	✓
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	SDG 7: Reflecting the progress we've made to source 100% of our electricity from renewable sources.	✓	✓
Biodiversity	Internal Initiatives	SDG 15: Life on land, reflecting our ambition to achieve zero net deforestation in our supply chain by 2020	✓	✓
Circular Economy	Recycling - Internal Initiatives	Plastic Pledge Tesco Ireland 2021 - Achievements	✓	✓
	Food Waste - Internal Initiatives	Partnership with FoodCloud + Internal Initiatives	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Our suppliers and ethical trading	✓	✓
	Suppliers - Internal Initiatives	Suppliers as a key stakeholder	✓	✓
	Sustainable Packaging - Internal Initiatives	Internal Initiatives	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Inclusion and Diversity Council + Other Initiatives	✓	✓
	Ethics Initiatives	Code of Business Conduct <a href="https://tescoireland.ie/media/3342/code-of-business-">https://tescoireland.ie/media/3342/code-of-business-</a>	✓	✓
	Human Rights Actions	HRDD - Tesco PLC	✓	✓
Community	Entrepreneurship - Internal Initiatives	Only Tesco UK	✗	
	Community Relations Programs	Tesco Community Fund	✓	✓
	Responsible Consumption Programs	Good health and wellbeing internal Initiatives	✓	✓
<b>TOTAL</b>			<b>17</b>	<b>17</b>
<b>% Coverage of Initiatives</b>			<b>89%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Canada

Commercial Office: Escalade Wine and Spirits

Website: [www.saq.com](http://www.saq.com)

Report: <https://www.saq.com/en/content/about-us/responsibility>

**Major Initiatives:**

- Lightweight glass
- Sales Ethics

**Certifications / Commitments /Trends:**



**Contact (Escalade Wine & Spirits)**

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**Contact (CyT):**

Valentina Lira – Sustainability Director

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TOPICS	INITIATIVE	SAQ INITIATIVES	SAQ (CA)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Not declared	✗	
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	No	✗	
Energy	Internal Initiatives	No	✗	
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Glass Recycling Program	✓	✓
	Food Waste - Internal Initiatives	No	✗	
Responsible Sourcing	Responsible Sourcing Programs	Suppliers Code of Ethics and Conduct	✓	✓
	Suppliers - Internal Initiatives	Sustainable Supply Policy	✓	✓
	Sustainable Packaging - Internal Initiatives	Encouraging suppliers to use lighter bottles	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Code of Ethics and Conduct for Employees	✓	✓
	Ethics Initiatives	Social Responsibility: Sales Ethics	✓	✓
	Human Rights Actions	No	✗	
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	SAQ X BAQ, a nourishing alliance	✓	✓
	Responsible Consumption Programs	Internal Initiatives	✓	✓
<b>TOTAL</b>			<b>9</b>	<b>9</b>
<b>% Coverage of Initiatives</b>			<b>47%</b>	
<b>Management Level</b>			<b>3</b>	

<b>GAPS</b>
<b>100%</b>

# LCBO

## General information

Country or region: Canada

Commercial Office: Escalade Wine and Spirits

Website: [www.lcbo.com](http://www.lcbo.com)

Report: <https://www.lcbo.com/content/lcbo/en/corporate-pages/about/annual-report-business-plan-intro.html>

### Major Initiatives:

- Spirit of Inclusion Initiative



### Certifications / Commitments / Trends:

- Community impact strategy: For the Good of Ontario



### Contact (Escalade Wine & Spirits)

Kevin Hoffmann – Escalade VP  
[khoffman@escaladews.ca](mailto:khoffman@escaladews.ca)

