Camil

Divulgação de Resultados

4T24 & 2024

Camil

4T24

- R$3,0 bilhões Receita Líquida (+11,7% YoY)
- R$193 milhões EBITDA (-23,6% YoY)
- 6,5% Margem EBITDA (-3,0pp YoY)
- 458 mil tons Volume (+5,3% YoY)

Alto Giro Brasil: +1,0% YoY
Alto Valor Brasil: +17,7% YoY
Internacional: +10,1% YoY

2024

- R$12,3 bilhões Receita Líquida Recorde (+9,0% YoY)
- R$907 milhões EBITDA (-0,7% YoY)
- 7,4% Margem EBITDA (-0,7pp YoY)
- 2.114 mil tons Volume (-3,5% YoY)

Alto Giro Brasil: -3,0% YoY
Alto Valor Brasil: +10,7% YoY
Internacional: -8,2% YoY

Camil

Destaques 4T24 e 2024

Alto Giro: Grãos e Açúcar no Brasil

Volume das vendas:

266,8 mil tons; +1,0% YoY e -21,1% QoQ no 4T24
1.301,5 mil tons; -3,0% YoY em 2024

Preço Líquido Camil:

R$4,48/kg; -11,0% YoY e +5,2% QoQ no 4T24
R$4,55/kg; +8,4% YoY em 2024

Preço médio da matéria-prima[1]:

Arroz:

R$98,11/saca; -20,0% YoY e -16,0% QoQ e no 4T24
R$109,23/saca; +9,2% YoY em 2024

Feijão:

R$205,79/saca; -33,6% YoY e -7,3% QoQ no 4T24
R$231,31/saca; -18,1% YoY em 2024

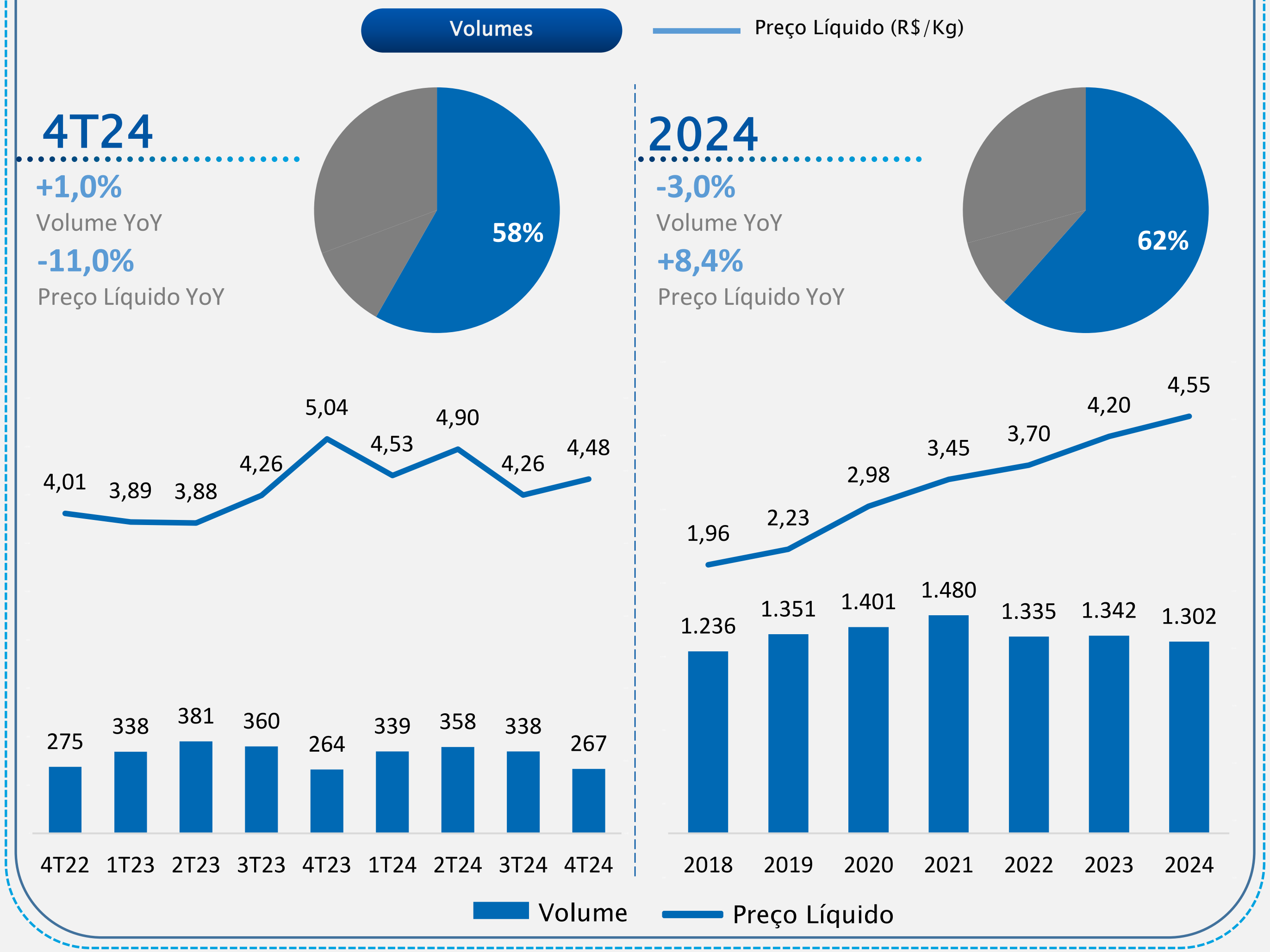
Açúcar:

R$153,49/saca; +3,9% YoY e +0,3% QoQ no 4T24
R$145,57/saca; +0,2% YoY em 2024

Principais Marcas

Camil | Arroz e Feijão NAMORADO | união | da Barra

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.

Brasil | Alto Valor

Destaques 4T24 e 2024

Alto Valor: Massas, Biscoitos, Café e Pescados no Brasil

Volume das vendas:

50,6 mil tons; +17,7% YoY e +11,0% QoQ no 4T24
193,1 mil tons; +10,7% YoY em 2024

Preço Líquido Camil:

R$18,40/kg; +21,9% YoY e +45,6% QoQ no 4T24
R$14,04/kg; +7,6% YoY em 2024

Preço médio da matéria-prima[1]:

Trigo:

R$1.418,66/saca; +12,5% YoY e -2,0% QoQ no 4T24
R$1.424,27/saca; +8,0% YoY em 2024

Café:

R$2374,12/saca; +139,5% YoY e +51,1% QoQ no 4T24
R$1611,34/saca; +70,9% YoY em 2024

Principais Marcas

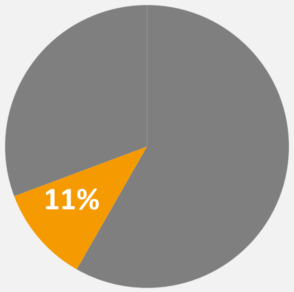
Coqueiro · Santa Amália · união · mabel · Toddy

Evolução Volumes vs. Preço Líquido

Volumes — Preço Líquido (R$/Kg)

