Camil

Divulgação de Resultados

3T24

ALTO GIRO

ALTO VALOR

Camil 3T24

R$3,1 bilhões Receita Líquida
(+3,4% YoY e -4,8% QoQ)

R$196 milhões EBITDA Ajustado[1]
(-21,4% YoY e -31,9% QoQ)

6,3% Margem EBITDA Ajustada[1]
(-2,0pp YoY e -2,5pp QoQ)

540 mil tons Volume
(-6,8% YoY e -9,0% QoQ)

Alto Giro Brasil: -5,9% YoY e -5,4% QoQ
Alto Valor Brasil: +11,3% YoY e -5,4% QoQ
Internacional: -12,7% YoY e -16,8% QoQ

Grãos - Brasil

Grãos - Brasil

Açúcar

Internacional

Biscoitos

Café

Massas

Pescados

1- EBITDA Ajustado exclui os efeitos não recorrentes de R$24,5 milhões referentes a multas de rescisões contratuais de fornecedores, contingências e processos judiciais, assim como outras receitas de atualização monetária

Brasil | Alto Giro

Camil

Destaques 3T24

Alto Giro: Grãos e Açúcar no Brasil
Volume das vendas:

338,3 mil tons; -5,9% YoY e -5,4% QoQ no 3T24

- queda impulsionada por grãos, parcialmente compensado por maiores exportações de açúcar

Preço Líquido Camil:

R$4,26/kg; +0,1% YoY e -13,0% QoQ no 3T24

Preço médio da matéria-prima[1]:

Arroz:

R$116,83/saca; +9,9% YoY e +0,9% QoQ no 3T24

Feijão:

R$222,06/saca; +5,5% YoY e -6,7% QoQ no 3T24

Açúcar:

R$153,03/saca; -1,1% YoY e +15,0% QoQ no 3T24

Principais Marcas

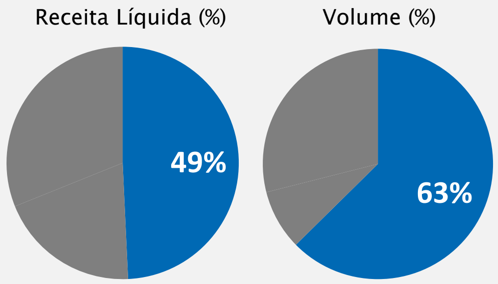
Camil · Arroz e Feijão Namorado · união · Da Barra

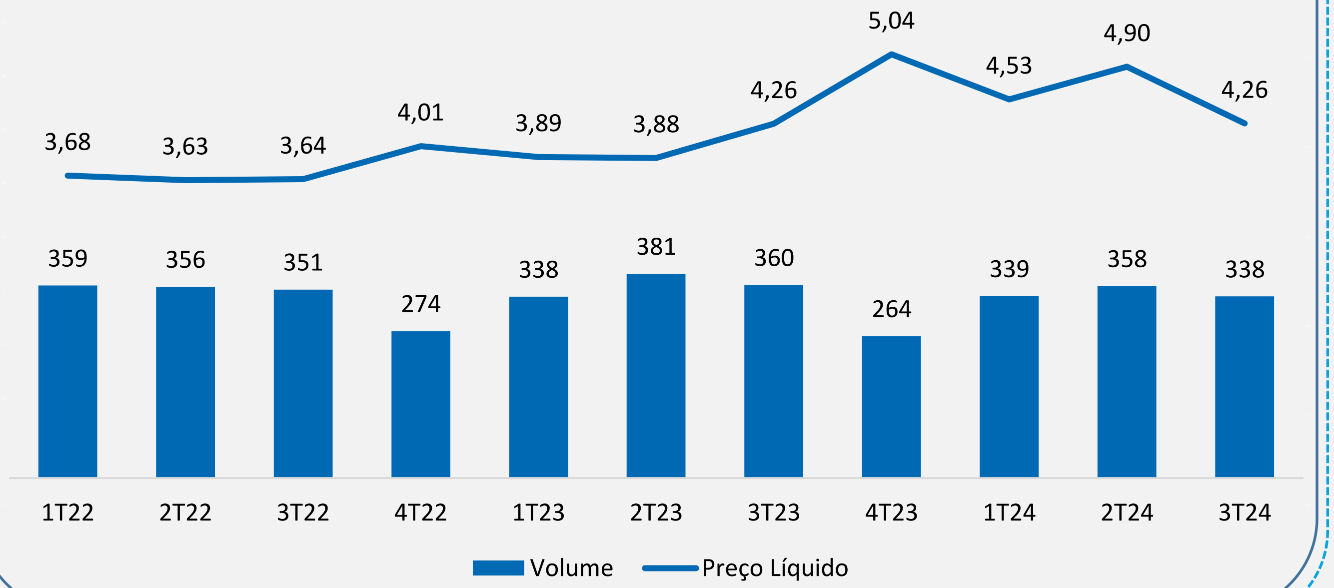
Evolução Volumes vs. Preço Líquido

Volumes — Preço Líquido (R$/Kg)

3T24

-5,9% Volume YoY	-5,4% Volume QoQ
+0,1% Preço Líquido YoY	-13,0% Preço Líquido QoQ





[1]Fonte: CEPEA; indicador do arroz em Casca Esalq/Senar-RS 50kg; Agrolink; indicador do feijão carioca Sc 60kg; CEPEA; indicador do Açúcar Cristal Esalq-SP 50kg.

Brasil | Alto Valor

Destaques 3T24

Alto Valor: Massas, Biscoitos, Café e Pescados no Brasil
Volume das vendas:

45,5 mil tons; +11,3% YoY e -5,4% QoQ no 3T24
- crescimento dos novos negócios frente ao ano anterior

Preço Líquido Camil:

R$12,64/kg; -0,2% YoY e -3,3% QoQ no 3T24

Preço médio da matéria-prima[1]:

Trigo:

R$1.447,28/saca; +29,3% YoY e -5,2% QoQ no 3T24

Café:

R$1.570,70/saca; +86,4% YoY e +12,0% QoQ no 3T24

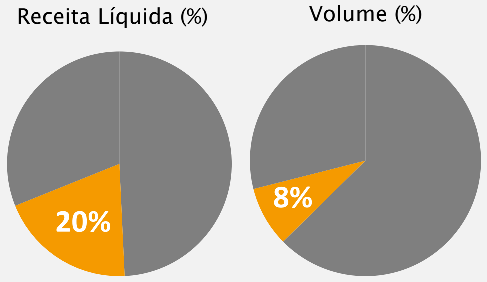
Principais Marcas

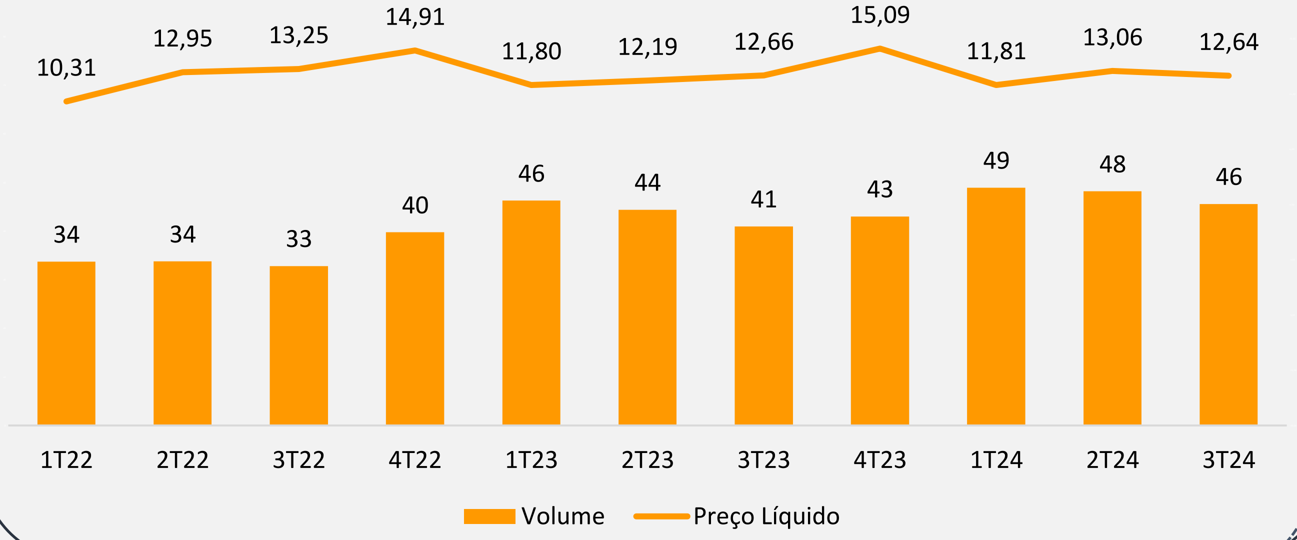
Evolução Volumes vs. Preço Líquido

Volumes — Preço Líquido (R$/Kg)

3T24

+11,3% Volume YoY	**-5,4%** Volume QoQ
-0,2% Preço Líquido YoY	**-3,3%** Preço Líquido QoQ





Nota: 1- CEPEA; indicador do Trigo Esalq/Senar-PR; CEPEA Esalq; Indicador do Café Arábica.

Internacional

Destaques 3T24

Internacional: Uruguai, Chile, Peru e Equador

Volume das vendas:

156,4 mil tons; -12,7% YoY e -16,8% QoQ no 3T24

Preço Líquido:

R$5,82/kg; +7,8% YoY e +20,9% QoQ no 3T24

Principais Marcas

SAMAN TUCAPEL costeño Rico Arroz La Abundancia

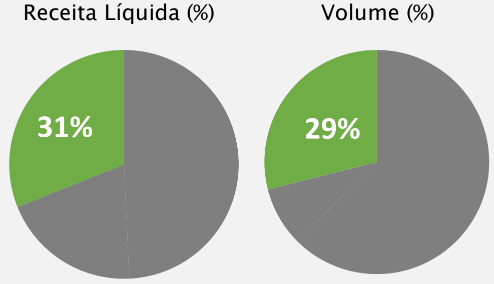
Lo mejor de cada cosecha

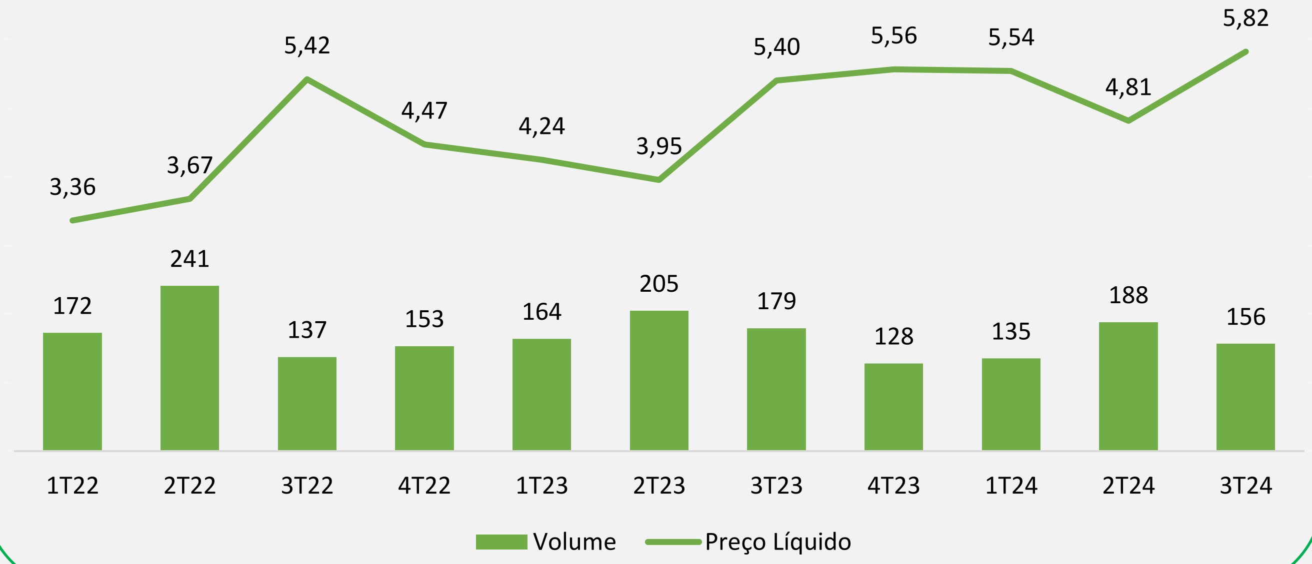
Evolução Volumes vs. Preço Líquido

Volumes — Preço Líquido (R$/Kg)

3T24

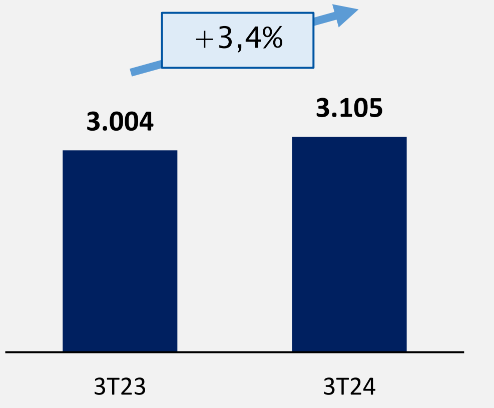
-12,7% Volume YoY	**-16,8%** Volume QoQ
+7,8% Preço Líquido YoY	**+20,9%** Preço Líquido QoQ



