



3tentos  
**DAY**  
2 0 2 5



**We are the agriculture**  
that moves the world

# Disclaimer of Liability

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

***We are the agriculture  
that moves the world***

**08h00** Accreditation

**08h30** Opening

**08h50** Field Panel

**10h00** Coffee Break

**10h20** Partnership Panel

**11h00** Executive Panel

**13h00** Q&A and Closing



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## Production



Advances in genetics and technology in the field



Agricultural management practices with higher performance

## Supply



Brazil among the largest producers



Evolution of Logistics



## Demand



Population and income growth



Cleaner energy matrix



PRODUCTION | SUPPLY | DEMAND

# Field Panel

Evolution and challenges of  
agriculture



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**Luiz Augusto Dumoncel**  
*COO | 3tentos*



**Talles Pezzine**  
*Ag. Producer RS – Rio  
Grande do Sul*



**Daniel Gonçalves**  
*Ag. Producer RS – Rio  
Grande do Sul*



**Peterson Piovesan**  
*Ag. Producer MT – Mato  
Grosso*



RS



Santa Bárbara do Sul/RS



**Tales Pezzini**  
*Ag. Producer RS*  
28 years of activity

**Property**  
Agropecuária Corticeira



**Soybeans, corn, and wheat**  
(irrigated and rainfed)



RS



**Daniel Gonçalves da Silva**  
*Ag. Producer RS*  
6 years of activity

Jaguarão/RS

**Southern half of RS**  
(Jaguarão, Arroio Grande, Herval and Bagé)

**Property**  
Coragon Agropecuária

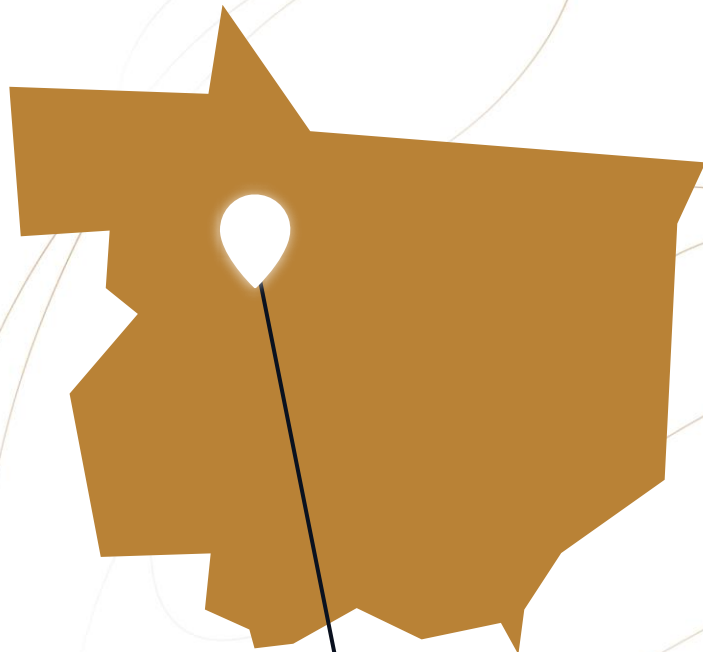


**Soybeans** in rotation with livestock farming, and we are planting **corn** in the center pivot irrigation systems, rotating **rice** with **soybeans** in the lowland areas, and raising **livestock**.





MT



Porto dos Gaúchos/MT



**Peterson Piovesan**  
*Ag. Producer MT*  
15 years of activity

**Property**  
Fazenda Conquista



Soybeans, corn, and beef cattle farming



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PRODUCTION | SUPPLY | DEMAND

# Partnership Panel

Scenarios and perspectives for  
Brazilian agribusiness.

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**João Marcelo Dumoncel**  
*CEO / Founder 3tentos*



**Ignacio Bartolomé**  
*CEO / GDM*



**Eduardo Monteiro**  
*Country Manager / Mosaic*

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PRODUCTION | SUPPLY | DEMAND

# Executive Panel

Customer focus with management  
Aiming for results



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that moves the world*



**Luiz Osório Dumoncel**  
*Executive Chairman | 3tentos*



**Benhur Vione**  
*Ag. Input Officer | 3tentos*



**Luiz Pedro Dumoncel**  
*Financial Services Officer | 3tentos*



**Thiago Milani**  
*Commodities Officer | 3tentos*







## Productivity

- High performance ag management
- Technical assistance
- Produzir+



## Credit

- Barter
- Credit for producers
- Agricultural insurance



## Volatility

- App 3tentos
- 3tentos+
- Barter
- Hedge



## Logistics

- Stores near the producers
- Static capacity
- Industry
- Export



## Demand

- Connecting production with consumption
- Boosts production through industrial expansion

