

Second Quarter 2025

# INVESTOR PRESENTATION

# AGENDA

1

Strengthening Our Leadership  
In The Grain-based Food  
Industry

2

Results & Progress Towards Our  
Long-term Strategy

3

Our ESG Journey

# Global Baking Leader And A Key Player In The Food Industry

 **+100**  
brands

 **+9k**  
products

 **245**  
bakeries  
and plants

**Operates in  
39 countries**



**Serves 76  
countries worldwide**

**+54k**  
routes 

**+152k**  
associates 

**+1.5K**  
sales  
centers 

**US\$12 Bn**  
Market Cap<sup>(1)</sup>

**US\$22 Bn**  
Net Sales<sup>(2)</sup>

**US\$3 Bn**  
Adj. EBITDA<sup>(2)(3)</sup>

Conservative policies  
**focused on reinvesting** with  
prudent leverage

**Highly diversified** Company  
and market **share leader** in  
most regions

**Disciplined deployment of  
Capital** driving growth and  
diversification

**Best-in-Class  
Management Team** with  
Top-Notch Corporate Gov.

Figures as of June 30, 2025. (1) Expressed in US using end of period FX rate of \$18.83 Ps./US. (2) LTM Net Sales and Adjusted EBITDA with IFRS16 effect were Ps. \$427,489 million and Ps.\$57,358 million, respectively. Converted to US dollars using an average FX rate for the LTM period of \$19.71 Ps./US. (3) Adj. EBITDA: Earnings before interests, taxes, depreciation, amortization and Multiemployer Pension Plans ("MEPPs").

# High Diversification and Resilience

## North America<sup>(1)</sup>

**46.5%**  
Net Sales

**27.5%**  
Adj. EBITDA

**+27K** associates  
**77** bakeries

Market share leader within **7 categories**

**U.S.** – Premium bread, Breakfast, Buns & rolls  
**Canada** – Bagels, Cakes, Bread, Tortillas

## Mexico

**31.7%**  
Net Sales

**57.3%**  
Adj. EBITDA

**+78K** associates  
**38** bakeries

Market share leader within **10 categories**

Bread, Buns & rolls, Sweet baked goods, Snack cakes, Toasted bread, Flatbread, Totopos, Tostadas, Bars and Breadcrumbs

## Latin America<sup>(2)</sup>

Market share leader within **3 categories**  
Bread, tortillas, buns & rolls

**10.1%**  
Net Sales

**7.1%**  
Adj. EBITDA

**+25K** associates  
**38** bakeries

**Top 3 market share** within 7 categories in most countries<sup>(4)</sup>

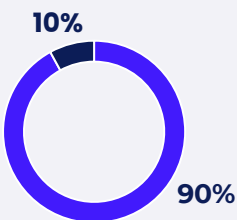
## EAA<sup>(3)</sup>

**11.7%**  
Net Sales

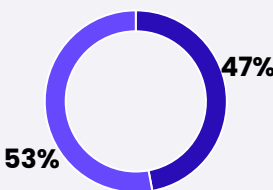
**8.1%**  
Adj. EBITDA

**+21K** associates  
**91** bakeries

## Net Sales<sup>(5)</sup>



■ Investment Grade  
■ Non-investment Grade



■ Developed Markets  
■ Emerging Markets

**1H25**

**+10%**

**Net Sales**

**+10 bps | 52.6%**

**Gross Margin**

**-40 bps | 13.1%**

**Adj. EBITDA<sup>(6)</sup> Margin**

**2.9x**

**Net Debt/ Adj. EBITDA**

**Drivers:** Record high Sales for Q1 and Q2; Favorable FX; Inorganic contribution; Lower raw material costs; Investments in North America's value chain to enable long-term benefits

Figures as of June 30, 2025. Market share information from Nielsen, Circana and Company Information for the countries and categories where Grupo Bimbo participates. (1) Includes operations in the US and Canada. (2) Includes operations in Central and South America. (3) Includes operations in Europe, Asia and Africa. (4) Buns and rolls category excluded in the UK and India. Cakes excluded in China, Morocco, and the UK. Bagels included only in the UK market. (5) LTM 2Q25 Net Sales. Developed and Emerging markets, as well as Investment grade and Non-Investment Grade as per MSCI classification. (6) Adj. EBITDA: Earnings before interests, taxes, depreciation, amortization and Multiemployer Pension Plans ("MEPPs").

