



Camil

2Q20 Earnings Presentation



The following material presents the results for the second quarter of 2020 (2Q20 - Jun/2020 to Aug/2020) of Camil Alimentos. In this presentation, financial data is presented in accordance to the International Financial Reporting Standards and represents the Company's consolidated results in million reais (R\$) with comparisons referring to the second quarter of 2019 (2Q19 - Jun/2019 to Aug/2019; YoY Comparisons) and to the first quarter of 2020 (1Q20 - Mar/2020 to May/2020; QoQ Comparisons), except when otherwise specified.

This presentation contains non-audited managerial operational numbers and financial data is presented in accordance to the International Financial Reporting Standards, published in our Financial Statements. The Company's fiscal year begins in March and ends in February in the following year. This presentation contains summarized information which should not be considered as complete. Certain percentages and other quantities included in this document have been rounded to simplify the presentation. Therefore, numbers presented as the total sum of tables may not represent the arithmetic sum of preceding numbers and may differentiate from those presented in the financial demonstrations. All information here contained is subject to adjustments and revisions without prior notice.

Information here disclosed must not be understood as any kind of guidance for investments in the Company, neither should it guide shareholders, potential investors, analysts or other professionals about the Company's expectations regarding information disclosed to the Market.

To obtain additional information about the Company and risk factors, please access the Investor Relations website (<http://ri.camilalimentos.com.br/?lang=en>) and the documents archived with the CVM, including the Reference Form.

*Quarter remarks include annual volume growth, with profitability increase.
Consolidated EBITDA of R\$208 million (+134% YoY) with EBITDA margin of 10.8% (+3.6pp YoY) in 2Q20*

2Q20 Financial Highlights

YoY Comparisons

R\$1.9 billion Net Revenue (▲+56%)

R\$1.3 billion Brazil Food Segment (▲+51%)

R\$570 million International Food Segment (▲+69%)

R\$435 million Gross Profit (▲+53%)

22.7% Gross Margin (▼-0.5pp)

R\$208 million EBITDA (▲+134%)

10.8% EBITDA Margin (▲+3.6pp)

R\$140 million Net Income (▲+250%)

7.3% Net Margin (▲+4.1pp)

R\$0.38 Earnings per Share (▲+282%)

2.0x Net Debt/EBITDA

Latest News

and subsequent events

September-2020

- **9th Debentures Issuance of R\$350 million** approval of the 9th issue of simple unsecured debentures, not convertible into shares, in a single series, for public distribution with restricted efforts in the amount of R\$350 million CDI + 2.7%, with a term of 5 years from the date of issuance and amortization in two annual installments, in the 4th year and on the maturity of the debentures.

August-2020

- **IOE Payment.** R\$15 million, or approximately R\$0.04 per share, paid on September 14th, 2020.
- **New Buyback Program.** In August 2020, the Company's Board of Directors approved the new share buyback program, in order to partially meet the Company's stock option plan. The program authorizes the repurchase of up to 4 million shares in within 12 months.

Main Indicators



Quarter marked by annual growth in volumes and profitability, with an increase in margins due to the dilution of costs and expenses

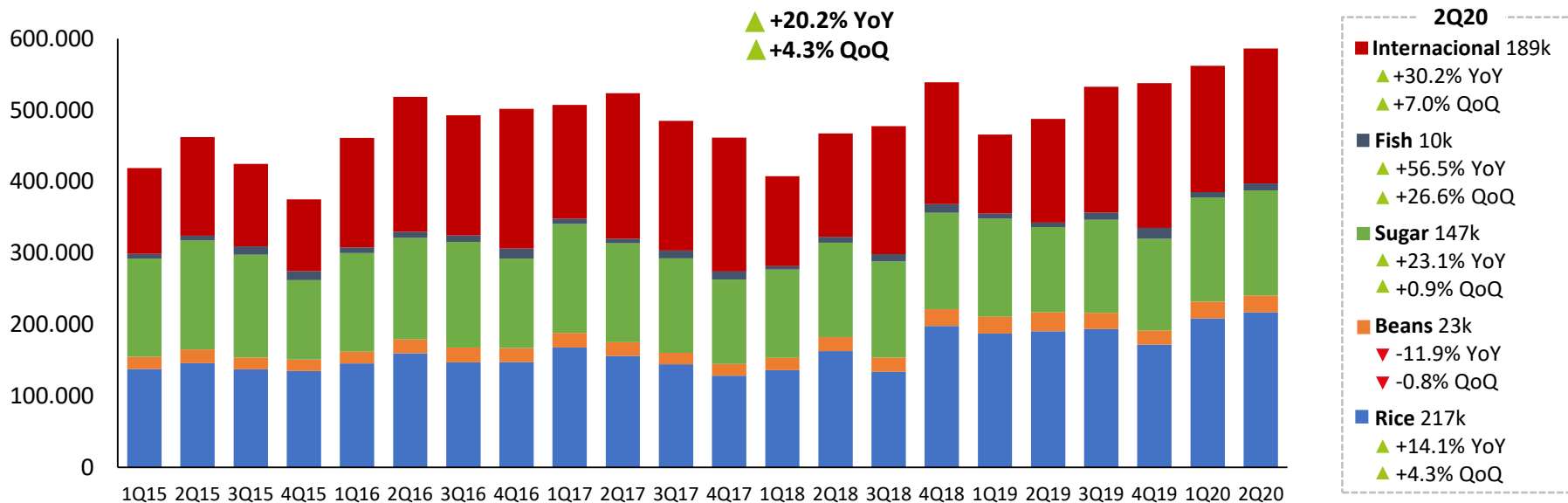
Highlights	2Q19	1Q20	2Q20	2Q20 vs	2Q20 vs
Closing Date	31-ago-19	31-mai-20	31-ago-20	2Q19	1Q20
Net Revenues	1,223.6	1,729.0	1,912.6	56.3%	10.6%
Food Products Brasil	886.4	1,210.2	1,342.5	51.4%	10.9%
Food Products International	337.1	518.7	570.2	69.1%	9.9%
Gross Profit	283.7	413.6	434.5	53.2%	5.0%
<i>Gross Margin (%)</i>	23.2%	23.9%	22.7%	-0.5pp	-1.2pp
EBITDA	88.7	196.6	207.5	133.8%	5.5%
<i>EBITDA Margin (%)</i>	7.3%	11.4%	10.8%	3.6pp	-0.5pp
Net Income	40.1	109.5	138.6	245.6%	26.7%
<i>Net Margin (%)</i>	3.3%	6.3%	7.2%	4.0pp	0.9pp
Capex	38.2	19.2	27.1	-29.1%	40.9%
Operational Highlights - Volume (in thousand ton)					
Total Volume	487.7	561.8	586.3	20.2%	4.3%
Volume - Brazil	342.5	385.2	397.2	16.0%	3.1%
Grains	216.9	231.8	240.5	10.9%	3.8%
Rice	190.4	208.3	217.2	14.1%	4.3%
Beans	26.5	23.6	23.4	-11.9%	-0.8%
Sugar	119.5	145.9	147.1	23.1%	0.9%
Canned Fish	6.1	7.5	9.5	56.5%	26.6%
Volume - International	145.2	176.6	189.1	30.2%	7.0%
Uruguay	101.6	126.3	139.8	37.6%	10.7%
Chile	21.6	23.9	23.4	8.3%	-2.0%
Peru	21.9	26.4	25.8	17.8%	-2.3%