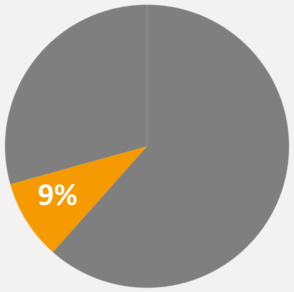
4T24

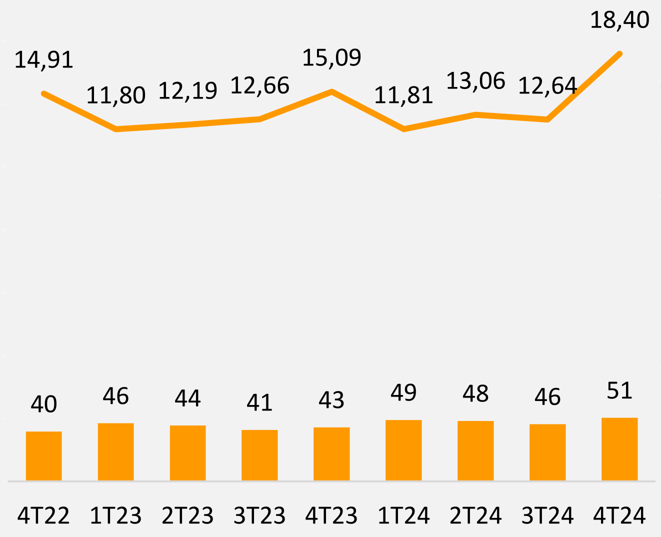
+17,7%
Volume YoY
+21,9%
Preço Líquido YoY

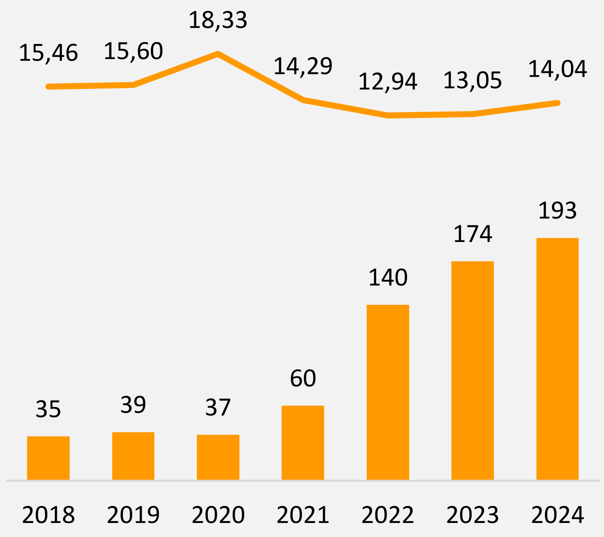


2024

+10,7%
Volume YoY
+7,6%
Preço Líquido YoY







Volume — Preço Líquido

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

Destaques 4T24 e 2024

Internacional: Uruguai, Chile, Peru e Equador

Volume das vendas:

140,7 mil tons; +10,1% YoY e -10,0% QoQ no 4T24

620,1 mil tons; -8,2% YoY em 2024

Preço Líquido:

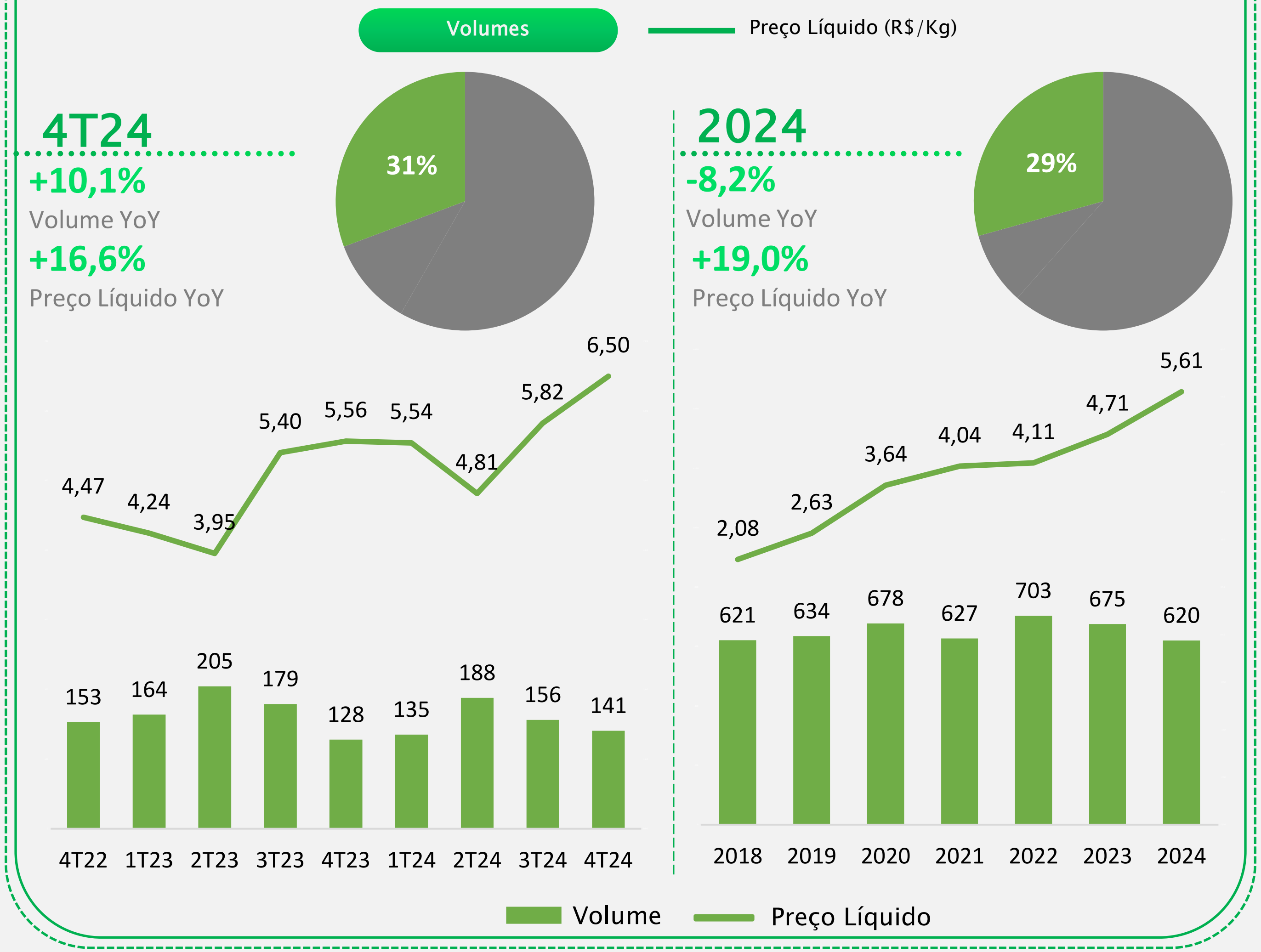
R$6,50/kg; +16,6% YoY e +11,6% QoQ no 4T24

