



SUSTAINABILITY
REPORT
2021-2022

MESSAGE FROM THE CEO

Globally, the 2021-2022 period, like 2020, was marked by the direct and underlying effects of the Covid-19 pandemic and by efforts to return to normal productive, logistical, and commercial conditions.

In this context, Cono Sur took the measures necessary to ensure we adequately supplied our customers and consumers, who displayed a variety of behavior in response to the Covid-19 pandemic. All adjustments made to our production and logistics chains were implemented without losing sight of our pillar of Sustainability, which guided our actions even more emphatically toward our teams, customers, suppliers, community, and the environment. Cono Sur's ongoing commitment to sustainability was recognized in 2022 when we received the Amorim Sustainability Award at The Drinks Business Green

Awards. This honor highlighted our practices in organic management, carbon footprint reduction, energy efficiency, efficient water use, and waste reuse, all of which will be detailed in this report.

Among the many other relevant actions worth highlighting within this period, in April 2021 Cono Sur obtained its B Corporation certification, a major milestone that establishes our formal commitment to ensuring our productive activity results in multiple positive impacts for our work teams, the community, our customers, our suppliers, and the environment.

Another major milestone during the period was the organization of our Tourism area. As part of the launch of our vineyard tours, we welcomed members of the Chimbarongo community free of charge, allowing them to learn about the Santa Elisa Estate

and the activities we carry out in its vineyards and winery. This new area also strengthened the winery's Sustainability pillar by obtaining certification under the Wine Industry Sustainability Code in 2022, earning a 93% compliance rating in its first-ever audit. This makes Cono Sur one of just 10 wineries certified in Chile under the Code's four areas.

In our agricultural area, we continued to boost efficiency and productivity in our vineyards, investing heavily in vine renewal and in safeguarding our water supply. As a further testament to our sustainable vocation, 105 hectares of our La Espuela Estate in San Clemente and 18 hectares of our Las Lomas Estate in Peralillo began their transition to organic management. Another major milestone in 2022 was the installation of the first electrical frost control tower at the Santa Elisa Estate, which will help mitigate



the impact of such measures on the community of Chimbarongo.

Among the advances made in the winemaking area, we strengthened our focus on increasing energy efficiency and reducing water consumption, and also managed to further decrease our vinification costs. Yet another notable leap in 2022 was the installation and startup of the photovoltaic plant on the roof of our Santa Elisa winery. The plant has an installed capacity of 600 kW and was set up to provide clean, renewable power for the winery's operation.

In terms of recognition, during the 2021-2022 period, the excellence and quality of Cono Sur wines was once again distinguished and awarded by leading wine critics and members of the wine press. Renowned Master of Wine Tim Atkin awarded 94 points to our Ocio 2019 and Silencio 2017, while acclaimed wine critic James Suckling awarded 95 points to Silencio 2017 and 93 points to Ocio 2019, including them among Chile's Top

100 wines. Silencio 2017 and 20 Barrels Chardonnay 2021 each won Gold Medals at The Global Cabernet Sauvignon Masters and The Global Chardonnay Masters, respectively, while 20 Barrels Carmenera 2018 won a Diamond Trophy at the Sakura Japan Awards. For its part, 20 Barrels Cabernet Sauvignon 2019 earned a Platinum Medal at the Japan Wine Challenge 2022, Asia's oldest and most prestigious wine competition.

These achievements would not have been possible without the dedication of a team of excellence that is committed to working sustainably day after day to achieve wines of the highest quality in harmony with the environment and our community.

Through this report, we wish to demonstrate the progress we have achieved over the period in these areas and identify challenges that have arisen as we respond to the needs of our environment. This document has been prepared in accordance with GRI standards (Core option).

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PAUL KONAR ELDER, CEO



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1. COMPANY PROFILE

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1.1 GENERAL INFORMATION

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



Company name:

Viña Cono Sur S.A.

RUT: 86.326.300-k

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

Telephone:

(56 2) 2 476 5096

Website:

www.conosur.com

1.2 LEGAL STRUCTURE

Viña Cono Sur S.A. is a wholly owned subsidiary of Concha y Toro. It operates autonomously and independently from Concha y Toro, but the latter provides general services such as administration, accounting, finances, tax management and accounting services. The bottling process is also outsourced to Concha y Toro.

1.3 DOMESTIC AND INTERNATIONAL OPERATIONS

Agricultural production. Wine grapes

Valparaíso Region, Chile:

- Fundo El Encanto. San Felipe.
- Fundo Campo Lindo. Leyda, San Antonio.

O'Higgins Region, Chile:

- Fundos Las Lomas, Las Lomitas y Las Hijuelas. Peralillo.
- Fundo Santa Elisa y San Rafael. Chimbarongo.

Maule Region, Chile:

- Fundo La Espuela y El Estribo. San Clemente.

Bio-bio Region, Chile:

- Fundo Mulchén. Mulchén.

Processing. Vinification

Winery. Fundo Santa Elisa, Chimbarongo, O'Higgins Region, Chile.

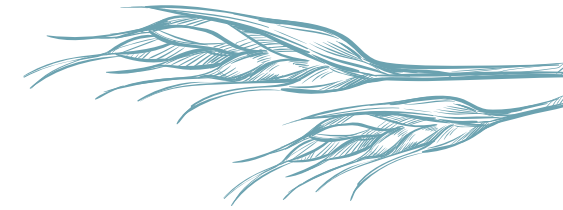
General administration, marketing, sales and exports

Head office. Las Condes, Santiago, Metropolitan Region, Chile.

Sales. Commercial offices

- Europe Commercial Office. Lanildut, France.
- Asia Commercial Office. Shanghai, China.





1.4 OUR BRANDS AND PRODUCTS



BICICLETA RESERVA

A brand that showcases the diversity of Chile through its many varieties and whose emblem, the bicycle, represents Cono Sur's sustainable philosophy. Bicicleta Sauvignon Blanc Blush and Bicicleta Gran Route were added to this line in 2021.



Wines crafted in balance with nature. Organic grapes, free of chemicals, grown in harmony with their environment.



VALLEY COLLECTION
Selected Origins

RESERVA ESPECIAL

A wine of exceptional character in which each variety represents the best its valley of origin has to offer.



20 BARRELS

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



SPARKLING WINE

Wines that embody the cosmopolitan spirit of those who drink them, those who know how to enjoy each and every moment.



SILENCIO

The maximum potential of Cabernet Sauvignon from the Maipo Valley.



SINGLE VINEYARD

Wines inspired by our own terroirs and origins. Each variety is cultivated in a unique style in meticulously chosen valleys, vineyards, and blocks. Single Vineyard Terroir Selection was added to this line in 2021.



O C I O

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

1.5 MISSION AND VISSION

MISSION

Our mission is to sustainably produce wines of the **highest quality in each segment**, striving to build high value brands and satisfy our consumers around the world. In all our actions, we are guided by special concern for **efficiency in our processes, care of the environment, profitability for our shareholders, respect in our interpersonal relationships, and the well-being of our workers, suppliers, distributors and the community in which we operate.**

VISION

Our vision is to become a **wine producer that is a global benchmark for quality, sustainability, and innovation** and to be Chile's next global premium brand.



1.6 CORPORATE GOVERNANCE AND SENIOR MANAGEMENT

Cono Sur is managed by the CEO, who along with the executive team is responsible for implementing the strategic guidelines established by the Board of Directors. The Board is composed of four directors appointed by Concha y Toro Holding.

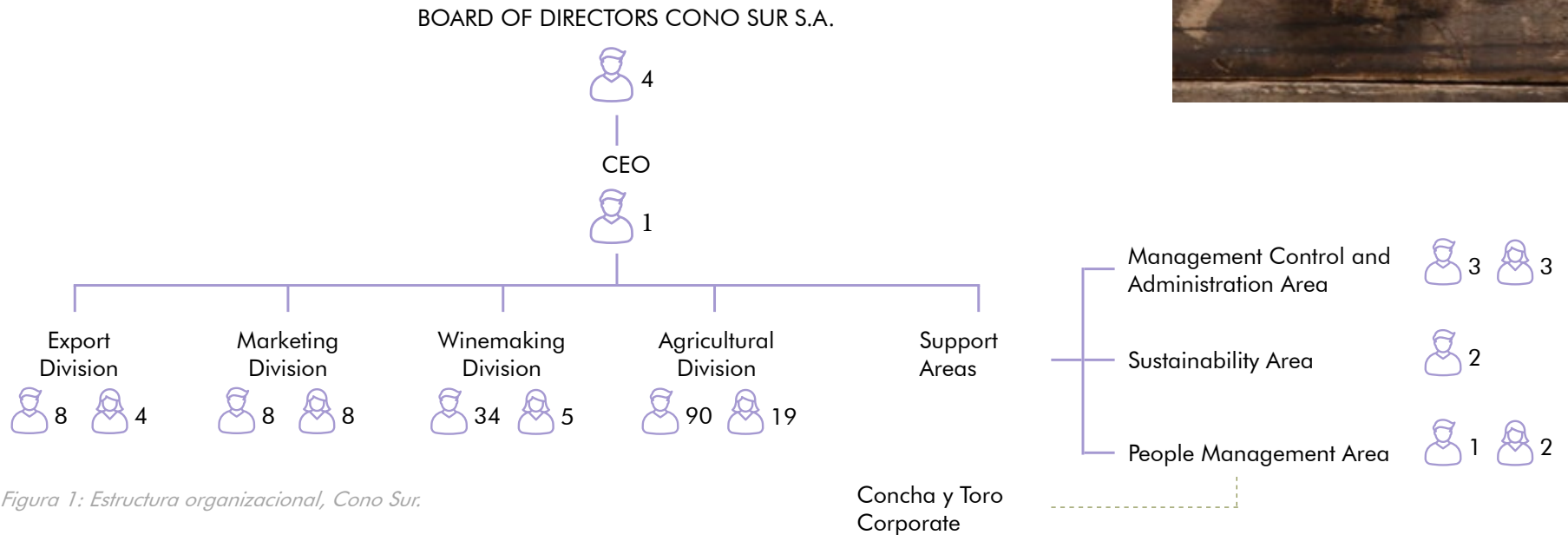


Figura 1: Estructura organizacional, Cono Sur.



At the operational level, Cono Sur's production, administration, sales, and export areas are autonomous. However, some activities are controlled by Concha y Toro Holding, including the design and implementation of engineering projects, the purchasing of grapes and large consignments of supplies, and computer hardware and support.

The bottling process is carried out by Concha y Toro at its Pirque and Vespucio plants, both located in the Metropolitan Region.



1.7 CORPORATE POLICIES

Cono Sur has an Integrated Management Policy¹, which includes commitments related to quality, environment, occupational health and safety, energy, greenhouse gases and social responsibility. It also includes commitments associated with voluntary agreements that the winery has adopted. This policy establishes a frame of reference for defining corporate objectives and goals in these spheres.

To complement its Integrated Management Policy, the company has a Code of Conduct that establishes the standard of behavior expected of all those who are part of Cono Sur. This document is consistent with the corporate Code of Ethics and Conduct of Concha y Toro S.A. and subsidiaries.

The policies described above are available to stakeholders and the broader community

in various publications as well as on our corporate website. They are also disseminated internally to all those who are part of Cono Sur, to encourage them to faithfully embody the values and commitments established therein.

Finally, in accordance with current labor legislation, everyone who joins the company receives a copy of our internal regulations on order, health, and safety, which sets out the company's main regulations for ensuring a safe and healthy work environment. Lastly, subcontractors working within the organization have their own set of rules, defined by Concha y Toro Holding.

This document is consistent with the corporate Code of Ethics and Conduct of Concha y Toro S.A. and subsidiaries

¹: Cono Sur's Integrated Management Policy can be downloaded at <http://www.conosur.com/es/sustainability/>

1.8 MECHANISMS FOR ADDRESSING BUSINESS ETHICS ISSUES

SUBJECT

CLAIMS RECEIVED DURING THE 2021 - 2022 PERIOD

Human Rights

The winery has established a Code of Conduct and Internal Health and Safety Regulations, which are founded upon Chilean Law 20.968, the ISO 26,000 standard, the standards established under the Business Social Compliance Initiative (BSCI) Code of Conduct, and the Universal Declaration of Human Rights. In the reporting period, the firm Ecocert conducted a Human Rights assessment at 100% of Cono Sur facilities under the For Life standard.

No human rights claims were filed during this period within the organization or with external suppliers

Non-discrimination

As part of its Integrated Management Policy, Code of Conduct and Internal Rules of Order, Health and Safety, Cono Sur does not discriminate on the basis of race, color, religion, nationality, gender, age, political affiliation, disability, sexual orientation, marital status, or ethnicity.

No human rights claims were filed during this period within the organization or with external suppliers

Exploitation and child labor

Although Chilean law accepts the hiring of minors over 15 and under 18 years of age with the prior written consent of their parents and notarized authorization, Cono Sur, in line with its Code of Conduct and Internal Regulations, hires only individuals of legal age at its different production sites.

No human rights claims were filed during this period within the organization or with external suppliers

Forced Labor

Forced labor is defined in International Labor Organization (ILO) Convention No. 29, one of the most widely ratified ILO conventions, as work that is performed under coercion and without voluntary consent. Cono Sur categorically rejects forced labor and adheres to the Convention, which has been communicated through its Code of Conduct.

No human rights claims were filed during this period within the organization or with external suppliers

Indigenous rights

Cono Sur has not registered any incidents related to the violation of indigenous rights. The company currently has one worker of indigenous descent, as certified by the National Indigenous Development Agency (CONADI).

No human rights claims were filed during this period within the organization or with external suppliers

Free Competition

Cono Sur competes ethically with all industry players, both locally and globally. The company has not been subject to any legal action related to monopolistic or anti-trust practices.

No human rights claims were filed during this period within the organization or with external suppliers

SUBJECT

Grievance Mechanisms

Formal complaint mechanisms are established in Cono Sur's Internal Regulations and its Code of Conduct. Complaints channels are provided to report any activity that interferes with a healthy work environment and to receive workers' requests to improve current working conditions. The complaints are directed to different personnel, depending on their subject matter. They are first sent to the human resources department and the corresponding area managers. Then, an internal investigation group is formed to ultimately define an action plan to be followed.

Ethical Business Behavior

In accordance with Law No. 20,393, which establishes the criminal liability of legal entities for the crimes of money laundering, financing of terrorism and bribery of national or foreign public officials, the company may become liable for said crimes committed by its employees or workers in the performance of their duties. In consideration of the above, the company expressly prohibits any conduct that may give rise to criminal charges against the company under Law No. 20,393 for acts committed by the owners, controllers, directors, officers, senior executives, representatives, those who perform management or supervisory activities, and any company employees or external parties representing the company. The above is set out in Cono Sur's Code of Conduct. All employees have an addendum on their work contract indicating that they are in compliance with Law No. 20,393.

Partisan Politics

Cono Sur does not belong to any political party, nor does it express affinity for any in particular, leaving its employees free to choose whichever best represents them. Consequently, the company does not make financial contributions of any kind to political parties or institutions related to them.

Corruption

The company's Code of Conduct affirms: "All those who are part of Cono Sur are expected not to take part in acts of Corruption. It is prohibited for any person who is part of Cono Sur to accept personal benefits or financial compensation from any customer, supplier, or any other individual or legal entity seeking to establish business relations with the organization. Agreement acquired under our commitment of the BSCI Code of Conduct, the Wines of Chile Sustainability Code, and For Life, with 100% of the organization evaluated.

Through its official website, Cono Sur offers internal and external stakeholders a direct channel² to submit anonymous complaints. Each complaint is handled confidentially and referred to our legal department for analysis, in order to determine what action is needed.

²: Link for entering anonymous complaints: <https://www.conosur.com/canal-de-denuncias/>.

CLAIMS RECEIVED DURING THE 2021 - 2022 PERIOD

In 2021, 8 internal complaints were received, 7 of them through the complaint boxes installed at different work sites and one through the link provided on the corporate website. In 2022, 6 complaints were received, 5 through the complaint boxes and one through the web page. All complaints were received and investigated by the Human Resources department in accordance with company protocols, and appropriate action plans were established in each case to ensure the matter was resolved in a timely and effective manner.

No human rights claims were filed during this period within the organization or with external suppliers

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1.9 HISTORY OF CONO SUR



1993

CONO SUR S.A.

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

1998

INTEGRATED VINEYARD MANAGEMENT

Cono Sur moves from conventional to integrated vineyard management.

2000

ORGANIC VINEYARD MANAGEMENT

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

2002

ISO 9001 & ISO 14001 CERTIFICATION

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

2004

LAS LOMAS DE PERALILLO ACQUIRED

Purchase of Las Lomas de Peralillo, a 187-hectare estate in the Colchagua Valley.

2005

CAMPO LINDO
Purchase of Campo Lindo, a 167-hectare estate in the San Antonio Valley.

2007

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

WINE, CLIMATE CHANGE AND BIODIVERSITY PROJECT

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

COLCHAGUA ESTATES ACQUIRED

Las Lomitas: 114 hectares in Peralillo
San Rafael: 54.5 hectares in Chimbarongo
Las Hijuelas: 50 hectares in Peralillo

LA ESPUELA ESTATE

Purchase of **La Espuela**, a 136-hectare estate in San Clemente, in the Maule Valley.

2008

2009 SUSTAINABLE DEVELOPMENT AREA CREATED

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

2010

EL ENCANTO ESTATE ACQUIRED

Purchase of **El Encanto**, a 100-hectare estate in San Felipe, in the Aconcagua Valley.

