Company Presentation
May 2018

M. Dias Branco

Food for the well-being of Society and the people's happiness.



1. Corporate Profile

2. Results

3. Corporate Governance and Capital Market



Corporate Profile



Over 65 years operating in the food sector in Brazil



National Leader in the cookies and pasta markets



Growth strategy and consistent results



Strong acquisition track record

AN ENTREPRENEURIAL HISTORY

Find out more about the evolution of M. Dias Branco over its history spanning more than 60 years:

1951
Small-scale production



1953
Scale production



1960's
Dispersed distribution model

1978
Launched the Richester brand

1980
Commissioned the Fortaleza Plant in Eusébio (CE)



1992
Early vertical integration



2000
Expanded production in the North-East region of Brazil

2002
Continued vertical integration

2003
New plant and expansion into South and Southeast markets through acquisitions

2005
Integrated production model



2006
Listing



2008
Building market leadership

2011/12
Continued acquisitions



2014
Entering new markets

2015
Continued vertical integration



2016
Restructuring of the sales model

2017
Continuous growth

MISSION

We offer high-quality, innovative, healthy, tasty and competitively priced food products for people's nourishment and enjoyment

VISION

We contribute to society's development through successful and sustainable partnerships, a global presence and diversified business, and are recognized for our respect for people and the environment, ethics, creativity, willingness to serve, simplicity and passion for everything we do



Respect

Through respect, we contribute to a more peaceful and harmonious society.
Antônio Edval Filho, Forneiro



Goodwill

Great desire brings down big obstacles when the commitment to winning is greater.
Ronaldo Brasil, Supervisor de Serviços Gerais



Ethics

We should work in an ethical way, following the right principles, and appreciating everyones qualities and limitations.
Kleilson Galvão, Supervisor de Manutenção Predial



Simplicity

Simplicity always helps us to maintain a pleasant atmosphere, working as a team and looking to get the best results.
Silvia Patricia , Assistente do Controle de Qualidade



Expedition

I always try to be a visionary professional, with flexible attitudes, and getting the job done before the agreed time
Cícera Pignatari, Líder de Produção



Creativity

This is the most important skill for a salespromoter.Being happy when people praise the work I do.
Rodolfo de Jesus, Promotor de Vendas



Endeavor

Its about true dedication, above all to the reduction of costs.I always apply myself to the work, the same way as the owner of the business does.
Sérgio Alexandre, Auxiliar Administrativo



Achievement

Its about giving your best to the work, applying all your knowledge, and beingwilling to always move forward.
Odorvalino Carneiro, Operador de Processos III



Excellence

"Its about offering safe food, doing a great job every day, and therefore managing to satisfy everyone, which is our goal.
Janileide Vasconcelos, Nutricionista



Security

I have safety as a guide for my routine. I help the employees to think more about their safety.
Débora Silva, Analista de Controle de Qualidade

A team with 16.7 Thousand employees focused on sustainable results



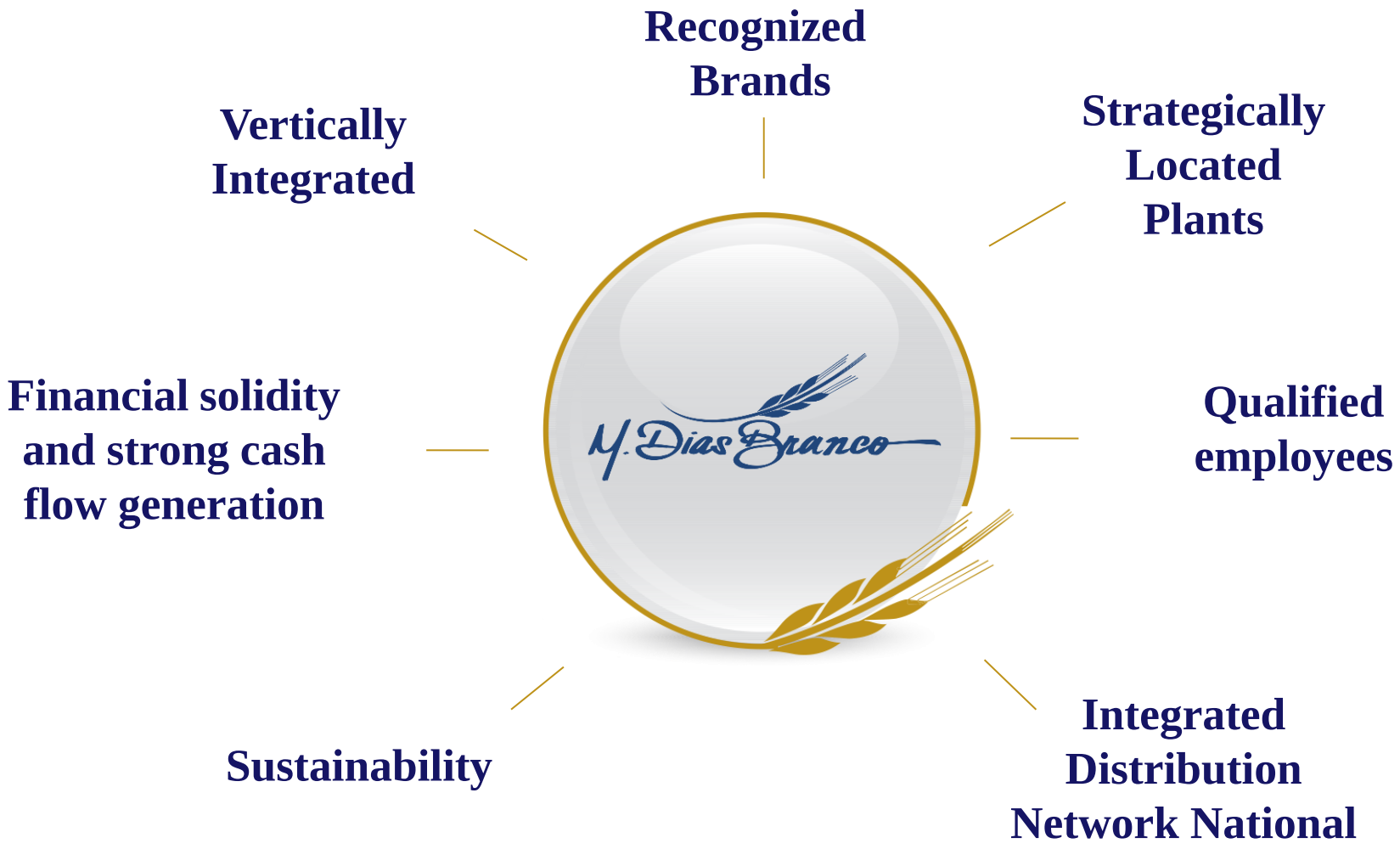
55% Production

34% Sales and logistics

11% Administrative

33% women on the Board of Directors

Competitive Advantages



A broad and diversified portfolio



	% of Sales 2017
Cookies & Crackers*	53%
Pasta	21%
Wheat Flour & Bran	17%
Margarine & Vegetable Shortening	6%
Others **	3%

*** Contain Cookies, Crakers and Chocolate covered cookies.**
**** Cakes, snacks, cake mix and packaged toast**

18 brands with regional or national approach







Brand with National approach

...and our brands are awarded and recognized on a regionl and national basis



VITARELLA *was elected in* ***2017*** *as one of the* ***"60 most valuable brands in Brazil",*** *according to the ranking published by IstoÉ Dinheiro and prepared by Kantar*

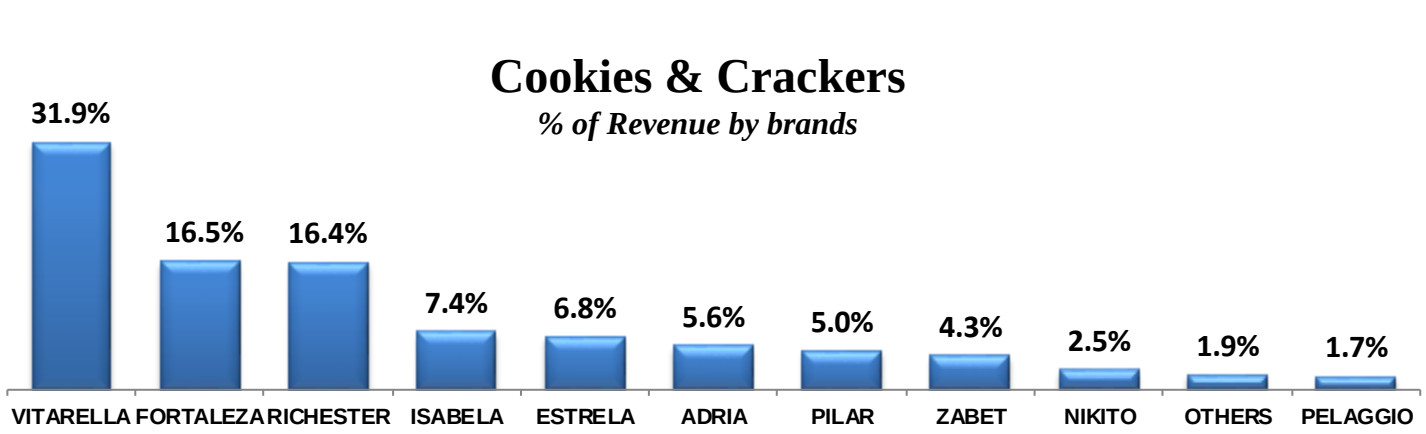


ADRIA *was elected in* ***2016*** *as one of the* ***"50 most valuable brands in Brazil",*** *according to the ranking published by IstoÉ Dinheiro and prepared by Kantar*

