

Why 3tentos and why now?



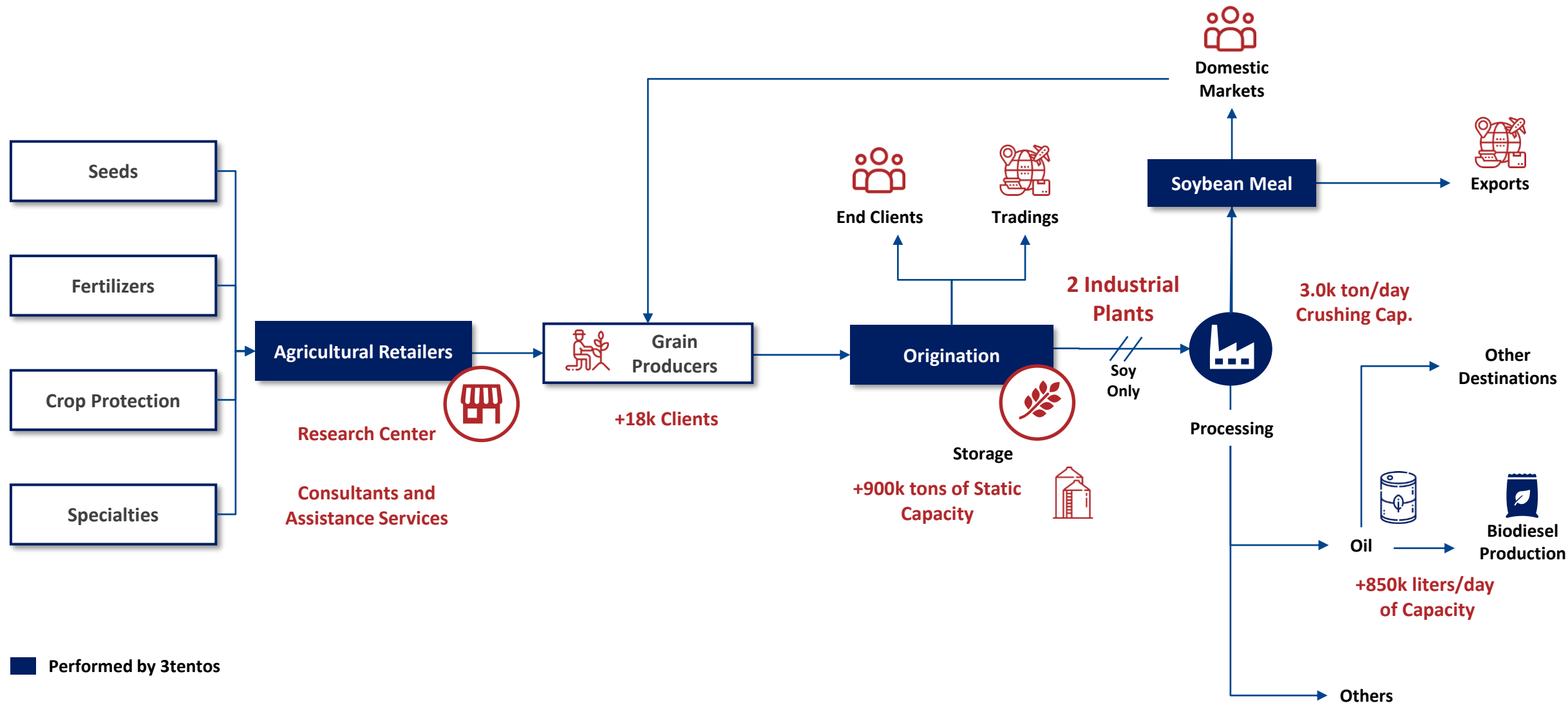
1

2

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Grains to Sell AgInputs, AgInputs to Purchase Grains and Industry to Generate Value



1 Our Segments



Ag inputs

Sales of Seeds, Fertilizers and Crop Protection for soybeans, corn, wheat and rice

3tentos tech, offering new services

% of Total Net Revenue

Gross Margin (%)

26.5%

21.7%

1.248

271

■ Net Revenue (R\$ million, LTM)

■ Gross Profit (R\$ million, LTM)



Grain

Purchase and Sale of Grains with Static Capacity of 900k tons

Soybean, corn and wheat origination

24.0%

8.1%

1.129

91

■ Net Revenue (R\$ million, LTM)

■ Gross Profit (R\$ million, LTM)



