



Earnings Release
4Q22 | 2022

M. Dias Branco



Eusébio (CE), March 17, 2023 – M. Dias Branco S. A. Indústria e Comércio de Alimentos (B3: MDIA3), leader in Brazil's cookie & cracker, pasta, granolas, healthy cookies and gluten-free breads markets, announces today its results for the fourth quarter of 2022 (4Q22) and full year (2022). The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and the accounting practices adopted in Brazil (BR GAAP).

WEBINAR RESULTS 4Q22 | 2022

March 20, 2023

Time:

> **Portuguese | English**

11h00 (Brasília Time)

10h00 (NY Time)

Registration in Zoom Meetings:

[Click Here](#)

Live on Youtube:

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Stock Price:

Closing on 03/16/2023

MDIA3: R\$ 31.52 per share

Market Cap: R\$ 10.7 billion

IR CONTACT

Gustavo Lopes Theodozio

Vice-President of Investments and Controllershship

Phone: (85) 4005-5667

Email: gustavo.theodozio@mdiasbranco.com.br

Fabio Cefaly

New Business and Investor Relations Officer

Phone: (11) 3883-9273

Email: fabio.cefaly@mdiasbranco.com.br

Rodrigo Ishiwa

Investor Relations Manager

Phone: (11) 3883-9225

Email: ri@mdiasbranco.com.br

Everlene Pessoa

Investor Relations Analyst

Phone: (85) 4005-5730

Email: ri@mdiasbranco.com.br

Fernanda Castilho

Investor Relations Intern

Phone: (85) 4005-5730

Email: ri@mdiasbranco.com.br

MESSAGE FROM THE CEO

Dear readers,

The year 2022 was marked by the sad scenario of conflicts in Ukraine and the heartbreaking humanitarian tragedy that led to uncertainties in the global macroeconomic scenario, significantly increasing the prices of agricultural commodities and directly impacting the value of the main raw materials we use in our production processes. However, even in such a complex environment of limited predictability, through efficient management, the severe discipline of costs and expenses, and constant improvement of our services, combined with our resilience and unquestionable belief in our country and the segment in which we operate, we reached an EBITDA of R\$900.4 million, up by 31.7% over 2021.

Net revenue grew by 29.6%, to an all-time high figure of R\$10 billion, with double-digit growth in all categories and regions of Brazil, closing the year with a market share higher than that reported in 2021 in cookies, pasta, and domestic wheat flour.

Faithful to our capital allocation strategy, we ended the year with 75% of our debt in the long term, Rating AAA Stable Outlook, and leverage of 1.8x, within a range that allows us to continue with our investment plan to enable our growth and expansion.

The year was also marked by a record distribution of proceeds. In addition to the quarterly fixed distribution, we made an extraordinary distribution of interest on equity, showing that M. Dias Branco is attentive to shareholder demand. The performance of our shares in the financial market grew by 52.5% over 2021.

Following our growth strategy, we emphasize the acquisition of Jasmine and the Uruguayan company Las Acacias, which represent, respectively, our strengthening in the market of healthy products and the expansion of the internationalization process, which has already been prominent with the growth of exports, and now we have a unit abroad.

All these important results were achieved by aligning our actions with what is foreseen in our strategy of growth with profitability. It is worth noting that, to implement such a strategy, we mainly focused on nutrition and healthiness, convenience and practicality, and indulgence.

In the nutrition and healthiness line, aimed at offering products for well-being and a healthy lifestyle, we highlight the aforementioned acquisition of Jasmine, which specializes in wholefood, organic, gluten-free, lactose-free, and sugar-free products. With this acquisition, we became leaders in the domestic market of granola, gluten-free bread, and whole-grain cookies.

Regarding convenience and practicality, we progressed in the use of more accessible packaging that enhances the maintenance of the products' sensory quality, increasing their conservation. This line aims at increasingly meeting consumers' trends of seeking products that allow for consumption convenience inside and outside their homes, ensuring quality integrity and greater accessibility.

Regarding indulgence, we work to make tasty products available to consumers, providing them with satisfaction and well-being through high quality and innovation. In 2022, we highlight the launch of the new line of *Tortinhas Crostata*, belonging to the brands Adria and Isabela, which stands out for the format, crispy crust, and exclusive flavors, combining fillings and jellies that are reminiscent of typical Italian pies.

The year 2022 was also marked by important investments in marketing to strengthen our brands through several campaigns and product launches. 85 new products were launched as a result of our investments in innovation. Furthermore, we reviewed our organizational structure in the commercial area.

Digital transformation was also a relevant matter this year, with investments that are revamping our entire operation. With the "*Simplifique*" project, we are simplifying, improving, and transforming processes, focusing on customers, and using agile methodologies and modern technological tools.

We made progress in the actions of our Strategic Sustainability Agenda, in which we committed to achieving public goals by 2030. In the environmental pillar, our score in the Carbon Disclosure Project (CDP) Index was upgraded to category B, in the Morgan Stanley Capital International (MSCI) Index it was upgraded to AA, and we remained on B3's Corporate Sustainability Index (ISE). As part of our decarbonization strategy, we diversified our energy matrix by using renewable sources in our production process, which, in addition to benefitting the environment, reduces operating costs.

In the social pillar, we directly impacted thousands of people with our training and entrepreneurship program in the food sector. We continue to invest hard in training and appreciation of our employees. Approximately 25% of all positions opened in 2022 were filled by our internal talents, thus valuing meritocracy, encouraging employees' career growth, and seeing their satisfaction. We also made a heavy contribution by donating food to minimize hunger and the worsening of the vulnerability of families, especially the victims of heavy rainfalls that hit Pernambuco, also encouraging the volunteer work of our employees.

Our governance is increasingly strengthened. We reinforced the mapping and mitigation of strategic risks, especially with the consolidation of our Business Continuity Plan and definition of the Crisis and Continuity Committees. We are signatories of the Business Pact for Integrity and Against Corruption, linked to the Ethos Institute, and, in 2022, the Institute provided us with great feedback regarding our governance monitoring and fight against corruption.

Also in 2022, we received the international Quality Assessment (QA) certification from the Instituto de Auditores Internos do Brasil (IIA Brasil), an affiliate of The IIA (The Institute of Internal Auditors), a recognized international association founded in 1941. We believe that the certification represents another step forward in our corporate governance system and attests that the Company complies with the most outstanding international standards in internal auditing.

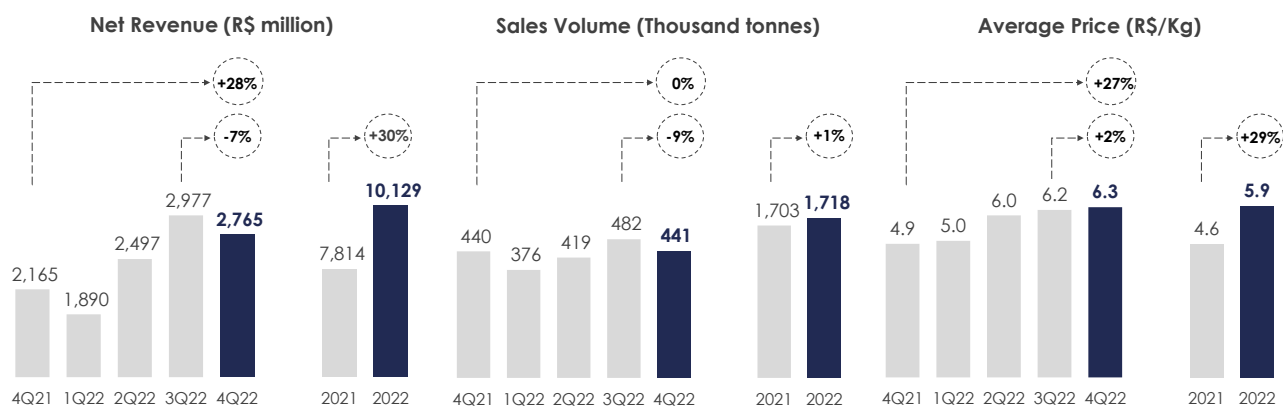
To conclude, I emphasize that all of us who are part of M. Dias Branco will remain united, together, and determined to fulfill our purpose of "dream, accomplish, and grow".

Sincerely,

Ivens Dias Branco Júnior
CEO

M. Dias Branco reaches net revenue of R\$10.1 billion, 29.6% higher than in 2021, with market share gains in Cookies, Pasta, and Wheat Flour. EBITDA grows 31.7% to R\$900.4 million

In 2022, the net revenue growth was the result of the increase in average prices and sales volume, of +28.5% and +0.9%, respectively, over 2021. In 4Q22, net revenue was 27.7% higher than in 4Q21 (average price +27.4% and flat volume).



As shown above, in 2022, volumes recovered (unfavorable seasonality in the fourth quarter because of Christmas) and the average price grew quarter-over-quarter, as a result of several initiatives and structuring measures, such as:

- Accelerated growth of Piraquê**, with net revenue 36% higher than in 2021 (average price +23% and sales volume +11%). The brand, which has high added value, is already the second largest in our portfolio, with an average price 29% higher than the market average¹ in cookies. In 2022, the brand has increased the level of penetration in households² (32% in 2022 vs. 25% in 2021) and preference (11% in 2022 vs. 9% in 2021).
- Increased share of the higher value-added portfolio³ (3.4% of total net revenue in 2022 vs. 2.2% in 2021)**, as a result of the acquisitions of Jasmine (Sep/22) and Latinex (Nov/21), which strengthened our portfolio of snacks and healthy food, with items with an average price 2.7 times higher than the average of M. Dias Branco. In 4Q22, these items accounted for 4.8% of net revenue vs. 2.4% in 4Q21.
- Focus on the launch of products with high added value, mainly in the priority brands (Piraquê, Vitarella and Adria)**, with Piraquê's sandwich cookies like Piraquê Supreme, premium crackers, and cookies, and Adria's *Tortinhas Crostata* and noodles.
- Improve of the service level.** We closed the year with 65% of the orders delivered on time and with the quality agreed upon⁴ (40% in 4Q21). The initiatives in progress aim at reaching 80% in 2024.

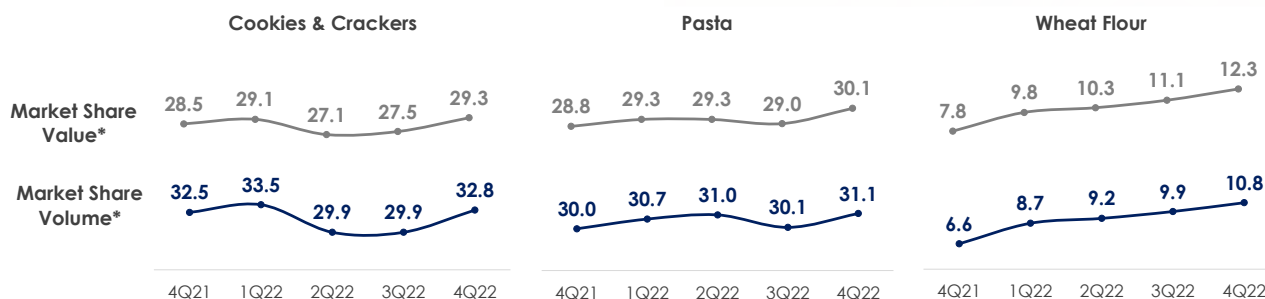
¹ Source: Nielsen – Retail Index. Total Brazil. INA+C&C. Cookies and Crackers.

² Source: Kantar, Wordpanel division, PNC | Cookies and Crackers (Piraquê brand) | Penetration 2022 and 2021 | T. Brazil

³ Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

⁴ OTIF: on time in full.

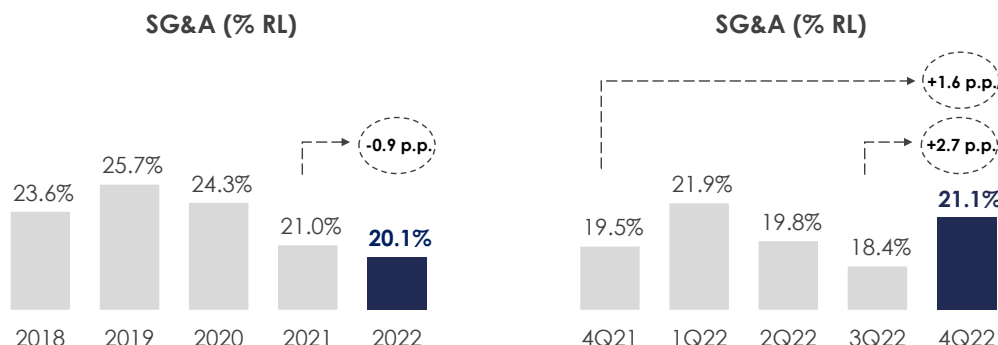
We closed 2022 with a higher market share in Cookies, Pasta, and Wheat Flour (domestic).