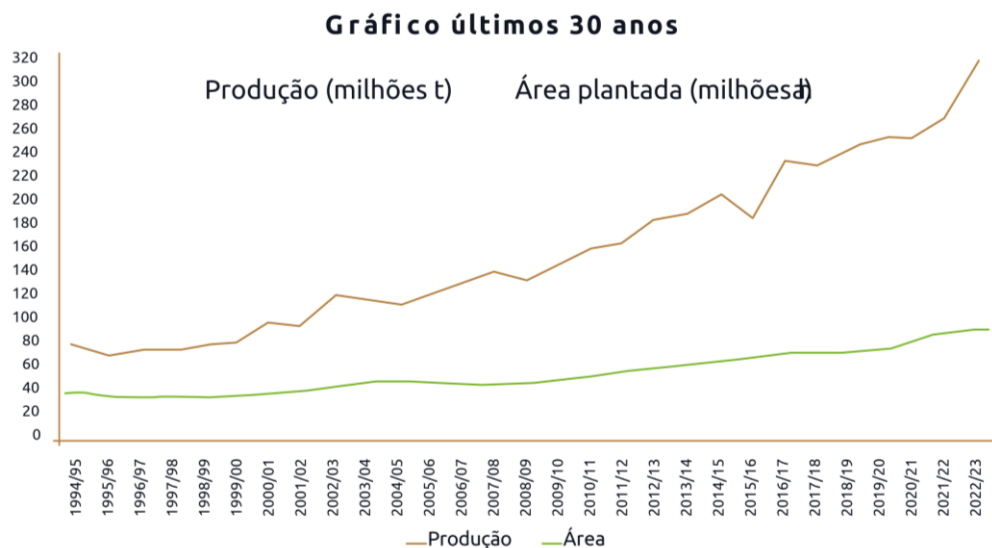
### 3tentos' Value Proposal





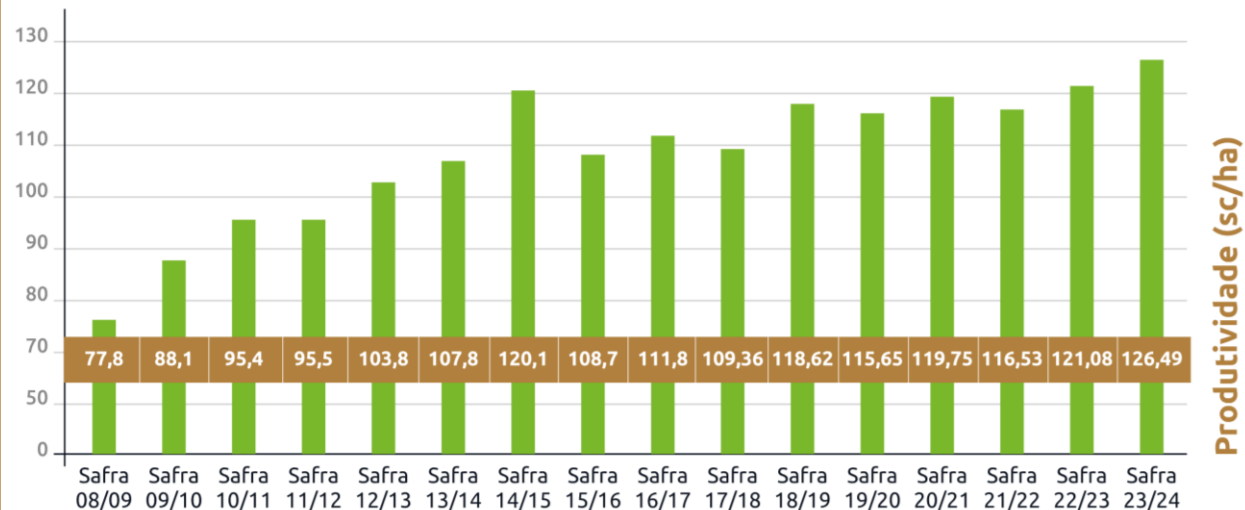
## Productivity

### Evolution of soybean area and production in Brazil



Source: CONAB

### Evolution of productivity



Source: CESB



A close-up photograph of a person's hands holding several small, orange, oval-shaped seeds. The background is slightly blurred, showing a white surface and a portion of a tablet device.

**Seeds**

A photograph of a red and grey Massey Ferguson combine harvester operating in a cornfield. The harvester is equipped with a fertilizer spreader, and a fine mist of fertilizer is visible being applied to the crops.

**Fertilizers**

A photograph of a red agricultural sprayer moving through a field of green crops. The sprayer is emitting a fine mist of crop protection products. The sky is blue with scattered white clouds.

