



Mr. Íñigo de la Lastra
Head of Secondary Markets
CNMV
Edison 4
28006 Madrid

Quart de Poblet (Spain), May 20, 2013

RELEVANT FACT

Dear Sirs,

In accordance with Article 82 of Law 24/1988, 28th July, relative to the regulation of the stock market and related provisions, NATRA, SA sends attached note on new production facility in Canada.

Yours faithfully,

Ignacio López-Balcells
Secretary of the Board of Directors
Natra, S.A.

Natra to manufacture in Canada to meet the growing demand of the American market

May 20, 2013.- Listed Spanish multinational Natra, a reference in the manufacture of chocolate products and cocoa derivatives, with a specialised focus on the retail industry and other food companies, will set up production in the coming months in Ontario (Canada), to directly address its customers demand in North America.

This new project is part of Natra's strategic plan, one of the prior objectives being to increase the company's position in markets outside Europe, and especially in North America and Asia, following the commercial progress already made in these regions in the last two years.

The new rented production facility will be part of Natra's consumer goods division, alongside the four existing multi-product factories in Spain, France and Belgium where the company produces chocolate bars, chocolate spreads, countlines and Belgian chocolates and specialties.

The division's current annual production is 77 thousand tonnes of chocolate products, which the company aims to complement with an additional 12 thousand tonnes from the new Canadian plant over the next three years. After the factory adaptation process and the production start to be held in the coming months, Natra estimates the new plant to be fully operational in the first half of 2014.

Natra's manufacturing presence in Canada will be accompanied by the opening of a new sales office in Toronto next June, which will allow the company to concentrate the consumer goods division's production and commercial teams in the area. The company will maintain its sales office in San Diego (USA), which will resume the initial activity from its opening in 2001, ie the marketing of the industrial goods division's cocoa derivatives.

The new project in Canada will involve an investment of 12 million euro, which Natra is to finance with 40% company equity and 60% local government grants and credit lines from Canadian banks.

According to Natra's CEO Mikel Beitia: *"In 2012, the North American market accounted for 12% of Natra's consumer goods division's turnover. Sales in that region rose from 13 million euro in 2011 to 29 million euro at the end of 2012, a growth of 123%. With the increased presence of Natra in North America, we estimate that the consumer goods division's sales in this market will double again in the next three years.*

About Natra

Natra is a Spanish multinational, leader in Europe in the production and manufacture of derivative cocoa and chocolate products, with a specialized approach to chocolate products for brand distribution and other feed companies. Natra maintains commercial relationships with 23 of the 25 largest global distributors, giving them one of the most extensive product catalogs of Europe, as well as constant commitment in innovation and research of new recipes, packaging and tailor-made solutions. Natra produces chocolate bars, Belgian chocolates and truffles, chocolate tablets and cream spreads, which the company sells in over 60 countries of the five continents.



The company has five specialized production centers located in Spain, Belgium and France, in addition to permanent commercial presence in Europe, the U.S. and Asia. Additionally, through its Industrial Product Division Natra supplies derivative cocoa products (mainly powder, butter and cocoa paste and chocolate coating) for the international food industry.

Natra is quoted on the Spanish stock exchange's market under the ticker NAT. Total outstanding shares: 47,478,280

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