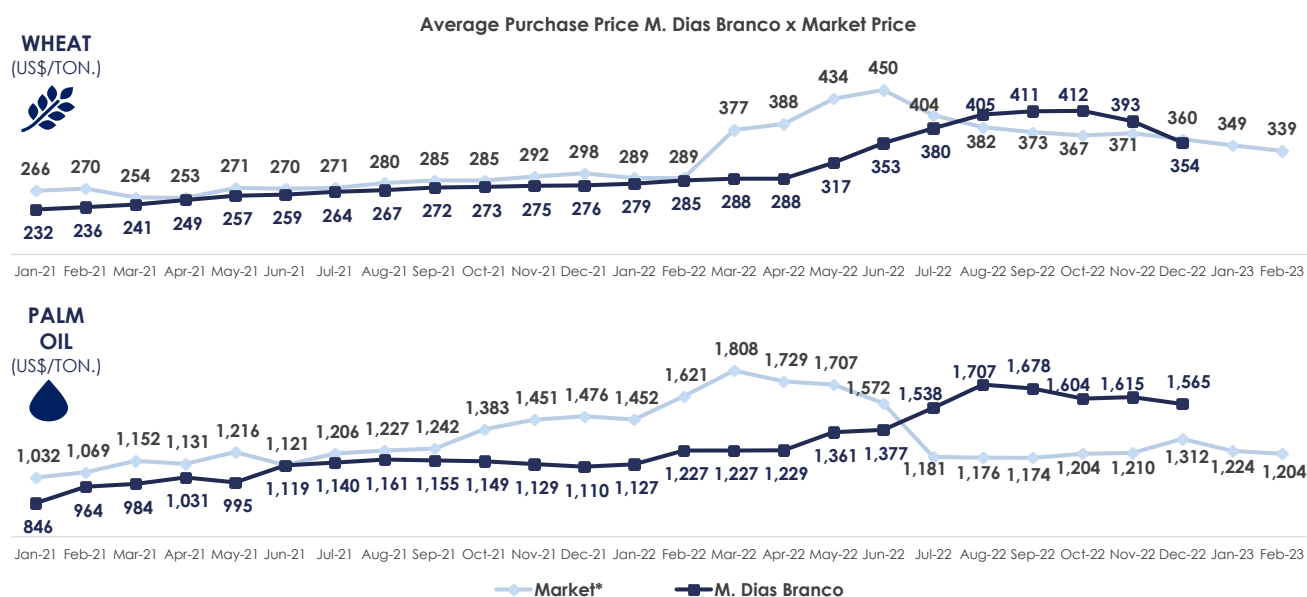
* Source: Nielsen - Retail Index, Total Brazil, INA+C&C.

In 2022, on a national level, the following brands stood out in terms of increased market share: Piraquê was the cookie brand with the highest share increase (+0.8p.p.); in terms of pasta, Adria was the second with the highest increase (+0.8p.p.); and Finna had the highest increase in terms of wheat flour (+2.7p.p.).

Lower share of selling and administrative expenses (SG&A), from 21% in 2021 to 20.1% in 2022, maintaining the productivity and efficiency gains achieved in the last few years.



Regarding costs, the increase in wheat and palm oil prices as of Feb/22, because of the war between Russia and Ukraine, negatively impacted our results. With approximately four months of input inventory (including hedge), the aforementioned increase impacted our results especially in 4Q22, as shown in the charts below.



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

In 2022, the average cost of wheat in M. Dias Branco inventories grew by 34% vs. 2021. In 4Q22, the increase was 41% vs. 4Q21.

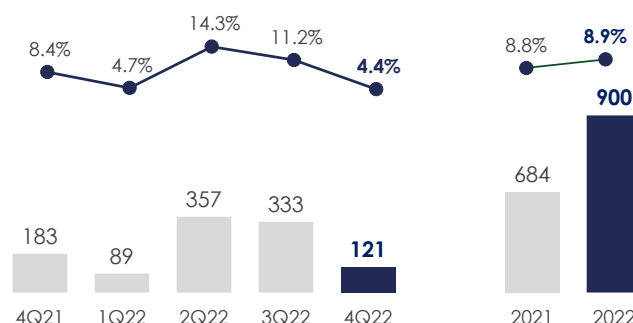
In 2022, EBITDA was 31.7% higher than in 2021, with flat margins. In 4Q22 vs. 4Q21, EBITDA fell by 33.6%, with a margin of 4.4% and, compared to 3Q22, the decrease was 63.6%.

The decreases from 4Q21 and 3Q22 were due to higher costs and lower production, which directly impacted the dilution of fixed costs. Regarding expenses, investments in marketing increased while non-current revenue fell.

Furthermore, in 2022, we recorded non-recurring expenses of R\$59.0 million, highlighting acquisitions, termination of contract with logistics operator, restructuring, higher expenses with provision for bad debts, and refund of extemporaneous costs to Rio de Janeiro Wheat Terminal (RJWT). In 4Q22, we recorded non-recurring expenses of R\$18.9 million, referring to provision for bad debts, refund of extemporaneous costs with RJWT, and expenses from acquisitions.

In February 2023, we announced the quarterly distribution of interest on equity (IoE) in the gross amount of R\$0.05 per share. It is worth noting that dividends/IoE will be applied to the minimum mandatory dividend and will be part of the target percentage of sixty percent (60%) of adjusted income to be paid (for fiscal year 2023).

EBITDA (R\$ Million) and EBITDA Mg. (% NR)



| | Date of Record | "Ex-interest" Date | Payment Date | Gross Amount per Share |
|-------------|----------------|--------------------|--------------|------------------------|
| 1Q23 | 03/17/2023 | 03/20/2023 | 03/31/2023 | R\$ 0.05 |
| 2Q23 | 06/16/2023 | 06/19/2023 | 06/30/2023 | R\$ 0.05 |
| 3Q23 | 09/15/2023 | 09/18/2023 | 09/29/2023 | R\$ 0.05 |
| 4Q23 | 12/14/2023 | 12/15/2023 | 12/28/2023 | R\$ 0.05 |

Other highlights in 2022:



Acquisition of Las Acacias (Uruguay), the first company acquired abroad, on October 31, 2022, strengthening our internationalization strategy.



Closing of the **acquisition of Jasmine brand**, on August 31, 2022, reinforcing our share in the health food market.



Closing of the **contract with Omega Geração S.A.**, on August 30, 2022. Alliance for the generation of renewable energy for consumption by M. Dias Branco.



Start of the Simplifique Project with technological modernization for the **deployment of the SAP system**, expected to become operational in 2024.



Participation in national and international fairs and events, such as APAS (São Paulo), Expoagas (Porto Alegre), PLMA (Amsterdam and Chicago), Sial Paris.



M. Dias Branco Day, in Dec/22, with more than 60 investors and analysts, strengthening our relationship with the market.



Top of Mind award in the Pasta category with Adria brand, for the third consecutive year.



TOP 10 among the consumer goods and food companies that relate the most with startups in Brazil.



The 100+ Innovative Companies in the use of IT in 2022 ranking, among the companies that best use technology to implement innovative projects.



Teva Women in Leadership® Index, the first in Brazil to select companies with the highest share of women in governance.



Evolution of the ESG rating to AA in the MSCI ESG Ratings assessment.



Corporate Sustainability Index (ISE) of B3, for the third consecutive year.

See below the key consolidated results indicators for 4Q22 and 2022, which include the results of Latinex, Jasmine and Las Acacias as of Nov/21, Sep/22 and Nov/22, respectively.

| Financial and Operating Results | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|---|----------|---------|-----------|----------|-----------|----------|---------|-----------|
| Net Revenue (R\$ million) | 2,765.0 | 2,164.5 | 27.7% | 2,976.6 | -7.1% | 10,129.2 | 7,814.0 | 29.6% |
| Total Sales Volume (thousand tonnes) | 441.3 | 439.9 | 0.3% | 482.2 | -8.5% | 1,717.5 | 1,702.9 | 0.9% |
| Cookies and Crackers Sales Volume (thousand tonnes) | 127.6 | 140.3 | -9.1% | 153.2 | -16.7% | 520.5 | 519.4 | 0.2% |
| Pasta Sales Volume (thousand tonnes) | 92.0 | 101.6 | -9.4% | 99.4 | -7.4% | 357.4 | 373.0 | -4.2% |
| Market Share of Cookies and Crackers (volume)* | 32.8% | 32.5% | 0.3 p.p | 29.9% | 2.9 p.p | 32.0% | 32.0% | 0 p.p |
| Market Share of Pasta (volume)* | 31.1% | 30.0% | 1.1 p.p | 30.1% | 1 p.p | 31.0% | 30.5% | 0.5 p.p |
| Net Income (R\$ million) | 15.5 | 151.1 | -89.7% | 195.0 | -92.1% | 481.8 | 505.0 | -4.6% |
| EBITDA (R\$ million) | 121.3 | 182.7 | -33.6% | 333.1 | -63.6% | 900.4 | 683.9 | 31.7% |
| EBITDA Margin | 4.4% | 8.4% | -4 p.p | 11.2% | -6.8 p.p | 8.9% | 8.8% | 0.1 p.p |
| Net Cash (Debt) (R\$ million) | -1,580.4 | -140.4 | n/a | -1,659.9 | -4.8% | -1,580.4 | -140.4 | n/a |
| Net Cash (Debt) / EBITDA (last 12 months) | -1.8 | -0.2 | n/a | -1.7 | 5.9% | -1.8 | -0.2 | n/a |
| Capex (R\$ million) | 93.9 | 72.7 | 29.2% | 71.3 | 31.7% | 280.2 | 208.1 | 34.6% |
| Net Cash generated from operating activities | 302.5 | 153.2 | 97.5% | -153.7 | n/a | 106.6 | 924.8 | -88.5% |

* The values presented in 4Q22 and 4Q21 are from the period of Nov/Dec 2022 and 2021.

The values presented in 3Q22 are from the period of Jul/Aug 2022.

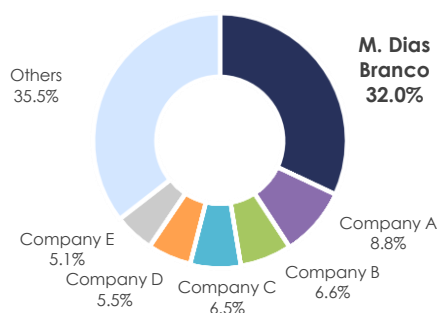
Note: The values presented were updated by Nielsen.

MARKET AND OPERATIONAL HIGHLIGHTS

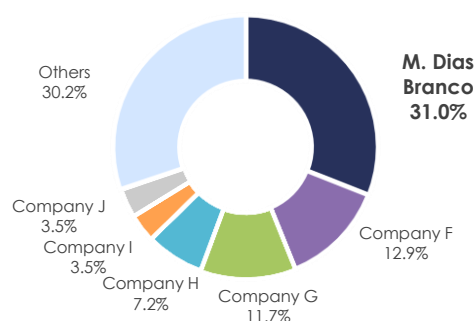
MARKET SHARE

The charts below show the Brazilian market share (in % of sales volume) of M. Dias Branco, the national leader in the cookies & crackers and pasta markets, and its main competitors (from January to December 2022).

Market Share Cookies and Crackers* - Brazil
(% of volume sold)



Market Share Pasta* - Brazil
(% of volume sold)



*Source: Nielsen – Retail Index. Total Brazil. INA+C&C. Cookies and Crackers / Pasta.

