



SUSTAINABILITY **REPORT 2013**

CONCHA Y TORO



G4-3, G4-5

Viña Concha y Toro S.A.
R.U.T.: 90.227.000 - 0
Head Office Address: Avda. Nueva Tajamar 481,
Torre Norte, Piso N° 15.
Las Condes, Santiago, Chile.
Phone: (56-2) 2476 5000
Fax: (56-2) 2203 6733
P.O. Box: 213, Correo Central, Santiago.
Website: www.conchaytoro.com

G4-31

Contact for more information
and suggestions on this report:
Valentina Lira M.
Sustainability Manager
valentina.lira@conchaytoro.cl

SUSTAINABILITY **REPORT 2013**



Contents



About this Report

- 5** Definiton of contents included in this report



Message from the Chairman

- 8** Message from the Chairman



CHAPTER 1 Viña Concha y Toro

- 11** Viña Concha y Toro



Corporate Governance

- 20** Ownership and Control Structure
 - 20** Board of Directors and Senior Executives
- 21** Comittee of Directors
- 21** Risk Assessment
- 22** Remuneration of Directors and Executives
- 23** Corporate Ethics



Commitment to Sustainability

- 24** Sustainability Strategy
 - 26** Sustainability Committee
- 26** Stakeholders
 - 28** Memberships and Associations
 - 28** Wines of Chile
 - 28** Clean Production Agreement

CHAPTER 2

Sustainability Management



- 31** Sustainability Management



Production

- 32** Production



Supply Chain

- 35** Focus 1: Suppliers
 - 35** Suppliers
- 36** Focus 2: Supplies
 - 36** Main Supplies
 - 39** Containers and Packaging Materials
- 40** Focus 3: Sustainable



Product

- 44** Focus 1: Trend and Innovation
 - 44** Frontera
- 45** Focus 2: Quality
- 45** Focus 3: Responsible Marketing
 - 46** Labeling
 - 46** Sustainable Products



Customers

- 49** Focus 1: Sustainable Efficiency in the Supply Chain
 - 50** Customer Satisfaction
- 50** Focus 2: Knowledge Transfer
- 51** Focus 3: Transparency and Information
 - 51** Client Audits



People

- 53** Workforce
 - 56** Temporary Workers
- 57** Labor Relations
 - 58** Strike 2013
- 58** Wages and Bonuses
- 59** Focus 1: Talent Management
 - 59** Training and Knowledge Center
 - 61** Career Development
- 61** Focus 2: Well-being
 - 62** Work Environment
 - 62** Comunicate Program
 - 62** Responsible Consumption of Alcohol and Drug Program
 - 62** Benefits
- 63** Focus 3: Occupational Health and Safety



Society

- 67** Focus 1: Generating Positive Impacts
- 68** Community Management



Environmental Performance

- 71** Focus 1: Resource Management
 - 71** Energy Consumption
 - 74** Water Footprint
 - 76** Biodiversity
 - 79** Management of Agricultural Soils
 - 79** Pesticides and Fertilizers
- 80** Focus 2: Managing Externalities
 - 80** Climate Change
 - 84** Carbon Footprint
 - 90** Other Emissions
 - 91** Waste
 - 93** Environmental Investment
- 94** Focus 3: Processes and Continuous Improvement
- 95** Focus 4: Environmental Training and Awareness



Generated and Distributed Value

- 97** Generated Economic Value
- 98** Distributed Economic Value

CHAPTER 3

Sustainability in Subsidiaries



- 102** Viña Cono Sur
- 108** Trivento Bodegas y Viñedos
- 112** Fetzer Vineyards

CHAPTER 4

Annexes



- 119** Verification Report
- 122** GRI Content Index
- 131** Feedback questionnaire



About this Report

G4-22

G4-28

G4-29

G4-30

G4-32

G4-33

G4-23

With great satisfaction, Viña Concha y Toro presents its second annual Sustainability Report, which covers the period from January 1 to December 31, 2013.

The Report has been prepared in accordance with the GRI's Guide for Preparing Reports in its G4 version, according to the comprehensive option. It has also been submitted to GRI's Materiality Matters check and the external verification of the contents of the report, where the quality of information and the preparation process is assessed.¹

The Report covers the economic, social and environmental performance in Chile of Viña Concha y Toro, excluding Viña Cono Sur, which manages these issues independently. The Report incorporates information from the Quinta de Maipo subsidiary, which includes the operations of Viña Canepa, Maycas del Limarí, Palo Alto and Viña Maipo, along with subsidiaries Comercial Peumo and Transportes Viconto, complementing the information published in the Financial Report.

The economic and financial information included has been compiled with consolidated information of Holding Concha y Toro in its Annual Report 2013.²

At the end of the Report there is an additional chapter with information regarding the management of the subsidiaries Viña Cono Sur in Chile, Trivento Bodegas y Viñedos in Argentina, and Fetzer Vineyards in the United States, who manage sustainability issues independently according to the values and general guidelines set by the Board of the Company.

¹ See external verification letter in Annex, page 119.

² The environmental and social information provided does not include subsidiaries Trivento Bodegas y Viñedos in Argentina, Fetzer Vineyards in USA, and Viña Cono Sur in Chile, except the data about the company's economic performance that was prepared with the information published in the Annual Report.

Definition of Contents Included in the Report

The definition of the information included in the report was based on suggestions from the G4 version of the GRI guidelines. The process involved conducting a series of activities and consultation to primary and secondary sources of information.

SECONDARY SOURCES:

- » Review of internal bibliographic material: Considering the sustainability strategy and the 2012 report, in addition to publications in internal journals and newsletters.
- » Analysis of national media.
- » Review of good economic, social and environmental practices, especially in the industry: Such as the Sustainability Topics for Sectors (GRI), the Sustainability Code of Vinos de Chile, the Clean Production Agreement (APL) of the Chilean Wine Industry, and the Business Social Compliance Initiative Code (BSCI).
- » Development of a report benchmark: Considering two international companies representing the liquor industry, one of fantasy drinks and a national retail one.

PRIMARY SOURCES:

- » Internal interviews: With 12 of the top managers and assistant managers of the company, responsible for carrying out the strategy.
- » External interviews: With representatives of some of the organizations with which the company relates: CENEM, Vinos de Chile, Wildlife Conservation Society-Chile and Conaf.

As a result of these activities we developed a preliminary list of priority management issues regarding the company's sustainability, which were subjected to the review and prioritization of managers and assistant managers in a workshop in which they defined the following topics should be included in the report and their level of relevance or depth:

G4-19

G4-20

G4-21

G4-27

























G4-18

 Highly relevant topic

 Topic with average relevance

 Topic with low relevance

MATERIAL ASPECTS VIÑA CONCHA Y TORO

	PILLAR: SUPPLY CHAIN	Where it is relevant
	Suppliers Management and Evaluation	Concha y Toro
	Supplies	Concha y Toro
	Containers and Packaging Materials (lifecycle approach)	Concha y Toro, suppliers and customers
	Management of Contractors	Concha y Toro
	Child and Forced Labor	Concha y Toro, suppliers and contractors
	PILLAR: PRODUCT	Where it is relevant
	Quality Management	Concha y Toro
	Responsible or Sustainable Products	Concha y Toro
	Responsible Consumption	Concha y Toro
	Labeling and Consumer Information	Concha y Toro
	Responsible Marketing	Concha y Toro
	Innovation	Concha y Toro
	PILLAR: CUSTOMERS	Where it is relevant
	Customer Satisfaction	Concha y Toro
	Client Ethical Audits to Concha y Toro	Concha y Toro and customers
	PILLAR: PEOPLE	Where it is relevant
	Conditions of Temporary Labor	Concha y Toro
	Occupational Health and Safety, and Workplace Conditions	Concha y Toro
	Wages and Bonuses	Concha y Toro.
	Training and Knowledge Center	Concha y Toro.
	Work-Family Conciliation, Respect for Working Hours, and Overtime	Concha y Toro, suppliers and contractors
	Labor Relations	Concha y Toro, suppliers and contractors
	Career Development and Performance Evaluation	Concha y Toro

	Workforce and Local Employment	Concha y Toro
	Working Environment	Concha y Toro
	Benefits	Concha y Toro
	PILLAR: SOCIETY	Where it is relevant
	Community Management	Concha y Toro
	PILLAR: ENVIRONMENT	Where it is relevant
	Waste and Recycling	Concha y Toro, suppliers and customers
	Carbon Footprint / GHG Emissions / Collaboration with the State	Concha y Toro and suppliers
	Biodiversity	Concha y Toro
	Water Consumption	Concha y Toro
	Pesticides and Fertilizers	Concha y Toro
	Energy	Concha y Toro and suppliers
	Liquid Industrial Waste	Concha y Toro
	Environmental Fines	Concha y Toro
	Impact of Climate Change in the Business	Concha y Toro
	Management of Agricultural Soils	Concha y Toro
	Economic Performance	Concha y Toro



Message from the Chairman

G4-1

G4-2



This year marks the 130th anniversary of Concha y Toro, which reflects our long history and how we've grown along with the country. It was a path of effort, determination and commitment to the production of quality wines that has led us to become a global brand, leader in the wine industry, and recognized for third consecutive year as the world's most admired wine brand.

Also, this year we are pleased to present Viña Concha y Toro's second Sustainability Report, which accounts for our management, focusing on major achievements, challenges and opportunities for the company, reaffirming our ongoing commitment to sustainability and the country's development.

The continuing expansion of the company's frontiers into new markets and destinations, which increasingly demand higher sustainability standards, and all that it encompasses, has guided its activities as part of the goals outlined in its business model and sustainability strategy. Therefore, we have worked to strengthen the productive and commercial structure focused on the premium segment, investing in brand building and positioning, adding new certifications and meeting the growing international demands at our facilities.

Our Sustainability Strategy, based on six pillars, has been the cornerstone from which we develop and carry out several projects during the year, reinforcing the commitment of the winery with its stakeholders. During this period we work together with suppliers and contractors generating synergies and opportunities in evaluating and improving performance in social, labor and environmental issues. Internally, progress was made in regard to our products' sustainable attributes through innovative initiatives such as the use of lightweight bottles and eco-labeling.

We continue to work according to the highest international standards for measuring the carbon and water footprints, in addition to further developing the biodiversity conservation program and the project of measuring CO₂ stocks in our vineyards and forests. In this context, with much satisfaction

we were recognized and awarded as Leading Company in Climate Change 2013, receiving the special distinction of Leader on Carbon Footprint Measurement for our work in managing Greenhouse Gases emissions. This recognition highlights the achievements of our sustainable management, the opportunities it creates, and the winery's commitment with global challenges.

Also, it is worth noting that we achieved the recertification under the National Sustainability Code of Vinos Chile and the certification under the Clean Production Agreement II (APL II), thereby maintaining the objective of positioning the company as a leader in sustainable practices and continuous process improvement.

In addition, we improve the levels of communication with our neighboring communities and launched Concha y Toro's Research and Innovation Center, which will be fully operational in 2014 and will have among its main topics research in matters relating to winemaking, sharing the generated knowledge both with small producers in the industry and society in general.

In terms of the health and safety of our employees, our performance reflects positive figures, with accident rates that are among the lowest in the history of the winery. We must also highlight the creation and beginning of operation of the Knowledge Centre, which consists of a continuous training system created to develop skills and build capacities to improve the competencies in the various positions.

In terms of our economic performance, this has been a good year, with growth of 6.1% in consolidated sales and 10.5% in net profit over the previous year. Several factors such as the appreciation of the exchange rate and the high costs of grapes and wines have affected the expected return for the period. However, investments and operating new business structures will allow sustaining the company's growth path in the years ahead.

The main challenge faced by the company in 2013 was the long and difficult process of collective bargaining and the legal strike by one of the unions of the company, which affected the operations of the production plants in the Metropolitan Region, generating negative impacts at an operational level on deliveries and shipments. However, after a process of negotiation, we agree on a new collective agreement with which we resumed the peaceful coexistence that has always characterized the relationship between Concha y Toro and its employees.

Hoping that this Sustainability Report constitutes a transparency tool that allows our stakeholders to learn more about our economic, social and environmental management, we invite you to learn more about our initiatives, which we hope to continue developing and improving.



Alfonso Larraín Santa María
Chairman
Viña Concha y Toro



Chapter 1

VIÑA

CONCHA Y TORO

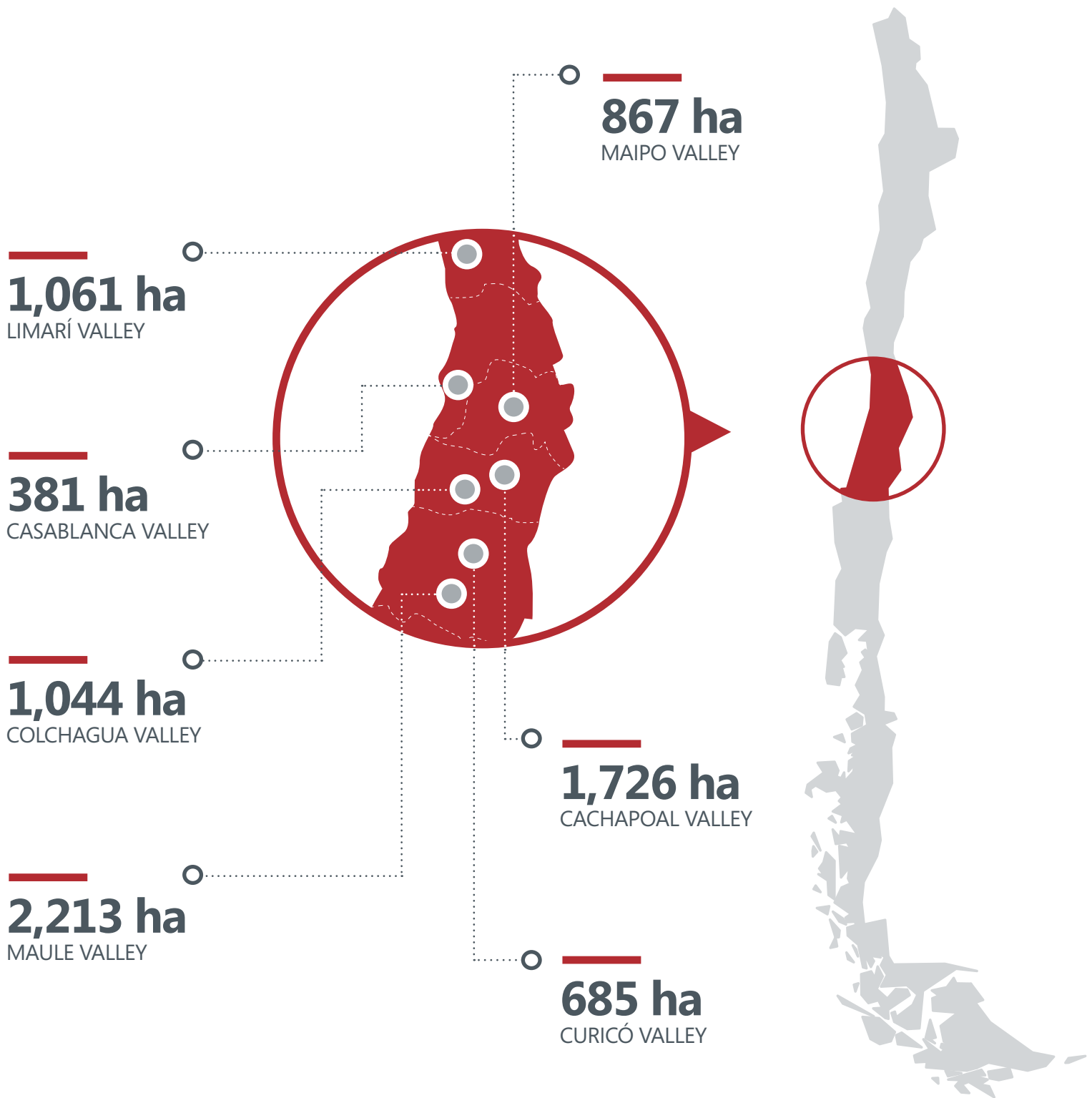
Viña Concha y Toro

G4-9

To December **2013**
Viña Concha y Toro has

7,977
hectares

planted in Chile, distributed
in the following valleys.





42

Vineyards in 7 valleys

13

Production plants
(Winemaking and
bottling plants)

2,892

Employees in Chile



VIÑA CONCHA Y TORO
CORPORATE VIDEO

Founded in 1883, Viña Concha y Toro is a public company with its head office in Santiago de Chile. It is vertically integrated and operates its own vineyards for growing grapes, winemaking cellars and bottling plants, plus its own distribution network. The company has productive operations in Argentina and the United States, through its subsidiaries Trivento Bodegas y Viñedos and Fetzer Vineyards, respectively.

In Chile, it owns and leases vineyards located in the major wine regions, and its productive operations correspond to Viña Concha y Toro, Viña Cono Sur, Quinta de Maipo and Viña Almaviva.

The continuing expansion of the company's frontiers into new markets and destinations has led the winery to develop a broad portfolio of wines, with very well positioned brands in different product categories, focusing on strengthening the premium wines segment. This, coupled with strong investment in brand building and establishing a strong distribution network, has allowed the company to market its products in 145 countries of destination.³

G4-5

G4-6

G4-7

G4-8



³ For further information about the company's global presence see Financial Report 2013, page 14: http://www.conchaytoro.com/web/wp-content/uploads/2014/04/Memoria-CyT-2013_-SVS.pdf

GLOBAL PRESENCE



PRODUCTIVE OPERATIONS

EE.UU.

Wineries:
Fetzer Vineyards
Bonterra

464
HECTARES PLANTED
15 Vineyards

ARGENTINA

Wineries:
Trivento
Bodegas y Viñedos

1,154
HECTÁRES PLANTED
8 Vineyards

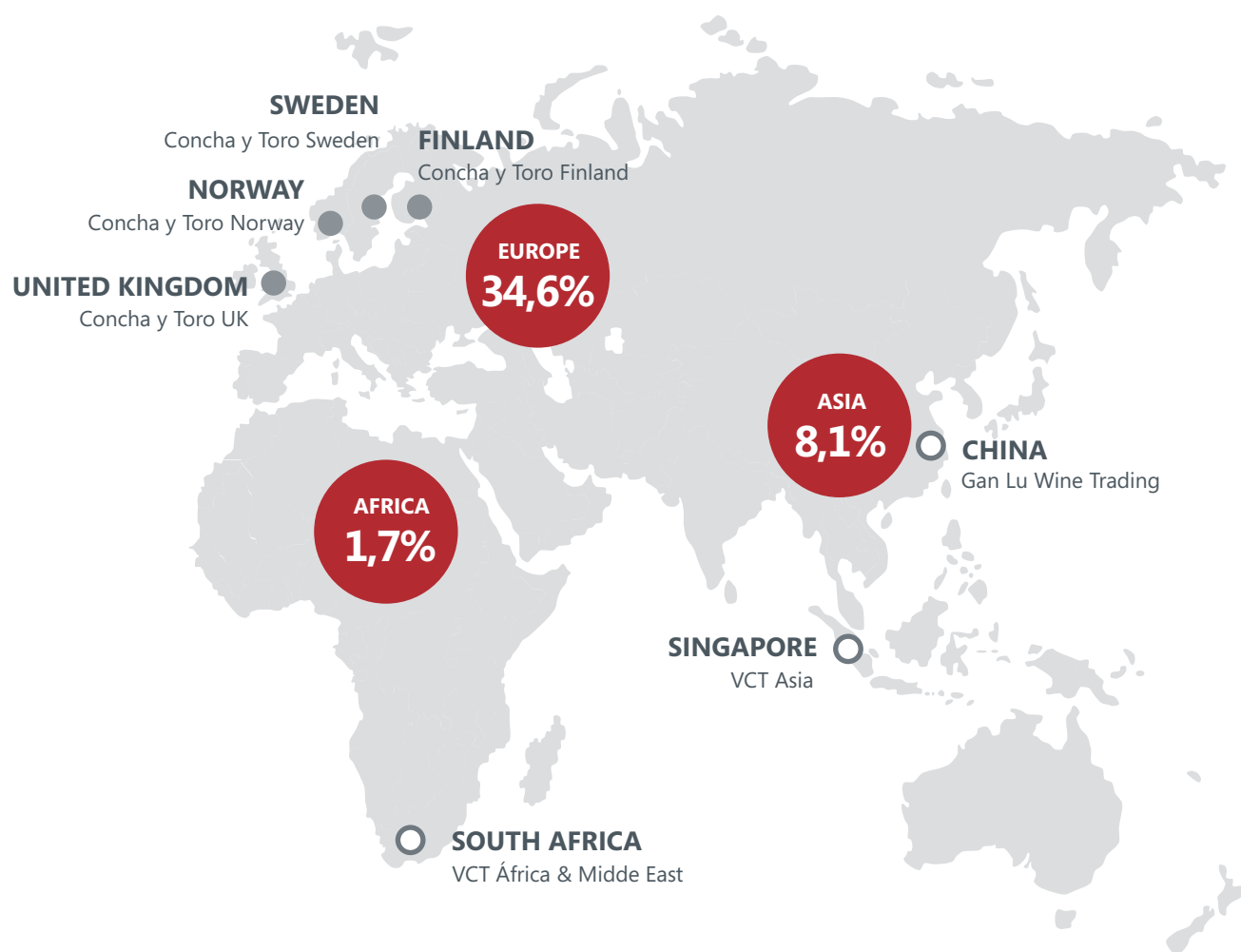
CHILE

Wineries:
Viña Concha y Toro
Viña Cono Sur
Quinta de Maipo
Viña Almaviva

9,086
HECTÁRES PLANTED
51 Vineyards / 9 Valleys

145

COUNTRIES OF DESTINATION



● PRODUCTIVE OPERATIONS ● DISTRIBUTION SUBSIDIARIES ○ SALES OFFICES ● % OF SALES VOLUME



Consolidated sales
for the period

CH\$475,622
Million

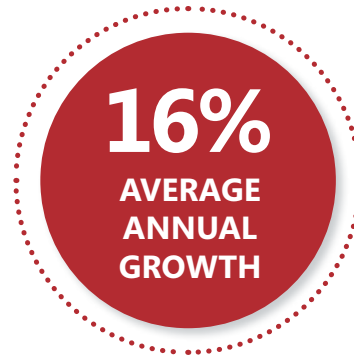
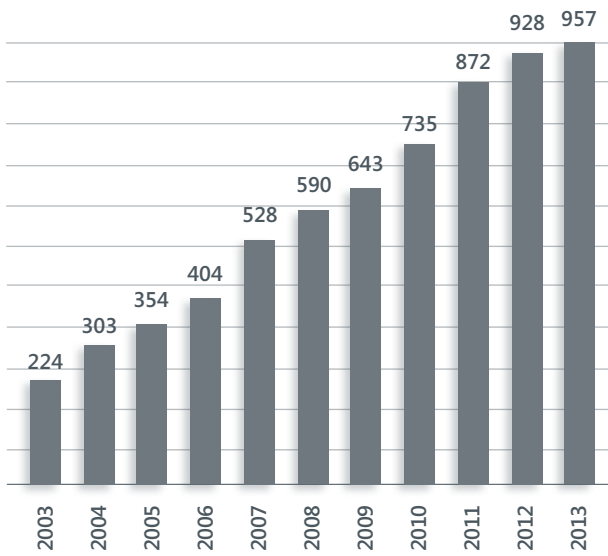
An increase of

