





M. Dias Branco
Tradição & Qualidade

CORPORATE PRESENTATION

2020, October

www.ri.mdiasbranco.com.br



COMPANY **OVERVIEW**

- + 60 YEARS OF OPERATION
- R$ 7.6 BILLION GROSS REVENUE IN 2019
- +17 EMPLOYEES
- NATIONAL LEADER IN COOKIES AND PASTA
- 19 BRANDS
- CONSUMERS IN ALL BRAZIL AND IN ALL SOCIAL CLASSES
- EXPORTS TO OVER 30 COUNTRIES
- STRONG TRACK RECORD OF ACQUISITIONS
- VERTICALIZED PRODUCTIVE PROCESS
- R$ 1.7 BILLION CAPEX INVESTMENT BETWEEN 2015 AND 2019
- RATING AAA (bra) STABLE OUTLOOK BY FITCH
- SUSTAINABILITY AGENDA IN LINE WITH BUSINESS STRATEGY
- MDIA B3 LISTED NM — LISTED IN THE NOVO MERCADO
- MDIA3 +553% SINCE THE IPO (2006)

CORPORATIVE **IDENTITY**



"Food for the well-being of society and the people's happiness"

MISSION

To offer quality, innovator, healthy and tasty food with competitive prices, providing well being and happiness to people.

VISION

In the future we want to build, we collaborate for the society development with successful and sustainable partnerships, global presence and diversified operation, being a reference regarding respect to people and environment, ethics, creativity, willingness to serve, simplicity and love for what we do.

VALUES

- ✓ Respect
- ✓ Ethics
- ✓ Willingness
- ✓ Simplicity
- ✓ Excellence
- ✓ Overcoming
- ✓ Zeal
- ✓ Creativity
- ✓ Agility
- ✓ Security

