

Vina Concha y Toro

ISIN CODE: CLP9796J1008

Overall score 42/100

Sector: Beverage Emerging Market
Companies in sector panel: 17

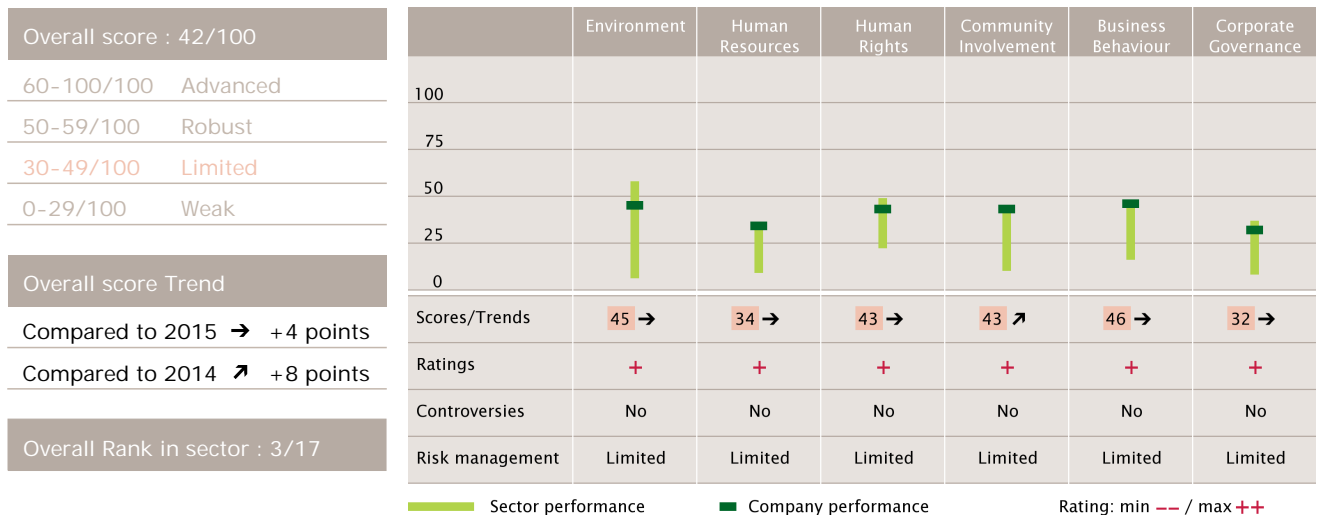
Information rate: 72% (Sector average: 49%)
Company cooperation level: Responsive *

General information

Founded in 1883, Viña Concha y Toro is an international Chilean wine producer with subsidiary vineyards in Chile, Argentina and the USA, and a permanent presence in 14 countries. The Company operates an extensive network of vineyards, production plants, cellars and distribution centres, and produces a wide range of wines under a variety of different labels. As of 2016, Viña Concha y Toro sells its products in over 140 different countries.

Main Economic Segment**	Turnover 2016
Wine	90.2 %
Other	9.8 %

Overall CSR performance & trends



- Viña Concha y Toro's overall approach to managing its CSR responsibilities is still considered to be limited in absolute terms (42/100) but has increased by four points since the last review in September 2015.
- The Company's performance within the Environmental and Social pillars is noticeably better than its Governance performance, despite the performances on all three pillars being limited. This may be accounted for by a lack of independent Board members, the absence of a specific specific Nomination Committee and limited disclosure of Executive pay, as well as a weak approach to shareholder relations.
- No major allegations were raised against the Company during the period under review.

Company inclusion in Vigeo Indices***

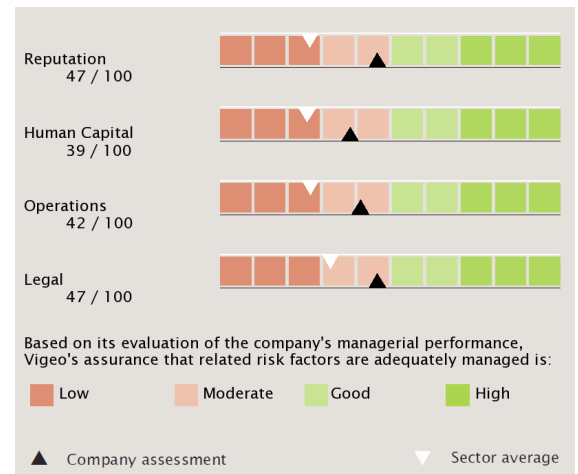


* On a 4-level scale: proactive, responsive, partially responsive, not responsive
 ** See detailed economic indicators in Selected financial data section
 *** Based on the most recent Index at the date of publication

Management of Risks and Opportunities

	Weaknesses		Strengths		
Weight of the Sustainability drivers	3	<ul style="list-style-type: none"> Transportation Reorganisations 	<ul style="list-style-type: none"> Labelling and marketing Water Societal impacts of products Product Safety Fundamental labour rights Board of directors 	<ul style="list-style-type: none"> Environmental strategy Labour standards in the supply chain Biodiversity 	
	2	<ul style="list-style-type: none"> Executive remuneration Responsible lobbying Atmospheric emissions 	<ul style="list-style-type: none"> Social and economic development Audit and internal controls Health and safety Anti-Competitive Practices Supplier relations Social dialogue Shareholders 	<ul style="list-style-type: none"> Corruption Environmental standards in the supply chain Energy Career management Fundamental human rights 	
	1			<ul style="list-style-type: none"> Non-discrimination and diversity 	
		Weak 0 to 29 points	Limited 30 to 49 points	Robust 50 to 59 points	Advanced 60 to 100 points

- Based on our latest review, Vigeo Eiris has identified the following risks and opportunities for Viña Concha y Toro:
- The Company's main strength is its management of **supply chain labour standards**. As well as purchasing bottles and packaging, the Company sources grapes from approximately 688 independent producers, none of which are directly covered by its internal company-specific policies. Safeguarding labour standards externally may contribute to operational efficiency and ensure supply chain regularity by minimizing the risk of collective or strike action from dissatisfied workers.
- The integration of **eco-design into product packaging** is also an opportunity to Viña Concha y Toro. The percentage of lightweight bottles being used has increased significantly over the past five years and now stands at 98%. Not only does reducing mass lower production costs, but the high consumer visibility of eco-packaging also improves brand image and reputation by reinforcing an environmentally conscious profile.
- A major weakness for the Company is the environmental impact of **transportation**, especially on account of its global presence. Despite committing to reduce transport emissions by 15% by 2020, few details have been provided as to how this might be achieved, and a change in data collection methodology in 2015 means that discerning an overall trend is not possible. Export-specific emissions, however, have increased continuously over the last three years. Given the increasing prominence of carbon taxation and the Company's own risk exposure to climate change, reducing the environmental impact of transportation is a key issue.
- Another risk is the Company's approach to **responsible alcohol consumption** particularly in relation to minors. Although the Company has published a 'Commitment to Responsible Consumption', this is only mentioned briefly in its latest Sustainability Report, and it is not clear exactly what measures are going to be implemented. According to a study released by the Pan American Health Organization in 2015, the American continent has the highest level of alcohol consumption worldwide, while alcoholism and underage drinking are still prevalent in Chile. Therefore, the lack of an effective response to these societal issues by the Company risks damaging brand image.





* We consider legal security as an element of a company's tangible or intangible assets. We define legal risk as the potential impact - negative or positive - on these assets, considering the management of CSR issues possibly involving the company's legal responsibility. Under no circumstances should our opinion be construed as a due diligence or an assurance in the meaning of regulations such as, for instance, the Sarbanes-Oxley Act in the USA or the Loi de Sécurité Financière in France

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Company performance in all the Sustainability Drivers

		Overall score 42/100		Trend	Score
	Weight of the Sustainability driver				
Environment					
ENV1.1	3	Environmental strategy		↗	54
ENV1.4	3	Biodiversity		↗	60
ENV2.1	3	Water		→	45
ENV2.2	2	Energy		↗	53
ENV2.4	2	Atmospheric emissions			10
ENV2.7	3	Transportation			25
ENV3.1	2	Packaging		↗	63
Human resources					
HRS1.1	2	Social dialogue			37
HRS2.3	3	Reorganisations		→	12
HRS2.4	2	Career management		↗	52
HRS3.2	2	Health and safety		↘	46
Human rights					
HRT1.1	2	Fundamental human rights		↗	51
HRT2.1	3	Fundamental labour rights		↘	34
HRT2.4	1	Non-discrimination and diversity		↗	52
Community involvement					
CIN1.1	2	Social and economic development		↗	47
CIN2.1	3	Societal impacts of products		→	40
Business behaviour (c&s)					
C&S1.1	3	Product Safety		↗	37
C&S1.2	3	Labelling and marketing		→	48
C&S2.2	2	Supplier relations			39
C&S2.3	2	Environmental standards in the supply chain			55
C&S2.4	3	Labour standards in the supply chain		↗	69
C&S3.1	2	Corruption		↗	58
C&S3.2	2	Anti-Competitive Practices			43
C&S3.3	2	Responsible lobbying			12
Corporate governance					
CGV1.1	3	Board of directors		→	33
CGV2.1	2	Audit and internal controls		→	47
CGV3.1	2	Shareholders		↘	33
CGV4.1	2	Executive remuneration		↗	14

 **Weak** (0-29/100)  **Limited** (30-49/100)  **Robust** (50-59/100)  **Advanced** (60-100/100)

 **Involvement in allegations**  **Involvement in allegations with evidence of corrective measures**

N/R means that this Sustainability Driver is not analysed for this Company

Selected financial data

Key data	Revenue	EBIT	Employees
2016	CLP 658,448m	CLP 70,185m	3,486
2015	CLP 636,194m	CLP 71,022m	3,450
2014	CLP 583,313m	CLP 63,010m	3,435
2013	CLP 475,622m	CLP 36,213m	3,596
2012	CLP 448,250m	CLP 36,164m	3,491

Main shareholders	2016
Banco de Chile Cta de Terceros	13.38 %
Inversiones Totihue S.A	11.73 %
Rentas Santa Bárbara S.A.	11.42 %
Inversiones Quivolgo S.A.	4.38 %
Fundación Cultura Nacional	4.26 %

Geographical breakdown	Revenue 2016	Employees 2016
Europe	33.23 %	nd
North America	26.44 %	nd
South America	19.11 %	nd
Asia	10.86 %	nd
Africa and Other	10.36 %	nd

All Economic Segments	Turnover 2016
Wine	90.2 %
Other	9.8 %

Selected ESG Indicators

	2016	2015
Non-executive Board member(s) responsible for CSR issues	Yes	No
Executive remuneration linked to CSR performance	No	No
3-year energy consumption trend (normalized to turnover)	↘	↘
Percentage of independent Board members	14	14
Percentage of women on Board	0	0
Percentage of women in Executive team	20	N/A
Percentage of women in workforce	23	22
Transparency on lobbying budget	No	N/A
Percentage of employees covered by collective agreements on working conditions	N/A	N/A
3 year trend for safety at work	↗	↘
Involvement in armament	No	No
Management of social risks in supply chain	Advanced	N/A

Involvement in disputable activities: summary

This section is dedicated to disputable activities in which the company is involved.
9 disputable activities are analyzed (see list below) following 30 parameters
Additional analysis and full database access are available as an option

For more information please contact us at customer.service@vigeo.com

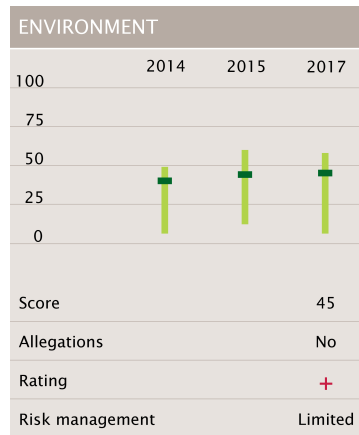
	Level of involvement	% of revenues
<input type="checkbox"/>	Alcohol	%
<input type="checkbox"/>	Animal maltreatment	%
<input type="checkbox"/>	Armament	%
<input type="checkbox"/>	Hazardous chemicals	%
<input type="checkbox"/>	Gambling	%
<input type="checkbox"/>	GMOs in food & feed	%
<input type="checkbox"/>	Nuclear energy	%
<input type="checkbox"/>	Sex industry	%
<input type="checkbox"/>	Tobacco	%

A company's level of involvement (Major, Minor, No) in a disputable activity is based on:

- An estimation of the revenues derived from disputable products or services
- The precise nature of the disputable products or services provided by the company

CSR performance per domain

■ Sector performance
■ Company performance
Rating: min -- / max ++

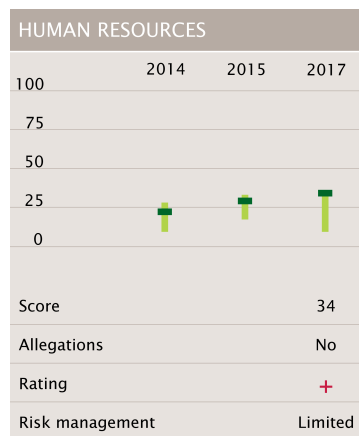


Key issues

Beverage companies' main environmental impacts are linked to their upstream impacts through agricultural operations (ENV 1.4) and water management (consumption and emissions) as well as the direct impacts through water use in production processes (ENV 2.1). Moreover, due to the important volumes of goods sold, companies in the sector also have a responsibility to manage the environmental impacts of transportation (ENV 2.7) and of packaging (ENV 3.1).

