



## Apresentação dos Resultados 2T20 e 1S20

A ARTE DE ALIMENTAR  
PARA O BEM DA SOCIEDADE  
E A FELICIDADE DAS PESSOAS

10 de Agosto de 2020

As afirmações contidas neste documento relacionadas às perspectivas da administração sobre os negócios da M. Dias Branco são meramente tendências e, como tais, são baseadas exclusivamente nas perspectivas da administração sobre a continuidade de ações do passado e presente, baseadas em fatos já ocorridos. Essas tendências não se constituem em projeções e nem estimativas, e podem ser alteradas, substancialmente, por mudanças nas condições de mercado, no desempenho da economia brasileira, do setor e dos mercados internacionais.





**M. Dias Branco**  
mantém consistência e  
solidez e atinge  
recorde trimestral em  
Receita Líquida, com  
crescimento de 22,2%.

**Lucro líquido sobe  
51,5%**

## Destaques do 2T20

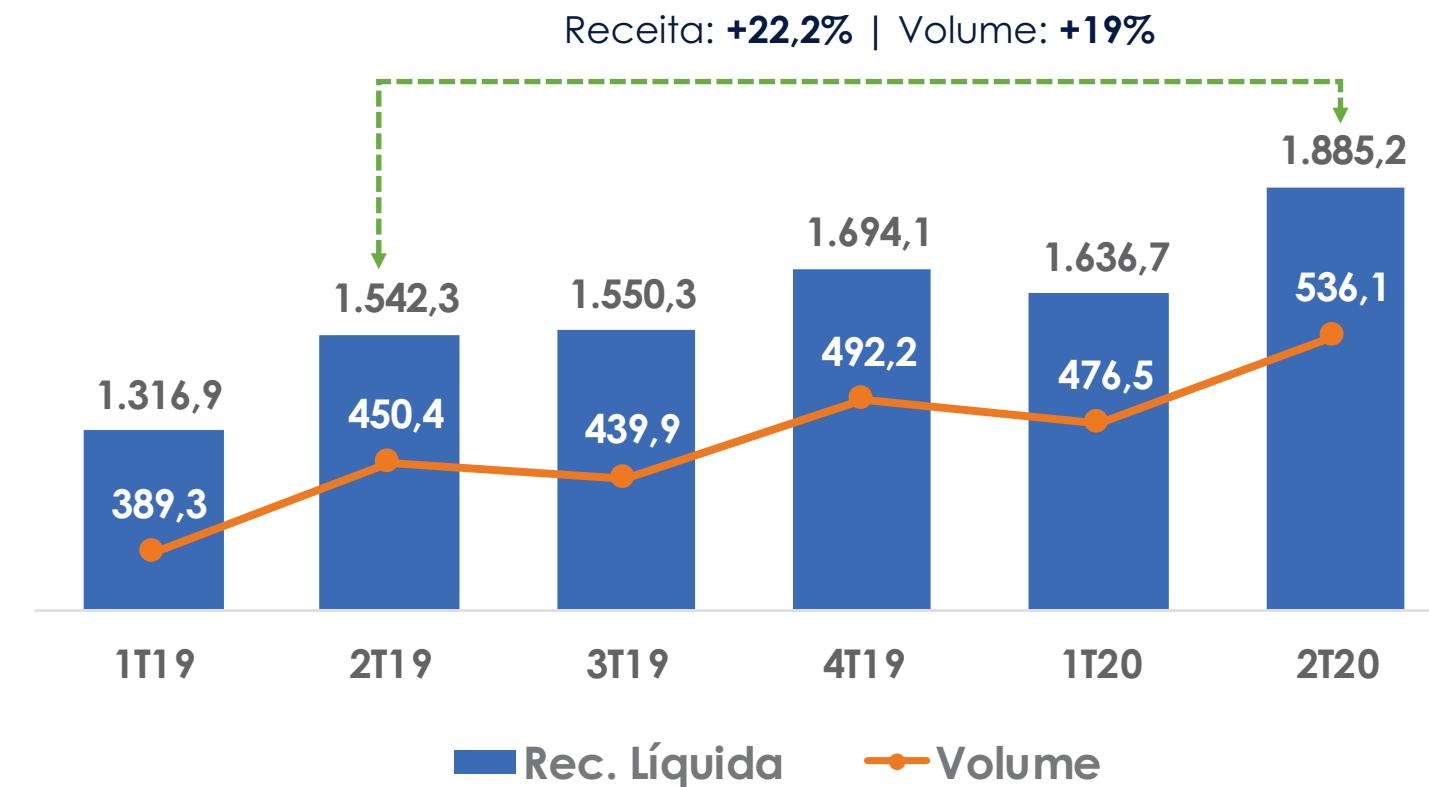
- Volume total de vendas 19% superior ao 2T19 (biscoitos +14,2% e massas +37,4%);
- Consolidação da liderança nacional nos mercados de biscoitos e massas;
- Preço médio dos produtos 2,9% superior ao 2T19;
- Receita líquida histórica trimestral de R\$ 1,9 bilhão, 22,2% superior ao 2T19;
- Recorde em exportações, na ordem de 526%, com R\$ 93,3 milhões de receita;
- EBITDA de R\$ 225,6 milhões, 23,5% maior que o 2T19;
- Lucro líquido de R\$ 152,4 milhões, 51,5% superior ao 2T19;
- Maior valor histórico em geração de caixa, com R\$ 492,4 milhões;
- Alavancagem de 0,4x, menor que o 1T20 (0,7x) e 2T19 (0,8x);
- Recorde de verticalização de farinha de trigo (99%) e de gordura vegetal (100%);
- Recorde de produção (817 mil toneladas, +20,8% vs. 2T19);
- Desde o início da pandemia de Covid-19, doamos 413,4 toneladas de alimentos e R\$ 2,4 milhões para apoiar hemocentros;
- Reduzimos o consumo de água por tonelada produzida em 5,6%;
- Geramos 12% menos resíduos sólidos por tonelada produzida.



# Continuidade do crescimento acelerado. Receita líquida recorde para um trimestre.

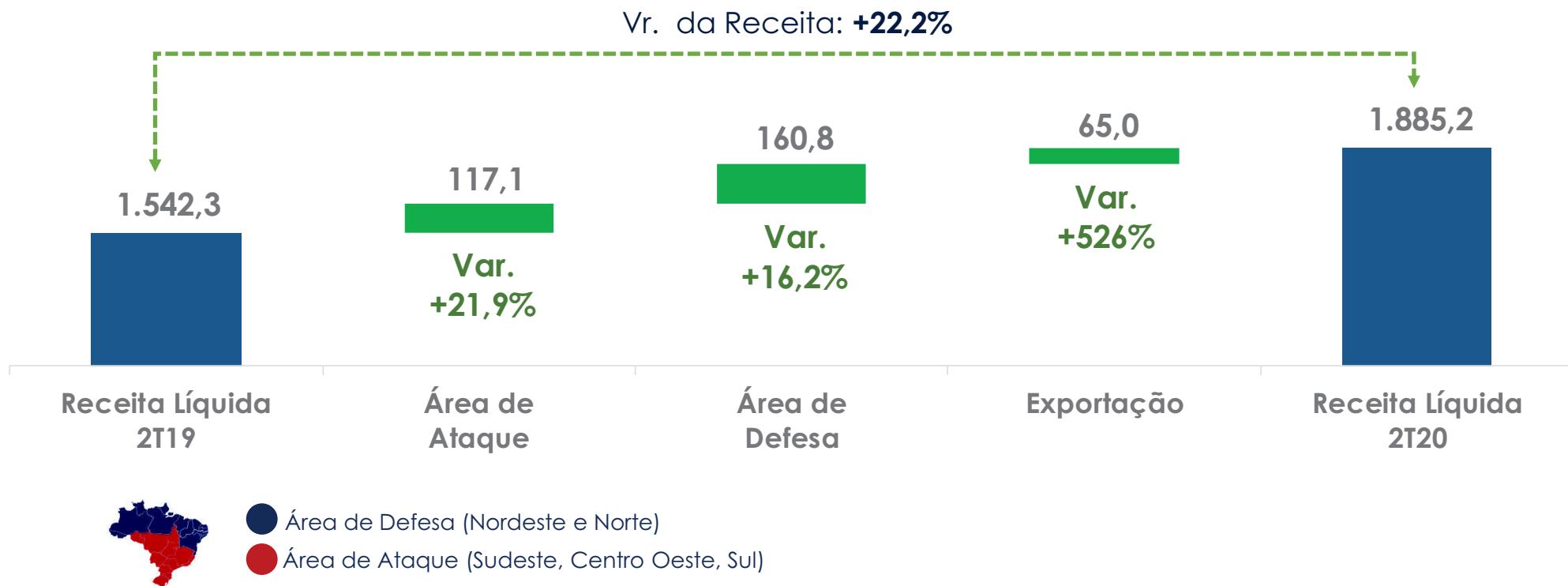


## Receita Líquida (R\$ milhões) | Volume (mil ton.)



# Crescimento totalmente alinhado à nossa estratégia!!!

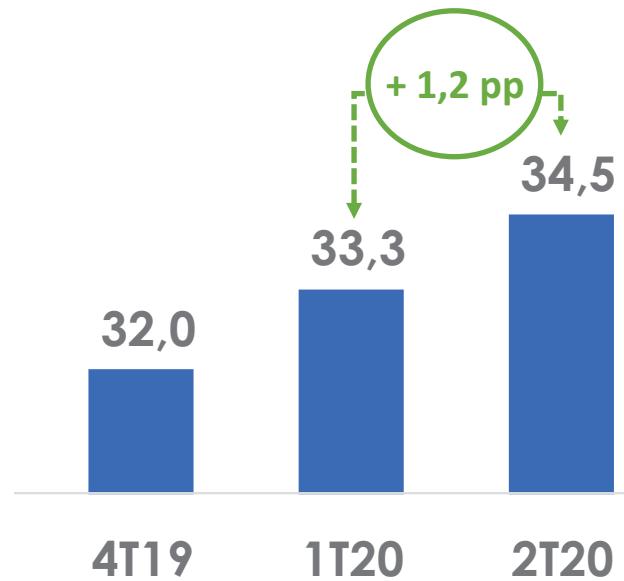
## Variação na Receita Líquida por Regiões - 2T20 vs. 2T19 (R\$ milhões)



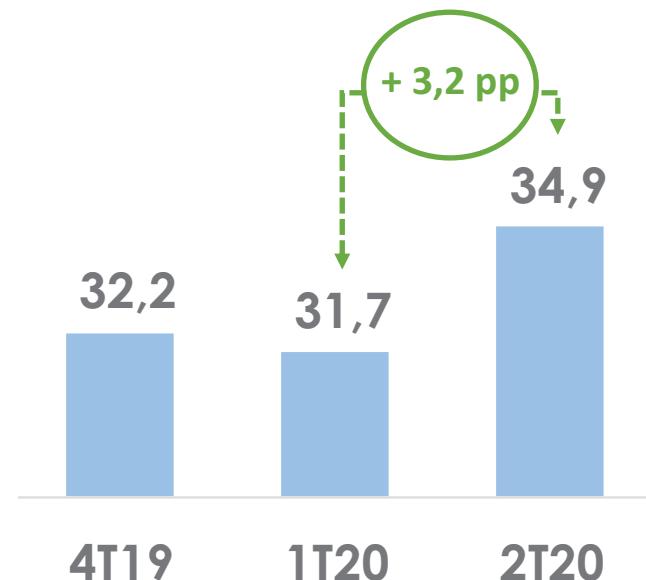
**Aumentamos a nossa participação de mercado em biscoitos e massas.  
Expansão nas áreas de Ataque (Sul, Sudeste e Centro-Oeste) e Defesa  
(Norte de Nordeste).**



**Biscoitos Volume Brasil** (fonte: Nielsen)



**Massas Volume Brasil** (fonte Nielsen)

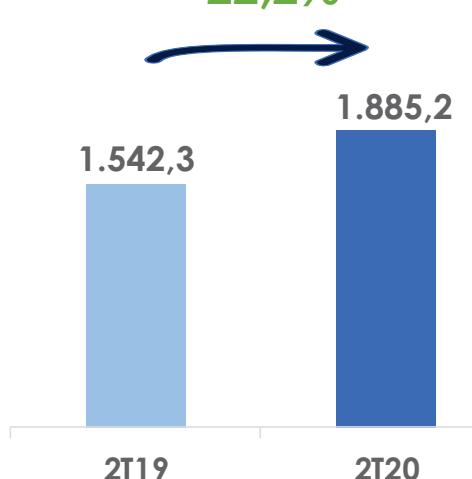


**Na comparação com o 2T19, os volumes cresceram dois dígitos e os preços médios aumentaram em todas as categorias de produtos.**



### Receita Líquida (R\$ MM)

+22,2%



### Volume Vendido (mil ton.)

+19,0%



### Preço Médio (R\$/Kg)

+2,9%



- Biscoitos +15,0%
- Massas +42,4%
- Farinha e Farelo +31,0%
- Margarina e Gordura +5,5%

- Biscoitos +14,2%
- Massas +37,4%
- Farinha e Farelo +17,5%
- Margarina e Gordura -11,4%

- Biscoitos +0,6%
- Massas +3,7%
- Farinha e Farelo +11,2%
- Margarina e Gordura +18,8%

# Recorde de receita e crescimento das exportações, R\$ 93,3 milhões e 526%.

M.Dias Braneo



## Regiões

- ✓ **América Central**, destaque para vendas de massas;
- ✓ **América do Norte**, continua em expansão, impulsionada pela entrada em novas regiões nos EUA, abertura de novos clientes com marca Vitarella, marcas próprias e consolidação da Piraquê como marca cada vez mais relevante no canal étnico brasileiro.



