

INDUSTRY OVERVIEW

3Q23

Barretos, November 06, 2023 – Minerva Foods is the South American leader in beef exports, which also operates in the processed foods segment, selling its products to over 100 countries. The Company currently has a daily slaughtering capacity of 30,740 head of cattle through its presence in Brazil, Paraguay, Argentina, Uruguay, and Columbia. Minerva operates 26 cattle slaughter and deboning plants and 3 processing plants, in addition to 4 sheep plants in Australia.

HIGHLIGHTS BY COUNTRY

Brazil

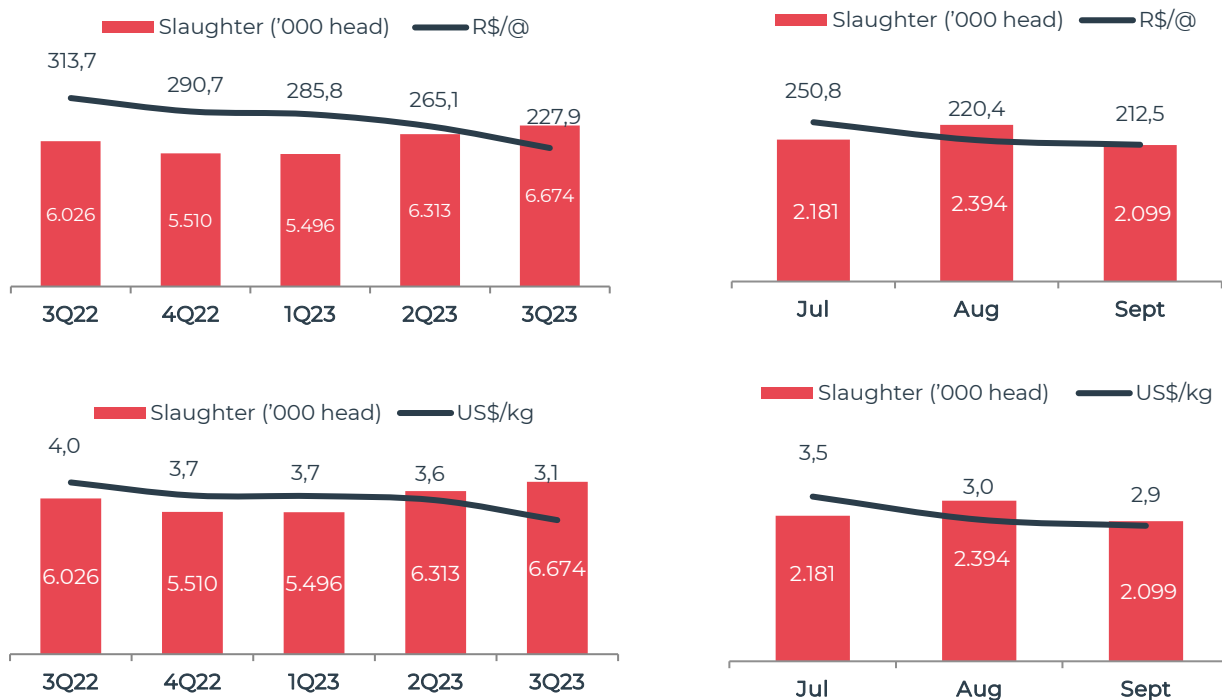
Cattle Supply

In 3Q23, approximately 6.7 million head of cattle were slaughtered in Brazil, up by 6% over 2Q23 and by 11% over 3Q22.

The arroba price (indicator: Finished Cattle ESALQ/BM&F - state of São Paulo) averaged R\$227.9/@, down by 14% quarter on quarter and by 27% year on year. Average cattle prices in dollars reached US\$3.1/kg in the quarter, down by 13% and 22% from 2Q23 and 3Q22 respectively.

The significant drop in prices reflects the high availability of animals ready for slaughter, as a consequence of the strong livestock cycle in Brazil.