Industry

Products with higher added value through industrial transformation

49.6%

16.2%

2.335

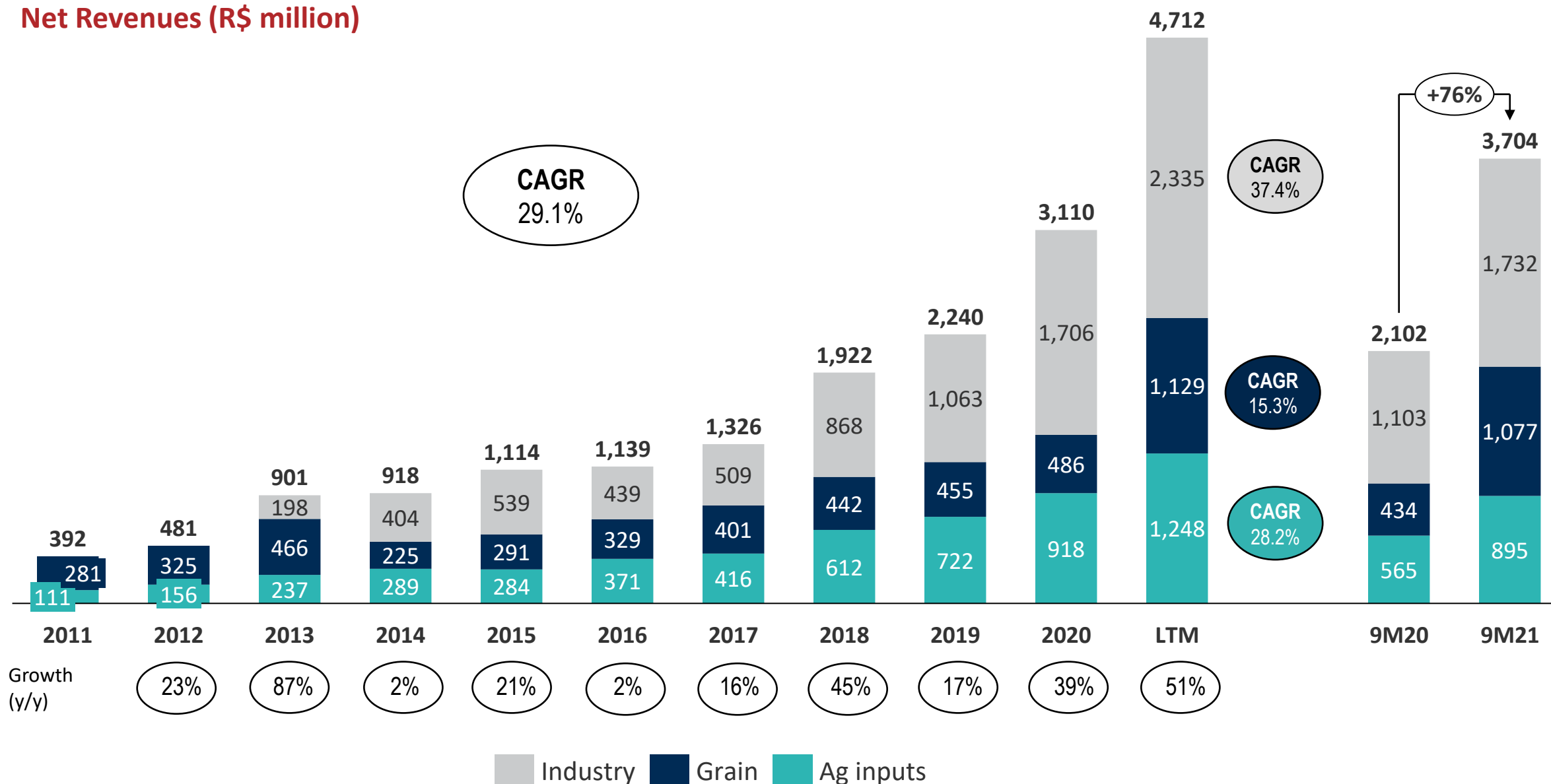
378

■ Net Revenue (R\$ million, LTM)

■ Gross Profit (R\$ million, LTM)

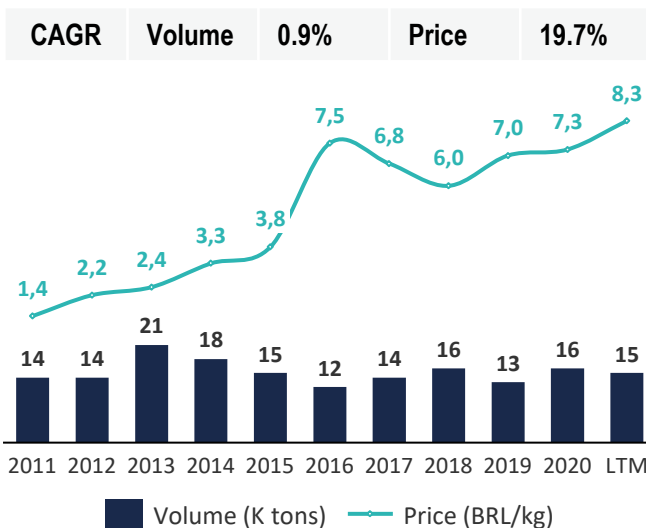
2 Long history of top line growth...

Net Revenues (R\$ million)

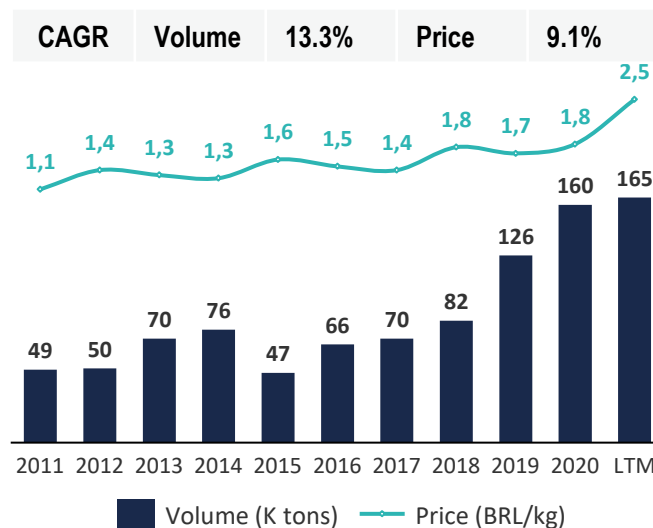


2 ...driven by high volume...

