

# Camil

Divulgação de Resultados

# 1T24





ALTO GIRO



# Camil

1T24

R\$2,9 bilhões Receita Líquida  
+9,3% YoY e +8,1% QoQ

R\$255 milhões EBITDA

+28,2% YoY e +0,3% QoQ

8,8% de Margem EBITDA

523 mil tons Volume

-4,6% YoY e +20,2% QoQ

Alto Giro Brasil: +0,3% YoY e +28,2% QoQ

Alto Valor Brasil: +5,8% YoY e +13,7% QoQ

Internacional: -17,5% YoY e +5,7% QoQ

ALTO VALOR



Grãos - Brasil

Grãos - Brasil

Açúcar

Internacional

Biscoitos

Café

Massas

Pescados



## Destques 1T24

### Alto Giro: Grãos e Açúcar no Brasil

#### Volume das vendas:

338,8 mil tons; +0,3% YoY e +28,2% QoQ no 1T24

#### Preço Líquido Camil:

R\$4,53/kg; +16,5% YoY e -10,0% QoQ no 1T24

### Preço médio da matéria-prima<sup>1</sup>:

#### Arroz:

R\$105,68/saca; +22,6% YoY e -13,9% QoQ e no 1T24

#### Feijão:

R\$259,28/saca; -28,6% YoY e -16,4% QoQ no 1T24

#### Açúcar:

R\$143,29/saca; +2,0% YoY e -3,0% QoQ no 1T24

### Principais Marcas



## Evolução Volumes vs. Preço Líquido

### 1T24

**+0,3%**  
Volume YoY

**+16,5%**  
Preço Líquido YoY

**+28,2%**  
Volume QoQ

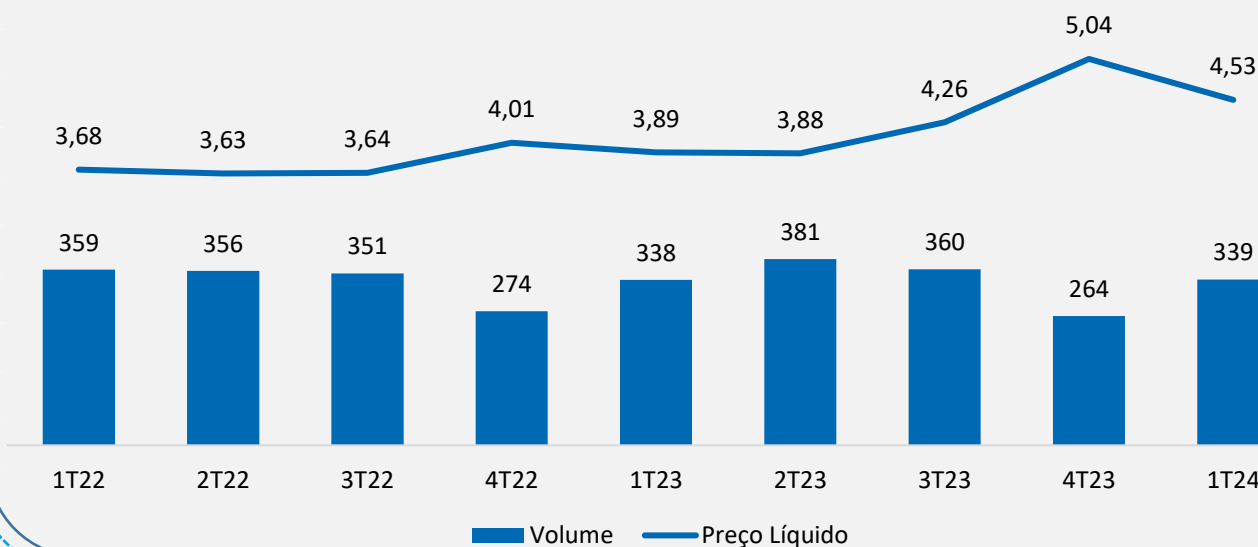
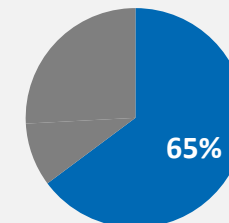
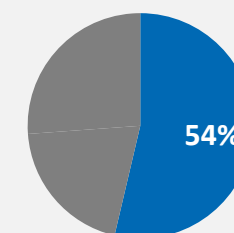
**-10,0%**  
Preço Líquido QoQ

Volumes

Preço Líquido (R\$/Kg)

Receita Líquida (%)

Volume (%)



## Destques 1T24

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

48,9 mil tons; +5,8% YoY e +13,7% QoQ no 1T24  
 • Contínuo crescimento dos novos negócios frente ao ano anterior.

