

## BRF

### 2Q25 Review: Merger approved, what to do with the shares now?

LatAm Meatpackers

#### Main takeaways:

**(i) Brazil: Net revenue of R\$8.1bn** (+18.9% vs. Genial Est.; +8.7% q/q; +17.6% y/y), driven by stronger volumes (**615Kt**, +10.1% vs. Genial Est.; +5.6% q/q; +5.7% y/y) and higher-than-expected prices (**R\$13.1/kg**, +8.1% vs. Genial Est.; +2.7% q/q), with a higher penetration of processed products; **COGS/kg of R\$9.2/kg** (-0.6% vs. Genial Est.; flat q/q; +7.8% y/y), reflecting FIFO discounts at historically low levels, even in the face of high corn and oil costs; **EBITDA of R\$1.3bn** (+46.5% vs. Genial Est.; +3.9% q/q; +23.1% y/y); and **margin of 16.4%** (+3.1p.p. vs. Genial Est.; -0.7p.p. q/q; +0.8p.p. y/y); **(ii) International: Net revenue of R\$6.7bn** (-18.2% vs. Genial Est.; -9.2% q/q; -1.9% y/y), pressured by lower volumes (**499kt**, -20.6% vs. Genial Est.; -9.0% q/q; -14.2% y/y) due to export bans caused by avian flu, partially offset by higher prices (**R\$13.5/kg**, +3.0% vs. Genial Est.; flat q/q); **COGS/kg of R\$10.2/kg** (-0.6% vs. Genial Est.; +0.9% q/q; +20.5% y/y), benefiting from control, despite input pressures and inflation; **EBITDA of R\$1.2bn** (-10.1% vs. Genial Est.; -18.1% q/q; -21.4% y/y); and **margin of 17.3%** (+1.6p.p. vs. Genial Est.; -1.9p.p. q/q; -4.3p.p. y/y); **(iii) Consolidated: Net revenue of R\$15.4bn** (-2.2% vs. Genial Est.; -0.9% q/q; +2.9% y/y), impacted by lower-than-expected volumes; **COGS/kg of R\$9.2/kg** (-7.7% vs. Genial Est.; -0.3% q/q; +2.5% y/y), reflecting reduced FIFO discounts, efficiency gains and dilution of fixed costs in Brazil; **EBITDA of R\$2.5bn** (+11.9% vs. Genial Est.; -9.1% q/q; -4.5% y/y); and **margin of 16.3%** (+2.1p.p. vs. Genial Est.; -0.3p.p. q/q; -0.1p.p. y/y); **(iv)** Despite the one-off impacts of avian flu, strong operating performance reinforces the attractiveness; However, the merger, in an exchange ratio perceived as a discount, maintains uncertainties that limit the visibility of the case in the short term; given the low probability of rejection by CADE and the trend toward delisting, we reiterate our **NEUTRAL** rating, with a **12M Target Price of R\$19.50**, implying an **upside of +3.3%**.

#### Analysts

##### Igor Guedes

+55 (11) 3206-8286  
igor.guedes@genial.com.br

##### Luca Vello

+55 (11) 3206-1457  
luca.vello@genial.com.br

##### Iago Souza

+55 (11) 3206-8244  
iago.souza@genial.com.br

#### Company

##### BRFS3 BZ Equity

Neutral

Price: R\$ 18.87 (14-Aug-2025)

Target Price 12M: R\$ 19.50

Table 1. Income Statement BRF (2Q25 vs. Genial Est.)

	2Q25 Reported	2Q25E Genial Est.	% R/E	1Q25 Reported	% q/q	2Q24 Reported	% y/y
<b>Net Revenue</b>	<b>15.365</b>	<b>15.714</b>	<b>-2,2%</b>	<b>15.512</b>	<b>-0,9%</b>	<b>14.930</b>	<b>2,9%</b>
COGS	(11.271)	(12.216)	-7,7%	(11.459)	-1,6%	(11.000)	2,5%
<b>Adjusted EBITDA</b>	<b>2.502</b>	<b>2.236</b>	<b>11,9%</b>	<b>2.753</b>	<b>-9,1%</b>	<b>2.621</b>	<b>-4,5%</b>
EBITDA Margin (%)	16,3%	14,2%	2,1p.p	17,7%	-1,5p.p	17,6%	-1,3p.p
<b>EBIT</b>	<b>1.580</b>	<b>1.361</b>	<b>16,1%</b>	<b>1.885</b>	<b>-16,2%</b>	<b>1.703</b>	<b>-7,2%</b>
EBIT Margin (%)	10,3%	8,7%	1,6p.p	12,1%	-1,9p.p	11,4%	-1,1p.p
D&A	(884)	(896)	-1,3%	(839)	5,4%	(866)	2,1%
Financial Result	(696)	(503)	38,3%	(457)	52,2%	(390)	78,4%
<b>Net Income</b>	<b>735</b>	<b>641</b>	<b>14,7%</b>	<b>1.185</b>	<b>-38,0%</b>	<b>1.094</b>	<b>-32,8%</b>
Net Margin (%)	4,8%	4,1%	0,7p.p	7,6%	-2,9p.p	7,3%	-2,5p.p

