

Camil

Divulgação de Resultados

2T24



ALTO GIRO



Camil

2T24

R\$3,2 bilhões Receita Líquida
Recorde (+12,0% YoY e +12,5% QoQ)

R\$288 milhões EBITDA

(+35,4% YoY e +13,0% QoQ)

+R\$1,0bi EBITDA UDM 2T24

8,8% Margem EBITDA

(+1,5p.p. YoY e estável QoQ)

594 mil tons Volume

(-5,7% YoY e +13,6% QoQ)

Alto Giro Brasil: -6,0% YoY e +5,5% QoQ

Alto Valor Brasil: +8,5% YoY e -1,5% QoQ

Internacional: -8,1% YoY e +39,1% QoQ

ALTO VALOR



Grãos - Brasil

Grãos - Brasil

Açúcar

Internacional

Biscoitos

Café

Massas

Pescados



Destques 2T24

Alto Giro: Grãos e Açúcar no Brasil

Volume das vendas:

357,6 mil tons; -6,0% YoY e +5,5% QoQ no 2T24

- base comparativa 2T23 com exportações de açúcar; crescimento YoY no volume varejo de grãos e açúcar.

Preço Líquido Camil:

R\$4,90/kg; +26,3% YoY e +8,0% QoQ no 2T24

Preço médio da matéria-prima¹:

Arroz:

R\$115,75/saca; +33,5% YoY e +9,5% QoQ no 2T24

Feijão:

R\$238,11/saca; -3,1% YoY e -8,2% QoQ no 2T24

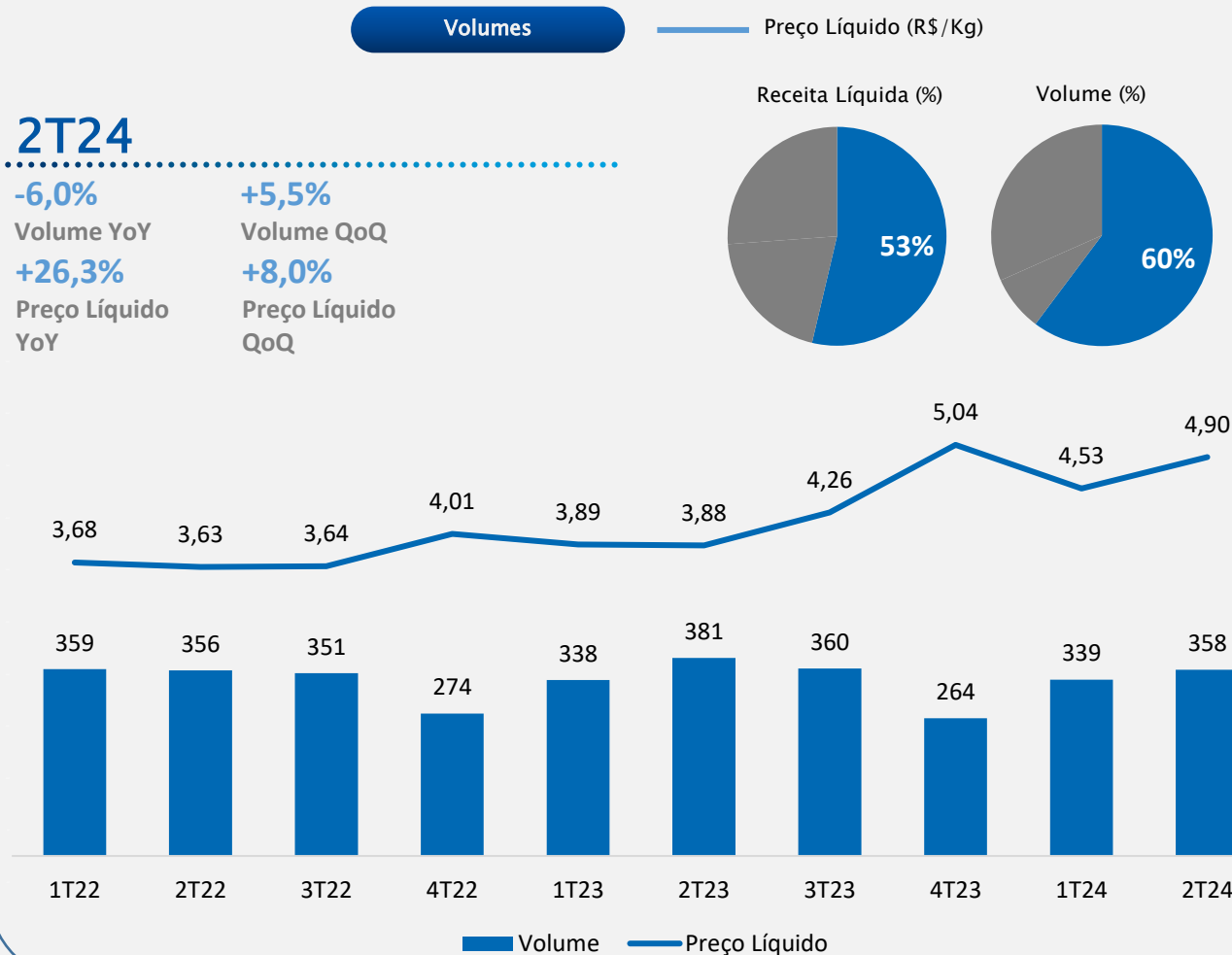
Açúcar:

R\$133,12/saca; -4,2% YoY e -7,1% QoQ no 2T24

Principais Marcas



Evolução Volumes vs. Preço Líquido



¹Fonte: 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.

Destques 2T24

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

48,1 mil tons; +8,5% YoY e -1,5% QoQ no 2T24
 • Contínuo crescimento de volumes em café, parcialmente compensado pela sazonalidade de pescados QoQ.

