

# Shareholders' Newsletter

## 2018 Second Quarter Results



Consolidated half-year revenues for Grupo Nutresa grow 4,0% and its EBITDA margin stands at 12,5%.

Grupo Nutresa S.A. (BVC: NUTRESA) reports its Consolidated Earnings Results as of June 30, 2018.

Grupo Nutresa maintains its growing sales dynamics both locally and abroad, as well as a positive result in terms of profitability. Consolidated revenues amount to COP 4,3 trillion, representing a 4,0% increase, while innovation sales represent 21,9% of the total revenues.

Sales in Colombia amount to COP 2,8 trillion, which represent 64% of Grupo Nutresa's total revenues, exhibiting a growth of 4,4% with regard to the corresponding term in 2017. This is the result of a 3,8% growth in volumes along with a cautious pricing strategy and a proactive investment in our brands across the multiple channels served.

International sales total USD 547,3 million, representing 36% of total sales, with a 5,9% growth in dollars. These revenues represent COP 1,5 trillion when stated in Colombian pesos.

Gross profit for the term, which amounts to COP 1,9 trillion, grew by 5,6% with regard to the corresponding term in 2017, reflecting the increase in sales, the efforts in productivity and the constant search for greater efficiencies in commodities sourcing and purchasing strategies.

Grupo Nutresa's operating profit amounts to COP 400.292 million, with an operating margin of 9,3%. This result comprises a 6,3% increase in selling expenses along with a 0,7% and 3,5% increase in both administrative and production expenses.

In terms of profitability, an EBITDA of COP 540.016 million is reported, which represents a 2,4% growth compared to the corresponding term in 2017 and is equivalent to 12,5% of total revenues.

Net post-operative expenses, which amount to COP 60.637 million, exhibit a reduction of 43,4% with regard to the corresponding term in 2017 as a consequence of a significant decrease in financial expenses.



Grupo Nutresa's half-year sales grow 4,0% when compared to the previous year, amounting to COP 4,3 trillion.

Consolidated net profit amounts to COP 245.137 million, representing 5,7% of total revenues and exhibiting a 4,0% increase.

Finally, in other relevant news, we are pleased to report that Grupo Nutresa was ranked as the top company in terms of talent attraction and retention not only in the food industry but overall in Colombia. The ranking was published by the Business Monitor of Corporate Reputation –MERCO– in its ninth edition. This acknowledgment confirms our decision to work on the comprehensive development of our employees, and it strengthens our conviction of creating and managing higher-achieving goals that continue to inspire and motivate our teams in the creation of a Future Together.

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

The Separate Financial Statements of Grupo Nutresa S.A. report COP 253.622 million in operating revenues for the half of 2018, which are derived from the application of the equity method on subsidiaries and associated companies for COP 196.236 million, and from the recognition of dividends from the investment portfolio totaling COP 57.386 million. Net profit is COP 252.687 million and equity amounts to COP 8,5 trillion.

Sales in Colombia amount to COP **2,8 trillion, 4,4% higher** than the corresponding revenues in 2017.

Sales abroad, which reflect a **5,9% growth** in U.S. dollars, amount to **USD 547,3 million**.

In terms of profitability, the consolidated EBITDA totals **COP 540.016 million**, representing **12,5%** of sales.

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# Fitch Ratings

## Fitch Affirms Grupo Nutresa's 'AAA (col)' Ordinary Bond Rating

Fitch Ratings affirmed the Rating of Grupo Nacional de Chocolates S.A. (Grupo Nutresa) Trust for COP 500.000 million in 'AAA (col)'. The perspective is stable.

According to Fitch Ratings, the decision to affirm the rating “reflects the Company’s solid competitive position in its relevant markets, its growing geographic diversification in countries with a favorable operating environment and its solid credit profile. The Company’s competitive positioning and its brand capital have allowed it to defend its profitability margins. The ratings also incorporate the strengthening of the liquidity indicators.”

The 'AAA' local Rating indicates the highest rating assigned by Fitch in the local scale of a 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 same country. In turn, the perspective indicates the direction in which a rating could possibly move within a period between one and two years.

## The Chocolate Business, Present in the Alimentec Fair 2018



The Industrial Category of the Chocolate Business – with its National de Chocolates and Cordillera brands – had an outstanding participation in Alimentec 2018, the largest food fair developed in Colombia. There, through a 4D experience, visitors had the chance to enjoy a trip to the cocoa fields and the Compañía Nacional de Chocolates (CNCH) sustainability practices, including its productive processes and the solar panel of the factory in Rionegro, Antioquia.

