

1Q14 Results

May, 2014

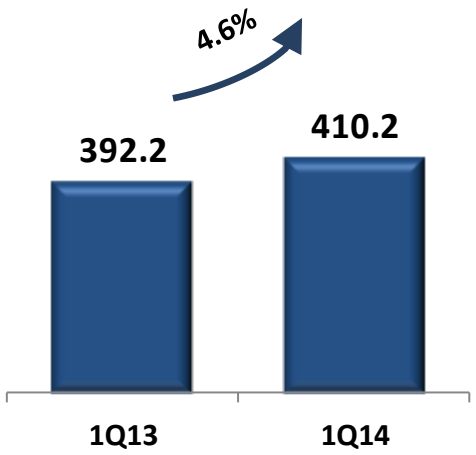
The statements contained in this document related to business prospects are merely tendencies and, as such, are based exclusively on the Management perspectives on the continuity of past and present actions, based on historical facts. These trends do not constitute projections or estimates, and can be 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)

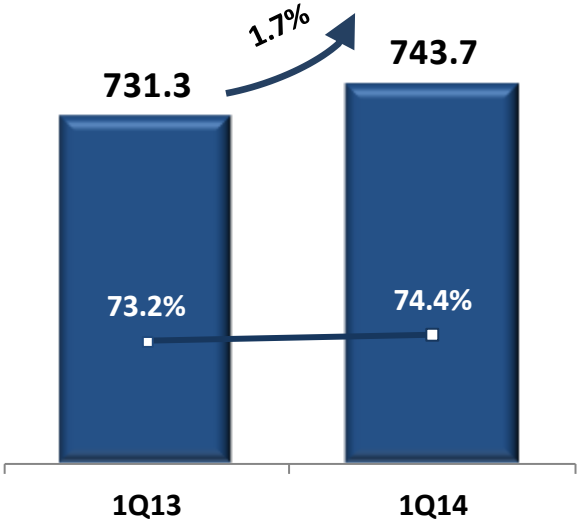


Sales Volume - Breakdown
(in '000 Tonnes, net of returns)

Item/Period	1Q13	1Q14	Δ
Cookies and Crackers	117.0	124.7	6.6%
Pasta	82.2	85.9	4.5%
Wheat Flour and Bran	174.7	184.0	5.3%
Margarine and Shortening	14.7	14.6	-0.7%
Cakes and Snacks	0.5	1.0	100.0%
Total	392.2	410.2	4.6%

Obs: The Volume for the "Other" segment was 3.1 thousand tonnes in 1Q13.

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



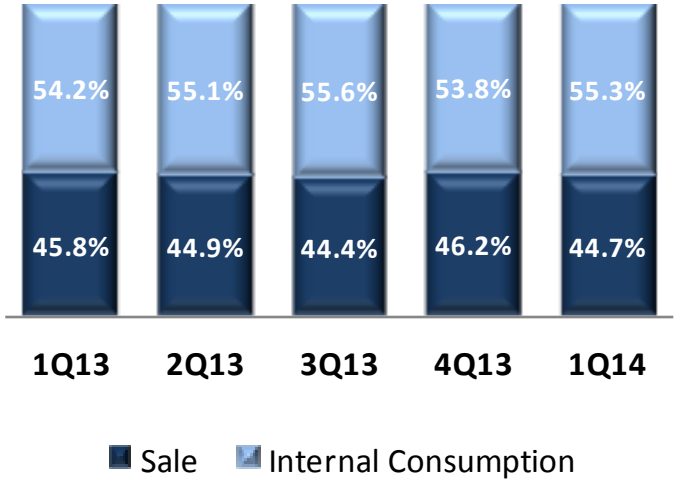
Production Capacity Utilization – Breakdown *(%)*

Item/Period	1Q13	1Q14	Δ
Cookies and Crackers	64.0%	64.6%	0.6 p.p.
Pasta	74.2%	73.1%	-1.1 p.p.
Wheat Flour and Bran	77.9%	81.0%	3.1 p.p.
Margarine and Shortening	70.7%	64.9%	-5.8 p.p.
Cakes and Snacks	27.8%	50.0%	22.2 p.p.
Total	73.2%	74.4%	1.2 p.p.