Preço Líquido Camil:

R\$13,06/kg; +7,1% YoY e +10,6% QoQ no 2T24

Preço médio da matéria-prima¹:

Trigo:

R\$1.527,26/saca; +15,0% YoY e +17,4% QoQ no 2T24

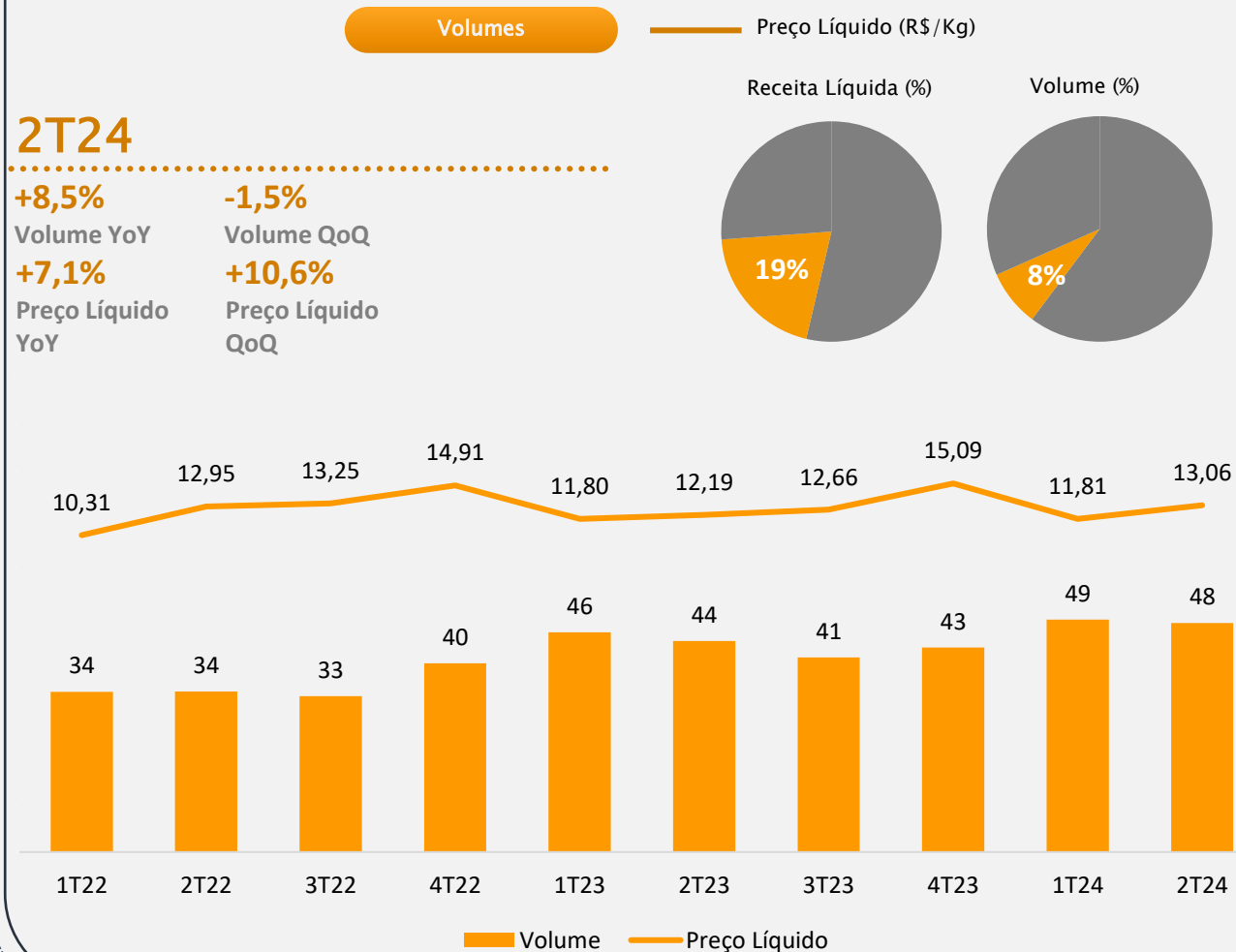
Café:

R\$1.401,97/saca; +63,5% YoY e +24,1% QoQ no 2T24

Principais Marcas



Evolução Volumes vs. Preço Líquido



Destques 2T24

Internacional: Uruguai, Chile, Peru e Equador
Volume das vendas:

187,9 mil tons; -8,1% YoY e +39,1% QoQ no 2T24

Preço Líquido:

R\$4,81 /kg; +21,8% YoY e -13,1% QoQ no 2T24

Principais Marcas

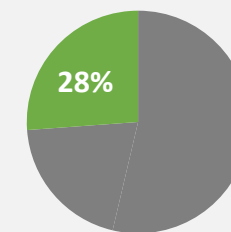


Evolução Volumes vs. Preço Líquido

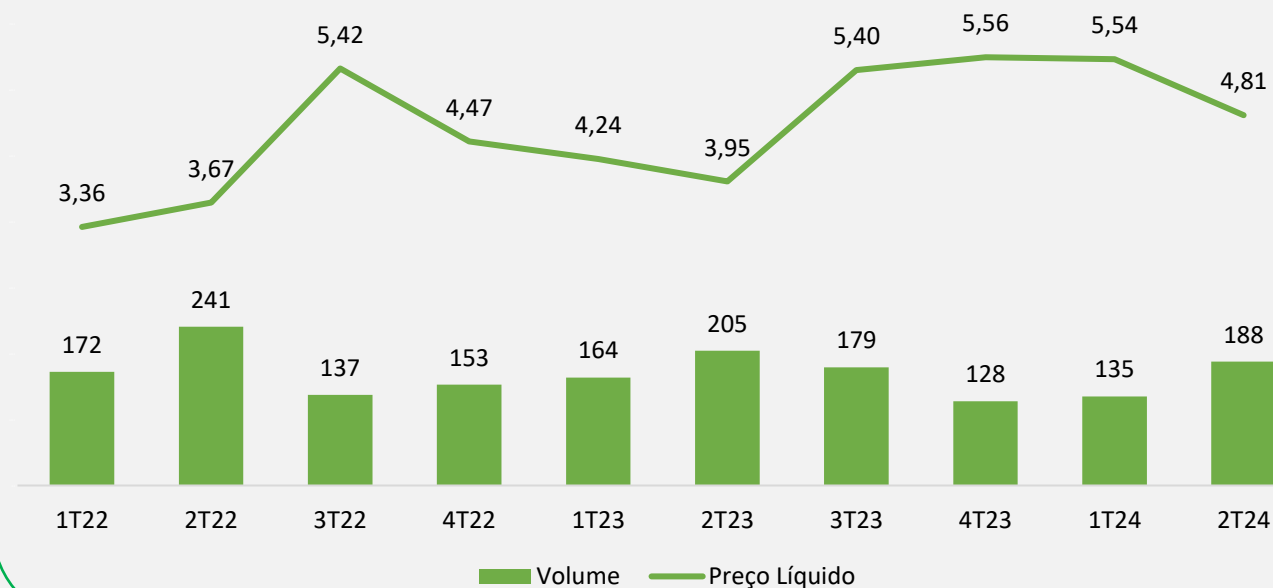
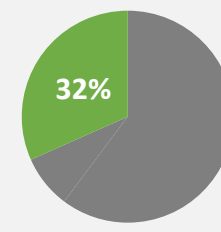
2T24

