

3Q22 RESULTS





Disclaimer

Any forecasts contained in this document or statements that may eventually be made during this earnings call relating to 3tentos business perspectives, projections and operating and financial goals, as well as information that is currently available.

These statements involve risks, uncertainties and the use of assumptions, as they relate to future events and, as such, depend on circumstances that may or may not be present. Investors should understand that the general economic conditions, conditions in agrobusiness and other operating factors may affect 3tentos future performance and lead to results that may differ materially from those expressed in such future considerations.

Net Revenue reached a historic milestone of **R\$2.0 billion** in the quarter



Resilience in results throughout 2022



New stores opening expands presence in RS and MT



Industrial plant in Vera/MT with more than 80% of construction concluded

FTSE

3tentos' shares are included in the international index

3Q22 and 9M22 Highlights

Net Revenue

3Q R\$2.0 bi (+13.3%)

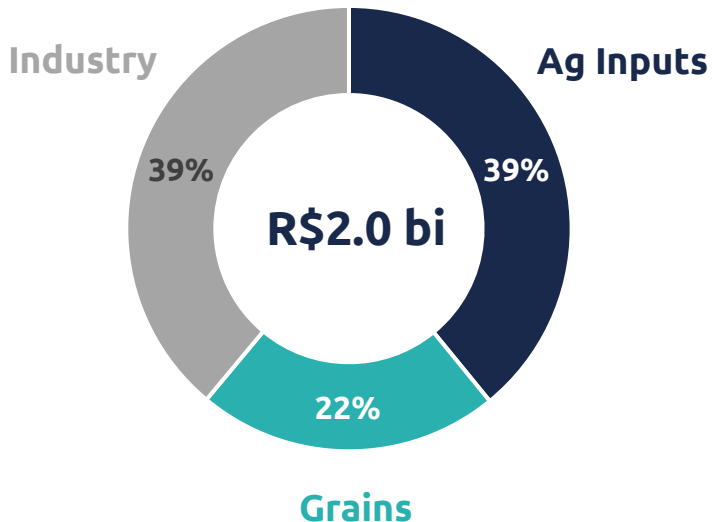
9M R\$4.7 bi (+27.7%)

Adjusted Gross Profit

3Q R\$267.4mi (+10.9%)
Margin 13.6%

9M R\$654.6mi (+24.5%)
Margin 13.8%

Net Revenue Breakdown (3Q22)



