



1Q25

Earnings
Presentation



HIGH TURNOVER



R\$2.7 billion Net Revenue

(-7.3% YoY & -10.3% QoQ)

R\$233 million EBITDA

(-8.4% YoY & +20.2% QoQ)

8.7% EBITDA Margin

(-0.1pp YoY & +2.2pp QoQ)

508 k tons volume

(-2.9% YoY & +10.8% QoQ)

High Turnover Brazil: -13.6% YoY & +9.6% QoQ

High Growth Brazil: -3.7% YoY & -6.9% QoQ

International: +24.4% YoY & +19.4% QoQ

HIGH GROWTH

Grains - Brazil



Grains - Brazil



Sugar



International



Cookies



Coffee



Pasta



Canned Fish



Highlights 1Q25

High Turnover: Grains and Sugar in Brazil

Sales Volumes:

292.6 k tons; -13.6% YoY and +9.6% QoQ in 1Q25

Net Price Camil:

R\$3.96/kg; -12.5% YoY and -11.6% QoQ in 1Q25

Average price of raw material¹:

Rice:

R\$77.25/bag; -26.9% YoY & -21.0% QoQ in 1Q25

Beans:

R\$199.25/bag; -23.2% YoY & -3.2% QoQ in 1Q25

Sugar:

R\$137.82/bag; -3.8% YoY & -10.2% QoQ in 1Q25

Main Brands



Volumes vs. Net Price Evolution

1Q25

-13.6%
Volume YoY
-12.5%
Net Price YoY

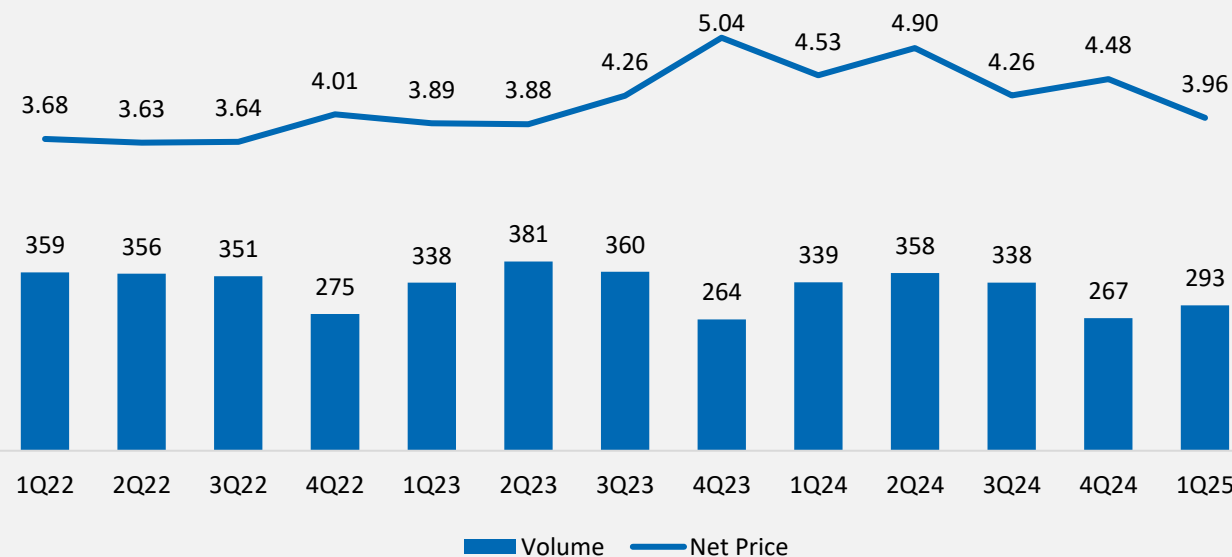
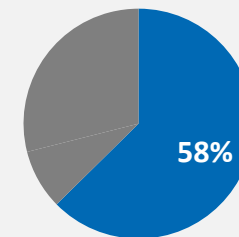
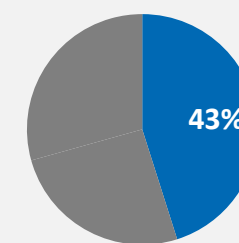
+9.6%
Volume QoQ
-11.6%
Net Price QoQ

