

GRUPO HERDEZ

PRELIMINARY NON-AUDITED 2022 FIGURES AND GUIDANCE FOR 2023

Mexico City, January 12, 2023 – Grupo Herdez, S.A.B. de C.V. (“Grupo Herdez” or the “Company”) (BMV: HERDEZ) informs preliminary non-audited 2022 figures and guidance for 2023.

| | Preliminary Non Audited 2022 | % Change vs 2021 | Guidance 2023 |
|--|------------------------------|------------------|---------------|
| Net Sales | 31,646 | 21.0 | 17-19 |
| Preserves | 25,343 | 20.8 | 17-19 |
| Impulse | 3,917 | 19.7 | 23-25 |
| Exports | 2,386 | 25.3 | 10-12 |
| Gross Margin (%) | 35.4 | (150 bps) | 35-37 |
| Preserves | 34.2 | (190 bps) | 34-36 |
| Impulse | 57.3 | 150 bps | 55-59 |
| Exports | 12.1 | (160 bps) | 13-15 |
| EBIT | 3,831 | 27.4 | 27-29 |
| Preserves | 4,044 | 19.2 | 23-25 |
| Impulse | (359) | NM | 17-19 |
| Exports | 146 | 14.2 | 32-34 |
| EBITDA | 4,943 | 25.3 | 23-25 |
| Preserves | 4,489 | 19.7 | 23-25 |
| Impulse | 242 | >100 | 16-18 |
| Exports | 213 | 14.7 | 22-24 |
| Equity Investment in Associated Companies | 466 | (42.0) | 56-58 |
| MegaMex | 435 | (42.8) | 52-54 |
| Consolidated Net Income | 2,266 | 9.0 | 29-31 |
| Majority Net Income | 777 | 7.0 | 45-47 |

Figures in millions of MXN

Definitive figures for 2022 will be published on February 22 at market close, and the conference call will be held on February 23 at 11:30 a.m. (12:30 p.m. EST). Guidance 2023 as growth rate (%) compared to 2022 figures.



GRUPO
HERDEZ

CONTACT INFORMATION

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COMPANY DESCRIPTION

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, Flaveur, Frank's, French's Helados Nestlé®, Herdez, Libanius, Liguria, 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 13 production plants, 24 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 or follow us on: FB: /GrupoHerdezMX TW: @GrupoHerdezMX LI: /Grupo-Herdez

FORWARD-LOOKING STATEMENTS

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