



# PASTA BUSINESS



**Fabián Andrés Restrepo Zambrano**

PRESIDENT

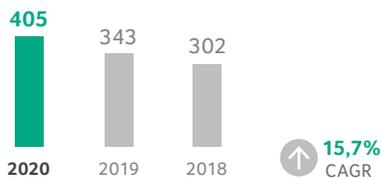
46 years old / Part of Grupo Nutresa since 1996

- A 17,9% sales growth rate was achieved by means of new strategies based on the at-home eating habits.
- The Business continued working on the development of international markets.
- The profitability of the Business was secured thanks to the effective management of prices, the optimization of the portfolio, the 15,5% increase in the productivity, the efficiency at the production plants and the adequate management of fixed costs by increasing the volumes.
- The zero-water-disposal operation was consolidated by achieving the recirculation of 100% of the wastewater and eliminating the disposal to water bodies. Additionally, the rainwater collection pilot program was launched.
- The consumer experience was improved by means of the portfolio of products through virtual meals and advisory sessions.

## SALES COP thousand million

### Total sales

17,9% 13,6% 2,9% % of growth

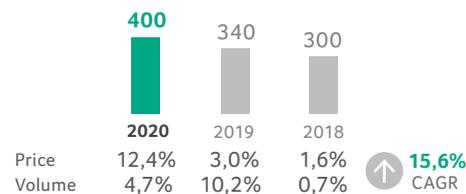


The Pastas Business represents



### Sales in Colombia

% of growth 17,7% 13,5% 2,4%



The sales in Colombia represent

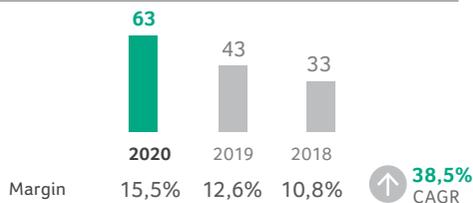


### Adaptation to change.

Small work teams were created in order to overcome the internal and market-related challenges based on agile and innovation-centered methodologies and by making the most of the digital transformation.

## EBITDA COP thousand million

% of growth 44,7% 32,7% 12,3%



The Pastas Business represents



## EMPLOYEES

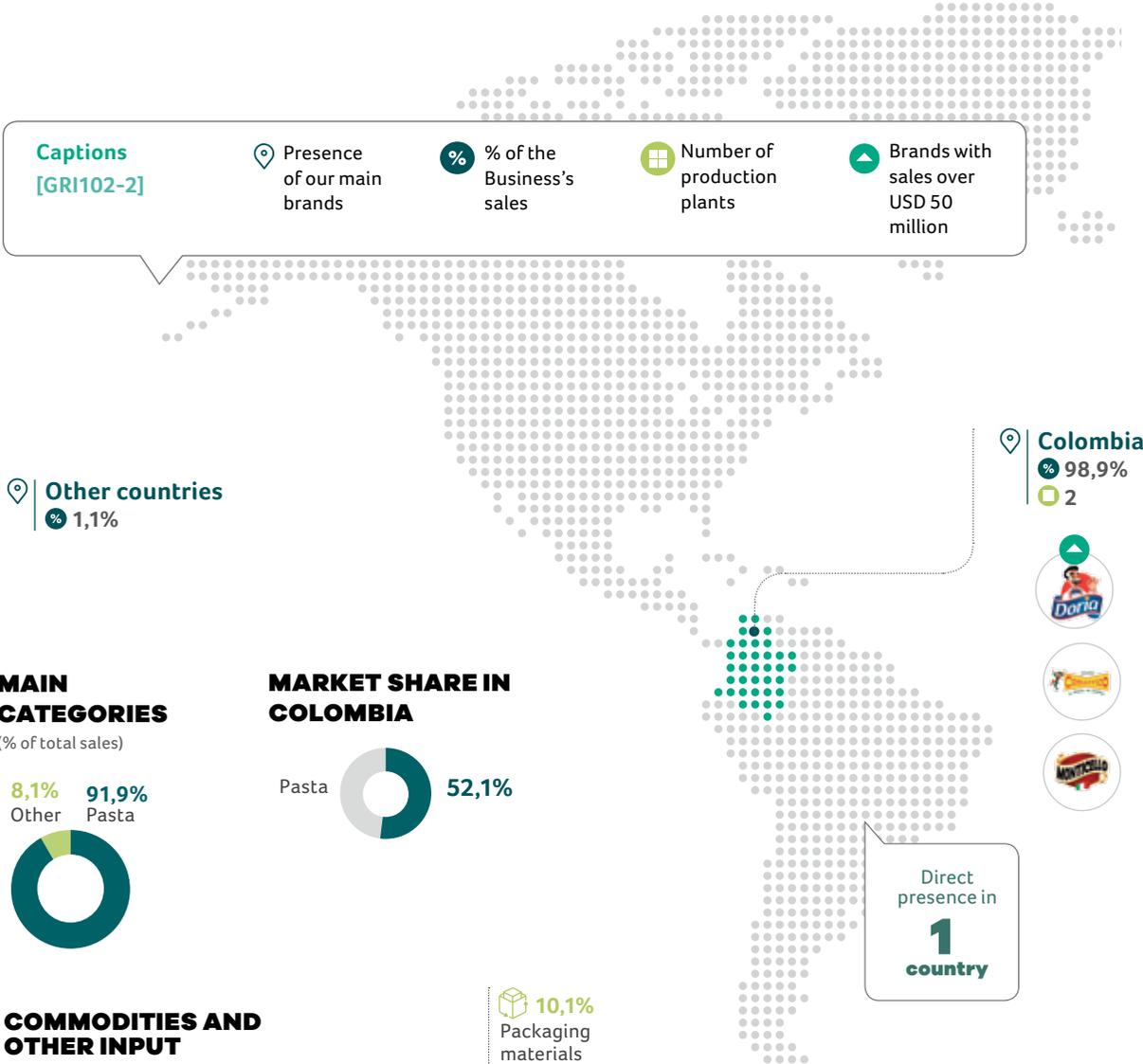
**713** TOTAL  
(Direct employees, third-party employees and apprentices)



100%  
in Colombia

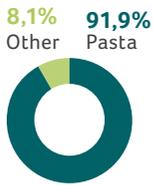


0%  
Abroad



**MAIN CATEGORIES**

(% of total sales)



**MARKET SHARE IN COLOMBIA**



**COMMODITIES AND OTHER INPUT**



**BUSINESS OUTLOOK**

- Continue working on the comprehensive development of the employees, enhancing the Nutresa Talents of the Being, promoting a culture based on innovation, sustainability, digital transformation, adaptability, flexibility, diversity and equality.
- Deploying circular economy projects, cycle-closing initiatives and sustainable packaging solutions.
- Generating new inorganic layers with the implementation of new projects and business models.
- Focusing strategies based on healthy products on the market to address the new trends and boost the seal-free portfolio.
- Consolidating the internationalization with the development of new geographies and the strengthening of the existing ones.
- Increasing the productivity and the eco-efficiency based on the knowledge on new technologies and the adoption of new ones.