

Presence in our strategic region [GRI 2-1] [GRI 2-6] [GRI 2-7]

Distribution and sales



Biscuits



Coffee



Cold Cuts



Chocolates



Tresmontes
Lucchetti



Retail Food



Ice Cream



Pastas



Other



Production



Distribution



Services

18 Countries where Grupo Nutresa has production plants and distribution network

47 Production plants

United States

2022: 13,5%
2021: 11,4%
Production plants: 2

Central America

2022: 10,2%
2021: 10,2%
Production plants: 6

Dominican Republic and the Caribbean

2022: 1,9%
2021: 1,9%
Production plants: 1

Chile

2022: 6,1%
2021: 6,4%
Production plants: 4

Malaysia

This operation is not part of the consolidation
Production plants: 1

Other

2022: 2,6%
2021: 2,7%

Mexico

2022: 3,2%
2021: 3,0%
Production plants: 2

Colombia

2022: 59,3%
2021: 61,1%
Production plants: 29

Ecuador

2022: 1,2%
2021: 1,3%

Peru

2022: 2,0%
2021: 2,0%
Production plants: 1

Venezuela

Production plants: 1

Shareholding structure

As of December 31, 2022.

9.711
Shareholders

35,7%
Grupo Sura

31,3%
Nugil

9,9%
Grupo Argos

23,1%
Other investors

South Africa

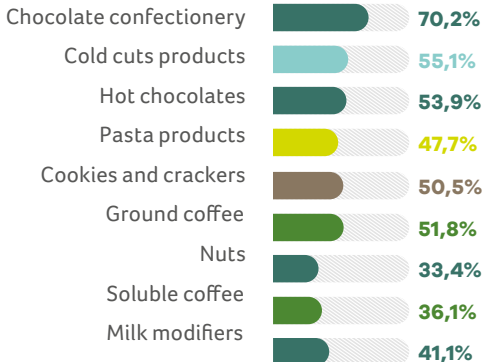
Philippines

Market share

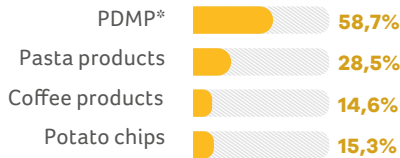
In Colombia**

Consolidated market share

52,3%



In Chile



In Mexico



*Powdered drink mix products

- #1** In the hamburger category in Colombia. In ice cream shops in Costa Rica and the Dominican Republic.
- #2** In the steakhouse category in Colombia.

** Expanded market estimation model that integrates several of Nielsen's sources of information, as well as Grupo Nutresa's proprietary information.

Corporate structure [GRI 2-6]



Business model



Our people

Grupo Nutresa promotes participative environments, the development of skills focused on both being and doing, the acknowledgment of achievements, the strengthening of leadership and a balanced lifestyle for our people.



Our brands

Grupo Nutresa's brands are leaders in the markets where the Company participates as they are widely recognized and cherished; they nourish, generate well-being and have become a part of people's daily lifestyle, with the best price-value ratio.



Our market entry capabilities

Grupo Nutresa's broad distribution network and market entry capabilities, with a product offer that is organized by channels and segments and with specialized service teams, allow us to have an excellent product availability in terms of frequency, as well as close relationships with our clients.

Main risks



Volatility in commodity prices and exchange rates.



Changes in the regulations related to both nutrition and health.



Negative impact of a highly competitive environment on the Business Units.



47,5% Traditional channel (mom-and-pop shops and minimarkets)

23,0% Supermarket chains

11,3% Alternative channel (catalog sales and vending machines)

6,2% Institutional channel

6,1% Industrial channel

5,9% Retail

Direct employees, third-party employees and apprentices



Direct employees, third-party employees and apprentices

74,0% In Colombia **TOTAL 48.721**

26,0% Abroad



Direct employees and apprentices

63,8% Men **TOTAL 31.020**

36,2% Women

Customers

- Novaventa Entrepreneurs **266.802**
- Points of sale **1.346.538**

Sales people

1.613.340

10.392

Digital transformation

Corporate ability to contribute to the Organization's sustainability by means of:



Evolution of the culture



Internalization of new ways of working



Venturing into new business models

Supported on technologies, improving sales, the experience and the competitiveness.



2030 OBJECTIVE

DOUBLING OUR REVENUES

With returns higher than the cost of capital

Grupo Nutresa's strategy is focused on doubling by 2030 the sales achieved in 2020, obtaining greater returns than the cost of capital used.

