



# Quarterly newsletter

2021 Second Quarter Results



## Grupo Nutresa's six months sales grew **8,5%** with an EBITDA margin of **13,0%**

In terms of profitability, Grupo Nutresa reports an EBITDA of COP 749.186 million, which represents a 0,4% growth over the same period in 2020, with a 13,0% margin on sales.

Net post-operative expenses, which amounted to COP 34.642 million, decreased 58,0% as a consequence of a significant reduction in financial expenses.

The consolidated net profit amounts to COP 366.709 million, which is 11,5% higher and represents 6,3% of the total sales.

In other relevant events, we are proud to report that Grupo Nutresa was ranked as the second company in terms of talent attraction and retention in Colombia, and the first in the food sector. The ranking was published by corporate reputation monitor MERCO Talento 2021. This honor acknowledges our determination to promote an organizational culture focused on caring for people, the development of our teams' skills and talents, and the comprehensive well-being of our employees and their families.

Finally, and in line with our commitment to the care of life and health of our employees, Grupo Nutresa was part of the cluster of Colombian companies that joined the National Business Association of Colombia vaccination program, Empresas por la Vacunación, which supports the National Vaccination Plan. With this initiative, the Organization seeks to immunize all of its direct employees and apprentices free of cost. As of July 30th, 65,9% of Grupo Nutresa's Colombian employees had already initiated the vaccination process.

### Separate Financial Statements

The Separate Financial Statements of Grupo Nutresa S. A. report COP 371.515 million in operating revenues, from which COP 303.769 million correspond to the profit obtained through the equity method of the investments in food companies and COP 67.746 million correspond to dividends from the investment portfolio. Furthermore, the net profit totaled COP 370.613 million.

**A**s of the closing of the first half of 2021, Grupo Nutresa's total consolidated sales amounted to COP 5,8 trillion, 8,5% higher than the sales reported for the same term of the previous year. Innovation-driven sales represent 16,9% of the total sales.

Grupo Nutresa's revenues in Colombia maintain a positive trend, amounting to COP 3,5 trillion, which represent 60,8% of the total sales, with an 11,2% growth rate in relation to the same period in 2020.

International sales, which totaled to USD 625 million, are 6,6% higher than those of past year's first half and represent 39,2% of the total sales. When stated in Colombian pesos, these sales are equivalent to COP 2,3 trillion, representing a 4,5% growth.

Consolidated gross profit stands at COP 2,4 trillion, growing 6,1% over the equivalent profit recorded in the same period of 2020. Gross margin decreases 1,0% compared to the previous year's first half mainly due to the increase in the cost of some raw materials associated with the global commodities supercycle.

Grupo Nutresa's operating profit amounts to COP 541.035 million, which is 0,8% higher than the one reported for the first half of 2020. These results consider a 7,7% increase in operating expenses, which include expenses associated with biosecurity and cleaning measures, an increase in non-recurring logistics expenses, and a higher investment in our brands at the points of sale.

As of the closing of the first

- half of 2021, Grupo Nutresa's **consolidated sales** amount to **COP 5,8 trillion, 8,5%** higher than the revenues for the first half of the previous year.

### Sales in Colombia

- totaled **COP 3,5 trillion**, increasing **11,2%**.

### International sales,

- which amounted to **USD 625 million**, are **6,6%** higher to those of past year's first half. In COP, this growth is equivalent to **4,5%**.

### Innovation-driven

- **sales** represent **16,9%** of Grupo Nutresa's total revenues.

### The consolidated

- **EBITDA** of the period amounts to **COP 749.186 million**, representing a **0,4%** growth over the same period in 2020, with a **13,0%** margin on sales.

### Net profit

- amounts to **COP 366.709 million**, an increase of **11,5%**.

Grupo Nutresa was ranked

- as the **second** company in terms of **talent attraction and retention in Colombia**, and the **first in the food sector**, according to corporate reputation monitor MERCO Talento 2021.

To find detailed information about some of the main changes that were introduced to the financial statements, please review the supplementary information on our website <https://gruponutresa.com/en/inversionistas/resultados-y-publicaciones/resultados-trimestrales/#2021-2>

pág. **2**  
News

pág. **6**  
Financial and  
stock information

pág. **8**  
Innovations

pág. **12**  
Sustainability



## Grupo Nutresa subscribed an agreement to **acquire Belina**, a **pet food** producer in Costa Rica

Last May, Grupo Nutresa subscribed an agreement to acquire 100% of the shares of Belina Nutrición Animal S.A., Belina Importaciones e Innovaciones Dos Mil S.A. and Industrial Belina Montes de Oro S.A. (Belina). The acquisition ended last July 7, and the final transaction value was USD 29 billion after the adjustments agreed in the purchase agreement.