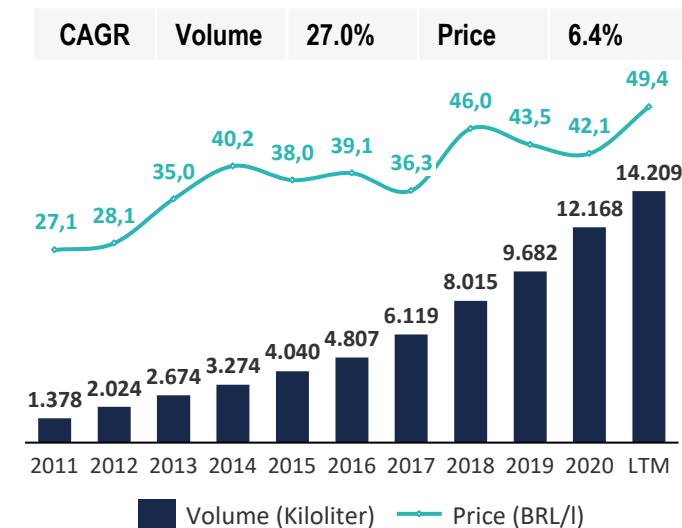
Seeds



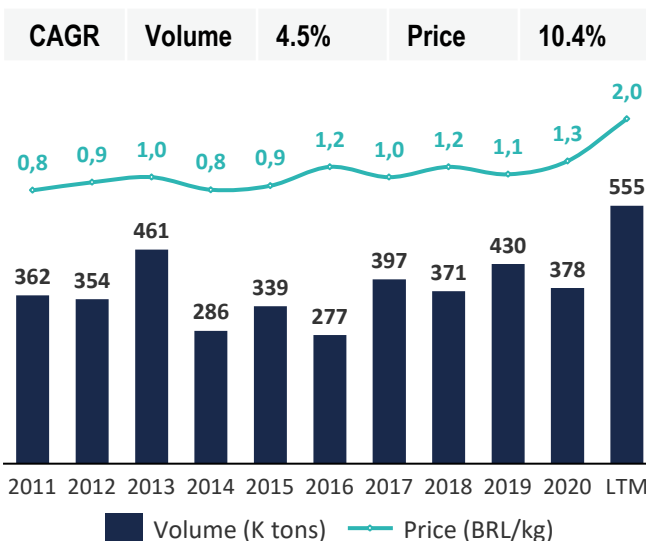
Fertilizers



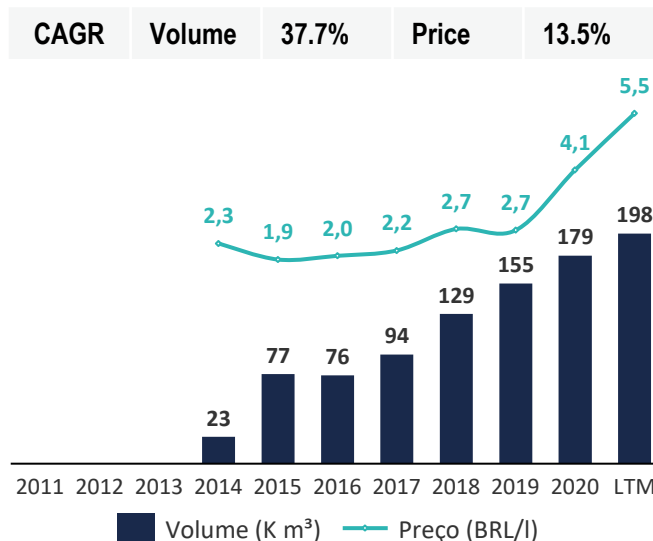
Crop Protection



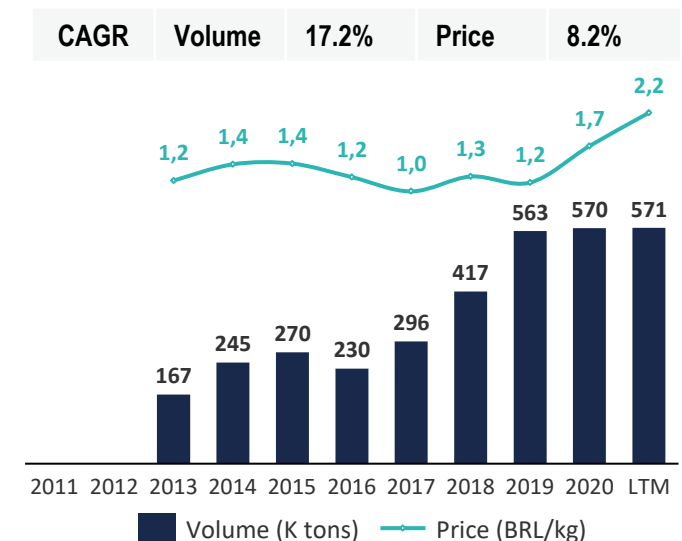
