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## Earnings Release

### 3Q24 | 9M24

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November 8<sup>th</sup>, 2024

## 3Q24 | Net Income of R\$ 124.7 million and R\$ 67.2 million in operating cash generation



**R\$ 2.4 billion** in 3Q24, and R\$ 7.2 billion in 9M24;



**419.3 thousand tons sold**, and 1.3 million in 9M24;



**Gross Margin of 32.9%** in 3Q24, and 34.7% in 9M24;



**R\$ 228.9 million** in 3Q24, and R\$ 843 million in 9M24.

### 3Q24 WEBINAR

**November 11<sup>th</sup>, 2024**

11h (Brasília time) | 09h (New York time)

Zoom Meetings: [Click Here](#)

Youtube: [Click Here](#)

### MDIA3

**Closing on 11/06/2024**

**Share Price:** R\$ 26.42 per share

**Market Cap:** R\$ 9.0 billion

### IR CONTACT

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## ECONOMIC AND FINANCIAL PERFORMANCE

**MDIA3**, the leader in the Brazilian cookies and crackers, pasta, granolas and healthy cookies markets releases the results for the **third quarter of 2024 (3Q24)** and **first nine months of 2024 (9M24)**.

From this quarter, Net Revenue will be disclosed in three groups of categories:

- **Core Products:** Cookies and Crackers, Pasta and Margarine;
- **Wheat Milling and Refined Oils:** Wheat Flour, Bran and Industrial Vegetable Shortening;
- **Adjacencies:** Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

Volume and Average Price will be disclosed for the total Net Revenue.

Market share and production capacity will be disclosed in the results of the last quarter of the year.

The cost of goods sold will be reported as follows:

- Raw material;
- Packages;
- Labor;
- Indirect costs;
- Depreciation and amortization;
- Cost of Goods Sold.

Finally, the prices of commodities, wheat and palm oil, will be presented with market values.

Historical information for the above model is available at the link below and any questions can be clarified with the Investor Relations team:

<https://ri.mdiasbranco.com.br/en/investor-services/fundamental-spreadsheet/>

Financial and Operating Results	3Q24	3Q23	Var. %	2Q24	Var. %	9M24	9M23	Var. %
Net Revenue (R\$ million)	2,403.5	2,734.9	-12.1%	2,630.0	-8.6%	7,173.9	8,069.8	-11.1%
Total Sales Volume (thousand tonnes)	419.3	450.5	-6.9%	507.0	-17.3%	1,323.4	1,307.4	1.2%
Net Income (R\$ million)	124.7	259.0	-51.9%	189.9	-34.3%	469.5	546.8	-14.1%
EBITDA (R\$ million)	228.9	440.7	-48.1%	336.8	-32.0%	843.0	991.2	-15.0%
EBITDA Margin	9.5%	16.1%	-6.6 p.p	12.8%	-3.3 p.p	11.8%	12.3%	-0.5 p.p
Net Cash (Debt) (R\$ million)	28.6	-318.2	n/a	80.7	-64.6%	28.6	-318.2	n/a
Net Cash (Debt) / EBITDA (last 12 months)	0.0	-0.3	-100.0%	0.1	-100.0%	0.0	-0.3	-100.0%
Capex (R\$ million)	84.6	106.3	-20.4%	60.9	38.9%	197.6	223.4	-11.5%
Net Cash generated from operating activities*	67.2	973.3	-93.1%	211.5	-68.2%	416.7	1,541.9	-73.0%

\*Net Cash generated from operating activities.



## Context

In 3Q24 and in 9M24, we presented results beneath the potential of M. Dias Branco.

In Core Products and Wheat Milling and Refined Oils, we faced an intense competitive scenario, with retailers reducing inventory levels, volatility of commodities and devaluation of the Brazilian Real.

Additionally, in the last months, due to matters that are already being addressed internally, we did not achieve an appropriate combination of price, volume and margins. The actions in progress, as well as others that can be initiated over the next months, will be communicated in due course, including those to obtain gains of efficiency and productivity. We list below the actions already in place:

- **Consolidation of the commercial team in a single national leadership**, discontinuing the approach of Defense (North and Northeast) and Attack (South, Southeast and Midwest), in order to gain efficiency, agility and scale;
- **Adjustments on the logistics, production and distribution network** in order to optimize our cost structure;
- **Consolidation of a team dedicated entirely to commercial excellence**, focusing on defining and mapping the route to market and controlling indicators;
- **Optimization of the organizational structure**, reducing the structure by 850 positions, between our own and outsourced workforce;
- **Allocation of the Revenue Management team**, which includes price control, to the Vice-Presidency of Investments and Controllershship, and we are reviewing the pricing policy;
- Coordinated effort **to reduce SG&A**;
- Creation of a **team focused entirely on Food Service**;
- **Strengthening of exports**, prioritizing the main markets and categories, with focus on consistent growth.

The above actions, as well as others that will be initiated, aim to adapt our structure and execution to the current market reality, seeking to extract value from our strategic direction, guided by growth with profitability.

## Cookies & Crackers and Pasta Markets

The markets of Cookies & Crackers and Pasta (sell-out) increased in volume and value. In Cookies & Crackers, the growth in volume was in line with the historical pattern, while the pasta industry showed a performance above the historical average.

COOKIES & CRACKERS			PASTA		
	3Q24 vs. 3Q23	3Q24 vs. 2Q24		3Q24 vs. 3Q23	3Q24 vs. 2Q24
Value Sold	0%	+6%	Value Sold	+1%	0%
Volume Sold	+1%	+5%	Volume Sold	+5%	0%
Units Sold	+5%	+6%	Units Sold	+7%	-1%
Average Price (R\$/Kg)	-1%	+1%	Average Price (R\$/Kg)	-4%	0%

Source: Nielsen – Retail Index, Total Brazil, INA+C&C.

## Net Revenue

In 3Q24, net revenue decreased 12.1% compared to the same period of the previous year, with retraction in volumes and average price. Year to date, the net revenue decreased 11.1%, with increase in volumes and drop in average price.

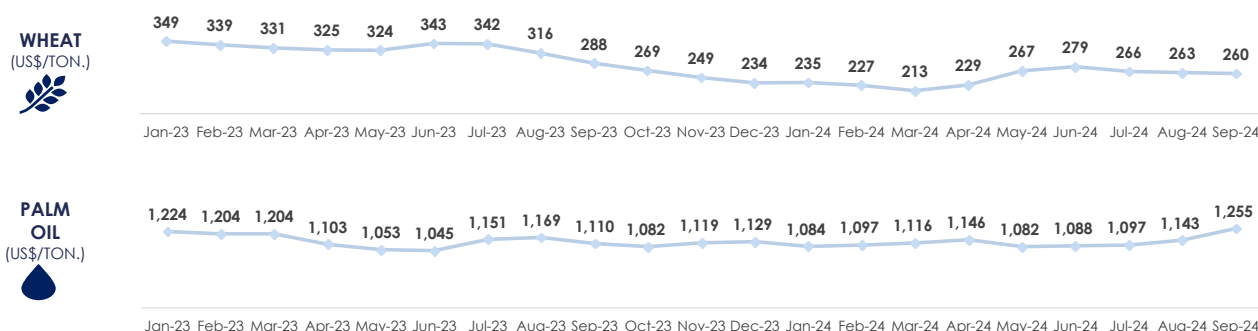
In terms of groups of categories, both in the quarter and in the year to date, Core Products and Wheat Milling and Refined Oils decreased, while Adjacencies grew.

