



VIÑA CONCHA Y TORO

SUSTAINABILITY REPORT 2017

102-1 102-3

Viña Concha y Toro S.A.

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102-53

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VIÑA CONCHA Y TORO

SUSTAINABILITY REPORT 2017



Index

- 01 Overview: Highlights and Figures
- 02 Letter from the Chairman
- 03 About this Report
- 04 Company Profile
- 05 Environment
- 06 Supply Chain
- 07 Product
- 08 Customers
- 09 People
- 10 Society
- 11 External Assurance Report
- 12 GRI Index

Overview: Highlights and Figures

102-7

Consolidated
Sales
\$643,785
million

3,169
employees
worldwide

305
thousand tCO₂e
Carbon Footprint
in Chile

Investment in
innovation
M\$2,512,877

24 ethical
audits under the
BSCI standard
in wine cellars,
plants and
vineyards

Carbon footprint certification through Carbon Trust

Bodega Trivento N°1 winery in Europe Global Data

Almaviva 100 pts Top 100 Wine of 2017 James Suckling

Viña Concha y Toro ESG Leader 2017 by British magazine the European

Concha y Toro: #2 Most Admired Wine Brand The Drink Business

Viña Concha y Toro Top #10 Beverages Category Dow Jones Sustainability™ Index

Fetzer Vineyards First "Zero Waste to Landfill" wine company in the world

Fetzer Vineyards Momentum For Change United Nations Secretariat for Climate Change

Fetzer Vineyards First winery in California to operate **100% with renewable energy**

Viña Cono Sur Energy Efficiency Seal Gold Category Ministry of Energy

Viña Cono Sur Chilean Producer of the Year Wine & Spirits Competition

Viña Palo Alto First place in the "Great sustainable launch of the year" category" Green Awards 2017 The Green Business

Letter from the Chairman

102-14 102-15



Through our portfolio, we continue to offer products of excellence that provide the best experience for consumers, always with the highest quality standards, within a culture of innovation, and reinforcing responsible drinking.

Dear all:

On behalf of Viña Concha y Toro, I am pleased to present our sixth Sustainability Report, which accounts for the company's performance on social, environmental and governance aspects. This document, prepared according to the GRI standards, incorporates for the first time the company's three productive origins: Chile, Argentina and the United States.

The contents included in this report are the result of the analysis and review of Viña Concha y Toro's Sustainability Strategy, with the firm intention of continuing to be benchmark on Sustainable Development, establishing an additional channel of communication and transparency for all stakeholders.

The progress made in sustainability has been widely recognized during 2017. For third consecutive year we were selected to be member of the Dow Jones Sustainability Index Chile, and we also joined the newly launched DJSI MILA Pacific Alliance. Additionally, we came in first place in the Corporate Sustainability Index (ISC) of Capital magazine for our leadership in balancing economic, social and environmental aspects. In matters of corporate governance, Eduardo Guilisasti was chosen "General Manager of Leading Company in Sustainability" by ALAS20. These recognitions motivate us to continue on this path, understanding sustainability as a key strategic element in our management.

Regarding the environment, during the year we reaffirmed our commitment to fight the advance of climate change. Our subsidiary in the United States, Fetzer Vineyards, is the first wine company in the world to obtain the Zero Waste to Landfill seal and the first in California to operate entirely with renewable energy, pioneering initiatives in the industry that seek to reduce greenhouse gases. In Chile, Viña Cono Sur obtained the Gold Seal on Energy Efficiency awarded by the Ministry of Energy. Additionally, and recognizing the potential of our country for the generation of clean energy, we signed agreements for the construction of 10 photovoltaic plants in the company's different estates. And we also certified our Carbon Footprint with Trust® Coal, which in the future will allow us to have "eco-labels" that will help us share this information with our consumers.

Through our portfolio, we continue to offer products of excellence that provide the best experience for consumers, always with the highest quality standards, within a culture of innovation, and reinforcing responsible drinking. That is why during 2017 we implemented the Enjoy Wine, Take Responsibility campaign, to promote the health benefits of moderate alcohol consumption.



With the conviction that the best way to strengthen our relationship with customers is through optimization and transparency, Viña Concha y Toro's Research and Innovation Center (CII) is generating applied research to enhance the technological development of our processes. On the other hand, we were subject to 24 ethical audits that allowed us to convey objective guarantees about social and labor requirements at all stages of the production process.

The relationship with our employees has always been a key factor in our success, so we focus on career development and talent management, as well as training and occupational health and safety. The above also aims at having a structure that allows us to respond to new challenges, renewing our strengths to continue positioning the company as one of the most admired and outstanding in the global wine industry.

Regarding our business partners, we identified key suppliers in order to learn more about their social and environmental practices with the aim of generating tools that allow us to support and improve gaps in these matters. In the same way, we also support our external service contractors through audits on compliance with the Corporate Ethics Standard.

In terms of local development, this past year we moved forward on two fronts: On the one hand, we renewed the Productive Alliances program with INDAP, which seeks to advise small grape suppliers and provide them with better competitiveness tools within the industry. On the other hand, we developed and carried out various cultural, sports and educational programs to strengthen our relationship with the communities surrounding the company's facilities.

I invite you to read this report, hoping that you will find information of your interest about our vision of sustainability, and learn more about how we support the fulfillment of the Sustainable Development Goals of the United Nations and the Global Compact Principles.

Alfonso Larraín Santa María
Chairman of Viña Concha y Toro

About this Report

6th SUSTAINABILITY REPORT

on the company's Economic, Environmental and Social performance

GRI

The report has been prepared in accordance with the new GRI reporting standard, in its comprehensive option, and responding to the Communication of Progress (COP) on the integration of the principles of the Global Compact

REPORT VERIFIED

by an independent third party

1st Report

includes the company's three productive origins (Chile, Argentina and the United States)



About this Report

102-48 102-49 102-50 102-51 102-52 102-54 102-55 102-56

Since 2012, Viña Concha y Toro shares the results of its economic, social and environmental performance with stakeholders through its Sustainability Report. The information included in this report corresponds to the period between January 1 and December 31, 2017, covering the company's production operations in Chile, Argentina and the United States.

In addition, this document shows how Viña Concha y Toro contributes to achieving the Sustainable Development Goals of the United Nations, presenting the first “Progress towards Sustainable Development Goals Report”.

DEFINITION OF CONTENT INCLUDED IN THE REPORT

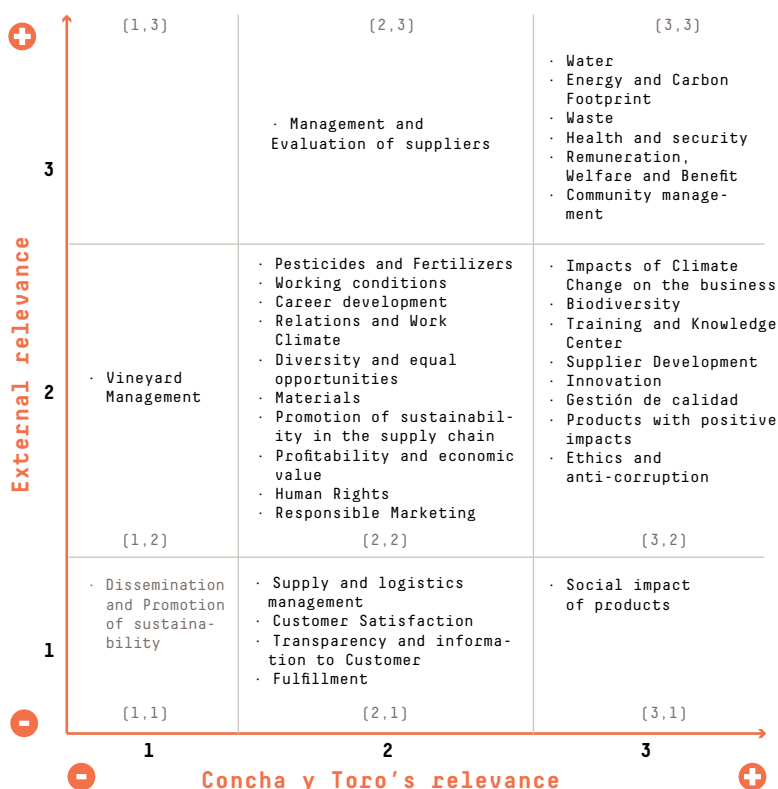
102-46 102-47 103-1 102-32






To determine the relevant issues covered by this report, the company conducted an exhaustive materiality analysis through an internal and external evaluation. The first one considered the update of the company's Sustainability Strategy carried out by the top executives, as well as a prioritization of contents done at a workshop that brought together 31 employees in charge of managing the main topics of each strategic pillar; interviews with subsidiaries' representatives, and a review of internal documents.

The external evaluation was based on an online survey, answered by 106 people, including employees, suppliers and other stakeholders, a review of the sustainability context in the industry, and a benchmark of good reporting practices.

Also, this report considered the recommendations arising from the process of external verification of the 2016 report, resulting in the following prioritization and definition of material aspects.

MATERIALITY MATRIX



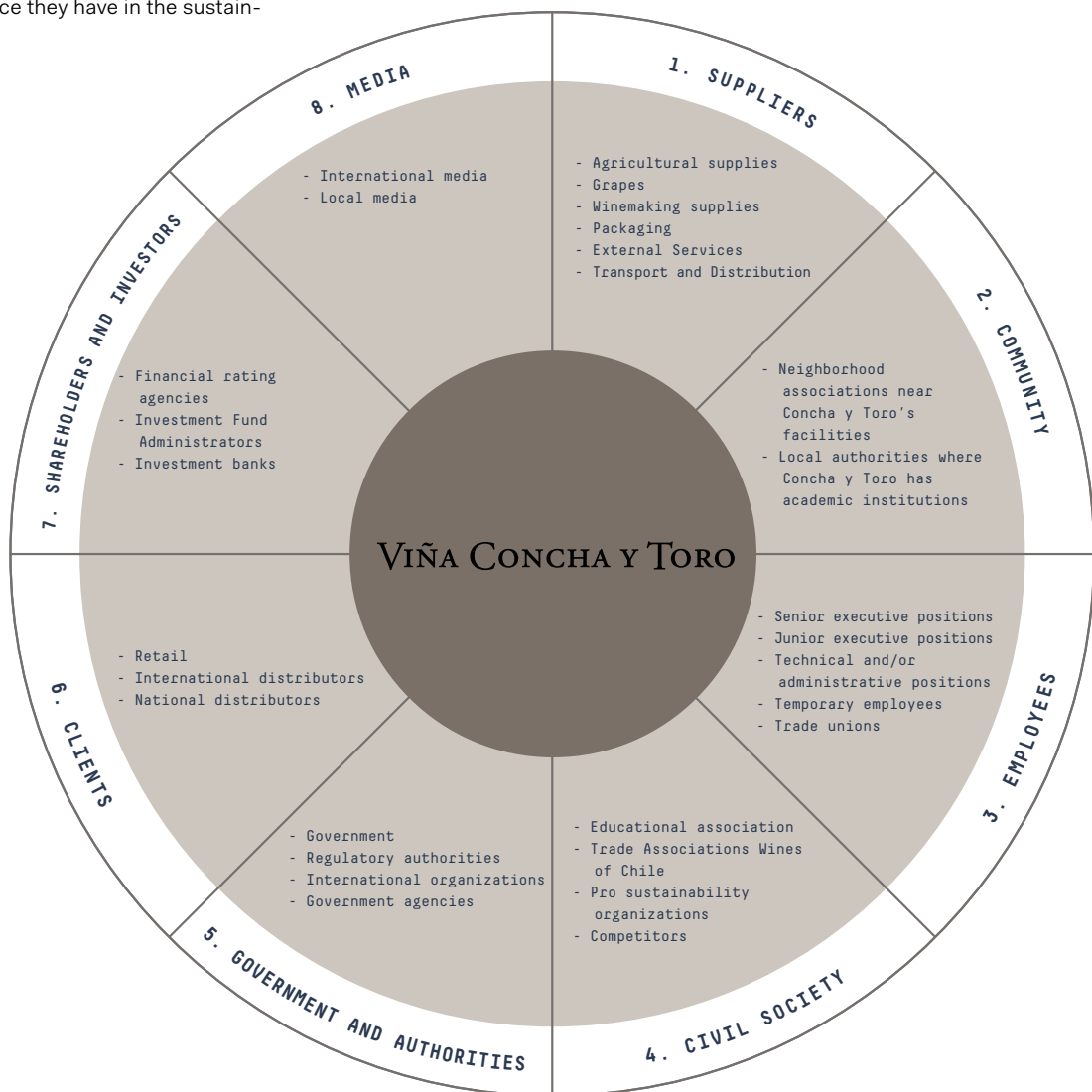
SUBJECT A	GRI ASPECT B	SCOPE C
Corporate Governance	<ul style="list-style-type: none"> • Profitability and economic value generated and distributed • Ethics and anti-corruption • Compliance (ex regulatory compliance) • Human Rights (Child and forced labor, freedom of association) 	<ul style="list-style-type: none"> • Economic Performance • Anti-corruption • Forced or Compulsory Labor • Indigenous Rights • Human Rights Assessment <p>Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro, suppliers and contractors</p>
Environment 	<ul style="list-style-type: none"> • Water • Energy and Carbon Footprint • Waste Management • Vineyards Management • Impact of Climate Change on the Business • Pesticides and Fertilizers • Biodiversity 	<ul style="list-style-type: none"> • Water • Energy • Emissions • Effluents and Waste • Own CyT • Own CyT • Materials • Biodiversity <p>Viña Concha y Toro Viña Concha y Toro and suppliers Viña Concha y Toro, suppliers and customers Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro</p>
Supply Chain 	<ul style="list-style-type: none"> • Suppliers Management and Evaluation (social and environmental) • Supplier Development • Materials (ex containers and packaging materials - life cycle approach) • Promoting sustainability in the supply chain • Management of supplies and logistics 	<ul style="list-style-type: none"> • Supplier Environmental Assessment • Local Communities • Supplier Environmental Assessment • Materials • Supplier Environmental Assessment • Materials <p>Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro and suppliers Viña Concha y Toro, suppliers and contractors Viña Concha y Toro</p>
Product 	<ul style="list-style-type: none"> • Innovation • Quality Management • Products with Positive Impact • Responsible Marketing • Social impact of the products (Responsible Consumption) 	<ul style="list-style-type: none"> • Own CyT • Customers Health and Safety • Own CyT • Marketing and Labeling • Marketing and Labeling <p>Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro and customers</p>
Customers 	<ul style="list-style-type: none"> • Customer Satisfaction • Transparency and customer information 	<ul style="list-style-type: none"> • Participation of stakeholders • Own CyT <p>Viña Concha y Toro Viña Concha y Toro</p>
People 	<ul style="list-style-type: none"> • Working conditions (employees and temporary workers) • Health and Safety • Career Development • Training and Knowledge Center • Relations and Working Environment • Remuneration, wellbeing and benefits • Diversity and equal opportunities 	<ul style="list-style-type: none"> • Own CyT • Occupational Health and Safety • Training and Education • Training and Education • Labor/Management Relations • Employment • Diversity and Equal Opportunity <p>Viña Concha y Toro Viña Concha y Toro, contractors Viña Concha y Toro Viña Concha y Toro, communities Viña Concha y Toro Viña Concha y Toro Viña Concha y Toro</p>
Society 	<ul style="list-style-type: none"> • Community management: support for local development or "generation of positive impacts" 	<ul style="list-style-type: none"> • Local Communities <p>Viña Concha y Toro</p>

Stakeholders

102-40 102-42 102-43 102-44

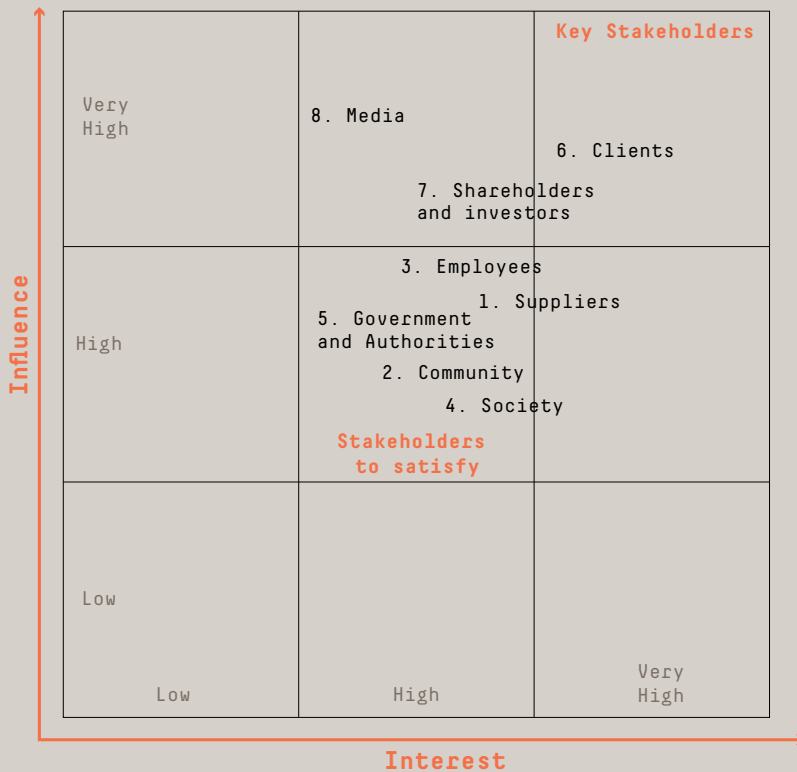
In 2017, Viña Concha y Toro underwent a process to update and prioritize its stakeholders, aiming to optimize the relationship method, according to the interests and needs of the company and each group.

As a result, eight categories of stakeholders were defined, broken down into 32 subgroups. These categories were prioritized according to the stakeholder's degree of influence and interest in the organization, and were classified as external and internal, according to the type of relationship they have with the company. This way, clients were identified as a key stakeholder for Concha y Toro, which is reflected in the place they have in the sustainability strategy.





STAKEHOLDERS MAPPING MATRIX



The matrix hierarchically organizes the different stakeholders that the company has defined as key.

INTERNAL STAKEHOLDERS

GROUP	COMMUNICATION MECHANISMS	KEY TOPICS	ACTIVITIES 2017
Employees	<ul style="list-style-type: none"> Internal magazine "Nuestra Viña" Sustainability Report Breakfasts with employees 	<ul style="list-style-type: none"> Environmental performance Career development and training Health and safety Working environment and labor relations Wages and benefits 	<ul style="list-style-type: none"> Publication of 3 internal magazines "Nuestra Viña" Delivery of Sustainability Report to all employees Annual Health and Safety Program Preparation of Working Climate Survey 2018 Communication of benefits through informative talks, email and bulletin boards
Shareholders and Investors	<ul style="list-style-type: none"> Annual Report Ongoing financial information in the corporate website 20-F Form 	<ul style="list-style-type: none"> Profitability Ethics and Anticorruption Regulatory Compliance Product Quality Management 	<ul style="list-style-type: none"> Digital delivery of the Annual Report to all investors, directors and executives Delivery of form 20-F to the SEC

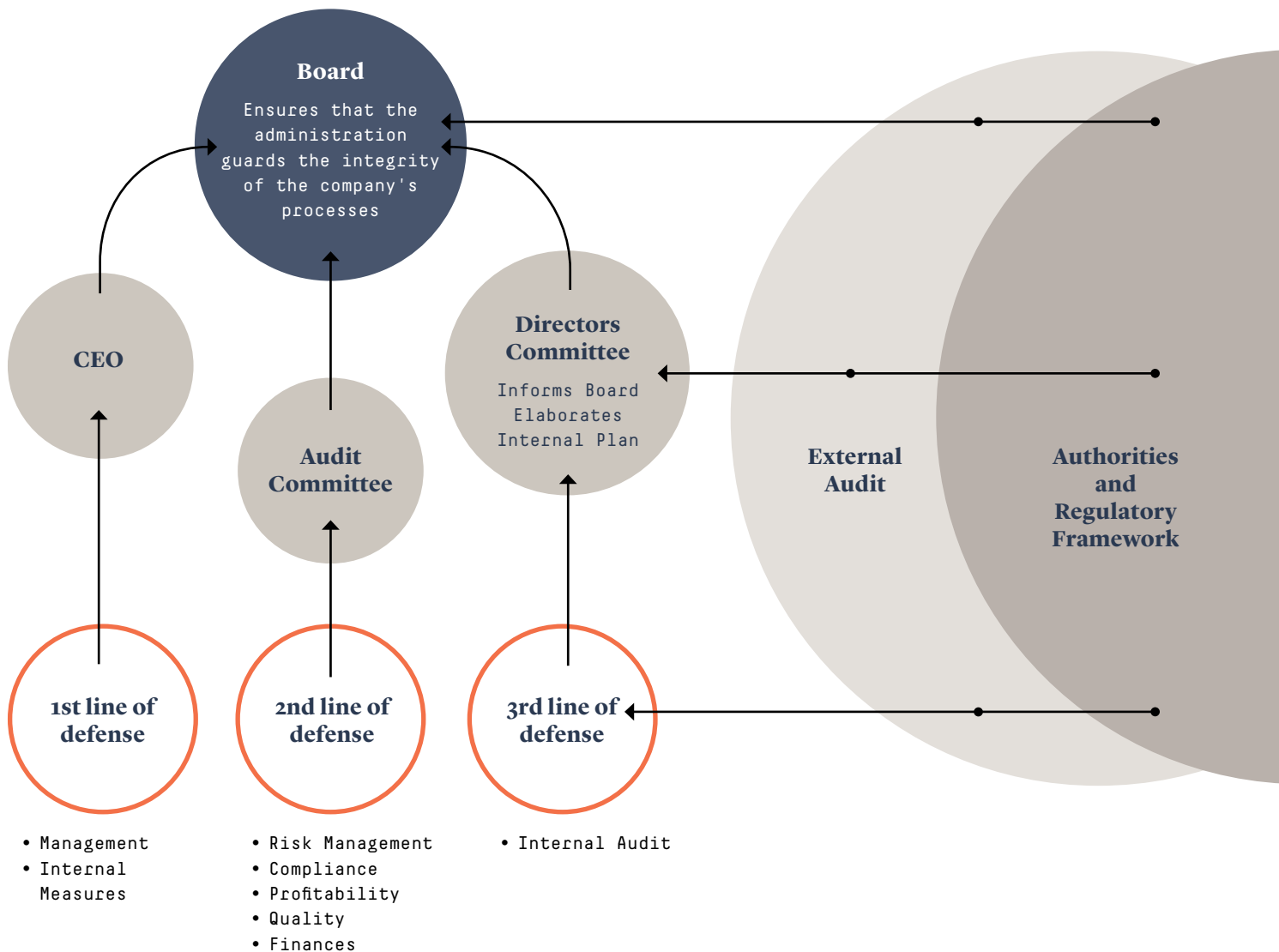
EXTERNAL STAKEHOLDERS

GROUP	COMMUNICATION MECHANISMS	KEY TOPICS	ACTIVITIES 2017
Suppliers	<ul style="list-style-type: none"> Sustainability Report Technical advice area, grape growers Suppliers, Sustainability and Carbon Footprint Program Grape Growers Platform 	<ul style="list-style-type: none"> Supplies and waste Energy and carbon footprint Working environment and labor relations Product quality Suppliers management and evaluation Health and Safety 	<ul style="list-style-type: none"> Workshops Talks Meetings Digital and physical dissemination of the Report to key suppliers BSCI audit to grape growers Self-assessment of Sustainability Ethics
Communities	<ul style="list-style-type: none"> Sustainability Report Community Relations Delegate (local) 	<ul style="list-style-type: none"> Participation in cultural activities Contribution to local development Protection of the environment Community relations 	<ul style="list-style-type: none"> Publication of the Report in the corporate website 35 applications received by the Community Delegates; 57% were approved
Society	<ul style="list-style-type: none"> Sustainability Report Meetings Participation in working groups 	<ul style="list-style-type: none"> Industry sustainability 	<ul style="list-style-type: none"> Dissemination of the Report through the corporate website Working with CENEM on recycling Working with APROCOR on responsible alcohol consumption Campaign
Government and Authorities	<ul style="list-style-type: none"> Participation in union activities Annual Report Sustainability Report Participation in CONAF's National Carbon Management Program APL 	<ul style="list-style-type: none"> Environmental performance Regulatory compliance Training Use of pesticides and fertilizers Working conditions and labor relations 	<ul style="list-style-type: none"> Working with the Agency for Sustainability and Climate Change regarding "Voluntary Agreement for the Management of the Maipo - Clarillo Basin" and participation on the Zero Waste to Landfill pilot Delivery of the Annual Report to the SVS Publication of the Report on the corporate website Participation in the <i>Huella Chile</i> program CONAF: Definition of protected native forest areas in some estates
Clients	<ul style="list-style-type: none"> Mailing Concha y Toro Focus On magazine Corporate website Customer satisfaction survey Social media sites and platforms Sustainability Report 	<ul style="list-style-type: none"> Sustainable products Working conditions Health and Safety Promotion of responsible drinking Product quality management Responsibility in the supply chain 	<ul style="list-style-type: none"> 12 Concha y Toro newsletters Product communication Two editions of Focus On Magazine IPSOS Customer Satisfaction Survey Active participation in social networks like Instagram, Twitter and Facebook Dissemination of the Sustainability Report through the corporate website
Media	<ul style="list-style-type: none"> Annual Report Sustainability Report 	<ul style="list-style-type: none"> New products Sustainability-related activities Awards 	<ul style="list-style-type: none"> Press conferences with different media Press releases with written, television and digital media

COMPREHENSIVE RISK MANAGEMENT SYSTEM

The methodology consists of three separate groups, as defensive lines, for proper risk management and control. The groups are:

- **1st line:** Operational management
- **2nd line:** Risk, control and compliance functions
- **3rd line:** Internal audit



