

Camil

Earnings
Presentation

1Q24



HIGH TURNOVER

HIGH GROWTH

Camil 1Q24

R\$2.9 billion Net Revenue
+9.3% YoY and +8.1% QoQ

R\$255 million EBITDA
+28.2% YoY and +0.3% QoQ
8.8% EBITDA Margin

523K tons Volume

-4.6% YoY and +20.2% QoQ
High Turnover Brasil: +0.3% YoY and +28.2% QoQ
High Growth Brasil: +5.8% YoY and +13.7% QoQ
International: -17.5% YoY and +5.7% QoQ



Grains - Brazil

Grains - Brazil

Sugar

International

Biscuits

Coffee

Pasta

Fish

Highlights 1Q24

High Turnover: Grains and Sugar in Brazil

Sales Volume:

338.8 thousand tons; +0.3% YoY and +28.2% QoQ in 1Q24

Net Price Camil:

R\$4.53/kg; +16.5% YoY and -10.0% QoQ in 1Q24

Average price of raw material¹:

Rice:

R\$105.68/bag; +22.6% YoY and -13.9% QoQ in 1Q24

Beans:

R\$259.28/bag; -28.6% YoY and -16.4% QoQ in 1Q24

Sugar:

R\$143.29/bag; +2.0% YoY and -3.0% QoQ in 1Q24

Main Brands



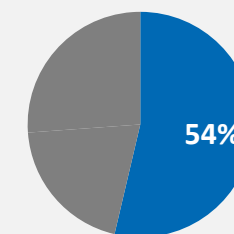
Evolution Volumes vs. Net Price

1Q24

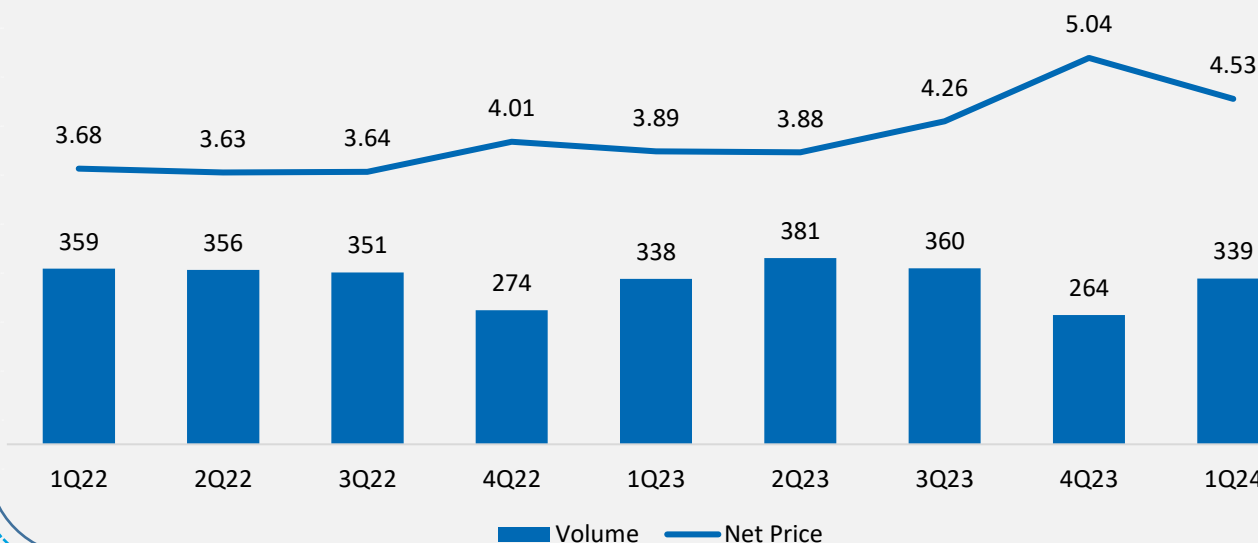
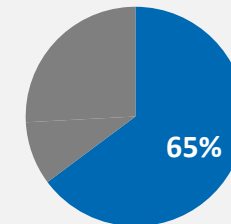
+0.3%
Volume YoY
+16.5%
Net Price YoY

+28.2%
Volume QoQ
-10.0%
Net Price QoQ

Net Revenue (%)



Volume (%)



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

Highlights 1Q24

High Growth: Pasta, Cookies, Coffee and Fish in Brazil Sales volume:

48.9 thousand tons; +5.8% YoY and +13.7% QoQ in 1Q24
 • Continuous growth in new business compared to the previous year