Revenue, volume and price	3Q24	3Q23	Var. %	2Q24	Var. %	9M24	9M23	Var. %
<b>Volume</b>	<b>419.3</b>	<b>450.5</b>	<b>-6.9%</b>	<b>507.0</b>	<b>-17.3%</b>	<b>1,323.4</b>	<b>1,307.4</b>	<b>1.2%</b>
<b>Price</b>	<b>5.7</b>	<b>6.1</b>	<b>-6.6%</b>	<b>5.2</b>	<b>9.6%</b>	<b>5.4</b>	<b>6.2</b>	<b>-12.9%</b>
<b>Net Revenue</b>	<b>2,403.5</b>	<b>2,734.9</b>	<b>-12.1%</b>	<b>2,630.0</b>	<b>-8.6%</b>	<b>7,173.9</b>	<b>8,069.8</b>	<b>-11.1%</b>
Core Products	1,859.7	2,154.9	-13.7%	2,059.5	-9.7%	5,605.2	6,285.2	-10.8%
Wheat Milling and Refined Oils	419.1	478.4	-12.4%	443.1	-5.4%	1,217.4	1,457.3	-16.5%
Adjacencies	124.7	101.6	22.7%	127.4	-2.1%	351.3	327.3	7.3%

## Costs

The average price market of wheat in 3Q24 was higher than in 2Q24 and lower than in 3Q23. The increase reflects the reduction of expectations for the 24/25 harvest. The palm oil market recorded an upward trend at the end of 3Q24, mainly due to unfavorable climate issues in South America.

Market Price - Wheat and Palm Oil



\*Source: Wheat - SAFRAS & Mercado; Palm oil - Rotterdam.

In 3Q24, compared to the same period of the previous year, the cost of goods sold as a percentage of net revenue decreased, mainly due to the lower dilution of fixed costs, as the volume sold declined 6.9%. In the year to date, compared to last year, the lower representativeness was mainly due to the drop in commodity prices.

COGS (R\$ million)	3Q24	% NR	3Q23	% NR	Var. %	2Q24	% NR	Var. %	9M24	% NR	9M23	% NR	Var. %
Raw material	1,095.2	45.6%	1,276.0	46.7%	-14.2%	1,171.4	44.5%	-6.5%	3,176.5	44.3%	4,079.3	50.6%	-22.1%
Packages	158.5	6.6%	167.2	6.1%	-5.2%	175.1	6.7%	-9.5%	465.8	6.5%	488.6	6.1%	-4.7%
Labor	225.0	9.4%	209.1	7.6%	7.6%	238.7	9.1%	-5.7%	667.2	9.3%	626.3	7.8%	6.5%
Indirect costs	172.1	7.2%	163.4	6.0%	5.3%	188.1	7.2%	-8.5%	521.3	7.3%	494.5	6.1%	5.4%
Depreciation and amortization	51.0	2.1%	52.1	1.9%	-2.1%	52.0	2.0%	-1.9%	150.8	2.1%	155.5	1.9%	-3.0%
Other	2.5	0.1%	5.4	0.2%	-53.7%	1.8	0.1%	38.9%	3.9	0.1%	27.8	0.3%	-86.0%
<b>Total</b>	<b>1,704.3</b>	<b>70.9%</b>	<b>1,873.2</b>	<b>68.5%</b>	<b>-9.0%</b>	<b>1,827.1</b>	<b>69.5%</b>	<b>-6.7%</b>	<b>4,985.5</b>	<b>69.5%</b>	<b>5,872.0</b>	<b>72.8%</b>	<b>-15.1%</b>

## Vertical Integration

In 3Q24, the flour verticalization was 99.4% and shortening verticalization was 100.0%.



**Wheat flour**

3Q24	99.4%	0.6%	43.5%	56.5%
2Q24	99.7%	0.3%	39.3%	60.7%
3Q23	99.9%	0.1%	41.1%	58.9%

■ Own Production ■ External Source ■ Sale ■ Internal Consumption



**Vegetable shortening**

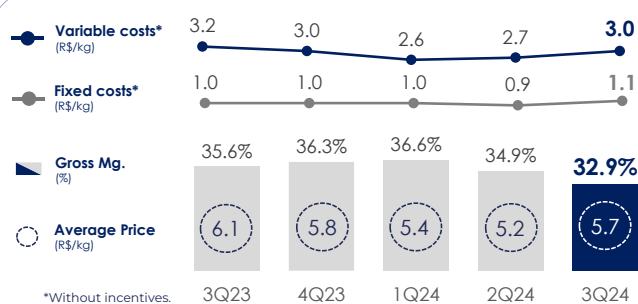
3Q24	100.0%	48.9%	51.1%
2Q24	100.0%	48.7%	51.3%
3Q23	100.0%	48.5%	51.5%

■ Own Production ■ External Source ■ Sale ■ Internal Consumption

## Gross Profit and Gross Margin

In 3Q24, gross profit had a nominal drop and gross margin fell 2.7 p.p. vs. 3Q23 and 2.0 p.p. vs. 2Q24. The decrease over 2Q24 is a result of the growth in variable costs due to the rise in commodities and the lower dilution of fixed costs reflecting the drop in the volume sold.

Gross profit includes subsidies for state investments, of R\$91.8 million in 3Q24 (R\$110.7 million in 3Q23), which are recorded in the income statement according to accounting pronouncement CPC 07 – Government Subsidies.

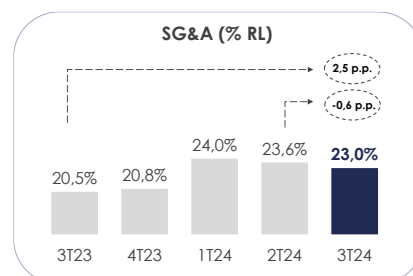


## Operating Expenses

We report sales and administrative expenses (SG&A) and, separately, the other operating expenses (donations, taxes, depreciation and amortization and others):

