# minerva foods

**2Q22 Corporate Presentation** 



## **PURPOSE**

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Commitment to the sustainable future of the planet's food supply

## **OUR VALUES**



**ORIENTATION** 

















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**SECTOR OVERVIEW** 

**THE COMPANY** 

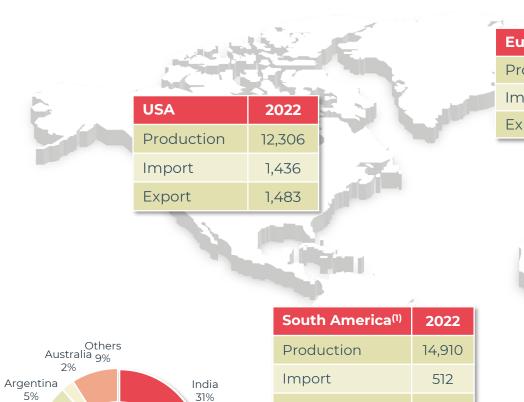
**OPERATING AND FINANCIAL HIGHLIGHTS** 

**APPENDIX** 

## **Global Beef Market**



('OOO tons carcass weight equivalent)



European Union	2022
Production	6,830
Import	340
Export	700

Russia	2022
Production	1,370
Import	300
Export	50

2022
4,250
0
1,600

Á	sia <sup>(2)</sup>	2022		
Р	roduction	7,822		
Ir	nport	5,240		
E	xport	42		

Oceania <sup>(3)</sup>	2022
Production	2,774
Import	32
Export	2,036

Source: USDA
Production:

Export

- (1) South America: Argentina (3,020), Brazil (9,700), Chile (235), Colombia (770), Paraguay (570), Uruguay (615),
- (2) Asia: China (7,000), Japan (485), Hong Kong (4), Taiwan (8), South Korea (325) (3) Oceania: Australia ((2,070) and New Zealand (704)

4,360

China

EU

USA

**Global Herd** 

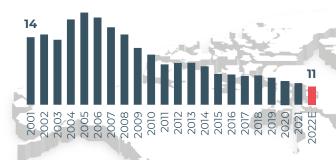
Brazil

26%

# Herd Size of Relevant Players Around the World



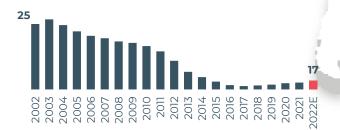




**UNITED STATES (2002-2022: -5.0%)** 



MEXICO (2002-2022: -31.9%)

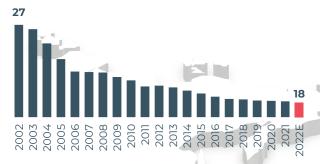


Source: USDA E: Estimated Numbers in mm heads





#### **RUSSIA (2002-2022: -35.0%)**



#### CHINA (2001-2021: -17.4%)



#### AUSTRALIA (2002-2022: -14.1%)

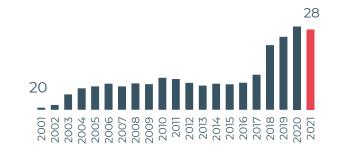


# Herd Size of Relevant Players in South America

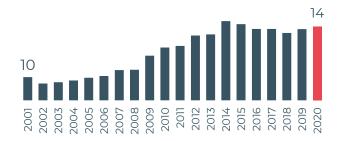




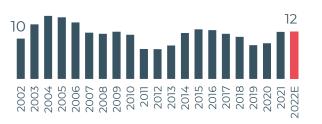
#### COLOMBIA (2001-2021: 38.4%)



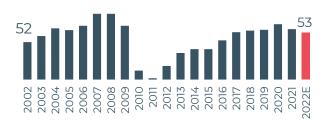
#### PARAGUAY (2001-2020: 41.6%)



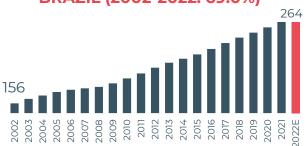
#### **URUGUAY (2002-2022: -0.2%)**



#### **ARGENTINA (2002-2022: 2.3%)**



#### BRAZIL (2002-2022: 69.0%)



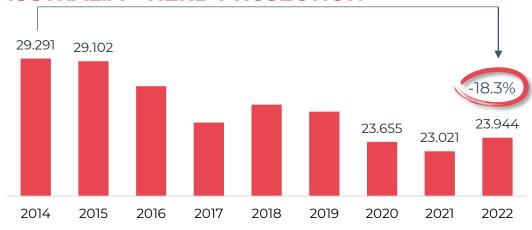
Global Supply



#### **AUSTRALIA**

- Meat & Livestock Australia (MLA) Projections
  - The herd remains at historically low levels
  - Relevant drop in slaughter and production levels
    - Slaughter | 2022E x 2019: 28%
    - Production | 2022E x 2019: 18%
  - Exports: 15% drop vs 2016
    - 2022E x 2021: Expected steady export

#### **AUSTRALIA – HERD PROJECTION**



#### **UNITED STATES – BEEF MEAT MARKET**

- Reversal of the American bovine cycle:
  - Less availability of animals
  - USDA projects ~10% drop (2022/23E) in domestic production
  - Reduction of the export surplus
  - Increase in the cost of animal protein production:
    - Additional impact of grain prices (confinement)
    - Food Inflation
- Increasing competitiveness of South American beef:
  - Greater access to the North American market
  - Maximize market share in the global beef protein market

('000 cwe <sup>(1)</sup> )	2018	2019	2020	2021	2022E
Production	12,256	12,384	12,381	12,730	12,627
Import	1,360	1,387	1,513	1,518	1,560
Export	1,434	1,373	1,331	1,564	1,497
Net	74	-14	-182	46	-63

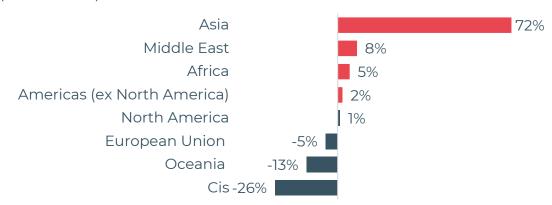
Sources: Meat & Livestock Australia and USDA | (1) cwe = tons of carcass weight equivalent

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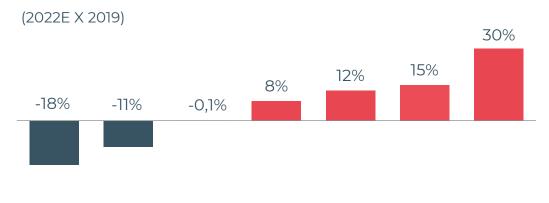
World Demand

#### **BEEF CONSUMPTION GROWTH**

(2020 X 2000)



