

## Grupo Nutresa confirms its long-term commitment to sustainable development.



**T**he Organization's business model operates under a sustainable development framework with long-term goals that pursue value generation for all stakeholders, and include the best environmental, social, and corporate governance practices. We remain convinced that this approach produces a positive effect on both our society and our planet.

In an annual context, Grupo Nutresa's consolidated social investment in 2022 reached COP 139,474 million. These resources were geared to different programs reaching, among others, 388,586 clients and suppliers, and included initiatives to promote access to new technologies for improved productivity and competitiveness, leadership skills and teamwork, and business practices enhancement.

The Company continues to support initiatives that promote communities' **growth and well-being.**

For this reason, we are proud to share some of the most important milestones achieved by the Organization within the three dimensions of sustainability: Cooperating with people, partners, and society; Preserving the planet; and Inspiring development, growth, and innovation.

### Preserving the planet - Responsible and productive sourcing processes

Collaborative efforts with the value chain partners focus on pursuing and implementing high levels of productivity and competitiveness, respecting the environment, and offering dignified job opportunities.

In terms of **responsible sourcing**, Grupo Nutresa moves on toward its purpose of having, by 2030, 100% of its primary commodities supplied in a productive and sustainable way, while caring for biodiversity.

### Cooperating with people: Community development

The ongoing development of capabilities in the communities is a driver of progress that strives for a more equitable society, and it is a constant in our Company's strategy.

Today, Grupo Nutresa's network includes more than 16,000 suppliers with which the Company has been able to successfully manage the multiple challenges of the global value chain over the years, and continues to work on initiatives that allow progress toward the goal of having, by 2030, 100% of the primary commodities supplied in a productive and sustainable way, while caring for biodiversity.

So far this year, the Organization has maintained its support of initiatives that promote the development of capabilities through projects in the countries of its strategic region. In terms of education for society, Grupo Nutresa helps to improve the quality of education by supporting schools and teachers in Colombia through the Leaders and School Management model of Fundación Nutresa.





## Inspiring development, growth and innovation

As of the closing of this year's first semester, the **Organization's consolidated sales of COP 9,6 trillion**, 26,4% higher than those of the equivalent period in 2022.

**Innovation sales** represent **16,2%** of the Company's total sales over the term.

**Revenues** in Colombia totaled **COP 5,6 trillion**, increasing 19,7%.

**International sales**, which totaled **COP 4,0 trillion**, are 36,9% higher than those of last year's first half. In dollars, the growth is of 16,7% and is equivalent to USD 882,3 million.

The consolidated **EBITDA** for the period amounts to **COP 1,19 trillion**, representing a 24,8% growth over the same period in 2022, with a 12,3% margin on sales.

As of the closing of this year's first half, Grupo Nutresa's consolidated sales amount to COP 9,6 trillion, representing a 26,4% increase over the sales reported for the same period in 2022. All countries in the strategic region report two-digit growth rates, and innovation sales represent 16,2% of the Company's total sales.

Revenues in Colombia amount to COP 5,6 trillion, which represent 57,9% of the total revenues, growing 19,7% in relation to last year's first semester.

International sales, stated in Colombian pesos, totaled COP 4,0 trillion, equivalent to 42,1% of the total sales, and 36,9% higher than those recorded in the first half of 2022. When stated in dollars, these sales amount to USD 882,3 million, representing a 16,7% year-over-year growth.

The gross profit for the semester was COP 3,7 trillion, presenting a 28,8% growth rate, which is higher than the top-line growth. This is the result of a consistent hedging strategy with a long-term vision, the moderation of the cost of several imported commodities, and the revaluation of local currencies against the dollar in some countries of the strategic region.

The operating expenses grew 28,0%, mainly due to a larger marketing investment throughout the period intended to support the positioning and leadership of the brands in the markets. For its part, the operating profit amounted to COP 954.188 million, representing a 30,9% growth compared to the corresponding term in 2022.

As for profitability, the Organization reports an EBITDA margin on sales of 12,3%, amounting to COP 1,2 trillion and increasing 24,8% over the EBITDA margin reported in 2022.

In the postoperative results, the Company reports COP 47.669 million in financial revenue from the adequate management of its operating cash flow over the period. In the context of financial expenses, Grupo Nutresa reports a 144,8% growth due to an increased debt to support its growth and higher cost of debt. In the post-operative currency exchange, the Company reports an expense of COP 74.829 million, mainly due to the foreign exchange of accounts abroad, and the exchange rate effect of the revaluation over the first half of 2023.

Finally, and as a consequence of sound business and operating dynamics and greater non-operating expenses, Grupo Nutresa presents a consolidated net profit of COP 478.565 million, which is 4,9% lower than the same period in 2022.

### Separate Financial Statements

The Separate Financial Statements of Grupo Nutresa S. A. report COP 479.708 million in net operating revenues, from which COP 352.745 million corresponds to the profit obtained through the equity method of the investments in food companies and COP 126.963 million correspond to dividends from the investment portfolio. Furthermore, the net profit totaled COP 478.661 million.

