

2Q21 Results



Disclaimer

This is a support document for the 3tentos Conference call.

- Any forecasts contained in this document or statements that may eventually be made during this conference 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.



2Q21 proves investment thesis presented at IPO



Agricultural commodities, food and biofuels



Growth, Margin and Return



Expansion Investments



Positive outlook for 2021



2Q21 Highlights



Net Revenue
R\$ 1.205 mm
+39,3%



Adjusted Gross Profit
R\$ 162,9 mm
+51,2%
With adjusted gross margin:
13,5% (+1,1p.p.)



Net Income
R\$ 114,3 mm
+2,3x
9,5% (+5,5p.p.)



Gross Profit
R\$ 185,5 mm
+43,6%
15,4% (+0,5p.p.)



EBITDA
R\$ 122,3 mm
+55,3%
With EBITDA margin:
10,1% (+1,0p.p.)



ROE
Annualized
57%
ROIC
Annualized
38%

Segments Performance



Retail

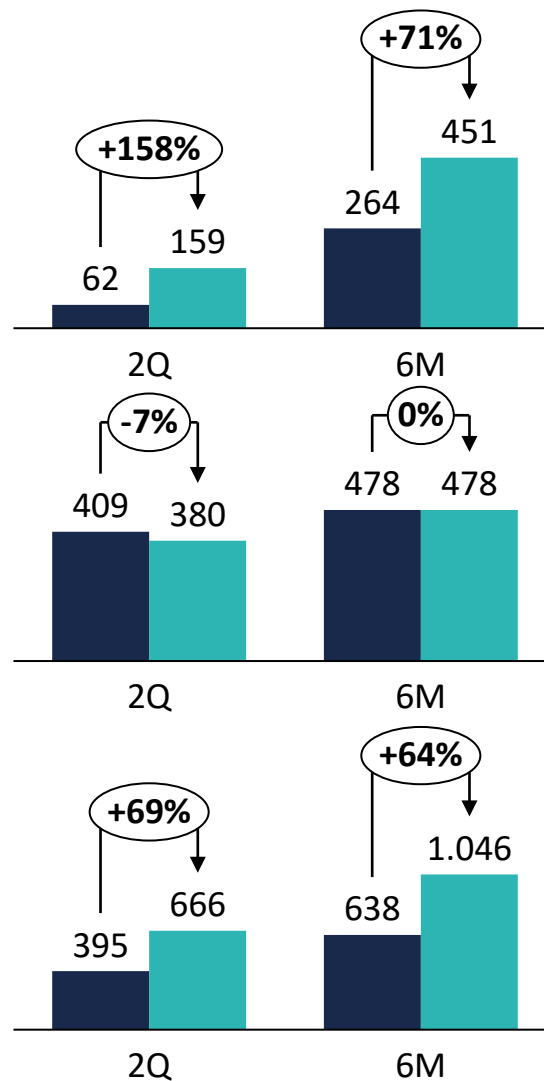


Grain



Industry

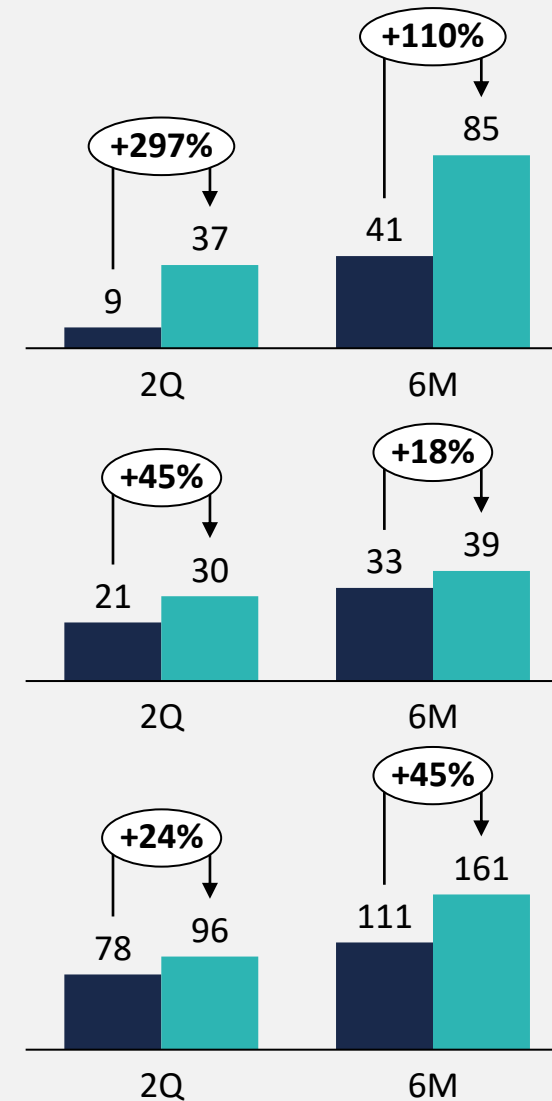
Net Revenue (R\$ mm)



