



GRUPO HERDEZ REPORTS FOURTH QUARTER AND FULL YEAR 2017 RESULTS

Mexico City, Mexico, February 22, 2018 – 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 ending December 31, 2017.

“In 2017, our focus on results allowed us to break new records in sales and profits. Despite the initial volatility of the exchange rate, the increase in inflation and different natural phenomena that impacted the country during the year, the resilience of our business model enabled us to achieve outstanding results,” said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer.

Highlights for the year:

- Consolidated net sales increased 10.4 percent to a record MXN 20,065 million.
- Consolidated EBIT and EBITDA margins were 13.9 and 16.4 percent, respectively, both with a 90 basis points expansion.
- Majority net income reached a record MXN 1,046 million, 45.8 percent higher than in 2016, with a margin of 5.2 percent, aided by a lower deferred tax liability in the U.S.

Anual Results	2017	Margin (%)	2016	Margin (%)	Change (%)
Net Sales	20,065	100.0	18,180	100.0	10.4
Gross Profit	7,891	39.3	7,252	39.9	8.8
EBIT	2,790	13.9	2,363	13.0	18.1
Net Income	2,166	10.8	1,593	8.8	36.0
EBITDA	3,295	16.4	2,816	15.5	17.0

Figures in million MXN

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

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



Quarter Results	4T17	Margin (%)	2016	Margin (%)	Change (%)
Net Sales	5,565	100.0	4,879	100.0	14.1
Gross Profit	2,159	38.8	2,039	41.8	5.9
EBIT	814	14.6	690	14.1	18.0
Net Income	823	14.8	434	8.9	89.9
EBITDA	938	16.9	799	16.4	17.5

Figures in million MXN

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About Grupo Herdez

Grupo Herdez is the leading producer of shelf-stable foods and one of the main players in the ice cream category in Mexico, as well as one of the leaders in the Mexican food category in the United States. The Company participates in a wide range of categories including burritos, canned vegetables, frozen yogurt, guacamole, home-style salsas, honey, ice cream, ketchup, marmalade, mayonnaise, mole, mustard, organic foods, pasta, spices, tea, tomato puree, and tuna fish, among others. These products are commercialized through an exceptional portfolio of brands, which include Aires de Campo®, Barilla®, Búfalo®, Chi-Chi's®, Del Fuerte®, Don Miguel®, Doña María®, Embasa®, Helados Nestlé®, Herdez®, La Victoria®, McCormick®, Nutrisa®, Wholly Guacamole® and Yemina®. Additionally, the Company has distribution agreements in Mexico for Kikkoman®, Ocean Spray® and Reynolds®. Grupo Herdez has 16 plants, 22 distribution centers, 7 tuna vessels, 471 Nutrisa stores and a workforce of more than 9,100 associates. The Company was founded in 1914 and has been listed on the Mexican Stock Exchange since 1991 and in the OTC market since 1997. For more information, visit <http://www.grupoherdez.com.mx>

Forward-Looking Statement

The information herein contained ("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 reflects Grupo Herdez current expectations and views which could differ materially due to different 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 generality of the foregoing, no warranty is given as to the accuracy of the statements or the future variation of the Information or any other written or oral Information issued by Grupo Herdez. The Information has been delivered for informative purposes only. 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.