

Pilgrim's Pride Corporation (NASDAQ: PPC)

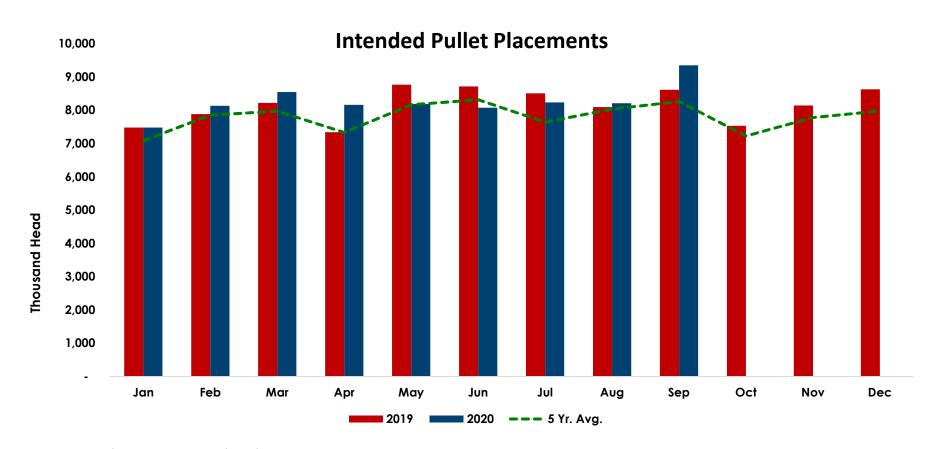
All about great taste.

Cautionary Notes and 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. Without limiting the foregoing, words such as "anticipates," "believes," "estimates," "expects," "intends," "may," "plans," "projects," "should," "targets," "will" and the negative thereof and similar words and expressions are intended to identify 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: the impact of the COVID-19 pandemic, efforts to contain the pandemic and resulting economic downturn on our operations and financial condition, including the risk that our health and safety measures at Pilgrim's Pride production facilities will not be effective, the risk that we may be unable to prevent the infection of our employees at these facilities, and the risk that we may need to temporarily close one or more of our production facilities; the risk that we may experience decreased production and sales due to the changing demand for food products; the risk that we may face a significant increase in delayed payments from our customers; and additional risks related to COVID-19 set forth in our Form 10-Q filed with the SEC; 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 anti-dumping proceedings and countervailing duty proceedings; and the impact of uncertainties of litigation and other legal matters described in our Quarterly Report on Form 10-Q, including the In re Broiler Chicken Antitrust Litigation, as well as other risks described under "Risk Factors" in the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and subsequent filings with the Securities and Exchange Commission. The forward-looking statements in this release speak only as of the date hereof, and the Company undertakes no obligation to update any such statement after the date of this release, whether as a result of new information, future developments or otherwise, except as may be required by applicable law.
- Actual results could differ materially from those projected in these forward-looking statements as a result of these factors, among others, many of which are beyond our control. In making these statements, we are not undertaking, and specifically decline to undertake, any obligation to address or update each or any factor in future filings or communications regarding our business or results, and we are not undertaking to address how any of these factors may have caused changes to information contained in previous filings or communications. Although we have attempted to list comprehensively these important cautionary risk factors, we must caution investors and others that other factors may in the future prove to be important and affecting our business or results of operations.
- This presentation may include information that may be considered non-GAAP financial information as contemplated by SEC Regulation G, Rule 100, including EBITDA, Adjusted EBITDA, LTM EBITDA, Net Debt, Free Cash Flow, Adjusted EBITDA Margin and others. Accordingly, we have provided tables in the accompanying appendix and in our previous filings with the SEC that reconcile these measures to their corresponding GAAP-based measures and explain why these measures are useful to investors, which can be obtained from the Consolidated Statements of Income provided with our previous filings with the SEC. Our method of computation may or may not be comparable to other similarly titled measures used in filings with the SEC by other companies. See the consolidated statements of income and consolidated statements of cash flows included in our financial statements..



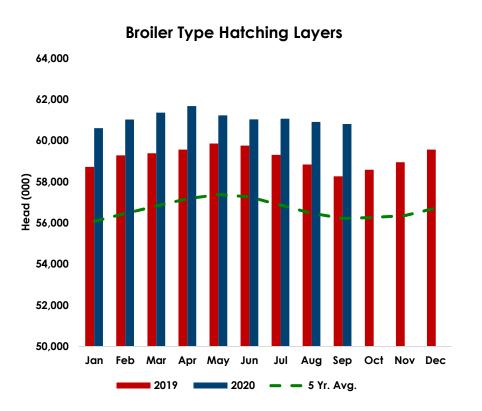
Pullet Placements Up 1.1% Driven by September Placements

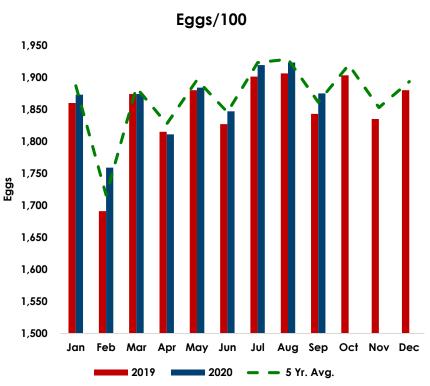


- Trailing 8-Month placements up +1.1% vs. year ago.
- Pullet growth in 2019 and early 2020 mostly to support new capacity that has come online.



