SADIA S.A.
Form 6-K
October 30, 2008

# FORM 6-K <br> U.S. SECURITIES AND EXCHANGE COMMISSION 

# WASHINGTON, D.C. 20549 <br> REPORT OF FOREIGN PRIVATE ISSUER <br> PURSUANT TO RULE 13A-16 OR 15D-16 OF THE SECURITIES EXCHANGE ACT OF 1934 

For the month of October 2008

Commission File Number 1-15184

## SADIA S.A.

(Exact Name as Specified in its Charter)


Rua Fortunato Ferraz, 365
Vila Anastacio, Sao Paulo, SP
05093-901 Brazil
(Address of principal executive offices) (Zip code)
Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

$$
\text { Form 20-F } \quad[\mathbf{X}] \quad \text { Form 40-F } \quad[\quad]
$$

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): [ ]

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): [ ]

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

$$
\text { Yes [ ] No }[\mathbf{X}]
$$

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): Not applicable.

## SIGNATURES

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

Date: October 29, 2008

## SADIA S.A.

## By:/s/Welson Teixeira Junior

Name: Welson Teixeira Junior
Title: Investor Relations Director

# 3Q08 

Data on 10/28/2008
Sadia ON Sadia ON
(SDIA3) $=$ R $\$ 6.98 /$ share
Sadia PN (SDIA4)=
\$4.16/share
Sadia ADR (SDA) = US\$
5.94
( $1 \mathrm{ADR}=3$ shares) Sadia Latibex (XSDI) $=€$ 1.51

## Market Value - Bovespa

R $\$ 2.8$ billion
US\$ 1.3 billion

São Paulo, October 29, 2008 - SADIA S.A. (BOVESPA: SDIA3 and SDIA4; NYSE: SDA; LATIBEX: XSDI), a national leader in the segment of processed food, releases today its results for the third quarter of 2008 (3Q08). The Company's operating and financial information are presented in thousands of reais - except where indicated otherwise - based on consolidated figures, in accordance with the corporate legislation. In this release, all comparisons are made in relation to the same period in 2007 (3Q07), except where specified otherwise
"Sadia S.A had a satisfactory operating performance in the third quarter of 2008. Gross operating revenue grew $28.3 \%$ and the volume sold increased by $16.2 \%$ over the same period in 2007. In view of the good results, the Company decided to maintain the EBITDA margin guidance of $11 \%$ to $12 \%$ for 2008, with revenues of US $\$ 12.0$ billion. Our projection for the volume performance in both markets is a growth between $12 \%$ and $14 \%$. The strengthened cash, the heated demand in the domestic and international markets, the stability of the price of grains and the operational startup of four expansion projects and of two new units signal a promising outlook for the Company's performance for the end of this year and for the beginning of 2009. Out of the total investments in 2008, $92 \%$ have already been invested. By December 2008, the Company will have invested $\mathrm{R} \$ 1.6$ billion, the largest investment plan of its history. When fully operational, these investments shall generate an additional income of approximately R $\$ 4$ billion per year, as from 2010. Pursuant to good corporate governance practices, the Company disclosed, on a timely basis, financial losses resulting from the settlement of certain transactions with foreign exchange derivatives which exceeded the limits established by our internal policy. Eventually, due to the change in the world scenario, the Company will review carefully the investments foreseen for the oncoming years. We continue to be confident in our capacity to grow in a sustainable way, delivering the best results and the best products to our consumers."

Luiz Fernando Furlan
Chairman of the Board of Directors

Welson Teixeira Junior
Gilberto Tomazoni

Investor Relations Director

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Highlights - R\$ thousand

|  | 9M07 | 9M08 | $\begin{aligned} & \text { 9M08/ } \\ & \text { 9M07 } \end{aligned}$ | 3Q07 | 3 Q 08 | $\begin{gathered} \text { 3Q08/ } \\ \text { 3Q07 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Operating Revenue | 6,925,996 | 8,671,985 | 25.2\% | 2,455,138 | 3,150,309 | 28.3\% |
| Domestic Market | 3,694,808 | 4,590,525 | 24.2\% | 1,312,406 | 1,695,946 | 29.2\% |
| Export Market | 3,231,188 | 4,081,460 | 26.3\% | 1,142,732 | 1,454,363 | 27.3\% |
| Net Operating Revenue | 6,063,005 | 7,663,746 | 26.4\% | 2,150,340 | 2,788,471 | 29.7\% |
| Gross Profit | 1,604,822 | 1,834,695 | 14.3\% | 596,694 | 664,340 | 11.3\% |
| Gross Margin | 26.5\% | 23.9\% |  | 27.7\% | 23.8\% |  |
| EBIT | 456,894 | 494,089 | 8.1\% | 174,346 | 189,433 | 8.7\% |
| EBIT Margin | 7.5\% | 6.4\% |  | 8.1\% | 6.8\% |  |
| Net Income | 393,896 | $(442,615)$ | -212.4\% | 188,352 | $(777,378)$ | -512.7\% |
| Net Margin | 6.5\% | -5.8\% |  | 8.8\% | -27.9\% |  |
| EBITDA | 733,915 | 820,715 | 11.8\% | 273,211 | 272,330 | -0.3\% |
| EBITDA Margin | 12.1\% | 10.7\% |  | 12.7\% | 9.8\% |  |
| Exports / Gross Revenue | 46.7\% | 47.1\% |  | 46.5\% | 46.2\% |  |

## GROSS OPERATING INCOME $\mathbf{R} \$$ million

Gross operating income in the third quarter of 2008 (3Q08) reached $\mathrm{R} \$ 3.2$ billion, $28.3 \%$ higher than that reached in the same period in 2007, and, for the nine months of 2008 (9M08), it totaled R\$ 8.7 billion, $25.2 \%$ higher when compared with the same period in 2007. The rise in prices charged by the Company in all of its segments, as well as the satisfactory performance of the poultry volume sold in the international market and of the processed products in the domestic market, was fundamental to achieve that result.

Revenues from the domestic market increased by $29.2 \%$ in the quarter, representing $53.8 \%$ of the total income and exports accounted for $46.2 \%$ of total income, corresponding to an increase of $27.3 \%$.

The total volume sold in the quarter was $16.2 \%$ higher in relation to the same period in 2007: the domestic market grew $18.5 \%$ and the international market grew $14.2 \%$. In the 9 M 08 , Sadia total volume of sales added up to 1.7 million tons, representing a growth of $11.3 \%$ over 9M07.

