Camil 4Q24 & 2024

Earnings Presentation

Camil

4Q24

- **R$3,0 billions Net Revenue** (+11.7% YoY)
- **R$193 millions EBITDA** (-23.6% YoY)
- **6.5% Margin EBITDA** (-3.0pp YoY)
- **458 k tons Volume** (+5.3% YoY)

High Turnover Brazil: +1.0% YoY
High Growth Brazil: +17.7% YoY
International: +10.1% YoY

2024

- **R$12.3 billion Record Net Revenue** (+9.0% YoY)
- **R$907 million EBITDA** (-0.7% YoY)
- **7.4% Margin EBITDA** (-0.7pp YoY)
- **2.114 k tons Volume** (-3.5% YoY)

High Turnover Brazil: -3.0% YoY
High Growth Brazil: +10.7% YoY
International: -8.2% YoY

Brazil | High Turnover

Camil

Highlights 4Q24 & 2024

High Turnover: Grains and Sugar in Brazil

Sales Volumes:

266.8 k tons; +1.0% YoY and -21.1% QoQ in 4Q24
1,301.5 k tons; -3.0% YoY in 2024

Net Price Camil:

R$4.48/kg; -11.0% YoY and +5.2% QoQ in 4Q24
R$4.55/kg; +8.4% YoY in 2024

Average price of raw material[1]:

Rice:

R$98.11/bag; -20.0% YoY and -16.0% QoQ in 4Q24
R$109.23/bag; +9.2% YoY in 2024

Beans:

R$205.79/bag; -33.6% YoY and -7.3% QoQ in 4Q24
R$231.31/bag; -18.1% YoY in 2024

Sugar:

R$153.49/bag; +3.9% YoY and +0.3% QoQ in 4Q24
R$145.57/bag; +0.2% YoY in 2024

Main Brands

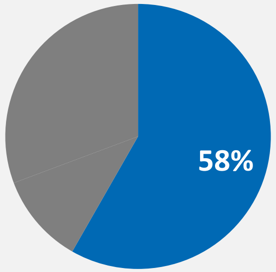
Camil, Arroz e Feijão Namorado, União, Da Barra

Volumes Evolution vs. Net Price

Volumes | Net Price (R$/Kg)