Hatching Layer Flock and Egg Productivity Modestly Up, Increasing Availability of Eggs

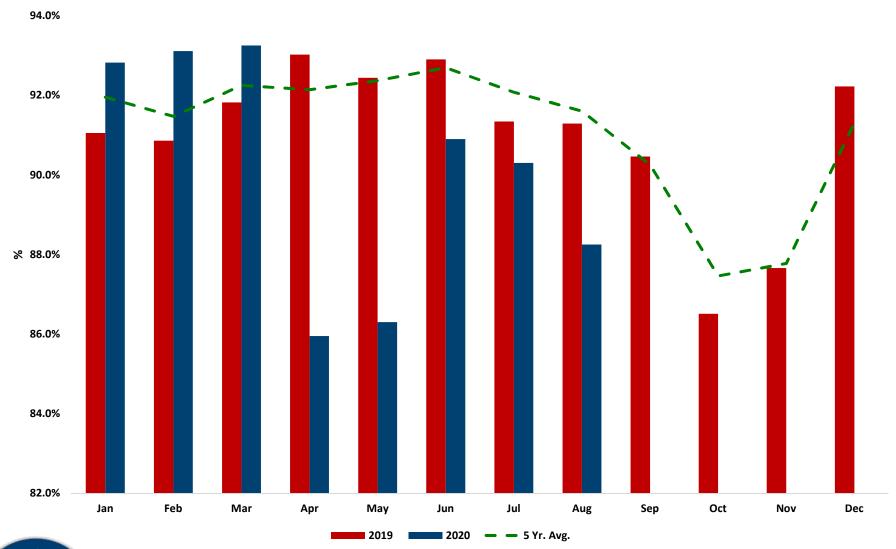




- Increased broiler layer flock, improvements in eggs/100, and reduced egg exports are contributing to growth in domestic egg supply.
- Eggs/100 productivity in Q3 improved 1.2% and remains near 5 year average.



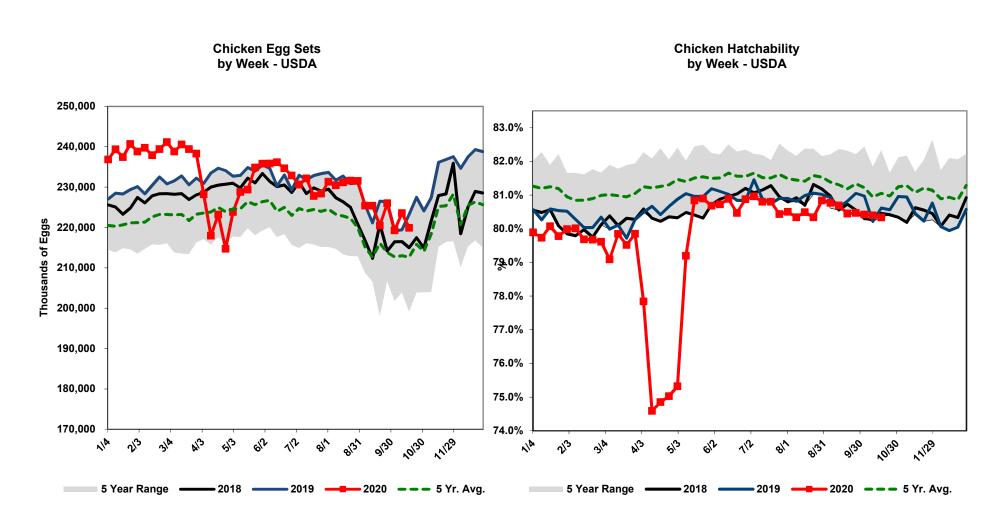
Hatchery Utilization Partially Recovered but Remained Below 2019 Levels Since April





