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|------------|------------------------------|---------------|
| 1.00.01.20 | Closing date | 9/30/2003 |
| 1.00.01.30 | Type of Currency | Chilean Pesos |
| 1.00.01.40 | Type of Financial Statements | Consolidated |

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ASSETS

2.0 FINANCIAL STATEMENTS
2.01 BALANCE SHEET

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
1.00.01.40 Type of Balance: Consolidated

| ASSETS | NOTE No. | 09-30-03 |
|---|----------|--------------|
| 5.11.00.00 TOTAL CURRENT ASSETS | | 171,598,638 |
| 5.11.10.10 Cash | | 1,895,071 |
| 5.11.10.20 Time deposits | 45 | 6,923,184 |
| 5.11.10.30 Marketable securities (net) | 4 | 64,407,136 |
| 5.11.10.40 Debtors from sales (net) | 5 | 40,569,247 |
| 5.11.10.50 Documents receivable (net) | | 4,583,097 |
| 5.11.10.60 Sundry debtors (net) | | 1,552,182 |
| 5.11.10.70 Doc. & accts receivable related Co. | 6 | 744,153 |
| 5.11.10.80 Inventories (net) | | 36,488,666 |
| 5.11.10.90 Recoverable taxes | | 2,681,579 |
| 5.11.20.10 Prepaid expenses | | 1,388,166 |
| 5.11.20.20 Deferred taxes | 8 | 1,432,239 |
| 5.11.20.30 Other current assets | 10 | 8,933,918 |
| 5.11.20.40 Leasing contracts (net) | | 0 |
| 5.11.20.50 Leasing assets (net) | | 0 |
| 5.12.00.00 TOTAL FIXED ASSETS | | 138,675,566 |
| 5.12.10.00 Land | 12 | 13,116,753 |
| 5.12.20.00 High rises & 2infrastructure | 12 | 61,375,398 |
| 5.12.30.00 Machinery & equipment | 12 | 143,565,630 |
| 5.12.40.00 Other fixed assets | 12 | 11,325,067 |
| 5.12.50.00 Positive goodwill from technical revaluation of fixed assets | 12 | 6,619,986 |
| 5.12.60.00 Depreciation (minus) | 12 | (97,327,268) |
| 5.13.00.00 TOTAL OTHER ASSETS | | 141,508,268 |
| 5.13.10.10 Investment in related companies | 14 | 105,659,811 |
| 5.13.10.20 Investment in other companies | 15 | 827,235 |
| 5.13.10.30 Negative goodwill | 16 | 9,607,498 |
| 5.13.10.40 Positive goodwill (minus) | | 0 |
| 5.13.10.50 Long-term debtors | | 227,987 |
| 5.13.10.60 Doc. & accts receivable related Co. | | 2,898 |
| 5.13.10.65 Long-term deferred taxes | | 0 |

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|------------|-----------------------------------|----|-------------|
| 5.13.10.70 | Intangibles | 17 | 11,814,556 |
| 5.13.10.80 | Amortization (minus) | 17 | (1,155,149) |
| 5.13.10.90 | Other | 18 | 14,523,432 |
| 5.13.20.10 | Long-term leasing contracts (net) | | 0 |
| 5.10.00.00 | TOTAL ASSETS | | 451,782,472 |

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LIABILITIES

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance: Consolidated

| LIABILITIES | NOTE No. | 09-30-03 |
|-------------|--|---------------|
| 5.21.00.00 | TOTAL CURRENT LIABILITIES | 44,961,116 |
| 5.21.10.10 | Short-term oblig. Banks & Fin. Inst. | 150,898 |
| 5.21.10.20 | Short-term portion - Long-term oblig. Banks & Financial Institutions | 19 3,872,025 |
| 5.21.10.30 | Obligations with the public (notes) | 0 |
| 5.21.20.40 | Short-term portion oblig with public | 22 1,141,520 |
| 5.21.10.50 | Long-term oblig. due within 1 year | 199,278 |
| 5.21.10.60 | Dividends payable | 505,634 |
| 5.21.10.70 | Accounts payable | 12,024,602 |
| 5.21.10.80 | Notes payable | 2,463,212 |
| 5.21.10.90 | Sundry creditors | 1,048,744 |
| 5.21.20.10 | Notes & accts payable related Co. | 836,988 |
| 5.21.20.20 | Provisions | 23 9,664,291 |
| 5.21.20.30 | Withholdings | 3,078,707 |
| 5.21.20.40 | Income tax | 0 |
| 5.21.20.50 | Unearned income | 4,919,157 |
| 5.21.20.60 | Deferred taxes | 0 |
| 5.21.20.70 | Other current liabilities | 20 5,056,060 |
| 5.22.00.00 | TOTAL LONG-TERM LIABILITIES | 141,794,267 |
| 5.22.10.00 | Oblig with Banks & Financial Inst. | 21 39,280,665 |
| 5.22.20.00 | Long-term oblig with public (bonds) | 22 89,813,959 |
| 5.22.30.00 | Long-term notes payable | 0 |
| 5.22.40.00 | Long-term sundry debtors | 360,523 |
| 5.22.50.00 | Long-term notes & accts. payable related companies | 0 |
| 5.22.60.00 | Long-term provisions | 23 7,623,385 |
| 5.22.70.00 | Long-term deferred taxes | 8 4,715,735 |
| 5.22.80.00 | Other long-term liabilities | 0 |
| 5.23.00.00 | MINORITY INTEREST | 26 37,647,535 |
| 5.24.00.00 | TOTAL EQUITY | 227,379,554 |
| 5.24.10.00 | Paid-in capital | 27 64,749,257 |
| 5.24.20.00 | Reserve capital revaluation | 27 776,991 |
| 5.24.30.00 | Premium in sale of own shares | 27 27,929,574 |
| 5.24.40.00 | Other reserves | 27 8,112,383 |
| 5.24.50.00 | Retained earnings (addition of codes 5.24.51.00 to 5.24.56.00) | 125,811,349 |
| 5.24.51.00 | Reserve future dividends | 124,356,319 |
| 5.24.52.00 | Accrued profits | 0 |
| 5.24.53.00 | Accrued losses (minus) | 0 |

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|------------|----------------------------|----|-------------|
| 5.24.54.00 | Profit (loss) for the year | 27 | 2,415,990 |
| 5.24.55.00 | Prov. dividends (minus) | 27 | (960,960) |
| 5.24.56.00 | Accr. deficit dev. period | | 0 |
| 5.20.00.00 | TOTAL LIABILITIES | | 451,782,472 |

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INCOME STATEMENT

2.02 INCOME STATEMENT

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance: Consolidated

| INCOME STATEMENT | NOTE No. | 09-30-03 |
|---|----------|--------------|
| 5.31.11.00 OPERATING INCOME | | 27,107,013 |
| 5.31.11.10 Gross Margin | | 45,539,906 |
| 5.31.11.11 Sales | | 123,647,646 |
| 5.31.11.12 Costs (minus) | | (78,107,740) |
| 5.31.11.20 Adm. & sales expenses (minus) | | (18,432,893) |
| 5.31.12.00 NON-OPERATING RESULTS | | (21,364,434) |
| 5.31.12.10 Interest income | | 2,181,678 |
| 5.31.12.20 Income investments Rel. Co. | 14 | 1,551,714 |
| 5.31.12.30 Other non-operating income | 28 | 553,447 |
| 5.31.12.40 Loss investments Rel. Co. (-) | | (5,510,961) |
| 5.31.12.50 Amortization neg.goodwill (-) | | (463,901) |
| 5.31.12.60 Interest expenses (minus) | | (5,179,610) |
| 5.31.12.70 Other non-operat expenses (-) | 28 | (1,521,725) |
| 5.31.12.80 Price level restatement | 29 | (705,670) |
| 5.31.12.90 Exchange differences | 30 | (12,269,406) |
| 5.31.10.00 RESULTS BEFORE INCOME TAX AND EXTRAORDINARY ITEMS | | 5,742,579 |
| 5.31.20.00 INCOME TAX | 8 | (1,589,839) |
| 5.31.30.00 EXTRAORDINARY ITEMS | | 0 |
| 5.31.40.00 PROFIT (LOSS) BEFORE MINORITY INTEREST | | 4,152,740 |
| 5.31.50.00 MINORITY INTEREST | 26 | (1,736,750) |
| 5.31.00.00 NET INCOME (LOSS) | | 2,415,990 |
| 5.32.00.00 Amortization of positive goodwill | | 0 |
| 5.30.00.00 INCOME (LOSS) FOR THE YEAR | | 2,415,990 |

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DIRECT CASH FLOW STATEMENT

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2.03 CASH FLOW STATEMENT

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance: Consolidated

| DIRECT CASH FLOW STATEMENT | NOTE No. | 09-30 |
|--|----------|----------|
| 5.41.11.00 NET FLOW FROM OPERATING ACTIVITIES | | 26,44 |
| 5.41.11.10 Collection from sales debtors | | 151,56 |
| 5.41.11.20 Interests received | | 2,81 |
| 5.41.11.30 Dividends & other distributions funds received | | 16 |
| 5.41.11.40 Other income | 33 | 2,75 |
| 5.41.11.50 Payments to suppliers & personnel (-) | | (107,97) |
| 5.41.11.60 Interest paid (minus) | | (5,62) |
| 5.41.11.70 Income tax paid (minus) | | (3,81) |
| 5.41.11.80 Other expenses (minus) | 33 | (6,06) |
| 5.41.11.90 V.A.T. & other taxes (minus) | | (7,37) |
| 5.41.12.00 CASH FLOW FINANCING ACTIVITIES | | (11,95) |
| 5.41.12.05 Proceeds from share issue | | |
| 5.41.12.10 Loans received | | 13 |
| 5.41.12.15 Obligations with the public | | |
| 5.41.12.20 Secured loans from related companies | | 9 |
| 5.41.12.25 Other loans from related companies | | |
| 5.41.12.30 Other financing resources | | |
| 5.41.12.35 Dividends paid (minus) | | (9,030) |
| 5.41.12.40 Capital distributions (minus) | | |
| 5.41.12.45 Repayment of loans (minus) | | (2,104) |
| 5.41.12.50 Payment of obligations with the public (-) | | (212) |
| 5.41.12.55 Repayment of secured loans from rel Co.(-) | | (76) |
| 5.41.12.60 Repayment other loans from related Co.(-) | | |
| 5.41.12.65 Share issue payment (minus) | | |
| 5.41.12.70 Payment of issue publ oblig (minus) | | |
| 5.41.12.75 Other financing payments (minus) | 33 | (75) |
| 5.41.13.00 CASH FLOW FROM INVESTING ACTIVITIES | | (28,60) |
| 5.41.13.05 Sale of fixed assets | | 31 |
| 5.41.13.10 Sale of permanent investments | | |
| 5.41.13.15 Sale of other investments | 33 | 30 |
| 5.41.13.20 Proceeds secured loans to related Comp. | | |
| 5.41.13.25 Proceeds other loans to related companies | | 1,94 |
| 5.41.13.30 Other investment income | 33 | 2,26 |
| 5.41.13.35 Incorporation of fixed assets (minus) | | (23,20) |
| 5.41.13.40 Capitalized interests payment (minus) | | |
| 5.41.13.45 Permanent Investments (minus) | | (3,93) |
| 5.41.13.50 Investments in financial instruments (minus) | | (6) |
| 5.41.13.55 Other loans to related companies (minus) | | |
| 5.41.13.60 Other loans to related companies (minus) | | |
| 5.41.13.65 Other distrib of funds on invest activities (-) | 33 | (6,21) |
| 5.41.00.00 TOTAL NET CASH FLOW FOR THE PERIOD | | (14,11) |
| 5.42.20.00 EFFECT OF INFLATION ON CASH & CASH EQUIV. | | (2,38) |
| 5.41.00.00 NET CHANGE IN & CASH EQUIVALENT | | (16,50) |
| 5.42.00.00 CASH & CASH EQUI AT BEGINNING OF PERIOD | | 94,41 |
| 5.43.00.00 CASH & CASH EQUIV BALANCE AT END OF PERIOD | | 77,91 |

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INCOME STATEMENT RECONCILIATION

CONCILIATION BETWEEN CASH FLOW GENERATED BY THE OPERATION'S ACTIVITIES AND THE INCOME STATEMENT FOR THE YEAR

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance: Consolidated

| CASH FLOW - INCOME STATEMENT RECONCILIATION | NOTE No. | 09-30 |
|---|----------|---------|
| 5.50.10.00 Profit (Loss) for the year | | 2,41 |
| 5.50.20.00 Profit (Loss) in sale of assets | | 7 |
| 5.50.20.10 (Profit) Loss in sale of fixed assets | | 7 |
| 5.50.20.20 Profit in sale of investments (minus) | | |
| 5.50.20.30 Loss in sale of investments | | |
| 5.50.20.40 (Profit) Loss in sale of other assets | | |
| 5.50.30.00 Non-cash losses (gains) | | 27,43 |
| 5.50.30.05 Depreciation for the year | 12 | 10,89 |
| 5.50.30.10 Amortization of intangibles | | 93 |
| 5.50.30.15 Write-offs and provisions | | 1,19 |
| 5.50.30.20 Accrued earnings from investments in related companies (minus) | | (1,55) |
| 5.50.30.25 Accrued losses from investments in related Co. | | 5,51 |
| 5.50.30.30 Negative goodwill amortization | | 46 |
| 5.50.30.35 Positive goodwill amortization (minus) | | |
| 5.50.30.40 Price level restatement | 29 | 70 |
| 5.50.30.45 Net exchange difference | 30 | 12,26 |
| 5.50.30.50 Other non-cash credits to results (minus) | | (30) |
| 5.50.30.55 Other non-cash debits to results | | (2,68) |
| 5.50.40.00 Changes in Assets affecting cash flow (incr) decreases | | (25,37) |
| 5.50.40.10 Debtors from sales | | (19,24) |
| 5.50.40.20 Inventory | | (5,70) |
| 5.50.40.30 Other assets | | (42) |
| 5.50.50.00 Changes in liabilities affecting cash flow increases (decr) | | 20,15 |
| 5.50.50.10 Accounts payable related to results for the year | | 21,47 |
| 5.50.50.20 Interests payable | | (90) |
| 5.50.50.30 Income tax payable (net) | | (36) |
| 5.50.50.40 Other accounts payable related to non-oper results | | 4 |
| 5.50.50.50 VAT and other taxes payable (net) | | (11) |
| 5.50.60.00 Profit (Loss) of minority interest | 26 | 1,73 |
| 5.50.00.00 NET OPERATING CASH FLOW | | 26,44 |

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01. Registration in the Securities Register

IDENTIFICATION OF THE COMPANY AND REGISTRATION IN THE SECURITIES REGISTER

The Company is registered in the Securities Register under No. 061 and is supervised by the Securities and Insurance Commission.

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The subsidiary S.A. Vina Santa Rita is registered in the Securities Register under number 390 of the S.V.S. (Securities and Insurance Commission).

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02. Applied Accounting Criteria

APPLIED ACCOUNTING CRITERIA

a) Accounting Period

These financial statements correspond to the period between January 1 and September 30 of 2003 and 2002.

b) Preparation basis of financial statements:

These consolidated financial statements as of September 30, 2003 and 2002 have been prepared on the basis of generally accepted accounting principles and specific norms issued by the S.V.S.; the former prevailing in case of discrepancies.

c) Presentation Basis

For comparison purposes, the financial statements and figures included in the disclosures for the 2002 fiscal year are presented updated according to non-accounting terms as of September 30, 2003 by 2.9%.

d) Consolidation Basis

The consolidated financial statements include the balances of the following subsidiaries: Cristalchile Comunicaciones S.A., Cristalchile Inversiones S.A., Ciecsa S.A. consolidated, S.A. Vina Santa Rita consolidated, and Constructora Apoger S.A. consolidated.

The company Ciecsa consolidated includes the balances of its subsidiary Red Televisiva Megavisión S.A. in which it has a 99.99% stake of its net worth and Simetral S.A. in which it has a 81.5% stake of its net worth.

S.A. Vina Santa Rita consolidated includes the balances of its subsidiaries Vina Carmen S.A., with a 99.9% stake in its net worth, and Vina Centenaria S.A., with 99.9% stake.

Constructora Apoger S.A. includes the balances of its subsidiary Inmobiliaria Monte Azul S.A., in which it has a 99% stake.

Intercompany balances and effects of transactions were eliminated in the consolidation and the participation of minority investors has been recognized presented in the balance as minority interest.

e) Adjustment for Currency Devaluation (Price Level Restatement)

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Consolidated financial statements have been restated considering the variation in the purchasing power of the currency occurred during the fiscal year 2003, which was 1.2% (1.3% in 2002).

f) Conversion Basis

Balances in foreign currency and indexed currency units have been converted to pesos at the indicated parities:

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| | 2003 | 2002 |
|-------------------|-----------|-----------|
| | Ch\$ | Ch\$ |
| U.S. Dollar | 660.97 | 748.73 |
| Pound Sterling | 1,099.23 | 1,173.19 |
| Swedish Crown | 501.76 | 506.96 |
| EURO | 770.81 | 738.39 |
| Unidad de Fomento | 16,946.03 | 16,455.03 |

g) Marketable Securities and Time Deposits

Transactions in short-term fixed income instruments are shown at the return value of the investment, which does not exceed the market value as of September 30, 2003.

Investments in shares are shown at the lowest value between the corrected cost and market value.

Time deposits are shown at the value of the investment, plus adjustments and interest accrued as of the date of the fiscal year.

Investments carried out by the parent company in Celulosa Arauco bonds are registered on the long term under the item Others, presented at their investment value plus interests accrued at the date of the fiscal year, without adjusting to market value because there is the intention of keeping them until their maturity.

h) Inventory

Inventory of finished products has been valued as of September 30, 2003 and 2002 at the direct production cost, duly updated, and raw materials and materials at the cost of the last purchase or its corrected cost. Those valuations do not exceed the net liquidation value.

Inventory of foreign television programs to be exhibited are valued at the purchase cost at the exchange rate in effect at the closing of the fiscal year. Local programs are valued according to the terms of the respective contracts.

Programs inventories at the closing of each fiscal year represent the value of the films and videos contracted and the proportion of repeats that are pending exhibition. The actual cost of the programs is charged to results as they are broadcasted.

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i) Bad Debts (Uncollectables)

The parent company and subsidiaries have made provision for bad debts that is deducted from debtors for sales and documents receivable. The criterion adopted to estimate them is the age of the balances.

j) Fixed Assets

The property in fixed assets is shown at the purchase cost plus legal and regulatory revaluations accumulated until September 30, 2003 and 2002.

k) Depreciation of Fixed Assets

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Depreciation of these goods is calculated on updated values, according to the straight-line depreciation method, considering the estimated useful life of the goods.

l) Assets on Leasing

None.

m) Sales Transactions with Leaseback

None.

n) Intangibles

The corrected purchase value of trademarks of the subsidiary S.A. Vina Santa Rita which includes inscription costs are presented as intangibles. The subsidiary CIECSA consolidated includes channel 9 TV frequency, which has an amortization period of 40 years, and the amortization method is the one of "Increasing Digits".

o) Investments in Related Companies

Investments in shares and rights in related companies have been valued according to the participation percentage that corresponds to the Company in the equity of its affiliates and subsidiaries (V.P.P.), according to procedures established for these purposes by circular 368 of the Securities and Insurance Commission. Investments abroad have been valued according to the provisions of Technical Bulletin No. 64 of the Accountants Association.

p) Goodwill Amortization

Goodwill amortization resulted from comparing the price paid for the investment with the proportional equity value (VPP) that corresponds to the

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investment in the company's equity.

Amortizations of these values are carried out in a period of twenty years.

As of September 30, 2003 and 2002 there is no positive goodwill.

q) Operations with repurchase and resale agreement

Financial instruments acquired with a resale agreement are shown at their purchase value plus interest and adjustments accrued at the closing of the fiscal year, and they are classified in Other Current Assets, in the terms established in Circular No. 768 of the Securities and Insurance Commission.

r) Obligations with the public

Obligations for bonds issued are shown at their face value plus adjustments and interest accrued at the closing of each fiscal year. The negative goodwill obtained compared to par value is amortized proportionally to payment or redemption of the capital installments of those bonds and the expenses for the placement of long-term bonds.

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s) Deferred Taxes and Income Tax

The parent company and its subsidiaries has complied with deferred taxes, in accounting terms, as established in Technical Bulletin No. 60 and 71 of The Accountants Association and the norms indicated in circular 1466 of the S.V.S.

Income tax is recorded in the accounting on the basis of the calculation of net taxable income determined according to norms established in the Income Tax Law.

t) Severance payment

The parent company has established a reserve for all of the personnel's severance payment, according to the union contracts signed with their workers. This reserve is shown at the present value of the obligation.

u) Sales

The consolidated companies recognize operating income on an accrued basis according to accounting principles generally accepted in Chile.

v) Derivative Contracts

The parent company and its subsidiaries Ciecsa S.A. and S.A. Vina Santa Rita maintain Future contracts in foreign currency recorded as established in Technical Bulletin 57 of the Accountants Association of Chile.

w) Computer Software

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The parent company and S.A. Vina Santa Rita develop computer software with their own resources and they also acquire computer packages from third parties. Development disbursements are charged to results as they are generated. Computer packages are recorded in Fixed Assets and amortized in 36 months by the parent company and in 48 months by the subsidiary S.A. Vina Santa Rita.

x) Research and development expenses

The companies register expenses for this item directly in results as they are generated.

y) Cash flow statement:

According to current regulations of the Securities and Insurance Commission and the Accountants Association of Chile, in preparing the cash flow statement, the Company has considered time deposits, fixed rate mutual funds investments and agreements with maturities under 90 days as cash.

Such cash flows related to the Company's line of business, interest paid, interest income received, dividends received, and all that is not defined as investment or Financing is included under the heading "Flow Originating in Activities of the Operation."

Disbursements originating in time deposits and deposits with maturities over 90 days have been classified in the item "Investments in Financial Instruments."

CRISTALERIAS DE CHILE S.A.

NOTE 2 - ACCOUNTING CRITERIA USED - COMPANIES INCLUDED IN THE CONSOLIDATED REPORT

| R.U.T. | Company Name | Percentage of Shareholding | | | 09.30.2002 Total |
|--------------|----------------------------------|----------------------------|----------|----------|---------------------|
| | | Direct | Indirect | Total | |
| 96.721.580-5 | Cristalchile Comunicaciones S.A. | 99.9980 | 0.0000 | 99.9980 | 99.9980 |
| 96.767.580-6 | Constructora Apoger S.A. | 80.0000 | 0.0000 | 80.0000 | 80.0000 |
| 96.608.270-4 | Ciecsa S.A. | 98.4458 | 0.0000 | 98.4458 | 98.2737 |
| 86.547.900-K | S.A. Vina Santa Rita | 54.0970 | 0.0000 | 54.0970 | 54.0970 |
| 96.972.440-5 | Cristalchile Inversiones S.A. | 99.9900 | 0.0100 | 100.0000 | 100.0000 |

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03. Accounting Changes

As of September 30, 2003 and 2002, there have not been any changes in the accounting criteria applied that affect the consolidated financial statements.

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04. Marketable Securities

As of September 30, 2003, this item is composed by the following investments:

- a) Investments in bonds, Fixed Fate Instruments, mainly corresponding to investments in state bonds and bonds from financial institutions in USA, Germany, Holland; Collateralized Bonds of Private Companies in USA (with accounts receivable guarantee) and USA Mortgage Bonds with state guarantee are included in the amount of Th Ch\$ 51,487,181.
- b) Th Ch\$ 4,163,102 in shares.
- c) Th Ch\$ 8,756,853 in fixed rate investment funds in US\$.

As of September 30, 2002, Th Ch\$ 3,776,725 were included in investments in shares, Th Ch\$ 8,903,062 in fixed rate mutual funds in Dollars, Th Ch\$ 29,724 in mutual funds in chilean pesos and Th Ch\$ 29,941 for accrued interests of long-term bonds.

CRISTALERIAS DE CHILE S.A.

NOTE 4 -MARKETABLE SECURITIES- BALANCE COMPOSITION

| Type of Security | Book Value | |
|-----------------------------|------------|------------|
| | 09-30-2003 | 09-30-2002 |
| Shares | 4,163,102 | 3,776,725 |
| Bonds | 51,487,181 | 29,941 |
| Shares of mutual funds | 0 | 0 |
| Shares of investment funds | 8,756,853 | 8,932,786 |
| Public tender notes | 0 | 0 |
| Mortgage bonds | 0 | 0 |
| Total Marketable Securities | 64,407,136 | 12,739,452 |

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CRISTALERIAS DE CHILE S.A.

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NOTE 4 - MARKETABLE SECURITIES - SHARES

| R.U.T. | Company Name | Number of Shares | Participation Percentage |
|----------------------------------|---------------------------------------|---------------------|-----------------------------|
| 96.512.200-1 | Bodegas y Vinedos Santa Emiliana S.A. | 63,642,856 | 9.9980 |
| Value Investment Portfolio | | | |
| Adjustment Provision | | | |
| Book value, Investment Portfolio | | | |

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CRISTALERIAS DE CHILE S.A. NOTE 4 - MARKETABLE SECURITIES - FIXED RATE INSTRUMENTS

| Type of Security | Par Value | Book Value Amount | Rate %(3) |
|---|--------------|----------------------|--------------|
| Financial Institutions bonds (USA, Germany and Holland) | 24,044,544 | 24,044,544 | 5.90 |
| US treasury bonds | 13,584,553 | 13,584,553 | 1.26 |
| Mortgage bonds USA, with state guarante | 13,359,571 | 13,359,571 | 1.26 |
| Call Deposit | 806,753 | 806,753 | 5.85 |
| BBH U.S. Money Market Portfolio | 8,448,613 | 8,448,613 | 0.00 |
| TOTAL | 60,244,034 | 60,244,034 | - |

Note:

- (1) The investements has been made in U.S. Dollars (78.8%) and EUROS (21.2%) these are on custody abroad.
- (2) These investments can be recovered within 48 hrs. warning.
- (3) Rate of period from 01-01-2003 to 09-30-2003.

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05. Short-Term and Long-Term Debtors

As of September 30, 2003, there are balances short-term debtors in the amount of Th \$46,704,526 (Th \$ 43,996,525 in 2002).

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As of September 30, 2003, there is a bad debt reserve of Th \$ 738,465 in 2003 (Th \$699,826 in 2002), presented deducting the balances of Debtors from Sales and Documents receivable.

The balances of Short-term Debtors are shown net of Customer Advance Payments.

In addition, there is a balance of Th \$ 227,987 in Long Term Debtors in 2003 (Th \$ 205,277 in 2002).

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CRISTALERIAS DE CHILE S.A.
NOTE 5 - SHORT AND LONG TERM DEBTORS

| Item | Current Assets Over 90 days | | | | Subtotal | Total Current |
|-------------------------|--------------------------------|------------|--------------|------------|------------|---------------|
| | Up to 90 days | | up to 1 year | | | |
| | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | | |
| Debts from Sales | 38,383,144 | 36,204,307 | 2,690,393 | 1,896,975 | 41,073,537 | 40,569,247 |
| Estimate of bad debtors | - | - | - | - | 504,290 | - |
| Documents receivable | 4,697,318 | 5,516,584 | 119,954 | 57,031 | 4,817,272 | 4,583,097 |
| Estimate of bad debtors | - | - | - | - | 234,175 | - |
| Misc. Debtors | 1,520,222 | 979,543 | 31,960 | 41,911 | 1,552,182 | 1,552,182 |
| Estimate of bad debtors | - | - | - | - | - | - |
| | | | | | | Total Long Te |

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06. Balances and Transactions with related parties

a) BALANCES RECEIVABLE

Balances receivable in the Short-Term as of September 30, 2003 total Th Ch\$ 744,153 (Th Ch\$ 463,521 in 2002) and correspond mainly to a loan granted by the subsidiary Ciecsa to Editorial Zig Zag for Th Ch\$ 163,532 including interests, with maturity on 06-30-2004 at an annual interest rate of 1% and advertising sold by Red Televisiva Megavision S.A. to Metropolis Intercom for Th Ch\$109,576. The balance corresponds to invoicing receivable for Th Ch\$ 471,045 (Th Ch\$ 177,604 in 2002).

b) BALANCES PAYABLE

Balances payable in the short term totaling Th Ch\$ 836,988 at September 30, 2003 (Th Ch\$ 775,446 in 2002) mainly correspond to commercial transactions

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under 90 days for Th Ch \$ 336,410 (Th Ch\$ 260,351 in 2002) and dividends payable to Majority shareholders for Th Ch\$ 500,578 (Th Ch\$ 515,095 in 2002).

In 2003 there is a long-term receivable balance corresponding to invoices totaling Ch Th\$ 2,898 (Ch Th\$ 1,445 in 2002).

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CRISTALERIAS DE CHILE S.A.

NOTE 6 - BALANCE AND TRANSACTIONS WITH RELATED COMPANIES

DOCUMENTS AND ACCOUNTS RECEIVABLE

| R.U.T. | Company | Short Term | | Long Term | |
|--------------|-----------------------------------|------------|------------|------------|-----|
| | | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09- |
| 89.150.900-6 | Vina Los Vascos S.A. | 144,726 | 146,578 | 0 | |
| 0-E | Rayen Cura SAIC | 245,083 | 0 | 0 | |
| 83.032.100-4 | Serv. Y Consultorias Hendaya S.A. | 1,977 | 0 | 0 | |
| 90.684.000-6 | Editorial Zig-Zag S.A. | 163,532 | 236,377 | 0 | |
| 86.881.400-4 | Envases CMF S.A. | 50,671 | 4,913 | 0 | |
| 90.320.000-6 | Cia. Electro Metalurgica S.A. | 0 | 190 | 0 | |
| 96.539.380-3 | Ediciones Financieras S.A. | 0 | 0 | 0 | |
| 79.753.810-8 | Claro y Cia. | 651 | 140 | 0 | |
| 96.787.775-1 | Metropolis Intercom S.A. | 109,576 | 49,540 | 0 | |
| 90.160.000-7 | Sudamericana de Vapores S.A. | 27,937 | 25,783 | 0 | |
| 77658870-9 | Marketing Meter Ltda. | 0 | 0 | 0 | |
| 96793770-3 | Ediciones Chiloe S.A. | 0 | 0 | 2,898 | |
| 86963200-7 | Forus S.A. | 0 | 0 | 0 | |
| | Total | 744,153 | 463,521 | 2,898 | |

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CRISTALERIAS DE CHILE S.A.

NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED COMPANIES

DOCUMENTS AND ACCOUNTS PAYABLE

| R.U.T. | Company | Short Term | | Long Term | |
|--------------|-----------------------------------|------------|------------|------------|-----|
| | | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09- |
| 90.320.000-6 | Cia. Electro Metalurgica S.A. | 328,946 | 338,485 | 0 | |
| 83.032.100-4 | Serv. Y Consultorias Hendaya S.A. | 110,773 | 87,661 | 0 | |
| 89.150.900-6 | Vina Los Vascos S.A. | 8,814 | 14,323 | 0 | |
| 79.753.810-8 | Claro y Cia. | 61,356 | 10,044 | 0 | |
| 96.539.380-3 | Ediciones Financieras S.A. | 101 | 1,853 | 0 | |
| 86.881.400-4 | Envases CMF S.A. | 220,381 | 215,228 | 0 | |
| 90.160.000-7 | Cia. Sudamericana de Vapores S.A. | 9,683 | 8,754 | 0 | |

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| | | | | |
|--------------|--------------------------|---------|---------|---|
| 96.787.750-6 | Metropolis Intercom S.A. | 8,246 | 0 | 0 |
| 86.755.600-1 | Inversiones Bayona S.A. | 88,688 | 91,260 | 0 |
| 77.658.870-9 | Marketing Meter Ltda. | 0 | 7,838 | 0 |
| | Total | 836,988 | 775,446 | 0 |

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CRISTALERIAS DE CHILE S.A. NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED COMPANIES

TRANSACTIONS

| Company | R.U.T. | Relationship | Description of Tra |
|------------------------------------|--------------|----------------------|----------------------|
| Serv. Y Consultorias Hendaya S.A. | 83.032.100-4 | Majority shareholder | Services received |
| | | - | Dividends paid |
| | | - | Services supplied |
| | | Majority shareholder | Products sold |
| | | - | Services rendered |
| Claro y Cia. | 79.753.810-8 | With the Chairman | Advice received |
| | | - | Products sold |
| Quemchi S.A. | 96.640.360-8 | Same Parent | Services rendered |
| Rayen Cura S.A.I.C. | 0-E | Indirect affiliate | Direct sales |
| Navarino S.A. | 96.566.900-0 | Same Parent | Services supplied |
| Cia. Sud-Americana de Vapores S.A. | 90.160.000-7 | Same Parent | Product sold |
| | | - | Freight services rec |
| | | - | Other sales |
| Ediciones Financieras S.A. | 96.793.77-3 | Indirect affiliate | Services received |
| | | - | Products sold |
| | | - | Services purchased |
| | | - | Advertising |
| Vina Los Vascos S.A. | 89.150.900-6 | Indirect affiliate | Direct sales |
| | | - | Materials purchased |
| Inversiones Bayona S.A. | 86.755.600-1 | Majority shareholder | Dividends paid |
| Forus S.A. | 86.963.200-7 | Affiliate | Advertising hired |
| | | - | Services purchased |
| Carmen Luz Sanchez Guzman | 5781266-4 | Indirect | Raw Material Purchas |
| Cia. Electro Metalurgica S.A. | 90.320.000-6 | Majority shareholder | Dividends paid |
| | | - | Payment Made for own |
| | | - | Product sold |
| | | - | Materials purchased |
| Metropolis Intercom S.A. | 96.787.750-6 | Indirect affiliate | Advertising services |
| | | - | Other sales |
| | | - | Products sold |
| | | - | Advertising hired |
| Soc Agric. Cullipeumo Ltda. | 77489-K | Indirect | Raw Material Purchas |
| Envases CMF S.A. | 86.881.400-4 | Indirect affiliate | Materials purchased |
| | | - | Other sales |
| | | - | Products sold |
| Editorial Televisa de Chile S.A. | 93.585.000-2 | Affiliate | Services purchased |
| Cordillera Comunicaciones Ltda. | 78.619.370-2 | Affiliate | Transmission rights |

CRISTALERIAS DE CHILE S.A. NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED

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COMPANIES

| TRANSACTIONS Company | 09-30-2003 | | 09-30-2002 | |
|------------------------------------|------------|------------------|------------|------------------|
| | Amount | Effect on Result | Amount | Effect on Result |
| Serv. Y Consultorias Hendaya S.A. | 980,575 | -980,575 | 971,887 | -971,887 |
| | 694,870 | 0 | 649,275 | 0 |
| | 15,709 | 15,709 | 14,928 | 14,928 |
| | 203 | 63 | 172 | 57 |
| | 28,888 | -28,888 | 42,733 | -42,733 |
| Claro y Cia. | 153,836 | -153,836 | 152,020 | -152,020 |
| | 443 | 134 | 610 | 203 |
| Quemchi S.A. | 8,215 | 8,215 | 7,541 | 7,541 |
| Rayen Cura S.A.I.C. | 435,591 | 135,177 | 188 | 0 |
| Navarino S.A. | 7,586 | 7,586 | 7,541 | 7,541 |
| Cia. Sud-Americana de Vapores S.A. | 26,850 | 10,779 | 26,334 | 8,727 |
| | 223,578 | -36,009 | 43,553 | -30,933 |
| | 3,036 | 0 | 27,440 | 27,440 |
| Ediciones Financieras S.A. | 3,748 | -3,748 | 0 | 0 |
| | 4,073 | 1,262 | 0 | 0 |
| | 304 | -304 | 0 | 0 |
| | 22,309 | -22,309 | 0 | 0 |
| Vina Los Vascos S.A. | 307,151 | 79,590 | 391,165 | 108,484 |
| | 29,177 | 0 | 16,709 | 0 |
| Inversiones Bayona S.A. | 723,399 | 0 | 584,673 | 0 |
| Forus S.A. | 184,900 | 184,900 | 80,814 | 80,814 |
| | 0 | 0 | 2,095 | -2,095 |
| Carmen Luz Sanchez Guzman | 38,358 | 0 | 0 | 0 |
| Cia. Electro Metalurgica S.A. | 2,664,783 | 0 | 2,489,931 | 0 |
| | 280 | 0 | 0 | 0 |
| | 1,029 | 671 | 0 | 0 |
| | 3,585 | 0 | 1,808 | 0 |
| Metropolis Intercom S.A. | 11,420 | -11,420 | 19,387 | -19,387 |
| | 23,778 | 7,371 | 45 | 0 |
| | 3,478 | 3,478 | 5,010 | 1,667 |
| | 204,193 | 204,055 | 237,321 | 237,321 |
| Soc Agric. Cullipeumo Ltda. | 40,468 | 0 | 0 | 0 |
| Envases CMF S.A. | 458,899 | 0 | 363,933 | 0 |
| | 137 | 0 | 0 | 0 |
| | 55,925 | 17,334 | 145 | 48 |
| Editorial Televisa de Chile S.A. | 0 | 0 | 35 | -35 |
| Cordillera Comunicaciones Ltda. | 0 | 0 | 220,149 | 0 |

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07. Inventory

An itemized list of inventory, valued according to note 2 h), is presented on an attached chart.

CRISTALERIAS DE CHILE S.A.
NOTE 7 - INVENTORY (Consolidated)

2003

2002

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| | Th Ch\$ | Th Ch\$ |
|--|------------|------------|
| Finished Products | | |
| * Cristalerias de Chile S.A. | 2,680,271 | 2,492,461 |
| * S.A. Vina Santa Rita | 5,483,551 | 6,273,148 |
| Subtotal Finished Products | 8,163,822 | 8,765,609 |
| Raw Materials and Fuel | | |
| * Cristalerias de Chile S.A. | 1,635,413 | 1,659,258 |
| * S.A. Vina Santa Rita | 21,278,426 | 18,308,076 |
| Subtotal Raw Materials and Fuel | 22,913,839 | 19,967,334 |
| Supply Materials and Parts | | |
| * Cristalerias de Chile S.A. | 1,041,451 | 1,149,005 |
| * S.A. Vina Santa Rita | 1,083,428 | 1,393,424 |
| Subtotal Supply Materials and Parts | 2,124,879 | 2,542,429 |
| Materials in Transit | 361,011 | 348,294 |
| Red Televisiva Megavisión S.A. (CIECSA S.A.) | | |
| * Foreign, taped, for broadcast | 2,477,925 | 3,664,438 |
| * Domestic programming, to be broadcast | 447,190 | 117,765 |
| Subtotal Red Televisiva Megavisión S.A. | 2,925,115 | 3,782,203 |
| Total | 36,488,666 | 35,405,869 |

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08. Deferred taxes and income taxes

A) DEFERRED TAXES.

Accumulated balances of deferred taxes for temporary differences, and their composition in the income tax account for effects of fiscal year results and recognition of deferred taxes, are presented on the attached charts.

Amortization periods of deferred taxes have been estimated on average at 1 years for Short-Term Assets, 5 years for Long-Term Assets, and 14.4 years for Long-term Liabilities.

B) INCOME TAX

The parent company and its subsidiary S.A. Vina Santa Rita, made tax provisions of 16.5% of taxable income in 2003 (16% in 2002) subject to the First Category, in addition to a 35% Income Tax under Art. 21, for the 2003 and 2002 fiscal years.

Credits against taxes are shown deducting the payable obligation.

The itemized list is the following:

| 2003 | 2002 |
|---------|---------|
| Th Ch\$ | Th Ch\$ |

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| | | |
|----------------------------------|------------------|----------------|
| Fiscal year income tax reserve | (1,274,019) | (4,408,275) |
| Single tax reserve | (8,032) | (7,116) |
| | ----- | ----- |
| SUB TOTAL | (1,282,051) | (4,415,391) |
| Credits: | | |
| Monthly reserve payments | 3,337,843 | 3,254,028 |
| Training expenditures | 68,535 | 74,051 |
| Fixed Assets credit | 32,032 | 6,131 |
| Donations | 9,739 | 35,165 |
| | ----- | ----- |
| CREDIT SUB TOTAL | 3,448,149 | 3,369,375 |
| Income Tax | 2,166,098 | (1,046,016) |
| Income Tax to be Recovered | 14,253 | 240,469 |
| Other Taxes to be recovered: | | |
| VAT Fiscal Credit | 268,855 | 232,968 |
| Income tax credit, previous year | 232,373 | 0 |
| TOTAL TAXES TO BE RECOVERED | <u>2,681,579</u> | <u>473,437</u> |

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C) TAXABLE PROFIT FUND

The parent company registered the following balance of profits to be distributed:

| | 2003 Th Ch\$ | 2002 Th Ch\$ |
|----------------------------------|--------------|--------------|
| Generated as of 12.31.1983: | | |
| Profits adjustment | 1,924,782 | 1,924,782 |
| Generated since 01.01.1984: | | |
| Without Credit | 1,075,346 | 1,048,220 |
| With 10% First Category Credit | 22,761 | 82,751 |
| With 15% First category Credit | 86,254,956 | 95,265,496 |
| With 15% Additional rate Credit | 724 | 746 |
| With 16% First Category Credit | 16,173,816 | 15,904,716 |
| With 16.5% First Category Credit | 4,113,428 | 0 |
| | ----- | ----- |
| SUB-TOTAL TAX PROFITS | 107,641,031 | 112,301,929 |
| Non-income revenues | 6,845,657 | 6,850,759 |
| | ----- | ----- |
| TOTAL RETAINED EARNINGS | 114,486,688 | 119,152,688 |

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CRISTALERIAS DE CHILE S.A.
NOTE 8 - DEFERRED TAXES AND INCOME TAX

| DEFERRED TAXES | Item | 09-30-2003 | | Liability Def Short Term |
|----------------|--------------------------------------|------------------|------------------------|-----------------------------|
| | | Asset Short term | Deferred Tax Long Term | |
| | Temporary Differences | | | |
| | Reserve non-collectable accounts | 124,823 | 0 | 0 |
| | Prepaid Income | 836,257 | 0 | 0 |
| | Vacation provision | 165,363 | 0 | 0 |
| | Intangible Amortization | 0 | 0 | 0 |
| | Leased assets | 0 | 0 | 0 |
| | Manufacturing expenses | 0 | 0 | 0 |
| | Depreciations fixed assets | 0 | 0 | 0 |
| | Severance payments | 1,756 | 145,219 | 0 |
| | Other events | 0 | 0 | 0 |
| | Packaging reserve | 193,613 | 0 | 0 |
| | Furnace repair provision | 0 | 580,543 | 0 |
| | Stock obsolescence provision | 88,876 | 0 | 0 |
| | Spare parts obsolescence provision | 97,303 | 0 | 0 |
| | Lower value sale of bonds | 80,518 | 0 | 53,281 |
| | Deferred customs duties | 0 | 0 | 0 |
| | Non realized profits | 228,159 | 6,991 | 0 |
| | Other provisions | 20,972 | 0 | 0 |
| | Direct labor | 21,502 | 0 | 0 |
| | Automobiles Accumulated Depreciation | 0 | 16,598 | 0 |
| | Tax losses | 0 | 3,965,797 | 0 |
| | Goodwill bonds placement | 0 | 0 | 0 |
| | Prepaid expenses | 0 | 0 | 36,420 |
| | Banking reserve | 0 | 0 | 0 |
| | Fixed assets, molds | 0 | 0 | 0 |
| | Commercial brands | 37,772 | 0 | 0 |
| | Amortization commercial brands | 0 | 0 | 0 |
| | Expenses assetted | 50,004 | 0 | 260,500 |
| | Supplementary accounts-net of amort. | 164,478 | 3,288,705 | 0 |
| | Valuation provision | 0 | 0 | 0 |
| | Total | 1,782,440 | 1,426,443 | 350,201 |

CRISTALERIAS DE CHILE S.A.
NOTE 8 - DEFERRED TAXES AND INCOME TAX

| DEFERRED TAXES | Item | 09-30-2002 | | Liability Def Short Term |
|----------------|----------------------------------|------------------|------------------------|-----------------------------|
| | | Asset Short term | Deferred Tax Long Term | |
| | Temporary Differences | | | |
| | Reserve non-collectable accounts | 114,099 | 0 | 0 |
| | Prepaid Income | 482,202 | 0 | 0 |
| | Vacation provision | 156,780 | 0 | 0 |
| | Intangible Amortization | 0 | 0 | 0 |
| | Leased assets | 0 | 0 | 0 |
| | Manufacturing expenses | 0 | 0 | 0 |

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| | | | |
|--------------------------------------|-----------|-----------|---------|
| Depreciations fixed assets | 0 | 0 | 0 |
| Severance payments | 1,745 | 33,149 | 0 |
| Other events | 0 | 0 | 15,652 |
| Packaging reserve | 212,577 | 0 | 0 |
| Furnace repair provision | 260,577 | 262,273 | 0 |
| Stock obsolescence provision | 60,652 | 0 | 0 |
| Spare parts obsolescence provision | 97,404 | 0 | 0 |
| Lower value sale of bonds | 54,052 | 0 | 0 |
| Deferred customs duties | 21,369 | 0 | 0 |
| Non realized profits | 183,698 | 2,453 | 0 |
| Other provisions | 160,945 | 102,934 | 0 |
| Direct labor | 8,922 | 0 | 0 |
| Automobiles Accumulated Depreciation | 0 | 12,489 | 0 |
| Tax losses | 0 | 5,054,789 | 0 |
| Goodwill bonds placement | 0 | 0 | 52,608 |
| Prepaid expenses | 0 | 0 | 29,522 |
| Banking reserve | 9,951 | 0 | 0 |
| Fixed assets, molds | 0 | 0 | 0 |
| Commercial brands | 0 | 0 | 0 |
| Amortization commercial brands | 285,166 | 0 | 0 |
| Expenses assetted | 0 | 0 | 197,445 |
| Supplementary accounts-net of amort. | 164,562 | 4,262,534 | 0 |
| Valuation provision | 0 | 0 | 0 |
| Total | 1,945,577 | 1,205,553 | 295,227 |

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CRISTALERIAS DE CHILE S.A.
NOTE 8 - DEFERRED TAXES AND INCOME TAX
INCOME TAX

| | 09/30/ Th |
|--|--------------|
| Current tax expense (tax provision) | -1,2 |
| Adjustment tax expense (previous year) | |
| Effects from assets or liabilities, deferred year's tax | -4 |
| Tax benefit from tax losses | |
| Effect of amortiz. of supplementary accounts for deferred assets and liabilities | 1 |
| Effect on assets or liabilities from deferred tax from changes in assessment provision | |
| Other charges or credits to the account | |
| Total | -1,5 |

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09. Short and Long-term Leasing Contracts and Assets for Leasing

As of September 30, 2003, balances are not included under this heading.

10. Other current assets

As of September 30, 2003, included under this item are investment in:

- a) Financial instruments with resale agreement for Th Ch\$ 8,542,425 valued as expressed by note 2 q).
- b) Deferred expenses for bonds placement for Th Ch\$ 363,500.
- c) Th Ch\$27,993 for cash reserve.

As of September 30, 2002, there were investments in:

- a) Financial instruments with resale agreement for Th Ch\$ 37,952,029 valued as expressed by note 2 q).
- b) Deferred expenses for bonds placement for Th Ch\$367,919.
- c) Th Ch\$ 28,755 for cash reserve.
- d) Balance in favor of Th Ch\$ 5,053,767 for Future Contracts in foreign currency.

11. Information on operations involving purchase agreements, sales agreements, sale with repurchase agreement, and purchase with resale agreement of titles or real estate securities

Information about these transactions is presented in attached charts.

NOTE 11 - INFORMATION ON OPERATIONS WITH PURCHASE COMMITMENT, SALE COMMITMENT, SALE WITH REPURCHASE AGREEMENTS AND PURCHASE WITH RESALE AGREEMENTS OPERATIONS OF TITLES AND REAL ESTATE SECURITIES

SALE OPERATIONS WITH REPURCHASE COMMITMENT (VRC) AND PURCHASE OPERATIONS WITH RESALE COMMITMENT (CRV)

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| Code | Dates | | Counterpart | Original Currency |
|------|------------|------------|--|----------------------|
| | Start | End | | |
| CRV | 09.30.2003 | 10.01.2003 | Banco BCI Corredores de Bolsa | Pesos |
| CRV | 09.30.2003 | 10.01.2003 | Banchile | Dollars |
| CRV | 07.14.2003 | 10.03.2003 | Banco Santander Santiago | Pesos |
| CRV | 08.13.2003 | 10.06.2003 | Banco Santander Santiago | Pesos |
| CRV | 08.13.2003 | 10.27.2003 | Banco Santander Santiago | Pesos |
| CRV | 09.25.2003 | 11.10.2003 | Banco Santander Santiago | Pesos |
| CRV | 09.25.2003 | 11.05.2003 | Banco Santander Santiago | Pesos |
| CRV | 09.25.2003 | 11.24.2003 | Banco Santander Santiago | Pesos |
| CRV | 07.29.2003 | 10.24.2003 | Scotiabank Sud Americano | Dollars |
| CRV | 09.25.2003 | 11.21.2003 | Scotiabank Sud Americano | Dollars |
| CRV | 09.30.2003 | 10.30.2003 | Inversiones Boston Corredores de Bolsa Ltda. | Dollars |
| CRV | 09.30.2003 | 10.10.2003 | Banco de Chile | Pesos |
| CRV | 09.29.2003 | 10.03.2003 | Banco de Chile | Pesos |
| CRV | 09.30.2003 | 10.10.2003 | Banco de Chile | Pesos |
| CRV | 09.29.2003 | 10.04.2003 | Banco de Chile | Pesos |
| CRV | 09.29.2003 | 10.07.2003 | Banco de Chile | Dollars |
| CRV | 09.30.2003 | 10.10.2003 | Banco Bilbao Vizcaya Argentaria | Dollars |
| CRV | 09.25.2003 | 10.27.2003 | Banco Bilbao Vizcaya Argentaria | Dollars |
| CRV | 09.25.2003 | 10.10.2003 | Banco Bilbao Vizcaya Argentaria | Dollars |
| CRV | 09.30.2003 | 10.10.2003 | Banco Bilbao Vizcaya Argentaria | Dollars |
| CRV | 09.30.2003 | 10.10.2003 | Banco Bilbao Vizcaya Argentaria | Dollars |

| Price Set | Rate | Final Value | Instrument | Market Value |
|--------------|------|----------------|-------------------|--------------|
| 827,000 | 0.22 | 827,061 | BPC-PDBC | 827,000 |
| 1,228,229 | 1.00 | 1,220,581 | CHI-EST-PRD-FNCHI | 1,228,229 |
| 350,000 | 0.30 | 352,552 | PRBC | 352,488 |
| 350,000 | 0.30 | 351,701 | PRBC | 351,554 |
| 300,000 | 0.30 | 302,100 | PRBC | 301,372 |
| 150,000 | 0.30 | 150,621 | PRBC | 150,081 |
| 320,000 | 0.30 | 321,181 | PRBC | 320,173 |
| 320,000 | 0.30 | 321,728 | PRBC | 320,173 |
| 280,000 | 1.60 | 265,410 | PRBC | 265,140 |
| 262,400 | 1.60 | 265,016 | PRBC | 264,454 |
| 228,000 | 0.29 | 228,066 | PRD | 228,000 |
| 500,000 | 0.27 | 500,450 | PRD | 500,000 |
| 250,000 | 0.33 | 250,110 | PRD | 250,028 |
| 70,000 | 0.27 | 70,063 | PRD | 70,000 |
| 105,000 | 0.33 | 105,046 | PRD | 105,012 |
| 458,201 | 1.55 | 456,226 | PRD | 456,089 |
| 109,746 | 1.70 | 109,112 | PRD | 109,060 |
| 1,688,773 | 2.00 | 1,701,713 | PRD | 1,699,165 |
| 657,110 | 1.80 | 661,466 | PRD | 661,135 |
| 63,852 | 1.70 | 63,483 | PRD | 63,453 |
| 19,954 | 1.70 | 19,838 | PRD | 19,829 |

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12. Fixed Assets

Fixed Assets:

Cristalerias de Chile S.A.

The Fixed Assets are valued according to note 2j), and the main goods included under this item as of september 30, 2003 and 2002 are the ones detailed in the annexed table.

The items that make up the Company's fixed assets as of September 30, 2003 and 2002 include mainly Land, Industrial Constructions, Infrastructure Works, Machinery, and Equipment distributed between the Padre Hurtado, Alto Jahuel and other minor.

During 2002, the parent company effected a fixed asset inventory, proceeding to adjust the values of write-off assets with their respective accumulated depreciation.

Technical Reappraisal and Adjustment of Accounting Values:

The parent company carried out a technical reappraisal of its fixed assets in 1979. Likewise, in June 1986 it adjusted those assets. Both operations were carried out according to the provisions established in Circular Letters No. 1529 and No. 550 respectively of the Securities and Insurance Commission.

The effects of these operations, including write-offs of property, are shown on the attached chart.

Depreciations:

The charge against results for this item amounts to Th Ch\$ 10,891,555 in 2003 and Th Ch\$ 10,261,008 in 2002.

The detail is shown on an attached chart.

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CRISTALERIAS DE CHILE S.A. AND SUBSIDIARIES

| | 2003 ThCh\$ | 2002 Th Ch\$ |
|---------------------------------------|----------------|-----------------|
| Land | | |
| Land and Mining Properties | 13,116,753 | 13,484,070 |
| Subtotal Lands | 13,116,753 | 13,484,070 |
| | | |
| Buildings and Infrastructure Projects | | |
| Hi rises and industrial buildings | 30,556,354 | 29,741,788 |
| Installations | 30,792,779 | 26,142,482 |
| Residences | 26,265 | 26,265 |
| Subtotal | 61,375,398 | 55,910,535 |
| | | |
| Accumulated depreciation | 18,771,389 | 15,644,259 |
| Fiscal year depreciation | 2,231,632 | 1,867,992 |
| Subtotal Depreciations | 21,003,021 | 17,512,251 |
| | | |
| Subtotal Constructions and Projects | 40,372,377 | 38,398,284 |

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| | | |
|----------------------------------|-------------|-------------|
| Machinery and Equipment | | |
| Machinery | 93,183,797 | 92,716,919 |
| Furnaces | 46,365,920 | 37,892,223 |
| Furniture and Furnishings | 2,526,959 | 2,926,751 |
| Tools | 625,352 | 631,234 |
| Rolling Stock | 863,602 | 796,879 |
| Subtotal | 143,565,630 | 134,964,006 |
| Accumulated depreciation | 62,802,660 | 60,902,367 |
| Fiscal year depreciation | 8,503,175 | 8,236,267 |
| Subtotal Depreciations | 71,305,835 | 65,825,364 |
| Subtotal Machinery and Equipment | 72,259,795 | 65,825,372 |
| Other Fixed Assets | | |
| Spare parts | 5,545,442 | 5,216,836 |
| Imports in transit | 131,726 | 65,105 |
| Work in progress | 2,734,774 | 2,577,078 |
| Lots in Pirque and Leyda | 464,290 | 475,952 |
| Deferred Customs Duties | 289,747 | 457,394 |
| Packages and Bundling | 236,179 | 236,182 |
| Other | 1,922,909 | 1,609,532 |
| Subtotal Other Assets | 11,325,067 | 10,638,079 |
| Total Fixed Assets | 229,382,848 | 214,996,690 |
| Total Accumulated Depreciation | 81,574,049 | 76,546,626 |
| Total Depreciation of the Period | 10,734,807 | 10,104,259 |
| Total Net Fixed Assets | 137,073,992 | 128,345,805 |

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TECHNICAL REVALUATION AND ADJUSTMENT TO ACCOUNTING VALUES

| | 2003 | 2002 |
|---|-------------|-------------|
| | ThCh\$ | Th Ch\$ |
| Land | | |
| Land | 313,585 | 319,476 |
| Subtotal net land and mining properties | 313,585 | 319,476 |
| Buildings and Infrastructure Projects | | |
| High rises and industrial buildings | 6,264,995 | 6,258,899 |
| Installations | 41,406 | 444,405 |
| Subtotal Buildings | 6,306,401 | 6,703,304 |
| Accumulated Depreciation | (4,861,664) | (5,055,742) |
| Fiscal year depreciation | (156,748) | (156,749) |
| Subtotal depreciation | (5,018,412) | (5,212,491) |
| Subtotal Buildings and Infrastructure project | 1,287,989 | 1,490,813 |
| Machinery and Equipment | | |
| Furnaces | 0 | 530,370 |
| Machinery | 0 | 1,015,188 |
| Furniture and Furnishings | 0 | 54,778 |

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| | | |
|-------------------------------------|-------------|-------------|
| Tools | 0 | 14,554 |
| Subtotal Machinery and Equipment | 0 | 1,614,890 |
| Accumulated Depreciation | 0 | (1,614,890) |
| Fiscal year depreciation | 0 | 0 |
| Subtotal depreciation | 0 | (1,614,890) |
| Subtotal Machinery and Equipment | 0 | 0 |
| Subtotal Net Technical Revalatuaion | 1,601,574 | 1,810,289 |
| TOTAL REVALUED ASSETS | 6,619,986 | 8,637,670 |
| TOTAL ACCUMULATED DEPRECIATION | (4,861,664) | (6,670,632) |
| TOTAL DEPRECIATION OF THE PERIOD | (156,748) | (156,749) |
| TOTAL NET | 1,601,574 | 1,810,289 |

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13. Sales transactions with leaseback

These type of transactions were not carried out as of September 30, 2003 and 2002.

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14. Investments in related companies

Investments in force as of September 30, 2003 and 2002 are detailed as follows:

METROPOLIS INTERCOM S.A.

On April 30, 2000 the Shareholders of Metropolis Intercom S.A.. agreeded to make a capital increase by issuing 3,923,834 shares for Ch\$ 1,256.67 per share, equivalent to Th Ch\$ 4,931,000. Such amount was subscribed 50% by Cristalchile Comunicaciones S.A. and the remaining 50% by Liberty Comunicaciones de Chile Uno Ltda.

The payment of such subscription was made by the subsidiary Cristalchile Comunicaciones S.A. on September 29, 2003, paying 1,961,917 shares for a value of Th Ch\$ 2,462,794.

CIECSA S.A.

On August 26, 2003 the Shareholders of Ciecsa S.A. agreeded to increase company's equity through the issue of 36,400,000 shares equivalent to Th Ch\$ 910,000 which were fully subscribed by Cristalerias de Chile S.A.

This capital increase allowed CIECSA S.A. to complete financing in order to pay the balance of a ThUS\$ 2,100 debt it had with Televisa S.A., produced by the purchase of 7,885,472 shares of Megavision S.A. in August 2002.

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MEGAVISION S.A.

On August 27, 2002 the Company purchased from Televisa S.A. 7,885,472 shares of Megavision S.A., which correspond to the totality of the participation that Televisa S.A. held in that company.

The price of transaction of the shares of Megavision S.A. held by Televisa S.A. was Th US\$ 4,200,000; equivalent to US\$ 0.532625 per share. Both parties agreed that the aforementioned price would be paid with US\$2,100,000 cash on August 27, 2002, and the remaining balance of US\$ 2,100,000 on August 27, 2003.

On the other hand, Ciecsa S.A. sold 3,600 shares of Megavision S.A. at a price of US\$ 0.532625 each, to Servicios y Consultorias Hendaya S.A.

As a result of this transactions the participation of Ciecsa in Megavision S.A. reached 99.99%.

EDICIONES CHILOE S.A.

On September 27, 2001, the Shareholders of Ediciones Chiloe agreed to increase the company's equity in Th Ch\$ 684.308, by issuing 1,500,395 shares, that were subscribed both by Ciecsa S.A. and Recoletos Chile Ltda.

Of this issue 1,279,013 shares were paid for the equivalent to Th Ch\$583,339 through the contribution of 1,046 shares of Ediciones Financieras S.A., with a value of Th Ch\$ 421,551 and the capitalization of loans that the shareholders had granted the company for Th Ch\$ 161,788.

On February 4, 2002, the partners of Ediciones Chiloe agreed to pay 86,352 shares already subscribed. Ciecsa S.A. paid Th Ch\$ 19,859 equivalent to 43,176 shares, with which the participation in Ediciones Chiloe S.A. is maintained at 50%.

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There are 135,030 subscribed shares for which the due date is September 2004.

INVESTMENTS ABROAD

----- RAYEN CURA S.A.I.C.

On January 31, April 25 and September 30 of 2003 Rayen Cura S.A.I.C. carried out repayment of part of a capital increase paid on April 29, 2002. Total amounts reimbursed amounted Th US\$ 2,600.

As of September 30 the financial statements of Rayen Cura S.A.I.C. acknowledge a rate of exchange of \$ 2.87 Argentine pesos per Dollar. Cristalchile Inversiones, in turn, has adjusted the financial statements of Rayen Cura S.A.I.C. in order to acknowledge the variation occurred from \$3.32 (December 31, 2002) and \$2.87 Argentine pesos per US dollar at of September 30, 2003.

As an effect of the result of the subsidiary and the financial statements

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conversion of Rayen Cura S.A.I.C., according to the Chilean normative, CristalChile Inversiones S.A. has acknowledged during the period a profit of Th Ch\$ 717,358 and Th Ch\$ 2,675,431 loss as of September 30, 2002.

On the other hand, the Dollar rate of exchange variation in Chile during the period, originated adjustments of Th Ch\$ 1,232,724 and Th Ch\$500,208 from the investment in Rayen Cura and for goodwill from the purchase of shares of that company, respectively, which were charged (2003) and credited (2002) to the item Other Equity Reserves.

As stipulated in Technical Bulletin No. 64 of the Accountants Association of Chile, following is the information related to investments abroad:

| | 2002 Th\$ | 2003 Th\$ |
|---|--------------|--------------|
| CristalChile Inversiones's share of Rayen Cura S.A.I.C. | 12,917,603 | 17,079,169 |
| Negative goodwill(net of amortization) | 4,766,114 | 5,937,234 |
| | ----- | ----- |
| TOTAL | 17,683,717 | 23,016,403 |
| Loss due to devaluation | (2,055,600) | (3,671,745) |
| Accrued losses | 717,358 | (2,675,431) |

The investment in Rayen Cura S.A.I.C. is controlled in Dollars of the United States of America.

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CRISTALERIAS DE CHILE S.A.
NOTE 14- INVESTMENTS IN RELATED COMPANIES
BREAKDOWN OF INVESTMENTS

| R.U.T. | COMPANY | Country of Origin | Investment | | Shareholder (Percentage) | |
|--------------|-----------------------------------|-------------------|------------------|------------------|--------------------------|------------|
| | | | Control Currency | Number of Shares | 09-30-2003 | 09-30-2002 |
| 78.619.410-5 | Cordillera Comunicaciones Holding | Chile | Peso | 0 | 50.0000000000 | 50.000000 |
| 78.619.370-2 | Cordillera Comunicaciones Ltda. | Chile | Peso | 0 | 0.2500000000 | 0.250000 |
| 89.150.900-6 | Vina Los Vascos S.A. | Chile | Peso | 60,000,000 | 43.0000000000 | 43.000000 |
| 90.684.000-6 | Editorial Zig-Zag S.A. | Chile | Peso | 114,516,900 | 49.8896198750 | 49.889619 |
| 96.793.770-3 | Ediciones Chiloe S.A. | Chile | Peso | 1,570,146 | 49.9999965057 | 49.999999 |
| 96.826.870-8 | Inmobiliaria Don Alberto S.A. | Chile | Peso | 3,817 | 38.1700000000 | 38.170000 |
| 86.881.400-4 | Envases CMF | | | | | |

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| | | | | | | |
|--------------|-----------------------------|-----------|--------|------------|---------------|----------|
| 0-E | S.A. Rayen Cura | Chile | Peso | 28,000 | 50.0000000000 | 50.00000 |
| 98.806.690-0 | S.A.I.C Proser S.A. | Argentina | Dollar | 1,376,000 | 40.0000000000 | 40.00000 |
| 96.787.750-6 | Metropolis Intercom S.A. | Chile | Peso | 0 | 0.5000000000 | 0.50000 |
| | TOTAL | | | 88,970,214 | 2.2051403800 | 0.00000 |

| R.U.T. | BREAKDOWN OF INVESTMENTS | | | | | |
|--------------|--------------------------|-------------|-------------------|------------|-------------|------|
| | Net Income | | Result of Accrual | | VPP | |
| | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09- |
| 78.619.410-5 | -10,445,352 | -13,614,071 | -5,222,767 | -6,807,037 | 67,772,066 | 74, |
| 78.619.370-2 | -10,498,023 | -13,682,483 | -26,245 | -34,206 | 340,563 | |
| 89.150.900-6 | 1,110,802 | 147,423 | 477,645 | 63,391 | 5,595,667 | 4, |
| 90.684.000-6 | -323,472 | -264,183 | -161,268 | -66,983 | 227,120 | |
| 96.793.770-3 | -201,354 | -133,966 | -100,677 | -66,983 | 715,451 | |
| 96.826.870-8 | -8 | -2,734 | -4 | -1,042 | 10 | |
| 86.881.400-4 | 713,420 | 463,654 | 356,709 | 231,827 | 16,544,038 | 15, |
| 0-E | 1,793,395 | -6,688,577 | 717,358 | -2,675,431 | 12,917,603 | 17, |
| 98.806.690-0 | 146 | -3,340 | 2 | -3,328 | 1 | |
| 96.787.750-6 | 7,393,877 | 0 | 0 | 0 | 1,733,964 | |
| | | | | | 105,846,483 | 113, |

| R.U.T. | Book value of Investment | |
|--------------|--------------------------|------------|
| | 09-30-2003 | 09-30-2002 |
| 78.619.410-5 | 67,772,066 | 74,771,605 |
| 78.619.370-2 | 340,563 | 375,735 |
| 89.150.900-6 | 5,595,667 | 4,699,266 |
| 90.684.000-6 | 227,120 | 213,591 |

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| | | |
|--------------|-------------|------------|
| 96.793.770-3 | 528,779 | 567,295 |
| 96.826.870-8 | 10 | 91 |
| 86.881.400-4 | 16,544,038 | 15,148,398 |
| 0-E | 12,917,603 | 17,079,169 |
| 98.806.690-0 | 1 | 0 |
| 96.787.750-6 | 1,733,964 | 0 |
| | 105,659,811 | 12,855,150 |

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15. Investments in other companies

Investments in other companies that totaled Th Ch\$ 827,235 in September 30, 2003 (Th Ch \$1,319,838 in 2002) are shown on attached charts.

CRISTALERIAS DE CHILE S.A.
NOTE 15 - INVESTMENTS IN OTHER CORPORATIONS

| R.U.T. | Company Name | Number of Shares | Shareholding (Percentage) | Book Value 09-30-2003 | 09-30-2002 |
|--------------|-----------------------|------------------|---------------------------|-----------------------|------------|
| 96.895.100-9 | Internet Holding S.A. | 57,104 | 7.4020 | 222,521 | |
| 0-E | Bazuca.com Inc. | 266,500 | 7.8900 | 604,714 | |

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16. Goodwill Amortization

NEGATIVE GOODWILL

Stock purchases made in different periods of S.A. Vina Santa Rita, Vina Los Vascos S.A., Ciecsa S.A., Empresa Editora Zig Zag S.A., Red Televisiva Megavision S.A., Metropolis Intercom S.A., and Rayen Cura S.A.I.C. have produced negative goodwill whose net balance to be amortized as of September 30, 2003 totaled Th Ch 9,607,498 (Th Ch\$ 10,370,837 in 2002).

