

minerva
foods



EARNINGS
RELEASE
3Q23

Earnings Release

Barretos, November 08, 2023 – Minerva S.A. (BM&FBOVESPA: BEEF3 | OTC - Nasdaq International: MRVSY), the South American leader in the export of fresh beef and cattle byproducts, which also operates in the processed foods segment, announces today its results for the third quarter of 2023. The financial and operational information herein is presented in BRGAAP and Brazilian reais (R\$), under International Financial Reporting Standards.

3Q23 Highlights

- Free cash flow in 3Q23, after financial expenses, Capex, and working capital, totaled R\$608.1 million. In LTM3Q23, recurring free cash flow, adjusted by the acquisitions of ALC and BPU, totaled R\$1.2 billion.
- EBITDA reached R\$713.7 million in 3Q23, with an EBITDA margin of 10.1%. In the last twelve months, EBITDA totaled R\$2.6 billion, with an EBITDA margin of 9.3%.
- In 3Q23, net income was R\$141.0 million, up by 16.8% from the previous quarter. Year to date, net income totaled R\$375.7 million.
- Net financial leverage – measured by the Net Debt/LTM EBITDA ratio – ended 3Q23 at 2.8x, adjusted by the pro-forma EBITDA of ALC and BPU, and the amount of R\$1.5 billion relating to the initial payment for the acquisition of Marfrig's assets in South America.
- In August, the Company paid early dividends of R\$114.0 million, or R\$0.19/share. In the last 12 months, the Company paid approximately R\$322.6 million in dividends, or R\$0.55/share.
- In 3Q23, the Company announced the signing of an agreement for the purchase and sale of assets of Marfrig Global Foods S.A. in South America, for R\$7.5 billion, covering 16 slaughter plants and 1 distribution center. At the close of the quarter, we had also made significant progress by concluding the acquisition of the subsidiary BPU Meat in Uruguay.
- **Sustainability Commitment:** Minerva Foods has advanced its monitoring of direct supplier farms in Uruguay to more than 40%.
- **Geomonitoring system:** the effectiveness of the system has been proven by third-party audits carried out in 2023. Minerva Foods achieved 100% compliance with the Monitoring Protocol for Cattle Suppliers in the Amazon in audits supervised by the Federal Public Prosecutor's Office in the states of Pará, Mato Grosso and Rondônia. The Company also reported 100% compliance for another consecutive year in the Public Livestock Commitment audit.
- **Biodiesel:** Minerva Biodiesel, a subsidiary that produces biofuel from vegetable and animal fats, received the International Sustainability and Carbon Certification (ISCC).
- **Renove Program:** certified carbon neutral products are now part of the Zero Carbon Impact line.
- **Corporate Governance:** Minerva Foods became a member of the Ethos Institute and joined the "Empresa Limpa" (Business Pact for Integrity and Anti-Corruption).

Minerva (BEEF3)

Price on

November 07, 2022:

R\$8.05

Market cap: R\$4.9 billion

Shares: 607,283,407

Free Float: 43.7%

Conference Calls

November 09, 2023

Portuguese and English:

9:00 a.m. (Brasília)

8:00 a.m. (US EDT)

[Webcast](#)

IR Contact:

Edison Ticle

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Marcelo Reis



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Message from Management

The first nine months of 2023 were marked by a solid set of operating and financial results, always with focus, discipline, and consistency, consolidating our position as one of the main global players in the beef market. We ended 3Q23 with gross revenue of R\$7.6 billion, EBITDA of R\$713.7 million, and net income of R\$141.0 million. One of the main highlights was our cash generation, which reached R\$608.1 million in the quarter and R\$1.2 billion in the last 12 months. Accumulated 2023 performance continued to be consistent, with EBITDA reaching R\$2.0 billion and net income R\$375.7 million. Our capital structure remains solid, with net leverage flat at 2.8x of the Net Debt/LTM EBITDA ratio.

The operational footprint of Minerva Foods, distributed across Latin America and Australia, continues to be one of its main strategic pillars, playing a fundamental role in maintaining profitability and acting as an important risk-mitigating agent. In line with this strategy, Minerva Foods further consolidated its operational footprint by concluding the acquisition of BPU in Uruguay and by particularly acquiring Marfrig's selected assets in South America, which, after conclusion and approval of legal procedures, will uniquely contribute to our business strategy, expanding our geographic positioning and maximizing our arbitration capacity in the global animal protein market. This initiative is a fundamental step in our business strategy, consolidating our geographical diversification, unlocking operational synergies, increasing commercial opportunities, and mostly, maximizing our competitiveness in the international market, always respecting our commitments to sustainability and value creation.

EBITDA	EBITDA Margin	Net Income
R\$713.7 million	10.1%	R\$141.0 million

The global beef market remains very promising and with positive outlooks for players in Latin America. The increased availability of animals ready for slaughter in Brazil combined with a severely restricted production in the United States continue to create unique opportunities for South American exporters. It is worth noting that in addition to its severely restricted cattle supply, the United States is experiencing climate challenges, further hindering the restoration of production, which should be aggravated both in the USA and Australia due to the impact of El Niño over the coming periods. In terms of demand, we remain confident about the outlook for the Asian market, which together with the positive seasonality of the second half of the year and the incipient recovery of the Brazilian market, should create excellent commercial opportunities over the coming quarters.

3Q23 Cash Generation	Leverage
R\$608.1 million	2.8x

One of the main highlights for the quarter was our free cash generation, one of the Company's strategic priorities, which reached R\$608.1 million, amounting to approximately R\$1.2 billion in the last 12 months, reflecting Minerva Foods' excellence in operational and financial management. Our capital structure remains very balanced, and we ended the quarter with net leverage flat at 2.8x of the Net Debt/LTM EBITDA ratio, in line with the Company's strategic guidelines and outlook, even after the acquisition of ALC and BPU and the recent payment of R\$114 million in early dividends.