Thus, CNCH adds magic to its communication and transcends the way to connect with clients to tell real, genuine and powerful stories that promote its commitment to sustainability.

## Progress in the Consolidation of Grupo Nutresa in Mexico

In line with its corporate model, Grupo Nutresa has among its objectives to position the company as a relevant player in its strategic region, to strengthen its brands and distribution networks, and to provide new opportunities for the development of its people.

For this reason, since 2014, it has advanced the “Somos” Project in Mexico, through TMLUC and the Chocolate Division, which has allowed it to significantly advance in its distribution model in that country, thanks to a differentiated offer through channels and segments for its clients.



## Grupo Nutresa, the Best Company to Attract and Retain Talent in Colombia



This year, Grupo Nutresa ranked first among the companies with the greatest capacity to attract and retain talent in Colombia, according to the MERCOS Talento ranking, of the Business Monitor of Corporate Reputation (Monitor Empresarial de Reputación Corporativa, MERCOS).

The programs that led Grupo Nutresa to obtain this position are focused on promoting the integral development of its employees, encouraging their commitment to achieve long-term objectives and increasing their productivity. Labor and spatial flexibility for work development, personal and professional growth programs, the support for the families of employees, the generation of equal opportunities, the promotion of healthy habits and the strengthening of the leadership style are highlighted.

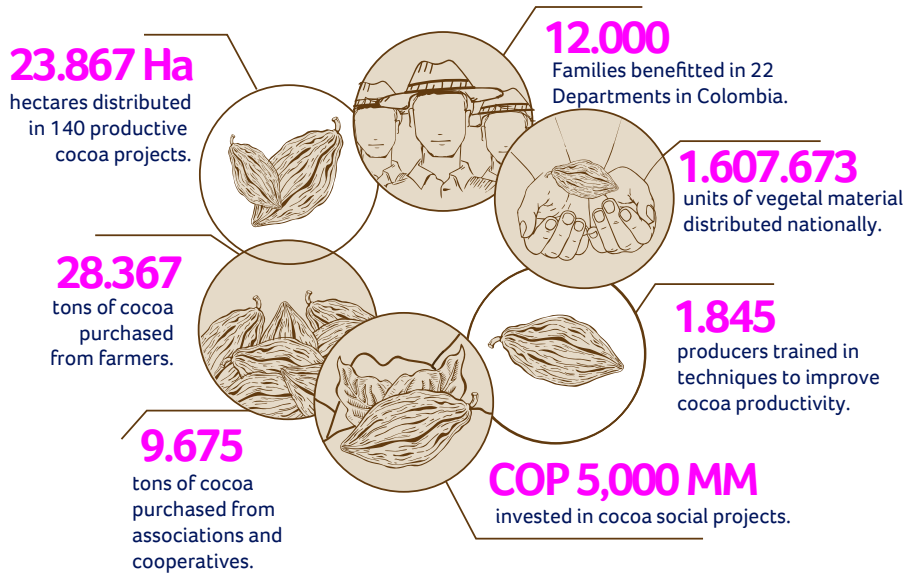
Since its implementation in Colombia, Grupo Nutresa has participated in this ranking. In 2012, it ranked fifth; then, from 2013 to 2015, it ranked third. In 2016 and 2017, it ranked second, and this year, it reached the first position in the list.



## The Management of CNCH's Agricultural Development Celebrated Its 60th Anniversary

In May, the Compañía Nacional de Chocolates Purchasing and Agricultural Development Area celebrated 60 years of social commitment with cocoa farmers and the promotion of the development of technified, sustainable crops in Colombia.

This is a commitment that grows every day and is strengthened by building relationships of trust with farmers, associations, the Government, universities and other members of the value chain that contribute to the construction of A Future Together.



## Programa Bambú

### A Commercial Program with Solid Results

Bambú is Grupo Nutresa's program for the implementation of an approved model of Commercial Developers, which generates greater competitiveness and sustainability in the traditional channel and focuses on retail and mini-market clients, segmented by sales volume.

Throughout this program, the Grupo Nutresa Distribution Network has delivered a comprehensive value proposal to 2,644 clients in Colombia, which include improvements in the redesign of the point of sale, moments of consumption, and incorporation of technology geared towards a better shopping experience for consumers.

Since 2016, the implementation of Bambú has generated incremental sales for Grupo Nutresa of nearly COP 20 billion, encouraging the development and sustainability of clients, and the company's own business model.



