



3tentos

**BTG Pactual Latam
CEO Conference - NY**

3tentos 

3tentos at a glance

Brazil is considered a major global food supplier

1st soybean, 2nd corn, 1st cattle in the ranking worldwide

The most complete ecosystem in Brazilian agribusiness

Ag Inputs, Grains and Industry business

Presence in the States of Mato Grosso and Rio Grande do Sul

Two major states in grains production in Brazil

30% CAGR, stable margins and high ROE levels

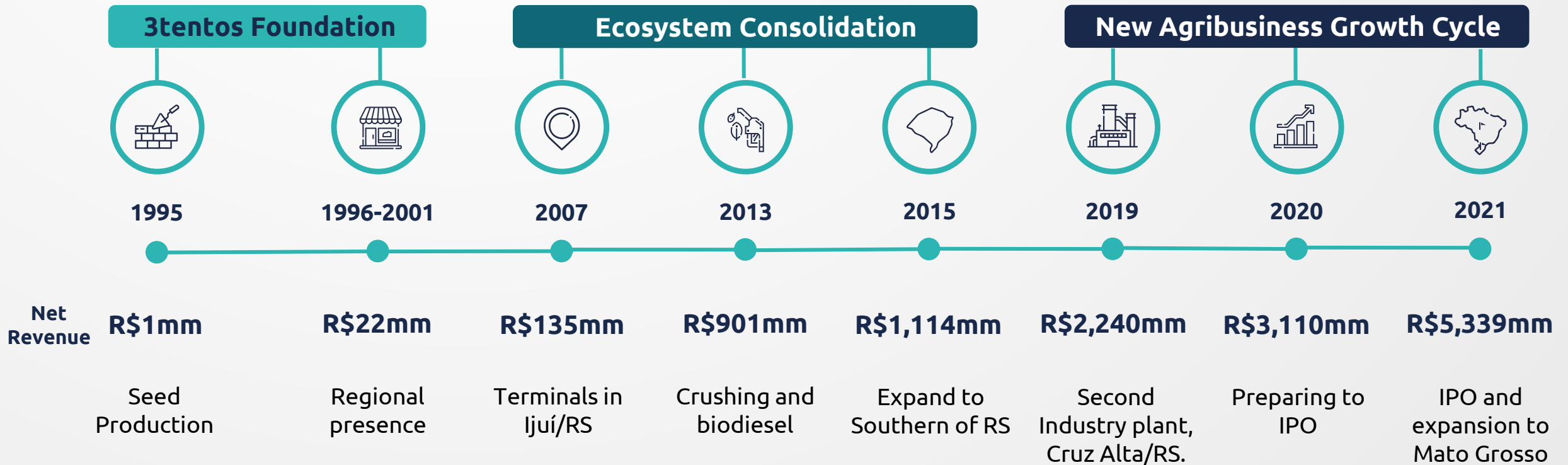
Proved business model with improved gains to farmers

Strong competitive advantages

Sustainable margins, hedge position with integrated business, digital services



27 years contributing to farmers' success...



3tentos

The most complete ecosystem in Brazilian agribusiness

30% CAGR

Last 10 years

more than

1,7 thousands

employees

57 stores
(RS/MT)

more than

18 thousands

clients

more than

14 thousands

investors

3 Industrial plants
(RS/MT)

more than
4 thousands
3tentos App users

more than
1,2 million

ton of soybean originated
(2021)

Best Company in Agribusiness

Revista Exame (2021)