Grains



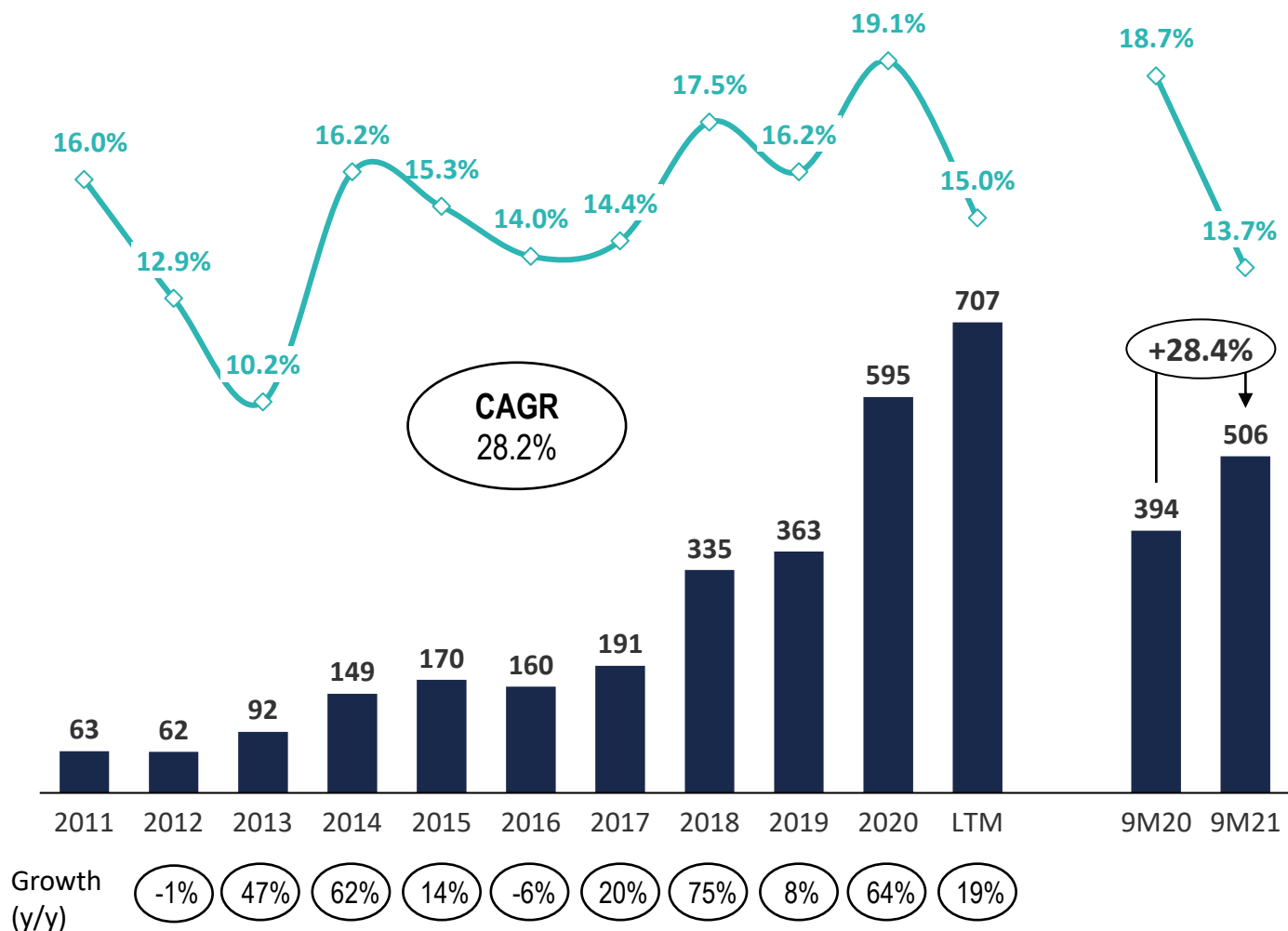
Biodiesel



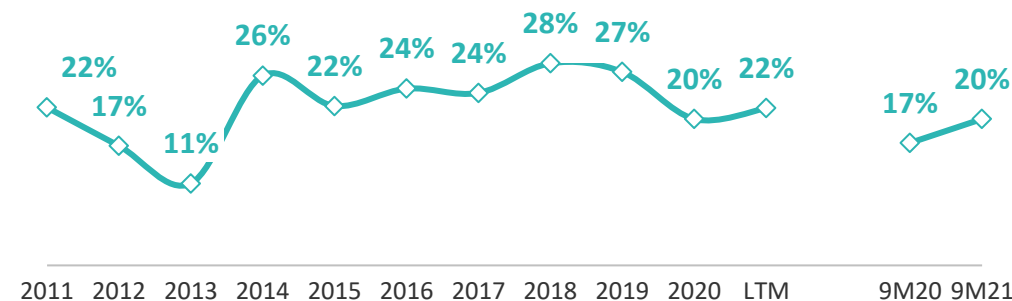
Soybean Meal



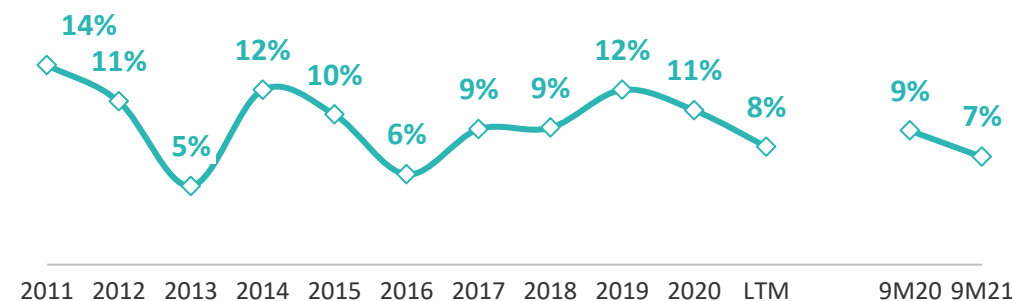
Gross Profit (R\$ million) and Gross Margin



