

## As of the third quarter of 2020, Grupo Nutresa's consolidated sales **grow 13,6%** and its **EBITDA margin stands at 13,7%**

With a course of action centered on the care, protection and well-being of people, Grupo Nutresa presents its financial results as of September 2020.

**W**ithin an environment of constant change and volatility, Grupo Nutresa remains committed to caring for people while doing its best to preserve employment across the entire organization.

The implementation of our sustainability capabilities, accompanied by proactiveness, resourcefulness and agility, has enabled us to report a positive financial performance over the period, as disclosed below.

As of September of this year, Grupo Nutresa's sales amount to COP 8,2 trillion, 13,6% higher than those of the same period in 2019. Excluding the acquisitions of Cameron's Coffee in the United States and Atlantic Food Service in Colombia, organic sales growth reaches 8,8%. Innovation continues to be an important driver of growth for the Organization as innovation-driven sales represent 20,2% of total revenues.

Operating income in Colombia increased by 8,4%, amounting to COP 4,9 trillion, which represents 59,4% of Grupo Nutresa's consolidated sales. These results are mainly driven by an increase in volumes, which increase by 5,5% over the period. Organic growth in Colombia reached 5,4%.

International sales amounted to COP 3,3 trillion, representing 40,6% of total revenues and with a 22,1% increase over the period. When stated in dollars, these income amount to USD 894,6 million, representing a growth of 6,7%. Organic

growth abroad was 14,5% in COP and 0,1% in USD.

Gross profit, which amounts to COP 3,4 trillion, increase by 7,7%. This growth, which is lower than the increase in revenues for the period, is mainly due to higher commodities prices in some of the countries from our strategic region.

Operating profit amounts to COP 799.919 million, which represents a 12,8% growth for the period. This is a result of internal work focused on expense productivity and efficiency.

In terms of profitability, the Organization reports a consolidated EBITDA of COP 1,1 trillion, with a 12,5% increase and a 13,7% sales margin.

Net post-operative expenses, which amount to COP 134.999 million, decreased 4,4%.

Finally, consolidated net profit amounts to COP 469.467 million, with an increase of 13,8%.

### Separate Financial Statements

The Separate Financial Statements of Grupo Nutresa S.A. report COP 476.137 million in operating revenues, from which COP 406.872 million correspond to the profit obtained through the equity method of the investments in food companies and COP 69.265 million correspond to dividends from the investment portfolio. Net profit totaled COP 475.477 million.



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### Consolidated sales

as of September 30, 2020, grow by 13,6%, amounting to **COP 8,2 trillion**. Organic growth stands at 8,8%.

### Innovation-driven sales

represent 20,2% of Grupo Nutresa's total revenues over the term.

### Sales in Colombia

amount to **COP 4,9 trillion**, 8,4% higher than 2019 revenues. Organic growth in Colombia reached 5,4%.

### International sales

amount to **COP 3,3 trillion**, an increase of 22,1%. When stated in US dollars, these revenues amount to USD 894,6 million, a 6,7% increase rate. International organic growth stands at 14,5% in COP and 0,1% in USD.

### Consolidated EBITDA

for the period amounts to **COP 1,1 trillion**, representing a 12,5% growth over the same period in 2019, with a 13,7% margin on sales.



## New production plant in Santa Marta will start operating in 2021

Within the framework of its sustainable growth strategy and seeking higher levels of competitiveness and connectivity, Grupo Nutresa is currently building its new multi-category production plant in Santa Marta's Tayrona Free Economic Zone with the aim of strengthening the growth of the Organization's multiple Businesses.

The selected location for the new production plant will facilitate the logistical and transport services significantly, thus allowing to serve in a more efficient way each one of the markets of the Company's strategic region, including Central America and the Caribbean, South America and the United States.

With an estimated investment of USD 133 million and the creation of nearly 400 new direct jobs, this new production plant will become an important focal point of development for the province of Magdalena and the entire Colombian North Coast region.

The new facilities will comply with the highest sustainability and productivity standards, which will allow Grupo Nutresa to contribute not only to the fulfillment of its business objectives, but also to its purpose of building a better world where development is for everyone.

## Grupo Nutresa, the second most innovative company in Colombia according to the ANDI and Revista Dinero

The fourth edition of the Business Innovation Ranking, presented by the National Business Association of Colombia (ANDI) and the Dinero magazine, placed Grupo Nutresa at the second spot of the most innovative companies in the country.



The results of this list, for which 242 Colombian companies were considered, demonstrate the evolution that effective innovation has undergone as one of Grupo Nutresa's strategic goals based on products, processes and business models. The publication also highlighted the companies that have been doing a good job since the pandemic took over the world. These results also show the maturity of Grupo Nutresa's Imagix model, which has enabled the Organization to bolster its strategy by means of actions articulated around the strengthening of the innovation culture.

