

Camil

Earnings
Presentation

2Q24



HIGH TURNOVER

HIGH GROWTH

Camil 2Q24

R\$3.2 billion Record Net Revenue

(+12.0% YoY and +12.5% QoQ)

R\$288 million EBITDA

(+35.4% YoY and +13.0% QoQ)

+R\$1.0bn EBITDA LTM 2Q24

8.8% EBITDA Margin

(+1.5p.p. YoY and stable QoQ)

594k tons Volume

(-5.7% YoY and +13.6% QoQ)

High Turnover Brazil: -6.0% YoY and +5.5% QoQ

High Growth Brazil: +8.5% YoY and -1.5% QoQ

International: -8.1% YoY and +39.1% QoQ



Grains - Brazil

Grains - Brazil

Sugar

International

Biscuits

Coffee

Pasta

Fish

Highlights 2Q24

High Turnover: Grains and Sugar in Brazil

Sales Volume:

357.6 Thousand tons; -6.0% YoY and +5.5% QoQ in 2Q24

- comparative basis 2Q23 with sugar exports; YoY growth in retail volume of grains and sugar.

Net Price Camil:

R\$4.90/kg; +26.3% YoY and +8.0% QoQ in 2Q24

Average price of raw material¹:

Rice:

R\$115.75/bag; +33.5% YoY and +9.5% QoQ in 2Q24

Beans:

R\$238.11/bag; -3.1% YoY and -8.2% QoQ in 2Q24

Sugar:

R\$133.12/bag; -4.2% YoY and -7.1% QoQ in 2Q24

Main Brands

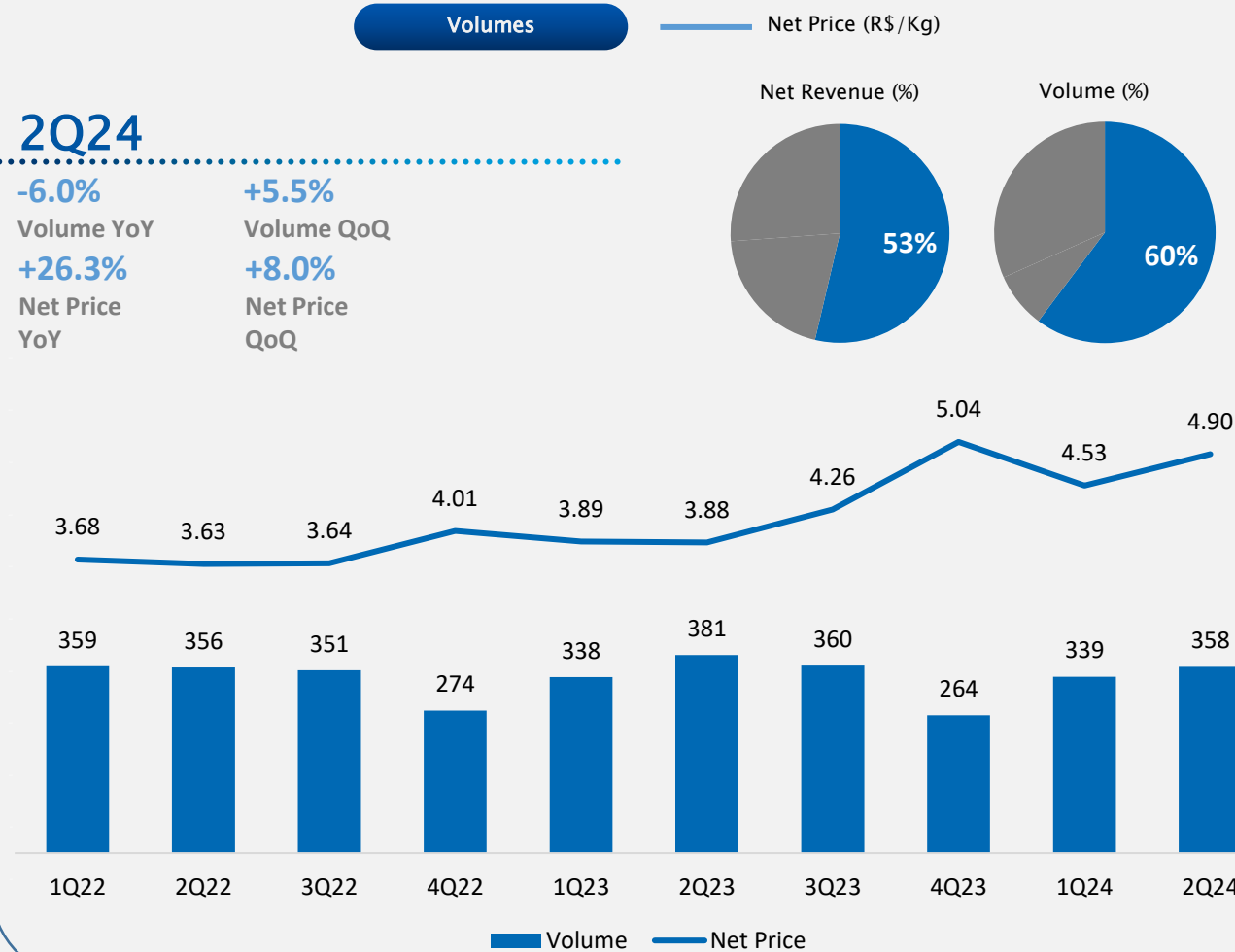


Evolution Volumes vs. Net Price

2Q24

-6.0%
Volume YoY
+26.3%
Net Price
YoY

+5.5%
Volume QoQ
+8.0%
Net Price
QoQ



¹Source: CEPEA; indicator of paddy rice Esalq/Senar-RS 50kg; Agrolink; indicator of carioca beans Sc 60kg; CEPEA; indicator of Crystal Sugar Esalq-SP 50kg.

Highlights 2Q24