## SALES

|  | 9M07 | 9M08 | $\begin{aligned} & \text { 9M08/ } \\ & \text { 9M07 } \end{aligned}$ | $3 \mathrm{Q07}$ | 3 Q 08 | $\begin{gathered} \text { 3Q08/ } \\ \text { 3Q07 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tons | 1,550,555 | 1,725,005 | 11.3\% | 535,233 | 621,809 | 16.2\% |
| Processed Products | 672,125 | 771,931 | 14.8\% | 236,150 | 283,717 | 20.1\% |
| Poultry | 723,911 | 805,131 | 11.2\% | 248,886 | 291,073 | 17.0\% |
| Pork | 110,889 | 106,278 | -4.2\% | 39,098 | 35,770 | -8.5\% |
| Beef | 43,630 | 41,665 | -4.5\% | 11,099 | 11,249 | 1.4\% |


| $\mathbf{R \$}$ thousand | $\mathbf{6 , 9 2 5 , 9 9 6}$ | $\mathbf{8 , 6 7 1 , 9 8 5}$ | $\mathbf{2 5 . 2 \%}$ | $\mathbf{2 , 4 5 5 , 1 3 8}$ | $\mathbf{3 , 1 5 0 , 3 0 9}$ | $\mathbf{2 8 . 3 \%}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Processed Products | $3,289,671$ | $4,182,170$ | $27.1 \%$ | $1,167,547$ | $1,571,223$ | $34.6 \%$ |
| Poultry | $2,579,490$ | $3,357,537$ | $30.2 \%$ | 915,884 | $1,206,743$ | $31.8 \%$ |
| Pork | 467,502 | 580,170 | $24.1 \%$ | 158,224 | 210,186 | $32.8 \%$ |
| Beef | 242,717 | 246,275 | $1.5 \%$ | 62,696 | 67,383 | $7.5 \%$ |
| Others | 346,616 | 305,833 | $-11.8 \%$ | 150,787 | 94,774 | $-37.1 \%$ |

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In the quarter and in the year to date, the segment of processed products had a growth in volume sold both in the domestic and international markets, accounting for $45.6 \%$ of the total quarterly volume and $49.9 \%$ of the total company revenue generated in the quarter. In the 9 M 08 , it generated an income of R $\$ 4.2$ billion, equivalent to $48.2 \%$ of the total income and $27.1 \%$ higher than the 9 M 07 . The domestic market accounted for the major portion of the revenue from processed products, $88.6 \%$. The average price of processed products increased $12.1 \%$ in the 3Q08 and $10.8 \%$ in the 9 M 08 , comparable to equal periods in 2007.

The poultry segment, responsible for $46.8 \%$ and $38.3 \%$ of the total company volume and revenue, respectively, in the quarter, recorded a growth of $17.0 \%$ in volume and of $31.8 \%$ in generation of revenue in the quarterly comparison. In the nine months of 2008, this segment achieved revenues of R $\$ 3.4$ billion, $30.2 \%$ over the figures in the 9 M 07 , corresponding to $38.7 \%$ of total revenue. For this segment, exports represents about $90 \%$ both of the volume sold and of the revenue generated in the 9 M 08 and in the 3 Q 08 . Average poultry prices grew by $12.8 \%$ in the quarter and $17.1 \%$ in the 9 M 08 .

The pork segment dropped $8.5 \%$ and $4.2 \%$ in volumes in 3 Q 08 and 9 M 08 , respectively, over 2007. On the other hand, revenue increased by $32.8 \%$ and $24,1 \%$, respectively, reflecting a growth of $45.2 \%$ and $29.4 \%$ in average prices. Exports accounted for approximately $67 \%$ of revenue and of the volume of this segment in the 9M08.

The volume of beef sold increased by $1.4 \%$ in the 3 Q 08 and a fall of $4.5 \%$ in the 9 M 08 . Revenue from this segment recorded an increase of $7.5 \%$ in the 3 Q 08 and of $1.5 \%$ in the year to date, due to a growth of $6.0 \%$ in the 3 Q 08 and of $6.3 \%$ in the average price in the 9 M 08 .

## BREAKDOWN OF GROSS OPERATING INCOME

## Sales

| Tons | $\mathbf{9 M 0 7}$ | $\mathbf{9 M 0 8}$ | $\mathbf{9 M 0 8 /}$ <br> $\mathbf{9 M 0 7}$ | $\mathbf{3 Q 0 7}$ | $\mathbf{3 Q 0 8}$ | 3Q08/ <br> 3Q07 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Domestic Market | $\mathbf{7 1 0 , 5 1 2}$ | $\mathbf{8 0 5 , 3 5 9}$ | $\mathbf{1 3 . 3 \%}$ | $\mathbf{2 4 7 , 1 8 6}$ | $\mathbf{2 9 2 , 9 8 7}$ | $\mathbf{1 8 . 5 \%}$ |
| Processed Products | 590,144 | 673,396 | $14.1 \%$ | 206,793 | 244,331 | $18.2 \%$ |
| Poultry | 82,947 | 81,723 | $-1.5 \%$ | 26,808 | 30,503 | $13.8 \%$ |
| Pork | 30,973 | 34,966 | $12.9 \%$ | 10,472 | 13,090 | $25.0 \%$ |
| Beef | 6,448 | 15,274 | $136.9 \%$ | 3,113 | 5,063 | $62.6 \%$ |
| Export Market | $\mathbf{8 4 0 , 0 4 3}$ | $\mathbf{9 1 9 , 6 4 6}$ | $\mathbf{9 . 5 \%}$ | $\mathbf{2 8 8 , 0 4 7}$ | $\mathbf{3 2 8 , 8 2 2}$ | $\mathbf{1 4 . 2 \%}$ |
| Processed Products | 81,981 | 98,535 | $20.2 \%$ | 29,357 | 39,386 | $34.2 \%$ |
| Poultry | 640,964 | 723,408 | $12.9 \%$ | 222,078 | 260,570 | $17.3 \%$ |
| Pork | 79,916 | 71,312 | $-10.8 \%$ | 28,626 | 22,680 | $-20.8 \%$ |
| Beef | 37,182 | 26,391 | $-29.0 \%$ | 7,986 | 6,186 | $-22.5 \%$ |
| Total | $\mathbf{1 , 5 5 0 , 5 5 5}$ | $\mathbf{1 , 7 2 5 , 0 0 5}$ | $\mathbf{1 1 . 3 \%}$ | $\mathbf{5 3 5 , 2 3 3}$ | $\mathbf{6 2 1 , 8 0 9}$ | $\mathbf{1 6 . 2 \%}$ |