6.1%

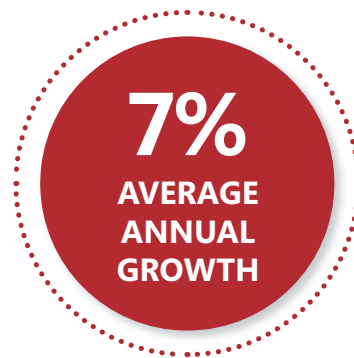
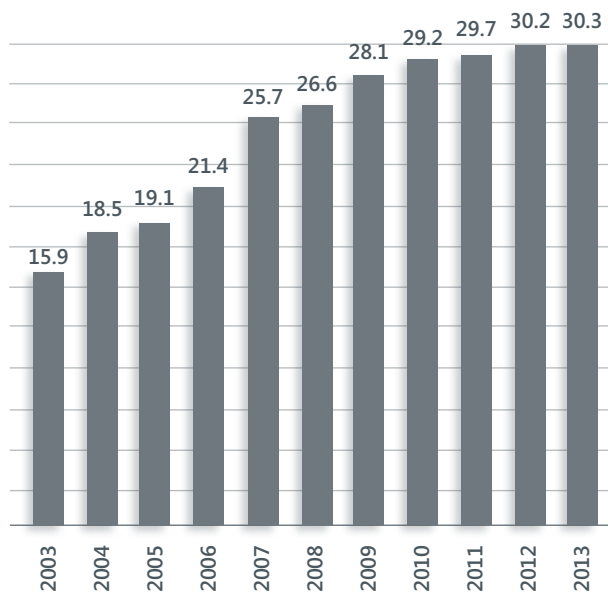
Net income

CH\$33,174
Millions

CONSOLIDATED SALES
(MILLION DOLLARS)



CONSOLIDATED SALES
(MILLION CASES)



Corporate Governance⁴

G4-34

Ownership and Control Structure

G4-46

At the end of 2013, Viña Concha y Toro is made up of more than 747 million shares, 59.5% of which are distributed among the 12 largest shareholders. The percentage directly and indirectly controlled by the Controlling Group, whose members have a non-formalized agreement to act together, is 41.3%⁵.

VIÑA CONCHA Y TORO IS MADE UP OF MORE THAN 747 MILLION SHARES, 59.5% OF WHICH ARE DISTRIBUTED AMONG THE 12 LARGEST SHAREHOLDERS

BOARD OF DIRECTORS AND SENIOR EXECUTIVES

G4-35

The administration of Concha y Toro rests on its Board of Directors, composed of seven members appointed by the General Shareholders Meeting, based on their careers, experience and personal abilities. The Board is responsible for determining the guidelines that govern the management of the company, and transferring them to the executives, who are responsible for the compliance with these guidelines.

G4-40

The General Manager is appointed by the Board and is responsible for communicating the concerns of stakeholders and the concerns, risks and opportunities arising from the organization's management, informing all relevant matters expressed by managers and management committees. The latter are responsible for managing the organization and receiving the aspirations and concerns of its stakeholders.

G4-38

Under the Public Limited Companies Law (Ley sobre Sociedades Anónimas), neither the chairman nor the directors hold an executive position. However, the chairman plays an active role as representative of the company in various public events. According to Chilean law, the Board has 2 independent directors.

G4-39

DIRECTORS

Alfonso Larrain Santa María	Chairman of the Board Businessman
Rafael Guilisasti Gana	Vice-Chairman Degree in History
Francisco Marín Estévez	Agronomist
Mariano Fontecilla de Santiago Concha	Diplomat
Sergio de la Cuadra Fabres	Independent Director Commercial Engineer
Pablo Guilisasti Gana	Commercial Engineer
Jorge Desormeaux Jiménez	Independent Director Commercial Engineer

⁴ For further information on Corporate Governance, see questionnaire: Rules for the dissemination of information regarding corporate governance standards adopted by Viña Concha y Toro S.A. http://www.svs.cl/documentos/pueag/sagco/sagco_2014030031055.pdf

⁵ More information about the ownership and the controlling group in the Financial Report pg. 56 http://www.conchaytoro.com/web/wp-content/uploads/2014/04/Memoria-CyT-2013_-SVS.pdf

Directors Committee

The Board meets monthly in regular sessions and in extraordinary sessions when business management requires it. Additionally, according to Chilean law, there is a Directors Committee responsible for reviewing the financial statements, propose candidates for the Board's external audit, examine the background of the company's operations with related parties, review the compensation plans of managers and executives, and monitor internal control systems of Concha y Toro and its subsidiaries.

In compliance with U.S. Sarbanes-Oxley Law, there is also an Audit Committee, composed of the same members of the Directors Committee, which is responsible for ensuring compliance with measures to promote investor confidence and market integrity.

In 2012, the Board approved the establishment of the Ethics Committee, whose main mission is to promote and regulate the behavior of professional and personal excellence of all members of the company, consistent with the company's principles and values.

In 2013, the Human Resource Committee was formed, consisting of three directors and the company's fiscal adviser as secretary. The Committee will begin to meet in 2014 on a quarterly basis and will have the mission of reviewing, making recommendations and eventually bringing to the Board all new, noteworthy or concerning matters in relation to human resources management and employees' concerns.

Risk Assessment

In 2013 an external company was commissioned with developing a corporate risk matrix, classified by nature, contingency and frequency. The monitoring and management of identified risks is included in the functions of the Directors Committee and the Audit Committee, who must report quarterly results of their analysis to the Board in full.

Additionally, since the company is listed on the Stock Exchange of New York, it has the SOX (Sarbanes Oxley) Risk Matrix, which gathers risks and internal controls associated with financial reporting. In this case, the General Corporate Audit is responsible for carrying out assessments and communicating the results, plus compliance with policies and procedures, to the Board.

G4-14

G4-45

Remunerations of Directors and Executives

G4-51

The remuneration of Directors is determined by the Ordinary Shareholders' Meeting, considering the results of the performance evaluation of its management. For 2013 it was set at 1.3% of the net income for the year, plus a monthly allowance of 300UF for the Chairman of the Board for its management responsibilities.

G4-52

G4-53

In the case of senior managers, their salaries are determined and approved by the General Manager, in consideration with the evaluation of their performance. Managers and senior executives participate in an annual bonus plan for profit sharing and compliance with objectives. The company employees participate in an annual bonus equivalent to 4.5% of net income in proportion to their salary.

SENIOR MANAGERS		
MANAGEMENT OFFICE	NAME	PROFESSION
General Manager	Eduardo Guilisasti Gana	Civil Engineer
Agriculture	Andrés Larraín Santa María	Agriculture Specialist
Corporate Administration and Finance	Oswaldo Solar Venegas	Commercial Engineer
Exports Corporate Management Northern Zone	Thomas Domeyko Cassel	Commercial Engineer
Exports Corporate Management Southern Zone	Cristián Ceppi Lewin	Commercial Engineer
Exports Corporate Management Asia	Cristián López Pascual	Publicist
Exports Corporate Management USA	Giancarlo Bianchetti González	Commercial Engineer
Oenology	Carlos Halaby Riadi	Agronomist Oenologist
Oenology Don Melchor	Enrique Tirado Santelices	Agronomist Oenologist
Process and Information Technology	Daniel Durán Urizar	Civil Engineer
Marketing Specific Origin Wines	Isabel Guilisasti Gana	Degree in Arts
Marketing Global Brands	Cristóbal Goycoolea Nagel	Commercial Engineer
Negotiations and Operations	Tomás Larraín León	Agronomist
Supply Chain	Lía Vera Pérezgacitúa	Civil Engineer
Human Resources	Cecilia Cobos Zepeda	Commercial Engineer

Corporate Ethics

Viña Concha y Toro has defined as one of its main purposes the commitment to ethical values that guide the company, and compliance with applicable rules and regulations of the jurisdiction in which it operates. Since 2004, the company has a Code of Ethics and Conduct for Viña Concha y Toro and its subsidiaries, which provides the guidelines that govern the actions of all members of the company.

On the winery's website there is a simple and efficient anonymous complaints system available to employees, customers, shareholders, suppliers and third parties, in order to receive information about bad practices or non-compliance with the Code of Ethics and Conduct. The complaints are registered, analyzed and when the situation requires it, investigated by the Internal Audit department. During 2013, 31 complaints were received, of which 36% related to internal human resources situations, 30% to problems or irregularities with contractors, external services and/or clients, and 13% to misuse of company resources.

Moreover, there is a Crime Prevention Model, which prevents and monitors, through various control activities, processes or activities that by their nature are potentially exposed to crimes such as money laundering, bribery of a public official and financing terrorism. There is also the Manual for Handling Information of Interest to the Market, which, through self-regulation, aims to establish a set of rules for handling information that is useful for proper financial analysis of Viña Concha y Toro and its subsidiaries or the securities issued by them.

In order to prevent conflicts of interest, the company developed a Protocol for Operations with Related Parties, which applies to directors and key executives. The Board instructed the Audit Committee to externally audit related transactions on an annual basis, to ensure that all transactions have been legally executed and under the equity conditions prevailing in the market.



G4-56

G4-57

G4-58

G4-41

⁶ Code of Ethics available at: <http://www.conchaytoro.com/investor-relations/ethics-code/>

Commitment to Sustainability



**SUSTAINABILITY IN
VIÑA CONCHA Y TORO**



Our century-old experience in producing superior quality wines has not only made Viña Concha y Toro a world-class player in the wine industry, but it has also provided enough experience to know with absolute conviction that sustainability is an essential and necessary value to attain global leadership.

Viña Concha y Toro incorporates sustainability into its corporate vision integrating, in a balanced way, economic, environmental and social dimensions. The winery considers that it is essential to care for the environment throughout the production and distribution of its products, the development of its employees, people and communities where it operates, along with responsible economic growth. In this context, since 2008 the company has a Sustainable Development area, created as a link between the different managements offices of the company and the management of social and environmental issues.

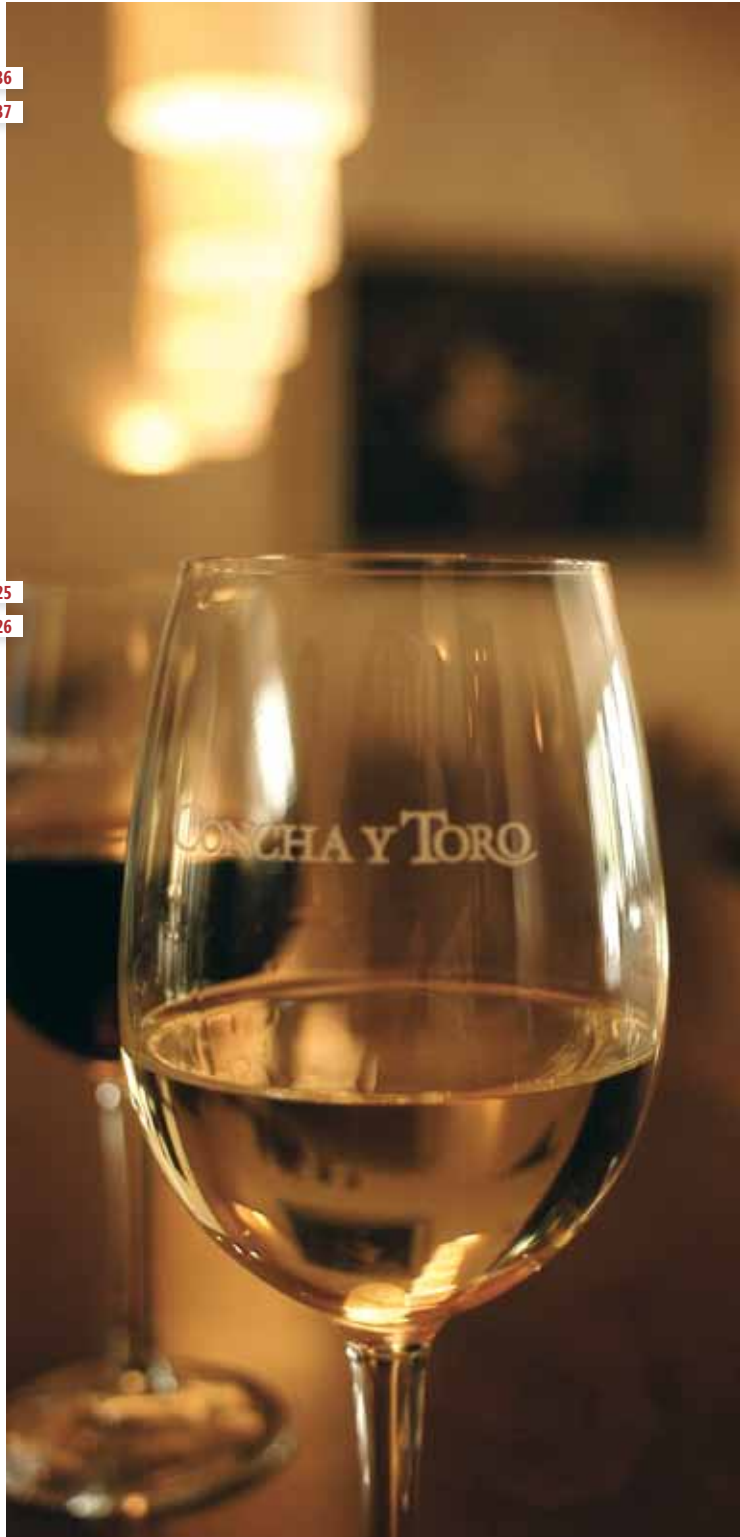
Sustainability Strategy

Since 2012, Concha y Toro has a sustainability strategy, addressed through a top-down approach, starting with the vision and mission at its highest point, followed by six strategic pillars. Each pillar has its own specific foci, which result in specific initiatives, planned on the short, medium and long term. The sustainability strategy is subject to a process of continuous evaluation of goals and achievements, in order to incorporate necessary adjustments and restatements in each pillar.

Vision

Concha y Toro aims to be one of the global brands leading the wine industry worldwide





G4-36

G4-37

G4-25

G4-26

SUSTAINABILITY COMMITTEE

To ensure compliance with the sustainability strategy, the company appointed executive leaders responsible for managing and monitoring the compliance with each pillar. These leaders together with the General Manager and the Sustainable Development area form the Sustainability Committee, which meets on a quarterly basis to review the progress made on the strategic goals, and make adjustments to the framework when they believe it is necessary.

Stakeholders

In the framework of developing the sustainability strategy, the winery defined its priority stakeholders, according to the influence of and dependence with each group, internal or external, along the value chain.

Moreover, there are different channels of communication and dialogue for each group in order to learn and improve their perception and expectations of the winery. The topics covered and discussed throughout this report arise from these communications, according to their relevance for the different stakeholders.

INTERNAL STAKEHOLDERS	
SHAREHOLDERS OR INVESTORS	EMPLOYEES » Permanent or Temporary » Unions
COMMUNICATION MECHANISMS	
» Financial Report » Constant financial information on the corporate website » 20-F Form	» Nuestra Viña Internal Magazine » Nuestra Gente HR Bulletin » Sustainable Bulletin » Sustainability Report » Breakfasts with employees » Formal meetings with unions

EXTERNAL STAKEHOLDERS				
CUSTOMERS	SUPPLIERS	AUTHORITIES	LOCAL COMMUNITIES	UNIONS AND ASSOCIATIONS
» Distributors » Consumers	» Suppliers of packaging materials » Suppliers of grape » Transport Providers » Contractors	» Agriculture and Livestock Service (SAG) » Ministry of Labor » CONAF » Public entities	» Municipalities » Neighbors	» Vinnova » Wines of Chile
COMMUNICATION MECHANISMS				
Distributors: » Monthly Newsletter » Mailing Concha y Toro » Focus On Magazine » Corporate website » Customer satisfaction survey Consumers: » Social media sites and platforms » Sustainability Report	» Sustainability Report » Area of technical advice, grape growers » Suppliers, Sustainability and Carbon Footprint Program » Constant communication about ethical topics with contractors.	» Participation in union activities » Financial Report » Sustainability Report » Participation in National Carbon Management Program » Agreement with CONAF	» Sustainability Report » Community Relations Delegate (local)	» Participation in union activities » Financial Report » Sustainability Report » Vinos de Chile Standards Committee

MEMBERSHIP AND ASSOCIATIONS

G4-15
G4-16

Viña Concha y Toro works with and/or is part of various organizations in the context of its stakeholder engagement strategy.

MEMBERSHIP AND ASSOCIATIONS

Water Footprint Network (WFN)	Drinkaware (British Organization)
Santiago Climate Exchange (SCX)	Institute of Ecology and Biodiversity
National Forest Corporation (CONAF)	Fundación Chile Unido
Corporación Esperanza	Wines of Chile Association

WINES OF CHILE

Viña Concha y Toro is on the board of Vinos de Chile, a private nonprofit trade association, which represents national wine producers in the international market. This association encourages responsible consumption of alcohol and wine culture through a strong long-term strategic communications plan for the industry, and by supporting the training of workers of the sector.

In this context, Viña Concha y Toro actively participated in the drafting of the National Sustainability Code, a program launched by Vinos de Chile, which recognizes companies that meet sustainability requirements along the value chain, awarding the Certified Sustainable Wine of Chile seal.

CLEAN PRODUCTION AGREEMENT

The winery is part of the Clean Production Agreement Competitiveness and Responsibility in the Wine Industry, which is intended to deepen the productive-environmental aspects of management at wine cellars and vineyards of the country, focusing on cleaner production, in order to increase productive efficiency, and prevent and reduce the environmental impacts of the activity.

The agreement, designed in accordance with Chilean regulations for Clean Production Agreements as well as environmental and occupational health and safety regulations of the sector, applies to discharges of liquid waste and policy regarding safe management of solid industrial waste.



CONCHA Y TORO





Chapter 2

SUSTAINABILITY MANAGEMENT

Production

G4-12

STAGES



Vine Growing and Care



Harvest

DESCRIPTION

The production cycle begins with the start of the agricultural year on June 1. Taking care of the vineyards is essential for the preservation of its natural resources.

The process of collecting and crushing the grapes begins in late March. After harvesting, the grapes are transferred to the tanks in the cellars.

42
VINEYARDS IN CHILE

104,547
(TON) OWN GRAPE

7,977
HECTARES PLANTED

245,475
(TON) GRAPE FROM
THIRD PARTIES

SUSTAINABILITY ASPECT

- Irrigation technology for efficient water use.
- Phytosanitary management and responsible fertilization keeping the proportions between water and nutrients, to avoid altering water bodies and surrounding fields.
- The organic remains from the vines are reused for composting the fields.
- APL Certification.

- Provide safe and good working conditions of seasonal workers.
- Annual training for workers involved in the harvesting process.
- Monitoring and coordination of the harvesting process with grape suppliers.
- Planning of the company's own field and external ones to optimize the use of human resources, equipment and energy.

