

Minerva Foods

CONFERENCE CALL
1Q19

May 15th, 2019

Minerva

1Q19 Highlights

OPERATING AND FINANCIAL HIGHLIGHTS

- **Operational Cash Flow 1Q19:** R\$239.3 million | **LTM1Q19:** R\$1,381.7million
- **Recurrent Free Cash Flow 1Q19:** R\$42.4 million | **LTM1Q19:** R\$743.4 million
- **Gross Revenue 1Q19:** R\$4.0 billion | **LTM1Q19:** R\$17.4 billion
 - **Division 1Q19:**
 - **Brazilian Industry:** 44% of gross revenue | **Athena Foods:** 39% of gross revenue | **Trading:** 17% of gross revenue
- **Exports 1Q19:** 61% of gross revenue (+6% yoy) | **LTM1Q19:** 61% of gross revenue (+25% yoy)
- **Net Revenue 1Q19:** R\$3.7 billion (+6% yoy) | **LTM1Q19:** R\$16.4 billion (+21% yoy)
- **Adjusted EBITDA:**
 - **1Q19:** R\$328.8 million | **Adjusted EBITDA Margin:** 8.8%
 - **LTM1Q19:** R\$1.6 billion | **Adjusted EBITDA Margin:** 9.7%
- **Net (Loss) Income Adjusted 1Q19:** R\$22.1 million

CAPITAL STRUCTURE

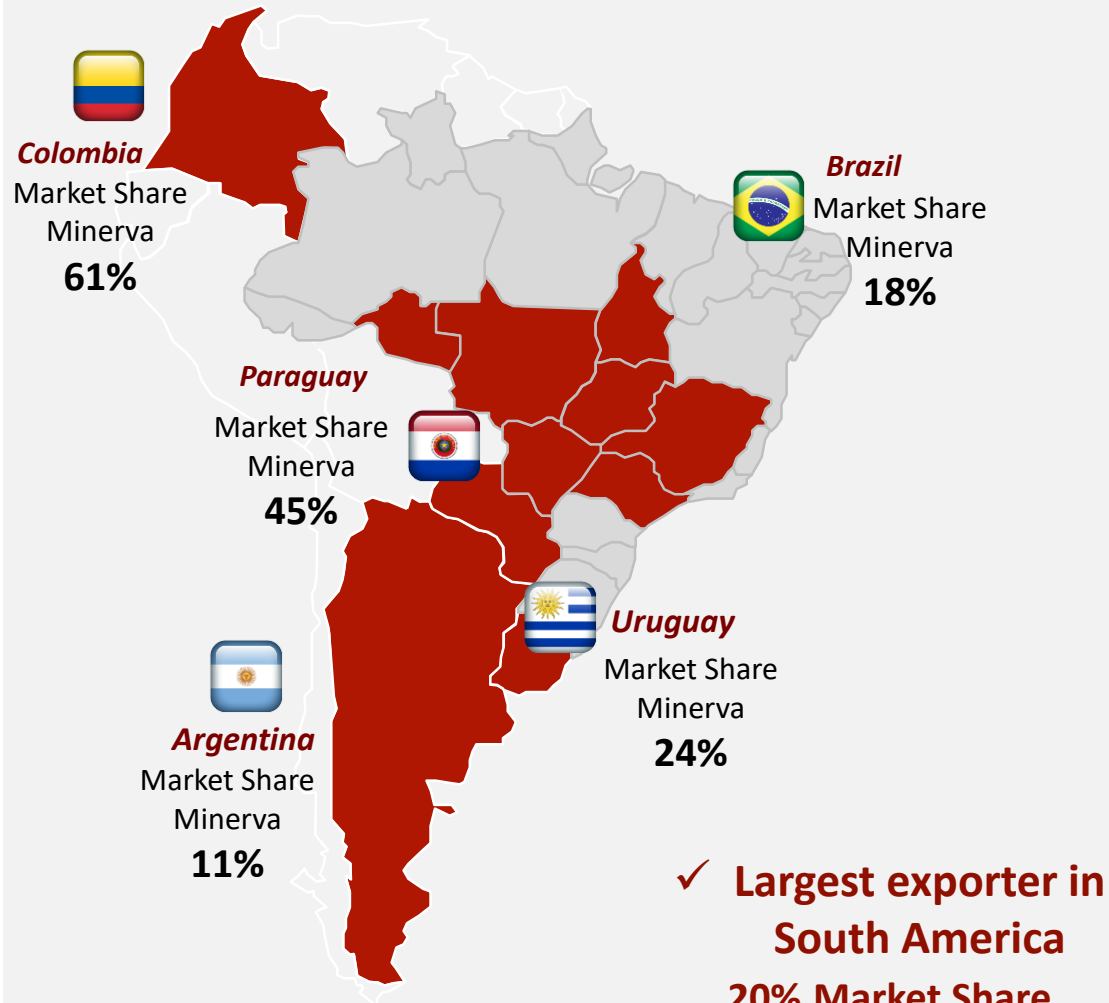
- **Leverage measured by the net debt/LTM EBITDA ratio:** 3.8x
- **Cash Position:** R\$3.9 billion
- **Duration:** ~5 years

