



Results – 1Q08

M. Dias Branco
Tradição & Qualidade

This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of M Dias Branco are merely projections and, as such, are based exclusively on the expectations of the management concerning the future of the business. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian and international economies and the industry, therefore, subject to change without prior notice.

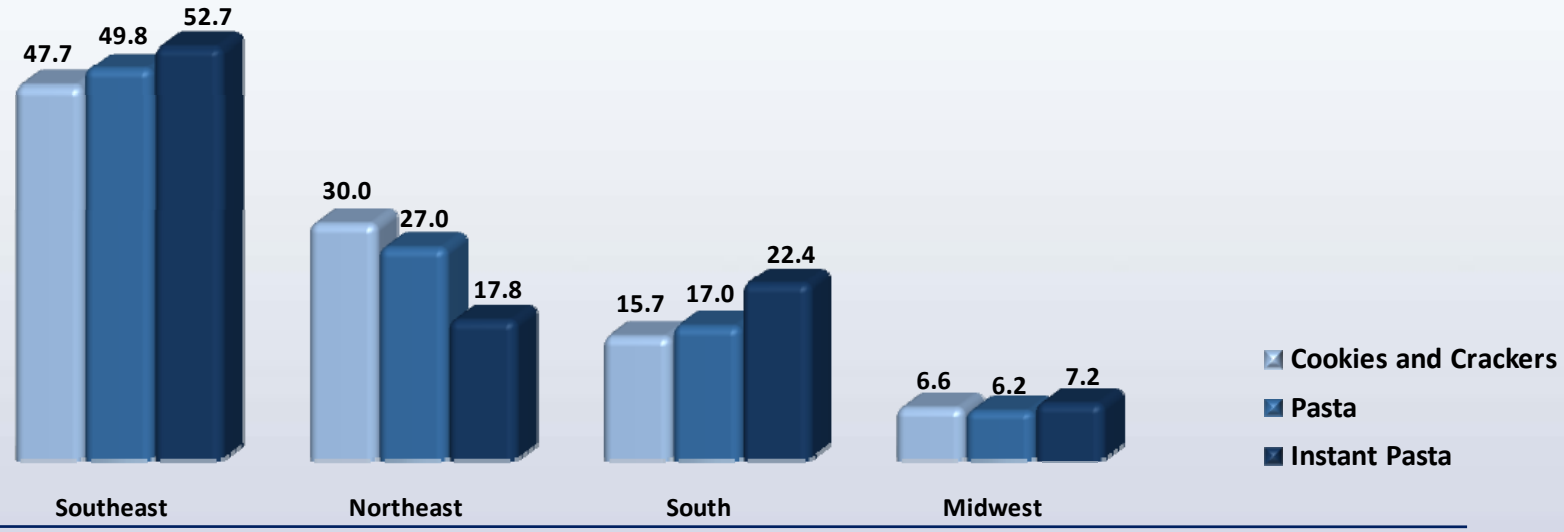


Sector Performance and Main Raw Materials

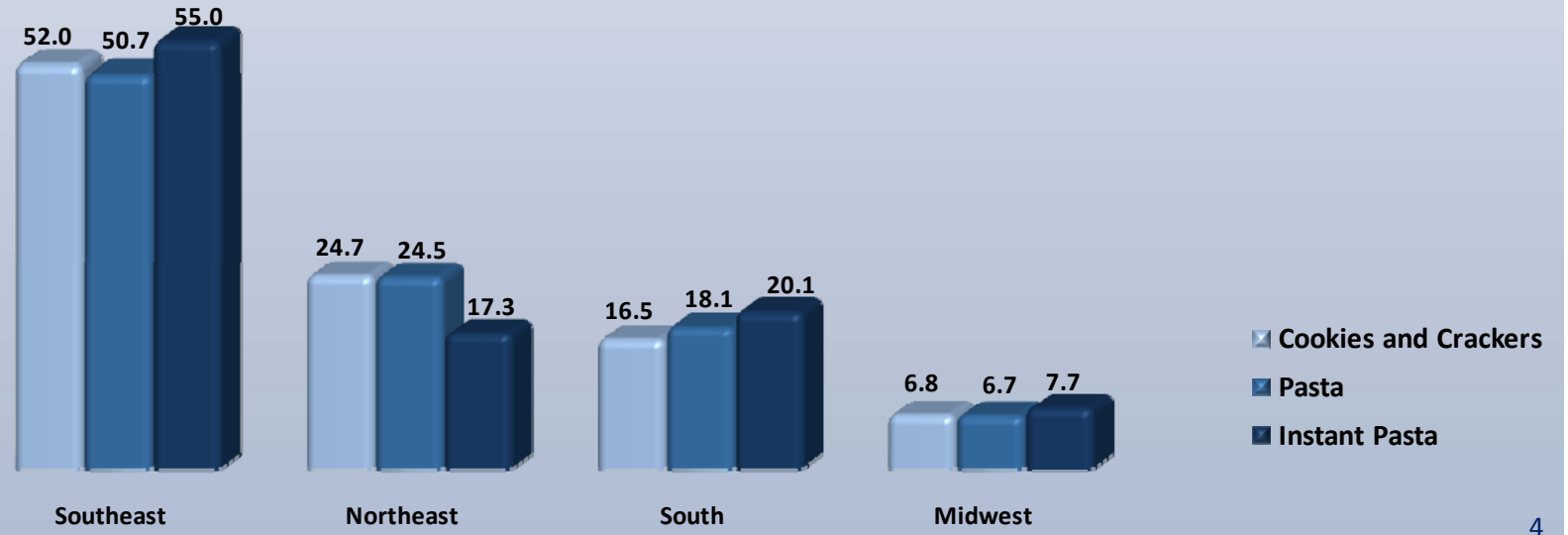
Brazilian Market – sales by Region

2M08 (%)

