M. Dias Branco

Tradição & Qualidade

2Q12 Results

July, 2012



The statements contained in this document related to business prospects are merely tendencies and, as such, are based exclusively on the Management perspectives on the continuity of past and present actions, based on historical facts. These trends do not constitute projections or estimates, and can be altered substantially by changes in market conditions, the performance of the Brazilian economy, as well as of the sector and the international markets.



Main Highlights

Sales Volume, Production Capacity and Utilization

Total Sales Volume
(in '000 Tonnes, net of returns)

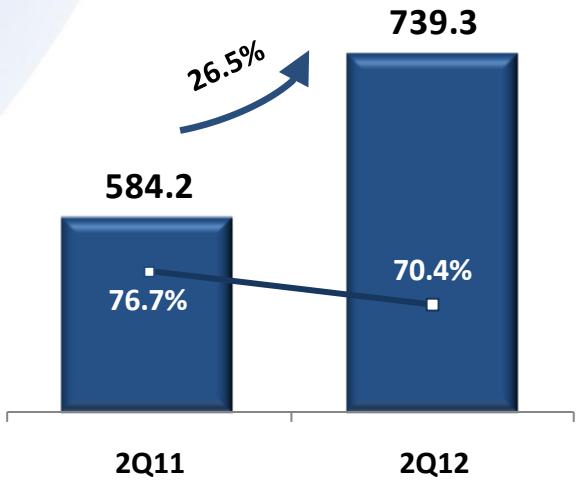


Sales Volume - Breakdown
(in '000 Tonnes, net of returns)

Item/Period	2Q11	2Q12	Δ
Cookies and Crackers	106.7	124.4	16.6%
Pasta	69.2	77.4	11.8%
Wheat Flour and Bran	151.2	163.6	8.2%
Margarine and Shortening	10.3	14.7	42.7%
Cakes and Snacks	-	0.6	-
Total	338.8	383.6	13.2%

Obs: The Volume for the "Other" segment was 2.9 thousand tonnes in 2Q12 and 1.4 thousand tonnes in 2Q11.

Production Capacity *('000 Tonnes)* and Production Capacity Utilization *(%)*



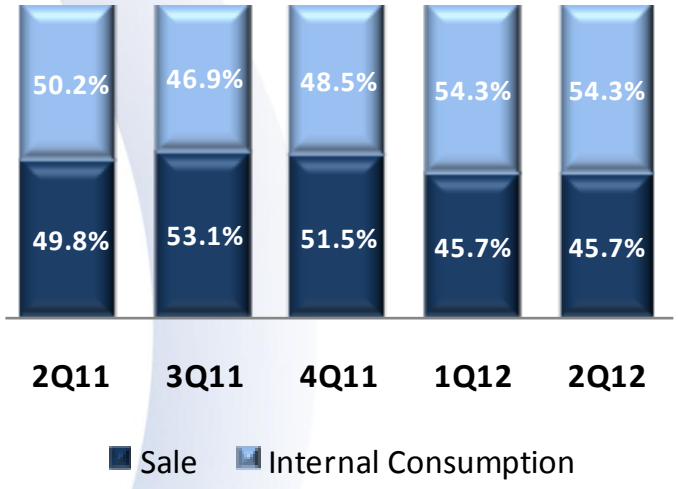
Production Capacity Utilization – Breakdown *(%)*

Item/Period	2Q11	2Q12	Δ
Cookies and Crackers	80.5%	66.4%	-14.1 p.p.
Pasta	70.6%	65.3%	-5.3 p.p.
Wheat Flour and Bran	81.5%	74.8%	-6.7 p.p.
Margarine and Shortening	47.3%	64.9%	17.6 p.p.
Cakes and Snacks	-	37.5%	-
Total	76.7%	70.4%	-6.3 p.p.

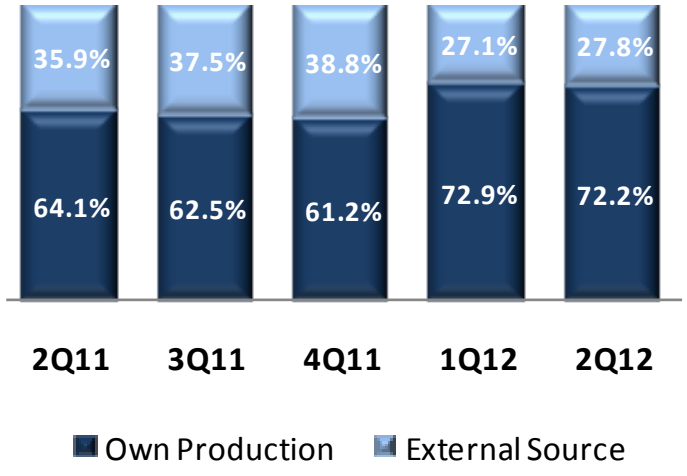
Vertical Integration

Wheat Flour

Production Allocation (%)