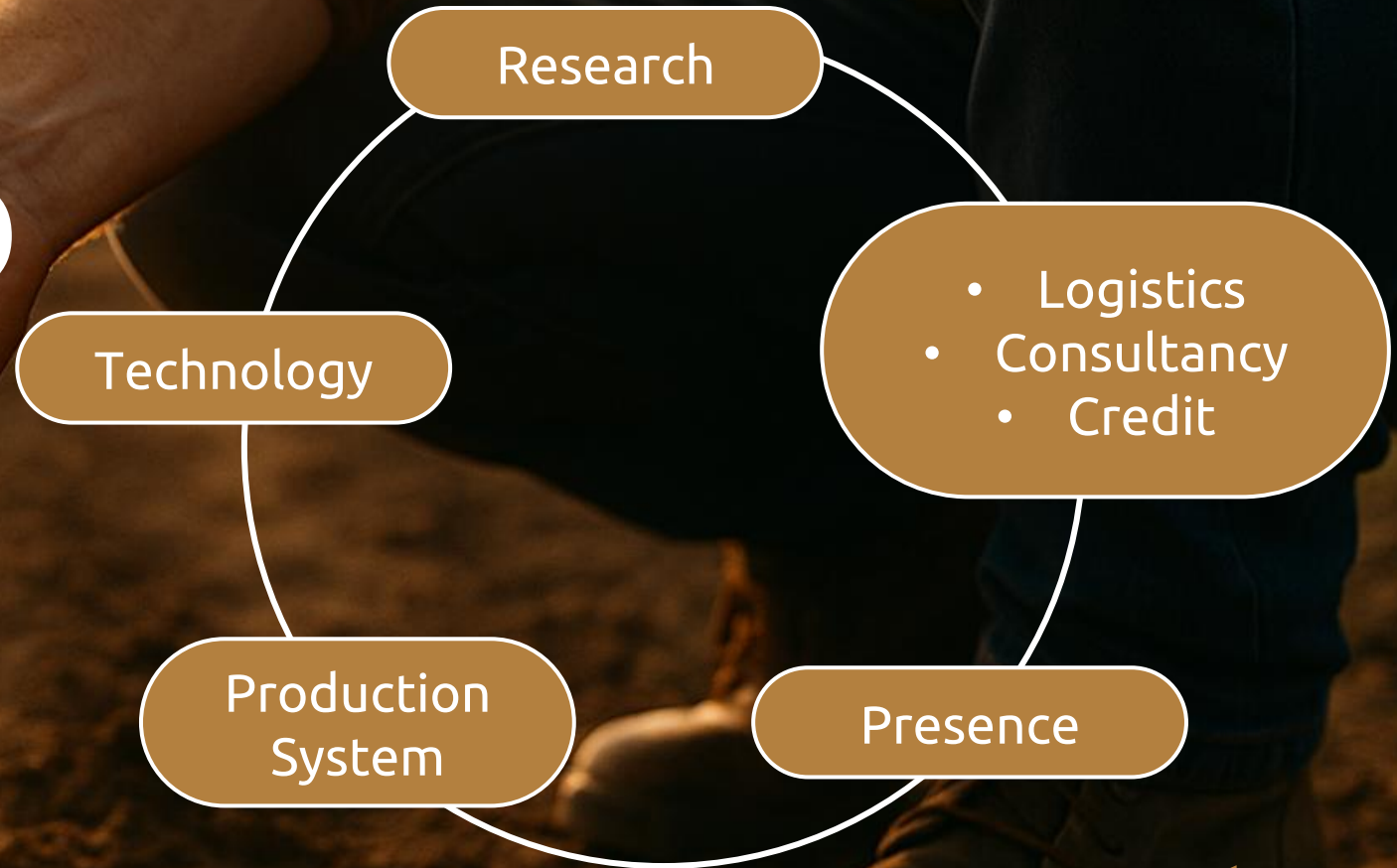
**Crop  
Protection and  
Specialities**

A photograph of two hands shaking in a firm handshake. One hand is wearing a light blue shirt cuff, and the other is wearing a brown sleeve. The background is a blurred field of golden-brown crops.

**Strategic Partnerships**



# BOOTS ON THE GROUND



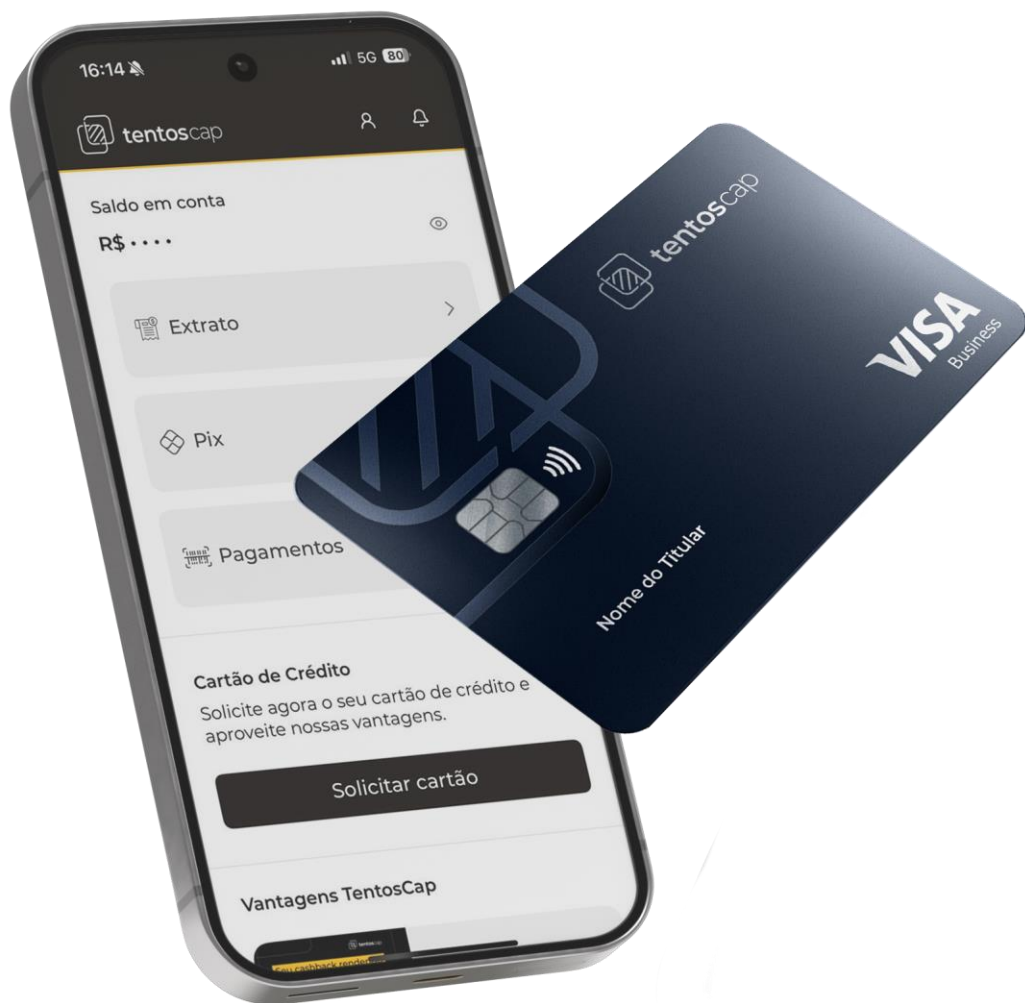




## Crédit

- Credit Scenario
- 3tentos credit philosophy
- How are we performing





# How TentosCap contributes to the 3tentos credit philosophy

- Governance level for credit
- Proprietary credit analysis
- Synergy with 3tentos areas
- Rural credit