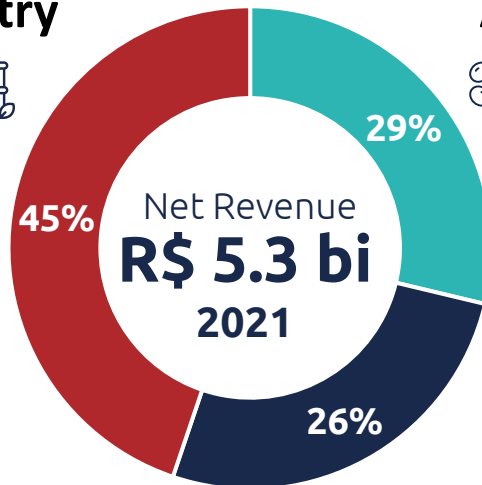
Industry



Ag Inputs



Grains



Ecosystem in 365 days with rural producer

3tentos ecosystem

+ 1,700 employees



+64%¹



+30%¹



+35%¹

The most complete
ecosystem in Brazilian
agribusiness

1. Net Revenue growth 6M22 vs 6M21

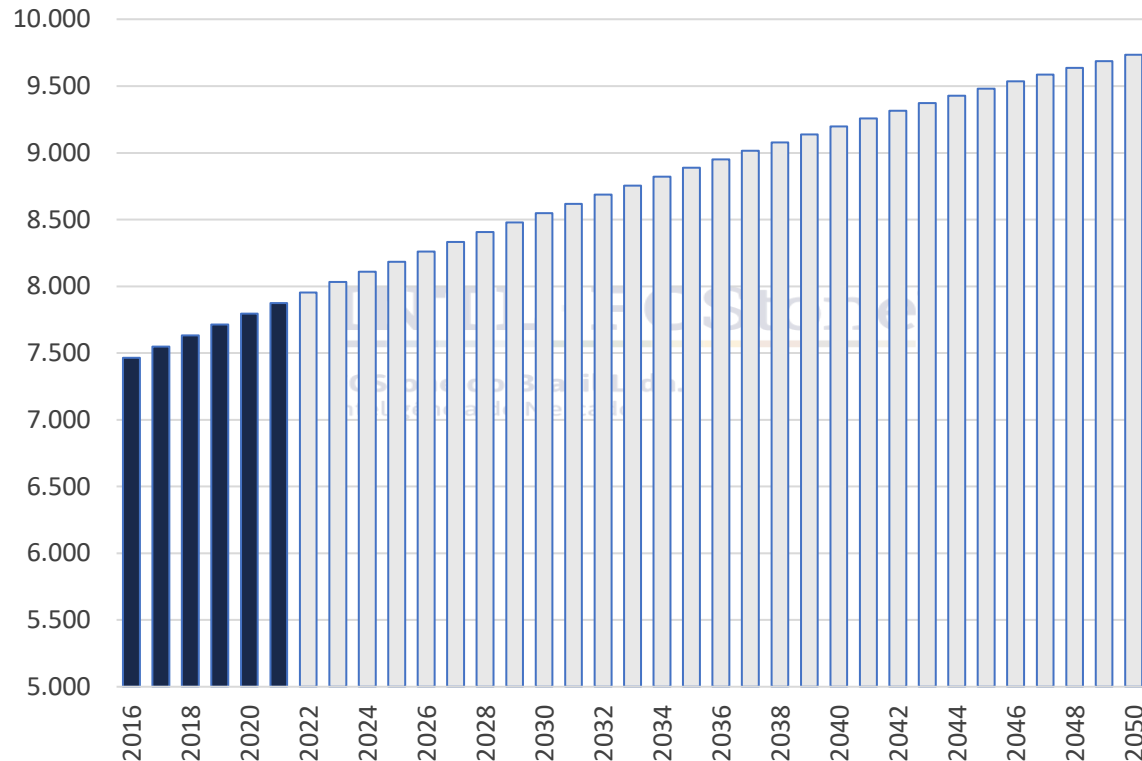


**What lies ahead
for 3tentos?**

Global consumption increases food demand...

World population growth (million people)

~ 9.8 billion people in 2050



Fonte: FAO, ONU.



Food production needs to increase by 70%
to meet global demand in 2050

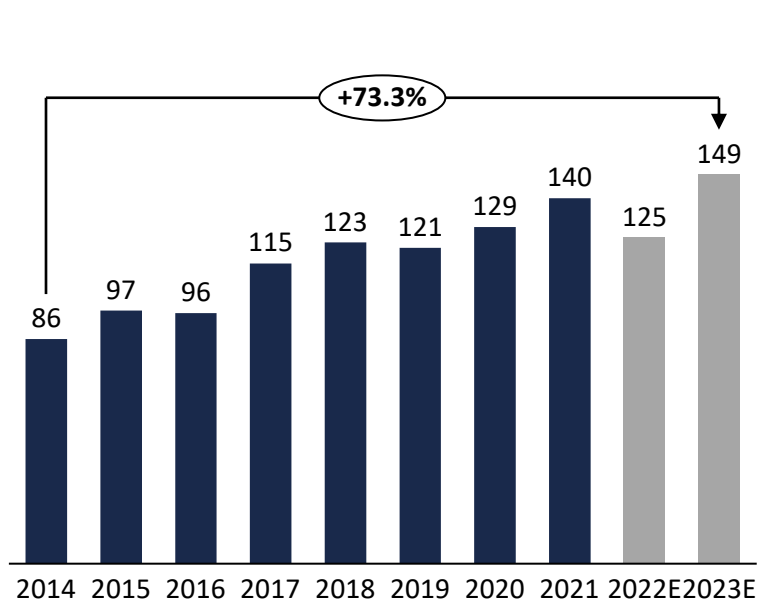
AT THE SAME TIME THAT ...



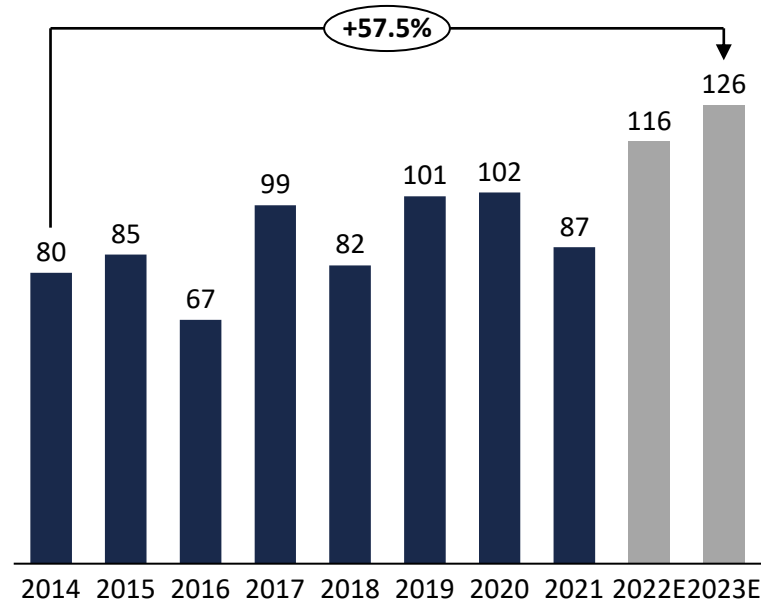
... c. 1/3 of agricultural land are consider to
be moderate to highly depleted

...provided by Brazilian agribusiness as a global powerhouse

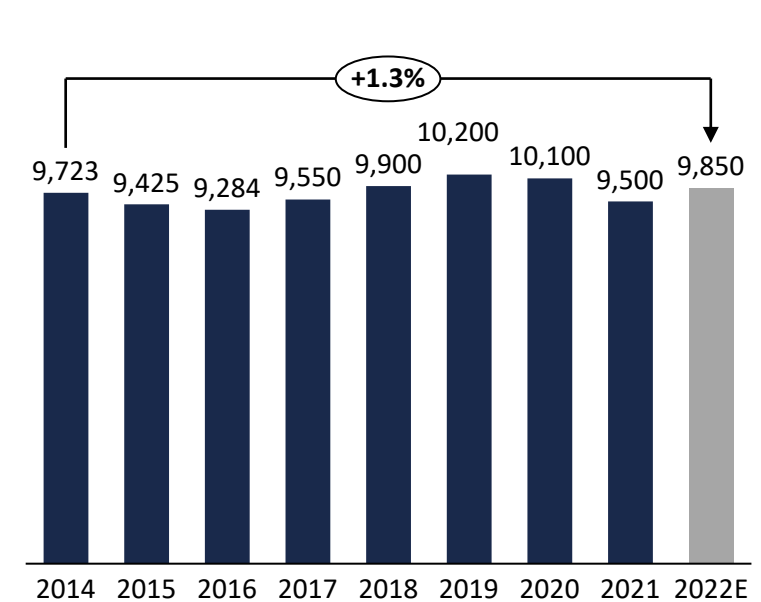
Soybean
Production (million ton)



