

# GRUPO NUTRESA S. A. (BVC:NUTRESA)

## Third quarter 2014 results

### October 31st, 2014



# Highlights 3Q 2014

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## Outstanding growth in colombian sales

Quarterly growth is the highest for the group in more than 5 years

## DSJI:

For the fourth time, Grupo Nutresa was recognized as a leader company in the *Dow Jones Sustainability World Index -DJSI-* ratifying its leadership in sustainability in the food industry.

## MERCO Empresas:

Grupo Nutresa is the third most reputed company in Coombia

# Accumulated sales - Colombia and International

## Sales per business unit

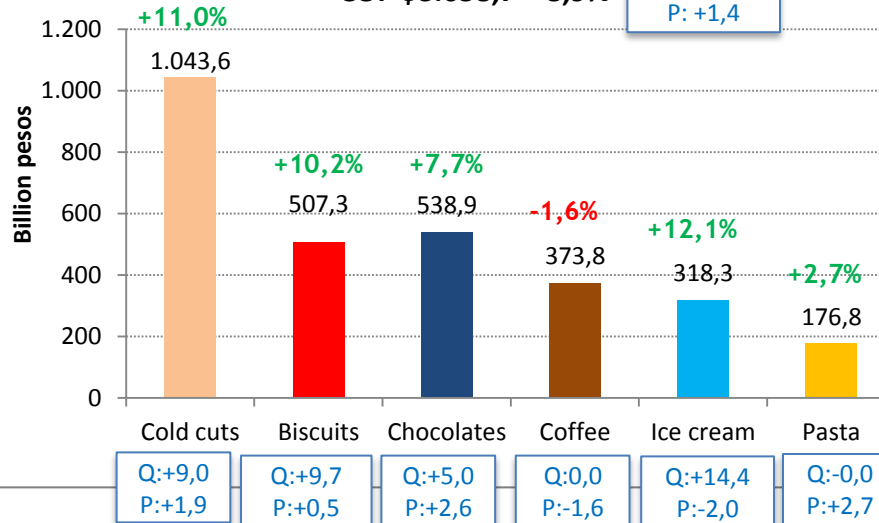
3Q 2014

Percentage variation in volume (Q) and prices (P)