SALES CHANNELS

Revenue recorded growth in all channels in 2022 vs. 2021. It is worth highlighting the higher share of Key Account/Regional Chains, for the year and quarter, a strategic channel for building and strengthening brands, and Distributors, focused on increasing the distribution capillarity in the Attack region (South, Southeast, and Mid-West).

| Client Mix | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|--------------------------------|---------------|---------------|-----------|---------------|-----------|---------------|---------------|-----------|
| Key Accounts / Regional Chains | 23.2% | 21.4% | 1.8 p.p | 22.5% | 0.7 p.p | 22.5% | 20.9% | 1.6 p.p |
| Cash and Carry | 22.3% | 22.9% | -0.6 p.p | 24.3% | -2 p.p | 22.9% | 22.2% | 0.7 p.p |
| Wholesale | 18.0% | 18.5% | -0.5 p.p | 18.2% | -0.2 p.p | 18.2% | 18.7% | -0.5 p.p |
| Small Retail | 18.7% | 20.1% | -1.4 p.p | 17.9% | 0.8 p.p | 19.1% | 21.4% | -2.3 p.p |
| Distributors | 11.8% | 10.9% | 0.9 p.p | 11.4% | 0.4 p.p | 11.3% | 9.7% | 1.6 p.p |
| Industry | 2.9% | 3.0% | -0.1 p.p | 2.8% | 0.1 p.p | 3.0% | 3.6% | -0.6 p.p |
| Other | 3.1% | 3.2% | -0.1 p.p | 2.9% | 0.2 p.p | 3.0% | 3.5% | -0.5 p.p |
| TOTAL | 100.0% | 100.0% | | 100.0% | | 100.0% | 100.0% | |

Note: Client mix, considering gross revenue excluding discounts and returns. It should be noted that there was a review of the classification of customers by the Company's sales channels, with a restatement of the amounts referring to 4Q21 and 2021.

| Major Clients | | Sales 4Q22 (R\$ million)* | Gross revenue excluding discounts and returns (%) | | Sales 2022 (R\$ million)* | Gross revenue excluding discounts and returns (%) | |
|----------------|-------------|------------------------------|---|-------------|------------------------------|---|-------------|
| Sequence | Accumulated | | Individual | Accumulated | | Individual | Accumulated |
| Major Client | 1 | 274.8 | 8.4% | 8.4% | 1,051.6 | 8.8% | 8.8% |
| 49 Subsequent | 50 | 994.4 | 30.3% | 38.7% | 3,676.4 | 30.9% | 39.7% |
| 50 Subsequent | 100 | 281.2 | 8.6% | 47.3% | 967.8 | 8.1% | 47.8% |
| 900 Subsequent | 1,000 | 1,055.4 | 32.2% | 79.5% | 3,730.2 | 31.4% | 79.2% |
| Other Clients | All clients | 674.0 | 20.5% | 100.0% | 2,466.7 | 20.8% | 100.0% |
| TOTAL | | 3,279.8 | | | 11,892.7 | | |

*Gross revenue excluding discounts and returns.

PRODUCTION CAPACITY UTILIZATION RATE

We closed 2022 with 59.3% of capacity utilization rate, in line with 2021 level. In 4Q22, the capacity utilization rate decreased 2.2p.p. vs. 4Q21 and 10.6p.p. vs. 3Q22, due to the drop in produced volumes by 3.7% and 17.3%, respectively.

| Effective Production / Production Capacity* | Cookies and Crackers | | Pasta | | Wheat Flour and Bran | | Margarine and Vegetable Shortening | | Other products** | | Total | |
|--|----------------------|--------------|--------------|--------------|----------------------|--------------|------------------------------------|--------------|------------------|--------------|--------------|--------------|
| | 4Q22 | 4Q21 | 4Q22 | 4Q21 | 4Q22 | 4Q21 | 4Q22 | 4Q21 | 4Q22 | 4Q21 | 4Q22 | 4Q21 |
| Total Production | 126.2 | 137.8 | 79.2 | 91.9 | 363.0 | 363.4 | 43.1 | 45.1 | 6.6 | 3.7 | 618.1 | 641.9 |
| Total Production Capacity | 222.6 | 226.1 | 130.4 | 142.7 | 631.1 | 622.9 | 90.0 | 90.0 | 16.2 | 8.8 | 1,090.3 | 1,090.5 |
| Capacity Utilization | 56.7% | 60.9% | 60.7% | 64.4% | 57.5% | 58.3% | 47.9% | 50.1% | 40.7% | 42.0% | 56.7% | 58.9% |

*Thousand tonnes.

**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

| Effective Production / Production Capacity* | Cookies and Crackers | | Pasta | | Wheat Flour and Bran | | Margarine and Vegetable Shortening | | Other products** | | Total | |
|--|----------------------|--------------|--------------|--------------|----------------------|--------------|------------------------------------|--------------|------------------|--------------|--------------|--------------|
| | 4Q22 | 3Q22 | 4Q22 | 3Q22 | 4Q22 | 3Q22 | 4Q22 | 3Q22 | 4Q22 | 3Q22 | 4Q22 | 3Q22 |
| Total Production | 126.2 | 158.4 | 79.2 | 107.4 | 363.0 | 425.9 | 43.1 | 50.8 | 6.6 | 4.5 | 618.1 | 747.0 |
| Total Production Capacity | 222.6 | 237.9 | 130.4 | 141.1 | 631.1 | 631.1 | 90.0 | 90.0 | 16.2 | 10.3 | 1,090.3 | 1,110.4 |
| Capacity Utilization | 56.7% | 66.6% | 60.7% | 76.1% | 57.5% | 67.5% | 47.9% | 56.4% | 40.7% | 43.7% | 56.7% | 67.3% |

*Thousand tonnes.

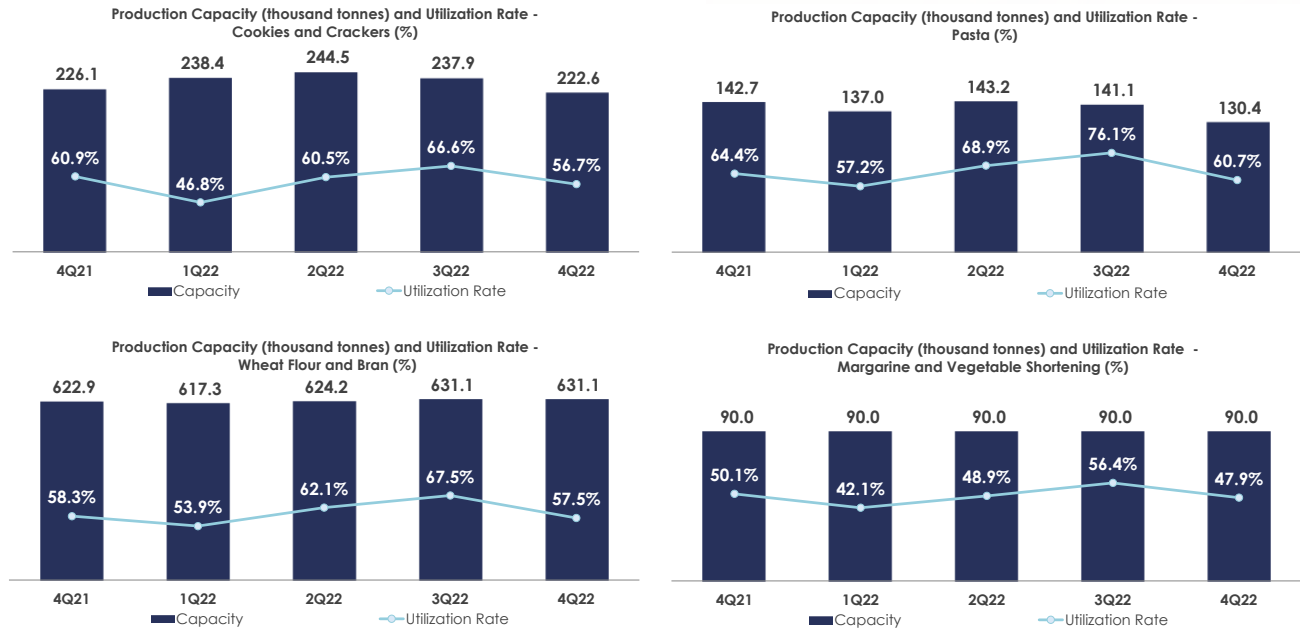
**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

| Effective Production / Production Capacity* | Cookies and Crackers | | Pasta | | Wheat Flour and Bran | | Margarine and Vegetable Shortening | | Other products** | | Total | |
|--|----------------------|--------------|--------------|--------------|----------------------|--------------|------------------------------------|--------------|------------------|--------------|--------------|--------------|
| | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 |
| Total Production | 543.9 | 531.1 | 363.7 | 380.0 | 1,509.0 | 1,493.1 | 175.8 | 176.0 | 20.1 | 16.3 | 2,612.5 | 2,596.5 |
| Total Production Capacity | 943.4 | 896.5 | 551.7 | 562.7 | 2,503.7 | 2,470.9 | 360.0 | 360.0 | 47.2 | 36.3 | 4,406.0 | 4,326.4 |
| Capacity Utilization | 57.7% | 59.2% | 65.9% | 67.5% | 60.3% | 60.4% | 48.8% | 48.9% | 42.6% | 44.9% | 59.3% | 60.0% |

*Thousand tonnes.

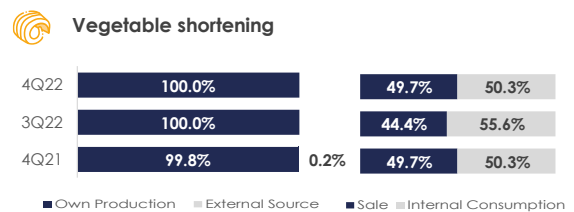
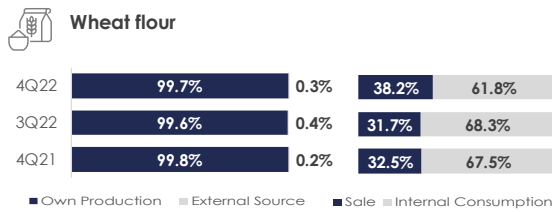
**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

Note: Total production capacity refers to the maximum yield that can be extracted from the equipment considering the losses caused by maintenance stoppages, setup time, line clean-up, restrictions on the maximum number of shifts in the plants, etc.



VERTICAL INTEGRATION

We maintained the high vertical integration level of the two main inputs. In 4Q22, 99.7% of wheat flour and 100.0% of vegetable shortening consumed were internally produced.



ECONOMIC AND FINANCIAL HIGHLIGHTS

NET REVENUE

Net Revenue grew by 29.6% YoY in 2022, due to the 28.5% rise in average price and volumes 0.9% higher. We highlight the 104.1% growth in revenue from other product, as a result of the Latinex and Jasmine acquisitions, which introduced new categories with high added value products.

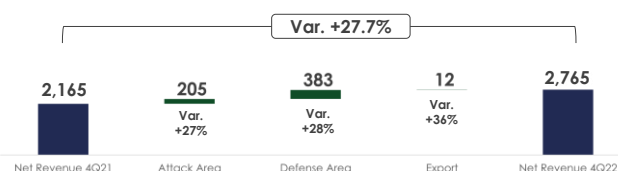
| Segment | 2022 | | | 2021 | | | Variation | | |
|------------------------------------|-----------------|----------------|---------------|----------------|----------------|---------------|--------------|-------------|---------------|
| | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price |
| Cookies and Crackers | 5,137.8 | 520.5 | 9.87 | 3,960.4 | 519.4 | 7.62 | 29.7% | 0.2% | 29.5% |
| Pasta | 2,104.1 | 357.4 | 5.89 | 1,713.5 | 373.0 | 4.59 | 22.8% | -4.2% | 28.3% |
| Wheat Flour and Bran | 1,861.5 | 737.0 | 2.53 | 1,425.6 | 708.8 | 2.01 | 30.6% | 4.0% | 25.9% |
| Margarine and Vegetable Shortening | 681.2 | 80.8 | 8.43 | 545.7 | 85.8 | 6.36 | 24.8% | -5.8% | 32.5% |
| Other products** | 344.6 | 21.8 | 15.81 | 168.8 | 15.9 | 10.62 | 104.1% | 37.1% | 48.9% |
| TOTAL | 10,129.2 | 1,717.5 | 5.90 | 7,814.0 | 1,702.9 | 4.59 | 29.6% | 0.9% | 28.5% |

*Net revenue in R\$ million, weight excluding sales returns in thousand tonnes and net average price in R\$/Kg.