Operating Expenses (R\$ million)	3Q24	% NR	3Q23	% NR	Var. %	2Q24	% NR	Var. %	9M24	% NR	9M23	% NR	Var. %
Selling	470.9	19.6%	482.1	17.6%	-2.3%	531.1	20.2%	-11.3%	1,429.3	19.9%	1,411.6	17.5%	1.3%
Administrative	81.7	3.4%	77.7	2.8%	5.1%	89.9	3.4%	-9.1%	256.7	3.6%	235.7	2.9%	8.9%
<b>(SG&amp;A)</b>	<b>552.6</b>	<b>23.0%</b>	<b>559.8</b>	<b>20.5%</b>	<b>-1.3%</b>	<b>621.0</b>	<b>23.6%</b>	<b>-11.0%</b>	<b>1,686.0</b>	<b>23.5%</b>	<b>1,647.3</b>	<b>20.4%</b>	<b>2.3%</b>
Donations	11.5	0.5%	6.3	0.2%	82.5%	5.0	0.2%	n/a	20.6	0.3%	24.2	0.3%	-14.9%
Taxes	9.6	0.4%	10.1	0.4%	-5.0%	7.2	0.3%	33.3%	25.1	0.3%	26.3	0.3%	-4.6%
Depreciation and amortization	39.9	1.7%	38.7	1.4%	3.1%	37.8	1.4%	5.6%	115.8	1.6%	112.6	1.4%	2.8%
Other operating expenses/(revenue)	38.5	1.6%	9.7	0.4%	n/a	-1.7	-0.1%	n/a	65.1	0.9%	55.3	0.7%	17.7%
<b>TOTAL</b>	<b>652.1</b>	<b>27.2%</b>	<b>624.6</b>	<b>22.8%</b>	<b>4.4%</b>	<b>669.3</b>	<b>25.5%</b>	<b>-2.6%</b>	<b>1,912.6</b>	<b>26.6%</b>	<b>1,865.7</b>	<b>23.1%</b>	<b>2.5%</b>

In 3Q24, compared to 3Q23, SG&A decreased 1.3%, due to the drop in volumes and efforts to the reduction of the expenses, mitigating the impact of inflation in the period. As a percentage of net revenue, the increase is due to lower average price by 6.6% in the period. In relation to 2Q24, the decrease in nominal terms and as a percentage of net revenue was due to the same reasons.



In the year to date, the growth of 2.3% is a result of the rise in volumes by 1.2%, the inflation and the actions for reduction of expenses.

## Financial Result

Financial Result (R\$ million)	3Q24	3Q23	Var. %	2Q24	Var. %	9M24	9M23	Var. %
Financial Revenue	155.5	85.5	81.9%	81.6	90.6%	317.3	282.7	12.2%
Financial Expenses	-147.7	-119.8	23.3%	-98.4	50.1%	-327.0	-430.1	-24.0%
<b>TOTAL</b>	<b>7.8</b>	<b>-34.3</b>	<b>-122.7%</b>	<b>-16.8</b>	<b>n/a</b>	<b>-9.7</b>	<b>-147.4</b>	<b>-93.4%</b>

In 3Q24, the Company recorded a positive financial result of R\$7.8 million, due to the net cash position of R\$28.6 million (net debt of R\$ 318.2 million in 3Q23).

## Taxes on Income

Income and Social Contribution Taxes (R\$ million)	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Income and Social Contribution Taxes	21.1	56.6	-62.7%	97.2	28.9	n/a
<b>TOTAL</b>	<b>21.1</b>	<b>56.6</b>	<b>-62.7%</b>	<b>97.2</b>	<b>28.9</b>	<b>n/a</b>

We closed 3Q24 with R\$21.1 million provision for income tax and social contribution, reduction of 62.7% vs. 3Q23, mainly due to the decrease in income before income tax and social contribution by 53.8%.

## Goodwill

As of 2020, due to the merger of Piraquê, approved on December 27, 2019, the Company began the tax amortization of goodwill arising from the acquisition, currently totaling R\$294.2 million, which will be amortized over a minimum period of five years. This amount considers the effectively paid portion of the acquisition price (acquisition price of R\$1.5 billion, less the retained portion of the acquisition price of R\$97.8 million). However, we expect to fully use the transaction goodwill, in the amount of R\$361.6 million.

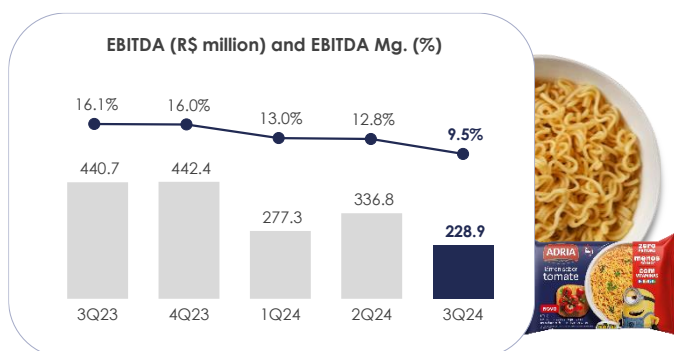
Latinex was incorporated by Jasmine on August 1, 2023. As of September, Jasmine initiated the tax amortization of the goodwill arising from the acquisition, in the amount of R\$156.1 million. Amortization will occur over a minimum period of ten years.

In 3Q24, the Company recorded R\$6.3 million in tax benefit from amortization. In 9M24, the amount was R\$18.6 million.

## EBITDA and Net Income

In 3Q24, EBITDA reached R\$228.9 million, impacted by the drop in volumes, reduction of average price and increase in costs, commented above. EBITDA margin was 9.5% (16.1% in 3Q23 12.8% in 2Q24).

Net Income decreased 51.9% vs. 3Q23 and 34.3% vs. 2Q24, in line with EBITDA.



### EBITDA – NET INCOME

EBITDA CONCILIATION (R\$ million)	3Q24	3Q23	Var. %	2Q24	Var. %	9M24	9M23	Var. %
<b>Net Profit</b>	<b>124.7</b>	<b>259.0</b>	<b>-51.9%</b>	<b>189.9</b>	<b>-34.3%</b>	<b>469.5</b>	<b>546.8</b>	<b>-14.1%</b>
Income Tax and Social Contribution	21.1	56.6	-62.7%	40.3	-47.6%	97.2	28.9	n/a
Financial Revenue	-155.5	-85.5	81.9%	-81.6	90.6%	-317.3	-282.7	12.2%
Financial Expenses	147.7	119.8	23.3%	98.4	50.1%	327.0	430.1	-24.0%
Depreciation and Amortization of cost of goods	51.0	52.1	-2.1%	52.0	-1.9%	150.8	155.5	-3.0%
Depreciation and Amortization of expenses	39.9	38.7	3.1%	37.8	5.6%	115.8	112.6	2.8%
<b>EBITDA</b>	<b>228.9</b>	<b>440.7</b>	<b>-48.1%</b>	<b>336.8</b>	<b>-32.0%</b>	<b>843.0</b>	<b>991.2</b>	<b>-15.0%</b>
<b>EBITDA Margin</b>	<b>9.5%</b>	<b>16.1%</b>	<b>-6.6 p.p</b>	<b>12.8%</b>	<b>-3.3 p.p</b>	<b>11.8%</b>	<b>12.3%</b>	<b>-0.5 p.p</b>

