# Grupo Nutresa

Condensed Consolidated Financial Statements for the three month interim period between July 1<sup>st</sup> and September 30<sup>th</sup> of 2015

(Unaudited information)





# Statement of Financial Position International Financial Reporting Standards

(Unaudited information)

At September 30, 2015 and December 31, 2014 (Values expressed in Million COP)

ASSETS		Notes		September 2015		December 2014
Current assets         \$ 198,575         \$ 391,882           Trade and other receivables         856,412         374,2561           Inventories         1,140,711         389,716           Biological assets         58,816         50,907           Other current assets         58,916         50,907           Total current assets         \$ 2,546,282         \$ 2,776,157           Non-current assets         \$ 31,492         25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, plant and equipment, net         8         3,318,676         2,966,128           Investment properties         9,000         9,82,45           Goodwill         2,439,784         1,373,072           Uher intangible assets         9,3         335,144         300,627           Other assets         9,3         35,149,23         30,34           Total non-current assets         9	ASSETS			2013		2014
Trade and other receivables         856,412         7-42,561           Inventories         1,140,711         839,716           Biological assets         58,816         50,087           Other current assets         \$2,91,768         151,911           Total current assets         \$2,546,282         \$2,176,157           Non-current assets         \$31,492         \$25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, Dail and equipment, net         8         3,318,676         2,966,128           Investment properties         97,097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Total Lax SETS         \$13,812,556         \$9,663,586           Total Lax SETS         \$13,812,555         \$9,663,586           Total Lax SETS         \$13,812,555						
Trade and other receivables         856,412         7-42,561           Inventories         1,140,711         839,716           Biological assets         58,816         50,087           Other current assets         \$2,91,768         151,911           Total current assets         \$2,546,282         \$2,176,157           Non-current assets         \$31,492         \$25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, Dail and equipment, net         8         3,318,676         2,966,128           Investment properties         97,097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Total Lax SETS         \$13,812,556         \$9,663,586           Total Lax SETS         \$13,812,555         \$9,663,586           Total Lax SETS         \$13,812,555			\$	198,575	\$	391,882
Inventories						
Biological assets         58,816         50,087           Other current assets         291,768         15,1911           Total current assets         \$ 2,546,282         \$ 2,176,157           Non-current assets         31,492         25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, plant and equipment, net         8         3,318,676         2,966,128           Investment properties         97,097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Other assets         9,3         335,144         300,627           Total non-current assets         \$ 10,812,656         \$ 9,663,586           Total assets         \$ 10,812,656         \$ 9,663,586           Total current biabilities         \$ 10,812,656         \$ 9,663,586           Total current liabilities         \$ 10,812,656         \$ 9,663,586           Total current liabilities         \$ 10,228,331         \$ 1,677           Trade and other	Inventories			1,140,711		
Other current assets         \$ 2,546,282         \$ 2,176,157           Non-current assets         \$ 2,546,282         \$ 2,176,157           Non-current assets         31,492         25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, plant and equipment, net         8         3,318,676         2,966,128           Investment properties         9,7097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         9,3         355,144         300,627           Other assets         \$ 10,812,555         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Current Intellities         \$ 10,11         982,147         451,677           Financial obligations         10.1         982,147         451,673           Tax charges         201,502         150,218	Biological assets					
Total current assets	-					
Non-current assets         31,492         25,134           Trade and other receivables         31,492         25,134           Investments in associated and joint ventures         111,748         93,261           Other financial non-current assets         7         3,564,491         4,016,472           Property, plant and equipment, net         8         3,318,676         2,966,128           Investment properties         97,097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         863,317         760,869           Deferred tax assets         9.3         335,144         300,627           Other assets         50,907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         ***         ***           Current liabilities         \$ 12,493         645,530           Financial obligations         10.1         982,147         451,677           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093	Total current assets		Š	2,546,282	Š	
Investments in associated and joint ventures	Non-current assets					
Investments in associated and joint ventures   111,748   93,261     Other financial non-current assets   7   3,564,491   4,016,472     Property, plant and equipment, net   8   3,318,676   2,966,128     Investment properties   97,097   98,245     Goodwill   2,439,784   1,373,072     Other intangible assets   863,317   760,869     Deferred tax assets   9,3   335,144   300,627     Other assets   9,3   335,144   300,627     Other assets   5,0907   29,778     Total non-current assets   5,108,12,656   5,9663,586     TOTAL ASSETS   5,13358,938   5,11,839,743     LIABILITIES	Trade and other receivables			31,492		25,134
Other financial non-current assets         7         3,564,491         4,016,472           Property, plant and equipment, net linvestment properties         97,097         98,282           Goodwill         2,439,784         1,373,072           Other intangible assets         863,317         760,869           Deferred tax assets         9.3         335,144         300,627           Other assets         5,0907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Toractic liabilities         \$ 10,1         982,147         451,677           Trade and other payables         812,493         645,530         13,1072           Tax charges         201,502         150,218         150,218           Employee benefits liabilities         171,836         131,072         131,072           Current provisions         371         3,093         30ther liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249         Non-current liabilities         \$ 2,806,471         457,209           Trade and other payables         158         167         167         174,010	Investments in associated and joint ventures					
Property, plant and equipment, net         8         3,318,676         2,966,128           Investment properties         97,097         98,245           Goodwill         2,439,784         1,373,072           Other intangible assets         863,317         760,869           Deferred tax assets         9.3         335,144         300,627           Other assets         5,0907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Turnet inabilities         \$ 13,358,938         \$ 11,839,743           Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         371         3,093           Other liabilities         371         3,093           Other liabilities         371         3,093           Total current liabilities         44,843         17,659           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167 </td <td></td> <td>7</td> <td></td> <td>3,564,491</td> <td></td> <td></td>		7		3,564,491		
Nestment properties	Property, plant and equipment, net	8				
Goodwill         2,439,784         1,373,072           Other intangible assets         863,317         760,869           Deferred tax assets         9.3         335,144         300,627           Other assets         50,907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Total and other paysles         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,0559           Total current liabilities         44,843         17,0559           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,231,24         \$ 2,232,24						
Other intangible assets         863,317         760,869           Deferred tax assets         9.3         335,144         300,627           Other assets         50,907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Current liabilities           Financial obligations         10.1         982,147         451,677           Trade and other payables         201,502         150,218           Employee benefits liabilities         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,231,192         \$ 1,399,249           Non-current liabilities         \$ 2,231,192         \$ 1,399,249           Non-current liabilities         \$ 2,231,192         \$ 1,399,249           Non-current liabilities         \$ 2,308,871         \$ 1,691,120           Trade and other payables         158         167						
Deferred tax assets         9.3         335,144         300,627           Other assets         50,907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Current liabilities           Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,213,192         \$ 1,399,249           Mon-current liabilities         \$ 2,213,192         \$ 1,399,249           Mon-current liabilities         \$ 2,213,192         \$ 1,399,249           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,301         2,	Other intangible assets					
Other assets         50,907         29,778           Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES         Current liabilities           Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         371         3,093           Other liabilities         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,383,31         1,691,120           Employee benefits liabilities         158         167           Employee benefits liabilities         9,3         480,419         457,209 <th< td=""><td></td><td>9.3</td><td></td><td></td><td></td><td></td></th<>		9.3				
Total non-current assets         \$ 10,812,656         \$ 9,663,586           TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES           Current liabilities           Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,213,192         \$ 1,399,249           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,64						
TOTAL ASSETS         \$ 13,358,938         \$ 11,839,743           LIABILITIES           Current liabilities         Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         \$ 2,288,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         9.3         480,419         457,209           Total con-current liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL IABILITIES         \$ 5,019,664	Total non-current assets		Ŝ		Ŝ	
LIABILITIES           Current liabilities           Financial obligations         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$2,213,192         \$1,399,249           Non-current liabilities         \$158         167           Employee benefits liabilities         \$158         167           Employee benefits liabilities         \$158         167           Employee benefits liabilities         \$2,305,391         457,209           Total non-current liabilities         \$2,306,472         \$2,305,897           TOTAL LIABILITIES         \$5,019,664         \$3,765,146     <						
Current liabilities         10.1         982,147         451,677           Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$2,213,192         \$1,399,249           Non-current liabilities         \$2,213,192         \$1,399,249           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$2,806,472         \$2,365,897           TOTAL LIABILITIES         \$5,019,664         \$3,765,146           SHAREHOLDER EQUITY         \$3,041,869         3,805,786           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786 <td></td> <td></td> <td>-</td> <td></td> <td></td> <td>,,</td>			-			,,
Trade and other payables         812,493         645,530           Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$2,213,192         \$1,399,249           Non-current liabilities         \$2,213,192         \$1,399,249           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$2,806,472         \$2,365,897           TOTAL LIABILITIES         \$5,019,664         \$3,765,146           SHAREHOLDER EQUITY         \$5,019,664         \$3,765,146           SHAREHOLDER EQUITY         \$46,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015						
Tax charges         201,502         150,218           Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$2,213,192         \$1,399,249           Non-current liabilities         \$2,213,192         \$1,399,249           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$2,806,472         \$2,365,897           TOTAL LIABILITIES         \$5,019,664         \$3,765,146           SHAREHOLDER EQUITY         \$5,019,664         \$3,765,146           Paid-in capital         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015	Financial obligations	10.1		982,147		451,677
Employee benefits liabilities         171,836         131,072           Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY         \$ 5,019,664         \$ 3,765,146           Paid-in capital         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attri	Trade and other payables			812,493		645,530
Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         8         1,091,120           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167         17           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         9.3         480,419         457,209           Total ron-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962	Tax charges			201,502		150,218
Current provisions         371         3,093           Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         8         1,091,120           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167         17           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         9.3         480,419         457,209           Total ron-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962	Employee benefits liabilities			171,836		131,072
Other liabilities         44,843         17,659           Total current liabilities         \$ 2,213,192         \$ 1,399,249           Non-current liabilities         Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         \$ 8,339,274         \$ 8,074,597				371		3,093
Non-current liabilities           Financial obligations         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,374,597	Other liabilities			44,843		17,659
Non-current liabilities         10.1         2,088,311         1,691,120           Trade and other payables         158         167           Employee benefits liabilities         237,584         217,401           Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         \$ 8,339,274         \$ 8,074,597	Total current liabilities		\$	2,213,192	\$	1,399,249
Trade and other payables       158       167         Employee benefits liabilities       237,584       217,401         Deferred tax liabilities       9.3       480,419       457,209         Total non-current liabilities       \$ 2,806,472       \$ 2,365,897         TOTAL LIABILITIES       \$ 5,019,664       \$ 3,765,146         SHAREHOLDER EQUITY       \$ 2,301       2,301         Share capital issued       2,301       2,301         Paid-in capital       546,832       546,832         Reserves       1,946,307       1,770,964         Other comprehensive income, accumulated       3,941,869       3,805,786         Retained earnings       5.3       1,542,524       1,284,015         Earnings for the period       325,473       635,962         Equity attributable to the controlling interest       \$ 8,305,306       \$ 8,045,860         Non-controlling interest       33,968       28,737         TOTAL SHAREHOLDER EQUITY       \$ 8,339,274       \$ 8,074,597	Non-current liabilities					
Employee benefits liabilities       237,584       217,401         Deferred tax liabilities       9.3       480,419       457,209         Total non-current liabilities       \$ 2,806,472       \$ 2,365,897         TOTAL LIABILITIES       \$ 5,019,664       \$ 3,765,146         SHAREHOLDER EQUITY       \$ 2,301       2,301         Share capital issued       2,301       2,301         Paid-in capital       546,832       546,832         Reserves       1,946,307       1,770,964         Other comprehensive income, accumulated       3,941,869       3,805,786         Retained earnings       5.3       1,542,524       1,284,015         Earnings for the period       325,473       635,962         Equity attributable to the controlling interest       \$ 8,305,306       \$ 8,045,860         Non-controlling interest       33,968       28,737         TOTAL SHAREHOLDER EQUITY       \$ 8,339,274       \$ 8,074,597	Financial obligations	10.1		2,088,311		1,691,120
Deferred tax liabilities         9.3         480,419         457,209           Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Trade and other payables			158		167
Total non-current liabilities         \$ 2,806,472         \$ 2,365,897           TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Employee benefits liabilities			237,584		217,401
TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY         2,301         2,301           Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Deferred tax liabilities	9.3		480,419		457,209
TOTAL LIABILITIES         \$ 5,019,664         \$ 3,765,146           SHAREHOLDER EQUITY	Total non-current liabilities		\$	2,806,472	\$	2,365,897
Share capital issued         2,301         2,301           Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	TOTAL LIABILITIES		\$	5,019,664	\$	3,765,146
Paid-in capital         546,832         546,832           Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	SHAREHOLDER EQUITY					
Reserves         1,946,307         1,770,964           Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Share capital issued			2,301		2,301
Other comprehensive income, accumulated         3,941,869         3,805,786           Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Paid-in capital			546,832		546,832
Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Reserves			1,946,307		1,770,964
Retained earnings         5.3         1,542,524         1,284,015           Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Other comprehensive income, accumulated			3,941,869		3,805,786
Earnings for the period         325,473         635,962           Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Retained earnings	5.3				
Equity attributable to the controlling interest         \$ 8,305,306         \$ 8,045,860           Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597	Earnings for the period					635,962
Non-controlling interest         33,968         28,737           TOTAL SHAREHOLDER EQUITY         \$ 8,339,274         \$ 8,074,597			\$		\$	8,045,860
TOTAL SHAREHOLDER EQUITY \$ 8,339,274 \$ 8,074,597						28,737
			\$		\$	8,074,597
	TOTAL LIABILITIES AND EQUITY		\$	13,358,938		11,839,743

 $The \ notes \ are \ an \ integral \ part \ of \ the \ consolidated \ financial \ statements.$ 



# Comprehensive Income Statement International Financial Reporting Standards

(Unaudited information)

From July 1<sup>st</sup> to September 30<sup>th</sup> (Values expressed in Million COP)

	Notes	Jul	y-September	Jul	y-September
			2015	•	2014
Continuing operations					
Operating revenue	6	\$	2,116,811	\$	1,639,761
Cost of goods sold	11		1,187,907		908,499
Gross profit		\$	928,904	\$	731,262
Administrative expenses	11		(95,396)		(81,473)
Sales expenses	11		(578,727)		(443,146)
Production expenses	11		(31,886)		(31,297)
Exchange difference on operating assets and liabilities	12.3		(5,600)		2,021
Other operating expenses, net			(3,181)		(8,219)
Operating income	6	\$	214,114	\$	169,148
Financial income			2,291		1,875
Financial expenses	10.7		(60,813)		(43,699)
Exchange difference on non-operating assets and liabilities			2,749		(1,364)
Loss on net monetary position			(10,010)		(3,513)
Share of profit of associates and joint ventures			703		888
Dividend portfolio	7		-		3
Other income (expense), net			(526)		651
Income before income tax and non-controlling interest		\$	148,508	\$	123,989
Current income tax	9.2		(47,783)		(33,624)
Deferred income tax	9.2		(3,494)		(12,571)
Profit after tax from continuous operations		\$	97,231	\$	77,794
Discontinued operations after income tax	13		(446)		(2,404)
Net profit for the year		\$	96,785	\$	75,390
Profit for the period attributable to:					
Controlling interest			95,839		75,121
Non-controlling interest			946		269
Net profit		\$	96,785	\$	75,390
OTHER COMPREHENSIVE INCOME NET TAXES					
Items that are not subsequently reclassified to profit and loss:					
Actuarial gains on defined benefit plans		\$	(7,617)		69
Equity investments measured at fair value	7	<del>- 4</del>	3,781		51,022
Income tax components that will not be reclassified			833		309
Total items that are not subsequently reclassified to profit and	d Inss	\$	(3,003)		51,400
Items that are or may be subsequently reclassified to profit an		<del>- 4</del>	(5,005)		31,100
Share of other comprehensive income of associate and joint vent			1,805		586
Exchange differences on translation of foreign operations	12.2		501,750		40,926
Total items that are or may be subsequently reclassified to pro			301,730		
loss:	oric and	Š	503,555		41,512
Other comprehensive income, after tax		\$ \$	500,552	\$	92,912
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		\$	597,337	\$	168,302
			,	*	
Total comprehensive income attributable to:					
Controlling interest			593,927		168,033
Non-controlling interest			3,410		269
Total comprehensive income		\$	597,337	\$	168,302
Earnings per share (*)			200.00		400.00
Basic, attributable to controlling interest			208.29		163.26

(\*) Calculated on 460,123,458 shares, which have not been modified during the period covered by these financial statements. The notes are an integral part of the consolidated financial statements.

