



# GRUPO HERDEZ

## FOURTH QUARTER AND FULL-YEAR 2022

### EARNINGS RELEASE

#### CONSOLIDATED HIGHLIGHTS FOR THE QUARTER

- Net sales were MXN 8.9 billion, 18.5% higher than in 2021.
- EBIT and EBITDA increased 16.9% and 16.1%, respectively, to MXN 1.4 billion and MXN 1.6 billion.
- Consolidated Net Income was MXN 938 million, 35.9% higher than the previous year, with a margin expansion of 1.3 percentage points to 10.5%.



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Mexico City, Mexico, February 22, 2023 – 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, 2022.

“The year 2022 was full of challenges and lessons, which allowed us to continue strengthening our operation and, obtaining outstanding results throughout the different business segments. We are optimistic about 2023 and expect a solid performance,” said Héctor Hernández-Pons Torres, Chairman and Chief Executive Officer of Grupo Herdez.

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 Impulse 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.

## NET SALES

Consolidated net sales increased 18.5% in the last quarter of the year to record figures of MXN 8.9 billion, while full-year sales were 21.0% higher than in 2021, climbing to MXN 31.6 billion. In comparable terms – without the acquisition of Mediterranean\* – net sales grew 16.0% in the quarter and 20.3% for the full year.

During the quarter, growth benefited mainly from price increases over the last twelve months, while on a cumulative basis, the improvement was due to the combination of higher prices, and to a lesser extent, volume increases.

Net sales for the quarter in the Preserves segment were MXN 7.4 billion, 20.1% higher than in the same quarter of 2021. Full-year sales grew 20.8%, to MXN 25.3 billion. During the year, mayonnaise, pasta, tomato purée, and vegetables were the outstanding categories. By channel, we saw a general double-digit growth rate, with institutional, club stores, and wholesalers exceeding the average.

Impulse sales in the quarter grew 6.6% over last year to MXN 884 million. Accumulated sales registered growth of 19.7%, climbing to MXN 3.9 billion. These results reflect low-single digit increase in the average ticket, which offset lower store traffic for the quarter; nevertheless, sales for the full year reflect normalized post-covid operations, as well as price increases implemented over the last twelve months. The aforementioned translated into a high single-digit increase on the average ticket in the quarter. For Helados Nestlé, the traditional channel continued its recovery trend.

Net sales in the Export segment during the quarter were MXN 624 million, 19.0% higher than in the previous year, mainly driven by higher volumes of homemade sauces and mole. Full-year net sales were MXN 2.4 billion, 25.3% higher than in 2021, due to price increases in the last twelve months and to a lesser extent higher volumes.

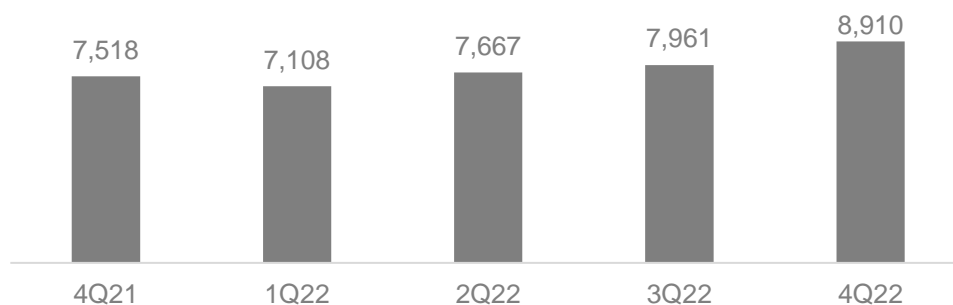
NET SALES	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated</b>	<b>8,910</b>	<b>7,518</b>	<b>18.5</b>	<b>31,646</b>	<b>26,153</b>	<b>21.0</b>
Preserves	7,401	6,163	20.1	25,343	20,977	20.8
Impulse	884	830	6.6	3,917	3,273	19.7
Exports	624	525	19.0	2,386	1,904	25.3

Figures in millions of MXN.

\* Mediterranean refers to Interdeli and Deli, Dips & Sancks, businesses that were acquired by Herdez Del Fuerte on October 2022, owners of brands like LIBANIUS®, FLAVEUR®, and LIGURIA®, among others.



