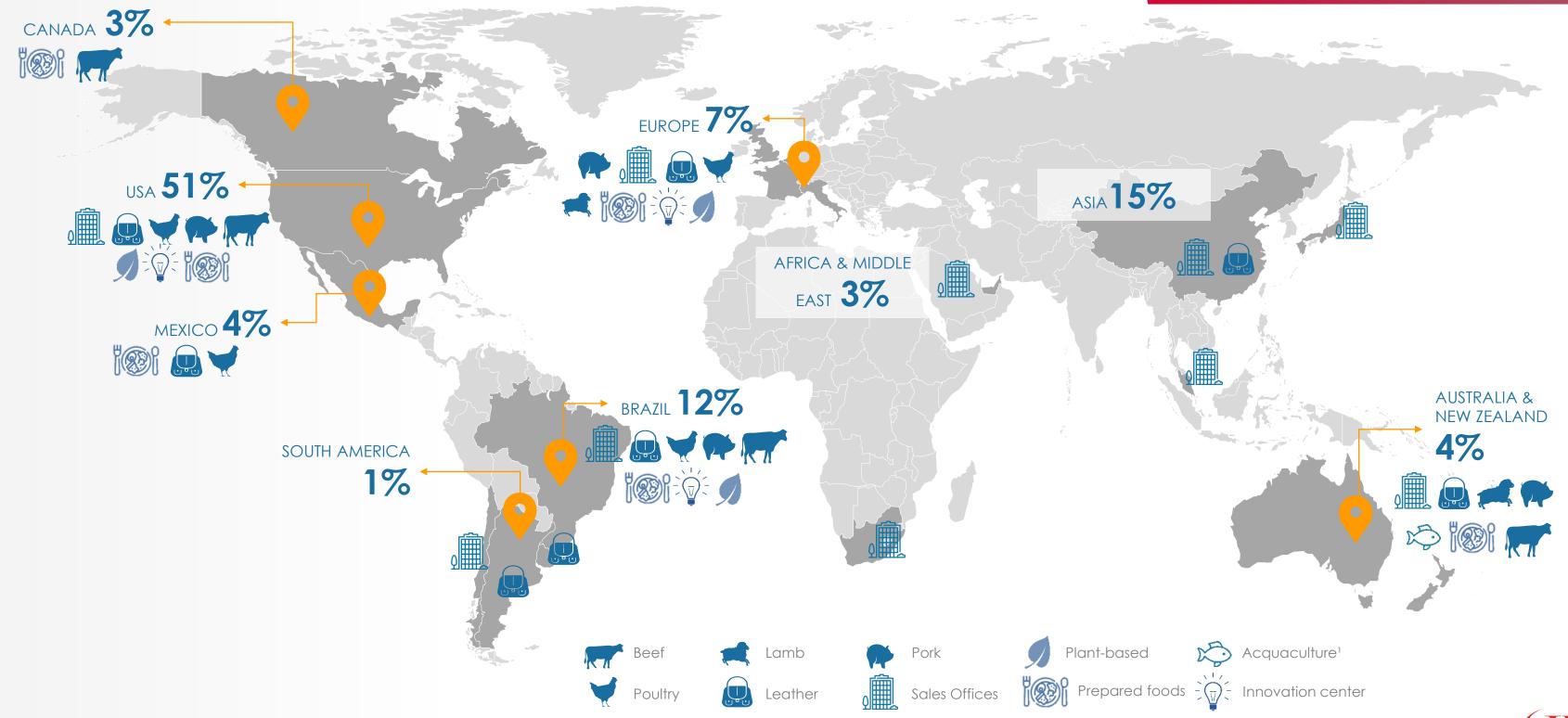
## INSTITUTIONAL PRESENTATION

Including 4Q21 and 2021 Results



## A Unique Global Platform



Note: Revenues originated in that region.

#### Present in over **20 countries** With over **500 facilities and offices**



## + 250k team members globally



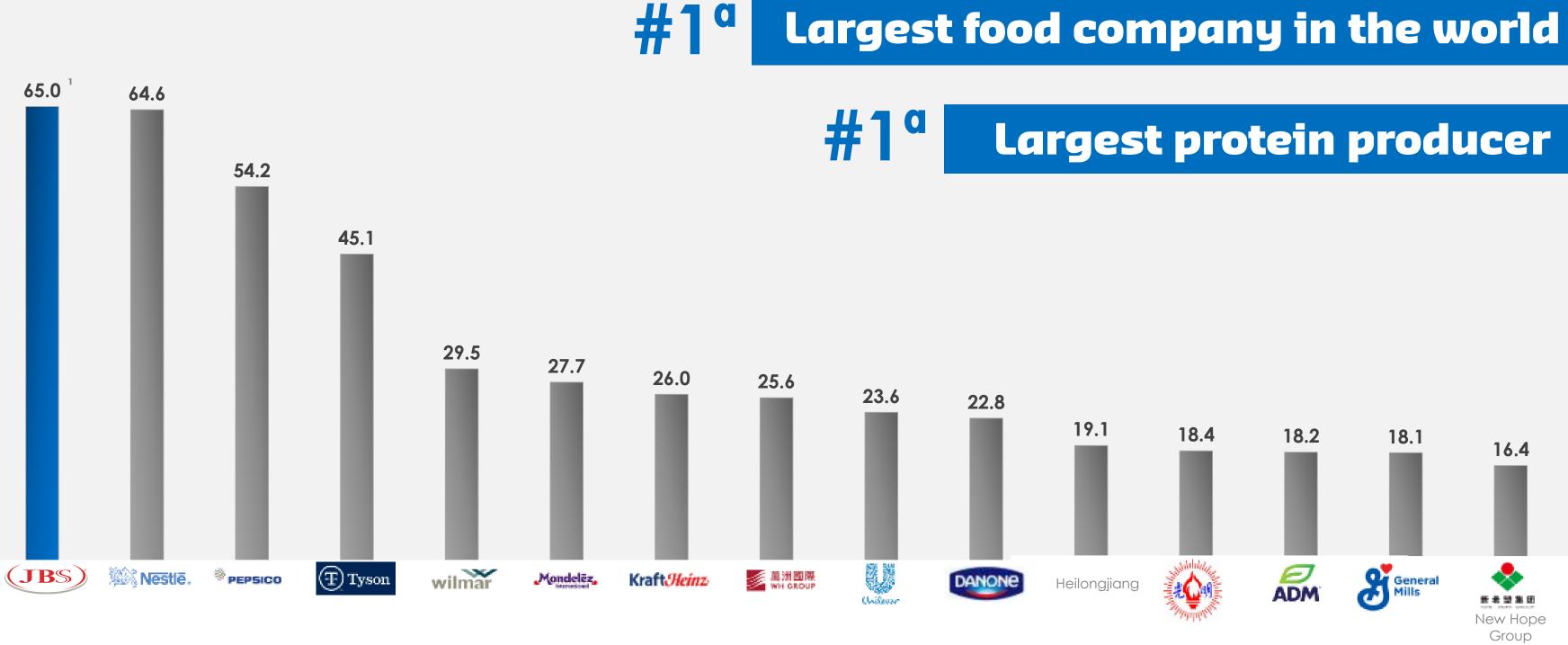
JBS Brazil was recognized as Brazil's largest employer for the 2nd consecutive time.

### 6.4k ←

Team members in Australia and New Zeland

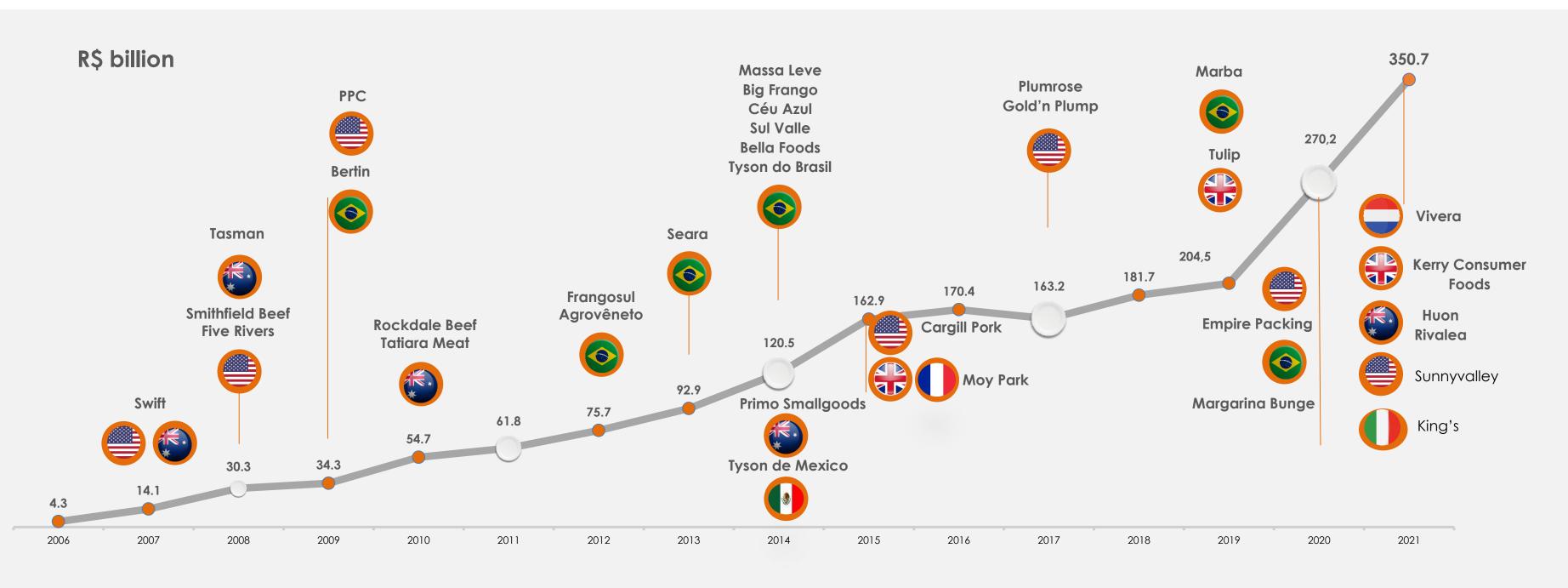


# Ranking GLOBAL



## A Successful Story OF GROWTH

#### Enhanced Scale in existing categories and geographies & Increased exposure and diversification in Value-added and Branded Portfolio

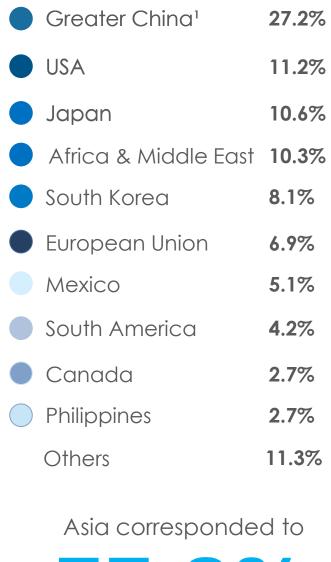




# Consolidated **Exports**

#### Export destinations of JBS during 2021





55.0% of total exports

+24.3% vs. 2020

## **Strong Global** Industry Fundamentals

#### (BEFORE COVID-19)



**Increasing global population**, rising wealth and urbanization



## Income growth

supporting protein consumption



## Shift in diet trends

Towards protein-based foods



Source: World Resources Institute, Dec 2018 (1) Compared to 2010

# **2005** + people in 2050

# Increase in protein consumption

## The Right People In The Right Places

Our leadership team has autonomy to decide, which gives them the ability to adapt, learn and quickly evolve



 $\diamond$ 

Gilberto Tomazoni Global CEO JBS S.A.