# **CONSOLIDATED** Interim Financial Statements

2015 Third Quarter



# Comprehensive Income Statement

International Financial Reporting Standards

(Unaudited information)

From July 1  $^{\rm st}$  to September  ${\rm 30}^{\rm th}$ (Values expressed in Million COP)

	Notes	Janu	ary-September 2015	Janua	ary-September 2014
Continuing operations					
Operating revenue	6	\$	5,684,423	\$	4,693,103
Cost of goods sold	11		3,206,951		2,606,492
Gross profit		\$	2,477,472	\$	2,086,611
Administrative expenses	11		(276,682)		(244,631)
Sales expenses	11		(1,519,141)		(1,216,029)
Production expenses	11		(96,520)		(87,894)
Exchange difference on operating assets and liabilities	12.3		2,273		(1,828)
Other operating revenues (expense), net			(1,637)		(15,072)
Operating income	6	\$	585,765	\$	521,157
Financial income			7,247		8,149
Financial expenses	10.7		(171,084)		(121,942)
Exchange difference on non-operating assets and liabilities			15,671		2,972
Loss on net monetary position			(17,376)		(11,866)
Share of profit (loss) of associates and joint ventures			1,851		3,716
Dividend portfolio	7		46,962		43,366
Other income (expense), net			(526)		3,800
Income before income tax and non-controlling interest		\$	468,510	Ŝ	449,352
Current income tax	9.2	- 1	(137,645)	*	(88,804)
Deferred income tax	9.2		1,321		(21,640)
Profit and loss after tax from continuous operations		\$	332,186	\$	338,908
Discontinued operations after income tax	13	<del></del>	(4,760)	Ψ	(10,682)
Net profit for the year	,,,	\$	327,426	\$	328,226
Profit for the period attributable to:			225 472		226.676
Controlling interest			325,473		326,676
Non-controlling interest		μ.	1,953		1,550
Net profit		\$	327,426	\$	328,226
OTHER COMPREHENSIVE INCOME NET TAXES					
Items that are not subsequently reclassified to profit and loss	:				
Actuarial gains on defined benefit plans		\$	(7,617)		200
Equity investments measured at fair value	7		(452,924)		671,445
Income tax relating to components that will not be reclassified			833		295
Items that are not subsequently reclassified to profit and loss	•	\$	(459,708)		671,940
Items that are or may be subsequently reclassified to profit ar	nd loss:				
Share of other comprehensive income of associate and joint vent	tures		1,805		668
Exchange differences on translation of foreign operation	12.2		597,327		(330,009)
Total items that are or may be subsequently reclassified to pr	ofit and loss	\$	599,132		(329,341)
Other comprehensive income, after tax		\$	139,424	\$	342,599
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		\$	466,850	\$	670,825
Total comprehensive income attributable to					
<b>Total comprehensive income attributable to:</b> Controlling interest			461,556		669,844
Non-controlling interest			5,294		981
Total comprehensive income		\$	466,850	\$	670,825
Total comprehensive meetic		4	+00,030	4	370,023
Earnings per share (*)					
Basic, attributable to controlling interest			707.36		709.97

<sup>(\*)</sup> Calculated on 460,123,458 shares, which have not been modified during the period covered by these financial statements. The notes are an integral part of the consolidated financial statements.



# Cash-flow Statement

# International Financial Reporting Standards

(Unaudited information)

January 1<sup>st</sup> to September 30<sup>th</sup> (Values expressed in Million COP)

	Se	January- otember 2015	Se	January- ptember 2014
Cash flow from operating activities				
Collection from sales of goods and services	\$	5,615,285	\$	4,656,290
Payments to suppliers for goods and services		(4,208,579)		(3,483,443)
Payments to and on behalf of employees		(907,504)		(772,325)
Income taxes and tax on wealth paid		(210,141)		(133,964)
Other inflows of cash		12,565		(61,188)
Net cash flow from operating activities	\$	301,626	\$	205,370
Cash flow from investment activities				
Payments to third parties for control of subsidiaries		(743,401)		(14,460)
Cash and cash equivalents from acquisition		6,452		_
Purchases of equity of associates and joint ventures		(14,831)		-
Sales of property, plant and equipment		2,250		1,672
Purchases of property, plant and equipment		(261,843)		(187,127)
Dividends received		34,163		31,584
Interest received		5,536		3,894
Other inflows of cash		6,945		26,785
Net cash used in investment activities	\$	(964,729)	\$	(137,652)
Cash flow from financial activities				
Proceeds from loans		709,553		37,735
Dividends paid (Note 12)		(157,622)		(144,547)
Interest paid		(140,485)		(105,670)
Other inflows of cash		16,532		15,654
Net cash flow from (used in) financial activities	\$	427,978	\$	(196,828)
Decrease in cash and cash equivalent from activities	\$	(235,125)	\$	(129,110)
Net foreign exchange differences		41,818		(16,434)
Net decrease cash and cash equivalents		(193,307)		(145,544)
Cash and cash equivalents at the beginning of the period		391,882		415,867
Cash and cash equivalents at the end of the period	\$	198,575	\$	270,323

The notes are an integral part of the consolidated financial statements.



# Change in Equity Statement International Financial Reporting Standards (Unaudited information)

January 1<sup>st</sup> to September 30<sup>th</sup> (Values expressed in Million COP)

				es		e b	able ist	able	
	Share capital issued	Paid-in capital	Reserves	Accumulated reserves	Profit for the period	Other comprehensive income ,accumulated	Total equity attributable to controlling interest	Total equity attributable to non-controlling interests	Total
Equity at January 1, 2015	2,301	546,832	1,770,964	1,919,977	-	3,805,786	8,045,860	28,737	8,074,597
Profit for the period					325,473		325,473	1,953	327,426
Other comprehensive income for the period, net of income tax						136,083	136,083	3,341	139,424
Comprehensive income for the period					325,473	136,083	461,556	5,294	466,850
Cash dividends (Note 14)				(212,577)			(212,577)		(212,577)
Appropriation of reserves			164,876	(164,876)			-		-
Business combinations							-	(61)	(61)
Non-controlling interest transactions							-	(2)	(2)
Tax on wealth			(24,953)				(24,953)		(24,953)
Revaluation of equity for hyperinflationary economies			35,420				35,420		35,420
Equity at September 30, 2015	2,301	546,832	1,946,307	1,542,524	325,473	3,941,869	8,305,306	33,968	8,339,274
Equity at January 1, 2014	2,301	546,832	1,522,608	1,664,250	-	3,377,631	7,113,622	19,518	7,133,140
Profit for the period					326,676		326,676	1,550	328,226
Other comprehensive income for the period, net of income tax						343,168	343,168	(569)	342,599
Comprehensive income for the period					326,676	343,168	669,844	981	670,825
Cash dividends (Note 14)				(198,773)			(198,773)	_	(198,773)
Appropriation of reserves			181,462	(181,462)			-		-
Business combinations							-	5,539	5,539
Non-controlling interest transactions			(46)				(46)	(92)	(138)
Revaluation of equity for hyperinflationary economies			31,501				31,501		31,501
Equity at September 30, 2014	2,301	546,832	1,735,525	1,284,015	326,676	3,720,799	7,616,148	25,946	7,642,094

 $The \ notes \ are \ an \ integral \ part \ of \ the \ consolidated \ financial \ statements.$ 



# A message from management at Grupo Nutresa

Grupo Nutresa is the leader in processed foods in Colombia and one of the most relevant players in this sector in Latin America, with consolidated annual sales of 6.4 Trillion COP (2014), in 8 categories: Cold cuts, Biscuits, Chocolate, Coffee, Tresmontes Luchetti (TMLUC), Ice cream, Pasta, and Retail Foods. Grupo Nutresa is a diverse company across different geographies, products and supplying; with direct presence in 14 countries and international sales in 71 countries.

Our Centennial Strategy aims to double our 2013 sales by 2020, with sustaining profitability between 12% and 14% of the EBITDA margin. To achieve this, we offer our consumers foods, and the experience of our recognized and beloved brands that are nutritious, and generate wellness and well-being, and that are distinguished by the best value for price; widely available in our strategic regions, managed by talented, innovative, committed, and responsible people, who contribute to our sustainable development.

What makes us unique is our Company Model:

- Human talent is one of our most valuable assets. The cultural platform is based on the promotion of participatory environments, development of the skills of who we are and what we do,, recognition, building of a leading brand, as well as, fostering a balanced life for our people.
- Our brands are leaders in the markets in which we participate; they are recognized, beloved, and part of people's daily life. They are based on nutritional and reliable products with high value at affordable prices.
- Our extensive distribution network differentiated by channels and segments, with teams of specialized staff, insures that we are able to have our products available, without any delays, affording us a close relationship with our clients.

The principle risks in our business model and mitigating factors are:

Principle Risks	Mitigating Factors
	– Diversification of raw materials
Volatility in the prices of raw	<ul> <li>A clear hedging policy administered by a specialized committee</li> </ul>
materials	<ul> <li>A highly trained team dedicated to monitoring and negotiating these supplies</li> </ul>
	<ul> <li>Active search and exploitation of new opportunities for global sourcing</li> </ul>
	<ul> <li>Large distribution capacity with differentiated strategies addressing the each of the segments</li> </ul>
Impact on the businesses due to	<ul> <li>Attractive proposals with a good price/product relationship</li> </ul>
a highly competitive	<ul> <li>Recognized and beloved brands</li> </ul>
environment	<ul> <li>Innovation and differentiation of portfolios</li> </ul>
	– Entrance into new markets
	- Vidarium Corporation: Nutrition Research Center
Regulatory changes in nutrition	Active participation with governments in discussion on regulations
and health in countries where	<ul> <li>Monitoring and strict compliance of the regulations in each country</li> </ul>
we are present	<ul> <li>Innovation for the development of new products and the improvement of current ones</li> </ul>
	- Participation and support in programs that promote a healthy life
	Table

# **2015 Third Quarter Results**

At the close of the third quarter, Grupo Nutresa sales totaled COP 5.7 trillion, with an increase of 21.1% over those reported in the same period last year. Organic growth was 15.9%.

In Colombia, sales were COP 3.6 trillion with a 16.6% growth, continuing a solid, outstanding performance. Organic sales amounted to COP 3.3 trillion with an 8.6% growth, supported by a positive increase of 3.7% in tons sold and 4.7% in prices.

This positive result in Colombia is supported, among others, by a portfolio of foods and experiences of well–known, beloved brands, which are distinguished by the best price/value relation, and which are widely available in Colombia.

Sales abroad, 29.4% higher than in the same period in 2014, amounted to COP 2.1 trillion and represented 37.5% of the total; expressed in Dollars, sales amounted to USD 804 million, 5.0% less due to the effect of the devaluation of Latin American currencies against the Dollar.

In terms of profitability, noteworthy is the EBIDTA of COP 729.660 million, 12.9% higher than the same period in 2014, with a 12.8% margin on sales. This double—digit growth stands out amid some challenging exchange—rate conditions, which affect some commodities, the prices of which depend on the Dollar.

Operating income amounted to COP 585.765 million, 12.4% higher than that registered on September 30, 2014, with an operating margin of 10.3%.

Finally, there was a consolidated net income of COP 325.473 million, 0.4% lower over that reported on the same date last year. This situation is explained mainly by the debt service as a result of the investment in Grupo El Corral in February 2015 and the increase in income tax.



# **Monitoring management indicators**

Grupo Nutresa uses a number of indicators for management evaluation, included within its strategic objectives: environmental, social, and economic sustainability.

Total sales, international sales, sales in Colombia, and EBITDA are some of the indicators used by Grupo Nutresa to evaluate the management of economic sustainability.

For Grupo Nutresa, EBITDA (Earnings before interest, taxes, depreciation, and amortization) is calculated by, eliminating depreciation and amortization charges, as well as, unrealized gains or losses on exchange differences of operating assets and liabilities from operating income. EBITDA is considered to be more meaningful to investors, because it provides an analysis of operating results and segment profitability, using the same measure used by management. EBITDA also allows the

comparison of results with those of other companies in similar industries and markets.

EBITDA is used to track the development of the business and establish operating and strategic objectives. EBITDA is a common reporting measurement and is widely used among analysts, investors, and other stakeholders, in the industry. EBITDA is not a measurement that is explicitly defined in IFRS, and may therefore not be comparable with similar indicators used by other companies. EBITDA should not be considered an alternative to operating income as an indicator of operating results, or as an alternative to cash flow from operating activities, as a measurement of liquidity.

The following table presents the reconciliation between EBITDA and Grupo Nutresa's operating income, for the period covered in the financial statements herewith:

	Third Q	uart	er	Accumulated	to September	
	2015		2014	2015		2014
Operating income	\$ 214,114	\$	169,148	\$ 585,765	\$	521,157
Depreciation and amortization	54,882		39,559	151,433		119,809
Unrealized exchange differences from operating assets and liabilities	2,326		(241)	(7,538)		5,055
EBITDA (See details by segments Note 6)	\$ 271,322	\$	208,466	\$ 729,660	\$	646,021

Table 2

## Management of capital

The increasing value creation is a fundamental part of the strategic goals set by the Group. This results in the active management of the capital structure, which balances the sustained growth of current operations, which requires constant investment in capital expenditures (Capex), and growth through acquisitions of ongoing businesses, which bring economic and strategic value to the Group.

In the allocation of resources, for both investments in fixed assets and acquisitions, the cost of capital (WACC) is used as a reference point from which to measure added value relevant to

each type of investment, geography, and particular level of risk. In every one of our investments, the goal is to seek a return that exceeds the cost of the capital.

Similarly, for each investment various sources of funding, both internal and external, are analyzed to secure a suitable profile for the duration of that specific investment, as well as, cost optimization. In accordance, with a moderate financial risk profile, the capital structure of the Group aims towards obtaining the highest credit ratings.



Table 3

# **CONSOLIDATED** Interim Financial Statements – (*Unaudited*) 2015 Third Quarter (July 1<sup>st</sup> to September 30<sup>th</sup>)

# Notes for the Condensed Consolidated Interim Financial Statements

Three month intermediate period between July 1<sup>st</sup> and September 30<sup>th</sup> of 2015 and 2014 (Values are expressed as Millions of Colombian Pesos, except for the values in foreign currency, exchange rates, and number of shares.)

# **Note 1.** Corporate Information

# 1.1 Entity and corporate purpose of Parent Company and subsidiaries

Grupo Nutresa S.A. and its subsidiaries, (hereinafter referred to as: Grupo Nutresa, the Company, the Group, or Nutresa), constitute an integrated and diversified food industry group, that operates mainly in Colombia and Latin America.

The Parent Company is Grupo Nutresa S.A., a corporation of Colombian nationality, incorporated on April 12, 1920, with its headquarters in the City of Medellin, Colombia; its terms expire

on April 12, 2050. The Corporate Business Purpose is the investment or application or resource availability, in organized enterprises, under any of the forms permitted by law, whether domestic or foreign, and aimed at, operating any legal economic activity, with either tangible or intangible assets, with the purpose of safeguarding its capital.

