



**International Conference Call
JBS S/A (JBSS3)
1Q21 Earnings Results Call
May 13th, 2021**

Operator: Good morning everyone and thank you for waiting. Welcome to **JBS first quarter of 2021** results conference call.

With us here today we have **Gilberto Tomazoni, Global CEO of JBS, Guilherme Cavalcanti, Global CFO of JBS, André Nogueira, CEO of JBS USA, Wesley Batista Filho, CEO of JBS South America, and Christiane Assis, Investor Relations Director.**

This event is being recorded and all participants will be in a listen-only mode during the Company's presentation. After **JBS'** remarks, there will be a question-and-answer session. At that time further instructions will be given. Should any participant need assistance during this call, please press *0 to reach the operator.

Before proceeding, let me mention that forward-statements are based on the beliefs and assumptions of **JBS'** management. They involve risks and uncertainties because they relate to future events and therefore depend on circumstances that may or may not occur.

Now, I'll turn the conference over to **Gilberto Tomazoni, Global CEO of JBS.** Mr. **Tomazoni**, you may begin your presentation.

Mr. Gilberto Tomazoni: Good morning everyone, thank you very much for your presence is in this first quarter 2021 result presentation call.

As we will demonstrate during this presentation, the company had an excellent operational result in this quarter. net income in this quarter reached RUS\$2 billion, net revenue reached RUS\$75 billion in the quarter, net revenue for this first quarter in 2021 was the same of the net revenue for the whole year of 2012, and only eight years have passed.

To be successful, a company must deliver short, medium, and long-term sustainable results on behalf of all stakeholders, team members, shareholders, customers, consumers, society as a whole. We believe that businesses are agent of transformation and our focus is on being a healthy company comprises healthy people on a healthy planet. This is why we put sustainability at the urge of our strategy, and we have assumed that in most significant commitment in history of JBS to become a net zero company by 2040. That's why the company joined the business ambition for 1.5 degrees for United Nations Global Pact, by which we committed to define science-based goals to reach net zero across our value chain until at most in 2050, an objective that JBS proposed to achieve 10



years early. That's why we created the Fund of Amazon, to invest in social development of the people that live in the Biome, investing in biotechnology and reforestation.

Our diversified platform in geographic and per type of protein has demonstrated important resilience in our results. Regardless of the challenge we face, our business units have responded well and made progress in every important financial indicator, including net revenue, EBITDA, and net income.

JBS operation in the US's done an exceptional performance with record numbers in comparison with all previous first quarter driven by a strong domestic demand and a gradual resurgence of food service sector and by grow in export demand led by the Asian market.

Pilgrim's Pride also has a sound quarter, following the recovery in demand in United States and foodservice business is improving and we have maintained our pace in the retail sector. And the diversified portfolio in the global consolidated operation have enabled us to [whether] the market challenge that the pandemic has presented.

Seara continues its rise due to our focus on our value-added products supported by well-established brand and innovation. The business recently rolled out a new category of product within a cold cut segment; Levíssimo Seara, produced 100% from pork loin, resulted in a significant lower fat and sodium content. Seara has also entered in the fish and seafood segment.

In Brazil, outstanding of challenging scenario, our cattle business has focused of strengthening the brand, building a close relationship with our clients, and getting better understand our consumer. In addition, we have managed to implement an efficient strategy taking the advantage of geographical location of our manufacturing facility to absorb production and preserve our processing capacity.

The company, as has been its history, remained active in evaluation M&A opportunities that are aligned with our business strategy and that make sense in terms of economic value. At the same time, we maintained our focus on the company organic growth. In the US, our new Italian specialty plant already has found a name in Columbia, Mo, investment announced for organic growth at Seara and other businesses around the world are ahead of schedule.

In line with our strategies of being an important global player in the plant-based segment, we announced a proposed acquisition of Vivera in Europe. With sale of €85 million, Vivera is the third leading plant-based company in terms of market share in Europe with a presence of 25 countries. In addition, Vivera brings technological knowledge that will accelerate our innovation in this strategic segment, which includes our Incrível brand by Seara in Brazil and our Ozo brand by Planterra in the United States.



Our low financial leverage and our comfortable debt maturity schedule have enabled us to continue generate significant shareholder returns, repurchasing RUS\$3.9 billion in shares between January and April of this year, as well as a record dividend payment of RUS\$2.5 billion, representing a yield of 7.9%.