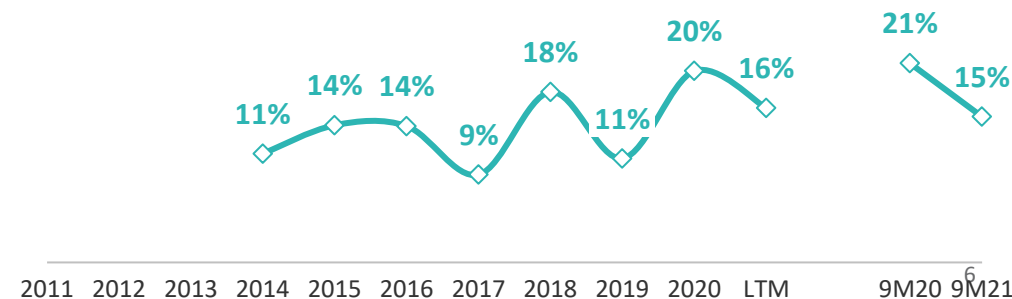
Ag inputs

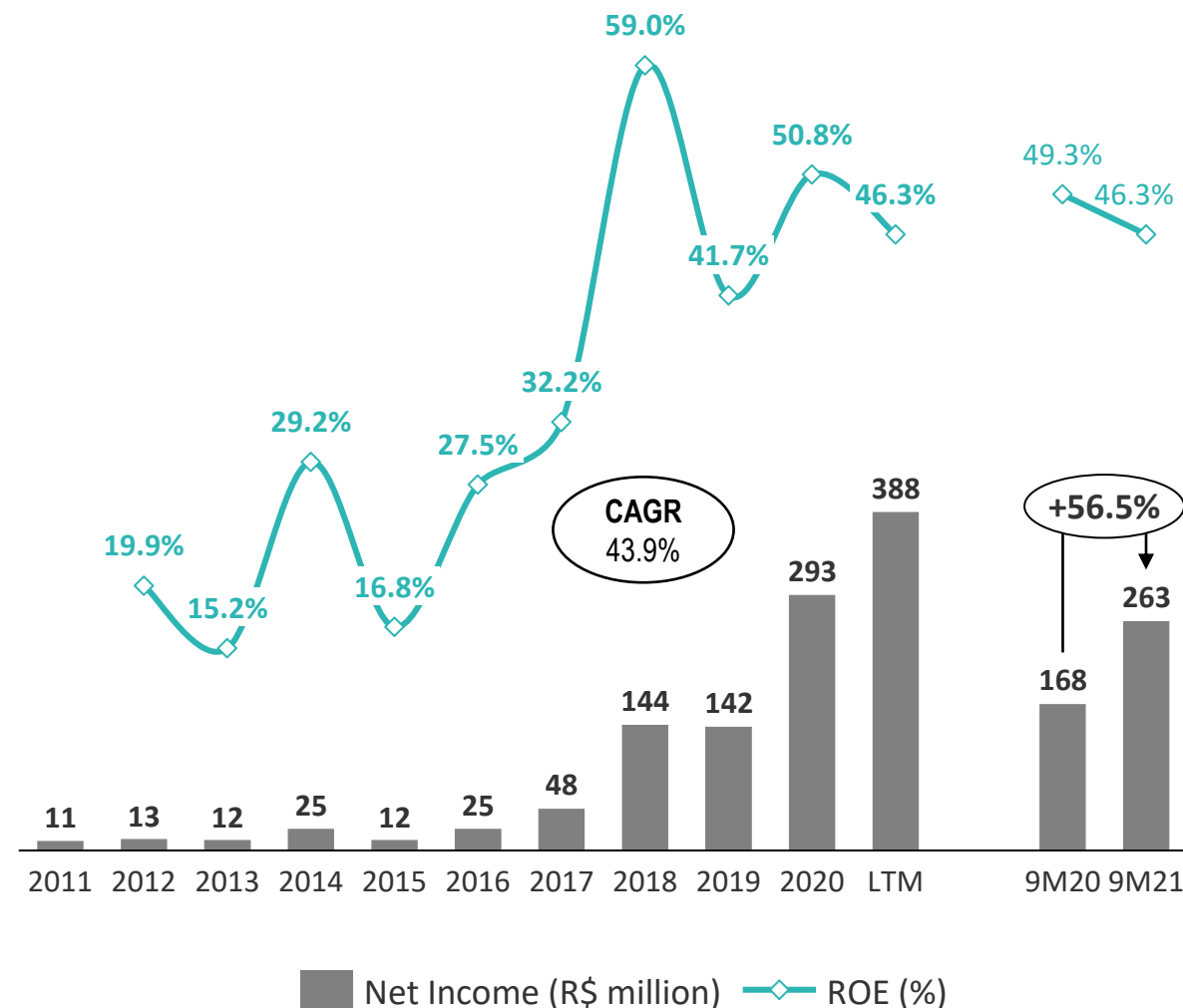
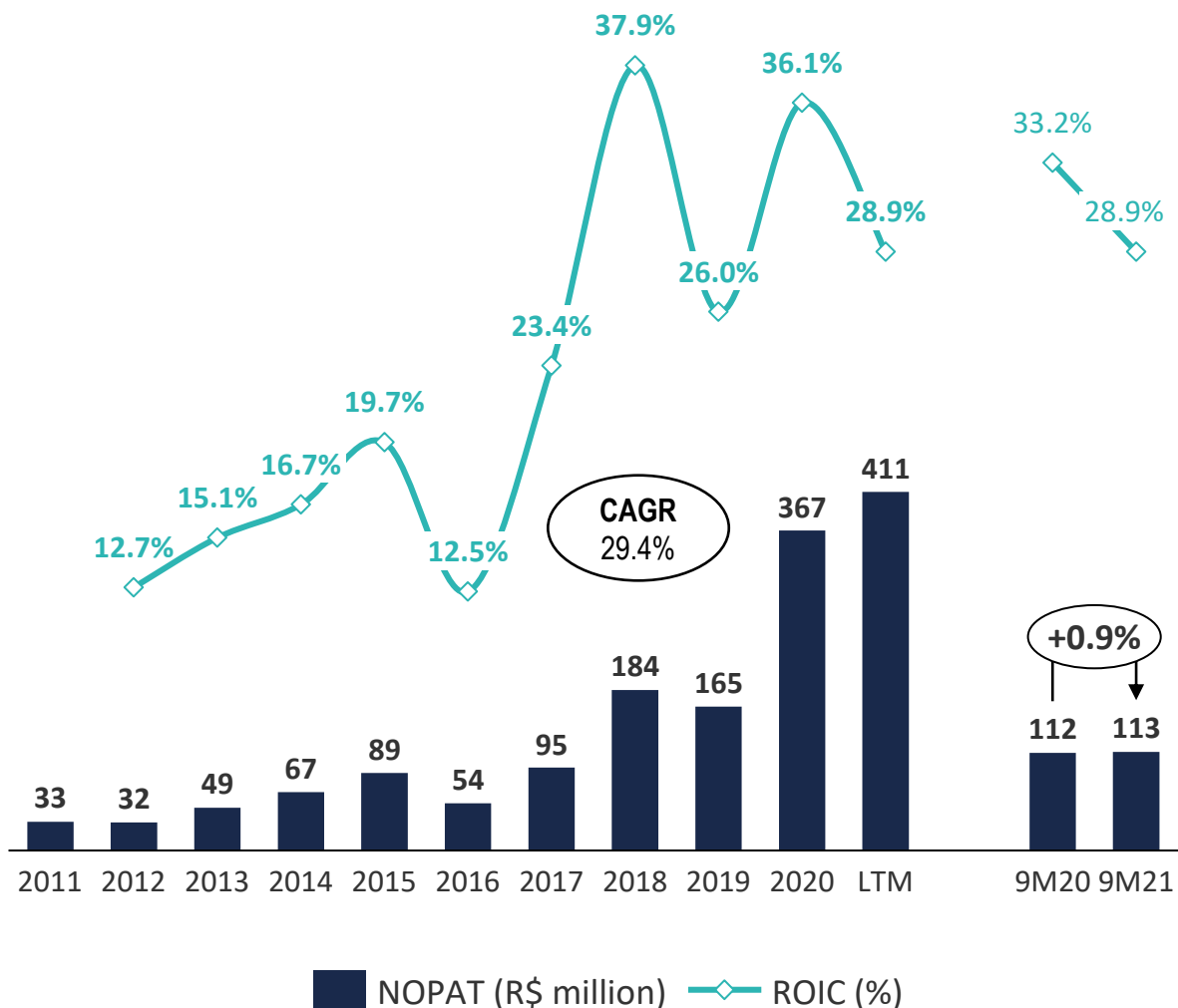