R$5,61/kg; +19,0% YoY em 2024

Principais Marcas

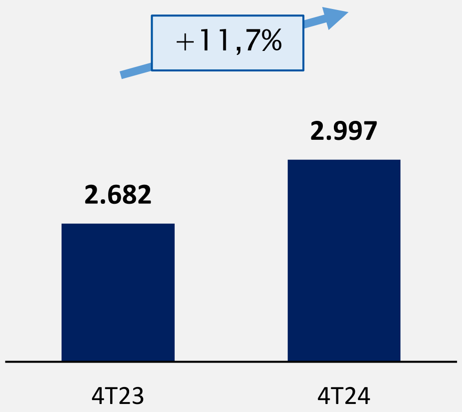
SAMAN
TUCAPEL
costeño
Rico Arroz
La Abundancia
Lo mejor de cada cosecha

Evolução Volumes vs. Preço Líquido

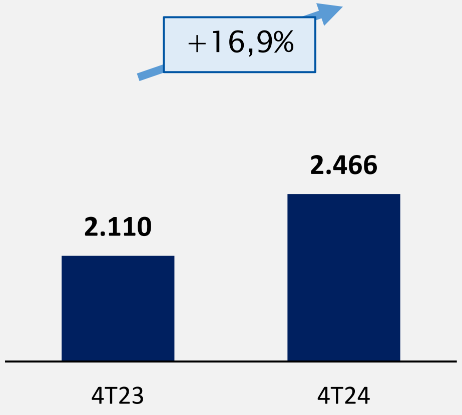


Destaques Financeiros | 4T23 vs. 4T24

Receita Líquida

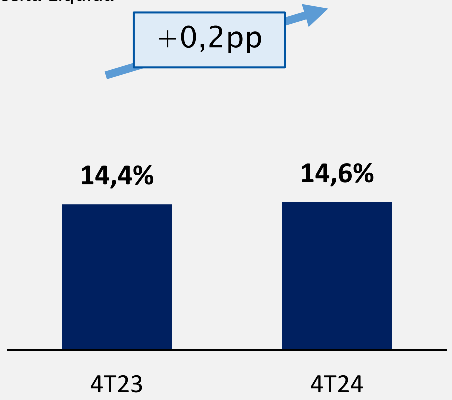


CPV

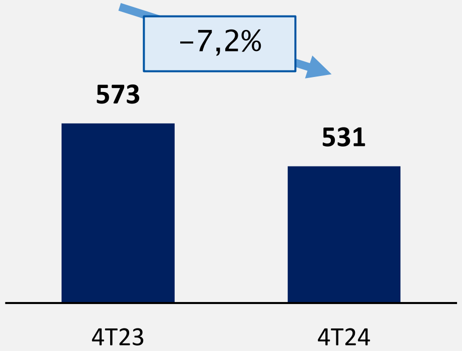


SG&A

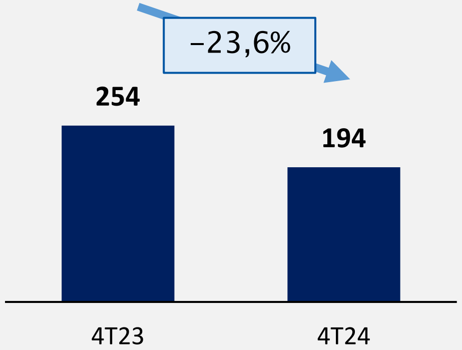
% Receita Líquida



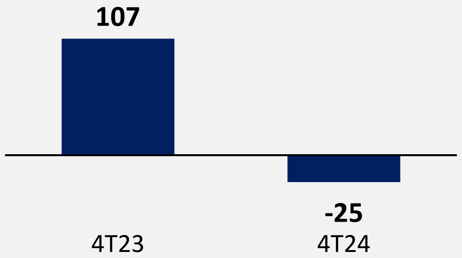
Lucro Bruto



EBITDA



Lucro Líquido



Margens
(% Receita líquida)

	Lucro Bruto	EBITDA	Lucro Líquido
4T23	21,3%	9,5%	4,0%
4T24	17,7%	6,5%	-0,8%

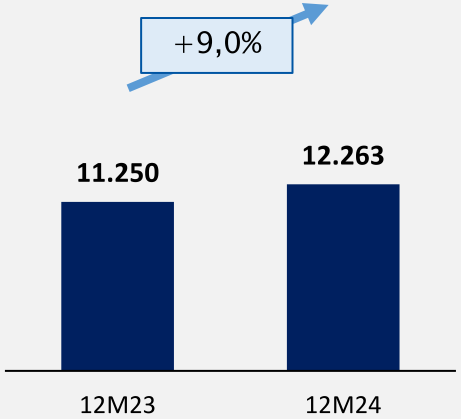
Receita Líquida: R$3,0 bilhões (+11,7% YoY)

Lucro Bruto: R$531 milhões (-7,2% YoY) e margem de 17,7% no 4T24

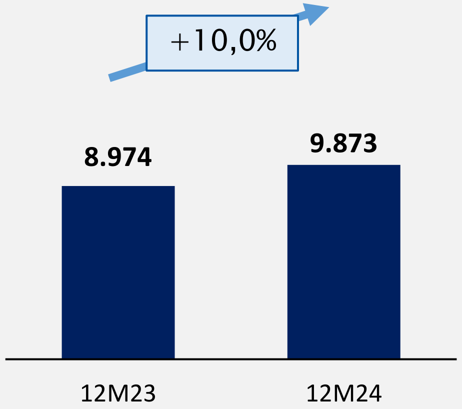
EBITDA: R$194 milhões (-23,6% YoY) e margem de 6,5% no 4T24

Destaques Financeiros | 2023 vs. 2024

Receita Líquida

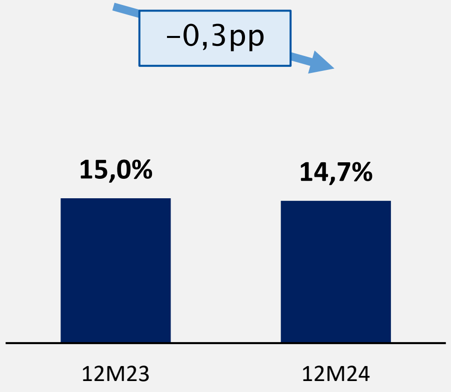


CPV

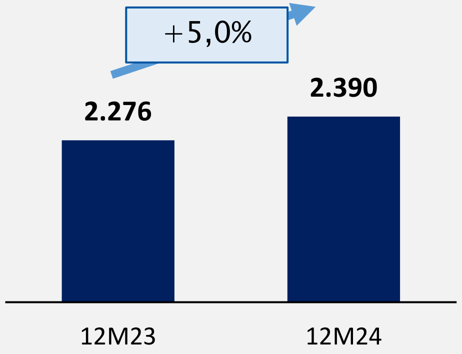


SG&A

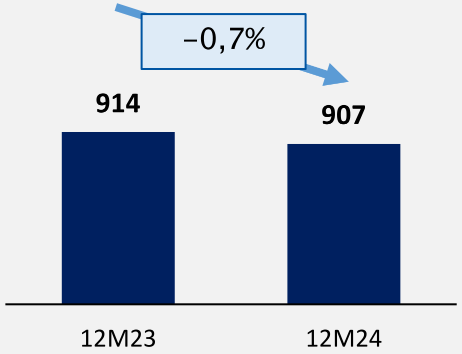
% Receita Líquida



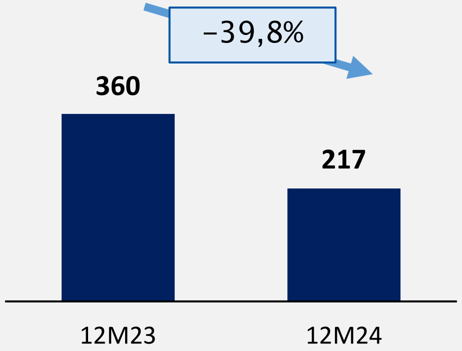
Lucro Bruto



EBITDA



Lucro Líquido



Margens (% Receita líquida)