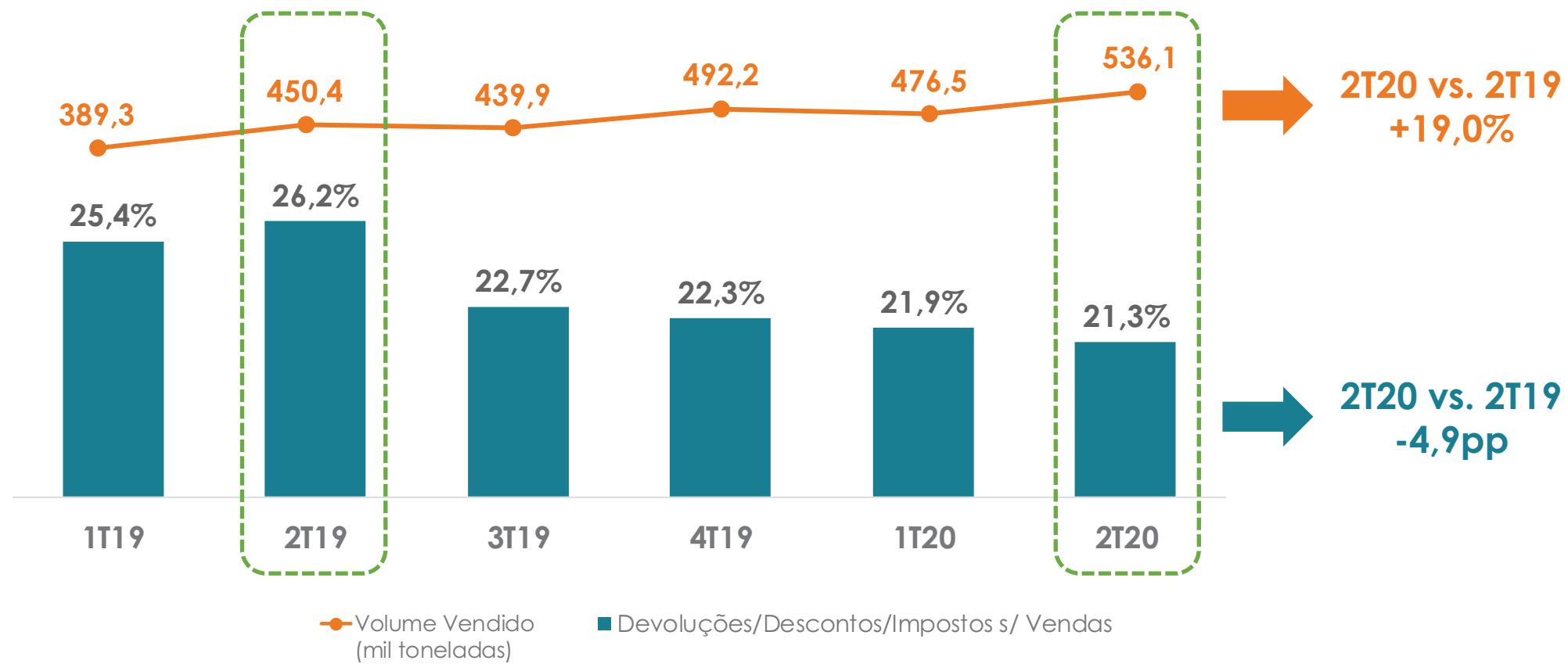
## Categorias

- ✓ **Massas**: crescimento das vendas para a América Central.
- ✓ **Farinhas**: seguem trajetória do 1T20;
- ✓ **Margarinas**: continuam apresentando forte crescimento, com cremes vegetais termo resistentes.

Os volumes vendidos cresceram dois dígitos, com níveis adequados de descontos, fruto da disciplina na execução, do aperfeiçoamento da modelagem de precificação e de uma abordagem de go-to-market mais ampla.



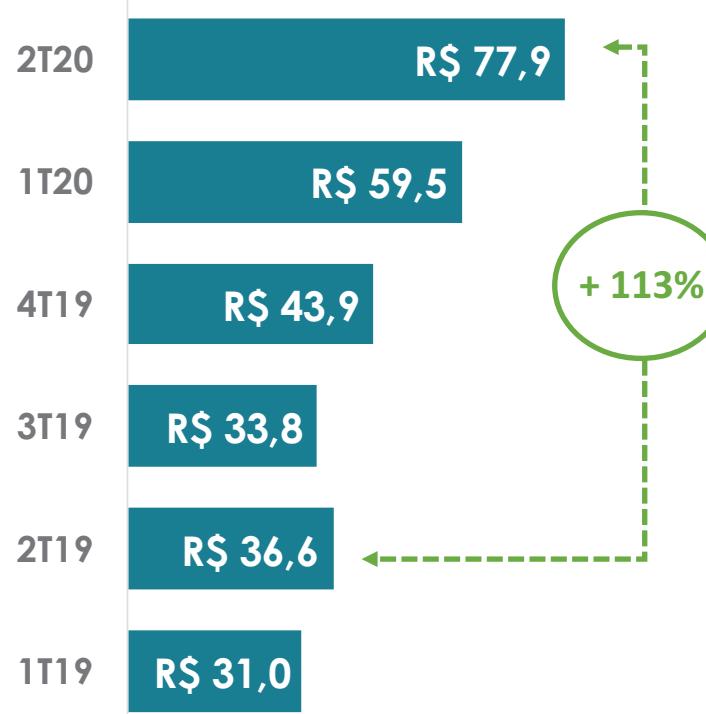
### Devolução / Descontos / Impostos sobre Vendas (%Receita Líquida)



Nossas marcas estão entre as preferidas e os lançamentos estão contribuindo para o crescimento das vendas.



### Receita Bruta (R\$ milhões) Lançamentos\* de Biscoitos



\*Novos produtos/sabores lançados nos últimos 24 meses

\*\* Fast Moving Consumer Goods (Bens de Consumo de Giro Rápido)

### Destaques



Marca número 1 no Brasil  
na categoria de biscoitos  
e avançando na  
preferência de consumo  
em FMCG\*\* segundo a  
pesquisa de Brand  
Footprint da Kantar,  
posicionada entre as Top  
10 no Brasil



Estamos estruturando e ampliando a nossa atuação no e-commerce, com destaque para as marcas Piraquê e Adria!!!



## Plataformas onde estamos disponíveis

- Lojas Americanas
- Submarino
- Shoptime
- Magalu
- Sou Barato
- Rappi

The screenshot shows a product listing for 'Macarrão Penne de Sêmola Adria Seca Grano Duro - 500g'. The product image is a bag of Adria Grano Duro Penne pasta. The price is listed as R\$ 6,29. Payment options include 'Dinheiro de volta' via the Submarino app. A green button at the bottom right says 'Adicionar à sacola'.

The screenshot shows a product listing for 'Biscoito Roladinho 100g - Piraquê'. The product image is a pack of Piraquê Roladinho cookies. The price is listed as R\$ 3,49. A large green button at the top right says 'Comprar'.

Piraquê apresenta evoluções significativas, com captura de sinergias, expansão nacional e evolução da lucratividade.



**46,8%**

Mg. Bruta 2T20

**23,7%**

Mg. Ebitda 2T20

## Destaques

✓ **42%**

Aumento dos pontos de venda em todo o Brasil de Jan/20 a Jun/20;

✓ **98,7%**

Verticalização no 2T20 (0% no 2T18 e 23,3% no 2T19);

✓ **0,5%**

Expansão de Market Share volume (Biscoitos) no 2T20 frente ao 2T19.

A watercolor-style illustration of a man in a green corduroy jacket and glasses giving a presentation to a seated audience. He is holding a green marker and pointing towards a large whiteboard. The whiteboard has the text "EBITDA e Lucro Líquido" written on it. In the top left corner of the whiteboard, there is a logo for "M. Dias Branco" featuring a stylized blue wheat stalk above the company name.

M. Dias Branco

## EBITDA e Lucro Líquido

# Maior nível histórico de verticalização de farinha de trigo (99%) e de gordura vegetal (100%).



## Verticalização



**Farinha  
99,1%**



**Gordura  
100,0%**

## Novo Moinho de Bento Gonçalves (RS)

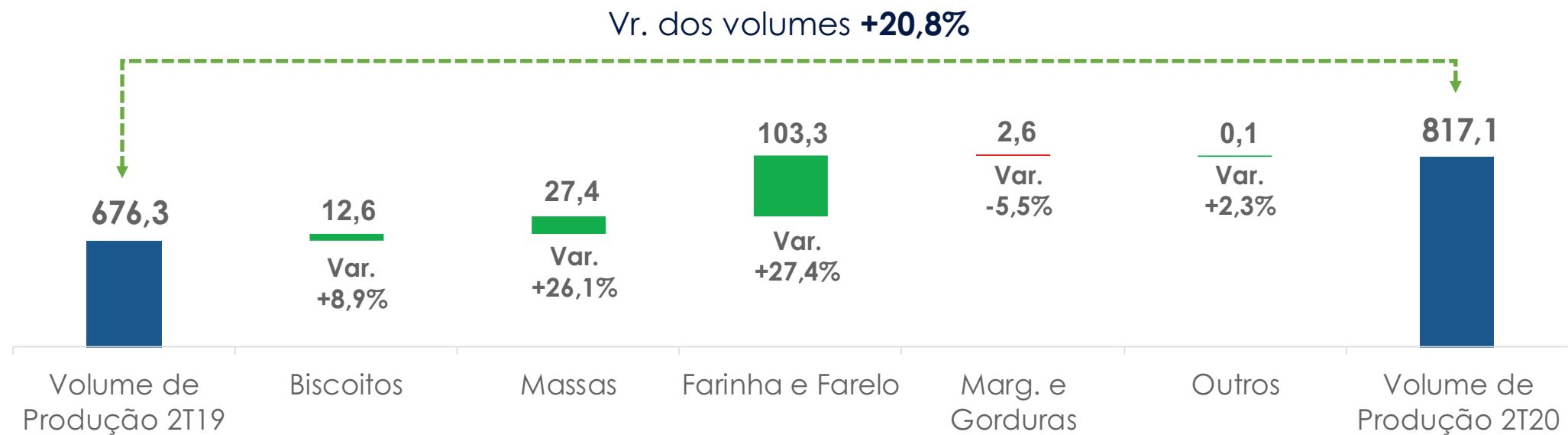


- ✓ **R\$ 300** milhões de investimentos
- ✓ **408** mil ton. ano de capacidade de produção

**Recorde histórico de produção (817 mil toneladas, +20,8% vs. 2T19).**



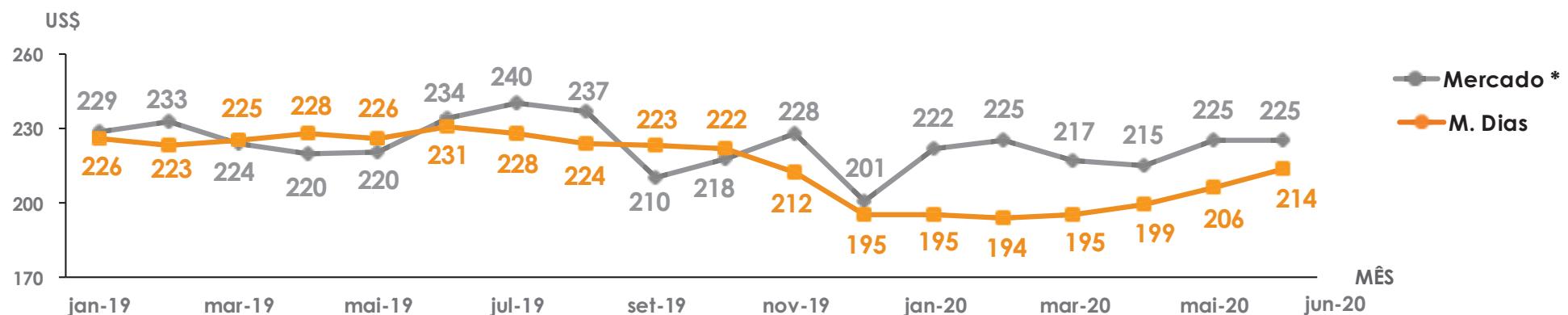
### Variação dos volumes de Produção – 2T20 vs 2T19 (mil ton.)



