

3tentos DAY
3tentos DAY



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.

Agenda

Aug 28

Opening

Mato Grosso Expansion

Successful execution

Coffee break

Panel: Ag Inputs, Grains and Industry

Value creation

Outlook and Long term vision

Q&A and closing presentations

Aug 29

Site visit in Vera/MT

Closing event

About 3tentos

The most complete ecosystem in Brazilian agribusiness



AG INPUTS GRAINS INDUSTRY



Our product is agricultural management



Among the largest ag input retailers in Brazil

Expansion to Mato Grosso in 2021



61 stores
3 industries
RS and MT

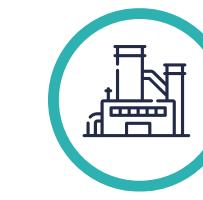
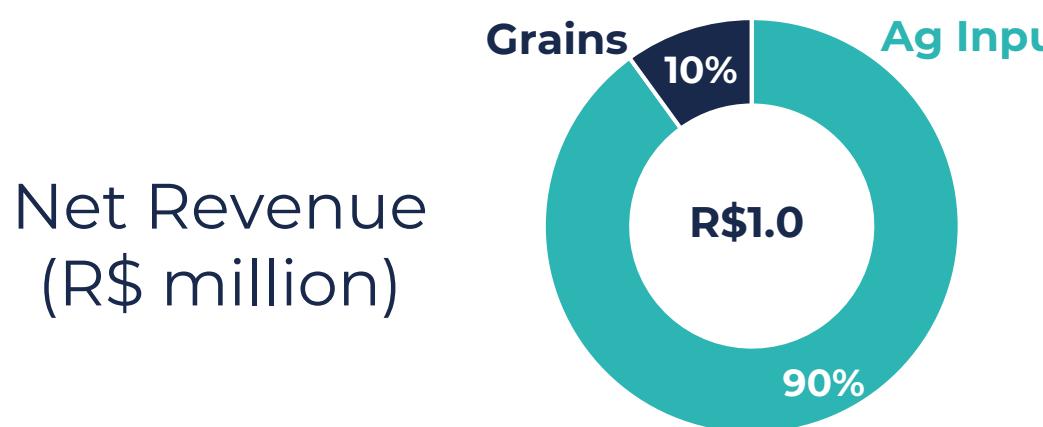
Milestones

Ecosystem strengthening over 28 years



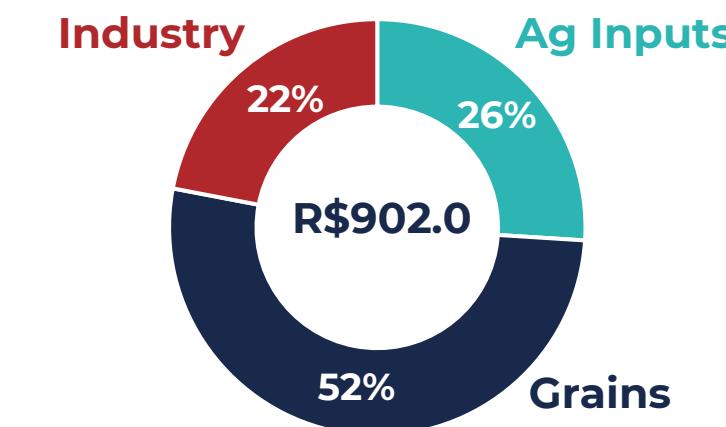
1995

Foundation



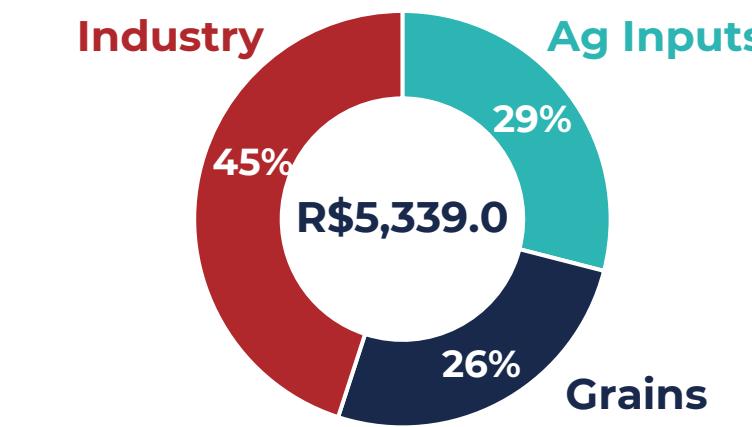
2013

Industry



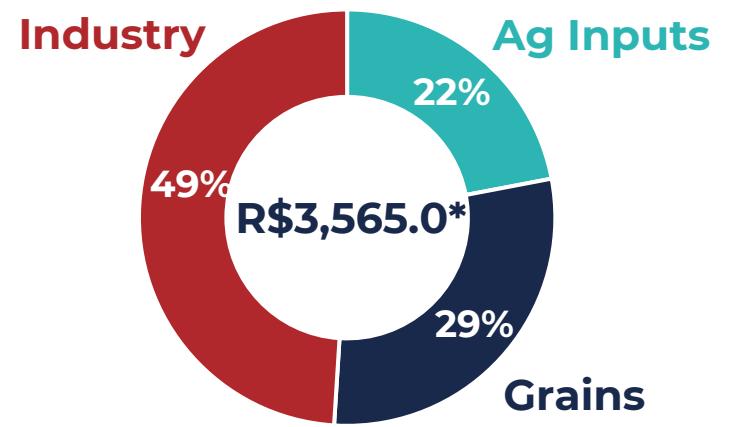
2021

Mato Grosso



2023

TentosCap



Net Revenue breakdown



MT



MT



MT



MT



*Values for the first half of 2023. Due to seasonality, the first half historically represents 35% of Net Revenue in the year



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DAY



Mato Grosso **Expansion**

Why Mato Grosso?

**Presence as a producer for over
20 years**

**The largest grain producing
state in Brazil**

**Cultural identification with the
region**

**Industry product market
opportunities**

Pasture area conversion

Market distribution in MT

Movements taking place in the pasture land conversion to agriculture



Fonte: Funai, Imea e Sema-MT.



Agricultural division in MT

3tentos operational starting on BR-163



Main Cities	BR 163	Parecis	MT South	Vale Araguaia	Total MT
	Sinop, Sorriso, Lucas do Rio Verde and Nova Mutum	Sapezal, Tangará da Serra, Campo Novo do Parecis	Cuiabá, Rondonópolis, Primavera do Leste	Barra do Graças, Confresa, Querências	
Soy Area 2019 (hectares)	4.6 Mn	1.8 Mn	1.4 Mn	1.8 Mn	9.7 Mn
Corn Area 2019 (hectares)	2.7 Mn (60%)	979 k (53%)	590 k (42%)	666 k (37%)	5 Mn (52%)
Biodiesel plants	6	2	10	1	19
Processing unities	5	1	10	1	17
Animal's food factory	31	23	38	8	100
# Channels	94	35	47	44	220
Silos Capacity (tons)	17.8 Mn	6 Mn	7.1 Mn	3.6 Mn	34.7 Mn

Fonte: Markestrat

Where are we in Mato Grosso?

Ag Inputs, Grains Origination and Industry



- 1 – Store in Sinop
- 2 – Industry in Vera
- 3 – Store in Sorriso
- 4 – Store in Matupá
- 5 – Store in Alta Floresta
- 6 – Store in Porto dos Gaúchos
- 7 – Store in Lucas do Rio Verde
- 8 – Store in Nova Ubiratã