POSITIVE GOODWILL

As of September 30, 2003 and 2002 the parent company and the subsidiaries do not show any balance for this item.

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CRISTALERIAS DE CHILE S.A.
NOTE 16 - GOODWILL ON INVESTMENTS
NEGATIVE GOODWILL

| R.U.T. | Company Name | 09-30-2003 | | 09-30-2002 | |
|--------------|--------------------------------|-----------------------|---------------------------------|-----------------------|---------------------------------|
| | | Amount this period | Amortiz. Goodwill Balance | Amount this period | Amortiz. Goodwill Balance |
| 99.999.999-9 | Rayen Cura S.A. | 223,412 | 4,766,114 | 261,937 | |
| 86.547.900-K | S.A. Vina Santa Rita | 37,707 | 572,714 | 37,708 | |
| 96.608.270-4 | Ciecsa S.A. | 91,106 | 1,366,596 | 91,108 | |
| 89.150.900-6 | Vina Los Vascos S.A. | 66,877 | 1,171,686 | 66,530 | |
| 90.684.000-6 | Editorial Zig-Zag S.A. | 4,773 | 104,195 | 4,774 | |
| 79.952.350-7 | Red Televisiva Megavisión S.A. | 40,026 | 897,362 | 13,140 | |
| 96.787.750-6 | Metropolis Intercom S.A. | 0 | 728,831 | 0 | |
| | TOTAL | 463,901 | 9,607,498 | 475,197 | |

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17. Intangibles

As of September 30, 2003 and 2002 this item is composed as follows:

| | Th Ch\$ 2003 | Th Ch\$ 2002 |
|---|-----------------|-----------------|
| Concession of Channel 9 frequency and regional network | 10,200,756 | 10,200,584 |
| Trademarks | 1,613,800 | 1,546,684 |
| TOTAL INTANGIBLES | 11,814,556 | 11,747,268 |
| ACCUMULATED AMORTIZATIONS | | |
| From Channel 9 Frequency | (932,965) | (786,814) |
| From Trademarks | (222,184) | (182,988) |
| TOTAL AMORTIZATIONS | (1,155,149) | (969,802) |

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18. Others (Assets)

As of september 30, 2003 and 2002 the following are included under this item:

| | 2003 | 2002 |
|--|------------|------------|
| | Th Ch\$ | Th Ch\$ |
| Celulosa Arauco bonds (*) | 8,870,218 | 10,339,348 |
| Price differential bond adquisition(*) | 101,384 | 240,869 |
| Negative goodwill Bond Sale (Net) | 3,209,731 | 3,548,757 |
| Expenses of bond sales | 1,092,665 | 1,288,650 |
| Bank Cash Reserve | 2,402 | 31,151 |
| Local programs to be exhibited over a year from the present | 0 | 0 |
| Foreign programs to be exhibited over a year from the present | 743,899 | 2,764,162 |
| Long-Term Tax VAT Vina Dona Paula | 437,144 | 258,357 |
| No Accrued Custom Duty Interests | 0 | 50,271 |
| Presumed Minimum Profit Tax | 20,694 | 18,763 |
| Other | 45,295 | 149,966 |
| | ----- | ----- |
| Total | 14,523,432 | 18,690,294 |

(*) Investment in Celulosa Arauco bonds equivalent to US\$ 13,420,000 at an annual rate of 6.95% and maturity at September 15, 2005, Th Ch\$ 101,384 for surplus Price differential paid in the acquisition of Celulosa Arauco bonds, which will be amortized in the same term of the bond's maturity date.

Considering that there is the intention of maintaining the Celulosa Arauco and Constitucion S.A. bonds until their maturity date on September 15, 2005, the valuation and registration of the bonds fulfills the provisions in Circular Letter No. 368 of the S.V.S., as Long-term Fixed Rate Instruments.

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19. Short-term obligations with banks and financial institutions

A detailed list of operations is shown on the attached chart.

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CRISTALERIAS DE CHILE S.A.

NOTE 19- OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS, SHORT TERM

Type of Currency and Readjustment Index

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Bank or Financial
R.U.T. Institution Dollars Euros Yen

| | | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 |
|---|-------------------------------------|------------|------------|------------|------------|------------|------------|
| Short term (code: 5.21.10.10) | | | | | | | |
| 0-E | Banco Regional de Cuyo | 0 | 0 | 0 | 0 | 0 | 0 |
| 97.004.000-5 | Banco de Chile | 133,106 | 0 | | | | |
| 97.036.000-K | Banco SantanderSantiago | 0 | 75,872 | 0 | 0 | 0 | 0 |
| | Other | 0 | 0 | 0 | 0 | 0 | 0 |
| | TOTAL | 133,106 | 75,872 | 0 | 0 | 0 | 0 |
| | Amount capital due | 132,192 | 75,839 | 0 | 0 | 0 | 0 |
| | Annual average interest rate | 1.88 | 2.60 | 0.00 | 0.00 | 0.00 | 0.00 |
| Long Term - Short Term (code: 5.21.10.20) | | | | | | | |
| 0-E | JP Morgan Chase Bank | 136,073 | 22,015,872 | 0 | 0 | 0 | 0 |
| 97.036.000-K | Banco SantanderSantiago | 0 | 0 | 0 | 0 | 0 | 0 |
| 97.008.000-7 | Citibank NA | 1,818,983 | 2,137,069 | 0 | 0 | 0 | 0 |
| 0-E | Banco Dresner | 0 | 554,750 | 0 | 0 | 0 | 0 |
| 0-E | Banco Argentaria | 241,755 | 282,326 | 0 | 0 | 0 | 0 |
| 97.018.000-1 | Scotiabank | 0 | 0 | 0 | 0 | 0 | 0 |
| | Banco Credito e | | | | | | |
| 97.006.000-6 | Inversiones | 0 | 0 | 0 | 0 | 0 | 0 |
| 97.004.000-4 | Banco de Chile | 0 | 0 | 0 | 0 | 0 | 0 |
| 97.030.000-5 | Banco Estado | 0 | 0 | 0 | 0 | 0 | 0 |
| | Other | 0 | 0 | 0 | 0 | 0 | 0 |
| | TOTAL | 2,196,811 | 24,990,017 | 0 | 0 | 0 | 0 |
| | Amount capital due | 2,043,238 | 24,944,632 | 0 | 0 | 0 | 0 |
| | Average annual interest rate | 1.83 | 3.35 | 0.00 | 0.00 | 0.00 | 0.00 |
| | Percentage oblig. foreign curr. (%) | | 57.0000 | | | | |
| | Percentage oblig. foreign curr. (%) | | 43.0000 | | | | |

CRISTALERIAS DE CHILE S.A.

NOTE 19- OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS, SHORT TERM

Type of Currency and Readjustment Index

| R.U.T. | Bank or Financial Institution | Other Foreign Currencies | U.F. | Nonadjusta |
|--------|-------------------------------|--------------------------|------------|------------|
| | | 09-30-2003 | 09-30-2002 | 09-30-2003 |

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Short term (code: 5.21.10.10)

| | | | | | | |
|--------------|------------------------------|--------|-------|------|------|---------|
| 0-E | Banco Regional de Cuyo | 17,792 | 9,755 | 0 | 0 | 0 |
| 97.004.000-5 | Banco de Chile | 0 | 0 | 0 | 0 | 0 |
| 97.036.000-K | Banco SantanderSantiago | 0 | 0 | 0 | 0 | 0 1,031 |
| | Other | 0 | 0 | 0 | 0 | 0 |
| | TOTAL | 17,792 | 9,755 | 0 | 0 | 0 1,031 |
| | Amount capital due | 17,792 | 9,755 | 0 | 0 | 0 1,029 |
| | Annual average interest rate | 0.00 | 3.09 | 0.00 | 0.00 | 0.00 |

Long Term - Short Term (code: 5.21.10.20)

| | | | | | | |
|--------------|-------------------------------------|------|------|-----------|-----------|---------|
| 0-E | JP Morgan Chase B`ank | 0 | 0 | 0 | 0 | 0 |
| 97.036.000-K | Banco SantanderSantiago | 0 | 0 | 471,630 | 253,018 | 0 |
| 97.008.000-7 | Citibank NA | 0 | 0 | 0 | 0 | 0 |
| 0-E | Banco Dresner | 0 | 0 | 0 | 0 | 0 |
| 0-E | Banco Argentaria | 0 | 0 | 0 | 0 | 0 |
| 97.018.000-1 | Scotiabank | 0 | 0 | 447,011 | 449,736 | 0 |
| | Banco Credito e | | | | | |
| 97.006.000-6 | Inversiones | 0 | 0 | 170,149 | 170,010 | 0 |
| 97.004.000-4 | Banco de Chile | 0 | 0 | 317,510 | 213,986 | 0 |
| 97.030.000-5 | Banco Estado | 0 | 0 | 0 | 0 | 268,914 |
| | Other | 0 | 0 | 0 | 0 | 0 |
| | TOTAL | 0 | 0 | 1,406,300 | 1,086,750 | 268,914 |
| | Amount capital due | 0 | 0 | 1,323,507 | 991,467 | 264,375 |
| | Average annual interest rate | 0.00 | 0.00 | 4.43 | 4.22 | 4.94 |
| | Percentage oblig. foreign curr. (%) | | | | | |
| | Percentage oblig. foreign curr. (%) | | | | | |

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20. Other Current Liabilities

As of September 30, 2003, there was a balance Th Ch\$ 5,056,060 in favor of financial institutions corresponding to future contracts in foreign currency subscribed by the parent company and its subsidiaries. More detail on these is shown in note 34 Derivative Contracts.

As of September 30, 2002 there was no balance for this item in othe current liabilities.

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21. Long-term obligations with banks and financial institutions

The obligations with banks and financial institutions are presented on the charts attached.

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CRISTALERIAS DE CHILE S.A.

NOTE 21: LONG-TERM OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS

| R.U.T. | Institution Bank or Financial Institution | Currency adjustment index | Years of Maturity | | |
|---|--|---------------------------------|-------------------------------------|-------------------------------------|-------------------|
| | | | More than 1 up to 2 Thou Ch\$ | More than 2 up to 3 Thou Ch\$ | More up Tho |
| 0-E | J.P. Morgan Chase Bank | Dollars | 0 | 8,262,125 | 24 |
| 90.008.000-K | Citibank N.A. | Dollars | 781,146 | 0 | |
| | | Dollars | 120,755 | | |
| 97.006.000-6 | Banco Credito e Inversiones | UF | 169,460 | 84,728 | |
| 97.004.000-5 | Banco de Chile | UF | 1,222,750 | 0 | |
| 0-E | Banco Argentaria | Dollars | 120,877 | 0 | |
| | | Other | | | |
| 0-E | Banco Regional de Cuyo | currency | 44,835 | 10,760 | |
| 97.030.000-7 | Banco Estado | Non-adjustment | 275,722 | 264,376 | |
| 97.036.000-K | Banco SantanderSantiago | UF | 458,673 | 458,673 | |
| 97.018.000-1 | Banco Scotiabank | UF | 406,670 | 406,670 | |
| | Total | | 3,600,888 | 9,487,332 | 26 |
| Percentage of obligations in foreign currency | | | 87.0000% | | |
| Percentage of obligations in local currency | | | 13.0000% | | |

CRISTALERIAS DE CHILE S.A.

NOTE 21: LONG-TERM OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS

| R.U.T. | Institution Bank or Financial Institution | Years of Maturity | | Closing date Current period | |
|--------------|--|------------------------------|--------|---|-------------------------------|
| | | More than 10 years Amount | Period | Total Long- Term at closing of Financial Statements | Annu avera inter rat |
| 0-E | J.P. Morgan Chase Bank | 0 | 0 | 33,048,500 | |
| 90.008.000-K | Citibank N.A. | 0 | 0 | 781,146 | |
| | | 0 | 0 | 120,755 | |
| 97.006.000-6 | Banco Credito e Inversiones | 0 | 0 | 254,188 | TAB |

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| | | | | | |
|--------------|-------------------------|---|---|------------|-------|
| 97.004.000-5 | Banco de Chile | 0 | 0 | 1,222,750 | TAB 1 |
| 0-E | Banco Argentaria | 0 | 0 | 120,877 | |
| 0-E | Banco Regional de Cuyo | 0 | 0 | 57,464 | |
| 97.030.000-7 | Banco Estado | 0 | 0 | 672,286 | |
| 97.036.000-K | Banco SantanderSantiago | 0 | 0 | 1,376,019 | TAB 1 |
| 97.018.000-1 | Banco Scotiabank | 0 | 0 | 1,626,680 | TAB 1 |
| | Total | 0 | | 39,280,665 | |

Percentage of obligations in foreign currency

Percentage of obligations in local currency

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22. Short-term and long-term obligations with the public (promissory notes and bonds)

The balance for the short-term as of September 30, 2003 was Th Ch\$ 1,141,520, corresponding to interests accrued for bonds issued by the Parent Company and the subsidiary S.A. Vina Santa Rita.

As of September 30, 2003, there are long-term obligations with the public for Th Ch\$ 89,813,959, of which Th Ch\$ 69,478,723 correspond to bonds issued in UF's by the parent company, of series C1, C2, D1, D2; and Th Ch\$ 20,335,236 which correspond to bonds series C and D issued in UF's by the subsidiary S.A. Vina Santa Rita.

As of September 30, 2002 the balance in the short term was Th Ch\$ 1,573,197, corresponding to accrued interests of bonds issued by the parent company and the subsidiary S.A. Vina Santa Rita.

As of September 30, 2002, there are long-term obligations with the public for Th Ch\$ 89,740,797, of which Th Ch\$ 69,422,126 correspond to bonds issued in UF's by the parent company, of series C1, C2, D1, D2; and Th Ch\$ 20,318,671 which correspond to bonds of series C and D issued by the subsidiary S.A. Vina Santa Rita.

This liability is shown in detail in the appendix.

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Cristalerias de Chile S.A.

NOTE 22: SHORT-TERM AND LONG-TERM OBLIGATIONS WITH PUBLIC
(PROMISSORY NOTES AND BONDS)

| BONDS REGISTRATION OR IDENTIFICATION No. OF INSTRUMENT | SERIES | CURRENT DEPOSIT FACE VALUE | INDEXING UNIT OF BOND | INTEREST RATE |
|---|--------|----------------------------------|--------------------------|------------------|
| ----- | ----- | ----- | ----- | ----- |

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| LONG-TERM BONDS-CURRENT PORTION | | | | |
|---------------------------------|--------------|---|----|------|
| 296-09.07.02 | C1 Interests | 0 | UF | 4.75 |
| 296-09.07.02 | C2 Interests | 0 | UF | 4.75 |
| 296-09.07.02 | D1 Interests | 0 | UF | 5.80 |
| 296-09.07.02 | D2 Interests | 0 | UF | 5.80 |
| 144-12.07.91 | A | 0 | UF | 6.70 |
| 241-15.12.00 | C1 Interests | 0 | UF | 6.25 |
| 241-15.12.00 | D1 Interests | 0 | UF | 6.25 |
| 241-15.12.00 | D2 Interests | 0 | UF | 6.25 |
| TOTAL CURRENT PORTION | | | | |

| LONG-TERM BONDS | | | | |
|-----------------|----|-----------|----|------|
| 296-09.07.02 | C1 | 1,500,000 | UF | 4.75 |
| 296-09.07.02 | C2 | 500,000 | UF | 4.75 |
| 296-09.07.02 | D1 | 1,900,000 | UF | 5.80 |
| 296-09.07.02 | D2 | 200,000 | UF | 5.80 |
| 241-15.12.00 | C1 | 200,000 | UF | 6.25 |
| 241-15.12.00 | D1 | 100,000 | UF | 6.25 |
| 241-15.12.00 | D2 | 900,000 | UF | 6.25 |
| LONG-TERM TOTAL | | | | |

Cristalerias de Chile S.A.

NOTE 22: SHORT-TERM AND LONG-TERM OBLIGATIONS WITH PUBLIC
(PROMISSORY NOTES AND BONDS)

| BONDS REGISTRATION OR IDENTIFICATION No. OF INSTRUMENT | SERIES | INSTALLMENTS | | PAR VALUE | |
|---|--------------|---------------------|-------------------------|------------|-----|
| | | INTEREST PAYMENT | AMORTIZATION PAYMENT | 09-30-2003 | 09- |
| LONG-TERM BONDS-CURRENT PORTION | | | | | |
| 296-09.07.02 | C1 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 255,254 | |
| 296-09.07.02 | C2 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 85,085 | |
| 296-09.07.02 | D1 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 393,798 | |
| 296-09.07.02 | D2 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 41,452 | |
| 144-12.07.91 | A | SEMI-ANNUAL | SEMI-ANNUAL | 0 | |
| 241-15.12.00 | C1 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 60,988 | |
| 241-15.12.00 | D1 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 30,494 | |
| 241-15.12.00 | D2 Interests | SEMI-ANNUAL | SEMI-ANNUAL | 274,449 | |
| TOTAL CURRENT PORTION | | | | 1,141,520 | 1 |
| LONG-TERM BONDS | | | | | |
| 296-09.07.02 | C1 | SEMI-ANNUAL | SEMI-ANNUAL | 25,419,045 | 25 |
| 296-09.07.02 | C2 | SEMI-ANNUAL | SEMI-ANNUAL | 8,473,015 | 8 |
| 296-09.07.02 | D1 | SEMI-ANNUAL | SEMI-ANNUAL | 32,197,457 | 32 |
| 296-09.07.02 | D2 | SEMI-ANNUAL | SEMI-ANNUAL | 3,389,206 | 3 |
| 241-15.12.00 | C1 | SEMI-ANNUAL | SEMI-ANNUAL | 3,389,206 | 3 |
| 241-15.12.00 | D1 | SEMI-ANNUAL | SEMI-ANNUAL | 1,694,603 | 1 |
| 241-15.12.00 | D2 | SEMI-ANNUAL | SEMI-ANNUAL | 15,251,427 | 15 |
| LONG-TERM TOTAL | | | | 89,813,959 | 89 |

23. Provisions and Write-Offs

Provisions

The Company has short-term provisions of Th Ch\$ 9,664,291 as of September 30, 2003, and Th Ch\$ 12,761,878 in 2002.

Long-term provisions of Th Ch\$ 7,623,385 and Th Ch\$ 5,444,154 are recorded for the years 2003 and 2002 respectively.

In the attached chart a detail for provisioned amounts is shown.

Bad Debt Provisions:

The parent company and the subsidiaries S.A. Vina Santa Rita and Ciecsa S.A. have established a bad debt provision of Th Ch\$ 738,465 and Th Ch\$ 699,826 as of September 30, 2003 and 2002, respectively.

This provision is deducted from the balance of Debtors from Sales and Documents Receivable.

Vacation Provision:

The parent company and its subsidiaries have established provisions for the total cost of vacations pending as of June 30, 2003 and 2002, as established in Technical Bulletin No. 47 of the Accountants Association of Chile.

The net balance for this item is Th Ch\$ 994,626 as of September 30, 2003 (Th Ch\$ 974,092 in 2002).

Provision for Furnace Reconstruction:

This reserve is established throughout the useful life of the refractants of each smelting furnace so their repair will not distort the result of the fiscal year when the repairs are made.

The Company has established a reserve in the amount of Th Ch\$ 3,514,837 and Th Ch\$ 3,199,104 as of September 30, 2003 and 2002, respectively.

CRISTALERIAS DE CHILE S.A.
NOTE 23: PROVISIONS AND WRITE-OFFS

| 09-30-2003 | 09-30-2002 |
|------------|------------|
| Thou Ch\$ | Thou Ch\$ |
| ----- | ----- |

Short-Term

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| | | |
|---------------------------------------|-----------|------------|
| Commissions and Fees | 2,885,484 | 3,127,859 |
| Reserve indirect cost | 1,180,854 | 1,287,744 |
| Packing return to clients | 1,150,178 | 1,288,343 |
| Legal holidays | 994,626 | 974,092 |
| Local and foreign suppliers | 885,780 | 1,218,482 |
| Advertising Agency Commission | 513,278 | 618,937 |
| Spareparts reserve | 438,189 | 459,332 |
| Grape harvest expenses | 405,606 | 117,683 |
| Advertising and marketing | 242,503 | 94,820 |
| Severance payments | 181,526 | 171,436 |
| Share of Board of Directors | 162,213 | 800,062 |
| Reserve for loss of exported products | 89,709 | 0 |
| Reserve for bonus | 81,832 | 68,593 |
| Copyright | 48,248 | 297,877 |
| Furnace reconstruction | 0 | 1,628,602 |
| Insurance Policies | 0 | 28,776 |
| Other reserves | 404,265 | 579,240 |
| TOTAL | 9,664,291 | 12,761,878 |
| Long-Term | | |
| Severance payment | 4,108,548 | 3,873,652 |
| Furnace reconstruction | 3,514,837 | 1,570,502 |
| TOTAL | 7,623,385 | 5,444,154 |

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24. Severance Payment

The provision for severance payments to personnel is included at its current value, as expressed in note 2 t).

As of September 30, 2003 it amounts to Th Ch\$ 4,290,074 (Th Ch\$ 4,045,088 in 2002).

As of September 30, 2003, the parent company has paid severance payments of Th Ch\$ 138,485 (Th Ch\$ 66,607 in 2002) chargeable against the provision.

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25. Other long-term liabilities

As of September 30, 2003 and 2002 there are no balances for this item.

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26. Minority interest

The subsidiaries that generate minority interests as of September 30, 2003 and

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2002 are shown on the attached chart.

CRISTALERIAS DE CHILE S.A.
NOTE 26: MINORITY INTEREST

| SUBSIDIARY COMPANY | NET WORTH | | RESULTS | |
|----------------------------------|-------------------|-------------------|--------------------|--------------------|
| | Thou Ch\$ | Thou Ch\$ | Thou Ch\$ | Thou Ch\$ |
| | 2003 | 2002 | 2003 | 2002 |
| S.A.Vina Santa Rita | 37,352,787 | 36,456,464 | (1,715,871) | (3,851,187) |
| CIECSA Consolidated | 292,433 | 226,538 | (21,186) | (256,777) |
| Constructora Apoger S.A. | 1,022 | 10,434 | 210 | (340) |
| Cristalchile Comunicaciones S.A. | 1,293 | 1,487 | 97 | 135 |
| TOTAL | 37,647,535 | 36,694,923 | (1,736,750) | (4,108,169) |

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27. Changes in Equity

a. Activity in 2003 and 2002

The activity of the capital and reserve accounts in the fiscal years ended in September 30, 2003 and 2002, are shown in the attached charts.

b. Other Reserves

The detail of this item is as follows:

| | 2003 ThCh\$ | 2002 ThCh\$ |
|---|------------------|-------------------|
| Future capital increases | 4,599,545 | 4,390,932 |
| Reserve for adjustment of value of fixed assets | 1,601,574 | 1,810,288 |
| Adjustment for conversion difference in investment in Rayen Cura S.A.I.C. | 2,129,950 | 5,578,731 |
| Difference VPP Sodex | (218,686) | (218,689) |
| TOTAL OTHER RESERVES | 8,112,383 | 11,561,262 |

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CRISTALERIAS DE CHILE S.A.
NOTE 27: CHANGES IN NET WORTH

| ITEM | Paid-in Capital | Reserve capital revaluation | Premium in sale of shares | Other Reserves | Res Fu Divi |
|--|--------------------|-----------------------------------|---------------------------------|-------------------|-------------------|
| Balances as of 09/30/2003 | | | | | |
| Initial balance | 64,749,257 | 0 | 27,598,393 | 9,713,099 | 114 |
| Distribution result previous fiscal year | 0 | 0 | 0 | 0 | 14 |
| Final dividend previous fiscal year | 0 | 0 | 0 | 0 | -5 |
| Capital increases with cash stock issue | 0 | 0 | 0 | 0 | |
| Reserves and/or Profits Capitalization | 0 | 0 | 0 | 0 | |
| Development period Accumulated deficit | 0 | 0 | 0 | 0 | |
| Accumulated conversion difference adjustment | 0 | 0 | 0 | -1,717,273 | |
| Eventual Dividends | 0 | 0 | 0 | 0 | |
| Owner's equity Revaluation | 0 | 776,991 | 331,181 | 116,557 | 1 |
| Fiscal Year Result | 0 | 0 | 0 | 0 | |
| Provisional Dividends | 0 | 0 | 0 | 0 | |
| Final balances as of 09/30/2003 | 64,749,257 | 766,991 | 27,929,574 | 8,112,383 | 124 |
| Balances as of 09/30/2002 | | | | | |
| Initial balance as of 09/30/2002 | 62,863,356 | 0 | 26,794,558 | 7,942,919 | 102 |
| Distribution result previous fiscal year | 0 | 0 | 0 | 0 | 12 |
| Final dividend previous fiscal year | 0 | 0 | 0 | 0 | -4 |
| Capital increases with cash stock issue | 0 | 0 | 0 | 0 | |
| Reserves and/or profit Capitalization | 0 | 0 | 0 | 0 | |
| Development period accumulated deficit | 0 | 0 | 0 | 0 | |
| Accumulated conversion difference adjustment | 0 | 0 | 0 | 3,189,257 | |
| Eventual Dividends | 0 | 0 | 0 | 0 | |
| Owner's equity revaluation | 0 | 817,224 | 348,328 | 103,258 | 1 |
| Fiscal Year Result | 0 | 0 | 0 | 0 | |
| Provisional Dividends | 0 | 0 | 0 | 0 | |
| Final balances | 62,863,356 | 817,224 | 27,142,886 | 11,235,434 | 113 |
| Updated Final Balances as of 09/30/2002 | 64,686,393 | 840,924 | 27,930,030 | 11,561,262 | 116 |

CRISTALERIAS DE CHILE S.A.

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NOTE 27: CHANGES IN NET WORTH

| ITEM | Accumulated Results | Provisional Dividends | Devel. Period Deficit | Fiscal Year Result |
|--|---------------------|-----------------------|-----------------------|--------------------|
| Balances as of 09/30/2003 | | | | |
| Initial balance | 17,660,662 | -3,303,936 | 0 | 0 |
| Distribution result previous fiscal year | -17,660,662 | 3,303,936 | 0 | 0 |
| Final dividend previous fiscal year | 0 | 0 | 0 | 0 |
| Capital increases with cash stock issue | 0 | 0 | 0 | 0 |
| Reserves and/or Profits Capitalization | 0 | 0 | 0 | 0 |
| Development period Accumulated deficit | 0 | 0 | 0 | 0 |
| Accumulated conversion difference adjustment | 0 | 0 | 0 | 0 |
| Eventual Dividends | 0 | 0 | 0 | 0 |
| Owner's equity Revaluation | 0 | -960 | 0 | 0 |
| Fiscal Year Result | 0 | 0 | 0 | 2,415,990 |
| Provisional Dividends | 0 | -960,000 | 0 | 0 |
| Final balances as of 09/30/2003 | | -960,960 | | 2,415,990 |
| Balances as of 09/30/2002 | | | | |
| Initial balance as of 09/30/2002 | 17,770,611 | -4,657,728 | -123,129 | 0 |
| Distribution result previous fiscal year | -17,770,611 | 4,657,728 | 123,129 | 0 |
| Final dividend previous fiscal year | 0 | 0 | 0 | 0 |
| Capital increases with cash stock issue | 0 | 0 | 0 | 0 |
| Reserves and/or profit Capitalization | 0 | 0 | 0 | 0 |
| Development period accumulated deficit | 0 | 0 | 0 | 0 |
| Accumulated conversion difference adjustment | 0 | 0 | 0 | 0 |
| Eventual Dividends | 0 | 0 | 0 | 0 |
| Owner's equity revaluation | 0 | 0 | 0 | 0 |
| Fiscal Year Result | 0 | 0 | 0 | 15,984,148 |
| Provisional Dividends | 0 | -1,930,560 | 0 | 0 |
| Final balances | 0 | -1,930,560 | 0 | 15,984,148 |
| Updated Final Balances as of 09/30/2002 | | | | |
| | 0 | -1,986,546 | 0 | 16,447,688 |

CRISTALERIAS DE CHILE S.A.

NOTE 27: CHANGES IN NETWORTH - NUMBER OF SHARES

No. No. No. SHARES SHARES SHARES

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| SERIES | SUBSCRIBED | PAID | WITH VOTING |
|--------|------------|------------|-------------|
| ----- | ----- | ----- | ----- |
| SINGLE | 64,000,000 | 64,000,000 | 64,000,000 |

CRISTALERIAS DE CHILE S.A.

NOTE 27: CHANGES IN NETWORTH - CAPITAL (AMOUNT - TH CH\$)

| SERIES | SUBSCRIBED CAPITAL | PAID-IN CAPITAL |
|--------|-----------------------|--------------------|
| ----- | ----- | ----- |
| SINGLE | 64,749,257 | 64,749,257 |

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28. Other Non-Operating Income and Disbursements

As of September 30, 2003 and 2002 the non-operating income totals Th Ch\$ 553,447 and Th Ch\$ 859,482 respectively.

Non-operating Expenditures were Th Ch\$ 1,521,725 in 2003 and Th Ch\$ 2,692,423 in 2002.

More detail is shown on the attached chart.

CRISTALERIAS DE CHILE S.A.

NOTE 28: OTHER NON-OPERATING INCOME AND EXPENSES

| | 2003 | 2002 |
|---------------------------------------|---------|---------|
| | Th Ch\$ | Th Ch\$ |
| | ----- | ----- |
| INCOME | | |
| Offices and establishments rental | 156,873 | 225,044 |
| Tax exemptions | 106,623 | 127,418 |
| Indemnity for claims | 69,475 | 138,067 |
| Sale of materials | 20,919 | 9,397 |
| Fontec Proyect Benefit | 5,443 | 90,988 |
| Sale of fixed assets | 4,527 | 34,560 |
| Miscellaneous Income | 189,587 | 234,008 |
| | | |
| TOTAL NON-OPERATING INCOME | 553,447 | 859,482 |
| | | |
| EXPENSES | | |
| Professional advice | 569,119 | 607,037 |
| Suppliers | 173,030 | 641,087 |
| Frequency and internet amortization | 111,056 | 275,366 |
| Research and development Amortization | 89,757 | 0 |
| Loss in sales of fixed assets | 82,582 | 63,661 |

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| | | |
|-------------------------------------|------------------|------------------|
| Share of Board of Directors | 75,114 | 139,620 |
| Trademarks amortization | 72,058 | 42,061 |
| ADR'S expenses | 51,624 | 0 |
| Personnel Contracts Finished | 37,018 | 12,114 |
| Taxes | 17,579 | 0 |
| Write-Off drama series and others | 0 | 526,176 |
| Contracts and unpredictables | 0 | 154,589 |
| Leases | 0 | 40,748 |
| Insurance | 0 | 21,310 |
| Other expenses | 241,888 | 168,654 |
| TOTAL NON-OPERATING EXPENSES | 1,521,725 | 2,692,423 |

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29. Price Level Restatements

As a result of the application of the adjustment for price level restatements as described in Note 2 e), there was a net charge to results in the 2003 fiscal year in the amount of Th Ch\$ 705,670 and a net charge against results of Th Ch\$ 1,581,501 in 2002.

Additional information organized by item on the Balance Sheet is shown on the attached chart.

Cristalerias de Chile S.A.

NOTE 29: ADJUSTMENT FOR PRICE LEVEL RESTATEMENTS

| ASSETS (CHARGES)/CREDITS ----- | ADJUSTABILITY | | |
|---|----------------|---------------------|-----------------|
| | INDEX ----- | 09-30-2003 ----- | 09-30- ----- |
| INVENTORY | CPI | 96,579 | 1 |
| FIXED ASSETS | CPI | 1,523,345 | 1,5 |
| INVESTMENTS IN RELATED COMPANIES | CPI | 729,840 | 1,6 |
| MARKETABLE SECURITIES | CPI | 45,991 | |
| SHORT-TERM DEBTORS | CPI | 38,747 | |
| SHORT-TERM DEBTORS | UF | 1,009 | |
| ACCOUNTS RECEIVABLE RELATED COMPANIES | CPI | 262,350 | |
| LONG-TERM DEBTORS | CPI | 1,943 | |
| OTHER NON-MONETARY ASSETS | CPI | 461,321 | -2 |
| TIME DEPOSITS | CPI | 4,656 | |
| RATE DIFFERENCE IN PLACEMENT OF L/T BONDS | UF | 27,848 | |
| INFLATION EFFECT | CPI | 391,258 | |
| OTHER NON-MONETARY ASSETS | CPI | 2,361 | |
| EXPENSE AND COST ACCOUNTS | CPI | 209,427 | 9 |
| TOTAL (DEBITS)/CREDITS | | 3,796,675 | 4,2 |
| LIABILITIES (DEBITS)/ CREDITS | | | |

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| | | | |
|--|-----|------------|------|
| NET WORTH | CPI | -2,809,120 | -2,7 |
| ACCOUNTS PAYABLE RELATED COMPANIES | UF | -91 | |
| BANK LOANS | CPI | 0 | -2 |
| BANK LOANS | UF | -17,067 | |
| SHORT-TERM RESERVES | CPI | -5,086 | |
| LONG-TERM BANK LOANS | UF | -56,559 | |
| LONG-TERM BANK LOANS | CPI | 0 | -2 |
| LONG-TERM RESERVES | CPI | -71,369 | |
| LONG-TERM CREDITORS | CPI | -535 | |
| OBLIGATIONS WITH THE PUBLIC | CPI | -1,073,461 | -2 |
| MINORITY INTEREST | CPI | -1,038 | - |
| NON-MONETARY LIABILITIES | UF | -163,024 | -8 |
| INCOME ACCOUNTS | CPI | -304,995 | -1,2 |
| TOTAL (DEBITS)/ CREDITS | | -4,502,345 | -5,7 |
| (LOSS) PROFIT FROM ADJUSTMENT FOR CURRENCY DEVALUATION | | -705,670 | -1,5 |

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30. Exchange Differences

There is a net charge to results in the 2003 fiscal year of Th Ch\$ 12,269,406 and a net credit to results of Th Ch\$ 11,661,481 in 2002 due to exchange differences.