### Colombia sales

COP \$3.058,7 +8,9%

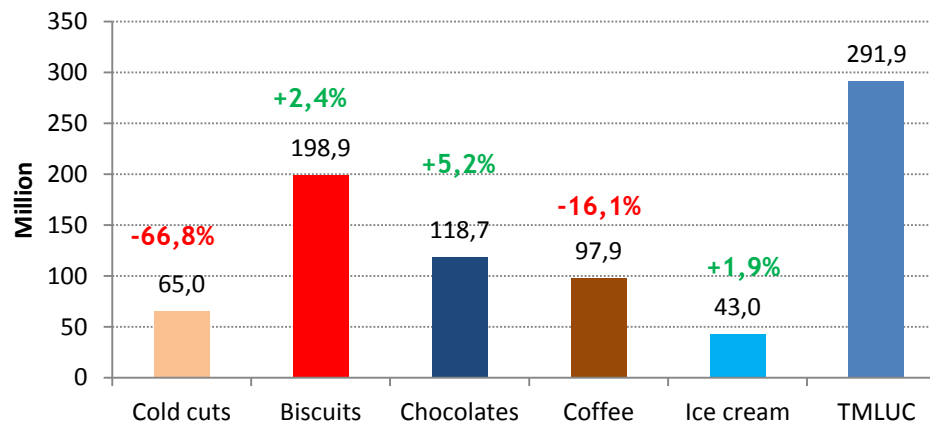
Q: +7,3  
P: +1,4



% chg. YoY  
Billion pesos

### International sales

US\$815,6 +18,0%



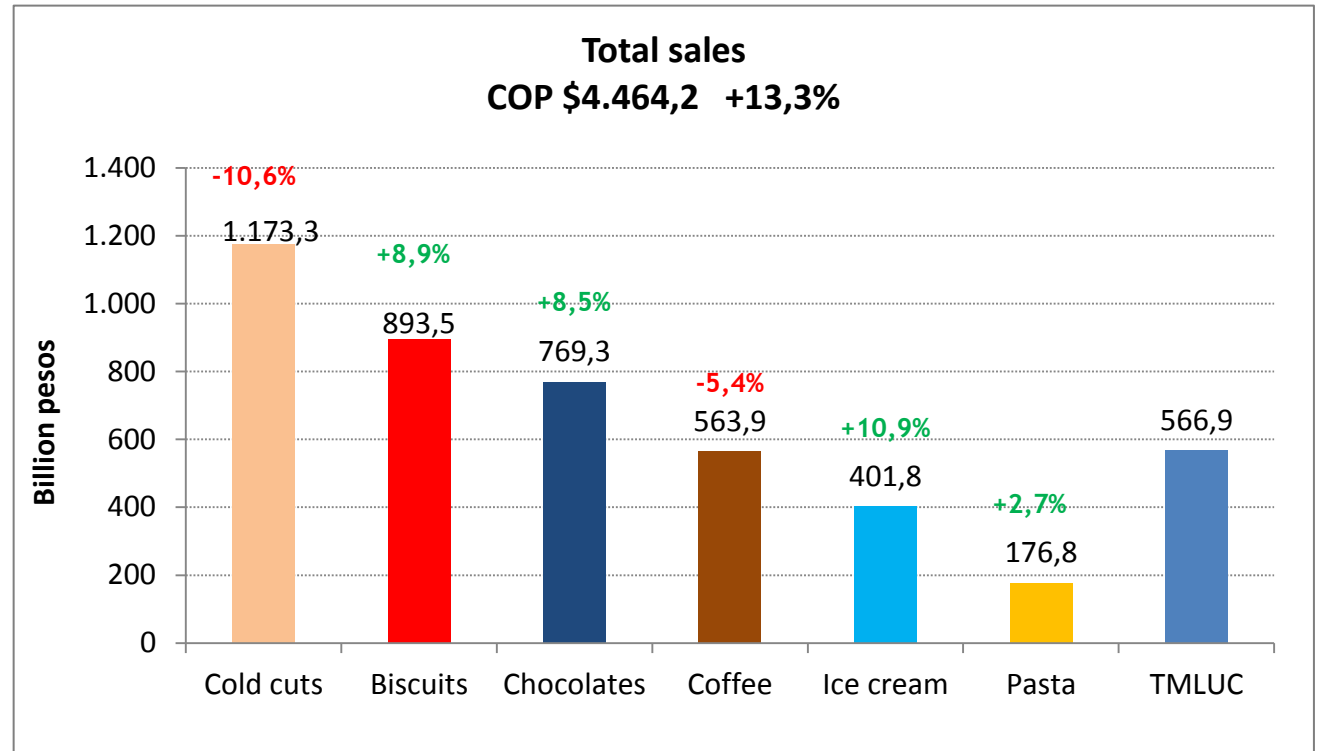
% chg. YoY  
Million dollars

International sales organic growth  
Ex-Venezuela: -1.7%

# Accumulated sales - Total

## Sales per business unit

3Q 2014



Sales organic growth  
Ex-Venezuela: +7.4%

% chg. YoY  
Billion pesos



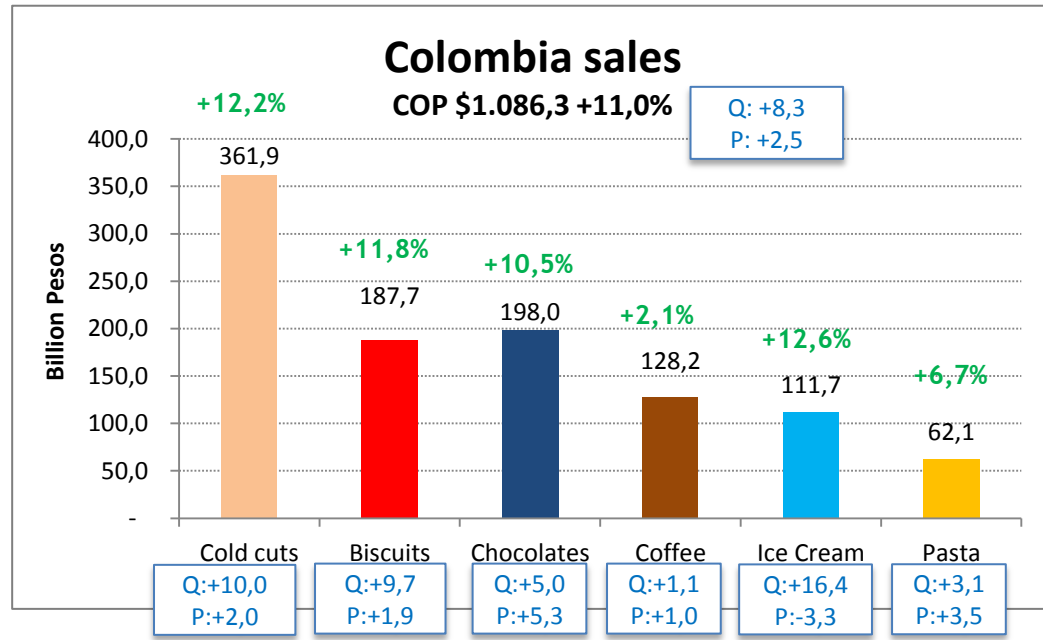
# 3Q sales - Colombia and International

## Sales per business unit

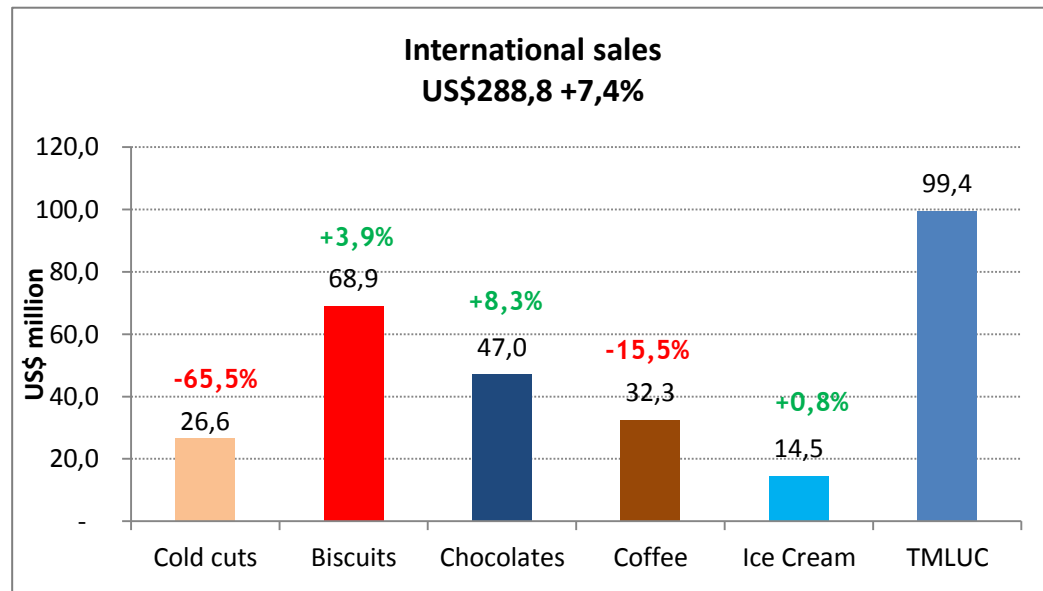
3Q 2014

Percentage variation in volume (Q) and prices (P)