Corn
Production (million ton)



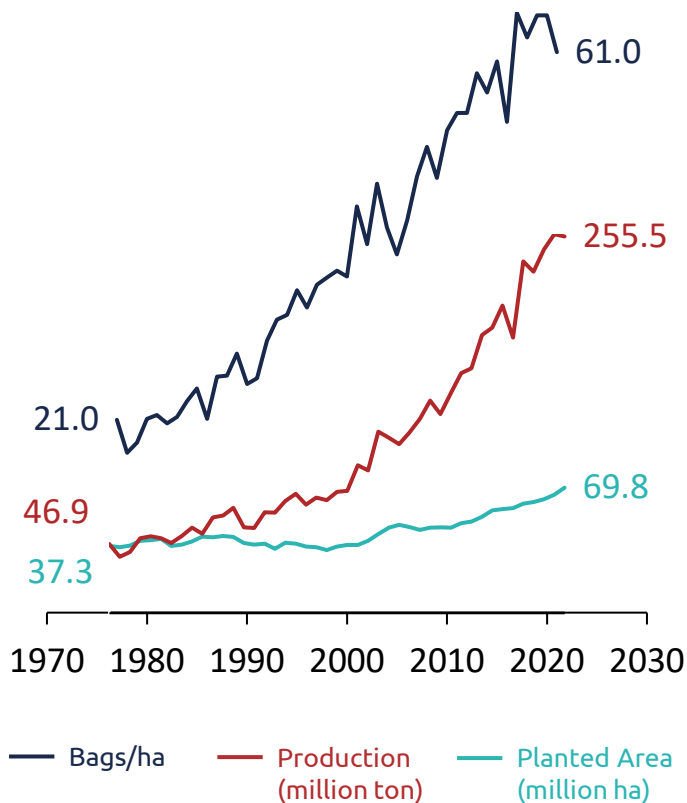
Cattle
Production (thousands ton)



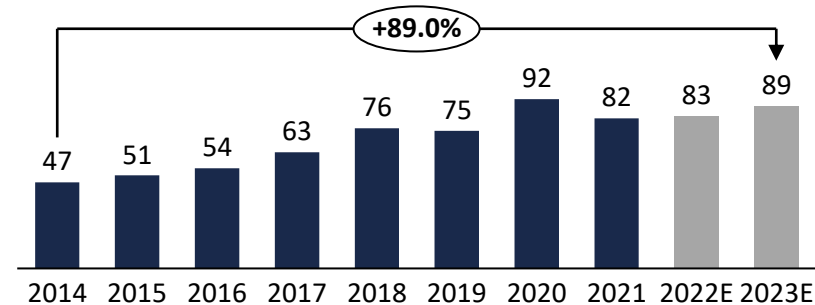
Brazil's ranking worldwide

...R&D and agricultural best practices help Brazil to consolidate as a major global food supplier

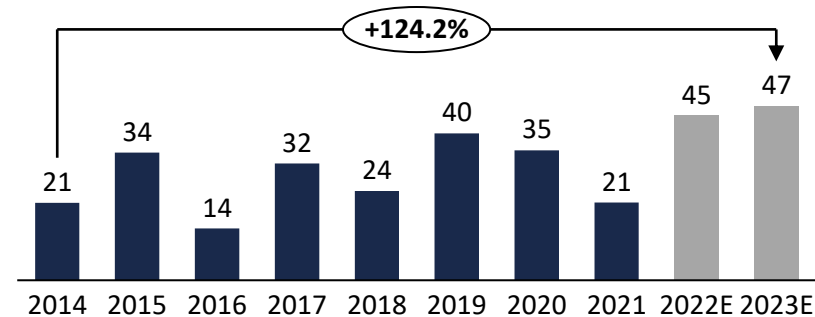
Improved Productivity for Brazilian Farmers



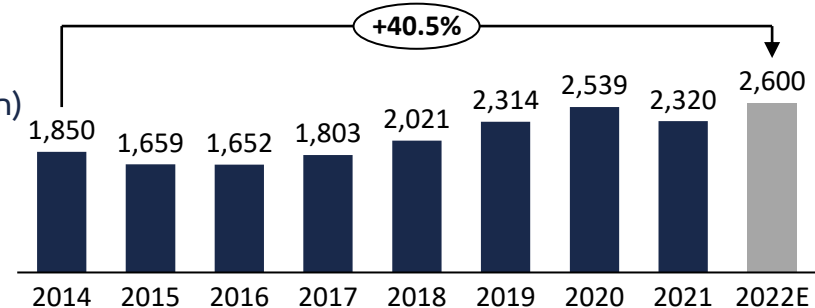
Soybean Exports (million ton)



Corn Exports (million ton)



Cattle Exports (thousands ton)



Brazil's ranking worldwide



Represents **54%** of total



Represents **24%** of total



Represents **25%** of total

Productivity is reaching new levels with a new farmer and a new agriculture

Farmer

Informed

Connected

Capable

Young and Women

Sustainable

Capitalized



Agriculture

Agrotechnology

Agtechs

Technology solutions

IoT

R&D

Larger scale



New Agriculture



Value Proposal

Being an **Agribusiness Solution Company**



R&D aiming at better agricultural management



R&D facilities in Mato Grosso already operating

- **2 Research Center (65 ha)**
9.708 portion - RS + MT (2022/23)
- **15 Satellite areas**
9.840 portion – RS (2022/23)
- 👤 **14 professionals**