Volumes

Net Price (R\$/Kg)

Net Revenue (%)

Volume (%)



Highlights 1Q25

High Growth: Pasta, Cookies, Coffee and Canned Fish in Brazil

Sales Volumes:

47.1 thousand tons; -3.7% YoY and -6.9% QoQ in 1Q25

Net Price Camil:

R\$13.96/kg; +18.2% YoY and -24.1% QoQ in 1Q25

Average Price of Raw Material¹:

Wheat:

R\$1,521.61/bag; +17.0% YoY and +7.3% QoQ in 1Q25

Coffee:

R\$2,516.64/bag; +122.8% YoY and +5.8% QoQ in 1Q25

Main Brands



cookies

Volume vs. Net Price Evolution

1Q25

-3.7%
Volume YoY
+18.2%
Net Price YoY

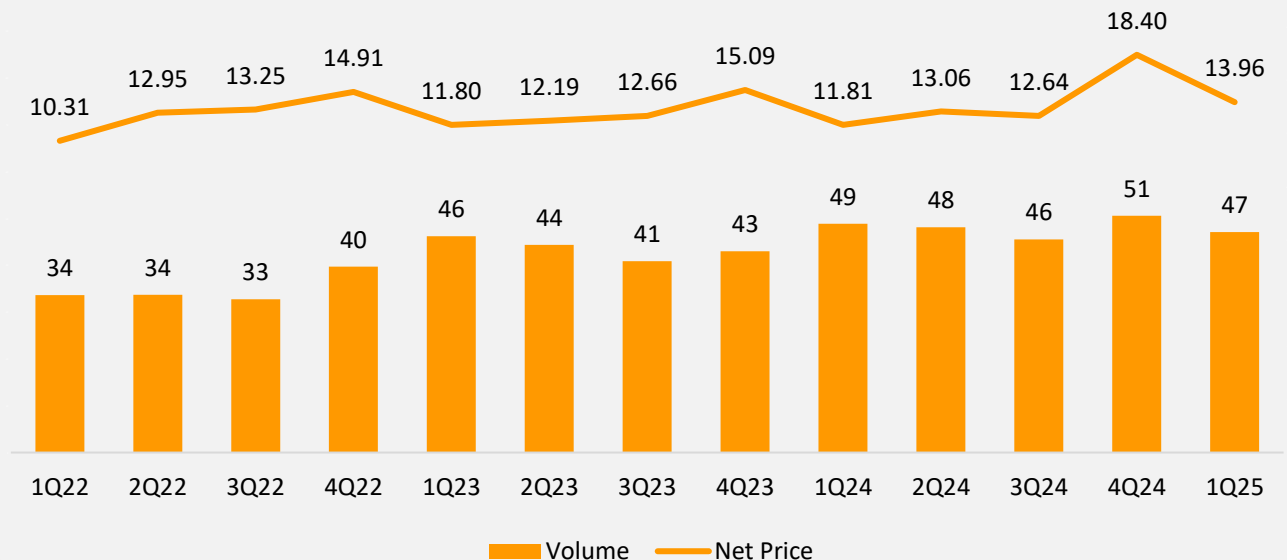
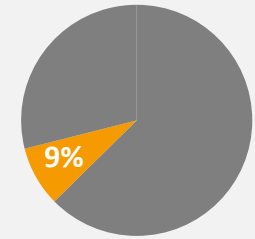
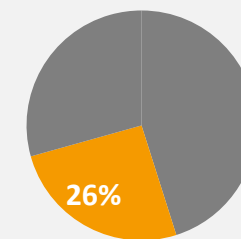
-6.9%
Volume QoQ
-24.1%
Net Price QoQ

Volumes

Net Price (R\$/Kg)

Net Revenue (%)

Volume (%)