## TMLUC Ranked Sixth as Having the Best Reputation in Chile

According to the RepTrak Chile 2018 study, from the Reputation Institute and Triangular Strategic Integration, TMLUC placed sixth in the ranking of companies with the best reputation in Chile.

The methodology used in conducting this study is the RepTrak® model measures the emotional attractiveness – esteem, confidence, admiration and good impression – that a company awakens, while evaluating rational aspects of its corporate performance.

In order to carry out this study, a total of 7,077 people were interviewed, whose opinions reflected the high level of demand of the Chilean consumer and the competition among companies to gain their trust.



## Recognitions



### Colcafé, the Most Inspiring Company in Antioquia in Labor Inclusion

Through its Management and Employment Placement Agencies, Comfenalco Antioquia gave Colcafé special recognition as the most inspiring company in the Department of Antioquia, Colombia, in matters of labor inclusion and as an organization committed to closing job gaps in the vulnerable population.



### Festival Emoji, Recognized for its Digital Impact

The Festival Emoji campaign was recognized in the IAB Mixx Awards Colombia 2018 in the Best Website Category, and received two additional awards in the International Marketing Festival (IMF), New Communication Techniques, Innovation and Events, in Argentina in the Categories “Marketing with Internet Support (Silver) and Integrated Marketing Communications (Bronze).



### Pozuelo Received the “Retailer Award”

The Costa Rican Chamber of Retail and Allied Traders (Cámara Nacional de Comerciantes Detallistas y Afines de Costa Rica, CANACODEA) awarded the “Retailer Award” to Compañía de Galletas Pozuelo for its outstanding work in the area of customer service, as well as its sales conditions in the retail sector.



### Jet in the Top 20 of the Most Valuable Brands in Colombia

Jet was included in the Top 20 of the most valuable brands in Colombia, according to the latest “BrandZ 2018” study, from the global agency Kantar Millward Brown. Likewise, Jet was

recognized with an EFFIE Colombia 2018 Award (Silver) for the launch of the Jet Crema campaign: “A New Way to Enjoy



### Comercial Nutresa Recognized for Its Excellent Collaborative Practices

Comercial Nutresa was recognized by the company Logyca in the Special Category “Industrial Collaboration of the Mass Consumption Sector” of the Customer Service Study 2017, in its third edition. Beyond being a double-track evaluation between suppliers and loyal retailers, and having key indicators to improve the relationship between chains and suppliers, the Study recognizes companies under four fundamental pillars: Logistics, Collaboration, Commercial Relationship and Point-of-Sale Management.



### Lucchetti, Recognized as a “Brand of Excellence” in Chile

According to the Estudio Chile3D, from the firm GfK Adimark, Lucchetti is one of the most valuable brands for Chilean consumers. This study analyzes their habits, lifestyles and behavior, based on three dimensions: prestige, affection and presence. The survey was applied to more than 5,000 people.



**ES... MUUUCHA GALLETA!**



### Pozuelo, One of the Preferred Brands in Central America

Compañía de Galletas Pozuelo was included in the Top 10 of the most beloved brands in Costa Rica by Kantar Worldpanel, occupying the fourth position in the General Category and second place in the Food Products Category. In Central America, the Company ranked fifth in the latter category.

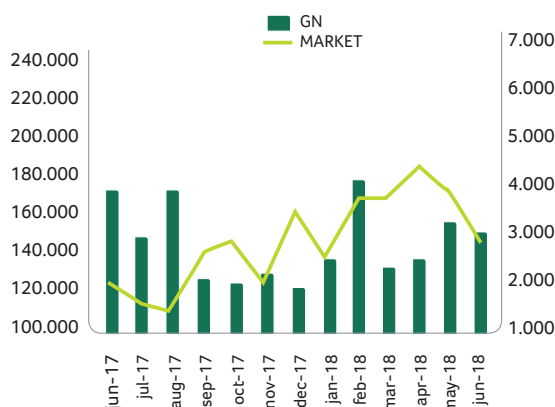
# Comprehensive income statement\*

From January 1st to June 30th, 2018. (Values expressed in millions of Colombian Pesos)

