



GRUPO BIMBO

REPORTS THIRD QUARTER 2022 RESULTS

Mexico City, October 27, 2022



“Topline performance was exceptional in this third quarter, we reached a record level of sales and profits, our volumes continued to grow despite price increases, and our revenue growth management initiatives are increasingly being reflected in our results.

The inflationary environment we are currently living in has been very challenging, yet we have been able to navigate through it thanks to the resiliency of our categories and the high demand for them, the hard work of our associates, the trust of our consumers and customers and the strength of our brands which continue to resonate globally.”

– Daniel Servitje, Chairman and CEO

“Despite the multiple challenges we are facing on several fronts, we continue to see a strong 2022, as our volumes and sales continue to exceed our expectations. We are optimistic that 2023 will be a year where we will continue to realize the benefits of our growth strategy and productivity initiatives.”

– Diego Gaxiola, CFO

Grupo Bimbo S.A.B. de C.V. (“Grupo Bimbo” or “the Company”) (BMV: BIMBO) reports its results for the three months ended September 30, 2022.¹

The third quarter results of the confectionary business in process of sale are presented as a discontinued operation in the income statement; the main captions of these results for 3Q 2022 and 2021 are (figures in million of Mexican Pesos): Net Sales \$3,465 (\$2,579 for 2021), Operating Costs and Expenses \$2,872 (\$2,237 for 2021) and Net Income \$443 (\$296 for 2021). See note “Information to disclose on Discontinued Operations” of the Mexican Stock Exchange Report.

HIGHLIGHTS OF THE QUARTER

- Net Sales reached a record level for a third quarter at Ps. 102,821 million, an increase of 20%, primarily due to strong price/mix performance and volume increase
- Operating Income rose 37.6% and the margin expanded 140 basis points, reaching 10.7%
- Adjusted EBITDA² grew 15.2%, while the margin contracted 60 basis points mainly due to higher raw material costs and a highly inflationary environment
- Net Majority Income improved by 50.8% and the margin expanded 120 basis points, to 5.9%
- Return on Equity³ reached a record 16.7%
- Net Debt/Adjusted EBITDA⁴ ratio closed the quarter at 2.0 times

RECENT DEVELOPMENTS

- Grupo Bimbo acquired St. Pierre, a leading baking player in the premium brioche category in the U.S. and the U.K.
- For the sixth consecutive year, Grupo Bimbo ranked first as the Company with the Best Corporate Reputation in Mexico, by Merco, and for the seventh consecutive year, Daniel Servitje was named the leader with the best reputation in the country
- Grupo Bimbo held the 2022 Bimbo Global Race, and thanks to more than 341 thousand participants, more than 6.8 million slices of bread are being donated to food banks around the world
- The Company will add 1,001 electric vehicles to its distribution fleet in Mexico, with this Grupo Bimbo will have more than 2,300 vehicles with zero carbon emissions
- Bimbo China organization is now operating with 100% renewable electricity

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

2. Earnings before interests, taxes, depreciation, amortization and Multiemployer Pension Plans (“MEPPs”).

3. Adjusted with MEPPs non-cash charges.

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

FINANCIAL SUMMARY

(MILLIONS OF MEXICAN PESOS)

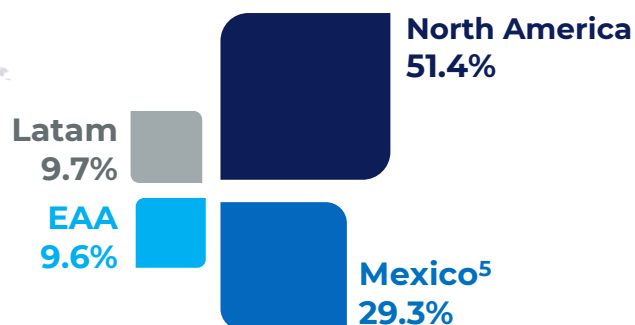
	3Q22	3Q21	Change
Net Sales	102,821	85,659	20.0%
Gross Profit	52,619	45,734	15.1%
Operating Income	11,004	7,997	37.6%
Adjusted EBITDA	14,505	12,594	15.2%
Net Majority Income	6,062	4,021	50.8%
Net Debt/Adj. EBITDA	2.0x	1.8x	0.2x
ROE	16.7%	14.1%	2.6pp

NET SALES

(MILLIONS OF MEXICAN PESOS)

Net Sales	3Q22	3Q21	% Δ
North America	52,955	44,028	20.3
Mexico	33,562	27,867	20.4
EAA	9,545	8,680	10.0
Latin America	10,008	7,830	27.8
Grupo Bimbo	102,821	85,659	20.0

Consolidated results exclude inter-company transactions.