Company performance

- Viña Concha y Toro's performance in the Environment domain is limited in absolute terms, which is consistent with the previous review.
- Although the Company's performance has improved in all the drivers that had previously been reviewed, as the Company's energy use, CO2 emissions and water emissions have all decreased over the last five years, its management of atmospheric emissions and environmental impacts from transportation is weak. Indeed, it has not yet made any commitment to reduce its other atmospheric emissions (i.e. NOx, SOx, HCFCs etc.). In terms of protecting biodiversity, the Company has now catalogued 100% of its estates in Chile.

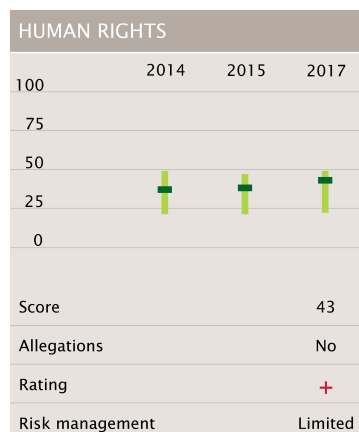


Key issues

In a context of restructurings, companies from the Beverage sector are expected to ensure employees' rights are respected and that employee representatives are consulted during reorganisations (HRS 2.3). In addition, given the fact that such power struggles are often to the advantage of companies in this sector, good labour relations are expected to provide employees with an equal footing in negotiations on a range of issues. Beverage companies should provide adequate training for the evolution of what can be a low skilled workforce. Finally, companies should undertake initiatives to improve the often hazardous (ergonomically and physically) and stressful conditions of workers. Workers can face health and safety risks in terms of physical hazards, exposure to noise, biological hazards, chemical hazards and exposure to heat and cold.

Company performance

Viña Concha y Toro's performance in the Human Resources domain is limited in absolute terms, which is an improvement compared with the previous review.
- Although the Company's performance on career management and employability promotion has improved significantly, its approach to health and safety has deteriorated, and its management of reorganizations remain weak. The Company's commitment to career management now covers all of its responsibilities, and the average number of training hours per employee has increased over the past five years while employee turnover has fell. On the other hand, indicators on safety at work have seen a negative trend. The company does not disclose information relating to the responsible management of reorganizations.



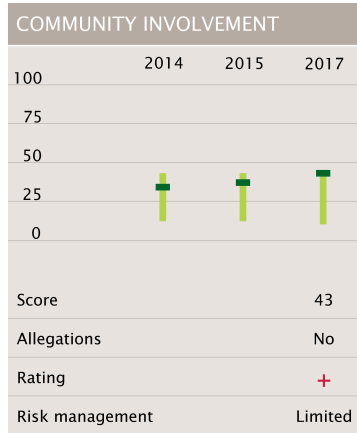
Key issues

Companies in this sector operate and source raw materials from a range of low and middle income economies (as well as weak governance zones) where fundamental human rights may be at risk. This may be particularly the case if security forces are used to secure locations or if the company is sourcing materials from indigenous peoples. Beverage companies also operate in locations where freedom of association and the right to collective bargaining may be restricted. This therefore, directly exposes them to potential violations of labour rights and requires them to manage such issues accordingly.

Company performance

- Viña Concha y Toro's performance in the Human Rights domain remains limited in absolute terms, although it has slightly improved compared with the previous review.
- Although the Company's approach to respecting human rights and preventing discrimination has improved significantly, its respect for freedom of association and collective bargaining has deteriorated—the Company makes only a general commitment in this respect and does not disclose details of any relevant monitoring

systems. While the workforce gender balance has improved continuously over the past three years, the share of women in management positions has decreased.



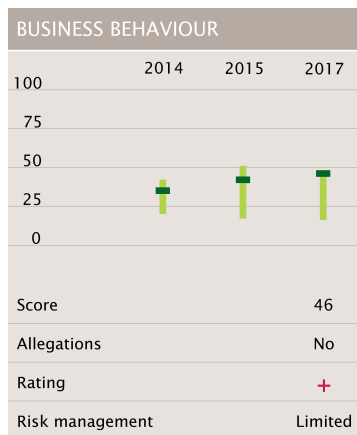
Key issues

Alcohol mis-consumption, obesity, cardio vascular problems and diabetes are qualified as "global epidemics" by the World Health Organisation. The beverage industry can help to tackle the major societal impacts linked to their products by raising awareness on these issues and acting to protect the most vulnerable populations from misconsumption. Oxfam estimates that 75% of the world's poor and undernourished people live in rural areas and are directly or indirectly dependent on agriculture for their livelihoods. Thus, through their own activities and their supply chain, beverage companies are also seen as key players in the empowerment of local economies, a process that is increasingly being recognised as fundamental to addressing these societal challenges.

Company performance

- Viña Concha y Toro's performance in the Community Involvement domain remains limited in absolute terms, although it has improved compared with the previous review.

- The Company works with the Chilean Institute of Agricultural Development to support small grape growers and also runs a Centre for Research and Innovation that is open to the local community. In addition, the Company has allocated some measures to prevent and mitigate the negative societal impact of wine by partnering with four organizations (APROCOR, Drinkware, SENDA and Wine in Moderation) in order to promote responsible drinking for instance. However, measures appear to have been implemented mainly in Chile and no indicator on the outcomes of its programmes has been disclosed.



Key issues

The systematic application of product safety standards and the establishment of a crisis management system throughout the supply chain continues to be a core issue for beverage companies. The transparency and integrity of the information provided to customers on issues such as the health risks related to the misconsumption of the product (or the presence of GMOs), is an ongoing challenge for the industry. Alongside this, companies also have a responsibility to ensure that stable relations and thus a stable supply of raw materials is systematically maintained. Finally, ensuring decent labour conditions are granted to employees in the supply chain is also a focus. This is particularly relevant given the habitually hard-working labour conditions found in the agricultural supply chain.

Company performance

- Viña Concha y Toro's performance in the Business Behaviour domain remains limited in absolute terms, although it has improved slightly compared to the previous review.

- Its performance has improved in all drivers, apart from providing product information to customers, as no formalised commitment to address this issue has been disclosed yet. In particular as regards the integration of environmental and labour standards in the supply chain, its supply chain policy addresses most of the issues relevant to the sector, and measures to select and raise awareness of suppliers are significant. The Company's approach to tackling corruption is robust, with highly efficient measures in place. On the other hand, information on a crisis management system in case of safety risks with its products is still missing.

CORPORATE GOVERNANCE			
	2014	2015	2017
100			
75			
50			
25			
0			
Score			32
Allegations			No
Rating			+
Risk management			Limited

Key issues

Corporate governance is critical to ensuring that a well functioning system of checks and balances protects the interests of all of the company's stakeholders. The effectiveness of the Board of Directors is a key issue to be addressed: this can be gleaned from information on Board composition (independence and competencies) and its way of functioning (regularity of Board meetings, evaluation of performance). Other important corporate governance factors include the effectiveness of the Audit and Internal control system, the protection of Shareholders Rights and the establishment of Executive Remuneration that align the executives' and the company's interests.

Company performance

- Viña Concha y Toro's performance in the Corporate Governance domain remains limited in absolute terms, which is consistent with the previous review.
- The number of independent Board members remains low, and there is no Nomination Committee. In addition, the ability to call an EGM is restricted and not all items of relevance are put to the shareholders' vote. Executive remuneration is published but only on a collective basis, and there is no disclosure on what rules guide the allocation of short-term and long-term incentives to senior executives. On the other hand, there is an Audit committee, although it only has a partial role, and no non-audit fees were paid to external auditors.

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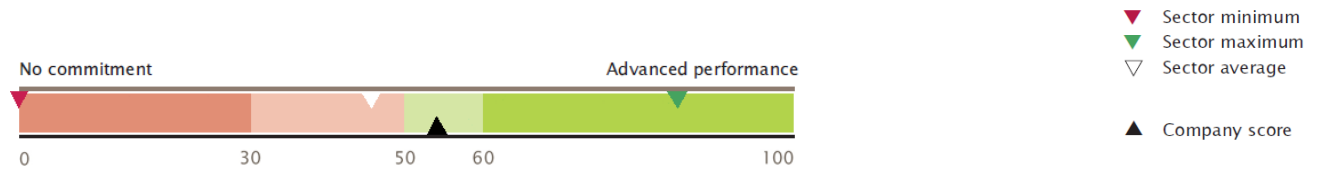
CGV1.1	Board of Directors	39
CGV2.1	Audit & Internal Controls	40
CGV3.1	Shareholders	41
CGV4.1	Executive Remuneration	42

Environment

Score : 45

ENV1.1 Environmental strategy

(score: 54, weight: 3)



Visibility of commitment to environmental issues

The company has issued a formalized commitment to environmental protection and sets specific targets in this regard.

Relevance of environmental strategy

The company commits to the majority of its responsibilities in terms of environmental protection:

- Protection of biodiversity,
- Minimizing environmental impacts from water consumption,
- Minimizing environmental impacts from energy use in production,
- Minimizing environmental impacts from CO2 emissions,
- Management of environmental impacts from transportation,
- Eco-design of packaging.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.

The company has a Sustainability Executive Committee that is responsible for delivering its Sustainability Strategy. The Committee comprises the CEO, two directors from the Board, the Attorney, the Sustainability Manager and Executive Leaders for each sustainability pillar—including one for environmental issues.

Means allocated to environmental management

The Company has allocated comprehensive resources to environmental management, including two sites within the ISO 14001 framework:

- Environmental manual specifying procedures and responsibilities: at Viña Cono Sur and Viña Almaviva as per ISO 4001 requirements,
- Internal audits that assess the effectiveness of the EMS: at Viña Cono Sur and Viña Almaviva as per ISO 4001 requirements,
- Environmental performance measured against targets: the company has set targets relating to water consumption, energy efficiency, biodiversity, waste and carbon emissions, and reports on them in its Sustainability Report as well as submitting data to the CDP,
- External verification of reporting on environmental performance: the company's Sustainability Report is assured by Deloitte.

