
3tentos
Day
2024
3tentos

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.

Schedule

08h30 – Reception

09h00 – Opening

09h10 – Go To Market Strategy

09h50 – Commodities and Logistics

10h30 – Coffee Break

10h50 – Food security and energy transition

11h30 – Q&A

12h00 - Closing

3tentos

3tentos

The most complete ecosystem in Brazilian agribusiness

more than
29 years
building its story with the producer

more than
2 thousand
employees

more than
28 thousand
shareholders

more than
24 thousand
clients

R$6.9 billion
Market Value

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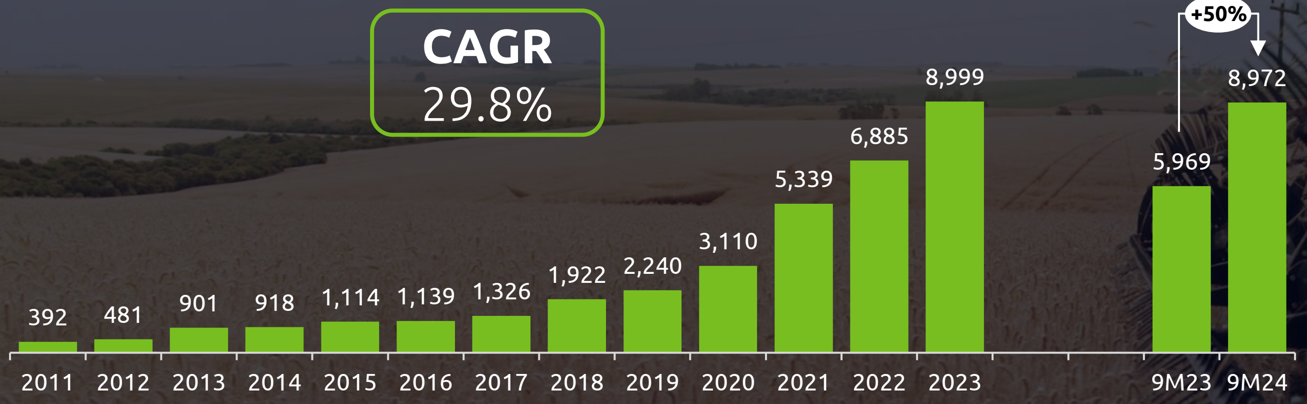
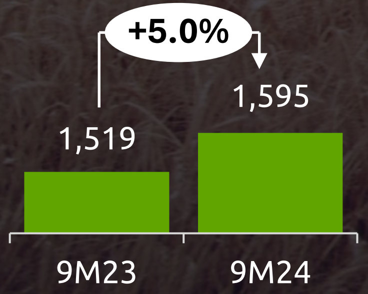
Strong performance in 2024

50% growth vs 9M23

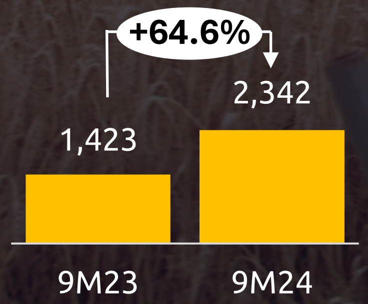
In R$ million



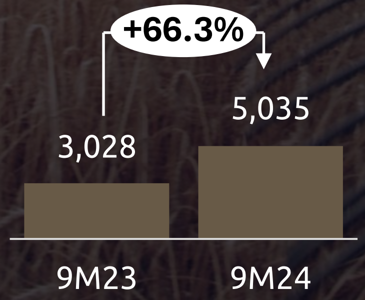
Ag Inputs

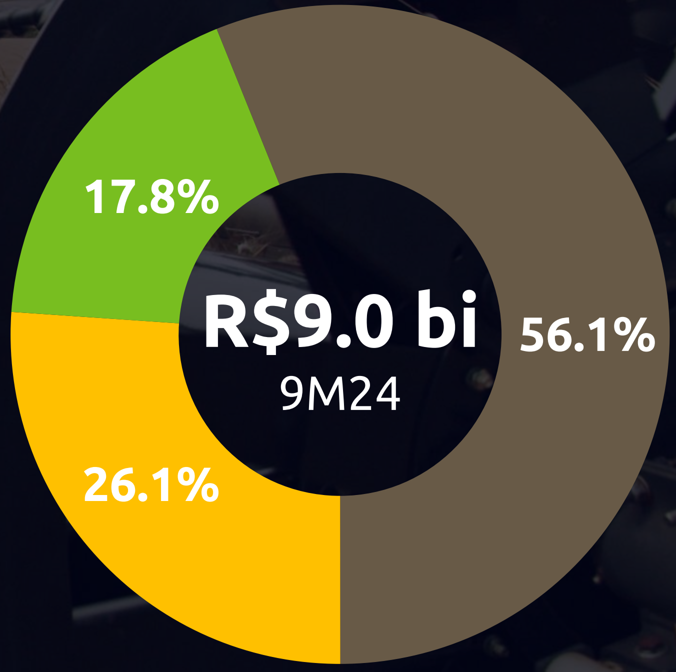


Grains



Industry





Brazil's position in world production and exports

Product	Production	Exports
Soybeans	1st	1st
Corn	3rd	1st
Cattle meat	2nd	1st
Chicken meat	3rd	1st

Source: USDA

Experienced team with a long-term focus

Luiz Osório Dumoncel
CEO & IRO

João Marcelo Dumoncel
COO

Cristiano Costa
CFO

Alan Araldi
Marketing Officer

Benhur Vione
Ag Input Officer

Eduardo Menezes
Commercial Director

Luiz Augusto Dumoncel
Commodities Officer

Luiz Pedro Dumoncel
Financial Services Officer

Leandro Carbone
Industrial Officer

Marcelo Tagliari
Administrative Officer

Misiara de Alcântara
Human Resources Officer

Go To Market Strategy in Agriculture

Grains and Ag Inputs

Addressable Market

Total **achievable** market potential in grains and ag inputs

Considering 12 biggest states producers

Total Potential
R$ 618.5 bi

Grains Potential
R$ 417.1 bi

Ag Inputs Potential
R$ 201.4 bi

AG INPUTS
2024/25 Crop

GRAINS
Estimates 2024/25 crop
Considering R$/bag
Soybeans 115.00 | Corn 55.00 | Wheat 65.00

