



3Q25

Earnings
Presentation



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TUCAPEL



HIGH TURNOVER



R\$ 2.9 billion Net Revenue
(-5.1% YoY & -1.2% QoQ)

R\$ 238.8 million EBITDA
(+39.4% YoY & -4.7% QoQ)

8.1% EBITDA Margin
(+2.6pp YoY & -0.3pp QoQ)

616.0k tons volume
(+14.0% YoY & -2.9% QoQ)

High Turnover Brazil: -8.2% YoY & -11.8% QoQ
High Growth Brazil: +22.7% YoY & +23.6% QoQ
International: +59.4% YoY & +5.3% QoQ

HIGH GROWTH

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Toddy

Cookies



união

Seleto

Bom Dia

Coffee



Camil

Amália

Don Sapore

Pasta



Coqueiro

PESCADOR

Fish



Grains - Brazil



Grains - Brazil



Sugar



International



Highlights 3Q25

High Turnover: Grains and Sugar in Brazil

Sales Volumes:

310.8 k tons; -8.2% YoY and -11.8% QoQ in 3Q25

Net Price Camil:

R\$3.45/kg; -18.9% YoY and -2.3% QoQ in 3Q25

Average price of raw material¹ :

Rice:

R\$58.82/bag; -49.6% YoY & -13.3% QoQ in 3Q25

Beans:

R\$222.78/bag; +0.3% YoY & +4.1% QoQ in 3Q25

Sugar:

R\$113.74/bag; -25.9% YoY & -6.4% QoQ in 3Q25

Main Brands



Volumes vs. Net Price Evolution

3Q25

-8.2%
Volume YoY
-18.9%
Net Price YoY

-11.8%
Volume QoQ
-2.3%
Net Price QoQ



Highlights 3Q25

High Growth: Pasta. Cookies. Coffe and Canned Fish in Brazil:

Sales Volumes:

55.9 thousands tons; +22.7 % YoY & +23.6% QoQ in 3Q25

Net Price Camil: :

R\$16.52/kg; +30.7% YoY & +5.7% QoQ in 3Q25

Average Price of Raw Material¹ :

Wheat:

R\$1.253.33/bag; -13.4% YoY & -12.5% QoQ in 3Q25

Coffee:

R\$2.218.66/bag; +40.4% YoY & -12.6% QoQ in 3Q25

Main Brands



cookies

Volume vs Net Price Evolution

3Q25

+22.7%
Volume YoY
+30.7%
Net Price YoY

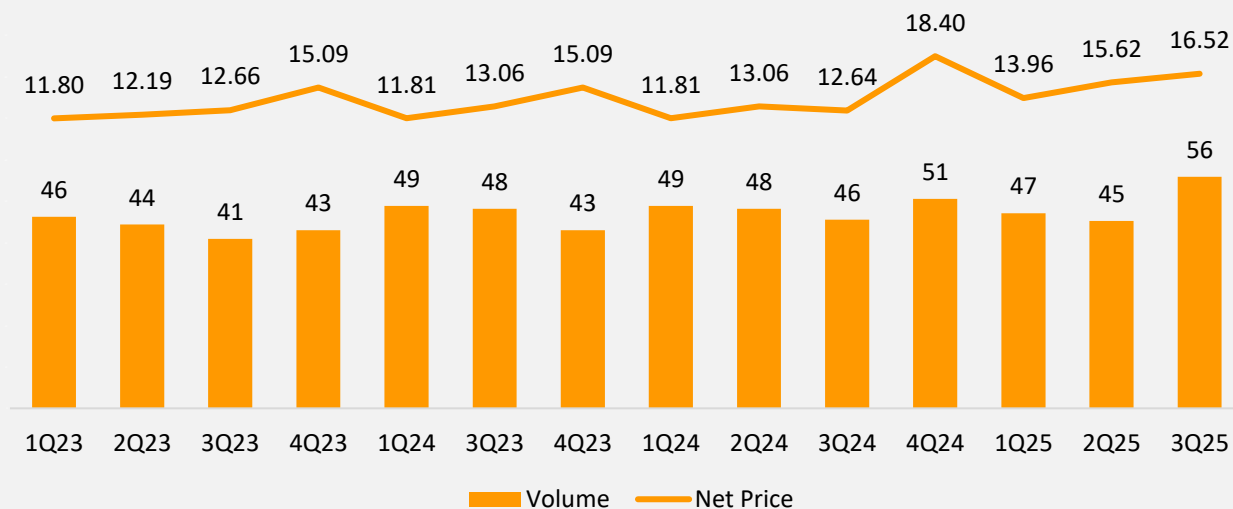
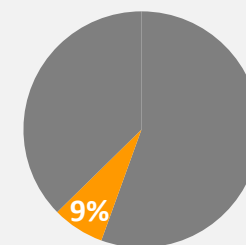
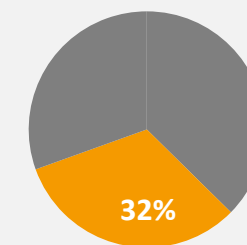
+23.6%
Volume QoQ
+5.7%
Net Price QoQ