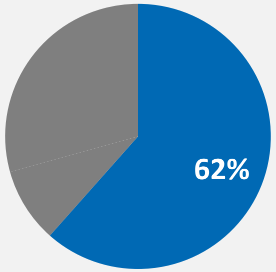
4Q24

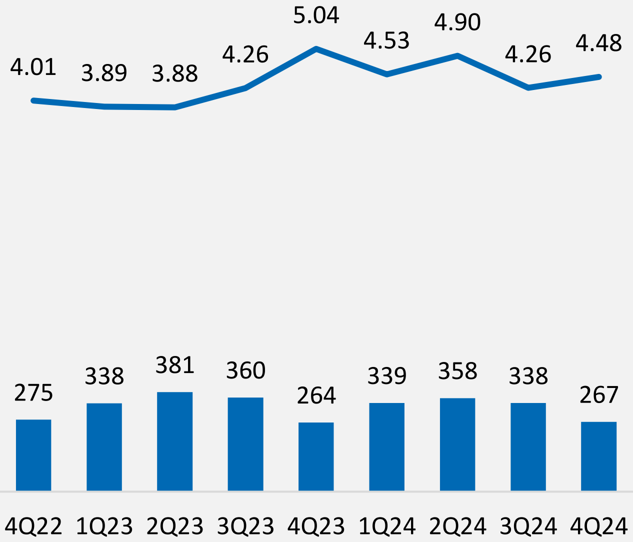
+1.0%
Volume YoY
-11.0%
Net Price YoY

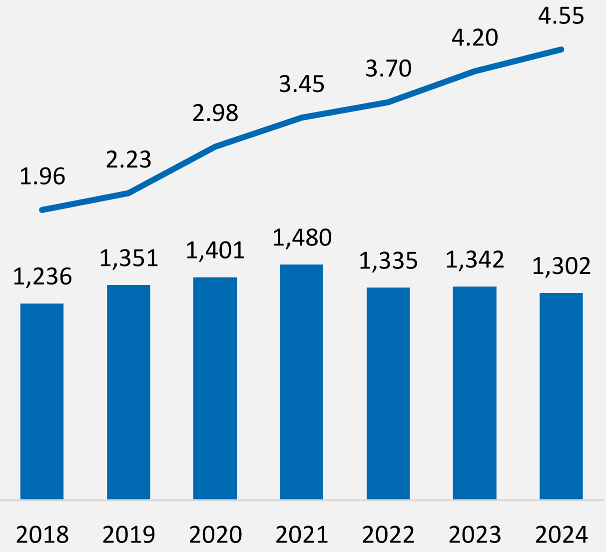


2024

-3.0%
Volume YoY
+8.4%
Net Price YoY







Volume | Net Price

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

Brazil | High Growth

Highlights 4Q24 & 2024

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

