



GRUPO HERDEZ

FOURTH QUARTER & FULL YEAR 2020

EARNINGS RELEASE

Mexico City, Mexico, February 25, 2021 – Grupo Herdez, S.A.B. DE C.V. (“Grupo Herdez” or the “Company”) (MSE: HERDEZ) today announced results for the fourth quarter and full year ended December 31, 2020.

"Our 2020 results not only reflect an exceptional portfolio of brands and products, but also an extraordinary team, strong community of suppliers, partners and clients that underpin our leadership in the food and beverages industry," said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.



CONSOLIDATED HIGHLIGHTS FOR THE YEAR

- Net sales increased by 7.2% to MXN 24 billion, mainly driven by higher volume due to increased consumption at home, because of the pandemic.
- EBIT and EBITDA margins increased 0.2 and 0.5 percentage points to 13.5% and 17.5%, respectively.
- Net income totaled MXN 2.4 billion, 6.5% higher than in 2019, with a margin of 9.9% in line with the previous year.

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.

Cielito Querido Café’s results are consolidated in the Frozen segment since June 1st 2020.

FULL YEAR 2020

	2020	%	2019	%	% cambio
Net sales	24,036	100.0	22,420	100.0	7.2
Gross profit	8,988	37.4	8,633	38.5	4.1
EBIT	3,255	13.5	2,990	13.3	8.9
Consolidated net income	2,368	9.9	2,224	9.9	6.5
EBITDA	4,197	17.5	3,818	17.0	10.0

Figures expressed in millions of MXN

FOURTH QUARTER RESULTS

	4T20	%	4T19	%	% cambio
Net sales	6,375	100.0	5,977	100.0	6.7
Gross profit	2,346	36.8	2,288	38.3	2.5
EBIT	1,100	17.3	866	14.5	27.0
Consolidated net income	826	12.9	671	11.2	22.9
EBITDA	1,338	21.0	1,078	18.0	24.1

Figures expressed in millions of MXN

2

RELEVANT RESULTS OF OUR SUSTAINABILITY STRATEGY

In 2020, Grupo Herdez created the “Semillero Nutrisa” initiative in order to develop the talent of female entrepreneurs in Mexico. Through an alliance with Victoria147, a business academy for women, 12 women received professional training for the development of their businesses, and the opportunity to join the Company’s supplier network.

Likewise, together with Sanfer and La Costeña, Grupo Herdez took part in the “Unidos por México” initiative, assembling more than 35,000 baskets containing food, hygiene, cleaning products and medicines that benefited more than 175,000 Mexicans in vulnerable situations.

With the #siguedandolata initiative, from September to November, 52 collection machines were installed in 14 states of Mexico and 12 self-service chains, collecting a total of 5.3 tons of tinplate, exceeding the established goal by 7%. With this initiative, eight clean energy generation systems were installed (wind turbines) to be placed in vulnerable communities in the south of the country.



GRUPO
HERDEZ

CONTACTS

Andrea Amozurrutia / Guillermo Pérez / Andrés Villarreal
+52 (55) 5201-5636 / +52 (55) 5201-5602
invrel@herdez.com

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 flavors of Mexico to the rest of the globe. We have been listed on the Mexican Stock Exchange since 1991, and our mission is to be a worthy representative of Mexico worldwide.

We are leaders in the processed foods sector, and an important player in the ice cream category in Mexico, in addition to being the fastest-growing company in the Mexican food segment in the United States through Megamex. 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. We participate in the categories of tuna, spices, guacamole, ice cream, frozen yogurt, mayonnaise, marmalades, honey, mole, mustard, pastas, organic products, tomato purée, homemade salsas, ketchup, tea, canned vegetables, and many more, and we are leaders in several of these categories 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, Helados Nestlé®, Herdez, McCormick, Moyo, Nutrisa and Yemina.

We are committed to the social and environmental needs of the locations where we operate, and have aligned our sustainability strategy with the United Nations 2030 Agenda. This vision is shared with an exceptional team of more than 9,000 employees, and it is implemented through the solid infrastructure of our 14 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 grupoherdez.com.mx follow us on: FB: /GrupoHerdezMX TW: @GrupoHerdezMX LI: /Grupo-Herdez

FORWARD-LOOKING STATEMENT

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.