# Clearly Focused On The Attractive Grain-based Food Industry

**Baking**  
**#1 Global Player**  
1.0x larger than 2<sup>nd</sup> Player



**Snacks**  
**Top 10 Global Player**



|                         |                   |                   |              |
|-------------------------|-------------------|-------------------|--------------|
| Bimbo is a Leader in... | <b>3.7%</b>       | <b>~1%</b>        | market share |
| Large                   | <b>US\$668 Bn</b> | <b>US\$201 Bn</b> | market size  |
| Resilient               | <b>2.8%</b>       | <b>4.6%</b>       | CAGR 19-24'  |
| Growing Industries...   | <b>4.6%</b>       | <b>4.0%</b>       | CAGR 24-29'  |

...With Clear Trends to Continue Driving Growth:

More **natural ingredients** and functional benefits  
Preference on health and transparency

Conscious snacking & Meal **snackification**  
Local ingredients spreading globally

# Our Strong Portfolio Of Leading Brands That Resonate With Consumers

## North America

U.S.

CANADA



## Mexico



## Latin America



## EAA



# Strategically Positioned To Reach Our Consumers And Build Brand Loyalty

## Leading Brands



**Bimbo is the most chosen food brand in Mexico and the top 5 brand among the FMCG<sup>(1)</sup> sector in Mexico and Latin American households<sup>(2)</sup>**

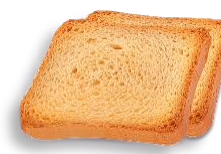
## Categories



sliced bread



buns & rolls



toast



pastries



cookies



bagels



cakes



salty snacks



english muffins



tortillas & flat breads

## Channels

Our distribution fleet travels every day the equivalent to **111 trips** in aggregate around the world

### Retail

Supermarkets  
Convenience

### Traditional

“Mom & Pops”

### QSR

Quick Service  
Restaurants

### Others

Foodservice  
Wholesale  
Vending machines

# We Are Geared To Meet Every Consumption Occasion In People's Life



**Nutrition Hackers**

Prepared without added fats, colorants, or artificial preservatives, using a slow baking method that retains the natural flavor of the ancestral grains.



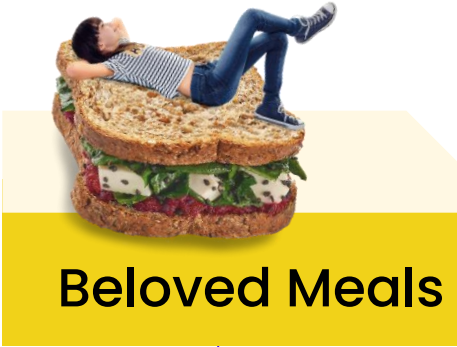
**Uplifting Treats**

#1 mini muffin brand in the United States<sup>(1)</sup>



**Rise & Shine**

#1 selling English muffin and an all-American classic<sup>(1)</sup>



**Beloved Meals**

Developed internally, present in 20 countries, and became #1 mainstream bread brand in the US<sup>(1)</sup>



**Healthy Creations**

Recent Mexican innovation with continued momentum, and now present in 14 countries



<sup>(1)</sup> Source: Information Resources, Inc. as of 2024

# At The Same Time Addressing Evolving Needs Through Our Innovation Pillars

## 6 Key Levers



Clean label  
Positive nutrition  
Smart portions  
Fortified options

**Best  
Nutritional  
Profiles**



Circular economy  
Nutritional  
transparency on-  
pack and online

**Transparent  
Sustainable  
Brands**



Cereal-diversity  
Nutritional  
balance

**Healthier  
Plant Based  
Diets**



Investments in  
startups  
Alliances to  
improve and  
create disruptive  
products