Viña Concha y Toro

COMPANY PROFILE

102-1 102-2 102-3 102-5 102-6

3
productive
origins

CHILE

10 Valleys
15 Winemaking Cellars

55 Vineyards
4 Bottling Plants

9,722
Hectares planted

ARGENTINA

3 Valleys
2 Winemaking Cellars

9 Vineyards
1 Bottling Plant

1,140
Hectares planted

USA

2 Valleys
1 Winemaking Cellar

14 Vineyards
1 Bottling Plant

462
Hectares planted

MAIN MARKETS FOR CHILEAN WINE 2017

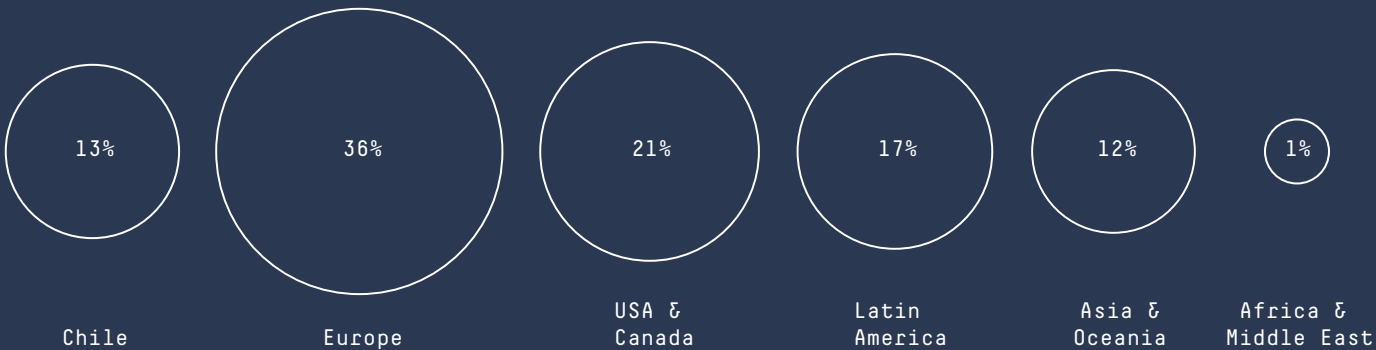
COUNTRY	RANKING
China	#1
United States	#1
Japan	#1
Brazil	#1
United Kingdom	#1
Netherlands	#1
Canada	#1
Ireland	#2
South Korea	#1
Mexico	#1
Germany	#1

140
countries of
destination

14
distribution
subsidiaries



SALES PER REGION
% total sales in value



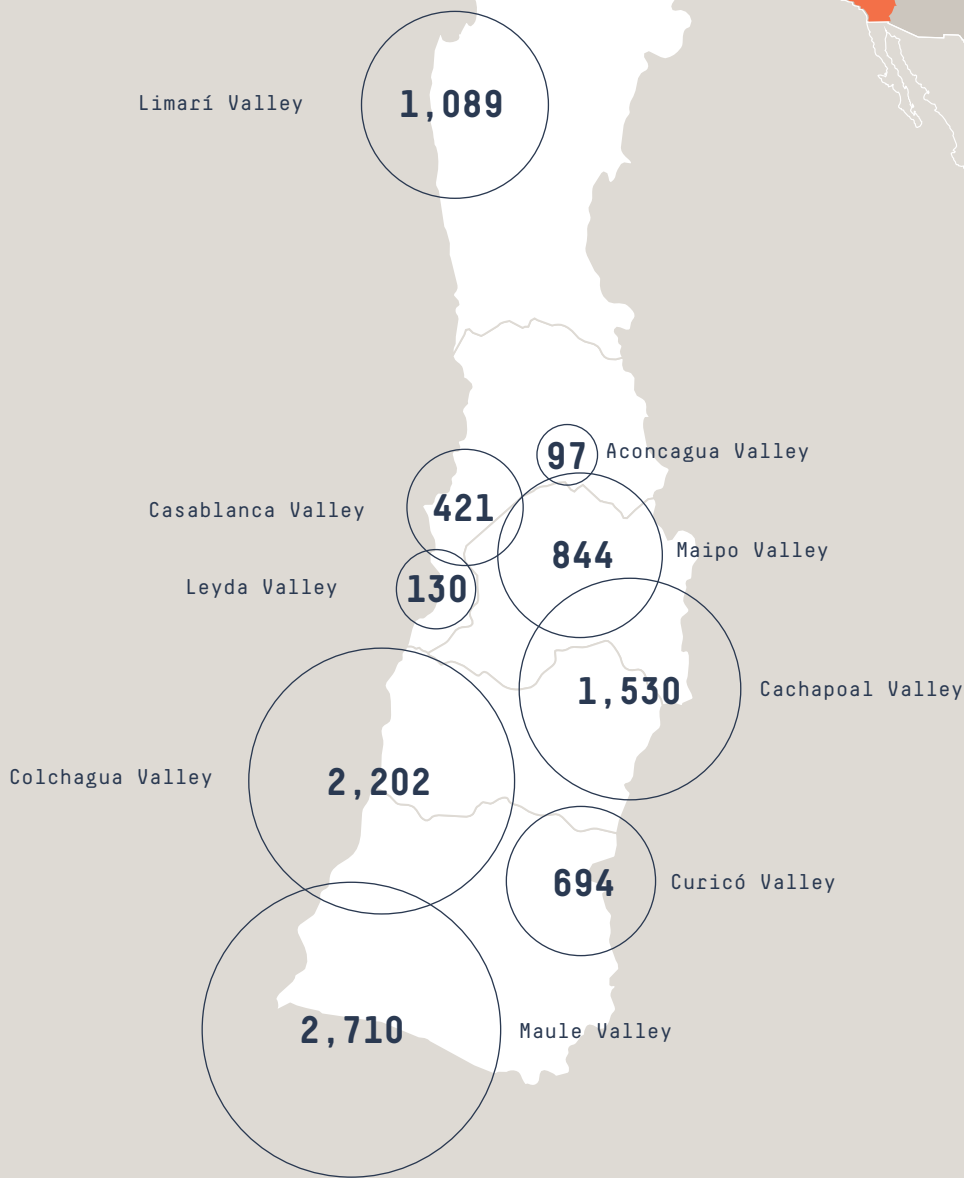
Viña Concha y Toro is a leading wine company worldwide, and the main producer and distributor of wines in Latin America. With an extensive wine portfolio, it is recognized for its quality and internationally renowned brands such as Casillero del Diablo, ultra premium Terrunyo and Marqués de Casa Concha, and icon brands Don Melchor and Carmín de Peumo.

The company is headquartered in Santiago, Chile, and has production operations in three countries. In Chile, it operates Viñas Concha y Toro, Cono Sur, Quinta de Maipo and Almaviva. In Argentina, its operations are managed by the subsidiary Bodega Trivento, and in the United States, it operates through the subsidiary Fetzer Vineyards. In addition, there are 14 distribution subsidiaries in North America, South America, Africa, Asia and Europe.

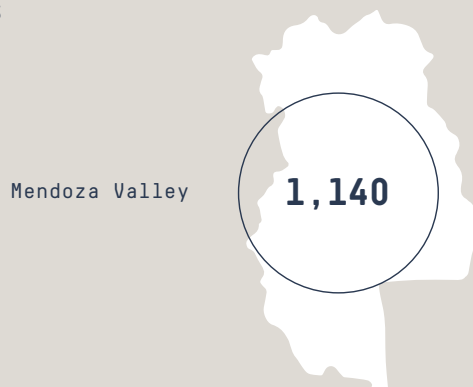
Viña Concha y Toro is incorporated as a public limited company, listed on the Santiago de Chile and New York stock exchanges.



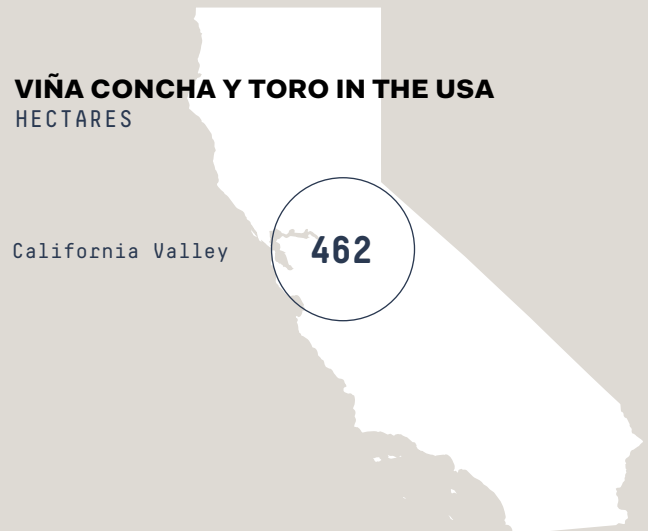
VIÑA CONCHA Y TORO IN CHILE HECTARES



VIÑA CONCHA Y TORO IN ARGENTINA HECTARES



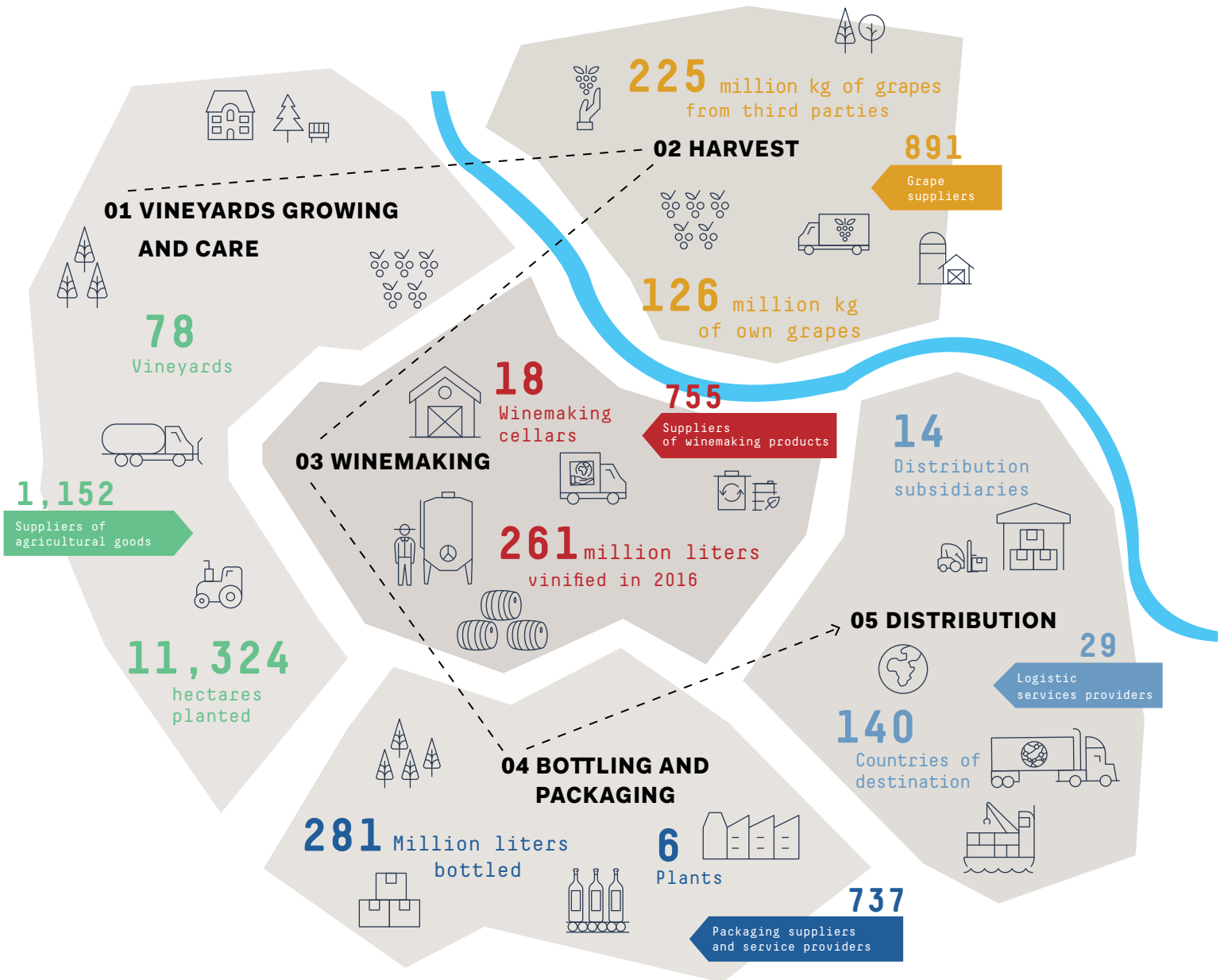
VIÑA CONCHA Y TORO IN THE USA HECTARES



Stages of production

Viña Concha y Toro is committed to maintaining its leadership in the wine industry along with the sustainability of its operations.

SUSTAINABILITY FROM THE VINEYARD TO THE GLASS HOLDING CONCHA Y TORO



01

VINEYARDS GROWING AND CARE

The production cycle begins with the beginning of the agricultural year. Taking care of the vineyards is essential for the preservation of their natural resources.

02

HARVEST

The process of collecting, selecting and arranging the grapes, according to the type wine, in different containers to then move them to the wells of the wine cellars.

03

WINEMAKING

Process of grinding the grapes, extracting the juice and fermenting it in a controlled manner to obtain the proposed oenological objectives and optimal results.

04

BOTTLING AND PACKAGING

Process of safely bottling the wine in the different formats offered by the company.

05

DISTRIBUTION

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

OPERATIONS IN CHILE

55 vineyards.
9,722 hectares planted.

107 (mill kilos) own grapes.
194 (mill kilos) purchased grapes.

15 winemaking cellars.
226.4 Mill Lt.

4 plants.
240.2 Mill Lt Bottled.

TRIVENTO

9 vineyards.
1,140 hectares planted.

15.3 (mill kilos) own grapes.
11.5 (mill kilos) purchased grapes.

2 winemaking cellars.
19.7 Mill Lt.

1 plant.
21.3 Mill Lt Bottled.

FETZER

14 vineyards.
462 hectares planted.

3.5 (mill kilos) own grapes.
19 (mill kilos) purchased grapes.

1 winemaking cellar.
15.3 Mill Lt.

1 plant.
19.4 Mill Lt Bottled.

Viña Concha y Toro

Concha y Toro Holding's products are distributed in 140 countries

SUSTAINABILITY ASPECT

- Drip irrigation for an efficient use of water.
- Phytosanitary management and responsible fertilization, keeping the proportions between water and nutrients, to avoid disturbing water bodies and surrounding fields.
- The organic remains of the vines are reused in the composting of fields.
- Provide safety and good working conditions to seasonal workers.
- Annual training for workers involved in the harvest process.
- Monitoring and coordination of the grape harvest process with grape suppliers.
- Planning of own and external fields to optimize the use of machinery and energy.
- Incorporation of tangential modules to filter wine without generating waste.
- Organic waste is recycled to make tartaric acid and as a compost for reuse.
- Sanitization of tanks to prevent health and safety incidents.
- Certification under the BRC and IFS standards.
- Energy efficiency in plants.
- Use of certified supplies.
- 100% industrial waste is recycled or reused.
- Reduction of the carbon footprint with the use of light bottles.
- Eco-labeling (Sunrise)
- Information on responsible drinking.
- Mainly maritime transport, low in unit emissions.

Corporate Governance

102-18 102-19 102-22 102-23 102-24 102-26 102-27 102-29 102-30 102-31 102-33



The Board of Concha y Toro Holding consists of seven members appointed at the Ordinary Shareholders Meeting based on their knowledge of the industry, experience and professional career. None of the members has an executive position in the company and two of its directors are independent, in accordance to the criteria established in Chilean legislation.

The Directors lead the company protecting the interests of shareholders, and preserving the organization's sustainability in the long term. To do this, the Board meets on a monthly basis, and holds extraordinary meetings when particular situations warrant it.

The strategic guidelines of the Board of Directors are communicated to senior management -composed of corporate managers that respond to the Chief Executive Officer- for execution. The CEO is in charge of rendering accounts to the Board of Directors regarding the compliance and execution of the business strategy, the supervision of risk management, and compliance with corporate values and policies, as well as communicating the main concerns of the different management offices, executive committees and stakeholders.

The Board has three committees. The Directors' Committee, which is responsible for providing the Board with a reasonable opinion regarding the integrity, accuracy and transparency of the financial statements, the analysis and implementation of the comprehensive risk management system, internal control, operations with related parties, and executive remuneration and compensation plans. The Audit Committee, which monitors compliance with measures that promote investor confidence and the integrity of the markets. And the Ethics Committee, which promotes and regulates employee's behavior of professional and personal excellence, in addition to being responsible for communicating, resolving and reporting complaints of violations to the code of ethics.

When elected, each member of the Board undergoes an induction to enhance their knowledge about the company and the economic, social and environmental matters relevant to its management. Among other topics, the induction covers the company's mission, vision, strategic objectives, principles and values, as well as sustainability policies, legal framework and risk matrix. Subsequently, the Board receives training and advice from experts in different topics, whenever it deems it necessary.

BOARD SELF-ASSESSMENT

102-28

Every year, a self-assessment is carried out to evaluate the efficiency of each director's management in order to continuously improve the Board of Directors' performance. This evaluation considers the achievement of strategic goals, procedures of control and assessment of the organization's performance, regulatory compliance and the assurance that stakeholders' concerns are being considered.

BOARD OF DIRECTORS



PRESIDENT

Alfonso Larrain Santa María

Businessman

RUT 3.632.569-0

Director of the company since 1969
and CEO between 1973 and 1989



VICE-PRESIDENT

Rafael Guilisasti Gana

Degree in History

RUT 6.067.826-K

Director of the Company since
1998



DIRECTOR

Mariano Fontecilla de Santiago

Concha

Diplomat

RUT 1.882.762-K

Director of the Company in
various periods (between 1949
and 1995)



DIRECTOR

Pablo Guilisasti Gana

Commercial Engineer

RUT 7.010.277-3

Director of the Company
since 2005



INDEPENDENT DIRECTOR

Jorge Desormeaux Jiménez

Commercial Engineer

RUT 5.921.048-3

Director of the Company
since 2011



DIRECTOR

Andrés Larrain Santa María

Viticulturist

RUT 4.330.116-0

Director of the Company
since 2017



DIRECTOR INDEPENDIENTE

Rafael Marín Jordán

Commercial Engineer

RUT 8.541.800-9

Director of the Company
since 2017

TOP EXECUTIVES

CHIEF EXECUTIVE OFFICER

Eduardo Guilisasti Gana

Civil Engineer

CHIEF FINANCIAL OFFICER

Oswaldo Solar Venegas

Commercial Engineer

CORPORATE EXPORT DIRECTOR NORTHERN ZONE

Thomas Domeyko Cassel

Commercial Engineer

CORPORATE EXPORT DIRECTOR SOUTHERN ZONE

Cristián Ceppi Lewin

Commercial Engineer

CORPORATE EXPORT DIRECTOR ASIA

Cristián López Pascual

Publicist

EXPORT DIRECTOR USA

Ignacio Izcue Elgart

Commercial Engineer

PROCUREMENT AND SERVICES CORPORATE DIRECTOR

Tomás Larraín León

Agricultural Engineer

HEAD OENOLOGIST DON MELCHOR

Enrique Tirado Santelices

Agricultural Engineer and Enologist

OPERATIONS AND SUPPLY CHAIN DIRECTOR

Lia Vera Pérez-Gacitúa

Civil Engineer

CORPORATE CONTROLLING AND IT DIRECTOR

Daniel Durán Urizar

Civil Engineer

MARKETING DIRECTOR ORIGIN WINES

Isabel Guilisasti Gana

Degree in Arts

CORPORATE MARKETING DIRECTOR GLOBAL BRANDS

Cristóbal Goycoolea Nagel

Commercial Engineer

HUMAN RESOURCES DIRECTOR

Cecilia Cobos Zepeda

Commercial Engineer

GENERAL MANAGER VCT CHILE

Niclas Blomstrom Bjuvman

Commercial Engineer

AGRICULTURAL DIRECTOR

Max Larraín León

Agricultural Engineer

TECHNICAL DIRECTOR

Marcelo Papa Cortesi

Agricultural Engineer and Enologist

Ethical Management

102-25 102-16

The Holding has a series of standards and documents that contain the ethical principles and corporate guidelines that govern its relationship with directors, executives, employees, suppliers and customers, and their behavior. These documents include the Code of Ethics and Conduct, Corporate Ethical Standard, Protocol for Transactions with Related Parties, and Crime Prevention Model.

ETHICAL FRAMEWORK

The company's management is aware that its operation is a dynamic process of high impact, so each year the Corporate Governance is reviewed and improvements are implemented to ensure proper compliance, respecting the law and ensuring the pursuit of excellence and transparency throughout the management. The company ensures that all its employees work together and understand the importance of good corporate practices, and promotes a culture of compliance.

Viña Concha y Toro is currently moving forward with the certification of its Ethical Management system under the SA8000 standard, closing 2017 with 30% of its operations in Chile externally audited.

CODE OF ETHICS AND CONDUCT

The Code of Ethics and Conduct of Viña Concha y Toro S.A. and subsidiaries summarizes those principles and values that should govern the actions of directors, executives and employees of Viña Concha y Toro and its subsidiaries, without exception.

For the company it is crucial that in each and all stages of the production, distribution and sale of its products, directors, executives and employees comply with the rules and regulations in the jurisdiction where they operate. Likewise, Viña Concha y Toro demands all its directors, executives and employees to know and commit themselves to the company's maximum ethical values in the pursuit of excellence and transparency.

The Code of Ethics and Conduct is available on the Viña Concha y Toro website. With the aim of having the Code internalized by the members of the company, during 2017 several lectures and workshops were carried out, mainly by e-Learning, for around 600 directors, executives and employees of Viña Concha y Toro and its subsidiaries.

ETHICS COMMITTEE

The Ethics Committee is in charge of defining the appropriate behavior in line with the Holding's values and principles, together with ensuring compliance with the Code of Ethics and Conduct. This Code, together with the Protocol for Transactions with Related Parties, regulates any conflict of interest within the different companies, defining the procedures to detect, communicate and manage such conflicts. The Board of Directors meeting held on May 31, 2012, approved the constitution of an Ethics Committee whose main mission is to promote and regulate employees' behavior of professional and personal excellence, consistent with the company's principles and values.

In compliance with this mission, the Ethics Committee has special powers to:

- Receive and answer questions regarding the scope and applicability of the Code of Ethics and Conduct.
- Know the anonymous complaints received through the channel specially designed for that purpose.
- Report such complaints to the Directors Committee.
- Assess those complaints relating to issues included in the Crime Prevention Model or associated with the crimes provided in Law No. 20,393.
- Coordinate the investigations derived from these complaints, support the person in charge of Crime Prevention in the different control activities and request reports when circumstances warrant it.

In the second semester of 2017, the updated version of the Code of Ethics and Conduct was presented with the slogan "We Comply!" using posters to highlight the key aspects and encourage the use of the whistleblower channel.

WHISTLEBLOWER CHANNEL

102-17

Since 2015, the Anonymous Complaint Investigation Policy and Procedure regulates the reception, distribution, analysis and investigation of complaints, and it's applicable to domestic and foreign subsidiaries. Within the framework of this policy, the company has a Whistleblowing Channel, through which employees, suppliers, business partners, customers, shareholders or third parties can submit, anonymously, a complaint about questionable practices or situations that might be a violation to the Code of Ethics and Conduct, Internal Regulations, policies, procedures and norms, both internal and external.

All complaints about other issues, including aspects related to accounting, fraud, safeguarding of assets, audits or any other regarding the company's internal control are managed by Viña Concha y Toro's Ethics Committee.

In 2017 there was an increase of 233% in the complaints received compared to 2016, which is partly explained by a change in the complaints channel that made it simpler and friendlier, allowing the collection of more information. The update also made it compatible with smartphones, making it more accessible. The portal was included in the different websites of Viña Concha y Toro Holding: VCT Chile, Viña Cono Sur, Trivento, VCT & DG Mexico, CyT UK, VCT Sweden, VCT Norway and VCT Finland.



63

Complaints received
[27 the previous year]

233%

Increase in complaints thanks to the awareness campaign

TYPE OF COMPLAINTS

31

HR / Labor issues

13

Other

10

Misuse of company resources - HR

6

Irregular behavior

2

Weakness in processes

1

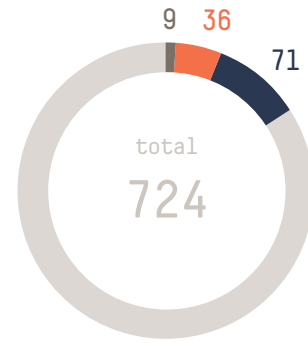
Irregularities with clients/contractors/suppliers

CRIME PREVENTION MODEL

103-2 103-3 205-1 205-2

In order to avoid illicit behavior such as money laundering, financing terrorism or bribery, on May 31, 2012, the Board of Directors approved the Crime Prevention Model consisting of a preventive and monitoring process, which aims to monitor processes or activities that are more exposed to crimes indicated in Law 20,393 on Criminal Responsibility of Legal Persons, whose objective is the prevention of money laundering, bribery of national or foreign public officials, and financing terrorism.

The Crime Prevention Model is applicable to 100% of the company's operations and is responsibility of a person designated by the Board. The development of the model includes procedures for prevention, detection, response and monitoring of risky situations. During 2017, a "Declaration of Interests of Politically Exposed Persons, Related Persons, Suppliers and Customers (PEP)" was sent to all employees via email, and was answered by 724 people, with the following results.



- People politically exposed
- Employees who are related to other employees
- Employees who are related to customers/suppliers

Also, Viña Concha y Toro's entire management team was invited to a training session on the Code of Ethics and Conduct, Law 20,393 on Criminal Responsibility of Legal Persons, Free Competition and Fraud Risks, led by the company's attorney and external consultants. In addition, 512 employees participated in an e-Learning workshop on topics related to the Crime Prevention Model and the Code of Ethics and Conduct.

PREVENTION OF NEGATIVE HUMAN RIGHTS IMPACTS

Through a review of the implications of the Guiding Principles on Business and Human Rights of the United Nations (Ruggie Framework), Viña Concha y Toro identified the main potential impacts on human rights relating to the company's operations and businesses, in order to guarantee that its activities do not violate human rights.

During 2017, any impact detected was addressed through the company's Ethical Management System aiming to improve the handling of such issues as well as the detection and prevention of practices that could negatively impact the human rights of those who make up Viña Concha y Toro's value chain, with particular emphasis on migrant and seasonal workers. In terms of sustainability, the company identified risks in the supply chain through internal audits, which verified compliance with the Corporate Ethics Standard, as well as external audits of the SA8000 standard in 11 production facilities in Chile.