	12M23	12M24
Lucro Bruto	20,2%	19,5%
EBITDA	8,1%	7,4%
Lucro Líquido	3,2%	1,8%

Receita Líquida: R$12,2 bilhões Recorde (+9,0% YoY) no 12M24

Lucro Bruto: R$2,4 bilhões (+5,0% YoY) e margem de 19,5% no 12M24

EBITDA: R$907 milhões (-0,7% YoY) e margem de 7,4% no 12M24

Endividamento, Capex & Capital de Giro

Endividamento

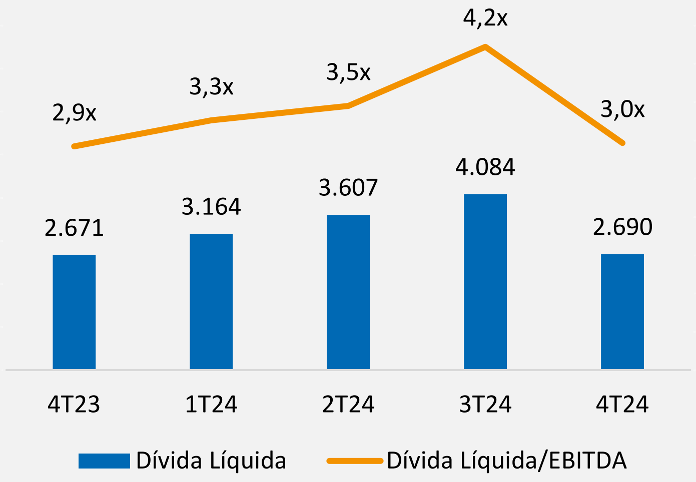
Endividamento (em R$mn)	4T23	3T24	4T24	4T24	4T24
Data de Fechamento	fev-24	nov-24	fev-25	VS 4T23	VS 3T24
Endividamento Total	**5.486,0**	**5.930,1**	**5.237,7**	**-4,5%**	**-11,7%**
Empréstimos e Financiamentos	2.198,7	2.794,7	2.066,2	-6,0%	-26,1%
Debêntures	3.287,3	3.135,4	3.171,5	-3,5%	1,2%
Curto Prazo	1.669,0	1.829,8	2.110,6	26,5%	15,3%
Longo Prazo	3.817,0	4.100,3	3.127,0	-18,1%	-23,7%
Alavancagem					
Dívida Bruta	5.486,0	5.930,1	5.237,7	-4,5%	-11,7%
Caixa + aplicações fin.	2.815,2	1.845,8	2.547,0	-9,5%	38,0%
Dívida Líquida	**2.670,8**	**4.084,3**	**2.690,7**	**0,7%**	**-34,1%**
Dív.Líq./EBITDA UDM (x)	***2,9x***	***4,2x***	***3,0x***	**0,1x**	**-1,3x**

Capital de Giro

Capital de Giro	4T23	3T24	4T24	4T24	4T24
Data de Fechamento	fev-24	nov-24	fev-25	VS 4T23	VS 3T24
Estoques	**1.412,0**	**2.234,5**	**1.551,7**	***9,9%***	***-30,6%***
Adiantamento a Fornecedores	**562,0**	**727,6**	**726,7**	***29,3%***	***-0,1%***
Contas a Receber	**1.359,4**	**1.977,5**	**1.154,0**	***-15,1%***	***-41,6%***
Fornecedores	**945,7**	**1.202,7**	**1.284,8**	***35,9%***	***6,8%***
Outros Ativos Correntes	**271,3**	**418,4**	**311,7**	***14,9%***	***-25,5%***
Outros Passivos Correntes	**330,7**	**458,5**	**386,5**	***16,9%***	***-15,7%***
Capital de Giro	2.328,3	3.696,8	2.072,6	-11,0%	-43,9%
Dias Capital de Giro	*76 d*	*113 d*	*62 d*	*-14 d*	*-51 d*

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

Dívida Líquida/ EBITDA UDM



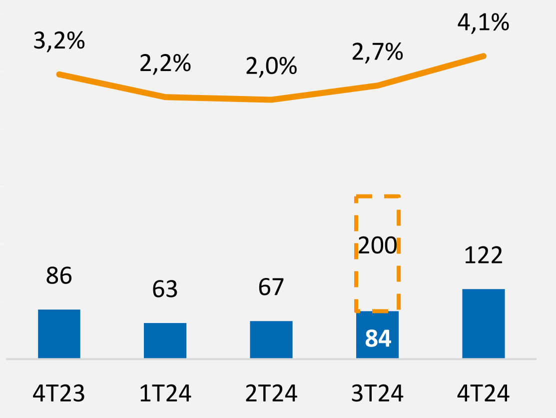
Conclusão da 14ª Emissão de Debêntures – CRA

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

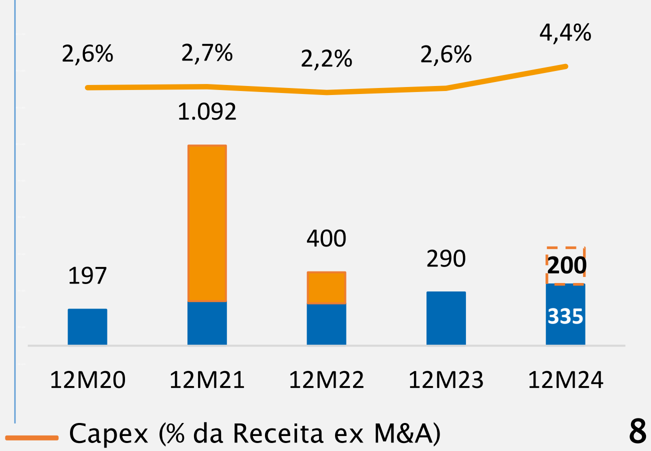
MOODY'S Nacional: BrAA+ (estável)

Capex (R$mn)

Capex Trimestral



Capex Anual



Alimentando nossa Transformação em ESG

Todas as ações ESG alinhadas aos Pilares:

Propósito e Pessoas

Eficiência e Crescimento

Qualidade e Vendas

WOB

UN GLOBAL COMPACT

ISE B3

Relatório de Sustentabilidade

Detalhes das iniciativas de todas as categorias e países, 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

Informe Brasileiro de Governança Corporativa. Destaque para 92,5% de atendimento aos itens.

Camil novamente na carteira do Índice de Sustentabilidade Empresarial (ISE) da B3 em Maio/25.

ISE B3

Social

Novas turmas e fortalecimento da Escola de Negócios Grãos da Base, com a marca Camil e Doce Futuro, com a marca União — ambos baseados em metodologia proprietária que capacita pequenos empreendedores e negócios locais em gestão, com foco em rentabilidade e sustentabilidade.

Meio Ambiente

Destaque para a geração de energia a partir da casca de arroz, transformando resíduos de subproduto do nosso processo produtivo em energia renovável, fortalecendo o pilar de economia circular, redução de geração de resíduos e energia limpa.