Source: IBGE, Conab e Notícias Agrícolas

Crop 24/25

Planting

Pace of Commercialization

Farmer Investment Range

Short/Medium Term Price Outlook

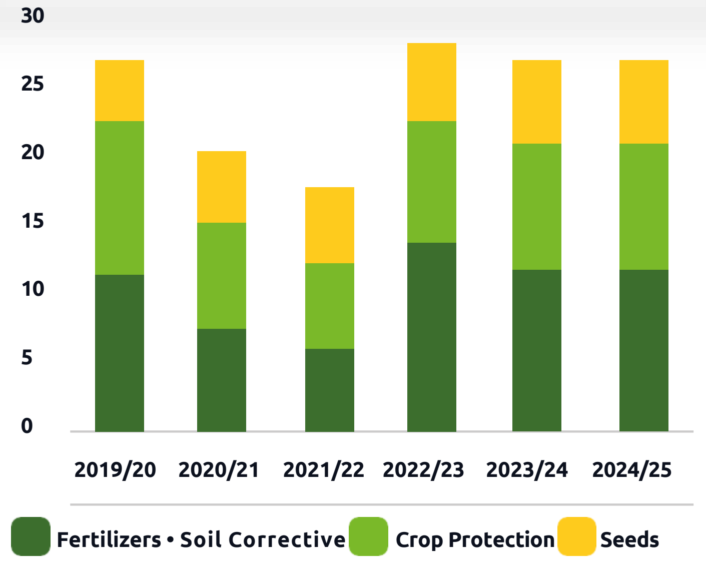
24/25 Crop Development

Use of ag inputs | Exchange ratio | Crop evolution | Climatic conditions | Crop rotations

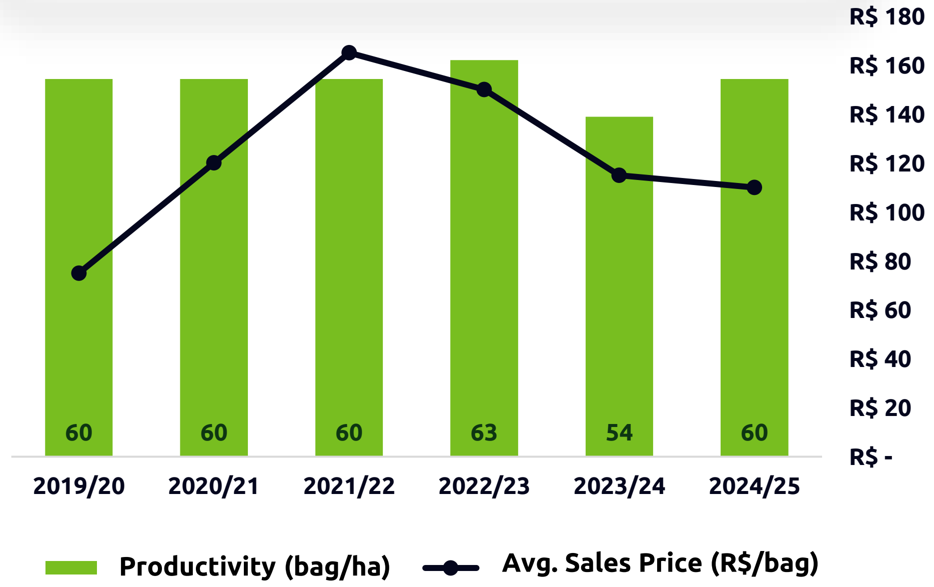
Expenses on Ag Inputs over the last years - Soybeans

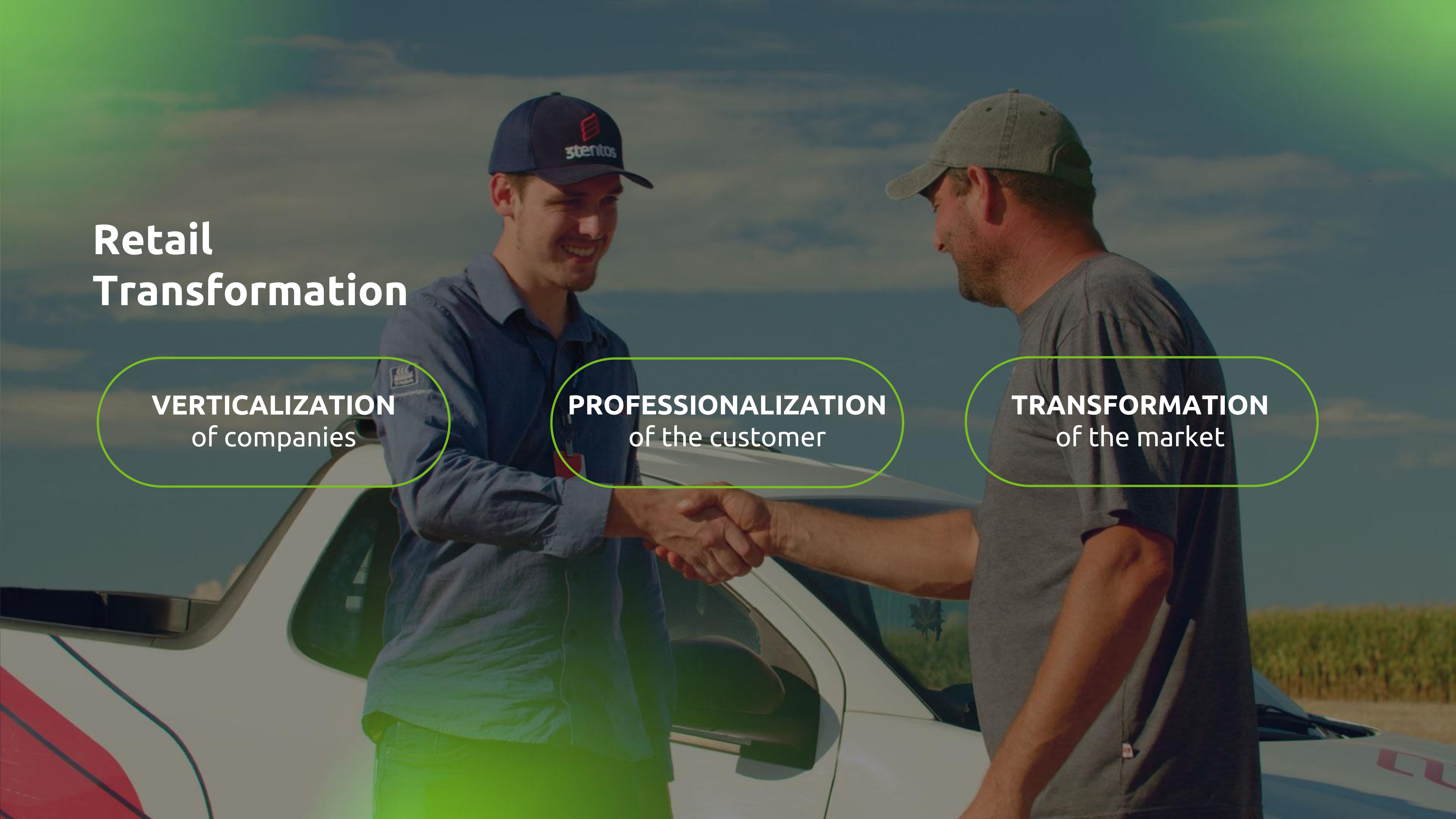
Simulations for the Middle North of Mato Grosso