To achieve this goal, the Company offers food products and experiences from highly recognized and beloved brands to the consumers. Grupo Nutresa's products nourish, generate well-being and pleasure, have the best price-value ratio, are widely available in the strategic region, and are managed by talented, innovative, productive, committed and responsible people within a framework of sustainable development.

Results achieved in 2022

Consolidation of our commitments for 2030

People who received training related to ML/TF/FPWMD
2022: 31.706
 2021: 30.455 ▲

Sales (COP thousand million)
2022: 17.038
 2021: 12.738 ▲

ROIC
2022: 11,6%
 2021: 9,1% ▲

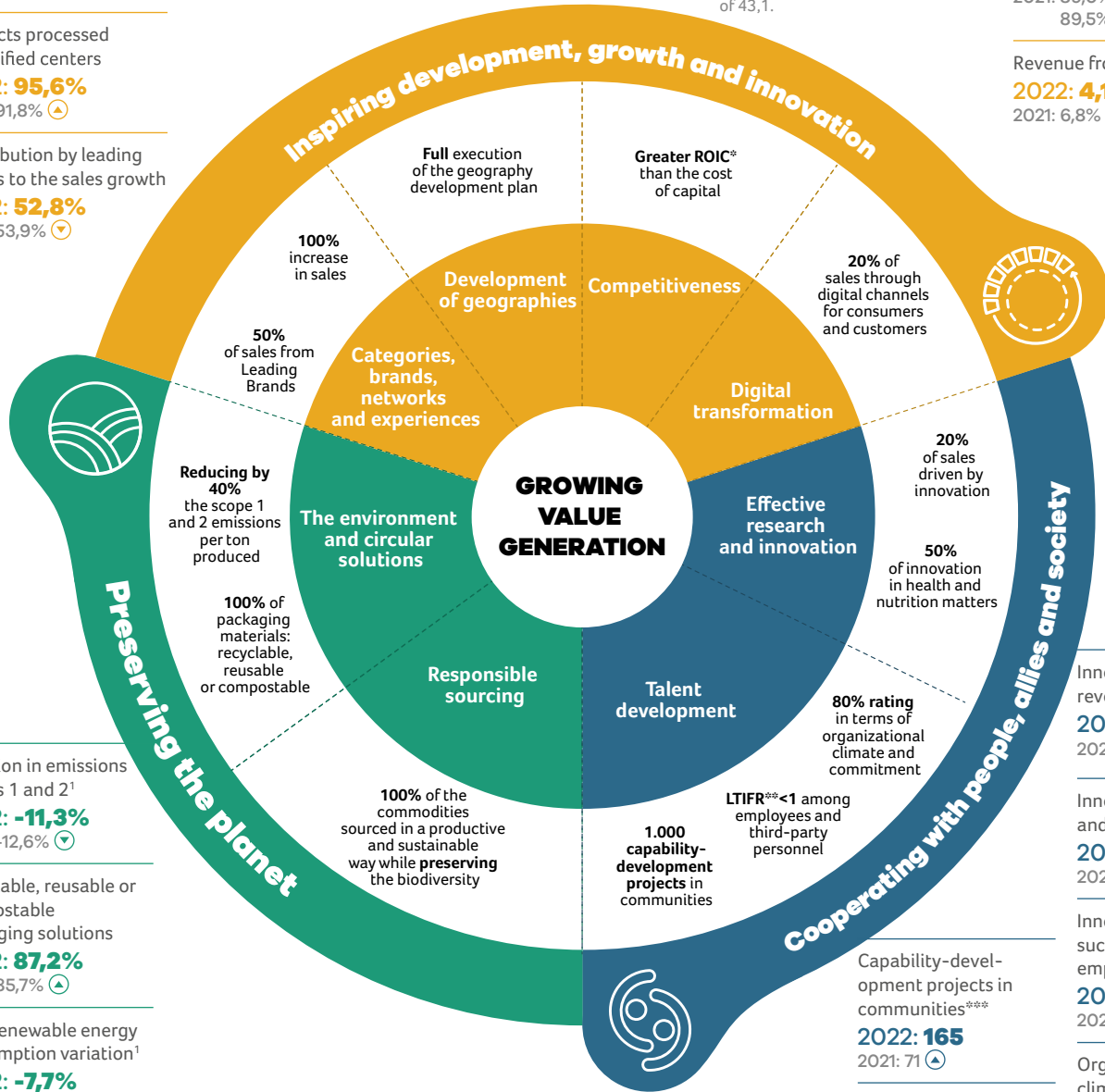
Execution of the geography plan
2022: 92% fulfillment
 2021: 100% fulfillment ▼
 Achieving a consolidated geography development index of 43,1.

