## UNITED STATES

# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549

## FORM 8-K

## CURRENT REPORT

## Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): October 31, 2018

## PILGRIM'S PRIDE CORPORATION

(Exact Name of registrant as specified in its charter)

| Delaware | $\mathbf{1 - 9 2 7 3}$ | $\mathbf{7 5 - 1 2 8 5 0 7 1}$ |
| :---: | :---: | :---: |
| (State or other jurisdiction of incorporation) | (Commission File Number) | (IRS Employer Identification No.) |
| $\mathbf{1 7 7 0}$ Promontory Circle |  |  |
| Greeley, CO | $\mathbf{8 0 6 3 4 - 9 0 3 8}$ |  |
| (Address of principal executive offices) | (Zip Code) |  |

Registrant's telephone number, including area code: (970) 506-8000

## Not Applicable

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company o
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. o

## Item 2.02 Results of Operations and Financial Condition.

On October 31, 2018 the Registrant issued a press release, a copy of which is attached hereto as Exhibit 99.1 and incorporated herein by reference.

Item 9.01 Financial Statements and Exhibits.
Exhibit 99.1 Press release dated October 31, 2018.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PILGRIM'S PRIDE CORPORATION
/s/ Fabio Sandri
Fabio Sandri
Chief Financial Officer


Pilgrim's Pride Reports Net Sales of \$2.70 Billion, Operating Income of \$85 Million and GAAP EPS of \$0.12 for the Third Quarter of 2018.

GREELEY, Colo., October 31, 2018 (GLOBE NEWSWIRE) - Pilgrim's Pride Corporation (NASDAQ: PPC) reports third quarter 2018 financial results.

## Third Quarter Highlights

- Net Sales of $\$ 2.70$ billion, $-3.2 \%$ vs same quarter last year. Net Income of $\$ 29.3$ million.
- Operating Income margins of 4.0\% in U.S., $-4.0 \%$ in Mexico and $5.4 \%$ in Europe operations, respectively.
- Adjusted EBITDA of $\$ 156.0$ million (or a $5.8 \%$ margin) and Adjusted EPS of $\$ 0.21$, for one-time tax and currency translation.
- Our diverse portfolio of differentiated products and Key Customer strategy have continued to generate a more resilient performance and moderate margin impact compared to peers despite one of the most difficult pricing environment ever in U.S. commodity chicken, a slowdown in Mexico and feed cost pressures in Europe. Non-commodity U.S. chicken, including organic and small-birds, continues to perform relatively better to help mitigate the results of our U.S. business.
- Integration of European business is tracking better than expectations and ahead of our $\$ 50$ million synergy target for the next two years, supporting a margin increase of 130bps over last year while still retaining its consistency and offsetting the volatility of the other businesses.
- Very challenging market environment during the quarter in Mexico, but is already starting to recover and we remain focused on operational excellence and offering customized products to satisfy growing demand for chicken. Investments into premium Pilgrim’s brand is gaining pace and producing better than expected results.

Unaudited, In Millions, Except Per Share and Percentages

|  | Thirteen Weeks Ended | Thirteen Weeks Ended |  | Thirty-Nine Weeks Ended | Thirty-Nine Weeks Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep 30, 2018 | $\begin{gathered} \text { September 24, } \\ 2017 \end{gathered}$ | $\begin{aligned} & \text { Y/Y } \\ & \text { Change } \end{aligned}$ | Sep 30, 2018 | Sep 24, 2017 | Y/Y Change |
| Net Sales | \$2,697.6 | \$2,793.9 | -3.4\% | \$8,281.0 | \$8,025.5 | +3.2\% |
| GAAP EPS | \$0.12 | \$0.93 | -87.1\% | \$1.03 | \$2.25 | -54.2\% |
| Operating Income | \$85.3 | \$372.2 | -77.1\% | \$472.1 | \$917.3 | -48.5\% |
| Adjusted EBITDA (1) | \$156.0 | \$463.6 | -66.3\% | \$687.1 | \$1,147.0 | -40.1\% |
| Adjusted EBITDA Margin (1) | 5.8\% | 16.6\% | -10.8pts | 8.3\% | 14.3\% | -6.0pts |

