# Annual and Sustainability Report 2018





## FINANCIAL HIGHLIGHTS

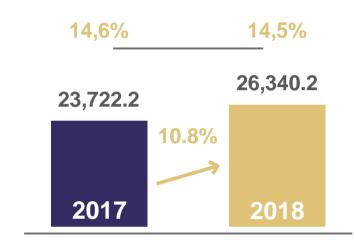
### NET INCOME **R\$ 181.7 BN**

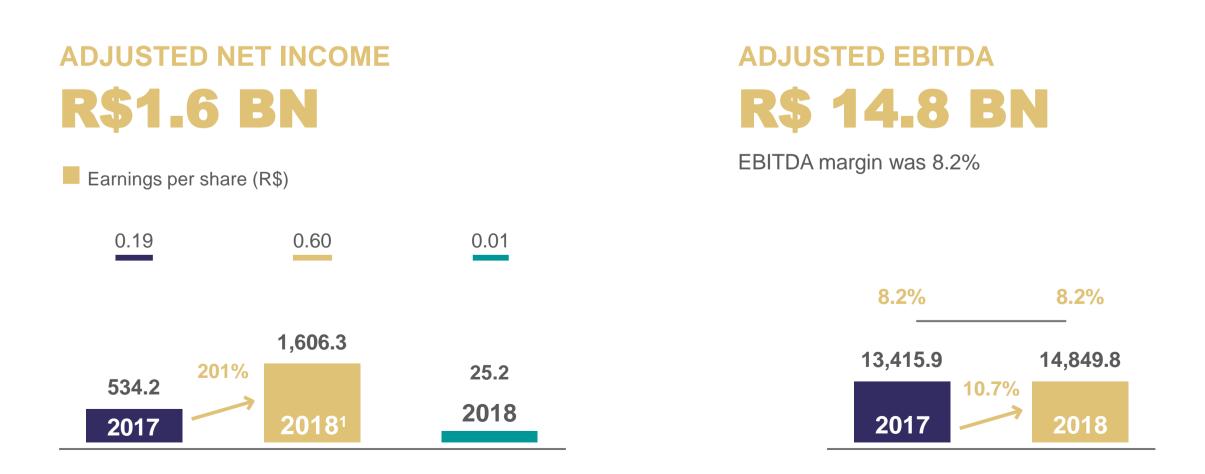
Up 11.3% compared with 2017

## 163,170.0 11.3% 2017 2018

# GROSS PROFIT **R\$ 26.3 BN**

In 2018, the gross margin was 14.5%

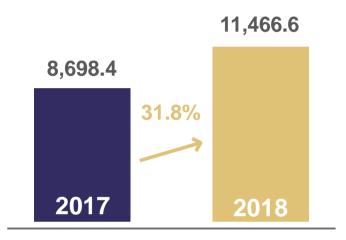




<sup>1</sup> Excluding the impact of the adherance to Rural Tax Regularization Program (PRR-Funrural). Graphs are in R\$ million.

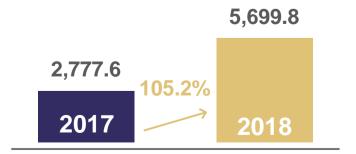
# OPERATIONAL CASH FLOW **R\$ 11.5 BN**

Up 31.8% compared with 2017



# FREE CASH FLOW **R\$ 5.7 BN**

Up 105.2% compared with 2017



# SUSTAINABILITY HIGHLIGHTS

Globally, more than

R\$ 160 MILLION

has been invested in energy efficiency projects.

JBS invested more than **R\$27MILLION** 

On management and measurement and initiatives to reduce water usage and reuse water worldwide.

The Company recycled the equivalent of

3.36%

of all the water captured globally.

## 18%

of the energy used by the Company's production processes was renewable energy.

## 81%

of the water captured and used in the Company's industrial processes is treated and safely returned to the environment.

#### Globally, over



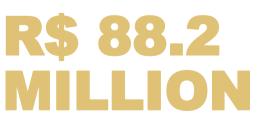
was invested in waste water treatment.

The Company reused

## 1.2 MILLION

tons of waste in 2018 for composting, recycling, energy reuse and energy cogeneration, equivalent to 53.58% of all waste generated.

JBS invested



to improve animal welfare practices across all its global operations.

#### Over 13.3 THOUSAND

Team Members and producers worldwide received animal welfare training.

#### More than



Team Members received Occupational Health & Safety training worldwide.

## The Company invested around

## R\$ 300 MILLION

in the safety of its Team Members worldwide.

#### Over



has been invested in food quality and safety across all operations. There was a

29%

reduction in the number of accidents resulting in lost time and 55% reduction in the number of lost days JBS worldwide.

# **OTHER HIGHLIGHTS**

- JBS continued to invest in training, particularly for people in leadership positions – more than 80,000 staff across all the Company's operations received career development training.
- 99% of Brazilian Team Members received ethics and compliance training.
- R\$38.5 million invested in innovation throughout 2018.



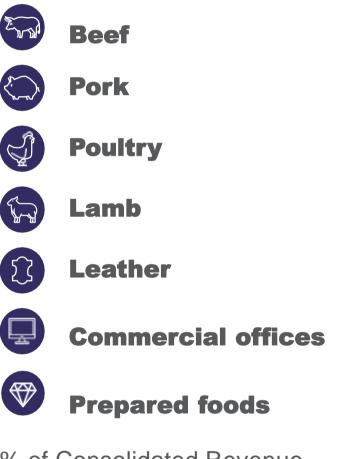


- JBS S.A. is a Brazilian multinational and a recognized leader in the global food industry.
- It has a global platform that stretches across 15 countries and manages more than 400 offices and plants on five continents.
- JBS serves around 275 thousand customers in more than 190 countries, including major regional chains to small-scale retailers, as well as wholesale clubs and food service companies.
- Its identity is based on its Culture, formed by Mission, Beliefs and Values shared by more than 230,000 Team Members.