Figures 1, 2, 3, and 4 – Cattle Slaughter and Average Cattle Price – R\$/@ and US\$/kg

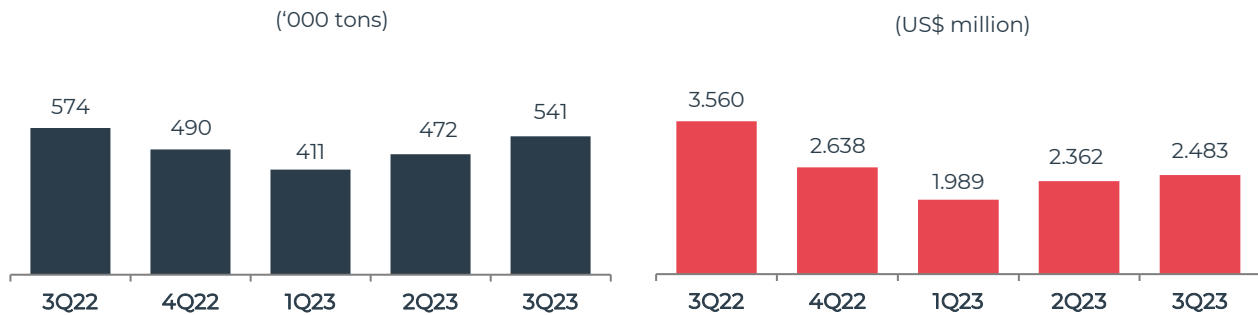


Source: Ministry of Agriculture, Livestock and Supply, CEPEA/ESALQ

Export Market

In 3Q23, Brazilian beef exports reached 541,000 tons, growing by 15% compared to the previous quarter. Export revenue reached US\$2.5 billion, 5% more than in 2Q23. In 9M23, revenue from exports totaled US\$6.8 billion, with 1.4 million tons exported.

Figures 5 and 6 – Fresh Beef Exports



Source: Ministry of Development, Industry, and Foreign Trade

In 3Q23, the average beef price in dollars reached US\$4.6/kg. In reais, beef price averaged R\$22.4/kg in the quarter, down by 9% quarter on quarter and by 31% year on year.

Figure 7 – Average Fresh Beef Price

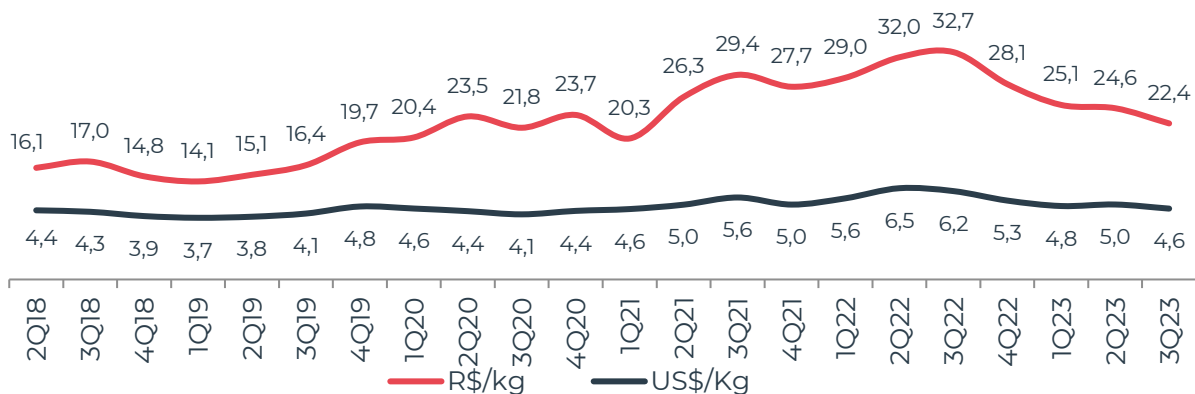
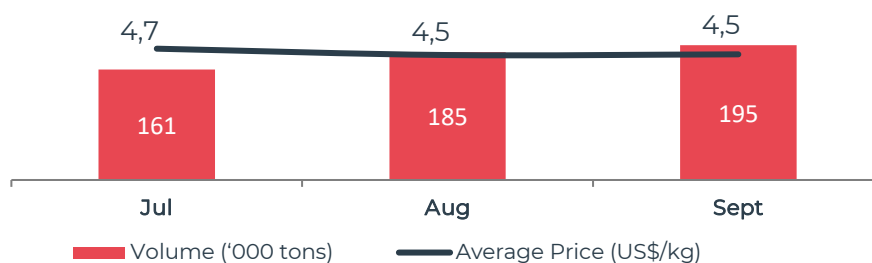