Operational Highlights



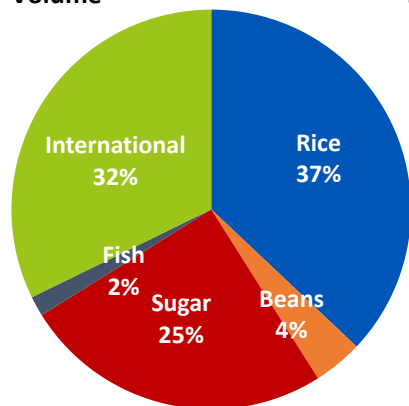
20% YoY increase in consolidated quarterly volume

Quarterly Volume Evolution (k ton)

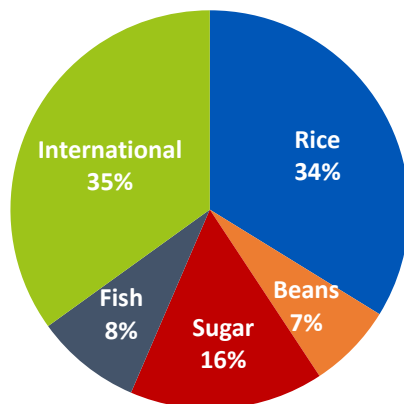


2Q20 Breakdown(%)

Volume



Net Revenues

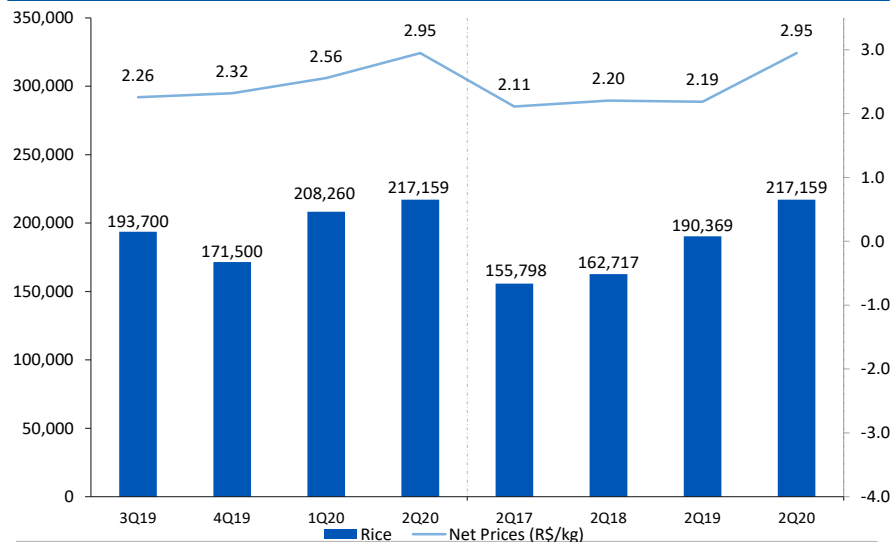


2Q20 Volumes (k ton)

Highlights	2Q19	1Q20	2Q20	2Q20 vs 2Q19	2Q20 vs 1Q20
Closing Date	Aug-19	May-20	Aug-20		
Total Volume	487.7	561.8	586.3	20.2%	4.3%
Volume - Brazil	342.5	385.2	397.2	16.0%	3.1%
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We highlight this quarter's volumes increase and gradual improvement in the capacity to transfer prices in Brazil