Belina is a group of companies domiciled in Costa Rica, dedicated to the production, import and distribution of animal food. With a 15-year experience, in 2020 Belina sold USD 34 million in three business lines: pets, farm and aquaculture. The most relevant of these lines is the pet line, with around 70% of the sales through own and recognized trademarks in the Costa Rican market - Balance, Superkan and Gourmet mix - and the distribution of Nutrisource®.

Its production plant is located in the province of Puntarenas, in Costa Rica, while the distribution to the entire country is made from its own logistics center located in Alajuela. In total, Belina employs 225 people.

With this acquisition, Grupo Nutresa enters the pet food market, a category with significantly positive growth dynamics. This purchase will also help the company supplement its capabilities with those of Belina and strengthen its presence in Central America - a region where it has broadly recognized and appreciated brands, an excellent distribution operation and a talented and skillful team. According to Carlos Ignacio Gallego, president of Grupo Nutresa, *“Our intention with this acquisition is to gain significant knowledge about this segment and build new capabilities across our Organization”*.

## Fitch confirms its **“AAA(col)”** rating on Grupo Nutresa’s **ordinary bonds**

### FitchRatings

At the beginning of May, Fitch Ratings reaffirmed the “AAA(col)” rating of the ordinary bonds of the Grupo Nacional de Chocolates S.A. (Grupo Nutresa) Trust for COP 500 billion. Perspective is stable.

Key factors in this rating include the Company’s favorable operating performance, its cost and expense controls, its robust competitive position, its favorable geographic and product diversification, and its solid credit metrics.

The ‘AAA’ National Rating indicates the highest rating in the scale of each country. This rating is assigned to issuers or obligations with the lowest expectation of default risk in relation to all other issuers or obligations in the geography. The perspective indicates towards what direction a rating could lean in a period of one to two years.



## In the seventh edition of the **Exemplary Supplier** recognition event, Grupo Nutresa highlighted the work of **19 companies**

On June 1, Grupo Nutresa highlighted a total of 19 suppliers from Colombia and abroad for their commitment to the strategic objectives of the organization, the development of society and the economic, social and environmental progress of their geographies, within the framework of the seventh version of the recognition event of its “Exemplary Supplier” program.

This year, the program included seven countries: Colombia, Chile, Costa Rica, Peru, Mexico, Dominican Republic and Panama (guest country). 323 suppliers participated in the evaluation process - 47% were small and medium-sized com-

panies. The companies were evaluated by multidisciplinary committees and expert allies, who analyzed different variables related to their performance and management in terms of innovation, productivity, level of logistics service, and environmental and social sustainability.

In addition to the awards by category, special recognitions were given in the Social and Environmental Sustainability and Innovation criteria. Likewise, the two Exemplary Grupo Nutresa Suppliers, both SMEs and Large Companies, were distinguished as the most important recognitions of the awarding ceremony.

For event details and the complete list of winners, scan the QR code.





## Grupo Nutresa joined the "Companies for Vaccination" program in Colombia

In line with its commitment to the care of life and health, Grupo Nutresa was part of the group of Colombian companies that acquired 2.500.000 vaccines against covid-19 to immunize 1.250.000 workers, at no cost, and to actively support the National Vaccination Plan.

The company purchased a sufficient number of vaccines to immunize all its direct employees and apprentices who had not received their first dose at the beginning of the program. In Nutresa, the first vaccine was applied last July 9 in Barranquilla. As of July 30th, 65,9% of Grupo Nutresa's Colombian employees had already initiated the vaccination process.

Carlos Ignacio Gallego expressed his satisfaction with the progress of the program:

“ We keep committed to protecting jobs, ensuring the availability of food in society, and caring for the most vulnerable. The vaccination of our collaborators is very rewarding for us and is a sign that we can build a better Future Together. ”

## Grupo Nutresa, second best Company to attract and retain talent in Colombia, according to the MERCO Talent 2021 monitor

Once again, Grupo Nutresa was selected as the second best company to attract and retain talent in Colombia according to the MERCO Talent 2021 monitor and ranked first in the food sector.

This year, the study was developed from nearly 69.000 surveys completed by the same number of people within nine sources of information: general population, HR managers, experts and headhunters, unions, own employees, workers from the 100 MERCO companies, university students, business school students and a HR management self-assessment.

The measures that have led the Organization to maintain these positions are framed, among others, in labor flexibility, personal and professional growth, support for families, the generation of equal opportunities, the promotion of healthy habits and the strengthening of leadership styles. The above, in addition to the development of talent in a culture of diversity and inclusion, based on collaboration, integrity, recognition and respect for the human being.



