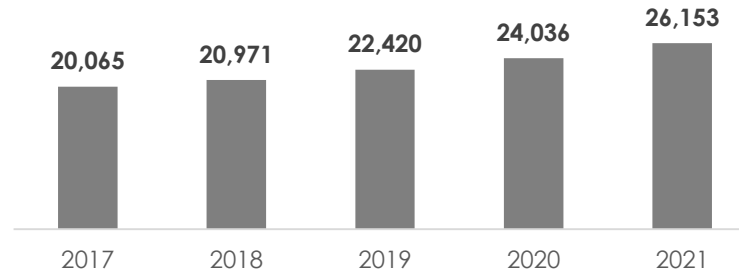


# Fact Sheet – 4Q2021

(Figures in Millions of Pesos)

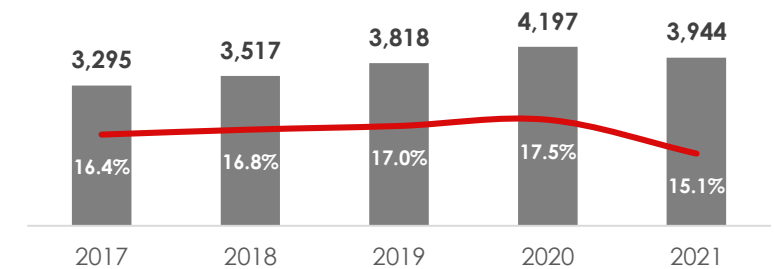


## Net Sales



## EBITDA

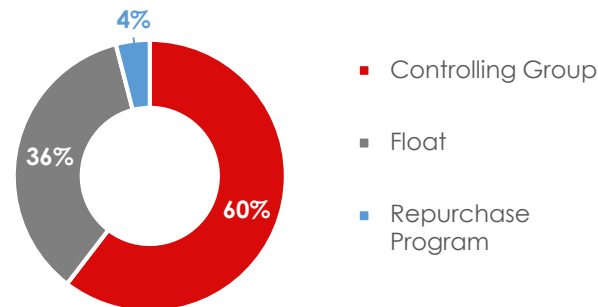
With EBITDA margin



## Basic Information\*\*\*:

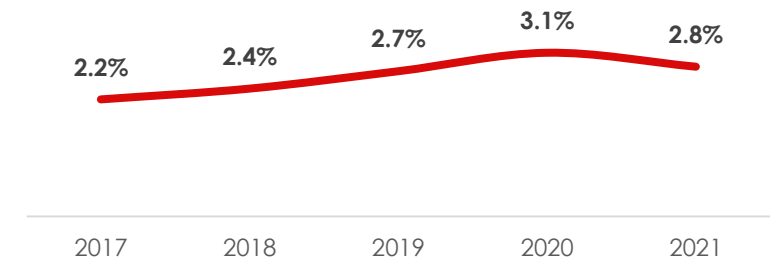
Ticker:	<b>HERDEZ</b>
Price:	<b>\$40.5</b>
Market Value:	<b>\$678 MM</b>
Enterprise Value:	<b>\$1,582 MM</b>

## Stocks



Shares Outstanding: 364,682,499

## Dividend Yield



Dividend Yield = Dividend per share / Ex-Coupon Price

## Multiples\*\*\*:

P/E:	<b>16.9x</b>
EV/Sales:	<b>1.3x</b>
EV/EBITDA:	<b>8.6x</b>
Net Debt/EBITDA:	<b>1.9x</b>
P/BV:	<b>1.9x</b>

## Financial Ratios

Year	2018	2019	2020	2021
ROE	14.2%	12.4%	10.9%	10.3%
ROIC	12.3%	11.7%	12.3%	11.1%
ND /EBITDA	1.3x	1.5x	1.7x	2.2x

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

## Other Relevant Figures

Year	2017	2018	2019	2020	2021*
Capex**	631	472	616	550	667
M&A	NA	NA	(480)	NA	NA
FCF	1,411	1,643	2,080	1,365***	660

\*Figures as of 4Q21.

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

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

# Fact Sheet – 4Q2021



## Our Brands:



## Basic Information\*\*\*:

Ticker:	<b>HERDEZ</b>
Price:	<b>\$40.5</b>
Market Value:	<b>\$678 MM</b>
Enterprise Value:	<b>\$1,582 MM</b>

## Segments:

### Net Sales Segment Mix



**80%**



**13%**



**7%**

### EBITDA Segment Mix



**95%**



**0%**



**5%**

## Multiples\*\*\*:

P/E:	<b>16.9x</b>
EV/Sales:	<b>1.3x</b>
EV/EBITDA:	<b>8.6x</b>
Net Debt/EBITDA:	<b>1.9x</b>
P/BV:	<b>1.9x</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

**MSCI**  
ESG RATINGS



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

\*\*\*Bloomberg data as of December 31, 2021.