2020

2021

Gross Profit (R\$ mm)

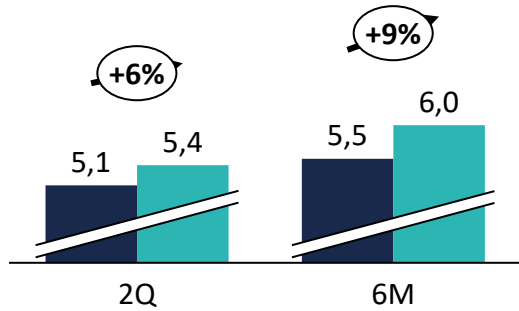


Retail

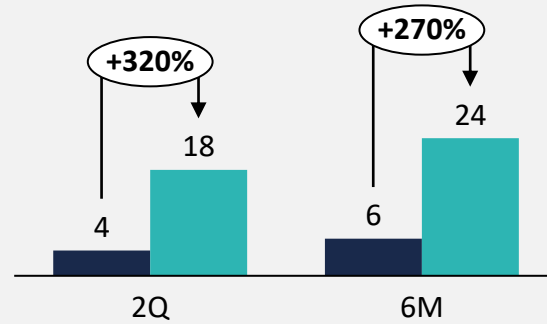


Seeds
(thousands tons)

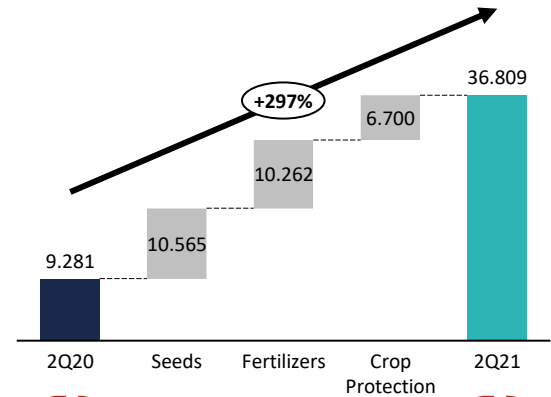
Volume



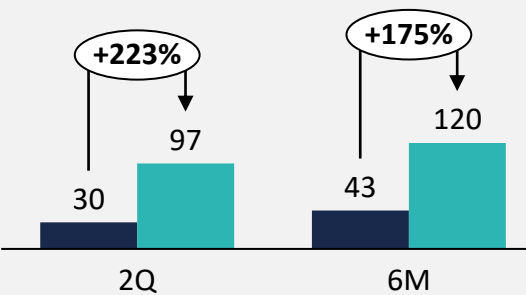
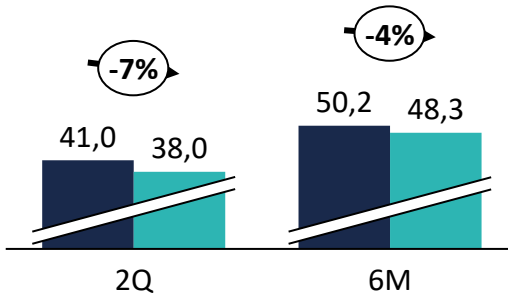
Net Revenue (R\$ mm)



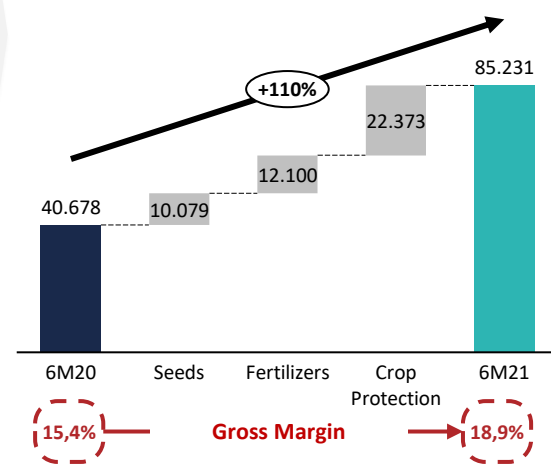
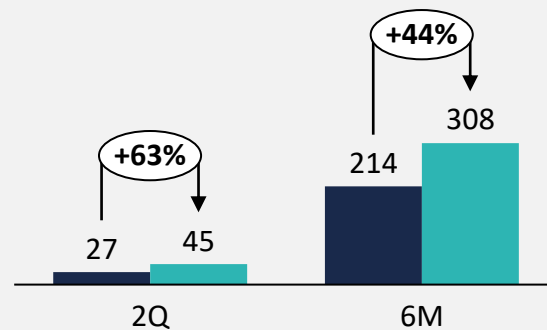
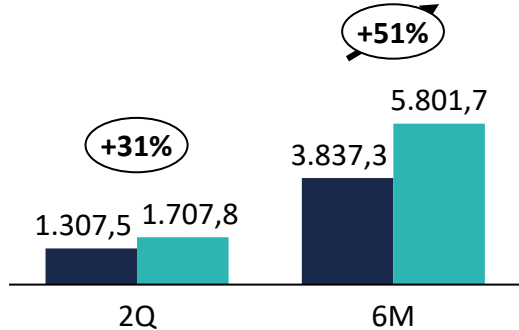
Gross Profit (R\$ mm)