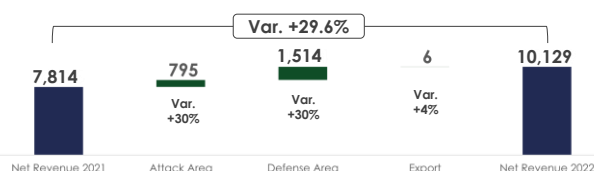
**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

Reinforcing the growth strategy, the Company recorded two-digit revenue growth in the Defense (North and Northeast) and Attack (South, Southeast, and Mid-West) regions, while exports remained at high levels.

Variation in Net Revenue by Regions 4Q22 vs. 4Q21 (R\$ million)



Variation in Net Revenue by Regions 2022 vs. 2021 (R\$ million)



We present below some of our launches and sales and marketing initiatives carried out in 2022:

Launches: we launched 85 products in 2022, expanding our higher added-value product portfolio. In 4Q22, we launched 42 products in the cookies and pasta categories, especially items with prices above the category's average, such as Piraquê's sandwich cookies *Maltado* and *Supreme* and Adria's and Isabela's *Tortinhas Crostata*.



Investments in marketing and sales: In 2022, we continued with the strategy to strengthen our brands. In 4Q22, we emphasize the campaigns "Se joga no que é gostoso", the first campaign of Fit Food, a brand that became part of our portfolio with the acquisition of Latinex, and the campaigns "Isso tem um Quê de Piraquê" and "Aceita Cookies" from Piraquê; "Tem Isabela tem História pra Contar" from Isabela, and "Abraça as Diferenças" from Vitarella.

Participation in events: in 2022 we were present at several food fairs and events. In 4Q22, we were present at *Feira Super Mix* in Pernambuco, *Encontro Baiano de Supermercados – ABASE*, and *Carrinho de Ouro Supermercadista – APES*, in addition to the PLMA (Private Label Manufacturers Association) fair, in Chicago.



In 4Q22, net revenue grew by 27.7% vs. 4Q21, as a result of the 27.4% increase in average prices, with growths in all categories. Sales volumes remained flat.

| Segment | 4Q22 | | | 4Q21 | | | Variation | | |
|------------------------------------|----------------|--------------|---------------|----------------|--------------|---------------|--------------|-------------|---------------|
| | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price |
| Cookies and Crackers | 1,341.0 | 127.6 | 10.51 | 1,114.6 | 140.3 | 7.94 | 20.3% | -9.1% | 32.4% |
| Pasta | 573.1 | 92.0 | 6.23 | 479.7 | 101.6 | 4.72 | 19.5% | -9.4% | 32.0% |
| Wheat Flour and Bran | 528.4 | 190.8 | 2.77 | 355.6 | 171.3 | 2.08 | 48.6% | 11.4% | 33.2% |
| Margarine and Vegetable Shortening | 190.0 | 22.8 | 8.33 | 162.9 | 22.4 | 7.27 | 16.6% | 1.8% | 14.6% |
| Other products** | 132.5 | 8.1 | 16.36 | 51.7 | 4.3 | 12.02 | 156.3% | 88.4% | 36.1% |
| TOTAL | 2,765.0 | 441.3 | 6.27 | 2,164.5 | 439.9 | 4.92 | 27.7% | 0.3% | 27.4% |

*Net revenue in R\$ million, weight excluding sales returns in thousand tonnes and net average price in R\$/Kg.

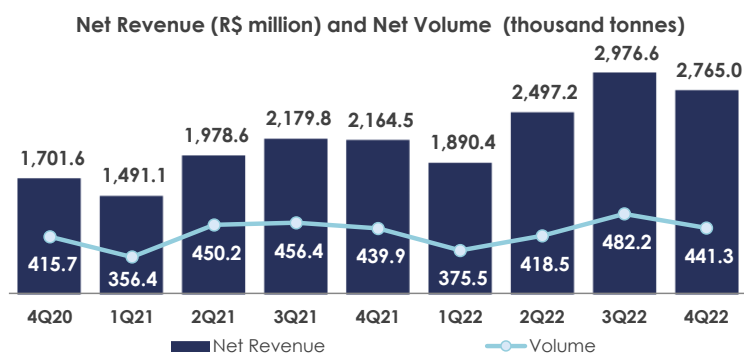
**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.

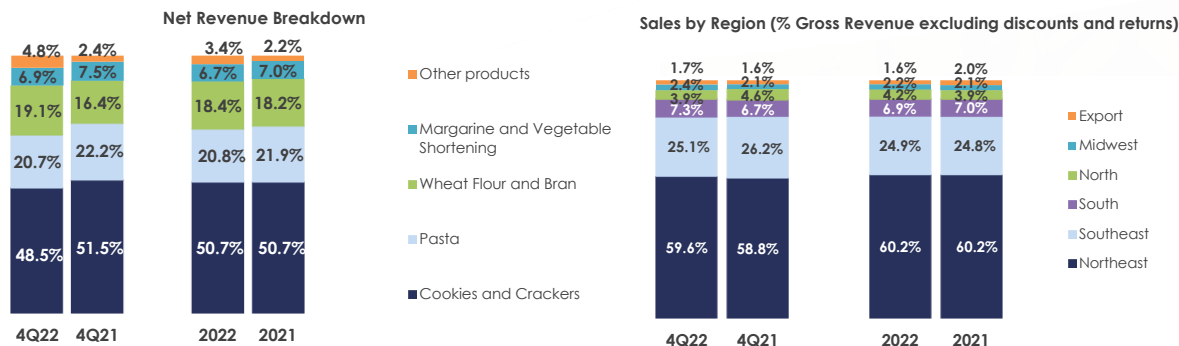
In 4Q22 vs. 3Q22, net revenue fell by 7.1%, as a result of the 8.5% decrease in sales volume. Average prices increased by 1.6%.

| Segment | 4Q22 | | | 3Q22 | | | Variation | | |
|------------------------------------|----------------|--------------|---------------|----------------|--------------|---------------|--------------|--------------|---------------|
| | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price | Net Revenue | Weight | Average Price |
| Cookies and Crackers | 1,341.0 | 127.6 | 10.51 | 1,560.7 | 153.2 | 10.19 | -14.1% | -16.7% | 3.1% |
| Pasta | 573.1 | 92.0 | 6.23 | 606.5 | 99.4 | 6.10 | -5.5% | -7.4% | 2.1% |
| Wheat Flour and Bran | 528.4 | 190.8 | 2.77 | 518.4 | 200.7 | 2.58 | 1.9% | -4.9% | 7.4% |
| Margarine and Vegetable Shortening | 190.0 | 22.8 | 8.33 | 200.2 | 23.3 | 8.59 | -5.1% | -2.1% | -3.0% |
| Other products** | 132.5 | 8.1 | 16.36 | 90.8 | 5.6 | 16.21 | 45.9% | 44.6% | 0.9% |
| TOTAL | 2,765.0 | 441.3 | 6.27 | 2,976.6 | 482.2 | 6.17 | -7.1% | -8.5% | 1.6% |

*Net revenue in R\$ million, weight excluding sales returns in thousand tonnes and net average price in R\$/Kg.

**Cakes, snacks, cake mix, packaged toast, healthy products, sauces and seasonings.





HIGHLIGHTS – COOKIES & CRACKERS | PASTA

Net revenue grew in both categories in the two commercial regions (Attack and Defense) in 2022 and in 4Q22 compared to the same periods of the previous year. The growth is due to the average price increase. In 4Q22 vs. 3Q22, the categories showed a drop in net revenue, resulted from lower sales volume due to unfavorable seasonality in the fourth quarter because of Christmas.

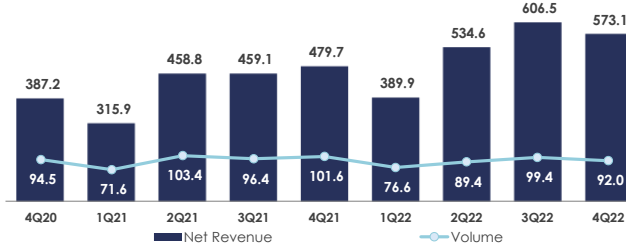
In the cookies category, the gross revenue from products/flavors launched in the last 24 months reached R\$51.4 million in 4Q22, totaling 137 launches.

The performance of Piraquê should be noted, as its net revenue from cookies & crackers grew by 40% compared to 2021, higher than the 29.7% total cookies & crackers net revenue of M. Dias Branco, due to the expansion strategy of the brand, which reached 32% of penetration in households⁵ (25% in 2021).

Cookies and Crackers - Net Revenue (R\$ million) and Net Volume (thousand tonnes)



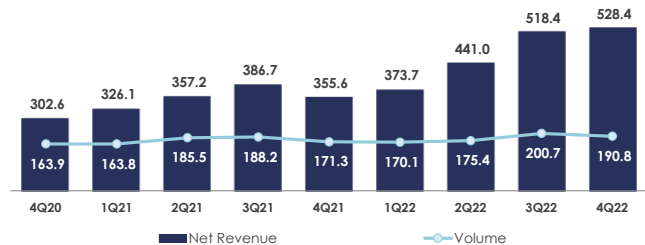
Pasta - Net Revenue (R\$ million) and Net Volume (thousand tonnes)



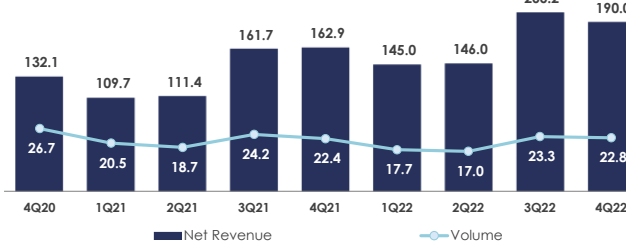
HIGHLIGHTS – WHEAT FLOUR AND BRAN | MARGARINE AND VEGETABLE SHORTENING

Revenue growth in flour and bran in 2022, with higher average prices and sales. Year-over-year and quarter-over-quarter increases in 4Q22 and 3Q22. Margarine and shortening reported revenue growth vs. 2021 and 4Q21, due to higher average prices, and fell from 3Q22, because of lower sales.

Wheat Flour and Bran - Net Revenue (R\$ million) and Net Volume (thousand tonnes)



Margarine and Vegetable Shortening - Net Revenue (R\$ million) and Net Volume (thousand tonnes)

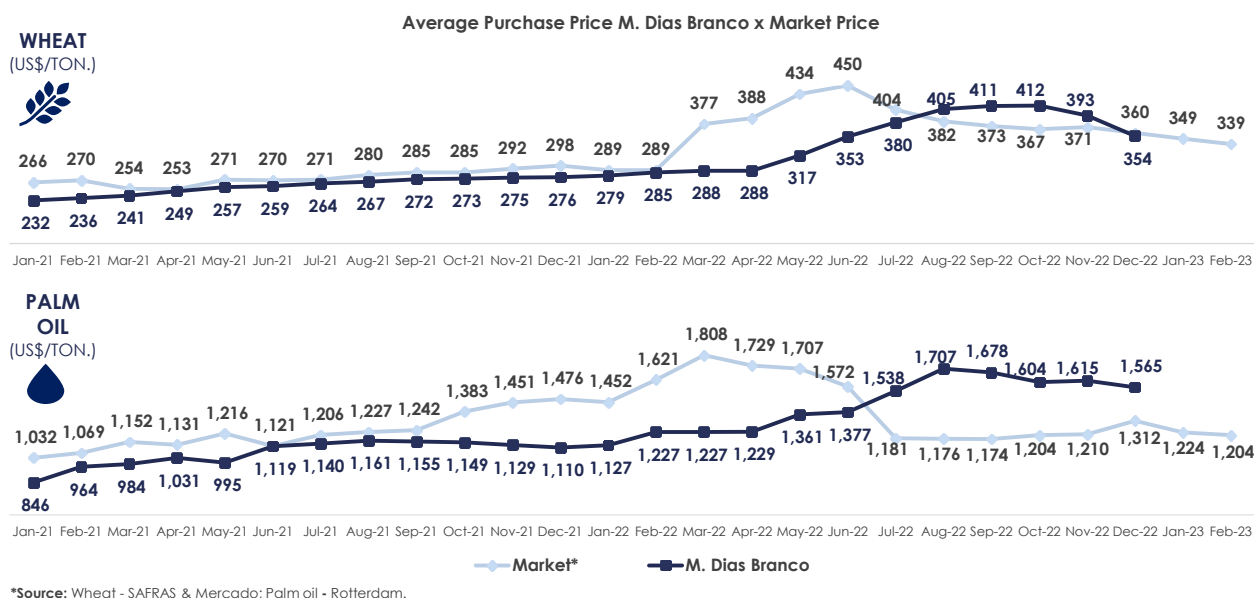


⁵ Source: Kantar, Wordpanel division, PNC | Cookies and Crackers (Piraquê brand) | Penetration 2022 and 2021 | T. Brazil