"Snackification"  
Health & Wellness  
Value added  
premium brands

**Key Trends**

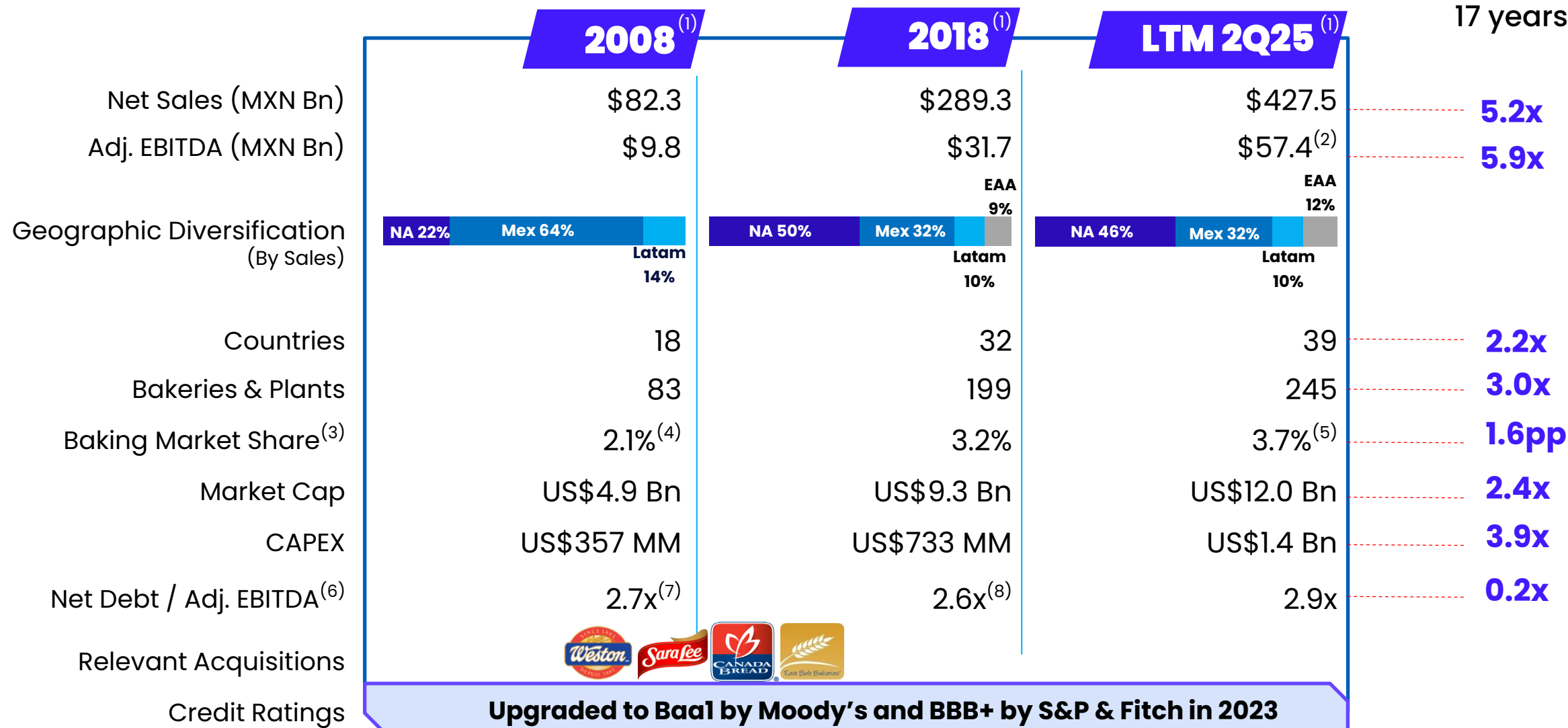


Scale, brand  
penetration, great  
products  
Innovation centers  
Consumer-driven

**Success  
Drivers**

# Driving Consistent Growth And Profitability

Evolution &  
Growth in the last  
17 years



(1) Results prepared in accordance with Mexican GAAP. (2) Figures with IFRS 16. Adj. EBITDA: Earnings before interests, taxes, depreciation, amortization and MEPPs. (3) GlobalData. Includes: Bread, Rolls, Cakes, Pastries, Cookies (Sweet Biscuits, Savory Biscuits) and Morning Goods. (4) Calculated with 2009 revenues of GB and the baked goods' market value by GlobalData. (5) Information as of 2024. (6) Adj. EBITDA w/o IFRS16. (7) Leverage ratio pro-forma for Weston Foods acquisition. (8) Leverage ratio pro-forma for Canada Bread acquisition.