Source: Agristats

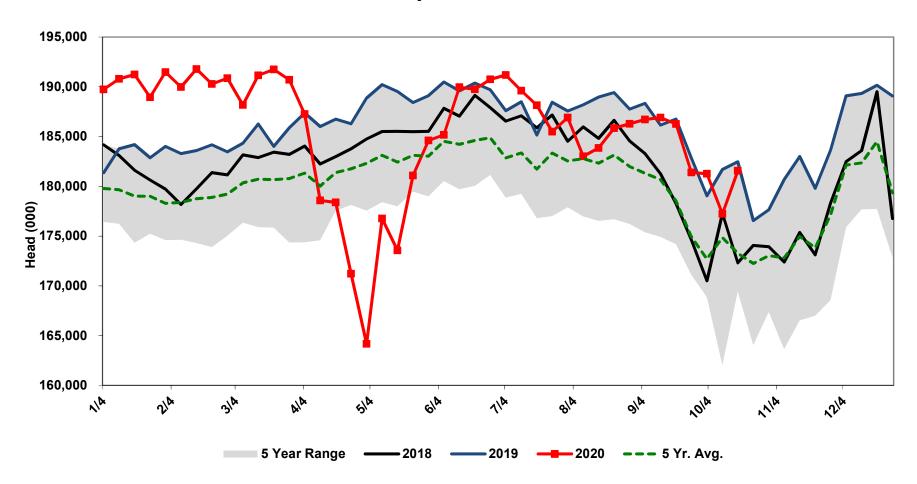
Despite Higher Availability, Egg Sets Down 0.6% in Q3; Hatchability Still Below 2019 Levels and Historical





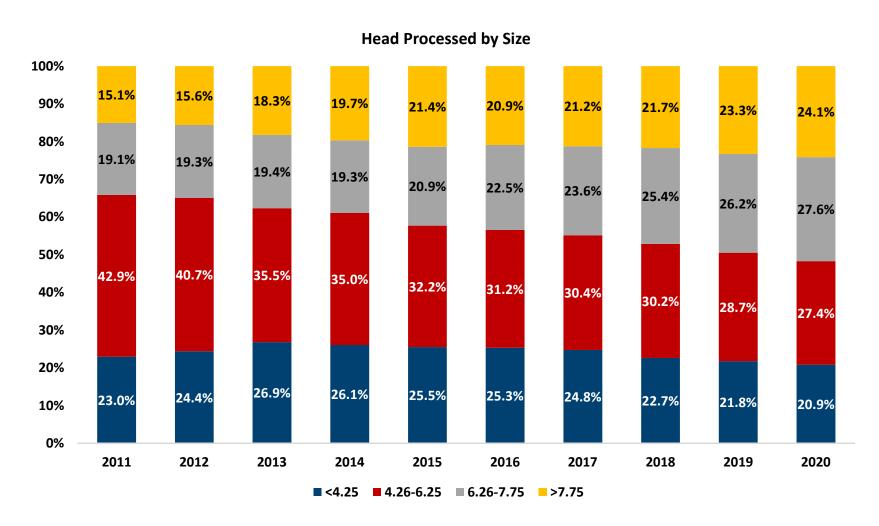
Total Placements Also Down 0.6% in the Quarter

Chicken Broiler Placed by Week- USDA





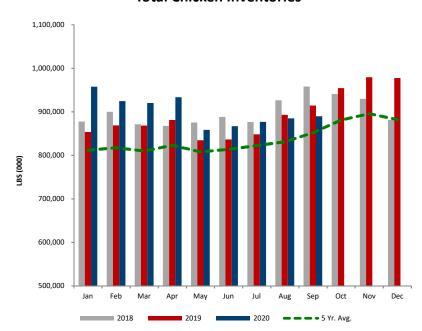
Growth Remains Concentrated in Big Bird Categories and Continuing Reduction in Small Birds





