

## During First Quarter of the year, Grupo Nutresa Grows 4.9% in Sales in Colombia and its EBITDA Margin Stands at 13%

- Sales in Colombia performed well and amounted to COP 1.3 trillion, 4.9% higher than in the same period in 2016.
- Sales abroad amounted to USD 248.7 million and reflect a 3.6% growth, after excluding – for comparative purposes – the first-quarter sales of 2016 in Venezuela.
- In terms of profitability, an accumulated EBITDA of COP 264,549 million was reported in the period, representing 13% of sales.

**Medellin, April 28, 2017.** Grupo Nutresa S.A. (**BVC: NUTRESA**) announces its consolidated financial result as of March 31, 2017.

During the first quarter of 2017, we highlight the good sales dynamics in Colombia, which amounted to COP 1.3 trillion, representing 64% of Grupo Nutresa's consolidated sales and growing 4.9% compared to the same period last year.

Sales abroad amounted to COP 727,127 million, representing 36% of total sales. Expressed in Dollars, these sales totaled USD 248.7 million, a 4.9% decrease that, by excluding first-quarter 2016 sales in Venezuela, reflect a growth of 3.6%.

Total sales in Colombian Pesos stand at COP 2.04 trillion, a growth of 0.3% (considering the exclusion mentioned of Venezuela) resulting from a lower exchange rate compared to the same period in 2016.

This commercial dynamic, both nationally and internationally, is the result of important efforts in innovation, quality and productivity, supported by a constant development of channels and a powerful distribution network that allows us to deliver a differentiated offer to our customers, buyers and final consumers.

Grupo Nutresa's operating profit amounted to COP 203,785 million, with an operating margin of 10%, favored by the good performance of sales and administration expenses, which recorded growth below Colombian inflation, and a 5% reduction in production expenses.

In terms of profitability, an EBITDA for COP 264,549 million was reported, 13% of sales. This result is the product of a strategy of rigorous management of expenses, constant efforts in operational efficiencies and the reduction of the cost of certain raw materials.

Net post-operative expenses for COP 30,420 million are 21.6% lower than those of the same period last year and include the effect of the revaluation of the Colombian Peso.

Finally, consolidated net profit totals COP 139,150 million, an 8.3% decrease against the first quarter of 2016, primarily due to the accounting record of investments in Venezuela as a financial instrument and a lower exchange rate compared to the same period in 2016.

### **Grupo Nutresa S. A. Separated Financial Statements**

In the Grupo Nutresa S. A. Separated Financial Statements, operating income for the first quarter of 2017 is reported for COP 137,135 million, which comes from the application of the equity method on subsidiaries and associates for COP 82,931 million, and from the recognition of dividends from the investment portfolio for COP 54,204 million. Net profit is COP 136,579 million; equity amounts to COP 8.4 trillion.

The annexes below, both for the Consolidated and Separate Financial Statements, are an integral part of this communication, namely: The Comprehensive Income Statement as of March 31, 2017; the Statement of Financial Position as of March 31, 2017; and Indicators.