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

Camil

4Q24 & 2024

Earnings Presentation

Camil

4Q24

R$3,0 billions Net Revenue (+11.7% YoY)

R$193 millions EBITDA (-23.6% YoY)

6.5% Margin EBITDA (-3.0pp YoY)

458 k tons Volume (+5.3% YoY)

High Turnover Brazil: +1.0% YoY
High Growth Brazil: +17.7% YoY
International: +10.1% YoY

2024

R$12.3 billion Record Net Revenue (+9.0% YoY)

R$907 million EBITDA (-0.7% YoY)

7.4% Margin EBITDA (-0.7pp YoY)

2.114 k tons Volume (-3.5% YoY)

High Turnover Brazil: -3.0% YoY
High Growth Brazil: +10.7% YoY
International: -8.2% YoY

Camil · Namorado · Pop · União · Da Barra · Coqueiro · Pescador · Santa Amália · Seleto · Bom Dia · Mabel · Toddy · Saman · La Abundancia · Tucapel · Costeño · Rico Arroz

Brazil | High Turnover

Highlights 4Q24 & 2024

High Turnover: Grains and Sugar in Brazil

Sales Volumes:

266.8 k tons; +1.0% YoY and -21.1% QoQ in 4Q24
1,301.5 k tons; -3.0% YoY in 2024

Net Price Camil:

R$4.48/kg; -11.0% YoY and +5.2% QoQ in 4Q24
R$4.55/kg; +8.4% YoY in 2024

Average price of raw material[1]:

Rice:

R$98.11/bag; -20.0% YoY and -16.0% QoQ in 4Q24
R$109.23/bag; +9.2% YoY in 2024

Beans:

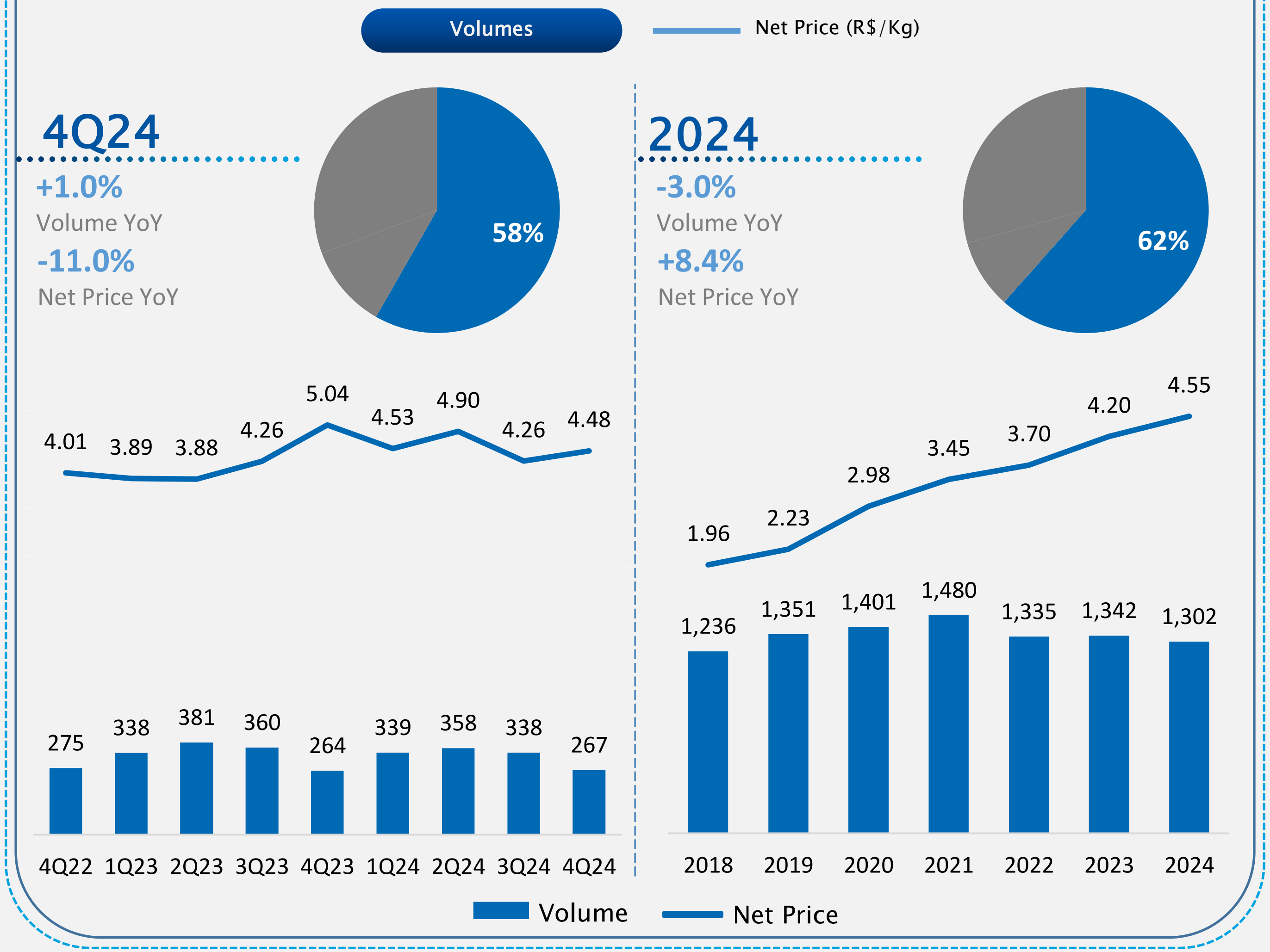
R$205.79/bag; -33.6% YoY and -7.3% QoQ in 4Q24
R$231.31/bag; -18.1% YoY in 2024

Sugar:

R$153.49/bag; +3.9% YoY and +0.3% QoQ in 4Q24
R$145.57/bag; +0.2% YoY in 2024

Main Brands

Volumes Evolution vs. Net Price



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 4Q24 & 2024

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

Sales Volumes:

50.6 k tons; +17.7% YoY and +11.0% QoQ in 4Q24
193.1 k tons; +10.7% YoY in 2024

Net Price Camil:

R$18.40/kg; +21.9% YoY and +45.6% QoQ in 4Q24
R$14.04/kg; +7.6% YoY in 2024

Average price of raw material[1]:

Wheat:

R$1,418.66/bag; +12.5% YoY and -2.0% QoQ in 4Q24
R$1,424.27/bag; +8.0% YoY in 2024