## NET SALES PERFORMANCE



## GROSS PROFIT

Consolidated gross margin in the quarter was 36.5%, a decline of 1.1 percentage points compared to the previous year, while on a sequential basis – quarter to quarter – there was a recovery of 2.6 percentage points. In the Preserves and Export segments, gross margin decreased 0.9 and 3.5 percentage points, respectively, due to high prices for key raw materials and packaging, and to a lesser extent, due to an unfavorable sales mix in Exports. In the Impulse segment, the margin increased 0.5 percentage points to 57.2%, compared to the same quarter of last year, as a result of operating leverage.

Full-year consolidated gross margin fell 1.5 percentage points to 35.4%. Preserves saw a 1.9 percentage points decrease. In the Impulse segment, the margin increased 1.5 percentage points, due to higher sales in Helados Nestlé's traditional channel.

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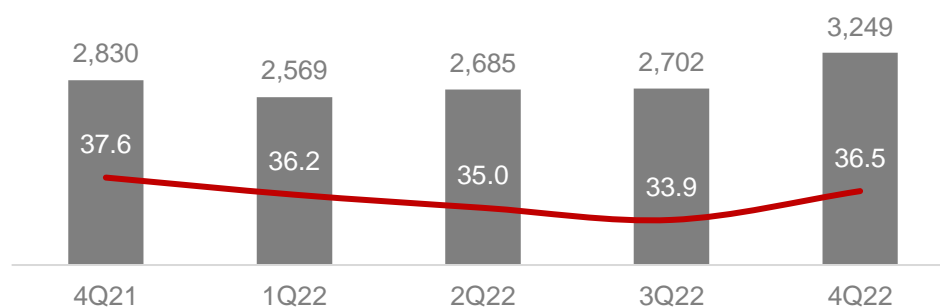
GROSS MARGIN	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated</b>	<b>3,249</b>	<b>2,830</b>	<b>14.8</b>	<b>11,206</b>	<b>9,652</b>	<b>16.1</b>
Preserves	2,681	2,290	17.1	8,671	7,567	14.6
Impulse	506	470	7.5	2,246	1,825	23.1
Exports	62	70	(12.4)	289	260	11.2

Figures in millions of MXN.

GROSS MARGIN	4Q22	4Q21	pp change	2022	2021	pp change
<b>Consolidated</b>	<b>36.5</b>	<b>37.6</b>	<b>(1.1)</b>	<b>35.4</b>	<b>36.9</b>	<b>(1.5)</b>
Preserves	36.2	37.1	(0.9)	34.2	36.1	(1.9)
Impulse	57.2	56.7	0.5	57.3	55.8	1.5
Exports	9.9	13.4	(3.5)	12.1	13.7	(1.6)

Figures in percentages.

## GROSS PROFIT PERFORMANCE



## SALES, GENERAL, AND ADMINISTRATIVE EXPENSES (SG&A)

During the quarter, consolidated SG&A were 21.4% of net sales, 1.3 percentage points below the previous year. In Preserves, the proportion of SG&A over net sales decreased 1.4 percentage points to 17.0%, mainly due to higher sales.

Accumulated SG&A were 23.7% of net sales, 1.4 percentage points lower than in 2021. This is mainly due to the price increases implemented during the year, which offset the higher freight rates.

## EARNINGS BEFORE INTEREST AND TAXES BEFORE OTHER INCOME

EBIT before other income and expenses in the quarter was MXN 1.3 billion, 19.7% higher than that reported in the fourth quarter of 2021, due to 23.2% growth in Preserves. Consolidated margin remained mostly flat compared to the previous year at 15.1% propelled by price increases and operating leverage.

Accumulated consolidated EBIT before other income and expenses was MXN 3.7 billion, 20.3% higher than the previous year, with a margin of 11.7%, in line with 2021.

## OTHER EXPENSES (INCOME)

During the quarter, other income of MXN 20 million was recorded, while for the full year other income was MXN 119 million, which compares favorably to expenses of MXN 78 million in the previous year.