Volume



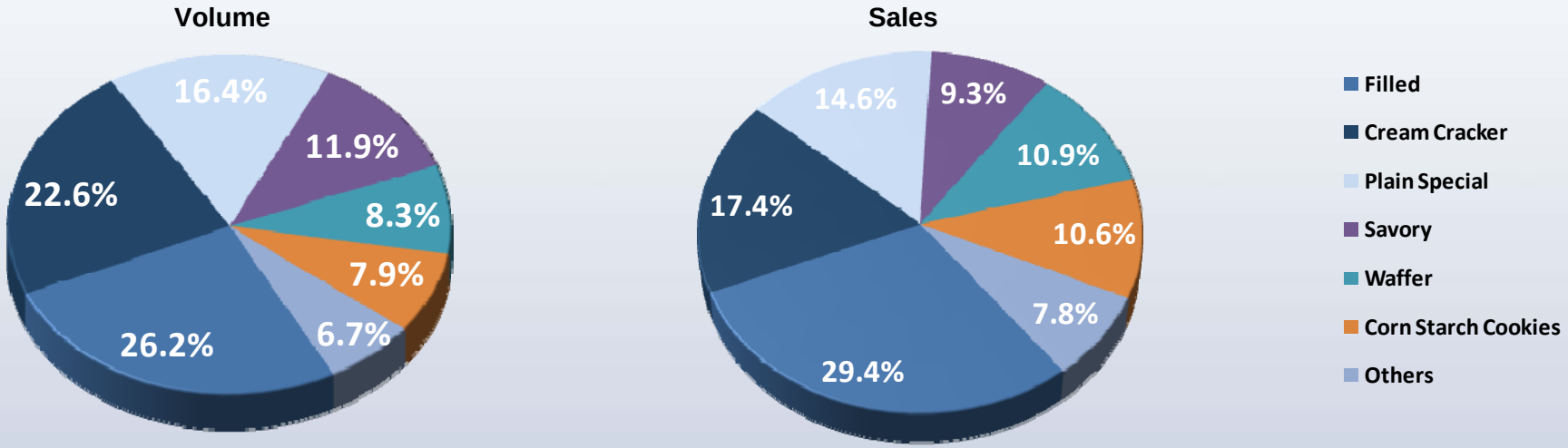
Sales



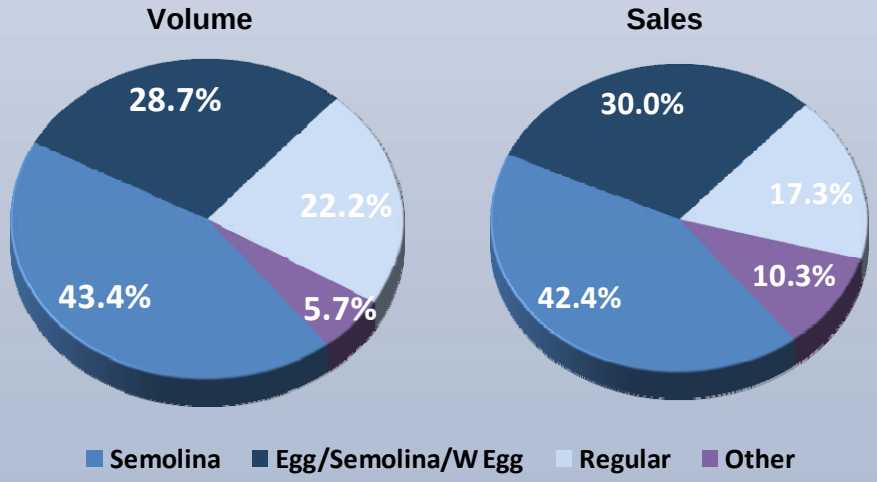
Brazilian Market – sales by Segment

2M08 (%)

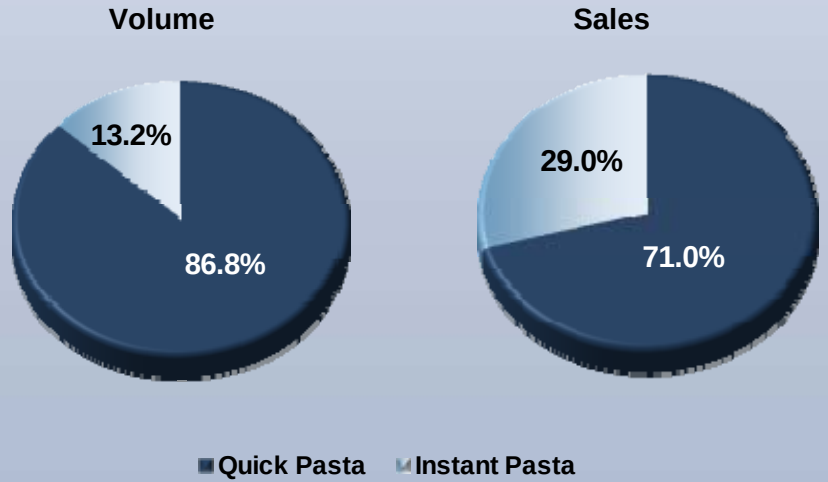
Cookies and Crackers



Pasta

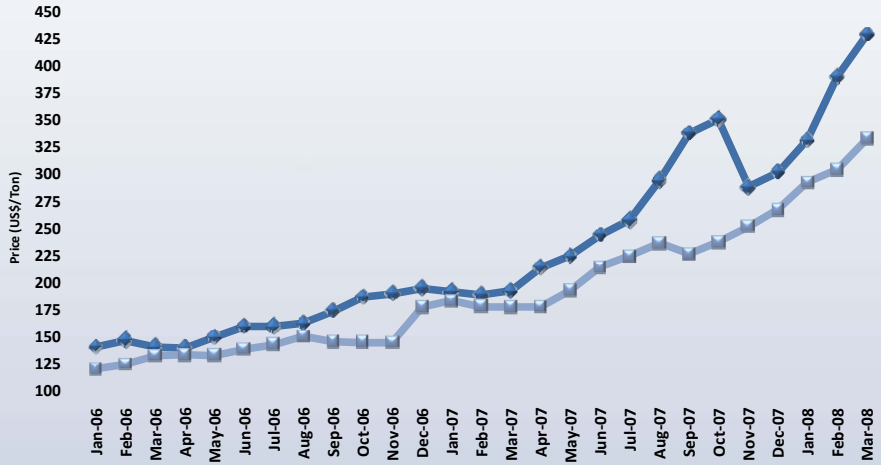


Instant Pasta

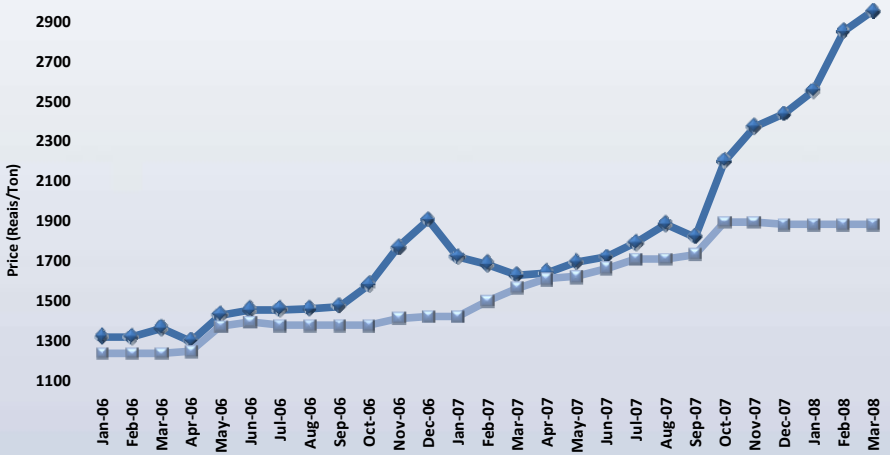


Wheat, Soy Oil and Palm Oil

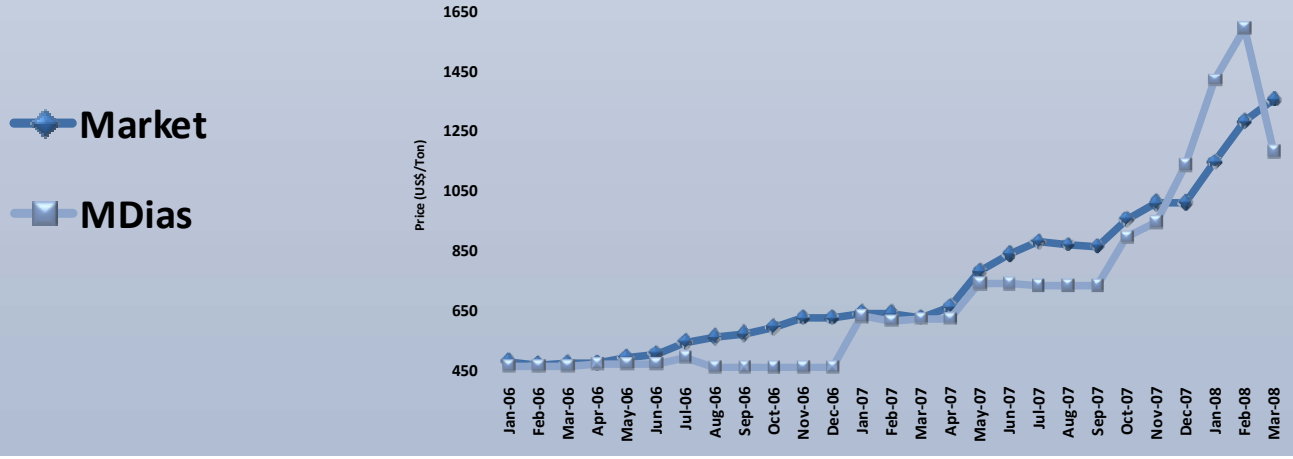
Wheat Acquisition Average Price
Market x M. Dias Branco

