

## Grupo Nutresa grew 21,9% in sales and more than 40% come from abroad

Grupo Nutresa S. A. reveals its consolidated financial results for March 31, 2016.

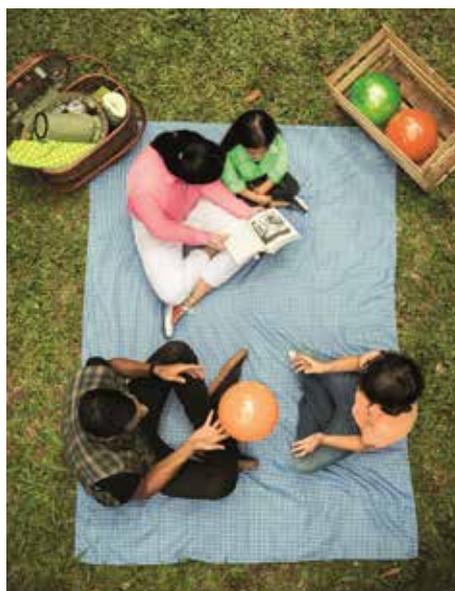
**D**uring the first trimester of 2016, Grupo Nutresa's sales sum up COP 2,1 billion, with total and organic growth of 21,9% and 17,9% respectively, compared to the same quarter of 2015.

In Colombia, the sales continue with an outstanding dynamic and reach COP 1,3 billion, which represents 59,5% of the total and corresponds to an increase of 15,6%.

The organic growth in Colombia of a 9,2% comprises a decrease of 0,5% in volumes and an increase of average prices of 10,0%. Taking into account comparable working days of the quarter with those of the previous year, an increase in volumes of 0,8% is remarked. In line with the performance of the previous quarters, Grupo Nutresa increases its weighted market share in Colombia, gaining up to 61,2% at the end of the period, thus proving the competitiveness of our model.

Sales abroad, 32,4% higher than those of the previous year, amount to COP 851.338 million and represent 40,5% from the total, the highest level in the history of Grupo Nutresa. Converted in dollars, this equals USD 261,6 million, representing an increase of 0,7%.

In terms of profitability, the result is positive, with earnings of COP 280.995 million, 19,6% higher than during the same period of the previous year and a margin over sales of 13,4%. While the higher costs of raw materials, exposed to the devaluation, continue to have an effect on the gross profit, factors such as proper management of prices, the strategy of diversification in markets and categories, product innovation reaching 16,9% of sales, management and production cost control, among others, allow us to continue presenting balanced results in terms of profitability and sales growth.



Meanwhile, the operating profit totaled COP 233.287 million, with an operating margin of 11,1% and an increase of 17,4%, added to what was already gained after the first quarter of the previous year, reflecting a good performance of administrative and production expenses, which increased below the Colombian inflation rate.

The post-operating net expenses of COP 38.822 million include the higher financial leverage from February 2015 for the acquisition of Grupo El Corral, the increase of the total debt cost due to higher market reference rates, and the effect of the exchange rate due to the devaluation of the Colombian peso. In addition to this, revenue coming from dividends given by the companies of the investment portfolio is accounted (Grupo Sura and Grupo Argos).

Finally, the consolidated net income amounts to COP 151.672 million, which represents an increase of 0,5% compared to the previous year.

The total sales amounted to COP 2,1 billion

**21,9%** 

more than the figure reported in the same period from the previous year.

The organic sales in Colombia totaled

COP 1,2 billion

**9,2%** 

The sales in Colombia reached COP 1,3 billion

**15,6%** 

higher compared to 2015.

Sales abroad, COP 851.338 million (USD 261,6 million)

are **32,4%** 

higher than those registered in the same quarter of 2015, and represent **40,5%** of the total, **the highest level in the history of Grupo Nutresa.**

At the end of the first quarter, the ebitda reached COP 280.995 million,

**19,6%**

higher than the previous year and with a margin over sales of **13,4%**.

The accumulated ebitda of the last twelve months exceeded a billion Colombian pesos for the first time.

## Grupo Nutresa, the Second Most-Reputable Company and the Company with the Best Corporate Governance in Colombia



On March 10, awards were given to the most-reputable companies and those with the best corporate governance in Colombia, according to the MERCO Reputation Monitor. After occupying sixth place last year, Grupo Nutresa climbed to second place in this ranking for the first time.