SUPPLIERS OF THE PROCESS



AGRICULTURAL SUPPLIERS



GRAPE SUPPLIERS



HARVEST 2013



Vinification

Controlled fermentation process to get a enological optimal result.

13

OWN CELLARS

265 Mill

VINIFIED LITERS

- Incorporation of tangential modules to filter wine that do not generate waste.
- Organic waste is recycled to produce compost as tartaric acid for reuse.
- Sanitizing ponds to prevent health and safety incidents.



Bottling and Packaging

The wine is safely transferred from the cellars to the plants to be packaged.

4

PLANTS

233 Mill

BOTTLED LITERS

- Certification under the BRC and IFS standard.
- Energy efficiency in plants.
- Use of certified supplies.



Distribution

Distribution to logistics centers or export to finally reach the consumer's glass.

145

DESTINATIONS

- Reduction of the carbon footprint with the use of light bottles.
- Ecolabel (Sunrise and Palo Alto).
- Information on responsible consumption.



SUPPLIERS OF
OENOLOGICAL MATERIALS



SUPPLIERS OF PACKAGING MATERIALS
SUPPLIERS OF PRODUCTION SUPPORT
SERVICES (EXTERNAL)



SUPPLIERS OF
LOGISTIC SERVICES



Supply Chain

Viña Concha y Toro aspires to be a strategic partner to its suppliers, through relationships based on trust and transparency, and that encourage value creation and sustainability along the supply chain.

This requires being aware of the impacts generated along the value chain, in order to propose mitigation and prevention measures. That is why the foci of this strategic pillar are related to incorporating and sharing values and best practices with the winery's suppliers through codes of conduct, audits and incentives to reduce the impact of the supplies and services provided.

Focus 1: Suppliers

SUPPLIERS

For Concha y Toro, being a sustainable business is a commitment that the company has incorporated throughout its value chain, and in this context, having top-tier suppliers is vital to implement its strategy.

The criteria used in the selection of suppliers at each stage of the process consider technical aspects, such as the quality of products or services, capacity to respond and/or price, but also evaluate the ethics, integrity and sustainability in the way of doing business.

The winery requires all suppliers and contractors to know and commit to the Code of Conduct for Suppliers of Viña Concha y Toro and its subsidiaries. This document outlines conduct and ethical principles and values to which they must adhere and respect, among which are integrity in business, sustainability and environmental care, respect for human rights and compliance with labor standards, and the prohibition of all forms of forced and child labor. The company reserves the right to verify full compliance with the Code, and may take measures in case of non-compliance.

Moreover, the winery privileges working with those service providers who are committed to compliance with external ethical standards to which the company adheres. In the case of contractors that provide production support, the company requires them to be in compliance with the BSCI Code of Conduct.

G4-HR5

G4-HR6



SUPPLIERS FOR VIÑA CONCHA Y TORO

SUPPLIERS	NUMBER	PERCENTAGE OF SPENDING
Foreign Supplier	450	2%
National Supplier	6,198	98%
Total	6,648	100%

Focus 2: Supplies

MAIN SUPPLIES

As the company expands its markets and increases production, there are a number of positive consequences associated with the growth of the winery; however, new challenges related to process efficiency also arise, which has led Viña Concha y Toro to be determined to optimize and reduce the use of supplies and raw materials.

For this purpose, it keeps a thorough record of the supplies used in each stage of the production process, allowing monitoring, and reducing economic and environmental costs related to the use of the supply.

Variations in the amount of supplies used annually respond to different reasons. In the case of grapes, both produced by the company or from third parties, and oenological products these are mainly due to increased production and the launch of new products such as Frontera Specialties.

However, in the agricultural stage the observed variations are due to changes in the formats of procurement of supplies, without significant variation in the actual amounts used. Finally, the bottling and packaging supplies show a significant decrease of BIBs, which is due to the change to a lighter format and a decrease in the amount shipped. With regard to the increase of boxes and partitions, this is due to the increase in the quantity used, besides an increase in the average weight of the supply.

MAIN SUPPLIES OF THE PRODUCTION PROCESS

STAGE 1: VINE GROWING AND CARE (AGRICULTURE)

SUPPLY OR MATERIAL	2012	2013	VARIATION
Fertilizers (ton)	1,682	1,588	-6%
Fertilizers (lt)	644,830	1,222,389	90%
Fertilizers (m3)	1,923	-	-100%
Herbicides (ton)	19.4	19.1	-1%
Herbicides (lt)	17,375	34,872	101%
Phytosanitary (ton)	714.5	881.3	23%
Phytosanitary (lt)	18,076	27,579	53%

MAIN SUPPLIES OF THE PRODUCTION PROCESS

STAGE 2: HARVEST

SUPPLY OR MATERIAL	2012	2013	VARIATION
Own grape (ton)	96,800	104,547	8%
Third party grape (ton)	204,800	245,475	20%



MAIN SUPPLIES OF THE PRODUCTION PROCESS

STAGE 3: VINIFICATION (OENOLOGY)

SUPPLY OR MATERIAL	2012	2013	VARIATION
Additives (ton)	555.4	488	-12%
Filtering Products (ton)	643.3	634.1	-1%
Gases (ton)	892.3	943	6%
Washing Sanitizing Products (ton)	276.9	341.8	23%
Preservatives (ton)	189.7	155.7	-18%
Nutrients (ton)	84	91.4	9%
Clarifiers (ton)	73.4	88.9	21%

MAIN SUPPLIES OF THE PRODUCTION PROCESS

STAGE 4: BOTTLING AND PACKAGING

SUPPLY OR MATERIAL	2012	2013	VARIATION
Bottles (ton)	76,598	76,012	-1%
Labels (ton)	266	257	-3%
Corks (ton)	415	390	-6%
Capsules (ton)	110	99	-9%
Caps (ton)	410	315	-23%
BIB (ton)	645	353	-45%
Tetra Pak (ton)	1,257	1,214	-3%
Boxes and Partitions (ton)	6,798	8,611	27%

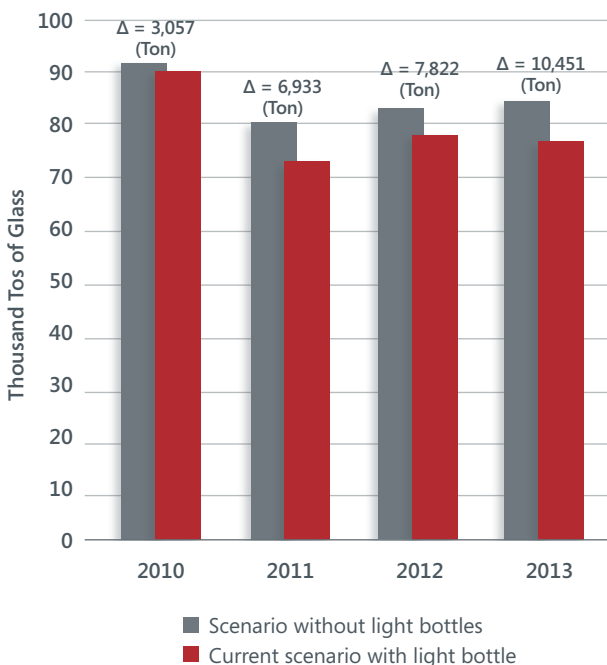
CONTAINERS AND PACKAGING MATERIAL

Since 2009 the company progressively began to use lighter bottles, and increasingly since 2010. Since then, the winery has reduced the consumption of glass by 28,262 tons. Lightweight bottles have 25% recycled glass and weigh on average 13% less than a regular bottle, depending on the format.



SUNRISE ECOGLASS

SCENARIOS: CURRENT V/S WITHOUT LIGHT BOTTLE



SINCE 2010 TO 2013, THE COMPANY HAS REDUCED THE GLASS CONSUMPTION IN 28,262 TONS

Regarding packaging material, the winery is working with suppliers to identify what percentage of the supplies used contains recycled materials and what percentage could be recycled at the end of its useful life.

During 2013, in the framework of the Suppliers, Sustainability and Carbon Footprint Program the company evaluated the 3 major suppliers of labels, representing 85.9% of total purchases, and found that they use Label Estate 100 paper, which is made 100% of recycled material, and Label Estate 12 paper containing 30% recycled material.

Furthermore, assessment of materiality from other suppliers shows that the main cardboard suppliers use recycled paper and cardboard for the manufacture of its products; the partition provider uses fiberboard of 100% recycled material in some of the products delivered to Viña Concha y Toro. Finally, natural corks used by the company are 100% post-consumer recyclable.

Moreover, suppliers of labels, corks and Tetra Pak are FSC certified, indicating that their raw materials come from sustainably managed forests. In addition, the winery's main supplier of cardboard boxes is certified SFI (Sustainable Forestry Initiative), which promotes sustainable forest management.

G4-EN2

G4-EN27

G4-EN28

Focus 3: Sustainable

For each type of supplier the company has adopted different approaches, always aiming to make progress in excellence. In this regard, during 2013 suppliers evaluations were conducted under three major programs or initiatives: Suppliers, Sustainability and Carbon Footprint program, the winery's own initiative; implementation the BSCI Code of Conduct, a requirement of international customers; and finally, the Sustainability Code of Vinos de Chile.

The Suppliers, Sustainability and Carbon Footprint Program launched in 2011 aims to extend the sustainability requirements of the winery to its supply chain, starting with dry supplies providers.

To date 14 suppliers have participated in the program, together representing 93% of all purchases of 2013. These suppliers measured their carbon footprint and were assessed on the percentage of recycled material used in its products and post-consumer recyclability, and their major environmental and social practices.

Also, in the context of the audit conducted by the BSCI Code of Conduct with contractors, they were assessed in relation to their labor, social and environmental performance, which represents 98% of contractors.

For the implementation of the Sustainability Code, the company evaluated its leading grape providers with long-term contracts on environmental and social issues, covering 22% in relation to the total number of hectares.

Overall, the evaluations were satisfactory due to the suppliers' compliance with the requirements contained in such codes in social, labor and environmental matters. In the cases of non-compliance, a work plan was designed to correct the situation and establish compliance with the codes. None of those cases were related to forced or child labor.

Providers of agricultural, winemaking, and logistics supplies have not yet been formally evaluated on their labor, social and environmental performance, since this is a process of gradual and progressive implementation.

Another important milestone in the year in terms of sustainability in the supply chain is the Ecoprovedores program, developed and promoted together with the Santiago Climate Exchange (SCX). The program seeks to provide ground transportation suppliers, free and voluntary, better prices for the purchase of diesel fuel as well as carbon credits with an estimated compensation of 10% of the carbon footprint associated with these fuel purchases. The invitation to participate in this program will be implemented in 2014, and is expected to have concrete results by 2015.

G4-EN32

G4-LA14

G4-S09

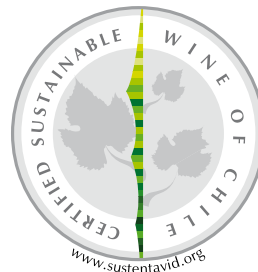
G4-HR5

G4-HR6

G4-EN33

G4-LA15

G4-S010



RESERVA

Casillero del Diablo

CABERNET SAUVIGNON
CHILE

*Don Melchor de Concha y Toro se reservó una partida de los
mejores vinos para producirlos. Para algar a todo extraño de esa guarda tan especial comestó que
se le llama el Diablo. DE AHI SU NOMBRE: CASILLERO DEL DIABLO.*

CONCHA Y TORO

DESDE 1883

Product

Viña Concha y Toro and its subsidiary vineyards, focused on providing excellent products that create the best experience for their customers, have developed a broad portfolio of wines with very strong brands that allow them to participate in different product categories and respond favorably to consumer trends. To continue satisfying customers and increasingly demanding consumers, the company is constantly innovating under a philosophy that aims to provide products of outstanding quality.

In this context, the foci of the strategic pillar Product aim to strengthen the company's leading position, putting it at the forefront of consumer trends and innovation, while maintaining the high quality of its wines, and incorporating sustainability attributes to them.

For third consecutive year, Viña Concha y Toro was recognized by the prestigious British magazine Drinks International as the "most admired wine brand in the world," reflecting the prestige and great image that the company has achieved at a global level.



**CASILLERO DEL DIABLO -
THE WINE LEGEND**



Focus 1: Trend and Innovation

FRONTERA

Wanting to reinvigorate typical varieties that have optimally grown in Chile, Viña Concha y Toro launched its new product line Frontera Specialties, including the variety País, seeking to preserve rural traditions.

Until 30 years ago, this was the most planted variety in Chile, grown in the coastal dry land area where there is no irrigation and water comes naturally from rainfall. However, due to the massive introduction of French vines it lost ground in the national wine industry, being destined for the production of lower-category wines. Therefore, and in order to preserve the legacy of these ancient vines, the company partnered with small producers in the VII and VIII Regions, giving them the opportunity to show this variety to the world, supporting their vital work.

The international launch of this product was held in Chile in late 2013 and it is available in retail outlets in the country and ready for global distribution.⁷



**FRONTERA SPECIALTIES -
A PROJECT WITH SENSE**



⁷<http://www.fronteraspecialties.com/>

Focus 2: Quality

The products of Viña Concha y Toro and its subsidiary vineyards are consumed by millions of people around the world. The winery is committed to delivering safe and innocuous products to its consumers, and has therefore defined quality, legality and traceability as key pillars in its corporate policy.

The company has a Quality Management System based on the concept of prevention, in which each stage of the process has been planned to ensure optimum quality. Among its main tools is the HACCP system (Hazard Analytical Critical Control Point), protocols that analyze any variation in the process, a complete system of verifications and internal and external audits, in addition to standardized processes, and outcome and performance indicators. As a result of the implementation of the Quality Management System, the organization has gained the highest levels of compliance on the British Retail Consortium (BRC) standards certifications and the International Food Standard (IFS).

materials such as glass, paper and cardboard. The main tools for communicating these initiatives are the corporate website, the eco labeling and the Sustainability Report.

At a digital level, to avoid the advertisement of wine products to minors there are filters available both on the website and in social networks.

The company also participates in APROCOR, Trade Association of Spirits Companies Pro Responsible Consumption, consisting of the main representatives, importers and producers of alcoholic beverages operating in Chile. The organization aims to create awareness about the negative effects of excessive alcohol consumption, promote responsibility, and create propitious conditions for a constructive debate on these matters.

All these measures contributed to the fact that the company was not fined or punished for any matter related to product information and labeling, advertising or promotional issues during the period.

G4-PR6

G4-PR4

G4-PR7

Focus 3: Responsible Marketing

As one of the leading brands in the global wine industry, Concha y Toro understands that its responsibility goes beyond producing quality wines, extending its marketing and promotion activities to responsible consumption, and communication of sustainability attributes of its products and the company's respect for the environment.

The most important initiatives associated with the implementation of dissemination and communication practices are related to the use of stone paper for certain merchandising activities, and use of 100% recycled post-consumption



LABELING

Viña Concha y Toro sells its wines through distributors or its own distribution offices, reaching more than 145 countries, having to comply with various legal requirements related to product information and labeling. The United States, Canada and the European Union require the display of information about the sulfite content; in Latin America, quotes about responsible alcohol consumption must be added to labels and packaging material, and the European Union also requires the incorporation of a series of logos associated with recycling and responsible consumption. Concha y Toro adheres to the strictest standards, taking into account the most demanding regulations in each area in which it operates and distributes.

ECO LABELING

Sunrise of Viña Concha y Toro and Viña Palo Alto products communicate their initiatives and their sustainability attributes in the back label, something known as eco labeling. Sunrise includes information about its carbon footprint, water footprint, and amount of recycled material used in each bottle. Meanwhile, Viña Palo Alto informs that its label is made of 100%

recycled paper and recyclable, its boxes are also made from recycled material, and it uses light bottles, besides providing information about its afforestation project.

SUSTAINABLE PRODUCTS

PALO ALTO

With the motto "Thanking the land for wine it gives us", Viña Palo Alto has developed various initiatives to help the environment, such as the use of more sustainable supplies, creating awareness about caring for the ecosystem, and the



PALO ALTO - MAULE VALLEY



reduction of environmental impact in the production and distribution of its products as well as in the use and disposal of these.

In 2011, Viña Palo Alto marketed the first organic wine of the company, a fresh wine that expresses the best of each variety and, in line with caring for the environment, was certified by IMO (Institute for Market Ecology). In 2013, Palo Alto Orgánico was sold in 17 countries in America, Asia and Europe.

Furthermore, in order to preserve Chile's natural heritage and involving consumers themselves, Viña Palo Alto together with Fundación Patagonia Sur conducted an innovative conservation project that involved the reforestation of endemic species, planting more than 10,000 native trees in the Palena area, located in the Chilean Patagonia. Consumers can sponsor trees through the winery's website. It is noteworthy that because of this initiative Viña Palo Alto won special recognition in the Best Green Launch category, awarded by the prestigious Green Awards of The Drinks Business Magazine.



RANGE OF PRODUCTS OF PALO ALTO

Moreover, Viña Palo Alto has implemented a communications program that seeks to educate and raise awareness among consumers and the general public on issues related to sustainability, using Ecotips or advices, through the website, social networks and specific newsletters.

SUNRISE

Viña Concha y Toro offered its first carbon neutral product on 2011, neutralizing the emissions of its wine Sunrise for the Nordic markets. During 2013, Sunrise continued working on the management of CO₂ emissions, becoming the company's

first carbon neutral brand at a global level, the neutralization including the entire production and distribution chain to each of its markets. During the year, 10,768 tons of CO₂ equivalent were neutralized through the Accreditation of Internal Reductions tool of the Ministry of Environment of Chile.



SUNRISE CARBON NEUTRAL





Customers

The company's strategy has been marked by an early export orientation, which is reflected in the permanent opening of new markets and diversification of destinations, currently reaching more than 145 destinations.

The company has a strong distribution network and has developed long-term relationships with its customers, working together with them in brand building and market development, which has led to relationships of trust and mutual growth.

The strategic foci of this pillar aim to meet and keep up with the needs of each client, to share knowledge and experience in commercial and sustainable practices, and to strengthen relationships in a transparent manner, complying with the demands and requirements of major customers.

Focus 1: Sustainable Efficiency in the Supply Chain

Concha y Toro and its subsidiaries serve a wide global market, which entails the responsibility of complying with a series of requirements and demands that vary according to the regulations of each zone, translating into quality, environmental and socioethical standards for the company.

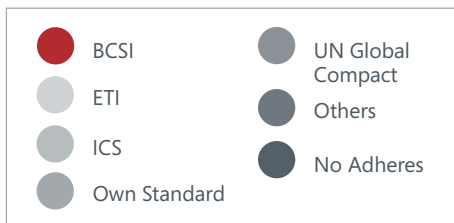
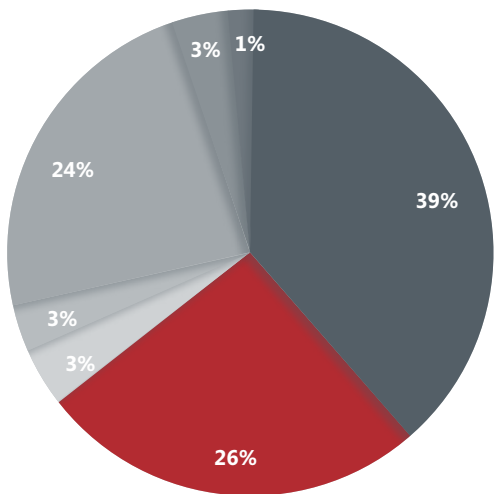
In this context, during 2013 the company conducted a study to determine these requirements, evaluating 144 strategic clients in order to detect global trends and proactively meet future demands.

The study found that 88 clients adhere to some sort of code of conduct, socioethical regulation and environmental standard, which corresponds to 61% of the total, and there was no evidence that the remaining 56 adhere to any code.

Of the 88 clients, 37 adhere to the BSCI Code of Conduct, 34 adhere to their own standards from large holdings such as Walmart, Tesco, Costco and Pricemart, and the rest adheres, to a lesser extent, to the ETI, ICS, ISO or UN Global Compact initiatives. The trend is for customers in Europe to adhere to the BSCI, ETI and ICS standards mainly; customers in the United States and Latin America adhere to their own standards, such as Walmart or Pricemart, and there was no clear evidence that clients in Asia are addressing environmental, social and/or ethical issues in their supply chain. The general trend indicates that customers of the winery will increase their environmental and socioethical requirements in their supply chain. Following this, the winery developed an ethical matrix including the requirements of all standards found, in order to facilitate future audit processes and visits defined by customers.



**INICIATIVAS ADHERED BY CLIENTES
VIÑA CONCHA Y TORO**



CUSTOMER SATISFACTION

For Concha y Toro and its subsidiaries, it is vital to know their customers' expectations and the degree of satisfaction with the products, processes and other specific aspects of the company. For this reason, an annual survey is done with all customers and distributors that made more than one purchase during the period, and based on the results it develops indicators to see the evolution of the service and each of the processes over time.