	Jan-Jun 2018	% Revenues	Jan-Jun 2017	% Revenues	% VAR
<b>CONTINUING OPERATIONS</b>					
<b>Operating revenue</b>	<b>4.326.514</b>		<b>4.159.066</b>		<b>4,0%</b>
Cost of goods sold	(2.398.340)	-55,4%	(2.333.030)	-56,1%	2,8%
<b>Gross profit</b>	<b>1.928.174</b>	<b>44,6%</b>	<b>1.826.036</b>	<b>43,9%</b>	<b>5,6%</b>
Administrative expenses	(196.903)	-4,6%	(195.591)	-4,7%	0,7%
Sales expenses	(1.263.528)	-29,2%	(1.188.495)	-28,6%	6,3%
Production expenses	(68.712)	-1,6%	(66.382)	-1,6%	3,5%
Exchange differences on operating assets and liabilities	1.864	0,0%	223	0,0%	N/A
Other operating expenses, net	(603)	0,0%	21.592	0,5%	-102,8%
<b>Operating profit</b>	<b>400.292</b>	<b>9,3%</b>	<b>397.383</b>	<b>9,6%</b>	<b>0,7%</b>
Financial income	7.034	0,2%	6.844	0,2%	2,8%
Financial expenses	(133.356)	-3,1%	(167.973)	-4,0%	-20,6%
Portfolio dividends	58.559	1,4%	54.321	1,3%	7,8%
Exchange differences on non-operating assets and liabilities	10.585	0,2%	(4.809)	-0,1%	N/A
Share of profit of associates and joint ventures	(704)	0,0%	1.216	0,0%	-157,9%
Other income	(2.755)	-0,1%	3.313	0,1%	-183,2%
<b>Income before tax and non-controlling interest</b>	<b>339.655</b>	<b>7,9%</b>	<b>290.295</b>	<b>7,0%</b>	<b>17,0%</b>
Current income tax	(87.429)	-2,0%	(70.437)	-1,7%	24,1%
Deferred income tax	(5.112)	-0,1%	18.677	0,4%	-127,4%
<b>Profit after taxes from continuous operations</b>	<b>247.114</b>	<b>5,7%</b>	<b>238.535</b>	<b>5,7%</b>	<b>3,6%</b>
Discontinued operations, after income tax	(843)	0,0%	(1.034)	0,0%	-18,5%
<b>Net profit for the period</b>	<b>246.271</b>	<b>5,7%</b>	<b>237.501</b>	<b>5,7%</b>	<b>3,7%</b>
Non-controlling interest	1.134	0,0%	1.822	0,0%	-37,8%
<b>Profit for the period attributable to controlling interest</b>	<b>245.137</b>	<b>5,7%</b>	<b>235.679</b>	<b>5,7%</b>	<b>4,0%</b>
<b>Ebitda</b>	<b>540.016</b>	<b>12,5%</b>	<b>527.210</b>	<b>12,7%</b>	<b>2,4%</b>

\*Unaudited information.

## Average trading volume



## Share performance

Base 100: June 30st, 2017



# Statement of financial position

As of June 30st, 2018. (Values expressed in millions of Colombian Pesos)

	JUN-18	DEC-17	% VAR
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	323.015	435.643	-25,9%
Trade and other receivables	982.429	957.568	2,6%
Inventories	985.572	982.816	0,3%
Biological assets	80.952	81.518	-0,7%
Other current assets	282.116	221.475	27,4%
Non-current assets held for sale	6.585	6.557	0,4%
<b>Total current assets</b>	<b>2.660.669</b>	<b>2.685.577</b>	<b>-0,9%</b>
<b>Non-current assets</b>			
Trade and other receivables	26.277	26.509	-0,9%
Investments in associated and joint ventures	177.513	180.451	-1,6%
Other financial non-current assets	3.820.160	4.133.963	-7,6%
Property, plant and equipment, net	3.290.669	3.395.671	-3,1%
Investment properties	77.245	72.306	6,8%
Goodwill	2.039.695	2.118.226	-3,7%
Other intangible assets	1.148.745	1.181.350	-2,8%
Deferred tax assets	386.564	415.072	-6,9%
Other non-current assets	68.050	100.352	-32,2%
<b>Total non-current assets</b>	<b>11.034.918</b>	<b>11.623.900</b>	<b>-5,1%</b>
<b>TOTAL ASSETS</b>	<b>13.695.587</b>	<b>14.309.477</b>	<b>-4,3%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	360.929	557.133	-35,2%
Trade and other payables	960.300	993.241	-3,3%
Tax charges	254.457	207.776	22,5%
Employee benefits liabilities	161.420	172.730	-6,5%
Current provisions	4.005	9.820	-59,2%
Other current liabilities	16.593	14.261	16,4%
<b>Total current liabilities</b>	<b>1.757.704</b>	<b>1.954.961</b>	<b>-10,1%</b>
<b>Non-current liabilities</b>			
Financial obligations	2.564.220	2.474.077	3,6%
Trade and other payables	158	158	0,0%
Employee benefits liabilities	221.454	226.574	-2,3%
Deferred tax liabilities	694.741	702.967	-1,2%
Other non-current liabilities	516	559	-7,7%
<b>Total non-current liabilities</b>	<b>3.481.089</b>	<b>3.404.335</b>	<b>2,3%</b>
<b>TOTAL LIABILITIES</b>	<b>5.238.793</b>	<b>5.359.296</b>	<b>-2,2%</b>
<b>SHAREHOLDER EQUITY</b>			
Equity attributable to the controlling interest	8.417.112	8.907.656	-5,5%
Non-controlling interest	39.682	42.525	-6,7%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>8.456.794</b>	<b>8.950.181</b>	<b>-5,5%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>13.695.587</b>	<b>14.309.477</b>	<b>-4,3%</b>

