

@ Camil 4Q22 & 12M22

Earnings Presentation



Food Platform in Latin America

35 Plants and leadership operations in categories and countries in which we operate

20 Distribution Centers

5 LatAm countries with market leading brands

8 Thousand employees



LEADING BRANDS



OTHER BRANDS



INTERNATIONAL



HIGH TURNOVER

Grains - Brazil



Grains - Brazil

Arroz e Feijão **NAMORADO**



Sugar

uniãoj

da Barra



International



SAMAN



La Abundancia

TUCAPEL



BANQUETE

costeño



Rico Arroz

ARROZ OSITO



New Growth Journey

2022

+4 CATEGORIES & +1 Country

Pasta, Biscuits/Cookies & Coffee (Brazil)
Healthy Products (Uruguay)
Rice (Ecuador)

HIGH GROWTH

Biscuits & Cookies

mabel

Toddy



Coffee

uniãoj

Seleto

Bom Dia



Pasta

SANTA Amália

Don Sapore



Fish

Desde 1912 Coqueiro

Pescador



Financial Highlights

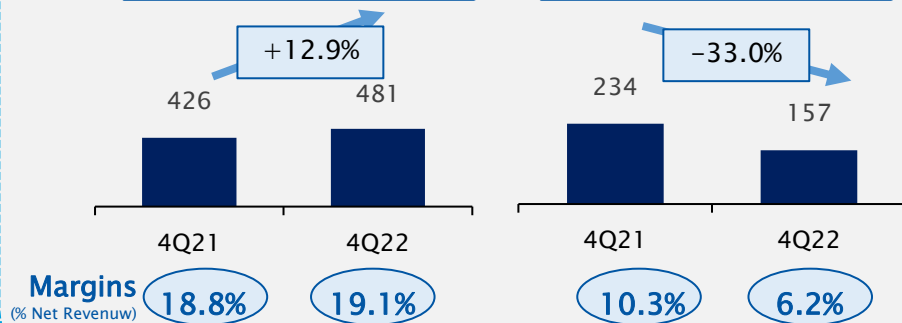


4Q22

- R\$3.0 billion Gross Revenue** (+14.6%)
 - R\$2.4 billion Brazil (+24.1%)
 - R\$592 million International (-12.2%)
- R\$2.5 billion Net Revenue** (+10.8%)
 - R\$2.0 billion Brazil (+20.5%)
 - R\$544 million International (-14.1%)
- R\$481 million Gross Profit** (+12.9%)
 - 19.1% Gross Margin (+0.3pp)
- R\$157 million EBITDA** (-33.0%)
 - 6.2% EBITDA Margin (-4.1 pp)
- 466.4 k tons consolidated volume** (-16.1%)
 - 273.7 k tons High Turnover Brazil (-18.5%)
 - 39.7 k tons High Growth Brazil (+47.2%)
 - 153 k tons International (-20.8%)

Gross Profit

EBITDA

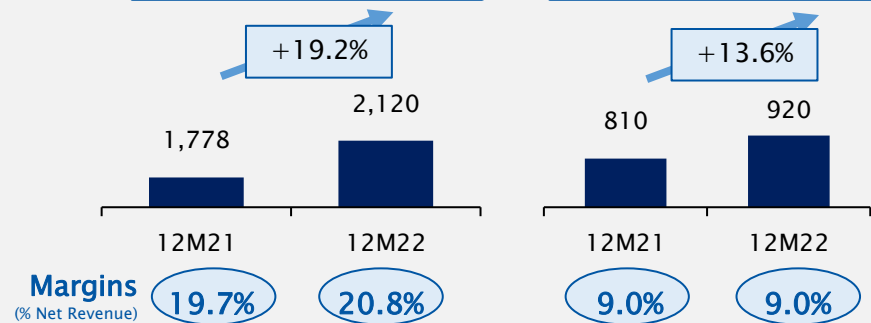


12M22

- R\$11.8 billion Gross Revenue** (+14.5%)
 - R\$8.9 billion Brazil (+15.0%)
 - R\$2.8 billion International (+13.0%)
- R\$10.2 billion Net Revenue** (+13.2%)
 - R\$7.6 billion Brazil (+12.9%)
 - R\$2.6 billion International (+14.2%)
- R\$2.1 billion Gross Profit** (+19.2%)
 - 20.8% de Gross Margin (+1.0pp)
- R\$919.8 million EBITDA** (+13.6%)
 - 9.0% de EBITDA Margin (stable YoY)
- 2,178.2 k tons consolidated volume** (+0.6%)
 - 1,335.1 k tons High Turnover Brazil (-9.8%)
 - 139.9 k tons High Growth Brazil (+138.4%)
 - 703.2 k tons International (+12.2%)