Grains



Industry







Production Company vs **Agribusiness**



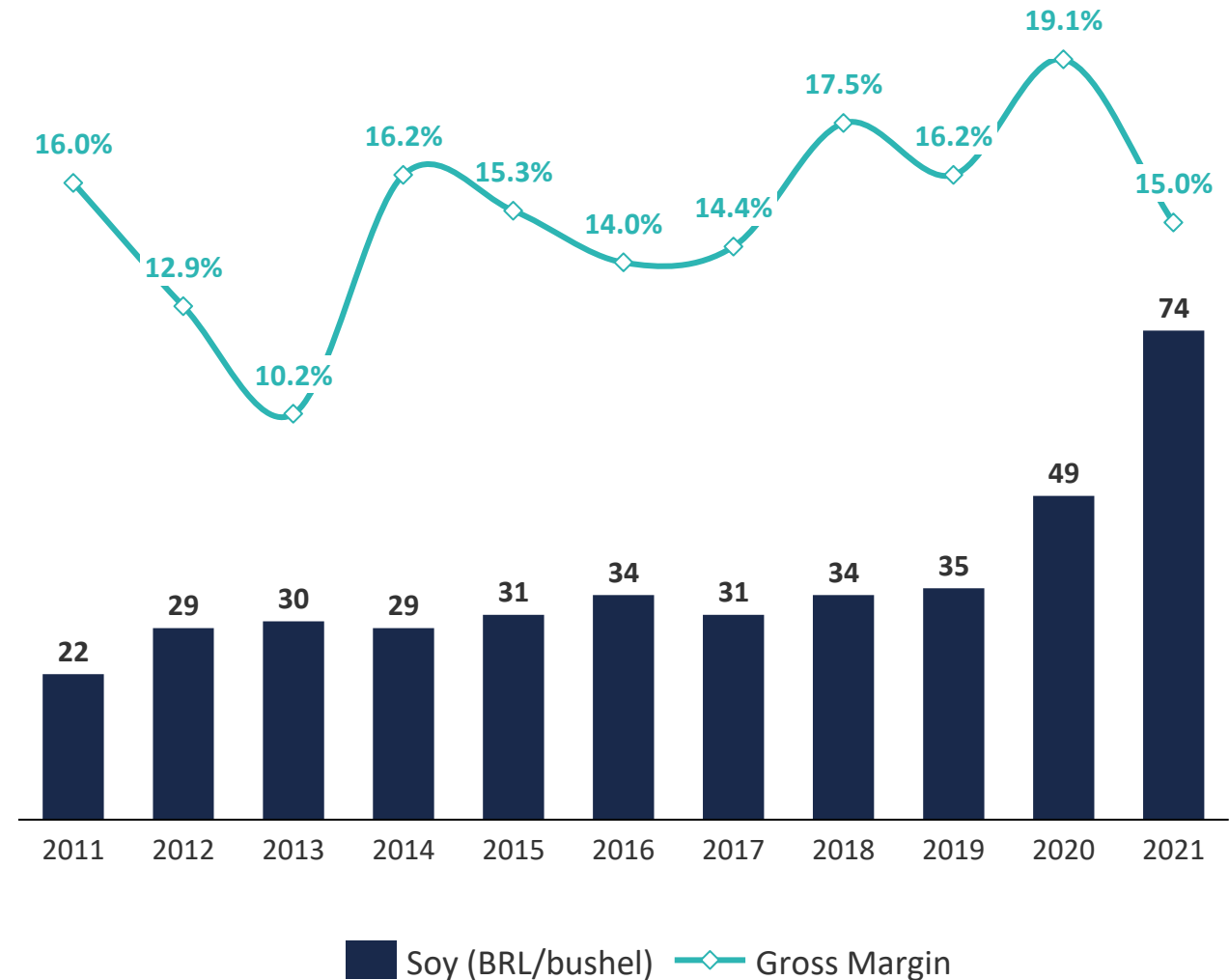
Integrated and vertical model allows **diversification of margins and profitability**