## EARNINGS BEFORE INTEREST AND TAXES (EBIT)

EBIT in the quarter was MXN 1.4 billion, 16.9% higher than in 2021, with a 15.3% margin, in line with the fourth quarter of 2021. The aforementioned is explained by: i) the price increases implemented over the last twelve months, and ii) the absorption of operating expenses. Accumulated EBIT grew 27.4% to MXN 3.8 billion, which represented a margin of 12.1%, an increase of 0.6 percentage points compared to the previous year. In comparable terms – without the acquisition of Mediterranean – EBIT was 28.3% with a margin of 12.3%.



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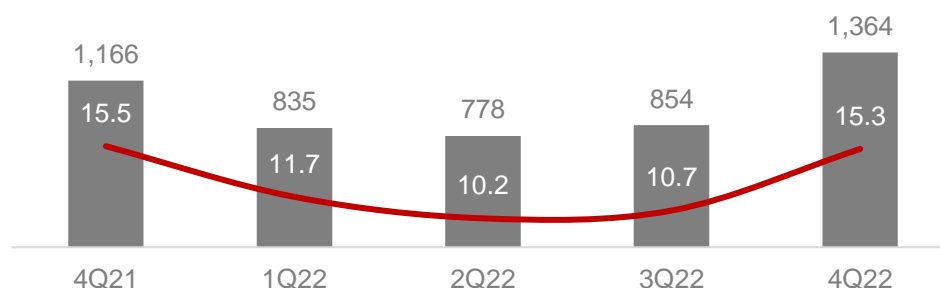
EBIT	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated</b>	<b>1,364</b>	<b>1,166</b>	<b>16.9</b>	<b>3,831</b>	<b>3,007</b>	<b>27.4</b>
Preserves	1,434	1,188	20.7	4,044	3,392	19.2
Impulse	(97)	(55)	(77.4)	(359)	(513)	30.1
Exports	27	33	(17.6)	146	127	14.2

Figures in millions of MXN.

EBIT MARGIN (%)	4Q22	4Q21	pp change	2022	2021	pp change
<b>Consolidated</b>	<b>15.3</b>	<b>15.5</b>	<b>(0.2)</b>	<b>12.1</b>	<b>11.5</b>	<b>0.6</b>
Preserves	19.4	19.3	0.1	16.0	16.2	(0.2)
Impulse	(11.0)	(6.6)	(4.4)	(9.2)	(15.7)	6.5
Exports	4.3	6.2	(1.9)	6.1	6.7	(0.6)

Figures in percentages.

## EBIT PERFORMANCE



## ALL-IN RESULT OF FINANCING

In the fourth quarter, the all-in cost of financing was MXN 190 million, 14.5% lower than in the same period in 2021, due to lower levels of debt after the refinancing in June 2022. The accumulated all-in cost of financing was MXN 767 million, 9.0% higher than in 2021, due mainly to: i) higher debt in the first nine months of the year, and ii) increased interest rates.

## EQUITY INVESTMENTS IN ASSOCIATED COMPANIES

Equity investments in associated companies totaled MXN 221 million in the quarter, and MXN 466 million for the full year, 1.5% and 42.0% lower than in the previous year, respectively. These results were due to increased avocado prices and logistics expenses that affected MegaMex's performance during the year. Nevertheless, equity investments in associated companies had a sequential recovery, climbing to MXN 221 million from MXN 92 million registered in the third quarter of 2022.

EQUITY INVESTMENT IN ASSOCIATED COMPANIES	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated</b>	<b>221</b>	<b>225</b>	<b>(1.5)</b>	<b>466</b>	<b>803</b>	<b>(42.0)</b>
MegaMex	225	222	1.3	435	760	(42.8)
Others	(4)	3	NM	31	43	(27.3)

Figures in millions of MXN.

### MEGAMEX CONSOLIDATED RESULTS (100%)

During the quarter, net sales totaled MXN 3.9 billion, 1.3% lower than in the same period of the prior year, while accumulated net sales increased 11.4% to MXN 16.3 billion.

Gross margin in the quarter was 31.1%, 0.9 percentage points lower than in 2021. EBIT and EBITDA margins contracted 0.6 and 0.1 percentage points, respectively, to 11.7% and 14.8%. These contractions are explained by the combination of higher avocado prices, and rising freight and labor costs, which were partially offset by price increases during the year. Net income increased 1.3% to MXN 449 million, with a margin of 11.4%.

Accumulated gross margin decreased 6.7 percentage points to 25.1%, while EBIT and EBITDA margins contracted 6.1 and 6.3 percentage points, respectively. Net income decreased 42.8% to MXN 870 million.