Guilherme Sérgio Cavalcanti Valente Global CFO Global CMO JBS S.A. JBS S.A.

 $\diamond$ 

 $\diamond$ 

Marcelo Noqueira Proença President Global **Operations** Compliance Director North America JBS S.A.

 $\diamond$ 

André

Wesley **Batista Filho** President Operations Latin America, Oceania and Plant Based

Gilberto João Campos President Xandó Seara President JBS Brasil

 $\diamond$ 

lvan Siqueira President Tulip



Brent

Eastwood

President

JBS Australia

José

Tambasco

President

Swift

David Colwell President JBS Canada



\*

Thomas Renato Costa Lopez President President Swift Prepared JBS Brasil Beef Foods

 $\diamond$ 

 $\diamond$ 

Guilherme Motta President JBS Leather









Fabio Sandri Global CEO PPC



Chris Kirke President Moy Park

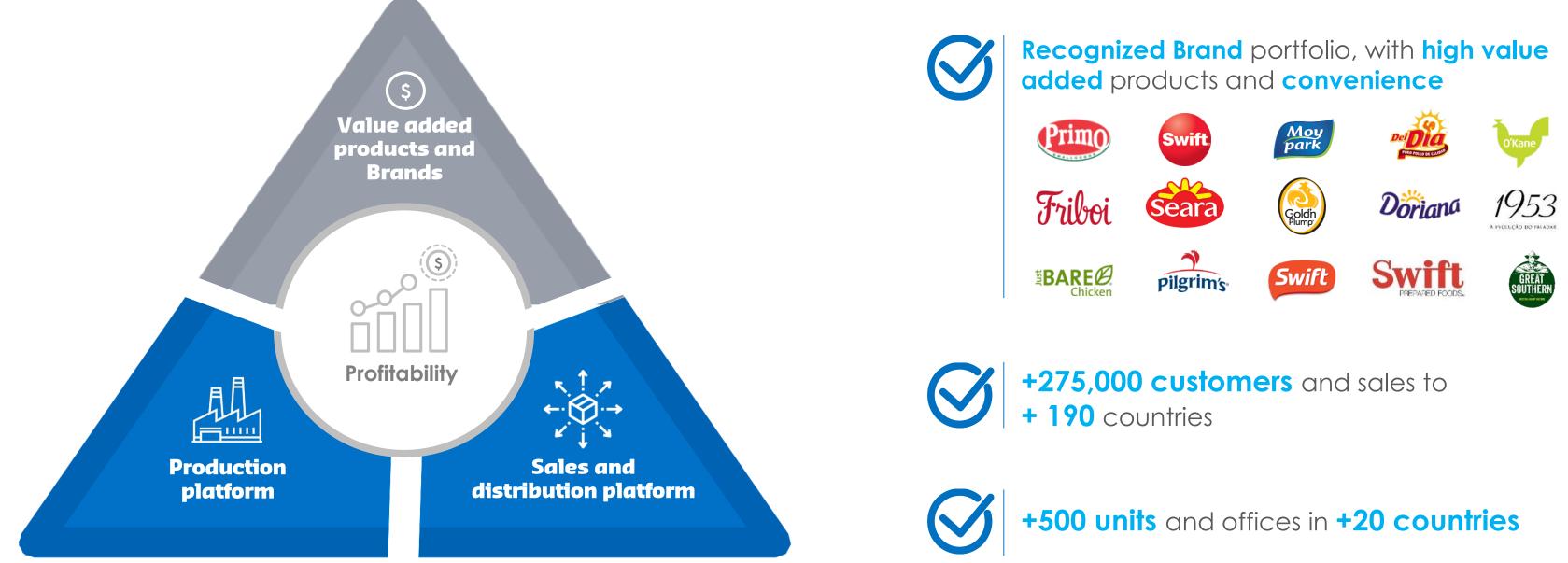


Charles Von Der Heyde President **PPC** Mexico



Global and diversified production and distribution platform

evolving towards value added products with brands



Operational Strategy





## Long Term Growth Strategy

Pursuing additional value-enhancing growth opportunities with financial discipline



## Enhance Scale in Existing Categories and Geographies

Capture significant synergies

Improve operational performance

#### Increase and Diversify Value Added and Brand Portfolio

Enhance growth and margin profile

Realize benefits of vertical integration



2







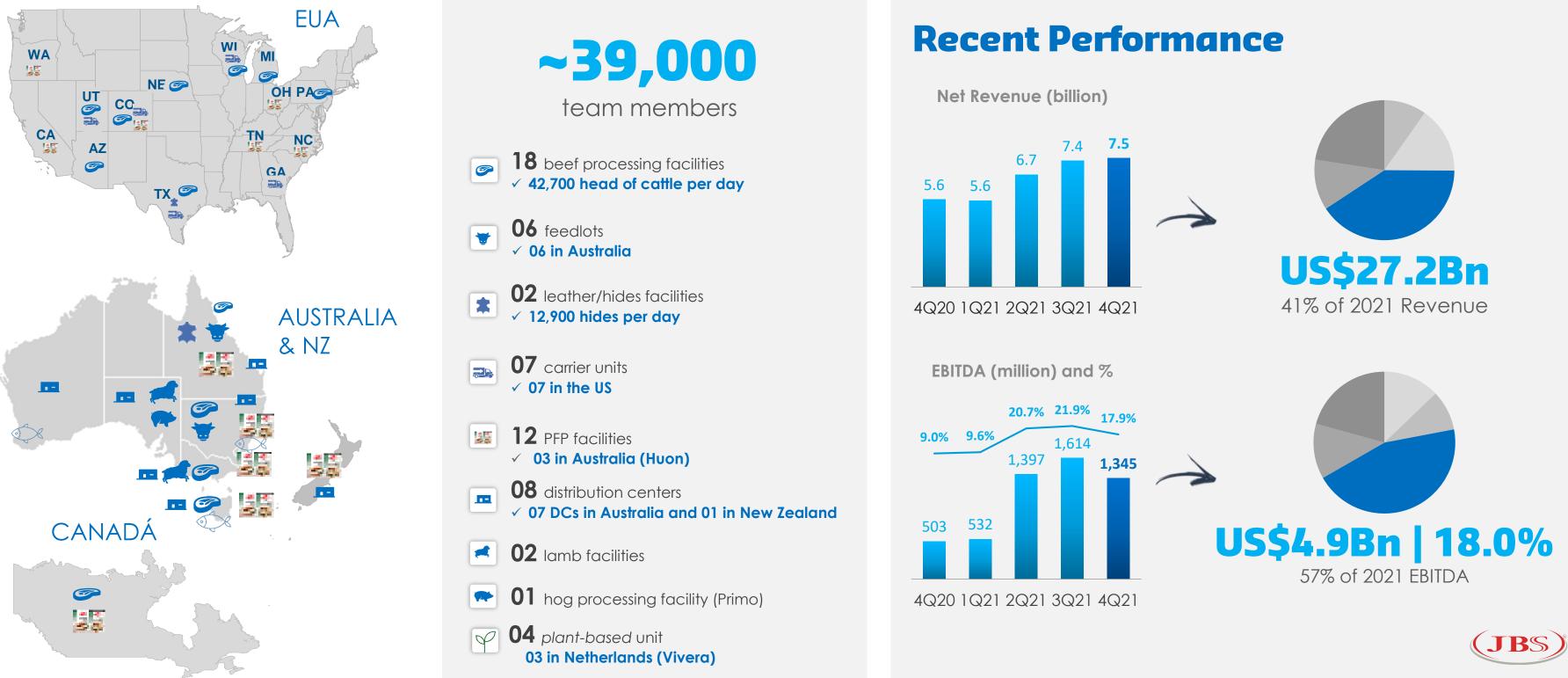


# BUSINESS UNITS



# **JBS USA BEEF**

Beef production in the United States, Canada, Australia and Europe

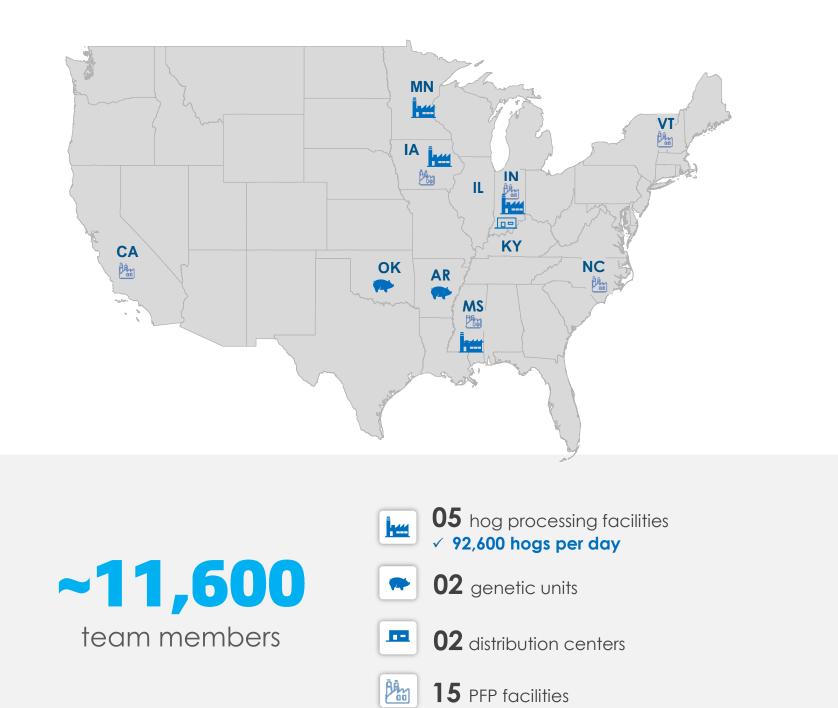






# **JBS USA PORK**

#### Pork and value added production in the **United States**



## **Recent Performance**

Net Revenue (billion)