Our actions in sustainability – a fundamental pillar of our business model – continue to evolve. In 3Q23, we achieved targets related to Minerva Foods' Commitment to Sustainability. In Uruguay, in a pioneer manner, more than 40% of the direct supplier farms are monitored based on socio-environmental criteria. Additionally, we confirm the trust in our geomonitoring system, which, for another year, stood out with 100% compliance in the audits of the Monitoring Protocol for Cattle Suppliers in the Amazon and the Public Livestock Commitment, maintaining Minerva Foods as a benchmark in the sector. As for the decarbonization agenda, we received the International Sustainability and Carbon Certification (ISCC) for the biodiesel produced at our industrial units, which will now have access to the demanding international market. Finally, we moved forward with our governance structure, by joining the Ethos Institute and adhering to the "Empresa Limpa" program.

The prospects for the end of the year and for 2024 remain positive in the global beef market. We remain focused on the execution of our strategic plan and the opportunities of the global animal protein market, while being confident in the work of our team, the operational consistency and the commercial efficiency of our business model,

the correction of our financial management, and the respect we have for our 5 corporate values – results orientation, commitment, sustainability, innovation and recognition of our employees, as we believe this is the best way to create stakeholder value.

Minerva Foods – making connections between people, food and nature.

Fernando Galletti de Queiroz

Chief Executive Officer

Results Analysis

Key Consolidated Indicators

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Total Slaughter ('000 head)	938.1	983.9	-4.6%	1,021.1	-8.1%	3,650.8	3,785.0	-3.5%
Total Sales Volume ('000 metric tons)	333.8	323.1	3.3%	314.1	6.3%	1,239.3	1,208.5	2.6%
Gross Revenue	7,562.5	8,979.7	-15.8%	7,759.1	-2.5%	29,460.1	33,549.4	-12.2%
Export Market	4,871.0	6,255.4	-22.1%	5,108.4	-4.6%	18,813.3	23,106.0	-18.6%
Domestic Market	2,691.4	2,724.3	-1.2%	2,650.7	1.5%	10,646.8	10,443.4	1.9%
Net Revenue	7,067.6	8,437.7	-16.2%	7,276.5	-2.9%	27,564.8	31,644.5	-12.9%
EBITDA	713.7	806.2	-11.5%	711.2	0.4%	2,564.2	2,965.5	-13.5%
EBITDA Margin	10.1%	9.6%	0.5 p.p.	9.8%	0.3 p.p.	9.3%	9.4%	-0.1 p.p.
Net Debt / LTM EBITDA (x)	2.8 ¹	2.2	0.6	2.7 ²	0.1	2.8	2.2	0.6
Net Income	141.0	141.5	-0.3%	120.7	16.8%	350.0	831.0	-57.9%

¹ Adjusted EBITDA ALC and BPU pro-forma (R\$97.9 million with R\$34.2 million referred to the last month before the ALC consolidation and R\$63.7 million referred to the last 11 month of BPU) and Marfrig South America acquisition down payment (R\$1.5 billion)

² Adjusted EBITDA ALC pro-forma (R\$136.5 million - 4 months)

Operational and financial performance

Slaughter

Consolidated slaughter totaled 938 thousand head of cattle in 3Q23, flat YOY.

The consolidated sheep slaughter volume, from the Company's operations in Australia, reached 1.1 million head in 3Q23, and 2.8 million head year to date.

Figure 1 – Consolidated Cattle Slaughter (thousand)

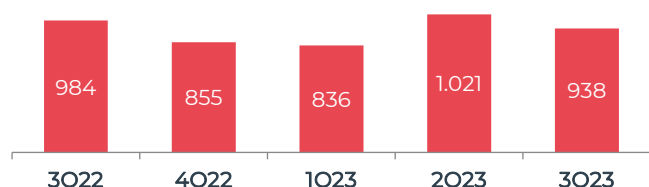
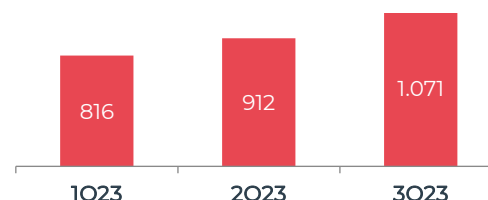


Figure 2 – Sheep Slaughter (thousand)



Gross Revenue

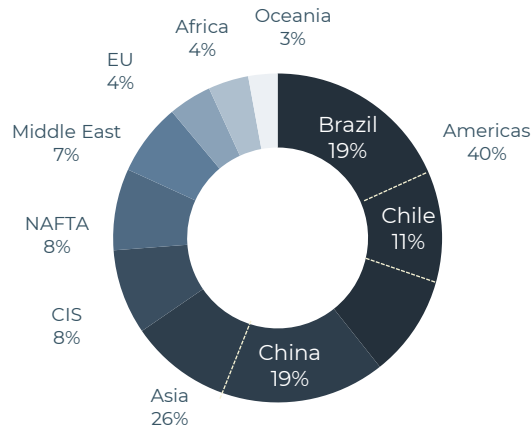
In 3Q23, the Company's consolidated gross revenue reached R\$7.6 billion. In the last 12 months, gross revenue totaled R\$29.5 billion.

See the chart below for more details on gross revenue by business unit.

Gross Revenue (R\$ million)	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Brazil	3,765.3	4,553.2	-17.3%	3,623.4	3.9%	13,751.7	16,046.1	-14.3%
Argentina	927.0	1,445.8	-35.9%	945.5	-2.0%	3,555.5	4,936.3	-28.0%
Colombia	245.3	561.2	-56.3%	248.0	-1.1%	1,167.5	1,559.4	-25.1%
Paraguay	947.7	1,325.8	-28.5%	1,236.9	-23.4%	4,148.6	4,949.4	-16.2%
Uruguay	807.0	623.4	29.5%	790.3	2.1%	3,194.3	4,021.4	-20.6%
Australia	497.6	-	N/A	534.3	-6.9%	1,527.7	-	N/A
Others ⁽¹⁾	372.6	470.3	-20.8%	380.8	-2.2%	2,114.9	2,036.7	3.8%
Total	7,562.5	8,979.7	-15.8%	7,759.1	-2.5%	29,460.1	33,549.4	-12.2%

⁽¹⁾ consists of the result from live cattle exports, protein trading, energy trading, and resale of third-party products.