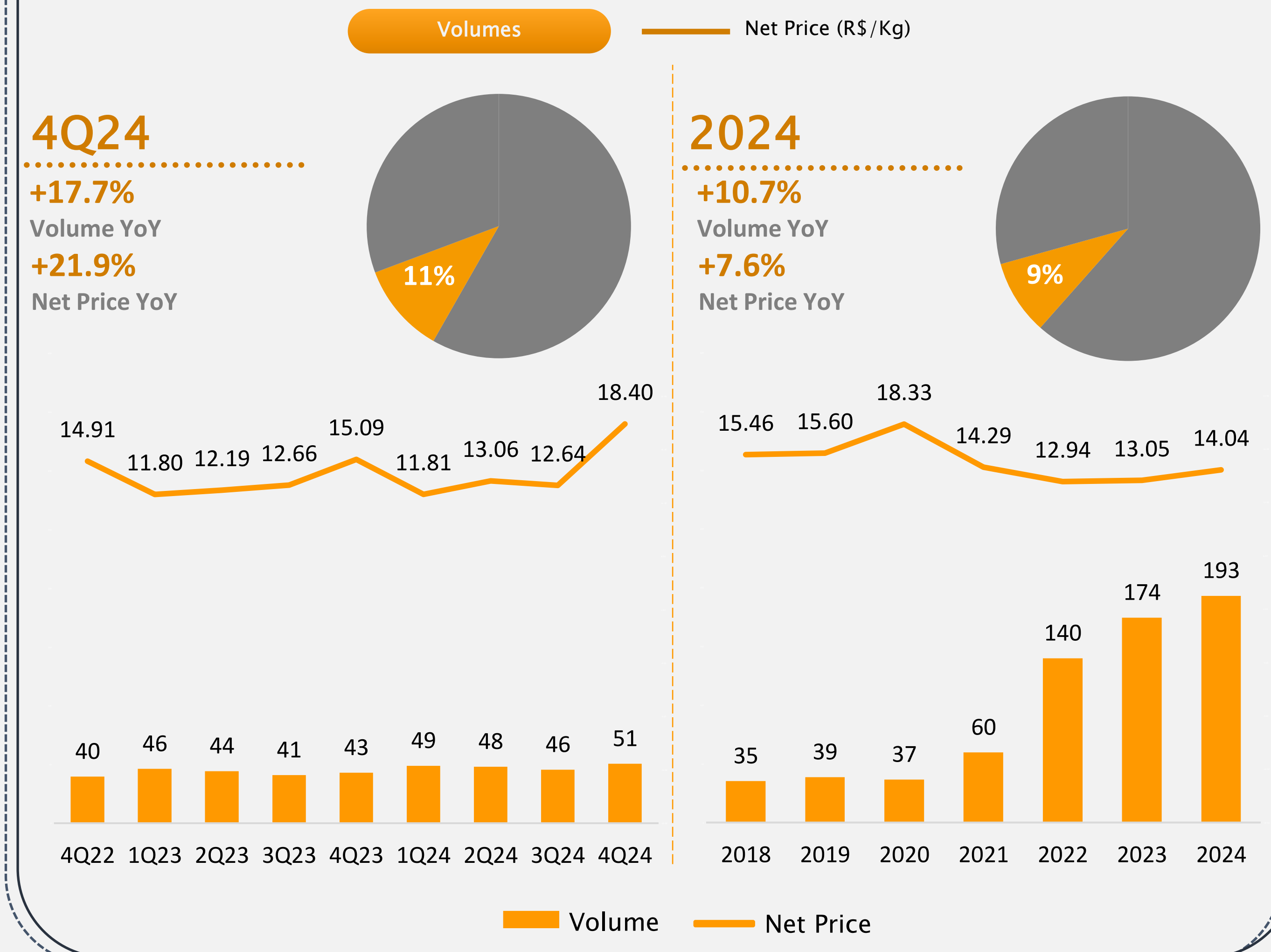
Coffee:

R$2374.12/bag; +139.5% YoY and +51,1% QoQ in 4Q24
R$1611.34/bag; +70.9% YoY in 2024

Main Brands

Coqueiro, Santa Amália, União, mabel, Toddy

Volumes Evolution vs. Net Price



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

International

Highlights 4Q24 & 2024

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

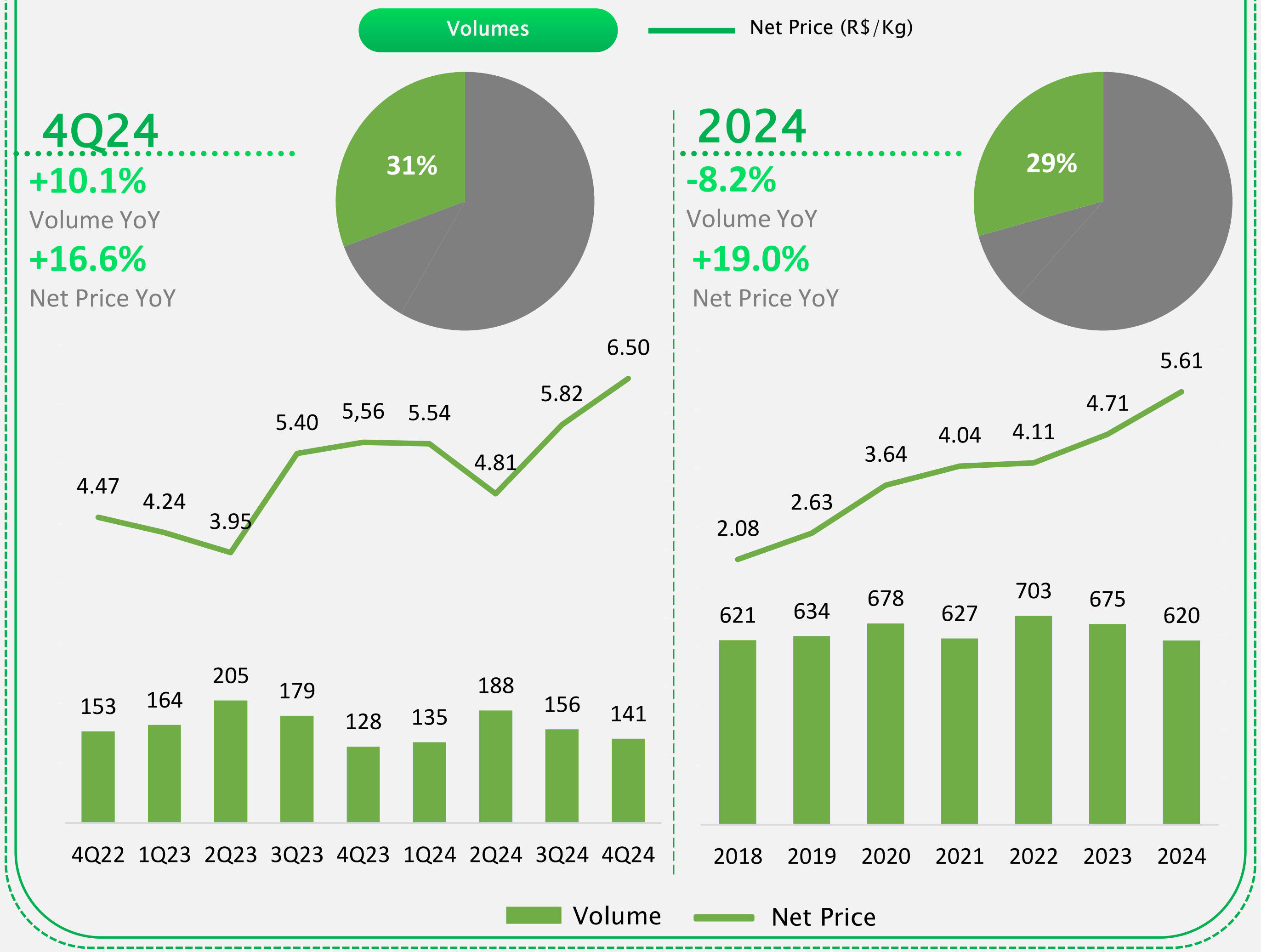
140.7 k tons; +10.1% YoY and -10.0% QoQ in 4Q24
620.1 k tons; -8.2% YoY in 2024

