



**A FUTURE  
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RESULTS  
2Q19

## Grupo Nutresa's first semester consolidated sales grow 7,4% with an EBITDA margin of 13,9%

- Total sales at the closing of the first half of the year amount to COP 4,6 trillion, an increase of 7,4%.
- Sales in Colombia stand at COP 2,9 trillion, keeping a growing trend and increasing by 5,2% compared to the same period in 2018.
- International sales, which amount to COP 1,7 trillion, represent 37,3% of total sales and are 11,2% higher. In USD, and due to the devaluation of several currencies in the region against the dollar, international sales decrease by 0,6%.
- Consolidated EBITDA amounts to COP 647.994 million, with a 13,9% margin.

**Medellin, July 26, 2019.** Grupo Nutresa S.A. (**BVC: NUTRESA**) discloses its consolidated financial results as of June 30, 2019, following the new accounting standard for leases in the financial statements, IFRS16.<sup>1</sup>

At the closing of the period, Grupo Nutresa's consolidated sales amount to COP 4,6 trillion, representing a 7,4% increase when compared to the corresponding term in 2018.

Revenues in Colombia continue to post a positive performance, amounting to COP 2,9 trillion, which are equivalent to 62,7% of the total revenues, with a growth of 5,2% when compared to the same period of 2018. This result is composed of volume increases of 4,2% and price increases of 0,9%.

International sales, which amount to COP 1,7 trillion, represent 37,3% of the total sales and are 11,2% higher than the international sales for the first half of 2018. When stated in dollars, these international sales totaled USD 544 million, a decrease of 0,6%, explained by currency devaluations in some countries from Grupo Nutresa's strategic region.

Gross profit amounts to COP 2,1 trillion, increasing by 7,0% with respect to the same period in 2018. Gross margin decreases by 0,2% when compared to the first half of the previous year as a result of increases in the costs of several commodities and the exchange rate associated with some of them.

As a result of continuous expense-management strategies to increase efficiency and productivity, operating expenses increase 4,5%; less than revenue growth. In consequence, the operating profit of COP 465.324 million, reports a 16,2% increase when compared to the previous year.

<sup>1</sup> The changes derived from the new standard can be reviewed in more detail in the quarterly results section available in Grupo Nutresa's website: [www.gruponutresa.com](http://www.gruponutresa.com).



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In terms of profitability, the Organization reports an EBITDA margin of 13,9%, amounting to COP 647.994 million and increasing 20% over the EBITDA margin reported last year. It should be noted that, when eliminating the effect of the previously mentioned new IFRS16 accounting standard, the operating profit would have grown by 11,8% and the EBITDA by 6,3%, with a margin of 12,3%.

Net post-operative expenses, which amount to COP 80.495 million, include the accounting of the expenses related to the leases, as well as the reduction in the financial expenses due to lower rates and lower debt.

Finally, the Organization reports a consolidated net profit of COP 280.920 million, which is 14,6% higher than the one reported for the same period in 2018.

### **Separate Financial Statements of Grupo Nutresa S.A.**

The Separate Financial Statements of Grupo Nutresa S.A. report COP 285.584 million in operating revenues for the first half of 2019, which are derived from the application of the equity method on subsidiaries and associated companies for COP 224.091 million, and from the recognition of dividends from the investment portfolio totaling COP 61.493 million. Net profit amounts to COP 284.673 million and the equity totals COP 8.6 trillion.

The annexes included below are an integral part of this release, both of the Consolidated Financial Statements and of the Separate Financial Statements. Income Statement as of June 30, 2019; Statement of Financial Position as of June 30, 2019; and Indicators.

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*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://www.gruponutresa.com/en/inversionistas/resultados-y-publicaciones/resultados-trimestrales/#2019-2>*