September Freezer Inventory Down 2.7% vs. Year Ago

Total Chicken Inventories

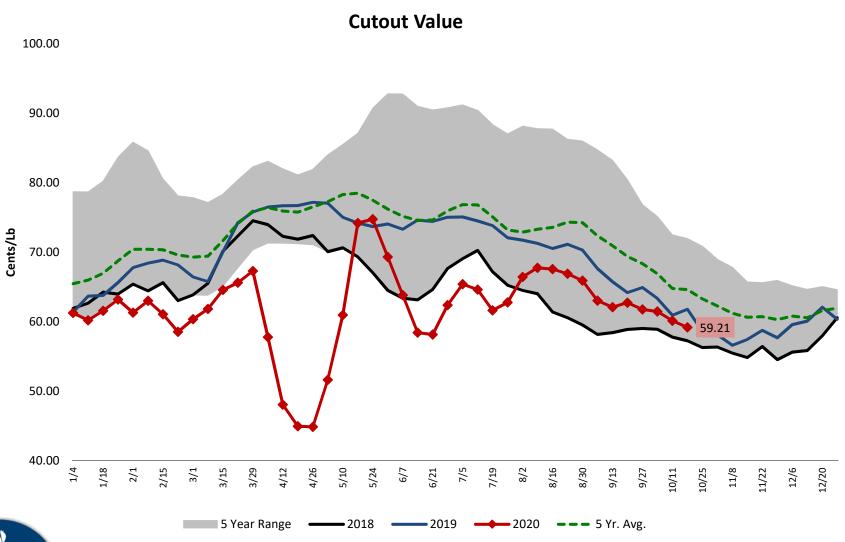


1 1 1	Fro	zen Chicken Inv	entory (000 L	BS)				
Part	Sep-19	Aug-20	Sep-20	YO	Y Change	MOM Change		
Broilers	23,264	29,041	24,848	A	6.8%	$\overline{}$	-14.4%	
Hens	7,818	8,186	8,844	_	13.1%	_	8.0%	
Breast Meat	185,505	203,899	216,593	_	16.8%	_	6.2%	
Drumsticks	46,976	37,326	35,783	$\overline{}$	-23.8%	∇	-4.1%	
LQ	77,570	80,383	81,426	_	5.0%	_	1.3%	
Legs	13,567	27,502	22,381	_	65.0%	∇	-18.6%	
Thighs	9,575	19,616	20,808	_	117.3%	_	6.1%	
Thigh Meat	33,626	27,257	28,646	$\overline{}$	-14.8%	_	5.1%	
Wings	68,818	51,706	51,734	$\overline{}$	-24.8%	_	0.1%	
Paws and Feet	30,754	26,636	28,611	$\overline{}$	-7.0%	_	7.4%	
Other	416,884	373,235	370,091	$\overline{}$	-11.2%	$\overline{}$	-0.8%	
Total Chicken	914,357	884,787	889,765	∇	-2.7%	_	0.6%	

- Breast meat inventories are moving seasonally, but remain above year ago levels.
- LQ inventories up Y/Y but remain well below historical average.
- Wing inventories maintain levels well below 2019 and historical average.
- "Other" inventory continues to trend below 2019 levels, with most recent month 11.2% below Sep 2019.

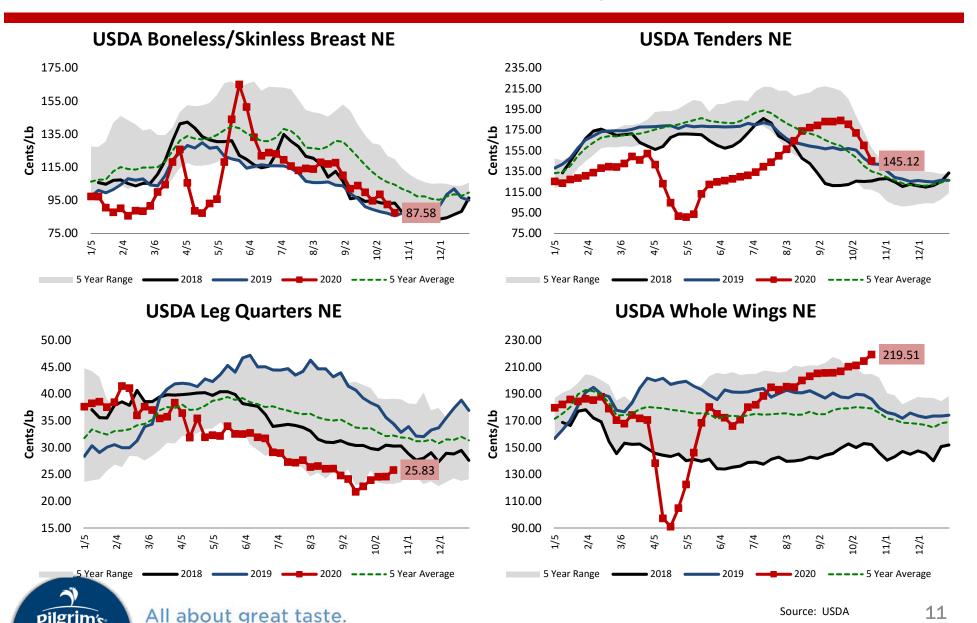


Cutout Now Tracking Closer to 2019, and Within the 5-yr Range



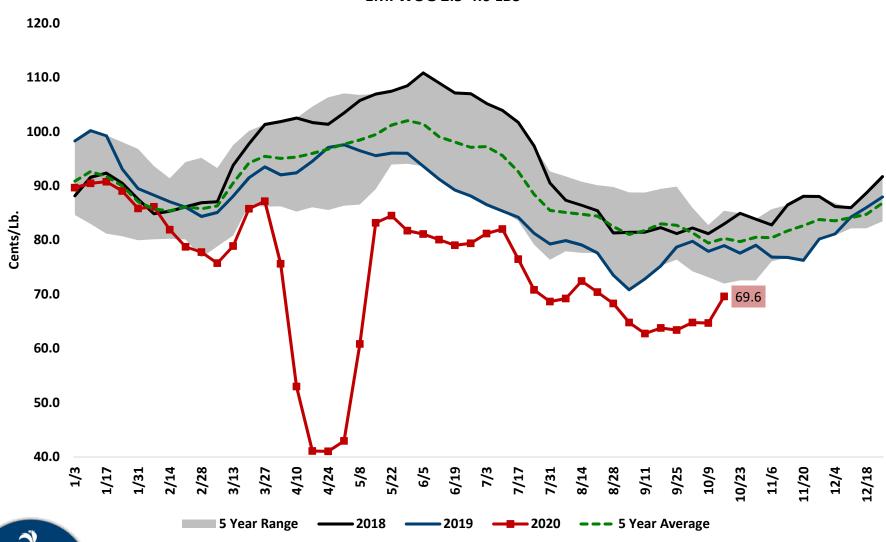


Wings Remaining Strong, BSB and Tenders In-line with Seasonality, LQs Started to Recover