Adjusted EBITDA

3Q R\$135.2mi (-8.4%)
Margin 6.9%

9M R\$328.4mi (+3.4%)
Margin 6.9%

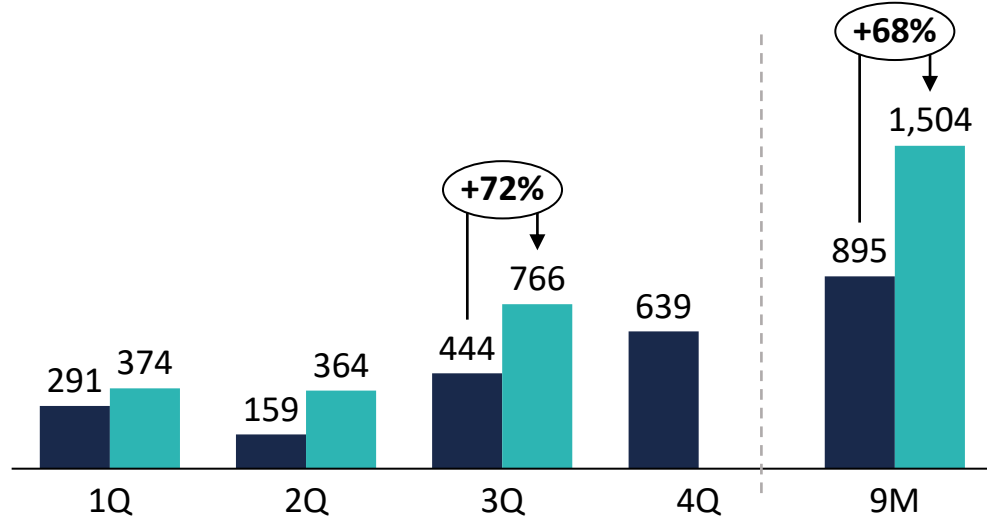
Net Income

3T R\$169.2mi (+72.7%)
Margin 8.6%

9M R\$347.2mi (+31.9%)
Margin 7.3%

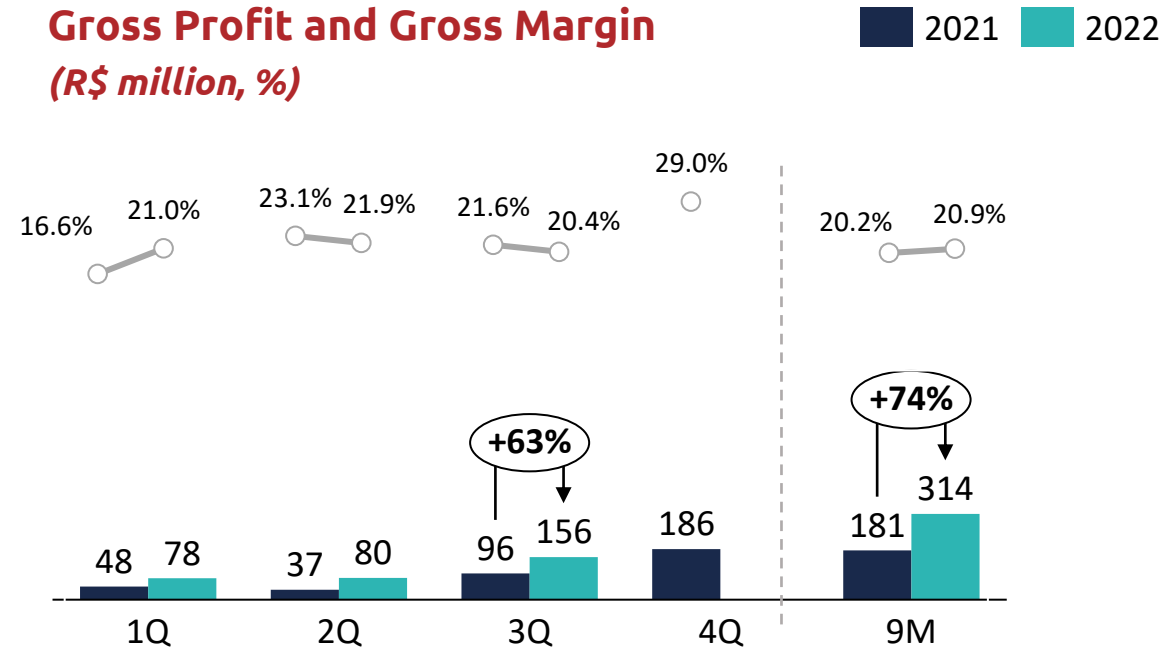
One more quarter of strong results for Ag Inputs Segment

Net Revenue
(R\$ million)



- + Higher coverage area served
- + Prices at high levels
- + Important contribution from MT

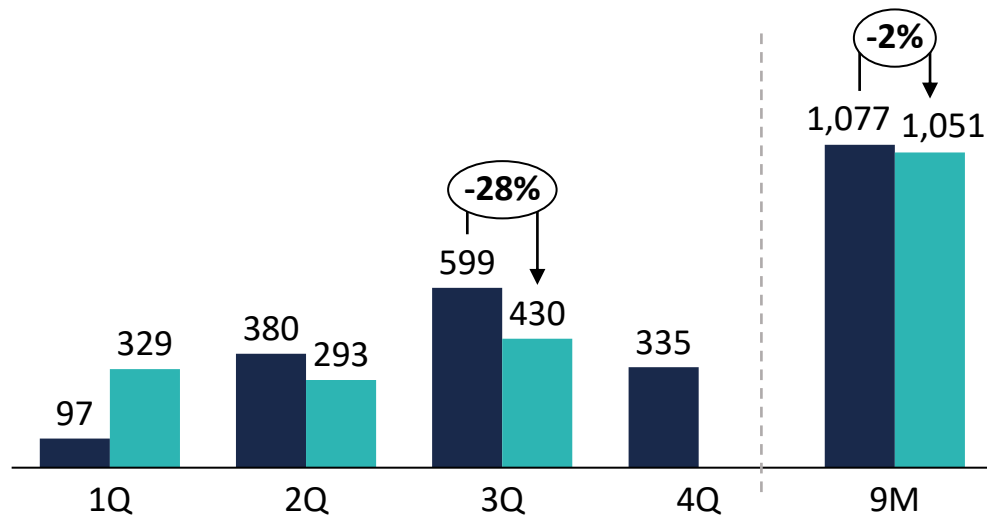
Gross Profit and Gross Margin
(R\$ million, %)