Highlights 1Q25

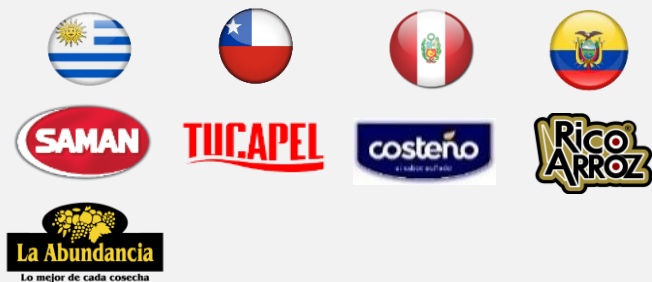
International: Uruguay, Chile, Peru & Ecuador Sales Volumes:

168.0 k tons; +24.4% YoY and +19.4% QoQ in 1Q25

Net Price:

R\$4.49/kg; -19.4% YoY and -30.9% QoQ in 1Q25

Main Brands



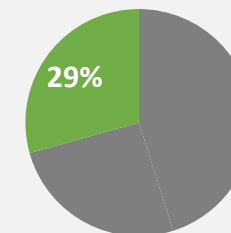
Volumes vs. Net Price Evolution

1Q25

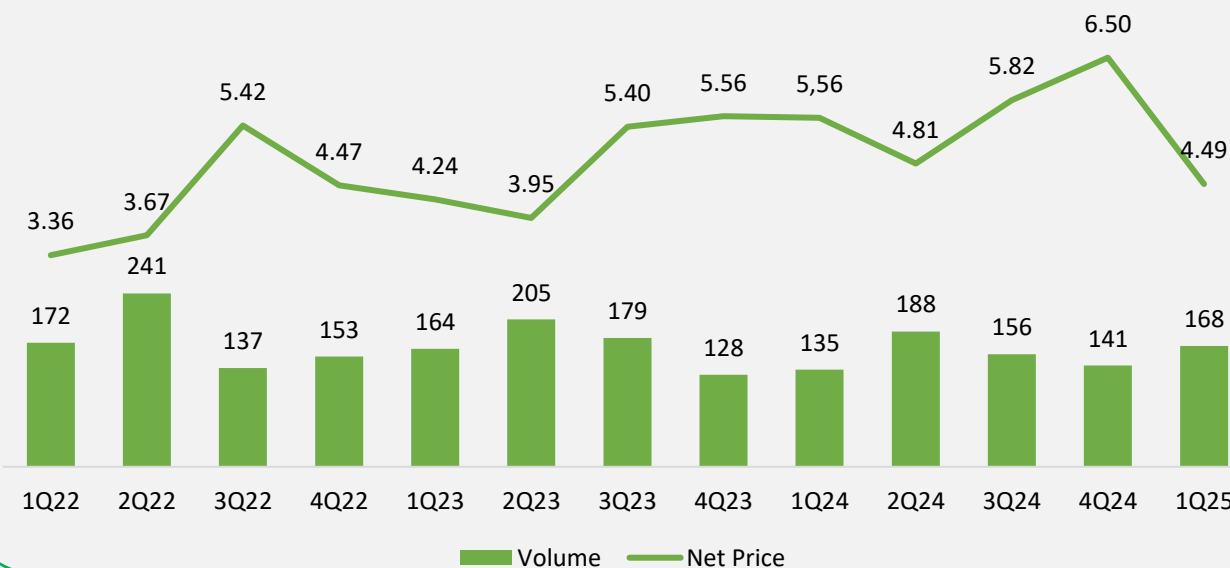
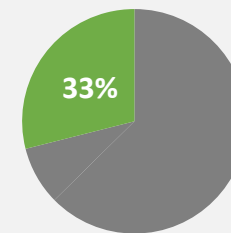
+24.4%
Volume YoY
-19.4%
Net Price YoY

+19.4%
Volume QoQ
-30.9%
Net Price QoQ

Net Revenue (%)

