



GRUPO HERDEZ

FOURTH QUARTER AND FULL YEAR 2023

EARNINGS RELEASE

Mexico City, Mexico, February 27, 2024 – 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, 2023.

“In our 110-year history, Grupo Herdez has faced many challenges. 2023 was no different, but it also represented a period of important transformations that prepared us for the future. We achieved record high levels of sales and profits. We look forward to 2024 with enthusiasm and confidence in achieving solid performance.”, said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.



CONSOLIDATED HIGHLIGHTS FOR THE QUARTER

Net Sales

9.8 billion

+10.1%

EBIT

1.6 billion

+19.8%

Majority Net Income

369 million

3.8 %

+3.8%

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EBITDA

2.0 billion

+18.9%

Increases compared to the same period of the previous year

FULL YEAR 2023

	2023	%	2022	%	% change
Net Sales	36,213	100.0	31,646	100.0	14.4
Gross Profit	14,078	38.9	11,206	35.4	25.60
EBIT	5,022	13.9	3,831	12.1	31.10
Consolidated Net Income	3,326	9.2	2,266	7.2	46.80
EBITDA	6,214	17.2	4,943	15.6	25.70

Figures in millions of MXN.

*EBITDA= Earnings Before Interest Taxes Depreciation and Amortization

FOURTH QUARTER RESULTS

	4T2023	%	4T2022	%	% change
Net Sales	9,809	100.0	8,910	100.0	10.1
Gross Profit	3,962	40.4	3,249	36.5	22
EBIT	1,634	16.7	1,364	15.3	19.8
Consolidated Net Income	997	10.2	938	10.5	6.3
EBITDA	1,961	20.0	1,649	18.5	18.9

Figures in millions of MXN.

*EBITDA= Earnings Before Interest Taxes Depreciation and Amortization

HIGHLIGHTS OF THE COMPANY'S SUSTAINABILITY STRATEGY

- At the end of the year, water consumption per ton produced was 2.15 m3/ton, in line with the objective of 2.16 m3/ton established within the framework of the HERDEZ 22 and HERDEZ 22L sustainability-linked bonus.
- Grupo Herdez was recognized among the top 10 Companies with Greatest ESG Responsibility by the corporate reputation monitor MERCO. We occupy sixth position in the ranking of the 100 companies and number 3 in the food sector.
- For the second consecutive year, Grupo Herdez received the Urban Forest Award granted by Bio Pappel. This award recognizes the environmental commitment of companies for using 100% recycled cardboard packaging.



- For the third consecutive year, we were awarded in the "Exceptional Companies" contest of the Institute for the Promotion of Quality and the Communication Council. This year, our issuance of the bond linked to sustainability was recognized as a "Good Practice" in the category of Contribution to the Sustainable Development Goals.

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ABOUT GRUPO HERDEZ

Proudly, we are the Mexican food company with the longest history in the country. Since 1914, we have brought the best of our gastronomy and the flavors of the world to Mexican families, and we have brought the best of the flavors of Mexico to the world. We have been listed on the Mexican Stock Exchange since 1991 and our purpose is to be a worthy representative of the recipes and ingredients of our cuisine on a global level, working committed to the social and environmental needs of the places where we operate.

We are leaders in the processed food sector and an important player in the ice cream category in Mexico, in addition to having a solid presence in the United States through MegaMex, as leaders in the production and marketing of guacamole, as well as in the categories of sauces and frozen Mexican food, in the American Union. We currently have a presence in 99% of Mexican homes through a broad portfolio of more than 1,500 products, with which we provide solutions to the daily lives of our consumers, by offering them variety and convenience for different lifestyles in the categories of tuna, spices, guacamole, ice cream, mayonnaise, jams, honey, mole, mustard, pasta, organic products, tomato puree, homemade sauces, ketchup sauce, tea, canned vegetables and many more. These products are marketed 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 align our sustainability strategy with 6 Sustainable Development Goals of the 2030 Agenda of the United Nations, being signatories of the Global Compact since 2012. This vision of contributing to the well-being of people, communities and the planet is shared with a great team of more than 10,500 employees, and executed through a solid infrastructure that includes 15 production plants, 24 distribution centers and more than 690 points of sale of our brands Cielito Querido Café®, Chilim Balam®, Lavazza®, Moyo® and Nutrisa®. For more information, visit <http://www.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)