- + Product mix impacts on margin
- + Strong growth with margin improvement in 2022

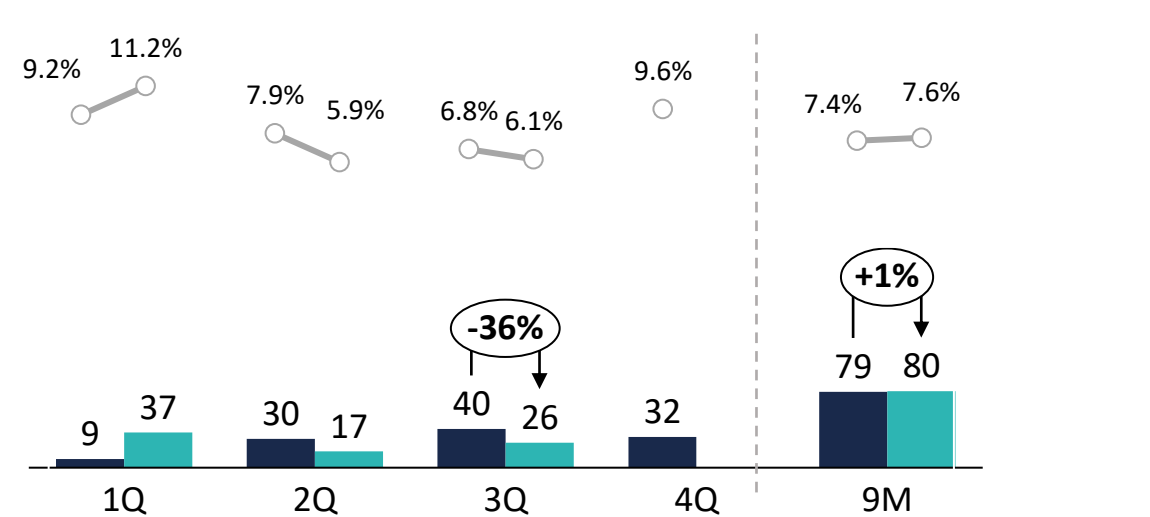
Corn and Wheat contributed strongly to the Grain Segment results in 2022

Net Revenue (R\$ million)



- + Strong growth in 9M22 (+116% in corn and wheat)
- + Positive outlook for wheat crop
- Lower soybean trading due to crop shortfall

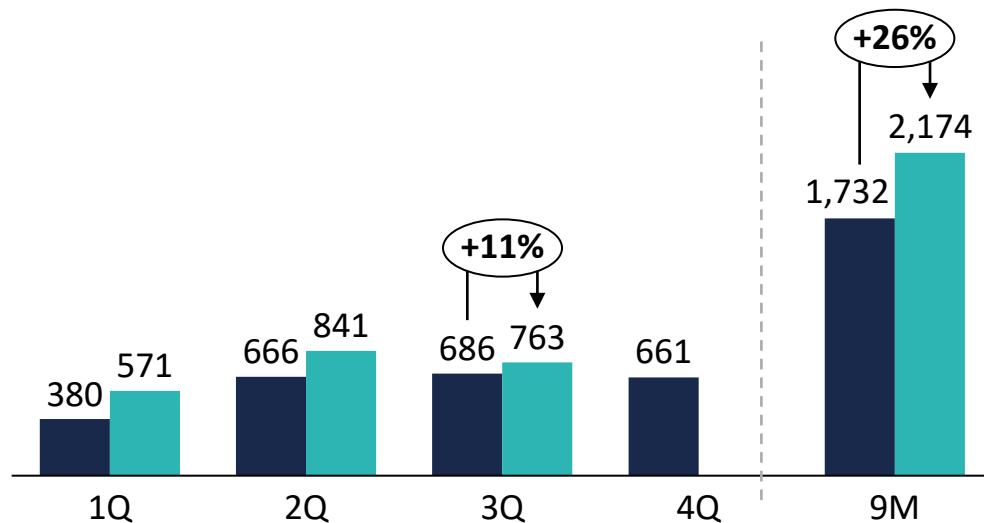
Gross Profit and Gross Margin (R\$ million, %)



