



# EARNINGS PRESENTATION

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4Q21 e 2021



# HIGHLIGHTS OF 2021

## EARNING RELEASES



**Consolidated Net Revenue**  
R\$ 85.4 billion +26.5% vs 2020



**Consolidated adjEbitda**  
R\$ 14.5 billion +51.6% vs 2020  
**Mg. adjEbitda**  
17.0% +280bps vs 2020



**Consolidated Net Profit**  
R\$ 4,3 billion +31.5% vs 2020



**Operating Cash Flow**  
R\$ 9.0 billion +17.4% vs 2020  
**Free Cash Flow**  
R\$ 5.1 billion +4.5% vs 2020



**Revenue by Currency**  
Dollar: 89% | Real: 7% | Other: 4%



**Revenue by Operation**  
North America 74% | South America 26%  
**adjEbitda by Operation**  
North America 95% | South America 5%

## FINANCIAL | OPERATIONAL



**North America Operation**  
Revenue: US\$ 11.7 bilhões  
adjEbitda Margin: 22.0%



**Financial Leverage**  
Real: 1.51x (4Q21) vs 1.57x (4Q20)  
Dollar: 1.45x (4Q21) vs 1.60x (4Q20)



**Efficiency Program**  
Capture of R\$ 252 million comparing to 2020.



**South America Operation**  
Revenue : R\$ 22.5 bilhões  
adjEbitda Margin : 4.0%



**Capex**  
Investment of R\$ 2.3 billion during the year in strategic projects focusing on operational improve and growing.



**Dividends, Cancellation and Repurchase**  
Distribution of R\$ 2.2 billion in dividends.  
Cancellation of 20 million shares  
Buyback of R\$ 656 million in shares