#### **BEEF EXPORTS VOLUME**



States

Uruguay

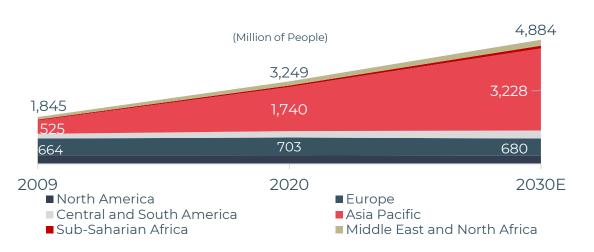
Brazil

Paraguay

#### **BEEF IMPORTS**



#### MIDDLE CLASS – GLOBAL EVOLUTION

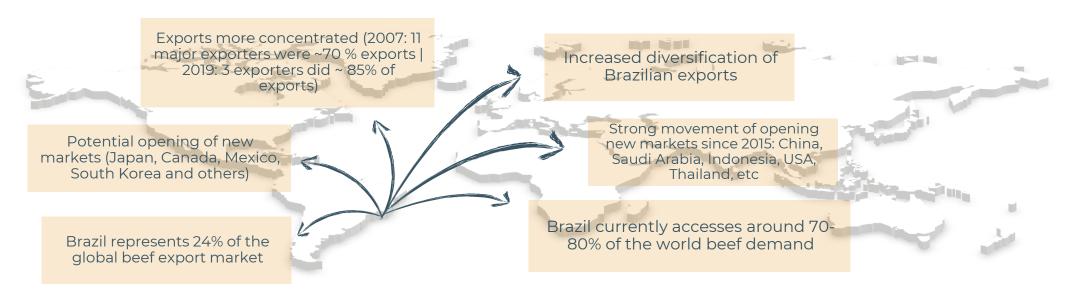


Australia Argentina European United

Union

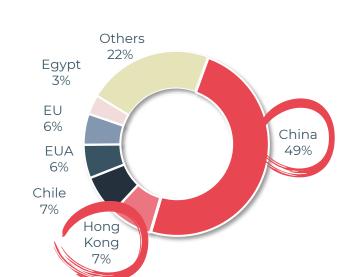
# **Brazil: Exports**





#### **BEEF EXPORTS VOLUME**





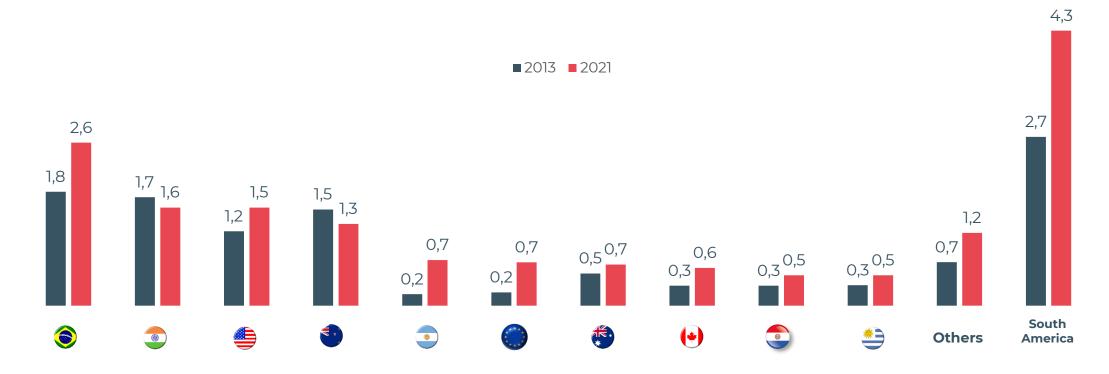
2021: US\$ 8.0 billion

Global Market Exposure

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#### **WORLD BEEF EXPORTERS**

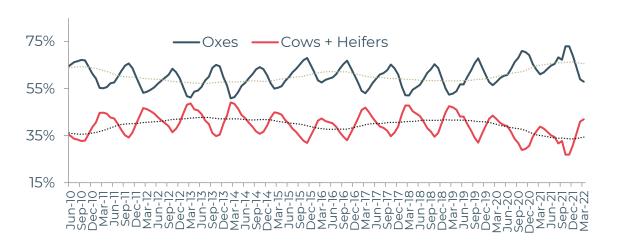
(MILLION TONS CARCASS WEIGHT EQUIVALENT)



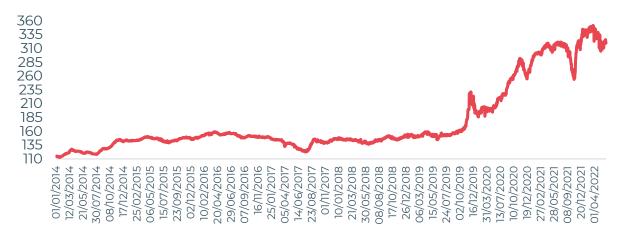
Brazil is among the countries with the most relevant growth in beef exports between 2013 and 2021, with potential to increase exports even more due to its recent accreditation to China and Indonesia

Brazil

#### **SLAUGHTER COMPOSITION**



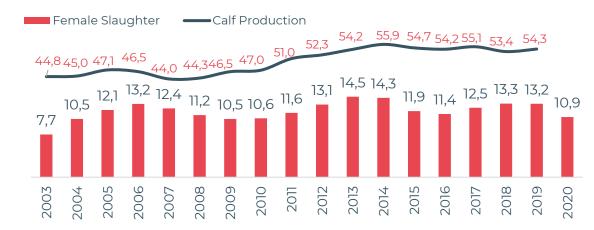
#### **AVERAGE CATTLE PRICE (R\$/@ - SP STATE)**



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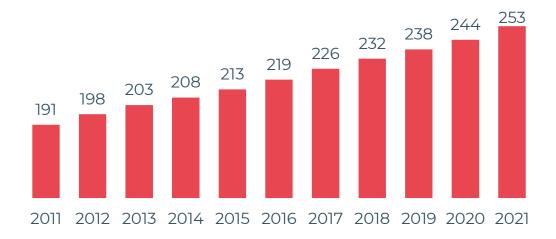
#### **CALF PRODUCTION AND FEMALE SLAUGHTER**

(MILLIONS HEADS)



#### **BRAZILIAN CATTLE HERD**

(MILLIONS HEADS)

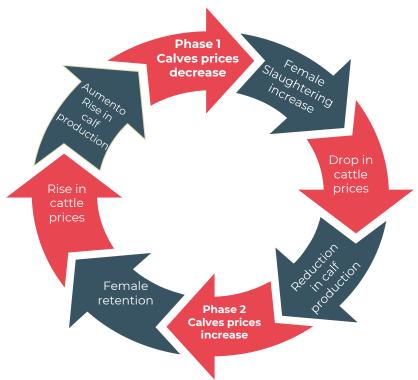


Brazil

#### **CATTLE CYCLE**

#### Phase 1: Female Slaughter

Decrease in breeding profitability results in an increase in the supply of females for slaughter, creating a market imbalance

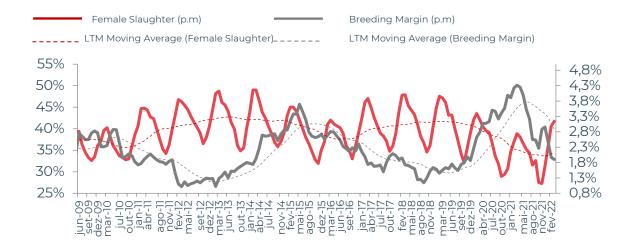


Phase 2: Female Retention

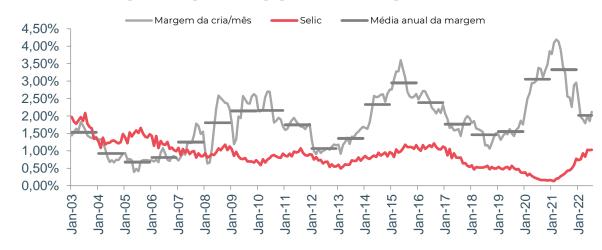
Reduction in females results in decreased calf production and reduced cattle supply in the near future

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#### **BREEDING MARGIN X FEMALE SLAUGHTER**



#### **BREEDING MARGIN X LOCAL INTEREST RATE**



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South America

#### FRESH BEEF EXPORTS & SHARE

('000 CWT(1) AND '%')



#### **HIGHLIGHTS**



Share increase in total exports



Better numbers of cattle herd growth



Higher volume and export revenue growth



Regional capacity to supply increase in global demand

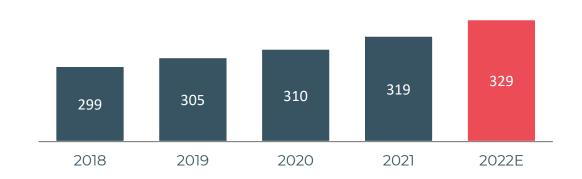


Gradual improvement of the cattle herd efficiency in the region

#### South America: ~40% of global fresh beef exports

#### **SOUTH AMERICAN CATTLE HERD**

(MILLIONS HEADS)