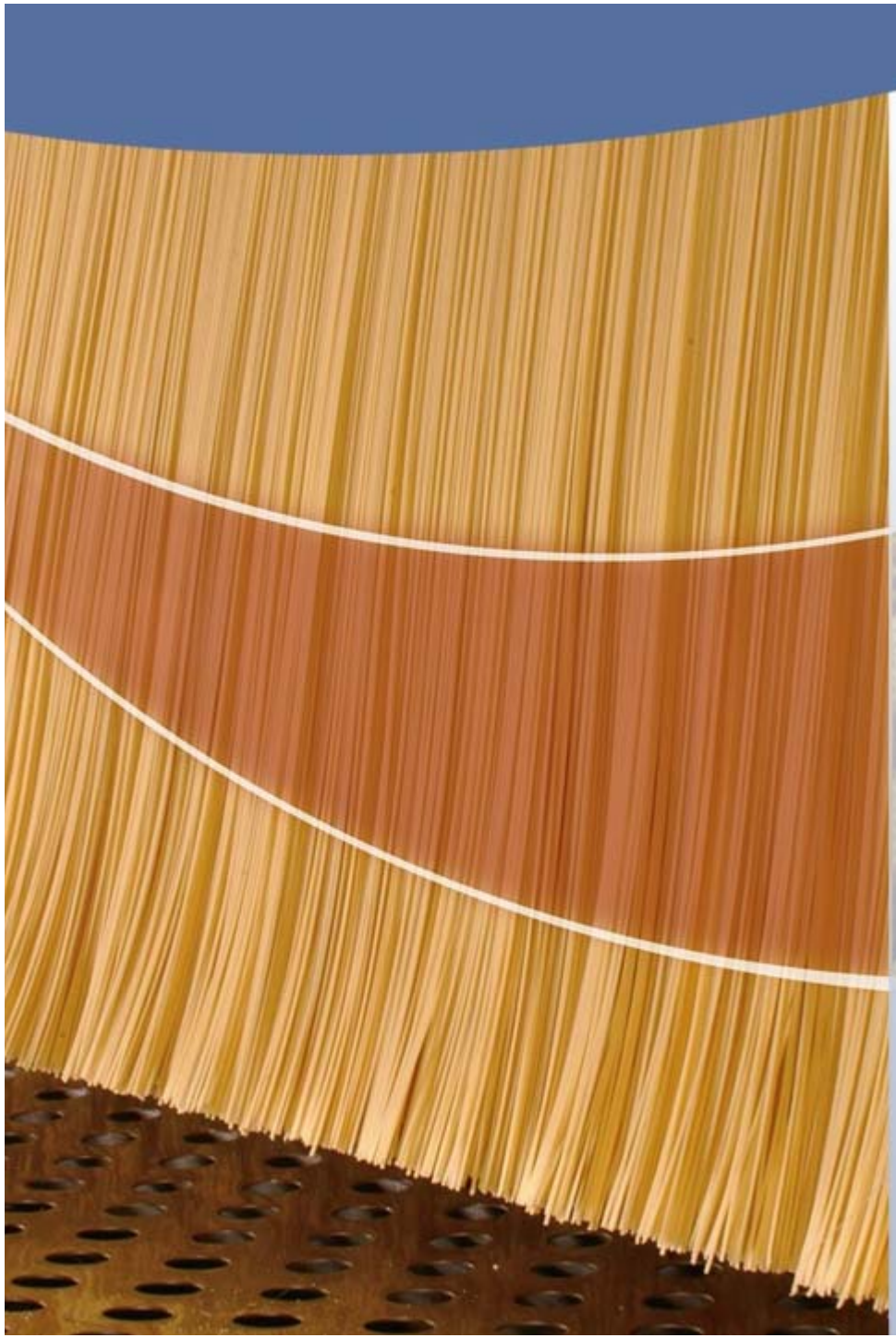


Soy Oil Acquisition Average Price
Market x M. Dias Branco



Palm Oil Acquisition Average Price
Market x M. Dias Branco



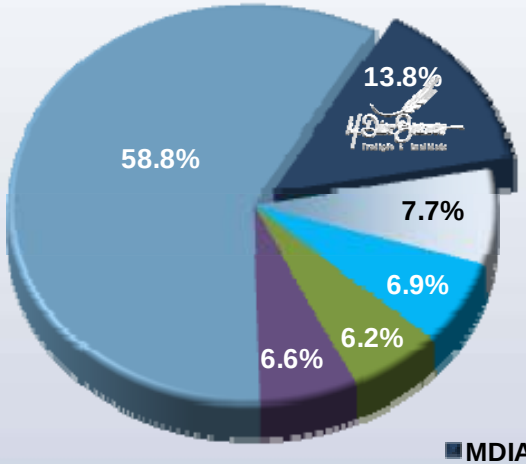


Operating Highlights

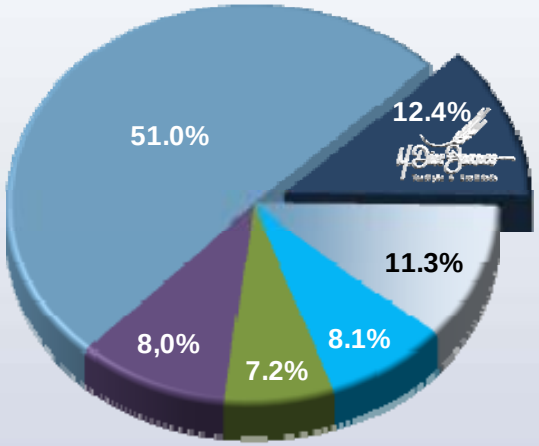
Market Share
2M07 – 2M08 (%)