COMPLIANCE

Since 2016, Viña Concha y Toro has a Compliance Committee, which seeks to support the Holding's corporate compliance function, the mitigation of non-compliance risks and the proper dissemination of a compliance culture.

Viña Cono Sur, Bodega Trivento, VCT Brasil, CyT-UK and VCT & DG Mexico, have created their own compliance committees to support the efforts of Viña Concha y Toro. These committees have had the task of adopting and/or adapting the Code of Ethics and Conduct, the Code of Conduct for Suppliers, and the Corporate Policies approved by the Corporate Compliance Committee, to local realities, along with integrating the Whistleblower Channel into their web pages.

While Viña Concha y Toro's Compliance Committee is currently working on the elaboration of the Corporate Policy for Hiring of External Labor and the Corporate Policy of Gifts and Invitations, during 2017 it finalized and approved the Corporate Policy for Donations, Sponsorships, Financial Operations and Communications. All guidelines must be adopted by each subsidiary at a global level.

DUE DILIGENCE

205-3

In the context of the due diligence process to validate counterparts' compliance with Law 20,393 on Criminal Responsibility of Legal Persons, the company found out that a foreign provider had a history of bribery and four clients had drug trafficking records.

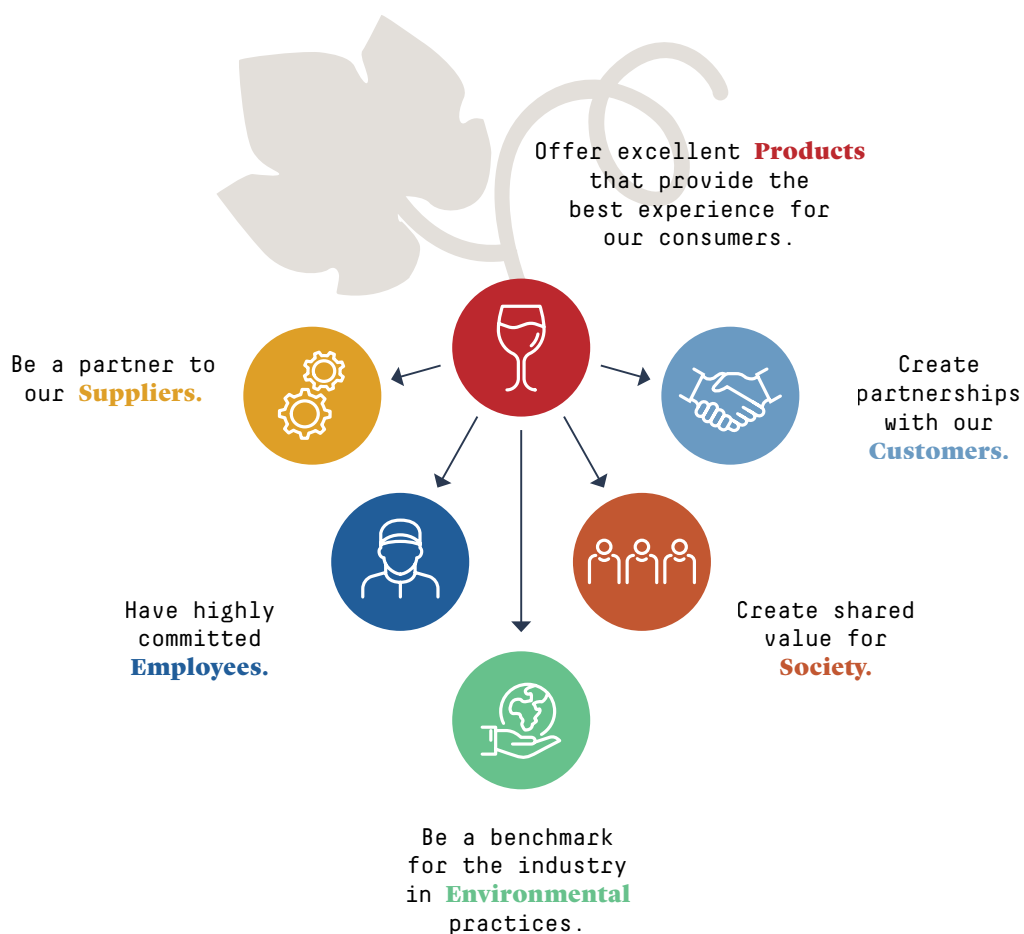
As a result, the supplier was temporarily blocked, with the objective of carrying out an investigation and defining corrective actions to prevent this from happening again, while the clients were blocked, as they were minor customers of Viña Concha y Toro, with no activity in more than two years.





Sustainability Management

Each business department is responsible for managing its activities in a sustainable manner, complying with the company's values and mission, and aiming to meet its objectives as well as those set in Sustainability Strategy.





The Board delivers the corporate guidelines to senior management and all who provide services for the company. From their induction, employees are sensitized through a sustainability workshop, and after that they continuously receive internal communications on issues such as water care, energy saving, waste management, among other topics related to the winery's sustainable management.

SUSTAINABILITY STRATEGY 2016-2020

Viña Concha y Toro has established itself as the leading wine company in Latin America and one of the most important wineries worldwide, managing to reconcile the production of high quality wines, with a sustainable operation based on a balanced relationship between economic, social and environmental development.

For third consecutive year, the company is part of the Dow Jones Sustainability Index (DJSI) Chile, which assesses environmental, social, economic and governance aspects of companies. Concha y Toro is still the only wine company in the world included in this index.

Through the Sustainability Strategy, Concha y Toro ratifies its commitment to responsible economic, social and environmental management as a differentiating factor. This strategy was developed considering the most relevant issues and the main risks that the company, its stakeholders and the wine industry in general may face, and is based on 6 pillars that are jointly managed by the Sustainable Development department and the leaders of each pillar, who also ensure the achievement of the goals.



Objectives 2020



Environment

COMMITMENT

- Reduce by 10% the consumption of water per glass of wine produced
- Eliminate waste to landfill
- Reduce total greenhouse gas emissions in scopes 1 and 2 by 30%

PROGRESS 2017

- 3% reduction in water consumption per glass of wine produced
- Only a 4% of waste disposed to landfill
- In 2017, emissions of scope 1 and 2 were reduced by 6%



People

COMMITMENT

- Strengthen employees' different competencies, increasing the hours of training
- Improve employees' level of commitment

PROGRESS 2017

- Increased by 3.3% in 2017, resulting in 31 hours of training per capita
- The level of commitment perceived by employees in the annual survey increased by 3% compared to 2016. Work was done to improve internal communication and recognition through the leadership program for different job categories



Society

COMMITMENT

- Improve communities' quality of life through investment in infrastructure and social programs
- Increase the transfer of R&D knowledge to grape growers and the industry in general
- Improve grape growers' business and property management skills

PROGRESS 2017

- Viña Palo Alto's *Enjoy Wine*, Go Solar Program provided the Santa Laura de Lo Figueroa School with 16 photovoltaic panels that generate 8 MWh per year to help cover their energy consumption
- Grape growers were supported and 12 projects were submitted to INDAP's Investment Development Program (PDI), and 6 of them approved
- 5 grape growers built deep wells and two of them implemented photovoltaic irrigation projects
- The number of grape growers participating in the Productive Alliances Program increased to 29





Customers

COMMITMENT

- Reduce by 15% emissions per bottle of wine produced and transported by land
- Ensure 100% of key customers' compliance of the company's Corporate Ethics Standard

PROGRESS 2017

- In 2017, it was 1.07 kgCO₂ per 750cc bottle, which means a decrease of 5.3% compared to 2016
- Ethics and sustainability self-assessment answered by 25 customers.



Supply Chain

COMMITMENT

- Have 100% of key suppliers in full compliance with the company's ethical standards
- Minimize the environmental impact of supplies at each stage of their life cycle, by developing innovative supplies
- Reduce key suppliers' GHG emissions by 15% per bottle

PROGRESS 2017

- Ongoing dissemination and promotion of the Corporate Ethics Standard, including clauses on compliance with the Code of Ethics and Conduct in contracts with suppliers and distributors
- The company has encouraged the use of light bottles. Currently 97% of bottles used by the company are Ecoglass, which weight less and whose production has a lower environmental impact
- 11 suppliers delivered their carbon footprint in 2017, none of them with variations greater than 15%



Product

COMMITMENT

- Raise sustainability attributes for 100% of the Concha y Toro brands
- Promote, create and strengthen a healthy relationship with wine consumption, based on a corporate program of Responsible Drinking
- Extend Concha y Toro's participation in other product categories

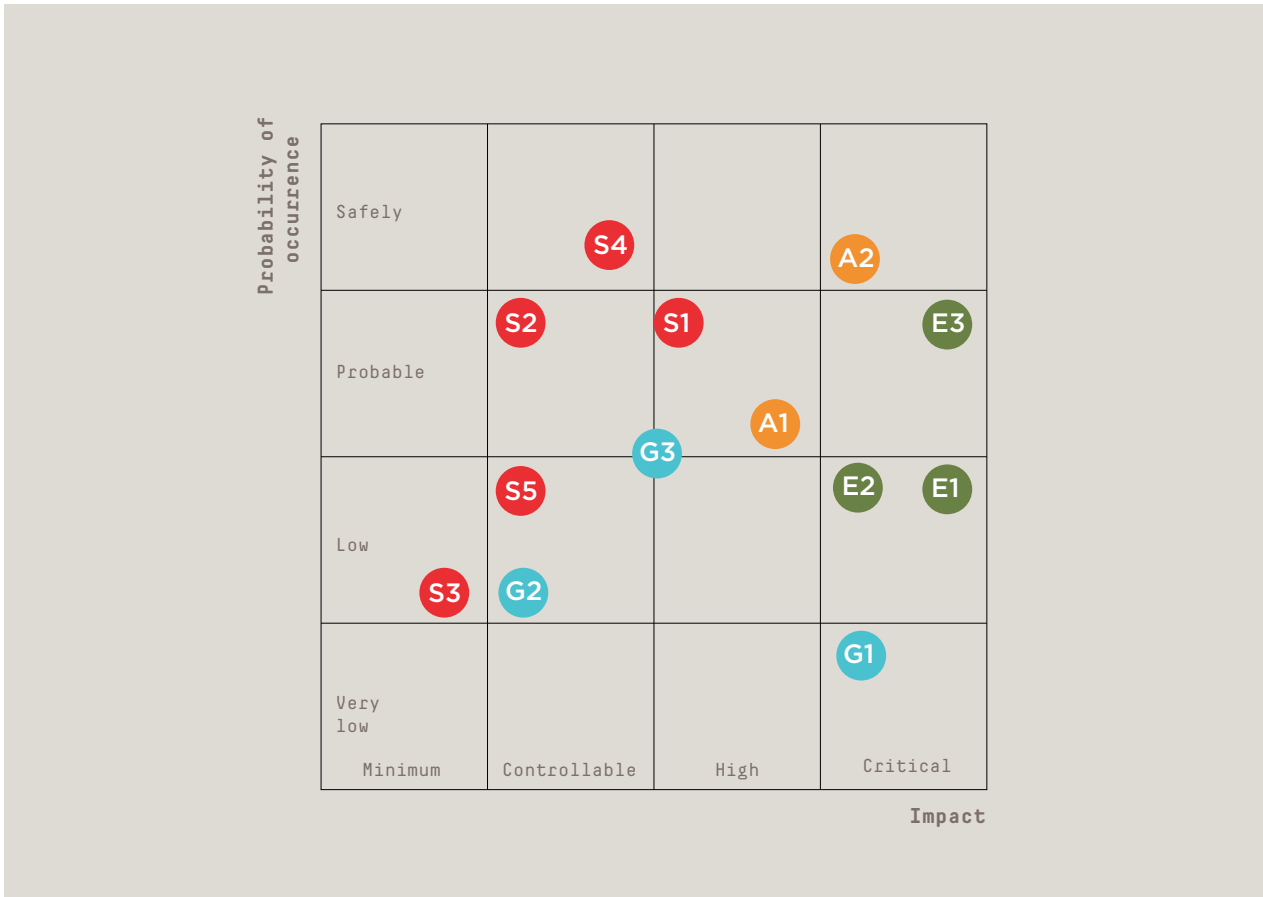
PROGRESS 2017

- Sustainability attributes were built for 100% of Concha y Toro products
- The "Enjoy Wine, Take Responsibility" ("*Disfruta el vino, toma con responsabilidad*") campaign was launched, establishing Viña Concha y Toro's principles of moderate drinking through informative talks on the company's different web platforms to more than 900 employees and external collaborators.
- Ongoing work with the Drinkaware Foundation
- The Drug Use and Alcohol Abuse Prevention Program for employees continued
- New *Coolers* and *Sangría* products were launched, belonging to the Flavored base wines category

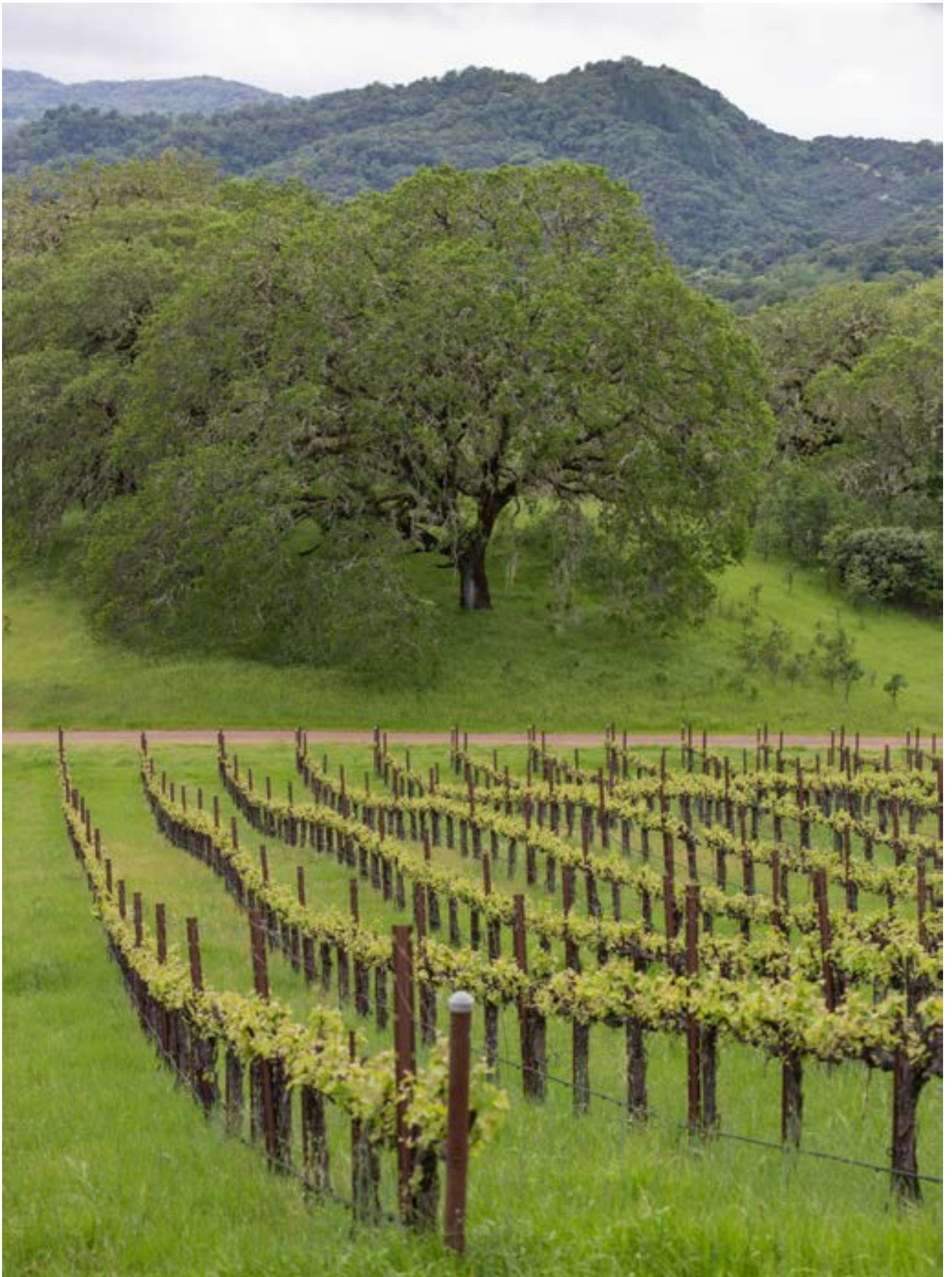


SUSTAINABILITY RISK MAP WITH ASG CRITERIA

As part of the company's sustainability management, and through an internal survey, four categories have been defined that bring together the main risks that may influence the success of the Sustainability Strategy for 2020.



GOVERNANCE RISKS	SOCIAL RISKS	ECONOMIC RISKS	ENVIRONMENTAL RISKS
G-1 Governance Risk	S-1 Social Economic and Political Environment	E-1 Reputation and Brand	A-1 Environmental Performance
G-2 Non-compliance with the Sustainability Strategy	S-2 Regulatory	E-2 Clients and Markets	A-2 Climate Change
G-3 Non-compliance with the Code of Ethics	S-3 Social performance	E-3 Products	
	S-4 Suppliers		
	S-5 Internal Talent		



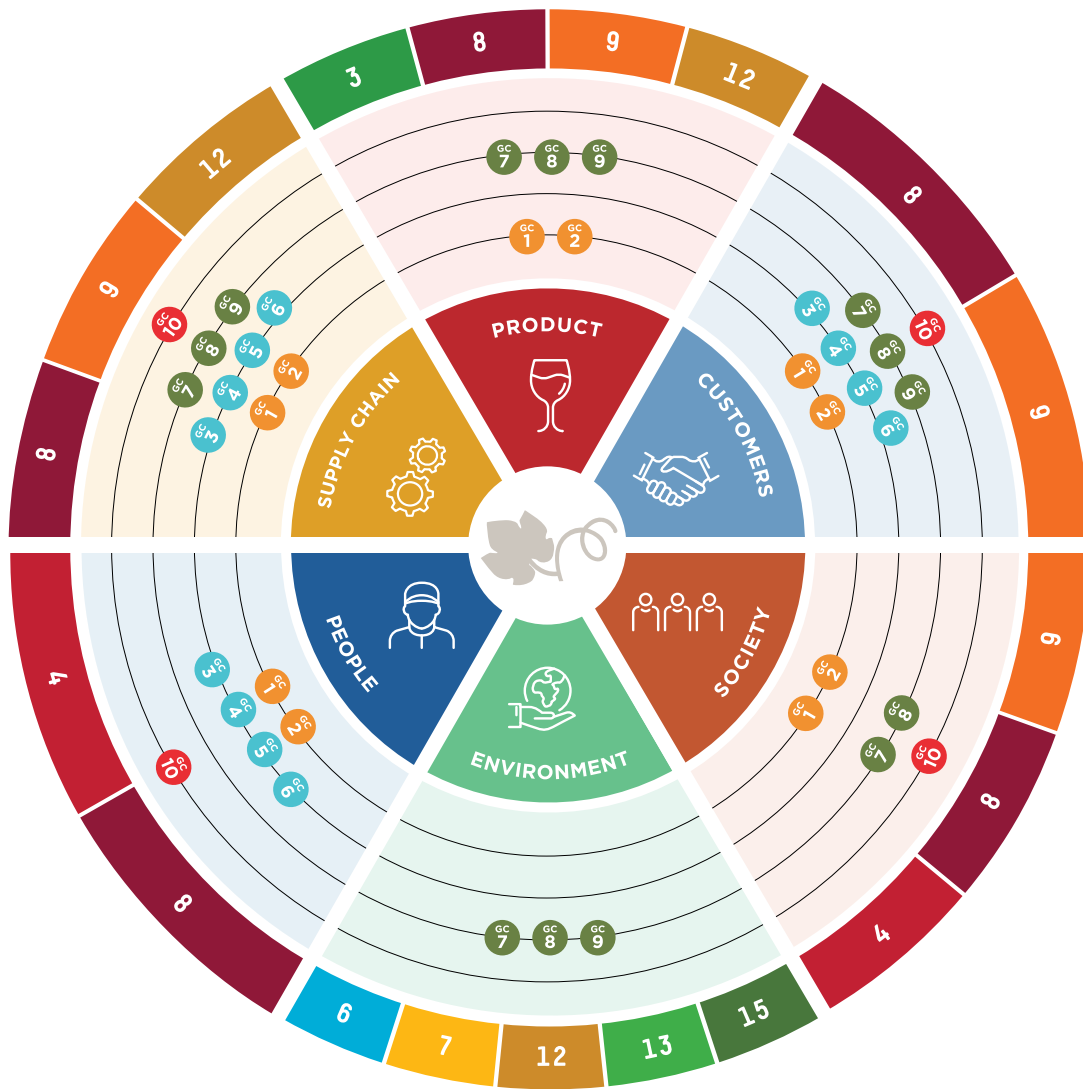
Viña Concha y Toro's contribution to the SDGs 2017

102-11 | 102-12

Concha y Toro Holding aims to continue being one of the leading wine companies worldwide, which is why, among other actions, it has integrated the principles of the Global Compact and, more recently, the United Nations' Sustainable Development Goals (SDGs) into its internal activities and the pillars of Viña Concha y Toro's Sustainability Strategy.

This, with the purpose of establishing a direct relationship between what the United Nations is trying to achieve and those actions that the company is currently developing and carrying out.





SUSTAINABLE DEVELOPMENT GOALS



Red Pacto Global Chile



Memberships and Associations

VIÑA CONCHA Y TORO

The holding is member of the following organizations:



Participation aims to strengthen the national wine industry, focusing on responsible drinking and sustainable business practices.



Both Concha y Toro and Cono Sur are part of this organization focused on promoting an appropriate and efficient use of water.



El CPLC is a voluntary partnership of private and public organizations that agree to advance the Carbon Pricing agenda. Concha y Toro is member of the CPLC and was invited to participate because of its Carbon Fund project.



Both companies participate in the Sustainability Committee to share, apply and promote policies of sustainable development and ethical trade.



Accion Empresas has been a key partner in the task of raising awareness and mobilizing Concha y Toro, and other companies in the industry, towards responsible and sustainable business management.



The Center for Research and Innovation falls under CORFO's R&D Tax Incentive Law. The program includes the strengthening of the plants at the nursery.



The winery has a joint research agreement with this university for the "UC Davis LINC - Life Sciences and Innovation Center" project, co-financed by the "Attracting International R&D Centers of Excellence for Competitiveness 2.0".



OENOVITI International Network is an international network of oenological and viticultural researchers that aim to promote knowledge and expertise exchange among wine-makers, academics and industry representatives.



The Productive Alliances Program, developed together with the National Institute for Agricultural Development (INDAP), allows Concha y Toro to advise small grape growers on phytosanitary management, along with transferring good practices to improve their business.



The Carbon Disclosure Project (CDP) is a non-profit organization that runs the global disclosure system for investors, companies, cities, states and regions to manage their environmental impacts.



The companies' participation aims to generate and disseminate knowledge about Chilean ecosystems and their conservation.



Viña Concha y Toro is part of AMCHAM's Sustainability Committee with the aim of fostering collaborative relationships between companies and communities.



In April 2016 the company started a volunteer program with this foundation, to help the most underprivileged elderly in the country.



Participation aims at promoting, disseminating and continuing the integration of the 10 principles of the Global Compact into the business, seeking more responsible operations.



Viña Concha y Toro is a member of the Chilean Packaging Center (Centro de Envases y Embalajes de Chile - CENEM), an organization that seeks to contribute to the creation of value for the packaging industry, integrating the entire supply chain.

TRIVENTO

Trivento is member of the following organizations:



Bodegas de Argentina is an entrepreneurial chamber that brings together the main wineries in the country. In the domestic market they participate with 85% of the bottled wine sold. In the external market they represent 90% of the export of fractionated wines.



The Argentine Business Council for Sustainable Development (CEADS) is a non-sectorial business organization that brings together 63 companies from different industries based in Argentina, united by a common commitment to sustainable development. It is the Argentine chapter of the World Business Council for Sustainable Development (WBCSD).



Wines of Argentina aims to continue building the image and brand "Argentina" in the wine market through communication, training, knowledge transfer and a constant search for excellence in the promotion of Argentine wines. It is currently present with various actions in 50 countries and more than 72 cities in the world.



Trivento is part of The Global Compact Argentina. Participation aims at promoting, disseminating and continuing the integration of the 10 principles of the Global Compact into the business, seeking more responsible operations.

FETZER

Fetzer is a member of the following organizations:



BICEP is dedicated to intelligent climate policies at the state, federal and international levels. Ceres has been a key partner for Fetzer to expand its work to fight climate change beyond its own internal operations.



Net Positive is a new way of doing business that contributes more to society, the environment and the global economy. The goal of Fetzer is to become Net Positive by 2030.



Fetzer is part of The Wine Institute, an organization that brings together more than 1,000 wineries in the state of California. It is an important place to share business information and discuss public policies related to the wine industry.



Since 2015, Fetzer is certified as "B Company" by B Corporation, an organization that evaluates the winery's management based on the highest social, environmental, transparency and regulatory compliance standards of the business sector. The B Corporation aims to help companies solve social and environmental problems.

NEW BUSINESS STRATEGY 2022

In recent years, the global wine industry has faced profound changes, which the Holding has addressed by reviewing its production and business model, seeking to ensure the sustainability of the business, to keep Viña Concha y Toro in a position of leadership and competitiveness.

In face of this new scenario, during 2017 the Holding updated its business strategy, with an ambitious five-year strategic plan focused on four fundamental pillars: Profitability, Optimization, Innovation and Growth.

The goal is to double the company's operating result in five years, and increase the operating margin from 10.7% in 2016 (base year) to an approximate range of 16%-16.5%.

With this objective, the defined lines of action point to:

- Refocus the business strategy into the premium category, of high growth and margin.
- Focus on the Casillero del Diablo brand and its different lines towards higher price segments, and continue brand building.
- Prioritize premium brands that have a solid positioning and performance, such as Cono Sur Bicicleta, Trivento Reserve, Bonterra and 1,000 Stories.
- Focus on key markets, where the Holding has its own distribution network and a solid market position.
- Increase profitability in the domestic markets in Chile, the United States and Argentina.