-8,1% Volume YoY	+39,1% Volume QoQ
+21,8% Preço Líquido YoY	-13,1% Preço Líquido QoQ

Receita Líquida (%)



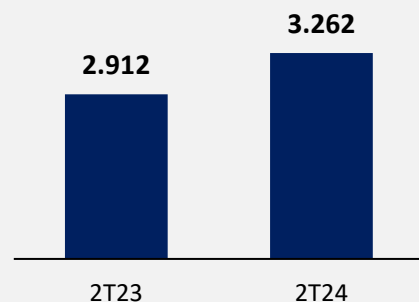
Volume (%)



Destques Financeiros | 2T24 vs. 2T23

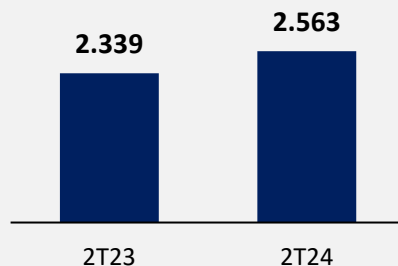
Receita Líquida

+12,0%



CPV

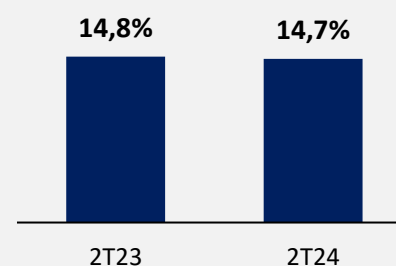
+9,6%



SG&A

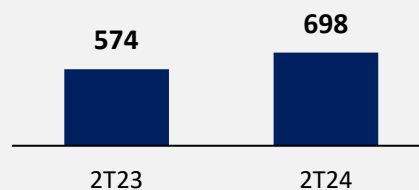
% Receita Líquida

-0,1 p.p.



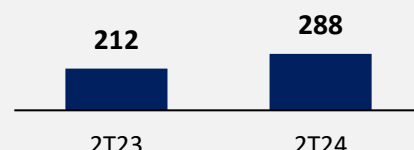
Lucro Bruto

+21,7%



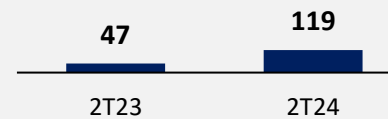
EBITDA

+35,4%



Lucro Líquido

+153,4%



Margens
(% Receita líquida)

19,7%

+1,7 p.p.

21,4%

7,3%

+1,5 p.p.

8,8%

1,6%

+2,0 p.p.

3,6%

Receita Líquida Recorde: R\$3,2 bilhões (+12,0% YoY)

Lucro Bruto Recorde: R\$698 milhões(+21,7% YoY) e margem de 21,4% (+1,7 p.p. YoY) no 2T24

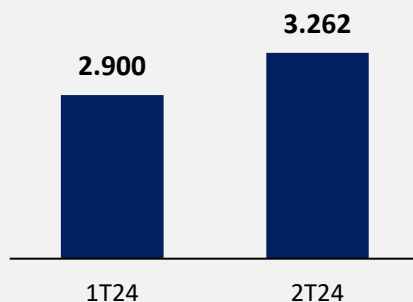
EBITDA: R\$288 milhões (+35,4% YoY) e margem de 8,8% (+1,5 p.p. YoY) no 2T24



Destques Financeiros | 2T24 vs. 1T24

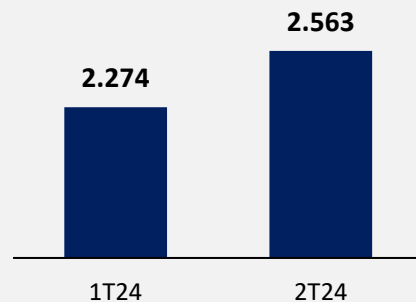
Receita Líquida

+12,5%



CPV

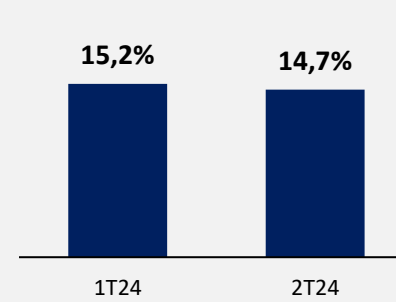
+12,7%



SG&A

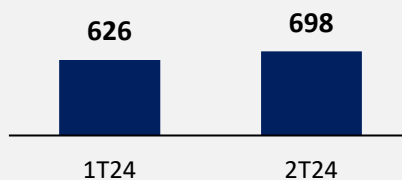
% Receita Líquida

-0,5p.p.



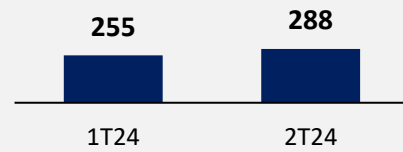
Lucro Bruto

+11,5%



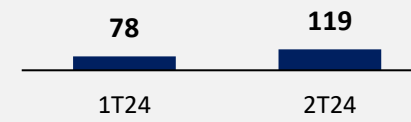
EBITDA

+13,0%



Lucro Líquido

+51,3%



Margens
(% Receita líquida)

21,6%

21,4%

-0,2 p.p.

8,8%

8,8%

0,0 p.p.

2,7%

3,6%

+0,9 p.p.