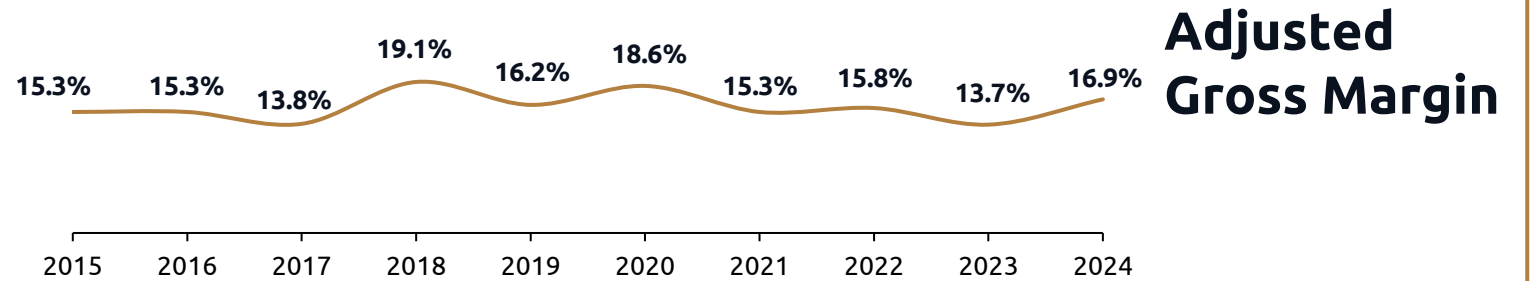




## Volatility

- Barter
- 3tentos+
- 3tentos App
- Hedge

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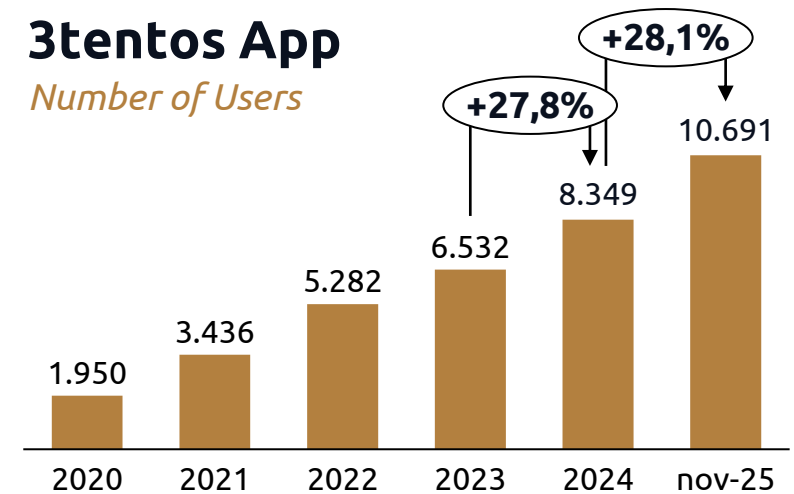
## 3tentos+

**+R\$22**

Millions to producer  
(24/25 Crop Year)

## 3tentos App

*Number of Users*



3tentos



## Logistics

- Stores with complete structures
- Static capacity in stores
- 3tentos logistics structure