ECONOMIC VALUE GENERATED AND DISTRIBUTED

103-2 103-3 201-1

During the period, the Holding's consolidated sales amounted to CL\$ 643,785 million, which meant a decrease of 2.2% compared to 2016, mainly due to a lower volume of products sold. Likewise, the operating result showed a fall of 11.8%, due to a higher cost of wine, as a consequence of the lower harvests yielded in Chile and Argentina, as well as factors such as the negative effect of variations in the exchange rate and other costs associated with the company's internal restructuring during 2017.

Regarding the results in each country, in Chile sales grew by 6.9%, mainly because of a 12.4% increase in the average price of products, which partially offset the decrease of 4.9% in the volume traded. In Argentina, Bodega Trivento's sales fell by 10%, due to a lower volume of production and the exit of the non-premium segment, in a scenario of cost increases, due to two historically low harvests. Meanwhile, Fetzer Vineyards increased its sales by 0.4% compared to 2016, thanks to a rise in domestic sales in the United States and an average price increase of 2.2% in its products.

In terms of markets, Asia was the most dynamic market, with a 10% increase in the annual turnover, representing 12.1% of the company's consolidated sales.

Towards the fourth quarter of 2017 there was a containment of costs and expenses, and at the same time greater operational profitability and profit margins, giving an account of the Holding's new strategic guidelines and marking the beginning of the path that will lead to achieving the objectives set on the strategic plan for the year 2022.

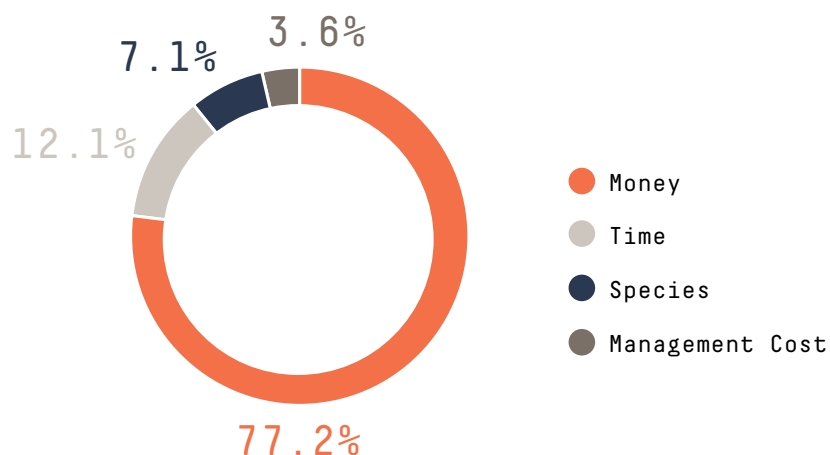


	CONSOLIDATED SALES IN MILLION CASES	CONSOLIDATED SALES IN MILLION PESOS
2014	33.2	583,313
2015	34.3	636,194
2016	36.2	658,448
2017	34.8	643,785

	2014	2015	2016	2017	VARIACIÓN
GENERATED ECONOMIC VALUE	591,084,529	644,620,700	673,341,123	663,828,182	-1%
Sales Revenues	583,313,064	636,194,074	658,447,621	643,784,687	-2%
Other Revenues	7,771,465	8,426,626	14,893,502	20,043,495	35%
DISTRIBUTED ECONOMIC VALUE	561,551,879	612,186,456	646,101,206	631,877,956	-2%
Operational Costs	446,642,401	468,741,277	491,206,346	483,909,811	-1%
Employees' Remuneration ¹	74,655,728	97,959,935	105,530,543	105,363,612	0%
Payments to Capital Providers	27,393,779	28,812,406	31,634,399	31,007,388	-2%
Community Investment	112,871	154,746	187,499	230,426	23%
Taxes	12,747,100	16,518,092	17,542,419	13,719,788	-22%
RETAINED ECONOMIC VALUE	29,532,650	32,434,244	27,239,917	29,597,157	9%

[1] The economic value distributed for the years 2014, 2015 and 2016 was modified, given a change in criteria in the employees' remuneration figures, which, up to 2016, did not include termination benefits.

COMMUNITY EXPENDITURE 2017: DETAIL PER TYPE OF CONTRIBUTION



Environment

01



Viña Concha y Toro is committed to being a benchmark for the industry in environmental practices, with the firm objective of maintaining its leadership by adopting a culture of sustainability in the development of its products.

The company has two strategic focuses: The first is Resource Management, which seeks to improve the efficiency in energy and water consumption, and the protection of biodiversity in its facilities. The second is Externalities Management, aimed at diminishing the risks of climate change by reducing emissions, optimally disposing of waste and using agrochemicals responsibly.

These strategic focuses operate together with an exhaustive certification system that allows continuous improvement in processes, and drives progress in sustainability. Managing these aspects during 2017 meant an investment of almost CL\$2,700 million.





64_{lts}

of water for each glass of wine produced, 47% lower than the average for the wine industry

10

consecutive years measuring the carbon footprint

More than

3,200

hectares of native forest under conservation



COMMITMENT TO CONTINUOUS IMPROVEMENT

Viña Concha y Toro adheres to different international rules and standards that contribute to improving the company's sustainable management, which leads to different audits and certification processes that allow continuous monitoring and optimization of the value chain, in order to develop world-class products.

In this regard, operations in Chile have two major process certifications:

- The Clean Production Agreement (APL2), which seeks to improve environmental conditions and prevent environmental saturation.
- The Sustainability Code of Wines of Chile, which aims to encourage and facilitate competitiveness, promoting management through sustainability and the assessment of environmental, operational and social performance.

Viña Cono Sur maintains the 14,001 Environmental Management certification.

Fetzer Vineyards is certified under the California Sustainable Winegrowing program.



Resources Management

SDG
6 OBJECTIVE
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WATER

103-2 103-3 303-1 303-2 303-3

One of the Company's most relevant initiatives relates to water efficiency, given the impact that water has both in vine growing and in the quality of life of surrounding communities. Currently 48% of the company's vineyards in Chile are located in areas of water scarcity, which makes water efficiency a priority.

Every year Concha y Toro measures the Water Footprint of the entire operational process with the Water Footprint Network (WFN) methodology, including supply and distribution activities. In 2017, the water footprint decreased 12% compared to the previous year, being 47% lower than the average of the wine industry. The decrease is mainly explained by the greater efficiency in irrigation and lower water requirements due to climatic factors.

In 2017, the company responded for the first time to the CDP Water report, a global initiative that assesses good hydrological practices in organizations. The results were excellent, positioning Viña Concha y Toro in the "Leadership" category (A-) for its outstanding performance in the evaluation of related risks, integration of water management in the business strategy, and the ability to measure consumption in its operations.

For the irrigation of the vineyards, the Company uses the DREAM drip technology, which allows adjusting the irrigation hours according to phenological factors, minimizing the annual water consumption. During 2017, the company implemented 11 DREAM systems, each in a different estate. As a result, the water captured during 2017 was 24.6 million m³, 6% less than in 2016.

As for Fetzter, 52% of the water used in its operation comes from the Russian River, whose flow is constantly monitored, due its great tourist value for local communities, preventing negative impacts and ensuring compliance with regulations. Additionally, the company has tanks to store rainwater, and in the medium term it plans to add a wastewater reuse system for the irrigation of vines and gardens.

While Trivento has a water reuse system in its "Tres Porteñas" winery that in 2017 allowed reusing 75% of the water consumed by the operation.

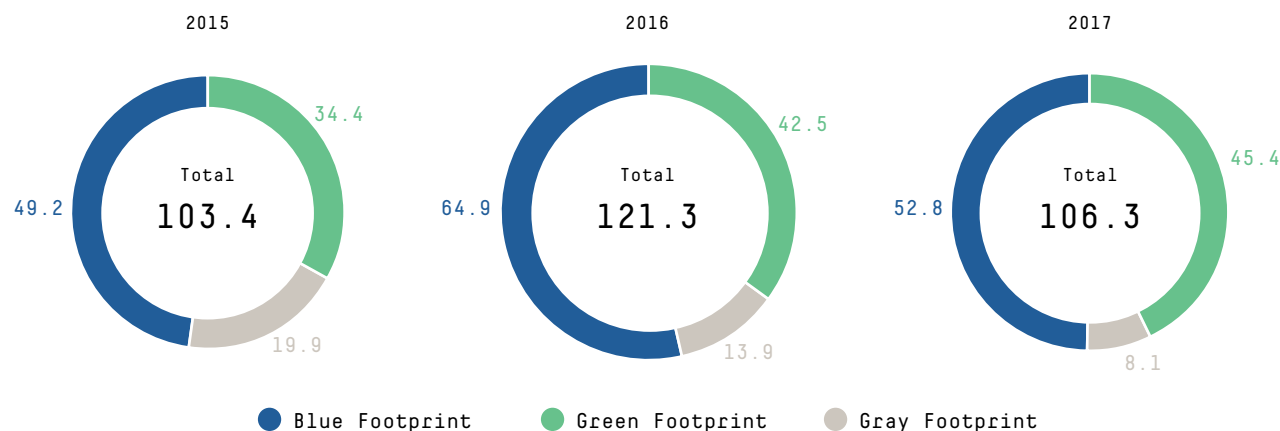


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natural sources of surface and underground water, none of them affected by the company's operation.



WATER FOOTPRINT, CONCHA Y TORO (IN MILL M³)



LITERS OF WATER USED TO PRODUCE A 125 ML WINE GLASS

	2015	2016	2017
Own and purchased grapes	53	70	57
Winemaking and bottling	0.4	0.9	0.6
Supply chain supplies	4.8	6	6
TOTAL	58	77	64

WATER WITHDRAWAL IN MILLIONS OF M³, BY USAGE

	OPERATIONS IN CHILE			FETZER	TRIVENTO
	2015	2016	2017	2017	2017
Irrigation	23.5	25.5	24.0	0.2	7.1
Operations + Human Consumption	0.7	0.7	0.7	0.06	0.2
TOTAL	24.1	26.2	24.7	0.3	7.3

Data for 2015 corresponds only to Concha y Toro.
Data for 2016 and 2017 corresponds to Concha y Toro and Cono Sur.

The great differences between the use of water in vineyards located in Chile compared to those of Fetzer and Bodega Trivento are explained by the different agro-climatic characteristics of each origin, which, according to different variables -such as temperature, annual rainfall, type of soil and permeability - determine the need of a smaller or greater volume of water for irrigation.

ENERGY

103-2 103-3 302-3 302-4

Another important resource used throughout the production process is energy, which comes from both the electricity distribution network and fossil fuels. Additionally, the company is working on the implementation of photovoltaic energy for its operations in Chile.

Among other measures to optimize energy consumption, the company is updating lighting and heating equipment, redesigning production processes, progressively replacing diesel with natural gas or LPG, and reducing the temperature requirements in the fermentation of wines. These and other improvements allowed Concha y Toro to reduce its electricity consumption by 11% and fuel consumption by 8% in 2017.

Fetzer continued making improvements in the productive processes, reducing by 4% its electrical consumption and by 11% the use of natural gas. By 2018, it is expected to continue reducing these figures through the implementation of a new wastewater system, which will reduce the use of electricity by 85% by treating the same amount of water.

The energy intensity of the operations in Chile was 0.43 kWh per liter of wine produced, maintaining the same intensity as 2016. With respect to Fetzer, the intensity was 0.46 kWh/liter, 1.3% lower than the previous year.



Viña Cono Sur was awarded the Gold Seal of Energy Efficiency granted by the Ministry of Energy and the Chilean Energy Efficiency Agency.

Renewable Energy

Fetzer became the first Californian winery to operate 100% with renewable energy. Today, the company buys 80% of the energy it consumes from wind farms and internally produces the remaining 20%, with photovoltaic panels in its own plants.

At the end of 2017, Concha y Toro began the construction of 5 photovoltaic plants in its estates in Limarí Valley, which are expected to be operational during the second half of 2018. On the other hand, Viña Cono Sur began operating its first photovoltaic plant and started the construction of 3 photovoltaic projects that will be operational in 2018.

Each liter of wine produced in Chile consumes

0,43 kWh

INTERNAL FUEL CONSUMPTION

	OPERATIONS IN CHILE		FETZER		TRIVENTO
	2016	2017	2016	2017	2017
Gasoline (Miles lt)	958	854	62	59	16
Diesel (Miles lt)	2,317	2,714	155	148	102
LPG (Miles lt)	3,503	3,237	51	61	328
Natural gas (TeraJoule)	6.9	8.04	11.0	9.8	0

2015 and 2016 data consider only Concha y Toro operations, while 2017 includes Concha y Toro and Cono Sur.

INTERNAL ELECTRICITY CONSUMPTION

	OPERATIONS IN CHILE		FETZER		TRIVENTO
	2016	2017	2016	2017	2017
Vineyards	11,826	12,413	152	149	*
Winemaking Cellars	22,230	25,945	2,741	2,630	1,429
Operations	15,236	15,696	2,449	2,329	5,195
Corporate Offices	384	375	72	69	0
Others	0	0	21	14	0
Total	49.676	54.429	5.435	5.191	6.623

2015 and 2016 data consider only Concha y Toro operations, while 2017 includes Concha y Toro and Cono Sur.

[*] The information was not available at the time of preparation of this report.





SDG
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OBJECTIVE
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BIODIVERSITY

304-1 304-2 304-3 304-4

For Viña Concha y Toro, the protection and care of biodiversity is of great importance. Despite not having productive operations within protected areas, the company seeks to ensure the conservation of thousands of hectares of native forest adjacent to its operations, knowing it is crucial for the preservation of a healthy ecosystem that allows the production of wines with unique and sustainable characteristics.

Through its Native Forest Conservation Program, Viña Concha y Toro has implemented different programs and management plans to protect the more than 3,200 hectares of sclerophyllous forest (native) present in its estates in Chile. In 2017, the company developed specific management for each forest and watercourse, according to their own geographical characteristics of conservation, establishing management, costs and technical considerations. This made it possible to identify, for example, the *Myrceugenia Colchaguaensis*, a small shrub commonly known as *Arrayán de Colchagua*, one of the most endangered plant species in Chile.

Conservation and Preservation of the Environment

The forests surrounding the company's vineyards are in excellent state of conservation. An emblematic case is the Idahue estate, whose hills are connected to the Altos de Cantillana mountain range. This zone of high ecological value has 103 plant taxa and 67 species of vertebrates, 53 of which are birds. Considering flora and fauna, 80% are native species, 13% endemic species and only 7% introduced species, mainly mammals and birds.

During 2017, xerophytic formations were found in the Idahue estate. This is of great interest for biodiversity, meaning processes of substrate adaptation, which will allow the development of new bulbous species in the area. Also, Lingue (*Persea Lingue*) and Tahai (*Calydorea Xiphoides*), two species with vulnerable conservation status, were found in the Ucúquer estate.

For its part, Fetzer has a multidisciplinary team that, in addition to mitigating negative impacts, seeks to positively contribute to the natural and social environment, preserving oak forests and riparian ecosystems in 45% of its estates. Its performance in 2017 earned Fetzer the second place in the "Green Business Award" for its contribution to the protection and conservation of biodiversity.

ENDANGERED PLANT SPECIES IN NATURAL FORESTS¹

ESTATE	TYPE OF SPECIES					THREATENED SPECIES
	Total SP	N	E	I	SI	
Peumo	112	32	45	26	9	Myrceugenia colchagüensis
Idahue	117	39	46	29	3	Myrceugenia colchagüensis
Ucúquer	157	50	54	47	6	Calydorea xiphioides, Persea lingue
Santa Raquel	98	24	21	49	4	Alstroemeria diluta spp diluta

(1)Table: Fields sampled with the total number of species (SP), native (N), endemic (E), introduced (I) and with unidentified origin (SI), in addition to species found that are in some conservation category.

NATURAL FOREST WITH CONSERVATION PLAN

ESTATE	AREA (HA)	AREA WITH CONSERVATION PLAN	%
Peumo	476	476	100%
Rauco	458	458	100%
Villa Alegre	283	283	100%
Idahue	1515	1515	100%
Rucahue	106	106	100%
Ucúquer	235	235	100%
Lourdes	77	77	100%
Palo Santo	84	84	100%
Santa Raquel	37	37	100%
Total	3,272	3,272	100%

ANIMAL SPECIES IN NATURAL FOREST

ESTATE	N° OF SPECIES				TYPE OF SPECIES			
	Reptiles	Birds	Mammals	Amphibians	Endemic	Native	Introduced	Domestic
Peumo	3	36	5	-	6	34	4	-
Rauco	2	37	3	1	3	37	3	-
Villa Alegre	3	28	2	-	3	28	2	-
Idahue	3	44	9	2	7	46	5	-
Rucahue	4	28	14	-	5	33	8	-
Ucúquer	4	46	10	2	5	53	4	-
Lourdes	3	49	10	1	4	53	6	-
Santa Raquel	3	38	9	1	3	43	5	-
Palo Santo	3	40	9	1	5	42	6	-



Externalities Management

201-2



SDG 13 OBJECTIVE > 2

GC 7

GC 8

GC 9

CLIMATE CHANGE

Climate change, characterized by an increase in temperatures and a decrease in rainfall, constitutes a great threat to the wine industry, due to its vital connection with nature and its climatic cycles.

Aware that climate change will change geographical conditions and impact the management of vineyards, Viña Concha y Toro is working and investing in grape adaptation technology to face these new challenges.

The company has identified three major risks related to climate change and has different prevention and mitigation plans in place:

- **Water shortage:** The decrease in water availability can affect the quality and reliability of wines. To mitigate this risk Viña Concha y Toro has implemented drip irrigation in 100% of its vineyards and ensures water supply through deep wells and water accumulation tanks.
- **Increase in frequency of extreme climatic events:** These incidents affect the quality of the grapes harvested. The company has developed technology to reduce the impact of frost, hail and other climatic events, applying agrochemical protectors and shortening harvest time.
- **Risk of increase in forest fires:** Higher temperature and periods of drought increase the risk of fire, a phenomenon that causes losses due to smoke, ignition or radiation in the vineyards. To mitigate this, the CII developed the Viticulture Information and Intelligence System, optimizing alert processes and developing technology to make use of grapes that have been exposed to smoke.

Through the Center for Research and Innovation (CII), the company developed the "Stripping Project", which artificially controls light conditions in the vineyards, and created the "Grappe" app, which monitors, through high-resolution photography, grapevines' exposure to light, allowing the manipulation of grape ripening according to temperature and humidity. In 2017 progress was made in obtaining a functional and robust prototype that allows analyzing and processing high resolution images of red grape canopy, used mainly for Carmenere and Cabernet Sauvignon, during the veraison phase, in the months of February and March.

CARBON FOOTPRINT AND EMISSIONS*

103-2 103-3 305-1 305-2 305-3 305-4 305-5 305-6 305-7

Since 2007, every year Viña Concha y Toro measures its Carbon Footprint, a process that groups emissions into two categories: direct and indirect. The first one comes mainly from the use of fuels, refrigerant gases and soil, while the indirect emissions are the result of productive activities that are not controllable by the company, such as transportation of supplies, product distribution and business trips.



In 2017, Concha y Toro's carbon footprint was certified by Carbon Trust®, which in the short term will allow to have "eco-labels", improving the information available to consumers worldwide.

(*) Fetzer's and Bodega Trivento's Carbon Footprint calculation was not available for the year 2017. Results will be reported in 2018.

OPERATIONS IN CHILE - DIRECT EMISSIONS OF GHG (SCOPE 1)
BY TYPE OF SOURCE AND IN TCO₂E.

	2016	2017	VARIATION
Combustion from mobile sources (vans, trucks, tractors and cranes)	8,423	8,673	3%
Combustion from stationary sources (boilers, generators and other stationary machines)	6,500	6,767	4%
Fugitive emissions (leaks of refrigerant gases)	5,937	14,009	135%
Use of Fertilizers	1,642	1,259	-23%
Use of Land	9,738	11,618	19%
Total	32,239	42,326	31%

2015 and 2016 data consider only Concha y Toro operations, while 2017 includes Concha y Toro and Viña Cono Sur.

OPERATIONS IN CHILE - DIRECT EMISSIONS OF GHG (SCOPE 2)
BY TYPE OF SOURCE AND IN TCO₂E.

	2016	2017	VARIATION
Electricity consumption	19,721	21,608	10%
Total	19,721	21,608	10%

Viña Cono Sur began measuring its scope 2 emissions in 2016, so the 2015 column only considers data from Concha y Toro, while 2016 and 2017 include Concha y Toro and Viña Cono Sur.

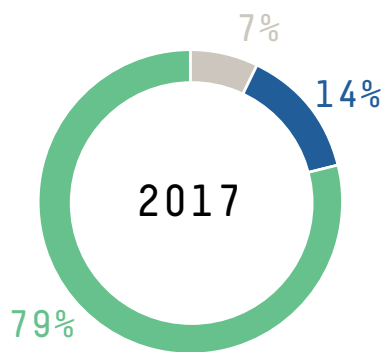
OPERATIONS IN CHILE - OTHER INDIRECT GHG EMISSIONS (SCOPE 3)
BY TYPE OF SOURCE AND IN TCO₂E.

	2016	2017	VARIATION
Packaging Supplies	102,683	109,216	6%
Business Travel	3,354	2,908	-13%
Transportation of products (exports)	45,506	57,805	27%
Domestic transportation of products	4,919	4,405	-10%
Transportation of own and purchased grapes	4,586	4,931	8%
Transportation of Wine	7,340	1,982	-73%
Transportation to Distribution Centers	507	448	-12%
Transportation from plants to VCT Chile	1,996	3,477	74%
Winemaking Supplies	52,187	55,826	7%
Total	223,078	240,998	8%

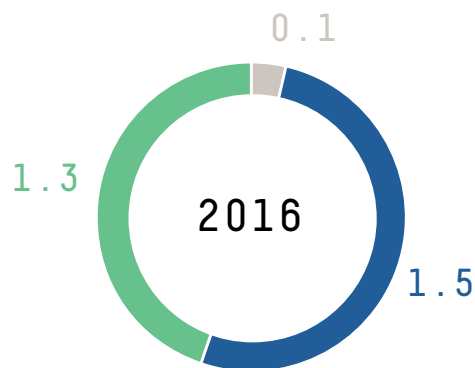
2016 data considers only Concha y Toro operations, while 2017 includes Concha y Toro and Viña Cono Sur.



PERCENTAGE OF EMISSIONS BY SCOPE OPERATIONS IN CHILE 2017

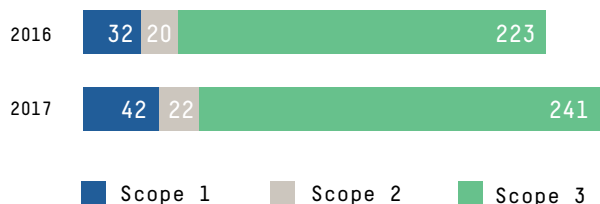


EMISSIONS BY SCOPE FETZER (THOUSAND tCO₂e)



■ Scope 1 ■ Scope 2 ■ Scope 3

EMISSIONS BY SCOPE OPERATIONS IN CHILE (THOUSAND tCO₂e)



■ Scope 1 ■ Scope 2 ■ Scope 3



In 2017, Concha y Toro increased its Scope 1 emissions by 21%, influenced by the 134% increase in fugitive emissions due to the renewal of refrigeration equipment and the consequent higher gas loads.

On the other hand, emissions from fixed and mobile sources fell by 6% and 3% respectively, which is explained by lower fuel consumption in the company's operations, due to a slowdown in production within the framework of the new commercial strategy that focuses in Premium products. Additionally, emissions from the use of fertilizers fell by 37% due to the lower volumes required in the crops.

Indirect emissions of Scope 2 did not register significant variations. While emissions of Scope 3 fell by 8%, due to the reduction of supplies and products transportation to final destination and business travel.

Regarding external energy consumption, the company will report this data in 2018, considering its main supplies and transportation.

Fetzer publicly reports its GHG emissions, and during 2017 it externally verified the gas inventory carried out the previous year, including scope 3 emissions for the first time, which considers business trips and transportation of waste.

The Californian company was the first wine company certified as Carbon Neutral in the USA, not emitting GHG gases to the atmosphere during its productive processes. Investments in reducing emissions, such as photovoltaic panels, zero waste program, purchase of renewable energy and of carbon-offset credits, have allowed the company to maintain this position.

Emissions Intensity

The intensity of Fetzer's emissions is considerable lower than that of the operations in Chile because the measurement of the US subsidiary contains fewer sources from Scope 3 and emissions in Scope 2 come mainly from non-conventional renewable energies.

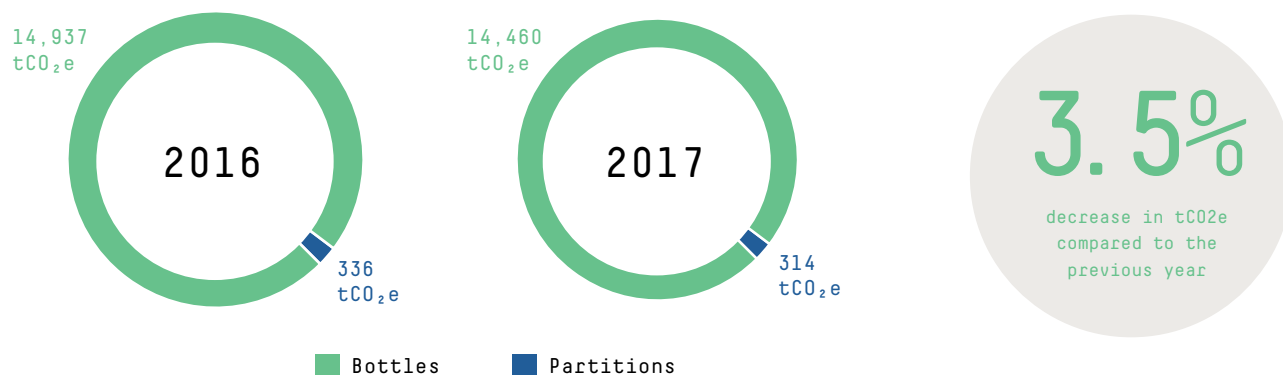
CarbonNeutral® delivery
Cono Sur was the first winery in the world to obtain the CarbonNeutral® delivery status, by neutralizing CO₂ emissions produced in the shipping of Chilean wines to the different markets.