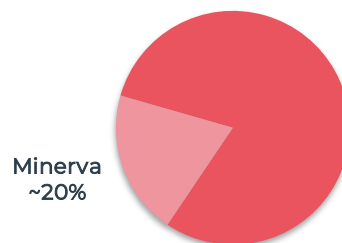
Figure 3 – Breakdown by Gross Revenue - 3Q23



Exports - Market Share

Minerva Foods remained the leading beef exporter on the continent. The Company accounted for approximately 20% of South American beef exports in the period.

Figure 4 – 3Q23 Market Share



Sources: Minerva, Secex, Penta-transaction, OCIT, INDEC/ICA, and Legiscomex

Export Market – 64.4% of Gross Revenue in 3Q23 | 63.9% in LTM3Q23

In 3Q23, gross revenue was R\$4.9 billion, totaling R\$18.8 billion in the last twelve months.

The export market accounted for 67.6% of the gross revenue of the Brazil division in 3Q23, and 62.4% of its total volume. As for the operations in South America ex-Brazil (Argentina, Colombia, Paraguay and Uruguay), exports reached 62.2% of gross revenue and 61.6% of this region's volume. In relation to the sheep operation in Australia, exports accounted for 67.7% of gross revenue and 74.4% of total volume in the period.

In the last 12 months ended September 2023, exports from the Brazil division reached 65.3% of gross revenue and 61.6% of total volume, and South America ex-Brazil totaled 66.9% of gross revenue and 62.9% of total volume.

Below is a more detailed description of exports share in gross revenue and volume by origin:

Exports (% of Gross Revenue)*	3Q23	3Q22	2Q23
Brazil	67.6%	71.6%	66.5%
South America ex-Brazil	62.2%	72.5%	70.6%
Sheep	67.7%	0.0%	68.1%
Total	65.4%	69.7%	68.4%

*Excluding "Others"

Exports (% of Volume)*	3Q23	3Q22	2Q23
Brazil	62.4%	66.2%	58.9%
South America ex-Brazil	61.6%	65.4%	65.7%
Sheep	74.4%	0.0%	73.8%
Total	62.7%	65.9%	63.1%

*Excluding "Others"

Exports by region between LTM3Q23 and LTM3Q22 were as follows:

- **Africa:** The region accounted for 4% of exports in the last twelve months ended September 2023, remaining flat over LTM3Q22.
- **Americas:** The Americas accounted for 20% of total exports in LTM3Q23, up by 3 p.p. from the same period in 2022, being the second main destination of Minerva Foods' exports.
- **Asia:** Asia accounted for 43% of total exports in LTM3Q23, dropping by 4 p.p. over LTM3Q22 and remaining the main destination for our exports. China stood out, accounting for 33% of the Company's exports in the period.
- **CIS (Commonwealth of Independent States):** The Commonwealth of Independent States, represented mainly by Russia, accounted for 11% of exports in LTM3Q23, increasing by 2 p.p. compared to the same period of the previous year.
- **European Union:** In LTM3Q23, the European Union accounted for 7% of the Company's exports, flat over the previous period.
- **NAFTA:** This region was responsible for 8% of exports, with a slight increase year on year. It is worth noting that the United States continues to be the largest driver of demand in the region.
- **Middle East:** In the 12-month period ended September 2023, the Middle East accounted for 7% of total exports, flat over LTM3Q22.
- In 3Q23, export revenue for the sheep operation in **Australia** was distributed as follows: NAFTA, representing 38%, followed by Asia with 26%, the Middle East with 17%, Oceania with 10%, and the EU, which reached a 6% share of exports.

Figures 5 and 6 - Breakdown of Export Revenue by Region ex-Australia

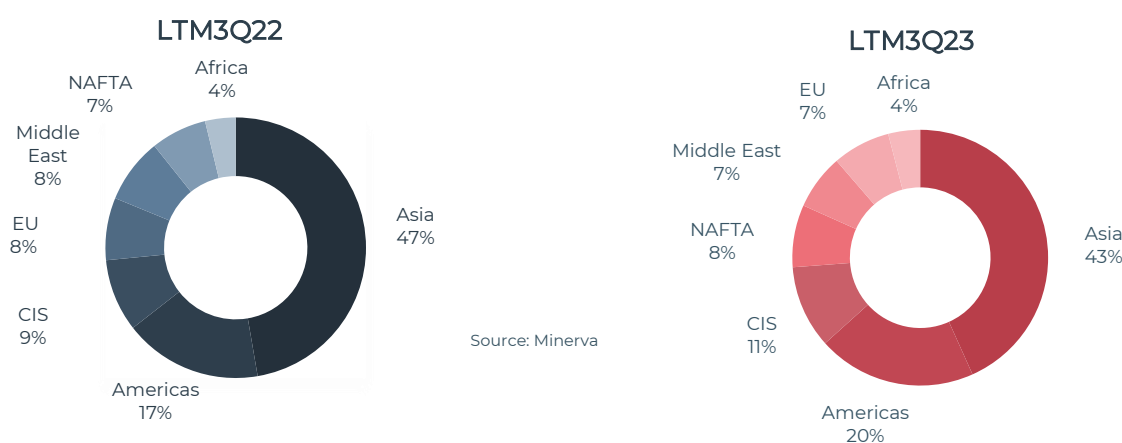
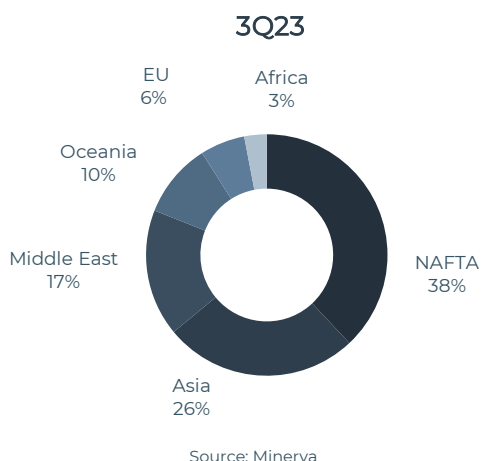


Figure 7 - Breakdown of Export Revenue in Australia



Domestic market – 35.6% of Gross Revenue in 3Q23 | 36.1% in LTM3Q23

Gross revenue from the domestic market reached R\$2.7 billion in 3Q23, up by 1.5% over 2Q23. In LTM3Q23, gross revenue from the domestic market totaled R\$10.6 billion, up by 1.9% YOY.