Revenue mix for the last twelve months ended September 30, 2022.

Net Sales reached a record level for a third quarter at Ps. 102,821 million, an increase of 20%, primarily due to strong price/mix performance and volume increase.

NORTH AMERICA⁶

Net Sales in US dollars increased 19%, the strong topline performance was driven by the successful implementation of the pricing strategy across categories and channels, while experiencing continued market share gains in all categories.



⁵ Inter-company transactions have been removed from Mexico.

⁶ North America region includes operations in the United States and Canada.

MEXICO

Net Sales in Mexico grew 20.4%, attributable to favorable price/product mix and volume performance. The main channels and categories posted double-digit growth, most notably the convenience, retail and traditional channels, and the bread, sweet baked goods, snack cakes, cookies, and snacks categories.



EAA⁷

Net Sales in EAA during the third quarter grew 10% in peso terms; excluding FX effect, Net Sales increased 23.3%, primarily reflecting pricing actions and volume growth across most countries in the region and the QSR business. This was partially offset by a challenging environment in China.



LATIN AMERICA⁸

Third quarter Net Sales increased 27.8% in peso terms; excluding the FX effect, Net Sales increased 39.2%, primarily driven by strong volumes and favorable price/product mix effect across every organization, highlighting Brazil, Argentina, Colombia, Peru, and the *Latin Centro* division. Sales growth was also benefited by the inorganic contribution from the acquisition of Aryzta do Brazil.



GROSS PROFIT

(MILLIONS OF MEXICAN PESOS)

	Gross Profit			Gross Margin (%)		
	3Q22	3Q21	% Δ	3Q22	3Q21	Δ pp.
North America	27,636	24,108	14.6	52.2	54.8	(2.6)
Mexico	18,096	15,438	17.2	53.9	55.4	(1.5)
EAA	2,882	2,963	(2.7)	30.2	34.1	(3.9)
Latin America	4,269	3,497	22.1	42.7	44.7	(2.0)
Grupo Bimbo	52,619	45,734	15.1	51.2	53.4	(2.2)

Consolidated results exclude inter-company transactions.

Gross Profit for the third quarter increased 15.1%, while the margin contracted 220 basis points to 51.2%, mainly attributable to higher raw material costs across every region.

7. EAA region includes operations in Europe, Asia and Africa.

8. Latin America region includes operations in Central and South America.

OPERATING INCOME

(MILLIONS OF MEXICAN PESOS)

	Operating Income			Operating Margin (%)		
	3Q22	3Q21	% Δ	3Q22	3Q21	Δ pp.
North America	5,159	3,162	63.2	9.7	7.2	2.5
Mexico	5,158	4,293	20.1	15.4	15.4	0.0
EAA	128	268	(52.2)	1.3	3.1	(1.8)
Latin America	338	208	62.4	3.4	2.7	0.7
Grupo Bimbo	11,004	7,997	37.6	10.7	9.3	1.4

Regional results do not reflect intercompany royalties; Mexico segment results of 2021 have been adjusted of some intercompany royalties' income that were included before; consolidated results exclude intercompany transactions.

Operating Income for the third quarter rose 37.6% and the margin expanded 140 basis points, mainly due to the strong sales performance, efficiencies in the distribution network and lower administrative expenses, coupled with a non-cash benefit of US \$66 million related to the adjustment to the MEPPs liability to reflect current interest rates levels.

ADJUSTED EBITDA

(MILLIONS OF MEXICAN PESOS)

	Adj. EBITDA			Adj. EBITDA Margin (%)		
	3Q22	3Q21	% Δ	3Q22	3Q21	Δ pp.
North America	6,213	5,661	9.8	11.7	12.9	(1.2)
Mexico	6,350	5,279	20.3	18.9	18.9	0.0
EAA	628	770	(18.4)	6.6	8.9	(2.3)
Latin America	970	637	52.2	9.7	8.1	1.6
Grupo Bimbo	14,505	12,594	15.2	14.1	14.7	(0.6)

Regional results do not reflect intercompany royalties; Mexico segment results of 2021 have been adjusted of some intercompany royalties' income that were included before; consolidated results exclude intercompany transactions.