### Preço Líquido Camil:

R\$11,81/kg; +0,1% YoY e -21,7% QoQ no 1T24

### Preço médio da matéria-prima<sup>1</sup>:

#### Trigo:

R\$1.300,43/saca; -16,6% YoY e +3,1% QoQ no 1T24

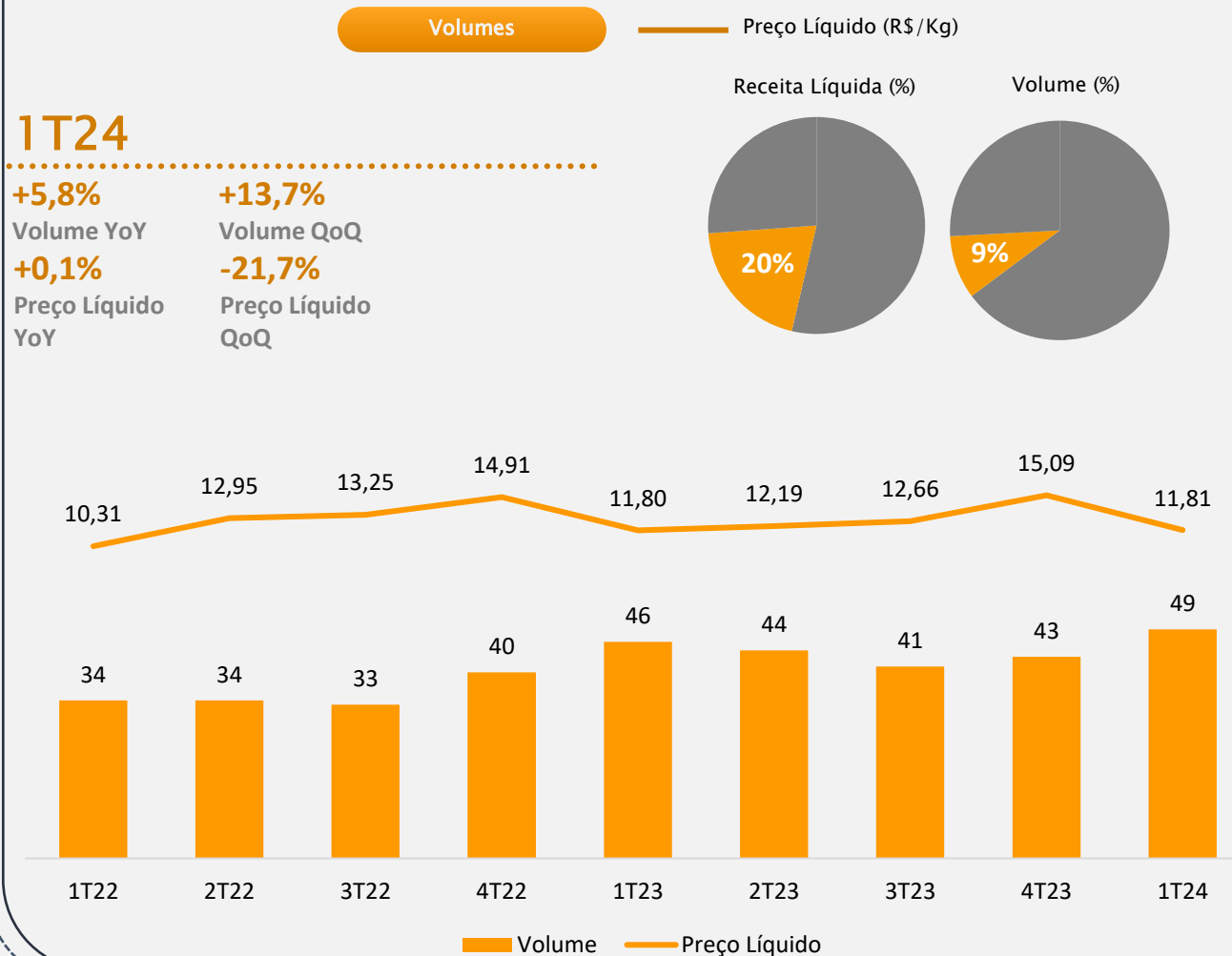
#### Café:

R\$1.129,43/saca; +4,3% YoY e +13,9% QoQ no 1T24

### Principais Marcas



## Evolução Volumes vs. Preço Líquido



## Destques 1T24

Internacional: Uruguai, Chile, Peru e Equador

Volume das vendas:

135,1 mil tons; -17,5% YoY e +5,7% QoQ no 1T24

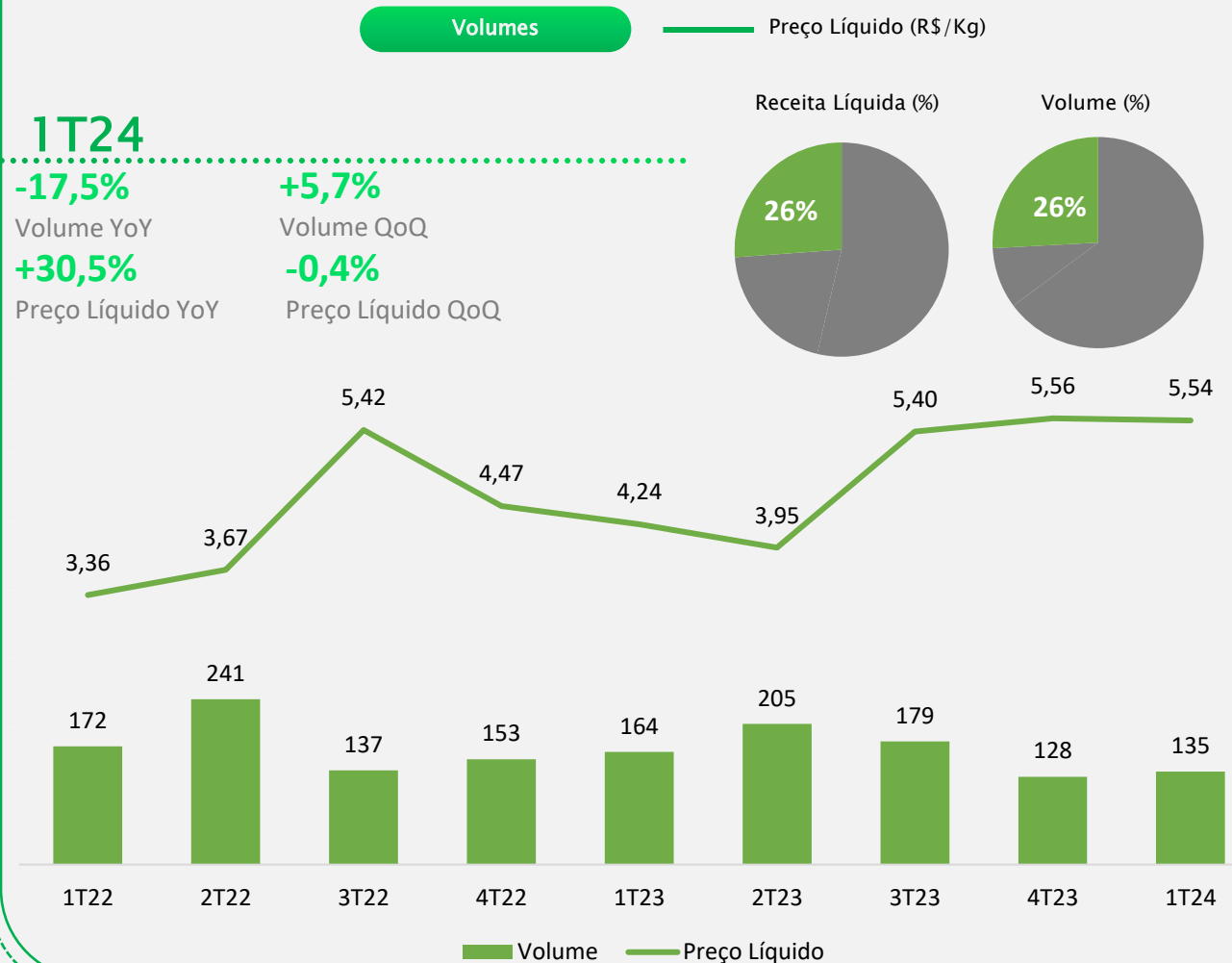
Preço Líquido:

R\$5,54/kg; +30,5% YoY e -0,4% QoQ no 1T24

### Principais Marcas

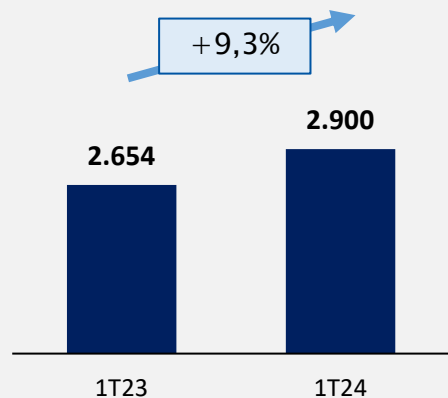


## Evolução Volumes vs. Preço Líquido

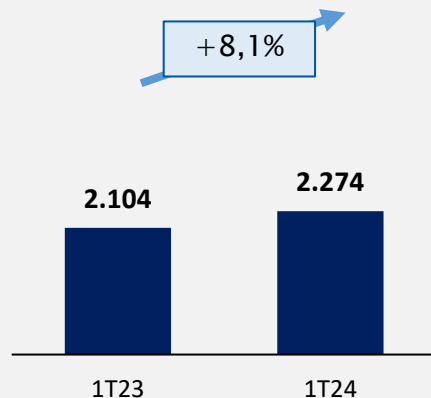


# Destques Financeiros | 1T23 vs. 1T24

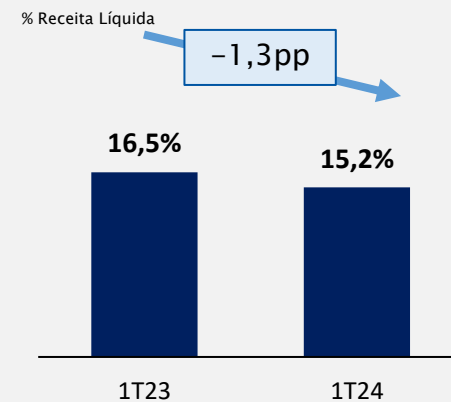
## Receita Líquida



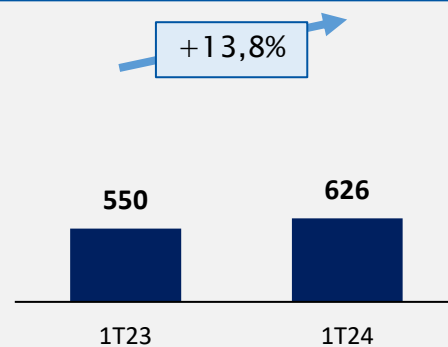
## CPV



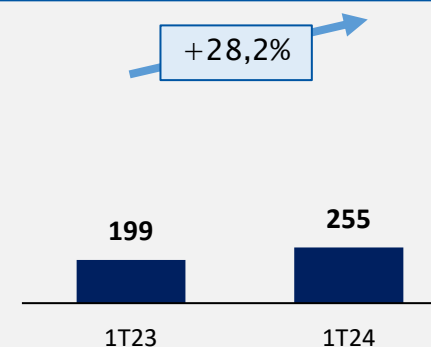
## SG&A



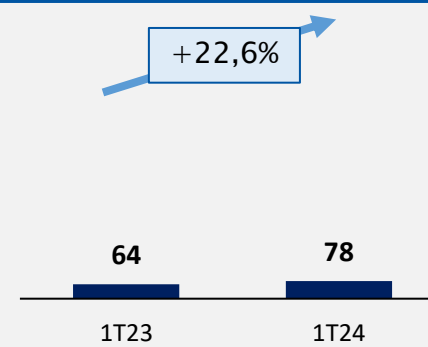
## Lucro Bruto



## EBITDA



## Lucro Líquido



## Margens

(% Receita Líquida)

20,7%

21,6%

7,5%

8,8%

2,4%

2,7%

Receita Líquida: R\$2,9 bilhões (+9,3% YoY)

Lucro Bruto: R\$626 milhões(+13,8% YoY) e margem de 21,6% no 1T24

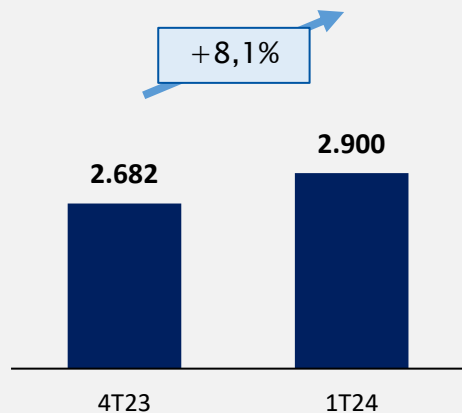
EBITDA: R\$255 milhões (+28,2% YoY) e margem de 8,8% no 1T24