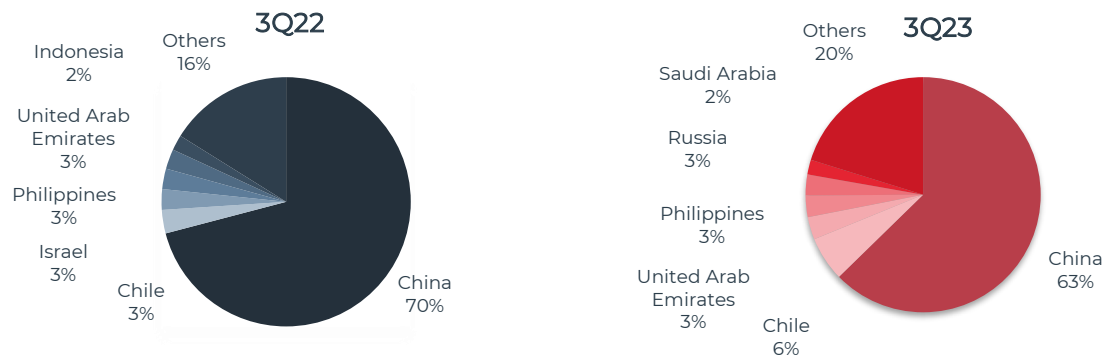
Figure 8 – Brazilian Fresh Beef Exports



Source: Ministry of Development, Industry, and Foreign Trade

China remained as the main export destination for Brazilian beef, with a 63% market share in the quarter. Chile was the second main export destination for Brazilian beef, with 6% of the total, followed by the United Arab Emirates with 3%.

Figures 9 and 10 – Export Destinations (% of Revenue)



Source: Ministry of Development, Industry, and Foreign Trade

Domestic Market

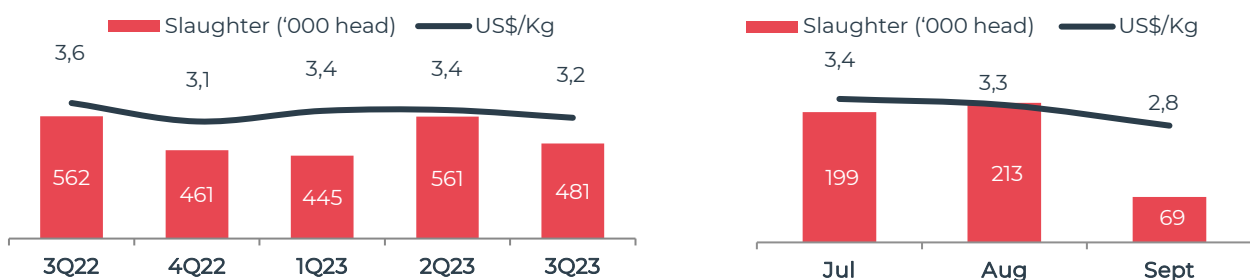
The performance of the domestic market started to show signs of recovery. The good moment of the livestock cycle in Brazil and the consequent animal availability, which, combined with the seasonality for the third quarter, encouraged the increase of beef consumption in the domestic market.

Paraguay

Cattle Supply

In Paraguay, 481,000 head of cattle were slaughtered in 3Q23, down by 15% compared to 2Q23, reflecting the lower animal availability due to climate events that impacted the region in the period. In the quarter, average cattle prices were US\$3.2/kg, down by 6% over 2Q23 and by 11% over 3Q22.

Figures 11 and 12 – Cattle Slaughter and Average Cattle Price



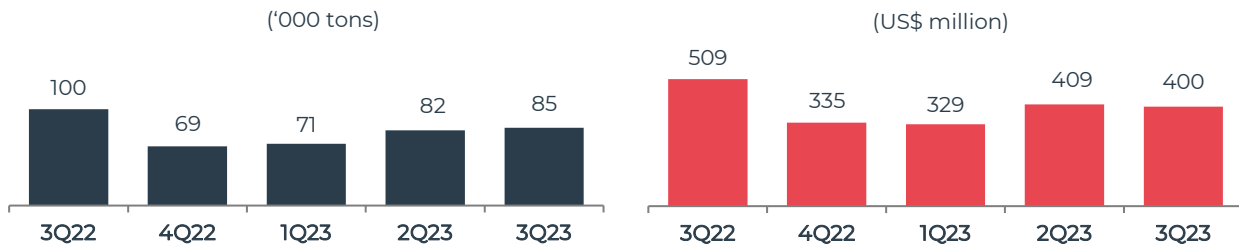
Source: OCIT – Oficina Consultiva y de Investigación Técnica

Export Market

In 3Q23, Paraguayan beef exports reached 85,000 tons, up by 3% quarter on quarter, with the country's export revenue reaching US\$400 million, flat over the previous quarter.

