



GRUPO BIMBO

REPORTS FOURTH QUARTER AND FULL YEAR 2023 RESULTS

Mexico City, February 19, 2024



“In 2023, we witnessed a record-breaking year in several metrics including our Capex investments, marked by outstanding performance despite challenges in certain markets. We remain committed to invest in our business, actively seeking efficiencies and exploring transformational opportunities throughout the supply chain across all the markets we operate.”

– Daniel Servitje, Chairman and CEO

“2023 was an excellent year. Despite several challenges and the negative effect from FX rate, we achieved record levels of Sales and Adjusted EBITDA, and reached our guidance. It was also a year with strategic and historic investments for the long run and a time where we further strengthened our debt profile, while reaffirming our commitment to investment grade.”

– Diego Gaxiola, CFO



Grupo Bimbo S.A.B. de C.V. (“Grupo Bimbo” or “the Company”) (BMV: BIMBO) reports its results for the three and twelve months ended December 31, 2023.¹

HIGHLIGHTS OF THE YEAR

- Net Sales reached a record level during the year, posting an increase of 10.7% excluding FX effect, attributable to positive price/mix effect. Excluding the 53rd in North America, Net Sales increased 11.4%. In peso terms, Net Sales reached a historic high level at Ps. 399,879 million
- Excluding MEPPs² effect, Operating Income increased 2.7% and the margin expanded 20 basis points
- Despite FX rate negative effect, Adjusted EBITDA³ reached a record level at Ps. 54,942 million, an increase of 2.8%, while the margin expanded 30 basis points
- Excluding MEPPs and Ricolino effects, Net Majority Income declined 0.9% and the margin contracted 10 basis points
- Return on Equity⁴ closed at 14.1%
- Net Debt/Adjusted EBITDA⁵ ratio closed at 2.1x
- CAPEX investments closed at a record level of US\$2 billion
- Grupo Bimbo returned to its shareholders Ps. 7.2 billion through dividends and share buybacks
- Grupo Bimbo achieved 100% renewable electricity in seven countries. Currently, the company has extended this accomplishment to encompass 27 out of its 34 operating countries
- The Company successfully completed 6 strategic acquisitions during the year
- Grupo Bimbo successfully issued Ps. 15 billion in Sustainability-linked Local Bonds and, through its U.S. subsidiary, BBU⁶, priced US\$1 billion in Senior Notes

HIGHLIGHTS OF THE QUARTER

- Net Sales reached a record level, excluding FX rate impact, growing 1.6%, reflecting positive price/mix effect across most regions, this was partially offset by the effect of a 53rd sales week in North America during 2022, excluding this effect Net Sales increased 4.0%
- Gross margin expanded 30 basis points to 51.8% due to lower raw material costs
- Excluding the MEPPs effect, Operating Income declined 13.1% and the margin contracted 70 basis points
- Adjusted EBITDA closed at Ps. 13,678 million
- Excluding the Ricolino and MEPPs effects, Net Majority Income declined 10.8% and the margin contracted 10 basis points
- The Company successfully completed the acquisition of Amaritta Food, a Spanish company that specializes in research and development for gluten-free bread

1. Figures included in this document are prepared in accordance with International Financial Reporting Standards (IFRS).

2. Multiemployer Pension Plans (“MEPPs”).

3. Earnings before interests, taxes, depreciation, amortization, impairments and MEPPs.

4. Adjusted with MEPPs.

5. For this ratio's calculation Adjusted EBITDA does not consider the effect of IFRS16.

6. Bimbo Bakeries USA.

RECENT DEVELOPMENTS

- Grupo Bimbo informed the passing of Mr. Mauricio Jorba Servitje, member of the board of directors
- Grupo Bimbo signed the United Nations Principles for the empowerment of women at a global level
- The Company successfully priced US\$1.25 billion of Senior Notes, through BBU

FINANCIAL SUMMARY

(MILLIONS OF MEXICAN PESOS)