## Grupo Nutresa is the fourth firm with the best Private Social Investment Index in Colombia

Grupo Nutresa, for the first time, was included among the top five of the list of companies with the best Private Social Investment Index in Colombia (IISP) - published by Jaime Arteaga & Asociados, with the support of USAID- ranking fourth in the list.

The results of the fifth edition of the IISP 2021, which reflect the performance of 138 of the largest companies in Colombia in ten productive sectors during 2020, evidence Grupo Nutresa's social commitment, particularly in a year affected by the COVID-19 pandemic. In addition to producing a standard that allows companies to be recognized with the best private social investment practices in the country, the objective of the IISP is to measure the effort of the private sector to improve the living conditions of specific communities and/or population groups. starting from a voluntary decision of social responsibility.



## The Coffee Business increases its soluble coffee production capacity

With the construction of a new 2.000 m2 building, the Colcafé Medellín plant will increase its soluble coffee production by 40%. The investment, close to COP 45 billion, includes the construction of a new building and the acquisition of state-of-the-art technologies for roasting, extraction and concentration of coffee. This project will strengthen the management of brands, networks and B2B businesses, contributing to greater productivity in operations and allowing greater energy savings and less environmental impact.

At the same time, five expansion chambers were installed and the visible steam plume in the stacks was eliminated. Now that steam will be condensed and the water will be incorporated back into the generation plant, optimizing the energy and production cycle. This installation will save approximately 180 m3 of water per day.





## Recognitions and awards



**One planet**  
handle with care



### Tosh and Cordillera, recognized in the UN One Planet network

The Tosh and Cordillera brands were recognized by the United Nations Environment Program (UNEP) with their inclusion as success stories in sustainability in the One Planet Network - an implementation mechanism for SDG 12 (Responsible Consumption and Production). In Tosh's case, the way in which it has applied promoted sustainable consumption in Latin America through consumer information and product design was highlighted. On its part, Cordillera was recognized for its work focused on the cocoa-chocolate value chain in Colombia, contributing to the quality of life of cocoa farmers.



### Cold Cuts Business Plant, certified as a Walmart Chile supplier

The Envigado Plant from the Cold Cuts Business in Colombia was certified as an advanced supplier for Walmart Chile. This certification evidences, among others, the maturity of the safety culture, the level of commitment to customer satisfaction and compliance with hygiene-sanitary requirements in the plant.



### Aguachica plant, certified to export fine cuts of beef to Muslim countries

The Aguachica Plant from the Cold Cuts Business in Colombia was certified by the Instituto Fambras of Brazil as a facility that meets all the requirements for the export of fine cuts of beef to Muslim countries such as the United Arab Emirates, Saudi Arabia, Qatar and Kuwait, as well as some Asian countries like Indonesia.



### Winter's in the TOP 10 of brands preferred by Peruvian households

**winter's**

Winter's was highlighted among the ten brands preferred by Peruvian households according to Kantar's Brand Footprint 2020 ranking. A recognition that confirms the brand as "The Cocoa of Peruvians" for more than 40 years.



### Compañía Nacional de Chocolates renews certifications and stands out for its organizational climate

CNCH renewed its certification in the Global Food Safety Initiative -GFSI- Global Standard for Food Safety in Category AA. Likewise, it was recertified in the Healthy Organizations Program of the Colombian Heart Foundation and updated its certification in ICONTEC's Quality, Environmental, and Occupational Health and Safety Management Systems. Finally, the

company achieved excellent results in its measurement of Organizational Climate and Commitment 2021 with a rating of 91%.



### Comercial Nutresa, a family-friendly company in category B+

Thanks to the genuine interest in the needs and interests of its collaborators and families for their balance between work and family, the Fundación Más Familia in Colombia recognized Comercial Nutresa as a Family Responsible Company in the proactive B+ category.



Thanks to the fulfillment of the requirements demanded by the special import and export systems in Colombia, Compañía de Galletas Noel received recognition in the category of Great User of the Vallejo Plan by the Ministry of Foreign Trade. The Vallejo Plan is a customs regime that grants tax benefits to companies that demonstrate that their imported raw materials are used for the production of export goods.



**Noel, recognized as a Great User of the Vallejo Plan**



### Tresmontes Lucchetti México obtained the BRCGS certification

The Tresmontes Lucchetti México Instant Cold Beverage and Pasta Plant was awarded the BRCGS certification, an international benchmark in food safety qualification and joins other production facilities in the Aztec country holding this accreditation.



### Tresmontes Lucchetti received the Covid Seal from the ACHS

The Chilean Security Association (ACHS) awarded Tresmontes Lucchetti the Covid Seal for all of its headquarters (ten in Chile and two in Mexico) - a recognition of its preventive management in times of pandemic, after a demanding audit on compliance with more than 70 issues associated with standards and protocols around Covid-19.