Adjusted EBITDA, which does not include the effect of MEPPs, increased 15.2%, while the margin contracted 60 basis points to 14.1%, mainly due to the abovementioned higher cost of sales and inflationary environment, which were partially offset by productivity savings across the value chain and a strict control in administrative expenses.

NORTH AMERICA

North America region margin contraction of 120 basis points was mainly due to a highly inflationary environment, including commodities, labor costs, as well as challenges and shortages across the supply chain. This was partially offset by productivity benefits from past restructuring investments.

MEXICO

Despite higher raw material costs, **the margin in Mexico remained flat at 18.9%**, mainly attributable to the strong sales performance and productivity savings across the supply chain.

EAA

EAA posted a 230 basis points margin contraction mostly due to higher raw material costs, FX headwinds, a high inflation and negative product mix effect in Iberia, as well as weak results in China.

LATIN AMERICA

Latin America Adjusted EBITDA margin expanded 160 basis points reaching a record level for a third quarter at 9.7%, mainly due to the strong sales performance across every organization, improved product mix, increased market penetration, productivity benefits and strong results in Brazil, Argentina and Colombia.

COMPREHENSIVE FINANCIAL RESULT

(MILLIONS OF MEXICAN PESOS)

Comprehensive Financial Result totaled Ps. 2,357 million, the 23.7% increase was attributable to higher interest expenses and, to a lower extent, an increased leverage.

NET MAJORITY INCOME

(MILLIONS OF MEXICAN PESOS)

	Net Majority Income			Net Majority Margin (%)		
	3Q22	3Q21	% Δ	3Q22	3Q21	Δ pp.
Grupo Bimbo	6,062	4,021	50.8	5.9	4.7	1.2

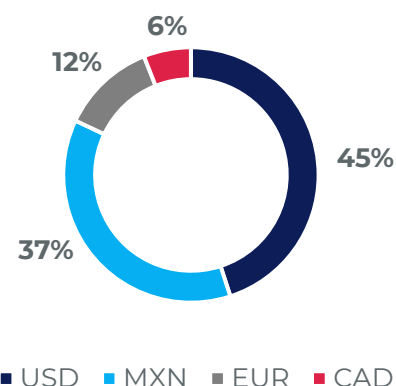
Net Majority Income grew 50.8% and the margin expanded 120 basis points attributable to the strong sales performance, efficiencies in selling and administrative expenses, the positive effect from MEPPs and a lower effective tax rate, which were partially offset by higher financing costs.

FINANCIAL STRUCTURE

Total Debt on September 30, 2022, was Ps. 100 billion, compared to Ps. 93 billion on December 31, 2021. The increase was primarily due to the capital investments, share buybacks and the acquisition of St. Pierre.

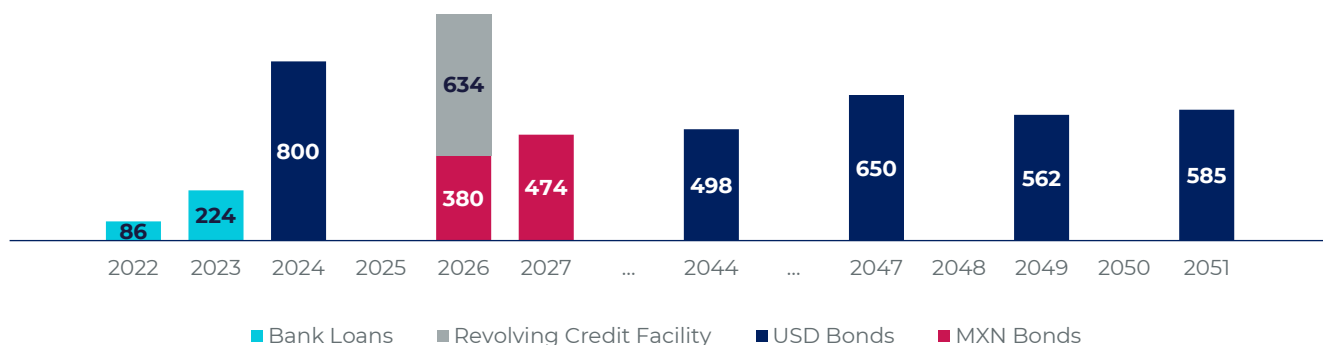
Average debt maturity was 13.9 years with an average cost of 5.7%. Long-term Debt comprised 94% of the total; 45% of the debt was denominated in US dollars, 37% in Mexican pesos, 12% in Euros and 6% in Canadian dollars.