	4Q23	4Q22	Change (MXN)	2023	2022	Change (MXN)
Net Sales <i>(includes extra week in North America in 2022)⁷</i>	101,883	108,996	(6.5%)	399,879	398,706	0.3%
Gross Profit	52,725	56,186	(6.2%)	205,510	205,381	0.1%
Operating Income <i>(includes MEPPs effect in 2022)</i>	8,153	24,064	(66.1%)	35,455	53,696	(34.0%)
Adjusted EBITDA	13,678	14,639	(6.6%)	54,942	53,445	2.8%
Net Majority Income <i>(includes MEPPs effect & Ricolino Sale in 2022)</i>	3,260	30,234	(89.2%)	15,477	46,910	(67.0%)
Net Debt/Adj. EBITDA				2.1x	1.5x	0.6x
ROE⁸				14.1%	15.0%	(90bps)

7. Excluding FX effect and the 53rd week in North America, Net Sales increased 4.0% and 11.4% in 4Q and 2023, respectively.

NET SALES

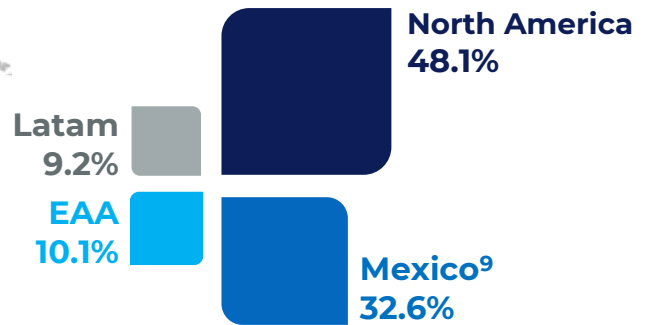
(MILLIONS OF MEXICAN PESOS)

Net Sales	4Q23	4Q22	% Δ (MXN)	% Δ (excl. FX)	2023	2022	% Δ (MXN)	% Δ (excl. FX)
North America	49,497	57,968	(14.6)	(4.2)	192,534	205,674	(6.4)	6.7
Mexico	36,985	34,818	6.2	6.2	145,387	130,401	11.5	11.5
EAA	10,130	9,961	1.7	12.1	40,545	37,536	8.0	23.5
Latin America	9,170	10,008	(8.4)	7.0	36,647	38,412	(4.6)	16.9
Grupo Bimbo	101,883	108,996	(6.5)	1.6	399,879	398,706	0.3	10.7

Consolidated results exclude inter-company transactions.

North America region includes a 53rd sales week in 4Q22 and 2022 results, excluding this effect Net Sales increased 0.2% and 8.1%, respectively.

8. Adjusted with Ricolino divestiture and MEPPs in 2022, and only MEPPs in 2023.



Revenue mix for the last twelve months ended December 31, 2023

For the fourth quarter, excluding FX rate effect, Net Sales increased 1.6%, reflecting positive price/mix effect across most regions, this was partially offset by the effect of a 53rd week in North America during 2022, excluding this effect Net Sales increased 4.0%.

Net Sales reached a record level during the year, posting an increase of 10.7% excluding FX effect, attributable to positive price/mix effect. Excluding the 53rd week in North America, Net Sales increased 11.4%. In peso terms, Net Sales reached a historic level at Ps. 399,879 million.

NORTH AMERICA¹⁰

Net Sales excluding FX effect and 53rd week in 2022 increased 0.2%, due to a positive price/mix effect and good performance in cookies and salty snacks in Canada.



MEXICO

Net Sales in Mexico grew 6.2%, attributable to price/mix effect. Every channel and category grew, most notably cookies, buns, pastries, sliced bread and salty snacks, as well as the convenience and retail channels, which posted double-digit growth rates.



EAA¹¹

Sales in EAA during the fourth quarter excluding FX effect grew 12.1%, primarily due to sales growth across almost every organization, especially Bimbo QSR, coupled with the inorganic contribution from the acquisition of Vel Pitar in Romania.



LATIN AMERICA¹²

Excluding FX effect, fourth quarter Net Sales increased 7.0%, due to strong results in Brazil and the *Latin Sur* division, which were partially offset by soft results the *Latin Centro* division, due to social disruptions and a challenging competitive environment in some countries.



9. Inter-company transactions have been removed from Mexico.
 10. North America region includes operations in the United States and Canada.
 11. EAA region includes operations in Europe, Asia and Africa.
 12. Latin America region includes operations in Central and South America.