#### **OPENING TO NEW MARKETS**

Opening of Indonesia market



Opening of the United States to Argentina's beef



Opening of the Japanese market to Uruguayan producers



Reopening of the United States to Brazilian beef



Food inflation and competitiveness in South America



Greater competitiveness: opening new markets and gaining market share





Natural Advantage on Raising Cattle in South America

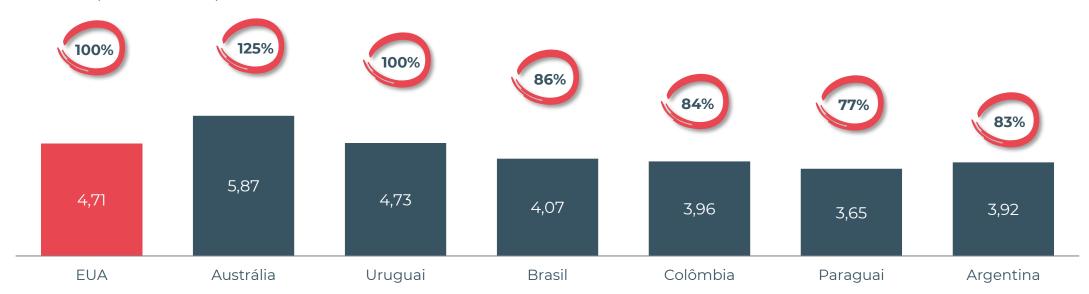
#### **KEY ASPECTS**

- More than 90% of the cattle is grass fed
- Competitive cost structure; lower dependence on grains; hormones prohibited
- Mild weather conditions and rich in natural resources (land, water, feedstock)

- Abundant labor force
- Reliable animal-health surveillance constantly being improved
- Sustainable production matrix

#### **AVG, CATTLE PRICE & DISCOUNT TO USA - USD/KG**

AVERAGE PRICE (JAN/21 – DEC/21)



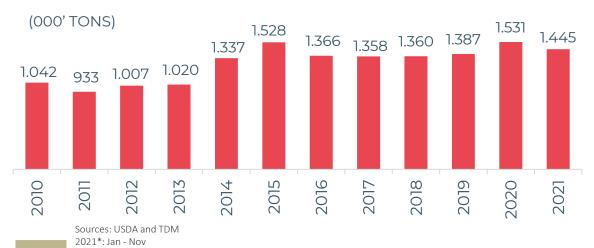
## **Beef Market in USA**



#### **HIGHLIGHTS**

- Export Beef prices
  - 15-20% premium compared to average emerging markets clients
- South America:
  - Opportunities to access new markets with similar sanitary conditions
  - Japan | South Korea
  - Australia weakness:
    - Australia correspond to 23% of USA beef imports
  - Trade War: to increase USA beef production costs (grains prices)
  - South America competitiveness on beef production

#### **BEEF IMPORTS**

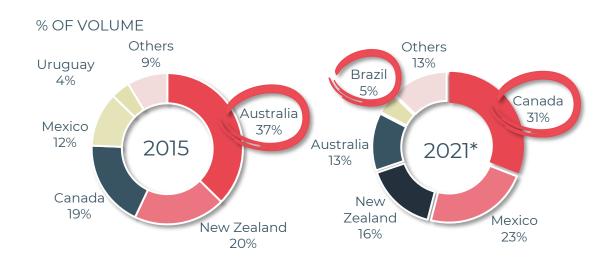


#### **BEEF CONSUMPTION**

(000' CWT)



#### **USA BEEF IMPORTS BREAKDOWN**



## **Beef Market in China**



Cultural and Market Conditions Should Increase Imports From One of The World's Largest Beef Market

#### **HIGHLIGHTS**

- Beef prices
  - +400% increase since 2000
  - Income growth + urbanization + western habits → major beef demand
- South America:
  - Uniquely positioned to benefit from growing demand
  - Capabilities to improve cattle herd and beef supply
  - Cost competitiveness on beef production
  - Trade relationship with China: no trade barriers
  - Strategic opportunity: foothold as long term beef supplier to China
- ASF: trigger to speed up beef demand and consumption

#### CHINA OFFERS OPPORTUNITY FOR BEEF PRODUCERS

Great acceptance of beef within the Chinese taste and culture

Low per capita consumption of beef

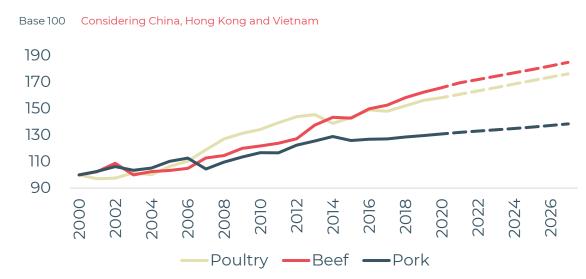
High and rising domestic meat prices

**Recent import licenses to new Brazilian plants** 

Shortage of pork meat in China due to Africa Swine Fever

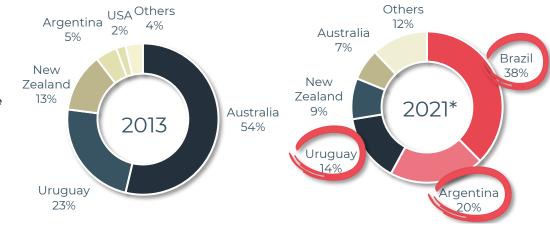
Change in Brazilian taxation on beef exports could improve margins for meatpackers

#### PER CAPITA CONSUMPTION GROWTH



#### **CHINESE BEEF IMPORTS**

% OF VOLUME



Positive Perspective to Increase Exposure to China

Source: TDM 2021\*: Jan - Nov

## **Beef Market in Indonesia**



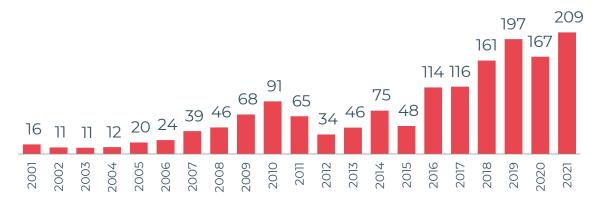
Few Brazilian Players have Access to Indonesia - A Market with the World's Largest Halal Demand

#### **INDONESIA HIGHLIGHTS**

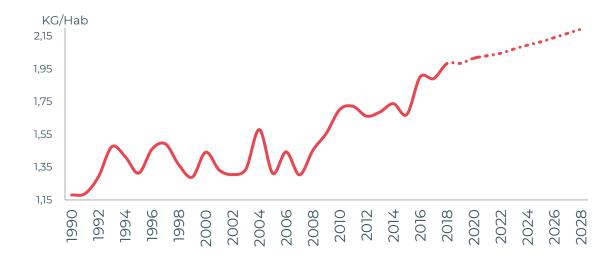
- With approximately 260 million inhabitants, Indonesia stands out as one of the largest Halal meat consuming markets in the world
- In 2019, Indonesia has authorized beef exports at least 25,000 tonnes of beef products from 10 Brazilian meat-packing plants, with 5 plants operated by Minerva Foods (capacity of 6,400 heads/day)
- Brazilian beef enters the country, in terms of quality and price, between Indian buffalo and Australian beef and poses a greater competitive threat

#### **BEEF IMPORTS GROWTH**

(000' TONS)

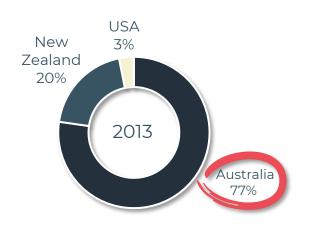


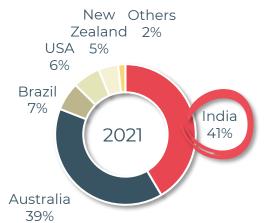
#### PER CAPITA CONSUMPTION GROWTH



#### **INDONESIAN BEEF IMPORTS**

% OF VOLUME





## **Beef Market in UK**

Opportunities BREXIT

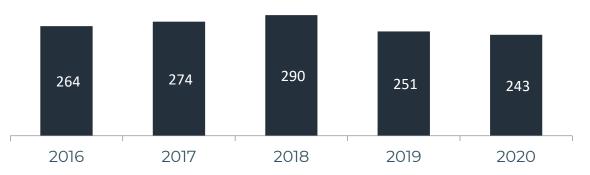
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#### **HIGHLIGHTS**

- Per Capita Consumption 2019: 18kg
- Approximately 95% of imports come from European Union
- Opportunity for new trade agreements between South American producers
- Around 250 mil ton imported per year
- Minerva access thought Brazilian Industry Division and Athena Foods

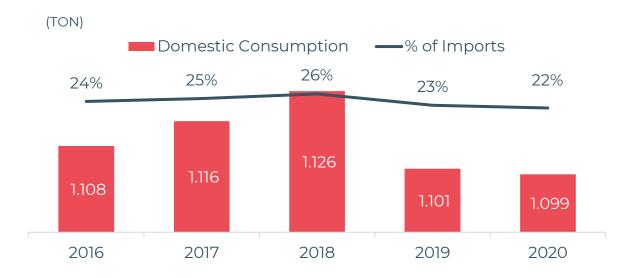
#### **BEEF IMPORTS VOLUME**

(000' TONS)



