



SUSTAINABILITY REPORT — 2016 —

EMILIANA
ORGANIC ✦ VINEYARDS

SUSTAINABILITY REPORT

—
2016
—

EMILIANA
ORGANIC  VINEYARDS

A photograph of a vineyard at sunset. The sun is low in the sky, creating a warm, golden glow. The vines are covered in green leaves, and some purple flowers are visible in the foreground. The text is centered over the image.

—
LOOK DEEP INTO NATURE AND YOU WILL
UNDERSTAND EVERY THING BETTER
—

ALBERT EINSTEIN

DEAR READERS

Once again, I am pleased to present our Sustainability Report which gives an account of the path we have travelled, and also opens the door to new challenges on which we must continue to focus all our efforts and commitment.

As you know, in Emiliana we do not just believe in organic and biodynamic agriculture as means to create better wines, but also, as a philosophy that tells us how to act with respect. We are passionate about organic agriculture. It moves and inspires us. This is why we are an organic vineyard and are taking a different path from everyone else.

Therefore, we believe it is important to share with you our 2016 journey, from both a social responsibility and environmental perspective, and disclose the indicators associated with our management performance.

This past year, has once again been full of great achievements for Emiliana: celebrating our 30th anniversary and, in addition, being awarded the National Environmental Award in recognition of our trajectory and efforts in recent years in organic farming and sustainable practices.

In 2016, we took on new challenges to improve our organic and biodynamic agriculture. We started work on the measurement

and improvement in various aspects in order to understand the key factors that differentiate us in this type of farming, as well as to be prepared for climatic changes that are occurring. In order to do this, we are working with important international consultants to validate the way we operate. We also worked on company-wide energy management, in order to be able to reduce our consumption and at the same time, to reduce our greenhouse gas emissions.

In Emiliana we strongly believe that it is our responsibility to demonstrate that a sustainable, organic agriculture that respects nature's cycles, is possible. We have made special efforts to enhance biodiversity, improve our soils and the use of water, as central elements of organic production. We did this through the creation of biological corridors, research on the use of native flora and changes in our irrigation methods. We have started a process of regenerative agriculture, which gives life to the fields, soil and plants where we grow the grapes for our wines, thus obtaining quality products and at the same time improving the welfare of the people.

During the year 2016, we also focused on improving the quality of life of Emiliana's workers and their families. Along with Fair Trade, we continue to work on promoting organic farming and healthy lifestyles within the company and in the communities. The Home

Improvement Fair Trade Project continued to be implemented, benefiting all partners involved. In terms of health, we also supported the most critical cases by managing them with high level specialists and improving attention times.

In terms of financial performance, we ended the year with a 5% increase in total revenue, with a highlight being the increase of 7,62% in income from organic products. Gross profit increased 6,74% and operating profit showed an increase of 20%. Finally, income before tax showed an increase of 5,59%.

I hope to convey, through this report, our spirit to make this company a leader in organic and biodynamic wines, and at the same time, an organization committed to people and the environment. This is a job that involves continuous improvement every day, and that is accomplished with time, effort and dedication; always keeping in mind that a spirit of collaboration and teamwork is the most important.

As I said at the beginning, here we do not only believe in organic and biodynamic agriculture as ways to create better wines, but also, as a philosophy that tells us how to do things with respect. This is why I invite you to read this report and to continue to contribute to the sustainable development of Chile.

CRISTIÁN RODRÍGUEZ LARRAÍN

CEO, Emiliana

July 2017



COMPANY NAME:
VIÑEDOS EMILIANA SOCIEDAD ANÓNIMA

TAX PAYER N° 96.512.200-1

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REPORT PROFILE

For the eighth consecutive year, Viñedos Emiliana S.A. provides an account of its economic, environmental and social responsibility management, based on the principles and methodology of the Global Reporting Initiative (GRI). This report has been prepared in accordance with the GRI G4 methodology, under the option “Core”. This document discloses the economic-financial, social and environmental performance of the company for the period of 1 January to 31 December 2015, in comparison to previous years, where applicable. The contents of this report were approved by Emiliana’s Management Committee.

SUSTAINABILITY REPORTING CONTACTS

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1 VALUE CHAIN

1.1
—

SUPPLIERS

Grape producers
Goods and Services Suppliers

1.2
—

OPERATIONS

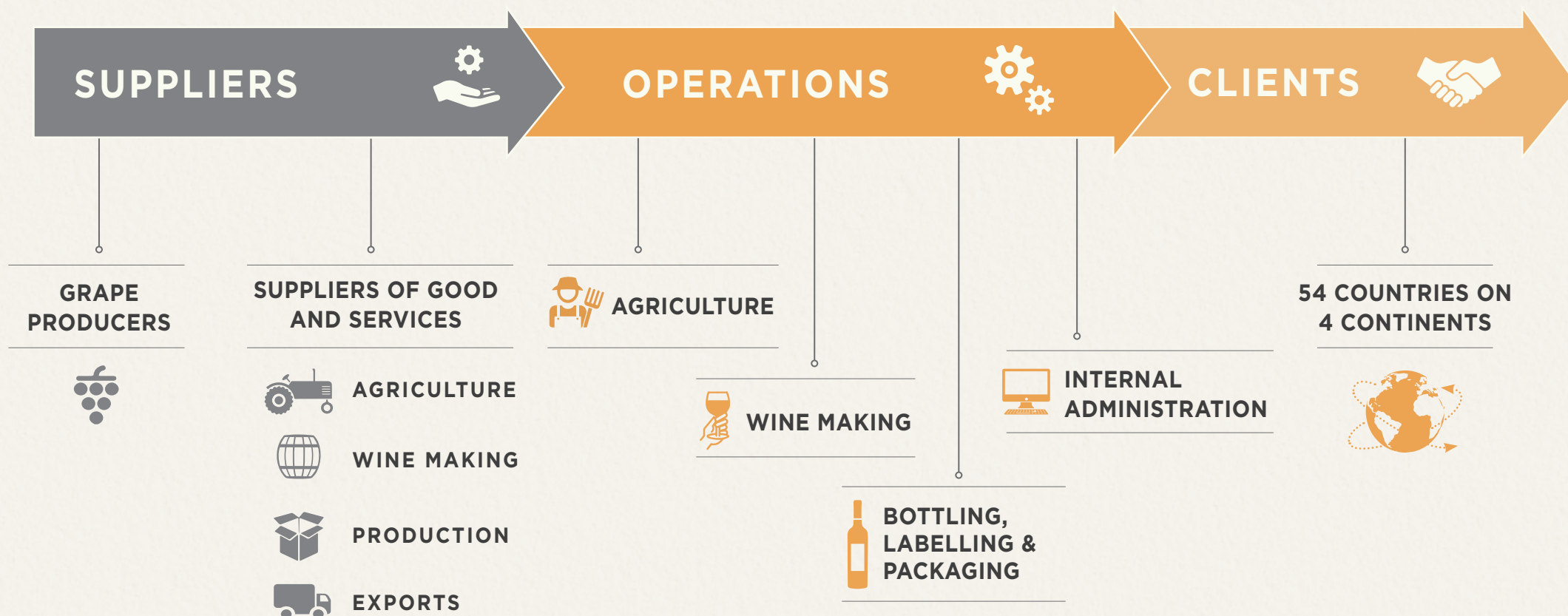
Internal logistics
Agriculture
Wine making
Bottling, Labelling and Packaging

1.3
—

CLIENTS



VALUE CHAIN



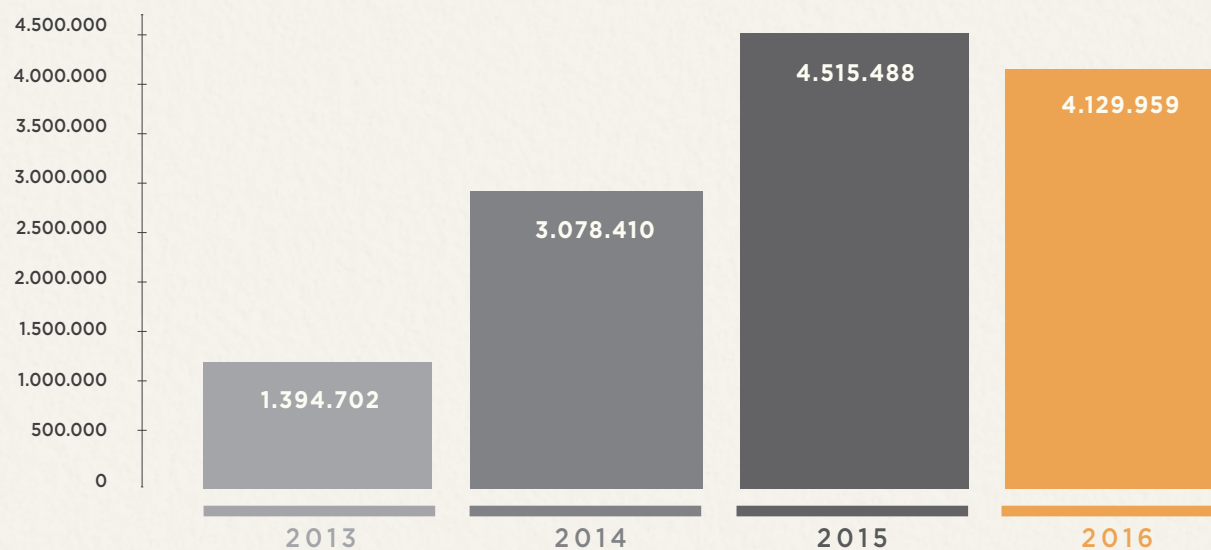


1.1 SUPPLIERS

GRAPE PRODUCERS

Year after year we work with organic grape producers, many of whom with which we have maintained long term relationships as strategic partners. We work closely with them, advising on technical aspects such as pest management, fertilizers and machinery. Environmental and social responsibility requirements and initiatives are also communicated in order to involve the supply chain in sustainability projects. It is important to highlight that Emiliana is an important actor in terms of demand for organic grapes as it is a promoter of organic production in Chile.

GRAPE PURCHASES FROM ORGANIC PRODUCERS (IN KG):





1.1 SUPPLIERS

SUPPLIERS OF GOODS AND SERVICES

Emiliana has a large number of suppliers in different areas of the business. We work with local suppliers (eg: services), national suppliers (eg: fuels) and also international suppliers (eg: casks). We have long term relationships with the majority of our suppliers. Emiliana's Code of Ethics establishes an evaluation for the selection of suppliers, ethical behaviour and payment in 30 days, amongst other elements which allow us to have a relationship that is both in line with the law and the company's ethical principles.

Emiliana's philosophy of caring for its workers and for nature is transmitted to and required by its suppliers. Agricultural services contracts explicitly include compliance with national laws, prohibition of discrimination, freedom of association and assurance of healthy working conditions.

Suppliers of inputs, which consists of companies that develop their products, are required to minimise their environmental impact, resulting in products which are recognised by organic regulations and the biodynamic standard.

THE FOLLOWING ARE EMILIANA'S PRINCIPLE SUPPLIERS, BY AREA:



AGRICULTURE

EQUIPMENT

Tractors
Harvesters
Weed cutters
Leaf strippers

INPUTS

Fertilizers
Agricultural products
Fuels

SERVICES

Irrigation
Water treatment
Labour force



WINE MAKING

EQUIPMENT

De-stemming
Vats
Tanks
Pumps

INPUTS

Laboratory items
Casks
Wine making products

SERVICES

Laboratory
(Water and Wine analysis)
Machinery maintenance
Producers of Grapes and
Wine Yeasts



PRODUCTION

INPUTS

Lables, Corks, Bottles, Cases,
Partitions, Capsules, Caps,
Tapes

SERVICES

Bottling and Packaging



EXTERNAL TRADE

CUSTOMS AGENCY

TRANSPORTERS



1.2 OPERATIONS



AGRICULTURE



The agricultural area is responsible for the sustainable management of Emiliana's farms, its workers and the natural resources. There is a special concern for strict compliance with social, economic and environmental protection policies. For this reason in 1998, Emiliana began producing organic, and subsequently biodynamic grapes.

WINE MAKING



The wine making area is responsible for converting grapes to wine. The wine-making process has to comply with organic and biodynamic certification standards, which demand greater effort and innovation by our enology team in order to obtain quality, natural and sustainable products. The products have to compete on quality with any other product on the market, no matter what production method was used. It is in this stage that the advantages of producing organic grapes is demonstrated, since the minimal application of inputs allows for the characteristics of the terroir to be noted.

BOTTLING, LABELLING & PACKAGING



These processes are subcontracted externally, and they are coordinated by the production area and supervised by the quality control area.

INTERNAL ADMINISTRATION

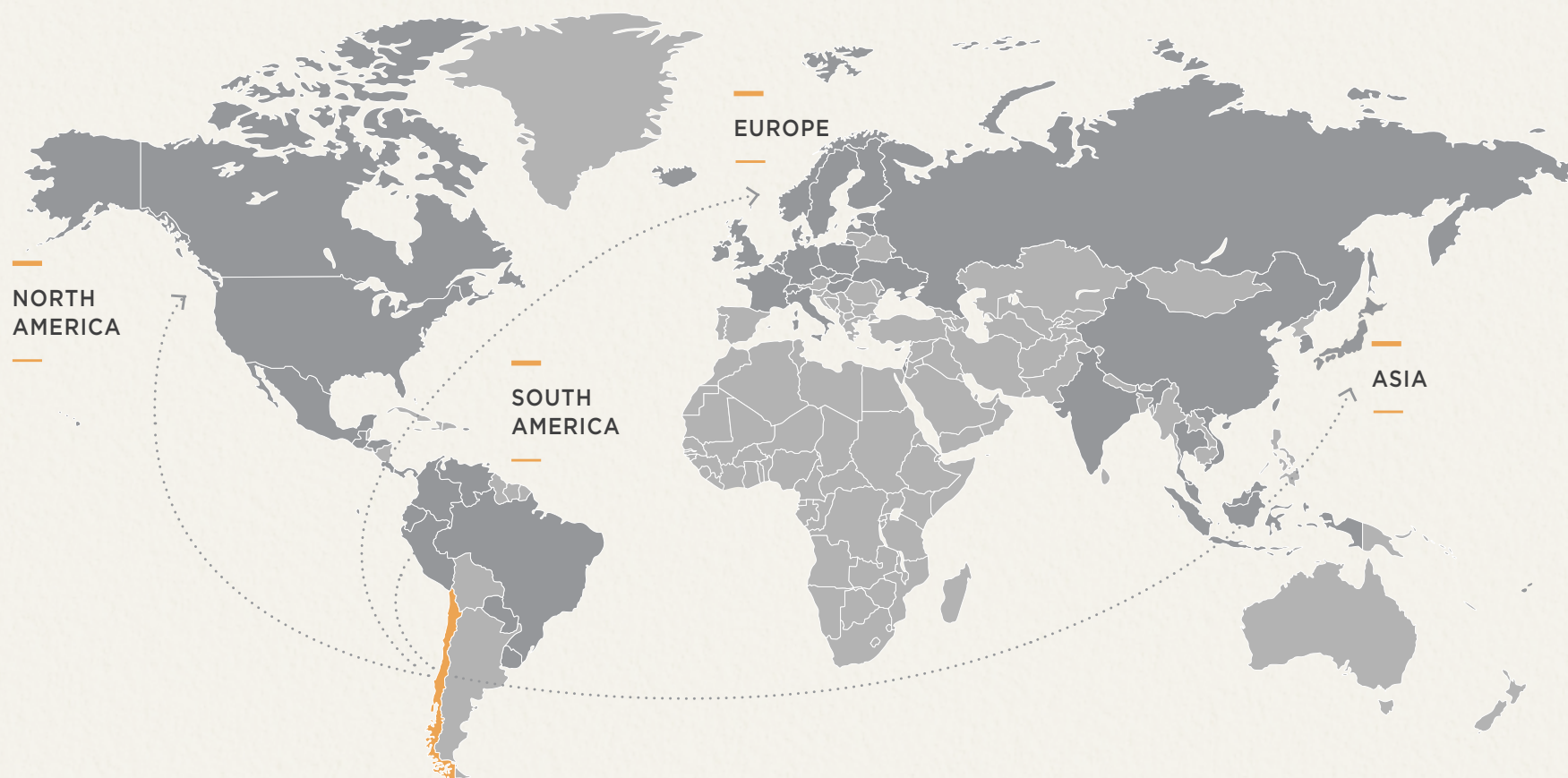


Includes all procedures and tasks related to the administrative and human resources management within the company. Due to the distance between some of the operations, good coordination is required between the estates and wineries, as well as with the central headoffice in order to provide a product that complies with quality, social responsibility, environmental protection and profitability standards demanded by the company.





1.3 CLIENTS



Our clients are the final stage in the company's value chain, and include international importers, distribution companies, hotels, restaurants and final consumers. Our clients are distributed in almost 50 countries across 4 continents.



2 — EMILIANA —

2.1 —

EMILIANA'S HISTORY

2.2 —

EMILIANA'S PROFILE

2.3 —

GOVERNANCE

Ethics and Transparency
Corporate Governance
Sustainability Governance

2.4 —

ECONOMIC SUSTAINABILITY

Products and Markets
Sales and Financial Results



MANIFESTO

In Emiliana we do not just believe in organic and biodynamic agriculture as means to create better wines, but also, as a philosophy that tells us how to act with respect. To be organic is to care for nature, protect the environment and value the people that make it possible for our wines to reach the glasses of those that prefer us. To be organic is to understand that by respecting the earth and its fruits, nature can express itself in an authentic and unique manner.