GROSS PROFIT

(MILLIONS OF MEXICAN PESOS)

	Gross Profit					
	4Q23	4Q22	% Δ	2023	2022	% Δ
North America	25,908	30,297	(14.5)	100,552	108,232	(7.1)
Mexico	20,255	18,682	8.4	78,355	70,232	11.6
EAA	3,385	3,514	(3.7)	13,397	11,995	11.7
Latin America	3,922	4,202	(6.7)	15,815	16,358	(3.3)
Grupo Bimbo	52,725	56,186	(6.2)	205,510	205,381	0.1

	Gross Margin (%)					
	4Q23	4Q22	Δ pp.	2023	2022	Δ pp.
North America	52.3	52.3	0.0	52.2	52.6	(0.4)
Mexico	54.8	53.7	1.1	53.9	53.9	0.0
EAA	33.4	35.3	(1.9)	33.0	32.0	1.0
Latin America	42.8	42.0	0.8	43.2	42.6	0.6
Grupo Bimbo	51.8	51.5	0.3	51.4	51.5	(0.1)

Consolidated results exclude inter-company transactions.

Fourth quarter Gross Profit decreased 6.2% due to the FX rate effect, while the margin expanded 30 basis points to 51.8%, mainly attributable to lower raw material costs across most regions.

Full year Gross Profit increased 0.1%, while the margin contracted 10 basis points to 51.4% mainly due to higher raw material costs throughout most part of 2023.

OPERATING INCOME

(MILLIONS OF MEXICAN PESOS)

	Operating Income					
	4Q23	4Q22	% Δ	2023	2022	% Δ
North America	1,976	19,343	(89.8)	11,175	33,263	(66.4)
Mexico	5,835	4,800	21.5	21,882	18,824	16.2
EAA	(29)	(740)	(96.1)	326	(486)	NA
Latin America	90	313	(71.3)	1,294	1,087	19.0
Grupo Bimbo	8,153	24,064	(66.1)	35,455	53,696	(34.0)

	Operating Margin (%)					
	4Q23	4Q22	Δ pp.	2023	2022	Δ pp.
North America	4.0	33.4	(29.4)	5.8	16.2	(10.4)
Mexico	15.8	13.8	2.0	15.1	14.4	0.7
EAA	(0.3)	(7.4)	7.1	0.8	(1.3)	2.1
Latin America	1.0	3.1	(2.1)	3.5	2.8	0.7
Grupo Bimbo	8.0	22.1	(14.1)	8.9	13.5	(4.6)

Regional results do not reflect intercompany royalties and consolidated results exclude intercompany transactions.

4Q22 and 2022 North America segment and Grupo Bimbo consolidated results include the Mepps non-cash benefit of US\$734 and US \$963 million, respectively.

Operating Income for the fourth quarter declined 66.1%, reaching a margin of 8.0%, mainly due to the MEPPs non-cash benefit of US \$734 million, registered during the fourth quarter of 2022. **Excluding the MEPPs effect, Operating Income declined 13.1% and the margin contracted 70 basis points**, due to higher indirect costs and marketing investments, as well as restructuring investments, mainly in North America and impairment charges in EAA.

For the full year, Operating Income declined 34% and the margin contracted 460 basis points reaching 8.9%, mainly due to a non-cash benefit of US \$963 million from the adjustment to the MEPPs liability registered in 2022. **Excluding the MEPPs effect, Operating Income increased 2.7% and the margin expanded 20 basis points**, attributable to the sales performance and efficiencies in the distribution network.

ADJUSTED EBITDA

(MILLIONS OF MEXICAN PESOS)

	Adj. EBITDA					
	4Q23	4Q22	% Δ	2023	2022	% Δ
North America	4,834	6,415	(24.6)	20,217	22,611	(10.6)
Mexico	7,330	6,060	20.9	27,484	23,323	17.8
EAA	695	833	(16.6)	2,932	2,626	11.7
Latin America	639	904	(29.3)	3,531	3,433	2.9
Grupo Bimbo	13,678	14,639	(6.6)	54,942	53,445	2.8

	Adj. EBITDA Margin (%)					
	4Q23	4Q22	Δ pp.	2023	2022	Δ pp.
North America	9.8	11.1	(1.3)	10.5	11.0	(0.5)
Mexico	19.8	17.4	2.4	18.9	17.9	1.0
EAA	6.9	8.4	(1.5)	7.2	7.0	0.2
Latin America	7.0	9.0	(2.0)	9.6	8.9	0.7
Grupo Bimbo	13.4	13.4	0.0	13.7	13.4	0.3

Regional results do not reflect intercompany royalties and consolidated results exclude intercompany transactions.