According to dispositions of Circular No. 1560 of the SVS, the net effect on results of foreign currency adjustable assets and liabilities adjustment without the inflationary effect of the local currency is presented under this item.

More information is shown on the attached chart.

Cristalerias de Chile S.A.

NOTE 30: EXCHANGE DIFFERENCES

| ITEM ---- | CURRENCY ----- | AMOUNT | |
|------------------------|-------------------|---------------------|---------------------|
| | | 09-30-2003 ----- | 09-30-2002 ----- |
| CURRENT ASSETS | DOLLARS | -1,084,194 | 1,333,867 |
| CURRENT ASSETS | OTHER CUR. | -72,836 | 35,331 |
| MARKETABLE SECURITIES | DOLLARS | -4,300,205 | 980,251 |
| CLIENTS | DOLLARS | -476,913 | 450,589 |
| CLIENTS | OTHER CUR | 227,690 | 1,094,278 |
| TIME DEPOSITS | DOLLARS | -131,752 | 5,606,858 |
| INVENTORY | DOLLARS | -300,861 | 724,432 |
| INVENTORY | OTHER CUR | 0 | 220 |
| LONG TERM INVESTMENTS | DOLLARS | -783,301 | 1,330,756 |
| FUTURE CONTRACT EFFECT | DOLLARS | -763,376 | 0 |
| INFLATIONARY EFFECT | DOLLARS | -391,258 | 0 |
| OTHER ASSETS | DOLLARS | -270,564 | 1,180,439 |

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| | | | |
|---|------------|-------------|------------|
| OTHER ASSETS | OTHER CUR. | -14,363 | 5,807 |
| TOTAL (DEBITS) CREDITS | | -8,361,933 | 12,742,828 |
| SHORT-TERM BANK CREDITS | DOLLARS | 0 | -3,888 |
| ACCOUNT PAYABLE | DOLLARS | 0 | 0 |
| DOCUMENTS PAYABLE | DOLLARS | 464,731 | -742,392 |
| DOCUMENTS PAYABLE | OTHER CUR. | -45,146 | -104,662 |
| MISCELLANEOUS CREDITORS SHORT TERM | DOLLARS | 64,714 | -109,118 |
| SHORT TERM RESERVES | DOLLARS | 2,897 | -205,976 |
| LONG-TERM BANK CREDITS | DOLLARS | 2,882,000 | 0 |
| LONG-TERM CREDITORS | DOLLARS | 7,134 | -265,405 |
| LONG TERM RESERVES | DOLLARS | 259,380 | -340,705 |
| OTHER LONG-TERM LIABILITIES | DOLLARS | -104,672 | 905,769 |
| OTHER LONG-TERM LIABILITIES | OTHER CUR. | -27,906 | -214,970 |
| FUTURE CONTRACT EFFECT | DOLLARS | -7,410,605 | 0 |
| INFLATIONARY EFFECT | DOLLARS | 0 | 0 |
| TOTAL (DEBITS) CREDITS | | -3,907,473 | -1,081,347 |
| (LOSS) PROFIT FROM EXCHANGE DIFFERENCES | | -12,269,406 | 11,661,481 |

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31. Extraordinary Items

As of September 30, 2003 and 2002 there are no extraordinary item.

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32. Expenses for the issue and placement of stocks and debt instruments

The parent company and the subsidiary S.A. Vina Santa Rita carried out bond placements in August 2002 and March 2001, incurring in placement expenses that as of September 30, 2003 totaled Th Ch\$ 3,793,386 (Th Ch\$ 4,191,997 in 2002).

The charge to Results for the amortization of these expenses for year 2003 amounts Th Ch\$ 277,966 (Th CH\$ 72,558 in 2002) and is beaing realized according to the maturity of each series.

| DETAIL | 2003 | | 2002 | |
|---------------------------------|-------------|-----------|-------------|-----------|
| | Short -Term | Long-Term | Short -Term | Long-Term |
| | ----- | ----- | ----- | ----- |
| Rate Placement Differential | 198,127 | 2,337,221 | 197,966 | 2,535,429 |
| Stamp Tax | 141,789 | 995,222 | 146,606 | 1,171,505 |
| Placement Commissions and other | 23,584 | 97,443 | 22,711 | 111,917 |
| Other | 0 | 0 | 636 | 5,227 |
| | ----- | ----- | ----- | ----- |

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363,500 3,429,886 367,919 3,824,078

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33. Cash Flow Statement

CASH FLOW STATEMENT

The values included in MISCELLANEOUS on the Cash Flow Statement are detailed on the attached appendix.

CRISTALERIAS DE CHILE S.A.

CASH FLOW STATEMENT

1. The following is the detail of the item OTHERS:

| | | 2003 | 2002 |
|-----------|---------------------------------------|-----------|------------|
| | | Th Ch\$ | Th Ch\$ |
| 541.11.40 | Other Income Received | | |
| | Treasury Refund Income Tax and others | 1,002,072 | 127,418 |
| | Recover VAT exportation | 1,368,663 | 1,379,565 |
| | Discount for paid of customs duties | 0 | 303,445 |
| | Severance insurance | 66,924 | 211,989 |
| | Other income | 314,328 | 365,883 |
| | Total | 2,751,987 | 2,388,300 |
| 541.11.80 | Other expenses paid | | |
| | Exchange difference | 5,243,049 | 612,683 |
| | Donations | 58,877 | 44,871 |
| | Finished personnel contracts | 0 | 12,114 |
| | Advice Services | 102,471 | 108,006 |
| | Shareholder's bonds | 75,114 | 0 |
| | Customs duties | 0 | 64,032 |
| | Other expenses | 586,852 | 668,054 |
| | Total | 6,066,363 | 1,509,759 |
| 541.12.75 | Other financial payments | | |
| | Maturity of future contracts | 694,920 | 0 |
| | Others | 64,484 | 0 |
| | Total | 759,404 | 0 |
| 541.13.15 | Sale of other investments | | |
| | Redemption Time Dep. over 90 days | 0 | 10,954,454 |
| | Redemption interests L.T. bonds | 0 | 539,039 |
| | Other | | 3,056 |
| | Total | -- | 11,496,549 |
| 541.13.30 | Other income from investments | | |

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| | | | |
|-----------|--------------------------------|-----------|-----------|
| | Maturity of future contracts | 2,261,336 | 4,634,901 |
| | Total | 2,261,336 | 4,634,901 |
| 541.13.65 | Other investment disbursements | | |
| | Purchase of shares | 318,170 | 366,017 |
| | Future contracts | 5,891,184 | 728,898 |
| | Others | 2,817 | 30,400 |
| | Total | 6,212,171 | 1,125,315 |

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Following are financing and investment activities that did not generate cash flow during the fiscal year, but that commit future parent company cash flows:

| ITEM | Amount Th Ch \$ | Due Date |
|----------------------------|-----------------|-------------|
| Dividend 155 | 960,000 | October-03 |
| Amounts payable investment | 213,469 | October-03 |
| Amounts payable investment | 173,757 | Decembre-03 |
| | ----- | |
| Total | 1,347,226 | |

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34. Derivative Contracts

FUTURE CONTRACTS IN FOREIGN CURRENCY

The parent company and its subsidiaries S.A. Vina Santa Rita and Ciecsa S.A. have signed future sales contracts in foreign currency of Th US\$ 93,600 in 2003 (Th US\$ 129,700 in 2002) subject to the regulations of Chapter VII of the Compendium of International Exchange Regulations of the Central Bank of Chile and Chapter 13-2 of the compilation of Regulations of Banks and Financial Institutions.

Additional information is presented on the attached chart listed in the order of each quarterly expiration period.

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CRISTALERIAS DE CHILE S.A.
NOTE 34: DERIVATIVE CONTRACTS

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| TYPE OF DERIVATIVE | TYPE OF CONTRACT | VALUE OF CONTRACT | MATURITY OR EXPIRATION DATE | SPECIFIC ITEM | DESCRIPTION OF CONTRACT PURCHASE/SALE POSITION | PROTECTED NAME |
|--------------------|------------------|-------------------|-----------------------------|---------------|--|----------------|
| FR | CI | 24,852,472 | THIRD 2004 | EXCH RATE | P | |
| FR | CI | 25,777,830 | FOURTH 2003 | EXCH RATE | P | |
| FR | CCPE | 742,140 | FIRST 2004 | EXCH RATE | P | DOLL |
| FR | CCPE | 742,140 | FIRST 2004 | EXCH RATE | P | DOLL |
| FR | CCPE | 1,442,580 | FOURTH 2003 | EXCH RATE | P | DOLL |
| FR | CCPE | 721,290 | FOURTH 2003 | EXCH RATE | P | DOLL |
| FR | CI | 1,456,920 | FOURTH 2003 | EXCH RATE | P | PAYABL |
| FR | CI | 1,456,920 | FOURTH 2003 | EXCH RATE | P | INVE |
| FR | CI | 721,290 | FOURTH 2003 | EXCH RATE | P | INVE |
| FR | CI | 2,769,040 | THIRD 2004 | EXCH RATE | P | INVE |
| FR | CI | 692,260 | THIRD 2004 | EXCH RATE | P | INVE |
| FR | CI | 353,270 | FOURTH 2003 | EXCH RATE | P | |
| FR | CI | 353,270 | FOURTH 2003 | EXCH RATE | P | |
| FR | CI | 360,805 | FOURTH 2003 | EXCH RATE | P | |
| FR | CI | 360,805 | FOURTH 2003 | EXCH RATE | P | |

CRISTALERIAS DE CHILE S.A.
NOTE 34: DERIVATIVE CONTRACTS

| TYPE OF DERIVATIVE | TYPE OF CONTRACT | VALUE OF PROTECTED ITEM | ACCOUNTS AFFECTED | | | |
|--------------------|------------------|-------------------------|-------------------------|-----------|---------------------------|---------------------|
| | | | ASSETS/LIABILITIES NAME | AMOUNT | EFFECT ON RESULT REALIZED | RESULT NOT REALIZED |
| FR | CI | - | LIABILITIES | 895,101 | -895,101 | - |
| FR | CI | - | LIABILITIES | 3,159,028 | -3,159,028 | - |
| FR | CCPE | 660,970 | LIABILITIES | 87,616 | -6,446 | - |
| FR | CCPE | 660,970 | LIABILITIES | 87,710 | -6,540 | - |
| FR | CCPE | 1,321,940 | LIABILITIES | 132,403 | -11,763 | - |
| FR | CCPE | 660,970 | LIABILITIES | 66,486 | -6,166 | - |
| FR | CI | 1,321,940 | LIABILITIES | 141,924 | -6,944 | - |
| FR | CI | - | LIABILITIES | 140,658 | -140,658 | - |
| FR | CI | - | LIABILITIES | 68,875 | -68,875 | - |
| FR | CI | - | LIABILITIES | 126,305 | -126,305 | - |
| FR | CI | - | LIABILITIES | 31,576 | -31,576 | - |
| FR | CI | - | LIABILITIES | 25,517 | -25,517 | - |
| FR | CI | - | LIABILITIES | 25,517 | -25,517 | - |
| FR | CI | - | LIABILITIES | 33,391 | -33,391 | - |
| FR | CI | - | LIABILITIES | 33,953 | -33,953 | - |

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35. Contingencies and Restrictions

CONTINGENCIES AND COMMITMENTS

As of September 30, 2003, there are a guarantees delivered in the amount of Th Ch\$ 7,944 (Th Ch\$ 7,938 in 2002), according to the detail in the attached chart.

LAWSUITS OR OTHER LEGAL ACTIONS THE COMPANY IS INVOLVED IN

As of September 30, 2003 and 2002 there are lawsuits and other legal actions pending corresponding to the subsidiary Red Televisiva Megavisión, which are presented in the annexed chart.

RESTRICTIONS

I. SYNDICATED LOAN

In relation to the syndicated loan subscribed with JP Morgan Chase Bank and other 8 creditor banks for US\$ 50 million, there are certain financial obligations mentioned as follows:

a) TOTAL CONSOLIDATED DEBT TO CAPITALIZATION RATIO

Cristalerías de Chile S.A will not allow the Total Consolidated Debt to Capitalization Ratio exceed the 0.45 to 1.0 ratio at any time.

Capitalization is defined as the sum of Net Worth plus Minority Interest plus total consolidated debt.

b) TOTAL CONSOLIDATED DEBT TO EBITDA RATIO

Cristalerías de Chile S.A will not allow the Net Consolidated Debt to EBITDA ratio to exceed the 2.5 to 1.0 ratio at any time.

Consolidated EBITDA is defined as the following: operating income plus depreciation and amortization, plus non-cash charges (as long as they have been deducted whe determining operating income) and cash income from interests minus non-cash credits (as long as they have been added when determining operating income), in each case for each period.

c) INTEREST COVERAGE RATIO

Cristalerías de Chile S.A. will not allow the Interest Coverage Ratio to be lower than the following ratios during the following periods: 3.5 from January 01 2001 to December 31, 2002; 4.0 from January 01, 2003 onwards.

Interest coverage at the day of determination is defined as the ratio between unconsolidated EBITDA for the period of four consecutive fiscal quarters that end on or most recently ended before, that date; and interest expenses for that period.

d) NET EQUITY

Cristalerías de Chile S.A. should maintain a minimum amount of UF 10,000,000.

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Cristalerias de Chile S.A. complies with 100% of the restrictions agreed with the creditor banks.

II. BOND ISSUE

The bond issue contract signed on May 29, 2002 with Banco Chile as the bonds owners' representative, establishes among others the following obligations:

a) Financial Indicators

Individual Balance: Indebtedness no higher than 1.2 times.

Consolidate Balance: Indebtedness no higher than 1.4 times.

b) Insurances for the Company and its subsidiaries' fixed assets.

c) The operations refered to by art. 44 and 89 of law 18,046 must be carried out according to the conditions that these establish.

d) Other minor restrictions related with the bond issue contract.

Cristalerias de Chile S.A. complies with 100% of restrictions agreed with the bonds' creditors.

OTHER CONTINGENCIES

As of September 30, 2003 and 2002, management is not aware of any other contingencies that could affect the company.

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CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS DIRECT GUARANTEES

| CREDITOR OF GUARANTEE ----- | NAME DEBTOR ----- | RELATIONSHIP ----- | TYPE OF GUARANTEE ----- | ASSETS COM TYPE BO ---- |
|--------------------------------|-------------------------------|-----------------------|----------------------------|-------------------------------|
| EDIFICIO METROPOLIS AGF | CRISTALERIAS DE CHILE S.A. | COMMERCIAL | TIME DEPOSIT | FLOOR |
| BANCO SANTANDER | RED TELEVISIVA MEGAVISION | COMMERCIAL | MORTGAGE | LAND |
| SCOTIABANK | RED TELEVISIVA MEGAVISION | COMMERCIAL | PLEDGE | TV EQUIP |
| BANCO CREDITO E INVERSIONES | RED TELEVISIVA MEGAVISION | COMMERCIAL | MORTGAGE | TV EQUIP |
| SUNDRY CLIENTS | RED TELEVISIVA MEGAVISION | COMMERCIAL | ADVERTISING | - |
| GRUPO TELEVISIVA S.A. | RED TELEVISIVA MEGAVISION | COMMERCIAL | PLEDGE | SHARES |

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| CREDITOR OF GUARANTEE | DEBTOR NAME | RELATIONSHIP | TYPE OF GUARANTEE | | ASSETS COM |
|---|----------------|--------------|-------------------|------------|------------|
| | | | ASSETS | ASSETS | |
| BALANCES PENDING PAYMENT AS OF CLOSING DATE OF FINANCIAL STATEMENTS | | | | | |
| | 09/30/2003 | 09/30/2002 | 09/30/2004 | 09/30/2005 | ASSETS |
| | ----- | ----- | ----- | ----- | ----- |
| EDIFICIO METROPOLIS AGF | 7,944 | 7,938 | 0 | 0 | 0 |
| BANCO SANTANDER | 1,847,649 | 2,086,212 | 471,630 | 0 | 458,673 |
| SCOTIABANK | 2,073,691 | 2,481,430 | 447,011 | 0 | 406,670 |
| BANCO CREDITO E INVERSIONES | 424,337 | 593,316 | 170,149 | 0 | 169,460 |
| SUNDRY CLIENTS | 9,869,662 | 9,726,862 | 0 | 0 | 0 |
| GRUPO TELEVISIVA S.A. | 0 | 2,314,333 | 0 | 0 | 0 |

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CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS
INDIRECT GUARANTEES

| CREDITOR OF GUARANTEE | NAME DEBTOR | RELATIONSHIP | TYPE OF GUARANTEE | | ASSETS COM TYPE BO |
|--|-------------------------------|--------------|-------------------|-------|-----------------------|
| | | | TYPE | BO | |
| ----- | ----- | ----- | ----- | ----- | ----- |
| Societe des Participations Financieres et Industrielles | RAYEN CURA S.A.I.C. | AFFILIATE | SOLIDARY | | 0 |
| Envases CMF guarantee P.I.A.S | CRISTALERIAS DE CHILE S.A. | AFFILIATE | SOLIDARY | | 0 |

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| | BALANCES PENDING PAYMENT AS OF CLOSING DATE OF FINANCIAL STATEMENTS | | | | | ASSETS | 09/30/2005 | ASSETS |
|--|---|------------|------------|---|---------|--------|------------|--------|
| | 09/30/2003 | 09/30/2002 | 09/30/2004 | | | | | |
| Societe des Participations Financieres et Industrielles | 2,665,031 | 3,993,977 | 761,437 | 0 | 761,437 | | | |
| Envases CMF guarantee P.I.A.S | 226,849 | 0 | 0 | 0 | 0 | | | |

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CRISTALERIAS DE CHILE S.A.
NOTE 35: Contingencies and Restrictions
Trials

| Court | Cause Rol | Origin | Stage | Comm |
|-------|-----------|--------|---------------------------------|------|
| 12 | 3025-1997 | Civil | Given sentence in first verdict | |
| 16 | 4822-1999 | Civil | Given sentence in first verdict | |
| 1 | 1242-2000 | Labor | First verdict pending | |
| 5 | 3468-2001 | Labor | First verdict pending | |
| 1 | 4391-2003 | Labor | First verdict pending | |
| 1 | 3538-2000 | NTVC | Sight and verdict pending | |

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36. Guarantees obtained from third parties

As of September 30, 2003 and 2002 the company has received guarantees from third parties that are shown below:

Item

2003

2002

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| | ThCh\$ ----- | ThCh\$ ----- |
|---|-----------------|-----------------|
| Rental of Property BankBoston (UF 367.69) | 0 | 6,230 |
| Rental of Property to Telecomunicaciones Cono Sur Ltda. (UF 130) | 2,203 | 2,201 |
| Rental of Property Office AGF Building (UF 365.9) | 6,201 | 3,979 |
| Rental of Property Office Metropolis (UF 189.2) | 3,206 | 0 |
| Rental of Property Office Banco Security | 5,152 | 0 |
| Sight drafts suppliers | 1,674 | 1,423 |
| Installation of Buin Tanks (Tersanoix S.A.) | 155,112 | 286,431 |
| Purchase of vine stem cuttings and plants (Intelmaq) | 35,051 | 44,520 |
| Underground materials storehouse Buin Salfa Montajes | 31,834 | 33,293 |
| Grape purchase | 1,048,057 | 299,927 |
| Buin Casino Construction | 31,688 | 0 |
| | ----- | ----- |
| | 1,320,178 | 678,004 |

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37. Local and Foreign Currency

Charts attached show the foreign currency balance as of September 30, 2003 and 2002.

Cristalerias de Chile S.A.
NOTE 37: LOCAL AND FOREIGN CURRENCY

ASSETS

| Items ----- | Currency ----- | Amount 09302003 ----- |
|-----------------------|-------------------|-----------------------------|
| Current Assets | | |
| Available funds | Nonadjust. Ch\$ | 1,506,586 |
| | Other currencies | 141,817 |
| | Dollars | 228,115 |
| | Euros | 5,179 |
| | Argentine Peso | 13,374 |
| Time deposits | Dollars | 0 |
| | Adjustable Ch\$ | 5,261,345 |
| | Nonadjust Ch\$ | 1,661,839 |
| Marketable Securities | Dollars | 4,503,878 |
| | Adjustable Ch\$ | 59,903,258 |
| Sales receivable | Nonadjust Ch\$ | 30,598,884 |
| | Dollars | 4,460,659 |
| | Euros | 3,166,147 |
| | Other currencies | 2,149,433 |
| | Argentine Peso | 194,124 |
| Documents Receivable | Nonadjust. Ch\$ | 4,567,097 |
| | Dollars | 0 |
| | Other currencies | 16,000 |
| Sundry Debtors | Nonadjust. Ch\$ | 628,451 |

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| | | |
|----------------------------------|------------------|-------------|
| | Adjustable Ch\$ | 78,002 |
| | Dollars | 747,036 |
| | Other currencies | 98,693 |
| Documentos and Accts. Receivable | Dollars | 64,443 |
| | Nonadjust. Ch\$ | 425,388 |
| Inventory | Adjustable Ch\$ | 254,322 |
| | Adjustable Ch\$ | 30,836,627 |
| | Nonadjust. Ch\$ | 447,191 |
| | Dollars | 4,544,445 |
| | Other currencies | 660,403 |
| Taxes Receivable | Nonadjust. Ch\$ | 0 |
| | Adjustable Ch\$ | 2,622,506 |
| | Other currencies | 38,152 |
| | Argentine Peso | 20,921 |
| Prepaid expenses | Adjustable Ch\$ | 922,495 |
| | Nonadjust. Ch\$ | 229,286 |
| | Dollars | 220,725 |
| | Argentine Peso | 15,660 |
| Deferred Taxes | Nonadjust. Ch\$ | 1,432,239 |
| | Adjustable Ch\$ | 0 |
| Other Current Assets | Nonadjust. Ch\$ | 2,622,831 |
| | Adjustable Ch\$ | 1,564,362 |
| | Dollars | 4,746,725 |
| Fixed Assets | | |
| FIXED ASSETS | Adjustable Ch\$ | 138,675,566 |
| Other Assets | | |
| Investments in related companies | Adjustable Ch\$ | 105,659,811 |
| | Dollars | 0 |
| Investments in other companies | Adjustable Ch\$ | 827,235 |
| Negative Goodwill | Adjustable Ch\$ | 9,607,498 |
| | Dollars | 0 |

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| | | |
|---------------------------------------|------------------|-------------|
| Longterm debtors | Adjustable Ch\$ | 161,890 |
| Documents receivable in rel.companies | Nonadjust. Ch\$ | 2,898 |
| Intangibles | Adjustable Ch\$ | 11,779,991 |
| Amortization | Adjustable Ch\$ | -1,155,149 |
| Other | Adjustable Ch\$ | 4,128,304 |
| | Nonadjust. Ch\$ | 221,654 |
| | Dollars | 9,715,501 |
| | Argentine Peso | 457,973 |
| Long-term debtors | Dollars | 66,097 |
| Intangibles | Argentine Peso | 34,565 |
| Total Assets | | |
| | Nonadjust. Ch\$ | 44,344,344 |
| | Other currencies | 3,104,498 |
| | Dollars | 84,697,004 |
| | Euros | 3,171,326 |
| | Argentine Peso | 736,617 |
| | Adjustable Ch\$ | 315,728,683 |

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Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY CURRENT LIABILITIES

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| ITEM | Currency | 09.30.2003 | | Up to 9 |
|--|------------------|---------------------|--------------------------|---------|
| | | Amount Thou Ch\$ | Avg. Annual Int. Rate | |
| ----- | | | | |
| Current Liabilities | | | | |
| Short-term obligations with banks and financial institutions | Nonadjust. Ch\$ | 0 | | 0 |
| | Other currencies | 4,446 | | 2.76 |
| | Dollars | 133,115 | | 1.88 |
| Long-term obligations with banks and financial institutions | Adjust. Ch\$ | 136,073 | | 1.925 |
| | Adjust. Ch\$ | 807,575 | | 4.43 |
| | Dollars | 0 | | 0 |
| | Dollars | 788,735 | | 1.74 |
| | Nonadjust. Ch\$ | 134,457 | | 4.94 |
| Obligations with the public | Adjust. Ch\$ | 365,391 | | 6.25 |
| | Adjust. Ch\$ | 0 | | 0 |
| | Adjust. Ch\$ | 0 | | 0 |
| Longterm obligations with 1 year maturity | Adjust. Ch\$ | 0 | | 0 |
| | Adjust. Ch\$ | 0 | | 0 |
| | Dollars | 8,025 | | 11 |
| Dividends payable | Nonadjust. Ch\$ | 505,634 | | 0 |
| Accounts payable | Nonadjust. Ch\$ | 9,103,531 | | 0 |
| | Dollars | 1,481,820 | | 0 |
| | Euros | 15,223 | | 0 |
| | Other currencies | 4,956 | | 0 |
| | Argentine Peso | 93,637 | | 0 |
| Documents Payable | Dollars | 2,030,024 | | 0 |
| | Adjust. Ch\$ | 14,239 | | 0 |
| | Other currencies | 173,852 | | 0 |
| | Euros | 1,813 | | 0 |
| | Argentine Peso | 106,737 | | 0 |
| Sundry Creditors | Dollars | 742,159 | | 0 |
| | Nonadjust. Ch\$ | 306,585 | | 0 |
| Withholdings | Nonadjust. Ch\$ | 3,056,563 | | 0 |
| | Argentine Peso | 22,144 | | 0 |
| | Other currencies | 0 | | 0 |
| Prepaid income | Nonadjust. Ch\$ | 4,919,157 | | 0 |
| Docts and accts payable to rel co. | Adjust. Ch\$ | 59,332 | | 0 |
| | Nonadjust. Ch\$ | 713,213 | | 0 |
| | Dollars | 0 | | 0 |
| Income Tax | Nonadjust. Ch\$ | 0 | | 0 |
| Provisions | Adjust. Ch\$ | 266,967 | | 0 |
| | Euros | 694 | | 0 |
| | Dollars | 656,412 | | 0 |
| | Nonadjust. Ch\$ | 6,510,916 | | 0 |
| | Argentine Peso | 57,216 | | 0 |
| | Other currencies | 187,368 | | 0 |
| Other Current Liabilities | Dollars | 118,378 | | 0 |
| | Adjust. Ch\$ | 4,937,682 | | 0 |
| Total Current Liabilities | | | | |
| | Nonadjust Ch\$ | 25,250,056 | | |
| | Other currencies | 370,622 | | |

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| | |
|----------------|-----------|
| Dollars | 5,958,668 |
| Adjust. Ch\$ | 6,587,799 |
| Euros | 17,730 |
| Argentine Peso | 279,734 |

Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY CURRENT LIABILITIES

| ITEM | Currency | 90 Days to 1 Year | | |
|--|------------------|-------------------|-------------|--------|
| | | 09.30.2003 | | Amount |
| | | Amount | Avg. Annual | Amount |
| | | Thou Ch\$ | Int. Rate | Thou C |
| | | ----- | ----- | ----- |
| Current Liabilities | | | | |
| Short-term obligations with banks and financial institutions | Nonadjust. Ch\$ | 0 | 0 | |
| | Other currencies | 13,337 | 2.76 | |
| | Dollars | 0 | 0 | |
| Long-term obligations with banks and financial institutions | Adjust. Ch\$ | 0 | 0 | |
| | Adjust. Ch\$ | 598,725 | 4.43 | |
| | Dollars | 0 | 0 | 2,45 |
| | Dollars | 1,272,003 | 1.90 | 22,01 |
| Obligations with the public | Nonadjust. Ch\$ | 134,457 | 4.94 | |
| | Adjust. Ch\$ | 0 | 0 | 34 |
| | Adjust. Ch\$ | 378,336 | 4.75 | 43 |
| | Adjust. Ch\$ | 397,253 | 5.80 | 58 |
| | Adjust. Ch\$ | 1,223 | 7.0 | |
| Longterm obligations with 1 year maturity | Adjust. Ch\$ | 0 | 0 | |
| | Dollars | 190,030 | 10.98 | 15 |
| | Nonadjust. Ch\$ | 0 | 0 | |
| Dividends payable | Nonadjust. Ch\$ | 0 | 0 | |
| Accounts payable | Nonadjust. Ch\$ | 94,640 | 0 | |
| | Dollars | 1,230,796 | 0 | 2,30 |
| | Euros | 0 | 0 | |
| | Other currencies | 0 | 0 | |
| | Argentine Peso | 0 | 0 | |
| | Dollars | 122,309 | 0 | 14 |
| Documents Payable | Adjust. Ch\$ | 14,238 | 0 | 5 |
| | Other currencies | 0 | 0 | |
| | Euros | 0 | 0 | |
| | Argentine Peso | 0 | 0 | |
| | Dollars | 0 | 0 | |
| Sundry Creditors | Nonadjust. Ch\$ | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| Withholdings | Argentine Peso | 0 | 0 | |
| | Other currencies | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| Prepaid income | Nonadjust. Ch\$ | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| 76 | | | | |
| Docts and accts payable to rel co. | Adjust. Ch\$ | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |

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| | | | | |
|---------------------------|------------------|-----------|---|--------|
| | Dollars | 64,443 | 0 | |
| Income Tax | Nonadjust. Ch\$ | 0 | 0 | 1,04 |
| Provisions | Adjust. Ch\$ | 0 | 0 | |
| | Euros | 562,508 | 0 | |
| | Dollars | 682,454 | 0 | |
| | Nonadjust. Ch\$ | 396,135 | 0 | 18 |
| | Argentine Peso | 0 | 0 | |
| | Other currencies | 343,620 | 0 | |
| Other Current Liabilities | Dollars | 0 | 0 | |
| | Adjust. Ch\$ | | 0 | |
| Total Current Liabilities | | | | |
| | Nonadjust Ch\$ | 625,232 | - | 1,227 |
| | Other currencies | 356,957 | - | 9 |
| | Dollars | 3,562,035 | - | 27,067 |
| | Adjust. Ch\$ | 1,389,775 | - | 1,410 |
| | Euros | 562,508 | - | |
| | Argentine Peso | 0 | - | |

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Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY LONGTERM LIABILITIES CURRENT PERIOD 09302003

| ITEM | Currency | Amount Thou Ch\$ | 1-3 Years | | Am Tho |
|--|-----------------|---------------------|--------------------------|-------|-----------|
| | | | Average Interest Rate | | |
| ---- | ----- | ----- | ----- | ----- | ----- |
| Obligations with Banks and Financial Institutions | Dollars | 8,262,125 | 1.925 | | 24 |
| | Dollars | 1,022,778 | 1.84 | | |
| | Argentine Peso | 57,464 | 1.75 | | |
| | Nonadjust. Ch\$ | 672,286 | 4.94 | | |
| | Adjustable Ch\$ | 4,072,967 | 4.43 | | |
| Obligations with the public | Adjustable Ch\$ | 16,946,030 | 4.75 | | 16 |
| | Adjustable Ch\$ | 0 | 0 | | |
| | Adjustable Ch\$ | 3,389,206 | 6.25 | | |
| Long-term creditors | Dollars | 132,917 | 11.06 | | |
| | Dollars | 87,439 | 11.16 | | |
| | Adjustable Ch\$ | 38,066 | 0 | | |
| | Nonadjust. Ch\$ | 97,849 | 0 | | |
| Deferred taxes | Adjustable Ch\$ | 2,327,556 | 0 | | |
| | Nonadjust. Ch\$ | 2,388,179 | 0 | | |
| Long-term provisions | Dollars | 3,514,837 | 0 | | |
| | Adjustable Ch\$ | 4,108,548 | 0 | | |
| Total long-term liabilities | | | | | |
| | Dollars | 13,020,096 | - | | 24 |
| | Argentine Peso | 57,464 | - | | |
| | Nonadjust. Ch\$ | 3,158,314 | - | | |
| | Adjustable Ch\$ | 30,882,373 | - | | 17 |

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| ITEM ----- | Currency ----- | 5-10 Years | | Mo Amount Thou C |
|--|-------------------|-----------------------------|-----------------------------------|------------------------|
| | | Amount hou Ch\$ ----- | Average Interest Rate ----- | |
| Obligations with Banks and Financial Institutions | Dollars | 0 | 0 | |
| | Dollars | 0 | 0 | |
| | Argentine Peso | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| Obligations with the public | Adjustable Ch\$ | 0 | 0 | |
| | Adjustable Ch\$ | 4,209,191 | 5.8 | 31,37 |
| | Adjustable Ch\$ | 0 | 0 | 16,94 |
| Long-term creditors | Dollars | 0 | 0 | |
| | Dollars | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| Deferred taxes | Adjustable Ch\$ | 0 | 0 | |
| | Nonadjust. Ch\$ | 0 | 0 | |
| Long-term provisions | Dollars | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| Total long-term liabilities | Dollars | 0 | - | |
| | Argentine Peso | 0 | - | |
| | Nonadjust. Ch\$ | 0 | - | |
| | Adjustable Ch\$ | 4,209,191 | - | 48,32 |

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Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY

LONGTERM LIABILITIES PREVIOUS PERIOD 09302002

| ITEM ----- | Currency ----- | 1-3 Years | | A |
|--|-------------------|------------------------------|-----------------------------------|----|
| | | Amount Thou Ch\$ ----- | Average Interest Rate ----- | |
| Obligations with banks and financial institutions | Dollars | 16,509,497 | 3 | |
| | Dollars | 3,578,165 | 329 | |
| | Dollars | 3,578,143 | 422 | 2 |
| | Other currencies | 24,142 | 342 | |
| Documents payable | Adjustable Ch\$ | 28,454 | 0 | |
| | Dollars | 131,629 | 0 | |
| Obligations with public | Adjustable Ch\$ | 8,466,113 | 475 | 16 |
| | Adjustable Ch\$ | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | 3 |
| Long-term creditors | Dollars | 870,420 | 1106 | |
| | Dollar | 217,091 | 11 | |
| | Dollar | 1,906,847 | 0 | |

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| | | | |
|-----------------------------|------------------|------------|---|
| | Adjustable Ch\$ | 47,309 | 0 |
| | Adjustable Ch\$ | 2,439 | 7 |
| Long-Term provisions | Dollars | 1,570,502 | 0 |
| | Adjustable Ch\$ | 3,873,652 | 0 |
| Deferred taxes | Nonadjust. Ch\$ | 1,240,347 | 0 |
| Total long-term liabilities | | | |
| | Dollars | 28,362,294 | - |
| | Other currencies | 24,142 | - |
| | Adjustable Ch\$ | 12,417,967 | - |
| | Nonadjust. Ch\$ | 1,240,347 | - |

| ITEM | Currency | Amount Thou Ch\$ | 5-10 Years Average Interest Rate | More Amount Thou C |
|--|------------------|---------------------|--|--------------------------|
| ---- | ----- | ----- | ----- | ----- |
| Obligations with banks and financial institutions | Dollars | 0 | 0 | |
| | Dollars | 0 | 0 | |
| | Dollars | 0 | 0 | |
| | Other currencies | 2,594 | 0 | |
| Documents payable | Adjustable Ch\$ | 0 | 0 | |
| | Dollars | 0 | 0 | |
| Obligations with public | Adjustable Ch\$ | 8,466,113 | 475 | |
| | Adjustable Ch\$ | 4,741,023 | 58 | 30,816, |
| | Adjustable Ch\$ | 0 | 0 | 16,932, |
| Long-term creditors | Dollars | 0 | 0 | |
| | Dollar | 2,543 | 11 | |
| | Dollar | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| Long-Term provisions | Dollars | 0 | 0 | |
| | Adjustable Ch\$ | 0 | 0 | |
| Deferred taxes | Nonadjust. Ch\$ | 1,994,998 | 0 | |
| Total long-term liabilities | | | | |
| | Dollars | 2,543 | - | |
| | Other currencies | 2,594 | - | |
| | Adjustable Ch\$ | 13,207,136 | - | 47,748, |
| | Nonadjust. Ch\$ | 1,994,998 | - | |

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38. Penalties

The SVS or other administrative authorities have not imposed any penalties during the 2003 and 2002 fiscal years to the Company, its Board nor administrative personnel.