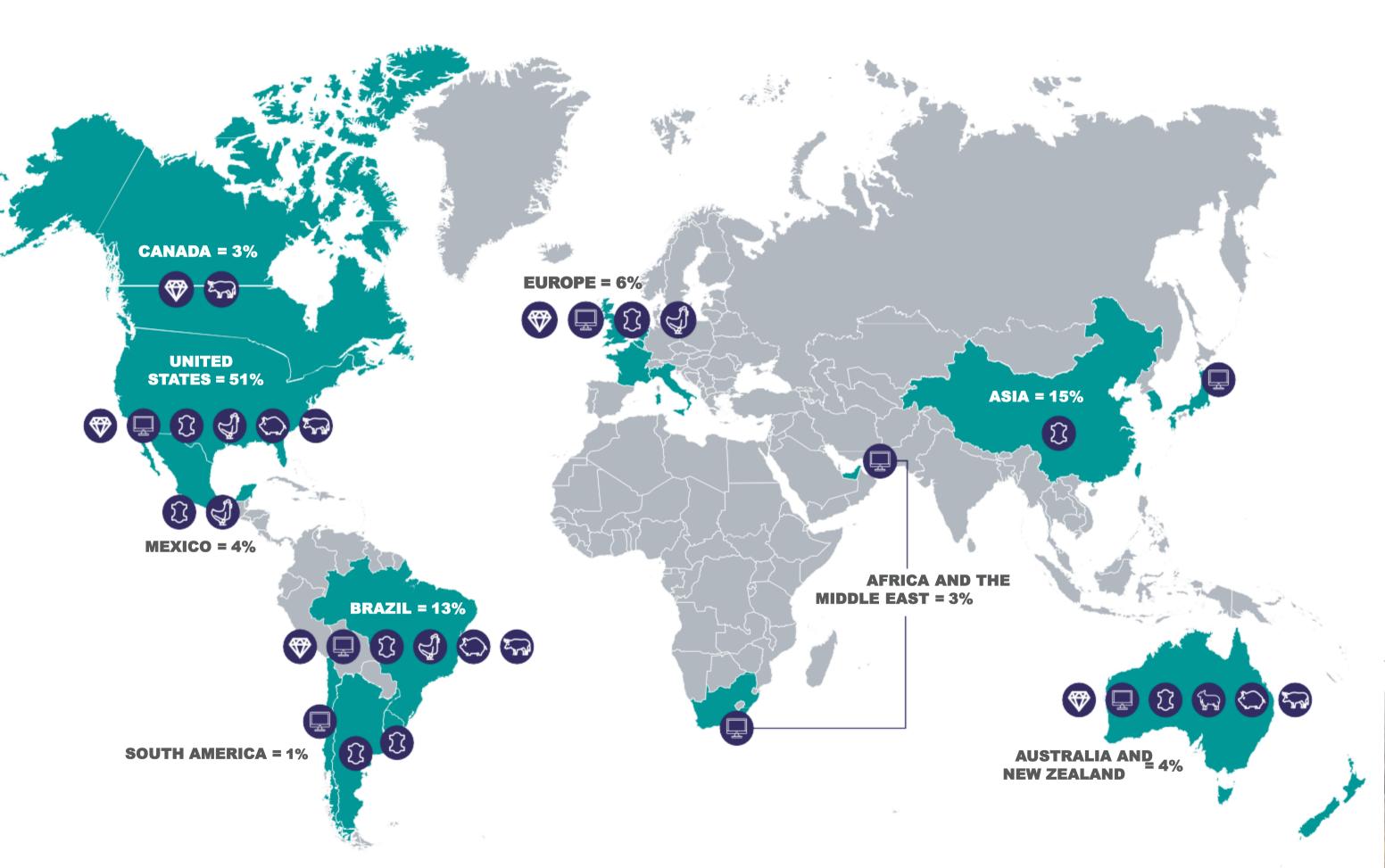


# **GLOBAL ACTIVITIES**

The Company has over 400 production units in 15 countries and commercial offices in 20 countries.



% of Consolidated Revenue domestic sales and imports

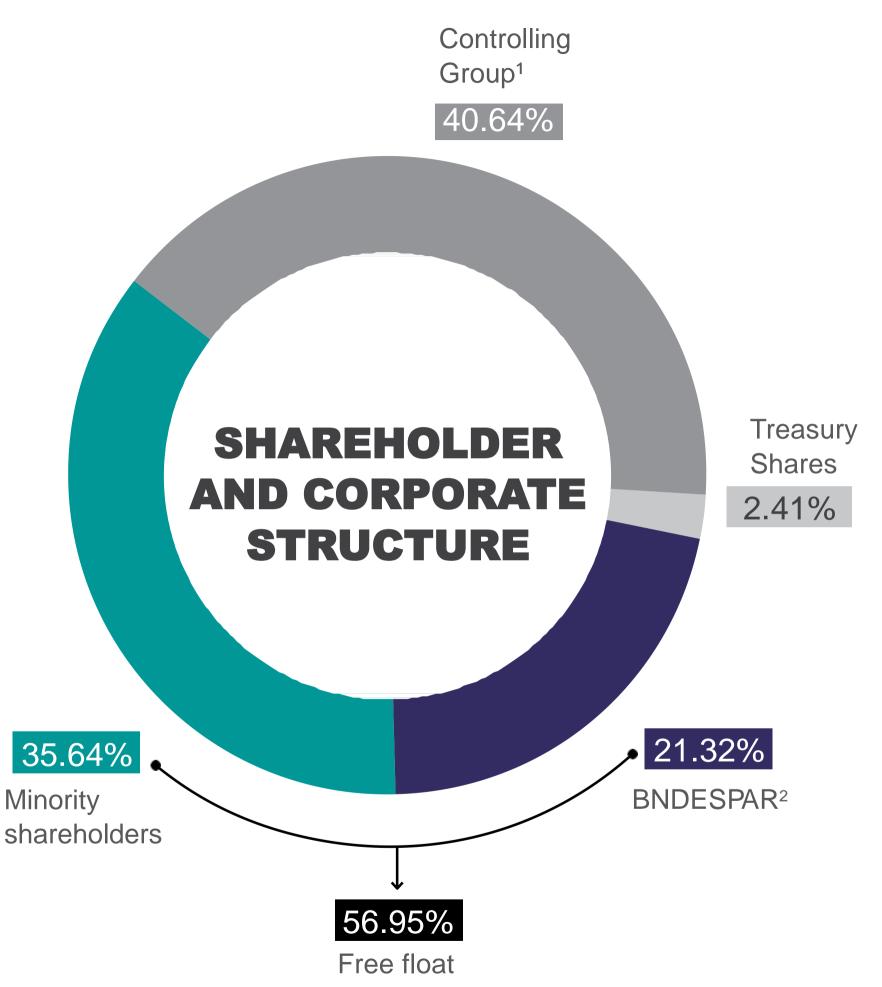


# GOVERNANCE

#### JBS's corporate governance goals:

- To create value.
- To build trust with shareholders, investors and other stakeholders.
- To generate sustainable results across the value chain.





Minority

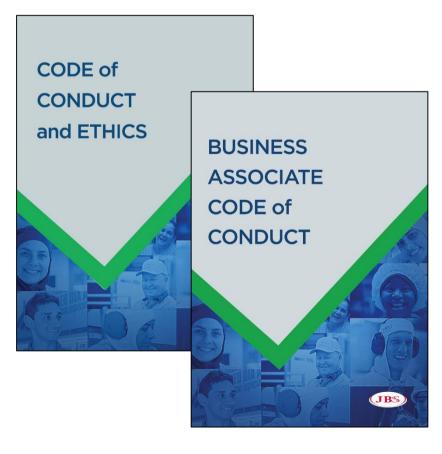
<sup>1</sup> J&F Investimentos S&A e Formosa <sup>2</sup> BNDES Participações S.A

# ETHICS AND COMPLIANCE

#### JBS has been reinforcing its Compliance structures and is taking steps to become a Compliance benchmark.

- The Company hired José Marcelo Proença and Lance Kotschwar as global director of Compliance and Operations outside Brazil, respectively.
- The Board of Directors approved a new Code of Ethics and Conduct as well as a Business Partner Code of Conduct.
- The JBS Ethics Hotline can be accessed from any country where the Company does business and is available in 11 languages, 24 hours a day, seven days a week.
- More than 20 in-house communication campaigns.
- 25,000 hours of on-site and distance training courses were organized in Brazil, reaching 99% of local Team Members.
- Progress on the project to create a specific, automated due diligence tool.