Sales Volumes:

50.6 k tons; +17.7% YoY and +11.0% QoQ in 4Q24
193.1 k tons; +10.7% YoY in 2024

Net Price Camil:

R$18.40/kg; +21.9% YoY and +45.6% QoQ in 4Q24
R$14.04/kg; +7.6% YoY in 2024

Average price of raw material[1]:

Wheat:

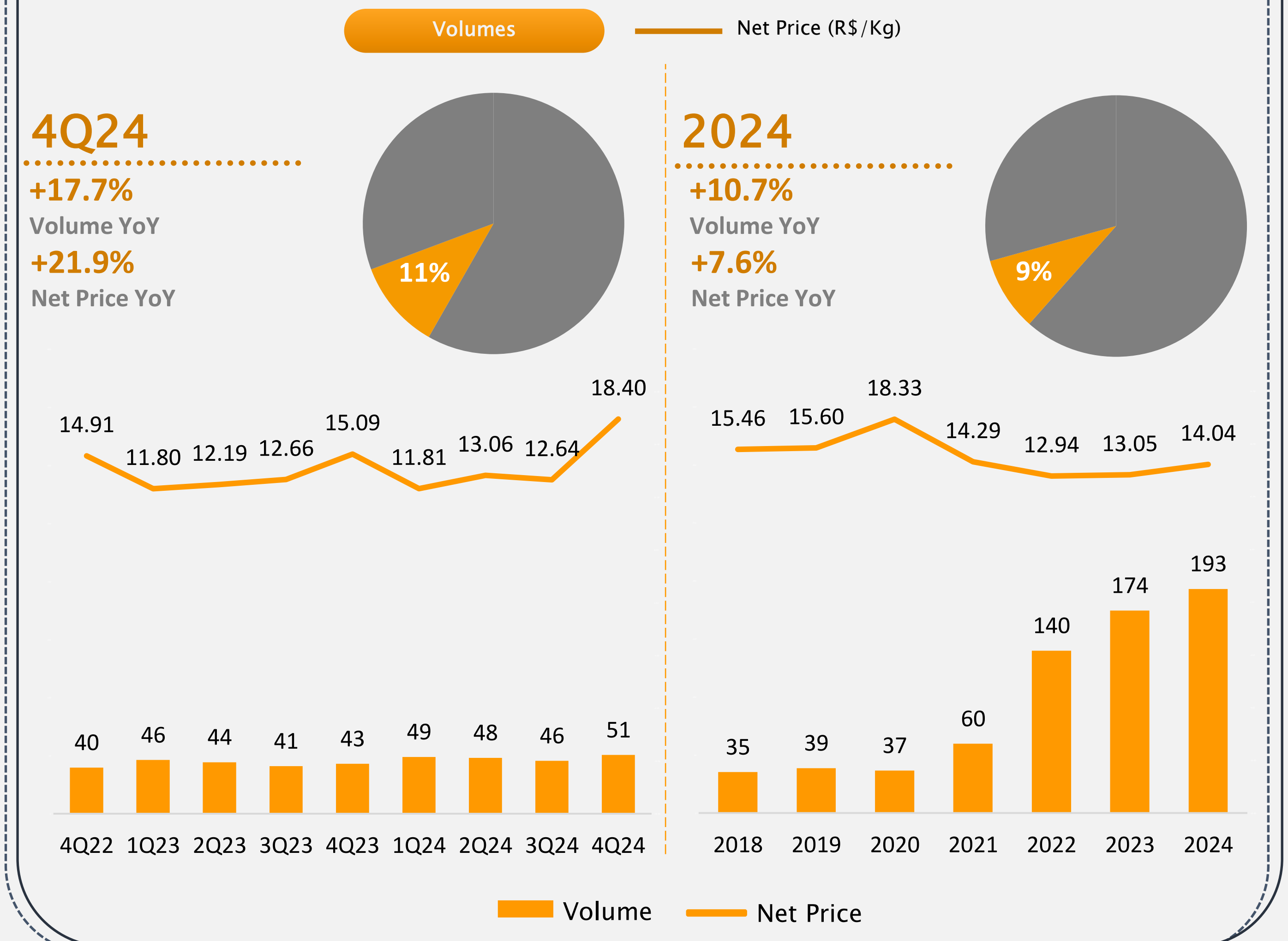
R$1,418.66/bag; +12.5% YoY and -2.0% QoQ in 4Q24
R$1,424.27/bag; +8.0% YoY in 2024