Cookies and Crackers

Volume



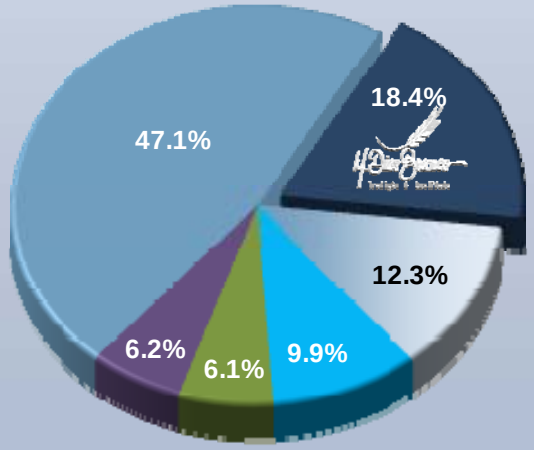
Sales



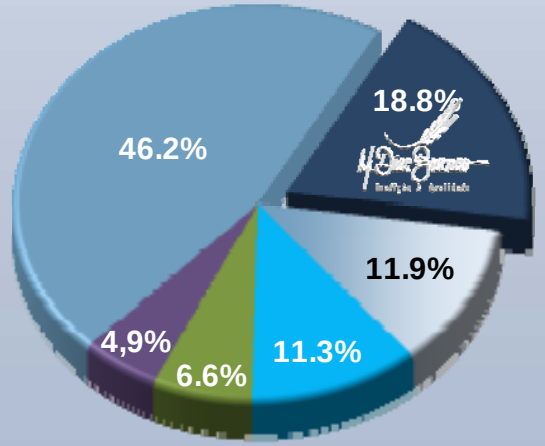
MDIAS A B C D Others

Pasta

Volume



Sales



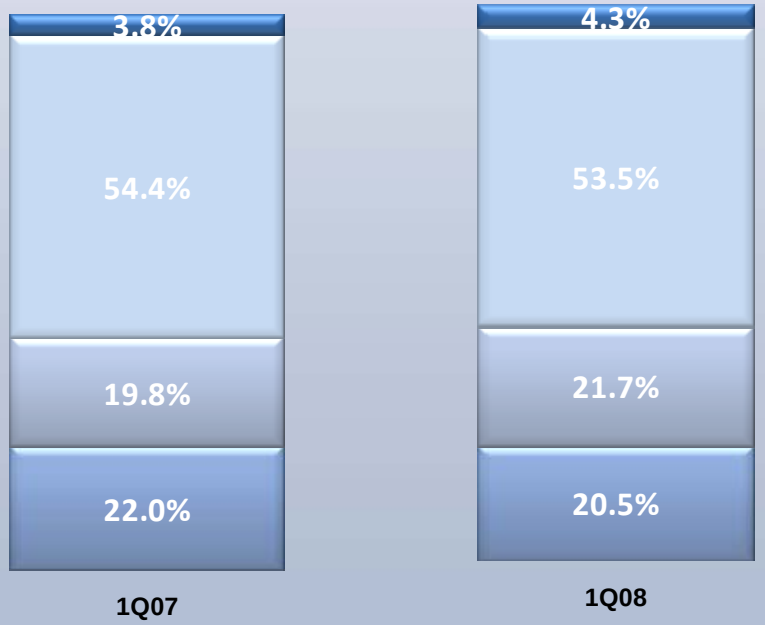
MDIAS A B C D Others

Total Sales

Total Sales Volume (Thousand Tons)

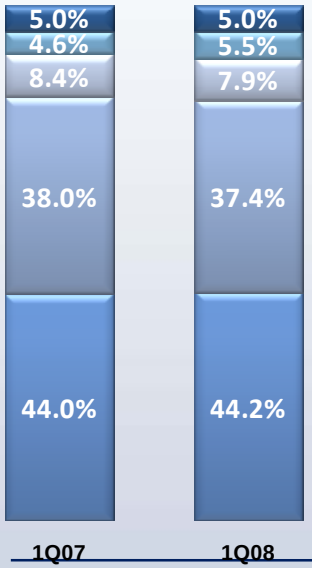


Sales Volume Breakdown (Thousand Tons)



Client Basis

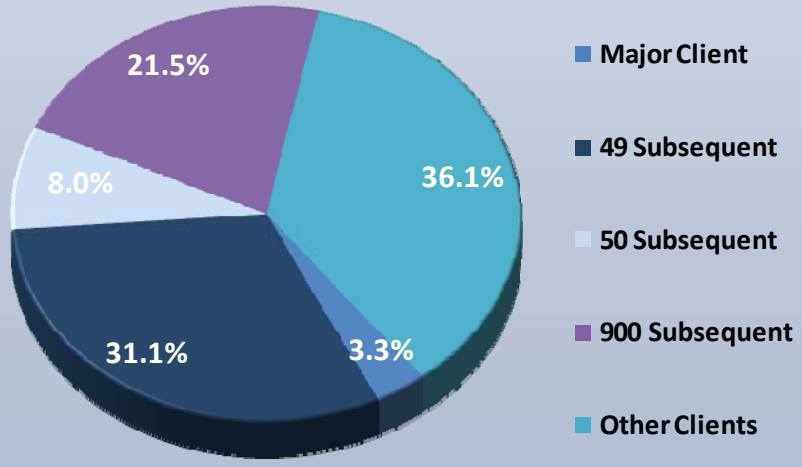
Client Mix



- Other
- Industry
- Main Channels
- Wholesale/ Distributers
- Retail

- Large Client Base
- Low dependency of main chains
- Strong presence in the small retail and small supermarkets

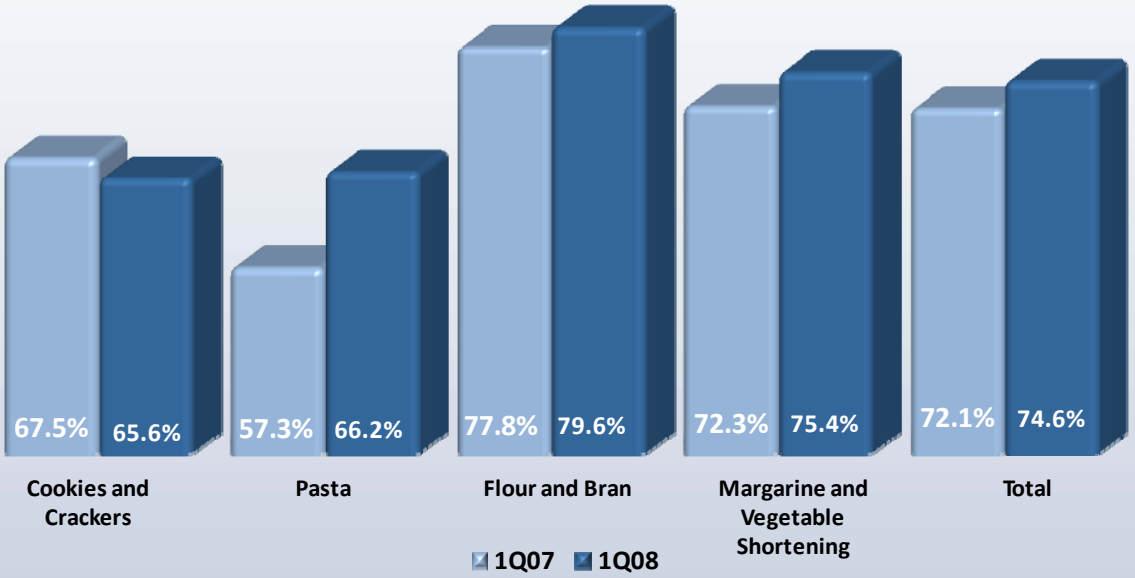
Client Participation in Sales Volume 1Q08