(1) Reconciliations for non-GAAP measures are provided in subsequent sections within this release.
"During Q3 conditions in the U.S. markets continued to be mixed, with the commodity segment experiencing counter seasonal and weak pricing whereas the less commodity businesses better balanced. Despite challenging market conditions in commodity chicken, the investments we made over the past few years, the recent acquisitions and our capture of operational improvements, are adding diversification and differentiation to the evolution of our portfolio to deliver more resilient performance regardless of specific market conditions," stated Bill Lovette, Chief Executive Officer of Pilgrim's.
"In Europe, the integration is tracking better than expectations and we are slightly ahead of our $\$ 50$ million synergy target for the next two years, supporting a margin increase of 130 bps over last year. The results, given the adverse scenario of feed inputs, are a proof of our more stable business model, while our team members improved the operations and contributed to the strong performance by continuing to focus on cost optimization, cost control, excellent customer relationships, synergy capture and a culture of constant innovation while still maintaining a consistent margin performance of the business. As part of the integration activities, our team is driving for an increased focus on utilization of the whole chicken by opening up more opportunities and diversifying into new markets to improve the cutout."
"Supply in Mexico Q3 grew more than expected as a reaction to strong prices in the first half and also as a result of outstanding growing conditions, impacting market prices. Prices are already recovering and while Mexico can be volatile quarter to quarter, historically our operations have produced very good margin performance on a full-year basis and we expect this trend to continue in the future. Prepared Foods are growing at a double digit rate and are generating strong results under both premium Pilgrim's and Del Dia to drive the evolution of our Mexican portfolio towards more differentiated, higher-value products, and expanded margins."

## Conference Call Information

A conference call to discuss Pilgrim's quarterly results will be held tomorrow, November 1, at 7:00 a.m. MT (9 a.m. ET). Participants are encouraged to pre-register for the conference call using the link below. Callers who pre-register will be given a unique PIN to gain immediate access to the call and bypass the live operator. Participants may pre-register at any time, including up to and after the call start time.

To pre-register, go to: https://services.choruscall.com/links/ppc181101.html

You may also reach the pre-registration link by logging in through the investor section of our website at www.pilgrims.com and clicking on the link under "Upcoming Events."

For those who would like to join the call but have not pre-registered, access is available by dialing +1 (844) 883-3889 within the US, or +1 (412) 317-9245 internationally, and requesting the "Pilgrim's Pride Conference." Please note that to submit a question to management during the call, you must be logged in via telephone.

Replays of the conference call will be available on Pilgrim's website approximately two hours after the call concludes and can be accessed through the "Investor" section of www.pilgrims.com. The webcast will be available for replay through February 1, 2019.

## About Pilgrim's Pride

Pilgrim's employs approximately 51,300 people and operates chicken processing plants and prepared-foods facilities in 14 states, Puerto Rico, Mexico, the U.K., and continental Europe. The Company's primary distribution is through retailers and foodservice distributors. For more information, please visit www.pilgrims.com.

## Forward-Looking Statements

Statements contained in this press release that state the intentions, plans, hopes, beliefs, anticipations, expectations or predictions of the future of Pilgrim's Pride Corporation and its management are considered forward-looking statements. It is important to note that actual results could differ materially from those projected in such forward-looking statements. Factors that could cause actual results to differ materially from those projected in such forward-looking statements include: matters affecting the poultry industry generally; the ability to execute the Company's business plan to achieve desired cost savings and profitability; future pricing for feed ingredients and the Company's products; outbreaks of avian influenza or other diseases, either in Pilgrim's Pride's flocks or elsewhere, affecting its ability to conduct its operations and/or demand for its poultry products; contamination of Pilgrim's Pride's products, which has previously and can in the future lead to product liability claims and product recalls; exposure to risks related to product liability, product recalls, property damage and injuries to persons, for which insurance coverage is expensive, limited and potentially inadequate; management of cash resources; restrictions imposed by, and as a result of, Pilgrim's Pride's leverage; changes in laws or regulations affecting Pilgrim's Pride's operations or the application thereof; new immigration legislation or increased enforcement efforts in connection with existing immigration legislation that cause the costs of doing business to increase, cause Pilgrim's Pride to change the way in which it does business, or otherwise disrupt its operations; competitive factors and pricing pressures or the loss of one or more of Pilgrim's Pride's largest customers; currency exchange rate fluctuations, trade barriers, exchange controls, expropriation and other risks associated with foreign operations; disruptions in international markets and distribution channel, including antidumping proceedings and countervailing duty proceedings; and the impact of uncertainties of litigation as well as other risks described under "Risk Factors" in the Company's Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission. Pilgrim's Pride Corporation undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