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MEGAMEX INCOME STATEMENT										
MEGAMEX	4Q22	%	4Q21	%	% change	2022	%	2021	%	% change
<b>Net Sales</b>	<b>3,929</b>	<b>100.0</b>	<b>3,982</b>	<b>100.0</b>	<b>(1.3)</b>	<b>16,337</b>	<b>100.0</b>	<b>14,665</b>	<b>100.0</b>	<b>11.4</b>
Gross profit	1,220	31.1	1,274	32.0	(4.2)	4,101	25.1	4,657	31.8	(11.9)
EBIT	460	11.7	488	12.3	(5.9)	854	5.2	1,655	11.3	(48.4)
EBITDA	581	14.8	594	14.9	(2.3)	1,272	7.8	2,071	14.1	(38.6)
<b>Net Income</b>	<b>449</b>	<b>11.4</b>	<b>444</b>	<b>11.1</b>	<b>1.3</b>	<b>870</b>	<b>5.3</b>	<b>1,521</b>	<b>10.4</b>	<b>(42.8)</b>

Figures in millions of MXN

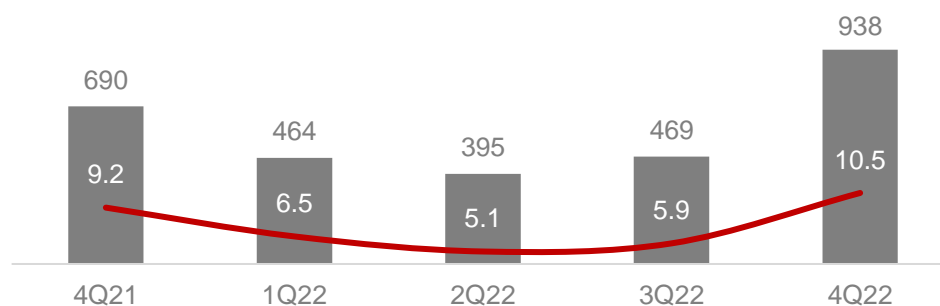
### NET INCOME

In the fourth quarter, consolidated net income was MXN 938 million, 35.9% higher than last year, while for the full year, it increased 9.0% to MXN 2.3 billion. The aforementioned is mainly driven by sequential recovery at MegaMex, as well as a the fading of the tax- related effects from the differential in the tax rates between Mexico and the United States in the first nine months of the year. Consolidated net margin in the quarter was 10.5%, expanding 1.3 percentage points over the previous year. On a cumulative basis, net margin decreased 0.7 percentage points to 7.2%. Majority net income increased 30.1% in the quarter and 7.0% for the full year, to MXN 356 million and MXN 777 million, respectively.

NET INCOME	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated Net Income</b>	<b>938</b>	<b>690</b>	<b>35.9</b>	<b>2,266</b>	<b>2,078</b>	<b>9.0</b>
Cons. net margin (%)	10.5	9.2	1.3	7.2	7.9	(0.7)
Minority interest	582	417	39.6	1,489	1,353	10.1
<b>Majority Net Income</b>	<b>356</b>	<b>273</b>	<b>30.1</b>	<b>777</b>	<b>726</b>	<b>7.0</b>
Maj. net margin (%)	4.0	3.6	0.4	2.5	2.8	(0.3)

Figures in millions of MXN.

## CONSOLIDATED NET INCOME PERFORMANCE



## EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION, AMORTIZATION AND OTHER NON-CASH CHARGES (EBITDA)

Consolidated EBITDA in the quarter was MXN 1.6 billion, 16.1% higher than in the previous year, while the margin contracted 0.4 percentage points to 18.5%. Accumulated EBITDA was MXN 4.9 billion, 25.3% higher than in the previous year, with a margin of 15.6%, which is 0.5 percentage points higher than in 2021. In comparable terms – without the acquisition of Mediterranean – EBITDA was 25.6% with a margin of 15.7%.

