

## **Importaco increases its turnover in 2017 a 5.1% reaching 475 million euros in sales**

- **Importaco obtained a net profit of 17.4 million euros, 5.6% higher than 2016**
- **The Valencian company created 7% more direct employment than in 2016, being the 91% permanent employees**

**Valencia (05/28/2018).**- [Importaco](#), corporate group specialized in the manufacturing, production and packing of nuts, dried fruits, chocolate coated nuts and snacks, as well as bottling and distribution of mineral water and soft drinks, has closed the year 2017 with a consolidated turnover of 475 million euros, which means an increase of 5.1% in comparison to 2016.

From the general turnover, the 87% belong to the nuts and dried fruits business and the 13% to the drinks business, having been 17.5 million euros destined to investment for industrial improvement and optimization of production processes.

Likewise, Importaco obtained a net profit of 17.4 million euros, which implies an increase of 3.6% over sales.

With 80 years of history, this international family corporate group has become the biggest distributor and manufacturer of nuts and dried fruits of Spain and one of the biggest in Europe.

With 12 production centers and present in 7 countries, Importaco has managed to establish as one of the main food and drinks companies in Spain.

This Valencian company closed the year 2017 with a personnel of 1,256 employees, a 7% more than in 2016. Of the whole amount of employees, the 91% are permanent.

### **Nuts and dried fruits**

In 2017 the nuts and dried fruits business has completed its range of products with 46 new releases, being outlined the non-added-sugar dried fruits and the nuts cocktails, as well as dehydrated fruit conceived as a healthy snack and the range of ecological seeds and cereal.

Regarding consolidated sales in the food business, in 2017 Importaco produced more than 77 million kilos of product and more than 275 million of packaging.

In 2017, more than 1.4 million euros have been invested in R+D+I, which made possible an increase in investment of 24% to put innovation in the center of the company.

All of our production centers are certified in Food Safety and Quality according to the IFS (International Featured Standards) or BRC Global Standards for Food Safety.

**Importaco Casa Pons** is the company specialized in the manufacturing and commercialization of nuts and dried fruits addressed to the retail sector, whose unique client is Mercadona.

Importaco Casa Pons grows and develops with a qualitative increase of new projects to satisfy consumers, the Boss, who “always demands and deserves safe products, with the highest quality, the best taste and the best price,” according to Juan Antonio Pons, president of Importaco.

### **Drinks business**

[Bebidas Naturales](#), subsidiary company of the group, has increased its turnover a 16% in 2017 in comparison to year 2016, having overcome 694 million liters bottled per year.

With more than 103 million of bottles produced in 2017, Bebidas Naturales consolidated as the third mineral water group of Spain.

The company has increased its competitiveness and boosted its growth in the field of mineral water by widening its product range, with six brands – that have had significant impact on the market – collected from different water sources. Thanks to this fact, national coverage has been extended. These brands are Agua de Cortes, Agua de Bronchales, Font des Teix, Font S’Aritja, Agua Doy and Refrescos Minerales.

Most of the sales of Bebidas Naturales belong to the national retail sector, being Mercadona their exclusive client.

The investment made during this year has been destined to improvement regarding food safety and efficiency, as well as the increase of bottling and warehouse capacity.

In 2017, Bebidas Naturales has focused their effort in the launch of new bottle formats which fit to the new lifestyle of consumers: 1 liter and 1.5 liters of low mineral water.

### **Environmental sustainability**

Our environmental policy gathers our commitments regarding environmental sustainability and the certificate of the standard ISO 14001 is part of our management system.

The 65% of the global energetic consumption and the 98% of the electric power are from renewable sources. Importaco is committed to reduce energy an 8% by 2020 – thanks to the Plan of Energetic Saving and Efficiency.

Likewise, the food waste has been reduced a 14% per produced kilo thanks to improvements in waste sorting.

Regarding packaging and its reutilization, the carton packaging of raw material has been substituted by returnable packaging, which implies a reduction of the 48% in the volume of carton waste perproduced liter, 22 tons.

En lo que se refiere al reciclaje y gestión de residuos, en 2017 se ha revalorizado el 87% de los residuos generados, lo que supone más de 8 millones de kilos.

Asimismo, se ha reducido el desperdicio alimentario en un 14% por kilo producido, en materia de mejora de separación de residuos.

En lo que se refiere a los embalajes y su reutilización, se ha sustituido el cartón de los embalajes de materias primas por un material retornable, lo que ha permitido reducir en un 48% el volumen de residuos de cartón por litro producido, lo que representa 22 toneladas.