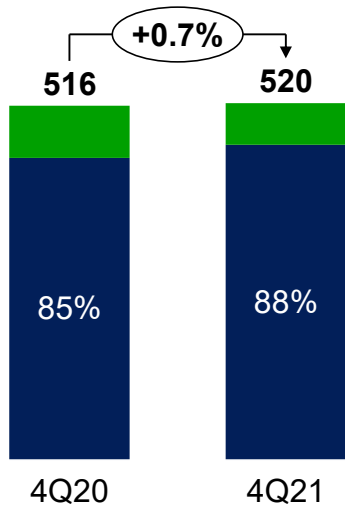
# OPERATIONS





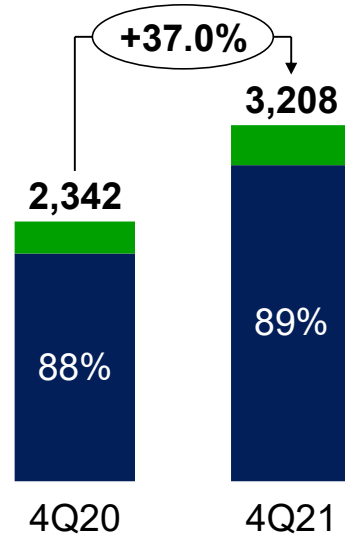
# NORTH AMERICA OPERATION OPERATIONAL AND FINANCIAL PERFORMANCE – 4Q21

**SALES VOLUME**  
(Thousand tons)



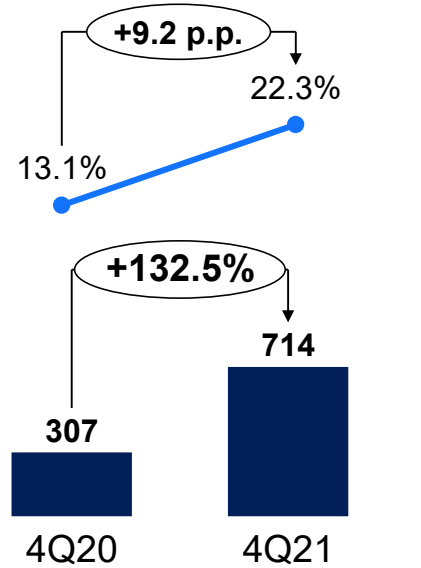
Exports Domestic Market

**NET REVENUE**  
(US\$ million)



Exports Domestic Market

**adjEBITDA (US\$ million)  
& adjEBITDA Margin (%)**



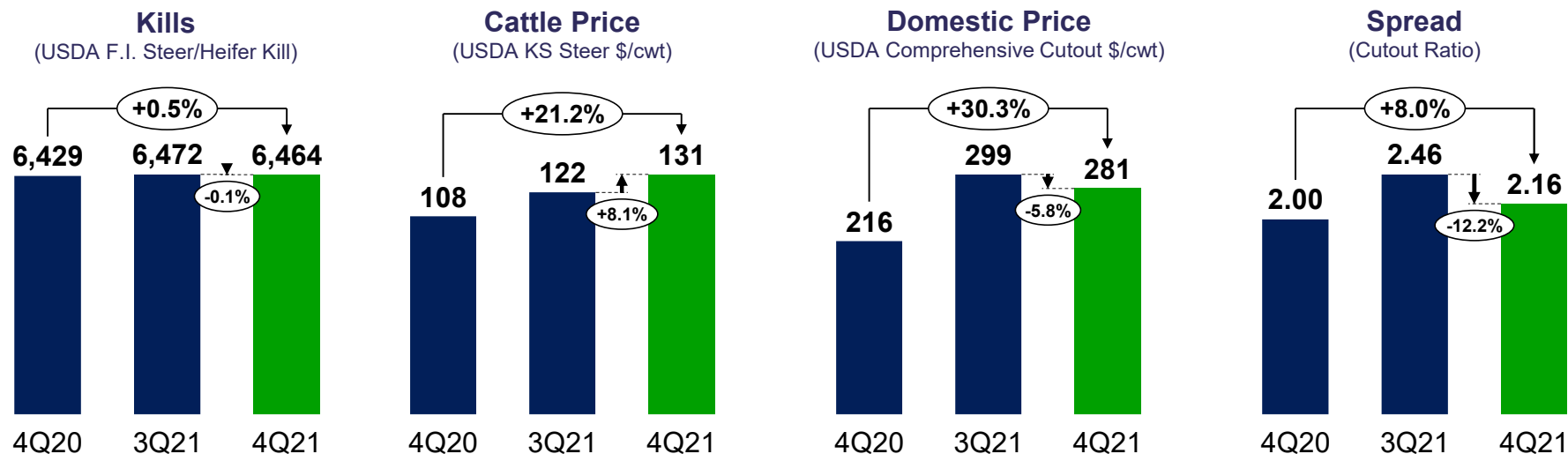
EBITDA Margin EBITDA



Net Revenue  
**75%**  
of the consolidated

EBITDA  
**95%**  
Of the consolidated

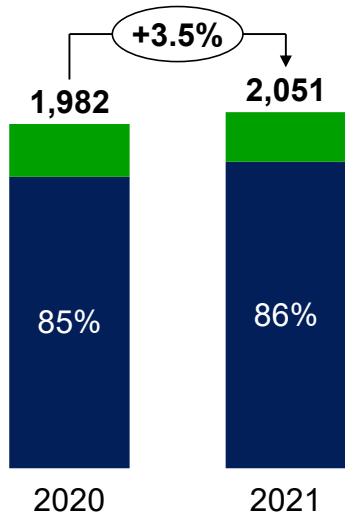
# MARKET DATA USA



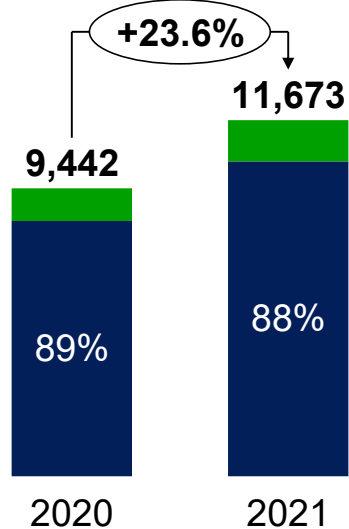
- The strong consumption of beef, driven by the North American economic recovery, and higher-than-expected exports caused the sales price to grow 30.3% compared to 4Q20 and more than offset the higher cost of cattle.
- The Cutout Ratio in 4Q21 was 2.16 (+0.16 vs 4Q20), reflecting the excellent moment for beef protein, especially in the USA domestic Market.

# NORTH AMERICA OPERATION OPERATIONAL AND FINANCIAL PERFORMANCE – 2021

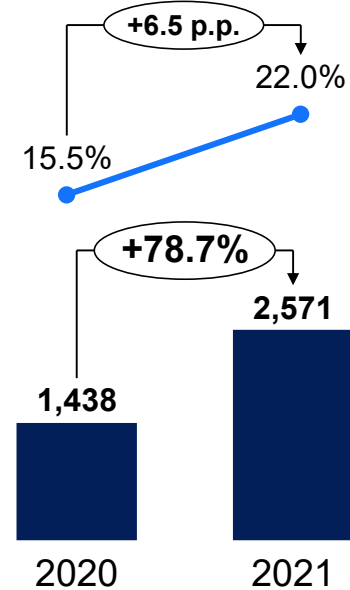
**SALES VOLUME**  
(Thousand tons)



**NET REVENUE**  
(US\$ million)



**adjEBITDA (US\$ million)  
& adjEBITDA Margin (%)**



Exports Domestic Market

Exports Domestic Market

EBITDA Margin EBITDA

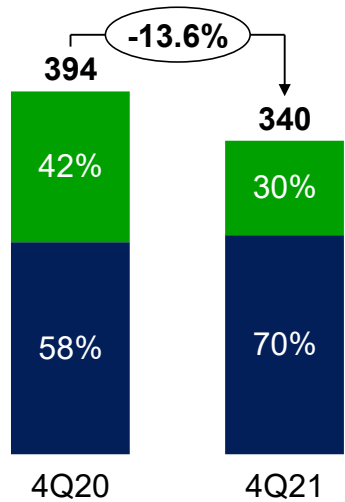


Net Revenue  
**74%**  
of the consolidated

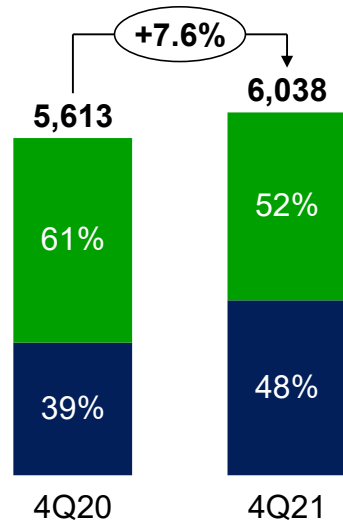
EBITDA  
**95%**  
Of the consolidated

# SOUTH AMERICA OPERATION OPERATIONAL AND FINANCIAL PERFORMANCE – 4Q21

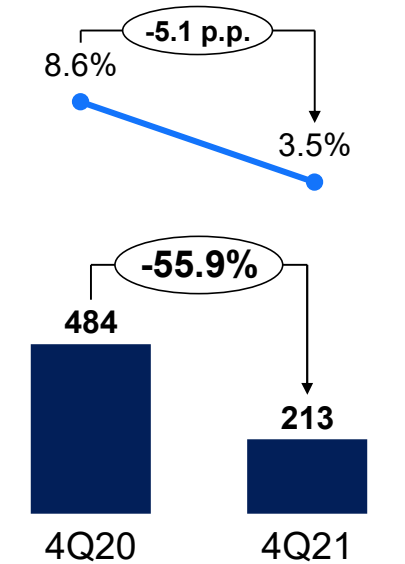
**SALES VOLUME**  
(Thousand tons)