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39. Subsequent Events

On October 15, 2003, the Parent Company paid interim dividend No. 155 of Ch\$ 15 per share, over 64,000,000 shares.

Between the closing date of the financial statements and the issue date of the present report no more subsequent events that could affect significantly the Company's economic and financial condition have been registered.

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40. COMPANIES UNDER SPECIAL NORMS

Not applicable.

82

41. ENVIRONMENT

On its ongoing concern for environmental preservation, as of September 30, 2003 the Parent Company has effected investments of Th Ch\$ 206,027, corresponding mainly to the purchase of NOX emission treatment equipment, installed on new Furnace B.

As of September 30, 2002, investments of Th Ch\$ 189,302 were made on the repair of an electrostatic precipitator to filter the gases discharged from our smelting processes.

The subsidiary S.A. Vina Santa Rita has invested Th Ch\$ 35,573 as of September 2003 (Th Ch\$ 29,589 in 2002), to comply with the ordinances and laws related to Industrial Process and Installations.

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42. STOCK TRANSACTIONS

During the 2003 and 2002 fiscal years the Parent Company's members of the board, controlling stockholders, related individuals and entities did not carry out stock transactions.

43. DISTRIBUTION OF SHAREHOLDERS

The distribution of stockholders as of September 30, 2003 and 2002 is the following:

| TYPE OF SHAREHOLDER ----- | % of Shareholding | | No. of Shareholders 2003 ----- |
|---|-------------------|--------------|--------------------------------------|
| | 2003 ---- | 2002 ---- | |
| 10% or more shareholding | 34.03 | 34.03 | 1 |
| Less than 10% shareholding with investment equal to or higher than 200 UF | 65.83 | 65.83 | 263 |
| Less than 10% shareholding with investment lower than 200 UF | 0.14 | 0.14 | 774 |
| TOTAL | 100.00 | 100.00 | 1,038 |
| CONTROLLER OF THE COMPANY | 52.14 | 52.14 | 3 |

44. BOARD REMUNERATIONS

As of September 30, 2003 and 2002 Th Ch\$ 901,096 and Th Ch\$ 901,937 were paid for honoraries and participation respectively, as follows:

| | 2003 ThCh\$ ----- | 2002 ThCh\$ ----- |
|---|-------------------------|-------------------------|
| Participation of previous fiscal year profits | 890,764 | 890,583 |
| Session assistance | 4,190 | 4,233 |
| Board Committee | 1,344 | 1,039 |
| Honoraries paid | 4,798 | 6,082 |
| TOTAL | 901,096 | 901,937 |

On the other hand, Th Ch\$ 227,786 have been provisioned for participation of year 2003 (Th Ch\$ 800,062 in 2002).

45. TIME DEPOSITS

As of September 30, 2003 and 2002 the Company presents the following information:

| INSTITUTION | CURRENCY | 2003 Th\$ | 2002 T |
|--------------------------------|----------|--------------|-----------|
| Banco de Santiago | US\$ | 0 | |
| Banco Deutsche Bank Chile S.A. | US\$ | 0 | |
| Banco Santander New York | US\$ | 0 | |
| Banco Santander Santiago | US\$ | 5,261,345 | |
| Banco Chile | US\$ | 0 | |
| Banco de Credito e Inversiones | US\$ | 0 | |
| Banco Scotiabank | US\$ | 0 | |
| Banco Edwards | US\$ | 0 | |
| Banco Santiago. | UF | 0 | |
| BankBoston | \$ | 369,675 | |
| Banco de Santander Santiago | \$ | 0 | 7, |
| Banco de Chile | \$ | 1,292,164 | |
| | | ----- | --- |
| TOTAL | | 6,923,184 | 7, |

RELEVANT EVENTS

As of September 30, 2003 there are no relevant events registered to comment.

RATIO ANALYSIS OF THE CONSOLIDATED FINANCIAL STATEMENTS
AS OF SEPTEMBER 30, 2003

CONSOLIDATED FINANCIAL INDICATORS

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| | | 09-30-2003 | 09-30-2002 | 12-31-2001 |
|----------------------------|---------|------------|------------|------------|
| Liquidity | | | | |
| Current liquidity | times | 3.82 | 2.74 | |
| Acid ratio | times | 2.88 | 2.16 | |
| Indebtedness | | | | |
| Leverage ratio | times | 0.82 | 0.82 | |
| Short-term debt | % | 24.1 | 34.2 | |
| Long-term debt | % | 75.9 | 65.8 | |
| Interest Expenses Coverage | times | 1.69 | 6.16 | |
| Activity | | | | |
| Total assets | MM Ch\$ | 451,782 | 466,735 | 461,000 |
| Investments | MM Ch\$ | 25,315 | 15,867 | 18,000 |
| Disposal of property | MM Ch\$ | 315 | 94 | |
| Inventory turnover | Times | n.a. | n.a. | |
| Inventory permanence | Days | n.a. | n.a. | |
| Results | | | | |
| Sales | MM Ch\$ | 123,648 | 116,809 | 164,000 |
| Cost of sales | MM Ch\$ | 78,108 | 68,640 | 96,000 |
| Operating income | MM Ch\$ | 27,107 | 30,178 | 42,000 |
| Interest expenses | MM Ch\$ | 5,180 | 4,631 | 6,000 |
| Nonoperating result | MM Ch\$ | (21,364) | (4,340) | (13,000) |
| E.B.I.T.D.A. | MM Ch\$ | 20,096 | 39,262 | 48,000 |
| Aftertax income | MM Ch\$ | 2,416 | 16,448 | 18,000 |
| Profitability | | | | |
| Return on equity | % | 1.0 | 7.1 | |
| Return on assets | % | 0.5 | 3.7 | |
| Return on operating assets | % | 11.8 | 13.7 | |
| Income per share | \$ | 37.7 | 257.0 | 200.0 |
| Return on dividends | % | 1.9 | 3.4 | |

| | |
|-----------------------------|--|
| Current liquidity: | Ratio of current assets to current liabilities. |
| Acid ratio: | Ratio of uncommitted funds to current liabilities. |
| Leverage ratio: | Ratio of total liabilities to net worth. |
| Interest Expenses Coverage: | Result before taxes and interest divided by interest expenses. |
| Inventory turnover: | Ratio between cost of sales of the period and average inventory. |
| Inventory permanence: | Ratio between average inventory and sales cost of the period, multiplied by 360 days. |
| E.B.I.T.D.A.: | Result before taxes, interest, taxes, depreciation and amortization, and extraordinary items. |
| Return on dividends: | Sum of dividends paid in the last twelve months divided by market price of stock at closing of period. |

The main trends observed in the 2003 fiscal year indicators are:

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LIQUIDITY INDICES

An increase in the index can be observed with respect to September 2002 in the liquidity index as a consequence the payment of short-term bank debt, repayment of 50% of a syndicated loan, and that part of the funds obtained from the long term bonds issue of August 2002 was placed in short-term financial instruments.

With respect to December 2002, a slight decrease can be observed in the index due to the decrease of current assets in turn due to investments in related companies and payments of fixed asset investments.

INDEBTEDNESS INDICES

The leverage ratio has kept stable with respect to previous periods.

The distribution of short and long-term debt shows a decrease in the short-term debt, due to financing decisions carried out in 2002 fiscal year, which finished with the re-structuring of the syndicated loan.

The interest expenses coverage ratio has registered a slight decrease with respect to the previous year due to higher interest expenses originated since August 2002 onwards for bonds issued, and lower income in the present fiscal year.

PROFITABILITY INDICES

Equity and asset profitability indices show a decrease with respect to September and December 2002, due to a lower net income in 2003.

Likewise, despite better results at related companies, lower non-operating expenses and lower price level restatements, an important decrease is shown by the non-operating result compared with the previous period, due to a negative exchange difference of Th Ch\$ 12,269.

On the other hand, return of dividends index shows a decrease with respect to the previous year, fundamentally due to an increase in the market price of the Company's shares in the stock exchange.

2. DIFFERENCE BETWEEN BOOK VALUE AND MARKET VALUE OF MAIN ASSETS.

The financial statements as of September 30, 2003 have been prepared according to generally accepted accounting principles and general and specific norms of the Securities and Insurance Commission, which is the agency that regulates the Company. The valuation of the assets includes adjustment for currency devaluation, provisions, and technical revaluations. We believe the foregoing is a reasonable way to value the Company's permanent investments.

As of September 30, 2003 there were financial investments in shares recorded in the accounting according to their purchase price at Ch\$ 4,163 million whose market value on the same date was Ch\$ 6,072 million.

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3. RESULTS AS OF SEPTEMBER 2003

3a. Consolidated Result

Cristalerias de Chile S.A. consolidates its results with Vina Santa Rita, CIECSA, Cristalchile Comunicaciones S.A., Cristalchile Inversiones S.A. and Apoger.

Cristalerias' consolidated sales reached Ch\$123,648 million, 5.9% over 2002. This sales increase results from higher sales in the glass container business (6.8%), CIECSA (12.4%), and Santa Rita (0.6%). Consolidated operating income reached Ch\$ 27,107 million, 10.2% below 2002, of which Ch\$17,356 million were contributed by the glass container business, Ch\$ 7,863 million by Santa Rita and Ch\$ 1,808 million by CIECSA.

The Company's net profit was Ch\$ 2,416 million, compared with Ch\$ 16,448 million in the same period of 2002. This result is explained by a higher non-operating loss mainly due to losses from exchange differences and lower operating results at CIECSA and Vina Santa Rita.

In 2003 the Company registered a consolidated non-operating loss of Ch\$ 21,364 million, compared with a Ch\$ 4,340 million loss in 2002. The former was mainly due to a loss from exchange differences (Ch\$ 12,269 million loss in 2003 compared with a Ch\$ 11,661 million income in 2002), partially compensated by a lower net loss from unconsolidated subsidiaries that passed from Ch\$ 9,425 million in 2002 to Ch\$ 3,959 million in 2003, mainly due to better results at Rayen Cura, CMF and Vina Los Vascos, and a lower loss at Metropolis-Intercom. The net loss from subsidiaries include a Ch\$ 3,128 million charge in 2003 (Ch\$ 3,109 million in 2002), corresponding to goodwill amortization, which does not constitute cash flow.

The following analysis explains Cristalerias' result based on individual financial statements, as well as those of its main subsidiaries.

3b. Individual Result

The Company had non-consolidated sales of Ch\$ 54,533 million as of September 2003, which represents a 6.8% increase compared to the previous fiscal year. Volumes sold increased by 6.7% reaching 185,976 tons, mainly due to higher sales of bottles for the wine, non-returnable beer, returnable soft drinks and liquor markets.

Operating income reached Ch\$ 17,356 million, compared to Ch\$ 17,508 million in 2002. Higher costs of sales are due to products that had to be imported due to the reconstruction of furnace B.

Non-operating result was a loss of Ch\$14,052 million in 2003 (Ch\$ 2,370 million income in 2002). During 2003 a Ch\$ 9,902 million loss was recorded from exchange differences (Ch\$ 8,371 million income in 2002). In addition lower income was registered from Vina Santa Rita and CIECSA, and higher interest expenses. The former was compensated by higher income from Cristalchile Inversiones (owner of 40% of Rayen Cura) and Envases CMF, and a lower loss in Cristalchile Comunicaciones (owner of 50% of Metropolis-Intercom).

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3c. Results in Subsidiaries

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As of September 30, 2003, Santa Rita's net income amounted Ch\$ 3,735 million (Ch\$ 8,388 million in 2002). In the local market, volumes increased by 1.9% and prices dropped by 4.4% in real terms, as a result of sharp competition. During the period, exports at US\$ 41.9 million (US\$ 40.0 million in 2002) represented 54.2% of total revenues. The operating income reached Ch\$7,863 million, compared to Ch \$ 9,184 million in 2002, mainly due to lower prices in the domestic market. The average price in dollars per case for the export market for Santa Rita was US\$ 33.0 (US\$ 30.5 in 2002) whereas the average price for the industry was US\$ 23.6 per case (US\$ 23.2 in 2002). Santa Rita recorded a Ch\$ 3,177 million non-operating loss, compared to a Ch\$ 1,274 million non-operating income in 2002, mainly due a loss from exchange differences.

Red Televisiva Megavision, CIECSA's main subsidiary, registered a Ch\$1,762 million operating income, compared with an operating profit of Ch\$ 3,454 million in 2002, due to an increase in costs from higher internal productions. MEGA reached a 23.0% audience share during the period (25.9% in 2002)1. Net sales increased by 11.9% reaching Ch\$ 18,530 million, due to an increase in live programming. As of September 2003, MEGA had a net income of Ch\$ 1,026 million (Ch\$ 1,729 million in 2002). CIECSA had a Ch\$ 826 million net income, compared to a Ch\$ 1,063 million net income the previous year.

Envases CMF S.A. registered a Ch\$ 713 million net income in 2003 compared with a Ch\$464 million net income in 2002. The company increased sales by 1.8%, reaching Ch\$ 25,035 million during the period. Sales volume increased by 0.4%, reaching 16,697 tons. Operating income reached Ch\$ 2,237 million, 17.6% higher than the that obtained in 2002, mainly explained by higher operating efficiencies and the sale of better margin products.

In the cable TV business, Cristalchile Comunicaciones S.A. (99.99% owned by Cristalerias), is the owner of 50% of Cordillera Comunicaciones Ltda., which in turn is the owner of 95.60% of Metropolis-Intercom S.A.

As of September 30, 2003, Metropolis-Intercom S.A. registered sales of Ch\$ 33,763 million compared with Ch\$ 35,227 million the previous year. Metropolis-Intercom had a net loss of Ch\$ 7,394 million compared with a net loss of Ch\$ 10,525 million in 2002. This result includes a depreciation charge of Ch\$ 10,040 million (Ch\$ 8,637 million in 2002) corresponding to the HFC network acquired in July 2000. The company ended the period with 236,000 subscribers of the basic service (239,000 in 2002) and 32,000 subscribers of broadband services, 63.7% higher than in 2002.

As a result of the abovementioned and the negative goodwill amortization charge through Cordillera Comunicaciones of Ch\$ 3,128 million in the period (Ch\$ 3,109 million in 2002), Cristalchile Comunicaciones recorded a net loss of Ch\$ 5,250 million (net loss of Ch\$ 6,846 in 2002).

4. CASH FLOW STATEMENT

Through January/September 2003 a total net negative flow of Ch \$14,721 million was generated, which is explained by a positive flow generated by operating activities of Ch\$ 26,447 million which were partially offset by a negative financing flows of Ch\$ 10,957 million, and a negative flow of investment activities of Ch\$ 28,911 million.

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The operating flow corresponds basically to the collection of sales and financial interests and other income received that were reduced in part by payment to suppliers, taxes and interests.

The negative financing flow can be explained mainly by dividends paid by Ch\$ 9,030 million and net loans and Obligations with public for Ch\$ 2,317 million.

1 Measured between 7:30AM and 1:30AM; i.e: 18 hours daily, Monday through Sunday.

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The negative investment flow is mainly explained by the incorporation of fixed assets of Ch\$ 23,204 million and permanent investments for Ch\$ 3,933 million and other investment disbursements for Ch\$ 6,212 million, which are financed, in part, with maturities of future contracts for Ch\$ 2,261 million and redemption of loans to related companies for Ch\$ 1,940 million.

The foregoing results in an decrease in the final balance of cash and cash equivalent, which passed from Ch\$ 90,063 million as of December 31, 2002 to Ch\$ 77,608 million as of September 30, 2003.

According to the current regulations of the SVS and the Association of Accountants of Chile, term deposits and agreements with due date less than 90 days have been considered cash and cash equivalent.

5. RISK ANALYSIS

a. Interest rates

Cristalerias and its Subsidiaries are exposed to the risk of fluctuations in interest rates on its short-term and long-term debts. As of September 30, 2003 Short-Term and Long-Term bank liabilities and obligations with the public totaled Ch\$ 134,259 million, which represents 29.7% of the Company's consolidated assets.

Bank credits totaled Ch\$ 43,304 million of which Ch\$ 36,477 million correspond to credits in foreign currency agreed at variable rates related to the six-month Libor, Ch\$ 5,886 million correspond to credits in pesos adjustable in unidades de fomento (indexed currency units) that are exposed to changes in the six-month TAB of 90 and 18 days and Ch\$ 941 million correspond to credits in pesos at an annual rate of 4.94%.

Within obligations with the public for Ch\$ 90,955, Ch\$ 70,254 million correspond to Bonds issued by the Parent Company and Ch\$ 20,701 million issued by the subsidiary Vina Santa Rita, both at a fixed interest rate.

As of September 30, 2003, the Company had available funds of Th Ch\$ 75,710 million invested in instruments at different time periods like term deposits, bonds, fixed-rate mutual funds and resale agreements. Bonds for Ch\$ 8,870 million with maturity on September 15, 2005 and share investment for Ch\$ 4,163 million were no included.

The Company and its subsidiaries do not use secondary financial instruments at the present time to reduce risk in the event of fluctuations in interest rates. That policy will be studied permanently to evaluate the alternatives offered by the market.

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b) Exchange rate

The Company and its Subsidiaries maintain liabilities in dollars of US\$ 72.8 million, which represent 10.7% of its consolidated assets, and include a long-term syndicated loan of US\$ 50 million in the Parent Company and Long-Term bank credits in Vina Santa Rita of US\$ 4.8 million.

As of September 30 the Company and its Subsidiaries maintain its investments in Dollars of US\$ 119.7 million; in time deposits, bonds and fixed rate mutual funds. In addition it also has Dollar purchase future contracts of US\$ 93.6 million.

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On the other hand, approximately 40% of consolidated sales are adjustment to the exchange rate variation. At the same time, the consolidated costs in foreing currency represent approximately 27% of the total costs.

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RELEVANT EVENTS

None.

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FECU (Standardized Quarterly Financial Report)

1. IDENTIFICATION

| | | |
|------------|----------------------------|---------------|
| 1.01.05.00 | Firm Name | |
| | CRISTALERIAS DE CHILE S.A. | |
| 1.01.04.00 | Company RUT | 90331000-6 |
| 1.00.01.10 | Starting date | 1/1/2003 |
| 1.00.01.20 | Closing date | 9/30/2003 |
| 1.00.01.30 | Type of Currency | Chilean Pesos |

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2

LIABILITIES

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance : Individual

| LIABILITIES | NOTE No. | 09-30-03 |
|---|----------|-------------|
| 5.21.00.00 TOTAL CURRENT LIABILITIES | | 18,683,496 |
| 5.21.10.10 Short-term oblig. Banks & Fin. Inst. | | 0 |
| 5.21.10.20 Short-term portion - Long-term oblig. Banks & Financial Institutions | 19 | 136,073 |
| 5.21.10.30 Obligations with the public (notes) | | 0 |
| 5.21.20.40 Short-term portion oblig with public | | 775,589 |
| 5.21.10.50 Long-term oblig. due within 1 year | | 0 |
| 5.21.10.60 Dividends payable | | 504,791 |
| 5.21.10.70 Accounts payable | | 2,481,887 |
| 5.21.10.80 Notes payable | | 2,063,207 |
| 5.21.10.90 Sundry creditors | | 1,009,018 |
| 5.21.20.10 Notes & accts payable related Co. | 6 | 798,115 |
| 5.21.20.20 Provisions | 23 | 5,355,462 |
| 5.21.20.30 Withholdings | | 1,505,225 |
| 5.21.20.40 Income tax | | 0 |
| 5.21.20.50 Earned income | | 0 |
| 5.21.20.60 Deferred taxes | | 0 |
| 5.21.20.70 Other current liabilities | 20 | 4,054,129 |
| 5.22.00.00 TOTAL LONG-TERM LIABILITIES | | 112,707,403 |
| 5.22.10.00 Oblig with Banks & Financial Inst. | 21 | 33,048,500 |
| 5.22.20.00 Long-term oblig with public (bonds) | | 69,478,723 |
| 5.22.30.00 Long-term notes payable | | 0 |
| 5.22.40.00 Long-term sundry debtors | | 168,616 |
| 5.22.50.00 Long-term notes & accts. payable related companies | 6 | 0 |
| 5.22.60.00 Long-term provisions | 23 | 7,623,385 |
| 5.22.70.00 Long-term deferred taxes | 8 | 2,388,179 |
| 5.22.80.00 Other long-term liabilities | | 0 |
| 5.23.00.00 MINORITY INTEREST | | 0 |
| 5.24.00.00 TOTAL EQUITY | | 227,379,554 |
| 5.24.10.00 Paid-in capital | 27 | 64,749,257 |
| 5.24.20.00 Reserve capital revaluation | 27 | 776,991 |
| 5.24.30.00 Premium in sale of own shares | 27 | 27,929,574 |
| 5.24.40.00 Other reserves | 27 | 8,112,383 |
| 5.24.50.00 Retained earnings (addition of codes 5.24.51.00 to 5.24.56.00) | 27 | 125,811,349 |
| 5.24.51.00 Reserve future dividends | 27 | 124,356,319 |
| 5.24.52.00 Accrued profits | 27 | 0 |
| 5.24.53.00 Accrued | | 0 |

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| | | | |
|------------|-------------------|----|-------------|
| | losses (minus) | | |
| 5.24.54.00 | Profit (loss) | 27 | 2,415,990 |
| | for the year | | |
| 5.24.55.00 | Prov. dividends | | (960,960) |
| | (minus) | | |
| 5.24.56.00 | Accr. deficit | 27 | 0 |
| | dev. period | | |
| 5.20.00.00 | TOTAL LIABILITIES | | 358,770,453 |

3

INCOME STATEMENT

2.02 INCOME STATEMENT

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
 1.00.01.40 Type of Balance : Individual

| INCOME STATEMENT | NOTE No. | 09-30-03 |
|--|----------|--------------|
| 5.31.11.00 OPERATING RESULTS | | 17,355,539 |
| 5.31.11.10 Gross Margin | | 21,270,776 |
| 5.31.11.11 Sales | | 54,532,725 |
| 5.31.11.12 Costs (minus) | | (33,261,949) |
| 5.31.11.20 Adm. & sales expenses | | (3,915,237) |
| (minus) | | |
| 5.31.12.00 NON-OPERATING RESULTS | | (14,051,799) |
| 5.31.12.10 Interest income | | 2,005,213 |
| 5.31.12.20 Income from invmnts Rel. Co. | 14 | 3,664,360 |
| 5.31.12.30 Other non-operating income | 28 | 288,216 |
| 5.31.12.40 Loss invmnts Rel. Co. (-) | | (5,251,034) |
| 5.31.12.50 Amortization neg.goodwill (-) | 16 | (128,813) |
| 5.31.12.60 Interest expenses (minus) | | (3,668,428) |
| 5.31.12.70 Other non-operat expenses (-) | 28 | (627,219) |
| 5.31.12.80 Price level restatement | 29 | (432,458) |
| 5.31.12.90 Exchange differences | 30 | (9,901,636) |
| 5.31.10.00 RESULTS BEFORE INCOME TAX | | 3,303,740 |
| AND EXTRAORDINARY ITEMS | | |
| 5.31.20.00 INCOME TAX | 8 | (887,750) |
| 5.31.30.00 EXTRAORDINARY ITEMS | | 0 |
| 5.31.40.00 PROFIT (LOSS) BEFORE | | 2,415,990 |
| MINORITY INTEREST | | |
| 5.31.50.00 MINORITY INTEREST | | 0 |
| 5.31.00.00 NET INCOME (LOSS) | | 2,415,990 |
| 5.32.00.00 Amortization of positive goodwill | | 0 |
| 5.30.00.00 INCOME (LOSS) FOR THE YEAR | 6 | 2,415,990 |

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DIRECT CASH FLOW STATEMENT

2.03 CASH FLOW STATEMENT

1.00.01.30 Type of Currency: Thousands of Chilean Pesos

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1.00.01.40 Type of Balance : Individual

| DIRECT CASH FLOW STATEMENT | NOTE No. | 09-30-03 |
|---|----------|--------------|
| 5.41.11.00 NET FLOW FROM OP. ACT. | | 18,475,490 |
| 5.41.11.10 Collection from sales debtors | | 67,143,231 |
| 5.41.11.20 Interests received | | 2,628,245 |
| 5.41.11.30 Dividends & other distributions funds received | | 1,705,232 |
| 5.41.11.40 Other income | 33 | 898,286 |
| 5.41.11.50 Payments to suppliers & personnel (-) | | (39,805,632) |
| 5.41.11.60 Interest paid (minus) | | (4,327,723) |
| 5.41.11.70 Income tax paid (minus) | | (2,217,938) |
| 5.41.11.80 Other expenses | 33 | (5,304,575) |
| 5.41.11.90 V.A.T. & other taxes | | (2,243,636) |
| 5.41.12.00 CASH FLOW FINANCING ACTIVITIES | | (7,709,435) |
| 5.41.12.05 Proceeds from share issue | | 0 |
| 5.41.12.10 Loans received | | 0 |
| 5.41.12.15 Obligations with the public | | 0 |
| 5.41.12.20 Secured loans from related companies | | 44,903 |
| 5.41.12.25 Other loans from related companies | | 0 |
| 5.41.12.30 Other financing resources | | 0 |
| 5.41.12.35 Dividends paid (minus) | | (7,754,338) |
| 5.41.12.40 Capital distributions (minus) | | 0 |
| 5.41.12.45 Repayment of loans (minus) | | 0 |
| 5.41.12.50 Payment of obligations with the public (-) | | 0 |
| 5.41.12.55 Repayment of secured loans from rel Co. (-) | | 0 |
| 5.41.12.60 Repayment other loans from related Co. (-) | | 0 |
| 5.41.12.65 Share issue payment (minus) | | 0 |
| 5.41.12.70 Payment of issue publ oblig (minus) | | 0 |
| 5.41.12.75 Other financing payments (minus) | 33 | 0 |
| 5.41.13.00 CASH FLOW FROM INVESTING ACTIVITIES | | (23,241,479) |
| 5.41.13.05 Sale of fixed assets | | 109,688 |
| 5.41.13.10 Sale of permanent investments | | 0 |
| 5.41.13.15 Sale of other investments | 33 | 308,240 |
| 5.41.13.20 Proceeds secured loans to related Comp. | | 3,048,370 |
| 5.41.13.25 Proceeds other loans to related companies | | 0 |
| 5.41.13.30 Other investment income | 33 | 1,469,229 |
| 5.41.13.35 Incorporation of fixed assets (minus) | | (17,870,660) |
| 5.41.13.40 Capitalized interests payment (minus) | | 0 |
| 5.41.13.45 Permanent Investments (minus) | | (4,022,544) |
| 5.41.13.50 Investments in financial instruments (minus) | | 0 |
| 5.41.13.55 Other loans to related companies (minus) | | (66,929) |
| 5.41.13.60 Other loans to related companies (minus) | | (7,519) |
| 5.41.13.65 Other distrib of funds on invest activities (-) | 33 | (6,209,354) |
| 5.41.00.00 TOTAL NET CASH FLOW FOR THE PERIOD | | (12,475,424) |
| 5.42.20.00 EFFECT OF INFLATION ON CASH & CASH EQUIV. | | (972,685) |
| 5.41.00.00 NET CHANGE IN & CASH EQUIVALENT | | (13,448,109) |
| 5.42.00.00 CASH & CASH EQUI AT BEGINNING OF PERIOD | | 74,141,343 |
| 5.43.00.00 CASH & CASH EQUIV BALANCE AT END OF PERIOD | | 60,693,234 |

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INCOME STATEMENT RECONCILIATION

CONCILIATION BETWEEN CASH FLOW GENERATED BY THE OPERATION'S ACTIVITIES AND THE INCOME STATEMENT FOR THE YEAR

1.00.01.30 Type of Currency: Thousands of Chilean Pesos
1.00.01.40 Type of Balance : Individual

| CASH FLOW - INCOME STATEMENT RECONCILIATION | NOTE No. | 09-30-03 |
|---|----------|-------------|
| 5.50.10.00 Profit (Loss) for the year | | 2,415,990 |
| 5.50.20.00 Profit in sale of assets | | (4,527) |
| 5.50.20.10 (Profit) Loss in sale of fixed assets | | (4,527) |
| 5.50.20.20 Profit in sale of investments (minus) | | 0 |
| 5.50.20.30 Loss in sale of investments | | 0 |
| 5.50.20.40 (Profit) Loss in sale of other assets | | 0 |
| 5.50.30.00 Non-cash losses (gains) | | 17,688,082 |
| 5.50.30.05 Depreciation for the year | 12 | 7,296,880 |
| 5.50.30.10 Amortization of intangibles | | 649,029 |
| 5.50.30.15 Write-offs and provisions | | 735,519 |
| 5.50.30.20 Accrued earnings from investments in related companies (minus) | 14 | (3,664,360) |
| 5.50.30.25 Accrued losses from investments in related Co. | 14 | 5,251,034 |
| 5.50.30.30 Negative goodwill amortization | 16 | 128,813 |
| 5.50.30.35 Positive goodwill amortization (minus) | | 0 |
| 5.50.30.40 Price level restatement | 29 | 432,458 |
| 5.50.30.45 Net exchange difference | 30 | 9,901,636 |
| 5.50.30.50 Other non-cash credits to results (minus) | | (24,735) |
| 5.50.30.55 Other non-cash debits to results | | (3,018,192) |
| 5.50.40.00 Changes in Assets affecting cash flow (incr) decreases | | (1,180,248) |
| 5.50.40.10 Debtors from sales | | (943,198) |
| 5.50.40.20 Inventory | | (255,357) |
| 5.50.40.30 Other assets | | 18,307 |
| 5.50.50.00 Changes in liabilities affecting cash flow increases (decr) | | (443,807) |
| 5.50.50.10 Accounts payable related to results for the year | | 7,709 |
| 5.50.50.20 Interests payable | | (990,445) |
| 5.50.50.30 Income tax payable (net) | | 408,444 |
| 5.50.50.40 Other accounts payable related to non-oper results | | (315,646) |
| 5.50.50.50 VAT and other taxes payable (net) | | 446,131 |
| 5.50.60.00 Profit (Loss) of minority interest | | 0 |
| 5.50.00.00 NET OPERATING CASH FLOW | | 18,475,490 |

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01. Registration In The Securities Register

1. IDENTIFICATION OF THE COMPANY AND REGISTRATION IN THE SECURITIES REGISTER

The company is registered in the Securities Register under N 061 and is supervised by the Securities and Insurance Commission.

02. Applied Accounting Criteria

a) Accounting Period

These financial statements correspond to the period between January 1 and September 30 of 2003 and 2002.

b) Preparation basis of financial statements:

These individual financial statements as of September 30, 2003 and 2002 have been prepared on the basis of generally accepted accounting principles and specific norms issued by the S.V. S., with the former prevailing in case of discrepancies.

Investments in subsidiaries are recorded on one line in the general balance sheet at their net worth and, therefore, they have not been consolidated line by line. This treatment does not modify the net income of the fiscal year nor the net worth.