- + Better mix contribute to margin in 9M22
- + Gross Profit growth even in a challenging scenario

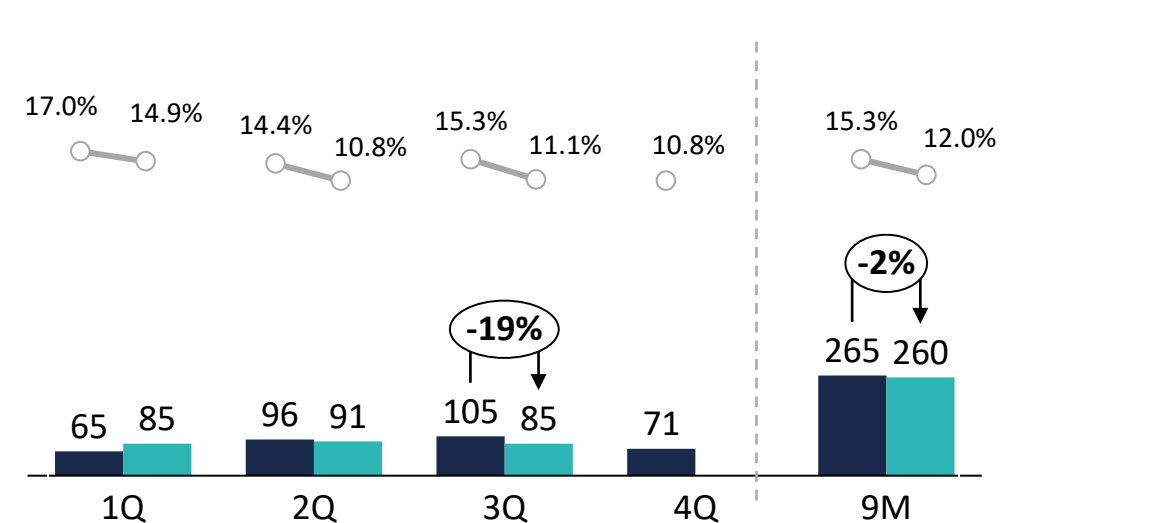
Industry Segment faced a perfect storm in 2022 and with great resilience delivers growth in results

Net Revenue (R\$ million)



- + High in commodities
- + Increased capacity in industrial plant of Cruz Alta/RS
- Economic viability deterioration