## Indicators

Closing price	27.000
Closing price 12 months prior	26.400
Max. 52 weeks	28.000
Min. 52 weeks	25.520
Market Cap. (COPMM)	12.423.333
Intrinsic value <sup>(1)</sup>	18.379
P/E Ratio <sup>(2)</sup>	22,7
P/BV <sup>(2)</sup>	1,9
EV / EBITDA <sup>(2)</sup>	10,4
Earnings per Share <sup>(3)</sup>	934
Dividend per share-month	47,2
Dividend Yield <sup>(3)</sup>	2,1%
Share Price Return <sup>(3)</sup>	2,3%
Total Return <sup>(3)</sup>	4,4%
Change in COLCAP <sup>(3)</sup>	7,8%
Return on Equity <sup>(2)</sup>	8,4%
Return on Invested Capital <sup>(2)</sup>	8,4%
Outstanding Shares	460.123.458
Number of Shareholders	11.491
Bursatility	High

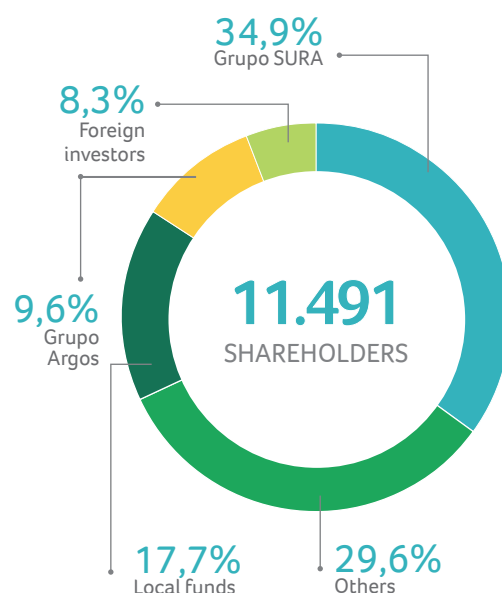
FIGURES IN COP\$ MM

(1) Calculated over total shareholder equity

(2) Food companies / 12 months

(3) Last 12 months

## Ownership structure



\*Unaudited information.



## Cold Cuts



### Pietrán, Now without Preservatives

Pietrán launched its portfolio of products without preservatives and without added nitrites, reducing and eliminating some of the main consumption inhibitors of Colombians, and preserving the appearance, nutritional characteristics, taste and shelf life of Pietrán products. This is the result of constant research and innovation, which incorporates science and technology, and which aims to continue providing food options that promote healthy lifestyles.

### Ranchera Alignment, Limited Edition

With the aim of capitalizing on the passion generated in Colombia by the World Cup, Ranchera launched its limited edition “Ranchera Alignment,” a delicious combination of sausages flavored with melted cheese and chipotle, Chimichurri and honey. It is a novel alternative to accompany the World Cup matches and achieve a relevant presence during breakfast, making the brand profitable and generating impact and remembrance.



### New Berard Spicy Smoked Sausage

Berard launched its new Spicy Smoked Sausage, with an exotic flavor that will activate the five senses of Panamanian consumers from the first bite. It is a 100% pork product, with a unique mix between sausage and chorizo and an unequalled texture, ideal to enjoy with family and friends.



## Biscuits



### New Tosh Multi-Grain Wafers with No Sugar Added

Understanding the needs of its consumers and the trends in healthy eating, Tosh launched the new Tosh Wafer in the Colombian market. It is a multi-grain wafer with pieces of natural fruit, with no sugar added and naturally sweetened with Stevia, in Kiwi and Coconut flavors.



### Festival Gol and Chiky Gol, Present in the World Cup

Taking advantage of the World Cup fever, and seeking to offer new, fun experiences, Festival and Chiky surprised young Costa Rican consumers with the launch of Festival Gol and Chiky Gol, two vanilla cookies in the shape of a ball, the former filled with chocolate cream and the latter, with chocolate frosting.