Gross Profit

EBITDA



Highlights 4Q22 & 12M22

High Turnover: Grains and Sugar in Brazil

Sales Volume:

- ▼ 273.7 k tons (-18.5% YoY) in 4Q22
- ▼ 1,335.1 k tons (-9.8% YoY) in 12M22

Net Prices Camil:

- ▲ R\$4.01/kg (+18.0% YoY) in 4Q22
- ▲ R\$3.70/kg (+7.4% YoY) in 12M22

Average raw material price¹:

Rice:

- ▲ R\$89.62/bag (+37.3% YoY) in 4Q22
- ▲ R\$79.36/bag (+7.4% YoY) in 12M22

Beans:

- ▲ R\$357.80/bag (+37.8% YoY) in 4Q22
- ▲ R\$322.22/bag (+22.0% YoY) in 12M22

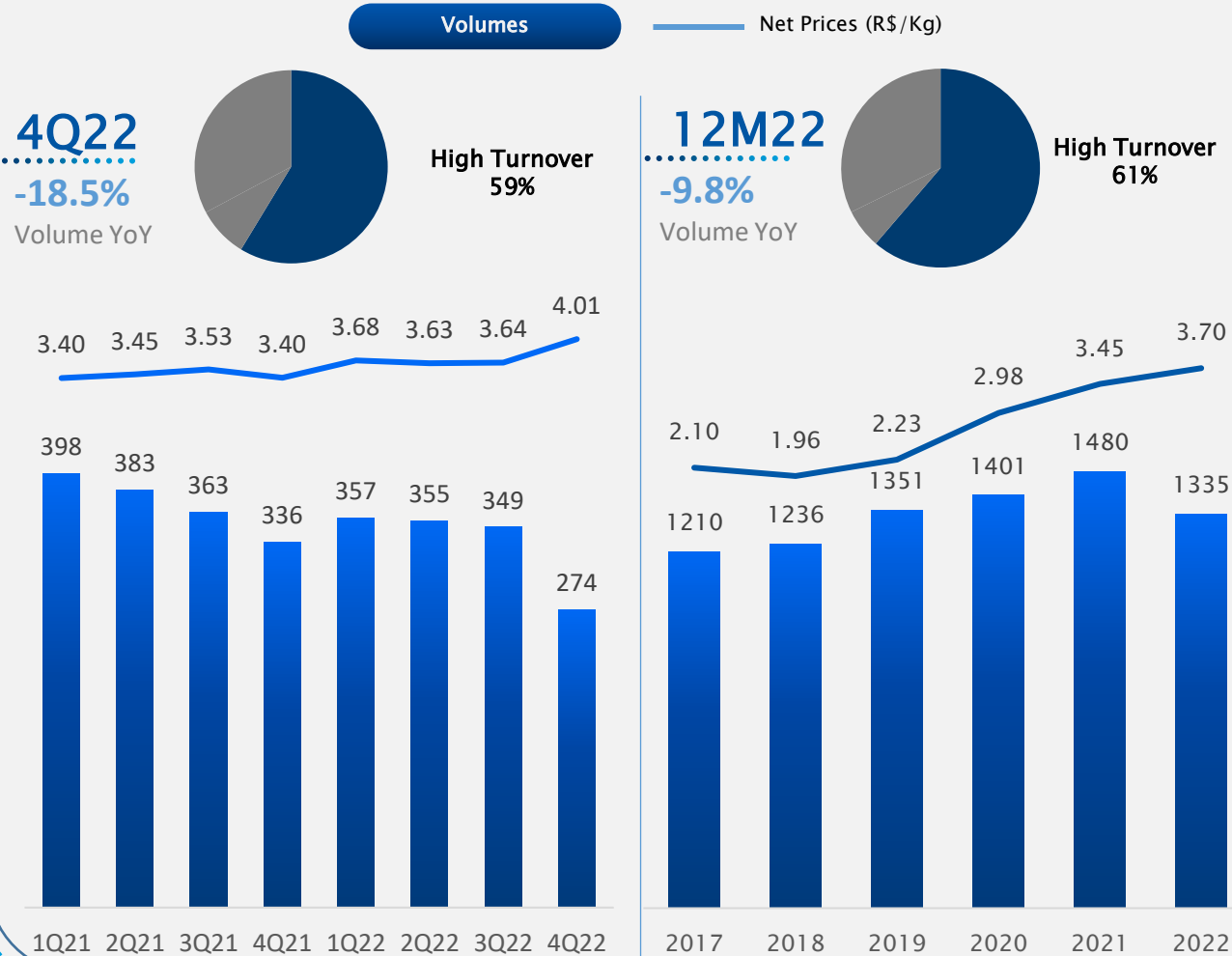
Sugar:

- ▼ R\$135.06/bag (-10.2% YoY) in 4Q22
- ▼ R\$132.02/bag (-0.1% YoY) in 12M22

Main Brands



Volumes vs. Net Prices Evolution



Highlights 4Q22 & 12M22

High Growth: Pasta, Biscuits & Cookies, Coffee & Fish in Brazil Sales Volume:

- ▲ 39.7 k tons (+47.2% YoY) in 4Q22
- ▲ 139.9 k tons (+138.4% YoY) in 12M22

Net Prices Camil:

- ▲ R\$14.91/kg (+40.0% YoY) in 4Q22
- ▼ R\$12.94/kg (-9.5% YoY) in 12M22

Average raw material price¹:

Wheat:

- ▲ R\$1,706.32/bag (+1.5% YoY) in 4Q22
- ▲ R\$1,883.80/bag (+16.8% YoY) in 12M22

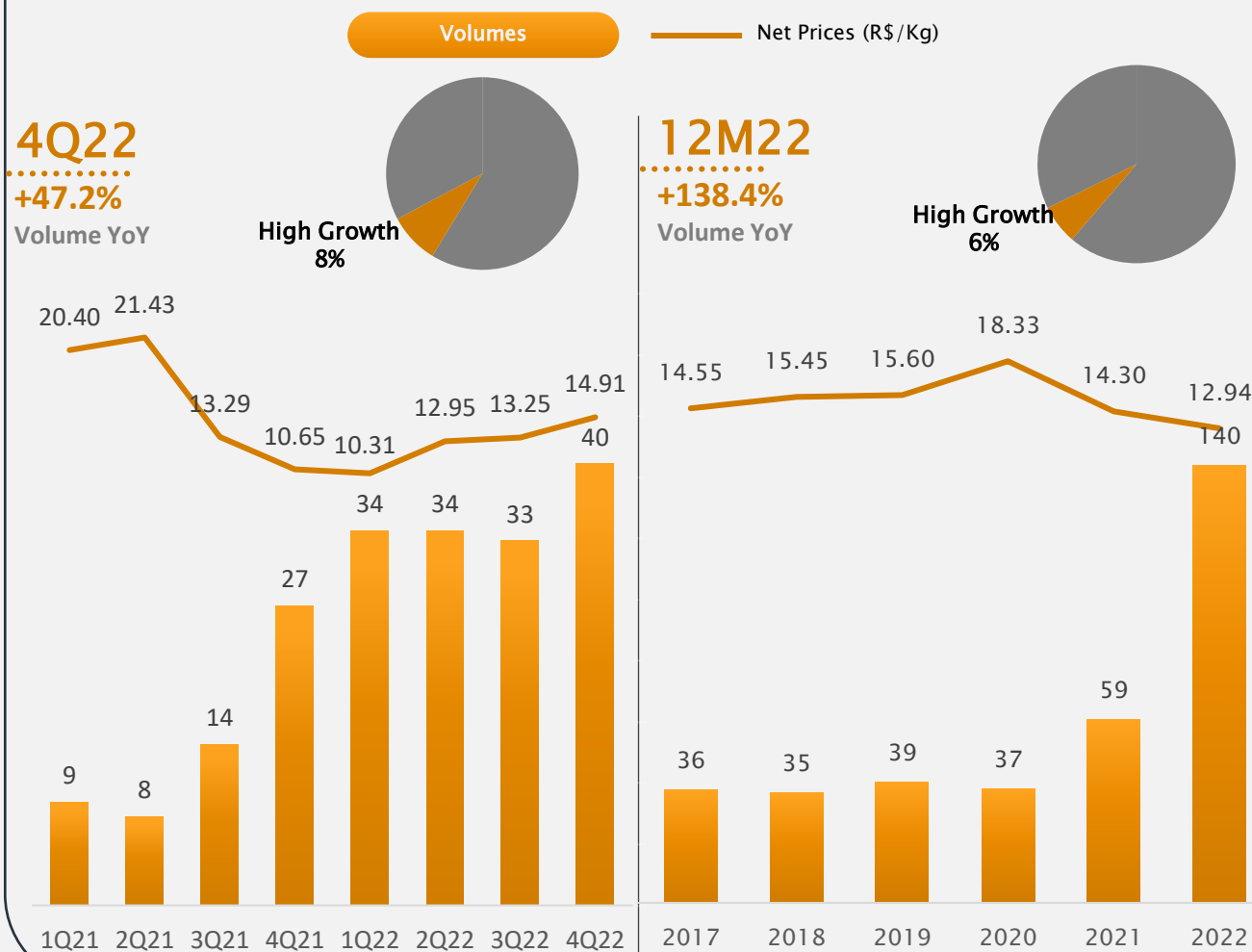
Coffee:

- ▼ R\$1,050.39/bag (-28.7% YoY) in 4Q22
- ▲ R\$1,191.46/bag (+8.5% YoY) in 12M22

Main Brands



Volumes vs. Net Prices Evolution



Note:
1 - CEPEA; Wheat indicator Esalq/Senar-PR; CEPEA Esalq; Arabica Coffee Indicator.