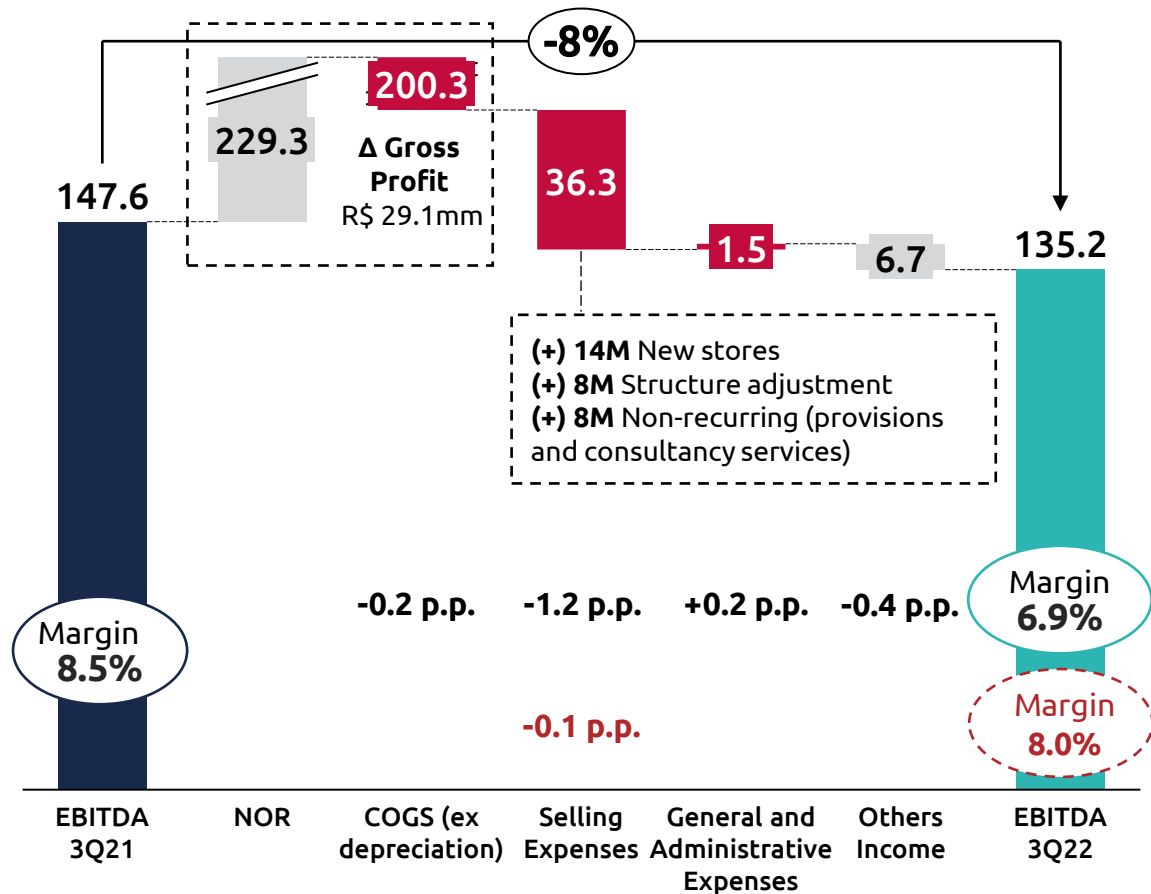
Gross Profit and Gross Margin (R\$ million, %)



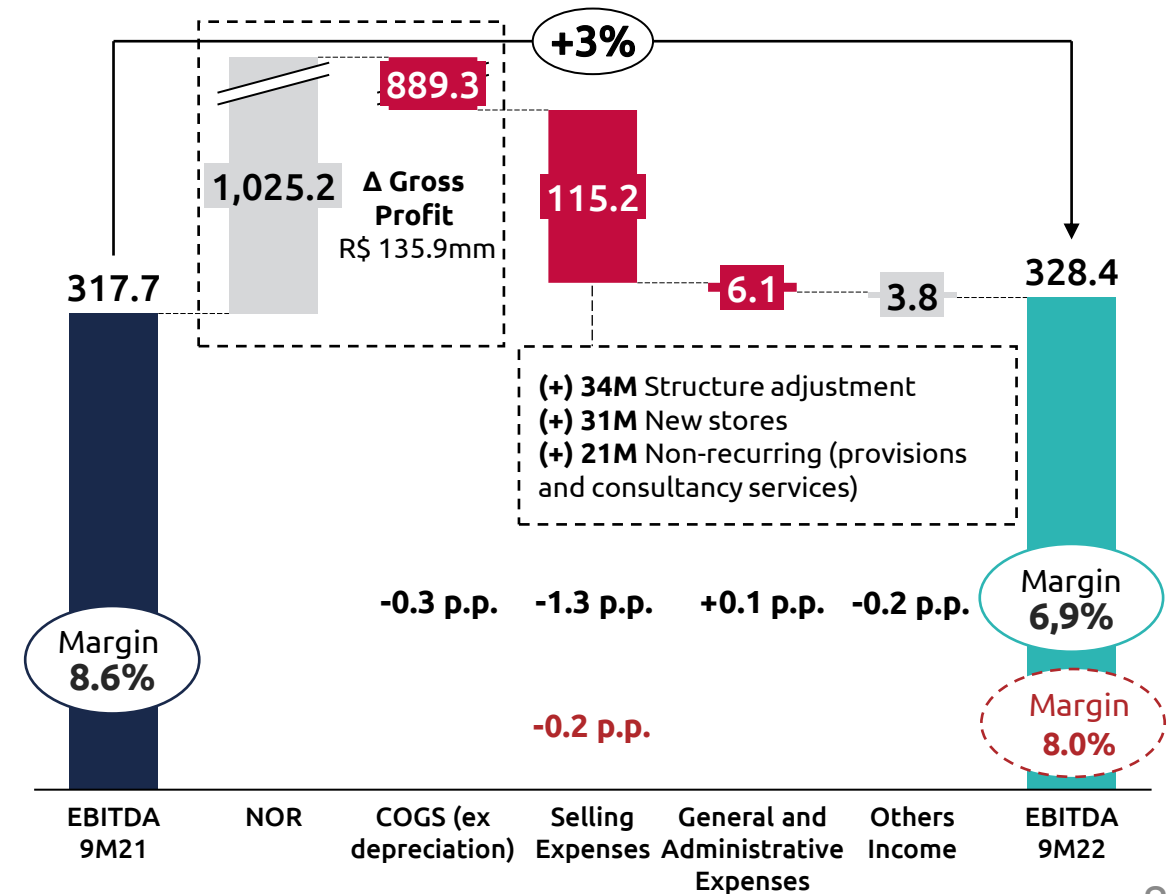
- + Important crush margin
- Higher Purchase of third-party grains due to crop shortfall
- Worse grain quality originated