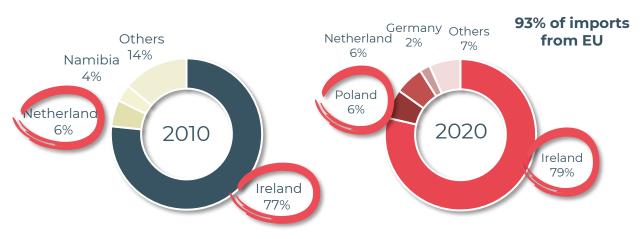
Sources: FAO | Trademap

#### **BEEF DOMESTIC CONSUMPTION & % OF IMPORTS**



#### **BREAKDOWN OF BEEF IMPORTS**

% OF VOLUME

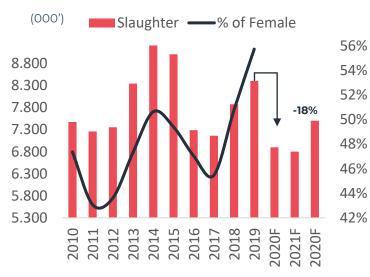


## **Australian Challenges**

Challenging climate and herd conditions have reduced the competitiveness to serve the Asian market



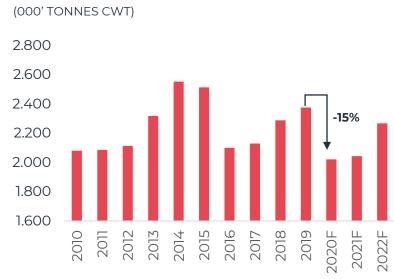
#### **TOTAL & FEMALE SLAUGHTER**



#### **CATTLE PRICE**



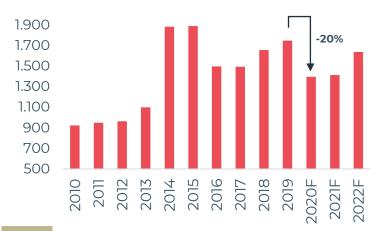
**BEEF PRODUCTION** 



#### **BEEF EXPORTS BREAKDOWN**

#### **BEEF EXPORT**

(000' TONS)







#### **HIGHLIGHTS & OPPORTUNITIES**

- Cattle herd on the lowest level since 2001;
- Long-lasting climate problems;
- 2020 bushfires may impact 400k heads;
- Increase on female slaughter also curbing future herd recomposition;
- Opportunity for South American players to improve market share on traditional Australian clients,



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**SECTOR OVERVIEW** 

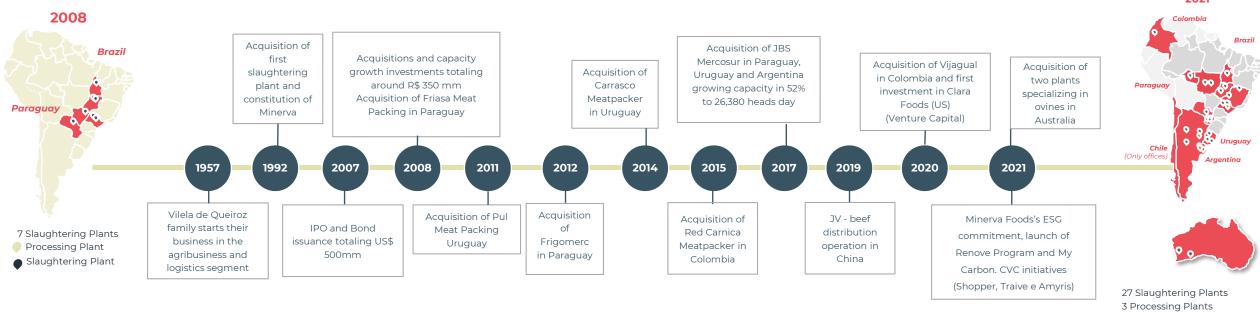
**THE COMPANY** 

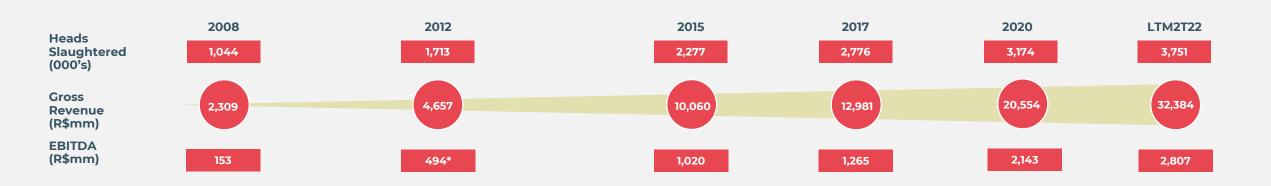
**OPERATING AND FINANCIAL HIGHLIGHTS** 

**APPENDIX** 

## Minerva's Consistent Growth Throughout The Years



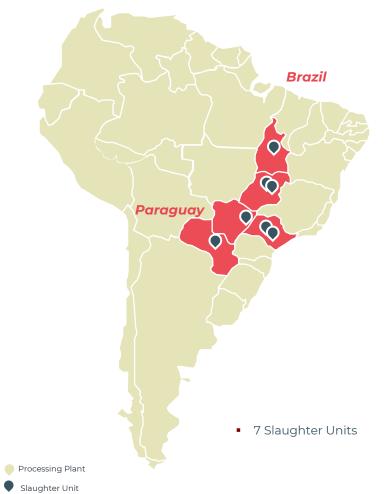




## **Consistent Growth**



2008 2012 2015

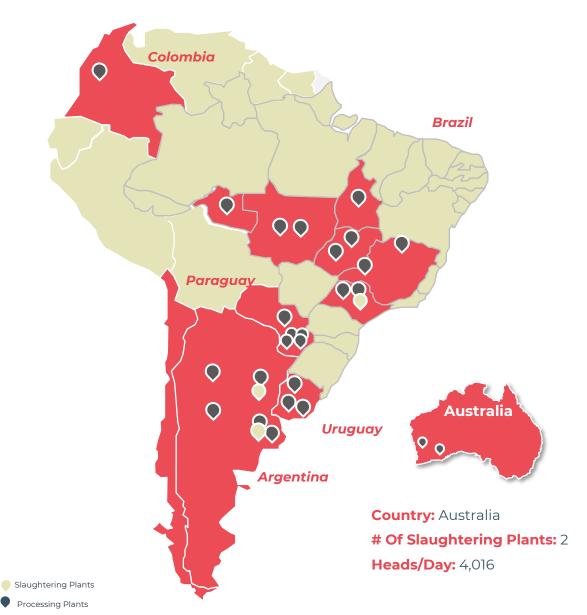




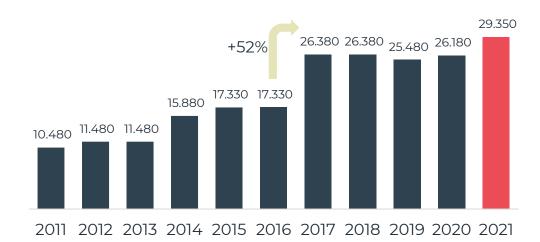


## **Current Geographical Diversification Across South America**





#### **SLAUGHTERING CAPACITY GROWTH**



	# OF SLAUGHTERING PLANTS	HEADS/DAY	% OF TOTAL
Brazil	10	12,047	41,1%
Paraguay	5	8,025	27,3%
Argentina	5	5,228	17,8%
Uruguay	3	2,500	8,5%
Colombia	2	1,550	5,3%
Total	25	29,350	100,0%
Australia <sup>(1)</sup>	2	4.016	-

# **Gross Revenues Breakdown – 2Q22**





OTHERS (1)