## The sixth edition of the Exemplary Supplier Recognition Event was held with a total pool of 17 awarded companies



As part of its work on sustainable sourcing, Grupo Nutresa held the sixth edition of its Exemplary Supplier program recognition event, this time from on a digital platform. A total of 17 Colombian and international companies were honored in acknowledgment of their commitment to the Organization's strategic goals, and their contribution to society and to the economic, social and environmental progress of the geographies they operate in.

For this edition, the Company invited 1.450 suppliers of goods and services -from the total 17.000 currently active ones- to participate in the program. From the pool of convened suppliers, 214 submitted applications and were subsequently assessed by a technical committee and an external expert. Finally, a steering committee was in charge of selecting, from 39 finalists, the 22 honored companies from the different purchase categories.

In addition to the category-based recognitions, special distinctions were awarded to companies because of their social and environmental sustainability contribution and their innovation standards. Moreover, several suppliers from Costa Rica, Peru and Mexico presenting outstanding performances were also recognized. As the conclusion of the event, Grupo Nutresa awarded the two main Exemplary Suppliers both in the top large company and SME categories.

Scan the QR code to see the full list of winners:



## Novaventa reached a total of 200 thousand individual entrepreneurs

During this quarter, Novaventa's direct sales channel reached a total of 200 thousand individual entrepreneurs, thus confirming the company's purpose of transforming lives and creating opportunities for thousands of families across the Colombian territory.

This is the result of Novaventa's capacity to adapt, its combination of talents, the development of new portfolios, businesses, allies and channels, the adoption of new technologies, and the evolution of the processes within the company.





## Grupo Nutresa was ranked as the **second company with the best reputation in Colombia** according to MERCO Empresas 2020



According to the results of the 2020 edition of corporate monitor MERCO Empresas y Líderes Empresariales (Companies and Leaders), Grupo Nutresa was once again acknowledged as the second company with the best reputation in Colombia and the top one in the food sector.

It is worth highlighting Grupo Nutresa's shortening of the distance in the general score in relation to the ranking's top company, as well as the broadening of the gap regarding 77 companies from MERCO's 100-company list. Since the first edition of the MERCO Empresas monitor in Colombia back in 2008, Grupo Nutresa has always been within the ranking's top 5. Furthermore, the Organization has held the second place since 2015.

For its part, in the Business Leaders chart Carlos Ignacio Gallego, Grupo Nutresa's CEO, was ranked as the second leader with the best reputation in the country.

## Grupo Nutresa announced its participation in the “**Obras por Impuestos**” program

Grupo Nutresa made official its engagement in the “Obras por Impuestos” (Deeds for Taxes) program, a mechanism created by the Colombian Government through which companies can join social development projects in the areas that have been affected the most by the armed conflict. The announcement comprises the provision of approximately COP 20 billion worth of school furniture for the benefit of 1.263 education institutions located in the municipalities prioritized by the Territorially Focused Development Programs (abbreviated PDET in Spanish) in the province of Antioquia's regions of Bajo Cauca, Nordeste, Norte, Occidente and Urabá, in Colombia.



## Grupo Nutresa strengthens its operation in Panama

With the aim of reinforcing its value proposition in the Panamanian market, Grupo Nutresa decided to merge its subsidiary companies Comercial Pozuelo Panamá S.A. and Alimentos Cárnicos de Panamá S. A. into a single company that will keep offering the entire portfolio of products, brands and services of the two original companies in order to meet the needs of clients, buyers and consumers, thus consolidating the Organization's leadership in Panama.

Since December 1, 2020, the staff of both companies will be merged into a single work team under the Alicapsa name, a company that will serve all the target audiences in the Canal Country.



COMERCIAL POZUELO PANAMÁ S.A.



## “**Tosh Fest,**” the first Carbon Neutral Festival in Colombia

The Tosh brand held for the second consecutive year the “Tosh Fest,” the first Carbon Neutral Festival in Colombia. In this occasion, the Festival was organized and held via virtual means simultaneously for Colombia, Central America and Puerto Rico.

This year the event was a multi-experience environment focused on life in harmony and the connection with the inner self. The participants enjoyed activities intended to enable the acquisition of healthy habits and to enjoy a life in harmony through a five-day program that empowered them to establish a connection with the planet's four elements: air, water, fire and earth.

The in-person 2019 edition of the Tosh Fest included the participation of 2.000 attendees, while the new virtual format organized and held in 2020 had 3.375 registered participants.