Rice – Camil's Volume and Net Prices



Source: Company

Rice – Quarterly Highlights

Sales volumes : 217.2 thousand tons

- ▲ +14.1% YoY
- ▲ +4.3% QoQ

Average **raw material price**¹: R\$67.13/bag

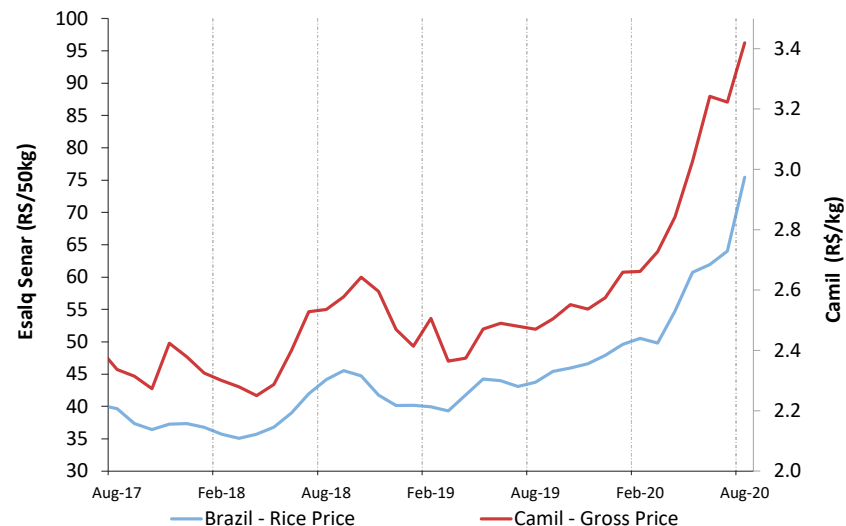
- ▲ +54.0% YoY
- ▲ +21.9% QoQ

Gross Price Camil: R\$3.30/kg

- ▲ +33.1% YoY
- ▲ +15.3% QoQ

- ▲ Sales increase for Camil brand and value pricing brands
- ▲ High demand during Covid-19 pandemic

Rice – Market Prices vs. Camil's Gross Prices



Source: Esalq Senar¹, Company

Rice – Product Portfolio

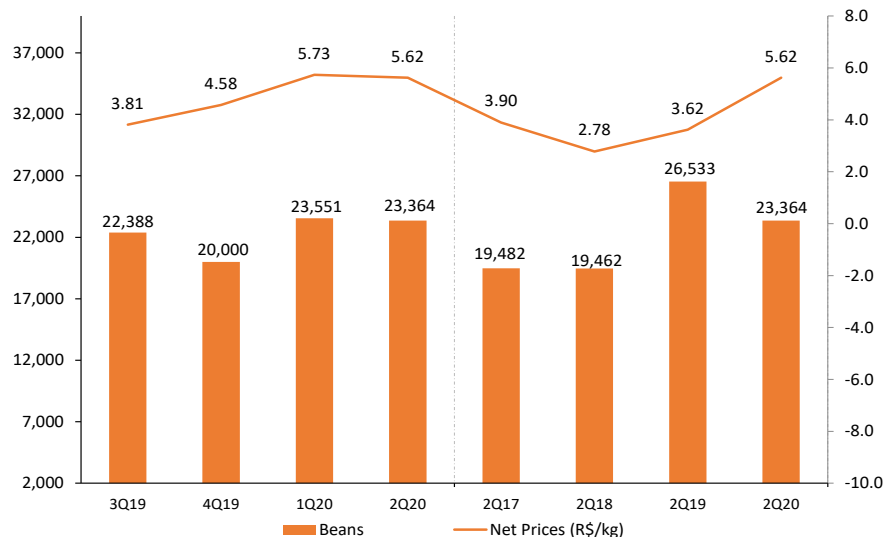


Source: Company

¹Source: CEPEA; paddy rice indicator Esalq/Senar-RS 50kg.

We highlight the reduction in Camil volumes and the growth of value pricing brands in the quarter