OTHER HIGHLIGHTS

- Minerva remains as beef exporter leader in South America, with 20% of market share on 1Q19
- Opportunity for South America exporters due to African Swine Fever

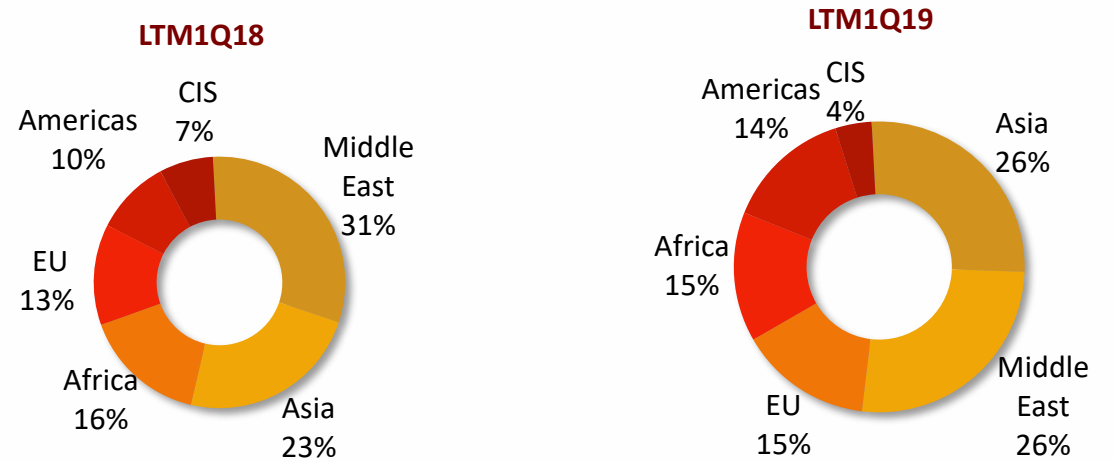
Share of Exports

MARKET SHARE (EXPORTS PER COUNTRY) – 1Q19

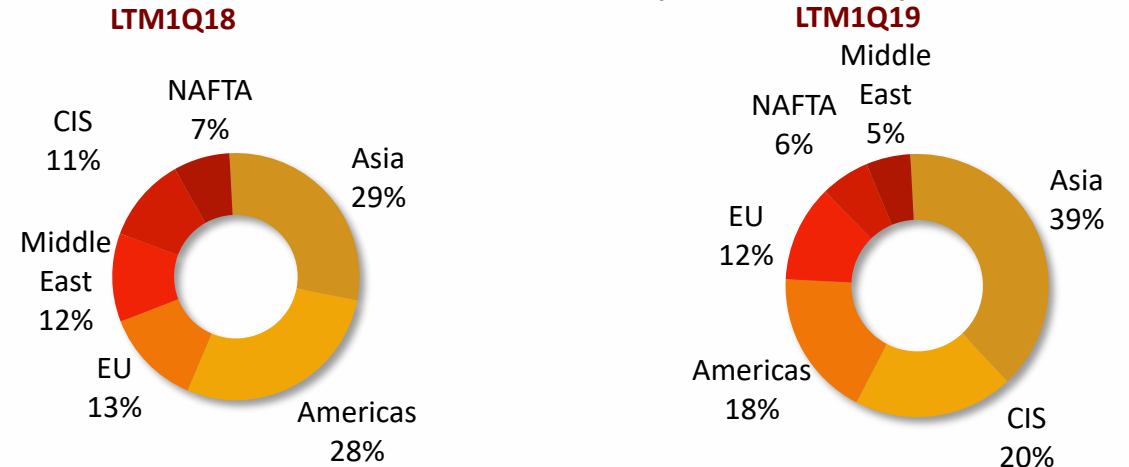


Sources: Minerva, Secex, INAC, SENACSA, DANE and IPCVA

BRAZILIAN DIVISION BREAKDOWN OF EXPORTS (% OF REVENUE)