- Fragmented Revenue
- 50 main clients are only responsible for 34.4% of sales

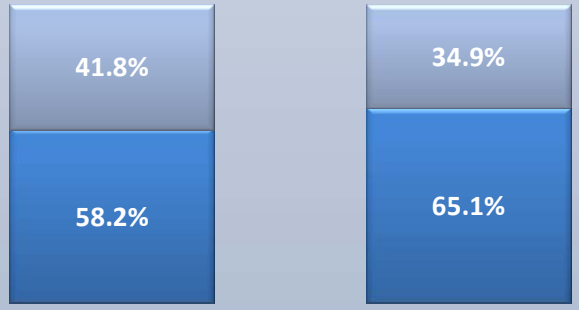
Production Capacity

Production Capacity Ocupation – %

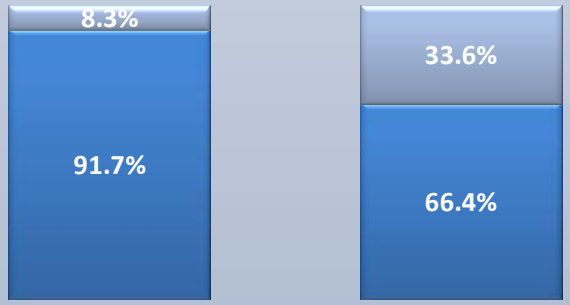


Vertical Integration – %

Production Destination



Company's Consumption



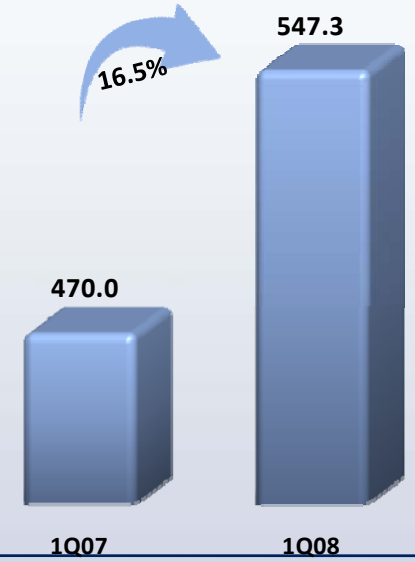


Financial Highlights

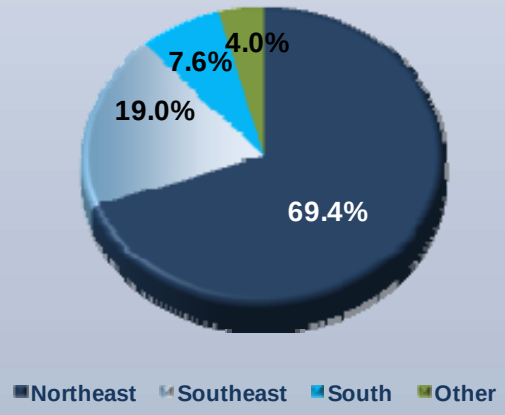
Gross Revenue

(R$ Million)

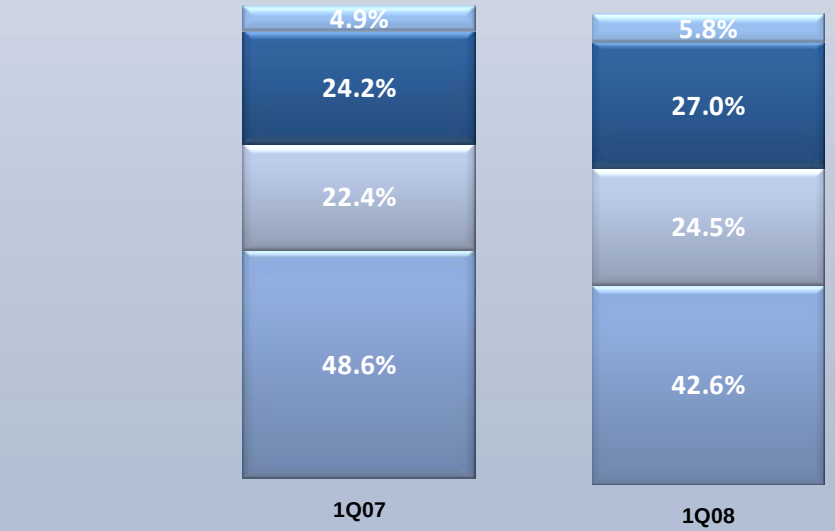
Gross Revenue (R$ MM)



Sales Value by Region (% of Gross Revenue) – 1Q08

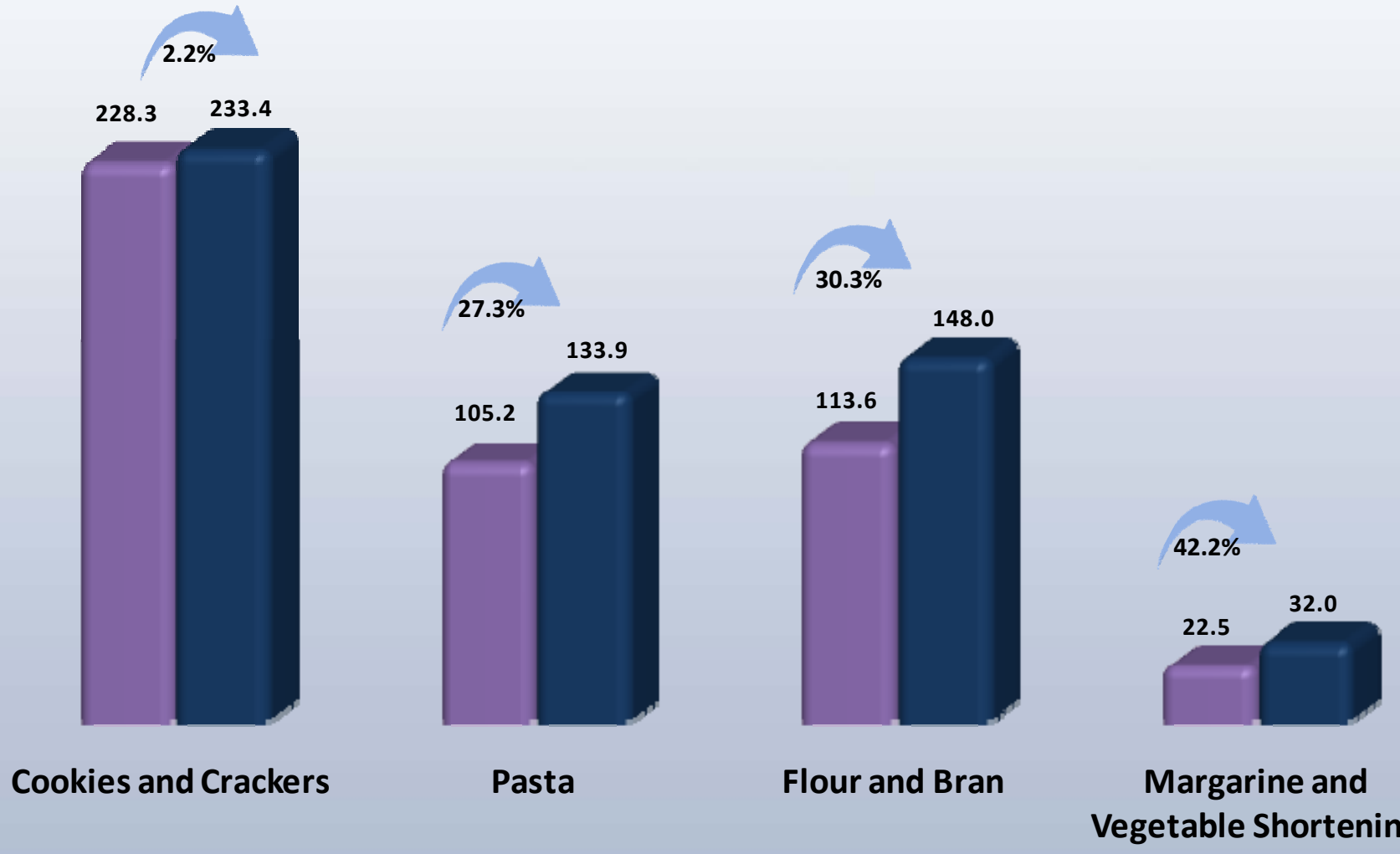


Gross Revenue Breakdown



Gross Revenue by Segment

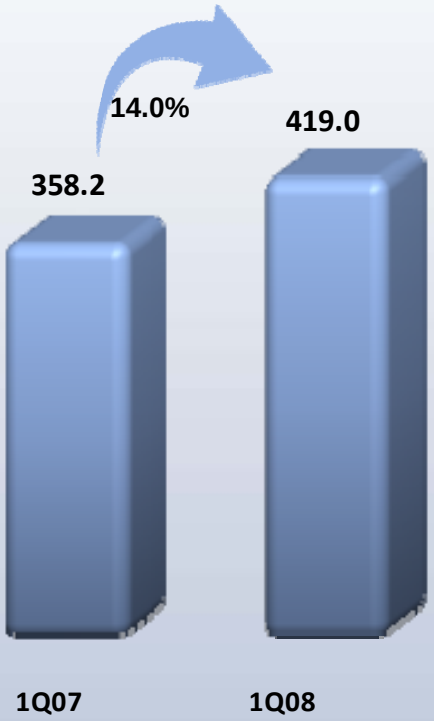
(R$ Million)