Investment in bag/ha – Soybeans MT



Price behavior and productivity





Retail Transformation

VERTICALIZATION
of companies

PROFESSIONALIZATION
of the customer

TRANSFORMATION
of the market

Topics that influence agricultural operations

Source: Global Farmers Insights Survey 2024 - McKinsey

Our Access Model and Strategy

3tentos

12 stores

12,4 million hectares

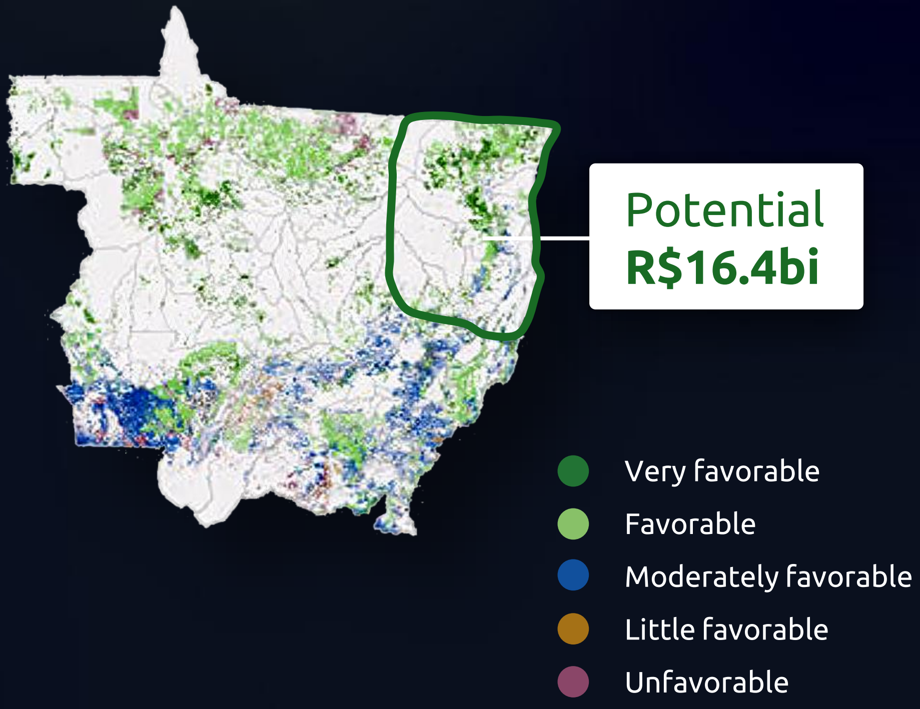
R$351 million ag inputs revenue 9M24

3tentos

57 stores

9.1 million hectares

R$1,244 million ag inputs revenue 9M24



Source: IMEA

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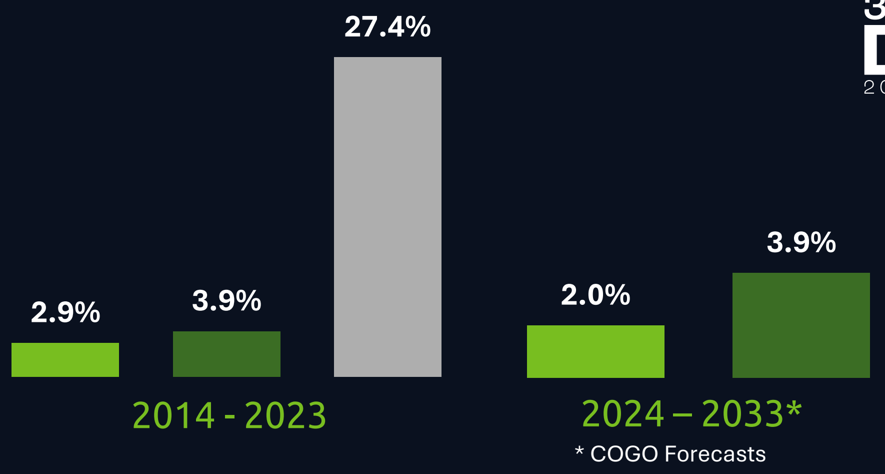
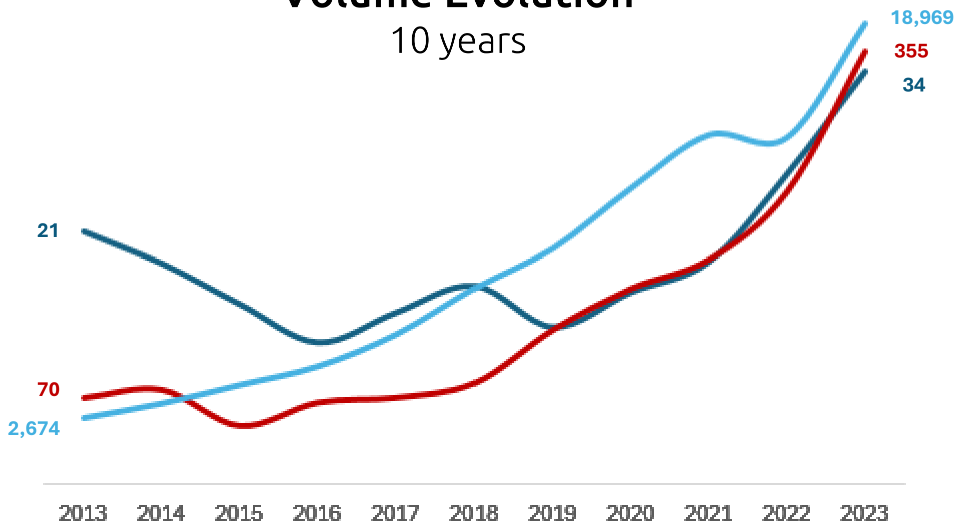
3tentos grows above the market average

CAGR 10 years

- Fertilizers - Brazil
- Crop Protection - Brazil
- Ag Inputs Revenue – 3tentos



Volume Evolution
10 years



	CAGR (volume)
Seeds (thousand tons)	5.0%
Fertilizers (thousand tons)	17.7%
Crop protection (kg/liters)	21.6%

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Where is 3tentos aiming at?

- Territorial Occupation
- Ag Inputs
- Promotion of new Cultures & Technologies

Support Pillars

People from Agri, in Agri!