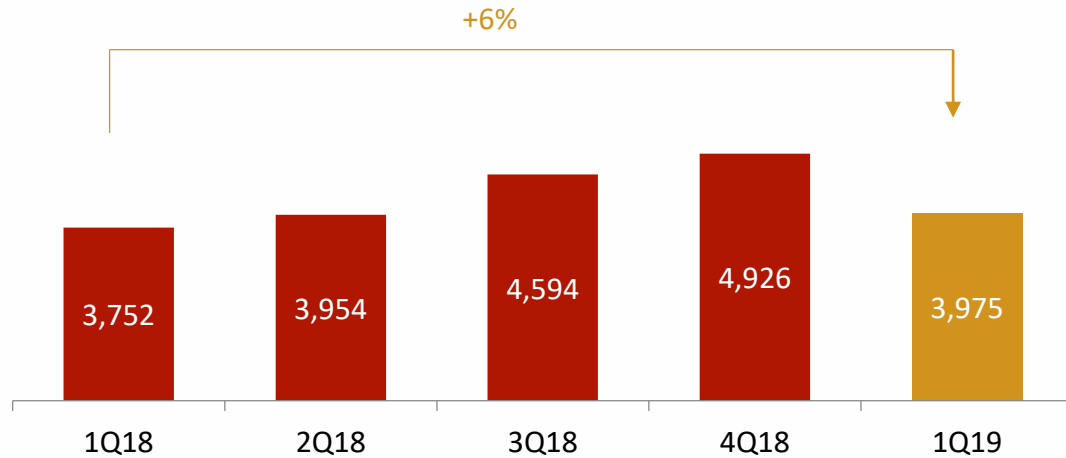


ATHENA FOODS BREAKDOWN OF EXPORTS (% OF REVENUE)

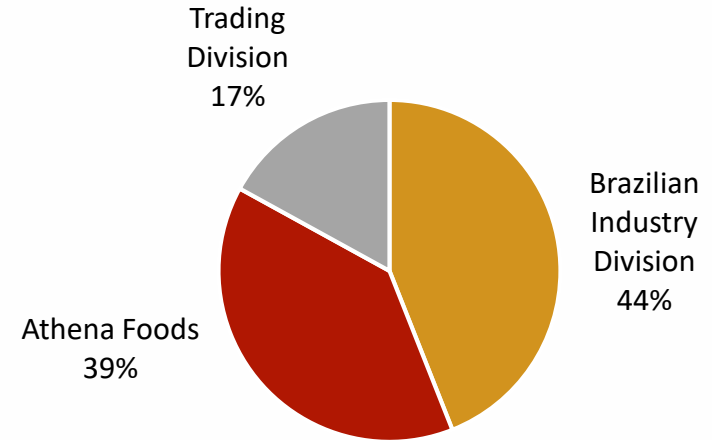


Operating and Financial Results

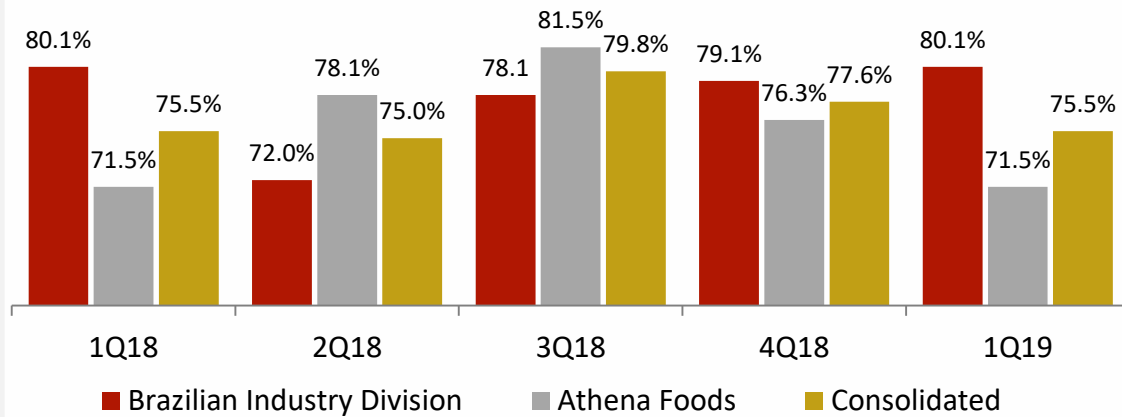
GROSS REVENUE (R\$ MILLION)