EBITDA (million) and %

















# **PILGRIM'S PRIDE**

Production of prepared foods and fresh poultry and pork products in the USA, Mexico, and Europe

#### **EUA & PORTO RICO**





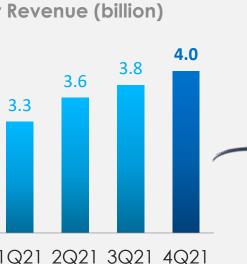
	Rec
	Net R
	3.1
~59,100	
team members	4Q20 1G
<ul> <li>36 poultry processing facilities</li> <li>✓ 8.7 million birds per day</li> </ul>	EBITDA
35 PFP facilities ✓ Including 9 from Kerry	6.6% 7.8
<ul> <li>25 distribution centers</li> <li>✓ 24 in Mexico and 01 in Puerto Rico</li> </ul>	205 25
<ul> <li><b>03</b> hog processing facilities</li> <li>✓ 10,100 hogs per day</li> </ul>	4Q20 1Q

**01** unidade de ovinos

. -

(Tulip)

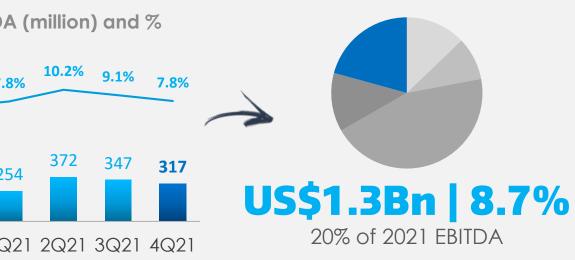
### cent Performance





### **US\$14.8Bn**

22% of 2021 Revenue





#### BRAZIL CE ~89,000 PE 🗖 team members BA 🔰 🏛 💋 MT 🤟 📼 DF **30** poultry processing facilities $\checkmark$ ~5.1 million birds per day MS MG V 🗖 🍋 **08** hog processing facilities ˈ**RJ 🎞** SPV 📼 🤘 $\checkmark$ ~25.3 thousand hogs per day 🛒 📠 🥬 PR

SC P

🐢 🧹 🚈 🥬 RS

Production of prepared foods and fresh poultry and pork products in **Brazil** 

SEARA

Incrive



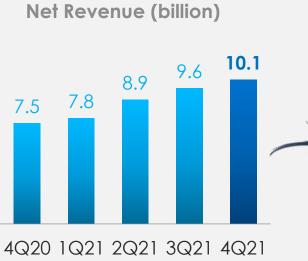
**17** distribution centers

 $\checkmark$  ~142.4 thousand tons per month

**22** PFP facilities

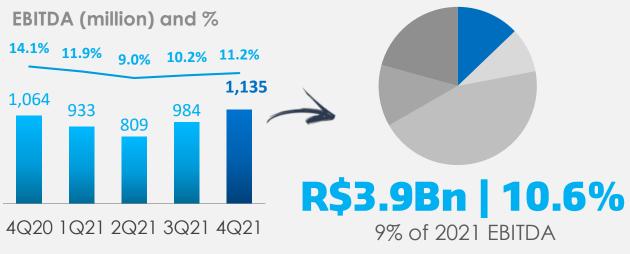


### **Recent Performance**





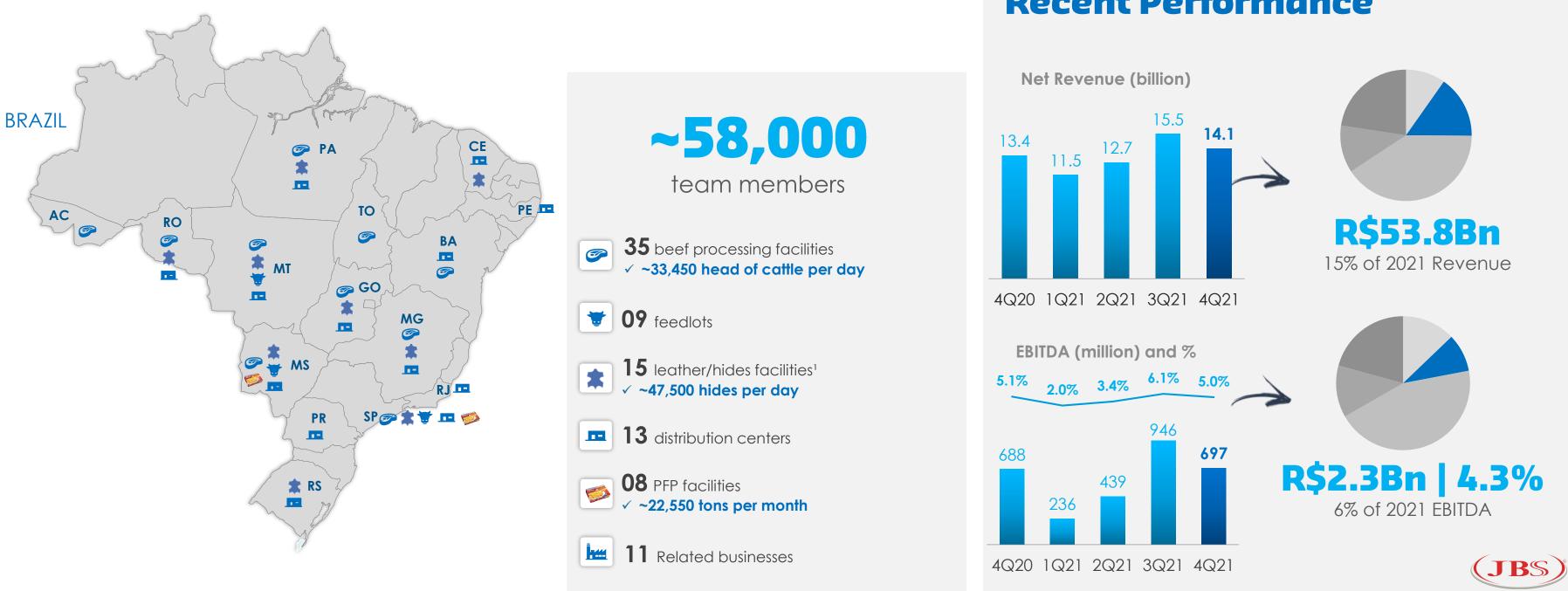
#### **R\$36.5Bn** 10% of 2021 Revenue





# JBS BRAZIL

Beef production in **Brazil**, in addition to leather<sup>1</sup> and other Related Businesses



<sup>1</sup>Leather production in Argentina, Uruguay, the United States and Italy



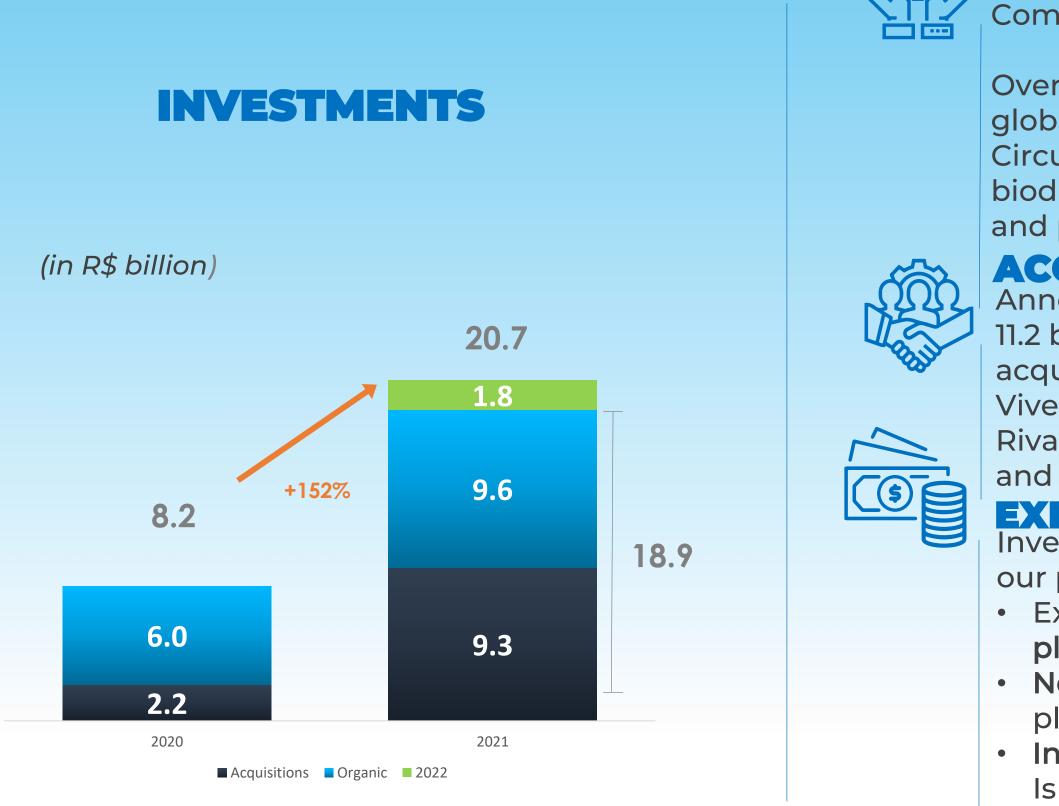




### **Recent Performance**



## **2021: BUILDING THE BASES FOR THE FUTURE OF JBS**



New Bacon Plant in Missouri (USA).