CONSOLIDATED FINANCIAL STATEMENTS  
INCOME STATEMENT AS OF JUNE 30, 2019

	January- June 2019	% Revenues	January- June 2018	% Revenues	% Var.
<b>Continuing operations</b>					
<b>Operating revenue</b>	<b>4.646.417</b>		<b>4.326.514</b>		<b>7,4%</b>
Cost of goods sold	(2.583.703)	-55,6%	(2.398.340)	-55,4%	7,7%
<b>Gross profit</b>	<b>2.062.714</b>	<b>44,4%</b>	<b>1.928.174</b>	<b>44,6%</b>	<b>7,0%</b>
Administrative expenses	(213.170)	-4,6%	(196.903)	-4,6%	8,3%
Sales expenses	(1.317.157)	-28,3%	(1.263.528)	-29,2%	4,2%
Production expenses	(72.901)	-1,6%	(68.712)	-1,6%	6,1%
Exchange differences on operating assets and liabilities	4.664	0,1%	1.864	0,0%	150,2%
Other operating expenses, net	1.174	0,0%	(603)	0,0%	N/A
<b>Operating profit</b>	<b>465.324</b>	<b>10,0%</b>	<b>400.292</b>	<b>9,3%</b>	<b>16,2%</b>
Financial income	7.114	0,2%	7.034	0,2%	1,1%
Financial expenses	(147.477)	-3,2%	(133.356)	-3,1%	10,6%
Portfolio dividends	61.503	1,3%	58.559	1,4%	5,0%
Exchange differences on non-operating assets and liabilities	(735)	0,0%	10.585	0,2%	-106,9%
Share of profit of associates and joint ventures	(900)	0,0%	(704)	0,0%	27,8%
Other expenses	-	0,0%	(2.755)	-0,1%	-100,0%
<b>Income before tax and non-controlling interest</b>	<b>384.829</b>	<b>8,3%</b>	<b>339.655</b>	<b>7,9%</b>	<b>13,3%</b>
Current income tax	(93.443)	-2,0%	(87.429)	-2,0%	6,9%
Deferred income tax	(7.075)	-0,2%	(5.112)	-0,1%	38,4%
<b>Profit after taxes from continuous operations</b>	<b>284.311</b>	<b>6,1%</b>	<b>247.114</b>	<b>5,7%</b>	<b>15,1%</b>
Discontinued operations, after income tax	(856)	0,0%	(843)	0,0%	1,5%
<b>Net profit for the period</b>	<b>283.455</b>	<b>6,1%</b>	<b>246.271</b>	<b>5,7%</b>	<b>15,1%</b>
Non-controlling interest	2.535	0,1%	1.134	0,0%	123,5%
<b>Profit for the period attributable to controlling interest</b>	<b>280.920</b>	<b>6,0%</b>	<b>245.137</b>	<b>5,7%</b>	<b>14,6%</b>
<b>EBITDA</b>	<b>647.994</b>	<b>13,9%</b>	<b>540.016</b>	<b>12,5%</b>	<b>20,0%</b>

For further details, please review the Notes to the Financial Statements at:

<https://www.gruponutresa.com/en/inversionistas/resultados-y-publicaciones/resultados-trimestrales/#2019-2>



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**STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2019**

	June 2019	December 2018	% Var.
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	291.779	347.520	-16,0%
Trade and other receivables	1.114.572	1.020.579	9,2%
Inventories	1.210.805	1.109.878	9,1%
Biological assets	89.735	94.569	-5,1%
Other current assets	318.944	241.726	31,9%
Non-current assets held for sale	6.729	6.777	-0,7%
<b>Total current assets</b>	<b>3.032.564</b>	<b>2.821.049</b>	<b>7,5%</b>
<b>Non-current assets</b>			
Trade and other receivables	26.610	28.065	-5,2%
Investments in associated and joint ventures	193.771	192.795	0,5%
Other financial non-current assets	3.469.931	3.322.694	4,4%
Property, plant and equipment, net	3.320.816	3.376.364	-1,6%
Right-of-use assets	912.962	0	-
Investment properties	76.886	77.062	-0,2%
Goodwill	2.097.084	2.085.908	0,5%
Other intangible assets	1.181.080	1.167.536	1,2%
Deferred tax assets	629.109	379.753	65,7%
Other non-current assets	75.097	72.471	3,6%
<b>Total non-current assets</b>	<b>11.983.346</b>	<b>10.702.648</b>	<b>12,0%</b>
<b>TOTAL ASSETS</b>	<b>15.015.910</b>	<b>13.523.697</b>	<b>11,0%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	545.046	522.302	4,4%
Trade and other payables	1.087.230	1.094.960	-0,7%
Tax charges	265.827	228.841	16,2%
Employee benefits liabilities	165.255	165.833	-0,3%
Current provisions	2.084	4.118	-49,4%
Other current liabilities	17.671	26.676	-33,8%
<b>Total current liabilities</b>	<b>2.083.113</b>	<b>2.042.730</b>	<b>2,0%</b>
<b>Non-current liabilities</b>			
Financial obligations	2.352.222	2.265.743	3,8%
Right-of-use liabilities	903.448	0	-
Trade and other payables	158	158	0,0%
Employee benefits liabilities	181.266	175.036	3,6%
Deferred tax liabilities	957.086	704.763	35,8%
Non-current provisions	22.883	0	-
Other non-current liabilities	505	536	-5,8%
<b>Total non-current liabilities</b>	<b>4.417.568</b>	<b>3.146.236</b>	<b>40,4%</b>
<b>TOTAL LIABILITIES</b>	<b>6.500.681</b>	<b>5.188.966</b>	<b>25,3%</b>
<b>SHAREHOLDER EQUITY</b>			
<b>Equity attributable to the controlling interest</b>	<b>8.471.641</b>	<b>8.290.443</b>	<b>2,2%</b>
Non-controlling interest	43.588	44.288	-1,6%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>8.515.229</b>	<b>8.334.731</b>	<b>2,2%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15.015.910</b>	<b>13.523.697</b>	<b>11,0%</b>