**NET REVENUE**  
(US\$ million)



**adjEBITDA (US\$ million) & adjEBITDA Margin (%)**



Exports Domestic Market

Exports Domestic Market

EBITDA Margin EBITDA

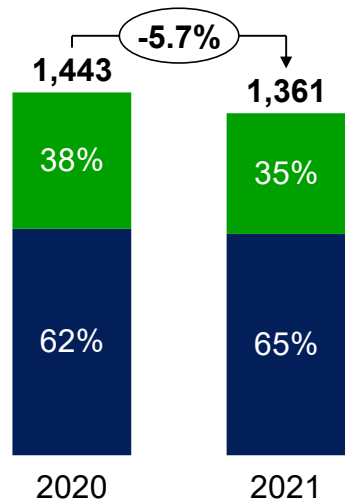


Net Revenue  
**25%**  
of the consolidated

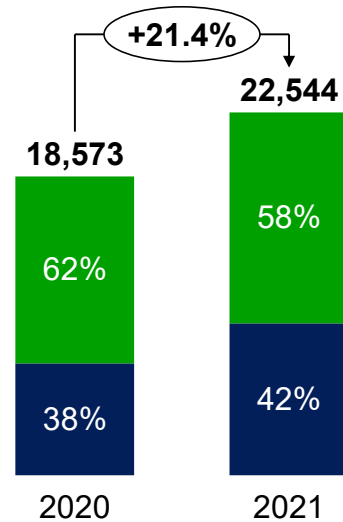
EBITDA  
**5%**  
Of the consolidated

# SOUTH AMERICA OPERATION OPERATIONAL AND FINANCIAL PERFORMANCE – 2021

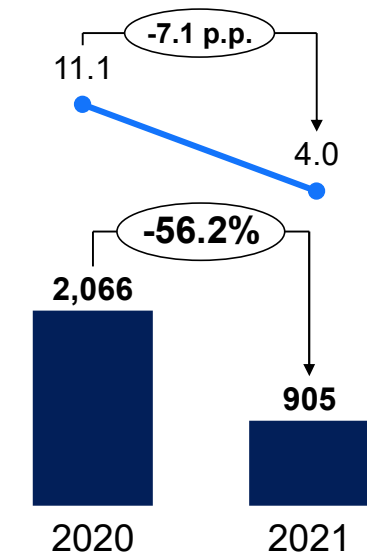
**SALES VOLUME**  
(Thousand tons)



**NET REVENUE**  
(US\$ million)



**adjEBITDA (US\$ million)  
& adjEBITDA Margin (%)**



Exports Domestic Market

Exports Domestic Market

EBITDA Margin EBITDA



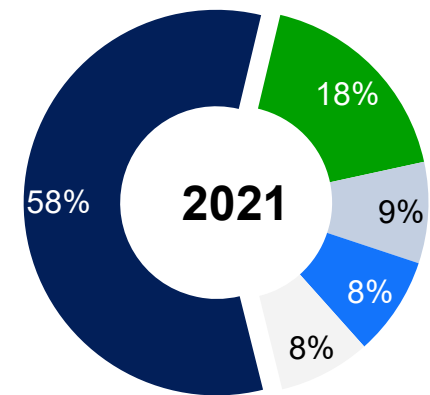
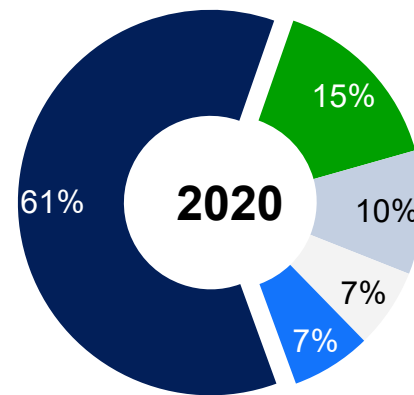
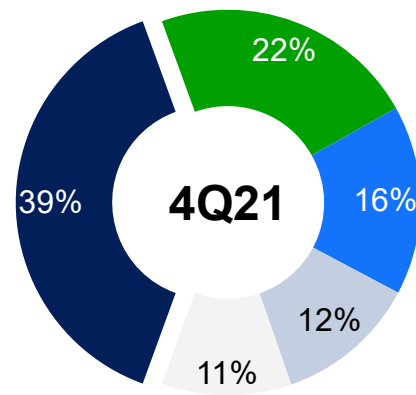
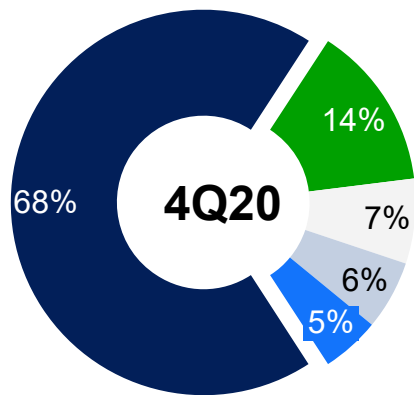
Net Revenue  
**26%**  
of the consolidated

