



TRESMONTES LUCCHETTI NUTRESA



**Justo
García Gamboa**

PRESIDENT

59 years old / Part of
Grupo Nutresa since 2013

- All categories were boosted thanks to the increased consumption of instant cold beverages (ICBs), pasta, sauces, dehydrated products, coffee, pastry and oils at the households.
- Kryzpo's stackable potato chips market was expanded into Panama, Costa Rica, Honduras, Guatemala, El Salvador, Ecuador and Colombia.
- The strategic sourcing process was reinforced to ensure an efficient management of both productivity and competitiveness.
- The Business contributed more than 300 tons of food to support senior citizens in Chile and Mexico.
- The coffee product portfolio was strengthened in Chile by entering the pod and freeze-dried segments.
- Tresmontes Lucchetti completed the transition to certifiable renewable sources for the electric power supply of its entire operation.

SALES COP thousand million

Total sales



Tresmontes Lucchetti represents



Sales abroad

USD million



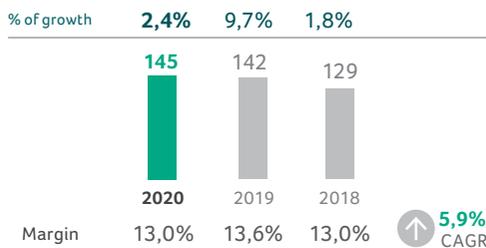
The sales abroad represent



Adaptation to change.

The Business established production, sourcing and commercial strategies with the aim of addressing the risks in its supply chain and the changing demand. Additionally, progress was made in the comprehensive value propositions for *bricks and clicks* and for last-mile companies for the development of e-commerce.

EBITDA COP thousand million

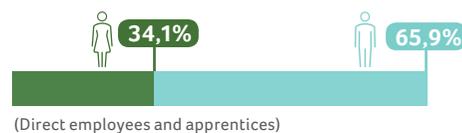


Tresmontes Lucchetti represents



EMPLOYEES

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



100%
Abroad



0,0%
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**
📊 3,5%

📍 **Mexico**
📊 15,7%
🏭 2



📍 **Central America**
📊 5,0%

📍 **Other countries**
📊 4,3%

Direct presence in
7
countries

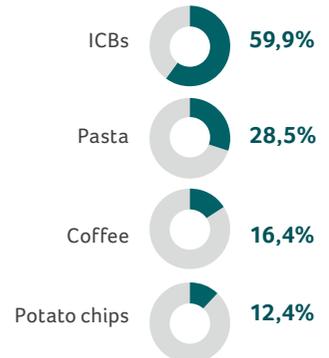
📍 **Chile**
📊 71,5%
🏭 4



BUSINESS OUTLOOK

- Generating profitable and sustained growth by consolidating a new innovation model that enables the Business to create an incremental layer of income with effective innovations.
- Developing the Chile geography by increasing its competitiveness, expanding the core and omnichannel categories, boosting the channels with diversified value propositions, and getting adapted to the trends of the e-commerce channel.
- Implementing a productivity plan for Mexico in 2021 and maintaining an efficient operation.
- Implementing the digital transformation by developing capabilities related to consumer service and collaborative tools, and adapting communication strategies.
- Expanding the presence of Kryzpo's stackable potato chips, including the market in Mexico; and exploring the internationalization of Tresmontes Lucchetti's diverse categories.

MARKET SHARE IN CHILE



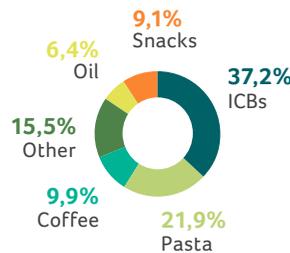
MARKET SHARE IN MEXICO



*ICBs: instant cold beverages

MAIN CATEGORIES

(% of total sales)



COMMODITIES AND OTHER INPUT