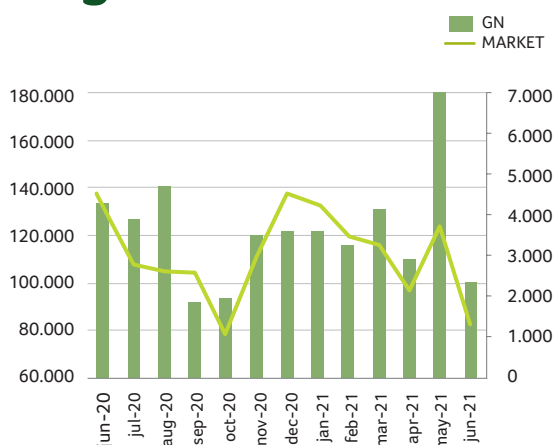
# Comprehensive income statement\*

From January 1st to June 30th, 2021. (Values expressed in millions of Colombian Pesos)

	JAN-JUN 2021	% revenues	JAN-JUN 2020	% revenues	% VAR
<b>CONTINUING OPERATIONS</b>					
<b>Operating revenue</b>	<b>5.775.714</b>		<b>5.324.782</b>		<b>8,5%</b>
Cost of goods sold	(3.382.097)	-58,6%	(3.068.367)	-57,6%	10,2%
<b>Gross profit</b>	<b>2.393.617</b>	<b>41,4%</b>	<b>2.256.415</b>	<b>42,4%</b>	<b>6,1%</b>
Administrative expenses	(250.228)	-4,3%	(238.385)	-4,5%	5,0%
Sales expenses	(1.501.195)	-26,0%	(1.382.895)	-26,0%	8,6%
Production expenses	(106.350)	-1,8%	(89.479)	-1,7%	18,9%
Exchange differences on operating assets and liabilities	(1.215)	0,0%	(311)	0,0%	390,7%
Other operating expenses, net	6.406	0,1%	(8.501)	-0,2%	-175,4%
<b>Operating profit</b>	<b>541.035</b>	<b>9,4%</b>	<b>536.844</b>	<b>10,1%</b>	<b>0,8%</b>
Financial income	7.768	0,1%	9.702	0,2%	-19,9%
Financial expenses	(113.201)	-2,0%	(155.031)	-2,9%	-27,0%
Dividends	67.758	1,2%	68.694	1,3%	-1,4%
Exchange differences on non-operating assets and liabilities	5.651	0,1%	(121)	0,0%	-4670,2%
Share of profit of associates and joint ventures	(2.618)	0,0%	(5.768)	-0,1%	-54,6%
<b>Income before tax and non-controlling interest</b>	<b>506.393</b>	<b>8,8%</b>	<b>454.320</b>	<b>8,5%</b>	<b>11,5%</b>
Current income tax	(123.235)	-2,1%	(143.102)	-2,7%	-13,9%
Deferred income tax	(9.018)	-0,2%	20.339	0,4%	-144,3%
<b>Profit after taxes from continuous operations</b>	<b>374.140</b>	<b>6,5%</b>	<b>331.557</b>	<b>6,2%</b>	<b>12,8%</b>
Discontinued operations, after income tax	(279)	0,0%	(264)	0,0%	5,7%
<b>Net profit for the period</b>	<b>373.861</b>	<b>6,5%</b>	<b>331.293</b>	<b>6,2%</b>	<b>12,8%</b>
Non-controlling interest	7.152	0,1%	2.520	0,0%	183,8%
<b>Profit for the period attributable to controlling interest</b>	<b>366.709</b>	<b>6,3%</b>	<b>328.773</b>	<b>6,2%</b>	<b>11,5%</b>
<b>EBITDA</b>	<b>749.186</b>	<b>13,0%</b>	<b>746.322</b>	<b>14,0%</b>	<b>0,4%</b>

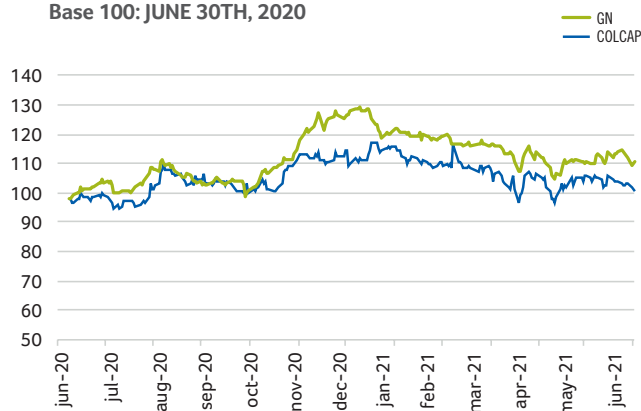
\*Unaudited information.