Customer satisfaction index 2022
88,8% in Colombia
88,7% abroad
 2021: 89,0% in Colombia ▼
 89,5% abroad ▼

Products processed in certified centers
2022: 95,6%
 2021: 91,8% ▲

Contribution by leading brands to the sales growth
2022: 52,8%
 2021: 53,9% ▼

Revenue from digital channels
2022: 4,1%
 2021: 6,8% ▼



Variation in emissions scopes 1 and 2¹
2022: -11,3%
 2021: -12,6% ▼

Recyclable, reusable or compostable packaging solutions
2022: 87,2%
 2021: 85,7% ▲

Non-renewable energy consumption variation¹
2022: -7,7%
 2021: -5,5% ▲

Water consumption variation¹
2022: -2,67%
 2021: 1,85% ▲

¹ With regard to the 2020 baseline per ton produced.

Renewable electrical energy
2022: 89,1%
 2021: 86,4% ▲

Local sourcing
2022: 75,7%
 2021: 80,2% ▼

Commodities/supplies sourced in a productive and sustainable way
2022: 53,4%
 2021: 49,0% ▲

Investment in environmental management
2022: 37.800
 COP million
 2021: 31.071 ▲

Employee LTIFR
2022: 3,60
 2021: 3,63 ▲

Third-party employees' LTIFR
2022: 5,89
 2021: 6,42 ▲

Capability-development projects in communities***
2022: 165
 2021: 71 ▲

Social investment in Communities
2022: 139.474
 COP million
 2021: 159.656 ▼

Investment in quality of life
2022: 152.254
 COP million
 2021: 137.772 ▲

Innovation-driven revenue
2022: 16,1%
 2021: 17,2 ▼

Innovation in health and nutrition
2022: 45,7%
 2021: 42,0% ▲

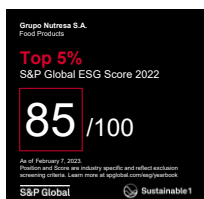
Innovative success stories per employee
2022: 0,21
 2021: 0,19 ▲

Organizational climate and commitment
2022: 83,0
 2021: 83,0 ⊖

*ROIC: abbreviation of 'return on invested capital.'

** LTIFR: abbreviation of 'lost-time injury frequency rate.'

***Accrued since 2021.



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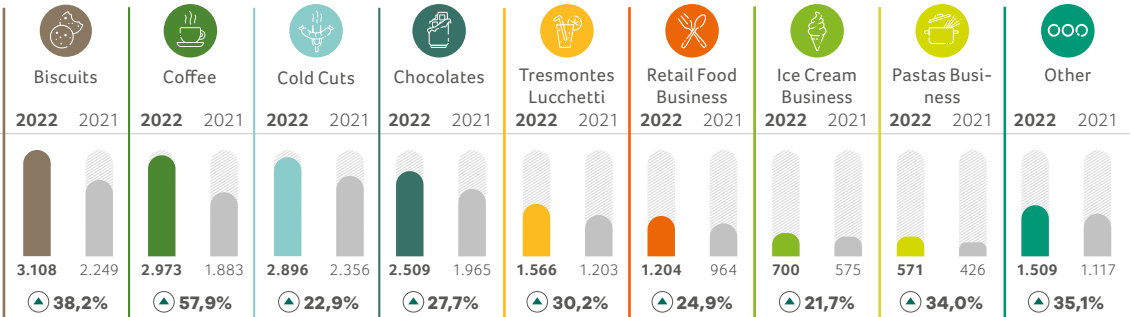
"The Issuer Acknowledgment awarded by Bolsa de Valores de Colombia S. A. (the Colombian Stock Exchange) is not a certification of the favorability of the registered securities nor of the issuer's solvency."