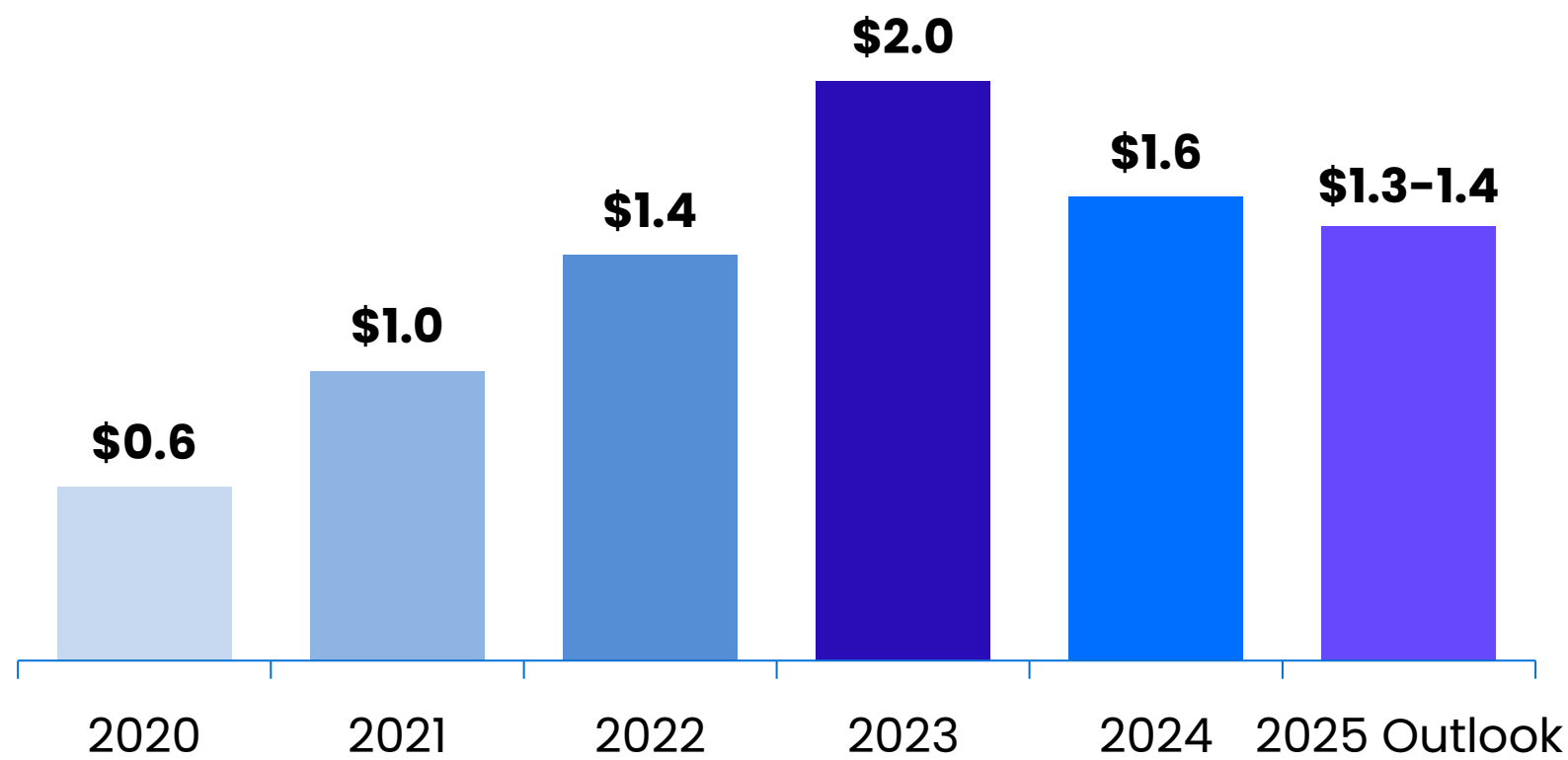
# Highly Resilient Adjusted EBITDA Margins And Expansion Across Most Regions