Highlights 4Q22 & 12M22

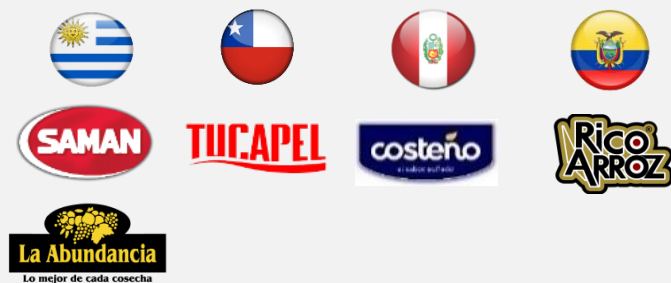
International: Uruguay, Chile, Peru and Ecuador Sales Volume:

- ▼ 153.0 k tons (-20.8% YoY) in 4Q22
- ▲ 703.2 k tons (+12.2% YoY) in 12M22

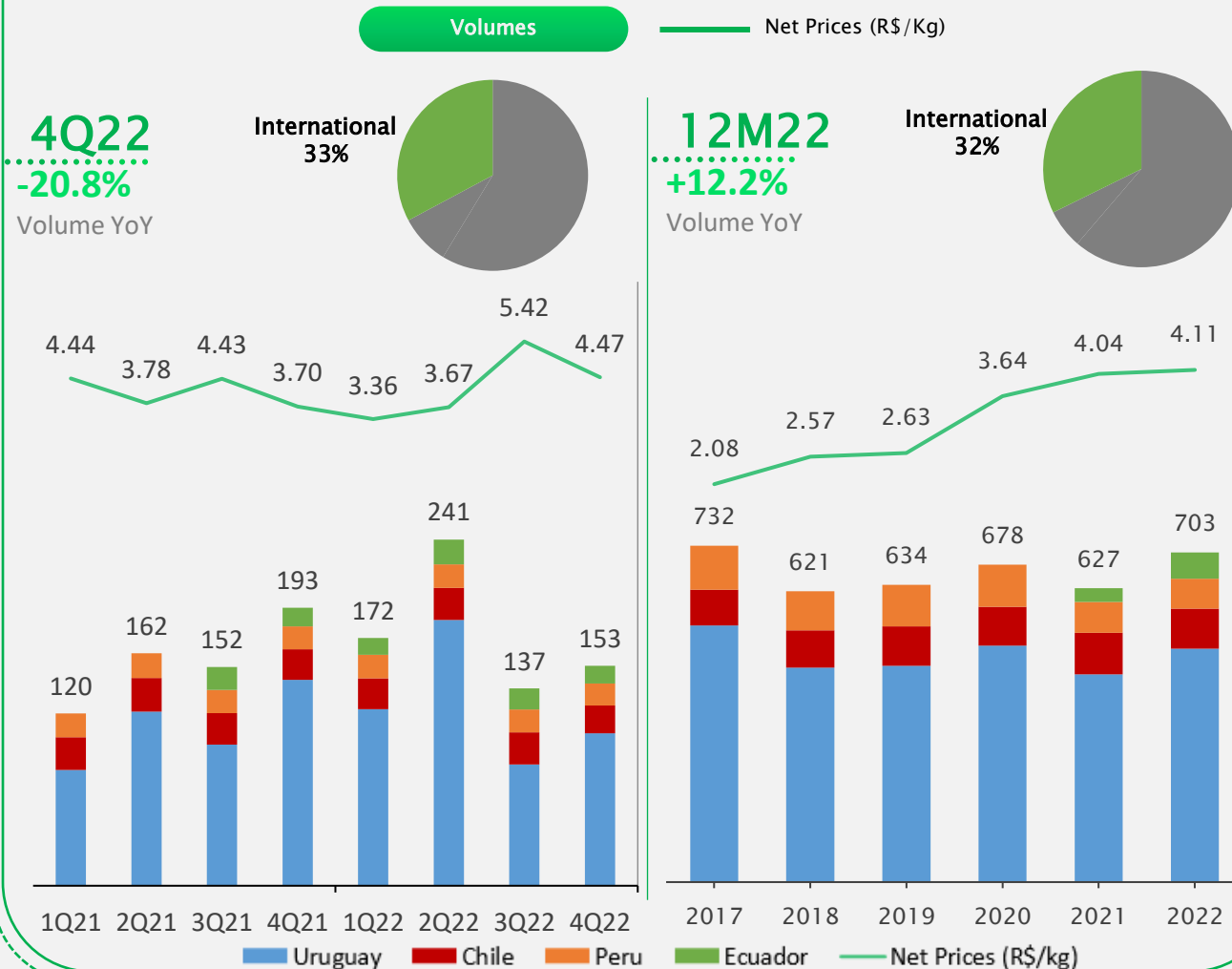
Net Prices:

- ▲ R\$4.47/kg (+20.9% YoY) in 4Q22
- ▲ R\$4.11/kg (+1.8% YoY) in 12M22

Main Brands

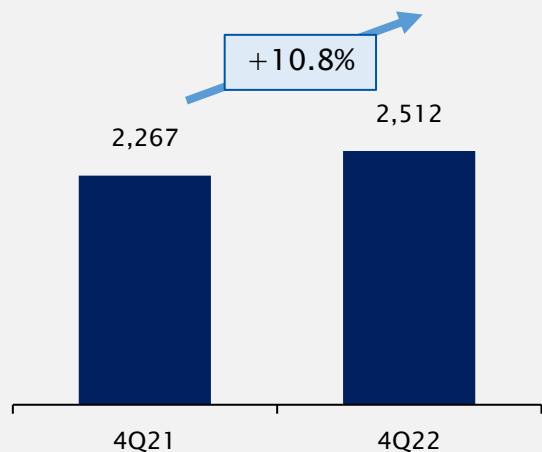


Volumes vs. Net Prices Evolution

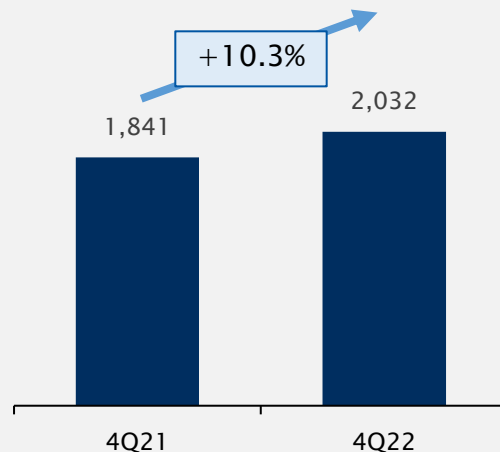


Financial Highlights | 4Q22

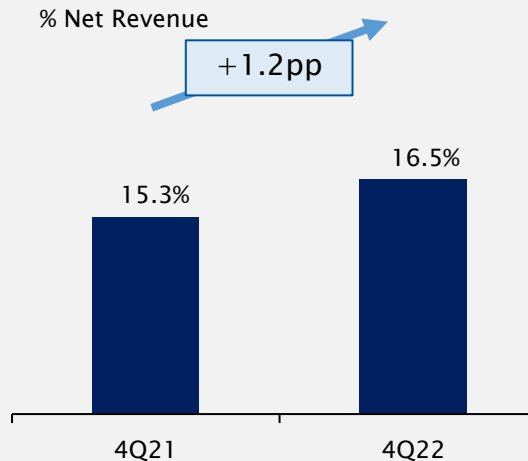
Net Revenue



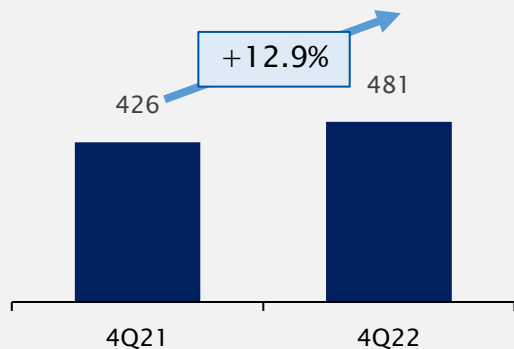
COGS



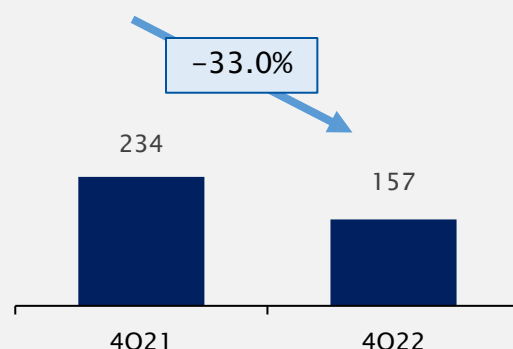
SG&A



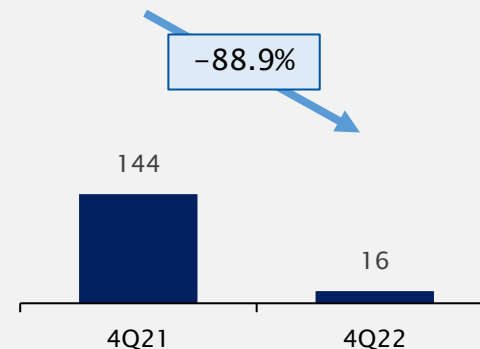
Gross Profit



EBITDA



Net Income



Margins (% Net Revenue)

18.8%

19.1%

10.3%

6.2%

6.3%

0.6%

Net Revenue: R\$2.5 billion (+10.8% YoY)

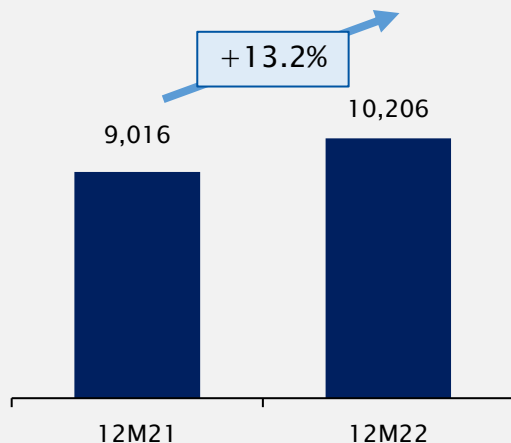
Gross Profit: R\$481 million (+12.9% YoY) and 19.1% margin in 4Q22