Beans - Camil's Volume and Net Prices



Source: Company

Beans - Quarterly Highlights

Sales Volumes: 23.4 thousand tons

▼ -11.9% YoY

▼ -0.8% QoQ

Average raw material price¹: R\$240.84/bag

▲ +67.6% YoY

▼ -9.2% QoQ

Camil Gross Price: R\$6.00/kg

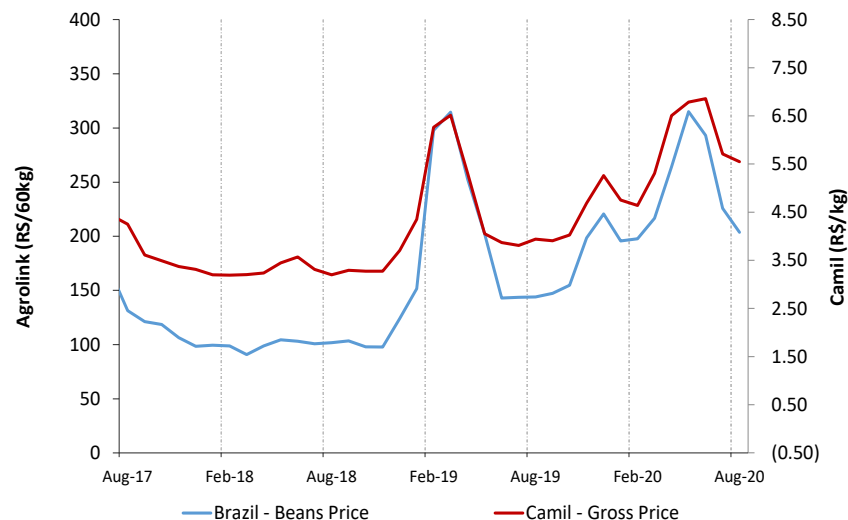
▲ +55.0% YoY

▼ -1.5% QoQ

▼ Decrease in the Camil brand sales

▲ Volumes increase in value pricing brands

Beans - Market Prices vs. Camil's Gross Prices



Source: Agrolink¹, Company

Beans- Product Portfolio

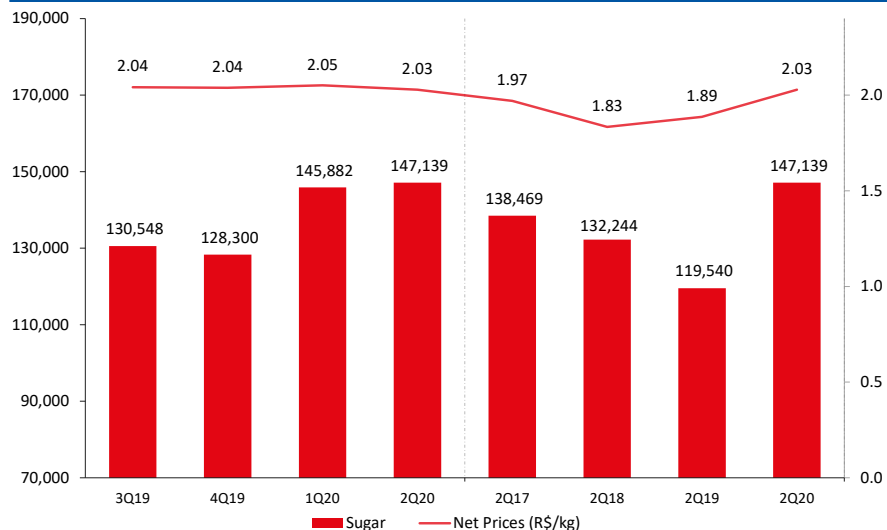


Source: Company

¹Source: Agrolink; carioca beans indicator Sc 60kg.

We highlight the quarter volume increase

Sugar - Camil's Volume and Net Prices



Source: Esalq Senar

Sugar - Quarterly Highlights

Sales volume : 147.2 thousand tons

▲ +23.1% YoY

▲ +0.9% QoQ

Average **raw material price**¹: R\$77.95/bag

▲ +28.3% YoY

▲ +1.6% QoQ

Gross Price Camil: R\$2.33/kg

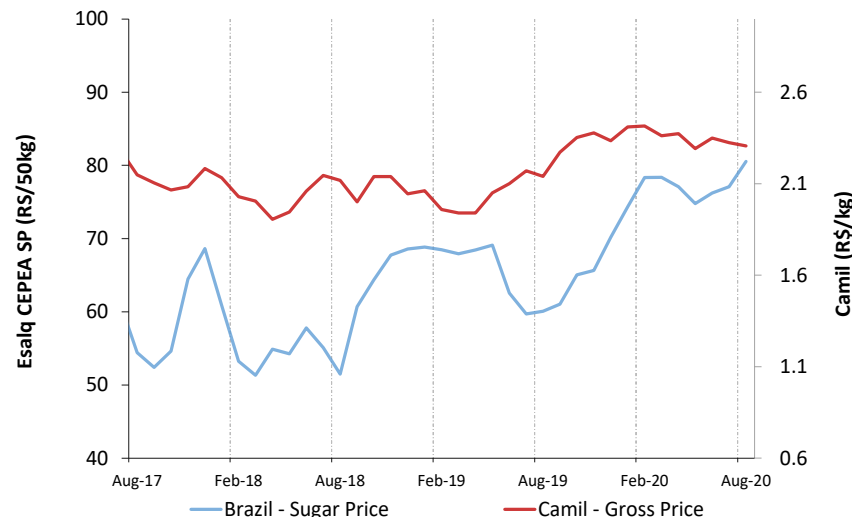
▲ +18.6% YoY

▼ -1.7% QoQ

▲ União brand and value pricing brands sales increase

▲ High demand during Covid-19 pandemic

Sugar - Market Prices vs. Camil's Gross Prices



Source: Esalq Senar, Company

Sugar - Product Portfolio

Mainstream



Value pricing brands

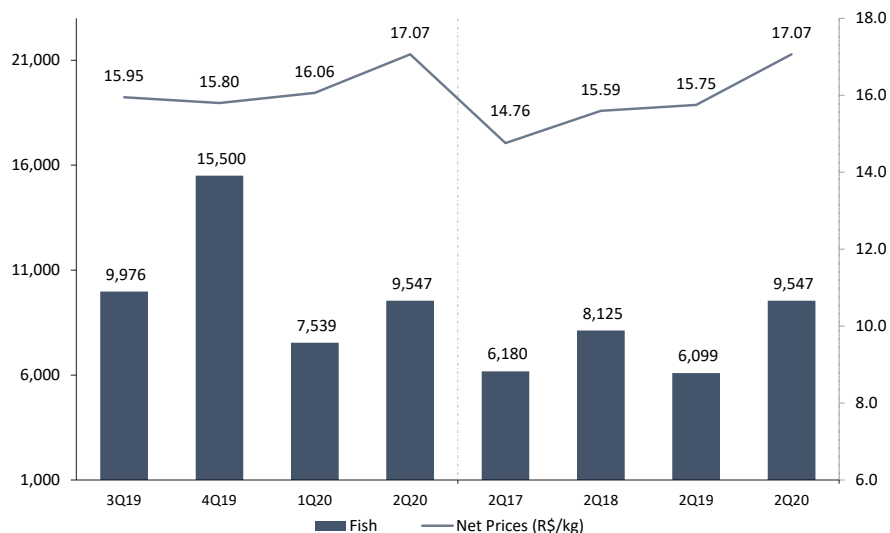


Source: Company

¹Source: CEPEA; Cristal Sugar Indicator Esalq-SP 50kg.