EMISSIONS INTENSITY KGCO₂E PER LITER OF WINE

	SCOPE	2016	2017	VARIATION
Operations in Chile*	GHG Scope 1, 2 and 3	1.00	1.13	13%
Fetzer	GHG Scope 1, 2 and 3	0.13	N/i	

[*]For Operations in Chile, 2016 considers only Concha y Toro, while 2017 considers Concha y Toro and Viña Cono Sur.

GHG EMISSIONS REDUCTION - OPERATIONS IN CHILE



EMISSION OF OZONE-DEPLETING SUBSTANCES - OPERATIONS IN CHILE

REFRIGERANT	2016		2017		VARIATION
	CONSUMPTION (KG)	EMISSIONS (tCO ₂ e)	CONSUMPTION (KG)	EMISSIONS (tCO ₂ e)	
Hcfc-22	2,705	4,896	4,950	8,960	83%
Hfc-141b	109	79	68	49	-38%
Total	2,814	4,975	5,018	9,010	81%

OTHER EMISSIONS - OPERATIONS IN CHILE

OTHER EMISSIONS	CONSUMPTION (KG)	SO X	NO X	MP 10	CO
Diésel	2,278,353	2,948	23,672	1,401	9,357
LPG	1,780,300	552	7,851	303	1,353
Gasoline	623,380	37	328	100	8,231
Natural Gas	86,133	24	195	15	163
Total	4,768,166	3,561	32,045	1,819	19,103

Reduction of GHG Emissions

Viña Concha y Toro is present in more than 140 countries, so it pays special attention to the impact of the supply chain and transportation of its products, stages that produce the largest volume of emissions. In this sense, the use of lightweight bottles and the decrease in the weight of partitions contributed to the reduction in 14,774 tons of emissions in 2017, 3,5% less than in 2016.

Other Emissions

In 2017, the measurement of other atmospheric emissions considered Viña Cono Sur for the first time, which explains, in part, the increases in the emission of SO_x, NO_x and MP10. Similarly, the increase in refrigerant gases responds to the large number of equipment that completed their cycle, increasing the volume of gases used in recharging.

The Holding is committed to reducing emissions that can impact the atmosphere, and has been progressively abandoning the use of refrigerant gases that negatively impact the ozone layer.





SDG 6 OBJECTIVE > 3

SDG 12 OBJECTIVE > 5

GC 8

WASTE

103-2 103-3 306-1 306-2 306-4 306-5 307-1

Viña Concha y Toro handles its waste responsibly aiming to reduce to zero the waste sent to landfills. Each productive unit has staff responsible for managing, categorizing, monitoring and arranging waste in warehouses specially conditioned for temporary storage until its subsequent transfer.

Solid waste management

For the specific case of hazardous waste (HAZMAT), the company has a HAZMAT Management Plan for the Pirque plant, and certified procedures and warehouses for the other facilities. These materials are transported and treated by companies duly authorized in accordance with current regulations. Additionally, the recycling campaign for electronic waste continued in 2017, encouraging employees to dispose batteries and cell phones in special containers. During 2017, 33.5 tons of waste were collected in the operations in Chile.

Regarding non-hazardous waste, these are categorized by material and treated accordingly, largely reused or recycled. During the reporting period, in the operations in Chile almost 54,000 tons of organic material and a little more than 2,600 tons of packaging materials (glass and plastic) was reused and recycled. 1,652 tons of household waste and 442 tons of sludge was sent to landfill.

Vegetable residues, derived from the productive process, are reused in their entirety, crushed and reincorporated in the aisles between vines and on the paths to reduce particles in suspension. Pomace and stems are collected, stabilized and later used as compost in sectors of the vineyards that have low amounts of organic matter.

96%

of waste from operations in Chile is reused or recycled

Fetzer reuses or recycles

97%

of its waste

In the case of Fetzer, non-hazardous waste is managed in partnership with suppliers, eliminating unnecessary packaging materials and returning those can be reused. Municipal and household waste, which reached 57 tons, was managed by an authorized company, and organic waste, which totaled just over 2,300 tons, was 100% reused, both by Fetzer and by third parties.

In Bodega Trivento, household waste, which amounted to 105 tons, was buried in authorized locations, in accordance with local regulations. 100% of packaging waste was recycled and 86% of organic waste reused in the production of derivatives.

OPERATIONS IN CHILE - NON-HAZARDOUS WASTE: ORGANIC MATERIAL
TONS OF WASTE

NAME OF WASTE	TREATMENT	2015	2016	2017	FINAL DISPOSAL	
Pomace and Stems	Recycle and Reuse	55,164	42,597	45,221	Appraised - Sold to third party	21,816
					Winery's land through solarization	23,405
Lees	Recycle and Reuse	4,931	4,965	4,941	Appraised - Sold to third party	4,941
Sludge	Recycle and Reuse	-	-	3,591	Revaluation in agricultural land of third parties	3,591
Total		60,095	47,562	53,756		

FETZER - NON-HAZARDOUS WASTE: ORGANIC MATERIAL
TONS OF WASTE

NAME OF WASTE	2017	FINAL DISPOSAL
Pomace and Stems	1,769	Stabilized and used as compost in fields
Lees	531	Valued - sold to third party
Wood	51	Used as compost
Food waste/Compostable	12	Used as compost
Total	2,362	

TRIVENTO - NON-HAZARDOUS WASTE: ORGANIC MATERIAL
TONS OF WASTE

NAME OF WASTE	2017	FINAL DISPOSAL
Pomace	143	Appraised - Sold to third party
Stems	278	Landfill
Lees	220	Appraised - Sold to third party
Total	641	

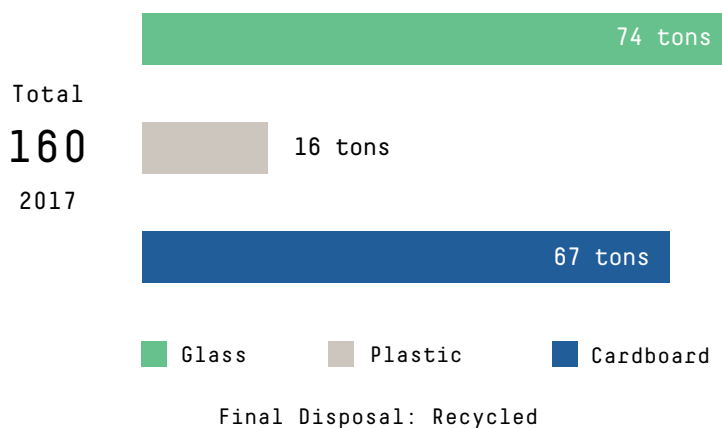
OPERATIONS IN CHILE- BOTTLING/PACKAGING
TONS OF WASTE

SUPPLY	MÉTODO DE TRATAMIENTO	2015	2016	2017	FINAL DISPOSAL
Glass	Recycling	1,270	1,233	1,503	Valued - sold to third party
Plastic	Sale for recycling or reuse	273	239	219	Valued - sold to third party
Cardboard	Sale for recycling or reuse	980	858	907	Valued - sold to third party
Total		2,523	2,330	2,629	

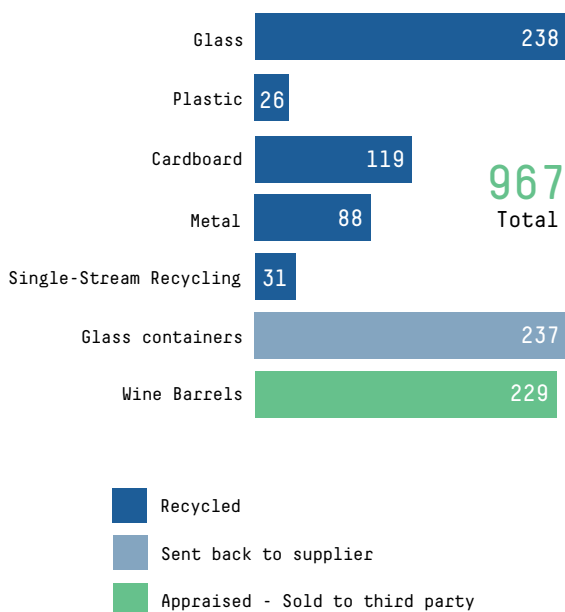
2015 and 2016 include only Concha y Toro, while 2017 includes Concha y Toro + Cono Sur.



**TONS OF WASTE:
BOTTLING/PACKAGING BODEGAS TRIVENTO**



**TONS OF WASTE:
BOTTLING/PACKAGING FETZER**



Liquid Waste Management

Management of Liquid Industrial Waste (LIW) from the operations in Chile is led by the Department of Sustainable Development, which monitors and controls the different units in charge of the LIW treatment processes, optimizing systems and controlling the use of chemicals for its treatment. It has identified opportunities for improvement and developed investment plans that aim at process efficiency. For example, Concha y Toro is the first Chilean winery to incorporate membrane bioreactors (MBR) to its treatment.

During 2017, slightly more than 680 thousand m³ of liquid industrial waste were generated, 1% less than in 2016. For the operations in Chile, there are 5 treatment plants. Other facilities have special accumulation tanks for LIW that is later collected by specialized companies, such as Biodiversa, which treat it in compliance with current environmental regulations, to then be discharged into surface waters.

Additionally, in 2017 a waste reuse system was developed and implemented, which will allow treating LIW through the Wetland biological system and use it as irrigation water in the Limarí estate.

Regarding sludge generated in the treatment of LIW, 89% was reused as compost by external companies, and new ways of reuse are under study for the remaining 11%.

Fetzer has BIDA® BioFilter system for the treatment of liquid waste, using billions of red worms and microbes to treat water in ponds specially designed for this purpose. This system saves energy and allows producing more than 574 m³ per year of earth enriched with organic material, which can be used as fertilizer. The Californian winery was

awarded Environmental Leader Project of the Year, following the installation of an innovative wastewater management system, which made it the first winery in the United States to recycle 100% of its liquid waste.

In the case of Trivento, liquid waste treated in the “Tres porteñas” winery is later used for irrigation in a eucalyptus forest, while the “Maipú” winery treats its waste and then discharges it into an irrigation canal. The canal is used by other companies in the area and allows the irrigation of near 3 thousand hectares.

306-1

LIQUID INDUSTRIAL WASTE

	FACILITY	VOLUME [THOUSAND M ³]			TREATMENT/ QUALITY	DESTINATION	EMISSION STANDARD
		2015	2016	2017			
OPERATIONS IN CHILE	San Javier	44	35	44	Biological treatment	Inland surface water	N.A
	Chimbarongo	107	83	108	Physicochemical treatment	Third Party - Contract with Biodiversa	NCh of 1.333 / Guía SAG
	Curicó	26	25	32	Physicochemical treatment	Disposal system: Sprinkle irrigation	D.S.90
	Lourdes	32	43	38	Biological treatment	Inland surface water	D.S.90
	Lontué	191	178	143	Biological treatment	Inland surface water	NCh of 1.333 / Guía SAG
	Mercedes-Lolol	12	8	8,6	Physicochemical treatment	Disposal system: Sprinkle irrigation	NCh of 1.333 / Guía SAG
	Peralillo	2	1	2	Physical treatment	Disposal system: Sprinkle irrigation	D.S.90
	Cachapoal	26	26	21	Biological treatment	Inland surface water	D.S.90
	Pirque	168	168	154	Biological treatment	Inland surface water	D.S.609
	Puente Alto	21	21	23	Physicochemical treatment	Third Party - Contract with EcoRiles	D.S.609
	Nueva Aurora	16	15	17	Physicochemical treatment	Disposal system: Sprinkle irrigation	D.S.609
	Lo Espejo	59	62	57	Physicochemical treatment	Third Party - Contract with EcoRiles	D.S.609
	Vespucio	25	30	39	Physicochemical treatment	Third Party - Contract with EcoRiles	D.S.609
	FETZER	Fetzer		57	52	BIDA Biofilter	Irrigation of hillsides





Pesticides and Fertilizers

301-1

Controlling different pathogens or diseases is essential for the health of the vines. Therefore, the company has an Integrated Pest Management Plan, which allows optimizing and protecting the vineyards without interfering with the biological cycles of the soils, preventing erosion, taking into consideration the health and safety of those responsible for the application of agrochemicals.

Fertilizers are used exclusively to protect the optimum development of the vines and guarantee the quality of the grapes, according to the oenological requirements. Pesticides are applied exclusively for the management and control of pests or diseases.

In the framework of the Second Clean Production Agreement (APL2), Viña Concha y Toro has annual goals to optimize the use of agrochemicals, in order to reconcile criteria in their acquisition, conservation and application.

In Fetzer the main fertilizers used are organic, specifically large amounts of compost. To a lesser extent, fish oil, but its use decreased by 25% during 2017.







USE OF PHYTOSANITARY PRODUCTS

TONS

	OPERATIONS IN CHILE			FETZER		TRIVENTO
	2015	2016	2017	2016	2017	2017
Fertilizer	1,151	2,081	1,240	15,206	11,957	264
Herbicides	5,6	2	2	0	0	15
Other phytosanitary products	746	1,169	205	2,735	2,280	34
Total	1,903	3,252	1,447	17,941	14,237	313

Progress towards SDG

ENVIRONMENT

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
WATER	-10% In water footprint per glass of wine	-9% Variation		6.4 Ensure sustainability in the extraction of water	Increase water efficiency
ENERGY	100% Renewable energy	62% Renewable energy		7.2 Promote the NCRE ratio	Increase NCRE proportion
BIODIVERSITY	100% Forests with implemented plans	100% Plans designed		15.1 Ensure the conservation of ecosystems	Increase or maintain conservation
WASTE	0 Waste to landfill	4% Landfill		6.3 Improve water quality	Improve industrial waste water ratio / product
				12.5 Reduce the generation of waste	Increase recycling rate/product
CLIMATE CHANGE	30% Reduction in scope 1 and 2	6% Reduction		13.2 Incorporate measures relating to climate change	Increase climate change actions/risks

Supply Chain

02



Viña Concha y Toro aims to build a relationship of trust and transparency with its supply chain, aware that effectively responding to customers' requirements not only depends on the excellence of internal processes, but also on the integration and synchronization of suppliers' processes.

That is why the company seeks to achieve an efficient coordination between suppliers, manufacturers, wholesalers and retailers to be able to locate one or more products in the right amounts, the right places and at the right time, identifying those activities that create value.





89%

on average of Viña
Concha y Toro's
suppliers in its three
origins are local.

58%

of the key suppliers
identified by the com-
pany submitted their
social and environmen-
tal practices.

11

Suppliers shared
their Carbon
Footprint with
the company.

Understanding that working together with the Supply Chain is vital for the company's success, three main focus of action were defined. The first seeks to convey to suppliers the way Viña Concha y Toro works, providing them with guidelines for ethical and behavioral practices. The second refers to supplies management, focusing on internal work to make operational and logistics processes more efficient. Finally, transfer of sustainability along the chain.

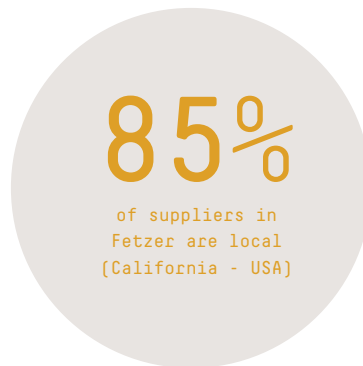
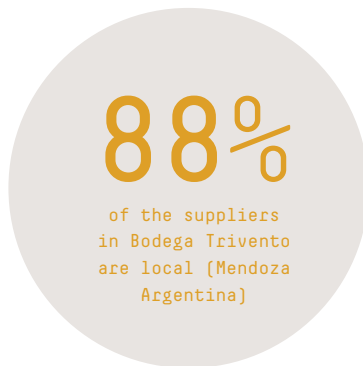


Suppliers



204-1

Viña Concha y Toro seeks to develop strong partnerships with its suppliers through joint work, encouraging them to carry out their productive and commercial activities in accordance with the company’s Code of Ethics and Conduct and the Code of Conduct for Suppliers, which establish guidelines on compliance with regulations, occupational health and safety, non-discrimination, freedom of association, child and forced labor, and transparency, among others. To ensure the above, contracts with suppliers include clauses that state that they know and act in accordance with the company’s values and standards.



PERCENTAGE OF EXPENSES ON DOMESTIC AND FOREIGN SUPPLIERS

SUBSIDIARY	YEAR	FOREIGN SUPPLIERS		DOMESTIC SUPPLIERS	
		N° OF SUPPLIERS	% EXPENSES	N° OF SUPPLIERS	% EXPENSES
Operations in Chile	2016	522	5%	5,798	95%
	2017	523	7%	4,713	93%
Trivento	2016	164	12%	816	88%
	2017	143	12%	811	88%
Fetzer	2016	1	0,2%	168	99,8%
	2017	1	15%	152	85%





SUPPLIER DEVELOPMENT

308-2

Aware of the strategic role of the supply chain, Concha y Toro promotes the Supplier Development Plan (PDP), which allows its partners to implement good practices relating to safety, quality, legality and fraud. The process encourages the implementation and certification of their production or services in the IFS PAC Secure and the BRC's Packaging and Materials international standards.

24% of the participating suppliers in 2017 were certified under the IFS PAC Secure standard and 33% under the BRC Packaging and Materials standard.

Meanwhile, the indicator of the "Supplier Delivery Window" program, which aims to align the quality of suppliers' products and services with the company's internal production times by scheduling deliveries at specific times, improved from 97% in 2016 to 99% in 2017.

RELEASE INDEX CONCHA Y TORO*



Pirque
 Lo Espejo
 Vespucio

*Indicator that verifies the delivery of supplies to the different plants in the agreed times and quantities, optimizing production.

RESPONSIBLE SUPPLY

414-1 414-2

Committed to ensure that its suppliers comply with the corporate ethical standards, during 2017 the company conducted a thorough survey among its key suppliers, which were subsequently categorized according to the potential risk of adverse impact on people, the environment and the company's economic development.

The company identified a total of 519 key suppliers, which were categorized as follows:

LEVEL	RISK	EXPLANATION	# SUPPLIERS
A	High	Risk of adverse impact on people, environment and / or society. Disruption on business operations and / or reputational impact.	132
B	Medium	Risk of adverse impact on people, environment and / or society. Without disruption on business operations and / or reputational impact.	179
C	Low	Low risk of adverse impact on people, environment and / or society.	208

Subsequently, all identified suppliers were asked to do a self-assessment based on Viña Concha y Toro's ethical principles, which was answered by 58% of them.

During 2018, the company will develop and disseminate guidelines to address critical issues identified in the self-assessment.

In addition, in 2017 the company carried out internal audits on the Corporate Ethical Standard, to verify compliance with social and environmental requirements of external service providers for 11 of the company's 14 production facilities. The audits showed minor deviations, mainly related to Occupational Health and Safety, underlining the need to carry out reinforcement training.

In relation to the Concha y Toro's grape suppliers, according to the area planted, 34% of them were assessed in social and environmental practices, including 3 new grape growers certified under the Sustainability Code of Wines of Chile, aimed at incorporating sustainable practices in the wine industry. For its part, Viña Cono Sur certified 9% of its grape suppliers under the Sustainability Code.

For its part, at the beginning of 2017 Fetzter carried out assessments relating to the Environmental and Social Responsibility of its main suppliers, covering 75% of grape suppliers and 100% of its packaging suppliers, in the context of its impact evaluation for the B Corp certification.

Bodega Trivento, in the framework of its adherence to the BSCI Code of Conduct and the terms of its implementation, invites all new suppliers to commit to and respect the 11 principles promoted by the BSCI Code.

SUPPLIERS ACCORDING TO INTERNAL CATEGORIES	2016		2017	
	% ASSESSED	TYPE OF ASSESSMENT	% ASSESSED	TYPE OF ASSESSMENT
Grape (Concha y Toro)	28%	Sustainability Code + Corporate Ethical Standard	34%	Sustainability Code + Ethics and Sustainability Self-Assessment + BSCI Code Audit
Grape (Viña Cono Sur)	9%	Sustainability Code	9%	Sustainability Code
Packaging Supplies (Operations in Chile)	92%	Ethics and Sustainability Audits	95%	Ethics and Sustainability Self-Assessment
External Services (Operations in Chile)	100%	Audit on Corporate Ethics Standard Implementation	100%	Ethics and Sustainability Self-Assessment



Supplies

SDG 12 OBJECTIVE > 2 GC 8

204-1

Aware of the impact that packaging and packaging materials could have on the environment, for years the company has been working on managing and mitigating it. Currently, 98% of the bottles used by Viña Concha y Toro are made of “ecoglass”, which is lighter and also makes their manufacture and transportation to points of sale have a lower environmental impact.

Sustainable Packaging

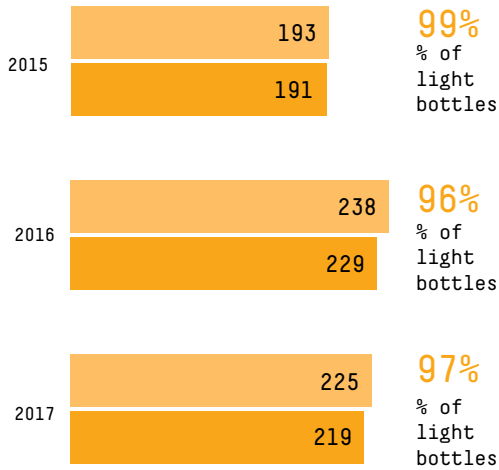
Viña Cono Sur increased the Tetra Pak packaging made of paper, polyethylene and aluminum, which in addition to being easy to transport and excellent for keeping contents in optimum conditions, it is highly recyclable.

During 2017 the company added a clause in the bidding rules for oenological supplies, requesting suppliers to implement a strategy to privilege the use of recyclable and/or reusable packaging, thus reducing the use of unnecessary or excessive material.

Similarly, the company has a policy that prohibits the use of any enological and/or agricultural supplies containing Genetically Modified Organisms (GMOs), either leased or directly purchased, so Viña Concha y Toro requires suppliers to present a certificate that guarantees the absence of GMOs.

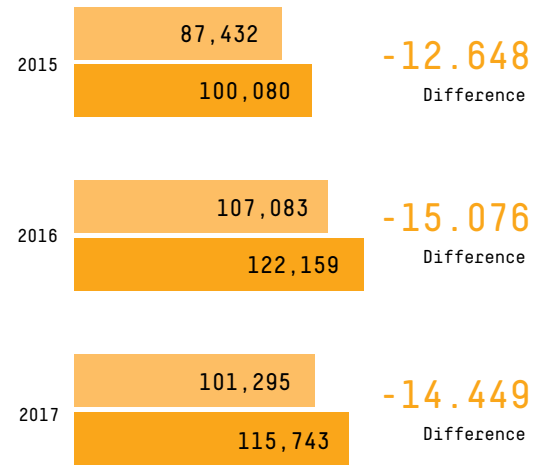


LIGHT BOTTLES PER TYPE (MILLIONS)*



Bottles (Total)
 Light Bottles

SCENARIO WITH AND WITHOUT LIGHT BOTTLE*



Current (Tons of glass)
 Without light bottle (Tons of glass)

* Data corresponds to bottles used by Concha y Toro and all the subsidiaries in Chile: Cono Sur, Quinta Maipo, Viña Palo Alto, Viña Maipo and Canepa.





MAIN SUPPLIES OF THE PRODUCTIVE PROCESS

STAGE 1: GRAPEVINE GROWING AND CARE (AGRICULTURE)				
SUPPLY	OPERATIONS IN CHILE		FETZER	
	2016	2017	2016	2017
Fertilizers (tn)	2,081	2,636	2,550	2,550
Fertilizers (lt)	525,161	1,424,528	47,908	35,608
Herbicides (tn)	2,03	1,94	0	0
Herbicides (lt)	89,323	93,781	0	0
Phytosanitary products (tn)	1,169	1,079	34	42
Phytosanitary products (lt)	40,319	52,436	10,226	8,472
Total (tn)	3,252	3,717	2,584	2,592
Total (litros)	655,699	1,570,745	63,302	49,264

STAGE 2: HARVEST						
SUPPLY	OPERATIONS IN CHILE		FETZER		TRIVENTO	
	2016	2017	2016	2017	2016	2017
Own grapes (tn)	100,188	107,098	4,287	3,536	14,365	15,293
Purchased Grapes (tn)	191,108	193,913	24,522	19,028	9,861	11,448
Total (tn)	291,296	301,011	28,808	22,564	24,226	26,741



STAGE 3: WINEMAKING				
SUPPLY	OPERATIONS IN CHILE		FETZER	
	2016	2017	2016	2017
Additives (tn)	1,324	1,366	73	68
Filtering Products (tn)	570	483	10	10
Gases (tn)	2,260	2,213	*	*
Washing Sanitizing Products (tn)	578	454	10	9
Preservatives (tn)	69	69	*	*
Nutrients (tn)	152	143	5	5
Clarifiers (tn)	111	83	5	4
Total (tn)	5,065	4,832	102	96

(*) The information was not available at the date of preparation of the report.

STAGE 4: BOTTLING AND PACKAGING		
SUPPLY	OPERATIONS IN CHILE	
	2016	2017
Bottles (tn)	107,083	101,295
Labels (tn)	282	298
Corks (tn)	485	263
Capsules (tn)	127	113
Caps (tn)	583	519
BIB (tn)	371	374
Tetra Pak (tn)	1,294	1,077
Cases and Partitions (tn)	8,820	9,359
Total (tn)	119,045	113,298

STAGE 4: BOTTLING AND PACKAGING		
SUBSIDIARY	FETZER*	
	2016	2017
Bottles (un)	23,454,270	24,964,459
Labels (un)	51,659,274	50,604,830
Corks (un)	17,325,150	16,232,120
Capsules (un)	20,380,400	14,647,937
Caps (un)	5,187,434	7,800,705
BIB (un)	271,200	634,600
Tetra Pak (un)	576,471	4,786,841

(*) For the purpose of this report, Fetzer presents its stage 4: bottling and packaging supplies by units. In future reports the information of this subsidiary will be presented by weight.