Source: BRF, Genial Investimentos

BRF released its **2Q25 results** yesterday, Aug. 14, after the market closed. We highlight that, although the figures suffered negative **interference from avian flu**, both **EBITDA** and **margin exceeded expectations**. The major positive highlight was profitability, given a **stronger margin expansion**, clocking in at **16.3%** (+0.6p.p. vs. BBG consensus; +2.1p.p. vs. Genial Est.). Although we are **bullish about the results**—supported by strong FCF generation and higher-than-expected margins—we maintain a **Neutral bias** for the company's shares. In our view, the **equity swap on the deal with Marfrig continues to negatively weigh** on the investment thesis.

The merger, approved at the EGM on Aug. 5, consolidates the exchange ratio at 0.8521 MRFG3 for each BRFS3 share, a proportion that we consider **below fair value for minority shareholders**. The lack of adjustments to the original terms, even after questions and attempts to take the matter to court, led to the **departure of relevant investors**, reinforcing our understanding that, despite the potential gains in scale, synergies, and tax benefits of the new MBRF, there is still **asymmetry in the exchange ratio**. In view of the imminent merger to create New Co (MBRF), we have identified **3 situations** that influence **what should be done with the shares**. We will explore this point further down.

In the consolidated results, **Net revenue** reached **R\$15.4bn** (-2.2% vs. Genial Est.), a decline of -0.9% q/q and an increase of +2.9% y/y, falling below the projection due to lower performance in both volumes and prices. Total **shipments** (Brazil + International + Others) reached **1,228Kt** (-0.9% vs. Genial Est.; -2.5% q/q; -0.5% y/y), with a sharp **decline** in the **international segment** — impacted by **temporary export bans** to relevant destinations after the confirmation of a case of **avian flu**. The consolidated **realized price** clocked in at **R\$12.5/kg** (+3.3% vs. Genial Est.; -2.0% q/q; +5.8% y/y), favored by the greater penetration of processed foods in Brazil (which have higher margins than fresh products) and the broader weight of higher value-added items in the international sales mix.

The **Adjusted EBITDA** totaled **R\$2.5bn** (+11.9% vs. Genial Est.), down **-9.1% q/q** and **-4.5% y/y**, with a margin of **16.3%** (+2.1p.p. vs. Genial Est.), compressing -1.5p.p q/q and -1.3p.p. y/y. We believe that the positive deviation was sustained by **COGS/kg** of **R\$9.2/kg** (-7.7% vs. Genial Est.; -0.3% q/q; +2.5% y/y), reflecting **(i)** historically low FIFO discounts, **(ii)** efficiency gains via BRF+ and **(iii)** dilution of fixed expenses in domestic operations, which partially offset pressure from inputs — especially corn and soybean oil, still at historically high levels.

**Net income** reached **R\$735mn** (+14.7% vs. Genial Est.), slowing down **-38.0% q/q** and **-32.8% y/y**. Despite some compression in the bottom line, the better-than-expected result was due to **stronger operating performance**, which offset the **deterioration in net financial income**, which reached **-R\$696mn** (+52.2% q/q; +78.4% y/y), reflecting higher interest expenses due to a upscaled quarterly interest rates-CDI (2Q25: 3.3% vs. 2.5% in 2Q24), as well as more prominent contingency, lease costs, and also negative effect of FX rate variations on monetary assets and liabilities, especially related to the operations in Turkey.

## 2Q25 Review: In detail!

**Brazil: Top line above expectations, costs in line.** The Brazil segment reported net revenue of R\$8.1bn (+18.9% vs. Genial Est.), advancing +8.7% q/q and +17.6% y/y. We believe that the result reflected significantly stronger shipments, which totaled 615Kt (+10.1% vs. Genial Est.; +5.6% q/q; +5.7% y/y), supported by **(i)** higher plant utilization rates, **(ii)** expanded distribution capillarity — with a client base exceeding 332,5 thousand — and **(iii)** gains in shelf space in food retail. In addition, the realized price also exceeded projections, reaching R\$13.1/kg (+8.1% vs. Genial Est.), up +2.7% q/q and +11.1% y/y, driven by higher penetration of processed products, whose volume grew +7.0% q/q and +7.4% y/y, in addition to the contribution of the fresh category to margins.