| $\mathbf{R \$}$ thousand | $\mathbf{9 M 0 7}$ | $\mathbf{9 M 0 8}$ | $\mathbf{9 M 0 8 /}$ <br> $\mathbf{9 M 0 7}$ | $\mathbf{3 Q 0 7}$ | $\mathbf{3 Q 0 8}$ | 3Q08/ <br> $\mathbf{3 Q 0 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Domestic Market | $\mathbf{3 , 6 9 4 , 8 0 8}$ | $\mathbf{4 , 5 9 0 , 5 2 5}$ | $\mathbf{2 4 . 2 \%}$ | $\mathbf{1 , 3 1 2 , 4 0 6}$ | $\mathbf{1 , 6 9 5 , 9 4 6}$ | $\mathbf{2 9 . 2 \%}$ |
| Processed Products | $2,954,449$ | $3,703,454$ | $25.4 \%$ | $1,053,544$ | $1,373,189$ | $30.3 \%$ |
| Poultry | 315,186 | 348,168 | $10.5 \%$ | 102,537 | 133,931 | $30.6 \%$ |
| Pork | 124,060 | 190,403 | $53.5 \%$ | 43,158 | 76,777 | $77.9 \%$ |
| Beef | 34,154 | 77,587 | $127.2 \%$ | 16,677 | 26,091 | $56.4 \%$ |
| Others | 266,959 | 270,913 | $\mathbf{1 . 5 \%}$ | 96,490 | 85,958 | $\mathbf{- 1 0 . 9 \%}$ |
| Export Market | $\mathbf{3 , 2 3 1 , 1 8 8}$ | $\mathbf{4 , 0 8 1 , 4 6 0}$ | $26.3 \%$ | $\mathbf{1 , 1 4 2 , 7 3 2}$ | $\mathbf{1 , 4 5 4 , 3 6 3}$ | $27.3 \%$ |
| Processed Products | 335,222 | 478,716 | $42.8 \%$ | 114,003 | 198,034 | $73.7 \%$ |
| Poultry | $2,264,304$ | $3,009,369$ | $32.9 \%$ | 813,347 | $1,072,812$ | $31.9 \%$ |
| Pork | 343,442 | 389,767 | $13.5 \%$ | 115,066 | 133,409 | $15.9 \%$ |
| Beef | 208,563 | 168,688 | $-19.1 \%$ | 46,019 | 41,292 | $-10.3 \%$ |
| Others | 79,657 | 34,920 | $-56.2 \%$ | 54,297 | 8,816 | $-83.8 \%$ |
| Total | $\mathbf{6 , 9 2 5 , 9 9 6}$ | $\mathbf{8 , 6 7 1 , 9 8 5}$ | $25.2 \%$ | $\mathbf{2 , 4 5 5 , 1 3 8}$ | $\mathbf{3 , 1 5 0 , 3 0 9}$ | $28.3 \%$ |

## Domestic Market

Sales in the domestic market continue to be strong, with a volume growth of $18.5 \%$ in the 3 Q 08 and of $13.3 \%$ in the 9 M 08 when compared to the same period of 2007. Revenues of R\$ 1.7 billion in the 3 Q 08 and $\mathrm{R} \$ 4.6$ billion in the 9 M 08 represented still higher growths, from $29.2 \%$ and $24.2 \%$, respectively, in relation to 2007 . The average price increased $11.8 \%$ and $11.2 \%$ in the same periods.

The segment of processed products continues to be the most representative of the domestic market, in which the volume sold was $18.2 \%$ higher in the quarter and $14.1 \%$ higher in the year-to date figure, totaling 244.3 thousand in the quarter and 673,4 thousand tons in the year-to-date figure. The continuous growth of this segment reflects the increase in the income of the Brazilian population and consumer preference for processed products. The average price also grew in these periods, $10.4 \%$ and $9.8 \%$, respectively, as a result of commercial actions, brand strength and company efforts to pass on the increases in the cost of the main inputs. Income from processed products rose from $30.3 \%$ in the 3Q08 and $25.4 \%$ in the 9 M 08 , when compared to the 2007 figures, accounting for about $81 \%$ of gross income from the domestic market.

Poultry volumes sold totaled 30.5 thousand tons in the 3 Q 08 and 81.7 thousand tons in the 9 M 08 , higher by $13.8 \%$ and lower by $1.5 \%$, respectively, when compared to the same periods in 2007. Income from this segment, on the other hand, had a growth of $30.6 \%$ in the quarter and of $10.5 \%$ in the year-to-date figures in relation to 2007. This evolution in income resulted from the increase in sales of chicken cuts, the price of which is higher than the price of the whole chicken. The average price increased by $14.9 \%$ in the quarter and $12.1 \%$ in the year-to-date figures.

The volume sold of the pork segment totaled 13.1 thousand tons in the quarter and 35.0 thousand tons in the year-to-date figures, $25.0 \%$ and $12.9 \%$ higher than the same periods of 2007. Income from this segment had a still better performance, with a growth of $77.9 \%$ in the quarter and of $53,5 \%$ in the year-to-date total, as a result of the increase of $42.5 \%$ and of $35.9 \%$ in the average price of this protein due to low availability of pork in the market.

The sales volume of the beef segment in the domestic market rose $62.6 \%$ in the 3 Q 08 and $136.9 \%$ in the 9 M 08 , as a result of the redirecting of volumes to this market due to the continuation of the European embargo on the Brazilian beef. Income from this segment was $56.4 \%$ higher than that in the 3 Q 08 and $127,2 \%$ higher than in the 9 M 08 , and totaled $\mathrm{R} \$ 26.1$ million in the quarter and $\mathrm{R} \$ 77,6$ million in the year to date total.

BREAKDOWN OF GROSS OPERATING INCOME DOMESTIC MARKET

## AVERAGE PRICES R\$/KG DOMESTIC MARKET

## Export Market

Income generated in the quarter increased by $27.3 \%$, totaling R\$ 1.5 billion, mostly due to an increase of $16.4 \%$ in average prices. The volume sold grew by $14.2 \%$ in the 3 Q 08 , totaling 328.8 thousand tons. In the 9 M 08 the income generated rose $26.3 \%$ in relation to same period in 2007 and prices charged by the Company increased by $17.3 \%$. The real appreciated $9.9 \%$ in relation to the U.S. dollar in the 3Q08/3Q07 and appreciated $14.8 \%$ in the 9 -month comparison.