Receita Líquida Recorde: R\$3,2 bilhões (+12,5% QoQ)

Lucro Bruto Recorde: R\$698 milhões(+11,5% QoQ) e margem de 21,4% (-0,2 p.p. QoQ) no 2T24

EBITDA: R\$288 milhões (+13,0% QoQ) e margem de 8,8% (estável QoQ) no 2T24

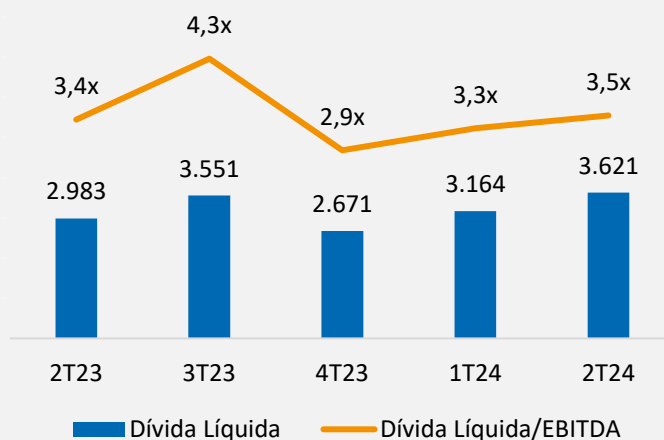


Endividamento, Capex & Capital de Giro

Endividamento

Endividamento (em R\$m)	2T23	1T24	2T24	2T24	2T24
Data de Fechamento	ago-23	mai-24	ago-24	VS 2T23	VS 1T24
Endividamento Total	5.062,1	5.205,6	6.269,3	23,8%	20,4%
Empréstimos e Financiamentos	2.392,3	2.570,8	2.912,7	21,8%	13,3%
Debêntures	2.669,8	2.634,8	3.356,6	25,7%	27,4%
Curto Prazo	1.760,1	1.566,0	2.047,9	16,3%	30,8%
Longo Prazo	3.301,9	3.639,6	4.221,4	27,8%	16,0%
Alavancagem					
Dívida Bruta	5.062,1	5.205,6	6.269,3	23,8%	20,4%
Caixa + aplicações fin.	2.079,1	2.041,4	2.648,4	27,4%	29,7%
Dívida Líquida	2.983,0	3.164,2	3.620,9	21,4%	14,4%
<i>Dív.Líqu./EBITDA UDM (x)</i>	<i>3,4x</i>	<i>3,3x</i>	<i>3,5x</i>	<i>0,1x</i>	<i>0,2x</i>

Dívida Líquida/ EBITDA UDM



Conclusão da 14ª Emissão de Debêntures - CRA

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

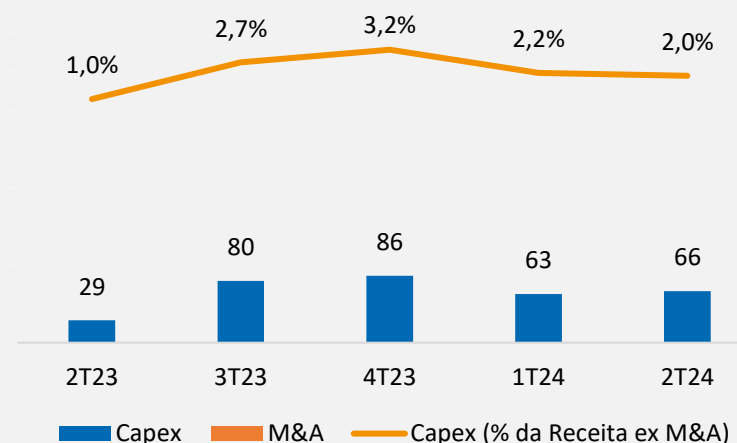
MOODY'S Nacional: BrAA+ (estável)

Capital de Giro

Capital de Giro	2T23	1T24	2T24	2T24	2T24
Data de Fechamento	ago-23	mai-24	ago-24	VS 2T23	VS 1T24
Estoques	2.215,0	2.470,0	2.450,5	10,6%	-0,8%
Adiantamento a Fornecedores	489,1	641,1	562,0	14,9%	-12,3%
Contas a Receber	1.346,2	1.920,1	1.746,8	29,8%	-9,0%
Fornecedores	1.267,4	1.946,4	1.151,8	-9,1%	-40,8%
Outros Ativos Correntes	320,6	299,4	296,0	-7,7%	-1,1%
Outros Passivos Correntes	442,2	489,7	430,6	-2,6%	-12,1%
Capital de Giro	2.661,3	2.894,5	3.473,0	30,5%	20,0%
<i>Dias Capital de Giro</i>	<i>91 d</i>	<i>92 d</i>	<i>107 d</i>	<i>16 d</i>	<i>15 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\$m)



Capex R\$66,5 milhões, em investimentos em massas e café.

Alimentando nossa Transformação em ESG



Todas as ações ESG alinhadas aos

Pilares Estratégicos



Propósito e Pessoas



Eficiência e Crescimento



Qualidade e Vendas



ISE B3

Relatório de Sustentabilidade

Lançado no último trimestre, com informações referentes ao fechamento de Fev/24, o relatório segue as diretrizes da Global Reporting Initiative (GRI) e da Sustainability Accounting Standards Board (SASB), alinhado aos Objetivos de Desenvolvimento Sustentável da ONU.

Governança

Publicação do [Informe Brasileiro de Governança Corporativa](#). A Camil atingiu 92,5% de atendimento aos itens.

Qualidade e Certificações:

A Saman (Uruguai), acaba de conquistar a certificação [Sustainable Rice Platform \(SRP\)](#), uma das mais importantes certificações globais para a produção sustentável de arroz.

Social

[Escola de Negócios Grãos da Base – Camil](#): Nesse trimestre, tivemos o início do segundo ano da “Escola de Negócios Grãos da Base”. 2 novas turmas de empreendedores de restaurantes e delivery iniciaram uma jornada de 5 meses em temas de gestão e técnicas gastronômicas

Meio Ambiente

Desde o último ano safra, conduzimos um novo Programa de Gerenciamento de Resíduos Sólidos para Embarcações Pesqueiras ([Projeto Pesca Limpa](#)). O Projeto já atingiu 28 embarcações, e destinou mais de **2,5 toneladas de resíduos** desde o seu início.