Retrospective MT



+ 7 Stores



+ 5.0 million ha



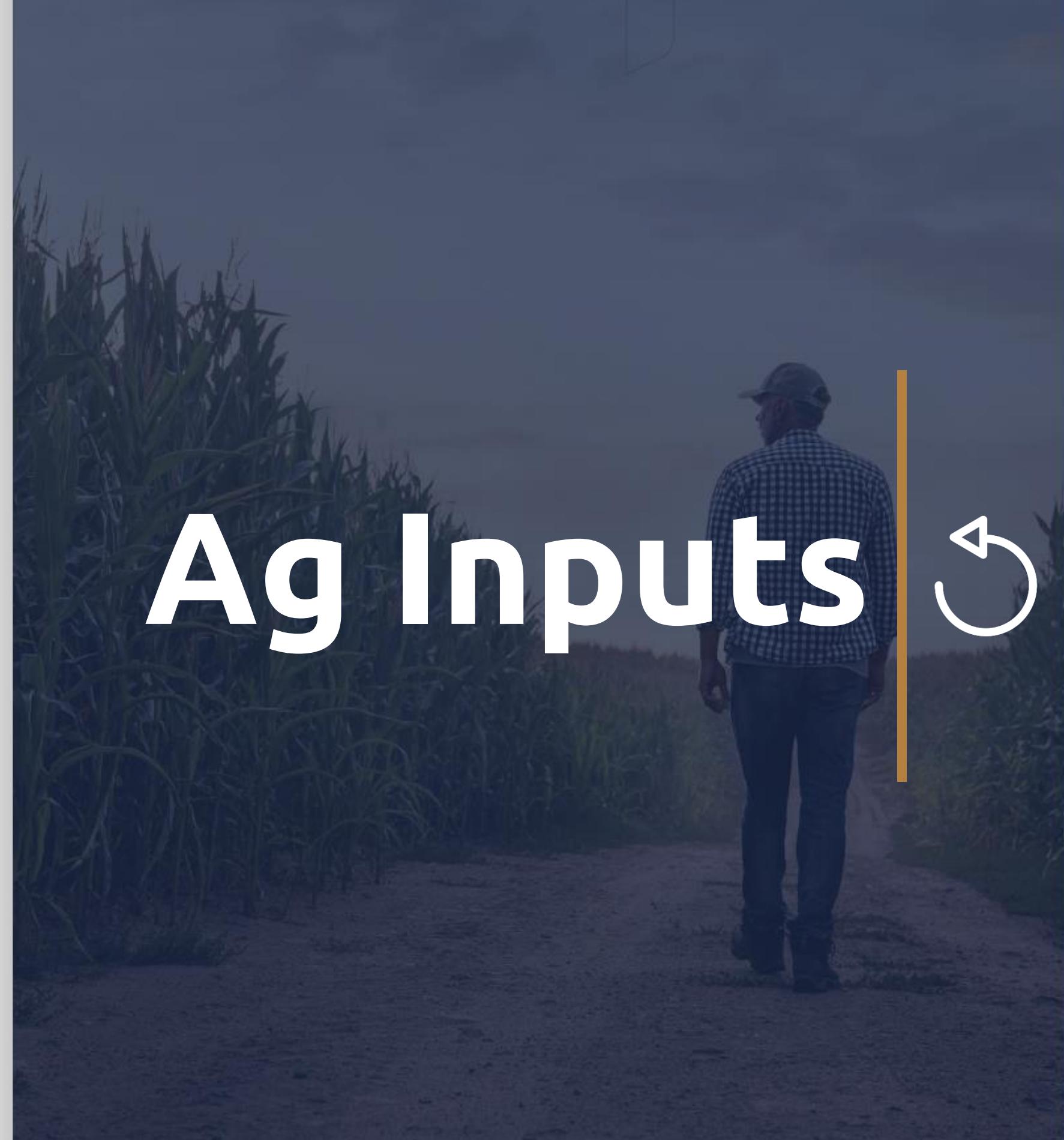
+ 20 consultants



MT = 21% of the Ag Inputs NOR



R&D - MT



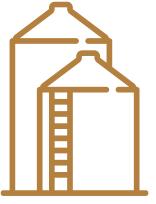
Ag Inputs



Retrospective MT



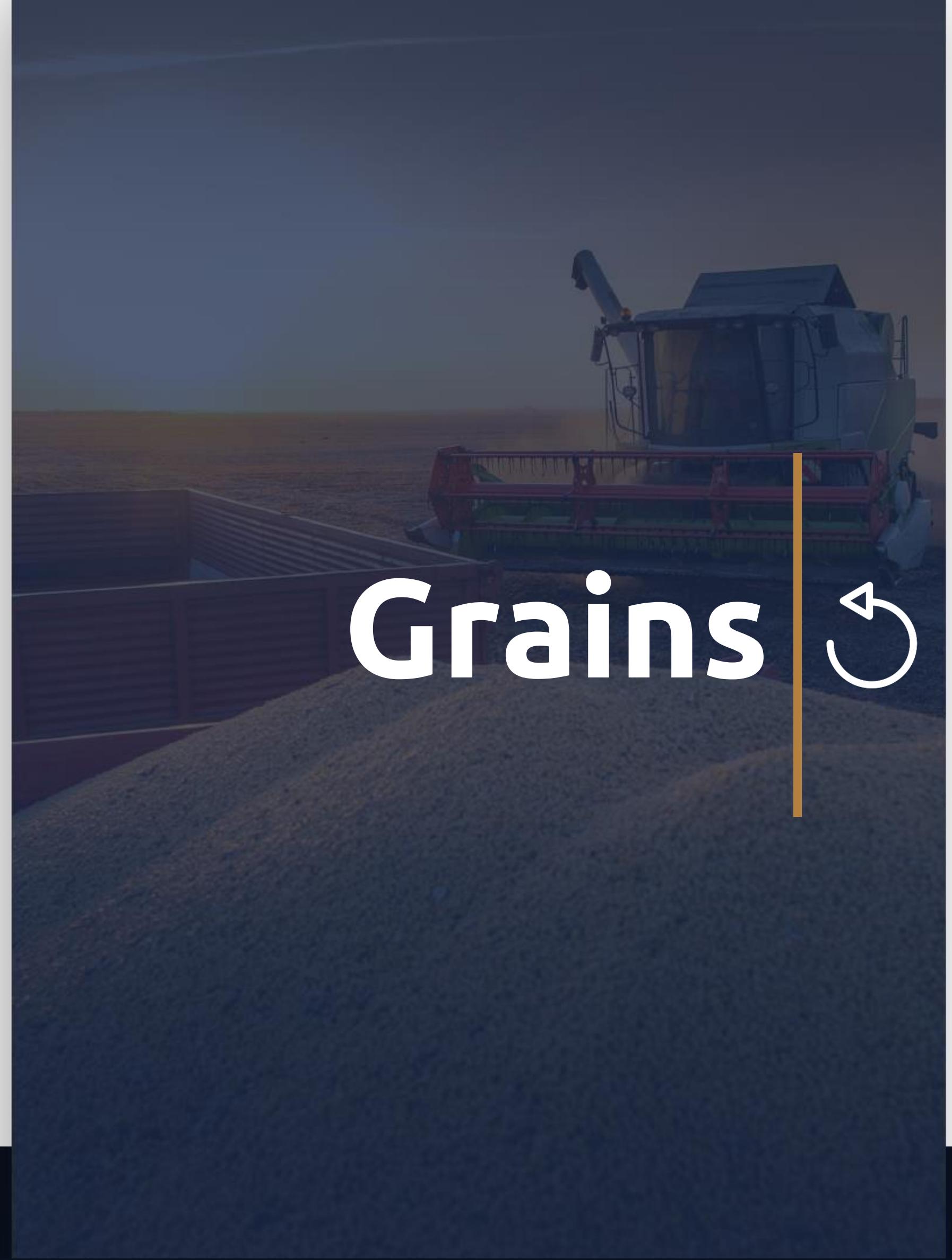
Strong corn origination



+ 345 thousand ton of static capacity



Export area



Retrospective MT



3tentos' largest Industry



Completion in June/2023



+ 2.6 thousand tons/day of processing capacity

Industry



What's going right?



Industry pulling producer access



Support in the implementation of new agricultural management technologies aimed at greater productivity



Storage and commercialization of grains as a differential against logistical bottlenecks



Favorable moment in the retail of inputs due to the transition in the producer service model

Challenges...



Professionals to meet the speed of expansion



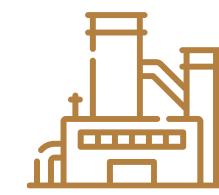
Optimization of grain and industry product



Pace of access to the farmer

Investments of R\$1.4bi

Rio Grande do Sul and Mato Grosso in the last 30 months



Soybean processing industry

120% increase in capacity

Industry expansion in Cruz Alta/RS (+1.0 thousand tons/day)

New Industry in Vera/MT (+2.6 thousand tons/day)

CAPEX (R\$ million)

716,1



Ag Inputs and Grain Origination

53% increase in the number of stores

Rio Grande do Sul (+14 stores)

Mato Grosso (+7 stores)

384,5

275,5

2021

2022

6M23

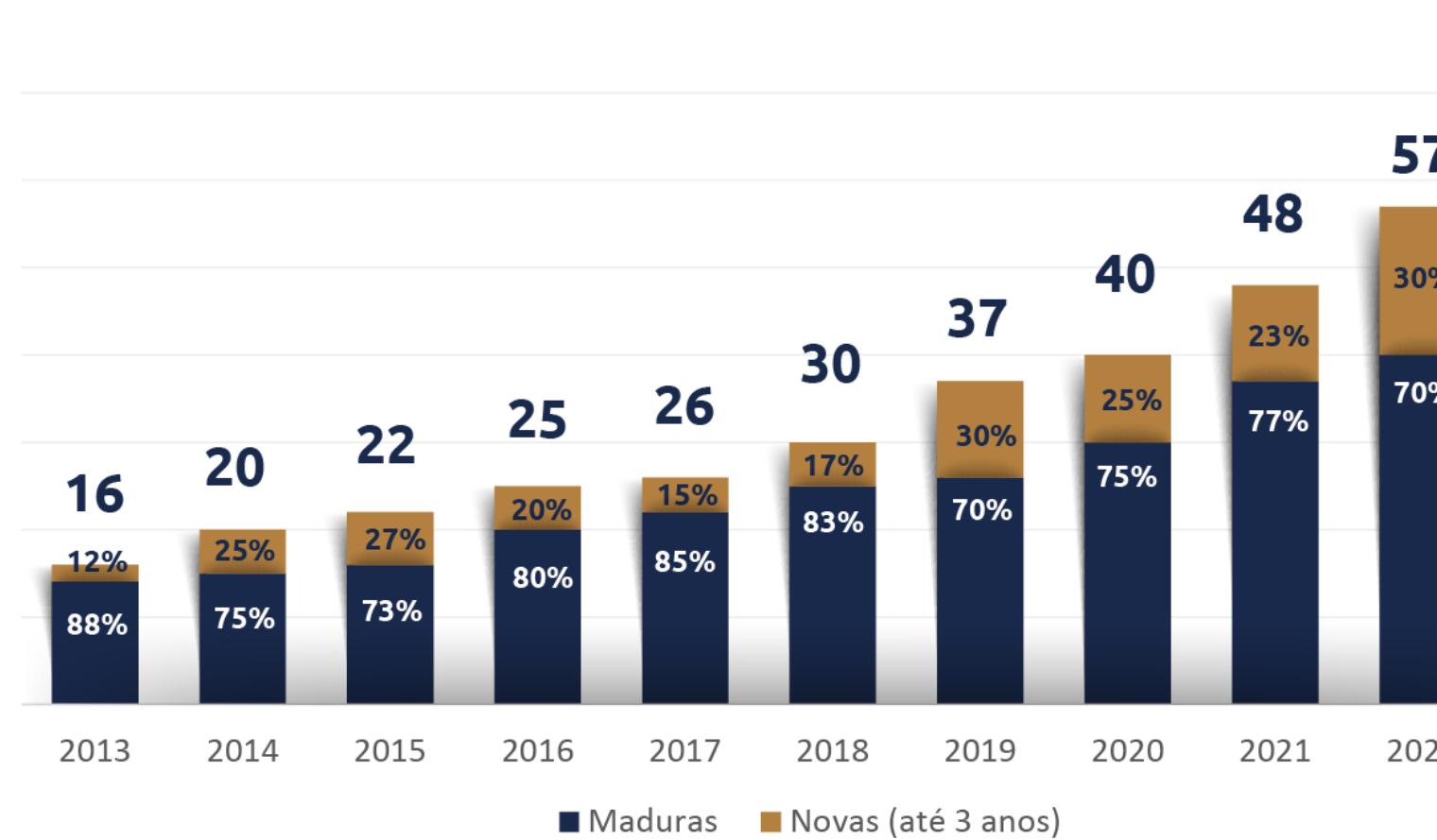
Cash Generation of
R\$ 1.35bi in the period

Successful Execution

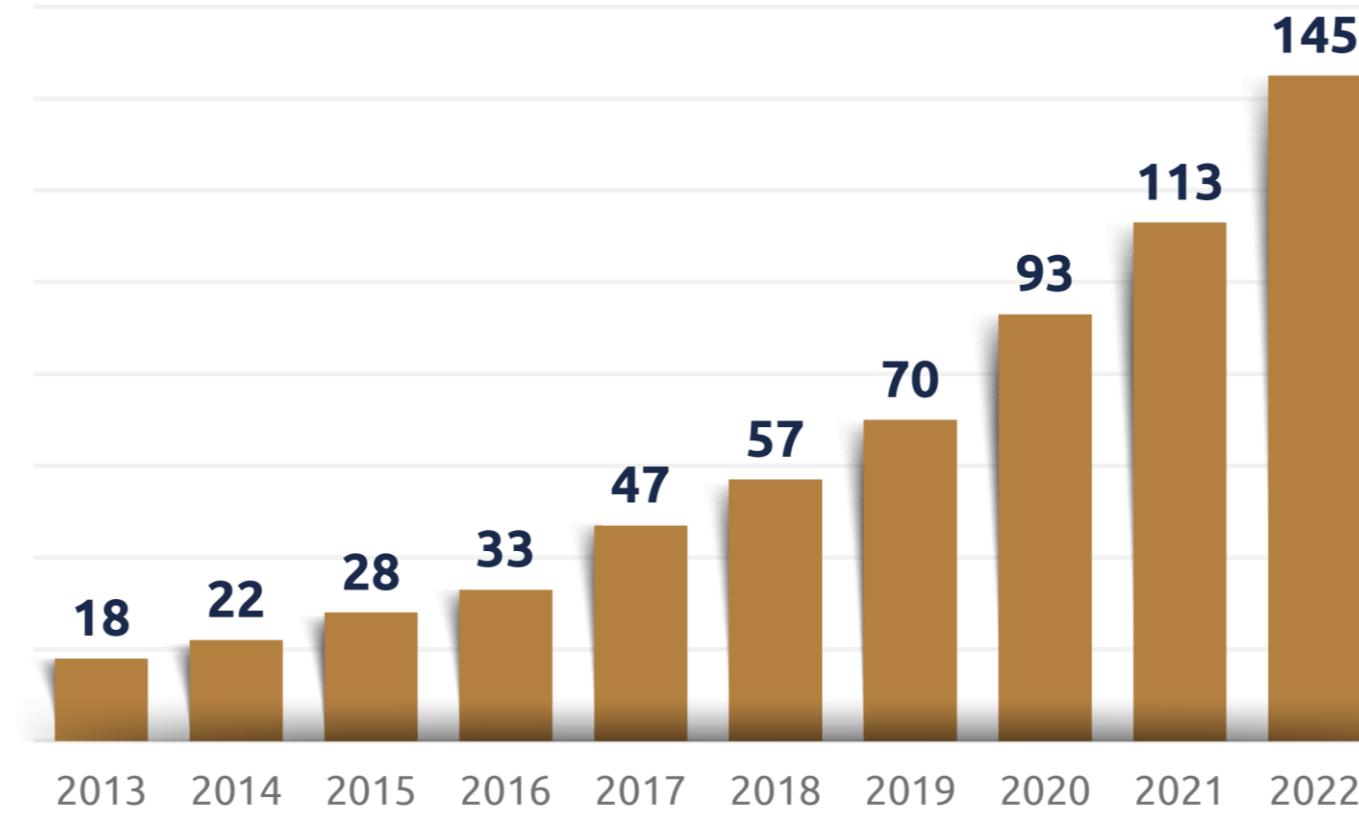
Ag Inputs

Number of stores and consultants in Rio Grande do Sul and Mato Grosso

Number of Stores (RS and MT)