Furthermore, in August, the Tosh brand arrived in Puerto Rico with the Chocolates Business's varied portfolio of cereal bars, nut products, cereals and domestic pastry products. This achievement boosts the brand's international expansion in the strategic region, which now includes its presence in more than 200 points of sale at stores such as Walmart, and gas stations across the country.







## Recognitions and awards

### ✔ Servicios Nutresa obtained Gold Category in the Equipares Labor Equity Seal

Servicios Nutresa is one of the five companies that were awarded the Equipares Gold Seal by the Ministry of Labor and the Presidential Office for Women's Equity, with the support from the United Nations Development Programme -UNDP- making it the first of Grupo Nutresa's companies to receive this recognition. The Equipares Labor Equity Seal is a certification program for gender equality management systems that invites companies to work on closing gender gaps at the workplace.



Stock photo, prior to Covid-19 lockdown



### ✔ The ICONTEC favorably acknowledges the Cold Cuts Business's and Setas de Cuivá's administration of their management systems

The Colombian Institute of Technical Standards (ICONTEC) issued a favorable official opinion of the Cold Cuts Business's and Setas de Cuivá's management systems in Colombia, which contribute to their continuous improvement and allow them developing products with an excellent quality. The ICONTEC also acknowledged the commitment of their leaders and employees with regard to ensuring the highest product safety standards for clients and consumers.

### ✔ TMLUC is once again among the leading companies in terms of talent attraction and retention in Chile

Tresmontes Lucchetti once again ranked second in the top 20 food companies list published by the MERCO Talento monitor in Chile. Among other, the study underlined the way how TMLUC and other companies turned the COVID-19 pandemic into an opportunity in terms of labor quality, brand and internal reputation.



### ✔ CNCH and Pozuelo were granted the ISO 50001 certification in Costa Rica

Compañía Nacional de Chocolates Costa Rica and Compañía de Galletas Pozuelo were certified under the ISO 50001:2018 standard (Energy Management System), a distinction that recognizes the companies' efforts in reducing the total annual consumption of energy, optimizing energy conservation opportunities and decreasing the emission of greenhouse gases.



### ✔ TMLUC's production plant in Jalisco, Mexico, received an award in the Cincel Awards 2020: Quality of Work Life

Cincel, a firm that provides organizational climate diagnostics and measurements, highlighted Tresmontes Lucchetti Mexico for its past year results related to "support from the supervisor" and "organizational clarity" criteria. This distinction strengthens the company's commitment to working consistently on the purpose of projecting an inspiring, inclusive and transforming leadership philosophy, and promoting development-focused environments for its employees.

### ✔ Grupo Nutresa was recognized by the Mexican DIF in Tlalnepantla

Within the framework of the celebration of the World Humanitarian Day, Mexico's National System for the Comprehensive Development of Families (abbreviated DIF in Spanish) -neighbor of the Chocolate Business's production plant in Mexico- awarded Grupo Nutresa with a distinction for its outstanding example in terms of integrity and work at the service of the community after having delivered more than six thousand food packs to the elderly during the COVID-19 contingency.



### Pozuelo successfully reduced its carbon footprint by more than 5%

Compañía de Galletas Pozuelo received an acknowledgment from the Carbon Neutrality Country Program 2.0. (known for its Spanish abbreviation PPCN) within the Carbon Reduction Plus category due to its efforts in decreasing its carbon footprint by 5% in Costa Rica, which included the complete overhaul of its boiler system, an action that allowed achieving a CO2 emission reduction of approximately 21.9 tons.



## Comprehensive income statement\*

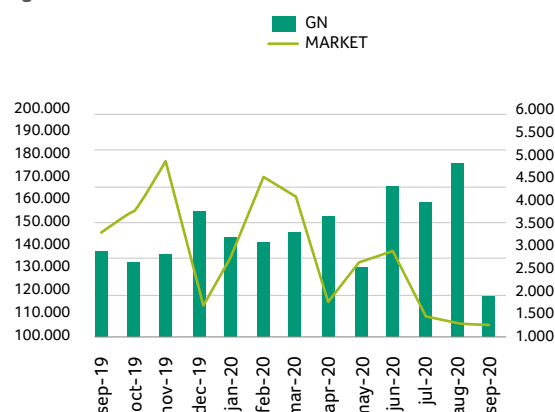
From January 1st to September 30th, 2020. (Values expressed in millions of Colombian Pesos)