Below is information of subsidiaries: name, main activity, Country of Incorporation, functional currency, and percentage of ownership held by Grupo Nutresa:

			0/ 5	Table 3
Entity	Main Activity	Functional Currency <sup>(2)</sup>	% Particip September 2015	December 2014
Colombia				
Industria Colombiana de Café S.A.S.	Production of coffee and coffee related products	COP	100.00%	100.00%
Compañía Nacional de Chocolates S. A. S.	Production of chocolates, its derivatives, and related products	СОР	100.00%	100.00%
Compañía de Galletas Noel S. A. S.	Production of biscuits, cereals, et al.	COP	100.00%	100.00%
Industria de Alimentos Zenú S. A. S.	Production and sales of meats and its derivatives	COP	100.00%	100.00%
Productos Alimenticios Doria S. A. S.	Production of pasta, flour, and cereals	COP	100.00%	100.00%
Molino Santa Marta S.A.S.	Milling of grains	COP	100.00%	100.00%
Alimentos Cárnicos S.A.S.	Production of meats and its derivatives	COP	100.00%	100.00%
Tropical Coffee Company S. A. S.	Assembly and production of coffee products	COP	100.00%	100.00%
Litoempaques S. A. S.	Production or manufacturing of packaging material	COP	100.00%	100.00%
Pastas Comarrico S. A. S.	Production of pasta, flour, and cereals	COP	100.00%	100.00%
Novaventa S.A.S.	Sales of foods and other items via direct sales channels	COP	100.00%	100.00%
La Recetta Soluciones Gastronómicas Integradas			100.0070	100.0070
S.A.S.	Distribution of foods via institutional channels	СОР	70.00%	70.00%
Meals Mercadeo de Alimentos de Colombia S.A.S.	Production and sales of ice cream, dairy beverages, et al.	COP	100.00%	100.00%
Servicios Nutresa S.A.S.	Provision of specialized business services	COP	100.00%	100.00%
Setas Colombianas S.A.	Processing and sales of mushrooms	COP	99.48%	99.48%
Alimentos Cárnicos Zona Franca Santa Fe S.A.S.	Provision of logistic services	COP	100.00%	100.00%
Gestión Cargo Zona Franca S.A.S.	Provision of logistics services	COP	100.00%	100.00%
Comercial Nutresa S.A.S.	Sales of food products	COP	100.00%	100.00%
Industrias Aliadas S.A.S.	Provision of Services related to coffee	COP	100.00%	100.00%
Opperar Colombia S.A.S.	Provision of transportation services	COP	100.00%	100.00%
Fideicomiso Grupo Nutresa	Management of financial resources	COP	100.00%	100.00%
Fondo de capital privado "Cacao para el futuro" – Compartimento A	Investment in cocoa production	СОР	83.41%	83.41%
IRCC Ltda. (1)	Production of foods and operation of food establishments providing to the consumer	СОР	100.00%	-
LYC S.A.S. (1)	Production of foods and operation of food establishments providing to the consumer	СОР	100.00%	
PJ COL S.A.S. <sup>(1)</sup>	Production of foods and operation of food establishments providing to the consumer	СОР	100.00%	
Panero S.A.S. <sup>(1)</sup>	Production of foods and operation of food establishments providing to the consumer	СОР	100.00%	-
New Brands S.A. (1)	Production of dairy and ice cream	COP	100.00%	
Schadel Ltda. (1)	Production of dairy and its derivatives	COP	99.88%	
Chile	1 Todaction of daily and its derivatives		77.0070	
Tresmontes Lucchetti S.A.	Provision of specialized business services	CLP	100.00%	100.00%
Nutresa Chile S.A.	Management of financial resources	CLP	100,00%	100,00%
Tresmontes Lucchetti Agroindustrial S.A.	Agricultural and industrial production	CLP	100,00%	100,00%
Tresmontes Lucchetti Internacional S.A.	Sales of food products	CLP	100,00%	100,00%
		CLP	100.00%	
Tresmontes Lucchetti Servicios S.A.	Management of financial resources		100,00%	100,00%
Tresmontes S.A.	Production and sales of foods	CLP	100,00%	100,00%
Inmobiliaria Tresmontes Lucchetti S.A.	Management of financial resources	CLP	100,00%	100,00%
Lucchetti Chile S.A.	Production of pasta, flour, and cereals	CLP	100,00%	100,00%
Novaceites S.A.	Production and sales of vegetable oil	CLP	50,00%	50,00%
Inmobiliaria y Rentas Tresmontes Lucchetti	Management of financial resources	CLP	100,00%	100,00%

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5.43	AA *		unctional	% Particip	
Entity	Main Activity		Currency <sup>(2)</sup>	September 2015	December 2014
Costa Rica	<del>-</del>	_		-	
Compañía Nacional de Chocolates DCR, S.A.	Production of chocolates and its derivatives	CRC		100,00%	100,00%
Compañía de Galletas Pozuelo DCR S.A.	Production of biscuits, et al.	CRC		100,00%	100,00%
Industrias Lácteas de Costa Rica S.A.	Production and sales of dairy	CRC		100.00%	100.00%
Cía. Americana de Helados S.A.	Production and ice cream sales	CRC		100.00%	100.00%
Fransouno S.A.	Production and sales of foods	CRC		-	100.00%
Helados H.D. S.A.	Production and sales of foods	CRC		-	100.00%
Americana de Alimentos Ameral S.A.	Production and sales of foods	CRC		-	100.00%
Inmobiliaria Nevada S.A.	Wide-trade exercise and industry representation	on CRC		-	100.00%
Servicios Nutresa CR S.A.	Specialized business services provider	CRC		100.00%	_
Guatemala					
Comercial Pozuelo Guatemala S.A.	Distribution and sales of food products	QTZ		100.00%	100.00%
Heladera Guatemalteca S.A.	Production and sales of ice cream	OTZ		100.00%	100.00%
Distribuidora POPS S.A.	Sales of ice cream	QTZ		100.00%	100.00%
Nevada Guatemalteca S.A.	Property leasing services	ÔTZ		100.00%	100.00%
Guate-Pops S.A.	Employee services	QTZ		100.00%	100.00%
Mexico	,,				
Nutresa S.A. de C.V.	Production and sales of food products	MXN		100.00%	100.00%
Serer S.A. de C.V.	Production and sales of food products	MXN		100.00%	100.00%
Comercializadora Tresmontes Lucchetti S.A. de					
C.V.	Sales of food products	MXN		100.00%	100.00%
Servicios Tresmontes Lucchetti S.A. de C.V.	Management of financial resources	MXN		100.00%	100.00%
Tresmontes Lucchetti México S.A. de C.V.	Production and sales of foods	MXN		100.00%	100.00%
TMLUC Servicios Industriales, S. A. de CV	Management of financial resources	MXN		100.00%	100.00%
Panama	-				
Promociones y Publicidad Las Américas S.A.	Management of financial resources	PAB		100.00%	100.00%
Alimentos Cárnicos de Panamá S.A.	Production of meats and its derivatives	PAB		100.00%	100.00%
Comercial Pozuelo Panamá S. A	Production of biscuits, et al.	PAB		100.00%	100.00%
American Franchising Corp. (AFC)	Management of financial resources	USD		100.00%	100.00%
Aldage, Inc. (1)	Management of financial resources	USD		100.00%	_
LYC Bay Enterprise INC. (1)	Management of financial resources	USD		100.00%	-
Sun Bay Enterprise INC. (1)	Management of financial resources	USD		100.00%	_
United States of America					
Abimar Foods Inc.	Production and sales of food products	USD		100.00%	100.00%
DODC 011 C	Operation of food establishments providing to	the			00.000/
POPS One LLC	consumer. – Ice cream	USD		-	98.00%
POPS Two LLC	Operation of food establishments providing to	the			98.00%
FOF3 TWO LLC	consumer. – Ice cream	USD		-	96.00%
Cordialsa Usa, Inc.	Sales of food products	USD		100.00%	100.00%
Cooks Diss's Creamanul I C	Operation of food establishments providing to	the		100.00%	100 00%
Costa Rica´s Creamery LLC.	consumer. – Ice cream	USD		100.00%	100.00%
Venezuela					
Cordialsa Noel Venezuela S.A.	Sales of food products	VEF		100.00%	100.00%
Industrias Alimenticias Hermo de Venezuela	Production of foods	VEF		100.00%	100.00%
Other countries					
Entity	Main Activity	Country	Functional	% participa	
Littley	<u> </u>	Country	Currency	Sept- 2015	Dec -14
TMLUC Argentina S.A.	Production and sales of foods	Argentina	ARS	100.00%	100.00%
Corp. Distrib. de Alimentos S.A (Cordialsa)	Sales of food products	Ecuador	USD	100.00%	100.00%
Comercial Pozuelo El Salvador S.A. de C.V.	Distribution and sales of food products	El Salvador	USD	100.00%	100.00%
Americana de Alimentos S.A. de C.V.	Sales of food products	El Salvador	USD	100.00%	100.00%
Comercial Pozuelo Nicaragua S.A.	Sales of food products	Nicaragua	NIO	100.00%	100.00%
Industrias Lácteas Nicaragua S.A.	Sales and logistics management	Nicaragua	NIO	100.00%	100.00%
Compañía Nacional de Chocolates del Perú S.A.	Production of foods and beverages	Peru	PEN	100.00%	100.00%
TMLUC Perú S.A.	Production and sales of foods	Peru	PEN	100.00%	100.00%
Cordialsa Boricua Empaque, Inc.	Sales of food products	Puerto Rico	USD	-	100.00%
Helados Bon	Production and sales of ice cream, beverages	Dominican		81.18%	81.18%
	and dairy, et al.	Republic	DOP		01.1070
Gabon Capital LTD. (1)	Management of financial resources.	BVI	USD	100.00%	
Baton Rouge Holdings LTD. (1)	Management of financial resources.	BVI	USD	100.00%	
Ellenbrook Holdings Limited (1)	Management of financial resources.	BVI	USD	100.00%	
Perlita Investments LTD. (1)	Management of financial resources.	BVI	USD	100.00%	
El Corral Investments INC (1)	Management of financial resources and	D\/I	LISD	100.00%	
	franchises	BVI	USD		-

<sup>(1)</sup> Companies incorporated as part of a business combination in February of 2015 of Grupo El Corral.(2) See note 12.1 for a reference list of acronyms used for foreign currencies and the main impact on Grupo Nutresa's financial statements.

2015 Third Quarter (July 1st to September 30th)



# Changes in the scope of consolidation

Changes occurred within the consolidation perimeters, during the reported period:

**2015:** The acquisition of Grupo El Corral was conducted by incorporating into Grupo Nutresa's consolidated, the assets and liabilities representing the companies acquired to February 28, 2015 and its results as of March 1, 2015. In June, the company, Servicos Nutresa CR S.A. was registered in Costa Rica. In August, a merger between Americana de Alimentos Ameral S.A. and Helados H.D. S.A. with Industrias Lácteas de Costa Rica S.A. was executed, thus leaving the latter active; similarly Fransouno S.A. e Inmobiliaria Nevada S.A. was merged with Cía. Americana de Helados S.A., the latter active to date. In the U.S., the companies, POPS One LLC y POPS Two LLC, were liquidated and in September Tresmontes Lucchetti Internacional S.A. and Tresmontes Lucchetti S.A. were merged.

2014: Control of the "Fondo de Cacao" was obtained. An entity, over which, Grupo Nutresa had significant influence, and for which the equity method was applied until March 2014. The assets and liabilities of the subsidiary are incorporated into the consolidated financial statement of Grupo Nutresa at March 31, 2014, and profit and loss, from April 1, 2014. In the second quarter of 2014, as part of corporate restructuring in Chile, there was a spinoff of Tresmontes Lucchetti S.A., resulting in a new company, called Tresmontes Lucchetti Dos S.A.; and a new company, called Servicios Industriales S.A. de C.V., was established in Mexico.

# Note 2. Basis of preparation

Grupo Nutresa´s condensed consolidated financial statements, for the interim period between July 1<sup>st</sup> and September 30<sup>th</sup> of 2015, are prepared in accordance with the International Financial Reporting Standards (hereinafter IFRS), issued by the International Accounting Standards Board, (hereinafter IASB), and interpretations issued by the International Financial Reporting Interpretations Committee (hereinafter IFRIC), and approved in Colombia through Decree 2784 of 2012, Decree 3023 of 2013, its regulations, and other accounting standards issued by the Superintendencia Financiera de Colombia.

Grupo Nutresa prepared consolidated financial statements until December 31, 2014, applying the principles generally accepted in Colombia; the Condensed Financial Statements, for the three month interim period between July 1st and September 30th, 2015, which are part of the first Annual Report, were prepared in accordance with IFRS; see Note 5 - "Transition to International Financial Reporting Standards" for more details regarding the impact of First-time Adoption of IFRS in Grupo Nutresa.

### 2.1 Financial Statements for the interim period

The condensed consolidated financial statements for the quarterly period ended September 30, 2015 have been prepared in accordance with IAS 34 Interim Financial Reporting and therefore do not include all information and disclosures required for Annual Financial Statements.

#### 2.2 Basis of measurement

The consolidated financial statements have been prepared, based on historical cost, except for the measurement at fair value of certain financial instruments, as described in the policies within this report.

The carrying amounts of recognized assets and liabilities that are designated as hedged ítems, in fair value hedges, which would otherwise be accounted for at amortized cost, are adjusted to reflect changes in the fair values, attributable to the risks covered in effective hedging relationships.

## 2.3 Functional and presentation currency

The consolidated financial statements are presented in Colombian Pesos (COP), which is the functional and presentation currency of Grupo Nutresa S.A. These figures are expressed as Millions of Colombian Pesos (COP), except for earnings per share and the market representative exchange rate, which are expressed as Colombian Pesos (COP), however and other currencies. [e.g. USD, Euros(€), Pounds Sterling(£), etc.], which are expressed as monetary units.

# 2.4 Classification of items in current and noncurrent

Grupo Nutresa presents assets and liabilities classified as current and non-current in the Statement of Financial Position. An asset is classified as current when the entity: Expects to realize the asset, or intends to sell or consume within its normal operating cycle, holds the asset primarily for trading purposes; expects to realize the asset within twelve months after the reporting period is reported, or the asset is cash or cash equivalent, unless the asset is restricted for a period of twelve months after the close of the reporting period. All other assets are classified as non-current. A liability is classified as current when the entity expects to settle the liability within its normal operating cycle or holds the liability primarily for trading purposes.

# Note 3. Significant accounting policies

## 3.1 Basis of consolidation

# 3.1.1 Investments in subsidiaries

The consolidated financial statements include Grupo Nutresa S.A.'s financial information, as well as, its subsidiaries, as of September 30, 2015 and with its corresponding comparative financial information. A subsidiary is a company controlled by one of the companies that make up the entity Grupo Nutresa. Control exists when any of the Group companies, have the power to direct the relevant activities of the subsidiary, which are generally: the operating activities and the financing to obtain benefits from its activities, and is exposed, or has rights, to those variable yields.

The accounting policies and practices are applied evenly, by the Parent Company and its subsidiary companies. In cases of subsidiaries located abroad, the practices do not differ significantly from the accounting practices used in the countries of origin, and/or have been homologized to those that have a significant impact on the consolidated financial statements. All balances and significant transactions between companies and the unrealized profits or losses, are eliminated in the consolidation process.

2015 Third Quarter (July 1st to September 30th)



The financial statements of subsidiaries are included in the consolidated statements from the date of acquisition until the date that Grupo Nutresa loses its control; any residual interest that is retained is measured at fair value; the gains or losses arising from this measurement are recognized in the results for that period.

Grupo El Corral companies are currently conducting their transition to IFRS, in accordance with the timetable for First-time Adoption for companies in Group 2, in Colombia, which explains why assets, liabilities, revenues, costs, and expenses are included in the interim consolidated financial statements of Grupo Nutresa at September 2015, corresponding to the accounting information prepared under COLGAAP, established in Decree 2649 of 1993. In addition to this, on the date of preparation of these interim financial statements, both the fair value measurement of assets and liabilities acquired and the purchase price allocation are in process; the incorporated preliminary figures used for business combinations, detailed in the interim financial statements for the First Quarter of 2015, will be modified by the measurements made within 12 months after the business combination. in accordance with IFRS 3.

# 3.1.2 Non-controlling interest

Non-controlling interest in net assets of the consolidated subsidiaries are presented separately within Grupo Nutresa's equity. The profit and loss, and other comprehensive income, is also attributed to non-controlling and controlling interest.

Subsidiaries' purchases or sales involving non-controlling ownership that do not involve a loss of control, are recognized directly in the equity.

Grupo Nutresa considers minority interests transactions, as transactions with shareholders of the Company. When carrying out acquisitions of minority interests, the difference between the consideration paid, and the interest acquired over the book value of the subsidiary's net assets, is recognized as an equity transaction; therefore goodwill for those acquisitions is not recognized.

## 3.2 Investments in associates and joint ventures

An associate is an entity over which Grupo Nutresa has significant influence over financial and operating policies, without having control or joint control.

A joint venture is an entity that Grupo Nutresa controls jointly with other participants, where, together, they maintain a contractual agreement that establishes joint control over the relevant activities of the entity.

At the date of acquisition, the excess acquisition cost over the net fair value of the identifiable assets, liabilities, and contingent liabilities assumed by the associate or joint venture, is recognized as goodwill. Goodwill is included in the book value of the investment and is not amortized, nor is it individually tested for impairment.

The results, assets, and liabilities of the associate or joint venture are incorporated in the consolidated financial statement, using the equity method, under which the investment is initially recorded at cost and is adjusted with changes of the participation of Grupo Nutresa, over the net assets of the associate or joint venture after the date of acquisition less any impairment loss on the investment. The losses of the associate or joint venture that exceed Grupo Nutresa's shares in the investment, are recognized as a provision, only when it is probable that there will be an outflow of economic benefit and there is a legal or implicit obligation.

Where the equity method is applicable, adjustments are made to homologize the accounting policies of the associate or joint venture with those of Grupo Nutresa, the portion that corresponding to Grupo Nutresa of profit and loss obtained from the measurement of at fair value at the date of acquisition is incorporated into the financial statements, gains and losses from transactions between Grupo Nutresa and the associate or joint venture are eliminated, to the extent of Grupo Nutresa's participation in the associate or joint venture. The equity method is applied from the date of the acquisition to the date that significant influence or joint control over the entity is lost.

The portion of profit and loss of an associate or joint venture is presented in the statement of comprehensive income, in the results section for the period, net of taxes and non-controlling interest in the subsidiaries of the associate or joint venture. The portion of changes recognized directly in equity and other comprehensive income of the associate or joint venture is presented in the statement of changes in equity and other consolidated comprehensive income. Cash dividends received, from the associate or joint ventures, are recognized by reducing the carrying amount of the investment.

Grupo Nutresa periodically analyzes the existence of impairment indicators and, if necessary, recognizes impairment losses of the associate or joint venture investment. Impairment losses are recognized in profit and loss, and are calculated as the difference between the recoverable amount of the associate or joint venture (which is the higher of the two values, between the value in use and its fair value less cost to sell) and their book value.

When the significant influence over an associate or joint control is lost, Grupo Nutresa measures and recognizes any retained residual investment at fair value. The difference between the carrying amount of the associate or joint venture (taking into account the relevant items of other comprehensive income) and the fair value of the retained residual investment at its value from sale is recognized in profit and loss in that period.

