



Mexico City, Mexico, February 27, 2019 – 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, 2018.

"The resilience of our brands and the focus of our people in execution, gives us the confidence to see the future with optimism and adapt to the changing environments of our industry and country. We have done it for 104 years, and we will continue to do it for many more," said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.



CONSOLIDATED HIGHLIGHTS FOR THE YEAR

- Net sales increased by 4.5 percent to MXN 20.9 billion, mainly driven by price increases in the Preserves segment.
- EBIT and EBITDA margins were 14.3 and 16.8 percent, respectively, expanding 40 basis points each.
- Net income totaled MXN 2.4 billion, 11.9 percent higher than in 2017, with a margin growth of 80 basis points to 11.6 percent.

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, 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 Investments in Associated Companies.

2018 ANNUAL RESULTS

	2018	Margin (%)	2017	Margin (%)	% change
Net sales	20,971	100.0	20,065	100.0	4.5
Gross profit	8,250	39.3	7,891	39.3	4.5
EBIT	2,997	14.3	2,790	13.9	7.4
Consolidated net income	2,424	11.6	2,166	10.8	11.9
EBITDA	3,517	16.8	3,295	16.4	6.7

Figures in millions of MXN.

FOURTH QUARTER RESULTS

	4Q18	Margin (%)	4Q17	Margin (%)	% change
Net sales	5,848	100.0	5,565	100.0	5.1
Gross profit	2,285	39.1	2,159	38.8	5.9
EBIT	925	15.18	814	14.6	13.6
Consolidated net income	760	13.0	823	14.8	(7.7)
EBITDA	1,056	18.1	938	16.9	12.6

Figures in millions of MXN.

CONTACT INFORMATION

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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 purée, and tuna fish, among others. These products are commercialized through an exceptional portfolio of brands, which includes 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 Frank's, French's, Kikkoman, Ocean Spray and Reynolds. Grupo Herdez has 15 manufacturing facilities, 23 distribution centers, 7 tuna vessels, 479 Nutrisa stores and a workforce of more than 9,465 employees. The Company was founded in 1914, and has been listed on the Mexican Stock Exchange since 1991. 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.