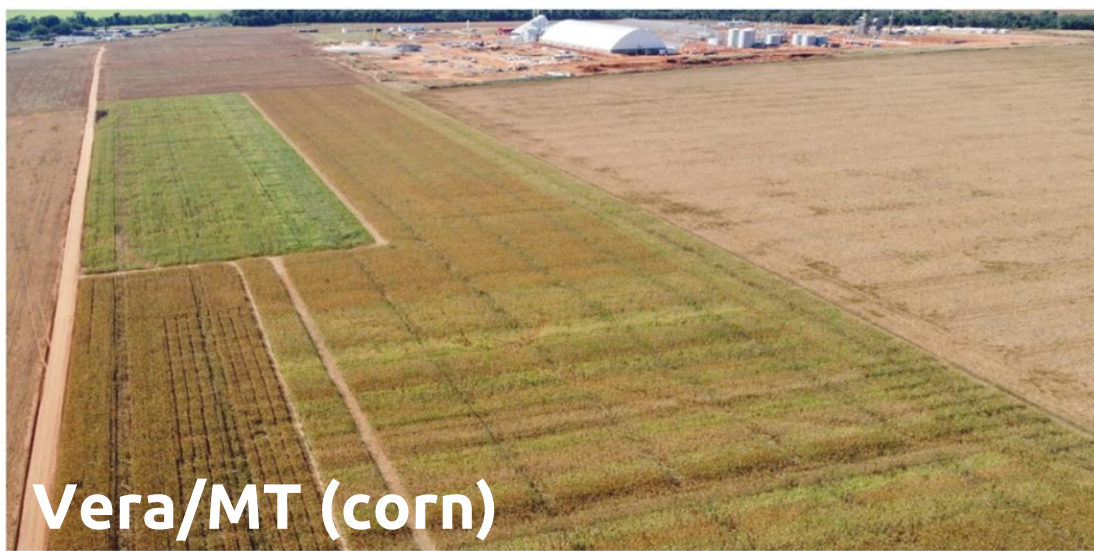
Research centers (RS and MT)



Santa Bárbara do Sul/RS (Area 1)



Vera/MT (soybean)



Vera/MT (corn)



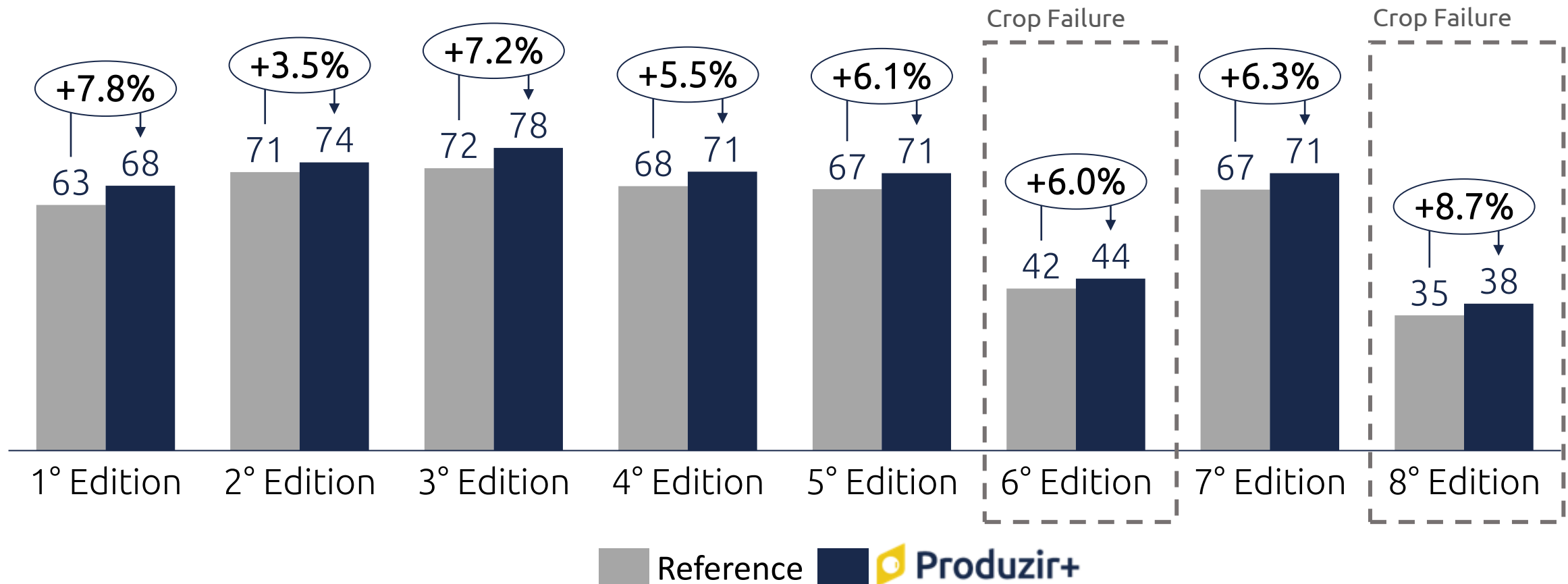
Santa Bárbara do Sul/RS (Area 2)