**CONSOLIDATED FINANCIAL STATEMENTS**

**INCOME STATEMENT AS OF MARCH 31, 2017**

	2017 -1Q	% Revenues	2016 -1Q	% Revenues	% Var.
<b>Continuing operations</b>					
<b>Operating revenue</b>	<b>2.041.823</b>		<b>2.104.216</b>		<b>-3,0%</b>
Cost of goods sold	(1.150.561)	-56,3%	(1.196.310)	-56,9%	-3,8%
<b>Gross profit</b>	<b>891.262</b>	<b>43,7%</b>	<b>907.906</b>	<b>43,1%</b>	<b>-1,8%</b>
Administrative expenses	(100.251)	-4,9%	(97.009)	-4,6%	3,3%
Sales expenses	(563.544)	-27,6%	(547.935)	-26,0%	2,8%
Production expenses	(32.942)	-1,6%	(34.692)	-1,6%	-5,0%
Exchange differences on operating assets and liabilities	2.176	0,1%	3.848	0,2%	-43,5%
Other operating expenses, net	7.084	0,3%	1.169	0,1%	NA
<b>Operating profit</b>	<b>203.785</b>	<b>10,0%</b>	<b>233.287</b>	<b>11,1%</b>	<b>-12,6%</b>
Financial income	2.452	0,1%	2.165	0,1%	13,3%
Financial expenses	(82.389)	-4,0%	(70.846)	-3,4%	16,3%
Portfolio dividends	54.235	2,7%	50.453	2,4%	7,5%
Exchange differences on non-operating assets and liabilities	(3.118)	-0,2%	(9.738)	-0,5%	-68,0%
Loss on net monetary position	-	0,0%	(11.041)	-0,5%	NA
Share of profit of associates and joint ventures	(1.600)	-0,1%	185	0,0%	NA
<b>Income before tax and non-controlling interest</b>	<b>173.365</b>	<b>8,5%</b>	<b>194.465</b>	<b>9,2%</b>	<b>-10,9%</b>
Current income tax	(40.723)	-2,0%	(56.024)	-2,7%	-27,3%
Deferred income tax	8.078	0,4%	14.256	0,7%	-43,3%
<b>Profit after taxes from continuous operations</b>	<b>140.720</b>	<b>6,9%</b>	<b>152.697</b>	<b>7,3%</b>	<b>-7,8%</b>
Discontinued operations, after income tax	(892)	0,0%	(164)	0,0%	443,9%
<b>Net profit for the year</b>	<b>139.828</b>	<b>6,8%</b>	<b>152.533</b>	<b>7,2%</b>	<b>-8,3%</b>
Non-controlling interest	678	0,0%	861	0,0%	-21,3%
<b>Profit for the period attributable to controlling interest</b>	<b>139.150</b>	<b>6,8%</b>	<b>151.672</b>	<b>7,2%</b>	<b>-8,3%</b>
<b>EBITDA</b>	<b>264.549</b>	<b>13,0%</b>	<b>280.995</b>	<b>13,4%</b>	<b>-5,9%</b>

For further details please check the notes of the financial statements on the following link:

<http://www.gruponutresa.com/inversionistas/resultados-y-publicaciones/resultados-trimestrales/#2017-1>

### STATEMENT OF FINANCIAL POSITION AS OF MARCH 31, 2017

	March 2017	Var	December 2016
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	268.250	22,3%	219.322
Trade and other receivables	923.153	3,8%	889.197
Inventories	1.051.962	2,3%	1.028.417
Biological assets	80.216	6,0%	75.677
Other current assets	269.943	9,4%	246.832
Non-current assets held for sale	80.239	-20,0%	100.330
<b>Total current assets</b>	<b>2.673.763</b>	<b>4,5%</b>	<b>2.559.775</b>
<b>Non-current assets</b>			
Trade and other receivables	21.943	-6,6%	23.495
Non-current, biological assets	8.040	8,2%	7.433
Investments in associated and joint ventures	162.693	-1,1%	164.510
Other financial non-current assets	4.010.528	3,2%	3.885.206
Property, plant and equipment, net	3.334.995	-1,4%	3.383.513
Investment properties	71.797	-0,1%	71.842
Goodwill	2.003.664	-1,5%	2.034.454
Other intangible assets	1.143.667	-1,7%	1.163.671
Deferred tax assets	355.573	-0,4%	356.994
Other assets	49.430	1,6%	48.661
<b>Total non-current assets</b>	<b>11.162.330</b>	<b>0,2%</b>	<b>11.139.779</b>
<b>TOTAL ASSETS</b>	<b>13.836.093</b>	<b>1,0%</b>	<b>13.699.554</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Financial obligations	766.418	-9,6%	847.689
Trade and other payables	950.671	7,0%	888.840
Tax charges	156.179	-4,4%	163.362
Employee benefits liabilities	153.375	-5,1%	161.592
Current provisions	1.360	-50,3%	2.734
Other liabilities	49.399	-0,7%	49.746
<b>Total current liabilities</b>	<b>2.077.402</b>	<b>-1,7%</b>	<b>2.113.963</b>
<b>Non-current liabilities</b>			
Financial obligations	2.521.441	10,7%	2.277.429
Trade and other payables	158	0,0%	158
Employee benefits liabilities	221.537	2,2%	216.744
Deferred tax liabilities	700.242	-0,8%	705.700
Other liabilities	618	3,0%	600
<b>Total non-current liabilities</b>	<b>3.443.996</b>	<b>7,6%</b>	<b>3.200.631</b>
<b>TOTAL LIABILITIES</b>	<b>5.521.398</b>	<b>3,9%</b>	<b>5.314.594</b>
<b>SHAREHOLDER EQUITY</b>			
<b>Equity attributable to the controlling interest</b>	<b>8.274.696</b>	<b>-0,9%</b>	<b>8.346.719</b>
Non-controlling interest	39.999	4,6%	38.241
<b>TOTAL SHAREHOLDER EQUITY</b>	<b>8.314.695</b>	<b>-0,8%</b>	<b>8.384.960</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>13.836.093</b>	<b>1,0%</b>	<b>13.699.554</b>