Fertilizers
(thousands tons)



Crop Protection
(kilo liter)



Grain



Soybean
(tons)



Corn
(tons)

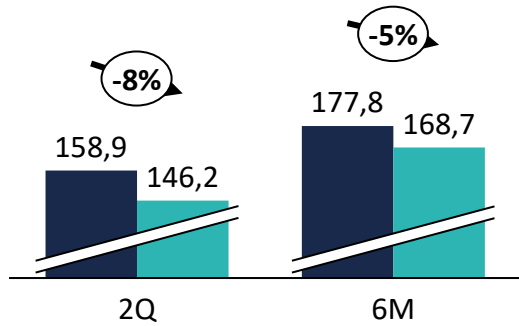


Wheat and
Others
(tons)

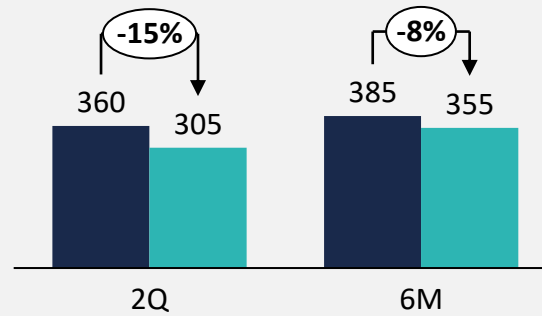
2020

2021

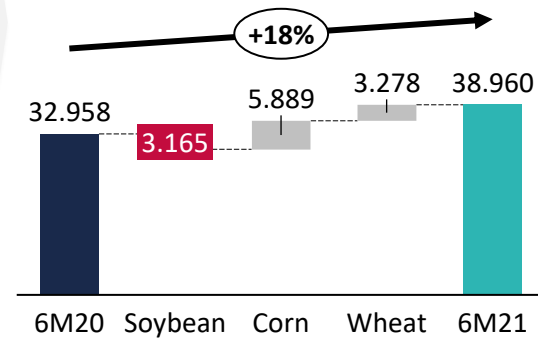
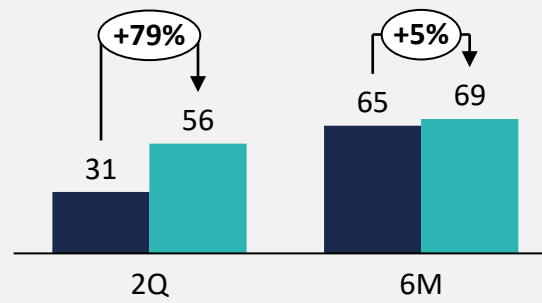
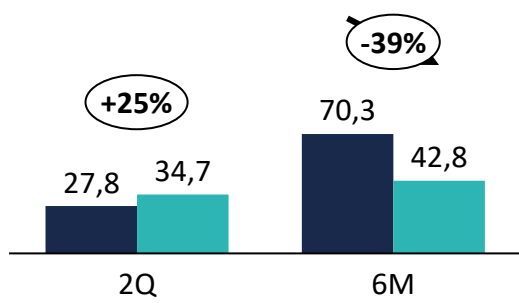
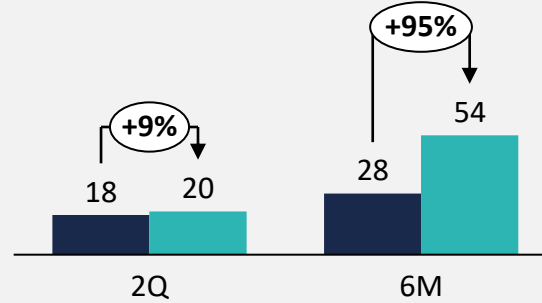
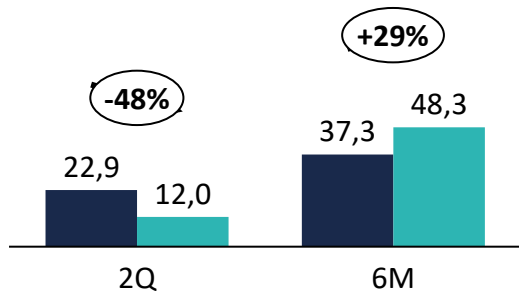
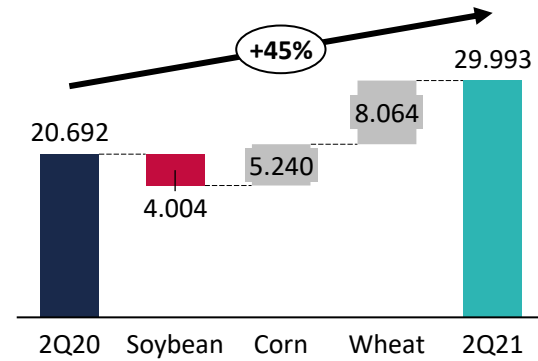
Volume