We highlight volume growth YoY and sales seasonality of the category

Canned Fish - Camil's Volume and Net Prices



Source: Company

Canned Fish - Quarterly Highlights

Sales volume: 9.5 thousand tons

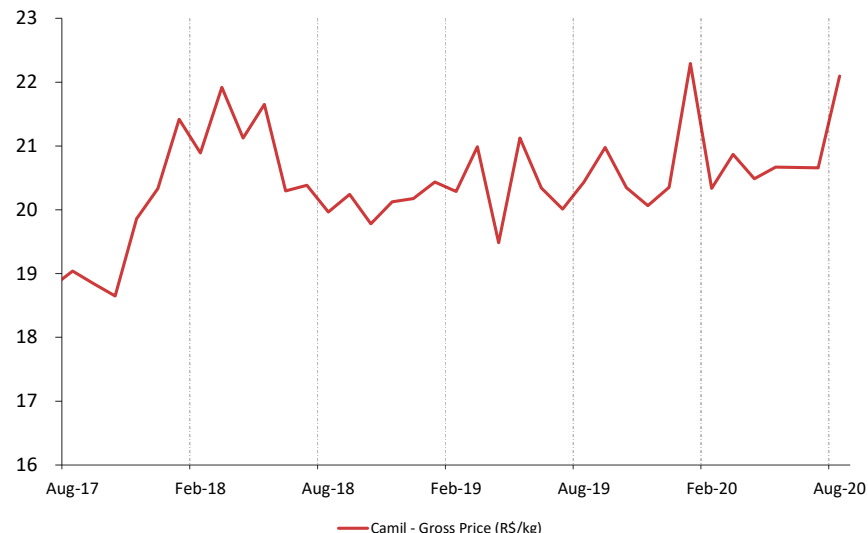
- ▲ +56.5% YoY
- ▲ +26.6% QoQ

Camil **Gross Price:** R\$21.17/kg

- ▲ +4.5% YoY
- ▲ +2.2% QoQ

- ▲ Improvement in local tuna and sardine fishing in the quarter
- ▲ Sales increase for Coqueiro brand and Value Pricing Brands (Pescador)

Canned Fish - Camil's Volume and Net Prices



Source: Company

Canned Fish - Product Portfolio

Mainstream



Value Pricing Brands



Source: Company

We highlight YoY volumes increase in Uruguay, Chile and Peru

International - Main Highlights

Export Market

Uruguay

Sales volume: 139.8 thousand tons
 ▲ +37.6% YoY
 ▲ +10.7% QoQ
 ▲ YoY exports increase

Gross price in R\$: 2.58
 ▲ +36.5% YoY
 ▲ +9.1% QoQ

Gross price in US\$/ton:
 ▲ +0.5% YoY
 ▲ +11.4% QoQ

Domestic Market

Chile

Sales volume : 23.4 thousand tons
 ▲ +8.3% YoY
 ▼ -2.0% QoQ
 ▲ Good profitability

Gross price in R\$: 7,78
 ▲ +42.5% YoY
 ▲ +11.4% QoQ

Gross price in CLP/ton:
 ▲ +17.8% YoY
 ▲ +4.2% QoQ

Domestic Market

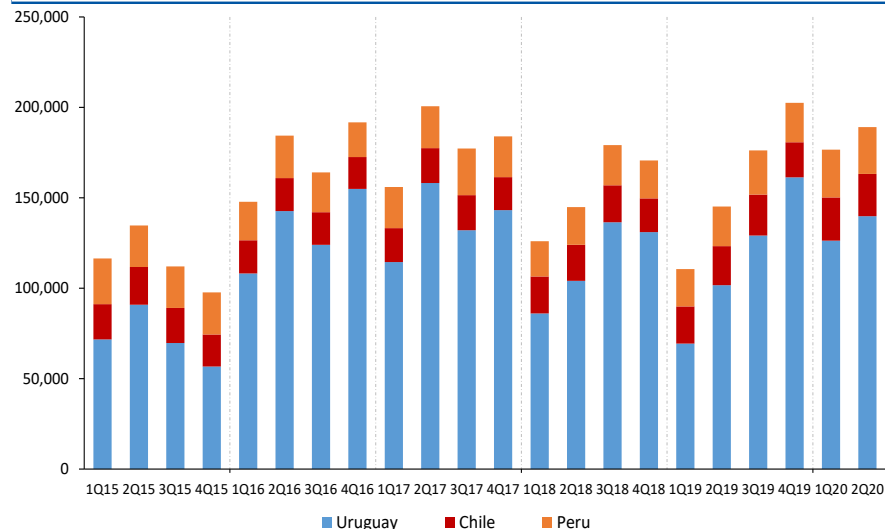
Peru

Sales volume : 25.8 thousand tons
 ▲ +17.8% YoY
 ▼ -2.3% QoQ
 ▲ Increase in points of sales