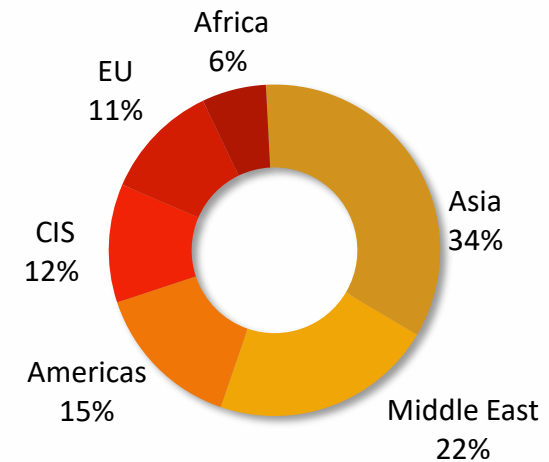
DIVISIONS BREAKDOWN (% OF GROSS REVENUE) – 1Q19



CAPACITY UTILIZATION

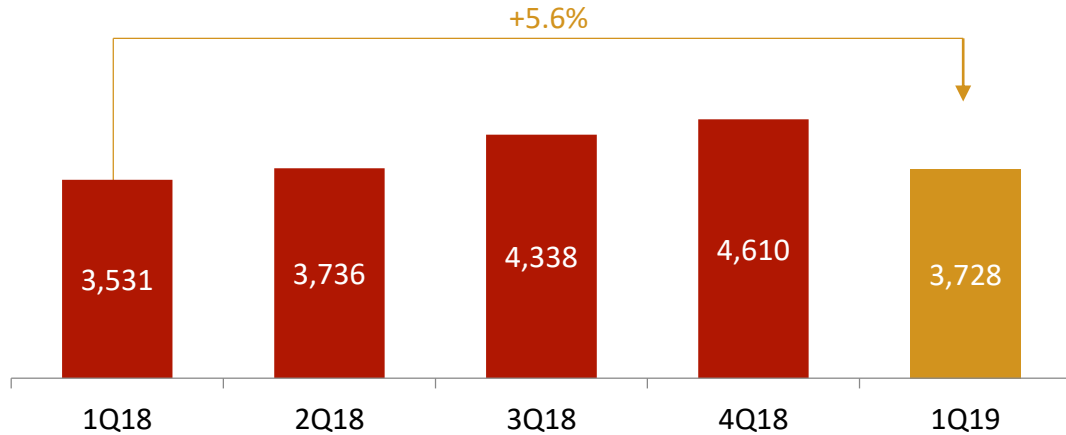


CONSOLIDATED EXPORTS 1T19 - MINERVA

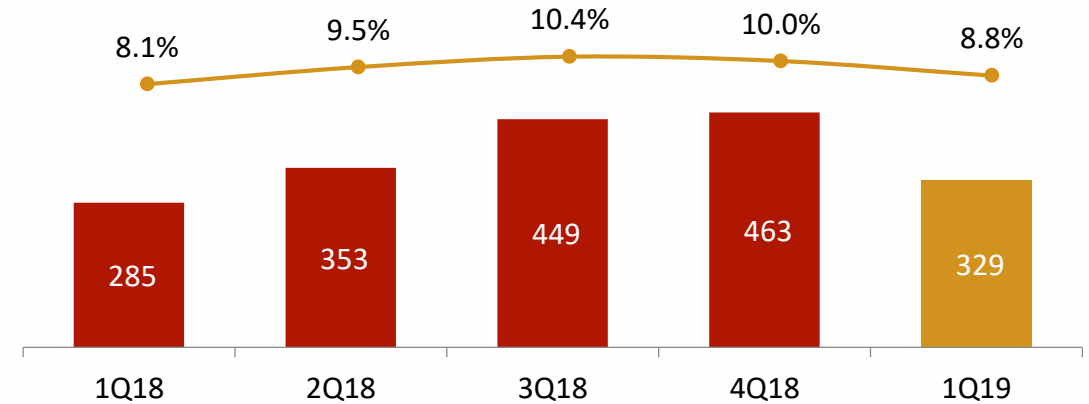


Operating and Financial Results (cont'd)

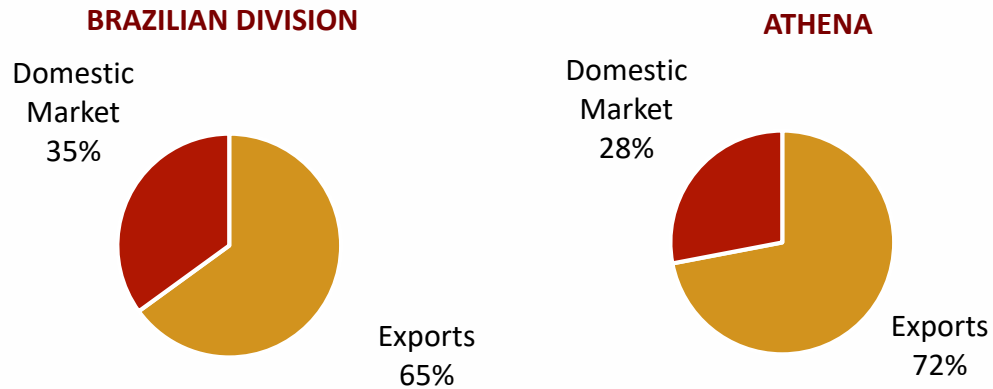