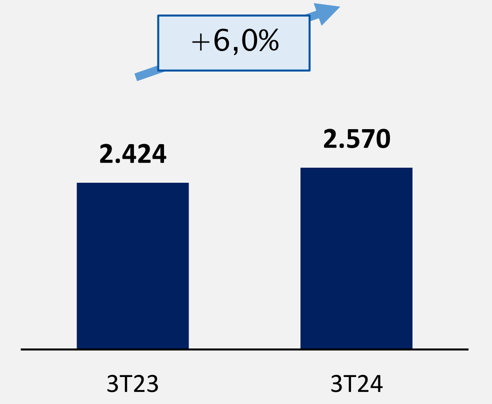


Destaques Financeiros | 3T24 vs. 3T23

Receita Líquida

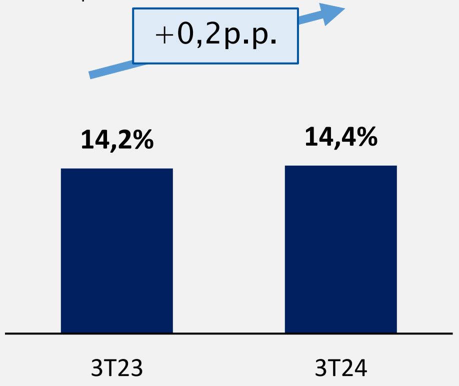


CPV

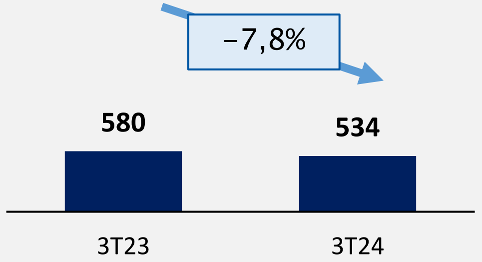


SG&A

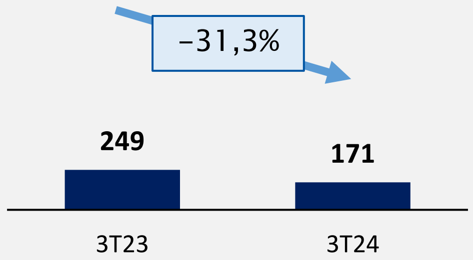
% Receita Líquida



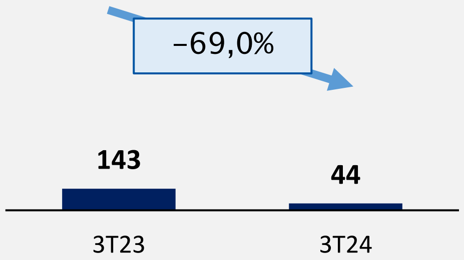
Lucro Bruto



EBITDA



Lucro Líquido



Margens
(% Receita líquida)

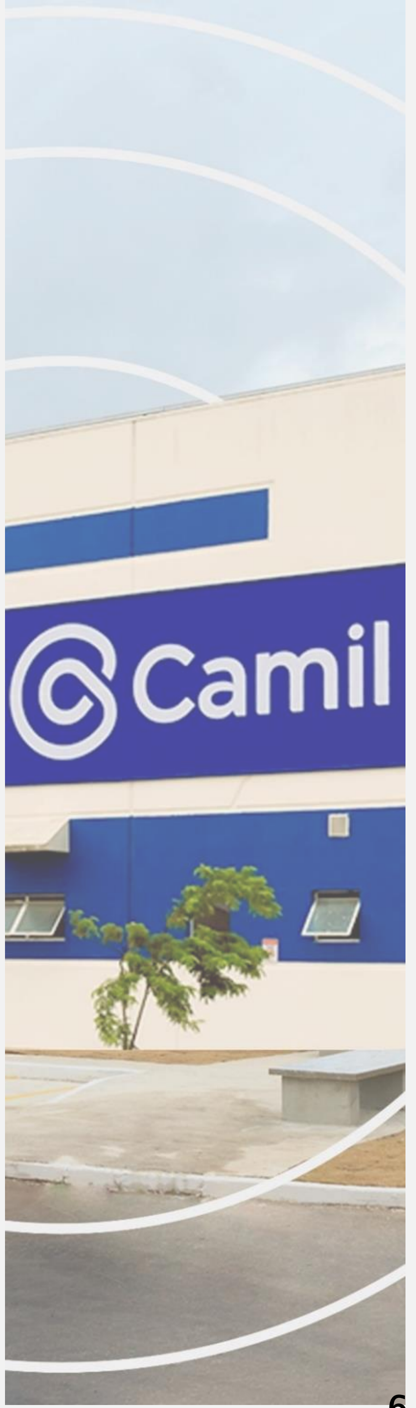
	Lucro Bruto	EBITDA	Lucro Líquido
3T23	19,3%	8,3%	4,8%
3T24	17,2%	5,5%	1,4%
Variação	-2,1 p.p.	-2,8 p.p.	-3,3 p.p.

Receita Líquida: R$3,1 bilhões (+3,4% YoY)

Lucro Bruto: R$534,2 milhões(-7,8% YoY) e margem de 17,2% (-2,1 p.p. YoY) no 3T24

EBITDA: R$171 milhões (-31,3% YoY) e margem de 5,5% (-2,8 p.p. YoY) no 3T24

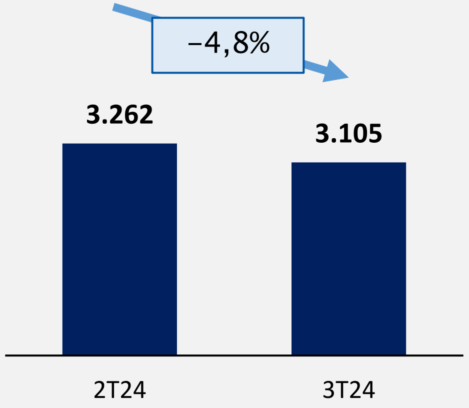
Excluindo efeitos não recorrentes de R$24,5 milhões, o EBITDA Ajustado atingiu R$196 (-21,4% YoY) e margem de 6,3% (-2,0pp YoY).



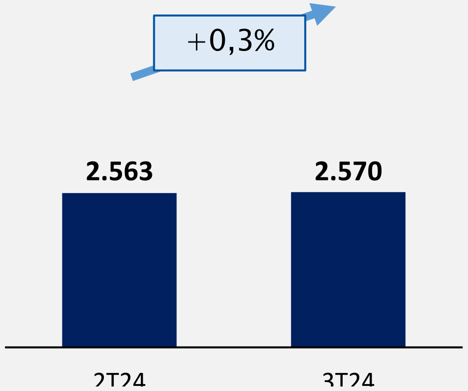
1- EBITDA Ajustado exclui os efeitos não recorrentes de R$24,5 milhões referentes a multas de rescisões contratuais de fornecedores, contingências e processos judiciais, assim como outras receitas de atualização monetária