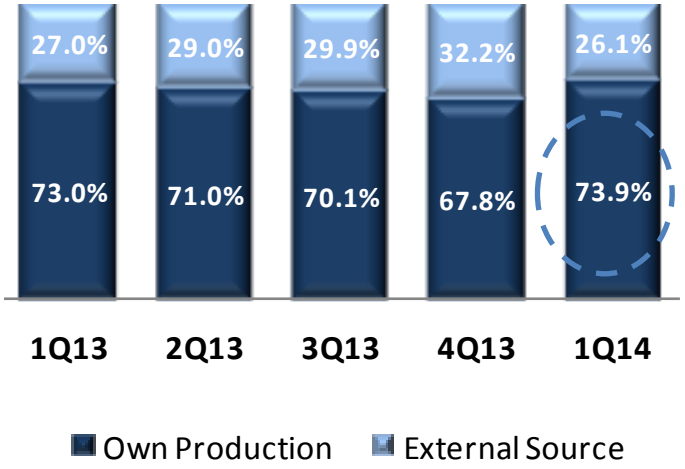
Vertical Integration

Wheat Flour

Production Allocation (%)



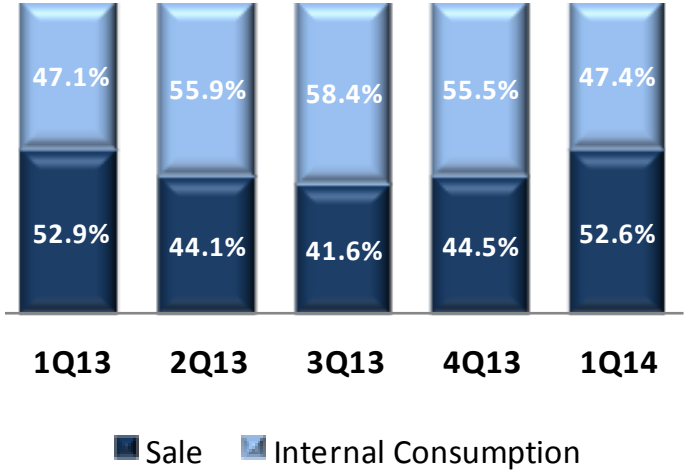
Company's Consumption (%)



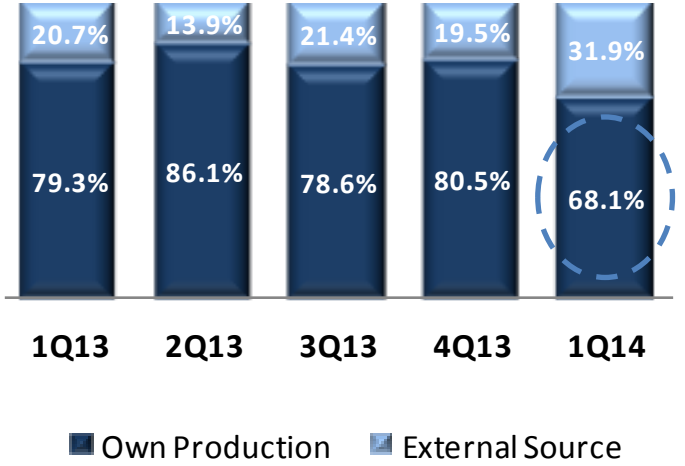
Vertical Integration Index

Vegetable Shortening

Production Allocation (%)



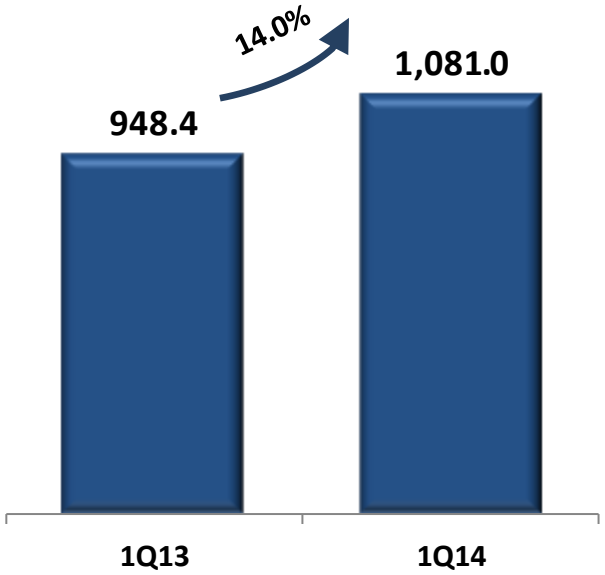
Company's Consumption (%)