### Contact (CyT):

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TOPICS	INITIATIVE	LCBO INITIATIVES	LCBO (CA)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Not declared	✗	
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	Rainwater is collected and circulated into dedicated plumbing distribution lines for use in flush water and landscape irrigation	✓	✓
Energy	Internal Initiatives	Reducing Waste and Energy	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Ontario Deposit Return Program (ODRP)	✓	✓
	Food Waste - Internal Initiatives	Not declared	✗	
Responsible Sourcing	Responsible Sourcing Programs	Creating Responsible Supply Chains <a href="https://www.lcbo.com/content/lcbo/en/sustainability.html?icid">https://www.lcbo.com/content/lcbo/en/sustainability.html?icid</a>	✓	✓
	Suppliers - Internal Initiatives	Not declared	✗	
	Sustainable Packaging - Internal Initiatives	Lightweight Glass program	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Spirit of Inclusion Initiative	✓	✓
	Ethics Initiatives	LCBO Business Code of Conduct	✓	✓
	Human Rights Actions	Not declared	✗	
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Fundraising & Community Impact	✓	✓
	Responsible Consumption Programs	FLOW x Diageo x LCBO Holiday Moderate Consumption Campaign	✓	✓
<b>TOTAL</b>			<b>10</b>	<b>10</b>
<b>% Coverage of Initiatives</b>			<b>53%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Canada  
 Commercial Office: Escalade Wine and Spirits  
 Website: <https://www.bcli liquorstores.com/>  
 Report <https://www.bcli liquorstores.com/>

**Major Initiatives:**

- Corporate Social Impact Strategy



**Certifications / Commitments /Trends:**



**Contact (Escalade Wine & Spirits)**

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TOPICS	INITIATIVE	BCLS INITIATIVES	BCLS (CA)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Not declared	✗	
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	Not declared	✗	
Energy	Internal Initiatives	BCLIQUOR undertook several major and minor retrofits which saw their carbon footprint reduced.	✓	✓
Biodiversity	Internal Initiatives	Not declared	✗	
Circular Economy	Recycling - Internal Initiatives	Doing our Part Together Recycling Campaign <a href="https://www.bcli liquorstores.com/social-">https://www.bcli liquorstores.com/social-</a>	✓	✓
	Food Waste - Internal Initiatives	Support BC Food Banks	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Not declared	✗	
	Suppliers - Internal Initiatives	Not declared	✗	
	Sustainable Packaging - Internal Initiatives	<a href="https://www.bcldb.com/files/Climate%20Change%20Accountability%20Report%202021_final.pdf">https://www.bcldb.com/files/Climate%20Change%20Accountability%20Report%202021_final.pdf</a>	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Do you Proud Campaign	✓	✓
	Ethics Initiatives	<a href="https://www.bcldb.com/files/Climate%20Change%20Accountability%20Report%202021_final.pdf">https://www.bcldb.com/files/Climate%20Change%20Accountability%20Report%202021_final.pdf</a>	✓	✓
	Human Rights Actions	Not declared	✗	
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Charitable Fund (Coin donation) Program	✓	✓
	Responsible Consumption Programs	Why another Campaign	✓	✓
<b>TOTAL</b>			<b>9</b>	<b>9</b>
<b>% Coverage of Initiatives</b>			<b>47%</b>	
<b>Management Level</b>			<b>3</b>	

<b>GAPS</b>
<b>100%</b>





**General information**

Country or region: México

Commercial Office: VCT & DG México

Website: <https://www.walmart.com.mx/>

Report: <https://informes.walmex.mx/2021/index.html>

**Major Initiatives:**

- Mitigation of Climate Change
- Gigaton Project
- Natural Capital Conservation



**Certifications / Commitments /Trends:**



**Contact (VCT & DG México)**

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	Science Based Targets	Targets SetWalmart Global	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok Walmart Global	✓	✓
Water	Internal Initiatives	<a href="https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente">https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente</a>	✓	✓
Energy	Internal Initiatives	Goal: Electrify the logistics fleet by 2040	✓	✓
Biodiversity	Internal Initiatives	Internal Initiatives <a href="https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente">https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente</a>	✓	✓
Circular Economy	Recycling - Internal Initiatives	Circular Economy Estrategy	✓	✓
	Food Waste - Internal Initiatives	<a href="https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente">https://www.walmartmexico.com/responsabilidad-corporativa/medio-ambiente</a>	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Responsible Procurement	✓	✓
	Suppliers - Internal Initiatives	1. Project Gigaton 2. México Open Call 2023 Initiative	✓	✓
	Sustainable Packaging - Internal Initiatives	Sustainable Packaging	✓	✓
Business Ethics	Diversity, Equity and Inclusion Programs	Diversity, Equity and Inclusion Strategy.	✓	✓
	Ethics Initiatives	Code of Conduct	✓	✓
	Human Rights Actions	Walmex Human Rights Statement	✓	✓
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Volunteers and Donations	✓	✓
	Responsible Consumption Programs	Not declared	✓	✓
<b>TOTAL</b>			<b>18</b>	<b>18</b>
<b>% Coverage of Initiatives</b>			<b>95%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>