| <ul style="list-style-type: none"><li>• Favorable mix</li><li>• New manufacturing capabilities</li><li>• Increased scale</li><li>• Productivity investments driving SG&amp;A efficiencies</li><li>• Accretive strategic acquisitions</li><li>• Distribution network optimization</li><li>• Successful turnaround projects with a long-term view</li><li>• Inflationary environment</li><li>• Weak consumption environment in the U.S.</li><li>• Short-term impact on P&amp;L from growth project in the U.S.</li></ul> | ADJ. EBITDA MARGIN % |       |       |       |       |       |       |          |       |       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|-------|-------|-------|-------|-------|-------|----------|-------|-------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      | 2019  | 2020  | 2021  | 2022  | 2023  | 2024  | LTM 2Q25 | 2Q24  | 2Q25  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Grupo Bimbo          | 13.0% | 13.7% | 14.0% | 13.4% | 13.7% | 13.6% | 13.4%    | 14.2% | 13.9% |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | North America        | 11.3% | 12.9% | 12.2% | 11.0% | 10.5% | 8.4%  | 7.9%     | 9.7%  | 9.0%  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Mexico               | 19.3% | 18.3% | 19.0% | 17.9% | 18.9% | 20.3% | 20.7%    | 20.0% | 20.3% |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | EAA                  | 6.3%  | 7.6%  | 7.9%  | 7.0%  | 7.2%  | 9.4%  | 9.3%     | 10.4% | 10.3% |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | LatAm                | 2.2%  | 4.9%  | 6.2%  | 8.9%  | 9.6%  | 9.0%  | 9.4%     | 8.2%  | 9.2%  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      |       |       |       |       |       |       |          |       |       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      |       |       |       |       |       |       |          |       |       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      |       |       |       |       |       |       |          |       |       |

- Favorable mix
- New manufacturing capabilities
- Increased scale
- Productivity investments driving SG&A efficiencies
- Accretive strategic acquisitions
- Distribution network optimization
- Successful turnaround projects with a long-term view
- Inflationary environment
- Weak consumption environment in the U.S.
- Short-term impact on P&L from growth project in the U.S.

Adj. EBITDA: Earnings before interests, taxes, depreciation, amortization and MEPPs. Ricolino's results have been removed since 2021.