Net Revenue (R\$ mm)



Gross Profit (R\$ mm)



Industry



Biodiesel
(m³)

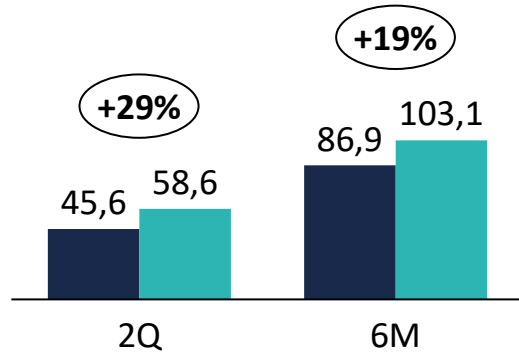


Meal and Others
(tons)

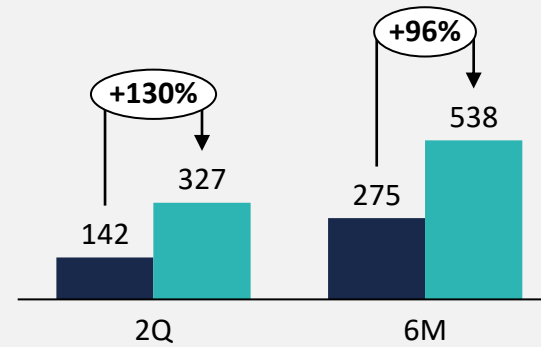
2020

2021

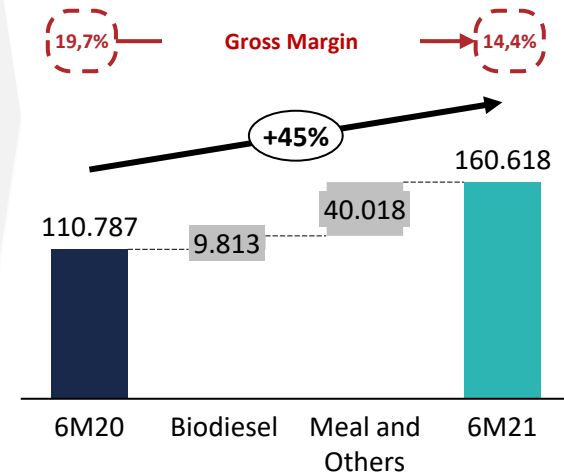
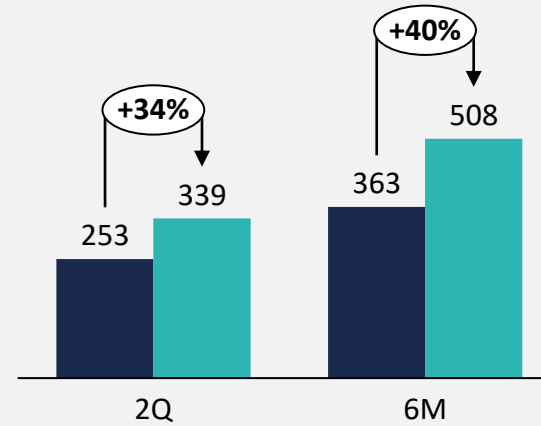
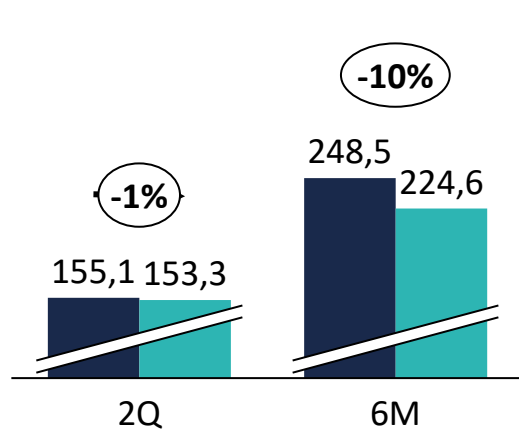
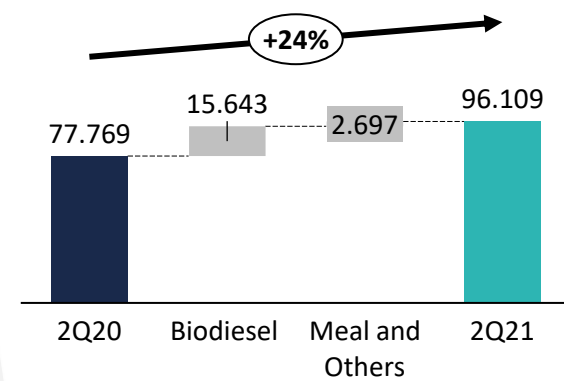
Volume