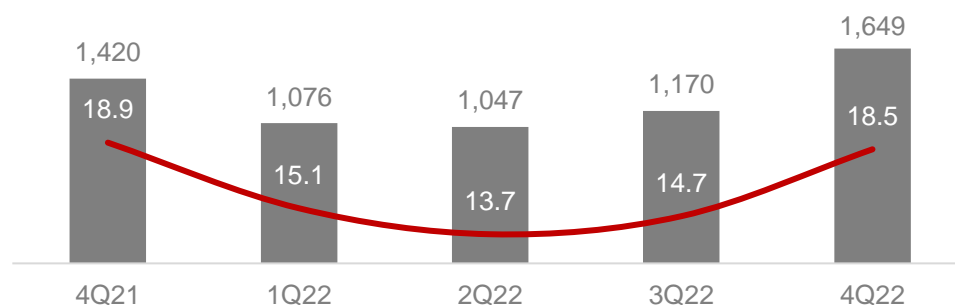
EBITDA	4Q22	4Q21	% change	2022	2021	% change
<b>Consolidated</b>	<b>1,649</b>	<b>1,420</b>	<b>16.1</b>	<b>4,943</b>	<b>3,944</b>	<b>25.3</b>
Preserves	1,544	1,280	20.6	4,489	3,748	19.7
Impulse	60	92	(34.5)	242	10	NM
Exports	44	48	(6.7)	213	185	14.7

Figures in millions of MXN

EBITDA MARGIN	4Q22	4Q21	pp change	2022	2021	pp change
<b>Consolidated</b>	<b>18.5</b>	<b>18.9</b>	<b>(0.4)</b>	<b>15.6</b>	<b>15.1</b>	<b>0.5</b>
Preserves	20.9	20.8	0.1	17.7	17.9	(0.2)
Impulse	6.8	11.1	(4.3)	6.2	0.3	5.9
Exports	7.1	9.1	(2.0)	8.9	9.7	(0.8)

Figures in percentages

## EBITDA PERFORMANCE



## CAPITAL EXPENDITURES (CAPEX)

Net CAPEX was MXN 280 million in the quarter and MXN 734 million for the full year, which was mainly allocated to the Company's digital transformation project, as well as increased production capacity for tomato purée, homemade sauces for the export market and the short pasta line.

## FINANCIAL STRUCTURE

As of December 31, 2022, available cash was MXN 2.4 billion practically in line with the previous year despite: share buybacks of MXN 421 million and the acquisition of Mediterranean for MXN 587 million. Interest bearing liabilities (including the effects of IFRS 16) decreased to 11.2 billion due to the net effect of the issuance of Sustainability-Linked Bonds (SLB) for MXN 3.0 billion in June 2022, and the payment of the Bancomext MXN 1.9 billion credit line. At the end of the year, debt was MXN 10.4 billion, MXN 500 million higher than last year.

For the quarter, net debt to EBITDA was 1.8 times while net debt to consolidated stockholders' equity was 0.5 times.

## FREE CASH FLOW

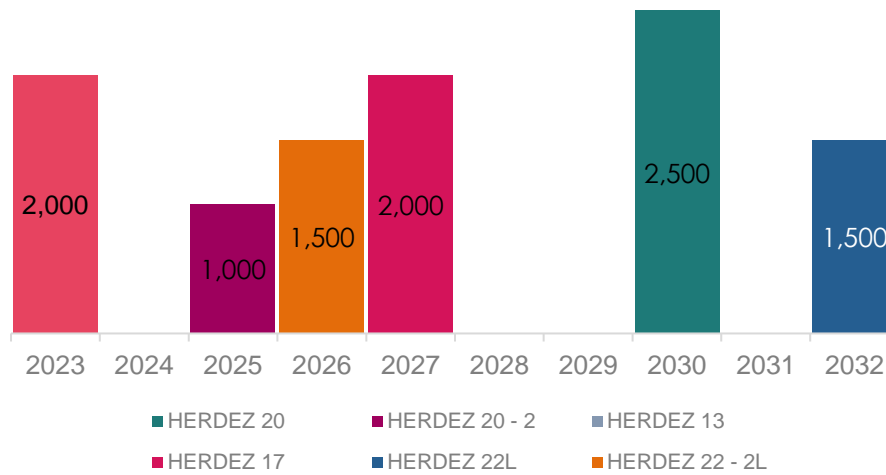
Free cash flow was MXN 362 million in the quarter and MXN 2.3 billion for the full year, MXN 1.1 and 2.6 billion higher than in the same period of 2021, respectively. This was mainly driven by working capital improvements particularly in accounts receivable and accounts payable.