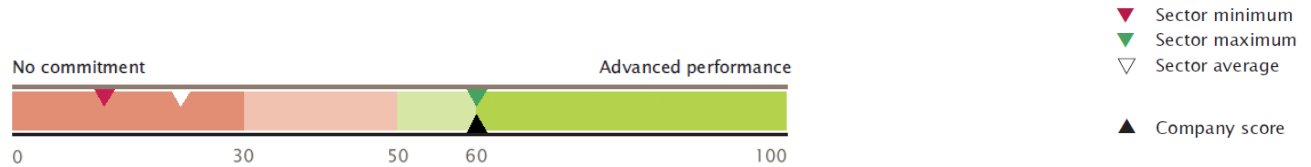
Coverage of certified environmental management systems

Less than 25% of the company's sites have a certified environmental management system. Only two of the company's six wineries (Viña Cono Sur and Viña Almaviva) are confirmed as having ISO 14001 certification. As of 2016, Viña Cono Sur constitutes 10.6% of operations by vineyard area (1,161/10,997 hectares) and 13.3% by cases sold (4.8/36.2 million). Information for Viña Almaviva is not available. Of note: 100% of sites in Chile use the Sustainability Code from Wines of Chile as the basis for their EMS, and this is certified by a third party. They also have an EMS certified under the Chilean Second Clean Production Agreement.

Leadership	58	Implementation	50	Results	N/A
Visibility	100	Means & resources	100	Performance	N/A
Relevance	65	Scope	N/A	Trends	N/A
Ownership	30	Coverage	0		

ENV1.4 Protection of biodiversity

(score: 60, weight: 3)



Relevance of commitment to biodiversity protection

The company's commitment towards biodiversity protection covers the main impacts of its activities:

- Promotion of sustainable agriculture,
- Preventing GMO contamination.

Managerial tools allocated to biodiversity protection

The company has implemented some measures to identify its impacts and integrate biodiversity in the management of its operations, such as:

- Environmental impact assessments: as part of the company's Native Forest Conservation Program, it partnered with the Chilean National Forestry Corporation to complete a biodiversity inventory of all its estates,
- Relevant biodiversity management guidelines: in 2016, the company prepared specialized Conservation Management Plans for its Rucahue and Villa Alegre estates,
- Monitoring of biodiversity indicators: the company publishes information on its website relating to current species diversity and area inventoried.

Coverage of means allocated to biodiversity protection

The company has implemented these measures in a majority of sites or operations.

As of 2016, all of the company's estates in Chile covered by its sustainability reporting boundary have been fully inventoried.

Prevention of GMO cross contamination

The company has a comprehensive approach to the prevention of cross contamination due to the use of GMOs in agriculture:

- 'the company has defined as a policy to prohibit the use of any oenological and/or agricultural supply that contains Genetically Modified Organisms ... [the company] requires suppliers to deliver a certificate that guarantees the absence of GMOs.'

Promotion of sustainable agriculture

The company has allocated some means to promote sustainable agriculture:

- Minimizing the use of external inputs (fertilizers, chemicals): the company has an integrated pest and disease management strategy to reduce pesticide use based on the biological cycles of harmful species and rotating the use of different pesticides,
- Protection of soil from erosion and prevention of soil poverty from single-crop farming: the company's 'General guidelines for planting new vineyards' include soil erosion, and one subsidiary (Fetzer Vineyards) uses a zero-tillage approach to further protect the soil,
- Measures to prevent deforestation: the company has registered the total area of forest that it owns with the Chilean National Forestry Corporation, meaning that this land cannot be exploited,

Of note: one of the company's subsidiaries, Fetzer Vineyards, is a leading organic producer; the company also states that it is promoting organic farming in its other wineries but does not provide further details.

Results with regard to biodiversity protection

Indicators on biodiversity are published but they are not representative enough. The company publishes data relating to biodiversity including species type, frequency and distribution among estates. However, the tables published in the 2016 and 2015 Sustainability Reports are identical, and it is unclear which year the information is from.

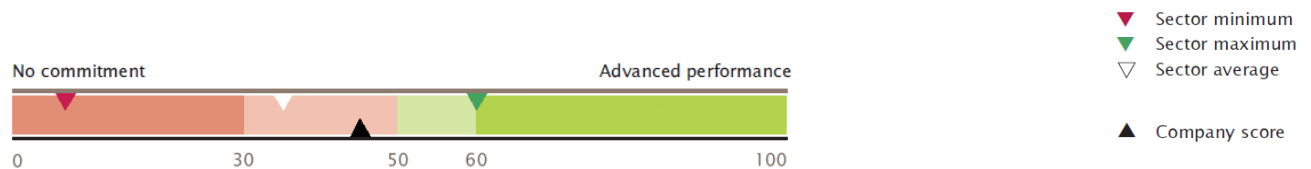
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	100	Implementation	45	Results	35
Visibility	N/A	Means & resources	48	Performance	65
Relevance	100	Scope	N/A	Trends	0
Ownership	N/A	Coverage	30		

ENV2.1 Protection of water resources

(score: 45, weight: 3)



Relevance of the company's commitment in terms of reducing its water consumption

The company has committed to reduce the amount of water required to produce one glass of wine by 10% by 2020 from a 2014 baseline, but it is not clear whether this goal covers the four subsidiaries outside the sustainability reporting boundary: Fetzer Vineyards, Trivento Bodegas y Viñedos, Viña Almaviva and Viña Cono Sur.

Relevance of the company's commitment in terms of reducing its water emissions

The company does not commit to reduce its water emissions.

Means allocated to mitigate water consumption

The company has set up monitoring systems for its water consumption, and has technological systems in place such as end-of-pipe processes to reduce its impacts OR works to optimize its processes.
The company uses a drip irrigation system at all of its vineyards, resulting in water use efficiency of around 90%. Additionally, the company's clean-in-place system has recently been optimized to allow the recovery of hot water from the production process and optimize performance.

Scope of measures allocated to mitigate water consumption

Measures allocated to mitigating water consumption cover a majority of types of water use:
- Agricultural practices,
- Industrial water.

Means allocated to mitigate water emissions

The company has set up monitoring systems for its water emissions, and has technological systems in place such as end-of-pipe processes to reduce its impacts.
The company has five plants for industrial wastewater treatment and monitors their physicochemical parameters to maintain compliance with current Chilean legislation (DS 90/DS 609). Untreated water is either collected in ponds and used for irrigation or treated by an external specialist. The company also uses membrane bioreactors in its treatment plants and has committed to upgrade the plants' efficiency in the future.

Scope of measures allocated to mitigate water emissions

Measures allocated to mitigating water emissions cover only one type of water use:
- Industrial water.

Direct water consumption

Normalized to sales (1000 m3/million Chilean Pesos), the company's water consumption has decreased, although not continuously, by a total of 39% over the last five years from 0.0583 in 2012 to 0.0355 in 2016.

Water discharge

Normalized to sales (Kt/million Chilean Pesos), the company's water discharge has decreased continuously over the past five years by a total of 44% from 0.0019 in 2012 to 0.0011 in 2016.

Wastewater Chemical Oxygen Demand (COD) and Biological Oxygen Demand (BOD)*

The company does not disclose quantitative data on wastewater chemical oxygen demand (COD).

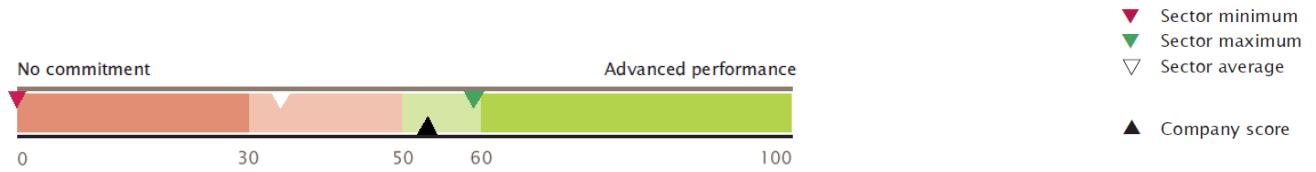
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	15	Implementation	60	Results	61
Visibility	N/A	Means & resources	65	Performance	61
Relevance	15	Scope	48	Trends	N/A
Ownership	N/A	Coverage	N/A		

ENV2.2 Minimising environmental impacts from energy use

(score: 53, weight: 2)



Relevance of the company's commitment in terms of reducing its energy consumption.

The company has committed to achieving 100% electricity supply from renewables by 2020 compares to a 2014 baseline, but this does not cover Fetzer Vineyards or Trivento Bodegas y Viñedos.

Relevance of the company's commitment in terms of reducing its related CO2 emissions.

The company has committed to reducing its scope one and two emissions by 30% by 2020 compared to a 2014 baseline, but it is not clear whether this goal covers the four subsidiaries outside the sustainability reporting boundary: Fetzer Vineyards, Trivento Bodegas y Viñedos, Viña Almaviva and Viña Cono Sur.

Means allocated.

The company works to optimize its production processes in order to reduce its energy consumption and related emissions:

- Assessment of carbon footprint which is verified annually by an external auditor,
- Replacement of lights with lower consumption LEDs, upgrading of old equipment with energy-efficient equipment, changing energy matrix from diesel to LPG and natural gas, and re-designing processes to reduce energy use,
- Operation of a company Carbon Fund to self-tax emissions and pay for carbon saving initiatives,
- Move towards meeting all electricity demands from renewable sources by 2020, a goal already achieved by one of the company's subsidiaries (Fetzer Wineries).

Coverage

The company has taken such measures at a majority of sites.

Energy consumption

Normalized to sales (kWh/million Chilean Pesos), the company's energy consumption has decreased, although not continuously, by a total of 22% over the past five years from 213.2 in 2012 to 165.8 in 2016.

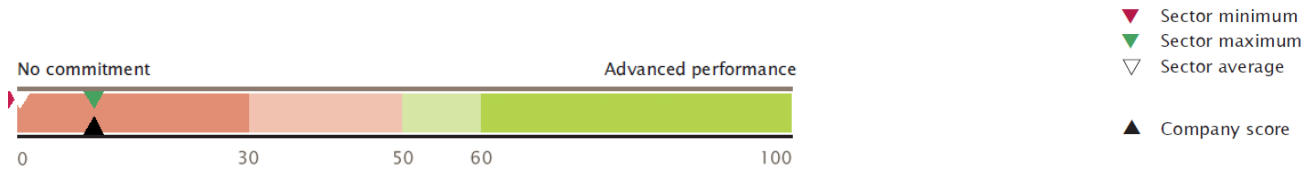
CO2 emissions linked to energy consumption

Normalized to sales (CO2e/million Chilean Pesos), the company's CO2 emissions have decreased, although not continuously, by a total of 27% over the past five years from 0.1078 in 2012 to 0.0789 in 2016.

Leadership	30	Implementation	65	Results	65
Visibility	N/A	Means & resources	65	Performance	65
Relevance	30	Scope	N/A	Trends	N/A
Ownership	N/A	Coverage	65		

ENV2.4 Management of atmospheric emissions

(score: 10, weight: 2)



Relevance of the company's commitment in terms of reducing its atmospheric emissions (VOC, CFC and HCFC).

The company does not commit to reduce its atmospheric emissions.

Means allocated

The company has set up monitoring systems for its atmospheric emissions. *In addition, the company states that it is 'improving the maintenance processes of its equipment' and using more efficient air conditioning equipment but does not provide further details.*

Coverage

Although monitoring covers 76% of operations calculated by area of vineyards planted, there is no evidence that the other measures have been implemented in a majority of sites.

Ozone depleting substances

Normalized to sales (CFC-11 ton equivalent/million Chilean Pesos), the company's ozone depleting substance emissions have decreased, although not continuously, by a total of 32% over the past five years.

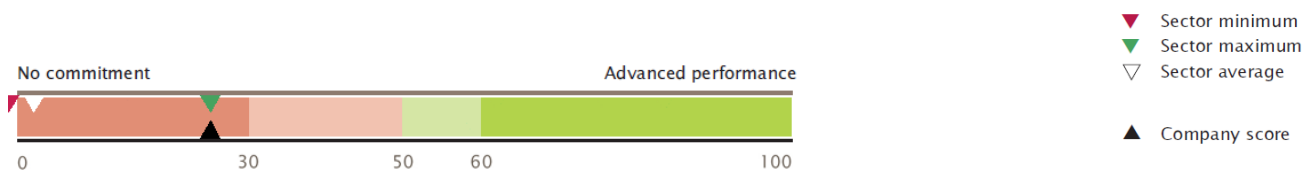
VOC emissions (Volatile Organic Compounds)

The company does not disclose quantitative data on VOC emissions.