	JAN-SEP 2020	% Revenues	JAN-SEP 2019	% Revenues	% VAR
<b>CONTINUING OPERATIONS</b>					
<b>Operating revenue</b>	<b>8.178.270</b>		<b>7.200.036</b>		<b>13,6%</b>
Cost of goods sold	(4.742.499)	-58,0%	(4.009.757)	-55,7%	18,3%
<b>Gross profit</b>	<b>3.435.771</b>	<b>42,0%</b>	<b>3.190.279</b>	<b>44,3%</b>	<b>7,7%</b>
Administrative expenses	(358.476)	-4,4%	(324.826)	-4,5%	10,4%
Sales expenses	(2.119.836)	-25,9%	(2.044.499)	-28,4%	3,7%
Production expenses	(147.900)	-1,8%	(113.611)	-1,6%	30,2%
Exchange differences on operating assets and liabilities	1.714	0,0%	3.303	0,0%	-48,1%
Other operating expenses, net	(11.354)	-0,1%	(1.572)	0,0%	N/A
<b>Operating profit</b>	<b>799.919</b>	<b>9,8%</b>	<b>709.074</b>	<b>9,8%</b>	<b>12,8%</b>
Financial income	15.345	0,2%	15.851	0,2%	-3,2%
Financial expenses	(220.124)	-2,7%	(223.778)	-3,1%	-1,6%
Dividends	69.269	0,8%	61.516	0,9%	12,6%
Exchange differences on non-operating assets and liabilities	5.953	0,1%	6.743	0,1%	-11,7%
Share of profit of associates and joint ventures	(6.023)	-0,1%	(1.670)	0,0%	N/A
Other income	581	0,0%	89	0,0%	N/A
<b>Income before tax and non-controlling interest</b>	<b>664.920</b>	<b>8,1%</b>	<b>567.825</b>	<b>7,9%</b>	<b>17,1%</b>
Current income tax	(217.444)	-2,7%	(143.469)	-2,0%	51,6%
Deferred income tax	26.487	0,3%	6.422	0,1%	N/A
<b>Profit after taxes from continuous operations</b>	<b>473.963</b>	<b>5,8%</b>	<b>430.778</b>	<b>6,0%</b>	<b>10,0%</b>
Discontinued operations, after income tax	(379)	0,0%	(14.550)	-0,2%	-97,4%
<b>Net profit for the period</b>	<b>473.584</b>	<b>5,8%</b>	<b>416.228</b>	<b>5,8%</b>	<b>13,8%</b>
Non-controlling interest	4.117	0,1%	3.855	0,1%	6,8%
<b>Profit for the period attributable to controlling interest</b>	<b>469.467</b>	<b>5,7%</b>	<b>412.373</b>	<b>5,7%</b>	<b>13,8%</b>
<b>EBITDA</b>	<b>1.116.853</b>	<b>13,7%</b>	<b>992.452</b>	<b>13,8%</b>	<b>12,5%</b>

\*Unaudited information.

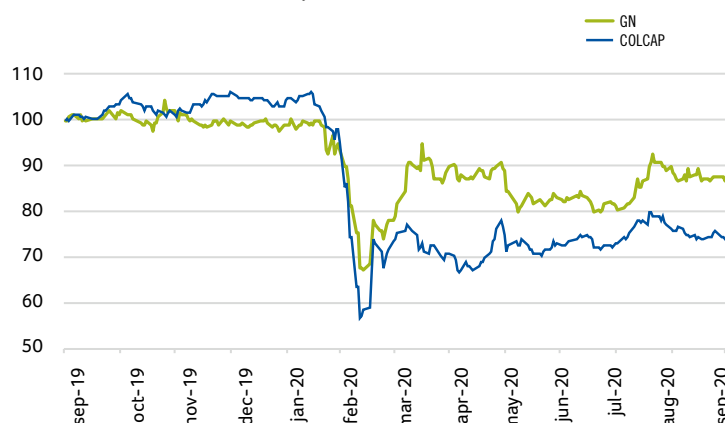
## Average Trading Volume

Figures in COP\$ MM



## Stock & Market Performance

Base 100: SEPTEMBER 30, 2019





## Statement of financial position

As of September 30th, 2020. (Values expressed in millions of Colombian Pesos)