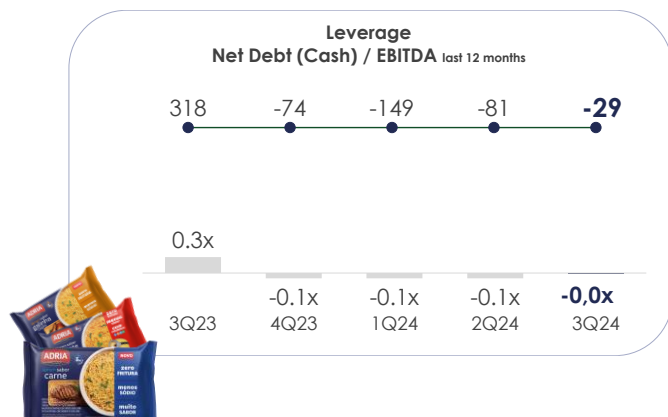
### EBITDA – NET REVENUE

EBITDA CONCILIATION (R\$ million)	3Q24	3Q23	Var. %	2Q24	Var. %	9M24	9M23	Var. %
<b>Net Revenue</b>	<b>2,403.5</b>	<b>2,734.9</b>	<b>-12.1%</b>	<b>2,630.0</b>	<b>-8.6%</b>	<b>7,173.9</b>	<b>8,069.8</b>	<b>-11.1%</b>
Cost of goods sold	-1,704.3	-1,873.2	-9.0%	-1,827.1	-6.7%	-4,985.5	-5,872.0	-15.1%
Depreciation and Amortization of cost of goods	51.0	52.1	-2.1%	52.0	-1.9%	150.8	155.5	-3.0%
Tax Incentive (ICMS)	91.8	110.7	-17.1%	114.4	-19.8%	304.0	390.6	-22.2%
Operating Expenses	-652.1	-624.6	4.4%	-669.3	-2.6%	-1,912.6	-1,865.7	2.5%
Equity in net income of subsidiaries	-0.9	2.1	n/a	-1.0	-10.0%	-3.4	0.4	n/a
Depreciation and Amortization of expenses	39.9	38.7	3.1%	37.8	5.6%	115.8	112.6	2.8%
<b>EBITDA</b>	<b>228.9</b>	<b>440.7</b>	<b>-48.1%</b>	<b>336.8</b>	<b>-32.0%</b>	<b>843.0</b>	<b>991.2</b>	<b>-15.0%</b>
<b>EBITDA Margin</b>	<b>9.5%</b>	<b>16.1%</b>	<b>-6.6 p.p</b>	<b>12.8%</b>	<b>-3.3 p.p</b>	<b>11.8%</b>	<b>12.3%</b>	<b>-0.5 p.p</b>



## Debt, Capitalization and Cash

In 3Q24, we recorded net cash, due mainly to the cash generation. We closed the period with R\$2.1 billion in cash and cash equivalents.



Capitalization (R\$ million)	09/30/2024	09/30/2023	Var. %
Cash	2,086.9	1,825.7	14.3%
Linked deposits	2.0	1.1	81.8%
Financial Investments Short Term	15.2	19.9	-23.6%
Financial Investments Long Term	1.2	1.6	-25.0%
<b>Total Indebtedness</b>	<b>-2,142.1</b>	<b>-2,163.1</b>	<b>-1.0%</b>
(-) Short Term	-371.2	-638.0	-41.8%
(-) Long Term	-1,770.9	-1,525.1	16.1%
<b>(-) Derivatives Financial Instruments</b>	<b>65.4</b>	<b>-3.4</b>	<b>n/a</b>
<b>(=) Net Cash (Net Debt)</b>	<b>28.6</b>	<b>-318.2</b>	<b>n/a</b>
Shareholder's Equity	7,849.5	7,295.6	7.6%
<b>Capitalization</b>	<b>9,991.6</b>	<b>9,458.7</b>	<b>5.6%</b>

We closed 3Q24 with 82.7% of the debt in the long-term, and we maintained the Rating AAA Stable Outlook, reaffirmed by Fitch for the 7<sup>th</sup> consecutive year.

Consolidated Debt (R\$ million)	Index	Interest (year)	09/30/2024	% Debt	09/30/2023	% Debt	Var. %
<b>Domestic Currency</b>			<b>1,259.9</b>	<b>58.8%</b>	<b>1,333.6</b>	<b>61.7%</b>	<b>-5.5%</b>
BNDES - FINAME	TJLP	2.17%	0.0	0.0%	3.2	0.1%	-100.0%
BNDES - PSI	R\$	3.50% (3.58% on 09/30/2023)	0.0	0.0%	1.7	0.1%	-100.0%
BNDES - FINEM	IPCA	9.84% (8.57% on 09/30/2023)	0.0	0.0%	10.6	0.5%	-100.0%
FINEP	TR	3.30%	68.6	3.2%	0.0	0.0%	n/a
(PROVIN) Financing of state taxes	100% TJLP	-	42.6	2.0%	31.1	1.4%	37.0%
(FUNDOPEM) Financing of state taxes	IPCA/IBGE	-	17.0	0.8%	11.1	0.5%	53.2%
Working Capital	IPCA	6.93%	0.0	0.0%	128.8	6.0%	-100.0%
Investment of assignment of Pilar's shares	100% CDI	-	2.2	0.1%	4.8	0.2%	-54.2%
Investment of assignment of Estrela's shares	100% CDI	-	7.8	0.4%	7.3	0.3%	6.8%
Investment of assignment of Moinho Santa Lúcia's shares	100% CDI	-	0.0	0.0%	0.7	0.0%	-100.0%
Investment of assignment of Piraguê's shares	100% CDI	-	108.3	5.1%	137.1	6.3%	-21.0%
Investment of assignment of Latindex's shares	100% CDI	-	93.6	4.4%	88.8	4.1%	5.4%
Investment of assignment of Las Acacias' shares	100% CDI	-	21.5	1.0%	24.1	1.1%	-10.8%
Debentures	IPCA	3.7992% and 4.1369%	898.3	41.9%	884.3	40.9%	1.6%
<b>Foreign Currency</b>			<b>882.2</b>	<b>41.2%</b>	<b>829.5</b>	<b>38.3%</b>	<b>6.4%</b>
Working Capital (Law 4,131) and export	USD	3.22% (3.19% on 09/30/2023)	879.7	41.1%	810.0	37.4%	8.6%
Working Capital	UYU	10.10% (10.64% on 09/30/2023)	2.5	0.1%	19.5	0.9%	-87.2%
<b>TOTAL</b>			<b>2,142.1</b>	<b>100.0%</b>	<b>2,163.1</b>	<b>100.0%</b>	<b>-1.0%</b>

On September 30, 2024, the Company had two swap contracts to hedge working capital financing in foreign currency maturing until June and December 2025, in which the long leg receives, on average, the dollar plus 3.40% p.a. interest rate, and the short leg pays, on average, CDI plus 0.87% p.a. rate with a notional reference value of R\$836.7 million and fair value payable of R\$11.1 million.

To hedge the debenture issues, the Company had 42 swap contracts, all of which maturing until March 17, 2031, in which the long leg receives, on average, the IPCA plus 4.02% p.a., and the short leg pays, on average, the CDI plus 0.28% p.a. The notional reference values totaled R\$811.6 million for current contracts, and the gross fair value receivable of all these derivative instruments totaled R\$79.6 million on September 30, 2024.