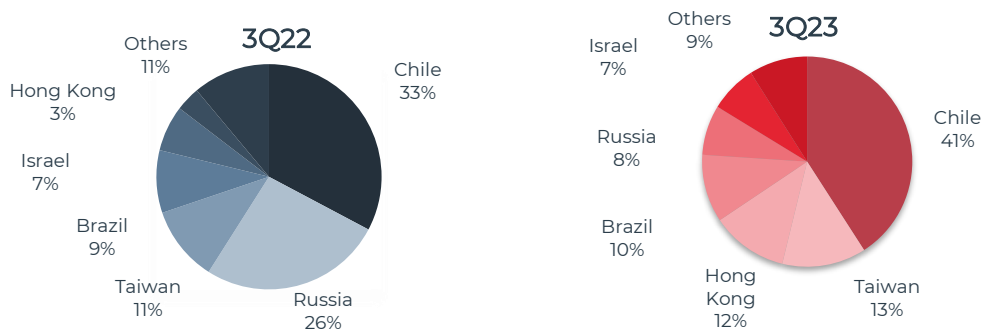
In 3Q23, Chile was the main destination of Paraguayan beef exports, accounting for 41% of total exports, followed by Taiwan, with 13%, and by Hong Kong, accounting for 12% of Paraguayan exports.

Figures 13 and 14 – Fresh Beef Exports



Source: DNA – Direccion Nacional de Aduanas

Figures 15 and 16 – Export Destinations (% of Revenue)



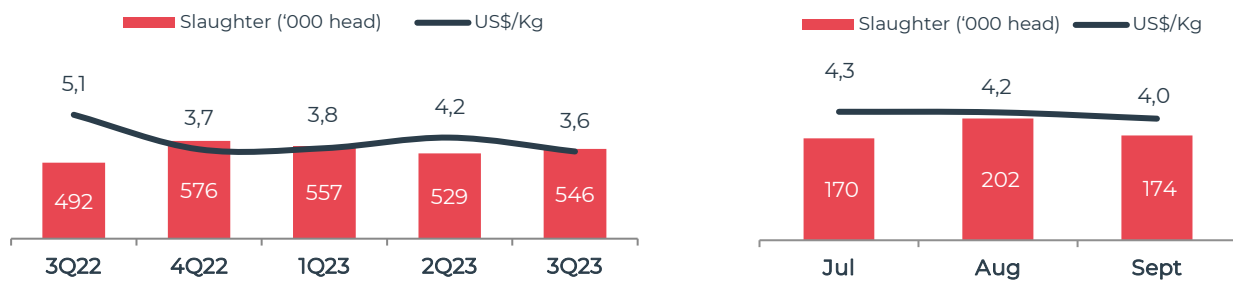
Source: DNA – Direccion Nacional de Aduanas

Uruguay

Cattle Supply

In 3Q23, a total of 546,000 head of cattle were slaughtered in Uruguay, up by 3% quarter on quarter and by 11% year on year. In the period, the average price of cattle was US\$3.6/kg, down by 14% from 2Q23 and by around 30% from 3Q22, reflecting the positive outlook for the livestock cycle in the region over the coming quarters.

Figures 17 and 18 – Cattle Slaughter and Average Cattle Price



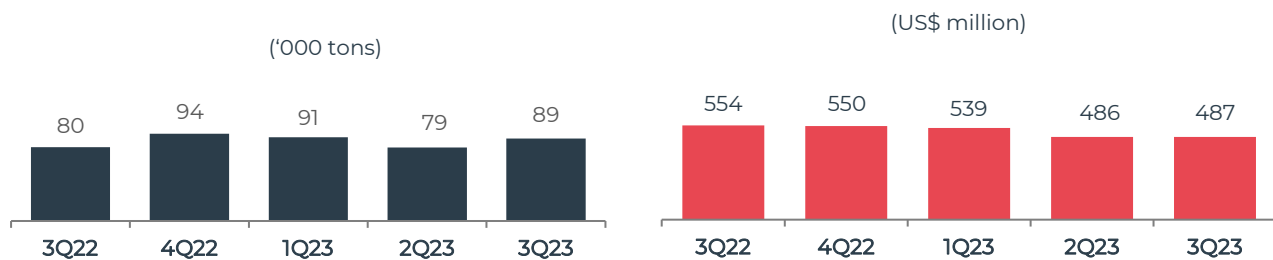
Source: INAC

Export Market

Uruguayan beef exports totaled 89,000 tons in the third quarter of 2023, up by 12% year on year and quarter on quarter. The export revenue remained flat compared to 2Q23, reaching around US\$487 million.