	SEP-20	DEC-19	% VAR
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	887.040	497.947	78,1%
Trade and other receivables, net	1.283.933	1.166.248	10,1%
Inventories	1.450.968	1.248.128	16,3%
Biological assets	111.524	96.632	15,4%
Other assets	396.133	251.397	57,6%
Non-current assets held for sale	2.610	2.610	0,0%
<b>Total current assets</b>	<b>4.132.208</b>	<b>3.262.962</b>	<b>26,6%</b>
<b>Non-current assets</b>			
Trade and other receivables, net	24.681	25.409	-2,9%
Investments in associated and joint ventures	200.462	193.360	3,7%
Other financial non-current assets	2.203.143	3.511.768	-37,3%
Property, plant and equipment, net	3.468.841	3.400.057	2,0%
Right-of-use assets	824.623	878.552	-6,1%
Investment properties	10.629	79.489	-86,6%
Goodwill	2.484.957	2.309.739	7,6%
Other intangible assets	1.334.645	1.248.973	6,9%
Deferred tax assets	712.543	654.496	8,9%
Other assets	86.253	80.436	7,2%
<b>Total non-current assets</b>	<b>11.350.777</b>	<b>12.382.279</b>	<b>-8,3%</b>
<b>TOTAL ASSETS</b>	<b>15.482.985</b>	<b>15.645.241</b>	<b>-1,0%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	643.104	527.196	22,0%
Right-of-use liabilities	129.569	147.242	-12,0%
Trade and other payables	1.251.503	1.235.133	1,3%
Tax charges	377.326	214.542	75,9%
Employee benefits liabilities	248.565	191.864	29,6%
Provisions	3.473	1.948	78,3%
Other liabilities	58.153	29.912	94,4%
<b>Total current liabilities</b>	<b>2.711.693</b>	<b>2.347.837</b>	<b>15,5%</b>
<b>Non-current liabilities</b>			
Financial obligations	2.860.554	2.680.014	6,7%
Right-of-use liabilities	731.022	745.313	-1,9%
Trade and other payables	158	158	0,0%
Employee benefits liabilities	194.646	189.295	2,8%
Deferred tax liabilities	1.012.651	984.035	2,9%
Provisions	13.110	13.238	-1,0%
Other liabilities	0	487	-100,0%
<b>Total non-current liabilities</b>	<b>4.812.141</b>	<b>4.612.540</b>	<b>4,3%</b>
<b>TOTAL LIABILITIES</b>	<b>7.523.834</b>	<b>6.960.377</b>	<b>8,1%</b>
<b>SHAREHOLDER EQUITY</b>			
Equity attributable to the controlling interest	7.903.325	8.627.950	-8,4%
Non-controlling interest	55.826	56.914	-1,9%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>7.959.151</b>	<b>8.684.864</b>	<b>-8,4%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>15.482.985</b>	<b>15.645.241</b>	<b>-1,0%</b>

## Indicators

Closing price	22.660
Closing price 12 months prior	25.340
Max. 52 weeks	26.400
Min. 52 weeks	17.000
Market Cap. (COPMM)	10.426.398
Intrinsic value <sup>(1)</sup>	17.298
P/E Ratio <sup>(2)</sup>	16,2
P/BV <sup>(2)</sup>	1,4
EV / EBITDA (2) without NIIF 16	1.314.936,0
EV / EBITDA (2) with NIIF 16	7,81
Earnings per Share <sup>(3)</sup>	1.225
Dividend per share-month	54,1
Dividend Yield <sup>(3)</sup>	2,5%
Share Price Return <sup>(3)</sup>	-10,6%
Total Return <sup>(3)</sup>	-8,2%
Change in COLCAP <sup>(3)</sup>	-25,7%
Return on Equity <sup>(2)</sup>	9,1%
Return on Invested Capital <sup>(2)</sup>	9,7%
Outstanding Shares	460.123.458
Number of Shareholders	11.531
Bursatility	High

FIGURES IN COP\$ MM

(1) Calculated over total shareholder equity

(2) Food companies / 12 months

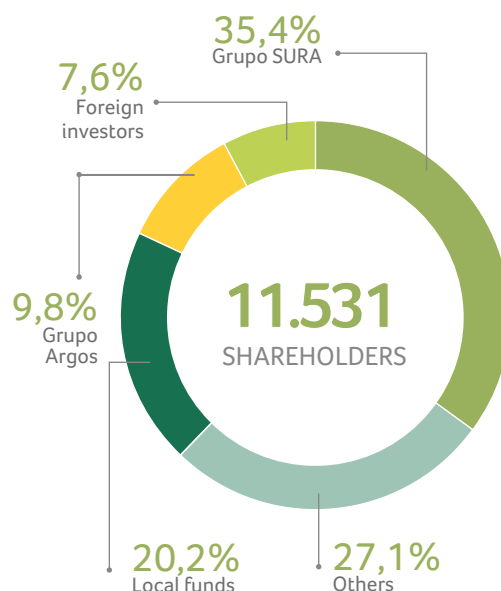
(3) Last 12 months

FIGURES IN COP\$ MM

(1) Calculated over total shareholder equity

(2) Food companies / 12 months

(3) Last 12 months







## Cold cuts



### Pietran's new pulled veggie protein

With the purpose of providing the best nutrition to its Colombian consumers, Pietran strengthens its meat analog product portfolio with the new Veggie Desmechado (pulled veggie protein), a versatile and delicious healthy diet alternative for vegetarians and vegans as well as for meat consumers. The product is a 100% wheat-based, preservative-free vegetable protein and it is available through the modern channel and at healthy food stores.