Our product solution is agricultural management

Helping our clients to thrive



Increase in average productivity of RS in **6.2%**



3tentos is at the technology forefront with the rural producer



NF-e delivery and Online Pricing



Digital Certification



Terra3

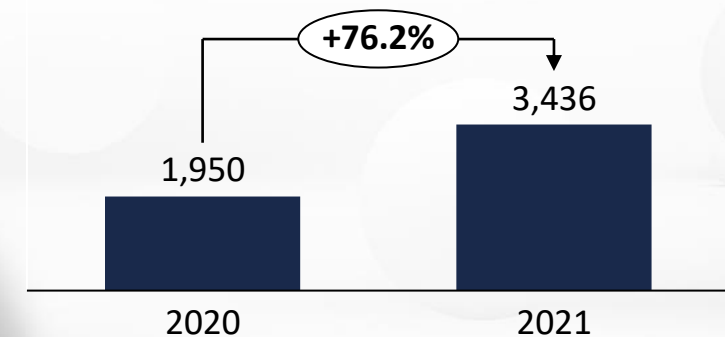


Consultant app



App 3tentos

Number of Users

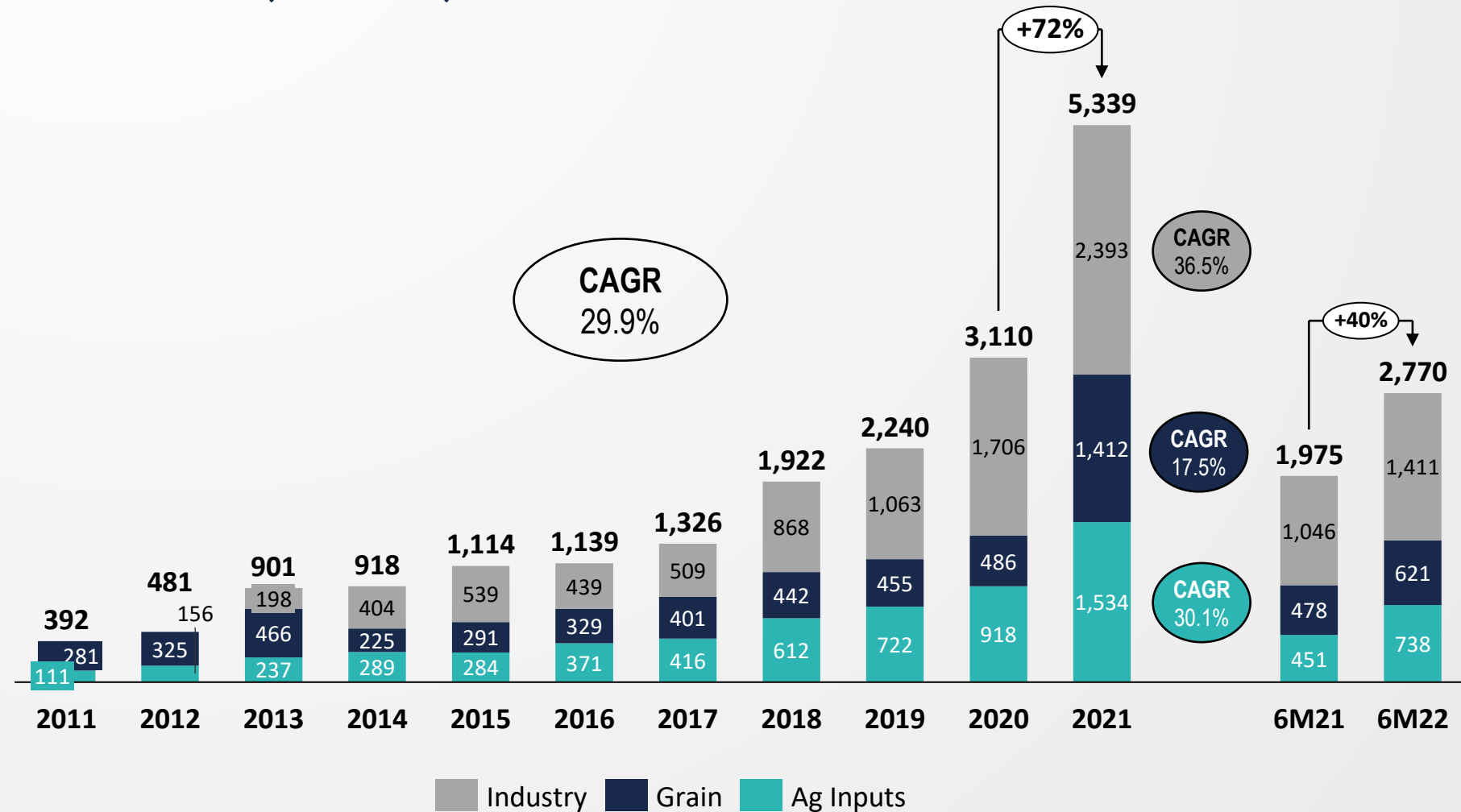


**High growth,
stable margins and
high return?**



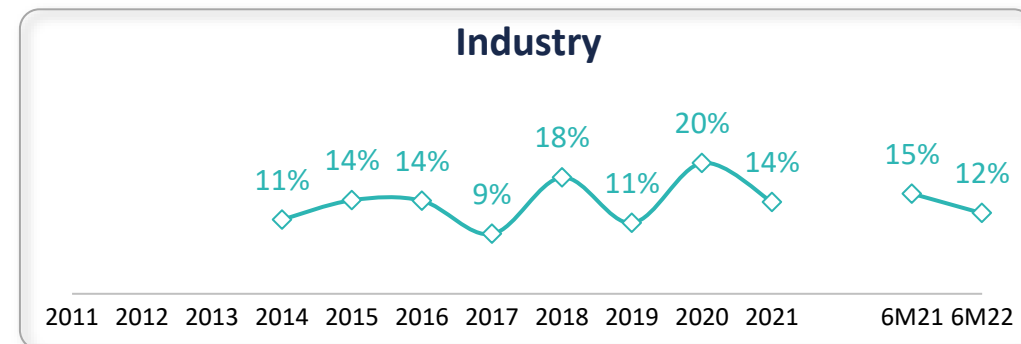
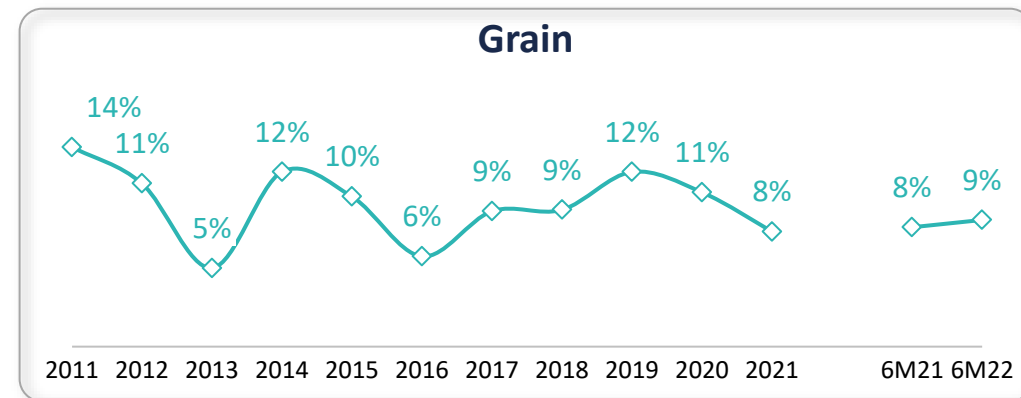
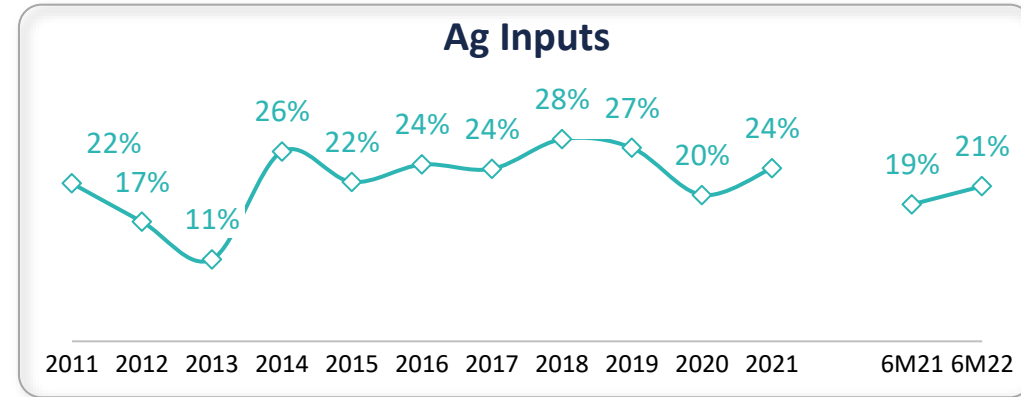
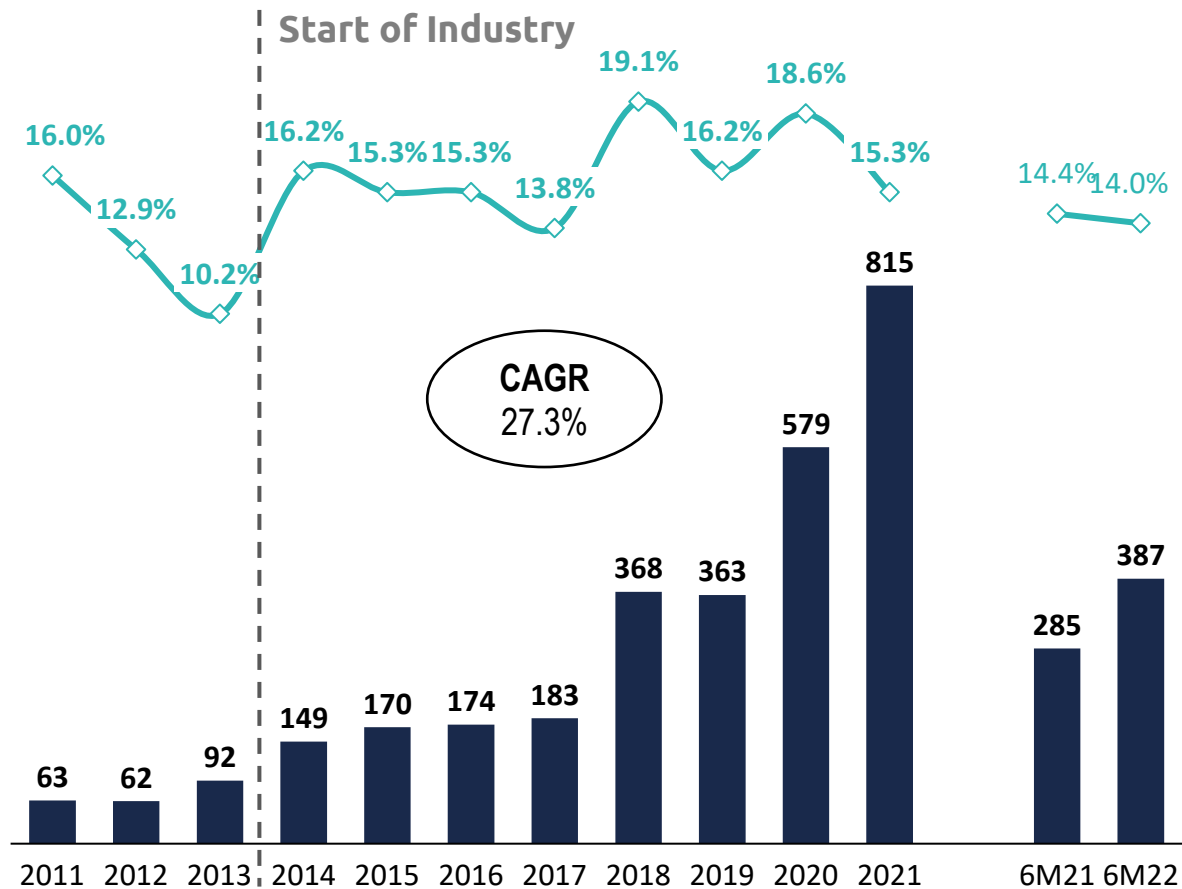
Long history of top line growth...