ISO 14064 CERTIFICATION THROUGH CEMARS®

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

2011

GREEN COMPANY OF THE YEAR

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

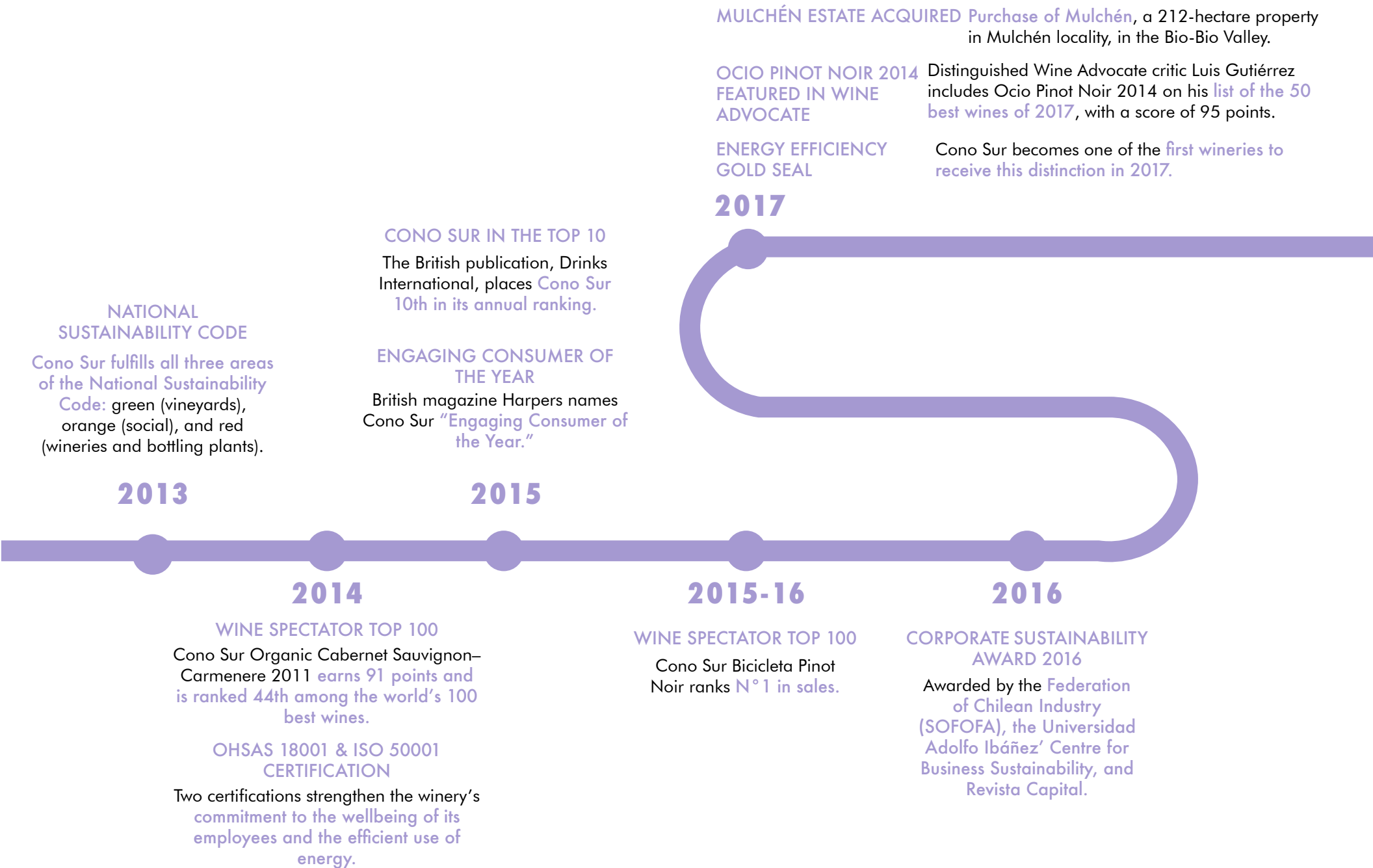
CHILEAN WINE PRODUCER OF THE YEAR

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

2012

BSCI CODE OF CONDUCT

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



CHILEAN WINE PRODUCER OF THE YEAR
 Cono Sur named Chilean Wine Producer of the Year at The International Wine & Spirit Competition.

2017-18

2018

INTERNATIONAL DISTINCTIONS FOR ENERGY EFFICIENCY
 The Clean Energy Ministerial (CEM) forum awards Cono Sur international honors for implementing effective energy efficiency measures.

“FOR LIFE” CERTIFICATION FROM ECOCERT
 This Social Responsibility Certification affirms that Cono Sur’s employees enjoy secure and fair working conditions.

2019

GOLD MEDAL AT BRIT COMPETITION
 Cono Sur wins a BRIT gold medal for its sustainable viticultural practices.

2020

VEGAN CERTIFICATION
 Cono Sur’s organic wines are certified vegan under the V-Label.

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

2021

B CORP CERTIFICATION
 Cono Sur Winery obtains B Corporation certification.

2022

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

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

1.10 INDUSTRIAL SECTOR

Cono Sur is part of Chile's highly dynamic wine industry, which represents 0.5% of the country's gross domestic product and provides direct employment to more than 100,000 people³.

Globally, Chile ranks tenth in terms of total area planted to vine, with more than 280,000 hectares that represented 2.96% of the world's total in 2022. By the end of 2022, the country had consolidated its position as the world's fourth largest wine exporter, reaching sales of USD 1.9 billion to surpass Australia, its closest competitor.

Although there are emerging wine markets in new latitudes, traditional

historic regions continue to dominate the market. Italy, France, and Spain accounted for 53% of exports in 2022, while the United States maintained its position as the globe's leading wine consumer, followed by France and Italy.

To improve its position in the international market, the Chilean industry has focused on developing new vineyards and valleys, new grape management techniques, and on opening and covering foreign markets, mainly in Europe, North America, and Asia.

At the production level, the Chilean wine industry is fragmented. As of December 2022, there were 341

companies registered as Chilean wine exporters and direct shipments to 136 countries. The leading markets for Chilean wine exports are China, the United States, the United Kingdom, Brazil, and Japan, which together account for nearly 60% of total exports.

Cono Sur ranks third in volume, exporting 4.88 million cases⁴ to 53 countries on 5 continents in 2022.

Chile in a global context

Nº10

Tenth place on the surface total planted vineyards



more than 280.000 hectares



represented 2.96% of the world's total

³: Based on information published on the website of the Asociación Vinos de Chile www.winesofchile.org

⁴: 9-liter cases or equivalent.



1.11 LOCATION AND DISTRIBUTION⁵

Cono Sur has a total of 1.212,42 hectares of vineyards distributed among different valleys, ranging from Valparaíso Region in the north to Bio-Bio Region in the south. This geographical distribution allows access to the terroirs that give the different grape varieties their greatest expression, enabling each of our wine varieties and categories to achieve their highest quality.

By the end of 2022, 409,08 of these hectares, or 30.58% of the total, will be managed organically. The company is also continuing its conversion to organic management on several estates, allowing us to reduce our use of agrochemicals and incorporate low-impact environmental practices.

Cono Sur winery is located within Santa Elisa Estate in the city of Chimbarongo, 160 km south of Santiago.

The operational planning and all processes involved in the production of our wines are carried out there. The estate also has administrative offices that handle various support processes.

Our commercial, marketing and export operations are housed at our head office in Santiago, Chile.

Estate	Vineyard area		Main varieties
	Conventionally managed	Organically managed	
El Encanto	40,4	56,7	C. Sauvignon, Carmenere, Syrah, C. Franc, Malbec, Petite Syrah, Tempranillo, Carignan, Petit Verdot and Mouvedre. Petit Verdot, Aspirant Bouchet, Grenache
Campo Lindo	31,6	46,8	Sauvignon Blanc, Pinot Noir, Syrah
Santa Elisa	124,8	122,9	Pinot Noir, Viognier, Cabernet Sauvignon, Chardonnay, Syrah, Aspirant Bouchet, Sauvignon Blanc, Marselan.
San Rafael	13,8	0	Pinot Noir, Viognier.
La Lomas	120,05	65,68	C. Sauvignon, Merlot, Carmenere, Malbec, Petit Verdot, Syrah, Arinarnoa, Tempranillo, Viognier, Sauvignon Blanc, Chardonnay, Cabernet Franc, Grenache
Las Hijuelas	49,3	0	Carignan, Merlot, Carmenere, Malbec
Las Lomitas	107	12,2	Cabernet Franc, Cabernet Sauvignon, Carmenere, Chardonnay, Grenache, Petit Verdot, Tempranillo, Viognier
La Espuela	28	104,8	Cabernet Sauvignon, Sauvignon Blanc, Pinot Noir, Chardonnay.
El Estribo	110,3	0	Sauvignon Blanc, Chardonnay, Gewürztraminer
Mulchén	177,1	0	Riesling, Chardonnay, Pinot Noir, Gewürztraminer, Sauvignon Blanc
Subtotal	802,35	409,08	
Overall total	1.211,42		

Table 1: Distribution of vineyard area by estate, at the end of 2022, conventionally and organically managed.

⁵: Agricultural production and winemaking are the production units most relevant to the topics covered in this report.


1.12 GROWTH

There was no variation in the total area allocated to grape production in 2021 compared to the previous year. Some minor temporary variations did occur due to vine removal and renewal. In 2021, 62 hectares were acquired for the La Espuela Estate, increasing the total area planted to vine by 4.3%.

The storage capacity of the winery was temporarily reduced by 76,800 liters in 2021

due to the phasing out of some barrels. In 2022, however, 40 new epoxy cement vats, each with a capacity of 200,500 liters, were brought into service. This expansion increased the winery's storage capacity by 8,020,000 liters, or 18.82%.

The following table shows the distribution of wine storage capacity, by type of storage medium:



"In 2021, 62 hectares were acquired for the La Espuela Estate, **increasing the total area planted to vine by 4.3%**"

Storage capacity	2020		2021		2022	
Type of vessel	Number of vessels (units)	Capacity (liters)	Number of vessels (units)	Capacity (liters)	Number of vessels (units)	Capacity (liters)
Stainless steel tanks	525	20.122.230	525	20.122.230	525	20.122.230
Total, stainless	525	20.122.230	525	20.122.230	525	20.122.230
Cement eggs	8	14.400	8	14.400	8	14.400
Epoxy cement vats	50	9.875.620	50	9.875.620	90	17.895.620
Total, cement	58	9.890.020	58	9.890.020	98	17.910.020
Foudres and wooden vats	27	102.400	27	102.400	27	102.400
Barrels	8.459	1.981.075	8.116	1.904.275	8.366	1.904.275
TOTAL, BARRELS	8.486	2.083.475	8.143	2.006.675	8.393	2.006.675
OVERALL TOTAL	9.069	32.095.725	8.726	32.018.925	9.016	40.038.925

able 2: Distribution of wine storage capacity by type of vessel for 2020, 2021, and 2022.


1.13 MARKETS

Target Market

Description of the target market for each product line


SILENCIO

 +45 years old
Wine connoisseurs

 Educated, sophisticated consumers who appreciate fine, high quality wine at social gatherings.


O (I O

 +45 years old
Wine connoisseurs

 connoisseurs and collectors. Educated, sophisticated consumers who appreciate premium quality wine.


20 BARRELS

 +35 years old
Knowledgeable wine consumers

 They value the authenticity and origin of the products they consume and know their value.


SINGLE VINEYARD

 +34 years old
Generation Treeters

 They are wine connoisseurs or simply have a strong preference for fine and unique wines.




 Environmentally conscious
men and women

 Crafted for those who seek the benefits of nature's purity and living a balanced life.

BICICLETA RESERVA

 Millennials
men and women

 The lifestyle to which many consumers aspire, especially the Millennial generation, our target for this line.



Destination markets

Cono Sur's destination markets are distributed across 5 continents and include direct exports to 54 countries as of year-end 2022, one country more than in 2021.

The United Kingdom remains our leading market in terms of sales by volume, accounting for 52.4% of total sales in 2022, up 5.66% from 2021.

In 2022, the EMEA zone showed a 23.49% reduction in the number of cases shipped compared to 2021 but remains our second largest market in terms of contribution, accounting for 21.81% of sales.

The Asia-Oceania market accounts for a notable 11.27% of our sales, with a 6.56% rise in the number of cases shipped in 2022. The LATAM (Latin American) region also grew by around 13.28%, although its contribution was lower, at 3.77%.

The domestic market represents 2.2% of the company's total sales by volume. In 2022, cases sold declined by around 14.61% compared to 2021.



During 2022, the company sent shipments to new destinations (no sales in 2021), including Cyprus, the Czech Republic, Slovakia, and Venezuela.

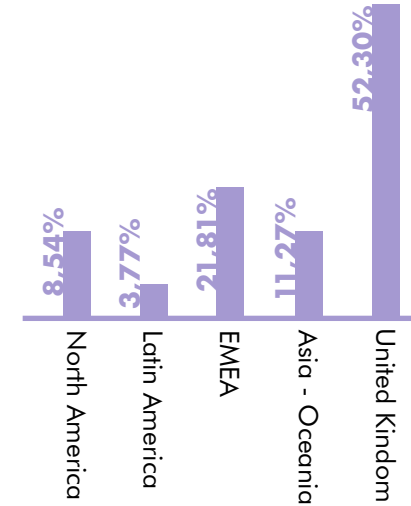
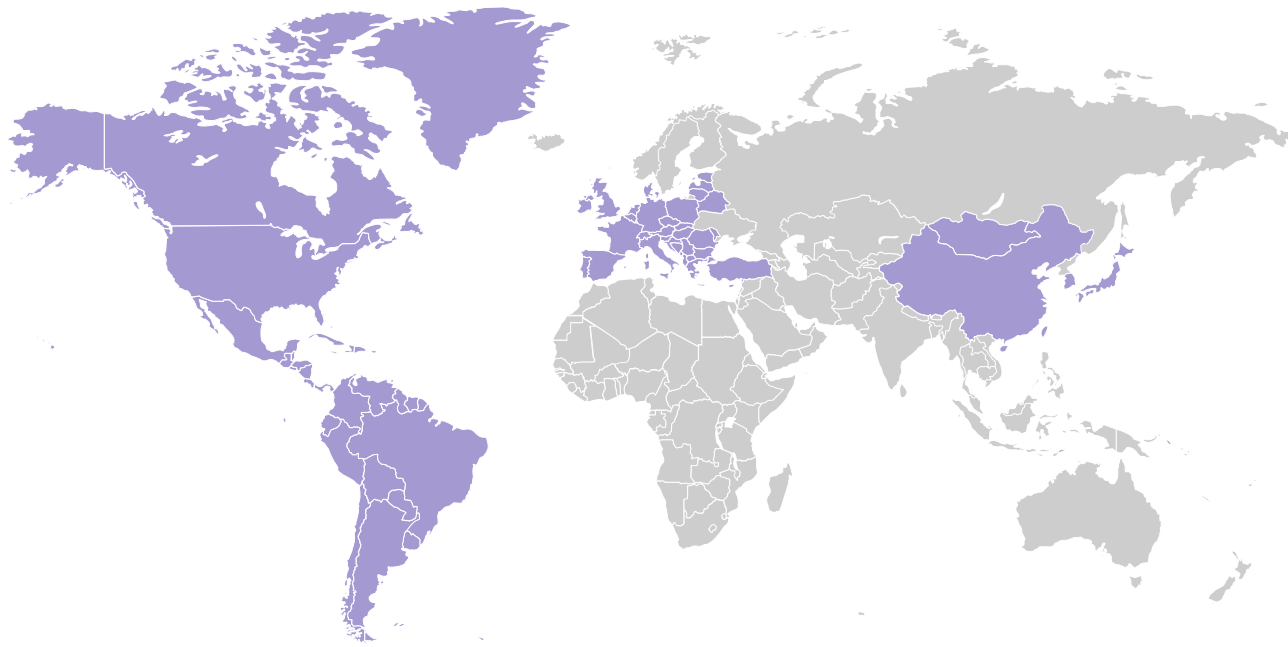


Figure 2: Distribution of target markets by volume, 2022.

6: EMEA (Europe, Middle East, and Africa). Geographical designation referring to Europe, the Middle East and Africa.



1.14 CONO SUR IN FIGURES







	Unit	2021	2022
Permanent employees	workers	189	182
Seasonal staff	workers	142	129
Total area of company-owned vineyards	hectares	1.297,46	1.211,42
Total capacity of the Winery	liters	32.018.925	40.038.925
Total grapes vinified	kg	26.033.231	34.098.997
Total wine obtained	liters	19.145.455	25.335.429
Destination markets	number of countries	53	54
Total sales by volume	9-liter cases	5.070.596	4.879.253
Total revenue	USD	100.828.643	89.661.222
Total assets	thousands of CLP	112.699.540	114.750.661

Table 3: Global figures for Cono Sur, 2021 and 2022

7: Includes grapes from our own vineyards and third-party producers.



1.15 SUPPLY CHAIN

 AGRICULTURAL AREA	 AGRICULTURAL-WINE-MAKING AREA	 WINEMAKING AREA	 PACKAGING	 COMMERCIAL AND MARKETING AREA	 DISTRIBUTION
PRODUCTION	HARVEST	VINIFICATION	BOTTLING	MARKETING AND SALES	TRANSPORTATION AND DISTRIBUTION
<p>From pruning to the completion of the harvest, the agricultural team implements operational controls aimed at producing quality grapes. For the Cono Sur vineyards managed organically, additional controls are used to ensure a 100% organic product.</p> <p>Suppliers that provide agricultural products and inputs to our estates. These undergo an initial selection process and are evaluated annually to rule out those that do not meet Cono Sur's standards.</p>	<p>From February to May, the winery receives the grapes needed for winemaking from the company's own vineyards and third-party producers. For the 2022 harvest, 100% of the grapes were vinified at the Santa Elisa Estate in Chimbarongo.</p> <p>The grapes purchased come from growers whose production is monitored and supported to ensure quality and availability. In 2021, 87 growers supplied grapes to the winery, compared to 72 in the 2022 agricultural year. As of 2022, 27 of these have long-term contracts with the company.</p>	<p>Control of fermentation, blending, aging and meticulous monitoring of all oenological variables are carried out to achieve the best quality in each grape variety and line of wine.</p> <p>Suppliers that provide products, winemaking supplies and production and maintenance services to the winery. These undergo an initial selection process, and are evaluated annually to rule out those that do not meet Cono Sur's standards.</p>	<p>This process is carried out by Concha y Toro according to the highest food safety standards, allowing us to obtain a high quality final product.</p> <p>This process is performed by a single external subcontractor. Suppliers of packaging and packaging supplies</p>	<p>Product design, communication, brand awareness and positioning, maintaining appropriate ethical standards in advertising. The commercial area has a team of specialists that maintain close ties with distributors to effectively respond to our target markets.</p> <p>Suppliers that provide packaging materials and supplies. Service providers that support marketing, communication, and advertising campaigns.</p>	<p>Transport services and logistics centers organized to reach different destination markets and ultimately final consumers.</p> <p>International and domestic shipping services. 83 distributors around the world in 2021 and 116 in 2022</p>
<ul style="list-style-type: none"> - Waste (stabilized pomace and stems) reused in organic grapevine production. - Responsible use of fertilizers and agrochemicals - Rational use of water and energy 	<ul style="list-style-type: none"> - Production estimation and grape ripeness monitoring to obtain raw material at the optimal time - Stable relationship with long-term producers 	<ul style="list-style-type: none"> - Waste from winemaking is recycled and distributed to specialized companies to be repurposed as raw material or treated and then incorporated into the soil. - Rational use of water and energy 	<ul style="list-style-type: none"> - Use of traceable inputs - IFS and BRC certifications - Eco-friendly inputs 	<ul style="list-style-type: none"> - Responsible Consumption Message. - Advertising ethics based on the Chilean Code of Advertising Ethics (CONAR) 	<ul style="list-style-type: none"> - Carbon Neutral Delivery - Responsible consumption

1.16 SUPPLIERS

1.16.1 Long-term business relationships

SIGNIFICANT
MATERIAL TOPIC

SOCIAL SPHERE

Cono Sur has a wide range of external suppliers, for both raw materials and supplies and services. Most of them supply products and services to the winery, located in Chimbarongo, Region VI.