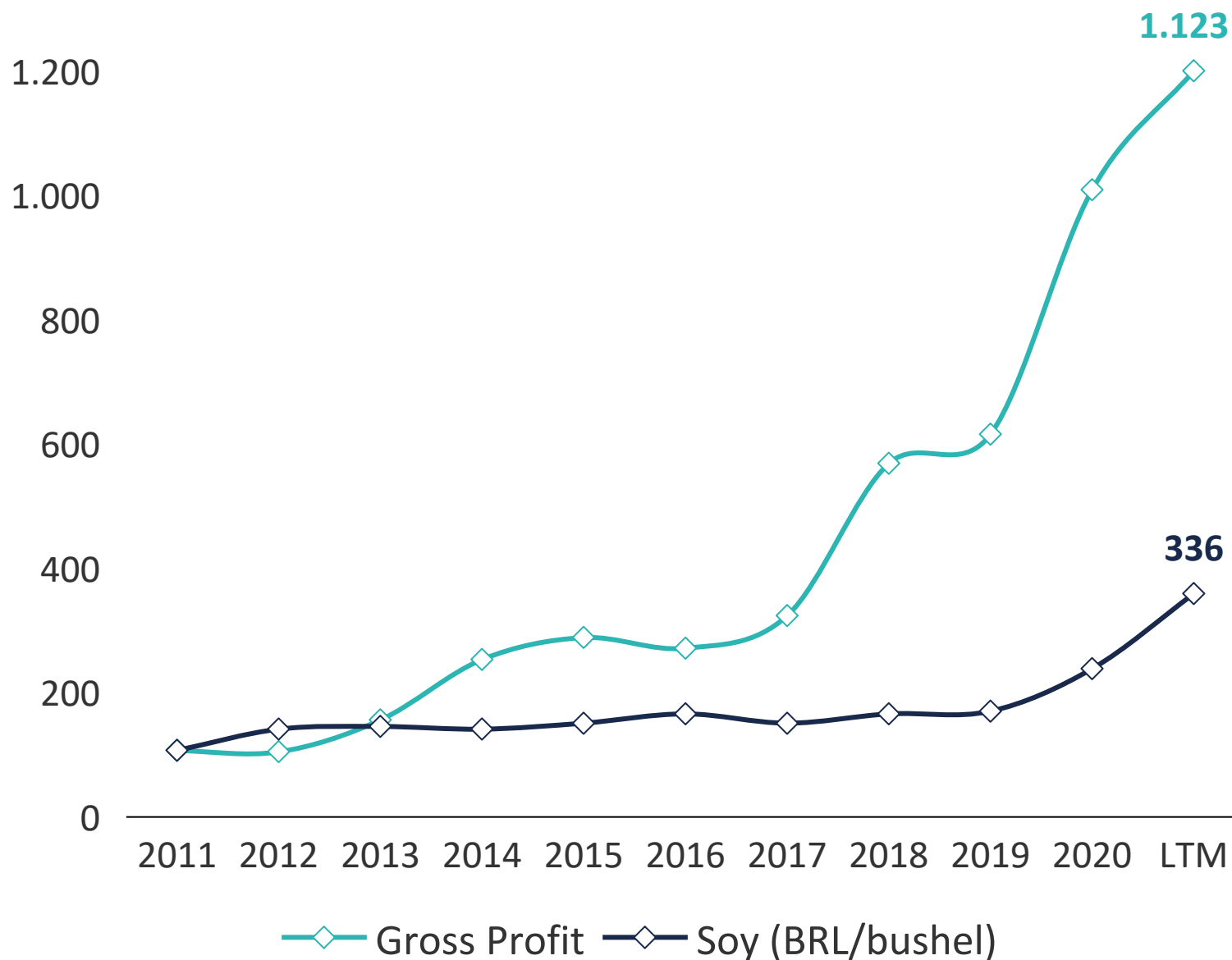


Higher commodity prices encourage producers to increase their planted area



Business expansion mitigates effects of low or volatility in commodity prices





3tentos recorded strong earnings growth, compared to the commodity prices performance