Destaques Financeiros | 3T24 vs. 2T24

Receita Líquida

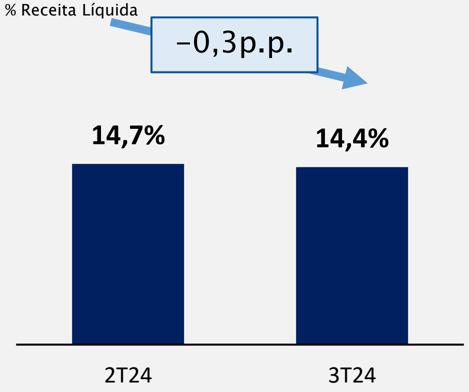


CPV

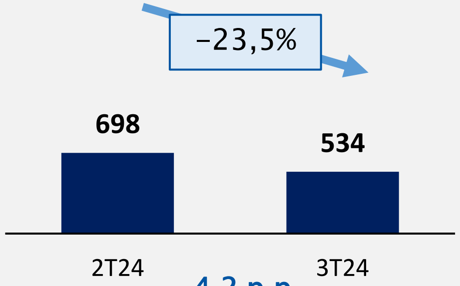


SG&A

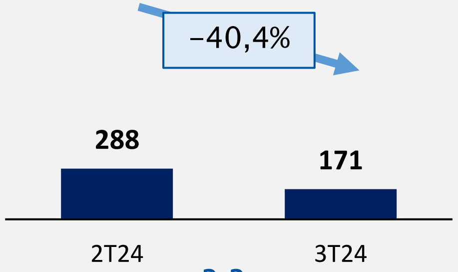
% Receita Líquida



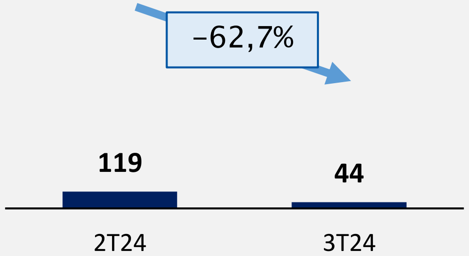
Lucro Bruto



EBITDA

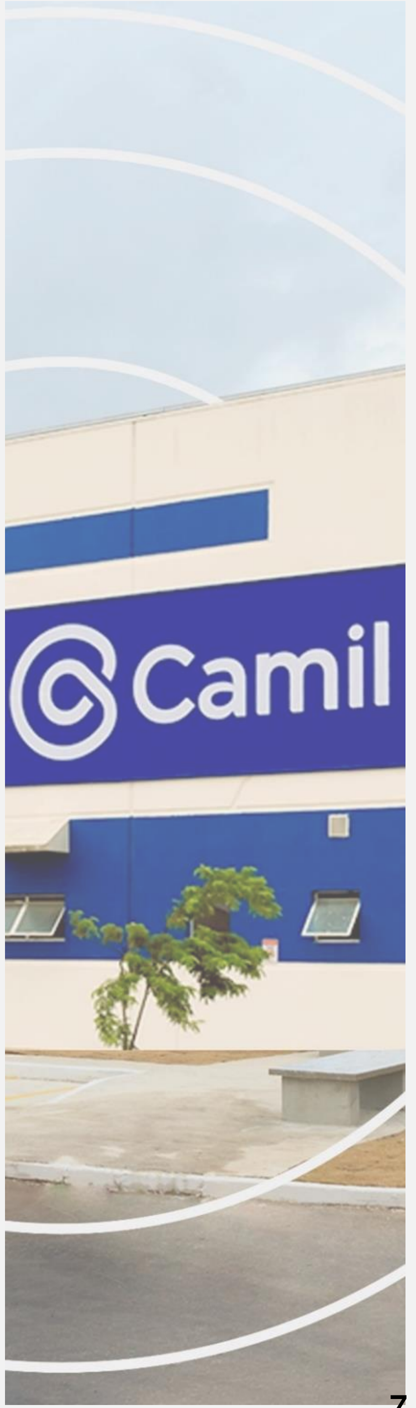


Lucro Líquido



Margens
(% Receita líquida)

	Lucro Bruto	EBITDA	Lucro Líquido
2T24	21,4%	8,8%	3,6%
3T24	17,2%	5,5%	1,4%
Variação	-4,2 p.p.	-3,3 p.p.	-2,2 p.p.



Receita Líquida: R$3,1 bilhões (-4,8% QoQ)

Lucro Bruto: R$534 milhões(-23,5% QoQ) e margem de 17,2% (-4,2 p.p. QoQ) no 3T24

EBITDA: R$171 milhões (-40,4% QoQ) e margem de 5,5% (-3,3 p.p. QoQ) no 3T24

Excluindo efeitos não recorrentes de R$24,5 milhões, o EBITDA Ajustado atingiu R$196 (-31,9% QoQ) com margem de 6,3% (-2,5pp QoQ).

1- EBITDA Ajustado exclui os efeitos não recorrentes de R$24,5 milhões referentes a multas de rescisões contratuais de fornecedores, contingências e processos judiciais, assim como outras receitas de atualização monetária

Endividamento, Capex & Capital de Giro

Endividamento

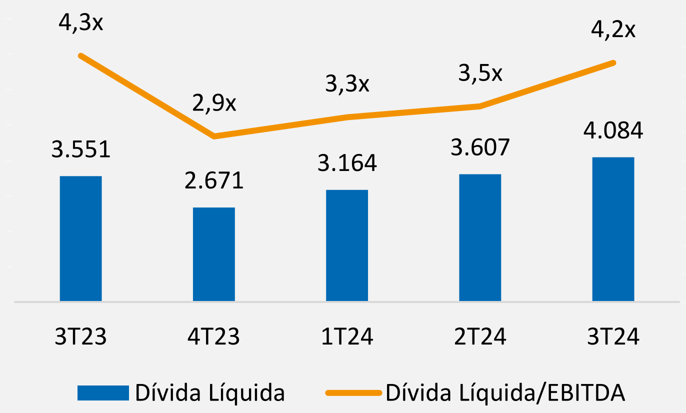
Endividamento (em R$mn) Data de Fechamento	3T23 nov-23	2T24 ago-24	3T24 nov-24	3T24 VS 3T23	3T24 VS 2T24
Endividamento Total	**5.051,8**	**6.269,3**	**5.930,1**	**17,4%**	**-5,4%**
Empréstimos e Financiamentos	2.454,0	2.912,7	2.794,7	13,9%	-4,1%
Debêntures	2.597,8	3.356,6	3.135,4	20,7%	-6,6%
Curto Prazo	2.041,0	2.047,9	1.829,8	-10,3%	-10,6%
Longo Prazo	3.010,8	4.221,4	4.100,3	36,2%	-2,9%
Alavancagem					
Dívida Bruta	5.051,8	6.269,3	5.930,1	17,4%	-5,4%
Caixa + aplicações fin.	1.501,1	2.648,4	1.845,8	23,0%	-30,3%
Dívida Líquida	**3.550,7**	**3.620,9**	**4.084,3**	**15,0%**	**12,8%**
Dív.Líq./EBITDA UDM (x)	***4,3x***	***3,5x***	***4,2x***	***-0,1x***	***0,8x***

Capital de Giro

Capital de Giro Data de Fechamento	3T23 nov-23	2T24 ago-24	3T24 nov-24	3T24 VS 3T23	3T24 VS 2T24
Estoques	**1.928,9**	**2.450,5**	**2.234,5**	***15,8%***	***-8,8%***
Adiantamento a Fornecedores	**582,9**	**562,0**	**727,6**	***24,8%***	***29,5%***
Contas a Receber	**1.885,9**	**1.746,8**	**1.977,5**	***4,9%***	***13,2%***
Fornecedores	**1.124,5**	**1.151,8**	**1.202,7**	***7,0%***	***4,4%***
Outros Ativos Correntes	**315,1**	**296,0**	**418,4**	***32,8%***	***41,4%***
Outros Passivos Correntes	**376,2**	**430,6**	**458,5**	***21,9%***	***6,5%***
Capital de Giro	3.212,2	3.473,0	3.696,8	15,1%	6,4%
Dias Capital de Giro	*106 d*	*107 d*	*113 d*	*7 d*	*6 d*

A Camil possui sazonalidade de capital de giro para arroz: os primeiros trimestres do ano apresentam, normalmente, um incremento de capital de giro e o quarto trimestre usualmente apresenta liberação