The remaining suppliers provide goods and services to our other winegrowing estates in regions V, VII and VIII.

In order to ensure our suppliers meet all company requirements, scheduled evaluations are carried out annually to assess quality, safety, environmental and energy efficiency parameters.

With the exception of grapes sourced from specific valleys and inputs not immediately available, most raw materials and services are acquired from nearby suppliers, in order to contribute to local economic development.

At the end of 2022, 37.5% of our third-party grape producers had long-term contracts with us that are verified under the Wines of Chile Sustainability Code⁸. Of these suppliers, 11% are certified organic and 7% are certified under same code.

In the case of grape growers who do not have the latter certification, Cono Sur monitors their compliance with labor, health, safety and environmental standards and regulations. This oversight is carried out by the Producers' Advisor, who is part of the winemaking team.



37,5%

of our third-party grape producers had long-term contracts with us that are verified under the Wines of Chile Sustainability Code

1.16.2 Fair and on-time payment

SIGNIFICANT
MATERIAL TOPIC

SOCIAL SPHERE

Cono Sur's sourcing of raw materials, supplies and services is supported by Concha y Toro. Large volume purchases are put out to tender so that the best supply option can be selected. Third party grape purchases are carried out through brokers to ensure prices are in line with the market. In

this case, aspects such as grape quality, valley of origin and type of contract, among others, are considered.

The company adheres to Concha y Toro's general supplier policy, which stipulates payment within 30 days of product delivery or service provision,

upon receipt of the respective invoice and provided no other payment terms are stipulated in a specific contract between the parties.

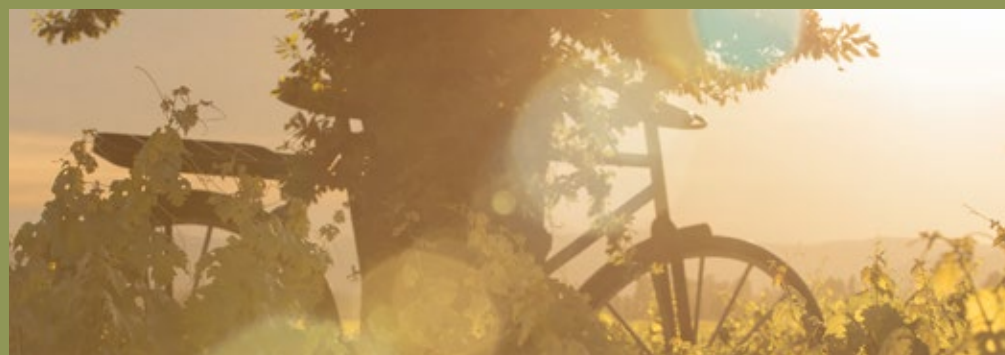
⁸: Wines of Chile Sustainability Code: This voluntary standard guides wine companies as they meet the challenge of working in a sustainable way, based on requirements in four complementary areas: vineyard, winery-bottling plant, social sphere and wine tourism. For more details, see <https://www.winesofchile.org/>



1.17 IDENTIFICATION AND ANALYSIS OF RISKS AND OPPORTUNITIES

As a way to increase operational safety in our production units, Cono Sur continuously identifies and analyzes the risks and opportunities that may impact our production processes and/or the final quality of our wines. This allows us to establish and prioritize measures and controls for guaranteeing not only operational continuity, but also our compliance with the quality requirements applicable at each stage of the process.

This approach is aligned with Cono Sur's Management Policy and its commitment to producing high quality wines.



1.18 SUSTAINABILITY COMMITTEE

To ensure the company complies quickly and effectively with its social, environmental, and economic requirements and commitments, Cono Sur has a Sustainability Committee that consists of the CEO, managers and area supervisors. Through bimonthly management meetings, this committee reviews the progress and results of action plans associated with those requirements and commitments.

Every 4 months, an extended meeting is held that includes other staff involved in these matters, ultimately making the entire organization part of our management approach.

The Sustainability Committee also meets at

the end of each season to conduct an overall performance evaluation of different processes and strategic and production objectives, and to address any other critical concerns. The results of these meetings serve as input for defining and/or updating the Strategic Development Plan and for improving internal processes.

The Chief Executive Officer may also communicate relevant aspects derived from each of these meetings to the Board of Directors of Concha y Toro.

“The Sustainability Committee also meets at the end of each season to conduct an **overall performance evaluation of different processes and strategic and production objectives**, and to address any other critical concerns”

COMMITTEE COMPOSITION SUSTAINABILITY



		
Managers and Deputy Managers	5	0
Area Supervisors	4	2
Estate managers	5	0
Area professionals and technicians	7	1
TOTAL	21	3

Table 4: 2022 Sustainability Committee Members



1.19 LEGAL COMPLIANCE

A core pillar of Cono Sur's sustainable development is compliance with the legal requirements applicable to its operations. As with Concha y Toro Holding, the company communicates anti-corruption policies and procedures through different channels and promotes the use of its Crime Prevention Policy and Conflict of Interest declarations.

At the operational level, each area manages its compliance through control, monitoring and verification procedures. In addition, the company has the support of a legal advisor who monitors the Chilean regulatory

framework and reports modifications to applicable regulations that are published in the Official Gazette. Based on the above, the areas then evaluate, verify and plan how they will comply with those regulations.

In addition, Cono Sur verifies that all suppliers and contractors that perform activities within its various facilities also comply with all labor and occupational health and safety regulations.

Likewise, the winemaking area verifies that grape growers and transporters comply with all applicable regulations. Nevertheless, in 2021 Chile's



Agriculture and Livestock Service issued 4 sanitary sanctions to Cono Sur. Two were associated with vine cultivation requirements at the Campo Lindo and Mulchén estates. The other two were related to winemaking requirements and were issued at the Chimbarongo and Los Nogales wineries. The latter facility is being leased temporarily to support our winemaking processes. In addition, the Valparaíso Ministerial Health Office issued a sanitary sanction regarding the hazardous waste declaration at the Campo Lindo Estate.

In 2022, two fines were issued related

to the Operational Work Plan for the Control of *Lobesia botrana* (grapevine moth), one at the Chimbarongo winery and the other at the Las Lomas Estate. The same authority initiated 2 sanitary sanctions associated with organic management, one in the winery and the other in the agricultural unit of the Santa Elisa Estate.

1.20 SAFEGUARDING IT SECURITY

All sensitive information, both internal and from external stakeholders, is safeguarded and access to it is restricted.

Given the increase in cybersecurity-related incidents occurring globally, the IT area of the Concha y Toro holding company has implemented measures to mitigate technological risks at the levels of governance, processes, infrastructure, and technology.

In 2022, policies and procedures for cybersecurity detection and prevention controls were designed and updated, including continuous monitoring of potential vulnerabilities to ensure these are addressed in a timely manner.

1.21 CURRENT CERTIFICATIONS

Cono Sur has several certifications related to aspects of sustainability, including quality, environmental and social management, among others. These certifications instill confidence that we are complying with recognized standards, not only among final consumers, but with all our external stakeholders. These credentials are validated and renewed through periodic audits and inspections carried out by external, independent entities.

While Cono Sur maintained all certifications in 2021, in 2022, we not only kept these ones but also added “B Corp” certification, after a rigorous evaluation and verification process.

This new certification measures the company’s positive impacts in the areas of governance, workers, the environment, community, and business model. B Corporations are part of a global movement that seeks to redefine the meaning of success in the

economy, using the power of business to solve social and environmental problems.

At year-end 2022, Cono Sur had the following certifications in force:

















CERTIFICATION	SPHERE	SCOPE	CERTIFICATION	SPHERE	SCOPE
Quality Management System Certification, under the ISO 9001:2015 standard TÜV Rheinland	 Quality	Santa Elisa Estate	Organic processing certification Wine production Ecocert S.A.		Winery Includes some product lines
Environmental Management System Certification, under the ISO 14001:2015 standard TÜV Rheinland	 Environment	Santa Elisa Estate	Certificate of Neutralization of GHG emissions from the transportation of finished product CarbonNeutral		Wine transport
Certification of the Occupational Health and Safety Management System, under the ISO 45001:2018 standard TÜV Rheinland	 Social	Santa Elisa Estate	Certification of Carbon Footprint measurement and verification GHG Protocol, Carbon Footprint Assessment CarbonNeutral (Verificado por SGS)		Entire organization
Energy Management System Certification, under the ISO 50001:2018 standard TÜV Rheinland	 Environment	Santa Elisa Estate	Certification of compliance with the Wines from Chile Sustainability Code Ecocert S.A.	  	Entire organization
Certification of organic production Wine grape production Ecocert S.A.	 	Santa Elisa, Campo Lindo, Las Lomas, Las Lomitas estates El Encanto, La Espuela	Certification in Corporate Social Responsibility, under the For Life standard Ecocert S.A.	 	Entire organization
			B Corporation Certification Sistema B Chile	 	Entire organization

Table 5: Cono Sur certifications in force at the end of 2022.

1.22 ECONOMIC PERFORMANCE

SIGNIFICANT
MATERIAL TOPIC
GOVERNANCE SPHERE

The 2021-2022 period, marked by the prolongation of the Covid-19 pandemic, maintained pressure on the global logistics chain, with a greater impact on shipping and ports, which made supplying our different destination markets more challenging. However, the measures adopted by

Cono Sur allowed us to fulfill our customers' and distributors' needs in a timely manner, guaranteeing availability to end consumers.

In 2021, total sales dropped 12.6% in volume from the previous year, with 5.07 million cases⁹ sold. This trend

continued in 2022, although less intensely, reducing sales volume by 3.8% over the previous year, with around 4.88 million cases sold.

	2020	2021	2022
Sales volume (9 liter cases)	5.804.320	5.070.596	4.879.253
Variation in volume compared to previous year	-	-12,64%	-3,77%

Table 6: Total sales of 9-liter cases for 2020, 2021, and 2022

In 2022, EMEA, which accounts for 21.8% of our total sales, showed the largest contraction--close to 25%, with a total of just over 1.06 million cases sold. This was followed by North America, with an 8.46% drop in sales volumes and 416,000 cases shipped.

The local market, which represents just over 2% of Cono Sur's total sales by volume, experienced a reduction of 14.61% compared to 2021.

In contrast to the above markets, the United Kingdom—which accounts for

more than 52% of our total sales—showed an increase of around 5.7% compared to 2021, reaching 2.56 million cases sold. The LATAM region also presented an increase of close to 13%, with more than 183,000 cases sold.

SALES VOLUME (NO. OF CASES)

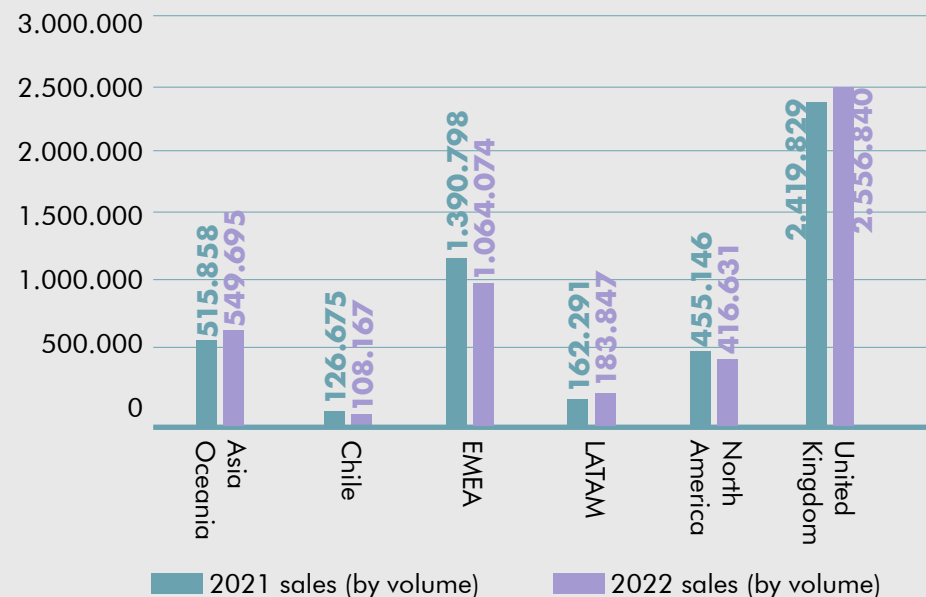


Figura 3: Distribución de ventas por mercados de destino, para los períodos 2021 y 2022.

⁹: Export volume in 9-liter equivalent cases.

Financial results for 2021 and 2022, respectively

Below is the Statement of Income by Function for the 2021 and 2022 periods prepared by Cono Sur and validated by Concha y Toro.

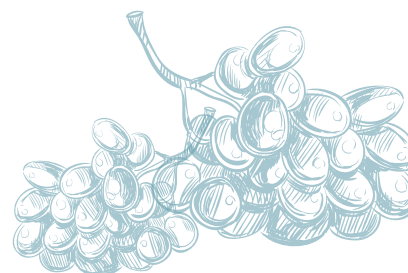
Statement of Income by Function	December 2021 Values CLP x 1,000	December 2022 Values CLP x 1,000
Income from regular activities	91.537.188	94.997.951
Cost of sales	(61.069.292)	(65.020.426)
Gross Profit	30.467.896	29.977.525
Other income	143.635	98.725
Administration expenses and distribution costs	(12.140.406)	(12.411.755)
Other expenses, by function	(432.467)	676.811
Income from operating activities	18.038.658	16.987.684
Financial income	8.870	-
Financial costs	(151.988)	627.286
Share of profit (loss) of equity-accounted associates and joint ventures	30.577	129.150
Exchange rate variations	9.210	(68.401)
Gain (loss) from indexation adjustments	118.302	242.016
Net income before taxes	18.083.629	16.663.163
Income taxes	(4.084.144)	/3.268.723/
Net income	13.999.485	13.394.440

Table 7: Statement of Income by function, 2021 and 2022

Cono Sur S.A. equity

Equity	December 2021 (CLP x 1,000)	December 2022 (CLP x 1,000)
Equity	54.619.585	62.967.925

Table 8: Cono Sur Equity At year end 2021 and 2022, respectively.



2. ABOUT THIS REPORT

- 1 Objective, scope and term of the report
- 2 Report contents
- 3 Material Topics
- 4 Review and validation
- 5 Cono Sur Materiality Matrix



2.1 OBJECTIVE, SCOPE, AND TERM OF THE REPORT

This report offers a summary of the impacts generated by Cono Sur in sustainability matters during the period extending from January 1, 2021 to December 31, 2022. It also includes the results obtained during that period, as well as the commitments made by the company regarding sustainability. This report has been released and published as part of the commitment of Cono Sur's senior management to sustainable corporate development.

To ensure that the information included herein is as consistent and coherent as possible, some content will be presented by "agricultural year," which runs from June 1 each year to May 31 of the following year.

Unlike previous Sustainability Reports, which were published annually, on this occasion we have made an exception and are reporting for a 2-year period. This is due to the impacts that the

Covid-19 health crisis and our own internal restructuring for this document. While all information gathered and used to prepare this Sustainability Report is verifiable, it has not been submitted for third party verification.

"This report offers a summary of the **impacts generated by Cono Sur in sustainability matters** during the period extending from January 1, 2021 to December 31, 2022"



For questions regarding this report, please contact:

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2.2 REPORT CONTENTS

This report has been prepared in accordance with the Global Reporting Initiative's 2021 standards and their updates. Information on the impacts generated, results obtained, and commitments made by Cono Sur in regard to sustainability has been compiled, reviewed, selected and unified under "Materiality Topics," as presented in the Materiality Matrix included in this report.

Our analysis has been conducted from

an internal perspective, based on information from primary and secondary sources, including internal and external stakeholders identified as part of the period in question.

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



2.3 MATERIAL TOPICS

The "Material Topics" identified in this report are those associated with the most significant positive or negative impacts of Cono Sur's operations on the economy, the environment, and people (including human rights impacts).

These Material Topics are continuously identified and assessed by the company with the participation of diverse stakeholder groups. A consultation with internal and external stakeholders was conducted in 2020, structured in two parts:

1 PRIMARY ANALYSIS:

This consisted of **direct surveys on environmental, social and economic issues** with Cono Sur staff at different hierarchical levels and external parties, including customers, suppliers, authorities and local community members.

2 SECONDARY ANALYSIS:

This involved the **compilation of environmental, social, and economic information from external sources, including wine industry actors.** Based on the information obtained in the previous analyses, a thorough evaluation was carried out to identify issues having the greatest impact.



This information was updated in 2021 and 2022, based on new information provided during that period.

2.4 REVIEW AND VALIDATION

The information collected has been sorted, distributed and subject to analysis by Cono Sur's Sustainability Area, which highlighted the issues that were rated most important. Our reporting for 2021 and 2022 considers new information with the potential to

affect the materiality analysis. Lastly, all Material Topics were submitted to senior management for validation prior to this report's publication.