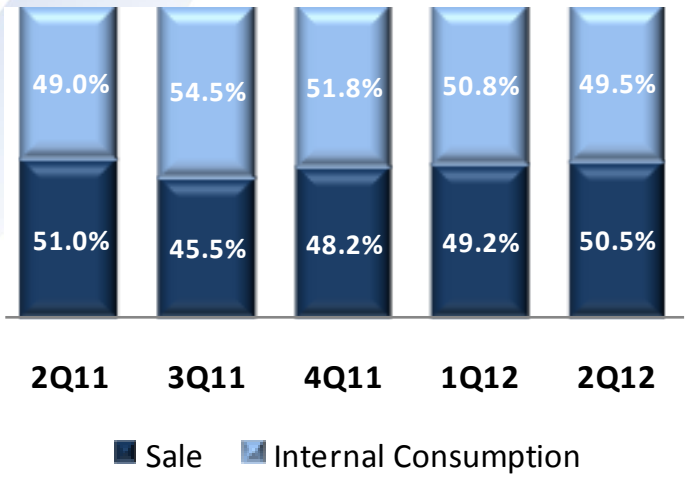


Company's Consumption (%)

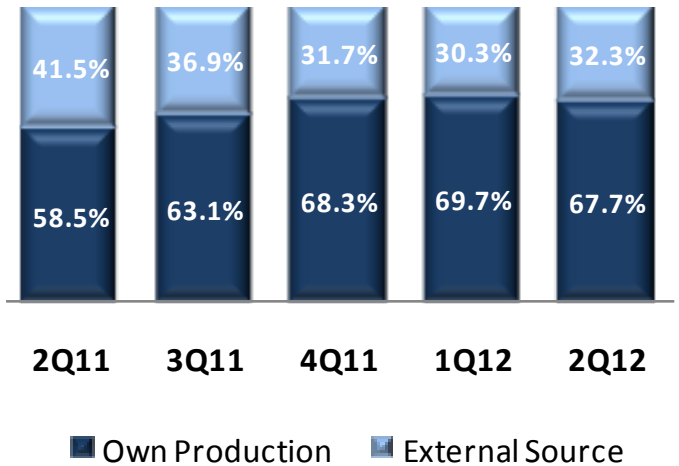


Vegetable Shortening

Production Allocation (%)

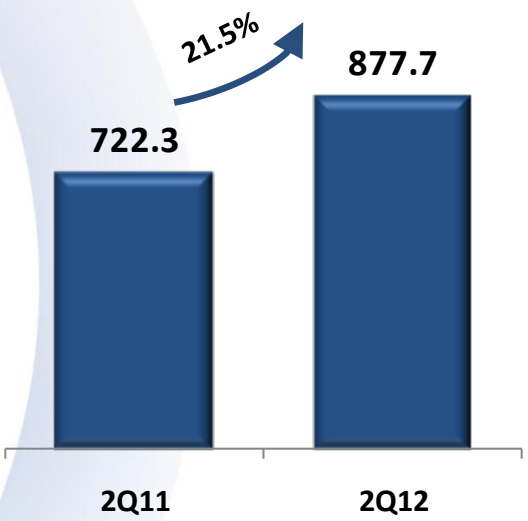


Company's Consumption (%)



Net Revenue & Net Average Prices

Net Revenue
(R$ million)

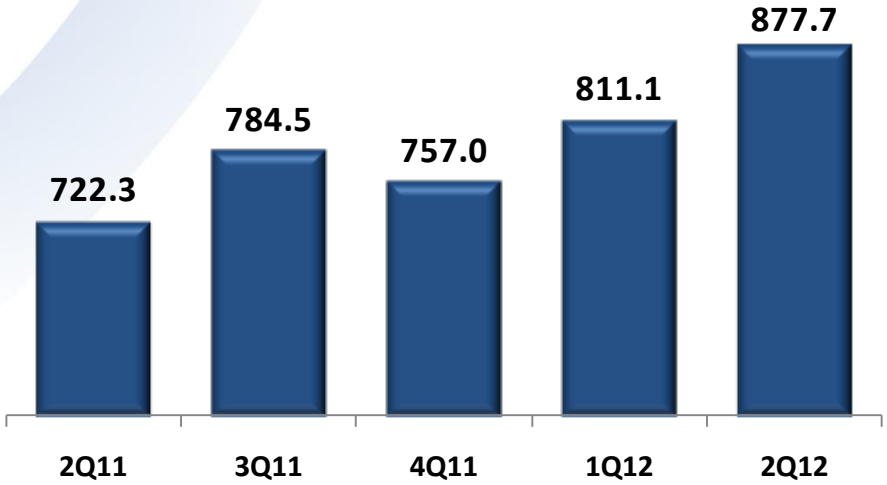


Net Revenue – Breakdown
(R$ million)