We also made a significant sustainable advancement. During the quarter, Pilgrim's Pride became the first global meat and poultry company to offer sustainability linked bonds, 1-billion-bonds is tied to the company greenhouse gas emission reduction targets. JBS also invested in circular economy by ensuring the waste and byproduct are used as a raw material to create sustainable value.

In Brazil, we are building a fertilizer factor biodiesel plant and an extension of our plastic packing recycle plant. another significant advance made during the quality was bring online our transparent livestock farming platform in the Amazon Biome region. This tool, which employs blockchain technology, enabled us to extend our social environment monitoring system to suppliers of our cattle suppliers. We also open 13 green offices in our process units across Brazil. This office will be used to help farmers improve the environment's performance in these farms. We believe this inclusive collaboration approach will contribute to advance the livestock farmers in Brazil.

The company continuous commitment at tangibles initiatives that demonstrate that sustainability is no longer merely a pillar underpinning our business strategy. By the criteria by which all our initiatives are guided, we are confident that this is the best approach to create value and contribute to the society.

Our size and global scale give us the opportunity to have a tremendous positive impact on our supply chain in our sector. We know that trust is vital, and this process of transformation will be through dialogue, listening, and transparency.

We believe this is not only the right things to do, but the only option for the future of our share in society.

With all this, we will maintain our economic growth while being more sustainable, more actable, and more inclusive, creating job and living in harmony with the planet earth.

Thank you. Now I will pass to Guilherme, that will give the details about the financial results. Guilherme, please.

Guilherme Cavalcanti: Thank you, Tomazoni. Please, let's move to slide 13, with the financial and operational highlights of the first quarter 2021 and where I would like to highlight that we continued to advance in our long-term strategy delivering growth combined with financial discipline and a focus on operational efficiency.



In the first quarter of 2021, we achieved a net revenue of US\$14 billion, or equivalent to R\$75 billion, which is 33% higher than the first quarter 2020. JBS adjusted EBITDA was US\$1.3 billion, or equivalent to R\$6.9 billion, which represents an EBITDA margin of 9.1%, a record margin for the first quarter.

In the last 12 months, adjusted EBITDA was also a record, totaling US\$6 billion, or equivalent to R\$32.5 billion. Net income was R\$2 billion in the quarter, reversing the loss in the first quarter 2020, which was impacted by a negative result of the exchange rate variation of the period. In the last 12 months, net income was R\$12.6 billion.

It's worth remembering that the net income of the first quarter 2020 had an impact of R\$8 billion of exchange rate variation. With the reduction in our balance sheet exposure to foreign exchange rate both in regard of debt with third parties as well as intercompany debt, the impact in the first quarter 2021 was only R\$100 million.

In the second quarter 2020, this impact was R\$2 billion. With the current exposure, even with a more depreciated exchange rate scenario at the end of the second quarter, we won't have a significant exchange rate impact, and therefore, the accumulated net profit in the last 12 months tends to increase, indicating a good profit for the year of 2021, and consequently, a good minimum dividend to be paid in 2022.

Free cash flow for the quarter was negative by US\$636 million, or equivalent to R\$3.5 billion. In the last 12 months, free cash flow totaled US\$2.8 billion, or R\$15 billion. Despite the 75% growth in EBITDA compared to the first quarter of 2020, the company's net debt increased by US\$1.1 billion due to the seasonal cash consumption of the first quarter in addition to other nonrecurring factors with emphasis to: the negative variation in the line of trade accounts payables and supply chain finance in approximately US\$271 million, or R\$1.5 billion, mainly due to the concentration of payments at the beginning of the year according to the usual seasonality; the payment of US\$207 million, or R\$1.1 billion, of settlements in the quarter; US\$217 million, or R\$1.2 billion, of interest paid in premium for prepayment of bonds; approximately US\$430 million, or R\$2.9 billion, in share repurchase in the first quarter of the year.

As a result, net leverage was 1.67 times in dollars and 1.76 times in reais. Excluding the settlement as well as the share repurchase, the leverage would have been 1.6 in reais and 1.5 in dollars. Even that the long-term leverage to pursue by our indebtedness policy is to stay between two and three times in net debt to EBITDA, we were able to return capital to our shareholders via share buyback in a more significant way, as disclosed in the CVM 358 forms.