2.5 CONO SUR MATERIALITY MATRIX

Based on the materiality analysis, the following Materiality Matrix has been generated for the 2021-2022 period:





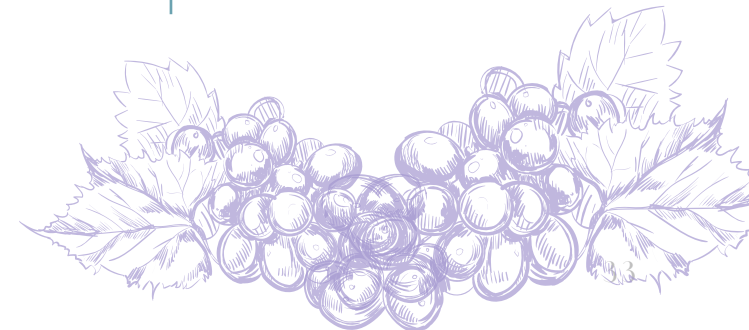
SIGNIFICANT MATERIAL TOPIC	SIGNIFICANT MATERIAL TOPIC	SIGNIFICANT MATERIAL TOPIC	SIGNIFICANT MATERIAL TOPIC
SOCIAL SPHERE	ENVIRONMENTAL SPHERE	SOCIO-ECONOMIC SPHERE	GOVERNANCE SPHERE
 <p>Labor</p> <ul style="list-style-type: none"> - Work environment - Training and education <p>Community</p> <p>Environmental impacts on the community</p> <p>Suppliers</p> <ul style="list-style-type: none"> - Fair and on-time payment - Strengthening business relationships <p>Communication</p> <ul style="list-style-type: none"> - Social networks and website 	 <p>Environmental management</p> <ul style="list-style-type: none"> - Efficient resource use - Use of non-conventional renewable energies - Carbon Footprint measurement, verification and neutralization 	 <p>Customer / Consumer</p> <ul style="list-style-type: none"> - Product quality - Sustainable practices in grape and wine production 	 <p>Compliance</p> <ul style="list-style-type: none"> - Certifications and accreditations - Cono Sur success

Table 9: Material Topics for the 2021-2022 period.



3. STAKEHOLDERS AND COMMUNICATIONS

- 1 Stakeholders
- 2 Corporate Communications
- 3 Communications on sustainability
- 4 Social networks



3.1 STAKEHOLDERS

Sustainable development involves recognizing and listening to our stakeholders, identifying their expectations, and setting objectives within the framework of our common interest. To this end, Cono Sur has developed and maintained communication channels that allow us to stay in tune with our stakeholders.

Partes interesadas	Identificación	
Partners and shareholders	Concha y Toro	
Customers	Distributors, major monopolies	End consumers
Community	Municipality Communities near our production sites	Regional institutes, schools, and universities Local institutions
Press and media	Specialized press Specialized media	Mass media Wine critics
Workers	Warehouse operators Administrative workers	Agricultural workers Management and winemakers
Suppliers	Suppliers of agricultural inputs Suppliers of office supplies Construction service providers Grape suppliers Certification and verification service providers Suppliers of energy equipment and services	Suppliers of winemaking supplies Basic service providers Freight service providers Wine suppliers Energy companies Employee benefit associations Suppliers of personal protective equipment
Regulatory authorities	Agriculture and Livestock Service (SAG) Ministry of Health Ministry of Energy Internal Revenue Service	Ministry of the Environment Labor Inspection Board National Forestry Commission Municipal inspectors
Unions and associations	Asociación de vinos de Chile A.G. A.G. South-Central Organic Growers Association Chimbarongo Canal Users Association	San Clemente Canal Users Association San Felipe Canal Users Association Fundación Vegetarianos Hoy



3.2 CORPORATE COMMUNICATIONS

Cono Sur recognizes that communication is essential not only to conduct its business and relate to its customers and suppliers, but also as a fundamental pillar in our relationship with the community and other stakeholders. For this purpose, we have multiple media and channels of communication.

Communication channels	
Management	Meetings with company areas, e-mail, performance reports.
Employees	Meetings with management, suggestion boxes, meetings of the Joint Health and Safety Committee, e-mail, internal holding company magazine, website and complaint box complaint channels, materiality surveys, performance evaluations, social networks, bulletin boards, electronic messaging.
Customers	Visits to Cono Sur's facilities, company website, contact with Export Manager.
Authorities	E-mail, visits to Cono Sur facilities, telephone.
Certification Entities	E-mail, visits to Cono Sur facilities, telephone.
Local Community	Website, telephone, visits to Cono Sur facilities, social networks.
Suppliers	Telephone, supplier evaluations, visits to Cono Sur facilities, e-mail, supplier audits.
Consumers	Website, social networks.
Unions and associations	Visits to Cono Sur facilities, meetings, e-mail, telephone

Cono Sur's corporate communications, including those related to material topics, are led and managed by the "Communications and Wine Tourism" area. Each request is referred to the respective area, in order to ensure an accurate and timely response. The Sustainability Committee plays an important role in this process, as it provides technical and methodological support to operational areas in the analysis, generation, and submission of information.

3.3 COMMUNICATIONS ON SUSTAINABILITY

The company communicates on sustainability matters internally through various corporate channels. These include talks, employee online platforms, and this Sustainability Report, which addresses our performance and relevant developments in this area. The Report is distributed internally, primarily via e-mail.

External communications, including those for customers and consumers, are carried out through social networks and the company's official website, www.conosur.com. The latter contains a News section that publishes content related to wine production, organic management, certifications, tourism, and other topics. The

Sustainability Report also provides an important platform for external communications, with hard copies distributed and an online version publicly available on our website.



SIGNIFICANT
MATERIAL TOPIC
SOCIAL SPHERE

3.4 SOCIAL NETWORKS

In addition to contributing to our external communications on matters of sustainability, social networks play a relevant role in positioning and disseminating Cono Sur's strategic pillars, as they enable direct encounters with the brand's followers. They also allow us to communicate, in a detailed and

friendly way, the winery's sustainable philosophy, which is always well received.

During the 2021-2022 period, social networks supported awareness-raising and promotion of our Invest brands, specifically the Bicicleta and Organic

brands, which included campaigns in their destination markets.

In 2021, campaigns were conducted on Instagram for the Irish, U.S. and Canadian markets.

Market	Campaign	Description
Ireland and Canada	Natural Balance	Focused on the Organic line's Sauvignon Blanc and Pinot Noir varieties and Cabernet-Carmenere-Syrah blend, this campaign highlights these wines as a new "natural" option that enhances wellbeing for summer enjoyment. The campaign also used the Feed & Stories functions of this platform.
USA	Pour Organic	This campaign highlighted the varieties of Cono Sur's Organic line during Organic Month. The concept called on Instagram users to use the #PourOrganic hashtag by offering to donate \$1 to the California Certified Organic Farmers ¹¹ (CCOF) association for each use of the hashtag. The campaign also used the Feed function with a link to DrizzlyStore.

The outcomes of these campaigns are shown in the following table:

	Canadá (BC y Alberta)	Irlanda	USA
Reach (in new users)	961,827	932,191	166,512
Total frequency	3.48	2.5	1
Impressions	2,890,793	2,027,887	166,698
Actual expenditure (€)	€ 7,660	€ 2,454	€ 2,454

Table 10: Instagram campaign outcomes, 2021.

¹¹: Non-profit organization dedicated to promoting organic agriculture for a healthy world.



In 2022, eight campaigns were carried out through the Instagram social network, focusing on the Bicicleta and Organic brands, with the most notable results obtained in Canada, the United Kingdom, and Japan. The outcomes observed are detailed in the table below.

Target market	Canada		Ireland		UK	Japan
	Organic	Bicicleta	Organic	Bicicleta	Organic	Orgánico
Reach (in new users)	1.627.214	1.920.301	914.758	630.141	1.018.695	3.553.679
Total frequency	3,1	3,28	2,22	5,0	5,84	5,4
Impressions	5.093.424	6.246.383	1.351.491	2.431.481	4.092.525	12.253.954
Actual expenditure (CLP)	6.557.526	8.743.368	1.445.360	2.225.000	4.250.000	5.000.0000

Table 11: Instagram campaign outcomes, 2022.

In terms of coverage, all social networks have shown a sustained increase in our number of followers, with Facebook LATAM leading with more than 57,000 followers at the end of 2022.

NUMBER OF FOLLOWERS, CONO SUR SOCIAL NETWORKS

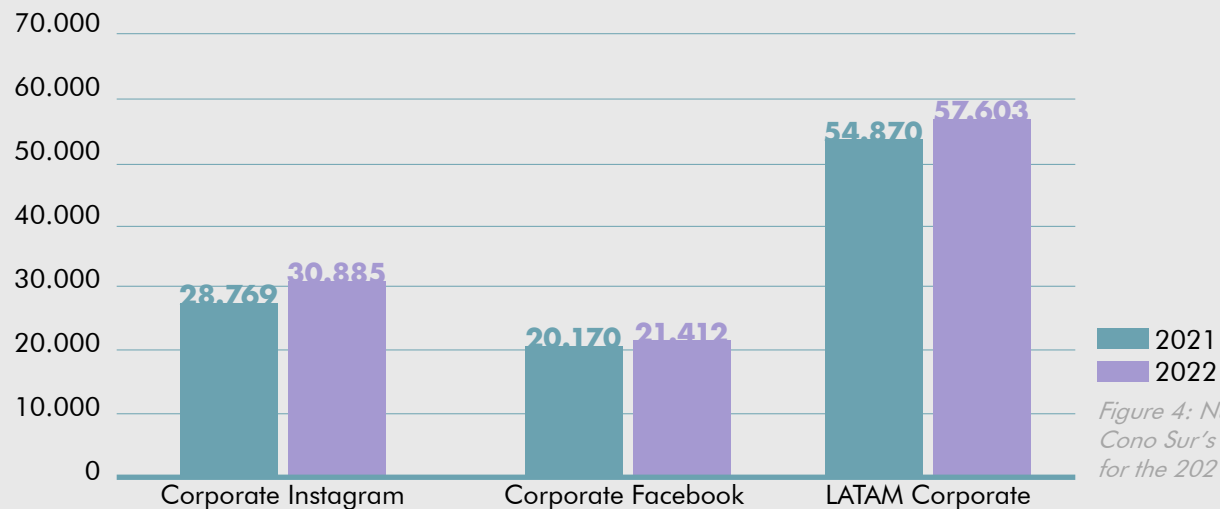


Figure 4: Number of followers of Cono Sur's corporate social networks for the 2021 and 2022 periods.

As for our website, in 2021 we saw activity increase by nearly 13% over 2020 to a total of 203,479 visits. In 2022, in contrast, just over 180,000 visits were recorded, a 12% reduction.

Chile tops the list of countries with the highest number of searches, surpassing 21,000, followed by the USA with close to 12,000, and Mexico and Argentina with around 10,000 each.

4. OUR PRODUCTS AND CONSUMERS

- 1 Wines of Quality
- 2 Sustainable practices in grape and wine production
- 3 Final product labeling and information
- 4 Responsible marketing
- 5 Responsible wine consumption
- 6 Customer satisfaction



4.1 WINES OF QUALITY

SIGNIFICANT
MATERIAL TOPIC

ECONOMIC SPHERE

Since Cono Sur's inception, the company's mission has been to make wines of the highest quality in each segment, striving to build high-value brands and to satisfy consumers around the world.

In line with the above, during the 2021-2022 period, the excellence and quality of Cono Sur wines was once again recognized and awarded by leading wine critics and the wine press.

Some of our most notable awards and distinctions:

Category	Variety	Vintage	Award - Distinction	Awarded by
Ocio	Pinot Noir	2019	94 points	Tim Atkin, Master of Wine
Ocio	Pinot Noir	2019	93 points - Recognized as one of the Top 100 wines of Chile 2022	James Suckling, renowned wine critic
Ocio	Pinot Noir	2019	Gold Medal	The Global Pinot Noir Masters 2022
Silencio	Cabernet Sauvignon	2017	94 points	Tim Atkin, Master of Wine
Silencio	Cabernet Sauvignon	2017	95 points - Chosen one of the Top 100 wines of Chile 2022	James Suckling, renowned wine critic
Silencio	Cabernet Sauvignon	2017	Gold Medal	The Global Cabernet Sauvignon Masters 2022
20 Barrels	Chardonnay	2021	Gold Medal	The Global Chardonnay Masters 2022
20 Barrels	Carmenere	2018	Diamond Trophy	Sakura Japan Awards
20 Barrels	Cabernet Sauvignon	2019	Platinum Medal	Japan Wine Challenge 2022

Table 12: Most notable awards and distinctions obtained by Cono Sur Winery, 2021 and 2022

"To uphold and strengthen our commitment to continuous improvement and complete customer satisfaction, by having highly qualified staff, suitable technology and facilities, and products manufactured under strict quality controls."

4.2 SUSTAINABLE PRACTICES IN GRAPE AND WINE PRODUCTION

SIGNIFICANT MATERIAL TOPIC

ECONOMIC SPHERE

Sustainability is one of the three strategic pillars of Cono Sur's philosophy. It is embodied in diverse actions and commitments throughout our entire production system, from the cultivation of the vines to the transportation of the wine to destination markets.



Grape production

Cono Sur currently has 1.211,42 hectares under production, distributed in different valleys in the Valparaíso, O'Higgins, Maule and Bio-Bio regions.

Of this area, 409,08 hectares area managed organically

Grapes purchased from third parties must meet technical requirements in relation to quality, enabling us to produce wines of the highest quality in each wine category.

Cono Sur has a professional staff member who is responsible for technically supporting and monitoring each producer through regular visits and by defining actions and commitments. This includes verifying our producers meet labor and occupational safety standards.



Vinification

In 2021, most of our estate-grown and third-party grapes were vinified in the winery at the Santa Elisa Estate in Chimbarongo. Only a small portion was vinified at Bodega Los Nogales, owned by an external winemaker, and this process was carried out under the control and supervision of Cono Sur.

By 2022, 100% of the grapes were vinified in our Santa Elisa winery.

This process is subject to ongoing internal audits and quality controls, which verify and guarantee compliance with the procedures and requirements applicable to each stage of the process and to the product, from the time the grapes are received in the winery until the wine is dispatched to the bottling plant.



Bottling

Cono Sur wine is bottled by Concha y Toro, whose processing plants are certified to international food safety standards.

Each shipment from the winery to the bottling plant is subject to a series of analyses to ensure the quality of the final product and establish that it complies with legal and regulatory requirements of Chile and our destination markets.

All wine produced by Cono Sur is subject to a traceability system in which each raw material, input, and component used throughout the entire production chain can be identified, from grape production to the final shipment of the bottled product.



Our actions and commitments in this area include the following:



PEOPLE

TALENT

Promoting talent within a healthy workplace that welcomes diversity, strives for equality, and safeguards the health and well-being of all through policies, standards, and procedures.

PEOPLE MANAGEMENT

A focus on people management, with emphasis on three priorities: career and talent development, engagement, and skill building.

DIVERSITY

“We Want You Healthy, Happy, and Diverse” Program, which includes initiatives for diversity (multiculturalism, gender balance, and inclusiveness), occupational health (wellness), and drug and alcohol abuse prevention.



ENVIRONMENT

WASTE

Waste managed in accordance with current environmental legislation.

WATER

Efficient use of water, in both agricultural production and the winery.

ENERGY

Managing energy efficiency within each production unit.

CARBON FOOTPRINT

Carbon footprint measurement, verification, and management.

BIODIVERSITY

Program aimed at protecting and enhancing biodiversity in our different estates.



QUALITY

CARTIFICATION

International certification of our quality management system, under the ISO 9001:2015 standard.

ORGANIC

Organic certification of agricultural production and winemaking processes.

QUALITY CONTROL

Internal audits and ongoing quality controls to verify and ensure compliance with internal standards and applicable legal and regulatory provisions.



COMMUNITY

COMMUNITY TIES

Strong ties with the community, especially at the Santa Elisa Estate, where the bulk of our production operations are based.

LOCAL HIRING

Hiring of local contractors, contributing to the development of communities located near our operations.



4.3 FINAL PRODUCT LABELING AND INFORMATION

The information contained on the labels of our different product lines is subject to the requirements of each destination market, and also takes into account the regulatory framework in each distribution country. For European markets, our labels include information on responsible consumption, and in specific cases such as the UK, they also include a recommended amount and a warning restricting consumption by pregnant women.

For Latin American markets, the labels contain warning messages according to the regulations of each country.

For our domestic Chilean market¹², the information contained on the label complies with current applicable legislation and is reviewed and validated by Concha y Toro's legal department

prior to the design process.

The addition of sulfur dioxide allows the wine to be preserved over time, but since it is an allergen, consumers must be alerted to the presence of sulfites in the wine. This information is included on the back label of each bottle.

Because sustainability is important to Cono Sur, all our product lines include a message about recycling the bottle and reference to our current certifications, always in accordance with the requirements set out by the certifying entities in regard to the use of their seal.

For the 2021-2022 period, no fines were levied for incorrect labeling information.



4.4 RESPONSIBLE MARKETING

Marketing developed by Cono Sur upholds our commitment to the accuracy and truthfulness of the information communicated and disseminated, not only to comply with applicable regulations, but also to convey appropriate messages to consumers and avoid disparaging the competition.

standards of the Chilean Code of Advertising Ethics, issued by the Council for Advertising Self-Regulation and Ethics (CONAR).

There were no negative events related to marketing communications during the reporting period.

Cono Sur's advertising adheres to the

¹²: Corresponds to Law No. 18,455 and Supreme Decree No. 78 and No. 464 of the Ministry of Agriculture.



4.6 SATISFACCIÓN AL CLIENTE

Cono Sur periodically conducts satisfaction surveys among its direct customers worldwide. Results are considered valid when the responses represent more than 60% of the volume sold during the period under evaluation. For the 2021-2022 agricultural year, Cono Sur's commercial area sent surveys to all its distributors in order to obtain their perception of all our wine lines. In addition, they were asked for their overall opinion of the winery, why they choose Cono Sur as a wine supplier, and whether sustainability is an important issue for consumers.

The surveys received accounted for more than 70% of the volume sold. The wine lines evaluated received an average

rating of 4.2 out of 5, reflecting a fairly high level of customer satisfaction. In terms of general perception, Cono Sur was rated 4 out of 5, while our customer service area was given a 4.5 score, highlighting the support provided by our commercial area. Finally, 95% of respondents believed that promoting sustainability is important to consumers.

4.5 RESPONSIBLE WINE CONSUMPTION

Cono Sur adheres to the Responsible Consumption Policy promoted by Concha y Toro's corporate governors. Incorporates responsible consumption messages in its publications on social networks and on the official company web site www.conosur.com, where more information related to this subject can be found in the program "Enjoy responsibly, from start to finish"¹³.



¹³: Link to the program "Enjoy responsibly, from start to finish": <https://consumoresponsable.vinacyt.com/>.