Coffee:

R$2374.12/bag; +139.5% YoY and +51,1% QoQ in 4Q24
R$1611.34/bag; +70.9% YoY in 2024

Main Brands

Volumes Evolution vs. Net Price



Source: 1- CEPEA; Esalq/Senar-PR Wheat Indicator; CEPEA Esalq; Arabica Coffee Indicator

Highlights 4Q24 & 2024

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

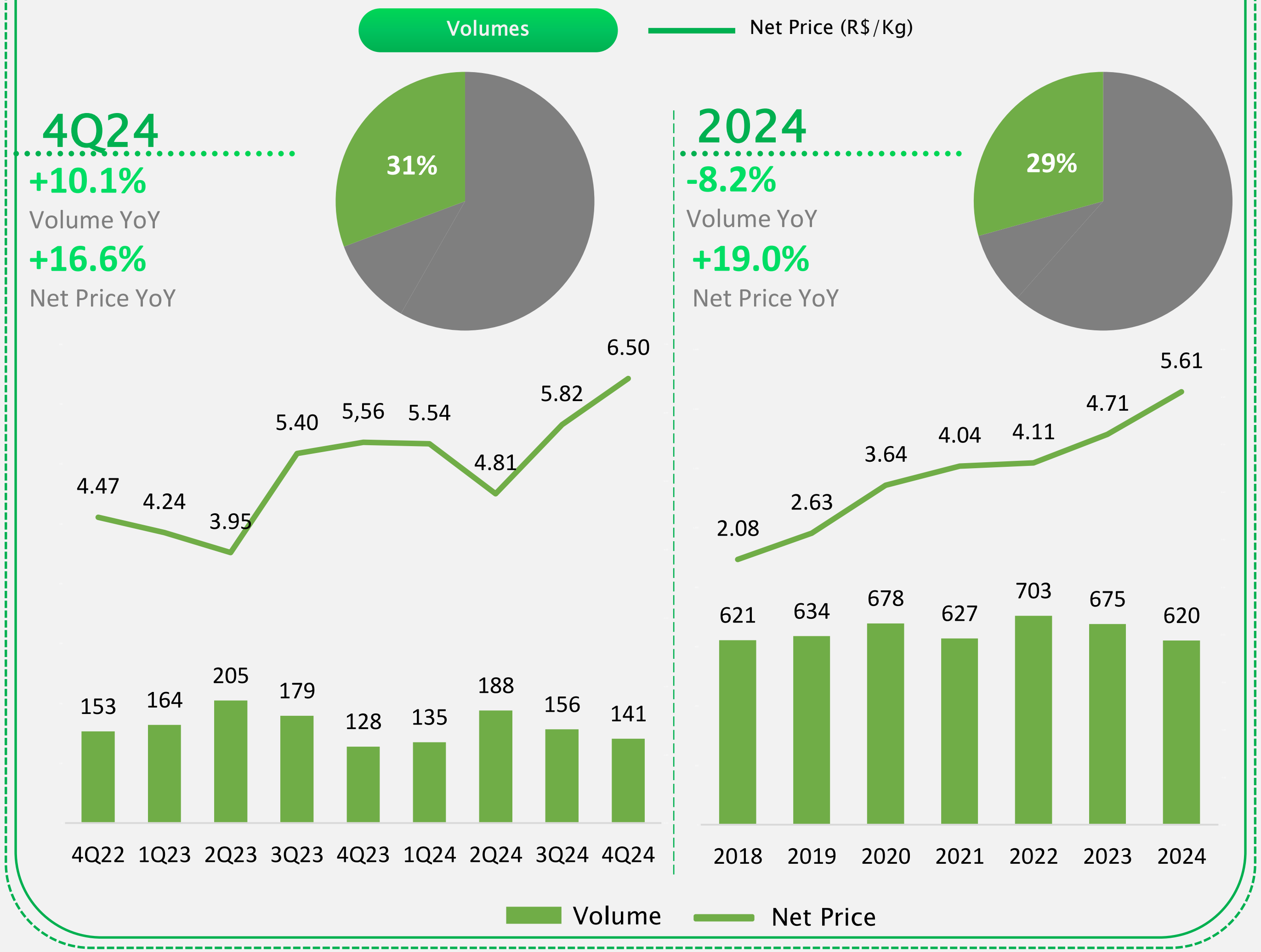
140.7 k tons; +10.1% YoY and -10.0% QoQ in 4Q24
620.1 k tons; -8.2% YoY in 2024