**Focus 2:
Knowledge Transfer**

With the belief that sustainability is everyone's responsibility, Concha y Toro has not only set the goal of working to be more sustainable every day, but has also decided to share the knowledge and experience acquired with the rest of the industry and all those interested in learning about its initiatives.

For this, during the period the company updated its website with the most relevant contents of the year in the Sustainability section, implemented an sustainability e-learning course⁸, and published the first sustainability report in downloadable format, a document that was also delivered to the main customers in each zone⁹ through the different export management offices.

⁸ <http://www.conchaytoro.com/sustainability>

⁹ Concha y Toro's customers are distributed in 5 areas defined as: Northern Zone, with 30 countries, including the Nordic countries; Southern Zone, with 11 countries; CAM Zone, with 6 countries; Asia Zone, with 3 countries (China, Korea and Japan), and U.S.A. Zone.

Focus 3: Transparency and Information

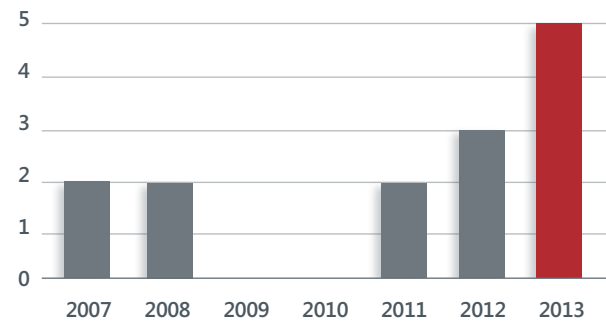
CUSTOMER AUDITS

Since 2007 the company has been the subject of ethical audits, which have intensified in recent years, demonstrating customers' growing interest in areas related to sustainability.

During 2013, three audits were performed under the BSCI (Business Social Compliance Initiative) standard, which aims to improve working and social conditions, and one audit under the SMETA (Sedex Members Ethical Trade Audits) standard, which also considers working conditions, covering the entire production chain. Another audit was that under Walmart's own standard, which includes Wal-Mart Stores' basic expectations in terms of labor, social and environmental issues from their suppliers.

The results were generally positive for the company, finding minor non-compliances, which then resulted in a work plan led by the Corporate Audit area.

ETHICAL AUDITS IN VIÑA CONCHA Y TORO





People

Viña Concha y Toro recognizes that to remain one of the leading global brands in the wine industry it is essential to have highly committed partners, prepared to meet the challenges of an increasingly sophisticated and competitive market. Consequently, the winery has the strategic goal of generating long-term relationships with its partners, promoting opportunities for personal and professional development.

The foci of the People pillar of the sustainability strategy revolve around the winery's talent management and development, people's well being, and occupational health and safety.

Workforce



One of the characteristics of the wine industry is that its workforce is composed of personnel with permanent contracts, fixed-term contracts and seasonal contracts, where the latter respond to specific activities within the winemaking process.

At December 31, 2013, Viña Concha y Toro's personnel (excluding seasonal workers) counted 2,892 employees, an increase of 4% over the previous year.¹⁰ This increase includes 377 people that moved from a fixed-term contract to a permanent one during the year.

Total seasonal workers hired during 2013 were 3,453,¹¹ mainly on the first six months of the year. In addition, there were 623 contractors employed.

G4-10
G4-LA12
G4-22

¹⁰ Figures for Concha y Toro's own workforce in 2012 changed over the previous report due to a change in criteria. In 2012 the annual average workforce was considered.

¹¹ In 2012, there were 573 temporary workers, corresponding only to those who participated in the harvesting process. The figure changed in 2013 because it includes all temporary workers in the winery.

Regarding territorial concentration, 63% of the company's own personnel is located in the Metropolitan Region, followed by Libertador Bernardo O'Higgins Region and Maule Region, with 13% and 12% respectively.

With regard to gender, the company's workforce remains at 79% men and 21% women. However, there was an increase on the percentage of women in management and executive positions, from 15% in 2012 to 20% in 2013.



OWN PERSONNEL BY CONTRACT

CONTRACT	2012		2013		VARIATION
	WOMEN	MEN	WOMEN	MEN	2012-2013 %
Permanent	540	2,055	586	2,131	5%
Fixed-term	48	135	35	140	-4%
Total	2,778		2,892		4%

OWN PERSONNEL (PERMANENT AND FIXED-TERM) BY CATEGORY

CATEGORY	2012		2013		VARIATION
	WOMEN	MEN	WOMEN	MEN	2012-2013 %
Managers, Assistant Managers and Executives	13	73	19	75	9%
Professionals and Technicians	231	425	248	435	4%
Sales and Administrative	202	626	218	669	7%
Operators	142	1,066	136	1,092	2%
Total	2,778		2,892		4%

ENDOWMENT OF TEMPORARY WORKERS

TEMPORARY WORKERS	2012		2013		VARIATION
	WOMEN	MEN	WOMEN	MEN	2012-2013 %
	1,272	2,705	1,082	2,371	-13%
Total	3,977		3,453		-13%

ENDOWMENT OF CONTRACTORS

CONTRACTORS	2012		2013		VARIATION
	WOMEN	MEN	WOMEN	MEN	2012-2013 %
	286	386	302	321	-7%
Total	672		623		-7%

OWN PERSONNEL (PERMANENT AND FIXED-TERM) BY REGION

PERMANENT OR FIXED-TERM PERSONNEL BY REGION	2012	2013
Antofagasta	19	23
Coquimbo	93	97
Araucanía	20	22
De los Ríos	46	53
Magallanes	11	13
Tarapacá	12	13
Valparaíso	76	72
BioBío	45	48
Libertador Bernardo O'Higgins	353	377
Maule	335	343
Metropolitan	1,768	1,831
Total	2,778	2,892



TEMPORARY WORKERS

G4-10

Temporary work is purely seasonal, considering limited periods of the production cycle, which are concentrated on the stages of pruning, vine management and harvesting, as well as developing planting projects where specialized temporary personnel are required.



EL BOLDO ESTATE - PRUNING SEASON

UNION ASSOCIATIONS

UNION	NUMBER OF EMPLOYEES
Sindicato Unificado	506
Sindicato Comercial Peumo	148
Sindicato Planta Lontué	94
Sindicato Nueva Esperanza Peumo	52
Sindicato Fundos Lourdes y Sta. Raquel	29
Sindicato Lourdes	28
Sindicato Bodega Chimbarongo	25
Sindicato Transportes Viconto	14
Sindicato San José Don Melchor	10
Total	906

COLLECTIVE AGREEMENTS

AGREEMENTS	NUMBER OF EMPLOYEES
Convenio Sind. UNIFICADO	484
Siglo XXI	237
Convenio Sindicato Lontué	94
Convenio Sindicato Comercial Peumo	85
Convenio Sindicato Nueva Esperanza Peumo	52
Convenio Sindicato Lourdes y Sta. Raquel	29
Convenio Sindicato Lourdes	28
Convenio Sindicato Chimbarongo	25
Convenio Sindicato Transportes Viconto	14
Convenio Sindicato San José Don Melchor	10
Total	1,058

Labor Relations

For Viña Concha y Toro it is very important to maintain close relationships of mutual respect with its employees, acknowledging and respecting the right of association and negotiation, both internally and in the supply chain, to build institutional structures that promote a responsible management.

At December 31, there were 9 trade unions, representing 33% of the winery's workforce. Each union has a collective agreement in force. These add to the Siglo XXI Convention, which brings together non-unionized employees, covering 39% of the personnel with permanent contract.

G4-11



To guarantee the right of association in the supply chain during 2013 we worked with companies that provide production support services on the implementation of the BSCI Code of Conduct, which requires that such businesses formally commit to protect the right to collective association, effectively informing the personnel of their right to join the organization of their choice, without this implying any negative consequences or retaliation by the company.

STRIKE 2013

In May 2013, one of the unions decided to effectively exercise their right to strike provided by the law. This was a difficult period, but through which we reached certain agreements that allowed signing a collective contract that defined a new labor relation for the employees.

Moreover, this year we negotiated with four other unions, whose agreements were achieved in a framework of mutual cooperation and dialogue, and which brought constructive proposals for both parties.

Wages and Bonuses

To maintain the employees' commitment to the company, the remuneration is calculated according to criteria of internal and external equity, i.e. between the same positions within the organization and other similar companies operating in the market, through the knowledge and application of job assessment and classification techniques, and through the information obtained through labor market research.

The remuneration consists of a basic salary plus a series of incentives, salaries and bonuses that correspond to both benefits or aid granted to employees in case of personal events, such as births, marriages and deaths, as well as bonuses that reward participation in trainings or good performance.

As an example, the Operational Excellence bonus for employees in the areas of operations, supply chain and oenology can actually increase the monthly salary by up to 15%. While the Production Bonus, for supervisors and operators, can improve it by up to 30%.

In terms of wages, gender equality is guarded by internal rules of order, hygiene and safety. Remuneration differences are mainly due to the fact that employment categorizations are too broad, gathering various positions, which according to their characteristics include people with different training, experience and levels of responsibility.

PERCENTAGE RATIO OF WOMEN'S WAGES RELATIVE TO MEN'S WAGES

BY JOB CATEGORY	BASE SALARY	AVERAGE SALARY
Managers, Assistant Managers and Executives	89%	95%
Professionals and Technicians	87%	88%
Sales and Administrative	103%	96%
Operators	88%	90%

Focus 1: Talent Management

Managing and developing the organization's talents is essential for Concha y Toro to meet its vision and goals. That is why it conducts training programs, technical training and career development, aiming to consolidate an integrated talent management system for all the employees of the company.

TRAINING AND KNOWLEDGE CENTER

Understanding that training is key to the development of employees and their role in the organization, Concha y Toro has a training program, established in an annual plan, which since 2013 is complemented by the new Knowledge Center.

KNOWLEDGE CENTER

The Knowledge Center, which began operating in 2013, is an internal training school for employees, created to develop skills, attitudes and knowledge, through a continuous training system aimed at training the competencies of the different positions.

In its first year, the center has given 4 courses using the benefit of SENCE's tax exemption, training nearly 160 operators in the winery, conducting more than 1,700 hours of training. The topics covered by the courses were Labeling Process, Pneumatics, Food Defense, and Comprehensive Logistics Management.

G4-LA10



ANNUAL TRAINING PROGRAM

The annual training program was developed in response to emerging requests for specific training, detected by the heads of each area and the Organizational Development Department, which are set forth in an annual training plan.

During the year about 1,600 participants from different job categories attended trainings, achieving an average of 13.13 hours of training per person¹². The decline in total hours of training is explained in part by the effect of the strike, and it is also due to the fact that some training programs conducted during 2012 were not available in 2013, as they responded to specific requirements of the previous year.¹³

**MORE THAN
50,000 TRAINING
HOURS IN 2013**

G4-LA9
G4-22

		2012				2013			
		EXECUTIVES	PROFESSIONALS	TECHNICIANS/ ADMINISTRATIVES	OPERATORS	EXECUTIVES	PROFESSIONALS	TECHNICIANS/ ADMINISTRATIVES	OPERATORS
NUMBER OF PARTICIPANTS	Women	11	190	261	114	10	160	190	82
	Men	57	322	525	806	35	191	496	424
	Total	2,286				1,588			
TRAINING HOURS	Women	235	4,635	7,582	2,202	266	6,551	7,278	1,618
	Men	980	8,490	15,969	20,435	1,077	5,802	14,785	13,180
	Total	60,528				50,557			
AVERAGE TRAINING HOURS PER EMPLOYEE	Women	18.25				17.69			
	Men	16.24				11.76			
	Total	16.68				13.13			

¹² Training hours include the company's own workforce with permanent and fixed-term contracts and 958 seasonal harvest workers.

¹³ It should be noted that there is a noticeable change in the training table data for 2012, where the information is updated to correct some errors in the information.

CAREER DEVELOPMENT

For Concha y Toro, keeping its employees motivated and aware of what is expected of them is very important to generate long-term relations. That is why in 2013 the performance evaluation system began a process of review and improvement, with the support of senior management, which will continue until 2014¹⁴.

As for career development within the company, there is an internal promotion policy, which states that when there are positions available, all employees are invited to apply for it. Applicants participate in a selection system that includes evaluations and interviews, both technical and psychological, to choose the most suitable person according to the requirements of the position.

Focus 2: Well-being

Healthy living and balancing work and family life are central to people's well being, contribute to a better working environment, and therefore essential to the fulfillment of the sustainability strategy of Viña Concha y Toro.



¹⁴ During 2013, with the existent evaluation system, only 83 employees were voluntarily evaluated.

WORKING ENVIRONMENT

Having a good working environment is essential to maintain employee satisfaction, and therefore, their commitment and productivity. In 2012, the company conducted its latest biennial assessment of working environment, highlighting as strengths customer orientation and teamwork, and presenting opportunities for improvement in the categories related to communication, recognition and career development.

The specific actions resulting from the survey include the revision and improvement of the performance evaluation and the consolidation of the Knowledge Centre.

Moreover, the company strengthened the internal communications system, and in late 2013 began carrying out breakfasts with employees to create situations to raise concerns, improve communication and establish trust.

Also, the leadership program was created, which will be developed with the support of an external consulting company during 2014, aiming to establish a program to evaluate and develop leaders according to Concha y Toro's leader profile, already validated by the senior management.

COMUNÍCATE PROGRAM

The Comunicate program aims to provide guidance and counseling without cost, both for the company's employees and their families.

The program provides specialized care by telephone, following up on cases until resolved, or refers them to other specialists, depending on its complexity.

RESPONSIBLE CONSUMPTION OF ALCOHOL AND DRUG PROGRAM

Since 2010, the company has a program that seeks to promote responsible drinking and prevent drug consumption through training on the risks and negative effects on health, work and family life.

Additionally, since 2013, through the Employee Assistance Program (TAP), the company provides professional assistance to employees with drug and/or alcohol problems.

BENEFITS

The benefits Viña Concha y Toro provides to its employees include a number of insurances, agreements and special plans with institutions related to health and physical activity.

Also, there are discounts and gifts in products of the company for special occasions such as the celebration of national holidays and Christmas, the latter celebrated with a big party where all employees' families are invited, including seasonal workers.

Focus 3: Occupational Health and Safety

The health and safety of employees is a key issue for the Company, being one of the foci of the People pillar of Viña Concha y Toro's sustainability strategy. Given its importance, these issues are managed directly by the Department of Risk Prevention, dependent of the Human Resources Management.

The department is currently under a restructuring process, which seeks to strengthen work teams, department support, management systems, and standardization of processes. To do this, we are defining an implementation strategy in the short term, as well as on the long term, aimed at improving practices, reduce accidents, and create a culture of prevention in the organization.

During 2013 the company conducted trainings on First Aid together with the Chilean Safety Association (ACHS), Management and Use of Fire Extinguishers, plans for improvements in risk conditions and dissemination of Risk Prevention issues.

In addition, there are joint committees at a national level responsible for managing measures to help protect the life and health of employees, conducting trainings, supervision, and inspections on matters of Occupational Safety and Health¹⁵.

G4-LA5

When evaluating the performance in this area, we found a significant decrease in accidents and days lost compared to the previous year. This is reflected in the accidents and occupational hazard rates in the winery, which are among the lowest figures in its history. When comparing Viña Concha y Toro's accident rate with that of the country's wine industry it is observed that the company average is nearly 20 points below the national average.

G4-LA6

The accident rate of the subsidiaries Comercial Peumo and Transportes Viconto in 2013 was 2.51 and 8.04, respectively; and its occupational hazard rate, 40.89 and 46.08.

¹⁵ Viña Concha y Toro complies with the Chilean law (Supreme Decree 54) and has Joint Committees on Health and Safety in all its facilities with more than 25 employees.

HEALTH AND SAFETY PERFORMANCE

PERIOD	ACCIDENTS	DAYS LOST DUE TO OCCUPATIONAL ACCIDENTS	ACCIDENT RATE ¹	OCCUPATIONAL HAZARD ²
Total 2012	262	2,714	7.19	85.23
Total 2013	217	2,086	5.61	68.48

1. Accident Rate = N° occupational accidents $\times 100$ / average monthly personnel (includes permanent and temporary personnel)

2. Occupational Hazard Rate = N° days lost due to accidents $\times 100$ / average monthly personnel (includes permanent and temporary personnel)

G4-LA7

As part of its prevention activities, the company has identified professional activities that pose a potential risk of causing occupational illnesses. Employees exposed to potential risks, are intervenidos together with the ACHS under a surveillance program holding annual medical evaluations, trainings and proper preparation related to the risks to which they are exposed, in order to minimize them.

IDENTIFIED RISKS TO HEALTH AND SAFETY

TYPE OF WORKER	WORK PERFORMED	RISK OF DISEASE
Packaging line operator	Change of format, visual control, adjustments, quality control	Sensorineural hearing loss (Professional Deaf)
Agriculture	Application of agricultural pesticide	Potential lung, respiratory diseases
Operator	Manual handling of repetitive loading	Possible skeletal-muscle diseases
Operator	Storage of Hazardous Substances, Dosage and Handling	Potential lung, respiratory diseases





Society

Viña Concha y Toro and its subsidiaries have a strong commitment to creating value for society and the communities in which they operate, not only by the creation of jobs in the wine growing area of the country, but through the dissemination and transfer of knowledge and skills, contributing to a better quality of life for the people living there.

In this sense, the winery seeks to align its CSR initiatives to its sustainability strategy, channeling the company's contributions to those projects that provide most benefit and value to the communities.

Focus 1: Generating Positive Impacts

The winery is a major player in the areas where it is present. It is a source of direct employment in the communities where its facilities operate, and indirectly by hiring companies that provide goods and services. Moreover, the company seeks to generate positive impacts from its particular scope of action, developing projects and initiatives that contribute to the growth of the wine industry and the community.

In 2013 the Center for Research and Innovation was created, with a strong emphasis on the expansion and dissemination of knowledge from the perspective of social responsibility. The Center, which aims to be fully operational in 2014, will have among its pillars research on wine related topics, the results of which will be available for both the industry and society at large, particularly for small farmers in the VII Region. It will seek to provide support through the dissemination of knowledge, the creation of education and technology transfer opportunities in order to leverage the development of local economies.



COMMUNITY MANAGEMENT

Viña Concha y Toro and its subsidiaries have focused on learning about the needs of the communities surrounding their estates, cellars and plants between the IV and VIII Regions, listening and accepting their needs. To this end, it has developed a protocol that formalizes communication and establishes mechanisms to channel the concerns and/or requests of the surrounding communities.

A community relations delegate has been placed in each locality to receive the concerns first-hand. This responsibility lies on the cellar, plant or estate manager, as appropriate. Cases that cannot be resolved by the delegate are passed on to the Assistant Manager of Corporate Communications, responsible for the winery's community relations, who processes the requirement. The procedure sets a deadline to respond in writing within five working days and the obligation to document all initiatives involving communities in order to keep track of the results and impacts.

Besides this community relations mechanism, Viña Concha y Toro and its subsidiaries approach and maintain a smooth and constant relationship with the leading representatives of local authorities and organizations, in order to receive their concerns and priority needs. The constant communication achieved has allowed having a positive feedback of the impact of each undertaken project.

Among the most outstanding initiatives carried out in 2013 was the Company approaching the Municipality of Pencahue, in the

VII Region, where the Lourdes cellar and its vineyards are located, to support specific projects related to education and health in town of Corinto. The Company donated a van to transport patients to the rural health center and computers for the local primary school in order to support teachers and students.