Item/Period	2Q11	2Q12	Δ
Cookies and Crackers	398.4	485.4	21.8%
Pasta	154.8	193.7	25.1%
Wheat Flour and Bran	139.0	146.4	5.3%
Margarine and Shortening	27.7	43.1	55.6%
Cakes and Snacks	-	6.9	-
Total	722.3	877.7	21.5%

Obs: The Net Revenue for the "Other" segment was R$ 2.2 million in 2Q12 and R$ 2.4 million in 2Q11.

Net Revenue
(R$ million)

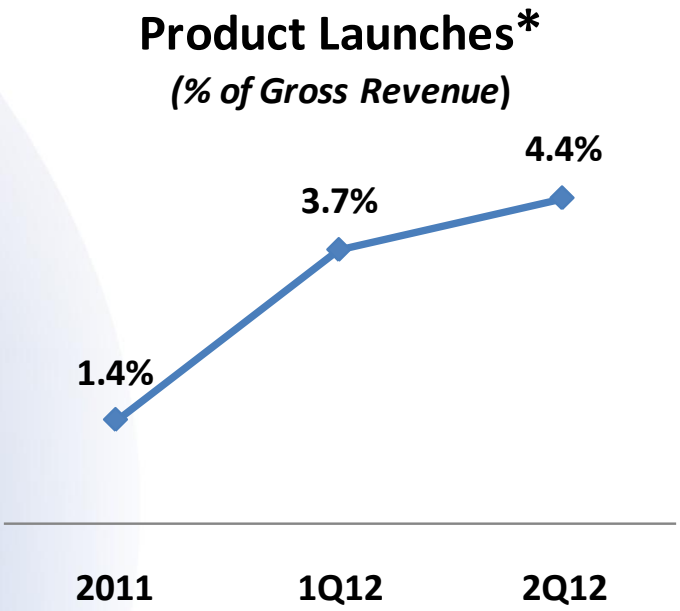


Net Average Prices
(in R$/Kg, net of returns)

Item/Period	2Q11	2Q12	Δ
Cookies and Crackers	3.73	3.90	4.6%
Pasta	2.24	2.50	11.6%
Wheat Flour and Bran	0.92	0.89	-3.3%
Margarine and Shortening	2.69	2.93	8.9%
Cakes and Snacks	-	11.50	-
Total	2.13	2.29	7.5%

Obs: The Net Average Price for the "Other" segment was 0.76 R$/Kg in 2Q12 and 1.71 R$/Kg in 2Q11.

New Products



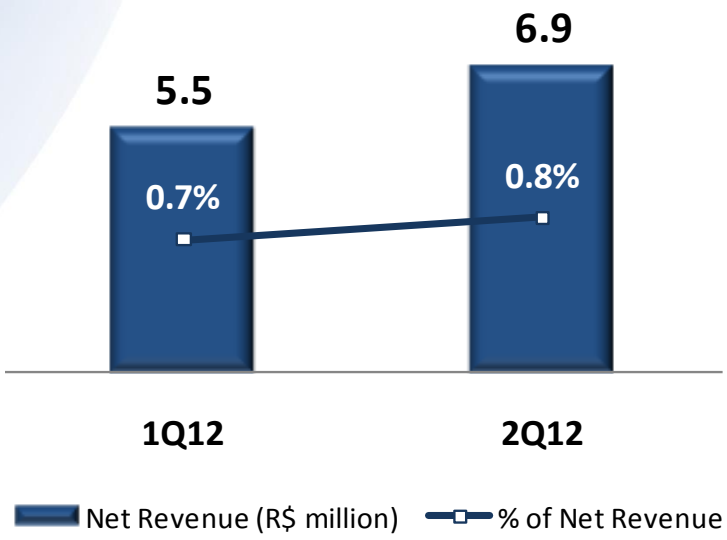
Product launches*:

- Focus on high added value products;
- Growth potential considering that most of the product launches occurred in the second half of 2011.





*The Company considers product launches the products that have been placed in the market up to 24 months ago.