# Impacto negativo na margem bruta em função das desvalorização do BRL.

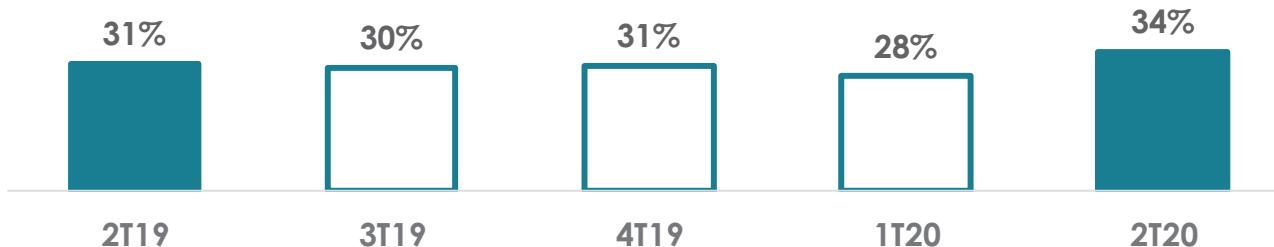


## TRIGO Preço Médio de Aquisição no Estoque M.Dias Branco x Preço de Mercado US\$ / TON - Ano 2019 e 2020



\*Fonte: www.safras.com.br

## Trigo\*\* (% Receita Líquida)

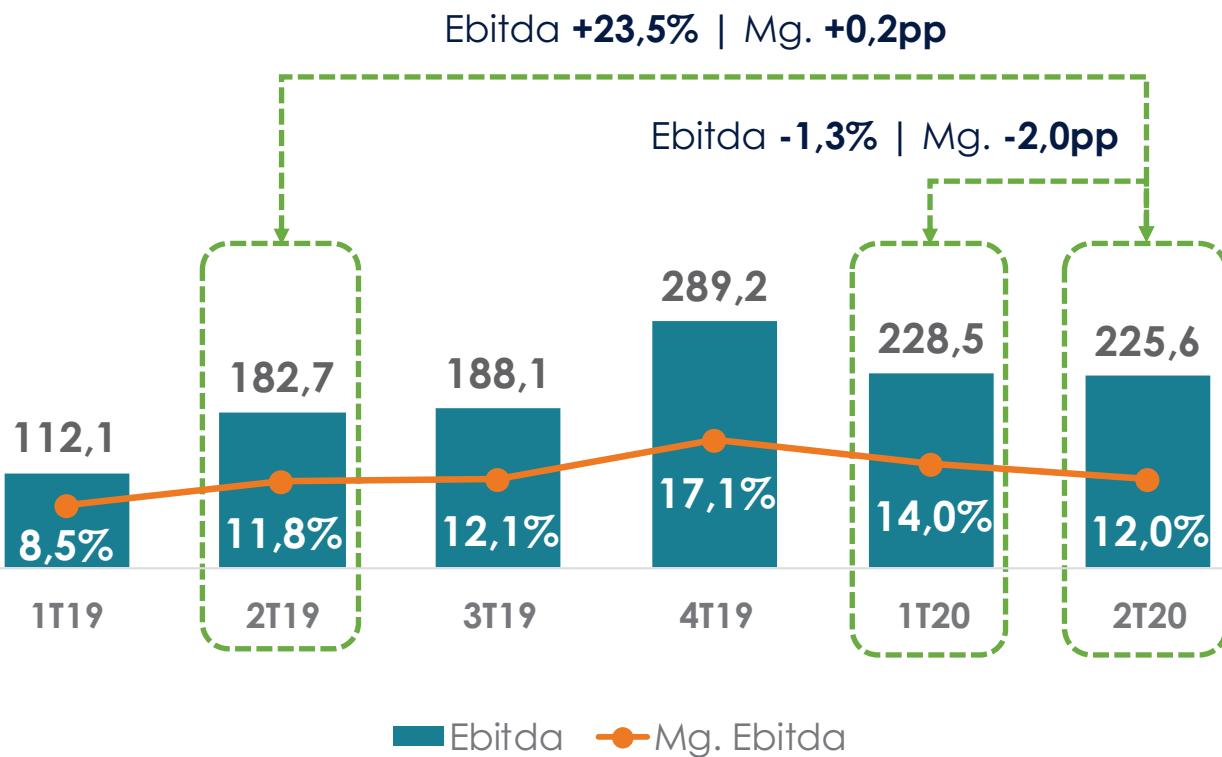


\*\*Farinha de trigo produzida internamente + comprada de terceiros

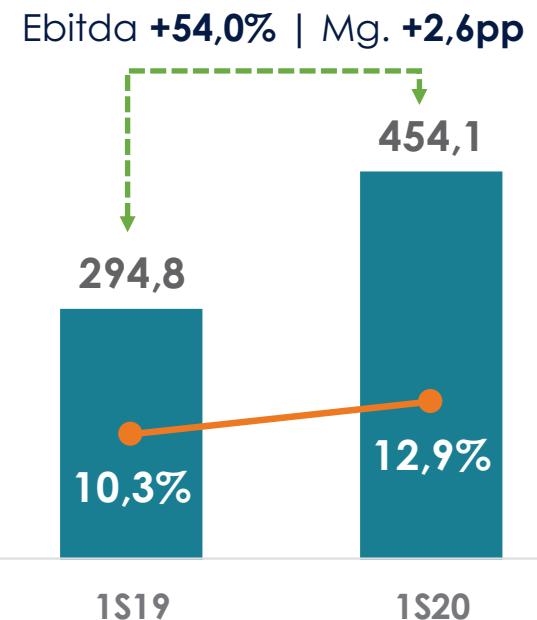
R\$ 225,6 milhões de EBITDA no 2T20, fruto do aumento dos volumes e da gestão rigorosa das despesas.



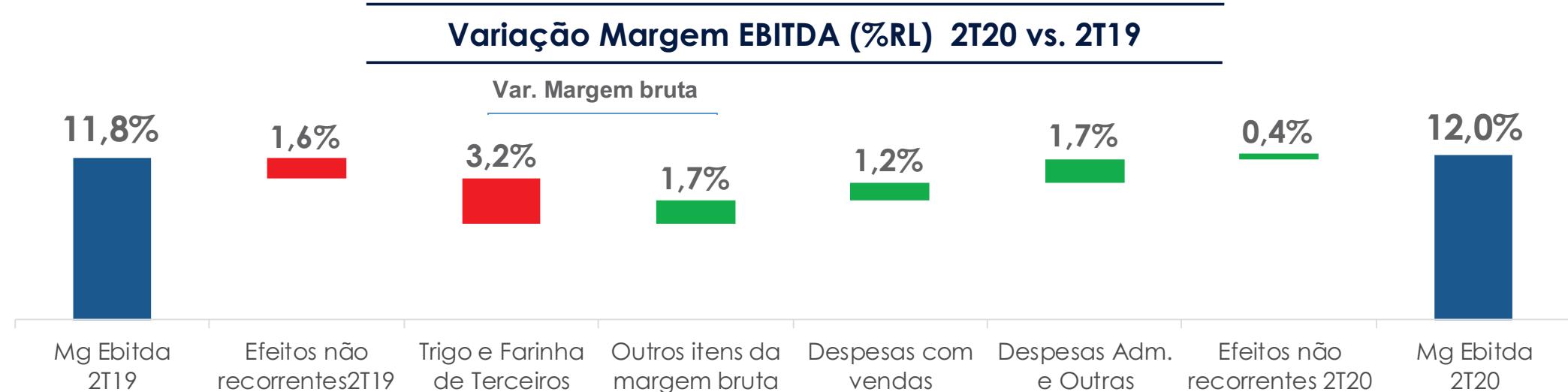
### EBITDA Trimestre



### EBITDA Semestre



**A maior diluição dos custos fixos e a gestão rigorosa das despesas compensaram o impacto negativo nos custos pela desvalorização do BRL.**

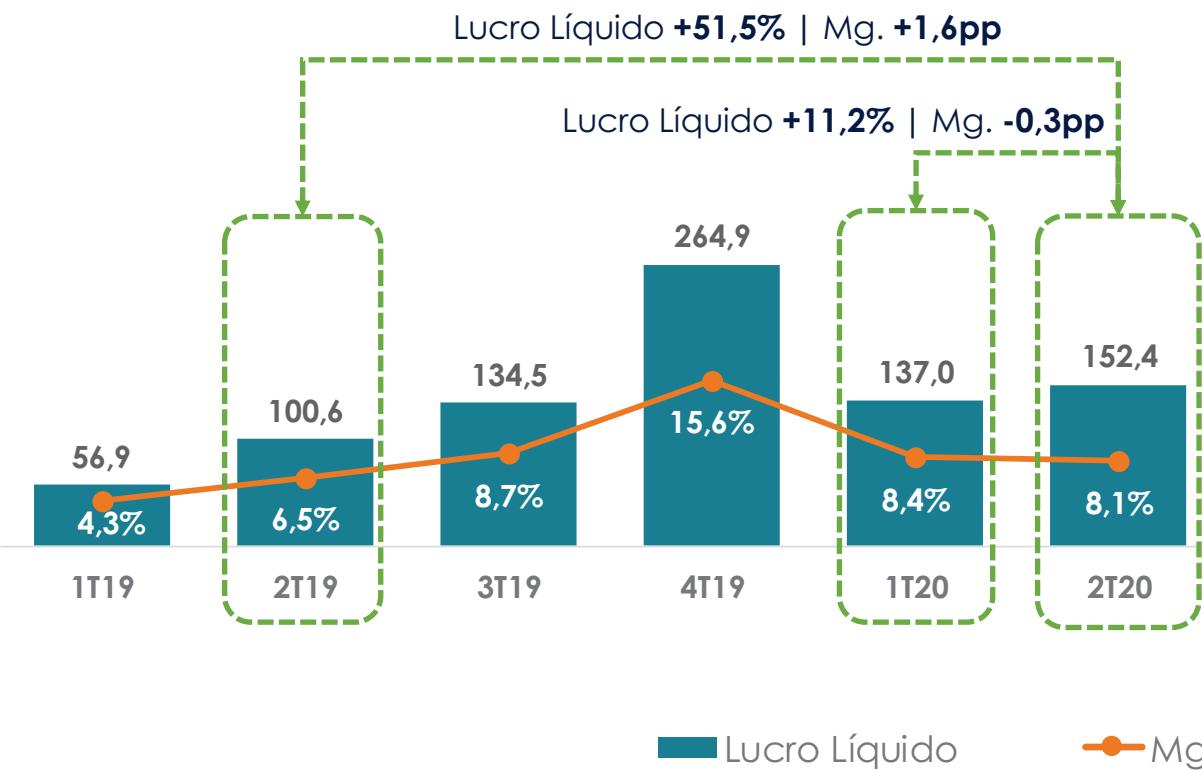


- Aumento da verticalização de farinha de trigo no 2T20 vs 2T19 (**99,1% vs. 84,3%**).
- Maior diluição dos custos fixos e das despesas fixas.
- Aumento do custo do trigo em função da desvalorização do BRL.
- Efeitos não recorrentes no 2T20: positivos (créditos tributários extemporâneos) e negativos, despesas relacionadas à pandemia, reestruturação e integração da Piraquê.

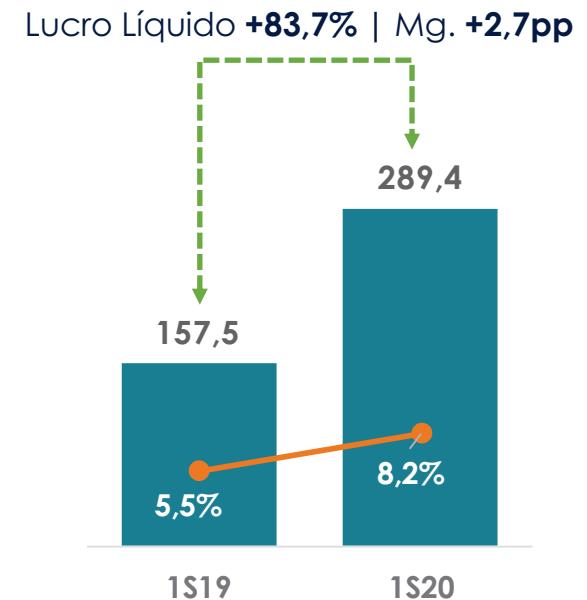
R\$ 152,4 milhões de Lucro Líquido no 2T20, 51,5% maior que o 2T19, fruto do crescimento das vendas e do EBITDA.