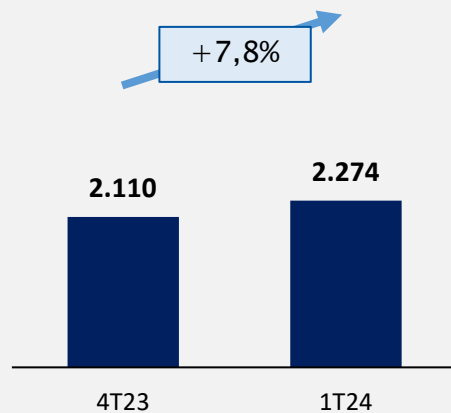


# Destques Financeiros | 4T23 vs. 1T24

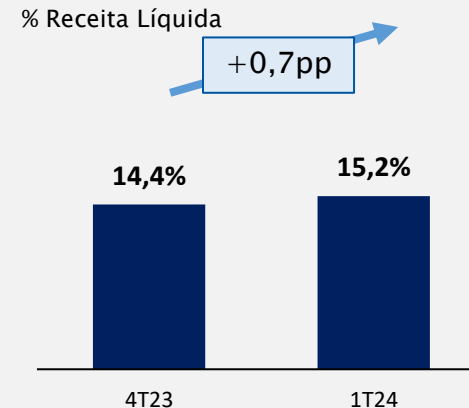
## Receita Líquida



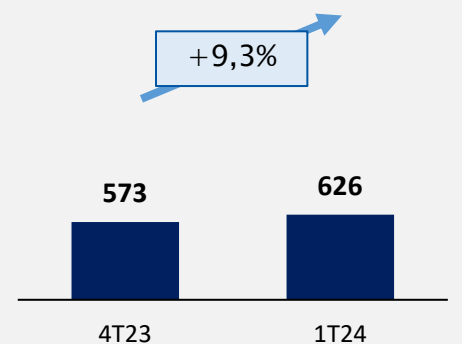
## CPV



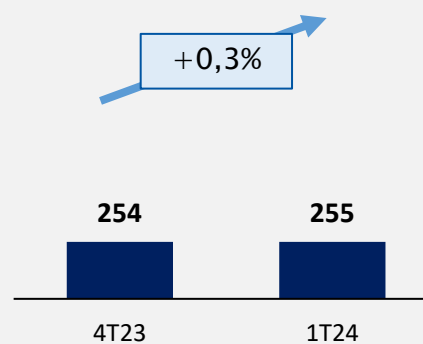
## SG&A



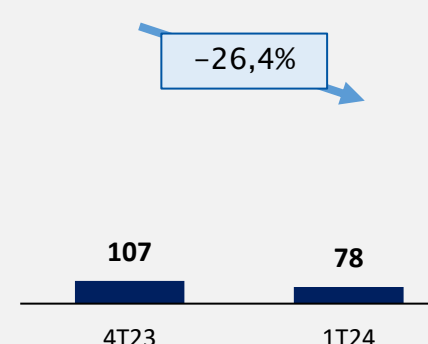
## Lucro Bruto



## EBITDA



## Lucro Líquido



Margens  
(% Receita líquida)

21,3%

21,6%

9,5%

8,8%

4,0%

2,7%

Receita Líquida: R\$2,9 bilhões (+8,1% QoQ)

Lucro Bruto: R\$626 milhões (+9,3% QoQ) e margem de 21,6% no 1T24

EBITDA: R\$255 milhões (+0,3% QoQ) e margem de 8,8% no 1T24

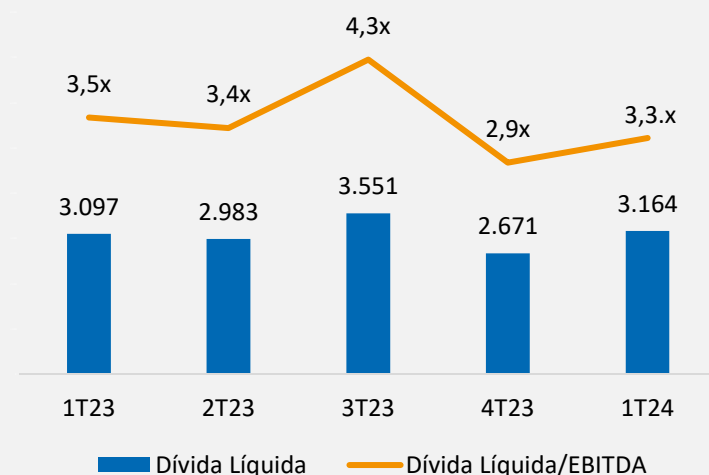


# Endividamento, Capex & Capital de Giro

## Endividamento

Endividamento (em R\$mn)	1T23	4T23	1T24	1T24	1T24
Data Fechamento	mai-23	fev-24	mai-24	VS 1T23	VS 4T23
<b>Endividamento Total</b>	<b>4.017,9</b>	<b>5.486,0</b>	<b>5.205,6</b>	<b>29,6%</b>	<b>-5,1%</b>
Empréstimos e Financiamentos	2.070,2	2.198,7	2.570,8	24,2%	16,9%
Debêntures	1.947,7	3.287,3	2.634,8	35,3%	-19,9%
<b>Curto Prazo</b>	<b>1.482,0</b>	<b>1.669,0</b>	<b>1.566,0</b>	<b>5,7%</b>	<b>-6,2%</b>
<b>Longo Prazo</b>	<b>2.535,9</b>	<b>3.817,0</b>	<b>3.639,6</b>	<b>43,5%</b>	<b>-4,6%</b>
<b>Alavancagem</b>					
Dívida Bruta	4.017,9	5.486,0	5.205,6	29,6%	-5,1%
Caixa + aplicações fin.	921,2	2.815,2	2.041,4	121,6%	-27,5%
<b>Dívida Líquida</b>	<b>3.096,7</b>	<b>2.670,8</b>	<b>3.164,2</b>	<b>2,2%</b>	<b>18,5%</b>
<b>Dív.Líqu./EBITDA UDM (x)</b>	<b>3,5x</b>	<b>2,9x</b>	<b>3,3x</b>	<b>-0,2x</b>	<b>0,4x</b>

## Dívida Líquida/ EBITDA UDM



### Conclusão da 14ª Emissão de Debêntures - CRA

Em jun/24, conclusão da emissão de R\$650,0 milhões

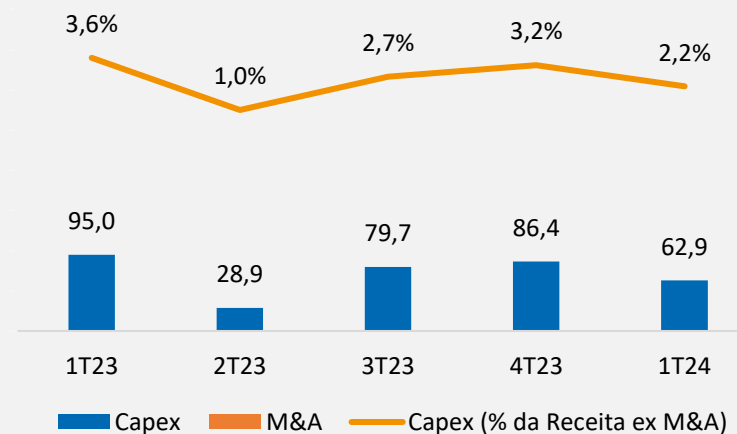
**MOODY'S** Nacional: BrAA+ (estável)