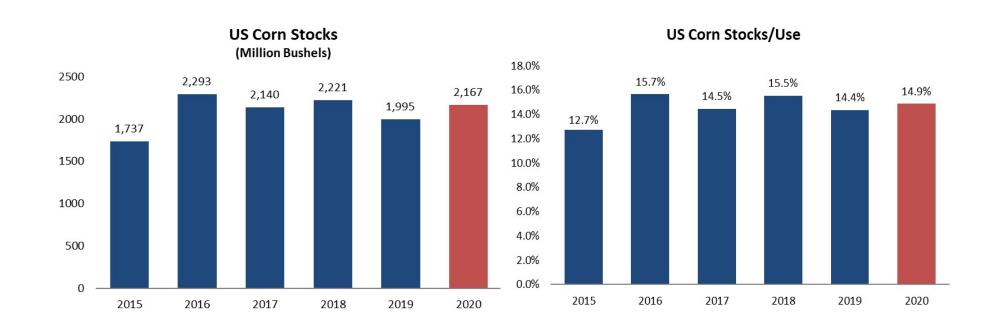


WOG Pricing Improving Seasonally and Is Now Reaching the 5-yr Range

EMI WOG 2.5-4.0 LBS

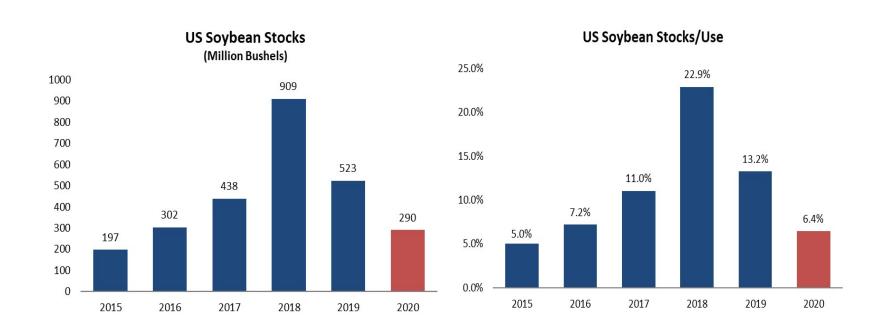


Corn Stocks Remain at High Levels



- USDA lowered U.S. corn ending stocks for both 2019 and 2020, yet supply remains ample
- The market continues to watch export impacts with the Phase 1 trade deal with China

Soybean Inventories Tighten



- USDA decreases soybean ending stocks in 2020 to levels previously seen before the trade war
- Exports of soybeans from the U.S. is the driving factor in the tightening stocks



Third Quarter 2020 Financial Review

Main Indicators (\$M)	Q3-20	Q3-19
Net Revenue	3,075.1	2,778.0
Gross Profit	313.8	282.2
SG&A	219.5	94.0
Operating Income	94.3	188.2
Net Interest	28.8	27.3
Net Income	33.4	109.8
Earnings Per Share (EPS)	0.14	0.44
Adjusted EBITDA*	305.0	258.3
Adjusted EBITDA Margin*	9.9%	9.3%

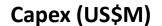
^{*} This is a non-GAAP measurement considered by management to be useful in understanding our results. Please see the appendix and most recent SEC financial filings for definition of this measurement and reconciliation to GAAP.

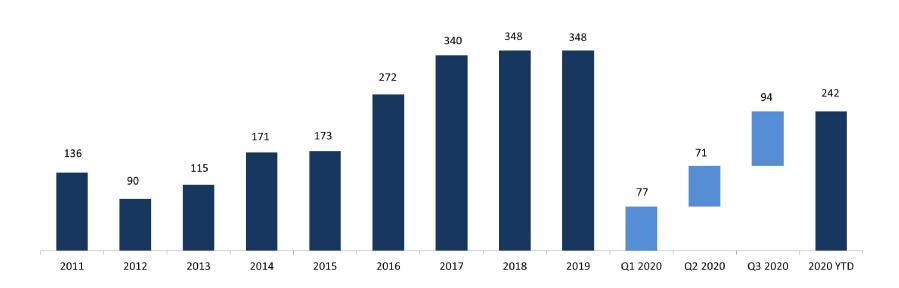
- U.S.: Performance recovering, diversified portfolio and Key Customer strategy minimized channel demand disruption;
 MX: Strong rebound on much more balanced supply/demand conditions, improving macro; UK/Europe: Legacy operations improving, new assets continue to generate increasingly positive EBITDA.
- SG&A higher on more brand investments in U.S. and MX, Community Initiatives and addition of new Europe operations.
- Adjusted Q3-20 EBITDA reflects portfolio, Key Customer strategy, and geographical diversification.