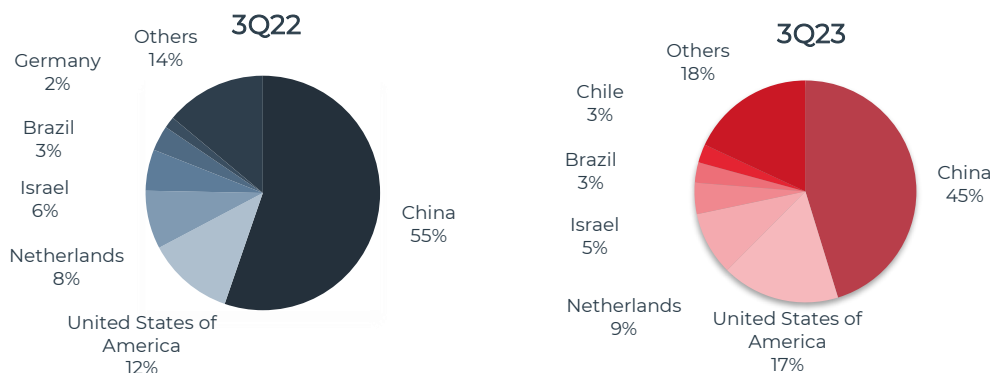
China remained the main destination for Uruguayan beef, representing 45% of exports, followed by the United States, with 17%, and the Netherlands, with 9% of total exports.

Figures 19 and 20 – Fresh Beef Exports



Source: Penta-transaction

Figures 21 and 22 – Export Destinations (% of Revenue)



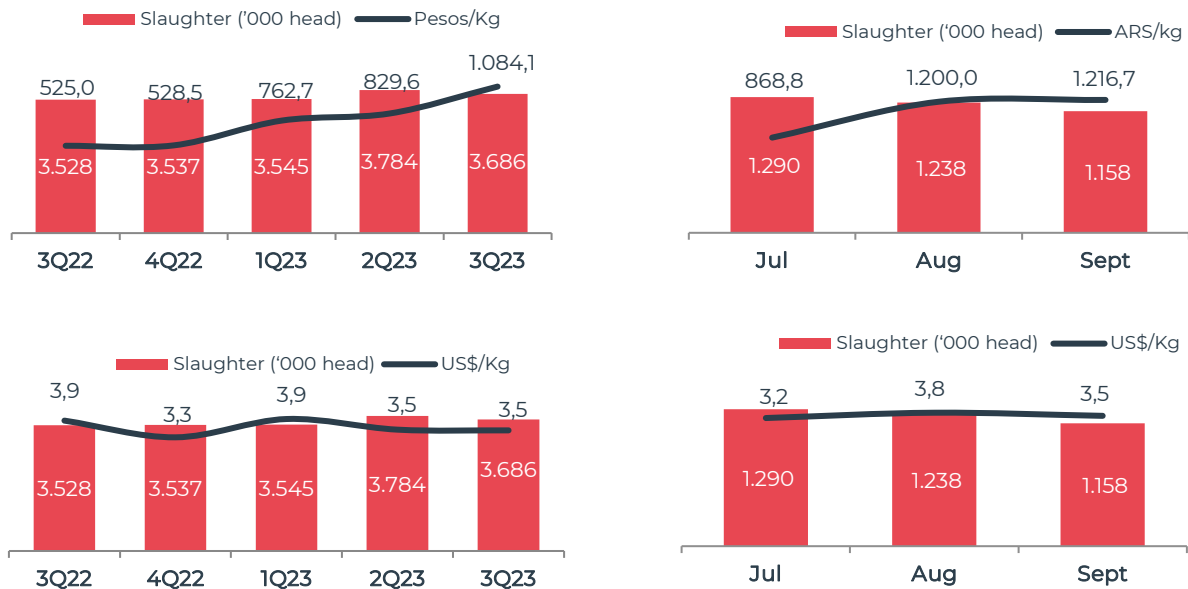
Source: Penta-transaction

Argentina

Cattle Supply

In 3Q23, cattle slaughter in Argentina totaled 3.7 million head of cattle, up by 4% year on year and flat over 2Q23. The average price of cattle in Argentina reached ARS\$1,084.1/kg in 3Q23, up by 31% quarter on quarter and by 106% year on year. Average cattle prices in dollar reached US\$3.5/kg, flat quarter on quarter.