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## DEBT PROFILE



## HIGHLIGHTS OF THE COMPANY'S SUSTAINABILITY STRATEGY

Grupo Herdez received the Urban Forest Award granted by Bio Pappel in October. This award recognizes the environmental commitment of companies that use 100% recycled cardboard packaging.

Grupo Herdez in line with the alignment to Sustainable Development Goal #5 (Gender Equality) of the Global Compact signed the United Nations Women's Empowerment Principles (WEPs), whose objective is to encourage companies to promote gender equality, and to empower women in the workplace, the market, and in communities through a methodology based on 7 principles (<https://www.weps.org/>).

Grupo Herdez's rating in the Bloomberg Gender Equality Index improved by 26 points over 2021. The objective of this index is to measure companies' performance and commitment in relation to their approach to gender equality, through their policies, representation, and transparency.

In the S&P Global Sustainability Assessment (CSA), Grupo Herdez received a grade of 52/100, an increase of 3 points from 2021, placing it in 14th place among companies in the sector.



## FOURTH QUARTER 2022 EARNINGS CONFERENCE CALL INFORMATION

Date: Thursday, February 23, 2023

Time: 12:30 p.m. ET / 11:30 a.m. CT

To participate, please dial:

- Toll-Free U.S. and Canada: +1 (855) 327 6837
- International Toll: +1 (631) 891 4304
- Conference ID#: 10021115

To access the call online, please go to

[https://viaid.webcasts.com/starthere.jsp?ei=1594132&tp\\_key=46a68e7811](https://viaid.webcasts.com/starthere.jsp?ei=1594132&tp_key=46a68e7811)

If you are unable to participate live, a replay of the conference call will be available from February 23, 2023 through March 9, 2023. To access the replay, please dial domestic U.S. and Canada +1 (844) 512 2921, or from other countries +1 (412) 317 6671; conference ID: 10021115.

## CONTACT INFORMATION

[invrel@herdez.com](mailto:invrel@herdez.com)

### ABOUT GRUPO HERDEZ

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, Helados Nestlé®, Herdez, 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 10,500 employees, and it is implemented through the solid infrastructure of our 15 production plants, 24 distribution centers, and more than 690 points of sale of our brands: Cielito Querido Café, Lavazza, Moyo, and Nutrisa. For more information, visit [grupoherdez.com.mx](http://grupoherdez.com.mx) or follow us on: FB: /GrupoHerdezMX TW: @GrupoHerdezMX LI: /Grupo-Herdez



## **FORWARD-LOOKING STATEMENTS**

The information contained herein (the "Information") has been prepared by Grupo Herdez, S.A.B. de C.V., its associated companies, 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.