These financial statements have been issued only for purposes of making an individual analysis of the Company and, in consideration thereof, shall be read together with the consolidated statements, which are required by generally accepted accounting principles.

c) Presentation Basis

For comparison purposes, the financial statements and figures included in the disclosures for the 2002 fiscal year are presented updated according to non-accounting terms as of September 30, 2003 by 2.9%.

d) Adjustment for Currency Devaluation (Price Level Restatement)

Financial statements have been corrected monetarily on the basis of considering the variation in the purchasing power of the currency which occurred in the 2003 fiscal year, which was 1.2% (1.3% in 2002).

e) Conversion Basis

Balances in foreign currency and indexed currency units have been converted to pesos at the indicated parities:

| | 2003 Ch\$ | 2002 Ch\$ |
|-------------------|--------------|--------------|
| U.S. Dollar | 660.97 | 748.73 |
| Pound Sterling | 1,099.23 | 1,173.19 |
| Swiss Franc | 501.76 | 506.96 |
| EURO | 770.81 | 770.39 |
| Unidad de Fomento | 16,946.03 | 16,455.03 |

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f) Marketable Securities and Time Deposits

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Transactions in fixed income instruments are shown at the return value of the investment, which does not exceed the market value as of September 30, 2003.

Investments in stock are shown at the lowest value between the corrected cost and market value.

Time deposits are shown at the value of the investment, plus adjustments and interest accrued as of the date of the fiscal year.

Investments in Mutual Funds are valued at the liquidation value at the close of the fiscal year.

g) Inventory

Inventory of finished products has been valued as of September 30, 2003 and 2002 at the direct production cost, duly updated, and raw materials and materials at the cost of the last purchase or its corrected cost. Those valuations do not exceed the net liquidation value.

h) Bad Debts (Uncollectables)

The parent company and subsidiaries have made provision for bad debts that is deducted from debtors for sales. The criterion adopted to estimate them is the age of the balances.

i) Fixed Assets

Fixed assets are shown at purchase cost plus legal and regulatory revaluations accumulated until September 30, 2003 and 2002.

j) Depreciation of Fixed Assets

Depreciation of this property is calculated on updated values, according to the straight-line depreciation system, considering the estimated useful life of the property.

k) Assets in Leasing

None.

l) Sales Transactions with Leaseback

None.

m) Intangibles

None.

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n) Investments in Related Companies

Investments in stock and rights in related companies have been valued according to the percentage of the holding that corresponds to the Company in the equity of its affiliates (VPP), according to procedures established for these purposes by circular 368 of the Securities and Insurance Commission.

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o) Negative and Positive Investment Goodwill:

Negative and positive investment goodwill have arisen when comparing the price paid for the investment made and the proportional value that corresponds to that investment in the net worth of the company.

Negative goodwill amortizations are carried out over a twenty-year period.

As of September 30, 2003 and 2002 there was no positive investment goodwill.

p) Operations with buyback and sellback agreement

Financial instruments acquired with a sellback agreement are shown at their purchase value plus interest and adjustments accrued at the closing of the fiscal year, and they are classified in Other Current Assets, in the terms established in Circular No. 768 of the Securities and Insurance Commission.

q) Deferred Taxes and Income Tax

The company has complied with deferred taxes, in accounting terms, as established in Technical Bulletin No. 60 and the norms indicated in Circular 1466 of the S.V.S.

Income tax is recorded in the accounting on the basis of the calculation of net taxable income determined according to norms established in the Income Tax Law.

r) Severance payment

The parent company has established a reserve for all of the personnel's severance payment, according to the union contracts signed with their workers. This reserve is shown at the present value of the obligation.

s) Sales

The company recognizes the income from its operations on an accrued basis according to generally accepted accounting principles.

t) Derivative Contracts

The company maintains Future contracts in foreign currency, which have been recorded as established in Technical Bulletin 57 of the Accountants Association of Chile.

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u) Computer Software

The company develops computer software with its own resources, and it also acquires computer packages from third parties. Disbursements for its own development are charged to results as they are generated. Computer packages are recorded in Fixed Assets and amortized in 36 months.

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v) Research and Development Expenses

The company records expenses for this concept directly in results as they are generated.

w) Cash Flow Statement:

According to current regulations of the Securities and Insurance Commission and the Accountants Association of Chile, in preparing the cash flow statement, the Company has considered time deposits, fixed rate mutual fund investments and deposits with maturities under 90 days as cash.

Such cash flows related to the Company's line of business, interest paid, interest income received, dividends received, and all such that is not defined as investment or Financing is included under the heading "Flow Originating in Activities of the Operation."

Income by time deposits and agreements with maturity more than 90 days Has been clasified in the item "Investments in Financial Instruments".

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03. Accounting Changes

As of September 30, 2003 and 2002, there have not been any changes in the accounting criteria that affect the individual financial statements.

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04. Marketable Securities

As of September 30, 2003, this item is composed by the following investments:

- a) Investments in bonds and Fixed Fate Instruments in the amount of Th Ch\$ 51,487,181; mainly corresponding to investments in State Bonds and bonds of financial institutions in USA, Germany, Holland, Collateralized Bonds of Private Companies in USA (guaranteed by accounts receivable) and USA Mortgage Bonds with state guarantee.
- b) Th Ch\$ 4,163,102 in shares.

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c) Th Ch\$ 308,240 in investment funds of fixed income in US\$.

As of September 30, 2002 investments in shares are included in the amount of Th Ch\$ 3,776,725; Th Ch\$ 8,903,062 in Mutual Funds of Fixed Rate Instruments in US\$ and Th Ch\$ 29,941 corresponding to interests accrued from Bonds.

CRISTALERIAS DE CHILE S.A.

NOTE 4 -MARKETABLE SECURITIES- BALANCE COMPOSITION

| Type of Security | Book Value | |
|------------------------------------|-------------------|-------------------|
| | 09-30-2003 | 09-30-2002 |
| Stock | 4,163,102 | 3,776,725 |
| Bonds | 0 | 0 |
| Mutual fund shares | 0 | 0 |
| Investment fund shares | 308,240 | 8,903,062 |
| Public tender promissory notes | 0 | 0 |
| Mortgage bonds | 0 | 0 |
| Fixed rate instruments and bonds | 51,487,181 | 29,941 |
| Total Marketable Securities | 55,958,523 | 12,709,728 |

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CRISTALERIAS DE CHILE S.A.

NOTE 4 - MARKETABLE SECURITIES - SHARES

| R.U.T. | Company Name | Number of Shares | Share Percentage | Unit Market Value |
|--------------|---------------------------------------|------------------|------------------|-------------------|
| 96.512.200-1 | Bodegas y Vinedos Santa Emiliana S.A. | 63,642,856 | 9.9980 | 95 |

Value Investment Portfolio
 Adjustment Reserve
 Book value, Investment Portfolio

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CRISTALERIAS DE CHILE S.A.

NOTE 4 - MARKETABLE SECURITIES - FIXED RATE INSTRUMENTS

| Type of Security | Par Value | Book Value | |
|--|-----------|------------|--------|
| | | Amount | Rate % |
| Financial Institutions bonds (USA, Germany and | | | |

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| | | | |
|--|------------|------------|------|
| Holland) | 24,044,544 | 24,044,544 | 5.90 |
| US treasury bonds | 13,584,553 | 15,584,553 | 1.26 |
| Mortgage bonds USA, with state guarantee | 13,359,571 | 13,359,571 | 1.26 |
| Call Deposit | 806,753 | 806,753 | 5.85 |
| TOTAL | 51,795,421 | 51,795,421 | - |

Note:

- (1) The investements were made in U.S. Dollars (75.4%) and EUROS (24.6%) with custody abroad.
- (2) These investments can be rescued within 48 hours warning.
- (3) Rate for period from 01-01-2003 to 09-30-2003.

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05. Short-Term and Long-Term Debtors

At September 30, 2003 and 2002 there are balances of short-term debtors of Th Ch\$ 22,262,080 and Th Ch\$ 21,328,894, respectively.

In addition there is a balance of Th Ch\$ 142,826 for Long-Term debtors in 2003 (Th Ch\$ 177,084 in 2002).

As of September 30, 2003 and 2002 the company has established a reserve for bad debts of Th Ch\$ 143,127 in 2003 (Th Ch\$ 128,541 in 2002), which is deducted from Debtors for Sales.

The balance of Short-term Debtors is shown net of the reserve for bad debtors and customer advances.

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CRISTALERIAS DE CHILE S.A.
NOTE 5 -SHORT AND LONG TERM DEBTORS

| Item | Up to 90 days | | Current Ass |
|----------------------------------|---------------------|------------|-------------------------------|
| | 09-30-2003 | 09-30-2002 | Over 90 days up 09-30-2003 |
| Debts from Sales | 18,719,228 | 17,707,250 | 1,017,505 |
| Estimate of non-collectable debt | -- | -- | -- |
| Documents receivable | 1,716,775 | 2,380,495 | 119,954 |
| Estimate of bad debtors | -- | -- | -- |
| Misc. debtors | 799,785 | 509,652 | 31,960 |
| Estimate of bad debtors | -- | -- | -- |
| | Current Assets | | |
| | Total Current (net) | | |
| | 09-30-2003 | 09-30-2002 | 09-30-2003 |
| | | | Long T |

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| | | | |
|----------------------------------|------------|-------------------------|---------|
| Debts from Sales | 19,593,606 | 18,339,804 | 0 |
| Estimate of non-collectable debt | -- | -- | -- |
| Documents receivable | 1,836,729 | 2,437,526 | 0 |
| Estimate of bad debtors | -- | -- | -- |
| Misc. debtors | 831,745 | 551,564 | 142,826 |
| Estimate of bad debtors | -- | -- | -- |
| | | Total Long Term Debtors | 142,826 |

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06. Balances and Transactions with related entities

I. Balances receivable in the Short-Term as of September 30, 2003 and 2002 amount Th Ch\$ 2,352,998 and Th Ch\$ 3,173,123, respectively. In addition, in the Long-Term a balance of Th Ch\$ 21,334,102 and Th Ch\$ 24,859,956 is recorded, respectively, which correspond to Th Ch\$ 19,893,689 in 2003 for the sale of Rayen Cura S.A.I.C. shares to the subsidiary Cristalchile Inversiones S.A., equivalent to UF 1,173,943.93, without interests and Th Ch\$ 1,440,413 in 2003, which correspond to loans granted to Red Televisiva Megavision S.A.

Detail of outstanding credits from related companies:

1) Loan to Red Televisiva Megavision S.A.
Annual Rate 4.05%, UF adjustability

| | | | |
|------------|-----------|---------|---------|
| 07.05.2005 | 17,000 UF | Th Ch\$ | 288,083 |
| 01.05.2006 | 17,000 UF | Th Ch\$ | 288,083 |
| 07.05.2006 | 17,000 UF | Th Ch\$ | 288,083 |
| 01.05.2007 | 17,000 UF | Th Ch\$ | 288,083 |
| 07.05.2007 | 17,000 UF | Th Ch\$ | 288,081 |

3) There are balances for invoicing of Sales of bottles and services with the following related companies with expiration under 90 days:

| | 2003 | 2002 |
|--------------------------------------|-----------|-----------|
| | Th Ch\$ | Th Ch\$ |
| S.A. Vina Santa Rita | 2,008,665 | 2,389,769 |
| Vina Los Vascos S.A. | 144,726 | 143,578 |
| Rayen Cura S.A.I.C. | 180,640 | 0 |
| Servicios y Consultorias Hendaya S.A | 1,900 | 0 |
| Vina Dona Paula S.A. | 2,158 | 0 |
| | ----- | ----- |
| Total | 2,338,089 | 2,536,347 |

II. Balances Payable in the Short-Term amount Th Ch\$ 798,115 in 2003 and Th Ch\$ 704,699 in 2002, which correspond to sundry material purchased.

For invoicing there are accounts payable of related companies for the following balances with expirations under 90 days:

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| | 2003 | | 2002 | |
|---------------------------------------|---------|------|---------|------|
| | Th | Ch\$ | Th | Ch\$ |
| S.A. Vina Santa Rita | 203,909 | | 146,333 | |
| Ediciones Financieras S.A. | 0 | | 1,765 | |
| Vina Los Vascos S.A. | 8,814 | | 14,322 | |
| Megavision S.A. | 0 | | 0 | |
| Cia. Electro Metalurgica S.A. | 0 | | 0 | |
| Servicios y Consultorias Hendaya S.A. | 0 | | 0 | |
| | ----- | | ----- | |
| TOTAL | 212,723 | | 162,420 | |

For dividends payable to related companies there is the following detail:

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| | 2003 | | 2002 | |
|---------------------------------------|---------|------|---------|------|
| | Th | Ch\$ | Th | Ch\$ |
| Cia. Electro Metalurgica S.A. | 326,700 | | 336,174 | |
| Servicios y Consultorias Hendaya S.A, | 85,190 | | 87,661 | |
| Bayona S.A. | 88,688 | | 91,260 | |
| | ----- | | ----- | |
| TOTAL | 500,578 | | 515,095 | |

For balances in favor in CIECSA S.A.'s current account Th Ch\$ 44,424, Cristalchile Inversiosnes S.A. Th Ch\$ 8,931 and Cristalchile Comunicaciones S.A. Th Ch\$ 31,459.

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CRISTALERIAS DE CHILE S.A.
NOTE 6 - BALANCE AND TRANSACTIONS WITH RELATED COMPANIES
DOCUMENTS AND ACCOUNTS RECEIVABLE

| R.U.T. | Company | Short Term | | Lon |
|------------|-----------------------------------|------------|------------|------------|
| | | 09-30-2003 | 09-30-2002 | |
| 86547900-K | S.A. VINA SANTA RITA | 2,008,665 | 2,389,769 | 0 |
| 79952350-7 | RED TEL. MEGAVISION S.A. | 14,908 | 622,481 | 1,440,413 |
| 89150900-6 | VINA LOS VASCOS S.A. | 144,726 | 146,578 | 0 |
| 96721580-5 | CRISTACHILE COMUNICACIONES S.A. | 0 | 14,295 | 0 |
| 96972440-5 | CRISTALCHILE INVERSIONES S.A. | 0 | 0 | 19,893,689 |
| 83032100-4 | SERV. Y CONSULTORIAS HENDAYA S.A. | 1,900 | 0 | 0 |
| 0-E | RAYEN CURA S.A. I.C. | 180,640 | 0 | 0 |
| 0-E | VINA DONA PAULA S.A. | 2,159 | 0 | 0 |
| | TOTAL | 2,352,998 | 3,173,123 | 21,334,102 |

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CRISTALERIAS DE CHILE S.A.
NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED COMPANIES
DOCUMENTS AND ACCOUNTS PAYABLE

| R.U.T. | Company | Short Term | | Lon |
|------------|-----------------------------------|------------|------------|-----|
| | | 09-30-2003 | 09-30-2002 | |
| 86547900-K | S.A. VINA SANTA RITA | 203,909 | 146,333 | 0 |
| 96608270-4 | CIECSA S.A. | 44,424 | 16,942 | 0 |
| 96972440-5 | CRISTALCHILE INVERSIONES S.A. | 8,931 | 10,243 | 0 |
| 89150900-6 | VINA LOS VASCOS S.A. | 8,814 | 14,322 | 0 |
| 96539380-3 | EDICIONES FINANCIERAS S.A. | 0 | 1,765 | 0 |
| 86755600-1 | BAYONA S.A. | 88,688 | 91,260 | 0 |
| 90320000-6 | CIA. ELECTROMETALURGICA S.A. | 326,700 | 336,174 | 0 |
| 83032100-4 | SERV. Y CONSULTORIAS HENDAYA S.A. | 85,190 | 87,660 | 0 |
| 96721580-5 | CRISTALCHILE COMUNICACIONES S.A. | 31,459 | 0 | 0 |
| | TOTAL | 798,115 | 704,699 | 0 |

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CRISTALERIAS DE CHILE S.A.
NOTE 6 - BALANCES AND TRANSACTIONS WITH RELATED COMPANIES
TRANSACTIONS

| Company | R.U.T. | Relationship | Description of Transaction | 09-30-2003 | |
|-----------------------------------|------------|-------------------------|----------------------------|------------|--------------------------|
| | | | | Amount | Effect Result (Debit/Cr) |
| CLARO Y CIA. | 79753810-8 | With the Chairman | Legal assesment | 31,248 | -31,248 |
| CIA. SUDAMERICANA DE VAPORES S.A. | 90160000-7 | Indirect affiliate | Carrier services | 187,569 | |
| VINA LOS VASCOS S.A. | 89150900-6 | Indirect affiliate | Direct sales | 307,151 | 79,569 |
| | | Indirect affiliate | Materials purcha | 29,177 | |
| EDICIONES FINANCIERAS S.A. | 96793770-3 | Indirect affiliate | Received services | 3,748 | -3,748 |
| QUEMCHI S.A. | 96640360-8 | Indirect affiliate | Loaned services | 8,215 | 8,215 |
| BAYONA S.A. | 86755600-1 | Controlling stockholder | Dividends paid | 723,399 | |
| NAVARINO S.A. | 96566900-0 | Indirect subsidiary | Given services | 7,586 | 7,586 |
| CIECSA S.A. | 96608270-4 | Subsidiary | Capital Contribution | 1,512,024 | |

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| | | | | | |
|-----------------------------------|------------|----------------------------|--|-----------|---------|
| SERV. Y CONS. HENDAYA S.A. | 83032100-4 | Subsidiary | Adjustments | 91 | - |
| | | Controlling stockholder | Received services | 780,580 | -780,5 |
| | | Controlling stockholder | Dividends paid | 694,870 | |
| | | Controlling stockholder | Given services | 15,709 | 15,7 |
| CRISTALCHILE INVERSIONES S.A. | 96972440-5 | Subsidiary | Adjustments | 245,188 | 245,1 |
| | | Subsidiary | Credit return | 1,788,069 | |
| | | | Given Credit Account | 0 0 | |
| | | | Payments | | |
| S.A. VINA SANTA RITA | 86547900-K | Subsidiary | Container Sales | 4,365,875 | 1,131,3 |
| | | Subsidiary | Packaging sales | 370,736 | |
| | | Subsidiary | Materials and services purcha | 474,143 | 126,1 |
| | | Subsidiary | Dividends Received | 1,506,577 | |
| | | Subsidiary | Rent of Vineyard and grape sales | 13,819 | 13,8 |
| CRISTALCHILE COMUNICACIONES | 96721580-5 | Subsidiary | Adjustments | 0 | |
| | | | Capital Contribution | 2,510,000 | |
| CIA. ELECTROMETALURGICA S.A. | 90320000-6 | Controlling stockholder | Dividends paid | 2,664,783 | |
| | | Controlling stockholder | Materials purcha | 3,585 | |
| | | Controlling stockholder | Account Payments | 280 | |
| RED TELEVISIVA MEGAVISION S.A. | 79952350-7 | Related with Subsidiary | Interests | 91,923 | 91,9 |
| | | Related with Subsidiary | Adjustments | 30,922 | 30,9 |
| | | Related with Subsidiary | Loan repayment | 1,152,360 | |
| RAYEN CURA S.A.I.C. | 0-E | Related with Subsidiary | Advertisements | 0 | |
| | | Indirect affiliate | Direct Sales | 435,591 | 135,1 |

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07. Inventory

The balance of the inventory item corresponds to finished products and materials that are valued as described in Note 2 g). A detail of its composition is shown below:

2003

2002

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| | Th Ch\$ | Th Ch\$ |
|--|-----------|-----------|
| Finished Products | 2,680,271 | 2,492,462 |
| Raw Materials and Fuel | 1,635,413 | 1,659,258 |
| Materials and spare parts to be consumed | 1,041,451 | 1,149,004 |
| Materials in transit | 302,840 | 0 |
| | ----- | ----- |
| TOTAL | 5,659,975 | 5,300,724 |

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08. Deferred taxes and income taxes

A) DEFERRED TAXES.

Accumulated balances of deferred taxes for temporary differences, and their composition in the income tax account for effects of fiscal year results and recognition of deferred taxes, are presented on the attached charts.

Estimated amortization periods of deferred taxes have been estimated on the average at 1 years for Short-Term Assets, 5 for Long-Term Assets, and 14.4 for Long-Term Liabilities.

B) INCOME TAX

The Company established tax provisions of 16.5% of First Category Income Tax in 2003 and 16% in 2002, and 35% as single tax under Art. 21, for the 2003 and 2002 fiscal years.

Credits against taxes are shown deducting the payable obligation.

The itemized list is the following:

| | 2003 Th Ch\$ | 2002 Th Ch\$ |
|-------------------------------------|-----------------|-----------------|
| Fiscal year income tax reserve | (656,310) | (2,518,216) |
| Single tax reserve | (8,032) | (7,115) |
| | ----- | ----- |
| SUBTOTAL | (664,342) | (2,525,331) |
| Credits: | | |
| Monthly reserve payments | 2,120,700 | 2,400,153 |
| Training expenditure | 35,472 | 34,847 |
| Credit from donations | 0 | 3,170 |
| Recoverable VAT | 0 | 0 |
| | ----- | ----- |
| CREDIT SUBTOTAL | 2,156,172 | 2,438,170 |
| INCOME TAX TOTAL | 0 | 0 |
| VAT Tax Credit previous fiscal year | 232,373 | 240,469 |
| | ----- | ----- |

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TOTAL TAXES TO BE RECOVERED 1,724,203 153,308

C) TAXABLE PROFIT FUND

The company showed the following taxable profits to be distributed:

| | 2003 Thou Ch\$ | 2002 Thou Ch\$ |
|--------------------------------|-------------------|-------------------|
| Generated to 31.12.1983: | | |
| Profit Adjustment | 1,924,872 | 1,924,782 |
| Generated since 01.01.1984: | | |
| Without Credit | 1,075,346 | 1,048,220 |
| With 10% First Category Credit | 22,761 | 82,751 |

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| | | |
|----------------------------------|-------------|-------------|
| With 15% First Category Credit | 86,254,956 | 95,265,496 |
| With 15% Additional Rate Credit | 724 | 746 |
| With 16% First Category Credit | 16,173,816 | 15,904,716 |
| With 16.5% First Category Credit | 4,113,428 | 0 |
| | ----- | ----- |
| SUBTOTAL TAX PROFITS | 107,641,031 | 112,301,929 |
| Non-income revenues | 6,845,657 | 6,850,759 |
| | ----- | ----- |
| Total earnings to distribute | 114,486,688 | 119,152,688 |

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CRISTALERIAS DE CHILE S.A.
NOTE 8 - DEFERRED TAXES AND INCOME TAX
DEFERRED TAXES

| Item | 09-30-2003 | | | | Asset Deferrn Short Term |
|-----------------------------------|----------------------------------|-----------|--------------------------------------|-----------|-----------------------------|
| | Asset Deferred Tax Short term | Long Term | Liability Deferred Tax Short Term | Long Term | |
| Temporary Differences | | | | | |
| Reserve non-collectable accounts | 23,616 | 0 | 0 | 0 | 21,125 |
| Expected revenue | 0 | 0 | 0 | 0 | 0 |
| Vacation reserve | 62,093 | 0 | 0 | 0 | 0 |
| Amortization intangibles | 0 | 0 | 0 | 0 | 58,097 |
| Leased assets | 0 | 0 | 0 | 0 | 0 |
| Manufacturing expenses | 0 | 0 | 0 | 0 | 0 |
| Fixed asset depreciation | 0 | 0 | 0 | 4,608,290 | 0 |
| Severance | 1,756 | 145,219 | 0 | 0 | 1,745 |
| Other events | 0 | 0 | 0 | 0 | 0 |
| Packaging reserve | 193,613 | 0 | 0 | 0 | 212,577 |
| Machinery repair reserve | 0 | 0 | 0 | 0 | 0 |
| Furnace repair reserve | 0 | 580,543 | 0 | 0 | 260,577 |
| Refractories obsolescence reserve | 7,090 | 0 | 0 | 0 | 6,575 |

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| | | | | | |
|--|---------|---------|--------|-----------|---------|
| Spare parts obsolescence reserve | 97,303 | 0 | 0 | 0 | 97,406 |
| Deferred customs duties | 0 | 0 | 0 | 1,959 | 21,370 |
| Accumulated depreciation automoviles | 0 | 16,598 | 0 | 80,552 | 0 |
| Unrealized profit | 41,036 | 6,991 | 0 | 0 | 0 |
| Fixed asset, molds | 0 | 0 | 0 | 264,005 | 0 |
| Lower valued bonds | 0 | 0 | 53,281 | 552,116 | 0 |
| OTHERS | | | | | |
| Complementary accounts-net amortization | 0 | 12,552 | 0 | 2,381,944 | 5,397 |
| Valuation reserve | 0 | 0 | | | - |
| Total | 426,507 | 736,799 | 53,281 | 3,124,978 | 674,075 |

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CRISTALERIAS DE CHILE S.A.
NOTE 8 - DEFERRED TAXES AND INCOME TAX

INCOME TAX

| ITEM | 09-30-2003 |
|--|------------|
| Current tax costs (tax reserve) | -664,342 |
| Adjustment tax cost (previous year) | 0 |
| Effect on assets or liabilities from deferred tax of fiscal year | -98,107 |
| Tax benefit from tax losses | 0 |
| Effect of amortization of complementary accounts of deferred assets and liabilities | -125,301 |
| Effect on assets or liabilities of deferred tax for changes in evaluation reserve | 0 |
| Other debits or credits in the account | 0 |
| Total | -887,750 |

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09.Short-term and long-term leasing contracts and leasing assets
(note required only for leasing companies defined in circular No. 939 of 1990).

As of September 30, 2003 and 2002, there are no transactions for this concept.

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10. Other current assets

As of September 30, 2003, investments in financial instruments for Th Ch\$ 2,055,229, with resale agreements, valued as stated in note 2 p) for Th Ch\$ 827,000 corresponding to agreements in pesos, and agreements in US\$ under 90 days for Th\$ 1,228,229.

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On September, 2003 Th Ch\$ 325,276 are included corresponding to issuance expenses and rate placement difference of bonds series C and D.

As of September 30, 2002, there was a balance of Th Ch\$ investments in financial instruments with resale agreements for Th Ch\$ 22,583,084, valued as stated in note 2 p), Th Ch\$ 3,864,460 as balance in favor for Future Contracts in foreign currency are included. In addition Th Ch\$ 328,802 exist, which correspond to the current portion of expenses and goodwill for the issue of bond series C1, C2, D1 and D2.

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11. Information on operations involving purchase agreements, sales agreements, sale with buyback agreement, and purchase with sellback agreement of commercial paper or bearer securities

Information about these transactions is presented on attached charts.

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CRISTALERIAS DE CHILE S.A.

NOTE 11 - Information on operations involving purchase agreements, sales agreements, sale with buyback agreement, and purchase with sellback agreement of commercial paper or bearer securities

Sale Operations with buyback agreement (VRC) and Purchase with resale agreement (CRV)

| Code | Start | Dates End | Counterpart | Original Currency | Price Set | Rate | Final |
|------|------------|--------------|-------------------------------------|----------------------|--------------|------|-------|
| CRV | 09.30.2003 | 10.01.2003 | BCO. CRED. INV. CORREDORES BOLSA | Pesos | 827,000 | 0.22 | 827 |
| CRV | 09.30.2003 | 10.01.2003 | BANCO DE CHILE | Pesos | 1,228,229 | 1.00 | 1,220 |

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12. Fixed Assets

Fixed Assets:

The Fixed Assets are shown at purchase cost plus the legal and regulatory revaluations accumulated as of September 30, 2003 and 2002.

The items that make up the Company's fixed assets as of September 30, 2003 and 2002 include mainly Land, Industrial Constructions, Infrastructure Works, Machinery and Equipment distributed in the Padre Hurtado Plant.

During 2002, the company carried out a fixed asset inventory, adjusting the value of fully depreciated assets with their respective accumulated depreciation.

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Technical Reappraisal and Adjustment of Accounting Values

The company carried out a technical reappraisal of its fixed assets in 1979. Likewise, in June 1986 it adjusted those assets. Both operations were carried out according to the provisions established in Circular Letters No. 1529 and No. 550 respectively of the Securities and Insurance Commission.

The effects of these operations, including write-offs of property, are shown on the attached chart.

Depreciations:

The charge against results for this item is Th Ch\$ 7,296,880 in 2003 and Th Ch\$ 6,756,809 in 2002.

The detail is shown on an attached chart.

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FIXED ASSETS

| | 2003 | 2002 |
|---|------------------|------------------|
| | Th Ch\$ | Th Ch\$ |
| LAND | | |
| Land & mining claims | 1,507,923 | 1,507,948 |
| Subtotal land | 1,507,923 | 1,507,948 |
| Subtotal land | 1,507,923 | 1,507,948 |
| CONSTRUCTIONS & INFRASTRUCTURE | | |
| High rises and industrial const. | 13,394,578 | 13,393,376 |
| Facilities | 9,109,391 | 4,741,234 |
| Housing developments | 26,265 | 26,264 |
| Subtotal constructions & infraestructure | 22,530,234 | 18,160,874 |
| Accumulated depreciation | (8,921,125) | (7,275,952) |
| Depreciation for the fiscal year | (966,814) | (638,052) |
| Subtotal depreciation | (9,887,939) | (7,914,004) |
| SUBTOTAL CONSTRUCTIONS & INFRASTRUCTURE | 12,642,295 | 10,246,870 |
| MACHINERY & EQUIPMENT | | |
| Machinery | 54,533,378 | 55,962,010 |
| Furnaces | 46,365,920 | 37,892,223 |
| Furniture and Maerials | 1,271,536 | 1,718,674 |
| Tool | 348,722 | 357,533 |
| Vehicles | 211,847 | 206,222 |
| Subtotal Machinery & equipment | 102,731,043 | 96,136,662 |
| Accumulated depreciation | (41,044,037) | (40,135,214) |
| Depreciation for the fiscal year | (6,173,318) | (5,962,008) |
| Subtotal depreciation | (47,217,355) | (46,097,222) |
| Subtotal machinery & equip | 55,514,048 | 50,039,440 |

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| | | |
|--------------------------|--------------|--------------|
| OTHER FIXED ASSETS | | |
| Spare parts | 5,545,442 | 5,216,836 |
| Imports in transit | 123,660 | 65,105 |
| Works underway | 1,112,106 | 867,905 |
| Lots in Pirque and Leyda | 464,290 | 475,952 |
| Other | 319,883 | 184,106 |
| Subtotal other assets | 7,565,381 | 6,809,904 |
| TOTAL FIXED ASSETS | | |
| TOTAL ACCUMUL. DEPREC. | (49,965,162) | (47,411,466) |
| TOTAL DEPREC FOR F. YEAR | (7,140,132) | (6,600,060) |
| TOTAL NET FIXED ASSETS | 77,229,647 | 68,604,162 |

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TECHNICAL REVALUATION AND ADJUSTMENT OF ACCOUNTING VALUES

| | 2003 | 2002 |
|---|-------------|-------------|
| | Th Ch\$ | Th Ch\$ |
| LAND | | |
| Land and mining claims | 313,585 | 319,476 |
| Subtotal land and mining claims net | 313,585 | 319,476 |
| CONSTRUCTIONS & INFRASTRUCTURE | | |
| High rises and industrial constructions | 6,264,995 | 6,258,899 |
| Facilities | 41,406 | 444,405 |
| Subtotal Constructions | 6,306,401 | 6,703,304 |
| Accumulated depreciation | (4,861,664) | (5,055,742) |
| Depreciation for the fiscal year | (156,748) | (156,749) |
| Subtotal depreciations | (5,018,412) | (5,212,491) |
| Subtotal Constuctions & Infrastucture net | 1,287,989 | 1,490,813 |
| MACHINERY & EQUIPMENT | | |
| Furnaces | 0 | 530,370 |
| Machinery | 0 | 1,015,188 |
| Tools | 0 | 54,778 |
| Furniture and Materials | 0 | 14,554 |
| Subtotal Machinery & equipment | 0 | 1,614,890 |
| Accumulated depreciation | 0 | (1,614,890) |
| Depreciation for the fiscal year | 0 | 0 |
| Subtotal depreciation | 0 | (1,614,890) |
| Subtotal machinery & equip | 0 | 0 |
| Total Net Technical Revaluation | 1,601,574 | 1,810,289 |
| TOTAL REVALUATED ASSET | 6,619,986 | 8,637,670 |
| TOTAL ACCUMULATED DEPRECIATION | (4,861,664) | (6,670,632) |
| TOTAL DEPRECIATION FOR YEAR | (156,748) | (156,749) |
| TOTAL NET | 1,601,574 | 1,810,289 |

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13. Sales transactions with leaseback

These type of transactions were not carried out as of September 30, 2003 and 2002.

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14. Investments in related companies

The Company has valued its investments in related companies according to the norms indicated in note 2 n).

CIECSA S.A.

On April 20, 2000 the Shareholders of Ciecsa S.A. agreeded to increase its equity by the equivalent to UF 359,921 through the issue of 343,750,000 shares that were fully subscribed by Cristalchile S.A. On April 18, 2003 the subcription was paid. On August 26, 2003 it was agreeded to increase CIECSA's capital by Th Ch\$ 910,000, through the issue of 36,400,000 shares totally suscribed and paid by Cristalchile, with which the participation in the subsidiary increased to 98.45% as of September 30, 2003.

CRISTALCHILE INVERSIONES S.A.

This company was formed at the end of 2001 in which Cristalerias de Chile S.A. has a 99.99 % share of the equity. Cristalchile Inversiones S.A., in turn, registers a 40% investment in Rayen Cura S.A.I.C., a company constituted in the city of Mendoza, Republic of Argentina.

On January 31, April 25 and June 30 of 2003 Rayen Cura S.A.I.C. made capital reimbursements of part of a capital increase paid on April 29, 2002. Reimbursed amounts totaled Th US\$ 2,600.