### Zenú ventures into new categories: Tuna loins and frozen potatoes

With two new products in its portfolio, Zenú seeks to position itself as a multi-category brand in the Colombian households. Such products are the new, preservative-free Zenú tuna loins in water, sunflower seed oil or olive oil, which are an excellent source of protein and Omega 3; and the new, preservative-free delicious and crispy Zenú frozen wedge and thin potatoes from the Colombian fields. With these new products, which are available through Novaventa, Zenú ventures into new categories that have a great growth potential.



## Biscuits

### Noel cookies with cream

With the purpose of dynamizing the specialties segment, Noel launched into the market a delicious combination of oatmeal cookies with a soft and tasty cream in two new flavors: Greek yogurt and Dark chocolate. With this innovation, which is ideal for sharing or simply enjoying a craving at any time of the day, the brand enhances its premium cookies portfolio in Colombia with differentiated and appraised options.



### New orange-filled Yipy cookies

Pozuelo launched into the market the new Yipy cookies with orange-flavored filling, thus adding a new flavor experience to its traditional chocolate-covered cookies. An ideal innovation for both kids and adults to satisfy their cravings and stimulate their senses with a fun, delicious combination.



### Chiky's coconut cookies

Chiky, a brand loved by the Central American youth, constantly challenges itself to create new and delicious flavors aligned with the trends of its consumers. With the aim of offering a new flavor experience, the new Coconut Chiky cookies were launched into the market and are available from September in Walmart stores.

### Piña colada-flavored Recreo cookies

The Recreo brand launched into the Central American market its new piña colada cookies. This new and delicious combination of coconut and pineapple is perfect for enjoying this tropical flavor at any place and any time of the day.



### MerendinaFlip

MerendinaFlip is Merendina's innovation proposal for the Costa Rican market. It is a vanilla pastry filled with cream and two different coatings: white chocolate and dark chocolate. Two new flavors that are ideal for improving the brand's connection with its consumers and to be enjoyed at any place and any time of the day.



## Pasta



### Learn from home with Doria

Through the "Aprende Desde Tu Casa" (Learn from Home) platform, Doria has been giving free classes on recipes and preparations with some of the products from its portfolio, such as quinoa and gluten-free pasta, whose consumption has been growing in Colombia. With virtual scenarios like this one, the brand strengthens its presence in the homes of its consumers while teaching them the nutritional benefits of the mentioned products.

### Monticello's balsamic vinegar

Originating in the Italian provinces of Modena and Reggio Emilia, Monticello's balsamic vinegar is the brand's latest innovation that opens doors to a new category, thus increasing its share in the Colombian market. Prepared with the best ingredients and the entire Italian tradition, it is the ideal ingredient for recipes like vinaigrettes for salads, sauces and desserts, among other.





## Chocolates



### Jumbo's new deluxe nuts chocolate bar

The Jumbo brand surprises its consumers with its new special edition chocolate bar: Deluxe Nuts Jumbo, a delicious 200g milk chocolate bar with cashew nuts, crunchy macadamia nut bits, almonds and peanuts. A powerful and appraised mix of premium nuts that gives a special touch to the Jumbo chocolate. An ideal product for Colombians to share, give away and sweeten this time of the year.



### Tosh's new Pop Oatmeal

The Tosh brand expands its oatmeal product portfolio with the new POP Oatmeal cereal and the also new Oatmeal Pancake mix, which are ideal for breakfast. The brands other two oatmeal products are the oatmeal, peanuts and raisins bars, and the oatmeal, honey and sesame seeds crackers, delicious and healthy snacks. Made with natural ingredients, these new references are an excellent source of fiber for Colombian consumers.

### La Especial's new Flavors of the World limited edition

The La Especial brand invites Colombian consumers to travel without even leaving their homes for them to get to know the Flavors of the World with its new limited edition products: Salt & Vinegar, a delicious mix of peanuts, Kraks peanuts and rice sticks that combines the flavors of vinegar, pepper and marine salt; and Parrillada, a barbecue-flavored mix of peanuts, Kraks peanuts and semi-popped corn.