5. ENVIRONMENT

- 1 Efficient resource use
 - 1.1 Energy
 - 1.2 Water
 - 1.3 Materials Information based on agricultural year.
- 2 Biodiversity
- 3 Carbon Footprint Information based on agricultural year
- 4 Emissions intensity
- 5 Waste generation
 - 5.1 Solid waste
 - 5.2 Liquid industrial waste

5.1 EFFICIENT RESOURCE USE

Given that some of the topics presented are related to climate change, the impacts produced have global repercussions.

Limitations may apply for certain material topics, due to budgetary constraints and technical feasibility. The incorporation of management technologies and enhancements have shown tangible benefits for the efficient use of resources.



5.1.1 Energy

5.1.1.1 Energy consumption

Cono Sur's Sustainability area conducts regular energy reviews to determine energy consumption by company area, site, and process. The objective of these reviews is to identify the greatest energy consuming processes and equipment, seasonal variations in consumption, and trends and future consumption according to performance indicators.

To make energy consumption comparable, it must be converted into a common unit, in this case the mega Joule (MJ)¹⁴. The following figure shows overall energy consumption (MJ) per site from the last energy review conducted.

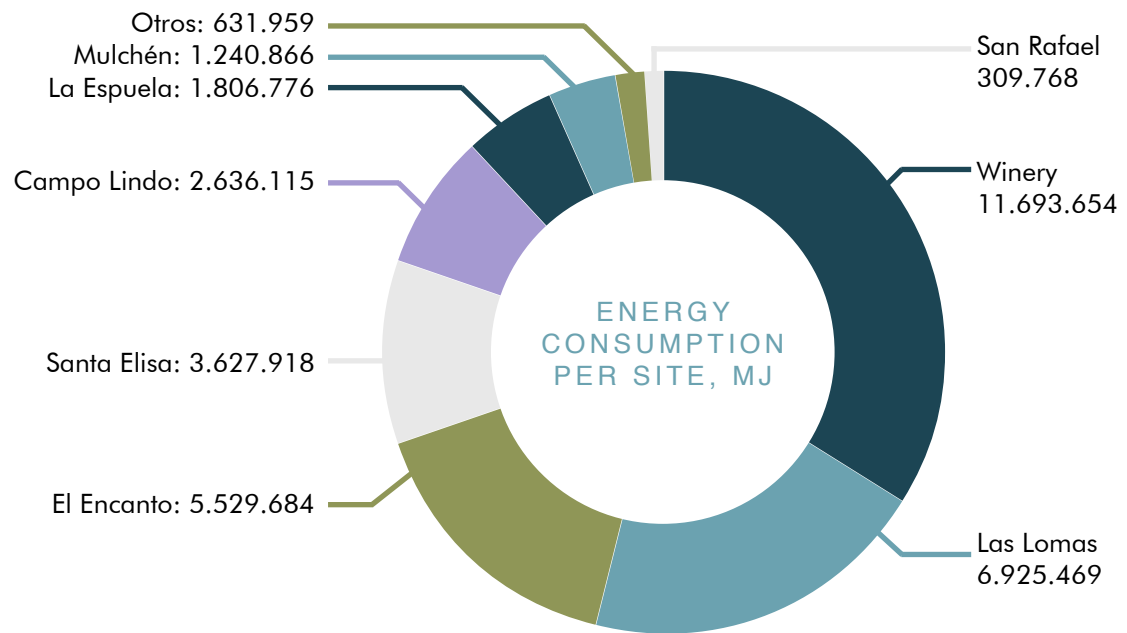
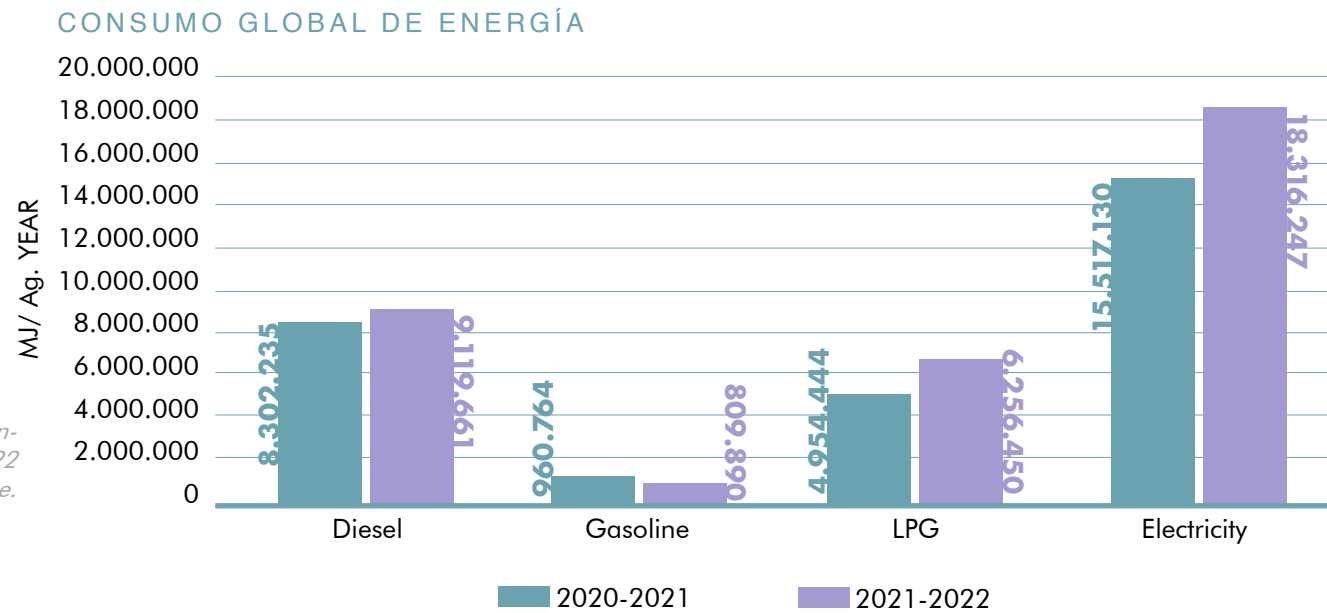


Figure 5: Energy consumed in the 2021-2022 agricultural year, by site, in MJ.

¹⁴: 1 l of diesel is equivalent to 36.1 MJ; 1 l of gasoline is equivalent to 32.3 MJ; 1 kg of LPG is equivalent to 47.3 MJ; 1 kWh is equivalent to 3.6 MJ.

The figure below shows energy consumption throughout the organization during the previous agricultural years¹⁴, by energy source.

Figure 6: Overall energy consumption for the 2020-2022 agricultural years, by source.



Gasoline consumption has dropped because some gasoline-powered pickup trucks have been replaced by diesel-powered vehicles. The most notable increases are in LPG and electricity; the need for frost control on our estates has led to higher LPG consumption, while higher irrigation water requirements are reflected in increased electricity consumption.

Specifically, energy consumed at the Santa Elisa Estate and Winery reached 13.7 million MJ over last period, 0.7% lower than the 2020-2021 agricultural year.

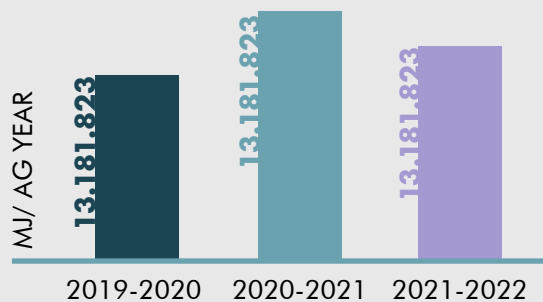


Figure 7: General energy consumption at the Santa Elisa Estate and Winery, recent (agricultural) years.

The figure below shows energy consumption by source. More than 50% corresponds to electricity, mainly associated with irrigation pumps and refrigeration equipment (in the winery). The second most important energy source is liquefied petroleum gas (LPG), which is used mainly in boilers used in winemaking.

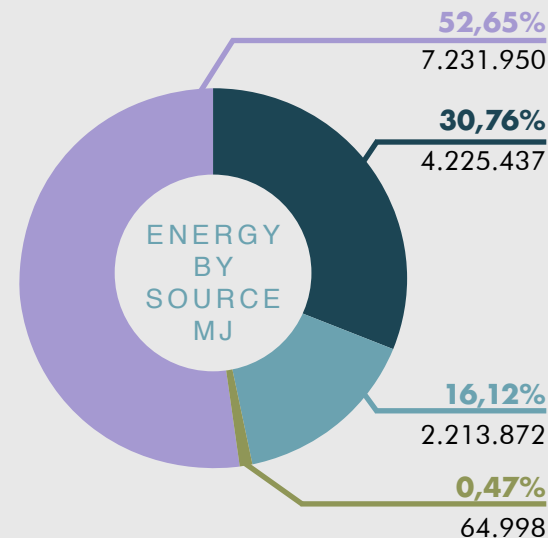


Figure 8: Energy consumption by source, Santa Elisa site, 2021-2022 agricultural year.

¹⁵: Agricultural year, from June 1 to May 31 the following year.

5.1.1.2 Energy efficiency

SIGNIFICANT MATERIAL TOPIC

ENVIRONMENTAL SPHERE

In order to effectively manage energy consumption, in 2014 Cono Sur implemented and certified a management system based on the ISO 50001 standard, which was updated to the 2018 version in 2020. The system’s scope covers the Santa Elisa Estate and Winery, as this site has the highest energy consumption in the organization.

Although the other sites are beyond the scope of the management system, a range of energy efficiency actions have been implemented in them as well.

5.1.1.3 Energy intensity

LPG used in boilers continues to be the most consumed energy source at the Santa Elisa site, followed by diesel used in agricultural machinery. In third place is electricity consumed by refrigeration equipment in the winemaking process. Together these 3 processes account for more than 54% of all energy used at the Santa Elisa Estate and Winery.



ENERGY CONSUMED, BY PROCESS, MJ/YEAR

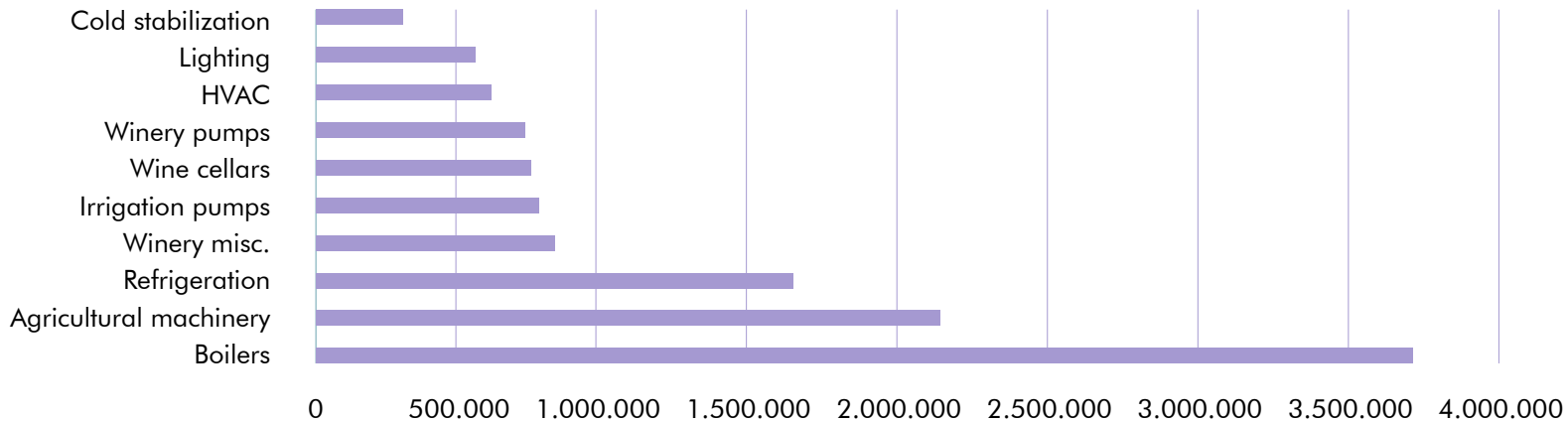


Figure 9: Leading energy consuming processes.

In the 2021-2022 season, the Santa Elisa estate produced 4,129,242 kg of grapes, 41.8% more than the previous season. Energy consumption reached 3,627,918 MJ, which yields an overall indicator of 0.879 MJ/kg grapes, an improvement of 13.7% over the previous indicator. It should be noted that the positive result of this indicator is due in large measure to this season's high yields, which exceeded 4 million kg of grapes.

AGRICULTURE GENERAL INDICATOR

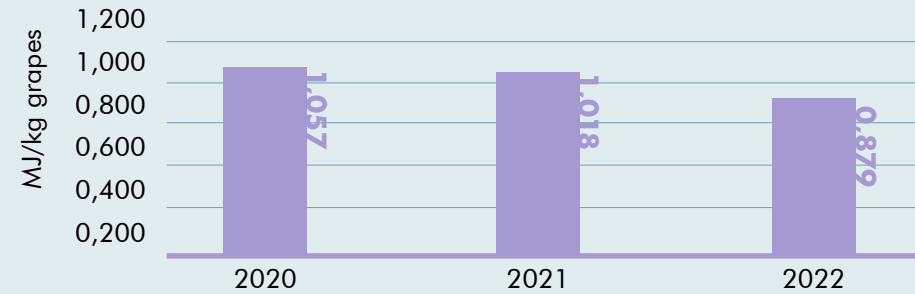


Figure 10: Energy intensity in the agricultural area over different agricultural years.

During the 2022 harvest, the winery processed 34,423,863 kg of grapes and consumed 11,693,654 MJ, resulting in an indicator of 0.34 MJ/kg grapes received. This represents a 17.5% improvement in the indicator over the previous agricultural year (Figure 11). This was the best result for this indicator since 2015 and was enabled by various methodological and operational changes in winemaking, coupled with increased intake of grapes at the winery.

WAREHOUSE GENERAL INDICATOR

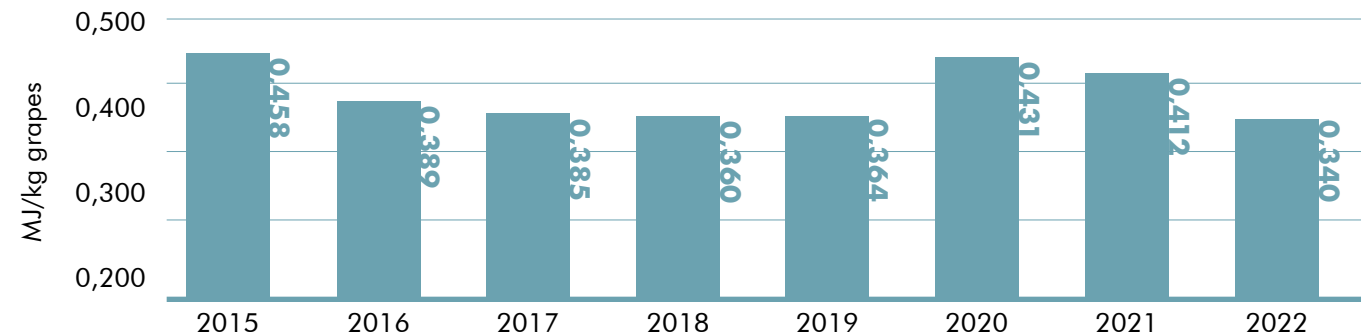


Figure 11: Overall energy intensity for vinification, recent agricultural years.



5.1.1.4 Non-Conventional Renewable Energies

SIGNIFICANT MATERIAL TOPIC

ENVIRONMENTAL SPHERE

As the 2022 harvest got underway, the photovoltaic plant installed on the winery’s roof came online, generating 600 kW of power to bring the organization to a total of 1,351 kW of installed power capacity. This plant is expected to produce 20% of all energy required by our winemaking processes.

The photovoltaic plant installation at the Mulchén Estate is under evaluation and construction is expected to begin in 2023.



5.1.1.5 Energy consumption external to Cono Sur

Our outside energy consumption corresponds to the bottling process, a service provided by Concha y Toro. Electricity use associated with this process decreased by 16.5% compared to the previous period, mainly due to the lower volume of Cono Sur wine bottled.

5.1.2 Water

Although grapevines’ water requirements are associated with factors such as geographic location, soil type, climatic conditions, grape variety, and stage of development, among others, water consumption is also directly related to the water supply available at each estate. Estates located in Region V have suffered from a water shortage that has prevented us from fully meeting the water requirements of our wine crops.

Cono Sur has technical irrigation systems in place in all of its estates, and significant investments have been made to enhance the efficiency of water and energy used. The company also has a professional team that is responsible for analyzing and evaluating water needs in our vineyards and defining the frequency and duration of irrigation, so we can apply the right amount at the right time¹⁶.

	Unit	2019-2020	2020-2021	2021-2022	Variation
Bottling	MJ	7.547.328	6.410.741	5.351.192	-16,6%

Table 13: Energy consumption in bottling by agricultural year.

All water extractions are registered with the Chilean Water Directorate (DGA) and are described in Table 14 below. Water is extracted from rivers or water basins in accordance with the rights owned by each estate and that water may be temporarily stored in reservoirs or pools to facilitate automated irrigation.

“Cono Sur has technical irrigation systems in place in all of its estates, and significant investments have been made to enhance the efficiency of water and energy used”

16: 303-1

Extraction category	Category	Winegrowing estates	Water extraction source	No. of extraction points	2019-2020	2020-2021	2021-2022	2021-2022	Variation by agricultural year 2020-2022
	Water				Megaliters	Megaliters	M ³	Megaliters	
NEH	Other water	Santa Elisa	Groundwater and surface water	1 canal, 1 well	1.482,40	1.409,50	1.398.297	1.398,3	-0,79%
NEH	Other water	San Rafael	Surface	1 canal	163,4	213,6	174.876	174,9	233,8%
EH	Freshwater	El Encanto	Groundwater	4 wells	600,8	373,4	830.856	830,9	222,5%
NEH	Freshwater	Las Lomas	Groundwater	2 wells	1.041,60	1.324,10	1.785.970	1.786,0	34,9%
NEH	Other water	La Espuela	Surface	1 canal, 1 well	500,6	396,7	505.673	505,7	27,5%
NEH	Other water	El Estribo	Surface	1 canal	245,7	288,1	375.156	375,2	30,2%
EH	Freshwater	Campo Lindo	Groundwater	6 wells	277,1	171 *	122.791	122,8	-28,2%
NEH	Freshwater	Mulchén	Surface	1 canal	397,8	663,2**	451.665	451,7	-31,9%

*: Decrease in water available in wells, which worsened in the 2021-2022 agricultural year.