Leadership	0	Implementation	30	Results	0
Visibility	N/A	Means & resources	30	Performance	0
Relevance	0	Scope	N/A	Trends	N/A
Ownership	N/A	Coverage	30		

ENV2.7 Management of environmental impacts from transportation

(score: 25, weight: 3)



Relevance of the company's commitment to minimising environmental impacts related to the transport of its products

The company has committed to reduce transport emissions by 15% per bottle of wine by 2020 compared to a 2014 baseline, but this does not cover Fetzer Vineyards or Trivento Bodegas y Viñedos.

Means allocated to minimising environmental impacts from transportation

The company has set up some relevant measures to reduce its environmental impacts related to the transport of its products:

- Rationalization of transport flows: the company's 'Delivery Windows for Suppliers' project regulates delivery schedules to maximize efficiency,
- Improvement of production transport mix: in 2016, the company started using rail transport as well as road transport to reduce emissions.

Coverage

The company has taken such measures in the majority of sites.

CO2 emissions related to transportation

Calculating a trend is not possible as data disclosed before 2015 only included domestic product, export product and grape transportation, whereas more recent data also include wine, production plant and distribution centre transportation. Of note: one of the company's subsidiaries, Viña Cono Sur, became the first winery in the world to be awarded CarbonNeutral delivery status.

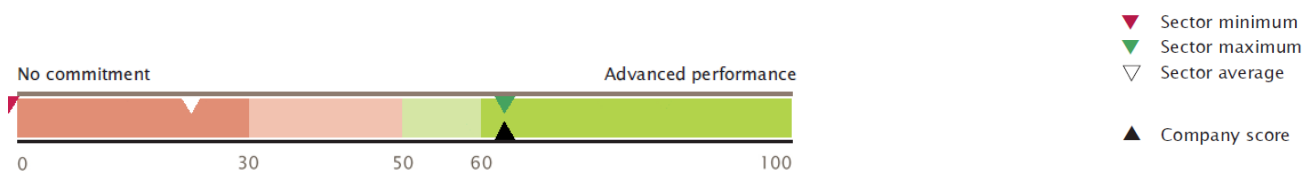
Trend in transport mix

Information obtained from company and public sources regarding the company's transport mix is insufficient to determine a trend.

Leadership	30	Implementation	44	Results	0
Visibility	N/A	Means & resources	30	Performance	0
Relevance	30	Scope	N/A	Trends	0
Ownership	N/A	Coverage	65		

ENV3.1 Management of environmental impacts from products' packaging

(score: 63, weight: 2)



Relevance of commitment to packaging eco-design

The company commits to address eco-design of packaging in general terms. The company aims to minimize the environmental impact of supplies at each stage of their life cycle, but no quantitative targets have been set.

Means allocated to packaging eco-design

The company integrates some elements of eco-design into its product's packaging:

- Reducing volume of primary and secondary packaging: the company uses lightweight eco glass in 98% of its bottles and in 2016 reduced the packaging that its labels arrive in by 3.3 tons,
- Increasing the amount of recycled material in primary packaging: 100% of cardboard packaging boxes and partitions are made from recycled material,
- Increasing the amount of biodegradable or renewable materials in primary and/or secondary packaging: 26% of corks are made of biodegradable natural cork,
- Raising awareness of customers on packaging recyclability and recovery: the company's Sunrise line uses ecolabels.

Coverage of measures linked to packaging eco-design

The company has taken eco-design measures for a significant part of its products' packaging.

Share of products whose packaging was eco-designed

The share of products with eco-designed packaging has increased significantly over the past five years from 68% in 2012 to 98% in 2016.

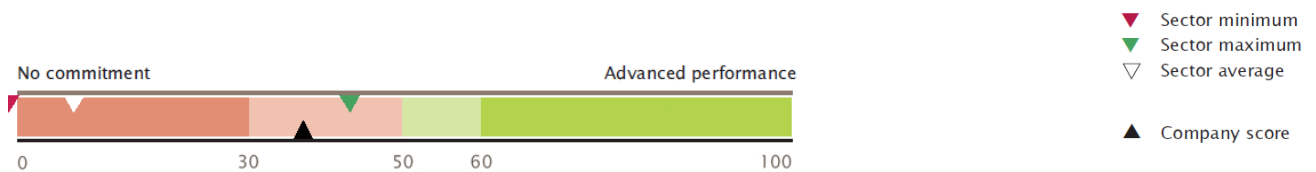
Leadership	30	Implementation	58	Results	100
Visibility	N/A	Means & resources	30	Performance	N/A
Relevance	30	Scope	N/A	Trends	100
Ownership	N/A	Coverage	100		

Human Resources

Score : 34

HRS1.1 Promotion of labour relations

(score: 37, weight: 2)



Visibility of commitment

The company has made references to labour relations in its Code of Business Conduct and Ethics.

Relevance of commitment

The company's commitment to promote labour relations is general.

Ownership of commitment The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.

Coverage of employee representative bodies Local employee representative bodies have been set up in the majority of company sites.
The company states that all sites within its sustainability reporting boundary have an employee representative body, which constitutes around 75% of total operations.

Subjects covered by collective bargaining *Information obtained from the company and public sources regarding the subjects covered in collective bargaining is insufficient.*

Employee representative bodies in countries with restrictive legislation In countries with restrictive legislation, the company consults employees through alternative employee representative bodies.
The majority of the company's operations are in Chile where there are currently nine separate unions. In 2016, the company states that it held collective bargaining agreements with two of them.

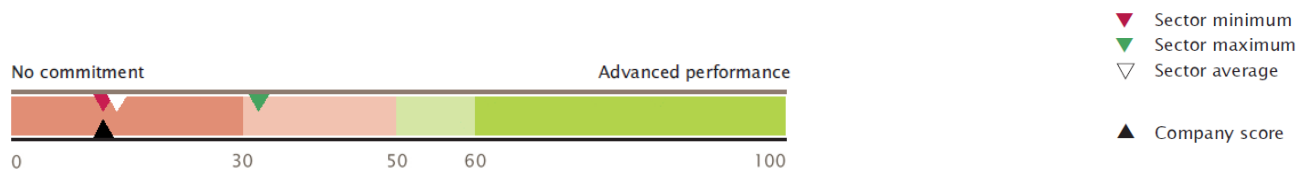
Coverage of collective agreements on working conditions Information obtained from the company and public sources, regarding the percentage of the company's employees covered by collective agreements on working conditions, is insufficient.

Stakeholders' feedback A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	30	Implementation	59	Results	22
Visibility	30	Means & resources	100	Performance	22
Relevance	30	Scope	0	Trends	N/A
Ownership	30	Coverage	65		

HRS2.3 Responsible management of reorganisations

(score: 12, weight: 3)



Relevance of commitment to manage reorganisations responsibly The company does not disclose any commitment to manage reorganisations responsibly.

Involvement with employee representatives The company does not disclose any commitment to inform and consult employee representatives on reorganisations.

Means allocated to prevent and manage reorganisations

Information obtained from the company and public sources regarding measures allocated to prevent and manage reorganisations is insufficient.

Coverage

Result of the company's commitment to manage reorganisations responsibly

The company does not provide any information on the impacts of reorganisations on employment.

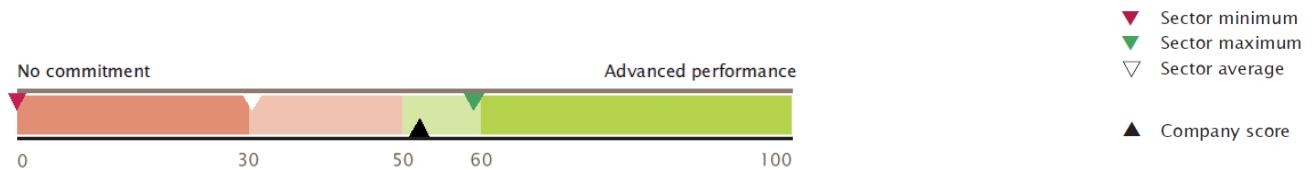
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	0	Implementation	0	Results	35
Visibility	N/A	Means & resources	0	Performance	35
Relevance	0	Scope	N/A	Trends	N/A
Ownership	0	Coverage	0		

HRS2.4 Career management and promotion of employability

(score: 52, weight: 2)



Visibility of commitment

The company has made references to promoting career management and training on its website, committing to providing all employees with 45 hours of training annually and ensuring all departments have a career development plan by 2020.

Relevance of commitment

The company's commitment to promoting career management and training addresses all of its responsibilities:

- Anticipate short and long-term employment needs and skill requirements,
- Adapt employees' skill sets to their career paths,
- Enable the progressive improvement in employees' qualification levels,
- Put in place a concerted career management framework, which is transparent and individualized.

Ownership of commitment

The Head of Human Resources is part of the company's Board or Executive Committee and line managers are evaluated on their performance in terms of human resources management.

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Career management systems *The company has set up an internal job opportunity marketplace and offers regular performance assessment interviews to employees. The company's internal mobility system covers two areas: publishing vacant job positions in the company's media outlets and encouraging managers to request or refer specific employees.*

Coverage of career management systems *These career management systems cover a minority of the company's employees. In 2016, 606 people received a performance evaluation, representing 17.4% of the total workforce.*

Types of training provided to non-managers *The training programmes are mostly aimed at adapting employees' skills to the requirements of their current position.*

Means allocated to training for all employees *The average number of training hours per employee has increased, although not continuously, by a total of 5% over the last five years from 16.7 hours in 2012 to 17.6 hours in 2016.*

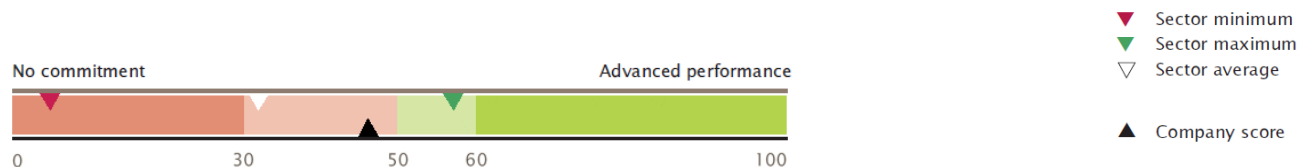
Mobility / turnover *The employee turnover rate has decreased over the last three years from 18% in 2014 to 13% in 2016.*

Training delivered during the year under review *A minority of the company's employees received training during the year under review. In 2016, 53% of employees received training. However, the subsidiaries Fetzer Vineyards, Trivento Bodegas y Viñedos, Viña Almaviva and Viña Cono Sur are not within the reporting boundary, meaning that data coverage in 2016 was only 76% calculated by area of vineyards planted.*

Leadership	86	Implementation	39	Results	30
Visibility	30	Means & resources	48	Performance	30
Relevance	100	Scope	30	Trends	N/A
Ownership	100	Coverage	30		

HRS3.2 Improvement of health and safety conditions

(score: 46, weight: 2)



Visibility of health & safety commitments *The company has made a formalized commitment to health and safety issues in its Code of Business Conduct and Ethics.*

Relevance of commitment	<i>The company's commitment addresses its main responsibilities:</i> <ul style="list-style-type: none"> - Ensure awareness about health and safety issues, - Prevent occupational disease, - Reduce stress/promote well-being, - Prevent employees from alcoholism.
Ownership of commitment	The commitment applies throughout the company, supported by senior management. <i>The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.</i>
Means allocated to health and safety	<i>The company has allocated means to address these issues, including a certified health and safety system:</i> <ul style="list-style-type: none"> - Training/awareness raising programmes: the company has an internal campaign called '8 Golden Rules' designed to increase employee awareness of key risks; in 2016, employees received an average of 30 hours of health and safety training, - Internal monitoring: there are joint health and safety committees responsible for conducting security walks and investigating occupational accidents at 45 of the company's facilities, - Risk assessments: the company has identified a number of job- and site-specific risks, - Internal H&S audits: the joint health and safety committees also perform safety inspections, - OHSAS 18001 certifications: the company's Trivento Bodegas y Viñedos and Viña Cono Sur wineries both have OHSAS 18001 certification.
Coverage of health and safety system	<i>There is no evidence that the company's health and safety systems cover the majority of its operations.</i>
Means allocated to reduce stress at work	<i>The company has allocated extensive means to addressing stress at work, including:</i> <ul style="list-style-type: none"> - Awareness raising for employees: a brochure is provided to employees highlighting the psychological risks of stress and how it can be avoided, - Stress support instruments: the company has an Employee Support Programme that 'offers a range of free counselling and psychological therapy sessions with professionals', as well operating a telephone counselling service for legal and financial matters, - Training on stress for employees: stress management e-learning courses are available for all employees, - Measures to improve ergonomics/ ergonomic design of workplaces: the company complies with Chilean Safety Association guidelines relating to workplace ergonomics.
Coverage of means allocated to reduce stress at work	<i>There is no evidence that the company's policies to reduce stress at work cover the majority of its employees.</i>
Accident frequency rate	<i>The company's lost time injury frequency rate (LTIFR) has increased by 1% over the last three years from 5.21 in 2014 to 5.24 in 2016.</i>
Accident severity rate	Information disclosed on the company's accident severity rate is insufficient.