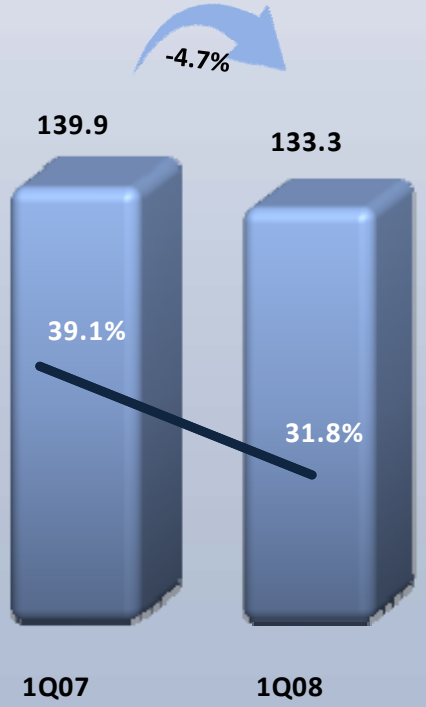
Net Revenue and Gross Profit

(R$ Million)

Net Revenue



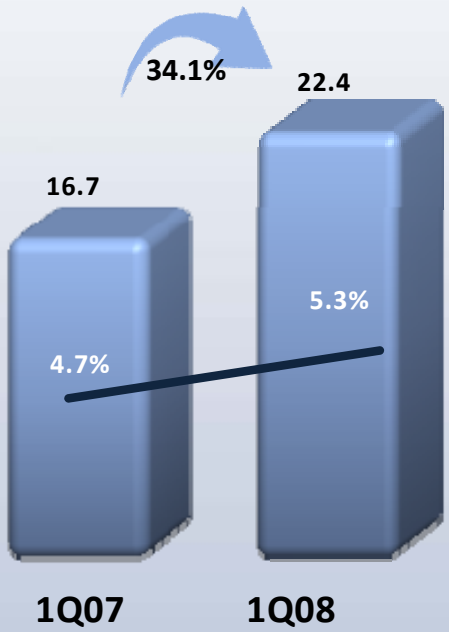
Gross Profit and Gross Margin



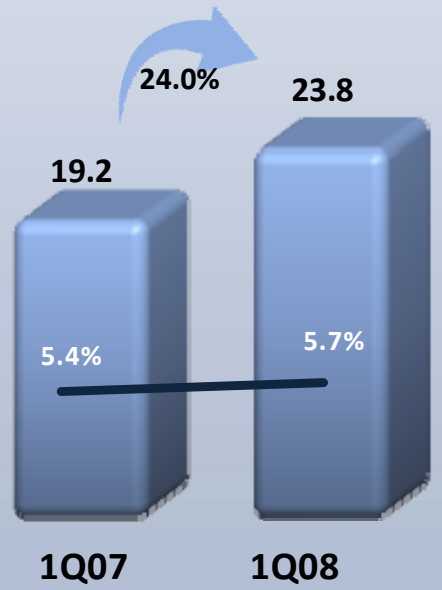
Net Income and Tax Incentives

(R$ Million)

Net Income and Net Margin



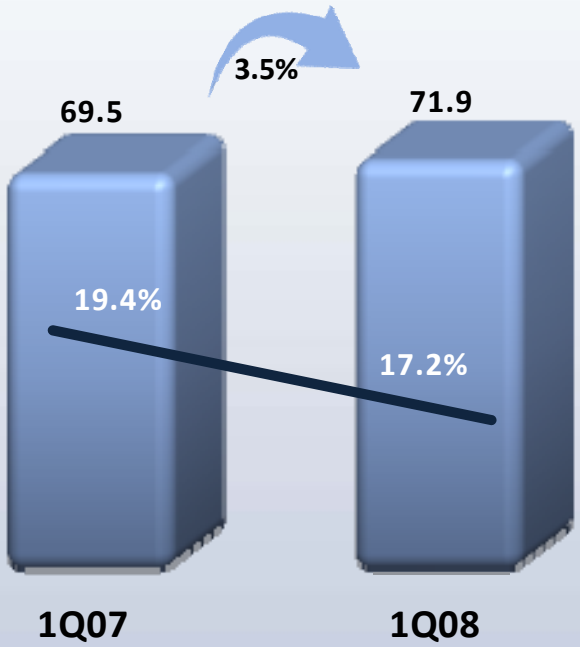
Tax Incentives (R$ Million)



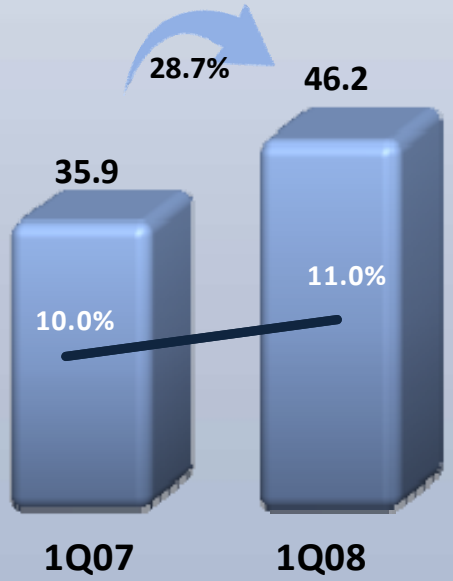
EBITDA and Results after Tax Incentives

(R$ Million)

EBITDA and Margin EBITDA



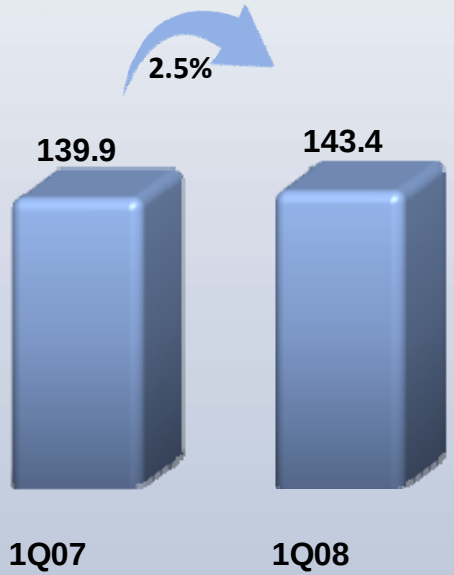
Results after Tax Incentives



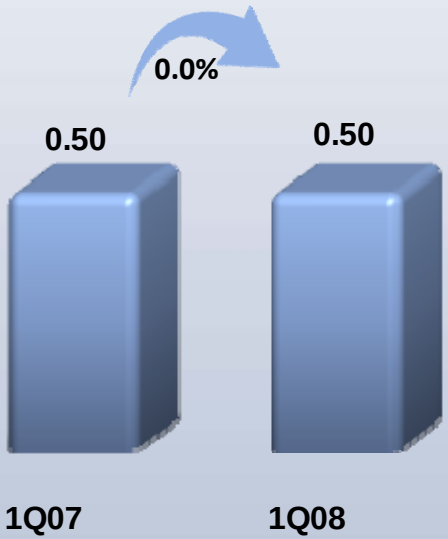
Indebtedness

(R$ Million)