Cakes and Snacks:

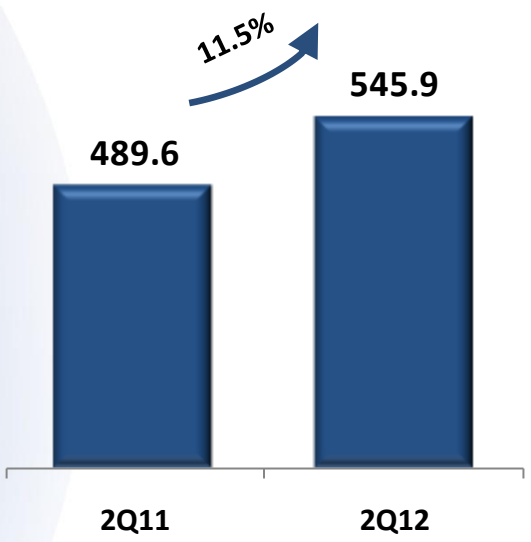
- Products that were included in the Company's porfolio after the acquisition of Estrela in December of 2011;
- High added value products with growth potential from the use of the Company's distribution model .





Cogs & Operational Expenses

Cogs
(R$ million)



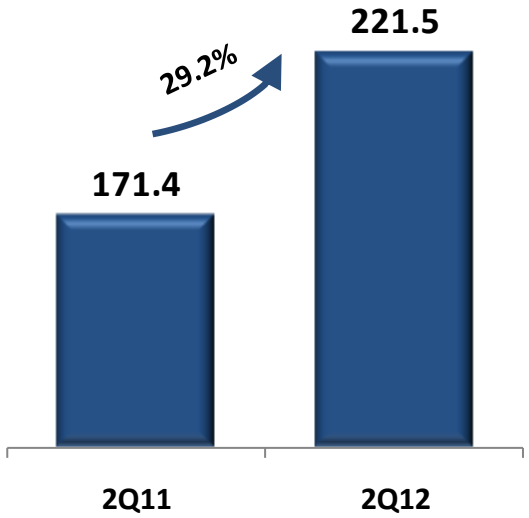
Cogs *(R$ million)*

Item/Period	2Q11	2Q12	Δ
Cogs	489.6	545.9	11.5%
Raw Material	329.5	349.5	6.1%
Other	160.1	196.4	22.7%

Cogs *(R$/Kg)*

Item/Period	2Q11	2Q12	Δ
Cogs/Kg	1.45	1.42	-2.1%
Raw Material/Kg	0.97	0.91	-6.3%
Other/Kg	0.47	0.51	8.3%

Operational Expenses
(R$ million)



Operational Expenses *(R$ million)*

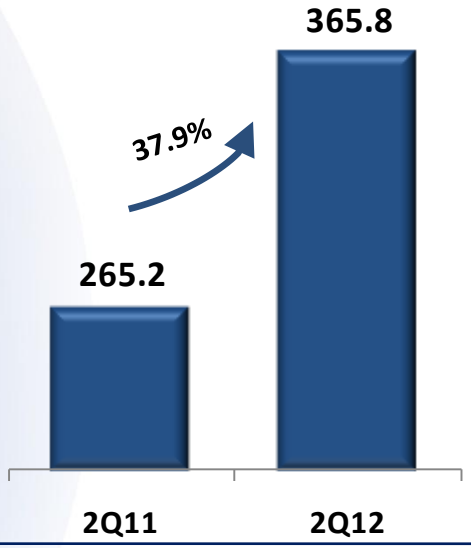
Item/Period	2Q11	2Q12	Δ
Operational Expenses	171.4	221.5	29.2%
Sales Expenses	132.8	167.1	25.8%
Other	38.6	54.4	40.9%

Operational Expenses *(R$/Kg)*

Item/Period	2Q11	2Q12	Δ
Operational Expenses/Kg	0.51	0.58	14.1%
Sales Expenses/Kg	0.39	0.44	11.1%
Other/Kg	0.11	0.14	24.5%

Gross Profit & Gross Margin

Gross Profit* *(R$ million)*



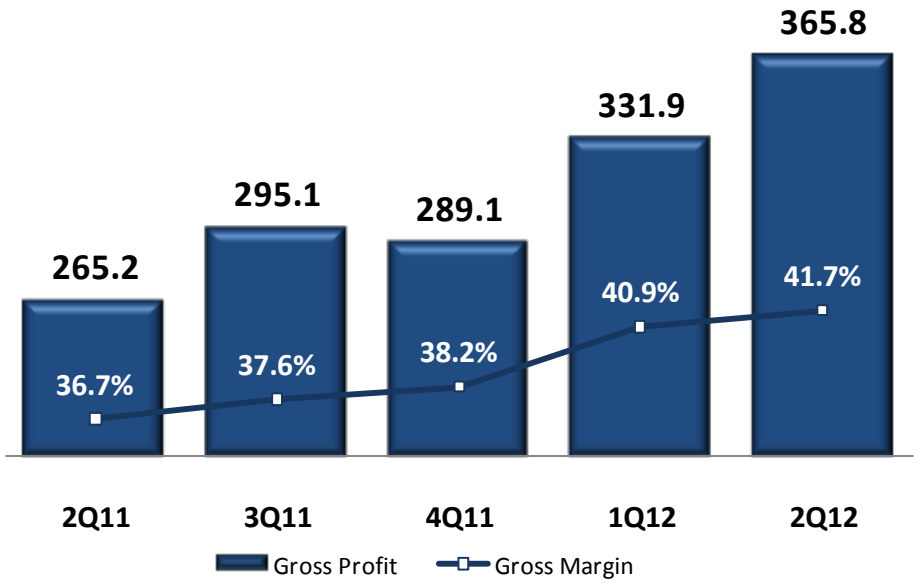
Gross Profit* *(R$ million)* & Gross Margin *(%)*