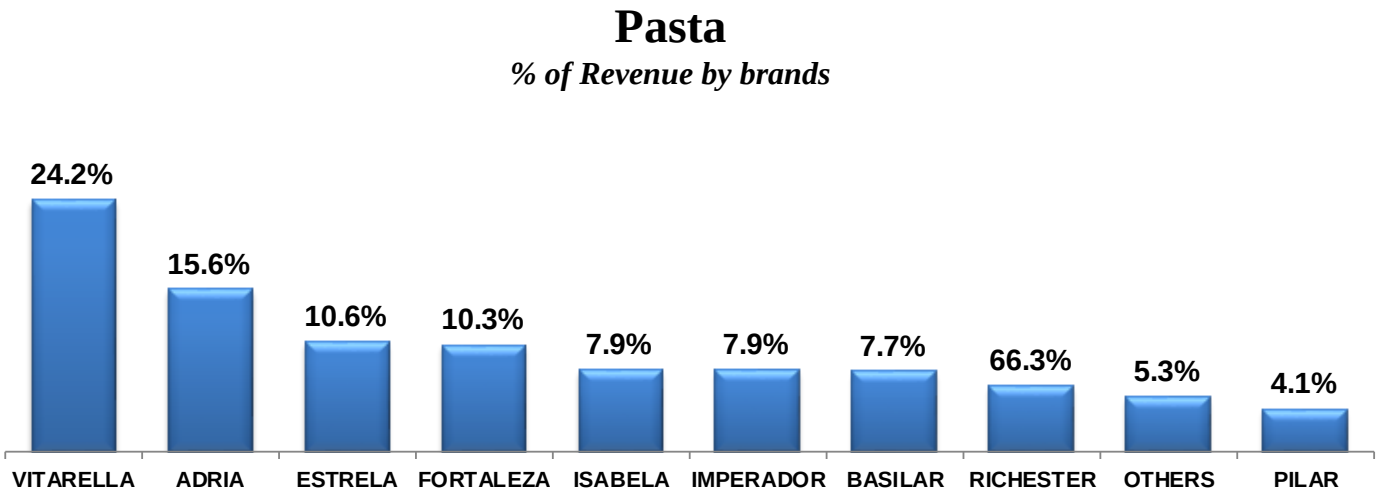


ISABELA, *a brand of pasta, biscuits and toast, was voted the* ***preferred and most remembered brand*** *in the state of Rio Grande do Sul in* ***2017****.*

Sales per product line and brand



Cookies and Crackers **53.0% of total sales**

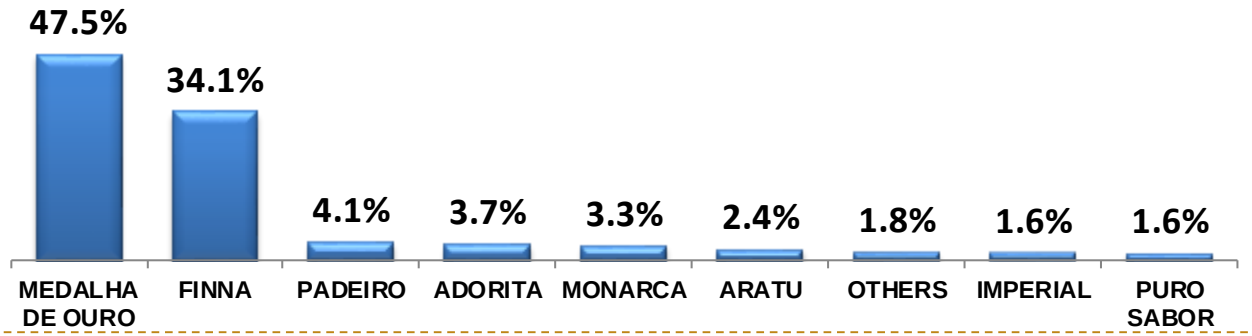


***Pasta* 21.4% of total sales**

Sales per product line and brand

Wheat Flour & Bran

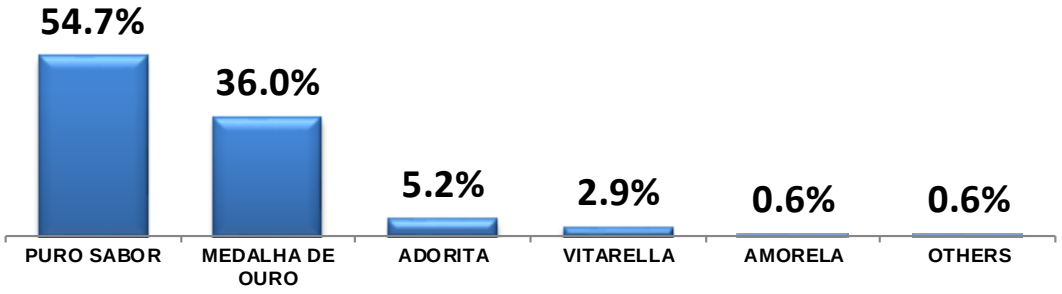
% of Revenue by brands



Wheat Flour & Bran 17.0% of total sales

Margarine & Vegetable Shortening

% of Revenue by brands



Margarine & Vegetable Shortening 6.0% of total sales

Our sales are distributed in all regions in Brazil

North

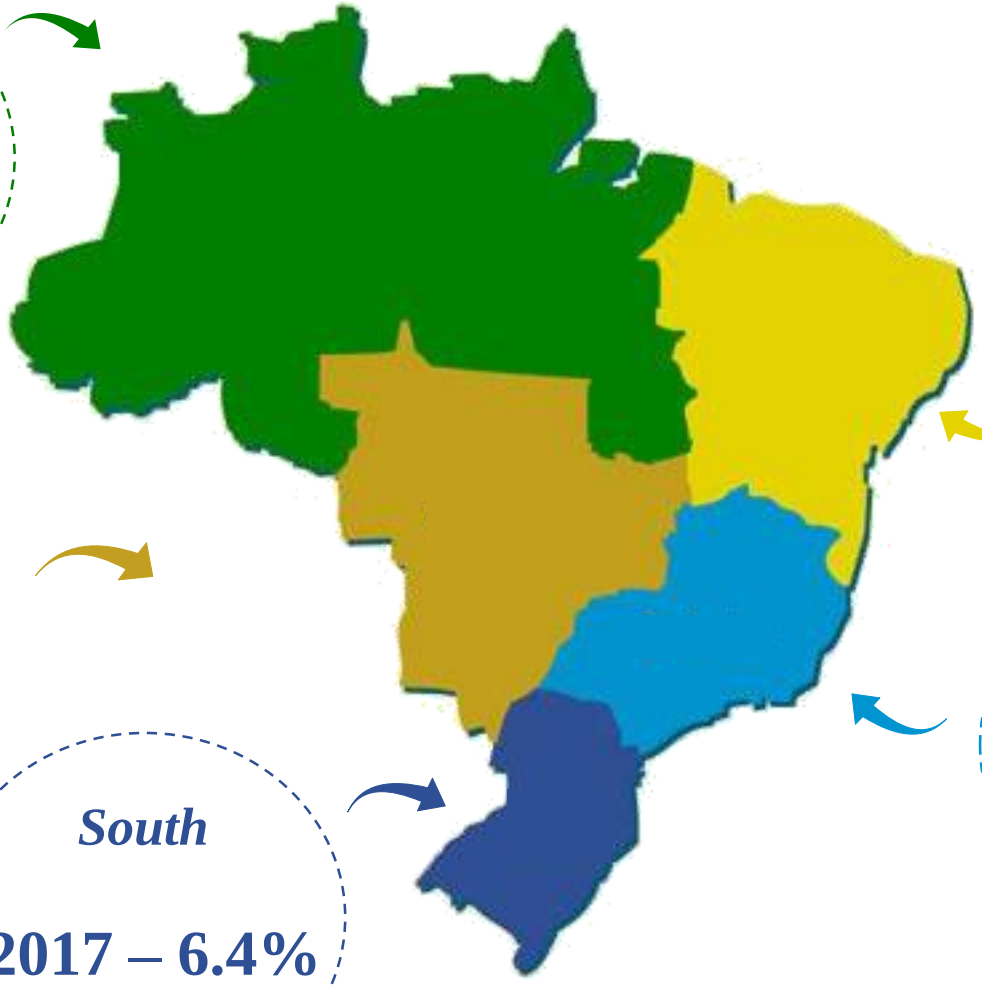
2017 – 3.9%
2016 – 4.1%

Midwest

2017 – 3.0%
2016 – 2.8%

South

2017 – 6.4%
2016 – 6.1%



Northeast

2017 – 69.8%
2016 – 71.3%

Southeast

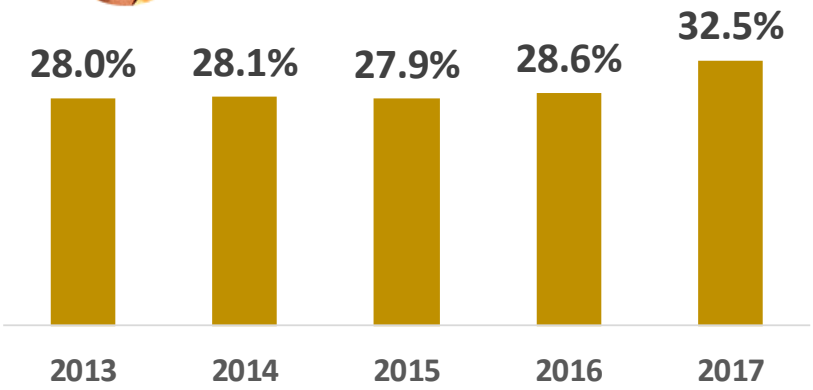
2017 – 16.4%
2016 – 15.3%

Note: *The values are Percentage of Total Revenue
*****In 2017 0.5% (0.4% in 2016) of Net Revenue corresponded to exports.***