Vertical Integration Index

Net Revenue & Net Average Prices

Net Revenue
(R$ million)

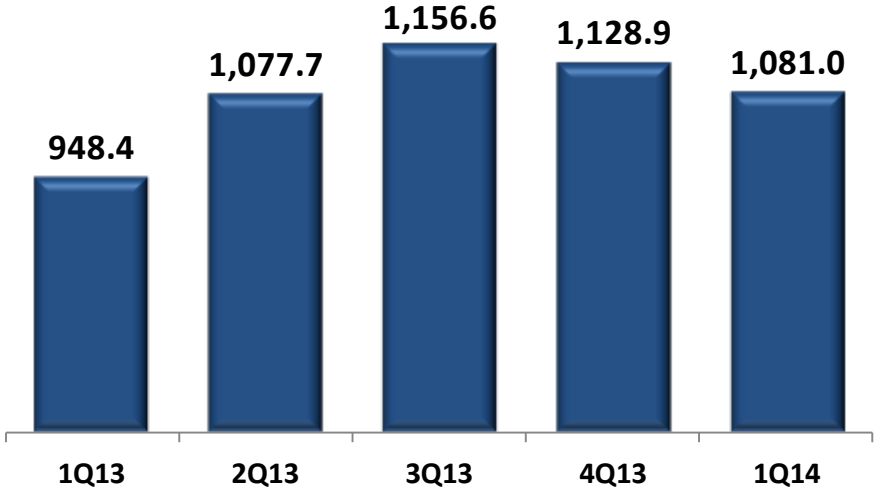


Net Revenue – Breakdown
(R$ million)

Item/Period	1Q13	1Q14	Δ
Cookies and Crackers	493.2	564.9	14.5%
Pasta	214.8	248.5	15.7%
Wheat Flour and Bran	185.0	207.3	12.1%
Margarine and Shortening	46.5	48.5	4.3%
Cakes and Snacks	5.7	11.8	107.0%
Total	948.4	1,081.0	14.0%

Obs: The Net Revenue for the "Other" segment was R$ 3.2 million in 1Q13.

Net Revenue
(R$ million)



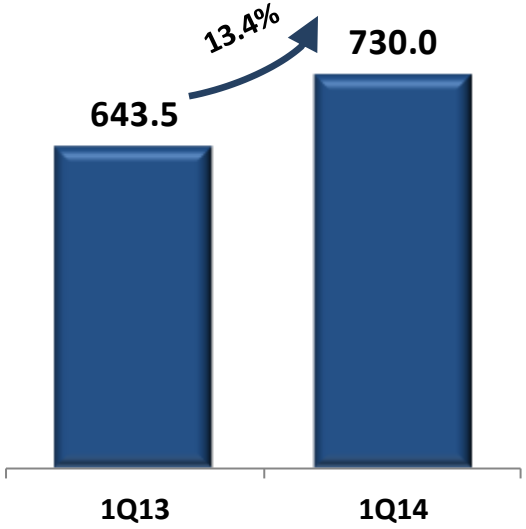
Net Average Prices
(in R$/Kg, net of returns)

Item/Period	1Q13	1Q14	Δ
Cookies and Crackers	4.22	4.53	7.3%
Pasta	2.61	2.89	10.7%
Wheat Flour and Bran	1.06	1.13	6.6%
Margarine and Shortening	3.16	3.32	5.1%
Cakes and Snacks	11.40	11.80	3.5%
Total	2.42	2.64	9.1%

Obs: The Net Average Price for the "Other" segment was 1.03 R$/Kg in 1Q13.