Item/Period	2Q11	2Q12	Δ
Gross Profit*	265.2	365.8	37.9%
Gross Margin	36.7%	41.7%	5.0 p.p.

Item/Period	1Q12	2Q12	Δ
Gross Profit*	331.9	365.8	10.2%
Gross Margin	40.9%	41.7%	0.8 p.p.

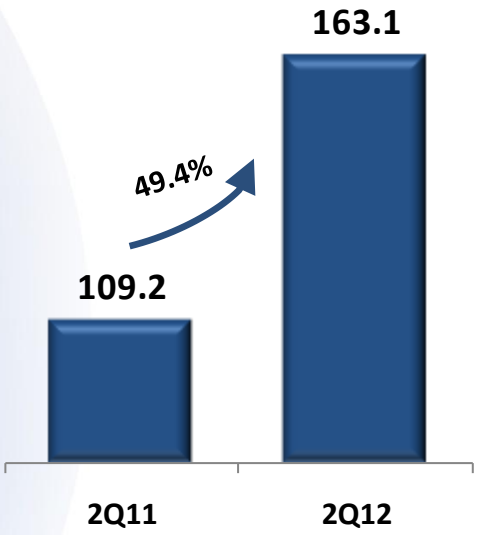
*Gross profit includes subsidies for state investments totaling R$34.0 million in 2Q12, representing an increase of 4.6% compared to 2Q11.

Gross Profit* *(R$ million)* & Gross Margin *(%)*



EBITDA & EBITDA Margin

EBITDA
(R$ million)

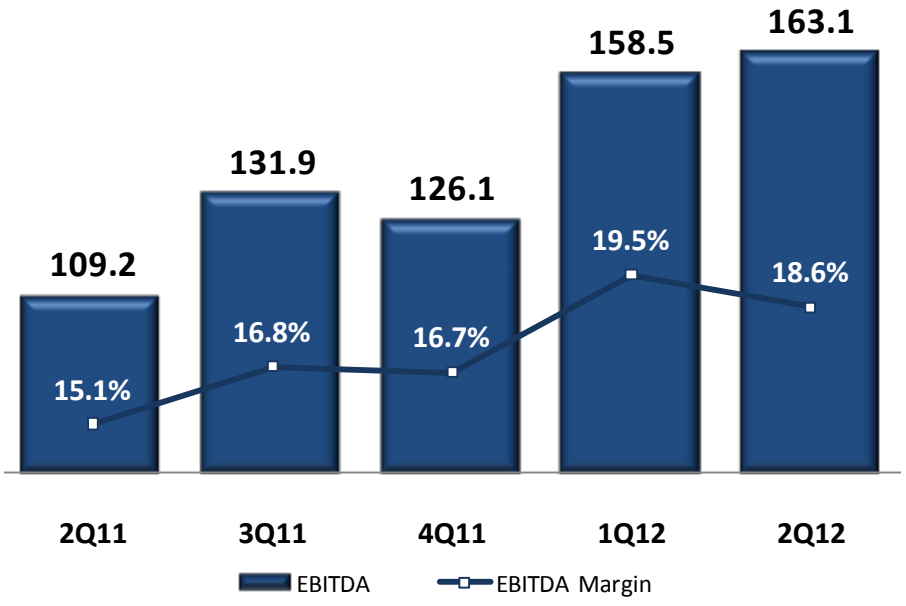


EBITDA *(R$ million)* & EBITDA Margin *(%)*

Item/Period	2Q11	2Q12	Δ
EBITDA	109.2	163.1	49.4%
EBITDA Margin	15.1%	18.6%	3.5 p.p.

