



BISCUITS BUSINESS



Alberto Hoyos Lopera

PRESIDENT

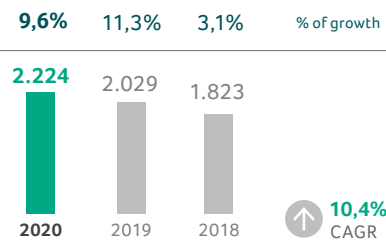
56 years old /

Part of Grupo Nutresa since 1993

- The sales totaled COP 2.224.000 million, representing a 9,6% growth rate, doubling by 2,0 times the sales recorded in 2013. The Business's sales abroad represented 53,9% of the total sales.
- The exports from Colombia amounted to USD 51,6 million, exhibiting a growth rate of 8,8%.
- The Business's productivity was increased by 2,3% in relation to 2019 thanks to the prioritization of the portfolio, the streamlining of innovation and the adequate management of the epidemiological fences and preventive isolation measures.
- *Kibo Foods* was strengthened and amounted USD 448.000 in sales in its first year of operation in the U.S., 89% of which were made through *Amazon*.
- The strategic goals for 2020 in the environmental dimension were fulfilled in terms of water consumption (-38%), waste production (-26%) and waste recovery and reuse (92%); all these indicators are measured as per ton produced.

SALES COP thousand million

Total sales

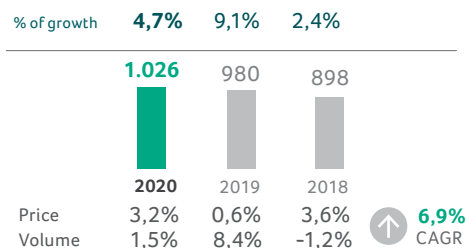


The Biscuits Business represents

20,0%

of Grupo Nutresa's total sales.

Sales in Colombia



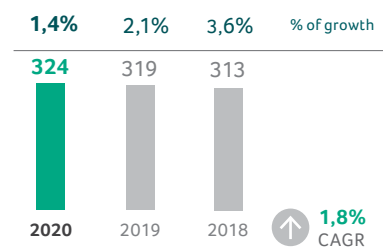
The sales in Colombia represent

46,1%

of the Business's sales.

Sales abroad

USD million



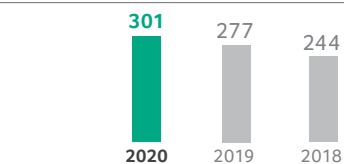
The sales abroad represent

53,9%

of the Business's sales.

EBITDA COP thousand million

% of growth



The Biscuits Business represents

20,9%

of Grupo Nutresa's EBITDA.

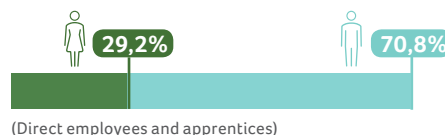
Adaptation to change. The Business consolidated the Organization's cultural attributes: adaptability, global thinking and entrepreneurship capacity, with 472 employees working from home, and operating without interruptions in all seven production platforms.