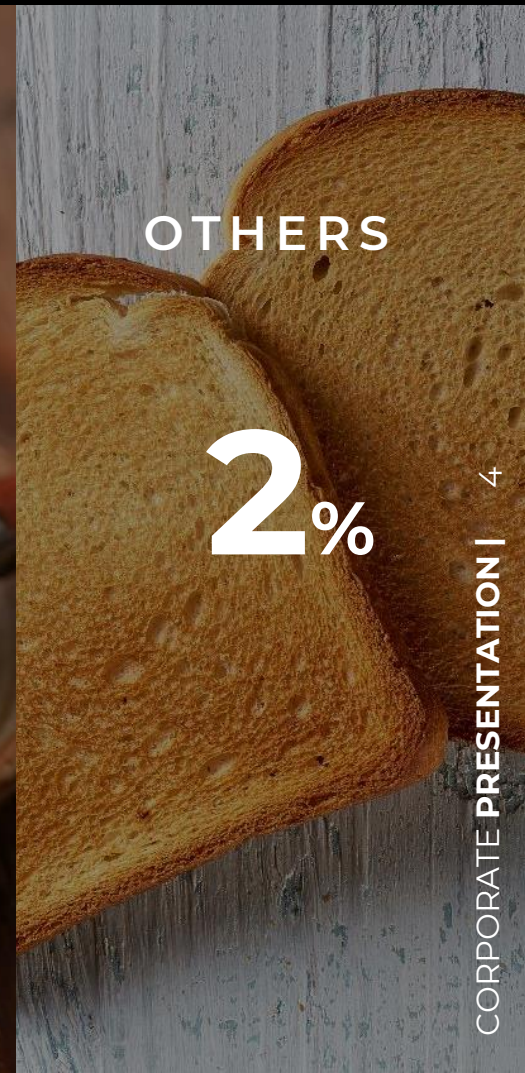
REVENUE BY **CATEGORY**











Data of 1H20

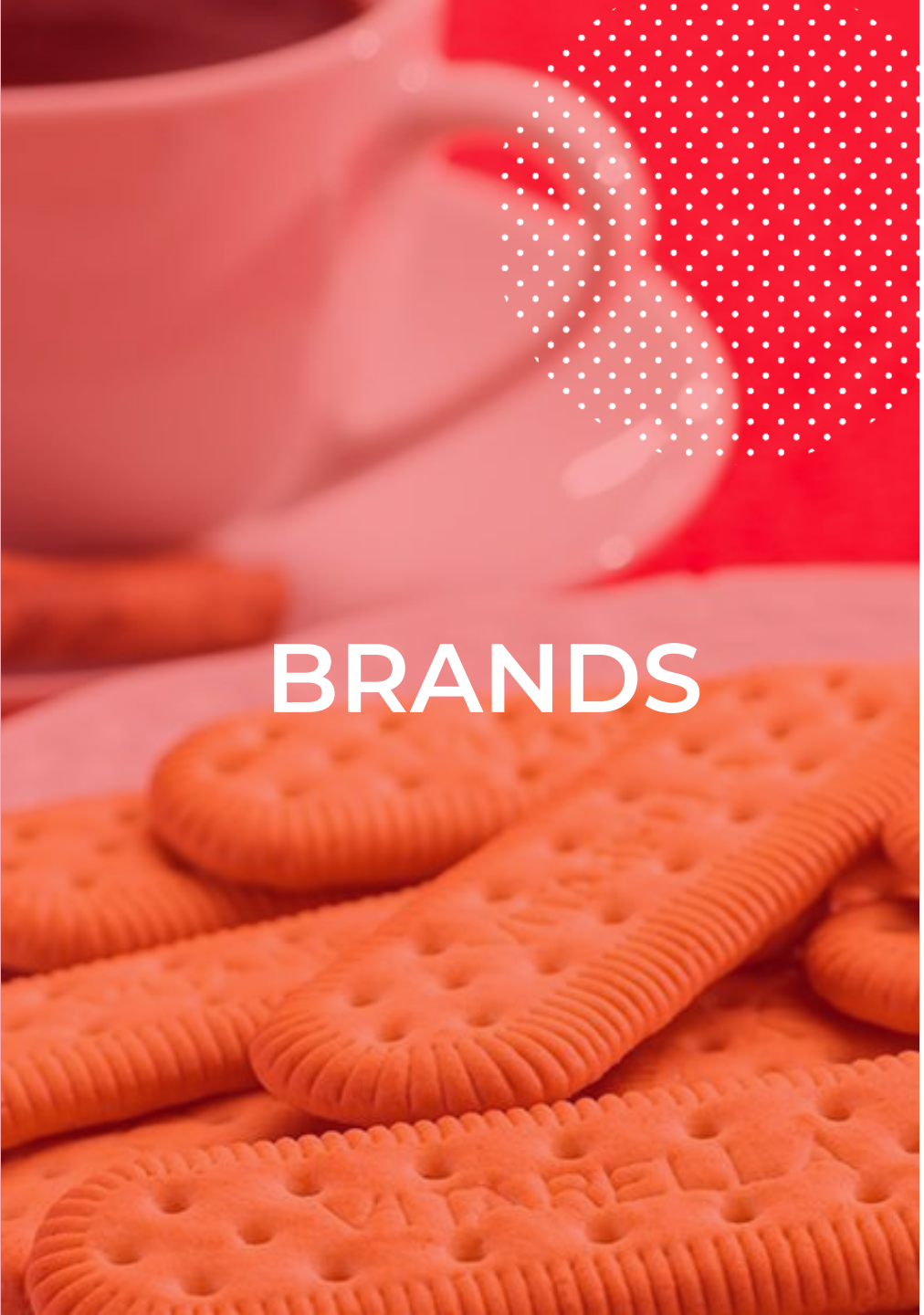


19 BRANDS

Adorita · ADRIA · Amorela · BASILAR DESDE 1964 · Bonsabor · isabela · Estrela

finna · Fortaleza · Medalha de Ouro · Pelaggio · PILAR DESDE 1875 · piraquê · Predilleto Vem do Coração