Upon being recognized, our CEO stated:

“In Grupo Nutresa we work, convinced that every positive change that is generated together with a person, a family or a community reaches a wider environment, thus forming an increasingly stronger chain. This new recognition is just a reflection of this work philosophy that we live every day in the Organization.”

From left to right: Fabián Andrés Restrepo, President of the Grupo Nutresa Pasta Business; Bibiana Arias, from MERCO Colombia; and Marylena Mendoza, Manager of the Portafolio newspaper.

### NOEL Celebrates 100 Years with Presence in 98 of Every 100 Colombian Households

With a share in the biscuit category of nearly 56% in value, presence in 98% of Colombian households and leading brands in the different segments, Compañía de Galletas Noel celebrated its first Centennial on February 3, with a Mass in the Metropolitan Cathedral of Medellín.

Today, it reaches more than 50 countries on five continents. One of its objectives is to focus its expansion in the strategic region comprising the United States, Central America, and the Caribbean, Ecuador and Peru.

As a tribute to its consumers, Noel launched a special edition of collectible classic tin chests of Saltín Noel, Ducales and Sultana, recreating the advertising history of these iconic brands; it also presented a promotion to thank and reward Colombians for their preference.

Through its philosophy “Live with Sense”, Noel will continue to focus on increasing generation of value through the



satisfaction of its clients and consumers, profitable growth, international expansion, market leadership and the integral development of its people.

The goals of the Biscuit Business, framed in the Grupo Nutresa MEGA, aim to double the 2013 sales by 2020, with profitability between 12% and 14% of the EBITDA margin.

### The AbiMar Foods Cracker Plant was certified in SQF Level 3



In March, the SQF audit was conducted in the AbiMar Foods cracker plant, after which it obtained a score of 95 points out of 100; outstanding was the fact that it achieved Level 3, without having passed through other levels. The SQF Quality Certification, recognized globally by the Global Safety Food Initiative (GSFI) is the most important organization in the food industry in the United States, and opens the doors to the Biscuit Business in this country to become a supplier of the most important food chains, such as Walmart, Walgreens, HEB and ALDI.

### Grupo Nutresa Is an Active Part of CAOBA, the First Public-Private Big Data Alliance

On Wednesday, March 2, the first Center of Excellence and Appropriation in Big Data and Data Analytics (CAOBA, for its acronym in Spanish) was officially presented in Bogotá. In addition to our Organization, this alliance -which has the support of Colciencias and the Ministry of Information Technologies and Communication- is comprised by Bancolombia; the National Planning Department (DNP); the Pontificia Universidad Javeriana; ICESI, EAFIT, and Los Andes Universities; IBM; EMC; SAS; and Clúster Creativ.



Representatives from the Alliance companies, accompanied by the Minister of Information Technologies and Communications, David Luna.

In this coalition, the research capacity of universities and the range of products provided by global technology leaders, such as IBM, EMS and SAS, are linked to the demand of large companies and institutions in the country to generate innovative services and solutions that add value to strategic sectors.

AOBA will seek to support the use of Big Data and Data Analytics technologies through different fronts, including training, applied research and support for Colombian entrepreneurial initiatives and spin-offs, whose value proposition is based on generating solutions around these technologies.



**ROBECOSAM**  
Sustainability Award  
Silver Class 2016

## Grupo Nutresa Is the Recipient of the RobecoSAM Sustainability Yearbook 2016 “Silver Class” Distinction

For the second consecutive year, Grupo Nutresa has received the “Silver Class” distinction from the RobecoSAM Sustainability Yearbook 2016, the firm that conducts the assessment of the Dow Jones Sustainability Index.

In the evaluation criteria, such as risk management, climate change, responsible investment practices and relationships with stakeholders, were taken into account in 49 companies in the food sector, of which nine ente-

red the global index. This qualification allowed Grupo Nutresa to obtain recognition in the Silver Class.

In 2011, Grupo Nutresa became the first food company from an emerging economy to enter the Dow Jones Sustainability World Index; since then, it has achieved recognitions in the Bronze Class in 2012 and 2014 and in the Silver Class in 2015 and 2016, in the RobecoSAM Sustainability Yearbook.



The President of the World Bank, Jim Yong Kim, accompanied by CNCH representatives, local communities and authorities from the Department of Cesar.