Net Revenue (R\$ million)



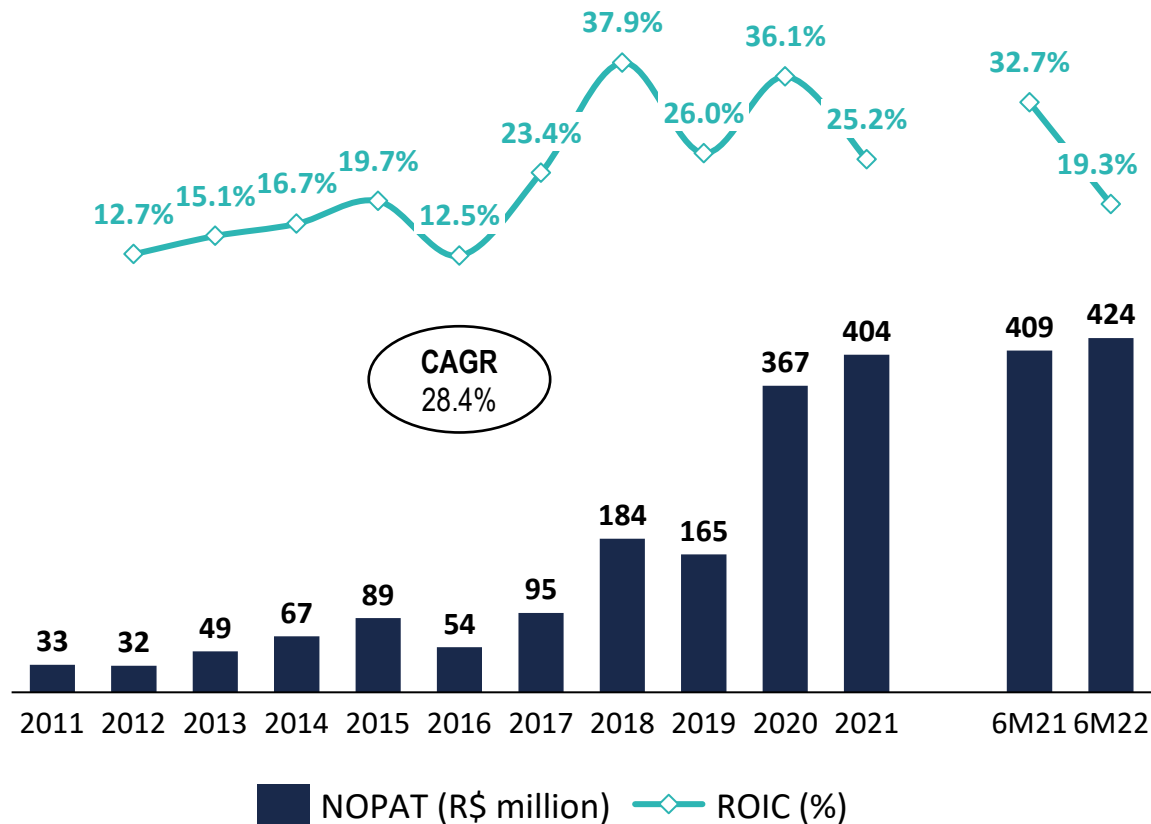
...with stable margins regardless of commodity prices...

Adjusted Gross Profit (R\$ million) and
Adjusted Gross Margin

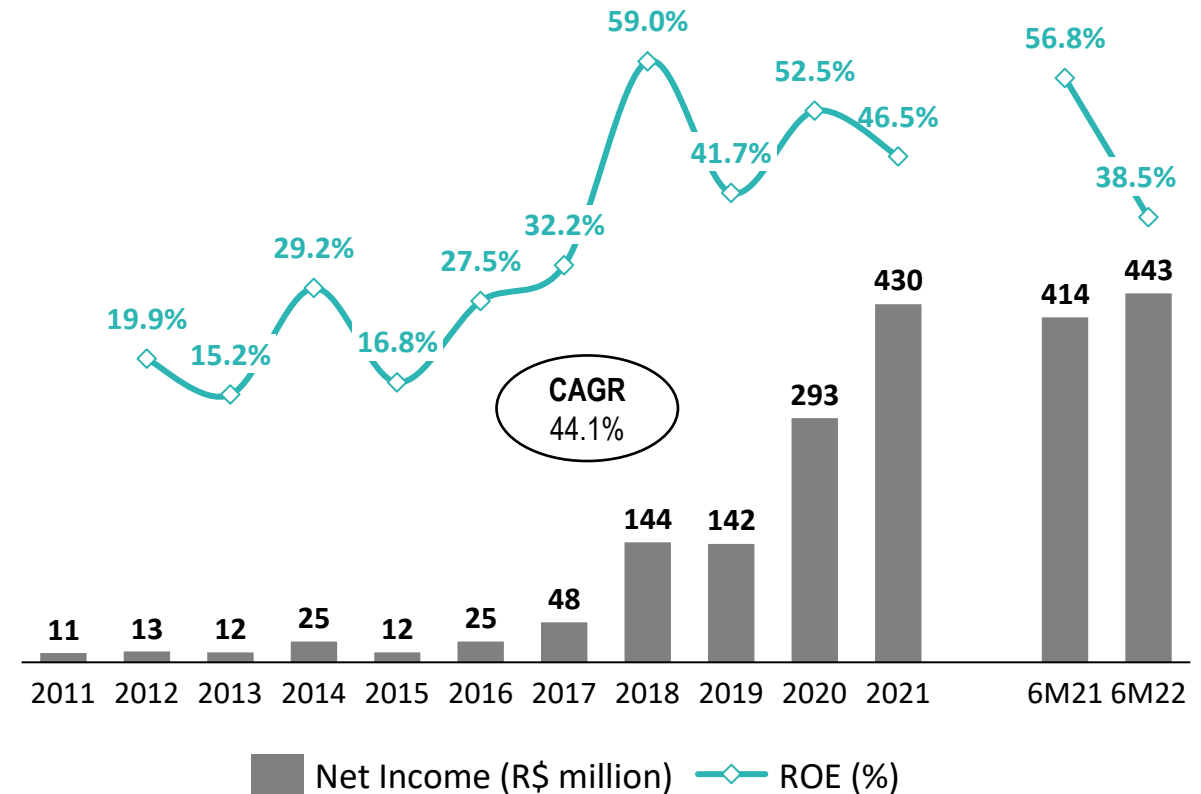


...generating high returns with responsible capital management

Return on Invested Capital (ROIC)