Net Price:

R$6.50/kg; +16.6% YoY and +11.6% QoQ in 4Q24
R$5.61/kg; +19.0% YoY in 2024

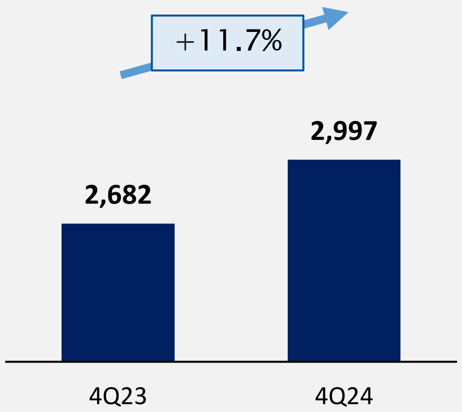
Main Brands

Volumes Evolution vs. Net Price

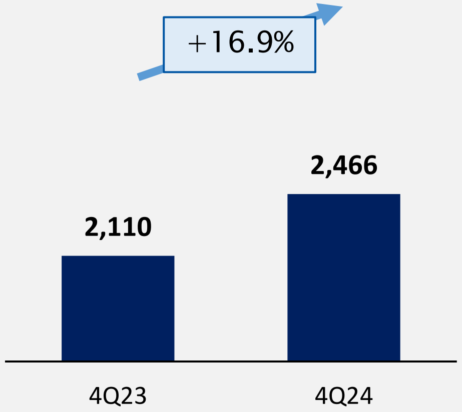


Financial Highlights | 4Q23 vs. 4Q24

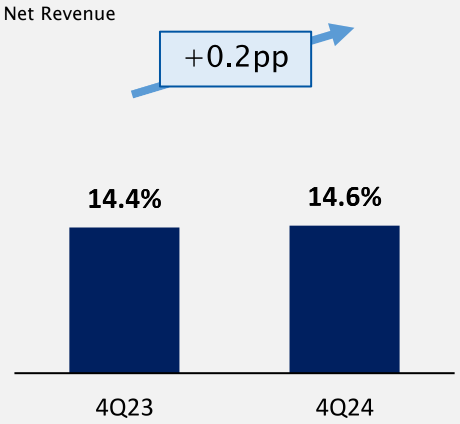
Net Revenue



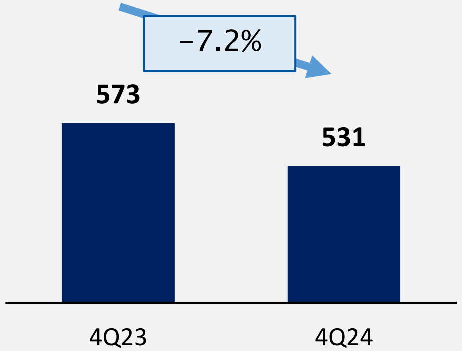
COGS



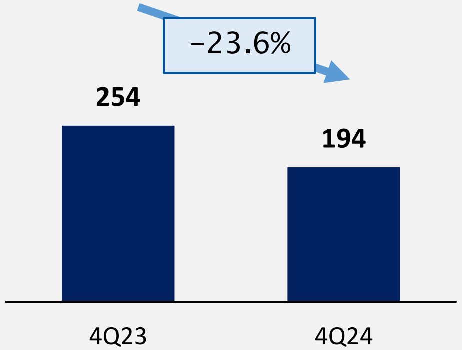
SG&A



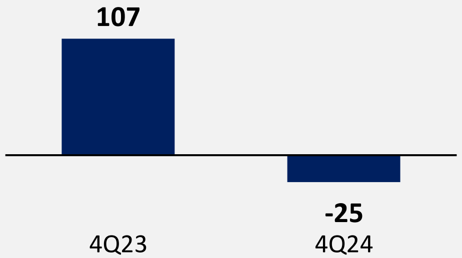
Gross Profit



EBITDA



Net Profit/Loss



Margins (% Net Revenue)

Gross Profit 4Q23	Gross Profit 4Q24	EBITDA 4Q23	EBITDA 4Q24	Net Profit/Loss 4Q23	Net Profit/Loss 4Q24
21.3%	17.7%	9.5%	6.5%	4.0%	-0.8%

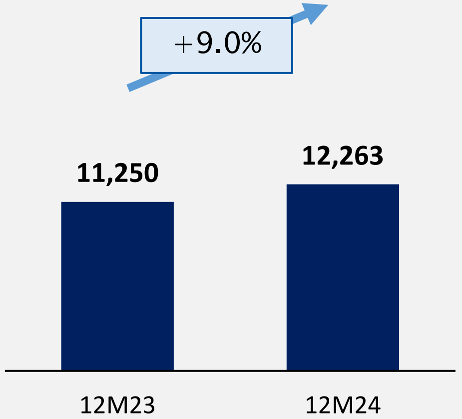
Net Revenue: R$3.0 billions (+11.7% YoY)

Gross Profit: R$531 millions (-7.2% YoY) and margin of 17.7% in 4Q24

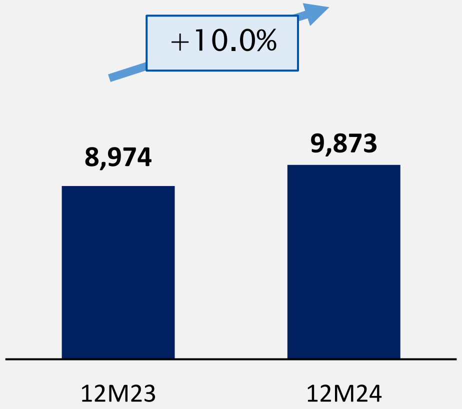
EBITDA: R$194 millions (-23.6% YoY) and margin of 6.5% in 4Q24