On the cost side, COGS/kg stood at R\$9.2/kg (-0.6% vs. Genial Est.), flat sequentially and up +7.8% y/y, reflecting higher grain and oil prices, inflation on goods and services, higher purchases of raw materials from third parties to meet demand for processed products, and the mix effect, partially offset by efficiency gains through the BRF+ program. We highlight that, even in a scenario still pressured by high corn costs — whose recent relief from the off-season harvest has not yet been captured due to the lead time for purchases —, the company-maintained FIFO discounts at historically low levels, which helped preserve profitability.

**Brazil: EBITDA exceeds our estimates, margin almost flat q/q.** We note that adjusted EBITDA for the Brazil division reached R\$1.3bn (+46.5% vs. Genial Est.), up +3.9% q/q and +23.1% y/y, improving the margin to 16.4% (+3.1p.p. vs. Genial Est.; -0.7p.p. q/q; +0.8p.p. y/y). We believe that the positive margin deviation from our projection was sustained not only by consistent cost management, but by assertive demand planning, chain sizing, and commercial execution.

In the sector, we believe that the impacts of avian flu — which temporarily restricted exports to key destinations — are a one-off event, without altering the structural trend of resilience in the domestic market. The trade down movement, favoring more affordable proteins such as chicken and processed meats, remains in effect in the face of high beef prices (+23% y/y in the IPCA for selected cuts), while brand strength and promotional activations continue to stimulate consumption. In the domestic scenario, employment and income indicators reached historic highs in Jun. — unemployment rate of 5.8% and average real income of R\$3,477 per capita (+1.1% q/q; +3.3% y/y) — reinforcing signs of warming demand and sustaining the segment's solid performance.

**International: Despite the effects of avian flu, margins exceed expectations.** The segment reported net revenue of R\$6.7bn (-18.2% vs. Genial Est.), down -9.2% q/q and -1.9% y/y. Performance was pressured by a significant drop in shipments, which totaled 499Kt (-20.6% vs. Genial Est.; -9.0% q/q; -14.2% y/y), a direct result of temporary bans on chicken exports imposed by relevant markets — such as the EU, China, Saudi Arabia, South Korea, Mexico, and Chile — after the confirmation of a case of avian flu in Brazil in May. Despite this, the company obtained 11 new export licenses during the quarter, notably in Argentina and Canada, reinforcing its geographical diversification. The realized price stood at R\$13.5/kg (+3% vs. Genial Est.), flat q/q and with a significant increase of +14.4% y/y, favored by the greater weight of higher value-added products in the mix, despite the average appreciation of the FX rate (R\$5.67 vs. R\$5.85 in 1Q25).

Looking at the cost dynamics, COGS/t reached R\$10.2/kg (-0.6% vs. Genial Est.), accelerating +0.9% q/q and +20.5% y/y, mainly reflecting **(i)** higher grain and oil costs; **(ii)** inflationary pressures on inputs and services; **(iii)** increased production costs in the Turkish platform; and **(iv)** a less favorable mix in some destinations, partially offset by efficiency gains via BRF+. Adjusted EBITDA totaled R\$1.2bn (-10.1% vs. Genial Est.), down -18.1% q/q and -21.4% y/y, with a margin of 17.3% (+1.6p.p. vs. Genial Est.), with a compression of -1.9p.p. q/q and -4.3p.p. y/y, but still at a healthy level given the context of depressed volumes. We believe that the positive deviation from our projection was due to more efficient cost control than anticipated and a more favorable sales mix, supported by a higher share of processed products in the GCC and Turkey, as well as new approvals in Europe and Latin America.

## Our Take on BRF

**FCF driven by M&A proceeds and resilient operations.** FCF reached **R\$1.3bn** (+2x vs. Genial Est.), despite a decline of **-28.5% q/q** and **-24.6% y/y**. The positive deviation from the forecast was explained by: **(i)** EBITDA of R\$2.5bn (+11.9% vs. Genial Est.), supported by a more benign COGS/kg and consistent operational execution; **(ii)** release of **working capital (WC)** of **+R\$40mn** (vs. estimated consumption of -R\$150mn), reflecting better inventory turnover and lower pressure on receivables; and **(iii)** **M&A inflows** of **+R\$255mn** (not accounted for in our estimates). On the other hand, **CAPEX** totaled **R\$1.3bn** (vs. R\$1.0bn Genial Est.), in line with the strategy of maintaining a high pace of disbursements related to manufacturing facility upgrades. Although CAPEX outflows increased, FCF inflows from operations more than offset this, with EBITDA still at a very robust level — even showing signs of cooling due to the softening of the chicken cycle — is up +70% vs. the average for the last 5Y for 2Qs.

In addition, the company ended the quarter with net debt of R\$4.7bn, down -R\$1.2bn vs. 1Q25, reflecting efficient debt management. Leverage stood at **0.4x Net Debt/EBITDA** (-0.1x q/q) — an **amazingly comfortable level** and significantly **below the average of its peers**. Furthermore, we believe that the debt profile remains favorable, with an average maturity of 8.2Y and strong diversification of financing sources, which ensures ample flexibility to sustain the more intense investment cycle (CAPEX should rise by double digits in 25E vs. 24A), in addition to any strategic moves.