But the carry of JBS shares remain strongly positive to the shareholders. The dividend paid now in 2021 in the amount of R\$2.5 billion represented a 3.1% yield and having the repurchase of the shares in 2021 until April in the total of R\$3.8 billion, we already delivered a total yield of 8% year-to-date. In addition, it



is worth mentioning that the JBS share price appreciated 40% this year while Bovespa appreciated 3.5%.

Given our robust balance sheet, which is the result of our operational performance along with our financial discipline, we were able to return to the shareholders at the same time that we invested in the growth of the company. Accordingly, our capital expenditures for the quarter totaled R\$1.7 billion, of which R\$1 billion were investments in modernization and expansion.

For another consecutive quarter, we reduced net interest expenses. In this quarter, the reduction totaled US\$18 billion compared to the interest expenses in the first quarter of 2020. All other things being equal, we project an interest expense of approximately US\$600 million for the year of 2021, which represents savings around US\$140 million compared to 2020.

In relation to the new issues, on May 5, we issued another successful CRA (a local bond in Brazil) in the amount of R\$1.65 billion. I also highlight that, once again, we demonstrate our role and commitment in ESG issues through the issuance of a sustainability linked bond by PPC in the amount of US\$1 billion linked to our efforts to reduce the greenhouse gases emissions. It is worth mentioning that this bond is the first of this kind issued by a global poultry company.

To conclude this slide, I would like to highlight the announcement of the agreement we made for the acquisition of Vivera for the value of €341 million, which is the third largest plant-based products company in Europe, with a relevant presence in the Netherlands, United Kingdom and Germany, among other among other 22 countries. This demonstrates that despite all the challenges faced in a year of pandemic, we continue to advance in our long-term strategy of having a global and diversified production and distribution platform evolving towards our value-added products and brand.

Now, please, let's move to page 16, where we have our debt profile. As I mentioned earlier, net debt in the first quarter was US\$10 billion, which represents a net leverage of 1.76 times in reais and 1.67 times in dollars. The cash position of R\$10.3 billion, or equivalent to US\$2.1 billion, together with the revolving of R\$10.5 million, equivalent to US\$1.8 billion, allowed JBS to end the quarter with a total availability of R\$21 billion, which is more than three times higher than the short-term debt and enough to pay the debt until the mid-2026.

Moving to the pie charts at the bottom of the slide, I highlight that our average cost of debt in dollars of 4.9% per year is the lowest ever recorded by the company. However, it is still 1.2% above the interests on our bonds for the same average term of 6.3 years, therefore, it means that we still have a potential opportunity to reduce around US\$140 million in financial expenses.

In addition, it's important to note that only 9% of our indebtedness is in the short-term, that is a very comfortable position. Also, the US entity has 82% of



the total debt, which is in line with our free cash flow generation, and thus, it generates great cash efficiency and less exchange rate exposure of the company's balance sheet.

Let's move to the business units' performance. Starting with Seara, on page 17, we have on the first quarter 2021 a net revenue growing 34.4% in the annual comparisons and reaching R\$7.8 billion. In the domestic market, net revenue totaled R\$3.9 billion, which is 33% higher year-over-year.

Once again, the prepared foods category was the highlight with growth of 3.2% in volume sold and 22% in average sales price in the period. This performance is a result of the investment in quality and innovation made by Seara in the recent years. Also, important mentioning that through the consumer preference, Seara brand has been consolidating its leadership in several categories. In frozen foods, Seara increased its advantage to 3.9 percentage points in market share value compared to the second brand, completing 22 consecutive months in the leadership coupled with the reduction of 8.7 percentage points year-over-year in the price gap in relation to the competitors.

In the export market, net revenue was R\$3.9 billion, an increase of 35.4% year-over-year due to an increase of 14.6% in the volume sold and 18.2% in the average sales price. Adjusted EBITDA for the quarter totaled R\$933 million, which represents a 5.2% reduction year-over-year with an EBITDA margin of 12% compared to 17% in the first quarter 2020.

This contraction is mainly due to the challenging scenario in terms of production costs, notably grains, which, according to ESALQ data, posted increases of 93% and 61% in soybean and corn, respectively. These increases have been partially mitigated thanks to the company's focus on operation efficiency combined with an increase in sales price, as well as a better mix of market, channels, and products.

Now moving to JBS Brazil, on page 18, we see revenues for the quarter growing 41.3% year-over-year, reaching R\$11.5 billion in the quarter. In the domestic market, which accounted for 61.5% of the business units' revenue, net revenue totaled R\$7.1 billion, an increase of 41% year-over-year with the highlight for the fresh beef segment, which posted an increase of 22.3% in the average sales price and 6.4% in the volume sold.