Dívida Líquida/ EBITDA UDM

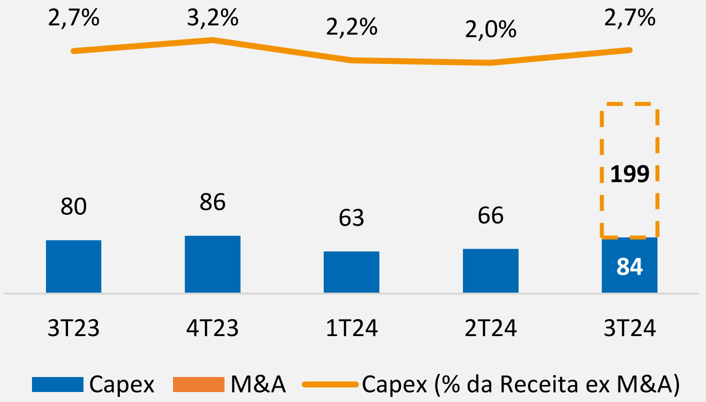


Conclusão da 14ª Emissão de Debêntures – CRA

Em jun/24, conclusão da emissão de R$650 milhões

MOODY'S Nacional: BrAA+ (estável)

Capex (R$mn)



Capex R$83,7 milhões, com manutenção e investimentos na planta de grãos de Cambaí (RS).

Adiantamento de R$199 milhões para aquisição do Paraguai.

Q&A

Luciano Quartiero – CEO
Flavio Vargas – CFO

Relações com Investidores

Jenifer Nicolini – Gerente RI e ESG

Marco Correia – Analista de RI

Yuri Ferreira – Analista de RI

ri@camil.com.br

Camil

Earnings Presentation

3Q24

HIGH TURNOVER

HIGH GROWTH

Camil 3Q24

R$3.1 billions Net Revenue
(+3.4% YoY and -4.8% QoQ)

R$196 millions Adjusted EBITDA[1]
(-21.4% YoY and -31.9% QoQ)

6,3% Margin Adjusted EBITDA[1]
(-2.0p.p. YoY and -2.5p.p QoQ)

540 k tons Volume
(-6.8% YoY and -9.0% QoQ)

High Turnover Brazil: -5.9% YoY and -5.4% QoQ
High Growth Brazil: +11.3% YoY and -5.4% QoQ
International: -12.7% YoY and -16.8% QoQ

Grains - Brazil

Grains - Brazil

Sugar

International

Biscuits

Coffee

Pasta

Fish

1- Adjusted EBITDA includes non-recurring effects of R$24.5 million related to fines for termination of supplier contracts, contingencies from legal proceedings and other revenues from monetary adjustments

Highlights 3Q24

High Turnover: Grains and Sugar in Brazil

Sales Volume:

338.3 k tons; -5.9% YoY and -5,4% QoQ in 3Q24

- Lower sales volume in grains segment, partially offset by higher sugar exports

Net Price Camil:

R$4.26/kg; +0.1% YoY and -13.0% QoQ in 3Q24

Average price of raw material[1]:

Rice:

R$116.83/bag; +9.9% YoY and +0.9% QoQ in 3Q24

Beans:

R$222.06/bag; +5.5% YoY and -6.7% QoQ in 3Q24

Sugar:

R$153.03/bag; -1.1% YoY and +15.0% QoQ in 3Q24

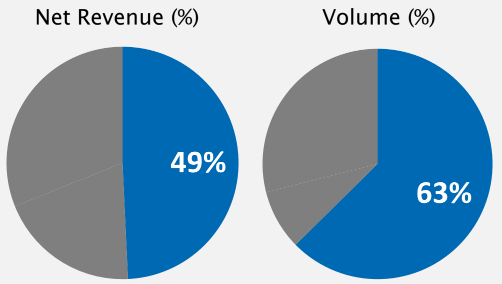
Main Brands

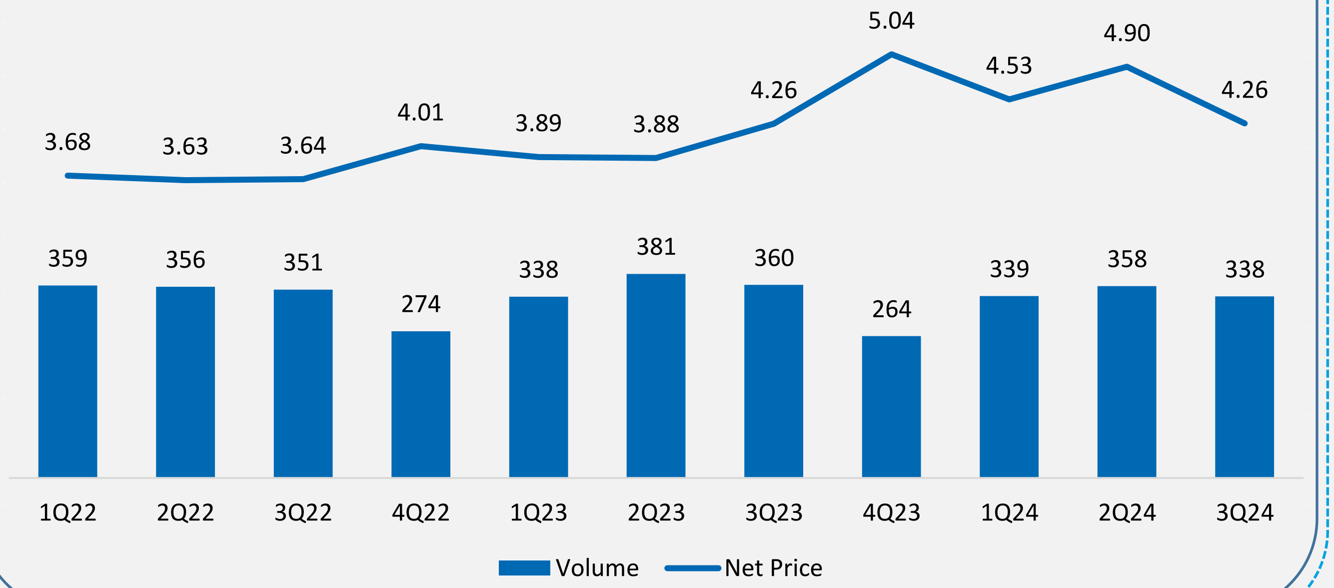
Evolution Volumes vs. Net Price

Volumes — Net Price (R$/Kg)

3Q24

-5.9% Volume YoY	-5.4% Volume QoQ
+0.1% Net Price YoY	-13.0% Net Price QoQ





[1]Source: CEPEA; indicator of paddy rice Esalq/Senar-RS 50kg; Agrolink; indicator of carioca beans Sc 60kg; CEPEA; indicator of Crystal Sugar Esalq-SP 50kg.