EMPLOYEES

6.156

TOTAL

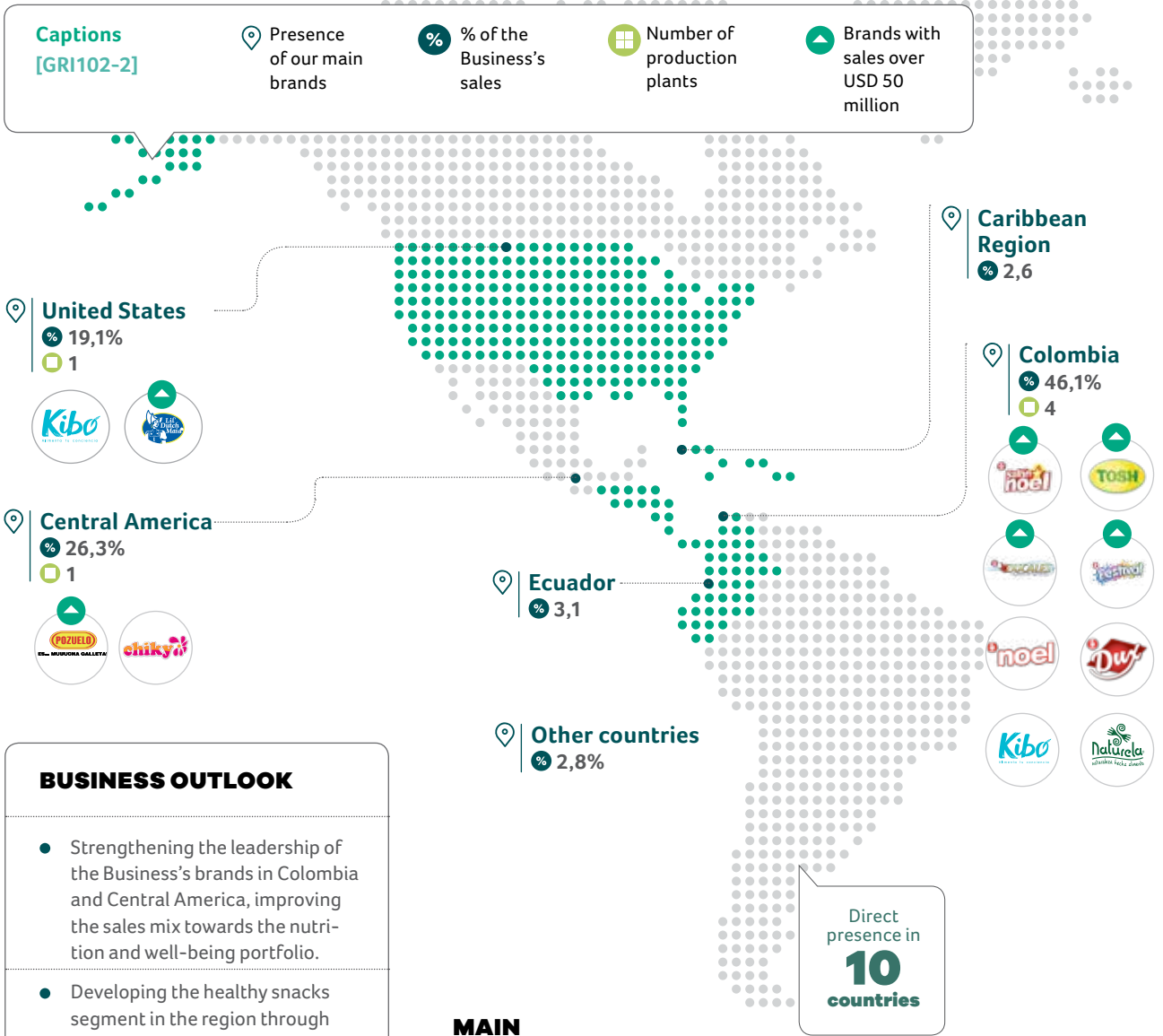
(Direct employees, third-party employees and apprentices)



52,3% in Colombia



47,7% Abroad

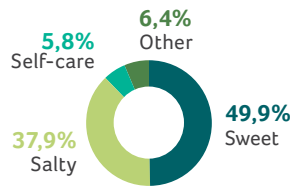


BUSINESS OUTLOOK

- Strengthening the leadership of the Business's brands in Colombia and Central America, improving the sales mix towards the nutrition and well-being portfolio.
- Developing the healthy snacks segment in the region through brands such as *Tosh* and *Kibo*.
- Consolidating the growth of the Business in the U.S. through the expansion of channels, a better coverage and new value propositions from the brands *Li'l Dutch Maid*, *Chiky*, *Kibo* y *Tosh*.
- Focusing the actions on improving the comprehensive productivity of the Business in order to promote the fulfillment of the profitable growth and sustainability goals set for 2030.
- Ensuring the early fulfillment of the goal that consists in using 100% of recyclable, reusable or compostable packaging materials for all the products of the Business.

MAIN CATEGORIES

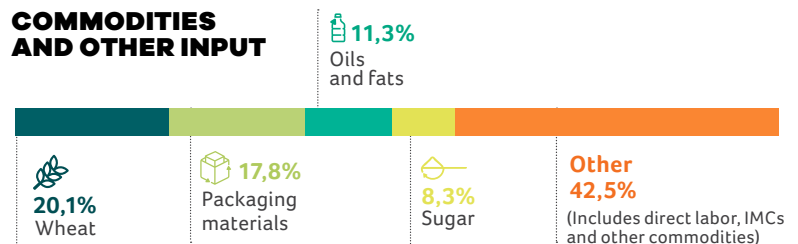
(% of total sales)



MARKET SHARE IN COLOMBIA



COMMODITIES AND OTHER INPUT



Direct presence in **10** countries