At the end of 3Q24, debentures totaled R\$898.3 million net of the unamortized balance of transaction costs of R\$ 27.4 million.

## Investments

Investments totaled R\$84.6 million in 3Q24, highlighting the improvements in Eusébio unit (CE) and the machinery and equipment to produce non-fried ramen.

Investments (R\$ million)	3Q24	3Q23	Var. %	9M24	9M23	Var. %
Buildings	3.3	20.8	-84.1%	9.7	39.6	-75.5%
Machinery and equipment	32.7	41.2	-20.6%	75.2	92.8	-19.0%
Construction in progress	12.6	13.1	-3.8%	31.7	21.5	47.4%
IT Equipment	9.6	2.3	n/a	16.6	3.6	n/a
Furniture and Fixtures	1.6	2.0	-20.0%	4.8	4.8	0.0%
Software Use License	24.7	26.6	-7.1%	59.2	59.9	-1.2%
Others	0.1	0.3	-66.7%	0.4	1.2	-66.7%
<b>Total</b>	<b>84.6</b>	<b>106.3</b>	<b>-20.4%</b>	<b>197.6</b>	<b>223.4</b>	<b>-11.5%</b>

Investments 3Q24 - R\$ 84.6 million

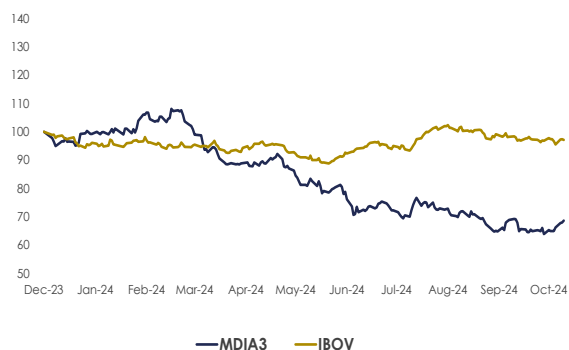


## CAPITAL MARKET

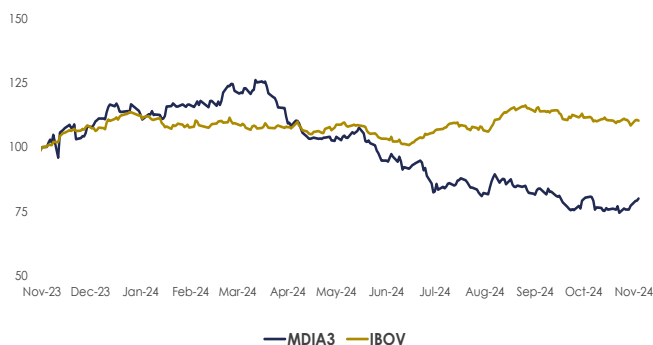
The Company's shares are traded on B3 (Brasil, Bolsa e Balcão) under the ticker MDIA3 and are listed in the Novo Mercado segment. On **September 30, 2024**, there were 64,548,586 outstanding shares, representing 19.0% of the Company's capital stock, priced at **R\$ 25.48** each. In 3Q24, the average trading volume was **3,370** (5,400 in 3Q23), and the average daily trading financial volume was **R\$ 22.0 million** (R\$48.2 million in 3Q23).

MDIA3 (11/06/2024):  
Stock Price: R\$ 26.42  
Volume: R\$ 24.6 million  
IBOV: 130,341

Performance MDIA3 x IBOV (YTD)  
01/02/2023 – 11/06/2024



Performance MDIA3 x IBOV (12 Months)  
11/06/2023 – 11/06/2024



**MDIA**  
B3 LISTED NM

**IBRA B3**  
**IGCT B3**

**ISE B3**  
**INDX B3**

**ICON B3**  
**ITAG B3**

**IGC B3**  
**SMLL B3**

**IGC-NM B3**  
**IDIVERSA B3**

**IAGRO-FFS B3**  
**IGPTWB3**

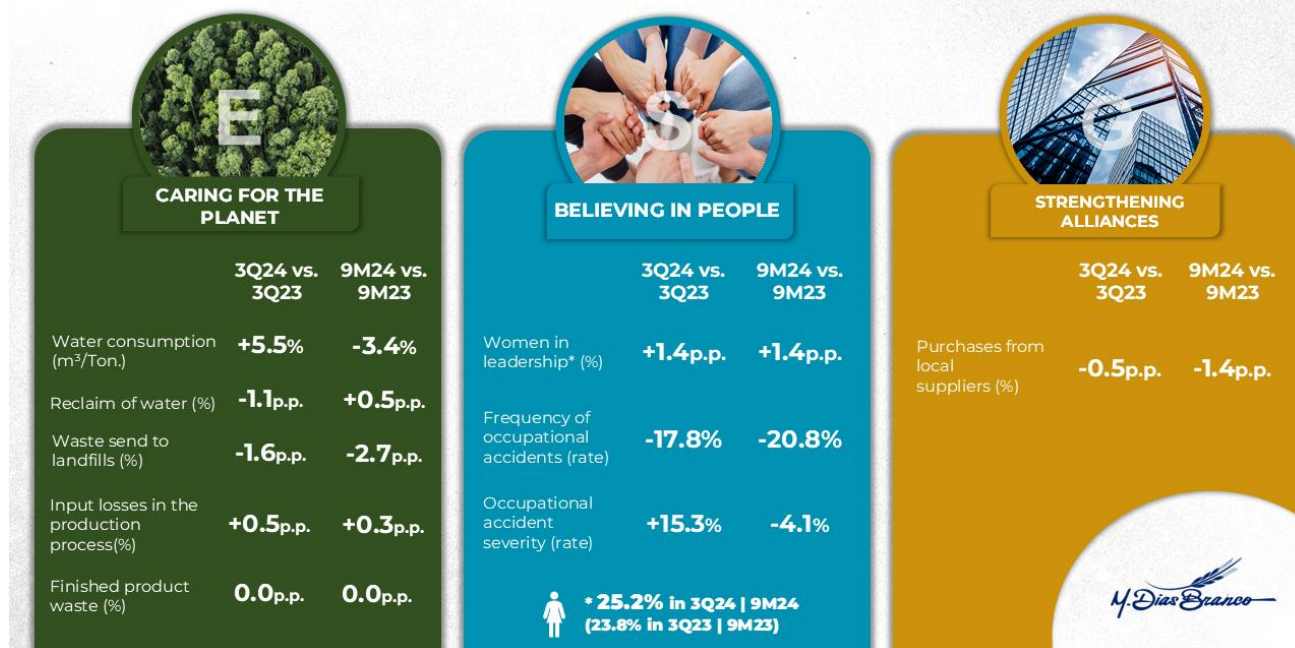
**MSCI**  
ESG RATINGS  
AAA

## SOCIAL AND ENVIRONMENTAL PERFORMANCE

Caring for the Planet, Believing in People, and Strengthening Alliances: these are the objectives of the environmental, social, and governance pillars, respectively, of M. Dias Branco's Sustainability Agenda. The Company undertook 18 public commitments in 2022, to be achieved by 2030. The performance of public targets can be monitored on the Company's website <https://mdiasbranco.com.br/en/sustainability-agenda/>.

