

COMPANY'S FACT SHEET

ENTREPRENEURIAL HISTORY

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 of Brazil

2002

Continued vertical integration

2018

Continuous growth

2015/16 

Continued vertical integration
Restructuring of sales model

2014 

Entering new categories

2011/12

Continued acquisitions

2008 

Building market leadership

2006 

IPO

2005

Integrated production model

2003

New plant and expansion into South and Southeast market through acquisitions

GLOBAL MARKET PROTAGONISM



COOKIES & CRACKERS

7th biggest company of cookies & crackers

1st In Latin América

Mondelez (USA)

Kellogg's (USA)

Campbell's (USA)

Nestlé (SUI)

Pepsico Inc (USA)

United Biscuits (SCT)

M. Dias Branco (BRA)



PASTAS

Barilla (ITA)

Grupo Ebro Puelva (ESP)

Nestlé (SUI)

De Cecco (ITA)

Makfa OAO (RUS)

M. Dias Branco (BR)

6th biggest company of pastas

1st In Latin América

Source: Euromonitor 2014

GLOBAL MARKET

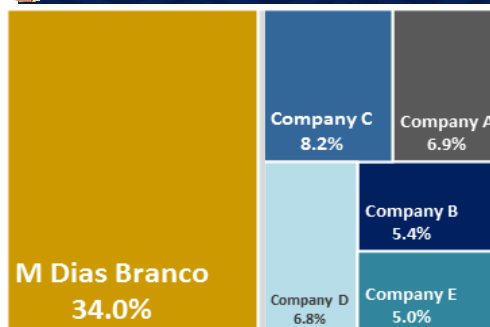
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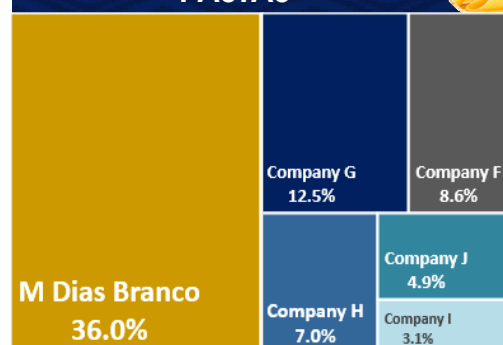
NATIONAL MARKET LEADERSHIP



MARKET SHARE VOLUME: COOKIES & CRACKERS



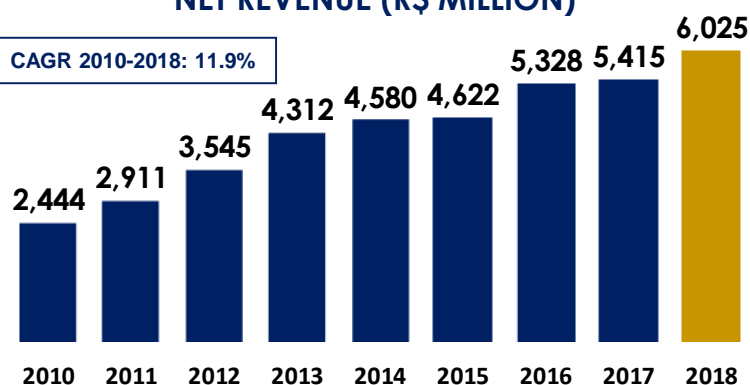
MARKET SHARE VOLUME: PASTAS



Source: Nielsen 2018

REVENUE EVOLUTION

NET REVENUE (R\$ MILLION)



INTERNATIONAL CERTIFICATIONS



2 MARGARINES & VEGETABLE SHORTENING PLANTS

7 MILLS

10 INDUSTRIAL PLANTS

38 DISTRIBUTION CENTERS

10 CATEGORIES



BISCUITS



SNACKS



PASTAS



MINI CAKES



TOASTS



POWDER JUICE



MARGARINES AND VEGETABLE FAT SPREAD



VEGETABLE SHORTENING



WHEAT FLOUR



CAKE MIX



MAIN BRANDS



DIFFERENTIALS



National and Worldwide Market Leadership



Diversity of categories, segments and brands, reaching all economic strata



Vertically Integrated and Efficient Production Process



Experienced management team and qualified employees



Financial solidity and strong cash flow generation to support its growth strategy



Sustainability in economic, environmental and social aspects

Web Site: www.mdiasbranco.com.br

Contact: export@mdiasbranco.com.br

Phone: (+55 85) 4005-5550



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IBRX

Ações com Governança Corporativa Diferenciada

IGC

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ITAG



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INDX

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IBRA

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