National Market Leadership

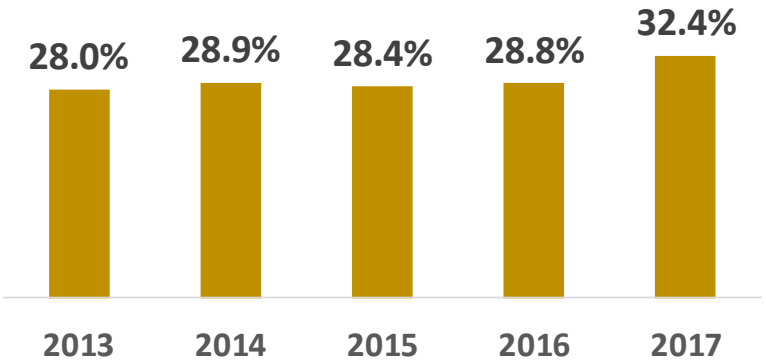


Market Share Volume Cookies & Crackers[2]

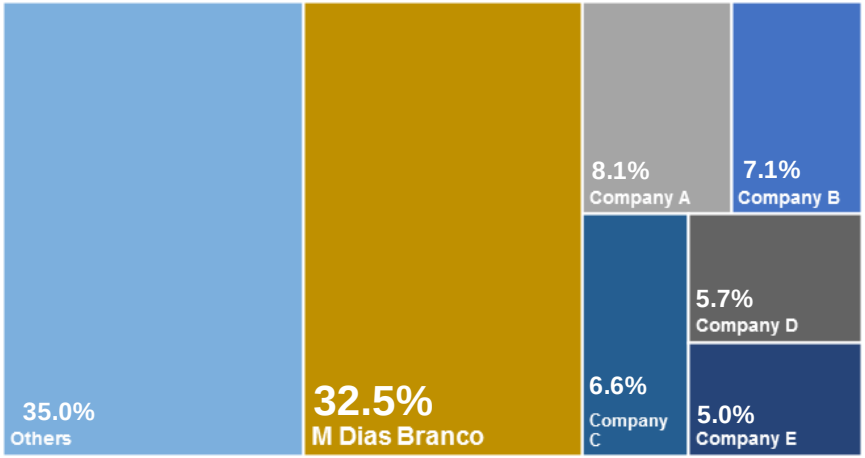




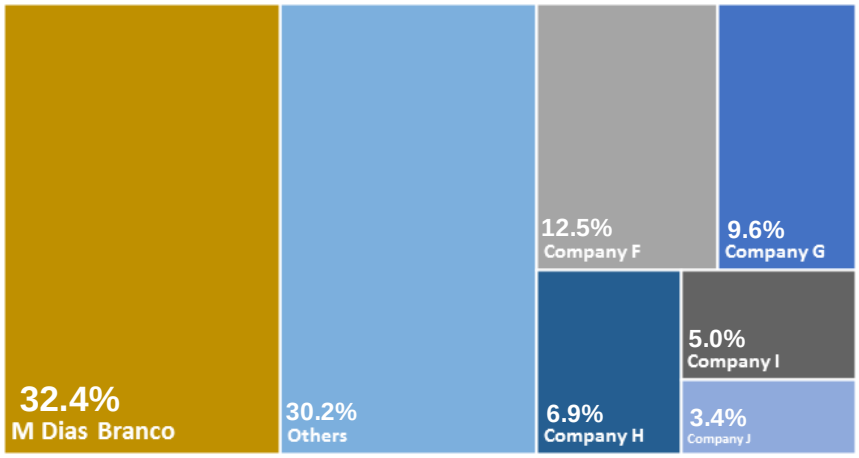
Market Share Volume Pastas[2]



[1]Leadership in Cookies & Crackers in 2017



[1]Leadership in Pasta in 2017



[1] Until 2016, AC Nielsen market share data considered retailers only and, as of 2017, they have also included cash & carry outlets.
Cash & Carry: a sales channel that offers a hybrid business model, aimed at both the retailer (merchants, grocers) and individual consumers
[2] Period: jan-dez/17

Assertive creation of new products, packaging and categories in line with consumer needs, market trends and scenarios

- Healthy with flavor
- Nutrition
- Indulgence and experience
- Convenience
- Affordable











Marketing investments to drive sales and to create strong brands

Richester Animados Zoo



Vitarella Treloso



FINNA



Salsitos



Marketing investments to drive sales and to create strong brands







We are also investing on new packages

Previous Packages







New Packages







We are also investing on new packages

Previous Packages



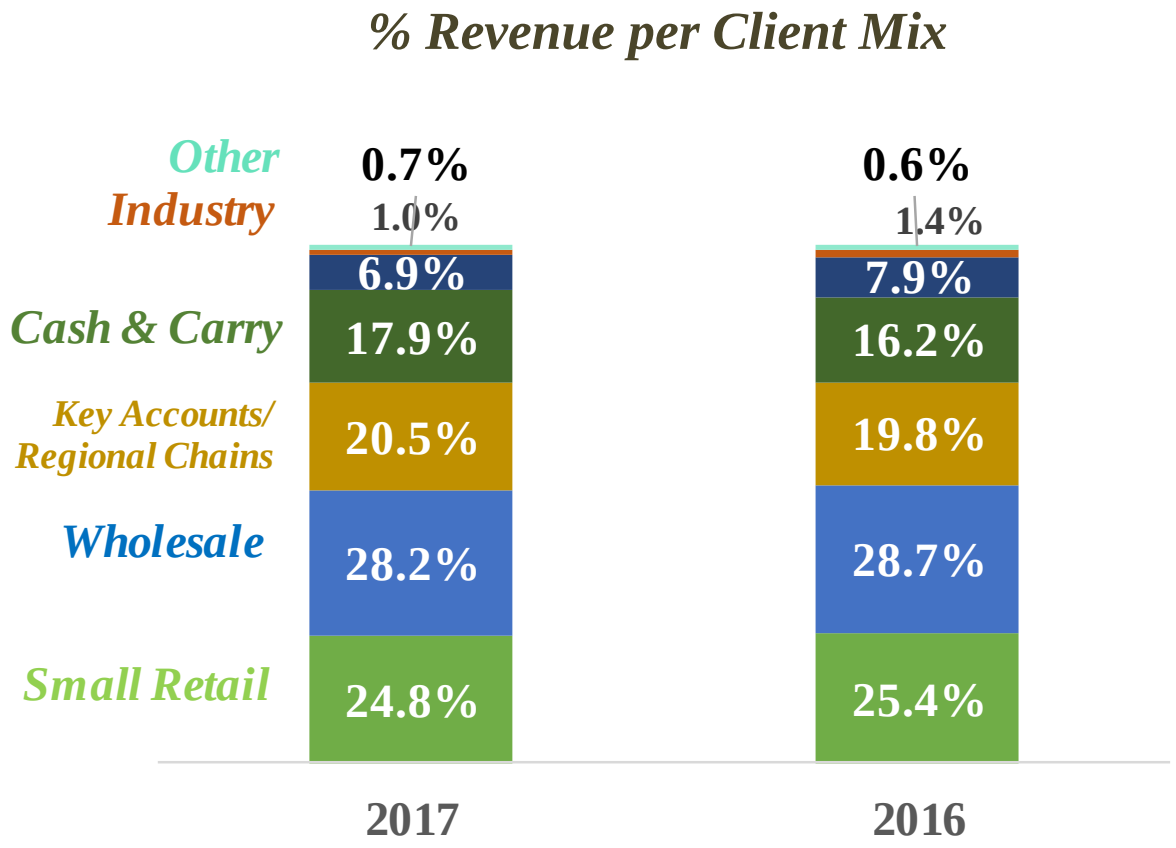


New Packages





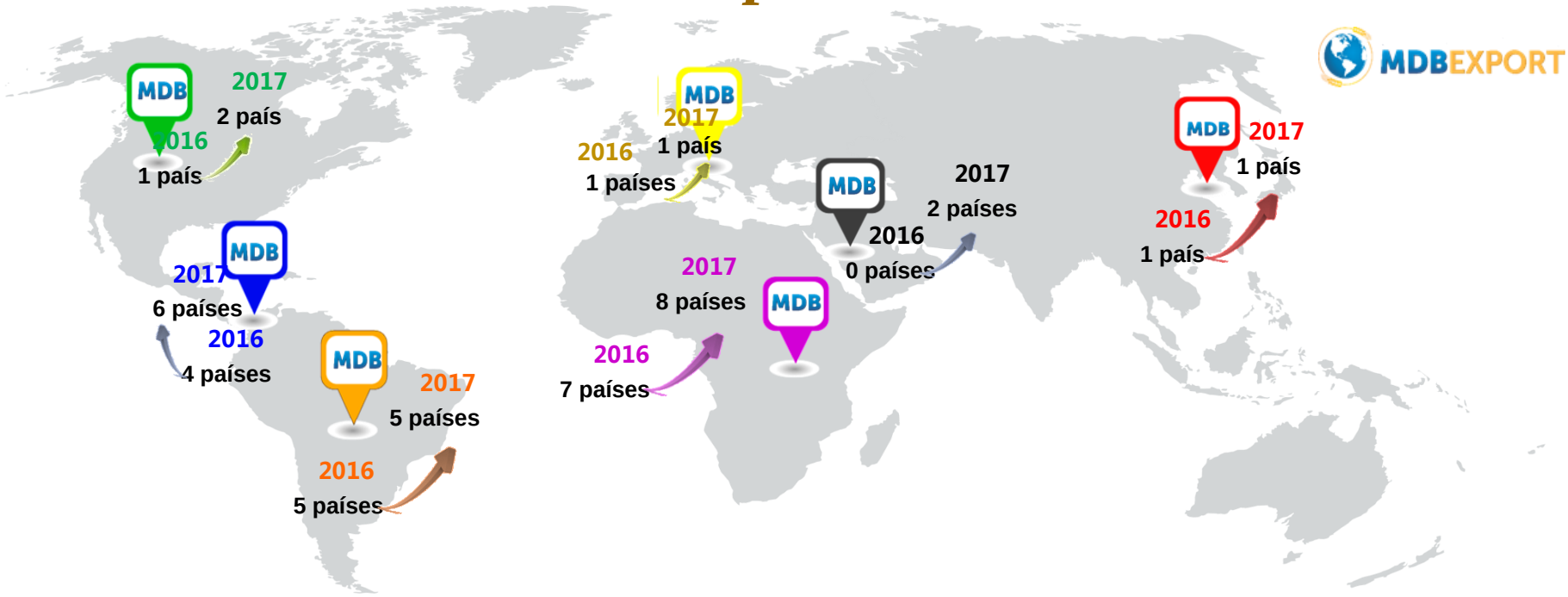
Our products are sold through a diversified cliente mix