**Formation of MBRF: Approval at the EGM basically removes the overhang for Marfrig.** Both BRF's and Marfrig's EGMs were **finally approved on Aug. 5**, which **removes an important overhang** for the **structuring of New Co.**, which will be named **MBRF**. As the merger is ratified, a **30-day period to exercise** the right to dissent has already begun, followed by a resolution on the estimated extraordinary dividend of up to R\$3.25bn, after which the transaction will be closed — estimated to occur **~40 days after the EGM** (2H of Sep.). The exchange ratio remains fixed at 1 BRFS3 for 0.8521 MRFG3, based on the closing price on the day prior to the swap. Final approval is still pending with CADE, which referred to the case for detailed analysis.

Even so, we do not see a significant chance of CADE blocking the transaction, even though the regulatory agency has elevated the level of analysis to a full review (vs. fast-track previously), especially after **Minerva's appeal**, which questioned **potential conflicts** of interest related to the **Saudi fund SALIC** and the possible market imbalance that the merger could bring.

Strategically, the deal consolidates a company that is strong in chicken and beef in Brazil—but with the new MBRF's profile designed to be highly exposed to the chicken cycle. Such concentration, despite offering significant gains in FCF, scale generation, and **estimated synergies** of **~R\$805mn/year** (in addition to R\$3bn in tax benefits), brings greater vulnerability if the chicken cycle reverses. Its viability will depend on the ability to quickly integrate different systems, chains, and cultures. In short, the deal continues with the support of the controlling shareholder, without significant minority resistance. However, final convergence depends on the resolution of the proceedings at CADE and the new company's ability to capitalize on synergies without losing resilience in a cyclical and competitive sector.

**Formation of MBRF: Implications for BRF minority shareholders.** Despite intense **initial opposition** from **some minority shareholders** of BRF — motivated by the **implicit discount in the exchange ratio** (0.8521 MRFG3 for 1 BRFS3, at the time -15% vs. the closing price on the day of the announcement) —, the EGM on Aug. 5 consolidated the deal without changes to the original terms (after being postponed 2x). Attempts by some shareholders, via requests to the CVM or legal action (17th Federal Court of São Paulo – SP), did not result in any effective changes to the proposed exchange ratio. As a result, a significant portion of the shareholder base — including Previ (~7% stake of the total capital) and members of the Sadia founding family — opted to liquidate their positions.

Therefore, as we believe that CADE should not block the acquisition, scenarios must be considered when analyzing what investors should do with their positions. For this reason, we have prepared a table of scenarios presented in this report, considering the perspective of shareholders who **took long positions one day before the deal announcement** (May 14): for this minority position, exercising the **right to dissent would yield R\$19.89/share**, while remaining long in the shares and accepting the proposed exchange ratio would require **a valuation of at least +8% in Marfrig's shares to equal the return**.

**Table 2. Minority Shareholder Standpoint**

Scenarios	BRFS3		MRFG3	
Closing Price at The Pre-Deal Announcement (14-May)	19,68			
Exercising The Right (14-Aug)	19,89	1%		
Not Exercising The Right (14-Aug)	18,46	-6%	21,70	
<b>How Much MRFG3 Has to Rise to Add 1% Value to BRFS3?</b>	19,88	1%	23,38	<b>+8%</b>

Source: BRF, Genial Investimentos

We believe that, from this perspective, the decision is purely a question of the probability of capturing this upside, as we will explain further down.

**Formation of the MBRF: 3 situations that BRF minority shareholders may face.**

We believe that there are different shareholder profiles and, therefore, **3 tactical interpretations that we have identified**, mainly in relation to timing: **(i) entered pre-deal (May 14)** — If this is the case, investors should assess whether Marfrig shares have the potential to rise by at least +8% in the short term vs. yesterday's closing price (Aug. 14), in order to match the return to the opportunity cost of the dissenting right, considering that BRF shares are trading at R\$18.87 (vs. R\$19.89 reimbursed in the dissent). Scenario **(ii)** consists of investors who **purchased shares at the all-time high** between **May-Dec.** of last year (pricing the cycle peak in 3Q24). We believe that in this situation, the most rational option would be to accept the share swap and dilute their stake in New Co. (MBRF), since exercising the exit right would crystallize significant losses. Here, the gain lies in the opportunity to participate in a more robust combined company (with a strong increase in EPS). The last scenario we have outlined is **(iii)**, when the investor **took a position before the all-time high**, mainly between Apr.23-Apr.24 — They will likely not remain in the new structure, as they rode the previous stock appreciation and have a high opportunity to unwind their position with returns already realized within the dissent right, making it less attractive to remain in BRF.