## The President of the World Bank Visited the Compañía Nacional de Chocolates’ Productive Partnership with Cocoa Growers in Perijá

On January 14, Jim Yong Kim, President of the World Bank; Aurelio Iragorri Valencia, Minister of Agriculture and Rural Development; and Mauricio Cárdenas Santamaría, Finance Minister, visited the municipality of La Paz and its township San José de Oriente, in the north of the Department of Cesar, to see firsthand the progress of the Productive Partnership that Compañía Nacional de Chocolates (CNCH) -a Grupo Nutresa subsidiary-maintains with the Association of Rural Producers of the Serranía de Perijá (Productores Campesinos de la Serranía de Perijá, ASPROCASPE), dedicated to the cultivation of cocoa.

The partnership, which works with 44 small farmers in La Paz, seeks to plant and renew 88 hectares of cocoa, improve grain quality through better processing, increase the income of the cocoa growers and allow them to participate in the market efficiently, profitably and competitively together with a business partner such as Compañía Nacional de Chocolates, while ensuring the purchase of the cocoa and providing them with technical and administrative advice.

The Productive Partnership Program, created in the country 12 years ago, today serves as a model for other countries in Asia and Africa. In fact, Colombia is one of 20 countries where the World Bank promotes this type of project.



## Six Grupo Nutresa Companies Are Highly Innovative Companies (EAI)

In a summons from Colciencias, the Ministry of Commerce, Industry and Tourism and the National Planning Department, the 89 most innovative organizations (Empresas Altamente Innovadoras, EAI) in Colombia were selected, on which income tax for up to 175% of the investment made in innovation projects will be deducted.

Among these 89 companies, noteworthy is the presence of six Grupo Nutresa companies: Compañía Nacional De Chocolates S.A.S., Industria Colombiana De Café S.A.S., Productos Alimenticios Doria S.A.S., Meals Mercadeo De Alimentos De Colombia S.A.S., Compañía De Galletas Noel S.A.S. and Industria De Alimentos Zenú S.A.S.

Among the analysis criteria to select the EAI's are, among others, having defined processes and organizational structure for innovation; assigning an annual budget for research activities; and proving the introduction of innovations in the market equivalent to 10% of the product portfolio in the last three years.

The EAI are companies that demonstrate the systematic realization of activities conducive to innovation, through established processes, resources allocated and verifiable results.

## Recognitions



### Two Cold Cut Business Plants, Certified in OHSAS 18001

The Envigado (Boning) and Medellín (Production) plants of the Cold Cut Business were certified in the OHSAS 18001 standard, which recognizes that both plants have a Health and Safety in the Workplace Management System that can prevent, control and address occupational hazards.



### Logyca Recognized the Cold Cut Business



The Cold Cut Business was recognized as one of the top five industrial companies at the GS1 (Logyca) Annual Meeting. This award is the result of the study “Attention to the Modern Channel” in collaborative processes and deliveries in Colombia and analyzed key indicators, such as delivery, order, billing and the use of information exchange.



### CINCEL Recognized Grupo Nutresa Companies



On April 8 CINCEL recognized several Grupo Nutresa companies for their Organizational Climate management, including its quality and the achievement of significant improvements. The companies recognized were Molino Santa Marta S.A.S., Comercial Pozuelo S.A. de C.V. in El Salvador, and Productos Alimenticios Doria S.A.S.



### Carbon Neutral Company



Compañía Nacional de Chocolates DCR S. A. was recently declared a Carbon Neutral company, thanks, among others, to its efforts in estimating emission reductions for energy projects, allowing it to use the C-Neutral brand, recognized by the Government of Costa Rica.