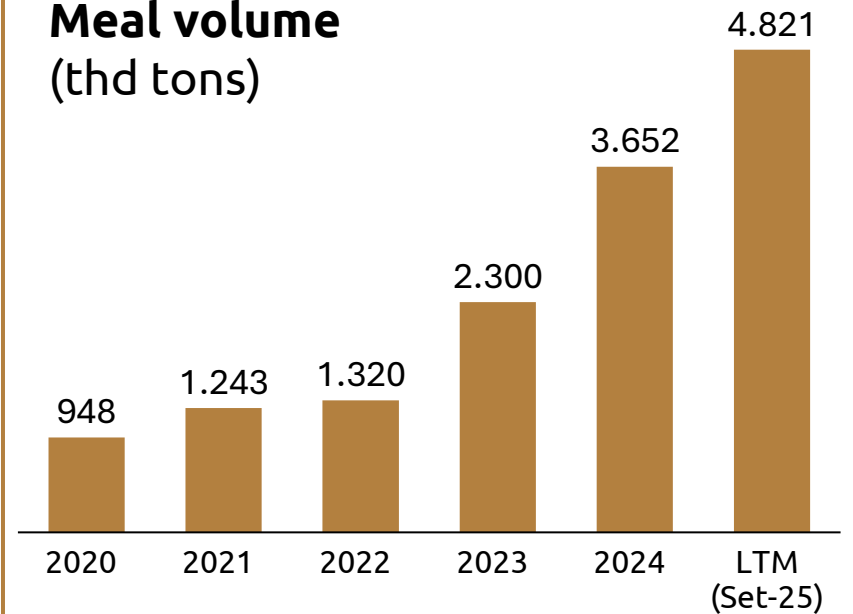


**Among the  
top 5** biodiesel  
producers



**Among the  
top 10**  
exporters of  
grains and  
soybean meal  
in Brazil

### 3tentos' Grain and Soybean Meal volume (thd tons)



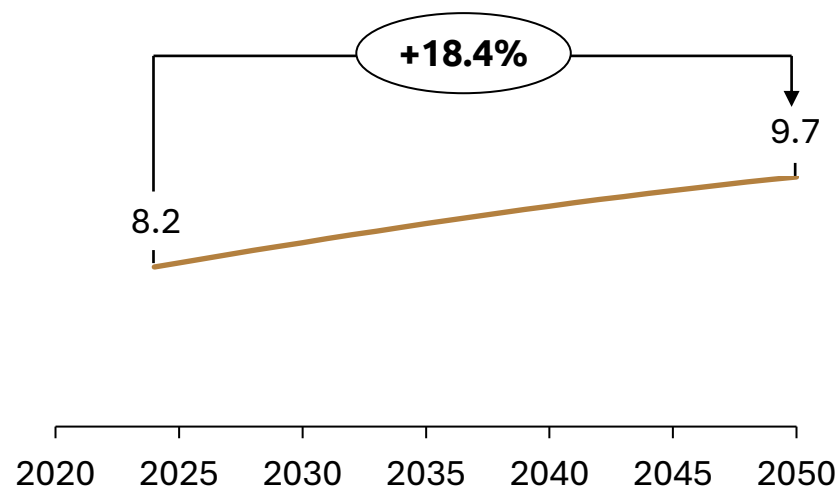




## Demand

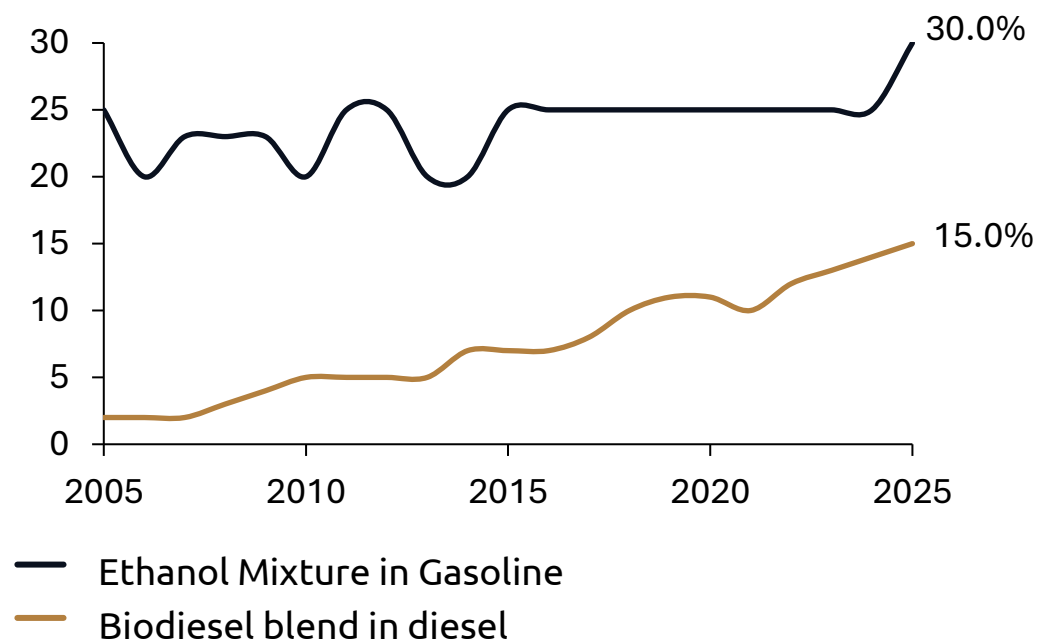
- Biofuels (Biodiesel, Etanol, SAF, marine fuel)
- Increase in global population and per capita income

### World Population Evolution (billions)



\*World Population Prospects 2024 (ONU)

### Evolution of biofuels in Brazil



\*ANP, MAPA

PRODUCTION | SUPPLY | DEMAND

# 3tentos

## of the future

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that moves the world***



**João Marcelo  
Dumoncel**  
*CEO / Founder 3tentos*



**Luiz Osório Dumoncel**  
*Executive Chairman /  
Founder 3tentos*



# Where we are in 2025



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**Net Income**

**R\$726.3 million**

**+17%**  
(9M25/9M24)

**Net Operational Revenue**

**R\$12.1 billion**

**+34%**  
(9M25/9M24)



# Expansions 2025



**Ijuí/RS:** +76% biodiesel production capacity / Industry adaptation to process canola

**Cruz Alta/RS:** +50% processing capacity

**Vera/MT:** +60% processing capacity / +50% biodiesel production capacity

**Porto Alegre do Norte/MT:** 85% of the construction work completed (1Q26 start of operations)



**Two new stores,** São Vicente do Sul/RS and Água Boa/MT



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# What to expect in 2026

Thousand tons

Origination	2025	2026	%
Soybean	4,105	4,800	17%
Corn	1,460	1,500	3%
Wheat	500	460	-9%
Canola	80	166	107%
<b>Total</b>	<b>6,145</b>	<b>6,926</b>	<b>13%</b>