Number of Consultants (RS and MT)



In 2023, 4 stores were opened (2 in RS and 2 in MT), and we currently have 155 consultants

New stores MT and RS



Sinop



Matupá



Sorriso



Três de Maio



Rosário do Sul



Nonoai

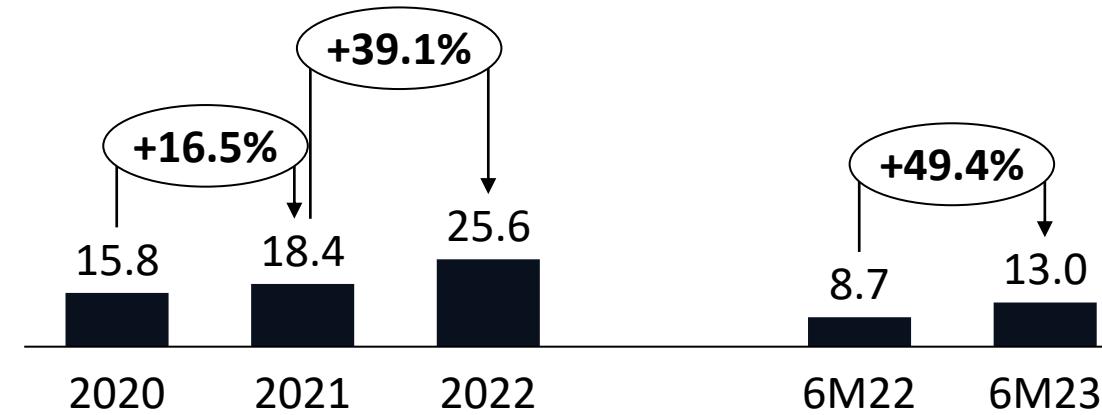
Ag Inputs Evolution

Rio Grande do Sul and Mato Grosso in recent years

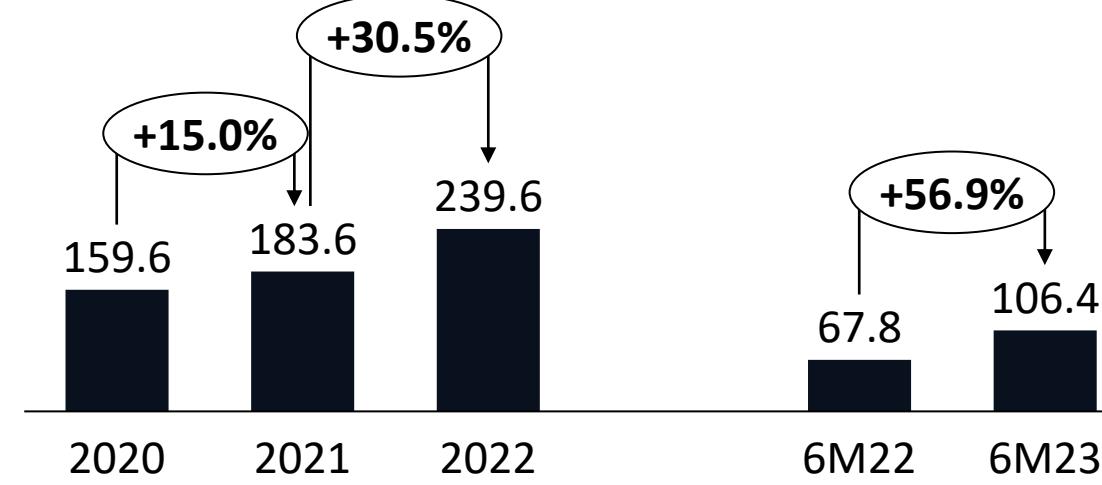
Volume (thousand tons or kg/l)



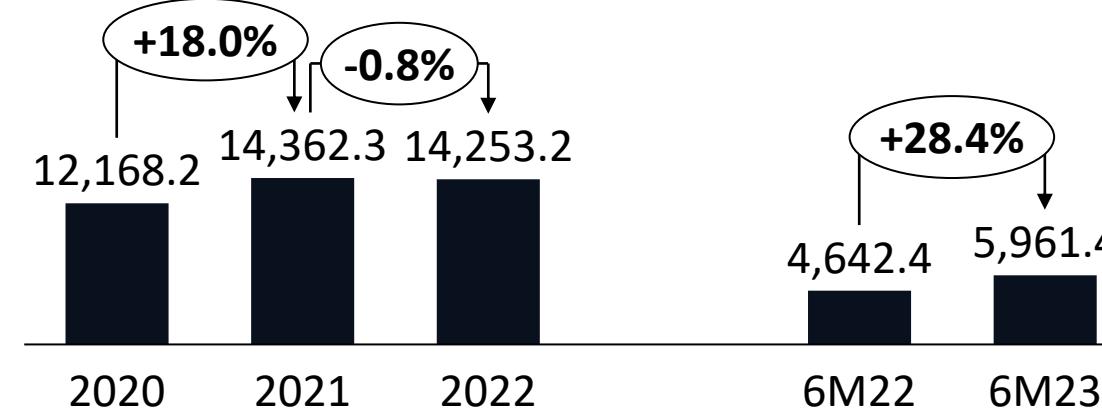
Seeds



Fertilizers



Crop Protection



- Consistent growth in input volumes
- Market recovery in RS, with positive perspective of El Niño
- Mato Grosso will increasingly contribute with volumes and climate hedge





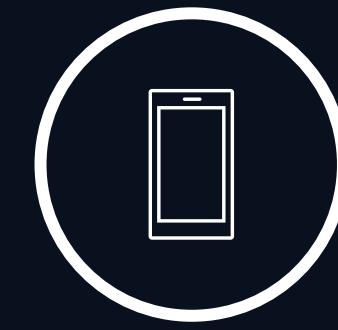
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Coffee Break