International sales organic growth  
Ex - Venezuela -0,3%



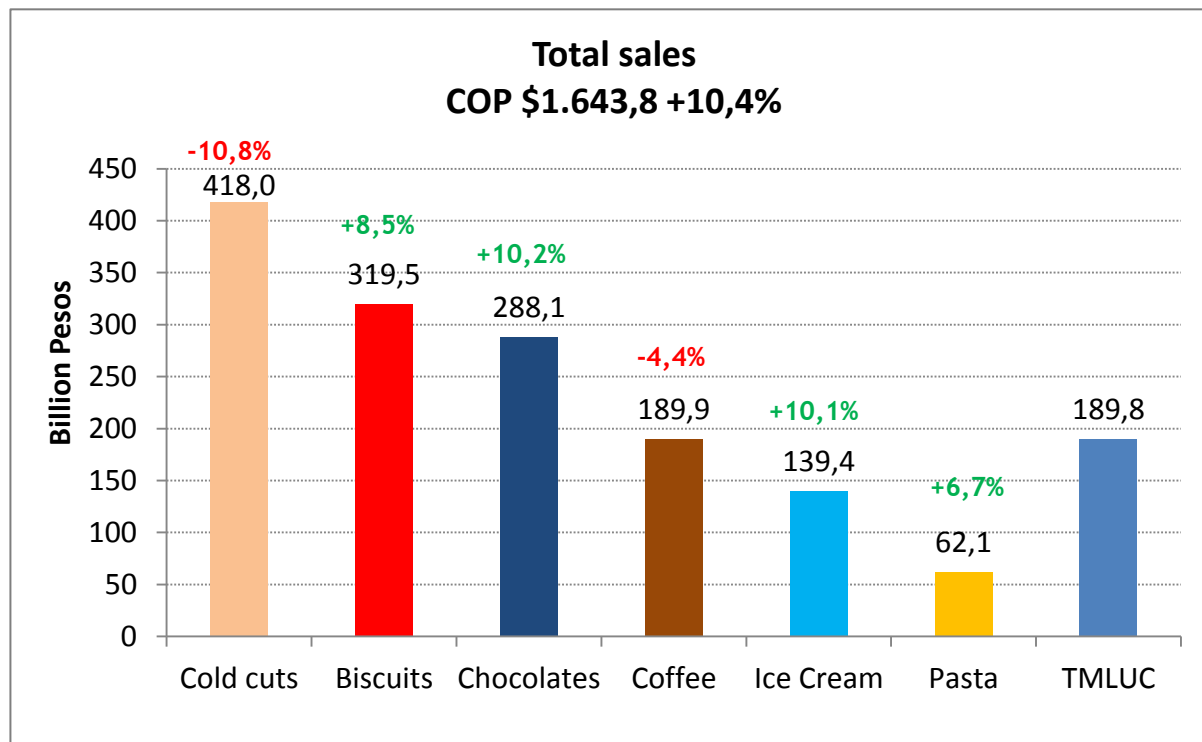
% chg. YoY  
Billion pesos



% chg. YoY  
Million dollars

## Sales per business unit

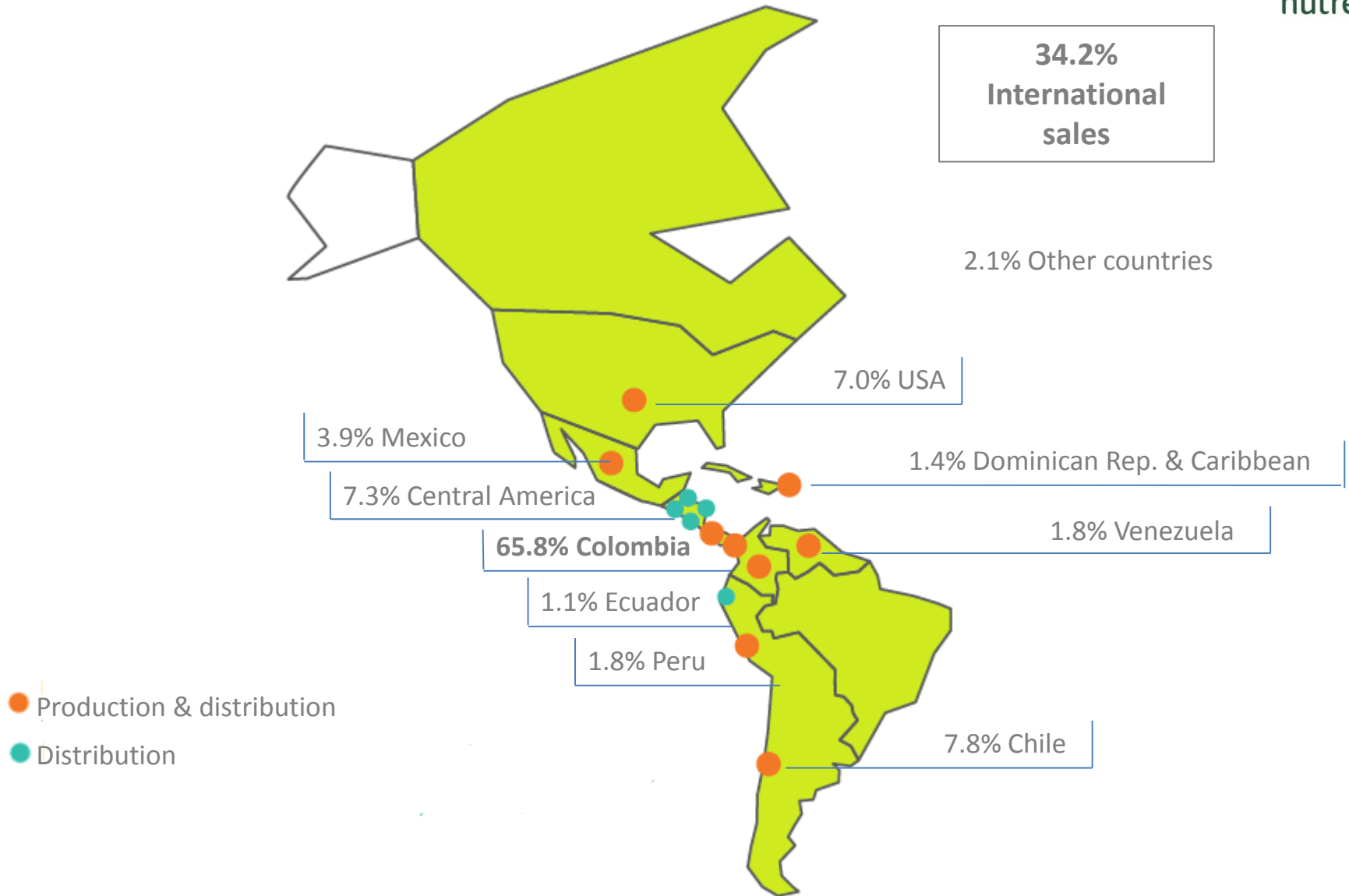
3Q 2014



Sales organic growth  
Ex-Venezuela +8,2%



















% chg. YoY  
Billion pesos

# Sales by region – 3Q 14



# Market share Colombia + TMLUC

## Market share Colombia: 60.5% (+0,6%)

Cold cuts	Biscuits	Chocolates	Coffee	Ice cream	Pasta	TMLUC
						
<b>73,2%</b> +0,5%      #2 Private labels 6,9% #3 Friko 0,7%	<b>55,1%</b> +1,0%      #2 Nestlé 12,1% #3 Mondelez 10,6%	Chocolate confectionary 66,8% (A)  +0,5%  Hot chocolate 63,2% (B)  +0,7%  Milk modifiers 