Net Price:

R\$11.81/kg; +0.1% YoY and -21.7% QoQ in 1Q24

Average price of raw material¹:

Wheat:

R\$1.300,43/bag; -16.6% YoY and +3.1% QoQ in 1Q24

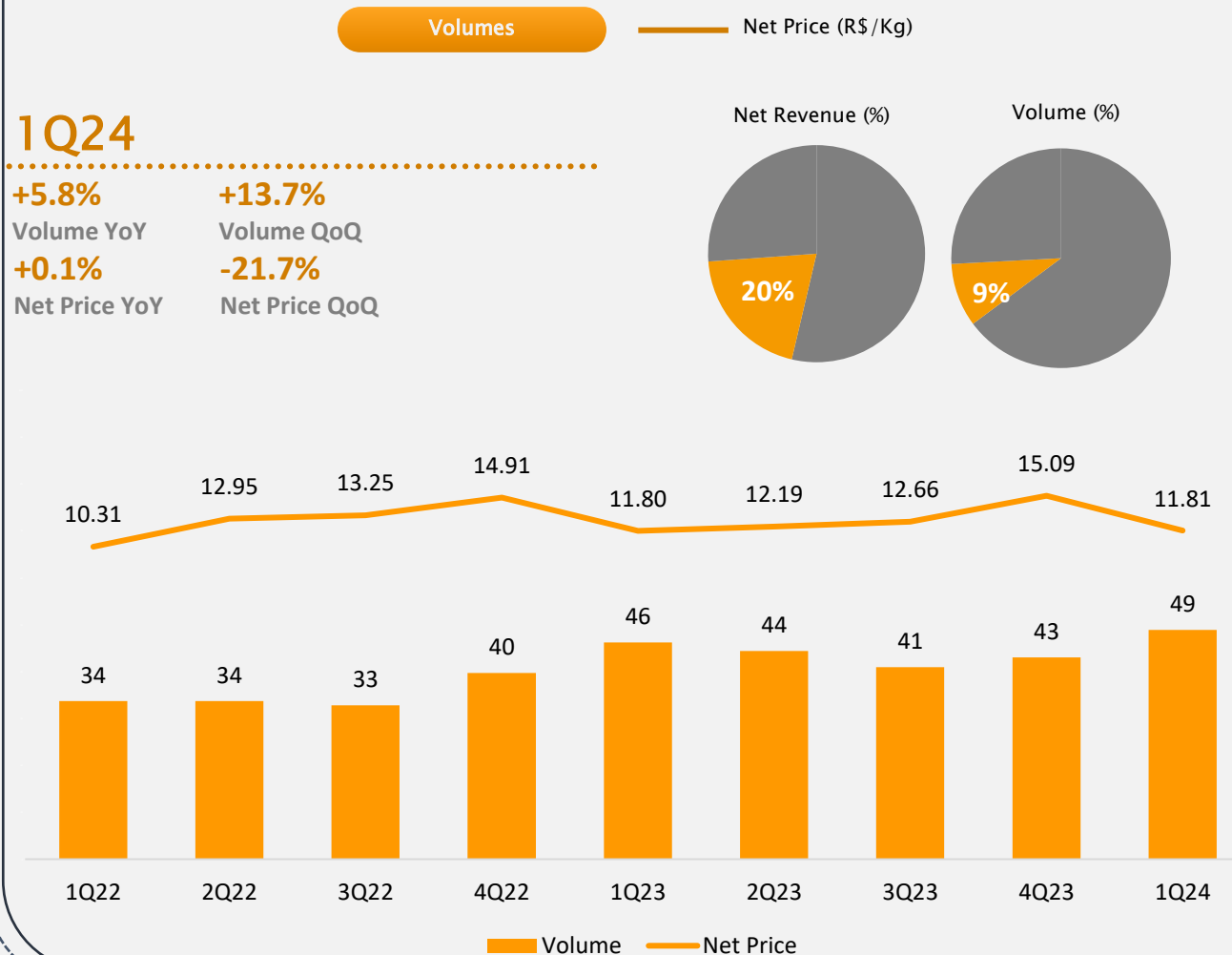
Coffee:

R\$1.129,43/bag; +4.3% YoY and +13.9% QoQ in 1Q24

Main Brands



Evolution Volumes vs. Net Price



Highlights 1Q24

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

135.1 thousand tons; -17.5% YoY and +5.7% QoQ in 1Q24

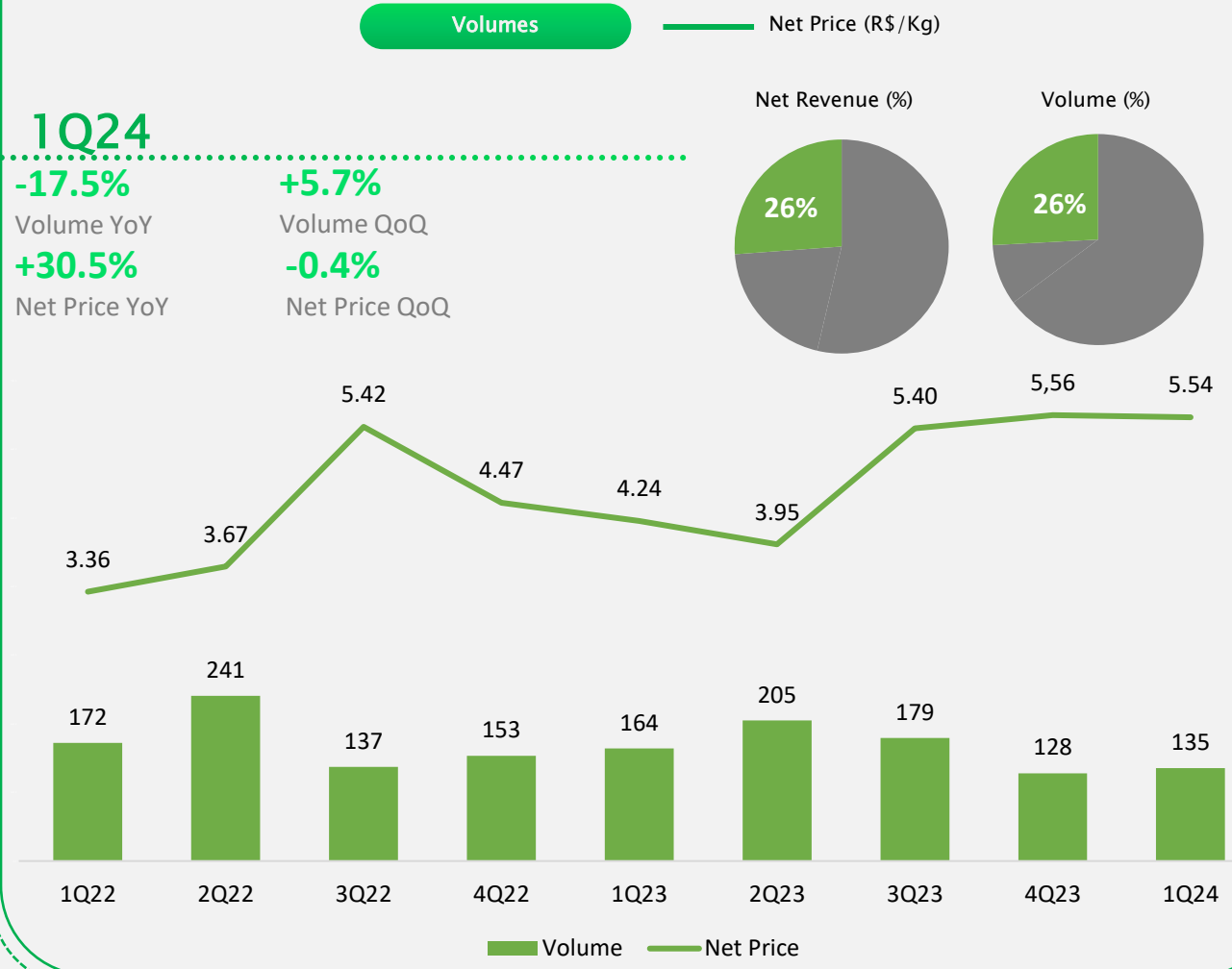
Net Price:

R\$5.54/kg; +30.5% YoY and -0.4% QoQ in 1Q24

Main Brands

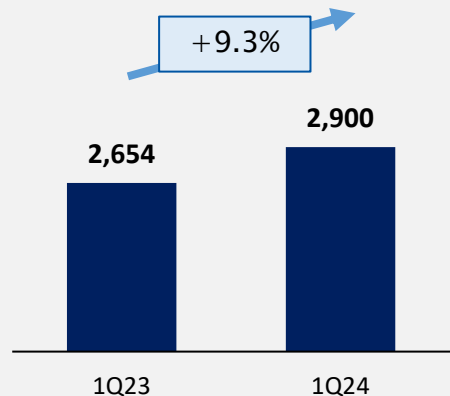


Evolution Volumes vs. Net Price

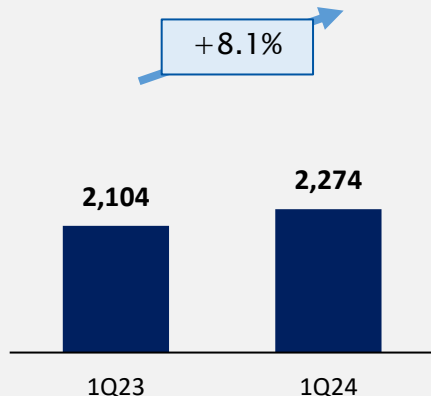


Financial Highlights | 1Q23 vs. 1Q24

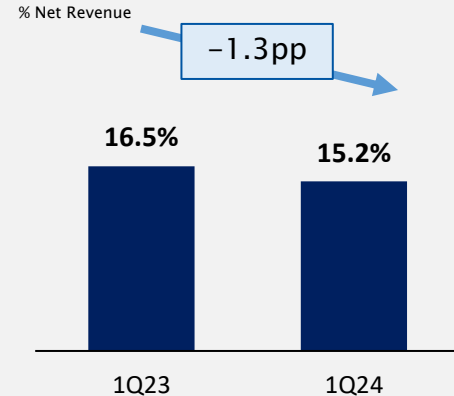
Net Revenue



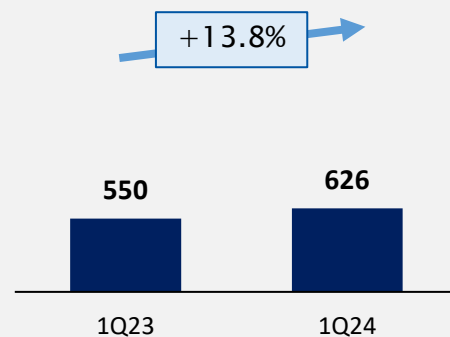
COGS



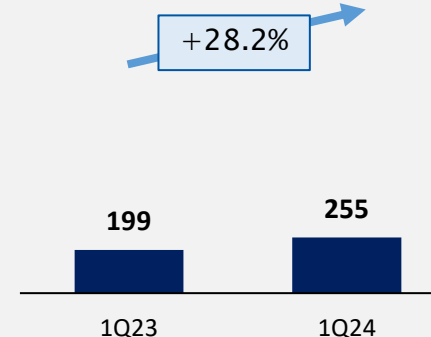
SG&A



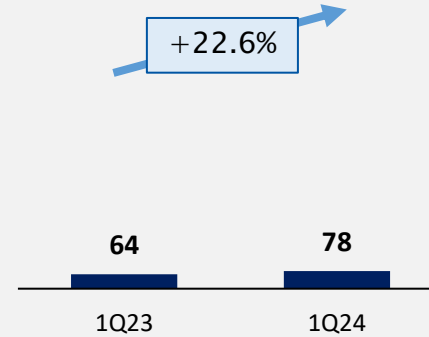
Gross Profit



EBITDA



Net Profit



Margins

(% Net Revenue)

20.7%

21.6%

7.5%

8.8%

2.4%

2.7%

Net Revenue: R\$2.9 billion (+9.3% YoY)

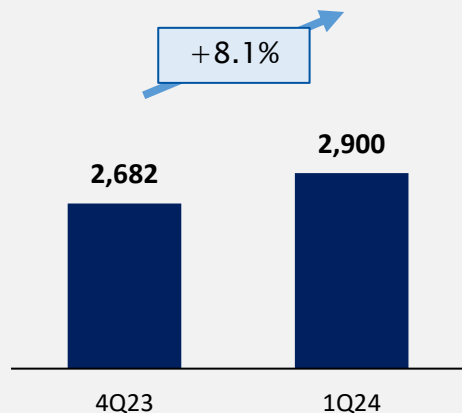
Gross Profit: R\$626 million (+13.8% YoY) with margin of 21.6% in 1Q24