### Lucro Líquido Trimestre



### Lucro Líquido Semestre





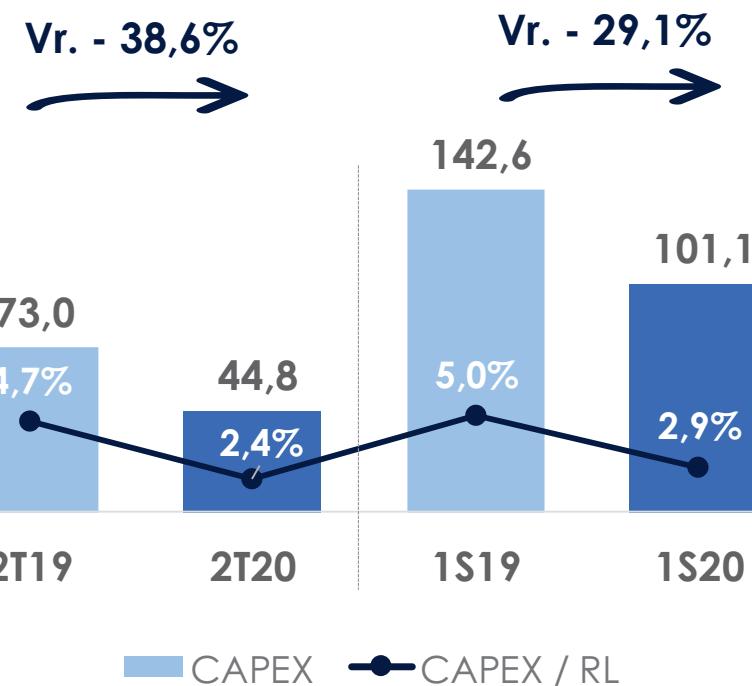
M. Dias Branco

## Investimentos

# Mesmo diante das restrições impostas pela pandemia do COVID-19, investimos R\$ 44,8 milhões (-38,6% vs. 2T19).

## Investimentos (R\$ milhões)

2T20 vs 2T19 | 1S20 vs 1S19



## Destaques

- Aquisição de equipamentos para o moinho de trigo em Bento Gonçalves (RS);
- Adequação do CD da unidade do Rio de Janeiro;
- Equipamento de empacotamento automático para a Fábrica Fortaleza;
- Linha de massas para a unidade Piraquê;
- Estação de tratamento de efluentes para a unidade de Maracanaú; e
- Implantação de softwares.

A watercolor-style illustration of a man in a green corduroy vest and glasses giving a presentation to a group of people. He is standing behind a whiteboard, holding a green marker. The audience consists of several individuals, some looking at him and others looking down. The background features a green wall with a logo that includes a stylized plant and the text "M. Dias Branco".

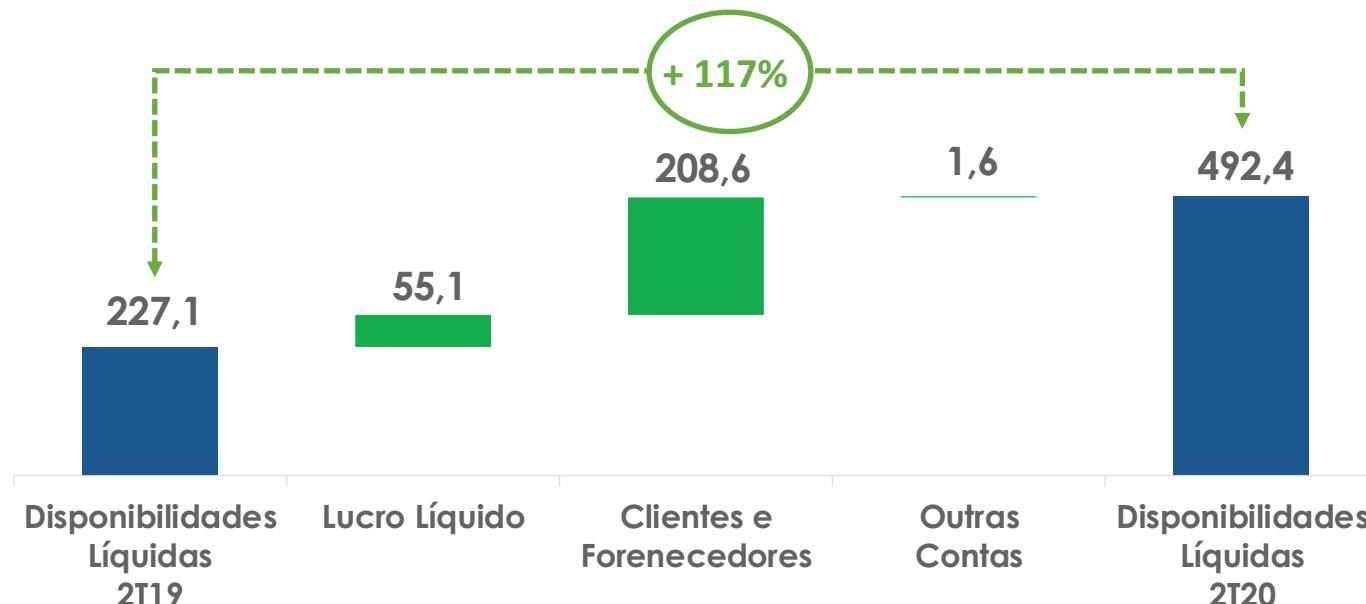
M. Dias Branco

## Dívida Líquida e Geração de Caixa

**Recorde histórico de geração de caixa, com R\$ 492,4 milhões, fruto do crescimento dos resultados e da melhora do capital de giro.**



### Variação das Disponibilidades Líquida Geradas nas Atividade Operacionais (R\$ milhões)



### Destaques

#### ✓ +7 dias

Aumento no prazo médio de Fornecedores  
**(25 dias 2T20 vs 19 dias 2T19)**

#### ✓ -6 dias

Redução no prazo médio de Clientes  
**(41 dias 2T20 vs 47 dias 2T19)**

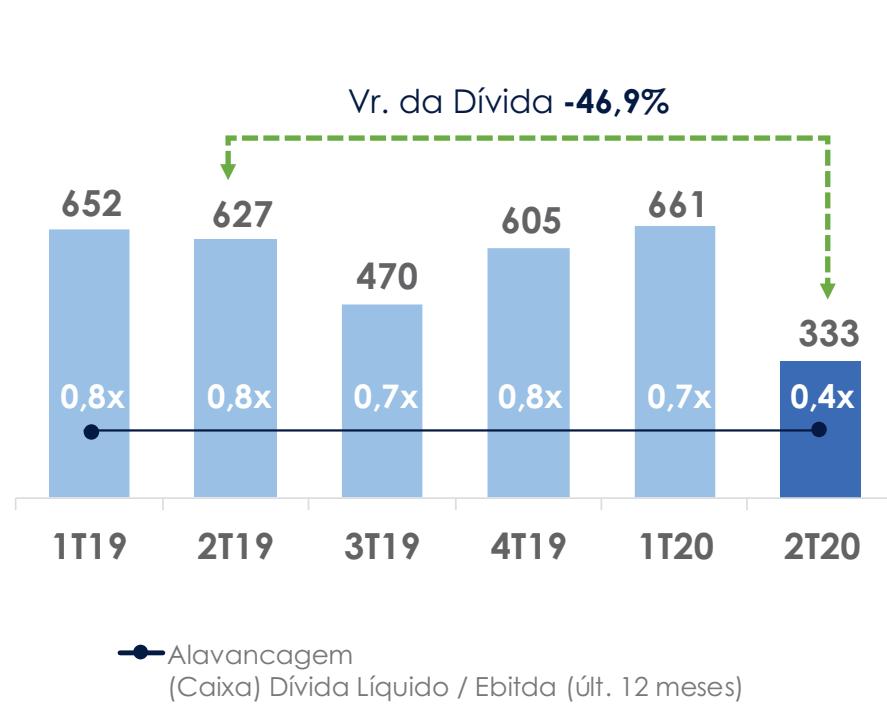
#### ✓ +51,5%

Crescimento do Lucro Líquido

Em um trimestre impactado pela crise do Covid-19, demonstramos resiliência, com forte geração de caixa e redução da alavancagem, reforçando a nossa sólida estrutura financeira.



### Dívida Líquida (R\$ milhões)



### Destaques

- ✓ Forte posição de **caixa** de **R\$ 1,4 bilhão**
- ✓ **R\$ 492,4 milhões** de disponibilidades líquidas geradas pelas atividades operacionais;





## Destaques Socioambientais

**Mais um trimestre de avanços em nossos indicadores de sustentabilidade. No dia 07/08/2020, o Conselho de Administração aprovou a nossa política de sustentabilidade.**



## Indicadores de Sustentabilidade

- leaf Menor consumo de água (m<sup>3</sup>/ton): **-5,6%**
- leaf Menor geração de resíduos sólidos (kg/ton): **-12,0%**
- leaf Menor taxa de frequência de acidentes de trabalho: **-0,1pp**
- leaf Menor índice de reciclagem de resíduos: **-7,2pp**



Rede Brasil

## Iniciativas e realização

- Adoção de medidas para prevenir a disseminação do COVID-19;
- Campanha (**#voce doa agentedo a**) criada para conscientizar a população sobre a importância da doação de sangue neste período de crise mundial na saúde;
- Disponibilização de cursos on-line para colaboradores em regime de home office;
- Desde o início da pandemia de Covid-19, doamos 413,4 toneladas de alimentos e R\$ 2,4 milhões para apoiar hemocentros, além da promoção de campanhas de incentivo à doação de sangue.





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## Results Presentation 2Q20 & 1H20

THE ART OF FEEDING TO  
PROVIDING WELL BEING AND  
HAPPINESS TO PEOPLE

The statements contained in this document related to the management's views on the business of M. Dias Branco are merely trends and, as such, are based exclusively on management's perspective on the continuity of past and present actions, based on facts that have already occurred. These trends do not constitute projections or estimates, and may be substantially altered by changes in market conditions, the performance of the Brazilian economy, the sector and international markets.





**M. Dias Branco**

**maintains consistency  
and financial strength  
and reaches a  
quarterly record in Net  
Revenue, with growth  
of 22.2%. Net income  
rises 51.5%**

## **2Q20 HIGHLIGHTS**

- Sales volume 19% higher than in 2Q19 (cookies & crackers: +14.2% and pasta: +37.4%);
- Consolidation of our leadership in the Brazilian pasta and cookie & cracker markets;
- 2.9% increase in the average price of products over 2Q19;
- Historical quarterly net revenue of R\$ 1.89 billion, 22.2% higher than 2Q19;
- Record growth in exports, up 526%, with gross revenue of R\$ 93.3 million;
- EBITDA of R\$ 225.6 million, 23.5% higher than in 2Q19;
- Net income of R\$ 152.4 million, up 51.5% over 2Q19;
- Historical quarterly cash generation, with R\$ 492.4 million in net cash;
- Leverage of 0.4x, lower than in 1Q20 (0.7x) and 2Q19 (0.8x);
- All-time high wheat flour and vegetable shortening vertical integration levels (99% and 100%, respectively);
- Record production volume (817 thousand tons, +20.8% vs. 2Q19);
- Since the beginning of the COVID-19 pandemic, we have donated 413.4 thousand tons of food and R\$ 2.4 million to support blood banks;
- We reduced water consumption per ton produced by 5.6%, and 12% reduction in solid waste generation (tonnes).