# our Business



# **GLOBAL BUSINESS STRATEGY**

#### JBS's business model is unique in the food industry, with an extensive footprint:

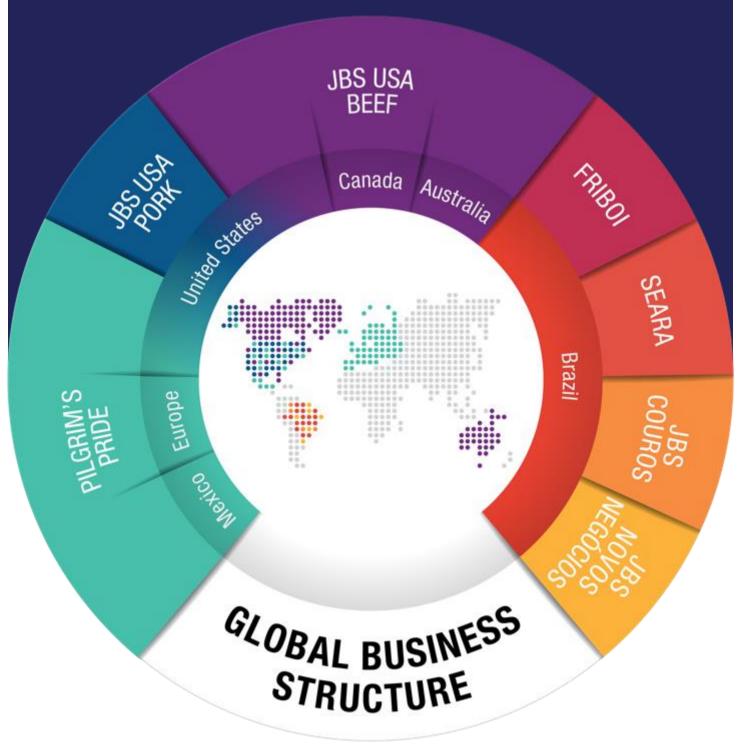
- Different yet independent operational units.
- Autonomy to implement regional aligned with the Company's overall global strategy.

#### **Advantages:**

- It speeds up the decision-making process.
- Resilience in the event of economical commercial challenges.
- Ensures JBS has a foothold in all of the world's most competitive markets through companies recognized for their management and operational excellence, best practices and commercial brands.



One of JBS's most important business guidelines is diversification, which it pursues through its business activities or its brands, products and markets.

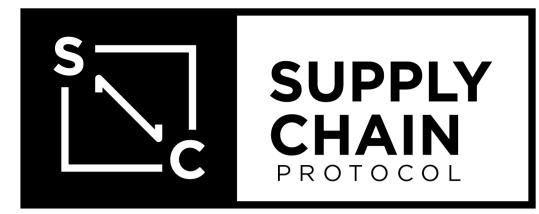


# FOOD QUALITY AND SAFETY

The Company focuses much of its efforts on continuously improving operational, manufacturing and supply standards across all its businesses.

Each business unit has a specialist Food Quality and Safety team responsible for implementing guidelines and policies at local level.

JBS has adopted food-related risk management and assessment systems and set up committees and forums to discuss quality issues with area specialists, as well as certification procedures, accurate labeling systems and internal and external audits.



#### A JBS INITIATIVE CERTIFIED BY SBC

#### **SUPPLY CHAIN PROTOCOL**

Lauched by Friboi, the certification system has further improved quality controls across the production chain. The seal addresses issues that go beyond current regulations and includes some of the most stringent global certificates and protocols.

#### BRC

JBS holds a number of certificates, including BRC (British Retail Consortium) certification, which is a global benchmark for protein quality, and complies with ISO 9001 quality management and other standards.

JBS has several laboratories specialized in microbiological and biotechnology analysis at several of its units worldwide. These laboratories provide food safety indicators for the Company's various brands, to guarantee product quality.

# INNOVATION

## **Global Innovation Team was created in 2018 in order to:**

- Increase information sharing;
- Accelerate innovation through cross-border exchanges;
- Create global platforms to support innovative practices.



## **2018 Highlights**



- 85% of growth in the rate of creation of new fresh meat products;
- Seara invested more than R\$ 16 million in R&D;
- Pilgrim's Mexican operation launched 30 products;
- JBS Couros created new articles for the furniture, footwear and leather goods sectors;
- US\$ 7.5 million was invested to build the JBS Global Food Innovation Center, as part of a strategic partnership with the Colorado State University;
- Friboi launched the 1953 Friboi brand, the first Brazilian meat brand to employ a multibreed protocol.

# **BUSINESS LINES: BEEF**

As the world's largest beef processing Company, JBS has two business units that produce and sell beef protein:

- Friboi, in Brazil
- JBS USA Beef, in the US, Canada and Australia

## Friboi

- Owns some of Brazil's best known beef brands.
- Continued to execute its strategy of producing high value-added products and it increased its share of the food service market.
- Improved revenues from international sales, particularly in Asia (China), South America (Chile) and Europe.
- Has expanded the Top Grade Butcher program to improve beef quality, which includes everything from animal welfare through to end product delivery.
- Invested in improvements for its production processes, increasing automation and the use of technology.