COSTS

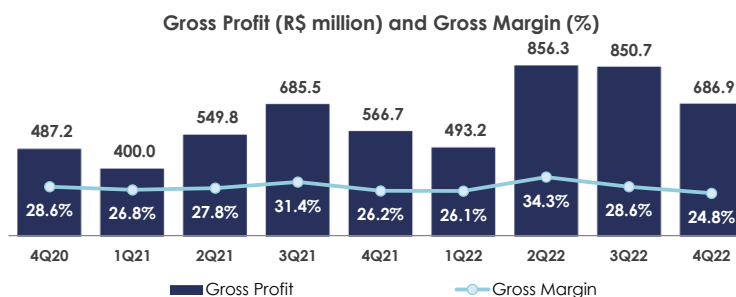
| COGS (R\$ million) | 4Q22 | % Net Rev. | 4Q21 | % Net Rev. | Variation | 3Q22 | % Net Rev. | Variation | 2022 | % Net Rev. | 2021 | % Net Rev. | Variation |
|--------------------------------------|----------------|--------------|----------------|--------------|--------------|----------------|--------------|--------------|----------------|--------------|----------------|--------------|--------------|
| Raw material | 1,614.0 | 58.4% | 1,208.7 | 55.8% | 33.5% | 1,699.6 | 57.1% | -5.0% | 5,582.1 | 55.1% | 4,171.5 | 53.4% | 33.8% |
| Wheat | 1,048.2 | 37.9% | 752.4 | 34.8% | 39.3% | 1,085.2 | 36.5% | -3.4% | 3,568.3 | 35.2% | 2,630.7 | 33.7% | 35.6% |
| Vegetable Oil | 341.6 | 12.4% | 265.5 | 12.3% | 28.7% | 373.8 | 12.6% | -8.6% | 1,196.8 | 11.8% | 899.5 | 11.5% | 33.1% |
| Sugar | 69.6 | 2.5% | 70.1 | 3.2% | -0.7% | 80.4 | 2.7% | -13.4% | 278.2 | 2.7% | 225.2 | 2.9% | 23.5% |
| Third Party Flour | 2.2 | 0.1% | 2.0 | 0.1% | 10.0% | 2.5 | 0.1% | -12.0% | 8.0 | 0.1% | 7.5 | 0.1% | 6.7% |
| Third Party Vegetable Shortening | 0.0 | 0.0% | 0.4 | 0.0% | -100.0% | 0.1 | 0.0% | -100.0% | 0.2 | 0.0% | 1.7 | 0.0% | -88.2% |
| Other | 152.4 | 5.5% | 118.3 | 5.5% | 28.8% | 157.6 | 5.3% | -3.3% | 530.6 | 5.2% | 406.9 | 5.2% | 30.4% |
| Packages | 174.1 | 6.3% | 154.0 | 7.1% | 13.1% | 188.5 | 6.3% | -7.6% | 649.7 | 6.4% | 530.5 | 6.8% | 22.5% |
| Labor | 201.0 | 7.3% | 167.9 | 7.8% | 19.7% | 189.1 | 6.4% | 6.3% | 723.7 | 7.1% | 646.0 | 8.3% | 12.0% |
| Indirect costs | 163.4 | 5.9% | 141.7 | 6.5% | 15.3% | 173.6 | 5.8% | -5.9% | 617.7 | 6.1% | 514.0 | 6.6% | 20.2% |
| Depreciation and amortization | 48.5 | 1.8% | 48.8 | 2.3% | -0.6% | 46.4 | 1.6% | 4.5% | 183.6 | 1.8% | 184.5 | 2.4% | -0.5% |
| Other | 22.9 | 0.8% | 1.5 | 0.0% | n/a | 17.4 | 0.6% | 31.6% | 59.8 | 0.6% | 1.5 | 0.0% | n/a |
| Total | 2,223.9 | 80.4% | 1,722.6 | 79.6% | 29.1% | 2,314.6 | 77.8% | -3.9% | 7,816.6 | 77.2% | 6,048.0 | 77.4% | 29.2% |

In 2022, the COGS grew 29.2% in absolute terms, accounting for 77.2% of net revenue (77.4% in 2021). In 4Q22, costs accounted for 80.4% of net revenue, up by 0.8p.p. and 2.6p.p. from 4Q21 and 3Q22, respectively, due to higher costs of wheat and palm oil because of the conflict between Russia and Ukraine, which impacted our results especially in 4Q22.



GROSS PROFIT

In 2022, gross profit in nominal terms grew by 31.1% vs. 2021, and the gross margin increased by 0.3 p.p., from 28.2% in 2021 to 28.5% in 2022. The increase reflects the rise in prices to offset the higher cost of raw materials. As a consequence of the significant increase in costs in 4Q22, we notice the drop in margins in 4Q22 vs. 4Q21 and 3Q22, of 1.4p.p. and 3.8p.p., respectively.



Gross profit includes subsidies for state investments, which totaled R\$574.5 million in 2022 (R\$436.0 million in 2021), which are recorded in the income statement according to accounting pronouncement CPC 07 – Government Subsidies. In 4Q22, it totaled R\$145.8 million (R\$124.8 million in 4Q21).

OPERATING EXPENSES

To provide a better understanding of the changes in operating expenses, we report depreciation and amortization expenses and tax expenses separately, as shown below:

| Operating Expenses (R\$ million) | 4Q22 | % Net Rev. | 4Q21 | % Net Rev. | Variation | 3Q22 | % Net Rev. | Variation | 2022 | % Net Rev. | 2021 | % Net Rev. | Variation |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|----------------|--------------|----------------|--------------|--------------|
| Selling* | 497.4 | 18.0% | 362.9 | 16.8% | 37.1% | 471.9 | 15.9% | 5.4% | 1,749.9 | 17.3% | 1,400.9 | 17.9% | 24.9% |
| Administrative | 86.0 | 3.1% | 59.4 | 2.7% | 44.8% | 73.6 | 2.5% | 16.8% | 287.7 | 2.8% | 242.8 | 3.1% | 18.5% |
| Donations | 5.8 | 0.2% | 4.0 | 0.2% | 45.0% | 3.8 | 0.1% | 52.6% | 19.8 | 0.2% | 27.1 | 0.3% | -26.9% |
| Taxes | 10.1 | 0.4% | 4.8 | 0.2% | n/a | 8.5 | 0.3% | 18.8% | 32.8 | 0.3% | 30.8 | 0.4% | 6.5% |
| Depreciation and amortization | 35.2 | 1.3% | 27.4 | 1.3% | 28.5% | 34.9 | 1.2% | 0.9% | 133.6 | 1.3% | 102.4 | 1.3% | 30.5% |
| Other operating expenses/(revenue) | 18.1 | 0.7% | -6.6 | -0.3% | n/a | 4.9 | 0.2% | n/a | 80.4 | 0.8% | -10.3 | -0.1% | n/a |
| TOTAL | 652.6 | 23.6% | 451.9 | 20.9% | 44.4% | 597.6 | 20.1% | 9.2% | 2,304.2 | 22.7% | 1,793.7 | 23.0% | 28.5% |

*Salaries and benefits, freight and other expenses with marketing, sales force and logistics.

Operating expenses are controlled, reflecting the productivity and efficiency gains achieved in the last years. Operating expenses as a percentage of net revenue came to 22.7% in 2022, down by 0.3 p.p. from 2021. Selling and administrative expenses (SG&A) also dropped, from 21.0% in 2021 to 20.1% in 2022.

The nominal growth of 28.5% in 2022 vs. 2021, reflects the higher inflation, especially in fuels, increased investments in marketing, and primarization, as well as the inclusion of the operating expenses of the companies acquired and non-recurring expenses. The result in other revenues/expenses was mainly impacted by fell in revenue with extemporaneous credits, of R\$25.2 million, 66% lower than in 2021.

In 4Q22, the share of expenses over net revenue grew by 2.7p.p. and 3.5p.p., respectively, year-over-year and quarter-over-quarter, due to the factors mentioned above.

FINANCIAL RESULT

| Financial Result (R\$ million) | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|--------------------------------|---------------|--------------|---------------|--------------|--------------|---------------|--------------|----------------|
| Financial Revenue | 63.9 | 71.4 | -10.5% | 64.0 | -0.2% | 332.0 | 280.2 | 18.5% |
| Financial Expenses | -165.6 | -89.6 | 84.8% | -133.5 | 24.0% | -563.5 | -300.0 | 87.8% |
| TOTAL | -101.7 | -18.2 | 458.8% | -69.5 | 46.3% | -231.5 | -19.8 | 1069.2% |

In 2022, we reported a negative result of R\$231.5 million (R\$19.8 million in 2021), mainly due to higher indebtedness, which moved up from R\$1.8 billion to R\$2.2 billion, lower cash equivalents, which fell from R\$1.6 billion to R\$0.6 billion in 2022, and the rise in the CDI, which moved up from 4.4% in 2021 to 12.4% in 2022, influencing the higher cost of debt and the cost of contracting NDFs for hedge operations.

Similarly to the result recorded in 2022, the decrease in cash equivalents, higher indebtedness, and rise in the CDI contributed to the negative result recorded in 4Q22, of R\$101.7 million.

TAXES ON INCOME

We closed 2022 with income tax and social contribution reversal of R\$130.1 million, compared to the reversion of R\$127.8 million reported in 2021, with 6.8% decrease in the income before taxes and growth in the state tax incentives by 31.8%.

| Income and Social Contribution Taxes (R\$ million) | 4Q22 | 4Q21 | Variation | 2022 | 2021 | Variation |
|--|--------------|--------------|--------------|---------------|---------------|-------------|
| Income and Social Contribution Taxes | -79.6 | -62.8 | 27.0% | -130.6 | -125.8 | 3.8% |
| Income Tax Incentive | 0.0 | 0.0 | n/a | 0.5 | -2.0 | n/a |
| TOTAL | -79.6 | -62.8 | 26.8% | -130.1 | -127.8 | 1.8% |

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\$230.5 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\$123.2 million). However, we expect to fully use the transaction goodwill, in the amount of R\$361.6 million.

In 4Q22, the Company recorded R\$3.9 million in tax benefit from amortization. This amount was R\$15.6 million in 2022.

EBITDA AND NET INCOME

We closed 2022 with EBITDA of R\$900.4 million (increase by 31.7% vs. 2021), EBITDA margin of 8.9% (8.8% in 2021) and net income of R\$481.8 million (-4.6% vs. 2021). In 4Q22, EBITDA totaled R\$121.3 million and net income R\$15.5 million.