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(970) 506-8192
www.pilgrims.com

## PILGRIM'S PRIDE CORPORATION CONDENSED CONSOLIDATED BALANCE SHEETS <br> (Unaudited)

|  | September 30, 2018 |  | December 31, 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
| Cash and cash equivalents | \$ | 401,306 | \$ | 581,510 |
| Restricted cash |  | 14,534 |  | 8,021 |
| Trade accounts and other receivables, less allowance for doubtful accounts |  | 559,559 |  | 565,478 |
| Accounts receivable from related parties |  | 652 |  | 2,951 |
| Inventories |  | 1,182,962 |  | 1,255,070 |
| Income taxes receivable |  | 4,568 |  | - |
| Prepaid expenses and other current assets |  | 116,536 |  | 102,550 |
| Assets held for sale |  | 2,616 |  | 708 |
| Total current assets |  | 2,282,733 |  | 2,516,288 |
| Deferred tax assets |  | 3,167 |  | - |
| Other long-lived assets |  | 17,162 |  | 18,165 |
| Identified intangible assets, net |  | 581,119 |  | 617,163 |
| Goodwill |  | 971,611 |  | 1,001,889 |
| Property, plant and equipment, net |  | 2,120,646 |  | 2,095,147 |
| Total assets | \$ | 5,976,438 | \$ | 6,248,652 |
|  |  |  |  |  |
| Accounts payable | \$ | 817,927 | \$ | 733,027 |
| Accounts payable to related parties |  | 6,795 |  | 2,889 |
| Revenue contract liability |  | 28,873 |  | 36,607 |
| Accrued expenses and other current liabilities |  | 403,146 |  | 410,152 |
| Income taxes payable |  | 42,369 |  | 222,073 |
| Current maturities of long-term debt |  | 24,026 |  | 47,775 |
| Total current liabilities |  | 1,323,136 |  | 1,452,523 |
| Long-term debt, less current maturities |  | 2,302,194 |  | 2,635,617 |
| Noncurrent income taxes payable |  | 7,731 |  | - |
| Deferred tax liabilities |  | 205,604 |  | 208,492 |
| Other long-term liabilities |  | 70,230 |  | 96,359 |
| Total liabilities |  | 3,908,895 |  | 4,392,991 |
| Common stock |  | 2,604 |  | 2,602 |
| Treasury stock |  | $(231,758)$ |  | $(231,758)$ |
| Additional paid-in capital |  | 1,941,766 |  | 1,932,509 |
| Retained earnings |  | 429,212 |  | 173,943 |
| Accumulated other comprehensive loss |  | $(83,548)$ |  | $(31,140)$ |
| Total Pilgrim's Pride Corporation stockholders' equity |  | 2,058,276 |  | 1,846,156 |
| Noncontrolling interest |  | 9,267 |  | 9,505 |
| Total stockholders' equity |  | 2,067,543 |  | 1,855,661 |
| Total liabilities and stockholders' equity | \$ | 5,976,438 | S | 6,248,652 |