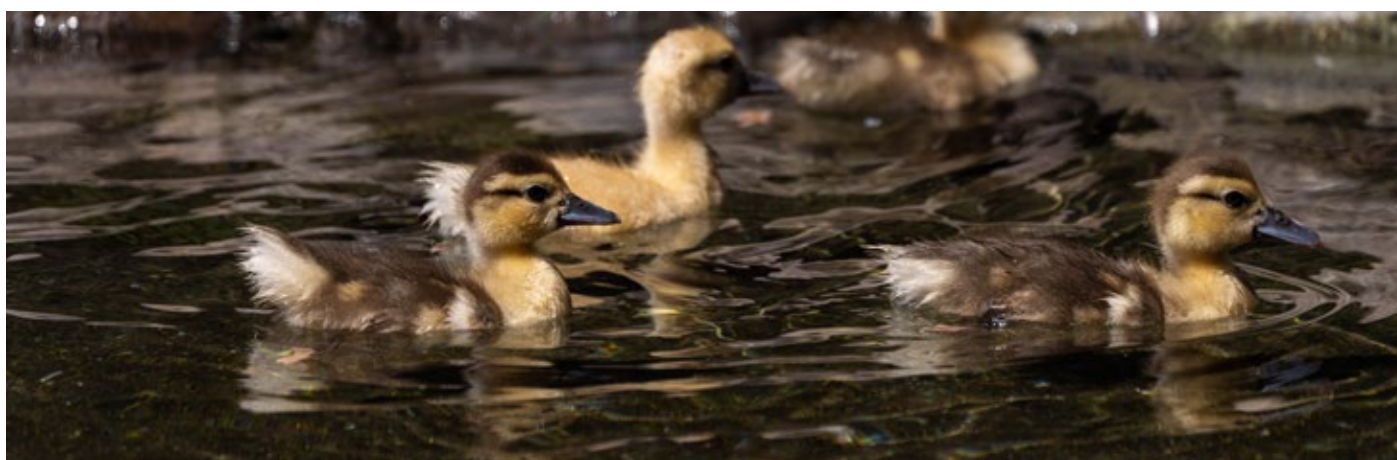
** : Entered production, greater water requirements.

Table 14: Comparison of water consumed by the Agricultural area over the last three agricultural years¹⁷

The amount of water used in winemaking processes (mainly cleaning and sanitizing) over the last three agricultural years is shown in the following table.

Extraction category	Water category	Winegrowing estates	Water extraction source	No. of extraction points	2019-2020 Megaliters	2020-2021 Megaliters	2021-2022 M ³	2021-2022 Megaliters	Variación temporadas 2020-2022
NEH	Freshwater	Winery	Well	1 Well	30,6	38,5	34.839	34,8	-9,6%

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



The 2020-2021 agricultural year saw an increase in water consumption, which led to an analysis of possible causes and ultimately the replacement of the flow meters that quantify the water entering the winery. In the 2021-2022 agricultural year, consumption was 10% lower than in the previous agricultural year, while grape intake was 30% higher.

The indicator for water use in wine-making, which correlates the amount of water used with the quantity of grapes vinified during a given agricultural year, showed a decrease compared to previous agricultural years, resuming a years-long trend that had altered only during the 2020-2021 season.

Efforts to improve the efficiency of water use in the winery continue.

L WATER/ KG GRAPES VINIFIED

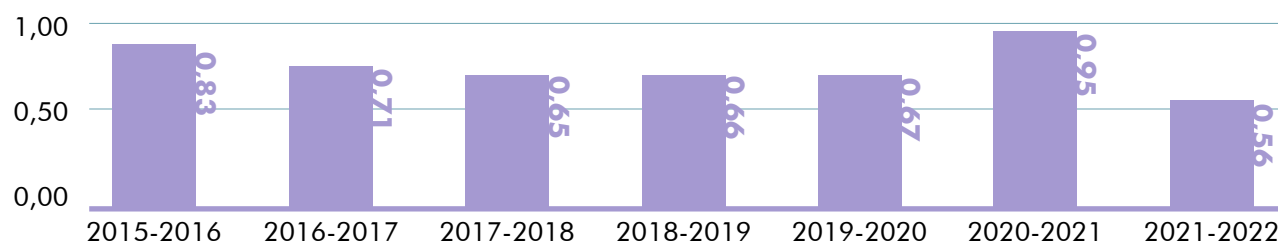


Figure 12: Indicator for water use in the winery.

5.1.3 Materials

The quantity of agricultural inputs used depends largely on climatic conditions and technical vineyard management decisions, and so they can vary significantly from one agricultural year to another.

The following table shows the quantity of agricultural inputs approved for the 2020-2021 and 2021-2022 agricultural year, compared to those for 2019-2020.

Categoría	2019-2020			2020-2021			2021-2022		
	L	Kg	M3	L	Kg	M3	L	Kg	M3
Organic Fertilizer	5.269	2.026.178	–	18.322	389.126	–	35.820	1.668.409	–
Conventional Fertilizer	178.138	157.645	–	115.063	90.958	–	188.205	195.149	–
Organic Phytosanitary Inputs	17.701	51.755	–	6.951	328.110	–	4.053	292.879	–
Conventional Phytosanitary Inputs	64.709	116.496	–	3.467	1.026	–	2.081	1.685	–
Herbicides	6.491	257	–	4.220	460	–	4.932	38	–
Manure	–	–	6.100	–	–	6.034	–	–	3.066
TOTALES			6.100	149.280	829.689	6.043	235.395	2.182.981	3.074

Table 16: Comparison of agrochemicals used in the last two agricultural years.

In 2021, the winemaking area showed an increase in the use of different winemaking inputs compared to the previous year, due to the increased volume of grapes obtained from the harvest (14% more than in the previous agricultural year).

Similarly, the 2022 harvest saw a 31% increase in the volume of grapes processed compared to 2021, requiring an increase in certain inputs such as nutrients, fining agents, and winemaking additives.

For 2022, the capacity of the yeast multiplier reactor was increased, allowing for a significant reduction in the purchase and consumption of this input and increasing the efficiency of both the fermentation process and the final quality of the product.

Category	2021			2022		
	L	Kg	M3	L	Kg	M3
Gases	31.214	152.829	30	28.186	156.900	30
Wine filtering supplies	48.636	-	-	23.647	-	-
Enzymes	1.335	60	-	1.089	-	-
Oak	14.960	-	-	11.120	-	-
Cleaning and sanitizing supplies	41.715	80	-	39.700	1.092	-
Yeast	710	-	-	243	-	-
Nutrients	14.575	-	-	22.085	-	-
Winemaking additives	44.131	-	-	56.620	-	-
Clarifiers	36.476	-	-	67.441	-	-
TOTALES	244.251	166.161	30	260.630	169.630	30

Table 17: Comparison of materials purchased for the winemaking process, recent agricultural years.

Materials used in the packaging process over the last few agricultural years are presented below. There was an overall decrease in the consumption of bottling supplies, which is related to lower wine sales in the 2021-2022 agricultural year.

Glass is the main packaging input, and 33% of this raw material is recycled, of which 43% corresponds to post consumer waste (waste from wine consumption itself) and 57% to post industrial waste (production waste)¹⁸.

Materials (in tons)	2019-2020	2020-2021	2021-2022	Variation
Glass bottles	13.206	13.152,8	12.499,9	-5,0%
Foil capsules, Wire cages (aluminum), Screw caps	109,8	116,7	111,1	-4,8%
PVC capsules	1,93	0	0,96	-
Tin capsules	0,91	0,006	1,22	-
Labels	220	66,9	64,2	-4,0%
Cardboard	1.201	1.207,2	1159,2	-4,0%
Corks	32,3	31,8	29,8	-6,3%
Bag in box (BIB)	20,2	16	9,97	-37,7
Tetra	1,9	0	0	-
Wooden cases	5,36	10,9	11,9	9,2%
TOTAL	14.779	14.535,4	13.888,3	-4,5%

Table 18: Materials used in the bottling process, 2019-2022¹⁹.

18: Cristalería Chile declaration, 2021.

19: Greenhouse Gas Protocol (Dual Reporting) Report for Cono Sur 2019-2020, 2020-2021 and 2021-2022.

5.2 BIODIVERSITY

Cono Sur has areas specially set aside for the protection and conservation of flora and fauna. Together these areas cover a total of 36.41 hectares, providing shelter and refuge for various species of animals and plants.







The estates with the largest protected areas are El Encanto (San Felipe, Valparaíso Region), Campo Lindo (Peralillo, Libertador Bernardo O’Higgins Region) and Santa Elisa (Chimbarongo, Libertador Bernardo O’Higgins

Region). In 2021, these areas were expanded to the Las Lomas and La Espuela estates (San Clemente, Maule Region).

Also in 2021, the company acquired an additional 62 hectares that will be incorporated into the El Estribo Estate in San Clemente, Maule Region. This area borders a canal, whose banks will be improved and set aside as an area of high ecological value. In addition, a portion of the La Espuela Estate will

come under organic management, which will reduce the use of synthetic agrochemicals and incorporate greater species biodiversity to combat pests and improve soil quality.

In 2022, Cono Sur commissioned the Universidad Mayor to **conduct a biodiversity survey to identify flora and fauna species present on its properties and determine their level of vulnerability**, in order to protect them. This study began with the Santa Elisa, Las Lomas and La Espuela estates. Some highlights of that study are follows:

Santa Elisa Estate, Chimbarongo		Las Lomas Estate, Peralillo		La Espuela, El Estribo, San Clemente Estates	
					
FAUNA: 27 registered fauna species, only 1 of which is endangered ²⁰ .	FLORA: 34 registered flora species, 3 of which are endangered, 1 vulnerable and 1 near threatened ²¹ .	FAUNA: 19 registered fauna species, all in the Least Concern category ²² .	FLORA: 10 registered flora species, 1 of which is endangered ²³ .	FAUNA: 35 registered fauna species, all within the Least Concern category ²⁴ .	FLORA: 13 registered flora species, all in the Least Concern category ²⁵ .

We are currently analyzing extending this study to our remaining estates and will address this in the next Sustainability Report.

^{20, 21, 22, 23, 24, 25:} According to The International Union for the Conservation of Nature’s Red List.





5.3 CARBON FOOTPRINT

SIGNIFICANT
MATERIAL TOPIC

ENVIRONMENTAL SPHERE

The greenhouse gas emissions inventory is constructed for each agricultural year (June to May), with the latest verification corresponding to the 2021-2022 period. The following tables show emissions for the last three agricultural years and the breakdown by type of GHG for the most recently verified period:

Summary by scope, Market-Based

SCOPE	2019 - 2020 TON CO ₂ E	2020 - 2021 TON CO ₂ E	2021 - 2022 TON CO ₂ E	VARIATION
SCOPE 1	1.989	1.824	1.849	1,4%
SCOPE 2	1.025	779	2,2	-99,7%
SCOPE 3	42.741	41.760	39.295	-5,9%
TOTAL	45.755	44.363	41.147	-7,2%

Table 19: Comparison of GHG emissions for the last three agricultural years, Market-Based

Summary by scope, Location-Based

SCOPE	2019 - 2020 TON CO ₂ E	2020 - 2021 TON CO ₂ E	2021 - 2022 TON CO ₂ E	VARIATION
SCOPE 1	1.989	1.824	1.849,5	1,4%
SCOPE 2	1.743	1.529	1.463	-4,3%
SCOPE 3	42.793	42.485	39.882	-6,1%
TOTAL	46.526	45.838	43.195	-5,8%

Table 20: Comparison of GHG emissions over the last three agricultural years, Location-Based

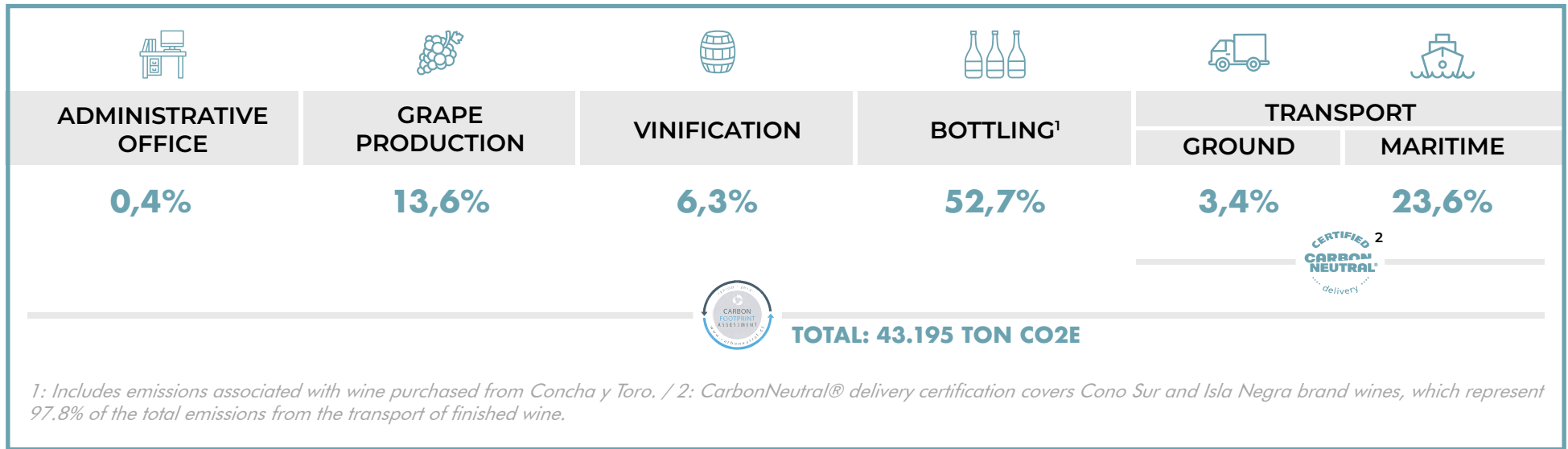




GREENHOUSE GAS	ACRONYM	EMISSIONS
		TCO ₂ E/YEAR
Carbon dioxide	CO ₂	13.467
Methane	CH ₄	22,1
Nitrous oxide	N ₂ O	596
Hydrofluorocarbons 134a	HFC - 134A	58,3
Hydrofluorocarbons 407c	HFC - 407C	48,2
Chlorodifluoromethane	R22	114
Carbon dioxide equivalent	CO ₂ E	26.841
TOTAL		41.147

Table 21: Greenhouse Gas (GHG) breakdown for the 2021 - 2022 agricultural year, Market-Based.

Emissions by process are shown in the following figure:



1: Includes emissions associated with wine purchased from Concha y Toro. / 2: CarbonNeutral® delivery certification covers Cono Sur and Isla Negra brand wines, which represent 97.8% of the total emissions from the transport of finished wine.

Figure 13: Greenhouse gas (GHG) emissions by process

Once the GHG inventory was verified and certified, Cono Sur proceeded to offset the emissions generated by the transportation of Cono Sur

and Isla Negra products through the CarbonNeutral® delivery certification. The offset was made through the purchase of carbon credits from Cuel

Wind Power Chile and Wind Power Project Guatemala.



5.4 EMISSIONS INTENSITY²⁶

The global indicator corresponds to tons of CO₂ emitted for each ton of wine bottled and sold during the agricultural year. For 2021-2022, this indicator increased 4.1% over the previous year, reaching 0.934 Ton CO₂/ Ton wine. The outcome was affected by the inclusion of electricity transmission losses and upstream fuel emissions in the current year.

	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
Wine exported tons	45.027	46.815	52.008	49.474	44.057
Tons CO ₂	45.598	42.106	45.755	44.363	41.147
Ton CO ₂ /Ton wine	1,01	0,899	0,880	0,897	0,934*

*: electricity transmission losses and upstream fuel emissions are included in this report.

Table 22: Emissions intensity for the last five agricultural years.



²⁶: Results obtained from the verification and validation of information submitted for carbon footprint certification were performed by CarbonNeutral.



5.5 WASTE GENERATION

5.5.1 Solid waste

Waste generated during the last three years is presented below:

TYPE OF WASTE	2020	2021	2022	UNIT	USE
Assimilable to household waste	15,28	16,03	17,21	Ton	Removal, Final Disposal, Authorized Landfill
Pomace and stems	2.953	4.008	4.510	Ton	Valorization, Reuse
Lees and filtering earth/clay	390	412,5	480	Ton	Valorization, Preparation for reuse
Plastics	0	1,45	2,57	Ton	Valorization, Recycling, Plastics
Paper, cardboard	0	1,42	1,7	Ton	-
Glass	2,0	1,2	3,2	Ton	Valorization, Recycling, Glass
Empty pesticide containers	375	131	474	kg	Removal, Final Disposal, Authorized Landfill

Table 23: Comparison of waste generated at Cono Sur.

The main increase in waste generated corresponds to pomace, stems and lees, which is directly related to the higher volume of grapes processed in the winery during the last harvest season.

All waste listed in the final table above was handled by a contractor authorized to manage and declare this waste to the relevant authority. Only household-assimilable waste was sent to landfills, the

rest being reusable or recyclable.

The following table shows the volume of hazardous waste generated over the last three years. This waste is handled by our external contractor, STU, which removes it every six months and transports it to an authorized final disposal firm, in this case Hidronor.

	2020	2021	2022
Total hazardous waste, kg	3.847	3.935	4.195

Table 24: Hazardous waste generated, 2021, 2022, and 2023, in kg.

5.5.2 Liquid industrial waste

The liquid industrial waste (LIW) treatment process is outsourced to the company Biodiversa, which is part of ESSBIO. LIW generated over the 2019-2022 period is shown in the following table.

	2019-2020	2020-2021	2021-2022
LIW, m ³	32.550	28.703	38.009

Table 25: Cono Sur LIW discharge, in cubic meters

The increase in LIW generated over the 2021-2022 period is directly related to the processing of 31% more grapes than in the previous season.



6. WORKFORCE & EMPLOYEES

- 1 Workforce and turnover rate
 - 1.1 Employment by source
 - 2 Occupational health and safety
 - 2.1 Occupational health and safety management system
 - 2.2 Accident and claims rates
 - 2.3 Covid-19 Health Crisis
 - 2.4 Joint Health and Safety Committee
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 - 5.1 Health and safety conditions
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6.1 WORKFORCE AND TURNOVER RATE

In 2021 and 2022, Cono Sur had 189 and 182 permanent employees, respectively. Most of them (65%) work in O’Higgins Region, where the winery and two of our main estates—Santa Elisa and Las Lomas—are located.