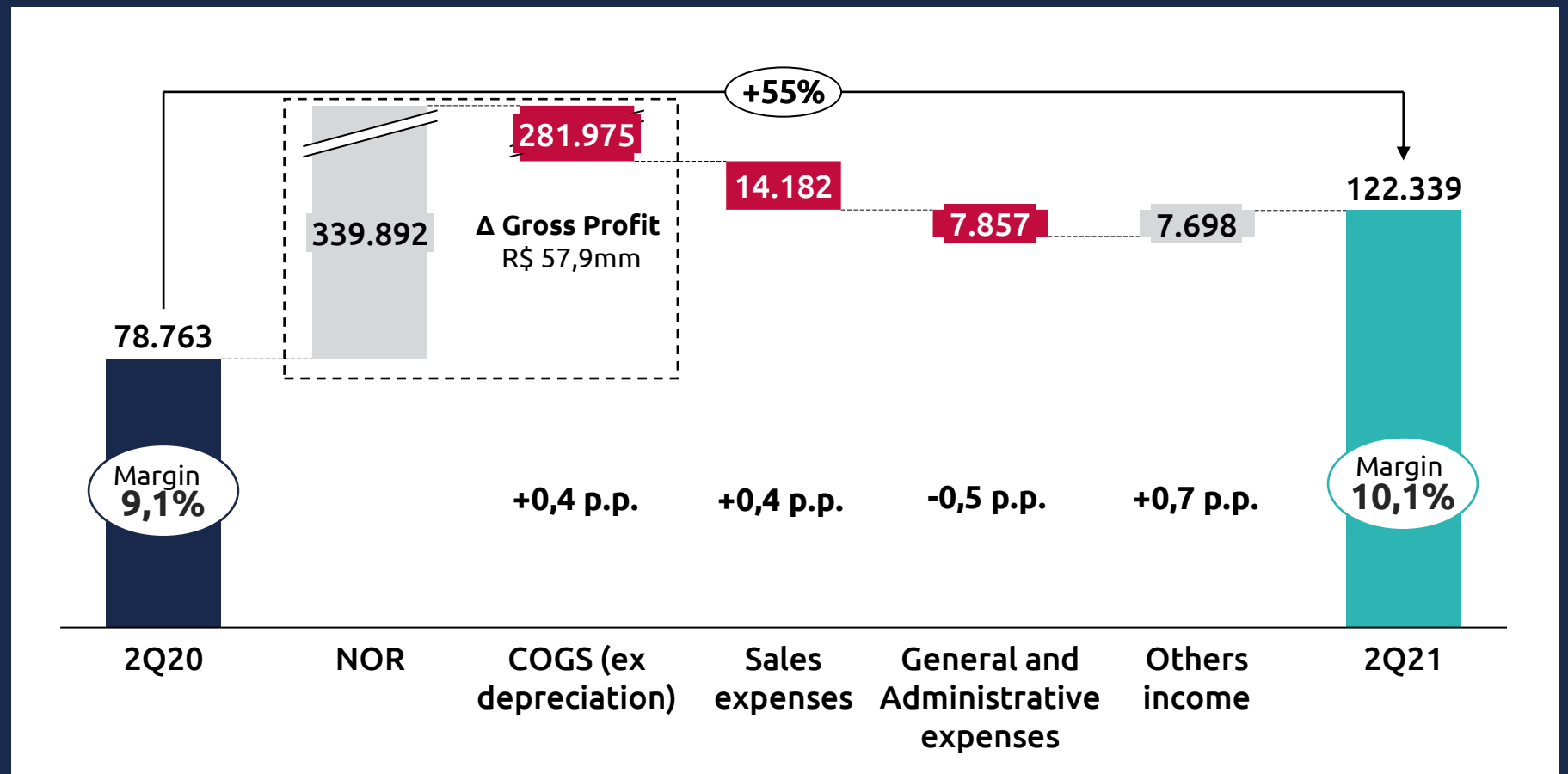
Net Revenue (R\$ mm)



Gross Profit (R\$ mm)



EBITDA (R\$ mm)