25,3% (C) -2,8%    Nuts 48,4% +0,6% (D)  (A) #2 Colombina 7,6% (B) #2 Casa Lúker 25,2% (C) #1 Nestlé 68,8% (D) Frito Lay 26,1%	Roast and ground coffee (A) <b>55,9%</b> -0,2%    Soluble coffee (B) <b>41,7%</b> +0.2%    (A) #2 Águila Roja 23,4% (B) #1 Nestlé 44,4%	ICE CREAM ND    #2 La Muñeca 30,1%	<b>51,9%</b> +1,1%    #2 La Muñeca 30,1%	<b>Chile</b> ICB* 63,4% (A)  Pasta 29.1% (B)  Coffee 16.5% (C)  <b>Mexico</b> ICB * 31.0% (D)  (A) #2 Carozzi 35,3% (B) #1 Carozzi 45,0% (C) #1 Nestlé 71,4% (D) #1 Mondelez 51.2%

\*ICB= Instant Cold Beverages

Source: Nielsen twelve month as of september 2014.

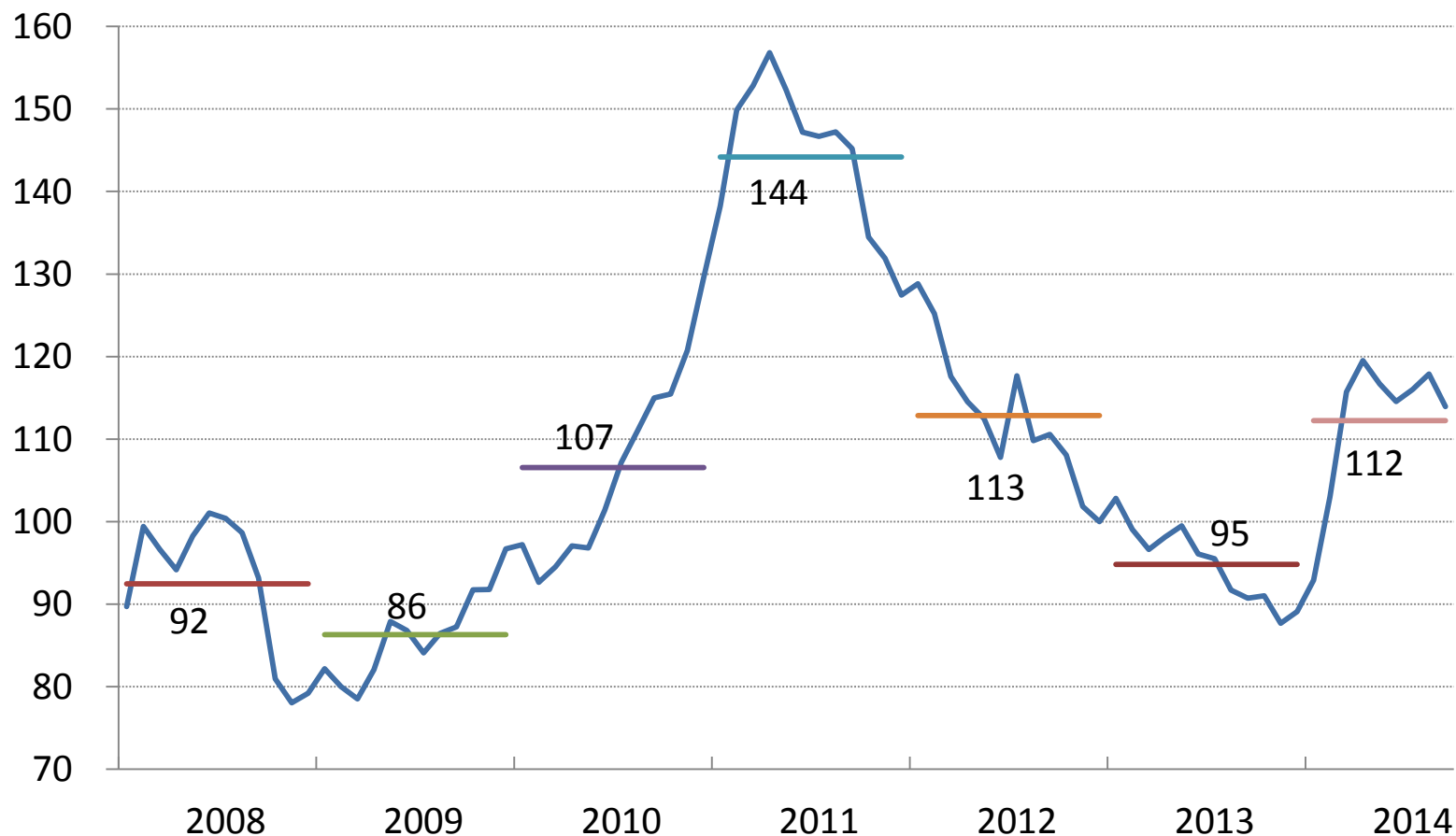
(% share as in value and change vs. same period last year)