We are passionate about organic agriculture, it moves and inspires us. This is why we have become an organic vineyard and are taking a different path from everyone else. To realize our dreams, we continue making progress, innovating and working each and every day with efficiency, passion and rigour, with the conviction that the future will be organic.

EMILIANA'S HISTORY



2.1 EMILIANA'S HISTORY

Emiliana's history dates back to 1986 and since its beginnings it has been characterized as an innovative vineyard. Initially the company sought to differentiate itself based on its wine varieties, by seeking the best valleys in Chile with the aim of finding the best places to develop each variety. Continuing its innovative spirit, Emiliana began to introduce pioneer grape varieties into the country. At the end of the 90's the brothers Rafael and José Guilisasti proposed the creation of wines which could compete in quality with any wine in the world, but which respected natural cycles and protected the company's workers. Thus Emiliana started on its transition from conventional to organic agriculture after having planted its own vineyards across Chile in order to promote different red and white varieties. Currently, Emiliana has become one of the biggest organic and biodynamic vineyards in the world, and its strong commitment to its workers and the community is evident in its diverse certifications.

Its vineyards, planted across Chile's most important wine making valleys, reflects the harmony between the high quality of its wines, the expression of its origins and the respect for its workers and the environment.

To achieve its objective, Emiliana's team focused its efforts on sustainable production, free of products which are toxic to people and the environment, in order to return control to the earth and also to its workers. It was thus, that little by little the company began its conversion from conventional vineyards to a system of organic and biodynamic agricultural management, alongside the development of social responsibility programs.

A decade later, what began as a dream, became a complete and differentiated portfolio of the highest quality wines.

During this process it has been critical to be able to be transparent and guarantee our practices via different certifications which are recognized internationally:

- **IMO Chile** for the Organic Markets in the USA, Europe, Brazil, Japan, Korea and Chile, since 1998.
- **COFCC** for Organic Production China since 2014.
- **Demeter** for the Biodynamic market since 2006.
- **FLOCERT** Fair Trade certification for Fair Trade, since 2011.
- **IMO CHILE, FOR LIFE (FL)** certification of Social Responsibility since 2007 and for the **FAIR FOR LIFE (FFL)** of Fair Trade, since 2011.
- Wines of Chile **Sustainability Code** since 2012.
- **DNV ISO 14001:2004** Environmental Management since 2001.
- Carbon Neutral certified by **CarboNZero** (Enviro Mark Solutions) and previously TUV SUD for the measurement and neutralization of the Gê and Coyam carbon footprints since 2009.

2.2 EMILIANA'S PROFILE

VISION

To be the best organic and biodynamic vineyard in the world, preferred for the high quality of its wines and recognized for its real respect and care for nature and people.

MISSION

To work with efficiency, passion and excellency to develop high quality and unique wines, based on our experience in responsible and honest organic and biodynamic agriculture, which protects the environment and cares for workers.

VALUES

QUALITY

Search for excellence in all aspects of Emiliana.

PASSION

Commitment, strength and coherence in every action, idea, or project.

NATURAL

Respect for nature, authentic, pure and real.

The aim is the exploitation of the wine industry in all its forms and related activities which are required in all stages of the process, whether with our own musts or those bought from third parties, using our own or rented agricultural lands, the sale of services related to bottling and cellar activities and winery services in general, and investment in transferable values of any type. The company Sociedad Comercializadora La Uva is associated with Emiliana, which supports Emiliana with national commercialization.

As part of its commitment and support for the **National Wine Association**, Emiliana is part of **Wines of Chile**, the training organisation OTIC Chile Vinos and the **Casablanca Valley** organization which brings together businesses in the Casablanca Valley.



IN DECEMBER 2016 THE COMPANY HAD PRODUCTION IN 7 AGRICULTURAL ESTATES
LOCATED IN THE FOLLOWING VALLEYS:

CASABLANCA VALLEY

267,34 Hás.

32%

MAIPO VALLEY

85,64 Hás.

10%



Maipo has a wine
capacity of 4.347.306
liters

COLCHAGUA VALLEY

321,85 Hás.

39%

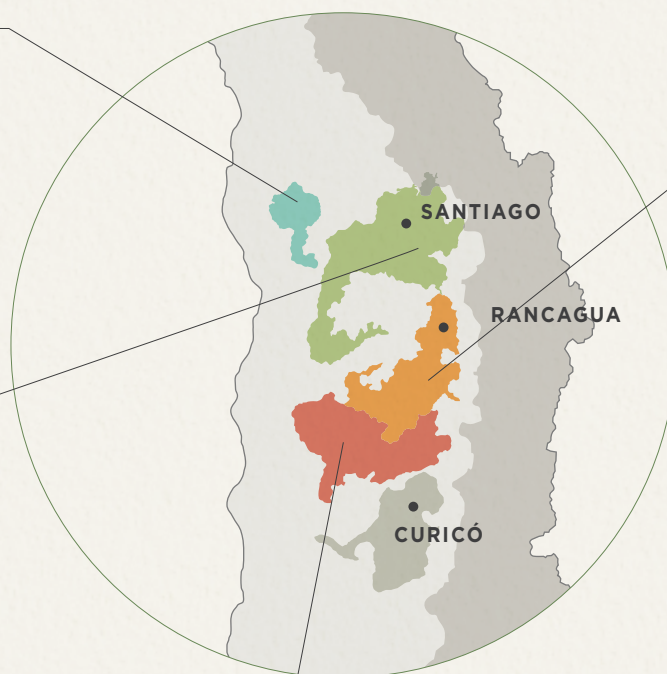


3 wine cellars are located in the
Colchagua Valley with a wine capacity
of 18.521.085 liters

CACHAPOAL VALLEY



156,17 Hás.

19%



A TOTAL OF
831
HECTARES

PLANTED SURFACE AREA IN EMILIANA'S ESTATES

ESTATE			Total Surface Area in Ha
	Area planted with wine grapes in Ha	Native vegetation (and others) in Ha	
CASABLANCA	128,24	16,44	144,68
CORDILLERA	139,10	750,18	889,28
LAS PALMERAS	174,51	14,48	188,99
LINDEROS	49,28	25,72	75,00
LOS MORROS	36,36	10,64	47,00
LOS ROBLES	147,34	655,01	802,35
TOTIHUE	156,17	14,81	170,98
TOTAL	831,00	1.487,28	2.318,28

WINERY CAPACITY IN LITRES BY TYPE OF WINE CELLAR

WINERY						TOTAL
	CEMENT	STAINLESS STEEL	WOOD	CASKS	VATS (EGGS)	
PALMERAS	7.706.920	5.893.600	27.000	827.325	15.730	14.470.475
MAIPO	1.899.666	2.447.640				4.347.306
PEDEHUE	2.275.500	860.000				3.135.500
LOS ROBLES		591.960	126.400	170.550	26.200	915.110
TOTAL	11.882.086	9.793.200	153.400	997.875	41.930	22.868.391



2.3 GOVERNANCE



ETHICS & TRANSPARENCY

In Emiliana, our Code of Ethics establishes the principles and requirements for ethical and transparent behaviour, and anticorruption. This is the basis of our commitment to develop a work of excellence, with the highest level of integrity and ethics, which has characterised us since our beginnings. We believe that work based on honesty, responsibility, loyalty, tolerance and commitment is essential to conserve the confidence and credibility between our clients, shareholders, workers and other stakeholders with which the company interacts. The Code establishes the ethical principles of the company and regulates internal relations and management, as well as relationships with external stakeholders. Emiliana's ethical principles are: Honesty, Loyalty, Responsibility, Legal Compliance, Protection of Confidential Information, Transparency and Protection of the environment.

Internally, issues related to the Code of Ethics are managed through a formal complaints reporting system. This system is available to all workers in each of our operations. Additionally these issues are addressed in different moments of participation between workers, middle management and the Management Committee.



CORPORATE GOVERNANCE



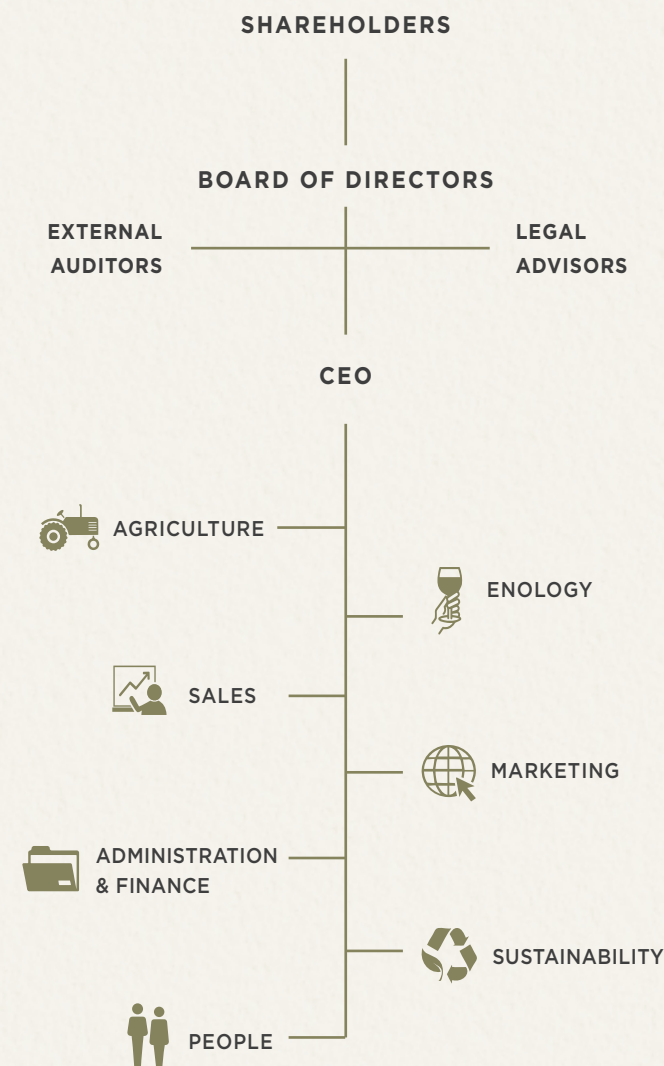
The Company's CEO, who is assigned by the Board of Directors, leads the seven different areas of the business, which are made up of professionals from multiple disciplines all of whom have the necessary qualifications and skills to undertake the work in the different areas of the company.

Viñedos Emiliana S.A. is managed by a Board of Directors consisting of seven members appointed by the Shareholders. The members of the Board of Directors may be shareholders or outsiders, and they remain in their positions for three years. At the end of this period, the Board must be completely renewed and its members may be re-elected indefinitely in consecutive periods.

The current Board of Directors was elected by an Extraordinary Shareholders Meeting on 3 November 2015, which was ratified at the Shareholders Meeting held on 26 April 2016.

The Extraordinary Shareholders Meeting on 3 November 2015 renewed the Board in its totality. During this session, the following Directors were chosen: Mr Rafael Guilisasti Gana; Mr José Antonio Marin Jordán; Ms María Isabel Guilisasti Gana; Ms Josefina Guilisasti Gana; Mr Felipe Larrain Vial; Mr Matias Concha Berthet and Mr Fernando Lefort Gorchs. During the Board Session No. 354 of 3 November 2015, Mr Rafael Guilisasti Gana was elected as President of the Board and Mr José Antonio Marin Jordan as Vice-President.

In order to strengthen corporate governance, in 2016 the internal audit department was created to support both the Board of Directors and the administration of the company in improving internal procedures and monitoring compliance.





SUSTAINABILITY GOVERNANCE

Sustainability has been at the centre of the company since its beginning, as part of its workforce and daily processes. We have gradually and continuously developed initiatives related to quality organic and biodynamic production, social responsibility and environmental responsibility. Given the strategic nature of the sustainability initiatives in order to achieve the company's objectives, there is a specific area responsible for sustainability.

Emiliana's Sustainability Area consists of 4 people who are responsible for developing corporate sustainability and community plans and projects. In addition, this team is responsible for supervising the organic and biodynamic certifications and for supporting and coordinating Research and Development initiatives.



SUSTAINABILITY BUDGET (K\$)

	2013	2014	2015	2016
	156.000	213.000	344.000	313.752

*There were no fines for environmental non-compliance during 2015.



2.4 ECONOMIC SUSTAINABILITY

PRODUCTS

The high quality obtained as a result of the inspiration for the origin of things, consistent with the natural rhythms and activities of the planet, as well as concern for energy efficiency and climate change, have resulted in Emiliana’s organic portfolio being one of the most complete in both Chile and the world. In this way, Emiliana seeks to satisfy the demand of the new global consumer who values the natural, the pure, the dignity of workers and the respect for the environment without sacrificing quality. This is reflected in the important awards we have received at both national and international levels.



SIGNOS DE ORIGEN

| Premium



NOVAS

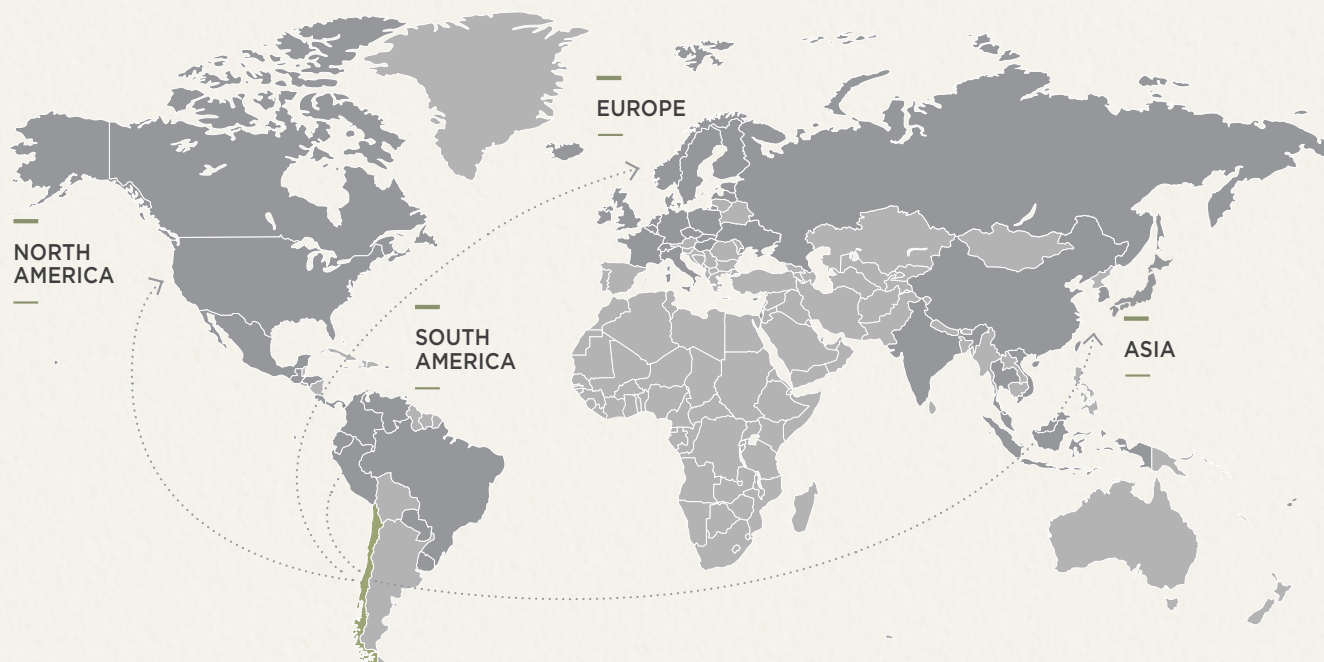
| Gran Reserva



ADOBE

| Reserva





MARKETS

Emiliana operates in Chile and 46 other countries, commercializing its products in: Aruba, Belgium, Bermuda, Brazil, Canada, Chile, China, Colombia, Costa Rica, Chipre, Denmark, Ecuador, Estonia, Finland, France, Germany, Guatemala, Holland, Honduras, Iceland, India, Ireland, Israel, Italy, Japan, Latvia, Malaysia, Maldives, Mexico, Paraguay, Poland, Puerto Rico, Russian Federation, Singapore, Slovakia, South Korea, Sweden, Switzerland, Thailand, Taiwan, Ukraine, United Kingdom, United States, Vietnam, British Virgin Islands and US Virgin Islands.