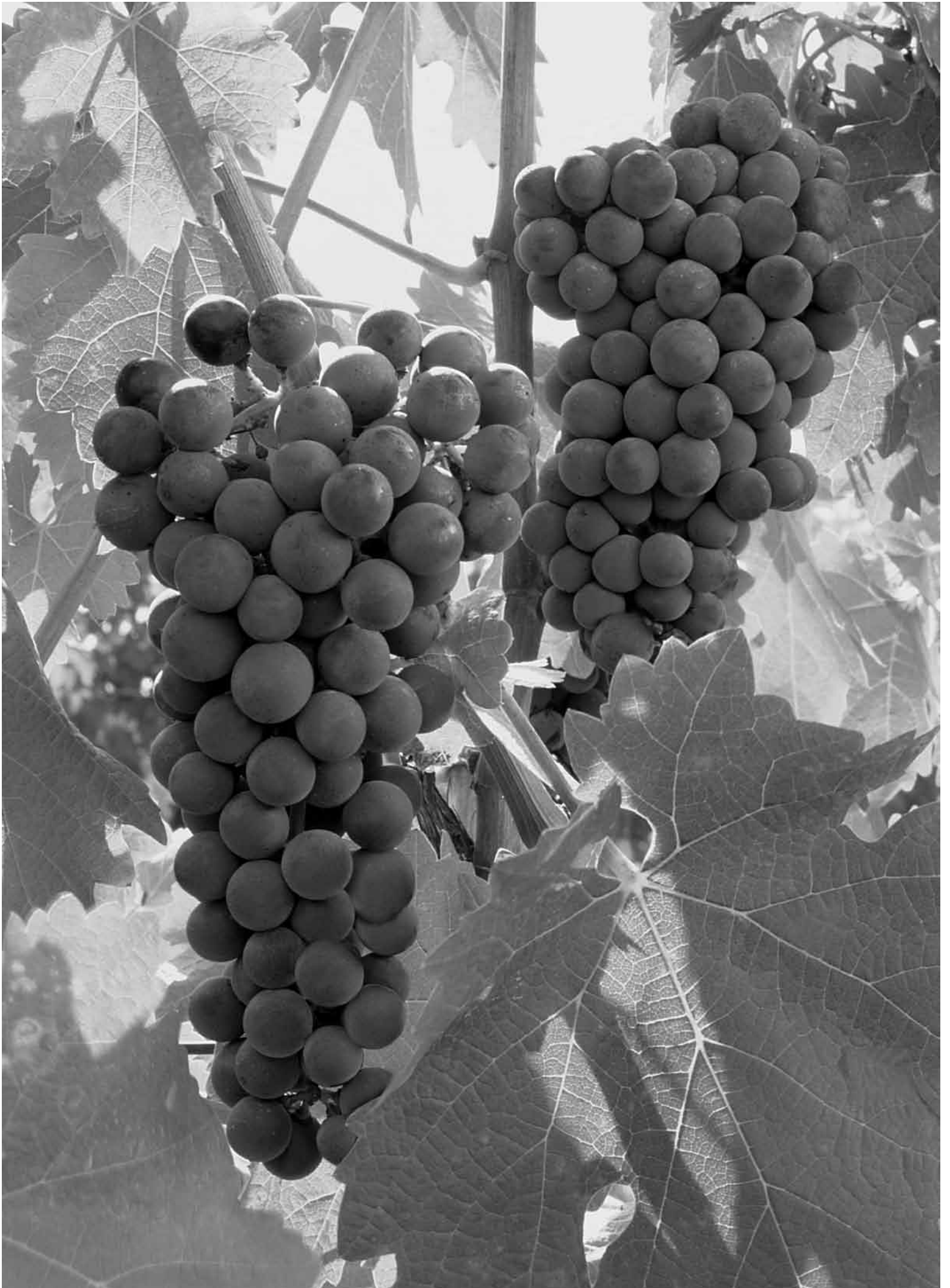
CONCHA Y TORO MAKES DONATION TO CORINTO

The winery continued its contribution to the educational development of young people through 20 scholarships to the Agricultural School Las Garzas, in the VI Region, and five college scholarships through the Fundación Juan Pablo II, as is being done every year. It also created the Scholarship for Studies in Higher Education, managed by Fundación Educacional Guilisasti Eduardo Tagle, to fund university or technical careers of employees' children that have had an outstanding performance in their studies. The company also organized a soccer training session for children at social risk in the Municipality of Puente Alto with Manchester United Soccer Schools.



CONCHA Y TORO





Environmental Performance

As the largest wine producing company in Chile, Viña Concha y Toro is determined to become a leader on sustainability and environmental care.

Its long-term environmental commitment is reflected in the pillar Environment of the winery's sustainability strategy, where the focus is on managing resources and externalities, establishing processes and continuous improvement, and training and sharing best practices in environmental matters.



**CONCHA Y TORO
NURSERY**

Focus 1: Resource Management

Efficient resource management is one of the foci of the Environment pillar, and consists of three fundamental commitments: Reducing energy consumption, reducing water consumption, and implementing biodiversity management and conservation plans.

ENERGY CONSUMPTION

Energy is a strategic resource for the production of wines at Viña Concha y Toro, which is why the company makes a meticulous measurement of internal and external energy consumption, i.e. that within the boundaries of the organization and that occurring outside of it, which allow understanding the full impact on the life cycle of its products.



INTERNAL CONSUMPTION

Electricity accounts for 44% of the company's internal energy consumption, followed by oil (28%), and liquefied petroleum gas (LPG), which account for 22%.

During 2013, there was an increase of almost 7% in the total energy consumption due to the growth of the company's operations.

INTERNAL ENERGY CONSUMPTION - FUELS

TYPE OF FUEL	UNIT OF MEASUREMENT THOUSAND OF LITERS	2012	2013	VARIACIÓN
Gasoline	Thousand lt	544	561	3%
Oil	Thousand lt	2,652	2,888	9%
GLP	Thousand lt	2,818	3,143	12%
Total in Liters		6,014	6,592	10%
Total in Tera Joule		187	204	9%

As for the electricity used internally, the largest consumption occurs in the winemaking cellars, reaching 47% of the total, followed by the operations area, which uses 30% of the total, and the agricultural area, with 23%.

INTERNAL ENERGY CONSUMPTION - ELECTRICITY

AREA	UNIT OF MEASUREMENT	2012	2013	VARIATION
Agriculture	MWh	9,649	10,471	9%
Cellars	MWh	19,977	21,225	6%
Operations	MWh	13,521	13,538	0%
WTC	MWh	385	402	4%
Total MWh		43,531	45,636	5%
Total in Tera Joule		157	164	5%

During 2013 wine production increased by 14%, while electricity consumption in winemaking cellars grew by only 6%. That is, to produce a liter of wine, we used 7% less energy¹⁶ than in 2012. This reduction in electricity consumption in the winemaking process was due to the addition of new equipment that allowed dispensing with continuous and discontinuous wine stabilization processes, which consume energy nearly 24hrs a day. And in the same line, we continued with the program of gradually replacing of Metal Halide lights for LED.

EXTERNAL CONSUMPTION

Over 87% of the energy required along the value chain for the manufacture and distribution of Concha y Toro products is consumed outside the organization, i.e. not controlled directly by the company. And 95% of it is concentrated on packaging materials, transportation of products (export) and winemaking supplies.



G4-EN5

G4-EN6

G4-EN4

EXTERNAL ENERGY CONSUMPTION (OUTSIDE THE ORGANIZATION)				
ENERGY CONSUMPTION RELEVANT IN PRODUCTION AND DISTRIBUTION ACTIVITIES	UNIT OF MEASUREMENT	2012	2013	VARIATION
Packaging materials	Tera Joule	1,281	1,202	-6%
Business Trips	Tera Joule	23	18	-23%
Transportation of Products (export)	Tera Joule	502	544	8%
Domestic Transportation of Products	Tera Joule	44	35	-22%
Transportation of grapes (own and purchased)	Tera Joule	39	74	93%
Winemaking supplies	Tera Joule	586	689	18%
TOTAL	Tera Joule	2,475	2,563	4%

¹⁶ In this case the wine produced is the denominator of the energy intensity indicator in cellars, because in this stage of the process is where the wine is made and is a limited stage in the the entire production process of the company, so it does not apply to make a comparison per 750cc bottle as in measuring overall energy intensity of the company's products.

WATER FOOTPRINT

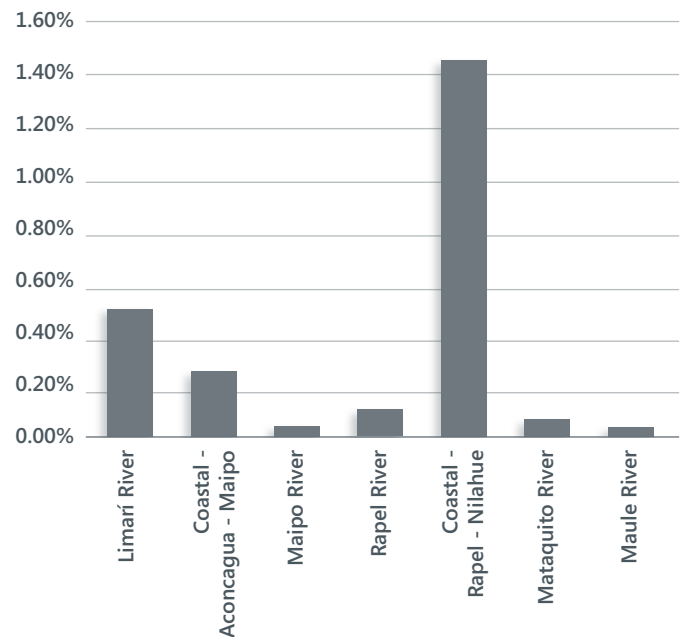
Viña Concha y Toro achieved a milestone in its commitment to environmental conservation and sustainable development strategy in 2010 by becoming the first winery in the world to measure its water footprint, confirming its leadership and excellence. The project was conducted in partnership with Fundación Chile and WaterFootprint Network, and the measuring continues in order to move towards a comprehensive water management.

As part of estimating the water footprint, the company made an assessment to determine the sustainability in each of the basins where it grows grapes, which represent most of the water footprint of the company.¹⁷

The assessment considered the volume of the blue water footprint of Concha y Toro for grape production, which corresponds to surface and groundwater that is incorporated into the product, evaporated or consumed through evapotranspiration, and represents the source of greatest impact on the basin. This value was then compared with the water demands for agriculture in general and wine production in particular in each basin.

The comparison of Concha y Toro's blue water footprint with the agricultural water demand in each basin revealed that the company uses 1.5% of agricultural water from the Coastal Basin of the Rapel River, and a little over 0.5% from the Limarí River Basin.

CONCHA Y TORO'S BLUE WATER FOOTPRINT IN RELATION TO THE DEMAND OF WATER FOR AGRICULTURE IN THE BASIN



G4-EN8

G4-EN9

¹⁷ Since information on the availability of water resources in each basin of the country is inaccessible, the analysis was based on the data provided by the study "Estimates and future projections of water demand" developed in 2007 by Ayala, Cabrera y Asociados for the Directorate General of Water.

As for the contrast of the winery's blue water footprint with water demand for wine production in each basin, the most relevant results indicate that the company uses 7.5% of water for wine production from the Maipo River Basin and 10.4% from the Limarí River Basin.

Each area of the company is responsible for managing its water consumption independently. The agricultural, winemaking and operations areas all optimize the use of this strategic resource, from its collection and use, to its final disposal.

Water collection comes from 41 surface water sources and 37 groundwater sources for irrigation, which accounts for 97% of the water collection of the company.

In the agricultural area, which accounts for most of the water use, has been using drip irrigation since 1991. Today, this irrigation mechanism covers almost 100% of the surface, making efficient use of water resources.

In the winemaking and operations areas, there are washing and sanitizing procedures designed to minimize water consumption. Furthermore, in these areas the redesign of processes and acquisitions of machinery (e.g. pumps) consider parameters for an efficient use of water.

WATER COLLECTION			
WATER COLLECTION	UNIT OF MEASUREMENT	2012	2013
Water for Irrigation	Million m3/year	23.9	24.3
Water for Operations	Million m3/year	0,7	0.7
Total	Million m3/year	24.6	24.9



BIODIVERSITY

The conservation of biodiversity is very important for the company. The presence of different species of flora and fauna inhabiting native forests and water flows of Viña Concha y Toro shows an excellent state of conservation of the company's natural patrimony, which coexists with the production of quality and sustainable wines with unique characteristics¹⁸.

NATIVE FOREST CONSERVATION PROGRAM

This initiative developed by the company seeks to provide a framework to protect more than 3,270 hectares of natural forest (sclerophyllous and scrubland) that it owns in its various estates. This program includes the registration of the area corresponding to this ecosystem with the National Forest Corporation (CONAF), which means the company cannot exploit this resource and has to voluntarily meet and improve its condition¹⁹.

G4-EN11
G4-EN13



**CONCHA Y TORO
CELEBRATES
EARTH DAY**

PROTECTED NATURAL FOREST			
REGION	PROTECTED NATURAL FOREST (Estate)	FOREST AREA (ha)	ESTATE AREA (ha)
Región del Maule	Villa Alegre; Santa Raquel; Lourdes.	398	2,749
Región de O'Higgins	Rucahue; Peumo; Ucuquer; Rauco; Palo Santo; San Vicente	2,874	6,427
TOTAL		3,272	9,176



¹⁸ To date no negative impacts on biodiversity resulting from the company's activities have been detected.

¹⁹ To see the table with company properties that are adjacent, containing or located in protected areas and unprotected areas of high biodiversity value see Sustainability Report 2012, p.102.

During 2013 the company continued carrying out biodiversity inventories of flora and fauna with the support of the Institute of Ecology and Biodiversity (IEB), covering 94% of the total area. Also, it will plant to recover sectors with signs of degradation.

INVENTORIED AREA TO DECEMBER 2013

ESTATE	AREA (ha)	
	2012	2013
Peumo	476	476
Rauco	458	458
Villa Alegre	283	283
Idahue	-	1,515
Rucahue	-	106
Ucúquer	-	235
Total Inventoried	1,217	3,073
Total Natural Forest	3,272	3,272
Percentage of Inventoried Forest	37%	94%

As a result of the inventories, 300 animal species have detected, including kodkod (*Leopardusguigna*), jewel lizard (*Liolaemustenuis*) black spiny-chest frog (*Alsodesnodosus*) culpeo (*Lycalopexculpaeus*) and yaca (marsupial endemic to Chile), which shows that the forests are very well preserved.



G4-EN12

ANIMAL SPECIES IN NATURAL FORESTS

ESTATE	N° OF SPECIES				TYPE OF SPECIES			
	REPTILES	BIRDS	MAMMALS	AMPHIBIANS	ENDEMIC	NATIVE	INTRODUCED	DOMESTIC
Peumo	3	36	5	-	7	33	2	2
Rauco	2	37	3	1	4	35	1	1
Villa Alegre	3	27	2	-	4	26	2	-
Idahue	3	53	9	2	8	54	5	-
Rucahue	4	33	14	-	4	37	10	-
Ucúquer	4	46	10	2	7	51	4	-

Also, 647 plant taxa have been identified in native forests, with abundance of Boldo, Salvia Macho, Litre, Espino, Maqui, Peumo, Quillay, Romerillo and Tevo, among others.

Furthermore, in the largest forests the company has implemented an agreement with the CONAF to prevent fires. The program is running in the Peumo, Rucahue and Idahue estates.

PLANT SPECIES IN NATURAL FORESTS

ESTATE	SPECIE	TOTAL N° OF PLANT TAXA
Peumo	Boldo / Tevo / Salvia macho / Litre / Colihue / Romerillo / Olivo	103
Rauco	Boldo / Tevo / Litre / Espino / Quillay / Peumo / Maqui / Bollen / Mora	98
Villa Alegre	Boldo / Quillay / Espino / Tralhuén / Mora / Peumo / Litre	87
Idahue	Boldo / Tevo / Espino / Peumo / Mora / Litre / Quillay	102
Rucahue	Espino / Tevo / Romerillo / Boldo / Litre / Quillay / Peumo / Maqui / Bollen / Mora	103
Ucúquer	Tevo / Mora / Romerillo / Espino / Michay / Peumo / Quilo / Maqui / Quillay	154
Total		647

MANAGEMENT OF AGRICULTURAL SOIL

Understanding the importance of caring for the land where agricultural activities are done, Viña Concha y Toro has established parameters for planting vineyards to prevent, among other things, erosion.

Soil management in all of the company's projects is carried out according to the Declaration of General Guidelines for the Establishment of New Vineyards, which defines the technical parameters that must be followed in order to maintain and improve the physical and chemical characteristics of the soil. The criteria and considerations established in these guidelines revolve around maximum gradient for planting, types of irrigation, and drainage water management.

PESTICIDES AND FERTILIZERS

The use of fertilizers in agricultural processes is driven by the need to enable an optimal development of the vineyards, ensuring grapes of appropriate quality and quantity for the variety and enological objective. It also seeks to replace the elements extracted from the soil during cultivation and necessary for its development. This is extremely important as it allows for sustainable use of soil, avoiding depletion.

Misuse of these products could result in possible changes in the physicochemical characteristics of the soil, due in particular to the lack of consideration for the soil type and needs when applying fertilizers. Therefore, all fertilizer application programs are supported with soil and foliar analysis, and a study of the requirements of the different elements in relation to expected yields. This process identifies elements and quantities in which they must be replaced, substantially reducing the possibility of generating a problem in the winery's soils.

The company uses pesticides and fungicides due to the presence of pests and diseases in the country that may pose a risk to the quality and quantity of the product.

These products are used as part of a strategy of Integrated Pest and Disease Management, which seeks to exercise more effective control with the least environmental impact. For this, the company is constantly monitoring pests and diseases to know their biological cycles and control them at the optimum time with the right product, avoiding excessive applications or generation of resistance to the products used.

Moreover, all operators who apply pesticides have been accredited by the Agriculture and Livestock Service (SAG) and perform their work using the mandatory elements of adequate personal protection, delivered by the company, to prevent the risk of contamination.



Focus 2: Externality Management

Aware of the impact that a change in climate or natural conditions of the vineyards could have in the wine industry, Viña Concha y Toro has been a pioneer in the assessment of potential effects of climate change, in addition to managing and reducing its impact on the environment.

Concha y Toro. During 2013 the company conducted a study along with the Center for Global Change at the Pontifical Catholic University of Chile to quantify the amount of carbon captured and stocked in its forests and vineyards. This fixation of CO₂ in the biomass of the winery's vegetal patrimony improves air quality and contributes to climate change mitigation.

The study found that the winery has over 368 thousand tons of CO₂ in stock, 48% more than the emissions generated by the company during 2013.

CLIMATE CHANGE

Viña Concha y Toro was recognized as Leading Company in Climate Change 2013, an award delivered by Fundación Chile and Capital magazine, integrating a select group of three companies awarded in the Gold Category. The company also received the special distinction of Leader on Measuring the Carbon Footprint for its work on the management of greenhouse gas emissions.

An important milestone in the management of climate change and greenhouse gases emissions has been the project of measuring CO₂ stocks in the forests and vineyards owned by



G4-EC2



VIÑA CONCHA
Y TORO HAS
368,000 TONS OF
CO₂ IN STOCK,
48% MORE THAN
THE EMISSIONS
GENERATED IN
2013

10

Tons of CO₂ per
hectare of vineyard

32

Tons of CO₂ per
hectare of scrubland

96

Tons of CO₂ per
hectare of forest

Product of the impact of this study and the importance of its results, Concha y Toro signed a cooperation agreement with the Ministry of Agriculture and the National Forest Corporation (CONAF). The winery will share the research to the National Strategy for Forests and Climate Change, which will allow the government to support initiatives so that many landowners can generate carbon bonds tradable on domestic and international markets.

The search for the most suitable land, with higher levels of freshness, motivated the winery to explore areas near the basins of important wine valleys. The study Analysis of the Terroir of Riverbanks in Chile, commissioned to the Faculty of Agricultural Sciences at the University of Chile, confirmed that in the basins where the vineyards for the production of Concha y Toro's Gran Reserva Serie Riberas are located there is a very special climate, called marine mediterranean.

The combination of ocean breeze and altitude that characterizes the land has a cooling effect that could accentuate in the context of global warming, becoming, in the future, true refuges for the production of quality wine.



**GRAN RESERVA
SERIE RIBERAS**

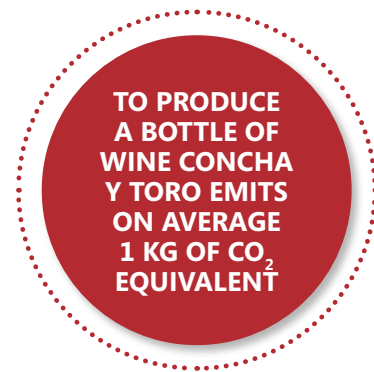


CARBON FOOTPRINT

Viña Concha y Toro makes an inventory of its emissions of greenhouse gases (GHGs) since 2007. The emissions record has become a tool to identify opportunities to reduce the environmental footprint of the company.

The measurement uses the guidelines set forth in the International Protocol for Wine GHG Emissions Calculation (International WineCarbonCalculator - IWCC- Version 1.3 of July 2008)²⁰, which separates the sources of GHG emissions according to three areas or scopes that include the company's direct and indirect emissions.

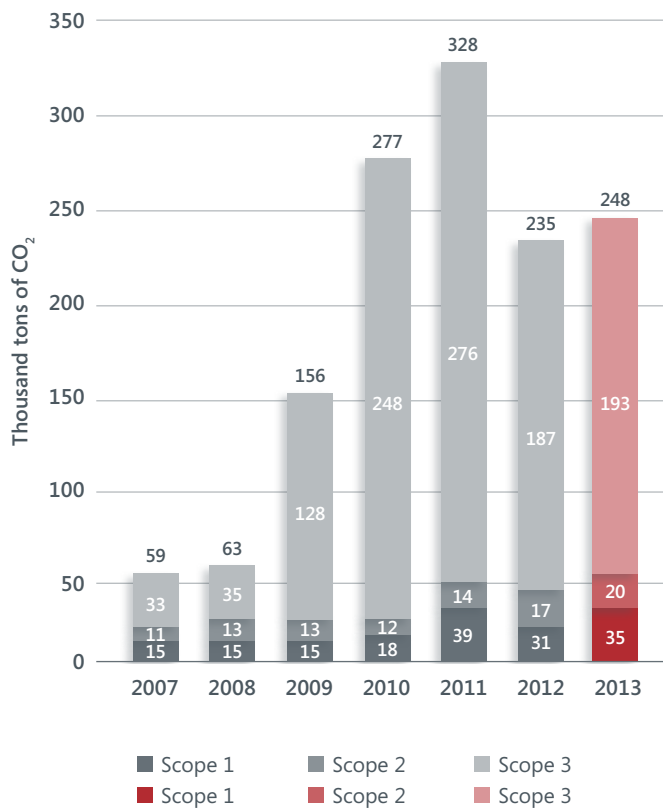
By observing the evolution of Concha y Toro's carbon footprint, it can be seen that there has been a steady increase of indirect emissions (Scope 3) between 2007 and 2011. This is mainly due to the increase in the number of sources considered and the limits. The decrease observed in the period 2011-2012 was largely attributable to the adjustment of the emission factor glass, which was 2.2 kg CO₂/kg glass until 2011, currently being 1 kg CO₂/kg glass. This was obtained from the Suppliers, Sustainability and Carbon Footprint program, where the main supplier of bottles made and verified a Supply Life-Cycle Assessment, which it delivered to the winery. Finally, the 5% increase in emissions for the 2012-2013 period is explained by the increased production of wine.