Investments in associates and joint ventures to September 30, 2015 and December 31, 2014 are as follows:

2015 Third Quarter (July 1st to September 30th)



		%	Participation
	Country	September 2015	
Associates			
Bimbo de Colombia S.A.	Colombia	40%	40%
Dan Kaffe Sdn. Bhd (1)	Malaysia	44%	37%
Estrella Andina S.A.S.	Colombia	30%	30%
Joint ventures			
Oriental Coffee Alliance Sdn. Bhd	Malaysia	50%	50%

Table 4

(1) In April 2015 there was an increase in participation of Dan Kaffe Sdn. as a result of the capitalization of accounts receivable by \$10,087 COP. This transaction did not generate any changes within the controlling interest over the company.

## 3.3 Significant accounting policies

Grupo Nutresa and its subsidiaries apply the accounting policies and procedures of the Parent Company. The accounting policies applied in preparing the condensed consolidated financial statements, for the interim period between July 1<sup>st</sup> and September 30<sup>th</sup>, 2015, are consistent with those used in preparing the annual financial statements prepared under IFRS as of December 31, 2014.

Grupo Nutresa applies the following significant accounting policies in preparing its consolidated financial statements:

## 3.3.1 Business combinations and goodwill

Operations whereby the joining of two or more entities or economic units into one single entity or group of entities occurs are considered business combinations.

Business combinations are accounted for using the acquisition method. Identifiable assets acquired, liabilities assumed, and contingent liabilities of the acquiree are recognized at fair value at the date of acquisition; acquisition costs are recognized in profit and loss and goodwill as an asset in the consolidated statement of financial position.

The consideration transferred is measured as the value added of the fair value at the date of acquisition, of assets given and liabilities incurred or assumed, and equity instruments issued by Grupo Nutresa, including any contingent consideration, for obtaining control the acquired.

Goodwill is measured as the excess of the sum of the consideration transferred, the value of any non-controlling interest, and when applicable, the fair value of any previously held equity interest, over the net value of the assets acquired, liabilities, and contingent liabilities assumed at the date of acquisition. The resulting gain or loss from the measurement of previously held interest can be recognized in current earnings or other comprehensive income, accordingly. In previous periods for which it is reported, the acquirer may have recognized in other comprehensive income, changes in the value of its equity interest in the acquired. If so, the amount was recognized, in other comprehensive income, and shall be recognized on the same basis as would be required, if the acquirer had disposed directly of the previously held equity interest. When the consideration transferred is less than the fair value of the net assets acquired, the gain is recognized in profit and loss, on the date of acquisition.

For each business combination, at the date of acquisition, Grupo Nutresa chooses to measure non-controlling interest at the proportionate share of the identifiable assets acquired, liabilities, and contingent liabilities assumed from the acquiree, or at fair value.

Any contingent consideration in a business combination is classified as liability or equity and is recognized at fair value at the date acquisition. Subsequent changes in fair value of a contingent consideration, classified as financial liability, are recognized in profit and losses, in that period or in other comprehensive income. When it is classified as equity, it is not re-measured and its subsequent settlement is recognized in equity. If the consideration is not classified as a financial liability, it is measured in accordance with applicable IFRS.

Goodwill acquired in a business combination is allocated, at the date of acquisition, to cash-generating units of Grupo Nutresa, that are hoped to be benefitted with the combination, irrespective of whether other assets or liabilities of the acquired are assigned to these units.

When goodwill is part of a cash-generating unit, and part of the operation within that unit is sold, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss by the arrangement of the operation. Goodwill written off is determined based upon the percentage of the operation sold, which is the ratio of the book value of the operation sold and the book value of the cash-generating unit.

## 3.3.2 Foreign currency

Transactions made in a currency other than the functional currency of the Company are translated using the exchange rate at the date of the transaction. Subsequently, monetary assets and liabilities denominated in foreign currencies are translated using the exchange rates at the closing of the financial statements and taken from the information published by the official body responsible for certifying this information; non-monetary items that are measured at fair value are converted using the exchange rates on the date when its fair value is determined and non-monetary items that are measured at historical cost are translated using the exchange rates determined on the date of the original transaction.

All exchange differences arising from operating assets and liabilities are recognized on the income statement, as part of revenue and operating expenses; exchange differences in other assets and liabilities are recognized as income or expense, except for, monetary items that provide an effective hedge for a net investment in a foreign operation and from investments in shares classified as fair value through equity. These items and their tax impacts are recognized in other comprehensive income until disposal of the net investment, at which time are recognized in profit and loss.

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For the presentation of Grupo Nutresa's consolidated financial statements, the financial condition and results of entities whose functional currency is different from the presentation currency of the Company and whose economy is not classified as hyperinflationary are translated as follows:

- Assets and liabilities, including goodwill, and any adjustment to the fair value of assets and liabilities, arising from the acquisition are translated at end of period exchange rates.
- Income and expenses are translated at the monthly average exchange rate.

In companies whose economy has been classified as hyperinflationary, assets, liabilities, income, and expenses are translated at the end of period exchange rates.

Exchange differences, arising from translation of foreign operations, are recognized in other comprehensive income on a separate account ledger named "Exchange differences on translation of foreign operations", as well as, exchange differences, in accounts long-term receivable or payable which are part of the net investment abroad. In the disposal of foreign operations, the current amount of other comprehensive income that relates to the foreign operation is recognized in the period results

# a) Measurement of financial statements in hyperinflationary economies

The financial statements of subsidiaries whose functional currency is the currency of a hyperinflationary economy, including comparative information, are restated in terms of the measuring unit current at the date of closing of the reporting period, before being translated into Colombian Pesos (COP) for consolidation. Gains or losses on the net monetary position are included in profit and loss.

## 3.3.3 Cash and cash equivalents

Cash and cash equivalents, in the statement of financial position and statement of cash flows, include cash on hand and banks, highly liquid investments readily convertible to a known amount of cash and subject to an insignificant risk of changes in its value, with a maturity of three months or less from the date of purchase. These items are initially recognized at cost and restated to recognize its fair value at the date of each accounting year.

## 3.3.4 Financial instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and, simultaneously, to a financial liability or equity instrument of another entity. Financial assets and liabilities are initially recognized at fair value plus (less) the transaction costs directly attributable, except for those who are subsequently measured at fair value.

On initial recognition, Grupo Nutresa classifies its financial assets for subsequent measurement at amortized cost or fair value, depending on Grupo Nutresa's business model for the administration of financial assets and the characteristics of the contractual cash flows of the instrument; or as derivatives designated as hedging instruments in an effective hedge, accordingly.

### (i) Financial assets measured at amortized cost

A financial asset is subsequently measured at amortized cost, using the effective interest rate, if the asset is held within a business model whose objective is to keep the contractual cash flows, and the contractual terms, on specific dates, grant cash flows that are solely payments of principal and interest on the outstanding principal value. Notwithstanding the foregoing, Grupo Nutresa designates a financial asset as irrevocably measured at fair value through profit and loss.

Grupo Nutresa has determined that the business model for accounts receivable is to receive the contractual cash flows, which are included in this category.

#### (ii) Financial assets measured at fair value

The different financial assets of those measured at amortized cost are subsequently measured at fair value, with changes recognized in the period results. However, for investments in equity instruments that are not held for trading purposes, Grupo Nutresa irrevocably chooses to present gains and losses on the fair value measurement in other comprehensive income. On disposal of investments at fair value, through other comprehensive income, the cumulative value of the gain or loss is transferred directly to retained earnings and are not reclassified to profit and loss, in that period. Cash dividends received from these investments are recognized in the statement of comprehensive income, in the profit and loss of that period. The fair values of quoted investments are based on the current trading prices.

Financial assets measured at fair value are not tested for impairment.

### (iii) Impairment of financial assets at amortized cost

Financial assets measured at amortized cost are evaluated for indicators of impairment at each balance sheet date. Financial assets are impaired when there exists, objective evidence, that, as a result of one or more events occurring after the initial recognition of the financial asset, the estimated future flows of the financial asset (or group of financial assets) have been affected.

The criteria used to determine if there is objective evidence of impairment losses, includes:

- significant financial difficulty of the issuer or counterparty
- non-payment of principal and interest
- probability that the lender will declare bankruptcy or financial reorganization

The amount of the impairment is the difference between the carrying amount of the asset, and the present value of estimated future cash flows, discounted at the original effective rate of the financial asset. The carrying amount of the asset is reduced and the amount of the loss and is recognized in profit and losses.

# (iv) Derecognition

A financial asset or a part of it, is dropped from the statement of financial position when it is sold, transferred, expires, or Grupo Nutresa loses control over the contractual rights or the

2015 Third Quarter (July 1st to September 30th)



cash flows of the instrument. A financial liability, or a portion of it, is derecognized from the statement of financial position, when the contractual obligation has been canceled or has expired. When an existing financial liability is replaced by another, from the same counterparty on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification, it is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the statement of comprehensive income in profit and loss.

#### (v) Financial liabilities

Financial liabilities are subsequently measured at amortized cost, using the effective interest rate. Financial liabilities include balances with suppliers and accounts payable, financial obligations, and other derivative financial liabilities. This category also includes those derivative financial instruments taken by the Group that are not designated as hedging instruments, in effective hedging relationships .

Financial obligations obtained by resources, be it from credit institutions or other financial institutions in the country or abroad, are classified as financial liabilities obligations.

### (vi) Off-setting financial instruments

Financial assets and financial liabilities are offset so that the net value is reported on the consolidated statement of financial position, only if (i) there is, at present, a legally enforceable right to offset the amounts recognized, and (ii) there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

# (vii) Derivative instruments and hedge accounts

A financial derivative is a financial instrument, whose value changes in response to changes in an observable market variable (such as an interest rate, foreign exchange, the price of a financial instrument, or a market index, including credit ratings) and whose initial investment is very small compared to other financial instruments with similar changes in response to market conditions, and are generally settled at a future date.

In the normal course of business, companies engage in transactions with derivative financial instruments with the sole purpose of reducing its exposure to fluctuations in exchange rates and interest rates on foreign currency liabilities. These instruments include, among others, swaps, forwards, options and futures over commodities traded for own-use.

Derivatives are classified under the category of financial assets or liabilities, according to the nature of the derivative, and are measured at fair value on the income statement, except those that are designated as hedging instruments.

Commodities contracts with the purpose of receipt or delivery of a non-financial item, in accordance with the purchase, sale, or usage requirements expected by the entity are considered "derivatives for own use" and the impact is recognized as part of cost of the inventory.

Grupo Nutresa designates and documents certain derivatives as hedging instruments to cover:

 changes in the fair value of recognized assets and liabilities or in firm commitments (fair value hedges)

- exposure to variations in cash flows of highly probable forecast transactions (cash flow hedges) and
- hedges of net investments in foreign operations

The Group expects that the hedges are highly effective in offsetting the changes in fair value or variations of cash flows. The Group continuously evaluates the coverage, at least quarterly, to determine that they have actually been highly effective throughout the periods for which they were designated.

Hedges which meet the strict criteria required for hedge accounting are accounted for as follows:

Fair value hedges: The Group uses these hedges to mitigate the risks of exchange rates and interest rates on recognized assets and liabilities. Changes in the fair value of the hedging instruments are recognized in the income statement, as financial expense, and the hedged item is adjusted for the hedged risk and any gain or loss is recognized in the income statement as financial expense.

<u>Cash flow hedges</u>: the effective portion of changes in fair value of the hedging instrument is recognized in other comprehensive income, while any ineffective portion is recognized immediately in profit or loss. When the hedged item results in the recognition of a non-financial asset or liability, the gains and losses previously recognized in other comprehensive income, are included in the cost of the asset or liability. Otherwise, gains or losses recognized in other comprehensive income are transferred to the income statement when the hedged item affects profit or loss.

<u>Net investment hedges:</u> Changes in fair value of the hedging instrument is recognized directly in other comprehensive income, as well as, gains or losses from the conversion of a foreign operation, until the sale or disposition of the investment.

### 3.3.5 Inventories

Inventories are classified as assets held for sale in the ordinary course of business, in the process of production for such sale, or in the form of materials or supplies to be consumed in the production process, or services provided.

Inventories are valued at the lower of, acquisition or manufacturing cost, or net realizable value. Cost is determined using the *average cost method*. Net realizable value is the estimated selling price of inventory in the ordinary course of operations, less the applicable variable sales expenses.

Inventories are valued using the weighted average method and the cost includes the costs directly related to the acquisition and those incurred to give them their current condition and location. The cost of finished goods and work in progress comprises: raw materials, direct labor, other direct costs, and indirect manufacturing expenses.

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Trade discounts, rebates, and other similar items are deducted from the acquisition cost of inventory.

In the case of commodities, the cost of the inventory includes any gain or loss on the hedging of raw material procurement.

## 3.3.6 Biological assets

Biological assets held by Grupo Nutresa are measured from initial recognition at the fair value less costs to make the sale; the changes are recognized in the statement of earnings. Agricultural products coming from biological assets are measured at fair value less costs to sell at the time of collection or harvest, when they are transferred to inventory.

When fair value cannot be reliably measured, they are measured at cost and the existence of impairment indicators permanently assessed.

# 3.3.7 Property, plant and equipment

Property, plant and equipment includes the value of land, buildings, furniture, vehicles, machinery and equipment, computer hardware, and other facilities owned by the consolidated entities, which are used in the operation of the entity.

Fixed assets are measured at cost, net of accumulated depreciation, and accumulated loss impairment, if any. The cost includes: the acquisition price, costs directly related to the location of assets in place and the necessary conditions to operate in the manner intended by Grupo Nutresa, borrowing costs for construction projects that take a period of a year or more to be completed if the conditions for approval are met, and the present value of the expected cost for the decommissioning of the asset after its use, if the recognition criteria for a provision are met.

Trade discounts, rebates and other similar items are deducted from the acquisition cost of the asset.

For significant components of property, plant and equipment that must be replaced periodically, the Group derecognizes the replaced component and recognizes the new component as an asset with a corresponding specific life, and depreciates accordingly. Likewise, when a major inspection is performed, its cost is recognized as a replacement of the carrying amount of the asset to the extent that the requirements for recognition are met. All other routine repair and maintenance costs are recognized in the results as they are incurred.

Substantial improvements on properties of third parties are recognized as part of Grupo Nutresa's the fixed assets and depreciated for the shortest period between the useful life of the improvements made or the lease term.

Depreciation starts when the asset is available for use and is calculated on a straight line basis over the estimated asset life as follows:

Buildings	20 to 60 years
Machinery	10 to 40 years
Minor equipment - operating	2 to 10 years
Transport equipment	3 to 10 years
Communication and computer	-
equipment	3 to 10 years
Furniture, fixtures and office	
equipment	5 to 10 years
	T.11.5

Table 5

The residual values, useful lives, and depreciation methods of assets are reviewed and adjusted prospectively at year end, in case it is required.

A component of property, plant and equipment or any substantial part of it initially recognized is derecognized upon sale or when no future economic benefits from its use or its sale. Any gain or loss at the time of terminating the asset (calculated as the difference between the net income from the sale and the carrying amount of the asset) is included in the income statement when the asset is written off.

# 3.3.8 Investment properties

Investment properties are initially measured at cost, the acquisition cost of investment property includes its purchase price and any directly attributable expenditure. The cost of self-constructed investment property is its cost at the date when the construction or development is complete.

Subsequent to initial recognition, investment properties are measured at net cost of accumulated depreciation and loss accumulated impairment, if any. Depreciation is calculated linearly over the asset's useful life estimated between 20 and 60 years. Residual values and useful life are reviewed and adjusted prospectively at year end, or where required.

Investment properties are written off, either at the time of disposal, or when it is removed permanently from use and no future economic benefit is expected.

The difference between the net disposal and the book value of assets produced is recognized in income for the period in which it was decommissioned.

Transfers to or from investment property are made only when there is a change in use. In case of a transfer from investment property to fixed assets, the cost taken into account in subsequent accounting is the fair value at the date of change use

## 3.3.9 Intangible assets

An intangible asset is an identifiable asset, non-monetary and without physical substance. Intangible assets acquired separately are initially measured at cost. The cost of intangible assets acquired in business combinations is its fair value at the date of acquisition. After initial recognition, intangible assets are carried at cost less any accumulated depreciation and any accumulated impairment losses in value.

The useful lives of intangible assets are determined as finite or indefinite. Intangible assets with finite useful lives are amortized over their useful life, linearly, and evaluated to determine whether they had any impairment whenever there

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are indications that the intangible asset might have suffered such impairment. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least at each period. Changes in the expected useful life or the expected pattern of consumption of the future economic benefits of the asset, are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. Amortization expenses of intangible assets with finite useful lives are recognized in the statement of comprehensive income. The useful life of intangible assets with a finite life is between 3 and 100 years.

