



Camil

3Q17 Earnings Conference Call

January 11, 2018



Latest News

- Issuance of **R\$168.0 million Agribusiness Receivables Certificate** on December 2017.
R\$975 million in Agribusiness Receivables Certificate emissions over the last 12 months, at a lower rate than CDI.
- **Share buyback program** approval.
The objective is to acquire shares within the scope of the Company's **options plan exercise**; Acquisition of up to **5,821,571 shares within a 6-month period** (until June, 2018).
- **Interest on equity payment** of R\$68.0 million on December 28, 2017.
Distribution of approx. **R\$0.1585 / share**.

Main Indicators

R\$1.2 billion Net revenues

R\$819 million Brazilian Food Segment

(▼ -14.5% vs. 3Q16)

R\$340 million International Food Segment

(▲ +6.9% vs. 3Q16)

R\$286 million Gross profit

Gross margin of **24.7%**

(▲ +1.6pp vs. 3Q16)

R\$129 million EBITDA

EBITDA Margin of **11.1%**

(▼ -0.3pp vs. 3Q16)

R\$72 million Net income

Net margin of **6.2%**

(▲ +0.9pp vs. 3Q16)

Financial Highlights

R\$357 million Net proceeds from the IPO. Cash and equivalents and ST/LT investments of **R\$426.5 million on 3Q17** (▲ +1.3% vs. 2Q17)

28.5% Debt Reduction

Total Debt vs. 2Q17

(**R\$1,170.0 million** in 3Q17)

62,3% Decrease

Net financial expenses vs. 3Q16

(**R\$12.6 million** in 3Q17)

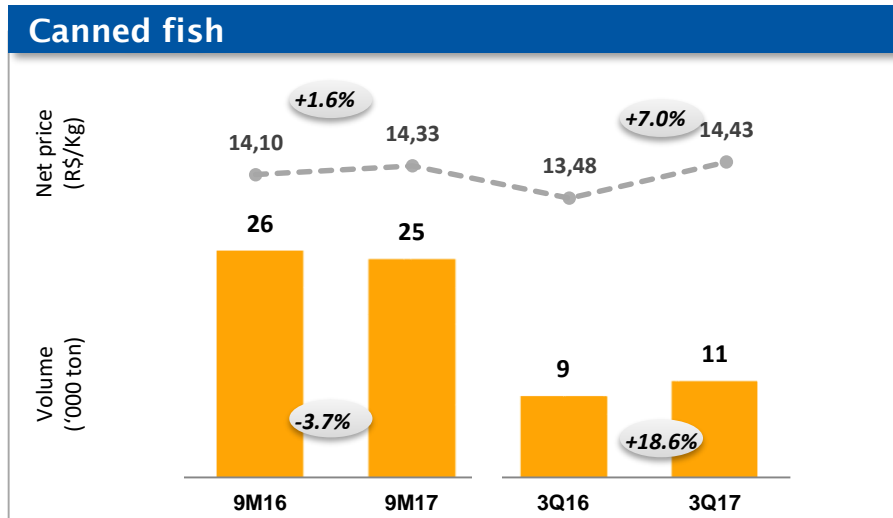
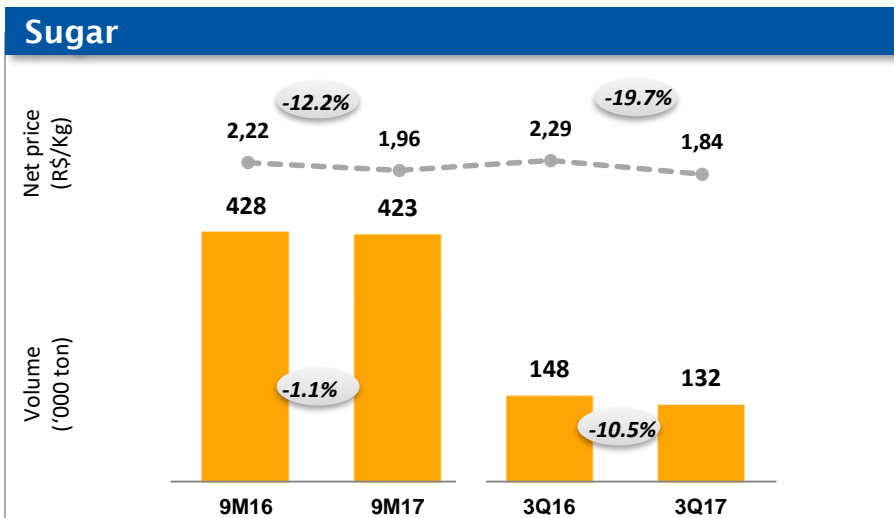
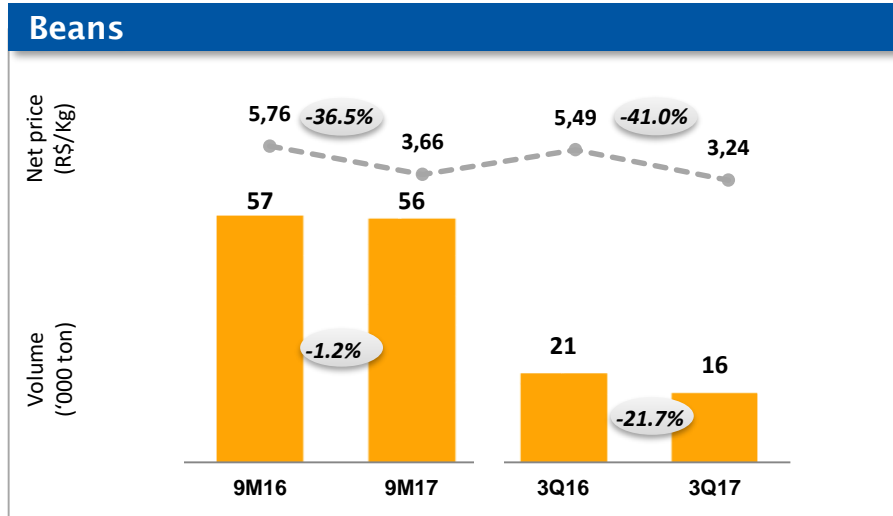
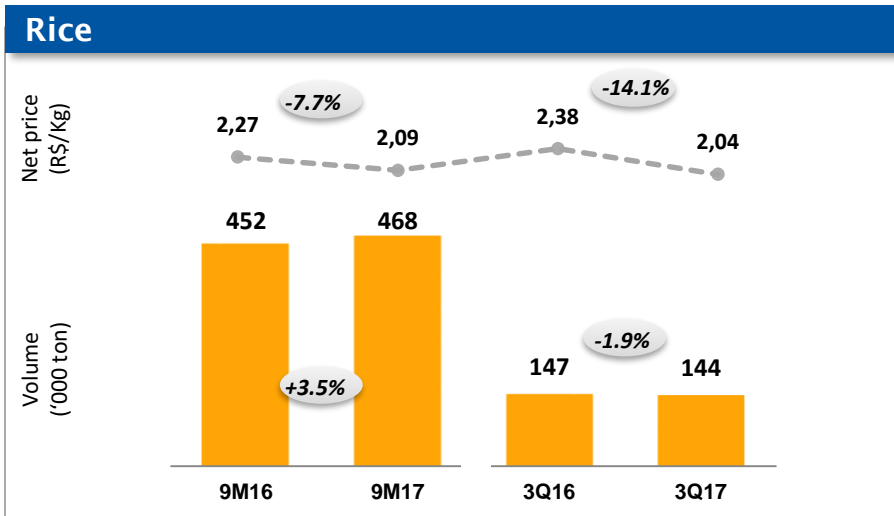
1.6x Net Debt/ LTM EBITDA