For the fourth quarter, Adjusted EBITDA, which does not include the MEPPs and effect and impairment charges, decreased 6.6% explained by the FX rate effect, while the margin remained flat at 13.4%, attributable to sales performance and lower cost of sales, offset by the abovementioned indirect costs and marketing and restructuring investments.

2023 Adjusted EBITDA reached a record level at Ps. 54,942 million, an increase of 2.8%, while the margin expanded 30 basis points, primarily attributable to the strong topline performance and productivity savings across the value chain.

NORTH AMERICA

North America margin contraction of 130 basis points was mainly due to the strong Mexican peso impacting product cost imported from Mexico, a continued inflationary environment mainly in labor and restructuring investments including the closure of a bakery in Albuquerque, U.S., which was partially offset by favorable price realization and commodities and improving productivity across the supply chain.

MEXICO

The margin in Mexico expanded 240 basis points mainly attributable to strong sales performance, lower cost of sales and lower administrative expenses, coupled with the one-time write off registered in 4Q22.

EAA

EAA posted a 150 basis points margin contraction mostly due to weak results in China, which was more than offset by the strong sales performance and efficiencies in the distribution network.

LATIN AMERICA

Latin America Adjusted EBITDA margin contracted 200 basis points, mainly due to the devaluation in Argentina and social disruptions in Panama and Guatemala, coupled with a challenging competitive environment in Colombia and Chile, partially offset by better results in Brazil.

COMPREHENSIVE FINANCING COST

(MILLIONS OF MEXICAN PESOS)

4Q Comprehensive Financing Cost totaled Ps. 3,006 million, a 3.1% increase when compared to the fourth quarter of 2022, attributable to higher interest expenses.

Full year Comprehensive Financing Cost totaled Ps. 10,447 million, a 26.3% increase when compared to 2022, attributable to higher interest expenses and the appreciation of the Mexican peso.

NET MAJORITY INCOME

(MILLIONS OF MEXICAN PESOS)

	Net Majority Income					
	4Q23	4Q22	% Δ	2023	2022	% Δ
Grupo Bimbo	3,260	30,234	(89.2)	15,477	46,910	(67.0)

	Net Majority Margin (%)					
	4Q23	4Q22	Δ pp.	2023	2022	Δ pp.
Grupo Bimbo	3.2	27.7	(24.5)	3.9	11.8	(7.9)

4Q22 and 2022 North America segment and Grupo Bimbo consolidated results include the Mepps non-cash benefit of US\$734 and US \$963 million, respectively, as well as the favorable effect of the sale of the confectionery business recognized in the discontinued operation line.

Net Majority Income declined 89.2% in the fourth quarter, a 3.2% margin, mainly reflecting the MEPPs benefit registered in the fourth quarter of 2022 and the sale of Ricolino. **Excluding these effects, Net Majority Income declined 10.8% and the margin contracted 10 basis points.**

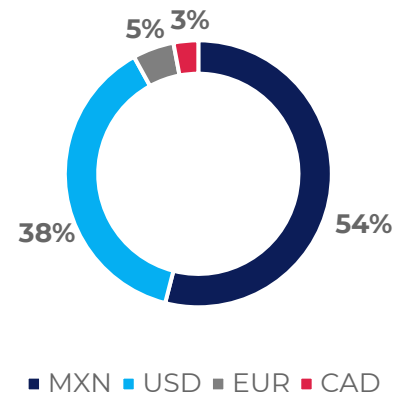
2023 Net Majority Income declined 67.0% and the margin contracted 790 basis points, due to the MEPPs non-cash benefit registered in 2022 and the sale of Ricolino. **Excluding these effects, Net Majority Income declined 0.9% and the margin contracted 10 basis points.**

FINANCIAL STRUCTURE

Total Debt on December 31, 2023, was Ps. 110 billion, compared to Ps. 84 billion on December 31, 2022. The increase was primarily due to the accounting impact of the refinancing of the Perpetual Notes, capital expenditures and strategic investments during the year.

