



## Edgar Filing: GLASSWORKS OF CHILE - Form 6-K

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 Megavision 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."

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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 Hundaya 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\$
<b>Land</b>		
Land and Mining Properties	13,116,753	13,484,070
Subtotal Lands	13,116,753	13,484,070
<b>Buildings and Infrastructure Projects</b>		
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	49.999996
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						VPP
	Net Income		Result of Accrual				
	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.
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 Thou
0-E	J.P. Morgan Chase Bank	Dollars	0	8,262,125	24
90.008.000-K	Citibank N.A.	Dollars	781,146	0	
97.006.000-6	Banco Credito e Inversiones	Dollars	120,755		
97.004.000-5	Banco de Chile	UF	169,460	84,728	
0-E	Banco Argentaria	UF	1,222,750	0	
		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
<b>TOTAL</b>	<b>9,664,291</b>	<b>12,761,878</b>
Long-Term		
Severance payment	4,108,548	3,873,652
Furnace reconstruction	3,514,837	1,570,502
<b>TOTAL</b>	<b>7,623,385</b>	<b>5,444,154</b>

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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 Th Ch\$	2002 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
<b>TOTAL NON-OPERATING EXPENSES</b>	<b>1,521,725</b>	<b>2,692,423</b>

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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
<b>TOTAL (DEBITS)/CREDITS</b>		<b>3,796,675</b>	<b>4,2</b>
 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 POSITION
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 when 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	
	-----	-----	-----	-----	-----
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\$	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 Thou Ch\$	Avg. Annual Int. Rate	Amount Thou C
<b>Current Liabilities</b>				
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
Longterm obligations with 1 year maturity	Adjust. Ch\$	1,223	7.0	
	Adjust. Ch\$	0	0	
	Dollars	190,030	10.98	15
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	
Sundry Creditors	Dollars	0	0	
	Nonadjust. Ch\$	0	0	
Withholdings	Nonadjust. Ch\$	0	0	
	Argentine Peso	0	0	
	Other currencies	0	0	
Prepaid income	Nonadjust. Ch\$	0	0	
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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	1-3 Years		Am Tho
		Amount Thou Ch\$	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.

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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).

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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,

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RELEVANT EVENTS

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

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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
<b>Liquidity</b>				
Current liquidity	times	3.82	2.74	
Acid ratio	times	2.88	2.16	
<b>Indebtedness</b>				
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	
<b>Activity</b>				
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.	
<b>Results</b>				
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
<b>Profitability</b>				
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

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

Cristalcerias' 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 Cristalcerias' 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.

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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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1.00.01.40 Type of Financial Statements Individual

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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 : Individual

ASSETS		NOTE No.	09-30-03
5.11.00.00	TOTAL CURRENT ASSETS		97,451,558
	5.11.10.10 Cash		1,272,998
	5.11.10.20 Time deposits	41	5,261,345
	5.11.10.30 Marketable securities (net)	4	55,958,523
	5.11.10.40 Debtors from sales (net)	5	19,593,606
	5.11.10.50 Documents receivable (net)	5	1,836,729
	5.11.10.60 Sundry debtors (net)	5	831,745
	5.11.10.70 Doc. & accts receivable related Co.	6	2,352,998
	5.11.10.80 Inventories (net)	7	5,659,975
	5.11.10.90 Recoverable taxes	8	1,724,203
	5.11.20.10 Prepaid expenses		205,705
	5.11.20.20 Deferred taxes	8	373,226
	5.11.20.30 Other current assets	10-11	2,380,505
	5.11.20.40 Leasing contracts (net)		0
	5.11.20.50 Leasing assets (net)		0
5.12.00.00	TOTAL FIXED ASSETS		78,831,220
	5.12.10.00 Land	12	1,507,923
	5.12.20.00 High rises & infrastructure	12	22,530,234
	5.12.30.00 Machinery & equipment	12	102,731,403
	5.12.40.00 Other fixed assets	12	7,565,381
	5.12.50.00 Positive goodwill from technical revaluation of fixed assets	12	6,619,986
	5.12.60.00 Depreciation (minus)	12	(62,123,707)
5.13.00.00	TOTAL OTHER ASSETS		182,487,675
	5.13.10.10 Investment in related companies	14	146,844,040
	5.13.10.20 Investment in other companies		0
	5.13.10.30 Negative goodwill	16	1,939,310
	5.13.10.40 Positive goodwill (minus)		0
	5.13.10.50 Long-term debtors	5	142,826
	5.13.10.60 Doc. & accts receivable related Co.	6	21,334,102
	5.13.10.65 Long-term deferred taxes		0
	5.13.10.70 Intangibles		0
	5.13.10.80 Amortization (minus)		0
	5.13.10.90 Other	18	12,227,397
	5.13.20.10 Long-term leasing contracts (net)		0
5.10.00	TOTAL ASSETS		358,770,453

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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

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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 : 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
<b>Total Marketable Securities</b>	<b>55,958,523</b>	<b>12,709,728</b>

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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\$
<b>LAND</b>		
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
<b>CONSTRUCTIONS &amp; INFRASTRUCTURE</b>		
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
 <b>MACHINERY &amp; EQUIPMENT</b>		
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	43,758,000
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	15,924,000
-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	146,844,000

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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 5 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	S
296-09.07.02	C2 Interests	0	UF	4.75	01-15-2004	S
296-09.07.02	D1 Interests	0	UF	5.80	01-15-2004	S
296-09.07.02	D2 Interests	0	UF	5.80	01-15-2004	S
TOTAL CURRENT PORTION						
LONG-TERM BONDS						
296-09.07.02	C1	1,500,000	UF	4.75	07-15-2008	S
296-09.07.02	C2	500,000	UF	4.75	07-15-2008	S

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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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Cristaleras 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.

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 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		09-30-2003
2,665,031	3,993,977	761,437	-	761,437	-	1,142,150
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	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	
		-----		-----	
<b>TOTAL</b>		<b>5,261,345</b>		<b>5,151,002</b>	

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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.

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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.

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Benito Bustamante C.  
Controller

Date: January 8, 2004