From Marfrig's perspective, the transaction is highly accretive: our **EPS 25E** projection jumps from to **R\$2.31** (vs. R\$0.93 previously), implying an increase of +148% considering the average price of the last 52 weeks, or to **R\$1.94** (+109% vs. previously) at the May 15 price. This value creation potential, added to estimated synergies of ~R\$805mn/year (in addition to tax benefits of ~R\$3bn in NPV, not included in our EPS calculation), supports the plausibility of a valuation sufficient to offset the initial discount perceived by the minority shareholder.

**We remain constructive on volumes in 2025.** Despite the restrictive effects of avian flu, which at its peak led several countries to suspend Brazilian chicken imports partially or totally, we maintain a constructive outlook for volume performance throughout 2025. The health situation has evolved positively: with Brazil declared free of the disease on June 18, Mexico and the United Kingdom have completely lifted their barriers, bringing the number of markets with unrestricted access to 26. Other important destinations, such as Japan and South Africa, already accept the regionalization of restrictions, allowing shipments from unaffected regions. There are still countries that maintain total bans (e.g., China, the EU, and Canada) and others that restrict only Rio Grande do Sul or specific areas, but the picture points to a clear normalization in 2H25, gradually favoring the recovery of volumes in the international market.

Even against this backdrop, we recognize the likelihood of moderation in domestic consumption in 2H25. The persistence of an inflationary environment — with the **IPCA at 5.2% Est.** coupled with the **SELIC at a restrictive level** (15%, expected to remain stable until the end of the cycle) **should compress household disposable income**, cooling the real gains observed in wages in 2024 and introducing additional pressures on the labor market in 2H25.



In this context, we reinforce our view that the lower average ticket protein portfolio — chicken, pork, and processed meats — is strategically positioned to capture **migratory demand for beef**, whose cuts in the IPCA accumulated a high of **+23.48% y/y** through July, double the variation recorded by whole chicken of **+10.5% y/y** and chicken pieces of **+11.7% y/y** in the same period. This price difference, added to the **trade downturn already underway**, should favor both the sustainability of volumes and the preservation of margins.

**And costs? Should go down in 2H25.** We anticipate margin accommodation in the short term due to the still high costs of corn — whose relief, even with the **-7.4% q/q** decline in 2Q25, should only be **fully captured in the company's P&L starting in 3Q25**, given the natural lag in the purchase lead time. It is worth noting that this correction trajectory had already been anticipated in our previous projections, based on the reading that the good progress of the second crop — with 83% of planting completed by Week 7, above the historical average according to IMEA — would boost **productivity to 114.5 bags/ha** (+3.2% vs. previous) and trigger a downward movement in prices. Since the beginning of the year, the price per bag has fallen **-12.8% YTD**, a trend that should intensify as the harvest progresses, allowing BRF to rebuild stocks at more competitive costs as early as 3Q25 and thus ease pressure on margins that should be seen in 2Q25.

We anticipate margin accommodation in the short term due to the still high costs of corn — whose relief, even with the **-7.4% q/q** decline in 2Q25, should only be fully captured in the company's P&L starting in 3Q25, given the natural lag in the purchase lead time. It is worth noting that this correction trajectory had already been anticipated in our previous projections, based on the reading that the good progress of the second crop — with **83% of planting completed by Week 7**, above the historical average according to IMEA — would boost productivity to 114.5 bags/ha (+3.2% vs. previous) and trigger a downward movement in prices. Since the beginning of the year, the **price per bag** has fallen **-12.8% YTD**, a trend that should intensify as the harvest progresses, allowing BRF to rebuild stocks at more competitive costs as early as 3Q25 and thus ease pressure on margins that should be seen in 2Q25.

**Merger approved, what to do with the shares now?** Although we believe that the effects of avian flu on 2Q25—and, to a lesser extent, impacts may carry over to 3Q25E—were limited, the corporate context resulting from the merger with Marfrig adds a significant **vector of uncertainty to the equity story**. On operational standpoint, the combination of **(i)** partial resumption of exports to key markets, **(ii)** recovery in domestic prices for fresh chicken, and **(iii)** resilience in domestic demand — sustained by the trade down movement in the face of higher beef prices — reinforces that, from a **fundamental perspective**, BRF maintains an **attractive valuation**.

On the other hand, the incorporation by Marfrig in an exchange ratio with a discount perceived by the minority shareholders keeps potential legal and strategic developments that could limit the case visibility on the radar. Considering that the EGM has already approved the transaction and that **we do not see the risk of a blockade by CADE** as material, the trend is for **BRF delisting on B3**.

Therefore, as we assessed throughout the report, although the exchange ratio does not represent the ideal scenario, the decision **depends heavily on the timing** — and, reverberating on the price — at which investors **established their long positions**. So on and so forth, in **2/3 of the scenarios evaluated**, we see **plausible justification** for **accepting** the conditions and **becoming a shareholder of MBRF**. On the other hand, the balance between solid fundamentals and corporate uncertainties leads us to reiterate our **NEUTRAL rating**, with a **12M Target Price** of **R\$19.50**, implying an **upside** of **+3.3%**.