EBITDA  
**5%**  
Of the consolidated



# OPERATION SOUTH AMERICA

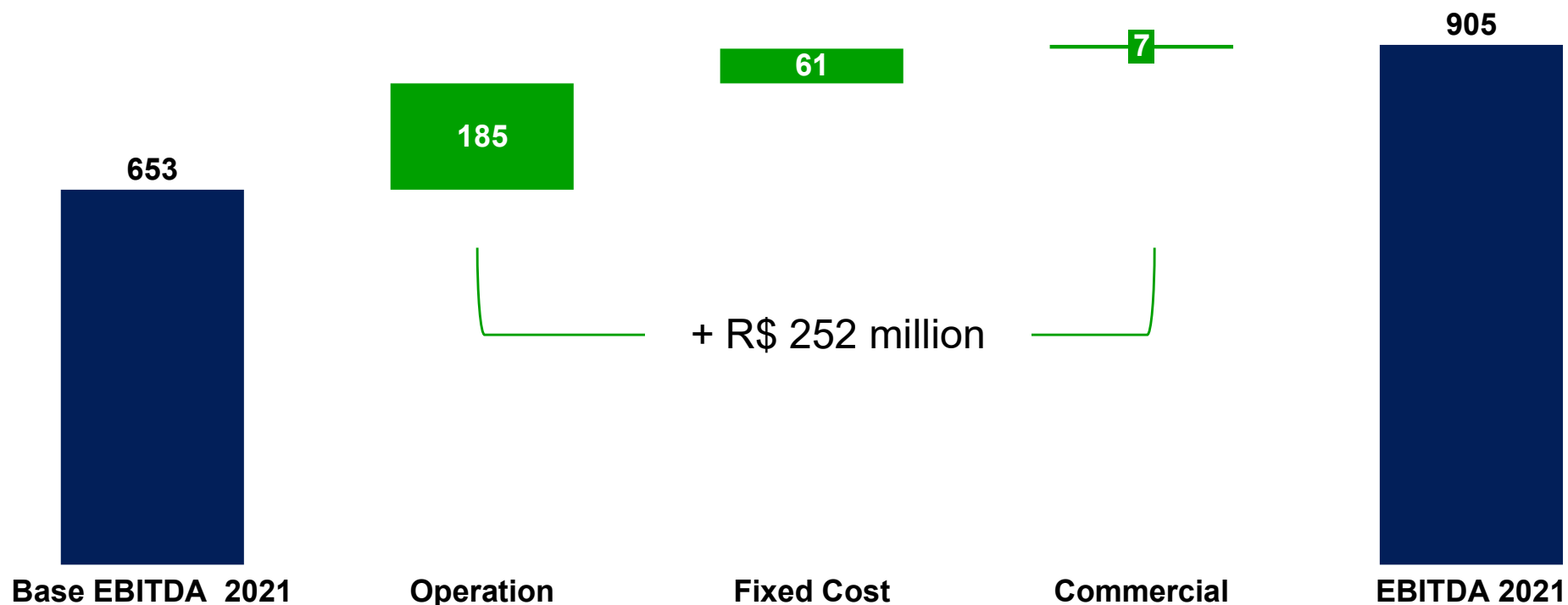
MAIN EXPORT DESTINATIONS  
(% of revenue)



■ Asia (CH & HK)
 ■ European Union
 ■ Middle East
 ■ North America (USA)
 ■ Other

# OPERATIONAL EFFICIENCY PROGRAM

Management has been working on the implementation of operational efficiency improvements, the objective of which is to buy well, process well and sell well. The result was the capture of R\$252 million in 2021, which had a direct impact on the operational performance of the South America Operation, as shown below.



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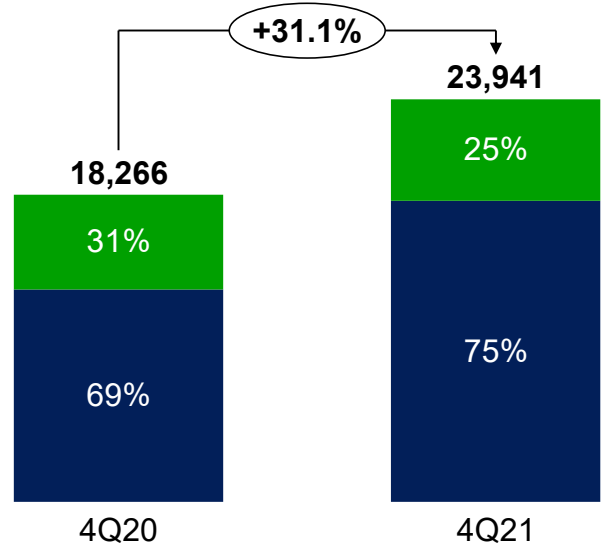
# CONSOLIDATED RESULTS

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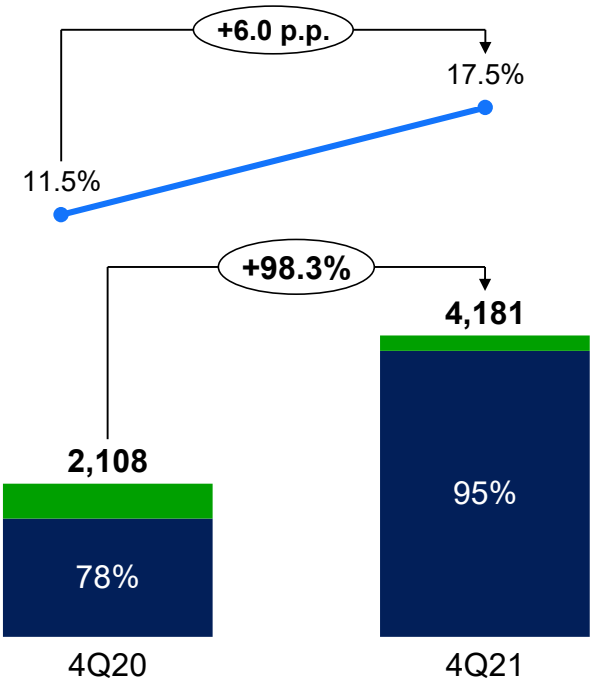
# NET REVENUE & adjEBITDA – 4Q21