Intangible assets with indefinite useful lives are not amortized, but are tested annually to determine if they have suffered impairment either individually or at the level of the cash-generating unit. The assessment of indefinite life is reviewed annually to determine whether the assessment remains valid. If not, the change in useful life from indefinite to finite is made prospectively.

Gains or losses that arise when an intangible asset is written off are measured as the difference between the value obtained in the arrangement and the carrying amount of the asset, and are recognized in the statement of comprehensive income in the profit and loss.

#### Research and development costs

Research costs are expensed as incurred. The expenditures directly related to the development in an individual project are recognized as intangible assets when the Grupo Nutresa can demonstrate:

- The technical feasibility of completing the intangible asset so that it is available for use or sale;
- Its intention to complete the asset and its ability to use or sell the asset;
- How the asset will generate future economic benefits;
- The availability of resources to complete the asset; and
- The ability to reliably measure the expenditure during development.

In the statement of financial position, the asset development expenditure is stated at cost less accumulated amortization and accumulated impairment losses.

Amortization of the asset begins when development is complete and the asset is available for use. It is amortized over the period of expected future economic benefit. During the development period, the asset is subject to annual impairment tests to determine loss of value exists.

Research costs and development costs not eligible for capitalization, are expensed in the profit and loss.

# 3.3.10 Impairment of non-financial assets

At each reporting date, Grupo Nutresa assesses if there is any indication that an asset may be impaired in value. Grupo Nutresa estimates the recoverable amount of the asset or cashgenerating unit, when it detects an indication of impairment, or annually (at December 31st) for goodwill, intangible assets with indefinite useful lives, and those not yet in use.

The recoverable value of an asset is the greater of the fair value less costs to sell, either an asset or a cash-generating unit, and its value in use, and is determined for an individual asset, unless the asset does not generate cash flows that are substantially independent of other assets or groups of assets. In this case the asset must be grouped to a cash-generating unit. When the book value of an asset or cash-generating unit exceeds its recoverable amount, the asset is considered impaired and its recoverable amount is recoverable.

In calculating the value in use, the estimated future cash flows, whether of an asset or a cash-generating unit, are discounted to their present value using a discount rate, before taxes, that reflects market considerations of value for money over time and the specific risks of the asset. An appropriate valuation model is used to determine the fair value less cost to sell.

The impairment losses of continuing operations are recognized in the statement of comprehensive income, in the statement section in those expense categories that correspond to the function of the impaired asset. Impairment losses attributable to a cash-generating unit is initially allocated to goodwill and, once exhausted, the impairment losses are proportionally attributed to other non-current assets of the cash-generating unit

The impairment for goodwill is determined by assessing the recoverable amount of each CGU (or group of cash-generating units) related to the goodwill. The impairment losses related to goodwill cannot be reversed in future periods.

For assets in general, excluding goodwill, at each reporting date, an assessment of whether there is any indication that impairment losses previously recognized value no longer exist or have decreased, is performed. If any such indication exists, Grupo Nutresa estimates the recoverable amount of the asset or cash-generating unit. An impairment loss, previously recognized, is reversed only if there was a change in the assumptions used to determine the recoverable value of an asset, since the last time that the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor does it exceed the carrying amount that would have been determined, net of depreciation, if it had not recognized impairment loss for the asset in previous years. Such reversal is recognized in the statement of comprehensive income in profit and loss.

# 3.3.11 Taxes

This heading includes the value of mandatory general-nature taxation in favor of the State, by way of private closeouts, that are based on the taxes of the fiscal year, according to the tax rules of national and territorial governing bodies in each of the countries where Grupo Nutresa's companies operate.

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#### a) Income tax

### (i) Current

Assets and liabilities for income taxes for the period are measured by the values expected to be recovered or paid to the taxation authorities. The expense for income tax is recognized in accordance with current tax clearance, made between, taxable income and accounting profit and loss, and is affected by the rate of income tax in the current year in accordance with the provisions of the tax rules of each country. Taxes and tax laws used to compute these values are those that are approved at the end of the reporting period in the countries where Grupo Nutresa operates and generates taxable income.

### (ii) Deferred

The deferred income tax is recognized using the liability method and is calculated on temporary differences between the carrying amounts of assets and liabilities in the statement of financial positions and its tax bases. Deferred tax liabilities are generally recognized for all taxable temporary differences, and the deferred tax assets are recognized for: all deductible temporary differences, future compensation of tax credits, and unused tax losses, to the extent that there is likely availability profit future tax against which they can be attributed. Deferred taxes are not subject to financial discount.

Deferred asset and liability taxes are not recognized if the temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and at the time of the transaction affects neither the accounting profit nor taxable profit and loss; and in the case of deferred tax liability, arising from the initial recognition of goodwill.

The deferred tax liabilities related to investments in subsidiaries, associates, and interests in joint ventures, are not recognized when the timing of the reversal of temporary differences can be controlled, and it is probable that such differences will not reverse in the near future, and the deferred tax assets related to investments in subsidiaries, associates, and interests in joint ventures are recognized only to the extent that it is probable that the temporary differences will reverse in the near future and it is likely the availability of future taxable profit against which these deductible differences will be charged.

The carrying amount of deferred tax assets is reviewed at each reporting date and are reduced to the extent that it is no longer probable that sufficient taxable profit will be available in part or all of the deferred tax asset to be used. Unrecognized deferred tax assets are reassessed at each reporting date and are recognized to the extent that it is probable that future taxable income will be recoverable.

Deferred assets and liabilities tax are measured at the tax rates that are expected to be applicable in the period when the asset is realized or the liability is settled, based on tax rates and tax rules that were approved at the date of filing, or whose approval will be nearing completion by that date.

Deferred assets and liabilities tax are offset if there is a legally enforceable right to do so, and are with the same taxation authority.

Deferred tax is recognized in profit and loss, except when relating to items recognized outside profit and loss, in which case will be presented in other comprehensive income or directly in equity.

The assets and current liabilities for income tax also are offset if related to the same taxation authority and are intended to be settled at net value, or the asset realized and liability settled simultaneously.

# b) Income tax for equity CREE

The income tax for equity – CREE, applicable to Colombian Companies, is the assessment for taxpaying legal entities to contribute to the employee benefits, employment, and social investment.

The basis for determining the income tax for equity—CREE, cannot be less than 3% of the net fiscal equity on the last day of the immediately preceding fiscal year.

The income tax for equity-"CREE" applies a fee of 9% under the Law 1739 December 2014.

During the years 2015, 2016, 2017 and 2018, the Law 1739 of December 23, 2014, establishes a surcharge on income tax for equity - CREE, which is at the responsibility of the taxpayer of this tax and is applied to a taxable base in excess of \$800 COP, at rates of 5%, 6%, 8%, and 9% per year, respectively.

The tax base of income tax for equity- CREE, is established by subtracting from the gross income likely to increase the fiscal equity, the returns, rebates and discounts, and those thus obtained, will be subtracted from those which correspond to the non-constituted income established in the Tax Code. Net income, thus obtained, total costs and applicable tax deductions, will be subtracted, and may be subtracted from the exempted income exhaustively fixed, according to tax regulations.

### c) Tax on wealth

The tax burden of the "wealth tax" originates, for Colombian Companies, from possession of the same to the January 1<sup>st</sup> of the years 2015, 2016, and 2017, by taxpayers. Therefore, those taxpayers with gross assets minus debts, whose value exceeds \$1,000 COP, should determine their tax under the conditions established in the tax regulations.

According to the provisions of Article 6 of Law 1739 of 2014, which adds article 297-2 of the tax statute, the accrual of wealth tax will take place on January 1<sup>st</sup> of the years 2015, 2016, and 2017, and will be allocated to capital reserves without affecting net income, in accordance with Article 10 of the same law.



## 3.3.12 Employee Benefits

### a) Short-term benefits

They are, (other than termination benefits), benefits expected to be settled wholly, before the end of the following twelve months, at the end of the annual period, of which the services provided by employees, is reported. Short-term benefits are recognized to the extent that the employee renders the service, to the expected value to be paid.

# b) Other long-term benefits

Long-term employee benefits, (that differ from postemployment benefits and termination benefits) that do not expire within twelve (12) months after the end of the annual period in which the employees renders services, are remunerated, such as long-term benefits, the variable compensation system, and retroactive severance interest. The cost of long-term benefits is distributed over the time the employee start date and the expected date of when the benefit is received. These benefits are projected to the payment date, and are discounted with the projected unit credit method.

### c) Pension and other post-employment benefits

### (i) Defined contribution plans

Contributions to defined contribution plans are recognized as expenses in the statement of comprehensive income in profit and loss, on an accrual basis.

#### (ii) Defined benefit plans

Defined benefit plans are plans for post-employment benefits in which Grupo Nutresa has a legal or constructive obligation for the payment of benefits. Subsidiary companies domiciled in Colombia, Ecuador, Mexico, and Peru, have actuarial liability as required by law.

The cost of this benefit is determined by the projected unit credit method. The liability is measured annually, by the present value of expected future payments required to settle the obligations arising from services rendered by employees in the current period and prior periods.

Updates of the liability for actuarial gains and losses are recognized in the statement of financial position, against retained earnings through other comprehensive income. These items will not be reclassified to current earnings in subsequent periods; the cost of past and present services, and net interest on the liability, is recognized in profit and loss, distributed among cost of sales and administrative expenses, sales and distribution, likewise as are gains and losses by reductions in benefits and non-routine settlements.

Interest on the liability is calculated by applying the discount rate on said liability.

Payments made to retirees are deducted from the amounts provisioned for this benefit.

## d) Termination benefits

Termination benefits are provided for the period of employment termination, as a result of the Company's decision to terminate a contract of employment, before the normal retirement date; or the employee's decision to accept an offer of benefits in exchange for termination of an employment contract. Termination benefits are measured in accordance

with the provisions of the laws and the agreements between Grupo Nutresa and the employee, at the time the decision to terminate the employment relationship with the employee, is officially released.

## 3.3.13 Provisions, contingent liabilities and assets

#### a) Provision

Provisions are recognized when, as a result of a past event, Grupo Nutresa has a present legal or constructive obligation to a settlement, and requires an outflow of resources, are considered probable, and can be estimated with certainty.

In cases where Grupo Nutresa expects the provision to be reimbursed in whole, or in part, the reimbursement is recognized as a separate asset, only in cases where such reimbursement is virtually certain.

Provisions are measured at best estimate of the disbursement of the expenditure required to settle the present obligation. The expense relating to any provision is presented in the statement of comprehensive income, net result of all reimbursement. The increase in the provision, due to the passage of time, is recognized as interest expense.

### b) Contingent liabilities

Possible obligations arising from past events, and whose existence will be confirmed only by the occurrence or non-occurrence of one more uncertain future events, not wholly within the control of Grupo Nutresa, or present obligations arising from past events, are not likely, but are possible that an outflow of resources including economic benefits is required to settle the obligation, or the amount of the obligation cannot be measured with sufficient reliability, are not recognized in the statement of financial position and are instead revealed as contingent liabilities.

### c) Contingent assets

Possible assets, arising out of past events and whose existence will be confirmed only by the occurrence, or possibly by the non-occurrence of one or more uncertain future events which are not entirely under the control Grupo Nutresa, are not recognized in the statement of financial position, and are however, disclosed as contingent assets when it is a probable occurrence. When the contingent assets is certain then it is recognized assets and income for that period.

## 3.3.14 Revenue

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the entity and the revenue can be measured reliably.

The specific recognition criteria listed below must also be met for revenue to be recognized:

### a) Sale of goods

The revenue from the sale of goods is recognized when the significant risks and rewards of ownership have been substantially transferred to the buyer.

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#### b) Services

Revenue from providing services is recognized when these services are rendered, or according to the degree of completion (or percentage of completion) of contracts.

#### c) Interest

For all financial instruments measured at amortized cost, interest income, or expense, is recognized with the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash payments or those received through the expected life of the financial instrument, or in a shorter period, in the carrying value of the financial asset or financial liability.

### d) Dividend income

This revenue is recognized when Grupo Nutresa's right to receive payment is established, which is generally when the shareholders approve the dividend, except when the dividend represents a recovery of investment costs. Dividend income is not recognized, when payment is made to all shareholders, in the same proportion in shares of the issuer.

#### 3.3.15 Government grants

Government grants are recognized when there is reasonable assurance that they will be received and all conditions linked to them will be safely met. When the grant relates to an expense item, it is recognized as income on a systematic basis over the periods in which related costs, intended for compensation, are recognized as expense. When the grant relates to an asset, it is recorded as deferred income and is recognized as profit or loss on a systematic basis over the estimated useful life of the asset.

## 3.3.16 Fair value

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of all financial assets and liabilities is determined at the date of presentation of the financial statements, for recognition or disclosure in the Notes to the Financial Statements.

Grupo Nutresa uses valuation techniques which are appropriate under circumstances for which sufficient information is available to measure the fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

Fair value is determined:

- Based on quoted prices in active markets for identical assets or liabilities that the Company can access at the measurement date (level 1).
- Based on valuation techniques commonly used by market participants using variables other than the quoted prices that are observable for the asset or liability, either directly or indirectly (level 2).
- Based on internal discount cash flow techniques or other valuation models, using estimated variables by Grupo Nutresa for the unobservable asset or liability, in the absence of variables observed in the market (level 3).

Judgments include data such as liquidity risk, credit risk, and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

In Note 7, the fair value measurement analysis of fair values of financial instruments, nonfinancial assets and liabilities, and more detailed measurements, is provided.

## 3.3.17 Operating segments

An operating segment is a component of Grupo Nutresa that: engages in business activities from which it may earn income from ordinary activities and incur costs and expenses, from which it has financial information, and whose operating results are regularly reviewed by the maximum authority in making operating decisions for Grupo Nutresa, The Board of Grupo Nutresa, to make decide about the allocation of resources to segments, as well as, assess performance.

The financial information of the operating segments is prepared under the same accounting policies used in the preparation of the consolidated financial statements of Grupo Nutresa.

For those operational segments that overreach the quantitative threshold of 10% of income, EBITDA, and operational income, as well as, the informational segments that are considered relevant for decision making by the Board of Directors; financial information is separately presented; the other segments are grouped in categories called "Other segments".

# 3.3.18 Earnings per share

Basic earnings per share are calculated by dividing profit and loss attributable to ordinary equity holders, by the weighted average number of ordinary shares outstanding during the period.

The average number of shares outstanding, for the periods ended September 30, 2015 and 2014, is 460.123.458. Diluted earnings per share are calculated by adjusting, profit and loss attributable to ordinary equity holders, and the weighted average number of shares of dilutive potential ordinary shares.

## 3.3.19 Relative importance or materiality

Information is material or has relative importance, if it can, individually, or collectively, influence the economic decisions taken by users, based on the financial statements. Materiality depends on the size and nature of error or inaccuracy and prosecuted depending on the particular circumstances in which they are produced. The size or nature of the item, or a combination of both, could be the determining factor.

# Note 4. Judgments, estimates, and significant accounting assumptions

The preparation of Grupo Nutresa's financial statements requires that management must make judgments, accounting estimates, and assumptions that affect the amount of revenue and expense, assets and liabilities, and related disclosures, as well as, the disclosure of contingent liabilities on the balance sheet date. Because of this, uncertainty about these assumptions and estimates could impact future results and may generate significant changes to the amount of assets and liabilities affected.

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In applying Grupo Nutresa's accounting policies, management has made the following judgments and estimates which have significant impact on the amounts recognized in these consolidated financial statements:

- Assessment of the existence of impairment indicators, for assets, goodwill, and asset valuation, to determine the existence of impairment losses (financial and non-financial);
- Assumptions used in the actuarial calculation of postemployment and long-term obligations to employees;
- Useful life and residual values of property, plant and equipment and intangible assets.
- Assumptions used to calculate the fair value of financial instruments;
- Probability of occurrence and the value of the liabilities of uncertain value or contingents;
- Determination of financial or operating leases, based upon the transfer of risks and rewards of the leased assets;
- · Development costs;
- Recoverability of deferred tax asset;
- Determination of control, significant influence, or joint control over an investment;
- · Classification of Venezuela as a hyperinflationary economy

The judgments and estimates made by Management of Grupo Nutresa, in the preparation of the condensed financial statements for the period ended September 30, 2015, do not differ significantly from those made at the end of the previous annual period December 31, 2014.

# **Note 5.** Transition to International Financial Reporting Standards - IFRS

The consolidated interim condensed financial statements, for the quarter interim period between July 1<sup>st</sup> and September 30<sup>th</sup>, 2015, are part of the first Annual Financial Statements and are prepared in accordance with International Financial Reporting Standards (IFRS), approved in Colombia through Decree 2784 of 2012, its regulations and other accounting standards mandated by the Financial Superintendencia Financiera de Colombia, as described in accounting policies paragraph. Grupo Nutresa applied IFRS 1 to recognize the transition of its financial statements from local standards to IFRS, preparing its opening balance sheet at January 1, 2014.