Adjusted EBITDA growth in 2022 with margin mainly impacted by new stores opening

Adjusted EBITDA Variation (R\$ million) 3Q22

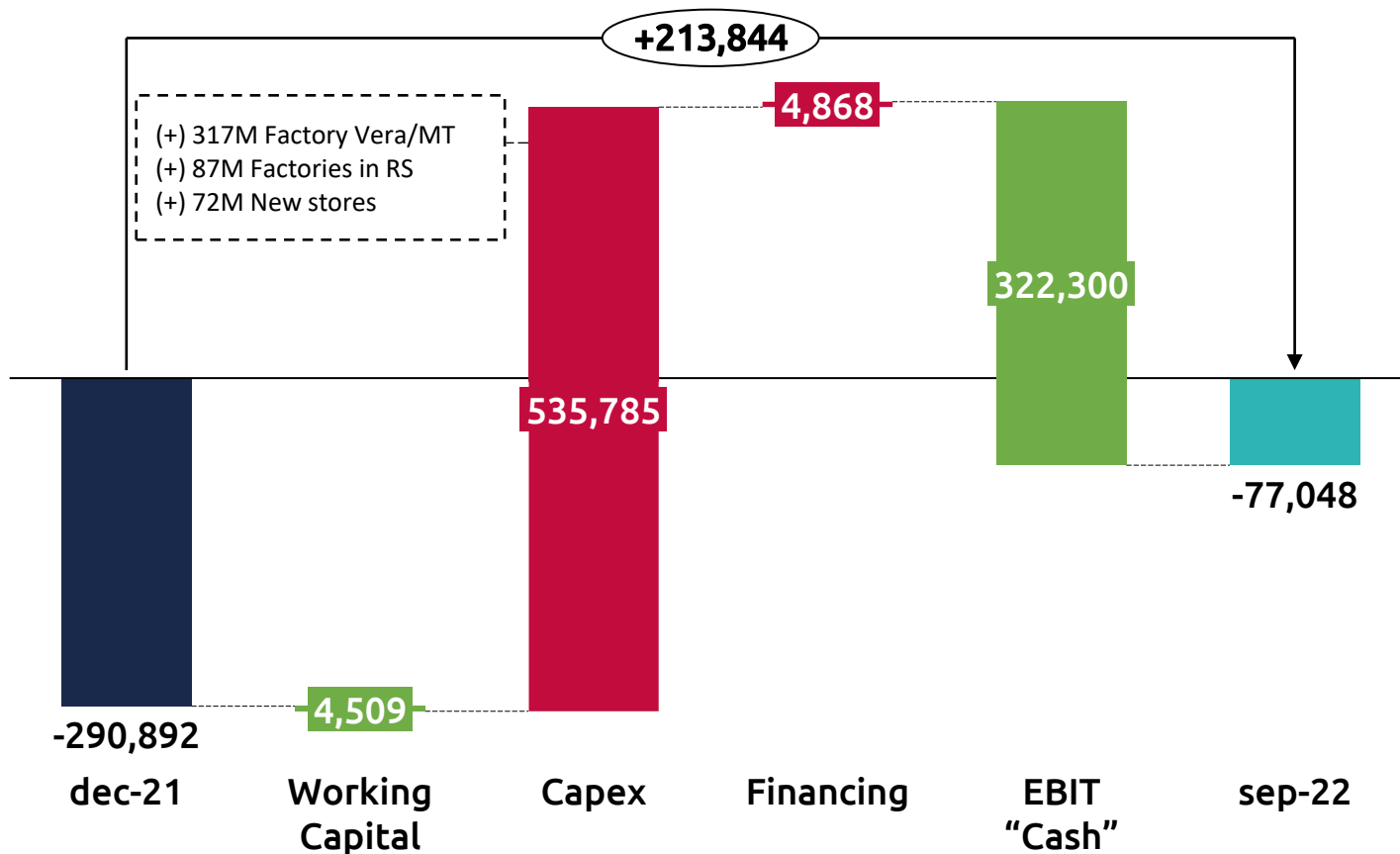


Adjusted EBITDA Variation (R\$ million) 9M22



Operating Cash Flow supported most of capex in 2022

Net Debt Variation (R\$ million)



 Capex in continuity with expansion in new stores and new factory construction in Vera/MT

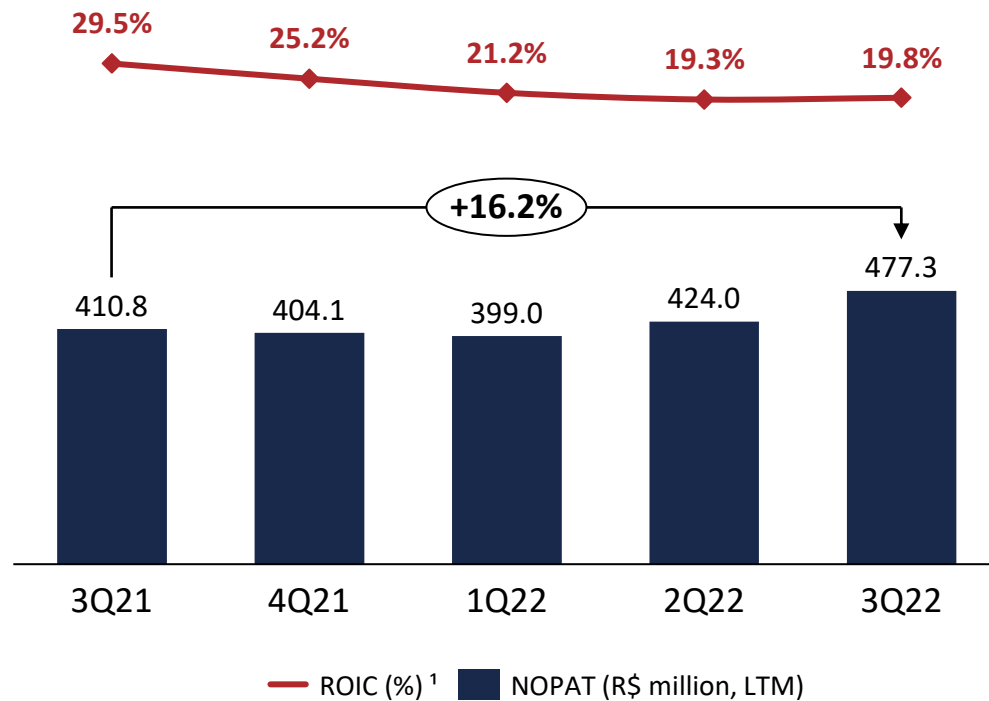
 Strong result EBIT "Cash" finances much of capital needed during 2022

 Working capital impacted positively by supplier account increase (start of summer harvest)