# Capex Investments As A Top Priority, Consistent With Our Long-term Algorithm



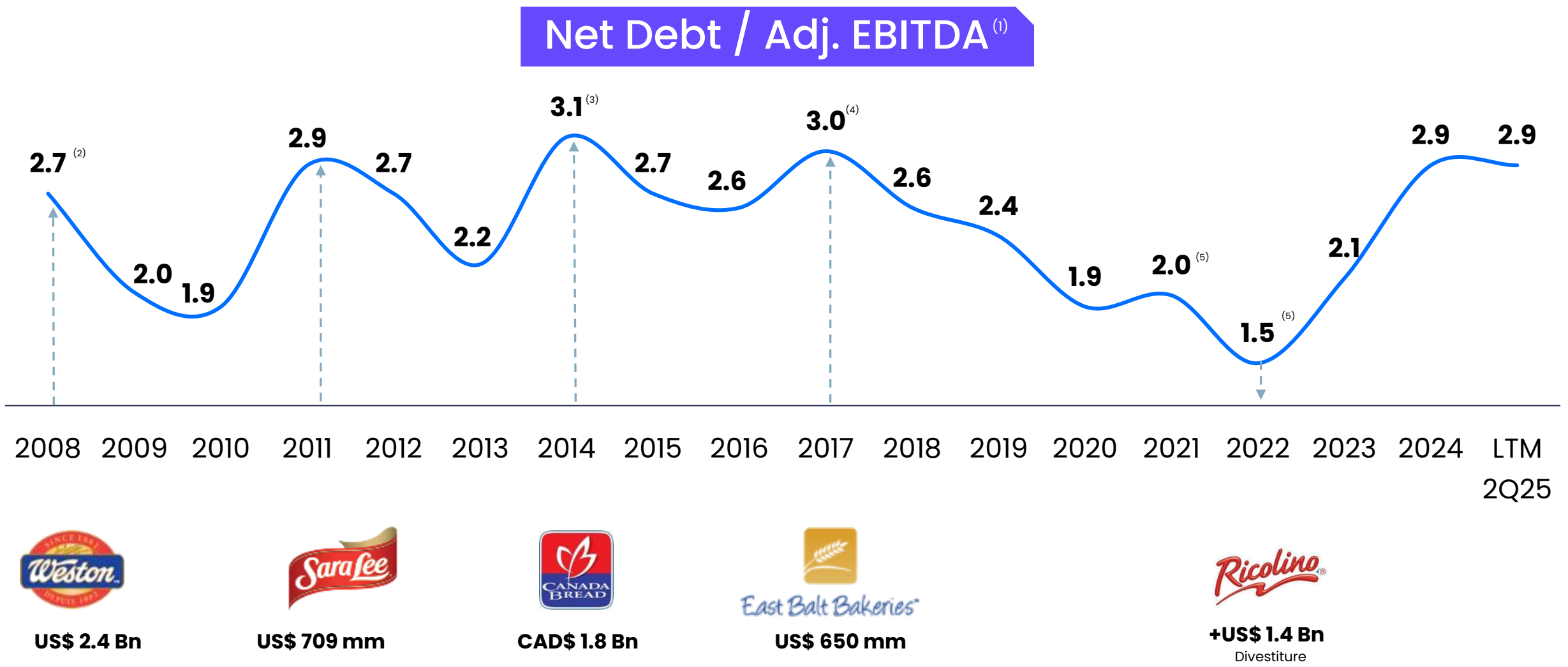
**Elevated Multi-Year CAPEX Plan**  
to Enhance Our Capabilities and  
Ensure Continued Growth

**Our CAPEX Strategy**

Top priority  
Business Continuity  
Growth Expansion  
Productivity

The peak investments have been completed

# Sustainable Growth With Proven Ability To Deleverage



(1) Adj. EBITDA w/o IFRS16: Earnings before interests, taxes, depreciation, amortization and MEPPs. (2) The acquisition of Weston Foods was consummated in January 2009. Leverage ratio giving pro-forma effect to the Weston Foods acquisition as if such acquisition (and the incurrence of the indebtedness thereof) was consummated on December 31<sup>st</sup>, 2008. (3) The acquisition of Canada Bread was consummated in May 2014. Leverage ratio giving pro-forma effect to the Canada Bread acquisition as if such acquisition was consummated on May 31, 2014, and Adjusted EBITDA includes 5 months of the EBITDA reported by Canada Bread for such year. (4) The acquisition of East Balt was consummated in October 2017. Leverage ratio giving pro-forma effect to the East Balt acquisition includes 9.5 months of the EBITDA reported by East Balt for such year (Ps.1,060 million or \$56 million converted at the exchange rate of Ps.18.92 per \$1 dollar which is the average of the daily exchange rates published by Banco de Mexico for the year ended December 31<sup>st</sup>, 2017). Our Adjusted EBITDA for the year ended December 31<sup>st</sup>, 2017, was Ps.27,289 mm. (5) Includes Ricolino's divestiture to Mondelēz International, Inc. for an Enterprise value of Ps. \$25.8Bn.

# Conservative Debt Profile And Ample Liquidity

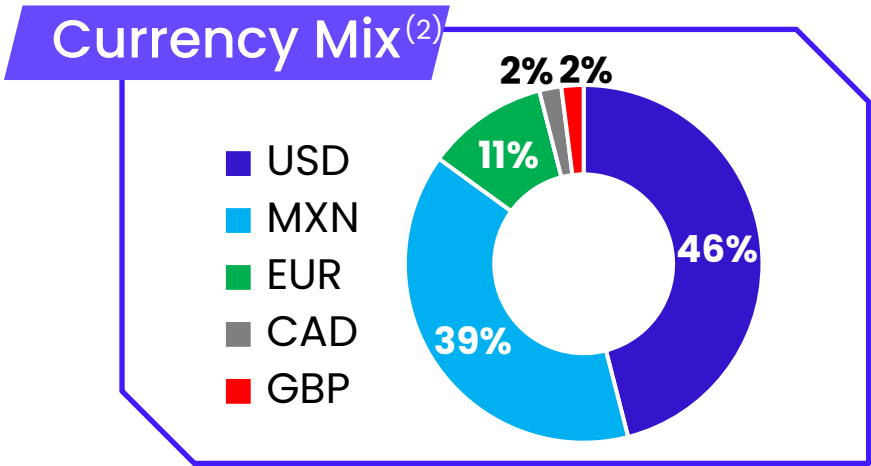
**Total Debt** US \$8,307 mm<sup>(1)</sup>