## PILGRIM'S PRIDE CORPORATION

## CONDENSED CONSOLIDATED AND COMBINED STATEMENTS OF INCOME (Unaudited)

|  | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | September 24, 2017 |  | September 30, 2018 |  | September 24, 2017 |  |
|  | (In thousands, except per share data) |  |  |  |  |  |  |  |
| Net sales | \$ | 2,697,604 | \$ | 2,793,885 | \$ | 8,280,995 | \$ | 8,025,511 |
| Cost of sales |  | 2,527,863 |  | 2,315,301 |  | 7,549,367 |  | 6,815,701 |
| Gross profit |  | 169,741 |  | 478,584 |  | 731,628 |  | 1,209,810 |
| Selling, general and administrative expense |  | 84,138 |  | 102,191 |  | 257,396 |  | 284,009 |
| Administrative restructuring charges |  | 257 |  | 4,147 |  | 2,181 |  | 8,496 |
| Operating income |  | 85,346 |  | 372,246 |  | 472,051 |  | 917,305 |
| Interest expense, net of capitalized interest |  | 35,334 |  | 24,636 |  | 125,901 |  | 66,315 |
| Interest income |  | $(4,241)$ |  | $(2,128)$ |  | $(10,665)$ |  | $(3,600)$ |
| Foreign currency transaction losses (gains) |  | $(6,711)$ |  | (888) |  | $(2,802)$ |  | $(2,500)$ |
| Miscellaneous, net |  | 653 |  | $(1,083)$ |  | $(1,781)$ |  | $(5,198)$ |
| Income before income taxes |  | 60,311 |  | 351,709 |  | 361,398 |  | 862,288 |
| Income tax expense |  | 30,848 |  | 113,396 |  | 106,367 |  | 278,046 |
| Net income |  | 29,463 |  | 238,313 |  | 255,031 |  | 584,242 |
| Less: Net income from Granite Holdings Sàrl prior to acquisition by Pilgrim's Pride Corporation |  | - |  | 6,093 |  | - |  | 23,486 |
| Less: Net income (loss) attributable to noncontrolling interests |  | 153 |  | (460) |  | (238) |  | 514 |
| Net income attributable to Pilgrim's Pride Corporation | \$ | 29,310 | \$ | 232,680 | \$ | 255,269 | \$ | 560,242 |
|  |  |  |  |  |  |  |  |  |
| Weighted average shares of common stock outstanding: |  |  |  |  |  |  |  |  |
| Basic |  | 248,981 |  | 248,753 |  | 248,933 |  | 248,732 |
| Effect of dilutive common stock equivalents |  | 198 |  | 235 |  | 143 |  | 230 |
| Diluted |  | 249,179 |  | 248,988 |  | 249,076 |  | 248,962 |

Net income attributable to Pilgrim's Pride Corporation per share of common stock outstanding:

| Basic | $\$$ | 0.12 | $\$$ | 0.94 | $\$$ | 1.03 | $\$$ | 2.25 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted | $\$$ | 0.12 | $\$$ | 0.93 | $\$$ | 1.03 | $\$$ | 2.25 |

## PILGRIM'S PRIDE CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED AND COMBINED STATEMENTS OF CASH FLOWS <br> (Unaudited)

|  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | September 24, 2017 |  |
|  | (In thousands) |  |  |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income | \$ | 255,031 | \$ | 584,242 |
| Adjustments to reconcile net income to cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 211,450 |  | 204,625 |
| Noncash loss on early extinguishment of debt |  | 6,037 |  | - |
| Foreign currency transaction loss related to borrowing arrangements |  | 4,221 |  | 6,830 |
| Amortization of premium related to Senior Notes |  | (501) |  | - |
| Accretion of discount related to Senior Notes |  | 567 |  | - |
| Impairment expense |  | 884 |  | 4,947 |
| Gain on property disposals |  | (452) |  | (540) |
| Gain on equity method investment |  | (48) |  | (44) |
| Share-based compensation |  | 9,259 |  | 2,454 |
| Deferred income tax expense (benefit) |  | $(2,147)$ |  | 25,768 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Trade accounts and other receivables |  | $(3,437)$ |  | $(146,477)$ |
| Inventories |  | 64,787 |  | $(149,806)$ |
| Prepaid expenses and other current assets |  | $(15,428)$ |  | $(15,377)$ |
| Accounts payable, accrued expenses and other current liabilities |  | 78,107 |  | $(36,105)$ |
| Income taxes |  | $(175,569)$ |  | 149,063 |
| Long-term pension and other postretirement obligations |  | $(9,087)$ |  | $(9,660)$ |
| Other operating assets and liabilities |  | 1,606 |  | $(1,429)$ |
| Cash provided by operating activities |  | 425,280 |  | 618,491 |
| Cash flows from investing activities: |  |  |  |  |
| Acquisitions of property, plant and equipment |  | $(231,875)$ |  | $(258,364)$ |
| Business acquisition |  | - |  | $(658,520)$ |
| Proceeds from property disposals |  | 2,707 |  | 2,585 |
| Cash used in investing activities |  | $(229,168)$ |  | $(914,299)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from revolving line of credit and long-term borrowings |  | 703,090 |  | 1,013,662 |
| Payments on revolving line of credit, long-term borrowings and capital lease obligations |  | $(1,071,441)$ |  | $(609,678)$ |
| Proceeds from equity contribution under Tax Sharing Agreement between JBS USA Food Company Holdings and Pilgrim's Pride Corporation |  | 5,558 |  | 5,038 |
| Payment of capitalized loan costs |  | $(11,081)$ |  | $(4,550)$ |
| Purchase of common stock under share repurchase program |  | - |  | $(14,641)$ |
| Cash provided by (used in) financing activities |  | $(373,874)$ |  | 389,831 |
| Effect of exchange rate changes on cash and cash equivalents |  | 4,071 |  | 15,084 |
| Increase (decrease) in cash, cash equivalents and restricted cash |  | $(173,691)$ |  | 109,107 |
| Cash, cash equivalents and restricted cash, beginning of period |  | 589,531 |  | 297,523 |
| Cash, cash equivalents and restricted cash, end of period | \$ | 415,840 | \$ | 406,630 |