## Grupo Nutresa's HR team, chosen as the **second best in Colombia**



The most recent edition of the MERCO Talent monitor in Colombia included, for the first time ever, a ranking of the best Human Resources teams in the opinion of 148 executives and HR managers from different companies nationwide. In this list, Grupo Nutresa's Human and Organizational Development team ranked second.

Grupo Nutresa was also ranked as the third best company for attracting and retaining talent in Colombia, as well as the first in the food sector. MERCO Talent was developed based on 73.206 surveys and from six different perspectives associated with the companies's appeal for current talent, future talent, HR experts, social networks and society in general, as well as from a self-assessment of HR indicators. New for 2023, the monitor included an assessment of happiness at work.

## Cordillera presented its **"Athenea, Women who Transcend"** program for capacity-building of cocoa-growing women

Cordillera, the sustainable Latin American B2B chocolate brand of Compañía Nacional de Chocolates, presented last June in Apartadó (Antioquia) "Athenea, Mujeres que Trascienden" (Athena, Women who Transcend) - a sustainability program for capacity building of Colombian cocoa-growing women. With the support of SENA (Colombian National Training Service) and Développement International Desjardins (DID) - a Canadian cooperative financing group - the first phase of the Athenea Program will be implemented in the Urabá region of Antioquia to benefit 115 women from six cocoa-growing associations in the region.

"Athenea, Mujeres que Trascienden" is a program that seeks to generate long-term transformation in cocoa-producing women, enabling a more dynamic, sustainable and inclusive value chain. It also aims to strengthen capacity-building in entrepreneurship, women's empowerment and financial education for rural women.



On the other hand, the Universidad Pontificia Bolivariana of Medellín recently certified more than 100 cocoa growers in sustainable cocoa crop management in the 6th version of this module, attended by 109 producers from the Urabá region of Antioquia.

Compañía Nacional de Chocolates also announced the consolidation of the Center for Agrobiotechnological Development for Innovation and Territorial Integration - CEDAIT from Universidad de Antioquia, which promotes the articulation of research, technological development and state-of-the-art technology transfer processes in the cocoa sector.



## Justo García Gamboa, president of Tresmontes Lucchetti, one of SOFOFA's 30 **Elective Board Members until 2027**

With 117 votes in favor, Justo García Gamboa, president of TMLUC, was the third most voted candidate to become a member of SOFOFA's (Federation of Chilean Industry) Board of Directors members in Chile until 2027.

In this regard, Mr. García stated: "The experience of Tresmontes Lucchetti and the concrete effort to evolve as a company provides us with lessons that can be very practical and useful as a contribution to the guild."

## C.I. Nutrading, Araújo Ibarra and CAF joined forces to promote the globalization of Latin American companies

C.I. Nutrading, Grupo Nutresa's international trading company, in alliance with CAF - Development Bank of Latin America - and Araújo Ibarra Consultores - leading international trade firm - is moving forward with its plans to strengthen the globalization capabilities of Latin American companies, launched in September 2021.

CAF, a multilateral organization that supports regional integration in Latin America, offers technical advice and financing for the design of business development plans, while Araújo Ibarra offers the parties all its experience in designing strategies and identifying opportunities to improve competitiveness.



This alliance is consolidated with the signing of a memorandum of understanding (MOU) to foster 25 Latin American companies for a two-year period through effective access to different markets through Grupo Nutresa's commercial networks; and accompaniment at each stage of the globalization process.

C.I. Nutrading currently has eight success cases of Colombian companies exporting to markets such as the United States and Ecuador with sales reaching USD 454.423 FOB.



From left to right: Alberto Hoyos, VP International Grupo Nutresa; Rodrigo Penailillo, CAF; Martín Gustavo Ibarra, Araújo Ibarra; Juan Camilo Sierra, general manager Nutrading



## Comercial Nutresa presented solutions for last-mile logistics

As an adaptation to the storage, transportation and specialized services needs of its customers, and in the search for efficiency combined with sustainability and operational excellence, Comercial Nutresa presented its "Customized Logistics" program.

Aware of the broad horizon of opportunities in logistics, Nutresa's Commercial area combines, through this initiative, all its operational excellence with its technical, physical and technological capabilities to come up with an innovation that delivers last-mile solutions to connect companies, optimize processes and generate additional income. This project even offers innovative logistics solutions for some of Grupo Nutresa's e-commerce companies such as Badia, Naturela and Manchas.

## Escuela de Clientes Pozuelo (School for Customers)

As a company working to establish relationships of trust with all its stakeholders, Compañía de Galletas Pozuelo presented its Pozuelo School for Customers, whereby its customers learn and apply competitive and sustainable practices for their businesses.

The School is an asynchronous process that uses an innovative virtual platform, and sends the contents through the WhatsApp platform. The first generation of clients in 2022 covered 30 points of sale, including stores and mini-markets through technological platforms. The training covered content on financial education, life projects, strategic management and customer service, among others.