Other health and safety indicators

The company's occupational disease rate has decreased, although not continuously, by a total of 35% over the last three years from 0.14 per 200,000 hours worked in 2014 to 0.09 per 200,000 hours worked in 2016.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

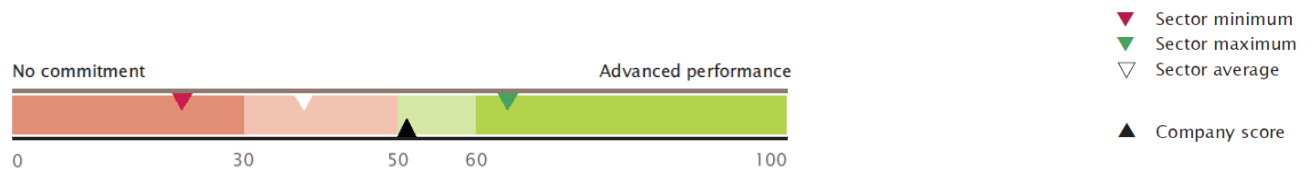
Leadership	53	Implementation	62	Results	24
Visibility	65	Means & resources	82	Performance	24
Relevance	65	Scope	N/A	Trends	N/A
Ownership	30	Coverage	30		

Human Rights

Score : 43

HRT1.1 Respect for human rights standards and prevention of violations

(score: 51, weight: 2)



Visibility of commitment

The company has issued a formalized commitment to respect and promote human rights in society in its Corporate Ethics Standard. The company is also a signatory of the Global Compact and communicates on this principle.

Relevance of commitment

*The company's commitment to respect and promote human rights in society addresses only part of its responsibilities:
- Prevent complicity in human rights violations.*

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for 'promoting and regulating' employee behaviour 'consistent with the company's principles and values'.

Means allocated

The company has set up a basic system to ensure the respect and promotion of human rights in society that includes:

- Risk mapping/impact assessments: during 2016, the company conducted a human rights impact assessment of its operations using the UN Guiding Principles on Business and Human Rights,
- Monitoring/grievance mechanisms: the company has an anonymous whistleblower that is open to employees, customers, suppliers, shareholders and other parties.
- External audits/verification: the Ethics Standard is audited annual by a third party in conjunction with its Sustainable Development Area'.

Of note: the company states that it is planning to implement training on the Ethics Standards at all sites but does not provide a timescale or further information.

Coverage

The company has set up such systems throughout the company.

Scope of measures

These measures cover one of the company's relevant human rights issues:

- Prevention of complicity in human rights violations.

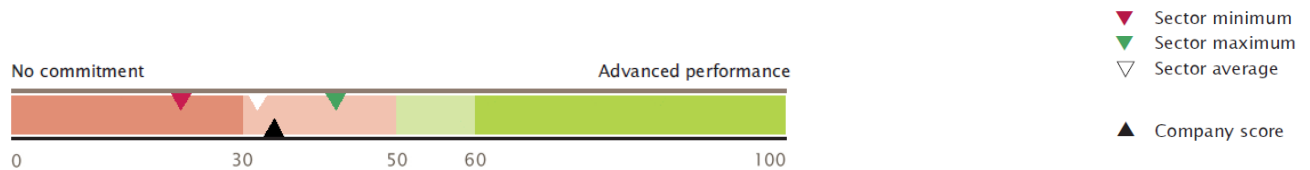
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	37	Implementation	51	Results	65
Visibility	65	Means & resources	30	Performance	65
Relevance	30	Scope	30	Trends	N/A
Ownership	30	Coverage	100		

HRT2.1 Respect for freedom of association and the right to collective bargaining

(score: 34, weight: 3)



Visibility of commitment

The company has issued a formalized commitment to freedom of association and the right to collective bargaining in its Code of Business Conduct and Ethics. The company is also a signatory of the Global Compact but does not communicate on this principle.

Relevance of commitment

The company's commitment generally addresses freedom of association and the right to collective bargaining:

- Protection of freedom of association and the right to organize,
- Respect and protection of the right to collective bargaining.

Ownership of commitment The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.

Monitoring *It is not clear what steps the company takes to ensure that freedom of association is respected throughout the company's operations.*

Coverage

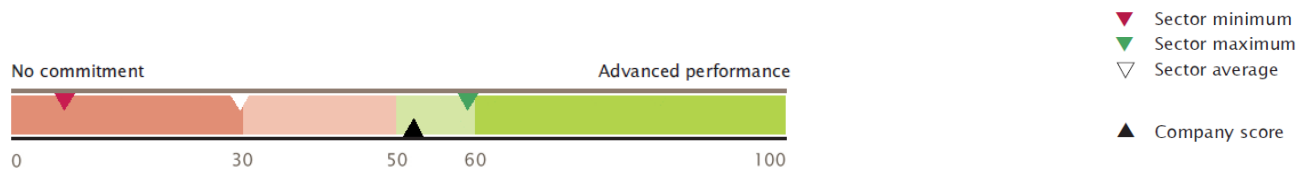
Promotion of collective bargaining *Information obtained from the company and public sources regarding measures in place to inform employees about their trade union rights is insufficient.*

Stakeholders' feedback A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

Leadership	37	Implementation	0	Results	65
Visibility	65	Means & resources	0	Performance	65
Relevance	30	Scope	N/A	Trends	N/A
Ownership	30	Coverage	0		

HRT2.4 Non-discrimination

(score: 52, weight: 1)



Visibility of commitment *The company has issued a formalized commitment to non-discrimination in its Code of Business Conduct and Ethics. The company is also a signatory of the Global Compact and communicates on this principle.*

Relevance of commitment *The company's commitment to non-discrimination explicitly defines most of the categories covered:*

- Gender,
- Race/ethnicity/nationality,
- Religion,
- Family responsibility (marriage status),
- Disabilities,
- Political opinion,
- Age.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.

Means allocated

The company has set up significant measures to prevent discrimination and promote diversity:

- *Awareness raising: all employees must sign a declaration stating that they have read the Code of Business Conduct and Ethics,*
- *Training: all employees are required to complete periodic training on the Code,*
- *Monitoring: age and gender metrics are monitored and reported, as are the number of annual complaints relating to the Code,*
- *Confidential reporting system: the company has an anonymous whistleblower channel,*
- *Disciplinary procedures/corrective measure: the company has an Anonymous Complaint Investigation Policy operated by the Ethics Committee, whose remit includes '[knowing and resolving] complaints as indicated in [the] Code, respecting the rights of the workers or employees, especially the right to be heard and defend themselves, and that resolutions dictated against them are duly founded.'*
- *Monitoring of salary disparities: percentage wage ratio between men and women is monitored and disclosed.*

Coverage

The company has set up programmes to promote diversity (eg: training, awareness-raising, etc.) throughout the company.
All awareness raising and training applies to every employee. In addition, senior management is required to complete annual training. The Ethics Committee's remit covers all operations.

Results in terms of gender distribution

The share of women in management positions has decreased continuously over the past three years from 19% in 2014 to 15% in 2016.

Results in terms of employment of disabled persons

The company does not disclose quantitative data on performance indicators such as the share of disabled persons in the total workforce.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.

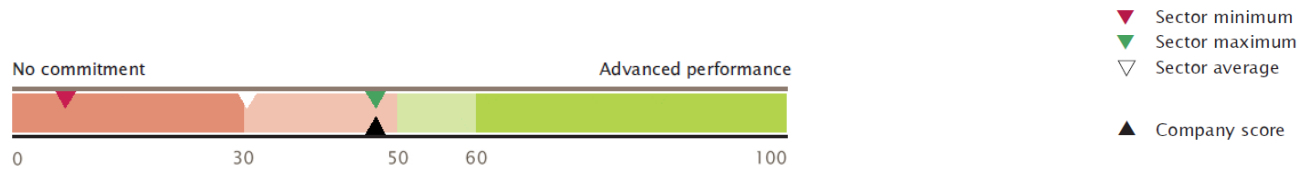
Leadership	51	Implementation	83	Results	22
Visibility	65	Means & resources	65	Performance	65
Relevance	65	Scope	N/A	Trends	0
Ownership	30	Coverage	100		

Community Involvement

Score : 43

CIN1.1 Promotion of the social and economic development

(score: 47, weight: 2)



Visibility of the policy

The company has issued a formalized and accessible commitment to promote local social and economic development in its Sustainability Report 2016.

Relevance of commitment

The company's commitment to promote local social and economic development addresses only part of its responsibilities:

- Optimize the impact of operations on the local economy,
- Promote the employment and training of local personnel.

Ownership of commitment

The commitment applies throughout the company, supported by senior management. In addition, other employees are directly involved.

Each estate, winemaking cellar or plant has a Delegate of Community Relations that is responsible for addressing community concerns and relaying them to the company.

Means allocated

The company has allocated some means to address social and economic development, including:

- Participation in or fostering of governmental schemes: the Chilean Institute of Agricultural Development (part of the Ministry of Agriculture) has partnered with the company to deliver the Productive Alliances programme, 'promoting the economic, social and technological development of small grape growers',
- Education/skills transfers: the company runs a Center for Research and Innovation that is open to the community and intended to 'generate and transfer knowledge to and from the wine industry',
- Initiatives not to over-exploit water resources: the company acknowledges the effect its water use could have on local communities and uses drip irrigation and a CIP water recycling system to reduce consumption; one of the company's subsidiaries, Vina Palo Alto, also installed water towers in a number of rural towns with limited access to water in 2015,
- Support other social development initiatives: the company participated in an urban redevelopment project in Corinto near its Lourdes vineyard that was inaugurated in 2016, building a new town square, street lights, signage and benches.

Geographical coverage

The company only reports on initiatives within Chile.

Performance trend of programmes implemented to support social and economic development

The company states that in 2016 there were a total of 1,157 visitors to its Center for Research and Innovation, 245 attendees at its 'Cometas' programme workshops and 29 grape growers on its Productive Alliances programme, but does not provide historic data.

Transparency of tax reporting

The company reports only on gross taxes paid. There is no breakdown on a regional or country basis. The company discloses the revenue, profit and country of incorporation of all its main subsidiaries but does not disclose how much tax each subsidiary paid.

Presence in IMF 'offshore financial centers' and/ or in jurisdictions considered by the OECD as not compliant enough with tax transparency rules

The Company does not operate in any location considered by the IMF to be an 'offshore financial centre' or in jurisdictions considered by the OECD to be not compliant enough on tax transparency rules.