Value Creation



Environmental



Digital



Logistics



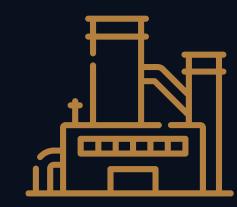
Financial



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Mato Grosso



Panel: Ag Inputs, Grains and Industry





STORE
3TENTOS



MANAGER



FARMER



ADMINISTRATIVE
FINANCIAL

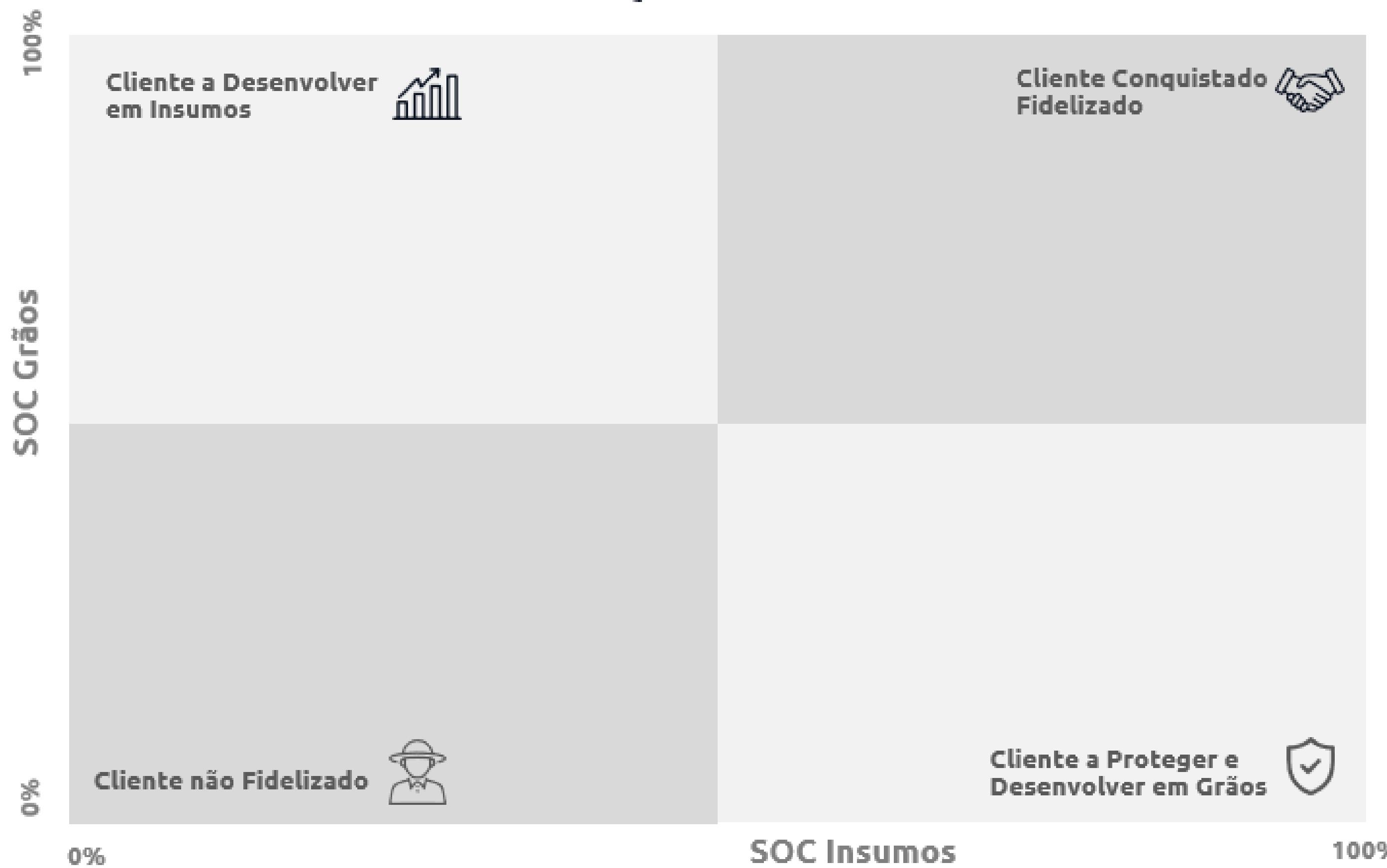


COMERCIAL



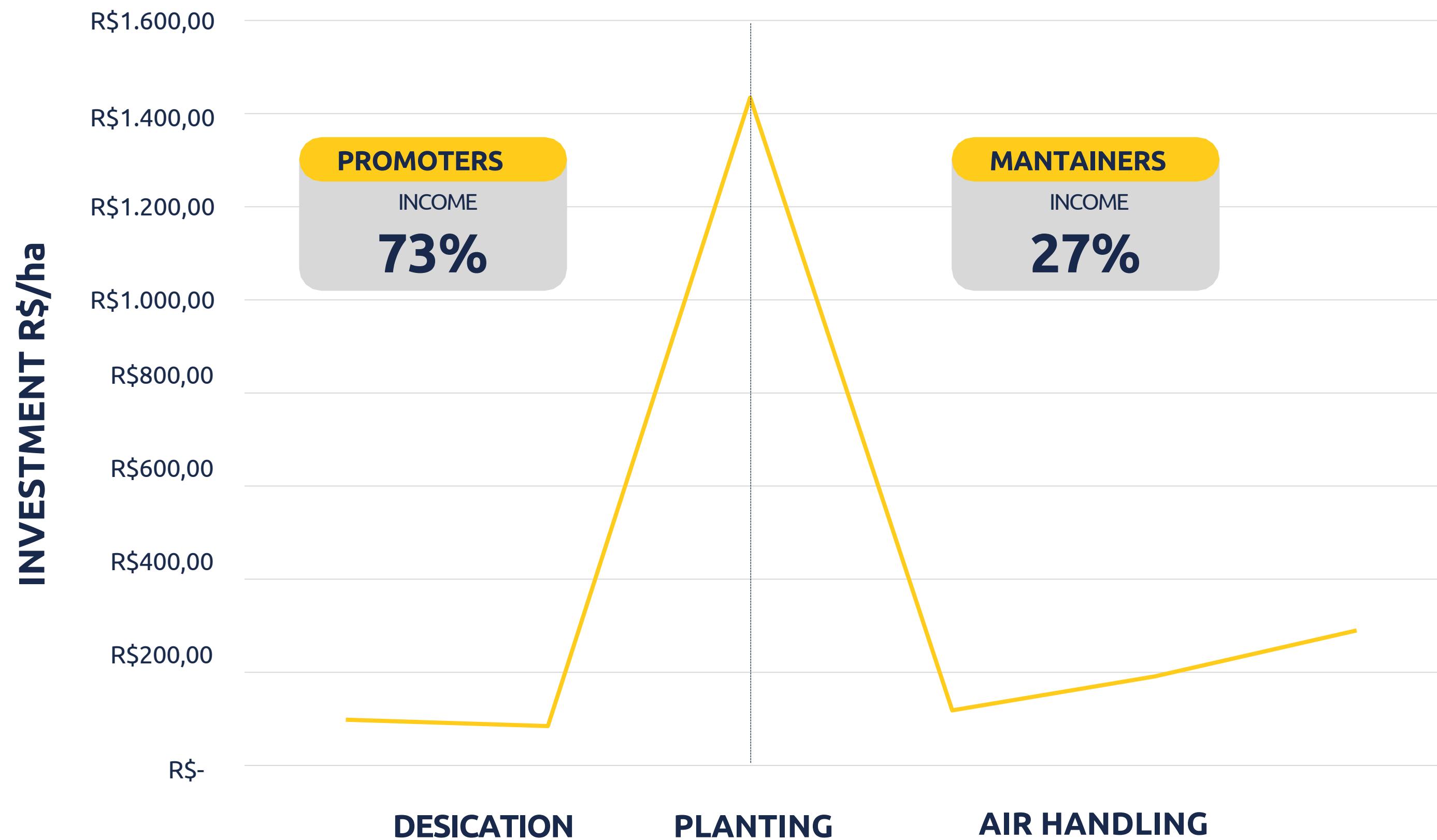
OPERATIONAL

SALES TEAM MANAGEMENT

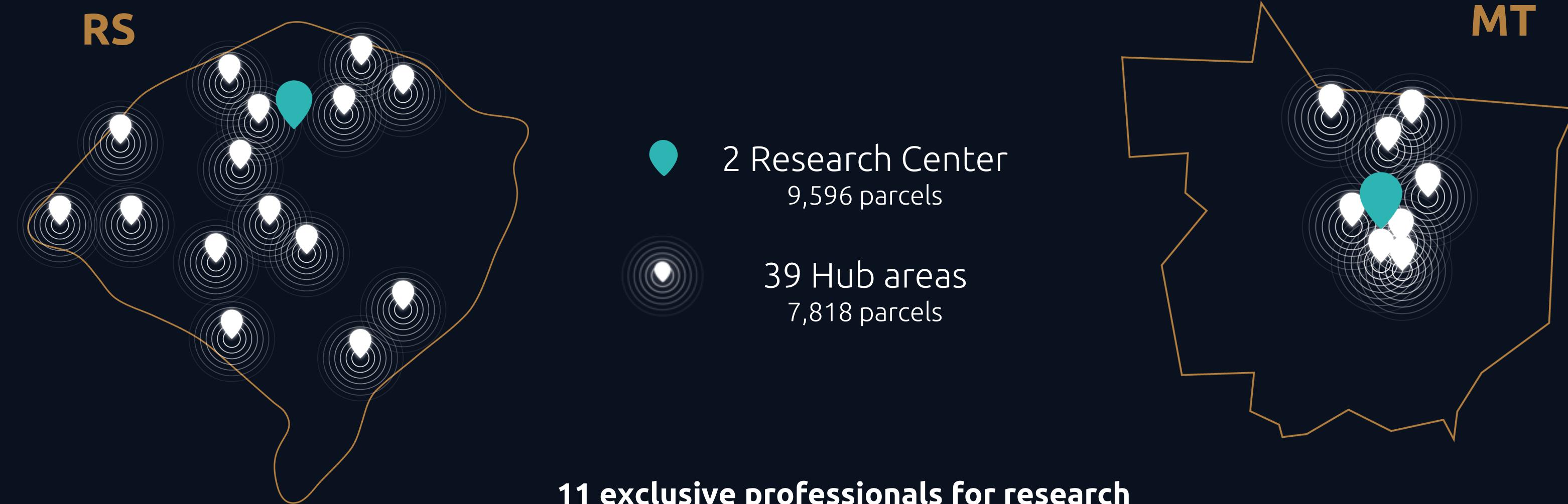


INVESTMENT DISTRIBUTION

Crop 2023/24



PDI 

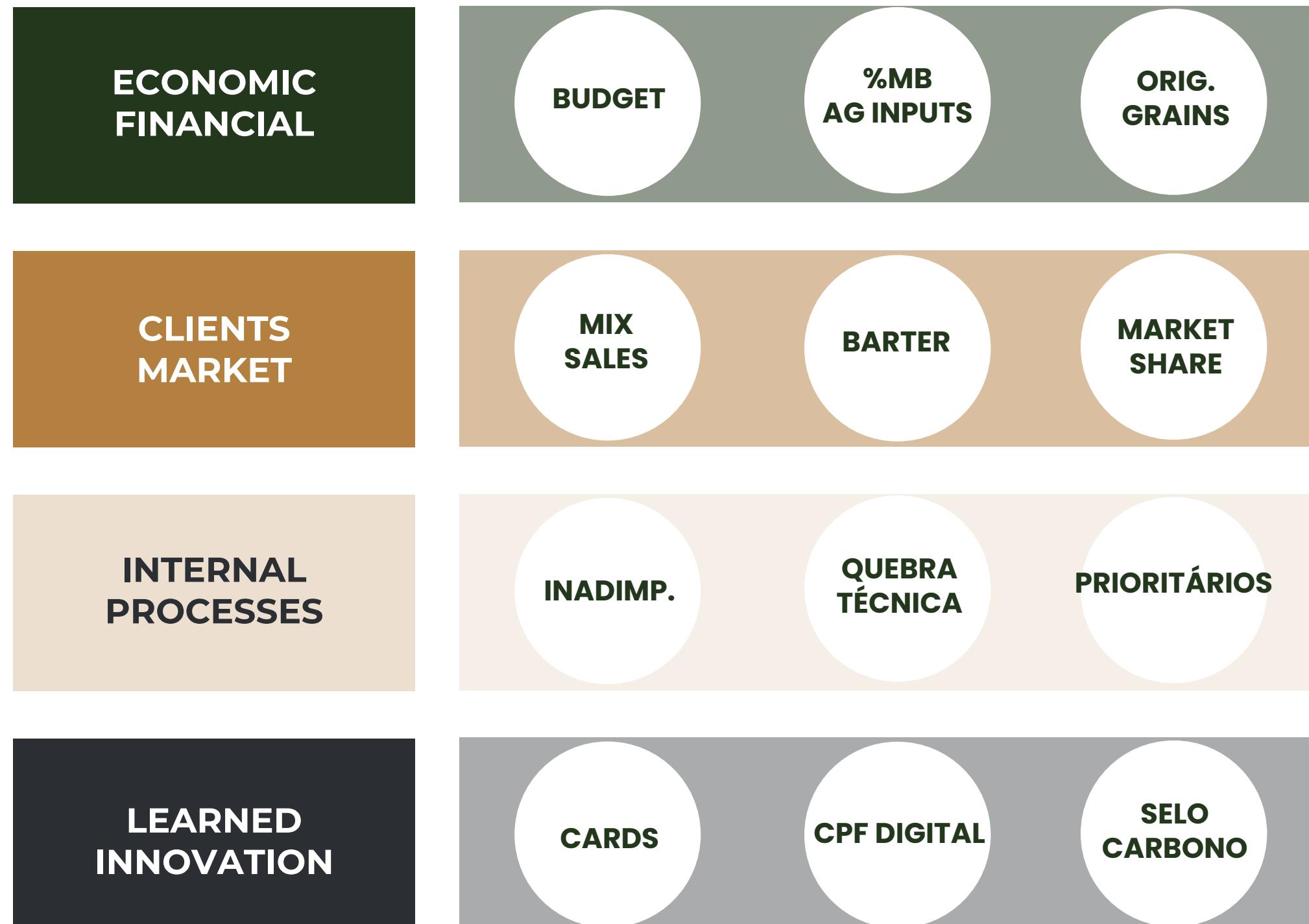


Iniciatives and developments

Management and Sales Academy

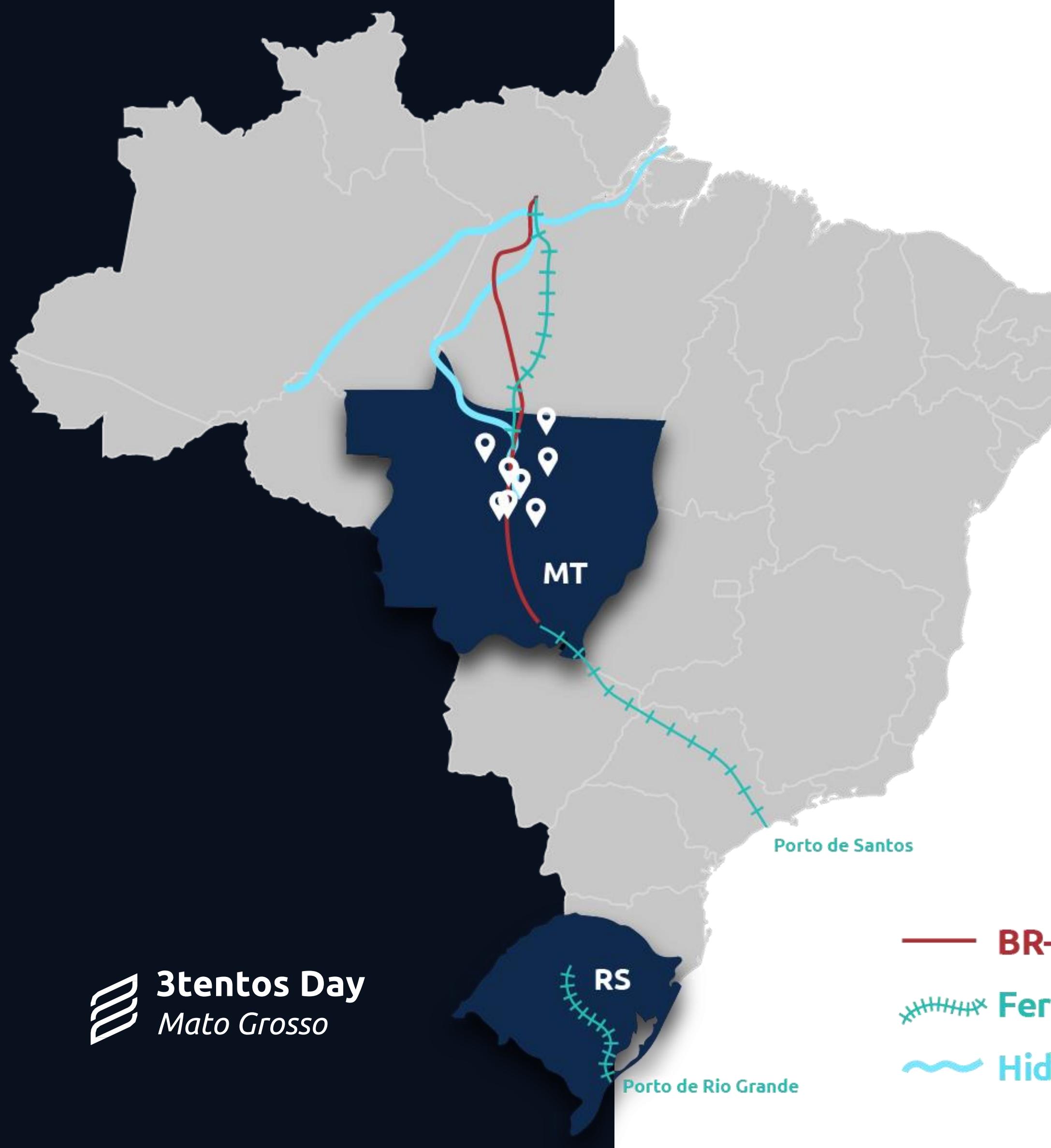
Directions for commercial teams

STRATEGIC MAP



Logistics

Main routes of our products



Wheat



Corn



Soy



BR-163

Ferrovias

Hidrovias

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Mato Grosso

Porto de Rio Grande

Porto de Santos

Main routes of our products

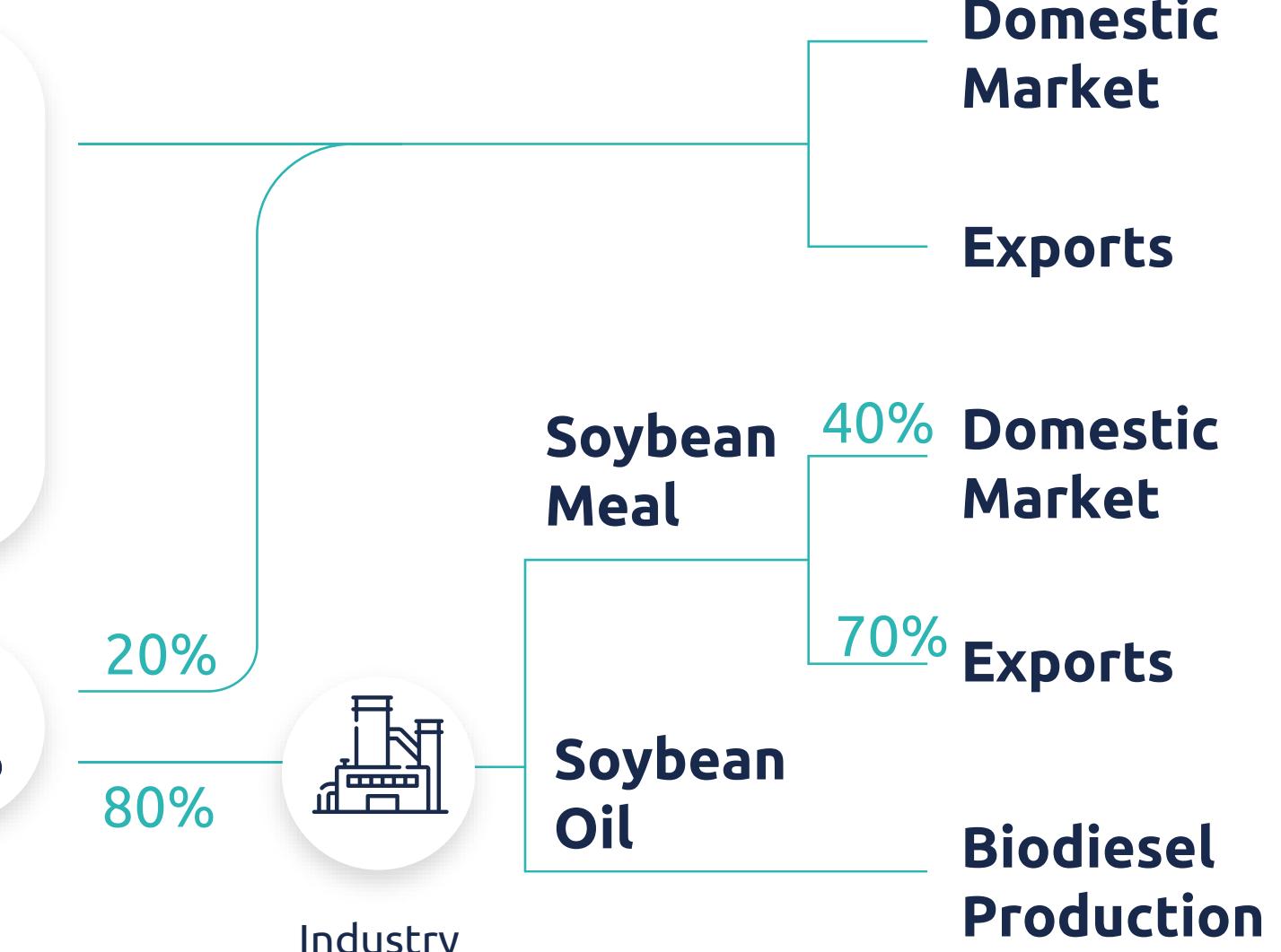
Wheat



Corn



Soy



Sustentabilidade

Crédito carbono

Como acontece?

Inscrição



Validação

Coleta
de
dados



Análise



Entrega do
relatório



Selo Carbono
Certifique sua soja



Verificamos as informações e tiramos suas dúvidas.

Analisamos os dados coletados e validamos junto ao produtor.



Mediante a **nota de eficiência socioagroambiental**, o produtor recebe o selo e está apto a colher benefícios da certificação.

3tentos
connected in
digital agriculture

Core Business & Innovation

Today and Tomorrow



10%
Comercialization