Gross price in R\$: 6.60
 ▲ +34.8% YoY
 ▲ +0.9% QoQ

Gross price in PEN/ton:
 ▲ +4.2% YoY
 ▲ +1.7% QoQ

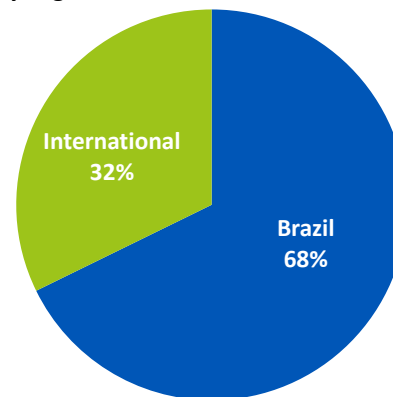
International - Quarterly Volume Evolution (k ton)



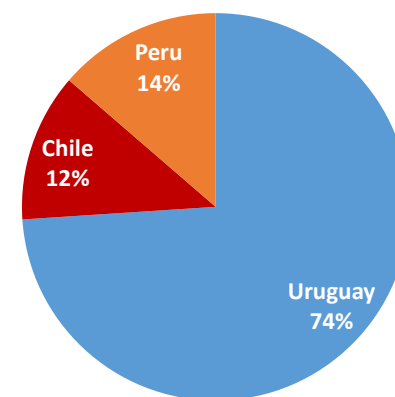
Source: Company, excludes La Loma (Argentinian operation - sold in 2Q18)

International - Breakdown (%)

By Segment



By Country



Source: Company

Financial Highlights



Statements (in R\$ millions)	2Q19	1Q20	2Q20	2Q20 vs	2Q20 vs
Closing Date	31-Aug-19	31-May-20	31-Aug-20	2Q19	1Q20
Net Revenues	1,223.6	1,729.0	1,912.6	56.3%	10.6%
(-) Cost of Sales and Services	(939.9)	(1,315.4)	(1,478.1)	57.3%	12.4%
Gross Profit	283.7	413.6	434.5	53.2%	5.0%
(-) SG&A	(227.7)	(260.4)	(278.2)	22.2%	6.8%
(+/-) Equity (Earnings)/Losses in Uncons. Subs.	(1.8)	(0.1)	0.1	-105.6%	-169.1%
Other Operating Income	0.8	2.6	9.9	1136.9%	n.a.
EBIT	55.0	155.6	166.3	202.5%	6.8%
(+/-) Financial Result	(18.2)	(16.8)	(14.4)	-21.1%	-14.5%
Pre-Tax Income	36.8	138.8	151.9	313.2%	9.4%
(-) Total Income Taxes	3.3	(29.4)	(13.3)	-496.6%	n.a.
Net Income	40.1	109.5	138.6	245.6%	26.7%
EBITDA Reconciliation					
Net Income	40.1	109.5	138.6	245.6%	26.7%
(-) Net Financial Result	18.2	16.8	14.4	-21.1%	-14.5%
(-) Income Taxes	(3.3)	29.4	13.3	-496.6%	n.a.
(-) Depreciation and Amortization	33.8	41.0	41.2	22.0%	0.4%
(=) EBITDA	88.7	196.6	207.5	133.8%	5.5%
Margins					
<i>Gross Margin</i>	23.2%	23.9%	22.7%	-0.5pp	-1.2pp
<i>EBITDA Margin</i>	7.3%	11.4%	10.8%	3.6pp	-0.5pp
<i>Net Margin</i>	3.3%	6.3%	7.2%	4.0pp	0.9pp

Financial Highlights



Statements (in R\$ millions) Closing Date	Brazil			International			Consolidated		
	2Q19 31-ago-19	2Q20 31-ago-20	2Q20 vs 2Q19	2Q19 31-ago-19	2Q20 31-ago-20	2Q20 vs 2Q19	2Q19 31-ago-19	2Q20 31-ago-20	2Q20 vs 2Q19
Net Revenues	886.4	1,342.5	51.4%	337.1	570.2	69.1%	1,223.6	1,912.6	56.3%
(-) Costs of Goods Sold	(693.0)	(1,065.7)	53.8%	(246.9)	(412.5)	67.1%	(939.9)	(1,478.1)	57.3%
Gross Profit	193.4	276.8	43.1%	90.2	157.7	74.7%	283.7	434.5	53.2%
(-) SG&A	(161.5)	(176.2)	9.1%	(66.1)	(102.0)	54.2%	(227.7)	(278.2)	22.2%
(+/-) Other operating income	(0.1)	10.0	-9092.8%	(0.9)	0.1	-107.2%	(1.0)	10.0	-1072.7%
EBIT	31.8	110.5	247.7%	23.2	55.7	140.5%	55.0	166.3	202.5%
(+/-) Financial Result	(15.1)	(10.6)	-29.7%	(3.1)	(3.8)	21.0%	(18.2)	(14.4)	-21.1%
Pre-Tax Income	16.7	99.9	498.7%	20.1	52.0	158.9%	36.8	151.9	313.2%
Total Income Taxes	8.7	(1.8)	-120.6%	(5.3)	(11.5)	116.5%	3.3	(13.3)	-496.9%
Net Income	25.3	98.1	287.2%	14.8	40.5	174.2%	40.1	138.6	245.6%
(=) EBITDA	54.4	137.3	152.4%	34.3	70.2	104.4%	88.7	207.5	133.8%
Margins									
Gross Margin	21.8%	20.6%	-1.2pp	26.8%	27.7%	0.9pp	23.2%	22.7%	-0.5pp
EBITDA Margin	6.1%	10.2%	4.1pp	10.2%	12.3%	2.1pp	7.3%	10.8%	3.6pp
Net Margin	2.9%	7.3%	4.5pp	4.4%	7.1%	2.7pp	3.3%	7.2%	4.0pp