We continue the path of creating value for all Company stakeholders.

Over R\$ 7 billion channeled globally to Sustainability in 2021. Circular Economy: R\$ 653 million in new biodiesel, organomineral fertilizer, collagen and peptide plants.

ESG

ACQUISITIONS Announced investment of R\$ 11.2 billion in the conclusion of acquisitions and agreements, like Vivera, Kerry's Retail Bussines Unit, Rivalea, Huon, Kings Group, SunnyValley and BioTech.

**EXPANSIONS** Investment in modernizing and expanding our production units:

Expansion and modernization of 15 Seara plants.

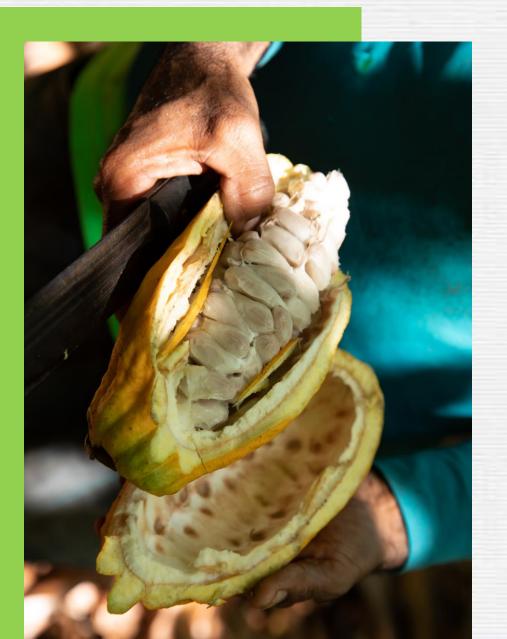
New Italian specialties and pepperoni plant in Columbia-MO (USA).

Increasing production capacities in Grand Island and Omaha plants (USA).

## TO FEED PEOPLE AROUND THE WORLD WITH THE BEST AND IN AN INCREASINGLY SUSTAINABLE MANNER

In 2021, we at JBS remain committed to our purpose. We reinforced our commitment **to people**, **communities and protecting the planet.** 

#### **ENVIRONMENTAL**



#### SOCIAL



#### GOVERNANCE





## **NET ZERO**

In 2021, we established one of the most important commitments in our history: to be Net Zero by 2040.

### **Global actions of JBS:**

Partnership with **DSM** to reduce bovine **methane emissions.** 

Projects for covering effluent lakes and **methane capture** in Canada, The United States and Brazil.

Construction of a **solar energy plant in Texas** to supply the operations of Pilgrim's in the United States. Adoption **by 2025 of solar energy** at all Swift stores.

Emission reduction targets at **Moy Park** approved by the SBTi.





#### 100% **renewable electricity** sources at Pilgrim's in the United Kingdom.

## **DECARBONIZATION OF THE CATTLE SUPPLY CHAIN**

- FOOD ADDITIVES: partnerships with DSM, SilvaTeam and Institute of Animal Science and Pastures (IZ).
- **PRODUCTIVITY:** better food conversion rate. • **CROP-LIVESTOCK-FORESTRY INTEGRATION SYSTEM:** improvement in pasture stewardship and crop-livestock farming-forestry integration.
- - suppliers by 2025.

- FARMS.

## REDUCION IN EMISSIONS

- TRACEABILITY IN THE **PRODUCTION CHAIN** 
  - MANAGEMENT **EscritórioVerde**

Apoiando o pecuarista na regularização ambiental





#### TRANSPARENT LIVESTOCK FARMING

**PLATFORM:** traceability of cattle and monitoring of the entire chain, including the suppliers of our

#### **SUPPLY CHAIN MONITORING**

15 GREEN OFFICES: technical assistance free of charge to promote the inclusion and environmental regularization of producers.

#### **ASSESSMENT OF THE CARBON BALANCE ON THE**



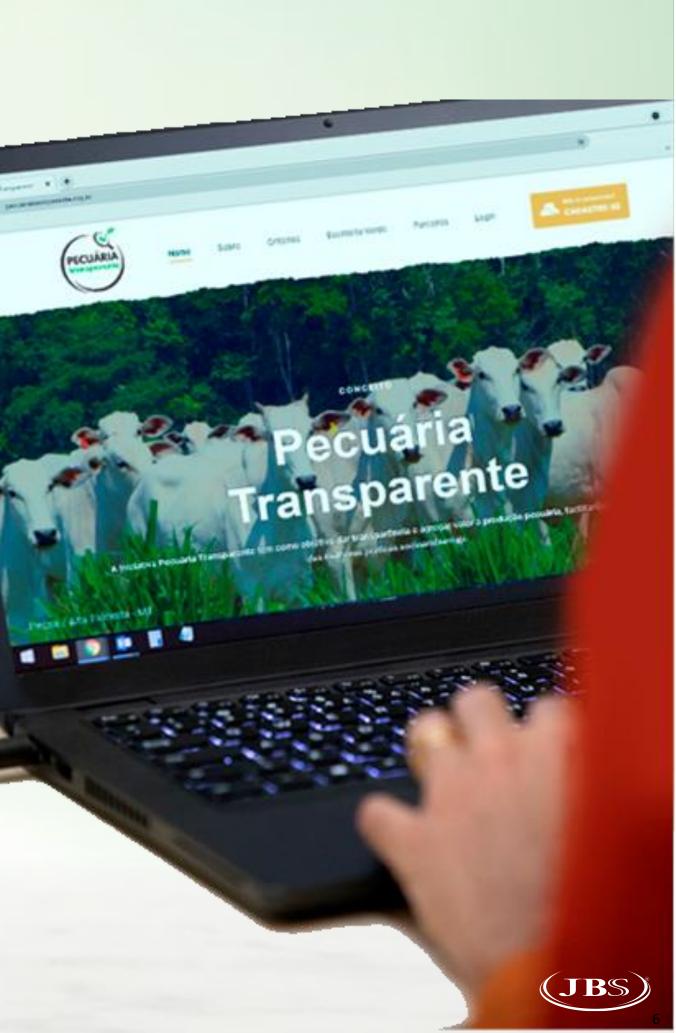
## TRANSPARENT LIVESTOCK FARMING PLATFORM



First issuance of **"Green CRAs"** (certificates of agricultural receivables) of **R\$ 1.15 billion,** linked to the progress of the **Transparent Livestock Farming Platform.** 



Target for the 1st year exceeded: **14.8%** of the cattle processed by the Company registered on the platform.



## **PARTNERSHIP WITH FINANCIAL INSTITUTIONS**

# EscritórioVerde

Q

Apoiando o pecuarista na regularização ambiental

ALTA FLORESTA | MT

PORTO VELHO | RO

SÃO MIGUEL DO GUAPORÉ | RO

JUARA | MT

PONTES E LACERDA | MT

PEDRA PRETA | MT

CAMPO GRANDE | MS \*

**15 green offices** are now operational to provide livestock farmers with **environmental, legal and technical consultancy.** 



In early 2022, JBS announced partnerships with **Banco do Brasil and Bradesco** to facilitate access to rural credit.



## **2021 CONSOLIDATED JBS IN THE SUSTAINABILITY-LINKED DEBT ISSUANCE MARKET**



4 debt issuances linked to JBS sustainability targets.





The debt issues reinforce **JBS's commitment** to its investments in sustainability.



#### US\$ 3.2 billion fund raised in the international capital market.



## 6 PROJECTS APPROVED JBS FUND FOR THE AMAZON

**RestaurAmazônia:** Incentives for 1,500 smallholders associating the increase in productivity with the restoration of the forest and reducing carbon emissions.

#### Fair and sustainable fishing:

An action that strengthens the pirarucu chain and other species, expanding the fishing market in 55 riverside communities income.

#### **Inclusive Community Economies**

**Program:** Promotes the açaí production chain, research and the education of young people, in addition to the participation of women in the businesses, expanding family.

#### Unlocking credit for the bioeconomy

**of the forest:** Project that facilitates access to credit for over 2,000 local producers.

#### Amaz - Accelerator and Impacts Investments: Encourages an entrepreneurial environment in the Amazon, boosting startups engaged in businesses that recognize the value of the standing forest.

#### **Technical Partner with**

**Emprapa:** Project that combines science and new technologies for the benefit of the development of the Amazon Bioeconomy.

# **Fund** for the **AMAZON**

JBS has committed to double all donations made to the JBS Fund for Amazon.

For every R\$1 donated, JBS will donate another R\$1, up to the limit of R\$ 500 million. This means the Fund could reach R\$1 billion by 2030.

JBS

## **ACKNOWLEDGEMENTS IN SUSTAINABILITY**



JBS acknowledged as a company committed to the **best greenhouse gas** emission management practices.



JBS is for the third time among the leading Brazilian companies with the best performance, with a growth of 10.1% in comparison with 2020.





JBS has been rated as the Brazilian protein industry company with the lowest risks of engagement in deforestation in its operations.



## SOCIAL

Since 2020, the social responsibility program, "Fazer o Bem Faz Bem" has been active in tackling the COVID-19 pandemic.



R\$ 400 million invested.



550 tons of food donated.



R\$ 5 million to build the Butantan Institute vaccine plant.



400 oxygen cylinders for Manaus.



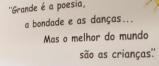
Expansion of hospital units in municipalities of Rolândia (PR) and Seberi (RS).



Support for two telemedicine projects in the Amazon.









## SOCIAL

In Brazil, JBS is the main sponsor of the **Germinare Business School,** a not-for-profit entity that provides **quality free tuition** to pupils from 6th-grade elementary school to 3rd-grade high school.



800 students.



Executive-level professionals represents 50% of Germinare School's teachers.



40,000 physical and virtual titles in the library.



33 multimedia rooms; 100% digital rooms.



800 hours per year of executive education (equivalent to an MBA course).