²⁰ This international protocol is based on the Greenhouse Gases Protocol, prepared by the World Resources Institute (WRI) and the World Business Council for Sustainable Development (WBCSD).

Considering also the directions for the development of National Inventories of Greenhouse Gases established by the Intergovernmental Panel on Climate Change (IPCC) and as indicated in the ISO 14064 1-3: 2006 standard.

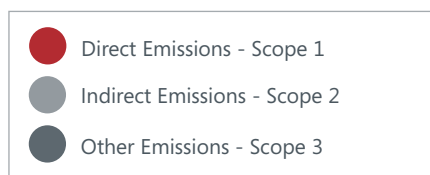
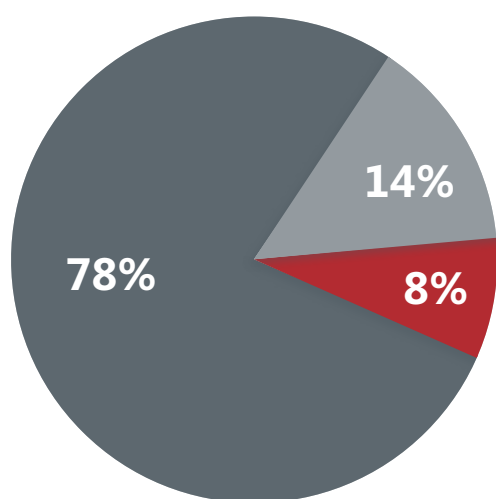
**CONSOLIDATED CARBON FOOTPRINT
CONCHA Y TORO
BY SCOPE 2007-2013**



The GHG emissions of Viña Concha y Toro and its subsidiaries during 2013 totaled 247,994 tons of CO₂e. Of these, 35,067 tons -representing 14% of total emissions- are direct emissions of the company. That is, about 86% of GHG emissions from the value chain correspond to emissions that are not directly controlled by the winery.



For fuels from mobile and stationary sources, use of fertilizers and soil emissions, emission factors from the IPCC, 2006 - Guidelines for National Greenhouse Gas Inventories were used. The global warming potentials published in the Government Conversion Factors for Company Reporting were also used. DEFRA - DECC, 2013 (these are collected from the Kyoto and Montreal Protocols).

EMISSIONS BY SCOPE
VIÑA CONCHA Y TORO


Direct emissions of greenhouse gases (GHG) from sources owned or controlled by the organization are mainly distributed between those related to the use of soil for agricultural activities, the use of trucks and agricultural machinery (mobile sources), the use of boilers, generators and other stationary machines (stationary sources) and fugitive emissions.

The increase in direct GHG emissions from combustion in mobile sources in 2013 is explained by the increase in the company's operation. Similarly, the increase in fugitive emissions (from the use of refrigerant gases) is specifically due to an increase in vinified liters during 2013.

DIRECT EMISSIONS OF GREENHOUSE GASES (SCOPE 1)

SOURCE	UNIT OF MEASUREMENT	2012	2013	VARIATION
Combustion from Mobile Sources (vans, trucks, tractors and cranes)	Ton CO ₂ e	5,531	7,305	32%
Combustion from Stationary Sources (boilers, generators and other stationary machines)	Ton CO ₂ e	7,547	7,328	-3%
Fugitive Emissions (from refrigerant gases leaks)	Ton CO ₂ e	5,311	7,124	34%
Use of Fertilizers	Ton CO ₂ e	2,744	2,811	2%
Use of Soil	Ton CO ₂ e	10,173	10,499	3%
Total		31,306	35,067	12%

GASES INCLUDED IN THE CALCULATION

TYPE	YES/NO
Carbon dioxide (CO ₂)	Yes
Methane (CH ₄)	Yes
Nitrous oxide (N ₂ O)	Yes
Hydrofluorocarbons (HFCs)	Yes
Perfluorocarbons (PFCs)	Yes
Sulphur hexafluoride (SF ₆)	Yes
Nitrogen trifluoride (NF ₃)	Yes



G4-EN16

Indirect emissions of Scope 2 are represented by the consumption of electricity, obtained through the monthly billing of Concha y Toro's various facilities. The calculation includes emissions of CO₂, CH₄ and N₂O, and the emission factor used was obtained from the Ministry of Energy, specifically the Central Interconnected System (SIC, Sistema Interconectado Central) emission factor for the relevant year.

Same as in the case of direct emissions, the increase of indirect emissions from electricity purchases in 2013 is due to an increase of the company's operations and an increase of the Emission Factor SIC, which has been steadily increasing over recent years.

INDIRECT EMISSIONS OF GHG (SCOPE 2)

SOURCE	UNIT OF MEASUREMENT	2012	2013	VARIATION
Electricity	TCO ₂ e	17,021	19,715	16 %

The emission factor measured in kgCO₂e/kWh changes from 0.391 in 2012 to 0.432 in 2013, increasing by 10%.

G4-EN33

G4-EN17

Other indirect GHG emissions (Scope 3) in metric tons of CO₂ come from three main sources: Packaging materials, with 81% corresponding to glass bottles; winemaking supplies; and national and international transportation of products. The calculation includes emissions of CO₂, CH₄ y N₂O.

INDIRECT EMISSIONS OF GHG (SCOPE 3)

SOURCE	UNIT OF MEASUREMENT	2012	2013	VARIATION
Packaging materials	TCO ₂ e	96,593	90,649	-6.15%
Business Trips	TCO ₂ e	1,760	1,349	-23.34%
Transportation of Products (export)	TCO ₂ e	37,816	41,020	8.47%
Transportation of Products (domestic)	TCO ₂ e	3,346	2,624	-21.57%
Transportation of Grapes (own and purchased)	TCO ₂ e	2,909	5,599	93%
Winemaking Supplies	TCO ₂ e	44,194	51,972	17.60%
Total		186,617	193,213	4%

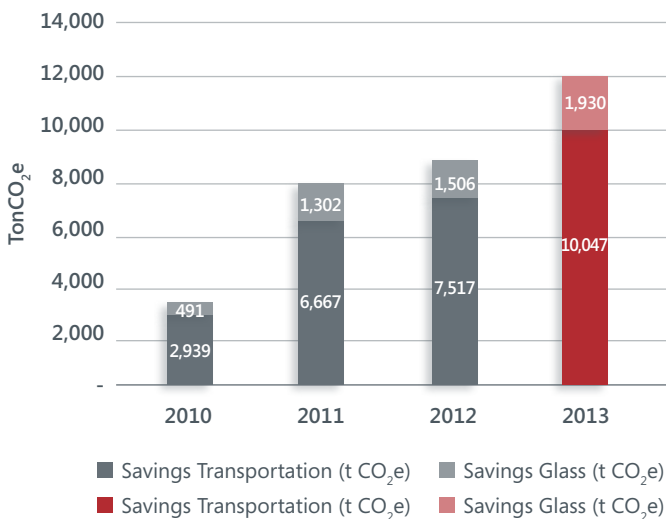
The variation in emissions from the transportation of grapes is explained by the 16% increase in the quantity of grapes transported in 2013 and the update of the emission factor used (67% increase). In the case of winemaking supplies, the variation is due to a 20% increase of purchased grapes, which implies an increase of operations in the enology area.

Moreover, the reduction of emissions from packaging materials is due to the updating of the emission factors and the use of more sustainable supplies, specifically lightweight bottles, which contains 25% recycled glass and is 14% lighter on average. These bottles were first used in 2009, and more frequently since 2010.

During the period 2010-2013 the company was able to reduce its emissions by 32,391 tons of CO₂e equivalent. 84% of this reduction corresponds to a lower consumption of glass, and the remaining 16% to the reduction of emissions from transportation.

G4-EN19

REDUCTION OF EMISSIONS BY THE USE OF LIGHTWEIGHT BOTTLE



OTHER EMISSIONS

The observed increase in other emissions such as those from the use of cooling systems and fuel consumption, are due to the increase of the company's operations during 2013.

G4-EN20

G4-EN21

EMISSIONS FROM USE OF COOLING GAS

TYPE	2011		2012		2013	
	CONSUMPTION (kg)	EMISSIONS (t CO ₂ e)	CONSUMPTION (kg)	EMISSIONS (t CO ₂ e)	CONSUMPTION (kg)	EMISSIONS (t CO ₂ e)
HCFC-22	4,471	8,092	2,505	4,535	3,162	5,723
HFC-141b	-	-	176	128	82	59
Total	4,471	8,092	2,681	4,663	3,244	5,782

EMISSIONS FROM FUEL CONSUMPTION

TYPE	UNIT OF MEASUREMENT	2012	2013	VARIATION
SOx	Kg	5,497	6,177	12%
NOx	Kg	62,959	66,455	6%
MP10	Kg	1,690	1,799	6%
CO	Kg	47,464	49,202	4%

WASTE

Wine production generates liquid and solid waste. Among the latter, there is hazardous and non-hazardous waste, each of which is treated in a specific way in order to optimize the process and generate the least impact on the environment.

SOLID WASTE

Hazardous waste is handled directly at each facility, and consists of small amounts of toner, batteries, light bulbs,

fluorescent tubes, ink containers, spray bottles, oil and chemical containers. Proactiva S.A. manages all these wastes and is responsible for storing and transporting them to the receiving company Hidronor Chile S.A.

The non-hazardous²¹ waste consists of packaging materials and organic material from the winemaking process. In both cases the company and suppliers or small collectors reuse the waste.

G4-22

G4-EN23

TONS OF WASTE MATERIALS PACKAGING			
MATERIAL	2012	2013	FINAL DISPOSAL
Glass	1,094	908	Sale to Cristalerías Chile and Cristalerías Toro for recycling.
Plastic	314	268	Sale to PROACTIVA, SOREPA and Industrial Waste Collector for recycling or reuse.
Cardboard	910	862	Sale to PROACTIVA, SOREPA and Industrial Waste Collector for recycling or reuse.
Total	2,318	2,038	

TONS OF WASTE: ORGANIC MATERIAL				
NAME OF WASTE	TREATMENT METHOD	2012	2013	FINAL DISPOSAL
Pomace and Stems	Recycling	25,979	30,316	Sale to third parties for recycling
Lees	Recycling	4,806	3,891	Sale to third parties for recycling
Pomace and Stems	Reuse	18,570	15,574	Winery's fields through solarization
Total		49,355	49,781	

²¹ The total packaging waste increased in 2012 by 76 tons and the total pomace and stems increased by 7 tons, because the 2012 Report considered centers generating more waste and this year's report includes all centers.

LIQUID WASTE

Each facility has the proper treatment and/or disposal system for the waste it generates.

57% of all industrial liquid waste is processed in one of the 5 treatment plants that the company owns. Such plants operate according to Supreme Decree No. 90/2000, which regulates the emission of liquid waste²². The remaining 47% is accumulated in accumulation ponds and are used in a sprinkler irrigation system, or are processed by a third party with which the company has a contract for this operation.

INDUSTRIAL LIQUID WASTE					
FACILITY	VOLUME [THOUSANDS OF M3]			TREATMENT	DESTINATION
	2011	2012	2013		
San Javier	29.2	25.8	29.6	Treatment Plant	Inland surface water
Chimbarongo	71	97	101.2	Collected by third parties	Contract with Biodiversa
Curicó	14.8	21.9	16.4	Accumulation Ponds	Disposal System: Irrigation sprinkler
Lourdes	29.1	34.5	42.4	Treatment Plant	Inland surface water
Lontué	182.1	179.9	168.6	Treatment Plant	Inland surface water
Mercedes-Lolol	9.2	9	9.6	Accumulation Ponds	Disposal System: Irrigation sprinkler
Peralillo	4.4	3.4	3	Accumulation Ponds	Disposal System: Irrigation sprinkler
Cachapoal	31.1	17.3	23.5	Treatment Plant	Inland surface water
Pirque	204.9	207.2	197.7	Treatment Plant	Inland surface water
Puente Alto	24.6	24.1	26.3	Collected by third parties	Contract with Ecoriles
Nueva Aurora	9.1	11.7	15.6	Accumulation Ponds	Disposal System: Irrigation sprinkler
Lo Espejo	149.2	161.1	139.8	Collected by third parties	Contract with Ecoriles
Vespucio*	50	50	40	Collected by third parties	Contract with Ecoriles
Total	808.7	842.9	813.7		

* For 2011 and 2012, an estimate of the industrial liquid waste was made. For 2013, we used water consumption data.

²² To date no negative impacts on biodiversity by the emission of liquid waste treated by the company have been detected.

ENVIRONMENTAL INVESTMENT

The winery's commitment with caring for the environment translates into investments for its improvement and conservation. The assets held by the company at December 31, 2013, in buildings, infrastructure, machinery and equipment have a value exceeding 2,200 million pesos. This represents an increase of 5% in relation to the previous year. In addition, there was an investment of about 926 million Chilean pesos for maintenance and supplies for water treatment plants.



Focus 3: Processes and Continuous Improvement

Viña Concha y Toro aims to maintain a comprehensive certification system that allows to continuously improve its processes, as part of a competitiveness strategy, in order to position itself as a leader in sustainable practices.

During 2013, the winery and its subsidiaries Viña Maipo, Viña Palo Alto, Viña Maycas and Viña Canepa achieved the recertification of the National Sustainability Code of Vinos de Chile with 88% compliance. This certification system is voluntary and proves the company's commitment with environmental and social management.

The code establishes requirements in three main areas of the supply chain: Green area (vineyards), red area (cellars and bottling plants), and orange area (communities and CSR).

Also, the winery was certified under the Clean Production Agreement II (APL II), which serves as a management tool to improve productive, environmental, and occupational health and safety conditions, as well as efficient use of energy and water, among others.



Focus 4: Environmental Training and Awareness

When entering the company employees must do a series of courses from the Corporate Induction Program Cultivate, including an e-learning course on Sustainable Development to deepen and disseminate the various initiatives of the company and promote sustainable practices. During 2013, 126 people were trained through this modality. Also, all new employees receive a copy of the Corporate Induction Manual, which includes a chapter on sustainability.

Additionally, in 2013 45 people were trained on APL (Clean Production Agreement) and 304 people did the pre-harvest course, which includes issues such as clean production, efficient use of water and energy, emissions and waste management, among others.



Generated and Distributed Economic Value

G4-ECL

After 130 years of history, Viña Concha y Toro is not only a world leader in the wine industry, but also the leading wine company in the domestic market, and as such, a driver of development for the country.



**CONCHA Y TORO - 130
YEARS OF HISTORY**

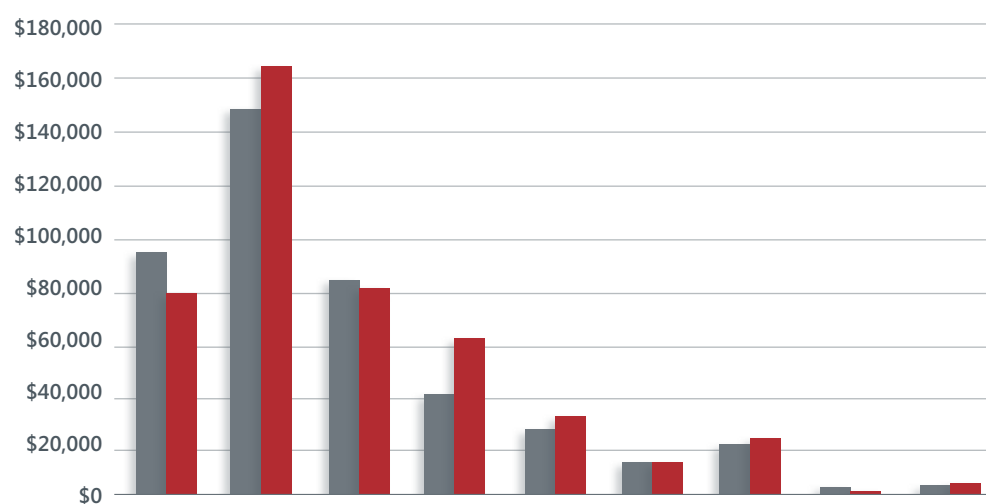
DISTRIBUTION OF VALUE IN CONCHA Y TORO			
ECONOMIC VALUE	2012	2013	VARIATION %
	M\$	M\$	
GENERATED ECONOMIC VALUE	463,916,889	493,533,448	6%
Sales Revenue	448,249,781	475,622,285	6%
Other Revenues	15,667,108	17,911,163	14%
DISTRIBUTED ECONOMIC VALUE	453,035,994	471,951,123	4%
Operating Costs	372,868,063	393,359,771	5%
Remuneration of Employees	40,398,302	46,645,987	15%
Payments to Capital Providers	29,188,143	23,085,017	-21%
Community Investment	116,004	98,342	-15%
Payment to the State	10,465,482	8,762,006	-16%
RETAINED ECONOMIC VALUE	10,880,895	21,582,325	98%

Generated Economic Value

Viña Concha y Toro's consolidated revenues from sales, considering all vineyards in Chile, plus Fetzer Vineyards in the U.S.A. and Trivento Bodega y Vinedos in Argentina, exceeded 475 billion pesos, representing a growth of 6.1 % from the previous year. The increase is partly explained by a favorable exchange rate compared to the previous period, and mainly by growth in sales abroad, driven by the development of the company's own sales offices, where the work has been focused on premium wines.

Considering export sales from Chile, Argentina and the United States, the average export price had a positive variation of 4.4%, reaching a cumulative value of US\$30.74 per case. The total export volume increased by 2.2% to 21.2 million nine-liter cases in the period. Total sales from Chile in the foreign market had an increase of 10.1%.

REVENUE BY GEOGRAPHICAL AREA MM\$



	Chile	Europe	USA	South America	Asia	Canada	Central America	Others	Africa
■ 2012	95,179	149,446	86,052	43,516	29,067	14,532	23,504	3,093	3,862
■ 2013	80,134	165,465	83,813	66,094	34,889	14,680	24,340	1,262	4,944

Distributed Economic Value

G4-22

The generated economic value is distributed among the company's different stakeholders to collaborate in the process of value creation. Distribution is done through the payment for goods and services provided by suppliers and contractors throughout the supply chain; wages and benefits to employees; payments to capital providers and distribution of dividends among its shareholders, and payments to the State through taxes²³.

OPERATING COSTS

More than 80% of operating costs correspond to payments to suppliers and contractors for the provision of goods and services along the entire supply chain. In 2013, the total amount reported for cash flow used to pay all of the winery's suppliers exceeded 336.7 billion pesos.

REMUNERATION OF EMPLOYEES

Investment in employees shows an increase of 15% and includes the payment of remunerations and benefits.

PAYMENTS TO CAPITAL PROVIDERS

Both financial institutions and shareholders are considered capital providers. The payment made to the former accounts for 48% of the total, while dividends paid to shareholders cover the remaining 52%, which represents, according to the agreed dividend policy, 40% of net income in 2012.

COMMUNITY INVESTMENT

During the period, the company invest nearly 100 million pesos in the community, for specific projects related to education, health and environment in towns surrounding the company's operations, including support for different scholarship and donation programs implemented during the year, such as those in Agricultural School Las Garzas, Fundación Juan Pablo II, and Fundación Educacional Eduardo Guilisasti Tagle.

PAYMENTS TO THE GOVERNMENT

One of the main sources of income of the State of Chile is the collection of taxes from companies that have operations in the country. In 2013, Viña Concha y Toro, paid more than 8,760 million pesos on income tax.

²³ It should be noted that this year we included distributed value to capital providers, as requested by the GRI G4-EC1 indicator. Moreover, community investment in 2012 was corrected, including information on scholarships and donations in that period.





Chapter 3

SUSTAINABILITY IN THE SUBSIDIARIES

Below is information related to sustainability management in the subsidiaries Fetzer Vineyards in the United States, Trivento Bodegas y Viñedos in Argentina, and Viña Cono Sur in Chile, who manage sustainability issues autonomously according to the values and general guidelines of the Board of the company.



VINEYARDS & WINERY

Viña Cono Sur

Viña Cono Sur is a young and innovative company that has positioned itself as a winery from the New World with a fresh and contemporary approach to viticulture and enology. Passion, quality and innovation are the values that guide and inspire it.

Founded in 1993 with the aim of conquering the market of fine wines exported from Chile, today its products are sold in more than 75 markets worldwide.