The reduction of 40% in tons of cork reported by the company in Chile is due to lower production, reduction of waste and lower average weight of the supply (type of cork). 26% of the corks used are natural cork oak and, therefore, biodegradable. The rest of the decreases respond to the company's Strategic Plan to strengthen the premium segment.

It should be noted that all the partitions used by Concha y Toro are made with 100% recycled cardboard fibers and all the cardboard boxes are made from recycled paper and cardboard. For its part, Viña Cono Sur has managed to reduce the consumption of paper, thanks to the work done together with suppliers of cardboard boxes.

During 2017, Viña Concha y Toro's suppliers responded the Materiality and Environmental Practices survey, which showed among other data the different certifications they have, to guarantee both the quality of their management (ISO 9.001), and good environmental (ISO 14.001) and occupational health and safety (OHSAS 18.001) practices, as well as those relating to the origin of raw materials, from sustainably managed forests (FSC or PEFC).

TYPE OF SUPPLY	CERTIFICATION
Boxes	ISO 9001, ISO 14001, FSC
Capsules	ISO 9001; ISO 14001; OHSAS 18001; BRC
Corks	ISO 9001; ISO 22000; FSC
Labels	IFS PACsecure; ISO 9001; FSC
Bottles	ISO 9001, ; ISO 22000; ISO 50001
Caps	ISO 9001; ISO 22000; BRC

With respect to PET Liner, Viña Concha y Toro is working together with labels suppliers in an initiative to separate recyclable liner from non-recyclable liner used in the labeling process, which is expected to start in 2018.

Regarding obsolete supplies, there was a variation of 12% compared to 2016, which is explained by the complex scenario experienced with anticipated harvest surpluses , by a lower quantity of liters harvested, and greater instability of the demand.

Within the framework of continuous improvement, Bodega Trivento holds an annual meeting with all packaging suppliers to address together opportunities for improvement in the supplies used in the production process.

(¹)Wine from the current harvest passes to the next, because the entire mixture has been bottled.

Carbon Footprint



As part of the Suppliers, Sustainability and Carbon Footprint Program, Viña Concha y Toro works together with its suppliers of packaging materials, through training, transfer of emission reduction techniques, and an annual assessment of environmental practices for its key suppliers. The goal in Chile, where the Holding's main operations are located, is to reduce by 15% their GHG (Greenhouse Effect Gases) emissions associated with packaging by 2020.



WORKING TOGETHER WITH SUPPLIERS

The work of the period focused on analyzing the historical assessment of emissions associated with the use of packaging and determining the benefits of the program together with suppliers. 11 suppliers measured and delivered their carbon footprint to Concha y Toro during 2017.

As a result of the joint work with suppliers, several internal reduction initiatives have been implemented, allowing to reduce the emissions of packaging materials and processes by 11% compared to 2011, when the program began.

With respect to Fetzer, the company began measuring its carbon footprint in 2016, including GHG emission in Scope 3, generated by its waste and business trips. After this, it incorporated new reduction measures, which will be calculated during 2018.








BG EX
3821
ALLIER 17MM
MEDIUM
2013
1312

Progress towards SDG

SUPPLY CHAIN

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
RESPONSIBLE SUPPLY CHAIN	100% Key suppliers meeting the Corporate Ethics Standard	58% In Stage 1 of assessment		8.8 Protect labor rights and safe work environment	100% compliance with ILO
CARBON FOOTPRINT	15% Footprint reduction per bottle	12% Reduction		9.4 Promote the adoption of clean technologies	Decrease tCO ₂ / product
PACKAGING	100% Of premium portfolio using "Eco2" bottles	6% Of the premium portfolio using "Eco2" bottles		12.2 Efficient use of natural resources	Decrease raw material / product

Product

03



The company seeks to satisfy current consumers by reinforcing quality, communicating responsibly and adapting to new trends through innovation, while effectively conveying its products' sustainability attributes. In line with this, Concha y Toro, Cono Sur, Quinta Maipo, Almaviva, Trivento and Fetzer have developed a broad portfolio of recognized brands that participate in all market segments.

The most recognized brands include Concha y Toro's Don Melchor and Casillero del Diablo, Cono Sur's Bicicleta, Trivento's Golden Reserve, and Fetzer's 1,000 Stories.





Introduces

2

new lines: "Red Blend y Diablo", Casillero del Diablo, Concha y Toro's main brand.

Sustainability attributes were built for

100%

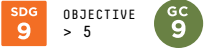
of Concho y Toro products, consistent with the identity of each of the brands.

James Suckling awarded

98

points to Don Melchor, the company's icon Cabernet Sauvignon.

Innovation



Aiming to make the wine industry more competitive, Viña Concha y Toro's Research and Innovation Center of (CII) develops applied research, enhances technological development and promotes knowledge transfer.



CENTRO DE
INVESTIGACIÓN
E INNOVACIÓN

During 2017, the CII continued working on the five programs defined in the 2016-2020 Strategic Plan:

Strategic Program N°1: Strengthening of Plant Material and Nursery

In 2017, the project "Production of improved vines through new diagnostic, control, cleaning and reinforcement procedures" was initiated, allowing to implement the necessary equipment for the molecular biology laboratory, which has the capacity to study 20 types of viruses and 8 types of mushroom.

Strategic Program N°2: Resource and water scarcity management

During 2017, the Inter-Management Innovation Committee continued developing R&D activities. One of them was the wireless soil sensors, a technology developed together with the Irrigation System supplier that allows optimizing farm planning and an efficient use of water. The company expects to apply to CORFO innovation funds in 2018.

Strategic Program N°3: Assessment of grape and wine quality

Progress was made in the development of the Quality Markers study on commercial wines, and another one for experimental wines. This has allowed establishing analytical methodologies of chemical markers for grapes and wines.

Strategic Program N°4: Intelligent Wine Industry

In 2017 this program was restructured and its name changed from "Automation Technology and IT" to "Intelligent Wine Industry".

In the winemaking area, with the participation of UC Davis Chile and the experience of the CII, it was possible to develop the "Systematic Vinification and Effective Cost of Global Wines" project, a winemaking simulation prototype based on artificial intelligence.

The second project was "GRAPPE", a prototype application for Smartphones that allows managing the process of defoliation in vineyards, which began operating this year.

Strategic Program N°5: New Product Design

The company launched Diablo, which was developed through chemical and sensory studies of benchmarks and prototypes.

As mentioned before, in 2017 the Flavored Base Wines line launched Coolers in a format accessible to all public, with the new versions Berries and Pineapple/Passion Fruit, and Clos de Pirque introduced Sangría, the classic Spanish drink. Also, the first listing of the new Jacked brand of flavored wines was completed, which includes a range of 5 flavors, the result of over three years of research.



In 2017, the CII acquired Hamilton STARLet equipment to prevent diseases in the vineyards more efficiently and accurately, increasing the capacity to analyze samples, reducing the execution time and eliminating, almost completely, human error associated with the preparation and analysis of samples.

PROMOTION ACTIVITIES AT THE CII

The company is continuously developing agreements with renowned universities and research centers to build links with other organizations and the social, productive and intellectual environment, aiming to disseminate and promote innovation.

The agreements established in 2017 include:



- Involves technical advisory for the application of varietal identification techniques using microsatellites.
- Agreement for scientific collaboration and technical advice on aspects relating to classic plant pathology and biological reinforcement.
- During 2017, two addenda of the Strategic Partnership Agreement were signed for the development of the T line and the extension of lines I and II in 2018.
- Strategic industrial association for the development of predictive algorithms for crop monitoring, focused on the improvement of production processes.
- Agreement under development for scientific collaboration and bilateral technological transfer between Novatech (Mercier R&D Laboratory) and the CII.



Quality

SDG 8 OBJECTIVE > 2 GC 7

A key element of Viña Concha y Toro's business is guaranteeing the quality and excellence of its wines, so it has measures in place to ensure its products' safety, innocuousness and differentiating aspects.

The company has a Corporate Quality Policy, which is the base of its Quality Management System. One of its pillars is Traceability, which allows recovering the product history and its destination, covering the different stages of the production chain. This tool is so precise, that it allows accessing information of orders and dispatches associated with purchase, packaging supplies, wine data and characteristics, aging and maturation processes, type and geographical location of the grape.

The System, validated by international certifications and standards such as the British Retail Consortium (BRC) and the International Food Standard (IFS), is comprised of a HACCP-based system of internal and external process and control verifications.

A milestone for the period was the creation of the Quality Committee, which is responsible of combining the different criteria of the main departments involved in the production of wine -Agriculture, Winemaking, Bottling and Dry Goods Suppliers-, ensuring the quality of the process and the excellence of the product.

a) Agricultural Process.

The first stage assessed is the vineyards, specifically pruning, stripping, irrigation, soil nutrition and phytosanitary management, which combined with the natural climatic sequence and characteristics of the territory define a specific type of grape and wine.

Additionally, and to ensure quality at this stage, since 2001 the company has its own nursery, which allows to protect the genetic potential of the plants and meet the company's demand for planting and renovating vines. For external vineyards, the company has 10 agronomists who advise grape growers, transferring agricultural techniques that allow boosting the industry, contributing to the production of grapes of increasing quality.

b) Winemaking Process.

To ensure quality in the stages of reception, grinding, pressing, winemaking and pre-packaging of each batch, there is a formal procedure for the acquisition of oenological supplies, based on risks and vulnerabilities analysis, as well as physicochemical and microbiological studies of bulk wine. The procedure is responsibility of the winemaking department, which also has a plan in place for ponds, tanks and piping cleaning and hygiene, to avoid cross contamination.

c) Bottling Process.

Finally, the wine is safely bottled in the different formats offered by the company, a phase in which traceability and meticulous control are key. To do this, the Quality Cells project structures a system of registration, control and verification of the packaging processes, arranging - online - product information and indicators, which allow managing any type of deviation, and taking timely preventive and corrective actions.

To cut the grapes at the optimum moment, in 2017

75%

were harvested technically or mechanically





CERTIFICATIONS

Since 2010, Concha y Toro's Lo Espejo, Vespucio, Lontué and Pirque plants have the recognized Global Standard for Food Safety certification of the British Retail Consortium (BRC), and the International Food Standard (IFS) of German, French and Italian retailers, with grade A. Both standards are intended to standardize hazard analysis and critical control by strengthening the quality management, safety and regulatory compliance systems of food manufacturers.

Additionally, the Lo Espejo and Pirque plants have three organic certifications for different markets: EU (Europe), NOP (USA) and JAP (Japan).

The Pirque, Vespucio and Lo Espejo plants, as well as the Lontué and Chimbarongo winemaking cellars, comply with the US Food and Drug Administration (FDA) standard for practices to prevent bioterrorism.

Viña Cono Sur has the Organic credentials of Kiwa BCS and in 2017 it obtained the ISO 9001: 2015 standard certification for Quality Management systems.

Fetzer is certified by the GSFI Global Food Safety Initiative, which guarantees products' safety and innocuousness. It also has the CCOF Organic Certification and the Demeter certification for Biodynamic products.

Since 2014, Trivento's Food Safety Management system has been certified with an A+ rating by the BRC Global Standard for Food and Safety, the maximum possible.



Responsible Marketing

417-1 417-2

The company has adapted to the legal requirements of its different target markets, displaying on its products information about sulfite content, packaging recyclability, and quotes on responsible alcohol consumption, among others.

SDG
12
OBJECTIVE
> 6

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8

SUSTAINABLE ATTRIBUTES

Viña Palo Alto

The winery, well-known for its environmental commitment, is located in the Maule Valley, the largest and most traditional winemaking region in Chile. Consequently, 282 hectares of native forest in its Villa Alegre vineyards are under conservation, which directly contributes to the mitigation of global warming. In 2017, a glass bottle 13% lighter was developed and implemented, optimizing its use, transportation and disposal, decreasing its carbon footprint.

Committed to the neighboring communities, Viña Palo Alto carried out the *Enjoy Wine, Go Solar* campaign, providing energy, through solar panels, to the Santa Laura School, in Péncahue, Maule region.

Additionally, it developed the *Enjoy Wine, Give Water* campaign focused on collaborating with different communities in Chile with difficult access to water, by installing water towers and providing millions of liters annually.

The winery is certified under the Chilean Wine Sustainability Code and by the Institute for Market Ecology (IMO) for its organic products, and was awarded a Special Commendation by Drink Business magazine for “sustainable campaign of the year”.





Sunrise

This Concha y Toro brand has as a differentiating attribute in the neutralization of its CO₂ emissions throughout the production process. It is the first brand to carry out this process worldwide and a benchmark in the matter within the company.

In line with global trends in sustainability, Sunrise has neutralized its emissions and communicated its sustainability attributes. By 2018 it intends to expand the neutralization for the Asian market, especially Japan, a market of great relevance for the brand.

SUNRISE NEUTRALIZATION OF CO₂ EMISSIONS



SUSTAINABLE PRODUCTS

COMPANY	GMO-FREE	ORGANIC*	BIODYNAMIC*	GLUTEN FREE	SUSTAINABLE
Concha y Toro	x			x	x
Viña Cono Sur	x	x		x	x
Quinta Maipo	x	x		x	x
Fetzer Vineyards	x	x	x	x	x
Bodega Trivento	x			x	

x Only some products are certified organic.



SDG
3 OBJECTIVE
> 5

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RESPONSIBLE DRINKING

Viña Concha y Toro seeks to promote a responsible consumption of its products, highlighting positive attributes, but also providing information on the consequences of inadequate alcohol drinking.

At an international level, it works with other companies in the industry through the Drinkware foundation, where the holding is one of the founding partners, and at the national level through the Association of Spirits Companies Pro Responsible Consumption (APROCOR), an organization that brings together the main representatives, importers and producers of alcoholic beverages in the country.

In 2017 the company launched "Enjoy wine, drink wise" campaign and set up a website to highlight its commitment to moderate alcohol drinking, based on 4 principles through which Concha y Toro:

1. Adheres to and promotes, prioritizing responsible consumption of wine and alcoholic beverages according to international standards proposed by the World Health Organization (WHO).
2. Refutes and rejects the consumption of wine and alcoholic beverages in risk groups: minors, pregnant women and people who drive vehicles.
3. Contemplates and communicates the responsible sale and consumption of wine and alcoholic beverages as a core part of its corporate and marketing codes.
4. Promotes wine consumption as part of a healthy lifestyle.







On this web page people can find information on topics such as recommended daily consumption of wine, alcohol absorption in the body, and the main benefits of moderate drinking.

<http://disfrutaelvino.conchaytoro.com/en/>

Progress towards SDG

PRODUCT

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
INNOVATION	3 New product categories	1 Category	 9	9.5 Increase research in the industry	Increase research / revenue
QUALITY	0% Retentions	1,6% Retentions	 8	8.2 Improve productivity through innovation	Increase sustainable growth rate
SUSTAINABLE ATTRIBUTES	100% Brands with identified attributes and implemented campaigns	100% Attributes identified	 12	12.8 Promote access to information on sustainability	Improve dissemination / communication campaigns
RESPONSIBLE DRINKING	1 Campaign implemented in 4 phases	25% Phase 1, development of internal campaign	 3	3.5 Strengthen the prevention of harmful alcohol consumption	Strengthen campaigns / product consumption

Customers

03



Viña Concha y Toro seeks to build mutually beneficial strategic alliances with its customers based on understanding, anticipating and developing long-lasting and trustworthy relationships, aiming to enhance the value offer for final consumers.

The company has a deep understanding of its customers' needs thanks to the Order Intelligence Unit (UIP) and the coordinated work of different support areas, through the development of internal capacities and by strengthening the logistics chain in more efficient processes, such as improving response times and quality of service.





6

wineries of the operations in Chile and Argentina carried out ethical audits of the BSCI standard with outstanding results.

65%

of clients consider Viña Concha y Toro is a company that cares about sustainability.

7,8%

less complaints compared to 2016.

Integral Customers

SDG **8** OBJECTIVE
> 8

CUSTOMER RELATIONS

In the continuous process of building and deepening trusting relationships, the company creates different spaces for dialogue with its customers, including ethical and/or technical audits in Viña Concha y Toro's facilities, as well as initiatives where the company invites its customers to participate, like the Customer Satisfaction Survey.

CLIENT AUDITS

The external audits are divided into two large groups: The first corresponds to the review processes requested by customers, with the aim of ensuring that the company meets the required ethical, environmental, quality and safety standards. The second group corresponds to certification on international standards such as BRC (British Retail Consortium), IFS (International Featured Standard) and Organic (NOP, Chile, CE, Korea, JAP, EU).

In 2017, 4 audits were conducted in the Pirque plant, two technical, requested by Tesco and Morrisons, and two ethical, under the standards of Walmart and Smeta. Ethical audits of the BSCI Code of Conduct were carried out in winemaking cellars, company farms and third-party fields.

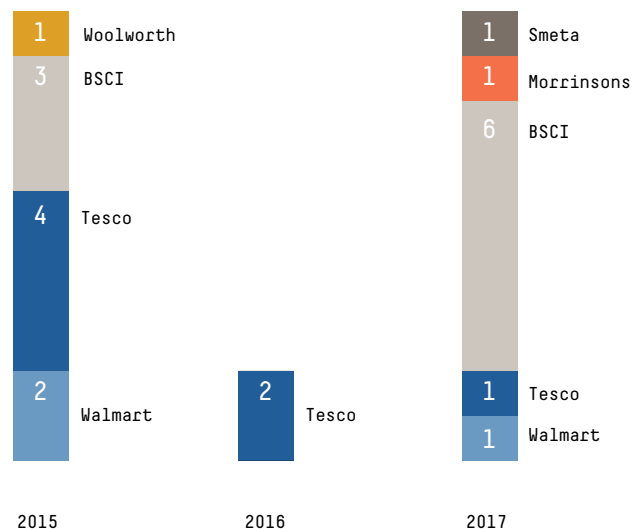
The BSCI audit included 6 winemaking cellars, 5 from Concha y Toro and 1 belonging to Trivento, with outstanding results.

Additionally, a first audit exercise was carried out Concha y Toro's own estates and in 9 of its external grape growers, as well as in one grape supplier of Bodega Trivento, extending an invitation to continue working together with the company.

Among the main findings of the BSCI audit at Bodega Trivento was the opportunity to strengthen the monitoring of key suppliers. The above was resolved by documenting in the Supplier Registration Procedure that all new suppliers must adhere to the BSCI Code of Conduct and the Implementation Terms.

In the case of Fetzter, there were no client audits in 2017.

CLIENT AUDITS SUMMARY





67%
of the 362 clients that participated in the 2017 survey indicated that they "would certainly recommend" the company.

CUSTOMER SATISFACTION

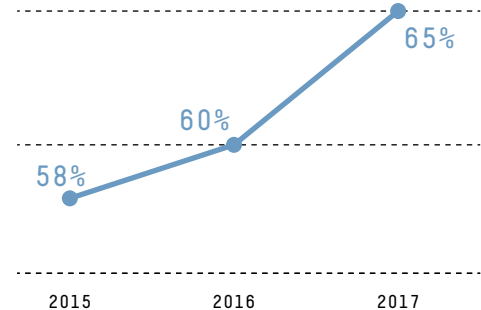
102-43 102-44

In order to identify opportunities for improvement and enhance the positive aspects of its management, every year the Holding invites all customers who made more than one purchase during the previous period to participate on an online survey to identify their level of satisfaction and their degree of loyalty towards the company.

In the 2017 survey, 362 customers participated, 67% of whom said that "they would surely recommend" the company to their family and friends, a 6% increase compared to 2016. Also, 85% of customers stated that "yes, they will continue" doing business with Concha y Toro, and 51% declared to be very loyal to Concha y Toro.

Similarly, 65% of customers consider Viña Concha y Toro cares about sustainability.

PERCEPTION OF SUSTAINABILITY



Efficiency in the Supply Chain

During 2017, Viña Concha y Toro actively worked in the pursuit of efficiency and quality in all supply chain processes. The implementation of the Kaizen methodology, originally from Japan and maintaining the principle of Continuous Improvement from an operational point of view, has improved production indicators. Also, the Value Stream Mapping (VSM) tool has facilitated the identification of different stages in the purchasing experience, improving customer satisfaction.



At the production level, a new packaging line was launched at the Vespucio plant, which increased production capacity, and the early and automatic detection of defects in the bottles. This allows avoiding potential complaints related to inconsistencies such as incorrect caps or labels, collar postures and unbalanced bottles, in a timely manner.

Additionally, an Air Measurement Unit was implemented in the fine wine aging rooms, with a technology that allows preserving and automatically handling temperature variations inside the rooms, as well as humidity levels inside the facilities. This project has an innovative approach, as it focuses on the nobility of the wines, by preserving the organoleptic characteristics, and also results in lower maintenance of the equipment, air use optimization, reduction of electricity consumption, and therefore, an efficient use of resources, aligned with the company's commitment to decrease its carbon footprint.

SDG 8 OBJECTIVE > 2

GC 7

GC 9

EFFICIENCY IN LOGISTICS COSTS

For a company the size of Viña Concha y Toro, the correct and efficient operation of the logistics chain is of the utmost importance, due to the large quantities that must be transported.

During the last period, the department's work focused on three areas:

1. Coordination between Distribution Centers (DC) in Santiago
2. Service indices in the domestic market
3. Quality of the dispatch

Regarding the first two, there were no significant changes, and in the last point there was a decrease of 90% in the number of cases with complaints during 2017. With regard to the total movement of cases between warehouses, there was a decrease of 19%, accompanied of more limited inventories.

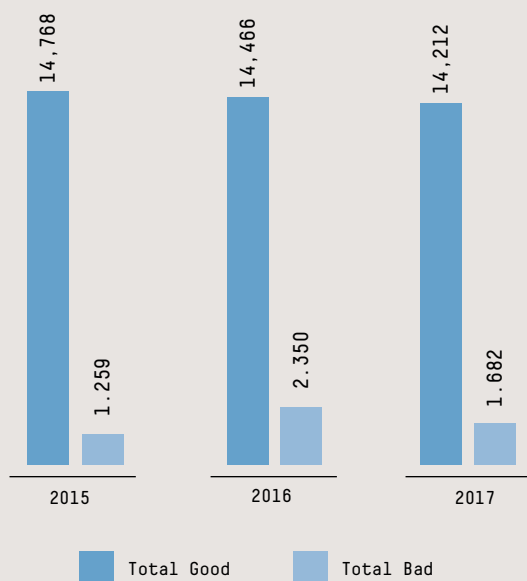
The Order Intelligence Unit (OIU) is responsible for improving the level of deliveries through the coordination of the Supply, Planning, Capacity, Programming, Traffic and Customer Service areas. Its main indicator, the POI (Perfect Order Index), classifies orders as follows:

- A Perfect Order is when the shipment includes all requested cases and is delivered on time.
- An Imperfect Order is when the delivery is on time but not in the quantity requested (5 or more cases of difference).
- A Dropped Order is when shipments are late and rescheduled.

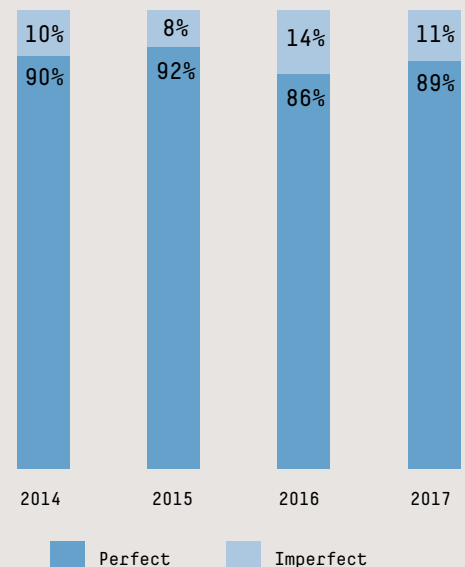
The establishment of the OIU has resulted in a 72% decrease in Imperfect Orders, greatly due to the implementation of a tracking tool for orders and the continuous training of employees.

Additionally, through early warning systems and analysis of potentially critical orders, in 2017 the quality of orders continued improving for products from Chile, increasing by 4% the Perfect Order Index compared to 2016, mainly for customers in Europe, Asia and the USA.

ORDER/YEAR



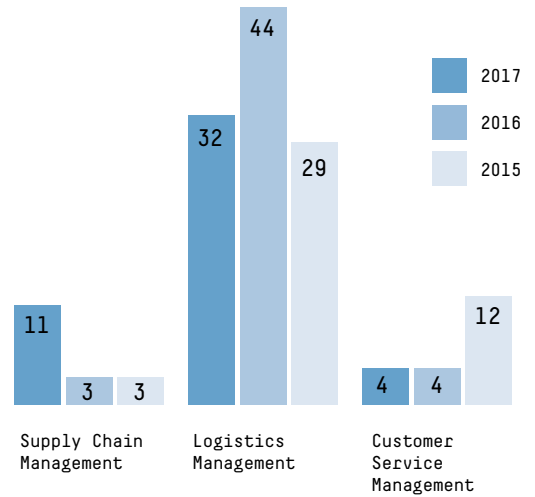
POI



Regarding complaints, there were 47 during 2017, 7.8% less than in 2016. Of that total, 68% were related to the Logistics Sub-department, 24% to the Supply Chain Management, and 8% to the Customer Service Sub-department.

In addition to this, a Compliance Link and Feedback Plan was implemented, allowing the adjustment of the truck fleet's connections.

COMPLAINTS



EFFICIENCY IN CO₂ EMISSIONS

The Multimodal Transportation Program aims to reduce GHG emissions in the supply chain, transporting cargo containers from the facilities to ports via railroad. The aim is to reconcile the costs of transportation and out-of-port storage with the company's commitment to reduce its CO₂ emissions. In 2017, 510 tons were transported with this modality, which meant a reduction of 4.6 tons of CO₂.






PROMOTING SUSTAINABILITY

Viña Concha y Toro extends its Codes of Conduct and Ethical Standards to its customers, seeking to promote respectful and responsible practices, both with the environment and with the people involved in the different stages of its value chain. With this objective, the company's contracts include a clause that states that customers must comply with the company's standards and specifically with its Code of Ethics and Conduct.