Exported to 25 Countries in 2017



MDBEXPORT

MDB 2016

- América do Sul
- América Central
- América do Norte
- Ásia
- África
- Europa

MDB 2017

- América do Sul
- América Central
- América do Norte
- Ásia
- África
- Europa
- Oriente Médio*

*Iêmen, Palestina, Kuwait, Emirados Árabes, Omã, Jordânia, Qatar, Iraque, Síria, Líbano, Israel

12 Industrial Plants and 32 Distribution Centers



Fábrica Fortaleza

State of Ceará



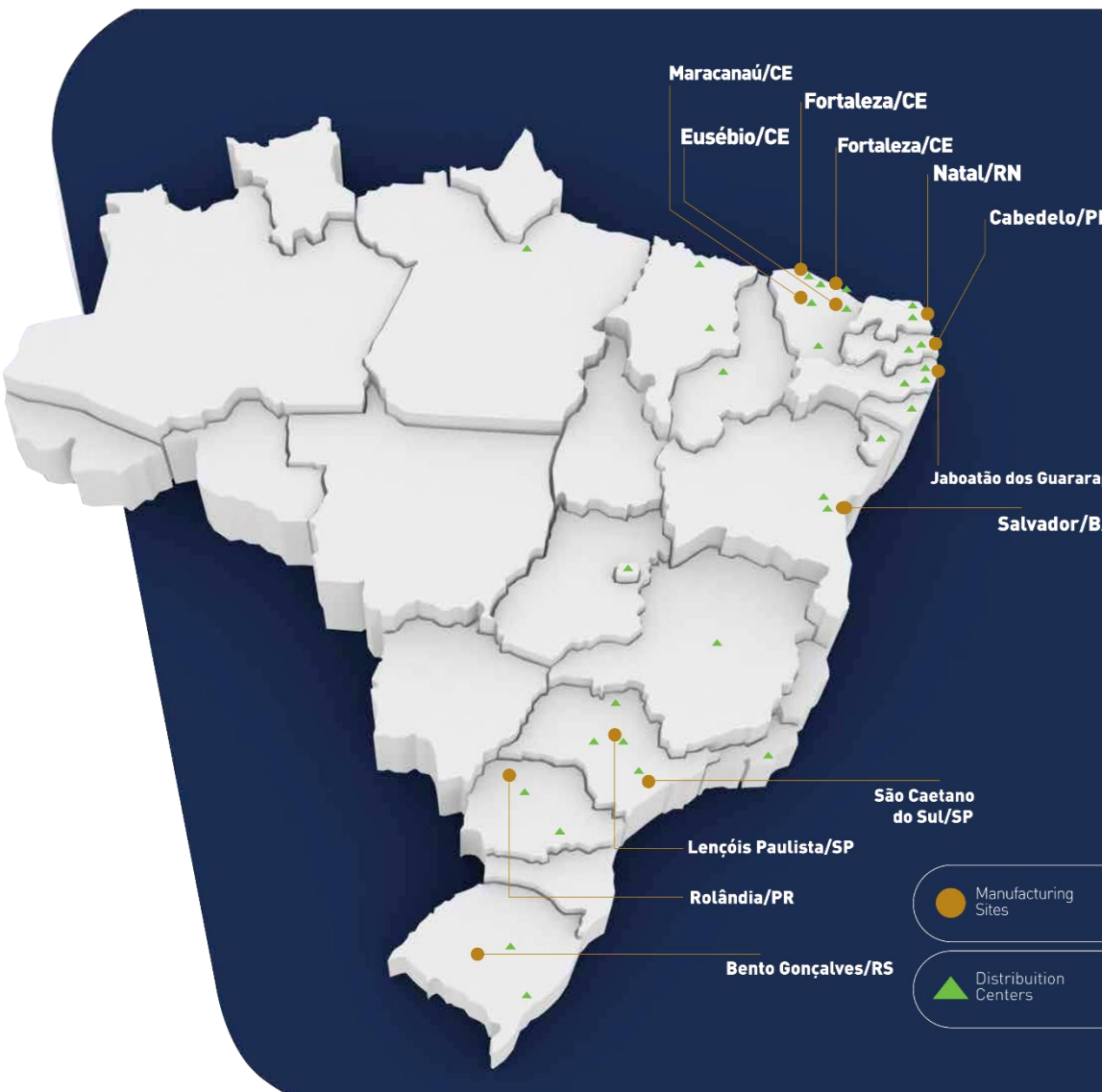
Grande Moinho Aratu

State of Bahia



Gorduras e Margarinas Especiais

State of Ceará



The vertically integrated production increases our competitiveness

VERTICAL INTEGRATION OF WHEAT FLOUR



92% of the wheat flour we consume is produced internally

VERTICAL INTEGRATION OF VEGETABLE OIL



83% of the vegetal shortening we consume is produced internally

Sustainability

ser sustentável
POR UM MUNDO CADA VEZ MELHOR



Topics of Work Groups

- Nutrition and Health
- Packaging
- Waste
- Water - Effluents | Energy - Emissions
- Social Investments and Communities
- Transparency and Dialogue
- Inputs

“Expand business and generate value with responsibility to current and future generations”

Strong Acquisitions Track Record

Aquisition in 2003

ADRIA

Regions: South and Southeast

Aquisition in 2008

VITARELLA

Region: Northeast

Aquisition in 2011

PILAR
DESDE 1875

Region: Northeast

Aquisition in 2011

Estrela

Region: Northeast

Aquisition in 2012

MOINHO Santa Lúcia

Region: South

Strategy



Expanding Market Share leadership.



Organic Growth



New acquisitions.



Operations in new food segments.



Vertical integration expansion.



Maintain the current dividend policy.

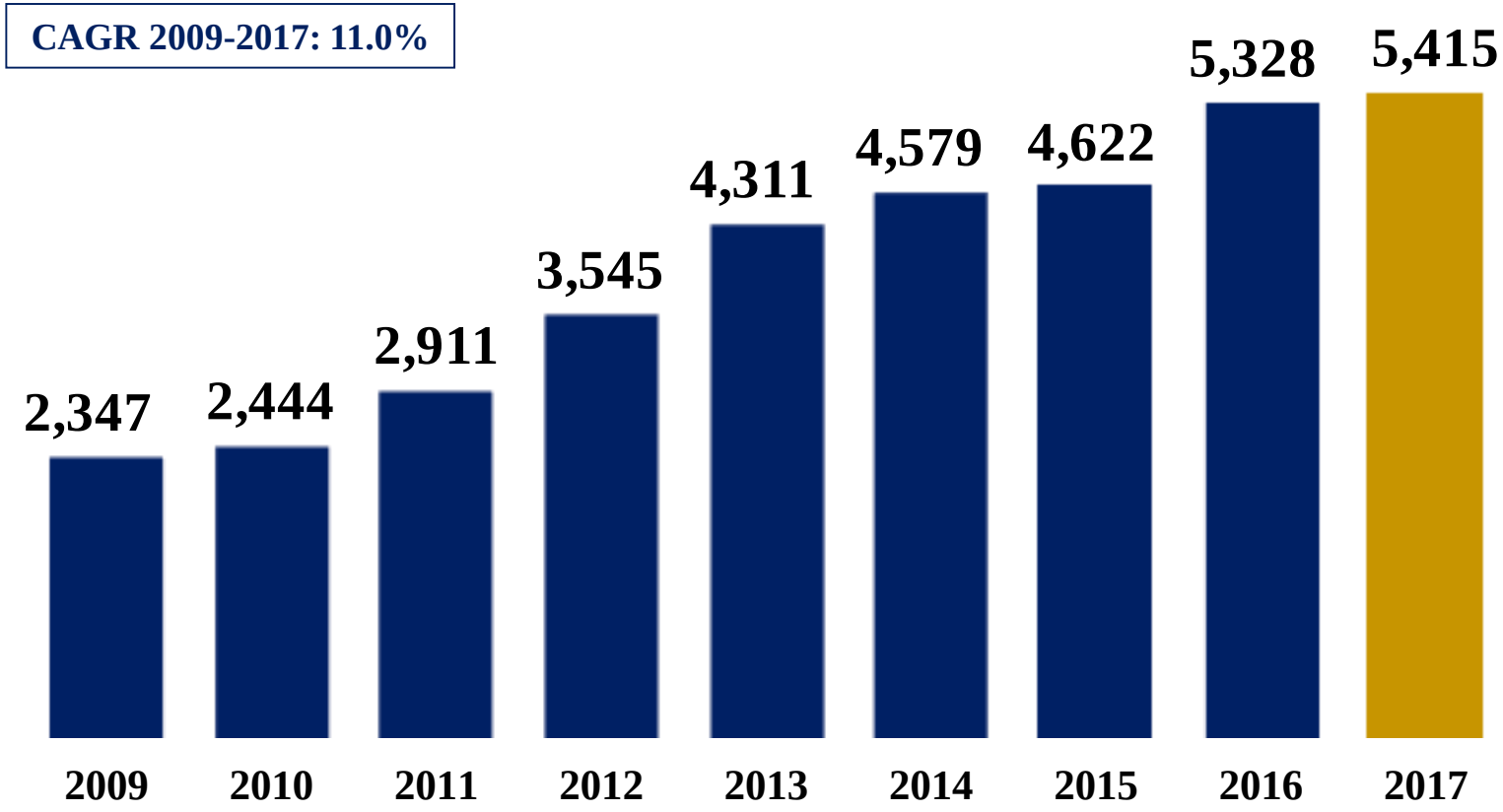


Continuous search for more operational efficiency and costs control.