Below are the **main indicators and highlights**<sup>1</sup> of 3Q24 and 9M24.

### Main Indicators – 3Q24 vs. 3Q23 | 9M24 vs. 9M23



**Water consumption index:** lower efficiency of water consumption the quarter, due to lower production volumes and the intensification of operational routines, such as cleaning of machinery. In the year to date, we continue to present better water efficiency;

**Reuse water:** the lower production resulted in less generation of effluents available for treatment, reducing the availability of reused water;

**Waste sent to landfills:** maintenance of good waste disposal practices, such as recycling, composting and co-processing, and expansion of applicable solutions for the Natal (RN) and Cabedelo (PB) units, based on the development and qualification of partners;

**Input losses in the production process:** a more accurate method of determining and measuring losses after implementing SAP 4/HANA ERP. We continue to seek routines such as continuous use of generated reprocessing, working with R&D to expand the reprocessing matrix, among others;

**Waste of finished products:** there was no significant variation in the indicator;

**Women in leadership positions:** progress due to the actions to strengthen the culture of diversity, such as raising awareness among leaders and training in gender equity and female leadership;

**Frequency and severity of occupational accidents:** reduction in the number of accidents, despite the greater number of days away from work, increasing the severity indicator. Continuous accident prevention actions stand out, such as adapting equipment to mitigate and/or eliminate risks and providing safety guidance to employees;

<sup>1</sup> We highlight that the socio-environmental indicators do not include the Las Acacias subsidiary, and the ratio for input losses in the production process does not include the Jasmine and Las Acacias subsidiaries.

**Local supplier purchases:** reduction given the lower supply of national oil, making it necessary to purchase from international suppliers.

Below are the main highlights of 3Q24:



**We won, for the 7<sup>th</sup> time, the prestigious Anefac Award – Transparency Trophy:** this award has consolidated itself as an important indicator of good accounting and corporate governance practices and reinforces M. Dias Branco's mission to maintain the trust of its investors, customers and partners, in an ongoing commitment to ethics and transparency.



**Launch of the donation and hunger relief program, “Nutrir o Amanhã”:** The donation and hunger relief program aims to address the issue of social vulnerability and hunger, also contributing to reducing food waste.



**Jasmine Alimentos wins the 2024 Wellness award from Boa Forma:** the nutritional value, health benefits, practicality and flavor of the Jasmine Zero Sugar Coconut Donut were determining requirements for the result of the evaluation in the best sweet snack category, which had three stages: nomination by experts; testing of up to 5 finalists; and voting open to the public.



**Diversity Week for employees all over Brazil:** week with training and lectures on the Importance of diversity and commitment to Human Rights, Inclusive and non-violent communication, Strategies for the inclusion of people with disabilities, Creating a psychologically safe environment for everyone, as well as a podcast and several workshops on the topic.



**We held the III Workshop for Suppliers:** The corporate strategy, the ESG Agenda and the InPacto, ESG for Suppliers and Decarbonize Programs were shared. In addition, we offered an ESG Training Track for suppliers, which addressed the following topics: Management of social and environmental risks and impacts, Climate Change and Carbon Management, Ethics and Integrity, Human Rights and the Environment.



**Ethics and Governance Week was held with the theme “The role of transparency in maintaining an environment of trust in business”:** the agenda included lectures on the 100% Transparency Movement, governance indicators, ESG Risk Management, among others, reaffirming the Company's commitment to ethics, governance and transparency.



## FINANCIAL STATEMENTS

The consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS) and the accounting policies adopted in Brazil (BR GAAP).

Pursuant to CPC 26 – Presentation of Financial Statements, we classify expenses by function in the Income Statement. Depreciation and amortization expenses were included in selling and administrative expenses, and tax expenses were added to other expenses (income), net. For further information, please see note 26 of the Company's Financial Statements.

### Income Statement

INCOME STATEMENT (R\$ million)	3Q24	3Q23	Variation	2Q24	Variation	9M24	9M23	Variation
<b>NET REVENUES</b>	<b>2,403.5</b>	<b>2,734.9</b>	<b>-12.1%</b>	<b>2,630.0</b>	<b>-8.6%</b>	<b>7,173.9</b>	<b>8,069.8</b>	<b>-11.1%</b>
<b>COST OF GOODS SOLD</b>	<b>-1,704.3</b>	<b>-1,873.2</b>	<b>-9.0%</b>	<b>-1,827.1</b>	<b>-6.7%</b>	<b>-4,985.5</b>	<b>-5,872.0</b>	<b>-15.1%</b>
<b>TAX INCENTIVES (ICMS)</b>	<b>91.8</b>	<b>110.7</b>	<b>-17.1%</b>	<b>114.4</b>	<b>-19.8%</b>	<b>304.0</b>	<b>390.6</b>	<b>-22.2%</b>
<b>GROSS PROFIT</b>	<b>791.0</b>	<b>972.4</b>	<b>-18.7%</b>	<b>917.3</b>	<b>-13.8%</b>	<b>2,492.4</b>	<b>2,588.4</b>	<b>-3.7%</b>
<b>OPERATING REVENUES (EXPENSES)</b>	<b>-652.1</b>	<b>-624.6</b>	<b>4.4%</b>	<b>-669.3</b>	<b>-2.6%</b>	<b>-1,912.6</b>	<b>-1,865.7</b>	<b>2.5%</b>
Sales expenses	-493.8	-504.7	-2.2%	-553.0	-10.7%	-1,496.9	-1,478.0	1.3%
Administrative and general expenses	-109.3	-98.9	10.5%	-110.0	-0.6%	-323.0	-302.5	6.8%
Other net income (expenses)	-49.0	-21.0	n/a	-6.3	n/a	-92.7	-85.2	8.8%
<b>OPERATING INCOME BEFORE FINANCIAL RESULTS</b>	<b>138.9</b>	<b>347.8</b>	<b>-60.1%</b>	<b>248.0</b>	<b>-44.0%</b>	<b>579.8</b>	<b>722.7</b>	<b>-19.8%</b>
Financial income	155.5	85.5	81.9%	81.6	90.6%	317.3	282.7	12.2%
Financial expenses	-147.7	-119.8	23.3%	-98.4	50.1%	-327.0	-430.1	-24.0%
<b>OPERATING INCOME AFTER FINANCIAL RESULTS</b>	<b>146.7</b>	<b>313.5</b>	<b>-53.2%</b>	<b>231.2</b>	<b>-36.5%</b>	<b>570.1</b>	<b>575.3</b>	<b>-0.9%</b>
Equity in net income of subsidiaries	-0.9	2.1	n/a	-1.0	-10.0%	-3.4	0.4	n/a
<b>INCOME BEFORE INCOME TAX AND SOCIAL CONTRIBUTION</b>	<b>145.8</b>	<b>315.6</b>	<b>-53.8%</b>	<b>230.2</b>	<b>-36.7%</b>	<b>566.7</b>	<b>575.7</b>	<b>-1.6%</b>
Income tax and social contribution	-21.1	-56.6	-62.7%	-40.3	-47.6%	-97.2	-28.9	n/a
<b>NET INCOME</b>	<b>124.7</b>	<b>259.0</b>	<b>-51.9%</b>	<b>189.9</b>	<b>-34.3%</b>	<b>469.5</b>	<b>546.8</b>	<b>-14.1%</b>