### Winter's Wafer arrives in Peru

As part of its growth strategy for the biscuits category in Peru, and with the objective of gaining new clients and consumers, Compañía Nacional de Chocolates Peru introduced its new Winter's Wafer product, a delicious wafer sandwich with chocolate-flavored filling and a delightful chocolate coating.

### Zero-Sugar Cocoa

With the aim of expanding its portfolio in Central America and aligning it with the market trends (with consumers who are looking for healthier products that make a positive contribution to their diets), the Chocolates Business launched its new Zero-Sugar Cocoa, with only 80 calories per serving as it is sweetened with Stevia.



### Tutto launches its premium portfolio

Tutto continues seducing Central American chocolate lovers with the launch of its premium tablets, a different experience in terms of flavor and textures with a unique combination of ingredients: Strawberry Obsession, with white chocolate and lyophilized strawberries; Macadamia Temptation, with milk chocolate and caramelized macadamia nuts; and Wild Blackberry, semi-dark chocolate at 53% with wild blackberries.



## Tresmontes Lucchetti



### Kryzpo's new choripán-flavored chips

With an original and unmatched flavor, Kryzpo Choripán is the most recent innovation created by Tresmontes Lucchetti to surprise Chileans in September, the month of national holidays. This new product is currently available in multiple stores across the country, in 90g and 130g presentations.

### New Cool!nuts formats in Mexico

Cool!nuts expanded its reach in Mexico with its new 150g presentations for its Salted, Japanese and Mix products, and a 100g presentation for its Enchilados (spicy) product line. This supplement to the portfolio contributes to the growth in the shareable-products segment, gaining visibility and greater exposure at the points of sale.







## Ice cream



### Artisanal Coffee Dessert Ice Cream

The Ice Cream Business presented a new homage to the flavors of the earth and to the pride Colombians take in coffee, the flavor they carry in their heart. The product is the new Artisanal Coffee Dessert Ice Cream, a creamy and coffee-flavored ice cream with condensed milk filling.



### Half-liter Fantasia ice cream bucket

With the half-liter Fantasia ice cream bucket, everyone in Colombia will be part of a children's world at home. This new, delicious and fun vanilla-flavored ice cream is now the tastiest way of delighting the little ones.



### Dracula has come back!

Since September 2020, the most famous Count in the ice cream world opens the sarcophagus where he keeps his delicious and fun ice pops to share them with all Colombians. The already famous ice pop filled with strawberry jam filling and chocolate coating comes this year with 24 collectible monsters. In addition to the Dracula ice pop, a new ice cream bucket product was launched: a half-liter presentation of strawberry ice cream, strawberry jam and chunks of chocolate, which will be available starting November through Novaventa and the supermarket channel.



## Coffee



### New special edition of Café Matiz: San Juan Canyon

Café Matiz launches in Colombia its Cañón del San Juan (San Juan Canyon) special edition: a journey of flavors across the mountains of the Antioquia region. With a medium roasting, coarse grinding, subtle aroma, medium acidity and unique sugar cane flavor, this coffee evokes all the magic, aroma and flavor of a true origin coffee.



### Cameron's Coffee launches its new Organic Velvet Moon coffee with origin traceability

Cameron's Coffee launched into the American market its first coffee product with origin traceability: Organic Velvet Moon. By scanning a QR code, consumers can become connected with the history of the three different origins of this coffee blend: Nicaragua, Honduras and Sumatra. It is an organic Arabica coffee blend of the best beans from these geographies, with medium-dark roasting. It is ideal for consumers who like to look into the sourcing chain of the products they buy.

### Tosh infusions with chamomile

With the aim of expanding its presence in the infusions category, the Coffee Business presented its most recent innovation: the new Tosh infusions with chamomile, made with 100% natural ingredients. The product has been available in the Colombian market since September in two different presentations: chamomile, lime, ginger and honey; and chamomile, anise and mint, both sold in the format of 20-unit boxes.



## Retail food

### New sales channels

In the light of the COVID-19 contingency, the Retail Food Business incorporated new sales channels for all its brands, and kicked off its own delivery team throughout Colombia. Since the beginning of the pandemic, the call center has received more than 675.000 calls and 502.000 orders, while the e-commerce platforms have received more than 1.747.000 visits and 147.663 orders. In addition to this, the points of sale were reopened with all the biosecurity protocols and complying with all the corresponding regulations of each city.



### New products for preparing at home

In response to the new home cooking habits that have significantly grown during the pandemic, the brands El Corral, El Corral Gourmet and Leños & Carbón developed new frozen kits for home preparation with the purpose of taking part of each restaurant's experience to the Colombian consumers' kitchens and being part of their family moments.