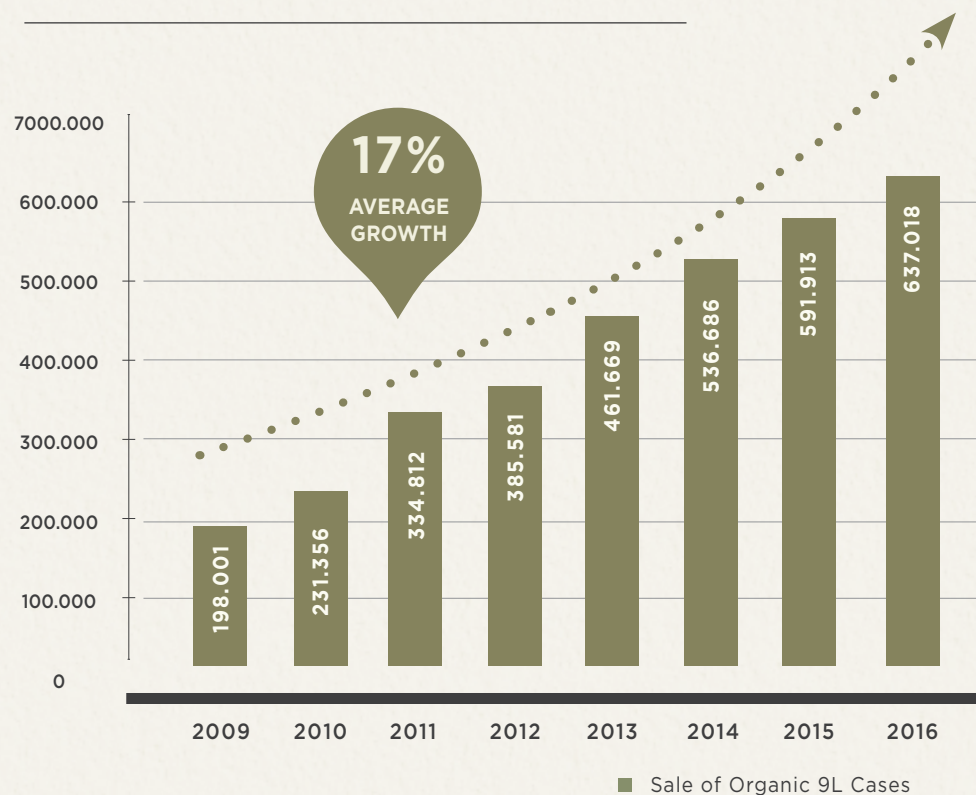
SALES BY DESTINATION:

	2014		2015		2016	
ZONE	9 litre Case Units	Sales in USD	9 litre Case Units	Sales in USD	9 litre Case Units	Sales in USD
Europe	400.049	12.777.139	403.101	11.823.021	436.019	12.950.477
Usa	254.253	7.401.466	246.635	7.108.152	209.129	6.261.022
Asia	83.286	3.595.546	85.085	3.158.044	83.285	3.119.787
National	70.661	2.295.980	86.889	2.373.813	109.505	2.946.410
Latam	72.129	2.204.046	74.300	2.201.403	69.136	1.882.823
Canada	29.413	1.656.040	32.969	1.665.338	35.060	1.767.375
TOTAL	909.791	29.930.217	928.979	28.329.771	942.134	28.927.895

SALES AND FINANCIAL RESULTS

Since 2009 Emiliana has maintained an increasing trend in the sale of organic wine, and the consolidation of higher sales in volume and price of organic wines should be highlighted.

ORGANIC BOTTLED WINE SALES (CASES)



BOTTLED SALES ACCORDING TO PRODUCT LINE

TYPE	2015		2016	
	9 Litre Cases	Line Total	9 Litre Cases	Line Total
Organics	591.913	21.130.364	637.018	22.659.111
Reserves	67.299	1.557.110	80.040	1.751.861
Varieties	269.767	5.642.296	225.076	4.516.923
TOTAL	928.979	28.329.770	942.134	28.927.895

BULK SALES

TYPE	2015		2016	
	Litres	Sales (USD)	Litres	Sales (USD)
Organic	1.004.936	1.396.279	622.410	870.052
TOTAL	1.004.936	1.396.279	622.410	870.052



PACKAGED SALES

	2015		2016	
TYPE	9 Litre Cases	Sales (USD)	9 Litre Cases	Sales (USD)
Packaged	80.814	1.334.998	113.188	1.882.436

ANNUAL RESULTS

2013	2014	2015	2016
M\$ 37.503	M\$ 671.488	M\$ 1.373.277	M\$ 1.131.976

REVENUE AND OPERATING COSTS

	DECEMBER 2015	
	Revenue K\$	Costs K\$
Wine Sales Bottles and in Bulk	20.336.789	(13.363.164)
Others (includes charges for royalties)	1.610.037	(1.208.934)
	21.946.826	(14.572.098)

	DECEMBER 2015 K\$	DECEMBER 2014 K\$
Operational Results	1.657.168	1.990.287
EBITDA	3.049.291	3.326.436
Financial Costs	(103.221)	(179.082)
RAIIDAIE (*)	2.945.042	3.048.905
Results before taxes	1.457.552	1.539.050
RESULTS AFTER TAXES	1.373.277	1.131.976



TAXES PAID DURING THE 2014, 2015 AND 2016 PERIOD ARE SHOWN IN THE FOLLOWING TABLE:

TYPE	2014 M\$	2015 M\$	2016 M\$
SINGLE TAX	142.802	177.853	196.626
FEE RETENTION	21.201	16.722	20.909
PPM	255.160	266.372	253.224
ILA	218.740	326.457	406.274
VAT RETAINED FROM THIRD PARTIES	365	94	371
FOREIGN SHAREHOLDERS	1.455	1.958	15
TOTAL	639.723	789.456	877.419

3 — OUR PEOPLE —

3.1 —

WHO THEY ARE

3.2 —



**TRAINING &
OCCUPATIONAL
SAFETY**





OUR PEOPLE

WE HAD
 **316**
 WORKERS
 in December 2015

 **90**
 (29%)
  **226**
 (71%)

76%
 of the labour force is
PERMANENT


 and of these
 permanent workers

55%
 ARE UNIONISED

4.180
 HOURS

OF TRAINING

50,93%
 reduction in
LOST DAYS
 due to accidents

3.1 WHO THEY ARE

Emiliana's workforce consists of employees who work daily in our vineyards, wineries and offices, thus contributing to the production of our wines. Dignity and improving worker's quality of life is one of Emiliana's cross-cutting objectives which we strive for by maintaining a close and respectful relationship between workers and management.

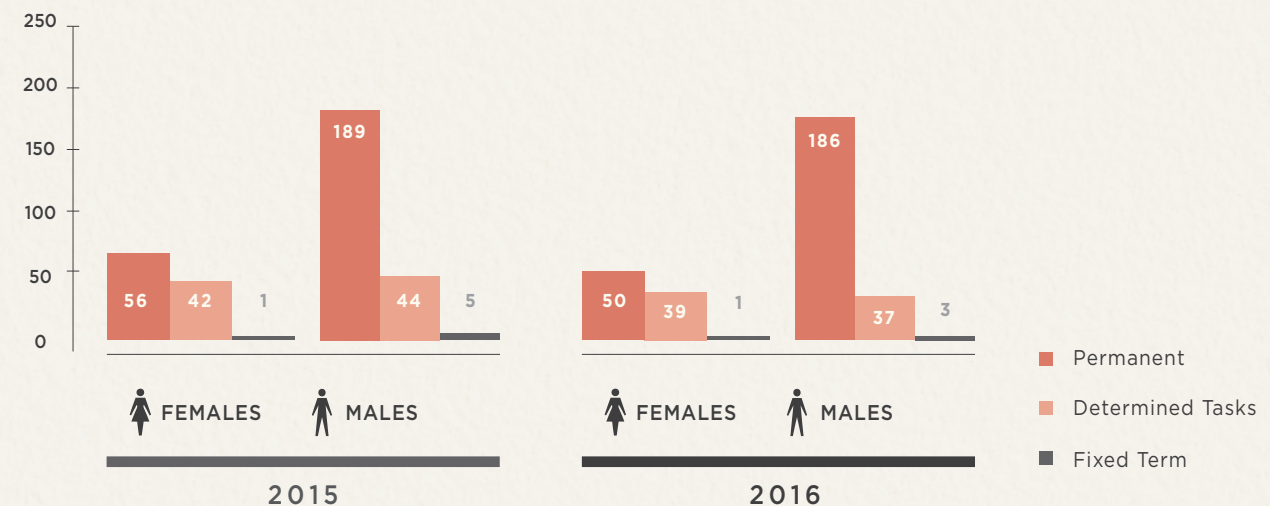
At the end of the year, Emiliana had a total staff of 337 workers. We strive to hire full time workers and 99,4% of our workforce have full time contracts.

An analysis of our workforce shows that the majority are male, which is justified by the type of industry in which the company operates. We aim to provide our workers with job stability, and the effort we make to hire all workers indefinitely.

TOTAL EMPLOYEES BY AREA

AREA	FIXED TERM	PERMANENT	DETERMINED TASKS
ADMINISTRATION	1	66	1
AGRICULTURE	1	109	61
WINE MAKING	2	49	0
PRODUCTION	0	12	14
TOTAL	4	236	76

NUMBER OF WORKERS BY TYPE OF CONTRACT



LABOUR FORCE BY GENDER

GENDER		TOTAL 2015	TOTAL 2016
FEMALE	👩	99	90
MALE	👨	238	226
TOTAL		337	316



Women represent 29,37% and men 70,63% of the total workforce.

LABOUR FORCE BY AGE RANGE

AGE RANGE	FEMALE 👩		MALE 👨	
	2015	2016	2015	2016
LESS THAN 30 YEARS	16	16	31	28
BETWEEN 30 AND 40 YEARS	32	26	64	52
BETWEEN 41 AND 50 YEARS	29	30	54	63
BETWEEN 51 AND 60 YEARS	14	11	62	56
BETWEEN 61 AND 70 YEARS	8	7	21	21
OVER 70 YEARS	-	-	6	6
TOTAL GENERAL	99	90	238	226



LABOUR FORCE BY YEARS OF SERVICE IN THE COMPANY

YEARS OF SERVICE	FEMALE 		MALE 	
	2015	2016	2015	2016
LESS THAN 3 YEARS	63	56	82	80
BETWEEN 3 AND 6 YEARS	14	17	45	43
BETWEEN 6 AND 9 YEARS	5	2	6	8
BETWEEN 8 AND 12 YEARS	8	6	10	9
MORE THAN 12 YEARS	9	9	95	86
TOTAL	99	90	238	226

GENDER SALARY GAP IN THE COMPANY

TYPE	2015 %	2016 %
Workers*	73,7	81,3
Professionals and Technicians	87,9	95,2
Managers and Executives	91,2	90,1

* Does not include temporary workers

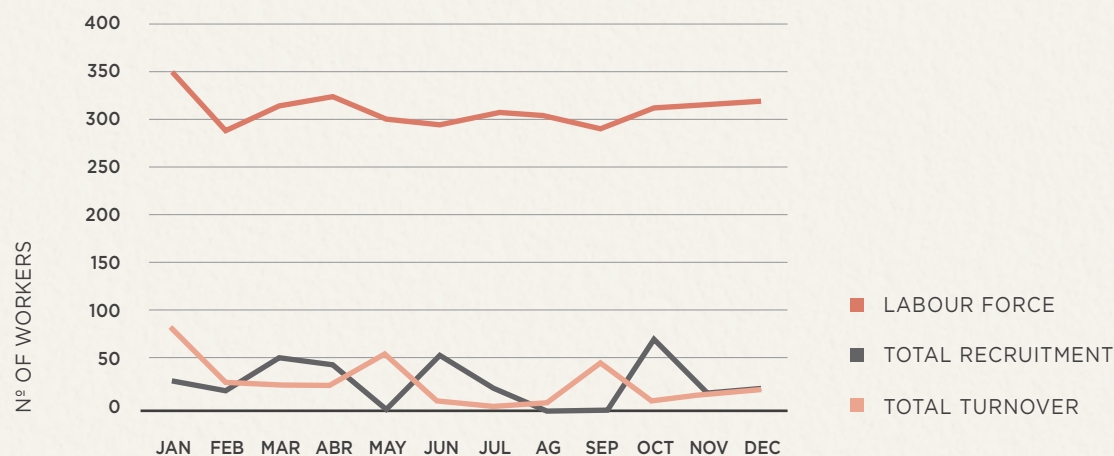
Note: The % salary gap is equal to the average of the female salaries divided by the average of the male salaries.



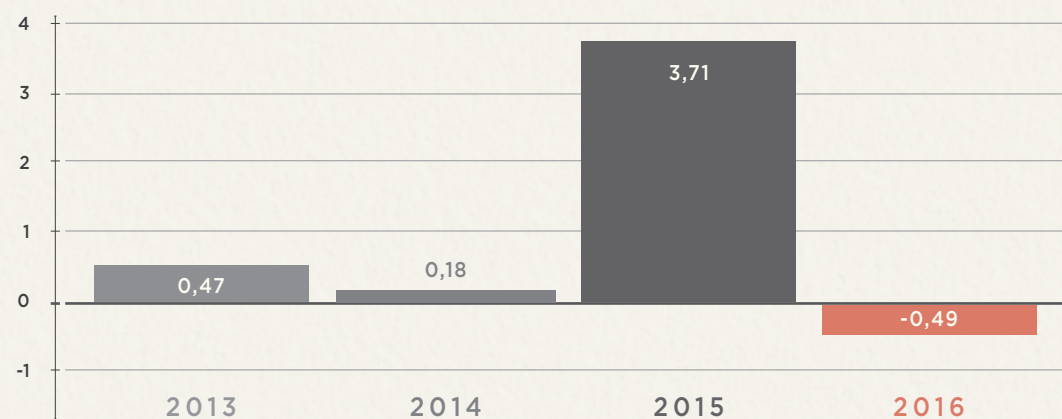
There are 3 trade unions in the company, with which the management works periodically in order to provide solutions to workers needs and requirements. In addition, in Emiliana we have Joint Committees, Bipartite Committees and the Fair Trade Committee, which are all opportunities that allow workers and the company to come together to improve labour conditions. This closeness has allowed for improvements in communication channels and conflict resolution.

In Emiliana we are also concerned with the working conditions in companies that provide us with external services. This means that we require commitment from our contractors to comply with national legislation as well as additional commitments associated with human rights such as the prohibition of forced and child labour.

TOTAL LABOUR FORCE, RECLUITMENTS AND TURNOVER 2016



HISTORIC PERSONNEL TURNOVER (%)





3.2 TRAINING AND OCCUPATIONAL SAFETY





TRAINING

Emiliana regularly provides different kinds of training to its workers. The trainings are financed by Emiliana, but also seek support and funding from the Government of Chile, through benefits from the SENCE franchise.

During 2015, the company provided 5 400 hours of training, of which 3 634 made use of the SENCE model. On average, each worker received 16 hours of training over the year.

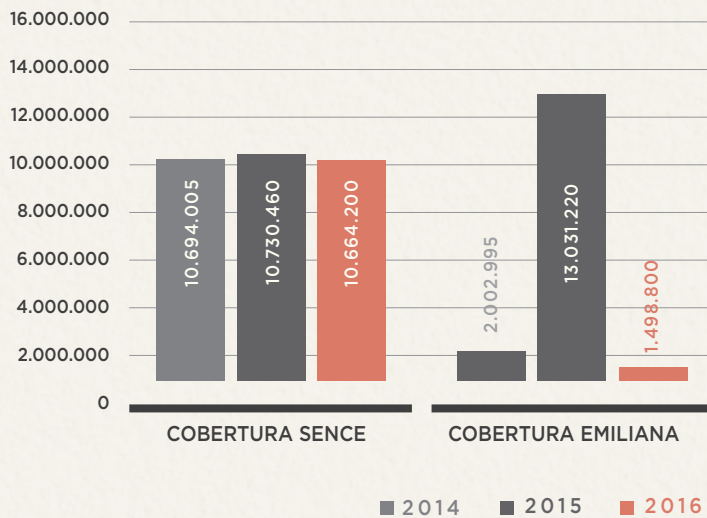
AVERAGE TRAINING HOURS BY GENDER AND AREA

GENDER		SENCE		EMILIANA		TOTAL	
		2015	2016	2015	2016	2015	2016
FEMALE		10,56	18,8	0,83	1,11	3,88	4,47
MALE		10,87	20,8	0,80	1,05	2,55	2,81

AREAS		SENCE		EMILIANA		TOTAL	
		2015	2016	2015	2016	2015	2016
ADMINISTRATION		25,23	18,75	1,05	1,75	6,93	7,76
WINE MAKING		14,56	15,81	0,74	1,21	1,56	2,5
OPERATIONS		16	4,5	0,67	0,83	4,91	1,08
AGRICULTURE		15,93	26,67	0,82	0,93	2,34	2,66

The company is aware of the interest that its workers have to update their knowledge and skills, and therefore it authorizes courses which are not completely covered by SENCE, requiring Emiliana to take responsibility for the costs.

INVESTMENT IN TRAINING



JOINT COMMITTEES

As part of the Annual Occupational Safety Program developed by a risk preventionist in the company, regular trainings are provided to workers, both in the vineyards and wineries, in order to reduce the number of accidents.

In addition, there are 5 Joint Committees, which hold monthly meetings involving 3 representatives of the company and 3 representatives of the workers in each Committee. These Occupational Health and Safety Joint Committees represent the safety of 100% of the company's workers, regardless of the type of contract.

