

PRESS RELEASE

Results for the financial year 2018

IMPORTACO¹ ACHIEVES A TURNOVER OF 539 MILLION EUROS, UP 13%

- Investments amounted to 29.6 million euros, up 69% on 2017.
- Innovation activity accounted for 13% of revenues.
- The workforce increased by 9% to 1,375 people.

Valencia, 6 May 2019. Importaco closed 2018 with a turnover of 539 million euros, representing an increase of 13% compared to 2017. Investments, on the other hand, amounted to around 29.6 million euros, an increase of 69% over the previous year.

The year was marked by constant adaptation to market changes to fully meet the expectations of customers and consumers. Under this framework, Importaco's after-tax profit reached 22.5 million euros, reinforcing the company's leadership in the food sector. Importaco attributes good results to increased sales and improved efficiency.

In 2018, Importaco was present in 39 markets thanks to the development of the agrifood industry market, especially in almonds. The group's global sales volume reached 87 million kilos of nuts and 712 million litres of natural mineral water.

Juan Antonio Pons, President of Importaco, highlighted during the presentation of results from 2018 that "it was a year of changes for Importaco, and thanks to our continuous adaptation we have achieved our goals. One more year, we have worked with excellence and this has not gone unnoticed among our customers."

In the social field, Importaco has created nine percent more direct employment. This increase has been possible thanks to the growth of the company and the need for more specialised profiles. In 2018, 119 people joined and the average workforce was 1,375. It should also be noted that 90% of the workforce have indefinite contracts.

Increased investments

Importaco's investments amounted to 29.6 million euros, 69% more than the previous year. With this increase, the company shows its commitment to

¹ The data shown reflect the consolidated results of the Importaco group.

reinvestment and the generation of long-term value. The investments were aimed at strengthening the quality of all processes and productive capacity. Thanks to these investments, the company is becoming more efficient and is moving towards digital transformation.

Innovation

With regards to Innovation, Importaco invested 1.6 million euros in the development of new products and in research programmes for the generation of knowledge. This investment has allowed the company to reinforce its orientation towards the integration of healthy criteria in the design of its products. In 2018, 77% of launches were healthy choices and innovation activity contributed 13% to turnover.

Sustainable supply chain

In the nuts business, Importaco aims to achieve a supply chain where all actors work according to their food safety, quality and sustainability standards. In 2018, the company worked with about 190 suppliers to improve their processes and verify compliance with their standards. In addition, in the agricultural field, audits were carried out based on the Global GAP regulation. In total, the area cultivated according to the standards of good agricultural practices was around 4,800 hectares.

About Importaco

Importaco is a food company founded in 1940 that focuses its activity on two businesses: Dried Fruits and Natural Drinks.

The company has 14 production centres -12 in Spain, one in Poland and one in Turkey. Through them it provides a wide range of products: nuts, dried fruits, chocolate nuts, snacks and mineral waters.

The workforce is made up of 1,375 people, 45% women and 55% men. They all strive every day to achieve the corporate purpose: to improve people's health and well-being while ensuring responsible production and consumption.

For more information:

Directorate of External Relations and CSR/ Irene Moreno

Email: imoreno@importaco.com

Telephone: 609 83 57 82