### Soda Sandwich Revolutionized the Way of Eating a Sandwich

Seeking to develop new occasions for family consumption, Soda Pozuela, leader in the cracker segment in Central America, launched the new Soda Sandwich to take over the moments of consumption typically associated with bread. It is a perfect cracker to put a sandwich together with the consumer's favorite ingredients.



## Pasta



### Doria Ravioli Returns

Doria Ravioli has returned to the market. The brand improved its fillings to make them richer and smoother, and launched a new Cheese flavor to reinforce its portfolio in the category of stuffed pastas in Colombia. Now, consumers have more preparation options and have a better companion for the most special moments.

### New Ginger and Rosemary Lasagna

Monticello developed its new Lasagna with Ginger and Rosemary, a fusion of flavors and aromas unique in its kind, which evokes the freshness of the natural and the intense flavor of the Mediterranean. It is an exclusive product to delight Colombian consumers who buy their favorite pastas through the Novaventa catalogue.



### Explosion of flavors with Monticello Creste di Gallo

The Monticello brand launched a special product in the Colombian market: a new pasta in the shape of a rooster crest which, thanks to its tubular shape and ideal size, allows the sauce added to be absorbed better, allowing a better result in preparations and generating a whole explosion of flavors on the palate.







## Chocolates

### New Brewer Peanuts with Lemon and Pepper Flavors

La Especial surprises with its new Lemon- and Pepper-Flavored Brewer Peanuts, ideal to share in celebrations and memorable moments. A perfect companion to socialize and the best alternative to pair with beer.



## Coffee



### New Pomona Coffee by Matiz in Carulla FreshMarket

Café Matiz is present with a sensory experience to live the Colombian coffee culture through preparations and rituals of consumption in Pomona Coffee by Matiz, located in the Carulla FreshMarket on Avenida Pepe Sierra in Bogotá, a space for didactic and interactive knowledge to learn about the coffee culture through the technical and the artistic.



### New Chin Chin Galle Mellow

Chin Chin launched the new Chin Chin Galle Mellow in the Peruvian market; it is a cookie with marshmallow covered with chocolate and colored sprinkles, a combination of flavors and textures that make it a unique product. This innovation allows the brand to continue conquering customers and consumers through a differentiated value proposition.



### New Chile – Lemon Granuts in Central America

During the World Cup season, Granuts launched in Central America, and for a limited time, Chile – Lemon Granuts, a perfect mix to celebrate the soccer festival and take it everywhere with its on-the-go packaging. Thanks to this innovation, the brand boosts its commercial strategy in the region.



## Ice Cream



### Golazo, the Preferred Option in the World Cup

Aimed at soccer lovers, Crem Helado's Golazo is delicious vanilla ice cream in a presentation of collectible plastic balls, with colors and motifs allusive to the World Cup.

### Polet Cookie and Dulce de Leche

Polet launched the new Polet Cookie and Dulce de Leche (Caramel) in the Colombian market. It mixes the delicious flavor of vanilla with Dulce de Leche and a chocolate cookie, all bathed in a crispy Polet chocolate coating. A new alternative for the consumer who loves the best premium ice cream.



### Aloha Triple

Under the slogan "Refresh Yourself with Aloha," the brand presented to the market a spectacular popsicle with the three colors of the Colombian flag: orange-flavored yellow, blueberry-flavored blue and cola-flavored red. The launch was accompanied by a strong digital campaign under the hashtags #triple and #laquépaleta.



### Triple Scooping

Ideal to enjoy the vacation season, Triple Scooping arrived in the Colombian market, with the colors of the National flag, in a 10-liter container, mixing the vanilla, blueberry and cola flavors.



### New Novaventa – P&G Alliance

In order to continue offering convenient, innovative solutions to its consumers and Entrepreneur Mothers, Novaventa presented its new commercial alliance with Proctor & Gamble (P&G), active as of Campaign #10. This new ally reflects the diversification of the Direct Sales portfolio, which, in this case, includes eight products for men's care and specialized lines for women.







## Tresmontes Lucchetti

### New Lucchetti Sauce with 50% Less Sodium

This new sauce joins a wide variety of alternatives offered by Lucchetti to captivate consumers increasingly concerned about their health and who value whole-grain pasta, a segment in which the brand is leader. On sale in a 200g-Doypack format in the Chilean market, it has all the flavor of traditional Italian sauce with 50% less sodium.