As of September 30 the financial statements of Rayen Cura S.A.I.C. have recognized an exchange rate of \$ 2.87 Argentine pesos per US Dollar. CristalChile Inversiones S.A., in turn, has adjusted the financial statements of Rayen Cura S.A.I.C. in order to acknowledge the variation occurred from \$3.32 Argentine pesos (exchange rate used as of December 31, 2002) and \$2.87 Argentine pesos per US dollar as of September 30, 2003.

As an effect of the result of this affiliate and the conversion of the financial statements of Rayen Cura S.A.I.C., according to chilean normative, CristalChile Inversiones S.A., has recognized a Th Ch\$ 717,358 income as of September 30, 2002, and a Th Ch\$ 2,675,431 loss as of September 30, 2002.

On the other hand, the dollar exchange rate variation during the 2003 and 2002 fiscal years originated a Th Ch\$ 1,232,724 charge in 2003 and a Th Ch\$ 500,208 credit in 2002 in the item Other Equity Reserves, for the investment in Rayen Cura S.A.I.C. and from the negative goodwill produced by the purchase of shares of that company.

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CRISTALCHILE COMUNICACIONES S.A.

As of September 29, 2003 the Shareholders agreed to increase the company's equity by issuing 3,861,538 shares, without nominal value, at a value of Ch\$ 650 each, which represents Th Ch\$ 2,510,000.

Such increase was subscribed and paid by Cristalerias de Chile S.A., with which its participation in the company's equity reaches 99.998%.

S.A. VINA SANTA RITA

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As of September 30, 2003, the company has registered an unrealized income of Th Ch\$ 248,705, corresponding to container sales to the the subsidiary S.A. Vina Santa Rita.

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CRISTALERIAS DE CHILE S.A.
NOTE 14 - INVESTMENTS IN RELATED COMPANIES
DETAIL OF INVESTMENTS

| R.U.T. | Company | Country of Origin | Investment Control Currency | Number of Shares | Share (Perce |
|------------|----------------------------------|-------------------|-----------------------------|------------------|-----------------------------|
| 96721580-5 | Cristalchile Comunicaciones S.A. | Chile | Peso | 101,213,160 | 09-30-2003 99.9981689220 |
| 86547900-K | S.A. Vina Santa Rita S.A | Chile | Peso | 493,959,797 | 54.0970095470 |
| 86881400-4 | Envases CMF S.A. | Chile | Peso | 28,000 | 50.0000000000 |
| 96608270-4 | Ciecsa S.A. | Chile | Peso | 652,901,305 | 98.4457827010 |
| 96767580-6 | Constructora Apoger S.A. | Chile | Peso | 800,000 | 80.0000000000 |
| 96826870-8 | Inmobiliaria Don Alberto S.A. | Chile | Peso | 3,817 | 38.1700000000 |
| 96972440-5 | Cristalchile Inversiones S.A. | Chile | Peso | 9,999 | 99.9900000000 |
| | TOTAL | | | | |

CRISTALERIAS DE CHILE S.A.
NOTE 14 - INVESTMENTS IN RELATED COMPANIES
DETAIL OF INVESTMENTS

Company

Net

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| Equity | | Income | |
|------------|------------|------------|------------|
| 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 |
| 70,614,161 | 75,140,007 | -5,250,286 | -6,845,803 |
| 81,347,931 | 79,399,111 | 3,735,128 | 8,387,774 |
| 33,088,075 | 30,296,796 | 713,420 | 463,654 |
| 16,410,897 | 11,951,794 | 825,740 | 1,063,284 |
| 5,077 | 52,135 | -1,051 | 1,709 |
| 27 | 235 | -8 | -2,734 |
| -2,135,634 | 606,921 | 474,198 | -2,752,701 |

CRISTALERIAS DE CHILE S.A.

NOTE 14 - INVESTMENTS IN RELATED COMPANIES

DETAIL OF INVESTMENTS

| Result of Accrual | | VPP | | Income not Realized | | o |
|----------------------|------------|-------------|-------------|------------------------|------------|-------------|
| 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | 09-30-2002 |
| -5,250,189 | -6,845,668 | 70,612,868 | 75,138,505 | 0 | 0 | 70,612,868 |
| 2,020,593 | 4,537,535 | 44,006,798 | 42,952,538 | -248,705 | 0 | 43,758,033 |
| 356,710 | 231,826 | 16,544,038 | 15,148,398 | 0 | 0 | 16,544,038 |
| 812,907 | 1,044,929 | 16,155,836 | 11,745,470 | -230,867 | -263,853 | 15,924,617 |
| -841 | 1,368 | 4,062 | 41,708 | 0 | 0 | 4,062 |
| -4 | -1,044 | 10 | 89 | 0 | 0 | 10 |
| 474,150 | -2,752,425 | 0 | 606,860 | 0 | 0 | 606,860 |
| | | 147,323,612 | 145,633,568 | -479,572 | -263,853 | 146,844,253 |

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15. Investments in other companies

As of September 30, 2003 and 2002 there are no investments in other companies.

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16. Goodwill Amortization

NEGATIVE GOODWILL

Stock purchases made on years 1993, 1994, 1995, 1996 and 1999 of S.A. Vina Santa Rita and Ciecsa S.A., have produced negative goodwill whose net balance to be amortized as of September 30, 2003 totaled Th Ch\$ 1,939,310 (Th Ch\$ 2,111,095 in 2002).

POSSITIVE GOODWILL

As of September 30, 2003 and 2002 there are no transactions for this concept.

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CRISTALERIAS DE CHILE S.A.
 NOTE 16 - GOODWILL ON INVESTMENTS
 Negative Goodwill

| R.U.T. | Company Name | 09-30-2003 | | Amount thi |
|------------|----------------------|--------------------------------|---------------------------------|---------------|
| | | Amount Amortiz. this period | Balance of Negative Goodwill | |
| 86547900-K | S.A. Vina Santa Rita | 37,707 | 572,714 | |
| 96608270-4 | Ciecsa S.A. | 91,106 | 1,366,596 | |
| | TOTAL | 128,813 | 1,939,310 | 1 |

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17. Intangibles

As of September 30, 2003 and 2002 there are no values for these concepts.

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18. Other (Assets)

As of September 30, 2003, the sum of Th Ch\$ 8,971,602 (Th Ch\$ 10,580,217 in 2002) for investments in Bonds of Celulosa Arauco y Constitucion S.A., equivalent to US\$ 13,420,000 at an annual rate of 6.95%, with maturity on September 15, 2005, is included in Other Long-term Assets.

Considering that there is the intention of maintaining the Celulosa Arauco y Constitucion S.A. bonds until their maturity on September 15, 2005, the valuation and registration of the bonds fulfills the provisions in Circular Letter No. 368 of the S.V.S., as Long-term Fixed Rate Instruments according to the investment value, plus interests and adjustments accrued at the end of the fiscal year.

As of September 30, 2003 there is a balance for issuance expenses of bond series C and D for Th Ch\$ 918,574 (Th Ch\$ 1,076,048 in 2002), and the negative goodwill produced as a result of their placement of Th Ch\$ 2,337,221 (Th Ch\$ 2,535,429 in 2002).

In addition, as of September 30, 2002, Th Ch\$ 48,213 are included for anticipated interests of Customs Duties Deferred Rights.

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19. Short-term obligations with banks and financial institutions

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a) Short-term obligations with Banks and Financial Institutions (5.21.10.10).

As of September 30, 2003 and 2002, there are not short-term bank obligations.

b) Long-term obligations with Banks and Financial Institutions (5.21.10.20).

A list of operations is shown on the attached chart.

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CRISTALERIAS DE CHILE S.A.

NOTE 19 - OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS, SHORT TERM

Type of Currency and Readjustment Index

| R.U.T. | Bank or Financial Institution | Dollars | | Euros | |
|---|-------------------------------------|------------|------------|------------|-----|
| | | 06-30-2003 | 06-30-2002 | 09-30-2003 | 09- |
| Short term (code: 5.21.10.10) | | | | | |
| Long Term - Short Term (code: 5.21.10.20) | | | | | |
| 0-E | J.P Morgan Chase Bank | 136,073 | 22,015,872 | 0 | |
| | Others | 0 | 0 | 0 | |
| | TOTAL | 136,073 | 22,015,872 | 0 | |
| | Capital amount due | 0 | 22,012,661 | 0 | |
| | Average annual interest rate | 1.925 | 3.0 | 0 | |
| | Percentage oblig. foreign curr. (%) | | 100.0000 | | |
| | Percentage oblig. foreign curr. (%) | | 0.0000 | | |

CRISTALERIAS DE CHILE S.A.

NOTE 19 - OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS, SHORT TERM

Type of Currency and Readjustment Index

| Other Foreign Currencies | | U.F. | | Non adjustable \$ | |
|--------------------------|------------|------------|------------|-------------------|------------|
| 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 | 09-30-2003 | 09-30-2002 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |

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20. Other Current Liabilities

As of September 30, 2003 , a positive balance of Th Ch\$ 4,054,129 in favor of financial institutions was produced, as a consequence of Future Contracts subscribed by the Company, more detail of these is shown in note 34 Derivative Contracts.

As of September 30, 2002, there was no balance for these transactions.

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21. Long term liabilities with banks and financial institutions

The obligations with banks and financial institutions are presented on the charts attached.

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CRISTALERIAS DE CHILE S.A.

NOTE 21: LONG-TERM OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS

Long-term Obligations With Banks and Financial Institution

| R.U.T. | Bank or Financial Institution | Adjustment index currency | Maturity | | | |
|--------|---|---------------------------------|-----------------------|-----------------------|-----------------------|------------|
| | | | From 1 to 2 M\$ | From 2 to 3 M\$ | From 3 to 5 M\$ | From to |
| 0-E | J.P. Morgan Chase Bank | Dollars | -- | 8,262,125 | 24,786,375 | |
| | | Euros | -- | -- | -- | |
| | | Yen | -- | -- | -- | |
| | | UF | -- | -- | -- | |
| | | Non-adj.CH\$ | -- | -- | -- | |
| | | Others | -- | -- | -- | |
| | Total | | -- | 8,262,125 | 24,786,375 | |
| | Porcentaje de obligaciones en moneda extranjera | | 100.00% | | | |
| | Porcentaje de obligaciones en moneda nacional | | 0.00% | | | |

CRISTALERIAS DE CHILE S.A.

NOTE 21: LONG-TERM OBLIGATIONS WITH BANKS AND FINANCIAL INSTITUTIONS

Long-term Obligations With Banks and Financial Institution

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| Maturity | Closing date Current period | Closing date Previous period | Total | |
|--------------------|--------------------------------|---------------------------------|---|---------------------------------------|
| | | | Long-Term at closing of Financial Statements | Average annual interest rate |
| More than 10 years | | | | |
| Amount | Term | | | |
| M\$ | | | | |
| -- | -- | | 33,048,500 | 1.925 |
| -- | -- | | -- | -- |
| -- | -- | | -- | -- |
| -- | -- | | -- | -- |
| -- | -- | | -- | -- |
| -- | -- | | -- | -- |
| -- | -- | | 33,048,500 | |
| | | | | 16,509,497 |

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22. Short-term and long-term obligations with the public
(promissory notes and bonds)

As of September 30, 2003 and 2002, there are obligations with the public for UF 4,100,000, equivalent to Th Ch\$ 69,478,723 (Th Ch\$ 69,422,126 in 2002) divided in series C1, C2, D1 and D2, with a 4.75% annual interest in series C and 5.80% in series D. In the short term there is a balance of Th Ch\$ 775,889 (Th Ch\$ 774,957 in 2002) corresponding to accrued interests for UF 45,468.20.

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Cristaleras de Chile S.A.

NOTE 22: SHORT-TERM AND LONG-TERM OBLIGATIONS WITH PUBLIC (PROMISSORY NOTES AND BONDS)
BONDS

| REGISTRATION OR IDENTIFICATION No. OF INSTRUMENT | SERIES | CURRENT FACE VALUE | INDEXING UNIT OF BOND | INTEREST RATE | FINAL MATURITY |
|--|--------------|-----------------------|--------------------------|------------------|-------------------|
| LONG-TERM BONDS - CURRENT PORTION | | | | | |
| 296-09.07.02 | C1 Interests | 0 | UF | 4.75 | 01-15-2004 |
| 296-09.07.02 | C2 Interests | 0 | UF | 4.75 | 01-15-2004 |
| 296-09.07.02 | D1 Interests | 0 | UF | 5.80 | 01-15-2004 |
| 296-09.07.02 | D2 Interests | 0 | UF | 5.80 | 01-15-2004 |
| TOTAL CURRENT PORTION | | | | | |
| LONG-TERM BONDS | | | | | |
| 296-09.07.02 | C1 | 1,500,000 | UF | 4.75 | 07-15-2008 |
| 296-09.07.02 | C2 | 500,000 | UF | 4.75 | 07-15-2008 |

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| | | | | | |
|--------------|----|-----------|----|------|------------|
| 296-09.07.02 | D1 | 1,900,000 | UF | 5.80 | 07-15-2023 |
| 296-09.07.02 | D2 | 200,000 | UF | 5.80 | 07-15-2023 |

LONG-TERM TOTAL

Cristalerias de Chile S.A.

NOTE 22: SHORT-TERM AND LONG-TERM OBLIGATIONS WITH PUBLIC (PROMISSORY NOTES AND BONDS)
BONDS

| | PAR VALUE | | ISSUE IN CHILE OR ABROAD |
|---------------------------------|------------|------------|--------------------------------|
| | 09-30-2003 | 09-30-2002 | |
| LONG-TERM BONDS-CURRENT PORTION | | | |
| 296-09.07.02 | 255,054 | 255,047 | LOCAL |
| 296-09.07.02 | 85,085 | 85,015 | LOCAL |
| 296-09.07.02 | 393,798 | 393,477 | LOCAL |
| 296-09.07.02 | 41,452 | 41,418 | LOCAL |
| TOTAL CURRENT PORTION | | | |
| | 775,589 | 774,957 | |
| 296-09.07.02 | 25,419,045 | 25,398,339 | LOCAL |
| 296-09.07.02 | 8,473,015 | 8,466,113 | LOCAL |
| 296-09.07.02 | 32,197,457 | 32,171,229 | LOCAL |
| 296-09.07.02 | 3,389,206 | 3,386,445 | LOCAL |
| LONG-TERM TOTAL | | | |
| | 69,478,723 | 69,422,126 | |

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23. Provisions and Write-offs

Provisions:

As of September 30, 2003, the Company has short-term provisions of Th Ch\$ 5,355,462 and Th Ch\$ 5,395,482 in 2002.

In the Long-term, provisions are recorded of Th Ch\$ 7,623,385 as of September 30, 2003 and Th Ch\$ 5,444,154 as of September 30, 2002.

In the annexed chart a detail of provisioned amounts is presented.

a) Bad Debt Reserves:

The Company has established a reserve for bad debts of Th Ch\$ 143,127, and Th Ch\$ 128,541, respectively, as of September 30, 2003 and 2002.

This provision is deducted from the balance of debtors from sales, as stated in note 5.

b) Vacation Provision:

The company has established a provision for the total cost of vacations pending as of September 30, 2003 and 2002, as established in Technical

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Bulletin No. 47 of the Accountants Association of Chile.

The net balance for this item amounts Th Ch\$ 376,317 as of September 30, 2003 (Th Ch\$ 363,108 in 2002).

c) Provision for Furnace Reconstruction:

This provision is established throughout the useful life of the refractories of each smelting furnace so their repair will not have a distort the result of the fiscal year when the repairs are made.

The Company has established a provision for this item in the amount of Th Ch\$ 3,514,837 and Th Ch\$ 3,199,104 as of September 30, 2003 and 2002, respectively.

An itemized list of the amounts provisioned is shown in the attached chart.

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| Cristalerias de Chile S.A. | 09/30/2003 | 09/30/2002 |
|--------------------------------|------------|------------|
| Note Provisions and Write-offs | | |
| Short term | | |
| Furnace Reconstruction | 0 | 1,628,602 |
| Packing for Client Return | 1,150,178 | 1,288,343 |
| Board Share | 96,640 | 657,908 |
| Provision Subsidiary Losses | 2,135,420 | 0 |
| Provision Indirect Expenses | 687,266 | 648,481 |
| Provision Legal Gratification | 81,832 | 68,593 |
| Legal Holiday | 376,317 | 363,108 |
| Severance Pay | 181,526 | 171,436 |
| Reserve Spare Parts | 438,189 | 459,332 |
| Other Provisions | 208,094 | 109,679 |
| | ----- | |
| Total Short Term | 5,355,462 | 5,395,482 |
| Long term | | |
| Severance Pay | 4,108,548 | 3,873,652 |
| Furnace Reconstruction | 3,514,837 | 1,570,502 |
| | ----- | |
| Total Long-Term | 7,623,385 | 5,444,154 |

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24. Severance Payments

The reserve for severance payments to personnel is included at its current value, as expressed in note 2 r). As of September 30, 2003 it totals Th Ch\$ 4,290,074 (Th Ch\$ 4,045,088 in 2002).

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As of September 30, 2003 and 2002 the parent company has paid severance payments of Th Ch\$138,485 and Th Ch\$ 66,067 respectively, chargeable against the reserve.

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25. Other long-term liabilities

As of September 30, 2003 and 2002 there are no values for this concept.

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26. Minority interest

Not applicable to individual financial statements.

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27. Changes in Equity

Activity in 2003 and 2002

The activity of the capital and reserve accounts in the fiscal years ended on September 30, 2003 and 2002, are shown in the attached charts.

The detail of the item Other Reserves is the following:

| | 2003 | 2002 |
|--|-----------|------------|
| | Th Ch\$ | Th Ch\$ |
| Future capital increases | 4,599,545 | 4,390,932 |
| Reserve for adjustment of value of fixed assets | 1,601,574 | 1,810,288 |
| Adjustment for conversion difference in investment in Rayen Cura S.A.I.C. | 2,129,950 | 5,578,731 |
| Difference VPP Sodex | (218,686) | (218,689) |
| | ----- | ----- |
| TOTAL OTHER RESERVES | 8,122,383 | 11,561,262 |

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CRISTALERIAS DE CHILE S.A.
NOTE 27: CHANGES IN NET WORTH

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| Items | Paid-in Capital | Reserve capital revaluation | Premium in sale of shares |
|--|-----------------|-----------------------------|---------------------------|
| Balances as of 06-30-2003 | | | |
| Initial balance | 64,749,257 | 0 | 27,598,393 |
| Distribution result previous fiscal year | 0 | 0 | 0 |
| Final dividend previous fiscal year | 0 | 0 | 0 |
| Capital increases with cash stock issue | 0 | 0 | 0 |
| Reserves and/or Profits Capitalization | 0 | 0 | 0 |
| Development period Accumulated deficit | 0 | 0 | 0 |
| Accumulated conversion difference adjustment | 0 | 0 | 0 |
| Eventual Dividend | 0 | 0 | 0 |
| Owner's equity Revaluation | 0 | 776,991 | 331,181 |
| Fiscal Year Result | 0 | 0 | 0 |
| Provisional Dividends | 0 | 0 | 0 |
| Final balances | 64,749,257 | 776,991 | 27,929,574 |
| Balances as of 06-30-2002 | | | |
| Initial balance | 62,863,356 | 0 | 26,794,558 |
| Distribution result previous fiscal year | 0 | 0 | 0 |
| Final dividend previous fiscal year | 0 | 0 | 0 |
| Capital increases with cash stock issue | 0 | 0 | 0 |
| Reserves and/or profit Capitalization | 0 | 0 | 0 |
| Development period accumulated deficit | 0 | 0 | 0 |
| Accumulated conversion difference adjustment | 0 | 0 | 0 |
| Owner's equity revaluation | 0 | 817,225 | 348,328 |
| Fiscal Year Result | 0 | 0 | 0 |
| Provisional Dividends | 0 | 0 | 0 |
| Final balances | 62,863,356 | 817,225 | 27,142,886 |
| Updated balances | 64,686,393 | 840,924 | 27,930,030 |

| Items | Reserve Future Dividends | Accumulated Results | Provisional Dividends | Development |
|--|--------------------------|---------------------|-----------------------|-------------|
| Balances as of 06-30-2003 | | | | |
| Initial balance | 114,912,655 | 17,660,662 | -3,303,936 | |
| Distribution result previous fiscal year | 14,356,726 | -17,660,662 | 3,303,936 | |
| Final dividend previous fiscal year | -5,526,400 | 0 | 0 | |
| Capital increases with cash stock issue | 0 | 0 | 0 | |
| Reserves and/or Profits Capitalization | 0 | 0 | 0 | |
| Development period Accumulated deficit | 0 | 0 | 0 | |
| Accumulated conversion difference adjustment | 0 | 0 | 0 | |
| Eventual Dividend | -960,000 | 0 | 0 | |
| Owner's equity Revaluation | 1,573,338 | 0 | -960 | |
| Fiscal Year Result | 0 | 0 | 0 | |
| Provisional Dividends | 0 | 0 | -960,000 | |
| Final balances | 124,356,319 | 0 | -960,000 | |
| Balances as of 06-30-2002 | | | | |
| Initial balance | 102,798,113 | 17,770,611 | -4,657,728 | -123, |
| Distribution result previous fiscal year | 12,989,754 | -17,770,611 | 4,657,728 | 123, |
| Final dividend previous fiscal year | -4,230,400 | 0 | 0 | |

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| | | | |
|--|-------------|---|------------|
| Capital increases with cash stock issue | 0 | 0 | 0 |
| Reserves and/or profit Capitalization | 0 | 0 | 0 |
| Development period accumulated deficit | 0 | 0 | 0 |
| Accumulated conversion difference adjustment | 0 | 0 | 0 |
| Owner's equity revaluation | 1,454,480 | 0 | -1,930,560 |
| Fiscal Year Result | 0 | 0 | 0 |
| Provisional Dividends | 0 | 0 | 0 |
| Final balances | 113,011,947 | 0 | -1,930,560 |
| Updated balances | 116,289,293 | 0 | -1,986,546 |

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CRISTALERIAS DE CHILE S.A.

NOTE 27: CHANGES IN EQUITY - NUMBER OF SHARES

| SERIES | No. SHARES SUBSCRIBED | No. SHARES PAID | No. SHARES WITH VOTING |
|--------|-----------------------------|-----------------------|------------------------------|
| SINGLE | 64,000,000 | 64,000,000 | 64,000,000 |

CRISTALERIAS DE CHILE S.A.

NOTE 27: CHANGES IN NETWORTH - CAPITAL (AMOUNT - TH CH\$)

| SERIES | SUBSCRIBED CAPITAL | PAID-IN CAPITAL |
|--------|-----------------------|--------------------|
| SINGLE | 64,749,257 | 64,749,257 |

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28. Other Non-operating Income and Expenses

As of September 30, 2003 non-operating income amounted Th Ch\$ 288,216 and Th Ch\$ 484,710 in 2002.

Non-operating expenses amounted to Th Ch\$ 627,219 as of September 30, 2003 and Th Ch\$ 542,429 in fiscal year 2002.

More detail is shown in annexed chart.

Non-operating Income and Expenses

CRISTALERIAS DE CHILE S.A.

NOTE 28: OTHER NON-OPERATING INCOME AND EXPENSES

| | 2003 | | 2002 | |
|---------------------------------------|---------|------|---------|------|
| | Th | Ch\$ | Th | Ch\$ |
| INCOME | | | | |
| Offices and establishments rental | 123,129 | | 170,738 | |
| Sale of fixed assets | 4,527 | | 34,560 | |
| Compensation for Damage | 2,551 | | 132,534 | |
| Sale of materials | 20,919 | | 9,397 | |
| Others Income (Agricultural Division) | 55,505 | | 23,051 | |
| Amortization of non-realized profits | 24,736 | | 24,736 | |
| Sundry income | 56,849 | | 89,694 | |
| TOTAL NON-OPERATING INCOME | 288,216 | | 484,710 | |
| EXPENSES | | | | |
| Professional advice | 501,037 | | 499,031 | |
| Other expenses | 74,558 | | 22,088 | |
| Insurances | 0 | | 21,310 | |
| ADR's Expenses | 51,624 | | 0 | |
| TOTAL NON-OPERATING EXPENSES | 627,219 | | 542,429 | |

29. Price-level Restatement

As a result of the application of price-level restatement as described in Note 2 d), a net charge to results was generated in the 2003 and 2002 fiscal year of Th Ch\$ 432,458 and Th Ch\$ 641,810 respectively.

Additional Balance-itemized information is shown in the annexed chart.

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NOTE 29: ADJUSTMENT FOR PRICE LEVEL RESTATEMENTS

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| ASSETS (CHARGES)/CREDITS | ADJUSTABILITY INDEX | 09-30-2003 |
|---|------------------------|------------|
| INVENTORY | Consumer Price Index | 17,695 |
| FIXED ASSET | CPI | 814,367 |
| INVESTMENTS IN RELATED COMPANIES | CPI | 1,768,240 |
| MARKETABLE SECURITIES | CPI | 45,991 |
| SHORT TERM DEBTORS | CPI | 1,921 |
| ACCOUNTS RECEIVABLE RELATED COMPANIES | UF | 262,350 |
| LONG-TERM DEBTORS | UF | 1,943 |
| SHORT TERM DEBTORS | UF | 1,009 |
| RATE ISSUANCE DIFFERENCE LONG-TERM BOND | UF | 27,848 |
| INFLATIONARY EFFECT | CPI | 391,258 |
| OTHER NON-MONETARY ASSETS | UF | 2,361 |
| OTHER NON-MONETARY ASSETS | CPI | 12,626 |
| EXPENSE AND COST ACCOUNTS | CPI | -7,647 |
| TOTAL (CHARGES)/CREDITS | - | 3,339,962 |
| | | |
| LIABILITIES (CHARGES)/ CREDITS | | |
| NET WORTH | CPI | -2,809,120 |
| ACCOUNTS RECEIVABLE RELATED COMPANIES | UF | -91 |
| SHORT-TERM RESERVES | CPI | -5,086 |
| SHORT -TERM CREDITORS | CPI | 0 |
| LONG-TERM CREDITORS | CPI | 0 |
| SHORT-TERM BANK LOANS | CPI | -71,369 |
| LONG-TERM RESERVES | CPI | -535 |
| PUBLIC OBLIGATION | UF | -827,831 |
| LONG-TERM BANK LOANS | CPI | 0 |
| NON-MONETARY LIABILITIES | CPI | 16,232 |
| INCOME ACCOUNTS | CPI | -74,620 |
| TOTAL (CHARGES)/ CREDITS | - | -3,772,420 |
| (LOSS) PROFIT FROM ADJUSTMENT FOR PRICE LEVEL RESTATEMENT | | -432,458 |

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30. Exchange Differences

A net charge to results was produced due to exchange differences of Th Ch\$ 9,901,636 in 2003 and a net credit of Th Ch\$ 8,370,748 in 2002.

According to the provisions in Circular Letter 1560 of the SVS of 09/20/2001, the net effect of the adjustment of adjustable assets and liabilities in foreign currency on results deducting the effect of inflation is presented in this item.

Further information is shown on the table attached.

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Cristalerias de Chile S.A.
NOTE 30: EXCHANGE DIFFERENCES

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| ITEM | CURRENCY | AMOUNT 09-30-2003 |
|--|----------------|----------------------|
| FIXED (CHARGES) /CREDITS | | |
| AVAILABLE | DOLLARS | -21,682 |
| MARKETABLE SECURITIES | DOLLARS | -4,300,205 |
| TIME DEPOSITS | DOLLARS | -95,284 |
| INVENTORY | DOLLARS | -70,115 |
| BONDS INSTALLMENT | DOLLARS | -783,301 |
| SUNDRY DEBTORS | DOLLARS | -251,963 |
| OTHER ASSETS | DOLLARS | -31,701 |
| ADJUSTMENT EFFECT OF INFLATION | DOLLARS | -391,258 |
| TOTAL (CHARGES) /CREDITS | | -5,945,509 |
| LIABILITIES (CHARGES) /CREDITS | | |
| NOTES PAYABLE | DOLLARS | 174,682 |
| NOTES PAYABLE | OTHER CURRENCY | 9,397 |
| SUNDRY CREDITORS - SHORT TERM | DOLLARS | 64,714 |
| LONG- TERM BANK LOANS | DOLLARS | 2,882,000 |
| SHORT-TERM RESERVES | DOLLARS | 0 |
| LONG-TERM RESERVES | DOLLARS | 259,380 |
| SUNDRY CREDITORS - LONG TERM | DOLLARS | 11,591 |
| OTHER LIABILITIES | DOLLARS | 52,764 |
| ADJUSTMENT FUTURE CONTRACTS | DOLLARS | -7,410,605 |
| INFLATIONARY EFFECT | DOLLARS | 0 |
| TOTAL (CHARGES)/ CREDITS | | -3,956,127 |
| (LOSS) PROFIT FROM EXCHANGE DIFFERENCE | | -9,901,636 |

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31. Extraordinary Items

As of September 30, 2003, there are no transactions for this item.

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32. Expenses incurred in the sale of shares and debt instruments

On August, 2002 the company placed bond series C1, C2, D1 and D2 for UF 4,100,000, which resulted in expenses and rate placement difference which balance as of September 30, 2003 amounts Th Ch\$ 3,581,071 (Th Ch\$ 3,940,279 in 2002). Amortization is being done according to the maturity of each series.

Classified under current assets there are Th Ch\$ 325,276 (Th Ch\$ 328,802 in 2002) and Th Ch\$ 3,255,795 (Th Ch\$ 3,611,477 in 2002) under other long-term fixed assets.

As of September 30, 2003 and 2002, the charge to results for their amortization amounts Th Ch\$ 247,327 and Th Ch\$ 40,487, respectively.

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| DETAIL | 2003 | |
|------------------------------------|-------------|-----------|
| | Short -Term | Long-Term |
| Difference in bonds placement rate | 198,127 | 2,337,221 |
| Stamp Tax | 114,434 | 826,717 |
| Placement commission and others | 12,715 | 91,857 |
| Total | 325,276 | 3,255,795 |

| DETAIL | 2002 | |
|------------------------------------|-------------|-----------|
| | Short -Term | Long-Term |
| Difference in bonds placement rate | 197,966 | 2,535,429 |
| Stamp Tax | 118,619 | 975,599 |
| Placement commission and others | 12,217 | 100,449 |
| Total | 328,802 | 3,611,477 |

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33. Cash Flow Statement

An itemized list is included in the attached chart.

CRISTALERIAS DE CHILE S.A.

CASH FLOW STATEMENT

1. The following is the detail of the item OTHERS:

| | | 2003 | | 2002 | |
|-----------|-----------------------------------|------|-----------|------|------------|
| | | Th | Ch\$ | Th | Ch\$ |
| 541.11.40 | Other income received | | | | |
| | Accountent Return | | 895,449 | | 0 |
| | Discount for Custom Duties | | 0 | | 303,445 |
| | Insurance severance | | 0 | | 206,456 |
| | Other income | | 2,837 | | 6,940 |
| | Total | | 898,286 | | 516,841 |
| 541.11.80 | Other expenses paid | | | | |
| | Exchange differences | | 5,243,049 | | 612,683 |
| | Donations | | 58,877 | | 44,871 |
| | Other expenses | | 2,649 | | 6,440 |
| | Total | | 5,304,575 | | 663,994 |
| 541.13.15 | Sale of other investments | | | | |
| | Redemption LT bonds | | 308,240 | | 539,039 |
| | Redemption Time Dep. over 90 days | | 0 | | 10,954,454 |
| | Other | | 0 | | 3,056 |
| | Total | | 308,240 | | 11,496,549 |
| 541.13.30 | Other investment income | | | | |
| | Maturity of future contracts | | 1,469,229 | | 4,000,707 |
| | | | 1,469,229 | | 4,000,707 |
| 541.13.65 | Other investment disbursements | | | | |

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| | | |
|--------------------|-----------|-----------|
| Purchase of shares | 318,170 | 366,017 |
| Future Contracts | 5,891,184 | 728,898 |
| Other | 0 | 10,035 |
| Total | 6,209,354 | 1,104,950 |

Following are financing and investment activities that did not generate cash flow during the fiscal year, but that commit future cash flows:

| ITEM | Amount Th Ch \$ | Maturity |
|----------------------------|-----------------|---------------|
| Dividend No.155 | 960,000 | October -2003 |
| Payable investment imports | 213,469 | October -2003 |
| Payable investment imports | 173,757 | December-2003 |
| | ----- | |
| TOTAL | 1,347,226 | |

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34. Derivative Contracts

The parent company has signed future contracts in foreign currency of Th US\$ 76,600 in 2003 (Th US\$ 109,600 in 2002) subject to the regulations of Chapter VII of the Compendium of International Exchange Regulations of the Central Bank of Chile and Chapter 13-2 of the compilation of Regulations of Banks and Financial Institutions.

As of September 30, 2003 there was a difference in favor of financial institutions of Th Ch\$ 4,054,129, classified under Other Current Liabilities.

As of September 30, 2002 there was a difference in favor of the Company of Th Ch\$ 3,864,460 classified under Other Current Assets.