(▼ -0.9pp vs. 2Q17)

Operational Performance – Brazil



The period was marked by the decline on grain and sugar prices and sales volume, also by the canned fish category growth.

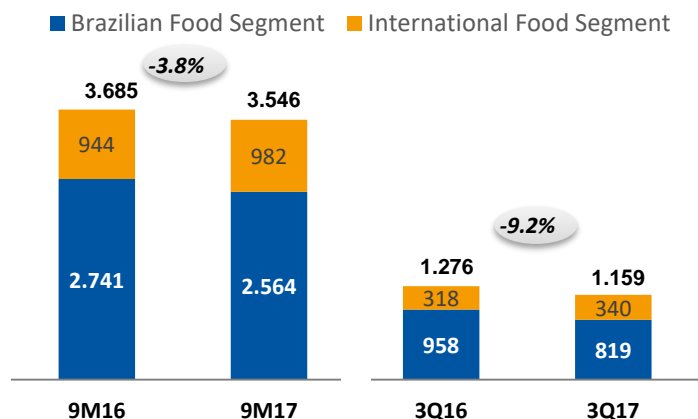


Financial Highlights

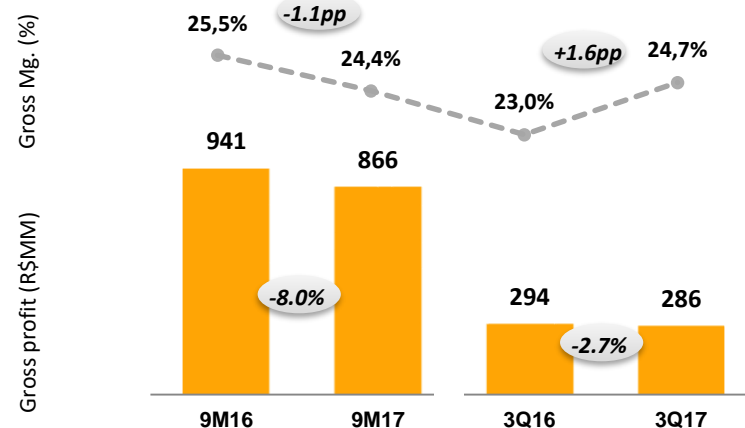


Even under a challenging scenario, Camil achieved a gross margin of 24.7% and EBITDA margin of 11.1% in 3Q17.