### The best Coffee Beans, Now Caffeine Free

TMLUC launched Decaffeinated Gold Origins Coffee in Chile. It is a coffee made from carefully selected 100% Arabica beans, which achieves an excellent balance between sweetness and acidity. Available in a 250g format, it is ideal to enjoy a premium experience at any time of the day.



### The Zuko Family Grows in the United States

Zuko complements its variety of flavors in the United States by including three new fruit options: tangerine, strawberry and guava, in the Doypack version yielding nine quarts. With this new reference, the brand seeks to attract more Latino consumers who yearn for the flavors of their countries and regions, and to face the offer of competitors.

### Zuko Innovates and Moves Toward Other Sales Channels

Zuko developed a new presentation – yielding 24 liters – for the Central American market, in order to cover the institutional channel and Price Clubs. It is available in best-seller flavors: fruit punch, orange and black tea with lemon.



### All the Power of Crunch Arrives in Panama

After its introduction in Honduras, Kryzpo, the favorite salted snack, arrived with firm steps in Panama to continue expanding the category of stackable potato chips in the Central American market. Panamanians now enjoy all the power of Kryzpo Crunch in three delicious flavors: original, cheese and onion cream, all available in a 140g format.



## Retail Food



### The Milkshake Festival Returned to El Corral

Hamburguesas El Corral launched its traditional Milkshake Festival. After a call to discover the most representative flavors of Colombian festivities, more than 7,000 proposals were received, resulting in the following winners: Lulo with Lulo Sauce, Pineapple with Dehydrated Coconut, Guanábana (Soursop) Merengón, Passion Fruit with Passion Fruit Sauce and Poppy Seeds, and Manjar Blanco with Peces of Arequipe (Caramel).



### New Leños & Carbón in Cali

With the presence of the media, foodies and personalities from the city of Cali, Leños & Carbón opened its new restaurant in the traditional barrio (neighborhood) Granada.



### New Options for Brunch

Looking to surprise its guests in the mornings, El Corral Gourmet continues to introduce varied options for brunch time. Delicious alternatives for all tastes include homemade hash browns, scrambled eggs, ranchero or Aztec fries and the new calentado with lentils.

### The Favorite Pizzas in the World Cup

In the framework of the Soccer World Cup, Papa John's opened a vote among Colombians to select their three favorite pizzas during the soccer season. In the end, the ones selected were Pepperoni and Three Cheeses, Hawaiian, and Chicken and Mushrooms.





## Tosh Is Now a Carbon-Neutral Brand and Launches an Image

Tosh, Grupo Nutresa's transversal brand in six categories and present in 32 countries, has been certified as "Carbon Neutral" by ICONTEC International, through the English standards PAS 2050 and PAS 2060.

Being a carbon-neutral footprint brand means that the amount of CO2 emitted during the production process of the Tosh products is compensated in its entirety, minimizing and neutralizing its impact on climate change.

To this end, the brand carried out an exhaustive analysis of the life cycles of its products and implemented actions aimed at measuring and reducing its emissions of Greenhouse Gases (GHG).



Those emissions that cannot be reduced yet in the productive and transport processes are now compensated by the brand through three specific initiatives: the protection of a forest on the Santa Ana site in the Sonsón, Antioquia Páramo (moorland) where 12,983 tons of CO2 are captured; the conservation of forests in the Costa Rican Caribbean area, compensating 2,000 tons of CO2; and the start-up of an agroforestry system at the Yariquíes Farm in Barrancabermeja, Colombia, thanks to which more than 5,500 tons of CO2 have been captured.

Consistent with its superior purpose, Tosh has also evolved its image, with a more-dynamic proposal that reflects the essence of the healthy and natural aspects of the brand and more strongly transmits the benefits that its portfolio brings to consumers.



## For the Fourth Consecutive Year, Grupo Nutresa Recognized the Work of its Regional Supplier Network

In the framework of its work with its value chain to develop sustainable sourcing, Grupo Nutresa held the fourth edition of its "Grupo Nutresa Exemplary Supplier" Program and recognized 17 of its suppliers in Colombia and abroad, a distinction that acknowledges their commitment to the development of society and the economic, social and environmental progress of the countries.



A total of 1,205 suppliers of goods and services – of the 15,800 active suppliers Grupo Nutresa has – were invited to participate in the program this year. Of these, 363 were nominated; they were evaluated by a technical committee and a specialized external consulting firm. Finally, a managerial committee was in charge of selecting, from among the 59 finalists, the 17 companies recognized in 23 categories.