## La Recetta launches gastronomic contest to celebrate its 15th anniversary

In order to celebrate its 15th anniversary, highlight modern Colombian cuisine and inspire the dreams of those who nurture experiences in the country, La Recetta presented its "Sabores en Juego" (Tastes at Stake) contest, whose winner will be announced at the end of July.

For this initiative, La Recetta chose a group of nationally and internationally recognized gastronomic experts such as chef Pablo Naranjo, pastry chef and cook Diana Acevedo, and gastronomic entrepreneur Gabriel Gómez.



## Novaventa.com and Novaventa En La Vía become stronger

Novaventa.com continues to establish itself as the center of the digital ecosystem of Novaventa and Grupo Nutresa. So far in 2023, it has achieved remarkable commercial results. At the end of June, sales exceeded COP 8 billion, an increase of 244% compared to the first half of the previous year. This result is leveraged by the higher number of orders booked during the year, which grew by 193% compared to the same period in 2022. For its part, Novaventa En La Vía continues to reflect the company's goal of massifying its self-service physical retail points of sale. At the end of May, it had 15.546 vending machines throughout Colombia, representing more than 6.200 points of sale.

## BIF plant in Tresmontes Lucchetti Mexico implements Powder Feeder to increase its daily production capacity

As part of its commitment to the customer, the new Powder Feeder will allow this breakthrough to meet the demands of the Mexican market with more flexible processes, thus allowing a future revamp.



## Pietrán Demo Day



Inspired to promote innovation and the development of solutions that contribute to the health care and well-being of people, Pietrán presented in June its Demo Day Pietrán, a meeting in which nine entrepreneurs presented their business models to gain support in strengthening technical, human and economic capacities.

This initiative - similar to a shark tank with investors - was developed with the support of the startup accelerator Connect Bogotá, which was in charge of evaluating the 57 applications received from Colombia, Chile and the United

States, and of pre-selecting 20 ventures that were finally submitted for consideration by the Pietrán and Grupo Nutresa team.

For this first Pietrán Demo Day, two evaluation focuses were defined. The first, associated with health care habits, nutrition and wellness; and the second related to health care education.

In the end, the brand selected the nine projects that made their final pitch. The winner of the day was "HackU", a company specialized in training through microcapsules sent to mobile devices, which received an incentive of COP 50.000.000.

## RECOGNITIONS AND AWARDS



### Colcafé obtains the efr A+ certification

In June, Colcafé was rated an efr A+ (excellence) company by the MásFamilia Foundation of Spain, which reaffirms its commitment to the implementation of measures that facilitate the balance among family, personal and work life of its employees.



### The Cold Cuts Business, recognized for its commitment to mobility

The Metropolitan Area of the Valle de Aburrá recognized the Pedregal and Envigado Plants, and the administrative headquarters of the Cold Cuts Business in Medellín, for their successful implementation of the 2022 Sustainable Mobility Business Plan and the subsequent reduction of emissions generated by the commuting of their employees.



### CNCH Peru receives renewable energy certification

CNCH Peru received a renewable energy certificate from ENEL, which demonstrates its commitment to reducing its carbon footprint. The recognition certifies that the energy consumed in 2022 at the plant in Peru (a total of 9.223 MW/h) came from renewable sources.



### Pícaras, Golden Effie in Peru

Thanks to its "As fresh as you" proposal for its limited edition Pícaras Menta, the brand was awarded its first Gold Effie in the Line Extension category at the Effie Awards Peru, a program that rewards marketing effectiveness. This achievement inspires the brand to continue generating experiences that surprise its consumers.



### TMLUC Chile, recognized for its low accident rate

Tresmontes Lucchetti was awarded by the Chilean Safety Association - ACHS - thanks to its excellent management in risk and accident prevention and its constant concern for the health and welfare of its employees, reaching two million hours with no accidents.



### Pozuelo, within the top 10 of the most preferred brands in Central America

Pozuelo ranked as the third favorite brand among Costa Ricans and ninth among Central Americans according to Kantar Worldpanel's Brand Footprint 2023 report. It was also positioned as the fourth most preferred food brand in the region.



### La Recetta, certified under the ISO 9001:2015 standard

La Recetta was certified under the ISO 9001:2015 Quality Management System standard by Icontec, which ratifies the company's focus on customer satisfaction and service through a human cultural model leveraged on innovation and continuous improvement of its processes.

### Álbum Jet Colombia Sorprendente, in the top 100 of the most effective campaigns globally

Thanks to its connection with centennials and the fact that it continues to get the hearts of all Colombians beating, the Jet Album Colombia Sorprendente was included in the top 100 most effective campaigns in the world by WARC Global Ranking 2023. It was also the winner of three Effie LATAM awards: Gold in the Young Marketing Category, Silver in the Branded Content Category and Bronze in the Line Extension Category.



