

Presence in our strategic region

[GRI 2-1] [GRI 2-6] [GRI 2-7]

Distribution and sales

18
COUNTRIES
with a distribution
network and production
plants

46
PRODUCTION
and processing
plants

UNITED STATES

2023: 13,2%

2022: 13,5%

Production
and processing
plants: 2



MEXICO

2023: 3,8%

2022: 3,2%

Production
and processing
plants: 2



CENTRAL AMERICA

2023: 10,7%

2022: 10,2%

Production
and processing
plants: 6



COLOMBIA

2023: 59,2%

2022: 59,3%

Production
and processing
plants: 29



ECUADOR

2023: 1,1%

2022: 1,2%



PERU

2023: 1,9%

2022: 2,0%

Production
and processing
plants: 1



DOMINICAN REPUBLIC AND THE CARIBBEAN



2023: 2,0%

2022: 1,9%

Production
and processing
plants: 1



Biscuits
Business



Coffee
Business



Cold Cuts
Business



Chocolates
Business



Tresmontes
Lucchetti



Retail Food
Business



Ice Cream
Business



Pastas
Business



Other



Distribution



Services



Production



Parent
Company

CHILE

2023: 6,3%

2022: 6,1%

Production
and processing
plants: 4



MALAYSIA*

Production
and processing
plants: 1



Philippines



South
Africa

OTHER

2023: 1,8%

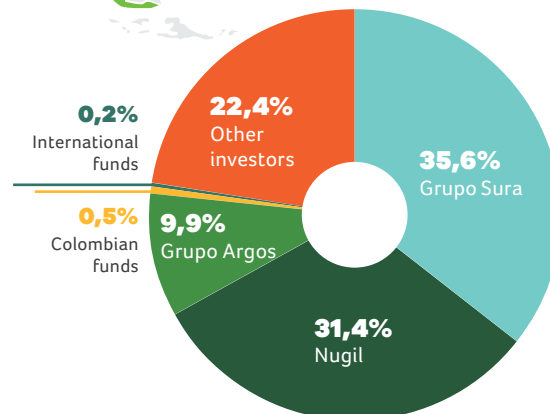
2022: 2,6%

Shareholding structure

9.456

SHAREHOLDERS

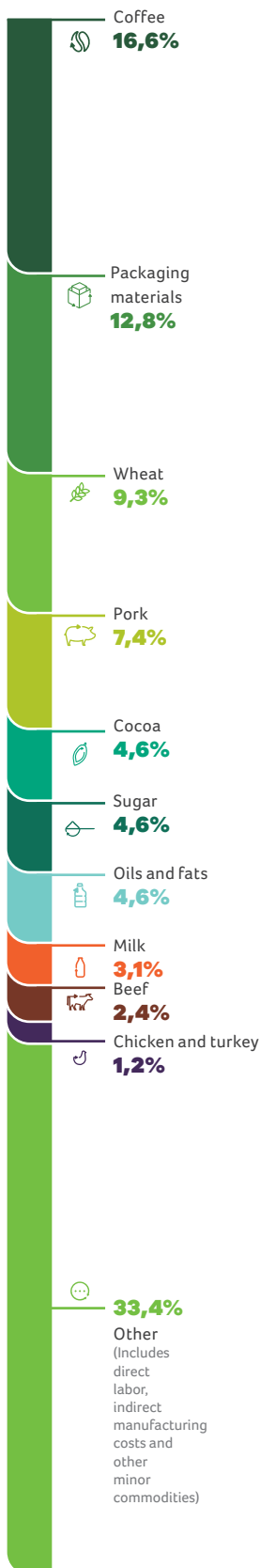
As of December 31, 2023.



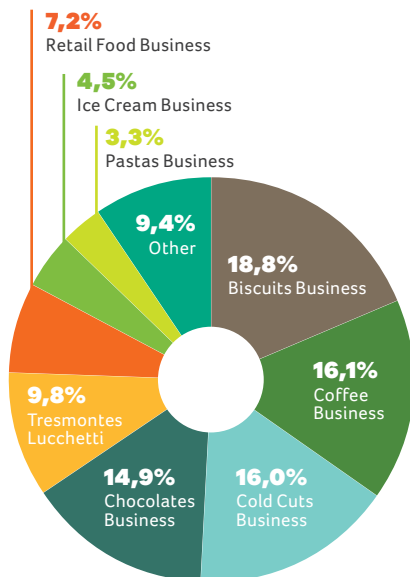
* This operation is not part of the consolidation.