## Average negotiations



## Behavior of the share

Base 100: JUNE 30TH, 2020



# Statement of financial position

As of June 30th, 2021. (Values expressed in millions of Colombian Pesos)

	JUN-21	DEC-20	% VAR
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	882.837	933.564	-5,4%
Trade and other receivables, net	1.229.635	1.191.711	3,2%
Inventories	1.460.169	1.379.984	5,8%
Biological assets	159.664	127.614	25,1%
Other assets	434.423	228.087	90,5%
Non-current assets held for sale	177	177	0,0%
<b>Total current assets</b>	<b>4.166.905</b>	<b>3.861.137</b>	<b>7,9%</b>
<b>Non-current assets</b>			
Trade and other receivables, net	33.090	26.548	24,6%
Investments in associated and joint ventures	213.813	196.498	8,8%
Other financial non-current assets	1.986.961	2.678.991	-25,8%
Property, plant and equipment, net	3.540.539	3.434.206	3,1%
Right-of-use assets	801.902	829.563	-3,3%
Investment properties	8.898	9.056	-1,7%
Goodwill	2.465.758	2.369.706	4,1%
Other intangible assets	1.348.166	1.303.838	3,4%
Deferred tax assets	765.430	740.891	3,3%
Other assets	90.400	87.447	3,4%
<b>Total non-current assets</b>	<b>11.254.957</b>	<b>11.676.744</b>	<b>-3,6%</b>
<b>TOTAL ASSETS</b>	<b>15.421.862</b>	<b>15.537.881</b>	<b>-0,7%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	376.104	486.736	-22,7%
Right-of-use liabilities	114.611	126.727	-9,6%
Trade and other payables	1.470.292	1.283.494	14,6%
Tax charges	283.931	240.011	18,3%
Employee benefits liabilities	201.788	217.033	-7,0%
Provisions	3.456	3.450	0,2%
Other liabilities	91.995	83.209	10,6%
<b>Total current liabilities</b>	<b>2.542.177</b>	<b>2.440.660</b>	<b>4,2%</b>
<b>Non-current liabilities</b>			
Financial obligations	2.992.193	2.865.638	4,4%
Right-of-use liabilities	742.327	747.296	-0,7%
Employee benefits liabilities	198.986	196.244	1,4%
Deferred tax liabilities	1.061.524	1.020.416	4,0%
Provisions	5.959	5.909	0,8%
Other liabilities	2.505	4.576	-45,3%
<b>Total non-current liabilities</b>	<b>5.003.494</b>	<b>4.840.079</b>	<b>3,4%</b>
<b>TOTAL LIABILITIES</b>	<b>7.545.671</b>	<b>7.280.739</b>	<b>3,6%</b>
<b>SHAREHOLDER EQUITY</b>			
Equity attributable to the controlling interest	7.807.557	8.197.848	-4,8%
Non-controlling interest	68.634	59.294	15,8%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>7.876.191</b>	<b>8.257.142</b>	<b>-4,6%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15.421.862</b>	<b>15.537.881</b>	<b>-0,7%</b>

## Indicators

Closing price	21.880
Closing price 12 months prior	20.900
Max. 52 weeks	25.000
Min. 52 weeks	20.200
Market Cap. (COPMM)	10.041.598
Intrinsic value <sup>(1)</sup>	17.162
P/E Ratio <sup>(2)</sup>	14,4
P/BV <sup>(2)</sup>	1,4
EV / EBITDA <sup>(2)</sup>	7,7
Earnings per Share <sup>(3)</sup>	1.337
Dividend per share-month	58,5
Dividend Yield <sup>(3)</sup>	3,2%
Share Price Return <sup>(3)</sup>	4,7%
Total Return <sup>(3)</sup>	8,0%
Change in COLCAP <sup>(3)</sup>	12,3%
Return on assets	7,9%
Return on Equity <sup>(2)</sup>	9,5%
Return on Invested Capital <sup>(2)</sup>	8,9%
Outstanding Shares <sup>(4)</sup>	458.939.570
Number of Shareholders	12.315
Bursatility	High

FIGURES IN COP\$ MM

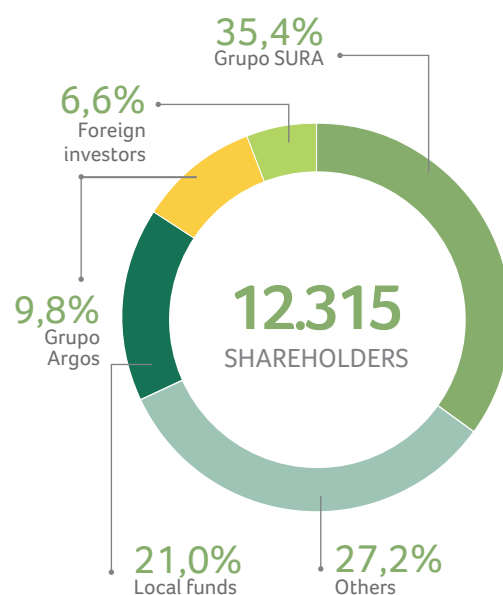
(1) Calculated over total shareholder equity