## Appendix: BRF

**Figure 1. BRF – Income Statement in R\$ Millions (Genial Est. 2025-2028)**

Income Statement	2025E	2026E	2027E	2028E
<b>Net Revenue</b>	<b>65.804</b>	<b>68.894</b>	<b>70.151</b>	<b>75.458</b>
(-) COGS	(49.939)	(52.973)	(54.641)	(58.774)
<b>Gross Profit</b>	<b>15.865</b>	<b>15.921</b>	<b>15.510</b>	<b>16.684</b>
(-) Expenses	(9.285)	(10.065)	(9.898)	(10.647)
<b>Adjusted EBITDA</b>	<b>10.200</b>	<b>9.645</b>	<b>9.821</b>	<b>10.564</b>
(-) D&A	(3.619)	(3.789)	(4.209)	(4.527)
<b>EBIT</b>	<b>6.580</b>	<b>5.856</b>	<b>5.612</b>	<b>6.037</b>
(+/-) Financial Result	(1.724)	(1.526)	(1.492)	(1.347)
(-) Taxes	(1.434)	(1.229)	(823)	(1.067)
<b>Net Income</b>	<b>3.422</b>	<b>3.100</b>	<b>3.297</b>	<b>3.622</b>
<b>Profitability</b>				
Net margin (%)	5,2%	4,5%	4,7%	4,8%

**Figure 2. BRF – Cash Flow in R\$ Millions (Genial Est. 2025-2028)**

Cash Flow (FCFF)	2025E	2026E	2027E	2028E
<b>Net Revenue</b>	<b>65.804</b>	<b>68.894</b>	<b>70.151</b>	<b>75.458</b>
(-) COGS	(49.939)	(52.973)	(54.641)	(58.774)
<b>Adjusted EBITDA</b>	<b>10.200</b>	<b>9.645</b>	<b>9.821</b>	<b>10.564</b>
<b>EBIT</b>	<b>6.580</b>	<b>5.856</b>	<b>5.612</b>	<b>6.037</b>
(-) Taxes	(1.434)	(1.229)	(823)	(1.067)
(+) D&A	3.619	3.789	4.209	4.527
(+/-) Δ WK	(523)	(578)	(592)	(587)
(-) Capex	(4.006)	(3.742)	(3.737)	(3.830)
<b>FCFF</b>	<b>4.236</b>	<b>4.096</b>	<b>4.670</b>	<b>5.080</b>

## Disclosure Section

### 1. GENERAL DISCLAIMER

This report has been produced by the research department (“Genial Institutional Research”) of Genial Institucional Corretora de Câmbio, Títulos e Valores Mobiliários S.A. (“GENIAL INSTITUTIONAL CCTVM”). Genial Institucional is a brand name of Genial Investimentos CCTVM.

#### Genial Rating

	Definition	Coverage
Buy	Expected return above +10% in relation to the Company's sector average	49%
Neutral	Expected return between +10% and -10% relative to the Company's industry average	41%
Sell	Expected return below -10% in relation to the Company's sector average	5%
under Review	Under review	5%

This report may not be reproduced or redistributed to any other person, in whole or in part, for any purpose, without the prior written consent of GENIAL INSTITUTIONAL CCTVM. GENIAL INSTITUTIONAL CCTVM accepts no liability whatsoever for the actions of third parties in this respect.

This research report is for distribution only under such circumstances as may be permitted by applicable law. This research report has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This research report is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither GENIAL INSTITUTIONAL CCTVM nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this research report or lack of care in this research report’s preparation or publication, or any losses or damages which may arise from the use of this research report

GENIAL INSTITUTIONAL CCTVM may rely on information barriers, such as “Chinese Walls” to control the flow of information within the areas, units, divisions, groups, or affiliates of GENIAL INSTITUTIONAL CCTVM.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States.

The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by GENIAL INSTITUTIONAL CCTVM with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

The locally listed shares of Brazilian companies may only be purchased by investors outside of Brazil who are “eligible investors” within the meaning of applicable laws and regulations.

## 2. ANALYST(S) DISCLOSURES AND CERTIFICATION

The principal analyst, IGOR GUEDES, is responsible for the content of this report and for meeting the requirements of Securities and Exchange Commission of Brazil (CVM) Instruction 598/2018.

The analysts hereby certify that the views expressed in this research report accurately reflect their personal views about the subject securities or issuers and it was prepared in an independent manner, including with respect to the person and to GENIAL INSTITUTIONAL.

The analyst hereby certifies that he (she) has no connection with any individual who works for the issuer(s) discussed in this report.

The analyst hereby certifies that he (she), or his (her) spouse or companion, either directly or indirectly, in his or her own name or on behalf of a third party, does not hold any of the securities covered in this report.

