

Importaco increases the volume of its turnover in 2016 a 10 % up to 452 million euros in sales

- **Importaco has obtained a net profit of 16.5 million euros, 15 % higher than 2015**
- **Importaco Dried Fruits and Nuts has had a turnover of 396 million euros, 3.10 % more than 2015**
- **The Bebidas Naturales business has had a turnover of 56 million euros, 100 % more than 2015**

Valencia (05/15/2017) – [Importaco](#), food group specialized in the manufacturing, production and packing of nuts, dried fruits, chocolates, snacks and similar products, as well as bottling and distribution of mineral water and mineral soft drinks, has finished the year 2016 with a turnout of 452 million euros, which implies a rise of 10 % in relation to 2015.

Likewise, Importaco has obtained a net result of 16.5 million euros, which means a 3.65 % regarding sales, a slightly higher percentage than last year (3.47 % in 2015).

With 77 years of history, this familiar and internationalized business group has become the biggest national distributor and manufacturer of dried fruits and nuts and one of the biggest of Europe, reaching assets of 107 million euros.

During 2016, the business group has invested 17 million euros which have been destined to improve its facilities and optimize its productive processes.

Francisco Pons, president of this Valencian business group, said that ‘behind these numbers there is the determination and compromise of every person that is part of Importaco and works everyday to achieve new challenges and find new opportunities to create value.’

The aim of Importaco is being leader in the Spanish market and a referent company in the pan-European area, by laying the foundation of its management on the values of trust, rigor and participation shared by the workers, preferent suppliers and partner customers in order to ‘create an international group able to compete in markets defined with integrated efficiency’, in words of Francisco Pons, president of this Valencian business group.

Currently it has 33 highly specialized work centers, in three different countries, where cutting-edge technologies specialized in the processing of raw material prevail in order to obtain products with all quality and food safety guarantees.

This Valencian business group finishes 2016 with 1,170 working staff, been added 226 new workers.

Dried fruits and nuts business

Importaco Dried Fruits and Nuts, itself, has had a turnover of 396 million euros, from which 75 % come from retail sales. Since 1998, Importaco is an integrated specialist supplier of Mercadona, providing them with an extra value for developing products according to the

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needs of consumers and following as a main premise the absolute satisfaction for and commitment with the customer.

In 2016, Importaco Dried Fruits and Nuts has completed its product range with 35 new products, among which natural products ranges and the release of *Chocoiris* could be outlined. Furthermore 8 products have been improved to strengthen our customers' loyalty, by adapting the products to their needs.

In relation to consolidated sales in the food business, in 2016 Importaco has produced more than 74 million kilos of dried fruits and nuts and more than 240 million packaging.

The 2016 investment has been of 11.4 million euros and it has produced improvements in the industrial equipment, technical facilities and the manufacturing lines in the dried fruits and nuts production centers.

Importaco Casa Pons is the company specialized in the manufacturing and commercialization of dried fruits and nuts, addressed to the retail sector and, in this case, with its only and exclusive customer: Mercadona.

Importaco Casa Pons is growing and developing with a qualitative rise of new projects to satisfy the consumer, the Boss, 'which is demanding and deserves secure products, with the highest quality, the best taste and the best price', in words of Juan Antonio Pons, General Director of Importaco Casa Pons.

Bebidas Naturales

Recently, Bebidas Naturales, subsidiary of the Importaco business group, has increased its trade volume in 2016 100 % in comparison to 2015, overtaking 626 million liters bottled in one year.

With more than 81 million of packaging during 2016, Bebidas Naturales has become the third group of mineral water in Spain.

The company has increased its competitiveness and boosted its growth in the category of mineral water by widening its range of products, by owning six brands – with broad introduction in the market – which belong to different water springs, expanding as well its national coverage – Agua de Cortes, Agua de Bronchales, Font Teix, Font S'Aritja, Agua Doy and Refrecos Minerales).

Furthermore, in 2016 it has had a turnover of 56 million euros, being 51 million of euros from mineral water and 5 million euros from mineral soft drinks. Most of the sales of Bebidas Naturales belong to national retail sales – with Mercadona as their only customer.

The investment done last year was 5.5 million euros and it has produced improvements in food safety and efficiency. Consequently, an increase in the packaging speed and storage capacity has been produced.

Foener

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Regarding the energy business, through the company Foener, 342,000 kilowatt per hour have been generated.

In 2016, Foener has managed to be among the 25 more relevant energy sales companies of Spain, acquiring a volume of 333,154 megawatt-hour of commercialized electric power, 50% more than the previous year.