# Commodities index (GNCI)

Base 100, December 2012

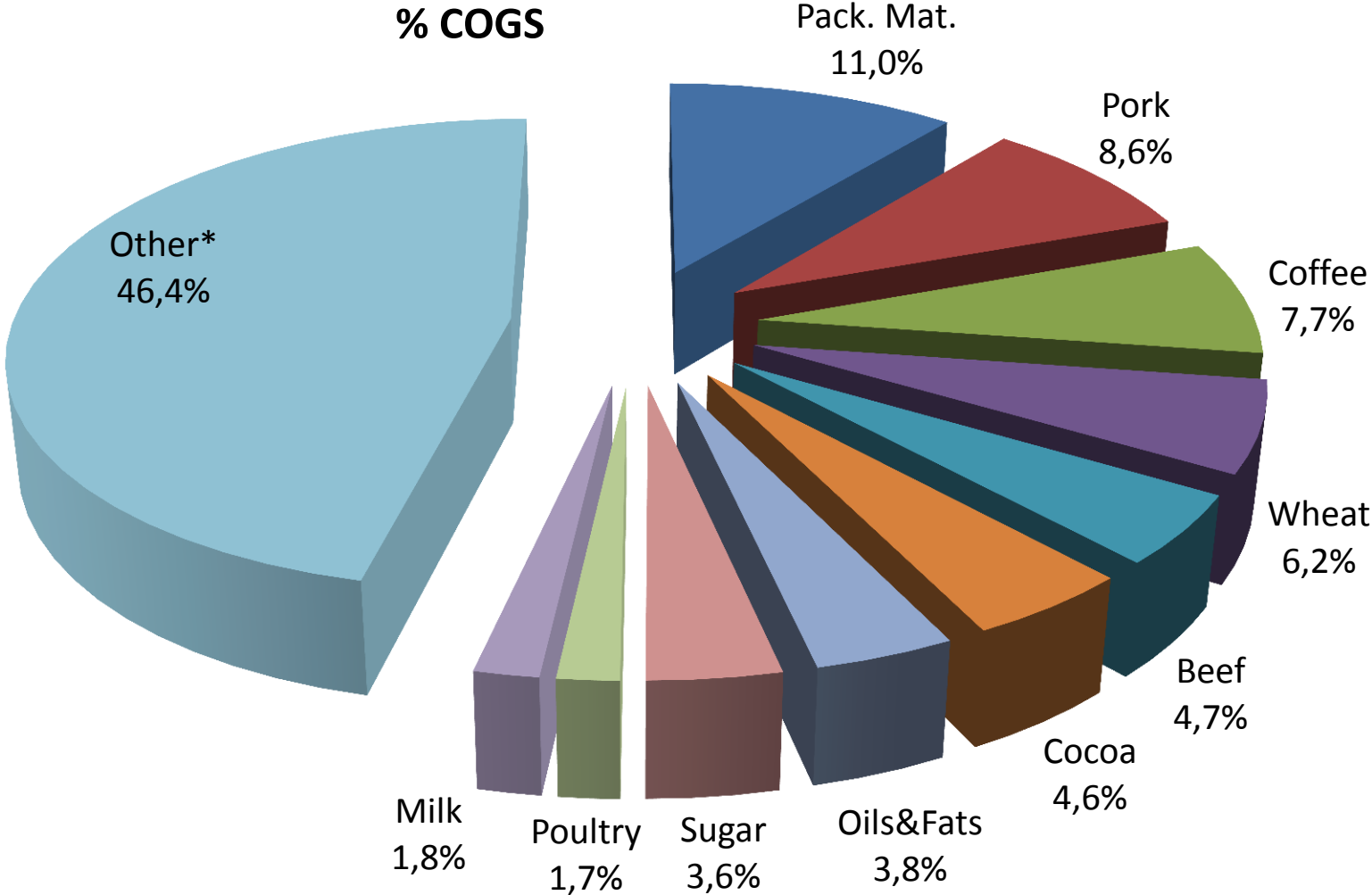
## GNCI – September 2014



The technical specifications of the GNCI may be obtained at:

[www.gruponutresa.com/webfm\\_send/398](http://www.gruponutresa.com/webfm_send/398)