The company's product and business line consists of the sustainable management of its own vineyards, purchase of grapes from producers with whom it has short and long term relationships, and the production of fine wines mainly from varieties such as Pinot Noir, Viognier, Cabernet Sauvignon, Chardonnay, and Sauvignon Blanc, among others.

Since 1998, the company is strongly committed with the environment. Sustainable agriculture, integrated vineyard management, and projects to reduce its carbon footprint have allowed Cono Sur to position itself as a leader in sustainable winemaking. All this based on the ISO 9001 and ISO 14001 certifications, of quality management and environmental management respectively.

ECONOMIC PERFORMANCE

In 2013 Cono Sur sold 4,7 million cases. Turnover reached US\$106 million with significant growth in operating income as a result of the strategy adopted in recent years, aimed at strengthening key brands and the fine wines mix.

This year Cono Sur's scope and prestige were recognized by Drinks International, who distinguished it as the second most admired wine brand in South America and 18th in the world.

With strong international presence, Viña Cono Sur is within the main exporters of bottled wine from Chile. The main destinations of its products are: UK, Netherlands, Japan, Russia, Ireland, Finland, United States and Canada.

MANAGEMENT POLICY

Viña Cono Sur is committed to always meet the highest standards of quality in all its processes, products and services, in addition to achieving the commitment of the entire organization in the implementation of an integrated management system, based on commitments such as:

- » Work to be an efficient and profitable company.
- » Work for the quality of our products, the conservation of the environment, and the wellbeing of our employees.
- » Manage those environmental aspects that can lead to significant impacts, as well as those unacceptable risks that could affect safety and health at work.
- » Use energy efficiently.
- » Measure and manage our carbon footprint.
- » Prevent pollution every day.
- » Comply with laws applicable to labor, environment, health and safety issues at work.
- » Meet our customers' expectations and improve their level of satisfaction.
- » Respect our Management Policy, our Code of Conduct, the Corporate Code of Ethics and Conduct, as well as any other voluntary codes to which we have subscribed.



Vision

“Work to always produce the best wines Chile can offer at different price levels and realities, to turn Viña Cono Sur into the second greatest brand of Chilean wines.”

Mission

“Develop all grape-growing and winemaking processes according to high quality standards, bearing in mind the sustainable management of our resources, protecting the environment, the wellbeing of our employees and the community in general.”

MANAGEMENT OF VINEYARDS

Viña Cono Sur owns 1,300 hectares of land, which are handled with quality standards that allow obtaining high-quality raw materials.

Cono Sur vineyards are cultivated with the aim of establishing a quality foundation for its wines. The fruit is harvested in vineyards that are organic or sustainably managed, two agricultural management systems that allow working in a healthy and clean environment.

The winery is convinced of the tremendous benefits that organic culture offers in every way, for consumers, employees and the environment. Preventing soil erosion, safeguarding water quality, preserving energy are some of the benefits of this type of farming, and it also has positive effects on employees' health and engagement.

Through sustainable farming we seek to avoid the use of unnatural elements by using geese, sheep, various insects and plants. The environment becomes a self-regulating system, and the fruit is grown cleaner and healthier.

WINERY

Located in Chimbarongo, Viña Cono Sur's winery has state-of-the-art technology and provides the winemaking team with all necessary tools to create the best wines. The infrastructure and each of the elements in the cellar were designed to ensure the gentlest care of grapes and wine.

The company recently invested US\$6 million to expand the capacity of its cellar, reaching fermentation and aging capacity of 23 million liters, and a new barrel room for three thousand units, totaling 7 thousand barrels.

PRODUCT RESPONSIBILITY

The winery has defined environmental standards that allow minimizing the possibility of contamination and negative impacts that its activities may cause to the environment.

In the case of purchased grapes, Viña Cono Sur provides guidelines to get grapes with the required quality for winemaking, which include a list of all pesticides approved for application.

The vinification process is done with its own grapes and those purchased under contract and monitored during their production. The organization has a management system that ensures controlling all critical stages for product quality. These inspections begin at the time the grapes are received and continue until they are bottled. As a precaution, prior to making a mix, the wine is subjected to analysis of pesticide residues, to continue with the process.

The bottling process is outsourced to Viña Concha y Toro, a company that is certified in quality and product innocuousness.

SOCIAL RESPONSIBILITY

Viña Cono Sur is committed to fulfilling its integrated management policy. This policy includes commitments relating to compliance with labor, occupational safety and health laws, workplace management, compliance with its own Code of Conduct, Concha y Toro's Code of Ethics and Conduct, and any other codes to which it voluntarily subscribes. Regarding the latter, Cono Sur has acceded and meets the BSCI (Business Social Compliance Initiative) Code of Conduct to improve overall working conditions.

WASTE MANAGEMENT

Since its founding, Viña Cono Sur has been committed to the proper management of the waste generated by its activities. One of the first initiatives carried out was eliminating plastic waste from the cords after pruning, and these were replaced by agave, a plant that provides strong and biodegradable cords.

Waste management gained strength with the addition of organically managed vineyards and the establishment of our quality and environment management system. The first waste managed and treated entirely at the winery were pomace and stems, which are used for composting.

As for the winery, Cono Sur has focused on reducing LIW emissions from its activities, mainly by improving water use efficiency. Viña Cono Sur has a contract with Biodiversa, a company that currently treats 100% of the organization's LIW.

CARBON FOOTPRINT

Desde el año 2009, Cono Sur estima su huella de carbono con el objetivo de contar con un diagnóstico preciso de sus emisiones y poder hacer gestión sobre ellas. Para asegurar consistencia, transparencia, credibilidad, regulación, y verificación de su cálculo, la viña trabaja desde el 2010 con la empresa neozelandesa CarbonZero y su programa de certificación CEMARS™ basado en la ISO 14064:2006.

CERTIFICATIONS

ISO 9001 / ISO 14001

In February 2002 Cono Sur became the first winery in South America to obtain the double certification ISO 9001:2000 and ISO 14001:1996 for its quality and environment integrated management system.

APL

In late 2003 Viña Cono Sur adhered to the first Clean Production Agreement (APL) of the wine industry, which was subsequently verified in early 2006.

Currently, it is implementing and will soon certify the second APL, which reinforces the first agreement, and includes issues of energy efficiency and carbon footprint.

SUSTAINABILITY CODE

In 2013 Viña Cono Sur was certified under the Sustainability Code of Vinos de Chile. This certification reflects the commitment of Viña Cono Sur to environmental and social management.

CEMARS®, ISO 14.064

In 2010, Cono Sur became the first winery in America and third in the world to obtain certification for its greenhouse gas inventory under the CEMARS® scheme, which allows compliance with the international standard ISO 14064-1, positioning itself as a leader in environmental care.

ISO 50.001/OHSAS 18.001

By December 2013 the company was finishing the implementation of the ISO 50.001 (energy management) and OHSAS 18.001 (occupational safety and health) standards, which are being integrated into the management system.



BODEGA
TRIVENTO
ARGENTINA

Trivento Bodegas y Viñedos

Trivento Bodegas y Viñedos was founded in Mendoza in 1996 with the primary objective of developing an innovative range of wines in a region of the world with great potential and reputation.

The winery has created a unique portfolio of unique wines, preserving the character of the Mendoza terroir. It currently has 8 farms in the best productive areas of Mendoza: Uco Valley Luján- Maipú Oasis and East Oasis. These lands offer a great diversity of topography and microclimates that allows achieving the best expression of each variety.

Year after year, the company strengthens its position in more than 100 markets around the world, making Trivento the Argentine wine brand with largest outreach globally. In addition, continued investment in technology and infrastructure has established the company among the most important exporters of bottled wine from Argentina.

The broad portfolio of the subsidiary includes the brands Trivento Eolo, Trivento Golden Reserve, Trivento Amado Sur, Trivento Reserve and Trivento Tribu, wines that are continuously awarded in contests and magazines in the most prestigious markets.

During 2013, Trivento took important steps to improve the efficiency of its entire operation. In line with this objective, progress was made in producing its own grapes, reaching self-sufficiency close to 65%.

Besides this, the company restructured its sales and marketing teams, creating a lighter and more dynamic commercial operation.

ECONOMIC PERFORMANCE

Trivento exports to more than 100 destinations on 5 continents, the most important being: Denmark - Netherlands - UK - USA - Canada - Finland - Brazil - Poland - Bahamas - Mexico.

In 2013, Trivento closed the year with a turnover of US\$53 million and 2 million 310 thousand cases sold. Exports of the subsidiary totaled US\$40 million and 1 million 759 thousand cases, which shows an expansion of 7.5% in value and 16.8% in volume. This was achieved with increased distribution outlets and a greater focus on the portfolio of premium wines.

VINEYARDS

To ensure the quality of its wines, Trivento carefully selected the location of its 1,289 hectares in Mendoza, with farms equipped with drip irrigation systems and located in major production areas in the region, where the land has ideal characteristics for the cultivation of various varieties and offer a wide diversity of topography and microclimates.

Luján-Maipú Oasis

334 ha

Estates Los Vientos
and Cruz del Alto

East Oasis

363 ha

Estates Los Portones, Los
Zorros and Tres Porteñas

Uco Valley

592 ha

Estates Los Ponchos,
Los Indios and Los Sauces

WINERIES

Trivento has established three wineries in Mendoza, equipped with the latest technology. The grapes receive the best care from reception to bottling, ensuring the quality of the wines. The company has a total aging capacity of 30.8 million liters, including more than 4,000 French and American oak barrels.

WINE QUALITY AND INNOCUOUSNESS

Trivento has had an excellent performance in the audits carried out by customers, confirming the quality and innocuousness of its wines.

Since 2009 the winery has BRC certification, a food safety standard developed by British retail distribution chains.

Meanwhile, WalMart Stores, Inc. confirmed on its last visit to Trivento that the company complies with its Supplier Code. This specifies the commitment to comply with all applicable local and national laws and regulations related to employment, immigration, safety, hygiene and environment.

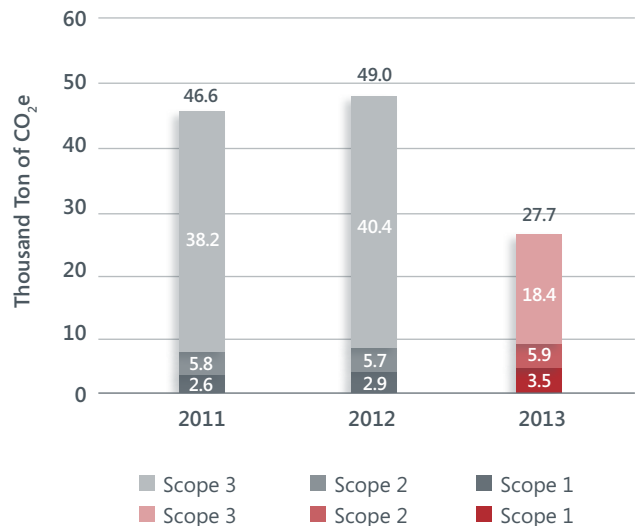
In addition, the company performs ongoing assessments of the processes associated with the value chain. Its mission is to ensure that these processes are developed in accordance with the rules and procedures established by the company, and meet the requirements and specifications of its customers.

ENVIRONMENT (CARBON FOOTPRINT)

Trivento estimates its emissions of greenhouse gases since 2010, following the guidelines outlined in the International Wine GHG Emissions Calculator Protocol (International WineCarbonCalculator - IWCC- Version 1.3, July 2008), including direct and indirect emissions throughout its entire value chain.

Results from 2013 indicate that the organization's activities generated a total of 27,743 tons of CO₂e, 87% of which comes from indirect sources of not directly controlled by the company. Figure 1 shows the evolution of Trivento's carbon footprint in the 2011-2013 period.

FIGURE 1:
TRIVENTO CONSOLIDATED CARBON
FOOTPRINT BY SCOPE 2011-2013



The evolution of Trivento's carbon footprint shows a clear upward trend in 2012 compared to 2011, primarily due to improvements in the measurement due to a gradual increase in the limits and number of sources considered. In the 2013 period, there is a significant decrease in Scope 3 product of an update of the emission factors used in the measurement.

INVESTMENT IN COMMUNITY AND PEOPLE

The company has a donation policy focused on promoting education. During 2013 it donated computer equipment, food and supplies for educational projects, and company products

for charity events. In addition, during the period the company carried out important solidarity campaigns aimed to directly benefit the community neighboring its facilities.

Additionally, 43 employees completed the second year of the Education Completion Project to complete their secondary education, and the company offered free tours to the winery to rural low-income schools. In a benchmarking conducted with 12 large and medium wineries in Argentina, Trivento got the best indicators of hours of training for its personnel, which reinforces its HR policy focused on education. In 2013 the average training hours per employee was 18.18.





Fetzer Vineyards

Since its founding in 1968, Fetzer Vineyards has been a pioneer in winemaking in California. Its history shows a constant evolution in quality and innovation, and a progressive and applied approach on practices that respect the environment.

Working in harmony with nature and with utmost respect for the human spirit, Fetzer is committed to the continuous growth and development of its people, the quality of its wines and caring for the planet.

Fetzer Vineyards is a true pioneer and leader in the implementation of sustainable practices, and began to apply this approach in the 80s. For more than two decades the company has developed practices that are environmentally friendly, socially responsible and economically viable - as a fundamental way of doing business and as part of the culture among Fetzer's employees.

Bonterra Vineyards was founded in 1990, produced in the Fetzer winery, and was launched in 1992 as one of the pioneers in growing organic vines. Bonterra has become the number one selling brand of wines made from organic grapes in the USA.

ECONOMIC PERFORMANCE

In 2013, Fetzer Vineyards sales reached USD\$114 million and 2 million 601 thousand cases, with growth of 4.1% in value and 4.6% in volume. This increase in sales represents a turnaround after six years of stagnation and is the result of the strategic redefinition done after the acquisition and relaunch of the winery, which has focused on its main brands Fetzer and Bonterra.

Bonterra grew 14% with strong sales of the main varieties such as Chardonnay, Cabernet Sauvignon, Sauvignon Blanc, Merlot and Zinfandel, a result of the importance the company has given to organic viticulture and quality.

SUSTAINABLE PRACTICES

Organic: All Fetzer and Bonterra vineyards in Mendocino County are grown with certified organic practices. The total cultivated area in this county is 388.5 hectares, being the largest producers of organic grapevines in California.

Biodynamic: McNab, Butler and Blue Heron are three of the estates of the Bonterra brand, and have been certified biodynamic by Demeter, as well as organic.

Certified Sustainable: All Fetzer cellars and vineyards have been certified by the California Certified Sustainable Winegrowing program since 2010.

Balance: Pruning and canopy management are carried out with special attention to achieve the optimal balance of vines and fruit. The leaves and shoots are cut appropriately to ensure proper airflow and circulation, to allow adequate light for even ripening of the fruit, and minimize the potential for disease and pests.

WATER MANAGEMENT

Fetzer uses various methods to preserve water and protect its quality in the vineyards and the winery. In the vineyards, the company built ponds to store water for frost protection; it monitors soil and vines moisture to assess the need for water and irrigate only when essential to the health of the vine. Each farm uses meters for metrics, regulatory reports and monitor leak detection, plus all vineyards use drip irrigation.

In the winery, Fetzer has greatly reduced water use by reducing the time of sterilization of fillers in the bottling line, implementing the use of peracetic acid for sterilization of tanks, and reusing water in the bottling line. Fetzer uses a four-pond aerated wastewater treatment system to treat all process wastewater, and in some cases it reuses it for irrigation.

ECOSYSTEM MANAGEMENT

Fetzer uses a range of cover crops and promotes biodiversity in the vineyards and the surroundings. The conservation of a habitat rich in biodiversity improves soil fertility, attracting beneficial insects and snakes, as well as hundreds of raptors, owls and other wildlife such as deer, coyotes and bobcats.

Fetzer conserves thousands of trees as well as vegetation and land rich in biodiversity, including abundant wildlife. These resources benefit organic farming, providing habitat for beneficial species. Land and habitat conservation also helps to capture carbon, which mitigates climate change.



ENERGY MANAGEMENT

All electricity used for Fetzer's main winery operations in Hopland comes from renewable energy sources. In fact, Fetzer was the first winery in California to purchase 100% green energy for all winery operations in 1999.

SOLID WASTE

Fetzer has reduced waste to landfill by 96% since 1990 (from 1724 tons in 1990 to 67 tons in 2013), while at the same time it has more than doubled its wine production.

The company has won the "Waste Reduction Award" (WRAP) award from the California Integrated Waste Management Board 15 times, with the most recent award received in 2011, for waste management achievements in 2010.

Fetzer also has initiatives to reduce the amount of materials being used, through many innovations:

A. REDUCTION/REUSE

The following items are reused: Pallets, barrels, computers, green waste composting, tires, office furniture, office paper, and boxes that are returned to vendors.

B. RECYCLING

The following materials are recycled: Corrugated cardboard, electronic waste, glass, plastic, scrap metal, barrels, pallets, oak pieces, tires, oil and used oil filters, office paper, newspaper, aerosol cans, etc.

C. ON-SITE COMPOSTING

In 2013, Fetzer composted 1,784 tons of leftover grape seeds, skins, and shoots – i.e. pomace and stems. Leftover food from employee break rooms is also composted in some buildings. Compost is used to provide valuable nutrients for the vineyards and landscape.

SUPPLIERS

The purchasing department of Fetzer gives a questionnaire to vendors with questions regarding their sustainability practices and performance. The company makes a great effort to purchase products and packaging materials recycled and recyclable, as long as they meet its quality and cost requirements.

Fetzer wine bottles are made from 35% post-consumer recycled glass, and partitions of its cases use 100% recycled material.

The company also returns some packaging materials (e.g., label boxes, caps and other supplies such as rubber bands) to vendors, so they can be reused.

- » Recycled content: The following items acquired by the winery have recycled content: Biofuels, copier paper, folders, binders, packing materials (boxes, box partitions, chargers), paper towels, insulation material, oil, tires, toilet paper, glass, other office supplies.
- » Returned to vendors for reuse: Boxes for labels, rubber bands, capsules, and pallets.

HUMAN RESOURCES

SAFETY PROGRAM

Fetzer has a strong safety program that benefits all employees. It includes many types of safety training sessions and research projects, practices or infrastructure to ensure safety at work.

The program calls for a safety committee composed of employees of all departments working together to identify and solve safety issues. It includes an initiative called "C.A.R.E." (Communication, Awareness, Reward and Education) through which the committee rewards employees and departments that take further measures to ensure and improve the safety and health of its employees.

Specific aspects of the safety program include regular and continuous training on safety for all employees, covering all operations, monitoring and reporting of incidents, near misses and improvements, protective equipment/gear is provided for all operations, and organic practices in the vineyard means no exposure to synthetic pesticides.

EDUCATIONAL OPPORTUNITIES FOR EMPLOYEES

- » English as Second Language (ESL) and Spanish as Second Language classes.
- » Training and development of team leaders to lead the different areas of the winery.
- » Continuous training to the Health and Safety Committee; Online Brand Building University.
- » Scholarships for employees and the community.



Chapter 4

ANNEXES





Independent Revision Sustainability Report 2013 Viña Concha y Toro

Mrs.
Valentina Lira
Deputy Manager of Sustainable Development
Viña Concha y Toro S.A.

Dear Mrs. Lira,
Hereby, you can find the outcome to the revision of Viña Concha y Toro S.A. Sustainability Report 2013 according to the following aspects:

SCOPE

- » Limited security revision of the contents and indicators' adaptation of the 2013 Sustainability Report according to the G4 version of the GRI guidelines for Sustainability Reports, related to the organizational profile and material indicators arisen from the materiality process developed by the Company following the GRI-G4 criteria related to economic, social and environmental dimensions.

STANDARDS AND ASSURANCE PROCESS

We have carried out our task according the guidelines of the International Standard on Assurance Engagements Other than Audits or Reviews of Historical Financial Information (ISAE 3000) issued by the International Auditing and Assurance Standard Board (IAASB) of the International Federation of Accountants (IFAC).

Our review has consisted in an enquiring process to different units and management areas of Concha y Toro, which have been involved in the developing process of the report, as well as in the application of analytic procedures and checking tests, which are described in the following items:

- » Meeting with the Deputy Manager of Sustainable Development, Mrs. Valentina Lira.
- » Meeting with the Concha y Toro Sustainable Development team which has led the materiality process.
- » Meetings with external consultant Company in charge of the elaboration of the 2013 Sustainability Report, in order to know the principles, systems and management approaches applied during the report elaboration.
- » Analysis of the adaptation of the 2013 Sustainability Report's contents to the GRI-G4 guideline recommendations and the review of the indicators included in the report in order to verify that they are aligned with the established protocols in GRI-G4. We also check whether the character of not applicable or not material indicators is justified.
- » Verification, through checking tests of quantitative and qualitative information according to the GRI-G4 indicators included in the 2013 report, and its adequate gathering from the data provided by Concha y Toro information sources, included in the Report.