# Comprehensive Income Statement\*

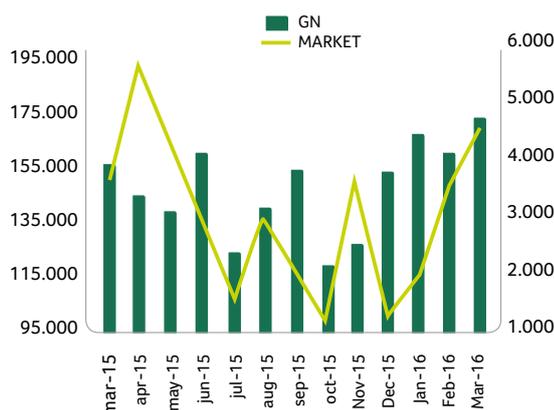
From January 1st to March 31st. (Values expressed in millions of Colombian Pesos)

	MAR-16	%	MAR-15	%	% VAR
<b>CONTINUING OPERATIONS</b>					
<b>Operating revenue</b>	<b>2.104.216</b>		<b>1.726.220</b>		<b>21,9%</b>
Cost of goods sold	(1.196.310)	-56,9%	(972.781)	-56,4%	23,0%
Gross profit	907.906	43,1%	753.439	43,6%	20,5%
Administrative expenses	(97.009)	-4,6%	(96.265)	-5,6%	0,8%
Sales expenses	(547.935)	-26,0%	(436.316)	-25,3%	25,6%
Production expenses	(34.692)	-1,6%	(32.449)	-1,9%	6,9%
Exchange differences on operating assets and liabilities	3.848	0,2%	8.166	0,5%	-52,9%
Other operating expenses, net	1.169	0,1%	2.206	0,1%	-47,0%
<b>Operating profit</b>	<b>233.287</b>	<b>11,1%</b>	<b>198.781</b>	<b>11,5%</b>	<b>17,4%</b>
Financial income	2.165	0,1%	3.035	0,2%	-28,7%
Financial expenses	(70.846)	-3,4%	(50.910)	-2,9%	39,2%
Portfolio dividends	50.453	2,4%	46.468	2,7%	8,6%
Exchange differences on non-operating assets and liabilities	(9.738)	-0,5%	5.949	0,3%	-263,7%
Loss on net monetary position	(11.041)	-0,5%	(4.194)	-0,2%	163,3%
Share of profit of associates and joint ventures	185	0,0%	390	0,0%	-52,6%
<b>Income before tax and non-controlling interest</b>	<b>194.465</b>	<b>9,2%</b>	<b>199.519</b>	<b>11,6%</b>	<b>-2,5%</b>
Current income tax	(56.024)	-2,7%	(51.436)	-3,0%	8,9%
Deferred income tax	14.256	0,7%	3.407	0,2%	318,4%
<b>Profit after taxes from continuous operations</b>	<b>152.697</b>	<b>7,3%</b>	<b>151.490</b>	<b>8,8%</b>	<b>0,8%</b>
Discontinued operations, after income tax	(164)	0,0%	(304)	0,0%	-46,1%
<b>Net profit for the year</b>	<b>152.533</b>	<b>7,2%</b>	<b>151.186</b>	<b>8,8%</b>	<b>0,9%</b>
<b>Profit for the period attributable to:</b>					
Controlling interest	151.672	7,2%	150.991	8,7%	0,5%
Non-controlling interest	861	0,0%	195	0,0%	341,5%
Net profit for the year	152.533	7,2%	151.186	8,8%	0,9%
<b>EBITDA</b>	<b>280.995</b>	<b>13,4%</b>	<b>234.916</b>	<b>13,6%</b>	<b>19,6%</b>

\*Unaudited information.

## Volume of daily negotiations

Figures in COP\$ MM



## Behavior of the share

Base 100: March 2016



# Financial Position Statement \*

At March 31st of 2016 and December 31, 2015. (Values expressed in millions of Colombian Pesos)