- Verticalization
- Tentos Cap
- R&D and Innovation
- Credit System
- Team Development
- Attention to Transformation


Q&A

Commodities and Logistics

The Commodities Dimension

Sources: Conab, USDA, ABIOVE, IMEA

	Brazil*	RS	MT
	72 M ha	13%	27%
	306 M ton	12%	30%
	207 M ton	16%	25%

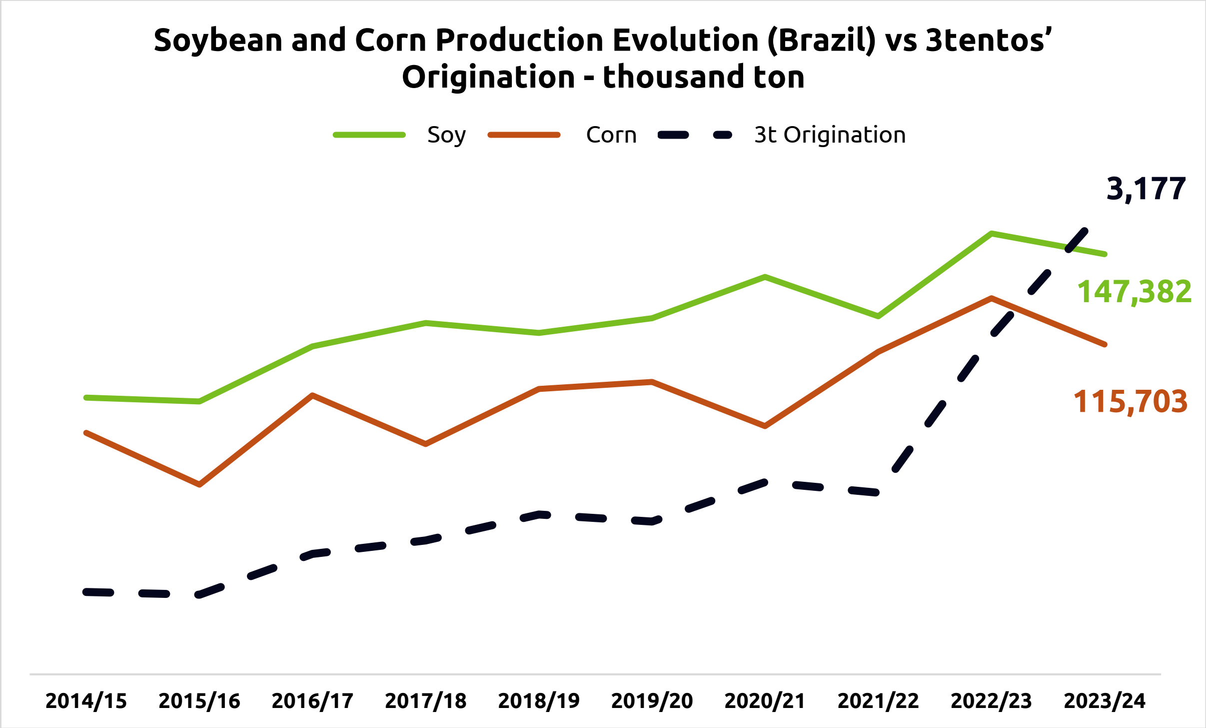
Brazil

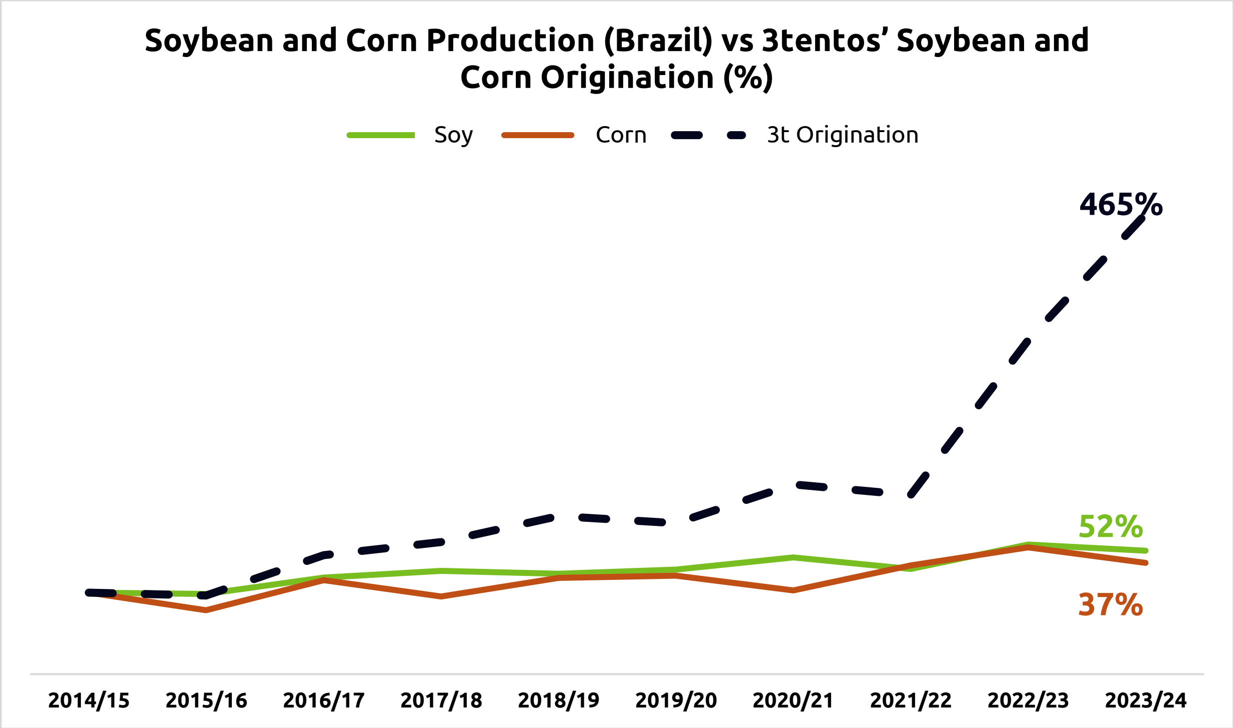
	M ton	166	120
	%	62	30
	%	35	15
	%	-	55

