



Mexico City, Mexico, February 3, 2022 – 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, 2021.

"Challenges continued in 2021, particularly those related to input prices and supply chain constraints. Despite the above, the Group continued to strengthen its market shares and recover profitability in the Impulse segment. We are optimistic about the future and are confident that 2022 will be a great year," said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.



## CONSOLIDATED HIGHLIGHTS FOR THE QUARTER

- Consolidated net sales increased 17.9% to \$7.5 billion, driven by price increases realized in the last twelve months.
- Consolidated gross margin increased 0.8 percentage points to 37.6%, the Preserves segment had a sequential recovery of 3.2 percentage points over the immediately preceding quarter.
- Consolidated EBIT before other income increased 30.2% year over year.
- The Impulse segment generated positive EBITDA of \$92 million, a significant recovery with respect to the immediately preceding quarter.

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 Impulse 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.

## FULL YEAR 2021

	2021	%	2020	%	% cambio
Net sales	26,153	100.0	24,036	100.0	8.8
Gross profit	9,652	36.9	8,988	37.4	7.4
EBIT	3,007	11.5	3,255	13.5	(7.6)
Consolidated net income	2,078	7.9	2,368	9.9	(12.3)
EBITDA	3,944	15.1	4,197	17.5	(6.0)

Figures expressed in millions of MXN

## FOURTH QUARTER RESULTS

	4T21	%	4T20	%	% cambio
Net sales	7,518	100.0	6,375	100.0	17.9
Gross profit	2,830	37.6	2,346	36.8	20.7
EBIT	1,166	15.5	1,100	17.3	6.0
Consolidated net income	690	9.2	826	12.9	(16.4)
EBITDA	1,420	18.9	1,338	21.0	6.1

Figures expressed in millions of MXN

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## RELEVANT RESULTS OF THE COMPANY'S SUSTAINABILITY STRATEGY

In 2021, Grupo Herdez, in partnership with Victoria 147, launched the second edition of "Semillero Nutrisa." A total of 24 entrepreneurs have been trained, of whom two have already joined as suppliers of the Company.

In 2021, Saber Nutrir, Grupo Herdez's social responsibility program, completed 100% of its Food Safety and Marketing projects in the States of Mexico and Yucatan. These projects, together with previously constructed water systems, have benefited 23 communities in the area of Mazahua, directly impacting 482 families.

Grupo Herdez was recognized for the ninth consecutive year as one of the 100th Companies with the Best Reputation in Mexico by MERCO. MERCO, one of the most important business monitors of corporate reputation in Latin America, prepares a report every year based on surveys and interviews with consumers, financial analysts, journalists, representatives of non-governmental organizations, consumer associations, and opinion leaders. Its two rankings recognize Mexican companies that have a presence in Mexico and the world, that have digital communications, and that stand out in their financial, social, and environmental performance, directly and indirectly benefiting the country.



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This year we ranked fourth in the food sector and seventeenth in the general list of companies, rising two and 31 positions, respectively.

In addition, the Company was positioned in the top 10 of MERCO's 100 Most ESG Responsible Companies, ranking fourth in environmental issues, seventh in social issues, and tenth in governance of the 100 companies evaluated.

## **PRESS CONTACT INFORMATION**

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## **ACERCA DE GRUPO HERDEZ**

### **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, impulse, 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](http://grupoherdez.com.mx) or follow us on: FB: [/GrupoHerdezMX](https://www.facebook.com/GrupoHerdezMX) TW: [@GrupoHerdezMX](https://twitter.com/GrupoHerdezMX) LI: [/Grupo-Herdez](https://www.linkedin.com/company/grupo-herdez)

## **FORWARD-LOOKING STATEMENTS**

The information contained herein (the "Information") has been prepared by Grupo Herdez, S.A.B. de C.V., its associated companies, 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.