R\$ 467.9 million

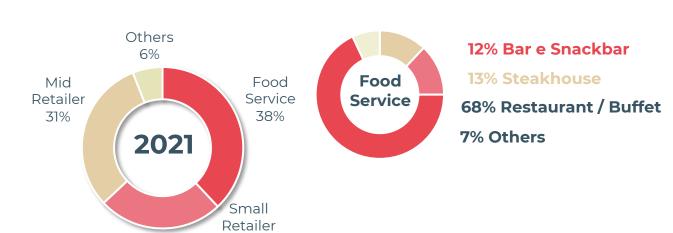
## **Domestic Market**

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#### **HIGHLIGHTS**

- Growth in the food service segment
  - Increase of the number of food service clients
- Gain of market share and profitability
- Growth in premium brands
- Growth in niche markets

#### **CHANNELS / TYPE**



25%



#### **GROWTH OF SALES CHANNELS**



# **Sales: Exports Market**

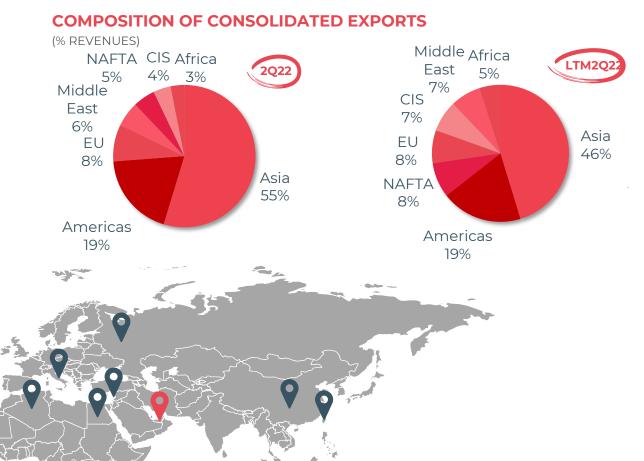
Focus on Emerging Countries

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#### **HIGHLIGHTS**

- Primary focus: emerging markets (more than 100 countries)
- Niche markets: organic beef for the USA and Europe
- Special cuts (including kosher and halal) for the Middle East, Russia and Other Markets
- 13 international offices (Americas, Europe, Middle East, Africa, Oceania and Asia)

Sales through 3 distinct channels: Industry | Food Service | Retail





2 Internacional Tradings



Headquarters of International Offices



1 Internacional Offices

# Solid Share of Exports Within Geographic Footprint





South America corresponds to ~40% of global fresh beef exports

✓ Largest Exporter in South America✓ ~20% of Market Share

# Minerva's Increasing Access to International Market



#### MINERVA'S FOOTPRINT TRACK RECORD

2003







































With current footprint, Minerva manages to access almost every markets













Main Be	Minerva's Current Penetration					
Country	% of Global Beef Import <sup>(1)</sup>	BR	PY	UY	AR	СО
China	31,64%	✓		✓	✓	
USA	15,67%	✓		✓	✓	
Japan	8,29%			✓		
European Union + UK	7,23%	✓	✓	✓	✓	
South Korea	5,98%			✓		
Chile	4,52%	✓	✓	✓	✓	✓
Hong Kong	3,52%		✓	✓	✓	
Egypt	2,76%	✓	✓	✓		✓
Malasia	2,31%	✓				
Philippines	2,31%	✓			✓	
Canada	2,21%	✓		✓	✓	
Taiwan	1,86%		✓			
Mexico	1,81%			✓		
Saudi Arabia	1,61%	✓	✓	✓	✓	✓
Russia	1,61%	✓	✓	✓	✓	✓
Others	6,67%					
Total	100,00%					

# **Exposure to Asian Market**

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#### **Access to Indonesia**



- In 2019, Indonesia has authorized beef exports from 10 Brazilian meatpacking plants,, with 5 plants operated by Minerva Foods (capacity of 7,398 cabecas/dia)
- Indonesia imported approximately 150,000 tons of beef in 2018, with Australia accounting for around 40% of that volume.
- Brazilian beef centers the country, in terms of quality and price, between Indian buffalo and Australian beef and poses a greater competitive threat.

#### **Access to China**



 Minerva's total exposure grew by 54% in capacity (+3,5 thousand heads/day)

#### 3 slaughter units

4,819 heads/day

Brazil

- Barretos (SP): 1,309
- Palmeiras de Goiás (GO): 1,760
- Rolim de Moura (RO): 1,750

#### % OF COMPANY'S TOTAL CAPACITY (1)

■ Brasil ■ Argentina ■ Uruguai

8,5%





**Argentina** 

1 slaughter unit

2,498 heads/day Rosario: 2.498

3 slaughter units

**Uruguay** 

# **Joint Ventures Opportunities**

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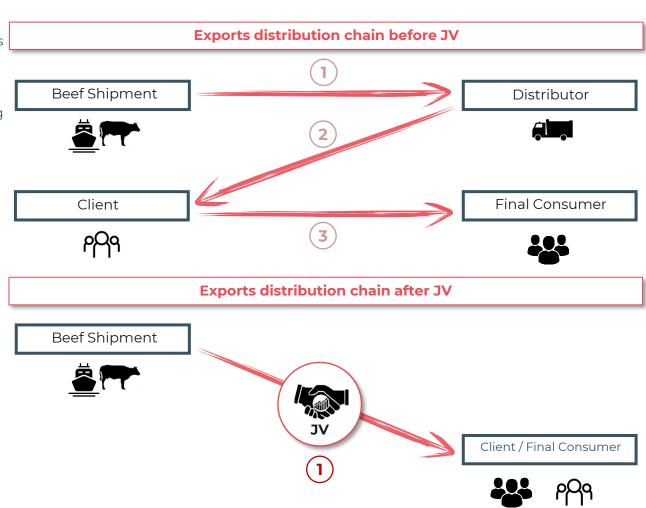
Potential to Unlock Other Opportunities with Infrastructure and Acquired Know-How

#### **ADVANTAGES**

- Strategic Partnership: to access new distribution channels and clients (industry, food service, retail, etc)
- To grow capillarity and expand footprint in strategic markets, moving forward on beef value chain
- 3 Improve our **market intelligence** and customer behavior knowledge
- 4 Branding opportunities in the future



#### **EFFICIENT DISTRIBUTION CHANNEL**



## **Innovation Area**

#### Minerva Foods



#### **ADVANCED ANALYTICS**

Responsible for developing and management of advanced analytics tools, to support our decision making process (applying A.I. to our proprietary Data Lake):









Pricing

Choice Meeting

Credit

#### **E-commerce and Marketplace**













#### **Strategic Guidelines**

To analyze Minerva's value chain, particularly to its gaps, where we can find more opportunities, aiming to solve problems, change processes and unlocking value!

Increase productivity in a sustainable manner, minimizing the environmental, economics and social impacts.







**Argentina** 



**Paraguay** 







Colombia

## **Innovation Area**

#### Minerva Foods



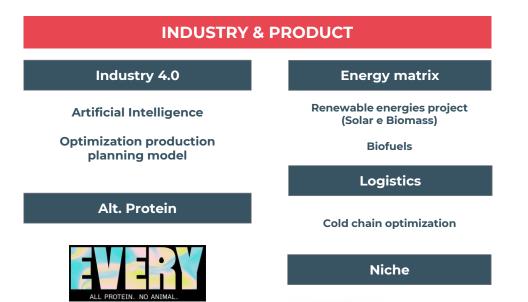
#### **Venture Capital**

Vehicle to invest in startups with innovation skills related to the Minerva value chain, such as: alternative proteins, ingredients, logistics, livestock, agritech and food retail – in order to seek long term synergies and leverage on our capabilities;

Up to USD 30 mm to be invested in up to 10 companies (individual tickets from US\$ 1million to US\$ 5 million

Clara Foods, Shopper, Amyris and Traive





# E-commerce Pricing Long Term Pricing e others innovative tools for pricing Pricing predictive model Seller's Option (arbitrage)