The breakdown of gross revenue, sales volume, and average price is as follows:

Gross Revenue (R\$ million)	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Export Market	4,871.0	6,255.4	-22.1%	5,108.4	-4.6%	18,813.3	23,106.0	-18.6%
Domestic Market	2,691.4	2,724.3	-1.2%	2,650.7	1.5%	10,646.8	10,443.4	1.9%
Total	7,562.5	8,979.7	-15.8%	7,759.1	-2.5%	29,460.1	33,549.4	-12.2%

Sales Volume ('000 metric tons)	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Export Market	209.2	212.8	-1.7%	198.2	5.5%	775.0	788.8	-1.8%
Domestic Market	124.6	110.3	12.9%	115.8	7.6%	464.3	419.7	10.6%
Total	333.8	323.1	3.3%	314.1	6.3%	1,239.3	1,208.5	2.6%

Average Price	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Export Market (US\$/Kg)	4.8	5.6	-14.9%	5.2	-8.3%	4.8	5.6	-14.3%
Domestic Market (R\$/Kg)	21.6	24.7	-12.5%	22.9	-5.6%	22.9	24.9	-7.9%
Average Dollar (source: Central Bank of Brazil)	4.88	5.25	-7.0%	4.95	-1.5%	5.07	5.24	-3.3%

Breakdown by Origin

To increase the disclosure and transparency of the Company's information, a more detailed breakdown of performance by country is provided below:

Brazil	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Gross Revenue	3,765.3	4,553.2	-17.3%	3,623.4	3.9%	13,751.7	16,046.1	-14.3%
Sales Volume	178.3	169.6	5.1%	141.2	26.2%	597.8	588.9	1.5%

Argentina	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Gross Revenue	927.0	1,445.8	-35.9%	945.5	-2.0%	3,555.5	4,936.3	-28.0%
Sales Volume	41.1	46.6	-11.8%	45.3	-9.3%	171.4	170.7	0.4%

	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Colombia								
Gross Revenue	245.3	561.2	-56.3%	248.0	-1.1%	1,167.5	1,559.4	-25.1%
Sales Volume	9.3	22.6	-58.8%	12.8	-27.0%	59.2	76.7	-22.9%
Paraguay								
Gross Revenue	947.7	1,325.8	-28.5%	1,236.9	-23.4%	4,148.6	4,949.4	-16.2%
Sales Volume	51.4	62.0	-17.2%	61.4	-16.3%	216.2	225.2	-4.0%
Uruguay								
Gross Revenue	807.0	623.4	29.5%	790.3	2.1%	3,194.3	4,021.4	-20.6%
Sales Volume	36.5	22.3	63.5%	34.7	5.2%	136.8	147.0	-6.9%
Australia								
Gross Revenue	497.6	0.0	N/A	534.3	-6.9%	1,527.7	0.0	N/A
Sales Volume	17.3	0.0	N/A	18.7	1.5%	57.9	0.0	N/A
Others								
Gross Revenue	372.6	470.3	-20.8%	380.8	-2.2%	2,114.9	2,036.7	3.8%

Net Revenue

In 3Q23, Minerva Foods' net revenue was R\$7.1 billion, totaling R\$27.6 billion in the last twelve months.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Gross Revenue	7,562.5	8,979.7	-15.8%	7,759.1	-2.5%	29,460.1	33,549.4	-12.2%
Deductions and Discounts	-494.8	-542.0	-8.7%	-482.6	2.5%	-1,895.3	-1,904.9	-0.5%
Net Revenue	7,067.6	8,437.7	-16.2%	7,276.5	-2.9%	27,564.8	31,644.5	-12.9%
% of Gross Revenue	93.5%	94.0%	-0.5 p.p.	93.8%	-0.3 p.p.	93.6%	94.3%	-0.8 p.p.

Cost of Goods Sold (COGS) and Gross Margin

COGS corresponded to 79.1% of net revenue in 3Q23, implying in a gross margin of 20.9%, up by 1.2 p.p. from the previous year. In LTM3Q23, COGS accounted for 80.1% of net revenue, reaching a gross margin of 19.9% and increasing by 1.5 p.p. in the same basis.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Net Revenue	7,067.6	8,437.7	-16.2%	7,276.5	-2.9%	27,564.8	31,644.5	-12.9%
COGS	-5,590.1	-6,778.8	-17.5%	-5,764.1	-3.0%	-22,086.1	-25,840.4	-14.5%
% of Net Revenue	79.1%	80.3%	-1.2 p.p.	79.2%	-0.1 p.p.	80.1%	81.7%	-1.5 p.p.
Gross Profit	1,477.5	1,658.8	-10.9%	1,512.4	-2.3%	5,478.7	5,804.1	-5.6%
Gross Margin	20.9%	19.7%	1.2 p.p.	20.8%	0.1 p.p.	19.9%	18.3%	1.5 p.p.

Selling, General and Administrative Expenses

Selling expenses accounted for 8.3% of net revenue in 3Q23, while general and administrative expenses accounted for around 4.8%. In LTM3Q23, selling expenses accounted for 7.9% of net revenue, while general and administrative expenses accounted for 4.7%.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Selling Expenses	-585.6	-691.4	-15.3%	-565.0	3.7%	-2,172.1	-2,298.3	-5.5%
% of Net Revenue	8.3%	8.2%	0.1 p.p.	7.8%	0.5 p.p.	7.9%	7.3%	0.6 p.p.

G&A Expenses	-338.9	-256.5	32.1%	-382.2	-11.3%	-1,302.6	-979.8	32.9%
% of Net Revenue	4.8%	3.0%	1.8 p.p.	5.3%	-0.5 p.p.	4.7%	3.1%	1.6 p.p.

EBITDA

In 3Q23, Minerva Foods' consolidated EBITDA reached R\$713.7 million, with an EBITDA margin of 10.1%.

