GRUPO HERDEZ

THIRD QUARTER 2018 EARNINGS CONFERENCE CALL

OCTOBER 26TH, 2018

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.

NET SALES

MXN 5,204 million

SEGMENT
PERFORMANCE

+7.6%
Preserves

+9.3%
Frozen

10.2%
Exports

COSOLIDATED	**8.1%**
Preserves	7.6%
Frozen	9.3%
Exports	10.2%

CONSOLIDATES FIGURES
IN MILLION PESOS

PRESERVES PERFORMANCE

MXN 4,024 million

+7.6%

"For a Livelier World"

50 recycling machines

Promoting higher frequency purchase

Premium varieties, reaching new consumers

Participating in accelerated growth categories

FROZEN PERFORMANCE

MXN 823 million

+9.3%

HELADOS NESTLÉ

Solid volumen growth in retail

Contribution of new products

NUTRISA

Same-store sale growth +4.0%

Average ticket growth

Sequential improvement in traffic

3Q18 PERFORMANCE

38.6 percent
GROSS MARGIN

26.2 percent
SG&A as a proportion of sales

12.9 percent
EBIT MARGIN

15.4 percent
EBITDA MARGIN

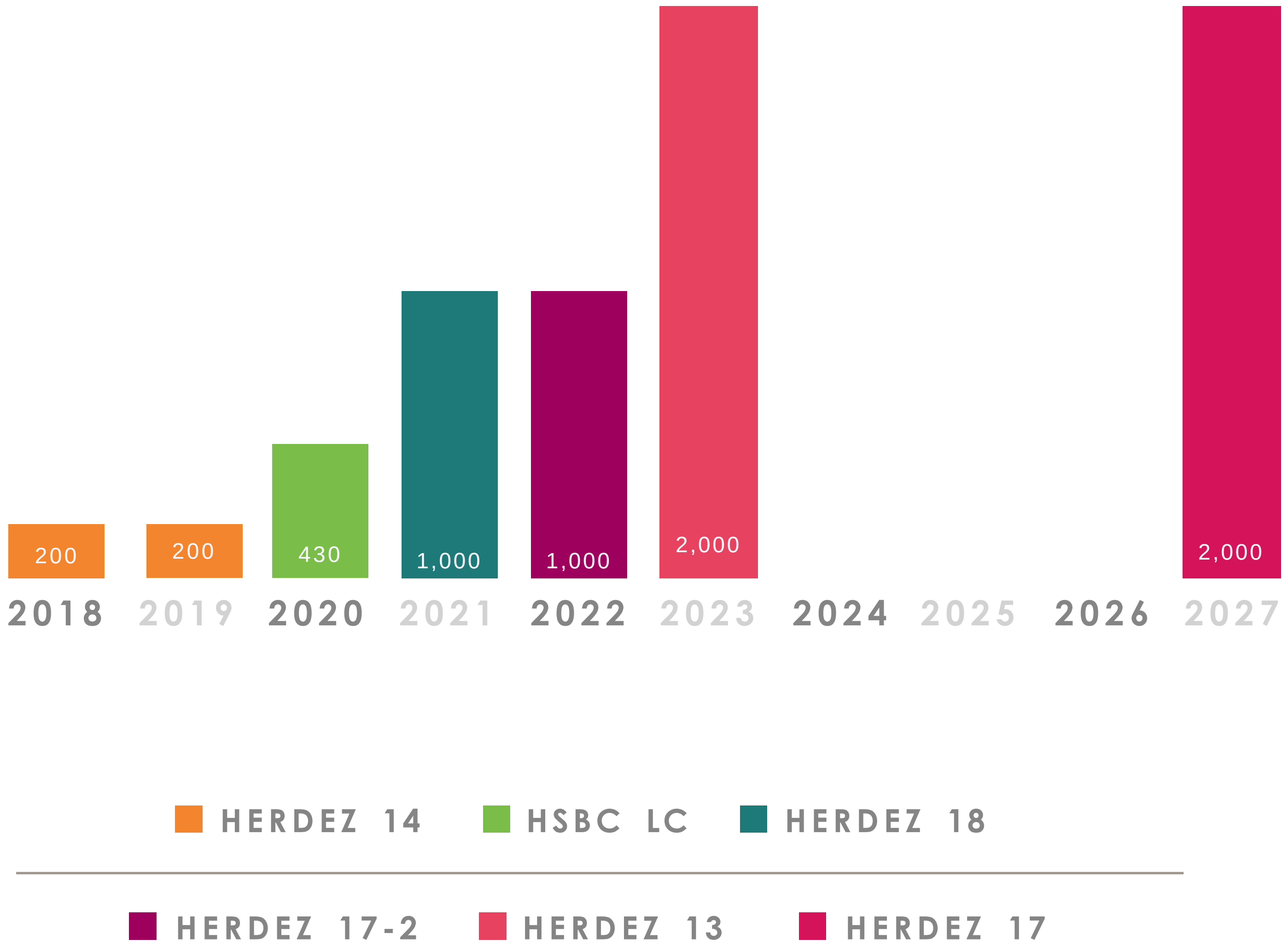
4.6 percent
MAJORITY NET MARGIN

71 million
NET CAPEX

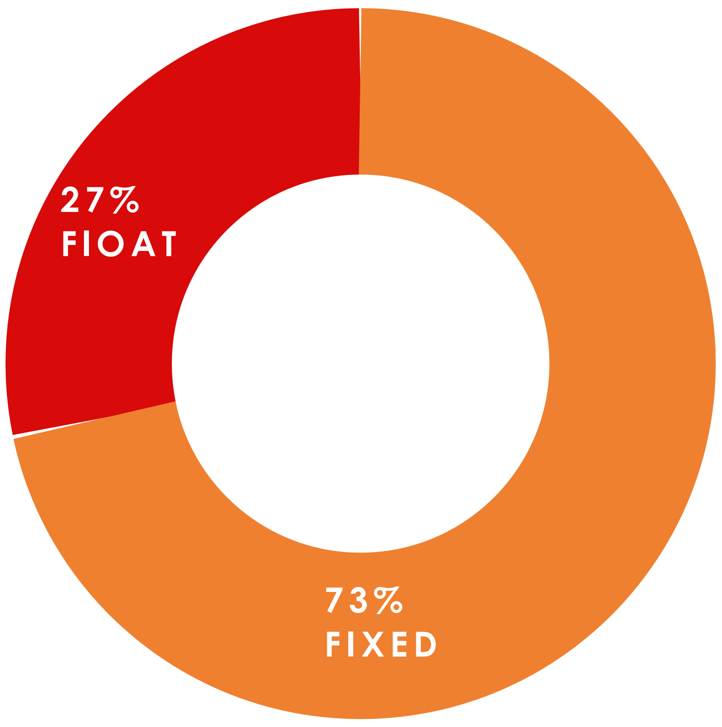
795 million
CASH FLOW FROM OPERATIONS

CONSOLIDATED FIGURES IN MILLION PESOS

DEBT STRUCTURE



MIX
RATES



Average Cost	8.5%
Net DEBT / EBITDA	1.3
Net Debt / Shareholders Equity	0.26

CONSOLIDATED FIGURES IN MILLION PESOS
THE DEBT MIX CONSIDERS HEDGE DERIVATES

FAMOUS

BRAND

NUTRISA

QUINTA MARCA FAMOSA DE GRUPO HERDEZ

2018 GUIDANCE

NETSALES
5% - 7%
GROWTH

MARGIN
15.5 - 16.5%
EBITDA

CAPEX
$633
MILLIONS

MAJORITYNET
4% - 5%
INCOME

Q&A

[W W W . G R U P O H E R D E Z . C O M . M X](http://www.grupoherdez.com.mx)

FOR MORE INFORMATION:

Andrea Amozurrutia
Tel. +52 (55) 5201 5636
aac@herdez.com

Fernando Acevedo
Tel. +52 (55) 5201 5655 ext. 1052
lfacevedom@herdez.com

Grecia Domínguez
Tel. +52 (55) 5201 5602
gdominguez@herdez.com

invrel@herdez.com