Net Debt

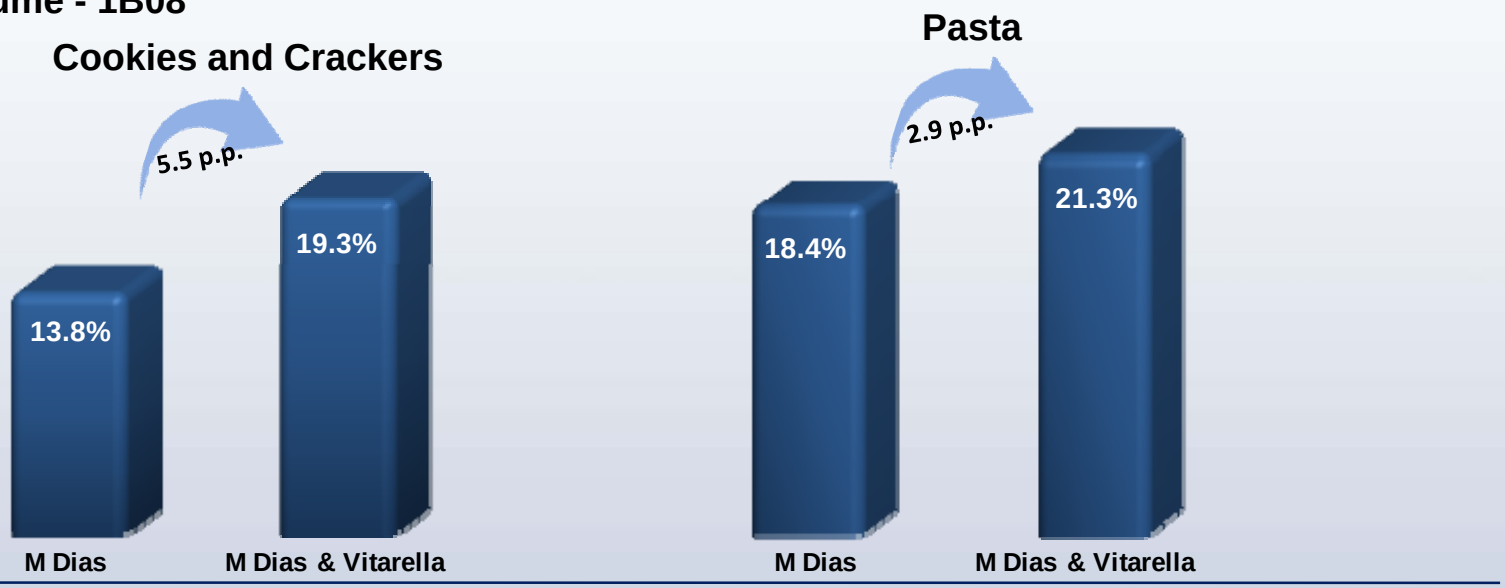


Net Debt by EBITDA

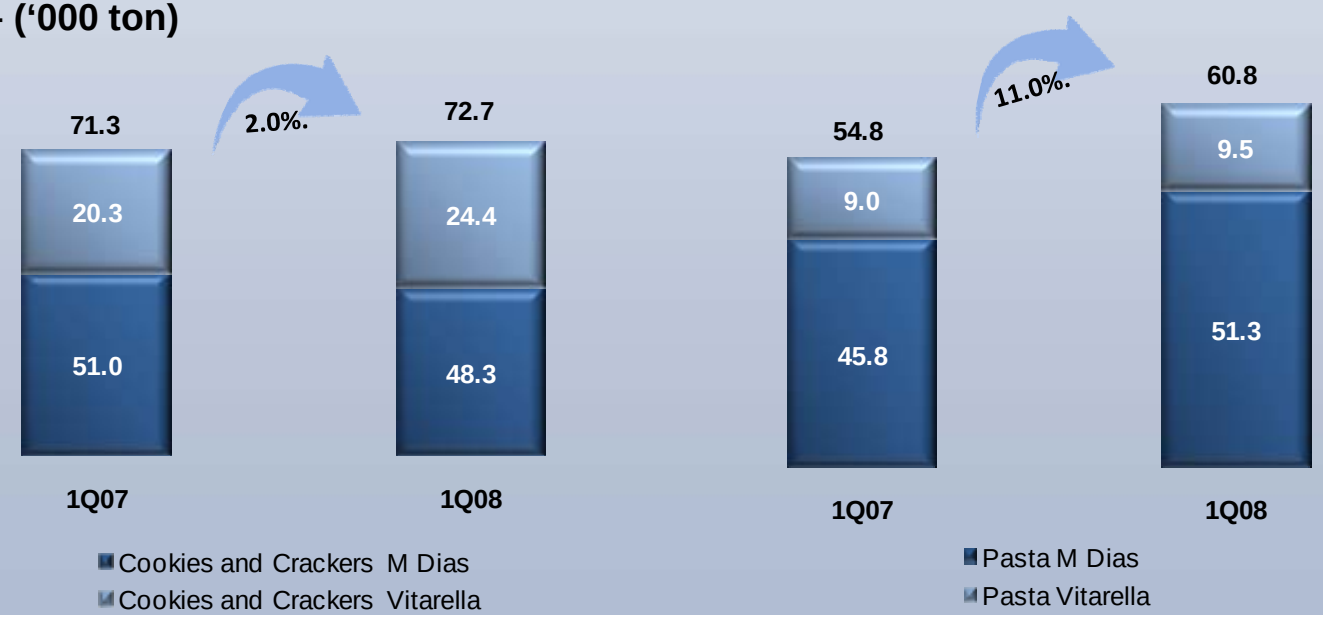


Operational Highlights Pro-Forma
(M Dias & Vitarella)

Market-Share Volume - 1B08



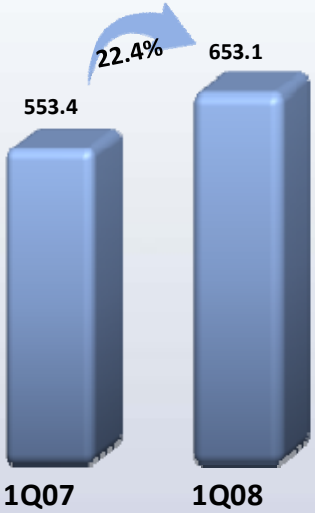
Sales Volume – ('000 ton)



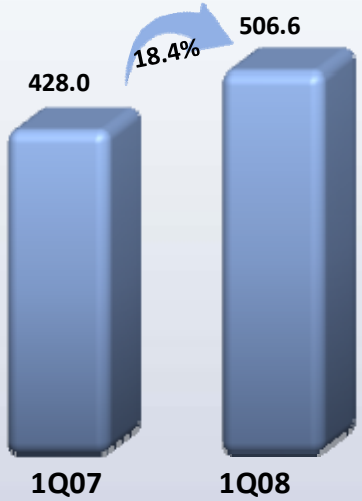
Financial Highlights Pro-Forma

(M Dias & Vitarella)