INCOME STATEMENT	Fourth Quarter				
	2022	%	2021	%	% Chg
<b>Net Sales</b>	<b>8,910</b>	<b>100.0</b>	<b>7,518</b>	<b>100.0</b>	<b>18.5</b>
Preserves	7,401	83.1	6,163	82.0	20.1
Impulse	884	9.9	830	11.0	6.6
Exports	624	7.0	525	7.0	19.0
<b>Cost of Goods Sold</b>	<b>5,661</b>	<b>63.5</b>	<b>4,687</b>	<b>62.4</b>	<b>20.8</b>
Preserves	4,720	63.8	3,874	62.9	21.9
Impulse	379	42.8	359	43.3	5.3
Exports	562	90.1	454	86.6	23.8
<b>Gross Profit</b>	<b>3,249</b>	<b>36.5</b>	<b>2,830</b>	<b>37.6</b>	<b>14.8</b>
Preserves	2,681	36.2	2,290	37.1	17.1
Impulse	506	57.2	470	56.7	7.5
Exports	62	9.9	70	13.4	(12.4)
<b>Operating Expenses</b>	<b>1,905</b>	<b>21.4</b>	<b>1,708</b>	<b>22.7</b>	<b>11.6</b>
Preserves	1,262	14.2	1,137	15.1	11.0
Impulse	609	6.8	533	7.1	14.2
Exports	35	0.4	38	0.5	(7.8)
<b>EBIT before Other Income and Expenses</b>	<b>1,344</b>	<b>15.1</b>	<b>1,123</b>	<b>14.9</b>	<b>19.7</b>
Preserves	1,420	15.9	1,153	15.3	23.2
Impulse	(103)	(1.2)	(63)	(0.8)	63.8
Exports	27	0.3	33	0.4	(17.6)
Other Income/Expenses, Net	(20)	(0.2)	(44)	(0.6)	(53.8)
<b>EBIT</b>	<b>1,364</b>	<b>15.3</b>	<b>1,166</b>	<b>15.5</b>	<b>16.9</b>
Preserves	1,434	19.4	1,188	19.3	20.7
Impulse	(97)	(11.0)	(55)	(6.6)	77.4
Exports	27	4.3	33	6.2	(17.6)
<b>All-in Result of Financing</b>	<b>(190)</b>	<b>(2.1)</b>	<b>(222)</b>	<b>(3.0)</b>	<b>(14.5)</b>
Interest Earned and (Paid), Net	(205)	(2.3)	(185)	(2.5)	10.9
Exchange (Loss) Gain	15	0.2	(38)	(0.5)	NM
Equity Investment in Associated Companies	221	2.5	225	3.0	(1.5)
MegaMex	225	2.5	222	3.0	1.3
Others	(4)	(0.0)	3	0.0	NM
Income Before Income Taxes	1,395	15.7	1,169	15.5	19.4
Income Tax Provision	457	5.1	479	6.4	(4.4)
Consolidated Net Income	938	10.5	690	9.2	35.9
Minority Interest	582	6.5	417	5.5	39.6
Majority Net Income	356	4.0	273	3.6	30.1
<b>EBITDA</b>	<b>1,649</b>	<b>18.5</b>	<b>1,420</b>	<b>18.9</b>	<b>16.1</b>
Preserves	1,544	20.9	1,280	20.8	20.6
Impulse	60	6.8	92	11.1	(34.5)
Exports	44	7.1	48	9.1	(6.7)

Figures stated in millions of MXN

The proportions of COGS, Gross Profit, Operating Income and EBITDA of the segments are calculated accordingly



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INCOME STATEMENT	2022				
	2022	%	2021	%	% Chg
<b>Net Sales</b>	<b>31,646</b>	<b>100.0</b>	<b>26,153</b>	<b>100.0</b>	<b>21.0</b>
Preserves	25,343	80.1	20,977	80.2	20.8
Impulse	3,917	12.4	3,273	12.5	19.7
Exports	2,386	7.5	1,904	7.3	25.3
<b>Cost of Goods Sold</b>	<b>20,440</b>	<b>64.6</b>	<b>16,501</b>	<b>63.1</b>	<b>23.9</b>
Preserves	16,672	65.8	13,410	63.9	24.3
Impulse	1,671	42.7	1,448	44.2	15.4
Exports	2,096	87.9	1,643	86.3	27.6
<b>Gross Profit</b>	<b>11,206</b>	<b>35.4</b>	<b>9,652</b>	<b>36.9</b>	<b>16.1</b>
Preserves	8,671	34.2	7,567	36.1	14.6
Impulse	2,246	57.3	1,825	55.8	23.1
Exports	289	12.1	260	13.7	11.2
<b>Operating Expenses</b>	<b>7,494</b>	<b>23.7</b>	<b>6,567</b>	<b>25.1</b>	<b>14.1</b>
Preserves	4,749	15.0	4,198	16.1	13.1
Impulse	2,602	8.2	2,236	8.5	16.4
Exports	144	0.5	133	0.5	8.3
<b>EBIT before Other Income and Expenses</b>	<b>3,712</b>	<b>11.7</b>	<b>3,085</b>	<b>11.8</b>	<b>20.3</b>
Preserves	3,922	12.4	3,368	12.9	16.4
Impulse	(356)	(1.1)	(411)	(1.6)	(13.5)
Exports	146	0.5	127	0.5	14.2
Other Income/Expenses, Net	(119)	(0.4)	78	0.3	NM
<b>EBIT</b>	<b>3,831</b>	<b>12.1</b>	<b>3,007</b>	<b>11.5</b>	<b>27.4</b>
Preserves	4,044	16.0	3,392	16.2	19.2
Impulse	(359)	(9.2)	(513)	(15.7)	(30.1)
Exports	146	6.1	127	6.7	14.2
<b>All-in Result of Financing</b>	<b>(767)</b>	<b>(2.4)</b>	<b>(703)</b>	<b>(2.7)</b>	<b>9.0</b>
Interest Earned and (Paid), Net	(819)	(2.6)	(715)	(2.7)	14.4
Exchange (Loss) Gain	52	0.2	12	0.0	>100
Equity Investment in Associated Companies	466	1.5	803	3.1	(42.0)
MegaMex	435	1.4	760	2.9	(42.8)
Others	31	0.1	43	0.2	(27.3)
Income Before Income Taxes	3,530	11.2	3,106	11.9	13.6
Income Tax Provision	1,265	4.0	1,028	3.9	23.0
Consolidated Net Income	2,266	7.2	2,078	7.9	9.0
Minority Interest	1,489	4.7	1,353	5.2	10.1
Majority Net Income	777	2.5	726	2.8	7.0
<b>EBITDA</b>	<b>4,943</b>	<b>15.6</b>	<b>3,944</b>	<b>15.1</b>	<b>25.3</b>
Preserves	4,489	17.7	3,748	17.9	19.7
Impulse	242	6.2	10	0.3	NM
Exports	213	8.9	185	9.7	14.7