Brazil | High Growth

Highlights 3Q24

High Growth: Pasta, Biscuits, Coffee and Fish in Brazil

Sales Volume:

45.5 k tons; +11.3% YoY and -5.4% QoQ in 3Q24

• growth in new business compared to the previous year

Net Price Camil:

R$12.64/kg; -0.2% YoY and -3.3% QoQ in 3Q24

Average price of raw material[1]:

Wheat:

R$1,447.28/saca; +29.3% YoY and -5.2% QoQ in 3Q24

Coffee:

R$1,570.70/saca; +86.4% YoY and +12.0% QoQ in 3Q24

Main Brands

Evolution Volumes vs. Net Price

Volumes | Net Price (R$/Kg)

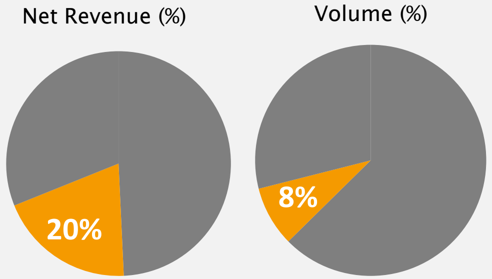
3Q24

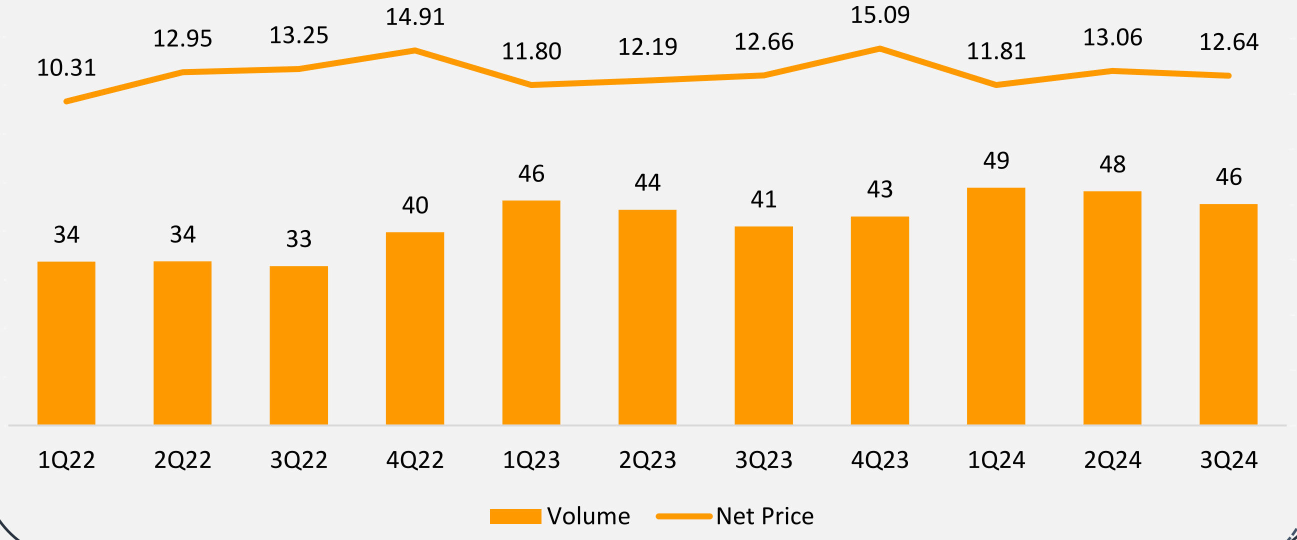
+11.3% Volume YoY

-5.4% Volume QoQ

-0.2% Net Price YoY

-3.3% Net Price QoQ





[1]Source: CEPEA; Esalq/Senar-PR Wheat Indicator; CEPEA Esalq; Arabica Coffee Indicator.

International

Highlights 3Q24

International: Uruguay, Chile, Peru e Ecuador
Sales Volume:
156.4 k tons; -12.7% YoY and -16.8% QoQ in 3Q24

Net Price:
R$5.82/kg; +7.8% YoY and +20.9% QoQ in 3Q24

Main Brands

Evolution Volumes vs. Net Price

Volumes — Net Price (R$/Kg)

