



Alberto Hoyos Lopera

President

Part of Grupo Nutresa since 1993

54 years old

Relevant aspects from 2018

A solid revenue dynamic was achieved, with an effective management of operating costs and expenses, in addition to the improvement in both productivity and growth in the profit margin.

We executed the divestment of our interests in the companies Litoempaquas and Logypack with the aim of ensuring a higher level of concentration in the Biscuits and Healthy Snacks businesses.

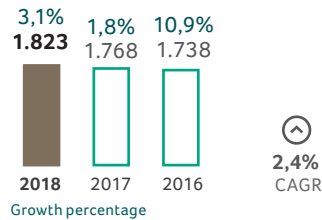
Grupo Nutresa's Brand and Network Management Model was implemented, generating efficiencies and improving the impact on consumers. The portfolio was streamlined, going from 30 brands in 2017 to 23 brands in 2018.

We consolidated the formalization of our first two invention patents: one related to baking efficiency with a scope for Colombia, and one related to the production of healthy snacks with a scope for the strategic region.

We built Tosh's higher purpose: "To be the brand that fosters living in harmony with yourself and your world." We also obtained its Carbon Neutral certification. In addition, we made progress in the process focused on expanding the healthy snacks portfolio with the launch of a value proposition adapted to the local market in Costa Rica.

Sales COP billion

Total Sales



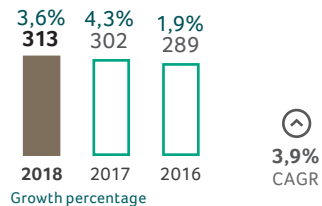
The Biscuits Business represents



of Grupo Nutresa's total sales

International Sales

USD million

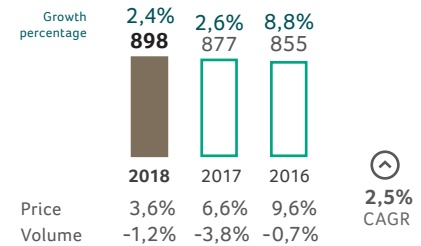


The international sales represent



of the total business unit sales

Sales in Colombia

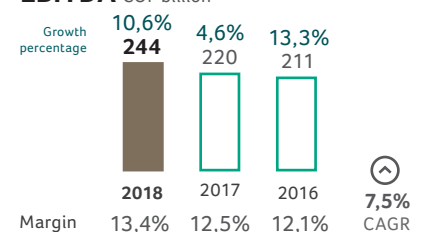


The sales in Colombia represent



of the total business unit sales

EBITDA COP billion



The Biscuits Business represents



of Grupo Nutresa's ebitda

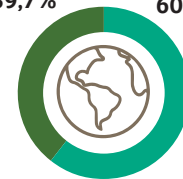
Most innovative Product



Tosh Wafer. A multi-grain wafer biscuit with natural fruit chunks, without added sugar and naturally sweetened with Stevia in two flavor presentations: kiwifruit and coconut. This new product is focused on fulfilling the needs of our consumers and the healthy diet trends.

Employees

International 39,7% Local 60,3%



5.373

TOTAL

(Direct employees, indirect employees and apprentices)



Women 26,4%

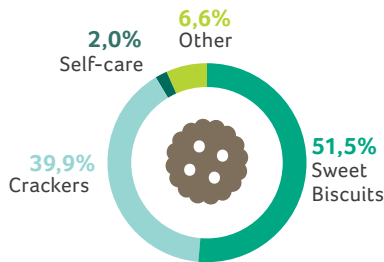


Men 73,6%

(Direct employees and apprentices)

Main categories

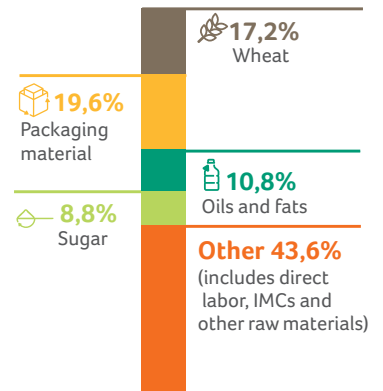
(% of total sales)