Avg. Tenor 10.3 yrs.

Avg. Cost 6.45%

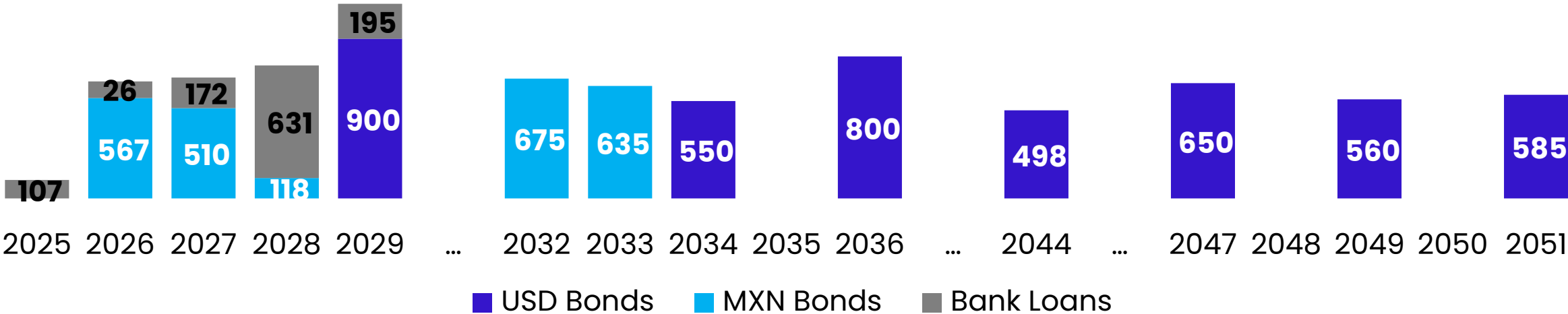
Fixed 83%

**Ratings** S&P BBB+ | Moody's Baa1 | Fitch BBB+



**US \$1.93 Bn**

Undrawn Sustainability-linked Committed Revolver Facility



Figures in US\$ mm as of June 30, 2025 converted with end of period FX of \$18.89 Ps./US. Debt profile does not include US \$102 mm of long-term debt at subsidiary level (maturity range 2026-2034).

(1) Net of issuance costs (2) Considers derivatives and withholding tax.

# Responsible Financial Management Strategy

01

## **Committed to a robust balance sheet**

2Q25 Net leverage: 2.9x

2Q25 Cash & Equivalents: US\$397 mm<sup>(1)</sup>

02

## **Efficient working capital management**

Ongoing efforts to continue improving working capital and value creation initiatives

03

## **Significant liquidity and financial flexibility**

US\$1.93 Bn in undrawn committed revolving credit facility

04

## **Focused on reinvesting, prioritizing long-term growth and profitability**

LTM 2Q25 CAPEX: US\$1.4 Bn<sup>(2)</sup>

05

## **Conservative risk management policies aligned with Corporate strategy**

Hedging strategy for commodities and FX risks



<sup>(1)</sup> Converted with end of period FX rate of \$18.89. Ps./US. <sup>(2)</sup> Converted with LTM avg. FX rate of \$19.71 Ps./US.