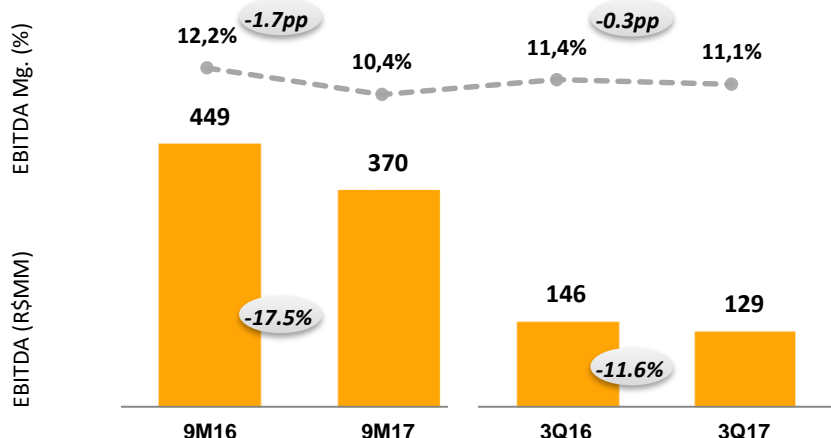
Net Revenues (R\$ million)



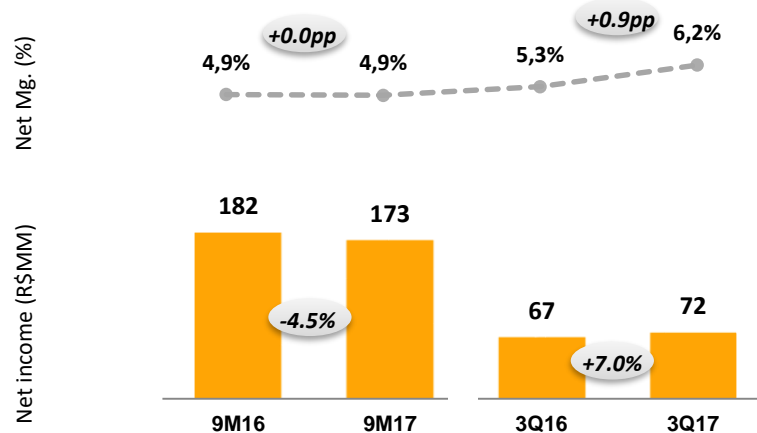
Gross Profit and Gross Margin



EBITDA and EBITDA Margin



Net Income and Net Margin

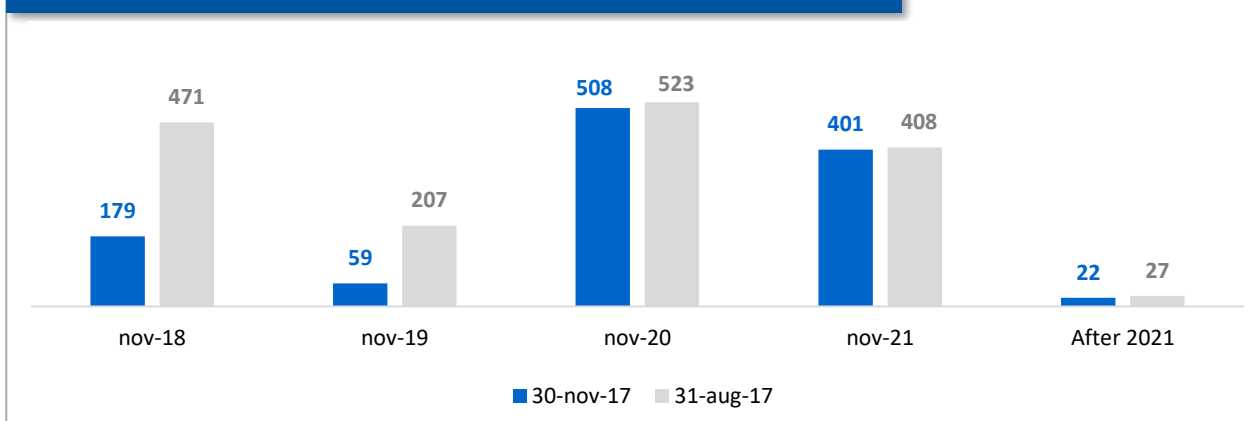


Statements (in R\$ millions)	3Q17	2Q17	3Q16	3Q17 vs	3Q17 vs	9M17	9M16	9M17 vs.
Closing Date	30-nov-17	31-aug-17	30-nov-16	2Q17	3Q16	30-nov-17	30-nov-16	9M16
Net Revenues	1,159.2	1,161.9	1,276.1	-0.2%	-9.2%	3,546.6	3,685.4	-3.8%
(-) Cost of Sales and Services	(873.2)	(879.6)	(982.2)	-0.7%	-11.1%	(2,681.0)	(2,744.7)	-2.3%
Gross Profit	285.9	282.3	293.9	1.3%	-2.7%	865.6	940.7	-8.0%
(-) Selling Expenses	(129.6)	(142.1)	(115.3)	-8.8%	12.4%	(405.1)	(372.7)	8.7%
(-) G&A Expenses	(58.5)	(59.0)	(54.5)	-0.9%	7.4%	(179.1)	(178.6)	0.3%
(+/-) Equity (Earnings)/Losses in Uncons. Sub	(0.9)	0.4	(0.5)	-312.4%	93.1%	(1.3)	(0.9)	46.7%
Other Operating Income	8.7	10.2	0.8	-14.7%	<i>n.a.</i>	23.4	(5.0)	-568.3%
EBIT	105.7	91.8	124.5	15.2%	-15.1%	303.5	383.4	-20.9%
(+/-) Financial Result	(12.6)	(26.0)	(33.3)	-51.8%	-62.3%	(61.4)	(118.7)	-48.3%
(-) Debt Interest Expense	(40.4)	(52.4)	(45.0)	-22.8%	-10.1%	(147.5)	(161.9)	-8.9%
(+) Interest Income	27.9	26.3	11.6	5.9%	139.3%	86.1	43.2	99.2%
Pre-Tax Income	93.1	65.7	91.1	41.7%	2.2%	242.1	264.8	-8.6%
(-) Total Income Taxes	(21.2)	(25.4)	(24.0)	-16.6%	-11.5%	(68.7)	(83.2)	-17.5%
(-) Income Taxes	(15.7)	(6.8)	(22.4)	129.9%	-29.9%	(39.3)	(73.1)	-46.3%