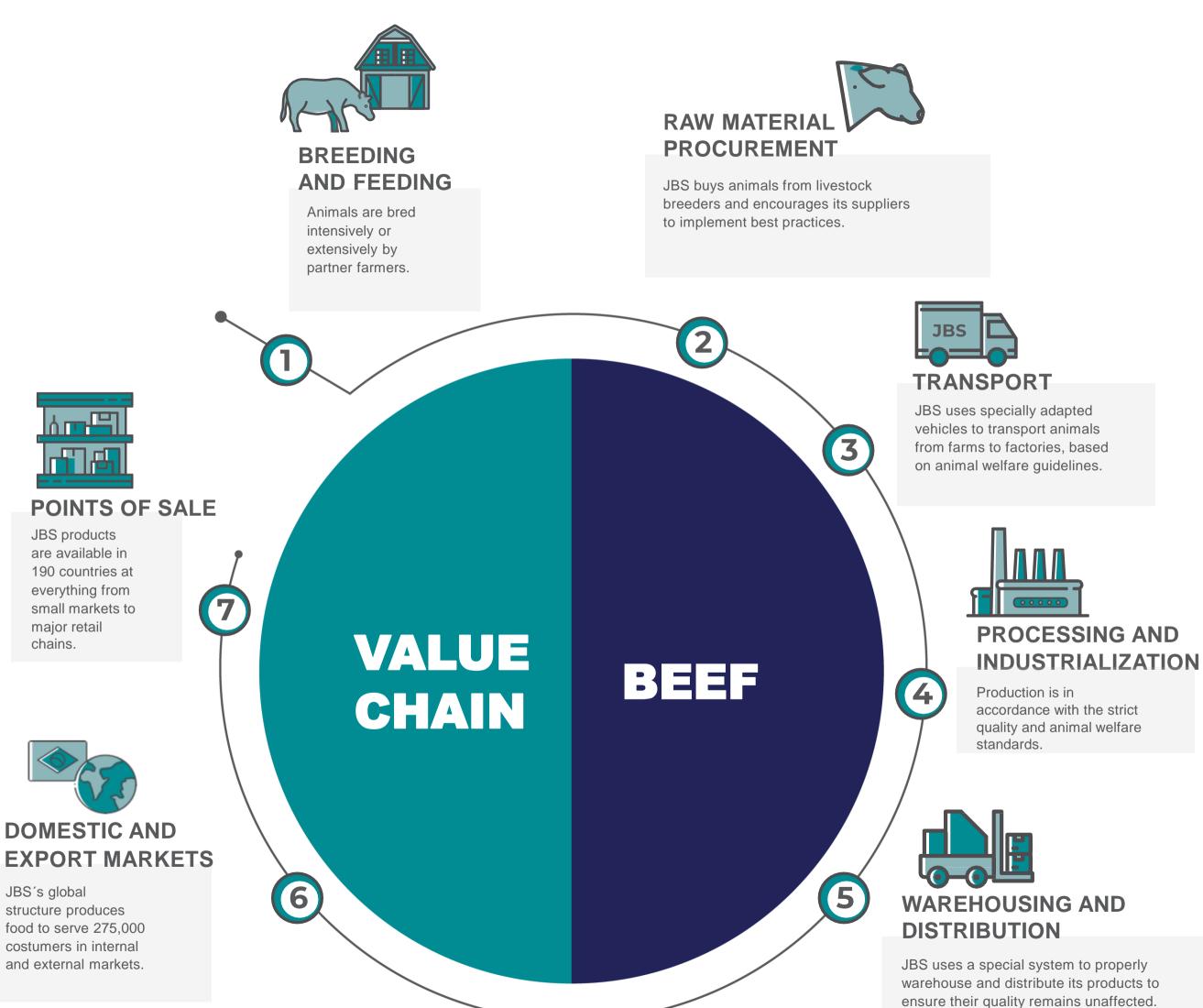
## **JBS USA Beef**

- Is responsible for beef and lamb operations.
- Offers a wide and varied portfolio of fresh products under well-known, markets.
- JBS is the biggest animal protein more than 80 countries.
- In 2018, the unit repeated its standout 2017 results and increased market share.

leading brands for both local and export

processor and exports beef and lamb to





#### **MAIN FRIBOI BRANDS:**



**MAIN US BRANDS:** 



CERTIFIED NGUS BEEF

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FourStar \*\*BEEF\*\*













# **BUSINESS LINES: POULTRY**

#### Two JBS units focus on poultry production and sales:

- Seara Alimentos, in Brazil
- Pilgrim's Pride Corporation, which markets its products to the US, Central America (Puerto Rico and Mexico) and Europe.

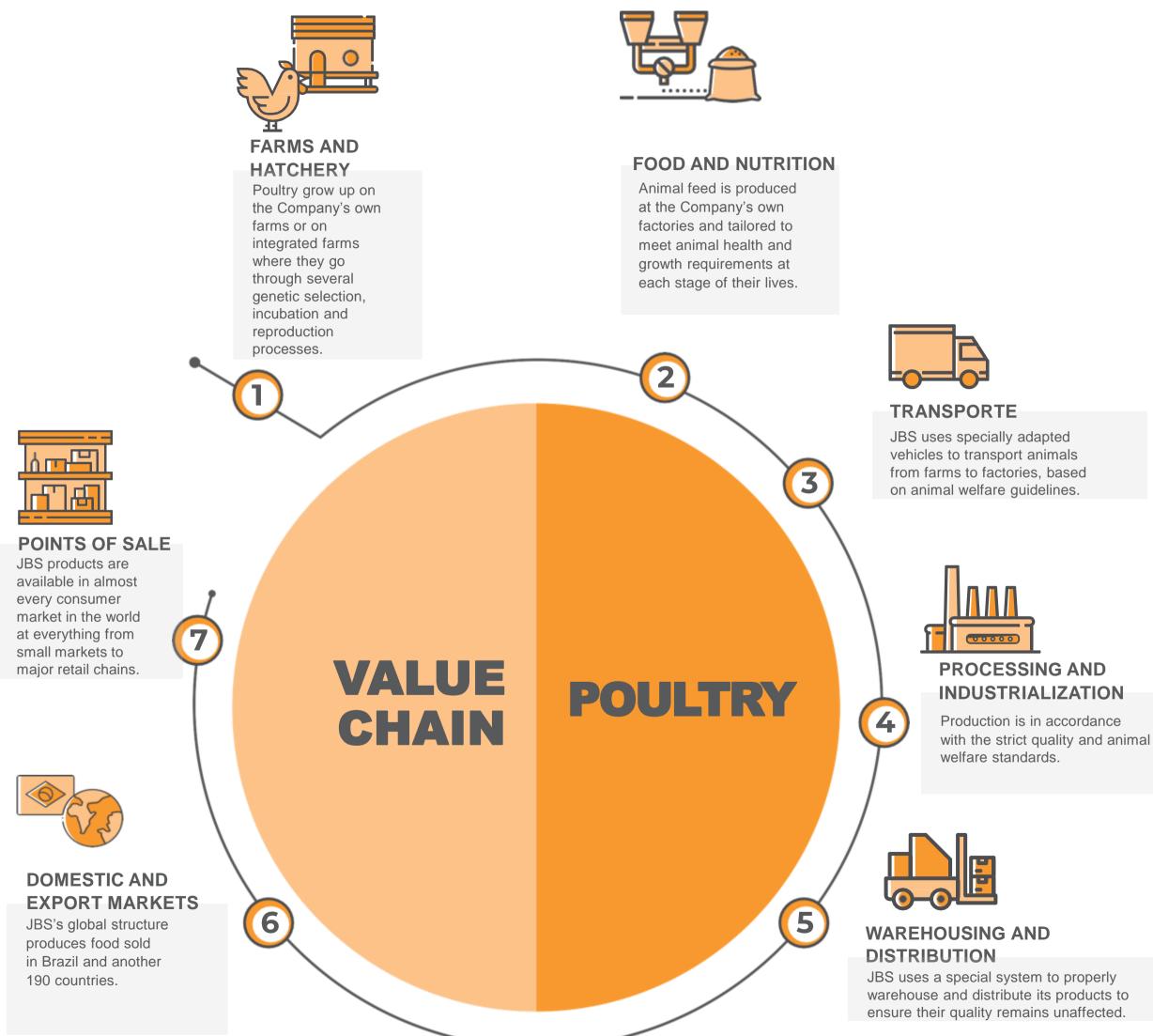
## Seara

- Serves 100 million consumers in over 130 countries.
- It supplies the Brazilian and international markets, where it serves the retail, food service, B2B, cash and carry and e-commerce channels.
- Poultry represents 87% of all unit exports.
- Seara has made significant investments in innovation, research and development to improve its current portfolio. The Company has developed 90 options for the Brazilian market.

## **Pilgrim's Pride**

- Is a global leader in chicken production and processing and the world's largest producer of organic chicken.
- The Company produces and markets high value-added fresh meat, prepared and ready-to-cook foods.
- Through its Moy Park subsidiary, produces vegetarian, beef and pork products and desserts.
- Pilgrim's is listed on the NASDAQ.





#### MAIN SEARA POULTRY BRANDS:



#### **OTHER SEARA BRANDS:**





#### MAIN PILGRIM'S BRANDS:



# **BUSINESS LINES: PORK**

#### JBS has three business units that focus on pork and its derivatives:

- Seara Alimentos, in Brazil
- JBS USA Pork, which includes Plumrose operations in the US
- JBS USA Beef, which owns the Primo Smallgoods brand

## Seara

- In 2018, the Company invested to expand its international market share, adding more refined and higher value-added products to its portfolio.
- The Seara Rotisserie line took 1st place in the Most Innovative Food Product category 2018, part of the FI InnovationAwards by FiSA (Foodingredients South America), South America's biggest awards in the food ingredients, products and supplements industry.

## **JBS USA Beef**

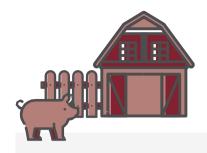
- Primo Smallgoods is a leading manufacturer of processed products including ham, sausage and bacon.
- Primo Smallgoods has an operational structure split between Australia and New Zealand.