(2) Food companies / 12 months

(3) Last 12 months

(4) Shares outstanding at the close

## Ownership structure







## Biscuits



### New Tosh Baked Pitas

Tosh presented its most recent innovation to the Colombian market: the new Tosh baked pitas. The new pitas will invigorate and enhance the category of healthy snacks, as they are baked with natural ingredients, are low in sodium, and have no cholesterol, preservatives or artificial flavorings. Available in three flavors: Caramelized Onion, Mushrooms and Pepper, and Sweet Paprika.

### New Noel Orange and Lemon cookies

Noel presented its most recent launch to the market: the new Noel Orange and Lemon cookies, a delicious alternative to enjoy something tasty at any time and place, and to make one's days more tropical. With differentiated proposals like this, the brand's portfolio in Colombia is strengthened to offer new and delicious snacking options.



### New Pozuelo Dulce de Leche Roll

Pozuelo presented to the Costa Rican market the new Dulce de Leche Roll, which combines the softness of the cake with a delicious filling with the flavor of the traditional dulce de leche (caramel). An indulgent alternative for your cravings, anytime.

### Chiky Deleite: More Chocolate

Seeking to surprise young chocolate-loving consumers in Central America, Chiky introduced the new Chiky Deleite to the Costa Rican market - delicious thin chocolate cookies coated with more chocolate to make them even more irresistible.



### Maracumango Recreo Festival

The new Festival Recreo Maracumango is the most recent innovation of the brand in Colombia to actively participate in the segment of black cookies and connect with young consumers through a limited edition of dark chocolate cookies filled with cream, which combine the acidity of passion fruit and the sweetness of mango.



### New Kibo Lentil Chips

Kibo continues to innovate in the category of healthy plant-based snacks to offer consumers increasingly functional alternatives. This is how the new Kibo Lentil Chips were conceived in three different flavors: Sea Salt, Maui Onion and Roasted Cheese. Gluten-free, low in saturated fat and a good source of vegetable protein (6 to 7g.), they are an excellent option to nourish yourself in a healthy and conscious manner.



### New Lemon Wafer

The new Festival Limón, from Pozuelo, are wafer type cookies filled with lemon-flavored cream, combining a crunchy texture with the acid of the lemon to create a delicious taste experience that the Costa Rican consumer will undoubtedly enjoy.



## Cold Cuts



### New Guacamole, Veggie Lasagna and Veggie Nuggets from Pietrán

Pietrán launched its new Guacamole, Veggie Lasagna and Veggie Nuggets to the Colombian market - a great bet of the brand that will allow it to reach its consumers with different alternatives and practical options to enjoy their lunches and dinners in a healthy way.



### New Rica and Cunit burgers

Thinking of consumers and buyers who are looking for a very good quality product at a lower cost, the Rica and Cunit brands presented their new fast-prepared pre-cooked hamburger - an option that allows the Cold Cuts Business to compete with low-cost manufacturers and with their own brands.

### New releases from Berard

With the aim of continuing to strengthen itself in the Panamanian market as an innovative brand and further energize the categories where it markets its products, Berard made three recent launches: Beef Premium Berard sausage, made 100% with beef; Smokiwin Flavored Sausage Pack in Spicy, Chimichurri and Maple Honey flavors; and Chorizo with Chimichurri.



## Chocolates



### New Jumbo Rosca

Chocolates Jumbo once again surprises the Colombian market with the new Jumbo Rosca, an innovation that went out of the box and turned the brand's portfolio around. Jumbo Rosca is a crispy baked donut with the perfect mix of ingredients: caramel, peanuts and crispy rice, coated with Jumbo chocolate.



### New Winter's Premixes: Brownie and Chocolate Cake

From the best cocoa, the best premixes! The Winter's brand expands its portfolio by accessing the domestic confectionery category with the new Brownie and Chocolate Cake Premixes, made with all the flavor of Cocoa Winter's. A new proposal to remain present in Peruvian homes.

### Chocolate Volcano Tutto and Real Chocolate Chips

In 2021, the Tutto brand added two references to its portfolio in the pastry category in Costa Rica: Tutto Volcán de Chocolate, by far the most seductive dessert; and Tutto Chips de Chocolate Real, ideal for captivating consumers chip by chip.