## PILGRIM'S PRIDE CORPORATION

## Selected Financial Information

## (Unaudited)

"EBITDA" is defined as the sum of net income (loss) plus interest, taxes, depreciation and amortization. "Adjusted EBITDA" is calculated by adding to EBITDA certain items of expense and deducting from EBITDA certain items of income that we believe are not indicative of our ongoing operating performance consisting of: (i) income (loss) attributable to non-controlling interests, (ii) restructuring charges, (iii) reorganization items, (iv) losses on early extinguishment of debt and (v) foreign currency transaction losses (gains). EBITDA is presented because it is used by management and we believe it is frequently used by securities analysts, investors and other interested parties, in addition to and not in lieu of results prepared in conformity with accounting principles generally accepted in the US ("GAAP"), to compare the performance of companies. We believe investors would be interested in our Adjusted EBITDA because this is how our management analyzes EBITDA. The Company also believes that Adjusted EBITDA, in combination with the Company's financial results calculated in accordance with GAAP, provides investors with additional perspective regarding the impact of certain significant items on EBITDA and facilitates a more direct comparison of its performance with its competitors. EBITDA and Adjusted EBITDA are not measurements of financial performance under GAAP. They should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or an alternative to net income as indicators of our operating performance or any other measures of performance derived in accordance with GAAP.

## PILGRIM'S PRIDE CORPORATION

## Reconciliation of Adjusted EBITDA

| (Unaudited) | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | September 24, 2017 |  | September 30, 2018 |  | September 24, 2017 |  |
|  | (In thousands) |  |  |  |  |  |  |  |
| Net income | \$ | 29,463 | \$ | 238,313 | \$ | 255,031 | \$ | 584,242 |
| Add: |  |  |  |  |  |  |  |  |
| Interest expense, net |  | 31,093 |  | 22,508 |  | 115,236 |  | 62,715 |
| Income tax expense |  | 30,848 |  | 113,396 |  | 106,367 |  | 278,046 |
| Depreciation and amortization |  | 71,971 |  | 71,763 |  | 211,450 |  | 204,625 |
| Minus: |  |  |  |  |  |  |  |  |
| Amortization of capitalized financing costs |  | 944 |  | 1,181 |  | 4,337 |  | 3,129 |
| EBITDA |  | 162,431 |  | 444,799 |  | 683,747 |  | 1,126,499 |
| Add: |  |  |  |  |  |  |  |  |
| Foreign currency transaction gains |  | $(6,711)$ |  | (888) |  | $(2,802)$ |  | $(2,500)$ |
| Acquisition charges |  | 16 |  | 15,039 |  | 320 |  | 15,039 |
| Restructuring charges |  | 257 |  | 4,147 |  | 2,181 |  | 8,496 |
| Nonrecurring expense |  | 164 |  | - |  | 3,462 |  | - |
| Minus: |  |  |  |  |  |  |  |  |
| Net income (loss) attributable to noncontrolling interest |  | 153 |  | (460) |  | (238) |  | 514 |
| Adjusted EBITDA | \$ | 156,004 | \$ | 463,557 | \$ | 687,146 | \$ | 1,147,020 |