Results



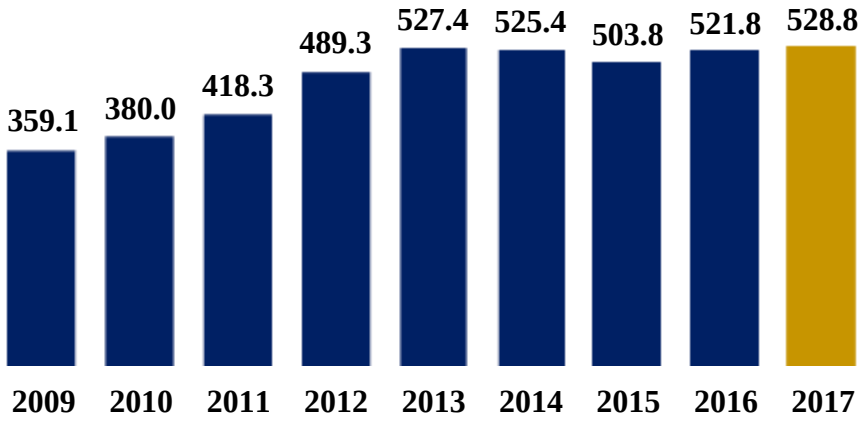
Net Revenue (R$ million)



Sales Volume by Product Line

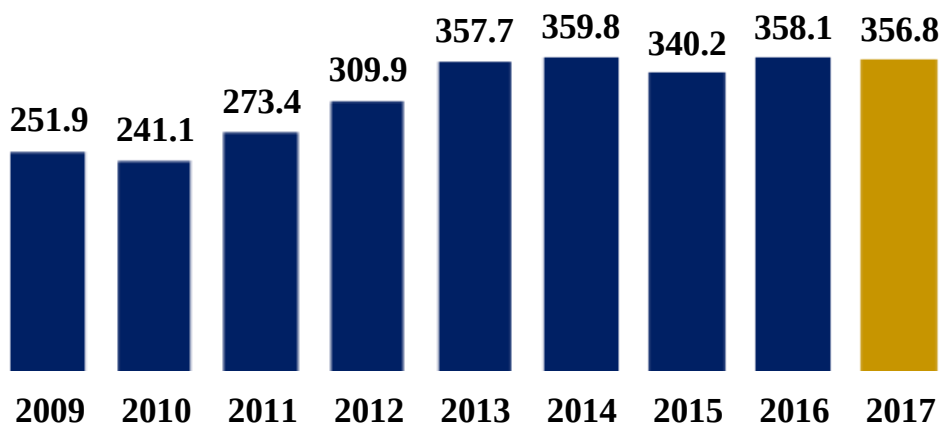
Cookies and Crackers – Sales (‘000 tonnes)

CAGR 2009-2017: 5.0%



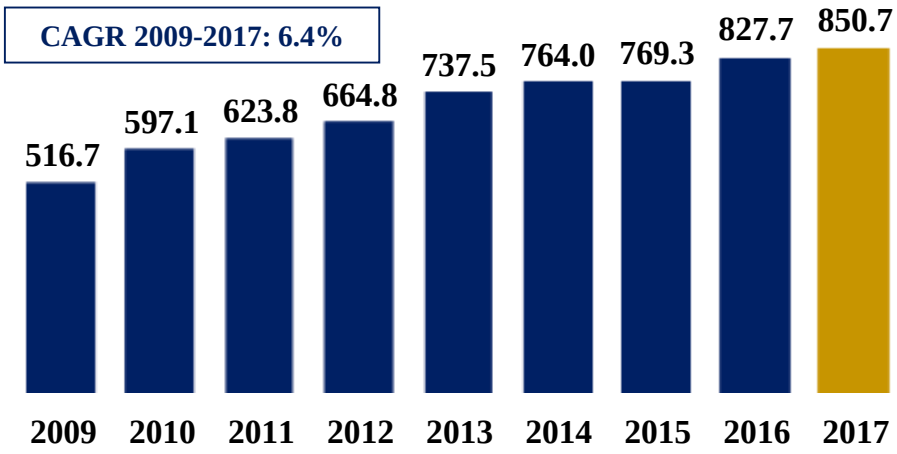
Pasta – Sales (‘000 tonnes)

CAGR 2009-2017: 4.4%



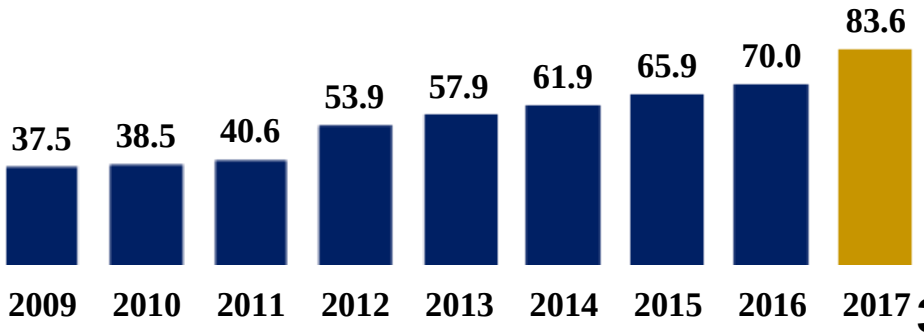
Wheat Flour and Bran – Sales (‘000 tonnes)

CAGR 2009-2017: 6.4%



Margarine and Vegetable Shortening – Sales (‘000 tonnes)

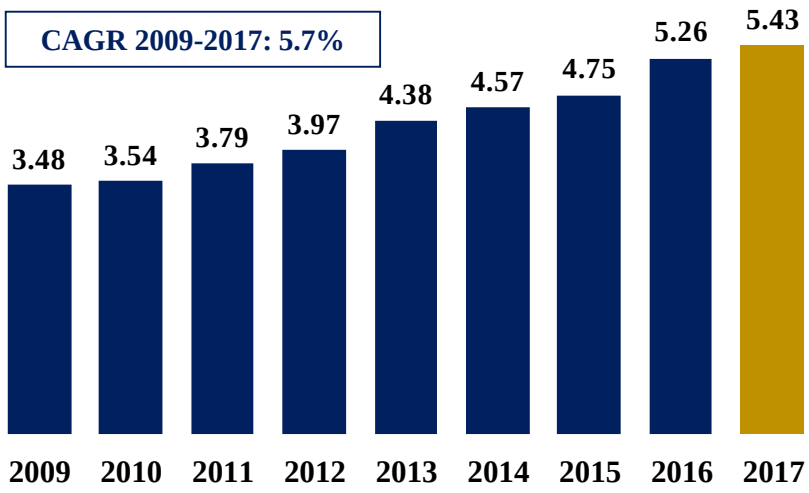
CAGR 2009-2017: 10.5%



Net Average Price by Product Line

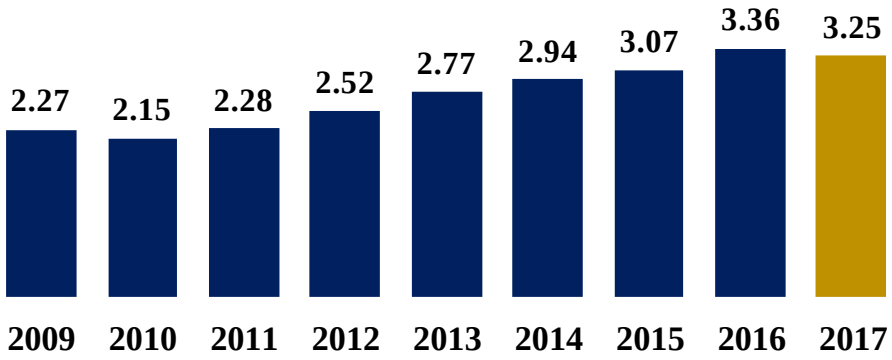
Cookies and Crackers – Sales (R$/Kg)

CAGR 2009-2017: 5.7%



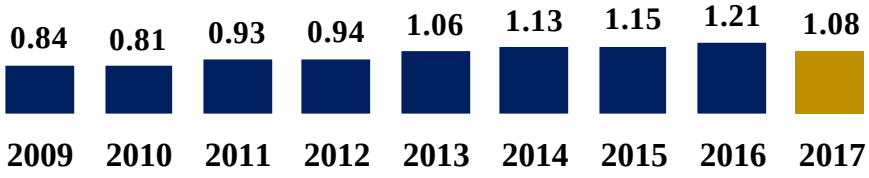
Pasta – Sales (R$/Kg)

CAGR 2009-2017: 4.6%



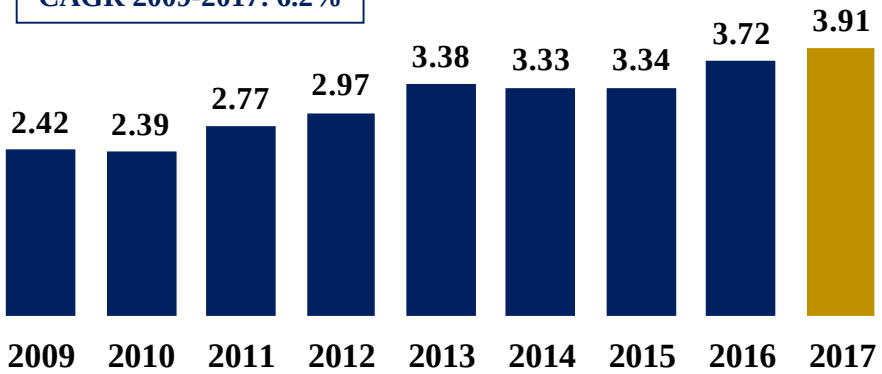
Wheat Flour and Bran – Sales (R$/Kg)