The Net Debt to Adjusted EBITDA ratio, which does not consider the effect of IFRS16 and excludes Ricolino, was 2.0 times, with no change when compared to 2.0 times on December 31, 2021.



AMORTIZATION PROFILE⁹

(MILLIONS OF US DOLLARS)



CONFERENCE CALL INFORMATION

DIAL-IN

A conference call will be held today Thursday, October 27, 2022, at 6:00 pm Eastern (5:00 pm Central). 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/events>

REPLAY

A replay will be available until November 8, 2022. You can access the replay through Grupo Bimbo's website <https://www.grupobimbo.com/en/investors/events> or by dialing:

US +1 (877) 344 7529

International +1 (412) 317 0088

Canada +1 (855) 669 9658

Conference ID: 2313518

ABOUT GRUPO BIMBO

Grupo Bimbo is the leader and largest baking Company in the world and a relevant participant in snacks. Grupo Bimbo has 203 bakeries and other plants and more than 1,600 sales centers strategically located in 33 countries throughout the Americas, Europe, Asia and Africa. Its main product lines include sliced bread, buns & rolls, pastries, cakes, cookies, toast bread, English muffins, bagels, tortillas & flatbreads and salty snacks, among others. Grupo Bimbo produces over 10,000 products and has one of the largest direct distribution networks in the world, with more than 3.3 million points of sale, more than 55,000 routes and over 138,000 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

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(5255) 5268 6830

CONSOLIDATED BALANCE SHEET

(MILLIONS OF MEXICAN PESOS)

	Sep, 2022	Dec, 2021	% Change
TOTAL ASSETS	353,850	339,114	4.3%
CURRENT ASSETS	65,502	59,120	10.8%
Cash and Equivalents	7,327	8,747	(16.2%)
Accounts and Notes Receivables, Net	26,324	22,882	15.0%
Inventories	16,103	12,710	26.7%
Other Current Assets	7,913	7,026	12.6%
Assets Available for Sale	7,835	7,754	1.0%
Property, Plant and Equipment	107,651	101,722	5.8%
Intangible Assets and Deferred Charges, Net and Investment in Shares of Associated Companies	141,360	137,883	2.5%
Lease Rights of Use	29,921	30,525	(2.0%)
Other Assets	9,415	9,864	(4.6%)
TOTAL LIABILITIES	247,547	237,511	4.2%
CURRENT LIABILITIES	89,461	82,836	8.0%
Trade Accounts Payable	39,786	36,005	10.5%
Short-term Debt	6,293	10,625	(40.8%)
Short-term lease liability	6,111	5,717	6.9%
Other Current Liabilities	33,944	27,682	22.6%
Liabilities Related to Assets Available for Sale	3,326	2,807	18.5%
Long-term Debt	93,425	82,230	13.6%
Long-term lease liability	24,406	25,180	(3.1%)
Other Long-term Non-Financial Liabilities	40,255	47,266	(14.8%)
SHAREHOLDERS' EQUITY	106,303	101,603	4.6%
Minority Shareholders' Equity	3,982	4,506	(11.6%)
Majority Shareholders' Equity	102,321	97,097	5.4%

CONSOLIDATED INCOME STATEMENT

(MILLIONS OF MEXICAN PESOS)

	3Q22	3Q21	% Change
Net Sales	102,821	85,659	20.0%
Cost of Goods Sold	50,202	39,925	25.7%
GROSS PROFIT	52,619	45,734	15.1%
General Expenses	42,192	36,935	14.2%
Other Expenses (Income), Net	(577)	803	NA
OPERATING INCOME	11,004	7,997	37.6%
Comprehensive Financing Cost	2,357	1,905	23.7%
Interest Paid Net	2,179	1,681	29.6%
Exchange Rate Loss (Gain)	201	236	(14.8%)
Monetary Loss (Gain)	(23)	(11)	NA
Share in Results of Associated Companies	108	75	43.1%
NET INCOME BEFORE TAXES	8,755	6,167	42.0%
Income Taxes	2,729	2,128	28.2%
NET INCOME FROM CONTINUED OPERATIONS	6,026	4,039	49.2%
NET INCOME FROM DISCONTINUED OPERATIONS	443	296	49.4%
Net Minority Income	407	315	29.2%
NET MAJORITY INCOME	6,062	4,021	50.8%
ADJUSTED EBITDA	14,505	12,594	15.2%