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CRISTALERIAS DE CHILE S.A.
NOTE 34: DERIVATIVE CONTRACTS

| TYPE OF DERIVATIVE | TYPE OF CONTRACT | VALUE OF CONTRACT | MATURITY OR EXPIRATION DATE | SPECIFIC ITEM | DESCRIPTION OF CONTRACTS | |
|--------------------|------------------|-------------------|-----------------------------|---------------|--------------------------|-------|
| | | | | | PURCHASE/SALE POSITION | PR NA |
| FR | CI | 25,777,830 | FOURTH 2003 | EXCHANGE RATE | P | |
| FR | CI | 24,852,472 | THIRD 2004 | EXCHANGE RATE | P | |

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CRISTALERIAS DE CHILE S.A.
NOTE 34: DERIVATIVE CONTRACTS

| ASSETS/LIABILITY NAME | ACCOUNTS AFFECTED | | EFFECT ON RESULT | |
|--------------------------|-------------------|------------|------------------|--------------|
| | AMOUNT | REALIZED | | NOT REALIZED |
| | | | | |
| LIABILITIES | 3,159,028 | -3,159,028 | 0 | |
| LIABILITIES | 895,101 | -895,101 | 0 | |

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Analisys of Forward Contracts in foreign currency as of 09.30.2003

| INSTITUTION | DATE | | FUTURE VALUE US\$ |
|----------------------------|------------|------------|----------------------|
| | Investment | Maturity | |
| Banco de Chile | 05-13-2002 | 12-01-2003 | 3,000,000 |
| Banco Chile | 10-02-2002 | 10-01-2003 | 6,000,000 |
| Banco Santander | 10-03-2002 | 10-02-2003 | 5,000,000 |
| Deutsche Bank (Chile) S.A. | 10-10-2002 | 10-02-2003 | 4,000,000 |
| Scotiabank | 10-16-2002 | 10-15-2003 | 2,000,000 |
| Deutsche Bank (Chile) S.A. | 03-28-2003 | 11-17-2003 | 10,000,000 |
| Citibank N.A. | 03-26-2003 | 11-10-2003 | 5,000,000 |
| Banco Santander | 04-08-2003 | 11-24-2003 | 4,000,000 |
| Citibank N.A. | 09-08-2003 | 09-02-2004 | 2,000,000 |
| Deutsche Bank (Chile) | 09-04-2003 | 09-03-2004 | 15,000,000 |
| Bank Boston | 09-10-2003 | 09-06-2004 | 2,000,000 |
| Deutsche Bank (Chile) S.A. | 09-08-2003 | 09-07-2004 | 2,000,000 |
| Deutsche Bank (Chile) S.A. | 09-08-2003 | 09-07-2004 | 1,800,000 |
| Deutsche Bank (Chile) S.A. | 10-09-2003 | 09-09-2004 | 2,800,000 |
| Deutsche Bank (Chile) S.A. | 10-09-2003 | 09-09-2004 | 2,000,000 |
| Banco Chile | 09-11-2003 | 09-06-2004 | 3,000,000 |
| Banco Santander | 09-15-2003 | 09-09-2004 | 3,500,000 |
| Banco Santander | 09-15-2003 | 08-16-2004 | 3,500,000 |
| Total | | | 76,600,000 |

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35. Contingencies and Restrictions

CONTINGENCIES AND COMMITMENTS

As of September 30, 2003, there is a guarantee delivered in the amount of Th Ch\$ 7,944 (Th Ch\$ 7,938 in 2002), according to the detail in the attached

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chart.

LAWSUITS OR OTHER LEGAL ACTIONS THE COMPANY IS INVOLVED IN

As of September 30, 2003 and 2002 there are no lawsuits and other legal actions pending.

RESTRICTIONS

I. SYNDICATED LOAN

In relation to the syndicated loan subscribed with JP Morgan Chase Bank and other 8 creditor banks for US\$ 50 million, there are certain financial obligations mentioned as follows:

a) TOTAL CONSOLIDATED DEBT TO CAPITALIZATION RATIO

Cristalerias de Chile S.A will not allow the Total Consolidated Debt to Capitalization Ratio exceed the 0.45 to 1.0 ratio at any time.

Capitalization is defined as the sum of Net Worth plus Minority Interest plus total consolidated debt.

b) TOTAL CONSOLIDATED DEBT TO EBITDA RATIO

Cristalerias de Chile S.A will not allow the Net Consolidated Debt to EBITDA ratio to exceed the 2.5 to 1.0 ratio at any time.

Consolidated EBITDA is defined as the following: operating income plus depreciation and amortization, plus non-cash charges (as long as they have been deducted whe determining operating income) and cash income from interests minus non-cash credits (as long as they have been added when determining operating income), in each case for each period.

c) INTEREST COVERAGE RATIO

Cristalerias de Chile S.A. will not allow the Interest Coverage Ratio to be lower than the following ratios during the following periods: 3.5 from January 01 2001 to December 31, 2002; 4.0 from January 01, 2003 onwards.

Interest coverage at the day of determination is defined as the ratio between unconsolidated EBITDA for the period of four consecutive fiscal quarters that end on or most recently ended before, that date; and interest expenses for that period.

d) NET EQUITY

Cristalerias de Chile S.A. should maintain a minimum amount of UF 10,000,000.

Cristalerias de Chile S.A. complies with 100% of the restrictions agreed with the creditor banks.

II. BOND ISSUE

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The bond issue contract signed on May 29, 2002 with Banco Chile as the bonds owners' representative, establishes among others the following obligations:

- a) Financial Indicators
 - Individual Balance: Indebtedness no higher than 1.2 times.
 - Consolidate Balance: Indebtedness no higher than 1.4 times.
- b) Insurances for the Company and its subsidiaries' fixed assets.
- c) The operations refered to by art. 44 and 89 of law 18,046 must be carried out according to the conditions that these establish.
- d) Other minor restrictions related with the bond issue contract.

Cristaleras de Chile S.A. complies with 100% of restrictions agreed with the bonds' creditors.

OTHER CONTINGENCIES

As of September 30, 2003 and 2002, management is not aware of any other contingencies that could affect the company.

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CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS - DIRECT GUARANTEES

| CREDITOR OF GUARANTEE | NAME | DEBTOR RELATIONSHIP | TYPE OF GUARANTEE | ASSETS TYPE |
|----------------------------|-------------------------------|------------------------|-------------------|----------------|
| EDIFICIO METROPOLIS AGF | CRISTALERIAS DE CHILE S.A. | COMMERCIAL | DEPOSIT | FLOOR |

CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS - DIRECT GUARANTEES

BALANCES PENDING PAYMENT AS OF CLOSING DATE OF FINANCIAL STATEMENTS

RELEASE OF GUARANTEES

| 09-30-2003 | 09-30-2002 | 09-30-2004 | ASSETS | 09-30-2005 | ASSETS | 09-30-2003 |
|------------|------------|------------|--------|------------|--------|------------|
| 7,944 | 7,938 | - | - | - | - | 7,944 |

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CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS - INDIRECT GUARANTEES

| CREDITOR OF GUARANTEE | DEBTOR | TYPE OF GUARANTEE | ASSETS C |
|--|---------------------------------|-------------------|------------|
| NAME | RELATIONSHIP | | TYPE |
| Societe de Participations Financieres et Industrielles | Rayen Cura S.A. Cristalerias de | Affiliate | Solidary - |
| Envases CMF | Chile S.A. | Affiliate | Solidary - |

CRISTALERIAS DE CHILE S.A.

NOTE 35: CONTINGENCIES AND RESTRICTIONS - INDIRECT GUARANTEES

| BALANCES PENDING PAYMENT AS OF CLOSING DATE OF FINANCIAL STATEMENTS | | RELEASE OF GUARANTEES | | ASSETS | ASSETS | ASSETS |
|---|------------|-----------------------|---|------------|--------|------------|
| 09-30-2003 | 09-30-2002 | 09-30-2004 | | 09-30-2005 | | 09-30-2004 |
| 2,665,031 | 3,993,977 | 761,437 | - | 761,437 | - | 1,142,15 |
| 226,849 | - | - | - | - | - | 226,849 |

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36. Guarantees obtained from third parties

As of September 30, 2003 and 2002 the company has received guarantees from third parties, which are shown below:

| ITEM | 2003 | | 2002 | |
|---|------|-------|------|-------|
| | Th | Ch\$ | Th | Ch\$ |
| Real Estate Lease Bank Boston UF 367.9 | | 0 | | 6,230 |
| Real Estate Lease Security Bank UF 304 | | 5,152 | | 0 |
| Real Estate Lease to Telecomunicaciones | | | | |

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| | | |
|--|--------|--------|
| and Services Cono Sur Ltda. UF 130 | 2,203 | 2,201 |
| Real Estate Lease AGF Building UF 365.9 | 6,201 | 3,979 |
| Real Estate Lease Metropolis Building UF 189.2 | 3,206 | 0 |
| Suppliers Sight Drafts | 1,674 | 1,423 |
| | ----- | ----- |
| TOTAL | 18,436 | 13,833 |

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37. Local and Foreign Currency

Charts are attached showing the foreign currency balance as of September 30, 2003 and 2002.

Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY - ASSETS

| ITEMS | Currency | 09-30-2003 |
|----------------------------|------------------|-------------|
| Current Assets | | |
| CASH | Non-adjust Ch\$ | 1,175,662 |
| CASH | Dollars | 97,336 |
| TIME DEPOSITS | Dollars | 0 |
| TIME DEPOSITS | Adjustable Ch\$ | 5,261,345 |
| MARKETABLE SECURITIES | Adjustable Ch\$ | 4,503,878 |
| MARKETABLE SECURITIES | Dollars | 51,454,645 |
| MARKETABLE SECURITIES | Non-adjust. Ch\$ | 0 |
| DEBTORS FROM SALES | Non-adjust. Ch\$ | 19,593,606 |
| DOCUMENTS RECEIVABLE | Non-adjust. Ch\$ | 1,836,729 |
| MISCELLANEOUS DEBTORS | Adjustable Ch\$ | 78,002 |
| MISCELLANEOUS DEBTORS | Non-adjust. Ch\$ | 16,556 |
| MISCELLANEOUS DEBTORS | Dollars | 737,187 |
| DOC.&ACTS. REC. REL. CO'S. | Non-adjust. Ch\$ | 2,338,089 |
| DOC.&ACTS. REC. REL. CO'S. | Adjustable Ch\$ | 14,908 |
| STOCK | Adjustable Ch\$ | 3,600,049 |
| STOCK | Dollars | 2,059,927 |
| TAXES TO BE RECOVERED | Non-adjust. Ch\$ | 1,724,203 |
| EXPENSES PAID IN ADVANCE | Dollars | 205,705 |
| EXPENSES PAID IN ADVANCE | Adjustable Ch\$ | 0 |
| DEFERRED TAXES | Non-adjust Ch\$ | 373,226 |
| OTHER CURRENT ASSETS | Non-adjust Ch\$ | 827,000 |
| OTHER CURRENT ASSETS | Dollars | 1,228,229 |
| OTHER CURRENT ASSETS | Adjustable Ch\$ | 325,276 |
| Fixed Assets | | |
| FIXED ASSETS | Adjustable Ch\$ | 78,831,220 |
| Other Assets | | |
| INVESTMENT REL. CO'S. | Adjustable Ch\$ | 146,844,040 |
| NEG. INVESTMENT GOODWILL | Adjustable Ch\$ | 1,939,310 |
| LONG-TERM DEBTORS | Adjustable Ch\$ | 142,826 |
| L-T DOC. REC. REL. CO'S. | Non-adjust Ch\$ | 21,334,102 |
| DEFERRED TAX | Non-adjust Ch\$ | 0 |
| LONG-TERM BOND | Dollars | 8,971,602 |
| OTHERS | Adjustable Ch\$ | 3,255,795 |

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Total Assets

| | |
|------------------|-------------|
| Non-adjust. Ch\$ | 47,494,970 |
| Dollars | 64,754,631 |
| Adjustable Ch\$ | 246,520,852 |

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Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY - CURRENT LIABILITIES

| ITEM | Currency | 09-30-2003 | | Up to 90 days |
|-----------------------------------|------------------|---------------------|--------------------------|---------------|
| | | Amount Thou Ch\$ | Avg. Annual Int. Rate | |
| Long-Term Obligations | | | | |
| 1-year maturity | Dollars | 0 | - | |
| | Adjustable Ch\$ | 136,073 | 1.925 | |
| Long-Term Obligations with public | Adjustable Ch\$ | 0 | - | |
| | Adjustable Ch\$ | 0 | - | |
| Dividend Payable | Non-adjust. Ch\$ | 504,791 | - | |
| Accounts Payable | Dollars | 541,627 | - | |
| | Non-adjust. Ch\$ | 1,940,261 | - | 1, |
| Documents Payable | Dollars | 1,890,905 | - | |
| Documents Payable | Other Currencies | 172,302 | - | |
| Miscellaneous Creditors | Dollars | 742,085 | - | |
| Miscellaneous Creditors | Non-adjust. Ch\$ | 266,933 | - | |
| Doc. and Accts. Payable rel Co | Adjustable Ch\$ | 44,424 | - | |
| Doc. and Accts. Payable rel Co | Non-adjust. Ch\$ | 753,691 | - | |
| Reserves | Adjustable Ch\$ | 181,525 | - | |
| Reserves | Dollars | 0 | - | 1, |
| Reserves | Non-adjust. Ch\$ | 5,173,937 | - | 3, |
| Withholding | Non-adjust. Ch\$ | 1,505,225 | - | 1, |
| Other Current Liabilities | Adjustable Ch\$ | 4,054,129 | - | |
| Total Current Liabilities | Dollars | 3,174,617 | - | 2, |
| | Adjustable Ch\$ | 4,416,151 | - | |
| | Non-adjust. Ch\$ | 10,144,838 | - | 8, |
| | Other Currencies | 172,302 | - | |

| ITEM | CURRENCY | 90 Days to 1 Year 09-30-2003 | | 09 Amount Thou C |
|-----------------------------------|-----------------|---------------------------------|--------------------------|------------------------|
| | | Amount Thou Ch\$ | Avg. Annual Int. Rate | |
| Long-Term Obligations | | | | |
| 1-year maturity | Dollars | - | - | 22,012 |
| | Adjustable Ch\$ | - | - | |
| Long-Term Obligations with public | Adjustable Ch\$ | 378,335 | 4.75 | 340 |
| | Adjustable Ch\$ | 397,253 | 5.80 | 434 |

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| | | | | |
|--------------------------------|------------------|---------|---|--------|
| Dividend Payable | Non-adjust. Ch\$ | - | - | |
| Accounts Payable | Dollars | - | - | |
| | Non-adjust. Ch\$ | - | - | |
| Documents Payable | Dollars | - | - | |
| Documents Payable | Other Currencies | - | - | |
| Miscellaneous Creditors | Dollars | - | - | |
| Miscellaneous Creditors | Non-adjust. Ch\$ | - | - | |
| Doc. and Accts. Payable rel Co | Adjustable Ch\$ | - | - | |
| Doc. and Accts. Payable rel Co | Non-adjust. Ch\$ | - | - | |
| Reserves | Adjustable Ch\$ | - | - | |
| Reserves | Dollars | - | - | |
| Reserves | Non-adjust. Ch\$ | - | - | |
| Withholding | Non-adjust. Ch\$ | - | - | |
| Other Current Liabilities | Adjustable Ch\$ | - | - | |
| Total Current Liabilities | Dollars | - | - | 22,012 |
| | Adjustable Ch\$ | 775,588 | - | 774 |
| | Non-adjust. Ch\$ | - | - | |
| | Other Currencies | - | - | |

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Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY - LONG-TERM LIABILITIES CURRENT PERIOD
09-30-2003

| ITEM | Currency | 1-3 Years | | 3 Amount Thou C |
|--|------------------|---------------------|--------------------------|-----------------------|
| | | Amount Thou Ch\$ | Average Interest Rate | |
| Obligations with Banks and Financial Institutions | Dollars | 8,262,125 | 1.925 | 24,786, |
| Obligations with public bond Serie C | Adjust. Ch\$ | 16,946,030 | 4.75 | 16,946, |
| Obligations with public bond Serie D | Adjust. Ch\$ | - | - | |
| Long-term Creditors | Adjust. Ch\$ | 35,699 | - | |
| Long-term Creditors | Dollars | 132,917 | 11.06 | |
| Long-term Reserves | Dollars | 3,514,837 | - | |
| Long-term Reserves | Adjust. Ch\$ | 4,108,548 | - | |
| Deferred Taxes | Non-adjust. Ch\$ | 2,388,179 | - | |
| Total Long-term Liabilities | Dollars | 11,909,879 | - | 24,786, |
| | Adjust. Ch\$ | 21,090,277 | - | 16,946, |
| | Non-adjust. Ch\$ | 2,388,179 | - | |

Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY - LONG-TERM LIABILITIES CURRENT PERIOD
09-30-2003

| ITEM | Currency | 5-10 Years | |
|------|----------|---------------------|--------------------------|
| | | Amount Thou Ch\$ | Average Interest Rate |

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| | | | |
|--|------------------|-----------|------|
| Obligations with Banks and Financial Institutions | Dollars | - | - |
| Obligations with public bond Serie C | Adjust. Ch\$ | - | - |
| Obligations with public bond Serie D | Adjust. Ch\$ | 4,209,191 | 5.80 |
| Long-term Creditors | Adjust. Ch\$ | - | - |
| Long-term Creditors | Dollars | - | - |
| Long-term Reserves | Dollars | - | - |
| Long-term Reserves | Adjust. Ch\$ | - | - |
| Deferred Taxes | Non-adjust. Ch\$ | - | - |
| Total Long-term Liabilities | | | |
| | Dollars | - | - |
| | Adjust. Ch\$ | 4,209,191 | - |
| | Non-adjust. Ch\$ | - | - |

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Cristalerias de Chile S.A.
NOTE 37: LOCAL AND FOREIGN CURRENCY - LONG-TERM LIABILITIES PREVIOUS
PERIOD 09-30-2002

| ITEM | Currency | Amount | 1-3 Years | |
|--|------------------|------------|--------------------------|-----------|
| | | | Average Interest Rate | Amount |
| Obligations with banks and financial institutions | Dollars | 16,509,497 | 3 | |
| Obligations with public | Adjustable Ch\$ | 8,466,113 | 4.75 | 16,932,22 |
| Obligations with public | Adjustable Ch\$ | 0 | - | |
| Long-term Creditors | Dollars | 870,420 | 11.06 | 149,50 |
| Long-term Creditors | Adjust. Ch\$ | 47,310 | - | |
| Long-term Reserves | Dollars | 1,570,502 | - | |
| Long-term Reserves | Adjustable Ch\$ | 3,873,652 | - | |
| Deferred Taxes | Non-adjust. Ch\$ | 1,767,370 | - | |
| Total Long-term Liabilities | | | | |
| - | Dollars | 18,950,419 | - | 149,50 |
| - | Adjust. Ch\$ | 12,387,075 | - | 16,932,22 |
| - | Non-adjust. Ch\$ | 1,767,370 | - | |

Cristalerias de Chile S.A.

NOTE 37: LOCAL AND FOREIGN CURRENCY - LONG-TERM LIABILITIES PREVIOUS
PERIOD 09-30-2002

5-10 Years

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| ITEM | Currency | Amount | Average Interest Rate | Amount |
|---|------------------|------------|-----------------------|----------|
| Obligations with banks and financial institutions | Dollars | 0 | - | |
| Obligations with public | Adjustable Ch\$ | 8,466,113 | 4.75 | |
| Obligations with public | Adjustable Ch\$ | 4,741,023 | 5.8 | 30,816,6 |
| Long-term Creditors | Dollars | - | - | |
| Long-term Creditors | Adjust. Ch\$ | - | - | |
| Long-term Reserves | Dollars | - | - | |
| Long-term Reserves | Adjustable Ch\$ | - | - | |
| Deferred Taxes | Non-adjust. Ch\$ | - | - | |
| Total Long-term Liabilities | | | | |
| - | Dollars | - | - | |
| - | Adjust. Ch\$ | 13,207,136 | - | 30,816,6 |
| - | Non-adjust. Ch\$ | - | - | |

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38. Penalties

As of September 30, 2003 and 2002 no penalties have been applied to the company, the members of the Board or Company Managers by the SVS or other administrative authorities.

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39. Subsequent Events

On October 15, 2003 the company paid eventual dividend N(degree) 155 of Ch\$ 15 per share over 64,000,000 shares.

Between the closing date of the financial statements and the issue date of the present report there have not been other subsequent events that could alter significantly the Company's financial and economic situation.

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40. Environment

On its permanent concern for preserving the environment, as of September 30, 2003 the Company has made investments of Th Ch\$ 206,207 corresponding to the purchase of NOX treatment equipment installed in new furnace B.

As of September 30, 2002 the Company has made investments of Th Ch\$ 189,302 for the repair of an electrostatic precipitator to filter the gases issued by

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our smelting processes. The company thereby continues in compliance with the emission norms for particulate material, dictated by the fiscalizing agents.

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41. TIME DEPOSITS

As of September 30, 2003 and 2002 the Company presents the following information:

| INSTITUTION | Currency | 2003 | | 2002 | |
|-------------------------|----------|------------------|------|------------------|------|
| | | Th | Ch\$ | Th | Ch\$ |
| Banco SantanderSantiago | US\$ | 5,261,345 | | | 0 |
| Banco SantanderSantiago | Ch\$ | | 0 | 5,151,002 | |
| | | ----- | | ----- | |
| TOTAL | | 5,261,345 | | 5,151,002 | |

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42. STOCK TRANSACTIONS

During 2003 and 2002 fiscal years members of the board, controlling stockholders, related individuals and entities did not carry out stock transactions.

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43. DISTRIBUTION OF SHAREHOLDERS

The distribution of stockholders as of September 30, 2003 and 2002 is the following:

| TYPE OF SHAREHOLDER | % of Shareholding | | No. of Sharehol 2003 |
|---|-------------------|-------|-------------------------|
| | 2003 | 2002 | |
| 10% or more shareholding | 34.03 | 34.03 | |
| Less than 10% shareholding with investment equal to or higher than 200 UF | 65.83 | 65.83 | 263 |
| Less than 10% shareholding with investment lower than 200 UF | 0.14 | 0.14 | 774 |

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| | | | |
|------------------------------|--------|--------|-------|
| TOTAL | 100.00 | 100.00 | 1,038 |
| CONTROLLER OF THE COMPANY | 52.14 | 52.14 | 3 |

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44. BOARD COMPENSATION

As of September 30, 2003 and 2002 Th Ch\$ 711,726 and Th Ch\$ 745,488 respectively, were paid for diverse concepts according to the following detail:

| | 2003 ThCh\$ | 2002 ThCh\$ |
|---|----------------|----------------|
| Participation in previous fiscal year profits | 706,426 | 740,215 |
| Honoraries for session attendance | 3,956 | 4,234 |
| Board Committee Honoraries | 1,344 | 1,039 |
| TOTAL | 711,726 | 745,488 |

On the other hand, provisions made for fiscal year 2003 in the amount of Th Ch\$ 96,640 (Th Ch\$ 657,908 in 2002).

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RELEVANT EVENTS

None.

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CRISTALERIAS DE CHILE S.A.
NOTES TO FINANCIAL STATEMENTS AS OF SEPTEMBER 30, 2003

1.- FINANCIAL INDICATORS

| | | 09-30-2003 | 09-30-2002 |
|-------------------|-------|------------|------------|
| LIQUIDITY | | | |
| Current liquidity | times | 5.22 | 3.12 |
| Acid ratio | times | 4.79 | 2.94 |

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| | | | |
|-----------------------------|---|----------|---------|
| INDEBTEDNESS | | | |
| Leverage ratio | times | 0.58 | 0.55 |
| Short-term debt | % | 14.22 | 26.7 |
| Long-term debt | % | 85.78 | 73.3 |
| Interest Expenses Coverage | times | 1.35 | 7.31 |
| ACTIVITY | | | |
| Total assets | MM Ch\$ | 358,770 | 364,327 |
| Investments | MM Ch\$ | 20,885 | 7,883 |
| Disposal of property | MM Ch\$ | 110 | 19 |
| Inventory turnover | times | 8.1 | 7.1 |
| Inventory permanence | days | 44.3 | 50.6 |
| RESULTS | | | |
| Sales | MM Ch\$ | 54,533 | 51,083 |
| Costs od sales | MM Ch\$ | 33,262 | 29,421 |
| Operating result | MM Ch\$ | 17,356 | 17,508 |
| Interest expenses | MM Ch\$ | 3,668 | 2,908 |
| Non-operating result | MM Ch\$ | (14,052) | 2,370 |
| E.B.I.T.D.A. | MM Ch\$ | 12,393 | 28,152 |
| After-tax profit | MM Ch\$ | 2,416 | 16,448 |
| PROFITABILITY | | | |
| Return on equity | % | 1.0 | 7.1 |
| Return on assets | % | 0.7 | 4.8 |
| Return on operating assets | % | 16.6 | 17.9 |
| Profit per share | \$ | 37.7 | 257.0 |
| Return on dividends | % | 1.9 | 3.7 |
| Current liquidity | Ratio of current assets to current liabilities. | | |
| Acid ratio: | Ratio of uncommitted funds to current liabilities. | | |
| Leverage ratio: | Ratio of total current liabilities to net worth. | | |
| Interest Expenses Coverage: | Earnings before taxes and interest divided by interest e | | |
| Inventory turnover: | Ratio between sales cost of the period and average inven | | |
| Inventory permanence: | Ratio between average inventory and sales cost of the pe multiplied by 360 days | | |
| E.B.I.T.D.A.: | Earnings before interest, taxes, depreciation, amortizat extraordinary items. | | |
| Return on dividends: | Sum of dividends paid in the last twelve months divided by market price of stock at closing of period. | | |

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The main trends observed in the 2003 fiscal year indicators are:

LIQUIDITY INDICES

An increase in the index can be observed with respect to September 2002 in the liquidity index due to a short term bank loan payment and that the funds obtained from the long term bonds placement of August 2002 are invested in short-term financial instruments.

With respect to December 2002, an decrease in the index can be observed due to a decrease of current assets.

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INDEBTEDNESS INDICES

The leverage ratio has kept almost constant for the analyzed period.

The distribution of short and long-term debt shows a decrease in the short-term debt, due to the financial resolutions carried out in 2002, which culminated with the restructuring of the syndicated loan for US\$ 50 million.

The interest expenses coverage index registered decreased with respect to the previous year due to higher interest expenses from bonds issued in August 2002 and a lower net income during the present fiscal year.

ACTIVITY INDICES

Inventory turnover and permanence indices improved due to actions undertaken by management to reduce product stock inventories.

PROFITABILITY INDICES

Equity and asset profitability indices show a decrease with respect to September and December 2002, due to a lower net income during the present fiscal year.

Likewise, non-operating result decreased due to higher interest expenses and a negative exchange difference.

On the other hand, the return of dividends index shows a decrease with respect to the previous year due to lower dividends and an increase in the market price of the company's shares in the stock exchange.

2. DIFFERENCE BETWEEN BOOK VALUE AND MARKET VALUE OF MAIN ASSETS.

The financial statements of the company have been prepared according to generally accepted accounting principles and general and specific norms of the Securities and Insurance Commission, which is the agency that regulates the Company. The valuation of the assets includes adjustment for currency devaluation, reserves, and technical revaluations. We believe the foregoing is a reasonable way to value the company's permanent investments.

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As of September 30, 2003, there were financial investments in stocks recorded in the accounting according to their purchase price of Th Ch\$ 4,163 million whose market value on the same date was Th Ch\$ 6,072 million.

3. RESULTS AS OF SEPTEMBER 2003

3a. Individual Result

The Company had non-consolidated sales of Ch\$ 54,533 million as of September 2003, which represents a 6.8% increase compared to the previous fiscal year. Volumes sold increased by 6.7% reaching 185,976 tons, mainly due to higher sales of bottles for the wine, non-returnable beer, returnable soft drinks and

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liquor markets.

Operating income reached Ch\$17,356 million, compared to Ch\$ 17,508 million in 2002. Higher costs of sales are due to products that had to be imported due to the reconstruction of furnace B.

Non-operating result was a loss of Ch\$14,052 million in 2003 (Ch\$ 2,370 million income in 2002). During 2003 a Ch\$ 9,902 million loss was recorded from exchange differences (Ch\$ 8,371 million income in 2002). In addition lower income was registered from Vina Santa Rita and CIECSA, and higher interest expenses. The former was compensated by higher income from Cristalchile Inversiones (owner of 40% of Rayen Cura) and Envases CMF, and a lower loss in Cristalchile Comunicaciones (owner of 50% of Metropolis-Intercom).

3b. Results in Subsidiaries

As of September 30, 2003, Santa Rita's net income amounted Ch\$ 3,735 million (Ch\$ 8,388 million in 2002). In the local market, volumes increased by 1.9% and prices dropped by 4.4% in real terms, as a result of sharp competition. During the period, exports at US\$ 41.9 million (US\$ 40.0 million in 2002) represented 54.2% of total revenues. The operating income reached Ch\$7,863 million, compared to Ch \$ 9,184 million in 2002, mainly due to lower prices in the domestic market. The average price in dollars per case for the export market for Santa Rita was US\$ 33.0 (US\$ 30.5 in 2002) whereas the average price for the industry was US\$23.6 per case (US\$ 23.2 in 2002). Santa Rita recorded a Ch\$ 3,177 million non-operating loss, compared to a Ch\$ 1,274 million non-operating income in 2002, mainly due a loss from exchange differences.

Red Televisiva Megavision, CIECSA's main subsidiary, registered a Ch\$1,762 million operating income, compared with an operating profit of Ch\$3,454 million in 2002, due to an increase in costs from higher internal productions. MEGA reached a 23.0% audience share during the period (25.9% in 2002)FN1. Net sales increased by 11.9% reaching Ch\$18,530 million, due to an increase in live programming. As of September 2003, MEGA had a net income of Ch\$ 1,026 million (Ch\$ 1,729 million in 2002). CIECSA had a Ch\$ 826 million net income, compared to a Ch\$ 1,063 million net income the previous year.

Envases CMF S.A. registered a Ch\$ 713 million net income in 2003 compared with a Ch\$464 million net income in 2002. The company increased sales by 1.8%, reaching Ch\$ 25,035 million during the period. Sales volume increased by 0.4%, reaching 16,697 tons. Operating income reached Ch\$ 2,237 million, 17.6% higher than the that obtained in 2002, mainly explained by higher operating efficiencies and the sale of better margin products.

FN1 Measured between 7:30AM and 1:30AM; i.e: 18 hours daily, Monday through Sunday.

In the cable TV business, Cristalchile Comunicaciones S.A. (99.99% owned by Cristalerias), is the owner of 50% of Cordillera Comunicaciones Ltda., which in turn is the owner of 95.60% of Metropolis-Intercom S.A.

As of September 30, 2003, Metropolis-Intercom S.A. registered sales of Ch\$ 33,763 million compared with Ch\$35,227 million the previous year. Metropolis-Intercom had a net loss of Ch\$ 7,394 million compared with a net

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loss of Ch\$ 10,525 million in 2002. This result includes a depreciation charge of Ch\$ 10,040 million (Ch\$8,637 million in 2002) corresponding to the HFC network acquired in July 2000. The company ended the period with 236,000 subscribers of the basic service (239,000 in 2002) and 32,000 subscribers of broadband services, 63.7% higher than in 2002.

As a result of the abovementioned and the negative goodwill amortization charge through Cordillera Comunicaciones of Ch\$3,128 million in the period (Ch\$3,109 million in 2002), Cristalchile Comunicaciones recorded a net loss of Ch\$ 5,250 million (net loss of Ch\$ 6,846 in 2002).

4. CASH FLOW STATEMENT

As of September, 2003 a total net negative flow of Ch\$ 12,475 million was generated, which is explained by a positive flow generated by operating activities of Ch\$ 18,475 million, which was decreased by a negative financing flow of Ch\$7,709 million and a negative flow of investment activities for Ch\$23,241 million.

The operating flow corresponds basically to the collection of sales and interests income that were reduced by payment to suppliers, personnel and tax and interests payments.

The negative financing flow can be explained by the payment of dividends.

The investment flow is mainly explained by the incorporation of fixed assets for CH\$ 17,871 , of permanent investments for Ch\$4,022 million and other investment disbursements for Ch\$ 6,209 million. In Addition, sales of fixed assets and other investments amounted Ch\$ 418, collection of loans to related companies for Ch\$ 3,048 million and the expiry of future contracts for Ch\$ 1,469 million.

The foregoing results in an decrease in the final balance of cash and cash equivalent, which passed from Ch\$ 68,416 million as of December 31, 2002 to Ch\$ 60,693 million as of September 30, 2003.

According to the current regulations of the SVS and the Association of Accountants of Chile, time deposits and agreements with due date under 90 days have been considered cash and cash equivalent.

5. INTEREST RATES AND EXCHANGE RATE RISK ANALYSIS

o Interest rates

The Company is exposed to the risk of fluctuations in interest rates on its long-term debt, corresponding to a credit of US\$50 million, which was renegotiated on October 2002 at a variable annual rate of Libor plus 0.8% percentage points. In addition, the Company issued bonds in two series, for a total of UF 4.1 million, for a period of 6 and 21 years, and which pay a fixed rate of 4.75% and 5.8% respectively (the actual placement rate was 5.3% and 6.5% respectively).

As of September 30, 2003, the Company had available funds in the amount of Ch\$59,112 million, invested at different terms in financial instruments such as time deposits, bonds, fixed rate mutual funds and agreements with resale

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commitment. This figure does not consider Ch\$ 8,972 million in bonds with maturity on September 15, 2005 and investments in shares for Ch\$ 4,163 million.

Currently the Company does not use secondary financial instruments to reduce risk in the event of fluctuations in interest rates. This policy will be studied permanently to evaluate the alternatives offered by the market.

o Exchange rate

The Company maintains liabilities in dollars of US\$60,3 million, which represent 10.1% of its assets, and which include a balance of a long-term syndicated loan of US\$50 million.

As of September 30, the Company has investments in dollars of US\$101.7 million in time deposits, bonds and fixed rate mutual funds. In addition, it also has Dollar purchase future contracts of US\$76.6 million.

On the other hand, approximately 36% of the company's revenues are adjusted by the exchange rate variation. Costs in foreign currency represent approximately 17% of the total costs.

Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Glassworks of Chile
(Registrant)

By: Benito Bustamante C.

Benito Bustamante C.
Controller

Date: January 8, 2004