## **JBS USA Pork**

- Is the world's second-largest pork producer, cook products available under its market leading brands such as Swift® and Swift Plumrose.
- In 2018, JBS USA Pork repeated the positive results it reported the previous year on the back of growing demand for porkbased products and consistent improvements in operational performance.
- Focusing on research, development and innovation, its goal is to adopt new processing technologies at its production units and to develop higher value-added products.

making high value-added fresh and ready-to-Premium®, as well as innovative products like





Pigs are bred on the Company's own farms or on integrated and third-party farms where they undergo genetic selection and reproduction processes.



#### FOOD AND NUTRITION

Pig feed is produced at the Company's own plants and provides everything the animals need to grow and remain healthy.

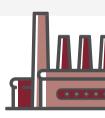
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#### TRANSPORT

JBS uses specially adapted vehicles to transport animals from farms to factories, based on animal welfare guidelines.



PROCESSING AND INDUSTRIALIZATION with the strict quality and animal welfare standards.



4

#### WAREHOUSING AND DISTRIBUTION

JBS uses a special system to properly warehouse and distribute its products to ensure their quality remains unaffected.



#### **POINTS OF SALE** JBS products feed

families worldwide and are available everywhere, from small markets to major retail chains.

7

6

# VALUE CHAIN

PORK

2



#### DOMESTIC AND **EXPORT MARKETS**

JBS's global structure produces food sold in Brazil and another 190 countries.

#### **MAIN SEARA BRANDS:**





#### **MAIN US BRANDS:**









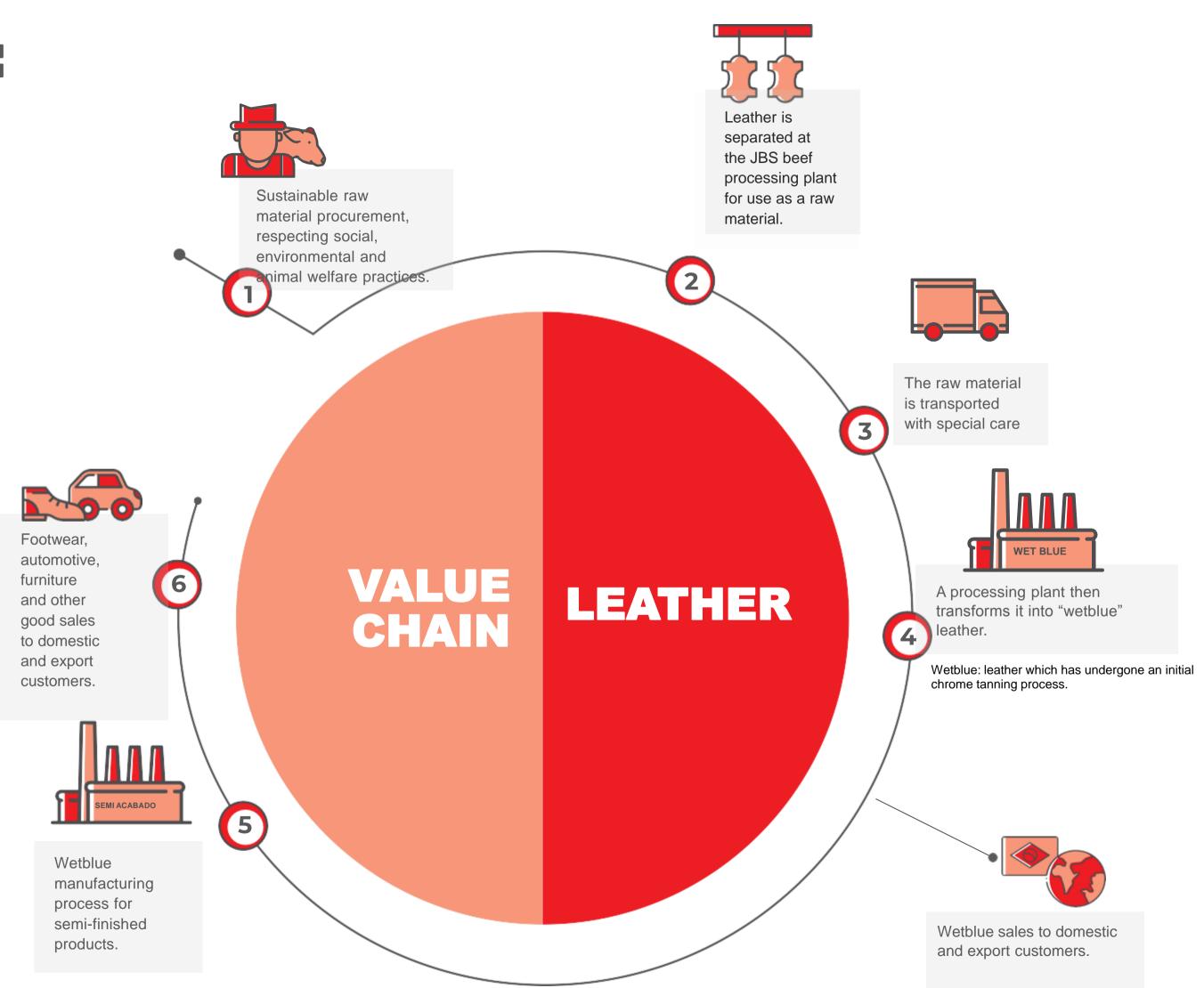




Production is in accordance

# **BUSINESS LINES: LEATHER**

- JBS is the world's largest producer of wet blue, semi-finished and finished leather, operating in North America, South America, Europe and Asia.
- The unit has launched its own brands, one of which is called Authentic, producing leather for the furniture industry; Cambré, for footwear and leather goods; and Virgus, for the automotive sector.
- JBS Couros currently operates 17 units that have been certified by the Leather Working Group (LWG).



#### **MAIN LEATHER BRANDS**









# **BUSINESS LINES: NOVOS NEGÓCIOS**

- It includes operations that transform beef, pork and poultry byproducts and waste material into high value-added products.
- JBS Novos Negócios generates value for JBS and supports the organization's sustainability strategy, which means all of the raw materials used by its operations can be recycled.
- Its products are sold in Brazil and exported to over 20 countries.
- It runs a number of companies that provide JBS with strategic services such as metal packaging, trading, shipping, recycling and waste management.







**JBS HIGIENE &** LIMPEZA



**JBS TRADING** 



**JBS EMBALAGENS METÁLICAS** 



JBS **AMBIENTAL** 



**TRP CAMINHÕES SEMINOVOS** 



JBS **TRANSPORTADORA** 



JBS NATURAL CASINGS



# SUPPLIERS

In the relationship with its suppliers, JBS focuses on achieving a balance between:

- Competitive costs
- High quality
- Respectful sustainable practices
- Supply consistency

JBS operates an ongoing Supplier Qualification and Assessment program which includes annual audits based on Global Food Safety Initiative (GFSI) criteria.

The Company has a global supplies department which is responsible for guaranteeing that all supplier relationship and responsible raw material procurement policies are applied.

## Friboi:

Adopted long-term contracts with some of Brazil's biggest livestock breeders.

## **JBS** Australia:

Began a Supplier Relationship Management Program focusing on its biggest direct materials suppliers that addresses issues such as safety, collaborative business updates, demand forecasting, services and quality, sustainability and innovation.

## Seara:

registered a 31% increase in audits compared with 2017.