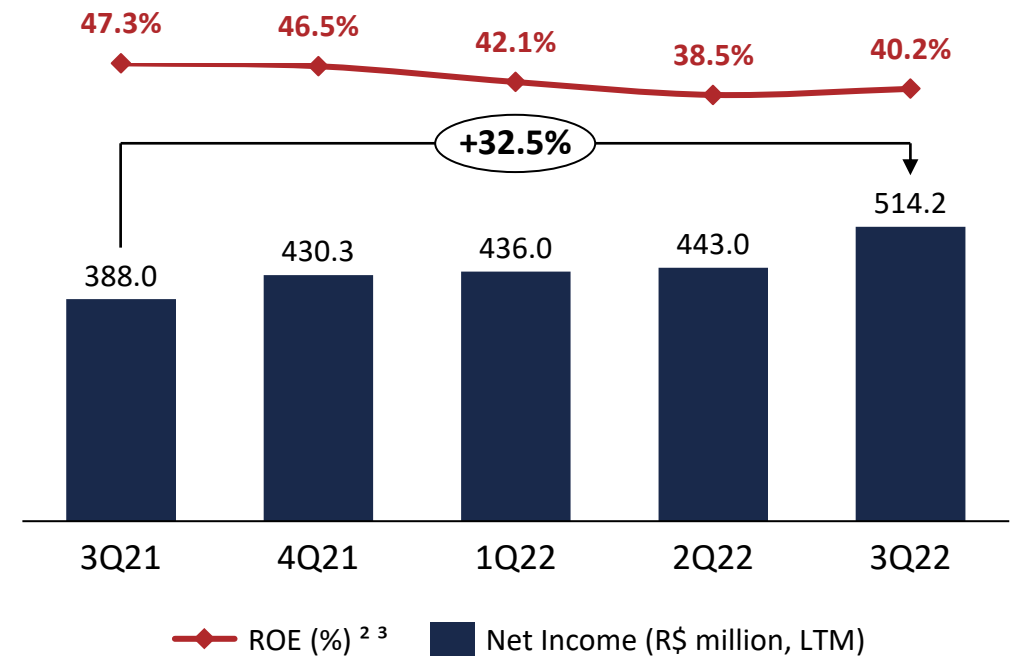
Strong expansion impacted return levels

Expected improvement in returns with new industrial plant of Vera/MT

ROIC



ROE



1. Return on Invested Capital (ROIC): NOPAT (last 12 months) / invested capital (average last 12 months)
2. Return on Equity (ROE): Net Income (last 12 months) / Shareholders Equity (average last 12 months)
3. Adjusted values eliminating the effects of IPO

New Industrial facility getting close to completion

Factory in Vera/MT



More than **80%** of construction concluded (above the 65% projected)



200 thousand tons of static capacity



Start from Jun/2023

Biodiesel
processing
capacity



1k m³/day

Soybean
crushing
capacity



2.6k tons/day





Store in Alta Floresta/MT

New stores in 2022

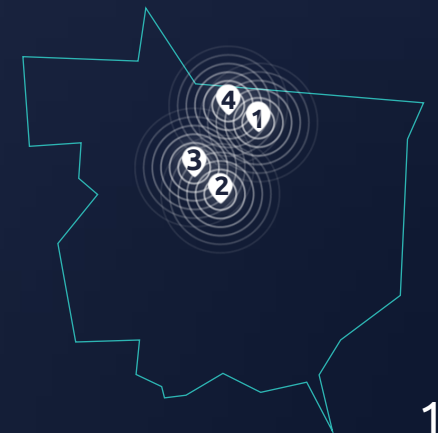
Rio Grande do Sul

- 1 – Lagoa Vermelha ✓
- 2 – Sananduva ✓
- 3 – Nonoai ✓
- 4 – Três de Maio ✓
- 5 – Rosário do Sul ✓



Mato Grosso

- 1 – Matupá ✓
- 2 – Sorriso ✓
- 3 – Porto dos Gaúchos (4Q22)
- 4 – Alta Floresta ✓





Outlook for 2022 and 2023

Ag Inputs

Strong presence of Mato Grosso in Ag Inputs

New stores opening in RS and MT in 2023 (+19% in coverage area)

Signs of price retractions for some inputs

Financial and digital services contribution

Grains

Positive outlook for the crop 22/23 in Brazil

Static capacity will increase in 2023 to 1,586 thousand tons (+16%)

Strong grain origination in MT aiming to serve the industrial plant in Vera/MT

Industry

Industry capacity will increase more than 60% with new plant in Vera/MT


Start of operation from June/23 in Vera/MT


Expectation of margin recovery for 2023


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