Thousand tons

Processing	2025	2026	%
Soybean	2,560	3,091	21%
Corn	-	719	-
<b>Total</b>	<b>2,560</b>	<b>3,810</b>	<b>49%</b>

Industrial products	2025	2026	%
Soybean meal (Thousand tons)	1.865	2.443	31%
Biodiesel (Thousand m <sup>3</sup> )	680	911	34%
DDG (Thousand tons)	-	190	-
Etanol (Thousand m <sup>3</sup> )	-	298	-



# Building the foundations for **continuous growth**



## Structuring projects

- Operational Efficiency
- People: 3tentos Academy
- Digital transformation
- Organizational structure
- Tax reform



## Growth projects

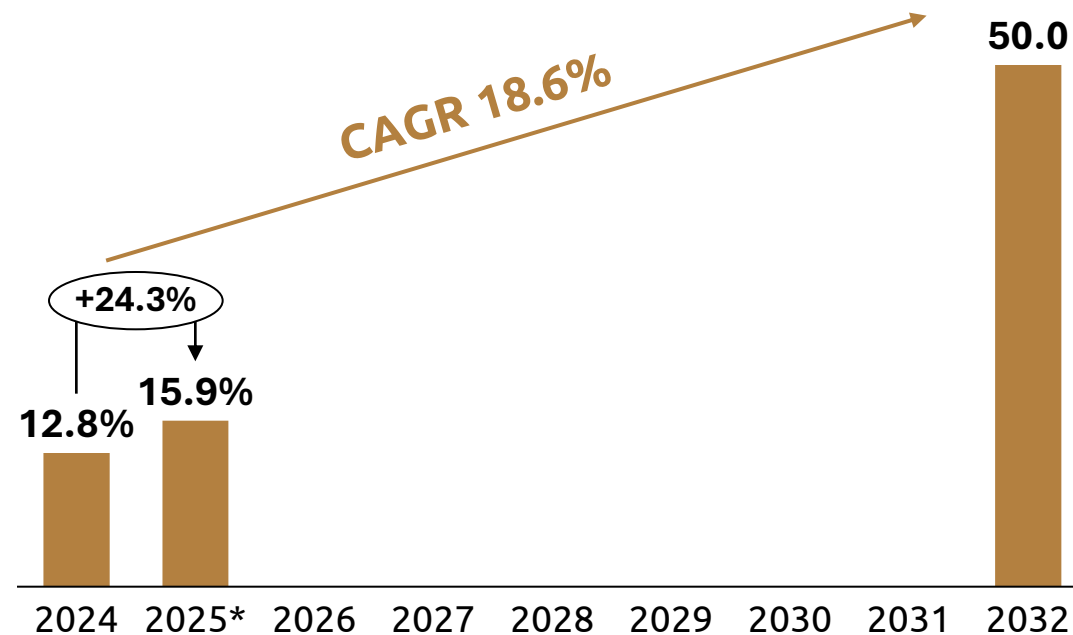
- New regions replicating our business model
- Future verticalizations
- Development of new partnerships
- Expansion of the product and service portfolio
- Participation in new cultures