Market share in Colombia

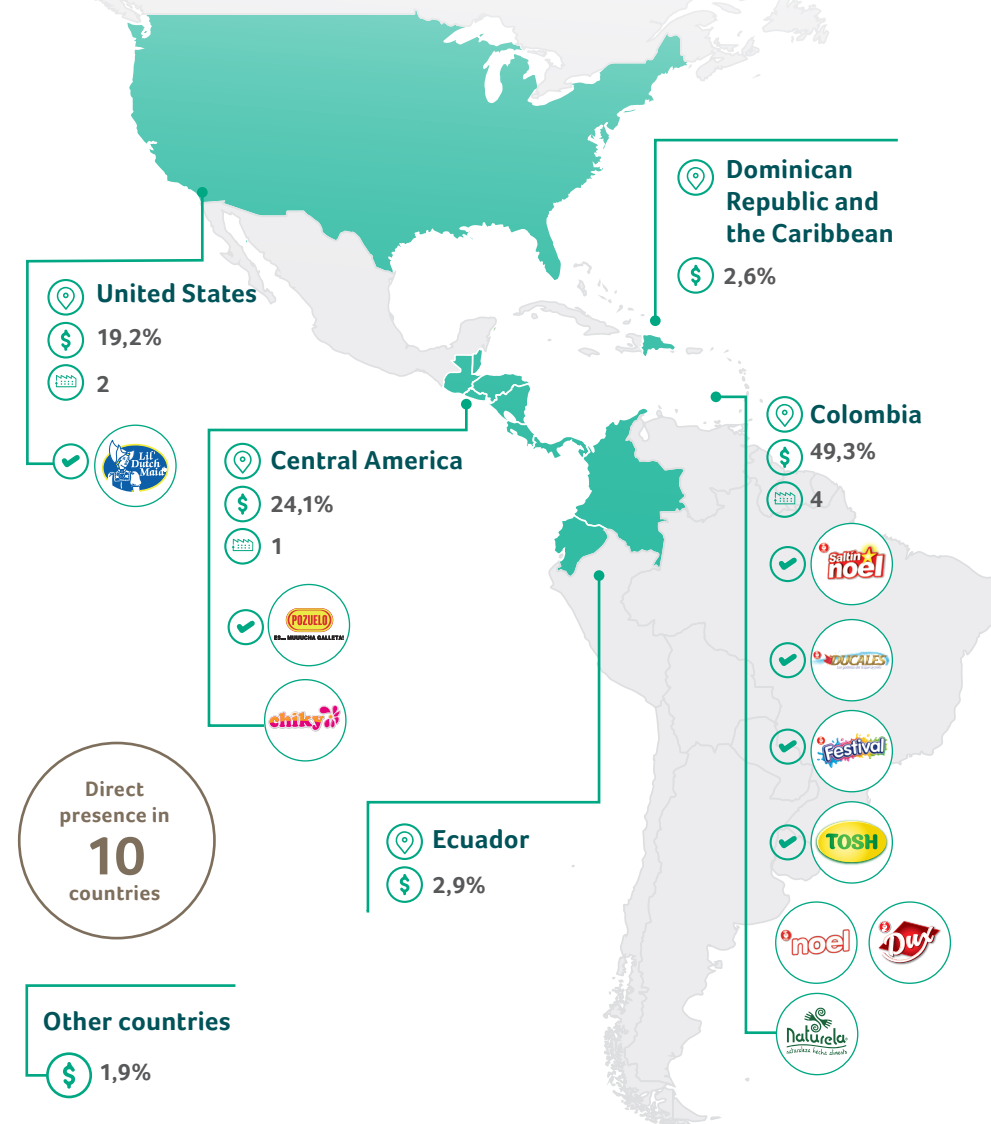


Raw materials and other



Legend

- Presence of our main brands [GRI102-2]
- % of the Business Sales
- Production facilities
- Brands with sales over USD 50 Million



Direct presence in **10** countries

Outlook for 2019

Maintaining the productivity and efficiency plans for the productive platforms in Colombia, Costa Rica and the United States, as well as the leveraging of the advantages provided by the sourcing and global procurement process.

Incorporating Naturela's knowledge with the aim of enhancing our nutrition and wellness portfolio, and including new sources of protein and natural ingredients.

Maintaining our market share in Colombia and Central America through innovation, the strengthening of the power of the brands, and the active participation in all the channels in both geographies.

Broadening the portfolios of the LDM and Tru-Blu brands based on the growth of our channels in the United States.

Venturing into retail chains specialized in health and wellness in the United States by means of organic and non-GMO value propositions.