High Growth: Pasta, Biscuits, Coffee and Fish in Brazil

Sales volume:

48.1 Thousand tons; +8.5% YoY and -1.5% QoQ in 2Q24
 • Continuous growth in coffee volumes, partially offset by the fish seasonality QoQ.

Net Price Camil:

R\$13.06/kg; +7.1% YoY and +10.6% QoQ in 2Q24

Average price of raw material¹:

Wheat:

R\$1.527,26/bag; +15.0% YoY and +17.4% QoQ in 2Q24

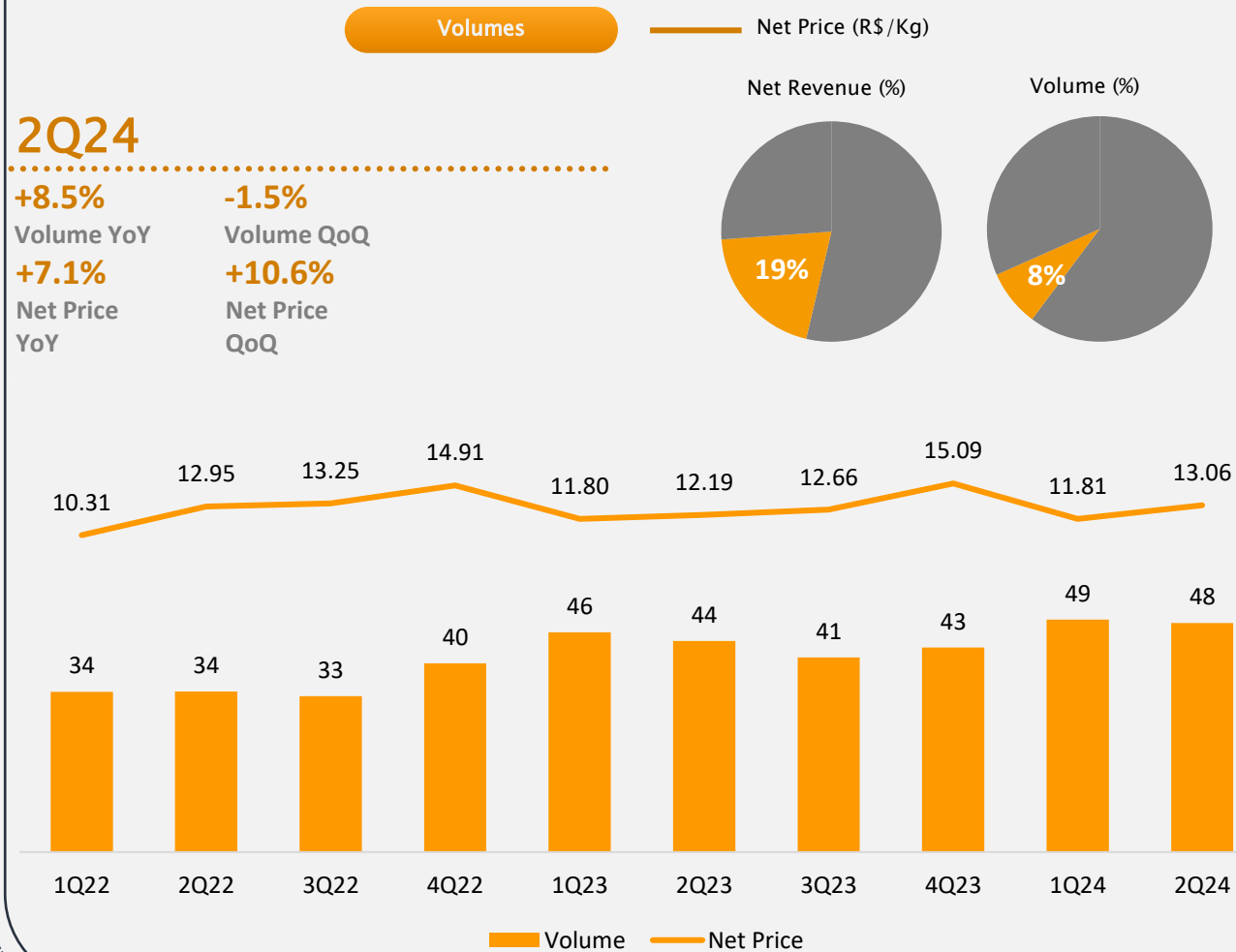
Coffee:

R\$1.401,97/bag; +63.5% YoY and +24.1% QoQ in 2Q24

Main Brands



Evolution Volumes vs. Net Price



Highlights 2Q24

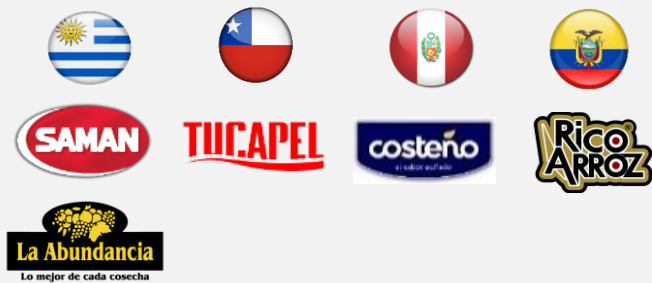
International: Uruguay, Chile, Peru and Ecuador Sales Volume:

187.9 Thousand tons; -8.1% YoY and +39.1% QoQ in 2Q24

Net Price:

R\$4.81 /kg; +21.8% YoY and -13.1% QoQ in 2Q24

Main Brands



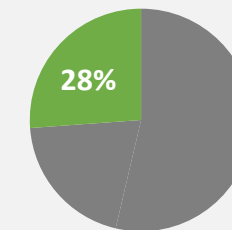
Evolution Volumes vs. Net Price

2Q24

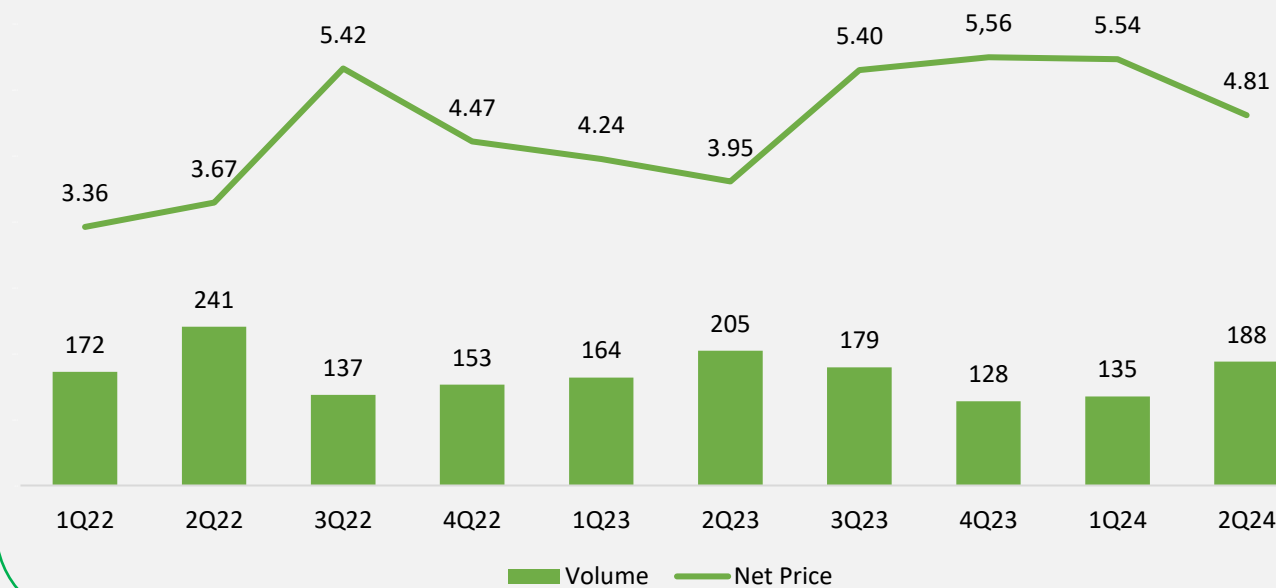
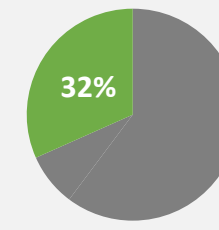
-8.1%
Volume YoY
+21.8%
Net Price YoY

+39.1%
Volume QoQ
-13.1%
Net Price QoQ

Net Revenue (%)



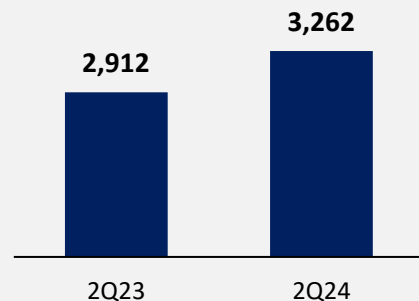
Volume (%)



Financial Highlights | 2Q24 vs. 2Q23

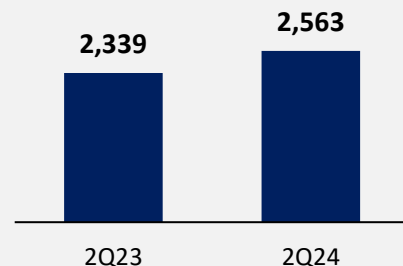
Net Revenue

+12.0%



COGS

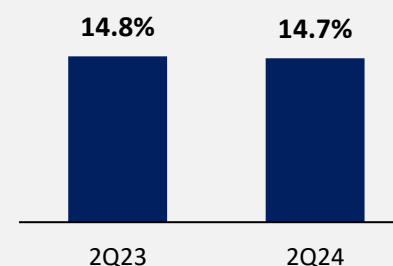
+9.6%



SG&A

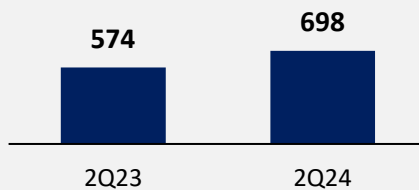
% Net Revenue

-0.1 p.p.



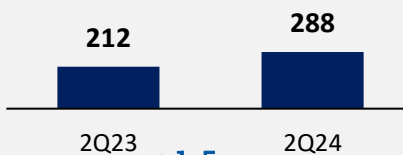
Gross Profit

+21.7%



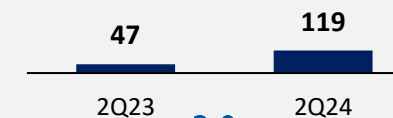
EBITDA

+35.4%



Net Profit

+153.4%



Margins
(% Net Revenue)

19.7%

21.4%

+1.7 p.p.

7.3%

8.8%

+1.5 p.p.

1.6%

3.6%

+2.0 p.p.