Puro Sabor · Richester · SALSITOS · VITARELLA · Zabet



BRANDS

+ R$ 500 Million

Brands with annual gross sales over R$ 500 million

AWARDS

Our brands are awarded and recognized

PRESENT IN ALL BRAZIL

+3,240
CITIES IN BRAZIL





+100K
SALES POINT



36
DISTRIBUTION CENTRES



15
INDUSTRIAL UNITS



ACQUISITION HISTORY

2003 — ADRIA

2008 — VITARELLA

2011 — PILAR DESDE 1875; Estrela

2012 — MOINHO Santa Lúcia

2014 — ROLÂNDIA WHEAT MILL

2018 — piraquê

58%

OF REVENUE IS FROM THE BRANDS ACQUIRED





1ST HALF 2020

REVENUE
R$ 3.5 Billions

VOLUMES
1.0 million tones

EBITDA
R$ 454 million

LEVERAGE
0.4x

OPERTAING CASH GENERATION
R$ 570 million

STRATEGIC **PLANNING**

GROWTH WITH **PROFITABILITY**

CORE BUSINESS

1



EXPORT

2

OTHERS CATEGORIES

3

EFFICIENCY AND PRODUCTIVITY PROGRAM

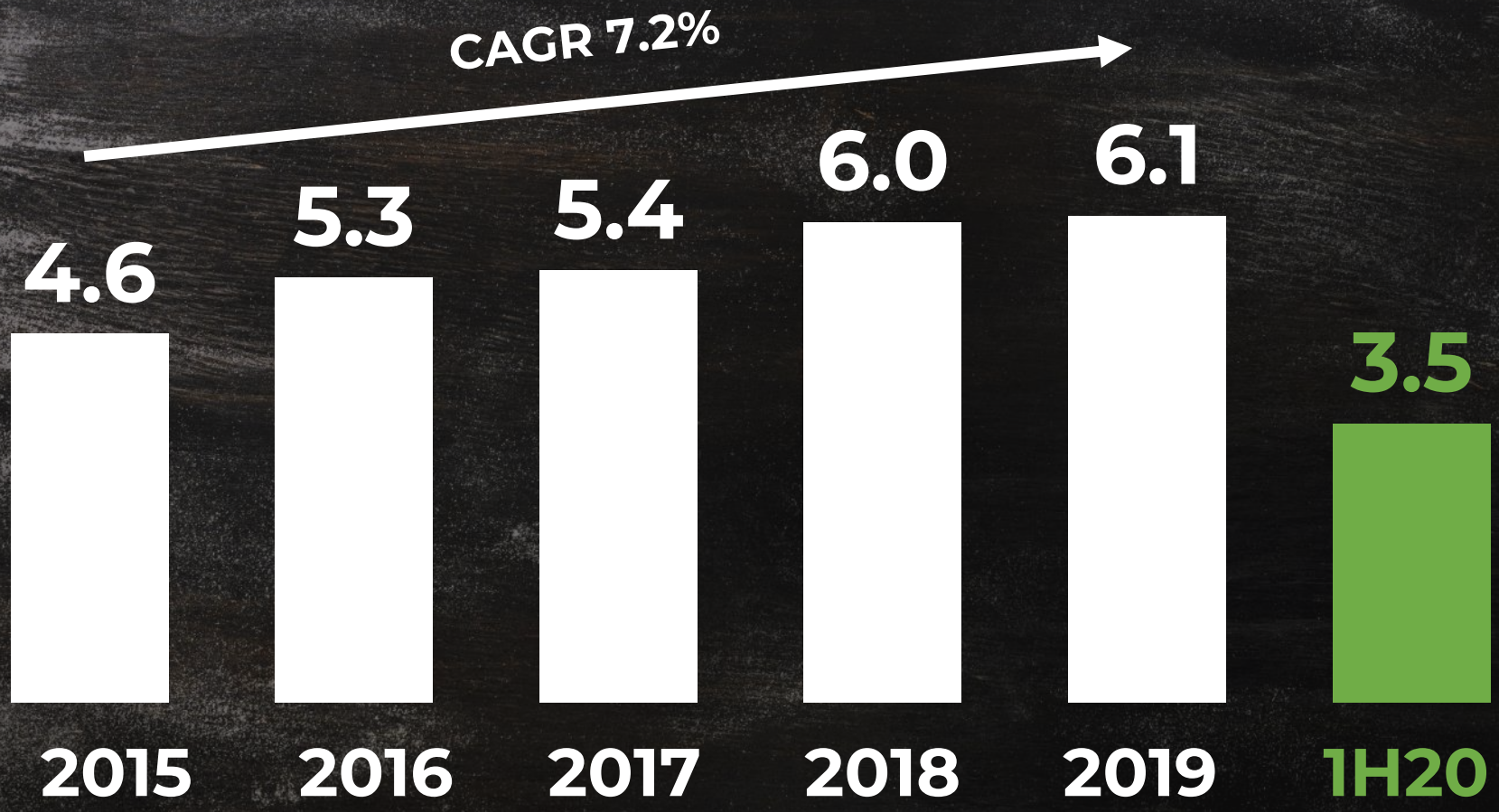




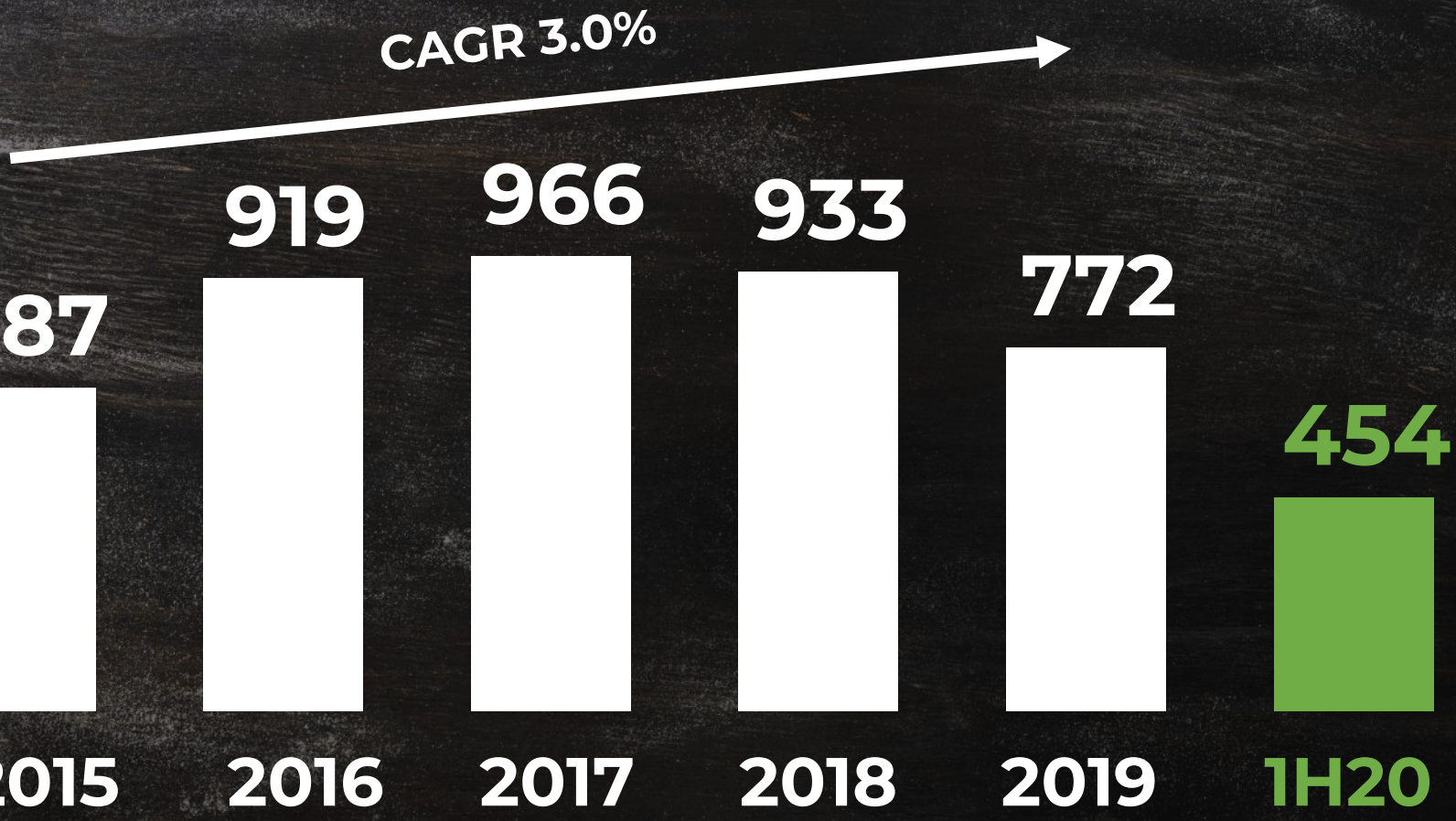
COVID-19

- CRISIS COMMITTEE
- FOOD DONATIONS AND CAMPAIGN FOR BLOOD DONATION
- WE HIRE TEMPORARY EMPLOYEES
- WE PROTECTED THE CASH
- WE PROTECTED THE EMPLOYEES