## **JBS USA:**

When selecting new suppliers, prefers local companies that offer competitive costs and are capable of meeting JBS standards and requirements.

# CUSTOMERS

JBS deals with three different types of customer:

- Companies that purchase raw materials to produce or market food service products;
- Retail chains, which are points of sale for the Company's brands;
- End consumers.

#### How does JBS serve customers?

- Understanding their requirements through team visits and relationship surveys;
- Developing high quality, customized products;
- Offering services to help them improve profitability.

## Friboi:

According to surveys of domestic and international customers, 78% of customers are satisfied with Friboi.

## **JBS Couros:**

43% drop in the number of customer complaints compared with 2017.

for the first time Seara and Friboi were Customer Service finalists in the Food – Perishables, Frozen and Dairy Category.

## Seara:

the Seara customer service center received over 57,000 comments on its products, processes and services.

## **Época-Reclame Aqui Awards:**

## **TEAM MEMBERS**

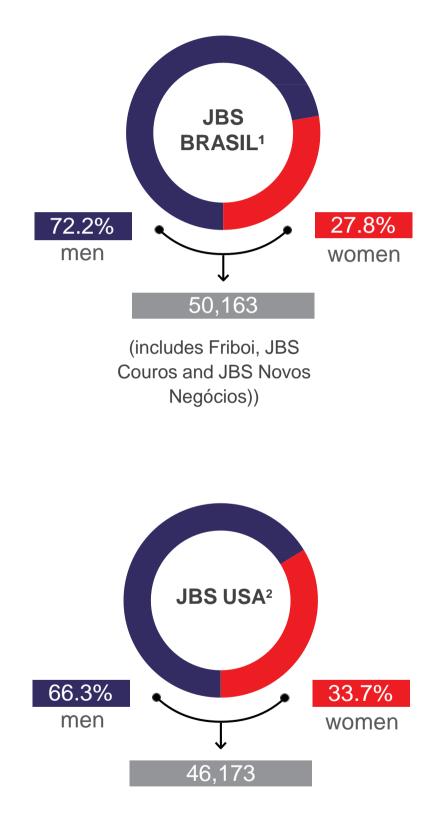
People are key to JBS's success. With a wide range of cultures, languages and experience among the Team Members, it's essential that everybody adheres to JBS corporate Culture.

In 2018, JBS invested in a number of artificial intelligence tools in Brazil to support HR practices. One of the most successful cases helped identify opportunities to reduce absenteeism at JBS Couros.

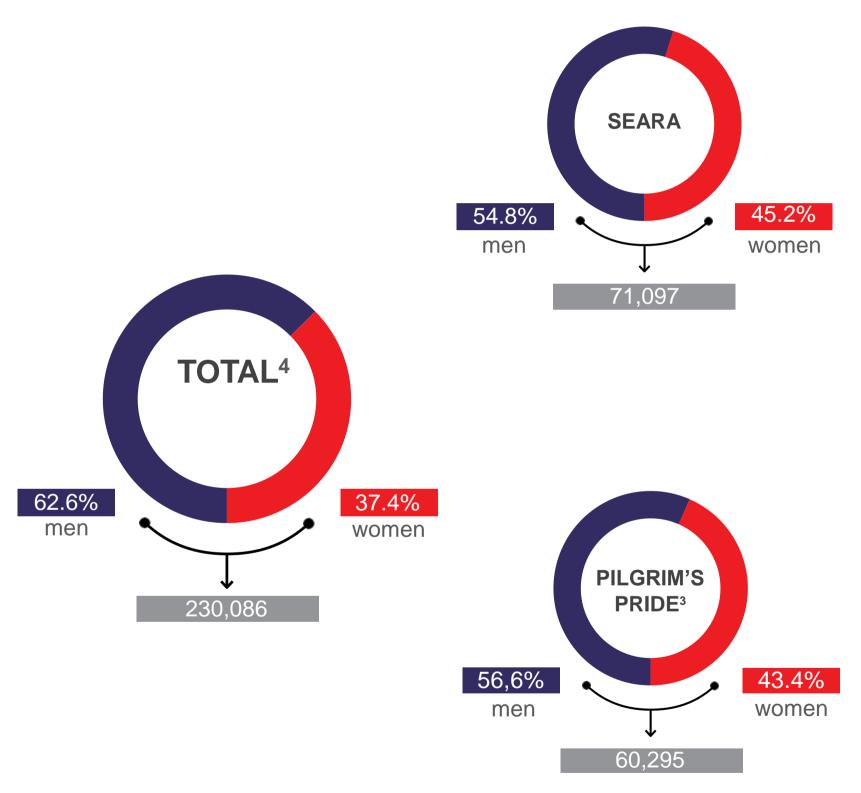
JBS USA also has an Open Door Policy which encourages Team Members to present any problems affecting the overall work environment to their supervisors or the HR area.

#### **JBS Without Frontiers**

This program was created in 2015 to support specialist Team Members, offering Friboi deboners and meat cutters the opportunity to work at the JBS Food Canada unit in Brooks. 200 people applied in 2018.



<sup>1</sup> Includes JBS Couros operations abroad.
<sup>2</sup> Includes operations in the US, Canada, Australia and New Zealand, except poultry-only factories.
<sup>3</sup> Includes factories in the US, Europe, Mexico and Puerto Rico.



<sup>4</sup> Includes 2358 Team Members at other Company operations.

# COMMUNITY

JBS's operations have a significant social impact in the regions where it operates, therefore the organization continuously supports community development.

Each business platform has the authority to decide how it will support its local community – through sponsorship, team member volunteering or direct investment.



## **Special Chefs:**

This initiative uses gastronomy to improve social inclusion for people with Down Syndrome.It serves 300 students every year.

## **Germinare Institute:**

Provides free, high quality education, with activities that focus on encouraging entrepreneurship. It has graduated 229 students since it was founded in 2010.

## **Experimental Workshops:**

To improve job market inclusion for the disabled. 215 people have already concluded the workshops and 147 have found jobs at JBS or other companies.

## Marshalltown:

The Company earmarked US\$ 1 million for community rebuilding efforts, after a tornado damaged 700 homes in Marshalltown.

## JBS Canada Centre:

JBS Food Canada sealed a partnership in 2017 with the government of Brooks, to double the size of the local library and build a multisport arena.



# **Sustainability**

# SUSTAINABILITY

JBS's commitment to sustainability underpins all Company areas and businesses in every country where it does business.

The JBS Sustainability Committee, linked to the Board of Directors, is responsible for addressing global and strategic issues. The Company has a number of well-defined goals for sustainability:

- Improving risk management (principally risks and the supplier chain);
- Reducing the business's environmental footprint (water, emissions, energy and waste);
- Improving its eco-efficiency and relationships with society;
- Encouraging innovation.

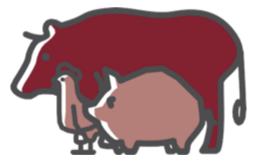




## JBS'S 5 GLOBALLY MATERIAL SUSTAINABILITY PRIORITIES



TEAM MEMBER HEALTH AND SAFETY



ANIMAL WELFARE



PRODUCT INTEGRITY



WATER MANAGEMENT



CLIMATE CHANGE

# MATERIALITY AND SDGS

In 2015, the United Nations launched its 2030 agenda and 17 Sustainable Development Goals (SDGs) as an action plan to make the planet more sustainable.

JBS uses this platform as a point of reference for sustainability initiatives. The Company believes that its strategic issues have a strong connection with some of the SDGs.