Figures 23, 24, 25, and 26 – Cattle Slaughter and Average Cattle Price – ARS\$/kg and US\$/kg

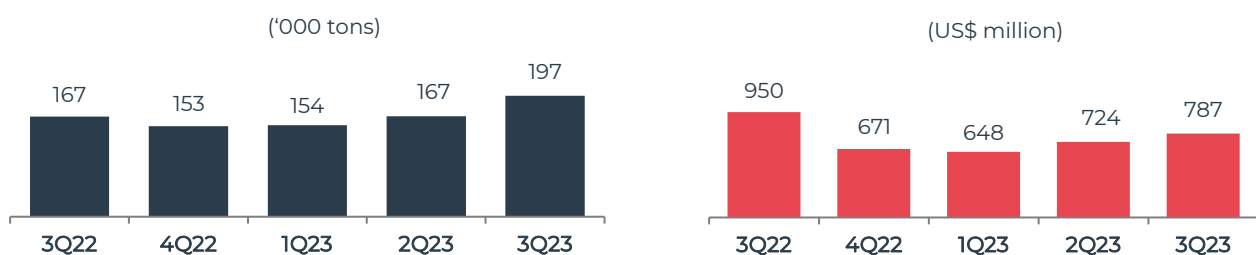


Source: ABC-consorcio

Export Market

In the third quarter of 2023, Argentine exports reached 197,000 tons, up by 18% quarter on quarter and year on year. The country's export revenue totaled US\$787 million in 3Q23, up by 9% over 2Q23.

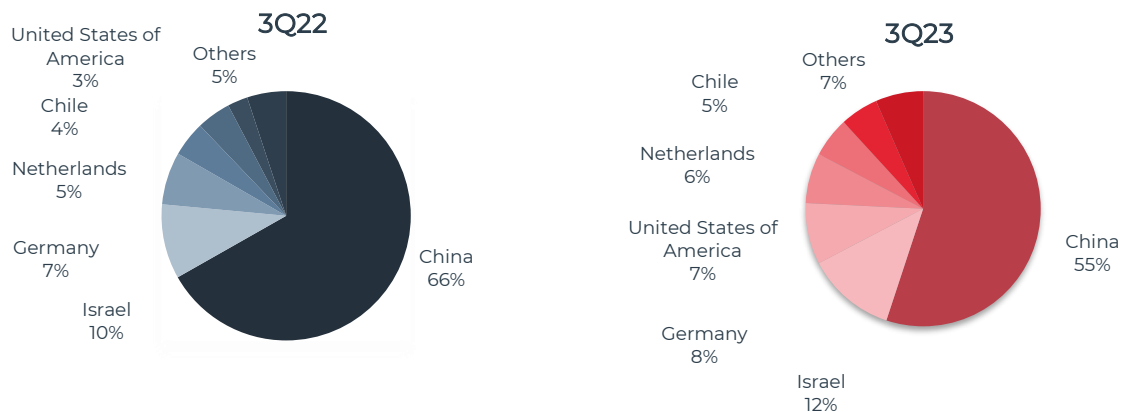
Figures 27 and 28 – Fresh Beef Exports



Source: INDEC | 3Q23 Preliminary Data

China remained as the main beef export destination, with 55% of the total amount exported by Argentina in 3Q23. Israel was the second largest export destination, with 12% of the total, followed by Germany, with 8%, and the United States, with 7% of the share.