**“6 Digital
Stores”**

R\$ 40MM
Influence

**“50% Revenue
Medium Store”**

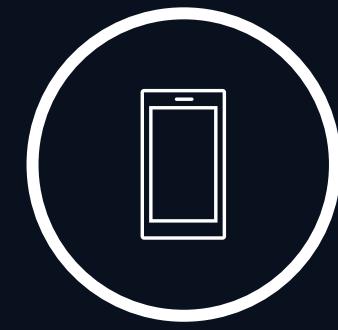
6,2%
+ Productivity

**“Cross Selling &
Loyalty”**

Value Creation



Environmental



Digital



Logistics



Financial

The farmer spends now, and **pays only after harvest season**



TentosCap

3tentos' financial services initiative



Acquisition approved by the Brazilian Central Bank in June 23

Financial Services provided to Farmers



Highlights



Harvest Season Credit Card

The first credit card in Brazil that allows the farmer to make their purchases using the TentosCap credit card and pay only after the Harvest season.



R\$ **150** MM

Written Loans

TENTOS S.A. CRÉDITO,
FINANCIAMENTO E INVESTIMENTO

Competitive funding

Funding through sales of banking bonds issued by TentosCap and sold by the most important and liquid retail investment platforms in Brazil.



Weather risks hedge

Focus on increasing the Mato Grosso share of TentosCap credit wallet, in order to balance the credit risk coming from weather risks to agriculture.



R\$ **100** MM

Insured Capital

TENTOS CORRETORA DE SEGUROS LTDA.

BACEN Segment evolution

Transition from the S5 to S4 risk segment in the Central Bank, in a constant pursuit of better risk management tools and basel limits efficiency.

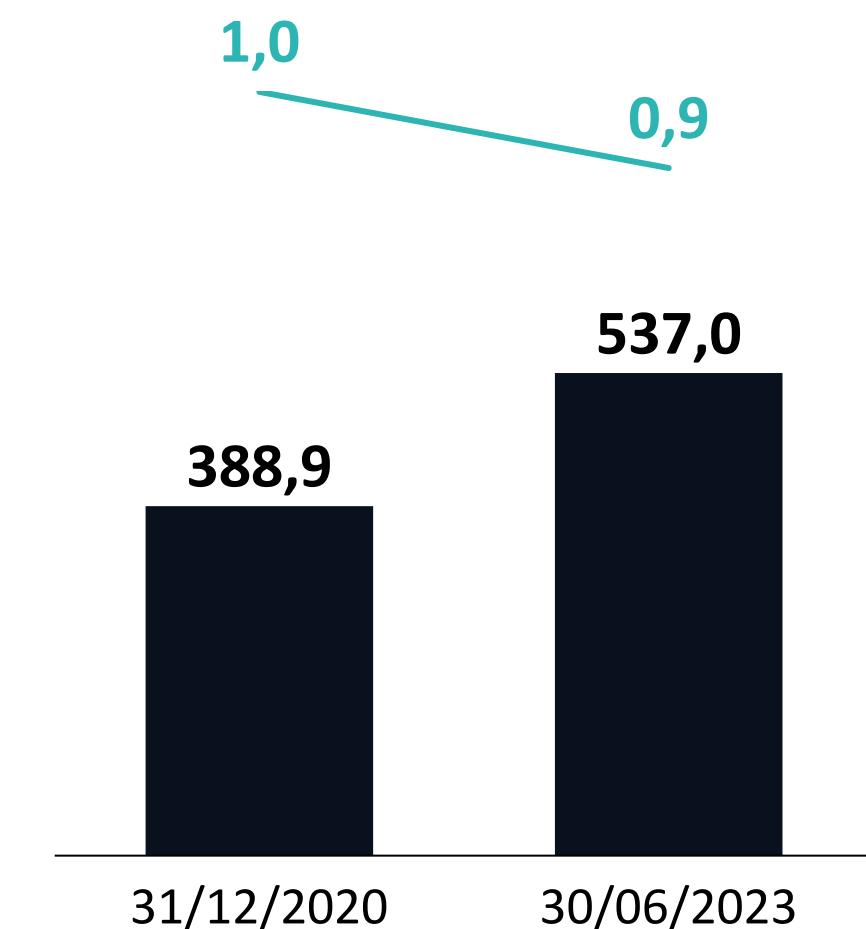


Capital Structure

Financial strength

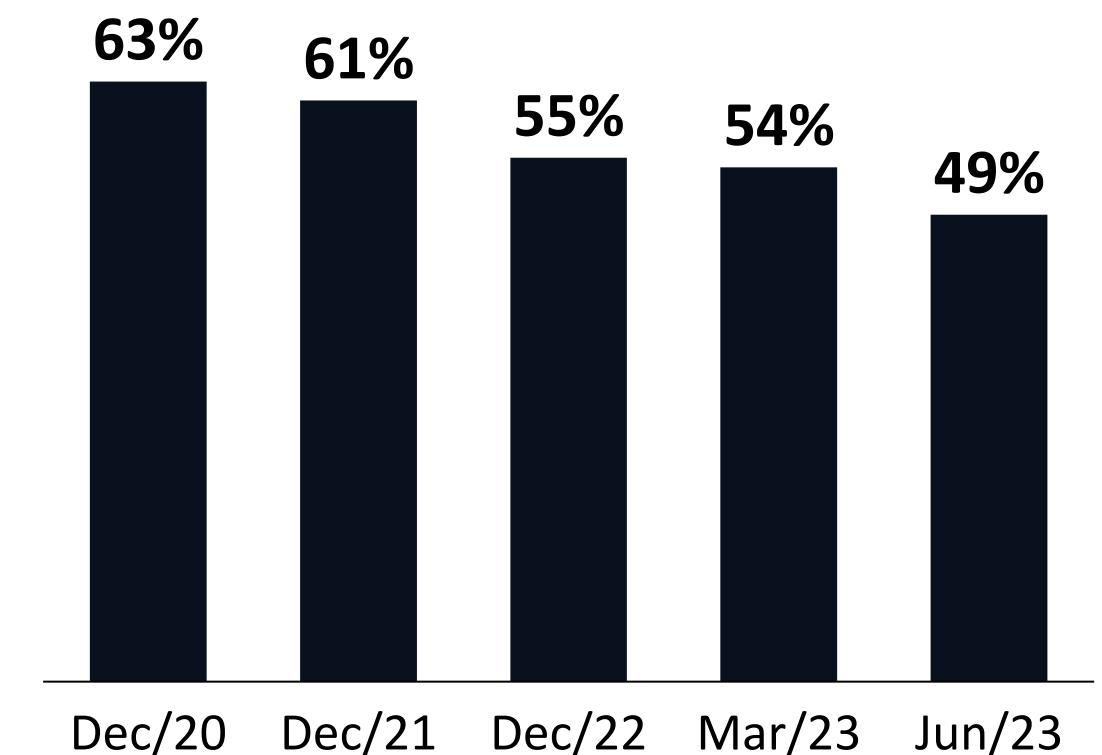
Company grows safely

Net Debt / EBITDA



— Net Debt / EBITDA
█ Net Debt (R\$ million)