After the event, some personalized feedback was made to the suppliers about the evaluation, seeking to develop sustainable capabilities in the participating companies. In fact, 75% of the suppliers linked to the program in the last two editions have improved their performance in the dimensions evaluated by an average of 48%.

## The Nutresa Express Capsules Return Recycling Plan



After the launch of the Nutresa Express Capsules in the Colombian market, the Coffee Business developed a recycling program called "Return Plan," through which it seeks to equip schools in different rural areas of the country with furniture manufactured from the used capsules.

The Business developed this program together with Fundación Nutresa, under the "Nutresa Quiere a los Niños" Program to select those schools in Colombia that need furniture for their students the most.

Today, three different ways of collecting the capsules have been designed for consumers, according to their needs: recycling bags, cans at fixed collection points, and recycling at home.





## Grupo Nutresa's Commitment to Education in Colombia Continues

Committed to the construction of A Future Together, and aware that education is a fundamental pillar to achieve it, through its Foundation Grupo Nutresa held the “XVI National Congress of Education: Leading to Educate” in the city of Cali this quarter.

More than 1,400 educational directors and teachers gathered to talk about one of the most important challenges in education: school leadership, as well as listen to presentations by national and international experts, such as David Hopkins from England and Renato Operti from Uruguay.

Within the framework of the event, the III Encounter of Secretaries of Education was held, attended by 30 officials from all over the country to discuss how to strengthen the role of local or territorial management in improving the management of educational institutions.

The graduation of 129 educational institutions participating in the “Líderes Siglo XXI” Program was also held. It is an initiative aimed at accompanying different schools in the country in the improvement of their most relevant processes in order to offer quality education.



Also, the eighth version of the “Nutresa Award for Quality School Management,” which highlights the institutions that successfully implement all the guidelines given to improve their educational practices, was held. The winning entity was the San Vicente Educational Institution, in Palmira, Valle del Cauca, thanks to its outstanding school leadership that involves the entire educational community, its academic and coexistence excellence, and the impactful strengthening of the life project of students and their families.

Finally, the event concluded with the development of the first collaborative exercise of a sustainable school, where attending teachers – inspired by the United Nations Sustainable Development Goals (GSD) – identified the actions that can be developed from education to contribute to achieve these goals.

## Pozuelo Is Procured with Solar Energy in Costa Rica

Seeking to implement new and better sustainability practices, and as part of its “Building Together” Program, Compañía de Galletas Pozuelo installed 224 solar-panel modules on its roofs to supply its energy demand and minimize the impact on the environment. The investment will contribute to the reduction of 5.8 tons of Carbon Dioxide (CO2) emissions, the productive equivalent of 150 mature trees capturing Greenhouse Gases (GHG).



These are the first panels installed in the plant for large-scale electric power generation. Previously, solar energy had already been used to heat water for the production process.

The photovoltaic solar system will be able to generate 104,300 kWh per year, enough to supply 36 average houses in Costa Rica for a year. In total, the power or installed capacity will be 71,680 kW.



## La Recetta Innovates in Favor of Sustainability

In Colombia, La Recetta launched its “Pact with the Earth” Campaign, an initiative framed in the celebration of the World Environment Day and the World Oceans Day.

The “Pact with the Earth” Campaign arose after considering the effects caused on the planet by the use of plastic. Aware that this material takes up to 1,000 years to decompose and that thousands of tons of plastic are currently contaminating the oceans, La Recetta has decided to take an important step.

Starting from an innovative idea from the Grupo Nutresa Imagix Program, the initiative of zero plastic cups was born in all the installations of the Company in the country, in addition to giving each employee a biodegradable-material glass for their daily use.



## ADVANCES IN COMPLIANCE with the 2017 Indicators



### 1. NO POVERTY



**COP 62,367 Billion**  
of social investment  
in communities



### 2. ZERO HUNGER



**COP 646.405**  
in sales of products  
enriched with deficient  
macro- and  
micro-nutrients in the  
strategic region



### 8. DECENT WORK AND ECONOMIC GROWTH



**COP 101.814 Billion**  
invested in the quality  
of life, training and aid  
for employees



### 9. INDUSTRY INNOVATION AND INFRASTRUCTURE



**20,2%**  
sales for innovation



### 12. RESPONSIBLE CONSUMPTION AND PRODUCTION



**90,3%**  
waste  
management



### 13. CLIMATE ACTION



**-41,4%**  
reduction of  
GHG emissions



### 16. PEACE, JUSTICE AND STRONG INSTITUTIONS



**COP 5.565 Million**  
social investment  
in the post-conflict