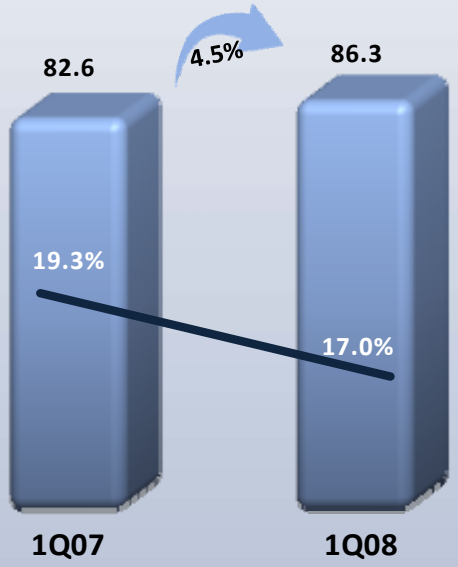
Gross Revenue



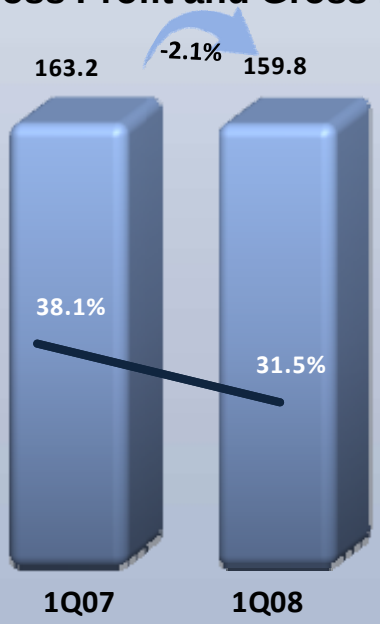
Net Revenue



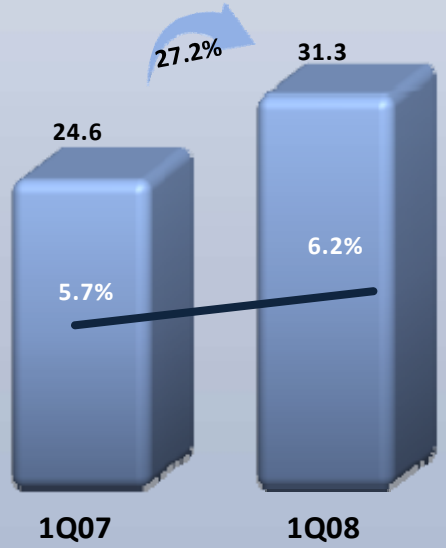
EBITDA and Margin EBITDA



Gross Profit and Gross Margin

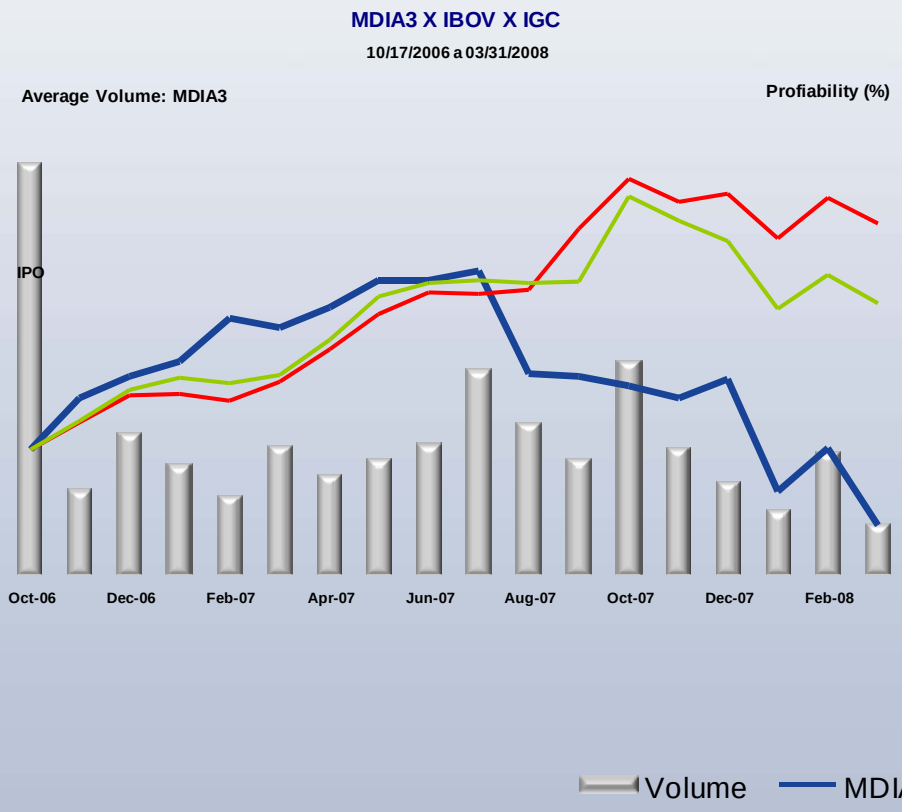


Net Income and Net Margin

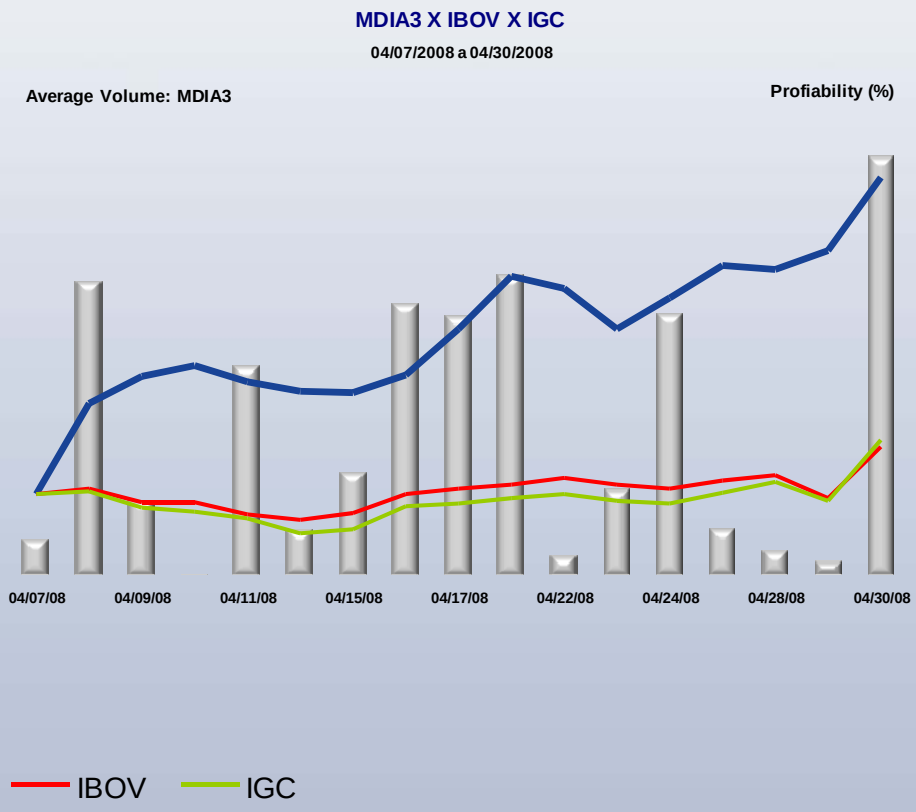


Share Price Evolution

Before – Aquisição Vitarella



After – Aquisição Vitarella



Volume MDIA3 IBOV IGC

Corporate Governance

- M. Dias Branco hires Market Maker (CREDIT SUISSE).

- Ordinary Shareholders Meeting – April 29:

  - Reelected the members of the Board of Directors
  - Installation of the Fiscal Council
  - Payment of dividends of R$30.5 million to our shareholders, representing R$0.265261 per share

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