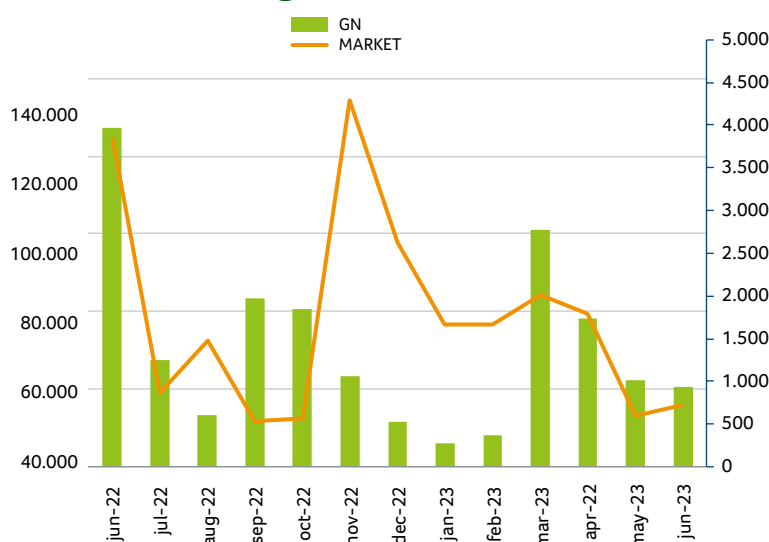
## Consolidated Income Statement\*

Income statement as of June 30, 2023 (Values expressed in millions of Colombian Pesos)

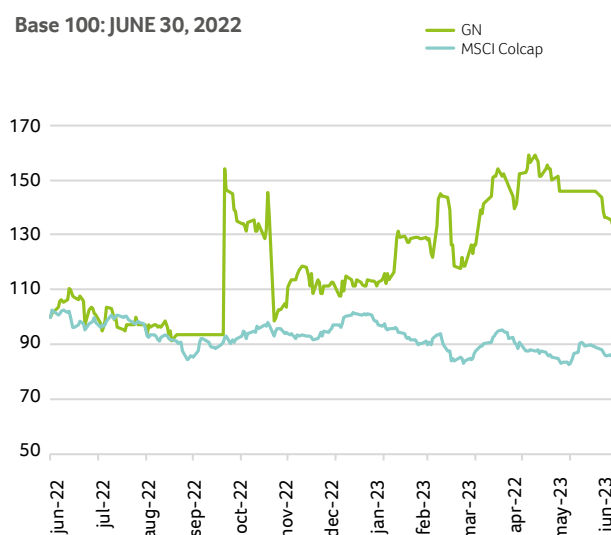
	JAN-JUN 2023	% Revenues	JAN-JUN 2022	% Revenues	% VAR
<b>CONTINUING OPERATIONS</b>					
<b>Operating revenue</b>	<b>9.617.666</b>		<b>7.611.620</b>		<b>26,4%</b>
Cost of goods sold	(5.950.613)	-61,9%	(4.764.150)	-62,6%	24,9%
<b>Gross profit</b>	<b>3.667.053</b>	<b>38,1%</b>	<b>2.847.470</b>	<b>37,4%</b>	<b>28,8%</b>
Administrative expenses	(353.949)	-3,7%	(291.693)	-3,8%	21,3%
Sales expenses	(2.220.446)	-23,1%	(1.740.929)	-22,9%	27,5%
Production expenses	(169.004)	-1,8%	(109.530)	-1,4%	54,3%
Exchange differences on operating assets and liabilities	18.490	0,2%	17.182	0,2%	7,6%
Other operating income, net	12.044	0,1%	6.356	0,1%	89,5%
<b>Operating profit</b>	<b>954.188</b>	<b>9,9%</b>	<b>728.856</b>	<b>9,6%</b>	<b>30,9%</b>
Financial income	47.669	0,5%	18.640	0,2%	155,7%
Financial expenses	(409.763)	-4,3%	(167.380)	-2,2%	144,8%
Dividends	126.981	1,3%	90.211	1,2%	40,8%
Exchange differences on non-operating assets and liabilities	(74.829)	-0,8%	21.281	0,3%	N/A
Share of profit of associates and joint ventures	(2.356)	0,0%	11.526	0,2%	-120,4%
Other expenses	(2.776)	0,0%	(11)	0,0%	N/A
<b>Income before tax and non-controlling interest</b>	<b>639.114</b>	<b>6,6%</b>	<b>703.123</b>	<b>9,2%</b>	<b>-9,1%</b>
Current income tax	(185.153)	-1,9%	(210.839)	-2,8%	-12,2%
Deferred income tax	34.684	0,4%	23.358	0,3%	48,5%
<b>Profit after taxes from continuous operations</b>	<b>488.645</b>	<b>5,1%</b>	<b>515.642</b>	<b>6,8%</b>	<b>-5,2%</b>
Discontinued operations, after income tax	-	0,0%	(19)	0,0%	-100,0%
<b>Net profit for the period</b>	<b>488.645</b>	<b>5,1%</b>	<b>515.623</b>	<b>6,8%</b>	<b>-5,2%</b>
Non-controlling interest	10.080	0,1%	12.435	0,2%	-18,9%
<b>Profit for the period attributable to controlling interest</b>	<b>478.565</b>	<b>5,0%</b>	<b>503.188</b>	<b>6,6%</b>	<b>-4,9%</b>
<b>EBITDA</b>	<b>1.185.833</b>	<b>12,3%</b>	<b>949.980</b>	<b>12,5%</b>	<b>24,8%</b>

\*Información no auditada.