Q&A

Luciano Quartiero – CEO

Flavio Vargas – CFO

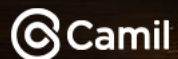
Relações com Investidores

Jenifer Nicolini – Gerente RI e ESG

Marco Correia – Analista de RI

Yuri Ferreira – Analista de RI

ri@camil.com.br



Camil

Earnings
Presentation

2Q24



HIGH TURNOVER

HIGH GROWTH

Camil 2Q24

R\$3.2 billion Record Net Revenue

(+12.0% YoY and +12.5% QoQ)

R\$288 million EBITDA

(+35.4% YoY and +13.0% QoQ)

+R\$1.0bn EBITDA LTM 2Q24

8.8% EBITDA Margin

(+1.5p.p. YoY and stable QoQ)

594k tons Volume

(-5.7% YoY and +13.6% QoQ)

High Turnover Brazil: -6.0% YoY and +5.5% QoQ

High Growth Brazil: +8.5% YoY and -1.5% QoQ

International: -8.1% YoY and +39.1% QoQ



Biscuits

Coffee

Pasta

Fish

Grains - Brazil

Grains - Brazil

Sugar

International

Highlights 2Q24

High Turnover: Grains and Sugar in Brazil

Sales Volume:

357.6 Thousand tons; -6.0% YoY and +5.5% QoQ in 2Q24

- comparative basis 2Q23 with sugar exports; YoY growth in retail volume of grains and sugar.

Net Price Camil:

R\$4.90/kg; +26.3% YoY and +8.0% QoQ in 2Q24

Average price of raw material¹:

Rice:

R\$115.75/bag; +33.5% YoY and +9.5% QoQ in 2Q24

Beans:

R\$238.11/bag; -3.1% YoY and -8.2% QoQ in 2Q24

Sugar:

R\$133.12/bag; -4.2% YoY and -7.1% QoQ in 2Q24

Main Brands

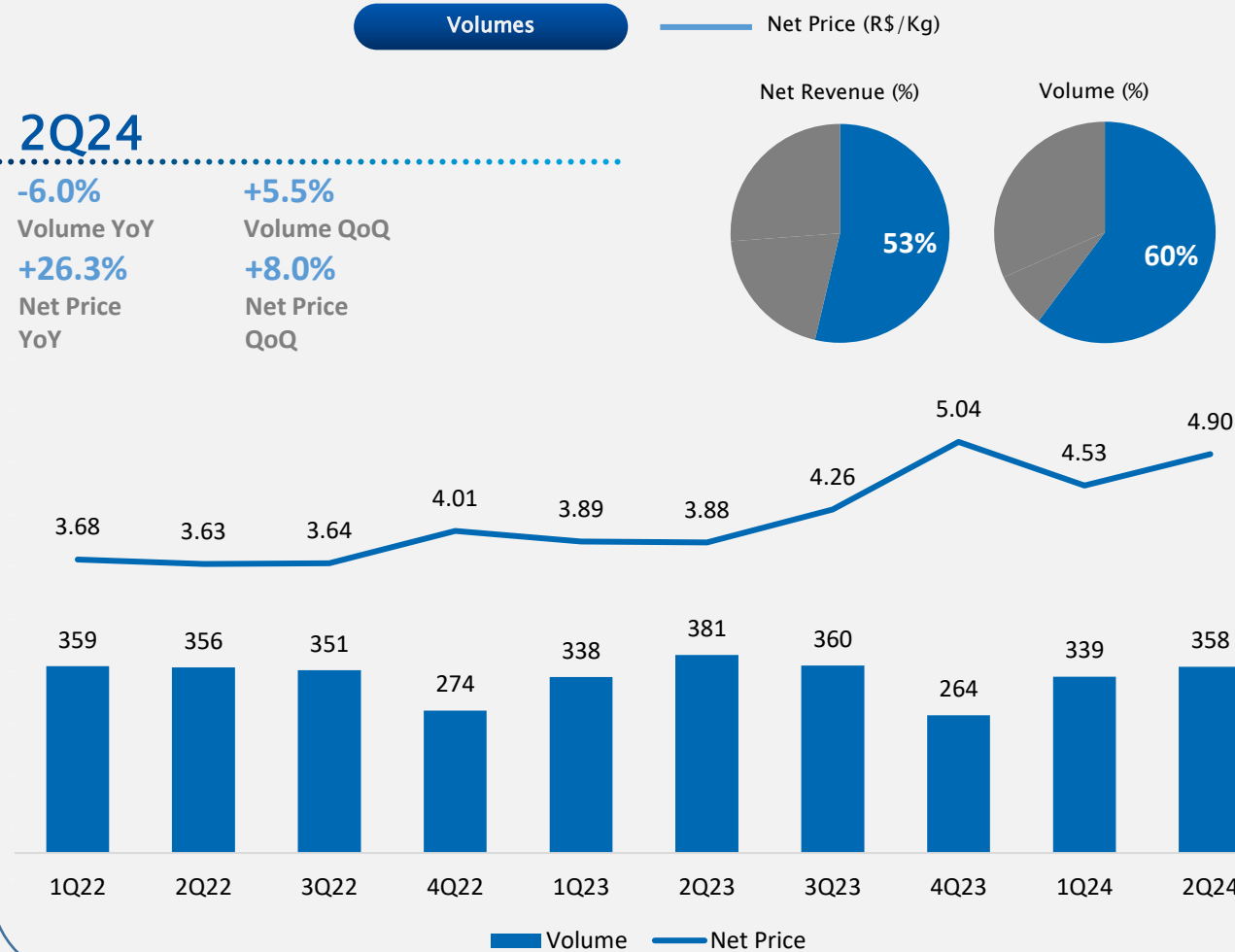


Evolution Volumes vs. Net Price

2Q24

-6.0%
Volume YoY
+26.3%
Net Price
YoY

+5.5%
Volume QoQ
+8.0%
Net Price
QoQ



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

Highlights 2Q24

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

Sales volume:

48.1 Thousand tons; +8.5% YoY and -1.5% QoQ in 2Q24
 • Continuous growth in coffee volumes, partially offset by the fish seasonality QoQ.