Financial Result

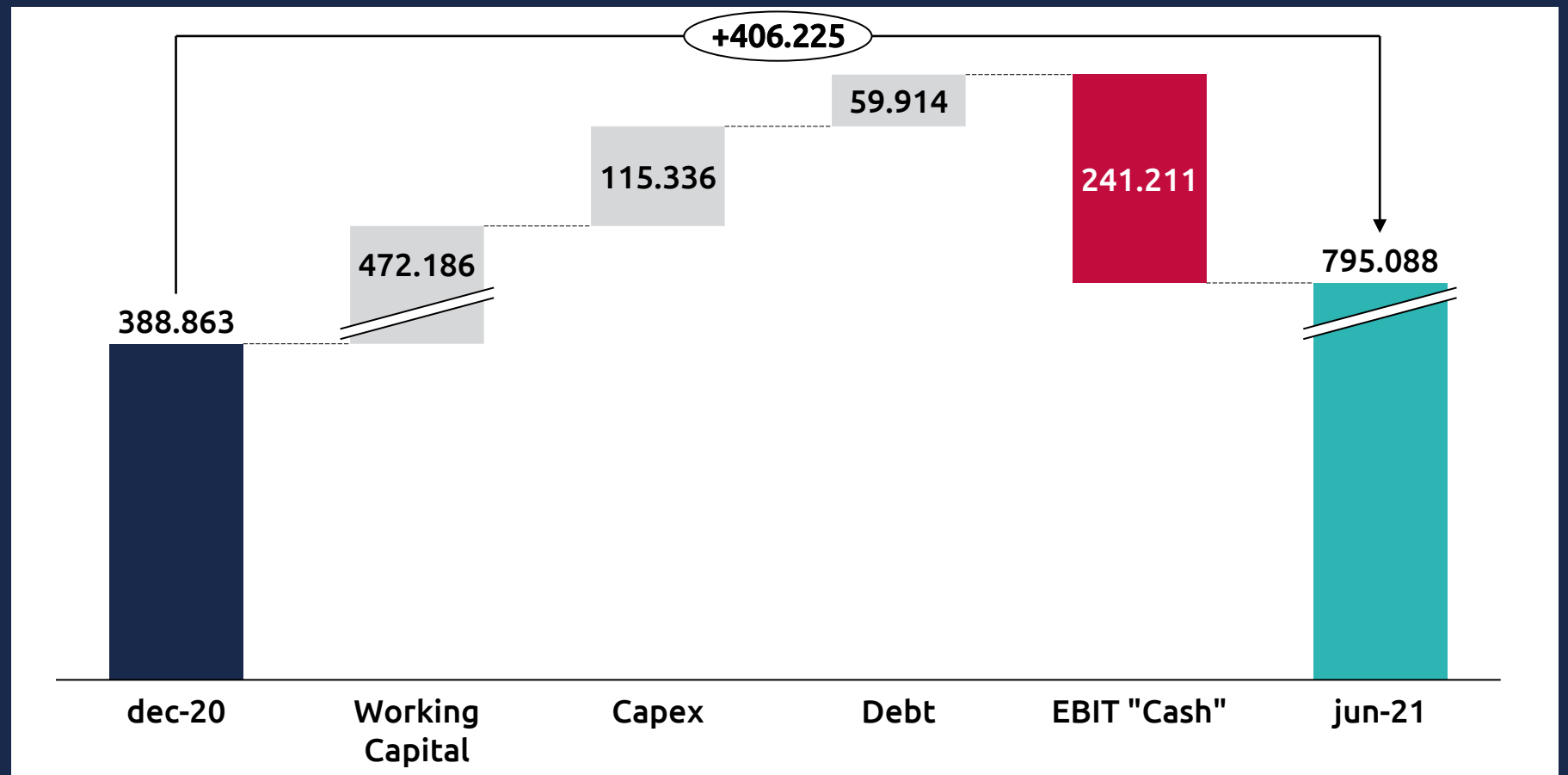
In thousands of reais, except for percentages and indexes

| | 2Q21 | 2Q20 | Variation |
|------------------------------------|-----------------|-----------------|--------------|
| Active exchange variation | 48.278 | 17.444 | 177% |
| Active monetary variation | 320 | 1 | 31900% |
| Interest and discounts obtained | 20.320 | 6.608 | 208% |
| Foreign exchange swap income | 4.691 | 1.105 | 325% |
| (-) PIS/COFINS on financial income | (944) | (430) | 120% |
| Financial income | 72.665 | 24.728 | 194% |
| Passive exchange variation | (15.966) | (29.813) | (46%) |
| Passive monetary variation | (35) | - | - |
| Interest on loans and financing | (12.910) | (10.301) | 25% |
| Interest, rates and discounts | (17.968) | (5.246) | 243% |
| Foreign exchange swap expenses | (1.319) | (13.795) | (90%) |
| Financial expenses | (48.198) | (59.155) | (19%) |
| Financial result | 24.467 | (34.427) | - |