# 5.1 Transition policies and procedures

# 5.1.1 Optional exceptions to the retrospective application of IFRS:

Herewith, are the main limited exemptions contained in IFRS 1 for its process of transition:

- <u>Cost attributed to property, plant and equipment and investment properties:</u> the Company used as deemed cost the carrying value, recognized 31 December 2013, under COLGAAP, for assets that had value to that cut in local companies; for other assets, the fair value option was used.
- Business combinations: IFRS 3 has been applied retrospectively to business combinations completed after June 2013. The use of this exception implies that for the other business combinations, the goodwill value corresponds to the value recognized under the previous accounting principles; these, goodwill amounts were subjected to evaluation of impairment and corresponding losses were charged to retained earnings.
- <u>Cumulative translation differences</u>: cumulative translation differences for all foreign operations are deemed to be zero at the date of transition to IFRS.
- Designation of previously recognized financial instruments: equity instruments were classified as "measured at fair value", with changes in equity based on existing circumstances at the date of transition to IFRSs.
- Measurement of assets and liabilities of subsidiaries, associates and joint ventures: for foreign companies that had adopted IFRS before the transition date of the Parent Company, assets and liabilities are incorporated into the consolidated financial statements as the book value set in the financial statements of the subsidiary, after making the necessary approvals needed for the uniform application of accounting policies, established by Grupo Nutresa.
- Other exceptions: the measurement of financial instruments at fair value upon initial recognition is applied prospectively; like the decline of financial assets and liabilities, capitalization of borrowing costs for qualifying assets, and the measurement of government grants.

## 5.1.2 Use of estimates

Accounting estimates made by Grupo Nutresa to January 1, 2013 and December 31, 2014, reflect the existing conditions at the transition date and comparative period, and are consistent with estimates made for the same date under COLGAAP (after which the necessary adjustments, are made to reflect any differences in accounting policies), items that are significantly different are:

- Pensions, termination, and other long-term employee benefits
- Fair value of property, plant and equipment and investment property
- Fair value of financial instruments and derivatives

## 5.2 Reconciliation

The following reconciliations provide a quantification of the impact of transition to IFRS, during 2014, and the comparative interim periods reported:



# 5.2.1 Reconciliation of Grupo Nutresa's equity to January 1, 2014

		COLGAAP		ustments and classifications	IFRS	Notes 5.2.5
	Cash and cash equivalents	\$ 415,478	\$	389	\$ 415,867	
	Accounts receivable	 857,299		(44,850)	812,449	(a) (b)
	Inventories	 725,323		(27,168)	698,155	(a) (c)
	Biological assets	 -		38,417	38,417	(c)
	Financial instruments	 357,830		3,200,181	3,558,011	(d)
sts	Investments in associated and joint ventures	_		89,248	89,248	(d)
Assets	Property, plant and equipment	1,456,074		1,402,477	2,858,551	(a) (e) (f)
_	Investment properties	-		73,773	73,773	(e)
	Intangibles and goodwill	 2,038,332		(6,861)	2,031,471	(g) (h)
	Deferred tax assets	 39,814		85,065	124,879	(i)
	Financial instruments	 -		828	828	
	Pre-paid expenses and other assets	 77,911		(34,975)	42,936	(a) (d)
	Valuation surplus	4,612,437		(4,612,437)	-	(d) (f)
Tota	l Assets	\$ 10,580,498	\$	164,087	\$ 10,744,585	
	Financial obligations	1,996,737		20,335	2,017,072	(j)
	Trade and other payables	 638,873		(45,067)	593,806	(h) (j) (k)
ies	Tax charges	 159,523		16,382	175,905	(k)
Liabilities	Employee benefits liabilities	 138,378		211,621	349,999	(l)
Lia	Estimated liabilities and provisions	 54,184		(51,700)	2,484	(m)
	Deferred tax liabilities	 159,573	•••••	307,395	466,968	(i)
	Other	3,159		2,053	5,212	
Tota	l Liabilities	\$ 3,150,427		461,019	\$ 3,611,446	
Non	-controlling interest	19,209		309	19,518	
SHA	REHOLDER EQUITY	\$ 7,410,862	\$	297,241	\$ 7,113,621	

# 5.2.2 Reconciliation of Grupo Nutresa's net income for the Third Quarter of 2014 and accumulated to September of 2014

	T	hird Quarter	Acc	Accumulated to September		
Net income COLGAAP	\$	92,025	\$	262,103		
Net income IFRS		75,390		328,226		
Variation	\$	(16,635)	\$	66,123		
Goodwill non-amortized	\$	19,002	\$	58,591	(h)	
Provisions not from IFRS		(8,781)		16,861	(p)	
Dividends portfolio		(10,925)		11,855	(b)	
Deferred taxes		(12,643)		(2,475)	(i)	
depreciation of fixed assets		(3,853)		(13,490)	(F)	
Adjustments at derecognition and sales of fixed assets		(2,086)		(2,086)		
Deferred expenses COLGAAP		1,624		(2,087)	(p)	
Employee benefits		(2,646)		(9,480)	(l)	
Biological assets valuation		923		2,976		
Investment in associates		892		3,720	(d)	
Change in conversion process		44		(636)	(n)	
Other adjustments		1,814		2,374		
Total Impact	\$	(16,635)	\$	66,123		

Table 7



# 5.2.3 Reconciliation of Grupo Nutresa's net income for the period between January 1<sup>st</sup> and December 31<sup>st</sup> of 2014

	ı	December 2014 COLGAAP	,	assifications	D	ecember 2014 IFRS	Notes 5.2.5
	\$	6,461,752	\$	(15,662)	\$	6,446,090	(n) (o)
Operating revenue		(3,591,978)		(27,440)		(3,619,418)	(f) (n)
Cost of goods sold	\$	2,869,774	\$	(43,102)	\$	2,826,672	
Gross Profit		(408,021)		67,211		(340,810)	(f) (n) (p)
Administrative expenses		(1,703,834)		30,580		(1,673,254)	(f) (h) (n) (o)
		(119,579)		(2,607)		(122,186)	(f) (n) (p)
Operating revenue		-		3,878		3,878	•••••••••••••••••••••••••••••••
Cost of goods sold		-		(8,791)		(8,791)	
Gross Profit	\$	638,340	\$	47,169	\$	685,509	
Administrative expenses		12,633		(281)		12,352	
		(157,945)		(7,787)		(165,732)	•••••
Operating revenue		25,572		(7,139)		18,433	•••••
Cost of goods sold		(9,122)		(3,649)		(12,771)	(n)
Gross Profit		-		3,187		3,187	(d)
Administrative expenses		53,017		(9,622)		43,395	(b)
		(18,827)		25,459		6,632	(q)
Operating revenue	\$	543,668	\$	47,337	\$	591,005	
Cost of goods sold		(152,103)		3,796		(148,307)	
Gross Profit		(11,583)		218,957		207,374	(i)
Administrative expenses	\$	379,982	\$	270,090	\$	650,072	
·		_		(12,086)		(12,086)	
Operating revenue	\$	379,982	\$	258,004	\$	637,986	
Cost of goods sold		(2,411)		387		(2,024)	
Gross Profit	Š	377,571	\$	258,391	\$	635,962	5.3

# 5.2.4 Reconciliation of Grupo Nutresa's equity to December 31, 2014

		Notes 5.2.5
COLGAAP Equity value at December 31, 2014	8,198,774	
IFRS Equity value at December 31, 2014	8,045,860	
Variation	(152,914)	
Employee benefits		
Property, plant and equipment valuation surplus	(173,400)	(l)
Property, plant and equipment valuation adjustments	(111,749)	(F)
Deferred taxes	89,233	(f)
Goodwill	7,256	(i)
Other adjustments	35,265	(h)
Total impact	481	
COLGAAP Equity value at December 31, 2014	(152,914)	
		Tal

# 5.2.5 Explanatory Notes

- (a) \$15,769 COP were reclassified to property, plant and equipment advances; \$5,708 COP to advance for inventories; and \$22,502 COP to pay in advance for costs and expenses (other assets).
- (b) Outstanding receivable dividends of the investment portfolio, in the amount of \$9,622 COP, are recognized as receivables in the opening statement of financial position.
- During the transition period, in March 2015, income and accounts receivable by total dividends declared receivables portfolio investments are recognized as such under IFRS. These were recognized under COLGAAP according to payment periods determined by the issuer.
- (c) Under IFRS, \$22,827 COP, is presented separately in livestock inventories and is classified as biological assets. Also included in this group of accounts, are contractor participation

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accounts which are recorded as intangibles under COLGAAP, and with a corresponding valuation of \$10,623 COP.

(d) Financial instruments include equity investments, over which there is neither control nor significant influence. Primarily, these investments are in Grupo de Inversiones Suramericana (\$2,001,369 COP) and Grupo Argos (\$1,551,402 COP). These are measured in the opening balance sheet at fair value, which signifies that a valuation of \$3,290,708 COP is incorporated into the book value of the financial instruments.

In addition to this, items over which Grupo Nutresa has significant influence are classified as investments in associates. The deemed cost option is taken by the Company, for the measurement of these investments, and are recognized the book value recorded under accounting principles generally accepted in Colombia, in the amount of \$89,248 COP. This includes primarily, Bimbo de Colombia S.A. (\$71,651 COP), Dan Kaffe (Malaysia) Sdn. (\$13,114 COP), and Estrella Andina S.A.S. (\$1,005 COP).

The application of *the equity method* on these investments, during the period of transition, generated income of \$892 COP in the third quarter, \$3,720 COP in the accumulated to September, and \$3,178 COP for the year 2014.

- (e) Property classified as investment property was transferred from property, plant and equipment in accordance with the accounting policies established by Grupo Nutresa and was measured under the deemed cost option, using the book value under COLGAAP in the amount of \$73,773 COP, a revalued amount
- (f) The company took book values revalued under COLGAAP, as deemed costs, for those assets that had been updated in 2013 with technical appraisals, which implicated the inclusion of the carrying amount of property, plant and equipment, a valuation in the amount of \$1,318,569 COP; for other assets, the fair value option was used and those new appraised values increased the book value by \$27,199 COP.

In the case of the foreign companies that reported under IFRS before the Parent Company, book value was taken as deemed cost, carrying the value of the assets of each subsidiary in its financial statements, under IFRS, at the date of transition of the Parent Company; subsequently, there was an increase in the value of the consolidated assets in the amount of \$93,279 COP.

These adjustments represented higher depreciation expenses in the amount of \$3,853 COP, for the Third Quarter of 2014, \$139,490 COP for the accumulated to September, and \$15,708 COP for the end of the year 2014 (\$10,980 COP cost to sell, \$4,728 COP administrative, production and sales expenses).

The impact from the measurement of property, plant and equipment, under IFRS, on Grupo Nutresa's equity is \$89,233 COP, at the end of the transition year.

In addition to this, in December of 2014 under COLGAAP, an update of the appraisal surplus was performed, resulting in an increase of \$111,749 COP; this equity adjustment is not recorded under IFRS in accordance with the policies adopted by the Group.

- (g) For intangibles, other than goodwill, the carrying value under COLGAAP was used as deemed cost.
- (h) The Company restated the business combination Tresmontes Lucchetti, acquired in 2013. This restatement had no impact on the Grupo Nutresa's consolidated equity, but

generated reclassifications between the accounts balance sheets:

Other intangibles	\$ 197,824
Goodwill	(175,312)
Property, plant and equipment	6,627
Accounts payable	10,590
Deferred tax liabilities	(36,324)
Others	(3,405)
	Table 10

Impairment tests were also performed on goodwill from business combinations not restated, and were recorded with a retained earnings charge of \$43,392 COP for this item.

The reversal of the depreciation of goodwill under COLGAAP was homologated for foreign subsidiaries that apply IFRS and resulted in an increase of the value of intangibles in the amount of \$17,326 COP.

During the transition period, a minor expenditure of \$78,657 COP (\$19,002 COP, in the third quarter and \$58,591 COP, accumulated to September), was generated due to the non-amortization of goodwill under IFRS.

All this generated an accumulation in the Company equity at year-end of transition, an impact of \$35,265 COP.

(i) In accordance with COLGAAP, recognition of deferred tax is made considering only those temporary differences that arise between the accounting results and fiscal results. Under IFRS, the method used is the called *the "liability method" and it* considers all temporary differences between the accounting and tax bases of assets and liabilities. The net impact on of Grupo Nutresa's opening balance sheet is \$211,712 COP (\$59,358 COP deferred tax assets and a future income tax liability of \$271,070 COP).

The balance of deferred taxes under IFRS at January 1, 2014, relates mainly to: liabilities for long-term employee benefits in the amount \$50,783 COP (assets), deemed cost of property, plant and equipment in the amount of \$323,562 COP (liability), change in the useful lives of trademarks, and other intangibles of \$31,766 COP (liability).

The difference in methodology for estimation and recognition of deferred taxes and IFRS adjustments realized, generated less deferred tax expense in the transition year of \$41,942 COP (-\$12,643 COP for the third quarter and -\$2,475 COP accumulated to September).

In addition to this, in 2014, goodwill for tax was generated in some of the companies in Chile (Tresmontes Lucchetti Chile S.A., Inmobiliaria Tresmontes Luccetti, and Nutresa de Chile) in the amount of \$45,230,485 CLP (\$176,687 COP), caused by tax rules applicable in this country, for the advance of the restructuring process TMLUC, with the goal of simplifying its corporate structure. This item is not recognized in the consolidated financial statements under COLGAAP, because it originated in cash accounts rather than results. According to the fiscal projections made by management, the deferred tax asset will be realized over the next 10 years, generating a decrease in net income and therefore a lower amount of tax payable.

The net impact of deferred taxes under IFRS in the equity of the Company at the end of the year of transition is an increase of \$7,256 COP.



- (j) The adjustment relates to the measurement at amortized cost of financial obligations, involved including in the balance of obligation, the accrued payable interest, in the amount of \$14,415 COP.
- (k) Accounts payable were transferred to current payable taxes in the amount of \$17,346 COP.
- (l) Grupo Nutresa calculated pension liabilities in accordance with the Method IAS 19. In addition, using actuarial calculation, long-term benefits were also recognized using the method of projected unit credit. The company recognized 100% of the profits and losses in its first financial statements under IFRS, under retained earnings. The value of the adjustments made was \$159.675 COP.

During 2014, more spending was generated due to employee benefits in the amount of \$13,725 COP (\$2,646 COP for the Third Quarter and \$99,480 COP accumulated to September) representing a lower value of the assets after the transition year in the amount of \$173,400 COP.

- (m) Provisions transferred in the amounts of \$51,256 COP of employee benefits and \$2,206 COP of provisions for costs and expenses, under COLGAAP, are under IFRS not classified as such.
- (n) Until December 31, 2013, under COLGAAP, the results of operations of subsidiaries abroad were converted at the cumulative average exchange rate for the period; from the implementation of the International Standards, the Company implemented an accounting policy for translating the results of the period, of foreign companies, to the monthly average of the exchange rate. This change in the conversion process generated an impact on net income for 2014, detailed as follows:

	2014
Operating revenue	\$ 57,931
Cost of goods sold	(45,698)
Gross profit	\$ 12,233
Administration, sales, and production expenses	(16,008)
Monetary position	 (3,649)
Impact to net income	\$ (7,424)
	Table 11

The impact on net income for the Third Quarter is \$44 COP and accumulated to September is \$-636 COP.

- (o) In accordance with the definitions of income under IAS 18, these amounts were reclassified to a lower value of operating income in the amount of \$72,580 COP for the year 2014, corresponding to discounts and rebates granted to customers, distributors, and export costs, which under COLGAAP, were recognized under sales expenses.
- (p) Under COLGAAP, during the interim period, provisions for costs and expenses were recognized as advertising and "trade", and in the preparation of the interim financial statements under IFRS, these must be recognized as expenses when they are incurred; This resulted in a decrease of selling expenses in the quarter by \$8,781 COP (\$ 16,861 COP accumulated to September). This situation does not generate impact on the annual results, because under COLGAAP, the unused provisions at the end of the year, is reversed.

The deferral of some expenditures is also allowed during the interim period. Proper recognition of these expenses at the time they are incurred resulted in a decrease in expenses by the Company in the amount of \$1,624 COP in the Third Quarter (an increase of \$2,087 COP accumulated to September). The impact on annual results for 2014 was an increase of \$980 COP of administrative expenses.

(q) As part of the change in presentation of the financial statements under IFRS, the gain or loss as a net monetary correction of \$9,622 COP for 2014 is separated from other income and non-operating expenses in COLGAAP. In addition, the result of lower sales and property, plant and equipment and donations, a loss of \$ 6,632 COP for 2014, is recognized as other income and operating expenses, under IFRS.

# 5.3 Accumulated earnings generated in the process of First-time Adoption IFRS

The process of First-time Adoption of IFRS generated accumulated earnings of \$1,284,015 COP in the corresponding opening balance as follows: a decrease due to equity impact from the First-time Adoption in the amount of \$297,241 COP, as well as, a net increase due to reclassification of other equity items such as \$1,58,256 COP (reduced by the elimination of \$173,546 COP for the conversion impact of companies abroad and increased reclassification of \$1,754,802 COP corresponding to valuation of property, plant and equipment and other assets).