In the export market, net revenue registered an increase of 41.2% year-over-year, reaching the amount of R\$4.4 billion. The highlight was the sales of fresh beef mainly to China in Hong Kong. The EBITDA totaled R\$236 million with an EBITDA margin of 2%, a contraction of 2 percentage points compared to the first quarter last year.

The business margin was impacted by the increase in the average price of cattle, which, according to CEP ESALQ data, grew about 51% in the period.



Finally, in line with our commitment to the sustainability and positive impact of our business on society, we launched through JBS Leader unit a product with nanotechnology that inactivates the COVID-19 virus ensuring antiviral action on coating for furniture, accessories, and vehicles. Also, through JBS New Businesses unit, we developed an innovative product for civil construction, the green flooring made from recycling of a type of plastic from our operation that was previously destined to landfills.

Now moving to slide 19, JBS USA Beef, and now speaking in dollars and in USGAAP, JBS USA Beef revenues reached US\$5.6 billion in the first quarter 2021, an increase of 7.7% year-over-year with EBITDA margin of 9.6%, the highest ever recorded by a unit in a first quarter.

In North America, the business performance continued to be driven by a widely availability of cattle ready for slaughter, therefore, despite the impact on the increase in the cost of feed, the price of live animals remains lower than in the first quarter 2020. Besides that, the domestic market remains with strong thanks to the performance of the retail segment and the beginning of the recovery of the foodservice segment.

In international market, exports have benefited from the reduction in beef production in other global regions and registered an exceptional performance in the period, notably to China. It's worth noting that the company sales grew at a faster pace than the others of the industry, contributing to our gain in market share in the international market.

In the plant-based segment, the Ozo brand launched new products and is already available in more than 3000 stores in United States and exporting to Canada and Mexico. In the near future, the Ozo brand will also be available in Europe and Australia.

Now talking about Australia and New Zealand, the performance of the beef unit in the region continues to be impacted by the low availability of animals for slaughter. On the other hand, Primo Food remains focused on innovative products increasing its market share in the category in which it operates and generating solid growth in margins.

Now moving to JBS USA Pork, net revenue was US\$1.6 billion, an increase of 8.1% year-over-year, mainly due to the increase of 11% in sales price. The EBITDA was US\$128 million with a 7.9% EBITDA margin. The margin of the pork business in United States began the year under pressure, mainly due to the increase in the price of hogs, which was affected in the period by a challenging weather of the winter condition, which caused logistics disruption and affected the health of the animals.

In addition, the cost of the producing hogs has increased with the rise of the price of grains, which are raw material for feed. On the other hand, the reduction in volume or pork produced in the period given the impact of the



weather conditions and the shortage of labor combined with the higher-than-expected demand growth boosted the price of domestic pork meat, which minimizes the impact of the increase in the cost of live hogs.

Due to the reduced production, the volume of American pork export for the period was also below on the annual comparison. The reduction in exports from JBS USA to the other markets was partially offset by the increase in exports to China during the period.

Now moving to slide 21, Pilgrim's Pride presented net revenue US\$3.3 billion in the quarter, an increase of 6.5% year-over-year. The EBITDA was US\$254 million with a margin of 7.8%. In the US, the market environment improved throughout the quarter including the challenging February impact due to the weather events in the southeast of the country before a very strong recover in the end of the quarter.

Additionally, given the increase in vaccination and loosening of restrictions, demand has been incrementally improving, especially in foodservice channel, while demand in the retail and QSR channels remained strong due to PPC strategic partnership.

The market for commodity large birds deboning experienced the largest improvement with increase in the prices throughout the quarter. In Europe, despite the significant impact of COVID-19 and the increase in the cost of feeding ingredients, Moy Park operations continues to show improvement in the results and Tulip continues to positively contribute for the results. Mexico had another strong quarter following a robust performance during the second half of 2020 driven by a balanced supply and demand and continuous improvement in the operation performance. The prepared food operation also performed well with improved demand.

To conclude, I would like to move to page 23 that shows that our exports amounted to US\$3.4 billion in the first quarter with Greater China representing 30% and Asia as a whole representing 52% of this total.

With that, I would like to open for our question-and-answer session.