At the end of 2017, distributors with purchases of +5,000 C9L (9-liter cases) per year were asked to answer a voluntary self-assessment on ethical, social and environmental aspects, which was responded by 26 clients. The 2018 planning considers analyzing the results in order to develop and disseminate Good Practice Guidelines and recommendations based on Viña Concha y Toro's ethical principles. While in 2019 the assessment will be repeated and mandatory.

Progress towards SDG

CUSTOMERS

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
EFFICIENCY IN LOGISTICS COSTS	\$22 /lt	\$19.8 /lt		8.2 Improve productivity through innovation	Increase sustainable growth rate
EFFICIENCY OF CO ² EMISSIONS	15% Reduction in emissions per bottle	12% Reduction		9.4 Promote the adoption of clean technologies	Decrease tCO ₂ e/ product
INTEGRAL CUSTOMERS	100% Of customers complying with the Corporate Ethical Standard	15% Stage 1 Self-assessment		8.8 Protect labor rights and safe environment	100% compliance with ILO

People

05



Knowing that having highly committed employees makes it possible to maintain a leadership position in the wine industry, the company develops a series of actions and programs to generate a long-term commitment between Viña Concha y Toro and the people that work in it.

One of the company's main objectives is to support the professional development of its employees through training - within the organization -, seeking to enhance their skills and knowledge. This is also achieved by guarding employees' health and safety, fostering their physical, mental and social wellbeing, and continuously improving labor relations, which results in an increased level of satisfaction and commitment.





More than

97,000

hours of training.

Over UF

17,300

investment in training
in Chile.

32%

reduction in the
accident rate in Chile.

People Management¹

102-8 405-1

Viña Concha y Toro knows people are its most important asset, which is why organizational development and training are a crucial factor for success in a highly competitive environment.



The company is aware of the importance of having a positive work environment, one that encourages creativity, good labor relations and employees' professional development, and part of that is supporting diversity and strongly rejecting any type of discrimination.

In geographical terms, within the operations in Chile and in accordance with local development, most of its employees are distributed between the Metropolitan, O'Higgins and Maule regions, which together account for 90% of the personnel.

At the end of 2017, employees with permanent and fixed term contracts totaled almost 3,200, of which 97% have a permanent contract.

Of the total employees, 73% are men and 27% women, 32% work in operative positions.

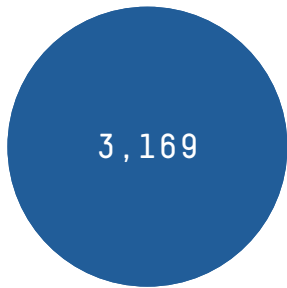
On the other hand, temporary workers carry out support tasks at different stages of the production process, mainly agricultural and harvesting work. On average in 2017 the Holding had just over 1,300 temporary workers, 29% of whom were women.

Contributing to the creation of jobs in the places where it operates, at the local level the company maintains important partnerships through its contractors, which participate in support services, such as: food, security, cleaning, pallet wrapping and recycling.

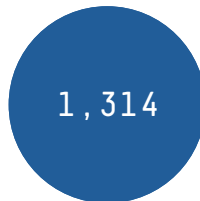
[1] Data on Viña Concha y Toro's personnel is the same as shown in the Annual Report 2017, to December 31, 2017. The presentation of the data changed with respect to the Sustainability Report 2016, which reported the annual average number of employees.

Data on temporary workers continue to be reported as an annual average.

The information reported includes the personnel of Viña Concha y Toro, Viña Cono Sur, Bodega Trivento and Fetzer Vineyards, as well as other national and foreign subsidiaries (Viconto, VCT Chile, VCT Group-Singapore, VCT Brazil, Nordics -Sweden, Finland, Norway-, VCT Africa-South Africa, Escalade-Canada, CyT UK, Gan Lu-China, Cono Sur France, and VCT Mexico).



Personnel
Permanent contract: 3,064
Fixed term contract: 105



Average temporary workers*



Contractors



Job positions filled by women

(*) Temporary workers perform seasonal tasks - such as harvesting - since they consider a limited period of the productive cycle.



TOTAL

PERSONNEL BY TYPE OF CONTRACT

	2016			2017		
	WOMEN	MEN	PROPORTION	WOMEN	MEN	PROPORTION
Permanent	886	2,316	95%	807	2,257	97%
Fixed Term	34	129	5%	31	74	3%
Total	3,365		100%	3,169		100%

PERSONNEL BY TYPE OF CONTRACT AND AGE

	2016			2017		
	YOUNGER THAN 30 YEARS OLD	BETWEEN 30 AND 50 YEARS OLD	OVER 50 YEARS OLD	YOUNGER THAN 30 YEARS OLD	BETWEEN 30 AND 50 YEARS OLD	OVER 50 YEARS OLD
Permanent	613	1,993	596	527	1,980	557
Fixed Term	73	80	10	55	47	3
Total		3,365			3,169	

PERSONNEL BY JOB CATEGORY AND GENDER

	2016		2017		VARIATION
	WOMEN	MEN	WOMEN	MEN	%
Managers, Assistant Managers and Executives	41	118	49	134	15%
Professionals and Technicians	371	694	325	652	-8%
Operators, Salespeople and Administrative Staff	508	1,633	464	1,545	-6%
Total		3,365		3,169	-5.8%

AVERAGE PERSONNEL (PERMANENT AND FIXED TERM CONTRACT) BY JOB CATEGORY AND AGE

	2016			2017			VARIATION
	YOUNGER THAN 30 YEARS OLD	BETWEEN 30 AND 50 YEARS OLD	OVER 50 YEARS OLD	YOUNGER THAN 30 YEARS OLD	BETWEEN 30 AND 50 YEARS OLD	OVER 50 YEARS OLD	%
Managers, Assistant Managers and Executives	2	104	53	2	117	64	15%
Professionals and Technicians	210	716	139	158	709	110	-8.2%
Operators, Salespeople and Administrative Staff	484	1,230	427	422	1,201	386	-6.2%
Total		3,365			3,169		-5.8%

CHILE

PERSONNEL AT DECEMBER 31 BY REGION³

Total employees 2016

Total employees 2017

2,513

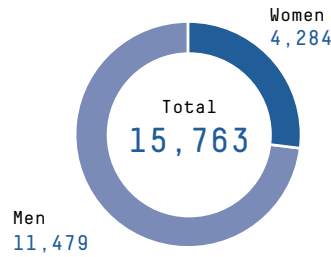
2,323

	2016	2017	VARIATION	PROPORTION
Tarapacá	15	12	-20%	0.5%
Antofagasta	20	9	-55%	0.4%
Coquimbo	68	65	-4.4%	2.8%
Valparaíso	49	43	-12.2%	1.9%
Metropolitan	1,673	1,526	-8.8%	65.7%
Libertador Bernardo O'Higgins	269	304	13%	13.1%
Maule	293	263	-10.2%	11.3%
BioBío	43	29	-32.6%	1.2%
Araucanía	22	20	-9.1%	0.9%
De los Ríos	11	8	-27.3%	0.3%
De los Lagos	39	34	-12.8%	1.5%
Magallanes	11	10	-9.1%	0.4%
Total	2,513	2,323	-8%	100%

(3) Data presented in this table corresponds to national subsidiaries Viña Concha y Toro, VCT Chile, Viconto and Viña Cono Sur.



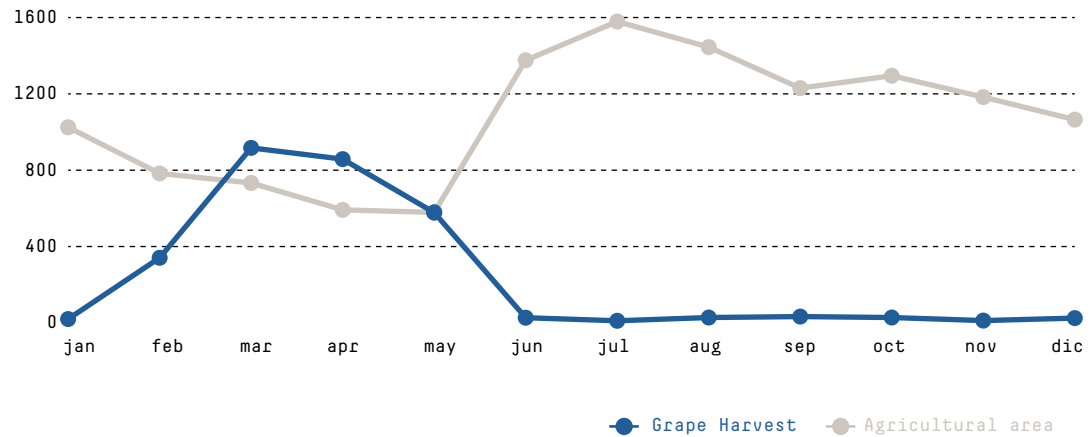
AVERAGE TEMPORARY WORKERS 2017



DETALLE

	WOMEN	MEN	TOTAL	ANNUAL AVERAGE
Operations in Chile	4,199	11,190	15,389	1,283
Trivento	64	203	267	22
Fetzer	21	86	107	9

TEMPORARY WORKERS 2017



WORKING CONDITIONS FOR TEMPORARY WORKERS

103,2 103-3

Temporary workers have a key role in the wine process, mainly by performing specific agricultural and winemaking tasks.

The company is responsible for providing favorable working conditions that make its offer attractive through a series of benefits such as filiation to the Compensation Fund and bonuses on Christmas and National Holidays.

The first significant hiring process of temporary workers takes place between June and August for trellising and pruning tasks. While in Fetzer Vineyards, in the northern hemisphere, it is between August and October.

For the harvest period, all seasonal workers are given a weekly performance bonus, a monthly gift card for personal purchases, shuttle bus services, food service and bonus at the end of the period.

The company also guards workers' safety and their compliance with the standards to which it adheres. During the 2017 harvest period, Viña Concha y Toro hired six additional Risk Prevention specialists, along with training 100% of the harvest workers on Hygiene, Health and Safety issues.



SDG 8 OBJECTIVE > 3

CAREER DEVELOPMENT AND TALENT

404-3

The company aims to having the best talent and it also seeks to ensure equal opportunities in the hiring process, establishing in its recruitment policy that a candidate's skills and aptitudes are the sole criteria for the selection of personnel.

The company carries out annual performance evaluations, according to formal criteria. 22% of employees participated in the evaluation process 2017, 3% more than the previous year. The increase is explained by the improvements done to the tool used in 2016, which facilitated the process, making it more effective. During 2018, the tool will continue to be improved through an external provider.

LEADERSHIP PROGRAM

The Corporate Leadership Program was created to strengthen leadership and communication within the company, seeking to enhance managers' and supervisors' soft skills, to effectively guide the teams.

During 2017, the company carried out 15 courses of the Program's first level, with the participation of 60 people. The second level was developed in the wineries of Chimbarongo and Lontué, with the assistance of 23 people. Adding a total of 736 hours of training, the company contemplates replicating the program in the rest of its facilities in the future.

Additionally, the Kaizen program for Operations Management was carried out. This program was led by Kaizen Institute Consulting Group Chile and consisted of 5 workshops of 8 hours each. In total, 71 people were trained at the supervisory and leadership levels of the Pirque, Lo Espejo and Vespucio plants, and 13 people at the Management and Sub-management levels.

EMPLOYEES SUBJECT TO PERIODIC PERFORMANCE EVALUATIONS

	2016		2017	
	MEN	WOMEN	MEN	WOMEN
Total employees	2,316	886	2,257	807
Number of employees who have been subject to performance evaluation and career development	486	123	485	179
Percentage of evaluations by gender	21%	14%	21%	22%
Total percentage of evaluations	19%		22%	



Engagement

103-2 103-3

SDG
8 OBJECTIVE
> 2

Every 2 years Viña Concha y Toro measures the work climate through an engagement survey used to identify gaps that hinder the full development of employees' capabilities.

In the last study, conducted in 2016, 84% of the company's personnel participated, obtaining an average 68% engagement.

The work done in this area during 2017 focused on improving the gaps detected in the survey, associated with internal communication and recognition, through different programs and activities, such as the Leadership Program for chiefs and supervisors, the Team Work Workshops and the Team Coaching Program, among other initiatives. By 2020, the goal is to achieve 71% engagement.

QUALITY OF LIFE

103-2 103-3

In line with the goal of improving employees' level of commitment, the company provides benefits and opportunities, both professional and personal.

In Chile, employees have the Internal Mobility Program, in addition to a Scholarship Program that may cover the entire tuition. During 2016 and 2017, this last program benefited 30 employees, each year.

On the other hand, the Human Resources Management in agreement with the local committees, develop alternative benefits and initiatives aimed at promoting and improving the quality of life of employees and their families. Some of the main initiatives include the promotion of sports and recreation through agreements with gyms and recreational centers. Also, the company has agreements for health benefits, including dental programs, life and complementary health insurance, as well as drug prevention and responsible drinking programs. In the latter case, the company has an insurance that covers 100% of the rehabilitation costs.

In order to provide free psychological, legal and financial advice to its employees, there is the Employee Support Program (PAE). During 2017, the PAE had 161 cases, 81% corresponding to psychological care and 19% to legal advice. It should be noted that during 2017 these services were extended to employees' family members.

Additionally, benefits and corporate gifts are given to celebrate or commemorate occasions such as birthdays, National Day, Christmas, or other local festivities, such as the Harvest Festival. One of the milestones in terms of benefits was the Concha y Toro "Contigo" Program, which included a preferential agreement with the San José Recreation Center of the Los Héroes Compensation Fund in Chile. In this agreement 292 workers and their respective families were registered, covering around 1,500 beneficiaries.

"APERRA CON TUS IDEAS"

Initiated in 2015 by the Human Resources Management and open to all employees, this program seeks to provide opportunities to develop projects aimed at generating process efficiencies and improvements in their respective areas of work. During 2017, 12 projects were implemented, mainly in Operations and Supply Chain. It should be noted that three initiatives were based on the use of recycled materials.



WAGES AND BONUSES

103-2 103,3 405-2 102-35 102-36

Viña Concha y Toro values its employees' merits and abilities, and grants them equal opportunities. There are no differences within the Holding between men and women wages for the same job position.

Remunerations are calculated based on an internal and external equity criteria, that is, according to techniques for the evaluation and classification of job positions, aligned to the reality of the market.

The differences observed in wages by gender are explained by the internal diversity of each job category, by the relative weight of women in each category and by the characteristics of the jobs they access. For example, the positive wage gap for women in the professionals and technicians category is explained by a higher number of women in that segment. Despite these differences, the gender variable is not considered when defining employees' remunerations.

LABOR RELATIONS

102-41

The Company recognizes the importance of dialogue with its employees, and it respects and safeguards their right to unionize and to collective bargain. At December 2017, 53% of the company's employees were covered by collective bargaining agreements.

In Chile, the company has 9 unions and 62% of employees are covered by a collective agreement or contract. Of these unions, only the one in the Agricultural Department at the Nueva Esperanza farm, in Cachapoal, had collective bargaining during the period.

In Argentina, Bodega Trivento has a union, the percentage of collaborators negotiating collectively is around 60%.

Fetzer Vineyards, on the other hand, does not have unions or collective agreements.

OPERATIONS IN CHILE: NUMBER OF UNIONIZED EMPLOYEES

NAME OF UNION	2016	2017
Sindicato Unificado	484	530
Sindicato Comercial Peumo	196	198
Sindicato Planta Lontué	144	144
Sindicato Peumo Cachapoal	26	19
Sindicato Lourdes	28	27
Sindicato Bodega Chimbarongo	32	34
Sindicato Transportes Viconto	16	16
Sindicato San José Don Melchor	11	10
Sindicato Bodega Cachapoal	19	20
Sindicato 1 (Trivento)	93	98
TOTAL EMPLOYEES UNIONIZED	1,049	1,096

COLLECTIVE AGREEMENT OR CONTRACT

NAME OF UNION	2016	2017
Contrato Sind. Unificado	522	450
Siglo XXI (Anexo Contrato)	579	547
Convenio Sindicato Lontué	158	154
Contrato Sindicato Comercial Peumo	26	17
Convenio Grupo Negociador	125	111
Convenio Sindicato Lourdes	36	38
Convenio Sindicato Chimbarongo	39	30
Contrato Sindicato Transportes Viconto	21	18
Convenio Sindicato Bodega Cachapoal	29	26
Contrato Sindicato Nva. Esperanza Predio Cachapoal	26	19
Contrato Sindicato Predio San José de Tocornal	11	10
Convenio Sindicato Fundo Lourdes	23	23
Convenio Colectivo Trivento	245	249
TOTAL EMPLOYEES COVERED	1,840	1,692



Risk Prevention

103-2 103-3 403-2 403-3 403-4

Occupational Health and Safety is a crosscutting aspect in which the entire organization works to ensure the highest standards, preventing accidents and taking care of people's integrity.

The Department of Risk Prevention is in charge of managing legal aspects, occupational hygiene, occupational and behavioral health, training and client standards.

During 2017, the department focused on generating controls on all the lines of the bottling plants, in order to verify the correct functioning of safety devices. Training activities on hygiene, health and risks focused on the areas of winemaking and grape harvest control, training 100% of the employees involved in the process, which resulted in a 32% reduction in the accident rate and a 58% decrease in the number of days lost.

Also, with the aim of improving order, cleanliness, basic safety conditions and the layout of the bottling plants, in 2016 Viña Concha y Toro began implementing the Kaizen methodology, generating improvements in ergonomic terms, in manual handling of load, in lighting, in employees' mobility within the operation, and in a decrease in the number of accidents in the plants.

OPERATIONS IN CHILE - HEALTH AND SAFETY STATISTICS

	2016				2017			
	OCCUPATIONAL ACCIDENTS	DAYS LOST DUE TO OCCUPATIONAL ACCIDENTS	ACCIDENT RATE ⁵	AVERAGE WORKING DAYS LOST ⁶	OCCUPATIONAL ACCIDENTS	DAYS LOST DUE TO OCCUPATIONAL ACCIDENTS	ACCIDENT RATE ⁵	AVERAGE WORKING DAYS LOST ⁶
Concha y Toro	275	2,655	4.3	81	145	2,569	4.5	79
Viña Cono Sur	42	435	10.6	111	16	78	4.19	21

(5)Ratio between the number of accidents at work occurred in a year period and the annual average number of employees, multiplied by 100.

(6)The ratio between the total of days lost due to accidents in a year period and the annual average number of employees, multiplied by 100.

As a result of the activities developed by the Department of Risk Prevention, the company did not have any fatal accidents during the period. Concha y Toro reduced by 19% the number of accidents, and by 3% the number of days lost due to accidents, which resulted in a 2% decrease in the accident rate.

Also, Viña Cono Sur saw important improvements in the management of Occupational Health and Safety, reducing by 62% the number of accidents, 82% the days lost due to accidents, 60% the accident rate and 81% the average working days lost, in addition to achieving the OSHAS 18.001 international certification.

In Fetzer Vineyards¹² there were 7 accidents, two of which led to lost days, which resulted in an incidence index of 15%, and lost time index of 4.3.

While in Bodega Trivento, there were 34 accidents during the period, 28 of which led to lost working time, presenting an accident rate of 6.1 and average days lost rate of 185, with 855 days lost during the period.

On the other hand, collective agreements cover all aspects of employees' occupational health and safety, indicating the company's obligation to adopt all the necessary measures to maintain adequate hygiene conditions, inform of all unsafe events in and around its premises, provide the necessary personal protection equipment for the prevention of occupational accidents and illnesses, and promote a culture of good workplace practices in cooperation with unions and joint committees.



(7) Fetzer statistics are calculated in accordance with federal and state laws of the US Occupational Safety and Health Administration (OSHA).
 Incidence Index: (OSHA recordable injuries * 200,000)/total annual working hours.
 Lost time Index: (injuries with lost time * 200,000)/total annual working hours.

IDENTIFIED RISKS TO HEALTH AND SAFETY

TYPE OF EMPLOYEE	TYPE OF WORK	RISK OF DISEASE	MAIN MITIGATION MEASURES
▶ Operator at the bottling line	Change of format, visual control, adjustments, quality control.	Possible skeletal-muscle diseases	Job position studies and implementation of Musculoskeletal Trauma Protocol, according to the Ministry of Health's manual, together with the ACHS. Use of PPE and mechanized transport.
		Sensorineural hearing loss (Occupational deafness)	Adjusting line speeds to avoid bottles from clashing with one another, change of noisy equipment and machines, use of hearing protection, medical monitoring together with the ACHS, and implementation of hearing management system according to the PREXOR protocol.
▶ Agriculture	Application of pesticides	Potential lung, respiratory diseases	Implementation of Pesticide Protocol (Pesticide Management System). Personnel that apply, ration and manipulate are under medical monitoring by the ACHS, with annual medical checkups; use of personal protection equipment (PPE).
▶ Operarios	Storage of hazardous substances, dosage and handling.	Potential lung, respiratory diseases	Exposed personnel are under annual medical monitoring by the ACHS and there is a job position quality assessment implemented. Employees are provided with PPE, according to their job, and they are trained in Handling and Storage of Hazardous Substances.

There are

45

committees that act on behalf of 96% of employees (average between the operations in Chile and the US)..

JOINT COMMITTEES

403-1

Joint committees are made up of company representatives and employees, to support and promote a safe and healthy work environment through communication, awareness, recognition and education in health, safety and wellness issues.

The company has joint committees in all the facilities where the law establishes so. In Chile, there are 42 joint committees that represent 92% of the company. Fetzer Vineyards has 3 committees that represent 100% of employees, while in Bodega Trivento there are no such committees, and the department managers represent the above-mentioned topics in a monthly committee meeting.



Knowledge Center

103-2 103-3 404-1 404-2

SDG 4 OBJECTIVE > 3

In order to maintain its leading position in the industry, the Company invests in strengthening its personnel’s competencies. Through the Department of Organizational Development and Training, the Human Resources Management develops various programs for the training and continuous improvement of employees.

Training initiatives are channeled through the Knowledge Center (CDC). During 2017, the CDC carried out courses related to the development of soft skills, such as technical abilities, necessary to complement employees’ training according to their occupational profiles and the strategic needs of each area or management.

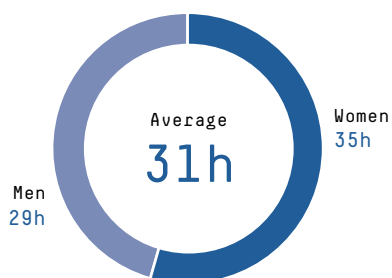
Also, the CDC began a new Certificate Program in Wine-making for employees at the winemaking cellars, and finished the Supply Chain Foundation certificate, which started in October 2016, along with maintaining its continuing education programs, in partnership with prestigious universities.

Through the CDC, a little over 1,300 employees from domestic operations were trained, which meant an investment of about UF 17,300.

On the other hand, temporary workers in the operations in Chile have a pre-harvest training program, which provides at least one course for each winery. In 2017, 4 courses were developed: “Oenology and Winemaking Cellar Management”, in two levels, of 24 and 16 hours; “People Supervision and Leadership”, with a duration of 8 hours; and “Quality, Safety and Efficiency”, with a duration of 16 hours.

For its part, Fetzer Vineyards and Bodega Trivento offered a total of 3,000 and almost 4,000 hours of training, respectively.

TRAINING PER EMPLOYEE







NUMBER OF EMPLOYEES TRAINED

	EXECUTIVES	PROFESIONALS	TECHNICAL AND ADMINISTRATIVE STAFF	CHIEFS	SUPERVISORS	OPERATORS	TOTAL
Women	13	135	223	58	14	153	596
Men	31	172	245	127	108	815	1,498
Hours of Training							
Women	415	6,948	10,568	3,655	733	6,637	28,956
Men	1,166	6,927	18,358	6,144	6,240	29,776	68,611
TOTAL							90,610

Progress towards SDG

PEOPLE

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
CAREER DEVELOPMENT	100% Departments with career plans	38% Employees		8.3 Promote training policies	Promote training policies and plans
ENGAGEMENT	+70% Level of engagement	Action plans communicated to 100% management		8.2 Improve productivity through innovation	Increase sustainable growth rate
KNOWLEDGE CENTER	45 Man-hours of training per person per year	31 Man-hours of training per person per year in Chile		4.3 Ensure access to formal education	Increase % of training
ETHICAL MANAGEMENT	100% Certified under SA 8000 standard	30% Sites diagnosed and with external verification		8.8 Protect labor rights and safe work environment	100% compliance with ILO

Society

06



Concha y Toro Holding understands that its commercial activity also creates value for the social and productive environment in which it operates.

The Society pillar of the Sustainability Strategy is organized into two main focuses - “Grape Growers” and “Community and Environment”- with the goal of developing and transferring knowledge about wine-growing to grape growers, seeking to increase their competitiveness, and of improving the conditions of the environment in which the company operates.





93%

of participants in the Productive Alliances program sold their production to the company.

29

participants in the productive alliances program.

Installation of

16

photovoltaic panels that allow generating 8MWh to provide clean energy to the Santa Laura School in Penciahue.

Grape Growers

Local grape growers are very important for the company, due to their key role in the value chain and their impact in the communities, which is why the company seeks to strengthen their skills and abilities, fostering their development, which in the long term results in better social conditions.

SDG 8 OBJECTIVE > 2

GC 1

GC 2

PRODUCTIVE ALLIANCES

Since 2014, Viña Concha y Toro and the National Institute for Agricultural Development (INDAP) have developed the Productive Alliances Program, which aims to improve business and property management skills of local grape growers through technical, business and agricultural management advice. In 2017, as a way of reaffirming its commitment to the sustainable productive development of small grape growers, Viña Concha y Toro restructured the program, increasing the number of participants to 29 and redefining objectives, methods of implementation and of measuring results.

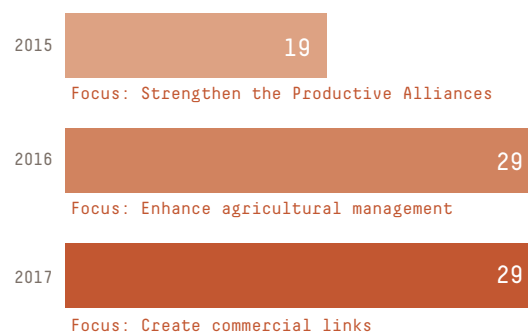
The program seeks to strengthen local grape suppliers through advice on technical management and sustainable environmental practices that increase the volume and quality of grapes, while guaranteeing their safety and traceability. Another focus is associated with facilitating production-market interaction, the implementation of Good Agricultural Practices (GAP), production and cost records management, and participation in other promotion programs.