**NET REVENUE**  
(R\$ million)



■ South America ■ North America

**adjEBITDA & adjEBITDA Margin (in %)**



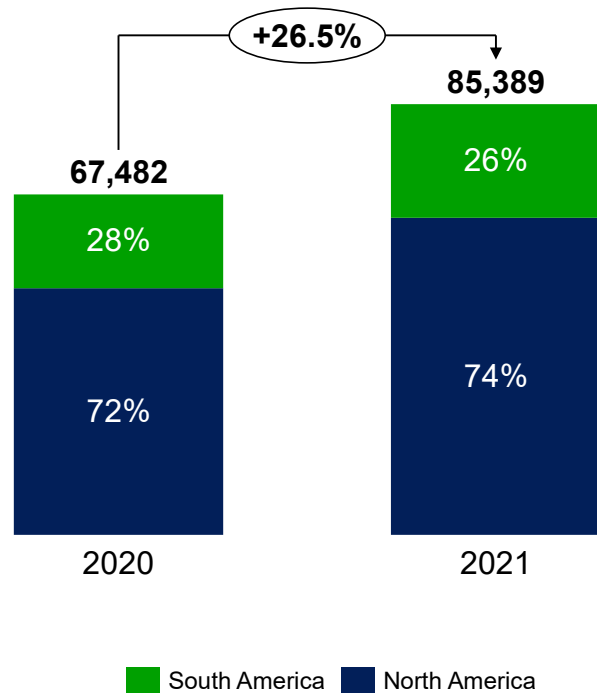
■ South America ■ North America ● Margin Ebitda