EBITDA: R\$157 million (-33.0% YoY) and 6.2% margin in 4Q22

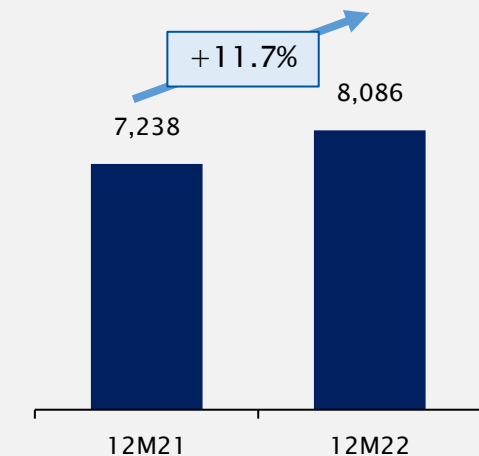


Financial Highlights | 12M22

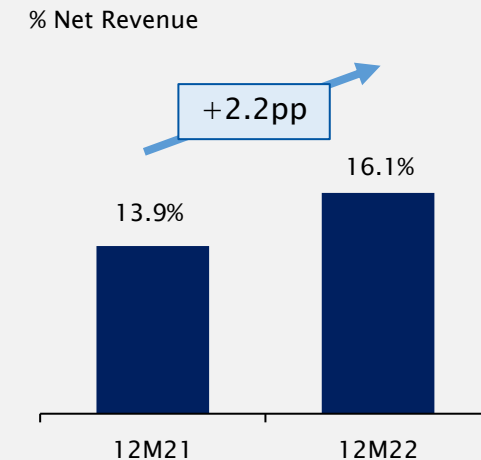
Net Revenue



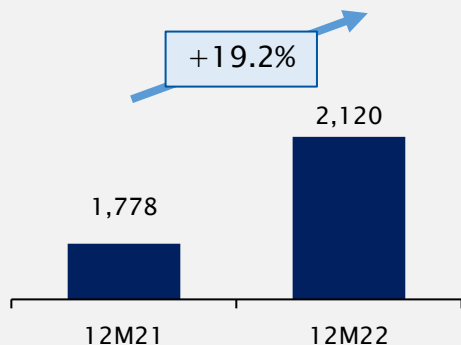
COGS



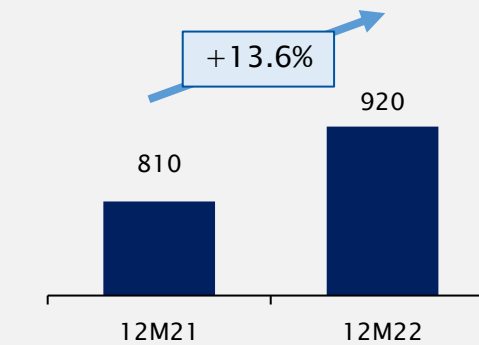
SG&A



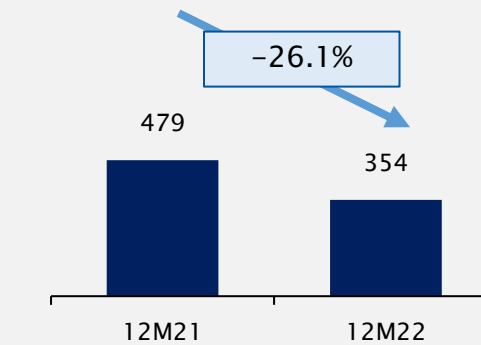
Gross Profit



EBITDA



Net Income



Margins (% Net Revenue)

19.7%

20.8%

9.0%

9.0%

5.3%

3.5%

Net Revenue: R\$10.2 billion (+13.2% YoY)

Lucro Bruto: R\$2.1 billion (+19.2% YoY) and 20.8% margin in 12M22

EBITDA: R\$920 million (+13.6% YoY) and 9.0% margin in 12M22

Excluding non-recurring events of R\$141.7 million in 3Q22, EBITDA reached R\$778.1 million (+7.9% YoY) with a 7.6% margin (-0.4pp YoY)