Net Price:

R$6.50/kg; +16.6% YoY and +11.6% QoQ in 4Q24
R$5.61/kg; +19.0% YoY in 2024

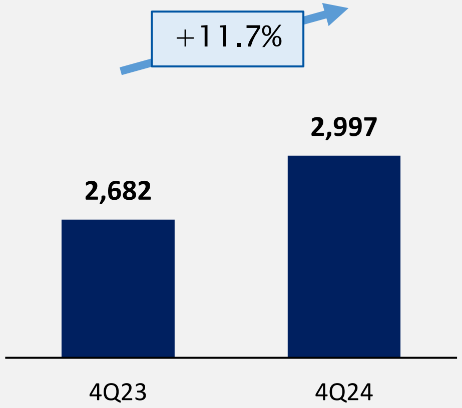
Main Brands

Volumes Evolution vs. Net Price

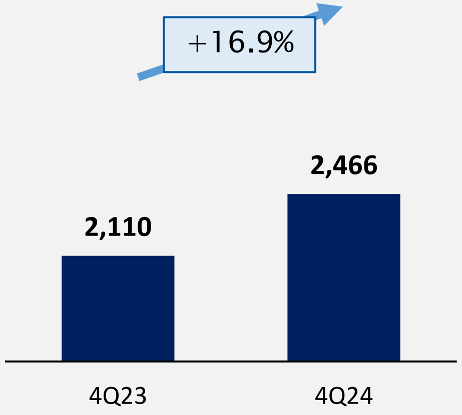


Financial Highlights | 4Q23 vs. 4Q24

Net Revenue

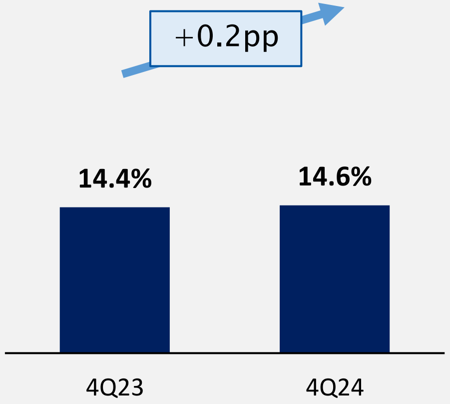


COGS

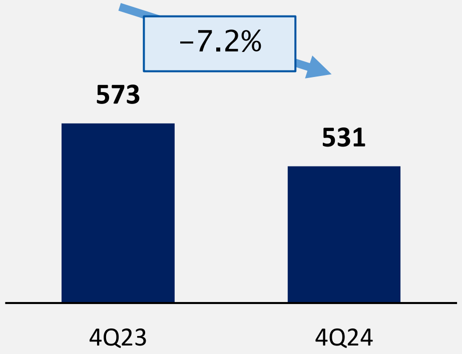


SG&A

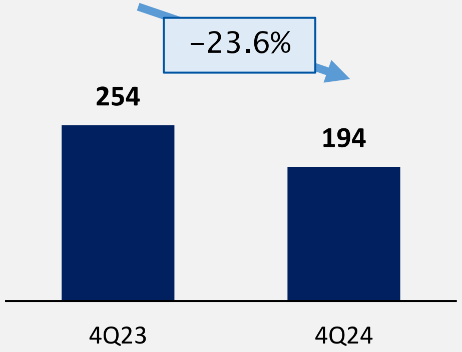
% Net Revenue



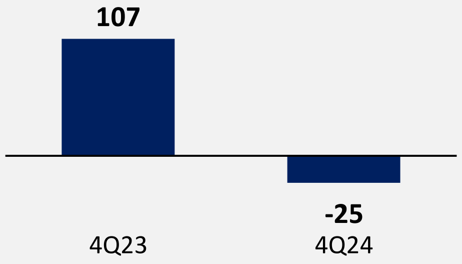
Gross Profit



EBITDA



Net Profit/Loss



Margins (% Net Revenue)

	Gross Profit		EBITDA		Net Profit/Loss	
	4Q23	4Q24	4Q23	4Q24	4Q23	4Q24
Margins	21.3%	17.7%	9.5%	6.5%	4.0%	-0.8%

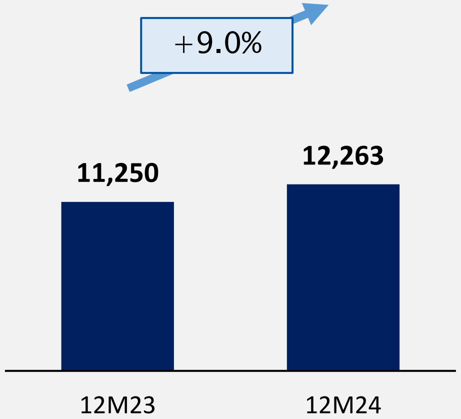
Net Revenue: R$3.0 billions (+11.7% YoY)

Gross Profit: R$531 millions (-7.2% YoY) and margin of 17.7% in 4Q24

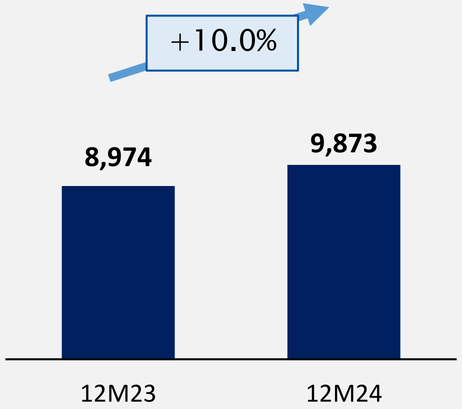
EBITDA: R$194 millions (-23.6% YoY) and margin of 6.5% in 4Q24