EBITDA: R\$255 million (+28.2% YoY) with margin of 8.8% in 1Q24

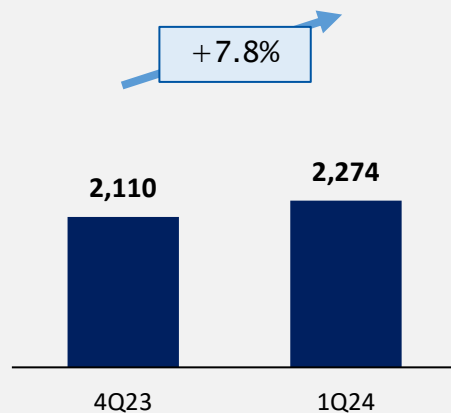


Financial Highlights | 4Q23 vs. 1Q24

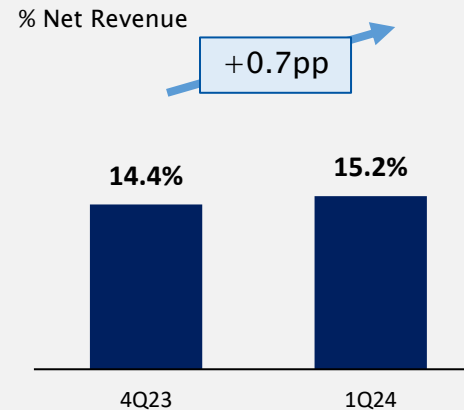
Net Revenue



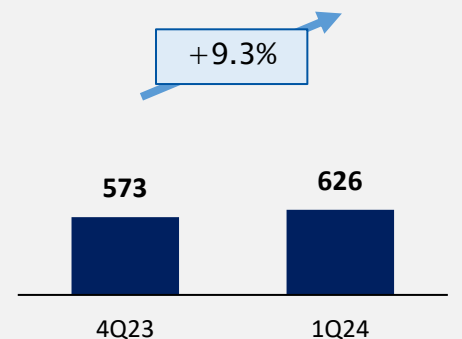
COGS



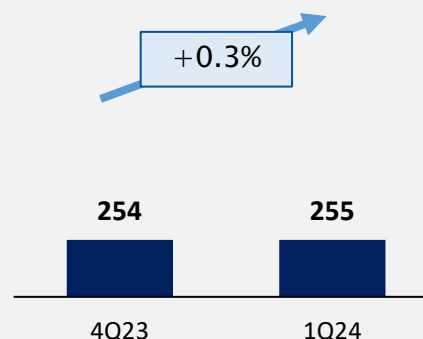
SG&A



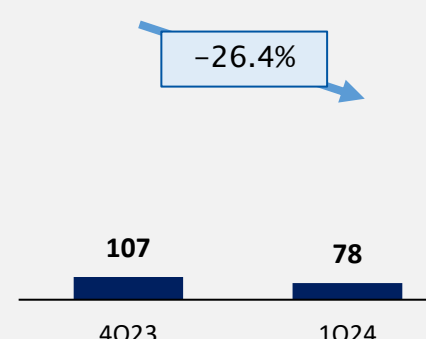
Gross Profit



EBITDA



Net Income



Margins (% Net Revenue)

21.3%

21.6%

9.5%

8.8%

4.0%

2.7%

Net Revenue: R\$2.9 billion (+8.1% QoQ)