Volumes

Net Price (R\$/Kg)

Net Revenue (%)

Volume (%)



Highlights 3Q25

International: Uruguay. Chile. Peru, Ecuador & Paraguay

Sales Volumes:

249.4 k tons; +59.4% YoY and +5.3% QoQ in 3Q25

Net Price:

R\$3.51/kg; -39.7% YoY and -5.0% QoQ and 3Q25

Conclusion of the acquisition of Villa Oliva in Paraguay.

As of September 1, the Paraguay operations began to have their results recognized in the Company's consolidated financial statements.

Main Brands



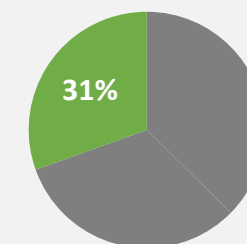
Volumes vs. Net Price Evolution

3Q25

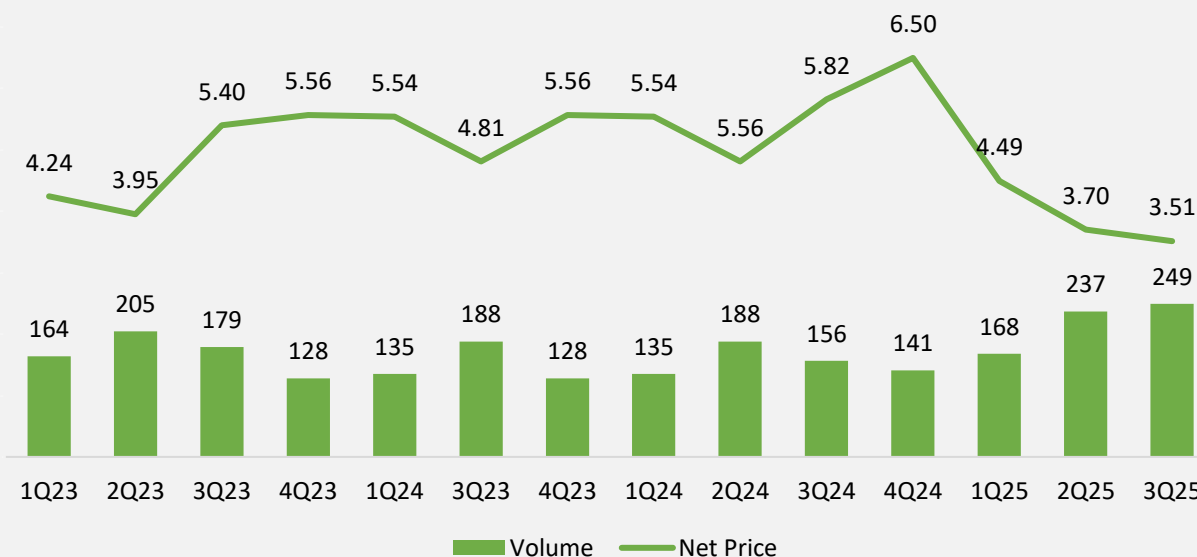
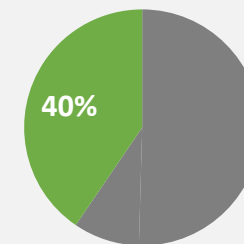
+59.4%
Volume YoY
-39.7%
Net Price YoY