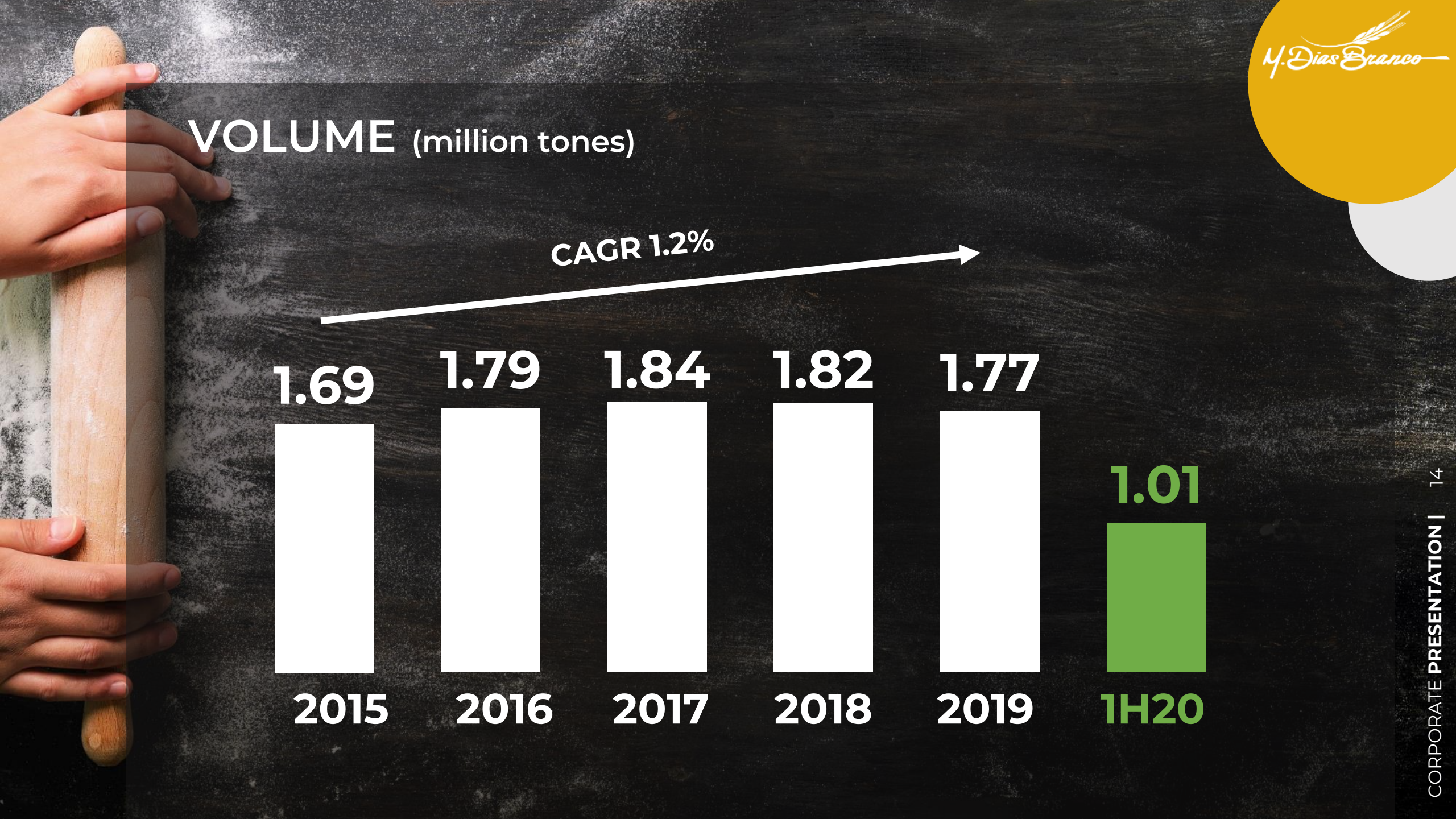
NET REVENUE (R$ billion)