*Production and combined areas of Soy, Corn, Wheat and Rice

Evolution in soybean and corn production in Brazil

Strong 3tentos' increase from the 21/22 crop



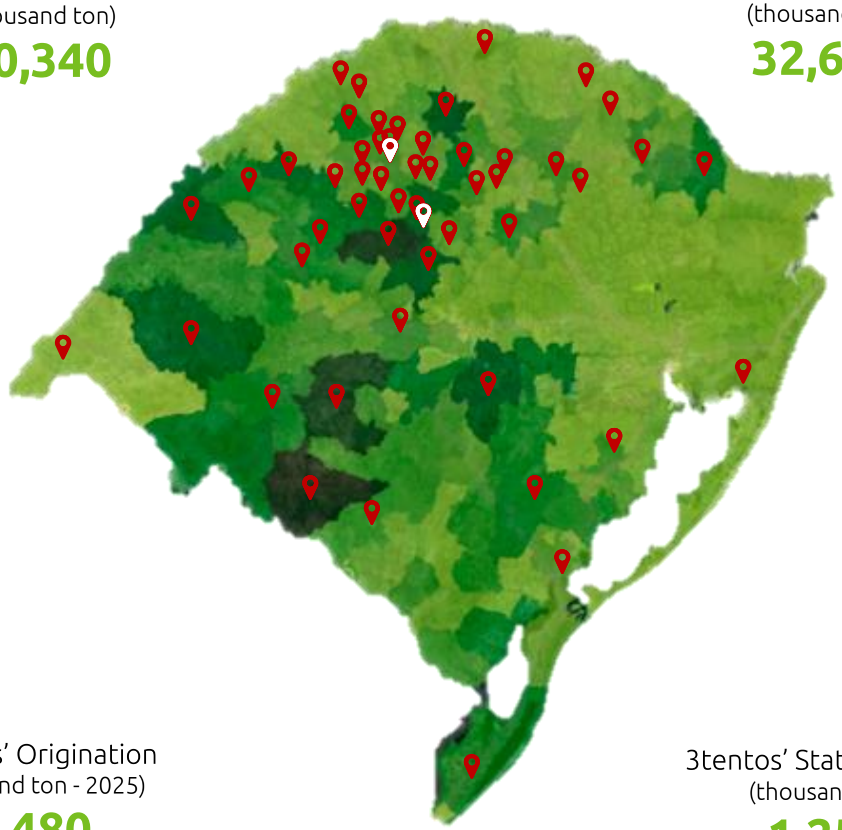


Source : Conab

Commodities:
from the gate out - Soybeans

24/25* Production
(thousand ton)
20,340

Static Capacity RS*
(thousand ton)
32,685

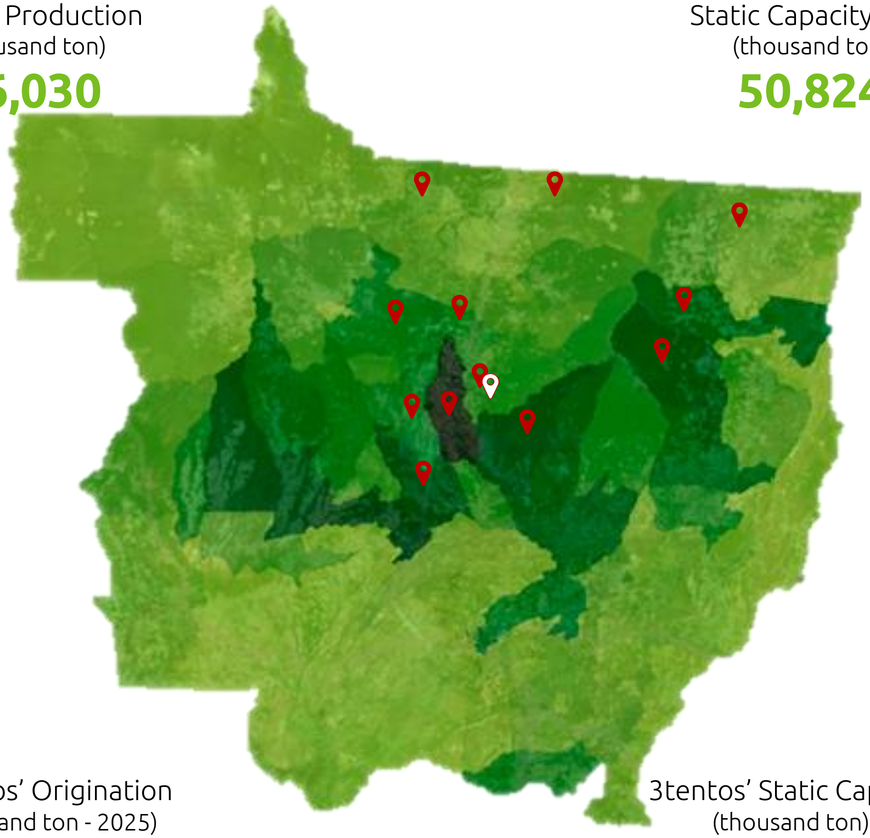


3tentos' Origination
(thousand ton - 2025)
2,480

3tentos' Static Capacity
(thousand ton)
1,252

24/25* Production
(thousand ton)
46,030

Static Capacity MT*
(thousand ton)
50,824



3tentos' Origination
(thousand ton - 2025)
1,625

3tentos' Static Capacity
(thousand ton)
485

3tentos' stores

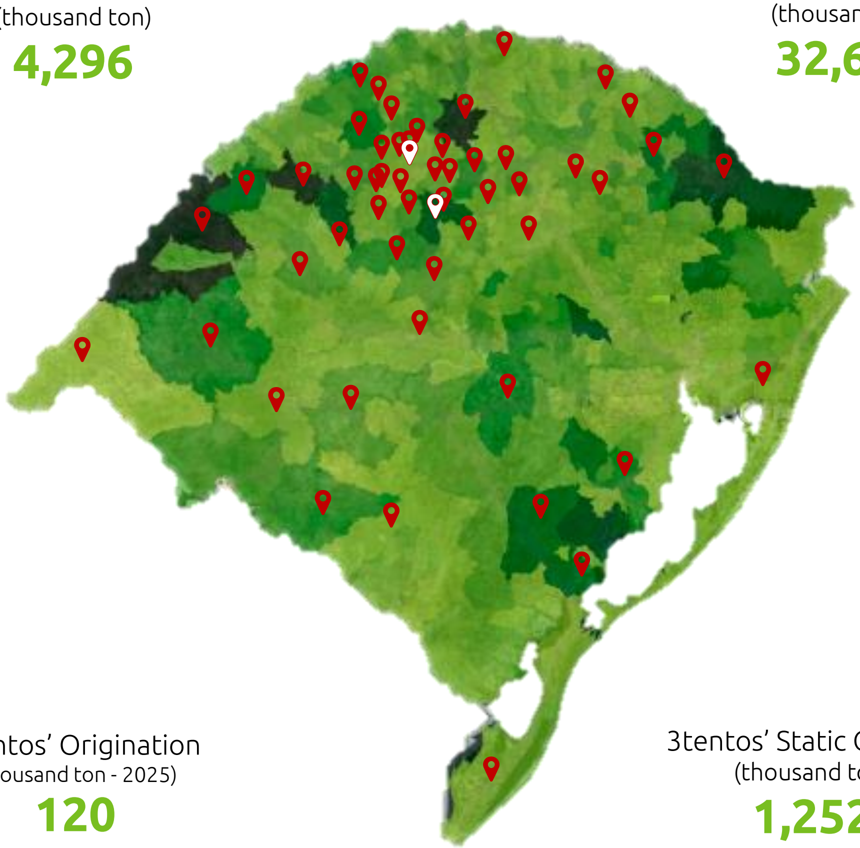
Industrial Plants

*Source: Conab

Commodities:
from the gate out - Corn

24/25* Production
(thousand ton)
4,296

Static Capacity RS*
(thousand ton)
32,685