### Average negotiations



### Behavior of the share



## Consolidated Financial Statement

As of June 30, 2023 (Values expressed in millions of Colombian Pesos)

	JUN-23	JUN-22	% VAR
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	874.671	1.060.247	-17,5%
Trade and other receivables, net	1.934.726	1.856.746	4,2%
Inventories	2.749.840	3.004.244	-8,5%
Biological assets	248.682	259.373	-4,1%
Other assets	745.572	619.202	20,4%
Non-current assets held for sale	1.263	177	N/A
<b>Total current assets</b>	<b>6.554.754</b>	<b>6.799.989</b>	<b>-3,6%</b>
<b>Non-current assets</b>			
Trade and other receivables, net	38.147	47.527	-19,7%
Biological assets	3.941	11.379	-65,4%
Investments in associated and joint ventures	275.944	232.133	18,9%
Equity investments at fair value	3.174.000	3.547.040	-10,5%
Property, plant and equipment, net	3.923.335	4.036.758	-2,8%
Right-of-use assets	896.690	908.113	-1,3%
Investment properties	8.266	8.425	-1,9%
Goodwill	2.605.878	2.744.103	-5,0%
Other intangible assets	1.454.133	1.513.574	-3,9%
Deferred tax assets	853.125	887.513	-3,9%
Other assets	15.657	20.834	-24,8%
<b>Total non-current assets</b>	<b>13.249.116</b>	<b>13.957.399</b>	<b>-5,1%</b>
<b>TOTAL ASSETS</b>	<b>19.803.870</b>	<b>20.757.388</b>	<b>-4,6%</b>

<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	1.050.182	588.630	78,4%
Right-of-use liabilities	96.271	101.236	-4,9%
Trade and other payables	2.288.049	2.237.380	2,3%
Tax charges	475.000	348.993	36,1%
Employee benefits liabilities	266.105	301.788	-11,8%
Provisions	5.718	3.693	54,8%
Other liabilities	229.597	226.995	1,1%
<b>Total current liabilities</b>	<b>4.410.922</b>	<b>3.808.715</b>	<b>15,8%</b>
<b>Non-current liabilities</b>			
Financial obligations	3.292.181	3.782.499	-13,0%
Right-of-use liabilities	889.104	886.573	0,3%
Employee benefits liabilities	227.734	216.791	5,0%
Deferred tax liabilities	1.152.549	1.251.290	-7,9%
Provisions	7.116	6.823	4,3%
<b>Total non-current liabilities</b>	<b>5.568.684</b>	<b>6.143.976</b>	<b>-9,4%</b>
<b>TOTAL LIABILITIES</b>	<b>9.979.606</b>	<b>9.952.691</b>	<b>0,3%</b>

<b>SHAREHOLDER EQUITY</b>			
Equity attributable to the controlling interest	9.748.921	10.716.381	-9,0%
Non-controlling interest	75.343	88.316	-14,7%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>9.824.264</b>	<b>10.804.697</b>	<b>-9,1%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>19.803.870</b>	<b>20.757.388</b>	<b>-4,6%</b>

## Indicators

Closing price	52.430
Closing price 12 months prior	39.600
Max. 52 weeks	62.990
Min. 52 weeks	36.000
Market Cap. (COPMM)	24.000.140
Intrinsic value <sup>(1)</sup>	21.462
P/E Ratio <sup>(2)</sup>	28
P/BV <sup>(2)</sup>	3
EV / EBITDA <sup>(2)</sup>	11
Earnings per Share <sup>(3)</sup>	1.875
Monthly Dividend per share	113
Dividend Yield <sup>(3)</sup>	2,6%
Share Price Return <sup>(3)</sup>	32,4%
Total Return <sup>(3)</sup>	35,5%
Change in COLCAP <sup>(3)</sup>	-14,3%
Return on assets	11,3%
Return on Equity <sup>(2)</sup>	10,5%
Return on Invested Capital <sup>(2)</sup>	11,5%
Outstanding Shares <sup>(4)</sup>	457.755.869
Number of Shareholders	9.352
Bursatility	High

FIGURES IN COP\$ MM

(1) Calculated over total shareholder equity

(2) Food companies / 12 months

(3) Last 12 months

(4) Shares outstanding at the close

## Ownership structure



**35,7%**

Grupo Sura

**31,4%**

Nugil S.A.S.

**23,0%**

Funds & Retail

**9,9%**

Grupo Argos





## Biscuits



### Wafer Cubitos Pozuelo

The new Wafer Cubitos - an indulgent innovation aimed at young adults that combines a crunchy wafer cookie in bite size, with two delicious flavored creams - was added to Pozuelo's broad and delicious product portfolio in Costa Rica and Central America: Choco Hazelnut and Strawberries with Condensed Milk.