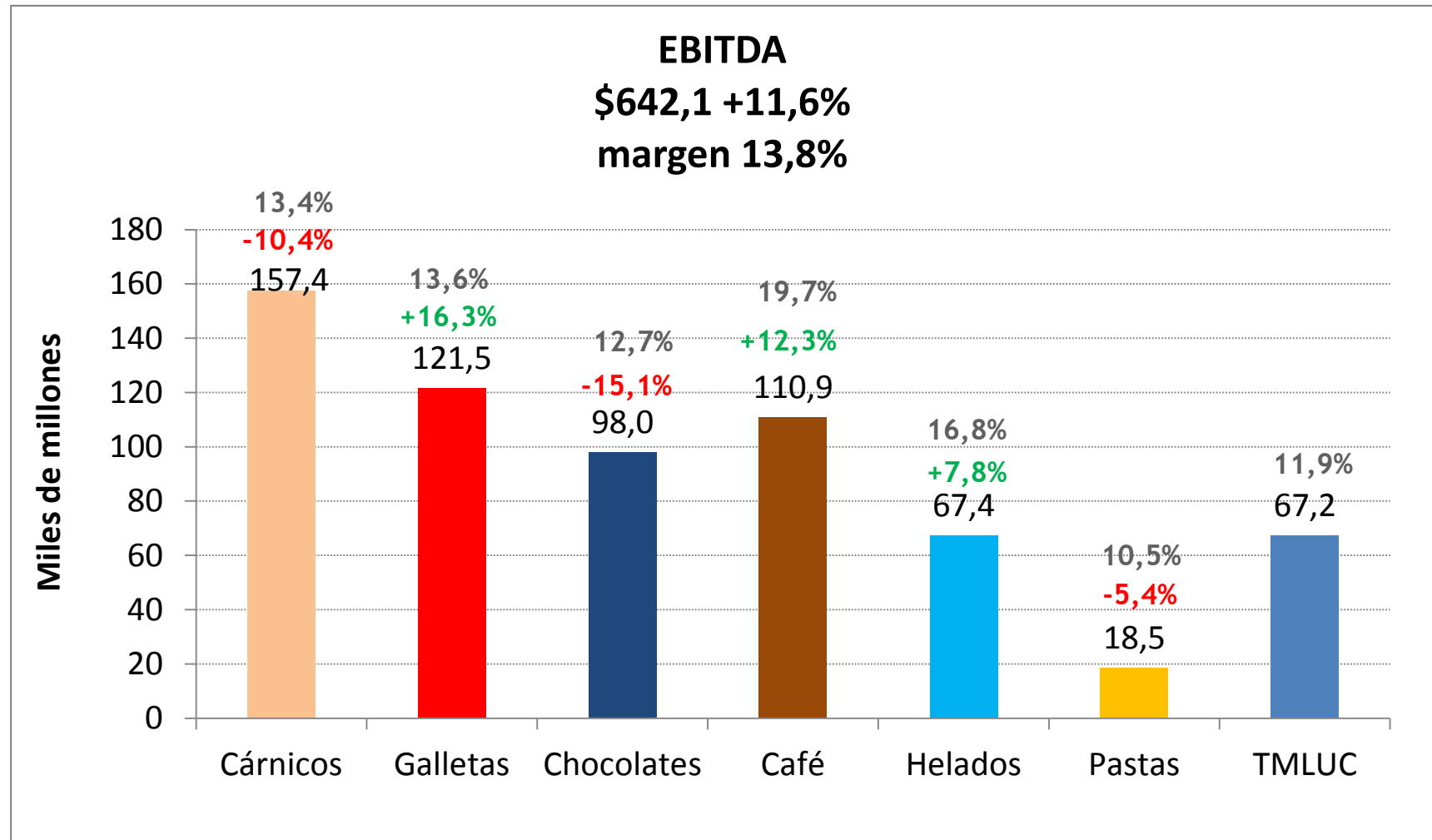
# Raw material diversification



**Pro forma information of the raw material costs including TMLUC.**

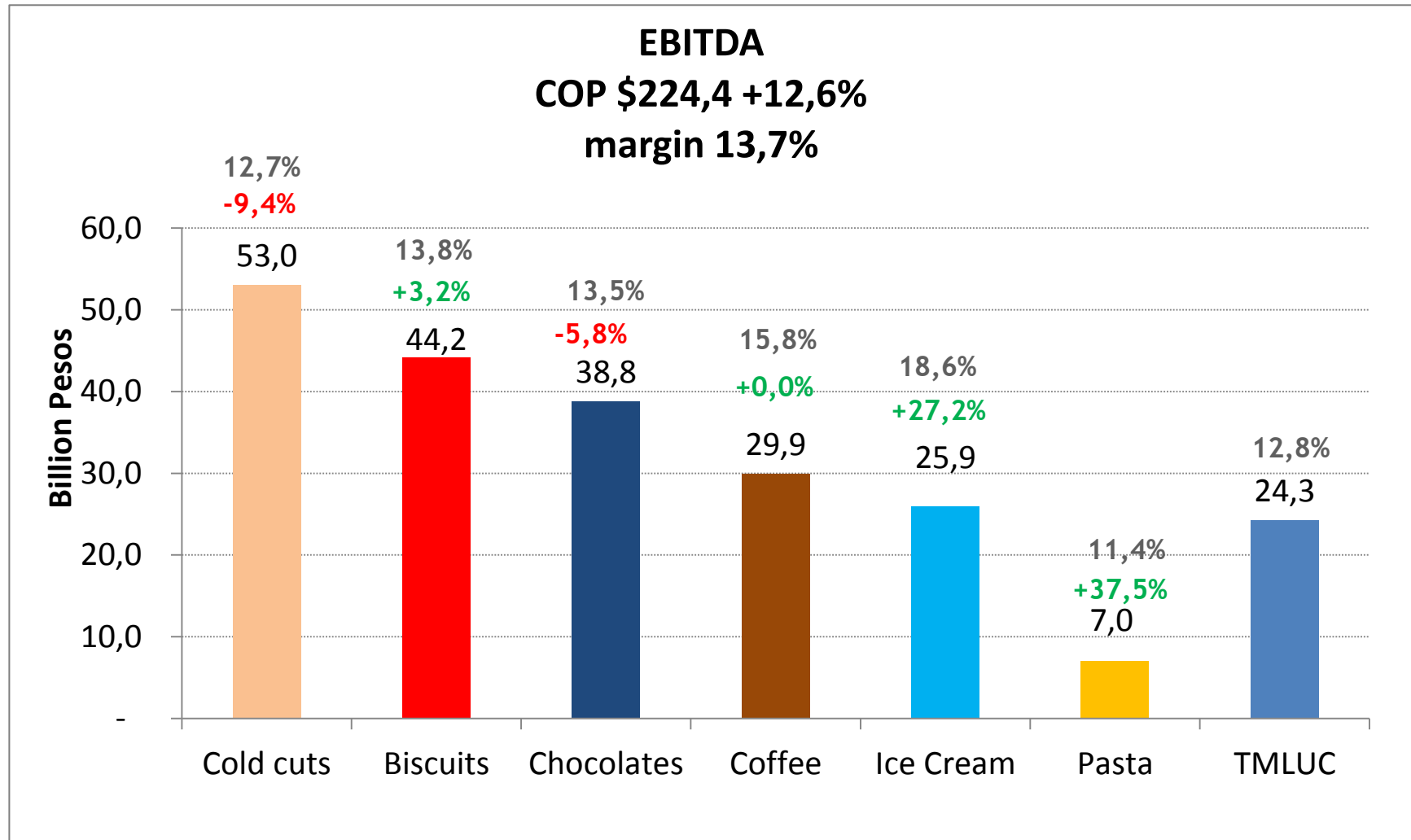
\* Includes direct labor costs, indirect costs and minor raw materials