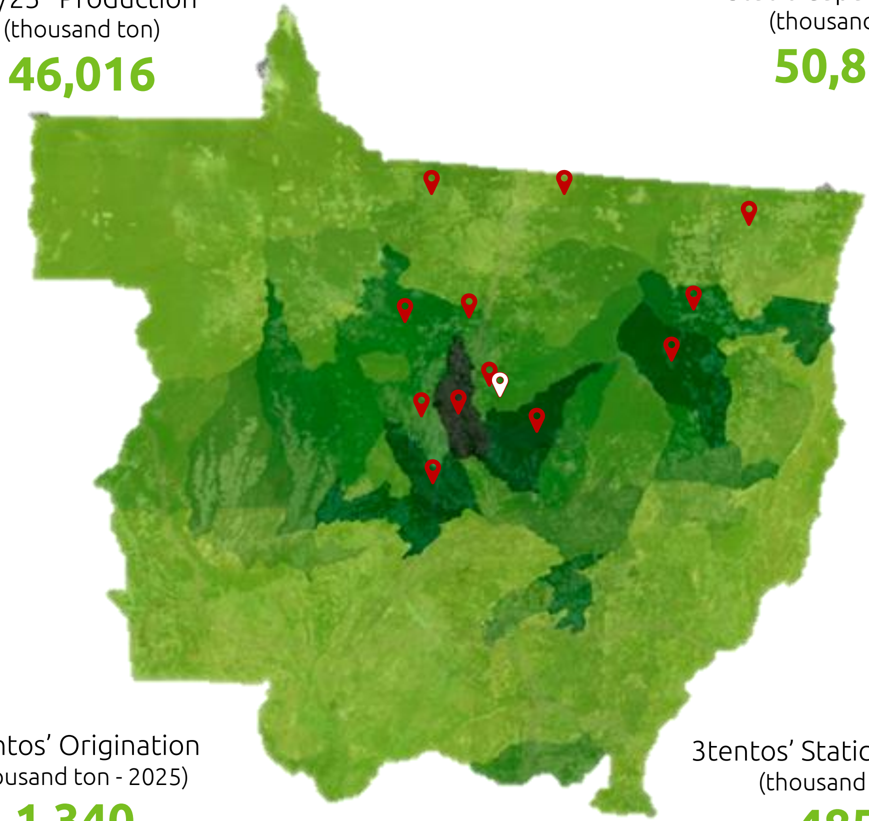


3tentos' Origination
(thousand ton - 2025)
120

3tentos' Static Capacity
(thousand ton)
1,252

24/25* Production
(thousand ton)
46,016

Static Capacity MT*
(thousand ton)
50,824



3tentos' Origination
(thousand ton - 2025)
1,340

3tentos' Static Capacity
(thousand ton)
485

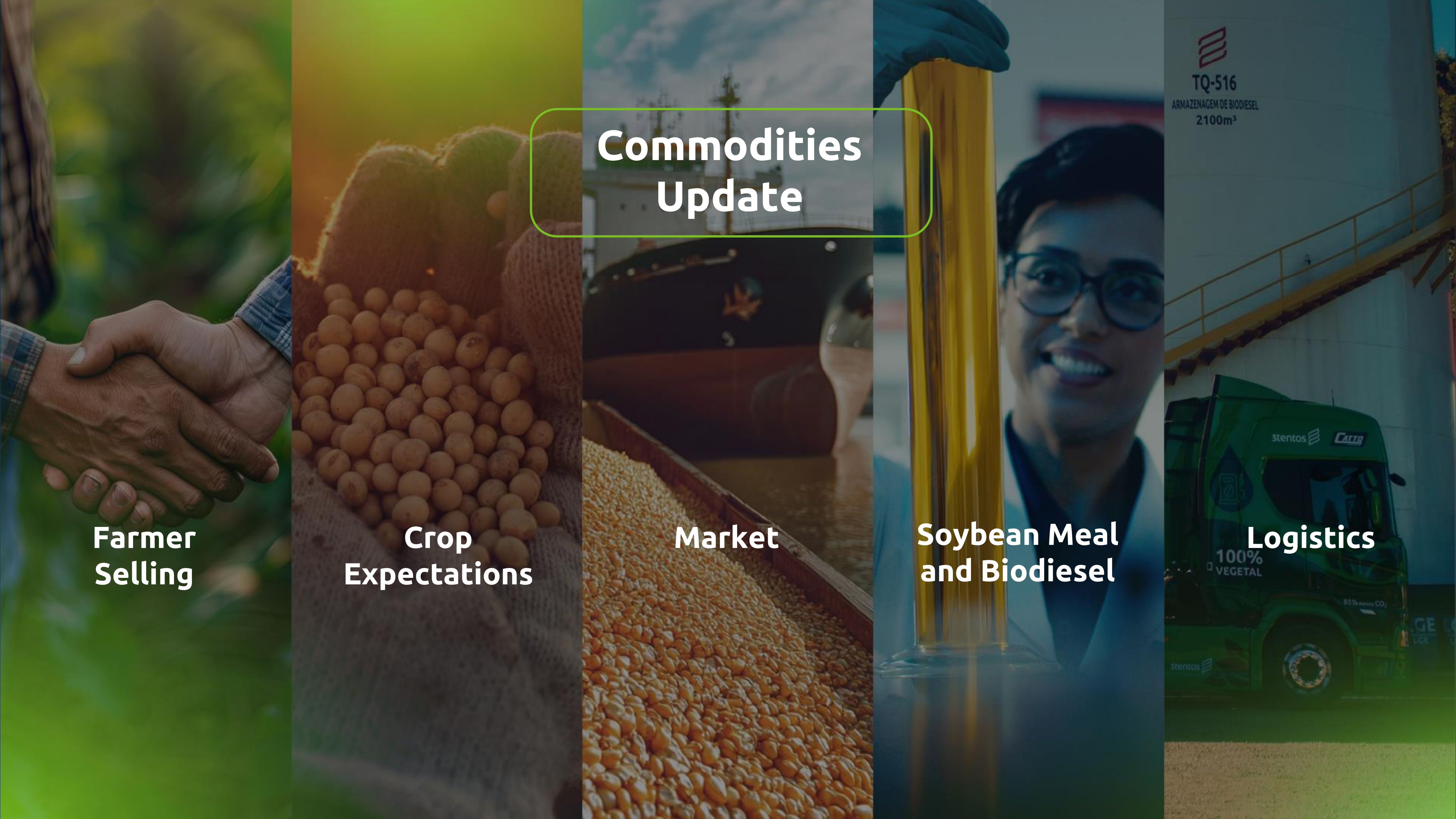
Lojas 3tentos

Plantas industriais

*Fonte: Conab

Logistics Modes

Commodities Update



Farmer Selling

Crop Expectations

Market

Soybean Meal and Biodiesel

Logistics

Industrial Plants: Present and future

		Cruz Alta	Ijuí	Vera	Total
Current	Processing (thousand tons/day)	2.0	2.0	3.0	*7.0*
2025*	Processing (thousand tons/day)	3.6	2.0	4.8	*10.4*

▲48.6%

		Ijuí	Vera	Total
Current	Biodiesel Production (thousand litres/day)	850	1,000	*1,850*
2025*	Biodiesel Production (thousand litres/day)	1,500	1,500	*3,000*