Figures 29 and 30 – Export Destinations (% of Revenue)



Source: INDEC - Instituto Nacional de Estadística y Censos | 3Q23 Preliminary Data

Domestic Market

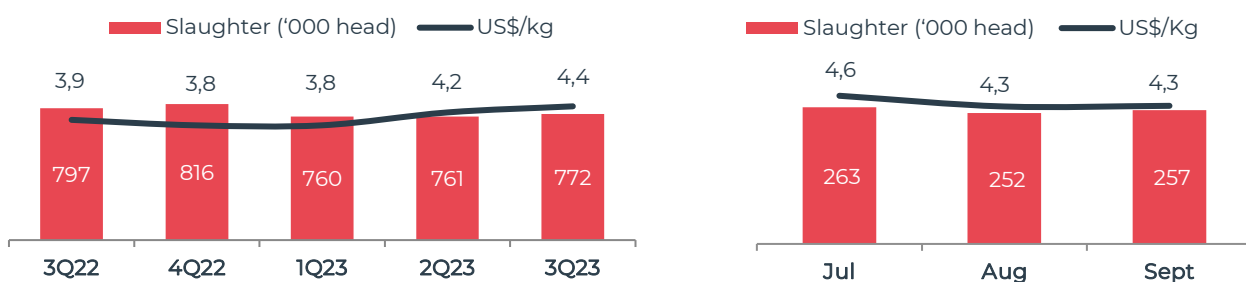
The beef market in Argentina continues to be impacted by the country's economic crisis, putting pressure on the local population's purchasing power and, consequently, fresh beef consumption in the domestic market.

Colombia

Cattle Supply

In 3Q23, a total of 772,000 head of cattle were slaughtered in Colombia, increasing by 2% over 2Q23. Average cattle prices totaled US\$4.4/kg in 3Q23.

Figures 31 and 32 – Cattle Slaughter and Average Cattle Price



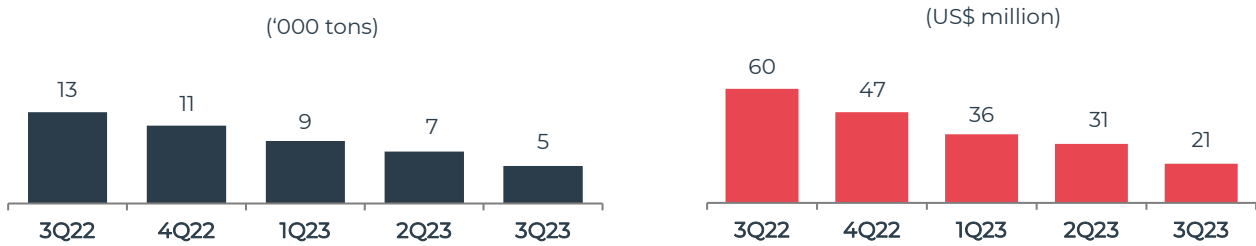
Source: DANE – Departamento Administrativo Nacional de Estadísticas e Feira de Medellín | 3Q23 Preliminary Data

Export Market

Colombian beef exports totaled 5,000 tons in 3Q23, with revenue of US\$21 million.

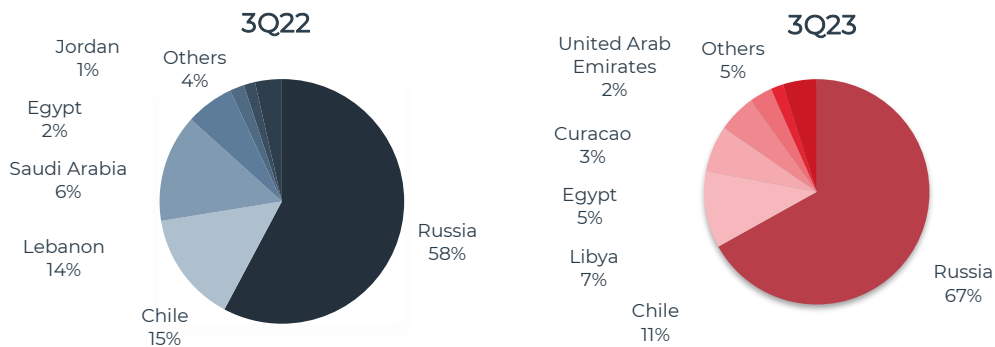
In 3Q23, Russia remained as the main destination for Colombian beef exports, accounting for 67% of the total, followed by Chile, with an 11% market share, and Libya as the third main destination, with 7% of Colombian beef exports.