In its three years of implementation the program has proved to have a positive effect in terms of bringing technologies closer to grape growers, guiding new investments, and improving their productive assets.

After restructuring the program, the goal for 2017 was for 50% of participants to trade, autonomously and freely, their production with the company, which was widely surpassed, with 93% of participants selling their produce to the winery. Additionally, progress was made in terms of traceability and efficiency, through a pre-audit of good agricultural practices and a periodic review of the field notebook developed by each grape grower.

The company also provided support in property management through the construction of basic costs and income records. 12 projects were submitted to the Investment Development Program of INDAP, 6 of which were approved. Additionally, 5 grape growers built deep wells and two of them applied to photovoltaic irrigation projects.

NUMBER OF PARTICIPANTS PER YEAR



For its part, the North American subsidiary Fetzer established alliances with producers from other estates, generating a symbiotic relationship. Fostering the company's ecological assets, alliances have been developed with "Sola Bee Farms" to receive bee population in the biodynamic fields of Bonterra during the pollination period, allowing bees to feed on healthy flora and with that, contribute to the good health of the ecosystem. Similarly, during the spring there is an alliance with "Kaos Sheep Outfit", allowing about 2,000 sheep to graze on the company's fields, which fertilizes the soil.

12 projects were submitted to the Investment Development Program of INDAP

608

visitors to the
Center for Research
and Innovation
during 2017



SDG
8
OBJECTIVE
> 3

GC
8

Training and Extension

Since opening in 2014, the Center for Research and Innovation (CII) has promoted applied research, technological development and knowledge transfer, being a space open to the winery's productive and social environment, and creating a platform to strengthen the development of the national wine industry.

During 2017, the CII received a total of 608 visitors (65% external), who participated in activities such as the academic visits program, which welcomed enology students from Pontificia Universidad Católica de Chile and Universidad de Talca, Sustainable Management Master students of the University of Wisconsin, and students from Manuel Montt High School, Agricultural School Las Garzas and the Montessori School of Talca.

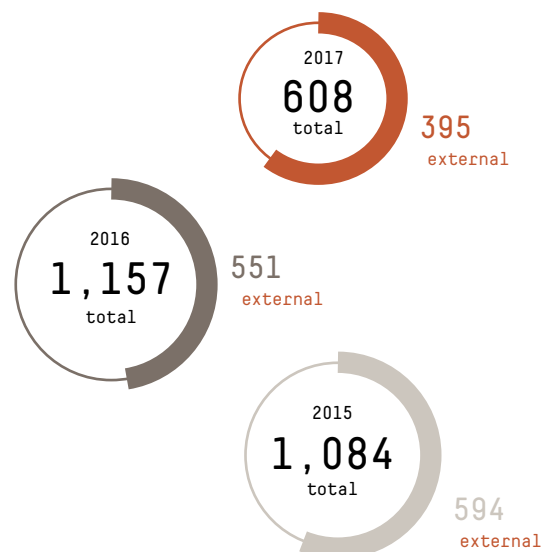
The CII also hosted the closing of the Go-Global Chile 2017 program, an academic activity focused on innovation in food design to contribute to the health and nutrition of the world's population, with 206 people attending.

The CII's extension activities included the International Seminar "White Wine Aromas" and a workshop on "Comprehensive Management of Agricultural Risks: Productive Practices and Information Tools", with a total of 31 attendees between both events. In terms of commercial visits, almost 100 people of different nationalities visited the Center, learning more about the CII's activities, achievements and challenges as well as the Chilean wine industry.

In terms of research and development activities, the molecular biology laboratory started operating with all its validated analytical capabilities, including human capital and equipment, and featuring the start-up of a robot for the automation of analytical processes.

The CII has disseminated its activities in various international events, representing the company and the country in the ChileDay at the Eureka Innovation Week.

VISITORS CII



Community and Environment

Viña Concha y Toro wants to be a contribution to the communities where it develops its productive activities, which is why it mitigates or minimizes the negative impacts and strengthens the positive ones through diverse social development initiatives.

SDG 9 OBJECTIVE > 1

GC 7

COMMUNITIES

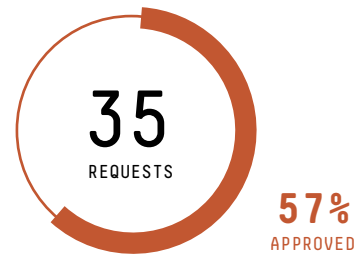
413-1

Each of Viña Concha y Toro's estate, winemaking cellar or plant has a Delegate for Community Relations -which may be the Farm Manager, Chief of Winemaking Cellar or Chief of Plant, respectively-, who is responsible for receiving and channeling the requests presented by the inhabitants of the area where the company has productive operations, and submitting a formal response within 5 business days. In 2017, a total of 35 requests were received, 57% of which were approved.

Community development initiatives carried out this year included the launch of Viña Palo Alto's *Enjoy Wine, Go Solar* campaign, which aims to provide energy through solar panels and pumps to rural schools in the Maule region. With the technical support of Tesla Energy, 16 photovoltaic panels, a three-phase inverter and three heat pumps were installed in the Santa Laura de Lo Figueroa School, in the district of Penciahue, Chile, benefiting 197 students. This system allows the generation of 8MWh per year, to cover a significant percentage of the energy requirement of the school.

For its part, Fetzer Vineyards donates part of its profits to the North Coast Opportunities Project, which aims to improve the nutrition of vulnerable population in the counties of Mendocino and Lake through the construction of community gardens.

REQUESTS FROM THE COMMUNITY



Viña Concha y Toro also fosters local development through sports, encouraging healthy lifestyles, camaraderie and teamwork. In 2014, the winery made the first donation to the Ferro Unido Corinto Soccer School, providing sports equipment and a coach. In November 2017, it donated sportswear from Manchester United Club for the 30 children that attend the school.

One of the most significant milestones in the management of community relations occurred on November 23, 2017, when Viña Concha y Toro lent a sector of its Idahue estate to the Sports Club of the same name, in the municipality of San Vicente de Tagua Tagua, in the O'Higgins region. In that space, the company set up a soccer field and equipped dressing rooms and bathrooms that can be used by children and adults in the area, where the company has been present for 13 years. Authorities of the Municipality of San Vicente de Tagua Tagua, Concha y Toro executives, as well as representatives of the Idahue Sports Club, the local school and the community attended the inauguration.

197

students benefited from the installation of 16 photovoltaic panels in the school Santa Laura de Lo Figueroa, in Penciahue.



413-2

In terms of the negative effects that productive operations may have on the environment, none of the company's centers generates significant negative impacts on local communities that are not being managed through the Environmental Qualification Resolutions (RCA).

Since 2016, Viña Cono Sur has action plans to notify the communities surrounding the Santa Elisa estate, in the municipality of Chimbarongo, about possible frosts. The initiative was born from the process of identifying the communities near the company's.

Also, during 2017, the company granted scholarships for a total of CLP\$ 25.5 million pesos to fund the university studies of 20 young people through Fundación Juan Pablo II. Additionally, the monthly grant for the Las Garzas Agricultural School provided financial support for almost CLP\$ 12 million pesos, supporting 5 outstanding students.

SDG 4 OBJECTIVE > 3

GC 1

EDUCATION

The company recognizes the value of education for people's development and social mobility, which is why it has two scholarship programs to finance the studies of young people with limited economic resources.





During 2017, Viña Concha y Toro started the program Cultivate (Cultivate Yourself), which generates formal and long-term agreements with educational institutions in the districts where the company operates. Within the framework of this program, Concha y Toro selected 10 technical schools with which it signed agreements to create job opportunities for the students in the winery, starting with internships. This way, students can project their career development within the company and thereby professionalize the local environment.





Progress towards SDG

SOCIETY

	SUSTAINABILITY STRATEGY VIÑA CONCHA Y TORO		2030 AGENDA		
	Goal 2020	Progress 2017	SDG	Specific Objective	Goal 2030
PRODUCTIVE ALLIANCES	100% Grape growers with an increase in productivity	50% Increase in productivity		8.2 Improve productivity through innovation	Increase sustainable growth rate
EXTENSION FOR GRAPE GROWERS	100% Relevant stakeholders visiting the center	100% Reach		8.3 Promote training policies	Promote training policies and plans
COMMUNITIES	4 Social Programs	1 Program (Viña Palo Alto)		9.1 Develop infrastructure for people's wellbeing	Increase % infrastructure/person
EDUCATION	100% Of graduates in the labor market.	94% Of young graduates working		4.3 Ensure access to formal education	Increase % of training

External Assurance Report



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INDEPENDENT REVISION REPORT VIÑA CONCHA Y TORO S.A.

SUSTAINABILITY REPORT 2017

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

Dear Mrs. Lira,

Hereby, you can find the outcomes of the revision of Viña Concha y Toro S.A. Sustainability Report 2017 according to the following aspects:

Scope

Limited security review of the adaptation of the contents and indicators of the 2017 Sustainability Report according to the Global Reporting Initiative Standards (hereinafter "GRI Standards") regarding the organization's profile and material indicators arising from the materiality process carried out by the company, related to the economic dimensions, Social and Environmental. It should be noted that this verification process included information year 2017 of Trivento and Fetzer's foreign subsidiaries (hereinafter collectively referred to as "Concha y Toro").

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 Concha y Toro Sustainable Development team.
- ✓ Analysis of the adaptation of the contents of the 2017 Sustainability Report to those recommended in the GRI Standards and verification that the verified indicators included in this Report correspond to the protocols established by that standard and that the non-applicable or non-material indicators are justified.
- ✓ Verification, through review tests, of the quantitative and qualitative information corresponding to the GRI Standards indicators included in the 2017 Sustainability Report, and its adequate compilation based on the data provided by the Concha y Toro information sources.

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 GRI indicators appear in the following table:

General contents						
102-1	102-2	102-3	102-4	102-5	102-6	102-7
102-8	102-9	102-10	102-11	102-12	102-13	102-14
102-15	102-16	102-17	102-18	102-19	102-20	102-21
102-22	102-23	102-24	102-25	102-26	102-27	102-28
102-30	102-32	102-35	102-36	102-37	102-40	102-41
102-42	102-43	102-44	102-45	102-46	102-47	102-48
102-49	102-50	102-51	102-52	102-53	102-54	102-55
102-56	103-1					

Specific contents						
201-1	201-2	201-3	201-4	204-1	301-2	302-1
302-2	302-3	302-4	303-1	303-2	303-3	304-1
304-2	304-3	304-4	305-1	305-2	305-3	305-4
305-5	305-6	305-7	306-1	306-2	306-3	306-4
306-5	306-6	306-7	301-3	307-1	308-1	308-2
403-1	403-2	403-3	403-4	404-1	404-2	404-3
405-1	405-2	413-1	413-2	205-1	205-2	205-3
419-1	414-1	414-2	416-1	416-2	417-1	417-2
417-3	419-1					

- ✓ Regarding the verified indicators, it is worth mentioning that in this process the GRI indicators and two indicators specific to the organization were verified (included in the 2017 sustainability report). In addition, we can indicate that no aspect has been revealed that leads us to believe that the 2017 Concha y Toro Sustainability Report has not been prepared in accordance with the Guide for the Preparation of Sustainability Reports of the GRI Standards, in the aspects indicated in the scope.

Improving Opportunity Report

Additionally, Concha y Toro is presented with a report on improvement opportunities aimed at reinforcing management aspects and the capacity to report on its sustainability performance, not included in this report.

Concha y Toro Direction and Deloitte Responsibilities

- The preparation of the 2017 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 Sustainability Report received on July 14, 2018.
- 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 2017 Concha y Toro Sustainability Report.


Cesar Vega.
Partner

July 18, 2018

GRI Index

Below, the GRI aspects addressed by the material issues. The contents used correspond to the GRI Standard.

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Organizational Profile				
102-1	Name of the organization	Back cover Holding Concha y Toro		
102-2	Activities, brands, products and services	Company Profile		
102-3	Location of headquarters	Company Profile		
102-4	Location of operations	Company Profile		
102-5	Property and legal form	Company Profile		
102-6	Markets served	Company Profile		
102-7	Size of the organization	Company Profile		
102-8	Information about employees and other workers	People Management		
102-9	Supply chain	Production		
102-10	Significant changes in the organization and its supply chain	There were no significant changes in the organization or in its supply chain during the period		
102-11	Precautionary principle or approach	Environment		
102-12	External initiatives	Memberships and Associations		
102-13	Affiliation to associations	Memberships and Associations		
Strategy				
102-14	Senior executives, decision-makers	Letter from the Chairman		
102-15	Main impacts, risks and opportunities	Letter from the Chairman		
Ethics and Integrity				
102-16	Values, principles, standards and rules of conduct	Ethics Management		
102-17	Advice mechanisms and ethical concerns	Whistleblower Channel		

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Governance				
102-18	Governance structure	Corporate Governance		
102-19	Delegation of authority	Corporate Governance		
102-20	Executive responsibility for economic, environmental and social issues	Sustainability Strategy 2016-2020		
102-21	Consulting stakeholders in economic, environmental and social issues.	Corporate Governance		
102-22	Composition of the highest governance body and its committees	Corporate Governance		
102-23	Chair of the highest governance body	Corporate Governance		
102-24	Nomination and selection of the Board of Directors	Corporate Governance		
102-25	Conflicts of interest	Ethics Management		
102-26	Board's role in the selection of objectives, values and strategy	Corporate Governance		
102-27	Collective knowledge of the Board	Corporate Governance		
102-28	Board performance assessment.	Board Self-assessment		
102-29	Identification and management of economic, environmental and social impacts	Corporate Governance		
102-30	Effectiveness of the risk management process	Corporate Governance		
102-32	Role of the highest governance body in the preparation of sustainability reports	This report has been reviewed and approved by the company's General Manager		
102-33	Communication of critical concerns	Corporate Governance		
102-34	Nature and number of critical concerns	Annual Report 2017, pg. 67 and 68: https://www.conchaytoro.com/wp-content/uploads/2018/04/MEMORIA-2017-VIN%CC%83A-CONCHA-Y-TORO-SVS.pdf		
102-35	Remuneration policy	Annual Report 2017, pg. 32, 66, 67 and 70		
102-36	Process to determine the remuneration	Wages and Benefits		
102-37	Involvement of stakeholders in compensation	Annual Report 2017, pg. 66 and 67: https://www.conchaytoro.com/wp-content/uploads/2018/04/MEMORIA-2017-VIN%CC%83A-CONCHA-Y-TORO-SVS.pdf "According to the bylaws, the remuneration of Directors is set by the Shareholders' Meeting, while the remuneration and compensation plan for executives is reviewed by the Directors Committee" (extract from the AR 2017).		

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
102-38	Total annual compensation ratio	The company has decided this is confidential information		
102-39	Ratio of total annual compensation's percentage increase	The company has decided this is confidential information		

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Stakeholders Participation				
102-40	List of Stakeholders	Stakeholders		
102-41	Collective bargaining agreements	Labor Relations		
102-42	Identification and selection of stakeholders	Stakeholders		
102-43	Approach for stakeholders' participation	Stakeholders		
102-44	Key issues and concerns mentioned	Stakeholders		
Reporting Practices				
102-45	Entities included in the consolidated financial statements.	Annual Report 2017, pg. 86 and 87: https://www.conchaytoro.com/wp-content/uploads/2018/04/MEMORIA-2017-VIN%CC%83A-CONCHA-Y-TORO-SVS.pdf		
102-46	Definition of contents included in the report	Definition of contents included in the report		
102-47	List of material topics	Definition of contents included in the report		
102-48	Reformulation of information	There was no reformulation of information compared to previous years		
102-49	Changes in the preparation of the report	About this Report		
102-50	Period covered by the report	About this Report		
102-51	Date of the last report	About this Report		
102-52	Preparation cycle	About this Report		
102-53	Contact point	Back cover		
102-54	Compliance option	About this Report		
102-55	GRI Index	GRI Index		
102-56	External Assurance	About this Report		
Anticorruption				
103-2, 103-3	MA	Crime Prevention Model		
205-1	Anticorruption	Crime Prevention Model		10
205-2	Anticorruption	Crime Prevention Model		10
205-3	Anticorruption	Due Diligence		10

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Economic Performance				
103-2, 103-3	MA	Economic Value Generated and Distributed		
201-1	Economic Performance	Economic Value Generated and Distributed		
201-2	Economic Performance	Economic Value Generated and Distributed	7, 8 and 9	
201-3	Economic Performance	The company is not in charge of pension plans.		
201-4	Economic Performance	See notes on the Consolidated Financial Statements of Viña Concha y Toro S.A and Subsidiaries, p. 79 in Government Subsidies. https://www.conchaytoro.com/wp-content/uploads/2018/03/CyT-EEFF-Dic-17-cmf.pdf		
Environmental Compliance				
103-2, 103-3	MA	Environment Pillar		
307-1, 419-1	Environmental Compliance	There were no significant fines or sanctions for noncompliance in environmental matters during 2017. There were no significant fines or sanctions for noncompliance in social or economic matters during 2017	7 and 8	
Energy				
103-2, 103-3	MA	Energy		
302-1	Energy	Energy	7, 8 and 9	
302-2	Energy	Energy		
302-3	Energy	Energy	7, 8 and 9	
302-4	Energy	Energy	7, 8 and 9	
Emissions				
103-2, 103-3	MA	Carbon Footprint and Emissions		
305-1	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-2	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-3	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-4	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-5	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-6	Emissions	Carbon Footprint and Emissions	7, 8 and 9	
305-7	Emissions	Carbon Footprint and Emissions	7, 8 and 9	

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Water				
103-2, 103-3	MA	Waste Management, Water		
303-1	Water	Waste Management, Water		7, 8 and 9
303-2	Water	Waste Management, Water		7, 8 and 9
303-3	Water	The company does not measure the volume of water recycled and reused in its productive operations		7, 8 and 9
Biodiversity				
103-2, 103-3	MA	Biodiversity		
304-1	Biodiversity	Biodiversity		7 and 8
304-2	Biodiversity	Biodiversity		7 and 8
304-3	Biodiversity	Biodiversity		7 and 8
304-4	Biodiversity	Biodiversity		7 and 8
Effluents and Waste				
103-2, 103-3	MA	Waste Management		
306-1	Effluents and Waste	Waste Management		7 and 8
306-2	Effluents and Waste	Waste Management		8
306-3	Effluents and Waste	There were no significant spills of oils, fuels, waste, chemicals or other products during the period.		8
306-4	Effluents and Waste	Waste Management		8
306-5	Effluents and Waste	No bodies of water and/or related habitats were affected due to water discharges or runoff from the company's operations.		7 and 8
Supplier Environmental Assessment				
103-2, 103-3	MA	Responsible Supply Supplies		
308-1	Supplier Environmental Assessment	Responsible Supply Supplies		7, 8 and 9
308-2	Supplier Environmental Assessment	Supplier Development		7, 8 and 9

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Supplier Social Assessment				
103-2, 103-3	MA	Responsible Supply		
204-1	Acquisition Practices	Supply Chain		
414-1	Acquisition Practices	Responsible Supply		3, 4 and 5
414-2	Acquisition Practices	Responsible Supply		3 and 6
Materials				
103-2, 103-3	MA	Supplies		
301-1	Materials	Supplies		8
301-2	Materials	Supplies		8 and 9
301-3	Materials	The company does not recover post-consumer products or packaging materials.		8 and 9
Customers Health and Safety				
103-2, 103-3	MA	Quality		
416-1	Customers' health and safety	Quality		
416-2	Customers' health and safety	During 2017 there were no violations or sanctions relating to products' health and safety		
Innovation				
103-2, 103-3	MA	Innovation		
Own: Innovation in Viña Concha y Toro	Own	Innovation		9
Marketing and labeling				
103-2, 103-3	MA	Responsible Marketing		
417-1	Marketing and labeling	Responsible Marketing		
417-2	Marketing and labeling	During 2017 there was no violations or sanctions relating to voluntary agreements on product labeling		
102-2	Profile	Responsible Drinking		
417-3	Marketing and labeling	There were no violations of regulations and/or voluntary codes related to marketing communications during the period.		

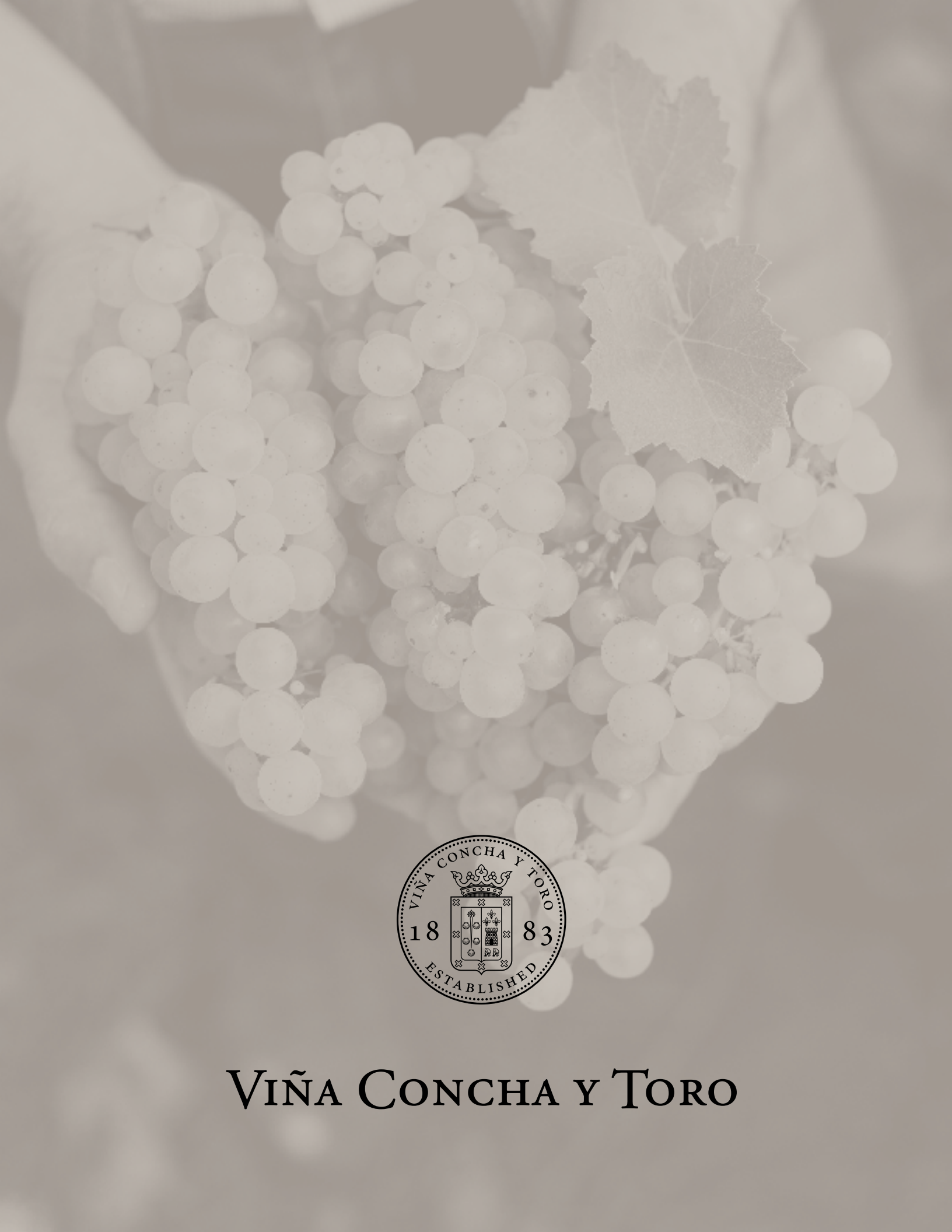
CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Products (products with positive impact)				
103-2, 103-3	MA	Product		
Own: Sustainable products	Own	Responsible Marketing		8 y 9
Transparency and information to customers				
103-2, 103-3	MA	Clients Audits		
Own: Clients Audits	Own	Clients Audits		1, 2, 3, 8 and 10
Sustainability Dissemination and Promotion				
103-2, 103-3	MA	Promotion of Sustainability		
Own: Sustainability Dissemination and Promotion	Own	Promotion of Sustainability		9
Stakeholders Participation				
103-2, 103-3	MA	Customer Satisfaction		
102-43, 102-44	Stakeholders Participation	Customer Satisfaction		
Diversity and Equal Opportunities				
103-2, 103-3	MA	People		6
405-1	Diversity and Equal Opportunities	People Management		6
405-2	Diversity and Equal Opportunities	Wages and Benefits		6
Working conditions of temporary workers				
103-2, 103-3	MA	Working conditions of temporary workers		
Own: Working conditions of temporary workers	Own	Working conditions of temporary workers		6

CODE	CONTENTS	SECTION/COMMENTS/REFERENCE	PÁGE	GLOBAL COMPACT PRINCIPLE
Training and Education (Career Development - Training and Knowledge Center)				
103-2, 103-3	MA	Career and Talent Development		
404-1	Training and Education	Knowledge Center		
404-2	Training and Education	Knowledge Center		
404-3	Training and Education	Career and Talent Development		
Labor Relations and Work Environment				
103-2, 103-3	MA	Engagement		
Own: Engagement Study	Own	Engagement		
Wellbeing and Benefits				
103-2, 103-3	MA	Quality of Life		
Own: Wellbeing benefits and programs	Own	Quality of Life		
Occupational Health and Safety				
103-2, 103-3	MA	Risk Prevention		
403-1	Occupational Health and Safety	Risk Prevention		3 and 6
403-2	Occupational Health and Safety	Risk Prevention		
403-3	Occupational Health and Safety	Risk Prevention		2
403-4	Occupational Health and Safety	Risk Prevention		
Local Communities (Community management: supporting local development)				
103-2, 103-3	MA	Community and Environment		
413-1	Local communities	Community and Environment		1 and 2
413-2	Local communities	Community and Environment		1 and 2
Vineyards management				
Own	Own	Commitment to continuous improvement		

DESIGN:

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VIÑA CONCHA Y TORO