The analyst hereby certifies that he (she), or his (her) spouse or companion, is not directly or indirectly involved in the purchase, disposal or brokering of the securities covered in this report.

The analyst hereby certifies that he (she), or the his (her) spouse or companion, has no direct or indirect financial interest in the issuer covered in this report (other than trading shares in investment funds, in which the analyst cannot control, directly or indirectly, the administration or management of the fund, or which do not concentrate investments in sectors or companies that are covered by reports produced by the analyst).

The analyst's compensation is, directly or indirectly, determined by income from GENIAL INSTITUTIONAL's business and financial operations.

In addition, the analysts certify that no part of their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

The compensation of the analyst who prepared this report is determined by research management and senior management (not including investment banking). Analyst compensation is not based on investment banking revenues, however, compensation may relate to the revenues of GENIAL INSTITUTIONAL CCTVM, its affiliates and/or subsidiaries as a whole, of which investment banking, sales and trading are a part. Compensation paid to analysts is the sole responsibility of GENIAL INSTITUTIONAL CCTVM.

The analyst hereby certifies that he (she), or his (her) spouse or companion, does not serve as an officer, director, or advisory board member of the subject company.

The principal analyst is responsible for the content of this report and for meeting the requirements of Securities and Exchange Commission of Brazil (CVM) Instruction 598/2018.

Unless otherwise stated, the individuals listed on the cover page of this report are research analysts.

### 3. ADDITIONAL DISCLOSURE

- (i) This document was prepared by GENIAL INSTITUTIONAL Research and is hereby supplied for the sole purpose of providing information about companies and their securities.
- (ii) The information contained herein is provided for informational purposes only and does not constitute an offer to buy or sell, and should not be construed as a solicitation to acquire, any securities in any jurisdiction. The opinions expressed herein regarding the purchase, sale or holding of securities, or with respect to the weighting of such securities in a real or hypothetical portfolio, are based on careful analysis by the analysts who prepared this report and should not be construed by current or future investors as recommendations for any particular investment decision or action. The investor's final decision should be made considering all of the risks and fees involved. This report is based on information obtained from primary or secondary public sources, or directly from companies, and is combined with estimates and calculations prepared by GENIAL INSTITUTIONAL CCTVM. This report does not purport to be a complete statement of all material facts related to any company, industry, security or market strategy mentioned. The information has been obtained from sources believed to be reliable, but GENIAL INSTITUTIONAL CCTVM does not make any express or implied representation or warranty as to the completeness, reliability or accuracy of such information. The information, opinions, estimates and projections contained in this document are based on current data and are subject to change. Prices and availability of financial instruments are indicative only and subject to change without notice. GENIAL INSTITUTIONAL CCTVM is under no obligation to update or revise this document or to advise of any changes in such data.
- (iii) The securities discussed in this report, as well as the opinions and recommendations contained herein, may not be appropriate for every type of investor. This report does not take into account the investments objectives, financial situation or particular needs of any particular investor. Investors who wish to buy, sell or invest in securities that are covered in this report should seek independent financial advice that takes individual characteristics and needs into consideration, before making any investment decision with respect to the securities in question. Each investor should make independent investment decisions after carefully analyzing the risks, fees and commissions involved. If a financial instrument is denominated in a currency other than an investor's currency, changes in exchange rates may adversely affect the price or value of, or the income derived from the financial instrument, and the reader of this report assumes all foreign exchange risks. Income from financial instruments may vary, and therefore their price or value may rise or fall, either directly or indirectly. The information, opinions and recommendations contained in this report do not constitute and should not be interpreted as a promise or guarantee of a particular return on any investment. Past performance does not necessarily indicate future results, and no representation or warranty, express or implied, is made herein regarding future performance. Therefore, GENIAL INSTITUTIONAL CCTVM, its affiliated companies, and the analysts involved in this report take no responsibility for any direct, indirect or consequential loss resulting from the use of the information contained in this report, and anyone using this report undertakes to irrevocably indemnify GENIAL INSTITUTIONAL CCTVM and its affiliates from any claims and demands.
- (iv) Prices in this report are believed to be reliable as of the date on which this report was issued and are derived from one or more of the following: (i) sources as expressly specified alongside the relevant data; (ii) the quoted price on the main regulated market for the security in question; (iii) other public sources believed to be reliable; or (iv) GENIAL INSTITUTIONAL CCTVM's proprietary data or data available to GENIAL INSTITUTIONAL CCTVM.