### New Jumbo Brownie Mix

Jumbo made its way into the domestic pastry category in Colombia with the new mix ready for Jumbo flavor brownies, with peanuts to add to taste. A delicious option that adds to the trend of cooking at home with family and friends, creating experiences of maximum indulgence with unique and different flavors.



### New Cordillera topping with no sugar added

Cordillera launched its new topping with no sugar added - a new product that suits the needs of customers and consumers looking for healthy food. The new milk chocolate flavor topping with no sugar added, and with natural sweetener is currently the only one in the Central American market.

### Tosh Peanut Butter

Tosh launched its first product in the spreads category in Colombia: the delicious Peanut Cream with a single ingredient: 100% unsalted peanuts. A good source of protein without preservatives or added sugar and a perfect healthy and natural option to enjoy balance and harmony with its special flavor.







Coffee

New Kibo Vegetable Protein Powder Drinks

The Coffee Business introduced the new Kibo vegetable protein powder drinks to the Colombian market - delicious and easy to prepare. An excellent source of protein and fiber, good for muscle formation and maintenance, which regulates and supports intestine function. Available through kibofoods.com.co and the Novaventa catalog in its two flavors: Wild Vanilla and Andean Cacao.



Tresmontes Lucchetti



Kryzpo presents new image and launches its Merkén flavor

Tresmontes Lucchetti continues to innovate to reach consumers with the best of its products - this time, with Kryzpo. As of last March, the brand modernized its look, now more striking and tasty. At the same time, the brand surprised with a new flavor to suit consumer trends: Kryzpo Merkén flavor, a whole explosion of Chilean flavor.



Orjas Tea expands its portfolio of flavors

This 2021, Orjas Tea presented its new varieties - lemon and cinnamon - in a 30g format. The Tresmontes Lucchetti instant tea is a traditional product, which innovations will contribute to providing a renewed proposal to its Chilean consumers with the usual advantages: easy preparation, intensity to taste and the best flavor.



More flavors, happier consumers!

Zuko continues to grow in the Dominican Republic - this time with the launch of the new line of Zuko Cold Tea, with a 1,5-liter serving, ready to delight families with its three delicious flavors: Lemon, Peach and Raspberry. Zuko Cold Tea stands out for its natural antioxidants and its Vitamin C content.

Zuko Aloe makes its way to Central America and the Dominican Republic

The launch of Zuko Aloe in Central America and the Dominican Republic region has been a great event for Tresmontes Lucchetti Mexico, as it is the first version of cold instant aloe drinks in a market that is already familiar with ready-to-drink beverages of this flavor.



Retail Food

Living football in El Corral

During the month of June, the America's Cup season, Hamburguesas El Corral awarded its most loyal customers in online purchases with 50 original shirts of the Colombian National squad.



Tribuna Beer Station

At Beer Station, the America's Cup was experienced both at home and at the points of sale. For home deliveries, the brand had a Tribuna Station Combo with a sports "picada", a six-pack and a celebration kit for COP 59.900. In the bars, Beer Station was fully dressed with the three Colombian-flag colors and offered its guests face painting and branded vuvuzelas to take home.



Children's Day in Leños & Carbón

In the month of April, Leños & Carbón launched a campaign with its Grilled Sandwich category to help feed Colombian children. For the purchase of a grilled sandwich combo, the brand contributed an 80g chicken sandwich for children from Fundaciones Ábaco. A total 1.000 sandwiches were delivered.



Papa John's Football Combos

To celebrate the America's Cup, Papa John's offered its consumers two options of combos to enjoy with friends and family. With your favorite pizzas and the best side dishes.



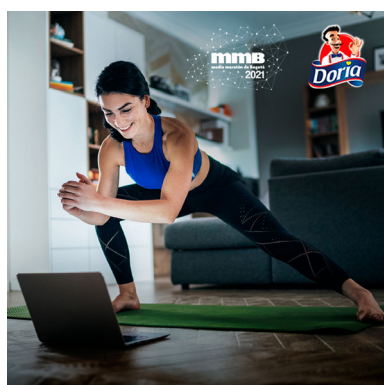
## Ice Cream

### New Crem Helado Kids

Crem Helado Kids came to the Colombian market to become part of the children's world with surprising and fun references that convey confidence and tranquility for their parents. Crem Helado Kids products have the ideal portions for children, do not contain artificial colors and have vitamin D, Iron and Calcium, contributing to the proper functioning of the immune system and healthy bones and teeth.



## Pastas



### Doria in the Bogota Half Marathon

To run a marathon, it is essential to be well trained, but above all, well nourished. That is why Doria continues as a nutritional ally of the Bogota Half Marathon, which will be run individually, not massively, between July 25 and August 8, 2021. Doria supports each athlete in his/her journey to the finish line with a portfolio of ideal options for eating before, during and after running.