The poultry segment accounted for $73.8 \%$ of the total income generated by exports in the 3 Q 08 . This income totaled $\mathrm{R} \$ 1.1$ billion in the 3 Q 08 , a growth of $31.9 \%$. The volume sold totaled 260.6 thousand tons representing a growth of $17.3 \%$ in relation to the same period in 2007 . The average price charged in the period increased by $12.6 \%$ in reais and $23.8 \%$ in U.S. dollars. In the 9 M 08 , revenue reached R $\$ 3.0$ billion, a growth of $32.9 \%$, and the volume sold totaled 723.4 thousand tons, an increase of $12.9 \%$. The increased price average in reais in the 9M08 was $17.8 \%$, representing an increase of $35.3 \%$ in U.S. dollars.

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The segment of processed products accounted for $13.6 \%$ of the export revenues in the quarter. Income totaled $\mathrm{R} \$ 198.0$ million in the 3Q08, a growth of $73.7 \%$ in relation to $3 Q 07$, while physical sales of this segment totaled 39.4 thousand tons, a growth of $34.2 \%$. The most representative products of this segment, as to income, were baked, grilled and breaded products. In the quarterly comparison, the average price increased by $29.6 \%$ in reais and $42.5 \%$ in U.S. dollars. Income from exports in this segment had a growth of $42.8 \%$ in the 9 M 08 when compared to the same period in 2007, a year-to-date figure of R $\$ 478,7$ million, representing $11.7 \%$ of total sales. The volume sold totaled 98.5 thousand tons in the 9 M 08 , an increase of $20.2 \%$. The increase in average prices contributed to the evolution of income, since it was $18.8 \%$ higher in reais and $36.4 \%$ in U.S. dollars.

The pork segment had an income growth of $15.9 \%$ in relation to the 3 Q 07 totaling $\mathrm{R} \$ 133.4$ million, with a fall in volumes of $20.8 \%$ to 22.7 thousand tons and an evolution of $46.3 \%$ in the average in reais in the 3 Q 08 , representing an increase in U.S. dollars of $60.8 \%$. In the 9 M 08 , income rose $13.5 \%$, to R $\$ 389.8$ million, and prices increased $27.2 \%$ in reais and $46.0 \%$ in U.S. dollars while the volume had a reduction of $10.8 \%$, to 71.3 thousand tons. This fall in volumes, as much in the 3 Q 08 as in the 9 M 08 , occurred due to the redirecting of this protein to the production of processed products in the domestic market, to take advantage of the heated demand for these products.

Beef exports generated an income of $\mathrm{R} \$ 41.3$ million in the quarter, a reduction of $10.3 \%$; physical sales dropped $22.5 \%$, to 6.2 thousand tons. Beef export prices increased $16.0 \%$ in the 3 Q 08 in reais, representing an increase of $27.5 \%$ in U.S. dollars. In the 9 M 08 , revenues totaled $\mathrm{R} \$ 168.7$ million, a drop of $19.1 \%$ and volumes $29.0 \%$ lower than those in 9 M 07 . Beef export prices increased by $13.9 \%$ in reais, representing am increase of $30.8 \%$ in U.S. dollar. Beef sales to the international market continue to be affected by the European embargo on the Brazilian beef. In the 3 Q 08 , those barriers started to be gradually removed.

BREAKDOWN OF GROSS OPERATING INCOME EXPORT MARKET

## AVERAGE PRICES R\$/KG EXPORT MARKET

## EXPORTS BY REGION

## NET OPERATING INCOME

Sadia posted net income of R\$2.8 billion in the 3Q08 and of R\$7,7 billion in the year-to-date total of 2008, $29.7 \%$ and $26.4 \%$ higher than the same periods of 2007. This evolution was favored by the higher volumes and the prices charged in the domestic market, mainly in the segment of processed products, and by the higher volumes and the prices charged in the international market, mainly of poultry. The R\$/USD foreign exchange rate appreciated by approximately $14.8 \%$ in the $9 \mathrm{M} 08 / 07$ and $9.9 \%$ in the 3Q08/07.

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## Gross Margin

In the 3 Q 08 , gross income rose $11.3 \%$, to $\mathrm{R} \$ 664.3$ million. In the 9 M 08 , the Company posted gross profit of R $\$ 1.8$ billion, $14.3 \%$ higher than 2007. Costs had increases of $36.7 \%$ and $30.7 \%$ in the 3Q08 and in the 9 M 08 , respectively, when compared to the same periods in 2007. Thus, the gross margin was reduced by 3.9 percentage points in the 3 Q 08 and by 2.5 percentage points, respectively.

In the 3Q08/3Q07 comparison, corn and soybean market prices (ESALQ - North of Paraná) increased 7.0\% and $35.8 \%$ and in the 9 M 08 they were $23.9 \%$ and $45.0 \%$ higher, respectively, to those in the 9M07.

## OPERATING INCOME

The ratio of operating expenses - selling, general, administrative and other expenses - to net income fell from $19.6 \%$ in the 3 Q 07 to $17,0 \%$ in the 3Q08 and from $18.9 \%$ in the 9 M 07 to $17.5 \%$ in the 9 M 08 , reflecting operating efficiencies in the periods under analysis. In the 3Q08, expenses were $\mathrm{R} \$ 474.9$ million and in the year-to-date totaled $\mathrm{R} \$ 1.3$ billion.

Selling expenses margins dropped significantly, from $17.2 \%$ in the 3 Q 07 to $15.9 \%$ in the 3 Q 08 ( $\mathrm{R} \$ 443.2$ million), reflecting a greater dilution of fixed expenses and a good management of such expenses. In the year-to-date total, the reduction was also significant, from $17.1 \%$ to $15.7 \%$ in the 9M08 ( $\mathrm{R} \$ 1.2$ billion).

General and administrative expenses accounted for $1.7 \%$ of the total net income of the 3Q08, an increase of 0.4 percentage point in comparison with the same period of the prior year. In the 9 M 08 , this margin represented $1.5 \%$, while in 2007 it represented $1.2 \%$. The percentage increases are directly related to the company growth plans. This expense totaled $\mathrm{R} \$ 48.4$ million in the quarter and $\mathrm{R} \$ 115.1$ million in the year-to-date total of 2008.

The Company grants its employees a profit sharing plan, which depends on attaining specific targets, established and agreed to at the beginning of each year. This plan has been approved by Board of Directors of the Company and it has been registered by a formal agreement with the unions. As of September 30, 2008 as a result of the losses recorded by the Company, the provision in the amount of R $\$ 44.9$ million, referring to employee profit sharing, was reversed.

The operating profit before financial expenses and equity pickup (EBIT) grew $8.7 \%$ in relation to 2007, totaling R\$189,4 million in the 3Q08, and the year-to-date total was $\mathrm{R} \$ 494.1$ million, $8.1 \%$ higher than that recorded in 2007.