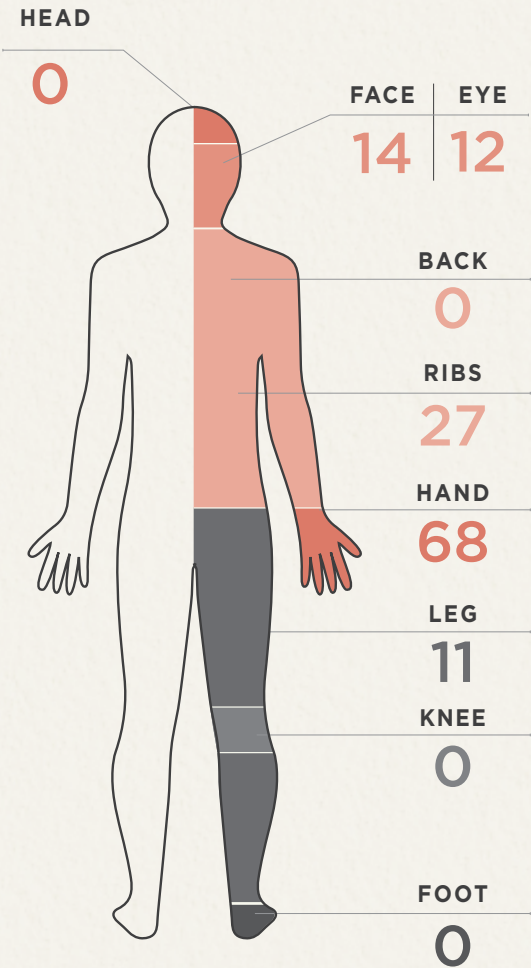


Emiliana is affiliated to the **Chilean Safety Association (ACHS)**, which, through its Assistance Network, provides medical and surgical attention and hospitalization to all workers who suffer a work-related accident, travel accident or occupational disease. Emiliana has never presented fatalities as a result of work accident.

The number of lost days due to accidents decreased by 50,93% in relation to 2015, mainly as a result of increased surveillance, talks and planned inspections in the workplace by the professional expert in risk prevention, in addition to increased awareness of workers regarding self-care. When a worker acquires knowledge and skills related to occupational health and safety, they modify their behavior thus decreasing the risk of an accident at work. For this reason, we believe that it is one of the key tools to develop a preventative culture within our company.

The body area that presents the greatest number of lost days is the hand with 120 days, which is equivalent to 59% of the total number of lost days.

NUMBER OF ACCIDENTS:

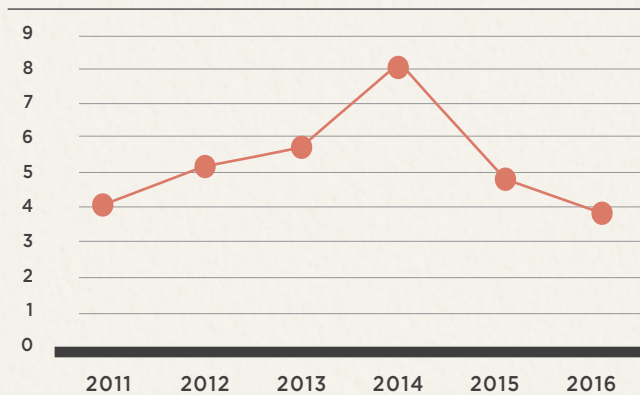


NUMBER OF LOST DAYS AND ACCIDENTS

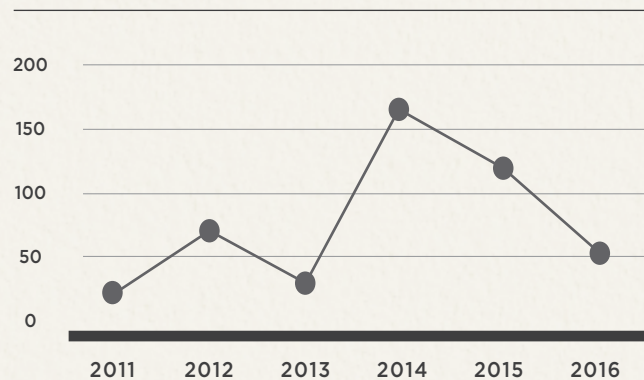
FACILITY	LOST DAYS	ACCIDENTS
BODEGA LAS PALMERAS	7	3
BODEGA LOS ROBLES	21	3
BODEGA MAIPO	30	1
BODEGA PEDEHUE	25	1
FUNDO CASABLANCA	0	0
FUNDO LOS ROBLES	44	2
FUNDO TOTIHUE	5	1
FUNDO LAS PALMERAS	0	0
FUNDO LOS MORROS	0	0
FUNDO LINDEROS	0	0
TOTAL	132	11

The rate of accidents for the year 2015 was 4.9, which when compared to 2014 showed a decrease of 39,58%. The loss rate also fell 12.80%. Emiliana continues to perform below the generic rate for the wine industry.

ACCIDENT RATE



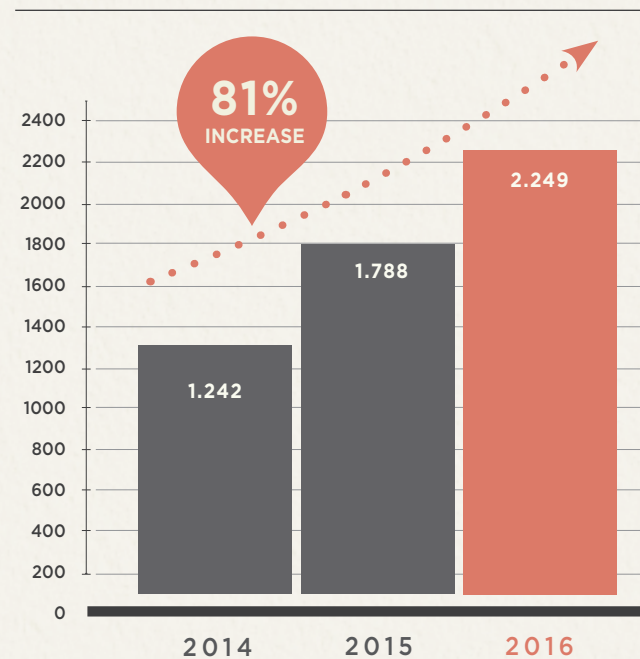
LOSS RATE



Annually, in every winery, vineyard and all other areas, the Risk Prevention professional conducts: observations, meetings, planned inspections and training in occupational health and safety for the workers, raising awareness on the risks posed by different tasks, correct work methods and prevention measures.

In 2016, a total of 2,248 hours of training were conducted, representing an increase of 25,76% from the previous year.

HEALTH AND SAFETY TRAINING HOURS





4

QUALITY OF LIFE & SOCIAL RESPONSIBILITY

4.1

HEALTHY LIFESTYLE

4.2

EDUCATION

4.3

HOME
IMPROVEMENT

4.4

FAMILY ECONOMIC
SUPPLEMENTS

4.5

COMMUNITY
SUPPORT



QUALITY OF LIFE & SOCIAL RESPONSIBILITY



HEALTHY LIFESTYLE

MEDICAL ACTIVITIES



100



WORKERS AND

25



FAMILY MEMBERS
BENEFITED

AGREEMENT WITH SENDA

Prevention & rehabilitation for the CONSUMPTION of



DRUGS AND ALCOHOL

4



WORKERS
BENEFITED

Advise and guidance on health issues



INTEGRATED ASSISTANCE
for HIGHLY COMPLEX
medical conditions

8



WORKERS CHOSEN
for complex surgeries
with a zero cost
agreement equivalent to
\$49.530.621



BIO INTENSIVE ORGANIC GARDENS
for workers



104

COMMITTED
WORKERS



BIO INTENSIVE ORGANIC GARDENS
for the community



14

WORKERS
PARTICIPATED



ANNUAL COLLECTIVE SOWING



75



WORKERS
BENEFITED

EDUCATIONAL SCHOLARSHIPS



IN
2016
1 NEW STUDENT
entered reaching a total of **27**
SCHOLARSHIPS for
100% OF ANNUAL FEES
Of these 
4 STUDENTS GRADUATED

HOME IMPROVEMENT



OBTAINING HOMEOWNERSHIP



HOME IMPROVEMENT



 **243**
WORKERS BENEFITED

ENTREPRENEURIAL SUPPORT



1 WORKER
PRODUCTION OF ALPACA & SHEEP WOOL



4 WORKERS
NATURAL HONEY PRODUCTION



COMMUNITY SUPPORT



RECREATIONAL CENTRES

for neighbours in Lo Moscoso and La Vinilla

CORPORATE VOLUNTEERING
Kindergarden Improvement in La Vinilla



 **FORESTATION TOTIHUE SCHOOL GARDEN**



4. QUALITY OF LIFE / SOCIAL RESPONSIBILITY

In Emiliana, respect for the quality of life of our workers is part of our corporate mission and as such this is a constant concern. Thus we have policies on benefits, social responsibility and fair trade that contribute to improving conditions for the dignified development of our workers and their families. These policies are reflected in the initiatives we have implemented that cover the main areas of need detected in the company: health, education, housing and a crosscutting focus on supplements for the family economy.

The Human Resources area and the Sustainability area as well as the Fair Trade Committee developed multiple initiatives for the improvement of the quality of life in three strategic pillars: healthy lifestyle, education, and housing. This concern and commitment to the improvement of worker's conditions is reflected by the renewal of Social Responsibility (For Life, IMO) and Fair Trade (FairTrade International and Fair for Life) certifications.

In Emiliana, we are concerned that our Social Responsibility initiatives generate a positive and sustainable impact over time.

Thus, it is essential to have adequate resources which ensure the continuity of the current initiatives, allow for the financing of new initiatives and guarantee that our efforts benefit all of our most vulnerable workers alike. For this reason, we have decided that the profits generated by the sale of olive oil produced from olives grown in our organic gardens, will be a source of resources for our Social Responsibility initiatives.



4.1 HEALTHY LIFESTYLE

In Emiliana, initiatives to promote healthy lifestyles include medical activities and agreements, integrated health assistance and support in the case of highly complex medical cases, as well

as the development of projects that promote the production of organic food products for family diets.

STRATEGIC LINES OF WORK	PROJECT	DESCRIPTION	N° OF BENEFICIARIES
	 MEDICAL ACTIVITIES	<p>Taking into consideration the difficult access to medical specialities in rural areas, we organize visits by medical teams to our farms in order to provide workers and their families with required medical attention.</p>	 100 workers and 30 family members
HEALTHY LIFESTYLE INTEGRATED HEALTH SUPPORT	 SEDA National Service for the Prevention and Rehabilitation of Drug and Alcohol Consumption	<p>The agreement with SEDA continued with activities to provide guidance on the prevention of drug and alcohol consumption. This agreement also includes comprehensive support for workers and/or their families who have problems with alcoholism and drug addiction.</p>	4
	 INTEGRATED SUPPORT ON HEALTH ISSUES	<p>Includes professional support and assistance for workers and their families suffering from serious illnesses. In addition, advice is provided on the use of agreements which provide surgeries at zero cost to workers with highly complex medical conditions. Workers were provided with information on illnesses that are included in the Auge Plan and PAD Program.</p>	8

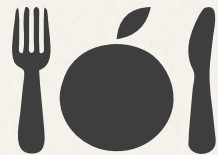


**Nº OF
BENEFICIARIES**

**STRATEGIC LINES
OF WORK**

PROJECT

DESCRIPTION



**HEALTHY
LIFESTYLE**

**HEALTHY DIET
AND HABITS**



**HEALTHY
LIFESTYLE**

IN OUR OFFICES



**BIO-INTENSIVE ORGANIC
GARDENS FOR OUR
WORKERS**



**ANNUAL COLLECTIVE
SOWING**



WORK GYM



WORKSHOPS

We have assigned areas of our farms and wineries as vegetable gardens for our workers. Each worker is responsible for their piece of land (10-12 m²), where they sow vegetables according to their preference and a Bio-Intensive sowing calendar. In addition, we provide them with seeds and training on a monthly basis. The monthly production from these gardens provides for the basic vegetable requirements of a family of four people.

104

Workers organized in groups of 10 to 20 people are provided with rented or owned plots for the cultivation of potatoes and broad beans, according to the season. In addition to the plot of land, we provide agricultural machinery, organic fertilizers and seeds. The harvest, as well as the labour tasks, are distributed equally amongst the team.

75

Concerned for the wellbeing of our staff and the prevention of occupational illnesses, we developed a Work Gym Program in our offices in Santiago.

45

Seeking to instill the consumption of organic vegetables in all our workers, even if they do not have space to have a Bio Intensive vegetable garden, we conducted the first of a series of workshops in Santiago on vegetable gardens in reduced spaces.

12



4.2 EDUCATION

In Emiliana, Social Responsibility initiatives in education aim to provide opportunities to improve the educational levels of the children of the most vulnerable workers.

For this reason, student bonuses are provided as well as transport assistance for worker's children studying at primary and secondary levels.

In addition, we have continued to work together with the Eduardo Guilisasti Tagle Foundation, financing 100% of the annual fees for tertiary education including technical and professional studies. This includes payment of certain living costs of the students.



SCHOLARSHIPS



IN
2015
7 STUDENTS
were admitted bringing the total to **26**
SCHOLARSHIPS for
100% OF ANNUAL FEES
Of these 
4 STUDENTS GRADUATED

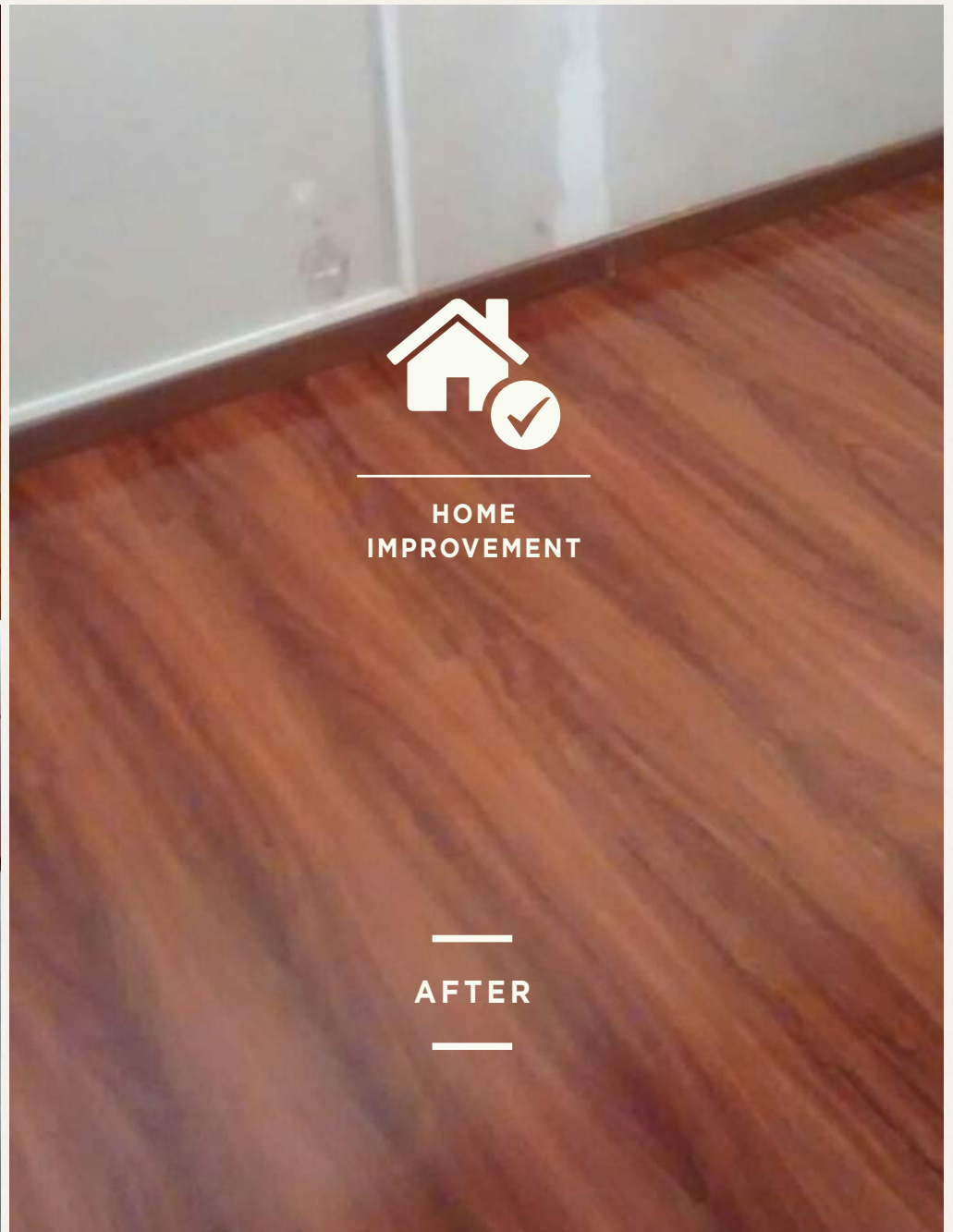
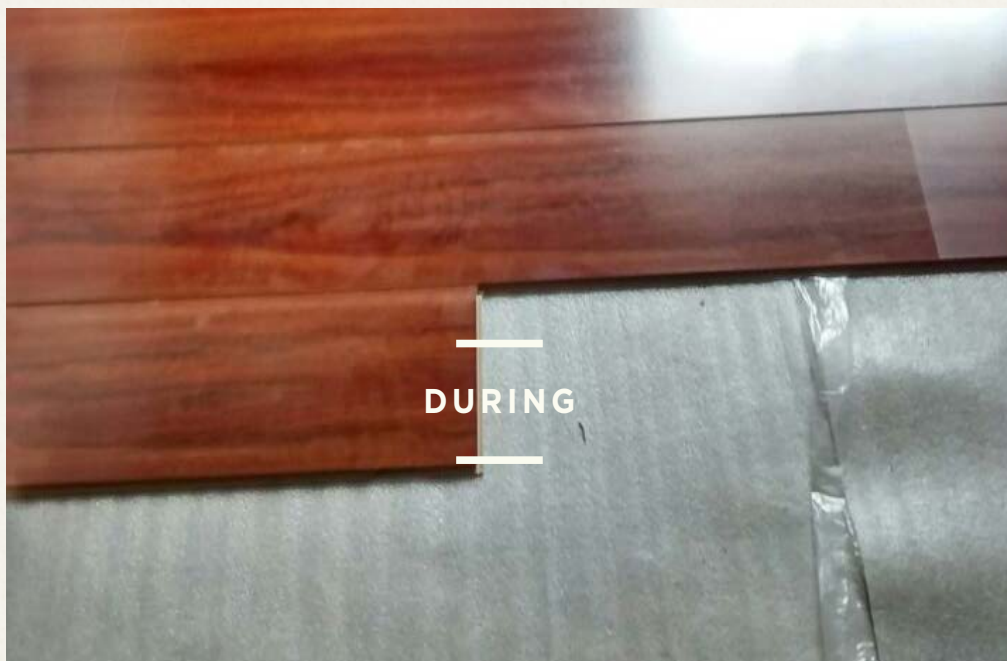


IN
2016
1 STUDENT
was admitted bringing the total to **27**
SCHOLARSHIPS for
100% OF ANNUAL FEES
Of these 
4 STUDENTS GRADUATED

4.3 HOME IMPROVEMENT

In relation to the topic of housing, the objectives of the Social Responsibility initiatives implemented in conjunction with the Fair Trade Committee include home ownership and the improvement of housing standards for the most vulnerable workers.