### Always reached the Colombian market through Novaventa

Always, the world's leading feminine care brand, came to Colombia exclusively through Novaventa. With four references, it will be available in the catalog and virtually for all business moms nationwide, thus boosting Novaventa's participation in the personal care category. Furthermore, through the #MásToallasMenosFaltas campaign, Always, Novaventa and Fundación Nutresa joined forces to benefit more than 450 girls in vulnerable conditions with the delivery of sanitary pads for one year.



### Key portfolio expansion

La Recetta continues to strengthen the most significant categories for its customers and adds a wide range of P&I brand seasonings to its key portfolio, a new presentation of Cocoa Natural Cordillera and the incorporation of Coca Cola drinks.







With **#AdoptaUnaBotella**,  
Nutresa continues to build an  
**#EntreTodos** future



**N**utresa works for the preservation of the planet through the implementation of solutions that allow the use of natural resources responsibly and sustainably. In terms of packaging and post-consumption, in particular, the Organization has set a clear commitment for 2030: to ensure that all the packaging of its brands are designed to be recyclable, reusable or compostable.

In line with this commitment, Nutresa moves forward with its stakeholders in the corporate packaging circularity program: Nutresa Retoma and in the #AdoptaUnaBotella (Adopt a Bottle) campaign - initiatives that allow it to continue giving second chances to plastic packaging.

To achieve this, the company has established several collection platforms, involving work with different actors in its value chain and contributing to education and awareness on waste separation.

The collection of packaging from customers will be concentrated in Empresarias Novaventa and in alliance with supermarkets and stores served by Comercial Nutresa. Consumer

collection will be operated mainly through ecobots located in shopping centers, while at collaborators' sites, it will be done through collection points in plants and headquarters of the different businesses.

With the #AdoptaUnaBotella initiative, the expectation is to reach more than 500 collection points in three cities in Colombia by 2021: Bogotá, Cali and Medellín.

The conservation of natural capital is everyone's duty. Grupo Nutresa invites all its related groups to participate in Nutresa Retoma and to continue making a good disposition of plastic packaging for its transformation into parks for the benefit of the communities.

Learn more:



## Social Training Route, initiative of the Coffee Farms Productivity Project



With the support of Fundación Nutresa, the coffee growers who are part of the Coffee Farms Productivity Program were included, together with their families, in the Social Training Route - a virtual learning process that develops human and community skills in order to improve the productivity of coffee farms. On the Route, different themes are addressed, such as "life project" and "economy of collaboration". The purpose of the initiative is to impact the 250 families involved in the project. This is how the Coffee Business fulfills its commitment to promote responsible sourcing and foster sustainable value chains.



## Compañía Nacional de Chocolates joins the Alliance for Global Development "Cacao Conecta"



Under the name of "Cacao Conecta", Compañía Nacional de Chocolates joined the Alliance for Global Development -GDA- in conjunction with the United States Agency for International Development -USAID-, Microsoft and the Fundación Ideas para la Paz -FIP-. The alliance seeks the technical, social, environmental, business and commercial strengthening of the cocoa communities of Urabá Antioqueño, in Colombia, through the empowerment of women and young people to increase productivity and their quality of life, in the municipalities of Turbo, Apartadó and Dabeiba.

This alliance benefits 324 cocoa-producing families, 150 members of community organizations and 45 collaborators from the public sector. It lasts for 33 months, and will be accompanied by the CNCH Agricultural Procurement and Development team.



## Tresmontes Lucchetti, actor of the **Clean Production Agreement (APL)** of Chile's eco-labeling

The #ElijoReciclar seal, granted by the Ministry of the Environment of Chile within the framework of the Clean Production Agreement (APL) for eco-labeling and the promotion of Recycling and Circular Economy, aims to help consumers identifying the packaging of mass consumption products with higher content of recyclable material and the best way to recycle them. Tresmontes Lucchetti is part of this agreement together with 29 other companies since February 2020.

In line with the above, its leading pasta brands, Lucchetti and Talliani, are already part of the select group of products nationwide carrying this seal.

## El Corral, 13 years of **inclusive flavor**

During the month of June, El Corral carried out a campaign in Colombia to highlight its labor inclusion policies and programs, opening learning and/or employment opportunities to people with intellectual or cognitive disabilities. Therefore, it integrates them into the activities of its restaurants, where they manage to lead a working life in conditions of equality and greater autonomy, and where they strengthen their self-esteem and leadership while adding value to the higher purpose of the brand.

Thanks to these policies, El Corral has focused on raising awareness of inclusive hiring practices that help people with intellectual and developmental disabilities (IDD) find competitive and integrated job opportunities within their communities.