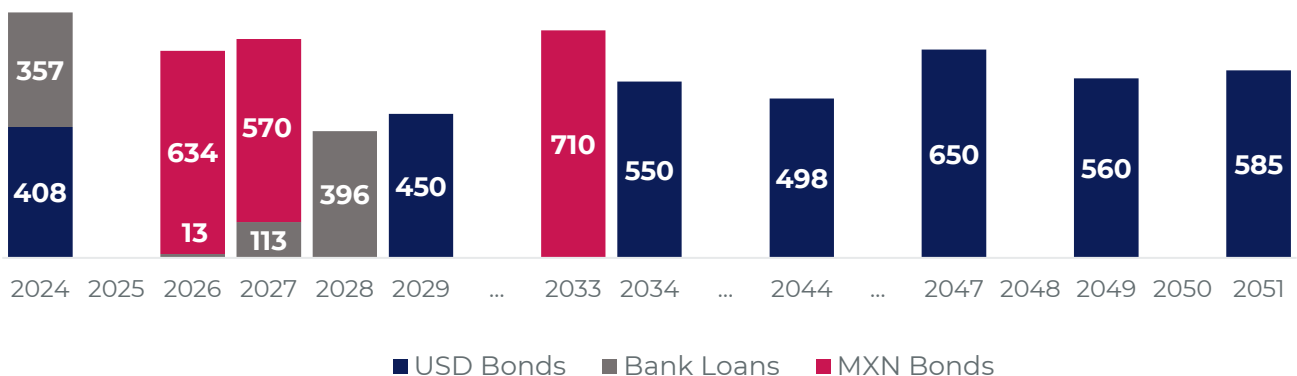
Average debt maturity was 12.1 years with an average cost of 7.12%. Long-term Debt comprised 88% of the total; 54% of the debt was denominated in Mexican pesos, 38% in US dollars, 5% in Euros and 3% in Canadian dollars.

The Net Debt to Adjusted EBITDA ratio, which does not consider the effect of IFRS16 was 2.1 times, compared to 1.5 times on December 31, 2022.



AMORTIZATION PROFILE¹⁴

(MILLIONS OF US DOLLARS)



14. Does not include US\$ 64 million of long-term debt at subsidiary level. Includes 30-year issuance by BBU.



CONFERENCE CALL INFORMATION

DIAL-IN

A conference call will be held today Monday, February 19, 2024, at 7:00 pm Eastern (6:00 pm Central, 5:00pm Mexico City). To access the call, please dial:

US +1 (844) 450 3853

International +1 (412) 317 6375

Mexico +52 (55) 8880 8040

Conference ID: GRUPO BIMBO

WEBCAST

A webcast for this call can also be accessed at Grupo Bimbo's website:

<https://www.grupobimbo.com/en/investors>

REPLAY

A replay will be available until February 26, 2024. You can access the replay through Grupo Bimbo's website

<https://www.grupobimbo.com/en/investors> or by dialing:

US +1 (877) 344 7529

International +1 (412) 317 0088

Canada +1 (855) 669 9658

Conference ID: 4490058

ABOUT GRUPO BIMBO

Grupo Bimbo is the leader and largest baking Company in the world and a relevant participant in snacks. Grupo Bimbo has 217 bakeries and plants and more than 1,500 sales centers strategically located in 34 countries throughout the Americas, Europe, Asia and Africa. Its main product lines include sliced bread, buns & rolls, pastries, cakes, cookies, toast, English muffins, bagels, tortillas & flatbreads, and salty snacks, among others. Grupo Bimbo produces over 9,000 products and has one of the largest direct distribution networks in the world, with more than 57,000 routes and over 149,000 associates. Its shares trade on the Mexican Stock Exchange (BMV) under the ticker symbol BIMBO, and in the over-the-counter market in the United States with a Level 1 ADR, under the ticker symbol BMBOY.