CAGR 2009-2017: 3.2%



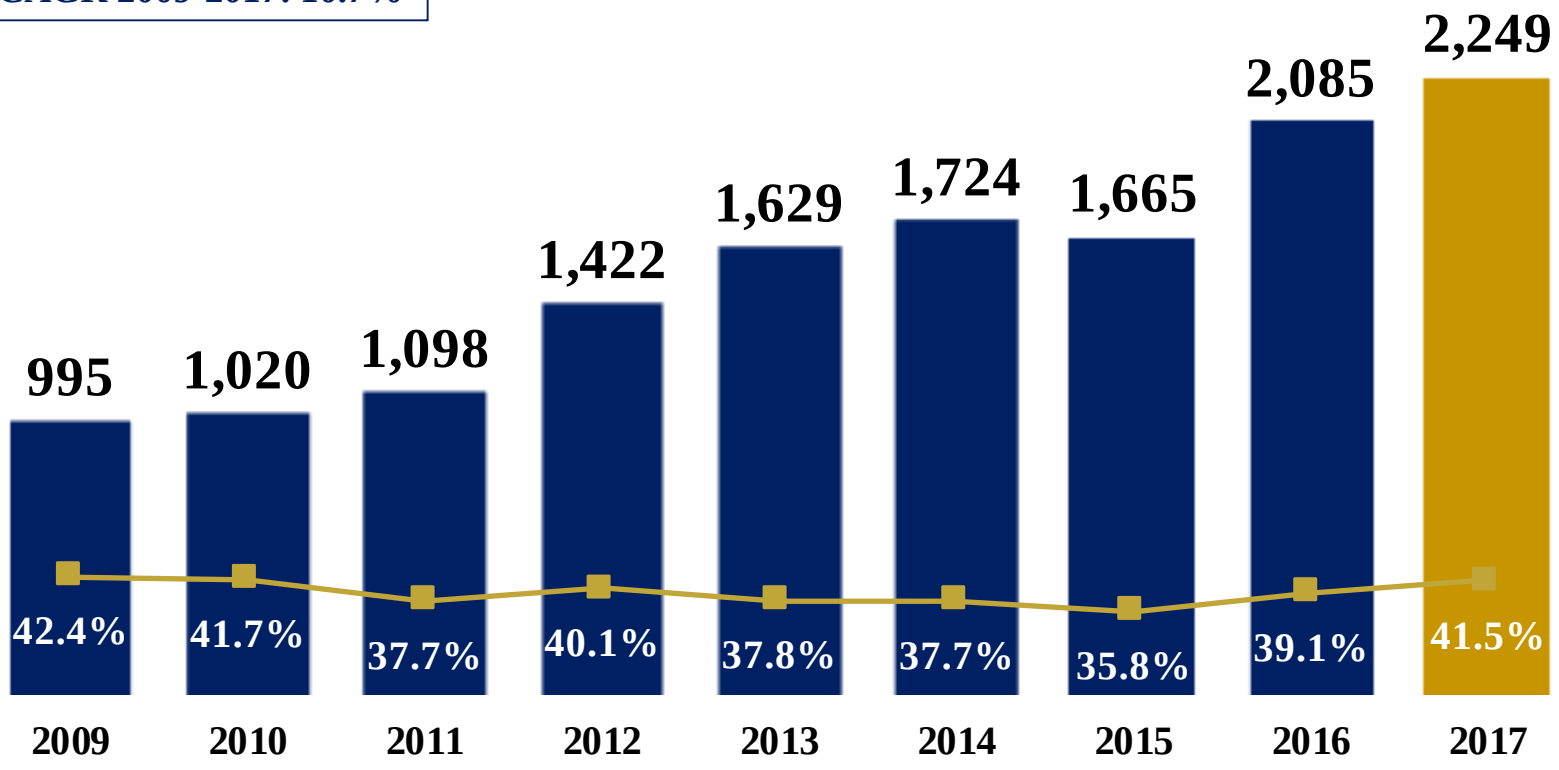
Margarine and Vegetable Shortening – Sales R$/Kg)

CAGR 2009-2017: 6.2%

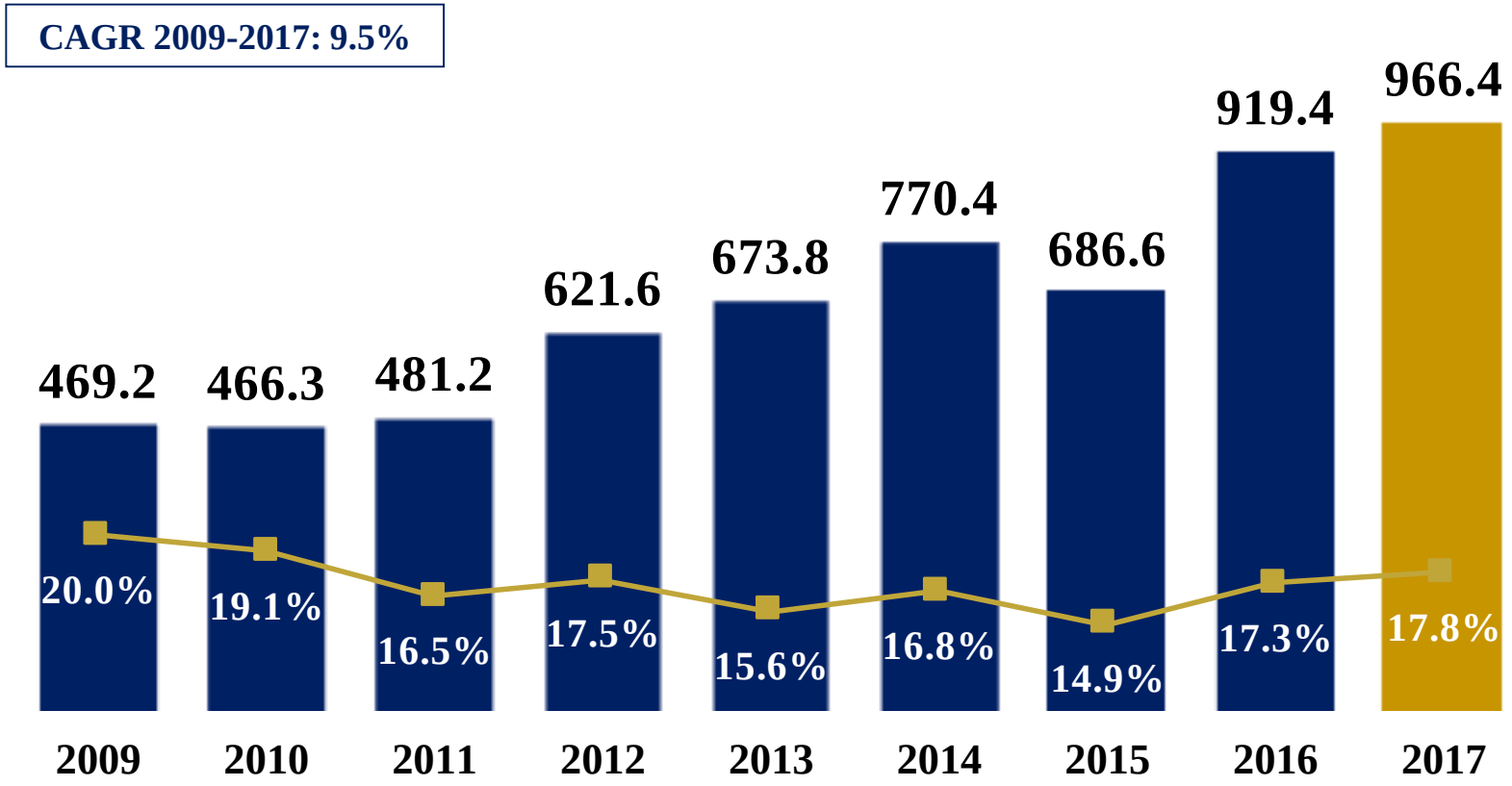


Gross Profit (R$ million) and Gross Margin (%)