Cost of sales and services

R\$1.5 billion (+57.3% YoY)
77,3% of Net Revenue

- ▲ Volumes increase in Brazil and International;
- ▲ Raw material cost increase;

SG&A

▲ **R\$278.2 million (+22.7% YoY)**

14.5% of Net Revenue (-4.1pp YoY)

- ▲ Increase in SG&A Brasil (+9.1% YoY)
- ▲ Increase in International SG&A (+54.2% YoY)
- ▼ Costs and Expenses reduction initiatives in Brazil and SG&A dilution
- ▲ FX impact

Financial Result

▲ **Net Financial Result** of -R\$14.4 million (-21.1% YoY)

▼ Impact of exchange variation and derivatives

Income Tax and Social Contribution

▼ **Income Tax** of -R\$13.3 million (8,7% of the result before taxes)

▼ Exclusions due to ICMS Subventions and IOE

Net Income

▲ **Net Income** of R\$139 million (+245.6% YoY)

▲ **Net Margin** of 7.2% (+4.0pp YoY)

▲ **Earnings/share** of R\$0.37 (+276.6%)
Better profitability and reduction in the Company's total shares vs. 2Q19

Lucro Bruto

▲ **Gross Profit** of R\$434.5 million (+53.2%)

▼ **Gross Margin** of 22.7% (-0.5pp)

Sugar margin compression and gradual improvement in the capacity to pass on grain prices in Brazil; growth in fish and international margins

EBITDA

▲ **EBITDA** of R\$207.5 million (+133.8% YoY)

▲ **EBITDA Margin** of 10.8% (+3.6pp YoY)

Improvement of gross profit with reduction of costs and expenses / dilution of SG&A

Net Debt/EBITDA LTM of 2.0x (-0.9x YoY)

Debt (R\$m)

Debt (in R\$m)	2Q19	1Q20	2Q20	2Q20 vs 2Q19	2Q20 vs 1Q20
Closing Date	31-Aug-19	31-May-20	31-Aug-20		
Total Debt	2,141.8	3,042.5	2,581.0	20.5%	-15.2%
Loans and financing	555.6	1,682.6	1,460.1	162.8%	-13.2%
Debentures	1,586.2	1,359.8	1,120.8	-29.3%	-17.6%
Short Term	915.4	1,742.4	1,462.8	59.8%	-16.0%
Long Term	1,226.4	1,300.1	1,118.2	-8.8%	-14.0%
Leverage					
Gross Debt	2,141.8	3,042.5	2,581.0	20.5%	-15.2%
Cash and Cash Equivalents + financial applications	869.0	1,846.3	1,253.9	44.3%	-32.1%
Net Debt	1,272.8	1,196.2	1,327.1	4.3%	10.9%
Net Debt/EBITDA LTM	2.9x	2.2x	2.0x	-0.9x	-0.2x

Total Debt of R\$2.6 billion (+20.5% YoY)

Net Debt of R\$1.3 billion (-1.5% YoY)

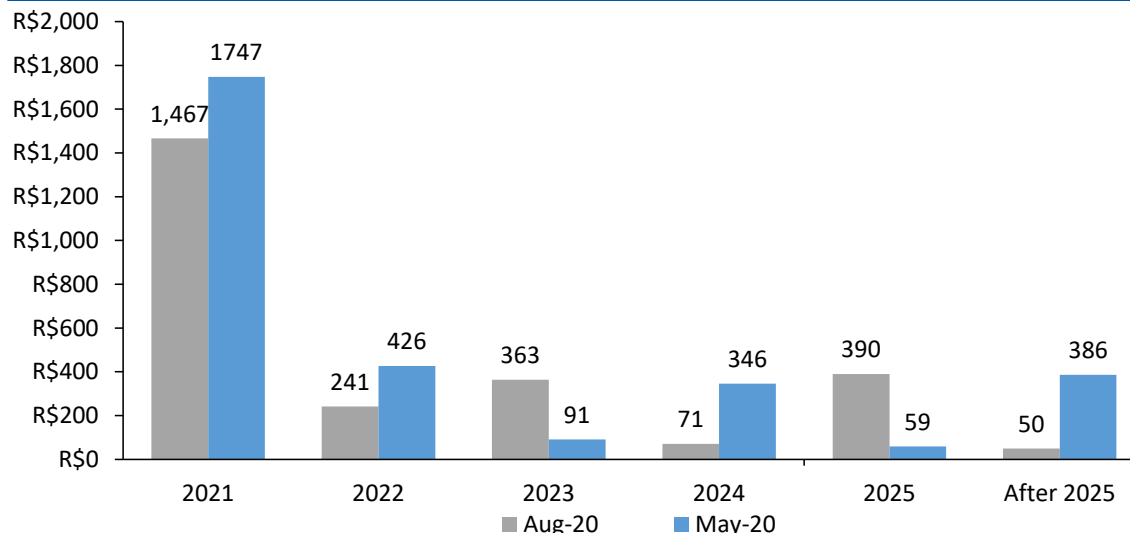
▲ **Brazil and International R\$1.2 billion in 1Q20** looking at short term maturities ;

▲ Subsequent Event: **Approval in Sep/20 of the issuance of R\$350 million in debentures**, CDI+2,7% aa., term of 5 years and amortization in two annual installments on the 4th year and at its maturity

▲ **Total liquidity of R\$1.2 billion (-1.5% YoY)**

▲ **Net Debt/EBITDA LTM of 2.0x (-0.9x YoY)**

Debt Amortization Schedule (R\$m)



We guarantee the financial need for the year 2020 in 1Q20, with borrowing in the amount of **R\$1.2 billion**.

