



COFFEE BUSINESS



Miguel Moreno Múnera

PRESIDENT

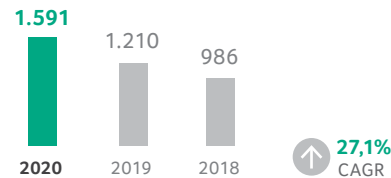
43 years old / Part of Grupo Nutresa since 2003

- The Business concluded 2020 with an EBITDA margin of 13,7%, growing 53,9% in relation to 2019. Additionally, the return on capital was greater than the one expected for Grupo Nutresa.
- The Business doubled its sales as to the goal set in 2013.
- The energy usage was reduced 27,5% per ton produced since 2010.
- The “Retoma” (Retake) Program for Nutresa Express Pods was strengthened. With the recovery and reuse of these flexible materials, the school environment of an educational institution was improved through the provision of school furniture. More than 1.400 children benefited from this action.
- The Business reinforced its commodity procurement model, which is essential for ensuring an adequate stance and response to the COVID-19 pandemic.

SALES COP thousand million

Total sales

31,5% 22,8% -1,6% % of growth



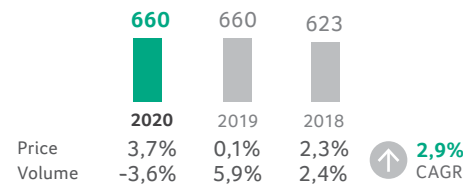
The Coffee Business represents

14,3%

of Grupo Nutresa's total sales.

Sales in Colombia

% of growth -0,1% 6,0% 4,8%



The sales in Colombia represent

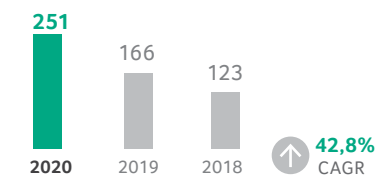
41,5%

of the Business's sales.

Sales abroad

USD million

51,0% 35,1% -10,9% % of growth



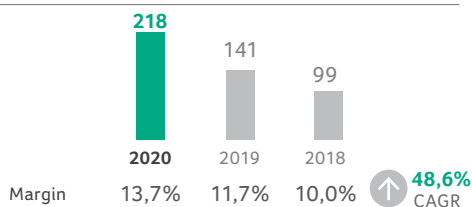
The sales abroad represent

58,5%

of the Business's sales.

EBITDA COP thousand million

% of growth 53,9% 43,5% -18,4%



The Coffee Business represents

15,1%

of Grupo Nutresa's EBITDA.

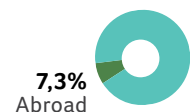
Adaptation to change. The Business strengthened its digital transformation process with the evolution of its market entry methodology, the implementation of traceability measures for commodities and supplies, and the incorporation of new technologies such as RPA and the Organization's first predictive analytics pilot project.

EMPLOYEES

2.062 TOTAL
(Direct employees, third-party employees and apprentices)



92,7%
in Colombia



Captions
[GRI102-2]

- 📍 Presence of our main brands
- 📊 % of the Business's sales
- 🏠 Number of production plants
- 📈 Brands with sales over USD 50 million

United States

📊 45,6%

🏠 1



Colombia

📊 41,5%

🏠 4



Other countries

📊 10,2%

BUSINESS OUTLOOK

- Boosting the growth strategy based on two of the pillars of Grupo Nutresa's purpose: brands and B2B businesses, focusing on United States, Colombia, Latin America and Asia.
- Continue increasing the value of coffee as a beverage and generating value by transforming agricultural assets and offering consumers differentiated healthy product proposals based on innovation, productivity and sustainability, with a return greater than the cost of capital.
- Keep boosting the best global and diverse talent, offering development opportunities based on the best labor and safety practices and strengthening attributes such as authentic relations, agility and flexibility.
- Maintaining sustainability as a fundamental pillar of the Business's performance by following leading practices with a global and responsible sourcing process, reducing the impact on the environment and offering development opportunities to all the stakeholders.



Malaysia*

🏠 1

* This operation is not consolidated in the Business total as its market share is less than 50%.



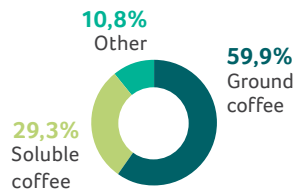
Japan

📊 2,7%

Direct presence in
12
countries

MAIN CATEGORIES

(% of total sales)



MARKET SHARE IN COLOMBIA



COMMODITIES AND OTHER INPUT