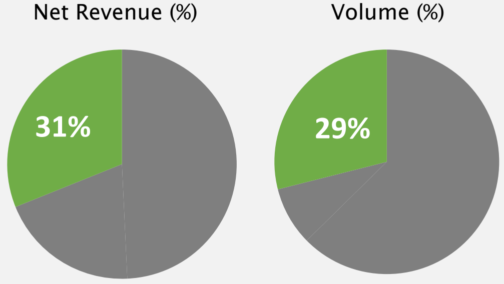
3Q24

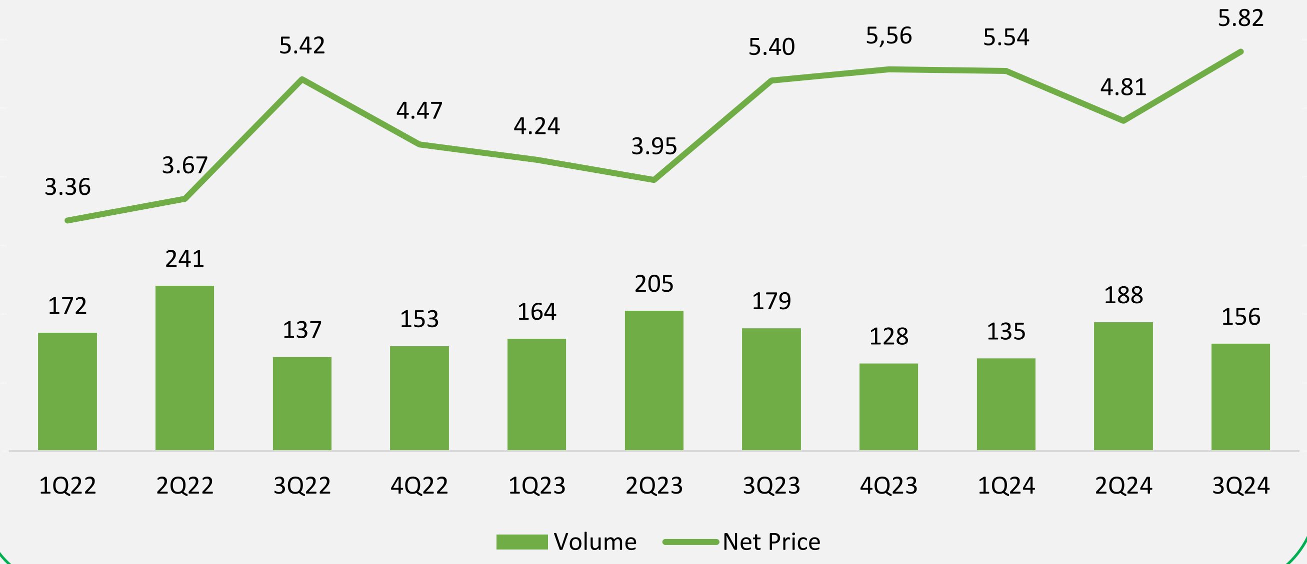
-12.7% Volume YoY

-16.8% Volume QoQ

+7.8% Net Price YoY

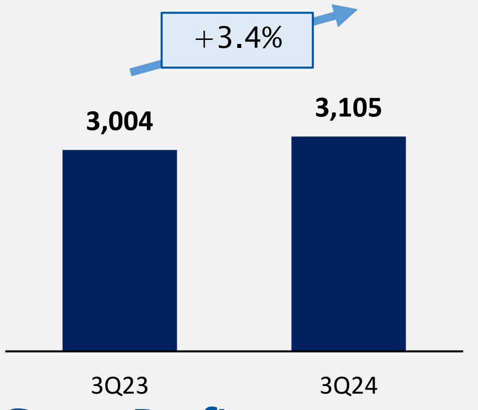
+20.9% Net Price QoQ



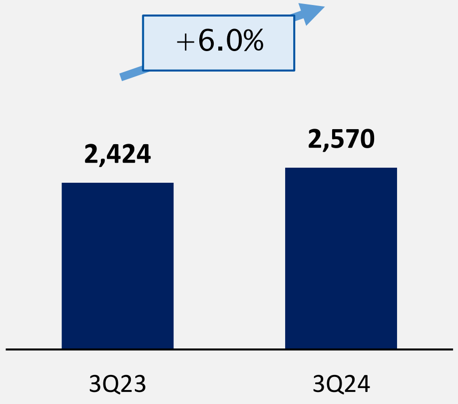


Financial Highlights | 3Q24 vs. 3Q23

Net Revenue

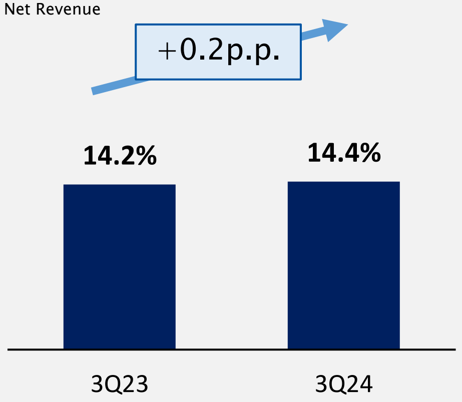


COGS

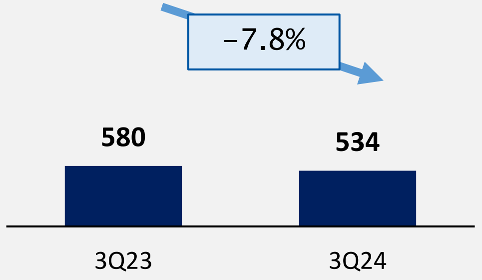


SG&A

% Net Revenue

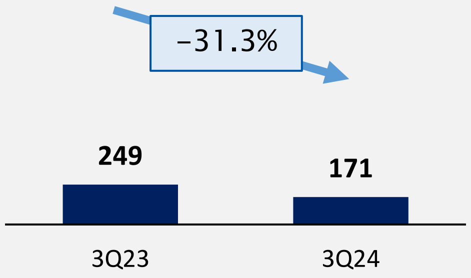


Gross Profit



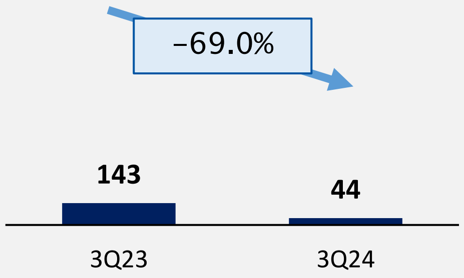
-2.1 p.p.

EBITDA



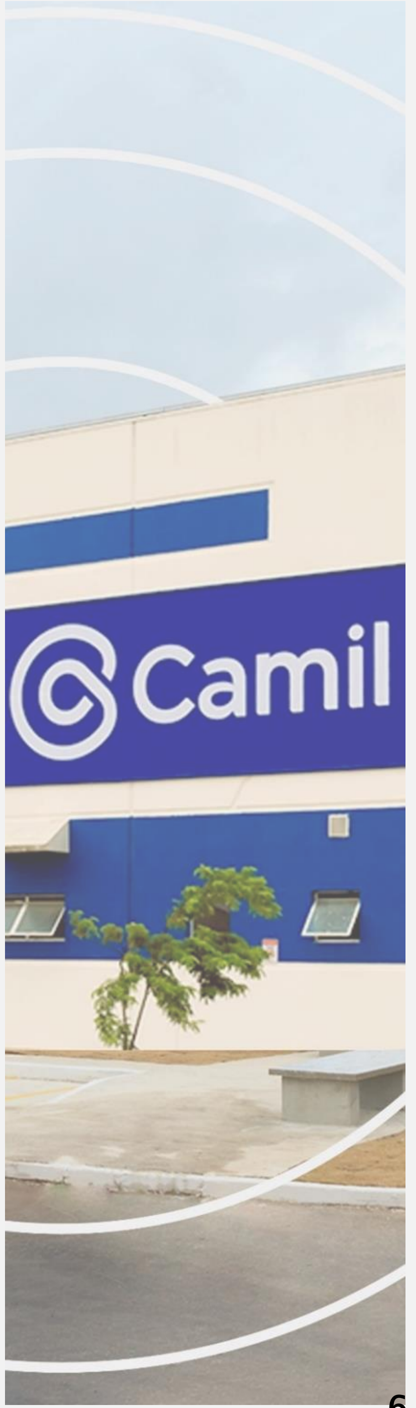
-2.8 p.p.

Net Profit



-3.3 p.p.

Margins (% Net Revenue)	3Q23	3Q24
Gross Profit	19.3%	17.2%
EBITDA	8.3%	5.5%
Net Profit	4.8%	1.4%



Net Revenue: R$3.1 billion (+3.4% YoY)

Gross Profit: R$534 million (-7.8% YoY) and margin of 17.2% (-2.1 p.p. YoY) in 3Q24

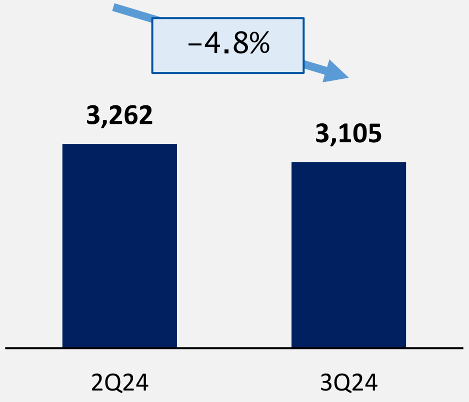
EBITDA: R$171 million (-31.3% YoY) and margin of 5.5% (-2.8 p.p. YoY) in 3Q24

Excluding non-recurring effects of R$24.5 million, Adjusted EBITDA reached R$196 million (-21.4% YoY) and a margin of 6.3% (-2.0pp YoY).