## PILGRIM'S PRIDE CORPORATION

## Reconciliation of EBITDA Margin

| (Unaudited) | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  | Thirteen Weeks Ended |  | Thirty-Nine Weeks Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { September 30, } \\ & 2018 \end{aligned}$ |  | $\begin{gathered} \hline \text { September 24, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 24, } \\ 2017 \end{gathered}$ |  | $\begin{aligned} & \text { September 30, } \\ & 2018 \end{aligned}$ | $\begin{gathered} \hline \text { September 24, } \\ 2017 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ | $\begin{gathered} \text { September 24, } \\ 2017 \end{gathered}$ |
|  | (In thousands) |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 29,463 | \$ | 238,313 | \$ | 255,031 | \$ | 584,242 | 1.09 \% | 8.53 \% | 3.08 \% | 7.28 \% |
| Add: |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest expense, net |  | 31,093 |  | 22,508 |  | 115,236 |  | 62,715 | 1.15 \% | 0.81 \% | 1.39 \% | 0.78 \% |
| Income tax expense |  | 30,848 |  | 113,396 |  | 106,367 |  | 278,046 | 1.14 \% | 4.06 \% | 1.28 \% | 3.46 \% |
| Depreciation and amortization |  | 71,971 |  | 71,763 |  | 211,450 |  | 204,625 | 2.67 \% | 2.57 \% | 2.55 \% | 2.55 \% |


| Minus: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortization of capitalized financing costs | 944 | 1,181 | 4,337 | 3,129 | 0.03 \% | 0.04 \% | 0.05 \% | 0.04 \% |
| EBITDA | 162,431 | 444,799 | 683,747 | 1,126,499 | 6.02 \% | 15.92 \% | 8.25 \% | 14.03 \% |
| Add: |  |  |  |  |  |  |  |  |
| Foreign currency transaction gains | $(6,711)$ | (888) | $(2,802)$ | $(2,500)$ | (0.25)\% | (0.03)\% | (0.03)\% | (0.03)\% |
| Acquisition charges | 16 | 15,039 | 320 | 15,039 | -\% | 0.54 \% | -\% | 0.19 \% |
| Restructuring charges | 257 | 4,147 | 2,181 | 8,496 | 0.01 \% | 0.15 \% | 0.03 \% | 0.11 \% |
| Nonrecurring expense | 164 | - | 3,462 | - | 0.01 \% | -\% | 0.04 \% | -\% |


| Minus: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income (loss) attributable to noncontrolling interest |  | 153 |  | (460) |  | (238) |  | 514 |  | 0.01 \% |  | (0.02)\% |  | -\% |  | 0.01 \% |
| Adjusted EBITDA | \$ | 156,004 | \$ | 463,557 | \$ | 687,146 | \$ | 1,147,020 |  | 5.78 \% |  | 16.59 \% |  | 8.30 \% |  | 14.28 \% |
| Net sales | \$ | 2,697,604 | \$ | 2,793,885 | \$ | 8,280,995 | \$ | 8,025,511 | \$ | 2,697,604 | \$ | 2,793,885 | \$ | 8,280,995 | \$ | 8,025,511 |

A reconciliation of net income (loss) attributable to Pilgrim's Pride Corporation per common diluted share to adjusted net income (loss) attributable to Pilgrim's Pride Corporation per common diluted share is as follows:

PILGRIM'S PRIDE CORPORATION
Reconciliation of Adjusted Net Income
(Unaudited)

|  | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { September 24, } \\ 2017 \end{gathered}$ |  | September 30,2018 2018 |  | $\underset{2017}{\substack{\text { September } \\ 24, \\ \hline}}$ |  |
|  | (In thousands, except per share data) |  |  |  |  |  |  |  |
| Net income attributable to Pilgrim's Pride Corporation | \$ | 29,310 | \$ | 232,680 | \$ | 255,269 | \$ | 560,242 |
| Adjustments, net of tax: |  |  |  |  |  |  |  |  |
| Loss on early extinguishment of debt |  | 929 |  | 113 |  | 13,050 |  | 113 |
| Acquisition and restructuring charges |  | 213 |  | 11,336 |  | 1,948 |  | 14,282 |
| Foreign currency transaction gains |  | $(5,226)$ |  | (602) |  | $(2,182)$ |  | $(1,693)$ |
|  | \$ | 25,226 | \$ | 243,527 | \$ | 268,085 | \$ | 572,944 |
| U.S. Tax Cuts \& Jobs Act transition tax |  | 26,400 |  | - |  | 26,400 |  | - |
| Adjusted net income | \$ | 51,626 | \$ | 243,527 | \$ | 294,485 | \$ | 572,944 |
| Weighted average diluted shares of common stock outstanding |  | 249,179 |  | 248,988 |  | 249,076 |  | 248,962 |
| Adjusted net income per common diluted share | \$ | 0.21 | \$ | 0.98 | \$ | 1.18 | \$ | 2.30 |