In the last twelve months ended September 2023, EBITDA totaled R\$2.6 billion, with an EBITDA margin of 9.3%. In the last 12 months, Adjusted EBITDA, considering the performance of ALC and BPU, totaled R\$2.7 billion⁽¹⁾.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Net Income (Loss)	141.0	141.5	-0.3%	120.7	16.8%	350.0	831.0	-57.9%
(+/-) Deferred Income Tax and Social Contribution	-102.2	39.1	N/A	23.6	N/A	-114.8	-286.0	-59.9%
(+/-) Financial Result	535.9	523.0	2.5%	427.1	25.5%	1,809.3	2,015.3	-10.2%
(+/-) Depreciation and Amortization	139.0	102.7	35.4%	139.8	-0.6%	519.7	399.5	30.1%
(+/-) Other Expense Adjustments	0.0	0.0	N/A	0.0	N/A	0.0	5.6	N/A
EBITDA	713.7	806.2	-11.5%	711.2	0.4%	2,564.2	2,965.5	-13.5%
EBITDA Margin	10.1%	9.6%	0.5 p.p.	9.8%	0.3 p.p.	9.3%	9.4%	-0.1 p.p.

(1) Adjusted by ALC and BPU pro-forma EBITDA totalizing R\$97.9 million with R\$34.2 million referred to the last month before the ALC consolidation and R\$63.7 million referred to the last 11 monthsh of BPU.

Financial Result

The net financial result in 3Q23 came in as a loss of R\$535.8 million, reflected in the "FX Variation" line, with an impact of R\$289.9 million as a principal result coming of the 2033 Notes recently issued by the Company abroad, with the issuance of US\$1.0 billion at the end of the quarter

In line with the risk management policy, the Company has been hedging at least 40% of its long-term foreign-currency debt.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Financial Expenses	-355.4	-322.7	10.1%	-292.6	21.4%	-1,279.5	-1,151.8	11.1%
Financial Revenue	75.9	73.4	3.4%	34.1	122.6%	219.0	149.3	46.7%
Monetary Correction	-27.0	-50.6	-46.6%	-11.9	126.8%	-55.5	-199.4	-72.2%
FX Variation	-289.9	-42.6	580.2%	50.6	N/A	-326.2	-335.0	-2.6%
Other Expenses	60.5	-180.4	N/A	-207.2	N/A	-367.1	-478.3	-23.2%
Financial Result	-535.8	-523.0	2.5%	-427.0	25.5%	-1,809.3	-2,015.3	-10.2%
Average Dollar (R\$/US\$)	4.88	5.25	-7.0%	4.95	-1.5%	5.07	5.24	-3.3%
Closing Dollar (R\$/US\$)	5.01	5.41	-7.4%	4.82	3.9%	5.01	5.41	-7.4%

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
FX Hedge	121.7	-84.4	N/A	-146.5	N/A	-61.6	-163.5	-62.3%
Commodities Hedge	15.1	-20.1	N/A	13.2	14.4%	2.1	-34.0	-106.2%
Fees, Commissions, and Other Financial Expenses	-76.3	-75.9	0.5%	-73.9	3.2%	-307.6	-280.8	9.5%
Total	60.5	-180.4	N/A	-207.2	N/A	-367.1	-478.3	-23.2%

Net Income

In 3Q23, net income was R\$141.0 million, up by 16.8% over 2Q23, reaching an accumulated net income of R\$350.0 million in the last twelve months.

R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)	LTM3Q23	LTM3Q22	Var. (%)
Net income (loss) before Income Tax and Social Contribution	38.8	180.5	-78.5%	144.3	-73.1%	235.3	545.1	-56.8%
Income Tax and Social Contribution	102.2	-39.1	-361.6%	-23.6	-533.3%	114.8	286.0	-59.9%
Net Result	141.0	141.5	-0.3%	120.7	16.8%	350.0	831.0	-57.9%
% Net margin	2.0%	1.7%	0.3 p.p.	1.7%	0.3 p.p.	1.3%	2.6%	-1.4 p.p.

Cash Flow

Operating Cash Flow

In 3Q23, the Company's operating cash flow was positive by R\$1.2 billion. The variation in working capital requirements was positive by R\$581.2 million in the quarter. It is worth noting the trade receivables and other receivables line, which returned around R\$278.9 million to cash, and the other payables line, contributing R\$219.3 million.

In LTM3Q23, operating cash flow reached R\$2.8 billion.

R\$ million	3Q23	3Q22	2Q23	LTM3Q23
Net Income	141.0	141.5	120.7	350.0
(+) Net Income Adjustments	467.5	630.7	395.4	1,813.7
(+) Variation in Working Capital Requirements	581.2	338.7	62.2	673.9
Operating Cash Flow	1,189.7	1,110.9	578.4	2,837.6

Free Cash Flow

In 3Q23, the Company's free cash flow after Capex, interest payments, and working capital, was positive by R\$608.1 million. Excluding the impact from the acquisition of BPU, free cash flow was positive by R\$803.1 million.

In the last 12 months and excluding the impacts from the acquisition of ALC and BPU, free cash flow was positive by R\$1.2 billion.

R\$ million	3Q23	2Q23	1Q23	4Q22	LTM3Q23
EBITDA	713.7	711.2	531.9	607.5	2,564.2
CAPEX*	-396.7	-187.1	-371.5	-1,091.8	-2,047.1
Financial Result (on a Cash Basis)	-290.0	-395.0	-172.0	-520.0	-1,377.0
Variation in Working Capital Requirements	581.2	62.2	-841.5	872.0	673.9
Free Cash Flow	608.1	191.3	-853.1	-132.4	-186.1

* Capex=Recurring maintenance Capex R\$201.7 million + BPU acquisition R\$195.0 million.

Capital Structure

In 3Q23, the Company's cash balance was R\$10.5 billion, sufficient to amortize its debt maturity schedule until 2030, and in line with Minerva Foods' conservative cash management and capital discipline.

On September 30, 2023, approximately 70% of gross debt was linked to the US Dollar, and in line with our hedging policy, the Company hedges at least 40% of its long-term currency exposure, protecting our balance sheet during periods with high exchange rate volatility. Debt duration was around 5.0 years at the end of 3Q23.