Cogs & Operational Expenses

Cogs
(R$ million)



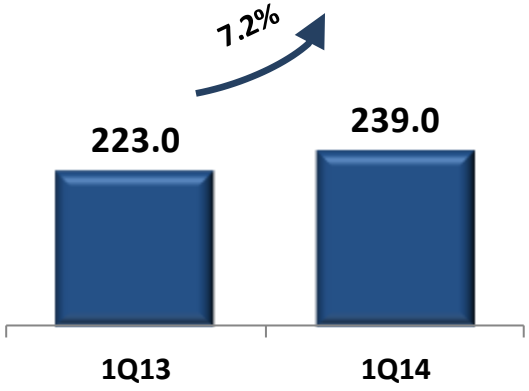
Cogs *(R$ million)*

Item/Period	1Q13	1Q14	Δ
Cogs	643.5	730.0	13.4%
Raw Material	444.9	499.5	12.3%
Other	198.6	230.5	16.1%

Cogs *(R$/Kg)*

Item/Period	1Q13	1Q14	Δ
Cogs/Kg	1.64	1.78	8.5%
Raw Material/Kg	1.13	1.22	7.3%
Other/Kg	0.51	0.56	11.0%

Operational Expenses
(R$ million)



Operational Expenses *(R$ million)*

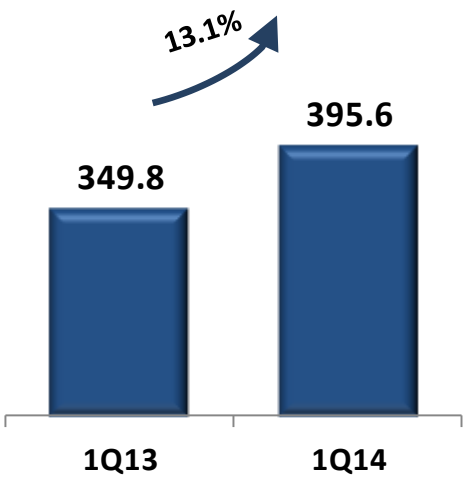
Item/Period	1Q13	1Q14	Δ
Operational Expenses	223.0	239.0	7.2%
Sales Expenses	172.2	182.5	6.0%
Other	50.8	56.5	11.2%

Operational Expenses *(R$/Kg)*

Item/Period	1Q13	1Q14	Δ
Operational Expenses/Kg	0.57	0.58	2.5%
Sales Expenses/Kg	0.44	0.44	1.3%
Other/Kg	0.13	0.14	6.3%

Gross Profit & Gross Margin

Gross Profit*
(R$ million)



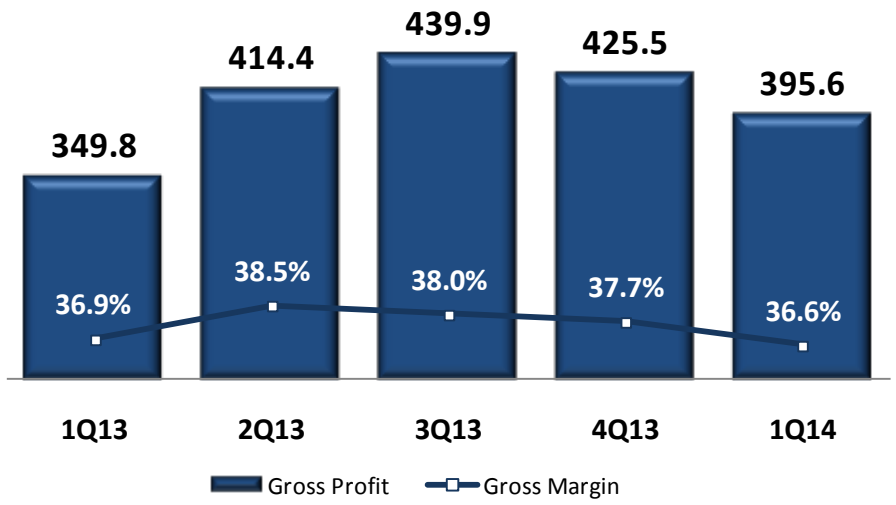
Gross Profit* *(R$ million)* & Gross Margin *(%)*

Item/Period	1Q13	1Q14	Δ
Gross Profit*	349.8	395.6	13.1%
Gross Margin	36.9%	36.6%	-0.3 p.p.

Item/Period	4Q13	1Q14	Δ
Gross Profit*	425.5	395.6	-7.0%
Gross Margin	37.7%	36.6%	-1.1 p.p.