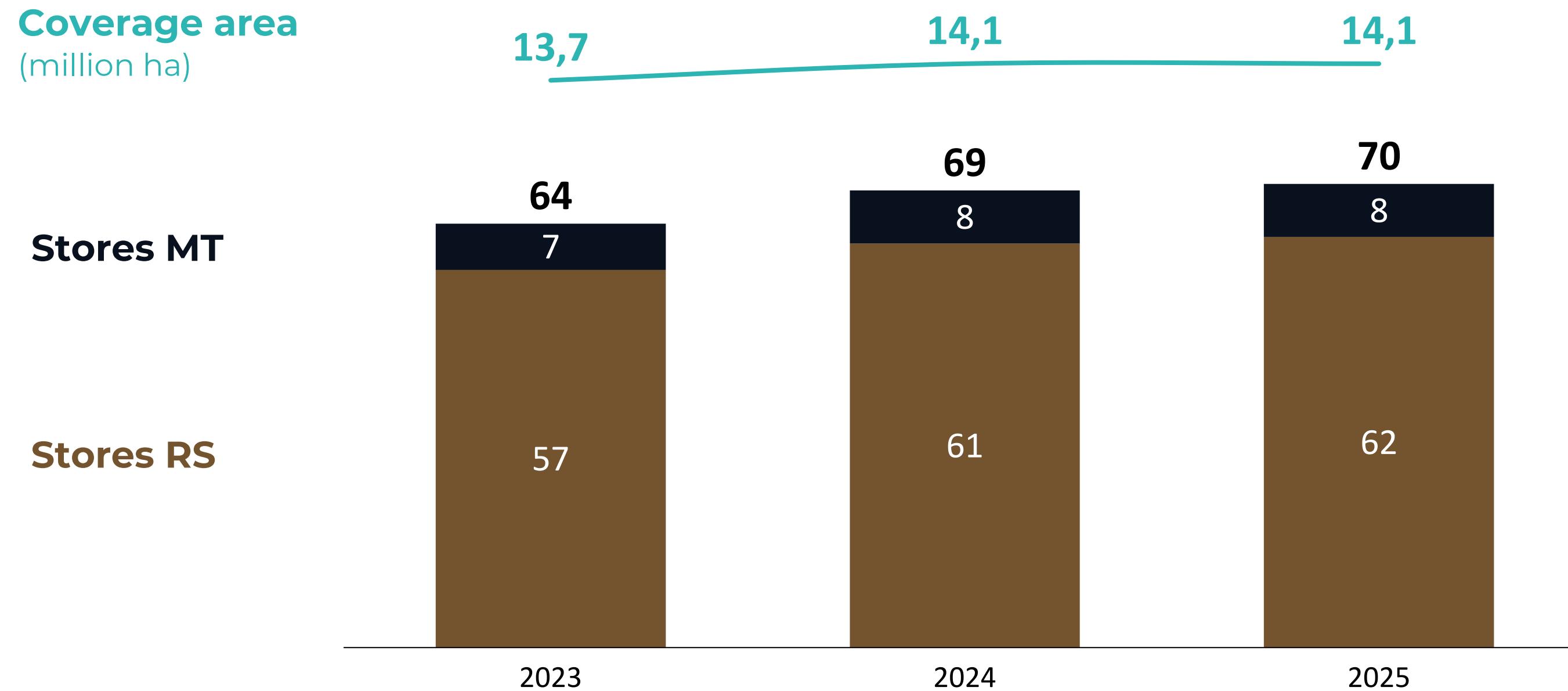
Short Term Debt



Future Expectations

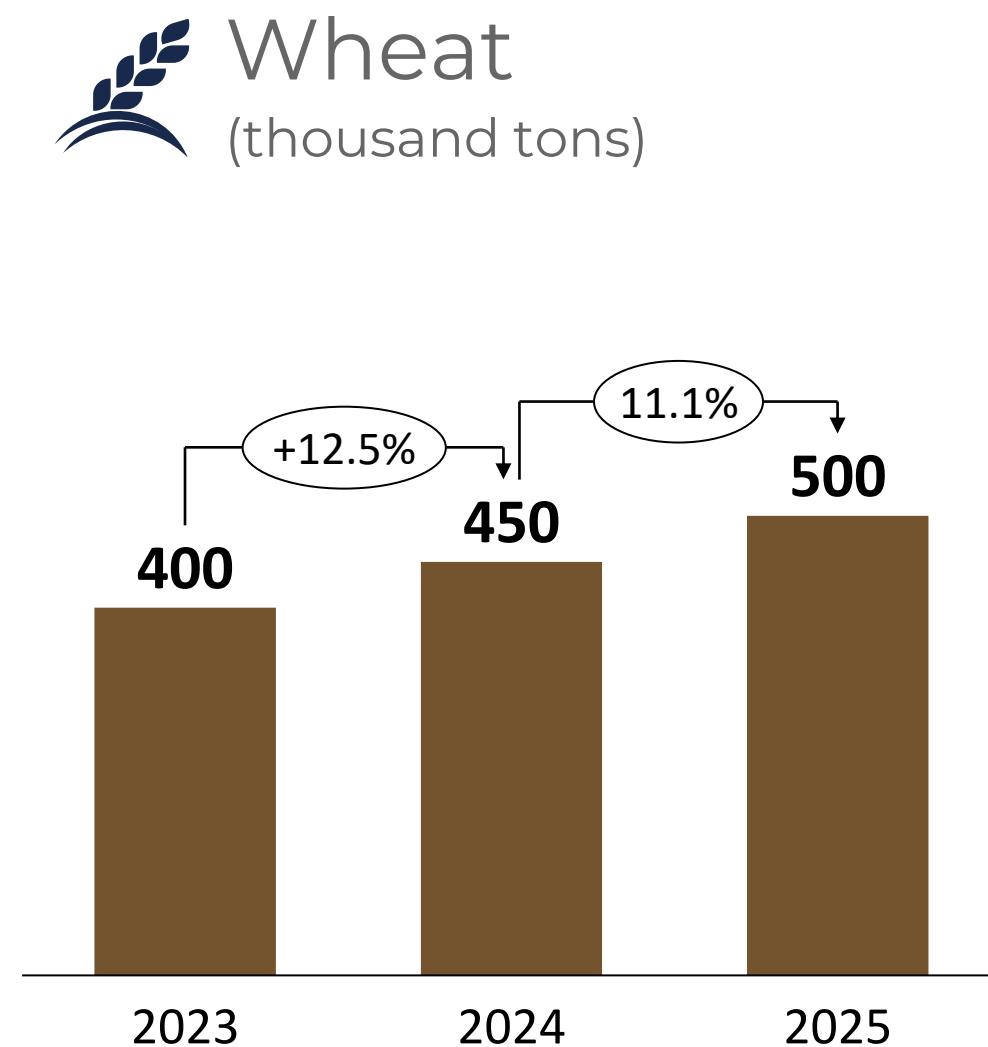
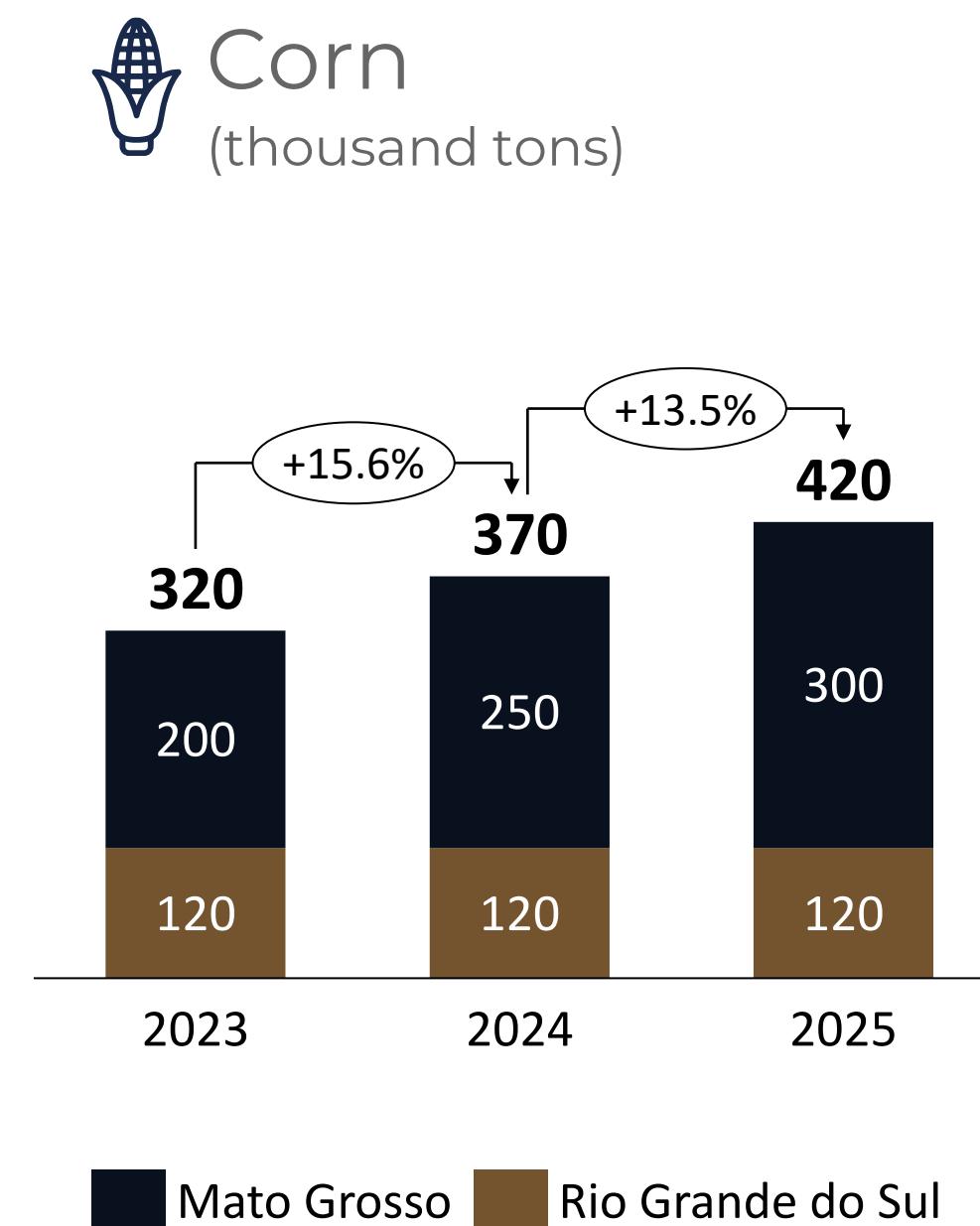
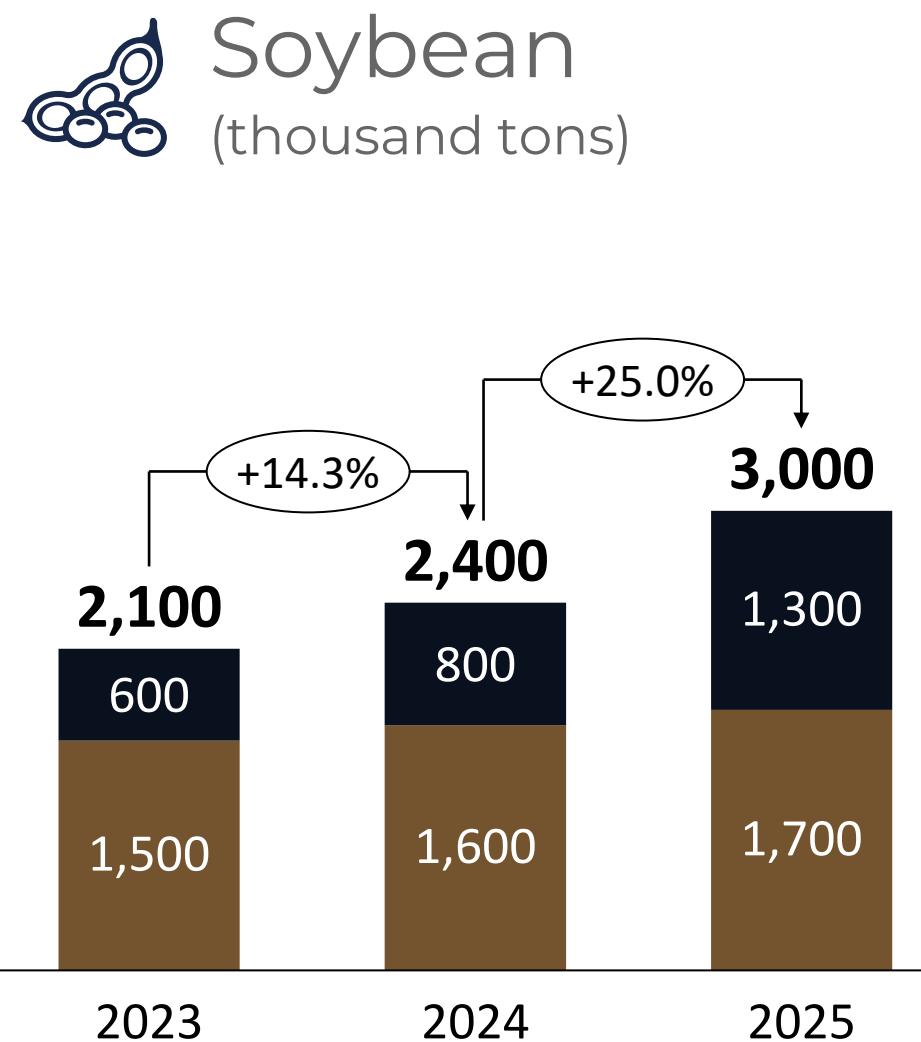
Future Expectations