Stock photo, prior to Covid-19 lockdown

## Grupo Nutresa sets a new environmental goal

Focused on maintaining its commitment to sustainability and promoting the necessary actions to reduce the environmental impact of its operations and products, Grupo Nutresa recently updated its Sustainable Packaging Policy, which is aligned with the global trends of decreasing the pressure on the natural resources and implementing circular economy models. By 2030, all packaging materials used by Grupo Nutresa's brands will be designed to be recyclable, reusable or compostable.

In order to achieve this goal, the Organization will continue reinforcing and promoting actions such as eco-design initiatives; the promotion of recycled content; the reduction in the use of packaging materials through the Design-to-Value methodology; the support to recycling systems and circular economy models; its involvement in public policy adjustment and formulation; its participation in public-private alliances; and the communication with and education of consumers.

Additionally, Grupo Nutresa has formed alliances with national business associations and other companies from Colombia and Chile with the objective of not only achieving the goal, but also formulating a plan that involves the value chain actors, thus allowing to increase the recycling, recovery and reuse rates in both countries.



Scan the QR code to see the full policy:

## Grupo Nutresa doubles down on its commitment to food safety in its strategic region

With an investment of almost COP 800 million, Grupo Nutresa has expanded its "Germinar" food safety strategy to new municipalities in the Colombian provinces of Antioquia and Valle del Cauca, reaching a total of 15 regions.



Stock photo, prior to Covid-19 lockdown

By means of the campaign titled "Sembramos buenos hábitos entre todos" (Let's sow good habits together) and with the support from allies such as the Company's volunteer network, the Colombian Food Banks, the Alliance for Children's Nutrition, the Sura Foundation, the Bancolombia Foundation and Proantioquia, Grupo Nutresa intends to produce a positive impact on more than 1.800 people by developing capabilities among the families negatively affected by the socioeconomic effects of COVID-19 for the construction of urban and rural productive gardens.

In addition to technical and nutritional support, this initiative will deliver seed and gardening kits, plant pots and fertilizer, among other elements, which will contribute to the promotion of sustainable practices and projects focused on healthy lifestyles and nutrition that will have a positive impact on the social and economic stability of the territories.

It is worth noting that the Organization has already made an investment of almost COP 11,9 billion in donations for supporting

people during the pandemic. The following is a summary of Grupo Nutresa's contributions:

- Donation of resources to enhance the capacity of the intensive care units in Colombian hospitals, equipment for diagnosing COVID-19 cases in Chile, and support focused on controlling COVID-19 in Panama.
- Donation of more than 247.000 food aid packs that benefited more than 824.000 people in 25 Colombian cities.
- Donation of 50.513 food packs: 15.513 for the elderly in Chile and 6.000 in Mexico. In Costa Rica, Nicaragua, Guatemala and El Salvador, we delivered 26.000 food kits to people in vulnerable conditions.
- Donations for working jointly with local governments in Colombia.
- Participation of our network of more than 2.050 volunteers, who have contributed with more than 7.300 food packages so far, and have made donations to supplement the food aids delivered by the Organization across the country.



## Tresmontes Lucchetti led a new session of the Multi-Sector **Global Compact** **SDG2** Work Group in Chile



Tresmontes Lucchetti led a new session of the Multi-Sector Work Group focused on the SDG2 (Zero Hunger) which has been chaired by the Global Compact since 2018 and is sponsored by the FAO. The event gathered more than 70 representatives from international bodies, the academe, public entities, NGOs, the civil society, guilds and leading companies that support the Global Compact.

The session was mainly centered on sharing different views, progress achievements and ideas that allow to continue strengthening healthy lifestyles among the populations and reducing food insecurity in Chile, with the challenges the current pandemic and seclusion scenario entails.

## The Pasta Business solidifies its commitment to the **zero-water-disposal** strategy in Colombia

Productos Alimenticios Doria, fully committed and aligned with the sustainability-driven strategic priorities, has implemented a wastewater treatment system that allows reusing 100% of its wastewater in its multiple processes, thus becoming Grupo Nutresa's first zero-wastewater-disposal company. This challenge will be concluded this year with the installation of an evaporator that allows treating wastewater and closing the water-use cycle without the need for disposing water into any kind of bodies of water.

## Compañía Nacional de Chocolates-Socya alliance in Rionegro



Compañía Nacional de Chocolates recently entered into an alliance with Socya, a company that works on managing projects that enable incorporating sustainability trends into consumption models in both the public and private sectors in Colombia.

With this alliance, the Company's production plant in Rionegro (Antioquia) becomes part of the Recyclo program, which will allow to recover and reuse 40% of the waste from the production processes by collecting, selecting, preparing and shipping it, thus promoting a culture focused on circular economy.