For further details, please review the Notes to the Financial Statements at:

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**SEPARATE FINANCIAL STATEMENTS**  
**INCOME STATEMENT AS OF JUNE 30, 2019**

	January-June 2019	% Revenues	January-June 2018	% Revenues	% Var.
Portfolio dividends	61.493	21,5%	57.386	22,6%	7,2%
Share of profit for the period of subsidiaries	225.030	78,8%	196.949	77,7%	14,3%
Share of profit for the period of associates	(939)	-0,3%	(713)	-0,3%	31,7%
<b>Gross profit</b>	<b>285.584</b>	<b>100,0%</b>	<b>253.622</b>	<b>100,0%</b>	<b>12,6%</b>
Administrative expenses	(2.303)	-0,8%	(1.713)	-0,7%	34,4%
Exchange differences on operating assets and liabilities	2	0,0%	(1)	0,0%	N/A
Other operating expenses, net	1.589	0,6%	1.001	0,4%	58,7%
<b>Operating profit</b>	<b>284.872</b>	<b>99,8%</b>	<b>252.909</b>	<b>99,7%</b>	<b>12,6%</b>
Financial income	5	0,0%	1	0,0%	N/A
Financial expenses	(634)	-0,2%	(513)	-0,2%	23,6%
Exchange differences on non-operating assets and liabilities	18	0,0%	(3)	0,0%	N/A
<b>Income before tax</b>	<b>284.261</b>	<b>99,5%</b>	<b>252.394</b>	<b>99,5%</b>	<b>12,6%</b>
Current income tax	(154)	-0,1%	(127)	-0,1%	21,3%
Deferred income tax	566	0,2%	420	0,2%	34,8%
<b>Net profit for the period</b>	<b>284.673</b>	<b>99,7%</b>	<b>252.687</b>	<b>99,6%</b>	<b>12,7%</b>
<b>Earnings per share</b>	<b>618,69</b>		<b>549,17</b>		<b>12,7%</b>

For further details, please review the Notes to the Financial Statements at:

<https://www.gruponutresa.com/en/inversionistas/resultados-y-publicaciones/resultados-trimestrales/#2019-2>

STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2019

	June 2019	December 2018	% Var.
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	66	1.086	-93,9%
Trade and other receivables	58.316	14.608	N/A
Other current assets	534	1.131	-52,8%
<b>Total current assets</b>	<b>58.916</b>	<b>16.825</b>	<b>N/A</b>
<b>Non-current assets</b>			
Trade and other receivables	563	567	-0,7%
Investments in subsidiaries	5.137.350	4.991.464	2,9%
Investments in associated	152.737	150.606	1,4%
Other financial non-current assets	3.463.487	3.322.470	4,2%
Deferred tax assets	870	1.412	-38,4%
Right-of-use assets	152	0	-
Other non-current assets	8	9	-11,1%
<b>Total non-current assets</b>	<b>8.755.167</b>	<b>8.466.528</b>	<b>3,4%</b>
<b>TOTAL ASSETS</b>	<b>8.814.083</b>	<b>8.483.353</b>	<b>3,9%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	220.891	74.322	197,2%
Tax charges	597	495	20,6%
Employee benefits liabilities	996	745	33,7%
<b>Total current liabilities</b>	<b>222.484</b>	<b>75.562</b>	<b>194,4%</b>
<b>Non-current liabilities</b>			
Trade and other payables	158	158	0,0%
Employee benefits liabilities	1.746	1.503	16,2%
Deferred tax liabilities	7.233	8.239	-12,2%
Right-of-use liabilities	154	0	-
Other non-current provisions	0	301	-100,0%
<b>Total non-current liabilities</b>	<b>9.291</b>	<b>10.201</b>	<b>-8,9%</b>
<b>TOTAL LIABILITIES</b>	<b>231.775</b>	<b>85.763</b>	<b>170,3%</b>
<b>SHAREHOLDER EQUITY</b>	<b>8.582.308</b>	<b>8.397.590</b>	<b>2,2%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>8.814.083</b>	<b>8.483.353</b>	<b>3,9%</b>

INDICATORS

Consolidated	June 2019	December 2018
Indebtedness - Net debt/EBITDA (12 months)	2,25	2,17
Solvency - Assets/Liabilities	2,31	2,61
Liquidity - Current Assets/Current Liabilities	1,46	1,38

Separate	June 2019	December 2018
Indebtedness - Net debt/EBITDA	-	-
Solvency - Assets/Liabilities	38,03	98,92
Liquidity - Current Assets/Current Liabilities	0,26	0,22