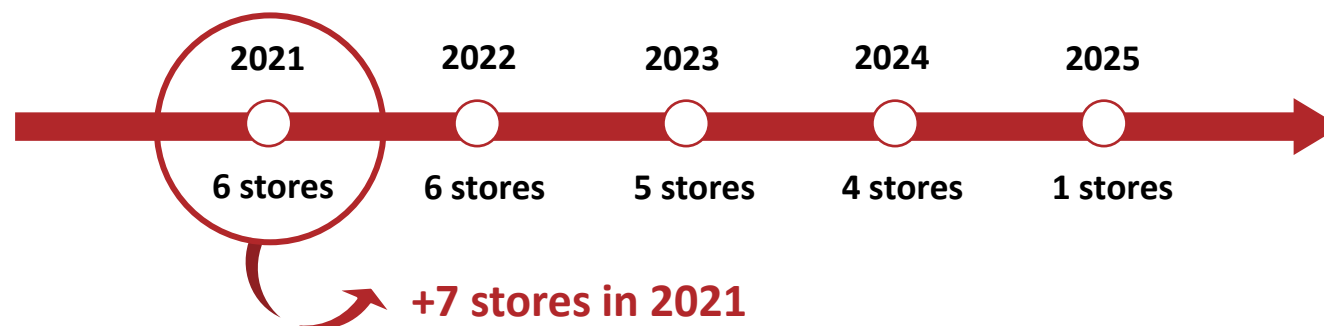
Expansion into new markets aiming growth and geographic diversification of businesses

Replicate and accelerate our expansion area strategy in Rio Grande do Sul

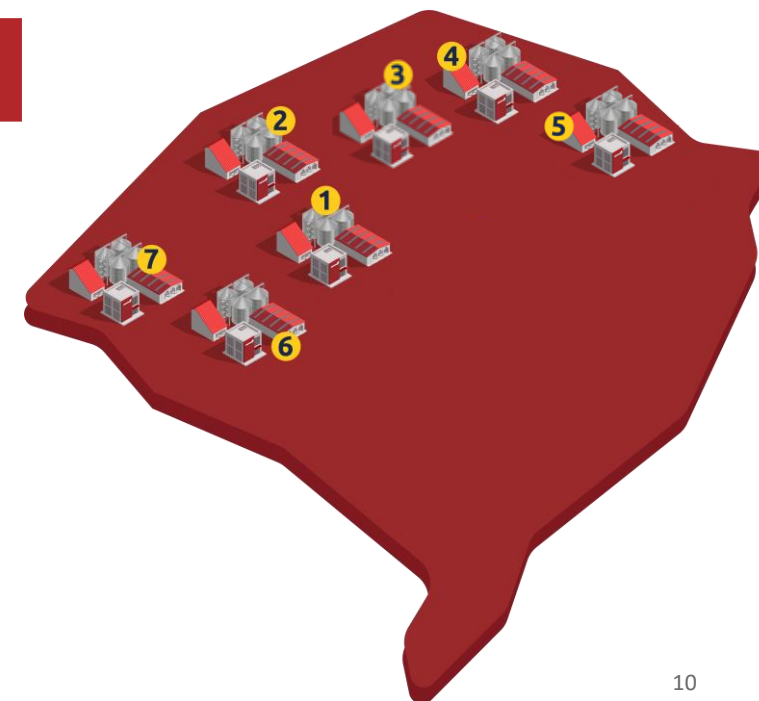


New Stores in Rio Grande do Sul

- **+22 New retail stores**, expanding area covered
- Gradual **client base expansion** through superior value proposition
- **Proven execution**



City	Commercial Operation	Grain Origination
1 – Santiago	✓	1Q22
2 – São Borja	✓	1Q22
3 – Palmeira das Missões	✓	✓
4 – Erechim	✓	1Q22
5 – Vacaria	✓	1Q22
6 – Alegrete	✓	1Q22
7 - Uruguaiana	✓	-



Expansion into new markets aiming growth and geographic diversification of businesses (cont'd)

Geographic diversification to mitigate climate-related, market and operational risks



New Stores in Mato Grosso

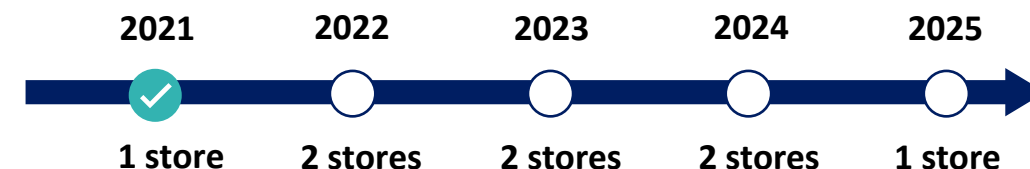
- Ecosystem expansion to follow into **origination and retail with 8 retail stores**
- Farmers migration from RS to MT bringing **pre-existent relationships with us**
- **Low risk execution** enabled by our relationships built throughout 20+ years presence in the region



Industrial Plant in Mato Grosso

- Strategy initially **spearheaded by industrial unit**
- **+3.0k tons/day crushing capacity** coming online in 2023
- **Leveraging our track record** from having implemented a similar plan in RS

New stores



Factory installation



Investor Relations

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