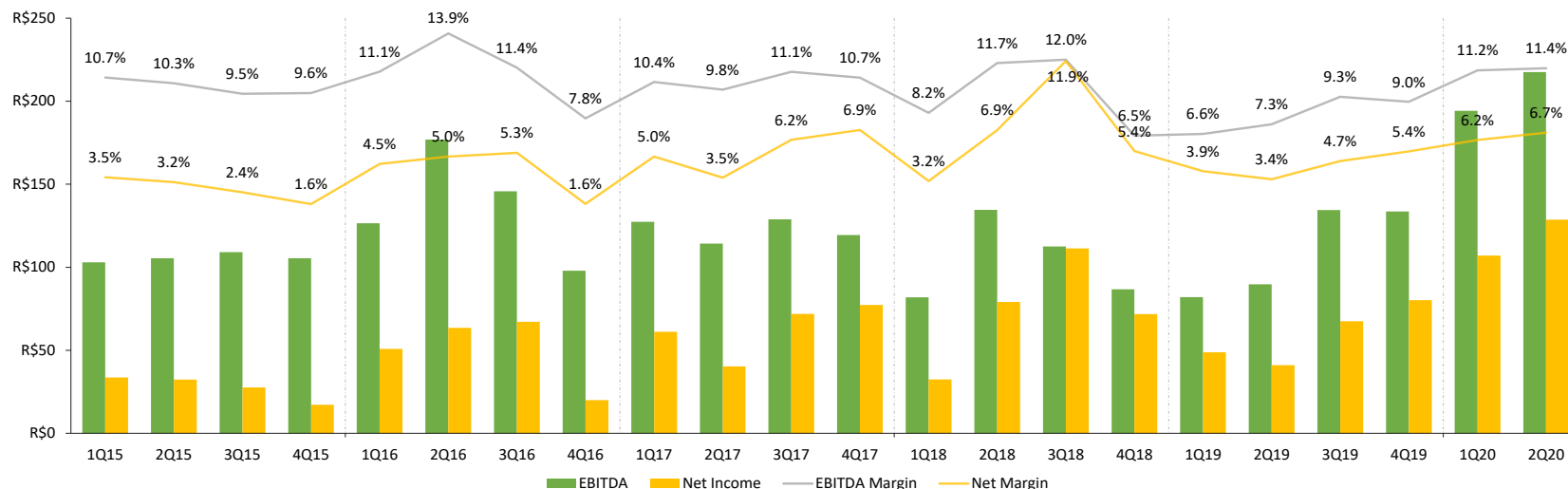
The new emission (Sep/20) is the initial work to meet the Company's commitments that expire at the beginning of next year.

Profitability Evolution: Net Income, EBITDA and Margins



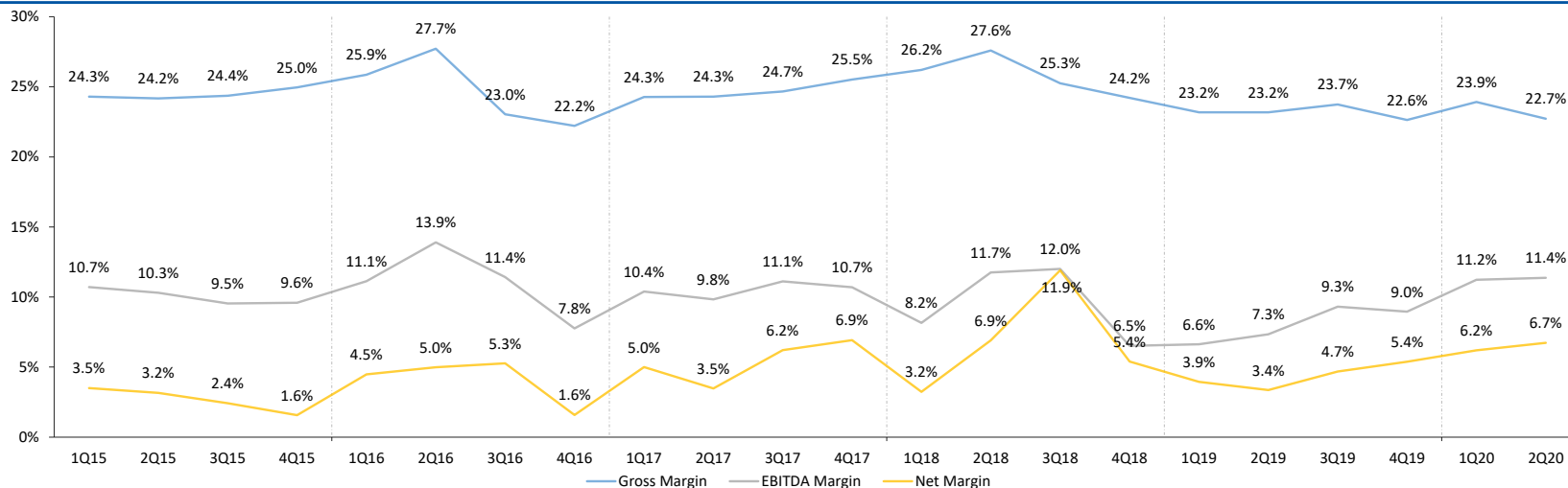
Quarter marked by annual profitability growth, with increase in margins
And dilution of costs and expenses

Quarterly Profitability Evolution (in R\$m)



Source: Company

Quarterly Margin Evolution (%)



Source: Company

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