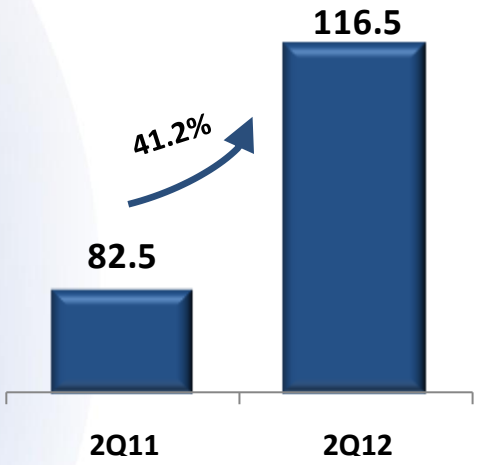
Item/Period	1Q12	2Q12	Δ
EBITDA	158.5	163.1	2.9%
EBITDA Margin	19.5%	18.6%	-0.9 p.p.

EBITDA *(R$ million)* & EBITDA Margin *(%)*



Net Profit & Net Margin

Net Profit
(R$ million)

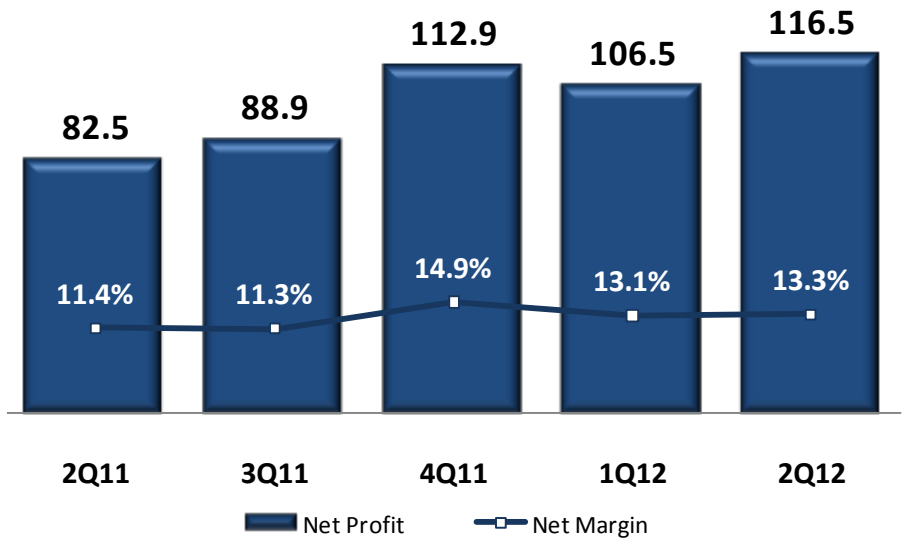


Net Profit *(R$ million)* & Net Margin *(%)*

Item/Period	2Q11	2Q12	Δ
Net Profit	82.5	116.5	41.2%
Net Margin	11.4%	13.3%	1.9 p.p.

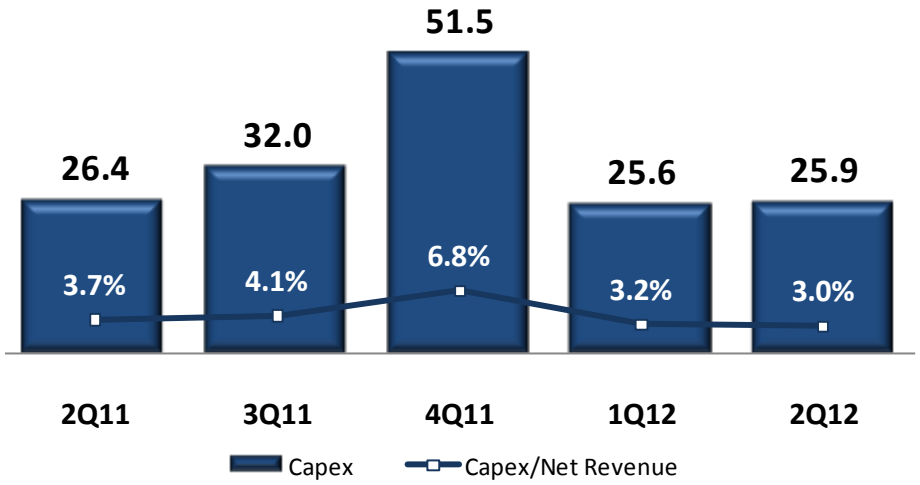
Item/Period	1Q12	2Q12	Δ
Net Profit	106.5	116.5	9.4%
Net Margin	13.1%	13.3%	0.2 p.p.