Return on Equity (ROE)



Accelerated expansion plan delivering early results



Expansion area in Rio Grande do Sul

- +22 new retail stores
- Client base expansion
- Proven execution

Opening of New Stores



New stores in Mato Grosso

- Origination and retail with 8 retail stores
- Lower risk execution
- Ecosystem and Value Proposition

Opening of New Stores



Industrial Plant in Mato Grosso

More than **70%** concluded


- +2.6k tons/day crushing capacity
- Demand projection and Ecosystem similar of RS

Factory Execution




No task is heavy enough for a great team

Management with long term focus

 **Luiz Osório Dumoncel**
CEO

 **João Marcelo Dumoncel**
COO

 **Maurício Hasson**
CFO

 **Benhur Vione**
Ag Inputs Officer

 **Eduardo Menezes**
Commercial Officer


 **Luiz Augusto Dumoncel**
Commodities Officer


 **Leandro Carbone**
Industrial Officer

 **Marcelo Dumoncel Tagliari**
Administrative Officer

 **Alan Araldi**
Marketing Officer

High level of governance

 **João Marcelo Dumoncel**
Chairman

 **Luiz Osório Dumoncel**
Vice-Chairman

 **Ademar Schardong**
Independent Member

 **Daniel Pires Carneiro**
Member

 **Jorge Luís Vargas Cardoso**
Independent Member

 **Roberta Alvarez**
Member

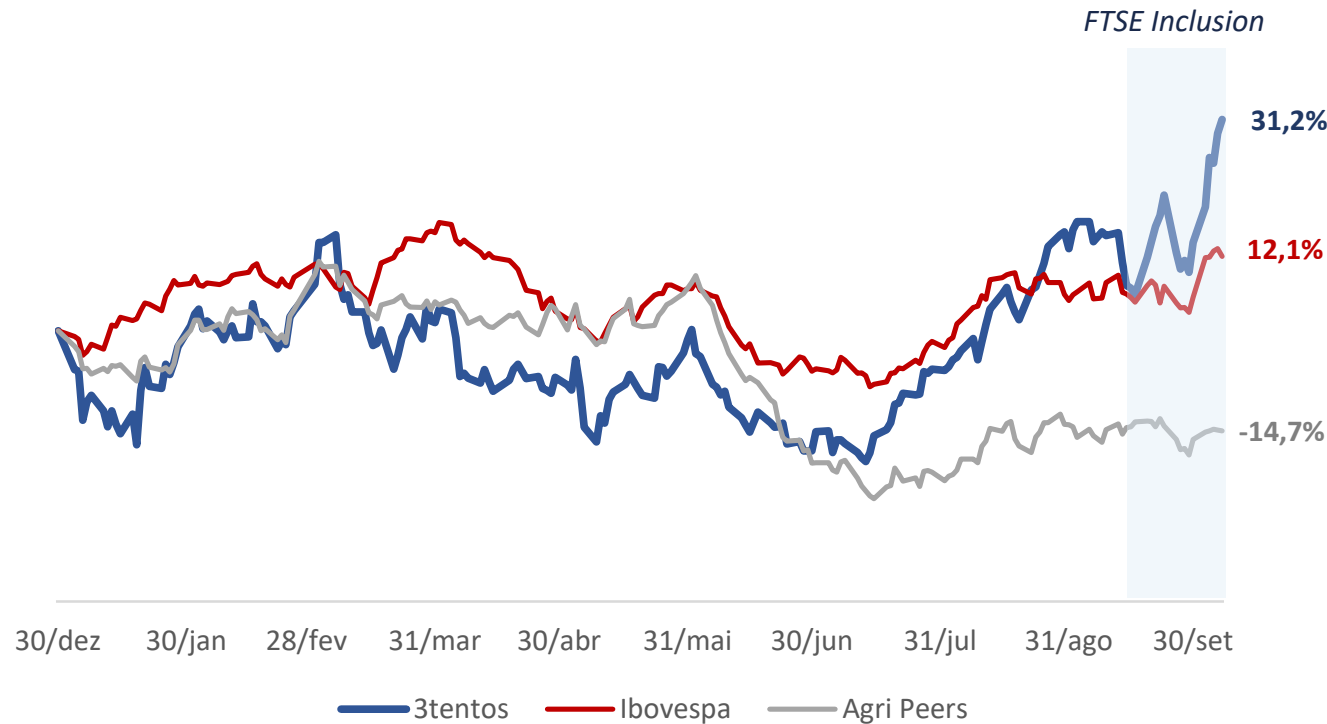
Governance & Committees

Audit & Related Parties Committee

**Environmental, Social and Corporate Governance
(ESG) Committee**

3tentos outperforms the market and reaches record share price

Share Performance (YTD 2022)



Market Information

Ticker	TTEN3
Share Price* (Oct 7, 2022)	R\$ 12.77
Market Cap	R\$ 6.3 bi
Number of Shares	496.2mm
Shares traded (ADTV 60)	1.7mm
Turnover traded (ADTV 60)	R\$ 18mm

103° highest market cap in
Brazilian stock exchange (B3)

19° best performance
considering companies with market
cap greater than R\$5bi

Net Revenue (YTD – 6M22)



Ag Inputs
R\$737.8 million
(+63.7%)



Grains
R\$621.2 million
(+30.0%)



Industry
R\$1,411.4 million
(+34.9%)

Outlook for 2022

Strong presence of Mato Grosso in Ag Inputs

Ag inputs prices already incorporate the Inflation

Business verticalization with a wide products portfolio generate opportunities

Important contribution in the grain origination from new stores

Grain origination in 2022 (corn) in the state of Mato Grosso

Increase in wheat planted area (winter crop) and crops insured

Lower soybean trading due to crop shortfall in RS

Lower consumption of third-party oil to produce Biodiesel

Better price conditions for soybean meal reflecting the drought impacts

Increase in soybean processing capacity from 3k tons/day to 4k tons/day

Investor Relations

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