Financial Highlights| 2023 vs. 2024

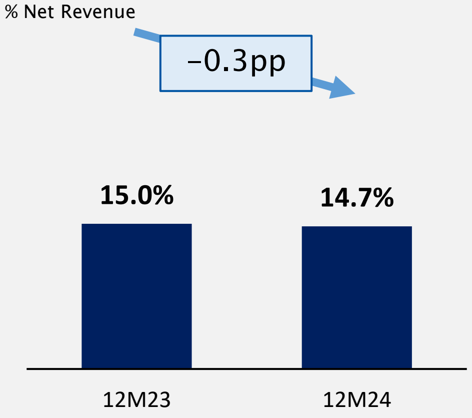
Net Revenue



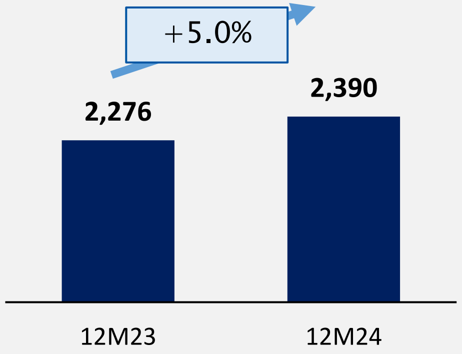
COGS



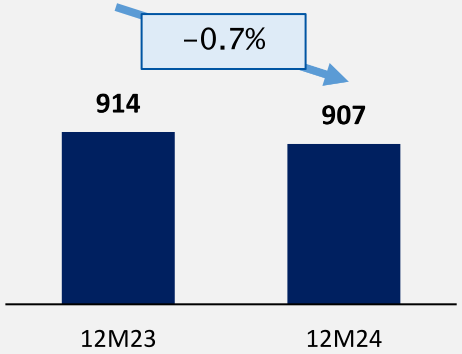
SG&A



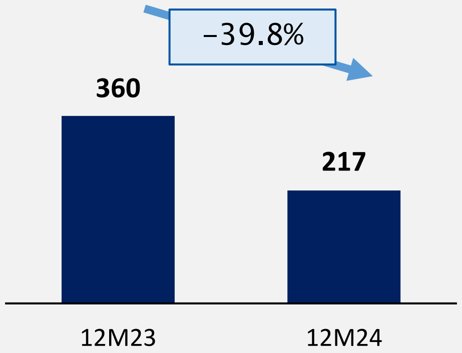
Gross Profit



EBITDA



Net Profit



Margins (% Net Revenue)

Gross Profit 12M23	Gross Profit 12M24	EBITDA 12M23	EBITDA 12M24	Net Profit 12M23	Net Profit 12M24
20.2%	19.5%	8.1%	7.4%	3.2%	1.8%

Net Revenue: R$12.2 billions Record (+9.0% YoY) in 12M24

Gross Profit: R$2.4 billions (+5.0% YoY) and margin of 19.5% in 12M24

EBITDA: R$907 millions (-0.7% YoY) and margin of 7.4% in 12M24

Indebtness, Capex & Working Capital

Indebtness

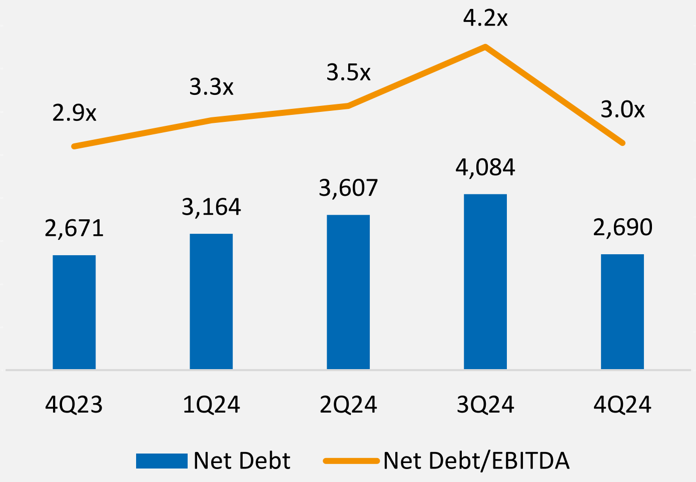
Debt (in R$mn) Closing Date	4Q23 Feb-24	3Q24 Nov-24	4Q24 Feb-25	4Q24 VS 4Q23	4Q24 VS 3Q24
Total Debt	**5,486.0**	**5,930.1**	**5,237.7**	**-4.5%**	**-11.7%**
Loans and Financing	2,198.7	2,794.7	2,066.2	-6.0%	-26.1%
Debêntures	3,287.3	3,135.4	3,171.5	-3.5%	1.2%
Short Term	1,669.0	1,829.8	2,110.6	26.5%	15.3%
Long Term	3,817.0	4,100.3	3,127.0	-18.1%	-23.7%
Leverage					
Gross Debt	5,486.0	5,930.1	5,237.7	-4.5%	-11.7%
Cash and Equivalents	2,815.2	1,845.8	2,547.0	-9.5%	38.0%
Net Debt	**2,670.8**	**4,084.3**	**2,690.7**	**0.7%**	**-34.1%**
Net Debt/EBITDA LTM	***2.9x***	***4.2x***	***3.0x***	**0.1x**	**-1.3x**