More than 10,000 square meters dedicated to education.



## SOCIAL





 $\mathbf{I}$ 

#### **Community assistance program** with

financial donations, scholarships and support for building homes among other actions.

US\$ 100 million invested since 2020.

More than 200 projects across 25 U.S. states and Alberta, Canada.

#### **JBS USA and Pilgrim's**

Largest free university scholarship program in North America.

Team members and their dependent children can take short-term university courses.









## SOCIAL DIVERSITY AND INCLUSION

New Diversity and Inclusion Committee. The D&I committee and four affinity groups for: Women, LGBTQIAP+, Ethno-racial issues and Persons with disabilities



+400 hours of training for directors.



120 hours of training for C-Level executives.



+200 hours of training for the communication and human resources teams.



25,000 employees received training on the issues of moral and sexual harassment, diversity and inclusion.



## GOVERNANCE

#### **3 new independent members**

on the Board of Directors.

## 22% of the Board Members are women.

JBS was awarded the WOB Seal in 2021.



#### **Corporate Governance:**

leadership commitment to integrity and business ethics.



Jeremiah O'Callaghan

**EQUAL RIGHTS** for all shareholders, with the provision for granting tag-along rights in the event of divestment of shareholding control.

#### 78% of Board Members are

**independent**, well above of 25% minimum level of B3's New Market rules.

**Capital Stock** consisting exclusively of common shares.

**2-year** term of office for members of the Board of Directors. The Company's **Audit Committee** became statutory in 2020.

#### Compliance Upgrades: The

Compliance team provides the Board of Directors with quarterly updates Board of Directors of JBS.



Cledorvino Belini\*



### **JBS BOARD OF DIRECTORS**



José Batista Sobrinho



Leila Abraham Loria\*

Alba Pettengill\*



Márcio Guedes Pereira Júnior\*



Gelson Luiz Merisio\*



Francisco Turra\*



**Carlos Hamilton\*** 

\*Independent members



## **GEOGRAPHICAL DIVERSIFICATION AND MULTI-PROTEIN STRATEGY**







## **INVESTMENTS | NEW ACQUISITIONS**

Acquisition of the **King's Group\*** strengthens the JBS strategy of adding value to the portfolio.

US\$ 92.5 million invested.



**Principe** 

sliced items.



\* Deal completed on February 7, 2022.



#### 4 plants in Italy and an equity stake of 20% in **Piggly,** Italy's first 100% antibiotic-free breeder.

#### 1 plant in the United States dedicated to

#### Portfolio includes prosciutto, bresaola, Bologna sausage, speck and pepperoni.



## **INVESTMENTS | NEW ACQUISITIONS**

**Bio.Tech.** 

Foods.

Entry of JBS into the **cultivated** protein market, involving the production of food from animal cells.

Acquisition of Spanish company BioTech Foods, with proven cultivated protein technology.



Production: I ton/year of cultivated protein at the San Sebastian pilot plant.



Commercial production in 2024: construction of a new plant to produce 1,000 tons a year.





JBS is channeling **US\$ 100 million to these projects**.



Construction of a Food and Cultivated Protein Research



## **INVESTMENTS** | AQUACULTURE

Acquisition of Huon positions JBS in one of the most promising protein markets in the long term.





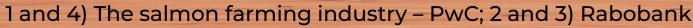
Until 2024, farmed fish production will overcome wild catch globally<sup>2</sup>: Aquaculture should represent 53% of global fish production in 2029<sup>3</sup>.

from wild catch<sup>4</sup>.

#### **Global consumption of fish per capita is** superior to the other proteins<sup>1</sup>:

Consumers tend to look for healthy foods and

### In 2023, it is expected that global fish consumption from aquaculture overcomes



JBS

## **INVESTMENTS | PLANT-BASED**

Investment in **plant-based protein**, strengthening portfolio diversification and offering new food alternatives to customers.

#### AUG/2019

Launch of the Seara Gourmet Incrível Burger.



#### **APR/2021** Acquisition of Vivera.



#### SEPT/2021

Acquisition of the Taste & Glory brand.



#### **APR/2019**

JBS USA creates Planterra Foods. OZO is the first product range brought to market.



#### MAY/2020

Seara creates the Seara Incrível range.



#### MAY/2021

Planterra takes OZO to China.

#### **OCT/2021**

Launch of the Seara range of Incrível cuts.



### **INVESTMENTS | ACQUISITIONS CONCLUDED**

### Rivalea



Leader in hog **breeding** and processing in Australia.

Prepared foods of the Kerry Group in the United **Kingdom and Ireland.** 

Diversification of products and higher volume of porkbased foods at Primo Foods.

Team members: 1000.

Leader in **prepared**, frozen and chilled food production in the United Kingdom.

Team members: 4500.

\* Deal completed on January 4, 2022.





### Producer\* of food from smoked **bacon**, ham and turkey breast.

### **Production unit** at Manteca, California.

### Team members: 250.



### **INVESTMENTS | THE CIRCULAR ECONOMY**

### **NEW FERTILIZER PLANT**

CAMPO FORTES

Operations have started at Campo Forte, at Guaiçara (SP). This project will make JBS the first Brazilian food company to use organic waste from its production operations to produce fertilizer. R\$ 134 million in investments.



### **INVESTMENTS | THE CIRCULAR ECONOMY**

### **INAUGURATIONS IN 2022:**



### THE CIRCULAR ECONOMY Conclusion of 7 plants of JBS Ambiental, with 5 facilities in the State of São Paulo, 1 in Dourados-MS and 1 in Mozarlândia-GO. In all, JBS Ambiental now has 18 units in Brazil.



### **COLLAGEN AND PEPTIDES** PLANT

Progress at the construction site of the new plant in Presidente Epitácio (SP), an investment of **R\$ 400 million.** 

All these investments demonstrate the emphasis of JBS on the circular economy, and they contribute to the proper management of the waste from our industrial processes, creating value from products of protein production.





### **NEW BIODIESEL PLANT** Located at Mafra (SC), the plant consumed a total of **R\$ 160 million and started** commercial operations in early 2022.



### FINANCIAL AND OPERATING RESULTS JBS 2021



### FULL INVESTMENT GRADE

Moody's

Em 2021, a **Moody's** elevou a classificação de risco da JBS de Bal para Baa3.



A **Fitch Ratings** já havia elevado a nota de classificação de risco da empresa para BBB-.

"A Moody's reconhece que a JBS melhorou sua governança corporativa".



# **2021** Operational and Financial Highlights

Net Revenue of US\$65Bn (R\$350.7Bn), an increase of 29.8% in relation to 2020; in the quarter net revenue was US\$17.4Bn (R\$97.2Bn), an increase of 27.8% in relation to 4Q20

Adjusted EBITDA of US\$8.5Bn (R\$45.7Bn), 54.5% higher than 2020, with an EBITDA margin of 13.0%; in the quarter adjusted EBITDA was US\$2.3Bn (R\$13.2Bn), 86.9% higher than 4Q20, with an EBITDA margin of 13.5%

Net Income of US\$3.8Bn (R\$20.5Bn), 4.5x higher than 2020; in the quarter net income was US\$1.2Bn (R\$6.5Bn), 61% higher than 4Q20

Free Cash Flow Generation of US\$2.2Bn (R\$11.9Bn); in the quarter free cash flow generation was US\$1.1Bn (R\$5.9Bn)

Leverage of 1.46x in USD and 1.52x in Reais

First company in the food sector to commit to the goal of becoming Net Zero by 2040 and launching of the Transparent **Livestock Platform** 

**JBS Full Investment Grade** status after credit rating upgrades by Fitch and Moody's

Appointment of **3 new members to the Board of Directors**, totaling **7 independent members out of 9** 

**7** strategic acquisitions announced following our vision of diversifying proteins and geographies

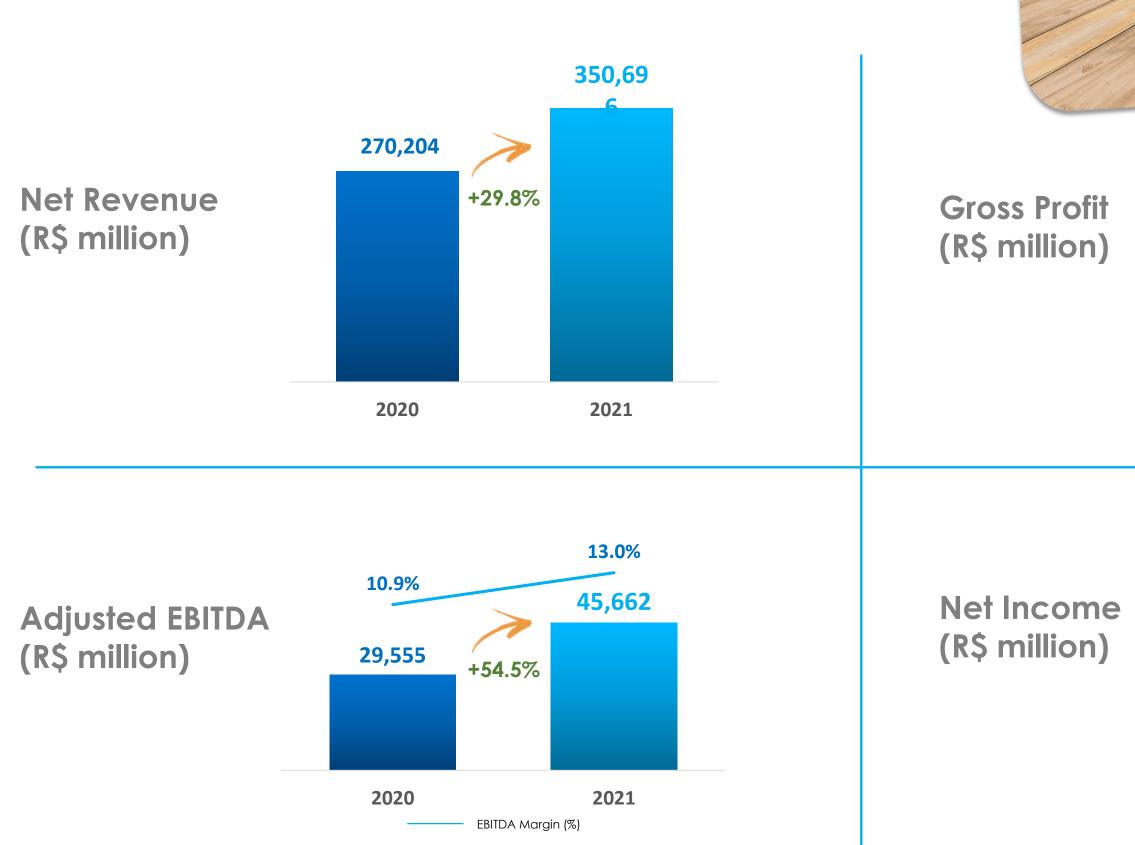
Total Shareholder Return (TSR) of 73.6% and ROIC of 24.1%