CONCLUSIONS

- » The assurance process was based in the indicators established in the materiality process carried out by Concha y Toro. Once those indicators were identified, prioritized and validated they were included in the report. The reported and verified indicators appear in the following table:

GRI G4						
BASIC GENERAL INDICATORS						
G4-1	G4-2	G4-3	G4-4	G4-5	G4-6	G4-7
G4-8	G4-9	G4-10	G4-11	G4-12	G4-13	G4-14
G4-15	G4-16	G4-17	G4-18	G4-19	G4-20	G4-21
G4-22	G4-23	G4-24	G4-25	G4-26	G4-27	G4-28
G4-29	G4-30	G4-31	G4-32	G4-33	G4-34	G4-35
G4-36	G4-37	G4-38	G4-39	G4-40	G4-41	G4-42
G4-43	G4-44	G4-45	G4-46	G4-47	G4-48	G4-49
G4-50	G4-51	G4-52	G4-53	G4-56	G4-57	G4-58
BASIC SPECIFIC INDICATORS						
G4 – EC1	G4 – EC2	G4-EC9	G4-EN1	G4-EN2	G4-EN3	G4-EN4
G4-EN5	G4-EN6	G4-EN7	G4-EN8	G4-EN9	G4-EN10	G4-EN11
G4-EN12	G4-EN13	G4-EN14	G4-EN15	G4-EN16	G4-EN17	G4-EN18
G4-EN19	G4-EN20	G4-EN21	G4-EN22	G4-EN23	G4-EN24	G4-EN25
G4-EN26	G4-EN27	G4-EN28	G4-EN29	G4-EN31	G4-EN32	G4-EN33
G4-LA2	G4-LA5	G4-LA6	G4-LA7	G4-LA8	G4-LA9	G4-LA10
G4-LA11	G4-LA12	G4-LA13	G4-LA14	G4-LA15	G4-SO1	G4-SO2
G4-SO9	G4-SO10	G4-HR5	G4-HR6	G4-PR3	G4-PR4	G4-PR6
G4-PR7	G4-PR9					

- » On the basis of GRI-G4 procedures, nothing has come to our attention which causes us to conclude that the selected data for the year ended 31 December 2013 have not been prepared in all material respects in accordance with the GRI-G4 Reporting guidelines.

IMPROVING OPPORTUNITY REPORT

Additional to this letter, Deloitte is presenting to Concha y Toro an special report including improvement opportunities in order to reinforce management aspects, and the ability of the Company in the elaboration of future sustainability reports.

CONCHA Y TORO DIRECTION AND DELOITTE RESPONSIBILITIES

- » The preparation of the 2013 Sustainability Report as well as its content is under Concha y Toro responsibility, which is in charge of the definition, adaptation and maintenance of the management and internal control systems from which the information is obtained.

- » Our responsibility is to emit an independent report based on the applied procedures in our review.
- » This report has been prepared exclusively by Concha y Toro interest, in accordance with the terms established in the Engagement Letter.
- » We have developed our work according to the Independence norms established in the Code of Ethics of the IFAC.
- » The conclusions of the verification made by Deloitte go for the last version of the 2013 Sustainability Report received on August 25, 2014.
- » The scope of a limited security revision is essentially inferior to a reasonable audit or security revision, thus, we do not give any audit opinion about the 2013 Concha y Toro Sustainability Report.



Fernando Gaziano.
Partner
August 25, 2014

GRI Content Index

GENERAL STANDARD DISCLOSURES			
CODE	INDICATOR DESCRIPTION	PAGE / COMMENTS	EXTERNAL ASSURANCE
Strategy and Analysis			
G4-1	Statement from the most senior decision-maker of the organization.	8	✓
G4-2	Brief description of key impacts, risks, and opportunities.	8	✓
Profile Organization			
G4-3	Name of the organization.	Back cover	✓
G4-4	Primary brands, products and services.	Information available in the Financial Report. http://www.conchaytoro.com/web/wp-content/uploads/2014/04/Memoria-CyT-2013_-SVS.pdf	✓
G4-5	Location of the organization's headquarters.	Back cover, 15	✓
G4-6	Number of countries where the organization operates, and names of countries where the organization has significant operations.	15	✓
G4-7	Nature of ownership and legal form.	15	✓
G4-8	Markets served.	15	✓
G4-9	Scale of the organization.	12	✓
G4-10	Description of workforce.	53, 56	✓
G4-11	Percentage of total employees covered by collective bargaining agreements.	57	✓
G4-12	Organization's supply chain.	32, 36	✓
G4-13	Significant changes during the reporting period regarding the organization's size, structure, ownership, or its supply chain,	There have been no significant changes in the period covered by the report.	✓
G4-14	Whether and how the precautionary approach or principle is addressed by the organization.	21	✓
G4-15	List of externally developed economic, environmental and social charters, principles, or other initiatives to which the organization subscribes.	28	✓
G4-16	Membership to associations and national or international advocacy.	28	✓
Material Aspects and Boundaries			
G4-17	List of all entities included in the organization's consolidated financial statements.	Annual Report 2013, Viña Concha y Toro, pg. 69. Available at: http://www.conchaytoro.com/web/wp-content/uploads/2014/04/Memoria-CyT-2013_-SVS.pdf	✓
G4-18	Explanations of the process for defining the report content and the Aspect Boundaries	5	✓
G4-19	List of all the material aspects identified.	5	✓
G4-20	Aspect Boundary within the organization.	5	✓
G4-21	Aspect Boundary outside the organization.	5	✓
G4-22	Effect of any restatements of information provided in previous reports.	4, 53, 60, 91, 97 Reformulations are detailed and explained throughout the memory where applicable.	✓
G4-23	Significant changes from previous reporting periods in the Scope and Aspect Boundaries	4	✓

*See independent revision report, p. 119

Stakeholders Engagement			
G4-24	List of stakeholder groups engaged by the organization.	27	✓
G4-25	Basis for identification and selection of stakeholders with whom the organization engages.	26	✓
G4-26	Organization's approach to stakeholder engagement, including frequency of engagement.	26 Currently there is no record of how often they interact with its stakeholders. The company is committed to report this information in a maximum of 3 years.	✓
G4-27	Key topics and concerns that have been raised through stakeholder engagement.	5 The key issues arising from the relationship with stakeholders in the process of drafting the Sustainability Strategy, and determination of materiality of this Sustainability Report, correspond to the foci and topics covered in the Pillars throughout the Report.	✓
Report Profile			
G4-28	Reporting period.	4	✓
G4-29	Date of most recent previous report.	4	✓
G4-30	Reporting cycle.	4	✓
G4-31	Contact point for questions regarding the report or its contents.	Back cover	✓
G4-32	'In accordance' option chosen by the organization.	4	✓
G4-33	Organization's policy and current practice regarding external assurance of the report.	4, 119	✓
Governance			
G4-34	Governance structure of the organization, including committees of the highest governance body.	20	✓
G4-35	Process for delegating authority for economic, environmental and social topics from the highest governance body to senior executives and other employees.	20	✓
G4-36	Whether the organization has appointed an executive-level position or positions with responsibility for economic, environmental and social topics, and whether post holders report directly to the highest governance body.	26	✓
G4-37	Processes for consultation between stakeholders and the highest governance body on economic, environmental and social topics	26	✓
G4-38	Composition of the highest governance body and its committees.	20	✓
G4-39	Whether the Chair of the highest governance body is also an executive officer.	20	✓
G4-40	Nomination and selection processes for the highest governance body and its committees.	20 Personal characteristics and merits of the directors are described on the website http://www.conchaytoro.com/web/la-compania/directorio/?lang=es Specific representatives of the stakeholders are not included in the Board of Directors.	✓
G4-41	Processes for the highest governance body to ensure conflicts of interest are avoided and managed.	23	✓
G4-42	Highest governance body's and senior executives' roles in the development, approval, and updating of the organization's purpose, value or mission statements, strategies, policies, and goals related to economic, environmental and social impacts.	Any definition, update and approval of purpose, vision, values, strategy and policy is subject to the approval of the Board of Directors.	✓

G4-43	Measures taken to develop and enhance the highest governance body's collective knowledge of economic, environmental and social topics.	Through the General Manager, the Sustainability Committee informs the Board of Directors on matters regarding the company's sustainability management.	✓
G4-44	Processes for evaluation of the highest governance body's performance with respect to governance of economic, environmental and social topics and actions taken in response to evaluation.	During 2013 it was established that the Board of Director would undergo an annual self-evaluation.	✓
G4-45	Highest governance body's role in the identification and management of economic, environmental and social impacts, risks, and opportunities and whether stakeholder consultation is used to support the highest governance body's identification and management of economic, environmental and social impacts, risks, and opportunities.	21 During 2013 the Board of Directors did not consulted with stakeholders to determine risks.	✓
G4-46	Highest governance body's role in reviewing the effectiveness of the organization's risk management processes for economic, environmental and social topics.	20	✓
G4-47	Frequency of the highest governance body's review of economic, environmental and social impacts, risks, and opportunities.	The Board of Directors discusses these issues in regular and extraordinary sessions	✓
G4-48	Highest committee or position that formally reviews and approves the organization's sustainability report and ensures that all material Aspects are covered..	The Sustainability Committee and the Chairman validate the Sustainability Report.	✓
G4-49	Process for communicating critical concerns to the highest governance body.	Through the General Manager, the Sustainability Committee informs the Board of Directors on matters regarding the company's sustainability management.	✓
G4-50	Nature and total number of critical concerns that were communicated to the highest governance body and the mechanism(s) used to address and resolve them.	Annual Report 2013, Annual Management and Essential Facts Report, pg. 57 and 59. Available at: http://www.conchaytoro.com/web/wp-content/uploads/2014/04/Memoria-CyT-2013_-SVS.pdf	✓
G4-51	Remuneration policies for the highest governance body and senior executives. Performance criteria in the remuneration policy.	22	✓
G4-52	Process for determining remuneration and whether remuneration consultants are involved in determining remuneration and whether they are independent of management.	22	✓
G4-53	How stakeholders' views are sought and taken into account regarding remuneration.	22	✓
G4-54	Ratio of the annual total compensation for the organization's highest-paid individual in each country of significant operations to the median annual total compensation for all employees	The Company has decided this is confidential information.	Not verified
G4-55	Ratio of percentage increase in annual total compensation for the organization's highest-paid individual in each country of significant operations to the median percentage increase in annual total compensation for all employees.	The Company has decided this is confidential information.	Not verified
Ethics and Integrity			
G4-56	Organization's values, principles, standards and norms of behavior such as codes of conduct and codes of ethics.	23, 25 For more information visit: http://www.conchaytoro.com/web/la-compania/?lang=es	✓
G4-57	Internal and external mechanisms for seeking advice on ethical and lawful behavior,	23	✓
G4-58	Internal and external mechanisms for reporting concerns about unethical or unlawful behavior.	23	✓

SPECIFIC STANDARD DISCLOSURES

CODE	INDICATOR DESCRIPTION	PAGE / COMMENTS	EXTERNAL ASSURANCE
Management and Evaluation of Suppliers and Contractors			
Management Approach		35	✓
G4-EC9	Proportion of spending on local suppliers at significant locations of operation.	36	✓
G4-LA14	Percentage of new suppliers that were screened using labor practices criteria.	40	✓
G4-LA15	Significant actual and potential negative impacts for labor practices in the supply chain and actions taken.	40	✓
G4-EN32	Percentage of new suppliers that were screened using environmental criteria.	40	✓
G4-EN33	Significant actual and potential negative environmental impacts in the supply chain and actions taken.	40, 88	✓
G4-SO9	Percentage of new suppliers that were screened using criteria for impacts on society.	40	✓
G4-SO10	Significant actual and potential negative impacts on society in the supply chain and actions taken.	40	✓
Actions Against Child and Forced Labor in the Supply Chain			
Management Approach		35	✓
G4-HR5	Operations and suppliers identified as having significant risk for incidents of child labor, and measures taken to contribute to the effective abolition of child labor.	35, 40	✓
G4-HR6	Operations and suppliers identified as having significant risk for incidents of forced or compulsory labor, and measures to contribute to the elimination of all forms of forced or compulsory labor.	35, 40	✓
Supplies			
Management Approach		36	✓
G4-EN1	Total weight or volume of materials.	37, 38	✓
Containers and Packaging Materials			
Management Approach		39	✓
G4-EN2	Percentage of recycled materials used to manufacture the organization's primary products and services.	39	✓
G4-EN27	Extent to which environmental impacts of products and services have been mitigated during the reporting period.	39	✓
G4-EN28	Percentage of reclaimed products and their packaging materials.	39	✓
Innovation			
Management Approach		44	✓
Own	Description of the main innovation initiatives.	44	✓
Quality Management			
Management Approach		45	✓
Own	Description of the quality policy and certificates.	45	✓

*See independent revision report, p. 119

G4-PR9	Monetary value of significant fines for non-compliance with laws and regulations concerning the provision and use of products and services.	During the period, there were no fines for violating regulations and legislation relating to the provision and use of products	✓
Responsible Marketing			
Management Approach		45	✓
G4-PR6	Sale of banned or disputed products.	45	✓
G4-PR7	Total number of incidents of non-compliance with regulations and voluntary codes concerning marketing communications.	45	✓
Labeling and Information to Consumers			
Management Approach		45	✓
G4-PR3	Type of product and service information required by the organization's procedures for product and service information and labeling, and percentage of significant product and service categories subject to such information requirements.	46	✓
G4-PR4	Total number of incidents of non-compliance with regulations and voluntary codes concerning product and service information and labeling, by type of outcomes.	45	✓
Promotion of Responsible Drinking			
Management Approach		45	✓
Own	Initiatives to support responsible drinking.	No responsible drinking campaigns were developed directly by Concha y Toro. However, these initiatives are supported through Aprocor.	✓
Responsible and Sustainable Products			
Management Approach		45	✓
Own	Sustainable Products: Palo Alto and Sunrise	46	✓
Customer Satisfaction			
Management Approach		50	✓
G4-PR5	Results of surveys measuring customer satisfaction.	The Company has decided the results of the customer satisfaction surveys are confidential information.	Not verified
Clients Ethical Audits to Concha y Toro			
Management Approach		51	✓
Own	Description of key customer requirements and ethical audits.	51	✓
Workforce, Local Employment and Temporary Workers			
Management Approach		53, 56	✓
G4-LA12	Composition of governance bodies and breakdown of employees per employee category according to gender, age group, minority group membership, and other indicators of diversity	53	✓
Unionization and Strike 2013			
Management Approach		57	✓
Own	Strike 2013	58	✓
Remunerations and Bonuses			
Management Approach		58	✓
G4-LA13	Ratio of basic salary and remuneration of women to men by employee category, by significant locations of operation	58	✓

Training and Knowledge Center			
Management Approach		59	✓
G4-LA9	Average hours of training per year per employee by gender, and by employee category	60	✓
G4-LA10	Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings	59	✓
Career Development and Performance Evaluation			
Management Approach		61	✓
G4-LA11	Percentage of employees receiving regular performance and career development evaluations.	61	✓
Work Environment			
Management Approach		61	✓
Own	Work environment evaluation.	62	✓
Work-Family Conciliation, Respect for Working Hours, and Overtime			
Management Approach		61	✓
Own	Wellbeing programs.	62 In relation to working hours and overtime the company complies with the provisions of current legislation.	✓
Benefits for Employees			
Management Approach		62	✓
G4-LA2	Benefits provided to full-time employees.	62	✓
Occupational Health and Safety, and Workplace Conditions			
Management Approach		63	✓
G4-LA5	Percentage of total workforce represented in formal joint management-worker health and safety committees.	63 The percentage of employees represented in the joint committees is not available for 2013. The company is committed to report this information in 2014.	✓
G4-LA6	Type of injury and rates of injury, occupational diseases, lost days, and absenteeism, and total number of work-related fatalities, by region and by gender.	63	✓
G4-LA7	Workers with high incidence or high risk of diseases related to their occupation.	64	✓
G4-LA8	Health and safety topics covered in formal agreements with trade unions.	No special initiatives related to health and safety stand out in agreements with unions	✓
Community Management			
Management Approach		67	✓
G4-SO1	Percentage of operations with implemented local community engagement, impact assessments, and development programs.	The company is working in community management and relationship mechanisms. To date there are no statistics.	✓
G4-SO2	Operations with significant actual and potential negative impacts on local communities.	There were no known significant negative impacts on communities.	✓
Energy Consumption and Efficiency			
Management Approach		71	✓
G4-EN3	Energy consumption within the organization.	72	✓
G4-EN4	Energy consumption outside of the organization.	73	✓

G4-EN5	Energy intensity.	73	✓
G4-EN6	Reduction of energy consumption.	73	✓
G4-EN7	Reductions in energy requirements of products and services.	Not applicable	✓
Water Consumption and Efficiency			
Management Approach		74	✓
G4-EN8	Total water withdrawal by source.	74	✓
G4-EN9	Water sources significantly affected by withdrawal of water.	74	✓
G4-EN10	Percentage and total volume of water recycled and reused.	Water is not recycled.	✓
Biodiversity			
Management Approach		76	✓
G4-EN11	Operational sites owned, leased, managed in, or adjacent to, protected areas and areas of high biodiversity value outside protected areas.	76	✓
G4-EN12	Description of significant impacts of activities, products, and services on biodiversity in protected areas and areas of high biodiversity value outside protected areas.	77	✓
G4-EN13	Habitats protected or restored.	76	✓
G4-EN14	Total number of IUCN red list species and national conservation list species with habitats in areas affected by operations, by level of extinction risk.	78	✓
Management of Agricultural Soils			
Management Approach		79	✓
Pesticides and Fertilizers			
Management Approach		79	✓
G4-EN1	Materials used by weight or volume.	37	✓
Impact of Climate Change on the Business			
Management Approach		80	✓
G4-EC2	Financial implications and other risks and opportunities for the organization's activities due to climate change.	80	✓
Own	National forest and climate change strategy.	82	✓
Carbon Footprint and Carbon Stock Project			
Management Approach		84	✓
G4-EN15	Direct greenhouse gas (GHG) emissions (Scope 1)	86	✓
G4-EN16	Energy indirect greenhouse gas (GHG) emissions (Scope 2)	88	✓
G4-EN17	Other indirect greenhouse gas (GHG) emissions (Scope 3)	88	✓
G4-EN18	Greenhouse gas (GHG) emissions intensity	84	✓
G4-EN19	Reduction of greenhouse gas (GHG) emissions	89	✓
G4-EN20	Emissions of ozone-depleting substances (ODS)	90	✓
G4-EN21	NOx, SOx and other significant air emissions.	90	✓
Waste from the Production Process			
Management Approach		91	✓
G4-EN22	Total water discharge by quality and destination.	92	✓
G4-EN23	Total weight of waste by type and disposal method.	91	✓

G4-EN24	Total number and volume of significant spills.	There were no significant spills in the period. Not applicable. The company does not carry this type of waste	✓
G4-EN25	Weight of transported, imported, exported, or treated waste deemed hazardous under the terms of the Basel Convention 2.	Not applicable. The company does not transport this type of waste.	✓
G4-EN26	Identity, size, protected status, and biodiversity value of water bodies and related habitats significantly affected by the organization's discharges of water and runoff.	92	✓
G4-EN31	Total environmental protection expenditures and investments by type.	93	✓
Environmental Fines			
Management Approach		94	✓
Own	Environmental Certifications	94	✓
G4-EN29	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with environmental laws and regulations.	During the period, there were no significant fines or sanctions for noncompliance with environmental laws and regulations.	✓
Generated and Distributed Economic Value			
Management Approach		96	✓
G4-EC1	Generated and distributed direct economic value	96	✓



Feedback Questionnaire

1. WHAT STAKEHOLDER GROUP OF CONCHA Y TORO DO YOU BELONG TO?

- Employee
- Client
- Supplier
- Community
- Shareholder or investor
- Association or Union
- Regulatory Governmental Authority
- Other: Specify

2. GRADE FROM 1 TO 5 THE FOLLOWING CHAPTERS IN THE SUSTAINABILITY REPORT WHERE 1: NOT IMPORTANT AND 5: VERY IMPORTANT.

- Message from the Chairman ① ② ③ ④ ⑤
- Viña Concha y Toro ① ② ③ ④ ⑤
- Sustainability Management ① ② ③ ④ ⑤
- Sustainability in Subsidiaries ① ② ③ ④ ⑤
- Annexes ① ② ③ ④ ⑤

3. GRADE CONCHA Y TORO'S SUSTAINABILITY REPORT BY THE FOLLOWING FEATURES WHERE 1: VERY BAD AND 5: VERY GOOD.

- Extension or quality of the information ① ② ③ ④ ⑤
- Usefulness of the information, meets expectations ① ② ③ ④ ⑤
- Design and layout ① ② ③ ④ ⑤
- Organization and distribution of data ① ② ③ ④ ⑤
- Clear, organized and easy to understand information ① ② ③ ④ ⑤
- Credibility and reliability of the information ① ② ③ ④ ⑤

4. WOULD YOU LIKE TO MAKE A COMMENT OR SUGGESTION ABOUT THIS REPORT OR FOR THE NEXT REPORT:

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Design:

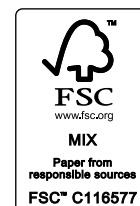
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CONCHA Y TORO