Net Price Camil:

R\$13.06/kg; +7.1% YoY and +10.6% QoQ in 2Q24

Average price of raw material¹:

Wheat:

R\$1.527,26/bag; +15.0% YoY and +17.4% QoQ in 2Q24

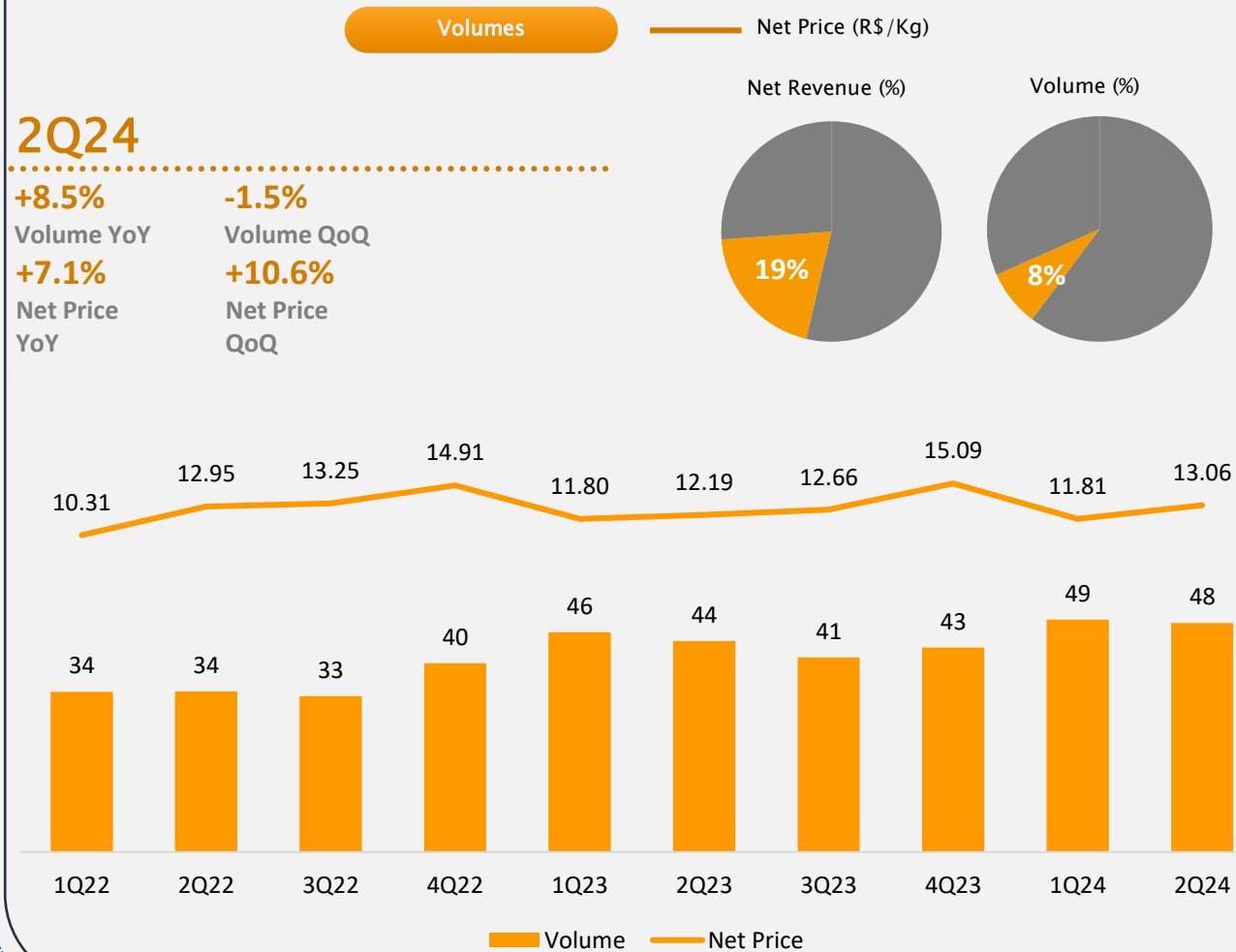
Coffee:

R\$1.401,97/bag; +63.5% YoY and +24.1% QoQ in 2Q24

Main Brands



Evolution Volumes vs. Net Price



Highlights 2Q24

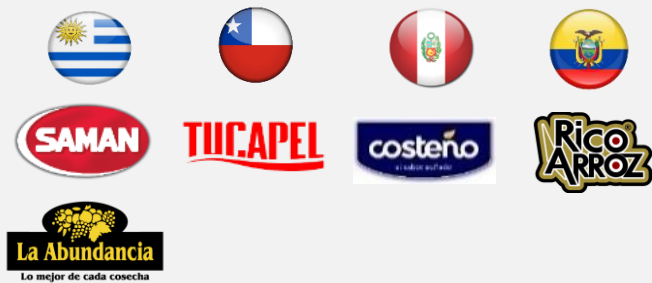
International: Uruguay, Chile, Peru and Ecuador Sales Volume:

187.9 Thousand tons; -8.1% YoY and +39.1% QoQ in 2Q24

Net Price:

R\$4.81 /kg; +21.8% YoY and -13.1% QoQ in 2Q24

Main Brands



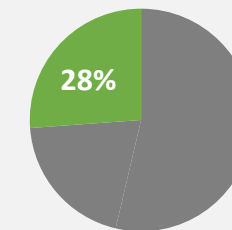
Evolution Volumes vs. Net Price

2024

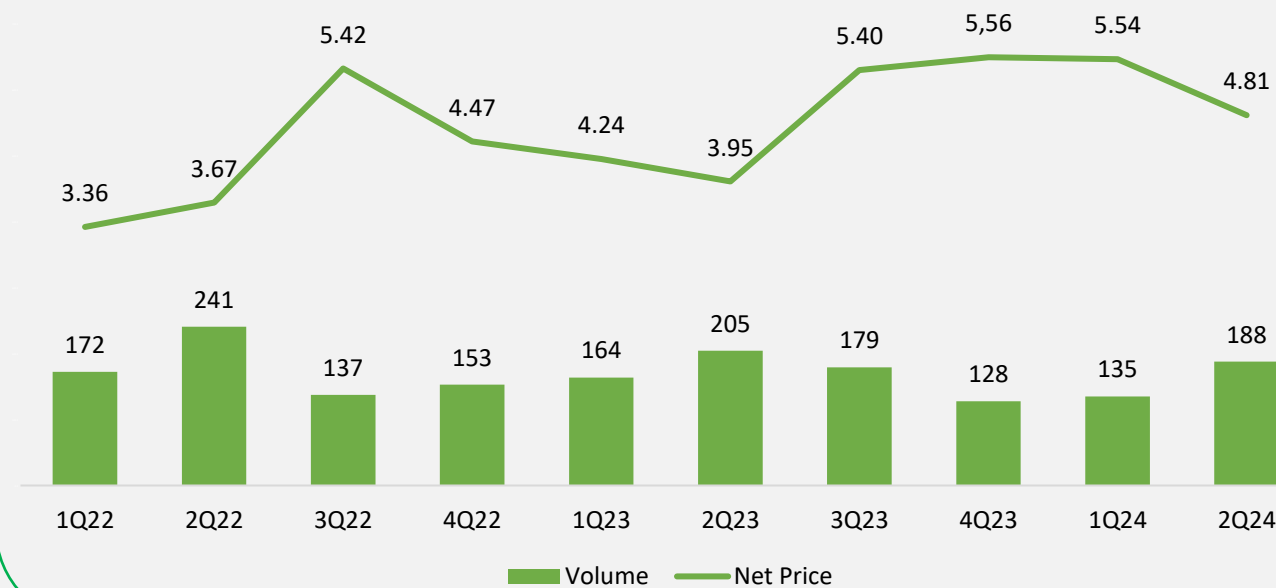
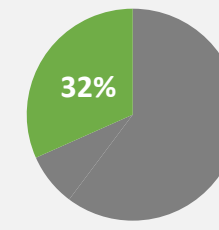
-8.1%
Volume YoY
+21.8%
Net Price YoY

+39.1%
Volume QoQ
-13.1%
Net Price QoQ

Net Revenue (%)



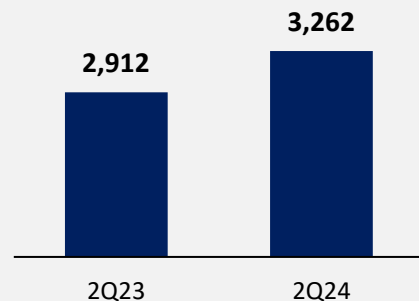
Volume (%)



Financial Highlights | 2Q24 vs. 2Q23

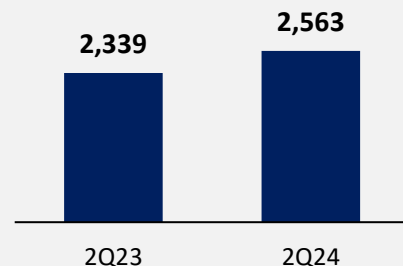
Net Revenue

+12.0%



COGS

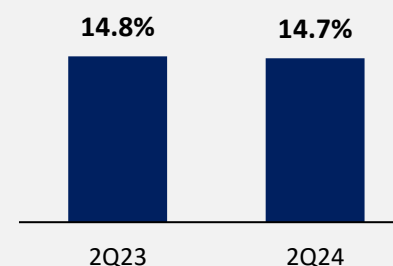
+9.6%



SG&A

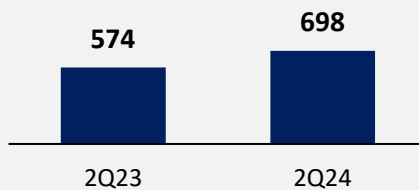
% Net Revenue

-0.1 p.p.



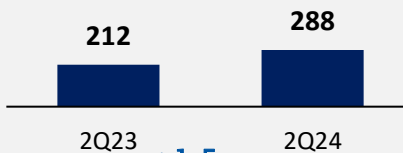
Gross Profit

+21.7%



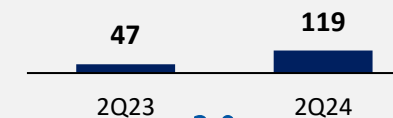
EBITDA

+35.4%



Net Profit

+153.4%



Margins
(% Net Revenue)

19.7%

21.4%

+1.7 p.p.

7.3%

8.8%

+1.5 p.p.

1.6%

3.6%

+2.0 p.p.

Record Net Revenue: R\$3.2 billion (+12.0% YoY)

Record Gross Profit: R\$698 million (+21.7% YoY) and margin of 21.4% (+1.7 p.p. YoY) in 2Q24

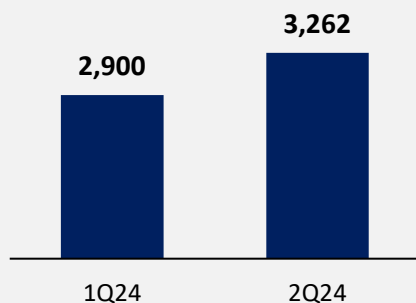
EBITDA: R\$288 million (+35.4% YoY) and margin of 8.8% (+1.5 p.p. YoY) in 2Q24



Financial Highlights | 2Q24 vs. 1Q24

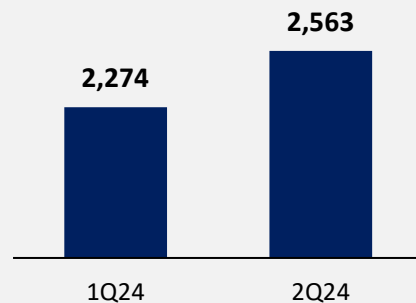
Net Revenue

+12.5%



COGS

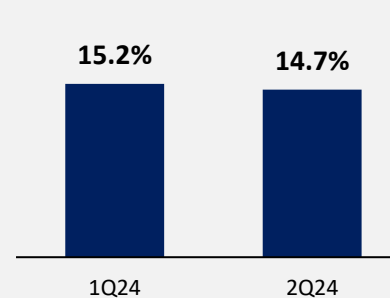
+12.7%



SG&A

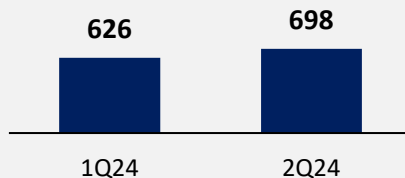
% Net Revenue

-0.5p.p.