Total issuance of US\$5.4 billion in Senior Notes and R\$2.8 billion in Agribusiness Receivables Certificates (CRA) in 2021

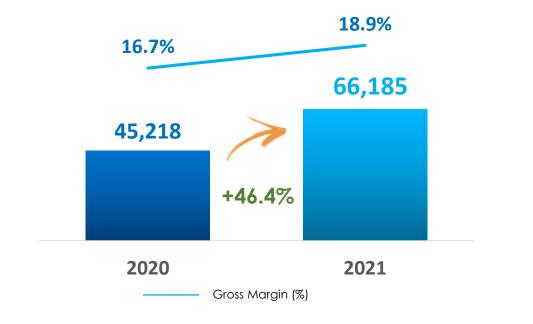


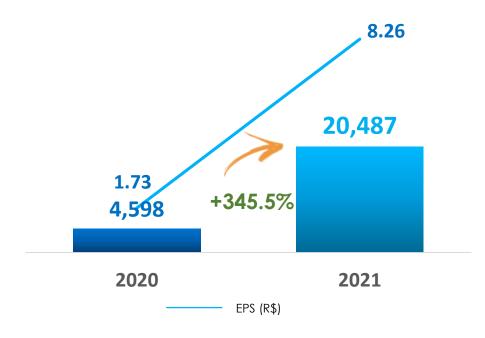


## Consolidated Results

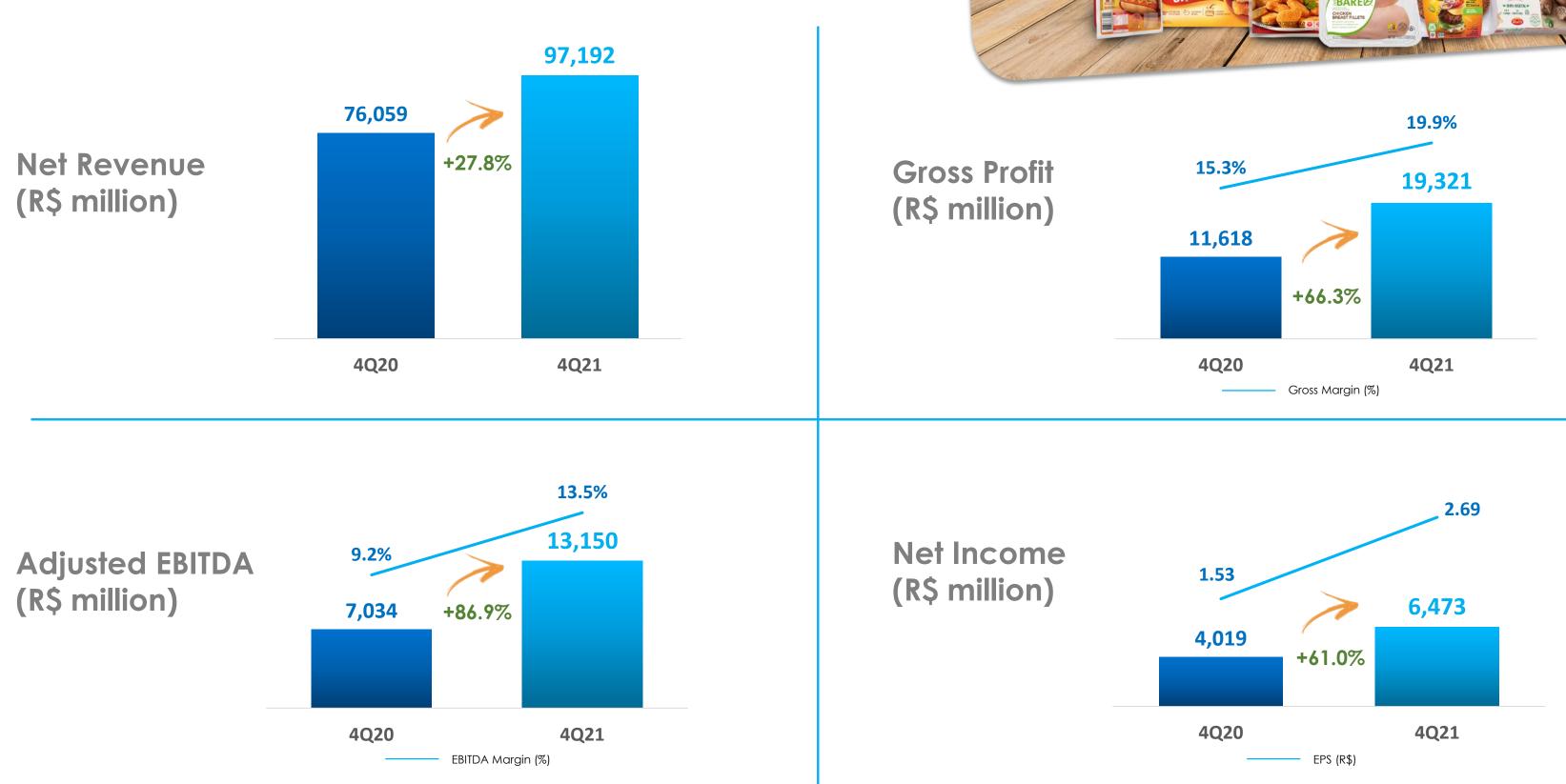








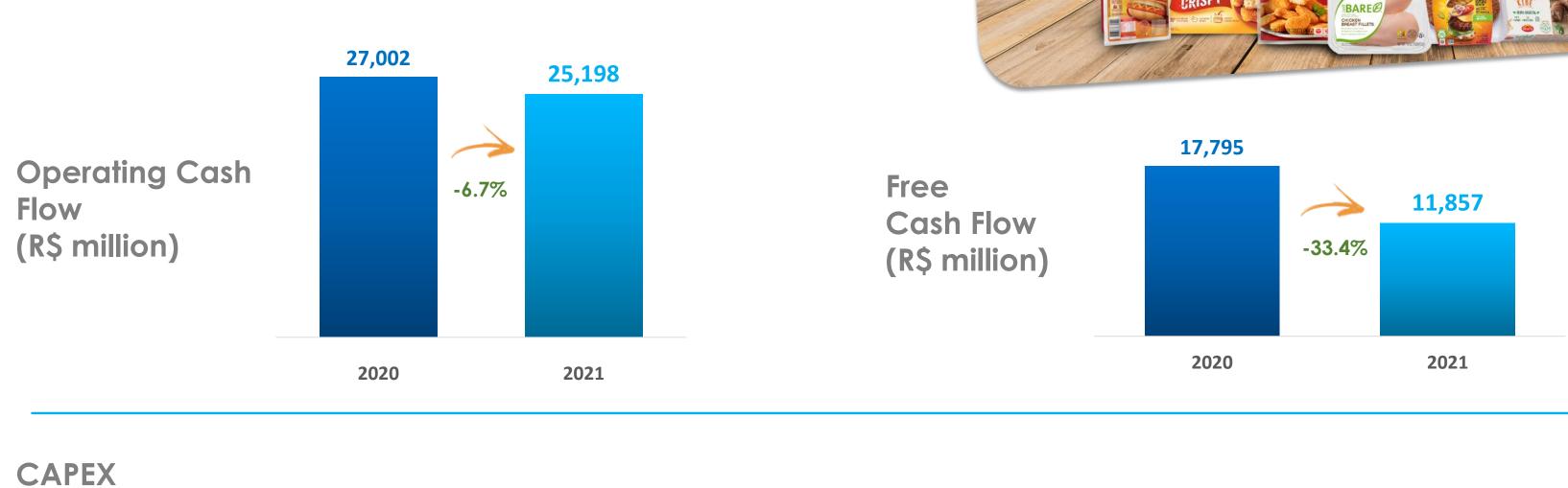






### **2021** Consolidated Results

(R\$ million)