Diversification of commodities and supplies

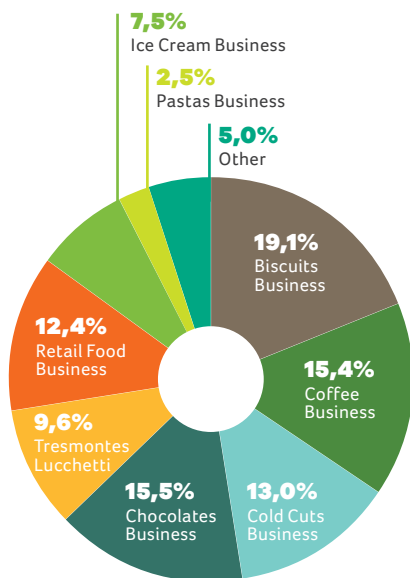
Production cost %



Sales percentage by Business Unit



EBITDA percentage by Business Unit



17,2% INNOVATION-DRIVEN REVENUE

Further information [GRI 2-5]



To have a better and detailed understanding of the actions carried out and the achievements attained by Grupo Nutresa S.A. in terms of social, environmental and economic performance, please read the Report prepared by the independent limited assurance auditor submitted by BDO Audit S. A. S. BIC in March 2024 along with this publication.

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, enable 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.



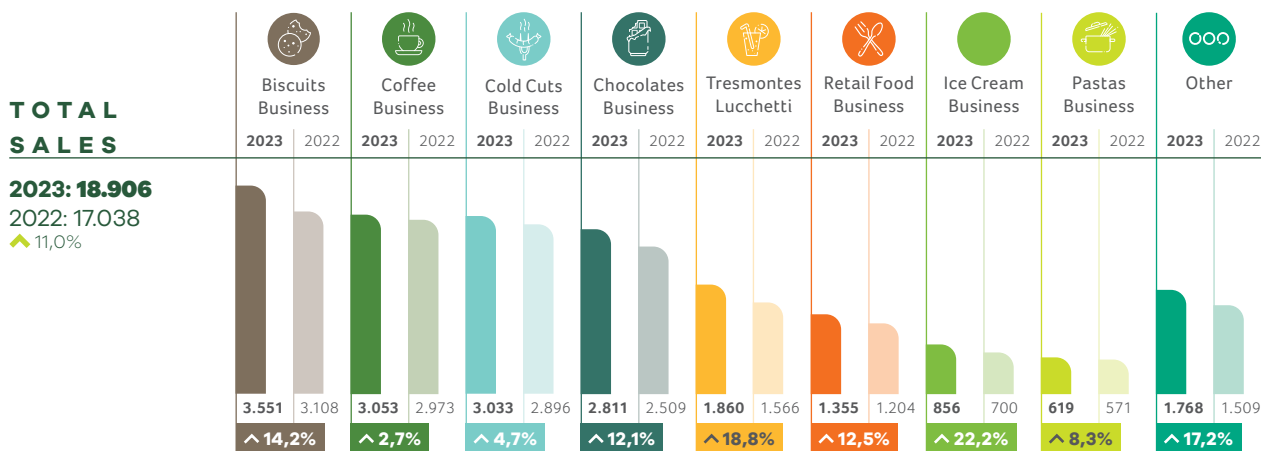
Regulatory environment with a negative impact on the business.



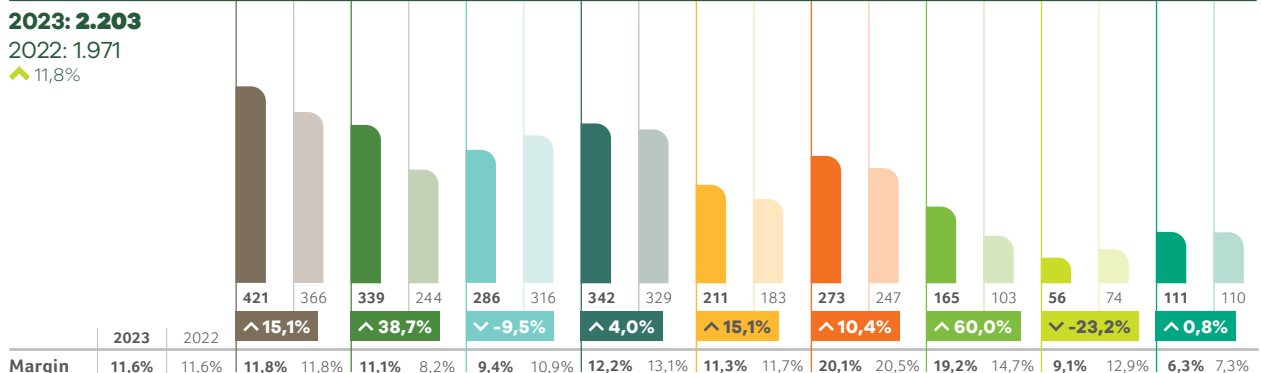
Negative impact of a highly competitive environment on the Businesses.