# EBITDA by business unit – September 2014



EBITDA margin  
% chg.  
Billion pesos

# EBITDA by business unit – 3Q 2014



EBITDA margin  
% chg.  
Billion pesos

# Consolidated income statement – September 2014



<i>Figures in COP\$ MM</i>	sep-14	%	sep-13	%	% var.
<b>Total operating revenues</b>	<b>4,646,154</b>	<b>100.0%</b>	<b>4,101,472</b>	<b>100.0%</b>	<b>13.3%</b>
Cost of goods sold	-2,563,460	-55.2%	-2,257,250	-55.0%	13.6%
<b>Gross income</b>	<b>2,082,694</b>	<b>44.8%</b>	<b>1,844,222</b>	<b>45.0%</b>	<b>12.9%</b>
Administrative expenses	-297,884	-6.4%	-242,240	-5.9%	23.0%
Sales expenses	-1,224,985	-26.4%	-1,056,595	-25.8%	15.9%
Production expenses	-82,124	-1.8%	-93,517	-2.3%	-12.2%
<b>Total operating expenses</b>	<b>-1,604,993</b>	<b>-34.5%</b>	<b>-1,392,352</b>	<b>-33.9%</b>	<b>15.3%</b>
<b>Operating income</b>	<b>477,701</b>	<b>10.3%</b>	<b>451,870</b>	<b>11.0%</b>	<b>5.7%</b>
Financial revenues	10,909	0.2%	8,211	0.2%	32.9%
Financial expenses	-116,958	-2.5%	-61,386	-1.5%	90.5%
Foreign currency exposure	4,361	0.1%	12,836	0.3%	-66.0%
Other revenues (expenditures), net	-31,941	-0.7%	-25,620	-0.6%	24.7%
Dividends (non-food)	31,511	0.7%	29,867	0.7%	5.5%
Non-recurring capital gains	-	-	107	0.0%	N.C.
<b>Non-operating, net</b>	<b>-102,118</b>	<b>-2.2%</b>	<b>-35,985</b>	<b>-0.9%</b>	<b>183.8%</b>
<b>Income before tax</b>	<b>375,583</b>	<b>8.1%</b>	<b>415,885</b>	<b>10.1%</b>	<b>-9.7%</b>
Income tax	-113,479	-2.4%	-135,657	-3.3%	-16.3%
Minority interest	-1,919	0.0%	-73	0.0%	2528.8%
<b>Net Income</b>	<b>260,185</b>	<b>5.6%</b>	<b>280,155</b>	<b>6.8%</b>	<b>-7.1%</b>
<b>Consolidated EBITDA</b>	<b>642,085</b>	<b>13.8%</b>	<b>575,154</b>	<b>14.0%</b>	<b>11.6%</b>