▲62.2%

*Expansion throughout the year


Where is 3tentos aiming at?
Investments
Integrated Operation
Export Program
Partnerships
2030 Strategy

Q&A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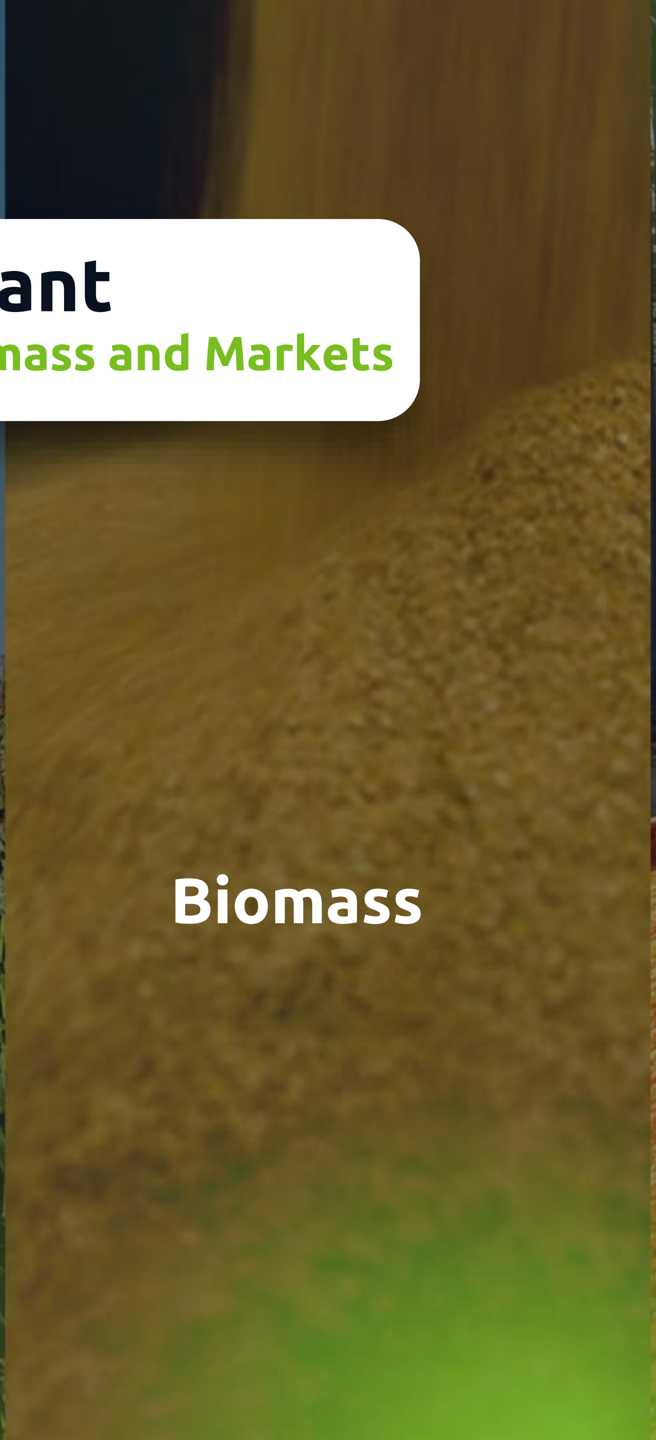
Food Security &
Energy Transition
3tentos

Ethanol Plant

Production, Biomass and Markets

Construction Evolution

Capacity



Biomass

Markets

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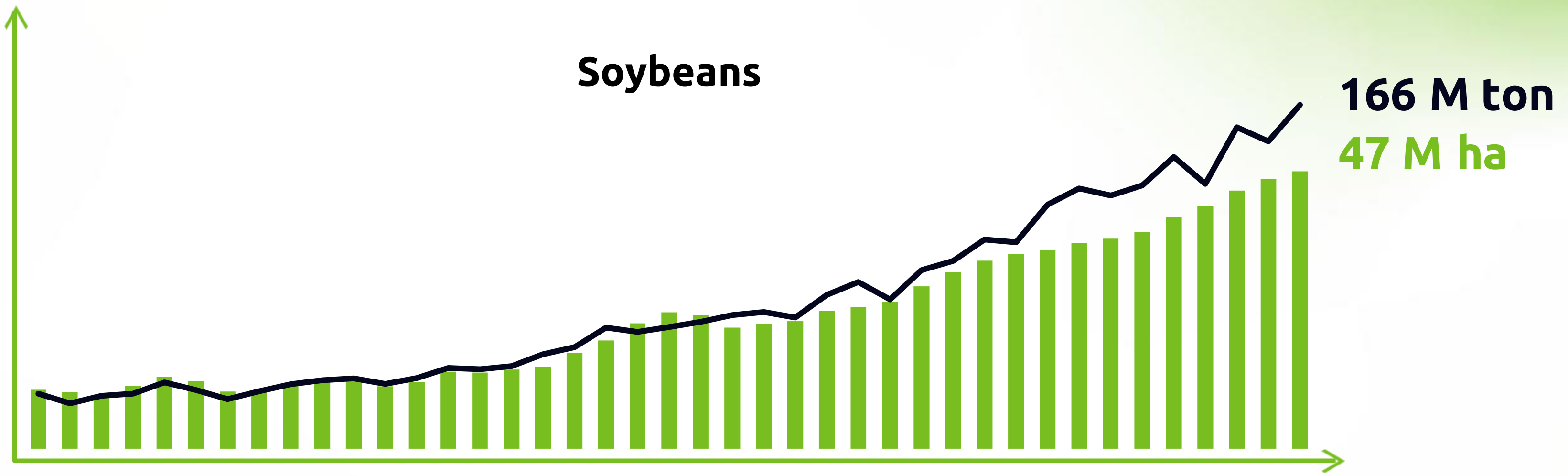
The historical line: Brazil, last 40 years