NOTE ON FORWARD-LOOKING STATEMENTS

This announcement contains certain statements regarding the expected financial and operating performance of Grupo Bimbo, S.A.B. de C.V., which are based on current financial information, operating levels, and market conditions, as well as on estimations of the Board of Directors of the Company related to possible future events. The results of the Company may differ in regards with those expressed on these statements, due to different factors that are beyond the Company's control, such as: adjustments in price levels, variations in the costs of its raw materials, changes in laws and regulations, or economic or political conditions not foreseen in the countries where the Company operates. Therefore, the Company is not responsible for such differences in the information and suggests that readers review such statements prudently. Moreover, the Company will not undertake any obligation to publicly release any revisions to the statements due to variations of such factors after the date of this press release.

INVESTOR RELATIONS

www.grupobimbo.com

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(5255) 5268 6830

CONSOLIDATED BALANCE SHEET

(MILLIONS OF MEXICAN PESOS)

	Dec, 2023	Dec, 2022	Change
TOTAL ASSETS	348,102	347,764	0.1%
CURRENT ASSETS	58,914	63,470	(7.2%)
Cash and Equivalents	6,353	12,313	(48.4%)
Accounts and Notes Receivables, Net	24,013	24,864	(3.4%)
Inventories	16,120	16,989	(5.1%)
Other Current Assets	12,272	9,166	33.9%
Assets Available for Sale	156	138	13.0%
Property, Plant and Equipment	129,156	113,505	13.8%
Intangible Assets and Deferred Charges, Net and Investment in Shares of Associated Companies	126,292	136,194	(7.3%)
Lease Rights of Use	25,848	28,477	(9.2%)
Other Assets	7,892	6,118	29.0%
TOTAL LIABILITIES	236,474	220,162	7.4%
CURRENT LIABILITIES	87,192	89,734	(2.8%)
Trade Accounts Payable	41,821	45,298	(7.7%)
Short-term Debt	12,932	6,435	>100%
Short-term lease liability	5,751	5,930	(3.0%)
Other Current Liabilities	26,688	32,071	(16.8%)
Long-term Debt	97,003	77,619	25.0%
Long-term lease liability	21,064	23,255	(9.4%)
Other Long-term Non-Financial Liabilities	31,215	29,554	5.6%
SHAREHOLDERS' EQUITY	111,628	127,602	(12.5%)
Minority Shareholders' Equity	3,306	3,491	(5.3%)
Majority Shareholders' Equity	108,322	124,111	(12.7%)

CONSOLIDATED INCOME STATEMENT

(MILLIONS OF MEXICAN PESOS)

	4Q23	4Q22	Change	2023	2022	Change
Net Sales	101,883	108,996	(6.5%)	399,879	398,706	0.3%
Cost of Goods Sold	49,158	52,810	(6.9%)	194,369	193,325	0.5%
GROSS PROFIT	52,725	56,186	(6.2%)	205,510	205,381	0.1%
General Expenses	42,341	44,454	(4.8%)	165,337	166,626	(0.8%)
Other Expenses (Income), Net	2,231	(12,332)	>100%	4,718	(14,941)	>100%
OPERATING INCOME	8,153	24,064	66.1%	35,455	53,696	(34.0%)
Comprehensive Financing Cost	3,006	2,916	3.1%	10,447	8,270	26.3%
Interest Paid Net	2,571	2,474	3.9%	9,197	7,309	25.8%
Exchange Rate Loss (Gain)	446	463	(3.6%)	1,323	995	33.0%
Monetary Loss (Gain)	(11)	(21)	(47.3%)	(73)	(34)	>100%
Share in Results of Associated Companies	146	118	24.0%	316	452	(30.0%)
NET INCOME BEFORE TAXES	5,293	21,265	(75.1%)	25,324	45,878	(44.8%)
Income Taxes	1,686	6,262	(73.1%)	8,386	14,381	(41.7%)
INCOME (LOSS) FROM CONTINUED OPERATIONS	3,607	15,004	(76.0%)	16,938	31,497	(46.2%)
INCOME FROM DISCONTINUED OPERATIONS	0	15,653	(100.0%)	(16)	16,988	(100.1%)
Net Minority Income	347	422	(17.9%)	1,446	1,575	(8.2%)
NET MAJORITY INCOME	3,260	30,234	(89.2%)	15,477	46,910	(67.0%)
ADJUSTED EBITDA	13,678	14,639	(6.6%)	54,942	53,445	2.8%