+5.3%
Volume QoQ
-5.0%
Net Price QoQ

Net Revenue (%)

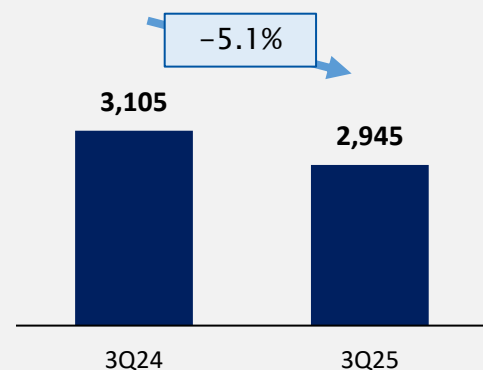


Volume (%)

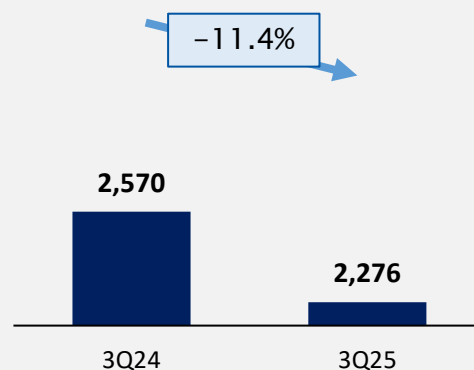


Financial Highlights | 3Q25 vs. 3Q24

Net Revenue

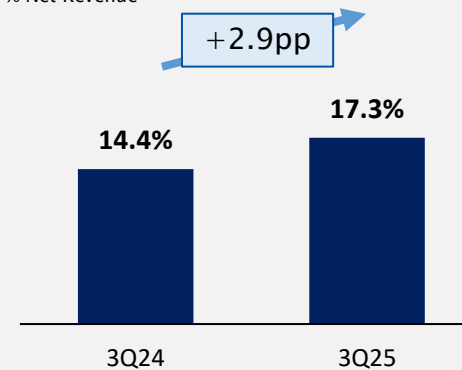


COGS

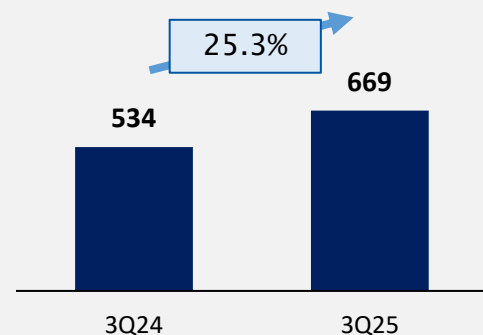


SG&A

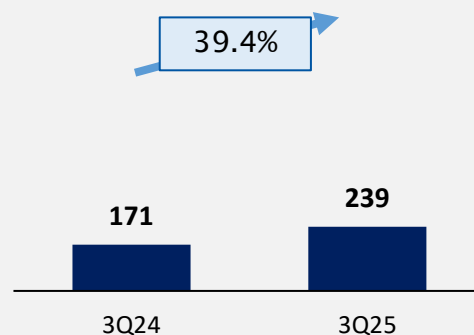
% Net Revenue



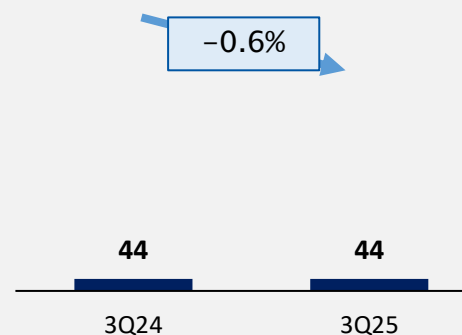
Gross Profit



EBITDA



Net Profit/Loss



Margins

(% Net Revenue)

17.2% 22.7%

5.5%

8.1%

1.4%

1.5%

Net Revenue: R\$2.9 billion (-5.1% YoY) in 3Q25

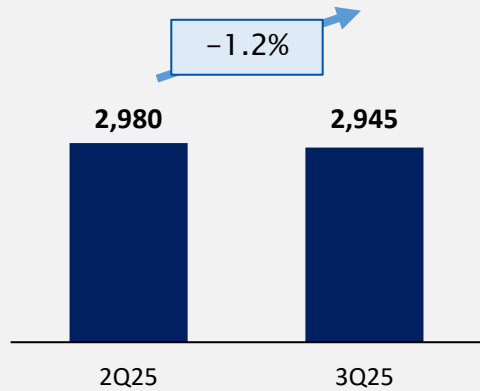
Gross Profit: R\$669.2 million (+25.3% YoY) and 22.7% margin in 3Q25