Exports
105 M ton

Biodiesel
11 M ha

Internal Market Soybean Meal
50%

External Market Soybean Meal
50%

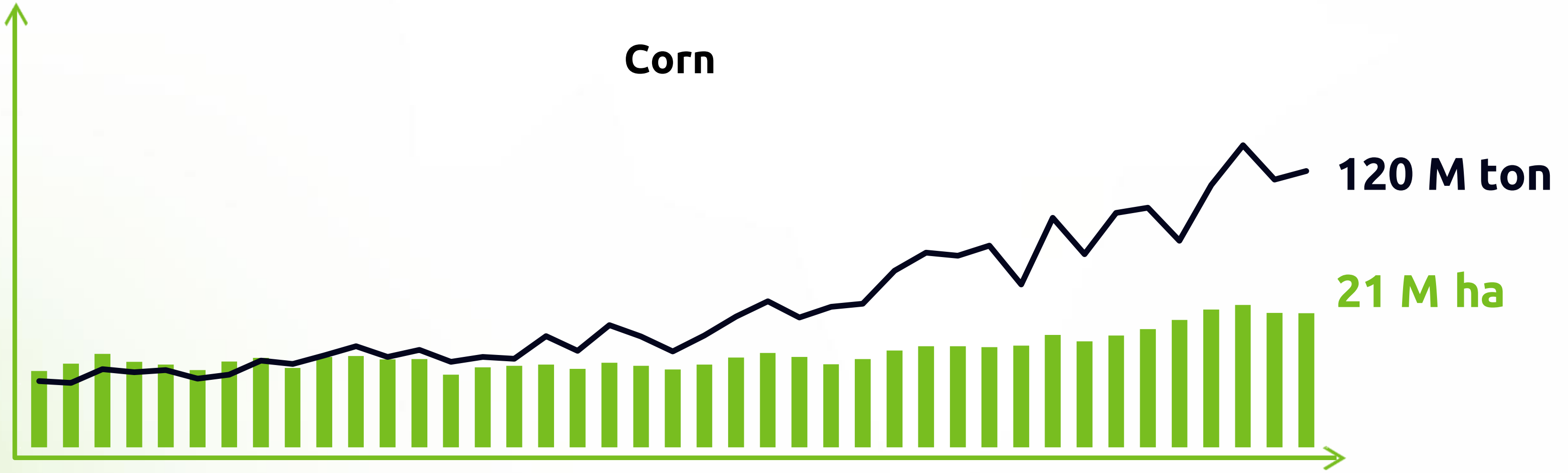


Exports
49 M ton

Ethanol
2,5 M ha

DDG Internal Market
77%

DDG External Market
23%



Source: Conab, StoneX, USDA

The relevance of Brazilian agribusiness

- Global challenges and opportunities for Brazil
- Brazil's vocation
- Food Safety
- Energy Matrix
- Contracted demand / cycles
- Relationship-Led growth

Industrialization

- Technologies
- Processes
- Certifications

4 Industrial Plants*

10,500 tons Soybeans*
per day

2,800 tons Corn*
per day

4,200 m^3 Biofuels*
per day

*Capacities according to the expansion of the new growth cycle (2024 – 2030)

3tentos' assessment in crops

			
Soybeans	●	●	●
Corn	●	●	
Wheat	●	●	
Rice	●		

3tentos' assessment in crops

Soybeans	●	●	●
Corn	●	●	○
Canola	○	○	○
Sorghum	○	○	○
Wheat	●	●	
Rice	●		

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What to expect from 3tentos?

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Food and Energy is what moves us

Vertical model

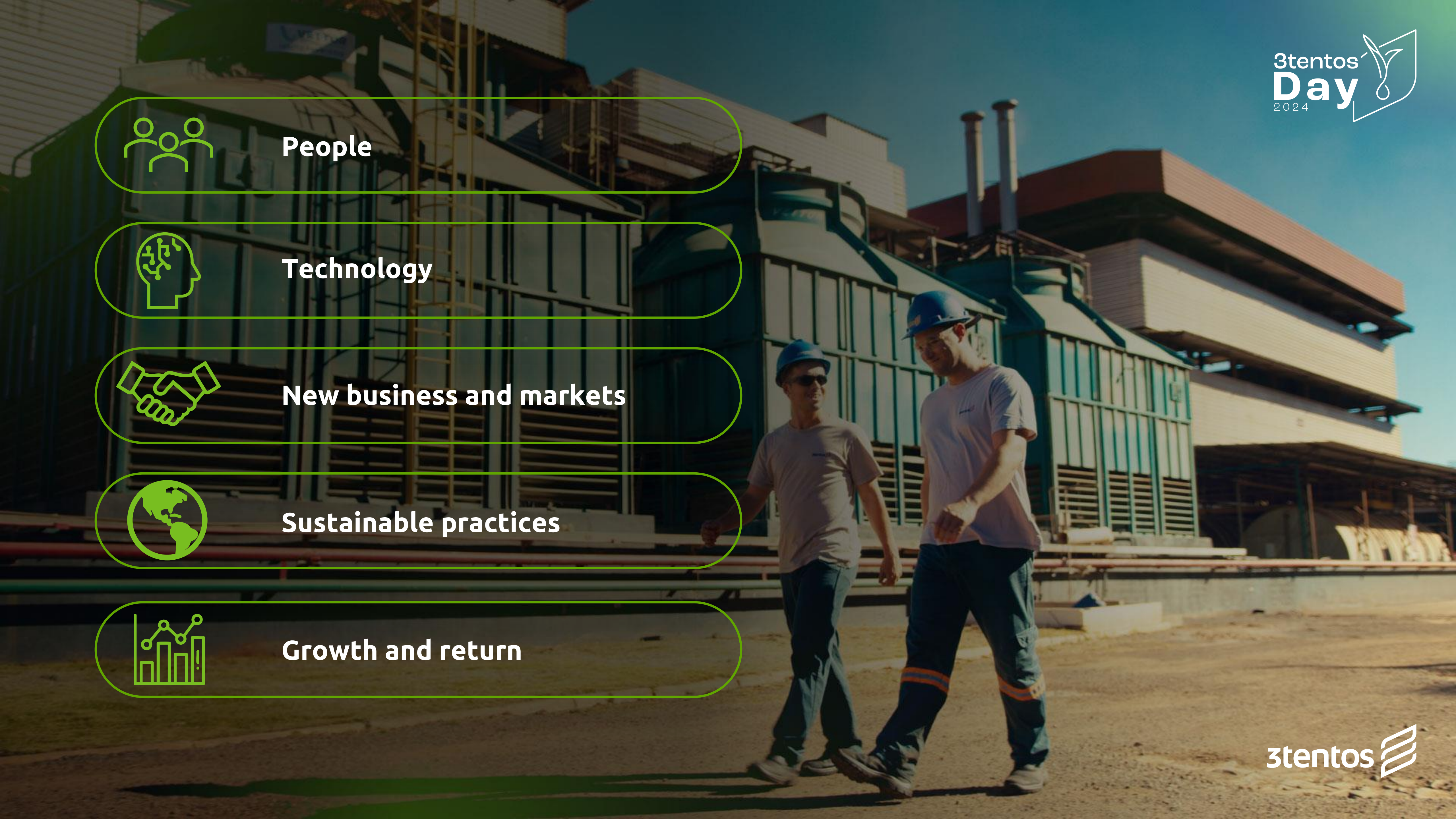
Be a reference for rural producers

Growth Company

Capacity to execute

Expansions in progress

	Current	2030	
Stores	69	100	▲ 45%
Soybean processing	6,600 ton/day	10.500 ton/day	▲ 59%
Corn/Sorghum processing	-	2.800 m³/day	
Biodiesel production	1,850 m³/day	3.000 m³/day	▲ 62%
Seeds Production	600,000 bag/year	1,000,000 bag/year	▲ 67%
Fertilizer Production	150,000 ton/year	300,000 ton/year	▲ 100%



People

Technology

New business and markets

Sustainable practices

Growth and return


Q&A