Financial Highlights| 2023 vs. 2024

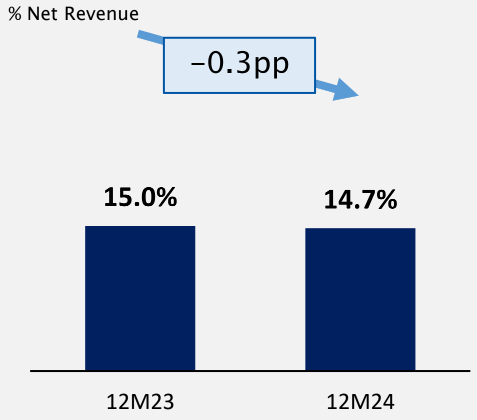
Net Revenue



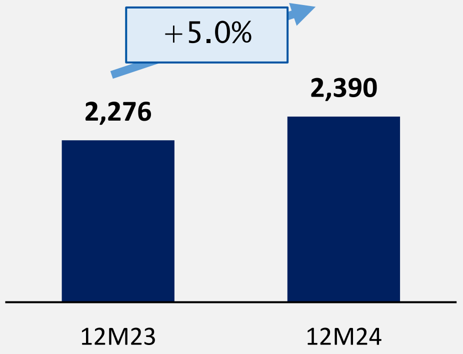
COGS



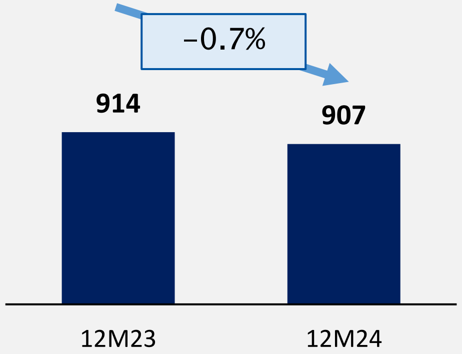
SG&A



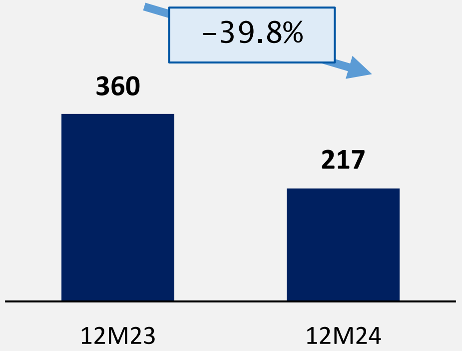
Gross Profit



EBITDA



Net Profit



Margins (% Net Revenue)

Gross Profit 12M23	Gross Profit 12M24	EBITDA 12M23	EBITDA 12M24	Net Profit 12M23	Net Profit 12M24
20.2%	19.5%	8.1%	7.4%	3.2%	1.8%

Net Revenue: R$12.2 billions Record (+9.0% YoY) in 12M24

Gross Profit: R$2.4 billions (+5.0% YoY) and margin of 19.5% in 12M24

EBITDA: R$907 millions (-0.7% YoY) and margin of 7.4% in 12M24

Indebtness, Capex & Working Capital

Indebtness

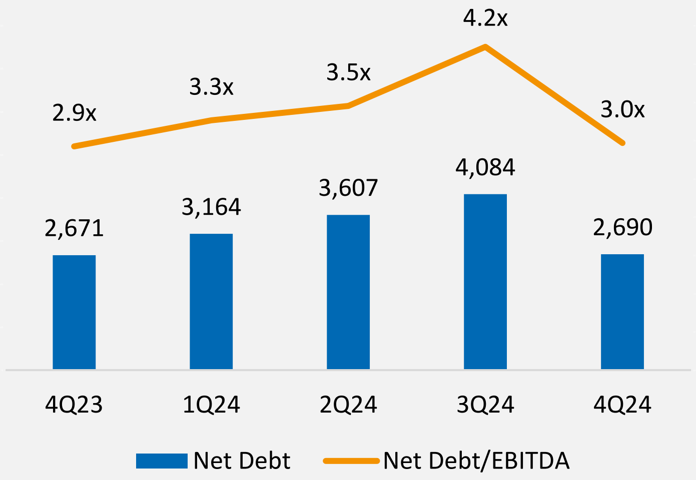
Debt (in R$mn) Closing Date	4Q23 Feb-24	3Q24 Nov-24	4Q24 Feb-25	4Q24 VS 4Q23	4Q24 VS 3Q24
Total Debt	**5,486.0**	**5,930.1**	**5,237.7**	**-4.5%**	**-11.7%**
Loans and Financing	2,198.7	2,794.7	2,066.2	-6.0%	-26.1%
Debêntures	3,287.3	3,135.4	3,171.5	-3.5%	1.2%
Short Term	1,669.0	1,829.8	2,110.6	26.5%	15.3%
Long Term	3,817.0	4,100.3	3,127.0	-18.1%	-23.7%
Leverage					
Gross Debt	5,486.0	5,930.1	5,237.7	-4.5%	-11.7%
Cash and Equivalents	2,815.2	1,845.8	2,547.0	-9.5%	38.0%
Net Debt	**2,670.8**	**4,084.3**	**2,690.7**	**0.7%**	**-34.1%**
Net Debt/EBITDA LTM	***2.9x***	***4.2x***	***3.0x***	**0.1x**	**-1.3x**

Working Capital

Working Capital Closing Date	4Q23 Feb-24	3Q24 Nov-24	4Q24 Feb-25	4Q24 VS 4Q23	4Q24 VS 3Q24
Invetory	**1,412.0**	**2,234.5**	**1,551.7**	***9.9%***	***-30.6%***
Advance to Suppliers	**562.0**	**727.6**	**726.7**	***29.3%***	***-0.1%***
Receivable	**1,359.4**	**1,977.5**	**1,154.0**	***-15.1%***	***-41.6%***
Suppliers	**945.7**	**1,202.7**	**1,284.8**	***35.9%***	***6.8%***
Other Current Assets	**271.3**	**418.4**	**311.7**	***14.9%***	***-25.5%***
Other Current Liabilities	**330.7**	**458.5**	**386.5**	***16.9%***	***-15.7%***
Working Capital	2,328.3	3,696.8	2,072.6	-11.0%	-43.9%
Days Working Capital	*76 d*	*113 d*	*62 d*	*-14 d*	*-51 d*

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.

Net Debt / EBITDA LTM



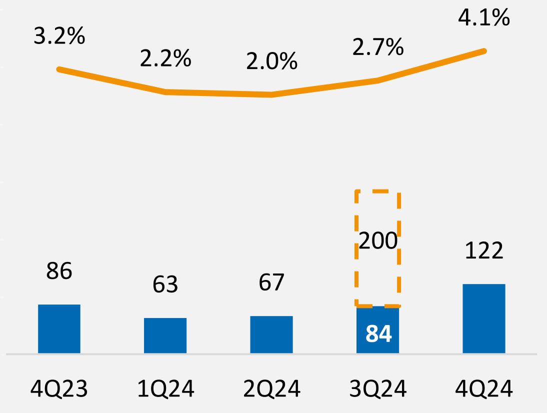
Conclusion of the 14th Debenture Issuance – CRA

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

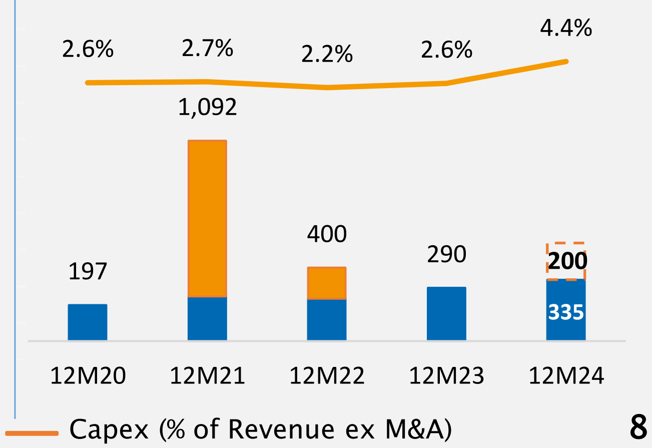
Moody's National: BrAA+ (Stable)

Capex (R$mn)

Quarter Capex



Annual Capex



Feeding our ESG Transformations

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.

Governance

Brazilian Corporate Governance Report. Highlight for 92.5% compliance with items.

Camil maintained in the B3 Corporate Sustainability Index (ISE).

ISE B3

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

Investor Relations

Jenifer Nicolini – IR and ESG Executive Manager
Marco Correia – IR Analyst
Yuri Ferreira – IR Analyst
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