EBITDA (earnings before Interest, Taxes, Depreciation and Amortization) totaled $\mathrm{R} \$$ 272.3 million in the 3 Q 08 , a reduction of $0.3 \%$ over the 3 Q 07 . In the 9 M 08 , it totaled R $\$ 820.7$ million, an increase of $11.8 \%$ in relation to 2007. The EBITDA margin was $9.8 \%$ in the 3Q08 and $10.7 \%$ in the year-to-date of 2008.

| EBITDA CALCULATION = EBIT + DEPRECIATION/AMORTIZATION + EMPLOYEE PROFIT SHARING |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 9M07 | 9M08 | 3 Q 08 | 3 Q 08 |
| EBIT | 456,894 | 494,089 | 174,346 | 189,433 |
| (+)DEPRECIATION/AMORTIZATION | 254,534 | 313,746 | 88,364 | 113,556 |
| (+)EMPLOYEE PROFIT SHARING | 22,487 | 12,880 | 10,501 | -30,659 |
| EBITDA | 733,915 | 820,715 | 273,211 | 272,330 |
| EBITDA MARGIN | 12.1\% | 10.7\% | 12.7\% | 9.8\% |

## FINANCIAL RESULT

At September 30, the Company had derivative financial instruments that were traded by the treasury department based on the assumption of the appreciation/maintenance of the Real against the US dollar. These instruments contained intrinsic risks, assumed as a result of the stability and the low probability of devaluation of the Real against the US dollar.

As disclosed in a material fact on September 25, 2008, the treasury department exceeded the limits of the financial policy. As soon as it became aware of this fact the Board of directors determined that the necessary measures to reduce exposure were taken. With the aim of reducing the exposure related to these operations, the Board of Directors decided to settle part of these operations, making a loss in the amount $\mathrm{R} \$ 544.5$ million, recorded under exchange variation on derivative instruments.

|  | Notional - US\$ mil |  | Loss |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Financial Institution | Non deliverable <br> Forward (short <br> position) | Target <br> Forward <br> (long position) | Long call option | US\$ thousand | R\$ thousand |
|  |  |  |  |  |  |
| Financial Institution A | 500,000 | 865,000 | 700,000 | $(221,936)$ | $(424,851)$ |
| Financial Institution B | 216,666 | 395,000 | 400,000 | $(62,500)$ | $(119,645)$ |
|  | $\mathbf{7 1 6 , 6 6 6}$ | $\mathbf{1 , 2 6 0 , 0 0 0}$ | $\mathbf{1 , 1 0 0 , 0 0 0}$ | $\mathbf{2 8 4 , 4 3 6}$ | $\mathbf{( 5 4 4 , 4 9 6 )}$ |

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In September 2008, with the worsening of the international financial crisis, a certain American financial institution, whose risk was part of one of the structured note of the Company's investment portfolio, entered in default. As a result, the Company received securities of this institution in exchange for the principal invested. With the increase in the volatility of the financial assets on the international market, the marking to market value of these securities, as well as other assets of the fund, totaled a loss of $\mathrm{R} \$ 239.5$ million. In the same period, the Company sold some credit linked notes, which generated a loss in the amount of R\$ 108.7 million. At September 30, 2008, the amount of R $\$ 348.2$ million, resulting from the mark to market and the loss made on the sale of assets, was recorded under financial results.

The results to be realized from over the counter operations on the exchange future market are not recognized in the accounting. These contracts are separated and defined as operating or financial according to their specific objective. At September 30, 2008, the nominal amounts and the average contracted rates outstanding, exposed to the variation of the US dollar, as well as the respective fair value, are presented as follows:

|  | Consolidated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Septe |  |  |
|  |  |  | Average | Fair |
|  | Original (1) | Exposure (2) | rate | Value |
|  | US\$ thousand | US\$ thousand | R\$/US\$ | R\$ thousand |
| Future contracts - US\$ |  |  |  |  |
| Non Deliverable Forward | 317,500 | 317,500 | 1.96 | $(6,549)$ |
| Target Forward | 2,286,666 | 4,518,333 | 1.77 | $(755,478)$ |
| Short call options | 1,531,667 | 1,531,667 | 1.84 | $(144,002)$ |
| Short position - US\$ | 4,135,833 | 6,367,500 | 1.81 | $(906,029)$ |
| Non Deliverable Forward | 2,508,333 | 2,508,333 | 1.88 | 111,764 |
| Target Forward | 473,333 | 473,333 | 1.78 | 82,300 |
| Long call option | 1,021,667 | 1,021,667 | 1.81 | 74,770 |
| Long position - US\$ | 4,003,333 | 4,003,333 | 1.85 | 268,834 |
| Net position - US\$ | 132,500 | 2,364,167 |  | $(637,195)$ |

The exchange futures contracts have monthly maturities of up to 12 months and establish a margin call or bank guarantee in case the position is unfavorable to the Company. At September 30, 2008, the amounts deposited as margin and bank guarantee were $\mathrm{R} \$ 701.1$ million and $\mathrm{R} \$ 269.0$ million, respectively.

On September 30, Sadia had a cash availability of about $\mathrm{R} \$ 2.3$ billion to cover potential margin calls, as well as to guarantee the operating cash flow. This amount is enough to ensure all Sadia's liabilities in the short and medium terms. Additionally, the company initiated a project to optimize costs and capital use.