**Revenue by currency**

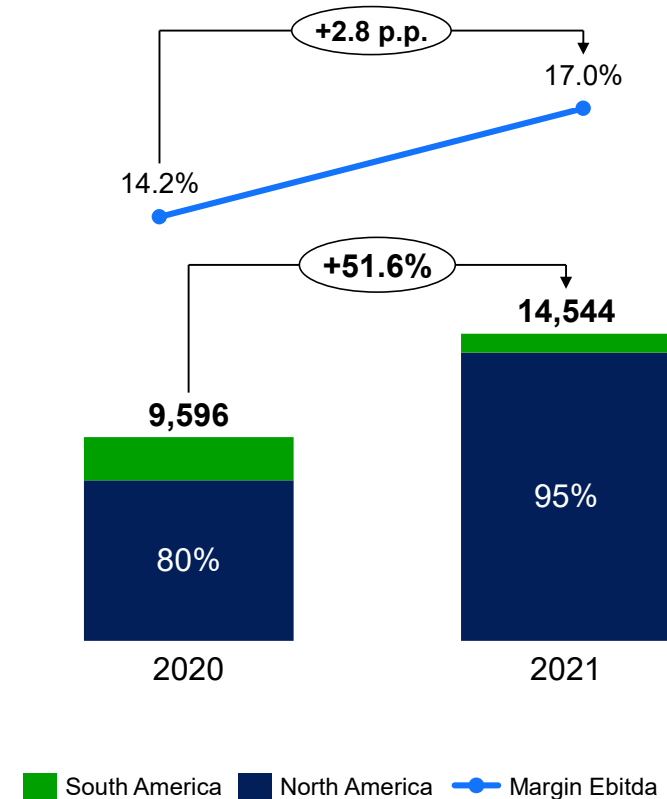
Dollar: 88% | Real: 8% | Other: 4%

# NET REVENUE & adjEBITDA – 2021

**NET REVENUE**  
(R\$ million)



**adjEBITDA & adjEBITDA Margin (in %)**

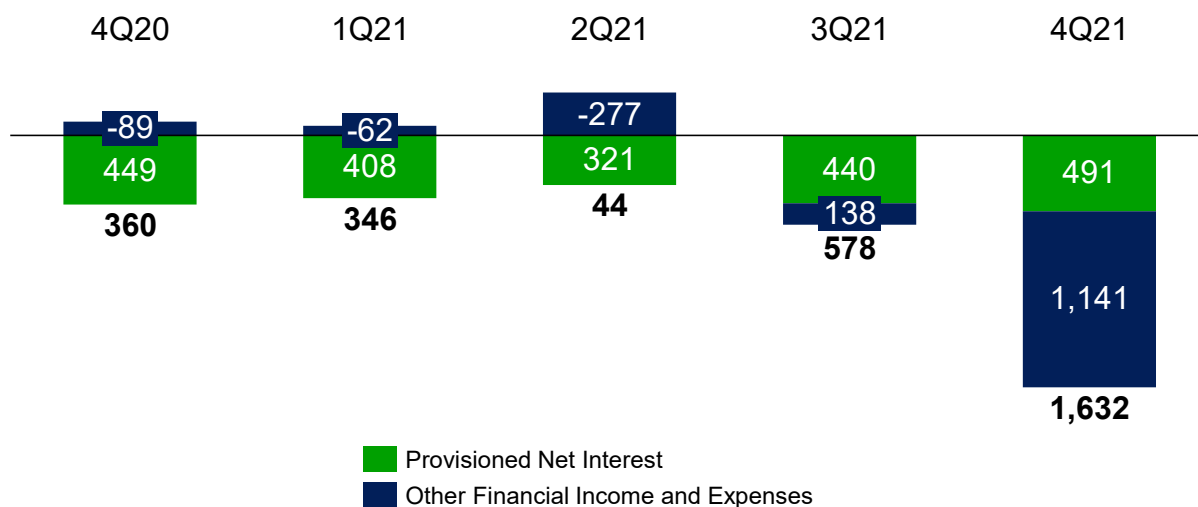


**Revenue by currency**

Dollar: 88% | Real: 7% | Other: 4%

# FINANCIAL RESULTS – 4Q21

In R\$ million



R\$ Million	4Q20	1Q21	2Q21	3Q21	4Q21	Δ 4Q20
Provisioned Net Interest	(449)	(408)	(321)	(440)	(491)	(41)
Other Revenues & Expenses	89	62	277	(138)	(1,141)	(1,230)
<b>Recurring Financial Result</b>	<b>(360)</b>	<b>(346)</b>	<b>(44)</b>	<b>(578)</b>	<b>(1,632)</b>	<b>(1,272)</b>
FX Variation	204	(387)	96	(696)	(122)	(326)
<b>Net Financial Result</b>	<b>(156)</b>	<b>(733)</b>	<b>52</b>	<b>(1,274)</b>	<b>(1,754)</b>	<b>(1,598)</b>

□ Negative effect of R\$ 1.175,6 million from Mark to Market of the passive investment of BRF shares.

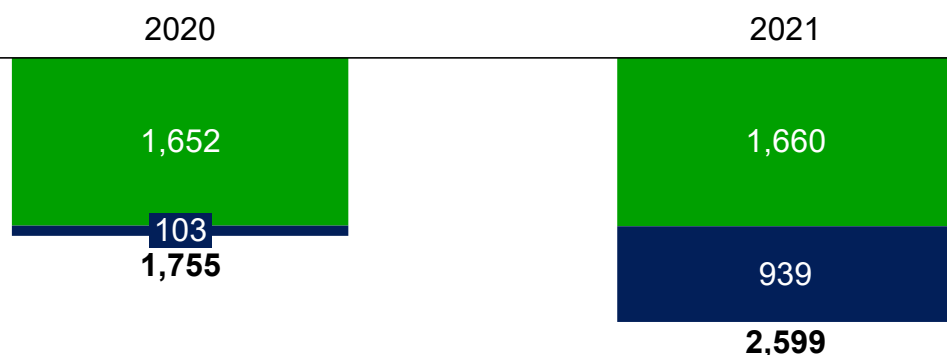
□ Increase in net provisioned interest impacted by the increase in the basis interest rate





# FINANCIAL RESULTS – 2021

In R\$ million



■ Provisioned Net Interest  
■ Other Financial Income and Expenses

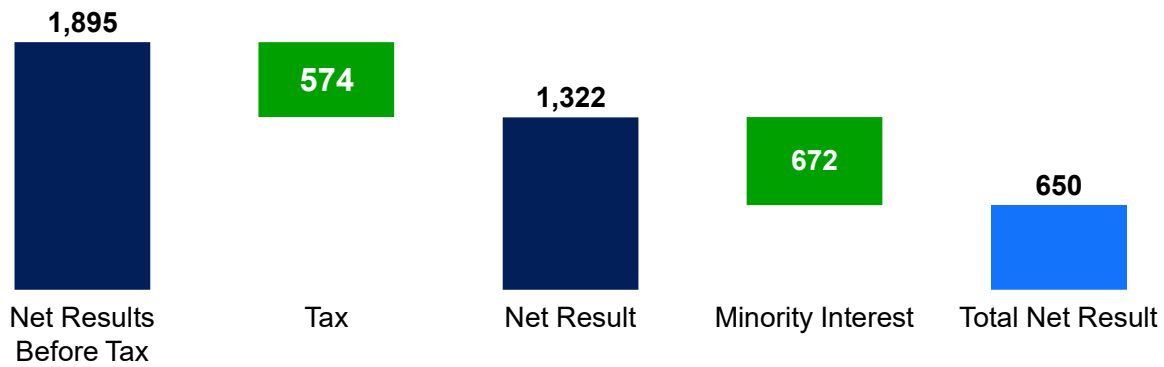
R\$ Million	2020	2021	Δ 2020
<b>Provisioned Net Interest</b>	<b>(1,652)</b>	<b>(1,660)</b>	<b>(8)</b>
Other Revenues & Expenses	(103)	(939)	(836)
<b>Recurring Financial Result</b>	<b>(1,755)</b>	<b>(2,599)</b>	<b>(844)</b>
FX Variation	(971)	(1,110)	(139)
<b>Net Financial Result</b>	<b>(2,726)</b>	<b>(3,709)</b>	<b>(983)</b>

- Negative effect of R\$ 1.1 billion from Mark to Market of the passive investment of BRF shares.
- Increase in net provisioned interest impacted by the increase in the basis interest rate.

