

# Trade and Diversification in Global Value Chains





**We are BRF**

**One of the world's  
largest  
food companies .**



For nearly 90 years, we have been providing delicious foods around the world with **agility**, **simplicity** and **efficiency**

From the fields to the dinner table, our **integrated chain** is driven by **sustainable business management** and our **passion for producing quality foods**.



**5 million**  
Tons of food  
products  
produced per year



**+500.000**  
Deliveries per month



**+300.000**  
Customers



**+130**  
Countries



We are a Brazilian company offering strong brands and products for the most diverse occasions. We offer a broad portfolio of high added value products, produced with a high level of quality and safety



**Sadia**



**Qualy**



# Operations in more than 130 countries

Nearly  
**100.000**  
employees

**58**  
Distribution Centers

**46**  
Production Units

**10.000**  
Integrated  
Producers

## Paraguay

1 Production Unit  
Commercial office

## Uruguay

1 Production Unit  
Commercial office

## Chile

1 Production Unit  
Commercial office

## Brazil

38 Production Units  
28 Distribution Centers  
Administrative Offices

## South Africa

Administrative Office

## Asia

Commercial Office  
13 Distribution Centers

## Austria

Administrative Office

## Turkey

3 Production Units  
19 Distribution Centers  
Administrative Offices

## West Asia and North Africa

2 Production Units  
11 Distribution Centers



# Leadership in relevant international markets

Our food is present in the lives of many generations and millions of families.

#1 Middle East

ساديا  
Sadia



36.3% Market Share

#1 Turkey



23.6% Market Share

Over 50 years in the Halal market

Sadia

A key player in the Brazilian export



35%

Present in  
**+130**  
COUNTRIES

# Brazil and BRF in Japan – Presence and Relationship



**Japan** is a major long time **strategic partner** for the company



**BRF** collaborates **guarantee** food security to Japan



**Presence in Japan** with an **commercial office**



We currently export **Whole Chicken, Chicken Leg, Wings and Offals/ Pork Offals**



**Brazil** exports **70%** of all poultry imported by **Japan**, representing almost **10%** of all **brazilian poultry exports**



**BRF** exports accounts for **35%** of all brazilian exports to Japan



Regarding **Chicken Leg**, **Brazil** almost **40%** of the **exports** are to Japan







# Challenges and Opportunities

**Potential for new products and new international sanitary agreements**

**Brazilian sanitary status and recognition of new areas free of foot and mouth disease without vaccination**

**Mercosur-Japan Free Trade Agreement**

**Tariff barrers: Gate Price**



# Our ESG Agenda is part of BRF's business strategy



We promote socioeconomic development in a sustainable way.



We respect the environment and act responsibly.



We are pioneers in animal welfare practices.



We work in an ethical and transparent manner.



# Sustainable management from the farm to table



Socio-environmental monitoring throughout the grain supply chain, in line with our Net Zero 2040 Commitment

**100%**  
Traceability among direct grain suppliers



9,500 integrated companies encouraged to adopt best sustainability practices

**1.500**  
Producers with solar panels installed



BRF global animal welfare program that establishes practice and commitments for the breeding, transport and slaughter of animals

**11**  
Commitments assumed publicly  
**6** Already delivered



Monitored industrialization process ensuring Safety, Quality and Integrity

**90%**  
of renewable energy implemented in operations



Qualy is the first margarine brand to compensate 100% of its packaging in Brazil, in partnership with Eu Reciclo ('I Recycle'). Qualy accounts for 0.60% of the country's recycling.

**9.589<sup>1</sup>**  
Tons of plastics re-inserted into the production chain



<sup>1</sup> Period considered: October 2021 to December 2022.