## FINANCIAL INDEBTEDNESS R\$ MILLION

|  | Sep-07 | $\%$ | Sep-08 | $\%$ | Chg. |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Short Term | $\mathbf{8 8 2 . 6}$ | $\mathbf{2 4 \%}$ | $\mathbf{3 , 8 3 5 . 9}$ | $\mathbf{4 9 \%}$ | $\mathbf{3 3 4 . 6 \%}$ |
| Local Currency | 398.8 | $45 \%$ | $1,909.9$ | $50 \%$ | $378.9 \%$ |
| Foreign Currency | 483.7 | $55 \%$ | $1,926.0$ | $50 \%$ | $298.2 \%$ |
| Long Term | $\mathbf{2 , 7 6 2 . 6}$ | $\mathbf{7 6 \%}$ | $\mathbf{3 , 9 3 1 . 4}$ | $\mathbf{5 1 \%}$ | $\mathbf{4 2 . 3 \%}$ |
| Local Currency | 869.0 | $31 \%$ | $1,523.4$ | $39 \%$ | $75.3 \%$ |
| Foreign Currency | $1,893.6$ | $69 \%$ | $2,408.0$ | $61 \%$ | $27.2 \%$ |
| Total | $\mathbf{3 , 6 4 5 . 2}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{7 , 7 6 7 . 3}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{1 1 3 . 1 \%}$ |
| (-) Financial Investments | $\mathbf{2 , 4 3 6 . 7}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{3 , 7 7 1 . 9}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{5 4 . 8 \%}$ |
| Local Currency | 478.2 | $20 \%$ | $2,087.4$ | $55 \%$ | $336.5 \%$ |
| Foreign Currency | $1,958.5$ | $80 \%$ | $1,684.5$ | $45 \%$ | $-14.0 \%$ |
| (=) Net Financial Indebtedness | $\mathbf{1 , 2 0 8 . 4}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{3 , 9 9 5 . 4}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{2 3 0 . 6 \%}$ |
| Local Currency | 789.6 | $65 \%$ | $1,345.9$ | $34 \%$ | $70.4 \%$ |
| Foreign Currency | 418.8 | $35 \%$ | $2,649.5$ | $66 \%$ | $532.7 \%$ |
| Net Debt to Equity | $\mathbf{4 3 . 9 \%}$ |  | $\mathbf{1 6 5 . 6 \%}$ |  |  |
| Net Debt to EBITDA* | $\mathbf{1 . 1}$ |  | $\mathbf{3 . 4}$ |  |  |

*Last 12 months
At the end of September 2008, Sadia had a net debt of R\$ 4.0 billion, an increase of $86.2 \%$ when compared to the position at the end of June 2008. The weighted average interest rate for loans under assets at September 30, 2008 was $9.44 \%$ p.a.( $6.06 \%$ p.a. at June 30, 2008). The net debt to EBITDA ratio was 3.4 at the end of the 3 Q 08 . This result was achieved due to the Company's investment plan and the financial resources provided to bear the financial losses.

## NET INCOME

Sadia posted losses of R\$777.4 million in the quarter and of $\mathrm{R} \$ 442.6$ million in the 9 M 08 . In 2007, the Company had a quarterly profit of $\mathrm{R} \$ 188.4$ million and of $\mathrm{R} \$ 393.9$ million in the nine months.

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## INVESTMENTS - R\$ MILLION

Investments made by Sadia up to September 2008 totaled R\$ 1.5 billion. In the 3Q08, the Company invested $\mathrm{R} \$ 519$ million, double of the amount invested in the 3Q07. During the 3Q08, most of the resources were allocated to the poultry segment, which received R\$166.3 million ( $32.1 \%$ ), followed by the segment of processed products, which received $\mathrm{R} \$ 136.2$ million ( $26.3 \%$ ). The pork segment received $\mathrm{R} \$ 88.0$ million, corresponding to $17.0 \%$, while the beef segment received $R \$ 0.6$ million, equivalent to $0.1 \%$ of the total. The remaining balance of $\mathrm{R} \$ 127.5$ million was used in other areas.

## OUTLOOK

Sadia investments in Lucas do Rio Verde, State of Mato Grosso, for the construction of slaughtering units with a capacity of 126 million birds/year and 1.25 million hogs/year, required an investment of $\mathrm{R} \$ 800$ million. The plant initiated its activities last October 22.

The inauguration of the plant in the State of Pernambuco, in the municipality of Vitória do Santo Antão, which received an investment of R\$250 million, is scheduled for the third quarter of 2009.

Furthermore, Sadia grew its capacity in processed products with the completion of the investments in the plants of Toledo (PR), Várzea Grande (MT), Uberlândia (MG) and Brasília (DF).

These investments should translate into additional revenues of $\mathrm{R} \$ 4$ billion by 2010. These projects are part of the investments of $\mathrm{R} \$ 1.6$ billion scheduled for 2008 , of which $92 \%$ has already been completed.

Sadia reaffirms its growth forecast between $12 \%$ and $14 \%$ in total volumes for 2008 in relation to 2007 and an EBITDA margin between $11 \%$ and $12 \%$. Gross revenues expected for the year are $\mathrm{R} \$ 12.0$ billion.

## CAPITAL MARKET

## São Paulo Stock Exchange

The Company's preferred shares are part of the theoretical portfolio of the São Paulo Stock Exchange (IBOVESPA). This portfolio lists 64 papers. Sadia relative weight in this index for the four-month period September-December/08, increased from $1.00 \%$ in the prior four-month period to $1.04 \%$.

Sadia preferred shares (Sdia4) devalued $44.0 \%$ in the last 12 months (up to 09/30/08), while Ibovespa in the period devalued $18.1 \%$.

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The daily average of financial volume increased $86.4 \%$ in the 3 Q 08 , reaching the mark of $\mathrm{R} \$ 36.0$ million, compared to $\mathrm{R} \$ 19.3$ million in the 3Q07.

Sadia preferred shares continued to be distributed among the various categories of Bovespa investors, the highlight of which was the steady number of foreign investors.

## BREAKDOWN BY TYPE OF INVESTOR BOVESPA

## (SEPTEMBER 2008)

## New York Stock Exchange

In the last 12 months ( $09 / 30 / 07$ to 09/30/08), Sadia Level II ADRs [SDA] devalued by $43.9 \%$ in U.S. dollars, while the Dow Jones Index depreciated by $21.9 \%$ in the period. The average daily volume grew $152.2 \%$, to US $\$ 13.3$ million, corresponding to $26.7 \%$ of the total securities
traded with Sadia PN in the 3Q08.

## Latibex

The average daily trade volume in the 3 Q 08 was $€ 29.4$ thousand, a fall of $89.2 \%$ when compared with the average volume recorded in the 3 Q 07 , while shares devalued by $46.9 \%$ in the last 12 months.