# HEALTH AND SAFETY

JBS is committed to the integrity and well-being of its direct and indirect Team Members.

In 2018, the Company invested around R\$ 300 million globally to improve structures.

JBS has specialist teams working globally on Occupational Health & Safety. These teams are responsible for mapping risks and assessing investment requirements.

JBS monitors the main safety indicators on a daily, weekly and monthly basis, prioritizing fast responses to health and safety issues. JBS trained more than 135,000 Team Members in 2018 to guaranty compliance with its policies and practices.

In Brasil, JBS registered a consistent reduction in the number of accidents with lost time (50%) and the rate of lost days (73.5%).

At JBS USA, the goal is to reduce the rate of incidents by 10% by 2020.

In Mexico, the Company has taken steps to improve 80% of its workplace equipment.

**Pilgrim's Moy Park** Safety Index (SI) has dropped from 11.5 to 0.70, since 2012.

## ANIMAL WELFARE

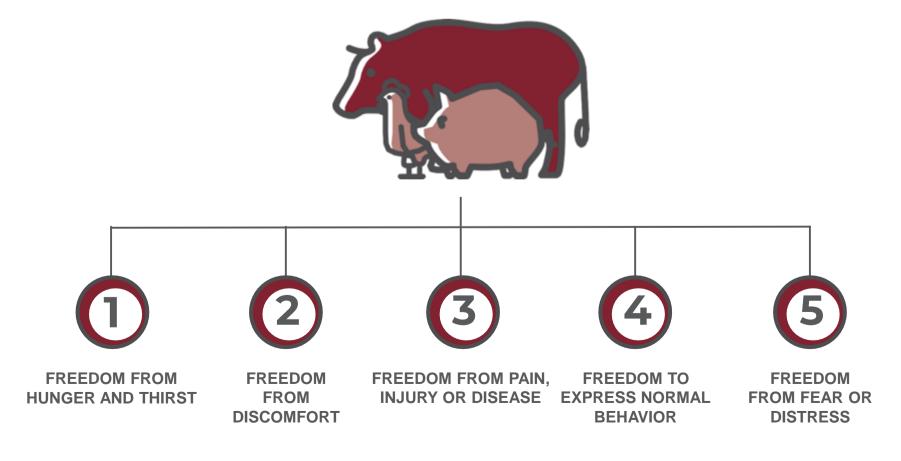
Animal welfare is one of the Company's five strategic global sustainability issues and is one of the Company's basic values.

The Company focuses on ensuring that animals receive appropriate care and treatment throughout their lifecycle and has animal welfare programs at all of its business units.

All of the Company's actions and initiatives are aligned with the five fundamental animal freedoms.

In 2018, the Company invested R\$ 88.2 million worldwide in order to improve animal welfare practices across the organization.

FIVE FUNDAMENTAL FREEDOMS



#### Goals:

- JBS USA commit to achieving 90% or better on their animal welfare scorecards by 2020.
- By 2020, all eggs used as ingredients in Seara products will be purchased exclusively from egglaying chickens bred outside cages.
- Seara committed to using collective gestation for all its pork production in Brazil, completely eliminating gestation in individual bays. The goal is to have all farmers using the system by 2025. JBS USA Live Pork fully accomplished this goal by the end of 2018 and Seara has 50% of its hog breed stock currently produced cage-free.
- JBS is committed to reducing antibiotics throughout its supply chain every year.

## ANIMAL WELFARE

JBS animal welfare programs are constantly evaluated using key performance indicators (KPIs) and are verified by internal audits as well as independent consultants.

Over 13.3 thousand Team Members and producers received animal welfare training in 2018.

JBS has implemented a number of animal transport and handling procedures with guidelines for day-to-day operations and emergencies.

JBS uses the best equipment available on the global market and its plants are staffed by trained teams responsible for monitoring the receiving of animals and ensuring their welfare up to the point of slaughter, in order to avoid any type of suffering.

#### HOW ARE ANIMALS TRANSPORTED?

Animal transportation from farms to meatpacking units complies with the following practices:

Maximum distances between farms and meatpacking units are defined to guarantee animal comfort.

Transport routines are managed using indicators, such as cage density and weight during loading to guarantee appropriate practices are adopted.

Trained teams are used to load and unload trucks, using techniques that minimize animals stress.

# **PRODUCT INTEGRITY**

The Company plays a role as an agent for change and innovation in every production chain it is involved with. This involves developing initiatives that help improve management processes and develop best social and environmental practices among its suppliers, basing its approach on **supply relationships** and **guarantee of origin**.



#### **Supplier relationships**

JBS organizes a number of initiatives to transform suppliers into business partners, such as helping to improve their management processes and develop best social and environmental practices across the value chain.

JBS has been a signatory of the **National Pact Institute to Eradicate Slave Labor** since 2007 and a member of the National Pact Institute to Eradicate Slave Labor (InPACTO) in 2014, as part of efforts to identify and eradicate slave labor in Brazil.

**Social Fuel Seal -** This is a federal government program that JBS has been supporting for over 10 years to guarantee that small, family farmers will be able to sell their output to biodiesel manufacturers.

#### **Guarantee of origin**

At JBS, all raw materials purchases comply with federal and local regulations and adhere to responsible procurement principles.

Around 80 thousand registered Brazilian cattle suppliers are assessed daily using satellite imagery, farm geo-referencing data and information from government agencies. This exclusive JBS monitoring system covers over 59 million ha in the Amazon region and 437 Brazilian cities - an area equivalent to the size of France.

In its most recent audit, in 2017, the Company obtained the best result since auditing began in 2014, with 99.99% of purchases in compliance.

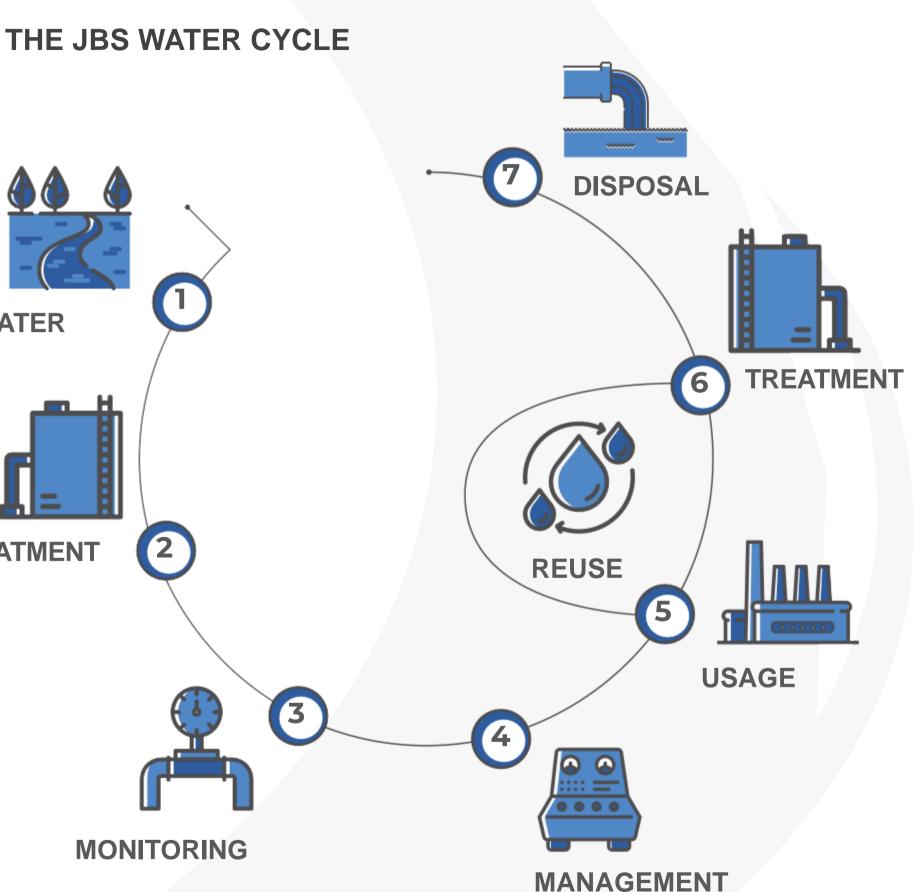
## WATER MANAGEMENT

Water management is a basic element of the production chain for JBS.