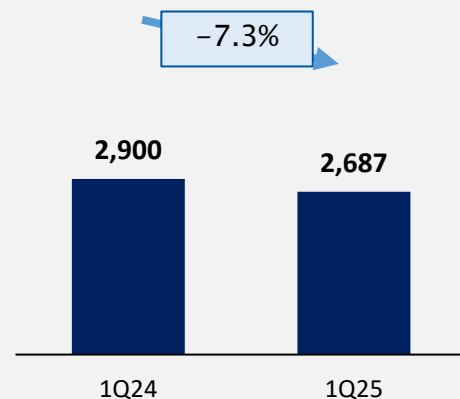


Volume (%)

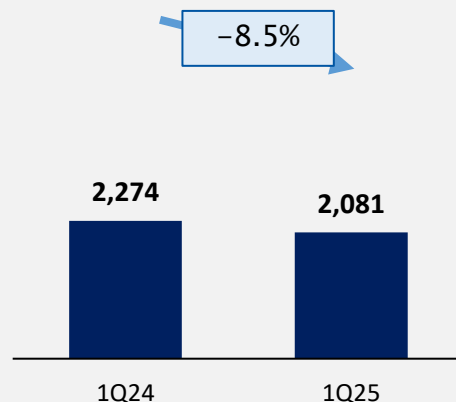


Financial Highlights | 1Q25 vs. 1Q24

Net Revenue

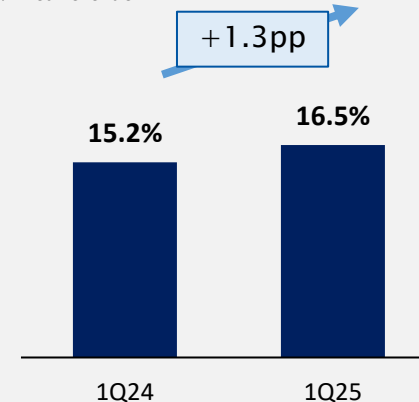


COGS

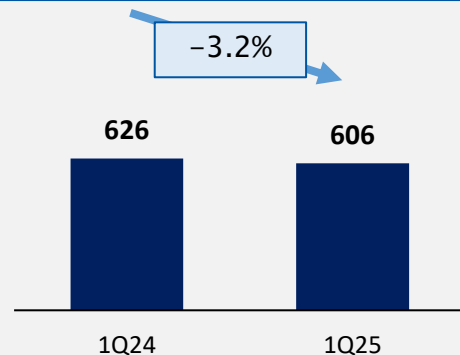


SG&A

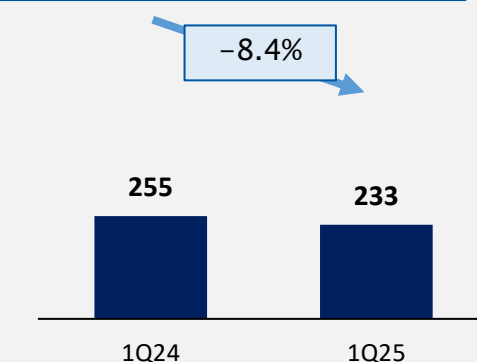
% Net Revenue



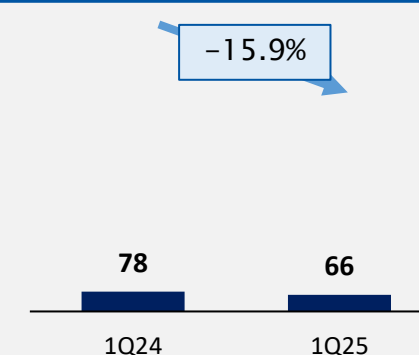
Gross Profit



EBITDA



Net Profit/Loss



Margins

(% Net Revenue)