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**SECTOR OVERVIEW** 

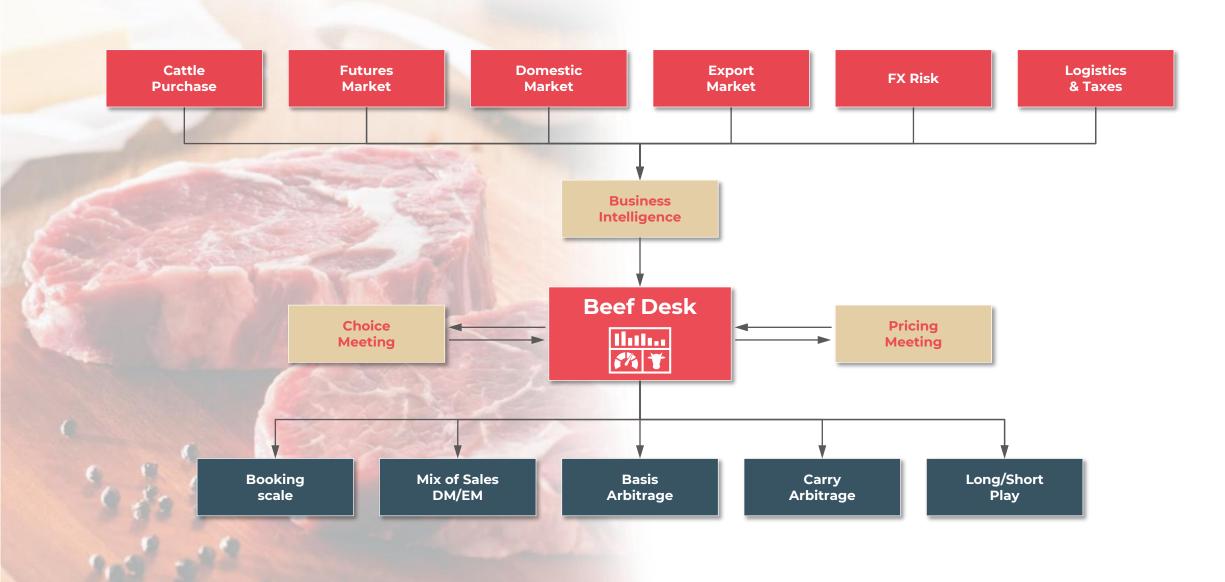
**THE COMPANY** 

**OPERATING AND FINANCIAL HIGHLIGHTS** 

**APPENDIX** 

# **Risk Management Differentiated Strategy**





## **Operating and Financial Results**

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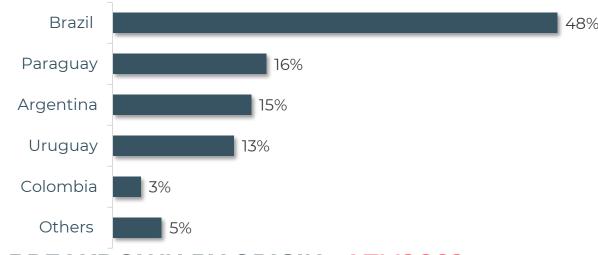
45%

#### **GROSS REVENUE BREAKDOWN - QUARTERLY**

## **BREAKDOWN BY ORIGIN - QUARTERLY**







#### **GROSS REVENUE BREAKDOWN-LTM2Q22**

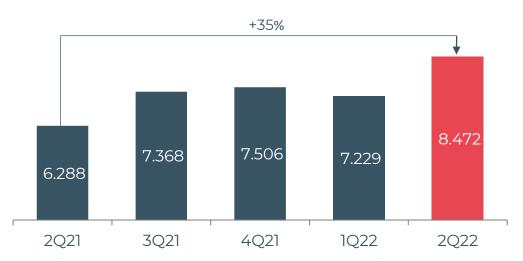
### **BREAKDOWN BY ORIGIN – LTM2Q22**



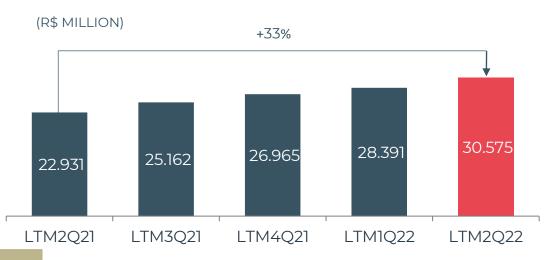
## **Operating and Financial Results**

#### **NET REVENUE - QUARTERLY**

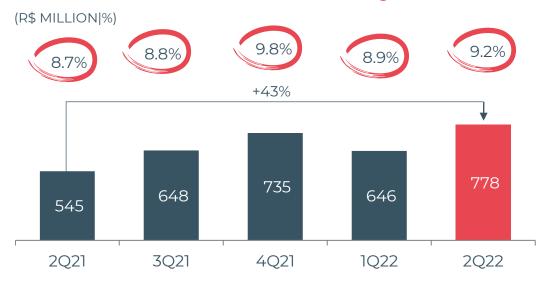
(R\$ MILLION)



#### **NET REVENUE - YEARLY**

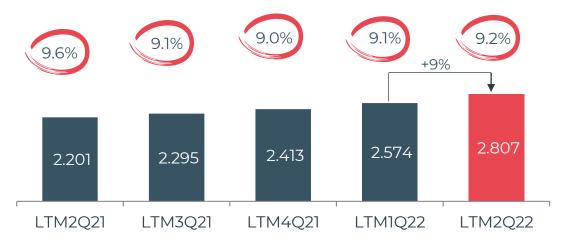


#### **EBITDA & EBITDA MARGIN - QUARTERLY**



#### **EBITDA & EBITDA MARGIN - YEARLY**

(R\$ MILLION|%)



# **Financial Leverage**

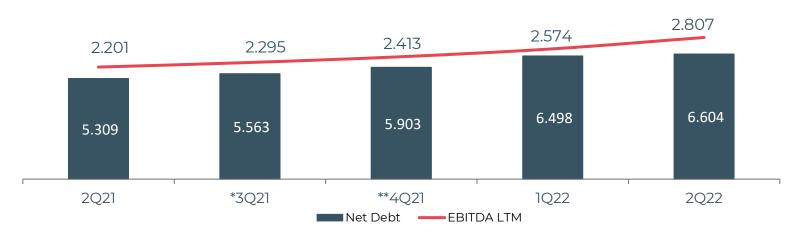
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6,603.6

2,807.4

## **NET DEBT AND EBITDA LTM**

(R\$ MILLION)





# LEVERAGE (X)

(NET DEBT/EBITDA LTM)



Net Debt

Net Debt / EBITDA LTM 2.3x

EBITDA LTM

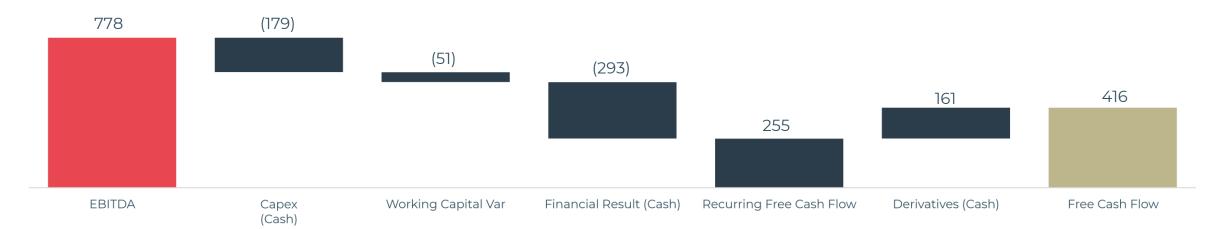
<sup>\*</sup> Adjusted by VDQ warrants conversion

<sup>\*\*</sup> Adjusted by early dividends (R\$200 million – Nov/21)



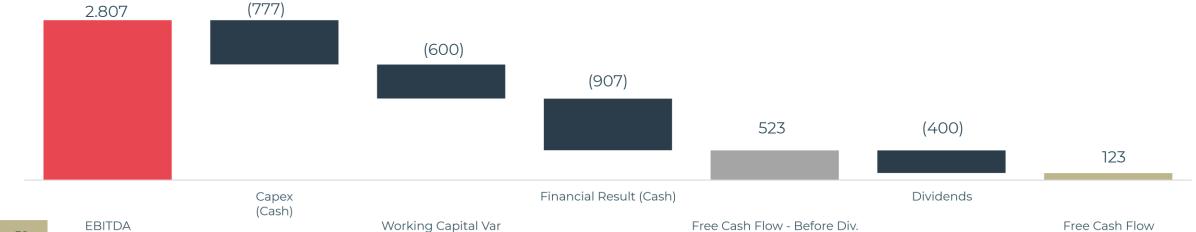
## FREE CASH FLOW 2Q22

(R\$ MILLION)