### Club Extra Golden

Club Extra launched in the Costa Rican market the new Club Extra Golden, a new and delicious cookie with a crunchy texture and an indescribable touch of flavor. Available in family size, they are perfect to enjoy and share in special moments with family or friends.



### The joy of caring for yourself with TOSH

Tosh introduced two new biscuit references to the market: pro-digestive for Central America and sugar-free for Colombia. The former, in banana and peach flavors, are multigrain cookies with probiotics that promote the development of a healthy intestinal flora. The latter, in Lemon, Green Tea and Coconut with Almonds flavors, have no added sugar, and complement the brand's sugar-free line, a segment that represents 12% of sales in healthy biscuits.



### More delicious snacking options with Tosh

In its bet to capitalize on opportunities in the healthy snacks segment in Colombia, Tosh introduced its new baked pitas in Lemon Pepper and Cheddar Cheese flavors, with no artificial colors or flavors, to the Colombian market. The perfect choice for snacking while taking care of yourself.



### New Tru Blu cookies

Tru Blu, a brand that grows through traditional flavors while exploring emerging flavors and formats for the U.S. consumer, consolidates its portfolio with two new biscuits: Tru Blu White Cheddar and Tru Blu Lemon Snaps. With no artificial ingredients, these references allowed the brand to enter new sales channels such as H.E.B., the main regional retailer in Texas.



### Cacao Latte Naturela

Naturela introduced to the Colombian market its new Cacao Latte, a powdered blend of superfoods such as cacao, chontaduro and maca - added with natural spices - that turns this latte into a sensory chocolate drink full of flavor and aroma. No added sugar, no gluten, no preservatives, and 100% natural ingredients.



## Coffe



### Nuevo Colcafé Café con Leche

Ahora los consumidores colombianos podrán disfrutar del nuevo Colcafé Café con Leche, innovación que llega para darle más variedad al portafolio de la marca y que la posiciona como una marca actual y alineada con las tendencias de consumo. Es fácil y rápido de preparar: solo requiere agua, pues la misma mezcla contiene café, leche 100% de vaca y azúcar.



### Sello Rojo celebrates its first 90 years

Sello Rojo, the number one brand in roasted and ground coffee in Colombia, celebrates its 90th anniversary in 2023 with special packaging and a promotion to allow consumers win up to 90 million pesos. At present, Café Sello Rojo is sold in Colombia, United States, Panama, Ecuador, Chile, Peru, Paraguay, Curacao, Aruba, Bolivia, Cuba, Canada, Spain and the United Kingdom.



### New Balanced Colcafé

The new Balanced Colcafé is a lyophilized (freeze-dried) coffee with roasted and sweet notes, medium acidity, medium body and flavor with slight astringency. With this innovation, Colcafé enters a highly dynamic soluble coffee segment that is growing both in value and volume. Available in 170 gr. jar presentation.



## Cold Cuts



### With a generational connection, the Zenú Hot Dog Festival is back

Once again, the Zenú Hot Dog Festival captivated all of Colombia. Thanks to the work with more than 150 hot dog clients in Medellín, Barranquilla, Bogotá and Cali, the support of the influencer "Tulio Recomienda", and the use of digital platforms such as Twitch, the brand promoted talents and businesses, generating growth and greater opportunities for new generations.



### Pietrán Guacamole, now in individual size

Pietrán continues to innovate in its line of vegetable spreads in Colombia, this time with the individual presentation of its delicious guacamole. Each 30 gr. package is made from 100% natural Hass avocado - no preservatives - and with an irresistible handmade look. Available in large chains, self-service stores and the Novaventa catalog.



### The Cold Cuts Business has already started the Christmas Season

The Cold Cuts Business announced the commencement of the pre-sale of its strongest and most valued brands for the Christmas 2023 season in the Direct and Traditional Sales channels. Hence, it anticipates market needs, while continuing to offer practical solutions to its consumers and generating greater participation in different consumption occasions.



### Kryzpo arrives with new flavors in Central America

Kryzpo, TMLUC's popular brand of stackable potato chips distributed in Central America by Alicapsa Panama, surprised with two new flavors that break the routine: lemon and smoked chili. Available in 130 gr. sizes, these references offer a whole experience of intense and exciting flavors, the crunch revolution!



## Chocolates



### New Jumbo Rosca Miti Miti

Jumbo introduced to the Colombian market the new Jumbo Rosca Miti Miti, a delicious crunchy baked doughnut with caramel, peanuts and crunchy rice, coated with white chocolate on one side and milk chocolate on the other. Come try it and discover its power in every turn!



### Lyne. Delicious, Unsweetened

Chocolyne is now Lyne, Delicious and Sugar Free. A new brand of chocolate drinks and confectionary arrived in Colombia to offer consumers a delicious taste without guilt. Now mornings taste so much better with a delicious, sugar-free Lyne chocolate; after gym, an irresistible Lyne chocolate bar; or have a treat in the form of an afternoon craving.