NET REVENUE (R\$ MILLION)



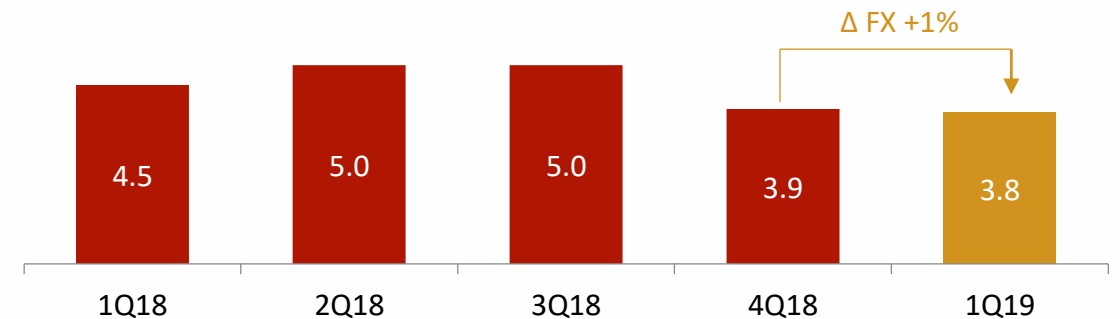
EBITDA (R\$ MILLION) AND EBITDA MARGIN (%)



GROSS REVENUE BREAKDOWN – 1Q19



NET DEBT/EBITDA LTM



Adjusted Net Result and Cash Flow

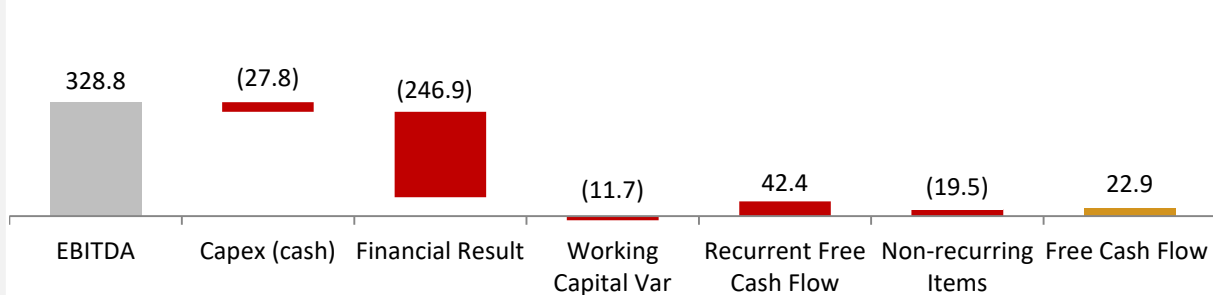
ADJUSTED NET RESULT (R\$ MILLION)

