



# GRUPO HERDEZ

## FIRST QUARTER 2020

### EARNINGS RELEASE

Mexico City, Mexico, April 23, 2020 – Grupo Herdez, S.A.B. DE C.V. (“Grupo Herdez” or the “Company”) (MSE: HERDEZ) today announced results for the first quarter 2020, ended March 31, 2020.

"In the context of the current global and local health crisis, we have taken safety measures along the entire value chain to protect the health of our associates, to guarantee the availability of our products, and to support our commercial partners and suppliers. I want to thank everyone who is part of Grupo Herdez, including our allies in our value chain for their commitment and hard work ensuring that our products are available to all Mexicans," said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.

#### CONSOLIDATED HIGHLIGHTS FOR THE QUARTER

- Net sales increased 10.4% to MXN 5.7 billion, driven by the Preserves segment.
- EBIT and EBITDA margins increased 2.7 and 2.4 percentage points, to 14.9% and 18.3%, respectively, explained by extraordinary income from the sale of three tuna vessels.
- Consolidated net income grew 28.8% over last year, to MXN 666 million.

|                         | 1Q20  | %     | 1Q19  | %     | % change |
|-------------------------|-------|-------|-------|-------|----------|
| Net Sales               | 5,752 | 100.0 | 5,211 | 100.0 | 10.4     |
| Gross Profit            | 2,174 | 37.8  | 1,975 | 37.9  | 10.1     |
| EBIT                    | 859   | 14.9  | 638   | 12.2  | 34.6     |
| Consolidated Net Income | 666   | 11.6  | 517   | 9.9   | 28.8     |
| EBITDA                  | 1,051 | 18.3  | 827   | 15.9  | 27.2     |

Figures in millions of MXN

For further information visit: <https://grupoherdez.com.mx/investors/quarterly/?lang=en/>

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.

## 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 the fastest growing company in the Mexican food category in the United States. The Company participates in a wide range of categories including home-style salsas, organic foods, honey, ice cream, jams, mayonnaise, mole, mustard, pasta, spices, tea, tomato purée, and tuna fish, among others. These products are sold through an exceptional portfolio of brands, which includes Aires de Campo, Barilla, Blasón, Búfalo, Cielito Querido Café, Del Fuerte, Doña María, Embasa, Helados Nestlé®, Herdez, McCormick, Moyo, 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 14 manufacturing facilities, 24 distribution centers, three tuna vessels, more than 600 points of sale under the brands Cielito Querido Café, Lavazza, Moyo and Nutrisa, as well as a workforce of more than <sup>2</sup>10,000 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

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