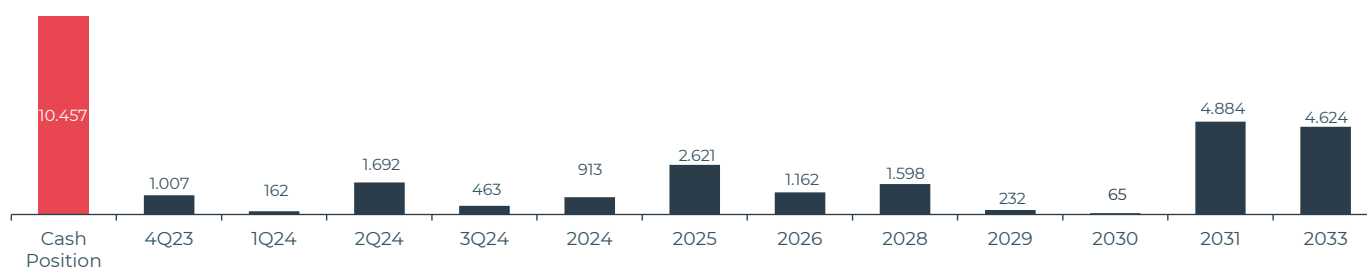
In 3Q23, the Company concluded the issue of the Notes due in 2033, totaling US\$1.0 billion, with a coupon of 8.875% p.a. The proceeds from this issue remain available as cash to pay for the acquisition of target assets of Marfrig in South America, which is pending approval from regulators.

Still this quarter, the Company concluded the 13th issue of simple debentures totaling R\$2.0 billion, divided into 4 series, due in 2028 and 2030, with cost ranging between 114% and 118% of the CDI after swap.

Net leverage, measured by the Net Debt/LTM EBITDA ratio, was flat, ending 3Q23 at 2.8x, adjusted by the pro-forma EBITDA of R\$97.9 million of ALC and BPU, and the advance payment for the acquisition of Marfrig's assets in South America, in the amount of R\$1.5 billion.

Minerva's Management remains committed to keeping its capital structure balanced and in line with its value creation strategy.

Figure 8 – Debt Amortization Schedule on 09/30/2023 (R\$ million)



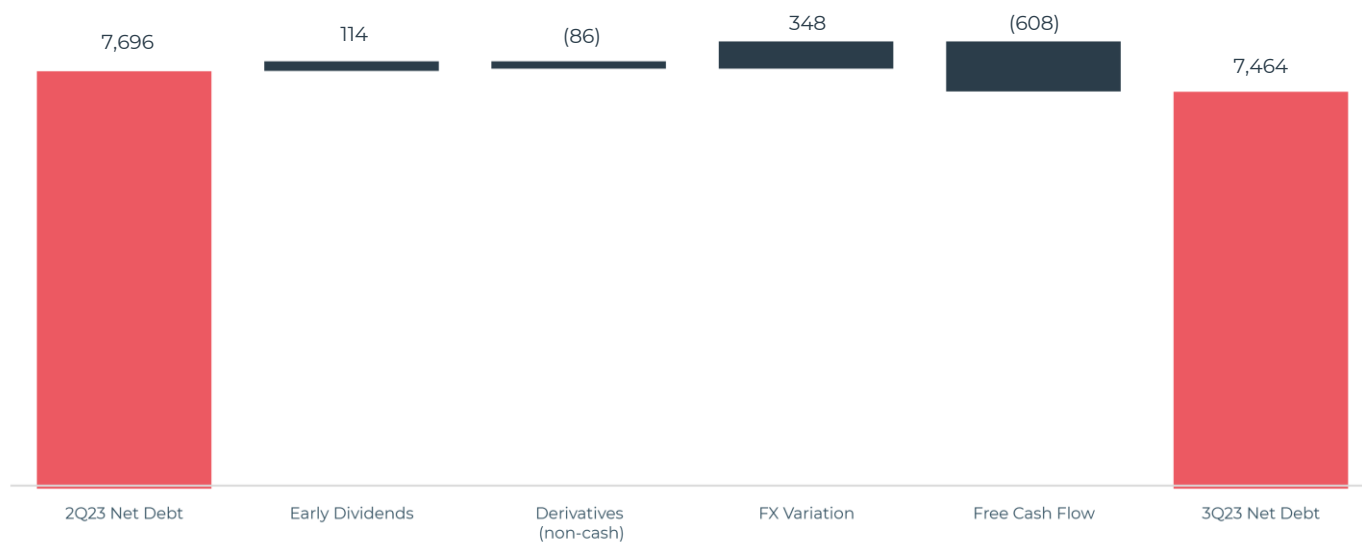
R\$ million	3Q23	3Q22	Var. (%)	2Q23	Var. (%)
Short-term Debt	3,324.4	2,630.2	26.4%	3,246.8	2.4%
% of Short-term Debt	17.1%	18.2%	-1.1 p.p.	23.4%	-6.3 p.p.
Local Currency	2,303.4	704.0	227.2%	2,124.3	8.4%
Foreign Currency	1,021.0	1,926.3	-47.0%	1,122.6	-9.0%
Long-term Debt	16,097.3	11,813.9	36.3%	10,646.6	51.2%
% of Long-term Debt	82.9%	81.8%	1.1 p.p.	76.6%	6.3 p.p.
Local Currency	3,582.9	5,163.8	-30.6%	4,248.4	-15.7%
Foreign Currency	12,514.5	6,650.1	88.2%	6,398.2	95.6%
Total Debt	19,421.7	14,444.1	34.5%	13,893.4	39.8%
Local Currency	5,886.3	5,867.7	0.3%	6,372.6	-7.6%
Foreign Currency	13,535.5	8,576.4	57.8%	7,520.8	80.0%
Cash and Cash Equivalents	-10,457.3	-7,966.1	31.3%	-6,197.3	68.7%
Net Debt	8,964.4	6,478.0	38.4%	7,696.2	16.5%
Net Debt/EBITDA (x)	2,8*	2.2	0.6	2,7**	0.1

* Adjusted EBITDA ALC and BPU pro-forma (R\$97.9 million with R\$34.2 million referred to the last month before the ALC consolidation and R\$63.7 million referred to the last 11 month of BPU) and Marfrig South America acquisition down payment (R\$1.5 billion)

** Adjusted EBITDA ALC proforma (R\$136.5 million)

More details on the net debt variations in the quarter are provided below.