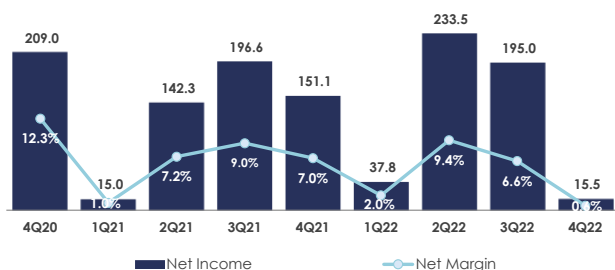
EBITDA – NET INCOME

| EBITDA CONCILIATION (R\$ million) | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|--|--------------|--------------|---------------|--------------|-----------------|--------------|--------------|----------------|
| Net Profit | 15.5 | 151.1 | -89.7% | 195.0 | -92.1% | 481.8 | 505.0 | -4.6% |
| Income Tax and Social Contribution | -79.6 | -62.8 | 26.8% | -12.7 | n/a | -130.6 | -125.8 | 3.8% |
| Income Tax Incentive | 0.0 | 0.0 | n/a | 0.0 | n/a | 0.5 | -2.0 | n/a |
| Financial Revenue | -63.9 | -71.4 | -10.5% | -64.0 | -0.2% | -332.0 | -280.2 | 18.5% |
| Financial Expenses | 165.6 | 89.6 | 84.8% | 133.5 | 24.0% | 563.5 | 300.0 | 87.8% |
| Depreciation and Amortization of cost of goods | 48.5 | 48.8 | -0.6% | 46.4 | 4.5% | 183.6 | 184.5 | -0.5% |
| Depreciation and Amortization of expenses | 35.2 | 27.4 | 28.5% | 34.9 | 0.9% | 133.6 | 102.4 | 30.5% |
| EBITDA | 121.3 | 182.7 | -33.6% | 333.1 | -63.6% | 900.4 | 683.9 | 31.7% |
| EBITDA Margin | 4.4% | 8.4% | -4 p.p | 11.2% | -6.8 p.p | 8.9% | 8.8% | 0.1 p.p |

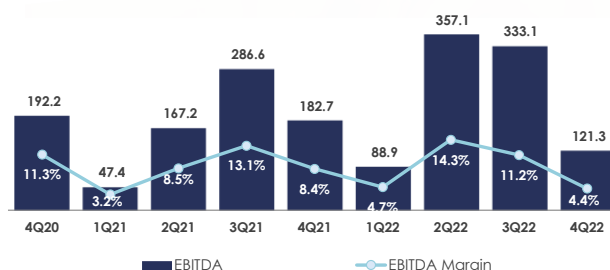
EBITDA – NET REVENUE

| EBITDA CONCILIATION (R\$ million) | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|--|----------------|----------------|---------------|----------------|-----------------|-----------------|----------------|----------------|
| Net Revenue | 2,765.0 | 2,164.5 | 27.7% | 2,976.6 | -7.1% | 10,129.2 | 7,814.0 | 29.6% |
| Cost of goods sold | -2,223.9 | -1,722.6 | 29.1% | -2,314.6 | -3.9% | -7,816.6 | -6,048.0 | 29.2% |
| Depreciation and Amortization of cost of goods | 48.5 | 48.8 | -0.6% | 46.4 | 4.5% | 183.6 | 184.5 | -0.5% |
| Tax Incentive (ICMS) | 145.8 | 124.8 | 16.8% | 188.7 | -22.7% | 574.5 | 436.0 | 31.8% |
| Operating Expenses | -652.6 | -451.9 | 44.4% | -597.6 | 9.2% | -2,304.2 | -1,793.7 | 28.5% |
| Equity in net income of subsidiaries | 3.3 | -8.3 | n/a | -1.3 | n/a | 0.3 | -11.3 | n/a |
| Depreciation and Amortization of expenses | 35.2 | 27.4 | 28.5% | 34.9 | 0.9% | 133.6 | 102.4 | 30.5% |
| EBITDA | 121.3 | 182.7 | -33.6% | 333.1 | -63.6% | 900.4 | 683.9 | 31.7% |
| EBITDA Margin | 4.4% | 8.4% | -4 p.p | 11.2% | -6.8 p.p | 8.9% | 8.8% | 0.1 p.p |

Net Profit (R\$ million) and Net Margin (%)



EBITDA (R\$ million) and EBITDA Margin (%)



DEBT, CAPITALIZATION AND CASH

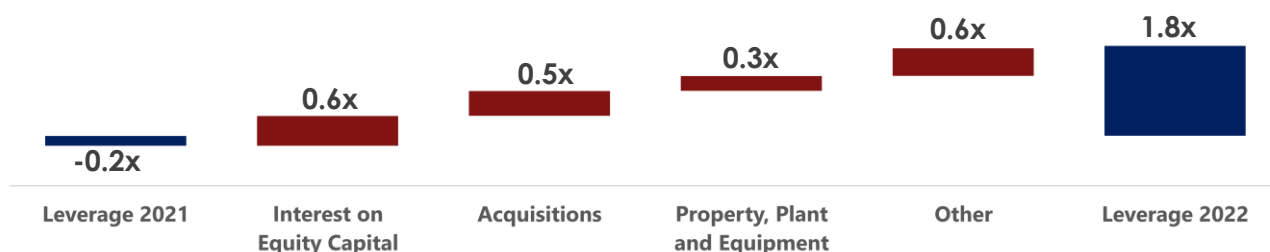
The Company closed the period with a cash position of R\$0.6 billion (R\$1.6 billion in 4Q21) and gross debt of R\$2.2 billion (R\$1.8 billion in 4Q21), resulting in a leverage (net debt/LTM EBITDA) of 1.8x (0.2x in 4Q21).

| Capitalization (R\$ million) | 12/31/2022 | 12/31/2021 | Variation |
|--|-----------------|-----------------|--------------|
| Cash | 648.0 | 1,555.9 | -58.4% |
| Linked deposits | 69.6 | 0.0 | n/a |
| Financial Investments Short Term | 16.6 | 16.6 | 0.0% |
| Financial Investments Long Term | 1.5 | 2.1 | -28.6% |
| Total Indebtedness | -2,226.5 | -1,767.5 | 26.0% |
| (-) Short Term | -561.9 | -116.0 | n/a |
| (-) Long Term | -1,664.6 | -1,651.5 | 0.8% |
| (-) Derivatives Financial Instruments | -89.6 | 52.5 | n/a |
| (=) Net Cash (Net Debt) | -1,580.4 | -140.4 | n/a |
| Shareholder's Equity | 6,708.7 | 7,032.4 | -4.6% |
| Capitalization | 8,935.2 | 8,799.9 | 1.5% |

| | 12/31/2022 | 12/31/2021 | Variation |
|---|------------|------------|-----------|
| Cash (Debt) Net / EBITDA (last 12 months) | -1.8 | -0.2 | n/a |
| Cash (Debt) Net / Shareholder's Equity | -23.6% | -2.0% | -21.6 p.p |
| Indebtedness / Total Assets | 19.5% | 16.6% | 2.9 p.p |

In 2022, the increase in leverage was mainly due to the Extraordinary Interest on Equity Capital of R\$ 560.9 million (net), the acquisitions of Latinex, Jasmine and Las Acacias totaling R\$ 629.1 million and investments in Capex of R\$279.7 million, as shown below.

Leverage Net (Cash) Debt / EBITDA (last 12 months)



At the end of 2022, 74.8% of the debt was in the long term, and we maintained the Rating AAA Stable Outlook, reaffirmed by Fitch for the 5th consecutive year.

| Consolidated Debt (R\$ million) | Index | Interest (year) | 12/31/2022 | % Debt | 12/31/2021 | % Debt | Variation |
|--|-----------|---------------------------|----------------|---------------|----------------|---------------|--------------|
| Domestic Currency: | | | 1,470.4 | 66.0% | 1,204.0 | 68.1% | 22.1% |
| BNDES - FINAME | TJLP | 2.17% | 6.2 | 0.3% | 10.2 | 0.6% | -39.2% |
| BNDES - PSI | R\$ | 3.28% (3.03% on 12/31/21) | 13.3 | 0.6% | 43.2 | 2.4% | -69.2% |
| BNDES - FINEM | IPCA | 8.57% (8.57% on 12/31/21) | 20.8 | 0.9% | 29.6 | 1.7% | -29.7% |
| BNDES - PROGEREN | IPCA | 6.28% | 0.0 | 0.0% | 22.2 | 1.3% | -100.0% |
| (PROVIN) Financing of state taxes | 100% TJLP | - | 20.5 | 0.9% | 13.5 | 0.8% | 51.9% |
| (FUNDOPEM) Financing of state taxes | IPCA/IBGE | - | 6.2 | 0.3% | 3.5 | 0.2% | 77.1% |
| Working Capital | 100% CDI | 0.76% | 104.6 | 4.7% | 0.0 | 0.0% | n/a |
| Working Capital | 187% CDI | - | 0.0 | 0.0% | 5.1 | 0.3% | -100.0% |
| Working Capital | IPCA | 6.93% | 123.6 | 5.6% | - | 0.0% | n/a |
| Working Capital | R\$ | 10.07% | 0.0 | 0.0% | 7.9 | 0.4% | -100.0% |
| Investment of assignment of Pilar's shares | 100% CDI | - | 4.7 | 0.2% | 4.6 | 0.3% | 2.2% |
| Investment of assignment of Estrela's shares | 100% CDI | - | 11.9 | 0.5% | 11.1 | 0.6% | 7.2% |
| Investment of assignment of Moinho Santa Lúcia's shares | 100% CDI | - | 0.7 | 0.0% | 0.7 | 0.0% | 0.0% |
| Investment of assignment of Piraquê's shares | 100% CDI | - | 170.1 | 7.6% | 146.3 | 8.3% | 16.3% |
| Investment of assignment of Latinex's shares | 100% CDI | - | 90.0 | 4.0% | 94.4 | 5.3% | -4.7% |
| Investment of assignment of Jasmine's shares | 100% CDI | - | 23.6 | 1.1% | 0.0 | 0.0% | n/a |
| Investment of assignment of Las Acacias' shares | 100% CDI | - | 25.9 | 1.2% | 0.0 | 0.0% | n/a |
| Debentures | IPCA | 3.7992% and 4.1369% | 848.3 | 38.1% | 811.7 | 45.9% | 4.5% |
| Foreign Currency: | | | 756.1 | 34.0% | 563.5 | 31.9% | 34.2% |
| (FINIMP) Imports Financing and Working Capital - Law 4,131 | USD | 2.37% (1.69% on 12/31/21) | 736.2 | 33.1% | 563.5 | 31.9% | 30.6% |
| Working Capital | UYU | 12.07% | 19.9 | 0.9% | 0.0 | 0.0% | n/a |
| TOTAL | | | 2,226.5 | 100.0% | 1,767.5 | 100.0% | 26.0% |

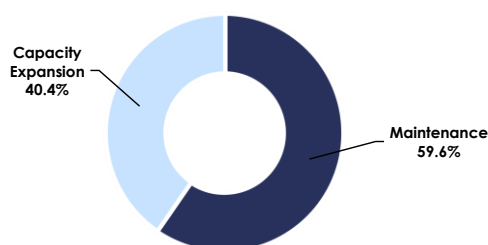
On December 31, 2022, the Company had three swap contracts to hedge working capital financing in foreign currency maturing until December 22, 2025, in which the long leg receives, on average, the dollar plus 2.66% interest rate, and the short leg pays, on average, 1.25% p.a. of the CDI rate with a notional reference value of R\$717.0 million and fair value payable of R\$50.1 million.

To hedge the debenture issues and working capital indexed to the IPCA, 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 4.3580% p.a., and the short leg pays, on average, the CDI plus 0.29% p.a. The notional reference values totaled R\$931.6 million for current contracts, and the gross fair value receivable of all derivative instruments totaled R\$11.2 million on December 31, 2022.

At the end of 2022, debentures totaled R\$848.3 million net of the unamortized balance of transaction costs totaling R\$36.3 million.

INVESTMENTS

Investments 4Q22 - R\$ 93.9 million



| Investments (R\$ million) | 4Q22 | 4Q21 | Variation | 2022 | 2021 | Variation |
|---------------------------|-------------|-------------|--------------|--------------|--------------|--------------|
| Buildings | 15.8 | 7.6 | n/a | 35.4 | 23.1 | 53.2% |
| Machinery and equipment | 46.4 | 35.9 | 29.2% | 125.1 | 95.9 | 30.4% |
| Construction in progress | 7.9 | 7.1 | 11.3% | 27.1 | 41.6 | -34.9% |
| Vehicles | 0.0 | 0.1 | -100.0% | 0.7 | 0.1 | n/a |
| IT Equipment | 1.8 | 1.3 | 38.5% | 8.5 | 6.7 | 26.9% |
| Furniture and Fixtures | 2.7 | 2.1 | 28.6% | 8.5 | 6.0 | 41.7% |
| Software Use License | 18.7 | 18.2 | 2.7% | 73.0 | 33.0 | n/a |
| Others | 0.6 | 0.4 | 50.0% | 1.9 | 1.7 | 11.8% |
| Total | 93.9 | 72.7 | 29.2% | 280.2 | 208.1 | 34.6% |

Investments totaled R\$280.2 million in 2022, 34.6% growth vs. 2021, and R\$93.9 million in 4Q22, 29.2% increase over 4Q21. We highlight investments with the deployment of the SAP system (*Simplifique* project) and adaptation of machinery to weight reduction and flow pack.