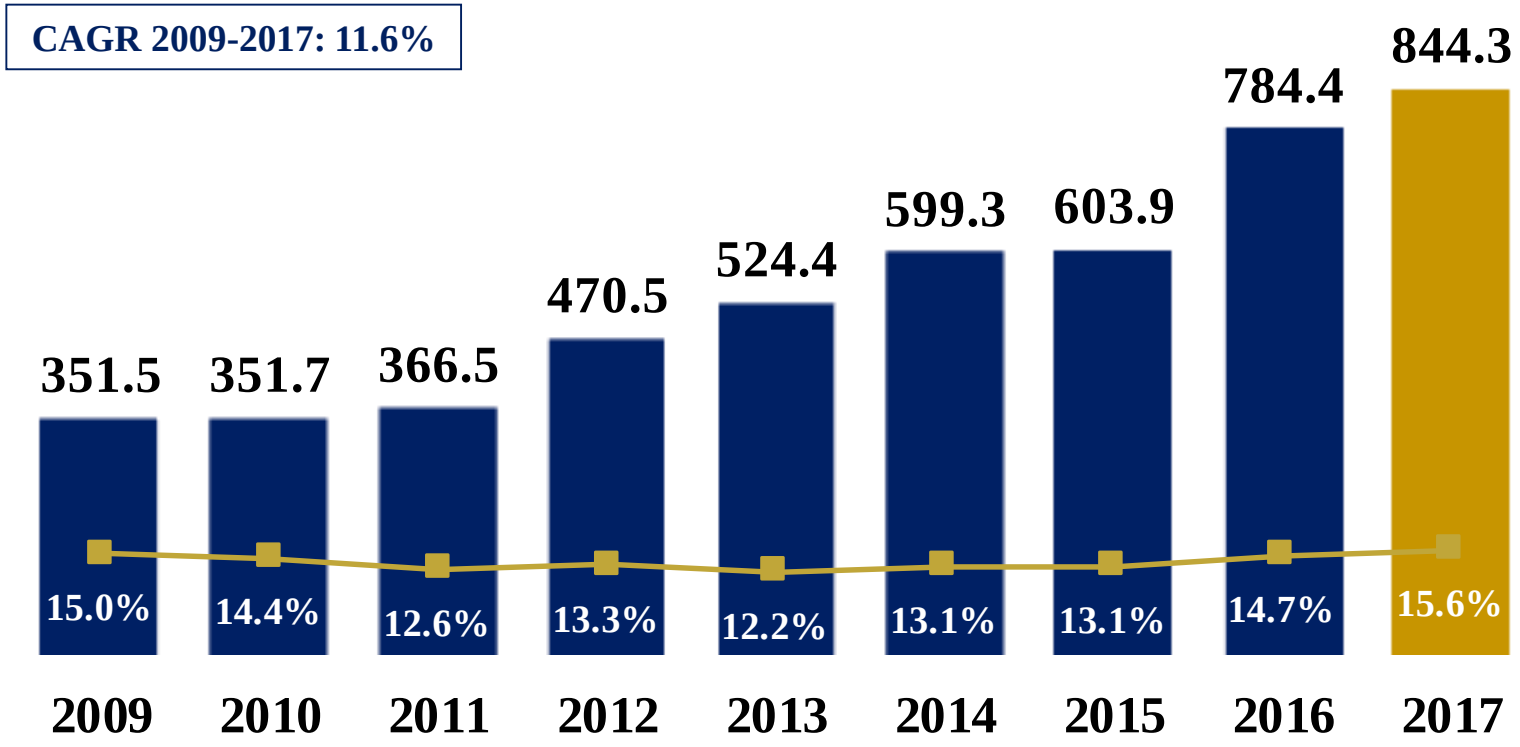
CAGR 2009-2017: 10.7%



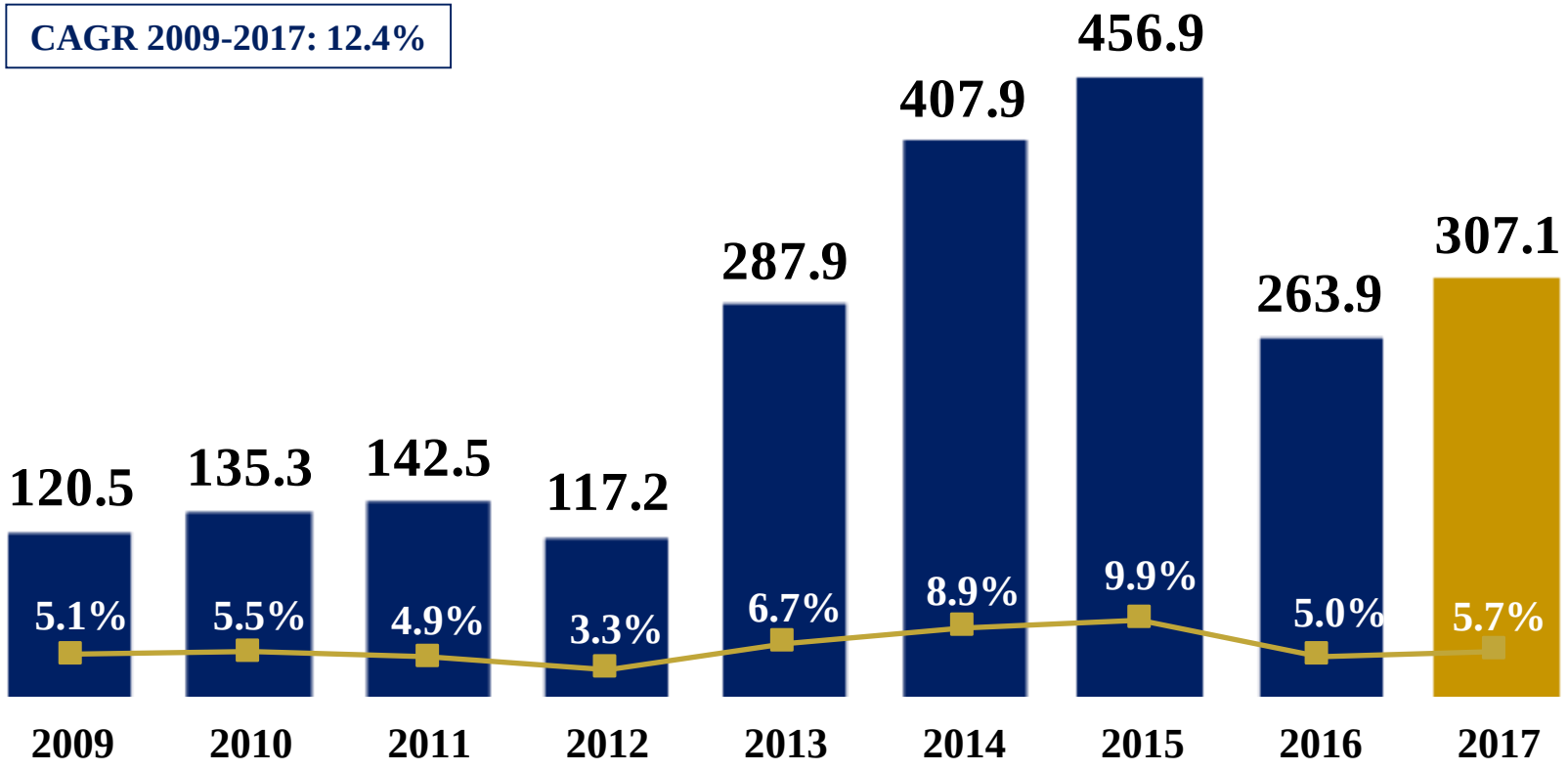
EBITDA (R$ million) and and EBITDA Margin (%)