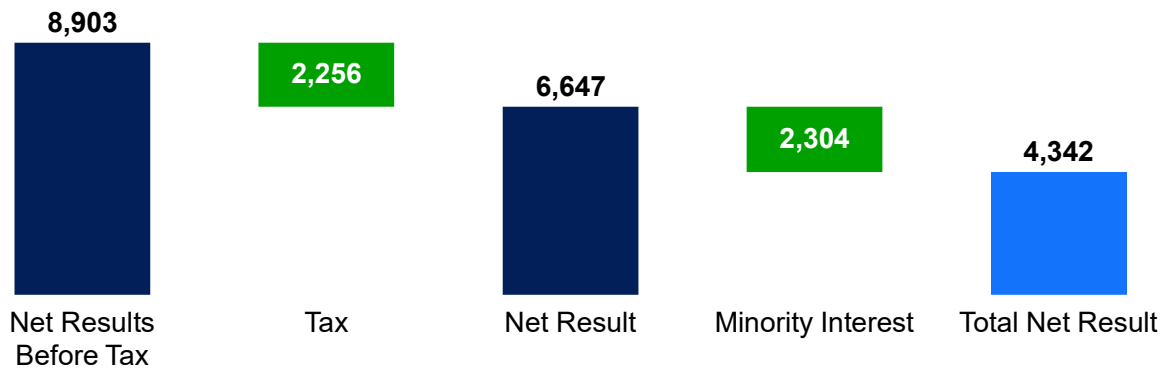


# NET PROFIT (R\$ million)

## 4º QUARTER

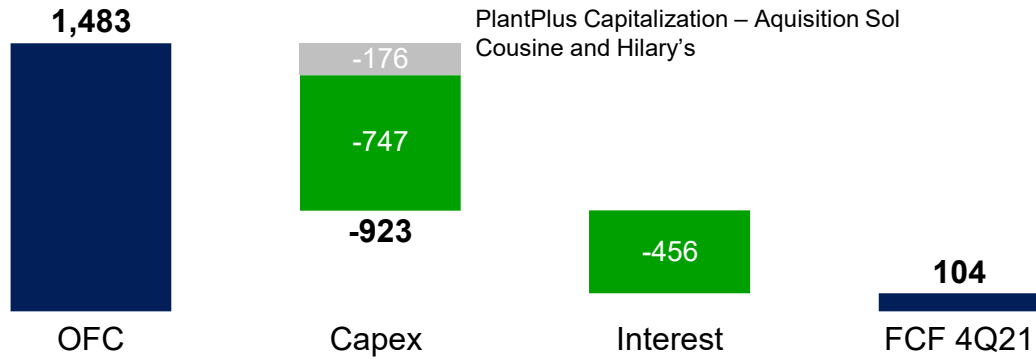


## 2021

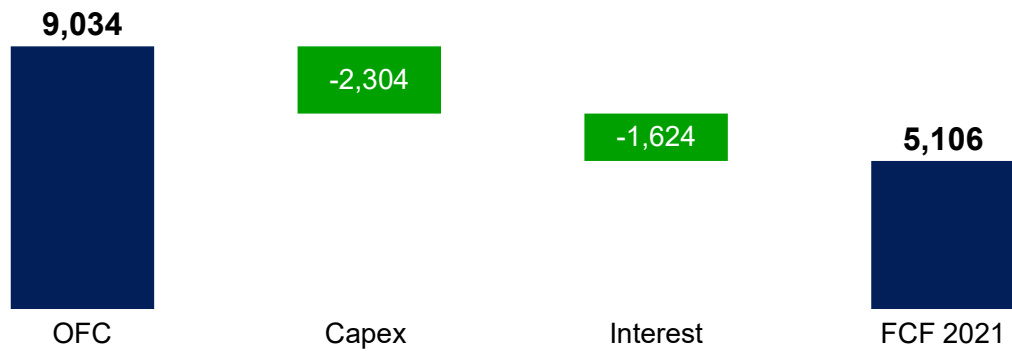


# CASH FLOW (R\$ million)

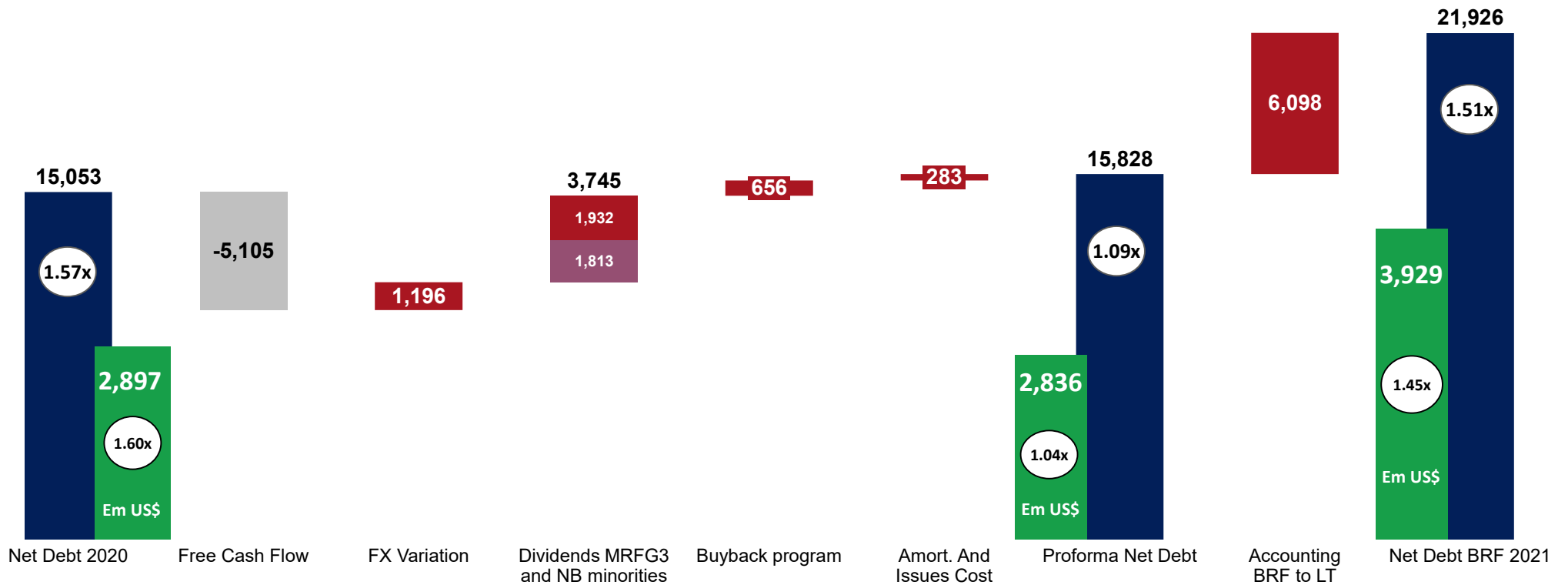
## 4º QUARTER



## 2021



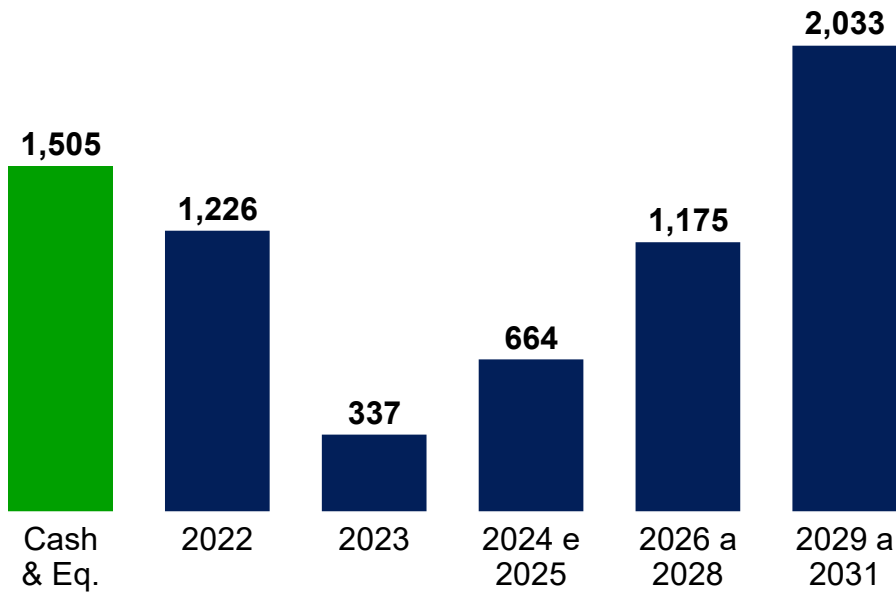
# Net Deb & Leverage Evolution (R\$ million)



- Total debt in USD: 80%

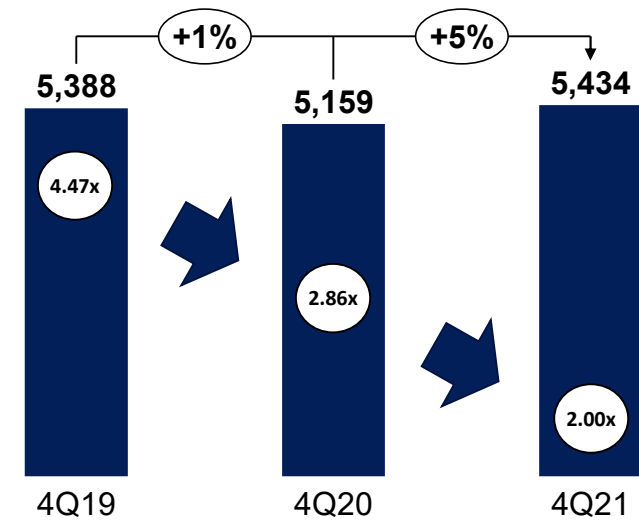
# DEBT PROFILE

**CASH POSITION AND DEBT SCHEDULE**  
(In US\$ million)



- **Revolving Credit Facility:** US\$ 900 million
- **Debt Maturity:** 5.55 years
- **Average Debt Cost:** 5.51% per year

**GROSS DEBT EVOLUTION AND LEVERAGE**  
(In US\$ million/Gross Debt/<sup>adj</sup>Ebitda)







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**OUR BRAND IS  
BLUE**

**OUR DREAM IS  
GREEN!**

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# Highlights 2021



For the 2<sup>nd</sup> year, **Marfrig obtained the best position** and the **only one in the sector classified as low risk**, according to the **FAIRR global ranking**



**99.5% of indirect suppliers in conformity**, based on pilot testing with **Visipec**



### BBFAW – Tier 2

Marfrig was the **only beef protein company in the American Continent** to achieve this position



**100% direct suppliers** monitored by satellite. In the public commitment to track **100% of the indirect suppliers until 2025 in the Amazon and 2030 in the Cerrado**. Marfrig has already reached **63% and 67%** respectively.



**“A List” in Water Safety** in the **CDP index** for the 2<sup>nd</sup> consecutive year. **Only company in the sector** to reach this achievement in the world



**2,000+ reincluded farms** – suppliers returned operations in accordance with our commitments.

**700,000+ animals slaughtered**

Total represents **26% of active suppliers**.



Partnership established with **MAPBIOMAS** to **expand the geomonitoring layers**



**1,000+ animals** already slaughtered, coming from the **Sustainable Bezerro MT program, with full traceability from birth**.

**Investment commitment of 1.75 million euros** in the program until 2025.

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## EARNINGS PRESENTATION

4º QUARTER / 2021