# Looking Forward

|                            | 2024 Outlook                    | & Results  | 2025 Guidance                                                       |
|----------------------------|---------------------------------|------------|---------------------------------------------------------------------|
| NET SALES                  | Flat to low-single digit growth | +2.1% ✓    | Mid single-digit growth                                             |
| ADJ. EBITDA <sup>(1)</sup> | Low single digit growth         | +1.0% ✓    | Low to Mid single-digit growth<br>Flat to slight margin contraction |
| CAPEX                      | US\$1.8Bn                       | US \$1.6Bn | US\$1.3–1.4Bn                                                       |



### Revised guidance due to:

- The stronger Mexican peso, now projected at Ps. 19.75/USD compared to the previously expected Ps. 20.50/USD, which implies a Ps. 0.75 appreciation.
- This currency shift has an impact on the guidance of 250 basis points on top-line growth and a 160 basis points on Adjusted EBITDA growth

<sup>(1)</sup> Adjusted EBITDA with IFRS16 effect.

# Leading Management Team With Top-notch Corporate Governance

## Committees

|                                     |
|-------------------------------------|
| Audit and Corporate                 |
| Finance and Planning                |
| Evaluation, Results and Nominations |
| Steering Committee                  |

|                          |                               |
|--------------------------|-------------------------------|
| Rafael Pamias            | CEO                           |
| Diego Gaxiola            | CFO                           |
| Jorge Guillermo Zárate   | Chief Supply Chain Officer    |
| Juan Muldoon             | Chief People Officer          |
| Raúl Obregón             | Executive VP, GB              |
| Fernando Lerdo de Tejada | Executive VP, GB              |
| Mark Bendix              | Executive VP, GB              |
| José Manuel Guzmán       | President, Bimbo Mexico       |
| Alejandro Rodríguez      | President, Barcel             |
| Tony Gavin               | President, Bimbo Bakeries USA |

## Board of Directors

Daniel Servitje – Executive Chair

39% independent

28% women

## 2024 Recognitions

- Recognized as one of the **Most Ethical Companies in the World** for the ninth consecutive year, according to Ethisphere



# Clear and Ambitious Sustainability Strategy



We are aligned to:



# With Strong Commitment and Progress Towards our Sustainability Goals

## 2030 Goals

## Progress as of 2024

|                                                                                                                                                |                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div><div>baked</div><div></div><div>FOR YOU</div></div>      | <p>100% simple and natural recipes in baking and snacks</p> <p>100% products will be part of a healthy plant-based diet</p> <p>100% products with nutritional transparency</p>                                                                                                    | <ul style="list-style-type: none"><li>45% of sales accomplish ≥3.5 stars according to the Health Star Rating System (HSR)</li><li>99% of daily consumption products are now free from artificial flavors and colorants</li><li>94% of daily bread, buns &amp; breakfast portfolio with positive nutrition</li><li>+89M households reached with our Whole Grains Breads</li></ul>                                                                                               |
| <div><div>baked</div><div></div><div>FOR LIFE</div></div>      | <p>1 social impact project at least per work center</p> <p>To create safe, healthy, diverse, equitable and inclusive workplaces</p>                                                                                                                                               | <ul style="list-style-type: none"><li>1.64 TRIR<sup>(2)</sup></li><li>29.4% leadership positions occupied by women</li><li>266 Good Neighbor projects in 28 countries with +533,000 beneficiaries</li><li>26 average training hours per associate</li></ul>                                                                                                                                                                                                                    |
| <div><div>baked</div><div></div><div>FOR NATURE</div></div> | <p>Achieve the science-based target in line with a 1.5°C future</p> <p>Reduction of Co<sup>2</sup> emissions vs. 2019: 50% Scope 1 and 28% Scope 3</p> <p>100% packaging supports a circular economy</p> <p>200,000 hectares of wheat farmed through regenerative agriculture</p> | <ul style="list-style-type: none"><li>97% renewable energy in 28 countries</li><li>7,572 vehicles with alternative fuels, 4,200 are electric</li><li>19% reduction in our Scope 3 CO<sub>2</sub> emissions</li><li>+130,000 solar panels installed in 9 countries</li><li>94% of packaging made from recyclable materials</li><li>100% treated water is reused vs 2020 base line</li><li>+300,000 hectares of wheat and corn farmed through regenerative agriculture</li></ul> |

## Our Contribution to SDG<sup>(1)</sup>



(1) Sustainable Development Goals. (2) Total Recordable Incident Rate.

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[www.grupobimbo.com](http://www.grupobimbo.com)

# Thank You!



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