



# Camil

Material Fact

Pastifício Santa Amália S.A. Acquisition

August/2021



# Transaction Summary

*Acquisition aligned with the Company's strategic expansion objectives and an important step towards the strategy of entering new categories in Brazil*

## Acquisition

**100% of Pastificio Santa Amália S.A.**  
of Alicorp HoldCo España S.L. and Alicorp Inversiones S.A.

## Investment Overview

- Acquisition marks the entry in the pasta category in Brazil
- Portfolio includes well known recognized brands in pasta category
- Absolute leadership in the state of Minas Gerais and Area 2, with *premium, mainstream* and valued priced brands
- Geographical complementarity with leadership in regions with great growth potential in grains categories for Camil
- Great growth potential

## Brands





## Transaction

Total: R\$410 million

## Schedule

### Concluded:


- 16-ago: Board of Directors Approval
- 16-ago: Signature of the SPA

### Next steps (Estimated):

- Aug to Sep/2021: CADE Analysis
- Up to Ouc/2021: Closing

# Overview Pastifício Santa Amália

## Overview

- ✓ Founded in 1954
- ✓  and other 2 brands under its portfolio
- ✓ *Top of Mind* prized brands
- ✓ Net Revenue of R\$476mn in 2020
- ✓ Approx. Volume of 105k ton in 2020
- ✓ 991 employees in 2020
- ✓ Single Industrial Unit in Machado/MG:



Location: Machado, Minas Gerais

Total area: 127,400m<sup>2</sup>





Built area: 25,000m<sup>2</sup>




## Market Share<sup>1</sup>

*Leadership position in Minas Gerais and Area 2*

Area	Share	Position
Minas Gerais (MG)	41.5%	#1
Area 2	36.5%	#1
Total Brazil	7.0%	#4

## Brands<sup>1</sup>

		Pastas		
		Tier 1	Tier 2	Tier 3
Portfolio	Brands	<i>Speciale</i>		<i>Don Sapore</i>
	# SKUs	23	60	12
Market	Market Share in MG by Tier <sup>2</sup>	 20.7%	 44.0%	 41.4%
Performance	Sales Volumes ('000 MT)	Total 87.5		

12M20 Period ended on	 28/02/2021 12M20 Audited	 31/12/2020 12M20	 12M20 Pro-forma
<b>Financial Statements (R\$m)</b>			
<b>Net Revenues</b>	<b>7,466.0</b>	<b>489.0</b>	<b>7,955.0</b>
(-) Cost of Goods Sold	(5,805.0)	(323.7)	(6,128.7)
<b>Gross Profit</b>	<b>1,661.0</b>	<b>165.3</b>	<b>1,826.2</b>
(-) Sales, General and Administrative Expenses	(1,062.1)	(165.8)	(1,227.9)
(+) Other operating revenue	23.3	22.2	45.5
<b>EBIT</b>	<b>622.2</b>	<b>21.7</b>	<b>643.9</b>
(+) Depretiation and Amortization	164.8	17.8	182.6
<b>EBITDA</b>	<b>787.0</b>	<b>39.5</b>	<b>826.5</b>
<b>Margins</b>			
Gross Margin	22.2%	29.1%	23.0%
EBITDA Margin	10.5%	7.0%	10.4%

**Investor Relations**  
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