R\$ Million	1Q19
Net (Loss) Result	-31.4
FX Variation (non cash)	45.3
Monetary Correction	-20.5
FX Hedge	9,2
Non-recurring Items	19.5
Adjusted Net Result	22.1

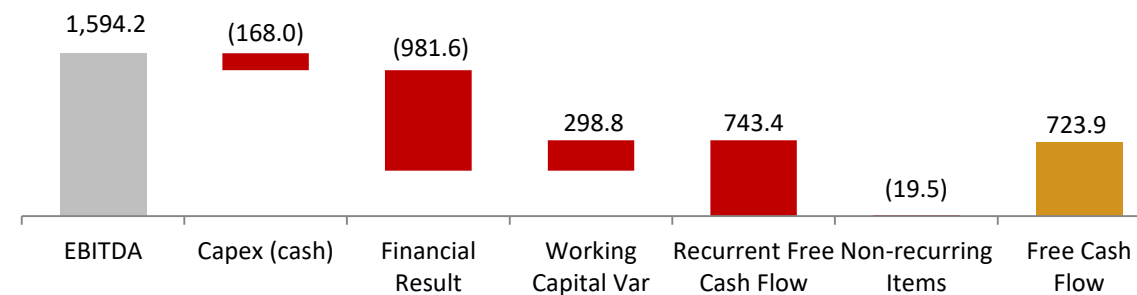
OPERATING CASH FLOW (R\$ MILLION)

R\$ Million	1Q19
Net (Loss) Result	-31.4
(+) Net result adjustments	282.4
(+) Changes in working capital requirements	-11.7
Operating cash flow	239.3

FREE CASH FLOW 1Q19 (R\$ MILLION)



FREE CASH FLOW LTM1Q19 (R\$ MILLION)

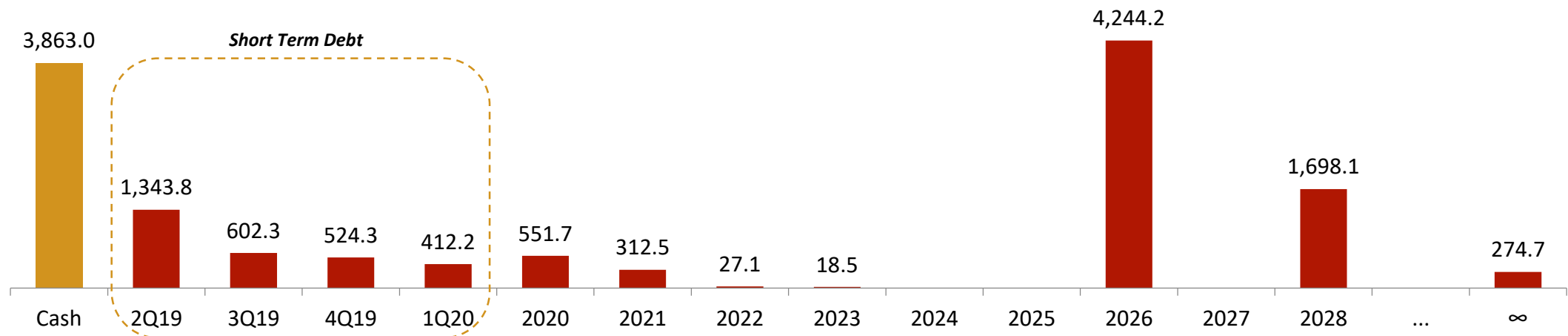


Capital Structure

HIGHLIGHTS

- Net Debt/LTM Adjusted EBITDA ratio: 3.8x
- Cash Position: R\$3.9 billion
- At the end of March approximately 76% of total debt was exposed to the dollar variation
- Debt Duration: 5.0 years

DEBT AMORTIZATION SCHEDULE (R\$ MILLION) – MAR/19



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