Figures stated in millions of MXN

The proportions of COGS, Gross Profit, Operating Income and EBITDA of the segments are calculated accordingly



STATEMENT OF FINANCIAL POSITION	31 Dec 2022	%	31 Dec 2021	%	Change	
					\$	%
<b>TOTAL ASSETS</b>	<b>37,554</b>	<b>100.0</b>	<b>35,969</b>	<b>100.0</b>	<b>1,585</b>	<b>4.4</b>
Domestic	34,926	93.0	33,545	93.3	1,381	4.1
USA	2,628	7.0	2,424	6.7	204	8.4
Current assets	14,023	37.3	12,830	35.7	1,193	9.3
Cash and cash equivalents	2,406	6.4	2,216	6.2	190	8.6
Accounts receivable	3,720	9.9	3,936	10.9	(217)	(5.5)
Other accounts receivable	95	0.3	117	0.3	(23)	(19.3)
Inventory	5,511	14.7	4,830	13.4	681	14.1
Other current assets	2,292	6.1	1,730	4.8	562	32.5
Non-current assets	23,531	62.7	23,140	64.3	392	1.7
Property, plant and equipment, net	5,301	14.1	5,003	13.9	298	6.0
Right-of-use assets	1,003	2.7	1,014	2.8	(12)	(1.1)
Investment in subsidiaries	6,885	18.3	7,418	20.6	(533)	(7.2)
Intangible assets	7,682	20.5	7,256	20.2	427	5.9
Other assets	2,660	7.1	2,449	6.8	211	8.6
<b>TOTAL LIABILITIES</b>	<b>20,407</b>	<b>54.3</b>	<b>18,546</b>	<b>51.6</b>	<b>1,861</b>	<b>10.0</b>
Domestic	19,392	51.6	17,701	49.2	1,691	9.6
USA	1,016	2.7	845	2.4	170	20.2
Current liabilities	10,049	26.8	7,103	19.7	2,946	41.5
Accounts payable	5,064	13.5	3,654	10.2	1,410	38.6
Short-term debt	2,000	5.3	750	2.1	1,250	166.7
Short-term leases	326	0.9	265	0.7	60	22.8
Other short-term liabilities	2,659	7.1	2,433	6.8	226	9.3
Long-term liabilities	10,359	27.6	11,444	31.8	(1,085)	(9.5)
Long-term debt	8,500	22.6	9,250	25.7	(750)	(8.1)
Long-term leases	480	1.3	672	1.9	(192)	(28.6)
Other liabilities	(31)	(0.1)	(32)	(0.1)	0	1.4
Other long-term liabilities w/o cost	1,410	3.8	1,553	4.3	(143)	(9.2)
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>17,147</b>	<b>45.7</b>	<b>17,423</b>	<b>48.4</b>	<b>(276)</b>	<b>(1.6)</b>
Minority stockholders' equity	10,350	27.6	10,541	29.3	(191)	(1.8)
Majority stockholders' equity	6,797	18.1	6,882	19.1	(85)	(1.2)

Figures stated in millions of MXN.



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