R\$32,3 mm

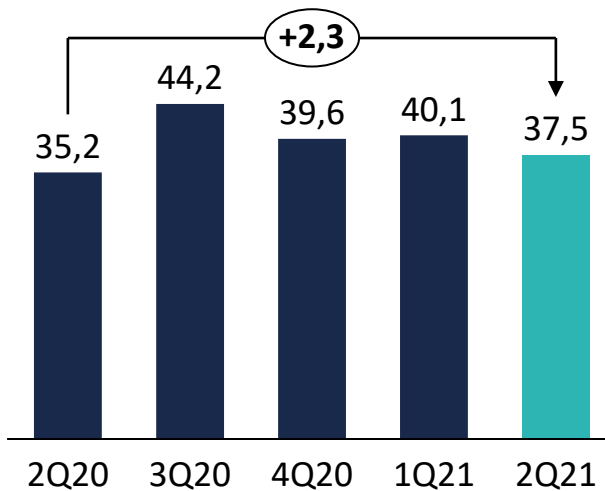


Net Debt Variation (R\$ mm)

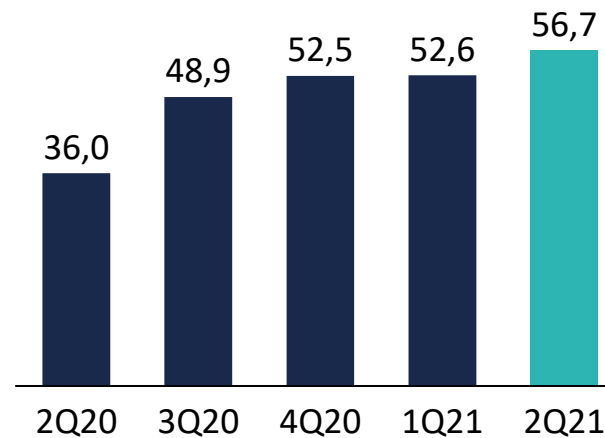


Results indicators

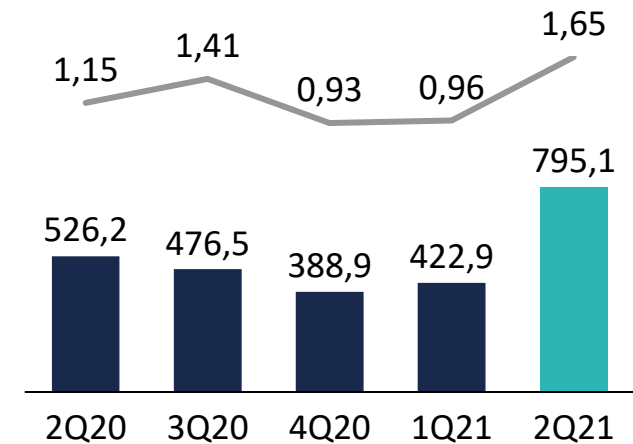
ROIC
(%)¹



ROE
(%)²



Debt & net
debt/EBITDA
(R\$ mm, x)³



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. Net debt (debt – cash) / EBITDA (last 12 months)