Figure 9 – Net Debt Bridge (R\$ million)



Capex

Investments totaled R\$1.7 billion in 3Q23. Of this amount, approximately R\$141.4 million was allocated to the maintenance of our operations in Brazil and Colombia; R\$60.4 million to expansion; and R\$1.5 billion to the down payment related to the acquisition of Marfrig's assets in South America.

It is worth noting that the disbursement referring to the acquisition of BPU in Uruguay, totaling R\$195.0 million, was concluded via direct payment of capital and debts, with an impact on the balance sheet of the parent company.

See below a breakdown of investments (cash effect) by quarter and in the last twelve months:

R\$ million	3Q23	2Q23	1Q23	4Q22	LTM3Q23
Maintenance	141.4	125.4	75.8	103.7	446.2
Expansion	60.4	61.7	295.7	988.1	1,405.9
Investments - Marfrig Target Assets	1,500.0	-	-	-	1,500.0
Total	1,701.8	187.1	371.5	1,091.8	3,352.1

ESG

During Q3 2023, the Company has made notable strides in advancing its environmental, social, and governance (ESG) initiatives, in tandem with the Sustainability Commitment from 2021. The Company's pioneering endeavors in combatting illegal deforestation in Latin America supply chains are evidenced by the recent headway in Uruguay. Over 40% of Minerva Foods' direct supplier farms are now being monitored, with the goal of reaching 100% by 2025.

The Company's geomonitoring system was once again demonstrated to be effective during the third-party audits conducted in 2023. Minerva Foods achieved 100% compliance in the audits monitored by the Federal Public Prosecutor's Office in the states of Pará, Mato Grosso, and Rondônia with respect to the Monitoring Protocol for Cattle Suppliers in the Amazon, a result authenticated by Grant Thornton Brazil. The company achieved another year of 100% compliance in the audit of the Public Livestock Commitment, which was signed in 2009. This result was confirmed by BDO RCS *Auditores Independentes*.

Over this same period, Minerva Biodiesel, a subsidiary of the Company, engaged in the production of biofuel from vegetable and animal fat, received the International Sustainability and Carbon Certification (ISCC). This certification allows the biodiesel produced by the Company to be marketed internationally, helping towards the decarbonization of the world's energy matrix.

Under the Renove program, Minerva Foods continues to export certified carbon neutral products from its operations in Brazil and Uruguay. Products whose greenhouse gas (GHG) emissions throughout the production and distribution process have been measured, reduced and offset now form part of the Zero Carbon Impact line. Any excess emissions are offset by MyCarbon, the Company's subsidiary, through carbon credits generated through reforestation and forest conservation projects.

From an institutional perspective, the Company's ESG program was recognized by *Institutional Investor*. The ESG program was ranked first in the "Most Honored Company" ranking in the Food & Beverage sector, Small Cap segment, among other categories. Institutional Investor's assessment of Latin America compiled ratings from buy-side analysts, asset managers, and sell-side analysts at brokerage firms and financial institutions covering the region. These results reflect the opinions of investment professionals at 361 financial services companies on the categories evaluated in their areas of coverage.

In addition, the Company has become a member of the Ethos Institute and has joined the "*Empresa Limpa*", which translates to "Clean Company" (Business Pact for Integrity and Anti-Corruption). This institute is a civil society organization whose mission is to mobilize, raise awareness and support companies in their efforts to conduct their business in a socially responsible manner and to become partners in building a sustainable and more equitable society. The Business Pact for Integrity and Anti-Corruption is a voluntary commitment designed to promote a more honest and ethical marketplace. Both initiatives strengthen our corporate governance practices.

Subsequent Events

13th Debenture Issue

On October 11, 2023, the Company concluded its 13th issue of simple debentures, divided into 4 series, totaling R\$2 billion, remunerated as follows:

Series	Amount (million)	Compensation	Maturity	Swap
1 st Series	R\$500	CDI + 1.50% p.a.	September 13, 2028	-
2 nd Series	R\$438	13.03% p.a.	September 13, 2028	114% of CDI
3 rd Series	R\$643	IPCA + 7.54% p.a.	September 12, 2030	118% of CDI
4 th Series	R\$419	13.51% p.a.	September 12, 2030	116% of CDI

Audit - Federal Prosecution Office

On October 26, 2023, the Company announced that it achieved 100% of socio-environmental compliance in the states of Pará, Mato Grosso and Rondônia, according to the audit supervised by the Federal Prosecution Office (“MPF”), the main and most reliable authority for verifying the Brazilian production chain.

The initiative focuses on analyzing the legal, environmental and social aspects of livestock activity, requiring that beef protein producers verify whether the properties with which they conduct negotiations are in compliance with socio-environmental criteria established in the Monitoring Protocol for Cattle Suppliers in the Amazon. Therefore, commitments made by Minerva Foods contribute to preventing the trade of raw materials arising from illegally deforested areas, land grabbing, slavery-like labor, and the invasion of environmental conservation areas, as well as indigenous and quilombo land.

About Minerva S.A.

Minerva Foods is the South American leader in beef exports and also operates in the processed foods segment, selling its products to over 100 countries. Present in Brazil, Paraguay, Argentina, Uruguay, Colombia and Australia, Minerva operates 30 slaughter and deboning plants and 3 processing plants. In the 12 months ended September 30, 2023, the Company recorded gross sales revenue of **R\$29.5 billion**, 12% below that of the same period of 2022.

Relationship with Auditors

In compliance with CVM Resolution 162/22, we announce that our auditors were not engaged in services other than those related to the external audit in the quarter ended September 30, 2023.

Statement from Management

Under CVM Instructions, Management declares that it has discussed, reviewed, and agreed with the parent company and consolidated accounting information related to the fiscal year ended September 30, 2023 and the opinions expressed in the independent auditors' review report, hereby authorizing its disclosure.