Debt, Capex and Working Capital

S&P Global National: BrAAA (negative)
Ratings Global: BB- (stable)
(March/2023)

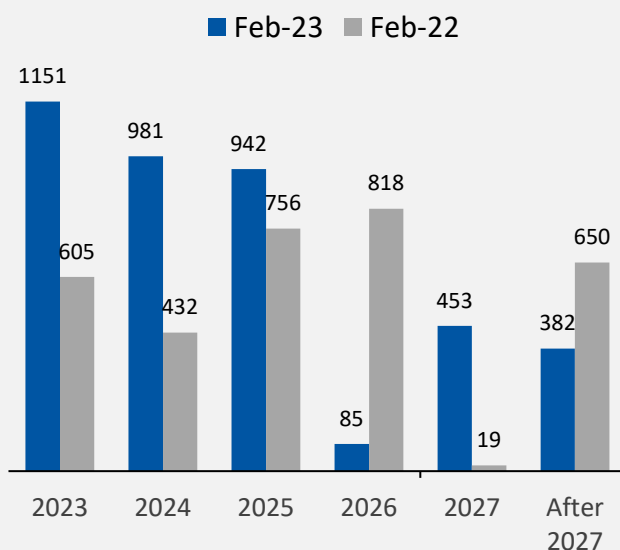
Debt

Debt (in R\$m)	4Q21	3Q22	4Q22	4Q22 vs 4Q21	4Q22 vs 3Q22
Closing Date	Feb-22	Nov-22	Feb-23	4Q21	3Q22
Total Debt	3,263.7	3,629.1	3,982.2	22.0%	9.7%
Loans and financing	1,005.2	1,409.4	1,682.4	67.4%	19.4%
Debtures	2,258.5	2,219.7	2,299.8	1.8%	3.6%
Short Term	599.9	1,071.2	1,147.1	91.2%	7.1%
Long Term	2,663.8	2,558.0	2,835.1	6.4%	10.8%
Leverage					
Gross Debt	3,263.7	3,629.1	3,982.2	22.0%	9.7%
Cash and Cash Equivalents +	1,630.1	812.1	1,239.4	-24.0%	52.6%
Net Debt	1,633.7	2,817.0	2,742.8	67.9%	-2.6%
Net Debt/EBITDA LTM	2.0x	2.8x	3.0x	1.0x	0.2x