Figures 33 and 34 – Fresh Beef Exports



Source: Legiscomex | 3Q23 Preliminary Data

Figures 35 and 36 – Export Destinations (% of Revenue)



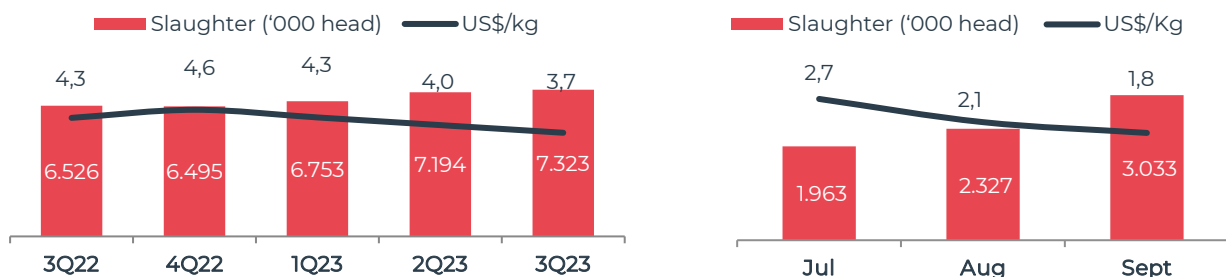
Source: Legiscomex | 3Q23 Preliminary Data

Australia

Sheep Supply

In 3Q23, a total of 7.3 million head of sheep were slaughtered in Australia, up by 2% quarter on quarter and by 12% year on year. Average sheep prices were US\$3.7/kg in 3Q23, down by 7% quarter on quarter and by 13% year on year, reflecting the strong availability of sheep.

Figures 37 and 38 – Sheep Slaughter and Average Price

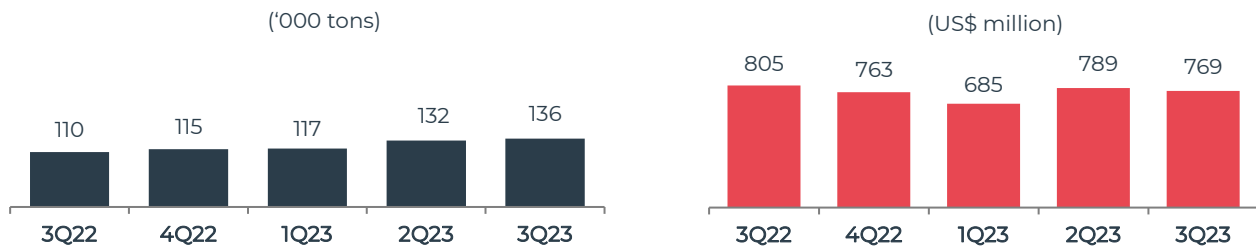


Source: MLA – Meat & Livestock Australia | 3Q23 Preliminary Data

Export Market

Australian sheep meat exports reached 136,000 tons in 3Q23, up by 3% quarter on quarter and by 24% year on year, with export revenues of US\$769 million.

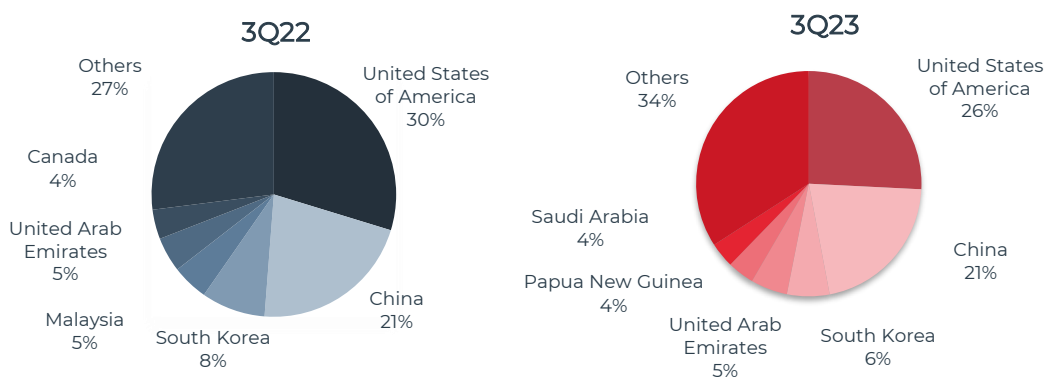
Figures 39 and 40 – Fresh Sheep Meat Exports



Source: TDM – Trade Data Monitor and DAFF – Department of Agriculture, Fisheries and Forestry | 3Q23 Preliminary Data

The United States remain as the main destination for Australian sheep meat exports, with 26% of the total in the quarter, followed by China with 21%, and South Korea as the third main destination, accounting for about 6% of the Australian sheep meat exports.

Figures 41 and 42 – Export Destinations (% of Revenue)



Source: TDM – Trade Data Monitor | 3Q23 Preliminary Data