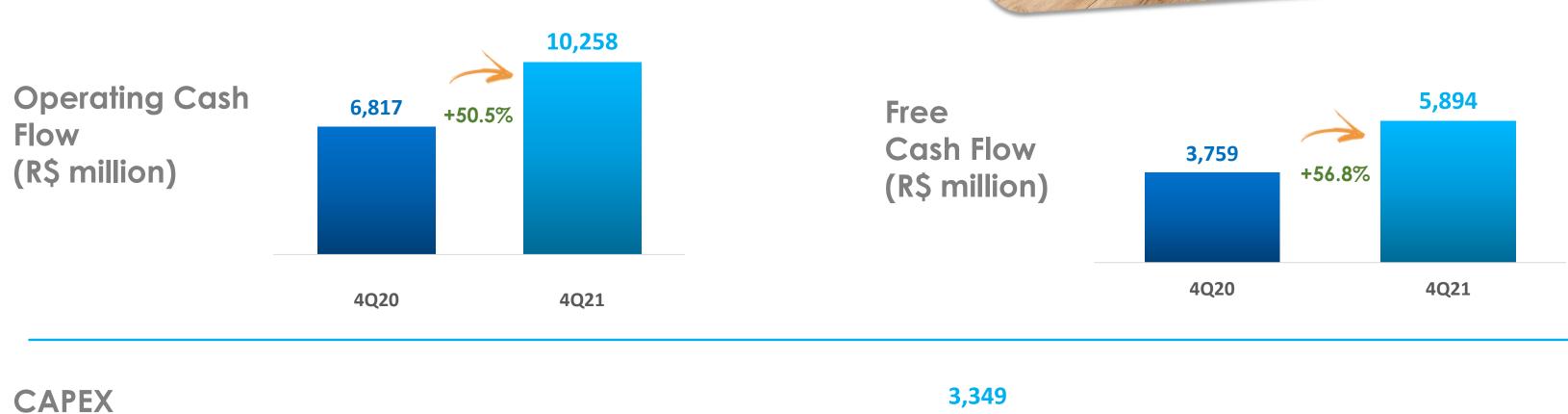


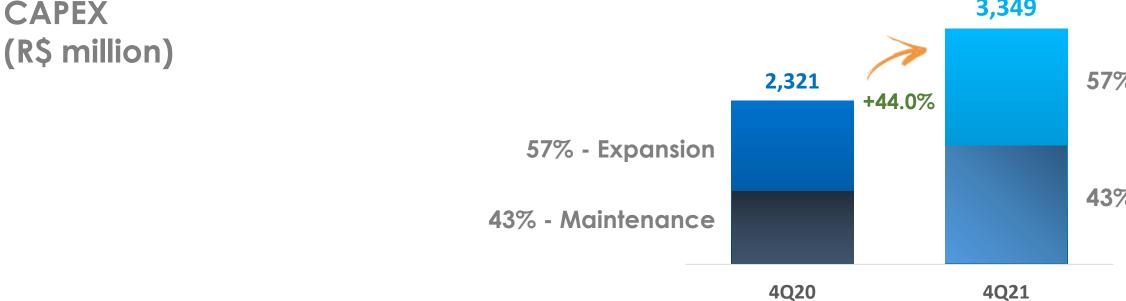


56% - Expansion

44% - Maintenance









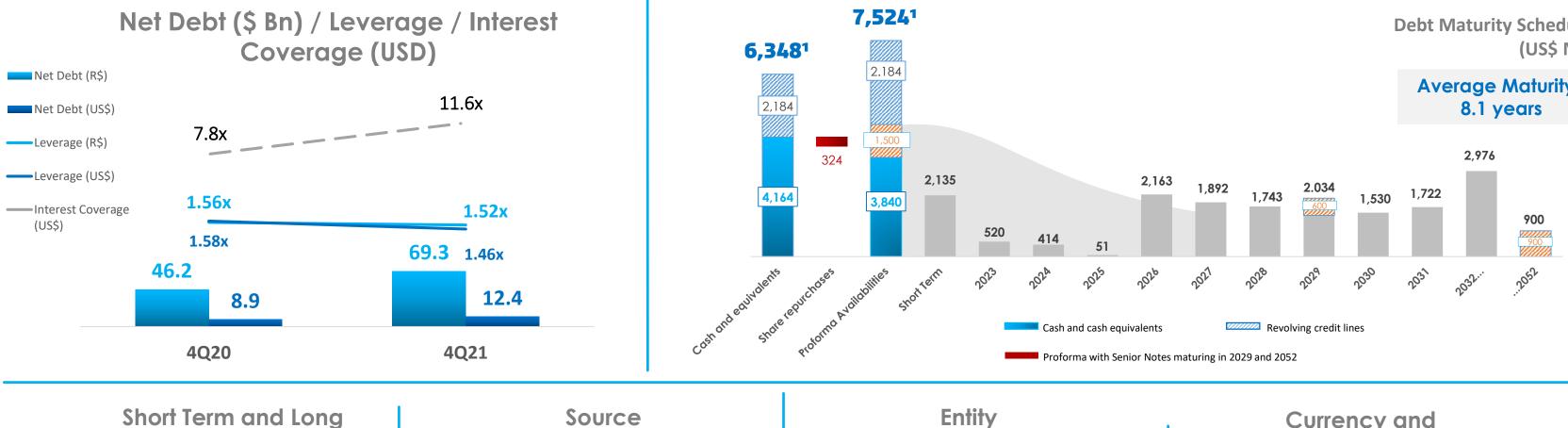
57% - Expansion

43% - Maintenance

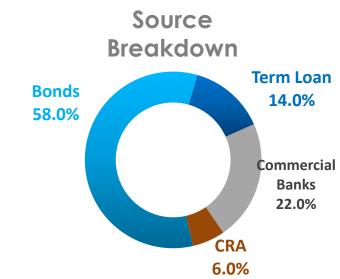


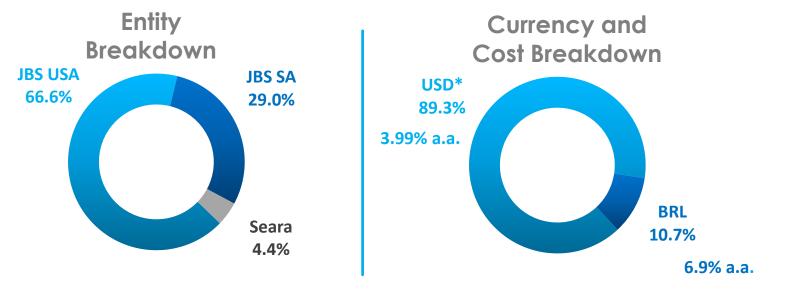
### 4Q21 ending cash was **R\$23.2**Bn

Additionally, JBS USA has US\$2.2Bn (R\$12.2Bn) in fully-available revolving credit facility lines









<sup>1</sup> Includes funds available in cash and revolving guaranteed credit lines from JBS USA. <sup>2</sup> Includes debts in other currencies, such as Euros and Canadian Dollars.



### Total liquidity in 4Q21 was R\$35.4Bn > 3x higher than short-term debt

Debt Maturity Schedule<sup>1</sup> (US\$ Mn)

Average Maturity:

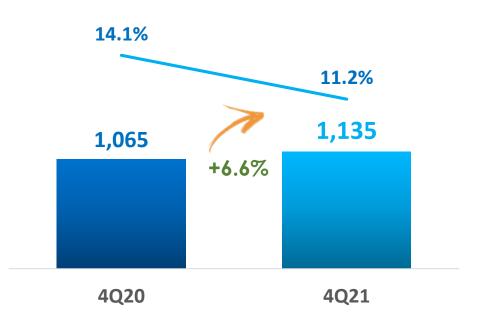


## Seara

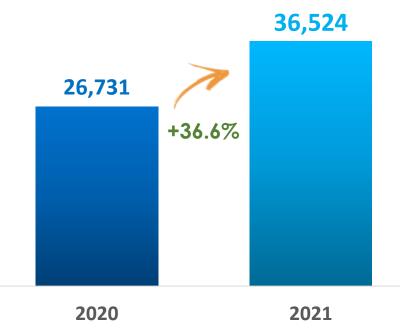


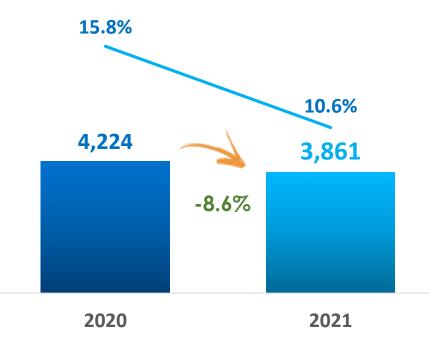
Net Revenue

**Adjusted EBITDA** (R\$ million and %)





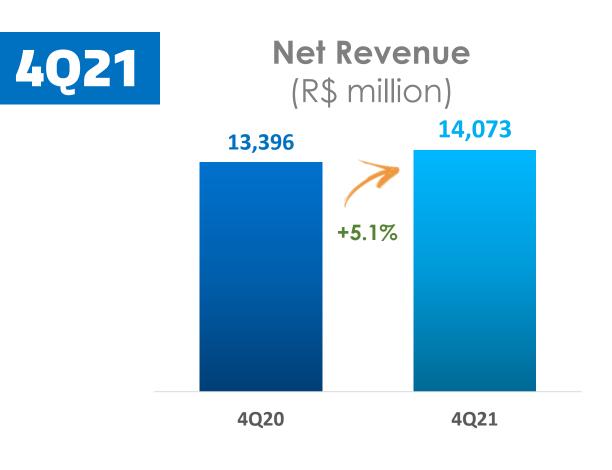








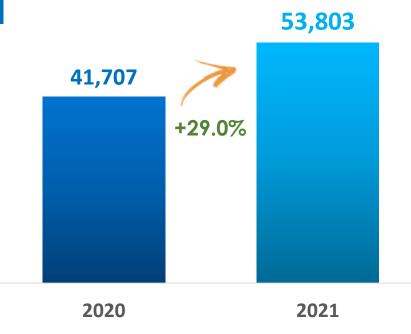
## JBS BRASIL

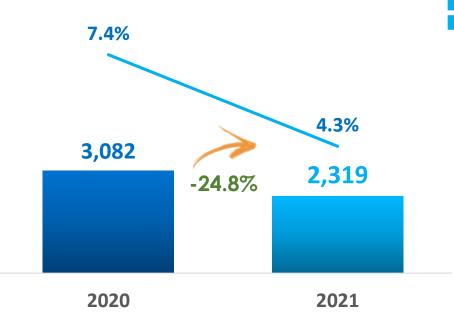


Adjusted EBITDA (R\$ million and %)