| MARKET DATA - BOVESPA | 3Q07 | 3Q08 | 3Q08/3Q07 |
| :---: | :---: | :---: | :---: |
| Sadia Common Shares / SDIA3 - thousands (Free Float $=41.4 \%$ ) | 257,000 | 257,000 |  |
| Sadia Preferred Shares / SDIA4 - thousands (Free Float $=93.0 \%$ ) | 426,000 | 426,000 |  |
| Total Outstanding Shares - thousands* (Float $=\mathbf{7 3 . 5 \%}$ ) | 683,000 | 683,000 |  |
| Closing Price - R\$/share SDIA3 | 9.56 | 7.53 | -21.2\% |
| Closing Price - R\$/share SDIA4 | 10.18 | 5.70 | -44.0\% |
| Mkt. Capitalization - R\$ millions | 6,952.9 | 3,893.1 | -44.0\% |
| Volume of Shares Traded - thousand | 131,035 | 253,638 | 93.6\% |
| Daily Average Volume of Shares Traded - thousand | 2,080 | 3,902 |  |
| Financial Volume Traded - R\$ million | 1,216.6 | 2,340.3 | 92.4\% |
| Daily Average Financial Volume Traded - R\$ million | 19.3 | 36.0 |  |
|  |  |  |  |
| MARKET DATA - NYSE | 3Q07 | 3Q08 | 3Q07/3Q07 |
| Total Outstanting ADR's - thousands ( ${ }^{(1)}$ | 8,539 | 38,566 | 351.6\% |
| Participations in Trading Sessions | 100\% | 100\% |  |
| Closing Prices - US\$/ADR ( ${ }^{(1)}$ | 16.71 | 9.37 | -43.9\% |
| Mkt. Capitalization - US\$ millions( ${ }^{(1)}$ | 475.6 | 361.4 | -24.0\% |
| Volume of Shares Traded (1) | 23,051,667 | 48,795,327 | 111.7\% |
| Daily Average Volume of Shares Traded ( ${ }^{1}$ ) | 365,899 | 762,427 |  |
| Financial Volume Traded - US\$ thousand | 333,078 | 853,465 | 156.2\% |

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| Daily Average Financial Volume Traded - US\$ thousand | $5,287.0$ | $13,335.4$ |  |
| :--- | ---: | ---: | ---: |

${ }^{(1)}$ The ratio was altered from 10 preferred shares per ADS to 3 Preferred Shares per ADS
Souces: Sadia, Bovespa and NYSE

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## OTHER HIGHLIGHTS

Sadia is one of the 50 global companies included in the report titled "Creating Value for All: Strategies for Doing Business with the Poor", launched by the United Nation's Development Program (UNDP). Sadia was selected to be included in the report due to its Sadia Sustainable Swineculture Program, the 3S Program. With biodigestors already installed in 1,104 pork breeders which are partners of Sadia, the primary purpose of this project is to involve 3.5 thousand outgrowers in the reduction of the emission of methane gas into the atmosphere and the marketing o carbon credits using the Clean Development Mechanism (CDM) contemplated in the Kyoto Protocol. The UN report highlights Sadia initiative to reduce extreme poverty while contributing to the sustainable development of the swine culture in Brazil. For Sadia, being included in the UN report represents a recognition of its pioneering work which effectively improves swine culture practices.

## Report 20-F is filed and is available upon request and free of charge at http://ri.sadia.com.

## Events on October 30, (Thursdav)

In Brazil: Meeting with Investment Professionals and Analysts Time: 07:00 a.m. (EDT - Brasília)<br>Place : Av. Fortunato Ferraz, 616 - Vila Anastácio - São Paulo

International: Conference Call
Time: 10:00 a.m. (EDT)
Telephone numbers for connection:
Brazil: (11) 4688-6301
U.S.A.: (1 800) 860-2442

Other countries: (1412) 858-4600

The audio of the meeting and of the conference call will be broadcast live over the Internet, accompanied by a slide presentation at the website: www.sadia.com.br

The forward-looking statements on the business outlook, projections of operating and financial results, and the potential growth of the Company contained in this publication are mere predictions and were based on Management's expectations in relation to the future of the Company. These expectations are highly dependent on markets changes, on the overall economic performance of Brazil, on the industry and on the international markets, being therefore subject to change.

## ATTACHMENT I

## INCOME STATEMENT - CONSOLIDATED

|  | 9M07 |  | 9M08 |  | $\begin{gathered} \text { 9M08/ } \\ \text { 9M07 } \end{gathered}$ | 3Q07 |  | 3 Q 08 |  | $\begin{aligned} & \text { 3Q08/ } \\ & \text { 3Q07 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ '000 | \% | R\$ '000 | \% | \% | R\$ '000 | \% | R\$ '000 | \% | \% |
| Gross Operating Revenue | 6,925,996 | 114.2\% | 8,671,985 | 113.2\% | 25.2\% | 2,455,138 | 114.2\% | 3,150,309 | 113.0\% | 28.3\% |
| Domestic Market | 3,694,808 | 60.9\% | 4,590,525 | 59.9\% | 24.2\% | 1,312,406 | 61.0\% | 1,695,946 | 60.8\% | 29.2\% |
| Export Market | 3,231,188 | 53.3\% | 4,081,460 | 53.3\% | 26.3\% | 1,142,732 | 53.1\% | 1,454,363 | 52.2\% | 27.3\% |
| (-) Sales Tax and Services Rendered | $(862,991)$ | -14.2\% | $(1,008,239)$ | -13.2\% | 16.8\% | $(304,798)$ | -14.2\% | $(361,838)$ | -13.0\% | 18.7\% |
| Net Operating Revenue | 6,063,005 | 100.0\% | 7,663,746 | 100.0\% | 26.4\% | 2,150,340 | 100.0\% | 2,788,471 | 100.0\% | 29.7\% |
| Cost of Goods Sold and Services Rendered | $(4,458,183)$ | -73.5\% | $(5,829,051)$ | -76.1\% | 30.7\% | $(1,553,646)$ | -72.3\% | $(2,124,131)$ | -76.2\% | 36.7\% |
| Gross Profit | 1,604,822 | 26.5\% | 1,834,695 | 23.9\% | 14.3\% | 596,694 | 27.7\% | 664,340 | 23.8\% | 11.3\% |
| Selling Expenses | $(1,039,260)$ | -17.1\% | $(1,201,016)$ | -15.7\% | 15.6\% | $(369,643)$ | -17.2\% | $(443,222)$ | -15.9\% | 19.9\% |
| Management Compensation | $(11,673)$ | -0.2\% | $(14,373)$ | -0.2\% | 23.1\% | $(4,037)$ | -0.2\% | $(5,040)$ | -0.2\% | 24.8\% |
| Administrative Expenses | $(59,369)$ | -1.0\% | $(100,684)$ | -1.3\% | 69.6\% | $(24,268)$ | -1.1\% | $(43,331)$ | -1.6\% | 78.6\% |
| Employees Profit Sharing | $(22,487)$ | -0.4\% | $(12,880)$ | -0.2\% | -42.7\% | $(10,501)$ | -0.5\% | 30,659 | 1.1\% | -392.0\% |
| Others Operating Results | $(15,139)$ | -0.2\% | $(11,653)$ | -0.2\% | -23.0\% | $(13,899)$ | -0.6\% | $(13,973)$ | -0.5\% | 0.5\% |
| Earnings Before Interest and Taxes | 456,894 | 7.5\% | 494,089 | 6.4\% | 8.1\% | 174,346 | 8.1\% | 189,433 | 6.8\% | 8.7\% |
| Financial Result, Net | $(15,473)$ | -0.3\% | $(1,189,752)$ | -15.5\% | 7589.2\% | $(11,696)$ | -0.5\% | $(1,214,334)$ | -43.5\% | 10282.5\% |
| Operating Profit | 441,421 | 7.3\% | $(695,663)$ | -9.1\% | -257.6\% | 162,650 | 7.6\% | $(1,024,901)$ | -36.8\% | -730.1\% |
| Nonoperating Income (expense) | (368) | 0.0\% | 875 | 0.0\% | -337.8\% | $(2,889)$ | -0.1\% | 10,157 | 0.4\% | -451.6\% |
| Income Before Taxes | 441,053 | 7.3\% | $(694,788)$ | -9.1\% | -257.5\% | 159,761 | 7.4\% | (1,014,744) | -36.4\% | -735.2\% |
| Income Tax and Social Contribution | $(47,075)$ | -0.8\% | 252,447 | 3.3\% | -636.3\% | 28,668 | 1.3\% | 237,940 | 8.5\% | 730.0\% |
| Net Income before Minority Interest | 393,978 | 6.5\% | $(442,341)$ | -5.8\% | -212.3\% | 188,429 | 8.8\% | $(776,804)$ | -27.9\% | -512.3\% |
| Minority Interest | (82) | 0.0\% | (274) | 0.0\% | 234.1\% | (77) | 0.0\% | 574 | 0.0\% | -845.5\% |
| Net Income | 393,896 | 6.5\% | $(442,615)$ | -5.8\% | -212.4\% | 188,352 | 8.8\% | $(777,378)$ | -27.9\% | -512.7\% |
| EBITDA | 733,915 | 12.1\% | 820,715 | 10.7\% | 11.8\% | 273,211 | 12.7\% | 272,330 | 9.8\% | -0.3\% |