Stores and coverage area evolution



Future Expectations

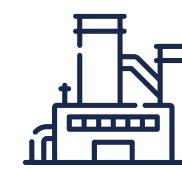
Grain Origination



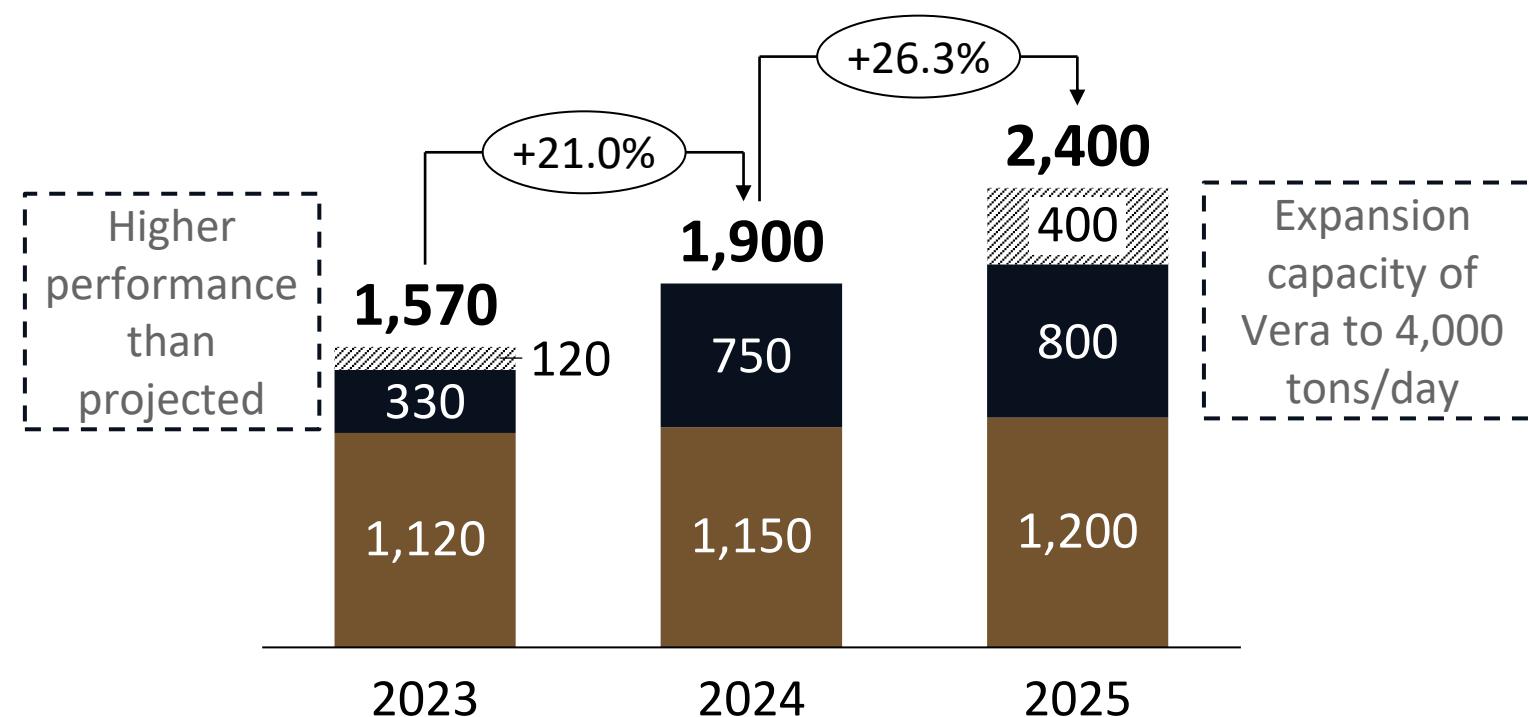
■ Mato Grosso ■ Rio Grande do Sul

Future Expectations

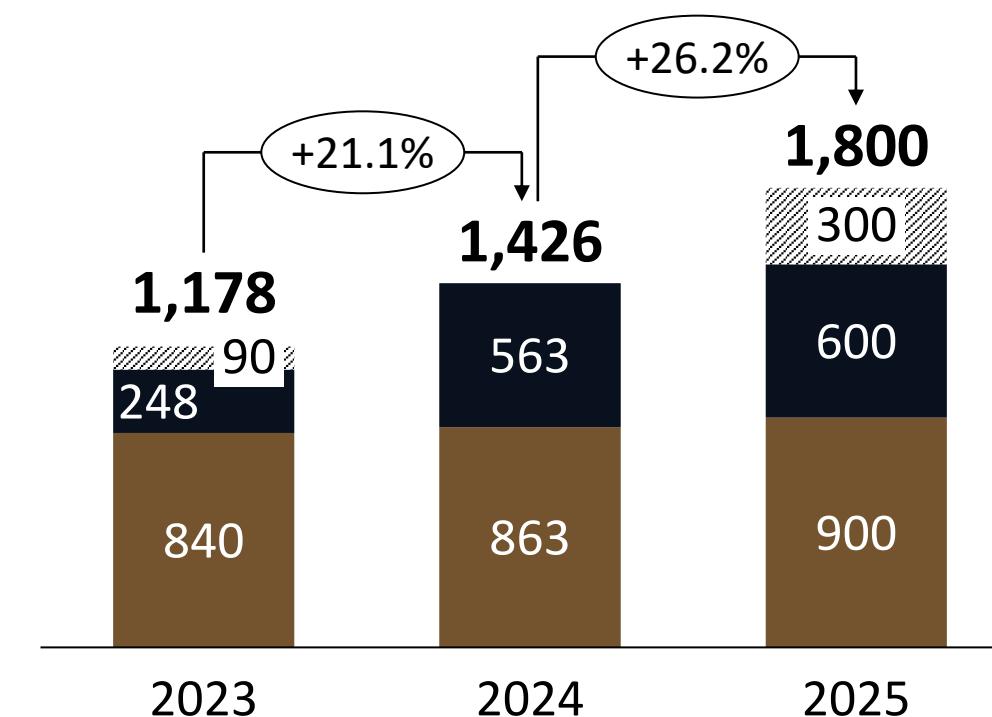
Soybean Complex



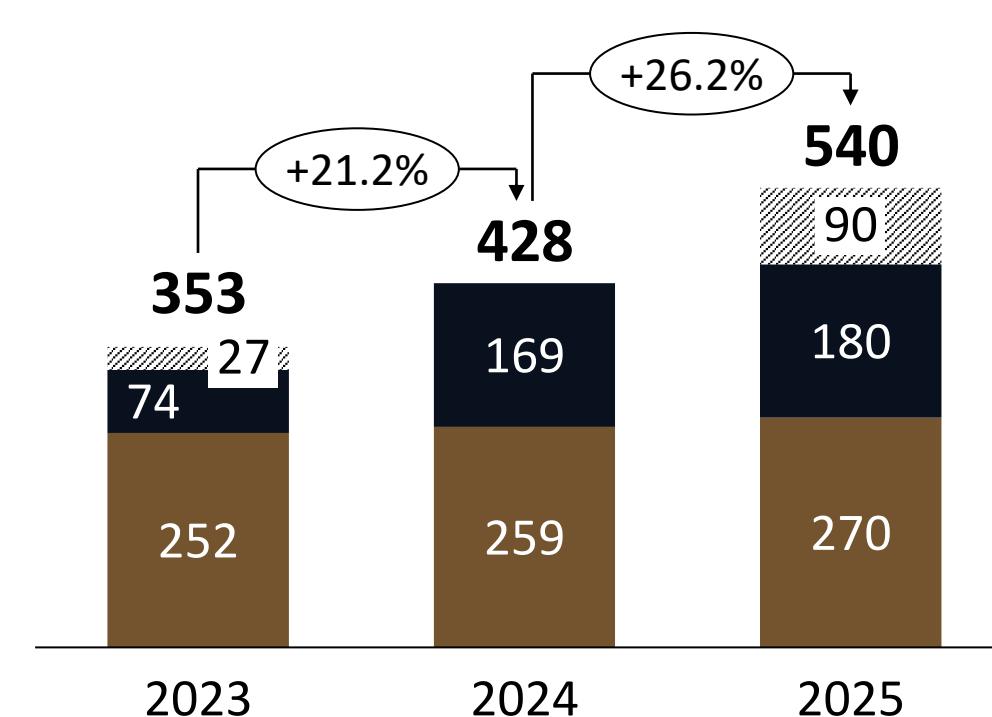
Soybean Crushing (thousand tons)



Soybean meal (thousand tons)



Biodiesel (thousand m³)