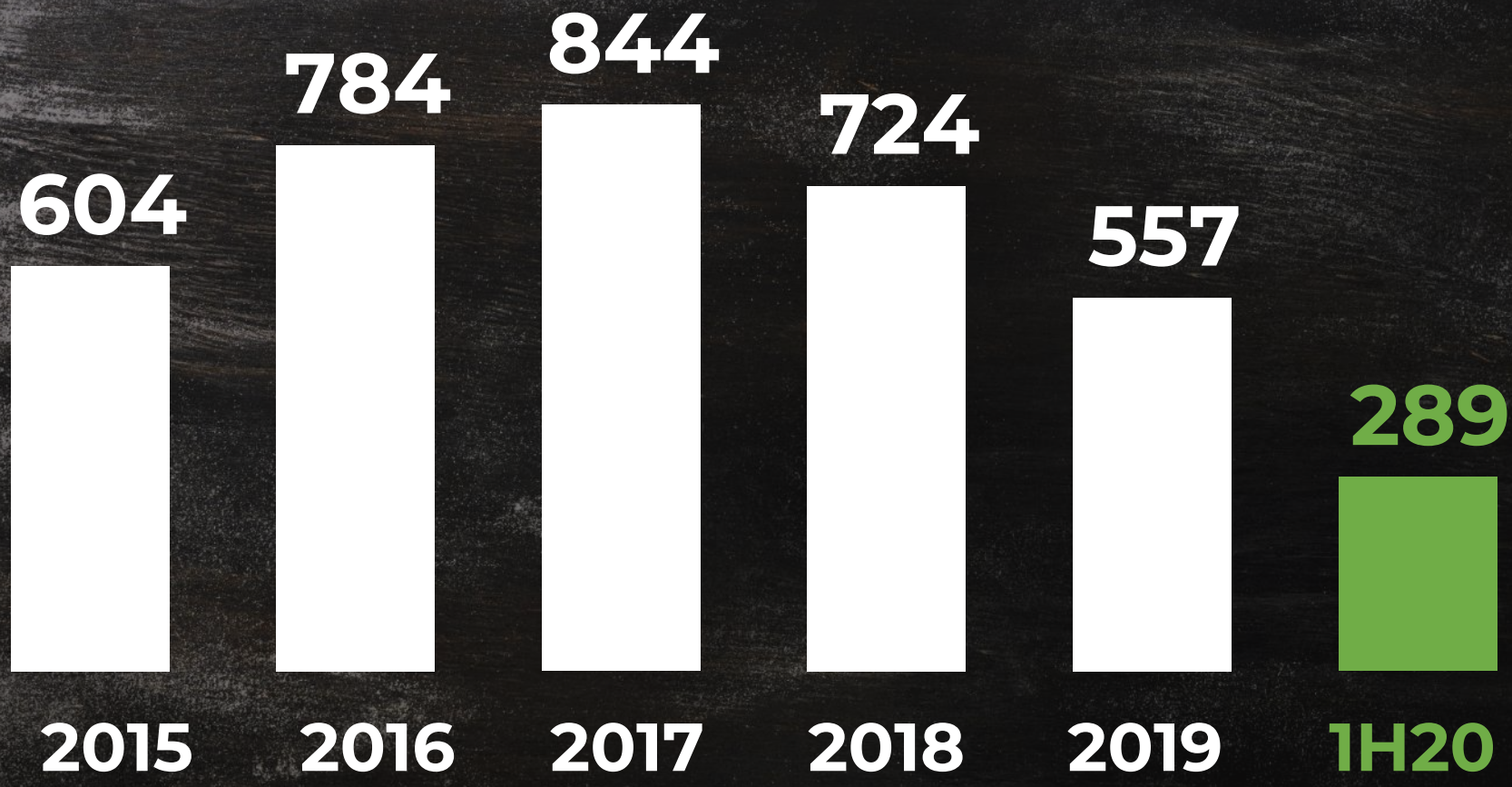
EBITDA (R$ million)