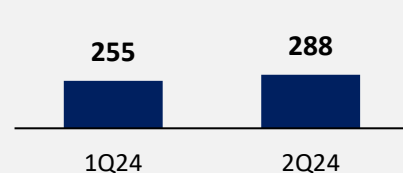
Gross Profit

+11.5%



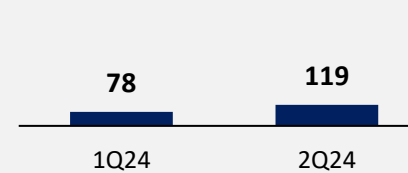
EBITDA

+13.0%



Net Profit

+51.3%



Margins
(% Net Revenue)

21.6%

21.4%

-0.2 p.p.

8.8%

8.8%

0.0 p.p.

2.7%

3.6%

+0.9 p.p.

Record Net Revenue: R\$3.2 billion (+12.5% QoQ)

Record Gross Profit: R\$698 million (+11.5% QoQ) and margin of 21.4% (-0.2 p.p. QoQ) in 2Q24

EBITDA: R\$288 million (+13.0% QoQ) and margin of 8.8% (stable QoQ) in 2Q24

Camil

Indebtness, Capex & Working Capital

Indebtness

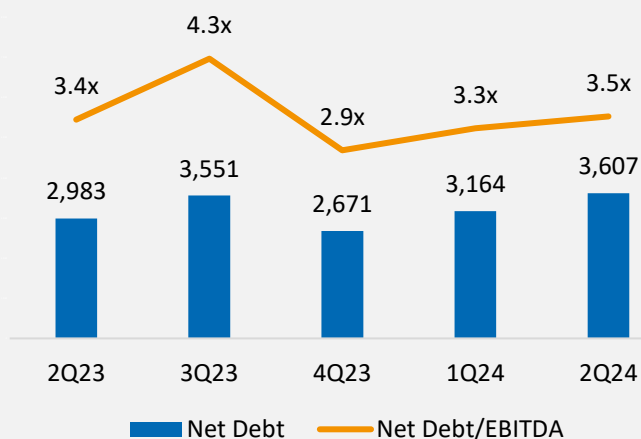
Debt (in R\$m)	2Q23	1Q24	2Q24	2Q24	2Q24
Closing Date	Aug-23	May-24	Aug-24	VS 2Q23	VS 1Q24
Total Debt	5,062.1	5,205.6	6,269.3	23.8%	20.4%
Loans and Financing	2,392.3	2,570.8	2,912.7	21.8%	13.3%
Debentures	2,669.8	2,634.8	3,356.6	25.7%	27.4%
Short Term	1,760.1	1,566.0	2,047.9	16.3%	30.8%
Long Term	3,301.9	3,639.6	4,221.4	27.8%	16.0%
Leverage					
Gross Debt	5,062.1	5,205.6	6,269.3	23.8%	20.4%
Cash and Equivalents	2,079.1	2,041.4	2,662.8	28.1%	30.4%
Net Debt	2,983.0	3,164.2	3,606.5	20.9%	14.0%
<i>Net Debt/EBITDA LTM</i>	3.4x	3.3x	3.5x	0.1x	0.2x

Working Capital

Working Capital	2Q23	1Q24	2Q24	2Q24	2Q24
Closing Date	Aug-23	May-24	Aug-24	VS 2Q23	VS 1Q24
Inventory	2,215.0	2,470.0	2,450.5	10.6%	-0.8%
Advance to Suppliers	489.1	641.1	562.0	14.9%	-12.3%
Receivable	1,346.2	1,920.1	1,746.8	29.8%	-9.0%
Suppliers	1,267.4	1,946.4	1,151.8	-9.1%	-40.8%
Other Current Assets	320.6	299.4	296.0	-7.7%	-1.1%
Other Current Liabilities	442.2	489.7	430.6	-2.6%	-12.1%
Working Capital	2,661.3	2,894.5	3,473.0	30.5%	20.0%
<i>Days Working Capital</i>	<i>91 d</i>	<i>92 d</i>	<i>107 d</i>	<i>16 d</i>	<i>15 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

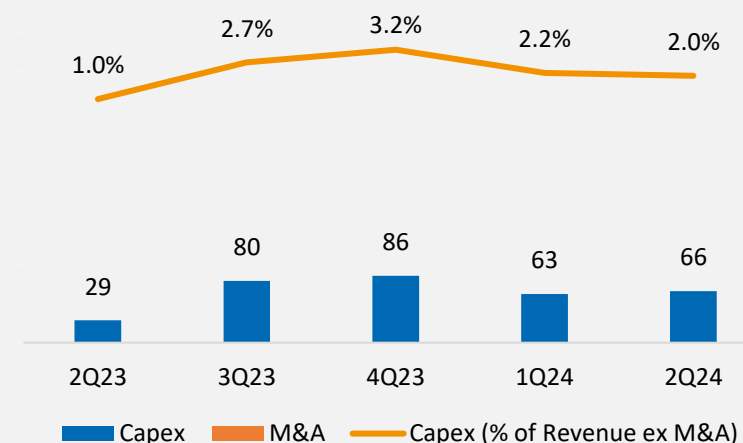
Net Debt/ EBITDA UDM



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\$m)



Capex R\$66,5 million, in Investments in Pasta and Coffee.

Feeding our ESG Transformation



All ESG Action aligned with the

Strategic Pillars



Purpose and People



Efficiency and Growth



Quality and Sales



ISE B3

- **Sustainability Report**

Published in the last quarter, with information related to the closing of Feb/24, 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.

- **Governance**

Publishing of **Brazilian Corporate Governance Report**. Camil achieved 92.5% compliance with the items.

- **Quality and Certificates**

Saman (Uruguay) has just achieved the **Sustainable Rice Platform (SRP)** certification, one of the most important global certifications for sustainable rice production.

- **Social**

Business School Grãos da Base – Camil: This quarter, we had the start of the second year of the “Grãos da Base Business School”. 2 new groups of restaurant and delivery entrepreneurs began a 5-month journey in management and gastronomic techniques.

- **Environment**

Since last harvest year, we have been conducting a new Solid Waste Management Program for Fishing Vessels (**Clean Fishing Project**). The Project has already reached 28 vessels and disposed of more than **2.5 tons of waste** since its beginning.

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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