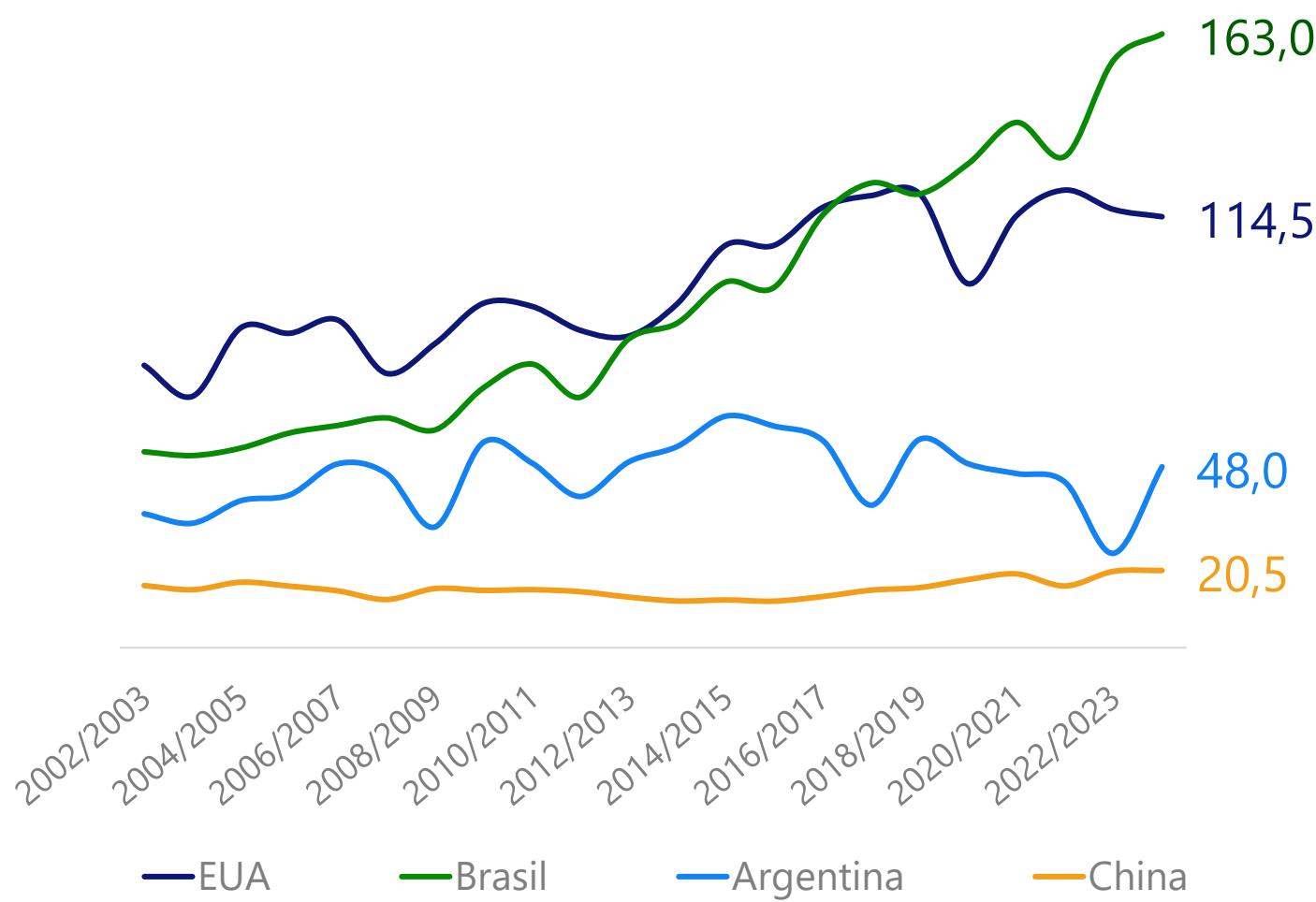
Additional Capacity in Mato Grosso Mato Grosso Rio Grande do Sul



Long Term Vision

Brazil as a protagonist in the global agribusiness

Largest Soybean Producers
(million tons)



Relevant position in export
(harvest 2022/23)



Sources: StoneX, USDA

Addressable Market (R\$ bi)

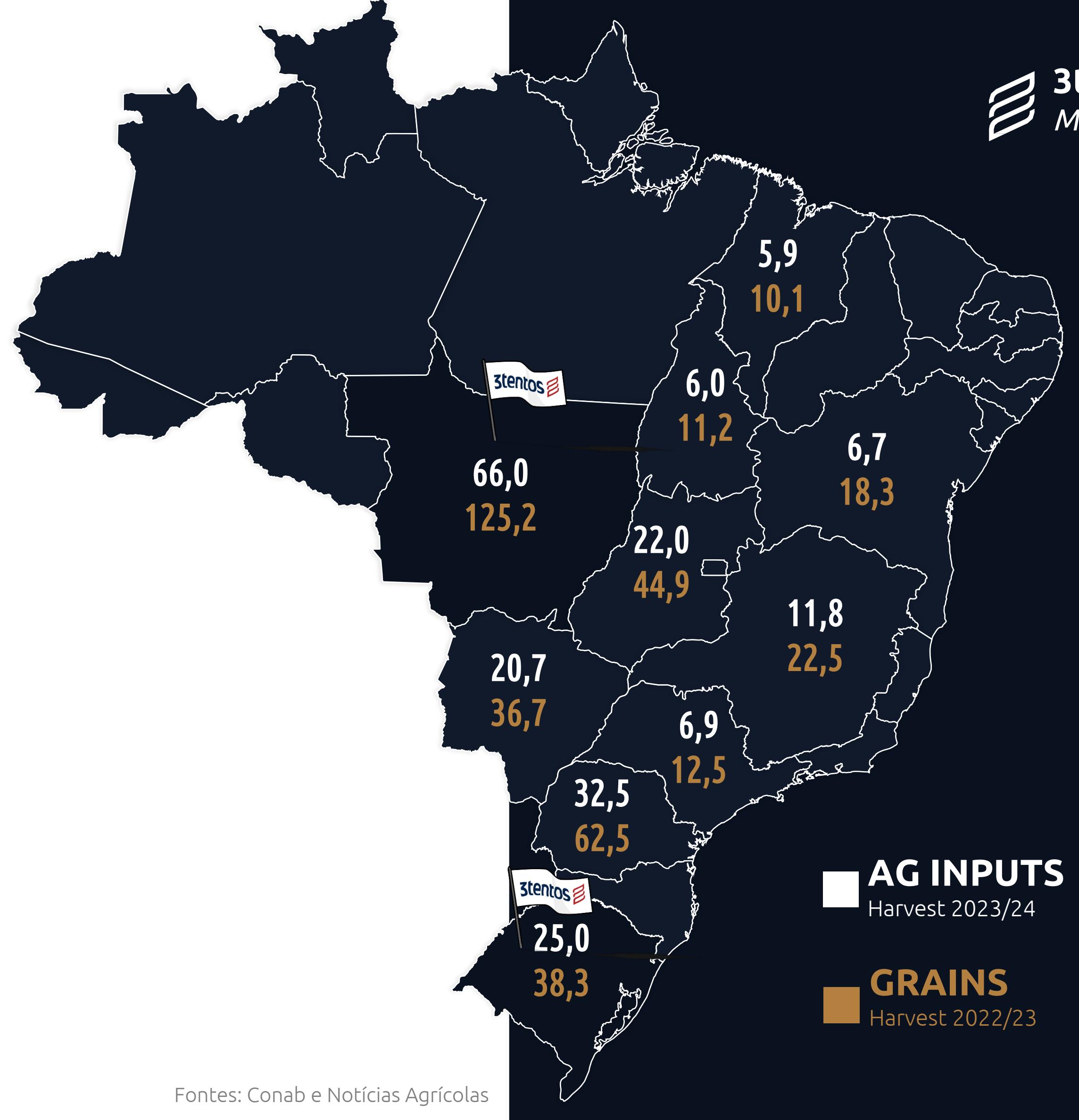
Total achievable market potential in
grains and ag inputs

R\$ 382.4 billion

TOP 10 PRODUCERS

Reference value (R\$/bg)
Soybean: 120.00
Corn: 45.00
Wheat: 65.00
Rice: 80.00

Cultivations considered
Ag Inputs Grains
Soybean Soybean
Wheat Wheat
Corn Corn
Rice



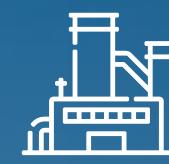
**Best
experience
with
producer**



AG INPUS



GRAINS



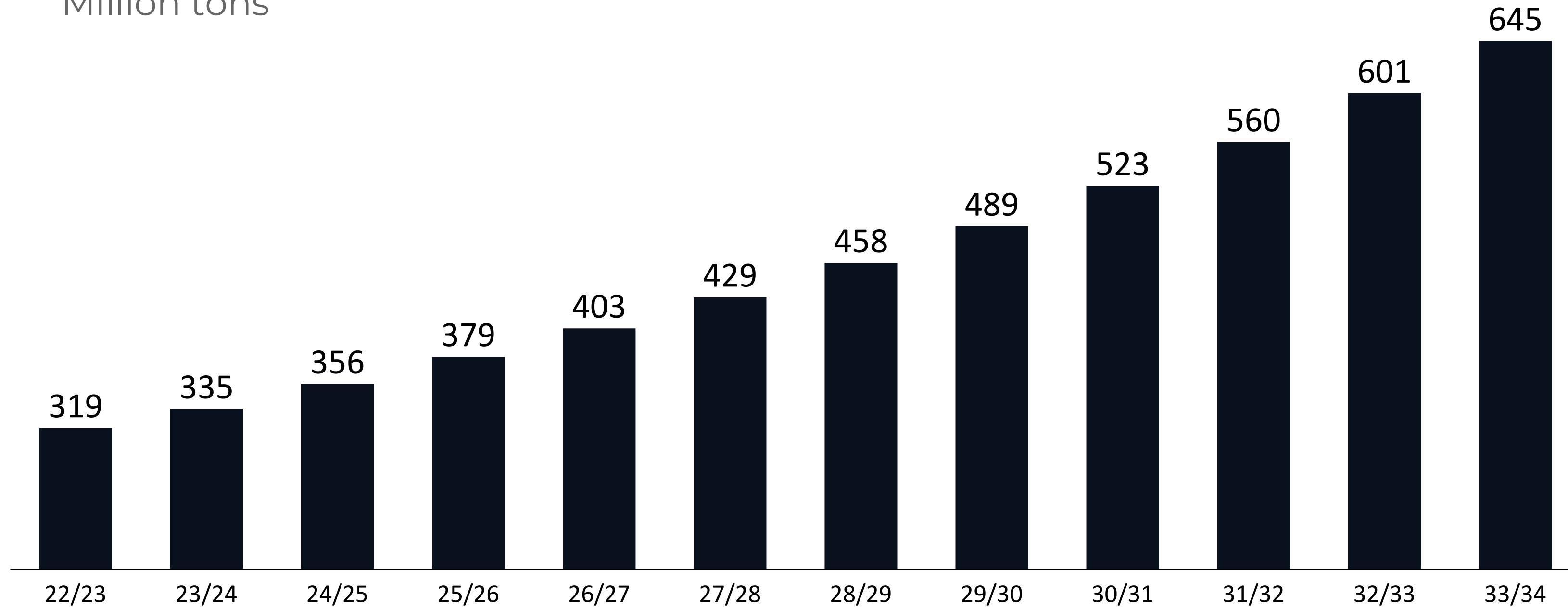
INDUSTRY



FINANCIAL

Brazil will double grain production in 10 years

Million tons



Source: Cogo Inteligência em Negócios



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3tentos Growth Path

- Expand into new regions by replicating the 3tentos ecosystem
- Strengthen field positioning with technical assistance
- Launch new services and solutions by expanding access with farmer
- Develop new complementary business opportunities

Q&A