Seasonal staff are hired mainly from

February to May each year when the grape harvest is carried out. Additional staff are also needed during this time for grape reception and vinification processes.

The company’s Agricultural area also hires seasonal workers on each estate,

although to a lesser degree.

The Administration, Export and Sales areas do not hire seasonal contract workers.

Overall, seasonal staff numbered 142 in 2021 and 129 in 2022, representing 43% and 41% of the total number of

workers, respectively.

In terms of gender, Cono Sur’s workforce consists primarily of men, and their proportion is even greater in the Agricultural and Winemaking areas.

The following table shows staff distribution by gender and region:

Site	2021							2022						
	Permanent Contract			Seasonal Contract				Permanent Contract			Seasonal Contract			
	W	M	Total Perm.	W	M	Total Perm.	Total 2021	W	M	Total Perm.	W	M	Total Perm.	Total 2022
Region V Valparaíso Fundo Campo Lindo. San Antonio Fundo El Encanto. San Felipe	5	16	21	2	7	9	30	1	14	15	1	5	6	21
Region XIII Metropolitan Santiago Head Office. Las Condes, Santiago.	9	9	18	0	0	0	18	9	9	18	0	0	0	18
Region VI O’Higgins Winery. Chimbarongo. Fundo Santa Elisa, San Rafael. Chimbarongo. Fundo Las Lomas, Las Lomitas, Las Hijuelas. Peralillo	21	101	122	19	77	96	218	21	100	121	20	72	92	213
Region VII Maule. La Espuela, El Estribo Estate. San Clemente.	2	9	11	6	7	13	24	3	9	12	10	15	25	37
Region VIII Bio-Bio. Mulchén Estate	3	7	10	10	14	24	34	2	7	9	3	3	6	15
Employees abroad	2	5	7	0	0	0	7	2	5	7	0	0	0	7
Total	42	147	189	37	105	142	331	38	144	182	34	95	129	311

Cono Sur does not employ part-time workers

Table 26: Workforce Distribution by type of contract and gender

Most staff turnover is involuntary and is related to the retirement of older workers, established retirement quotas, and restructuring of work teams.

Cono Sur turnover rate	2021	2022	Variation
Voluntary exit rate	2,50%	2,22%	-0,30%
Involuntary exit rate	6,20%	8,15%	+1,95
Total exit rate	8,70%	10,37%	+1,67

Table 27: Turnover rate, 2021 and 2022



6.1.1 Employment by source

Each year, the demand for labor in the winery increases significantly between February and May, when the grape harvest takes place. In agricultural units, pruning season also involves an increase in staffing requirements.

In the last 3 years, the challenge of filling all positions has intensified, mainly due to the effects of the Covid-19 pandemic. Widespread public fear and the consequent reduction of the local labor force have had a major impact on direct hiring. In response, it was necessary to analyze and prioritize job positions and take action to retain company employees.

Although during the latter part of 2022 conditions began returning to normal in the global context of the pandemic, new hires remained low, and turnover also decreased.

The company's different operational units have also been restructured to meet these new challenges more efficiently.



6.2 OCCUPATIONAL HEALTH AND SAFETY

6.2.1 Occupational Health and Safety Management System

As part of Cono Sur’s sustainable development, occupational health and safety plays a key role in the strategic planning and operation of our different areas. This variable is incorporated into our Integrated Management System so we can prioritize, systematize, and efficiently operationalize the efforts

of the Prevention Department to manage significant risks present in our operations.

The company is certified to the standard “ISO 45001:2018, Occupational Health and Safety Management System - Requirements,” which covers the

entire Santa Elisa Estate, including the winery and the agricultural area, which represents 39%²⁷ of the company’s workforce. It is important to note, however, that prevention processes are not limited to the Santa Elisa Estate operation alone but are applied at all of the company’s sites.



The company is certified to the standard “**ISO 45001:2018, Occupational Health and Safety Management System - Requirements**”, which covers the entire Santa Elisa Estate



6.2.2 Accident and claims rates

In 2021, in accordance with Supreme Decree No. 67 “On exemptions, rebates and surcharges of the differentiated contribution rate,” the Additional Contribution rate tranche was evaluated and increased from 0.34% to 0.68%, for an overall rate of 1.61%. This occurred because of an increase in the number of days lost during the second period (2019/2020), which amounted to 247, with an average claims rate of 70.14%.

In response, the Prevention Department decided that for the next evaluation (in 2023) the goal would be to return to the previous tranche and maintain it permanently. This goal poses new challenges for our different areas,

especially those with the highest accident and claims rates.

In 2021 there were 10 work accidents, with a total of 107 lost days, 94% of which occurred at the Las Lomas Estate. In 2022, claims rates dropped, with 66% fewer days lost compared to the previous year, despite the fact that 12 accidents were recorded for the period, i.e., 2 more than in 2021.

27: Proportion of Cono Sur’s total workforce that is covered under the Occupational Health and Safety Management System, implemented according to the requirements of the international ISO 45001:2018 standard.



These results provide a good scenario for analyzing the additional differentiated contribution rate, as according to the projection made, the contribution rate could be lowered by one tranche and still achieve the objective proposed the previous year. This will be duly reported in the next Sustainability Report.

LOCATION (REGION)	SITE	PRODUCTIVE SYSTEM	2021		2022	
			N° Accidents	N° lost days	N° Accidents	N° lost days
Region V Valparaíso	El Encanto Estate	Agricultural	0	0	1	3
	Campo Lindo Estate	Agricultural	1	0	1	40
Region XIII Metropolitan Santiago	Head Office	Administration	0	0	0	0
Region VI Libertador Bernardo O'Higgins	Las Lomas, Las Lomitas, Las Hijuelas estates	Agricultural	3	101	1	1
	Santa Elisa Estate	Agricultural, vinification, administrative	4	1	6*	15
Region VII Maule	La Espuela, El Estribo estates	Agricultural	1	1	0	0
Region VIII Bio-Bio	Mulchén Estate	Agricultural	1	4	3	12
TOTALS:			10	107	12	71

* One of the accidents that occurred at the Santa Elisa Estate was a "Travel Accident," which does not result in lost days.

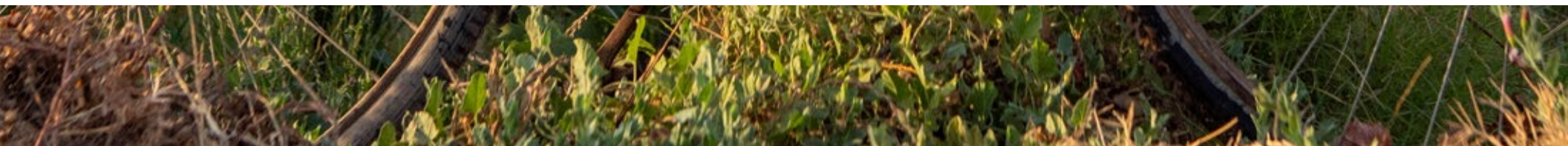
Table 28: Number of accidents and days lost per site, for the 2021 and 2022 periods.



The following table details accident and claims rate indicators and their distribution by region and gender.

		2021						2022								
		GENDER	V	RM	VI	VII	VIII	TOTALS	V	RM	VI	VII	VIII	TOTALS		
No. of accidents	Women		1	0	2	0	0	3	10	0	0	0	0	1	4	12
	Men		1	0	5	1	0	7		2	0	2	0	2	8	
Days lost	Women		4	0	26	0	0	30	107	0	0	0	0	5	14	71
	Men		0	0	76	1	0	77		43	0	43	0	7	57	
Accident rate (%)	Women		0,00	0,00	12,50	0,00	0,00	8,57	7,04	0,00	0,00	0,00	0,00	50,00	12,90	8,88
	Men		6,25	0,00	7,57	11,11	0,00	6,54		14,28	0,00	14,28	0,00	28,57	7,69	
Claims rate	Women		0,00	0,00	162,50	0,00	0,00	85,71	75,35	0,00	0,00	0,00	0,00	250,00	45,16	52,59
	Men		0,00	0,00	115,15	11,11	0,00	71,96		307,14	0,00	307,14	0,00	100,00	54,80	
Fatalities	Women		0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Men		0	0	0	0	0	0		0	0	0	0	0	0	

Table 29: Accident statistics by gender and region, 2021 and 2022.



6.2.3 Covid-19 Health Crisis

In 2021, measures to prevent the spread of the SARS-CoV-2 virus remained in force, with more fluid and effective implementation and compliance, as staff have now adapted to this new scenario. The measures alluded to include telecommuting for administrative personnel, capacity reduction and delimitation of common areas, sanitization of facilities, rapid antigen testing, PCR sampling, use of masks, and ongoing training for

personnel on infection prevention and contingency plans in the event of suspected virus transmission.

Together these measures allowed us to keep the transmission rate low, guaranteeing the operational continuity of our different sites and preventing negative impacts on production plans and wine deliveries to customers.

Covid-19 transmission affecting

Cono Sur employees in 2022 was much lower than before. Although three cases were initially classified as workplace-acquired by Health Service authorities, these infections were deemed to have occurred in a context unrelated to work activities. At the end of 2022, we are still awaiting the final resolution classifying these events from the Superintendency of Social Security (SUSESO).

In compliance with legal updates related to the extension of health alerts in the country, Cono Sur has kept these measures in place since the beginning of the pandemic.

6.2.4 Joint Health and Safety Committee

In accordance with the Ministry of Labor and Social Security's DS No. 54/1969, Cono Sur has created a Joint Health and Safety Committee (CPHS) at each work site having a staff of more than 25 people. These committees' main function is to promote the prevention of occupational hazards. Each CPHS has representatives from both workers and management. In the exercise of its duties, the body is supported by Cono Sur's Prevention Department and by Social Security Law 16,744.

These committees work to control occupational risks by forging agreements and commitments that parties involved must implement and/or comply with.

As of 2022, Joint Committees were currently operating at the following sites:

Las Lomas, Las Lomitas and Las Hijuelas estates (Peralillo, O'Higgins Region)

Santa Elisa Estate and Winery (Chimbarongo, O'Higgins Region)

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

SITES, CPHS	DATE CREATED	MEMBERS (INCLUDING SITTING AND ALTERNATES)					
		WORKER REPRESENTATIVES			MANAGEMENT REPRESENTATIVES		
		W	M	TOTAL	W	M	TOTAL
CPHS, Las Lomas, Las Lomitas and Las Hijuelas estates	14/10/2021	1	5	6	2	4	6
CPHS, Santa Elisa Estate and Winery	14/10/2021	2	4	6	0	6	6

Table 30: Creation of Joint Health and Safety Committees for Cono Sur sites with a staff of more than 25 people.





The following sites had a Joint Committee in 2021, when their number of workers was greater than 25. By year-end 2023, the number of staff at these sites will be less than 25 people, so these committees will no longer be required.

- El Encanto Estate** (San Felipe. Region V Valparaíso)
- Campo Lindo Estate** (Leyda, San Antonio. Region V Valparaíso)
- La Espuela Estate** (San Clemente. Region VII Maule)
- Mulchén estate** (Mulchén. Region VIII Bio-Bio)

6.3 Freedom of assembly and collective bargaining



In compliance with current labor legislation, Cono Sur does not restrict its employees' freedom of assembly. However, no labor unions have been formed at any of our operational sites, so there are no direct collective bargaining agreements in force. Some workers are members of intercompany unions.

Notwithstanding the lack of unions, the company has established direct communication between management and workers through dialog roundtables to review issues of interest. These meetings are held every six months and are attended by employee representatives from the different areas. The parties in attendance forge

agreements that are managed by the Human Resources area. Participants also engage in a collective bargaining process. The last of these took place in 2021 and has a 3-year duration.

During the reporting period, there were no complaints of violations of workers' freedom of assembly. No issues of this nature have been identified among our external suppliers either.

6.4 Training and education

SIGNIFICANT
MATERIAL TOPIC

SOCIAL SPHERE

Skills management is crucial for achieving the objectives of each of Cono Sur's operational areas. It allows our people to continuously and systematically develop the knowledge and skills necessary to achieve the performance expected of them at each level of the company, as well as

to adapt to the incorporation of new technologies and new work methods, the demands of new markets, and new legal requirements, among other situations.

This process begins with a performance evaluation of each and every Cono Sur

staff member to identify training and education needs and it ultimately gives rise to the company's Annual Training Program.

In 2021, 3,008 hours of training were delivered, in the extended pandemic scenario where there is still a shortage

training services, especially face-to-face opportunities. With the gradual reopening and relaxation of health measures observed in 2022, the number of training actions increased significantly, reaching 13,208 hours.

Job category	2021			2022		
	Women	Men	Total 2021	Woman	Men	Total 2022
Executive	-	42	42	-	55	55
Head Office	114	99	213	885	572	1.456
Unclassified	-	32	32	-	40	40
Operational	16	224	240	74	1.542	1.616
Professional	152	9	161	885	1.020	1.905
Supervisory	42	526	568	568	1.973	2.541
Technical-Administrative	876	876	1.752	2.617	2.978	5.595
Total	1.199	1.808	3.008	5.029	8.179	13.208
Investment, with SENCE support		7.950.480			\$14.518.400	
Company's investment		22.502.365			\$21.828.241	
Overall investment in training		30.452.845			\$36.346.641	

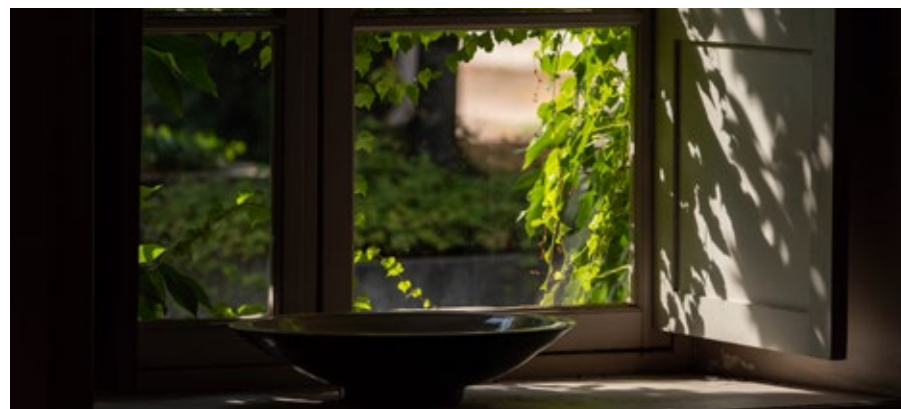
Table 31: Training hours and investment in training, 2021 and 2022.

The Annual Training Program is complemented with onboarding and in-service training processes to ensure our employees comply with legal occupational safety requirements and to reinforce prevention standards and internal work methods.

6.5 Working conditions, workplace environment and employee benefits

6.5.1 Health and safety conditions

The health and safety conditions in Cono Sur’s operations are constantly monitored and verified by our Risk Prevention Department, in order to ensure an environment free of significant risks. This department is supported in this work internally by the Sustainability Area and externally by the Occupational Accident Insurance Agency (ACHS) through internal audits, safety walks, and health assessments, among other activities.



6.5.2 Ethical Wage

Cono Sur’s remuneration standards are in line with current legislation applicable to these matters. They are also verified in relation to Concha y Toro’s corporate standards, based on each job profile.

his or her merits and skills. There are no salary differences between men and women occupying the same position. Remuneration is fixed and is readjusted every six months according to variations in the Consumer Price Index (CPI)²⁸.

performance or productivity. It should be noted, however, that all workers’ salaries are above the calculated Ethical Wage²⁹, which in turn is higher than the minimum wage established by law³⁰.

workers receive remuneration above that amount.

The remuneration received by each employee is consistent with his or her duties and responsibilities and values

Agricultural workers receive a fixed base salary, supplemented by a variable payment based on individual

At year-end 2022, Cono Sur updated its Ethical Salary calculation for each of our production sites, verifying that all

Ítems	Campo Lindo Estate	El Encanto Estate	La Espuela Estate	Peralillo Estate	Santa Elisa Estate	Mulchén Estate
Calculated Ethical Salary	600.611	461.335	487.382	567.065	458.825	378.378
Lowest remuneration received	695.324	544.873	572.994	664.927	571.594	487.062
Amount above the Ethical Salary	94.713	83.537	85.612	97.862	112.769	108.684

Table 32: Calculated ethical salary and lowest remuneration received for each site, 2021 and 2022.

28: At the start of 2021, the minimum salary was CLP 326,500, and that same year it was readjusted to \$337,000. On January 1, 2022, it was again readjusted to CLP 350,000. Two additional adjustments were made in 2022, with the minimum salary closing on December 31 at CLP 400,000.

29: “Ethical Salary” or “Minimum Living Wage” refers to an income that allows a person to cover half of the basic needs of an average sized family.

30: Consumer Price Index

Cono Sur has several internal review and audit processes that are designed to ensure on-time payment of salaries and health and social security contributions and to guarantee the transparency and confidentiality of information and the agreement of each employee.

All of the above is also subject to an annual external audit as part of the For Life standard certification. The aim of that certification is to verify that workers enjoy safe and fair working conditions, which, among other requirements, includes verification of:



Existence of a Minimum Living Wage or "Ethical Salary."



Quantity of overtime worked.



Recording and transparency of salary payments.

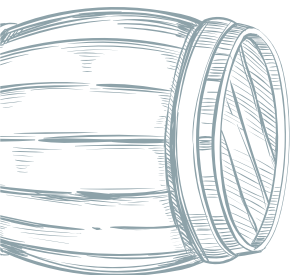


Timely and correct payment of health and social security obligations.






6.5.3 Work environment

SIGNIFICANT MATERIAL TOPIC
SOCIAL SPHERE

As indicated in our 2020 Sustainability Report, in 2021 the Biennial Engagement Survey was conducted to measure employee commitment. This study will provide input for actions aimed at strengthening their empowerment and performance.



Based on the results of the 2021 survey, an Action Plan has been established that includes the following:

Division - Area	Aspect	Actions and commitments
 Marketing Division	Communication - empowerment - autonomy	Implementation of communication, management and coordination meetings
	Communication	End-of-year luncheon
 Administration Area	Recognition	Boosting the use of the internal recognition platform to increase engagement in the area
 Agricultural Area	Recognition	Implementation of twice yearly breakfasts on the different estates in order to strengthen communication and carry out acts of recognition
	Leadership	Reinforcement of leadership actions at sites with contingencies
 Winemaking	Recognition	Reinforcement of the use of the internal recognition platform to increase engagement in the area
 Export Division	Quality of life	Strengthening communication with the export team in relation to Cono Sur's benefits and quality of life plan
	Functions and operations	Establish and implement operating agreements



6.5.4 Programs to support school completion

Since 2017, Cono Sur has offered support programs to help its employees upgrade their studies, including the completion of their primary and secondary education. However, no requests for these grants were submitted in 2021 or 2022.