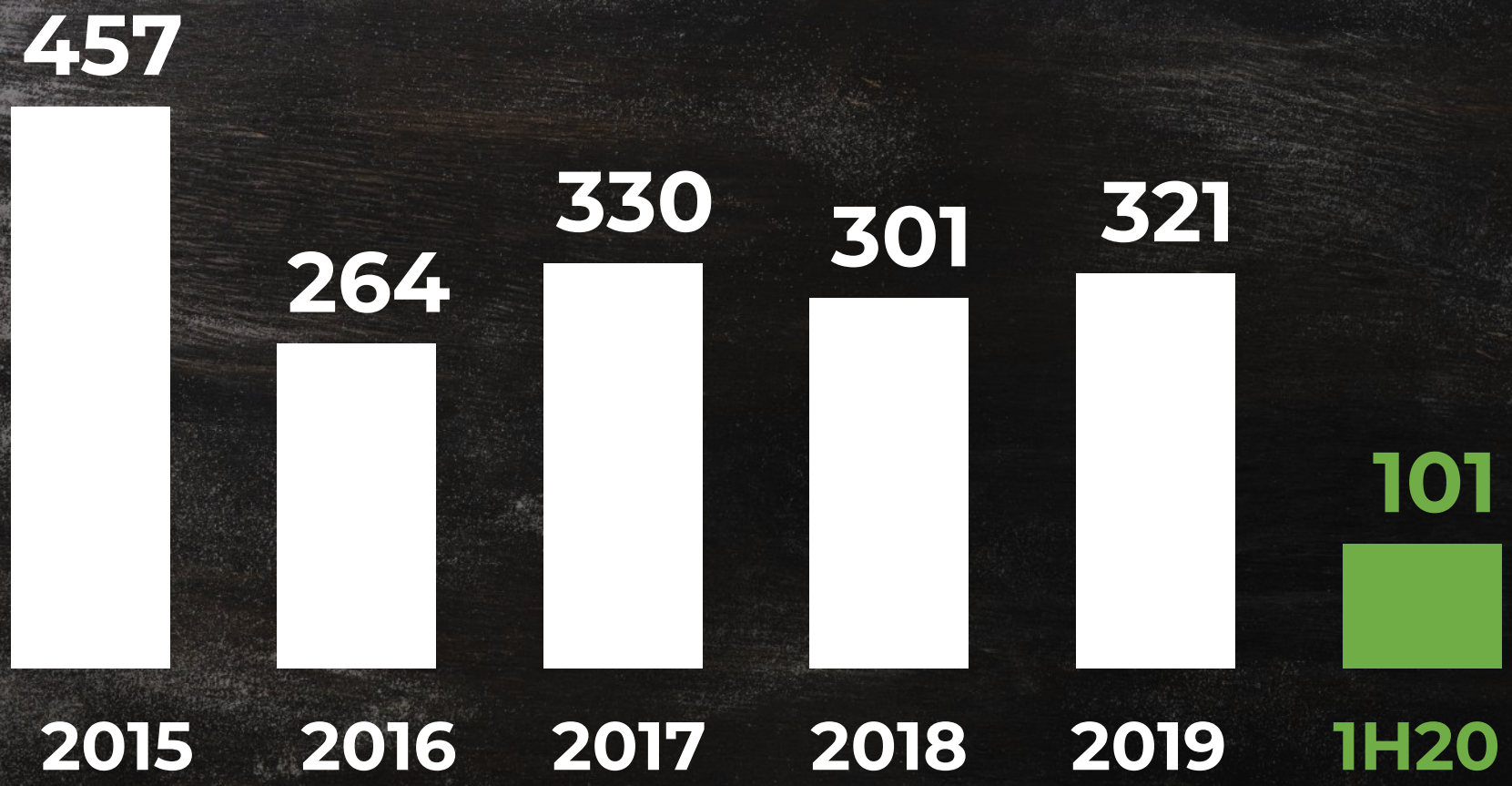
VOLUME (million tones)



NET INCOME (R$ billion)



CAPEX (R$ billion)









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THANK YOU!