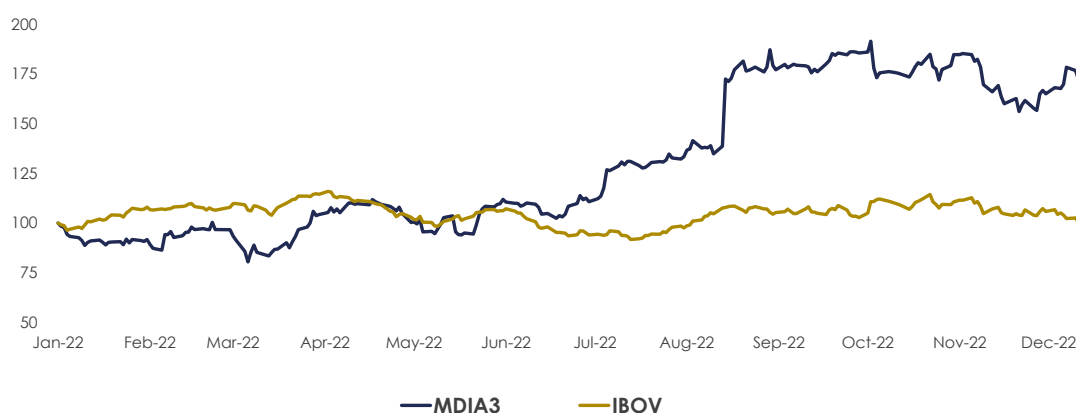
CAPITAL MARKET

The Company's shares (**MDIA3**) appreciated **52.5%** in 2022, while the main index of the Brazilian Stock Exchange (B3) **IBOV** appreciated **4.7%**.

On **December 29, 2022**, there were 66,662,942 outstanding shares, representing 19.7% of the Company's share capital, priced at **R\$35.83** each, totaling **R\$2,388.5 million**. We highlight the increase in liquidity, with the growth in average number of trades from 6,263 in 2021 to **7,616** in 2022 and the average daily trading financial volume from R\$35.8 million in 2021 to **R\$45.4 million** in 2022.

Performance MDIA3 x IBOV (YTD)
01/01/2022 – 12/29/2022

MDIA3 (12/29/2022):
Stock Price: R\$ 35.83
Volume: R\$ 33.4 million
IBOV: 109,735



MDIA B3 LISTED NM
IBRAB3 **IBRX100B3** **ICO2B3** **ICONB3** **IGCB3** **IGC-NMB3**
IGCTB3 **INDXB3** **ISEB3** **ITAGB3** **SMLLB3**

MSCI ESG RATINGS **AA**
 CCC B BB BBB A AA AAA

MAIN ADMINISTRATIVE FACTS

Approval of the Financial Statements

At the meeting held on March 17, 2023, the Board of Directors approved (i) the Financial Statements for the fiscal year ended December 31, 2022; and (ii) other matters.

Acquisition of Las Acacias

On October 31, 2022, the Company announced to the market the acquisition of Las Acacias, a company founded in Montevideo in 1952, that is among the three major pasta brands in Uruguay. The acquisition, which was the first abroad, strengthens our internationalization strategy and it was conducted by Latinex Importação e Exportação de Alimentos S.A., a subsidiary of M. Dias Branco.

Permanence in B3's ISE Index

M. Dias Branco was selected for the third consecutive year to compose the portfolio of the Corporate Sustainability Index (ISE) of B3, which seeks to create an investment environment compatible with

sustainable development demands of society, supporting investors in decision making and encouraging companies to adopt the best sustainability practices.

Permanence in ICO2 B3

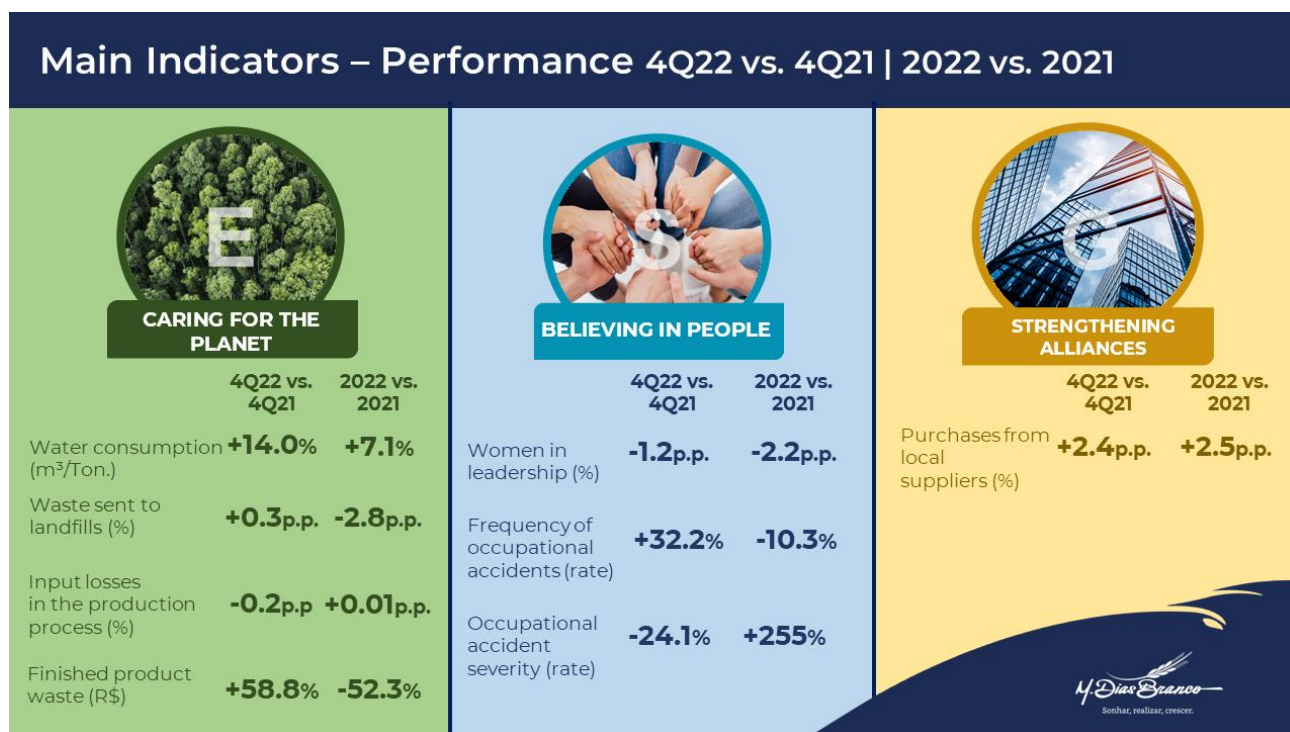
The Company was selected to compose the portfolio of the Carbon Efficient Index of B3 (ICO2 B3). The new portfolio will be valid from January to April 2023, being updated every four months, following the IBrX 100 updates. The ICO2 B3 is composed of shares of companies participating in the IBrX 100 that demonstrate their commitment to the transparency of their emissions, affirming their concern with global warming.

Approval of IoE

On February 10, 2023, the Company announced to the market the quarterly interim distributions of interest on equity – IoE for 2023 in the gross amount of R\$0.05 per share, which, net of withholding income tax of fifteen percent (15%), will correspond to R\$ 0.0425 per share, except for corporate shareholders who are exempt from said taxation. IoE shall be charged against the minimum mandatory dividend and will form part of the target percentage of sixty percent (60%) of the adjusted income to be distributed for the 2023 fiscal year.

SOCIAL AND ENVIRONMENTAL HIGHLIGHTS

Below are the **main indicator and highlights**⁶ of 4Q22 and 2022.



Water consumption: increase of 7.1% in 2022, influenced by production in the period and the higher number of employees working in person compared to the pandemic period, with the return of employees to the units under hybrid work conditions since 1Q22.

⁶ It should be noted that the indicators do not include the subsidiaries Latinex, Jasmine and Las Acacias, as they are in the integration phase.

Waste sent to landfills in all operations: we continue reducing the volume of waste sent to landfills. In 2022, 1,068.38 tons of waste were better allocated (recycling, composting, co-processing, reversal logistics, etc.). We continue with initiatives for waste allocation and selective collection at the units, increasing the recycling level to 94%.

Input loss in the production process: the level of input loss in the production process was flat in 2022, with the maintenance of process controls. We continue with initiatives to modernize equipment, train teams, and adjust process controls in all industrial units to improve the indicator.

Decrease in the waste of finished products: in 2022, we reduced product waste by 52.3% compared to 2021, due to improvements in processes, optimization of inventory, and agile donation of surplus products, benefitting several third-sector organizations throughout Brazil.

Women in leadership: the indicator considers management positions above and was impacted by changes in staff. However, we continue with structuring actions, such as the adoption of increasingly inclusive practices in selection processes, affirmative positions, and training focused on women's leadership, which will allow reaching the goal of 40% of women in leadership positions by 2030.

Frequency and severity of occupational accidents: the 10.3% reduction in the frequency of accidents in 2022 vs. 2021 was due to preventive initiatives in all units, such as awareness-raising campaigns, intensification of internal inspections, the opening of security alerts, among other actions of the Positivo Program. Regarding the severity rate, the indicator continues to be impacted by the fatality of a traffic accident involving the company's charter bus in Timon unit in 1Q22.

Purchases from local suppliers: this indicator continued to advance with the increase of raw material purchases from local suppliers, such as vegetal oil and shortening, strengthening the economy and Brazilian partners.

MAIN HIGHLIGHTS:

- ✓ For the third consecutive year, we are part of the 18th portfolio of B3's Corporate Sustainability Index (ISE), improving in all levels evaluated;
- ✓ On the climate front, our score in the CDP Climate improved from B- to B, and we were part of the portfolio of B3's Carbon Efficient Index (ICO2);
- ✓ We held the I Workshop for Suppliers with the topic Synergies and Sustainability, aiming at strengthening the practices within our supply chain;
- ✓ In 2022, more than 2,200 tons of food were donated in 17 States, benefitting more than 103 institutions and contributing to the fight against hunger in Brazil;
- ✓ We held events focused on raising the awareness of internal and external audiences on ESG topics, such as the Sustainability Meeting, Campaign on Climate Change and Carbon Management, and the Sustainability and Development Forum.