Profitable growth

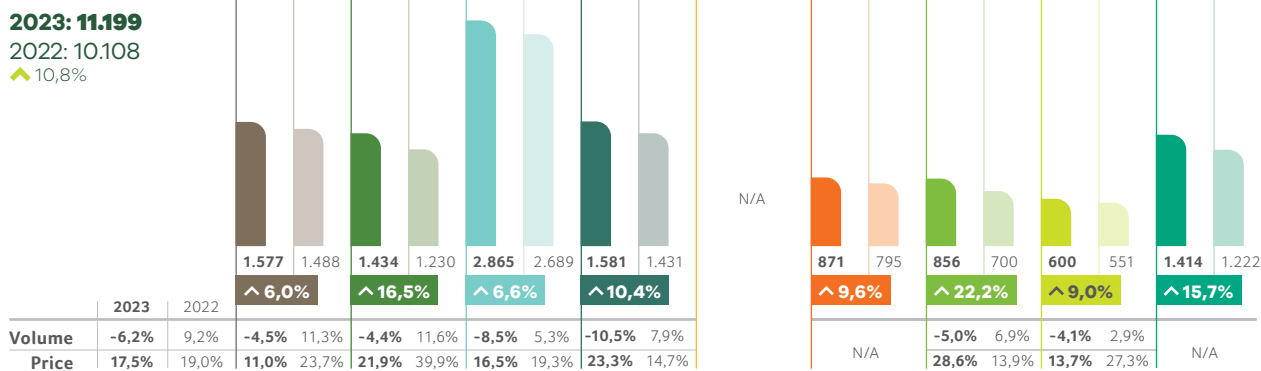
[GRI 2-6] COP thousand million



EBITDA

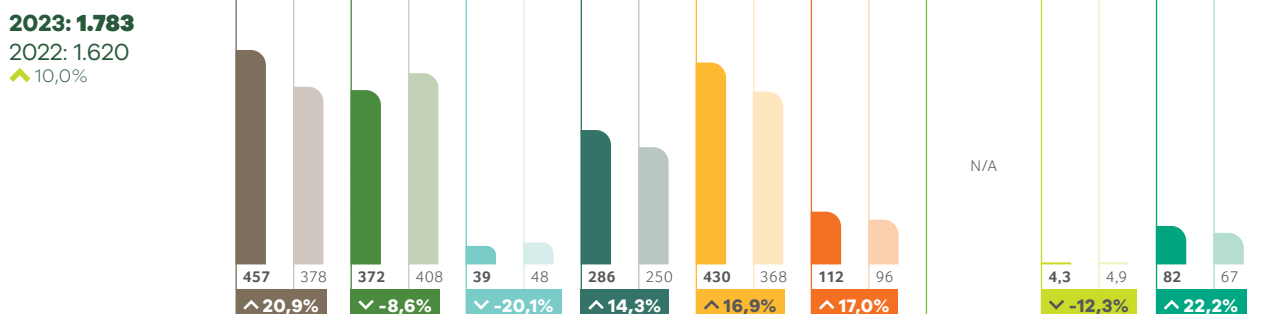


SALES IN COLOMBIA



SALES ABROAD

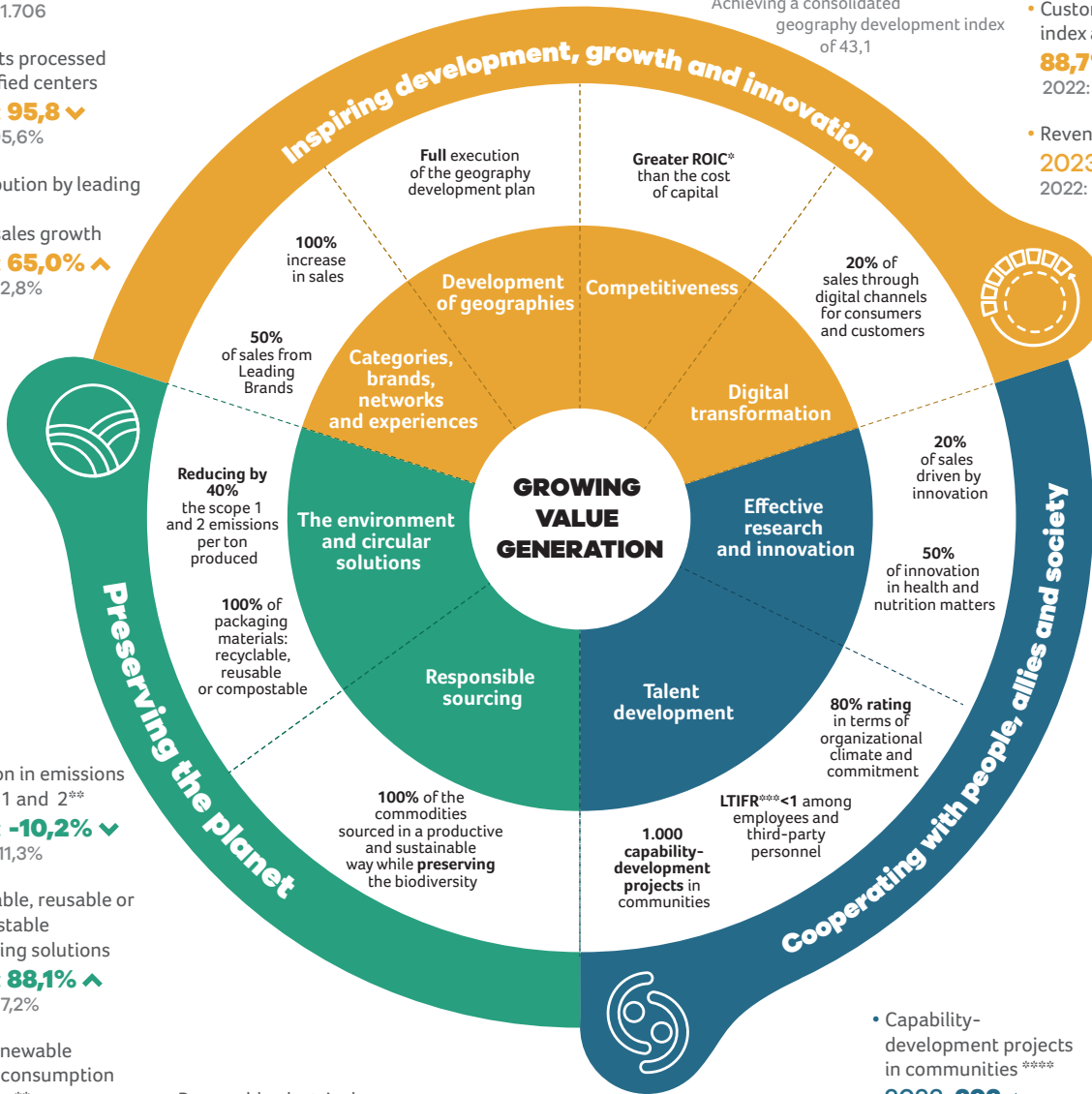
USD million



Results achieved in 2023

Consolidation of our commitments for 2030

- People who received training related to ML/TF/FPWMD
2023: 30,349 ▼
2022: 31,706
- Sales (COP thousand million)
2023: 18.906 ▲
2022: 17.038
- ROIC*
2023: 11,3% ▼
2022: 11,6%
- Execution of the geography plan
2023: 100,9% ▲
Achieving a consolidated geography development index of 44,4
2022: 92%
Achieving a consolidated geography development index of 43,1
- Customer satisfaction index in Colombia
89,4% ▲
2022: 88,8%
- Customer satisfaction index abroad
88,7% =
2022: 88,7%
- Revenue from digital channels
2023: 5,2% ▲
2022: 4,1%



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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."

*ROIC: abbreviation for 'return on invested capital.'
** With regard to the 2020 baseline per ton produced.
*** LTIFR: abbreviation for 'lost-time injury frequency rate.'
*** Accrued since 2021.