In addition, during the transition period, profits of \$258,509 COP were accumulated due to the difference between the net income attributable to controlling interest for the annual period 2014 at values of \$635,962 COP and the value appropriated by the Shareholders over the COLGAAP earnings in the same period.

These accumulated, \$1,542,524 COP, profits are not subject to dividend distribution and will be carried to "Other reserves" once the Shareholders of Grupo Nutresa approve the transfer.

# **Note 6.** Operating segments

Nutresa's operating segments reflect its structure and how the administration, in particular the Board of Directors, evaluates the financial information for decision-making for operational matters. For the administration, businesses are considered by combining geographic areas and types of products. The segments for which financial information are presented are as follows:

- Cold Cuts: Production and sale of processed meats (sausage, pepperoni, and bologna burgers), matured meat (ham, Spanish chorizo, salami), ready to meals, canned foods and mushrooms.
- **Biscuits**: Production and marketing of sweet biscuits flavored lines, with crème filling and salted wafers like crackers.
- Chocolate: Production and sale of chocolate bars, chocolate (bars and milk modifiers), chocolate candies, granola bars, and nuts.
- Coffee: Production and marketing of roasted and ground coffee, instant coffee (powdered, granulated, and freeze-dried) and coffee extracts.
- TMLUC: stands for Tresmontes Lucchetti, a business unit that produces and markets: instant cold drinks, pasta, coffee, snacks, edible oil, juice, soups, dessert, and tea.

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- Ice cream: This segment includes desserts, water and milk-based ice cream pops, cones, ice cream by the liter, as well as, ice cream cups and biscuits.
- **Pasta**: is produced and marketed as short, long, egg with vegetables, butter, and instant pasta.
- **Retail Foods**: formats established for direct sale to consumers, are restaurants and ice cream parlors, where hamburger products, prepared meats, ice cream, and yogurt are offered.

The Board of Directors monitors the operating results of business units separately, for the purpose of making decisions about allocating resources and assessing financial performance. The financial performance of the segments is evaluated, on the basis of sales and EBITDA, which are measured uniformly with the consolidated financial statements.

Financing operations, investment, and tax management are managed centrally, and therefore, are not allocated to operating segment.

Transactions between segments correspond mainly to, sales of finished products, raw materials, and services. The sale price between segments is the cost of the product, plus a profit margin. These transactions are eliminated in the consolidation of financial statements.

Assets and liabilities are managed on a consolidated basis, and by the administration of each of the Grupo Nutresa Companies; no segment allocation is performed.

There are no individual customers whose transactions represent more than 10% of Grupo Nutresa's revenue.

# 6.1 Information on financial performance by segment to September 30 of 2015 and 2014:

## a) Ordinary income by segments

Third Quarter							Accumulated to September					
Revenue	Externa	l clients	Inter-seg	ments	То	tal	Externa	l clients	Inter-seg	ments	То	tal
	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Cold Cuts	486,592	412,441	4	124	486,596	412,565	1,325,511	1,243,812	180	711	1,325,691	1,244,523
Biscuits	425,502	318,492	5,091	4,508	430,593	323,000	1,119,032	893,091	10,902	9,879	1,129,934	902,970
Chocolate	343,207	286,123	2,543	2,630	345,750	288,753	901,082	764,186	10,066	10,311	911,148	774,497
Coffee	225,656	189,217	95	40	225,751	189,257	650,322	561,999	444	316	650,766	562,315
TMLUC	254,593	196,842	-	-	254,593	196,842	672,276	552,325	-	-	672,276	552,325
Ice cream	114,151	111,595	113	171	114,264	111,766	326,164	318,301	942	466	327,106	318,767
Pasta	66,235	61,716	136	56	66,371	61,772	190,934	176,066	442	411	191,376	176,477
Retail foods	154,511	27,672	-	-	154,511	27,672	374,857	83,622	-	-	374,857	83,622
Others	46,364	35,663	-	-	46,364	35,663	124,245	99,701	-	-	124,245	99,701
<b>Total segments</b>	2,116,811	1,639,761	7,982	7,529	2,124,793	1,647,290	5,684,423	4,693,103	22,976	22,094	5,707,399	4,715,197
Adjustments and eliminations					(7,982)	(7,529)					(22,976)	(22,094)
Consolidated					2,116,811	1,639,761					5,684,423	4,693,103

Table 12

## b) EBITDA

Table 13

		Third Quarter								
	Operating	income	Depreciati amortiz		Unrealized of difference operating a liabili	es from ssets and	EBITDA			
	2015	2014	2015	2014	2015	2014	2015	2014		
Cold Cuts	46,720	39,535	8,133	6,789	2,250	1,978	57,103	48,302		
Biscuits	49,314	40,240	6,942	4,888	(10)	(240)	56,246	44,888		
Chocolate	21,996	28,973	8,486	7,119	290	352	30,772	36,444		
Coffee	41,650	21,912	5,618	4,855	(130)	(1,397)	47,138	25,370		
TMLUC	19,446	16,668	7,339	4,260	(252)	(857)	26,533	20,071		
Ice cream	10,613	10,333	7,832	8,356	29	(97)	18,474	18,592		
Pasta	4,037	4,909	1,862	1,640	37	(1)	5,936	6,548		
Retail Foods	19,716	3,027	8,120	782	2	3	27,838	3,812		
Others	622	3,551	550	870	110	18	1,282	4,439		
Total segments	214,114	169,148	54,882	39,559	2,326	(241)	271,322	208,466		

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			A	ccumulated t	o September			
	Operating	income	Depreciati amortiz		Unrealized e difference operating as liabilit	DA		
	2015	2014	2015	2014	2015	2014	2015	2014
Cold Cuts	152,599	137,462	23,298	20,109	(8,912)	2,118	166,985	159,689
Biscuits	124,482	105,399	18,491	16,636	207	1,779	143,180	123,814
Chocolate	62,540	69,088	23,404	20,676	(292)	2,017	85,652	91,781
Coffee	109,664	95,056	15,509	14,592	516	88	125,689	109,736
TMLUC	52,774	51,296	20,165	13,642	675	(1,256)	73,614	63,682
Ice cream	21,159	28,479	23,307	24,689	(100)	121	44,366	53,289
Pasta	15,413	11,980	5,430	4,906	87	68	20,930	16,954
Retail Foods	47,419	11,100	19,021	2,351	(3)	2	66,437	13,453
Others	(285)	11,297	2,808	2,208	284	118	2807	13,623
Total segments	585,765	521,157	151,433	119,809	(7,538)	5,055	729,660	646,021

# 6.2 Information by geographical locations

The breakdown of sales to external customers is herewith detailed by major geographical locations where the Group operates, and is as follows:

	Third (	)uarter	Accumulated to September					
	2015	2014	2015	2014				
Colombia	1,282,783	1,080,853	3,552,456	3,046,090				
Central America	196,416	114,667	518,796	335,643				
USA	171,766	112,437	461,518	323,270				
Chile	161,059	127,715	420,075	360,620				
Mexico	86,333	69,891	224,037	178,058				
Venezuela	69,925	36,854	127,942	159,034				
Peru	46,072	27,717	105,705	77,019				
Ecuador	31,181	17,210	77,845	49,570				
Dominican Republic and the Caribbean	47,454	30,846	93,917	66,265				
Others	23,822	21,571	102,132	97,534				
Total	2,116,811	1,639,761	5,684,423	4,693,103				
Table								

Sales information is carried out with consideration of the geographical location of the customer.

# 6.3 Information by type of products

Some operating segments are also categorized by geographical location and the revenue, from sales to external customers, and is presented by product category as follows;

	Third Q	uarter	Accumulated to September				
	2015	2014	2015	2014			
Foods	1,167,744	846,112	3,058,208	2,439,651			
Beverages	484,483	409,664	1,368,549	1,186,871			
Candy and snacks	351,894	290,374	943,501	797,347			
Others	112,690	93,611	314,165	269,234			
Total	2,116,811	1,639,761	5,684,423	4,693,103			
	Table 15						

# Note 7. Financial instruments at fair value

Grupo Nutresa classifies portfolio investments that are not held for trading, as financial instruments measured at fair value through other comprehensive income.

The results for the period, using these instruments, include income from dividends and are recognized by Grupo Nutresa, on the date of the right to receive future payments, which is the date that the declaration of dividends is established by the issuing company. The other comprehensive income includes changes in the fair value of these financial instruments.

The breakdown of financial instruments at September  $30^{\text{th}}$  is as follows:

				Book \	Value		
	Number of shares held	Participation as % in total ordinary shares	Sept	ember 2015	December 2014		
Grupo de Inversiones Suramericana S.A.	59,387,803	12.66%	\$	2,130,834	\$	2,375,512	
Grupo Argos S,A,	79,804,628	12.36%		1,428,503		1,635,996	
Other companies				5,154		4,964	
			\$	3,564,491	\$	4,016,472	

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		Third Q	uarter		Accumulated to September				
		2015	20	14	20	15	2014		
	Dividend Income	Income/loss on fair value measurement	Dividend Income	Income/loss on fair value measurement	Dividend Income	Losses on fair value measurement	Dividend Income	Income/loss on fair value measurement	
Grupo Suramericana de Inversiones S,A,	-	(67,702)	-	43,947	25,062	(244,678)	23,161	412,151	
Grupo Argos S,A,	-	71,824	-	7,980	21,388	(207,492)	19,792	260,163	
Other companies	-	(341)	3	(905)	512	(754)	413	(869)	
	_	3,781	3	51,022	46,962	(452,924)	43,366	671,445	

Table **17** 

Annual dividends declared by Suramericana de Inversiones and Grupo Argos were fully recognized as income in the first quarter of 2015 and as a result, no further income is expected for the year.

## a) Fair value measurement of financial instruments

The fair value of shares, traded and classified as high trading volume, is determined based on the average of the last 10 trading days; this measurement is located in a hierarchy Level 1, as established by IFRS 13 for the fair value measurement. This category includes investments held by the Company in Suramericana Group and Argos Group. This measurement is done on a monthly basis.

There have been neither changes in the fair value hierarchy for measurement of these investments, nor changes in the valuation techniques used.

Investments in other companies, classified under this category, are measured at fair value on a non-recurring basis, only when a market value is available. The company believes this omission of this recurrent measurement for these investments, is immaterial for the presentation of Grupo Nutresa's financial statements.

# Note 8. Property, plant and equipment

The following represents the movement of property, plant and equipment during the reporting period:

Table 18

	Land	Buildings	Production equipment machinery	Transportation equipment	Computer equipment	Office equipment	Leasehold improvements	Assets in progress	Total
Balance at January 1, 2015	744,232	632,201	1,234,249	23,111	6,167	13,963	9,588	302,617	2,966,128
Acquisitions	418	2,977	16,175	1,087	1,358	1,348	9,556	228,884	261,803
Business combinations	1,510	6,061	44,876	909	3,025	3,645	35,785	346	96,157
Withdrawals	(418)	(777)	(4,600)	(446)	(7)	(59)	(68)	(46)	(6,421)
Depreciation	-	(22,584)	(108,149)	(3,878)	(2,305)	(3,673)	(6,826)	_	(147,415)
Transfers	4,325	94,149	222,869	119	242	3,055	585	(325,449)	(105)
Adjustments in									
hyperinflationary	416	7,730	10,345	46	1	8	0	2,426	20,972
economies									
Currency translations	30,647	14,334	44,618	4,822	415	1,684	2,160	28,877	127,557
Balance at September 30, 2015	781,130	734,091	1,460,383	25,770	8,896	19,971	50,780	237,655	3,318,676
Balance at January 1, 2014	729,102	695,666	1,117,697	28,679	8,428	13,837	7,426	257,716	2,858,551
Acquisitions	143	40	2,898	551	411	501	-	182,583	187,127
Withdrawals	(248)	(989)	(1,839)	(371)	(29)	(89)	-	(3,396)	(6,961)
Depreciation	-	(17,977)	(81,512)	(3,711)	(1,793)	(3,296)	(2,014)	-	(110,303)
Transfers	2,238	10,368	102,596	569	501	3,863	2,647	(127,783)	(5,001)
Adjustments in hyperinflationary economies	244	7,628	2,720	3	32	65	-	78	10,770
Currency translations	(6,241)	(82,722)	(25,683)	(4,668)	(2,443)	(859)	204	(36,166)	(158,578)
Balance at September 30, 2014	725,238	612,014	1,116,877	21,052	5,107	14,022	8,263	273,032	2,775,605

2015 Third Quarter (July 1st to September 30th)



# Note 9. Taxes

#### 9.1 **Applicable regulations**

#### a) Colombia:

Taxable income is taxed at a rate of 25%, paid by taxpayers except for taxpayers under express provision which are handled at special rates and at 10% income from windfall.

A 9% fee is applicable to the income tax for equity "CREE", according to the Law 1739 of December 2014. For the years 2015, 2016, 2017, and 2018, Law 1739 of December 23, 2014 establishes a surcharge on income tax for equity - CREE, which is at the responsibility of the taxpayer at rates of 5%, 6%, 8%, and 9% per year, respectively.

### b) Chile

Chile, the law implemented separate systems for "capital income" and "income from work". The first are taxed at the First Category Tax which mainly affects businesses. This tax has a fixed 20% for 2014 and 21% for 2015, based on tax rates which are calculated using aggregates or decreases, as mandated by law. These taxes paid is attributable to the "Global Complementario", which records the income of all natural persons and residents of the country; or "El Adicional", which records taxes on income from Chilean sources, for all natural and legal persons residing outside the country, as appropriate.

#### c) Mexico

During fiscal year 2014, the income tax rate in Mexico was 30%; applied on taxable income for the year. Additionally, for workers the taxable income rate is 10%.

#### d) Costa Rica

Income tax is calculated based on actual income for the year and estimates during the year. The provision for income taxes includes, besides taxable income, includes a taxable impact on temporary differences between accounting and items used for the calculation of income tax. The value of such tax differences are recognized in an account of deferred income tax. The rate of income tax is 30%.

#### e) Panama

The income tax is based on actual net income. The income tax rate is 25%.

#### f) Ecuador

According to the Taxation Act, companies incorporated in Ecuador have tax incentives applicable for investments that are executed in the country, which consists of a progressive reduction of percentage points in income tax and are subject to a tax rate of 22%.

#### 9.2 **Current income tax**

The current income tax increased, due to the elimination of income or deduction from exchange differences on foreign investments, constituted expenditures for taxpayers, not yet realized, as required by Law 1739 2014 Article 66.

The current income tax expense is as follows:

	Third Quarter			Accumulated to September			nber	
		2015		2014		2015		2014
Income tax	\$	37,979	\$	26,803	\$	105,533	\$	72,769
Taxes for Equity - CREE		6,415		6,821		20,954		16,035
CREE Surcharges		3,389		-		11,158		-
Total	\$	47,783	\$	33,624	\$	137,645	\$	88,804
Deferred taxes		3,494		12,571		(1,321)		21,640
Total tax expenses	\$	51,277	\$	46,195	\$	136,324	\$	110,444

Table 19

#### **Deferred income tax** 9.3

The following represents deferred tax assets and deferred tax liabilities:

	S	eptember 2015	December 2014
Deferred tax assets			
Goodwill tax TMLUC	\$	180,697	\$ 162,494
Employee benefits		65,031	61,245
Accounts payable		4,514	2,629
Investments		4,402	3,924
Tax losses		69,926	53,146
Tax credits		2,455	730
Account receivable		3,468	1,610
Other assets		4,651	14,849
Total deferred tax assets	\$	335,144	\$ 300,627

Deferred tax liabilities		
Property, plant and equipment	\$ (333,244)	\$ (329,793)
Intangibles	(103,146)	(95,926)
Investments	(6,793)	(4,713)
Inventories	(1,074)	 (595)
Accounts payable	(1,385)	(1,195)
Other liabilities	(34,777)	(24,987)
Total deferred tax liabilities	\$ (480,419)	\$ (457,209)
Deferred tax liabilities, net	\$ (145,275)	\$ (156,582)

Table 20

The impact of deferred income tax on income for the period January to September 2015 was and income of \$1,321, compared to an expense for the same period in 2014 of \$21,640. The variation is mainly due to the reversal of deferred taxes which generated a difference in the exchange, for investments abroad explained above.

The deferred tax movement during the period is as follows:

2015 Third Quarter (July 1st to September 30th)



	Th	ird Quarter de 2015	Accumulated to September de 2015
Initial balance (net)	\$	(149,047)	(156,582)
Deferred income tax expenses recognized in profit and loss		(3,494)	1,321
Increase from business combinations		-	(122)
Impact of changes of foreign exchange rates		7,266	10,108
Ending balance	\$	(145,275)	(145,275)
			T 11 01

Table 21

a deductible applicable only in Colombia, 50% non-taxable, provisions, costs and expenses from previous years, fines, penalties, etc. In some countries like Colombia and Peru, the possibility of signing a contract with the state legal stability, allows for more tranquility and tax burden surprises are avoided; these contracts allow a greater deduction of expenses for investment in productive fixed assets, investments in science and technology, grants, tax depreciation of goodwill; different methods of depreciation and amortization are applied according to set accounting standards.