 HOME IMPROVEMENT	STRATEGIC LINES OF WORK	PROJECT	DESCRIPTION	 Nº OF BENEFICIARIES
		 INFORMATION COLLECTION	Concerned for our workers to improve their living conditions, we conducted a survey in Casablanca and Totihue, which aimed to identify their main needs and guide them in the use of resources from the Home Improvement Project.	30
		 HOME IMPROVEMENT	Materials for home improvement were provided to 243 of our most vulnerable workers.	216 workers
		 INFORMATIVE WORKSHOP	To guide those that don't yet have their own home, a workshop on Requirements, Types and Application for Housing Subsidies was held in Santiago.	14



4.4 SUPPLEMENTING THE FAMILY ECONOMY






Along with encouraging a healthy lifestyle, increasing access to education and improving housing conditions for our workers and their families, these initiatives help to improve the family economy and reduce their expenditures. In addition, we support the generation of supplementary income for workers and their families through entrepreneurial support.






STRATEGIC LINES OF WORK	PROJECT	DESCRIPTION	 Nº OF BENEFICIARIES
	 PRODUCTION OF BALLS OF SHEEP AND ALPACA WOOL	<p>The project consists of making artesanal balls of wool, obtained from the sheep and alpacas that live on our farms. One of our workers is in charge of producing the wool, labling it and providing it to the Wineshop for sale to tourists. All profits are transferred back to her.</p>	1
PROMOTING ENTREPRENEURSHIP	 PRODUCTION OF NATURAL HONEY	<p>We train a group of workers and provide them with beehives on our farms to produce this noble product. The honey is sent to be bottled and sold in our Wineshop with 100% of the profits going to the workers involved in the initiative.</p>	4
	 TRAINING FOR BEEKEEPERS	<p>To promote natural management of beehives, a training was conducted on Organic Phytosanitary Management, in which our own beekeepers as well as neighbouring beekeepers participated.</p>	10



4.5 COMMUNITY SUPPORT

For us, care for the environment and people are critical and we believe that organic agriculture is essential to achieve a healthy planet and society. For this reason, our main line of work in Social Responsibility with our neighboring communities, is to disseminate and promote organic farming and healthy eating, through the implementation of gardens for the cultivation of vegetables for consumption and the teaching of organic agriculture, since we believe that this is fundamental to the learning process in children.

STRATEGIC LINES OF WORK	PROJECT	DESCRIPTION	 Nº OF BENEFICIARIES
 COMMUNITY SUPPORT	 VEGETABLE GARDENS TO TEACH ORGANIC AGRICULTURE TO PRESCHOOLERS	Teachers in the Lucerito Nursery School in Nancagua were trained to develop an organic garden, so the children could learn by doing. All materials for the construction and commissioning of the vegetable garden were also provided, as well as ongoing assistance.	143 preschool children
	 VEGETABLE GARDENS TO TEACH ORGANIC AGRICULTURE TO STUDENTS	We built a vegetable garden in the Suecia School in Totihue, to teach organic agriculture to the students.	28 children between 6 and 12 years old
	 BIO INTENSIVE ORGANIC VEGETABLE GARDENS	Just as we do with our workers, we provide vegetable gardens to our neighbours in Totihue, as well as monthly provisions of seeds and trainings.	14

STRATEGIC LINES OF WORK	PROJECT	DESCRIPTION	N° OF BENEFICIARIES
	 <p>CORPORATE VOLUNTEERING: KINDERGARDEN IMPROVEMENT</p>	<p>To carry out social activities that involve our employees, we developed the first Emiliana corporate volunteering program, with the objective of having free participation of our workers, dedicating their time, skills and talent to support neighbouring community projects, as well as promoting new skills such as leadership and teamwork.</p> <p>The result was that six enthusiastic and committed workers from Santiago participated in an improvement project in the Valle de Alberto Nursery School, where a dining room was built, and the façade and patio were painted.</p>	 <p>32 preschool children from La Vinilla</p>
<p>COMMUNITY SUPPORT</p>	 <p>RECREATION CENTRES</p>	<p>We sponsored the Placilla Rally Mountain Bike Race in 2015.</p>	<p>All our neighbours in Lo Moscoso</p>
	 <p>FORESTATION OF THE SCHOOL PATIO</p>	<p>To encourage children to care for the environment, 50 native trees were donated to the Suecia School in Totihue. The aim, in addition to beautifying the school yard, is that each child is responsible for a few trees, takes care of and waters them, and thus learns the importance that these have for our life.</p>	<p>28</p>



5

FAIR TRADE

5.1

PARTICIPANTS

5.2

PROJECTS

5. FAIR TRADE

Fair trade is a form of commercializing products based on social, economic and environmentally ethical criteria. The fundamental pillars of fair trade are dialogue, transparency and respect, and the aim is to safeguard worker's rights, as well as improve living conditions and the well-being of workers, their families, and the community; and finally contribute to sustainable development.

Fair Trade helps workers through projects that are developed with the premium generated by the sale of fair trade wines. Specifically, the premium is a percentage of the price of the wine, which can only be used for the development of a project that will improve the quality of life of the workers or the community.

To manage the premium, we have a Premium Utilization Committee which includes representatives of the workers and the company. This Committee represents the social interests of the most vulnerable workers, is responsible for implementing projects that arise from ideas put forward by the committee, and seeks to improve the quality of life and well-being of our people.



5.1 PARTICIPANTS

MEMBERS OF THE PREMIUM COMMITTEE:



**MARCELO
SAAVEDRA**
LAS PALMERAS



**LUIS
BECERRA**
LOS ROBLES



**KATHERINE
VEAS**
LAS PALMERAS



**LIDIA
ANDRADE**
CASABLANCA



**JORGE
GUZMÁN**
LOS MORROS
LINDEROS
MAIPO
SANTIAGO



**PEDRO
MARTÍNEZ**
TOTIHUE



MARIETTA MONTENEGRO | LUIS RÍOS
COMPANY REPRESENTATIVES

5.2 PROJECTS

FAIR TRADE PROJECTS DEVELOPED IN 2016:



1. Home Improvement:

This iconic project and main focus point for Emiliana's Fair Trade work, consists of a monetary fund used to purchase materials for home improvements whilst the workers provide the labour. The project seeks to improve the living conditions of the workers and ensure that all our workers have minimum living standards.



2. Health Fund

The project consists of a monetary fund for use in any contingency or pre-existing medical issue affecting a worker or their family. It seeks to improve or prevent health problems and improve the quality of life of our workers.



3. Solidarity Fund

The creation of a solidarity fund which will be used to assist any member who suffers a catastrophic event, either related to health, fire or any event that is considered to be catastrophic. It aims to provide assistance to the worker and support the worker in the case of any disaster.



4. Community support

Social projects were financed in 5 neighbouring communities, which is equivalent to more than 24,000 beneficiaries.

The projects were:

Centro Linderos - Los Morros - Maipo and Santiago:

implementation of a dental room in El Recurso consultancy

Casablanca Centre: fencing of the yard and construction of a dining hall in the Alberto La Vinilla kindergarten

Center Totihue: completion of the dressing rooms in Club Deportivo Totihue and a recreation garden at Suecia School

Centre Los Robles: construction of a bridge to connect a sector of the community

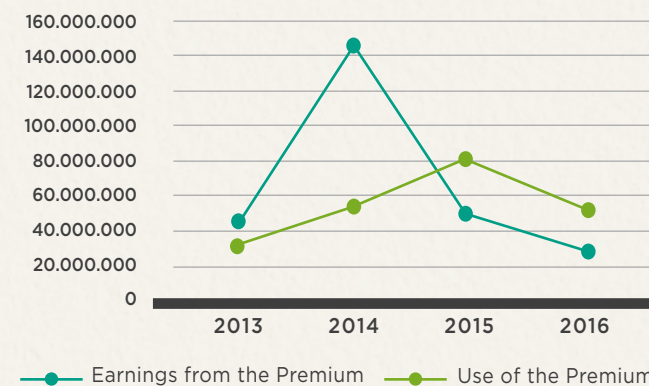
Center Las Palmeras: implementation of a medical room in Nancagua hospital

The previously mentioned initiatives seek to contribute to improving the quality of life of the workers and their families. These initiatives are promoted by both Emiliana's Social Responsibility line, and the Fair Trade Committee.



The work by both Social Responsibility and Fair Trade are certified processes: For Life and Fair For Life, certified by IMO; Fairtrade certified by FLOCERT. These certifications guarantee that the projects benefit the workers and communities related to Emiliana.

FAIR TRADE PREMIUM





6

ENVIRONMENTAL RESPONSIBILITY

6.1

CARING FOR NATURE

Caring for nature

Our water

Our soils

6.2

CLIMATE CHANGE

Carbon footprint

Energy efficient consumption

6.3

WASTE MANAGEMENT

6.4

KEY PERFORMANCE INDICATORS



ENVIRONMENTAL RESPONSIBILITY

CARING FOR NATURE



605,9 HA
destined to
**BIODIVERSITY
CONSERVATION**
which contains mainly



OAK
a species with
CONSERVATION
status

For each hectare
planted we have

0,7 HA 
under
CONSERVATION



We have a nursery to
propagate
OAK
and other native species

10% of
EACH ESTATE
is destined to
BIODIVERSITY




17,5 MILLION
LITRES OF
RESIDUAL
WATER

were **REUSED IN
VINE IRRIGATION**



This is equivalent to the
water use of

158.910
PEOPLE IN
ONE DAY 

 **435** PEOPLE
IN ONE
YEAR

EMILIANA
ORGANIC VINEYARDS

WASTE MANAGEMENT



1.392.266
KG OF
**ORGANIC VINE
WASTE**

are used in
COMPOST
to fertilize
the **VINEYARDS**

6.699
KG OF PLASTIC IS
RECYCLED

340 kg 
**ELECTRONIC DEVICES
RECYCLED**



 **WE RECYCLE
10.053**
KG OF PAPER AND
CARDBOARD

 **107**
TONER
RECYCLED

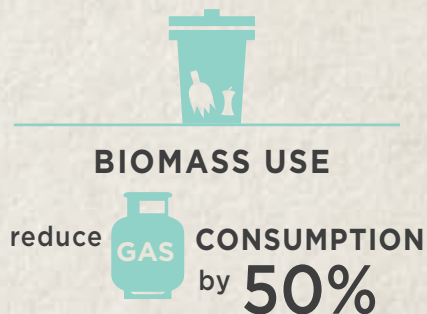
 **12.845**
KG OF GLASS
recycled
equivalent to
100%
of our losses.

CLIMATE CHANGE



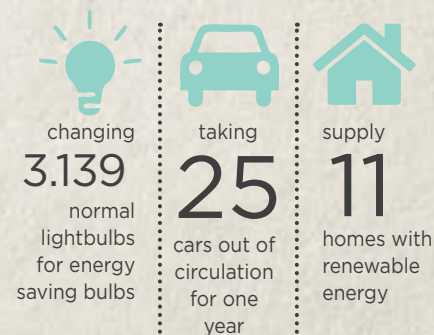
..... generating

534.111
KG OF MANURE



.....
avoiding the emission of
120 TONNES
of CO₂
in the Los Robles Winery

..... which is equal to



6. ENVIRONMENTAL RESPONSIBILITY

In Emilian, protecting nature, waste management and concerns about climate change are considered priorities in decision making and operations.

Through the development of a preventive and resilient strategy, the company focuses its work on biodiversity and natural resource management on its farms in order to control and decrease the occurrence of diseases and pests in the vineyards, as well as to reduce our impact. For this reason, we also work on studies and projects related to sustainable management and optimization in the management of water, energy and soils. The protection of natural resources and local ecosystems is verified every year through processes of organic and biodynamic certifications. Both certifications enable us to implement the precautionary approach, since they require the use of inputs of natural origin and require the sustainable use of water resources, soil and local biodiversity.

With regards to change climate, we measure the carbon footprint and offset the greenhouse gas emissions of Emiliana's two main wines: Gê and Coyam. In addition, continued efforts are made to reduce energy use and generate energy from renewable sources.

Our final work area is waste management, which focuses on measures to minimize waste generation and promote reuse and recycling at the end of the lifecycle. This approach is applied in our relationship with suppliers, internally and is also considered in the design of our products, extending our management to minimize waste throughout the product cycle.

Based on the involvement and development of these areas of work, we develop voluntary environmental policy commitments. This policy focuses on the following aspects: planning of the

production processes with preventive criteria for pollution, managing significant environmental issues, meeting obligatory legal and voluntary requirements adhered to by the Organization, respecting the health of the people and respecting the flora, fauna and other natural resources.



6.1 CARING FOR NATURE



Caring for nature is a fundamental principle of organic and biodynamic production, as well as in agri-ecology. Through more sustainable agricultural practices and the use of natural inputs Emiliana seeks to maintain the biodiversity of the surrounding areas and the interior of our vineyards. This is done in order to maintain healthy ecosystems where ecological processes (also referred to as ecosystem services) directly influence productive zones, such as maintaining soil fertility, pest control, humidity and polinization, amongst others.

PROTECTION OF BIODIVERSITY

We recognize and appreciate the importance of native ecosystems and their processes in our productive activity. For this reason, we manage biodiversity within our vineyards as well as in the surrounding areas. Our operations are in one of the 35 most important biodiversity areas on the planet, with high levels

of endemism (species that are found only in this area). This is why we have assigned 605 hectares in one of our vineyards to be conserved and in other vineyards 10% of the land is intended for the management of biodiversity in areas that have been restored and are maintained as biological corridors. In the Los Robles vineyard, it is possible to find the Oak (*Nothofagus Glauca*) species which is listed as “near threatened” due to its state of conservation. For this reason, from the year 2014 we have been working on the reproduction of this species, along with other native species such as the Quillay.

In order to increase awareness and implement initiatives we work collaboratively on inter-institutional programs. Initially we worked on the “Wine, Climate Change and Biodiversity” program which contributed to awareness raising and knowledge of the local biodiversity inside our premises. We are currently participating in the project “Development of ecosystem services based on functional diversity and auxiliary flora in wine agro-ecosystems”, which aims to identify the auxiliary use of native flora within the vineyards, both at the level of coverts as headers.



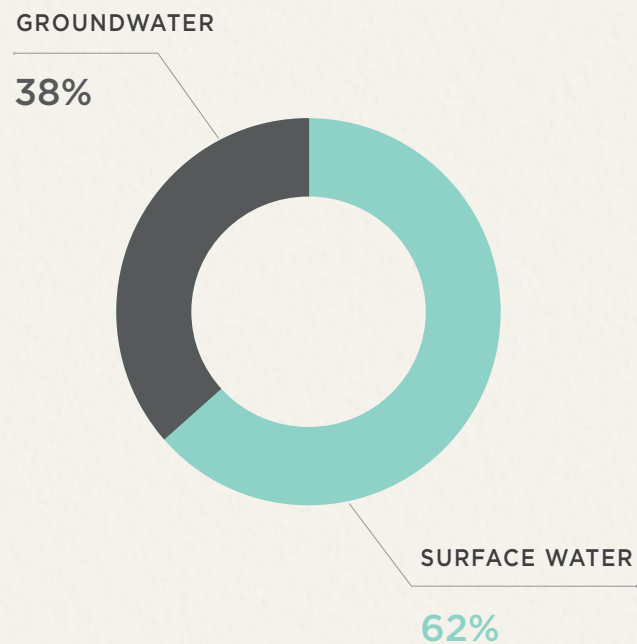


OUR WATER

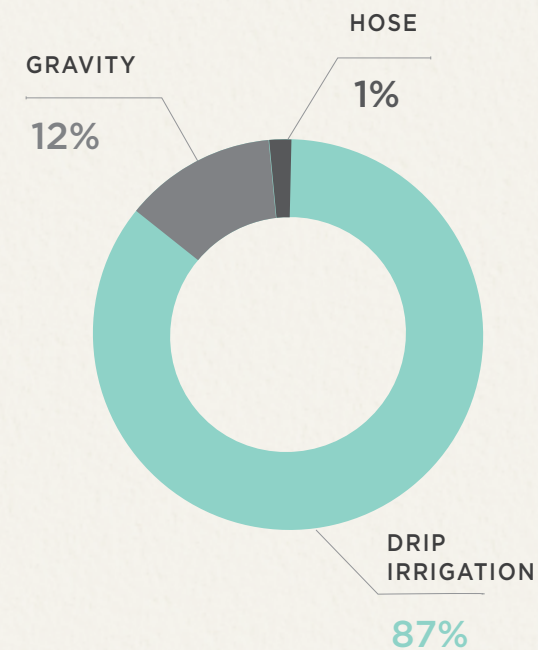
Considering the critical water situation at both local and global levels, in Emiliana we strive to make efficient use of this valuable resource. Our water consumption is associated with specific tasks in the agricultural and winemaking areas, including irrigation of the vineyards and sanitizing of winemaking equipment and machinery. Any extraction of water associated with these purposes, is done so based on our constituted legal rights.