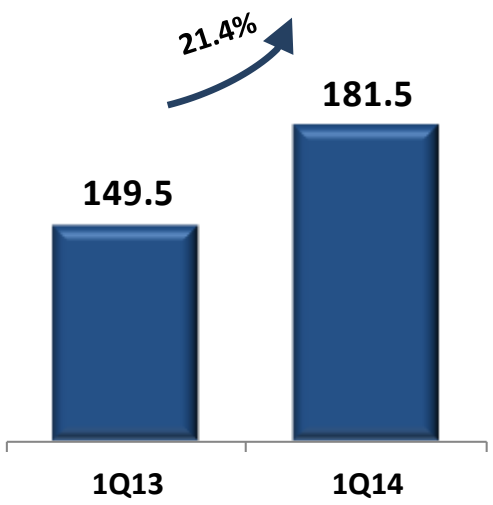
*Gross profit includes subsidies for state investments totaling R$ 44.6 million in 1Q14, R$ 40.6 million in 4Q13 and R$ 44.9 million in 1Q13.

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



EBITDA & EBITDA Margin

EBITDA
(R$ million)

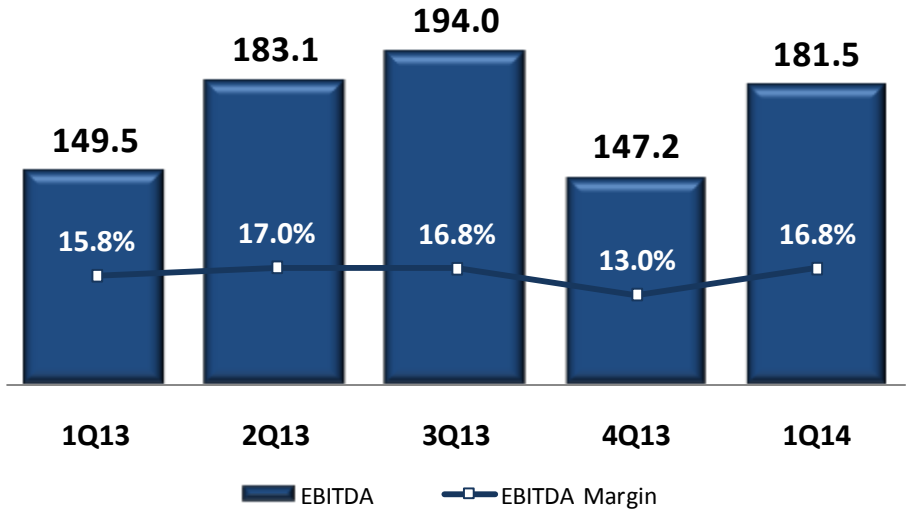


EBITDA *(R$ million)* & EBITDA Margin *(%)*

Item/Period	1Q13	1Q14	Δ
EBITDA	149.5	181.5	21.4%
EBITDA Margin	15.8%	16.8%	1.0 p.p.

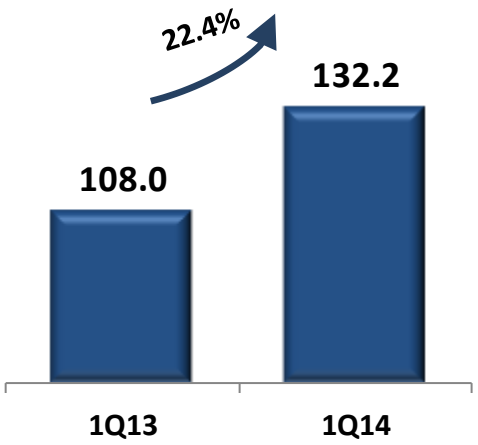
Item/Period	4Q13	1Q14	Δ
EBITDA	147.2	181.5	23.3%
EBITDA Margin	13.0%	16.8%	3.8 p.p.