### New Gol Barquillo

The Gol brand launched its most recent innovation, accessing to a new category in the Colombian market: Gol Barquillo, wafer filled with hazelnut, covered with chocolate and puffed rice. The perfect combination for cravings. An explosion of flavor.



### New Tosh toppings for salads

In order to complement salads and give a different and versatile touch to preparations, Tosh brings to the Colombian market its new Toppings Mix Fine Herbs and Tropical Mix. The first is a mix of croutons, blueberries, freeze-dried pineapple, raisins and peanuts; and the second combines croutons, chickpeas, peas and peanuts with a natural herb flavor.



### New Granola Tosh Crunchy Crunchy Red Berries

Tosh brings to Colombia the new Granola Crunchy Red Berries, a delicious oat-based cereal mix with dehydrated blueberries, strawberries and freeze-dried blackberries. Excellent source of fiber, it is perfect to accompany breakfasts and snacks.



### New Cups of Tosh Oatmeal in Central America

Tosh strengthens its oat portfolio in Central America with the launch of the new cups oatmeal in 40 gr. size. An option that brings out the best of oats in a practical way and enhances new consumption moments with differentiated flavors: Blueberry, Vanilla Quinoa and Semi-Sweet Chocolate Chip. Good source of protein, fiber and less than 2 gr. of sugar per serving.



Tresmontes Lucchetti



**New Muibon Bols**  
 Muibon continues to innovate in Chile with new varieties of chocolates. This time it surprises with the new Muibon Bols Crocante and Muibon Bols Nuts, new options for chocolate lovers, available in 120 gr. format.



**Livean launches the new Livean Tea**  
 In order to reach new consumers, Livean unveiled its new and delicious Lemon Black Tea, with no artificial coloring, no sugar and no calories. This new flavor will expand the brand's product portfolio and give it the opportunity to reach new Mexican households with innovative flavors.



Retail Food



**The Corral, 40 years of Special Moments**  
 To celebrate its 40th anniversary, El Corral launched its Todoterreno Special Edition burger: two juicy grilled meats, crunchy onions, cheese, pickles, special Todoterreno sauce and artisan bread. In addition, for the purchase of any enlarged combo, the consumer gets a Scratch & Win to participate for one of the 4 Suzuki Jimny, one of the 4 all-inclusive double trips to Cancun, and 40.000 delicious prizes.



**Chorizo Fest at Papa Johns**  
 Papa Johns launched in Colombia a new proposal with a very local ingredient: chorizo. In order to offer new options with this ingredient during the vacation season, medium and family pizzas, rolls, mini cheesesticks and chorizo papadias were created.



**Pork Bonbons on Leños & Carbón**  
 Leños & Carbón launched its new Pork Bonbons, baked, marinated and finished on the grill, and accompanied with house salad and potato wedges. This new dish helps to innovate in the pork category in a cost-effective way.



Ice Cream



**Bocatto Fest**  
 Bocatto Fest is the only festival that can be eaten in bites. And this time, the brand brings the new and delicious Maracumango and Raspberry flavor, accompanied by blueberry sauce, chocolate brigadeiros, a pink cone and Bocatto's iconic chocolate tip. A feast of flavors for the Colombian consumer.



**New Country Hill Spreadables**  
 Country Hill introduced in Colombia its new Fruit Spreads in Strawberry, Pineapple and Blackberry presentations. Made from fruit grown by Colombian farmers, they contain no preservatives, artificial colors or flavors. Being low in sugar (2 gr.), Fruit Spreads are very versatile, as they can be used in sweet or savory preparations, and can be used as a base for sauces, desserts and beverages.



**Aloha Mango Biche**  
 The world needs fresher moments, like those offered by the new Aloha Mango Biche. This refreshing water popsicle with sweet chunks of mango and a tangy pinch of salt and lemon, arrives to surprise during the mid-year vacation season in Colombia.



## Pasta



### New Ancestral Doria line

Based on the growing interest of Colombians in healthy foods, Doria consolidates its position in the ancestral seeds market with its new Ancestral Doria line. Quinoa, chia, sesame, flaxseed and wheat bran, as well as a mixture of flour and grains for making arepas, are now part of the company's portfolio.



### New Badia and Monticello Kitchen Store

With the aim of creating experiences around good food and offering the best gastronomic ingredients, the Badia and Monticello brands joined forces in their new Kitchen Store, located in Bogota. In addition to offering the entire portfolio of brands, consumers will be able to enjoy the best flavors of the world and ingredients of the Mediterranean cuisine.



### New Penne Rigate Monticello 1000 gr.

In order to reach its consumers with news, Monticello launched its new 1 kilo presentation of Penne Rigate, a reference that complements the brand's portfolio, ensuring the best quality and superior performance. With this launch, Monticello strengthens its presence at points of sale.