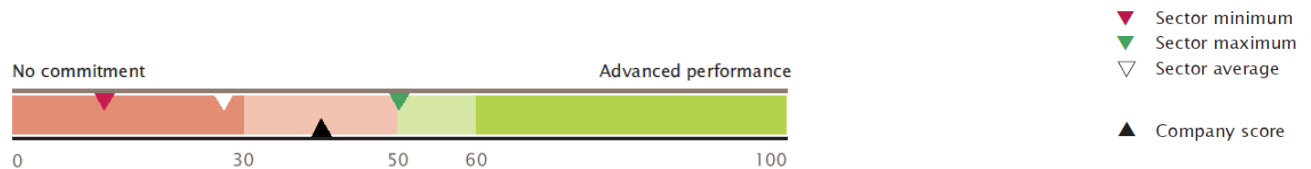
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	51	Implementation	48	Results	42
Visibility	65	Means & resources	30	Performance	57
Relevance	30	Scope	N/A	Trends	0
Ownership	65	Coverage	65		

CIN2.1 Societal impacts of the company's products

(score: 40, weight: 3)



Visibility of the company's policy on preventing and mitigating the negative societal impacts of its products

The company has issued a formalized and accessible commitment to prevent and mitigate the negative societal impacts of its products in its Commitment to Responsible Consumption.

Exhaustiveness of the company's policy on preventing and mitigating the negative societal impacts of its products

The company's commitment only addresses some of the societal problems linked to product consumption:
- Preventing excessive drinking.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has a Sustainability Executive Committee that is responsible for delivering the Sustainability Strategy, including marketing and corporate communications.

Measures implemented to prevent and mitigate the negative societal effects linked to its products.

The company has allocated some measures to prevent and mitigate and negative societal impact of its products:

- Prevention campaigns: the company has set up a dedicated website to promote responsible drinking and also has an age restriction on its main website,
- Collaboration with health professionals/scientific sector: WHO guidelines and a report by Chile's National Service for Prevention and Rehabilitation of Drug and Alcohol Consumption (SENDA) were used to inform the company's responsible drinking policies; the company is also a founding member of Drinkaware, a UK alcohol education charity that produces research on the health effects of drinking and has an independent medical advisory panel,
- Prevention programmes involving stakeholders: the company has partnered with the Chilean Association of Spirits Companies Pro Responsible Consumption (APROCOR) and Wine in Moderation, both of which run programmes to promote responsible drinking,
- Programmes to mitigate negative health and social impacts of misconsumption: in 2017, the company began rolling out a new programme aimed at its internal audience to prevent alcohol consumption that 'represents a risk to an individual's health or the rest of society'.

Geographical Coverage

These measures are allocated in a minority of countries where the company is present or has commercial interests.
The primary focus of the company's efforts are the UK and Chile, which make up a minority of its revenue.

Performance trend of programmes dedicated to address the negative societal impacts of products

The company does not disclose indicators on the societal impact of its products.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

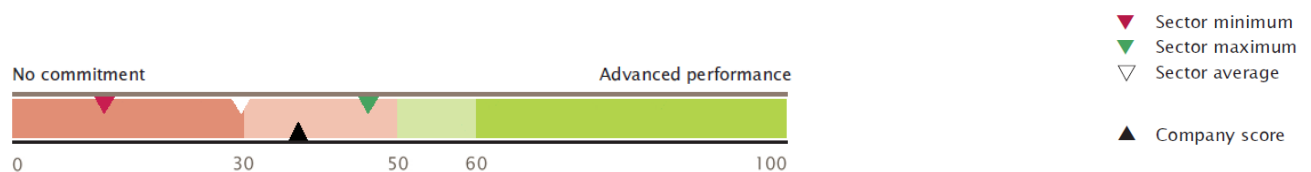
Leadership	37	Implementation	48	Results	35
Visibility	65	Means & resources	65	Performance	65
Relevance	30	Scope	N/A	Trends	0
Ownership	30	Coverage	30		

Business Behaviour (C&S)

Score : 46

C&S1.1 Product Safety (process and use)

(score: 37, weight: 3)



Visibility of commitment *The company has issued a formalized commitment to product safety in its Corporate Policy.*

Relevance of commitment *The company's commitment addresses product safety in line with the HACCP method.*

Relevance of the company's policy on transparency regarding the use of nanotechnologies in packaging or in products *It is unclear whether the company is involved in nanotechnologies.*

Ownership of commitments *The commitment applies throughout the company, supported by senior management.*

Product safety management systems *The company has allocated significant resources to ensure product safety that include:*

- *Application of HACCP method: the company states that it uses a documentary system based on HACCP,*
- *Internal audits of production processes,*
- *External audits of production processes: in 2016, four of the company's facilities (Lo Espejo, Lontué, Pirque and Vespucio) were re-certified by the BRC and IFS.*
- *Full traceability of production chain: as per BRC and IFS requirements,*
- *Sector-specific certification scheme: the company has been certified by the BRC (British Retail Consortium), FDA (United States Food and Drug Administration) and IFS (International Food Standard).*

Coverage *The company has set up such systems throughout the company. The company's Quality Management System covers 100% of its own sites. Of note: the company's Supplier Development Plan is designed to gradually help suppliers attain BRC and IFS PACsecure Standard certification.*

Crisis management system *Information obtained from company and public sources regarding crisis management system is insufficient.*

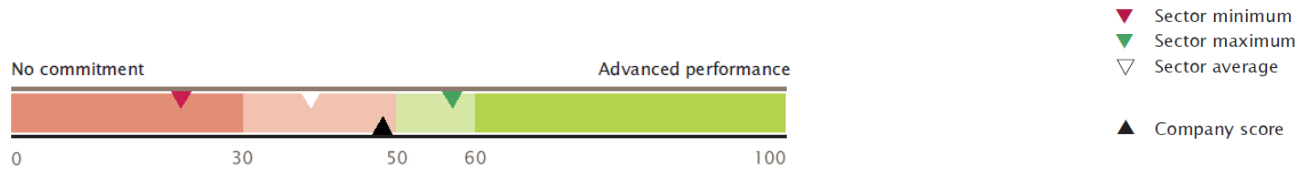
Transparency and trends of indicators relative to product safety *The company does not disclose any indicator relative to the outcomes of its product safety policy.*

Stakeholders' feedback *A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral.*

Leadership	34	Implementation	42	Results	35
Visibility	65	Means & resources	32	Performance	65
Relevance	25	Scope	N/A	Trends	0
Ownership	30	Coverage	65		

C&S1.2 Information to customers on products

(score: 48, weight: 3)



Visibility of commitment

The company has made references to informing customers about its products on its website and in its Sustainability Report 2016.

Relevance of commitment

The company's commitment addresses its main responsibilities:
 - Promote responsibility in advertising, marketing and communication,
 - Ensure transparent labelling of products ingredients: the company only commits generally to 'complying with the requirements established by the legislation of each market'.

Ownership of commitment

The commitment applies throughout the company, supported by senior management. In addition, other employees are directly involved.
The company has a Sustainability Executive Committee that is responsible for the implementation and oversight of its Sustainability Strategy, and there are Executive Leaders specifically in charge of product marketing and corporate communications.

Systems to provide information to customers on product content

The company has set up passive information systems to ensure customers are aware of product content:
 - Detailed information on products on website: the company's website has a section dedicated to the description of its wines,
 - Awareness raising initiatives about product content and labelling: the company has partnered with Drinkaware, the Chilean Association of Spirits Companies Pro Responsible Consumption and Wine in Moderation, all of which promote responsible drinking and labelling.

Responsible marketing and commercial practices

The company has a basic system to ensure responsible marketing and commercial practices, which includes:
 - Training of sales/marketing staff: the company states that all marketing and sales areas receive responsible marketing training.

Coverage of responsible marketing and commercial practices

The company has set up such systems throughout the company.

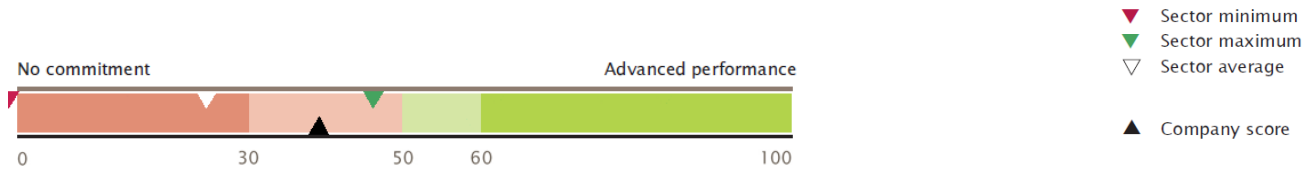
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	37	Implementation	41	Results	65
Visibility	30	Means & resources	30	Performance	65
Relevance	30	Scope	N/A	Trends	N/A
Ownership	65	Coverage	65		

C&S2.2 Sustainable Relationships with suppliers

(score: 39, weight: 2)



Visibility of commitment

The company has issued a formalized commitment to establish sustainable relationships with its suppliers in its Code of Business Conduct and Ethics, and its Sustainability Report.

Relevance of commitment

The company commits to minimal obligations towards its suppliers:
 - Uphold its contractual obligations,
 - Promote supplier training.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.

Measures established to manage supplier relations

The company has allocated some resources to manage sustainable relations with its suppliers that include:
 - *Training: the company ran a workshop for packaging suppliers in 2016 and has a Supplier Development Plan to help suppliers gain IFS and BRC certification; the company also the 'Cometas' programme in 2016 for premium grape growers to improve long term stability and sustainability and has a Center for Research and Innovation to facilitate training,*
 - *Technical assistance: the company provides technical advice to its premium grape growers, its technical department also monitors independent producers to help them maintain consistency.*

Coverage

These means cover the company's main suppliers.

Transparency and trends of indicators relative to the outcomes of the company's commitment to ensure balanced and sustainable relations with suppliers

The company does not disclose any indicator relative to the outcomes of its commitment to ensure balanced and sustainable relations with suppliers.

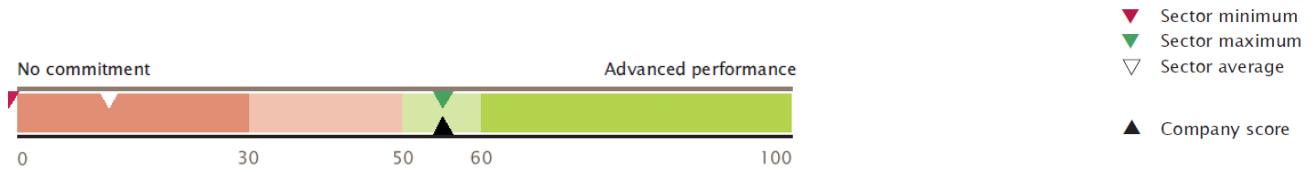
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	37	Implementation	46	Results	35
Visibility	65	Means & resources	30	Performance	65
Relevance	30	Scope	N/A	Trends	0
Ownership	30	Coverage	65		

C&S2.3 Integration of environmental factors in the supply chain

(score: 55, weight: 2)



Visibility of commitment

The company has issued a formalised commitment to including environmental factors in supply chain management, and set specific targets.

As part of the company's 'Suppliers, Sustainability and Carbon Footprint Program' launched in 2011, it's main packaging suppliers are evaluated annually with the goal of reducing emissions by 15% by 2020 compared to a 2014 baseline.

Relevance of commitment

The company commits to promote the integration of environmental factors in its supply chain.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.

The company has a Sustainability Executive Committee that is responsible for the implementation and oversight of its Sustainability Strategy, and there is an Executive Leader specifically in charge of supply chain issues.