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



Net Profit & Net Margin

Net Profit *(R$ million)*

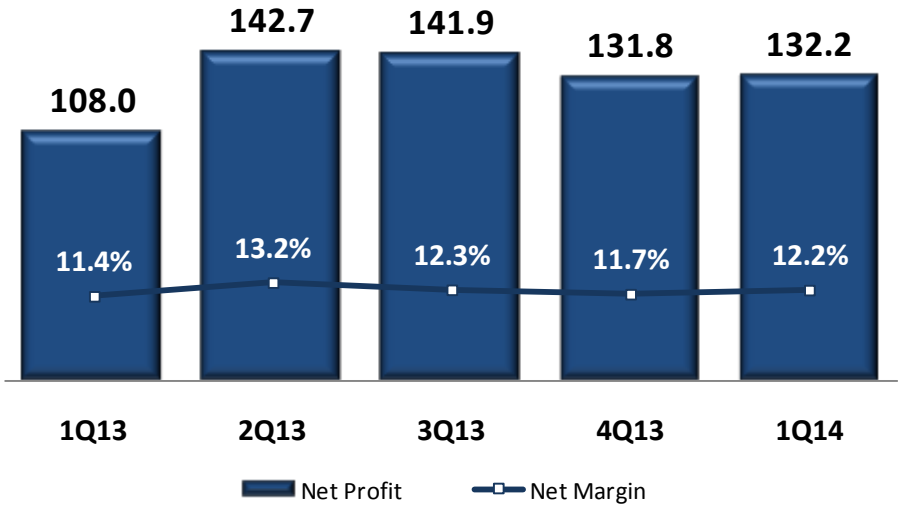


Net Profit *(R$ million)* & Net Margin *(%)*

Item/Period	1Q13	1Q14	Δ
Net Profit	108.0	132.2	22.4%
Net Margin	11.4%	12.2%	0.8 p.p.

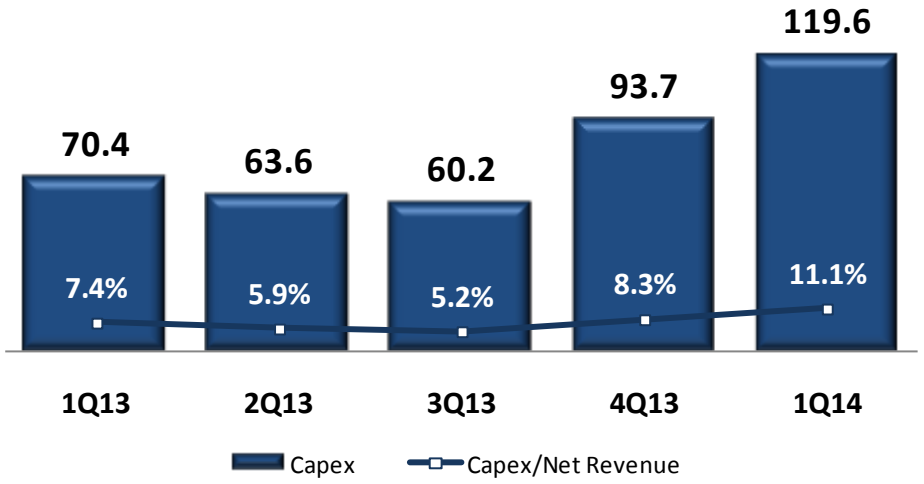
Item/Period	4Q13	1Q14	Δ
Net Profit	131.8	132.2	0.3%
Net Margin	11.7%	12.2%	0.5 p.p.