21.6% 22.6%

8.8% 8.7%

2.7% 2.5%

Net Revenue: R\$2.7 billion (–7.3% YoY) in 1Q25

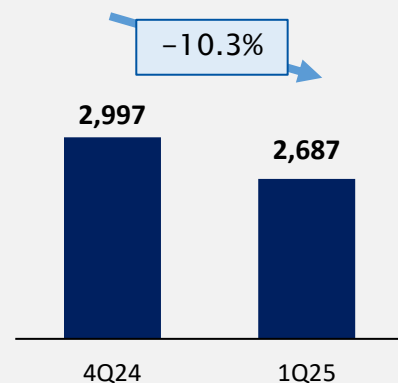
Gross Profit: R\$606 million (–3.2% YoY) and 22.6% margin in 1Q25 (+1.0 p.p YoY)

EBITDA: R\$233 million (–8.4% YoY) and 8.7% margin in 1Q25 (–0,1 p.p YoY)

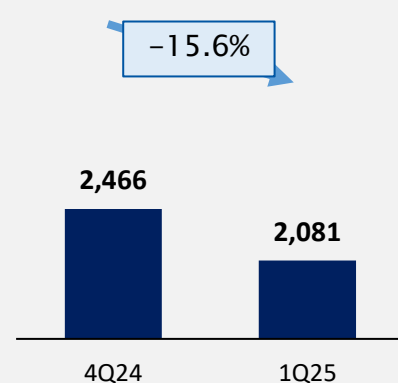


Financial Highlights | 1Q25 vs. 4Q24

Net Revenue

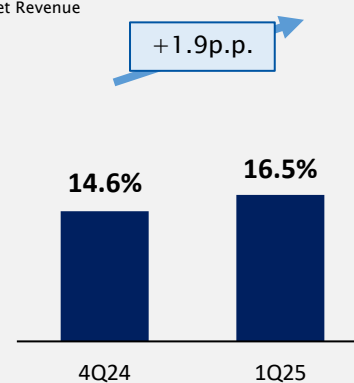


COGS

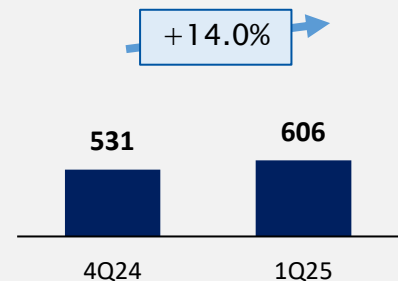


SG&A

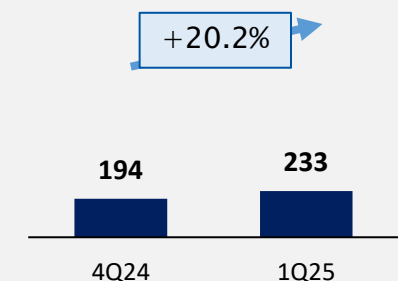
% Net Revenue



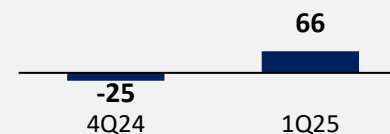
Gross Profit



EBITDA



Net Profit/Loss



Margins
(% Net Revenue)

17.7%

22.6%

6.5%

8.7%

-0.8%

2.5%

Net Revenue: R\$2.7 billion (-10.3% QoQ) in 1Q25

Gross Profit: R\$606 million (+14.0% QoQ) and 22.6% margin in 1Q25 (+4.8 p.p QoQ)

EBITDA: R\$233 million (+20.2% QoQ) and 8.7% margin in 1Q25 (+2.2 p.p QoQ)