6.5.5 Scholarships

For employees who have performed well over time and are dedicated to self-improvement, the company has a scholarship program that enables them to continue building their skills. Subject to approval by their respective manager, they may apply for complete or partial funding for technical courses and programs related to their job responsibilities. Every year Cono Sur

issues two grants, each to a separate area to ensure fairness. In 2021, these grants were assigned to the Winemaking and Administration areas, and in 2022 to the areas of Agriculture and Winemaking. In addition to the above, two continuing education scholarships are also available.

6.5.6 Quality of life program, "We want you Healthy, Happy, and Diverse."

Cono Sur's benefits program has developed a priority focus summed up in the slogan, "We want you healthy, happy, and diverse." This has led to a series of activities and agreements that seek to promote this maxim.

agreements with sports centers across the country to serve the majority of employees working outside of the capital.

Through the programs described above and the current portfolio of employee benefits, Cono Sur seeks to foster a comprehensive quality of life for each of its employees.

The program covers all Cono Sur sites and maintains a strong focus on sports, recreation, and emotional support activities, mainly via digital channels. The aim is to reach the broadest audience possible with these services. The company has also made







6.5.7 Cono Sur employee benefits






Cono Sur has an Assistance Plan available to all permanent employees, regardless of their position, seniority, or area of work. This plan includes various types of support, including monetary benefits, supplemental

health plans, discounts on goods and services, social support and guidance, recreational events and gifts, and other benefits.



Figure 14: Program "We want you healthy, happy and diverse."

SUBJECT	BENEFIT DETAILS
 <p>Monetary programs</p>	<p>Marriage bonus Childbirth bonus Education bonus: Applies to workers who are pursuing higher education, technical or university studies and/or who have children in pre-kindergarten, kindergarten, elementary, middle, or high school or higher education (technical or professional)</p> <p>Vacation bonus: Benefit granted to workers with indefinite-term contracts when they take their legal holidays over at least 10 consecutive working days. Death benefit: This benefit is granted to an employee’s legal heirs.</p>
 <p>Social Support</p>	<p>Professional advice: Advice provided by professionals from the Holding’s Quality of Life area on the following topics:</p> <ul style="list-style-type: none"> - Company benefits and agreements - Workplace inclusiveness - Support for social concerns, reports, and home visits - Social benefits: housing, educational and other subsidies <p>- Social security, supplementary insurance, Isapres, FONASA - Credit processing, emergency assistance, and debt consolidation - Recognition program - Alcohol and Drug Assistance Program</p>
 <p>Health</p>	<p>Metlife Supplemental Health Insurance: Benefit available to workers and their families. Financial support to help pay for medical expenses incurred from health problems, accidents and/or death. Metlife Dental Insurance: Voluntary insurance through an add-on payment to the health plan. Allows reimbursement of dental expenses. Arturo López Pérez Foundation (FALP) Agreement: Provides coverage for inpatient and outpatient cancer treatment. Includes co-payment of benefits related to oncology treatment and follow-up. Kinesiology Agreement, 180° Medical Center: Provides discounts of up to 35% on kinesiology services at its branch, located at Av. Nueva Tajamar 481, Torre Norte, Office 502, Las Condes.</p> <p>Dental Agreement, 180° Medical Center: Discounts of up to 35% on dental services at this clinic’s various branches. Metlife Orienta: Free telemedicine benefit for employees. Provides access to specialists offering medical care online. Isapre Cruz Blanca Collective Agreement: Offers preferential rates and discounts on the base value of health plans provided by this insurer. Isapre Colmena Collective Agreement: Provides supplemental benefits to the Collective Agreement for members and beneficiaries. Konecta Agreement: Platform where employees can obtain preferential pricing on services offered by specialists in psychology, nutrition, speech therapy, and coaching.</p>
 <p>Maternity</p>	<p>Birth bonus New child gift: For employees who are parents (both men and women) Registration of legal dependent at Caja de Compensación La Araucana: Workers can register their newborn child as a legal dependent, which is a requirement for collecting the birth bonus from this institution and for accrediting medical charges with Fonasa and some private insurers. Reimbursement for childbirth expenses through Supplemental Health Insurance: Employees or their spouses with supplemental insurance in force at the time of delivery may apply for this reimbursement. Daycare Benefit: After the postnatal period ends, employees may choose one of several benefits provided by the company to support the care of their children up to two years of age.</p> <p>Parental Postnatal leave: At the end of the postnatal period, which includes the 84 days following the birth of the child, female employees may make use of the “Postnatal parental leave,” which consists of an additional twelve weeks (84 days) of leave during which she is paid a subsidy in lieu of her regular salary. This leave can be used for half-days to extend it to 18 weeks (126 days), with the employee receiving half of the subsidy amount and at least 50% of her contracted remuneration. Where both parents are Cono Sur employees, the father can make use of this leave if the mother so decides, but only from the seventh week onward, reserving the first 6 weeks for the mother in all cases.</p>

SUBJECT	BENEFIT DETAILS	
 <p>Employee Support</p>	<p>PAE- Employee Support Program: This program provides employees with personalized, professional advice on different issues, such as psychological counseling (via video call, up to 3 sessions) and legal counseling (via telephone, no limit).</p>	<p>Alcohol and Drug Program: The objective of this program is to raise awareness of the personal and occupational effects of alcohol abuse and drug use. It consists of preventive talks and random testing. In alliance with Corporación Esperanza, we also offer workers with addiction problems treatment and rehabilitation options on a confidential outpatient basis.</p>
 <p>Sports and recreation</p>	<p>Grant competitions: Company employees can apply for these annual competitive grants to carry out athletic, recreational, artistic, or cultural projects.</p> <p>Pirque Tour: Four free tickets given annually for the Traditional Tour at the Pirque Tourist Center.</p> <p>Futbolito Championship: Futbolito championship that takes place in the second half of each year.</p>	<p>Hanu Fit: Streaming platform with hundreds of videos that allow employees to practice the discipline they are most interested in, free of charge. It also provides healthy recipes.</p> <p>Sportlife Gym Agreement: Agreement that allows access to Sportlife gym branches at preferential rates.</p>
 <p>Gifts</p>	<p>Birthday gift: On your special day we want to wish you the best with a little treat. So, every time you celebrate your birthday, we will send you a birthday gift chosen with affection.</p> <p>New baby gift</p> <p>School pack: At the beginning of each new school year, employees with children may receive a school pack for dependents from kindergarten to the end of secondary school. Benefit applicable to employees up to the position of supervisor.</p>	<p>Fiestas Patrias (Independence Day) Gift</p> <p>Christmas gifts: These gifts for employees and their families include a Christmas hamper, a sparkling wine pack, wine box, gifts for children up to 12 years of age, and a special gift for the family.</p>
 <p>Events</p>	<p>Events organized by Cono Sur Corporate events to celebrate significant dates through the year, such as Christmas and Chilean Independence Day celebrations, among others.</p>	
 <p>Additional agreements</p>	<p>In addition to the agreements mentioned in the categories above, our employee Benefit Plan includes the following:</p> <p>Scotiabank Agreement: Benefit that grants preferential terms on consumer loans and portfolio purchases.</p> <p>Ansaldo Agreement: Provides a discount of up to 25% on toys purchased at any of nine Ansaldo stores located in Santiago and Region V.</p>	

Because the health crisis has continued, we are protecting the health of our workers by replacing in-person events with corporate gifts, which has also allowed a greater reach.

Monetary benefits have also been adjusted according to the CPI.





7. COMMUNITY

- 1 Community outreach
- 2 Environmental and social impact on the community

7.1 Community outreach

Our ties with local communities near each of our production sites are also a core pillar of Cono Sur's sustainable development, as they allows us to collectively envision measures to mitigate negative impacts and promote positive ones.

Many of our outreach efforts are concentrated in Chimbarongo Municipality, the home of the winery and one of our largest winegrowing estates. There, we have an "Open Doors" policy created to inform the community about production activities, provide opportunities to showcase our facilities, and

seek solutions to specific issues arising from our operations. We also proactively look for initiatives that contribute to the social and cultural development of the local community.

Chimbarongo

This municipality in Colchagua Province, in the region of Libertador General Bernardo O'Higgins, extends south of the Tinguiririca River, 155 km south of Santiago, in Central Chile.

The zone is focused mainly on agricultural production, mainly winegrowing, and the wine produced here bears the denomination of origin "Colchagua Valley." The district has a population of around 35,000 inhabitants, with agricultural activities being the main source of employment and income.

Santa Elisa Estate

This estate houses our winemaking facilities, administrative offices, support areas and one of our main agricultural units, which represents more than 20% of the company's total area planted to vine. Close to 40% of our employees work there.

The estate is also home to the Casona, a traditional country house that now hosts community outreach activities and has a Wine Shop where visitors can find Cono Sur's many lines and varieties of wine.

Community engagement activities in 2021 included:

Partner	Description
Chimbarongo Municipality	Collaboration agreement to support different initiatives of interest to the community, such as first aid training, event participation, access to facilities and infrastructure, among other support.
Neighborhood association	A communication channel was established to provide information on agricultural work of interest, including frost control, pesticide application, and others.
Sports clubs	Cono Sur sponsored the Chimbarongo Soccer Club by financing its activities and providing a soccer pitch for training.
Community institutions	The company gave donations for institutional activities, participated in community events, and provided access to the Casona and estate park for activities.
Educational establishments	Recreation and education Supporting students from daycares, schools, and vocational secondary schools in the municipality.

Table 33: Community outreach initiatives carried out in 2021.

Notable community engagement initiatives in 2022:

Stakeholder	Sphere	Activity	Coverage (Attendees)	Focus
Chimbarongo - Alto Miraflores Summer School	Education	Thirty children and four chaperones from Alto Miraflores school in Chimbarongo attended. The visit included a tour of the vineyards, organic orchard, nursery, and goose flock and addressed basic concepts related to the plant world, grape production, organic management and sustainability.	34	Nature, plants, organic management
Eguiguren Echeñique Family	Community	Visit by 16 direct relatives of Luis Eguiguren Valero, the first owner of the Santa Elisa Estate, who also built the Casona.	16	Equity
Donation to the Chimbarongo Fire Brigade	Community: Chimbarongo Fire Brigade	Donation of CLP 1,930,178 to finance the electrical hookup needed to operate firefighting equipment.	N/A	Support for a Chimbarongo community institution
Mother's Day Group	Community	Through the local Chimbarongo cable television program "Nuestro tiempo de vivir" (Our Time for Living) on Channel 23, seven mothers and their adult children enjoyed a tour of the Casona, park, and estate grounds, culminating in a wine tasting.	14	Tribute to the mothers of Chimbarongo
Teachers from agricultural vocational schools in the O'Higgins, Maule and Ñuble regions.	Education	"Futuro Técnico" AHK + Agryd Program In this project, the company worked with 46 agricultural vocational secondary schools in Maule, O'Higgins, and Ñuble regions, offering 25 teachers practical experience in relevant topics.	25	Training on "Irrigation & Energy" topics was complemented with a visit to Cono Sur to see Variable Frequency Drives, Energy Management and Photovoltaic Systems in action.
Father's Day Group	Community	Through the local Chimbarongo cable television program "Nuestro tiempo de vivir" (Our Time for Living) on Channel 23, ten fathers in the municipality and their adult children were invited to enjoy a tour of the Casona, park, and estate grounds, culminating in a wine tasting.	10	Tribute to the fathers of Chimbarongo

Stakeholder	Sphere	Activity	Coverage (Attendees)	Focus
Fernando Arenas Almarza School	Education	Visit of 50 students between 6 and 13 years of age and 4 teachers. This program provides educational support and food to at-risk children in addition to helping women participants enter the workforce.	54	Nature, organic growing
San José de La Montaña School	Education	Technical education courses, gastronomy area	32	Vocational guidance, professionals required at Cono Sur
Red Futuro technical secondary schools	Education	Sixteen students from Francisco Encina Secondary School in Las Cabras municipality and 23 students from the Polytechnical Institute Secondary School in Santa Cruz had a tour of the estate.	40	Wine tourism
DIDECO	Community	Thirteen employees of Dideco Chimbarongo were invited on a cycling tour through the vineyard.	14	Recreation, nature
Chimbarongo Municipal Secondary School	Education	Visit of final-year high school students to forge ties between the company and local community.	24	Gastronomy and Wine Tourism
Nuestra Señora de la Merced Nursery School	Education	Recreational visit of 60 children, 60 parents and 11 teachers to the estate.	131	Recreation, nature
Chilean Ecological Restoration Network	Education	Group of 30 people. Scientists belonging to the Red Chilena de Restauración Ecológica came for a visit as part of their VI Seminar to learn about sustainability and restoration/reforestation in winegrowing estates.	30	Teaching

Table 34: Community outreach initiatives carried out in 2022.

7.2 Environmental and social impact on the community

SIGNIFICANT
MATERIAL TOPIC

SOCIAL SPHERE

The greatest environmental and social impact³¹ on the community from Cono Sur's operations is concentrated at the Santa Elisa Estate, first of all because the industrial processes associated with winemaking are carried out there, and secondly because of its proximity to residential areas and high traffic public roads. All other Cono Sur facilities are used exclusively for agricultural work. The Las Lomas, Las Lomitas and Hijuelas estates in Peralillo, as well as La Espuela and El Estribo in San Clemente are all situated near smaller communities in rural localities. For their part, the El Encanto, Mulchén and Campo Lindo estates are also in rural areas but have no communities nearby.

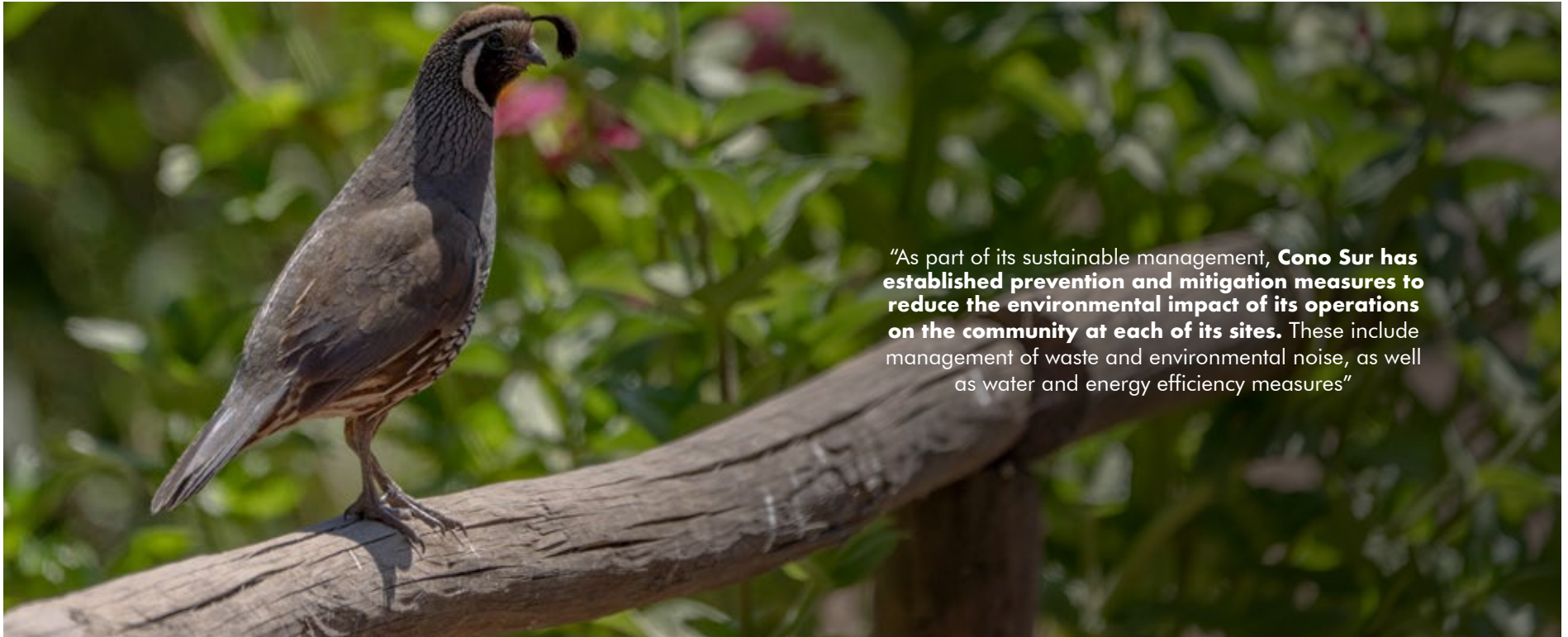
As part of its sustainable management, Cono Sur has established prevention

and mitigation measures to reduce the environmental impact of its operations on the community at each of its sites. These include management of waste and environmental noise, as well as water and energy efficiency measures.

All waste generated is managed in accordance with current environmental regulations. To this end, the company has contracts with specialized firms authorized to remove, transport, handle and undertake final disposal of this material.

In 2022, the first electric frost control tower was put into service at the Santa Elisa Estate, replacing an existing gas-powered tower. This reduced the noise

31: Both positive and negative impacts are taken into account.



"In addition, in 2021 and 2022 the company kept up its **daily washing of Pisagua Street, the main access road** (...) which is affected by the daily traffic of trucks loaded with grapes during the harvest season."



generated by this operation. Importantly, the introduction of this new equipment has not changed the protocols for notifying the surrounding community about frost events and when frost control equipment will be used.

In addition, in 2021 and 2022 the company kept up its daily washing of Pisagua Street, the main access road between Route 5 South and the winery in Chimbarongo, which is affected by the daily traffic of trucks loaded with grapes during the harvest season.

On our estates, measures remained in place to ensure compliance with pesticide application regulations, including timely notification sent to the health authority

and the nearby population when these substances are to be applied.

In terms of its social impact, Cono Sur promotes the hiring of local workers in each of its operational units, especially for pruning, harvesting, and grape processing activities. This also includes offering opportunities to final-year technical school students of legal working age.





Cono Sur
VINEYARDS & WINERY

SUSTAINABILITY
REPORT
2021-2022