All these special situations create differences in the effective tax rate, with respect to the theoretical rate, in each country.

Below is reconciliation, of both the applicable tax rate and the effective tax rate, for the periods ended September 30, 2015 and 2014 is as follows:

### 9.4 Effective tax rate

The effective tax rate differs from the theoretical rate, due to the impact produced by applying the tax rules. Within tax regulations, there are benefits such as non-taxable income (e.g. dividends, research incentives, etc.); there are, also, restricted tax deductions, such as in the case of financial transactions tax,

		Third (	Quar	rter		Accumulated to September					
	2015			2014		2015			2014		
	Value	%		Value	%		Value	%		Value	%
Accounting profit	\$ 148,508		\$	123,989		\$	468,510		\$	449,352	
Tax expenses at applicable tax rates	\$ 51,734	34.84%	\$	25,055	20.21%	\$	165,431	35.31%	\$	144,691	32.20%
Untaxed income	-7,933	-5.34%		-14,552	-11.74%		-32,699	-6.98%		-27,436	-6.11%
Non deductible expenses	23,844	16.06%		33,177	26.76%		52,069	11.11%		45,742	10.18%
Taxable income	604	0.41%		6,612	5.33%		2,111	0.45%		8,255	1.84%
Tax deductions	-19,909	-13.41%		-16,939	-13.66%		-52,651	-11.24%		-66,374	-14.77%
Other tax effects	2,937	1.98%		12,842	10.36%		2,063	0.44%		5,566	1.24%
Total tax expenses	\$ 51,277	34.53%	\$	46,195	37.26%	\$	136,324	29.10%	\$	110,444	24.58%

Table 22

The expenses due to applicable tax rate, is calculated using the weighted average tax rates applicable in each country where Grupo Nutresa operates.

The untaxed income relates mainly to the impact of dividend income from investments portfolio; tax deductions, related to the tax amortization of goodwill, and deduction in productive fixed assets,

# 9.5 Excess presumptive income tax and tax losses

At September 30, 2015, the tax losses of the subsidiary companies in Colombia amounted to \$331,779 COP. According to Colombian tax rules, tax losses generated from 2003 and until 2006 can be offset, adjusted for tax, with the net ordinary income of the following eight years, not to exceed 25% of the value of the loss, and without detriment to presumptive income for the year. Losses arising from the 2007 tax year are be compensated, adjusted for tax, without a percentage limitation, at any time, with ordinary net income subject to presumptive income for the year. The Companies losses are not transferable

to associates. Non-constituted tax losses from rental income or windfall profit, expenses, and deductions that have no causal link to the generation of taxable income, in any case may be offset against the taxpayer's net income. Tax losses recognized in deferred asset taxes that correspond to Chile, do not expire

The excess presumptive income and ordinary income of subsidiary companies in Colombia, pending compensation, amounted to \$8.740 COP. According to current tax regulations, excess presumptive income and ordinary income can be offset with net ordinary income, within five years, and adjusted for tax purposes. Excess presumptive income that is recognized in deferred asset taxes, and corresponds to Mexico, does not expire.

2015 Third Quarter (July 1st to September 30th)



Expiration date	Tax losses	I	Excess presumptive income
Without expiration date	\$ 331,779	\$	5,728
2018	-		1,396
2014	 -		1,616
	\$ 331,779	\$	8,740

Table 23

#### 9.6 Wealth tax

According to the provisions of Article 6 of Law 1739 of 2014, which adds Article 297-2 of the tax statute, the accrual of wealth tax will take place on January 1st of the years 2015, 2016 and 2017 and will be charged to capital reserves without affecting net income in accordance with Article 10 of the same law. By 2015, they were recognized with a charge to reserves available to the highest corporate body \$24,680 COP for this item.

# **Note 10.** Financial obligations and expenses

## 10.1 Financial liabilities at amortized cost

According to the provisions of Article 6 of Law 1739 of 2014, which adds Article 297-2 of the tax statute, the accrual of wealth tax will take place on January 1<sup>st</sup> of the years 2015, 2016 and 2017 and will be charged to capital reserves without affecting net income in accordance with Article 10 of the same law. By 2015, they were recognized with a charge to reserves available to the highest corporate body \$24,680 COP for this item.

	Sep	tember 2015	De	cember 2014
Loans	\$	2,510,677	\$	1,625,341
Bonds		515,696		496,293
Leasing		20,114		2,114
Gross debt		3,046,487		2,123,748
Interest and others		23,971		19,049
Total	\$	3,070,458	\$	2,142,797
Current		982,147		451,677
Non-current	\$	2,088,311	\$	1,691,120

Table 24

The financial obligations, primarily those loans taken by Colombian companies in U.S. Dollars, incorporates adjustments at amortized cost in the amount of -\$19,665, as a result of the measurement at fair value of hedges, at exchange rates, as described in Note 10.8.

## 10.2 Principal debt operations during the period

For the acquisition of Grupo El Corral, financial obligations in the amount of \$685,000 COP were assumed, under terms of between 1 and 3 years at an average interest rate of 5.15% with a fixed in DTF and IBR. The financial expense of this transaction generated a cost of \$22,722 COP at September 2015; a total expense of \$31,677 COP is estimated for 2015

## 10.3 Bonds

Nutresa generated issuance of two bonds:

 In July 2008, Compañía Nacional de Chocolates de Perú S.A. issued corporate bonds with Grupo Nutresa serving as guarantor. The issuance was executed in the amount of \$118,520,000 Peruvian Sols, with a maturity date of 10 years (2018), at a fixed interest 8.84% E.A., paid annually in arrears, with repayment at maturity. At the close of September 2015, expenses attributable to the interest in the amount of \$7,334 COP were recorded. The balance of this obligation at September 2015 is \$116,627 COP.

 In August 2009, an issue of corporate bonds took place in Colombia, through Fideicomiso Grupo Nutresa, which is managed by Alianza Fiduciaria. As of June 2015, this issuance has balance of \$405,828 COP, and has the following parameters:

Maturity	Interest Rate	September 2015	December 2014
2016	IPC + 4,96%	133,250	133,062
2019	IPC + 5,33%	136,956	136,764
2021	IPC + 5,75%	135,622	135,431
	Total	405,828	405,257

Table 25

At September de 2015, the issuance of these Colombia bonds has generated an interest expense on the bonds of \$28,013 COP.

# 10.4 Maturity

September 2015	December 2014
\$ 982,147	451,677
1,374,145	797,681
690,195	874,390
\$ 3,046,487	2,123,748
\$	2015 \$ 982,147 1,374,145 690,195

Table 26

# 10.5 Balance by currency (Millions)

	S	ept	ember 2015		Dec	ember 2014
Current	Original		COP	Original		COP
Current	currency			currency		
COP	2,508,010	\$	2,508,010	1,658,388	\$	1,658,388
CLP	64,984		287,899	68,701		270,893
USD	35		109,431	30		71,640
PEN	119		114,237	119		94,834
MXN	113		20,730	157		25,475
VEF	393		6,180	25		1,196
ARS				5		1,322
Total		\$	3,046,487		\$	2,123,748

Table 27

# 10.6 Interest rates

Changes in interest rates may affect the interest expense for financial liabilities that are tied to a variable interest rate. For the Company, the interest rate risk is primarily attributable to operational debt; which includes debt securities, the issuance of bank loans, and leases. These are susceptible to changes in base rates, (CPI - IBR- DTF - TAB [Chile] - LIBOR - TIIE [Mexico]), that are used to determine the applicable rate on bonds and loans.

The following table shows the structure of the financial risk due to rates:

2015 Third Quarter (July 1st to September 30th)



Rate	September 2015	December 2014
Variable interest rate debt	2,598,890	2,008,130
Fixed interest rate debt	447,597	115,618
Total	3,046,487	2,123,748
Average rate	6,70%	6,79%
	-,	-, -

Table 28

# 10.7 Financial expenses

A breakdown of financial expenses for the Third Quarter and accumulated to September of 2015 and 2014, are as follows:

	Third Q	uarter	Accumulated to September		
	2015	2014	2015	2014	
Interest on loans and overdrafts	38,613	25,118	106,888	66,872	
Bond interests	12,295	10,802	35,347	32,326	
Interest on financial leases	186	175	533	590	
Other interest	2,512	1,912	8,288	5,738	
Total interest expenses	53,606	38,007	151,056	105,526	
Other financial expenses	7,207	5,692	20,028	16,416	
Total Financial Expenses	60,813	43,699	171,084	121,942	

Table 29

The increase in interest expense from period to period, is primarily due to the interest generated, thus far in 2015, by the financing of the acquisition of Grupo El Corral and the increase in benchmark rates (CPI, IBR, DTF, among others).

## 10.8 Derivative financial instruments and hedging

Grupo Nutresa, at certain times, resorts to borrowing in dollars in order to secure more competitive interest rates in the market, and uses derivatives to mitigate the risk of the exchange rate in these operations. These derivatives are designated as accounting hedges, which implies that the fair value measurement of the derivative instrument is recognized as an adjustment to the amortized cost of the designated hedged financial obligation. The debt in USD with coverage at September 30, 2015 amounted to USD \$40,000,000. At September 30, 2014, there were no financial obligations in USD from Colombian companies, subject to financial hedges.

In addition, Grupo Nutresa uses financial derivatives to manage and cover the cash flow positions against the US dollar, in the different geographies where it operates; these derivatives are not designated as hedge accounting, are measured at fair value, and are included in the statement of financial position under the category of "Other current assets" and "Other current liabilities", respectively.

The following details the derivatives at September 30, 2015:

	Septer	nber 2015	December 2014		
	Assets	Liabilities	Assets	Liabilities	
Hedges					
Fair value of exchange rates on financial obligations	-	19,665	-	-	
Non-designated derivatives					
Forwards and options on currencies	18,149	(15,698)	7,310	(8,540)	
Forwards and options on commodities	673	(1,085)	1,032	(1,870)	
Total non-designated derivatives	18,822	(16,783)	8,342	(10,410)	
				Table 30	

All financial derivatives are measured at fair value on a monthly basis in accordance with the valuation methodology of Black Scholes. These items are classified as Level 2 on the fair value hierarchy.

# **Note 11.** Expenditures by nature

Below is a detailed breakdown of expenditures by nature, for the reporting period:

	Third Quarter			Accumulated to September			
	2015		2014		2015		2014
Inventory consumption and other expenses	\$ 909,447	\$	691,826	\$	1,974,124	\$	1,868,581
Employee benefits	342,459		268,888		957,381		801,761
Other services	252,331		204,640		668,674		548,935
Leases	61,066		37,548		159,118		103,600
Transport services	79,046		69,655		177,306		157,891
Depreciation and amortization	54,882		39,559		151,433		119,809
Advertising material	51,601		46,251		144,211		125,504
Fees	24,242		18,430		48,174		35,910
Taxes other than income tax	16,522		11,537		61,597		51,506
Insurance	7,504		4,908		20,259		18,130
Impairment of assets	 3,752		2,260		8,235		5,535
Other expenses	 91,064		68,913		728,782		317,884
	\$ 1,893,916	\$	1,464,415	\$	5,099,294	\$	4,155,046

Table 31



# **Note 12.** Exchange rate variation impact

## 12.1 Main currencies and Exchange rates

Herewith, is an analysis of the closing exchange rates of foreign currencies corresponding to the functional currency of Grupo Nutresa's subsidiaries that have a significant impact on the consolidated financial statements, expressed in Colombian Pesos (COP).

		September 2015	December 2014	September 2014	December 2013
Balboas	PAB	3,121.94	2,392.46	2,028.48	1,926.83
Colones	CRC	5.77	4.38	3.72	3.79
Cordobas	NIO	113.17	89.96	76.9	76.06
Sol	PEN	963.85	800.16	700.68	689.14
U.S. Dollar	USD	3,121.94	2,392.46	2,028.48	1,926.83
Mexican Pesos	MXN	182.81	162.38	150.38	147.48
Quetzales	GTQ	406.73	314.94	264.43	245.73
Bolivares	VEF	15.7	47.85	40.58	305.85
Dominican Peso	DOP	68.91	53.93	46.27	45.03
Chilean Peso	CLP	4.43	3.95	3.37	3.67
Argentine Peso	ARS	331.6	279.75	239.77	295.62

# 12.2 Impact of Exchange rates on the translation of financial statements of business abroad

The impact of exchange rates on the translation of assets, liabilities, and results of companies abroad is recognized in other comprehensive income, as follows:

Table 33

	Third Quarter		January-S	eptember
2015	2015	2014	2015	2014
Chile	127,925	-14,122	177,498	-91,008
Costa Rica	93,625	29,647	136,849	-7,624
U.S. A.	20,817	-1,732	27,607	-3,341
Mexico	16,438	-211	19,039	-2,413
Peru	52,939	1,953	58,103	-4,078
Venezuela	9,152	3,422	-63,296	-240,987
Panama	170,263	169	227,215	357
Others	10.591	21.800	14.312	19,085
Total	501,750	40,926	597,327	-330,009

# 12.3 Differences in exchange rates for foreign currency transactions

The table below represents a breakdown of the differences in exchange, for assets and operating liabilities, recognized in profit and loss, as part of the operating utility:

	Third Quarter		Accumulated to September					
	2015	2014	2015	2014				
Realized exchange differences								
Clients	10,543	3,171	17,316	3,555				
Suppliers	(13,817)	(1,391)	(22,581)	(328)				
	(3,274)	1,780	(5,265)	3,227				
Realized exchang	e differences	5						
Clients	1,553	3,310	(1,345)	(2,643)				
Suppliers	(3,879)	(3,069)	8,883	(2,412)				
	(2,326)	241	7,538	(5,055)				
Operating								
exchange	(5,600)	2,021	2,273	(1,828)				
differences								
Table 2								

Table 34

The impact is mainly due to the general fall in the exchange rates of local currencies, against the U.S. Dollar, which affects accounts payable to suppliers, due to the high level of imports of raw materials into the Grupo Nutresa Companies.

# **Note 13.** Discontinued operations

2015: Under the project of Tresmontes Lucchetti for a manufacturing plant in Jalisco-Mexico, the instant iced beverages production lines was transferred from the Tresmontes S.A. in Chile, to the new complex Tresmontes Lucchetti Mexico. This transfer resulted in costs attributable to severance for personnel, production, logistics, exportation, and administration associated with these production lines and provisions for northern markets.

All expenses incurred in the restructuring in Tresmontes S.A. were recognized in the consolidated financial statements, as part of discontinued operations, in the second quarter of 2015.

This restructuring of the production is intended to diversify risk, production efficiency, and afford provisions in a timely manner, to fulfill the needs of the North American and Caribbean markets.

2014: The respective Board of Directors of TMLUC Argentina S.A. and TMLUC Perú S.A., after a detailed and thorough analysis of the performance of the business and future prospects, as well as, alternative scenarios for the course of the operations, decided to end both manufacturing and commercial operations in Argentina and Peru. The closure of operations in Argentina was carried out between March and June of 2014, while in Peru, it was conducted between April and December of the same year; this closure generated layoff of personnel, collection and payment of assets and liabilities of the company, sale of fixed assets, and payment of liabilities. To date, administration of balances of current assets, are in process, as well as, the management of the company with no manufacturing and commercial activity.

2015 Third Quarter (July 1st to September 30th)



_	Third Quarter		Accumulated to September		
	2015 2014		2015	2014	
Income	(185)	149	355	3,063	
Costs	-	(1,144)	-	(2,353)	
Expenses	(223)	(1,013)	(4,965)	(10,010)	
Operational losses	(408)	(2,008)	(4,610)	(9,300)	
Financial Income	10	(12)	21	(19)	
Financial expenses	(47)	(365)	(171)	(998)	
Losses before taxes	(445)	(2,385)	(4,760)	(10,317)	
Income tax	-	(19)	-	(365)	
Net loss after taxes	(445)	(2,404)	(4,760)	(10,682)	

Table 35

# Note 14. Declared dividends

The Shareholders of the Parent, at its regular meeting, on March 27, 2015, declared a regular dividend of \$38.5 COP per share per month, (\$462 COP annually per share) for 460,123,458 outstanding shares in circulation during the months from April 2015 to March 2016, inclusive, for a total of \$212,577 COP (2014: \$198,773 COP).

During the course of 2015, dividends in the amount of 157,622 have been paid (2014 - 144,547).

# **Note 15.** Events after the reporting period

These interim condensed consolidated financial statements were authorized for issue by the Board of Grupo Nutresa on November 27, 2015. No significant events occurred after the closing, thereof, or until the date of its approval, that may significantly affect the financial position of Grupo Nutresa reflected in the financial statements ended September 30, 2015.