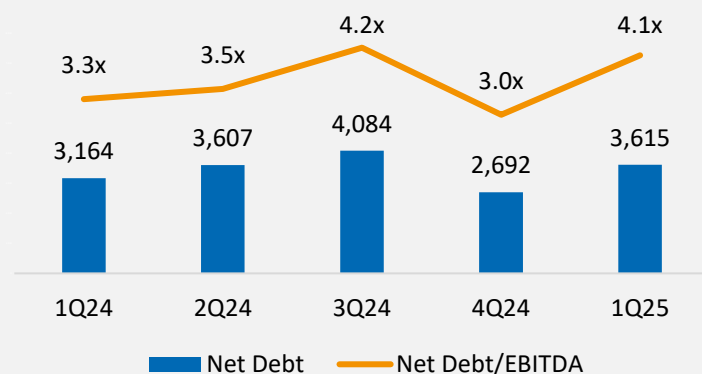


Debt, Capex & Working Capital

Debt

Debt (in R\$m)	1Q24	4Q24	1Q25	1Q25	1Q25
Closing Date	May-24	Feb-25	May-25	VS 1Q24	VS 4Q24
Total Debt	5,205.6	5,237.7	5,240.9	0.7%	0.1%
Loans and Financing	2,570.8	2,066.2	2,397.0	-6.8%	16.0%
Debêntures	2,634.8	3,171.5	2,843.9	7.9%	-10.3%
Short Term	1,566.0	2,110.6	2,393.8	52.9%	13.4%
Long Term	3,639.6	3,127.0	2,847.1	-21.8%	-9.0%
Leverage					
Gross Debt	5,205.6	5,237.7	5,240.9	0.7%	0.1%
Cash and Equivalents	2,041.4	2,547.0	1,625.6	-20.4%	-36.2%
Net Debt	3,164.2	2,690.7	3,615.4	14.3%	34.4%
Net Debt/EBITDA LTM	3.3x	3.0x	4.1x	0.8x	1.1x

Net Debt/EBITDA LTM



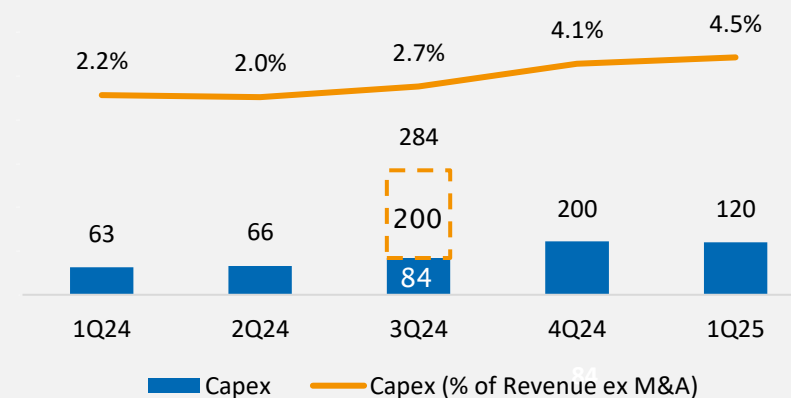
MOODY'S National: BrAA+ (stable)

Working Capital

Working Capital	1Q24	4Q24	1Q25	1Q25	1Q25
Closing Date	May-24	Feb-25	May-25	VS 1Q24	VS 4Q24
Inventory	2,470.0	1,551.7	2,772.4	12.2%	78.7%
Advance to Suppliers	641.1	726.7	650.3	1.4%	-10.5%
Receivable	1,920.1	1,154.0	1,850.2	-3.6%	60.3%
Suppliers	1,946.4	1,284.8	2,291.1	17.7%	78.3%
Other Current Assets	299.4	311.7	360.5	20.4%	15.7%
Other Current Liabilities	489.7	386.5	379.6	-22.5%	-1.8%
Working Capital	2,894.5	2,072.6	2,962.7	2.4%	42.9%
<i>Days Working Capital</i>	<i>92 d</i>	<i>62 d</i>	<i>90 d</i>	<i>-2 d</i>	<i>28 d</i>

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.

Capex (R\$m)



Capital expenditures of R\$120 million, allocated to the new grain facility in Cambaí (RS) and to the new thermal power plant.

Feeding our ESG Transformation



All ESG Actions are aligned with the Strategic Pillars:



Purpose and People



Efficiency and Growth



Quality and Sales



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.

Materiality update through engagement with key stakeholders in Brazil, Uruguay, Chile, Peru, and Ecuador.

Governance

Materiality update through engagement with key stakeholders in Brazil, Uruguay, Chile, Peru, and Ecuador.

- **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

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Jenifer Nicolini – IR and ESG Executive Manager

Flávio Rios – IR and ESG Coordinator

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