It is important to note that 100% of industrial waste waters are treated and enabled to be used in the irrigation of our vines, thus reducing the additional consumption of water for irrigation. This means that approximately 16 million litres of water are reused in irrigation, reducing the pressure on the water basin.

WATER RIGHTS



DISTRIBUTION OF IRRIGATION HECTARES





OUR SOILS

Soil is a pillar in Emiliana's production process, as this is what provides support and quality to our wines. In Emiliana, we implement various measures to reduce soil degradation. Mainly we seek to reduce erosion and nutrient loss, as well as the compaction and pollution of our soil. For this, we annually plant covering species between rows to reduce wind and water erosion. We also incorporate the organic matter from the remains of pruning, which adds to the use of compost as a fertilizer and soil improver. To avoid the use of machinery and the compaction of the soil, during the winter time weed control is done with sheep, which enter the fields and whilst eating the weeds they also provide 544.311 kilograms of manure annually to the soil, which is a high quality fertilizer.



6.2 CLIMATE CHANGE



We recognise Climate Change as a current phenomenon which poses a risk to people's lives, ecosystems and productive processes. In Emiliana we strive to reduce our Greenhouse Gas emissions which contribute to the Greenhouse Effect. We do this through the measurement of our carbon footprint, the implementation of energy efficient mechanisms, the use of renewable energy and agriculture practices that reduce emissions and contribute to carbon capture.



CARBON FOOTPRINT

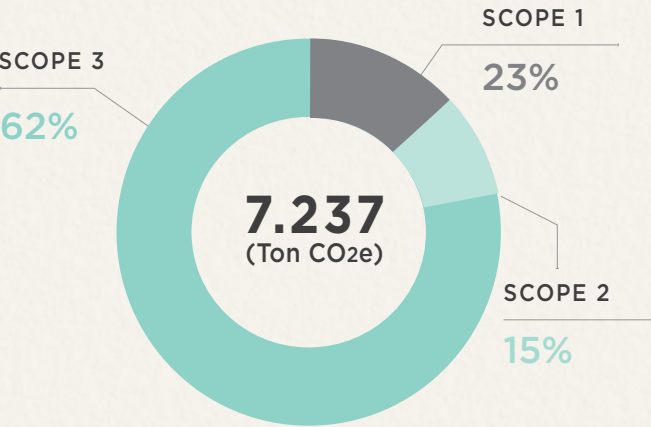
With the aim of measuring and designing actions to reduce the emission of gases that contribute to the Greenhouse Effect, in Emiliana we have worked since 2009 in the measurement of our carbon footprint. Between 2009 and 2014 we compensated our footprint through the purchase of carbon credits approved by the Gold Standard (developed by the WWF), which also contribute to initiatives in developing countries. We measure the corporate carbon footprint and manage its reduction in the different areas of the company.





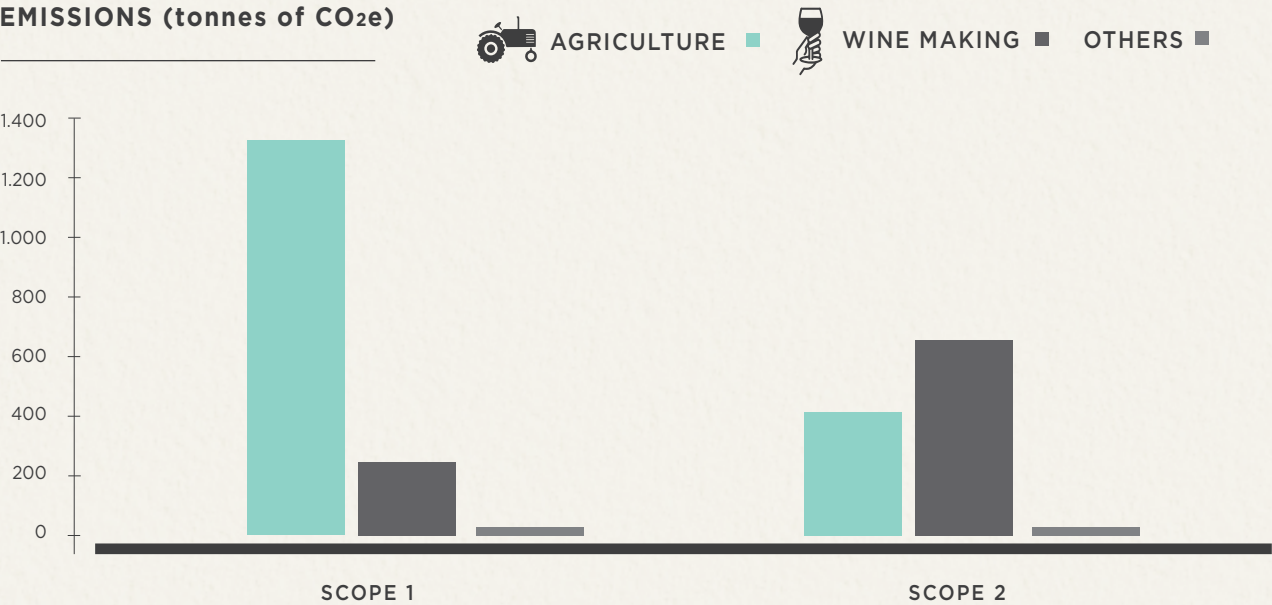
CORPORATE CARBON FOOTPRINT

CARBON FOOTPRINT (tonnes of CO₂e)



Scope 1: Includes fuels, fertilization, animals and HFCs.
Scope 2: Corresponds to the consumption of electrical energy.
Scope 3: Includes packaging inputs and executive travel (does not include transport).

EMISSIONS (tonnes of CO₂e)







ENERGY CONSUMPTION AND EFFICIENCY

To date we have implemented several measures to reduce the emission of Greenhouse Gases. We have a biomass boiler, which replaced gas consumption, thus contributing to the decrease of 120 tonnes of greenhouse gases. In addition, we have solar panels for heating domestic water in 4 of our facilities. We use sheep for the weed control which reduces the use of oil in machinery, thus contributing to the reduction of an estimated of 15.5 tons of CO₂ each year.

From the year 2015 we began work on the implementation of an energy management system, with the support of the Chilean Agency for Energy Efficiency. The objective is to monitor energy consumption, minimize use and assess the use of renewable energy, thus contributing to the reduction of Greenhouse Gas emissions.

PROJECT

DESCRIPTION



BIOMASS BOILER

We have a biomass boiler for the generation of hot water in one of our wine cellars. This mechanism allows for the reduction of more than 50% of the gas consumption associated with this process in the Los Robles vineyard. The boiler is fed using Aromo wood (*Acacia melanoxylon*), considered to be an exotic species which is highly invasive for the local biodiversity.



NIGHT AIR COOLING

In our cask room we have implemented this system which allows us to make the most of the external environmental temperature and reduce the energy consumption used to control the temperature of the wine casks.



SOLAR PANELS

Gradually we are implementing a solar panel heating system for sanitary water used in our facilities.



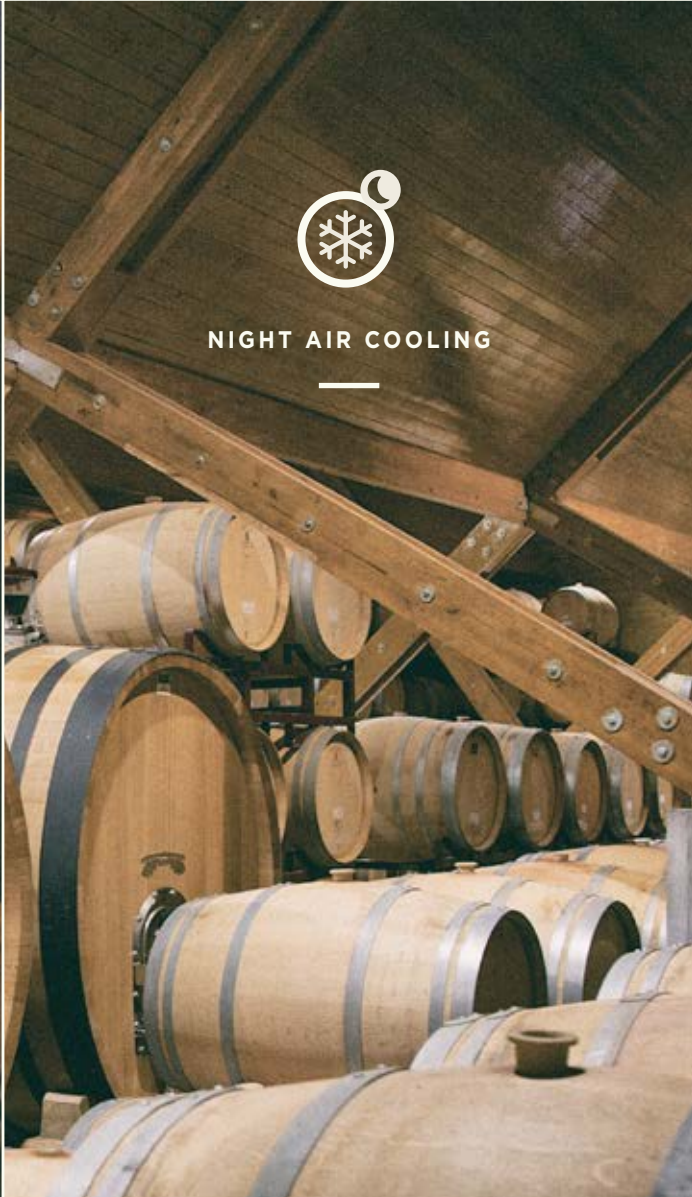
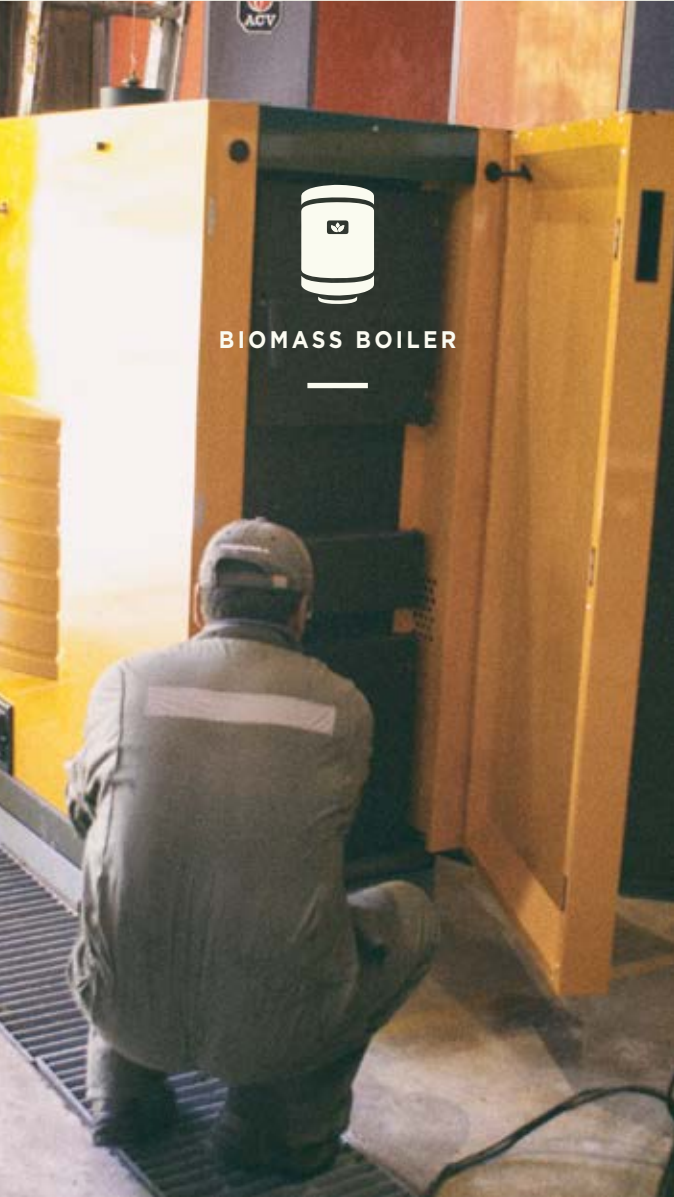
ENERGY MANAGEMENT COMMITTEE

Two energy committees were implemented with the Agriculture and Winemaking areas to work together with the aim of reducing consumption and doing so in an efficient manner.



ENERGY MANAGEMENT COMMITTEE

In 2016, we finalised the installation of an electricity monitoring system in each winery, including the main equipment. Through the use of this tool, we can monitor real-time consumption and develop energy efficiency measures.



6.3 WASTE MANAGEMENT



From its beginnings, Emiliana has applied the approach of the 3 R's for the management of waste. This has led to the reuse of 100% of the organic waste produced in wineries and fields. The organic waste from the wineries, approximately 1,500 tonnes annually, are transferred to composting fields, which are managed for later use as a fertilizer and soil improver in the vineyards. The pruning waste is left on the ground in the vineyards, to increase organic soil matter and 100% of liquid

industrial wastes are treated and reused in irrigation in one of our farms.

In terms of recycling, we have recycling points in the vineyards and wineries where wastes are classified and stored for subsequent shipment to recycling facilities.



12.845 kg
OF GLASS
RECYCLED



107 kg
TONERS
RECYCLED



6.699 kg
OF PLASTIC
RECYCLED



340 kg OF
ELECTRONIC
DEVICES
RECYCLED



10.053 kg
OF CARTON
RECYCLED











REDUCE - REUSE - RECYCLE



PACKAGING

At the product level we strive to reduce contamination through the sustainable design of our wine packaging according to available technology. Packing cases, bottles and corks are made from 100% recyclable materials, which can be recycled by the final consumer.

INPUTS USED IN PACKAGING (KG)

INPUTS		2015	2016	RENEWABLE	RECYCLABLE
	BOTTLES	3.818.230	4.174.072	*	SI
	CARDBOARD BOXES	315.496	465.379	Si	Si
	WOODEN CASES	4.230	1.300	Si	Si
	CORKS	11.250	12.073	Si	Si
	BOTTLE TOPS	35.465	35.992	No	SI
	CAPSULES	7.391	8.151	No	NO
	LABELS	60.380	61.498	Si	*
	PARTITIONS	95.615	149.236	Si	Si

* On average, 13% of glass is from a recycled origin.

In terms of sustainability of the products specifically used in bottling, the following should be noted:

INPUTS	DESCRIPCIÓN
 BOTTLES	<p>Emiliana, in its constant search for more environmentally friendly inputs, changed 81% of its bottles to Ecoglass Bottles with a weight of no more than 430g per unit. This is a 5% lighter glass than traditional bottles which reduces GHG emissions in the transport of products.</p>
 CORKS	<p>For the Ge and Coyam lines from 2012, Emiliana privileged the use of FSC certified corks. The FSC cork certification guarantees that the cork comes from a tree which is grown and managed under responsible forest management standards which ensure adequate current and future conservation.</p>
 LABELS	<p>Currently, based on the new alternatives that are being offered in the market, Emiliana's policy with regards to wine and sparkling wine labels focuses on favoring the use of FSC certified paper - in the same way as corks - which is paper originating from responsibly managed forests. Currently, the Novas, Signos de Origin and Natura lines of wine use FSC certified paper. In the case of the Adobe line of wines, the material used for the labels is made of 30% recycled paper and 70% normal fibre. In addition, the Novas line, the backing used in the labels is PET which allows for post-use recycling.</p>
 CARDBOARD BOXES	<p>The largest percentage of cardboard boxes bought by Emiliana focuses on companies that comply with corresponding standards and certifications in the use of raw materials - recycled and recyclable inputs - and the entire productive chain of the products.</p>
 WOODEN CASES	<p>The wooden cases used by Emiliana for its Ge and Coyam lines are manufactured with Chilean pine certified by PEFC - Program for the Endorsement of Forest Certification. This program recognises forestry certification systems provided by an international, non-governmental and non-profit organization whose objective is to "promote appropriate environmental, socially beneficial and economically viable management of the world's forests".</p>



6.4 KEY PERFORMANCE INDICATORS 2016

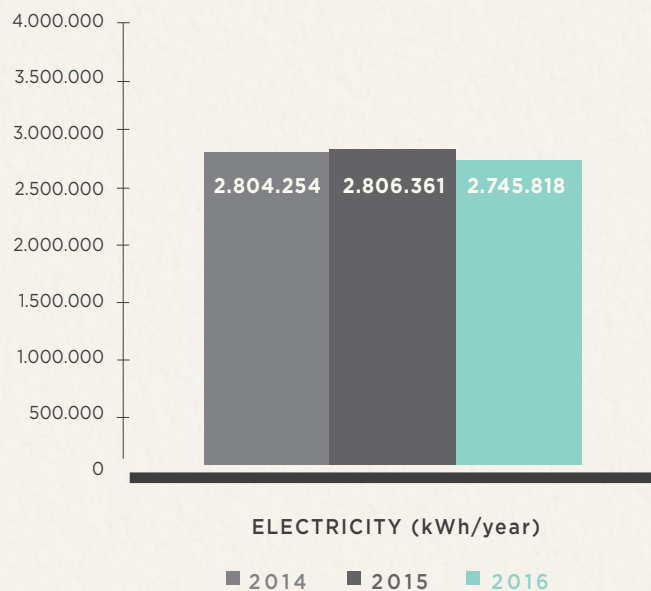
Below, details on corporate Key Performance Indicators are provided, including energy and water consumption values as

well as consumption intensity related to the number of litres of wine produced and the kilograms of grapes harvested.