## Capital de Giro

Capital de Giro	1T23	4T23	1T24	1T24	1T24
Data de fechamento	mai-23	fev-24	mai-24	VS 1T23	VS 4T23
<b>Estoques</b>	<b>2.493,6</b>	<b>1.412,0</b>	<b>2.470,0</b>	<b>-0,9%</b>	<b>74,9%</b>
<b>Adiantamento a fornecedores</b>	<b>719,0</b>	<b>562,0</b>	<b>641,1</b>	<b>-10,8%</b>	<b>14,1%</b>
<b>Contas a receber</b>	<b>1.379,3</b>	<b>1.359,4</b>	<b>1.920,1</b>	<b>39,2%</b>	<b>41,2%</b>
<b>Fornecedores</b>	<b>1.735,8</b>	<b>945,7</b>	<b>1.946,4</b>	<b>12,1%</b>	<b>105,8%</b>
<b>Outros Ativos Correntes</b>	<b>382,4</b>	<b>271,3</b>	<b>299,4</b>	<b>-21,7%</b>	<b>10,4%</b>
<b>Outros Passivos Correntes</b>	<b>397,4</b>	<b>330,7</b>	<b>489,7</b>	<b>23,2%</b>	<b>48,1%</b>
<b>Capital de Giro</b>	<b>2.841,1</b>	<b>2.328,3</b>	<b>2.894,5</b>	<b>1,9%</b>	<b>24,3%</b>
<i>Dias Capital de Giro</i>	<i>99 d</i>	<i>76 d</i>	<i>92 d</i>	<i>-7 d</i>	<i>16 d</i>

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

## Capex (R\$mn)



Capex R\$62,9 milhões, em investimentos na Nova Cambaí e massas



# Alimentando nossa Transformação em ESG



Todas as ações ESG alinhadas aos  
**Pilares Estratégicos**



**Propósito e Pessoas**



**Eficiência e Crescimento**



**Qualidade e Vendas**

Participante do  
Pacto Global (ONU)



Selo  
Women on Board



Integrante do ISE  
2024

**ISE B3**

## • Apoio ao Rio Grande do Sul

Doações diretas de 7.800 cestas básicas, totalizando mais de 66 toneladas de alimentos.

Doações de alimentos, pelos colaboradores através da plataforma *Clube Camil*.

## • Nossa Gente

**Programa de Mentoria:** mentoria de colaboradores para jovens em situação de vulnerabilidade social, com parceria com a FESA C.R.O.M.A

**Voluntariado Mesa Brasil:** montagem de cestas básicas e doações para ONGs parceiras

**Salary Donation AACD:** doação de colaboradores

**SST:** programas de bem-estar e novo projeto de mapeamento de riscos

## • Meio Ambiente

• No Brasil, atuamos com 100% da nossa energia de fontes renováveis

## • Social

**Escola de Negócios Grãos da Base – Camil:** início do projeto, em parceria com o Instituto Arrastão, para fortalecer negócios em comunidades.

1º ciclo com capacitação de 24 negócios, 4 meses de cursos de gestão de negócios, culinária, marketing, entre outros.



# Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

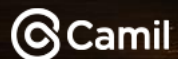
## Relações com Investidores

Jenifer Nicolini – Gerente RI e ESG

Marco Correia – Analista de RI

Yuri Ferreira – Analista de RI

*ri@camil.com.br*





# Camil

Earnings  
Presentation

# 1Q24





HIGH TURNOVER

# Camil

1Q24

HIGH GROWTH

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 material<sup>1</sup>:

#### 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



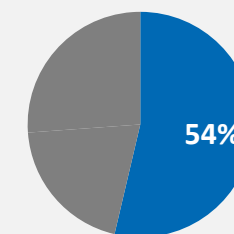
## Evolution Volumes vs. Net Price

### 1Q24

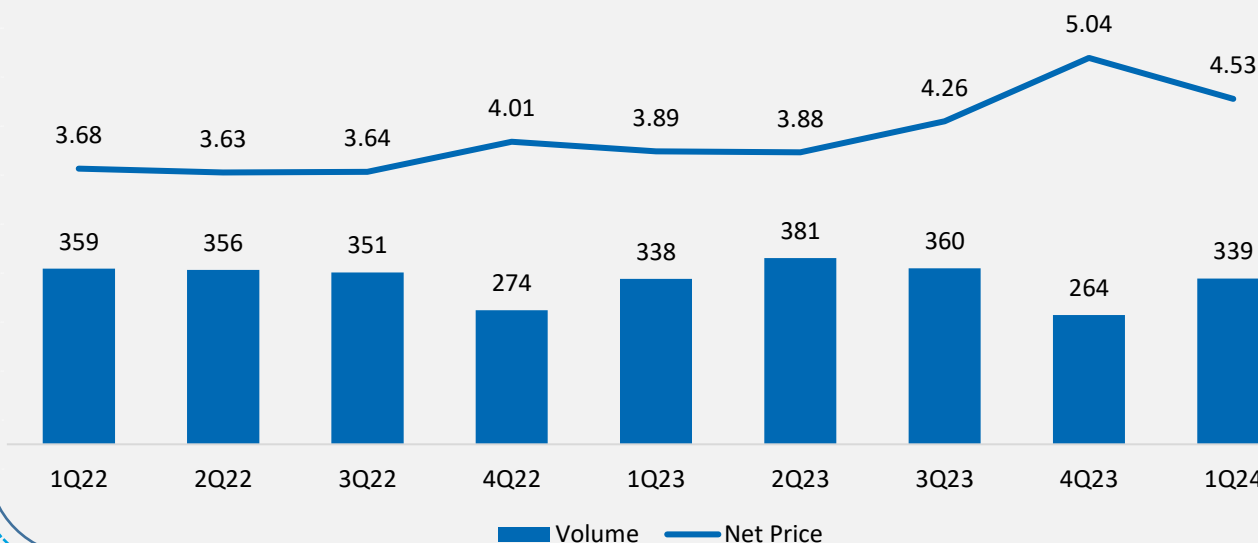
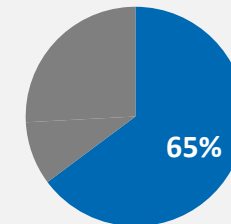
**+0.3%**  
Volume YoY  
**+16.5%**  
Net Price YoY

**+28.2%**  
Volume QoQ  
**-10.0%**  
Net Price QoQ

Net Revenue (%)



Volume (%)



<sup>1</sup>Source: 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 material<sup>1</sup>:

#### Wheat:

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

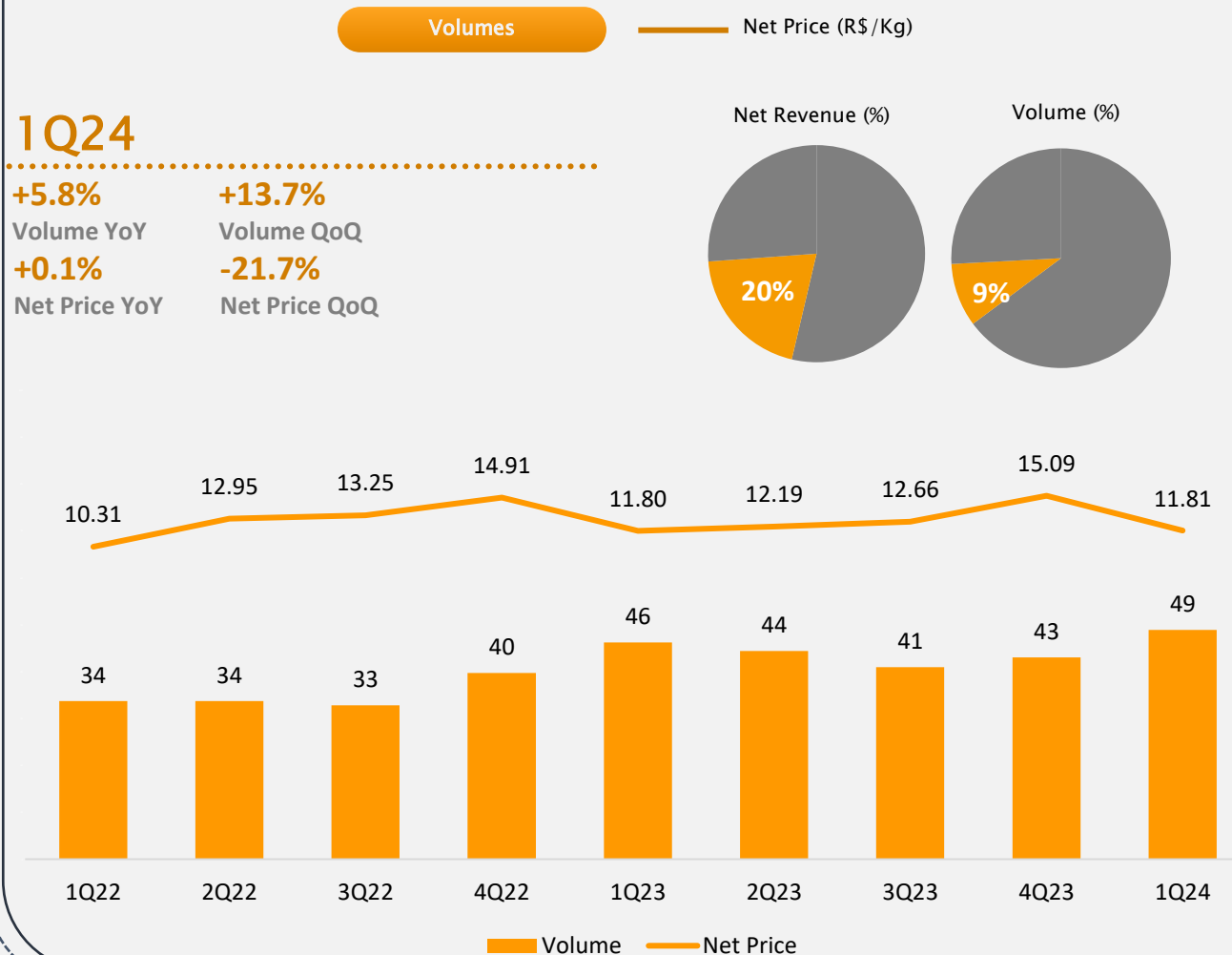
#### Coffee:

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

### Main Brands



## Evolution Volumes vs. Net Price





## Highlights 1Q24

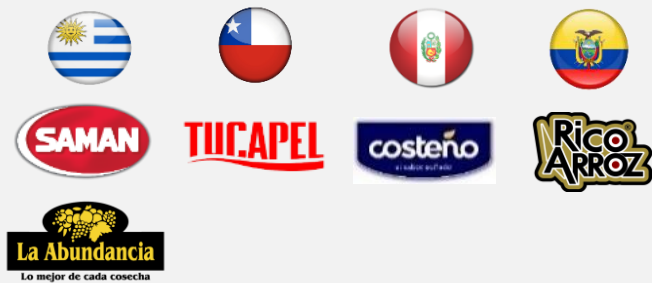
### International: Uruguay, Chile, Peru and Ecuador Sales Volume:

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

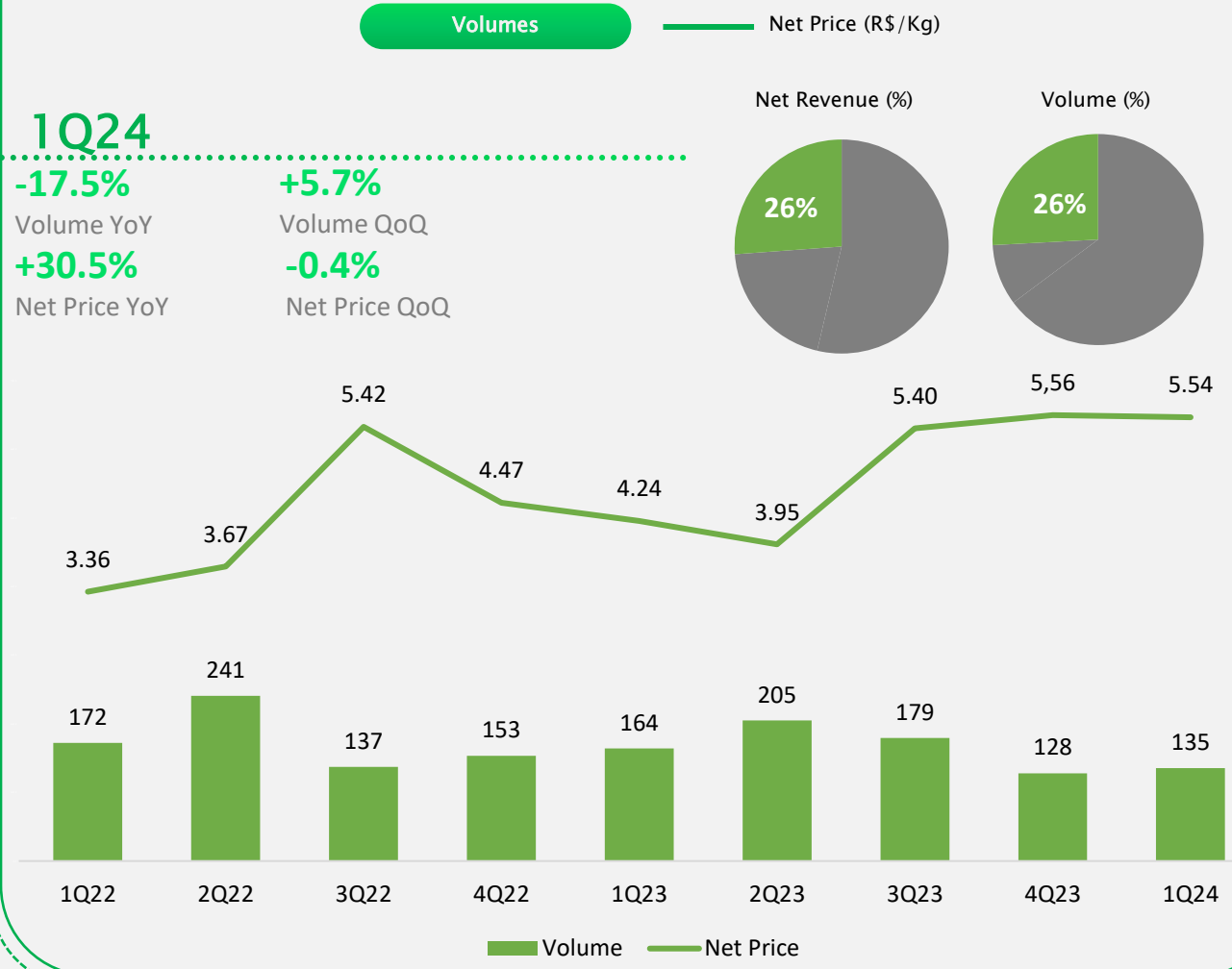
### Net Price:

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

### Main Brands

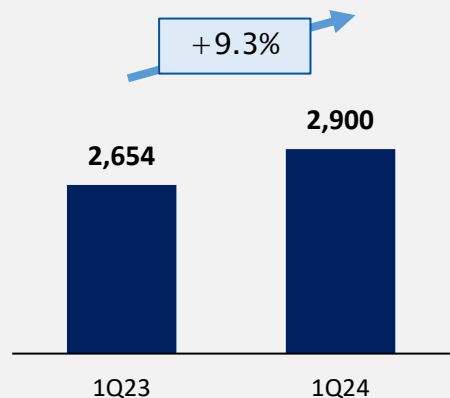


## Evolution Volumes vs. Net Price

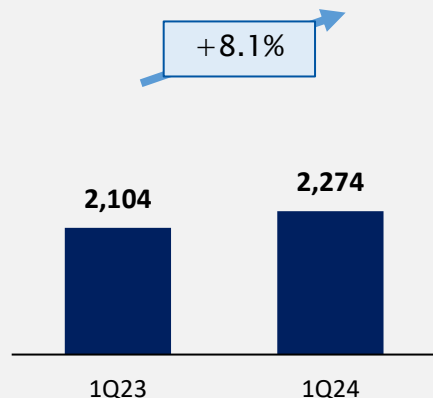


# Financial Highlights | 1Q23 vs. 1Q24

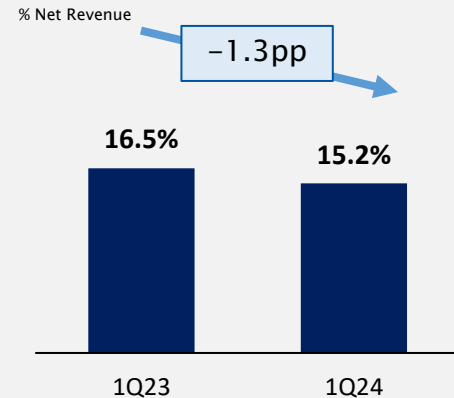
## Net Revenue



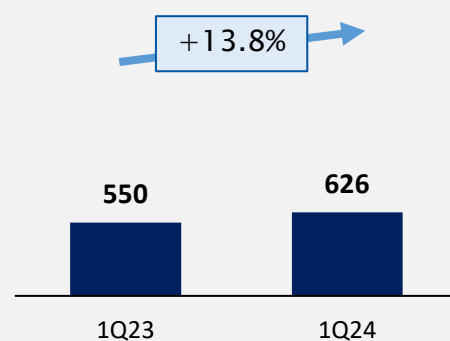
## COGS



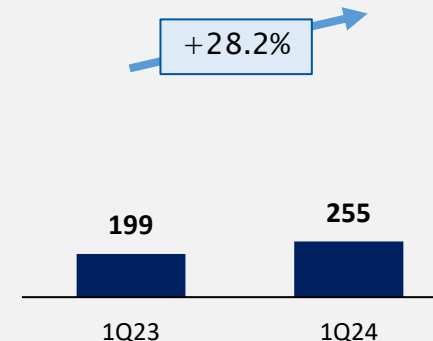
## SG&A



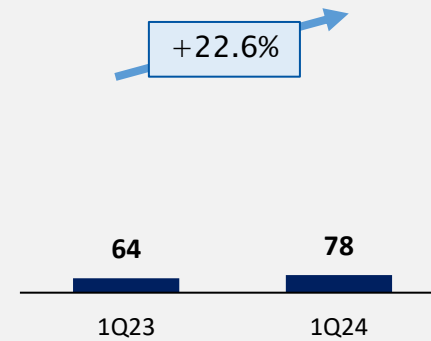
## Gross Profit



## 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)

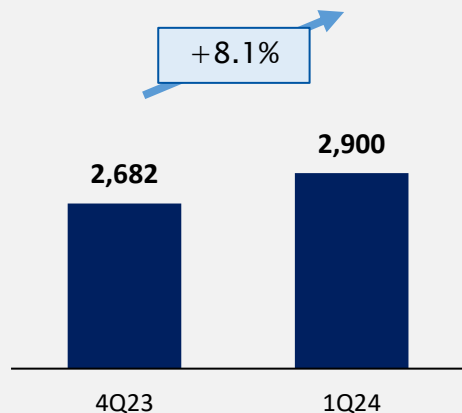
Gross Profit: R\$626 million (+13.8% YoY) with margin of 21.6% in 1Q24