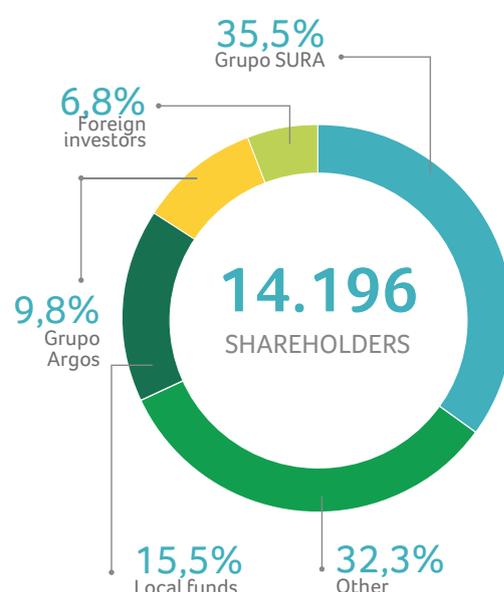
	MAR-16	DIC-15	% VAR
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	291.761	286.064	2%
Trade and other receivables	841.750	878.280	-4%
Inventories	1.119.078	1.032.969	8%
Biological assets	51.847	53.119	-2%
Other current assets	241.822	220.762	10%
Non-current assets held for sale	77.861	71.679	N/A
<b>Total current assets</b>	<b>2.624.119</b>	<b>2.542.873</b>	<b>3%</b>
<b>Non-current assets</b>			
Trade and other receivables	25.395	26.729	-5%
Non-current, biological assets	6.156	5.699	8%
Investments in associated and joint ventures	110.760	109.021	2%
Other financial non-current assets	3.893.661	3.418.149	14%
Property, plant and equipment, net	3.364.160	3.383.722	-1%
Investment properties	82.141	82.393	0%
Goodwill	2.036.765	2.033.403	0%
Other intangible assets	1.172.357	1.179.957	-1%
Deferred tax assets	371.603	355.461	5%
Other assets	42.717	40.645	5%
<b>Total non-current assets</b>	<b>11.105.715</b>	<b>10.635.179</b>	<b>4%</b>
<b>TOTAL ASSETS</b>	<b>13.729.834</b>	<b>13.178.052</b>	<b>4%</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	1.044.488	1.059.660	-1%
Trade and other payables	935.523	825.435	13%
Tax charges	186.031	172.323	8%
Employee benefits liabilities	122.670	160.628	-24%
Current provisions	3.289	4.415	-26%
Other liabilities	26.274	26.641	-1%
<b>Total current liabilities</b>	<b>2.318.275</b>	<b>2.249.102</b>	<b>3%</b>
<b>Non-current liabilities</b>			
Financial obligations	2.170.378	2.034.604	7%
Trade and other payables	158	159	-1%
Employee benefits liabilities	218.264	211.533	3%
Deferred tax liabilities	642.624	639.810	0%
Other liabilities	779	-	N/A
<b>Total non-current liabilities</b>	<b>3.032.203</b>	<b>2.886.106</b>	<b>5%</b>
<b>TOTAL LIABILITIES</b>	<b>5.350.478</b>	<b>5.135.208</b>	<b>4%</b>
<b>SHAREHOLDER EQUITY</b>			
Equity attributable to the controlling interest	8.344.147	8.008.485	4%
Non-controlling interest	35.209	34.359	2%
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>8.379.356</b>	<b>8.042.844</b>	<b>4%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>13.729.834</b>	<b>13.178.052</b>	<b>4%</b>

## Indicators

Closing price	25.500
Closing price 12 months prior	22.900
Max. 52 Weeks	25.700
Min. 52 Weeks	18.800
Market cap. (COPMM)	11.733.140
Intrinsic Value	17.480
P/E Ratio (1)	20,5
P/BV (1)	1,8
EV / EBITDA (1)	10,4
Earnings per Share	932
Dividend per share-month	41,5
Dividend Yield (2)	1,8%
Share Price Return (2)	11,4%
Total Return (2)	13,2%
Change in COLCAP (2)	2,4%
Return on Assets (1)	8,8%
Return on Equity (1)	9,1%
Return on Invested Capital (1)	8,1%
Outstanding Shares	460.123.458
Number of Shareholders	14.196
Bursatility	Alta

FIGURES IN COP\$ MM  
(1) Food companies / 12 months  
(2) last 12 months

## Ownership structure



\*Unaudited information.



Cold Cuts

**New Cunit Sausage**

Cunit launched a new hot-dog sausage to offer a value proposition for those Colombian consumers who are price sensitive. During February and March, launch activities were carried out, which, together with an excellent product, have allowed significant growth in sausage sales.



**New Hot-Dog Sausage, Exclusive for Éxito and Carulla**



In order to further enhance the concept of hot-dog sausages in large supermarket chains, the Cold Cut Business developed an exclusive reference for the Éxito and Carulla stores, which is an 800-gram package with 20 Zenú hot-dog sausages. This reference retains the value proposition around the flavor, aroma, consistency, size, nutritional profile and backing of the brand.



**New Berard Smoked Sausage**

Alimentos Cárnicos de Panamá launched its new Berard Smoked Sausage, a unique mixture of sausage and chorizo, with unmatched flavor and texture. Tastings were activated at points of sale and buyers were invited to participate in activities and contests. With this new product, Alimentos Cárnicos de Panamá reported a significant increase in sales at the end of March.