A reconciliation of GAAP earnings per share (EPS) to adjusted earnings per share (EPS) is as follows:

PILGRIM'S PRIDE CORPORATION
Reconciliation of GAAP EPS to Adjusted EPS
(Unaudited)

|  | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | September 24, 2017 |  | September 30, 2018 |  | September 24, 2017 |  |
|  | (In thousands, except per share data) |  |  |  |  |  |  |  |
| GAAP EPS | \$ | 0.12 | \$ | 0.93 | \$ | 1.02 | \$ | 2.25 |
| Adjustments, net of tax: |  |  |  |  |  |  |  |  |
| Loss on early extinguishment of debt |  | - |  | - |  | 0.05 |  | - |
| Acquisition and restructuring charges |  | - |  | 0.05 |  | 0.01 |  | 0.06 |
| Foreign currency transaction gains |  | (0.02) |  | - |  | (0.01) |  | (0.01) |
|  | \$ | 0.10 | \$ | 0.98 | \$ | 1.07 | \$ | 2.30 |
| U.S. Tax Cuts \& Jobs Act transition tax |  | 0.11 |  | - |  | 0.11 |  | - |
| Adjusted EPS | \$ | 0.21 | \$ | 0.98 | \$ | 1.18 | \$ | 2.30 |
| Weighted average diluted shares of common stock outstanding |  | 9,179 |  | 248,988 |  | 249,076 |  | 248,962 |

## PILGRIM'S PRIDE CORPORATION

## Supplementary Selected Segment and Geographic Data

| (Unaudited) | Thirteen Weeks Ended |  |  |  | Thirty-Nine Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2018 |  | September 24, 2017 |  | September 30, 2018 |  | September 24, 2017 |  |
|  | (In thousands) |  |  |  |  |  |  |  |
| Sources of net sales by country of origin: |  |  |  |  |  |  |  |  |
| US | \$ | 1,864,169 | \$ | 1,938,542 | \$ | 5,604,709 | \$ | 5,557,089 |
| Europe |  | 526,722 |  | 514,325 |  | 1,634,125 |  | 1,473,854 |
| Mexico |  | 306,713 |  | 341,018 |  | 1,042,161 |  | 994,568 |
| Total net sales | \$ | 2,697,604 | \$ | 2,793,885 | \$ | 8,280,995 | \$ | 8,025,511 |
|  |  |  |  |  |  |  |  |  |
| Sources of cost of sales by country of origin: |  |  |  |  |  |  |  |  |
| US | \$ | 1,732,803 | \$ | 1,561,333 | \$ | 5,137,049 | \$ | 4,656,825 |
| Europe |  | 485,435 |  | 467,374 |  | 1,500,994 |  | 1,336,123 |
| Mexico |  | 309,650 |  | 286,617 |  | 911,358 |  | 822,822 |
| Elimination |  | (25) |  | (23) |  | (34) |  | (69) |
| Total cost of sales | \$ | 2,527,863 | \$ | 2,315,301 | \$ | 7,549,367 | \$ | 6,815,701 |
|  |  |  |  |  |  |  |  |  |
| Sources of gross profit by country of origin: |  |  |  |  |  |  |  |  |
| US | \$ | 131,366 | \$ | 377,209 | \$ | 467,660 | \$ | 900,262 |
| Europe |  | 41,288 |  | 46,951 |  | 133,131 |  | 137,734 |
| Mexico |  | $(2,938)$ |  | 54,401 |  | 130,803 |  | 171,745 |
| Elimination |  | 25 |  | 23 |  | 34 |  | 69 |
| Total gross profit | \$ | 169,741 | \$ | 478,584 | \$ | 731,628 | \$ | 1,209,810 |
|  |  |  |  |  |  |  |  |  |
| Sources of operating income by country of origin: |  |  |  |  |  |  |  |  |
| US | \$ | 74,206 | \$ | 307,962 | \$ | 300,960 | \$ | 719,121 |
| Europe |  | 23,470 |  | 18,569 |  | 68,545 |  | 51,874 |
| Mexico |  | $(12,355)$ |  | 45,692 |  | 102,512 |  | 146,241 |
| Elimination |  | 25 |  | 23 |  | 34 |  | 69 |
| Total operating income | \$ | 85,346 | \$ | 372,246 | \$ | 472,051 | \$ | 917,305 |

