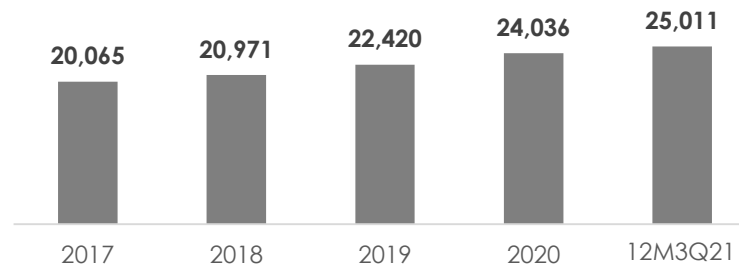


# Fact Sheet – 3Q2021

(Figures in Millions of Pesos)

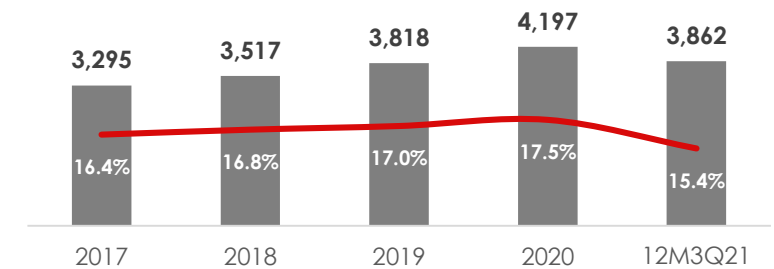


## Net Sales



## EBITDA

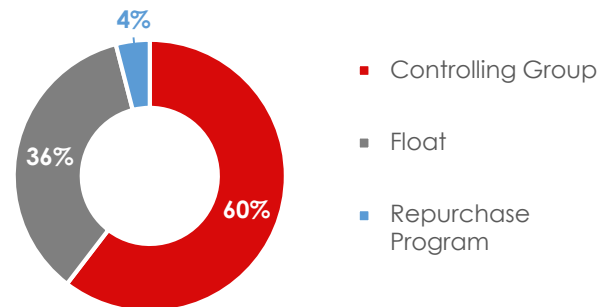
With EBITDA margin



## Basic Information\*\*\*:

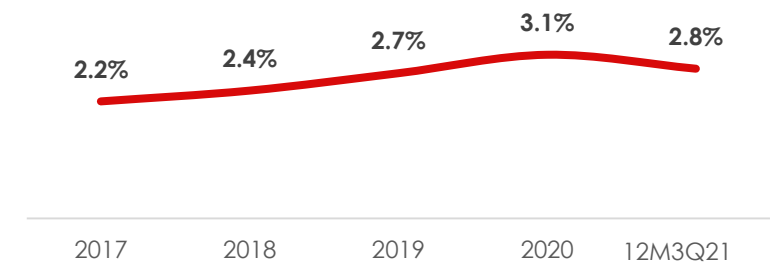
Ticker:	<b>HERDEZ</b>
Price:	<b>\$41.8</b>
Market Value:	<b>\$722 mp</b>
Enterprise Value:	<b>\$1,661 mp</b>

## Stocks



Shares Outstanding: 364,682,499

## Dividend Yield



Dividend Yield = Dividend per share / Ex-Coupon Price

## Multiples\*\*\*:

P/E:	<b>19.2x</b>
EV/Sales:	<b>1.4x</b>
EV/EBITDA:	<b>8.6x</b>
Net Debt/EBITDA:	<b>2.0x</b>
P/BV:	<b>2.2x</b>

## Financial Ratios

Year	2018	2019	2020	3T21
ROE	14.2%	12.4%	10.9%	11.8%
ROIC	12.3%	11.7%	12.3%	10.9%
ND /EBITDA	1.3x	1.5x	1.7x	2.0x

ROE = Majority Net Income / Avg. Majority Equity  
ROIC = EBIT / (Debt + Avg Equity)

## Other Relevant Figures

Year	2017	2018	2019	2020	2021*
Capex	705	499	887	(139)	395
M&A	NA	NA	(480)	NA	(235)
FCF	1,337	1,616	1,809	1,327**	429

\*Figures as of 2Q21.

\*\* Acquisition of PP&E + intangibles - proceeds from sale of PP&E

\*\*\*It does not consider the extraordinary income from the sale of the tuna fleet.

# Fact Sheet – 3Q2021



## Our Brands:



## Basic Information\*\*\*:

Ticker:	<b>HERDEZ</b>
Price:	<b>\$41.8</b>
Market Value:	<b>\$722 mp</b>
Enterprise Value:	<b>\$1,661 mp</b>

## Segments:

### Net Sales Segment Mix



**81%**



**12%**



**7%**

### EBITDA Segment Mix



**98%**



**(4)%**



**6%**

## Multiples\*\*\*:

P/E:	<b>19.2x</b>
EV/Sales:	<b>1.4x</b>
EV/EBITDA:	<b>8.6x</b>
Net Debt/EBITDA:	<b>2.0x</b>
P/BV:	<b>2.2x</b>

## Highlights ESG



**12 years** with the Empresa Socialmente Responsable badge.



**Six plants** of Grupo Herdez have this certificate



**Rating:**  
Forests: C  
Water: B-  
Climate Change: C



**Rating: AA**  
\*Only 11% of the companies have a AA rating and 6% a AAA rating.

\*\*\*Bloomberg data as of September 30, 2021.