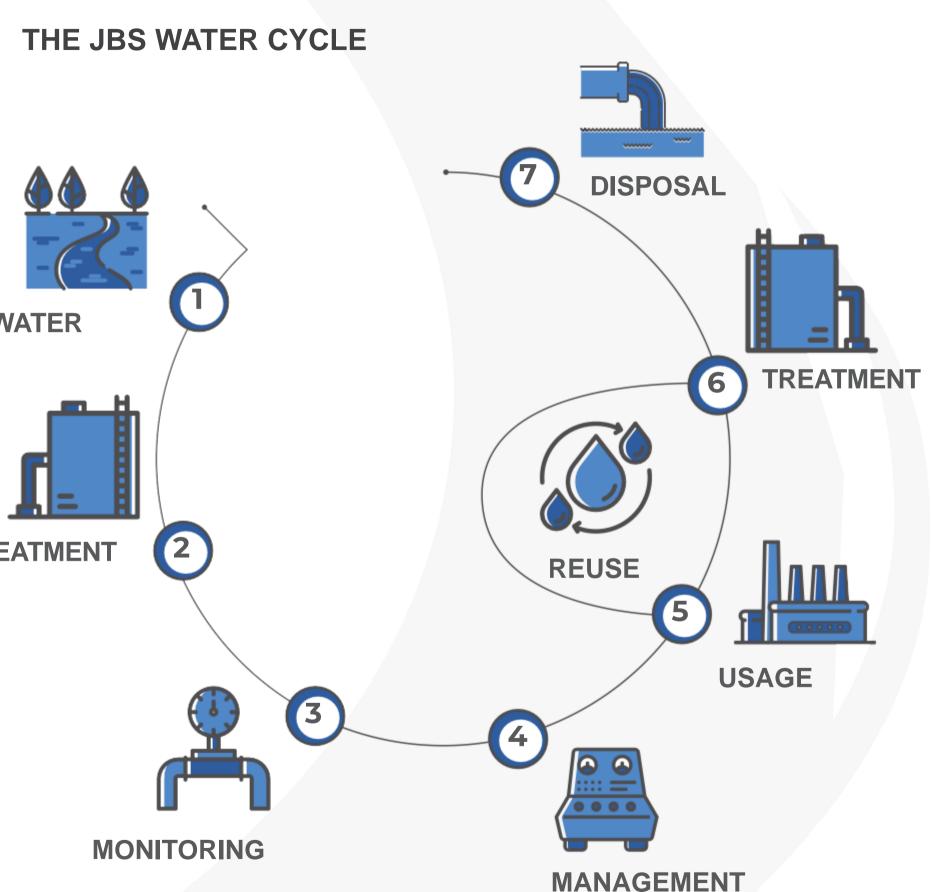
In 2018, the Company invested more than R\$ 26.8 million on management and measurement initiatives to reduce water usage and reuse water worldwide. Over R\$ 63.7 million ware invested on wastewater treatment.

JBS USA has a corporate target of reducing water consumption intensity by 10% by 2020. In 2018, JBS captured 180,700,000 m<sup>3</sup> of water, mainly from river and wells. 3.36% of it were reused in operations.

Globally, JBS generated 146.6 million m<sup>3</sup> of effluent. 81% of the water captured and used in JBS's industrial processes is treated and safely returned to the environment.



WATER



TREATMENT

## CLIMATE CHANGE

JBS is taking a number of steps to reduce its carbon footprint and deliver products that generate less of an environmental impact.

JBS has produced an annual inventory of greenhouse gas emissions in Brazil since 2009, based on the international GHG Protocol methodology. It is also published an annual inventory since 2012.

JBS USA operations have a public commitment to reducing greenhouse gas emissions and natural gas consumption by 20% and reducing electricity usage By 12% by 2020. By the end of 2018, the company had already reached 17.7%, 11.9% and 10.9%, respectively.

#### EMISSION BY OPERATION IN tCO e (JBS GLOBAL)

	2018
SCOPE 1	4,363,800.82
SCOPE 2	1,536,269.49
SCOPE 3	652,048.41
SCOPE 3	652,048.41



# CLIMATE CHANGE

#### Energy

Globally, JBS invested more than R\$ 160 million in energy-efficient projects.

In Brazil, 91% of all direct energy consumption by the Company comes from renewable sources.

Biolins, a JBS cogeneration unit, alone generates 22.5% of all the energy used by every JBS plant in Brazil.

#### Waste and recycling

Over R\$ 8.3 million invested to improve waste management.

Over 73% of company packaging material comes from renewable sources.

1.2 million tons of waste were reused, representing 53.58% of all waste generated.

112,000 tons of waste were reused to generate electricity.

#### Friendly Oil project

JBS Biodiesel partners with JBS Ambiental in the Friendly Oil project, which collects cooking oil from over 300 collection points in 20 cities around the state of São Paulo.

3.5 million liters of cooking oil were recovered in 2018 and reused to make biofuel.



# FINANCIAL RESULTS

#### SEARA

Net revenue of R\$ 17.7 billion, 1.1% higher than 2017. EBITDA: R\$ 1.5 billion

#### **JBS BRASIL**

(including Friboi, the Novos Negócios and leather operations)

Revenues of R\$ 27.6 billion, up 17.1% on 2017. EBITDA: R\$ 1.2 billion

#### **JBS USA BEEF**

(including Australia and Canada)

Net revenues of R\$ 78.6 billion in 2018, a 13.7% increase compared with 2017. EBITDA: R\$ 6.3 billion

#### **JBS USA PORK**

Net revenues of R\$ 20.8 billion, a 4.8% increase compared with 2017. EBITDA: R\$ 2.0 billion

#### **PILGRIM'S PRIDE CORPORATION**

Net revenues of R\$ 39.9 billion, a 16.2% increase compared with 2017. EBITDA: R\$ 3.7 billion





## ACHIEVEMENTS

#### **AWARDS**







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# OUTLOOK

JBS's objective over the next several years is to ensure that the Company continues to grow through an ethical and responsible approach to business in every area. JBS is also strongly committed to its value chain.

- To increase investment in diversity.
- To support its planning, monitoring and control activities to increase safety at its facilities.
- Water management will receive special attention.
- Take steps to reduce energy consumption and adopt clean technologies and renewable sources.
- The Company will be increasing its investment in innovation
- Animal welfare will continue to be a JBS priority in the future.
- JBS will continue to improve its governance and compliance
- Focus on operational efficiency and development of high quality, safe products that offer significant added value.
- To increase cash generation and reduce debt, being able to generate further value for shareholders.



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