Question-and-Answer Session

Operator: Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press the star key followed by the 1 key on your touch tone phone now. If at any time you would like to remove yourself, please press start 2.

Our first question comes from Ben Therue, Barclays.

Ben Therue: Hey, good morning, Tomazoni and team. First of all, congratulations on those strong results for the first quarter. I have two questions



if I may. So, question number one, just a little bit on what you're seeing on the industry dynamics in the different markets, and think you've nicely alluded to it that obviously in Brazil you're seeing a lot more input cost pressure as different green costs are going higher, you're still working on offsetting that along in price increases, we're also seeing similar situation happening to a degree in the pork business and in the US where we're having some headwinds on PPC as well on the cost side that's coming through.

So, just in general with this all grain inflation, cost inflation, how confident are you within the different regions to bring pricing through and to ultimately maintain the strong level of profitability, which you still have in the first quarter? That will be my first question, thank you.

Wesley Batista: Hi, Ben, good morning. So, to start with Brazil, no, we had a quite sudden increase in grain price, very sharp increase in costs, sorry, price has taken a while to follow the grain price, but we feel that this grain cost in Brazil is a structural condition to stay here for a while, and we're going to adapt our pricing and obviously we need to work on efficiencies as well to mitigate this cost increase.

We're very confident for two reasons: one because of the work we've done in the past few months, we've been able to pass part of that cost increase onto price if there is more space going forward, but on top of that, also because of the work we've been doing with improving mix, obviously, when we have a big sharp cost increase as we had, we had to increase price to return to normal margins, but also we need to do a very very strong work on selling more value-added items to be able to offset some of this as well and to have a long-term better margin. So, we're confident.

Same thing with beef, you know, we obviously, again, cattle cost went higher very fast, and beef now is following, and we think we'll be able to normalize in the short term. But this cost will most probably be a quarter going forward and we're going to have to adjust our business model to them.

Ben Therue: Just to stay quickly within Brazil, would you consider cutting some of the production levels in Brazil to also kind of costs because of little lower levels of production and just help support prices as well? Just to stay in Brazil quickly before we go to the USA.

Wesley Batista: Ben, that's not in our plan for now, we don't feel that is necessary to do that, especially because of the consistency of the work we've been doing. The same goes for Friboi and Seara. We've been building partnerships and bringing strong value-added work and we don't feel that we need right now to cut back on production.

Ben Therue: Ok, perfect. And the US, where were you seeing there?



André Nogueira: Hi, Ben, thanks for the question. Let's break this down in few areas. First, the grain price. The grain price of course impacts more directly chicken production in US, in Mexico, in Europe. With the market condition that we have today, Ben, we have been able, and I strongly believe that we will be able to continue pass through just cost, OK, because if you look the more commodity side of the market that the big bird, the price of the cattle and big bird now is 64% higher than was in the same type of last year, and this is demand-drive.

And in other parts like Europe, we have more formula-based that there is a pass through, take a little bit more time, few months, but when we are formula-based we're going to pass the cost of the grain to the final price.

The other pressure that we have is – that's more specific in the US – is labor, and labor cost is going up, we just did another round of increase in compensation in several of our plants, and again, considering the condition of the market in beef, pork, and chicken, we have been able to pass through this incremental cost.

The cattle in Australia is another source of increase in cost for us, we buy cattle in the market, that cattle is very high in Australia right now, Australia beef price or selling price is very very high, but not enough to offset, so we're not making money in Australia beef or lamb right now, we are making money now in the other small business or making good money and good margin in Primo, Primo is growing, but the beef and lamb in Australia we are not.

But we have no plans to reduce our production there, we think that we have a very efficient operation, we have very good customers in the global market, we continue to supply these customers and the market we need to adjust for the new reality of the cattle price until the cycle change, and I don't think that's going to happen before next year.

Ben Therue: OK, perfect. Thank you very much. And then my second question was around your bid you've put out for the plant-based business in Europe. Could you give little more updates on what you think how this is going to turn out and how you think this can be combined with the efforts you've had on plant-based within Brazil, but also within the US? I was thinking Brazil was with Seara and then with Ozo in the US.

Just give us a little bit of an update, a few bites to chew on so to understand where you're having with the different initiatives in the three major markets.

Gilberto Tomazoni: Hi, Ben. Thank you for your question. We, as you know, plant-based is on a segment that we want to be an important player, we don't know how the size of this segment will be, but we will be, for sure, we will be an important player in this segment.