Biscuits



**Return to School with Festival Safari**

Festival accompanied the return to school with the Festival Safari prepack, a fun product with six collectible designs under the concept of a safari, for kids to personalize and make their own expedition vehicle. Thus, Festival Safari strengthens Festival's positioning as a fun, fashionable brand.

**The NOEL 100 Years Collectable Classics**

To commemorate its 100th anniversary, Noel launched a Noel Classic Collectable Edition, inspired by the old advertising of three iconic biscuit brands chosen by consumers through an online survey: Saltín Noel, Ducales and Sultana. With this collection of chests, consumers were invited to share Noel's magic and flavor of always in its more traditional tin packaging.



**Club Extra White Cheese**

Club Extra continues to strengthen its leadership in the flavored-biscuit segment in Guatemala and El Salvador, this time through an important innovation: Club Extra White Cheese, a product launched in January and which is now sold in Costa Rica under the Bokitas brand. It is a sandwich-type cracker, stuffed with a delicious natural white-cheese filling.



**New Lemon TOSH with Green Tea**

Tosh continues to strengthen its portfolio and develop the healthy segment with product innovations, such as the new Lemon Tosh with Green Tea, recently introduced in the Central American market. They are sweet, lemon-flavored cookies with a natural green tea extract; free of sugar, cholesterol and trans fat, with only 95 calories per serving. They are also a source of fiber and contain antioxidants (Vitamins A, C and E, Zinc and Selenium).



Chocolates

**Chocolisto and Its Four Contributions to Growth**

Aimed at strengthening its positioning as the solution to complete nutrition, Chocolisto presented its campaign of the Four Contributions to Growth, which seeks to make the benefits of vitamins and minerals tangible. Since its launch, the brand has achieved significant growth in sales



**Jumbo 10 Hazelnut**

The Jumbo Concert recently celebrated 10 uninterrupted years, bringing joy, fun and good times to thousands of young people in Colombia. To celebrate this event, Jumbo introduced a limited edition of Jumbo 10 Hazelnut, a delicious 200-gram chocolate candy bar with a creamy, hazelnut-flavored filling and pieces of peanuts, ideal to share and enjoy. It is a highly innovative, differentiated product, with a special size.



**The Tosh Limited Edition Cereal Bar with Pieces of Pecan and Maple Syrup**

Thanks to its understanding of the category of cereal bars, Tosh has identified innovation as one of its main growth factors. Thus, this Limited Edition bar was born, which combines the indulgence of maple syrup with all the benefits of nuts and cereals, pointing to energize one of the most important seasons for cereal bars in Colombia: the beginning of the year.



**The Launch of Granuts**

Exceeding expectations in sales and winning the love from consumers, the Granuts brand was successfully launched in Panama and Costa Rica. This new category of nuts entering Central America is accompanied by a value proposal from the product, packaging, visibility at the point of sale, brand concept and a campaign in mass media. It was launched in Guatemala and El Salvador in April.



Pasta



**Doria launches its Roasted Chicken-Flavored Spaghetti**

Doria's traditional spaghetti now comes with the flavor of Roasted Chicken, a recognized, accepted flavor accepted by Colombian consumers to prepare delicious recipes. A long, easy and very practical pasta to prepare as a single or shared dish, it also has antioxidants and Vitamins A, C and E, Selenium and Zinc.



**Pastas Doria, now in Ecuador**

Seeking international expansion, Pastas Doria arrived in the Ecuadorian market with a high-quality portfolio, focused on the care and protection of the family. This new category strengthens the Grupo Nutresa distribution scheme through Cordialsa Ecuador.



**You Can Play with Pasta Doria Kids**

Doria Kids reaches the Colombian market, in partnership with Crayola, through two high nutritional and very funny references: Zoo and Sports with Cheese. Doria Kids is the pasta with shapes preferred by children, and in its package there is a Twistable Crayola, the best way to stimulate innovation and creativity.