## FREE CASH FLOW LTM2Q22

(R\$ MILLION)



# **Capital Structure**

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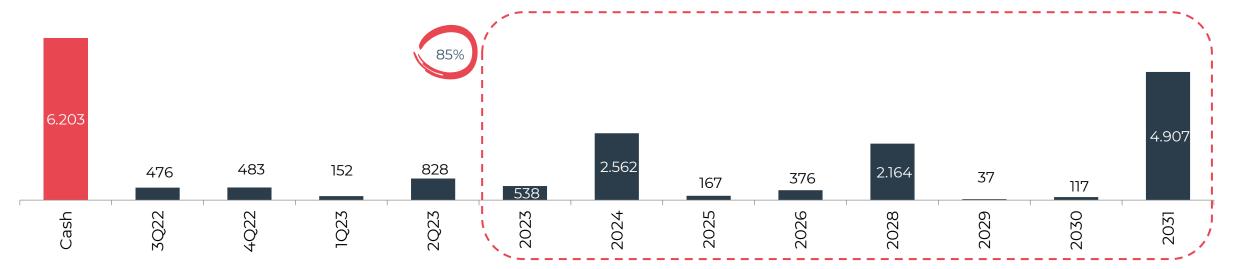
## **HIGHLIGHTS**

- © Leverage measured by Net Debt/EBITDA LTM ratio: 2.3x
- Cash Position: R\$ 6.2 billion
- **Debt Duration:** ~5.2 year
- At the end of June, approximately 68% of total debt was FX indexed
  - According to the Company's hedging policy, at least 40% of long-term FX exposure is hedged

## **Q**Liability Management

- OBonds buyback & cancellation in 2022:
  - ©2028: USD 102.2 million
  - 2030: USD 98.1 million
- ©CRA issue R\$ 1.5 billion (july/22)
  - ©113.5% CDI
  - **Q**7 Years

## **DEBT AMORTIZATION SCHEDULE**





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**SECTOR OVERVIEW** 

**THE COMPANY** 

**OPERATING AND FINANCIAL HIGHLIGHTS** 

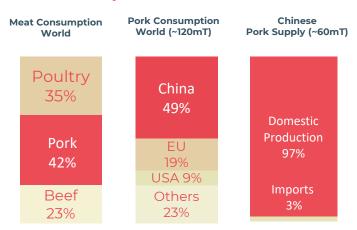
**APPENDIX** 

# **African Swine Fever**

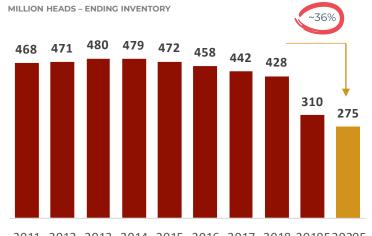
Disruption on Global Protein Market

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### **SUPPLY / DEMAND - PROTEIN**

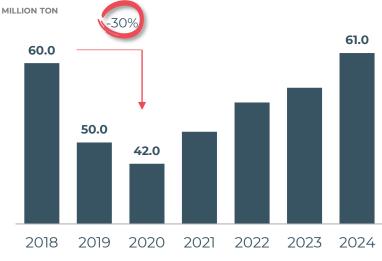


#### **SWINE HERD EVOLUTION - CHINA**

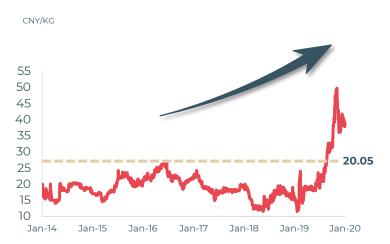


2011 2012 2013 2014 2015 2016 2017 2018 2019F2020F

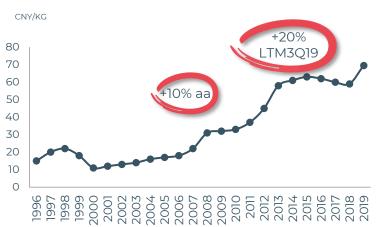
#### **SWINE MEAT PRODUCTION - CHINA**



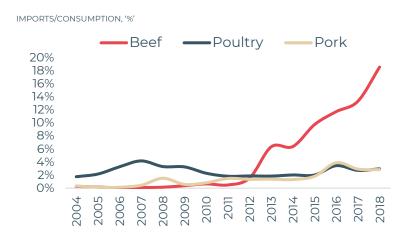
#### **PORK RETAIL PRICES - CHINA**



#### **BEEF RETAIL PRICES - CHINA**



#### **GROWTH OF IMPORTS - CHINA**



# **Opportunities**



### **CHINA DEMAND**

MIL TON

Chinese Beef Trade ('000 tons)	2020	2021	Jan – Apr 2022	% Chinese Imports 2021
Chinese Beef Imports	2,118	2.333	702	
Argentina	483	465	135	19,8%
<b>S</b> Brazil	848	858	208	35,1%
Uruguay	230	355	134	16,1%
Australia	253	163	55	7,2%
New Zeland	170	202	71	9,0%

#### **MAIN TAKEAWAYS**



Enabling new plants in South America for export to China



Opportunity to reduce customs barriers (quotas and tariffs)



Organic demand growth, + sanitary risks in Chinese animal protein production + more efficient cost matrix (pasture) in South America, -> expand opportunities in beef exports

# **Corporate Governance**

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### SHAREHOLDERS' STRUCTURE



Shares	
SALIC (UK)	185,536,600
VDQ Holdings S.A.	135,801,295
Treasury Shares	23,053,200
Free Float	262,892,312
Total	607,283,407

### **BOARD OF DIRECTORS**

#### **New Composition of the Board of Directors:**

- 10 members:
  - 5 members appointed by VDQ
  - 3 members appointed by SALIC UK LIMITED
  - 20% independent members

# **Meatpacking Business Model**



**Buying Transforming Selling** minerva foods Domestic Cattle Spot Market market **Acquisition 32**% Cattle ~5 days market **Purchase Team Shipment** Corral \$\$ **Cattle** 1 day 1 day **Export Deboning and** Slaughtering Market **Cattle Suppliers** packaging Spot **68**% market Up to 60 days • Over 25k suppliers in Brazil • 100% third party suppliers Fast and standardized process Supplier base not concentrated Sales made in the spot market Promotes quality and reduces operational Experienced cattle purchase team risks

• All purchases made in the spot market

# Commitment to Sustainability

We combine profitability and sustainability by recognizing their interdependence. We are committed to combating climate change and illegal deforestation, guided by science and in partnership with leading research institutions in South America.

2025 2030 2035

#### **Carbon neutral Next steps** Scale Expansion of geographic monitoring of the Monitoring program properties of direct suppliers to all countries of Zero illegal operation in South America by 2030: for properties of deforestation across Paraguay by Dec/2021 (completed); indirect suppliers in South America's · Colombia by 2023; all countries of supply chain · Uruquay by 2025; and operation. · Argentina by 2030. Support the Integrate 50% of restoration of native cattle suppliers into Monitoring program for properties of indirect vegetation in line with suppliers in the Amazon in 2021 (completed). the low-carbon the United Nations Decade of Ecosystem program, Renove. Restoration **Net Zero emissions** Investment in Ranch carbon balance with preliminary results in technologies to Reduction of 2021: increase the · Studies conducted within the Renove Program emission intensity by efficiency of in partnership with renowned research 30% (Scopes 1 and 2) wastewater institutions in South America (completed). treatment

# Supply chain monitoring



## **Environmental Compliance**

Zero illegal deforestation (all biomes);

No environmental embargoes; and

No overlapping into protected areas.

#### **Labor Compliance**

Must not appear on the 'Black List of Slave Labor' of the Ministry of Labor.

#### Land title Regularity

Present the Rural Environmental Cadastre (CAR, in portuguese) and other documents that prove ownership of the land; and

Do not overlap indigenous and/or traditional community lands.

## More than 16,000 properties monitored



100%

# **Environmental Compliance**

Zero illegal deforestation (all biomes); and

No overlapping into protected areas.

#### **Labor Compliance**

Monitoring for media reports.