# 3tentos of the Future

## Aspirations 2032

- Exploring new states
- Expanding stores and industries
- Ecosystem strength

### Net Operational Revenue (R\$ billion)

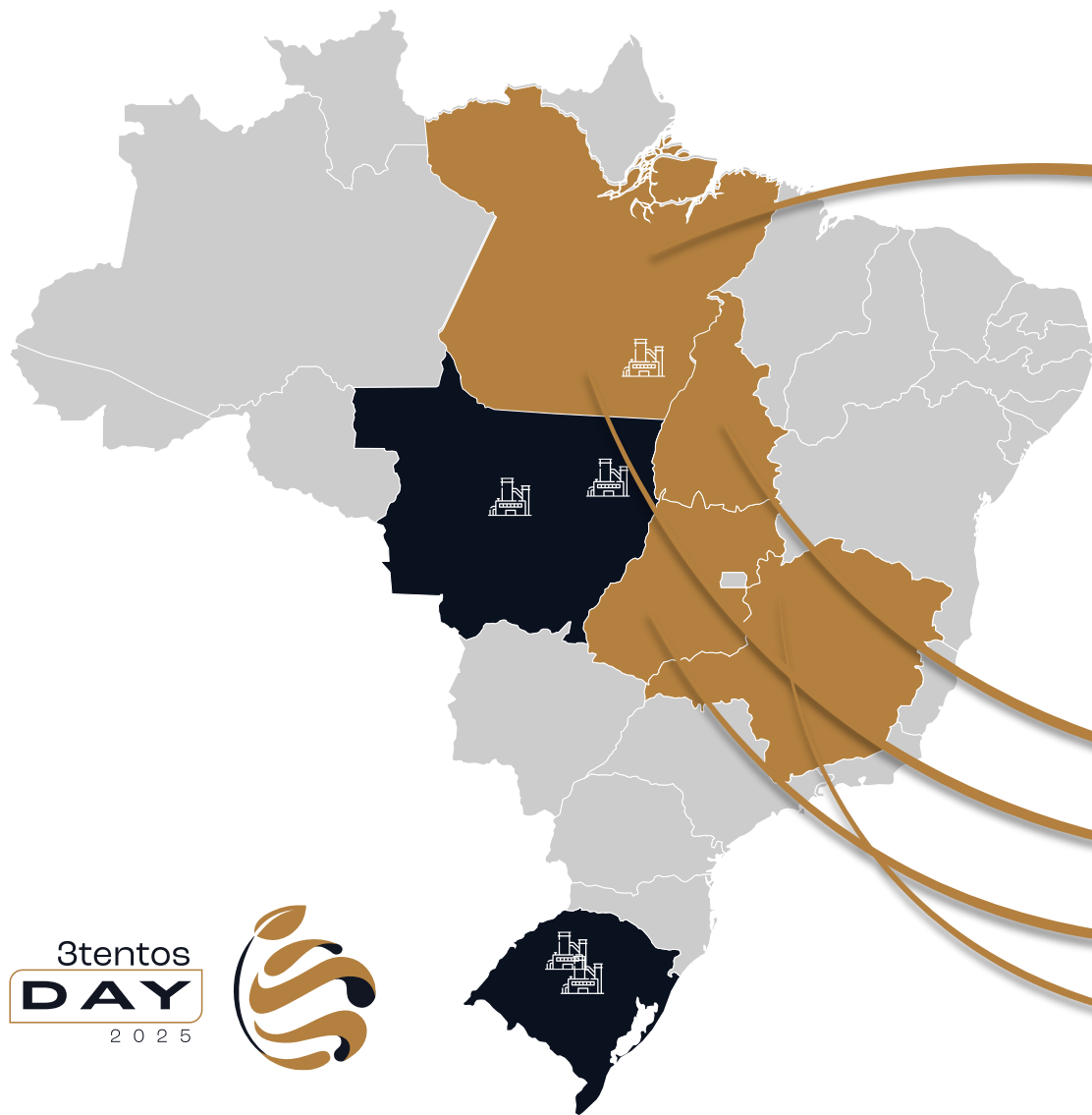


\*LTM (base 09/30/2025)