- (v) No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, except with respect to information concerning GENIAL INSTITUTIONAL CCTVM, its subsidiaries and affiliates. In all cases, investors should conduct their own investigation and analysis of such information before taking or omitting to take any action in relation to securities or markets that are analyzed in this report.
- (vi) GENIAL INSTITUTIONAL CCTVM makes no representations herein that investors will obtain profits. GENIAL INSTITUTIONAL CCTVM will not share with investors any investment profits nor accept any liability for any investment losses. Investments involve risks and investors should exercise prudence in making their investment decisions. GENIAL INSTITUTIONAL CCTVM accepts no fiduciary duties on behalf of recipients of this report and in communicating this report is not acting in a fiduciary capacity. This report is not to be relied upon in substitution for the exercise of recipient's independent judgment. Opinions, estimates, and projections expressed herein constitute the current judgment of the analyst responsible for the substance of this report as of the date on which the report was issued and are therefore subject to change without notice and may differ or be contrary to opinions expressed by other business areas or groups of GENIAL INSTITUTIONAL CCTVM as a result of using different assumptions and criteria. The information, opinions and recommendations contained in this report do not constitute and should not be interpreted as a promise or guarantee of a particular return on any investment.
- (vii) Because the personal views of analysts may differ from one another, GENIAL INSTITUTIONAL CCTVM, its subsidiaries and affiliates may have issued or may issue reports that are inconsistent with, and/or reach different conclusions from, the information presented herein. Any such opinions, estimates, and projections must not be construed as a representation that the matters referred to therein will occur. Prices and availability of financial instruments are indicative only and subject to change without notice. Income from financial instruments may vary, and therefore their price or value may rise or fall, either directly or indirectly.
- (viii) This document may not be: (a) photocopied or duplicated in any manner, in whole or in part, and/or (b) distributed without GENIAL INSTITUTIONAL CCTVM's prior written consent. GENIAL INSTITUTIONAL CCTVM accepts no liability whatsoever for the actions of third parties in this respect.
- (ix) Neither GENIAL INSTITUTIONAL CCTVM nor any of its affiliates, nor any of their respective directors, employees or agents, accepts any liability for any loss or damage arising out of the use of all or any part of this report.
- (x) GENIAL INSTITUTIONAL CCTVM (or its affiliates, officers, directors or employees) may, to the extent permitted by law, have acted upon or used the information herein contained before the publication of this report and may have a position in securities issued by the companies mentioned herein and may make a market or act as a principal in any transactions in any such securities. Genial Institucional may from time to time perform investment banking or other services to, or solicit investment banking or other business from, the companies mentioned herein.

#### 4. IMPORTANT DISCLOSURES FOR U.S. PERSONS

This research report was prepared by Genial Institucional CCTVM, a company authorized to engage in securities activities in Brazil. Genial Institucional CCTVM is not a registered broker-dealer in the United States and, therefore, is not subject to U.S. rules regarding the preparation of research reports and the independence of research analysts. This research report is provided for distribution to “major U.S. institutional investors” in reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the “Exchange Act”) and is not being provided pursuant to a soft-dollar arrangement.

Any U.S. recipient of this research report wishing to effect any transaction to buy or sell securities or related financial instruments based on the information provided in this research report should do so only through Auerbach Grayson & Company LLC (“AGCO”), a registered broker dealer in the United States with an office at 20 West 55th Street New York, NY 10019, (212) 453-3523 . Under no circumstances should any recipient of this research report effect any transaction to buy or sell securities or related financial instruments through Genial Institucional CCTVM.

If the report is to be distributed to anyone other than Major U.S. Institutional Investors in the United States. AGCO accepts responsibility for the contents of this report as provided for in relevant SEC releases and SEC staff no-action letters.

The analyst whose name appears in this research report is not registered or qualified as a research analyst with the Financial Industry Regulatory Authority (“FINRA”) and may not be an associated person at Auerbach Grayson & Company LLC (“AGCO”) and, therefore, may not be subject to applicable restrictions under FINRA Rules on communications with a subject company, public appearances and trading securities held by a research analyst account.

The disclosures contained in research reports produced by GENIAL INSTITUTIONAL CCTVM and distributed by Auerbach Grayson & Company LLC (“AGCO”) in the U.S. shall be governed by and construed in accordance with U.S. law. This report may not be reproduced or redistributed to any other person, in whole or in part, for any purpose, without the prior written consent of GENIAL INSTITUTIONAL CCTVM. Additional information relative to the financial instruments discussed in this report is available upon request.

#### UK Disclaimer:

(i) This document is STRICTLY CONFIDENTIAL to the recipient, may not be distributed to the press or other media and may not be reproduced in any form. this document is directed only at persons who are “INVESTMENT PROFESSIONALS” falling within article 19(5) of the FSMA 2000 (FINANCIAL PROMOTION) ORDER 2005, or HIGH NET WORTH BODIES falling within ARTICLE 49(2) of that order (together THE “RELEVANT PERSONS”). This document must not be acted on or relied on by persons who are not RELEVANT PERSONS.

(ii) The distribution of this document in other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.

Copyright 2024 GENIAL INSTITUTIONAL CCTVM