



# GRUPO HERDEZ

## THIRD QUARTER 2020

### EARNINGS RELEASE

Mexico City, Mexico, October 22, 2020 – Grupo Herdez, S.A.B. DE C.V. (“Grupo Herdez” or the “Company”) (MSE: HERDEZ) today announced results for the third quarter 2020, ended September 30, 2020.

“Our quarterly results demonstrate our portfolio resilience and diversification particularly under challenging times. At the same time, we reinforce that our sustainability strategy aligned to the SDG is the right move to contribute to the objectives of the UN 2030 agenda. “*Con toda confianza... México will come through!*” said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.

#### CONSOLIDATED HIGHLIGHTS FOR THE QUARTER

- Net sales increased 4.5% to MXN 5.8 billion, driven by a growth rate of 8.5% in the Preserves segment.
- EBIT and EBITDA rose to MXN 649 and MXN 872 million, respectively.
- Consolidated net income was MXN 383 million.

	3Q20	%	3Q19	%	% change
Net Sales	5,817	100.0	5,569	100.0	4.5
Gross Profit	2,180	37.5	2,206	39.6	(1.1)
EBIT	649	11.2	750	13.5	(13.4)
Consolidated Net Income	383	6.6	461	8.3	(16.8)
EBITDA	872	15.0	978	17.6	(10.8)

Figures in millions of MXN

The information contained in this document is prepared in accordance with International Financial Reporting Standards (“IFRS”) and is expressed in Mexican pesos unless stated otherwise.

Grupo Herdez consolidates 100 percent of its Frozen division, Barilla Mexico, Herdez Del Fuerte - Mexico, and McCormick de Mexico in its financial statements. The proportional stake of Herdez Del Fuerte in MegaMex is registered in Equity Investments in Associated Companies.



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## ABOUT GRUPO HERDEZ

We are proud to be the oldest Mexican food company in the country. Since 1914, we have been bringing Mexican families the best of our cuisine and the flavors of the world, and taking the most delicious of flavors of Mexico to the rest of the globe. We have been listed on the Mexican Stock Exchange since 1991. Our mission is to be a worthy representative of the recipes and ingredients of our cuisine worldwide, working with a commitment to the social and environmental needs of the areas where we operate.

We are leaders in the processed foods sector, and an important player in the ice cream category in Mexico. We also have a solid presence in the United States through Megamex, as leaders in the production and sale of guacamole, as well as in the categories of salsas and frozen Mexican food in the USA. We are currently present in 99% of Mexican households through our large portfolio of more than 1,500 products, with which we provide solutions to the daily lives of our consumers, offering them variety and convenience for different lifestyles in the categories of tuna, spices, guacamole, ice cream, frozen yogurt, mayonnaise, marmalades, honey, mole, mustard, pastas, organic products, tomato puree, homemade salsas, ketchup, tea, canned vegetables, and much more, and in several of these categories we are the leader in Mexico. These products are sold through an exceptional portfolio of brands, including: Aires de Campo, Barilla, Blasón, Búfalo, Cielito Querido Café, Del Fuerte, Doña María, Embasa, Frank's, French's Helados Nestlé®, Herdez, McCormick, Moyo, Nutrisa and Yemina.

We have created our sustainability strategy to align with seven of the United Nations' Sustainable Development Goals Agenda 2030; we have been a signatory to the Global Compact since 2012. This vision of supporting the well-being of our people, communities, and the planet is shared with a great team of more than 10,000 employees, and it is carried out through solid infrastructure that comprises 13 production plants, 25 distribution centers, and more than 600 points of sale of our brands: Cielito Querido Café, Lavazza, Moyo and Nutrisa. For more information, visit <http://www.grupoherdez.com.mx/>

## FORWARD-LOOKING STATEMENTS

The information contained herein (the "Information") has been prepared by Grupo Herdez, S.A.B. de C.V., its associates, subsidiaries and/or affiliated companies ("Grupo Herdez"), and may contain forward-looking statements that reflect Grupo Herdez's current expectations and views, which may differ materially due to various factors, risks and uncertainties. Therefore, Grupo Herdez and/or its respective officers, employees or agents, assume no responsibility or liability for any discrepancy in the Information. In particular, but without prejudice to the foregoing, no warranty is given as to the accuracy of the statements or future variations of the Information, or any other written or oral Information issued by Grupo Herdez. The Information has been provided solely for informational purposes. The issuance of this Information shall not be taken as any form of commitment on the part of Grupo Herdez to proceed with any transaction.