EBITDA: R\$238.8 million (+39.4% YoY) and 8.1% margin in 3Q25

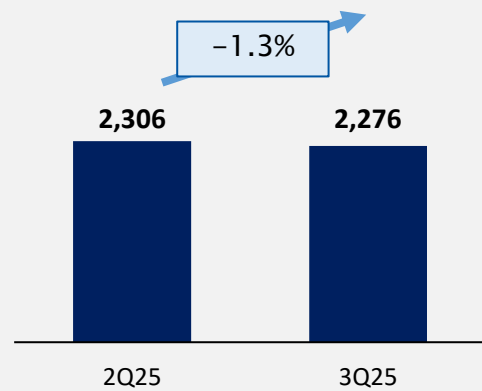


Financial Highlights | 3Q25 vs. 2Q25

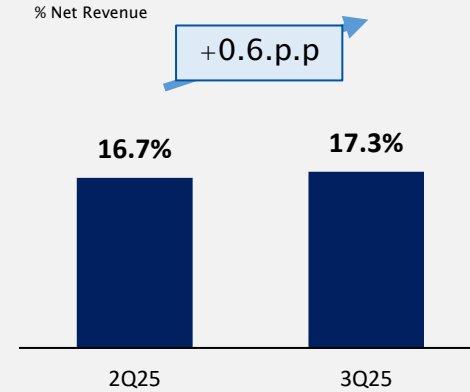
Net Revenue



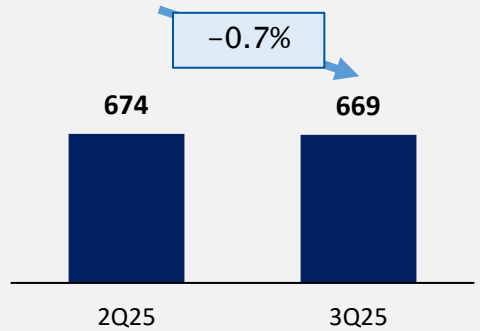
COGS



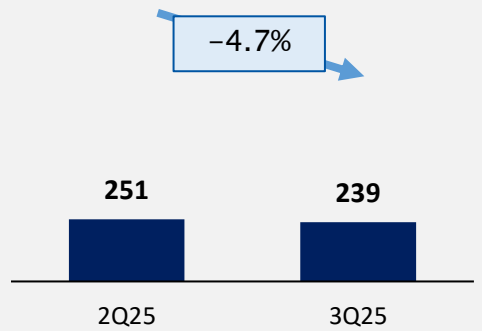
SG&A



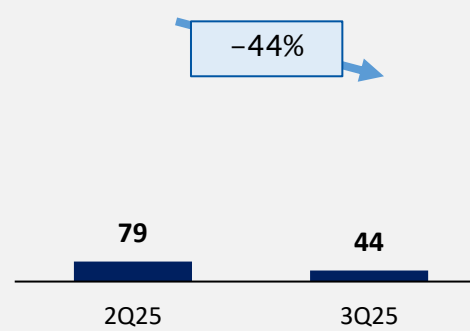
Gross Profit



EBITDA



Net Profit/Loss



Margins (% Net Revenue)

22.6%

22.7%

8.4%

8.1%

2.6%

1.5%

Net Revenue: R\$2.9 billion (-1.2% QoQ) in 3Q25
Gross Profit: R\$669.2 million (-0.7% QoQ) and 22.7% margin in 3Q25
EBITDA: R\$238.8 million (-4.7% QoQ) and 8.1% margin in 3Q25