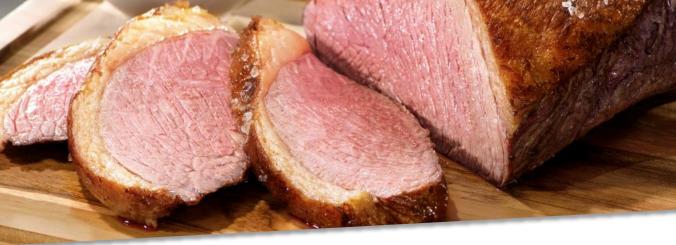


2021





**JBS BRASIL Products** 

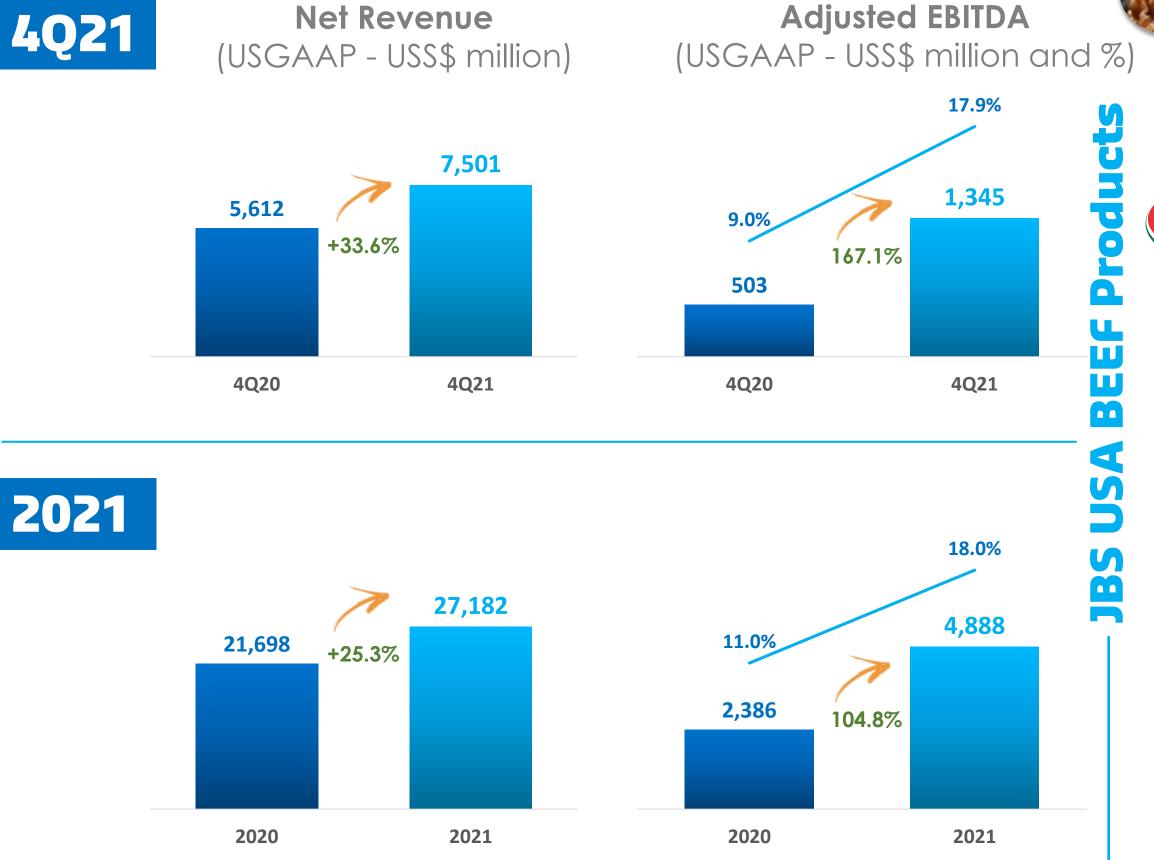








## **JBS USA BEEF**





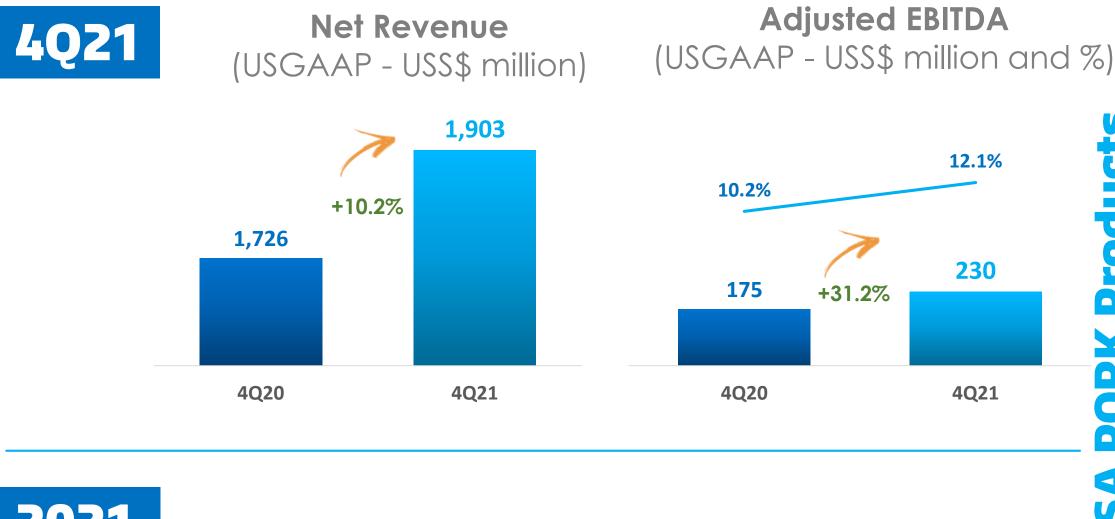




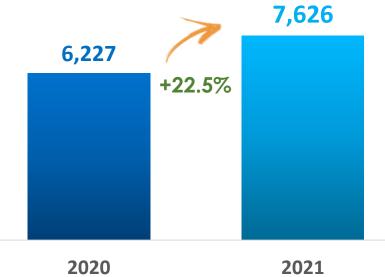


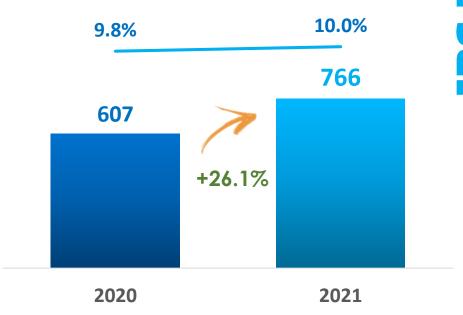


## **JBS USA PORK**









**JBS USA PORK Product** 













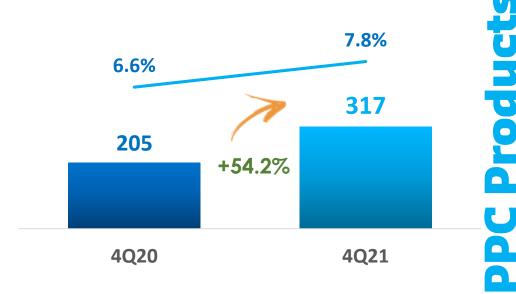
## Pilgrim's Pride





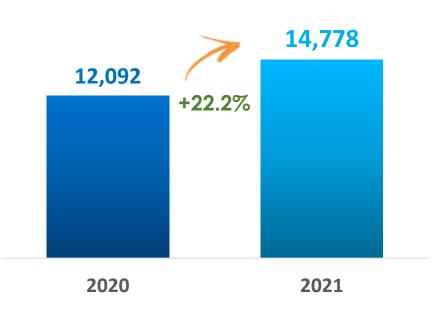
Net Revenue

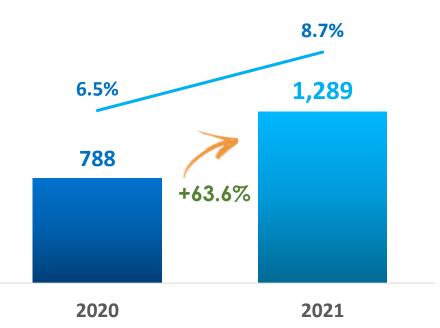
(USGAAP - USS\$ million)



2021

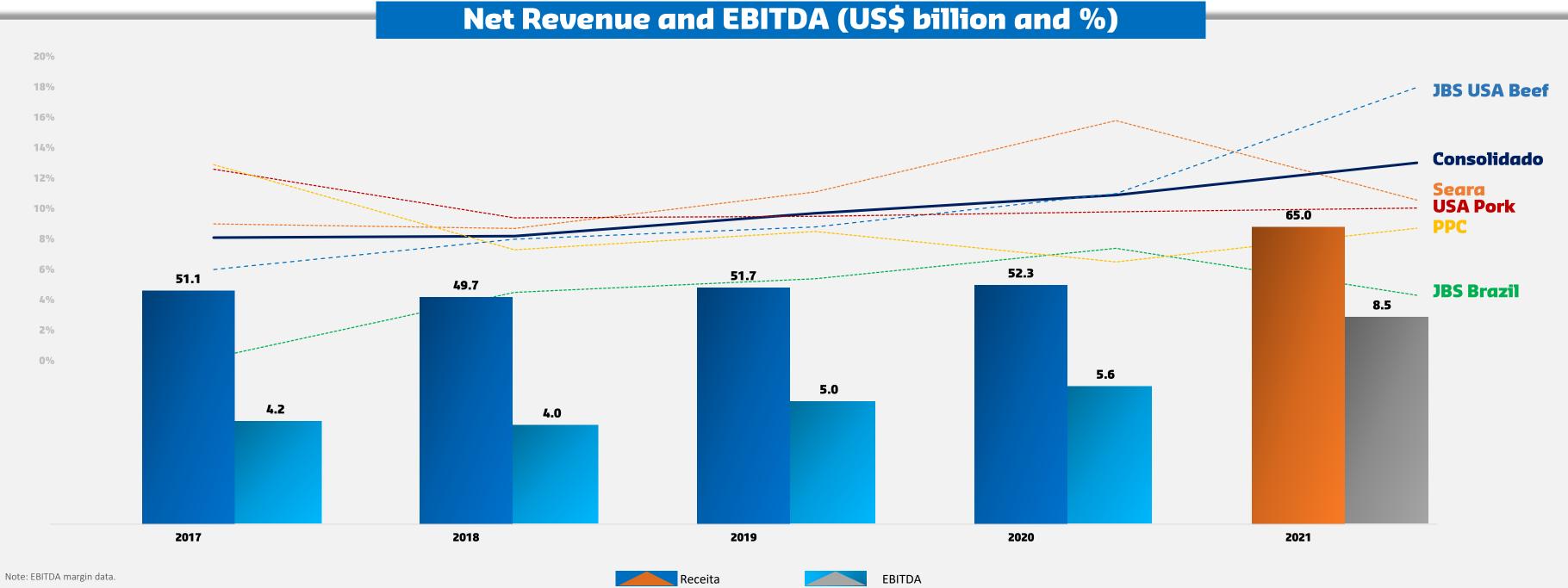
**4Q21** 







# **Earnings** Stability



Geographic diversification and products that result in lower volatility of results