**Balance Sheet**

BALANCE SHEET (R\$ million)	M. DIAS (Consolidated)				
	09/30/2024	09/30/2023	Variation	12/31/2023	Variation
<b>ASSETS</b>					
<b>CURRENT</b>	<b>6,024.4</b>	<b>5,359.4</b>	<b>12.4%</b>	<b>5,700.1</b>	<b>5.7%</b>
Cash and cash equivalents	2,086.9	1,825.7	14.3%	2,267.8	-8.0%
Linked deposits	2.0	1.1	81.8%	2.8	-28.6%
Trade accounts receivable	1,589.8	1,658.8	-4.2%	1,839.7	-13.6%
Inventories	2,041.6	1,601.5	27.5%	1,338.4	52.5%
Taxes recoverable	174.1	139.3	25.0%	129.5	34.4%
Income tax and social contribution	5.4	2.4	n/a	27.4	-80.3%
Financial investments	15.2	19.9	-23.6%	15.2	0.0%
Derivatives financial instruments	44.2	40.3	9.7%	10.4	n/a
Prepaid expenses	29.8	12.9	n/a	22.1	34.8%
Other current assets	35.4	57.5	-38.4%	46.8	-24.4%
<b>NON CURRENT</b>	<b>6,666.1</b>	<b>6,564.1</b>	<b>1.6%</b>	<b>6,640.9</b>	<b>0.4%</b>
<b>Long-term</b>	<b>589.9</b>	<b>545.5</b>	<b>8.1%</b>	<b>550.8</b>	<b>7.1%</b>
Financial investments	1.2	1.6	-25.0%	2.1	-42.9%
Judicial deposits	246.1	256.6	-4.1%	258.5	-4.8%
Long-term receivables	2.3	2.4	-4.2%	5.1	-54.9%
Taxes recoverable	121.8	84.7	43.8%	90.0	35.3%
Income tax and social contribution	48.4	45.0	7.6%	45.9	5.4%
Derivatives financial instruments	50.0	56.7	-11.8%	48.0	4.2%
Indemnity assets	97.7	90.1	8.4%	92.2	6.0%
Other non-current assets	22.4	8.4	n/a	9.0	n/a
Investments	58.1	62.9	-7.6%	62.2	-6.6%
Investments properties	56.0	55.6	0.7%	56.4	-0.7%
Property, plant and equipment	3,551.4	3,531.6	0.6%	3,578.8	-0.8%
Intangible	2,410.7	2,368.5	1.8%	2,392.7	0.8%
<b>TOTAL ASSETS</b>	<b>12,690.5</b>	<b>11,923.5</b>	<b>6.4%</b>	<b>12,341.0</b>	<b>2.8%</b>
<b>LIABILITIES AND SHAREHOLDERS EQUITY</b>					
<b>CURRENT</b>	<b>2,392.2</b>	<b>2,449.6</b>	<b>-2.3%</b>	<b>2,425.8</b>	<b>-1.4%</b>
Suppliers	1,307.5	1,164.5	12.3%	1,237.1	5.7%
Financing and borrowings from financial institutions	337.4	469.5	-28.1%	444.4	-24.1%
Tax financing	12.9	5.1	n/a	7.9	63.3%
Direct financing	19.7	161.9	-87.8%	59.3	-66.8%
Debentures	1.2	1.5	-20.0%	10.9	-89.0%
Lease	99.1	81.6	21.4%	86.8	14.2%
Social security and labor liabilities	319.0	269.4	18.4%	248.4	28.4%
Tax liabilities	99.2	105.7	-6.1%	117.7	-15.7%
Income tax and social contribution	3.4	1.8	88.9%	1.8	88.9%
Government grant	17.4	12.3	41.5%	5.8	n/a
Derivatives financial instruments	20.6	15.7	31.2%	34.6	-40.5%
Other current liabilities	154.8	160.6	-3.6%	171.1	-9.5%
<b>NON CURRENT LIABILITIES</b>	<b>2,448.8</b>	<b>2,178.3</b>	<b>12.5%</b>	<b>2,310.5</b>	<b>6.0%</b>
Financing and borrowings from financial institutions	613.4	504.3	21.6%	513.2	19.5%
Tax financing	46.7	37.1	25.9%	39.3	18.8%
Direct financing	213.7	100.9	n/a	202.7	5.4%
Debentures	897.1	882.8	1.6%	893.4	0.4%
Lease	250.9	253.6	-1.1%	271.3	-7.5%
Deferred taxes	221.6	110.6	n/a	118.4	87.2%
Derivatives financial instruments	8.2	84.7	-90.3%	67.0	-87.8%
Provisions for civil, labor and tax risks	184.2	194.9	-5.5%	195.8	-5.9%
Other non-current liabilities	13.0	9.4	38.3%	9.4	38.3%
<b>SHAREHOLDERS' EQUITY</b>	<b>7,849.5</b>	<b>7,295.6</b>	<b>7.6%</b>	<b>7,604.7</b>	<b>3.2%</b>
Capital	2,597.7	2,597.7	0.0%	2,597.7	0.0%
Capital reserves	50.7	43.7	16.0%	47.4	7.0%
Accumulated conversion adjustments	1.6	0.2	n/a	-0.2	n/a
Equity valuation adjustment	1.5	0.6	n/a	-15.3	n/a
Revenue reserves	4,910.7	4,234.0	16.0%	4,910.7	0.0%
(-) Treasury shares	-121.8	-77.0	58.2%	-77.0	58.2%
Additional dividend	0.0	0.0	n/a	141.4	-100.0%
Accrued profit	409.1	496.4	-17.6%	0.0	n/a
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>12,690.5</b>	<b>11,923.5</b>	<b>6.4%</b>	<b>12,341.0</b>	<b>2.8%</b>