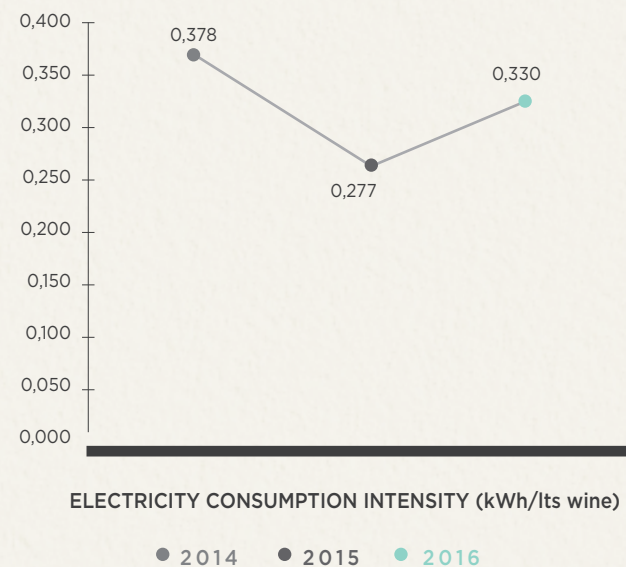
ELECTRICITY



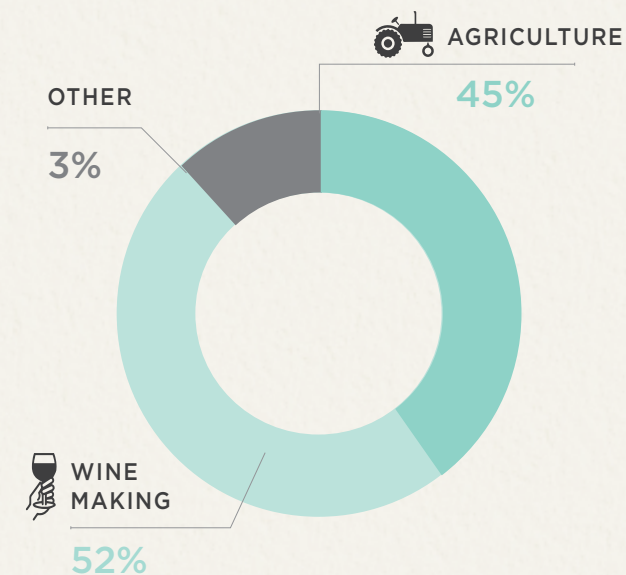
COMPARISON OF ELECTRICITY CONSUMPTION



COMPARISON OF ELECTRICITY CONSUMPTION INTENSITY



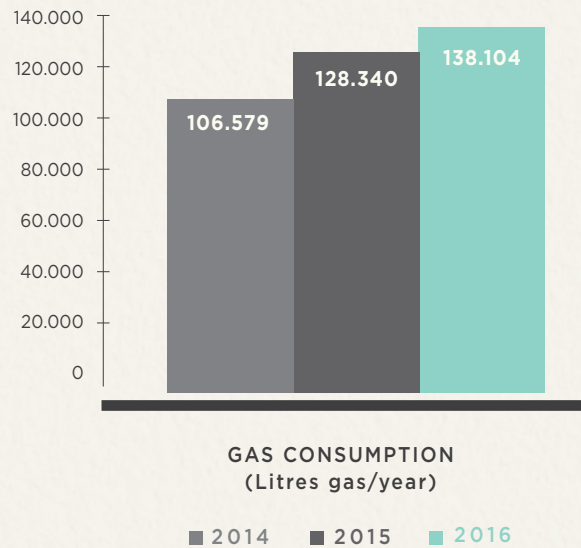
ELECTRICITY CONSUMPTION BY AREA



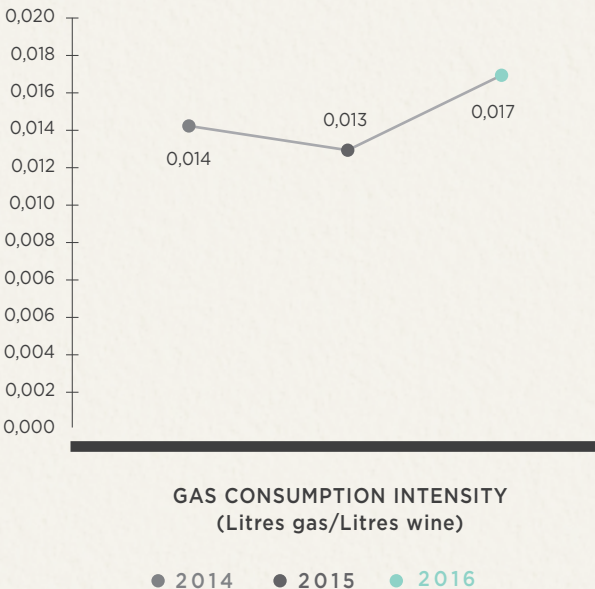


GAS

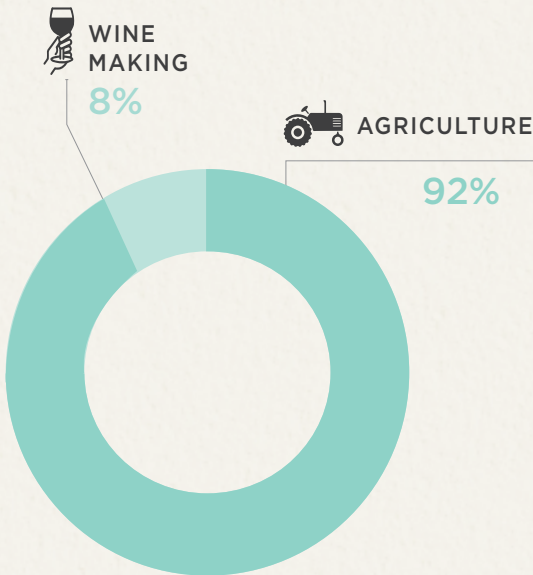
COMPARISON OF GAS CONSUMPTION



COMPARISON OF GAS CONSUMPTION INTENSITY



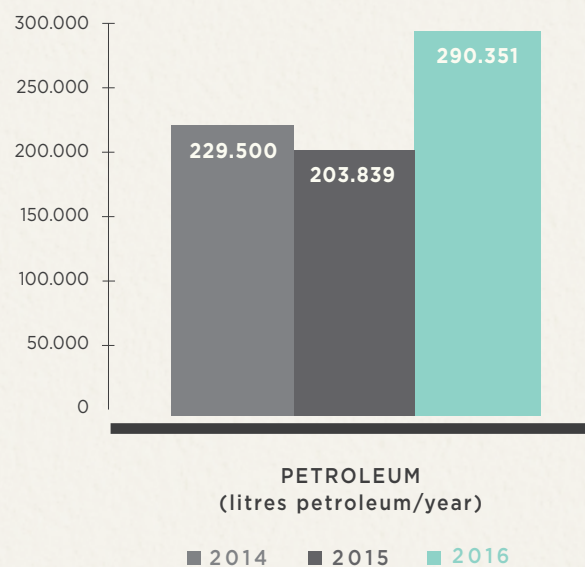
GAS CONSUMPTION BY AREA



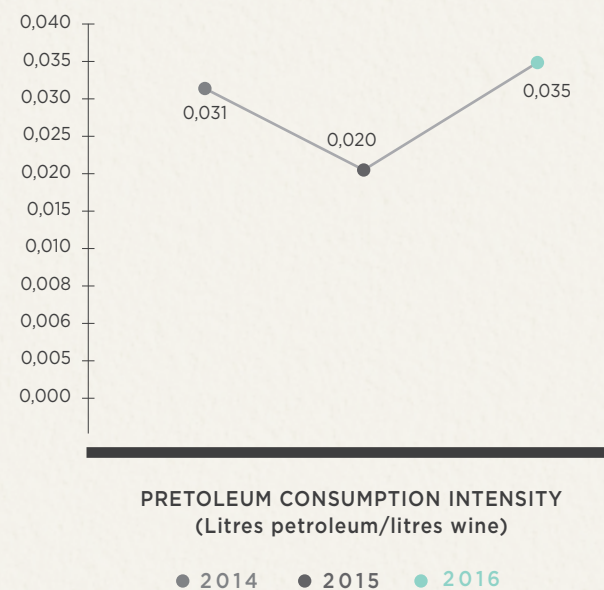


PETROLEUM

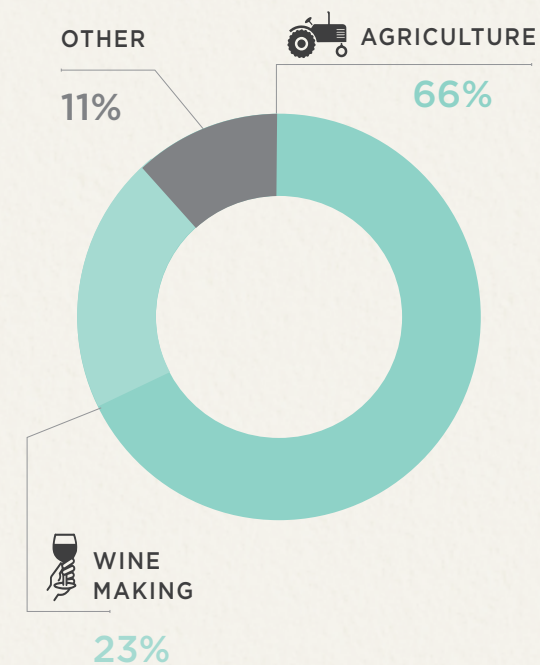
COMPARISON OF PETROLEUM CONSUMPTION



COMPARISON OF PETROLEUM CONSUMPTION INTENSITY



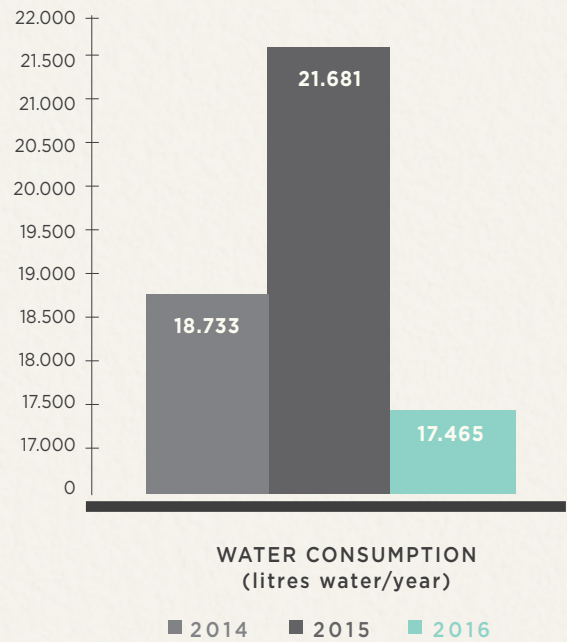
PETROLEUM CONSUMPTION BY AREA



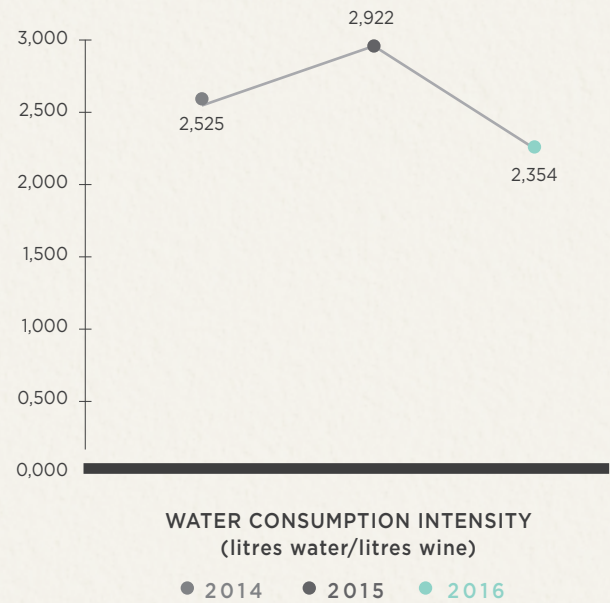


WATER

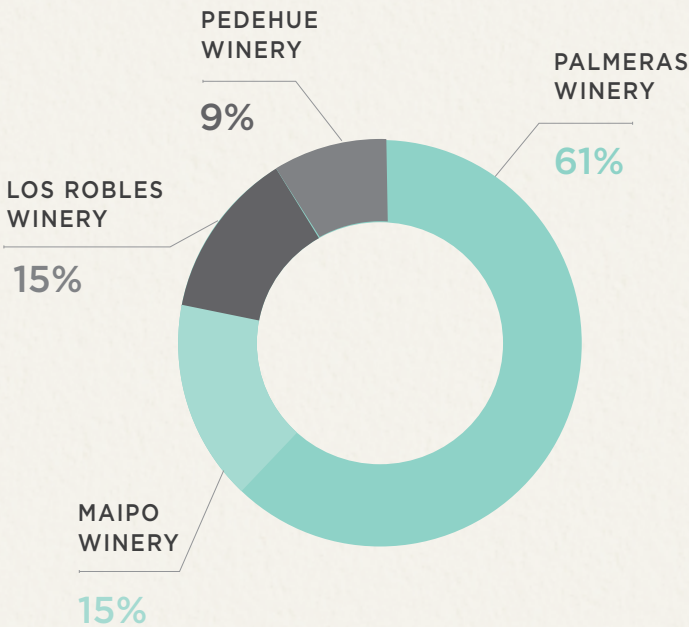
WATER CONSUMPTION WINE MAKING AREA



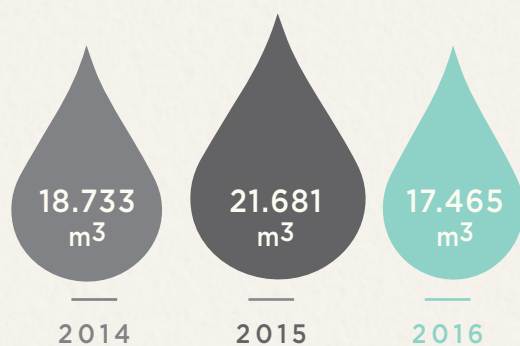
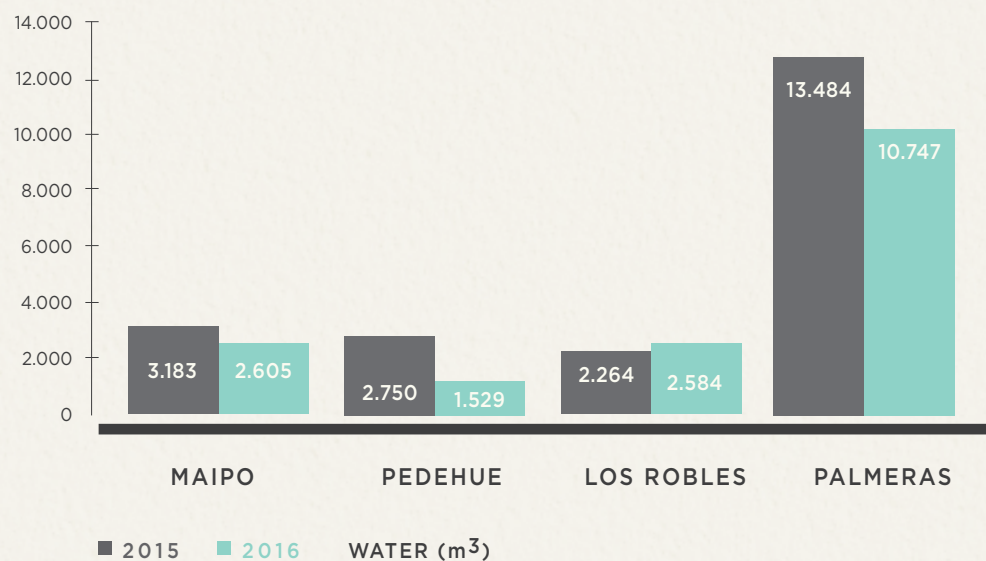
COMPARISON OF WATER CONSUMPTION INTENSITY



DISTRIBUTION OF WATER CONSUMPTION IN WINE MAKING



COMPARISON OF WATER CONSUMPTION - WINE MAKING AREA



Water is used in the wine making area in order to cleanse different equipment that is used in the productive process.