Gross Profit: R\$626 million (+9.3% QoQ) with margin of 21.6% in 1Q24

EBITDA: R\$255 million (+0.3% QoQ) with margin of 8.8% in 1Q24

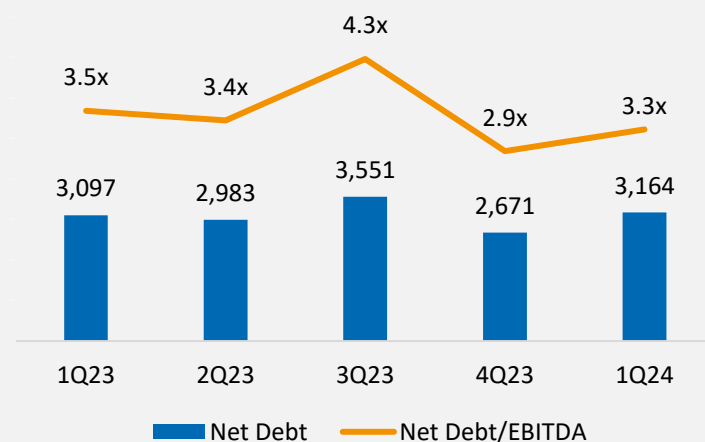


Indebtness, Capex & Working Capital

Indebtness

Debt (in R\$m)	1Q23	4Q23	1Q24	1Q24	1Q24
Closing Date	May-23	Feb-24	May-24	VS 1Q23	VS 4Q23
Total Debt	4,017.9	5,486.0	5,205.6	29.6%	-5.1%
Loans and Financing	2,070.2	2,198.7	2,570.8	24.2%	16.9%
Debentures	1,947.7	3,287.3	2,634.8	35.3%	-19.9%
Short Term	1,482.0	1,669.0	1,566.0	5.7%	-6.2%
Long Term	2,535.9	3,817.0	3,639.6	43.5%	-4.6%
Leverage					
Gross Debt	4,017.9	5,486.0	5,205.6	29.6%	-5.1%
Cash and Equivalents	921.2	2,815.2	2,041.4	121.6%	-27.5%
Net Debt	3,096.7	2,670.8	3,164.2	2.2%	18.5%
Net Debt/EBITDA LTM	3.5x	2.9x	3.3x	-0.2x	0.4x

Net Debt/EBITDA LTM



Conclusion of the 14th Debenture Issuance – CRA

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

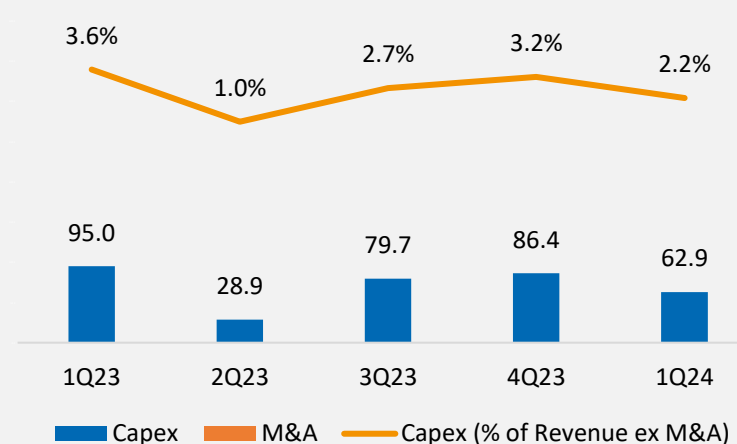
MOODY'S National: BrAA+ (stable)

Working Capital

Working Capital	1Q23	4Q23	1Q24	1Q24	1Q24
Closing Date	May-23	Feb-24	May-24	VS 1Q23	VS 4Q23
Inventories	2,493.6	1,412.0	2,470.0	-0.9%	74.9%
Advance to Suppliers	719.0	562.0	641.1	-10.8%	14.1%
Accounts Receivable	1,379.3	1,359.4	1,920.1	39.2%	41.2%
Accounts Payable	1,735.8	945.7	1,946.4	12.1%	105.8%
Other Current Assets	382.4	271.3	299.4	-21.7%	10.4%
Other Current Liabilities	397.4	330.7	489.7	23.2%	48.1%
Working Capital	2,841.1	2,328.3	2,894.5	1.9%	24.3%
<i>Days of Working Capital</i>	<i>99 d</i>	<i>76 d</i>	<i>92 d</i>	<i>-7 d</i>	<i>16 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

Capex (R\$m)



Capex R\$62.9 million, in investments in Nova Cambaí and pasta

Feeding our ESG Transformations



All ESG Actions aligned with the Strategic Pillars



Purpose and People



Efficiency and Growth



Quality and Sales

Participant of Global Compact (ONU)



Seal Women on Board



ISE Member 2024

ISE B3

- **Support to Rio Grande do Sul**

Direct donations of 7,800 basic food baskets, totalling more than 66 tons of food

Food donations by employees through the *Clube Camil* platform.

- **Our People**

Mentoring Program: employee mentoring for young people in socially vulnerable situations, in partnership with FESA C.R.O.M.A.

Mesa Brasil Volunteering: Assembling basic food baskets and donating to partner NGOs

Salary Donation AACD: Employee Donation

OHS: Well-being programs and new risk mapping project

- **Environment**

- In Brazil, we operate with 100% of our energy from renewable sources

- **Social**

Grãos da Base Business School – Camil: beginning of the project, in partnership with the Arrastão Institute, to strengthen business in communities.

1st cycle with training for 24 businesses, 4 months of courses in business management, cooking, marketing, among others.



Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

Investor Relations

Jenifer Nicolini – IR and ESG Manager

Marco Correia – IR Analyst

Yuri Ferreira – IR Analyst

ri@camil.com.br