## Ice Cream



### Bocatto Jumbo

The Ice Cream Business introduced the new Bocatto Jumbo to the Colombian market; it is an irresistible combination of Crem Helado chocolate ice cream, in the form of a cone, with chocolate sauce inside and Jumbo Dots (chocolate-covered peanuts) as a topping. Two leading brands, like Jumbo and Bocatto, joined in a single product

### Crem Helado 3 Benefits Popsicle

The first popsicle created to nourish and entertain children was launched in Colombia by Crem Helado, under the name 3 Benefits Popsicle. It consists of three stripes: one of gelatin, another with strawberry-flavored ice cream, and finally, orange juice. This product contains, among other nutritional components, Iron, Zinc and Vitamin C. There are three colors, three flavors and three nutritional benefits in one product.



### Polet Opposite Pleasures

In Colombia, Polet continuously launches products seeking the pleasure of the senses; this can sometimes be opposed, magnifying the sensory experience. This is the new Polet Opposite Pleasures, a creamsicle that combines sweet and salty, causing a unique sense of pleasure in the mouth. Polet Opposite Pleasures combines creamy caramel-flavored ice cream with caramel sauce and is covered with chocolate and delicately salted pieces of almonds.

### White Chocolate Dipped Cone

One of the most traditional products for Dominican consumers is the ice cream cone that is dipped in milk chocolate. As tastes change, Helados Bon launched the White Chocolate Dipped Cone, which complements the traditional Bon portfolio and becomes one of the most noteworthy references of the season at the beginning of the year.



## Tresmontes Luchetti

### New KryzpoCroc: Delicious and Baked

Kryzpo continues to surprise in Chile, now with the launch of the new KryzpoCroc, children's new favorite snack. With an entertaining shape of a crocodile, this new baked product is an alternative for mothers to offer their children a rich, entertaining biscuit. It is available in original and cheese flavors, and small, medium and family sizes.



### Lucchetti Launches Egg Pasta and Expands Its Line of Vegetable Pasta

A year after launching Pastas Lucchetti in Mexico, the brand has innovated again with its line of Egg Pasta, made with selected eggs, which ensures a higher protein intake. In parallel, it expanded the portfolio of Vegetable Pastas, with three presentations widely consumed in Mexico: Spiral 2, Penne (Pluma) and Fusilli, all in 200g packages.

### Lucchetti Launched Its New Whole Wheat Line

Responding to the world trend of increased intake of fiber in the daily diet, in Chile Pastas Lucchetti launched its new whole-wheat line, which contains twice the fiber of regular pasta, helping to regulate bowel movements and maintain a balanced diet. It is available in Spaghetti 5 and Spiral 56, in 400g presentations, at the same price of regular pasta.



### Zuko Launched its New Line of Orangeade and Classic Lemonade in Mexico

Zuko continues to drive innovation in the world of instant beverages in the Mexican market with its line of Orangeade, incorporating its versions of Classic Orangeade and Pineapple Orangeade. It has also added the Classic Lemonade flavor to its successful line of lemonades.



## Retail Food



### Barbeque Chicken Sandwich

Hamburguesas El Corral presented its delicious Grilled Chicken Breast Sandwich with BBQ sauce, Mozzarella cheese, crispy bacon, fresh lettuce and sweet pickles.

### New Spinach Alfredo Deluxe Pizza from Papa John's

In March, Papa John's presented Colombian consumers its Insignia Pizzas, beginning with its exclusive preparation "Spinach Alfredo Deluxe," where Canadian ham, bacon, mushrooms and tomatoes are uniquely placed on an exquisite Spinach Alfredo sauce.



### New Preparations at Leños Gourmet

presented its new portfolio of flavors that include Pastas Monticello as an accompaniment to its new preparations. The Beef Medallion, Salmon or Grilled Chicken are now accompanied by Pastas Monticello in Al Burro or Al Pomodoro preparations.



### The "Hunters" Promotion at Hamburguesas El Corral

Through its "Hunters" promotion, during the first quarter of 2016, Hamburguesas El Corral rewarded its most loyal Colombian consumers. For each visit, the client received a sticker and, upon receiving the third, could claim a Corral with Cheese Combo for free.

## Grupo Nutresa Joins the UN to Promote Sustainable Development



The private sector is an active part in the search for solutions to the various problems that affect countries today. From its framework of action in sustainability, Grupo Nutresa works alongside global efforts to find new ideas and initiatives that promote quality of life, the economic development of disadvantaged communities and environmental conservation. This is why we have integrated the new Sustainable Development Goals (SDGs), proposed by the United Nations, into our sustainability

strategies, to join forces and create a better future together.