APPENDIX 1 - INCOME STATEMENT (CONSOLIDATED)

(R\$ thousand)	3Q23	3Q22	2Q23
Net operating revenue	7,067,636	8,437,666	7,276,483
Cost of goods sold	-5,590,113	-6,778,821	-5,764,102
Gross profit	1,477,523	1,658,845	1,512,381
Selling expenses	-585,632	-691,370	-564,994
General and administrative expenses	-338,884	-256,465	-382,176
Other operating revenues (expenses)	21,682	-7,453	6,194
Result before financial expenses	574,689	703,557	571,405
Financial expenses	-355,379	-323,745	-292,639
Financial revenue	75,911	73,380	34,095
Monetary correction	-26,992	-50,571	-11,899
FX variation	-289,888	-42,617	50,612
Other financial expenses	60,482	-179,458	-207,253
Financial result	-535,866	-523,011	-427,084
Income (loss) before taxes	38,823	180,546	144,321
Income and social contribution taxes - current	-5,515	-17,951	-11,319
Income and social contribution taxes - deferred	107,719	-21,111	-12,270
Income (loss) for the period before non-controlling interest	141,027	141,484	120,732
Controlling shareholders	155,496	141,484	118,010
Non-controlling shareholders	-14,469	0	2,722
Profit (loss) for the period	141,027	141,484	120,732

APPENDIX 2 - BALANCE SHEET (CONSOLIDATED)

(R\$ thousand)	3Q23	4Q22
ASSETS		
Cash and cash equivalents	10,457,294	6,197,271
Trade receivables	1,927,749	2,088,319
Inventories	1,418,840	1,685,326
Biological assets	212,014	416,228
Taxes recoverable	653,500	708,615
Other receivables	498,550	565,380
Total current assets	15,167,947	11,661,139
Taxes recoverable	120,409	119,490
Deferred tax assets	915,984	790,594
Other receivables	173,573	158,297
Judicial deposits	21,166	21,828
Advance payment for the acquisition of investments	1,500,000	0
Investments	242,094	242,092
Fixed assets	5,992,412	5,195,464
Intangible assets	1,773,173	1,677,764
Total non-current assets	10,738,811	8,205,529
Total assets	25,906,758	19,866,668
LIABILITIES		
Loans and financing	3,324,391	3,246,827
Leasing	7,841	7,740
Trade payables	2,827,120	2,970,031
Labor and tax liabilities	429,507	420,322
Other payables	1,535,551	1,104,566
Total current liabilities	8,124,410	7,749,486
Loans and financing	16,097,340	10,646,610
Leasing	23,094	24,623
Labor and tax liabilities	36,451	37,683
Provision for contingencies	36,795	35,930
Other payables	144,065	136,100
Deferred tax liabilities	332,358	330,370
Total non-current liabilities	16,670,103	11,211,316
Shareholders' equity		
Share capital	1,619,074	1,619,074
Capital reserves	142,527	137,249
Revaluation reserves	44,809	45,196
Profit reserves	671,267	671,267
Retained earnings	280,449	238,569
Treasury shares	-215,699	-215,699
Other comprehensive income	-1,914,479	-2,085,874
Total shareholders' equity attributed to controlling shareholders	627,948	409,782
Non-controlling interest	484,297	496,084
Total shareholders' equity	1,112,245	905,866
Total liabilities and shareholders' equity	25,906,758	19,866,668

APPENDIX 3 – CASH FLOW (CONSOLIDATED)

(R\$ thousand)	3Q23	3Q22	2Q23
Cash flow from operating activities			
Result for the period	141,027	141,484	120,732
Adjustments to reconcile net income provided by operating activities:			
Depreciation and amortization	138,990	102,676	139,759
Estimated loss with doubtful accounts	2,623	382	4,327
Proceeds from the sale of fixed assets	94	45,901	488
Fair value of biological assets	-14,406	7,179	4,148
Net effect on business combination/non-cash transaction	-264,307	0	0
Deferred corporate tax	-107,719	21,111	12,270
Financial charges	358,189	323,745	293,986
FX variation – not realized	320,310	79,798	-54,429
Monetary correction	26,992	50,571	11,899
Provision for contingencies	865	-623	-22,936
Equity instruments granted	5,877	0	5,877
Trade receivables and other receivables	278,939	318,098	61,632
Inventories	352,432	11,513	59,157
Biological assets	-61,682	-47,902	-36,046
Taxes recoverable	60,107	-37,756	-35,761
Judicial deposits	662	841	71
Trade payables	-251,857	-747	317,829
Labor and tax liabilities	-16,730	14,356	89,370
Other payables	219,281	80,280	-394,018
Cash flow from operating activities	1,189,687	1,110,907	578,355
Cash flow from investing activities			
Advance payment for the acquisition of investments	-1,500,000	0	0
Investment acquisition	8,175	0	0
Acquisition of intangible assets	-2,782	-7,689	-10,464
Acquisition of fixed assets	-207,134	-206,860	-176,627
Cash flow from investing activities	-1,701,741	-214,549	-187,091
Cash flow from financing activities			
Loans and financing raised	5,789,783	2,265,820	342,027
Loans and financing settled	-1,139,139	-1,501,790	-602,571
Commercial leasing	-2,316	-2,062	-1,957
Additional dividend proposed	0	0	-181,314
Interim Dividends	-114,000	-128,078	0
Sale of treasury shares	-736	0	6,877
Non-controlling interest	-11,787	14,296	-33,099
Cash flow from financing activities	4,521,805	648,186	-470,037
FX variation on cash and cash equivalents	250,272	218,290	-97,523
Net increase(decrease) in cash and cash equivalents	4,260,023	1,762,834	-176,296
Cash and cash equivalents			
Beginning of the period	6,197,271	6,203,315	6,373,567
End of the period	10,457,294	7,966,149	6,197,271
Net increase(decrease) in cash and cash equivalents	4,260,023	1,762,834	-176,296

APPENDIX 4 – FOREIGN EXCHANGE

(R\$ thousand)	3Q23	2Q23	3Q22
(US\$ - Closing)			
Brazil (R\$/US\$)	5.03	4.79	5.41
Paraguay (PYG/US\$)	7,287.50	7,265.80	7,074.70
Uruguay (UYU/US\$)	38.47	37.50	41.71
Argentina (ARS/US\$)	350.00	256.73	147.32
Colombia (COP/US\$)	4,077.67	4,171.79	4,608.75
Australia (AUD/US\$)	1.55	1.50	1.56