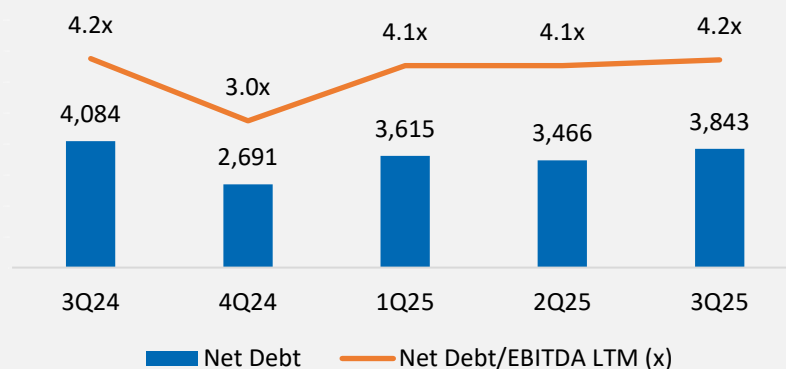


Debt. Capex & Working Capital

Debt

Debt (in R\$m)	3Q24	2Q25	3Q25	3Q25	3Q25
Closing Date	Nov-24	Aug-25	Nov-25	VS 3Q24	VS 2Q25
Total Debt	5,930.1	5,376.1	6,375.2	7.5%	18.6%
Loans and Financing	2,794.7	2,509.2	2,478.7	-11.3%	-1.2%
Debêntures	3,135.4	2,866.9	3,896.6	24.3%	35.9%
Short Term	1,829.8	2,427.3	2,304.5	25.9%	-5.1%
Long Term	4,100.3	2,948.8	4,070.8	-0.7%	38.0%
Leverage					
Gross Debt	5,930.1	5,376.1	6,375.2	7.5%	18.6%
Cash and Equivalents	1,845.8	1,910.6	2,531.8	37.2%	32.5%
Net Debt	4,084.3	3,465.5	3,843.4	-5.9%	10.9%
Net Debt/EBITDA LTM	4.2x	4.1x	4.2x	0.0x	0.1x

Net Debt/ EBITDA LTM



Moody's

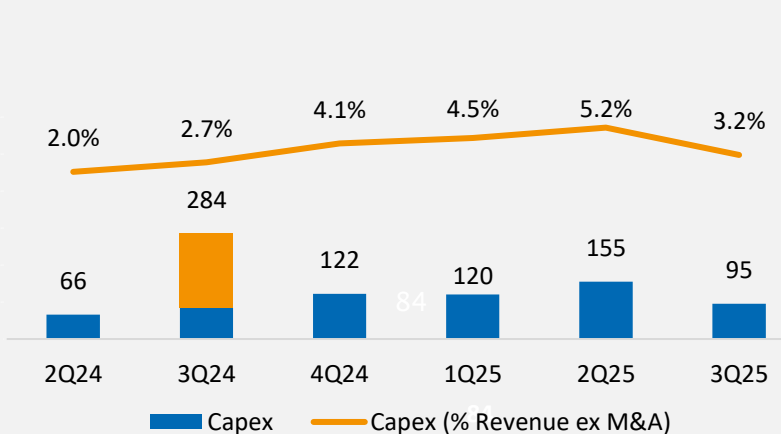
National:
BrAA+ (stable)

Working Capital

Working Capital	3Q24	2Q25	3T25	3T25	3T25
Closing Date	Nov-24	Aug-25	Nov-25	VS 3Q24	VS 2Q25
Inventory	2,234.5	2,261.3	1,974.2	-11.6%	-12.7%
Advance to Suppliers	727.6	414.0	618.6	-15.0%	49.4%
Receivable	1,977.5	1,444.5	1,720.0	-13.0%	19.1%
Suppliers	1,202.7	1,370.0	1,226.6	2.0%	-10.5%
Other Current Assets	418.4	400.3	333.4	-20.3%	-16.7%
Other Current Liabilities	458.5	421.2	469.0	2.3%	11.3%
Working Capital	3,696.8	2,728.9	2,950.6	-20.2%	8.1%
Days Working Capital	113 d	85 d	93 d	-20 d	8 d

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

Capex (R\$m)



Capex expenditures of **R\$ 95 million**, mainly concentrated in the new grain plant Cambaí (RS) and in the new thermal power plant.

Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

Investor Relations

Jenifer Nicolini – IR and ESG Executive Manager

Flavio Rios – IR and ESG Coordinator

Marco Correia – IR and ESG Analyst

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