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

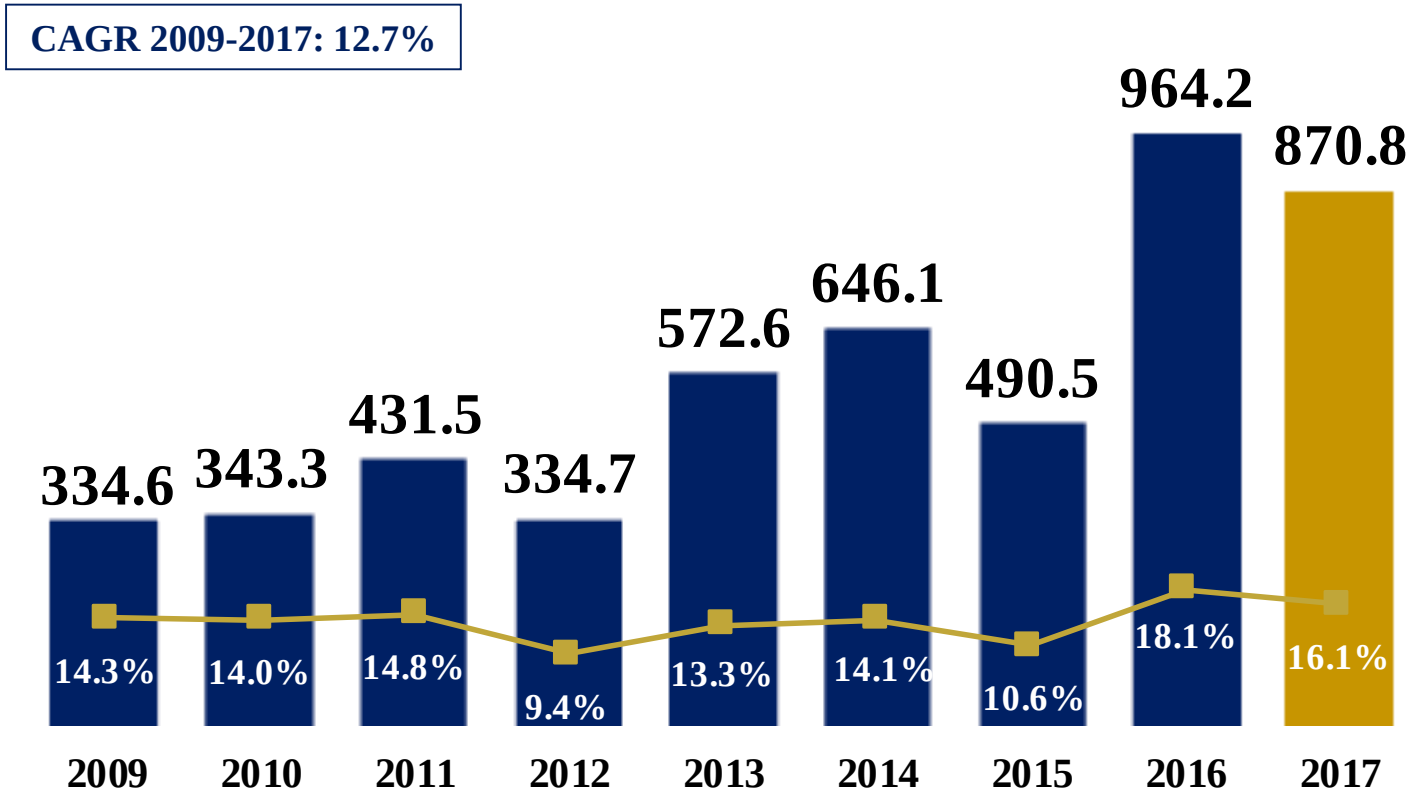


Capex (R$ million) and Capex*/Net Revenue (%)*

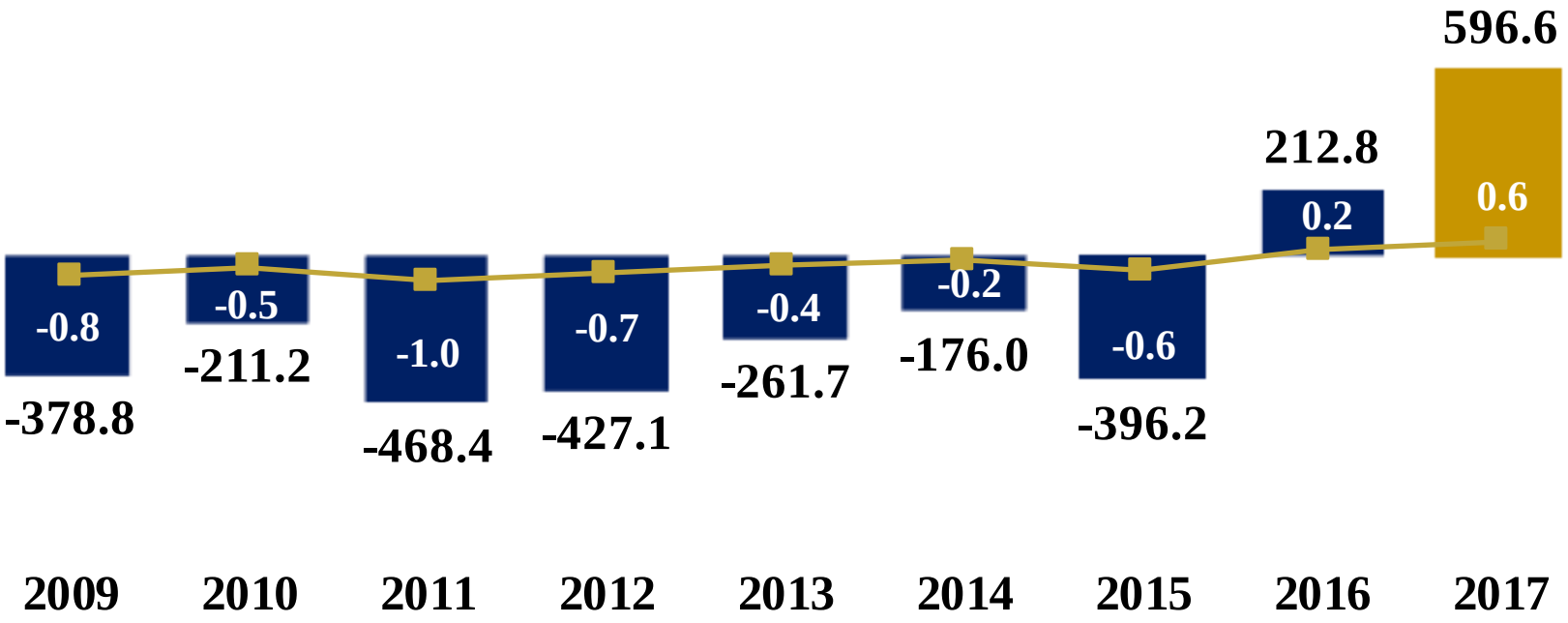


** Excluding acquisitions*

Operational Cash Generated (R$ million) and Operational Cash/Net Revenue (%)



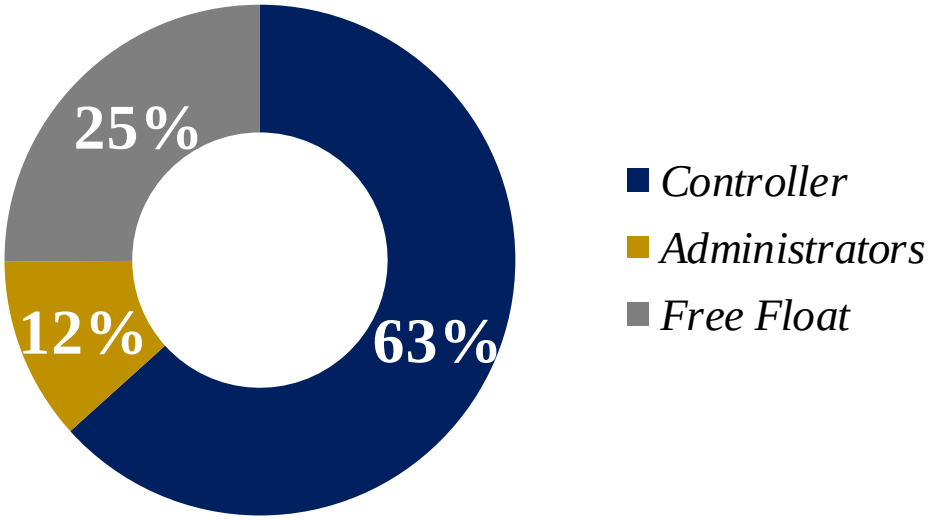
Net Cash (R$ million) and Net Cash/EBITDA (unit)



Corporate Governance and Capital Market

- **Listed in the "Novo Mercado"**
- **Free Float composed by:**
  25.8% local investors
  74.2% foreign investors
- **03 independent members on the Board of Directors.**
- **Audit Committee composed by 3 independent members**
- **Ordinary stocks (339 millions)**
- **National Long-Term Rating 'AAA (bra)'**

Shareholder Position as of 12/29/2017.



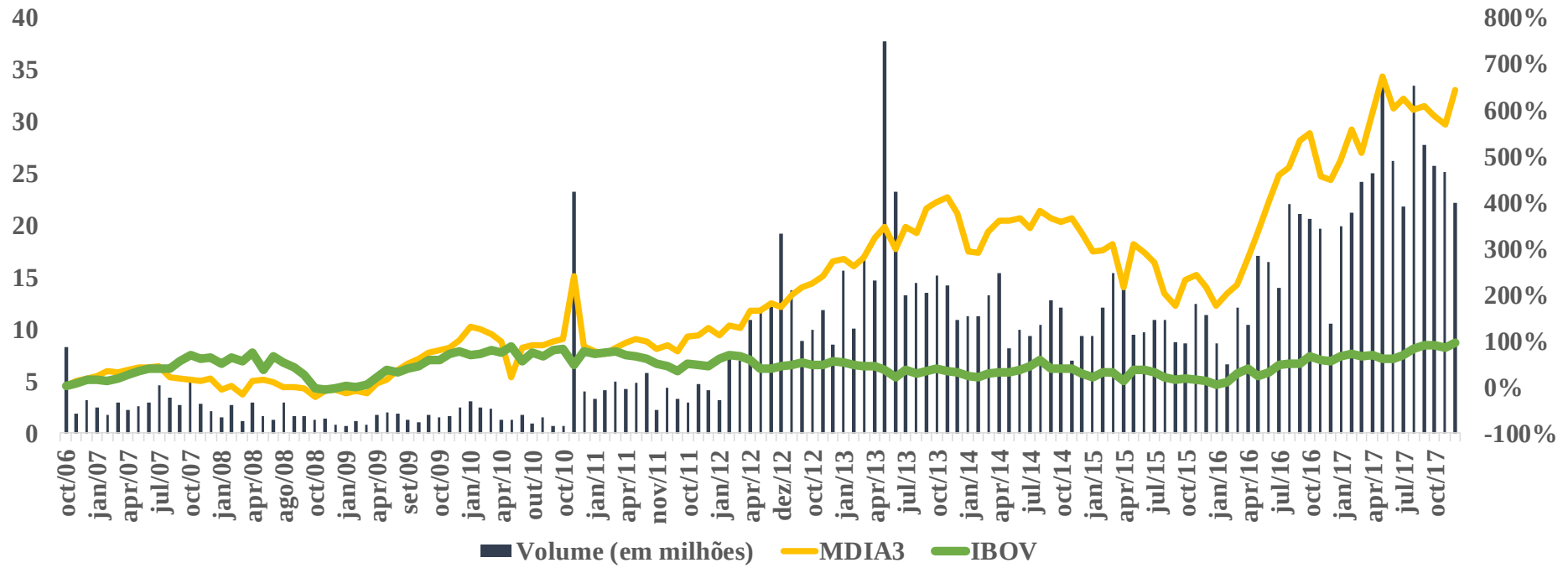
MDIA 3 vs IBOVESPA

Since the IPO (R$ billion, year end)

Average Daly Volume : MDIA3 (R$ Millions)

MDIA3 x IBOV
17/10/2006 a 29/12/2017

Profitability%



Sustainability Results

MATERIAL ISSUES AND SUSTAINABLE DEVELOPMENT OBJECTIVES PURSUED BY THE COMPANY

THE GLOBAL GOALS
For Sustainable Development



	1	2	3	4	6	7	8	9	10	12	13	16
Economic							●	●				
Ethics and Integrity												●
Stakeholder engagement				●								
Development of Human Capital							●					
Occupational Health and Safety			●									
Training and Education				●								
Nutrition and Healthiness			●									
Packaging										●		
Waste Material										●		
Water and Wastewater					●			●				
Energy and Emissions						●					●	
Communities and social investment	●			●					●			
Consumables		●					●				●	

IR Team

Geraldo Luciano Mattos Júnior - Vice-President of Investments and Controllership
Fabio Cefaly - New Business and Investor Relations Director
Fernanda Carvalho - New Business and Investor Relations Manager

Julianny Maia – New Business and Investor Relations Analyst
Renata Lessa– New Business and Investor Relations Analyst
Vitor Veiga – Trainee

Tel.: (85) 4005-5952 or 5874
E-mail: ri@mdiasbranco.com.br

Market Marker

BTGPactual

Custodian

Bradesco

Independent Auditors

pwc

B3 Ticker

MDIA3 NOVO MERCADO BM&FBOVESPA

Thank you