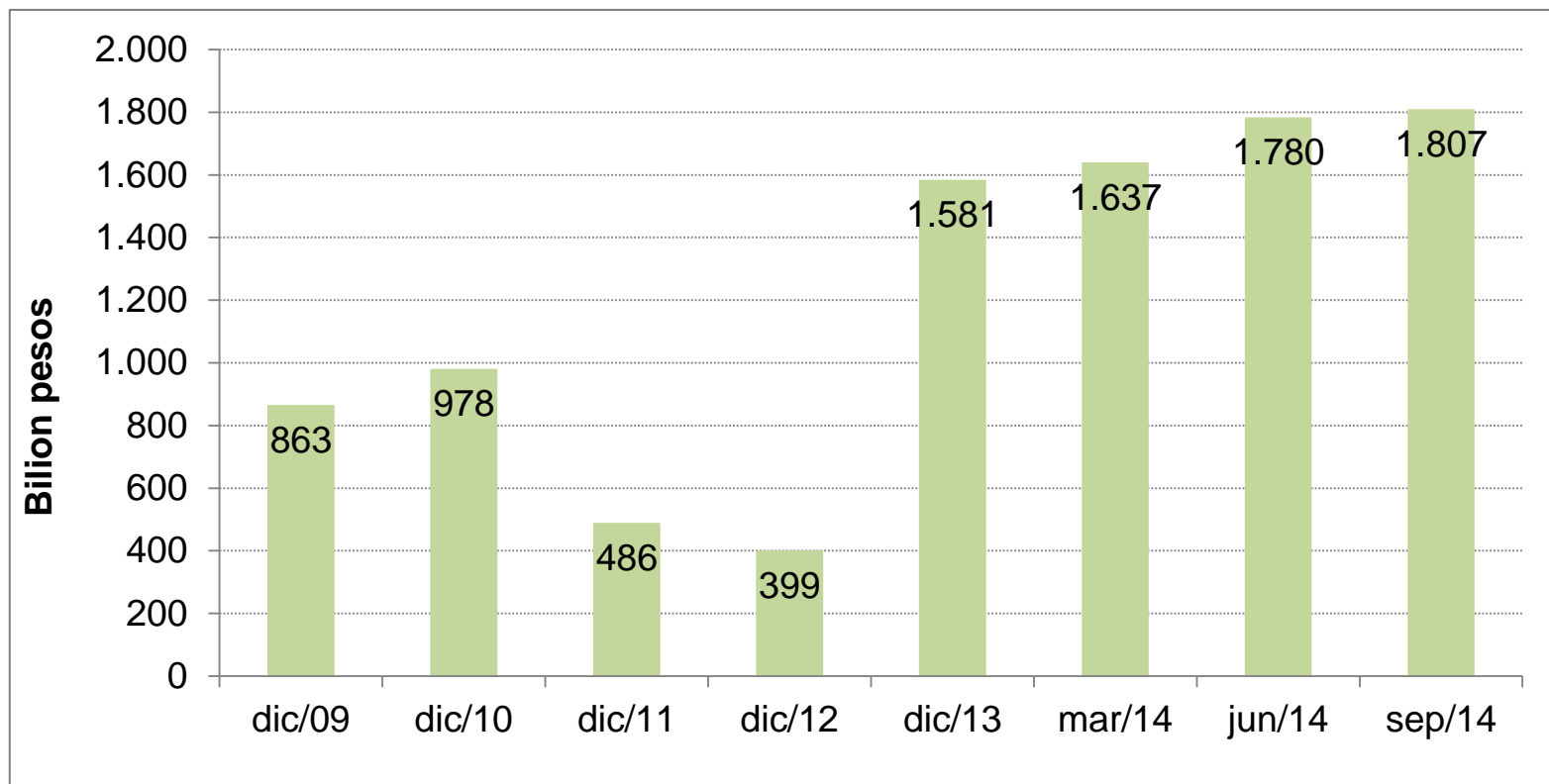


# Consolidated income statement – Q3 2014



<i>Figures in COP\$ MM</i>	<b>3Q14</b>	<b>%</b>	<b>3Q13</b>	<b>%</b>	<b>% chg.</b>
<b>Total operating revenues</b>	<b>1,643,763</b>	100.0%	<b>1,488,896</b>	100.0%	<b>10.4%</b>
Cost of goods sold	-915,716	-55.7%	-823,869	-55.3%	11.1%
<b>Gross income</b>	<b>728,047</b>	<b>44.3%</b>	<b>665,027</b>	<b>44.7%</b>	<b>9.5%</b>
Administrative expenses	-99,719	-6.1%	-103,428	-6.9%	-3.6%
Sales expenses	-427,694	-26.0%	-375,490	-25.2%	13.9%
Production expenses	-30,812	-1.9%	-32,082	-2.2%	-4.0%
<b>Total operating expenses</b>	<b>-558,225</b>	<b>-34.0%</b>	<b>-511,000</b>	<b>-34.3%</b>	<b>9.2%</b>
<b>Operating income</b>	<b>169,822</b>	<b>10.3%</b>	<b>154,027</b>	<b>10.3%</b>	<b>10.3%</b>
Financial revenues	834	0.1%	3,066	0.2%	-72.8%
Financial expenses	-39,692	-2.4%	-27,264	-1.8%	45.6%
Foreign currency exposure	-676	0.0%	10,554	0.7%	-106.4%
Other revenues (expenditures), net	-16,362	-1.0%	-2,563	-0.2%	538.4%
Dividends (non-food)	10,928	0.7%	11,140	0.7%	-1.9%
<b>Non-operating, net</b>	<b>-44,968</b>	<b>-2.7%</b>	<b>-5,067</b>	<b>-0.3%</b>	<b>787.5%</b>
<b>Income before tax</b>	<b>124,854</b>	<b>7.6%</b>	<b>148,960</b>	<b>10.0%</b>	<b>-16.2%</b>
Income tax	-32,829	-2.0%	-44,910	-3.0%	-26.9%
Minority interest	-267	0.0%	-299	0.0%	-10.7%
<b>Net Income</b>	<b>91,758</b>	<b>5.6%</b>	<b>103,751</b>	<b>7.0%</b>	<b>-11.6%</b>
<b>Consolidated EBITDA</b>	<b>224,400</b>	<b>13.7%</b>	<b>199,330</b>	<b>13.4%</b>	<b>12.6%</b>

# Consolidated net debt



Indicador	dec-09	dec-10	dec-11	dec-12	dec-13	mar-14	jun-14	sep-14
Net debt / EBITDA	1.57	1.82	0.86	0.59	1.90	1.88	2.04	2.01
EBITDA / Interest	6.86	8.60	8.85	12.74	10.38	8.62	7.11	6.64
Interest / Sales	1.75%	1.40%	1.27%	0.99%	1.36%	1.62%	1.96%	2.10%

Note: Sales, EBITDA and interest of the last 12 months

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For further information, please visit **Grupo Nutresa Valuation Kit (GNVK)**:

<http://www.gruponutresa.com/es/content/grupo-nutresa-valuation-kit-gnvk>

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# Annex – consolidated balance sheet

## September 2014



<i>Figures in COP\$ MM</i>	sep-14	sep-13	% var.
<b>ASSETS</b>			
Cash and temporary investments	206,875	345,435	-40.1%
Investments	382,341	357,305	7.0%
Receivables	939,344	931,013	0.9%
Inventories	830,981	751,151	10.6%
Property, plant and equipment	1,428,263	1,379,531	3.5%
Intangibles	1,879,364	2,118,695	-11.3%
Deferred assets	78,501	103,310	-24.0%
Other assets	24,188	14,047	72.2%
Appreciation	5,296,045	4,989,555	6.1%
<b>Total Assets</b>	<b>11,065,902</b>	<b>10,990,042</b>	<b>0.7%</b>
<b>LIABILITIES</b>			
Financial liabilities	2,013,963	2,021,108	-0.4%
Suppliers	219,468	206,620	6.2%
Accounts payable	333,371	358,785	-7.1%
Taxes, duties and tariffs	47,144	69,570	-32.2%
Labor liabilities	49,171	56,114	-12.4%
Estimated liabilities and provisions	296,239	384,377	-22.9%
Deferred liabilities	203,513	162,220	25.5%
Other liabilities	6,432	22,494	-71.4%
<b>Total Liabilities</b>	<b>3,169,301</b>	<b>3,281,288</b>	<b>-3.4%</b>
<b>Minority interest</b>	<b>19,558</b>	<b>20,353</b>	<b>-3.9%</b>
<b>EQUITY</b>	<b>7,877,043</b>	<b>7,688,401</b>	<b>2.5%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>11,065,902</b>	<b>10,990,042</b>	<b>0.7%</b>

# Exoneration of responsibility

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