Means allocated to include environmental factors in supply chain management

The company has set up awareness-raising, selection and collaboration measures to address labour standards in its supply chain:

- *Communication of environmental expectations/requirements to suppliers: suppliers are required to sign a declaration stating that they have read the Supplier Code of Conduct,*
- *Integration of environmental issues into contractual clauses: 'contracts with suppliers include a clause that establishes that they know and act according to the company's Code of Ethics and Conduct',*
- *Supplier support: the company's 'Suppliers, Sustainability and Carbon Footprint Program' evaluates suppliers' carbon footprint to help meet the target of reducing emissions by 15% by 2020,*
- *Workshops: in 2016, 'the company carried out a workshop for packaging suppliers addressing technologies to reduce CO2 emissions and presenting Viña Concha y Toro's internal project "Carbon Fund",*
- *Non-compliance procedures for suppliers: individual corrective action plans indicating necessary procures and policies are provided following instances of non-compliance.*

Coverage

The measures implemented cover parts of the company's purchases/suppliers.

Audits of suppliers

The company includes environmental aspects in its standard quality audits of suppliers.

Generally, suppliers are audited according to the company's various combined internal guidelines which include environmental requirements. Of note: ten suppliers had their carbon data verified independently in 2016 as part of the company's 'Suppliers, Sustainability and Carbon Footprint Program'.

Share of corrective measures vs problems uncovered

The overall compliance rate for bottling plant contractor audits conducted in 2016 was 90%. As a result of this: 'the company made recommendations and defined corrective action plans for each contractor, indicating basic procedures or policies to be developed.' However, the results of the packaging supplier and grape grower audits are not published.

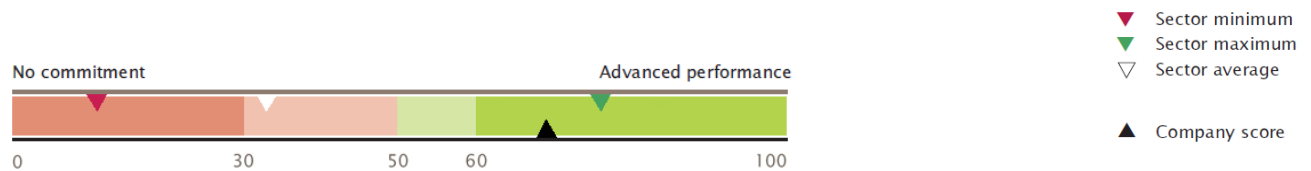
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	65	Implementation	53	Results	48
Visibility	100	Means & resources	48	Performance	48
Relevance	65	Scope	N/A	Trends	N/A
Ownership	30	Coverage	65		

C&S2.4 Integration of labour standards in the supply chain

(score: 69, weight: 3)



Visibility of commitment

The company has issued a formalized commitment to include labour standards in its supply chain management in its Supplier Code of Conduct and has committed to achieving 100% compliance with its Corporate Ethical Standard among its key suppliers by 2020 compared to a 2016 baseline.

Relevance of commitment

The company's labour requirements for suppliers address all the relevant issues in the sector:

- Freedom of association and right to collective bargaining,
- Abolition of child labour,
- Abolition of forced labour,
- Non-discrimination,
- Health and safety,
- Decent wages,
- Working hours,
- Other rights: suppliers must not 'use psychological punishment, confinement, threats of violence or any other form of harassment or abuse as a method of discipline and control'.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has a Sustainability Executive Committee that is responsible for the implementation and oversight of its Sustainability Strategy, and there is an Executive Leader specifically in charge of the supply chain.

Means allocated to include labour factors in supply chain management

The company has set up awareness-raising and selection measures to address the labour standards in the supply chain:

- Communication of labour requirements to suppliers: suppliers are required to sign a declaration stating that they have read the Supplier Code of Conduct,
- Integration of labour issues into contractual clauses: supplier contracts include a clause establishing that they know and act according to the company's Code of Ethics and Conduct,
- Purchasing procedures/risk assessments: in 2016, the company conducted an operational human rights assessment, including of its supply chain, using the UN Guiding Principles on Business and Human Rights,
- Non-compliance procedures for suppliers: individual corrective action plans indicating necessary procedures and policies are provided following instances of non-compliance.

Coverage

The measures implemented cover parts of the company's purchases/suppliers.

Audits of suppliers

Dedicated labour audits are carried out by independent, external auditors. In 2016, 100% of bottling plant contractors, 92% of packaging suppliers and 28% of grape growers were audited.

Share of corrective measures / problems uncovered

The overall compliance rate for bottling plant contractor audits conducted in 2016 was 90%. As a result of this: 'the company made recommendations and defined corrective action plans for each contractor, indicating basic procedures or policies to be developed.' However, the results of the packaging supplier and grape grower audits are not published.

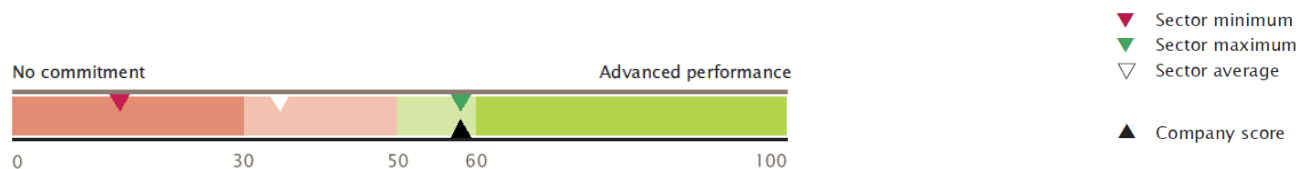
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	83	Implementation	77	Results	48
Visibility	100	Means & resources	82	Performance	48
Relevance	100	Scope	N/A	Trends	N/A
Ownership	30	Coverage	65		

C&S3.1 Prevention of corruption

(score: 58, weight: 2)



Visibility of commitment

The company has issued a formalized commitment to preventing corruption in its Code of Business Conduct and Ethics. The company is also a signatory of the Global Compact and communicates on this principle.

Relevance of commitment

The company's commitment to preventing corruption addresses its main responsibilities:

- Bribery of public officials,
- Gifts and invitations,
- Fraud,
- Conflicts of interest,
- Restriction of facilitation payments.

Of note: as the company conducts business in the USA, it adheres to the Foreign Corrupt Practices Act in all operations globally.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.

The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics. There is also a Compliance Committee that has specific responsibility for anti-corruption issues.

Involvement of employees

All employees receive periodic training on the Code of Business Conduct and Ethics, and senior managers are required to complete training annually. In addition, the company introduced a new e-learning course in 2017 on preventing money laundering, financing terrorism, and bribery.

Means allocated

The company has set up internal controls to prevent corruption, including a confidential reporting system, that include:

- A dedicated confidential hotline: the company has an anonymous online whistleblower channel,
- The possibility to contact internal audit, legal or compliance departments directly & confidentially: 'it is also possible to express concerns directly to the Ethics Committee by means of an e-mail address specially enabled for it',
- Internal Audits: as part of the company's Crime Prevention Model to ensure compliance with Chilean law 20393 (which covers bribery), a Crime Prevention Officer is appointed by the Board and is responsible for the 'detection, response and monitoring of risky situations',
- Risk assessment of company vulnerability: the company recently completed a due diligence project to assess its broader compliance with Chilean Law No. 20393 (Corporate Criminal Liability Act),
- Due diligence in evaluating contracts/suppliers: sales, supply and human resources management offices use World-Check software to assess the risk of potential suppliers, customers and employees.

Coverage

The measures implemented cover all significant parts of the company as well as sales agents and business partners.

The company's whistleblower channel is open to 'employees, suppliers, business partners, customers and third parties'.

Reporting

The company discloses general data on whistleblower channel complaints but the breakdown of incidents is labelled ambiguously.

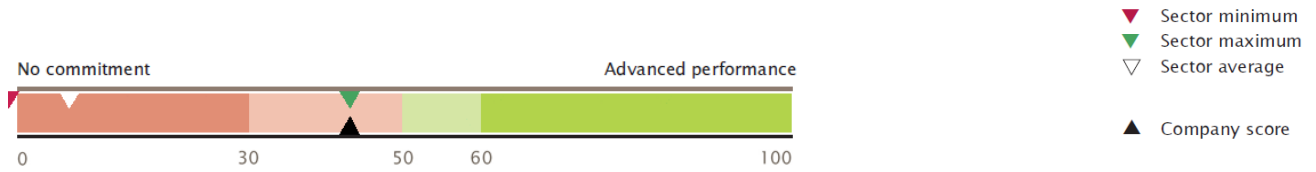
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	58	Implementation	63	Results	53
Visibility	65	Means & resources	48	Performance	53
Relevance	65	Scope	N/A	Trends	N/A
Ownership	30	Coverage	100		

C&S3.2 Prevention of anti-competitive practices

(score: 43, weight: 2)



Visibility of commitment

The company has issued a formalized commitment to prevent anti-competitive practices in its Code of Business Conduct and Ethics.

Relevance of commitment

The company's commitment to preventing anti-competitive practices addresses part of its responsibilities:
 - Market-sharing,
 - Abuse of dominant position,
 - Price-fixing.

Ownership of commitment

The commitment applies throughout the company, supported by senior management.
The company has an Ethics Committee that is responsible for the implementation and oversight of its Code of Business Conduct and Ethics.

Involvement of employees

The company has instituted formal training programmes for relevant employees on the prevention of anti-competitive practices.
All employees receive periodic training on the Code of Business Conduct and Ethics, and senior managers are required to complete training annually. In addition, the company has a 'Free Competition Law Compliance Program' with a regular schedule of training aimed at employees in high risk positions.

Means allocated

The company has set up reporting systems to prevent corruption that include:
 - A dedicated confidential hotline: the company has an anonymous online whistleblower channel,
 - The possibility to contact internal audit, legal or compliance departments directly & confidentially: 'it is also possible to express concerns directly to the Ethics Committee by means of an e-mail address specially enabled for it',
 - Internal Audits: the company's 'Free Competition Law Compliance Program' includes an annual monitoring and auditing plan,

Coverage

The measures implemented cover all significant parts of the company.

Reporting

The company discloses general data on whistleblower channel complaints but the breakdown of incidents is labelled ambiguously.

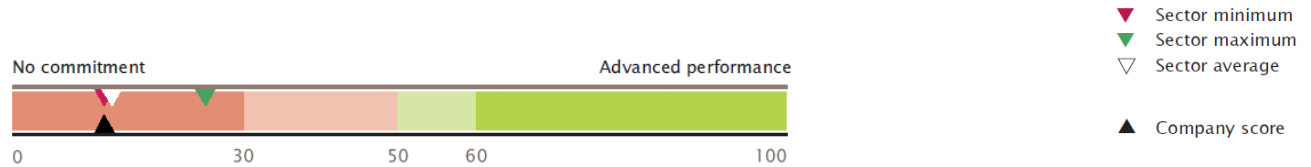
Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Leadership	44	Implementation	42	Results	43
Visibility	65	Means & resources	48	Performance	43
Relevance	30	Scope	N/A	Trends	N/A
Ownership	30	Coverage	30		

C&S3.3 Transparency and integrity of influence strategies and practices

(score: 12, weight: 2)



Visibility towards stakeholders

The visibility of the company's commitment to ensuring transparency and integrity of lobbying practices is insufficient.

Comprehensiveness of the commitment

The company does not disclose any commitment to ensuring transparency and integrity of lobbying practices.

Ownership of commitment

Involvement of employees

Information regarding the involvement of employees in ensuring transparency and integrity of lobbying practices is insufficient.

Measures allocated

Information regarding measure allocated to ensure transparency and integrity of lobbying practices is insufficient.

Coverage

Reporting

The company does not disclose the budget directly and indirectly dedicated to lobbying practices.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

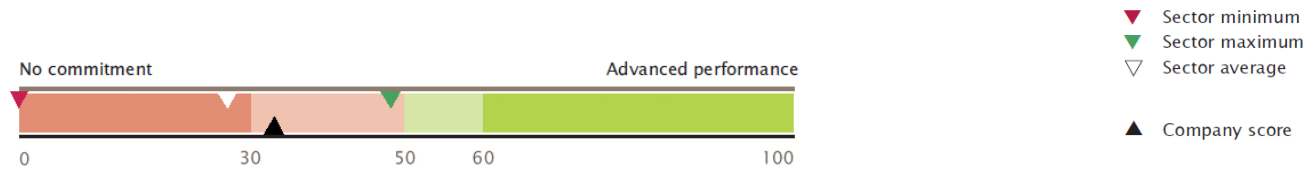
Leadership	0	Implementation	0	Results	35
Visibility	0	Means & resources	0	Performance	35
Relevance	0	Scope	N/A	Trends	N/A
Ownership	0	Coverage	0		

Corporate Governance

Score : 32

CGV1.1 Board of Directors

(score: 33, weight: 3)



[LISTED COMPANIES] Existence and independence of Nomination Committee

No specific committee is in charge of director nomination, which might raise concerns.