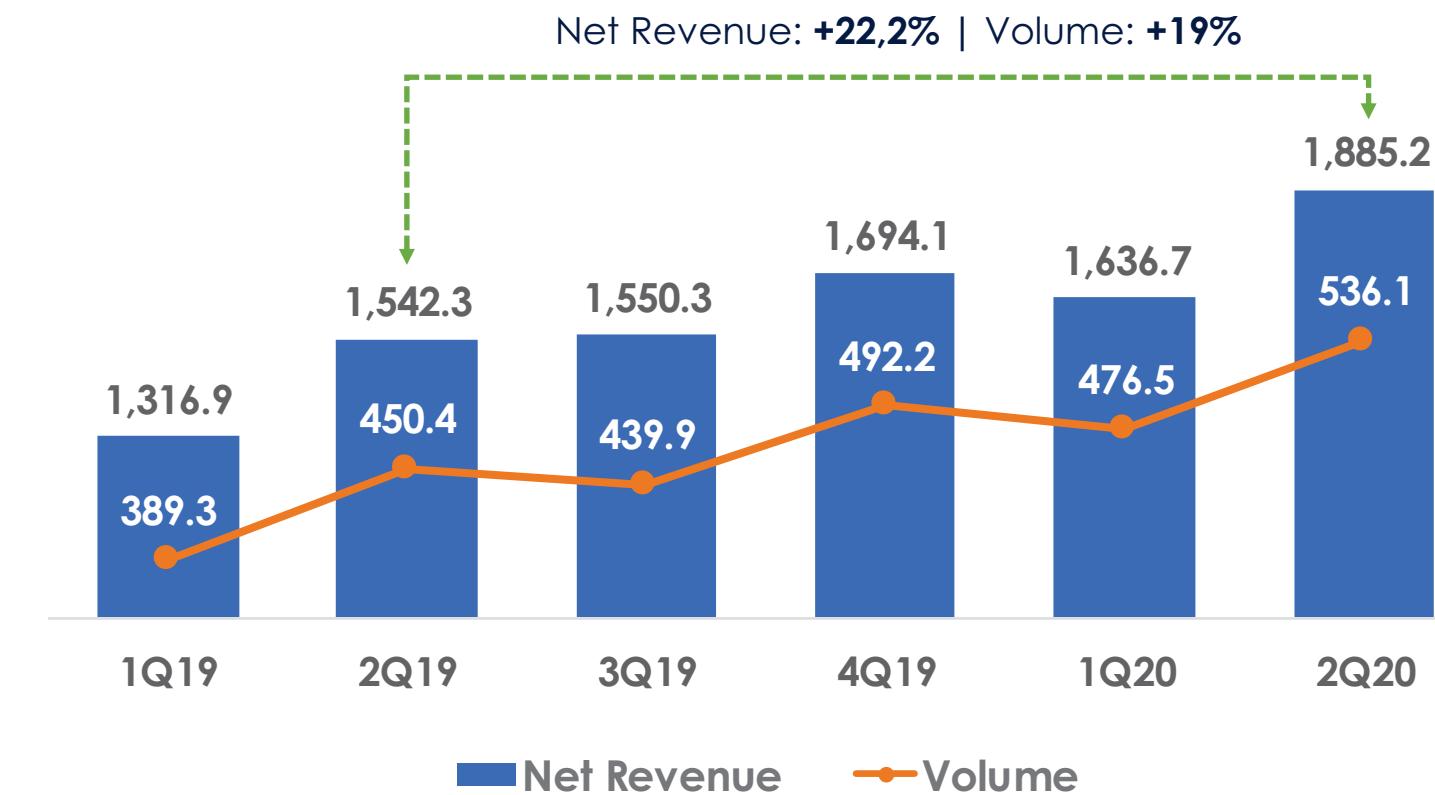
A watercolor-style illustration of a man in a green corduroy jacket and glasses giving a presentation to a group of people in a conference room. He is standing at a whiteboard, gesturing with his hands. The room has a large window with a view of a city skyline. The logo "M. Dias Branco" is visible on the wall.

## Net Revenue, Volume and Market Share

# Continued accelerated growth. Record net revenue for a quarter.



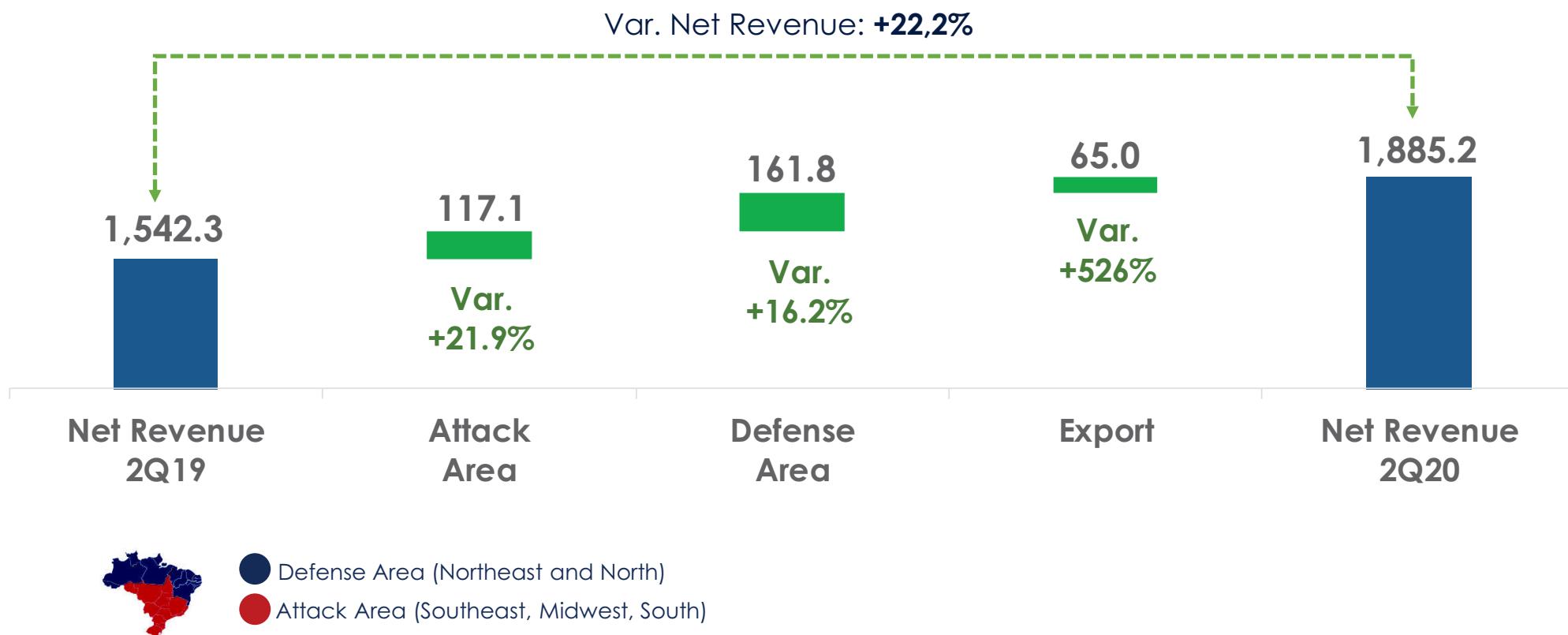
Net Revenue (R\$ million) | Volume (thousand ton.)



# Growth fully aligned with our strategy!!!



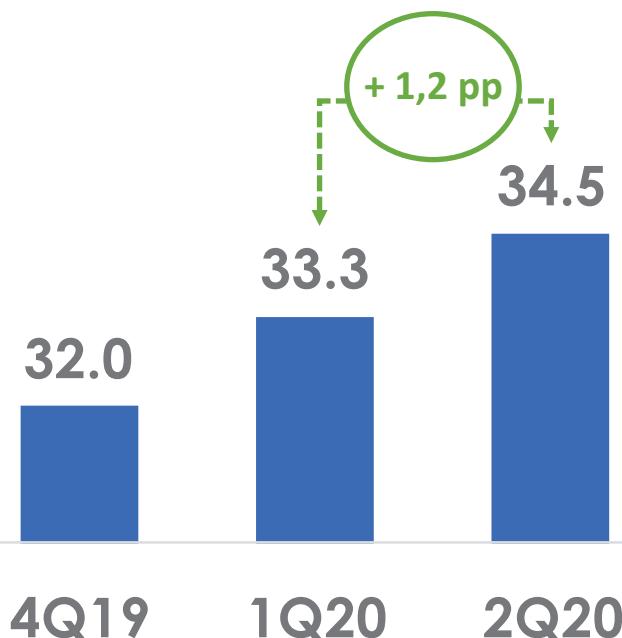
## Variation in Net Revenue by Regions - 2Q20 vs. 2Q19 (R\$ million)



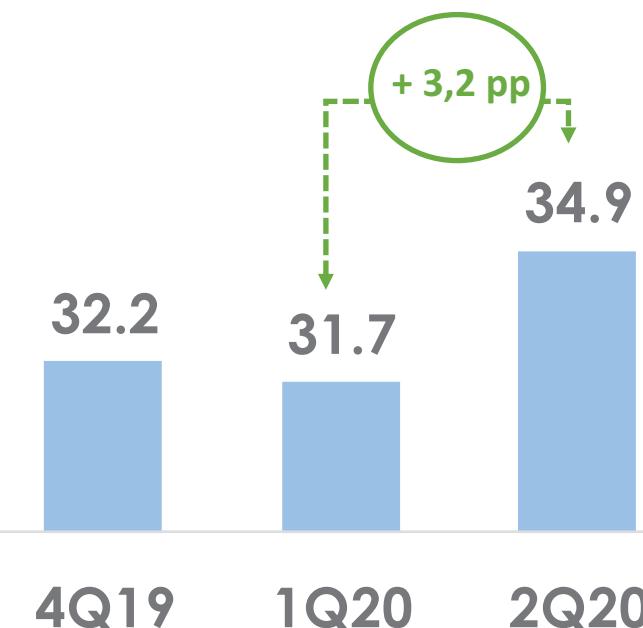
We increased our market share in cookies and pasta. Expansion in both Attack (South, Southeast and Midwest) and Defense (North of Northeast) areas.



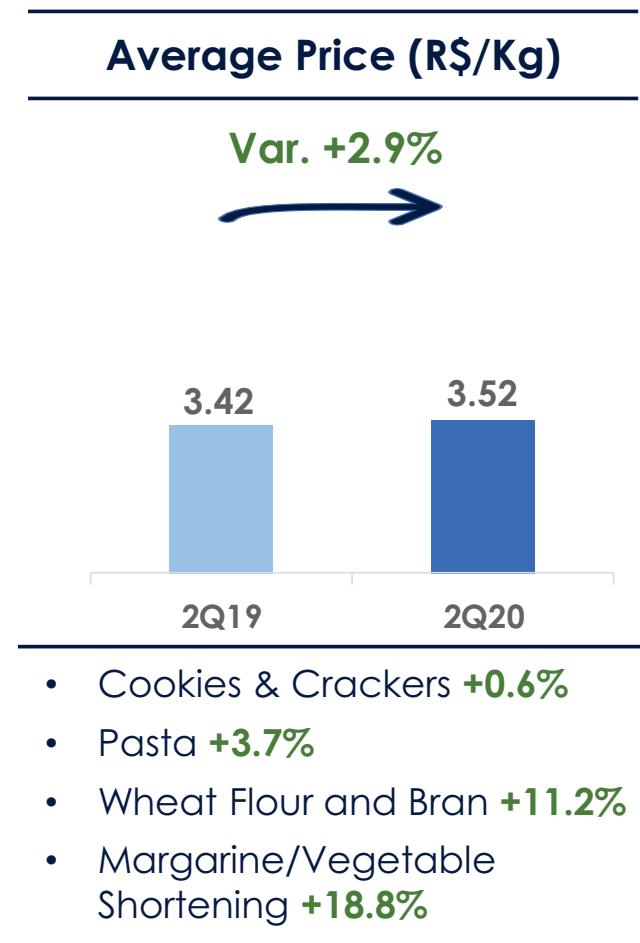
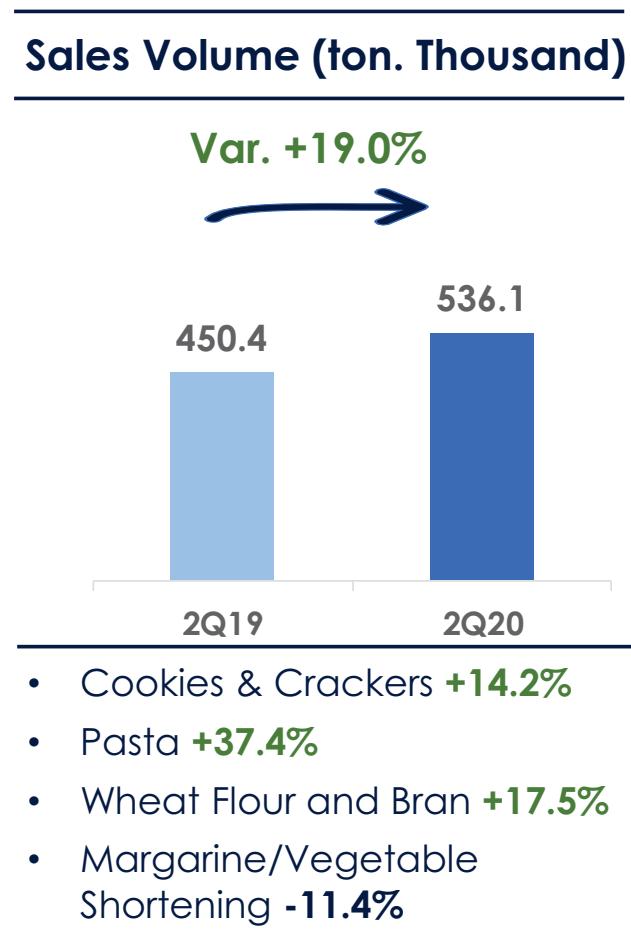
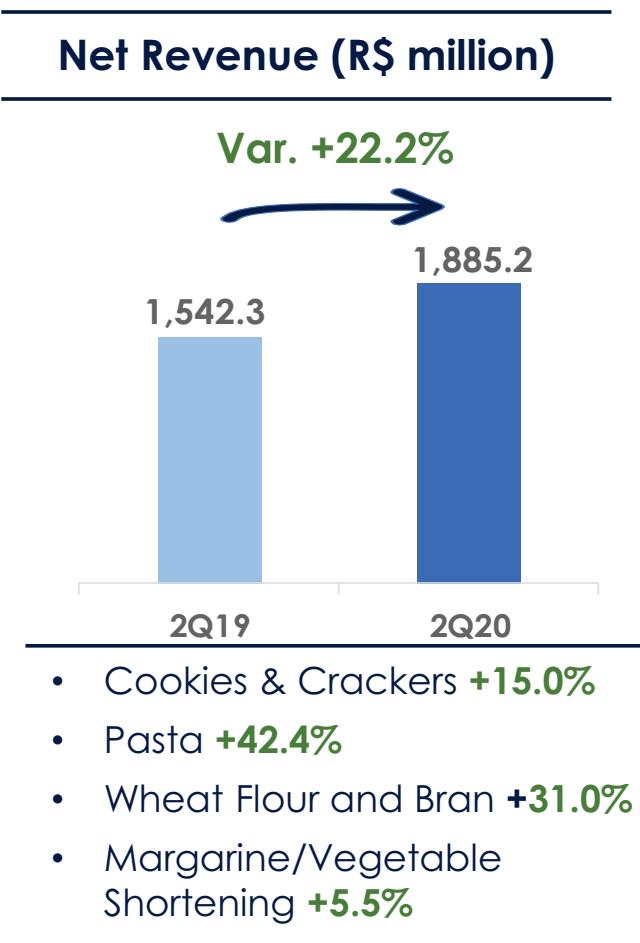
**Cookies & Crackers Volume Brazil (Source: Nielsen)**