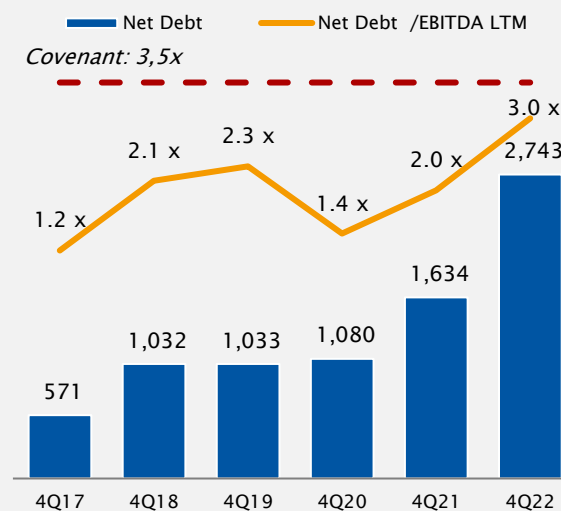
Working Capital

Working Capital	4Q21	3Q22	4Q22	4Q22 vs 4Q21	4Q22 vs 3Q22
Closing date	Feb-22	Nov-22	Feb-23	4Q21	3Q22
LTM Net revenues	9,015.9	9,960.5	10,205.5	13.2%	2.5%
LTM Cost of Sales and Services	(7,237.7)	(7,895.4)	(8,085.6)	11.7%	2.4%
Inventories	1,137.9	1,570.2	1,568.7	37.9%	-0.1%
Advance to suppliers	577.7	634.5	701.8	21.5%	10.6%
Accounts receivable	1,212.4	1,521.0	1,331.7	9.8%	-12.4%
Accounts payable	1,101.0	1,042.1	1,023.5	-7.0%	-1.8%
Other Current Assets	315.5	375.7	299.7	-5.0%	-20.2%
Other Current Liabilities	263.7	365.7	388.2	47.2%	6.1%
Working Capital	1,878.7	2,693.5	2,490.2	32.5%	-7.5%
Days	76.1	98.7	89.1	17.1%	-9.8%

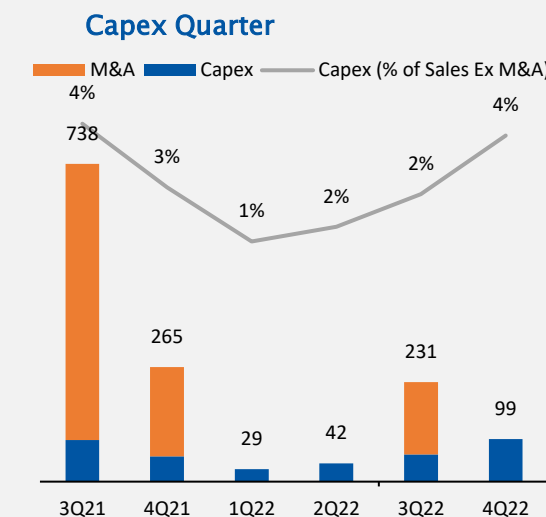
Debt Schedule



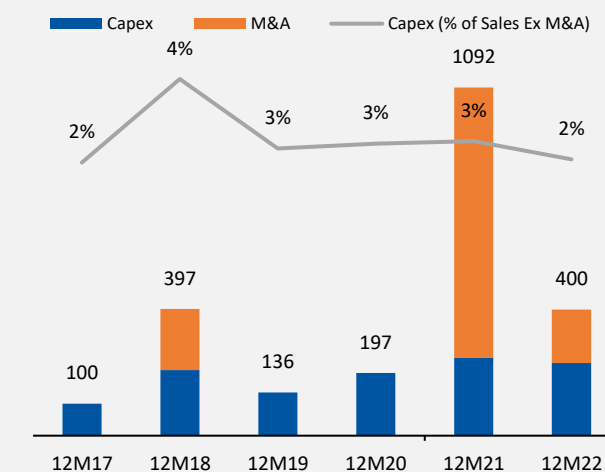
Net Debt/ EBITDA LTM



Capex (R\$m)



Capex Annual



POWERING OUR ESG TRANSFORMATION



All ESG actions aligned with the **Strategic Pillars**



Purpose and People



Efficiency and Growth



Quality and Sales

Global Compact
(ONU)
signatory



Women on Board
initiative



Sustainable Culture

- ✓ Variable compensation of all directors linked to ESG goals
- ✓ +80 people in the ESG Brazil, Uruguay, Chile, Peru and Ecuador WGs, with initiatives linked to material topics and monitored by the ESG and Ethics Committee
- ✓ 67% independent members on the Board of Directors

Ethics & Integrity

- ✓ Integrity Program and new training reaching +98% of the Company's target audience
- ✓ LatAm Integrated Risk Management

Employee Health, Safety and Development

- ✓ +50% of plants in Brazil with zero lost-time accidents
- ✓ Training School project in the Itaqui community in professional courses

Ecoefficiency

- ✓ 99% of Brazil units operating with renewable energy
- ✓ +40% of consumed energy generated by Camil, through the consumption of 97k ton of rice husk
- ✓ New Termo Project: consumption of up to 100% of the husk generated in Cambaí/Itaqui (RS) for energy
- ✓ First inventory of GHG emissions and Score C at CDP (Climate Change; Water Security)

Supply

- ✓ Collecting Social, Environmental and Ethical Responsibility Statement from critical suppliers in the new categories

Social Investment

- ✓ Confectionery and Business School Doce Futuro União 2.0, with more than 600 graduates
- ✓ New partnerships, with +50k families and +79 tons of donations

Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

Investor Relations

Jenifer Nicolini – IR & ESG Manager

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