Working Capital

Working Capital Closing Date	4Q23 Feb-24	3Q24 Nov-24	4Q24 Feb-25	4Q24 VS 4Q23	4Q24 VS 3Q24
Invetory	**1,412.0**	**2,234.5**	**1,551.7**	***9.9%***	***-30.6%***
Advance to Suppliers	**562.0**	**727.6**	**726.7**	***29.3%***	***-0.1%***
Receivable	**1,359.4**	**1,977.5**	**1,154.0**	***-15.1%***	***-41.6%***
Suppliers	**945.7**	**1,202.7**	**1,284.8**	***35.9%***	***6.8%***
Other Current Assets	**271.3**	**418.4**	**311.7**	***14.9%***	***-25.5%***
Other Current Liabilities	**330.7**	**458.5**	**386.5**	***16.9%***	***-15.7%***
Working Capital	2,328.3	3,696.8	2,072.6	-11.0%	-43.9%
Days Working Capital	*76 d*	*113 d*	*62 d*	*-14 d*	*-51 d*

Camil has a seasonality in working capital for rice and fish: the first quarters of the year normally show an increase in working capital and the fourth quarter usually shows a release.

Net Debt / EBITDA LTM



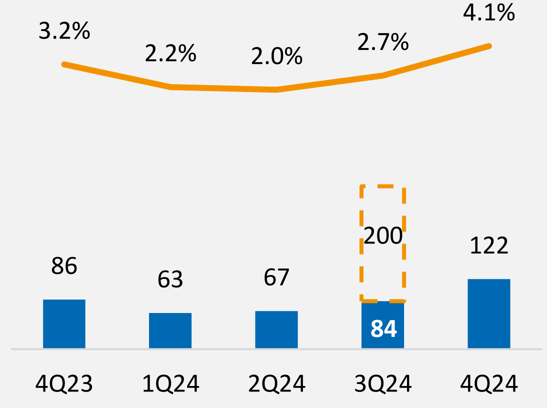
Conclusion of the 14th Debenture Issuance – CRA

In Jun/24, conclusion of the issuance of R$650.0 million

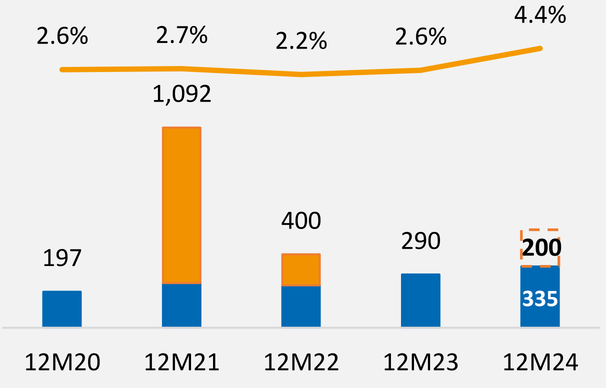
MOODY'S National: BrAA+ (Stable)

Capex (R$mn)

Quarter Capex



Annual Capex



Feeding our ESG Transformations

All ESG Actions are aligned with the **Strategic Pillars:**

- Purpose and People
- Efficiency and Growth
- Quality and Sales

WOB

UN GLOBAL COMPACT

ISE B3

Sustainability Report

Details of initiatives across all categories and countries, 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

Brazilian Corporate Governance Report. Highlight for 92.5% compliance with items.

Camil maintained in the B3 Corporate Sustainability Index (ISE).

ISE B3

Social

New classes and strengthening of the Grãos da Base Business School, with the Camil brand and Doce Futuro, with the União brand — both based on proprietary methodology that trains small entrepreneurs and local businesses in management, with a focus on profitability and sustainability.

Environment

Highlighting the generation of energy from rice husks, transforming by-product waste from our production process into renewable energy, strengthening the pillar of circular economy, reduction of waste generation and clean energy.

Q&A

Luciano Quartiero – CEO
Flavio Vargas – CFO

Investor Relations

Jenifer Nicolini – IR and ESG Executive Manager

Marco Correia – IR Analyst

Yuri Ferreira – IR Analyst

ri@camil.com.br

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