Net Profit *(R$ million)* & Net Margin *(%)*



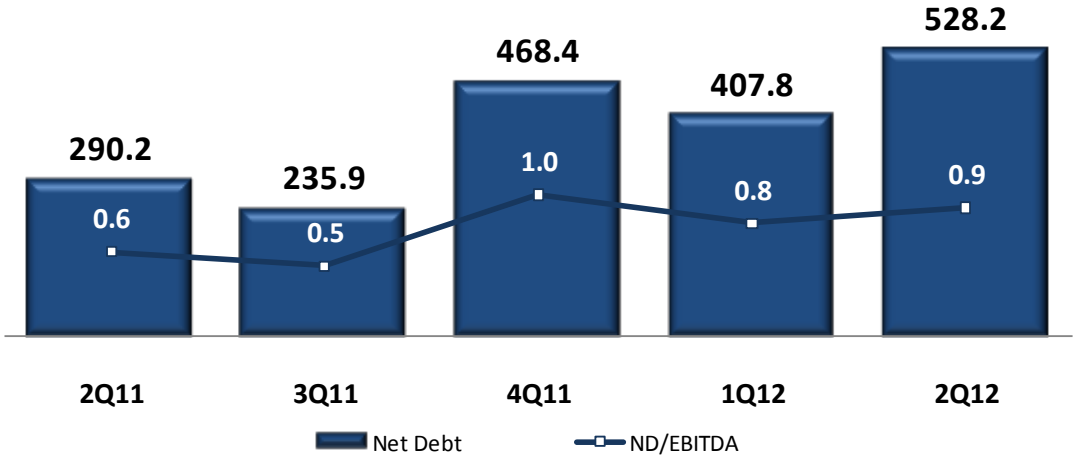
Capex & Net Debt

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



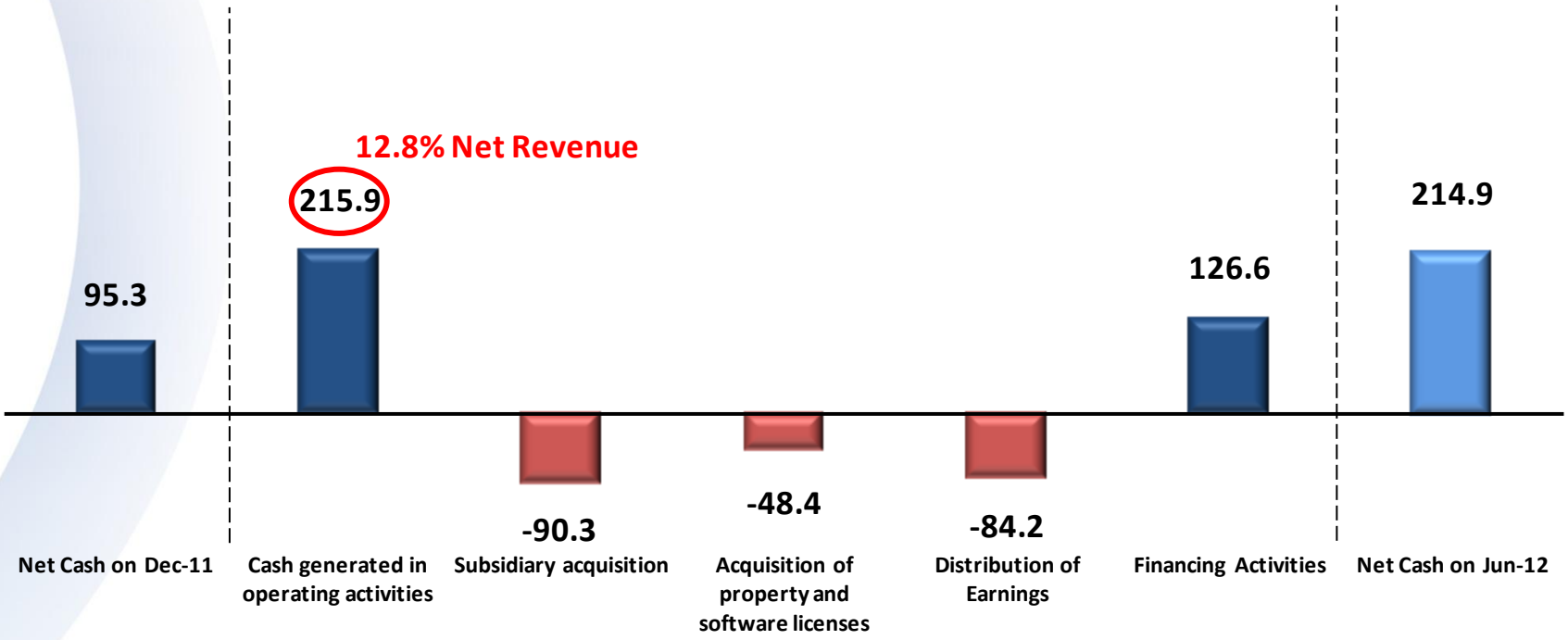
* Capex value does not include acquisitions.