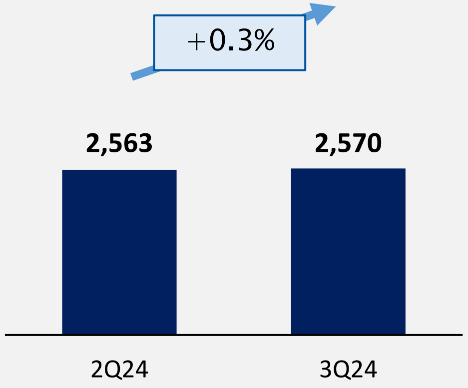
1- Adjusted EBITDA includes non-recurring effects of R$24.5 million related to fines for termination of supplier contracts, contingencies, lawsuits and other recurring revenues from monetary adjustments

Financial Highlights | 3Q24 vs. 2Q24

Net Revenue

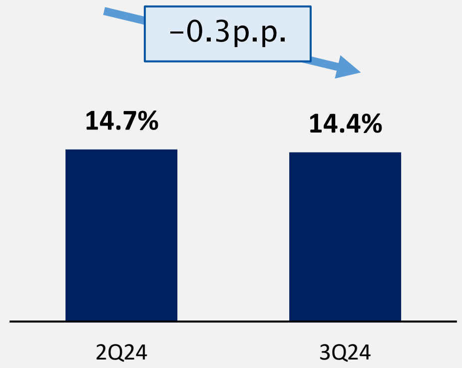


COGS

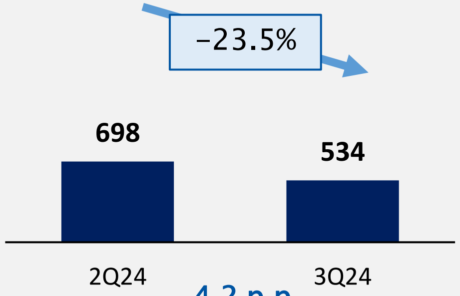


SG&A

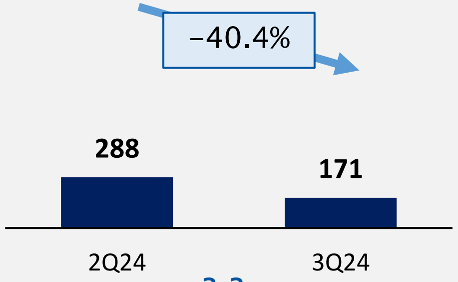
% Net Revenue



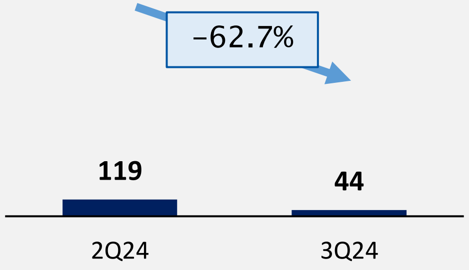
Gross Profit



EBITDA



Net Profit



Margins (% Net Revenue)

	Gross Profit	EBITDA	Net Profit
Change	-4.2 p.p.	-3.3 p.p.	-2.2 p.p.
2Q24	21.4%	8.8%	3.6%
3Q24	17.2%	5.5%	1.4%

Net Revenue: R$3.1 billion (-4.8% QoQ)

Gross Profit: R$534 million (-23.5% QoQ) and margin of 17.2% (-4.2 p.p. QoQ) in 3Q24

EBITDA: R$171 million (-40.4% QoQ) and margin of 5.5% (-3.3 p.p. QoQ) in 3Q24

Excluding non-recurring effects of R$24.5 million, Adjusted EBITDA[1] reached R$196 million (-31.9% QoQ) and margin of 6.3% (-2.5pp QoQ).

1- Adjusted EBITDA includes non-recurring effects of R$24.5 million related to fines for termination of supplier contracts, contingencies, lawsuits and other recurring revenues from monetary adjustments

Indebtness, Capex & Working Capital

Indebtness

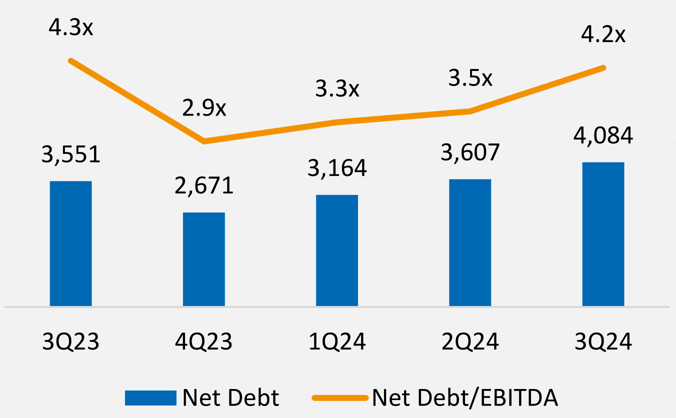
Debt (in R$mn) Closing Date	3Q23 Nov-23	2Q24 Aug-24	3Q24 Nov-24	3Q24 VS 3Q23	3Q24 VS 2Q24
Total Debt	**5,051.8**	**6,269.3**	**5,930.1**	**17.4%**	**-5.4%**
Loans and Financing	2,454.0	2,912.7	2,794.7	13.9%	-4.1%
Debêntures	2,597.8	3,356.6	3,135.4	20.7%	-6.6%
Short Term	2,041.0	2,047.9	1,829.8	-10.3%	-10.6%
Long Term	3,010.8	4,221.4	4,100.3	36.2%	-2.9%
Leverage					
Gross Debt	5,051.8	6,269.3	5,930.1	17.4%	-5.4%
Cash and Equivalents	1,501.1	2,648.4	1,845.8	23.0%	-30.3%
Net Debt	**3,550.7**	**3,620.9**	**4,084.3**	**15.0%**	**12.8%**
Net Debt/EBITDA LTM	***4.3x***	***3.5x***	***4.2x***	**-0.1x**	**0.8x**

Working Capital

Working Capital Closing Date	3Q23 Nov-23	2Q24 Aug-24	3Q24 Nov-24	3Q24 VS 3Q23	3Q24 VS 2Q24
Invetory	**1,928.9**	**2,450.5**	**2,234.5**	***15.8%***	***-8.8%***
Advance to Suppliers	**582.9**	**562.0**	**727.6**	***24.8%***	***29.5%***
Receivable	**1,885.9**	**1,746.8**	**1,977.5**	***4.9%***	***13.2%***
Suppliers	**1,124.5**	**1,151.8**	**1,202.7**	***7.0%***	***4.4%***
Other Current Assets	**315.1**	**296.0**	**418.4**	***32.8%***	***41.4%***
Other Current Liabilities	**376.2**	**430.6**	**458.5**	***21.9%***	***6.5%***
Working Capital	3,212.2	3,473.0	3,696.8	15.1%	6.4%
Days Working Capital	*106 d*	*107 d*	*113 d*	*7 d*	*6 d*

Camil has a 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

Net Debt/ EBITDA LTM

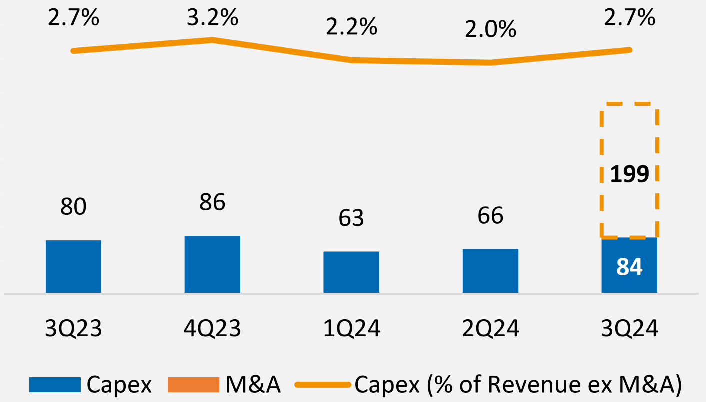


Conclusion of the 14th Debenture Issuance – CRA

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

MOODY'S National: BrAA+ (Stable)

Capex (R$mn)



Capex R$83.7 million, with maintenance and investments in the Cambaí plant

Advance of R$199 million for the acquisition in Paraguay.

Q&A

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Camil