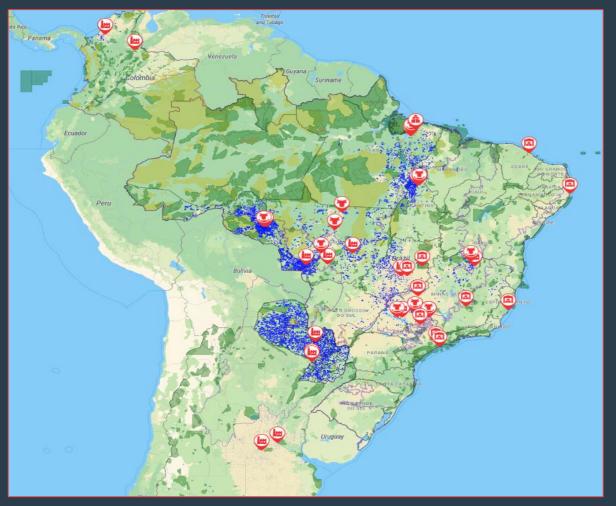
#### Land title Regularity

Do not overlap indigenous lands.

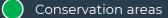
## More than 4,000 properties monitored

# Properties of direct suppliers

More than 27 million hectares monitored in Brazil and Paraguay









# Supply chain monitoring



#### **Environmental Compliance**

Zero illegal deforestation (all biomes); and

No overlapping into protected areas (exclusion areas where no exploitation is allowed).

#### **Labor Compliance**

Monitoring for media reports.

#### Land title Regularity

No overlapping on indigenous and/or traditional communities' lands (exclusion areas where no exploitation is allowed).

Target - 100% of purchases monitored by 2023

## More than 300 properties monitored



#### **Environmental** Compliance

Zero illegal deforestation (Gran Chaco); and

No overlapping of protected areas.

#### **Labor Compliance**

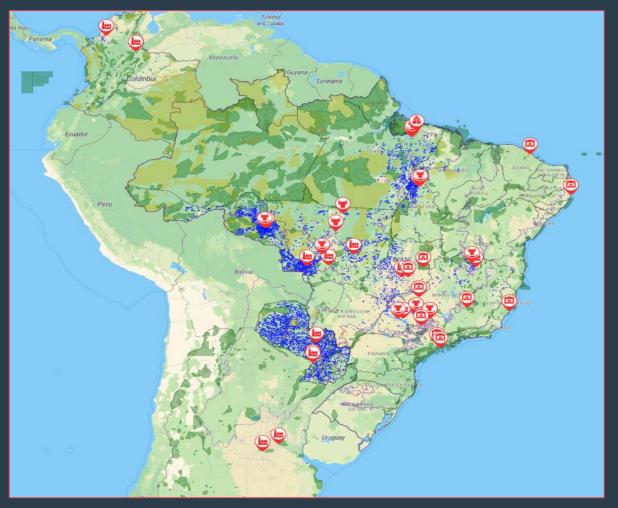
Monitoring for media reports.

Target - 100% of purchases monitored by 2030

More than 4,000 properties monitored

# Properties of direct suppliers

More than 3 million hectares monitored in Colombia and Argentina







# Combating illegal deforestation

100% of compliance regarding the Conduct

Adjustment Term (TAC) of Pará's cattle breeding, the best result among the big players.



Only audit under the supervision of the Federal Prosecutor's Office;



The authorities provide all data for third party verification; and



Publicly disclosed by Brazilian authority - credible results.

#### Access results at:

http://www.mpf.mp.br/pa/sala-de-imprensa/documentos/2021/apresentacao\_auditorias\_cadeia\_pecuaria\_pa\_07-10-2021.pdf/

# Results are the foundation of Minerva Foods



100% of compliance in the second third-party audit under the guidelines aligned with the International Finance Corporation (IFC) for purchases made in Paraguay.

# Supply chain monitoring



**Visipec** technology, based on public data, gives meatpackers greater visibility into their supply chains, so they can include indirect supplier properties in their systems for risk mapping.



## + than 99%

in accordance with the Good Practices defined by the GTFI of **direct suppliers verified in the Amazon** 



Ratio of **1.6 indirect suppliers** to each 1 direct supplier











# Properties of indirect suppliers



In partnership with Niceplanet Geotechnology, we launched the SMGeo Prospec application for rural producers all over Brazil, giving them the possibility to consult the compliance of their supply chain through socio-environmental analyses all over the country.

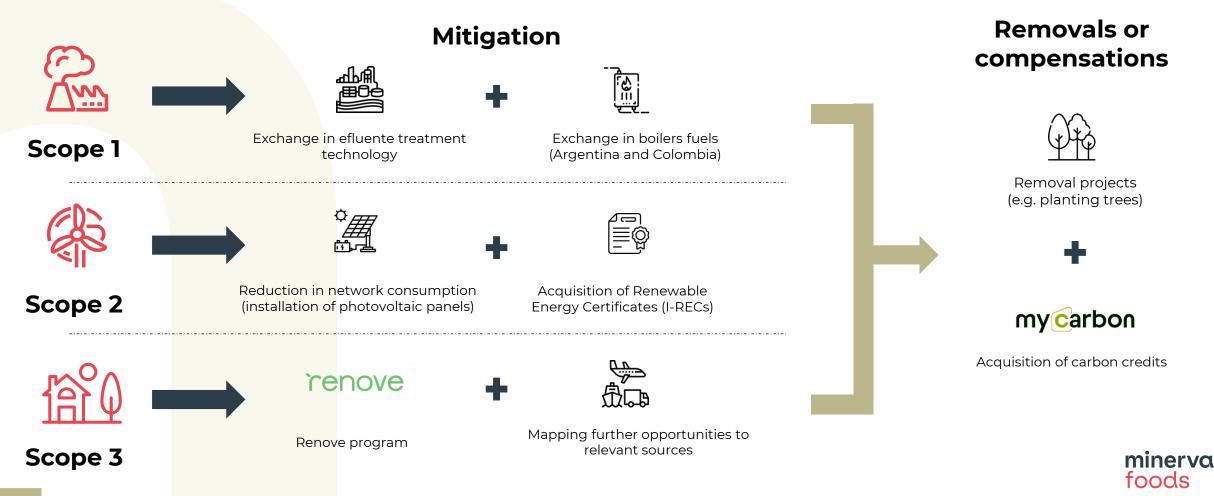
With this initiative that shows another Minerva pioneering spirit, we share with rural producers the same technology used to monitor their suppliers and map the risk for all our sales.

Watch the app release on our <u>YouTube</u> channel!



# Transition to a low carbon economy

In the process of decarbonizing the operations, the Company's efforts are directed at mitigating emissions, offsetting only those that cannot be eliminated.





Program to engage and collaborate with farmers in the implementation of low-carbon emission practices

# renove

- a. Access to payments for environmental services and voluntary carbon market
- b. Access to green credit
- c. Acess to new markets

Supporting sustainable livestock access to the carbon market





## Capacity building

Support in the implementation of low-carbon emission Technologies, combining profitability and sustainability

- partnerships
- a. Internationally recognized and credible scientific methodologies
- b. Scientific support
- c. Innovations and technology





MyCarbon will operate on three business fronts: credit development, credit acquisition and sales.

**Credit Development** 

Project development Renew Program



Acquisition of thirdparty certified projects With the aim of being the bigges<sup>.</sup> trader of carbon credits in Latin America

Sales

Transfer or retirement of carbon credits within accredited platforms (Verra, Gold Standard, etc.)
Tokenization and products.



# Prosperity of our people

Minerva Foods generates employment, income and social development for 36 local communities in South America, and works constantly to ensure the well-being of its more than 21 mil employess.



Support to communities: Minerva Foods works to include people with disabilities and support local communities, helping with training and conducting donation and volunteer campaigns.



Minerva Connection: Minerva Foods Internal and External Ombudsman Channel, available 24 hours a day, 7 days a week.



**Estar Bem Program:** Minerva Foods employees receive medical, nutritional and sports guidance, in addition to psychological and social support.

## Occupation health and safety

More than 52,000 safety talks

100% of its own and thirdparty employees covered by occupational health and safety management systems.

More than 11,000 vaccines tetravalent against influenza and H1N1 for employees.

99% of employees immunized with at least two doses of Covid-19 vaccine in Brazil and 97% in other countries.

**Zero deaths**we did not register
any fatalities in 2021
in all our operations.



minerva foods

# minerva foods

# **Investor Relations**

# Thank you

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