**Pasta Volume Brazil (Source: Nielsen)**



**Compared to 2Q19, volumes increased by double digits and average prices increased in all product categories.**



# Record revenue and export growth, R\$ 93.3 millions and 526%.



## Regions

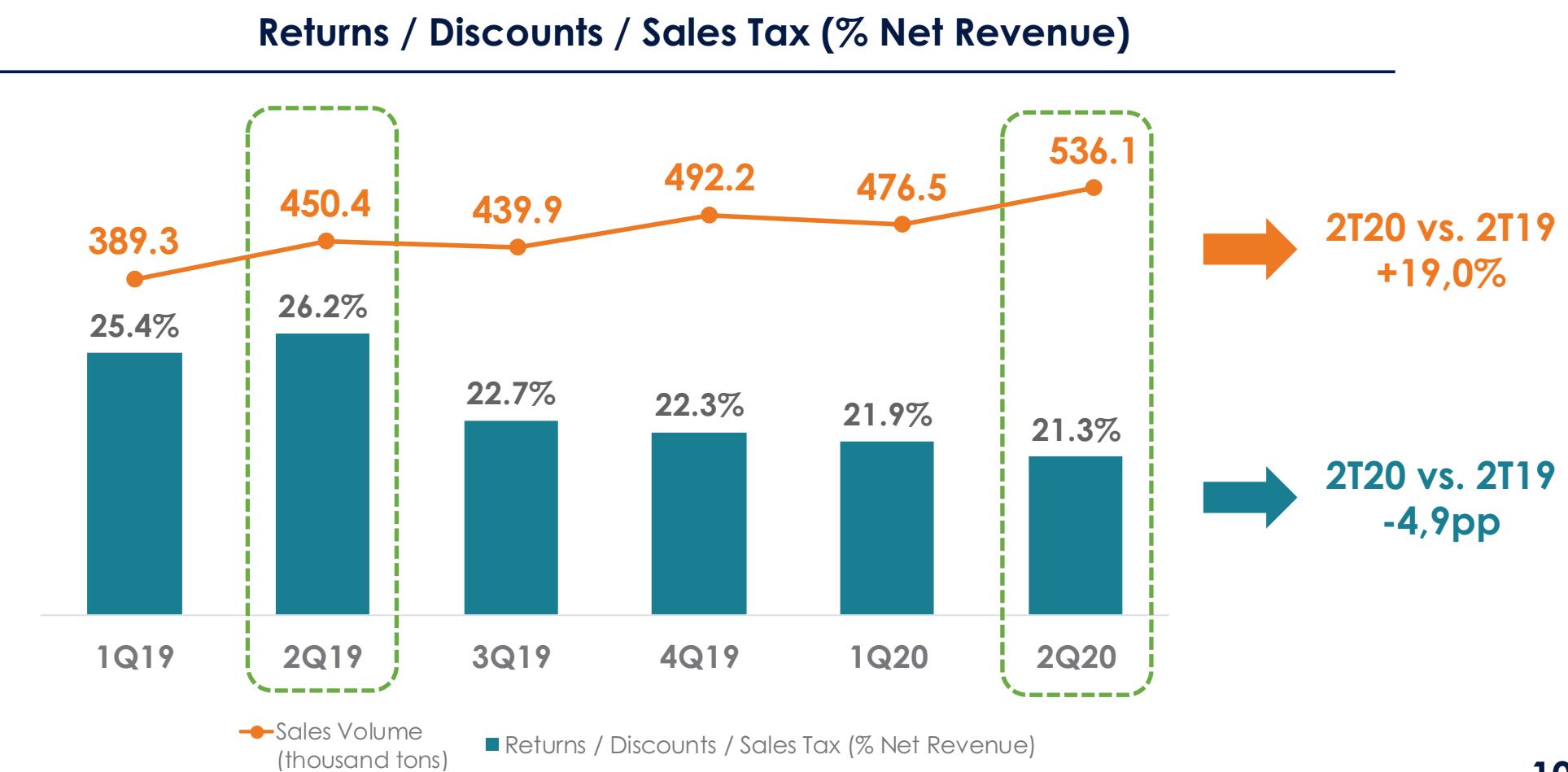
- ✓ **Central America**, highlight for pasta sale.
- ✓ **North America**, continues to expand, driven by the entry into new regions in the USA, new clients with Vitarella brand, private label and consolidation of Piraquê as an increasingly relevant brand in the Brazilian ethnic channel.



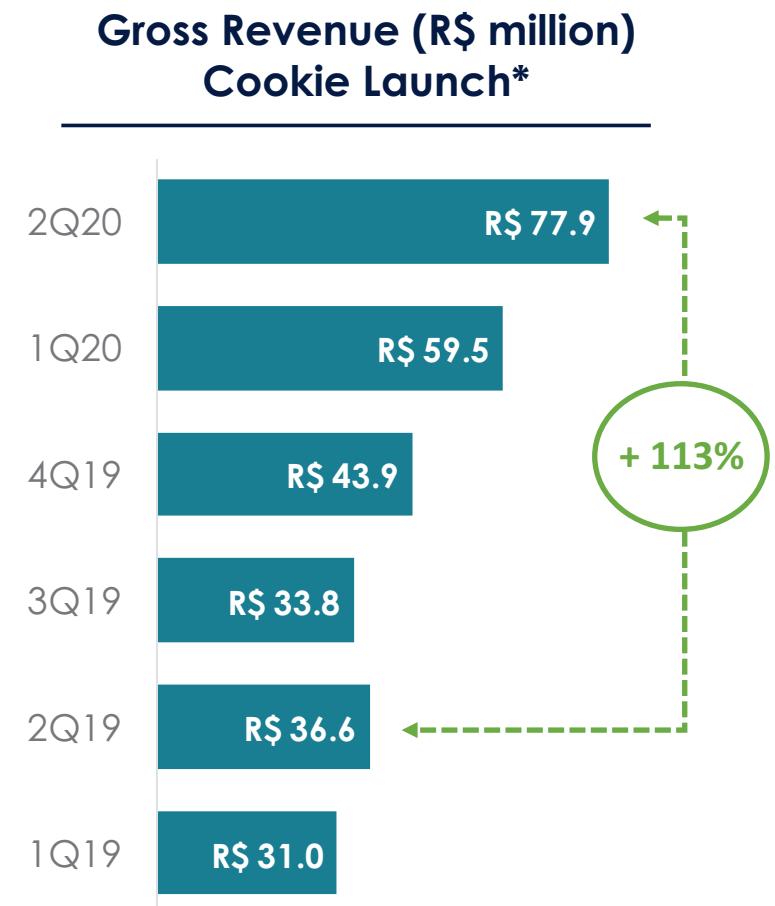
## Category

- ✓ **Pasta:** sales growth to Central America.
- ✓ **Flour:** follow the trajectory of 1Q20
- ✓ **Margarine:** continue to show strong growth, with thermo-resistant vegetable creams.

The volumes grew two digits, with adequate levels of discounts, as a result of discipline in execution, the improvement of pricing modeling and a broader go-to-market approach.



Our brands are among the favorites and launches are contributing to sales growth.



**Highlights**



**Number 1 brand in Brazil in the category of cookies and advancing consumer preference in FMCG \*\* according to Kantar's Brand Footprint survey, positioned among the Top 10 in Brazil**



\*New products / flavors launched in the last 24 months

\*\* Fast Moving Consumer Goods

# We are structuring and expanding our performance in e-commerce, with emphasis on the brands Piraquê and Adria!!!



## Platforms where we are available

- Lojas Americanas
- Submarino
- Shoptime
- Magalu
- Sou Barato
- Rappi

The screenshot shows a product listing for "Macarrão Penne de Sêmola Adria Seca Grano Duro - 500g". The product image is a bag of Adria Grano Duro Penne pasta. The price is listed as R\$ 6,29. Payment options include "Dinheiro de volta" via the app. A green button at the bottom right says "Adicionar à sacola".

The screenshot shows a product listing for "Biscoito Roladinho 100g - Piraquê". The product image is a pack of Piraquê Roladinho cookies. The price is listed as R\$ 3,49. A green button at the top right says "Comprar". Below it is another button for "Comprar com AME".

Piraquê presented significant improvements, with capture of synergies, national expansion and evolution of profitability.



**46.8%**

Gross Mg. 2T20

**23.7%**

Ebitda Mg. 2T20

## Highlights

✓ **42%**

Increase in points of sale in all Brazil from Jan / 20 to Jun / 20;<sup>950</sup>

✓ **98.7%**

Verticalization in 2Q20 (0% in 2Q18 and 23.3% in 2Q19);

✓ **0.5%**

Expansion of Market Share volume (Biscuits) in 2Q20 compared to 2Q19.

A man with glasses and a striped shirt is giving a presentation to a group of people in a conference room. He is holding a green marker and pointing towards a whiteboard. The whiteboard has the text "EBITDA and Net Income" written on it. The background shows a logo for "M. Dias Branco" with a stylized wheat stalk. The audience members are seated at a long table, looking towards the speaker.

## EBITDA and Net Income

# Highest historical level of verticalization of wheat flour (99%) and Vegetable Shortening (100%).



## Verticalization



Flour

**99,1%**



Vegetable  
Shortening

**100,0%**

## New Mill of Bento Gonçalves (RS)



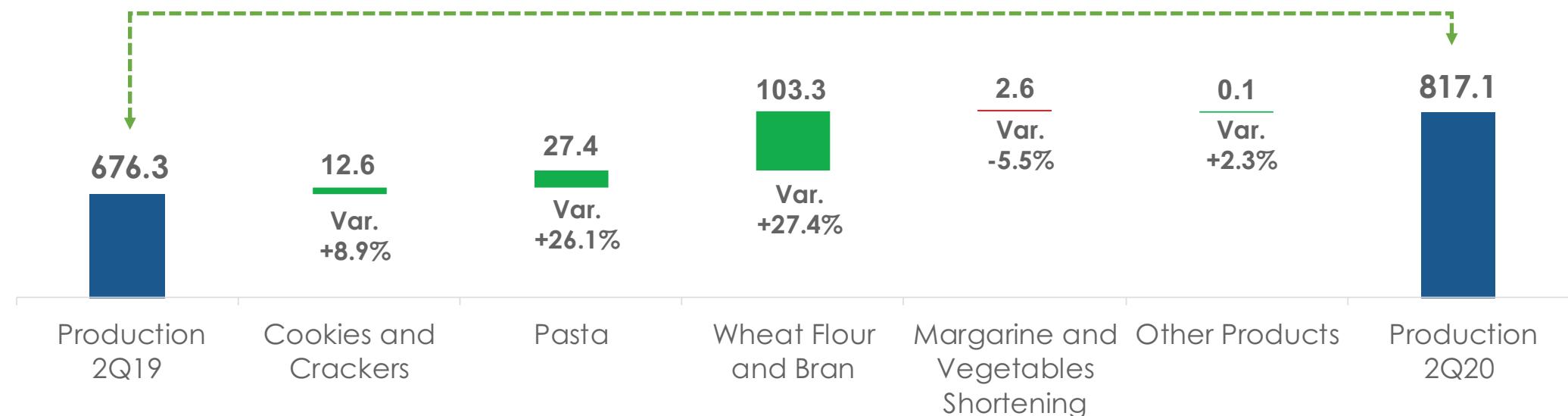
- **R\$ 300** millions of investments
- **408** thousand ton. production capacity year