Record Net Revenue: R\$3.2 billion (+12.0% YoY)

Record Gross Profit: R\$698 million (+21.7% YoY) and margin of 21.4% (+1.7 p.p. YoY) in 2Q24

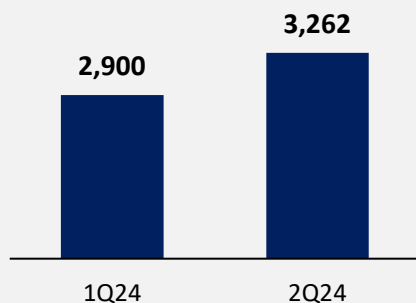
EBITDA: R\$288 million (+35.4% YoY) and margin of 8.8% (+1.5 p.p. YoY) in 2Q24



Financial Highlights | 2Q24 vs. 1Q24

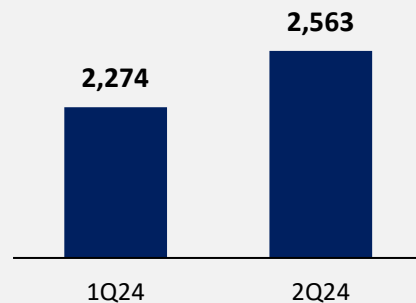
Net Revenue

+12.5%



COGS

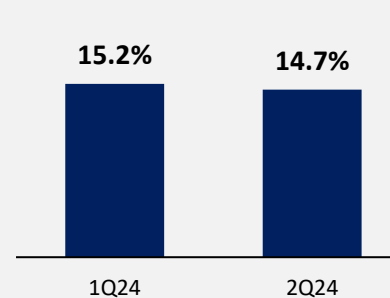
+12.7%



SG&A

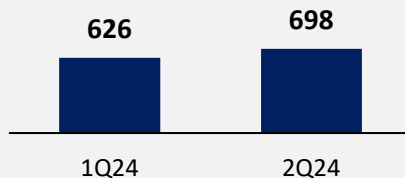
% Net Revenue

-0.5p.p.



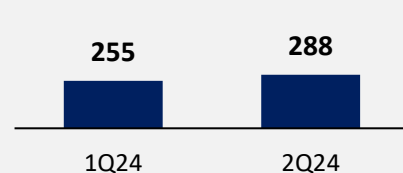
Gross Profit

+11.5%



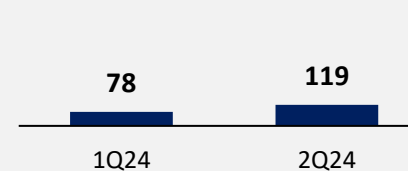
EBITDA

+13.0%



Net Profit

+51.3%



Margins
(% Net Revenue)

21.6%

21.4%

-0.2 p.p.

8.8%

8.8%

0.0 p.p.

2.7%

3.6%

+0.9 p.p.

Record Net Revenue: R\$3.2 billion (+12.5% QoQ)

Record Gross Profit: R\$698 million (+11.5% QoQ) and margin of 21.4% (-0.2 p.p. QoQ) in 2Q24

EBITDA: R\$288 million (+13.0% QoQ) and margin of 8.8% (stable QoQ) in 2Q24



Indebtness, Capex & Working Capital

Indebtness

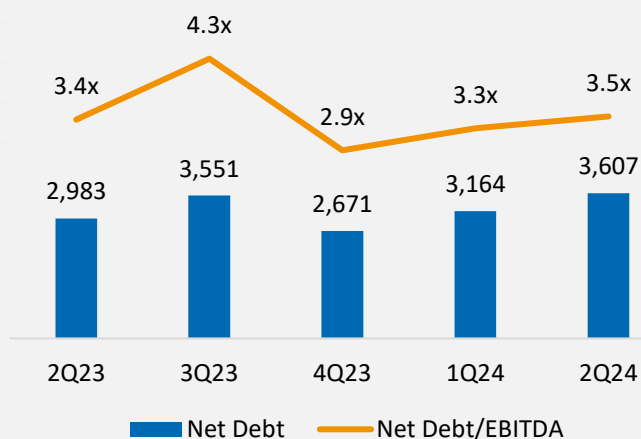
Debt (in R\$m)	2Q23	1Q24	2Q24	2Q24	2Q24
Closing Date	Aug-23	May-24	Aug-24	VS 2Q23	VS 1Q24
Total Debt	5,062.1	5,205.6	6,269.3	23.8%	20.4%
Loans and Financing	2,392.3	2,570.8	2,912.7	21.8%	13.3%
Debentures	2,669.8	2,634.8	3,356.6	25.7%	27.4%
Short Term	1,760.1	1,566.0	2,047.9	16.3%	30.8%
Long Term	3,301.9	3,639.6	4,221.4	27.8%	16.0%
Leverage					
Gross Debt	5,062.1	5,205.6	6,269.3	23.8%	20.4%
Cash and Equivalents	2,079.1	2,041.4	2,662.8	28.1%	30.4%
Net Debt	2,983.0	3,164.2	3,606.5	20.9%	14.0%
<i>Net Debt/EBITDA LTM</i>	3.4x	3.3x	3.5x	0.1x	0.2x