### Expansion of key pre-cut portfolio

La Recetta continues to strengthen high-impact categories for its customers. Its product development strategy now includes cubed bacon and sliced sausage under its own brand, aimed at strengthening its product offering for the fast food segment.



### Novaventa dressed up as Mijitos by Go Rigo Go

Starting with cycle 8, the Máss Prestigio direct sales catalog was dressed in Mijitos by Go Rigo Go, a brand that has entered the men's sports fashion segment through an exclusive alliance between Novaventa and the renowned cyclist and influencer Rigoberto Urán. The offer includes T-shirts and windbreaker jackets, jeans, Bermuda shorts, polo shirts, loungewear and underwear.



## Buena Onda, Negocios que Transforman (Businesses that Transform)



Nutresa is committed to sustainable development in the value chain. Therefore, through its Foundation, it has been able to strengthen the socio-entrepreneurial, economic and productive capacities of low-income supplier organizations in rural and urban areas, positively impacting close to 140 small producer organizations and more than 21.000 producers engaged in peasant, family and community farming in different Colombian areas.

To further this purpose, the Organization created Buena Onda: Negocios que Transforman, a program in alliance with EAN University to strengthen the capacities of community-based organizations through the consolidation of inclusive business models with high social, economic and environmental impact, promoting the development of local supply, increasing competitiveness and contributing to responsible and competitive supply for the conservation of biodiversity.

During the first stage of implementation of Buena Onda, 17 project opportunities were prioritized in Colombia, Honduras and Chile, strengthening the capacities of small producers engaged in small-scale, family and community farming in the Sacha Inchi, Quinoa, Mulberry, Strawberry, Coffee, Wheat, Cocoa, Lettuce, Potato, Milk, Banana and Sago Flour chains.

Phase three of the methodology is currently being implemented, which develops enabling capacities to strengthen businesses and the appropriation of basic elements for biodiversity conservation and resilience to climate change.

With this new commitment, Nutresa continues to implement actions that transform and promote prosperity in the territories.



## Leños & Carbón: pfirst restaurant in Colombia to receive LEED certification

After a monitoring process that began in November 2021 and lasted nearly 15 months, the Leños & Carbón point of sale in the Plaza de las Américas shopping mall in Bogotá was awarded LEED (Leadership in Energy and Environmental Design) certification by the U.S. Green Building Council, which recognizes its attributes as a sustainable and environmentally responsible restaurant, including, among others, the use of recycled materials and renewable energy, water conservation, improved air quality and waste reduction.

LEED is a sustainable building certification system developed by the U.S. Green Building Council and implemented in 1993. It is a set of standards on the use of strategies aimed at sustainability in all types of buildings. The number of points earned by the project determines the level of LEED certification it will receive: Certificate, Silver, Gold or Platinum. In the case of Leños & Carbón at Plaza de las Américas, the certification achieved was Gold.



### Grassroots recyclers from the V Region of Chile were trained and certified with the support of Tresmontes Lucchetti



Last June, the second milestone in the certification of grassroots recyclers from the V Region took place, who participated in the Reposicionando program, thanks to which nine recyclers from Casablanca and 23 from Valparaíso will be part of ChileValora's Registry of Certified Persons.

The Reposicionando initiative, which the company has been carrying out since 2021 through its Good Neighbor program, seeks to train, certify and recognize the work of grassroots recyclers through a relevant and effective system. To date, TMLUC has provided more than 130 grants for grassroots recyclers to obtain certification and comply with the requirements of the Extended Producer Responsibility Law (REP Law).

### Novaventa supports second chances



In line with Grupo Nutresa's higher purpose, Novaventa adds a new initiative of great impact on society. In its cycle 4 and 5 catalog, and hand in hand with Fundación Acción Interna, the company joins the path of reconciliation through a collection inspired by balance and calm in order to improve the quality of life of the imprisoned, post-penitentiary and vulnerable population in Colombia.



### Tresmontes Lucchetti participated as the organizing company of the 2nd Meeting of Chilean Wheat Growers 2023

TMLUC was present at this important event held in San Fernando, VI Region, Chile, where more than 150 farmers gathered to learn about the latest developments in the wheat sector and share experiences. This time, Tresmontes Lucchetti disclosed its position regarding the new scenarios that are approaching and presented the new version of its Manual of Good Agricultural Practices and Sustainable Production of Candeal Wheat.



### Pozuelo celebrated World Environment Day by generating alliances for sustainability

In celebration of World Environment Day, Pozuelo participated in different activities to promote solutions to the challenges of climate change. The Company was part of the accountability event of the project "Strengthening public-private actions for Climate Action in Costa Rica" of the Climate Action Alliance at the Legislative Assembly of Costa Rica. It also participated in the panel "Walking Together Towards a More Sustainable Future".

Pozuelo was also present at the "Zero Waste" forum organized by the La Nación newspaper. In this activity, the Company shared its sustainability and packaging cycle closure initiative: "Recycling Among All", whose objective is to collect eco-bottles filled with flexible plastics to generate value for the environment and society.