(-) Diferred Income Taxes	(5.5)	(18.6)	(1.6)	-70.3%	245.5%	(29.4)	(10.1)	190.3%
Net Income	71.9	40.3	67.2	78.4%	7.0%	173.4	181.6	-4.5%
EBITDA Reconciliation								
Net Income	71.9	40.3	67.2	78.4%	7.0%	173.4	181.6	-4.5%
(-) Net Financial Result	12.6	26.0	33.3	-51.8%	-62.3%	61.4	118.7	-48.3%
(+) Income Taxes	21.2	25.4	24.0	-16.6%	-11.5%	68.7	83.2	-17.5%
(+) Depreciation and Amortization	23.2	22.5	21.3	3.2%	9.1%	67.0	65.7	2.0%
(=) EBITDA	128.9	114.3	145.7	12.8%	-11.6%	370.5	449.1	-17.5%
Margins								
Gross Margin	24.7%	24.3%	23.0%	0.4pp	1.6pp	24.4%	25.5%	-1.1pp
EBITDA Margin	11.1%	9.8%	11.4%	1.3pp	-0.3pp	10.4%	12.2%	-1.7pp
Net Margin	6.2%	3.5%	5.3%	2.7pp	0.9pp	4.9%	4.9%	0.0pp

Camil continues to execute our strategy of reducing our cost of debt and extending its maturity.

Debt	3Q17 30-nov-17	2Q17 31-aug-17	3Q17 vs 2Q17
Total Debt	1,170.0	1,636.2	-28.5%
Loans and financing	360.0	506.8	-29.0%
Debtures	810.0	1,129.4	-28.3%
Short Term	179.3	197.3	-9.1%
Long Term	990.7	1,438.9	-31.1%
Currency			
R\$	869.4	1,233.0	-29.5%
USD	147.7	216.0	-31.6%
CLP	42.1	57.6	-26.9%
PEN	110.8	129.5	-14.4%
Leverage			
Gross Debt	1,170.0	1,636.2	-28.5%
Cash and Cash Equivalents + financial applications	426.5	421.2	1.3%
Net Debt	743.5	1,215.0	-38.8%
Net Debt/EBITDA LTM	1.6x	2.5x	-0.9pp

Debt Amortization



Luciano Quartiero
Chief Executive Officer

Flavio Vargas
Chief Finance and IR Officer

Investor Relations

Phone:

+55 11 3039-9238

+55 11 3039-9237

E-mail: ri@camil.com.br