In 2015 and 2016, the energy intensity of the organization was the following:

INDICADORES CORPORATIVOS

	2015			2016		
WINE PRODUCTION (L)	10.122.759			8.309.975		
	Petroleum L	Gas L	Electricity (kWh)	Petroleum L	Gas L	Electricity (kWh)
CONSUMPTION	203.839	128.340	2.806.361	290.351	138.104	2.745.818
CONSUMPTION/ LITRE OF WINE	0,02	0,01	0,28	0,03	0,02	0,33





ABOUT THIS REPORT

CERTIFICATIONS EMILIANA

ORGANIC AND
BIODYNAMIC

SOCIAL RESPONSIBILITY
AND FAIR TRADE

ENVIRONMENTAL



ORGANIC
SPARKLING WINE
EMILIANA
ORGANIC VINEYARD

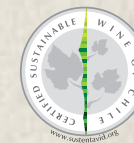
CERTIFICATIONS



Gê 2003 is the first Chilean and Latin American wine to receive the biodynamic certification, Demeter from Germany



Gê and Coyam wines certified Carbon Neutral as well as the Los Robles Estate, TUV SUD Certifiers, Germany



Certification of the Wines of Chile Sustainability Code

2001

2006

2007

2009

2011

2012

2014

1st wine in Chile and 7th in the world to receive the ISO 14001 certification (environmental management).

Certification of the grapes and the organic production systems, by IMO Switzerland.



IMO certified Emiliana in Social Responsibility (For Life), for its good working conditions and its fair and transparent operations.



Emiliana certified its practices as Fair Trade.



Certified CarbonZero

...



Organic Certification China

EMILIANA
ORGANIC VINEYARDS

CERTIFICATIONS

In Emiliana we have International Certifications, which verify our commitment to Sustainable Production, respect for our workers, the environment and the community.

ORGANIC AND BIODYNAMIC CERTIFICATIONS

In 1998 Emiliana began the process of converting to **organic production**, which is now practiced in **100% of our vineyards**. We have organic certifications for the **USA and Canada (NOP)**, **Brazil, Chile, Japan, South Korea, China and Europe**, which provide us with international level endorsement. Being organic means we produce our grapes and wines without using synthetic inputs (pesticides and fertilizers) as well as a sustainable management of natural resources and the integration of surrounding biodiversity.

Emiliana was the first Latin American Winery to produce wine with a **biodynamic certification in 2006**. From this year onwards we have accredited the use of biodynamic practices in our farms



NOP



BRAZIL



CHILE



JAPAN



KOREA



CHINA



EUROPE



DEMETER

and wineries, and currently **100% of our estates are certified**.

Biodynamic agriculture contemplates the application of biodynamic preparations, consideration of the farm as an autonomous sustainable productive system (reducing the use of external inputs), recognition of the importance of cosmic forces in agricultural management and visualisation of the soil as a living entity, where visible and invisible forces of nature relate to create healthy ecosystems.



SOCIAL RESPONSIBILITY AND FAIR TRADE CERTIFICATIONS



FAIRTRADE / FOR LIFE / FAIR FOR LIFE

Fair Trade is a commercial relationship based on dialogue, transparency and respect, which seeks equality in international trade. It contributes to sustainable development by offering improved commercial conditions while protecting the rights of small producers and workers. It is an alternative form of commercialization where the consumer, conscious of how their purchasing power contributes to improving the quality of life of producers and workers, choose products from socially, environmentally and economically ethical businesses.

Since 2011, Emiliana has been certified Fair Trade and Fair for Life (Fair Trade and Social Responsibility). Since 2012 we are proud to have sold Fair Trade wines and in 2013 we began to develop Projects for the Utilization of the Premium.



ENVIRONMENTAL CERTIFICATIONS



CERTIFICACIÓN CÓDIGO NACIONAL DE SUSTENTABILIDAD DE VINOS DE CHILE

En Emiliana fuimos pioneros en la implementación de esta certificación en el año **2012**. Este estándar fue elaborado especialmente para el sector vitivinícola chileno, permitiendo respaldar a nivel nacional la implementación de prácticas sustentables de responsabilidad social y ambiental en Emiliana.



WINE IN MODERATION

Wine in Moderation, is a program with a strong presence in Europe which seeks a moderate consumption of wine as part of a healthy lifestyle.

The program, led by Wines of Chile, establishes principles and actions associated with responsible wine consumption, in order for communications to act jointly with current legislation.

Wine in Moderation states that responsible consumption patterns are perfectly compatible with a healthy lifestyle and wine consumed in moderation by healthy adults does not

constitute a health risk nor is it a matter for social concern. However, excessive or irresponsible consumption of wine has negative personal, social or health consequences, and therefore wine producers must promote responsibility, moderation and common sense in consumption, and help consumers make intelligent and responsible consumption decisions.



ABOUT THIS REPORT

MATERIALITY MATRIX

MATERIALITY

LIST OF MATERIAL ISSUES
EMILIANA 2015

MATERIALITY MATRIX

MATERIALITY

The contents of this report were defined on the basis of the materiality process (march 2015) , which considered the internal and external sustainability context of the company. This process allowed us to identify the issues which reflect the main economic, social and environmental impacts of the company and those which are important for our stakeholders.

The first stage of this analysis was the identification of the stakeholders within our value chain. For this, each department identified internal and external stakeholders with whom they interact in different levels of intensity and frequency.

PARTES INTERESADAS:

- Suppliers of goods and services (Agricultural, Enology, others)
- Shareholders
- Directors
- Workers
- The media
- Local Communities
- Clients (Importers, Distributors, Final Consumers)

The materiality analysis was done through discussions with the stakeholders on the most relevant issues associated with Emiliana's value chain.

THE ANALYSIS INCLUDED THE FOLLOWING ACTIVITIES:

- Analysis of secondary information
- Press Analysis
- Analysis of Annual and Sustainability Reports
- A survey of 17 clients
- Interviews with 4 suppliers
- Interviews with 7 managers
- Interviews with 7 administrative staff members
- Interviews with 16 workers
- A materiality workshop with the Management Committee

A TOTAL OF

29

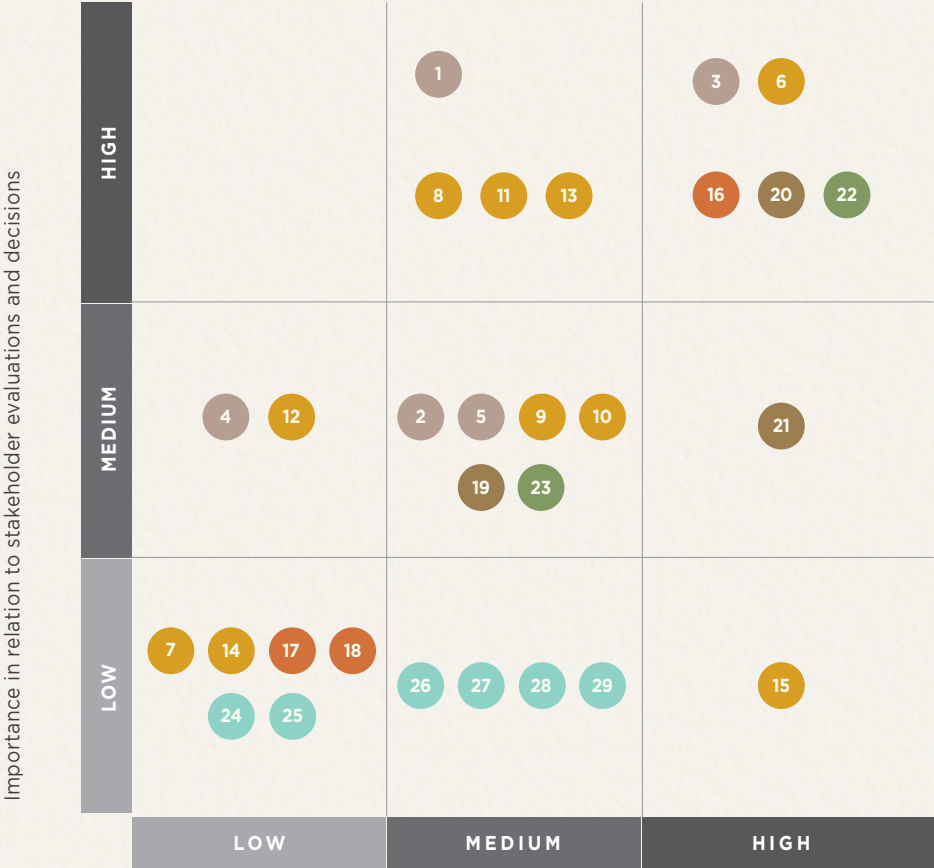


RELEVANT ISSUES
were identified

which were evaluated in terms of their importance to the company as well as to relevant stakeholders

LIST OF MATERIAL ISSUES EMILIANA 2014 AND 2015

EVALUATION OF THE IMPORTANCE OF THE ISSUES RESULTED IN THE FOLLOWING PRIORITIZATION



Impactos económicos, ambientales y sociales para la empresa.

CLIENTS

- 1 Quality of relations
- 2 Innovation in products
- 3 Certifications
- 4 Logistics
- 5 Consumer education

WORKERS

- 6 Closeness
- 7 Scarcity of qualified labour
- 8 Quality of life
- 9 Training / Development
- 10 Performance evaluation
- 11 Labour relations
- 12 Occupational Health and Safety
- 13 Temporary workers
- 14 Support for Fair Trade
- 15 Emblematic programs

SUPPLIERS

- 16 Grape producers
- 17 General suppliers
- 18 Logistics

ECONOMIC

- 19 Efficiency
- 20 Growth
- 21 Brand

CORPORATE GOVERNANCE

- 22 Board commitment
- 23 Public policies

ENVIRONMENT

- 24 Resource use
- 25 Pollution prevention
- 26 Soils
- 27 Climate change
- 28 Vine production
- 29 New land





ABOUT THIS REPORT

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GLOBAL REPORTING INITIATIVE G4

GRI INDEX

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ORGANIZATIONAL PROFILE		Page
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G4-4	Primary brands, products and services	31
G4-5	Location of the organization's headquarters	4, 23
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G4-7	Nature of ownership and legal form	4
G4-8	Markets served (including geographic breakdown, sectors served and types of clients and beneficiaries)	15, 32
G4-9	Scale of the organization	32, 34, 40
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G4-13	Significant changes during the reporting period regarding size, structure, ownership or the supply chain of the organization	24, 25
G4-14	Report whether and how the precautionary approach is addressed by the organization.	3
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G4-16	Associations (for example industrial associations) and national or international advocacy organizations to which the organization belongs.	21

IDENTIFIED MATERIAL ASPECTS AND BOUNDARIES		Page
G4-17	All entities in the organization's consolidated financial statements and if any of these are not covered in the report.	21
G4-18	List all material Aspects identified in the process for defining the report contents.	102
G4-19	List all material Aspects identified in the process for defining the report contents.	103
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G4-21	The external boundary of each material Aspect.	103

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G4-24	Stakeholder groups engaged by the organization.	11, 103
G4-25	The basis for the identification and selection of the stakeholders with whom the organization engages.	103
G4-26	The organization's approach to stakeholder engagement , including the frequency of engagement by type and stakeholder group.	103

REPORT PROFILE	Page
G4-28 Reporting period (fiscal or calendar year)	5
G4-29 Date of most recent, previous report (if any).	5
G4-30 Reporting cycle (annual, biennial etc).	5
G4-31 Contact point for questions regarding the report or its contents.	5
G4-32 a) Report the “in accordance” option the organization has chosen	
b) Report the GRI Content Index for the option chosen	5
c) Provide the reference to the External Assurance Report if the report has been externally assured.	5
G4-33 The organization’s policy and current practice with regard to seeking external assurance of the report.	5

GOVERNANCE	Page
G4-34 Governance structure of the organization, including committees of the highest governance body, responsible for decision making on economic, environmental and social issues.	27, 28
G4-35 The process for delegating authority for economic, environmental and social topics from the highest governance body to senior executives and other employees.	27
G4-36 Report whether the organization has appointed an executive-level position or positions with responsibility for economic, environmental and social topics, and whether post holders report directly to the highest governance body.	28
G4-38 Describe the composition of the highest governance body and its committees.	28

GOVERNANCE	Page
G4-39 Report whether the Chair of the highest governance body is also an executive officer, and if so his or her function within the organization’s management and the reasons for this arrangement).	28
G4-42 Report the highest governance body’s and senior executive’s roles in the development, approval and updating of the organization’s purpose, value and mission statements, strategies, policies and goals related to economic, environmental and social impacts.	28
G4-48 Report the highest committee or position that formally reviews and approves the organization’s sustainability report and ensures that all material Aspects are covered.	5

ETHICS AND INTEGRITY	Page
G4-56 The values, principles, standards and norms of behaviour such as codes of conduct and codes of ethics.	27





SPECIFIC STANDARD DISCLOSURES

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Material Aspects	Indicators	Page
Economic Performance	G4-EC1: Direct economic value generated and distributed	32 - 36
	G4-EC2: Financial implications and other risks and opportunities for the organization's activities due to climate change.	75, 81
	G4-EC4: Financial assistance received by the government.	45, 46
Procurement Practices	G4-EC9: Proportion of spending on local suppliers at significant locations of operation.	10

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Energy	G4-EN3: Energy consumption within the organization	89 - 91
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Water	G4-EN8: Total water withdrawal by source	79
	G4-EN10: Percentage and total volume of water recycled and reused.	73
Biodiversity	G4-EN11: Operational sites owned, leased, managed in, or adjacent to, protected areas and areas of high biodiversity value outside protected areas.	77
	G4-EN12: Description of significant impacts of activities, products, and services on biodiversity in protected areas and areas of high biodiversity value outside protected areas.	75 - 89
	G4-EN13: Habitats protected or restored	
		73 - 77

ENVIRONMENTAL CATEGORY		
Material Aspects	Indicators	Page
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Emissions	G4-EN15: Direct Greenhouse Gas (GHG) emissions (Scope 1).	
	G4-EN16: Indirect Greenhouse Gas (GHG) emissions (Scope 2).	82
	G4-EN17: Otras emisiones indirectas de gases de efecto invernadero (Alcance 3).	82
	G4-EN17: Other Indirect Greenhouse Gas (GHG) emissions (Scope 3).	82
Effluents and Waste	G4-EN22: Total water discharge by quality and destination	
	G4-EN23: Total weight of waste by type and disposal method.	81, 84
Compliance	G4-EN29: Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with environmental laws and regulations.	73, 86
General	G4-EN31: Total environmental protection expenditures and investments by type.	27
Environmental Grievance Mechanisms	G4-EN34: Number of grievances about environmental impacts filed, addressed, and resolved through formal grievance mechanisms.	29
		No hemos tenido

SOCIAL CATEGORY		
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SUB-CATEGORY: LABOUR PRACTICES AND DECENT WORK		
Employment	G4LA1: Total number and rates of new employee hires and employee turnover by age group, gender and region.	39 - 43
Occupational Health and Safety	G4-LA5: Percentage of total workforce represented in formal joint management-worker health and safety committees that help monitor and advise on occupational health and safety programmes.	39, 46
	G4-LA6: Types of injury and rates of injury, occupational diseases, lost days, and absenteeism, and total number of worker-related fatalities, by region and by gender.	48, 49
	G4-LA7: Workers with high incidence or high risk of diseases related to their occupation.	
Training and Education	G4-LA9: Average hours of training per year per employee by gender and by employee category.	48
	G4-LA10: Programmes for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings.	45
	G4-LA11: Percentage of employees receiving regular performance and career development reviews, by gender and by employee category.	49
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	G4-LA13: Ratio of basic salary and remuneration of women to men by employee category, by significant location of operation.	41
Supplier Assessment for Labour Practices	G4-LA15: Significant actual and potential negative impacts for labour practices in the supply chain and actions taken.	42
		11

SOCIAL CATEGORY		
Material Aspects	Indicators	Page
SUB-CATEGORY: HUMAN RIGHTS		
Non-discrimination	G4-HR3: Total number of incidents of discrimination and corrective actions taken.	No hemos tenido casos de discriminación
Child Labour	G4-HR5: Operations and suppliers identified as having significant risk for incidents of child labour, and measures taken to contribute to the effective abolition of child labour.	43
Supplier Human Rights Assessment	G4-HR11: Significant actual and potential negative human rights impacts in the supply chain and actions taken.	11
Human Rights Grievance Mechanisms	G4-HR12: Number of grievances about human rights impacts filed, addressed, and resolved through formal grievance mechanisms.	No hemos tenido a la fecha
SUB-CATEGORY: SOCIETY		
Local Communities	G4-SO1: Percentage of operations with implemented local community engagement, impact assessments, and development programmes.	60, 65
Anti-Corruption	G4-SO5: Confirmed incidents of corruption and actions taken.	No hemos tenido a la fecha
Grievance mechanisms for impacts on society	G4-SO11: Number of grievances about impacts on society filed, addressed, and resolved through formal grievance mechanisms.	No hemos tenido a la fecha
SUB-CATEGORY: PRODUCT RESPONSIBILITY		
Customer health and safety	G4-PR1: Percentage of significant products and service categories for which health and safety impacts are assessed for improvement.	31





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