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



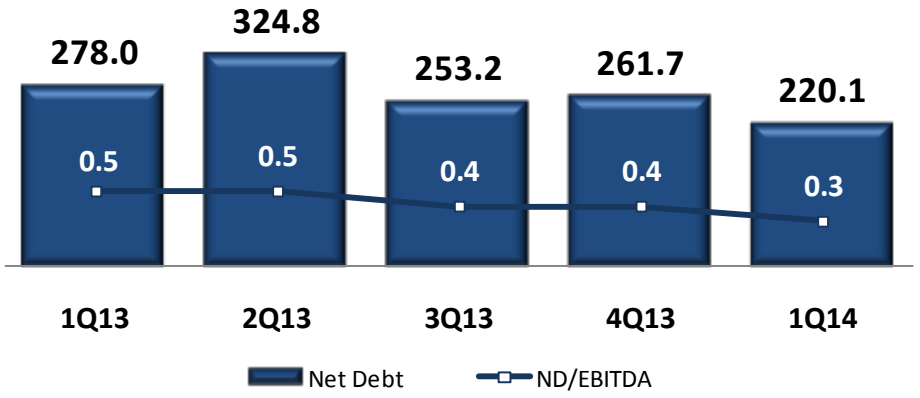
Capex & Net Debt

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



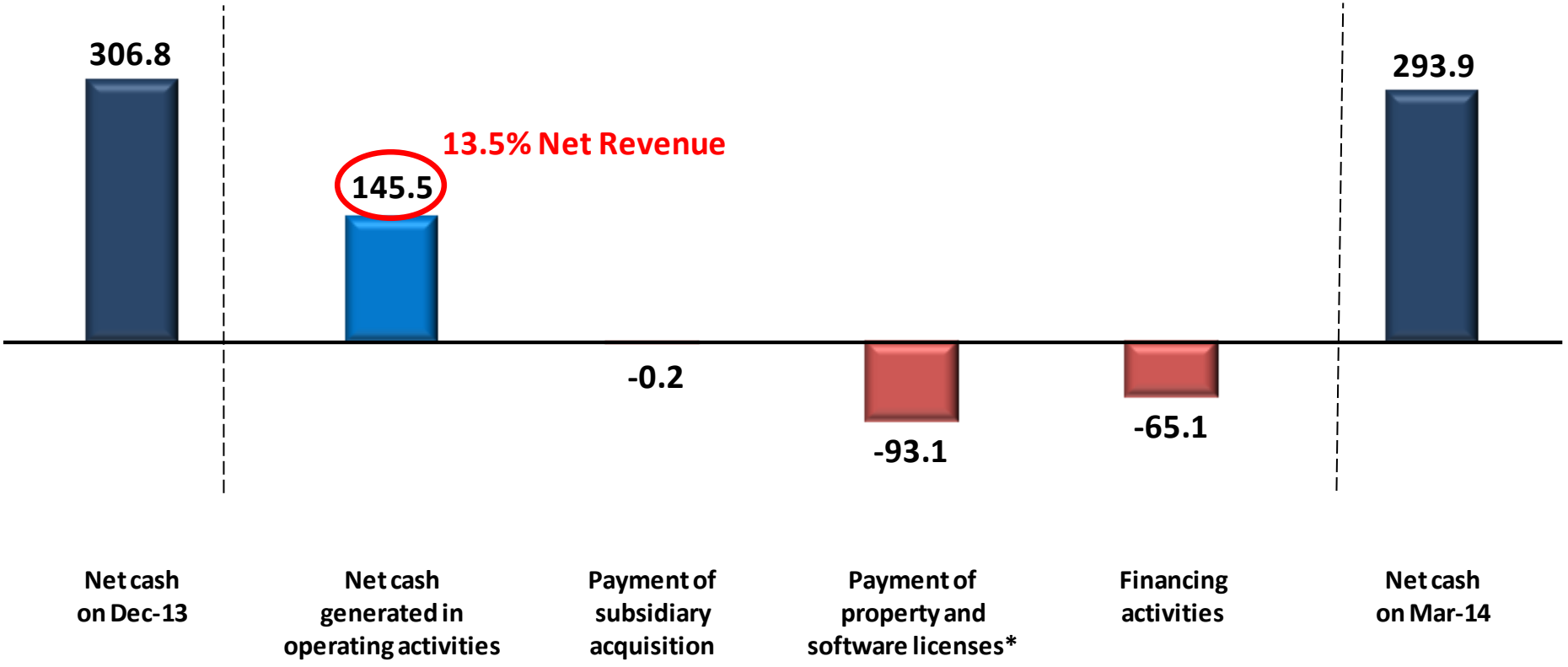
* Capex value does not include acquisitions.