FINANCIAL STATEMENTS

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 29 of the Company's Financial Statements.

| INCOME STATEMENT (R\$ million) | 4Q22 | 4Q21 | Variation | 3Q22 | Variation | 2022 | 2021 | Variation |
|---|-----------------|-----------------|----------------|-----------------|----------------|-----------------|-----------------|--------------|
| NET REVENUES | 2,765.0 | 2,164.5 | 27.7% | 2,976.6 | -7.1% | 10,129.2 | 7,814.0 | 29.6% |
| COST OF GOODS SOLD | -2,223.9 | -1,722.6 | 29.1% | -2,314.6 | -3.9% | -7,816.6 | -6,048.0 | 29.2% |
| TAX INCENTIVES (ICMS) | 145.8 | 124.8 | 16.8% | 188.7 | -22.7% | 574.5 | 436.0 | 31.8% |
| GROSS PROFIT | 686.9 | 566.7 | 21.2% | 850.7 | -19.3% | 2,887.1 | 2,202.0 | 31.1% |
| OPERATING REVENUES (EXPENSES) | -652.6 | -451.9 | 44.4% | -597.6 | 9.2% | -2,304.2 | -1,793.7 | 28.5% |
| Sales expenses | -518.6 | -379.7 | 36.6% | -493.1 | 5.2% | -1,827.7 | -1,463.1 | 24.9% |
| Administrative and general expenses | -104.6 | -73.0 | 43.3% | -89.8 | 16.5% | -358.5 | -306.0 | 17.2% |
| Other net income (expenses) | -29.4 | 0.8 | n/a | -14.7 | 100.0% | -118.0 | -24.6 | n/a |
| OPERATING INCOME BEFORE FINANCIAL RESULTS | 34.3 | 114.8 | -70.1% | 253.1 | -86.4% | 582.9 | 408.3 | 42.8% |
| Financial income | 63.9 | 71.4 | -10.5% | 64.0 | -0.2% | 332.0 | 280.2 | 18.5% |
| Financial expenses | -165.6 | -89.6 | 84.8% | -133.5 | 24.0% | -563.5 | -300.0 | 87.8% |
| OPERATING INCOME AFTER FINANCIAL RESULTS | -67.4 | 96.6 | -169.8% | 183.6 | -136.7% | 351.4 | 388.5 | -9.5% |
| Equity in net income of subsidiaries | 3.3 | -8.3 | n/a | -1.3 | n/a | 0.3 | -11.3 | n/a |
| INCOME BEFORE INCOME TAX AND SOCIAL CONTRIBUTION | -64.1 | 88.3 | -172.6% | 182.3 | -135.2% | 351.7 | 377.2 | -6.8% |
| Income tax and social contribution | 79.6 | 62.8 | 26.8% | 12.7 | n/a | 130.1 | 127.8 | 1.8% |
| NET INCOME | 15.5 | 151.1 | -89.7% | 195.0 | -92.1% | 481.8 | 505.0 | -4.6% |

| BALANCE SHEET (R\$ million) | M. DIAS (Consolidated) | | |
|--|-------------------------------|-------------------|------------------|
| | 12/31/2022 | 12/31/2021 | Variation |
| ASSETS | | | |
| CURRENT | 4,877.0 | 4,443.1 | 9.8% |
| Cash and cash equivalents | 648.0 | 1,555.9 | -58.4% |
| Linked deposits | 69.6 | 0.0 | n/a |
| Trade accounts receivable | 1,690.9 | 1,439.0 | 17.5% |
| Inventories | 2,111.5 | 1,154.2 | 82.9% |
| Taxes recoverable | 234.6 | 127.9 | 83.4% |
| Income tax and social contribution | 28.5 | 71.2 | -60.0% |
| Financial investments | 16.6 | 16.6 | 0.0% |
| Derivatives financial instruments | 15.6 | 51.1 | -69.5% |
| Prepaid expenses | 14.3 | 7.8 | 83.3% |
| Other current assets | 47.4 | 19.4 | n/a |
| NON CURRENT | 6,562.5 | 6,214.0 | 5.6% |
| Long-term | 539.9 | 750.6 | -28.1% |
| Financial investments | 1.5 | 2.1 | -28.6% |
| Judicial deposits | 263.7 | 233.8 | 12.8% |
| Taxes recoverable | 149.6 | 440.1 | -66.0% |
| Income tax and social contribution | 41.9 | 0.0 | n/a |
| Long-term receivables | 2.9 | 0.0 | n/a |
| Derivatives financial instruments | 0.0 | 10.2 | -100.0% |
| Indemnity assets | 75.3 | 59.8 | 25.9% |
| Other non-current assets | 5.0 | 4.6 | 8.7% |
| Investments | 62.5 | 35.9 | 74.1% |
| Investments properties | 55.6 | 56.1 | -0.9% |
| Property, plant and equipment | 3,547.8 | 3,418.0 | 3.8% |
| Intangible | 2,356.7 | 1,953.4 | 20.6% |
| TOTAL ASSETS | 11,439.5 | 10,657.1 | 7.3% |
| LIABILITIES AND SHAREHOLDERS EQUITY | | | |
| CURRENT | 2,467.4 | 1,329.1 | 85.6% |
| Suppliers | 1,234.6 | 741.4 | 66.5% |
| Financing, borrowings and debentures | 561.9 | 116.0 | n/a |
| Lease | 66.6 | 52.8 | 26.1% |
| Social security and labor liabilities | 252.4 | 176.9 | 42.7% |
| Tax liabilities | 125.0 | 102.6 | 21.8% |
| Income tax and social contribution | 1.8 | 1.8 | 0.0% |
| Government grant | 25.0 | 10.8 | n/a |
| Derivatives financial instruments | 54.5 | 0.0 | n/a |
| Other current liabilities | 145.6 | 126.8 | 14.8% |
| NON CURRENT LIABILITIES | 2,263.4 | 2,295.6 | -1.4% |
| Financing, borrowings and debentures | 1664.6 | 1,651.5 | 0.8% |
| Lease | 265.3 | 193.0 | 37.5% |
| Tax liabilities | 0.5 | 0.8 | -37.5% |
| Deferred taxes | 37.4 | 195.4 | -80.9% |
| Derivatives financial instruments | 50.7 | 8.8 | n/a |
| Provisions for civil, labor and tax risks | 225.3 | 221.2 | 1.9% |
| Other non-current liabilities | 19.6 | 24.9 | -21.3% |
| SHAREHOLDERS' EQUITY | 6,708.7 | 7,032.4 | -4.6% |
| Capital | 2,597.7 | 2,597.7 | 0.0% |
| Capital reserves | 39.7 | 33.4 | 18.9% |
| Accumulated conversion adjustments | 0.2 | 0.2 | 0.0% |
| Equity valuation adjustment | -81.5 | 41.6 | n/a |
| Revenue reserves | 4,233.7 | 4,408.2 | -4.0% |
| (-) Treasury shares | -81.1 | -48.7 | 66.5% |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 11,439.5 | 10,657.1 | 7.3% |

| CASH FLOW (R\$ million) | 4Q22 | 4Q21 | Variation | 2022 | 2021 | Variation |
|---|---------------|---------------|----------------|---------------|---------------|----------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | | | |
| Net income before income tax and social contribution | -64.1 | 88.2 | -172.7% | 351.7 | 377.2 | -6.8% |
| Adjustments to reconcile net income with cash from operating activities: | | | | | | |
| Depreciation and amortization | 83.8 | 76.2 | 10.0% | 317.3 | 286.9 | 10.6% |
| Cost on sale of permanent assets | -0.1 | 0.7 | n/a | 1.3 | 1.4 | -7.1% |
| Equity in net income of subsidiaries | -3.3 | 8.3 | n/a | -0.3 | 11.3 | n/a |
| Updated financing, debentures and exchange rate variations | 18.0 | 49.4 | -63.6% | 93.8 | 171.7 | -45.4% |
| Updated financial investment in the long term | -0.1 | 0.0 | n/a | -0.3 | 0.0 | n/a |
| Tax credits and updates | -16.6 | -58.4 | -71.6% | -62.5 | -219.8 | -71.6% |
| Updated judicial deposits | -3.8 | -2.3 | 65.2% | -14.4 | -5.5 | 161.8% |
| Appropriate interest on lease | 8.1 | 5.4 | 50.0% | 27.2 | 20.3 | 34.0% |
| Provision and update for civil, labor and tax risks/others | 14.8 | 11.5 | 28.7% | 40.0 | 36.6 | 9.3% |
| Provision (reversion) for expenses/indemnity assets | -5.7 | -6.1 | -6.6% | -11.4 | -2.7 | n/a |
| Recognized shares granted | 2.9 | 2.5 | 16.0% | 11.0 | 9.6 | 14.6% |
| Provision (reversion) for losses of clients | 11.4 | 5.0 | n/a | 24.3 | -0.9 | n/a |
| Provision for income tax of loans | 0.6 | 0.4 | 50.0% | 1.8 | 3.6 | -50.0% |
| Provision (reversion) for losses in inventories | 1.5 | 2.2 | -31.8% | 16.7 | 10.0 | 67.0% |
| Losses (gains) on derivative contracts | 88.0 | 31.3 | n/a | 229.1 | -16.8 | n/a |
| Provision (reversion) for impairment of assets | 0.1 | 0.1 | 0.0% | 0.0 | 0.8 | -100.0% |
| Gain on acquisition of equity interest | 0.0 | 0.0 | n/a | -16.8 | 0.0 | n/a |
| Changes in assets and liabilities | | | | | | |
| (Increase) decrease in linked deposits | 134.0 | 0.0 | n/a | -69.6 | 0.0 | n/a |
| (Increase) in trade accounts receivable | -79.9 | -285.9 | -72.1% | -243.7 | -468.6 | -48.0% |
| (Increase) decrease in inventories | 107.4 | 51.7 | n/a | -949.5 | -24.8 | n/a |
| (Increase) decrease in financial investments | 2.0 | 0.7 | n/a | 0.0 | -0.2 | -100.0% |
| Decrease in taxes recoverable | 110.3 | 151.2 | -27.1% | 407.0 | 421.6 | -3.5% |
| (Increase) decrease in judicial deposits | 6.8 | -1.6 | n/a | 17.7 | 60.6 | -70.8% |
| (Increase) decrease in prepaid expenses | -3.8 | -0.3 | n/a | -6.3 | 2.6 | n/a |
| (Increase) decrease in indemnity assets | -0.7 | 1.0 | n/a | -0.7 | 9.1 | n/a |
| (Increase) decrease in other assets | -6.3 | 1.1 | n/a | -27.4 | 14.1 | n/a |
| Increase in suppliers | 129.3 | 62.3 | n/a | 416.6 | 339.1 | 22.9% |
| (Decrease) in taxes and contributions | -82.8 | -19.4 | n/a | -116.4 | -7.0 | n/a |
| Increase (decrease) in social and labor obligations | -0.1 | -34.0 | -99.7% | 68.1 | -0.6 | n/a |
| (Decrease) in provisions for civil, labor and tax risks | -19.5 | -15.6 | 25.0% | -69.6 | -59.3 | 17.4% |
| Increase (decrease) in government grants | 4.2 | 0.2 | n/a | 14.2 | -1.5 | n/a |
| (Decrease) in other liabilities | -15.0 | -15.5 | -3.2% | -0.2 | -36.3 | -99.4% |
| Interests paid | -15.1 | -17.1 | -11.7% | -80.2 | -84.2 | -4.8% |
| Exchange variations paid | 0.0 | 0.0 | n/a | 0.0 | -40.0 | -100.0% |
| Receipts of funds for settlement of derivative transactions | -103.8 | 60.0 | n/a | -261.9 | 116.5 | n/a |
| Net cash generated from operating activities | 302.5 | 153.2 | 97.5% | 106.6 | 924.8 | -88.5% |
| CASH FLOWS FROM INVESTMENT ACTIVITIES | | | | | | |
| Purchase of property, plant, equipment and intangible | -47.8 | -59.2 | -19.3% | -177.1 | -161.7 | 9.5% |
| Payment of debt from purchase of company | -1.0 | -5.0 | -80.0% | -7.0 | -69.9 | -90.0% |
| Acquisition of equity interest, net of cash acquired | -77.9 | -132.6 | -41.3% | -415.1 | -132.6 | n/a |
| Redemption of long-term financial investment | 2.2 | 0.0 | n/a | 2.2 | 3.3 | -33.3% |
| Advance for capital subscription | -2.6 | 0.0 | n/a | -2.6 | 0.0 | n/a |
| Net cash (used) in investment activities | -128.6 | -198.9 | -35.3% | -601.1 | -363.0 | 65.6% |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | | | |
| Dividends paid | -16.8 | -16.9 | -0.6% | -655.5 | -222.1 | n/a |
| Financing obtained | 123.1 | 4.4 | n/a | 430.1 | 821.6 | -47.7% |
| Payment of financing | -32.2 | -238.3 | -86.5% | -85.3 | -763.3 | -88.8% |
| Acquisition of treasury shares | 0.0 | 0.1 | -100.0% | -36.6 | -12.8 | 185.9% |
| Lease payments | -20.8 | -12.1 | 71.9% | -66.2 | -42.3 | 56.5% |
| Net cash used in financing activities | 53.3 | -262.8 | n/a | -413.5 | -218.9 | 88.9% |
| Effects of exchange rate fluctuations on cash and cash equivalents | 0.1 | 0.0 | n/a | 0.1 | 0.0 | n/a |
| Increase (decrease) in cash and cash equivalents | 227.3 | -308.5 | n/a | -907.9 | 342.9 | n/a |
| At the start of the period | 420.7 | 1,864.4 | -77.4% | 1,555.9 | 1,213.0 | 28.3% |
| At the end of the period | 648.0 | 1,555.9 | -58.4% | 648.0 | 1,555.9 | -58.4% |
| Increase (decrease) in cash and cash equivalents | 227.3 | -308.5 | n/a | -907.9 | 342.9 | n/a |

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.