## Cash Flow

CASH FLOW (R\$ million)	3Q24	3Q23	Variation	9M24	9M23	Variation
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>						
<b>Net income before income tax and social contribution</b>	<b>145.8</b>	<b>315.5</b>	<b>-53.8%</b>	<b>566.7</b>	<b>575.7</b>	<b>-1.6%</b>
<b>Adjustments to reconcile net income with cash from operating activities:</b>						
Depreciation and amortization	90.9	90.8	0.1%	266.6	268.1	-0.6%
Cost on sale of permanent assets	0.1	0.6	-83.3%	0.2	9.5	-97.9%
Equity in net income of subsidiaries	0.9	-2.1	n/a	3.4	-0.4	n/a
Updated financing, debentures and exchange rate variations	-29.1	63.6	n/a	184.4	98.7	86.8%
Updated financial investment in the long term	0.0	0.0	n/a	-0.1	-0.1	0.0%
Tax credits and updates	-6.9	-5.5	25.5%	-52.7	-24.0	n/a
Updated judicial deposits	-3.9	-2.5	56.0%	-5.4	-11.7	-53.8%
Appropriate interest on lease	9.5	8.9	6.7%	28.3	26.8	5.6%
Provision and update for civil, labor and tax risks/others	14.4	12.5	15.2%	43.3	35.3	22.7%
Provision (Reversion) for expenses/indemnity assets	-1.7	-5.8	-70.7%	-2.9	-13.0	-77.7%
Recognized shares granted	3.9	3.8	2.6%	11.3	10.1	11.9%
Provision (Reversion) for losses of clients	9.2	6.2	48.4%	25.8	16.8	53.6%
Provision (Reversion) for reduction in the recoverable amount of taxes	0.0	0.0	n/a	-4.7	0.2	n/a
Provision for income tax of loans	1.0	0.5	100.0%	2.1	1.5	40.0%
Provision (Reversion) for losses in inventories	5.8	0.1	n/a	12.6	12.2	3.3%
Losses (Gains) on derivative contracts	75.7	14.5	n/a	-0.5	135.5	n/a
Provision (Reversion) for impairment of assets	0.0	1.2	-100.0%	0.0	0.0	n/a
<b>Changes in assets and liabilities</b>						
Decrease in linked deposits	10.2	4.0	n/a	0.8	68.5	-98.8%
Decrease in trade accounts receivable	161.7	163.3	-1.0%	228.6	23.4	n/a
(Increase) decrease in inventories	-347.2	218.8	n/a	-737.5	587.9	n/a
(Increase) in financial investments	0.0	-2.9	-100.0%	0.0	-3.3	-100.0%
Decrease in taxes recoverable	39.4	93.7	-58.0%	29.2	261.8	-88.8%
(Increase) in judicial deposits, net of provisions for risks	-13.3	-21.1	-37.0%	-37.1	-46.9	-20.9%
(Increase) decrease in prepaid expenses	-11.4	7.4	n/a	-7.7	1.4	n/a
(Increase) decrease in indemnity assets	0.5	0.0	n/a	1.6	-1.2	n/a
(Increase) decrease in other assets	-1.6	0.7	n/a	-7.8	-13.4	-41.8%
Increase (Decrease) in suppliers	17.5	144.2	-87.9%	25.8	-132.2	n/a
Increase (Decrease) in taxes and contributions	2.3	-10.8	n/a	-16.7	-48.7	-65.7%
Increase in social and labor obligations	32.4	8.4	n/a	70.7	17.0	n/a
Increase (Decrease) in government grants	12.6	2.1	n/a	11.6	-12.7	n/a
Increase (Decrease) in other liabilities	-91.5	-14.2	n/a	-19.1	1.9	n/a
<b>Interests paid</b>	<b>-37.3</b>	<b>-53.5</b>	<b>-30.3%</b>	<b>-108.4</b>	<b>-101.6</b>	<b>6.7%</b>
<b>Exchange variations paid</b>	<b>-7.1</b>	<b>-11.0</b>	<b>-35.5%</b>	<b>-36.2</b>	<b>-11.0</b>	<b>n/a</b>
<b>Income tax and social contributions paid</b>	<b>-0.1</b>	<b>0.0</b>	<b>n/a</b>	<b>-0.1</b>	<b>0.0</b>	<b>n/a</b>
<b>Receipts of funds for settlement of derivative transactions</b>	<b>-15.5</b>	<b>-58.1</b>	<b>-73.3%</b>	<b>-59.4</b>	<b>-190.2</b>	<b>-68.8%</b>
<b>Net cash generated from operating activities</b>	<b>67.2</b>	<b>973.3</b>	<b>-93.1%</b>	<b>416.7</b>	<b>1,541.9</b>	<b>-73.0%</b>
<b>CASH FLOWS FROM INVESTMENT ACTIVITIES</b>						
Purchase of property, plant, equipment and intangible	-72.3	-84.1	-14.0%	-161.5	-158.9	1.6%
Payment of debt from purchase of company	0.0	-44.4	-100.0%	-46.7	-75.6	-38.2%
Long-term financial investments	0.0	0.0	n/a	-0.1	0.0	n/a
Redemption of long-term financial investment	0.0	0.0	n/a	1.1	0.0	n/a
Dividends received	0.7	0.0	n/a	0.7	0.0	n/a
<b>Net cash (used) in investment activities</b>	<b>-71.6</b>	<b>-128.5</b>	<b>-44.3%</b>	<b>-206.5</b>	<b>-234.5</b>	<b>-11.9%</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>						
Dividends paid	-20.1	-16.8	19.6%	-202.6	-50.4	n/a
Financing obtained	167.4	97.7	71.3%	1,114.6	304.4	n/a
Payment of financing	-523.5	-290.9	80.0%	-1,181.6	-324.3	n/a
Acquisition of treasury shares	-13.3	0.0	n/a	-50.5	0.0	n/a
Lease payments	-26.5	-21.7	22.1%	-72.8	-59.4	22.6%
<b>Net cash used in financing activities</b>	<b>-416.0</b>	<b>-231.7</b>	<b>79.5%</b>	<b>-392.9</b>	<b>-129.7</b>	<b>n/a</b>
<b>Effects of exchange rate fluctuations on cash and cash equivalents</b>	<b>-2.6</b>	<b>0.2</b>	<b>0.0%</b>	<b>1.8</b>	<b>0.0</b>	<b>n/a</b>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>-423.0</b>	<b>613.3</b>	<b>n/a</b>	<b>-180.9</b>	<b>1,177.7</b>	<b>n/a</b>
At the start of the period	2,509.9	1,212.4	107.0%	2,267.8	648.0	n/a
At the end of the period	2,086.9	1,825.7	14.3%	2,086.9	1,825.7	14.3%
<b>Increase (decrease) in cash and cash equivalents</b>	<b>-423.0</b>	<b>613.3</b>	<b>n/a</b>	<b>-180.9</b>	<b>1,177.7</b>	<b>n/a</b>

The statements contained in this document related to the business prospects, projected operating and financial results and growth outlook of M. Dias Branco are merely forecasts and, as such, are based exclusively on the expectations of Management as to the future of the business. These expectations substantially depend on changes in market conditions, the performance of the Brazilian economy, as well as the sector and the international markets, and are thus subject to changes without prior notice.





M. Dias Branco

Dream, do, grow

Adorita

ADRIA

Bonsabor

DELICIOSO

Estrela

finna

FIT FOOD

ff  
FORTALEZA

FRONTERA

isabela

Jasmine

ALIMENTOS  
Las Acacias

Medalha  
de Ouro

Pelaggio

PILAR  
DESDE 1973

piraquê

Predileto  
Vinhos de Qualidade

Puro  
Sabor

Richester

SAISTOS

smart

TASTE&CO

VITARELLA