Net Debt *(R$ million)* & Net Debt/EBITDA *(unit)*



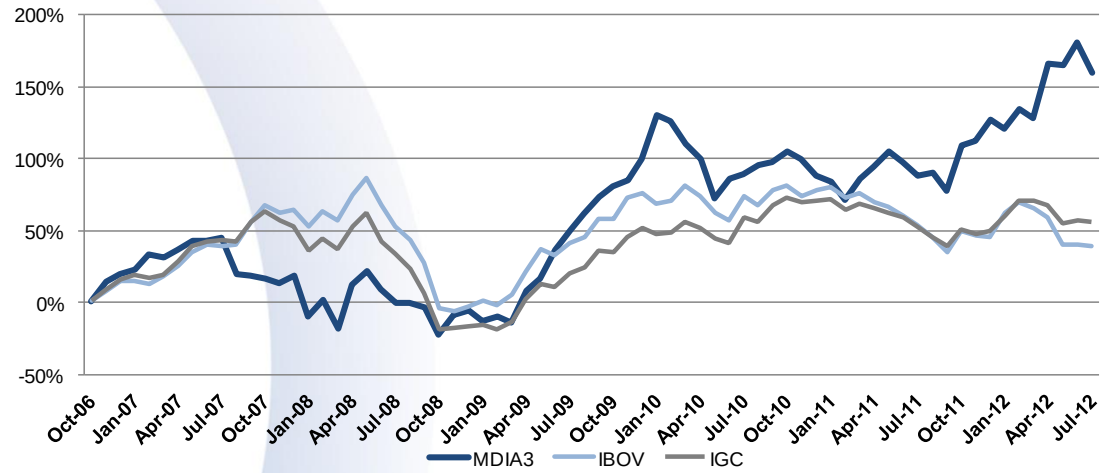
Cash Flow

Cash Flow Evolution – 2Q12 *(R$ million)*



Capital Market

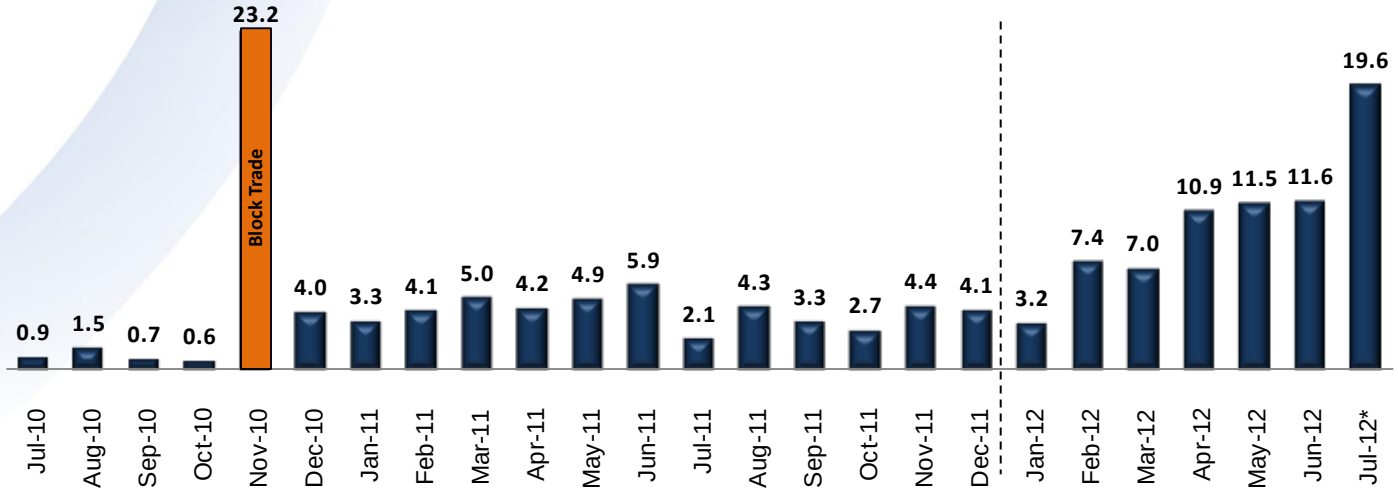
MDIA3 X IBOVESPA X IGC
(from 10/18/06 to 07/26/12)



Price Evolution, Liquidity and Stock Performance	2Q12	2Q11
MDIA3		
Stock price (R$)*	59.00	41.50
Average Daily Trading Volume (R$ Million)	11.4	5.0
Performance		
MDIA3	23.43%	6.41%
Ibovespa	-15.74%	-9.02%
IGC	-8.15%	-6.04%

*Closing stock price at the end of the period

MDIA3 – Average Daily Trading Volume *(R$ million)*



Average Daily Trading Volume:

4Q11 – R$ 3.7 MM

1Q12 – R$ 5.8 MM

2Q12 – R$ 11.4 MM

July/2012* - R$ 19.6 MM

*Data from 07/01/2012 to 07/26/2012

THANKS!

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