The full diagram, showing the issues through which Grupo Nutresa contributes to the SDGs, is found in the Integrated Annual Report 2015, available with the following QR code.



## The Pasta Business Wastewater Treatment Plant, a great example

In its Mosquera (Cundinamarca) plant, the Pasta Business has a highly efficient Wastewater Treatment Plant to remove contaminants, which allows it to generate water in optimal conditions for reuse. At the beginning of 2016, the third stage of recovery was begun, in which the water is brought to drinking conditions for use in washing molds and aeration of the production room. With this, a daily average of five cubic meters (5m<sup>3</sup>) is recovered and 70% reclaimed water is reached.

## TMLUC Mexico and Chile Move Forward with Their “Healthy Space” Program



Through a “Nutrition, Physical Activity and Health Fair”, the most recent implementation of the “Healthy Space” program was launched in Acatlán de Juárez, Jalisco State, Mexico), which was attended by the Mayor, representatives from the Guadalajara and ITESO Universities, the community, and the Company. This new activation is given in partnership with the Jalisco Association of Nutritionists (Asociación Jalisciense

de Nutriólogos, AJANUT) and under the supervision of the National Institute of Public Health (Instituto Nacional de Salud Pública, INSP). In this fair, the program was unveiled through taking anthropometric measurements, games, and vaccinations, among other activities.

Meanwhile, Tresmontes Lucchetti Chile presented a new version of the program, in which local health teams will be in charge of its implementation, under the supervision of the Institute of Nutrition and Food Technology (Instituto de Nutrición y Tecnología de los Alimentos, INTA). This new phase was inaugurated in the town of Illapel, IV Region, which includes nearly 8,000 school children; in the coming weeks, the neighboring town of Salamanca will be added. This new phase includes nutrition education, doubling the weekly hours of physical education classes, incorporating the sale of low-calorie products in schools, as well as promoting active recreation.

## The Cold Cut Business, active in voluntary work

A total of 77 volunteers from the Cold Cut Business in Panama were present in the La Divisa and Arosemena Schools in Panama, located in the vicinity of the Company's livestock production farm. During the event, donations of school supplies and Blue Ribbon brand products were handed out.



Also, 70 children from the First Presbyterian Church of Bogotá, and 34 young children benefitted by the Kiwanis Sultana del Valle Kindergarten in Cali, welcomed 36 volunteers from the Business, who came to brighten their day with gifts, games and surprises.

Meanwhile, in February 99 employees from the Business gave their time to the “Look Over Your Help” volunteer activity, which took place in Antioquia, Bogotá, Barranquilla and Cali. In this space, they had the chance to learn about and participate in the internal operation of the Food Banks of their respective city, to which the Business delivers products to benefit low-income institutions.

Finally, a total of COP 1.025.000 was donated by 27 Cold Cut Business employees across the country to help the single mothers attended by the Congregation of the Dominican Sisters of Charity.

## Fundación Nutresa began the “Take Your Time and Celebrate Life” Festivals



With the participation of more than 1.400 children in Barranquilla, Pereira and Bucaramanga, the “Take Your Time and Celebrate Life” festivals began several weeks ago.

This is a strategy with which Fundación Nutresa seeks to promote healthy lifestyles in children through play and recreation.

This year, the activities are supported by the University of Antioquia Life Park, and it is expected that a total of 8.000 children in 17 areas in seven cities in Colombia will be served.

## Pasta Business Obtained the First Gold–Level LEED Certification for Grupo Nutresa

On December 14, 2015, the Pasta Business, led by Productos Alimenticios Doria, S.A.S., officially received, for Grupo Nutresa, the First Leadership in Energy and Environmental Design (LEED) Certification for New Constructions, in the Gold Level, for the design and construction of its Distribution Center (CEDI), at its plant in the municipality of Mosquera.



The Distribution Center (Centro de Distribución, CEDI) in the Pasta Business Plant, in Mosquera, Cundinamarca

LEED Certification, awarded by the U.S. Green Building Council (USGBC), is a voluntary sustainability certification program for buildings, which recognizes the best global practices in sustainable construction.

Currently in Colombia, there are 55 LEED projects already certified, of which 25 were certified as Gold, including the new CEDI in Mosquera.