Working Capital

Working Capital	2Q23	1Q24	2Q24	2Q24	2Q24
Closing Date	Aug-23	May-24	Aug-24	VS 2Q23	VS 1Q24
Inventory	2,215.0	2,470.0	2,450.5	10.6%	-0.8%
Advance to Suppliers	489.1	641.1	562.0	14.9%	-12.3%
Receivable	1,346.2	1,920.1	1,746.8	29.8%	-9.0%
Suppliers	1,267.4	1,946.4	1,151.8	-9.1%	-40.8%
Other Current Assets	320.6	299.4	296.0	-7.7%	-1.1%
Other Current Liabilities	442.2	489.7	430.6	-2.6%	-12.1%
Working Capital	2,661.3	2,894.5	3,473.0	30.5%	20.0%
<i>Days Working Capital</i>	<i>91 d</i>	<i>92 d</i>	<i>107 d</i>	<i>16 d</i>	<i>15 d</i>

Camil has a **seasonality** in working capital for rice: the first quarters of the year normally present an increase in working capital and the fourth quarter usually presents a release

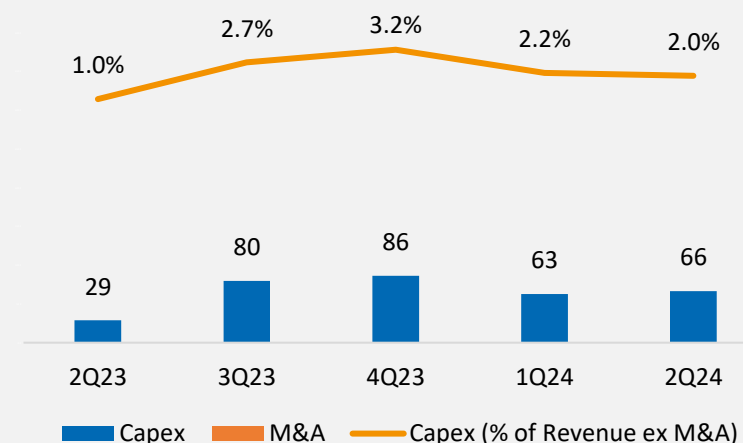
Net Debt/ EBITDA UDM



Conclusion of the 14th Debenture Issuance – CRA
In Jun/24, conclusion of the issuance of R\$650.0 million

MOODY'S National: BrAA+ (stable)

Capex (R\$m)



Capex R\$66,5 million, in Investments in Pasta and Coffee.

Feeding our ESG Transformation



All ESG Action aligned with the

Strategic Pillars



Purpose and People



Efficiency and Growth



Quality and Sales



ISE B3

- **Sustainability Report**

Published in the last quarter, with information related to the closing of Feb/24, the report follows the guidelines of the Global Reporting Initiative (GRI) and the Sustainability Accounting Standards Board (SASB), aligned with the UN Sustainable Development Goals.

- **Governance**

Publishing of **Brazilian Corporate Governance Report**. Camil achieved 92.5% compliance with the items.

- **Quality and Certificates**

Saman (Uruguay) has just achieved the **Sustainable Rice Platform (SRP)** certification, one of the most important global certifications for sustainable rice production.

- **Social**

Business School Grãos da Base – Camil: This quarter, we had the start of the second year of the “Grãos da Base Business School”. 2 new groups of restaurant and delivery entrepreneurs began a 5-month journey in management and gastronomic techniques.

- **Environment**

Since last harvest year, we have been conducting a new Solid Waste Management Program for Fishing Vessels (**Clean Fishing Project**). The Project has already reached 28 vessels and disposed of more than **2.5 tons of waste** since its beginning.

Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

Investor Relations

Jenifer Nicolini – IR and ESG Manager

Marco Correia – IR Analyst

Yuri Ferreira – IR Analyst

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