**Historical production record (817 thousand tons, + 20.8% vs. 2Q19).**

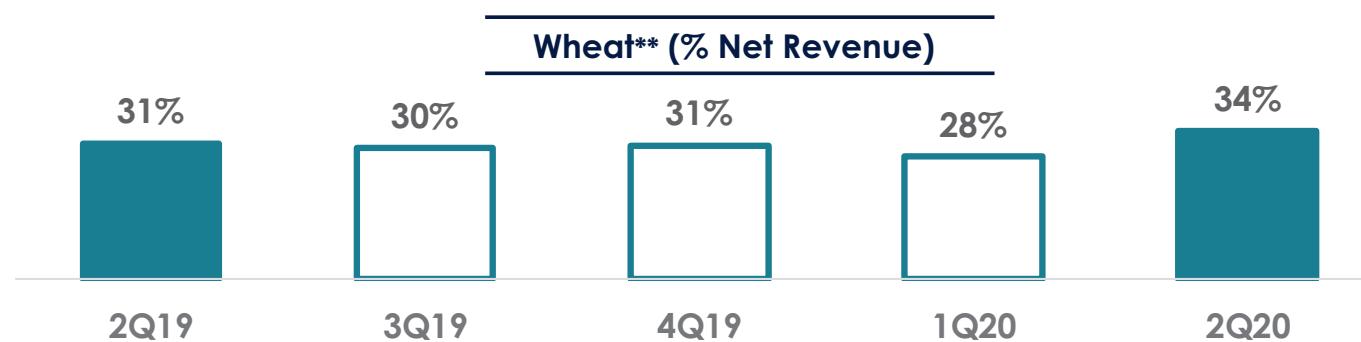
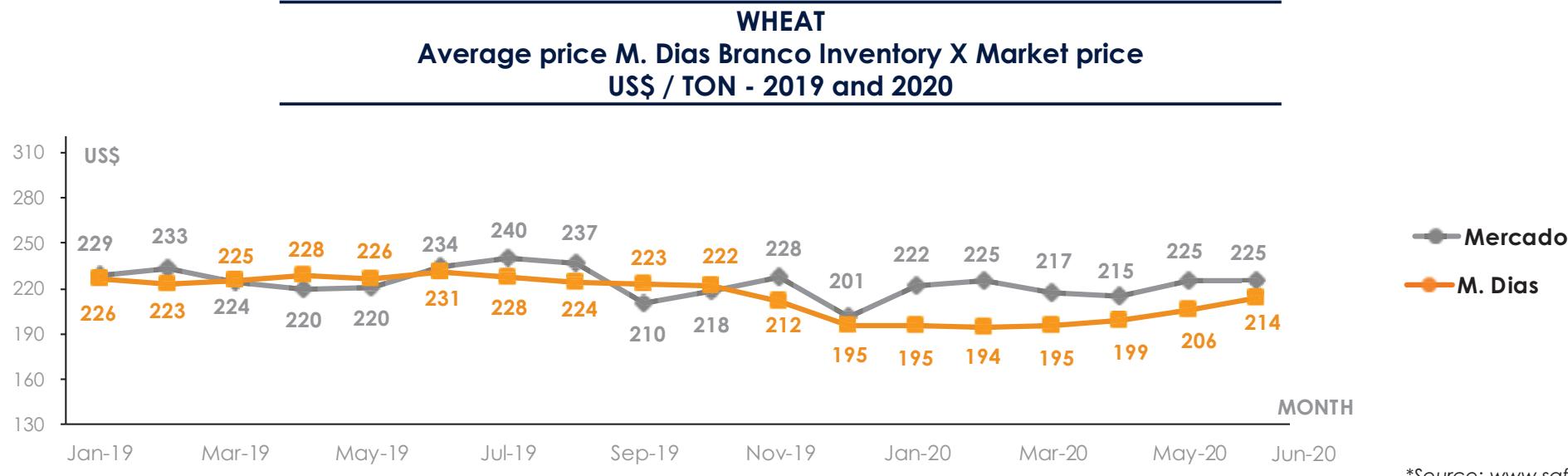


### Variation in Production volumes - 2Q20 vs 2Q19 (thousand tons)

Var. of volumes **+20.8%**



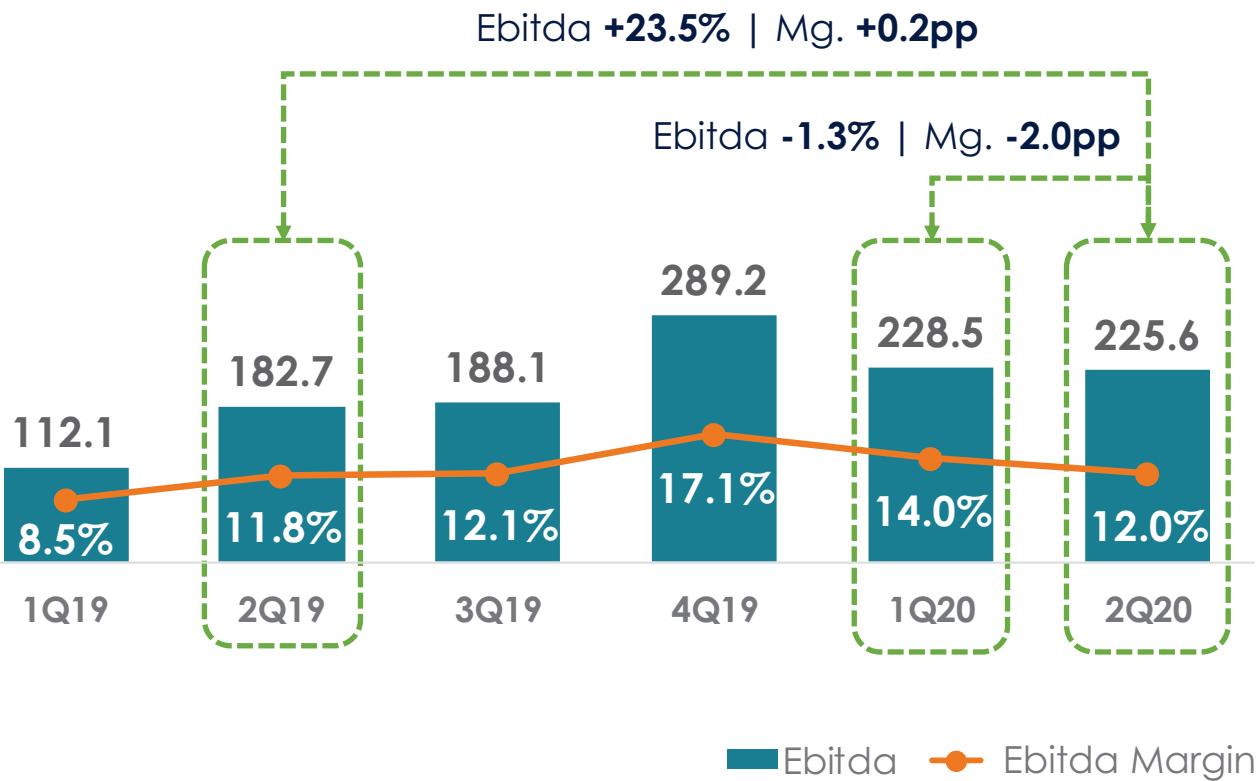
## Negative impact on gross margin due to the devaluation of the BRL.



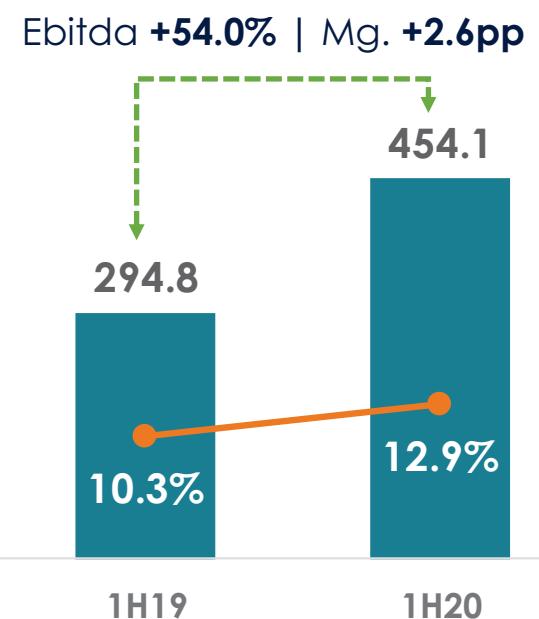
\*\* Internally produced wheat flour + purchased from third parties

**R\$ 225.6 million in EBITDA in 2Q20, due to the increase in volumes and strict management of expenses.**

### EBITDA Quarter



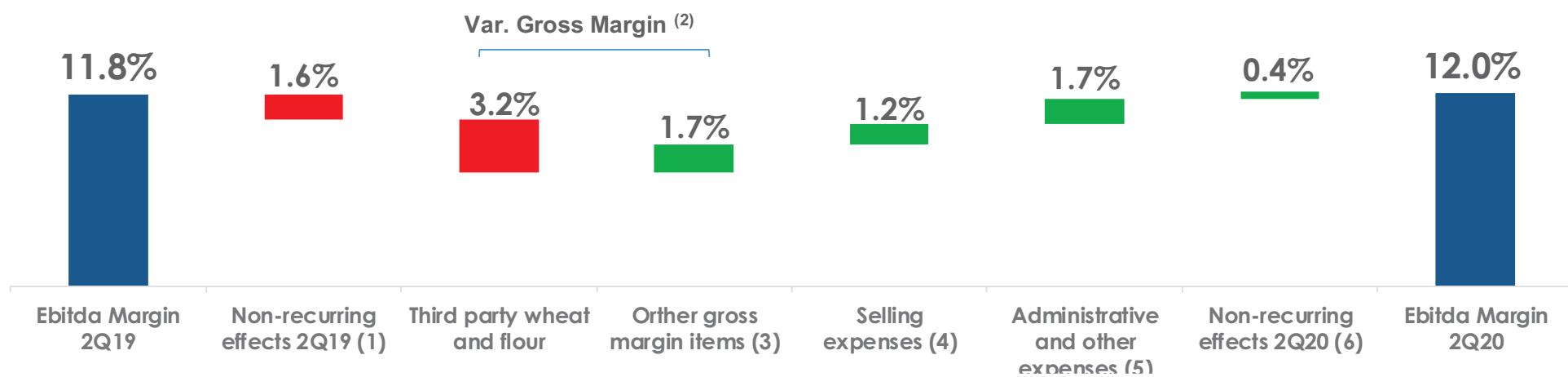
### EBITDA Half



**The dilution of fixed costs and the strict management of expenses compensated the negative impact on costs by the BRL devaluation.**



### EBITDA Margin Variation (% NR) 2Q20 vs. 2Q19

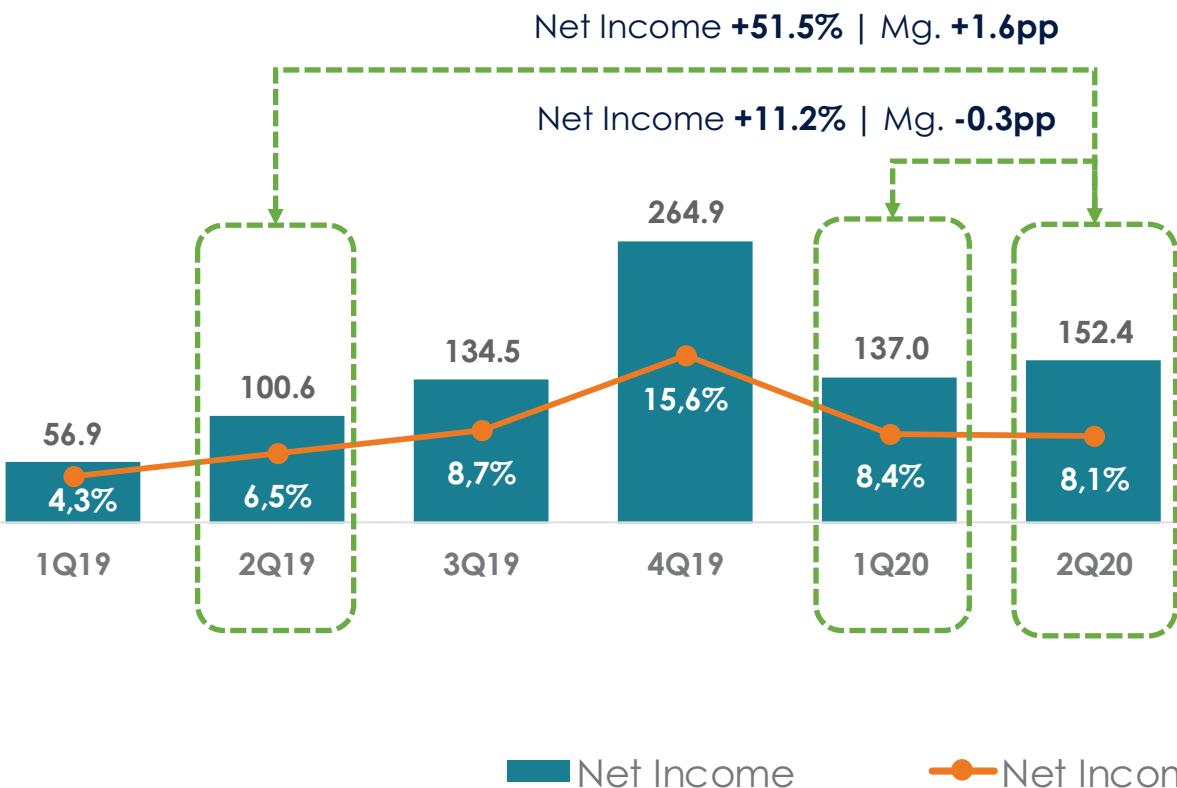


- Increased verticalization of wheat flour in 2Q20 vs 2Q19 (**99.1% vs. 84.3%**).
- Dilution of fixed sales and administrative expenses.
- Dilution of fixed costs.
- Non-recurring effects in 2Q20: positive (extemporaneous tax credit) and negative, expenses related to the pandemic, restructuring and integration of Piraquê.