Independence of the Board Chairman

The roles of Chairman and CEO are separated, but the chairman is not considered independent.

Responsibility allocated over CSR issues

There is a CSR committee that is part of the Board. In addition the Head of CSR department makes regular reports to the committee.
The company has an Executive Sustainability Committee which comprises six Executive leaders, the CEO, the company Attorney and two Directors including the Chairman of the Board.

Share of independent shareholder-elected Board members

The Board is between 0% and 20% independent which might raise concerns. One member of the seven member Board is considered independent.

Diversity of the skills and backgrounds of the Board

The Board of Directors diversity appears to be partial:
- Board members with demonstrated professional experience in the company's sector of activities: Rafael Guillisasti has extensive experience in the Chilean wine making industry, and Francisco Marín is an agricultural engineer who has worked for the company since 1982.

Training and expertise provided to board members

Information obtained from the company and public sources regarding training provided to Board members is insufficient.

Regular election of Board members

Board members are eligible for re-election following three-year terms.

Evaluation of Board's functioning and performance

Performance is evaluated regularly, but with no disclosure on the results. The Board undergoes a voluntary self assessment once a year.

Review of CSR issues at Board meeting

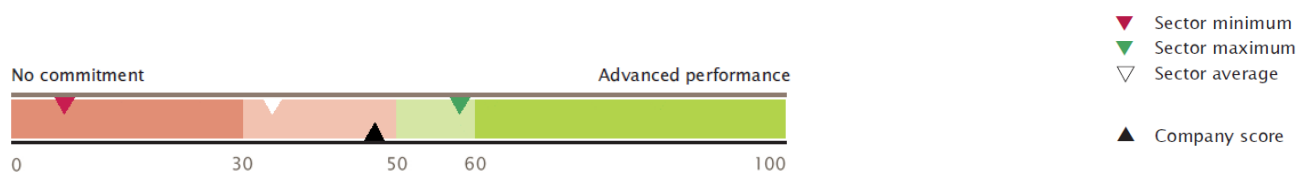
Regularity of and attendance at Board meetings

Regular meetings are held, and attendance rates are above 90%
15 Board meetings were held during the last fiscal year with a 97% attendance rate.

Name of Board member	Role	Executive	Non executive	Employee representative	Nomination	Audit	Remuneration	Former executive	> 9 years on Board	Stock options	Paid > 1/2 executive salary	Represent > 3% company's shares	Other	Independency
Rafael Marin Jordan			X			X	X	X					Considered as non-independent by the company	
Jorge Desormeaux			X			X	X							X
Mariano Fontecilla			X						X			X		
Pablo Guillisasti			X						X			X		
Rafael Guillisasti	Vice Chairman		X			X	X		X			X		
Alfonso Larrain	Chairman		X					X	X			X		
Andres Larrain			X					X						

CGV2.1 Audit & Internal Controls

(score: 47, weight: 2)



[LISTED COMPANIES] Existence and independence of Audit Committee

No executive is a member of the committee, but half or fewer are independent.
One member of the three member Directors' Committee is considered independent.

Skills and backgrounds of Audit Committee members

Members appear to have financial experience and relevant operational experience.

Operational and CSR risks covered by the company's internal controls system

The system covers the standard issues related to financial, operational, and legal risks.

Role of the Audit Committee in overseeing internal and external controls

The Audit Committee has a limited role that includes:
 - *Oversee internal audit and internal controls,*
 - *Review accounting policies and be responsible for updates,*
 - *Nominate the statutory auditor,*
 - *Oversee the work of the external auditor.*

Management of the CSR risks

Although the company has set up some measures, it has not gone beyond that to integrate CSR risks in its overall strategy.

- Balanced scorecard*
- Risk-related training*
- Monitoring of key risk indicators*
- Reporting system to the Board*
- Risk mapping/materiality assessment*
- A Board Risk Committee with no executive part of it*

Independence of the firm's external auditors

There were no non-audit fees paid to KPMG Auditores Consultores Ltda. in 2016.

Inclusion of CSR issues in the company's reporting

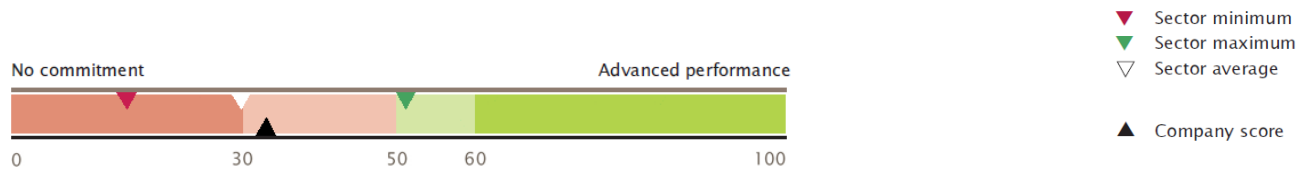
The company publishes significant CSR reporting on key material issues with an independent third party assessment of the reliability of key performance indicators and a limited level of the assurance.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

CGV3.1 Shareholders

(score: 33, weight: 2)



Nonexistence of voting rights restrictions

The company respects the "one share - one vote" principle.

Nonexistence of anti-takeover devices

There is no reference to anti-takeover devices in the company's reporting.

Safeguards on transactions with major shareholder(s)

No safeguards appear to be in place, which might raise concerns with regard to the fairness of any such transaction.

Ability to add items to the agenda of the AGM and to convene an EGM

Major restrictions have been identified to add items to the agenda of the AGM and to convene an EGM.
An EGM must be held if shareholders owning at least 10% of stock request one.

Access to voting at General Meetings

There are no major restrictions on shareholders' ability to vote, however there is no possibility of voting through online services.

Ability to vote on relevant issues in separate resolutions at AGM

Not all major items are put to a shareholder vote.
The following items are not put to a vote at the AGM:
- Executive remuneration,
- Changes in capital (increases, buy-backs),
- Changes in bylaws,
- Extraordinary transactions.

Presentation of CSR strategy to shareholders and investors

The company states that it has presented its CSR strategy to shareholders and investors but does not provide further information.

Board's attitude towards CSR-related shareholder resolutions

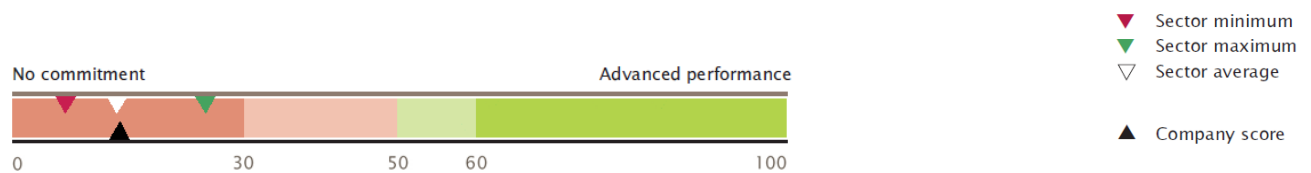
Information obtained from company and public sources regarding the Board's attitude toward legitimate CSR related shareholder resolutions is insufficient.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

CGV4.1 Executive Remuneration

(score: 14, weight: 2)



[LISTED COMPANIES] Existence and independence of Remuneration Committee

No executive is a member of the committee, but half or fewer are independent.
One member of the three member Directors' Committee, that acts as the Remuneration Committee, is considered independent.

Disclosure of senior executives' individual remuneration

Executive remuneration is disclosed, but on a collective rather than on an individual basis. Total remuneration for the company's 196 senior managers and managers in 2016 was CLP 22,563 million.

Link between Short Term Incentive Plans and the performance of the company

Bonuses are said to be linked to predetermined economic and/or operational performance indicators, but these are not disclosed.

Link between the main Long Term Incentive Plan and the performance of the company

Information on the rules and performance conditions guiding the allocation of long-term incentives to senior executives is insufficient.

Link between variable remuneration and CSR performance of the company

There is no disclosure on the links between variable remuneration of executive and the CSR performance of the company.

Severance pay for senior executives

Information obtained from the company and public sources regarding severance pay for senior executives is insufficient.

Evolution of CEO-to-employee compensation ratio

Information obtained from company and public sources regarding the compensation of CEO and the average employee salary is insufficient.

Stakeholders' feedback

A review of stakeholder sources did not reveal any allegations against the company during the period under review: stakeholders' feedback is neutral

Allegations and controversies

Domain Sustainability driver

Page

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Detailed Scores And Ratings

Current and previous ratings

Period	Environment	Human Resources	Human Rights	Community Involvement	Business Behaviour (C&S)	Corporate Governance
2017/10	+	+	+	+	+	+
2015/09	=	=	+	+	+	=
2014/08	+	=	+	=	=	=

Scores per domain

Domain	Average score	Leadership	Implementation	Results
Environment	45	41	50	34
Human Resources	34	38	36	29
Human Rights	43	39	31	58
Community Involvement	43	43	48	38
Business Behaviour (C&S)	46	46	47	46
Corporate Governance	32	45	12	39

Scores per criteria

Sub-domain	Criterion	Score
Environment 1	1	54
	4	60
Environment 2	1	45
	2	53
	4	10
	7	25
Environment 3	1	63
Sub-domain	Criterion	Score
Human Resources 1	1	37
	3	12
	4	52
Human Resources 2	2	46
Sub-domain	Criterion	Score
Human Rights 1	1	51
	4	52
Human Rights 2	1	34

Sub-domain	Criterion	Score
Community Involvement 1	1	47
	1	40
Business Behaviour (C&S) 1	1	37
	2	48
	2	39
	3	55
Business Behaviour (C&S) 2	4	69
	1	58
	2	43
Business Behaviour (C&S) 3	3	12
	1	14
Sub-domain	Criterion	Score
Corporate Governance 1	1	33
Corporate Governance 2	1	47
Corporate Governance 3	1	33
Corporate Governance 4	1	14

General Overview

Position versus sector peers Europe	Environment	Human Resources	Human Rights	Community Involvement	Business Behaviour (C&S)	Corporate Governance	Overall score
TRAAEFES91A9 Anadolu Efes Biracilik ve Malt Sanayi A.S.	+	+	=	=	=	+	32
MX01AC100006 Arca Continental	+	+	+	+	+	=	35
PEP218025000 BACKUS Y JOHNSTON	+	=	=	+	+	-	34
MA0000010365 Brasseries du Maroc	-	=	=	--	-	--	16
HK0291001490 China Resources Beer	-	=	-	-	-	=	19
CLP3698K1338 Coca-Cola Embonor SA	=	=	-	=	-	=	23
MXP2861W1067 Coca-Cola Femsa	++	++	+	+	+	+	44
TRECOLA00011 Coca-Cola Icecek Uretim	+	+	++	+	++	+	45
BRABEVACNOR1 Companhia de Bebidas das Américas (Ambev)	=	+	=	=	=	=	29
CLP249051044 Compania Cervecerias Unidas	=	=	=	=	=	+	34
CLP3697S1034 Embotelladora Andina	+	+	+	=	+	+	40
MXP320321310 Fomento Economico Mexicano	=	+	+	+	=	-	34
KR7000080002 Hite Jinro	-	--	-	=	-	-	12
KR7005300009 Lotte Chilsung Beverage	-	--	-	--	-	--	10
CNE1000004K1 Tsingtao Brewery	-	-	-	=	-	+	23
INE854D01016 United Spirits	-	-	=	-	-	=	22
CLP9796J1008 Vina Concha y Toro	+	+	+	+	+	+	42

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