**General information**


Country or region: México

Commercial Office: VCT & DG México

Website: [www.costco.com.mx](http://www.costco.com.mx)



Report: <https://www.costco.com.mx/sustentabilidad-costco>

**Major Initiatives:**



- Developing sustainable brands: Kirkland Signature

**Certifications / Commitments /Trends:**

**Contact (VCT & DG México)**  
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**Contact (CyT):**  
 Valentina Lira – Sustainability Director  
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TOPICS	INITIATIVE	COSTCO INITIATIVES	Costco (MX)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	OK <a href="https://www.costco.com/sustainability-introduction.html">https://www.costco.com/sustainability-introduction.html</a>	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Costco Global	✓	✓
Water	Internal Initiatives	Internal Initiatives <a href="https://www.costco.com.mx/ahorro">https://www.costco.com.mx/ahorro</a>	✓	✓
Energy	Internal Initiatives	Internal Initiatives <a href="https://www.costco.com.mx/ahorro">https://www.costco.com.mx/ahorro</a>	✓	✓
Biodiversity	Internal Initiatives	Not declared	✗	
Circular Economy	Recycling - Internal Initiatives	Internal Initiatives <a href="https://www.costco.com.mx/ahorro">https://www.costco.com.mx/ahorro</a>	✓	✓
	Food Waste - Internal Initiatives	Costco Global - Internal Initiatives <a href="https://mobilecontent.costco.com/live/resource/img/static-us-landing-pages/2c-Communities.pdf">https://mobilecontent.costco.com/live/resource/img/static-us-landing-pages/2c-Communities.pdf</a>	✓	✓
Responsible Sourcing	Responsible Sourcing Programs	Sustainable Brand <a href="https://www.costco.com.mx/marca_sustentable">https://www.costco.com.mx/marca_sustentable</a>	✓	✓
	Suppliers - Internal Initiatives	Costco Global <a href="https://www.costco.com/sustainability-introduction.html">https://www.costco.com/sustainability-introduction.html</a>	✓	✓
	Sustainable Packaging - Internal Initiatives	Not declared	✗	
Business Ethics	Diversity, Equity and Inclusion Programs	Diversity at Costco	✓	✓
	Ethics Initiatives	Costco Global Costco Confidential Ethics Hotline for Suppliers	✓	✓
	Human Rights Actions	CostCo Global - HR Disclosure <a href="https://www.costco.com/disclosure-regarding-human-trafficking-and-anti-slavery.html">https://www.costco.com/disclosure-regarding-human-trafficking-and-anti-slavery.html</a>	✓	✓
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Donations to community <a href="https://www.costco.com.mx/Responsabilidad_Social">https://www.costco.com.mx/Responsabilidad_Social</a>	✓	✓
	Responsible Consumption Programs	Not declared	✓	✓
<b>TOTAL</b>			<b>15</b>	<b>15</b>
<b>% Coverage of Initiatives</b>			<b>79%</b>	
<b>Management Level</b>			<b>1</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: México

Commercial Office: VCT & DG México

Website: <https://www.chedraui.com.mx/>

Report:

**Major Initiatives:**

- Managing Food Waste
- Becoming a community partner
- Food donations

**Certifications / Commitments /Trends:**



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TOPICS	INITIATIVE	CHEDRAUI INITIATIVES	Chedraui (MX)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	No	✗	
	CDP	OK (Climate, Water and Supplier)	✗	
	TCFD	No	✗	
Water	Internal Initiatives	Internal Initiatives <a href="https://www.grupochedraui.com.mx/en/sustentabilidad/inde">https://www.grupochedraui.com.mx/en/sustentabilidad/inde</a>	✓	✓
Energy	Internal Initiatives	Internal Initiatives <a href="https://www.grupochedraui.com.mx/en/sustentabilidad/inde">https://www.grupochedraui.com.mx/en/sustentabilidad/inde</a>	✓	✓
Biodiversity	Internal Initiatives	No	✗	
Circular Economy	Recycling - Internal Initiatives	Internal Initiatives <a href="https://www.grupochedraui.com.mx/en/sustentabilidad/inde">https://www.grupochedraui.com.mx/en/sustentabilidad/inde</a>	✓	✓
	Food Waste - Internal Initiatives	Not declared	✗	
Responsible Sourcing	Responsible Sourcing Programs	Not declared	✗	
	Suppliers - Internal Initiatives	Not declared	✗	
	Sustainable Packaging - Internal Initiatives	Not declared	✗	
Business Ethics	Diversity, Equity and Inclusion Programs	Diversity and Inclusion Committee	✓	✓
	Ethics Initiatives	Code of Ethics <a href="https://www.grupochedraui.com.mx/en/codigo_de_etica/ind">https://www.grupochedraui.com.mx/en/codigo_de_etica/ind</a>	✓	✓
	Human Rights Actions	Not declared	✗	
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Sustainable Projects in the communities <a href="https://www.grupochedraui.com.mx/en/sustentabilidad/inde">https://www.grupochedraui.com.mx/en/sustentabilidad/inde</a>	✓	✓
	Responsible Consumption Programs	Not declared	✗	
<b>TOTAL</b>			<b>8</b>	<b>8</b>
<b>% Coverage of Initiatives</b>			<b>42%</b>	
<b>Management Level</b>			<b>3</b>	

<b>GAPS</b>
<b>100%</b>



**General information**

Country or region: Japan

Website: <https://www.kirinholdings.com/en/>

Report: [https://www.kirinholdings.com/en/purpose/csv\\_purpose/](https://www.kirinholdings.com/en/purpose/csv_purpose/)

**Trends:**

- Value Creation Model
- Promoting a shift to responsible renewable energy

**Certifications / Commitments /Trends:**



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**Contact (CyT):**

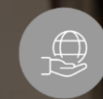
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TOPICS	INITIATIVE	MERCIAN INITIATIVES	Mercian (JP)	Concha y Toro
Sustainable Development Goals	Alignment to SDG	Declared	✓	✓
Climate Change	Carbon Footprint	Ok (Scope 1,2 and 3)	✓	✓
	Science Based Targets	Targets Set	✓	✓
	CDP	OK (Climate, Water and Supplier)	✓	✓
	TCFD	Ok	✓	✓
Water	Internal Initiatives	Water Source Forestation Activities	✓	✓
Energy	Internal Initiatives	RE-100 - Kirin Group	✗	
Biodiversity	Internal Initiatives	Afforestation , FSC, Rainforet alliance - Kirin Group	✗	
Circular Economy	Recycling - Internal Initiatives	Plastic Policy 2019 (R100 bottles) - Kirin Group	✗	
	Food Waste - Internal Initiatives	No	✗	
Responsible Sourcing	Responsible Sourcing Programs	Not Mercian	✗	
	Suppliers - Internal Initiatives	Not Mercian	✗	
	Sustainable Packaging - Internal Initiatives	Not Mercian	✗	
Business Ethics	Diversity, Equity and Inclusion Programs	"Increasing diversity" (Employees pillar)	✓	✓
	Ethics Initiatives	Sedex Working Team for the Japanese Food & Beverage Industry	✓	✓
	Human Rights Actions	Human Right Due Dilligence	✓	✓
Community	Entrepreneurship - Internal Initiatives	Not declared	✗	
	Community Relations Programs	Community Engagement Initiatives - Kirin Group	✗	
	Responsible Consumption Programs	Support for Health Science Business Dept and Alcohol Consumption	✓	✓
<b>TOTAL</b>			<b>10</b>	<b>10</b>
<b>% Coverage of Initiatives</b>			<b>53%</b>	
<b>Management Level</b>			<b>2</b>	

<b>GAPS</b>
<b>100%</b>



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