Expansion Plan - Rio Grande do Sul

7 new stores in 2021 x Original Plan of 6 stores



1 – Santiago

- Commercial Operation
- Grains origination in 1Q22



2 – São Borja

- Commercial Operation
- Grains origination in 1Q22



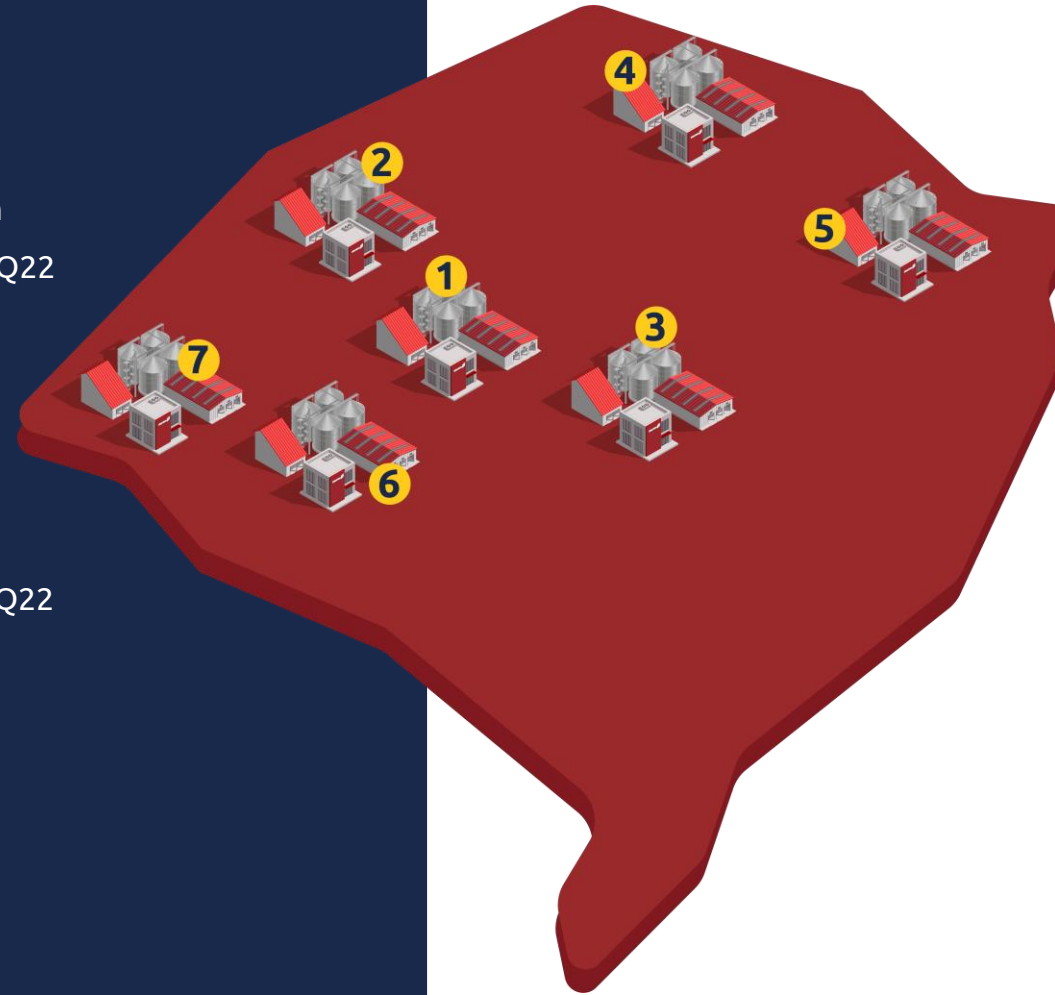
3 - Palmeira das Missões

- Commercial Operation
- Grains origination in 2Q21



4 – Erechim

- Commercial Operation
- Grains origination in 1Q22



5 - Vacaria

- Commercial Operation (3Q21)
- Grain origination in 1Q22

6 - Alegrete

- Commercial Operation (3Q21)
- Grain origination in 1Q22

7 - Uruguaiana

- Commercial Operation (3Q21)

Expansion Plan – Mato Grosso

New Stores



Factory installation

| | 2021 | | 2022 | | 2023 | |
|---------------------|------|----|------|----|------|----|
| | 1H | 2H | 1H | 2H | 1H | 2H |
| Land Aquisition | ✓ | | | | | |
| Licences | | ✓ | | | ✓ | |
| Projects | ✓ | ✓ | | | | |
| Execution | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Grain Origination | | | ✓ | | | |
| Start up Production | | | | | ✓ | |

Factory in Vera/MT



365 days with rural producer

| | JAN | FEB | MAR | APR | MAI | JUN | JUL | AUG | SEP | OCT | NOV | DEC | |
|--------------|------|----------|-----|------|----------|------|-----|----------|----------|------|----------|-----|--|
| SOYBEAN (RS) | | | | CROP | | | | | | | PLANTING | | |
| SOYBEAN (MT) | CROP | | | | | | | | PLANTING | | | | |
| CORN (RS) | CROP | | | | | | | PLANTING | | | | | |
| CORN (MT) | | PLANTING | | | | CROP | | | | | | | |
| WHEAT (RS) | | | | | PLANTING | | | | | CROP | | | |



| | JAN | FEB | MAR | ABR | MAI | JUN | JUL | AGO | SET | OUT | NOV | DEZ |
|------|-----|-----|-----|---------------------------|-----|------------|-----|-----------|-----|-----|------------|-----|
| CROP | | | | SOYBEAN (MT) CORN (RS) | | SOYBEAN RS | | CORN (MT) | | | WHEAT (RS) | |

Corporate Governance



Management with long term focus



Luiz Osório Dumoncel

Founder & CEO

Experience:



João Marcelo Dumoncel

Founder & COO

Experience:



Maurício Hasson

CFO

Experience:



Eduardo Menezes

Partner & Commercial Director

Experience:



High level of Governance



João Marcelo Dumoncel

Chairman



Luiz Osório Dumoncel

Vice Chairman



Roberta Alvarez

Member



Daniel Carneiro

Member



Jorge Cardoso

Independent Member



Ademar Schardong

Independent Member



TBD

Independent Member

Governance & Committees



**Audit & Related Parties
Committee**



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

The best is yet to come



2021 result in line with expectations



3tentos grows with the Rural Producer success



Committed team with solid execution



3tentos ecosystem as main barrier to entry

Investor Relations

Contacts

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3tentos