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



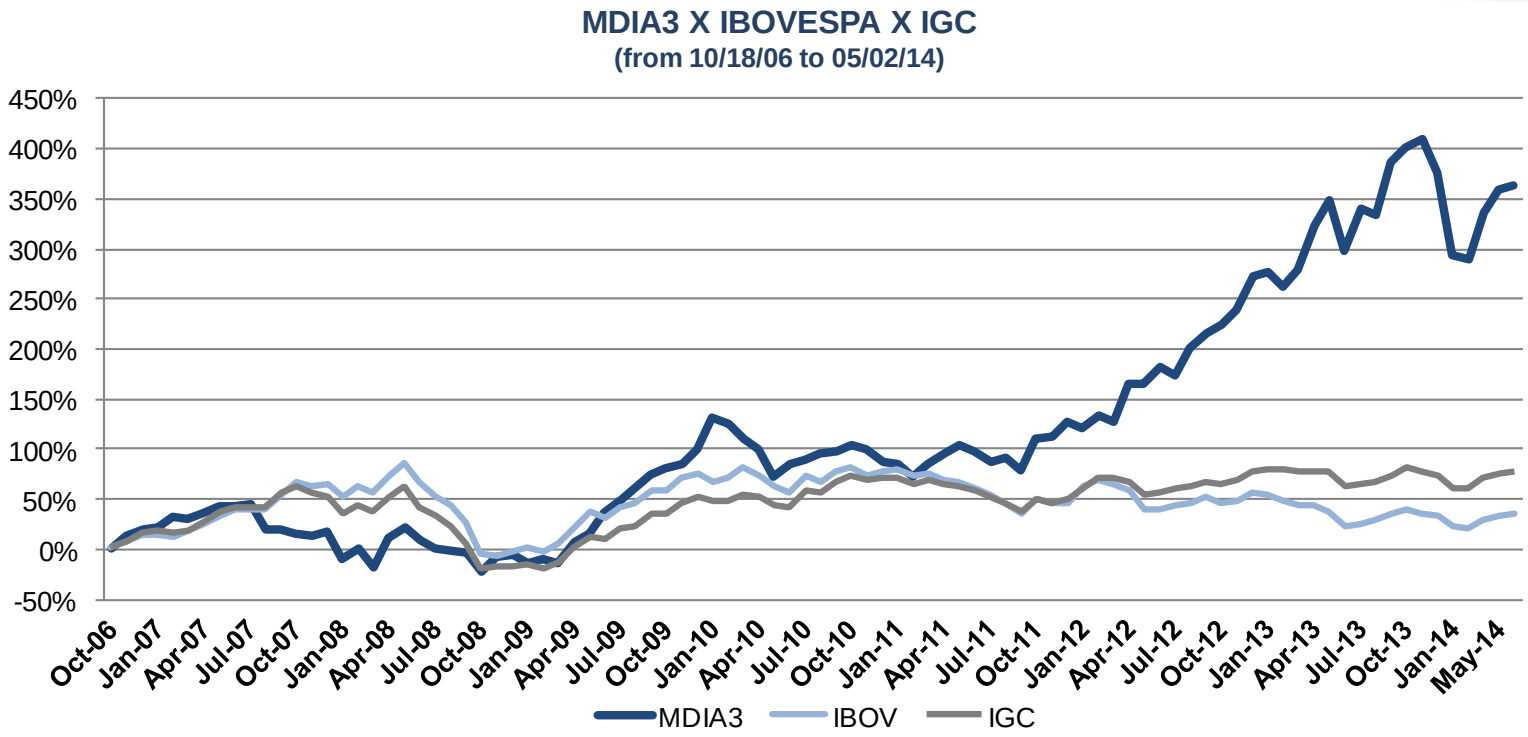
Cash Flow

Cash Flow Evolution – 1Q14 *(R$ million)*



*Software licenses represented R$ 1.0 million in 1Q14

Capital Market



Price Evolution, Liquidity and Stock Performance	1Q14	1Q13
MDIA3		
Stock price (R$)*	91.40	79.75
Average Daily Trading Volume (R$ Million)	11.9	14.3
Performance		
MDIA3	-8.60%	2.17%
Ibovespa	-2.12%	-7.55%
IGC	-1.87%	-0.26%

*Closing stock price at the end of the period

Average Daily Trading Volume:

1Q13 – R$ 14.3 MM

2Q13 – R$ 25.1 MM

3Q13 – R$ 13.7 MM

4Q13 – R$ 13.5 MM

1Q14 – R$ 11.9 MM

THANKS!

Contacts:

Geraldo Luciano Mattos Júnior
Controlling and Investment Vice President
Ph: +55 85 4005 5667
e-mail: geraldo@mdiasbranco.com.br

Bruno Cals de Oliveira
Investor Relations
Ph: +55 11 3883 9273 / +55 85 4005 5952
e-mail: bruno.cals@mdiasbranco.com.br