Vivera was an opportunity for us to grow faster in Europe and we believe that we have a lot of synergy in terms of other business we have today in Brazil and in US in terms of technology, in terms of marketing knowledge, in terms of new product development.

This I think will foster all of the other operation, and as well the opportunity for grow Vivera volume with the synergy we have in other markets, and at the moment, we keep business as it is, all of independent, but maybe in the future, depends on the conditions, we are creating a global plant-based organization.

Ben Therue: Perfect, thank you very much and congrats again.

Operator: Our next question comes from Carla Casella, JP Morgan.

Carla Casella: Hi. On the acquisition of that business, is that going to be included, which subsegment will that be included in?

Gilberto Tomazoni: Sorry, Carla, you are asking for other acquisitions? Could you repeat the question? I think is I not understood well your question.

Carla Casella: OK. No, the European plant-based business that you were just referring to, is that going to be included in, you know, which division will you include that in your financial results?

André Nogueira: Hi, Carla. Here's André, Carla. It will be under the JBS USA overall. We did not define yet if it will be a standalone or if will be part of another division. So, after the acquisition we will define that.

Carla Casella: OK. And then, you've mentioned a few times at food service starting to grow again. Can you just update us of when you look at each category what percentage of the business is food service and where you see that longer-term? Because I think it's moved around a bit, you've grown so much your value-added that food service I'm assuming is a lower percentage than it used to. If we can get an update.

André Nogueira: So, if you're talking about US, Carla, I think food service is recovering, I think that when this is finished and done with this recovery between US in food service and retail, I think that we will go back to what it was before or very similar what it was before.

I don't think that we're going to see any relevant change compared to how it was before. The difference that we're seeing in the US – and this applies for all the three proteins – is that export is taking more and more market share, and this is a trend that I don't see changing consider the growth in Asia and how Asia overall is absorbing more and more protein from the global... I commented this last time, I'd like to put emphasis on that. If you look very much markets like Japan and Korea, they import between 50 and 60% of the total protein that they use beef, pork and chicken, the combined base, and I think that the other



countries will go in that direction, they will take many many decades to arrive there, but that is the direction because they're growing in consumption in a much faster pace than what they can grow their protein production.

So, if look China today, China came from 5% in the past and now they're relying 14%, they're still far away from what's the market share that they import protein represents for Japan and Korea, that is a more mature market.

So, I think that at the end of the day, in the US food service will represent at the end a very similar percentage than it was before, our value-added will continue grow, but value-added will go to food service too, it serves food service, the plant that we started to run now in our fully cooked bacon, in reality, food service will represent a higher market share than retail. We just started to run this plant, we're going to start to run this plant this month, in May, at the end of May, and food service will be a big part of that.

One thing that I think that's worth to call the attention, Carla, is – and I think that we underestimate that a little bit – when food service closed in March/April last year, food service has a long pipeline. For you to have a steak or a breast meat in a restaurant to serve you, a lot of process and inventory need to exist between our production and the final user. A much longer pipeline that there is, for example, in retail.

We did not suffer last year when food service closed, we did not suffer too much because demand in retail is so high that the food service was able to sell that product to the retail and our production in the US dropped, in US and Canada dropped in April, but now that food service is coming back, we can see that they need a long pipeline, so that there's a lot of inventory that needs to be built between us and the final user, and we're seeing strong demand in the US, I think is part because of that.

Just project that when Europe reopen food service and Asia reopen food service in full. So, I think that we're going to see a very strong demand for food service because we need to feel all this pipeline of product to be able to serve the final consumer at the end.

Carla Casella: OK, great. And can you give us just a percentage of food service by protein, like chicken versus beef, versus pork in a normal market? Not right this moment.

André Nogueira: I'll come back to you on that, Carla, but for sure chicken is the highest one in terms of food service, followed by beef and pork in the fresh is the smallest one. But then you need to put all the processing pork. But chicken will be the highest one, following beef and then pork.

Carla Casella: OK, great. Thank you.



Operator: This concludes today's question and answer session. I would like to invite Mr. Tomazoni to proceed with his closing statement. Please, go ahead, Sir.

Gilberto Tomazoni: I would like to thank all of our team for the great work and say for all of you that we at JBS remain committed to our propose to feed people around the world with the best and in an increasingly sustainable manner. Thank you.

Operator: That does conclude JBS audio conference for today. Thank you very much for your participation, have a good day and thank you for using Chorus Call.