## ATTACHMENT II

## BALANCE SHEET - CONSOLIDATED

|  | September 2007 | September 2008 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current Assets | 4,355,999 | 6,799,051 |
| Cash and Bank | 96,036 | 138,928 |
| Trade Accounts Receivable | 366,764 | 531,604 |
| Recoverable Taxes | 236,577 | 498,716 |
| Inventories | 1,267,312 | 1,983,390 |
| Marketable Securities | 2,199,427 | 3,502,472 |
| Other Credits | 189,883 | 143,941 |
| Non-Current Assets | 3,273,789 | 5,278,248 |
| Long Term Assets | 555,499 | 1,016,184 |
| Marketable Securities | 141,260 | 130,459 |
| Other Credits | 414,239 | 885,725 |
| Permanent | 2,718,290 | 4,262,064 |
| Investments | 45,029 | 96,873 |
| Property, Plant and Equipment | 2,535,326 | 4,045,030 |
| Deferred Charges | 137,935 | 120,161 |
| Total Assets | 7,629,788 | 12,077,299 |
| LIABILITIES |  |  |
| Current Liabilities | 1,832,248 | 5,367,557 |
| Loans and Financing | 882,558 | 3,835,907 |
| Suppliers | 482,694 | 993,460 |
| Salaries and Social ChargesPayable | 168,801 | 216,795 |
| Taxes Payable | 48,764 | 65,811 |
| Dividends | 46,913 | 3,909 |
| Operating Liabilities | 202,518 | 251,675 |
| Non-Current Assets - Long Term Liabilities | 3,041,021 | 4,296,903 |
| Loans and Financing | 2,762,595 | 3,931,369 |
| Operating Liabilities | 278,426 | 365,534 |
| Deferred Discount of Investments | 0 | 0 |
| Minority Interest in Subsidiaries | 784 | 38,868 |
| Shareholder's Equity | 2,755,735 | 2,373,971 |
| Paid - Up Capital | 1,500,000 | 2,000,000 |
| Income Reserve | 1,255,735 | 373,971 |
| Total Liabilities and Equity | 7,629,788 | 12,077,299 |

## ATTACHMENT III

## CASH FLOW STATEMENT

| R\$ Thousand |  |  |
| :---: | :---: | :---: |
|  | September 2007 | $\begin{aligned} & \text { September } \\ & 2008 \end{aligned}$ |
| Net result from the period | 393,978 | $(442,341)$ |
| Adjusments to reconcile net income to cash generated by operating activities: |  |  |
| Variation in minority interest | (262) | 3,995 |
| Accrued interest, net of paid interest | $(201,651)$ | 745,943 |
| Depreciation, amortization and depletion allowances | 223,865 | 297,224 |
| Goodwill amortization | 15,579 | 16,522 |
| Subvention | 15,090 | - |
| Equity in earnings of subsidiareies | $(4,966)$ | 1,305 |
| Exchange variations on foreign investments | 90,607 | $(96,633)$ |
| Deferred taxes | 43,252 | $(270,727)$ |
| Contingencies | 10,117 | $(3,096)$ |
| Result from the disposal of permanent assets | 5,414 | 5,183 |
| Variations in operating assets and liabilities: |  |  |
| Trade accounts receivable | 311,834 | $(45,018)$ |
| Inventories | $(182,858)$ | $(814,454)$ |
| Recoverable taxes and other | $(67,034)$ | $(298,809)$ |
| Judicial deposits | 4,742 | 678 |
| Suppliers | $(20,591)$ | 399,509 |
| Taxes payable, salaries payable and others | $(2,126)$ | 120,936 |
| Net cash generated from operating activities | 634,990 | $(379,783)$ |
| Investiments activities: |  |  |
| Funds from the sale of permanent assets | 3,394 | 2,198 |
| Purchase of property, plant and equipment | $(622,244)$ | $(1,471,479)$ |
| Acquisition of subsidiary, net cash | - | $(40,290)$ |
| Short-term investments | $(2,581,974)$ | $(5,071,467)$ |
| Redemption of investments | 2,450,975 | 3,136,257 |
| Cash applied in investments activities | $(749,849)$ | $(3,444,781)$ |
| Financeing activities: |  |  |
| Loans and financing | 2,033,842 | 6,056,398 |
| Payment of financing | $(1,948,333)$ | $(2,200,917)$ |
| Dividends paid | $(108,267)$ | $(215,721)$ |
| Sale of treasury shares | 463 | 56,509 |
| Purchase of treasury shares | (879) | $(52,805)$ |
| Net cash generated from financing activities | $(23,174)$ | 3,643,464 |
| Cash at beginning of year | 234,069 | 320,028 |
| Cash at end of year | 96,036 | 138,928 |
| Net addition in cash | $(138,033)$ | $(181,100)$ |

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