In \$M	U.S.	EU	MX
Net Revenue	1,894.2	845.7	335.2
Operating Income	2.5	29.9	61.7
Operating Income Margin	0.1%	3.5%	18.4%



Fiscal Year 2020 Capital Spending





- Strong Free Cash Flow generation has enabled us to direct more capital spending towards identified projects with rapid payback and structural projects.
- New strategic projects will support key customers growth and de-emphasize our exposure to commodity markets by yielding a more differentiated portfolio. Nonessential projects are being re-evaluated given new market conditions.

Investor Relations Contact

Investor Relations: Dunham Winoto

Investor Relations

E-mail: IRPPC@pilgrims.com

Address: 1770 Promontory Circle

Greeley, CO 80634 USA

Website: <u>www.pilgrims.com</u>

APPENDIX



Appendix: Reconciliation of Adjusted EBITDA

"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: (1) income (loss) attributable to noncontrolling interests, (2) charges or income from restructuring activities, (3) reorganization items, (4) transaction costs related to acquisitions, (5) gain on bargain purchase and (6) 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 U.S. ("U.S. 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 and facilitates a more direct comparison of its performance with U.S. 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 U.S. 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 U.S. GAAP.

PILGRIM'S PRIDE CORPORATION Reconciliation of Adjusted EBITDA (Unaudited)

		Three Mo					onths Ended	
	Sep	tember 27, 2020	Se	ptember 29, 2019	Se	eptember 27, 2020	Se ₁	ptember 29, 2019
				(In tho	usands	s)		
Net income	\$	33,691	\$	110,096	\$	94,740	\$	364,301
Add:								
Interest expense, net		28,801		27,330		90,964		87,703
Income tax expense		22,344		46,365		57,900		142,328
Depreciation and amortization		84,265		71,851		248,641		210,381
EBITDA		169,101		255,642		492,245		804,713
Add:								
Foreign currency transaction losses (gains)		9,092		3,027		(3,768)		7,923
Transaction costs related to acquisitions		_		_		134		_
DOJ agreement		110,524		_		110,524		_
Restructuring activity		_		(20)		_		(90)
Hometown Strong commitment		14,506		_		14,506		_
Minus:								
Negative adjustment to previously recognized gain on bargain purchase		(2,006)		_		(3,746)		_
Shareholder litigation settlement		_		_		34,643		_
Net income attributable to noncontrolling interest		245		331		62		457
Adjusted EBITDA	\$	304,984	\$	258,318	\$	582,682	\$	812,089



Source: PPC

Appendix: Reconciliation of LTM Adjusted EBITDA

The summary unaudited consolidated income statement data for the twelve months ended September 27, 2020 (the LTM Period) have been calculated by subtracting the applicable unaudited consolidated income statement data for the nine months ended September 29, 2019 from the sum of (1) the applicable audited consolidated income statement data for the year ended December 29, 2019 and (2) the applicable audited consolidated income statement data for the nine months ended September 27, 2020.

PILGRIM'S PRIDE CORPORATION Reconciliation of LTM Adjusted EBITDA

(Unaudited)

		Three Months Ended								TM Ended
	D	ecember 29, 2019		March 29, 2020		June 28, 2020	Se	ptember 27, 2020	Se	otember 27, 2020
					(Ir	thousands)				
Net income	\$	92,235	\$	67,449	\$	(6,400)	\$	33,691	\$	186,975
Add:										
Interest expense, net		30,650		30,998		31,165		28,801		121,614
Income tax expense		18,681		38,512		(2,956)		22,344		76,581
Depreciation and amortization		76,849		79,773		84,603		84,265		325,490
EBITDA		218,415		216,732		106,412		169,101		710,660
Add:										
Foreign currency transaction losses (gains)		(1,006)		(18,385)		5,525		9,092		(4,774)
Transaction costs related to acquisitions		1,239		215		(81)		_		1,373
DOJ agreement		_		_		_		110,524		110,524
Restructuring activity		6		_		_		_		6
Hometown Strong commitment		_		_		_		14,506		14,506
Minus:										
Gain on bargain purchase		56,880		(1,740)		_		(2,006)		53,134
Shareholder litigation settlement		_		34,643		_		_		34,643
Net income attributable to noncontrolling interest		155		181		(364)		245		217
Adjusted EBITDA	\$	161,619	\$	165,478	\$	112,220	\$	304,984	\$	744,301



Source: PPC

Appendix: Reconciliation of EBITDA Margin

EBITDA margins have been calculated by taking the relevant unaudited EBITDA figures, then dividing by net sales for the applicable period. EBITDA margins are presented because they are used by management and we believe it is frequently used by securities analysts, investors and other interested parties, as a supplement to our results prepared in accordance with U.S. GAAP, to compare the performance of companies.