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

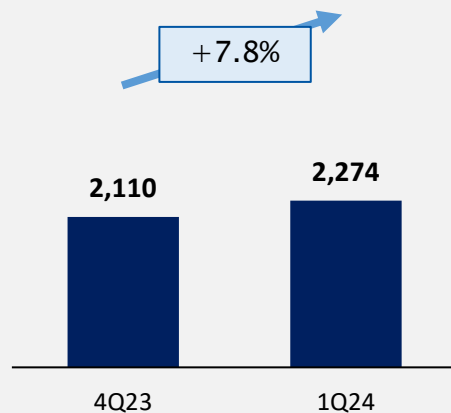


# Financial Highlights | 4Q23 vs. 1Q24

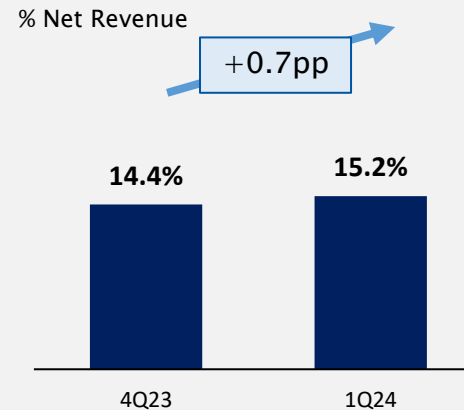
## Net Revenue



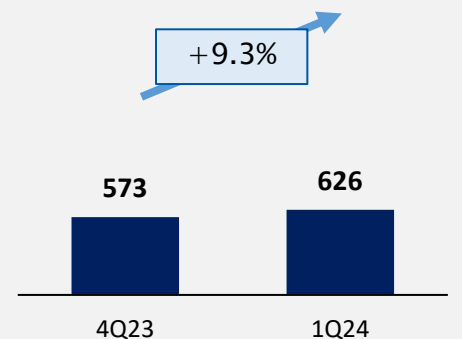
## COGS



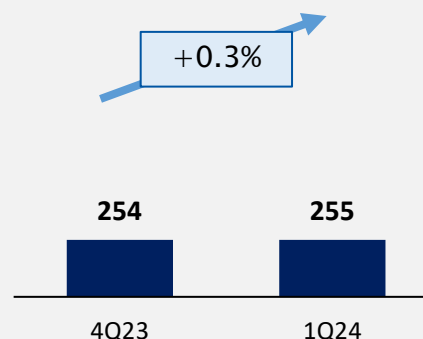
## SG&A



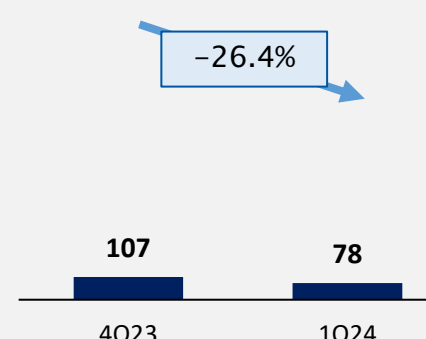
## Gross Profit



## 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



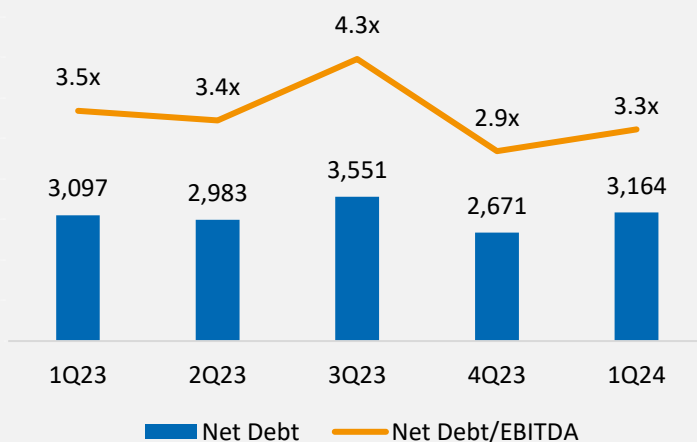


# Indebtness, Capex & Working Capital

## Indebtness

Debt (in R\$m)	1Q23	4Q23	1Q24	1Q24	1Q24
Closing Date	May-23	Feb-24	May-24	VS 1Q23	VS 4Q23
<b>Total Debt</b>	<b>4,017.9</b>	<b>5,486.0</b>	<b>5,205.6</b>	<b>29.6%</b>	<b>-5.1%</b>
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%
<b>Leverage</b>					
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%
<b>Net Debt</b>	<b>3,096.7</b>	<b>2,670.8</b>	<b>3,164.2</b>	<b>2.2%</b>	<b>18.5%</b>
<b>Net Debt/EBITDA LTM</b>	<b>3.5x</b>	<b>2.9x</b>	<b>3.3x</b>	<b>-0.2x</b>	<b>0.4x</b>

## Net Debt/EBITDA LTM



### Conclusion of the 14th Debenture Issuance – CRA

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

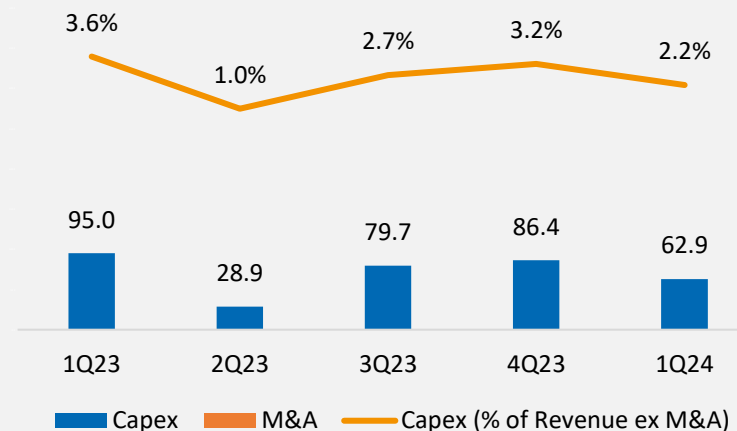
**MOODY'S** National: BrAA+ (stable)

## Working Capital

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

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