Profitable growth

[GRI 2-6] COP thousand million

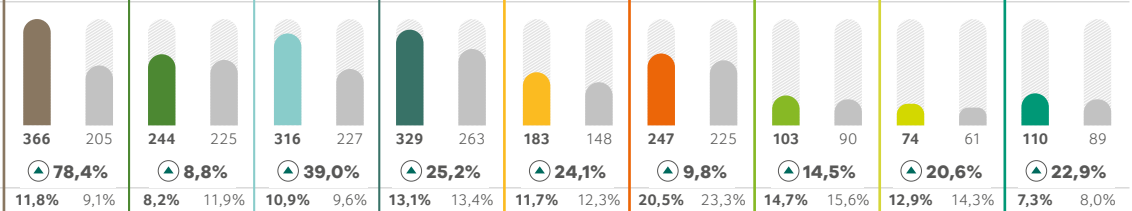
Total Sales

2022: 17.038
2021: 12.738
▲ 33,8%



EBITDA

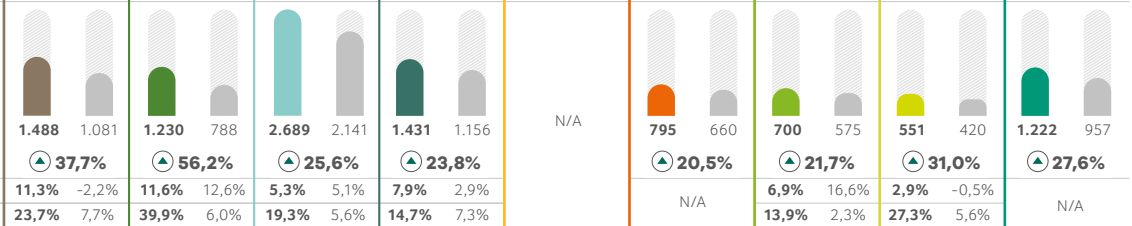
2022: 1.971
2021: 1.532
▲ 28,6%



Margin	2022	2021
Volume	9,2%	4,4%
Price	19,0%	11,4%

Sales in Colombia

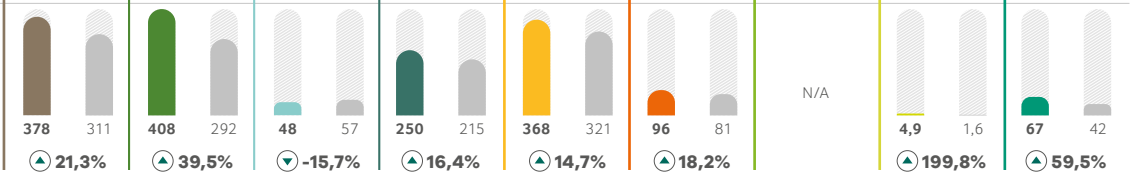
2022: 10.108
2021: 7.779
▲ 29,9%



Volume	2022	2021
Price	19,0%	11,4%

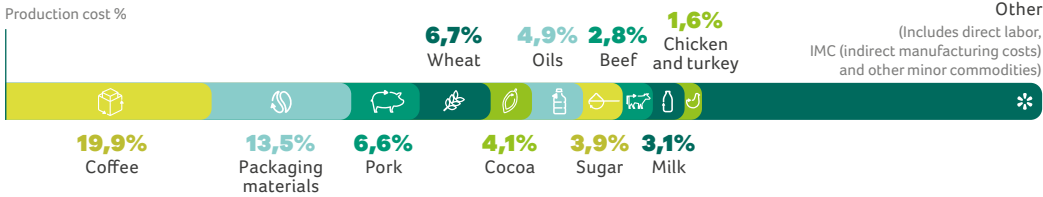
Sales abroad

USD million
2022: 1.620
2021: 1.322
▲ 22,5%



Diversification of commodities

Production cost %



Sales of innovative products

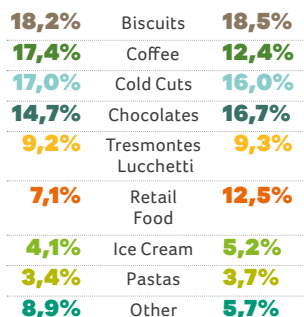
16,1%
(% on total sales)

Growth of exports from Colombia (in USD)
33,9%

Sales percentage by Business Unit



EBITDA percentage by Business Unit



More information



Scan and read the report on line.



With the purpose of forming a broader and deeper opinion on the actions carried out and the results obtained by Grupo Nutresa S. A. in relation to its social, environmental and economic performance, please read the Report prepared by the independent limited assurance auditor along with this publication. KPMG Advisory, Tax & Legal S.A.S. March 2023.