PILGRIM'S PRIDE CORPORATION Reconciliation of EBITDA Margin (Unaudited)

		Three Mo	nths Ende	ed		Nine Mon	ths E	s Ended Three Months Ended		N	ine Mont	ths Ende	d			
	Sep	otember 27, 2020		nber 29,)19	Sep	otember 27, 2020	Sej	ptember 29, 2019		ber 27, 20	Septemb 201		Septemb 202			nber 29, 119
								(In tho	usands)							
Net income	\$	33,691	\$ 11	0,096	\$	94,740	\$	364,301		1.10 %		3.96 %		1.06 %		4.37 %
Add:																
Interest expense, net		28,801	2	7,330		90,964		87,703		0.94 %		0.98 %		1.01 %		1.05 %
Income tax expense		22,344	4	6,365		57,900		142,328		0.73 %		1.67 %	(0.65 %		1.71 %
Depreciation and amortization		84,265	7	1,851		248,641		210,381		2.74 %		2.59 %	:	2.77 %		2.53 %
EBITDA		169,101	25	5,642		492,245		804,713		5.51 %		9.20 %	:	5.49 %		9.66 %
Add:																
Foreign currency transaction losses (gains)		9,092		3,027		(3,768)		7,923		0.29 %		0.11 %	((0.04)%		0.10 %
Acquisition charges		_		_		134		_		<u> </u>		<u> </u>		<u> </u>		<u> </u>
DOJ agreement		110,524		_		110,524		_		3.59 %		<u> </u>		1.23 %		<u> </u>
Restructuring activity		_		(20)		_		(90)		<u> </u>		<u> </u>		<u> </u>		<u> </u>
Hometown Strong commitment		14,506		_		14,506		_		0.47 %		<u> </u>	(0.16%		<u> </u>
Minus:																
Negative adjustment to previously recognized gain on bargain purchase		(2,006)		_		(3,746)		_		(0.07)%		%	((0.04)%		— %
Shareholder litigation settlement		_		_		34,643		_		 %		<u> </u>	Ì	0.39 %		<u> </u>
Net income (loss) attributable to noncontrolling interest		245		331		62		457		0.01 %		0.01 %		<u> </u>		0.01 %
Adjusted EBITDA	\$	304,984	\$ 25	8,318	\$	582,682	\$	812,089		9.92 %		9.30 %		6.49 %		9.75 %
Net sales	\$ 3	,075,121	\$ 2,77	7,970	\$ 8	3,974,072	\$ 8	8,345,730	\$ 3,07	5,121	\$ 2,777	,970	\$ 8,974	,072	\$ 8,34	5,730



Source: PPC

Appendix: Reconciliation of Adjusted Operating Income

Adjusted Operating Income is calculated by adding to Operating Income certain items of expense and deducting from Operating Income certain items of income. Management believes that presentation of Adjusted Operating Income provides useful supplemental information about our operating performance and enables comparison of our performance between periods because certain costs shown below are not indicative of our current operating performance. A reconciliation of GAAP operating income to adjusted operating income as follows:

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

		Three Mon	nths En	ded	Nine Months Ended					
	Septe	mber 27, 2020	Sept	ember 29, 2019	Sept	ember 27, 2020	Sept	ember 29, 2019		
				(In tho	usands)	•				
GAAP operating income (U.S. operations)	\$	2,451	\$	125,168	\$	126,951	\$	426,968		
DOJ agreement		110,524		_		110,524				
Hometown Strong commitment		14,506				14,506				
Adjusted operating income (U.S. operations)	\$	127,481	\$	125,168	\$	251,981	\$	426,968		
Adjusted operating income margin (U.S. operations)		6.7 %		6.5 %		4.5 %		7.4 %		



Appendix: Reconciliation of GAAP Operating Income Margin to Adjusted Operating Income Margin

Adjusted Operating Income Margin for the U.S. is calculated by dividing Adjusted operating income by Net Sales. Management believes that presentation of Adjusted Operating Income Margin provides useful supplemental information about our operating performance and enables comparison of our performance between periods because certain costs shown below are not indicative of our current operating performance. A reconciliation of GAAP operating income margin for the U.S. to adjusted operating income margin for the U.S. is as follows:

PILGRIM'S PRIDE CORPORATION Reconciliation of GAAP Operating Income Margin to Adjusted Operating Income Margin (Unaudited)

	Three Mor	ths Ended	Nine Mon	ths Ended
	September 27, 2020	September 29, 2019	September 27, 2020	September 29, 2019
		(In pe	rcent)	
GAAP operating income margin (U.S. operations)	0.1 %	6.5 %	2.2 %	7.4 %
DOJ agreement	5.8 %		2.0 %	
Hometown Strong commitment	0.8 %		0.3 %	
Adjusted operating income margin (U.S. operations)	6.7 %	6.5 %	4.5 %	7.4 %



Appendix: Reconciliation of Adjusted Net Income

Adjusted net income attributable to Pilgrim's Pride Corporation ("Pilgrim's") is calculated by adding to Net Income attributable to Pilgrim's certain items of expense and deducting from Net Income attributable to Pilgrim's certain items of income. Management believes that presentation of Adjusted net income attributable to Pilgrim's provides useful supplemental information about our operating performance and enables comparison of our performance between periods because certain costs shown below are not indicative of our current operating performance. A reconciliation of net income attributable to Pilgrim's per common diluted share to adjusted net income attributable to Pilgrim's per common diluted share is as follows:

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

		Three Mo	nths E	nded		Nine Mon	onths Ended		
	Se	ptember 27, 2020	September 29, 2019		September 27, 2020		Se	ptember 29, 2019	
			(In	thousands, exc	ept pe	r share data)			
Net income attributable to Pilgrim's	\$	33,446	\$	109,765	\$	94,678	\$	363,844	
Adjustments:									
Acquisition charges and restructuring activity		_		43		134		(26)	
DOJ agreement		110,524				110,524		_	
Hometown Strong commitment		14,506		_		14,506		_	
Foreign currency transaction losses (gains)		9,092		3,027		(3,768)		7,923	
Net tax expense (benefit) of adjustments(a)		(5,916)		(747)		(9,158)		(1,923)	
Adjusted net income attributable to Pilgrim's	\$	161,652	\$	112,088	\$	206,916	\$	369,818	
Weighted average diluted shares of common stock outstanding		244,376		249,729		248,308		249,652	
Adjusted net income attributable to Pilgrim's per common diluted share	\$	0.66	\$	0.45	\$	0.83	\$	1.48	

⁽a) Net tax expense (benefit) of adjustments represents the tax impact of all adjustments shown above with the exclusion of the DOJ antitrust fine as this item is non-deductible for tax purposes.



Appendix: Reconciliation of GAAP EPS to Adjusted EPS

Adjusted EPS is calculated by dividing the adjusted net income attributable to Pilgrim's stockholders by the weighted average number of diluted shares. Management believes that Adjusted EPS provides useful supplemental information about our operating performance and enables comparison of our performance between periods because certain costs shown below are not indicative of our current operating performance. A reconciliation of U.S. GAAP to non-U.S. GAAP financial measures is as follows:

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

		Three Mor	nths En	ded		Nine Mon	onths Ended		
	September 27, 2020		September 29, 2019		September 27, 2020		Se	eptember 29, 2019	
			(In	thousands, exc	ept pei	share data)			
GAAP EPS	\$	0.14	\$	0.44	\$	0.38	\$	1.46	
Adjustments:									
Acquisition charges and restructuring activity		_		_		_		_	
DOJ agreement		0.45		_		0.45		_	
Hometown Strong commitment		0.06		_		0.06		_	
Foreign currency transaction losses (gains)		0.04		0.01		(0.02)		0.03	
Net tax impact of adjustments ^(a)		(0.02)	_			(0.04)		(0.01)	
Adjusted EPS	\$	0.66	\$	0.45	\$	0.84	\$	1.48	
Weighted average diluted shares of common stock outstanding		244,376		249,729		246,898		249,652	

⁽a) Net tax impact of adjustments represents the tax impact of all adjustments shown above with the exclusion of the DOJ antitrust fee as this item is non-deductible for tax purposes.



Appendix: Supplementary Selected Segment and Geographic Data

PILGRIM'S PRIDE CORPORATION Supplementary Selected Segment and Geographic Data (Unaudited)

	_	Three Mor	nths F	Inded		Nine Mon	ths Ended		
	Sep	tember 27, 2020	Sep			tember 27, 2020	Sep	tember 29, 2019	
Sources of net sales by geographic region of origin:				(In tho	usano	ds)			
US	\$	1,894,222	\$	1,931,657	\$	5,619,791	\$	5,732,201	
Europe		845,677		517,531		2,425,140		1,568,396	
Mexico		335,222		328,782		929,141		1,045,133	
Total net sales	\$	3,075,121	\$	2,777,970	\$	8,974,072	\$	8,345,730	
Sources of cost of sales by geographic region of origin:									
US	\$	1,711,089	\$	1,739,474	\$	5,210,534	\$	5,123,278	
Europe		785,347		474,490		2,256,034		1,452,254	
Mexico		265,078		281,833		897,163		901,271	
Elimination		(235)		(24)		(459)		(72)	
Total cost of sales	\$	2,761,279	\$	2,495,773	\$	8,363,272	\$	7,476,731	
Sources of gross profit by geographic region of origin:									
US	\$	183,133	\$	192,183	\$	409,257	\$	608,923	
Europe		60,330		43,041		169,106		116,142	
Mexico		70,144		46,949		31,978		143,862	
Elimination		235		24		459		72	
Total gross profit	\$	313,842	\$	282,197	\$	610,800	\$	868,999	
Sources of operating income by geographic region of origin:									
US	\$	2,451	\$	125,168	\$	126,951	\$	426,968	
Europe		29,949		25,325		76,324		62,233	
Mexico		61,653		37,668		2,229		115,503	
Elimination		235		24		459		72	
Total operating income	\$	94,288	\$	188,185	\$	205,963	\$	604,776	