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**SEPARATED FINANCIAL STATEMENTS**

**INCOME STATEMENT AS OF MARCH 31, 2017**

	2017 -1Q	% Revenues	2016 - 1Q	% Revenues	% Var.
<b>Operating revenue</b>	<b>137.135</b>		<b>152.163</b>		<b>-9,9%</b>
Dividend portfolio	54.204	39,5%	50.453	33,2%	7,4%
Share of profit for the period of subsidiaries	84.677	61,7%	101.736	66,9%	-16,8%
Share of profit for the period of associates and joint ventures	(1.746)	-1,3%	(26)	0,0%	6615,4%
<b>Gross profit</b>	<b>137.135</b>	<b>100,0%</b>	<b>152.163</b>	<b>100,0%</b>	<b>-9,9%</b>
Administrative expenses	(1.189)	-0,9%	(706)	-0,5%	68,4%
Exchange differences on operating assets and liabilities	-	0,0%	(25)	0,0%	-100,0%
Other operating expenses, net	20	0,0%	101	0,1%	-80,2%
<b>Operating profit</b>	<b>135.966</b>	<b>99,1%</b>	<b>151.533</b>	<b>99,6%</b>	<b>-10,3%</b>
Financial income	1	0,0%	-	0,0%	NA
Financial expenses	(284)	-0,2%	(271)	-0,2%	4,8%
Exchange differences on non-operating assets and liabilities	(2)	0,0%	(3)	0,0%	-33,3%
<b>Income before tax</b>	<b>135.681</b>	<b>98,9%</b>	<b>151.259</b>	<b>99,4%</b>	<b>-10,3%</b>
Current income tax	(21)	0,0%	(26)	0,0%	-19,2%
Deferred income tax	919	0,7%	221	0,1%	315,8%
<b>Net profit for the year</b>	<b>136.579</b>	<b>99,6%</b>	<b>151.454</b>	<b>99,5%</b>	<b>-9,8%</b>
<b>Earnings per share</b>	<b>296,83</b>		<b>329,16</b>		<b>-9,8%</b>

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### STATEMENT OF FINANCIAL POSITION AS OF MARCH 31, 2017

	March 2017	Var	December 2016
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	37	-11,9%	42
Trade and other receivables	59.353	228,0%	18.098
Other current assets	881	-6,1%	938
<b>Total current assets</b>	<b>60.271</b>	<b>215,9%</b>	<b>19.078</b>
<b>Non-current assets</b>			
Trade and other receivables	2.969	-0,1%	2.972
Investments in subsidiaries	4.496.515	-1,6%	4.568.234
Investments in associated	136.688	-1,4%	138.652
Other financial non-current assets	3.938.241	3,4%	3.809.367
Deferred tax assets	5.288	6,9%	4.945
Other assets	6	-14,3%	7
<b>Total non-current assets</b>	<b>8.579.707</b>	<b>0,7%</b>	<b>8.524.177</b>
<b>TOTAL ASSETS</b>	<b>8.639.978</b>	<b>1,1%</b>	<b>8.543.255</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	253.231	212,8%	80.968
Tax charges	324	72,3%	188
Employee benefits liabilities	1.837	72,0%	1.068
<b>Total current liabilities</b>	<b>255.392</b>	<b>210,6%</b>	<b>82.224</b>
<b>Non-current liabilities</b>			
Trade and other payables	168	0,0%	168
Employee benefits liabilities	14.798	2,7%	14.413
Deferred tax liabilities	5.767	-10,1%	6.416
<b>Total non-current liabilities</b>	<b>20.733</b>	<b>-1,3%</b>	<b>20.997</b>
<b>TOTAL LIABILITIES</b>	<b>276.125</b>	<b>167,5%</b>	<b>103.221</b>
<b>SHAREHOLDER EQUITY</b>	<b>8.363.853</b>	<b>-0,9%</b>	<b>8.440.034</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>8.639.978</b>	<b>1,1%</b>	<b>8.543.255</b>

### INDICATORS

Consolidated	March 2017	December 2016
Indebtedness - Net debt/EBITDA (12 months)	2,98	2,82
Solvency - Assets/Liabilities	2,51	2,58
Liquidity - Current Assets/Current Liabilities	1,29	1,21

  

Separate	March 2017	December 2016
Indebtedness - Net debt/EBITDA	0	0
Solvency - Assets/Liabilities	31,29	82,77
Liquidity - Current Assets/Current Liabilities	0,24	0,23

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