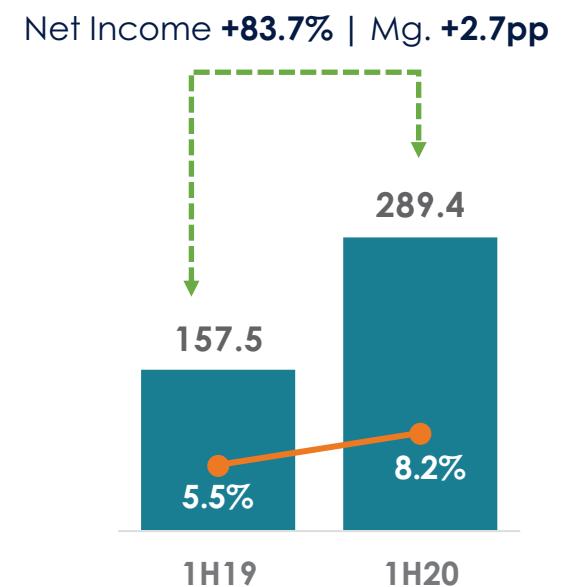
**R\$ 152.4 million in Net Income in 2Q20, 51.5% higher than 2Q19, due to the growth in sales and EBITDA.**



### Net Income Quarter



### Net Income Half

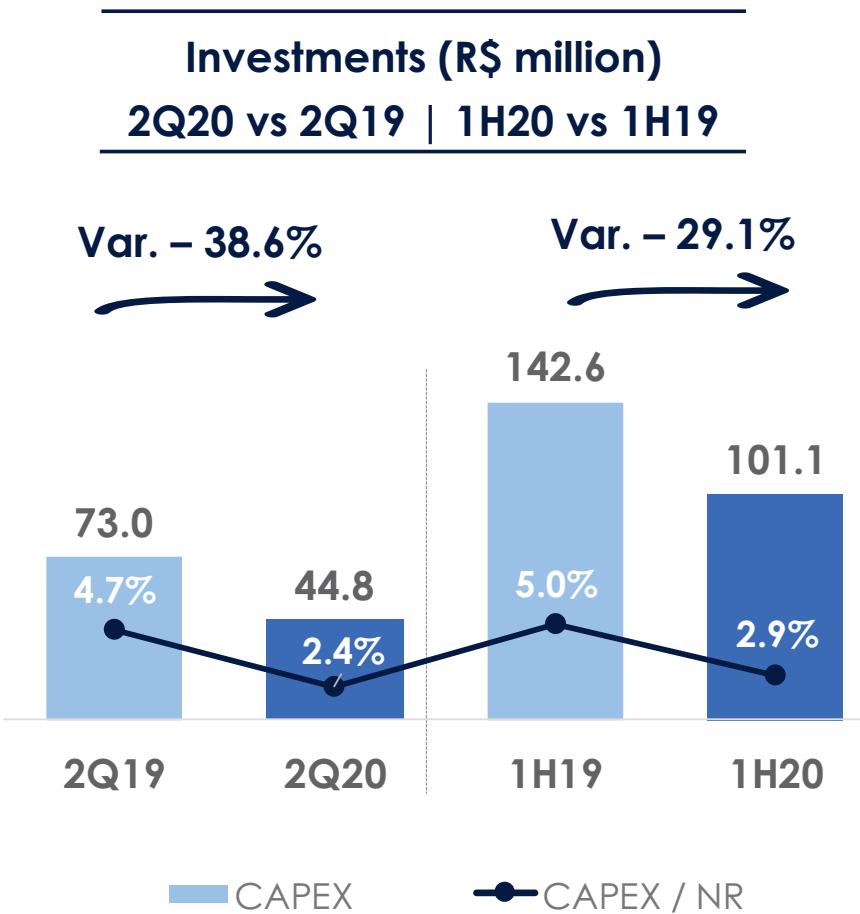




M. Dias Branco

## Investments

# Despite the restrictions imposed by the COVID-19 pandemic, we invested R\$ 44.8 million (-38.6% vs. 2Q19).



## Highlights

- Acquisition of equipment for the wheat mill in Bento Gonçalves (RS);
- Adequacy of the CD of the Rio de Janeiro unit;
- Automatic packaging equipment for Fábrica Fortaleza;
- Pasta line for the Piraquê unit;
- Effluent treatment station for the Maracanaú unit; and
- Software deployment.

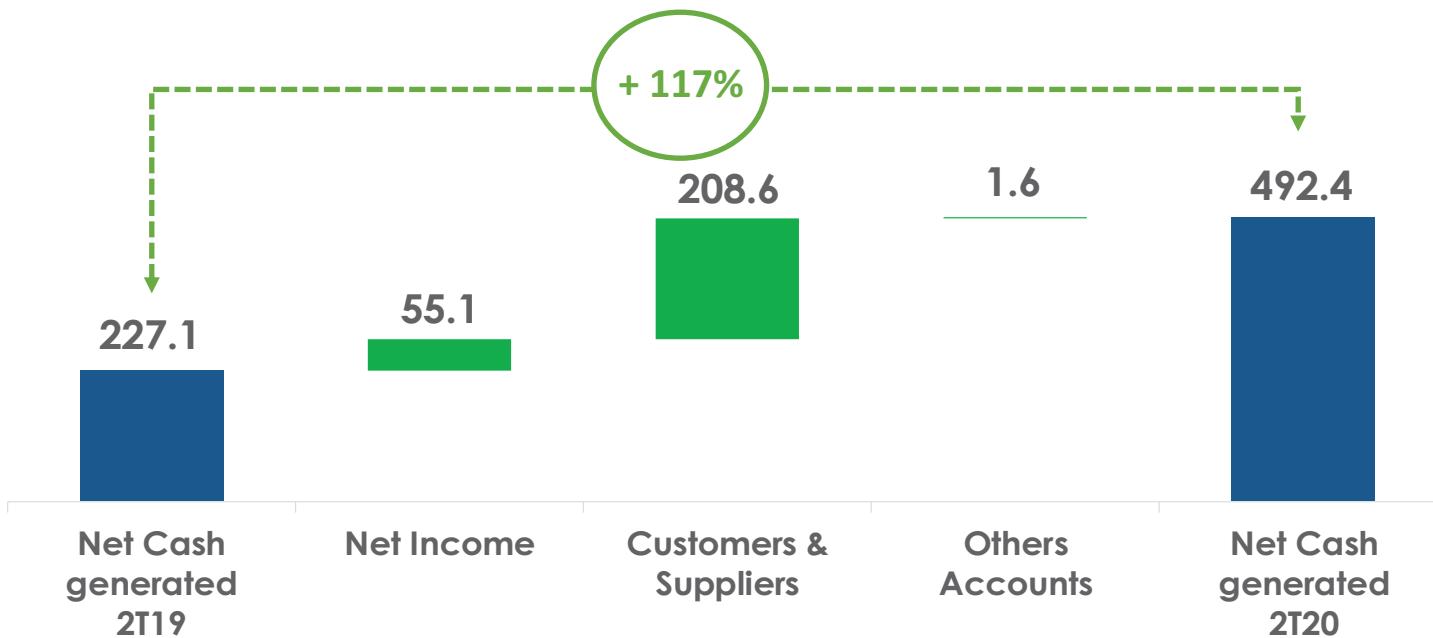
A watercolor-style illustration of a man in a green corduroy jacket and glasses giving a presentation to a group of people. He is standing behind a whiteboard, holding a green marker. The whiteboard has the text "Net Debt and Net Cash" written on it. In the background, there is a logo for "M. Dias Branco" featuring a stylized wheat stalk. The audience consists of several people, including a woman in a blue shirt and a man in a grey shirt.

## Net Debt and Net Cash

**Historical record of cash generation, with R\$ 492.4 million, due to the growth in results and the improvement in working capital.**



### Change in Net Cash Generated in Operating Activities (R\$ million)



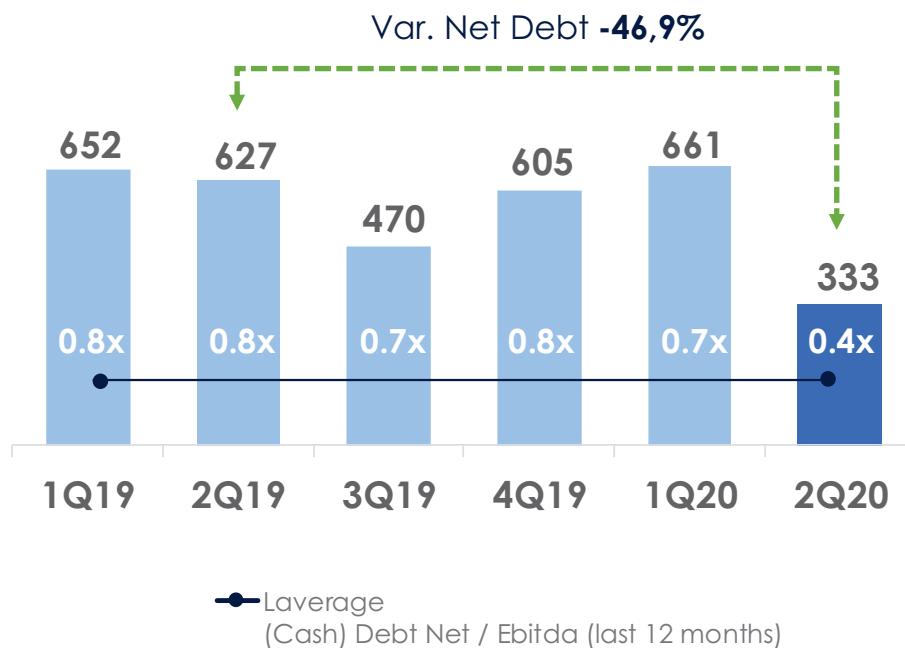
### Highlights

- ✓ **+7 days**  
Increase in the average payment of Suppliers  
(25 days 2Q20 vs 19 days 2Q19)
- ✓ **-6 days**  
Reduction in the average receipt of Clients  
(41 days 2Q20 vs 47 days 2Q19)
- ✓ **51.5%**  
Net Income Growth

In a quarter impacted by the Covid-19 crisis, we continue to demonstrate resilience, with strong cash generation and reduced leverage, reinforcing our solid financial structure.



### Net Debt (R\$ million)



### Highlights

- ✓ Strong **cash** position of **R\$ 1.4 billion**
- ✓ **R\$ 492.4 million** of net cash generated by operating activities;



A photograph of a person's hands holding a small, glowing globe. The globe is illuminated from within, casting a warm, yellow glow. The background is a soft, out-of-focus green and yellow, suggesting a natural or environmental setting. The hands are positioned as if presenting or carefully holding the globe.

# Highlights Social and environmentals

**Another quarter of advances in our sustainability indicators. On 08/07/2020, the Board of Directors approved our sustainability policy.**



## Sustainability Indicators

- └ Lower water consumption (m<sup>3</sup>/ton): **-5,6%**
- └ Lower generation of solid waste (kg/ton): **-12.0%**
- └ Lower frequency of accidents at work: **-0.1pp**
- └ Lower waste recycling index: **-7.2pp**



Rede Brasil

## Initiatives and realization

- Adoption of measures to prevent the spread of COVID-19;
- Campaign (**#vocedoaagentedoa**) created to make the population aware of the importance of blood donation in this period of global health crisis;
- Provision of online courses for employees in the home office regime;
- Since the beginning of the Covid-19 pandemic, we have donated 413.4 tons of food and R\$ 2.4 million to support blood centers.





**Thanks**

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