# Replicating the model



## Corn Ethanol Industry

Redenção, Pará

### Capacity:

2.1k ton/day corn ethanol

587 ton/day DDG

935 m<sup>3</sup>/day of ethanol

37 ton/day of corn oil



Pará



Tocantins



Goiás



Minas Gerais

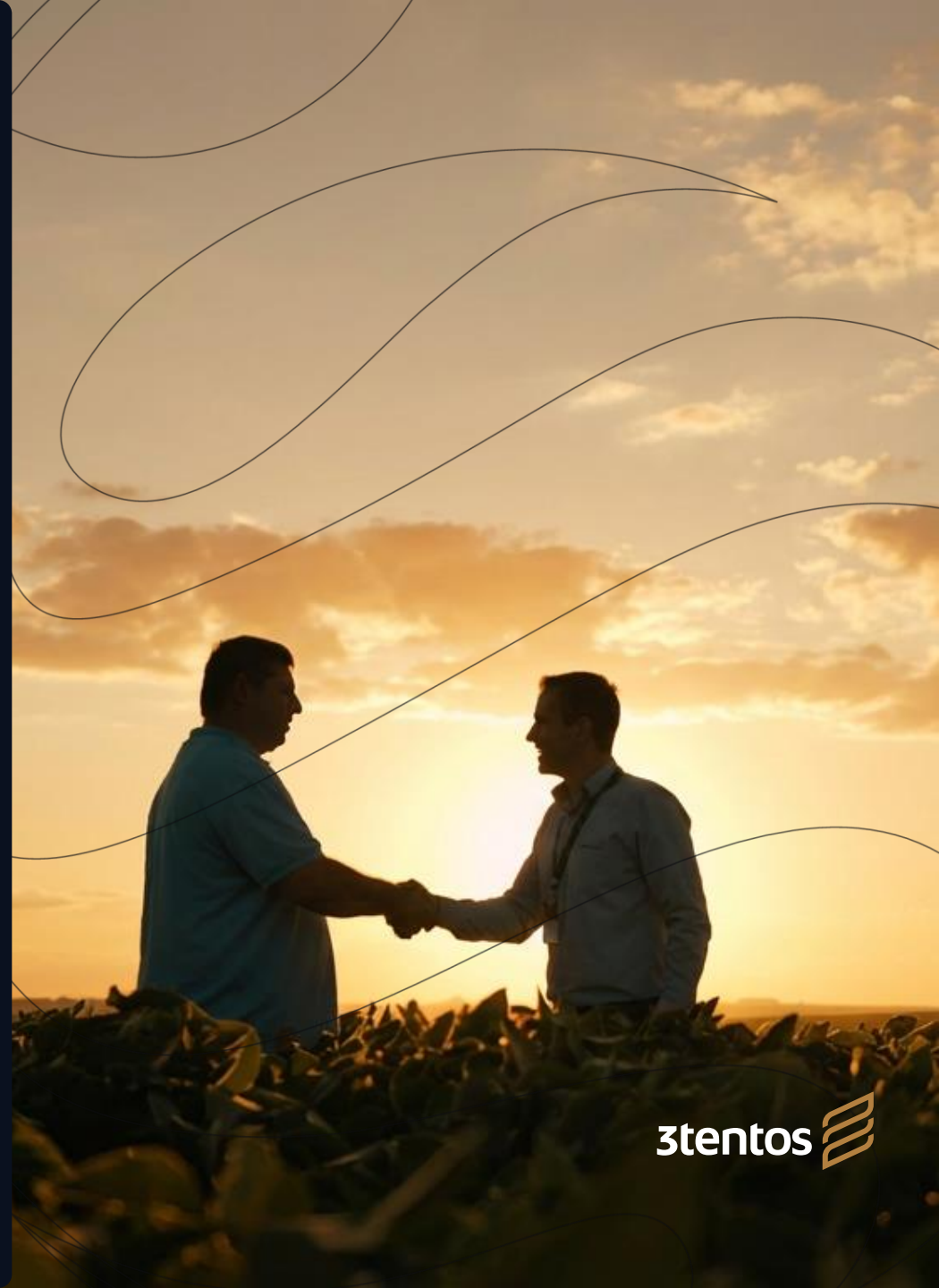


# 30 years of 3tentos

*working alongside  
ag. producers to  
develop Brazilian  
agriculture.*



- Business model **replicable to other regions**
- Constant pursuit **of efficiency** in risk management
- Adequate expansion rate **to ensure results**





# Q&A

## Executive Management



**João Marcelo  
Dumoncel**  
*CEO and IRO*



**Luiz Osório  
Dumoncel**  
*Executive Chairman*



**Luiz Augusto  
Dumoncel**  
*COO*



**Cristiano Costa**  
*CFO*



**Alan Araldi**  
*Marketing Officer*



**Benhur Vione**  
*Ag. Inputs Officer*



**Eduardo  
Menezes**  
*Commercial  
Officer*



**Karine Olczewski**  
*Governance, Risks  
and Compliance  
Officer*



**Leandro Carbone**  
*Industrial Officer*



**Luiz Pedro  
Dumoncel**  
*Financial Services  
Officer*



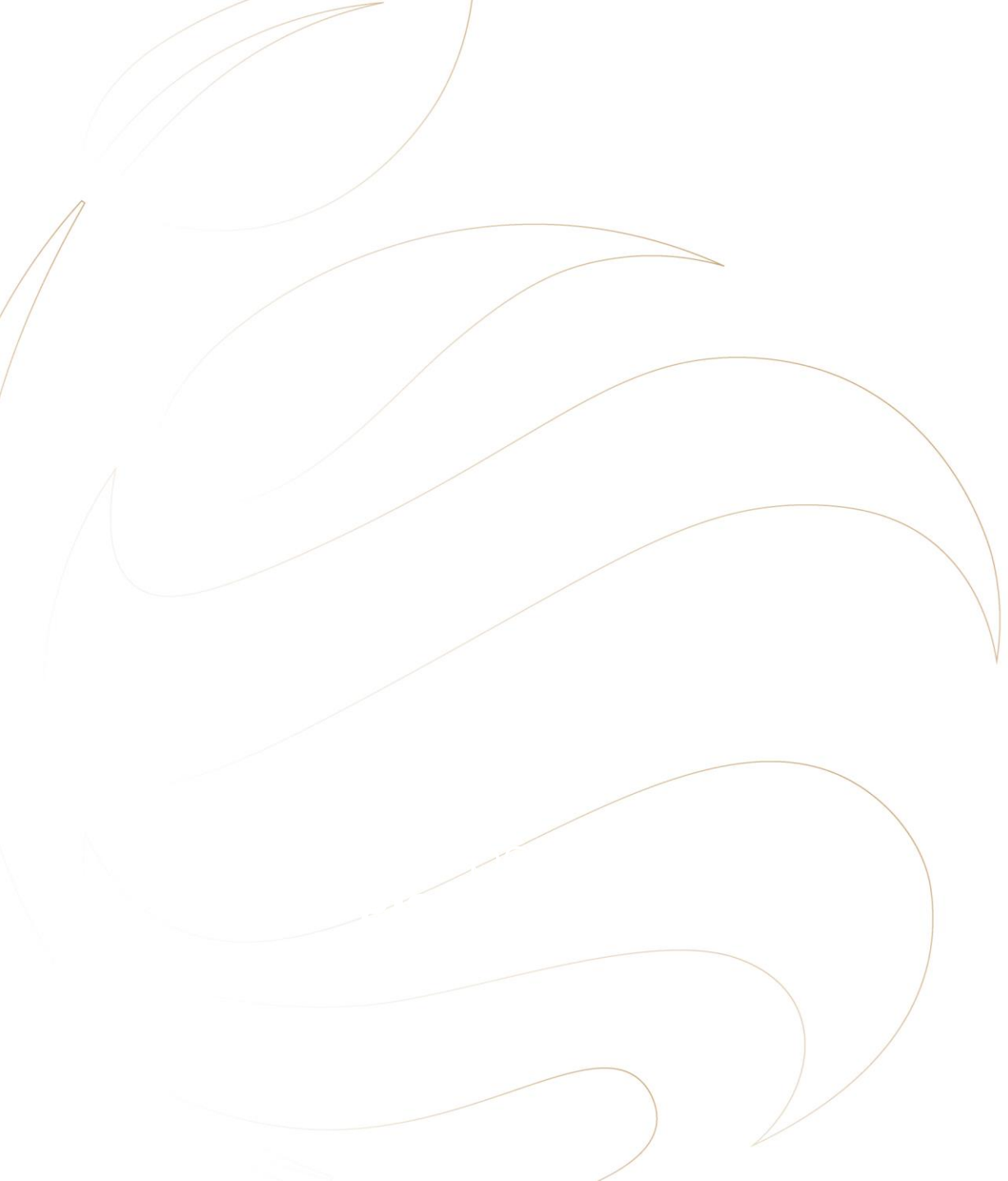
**Marcelo  
Dumoncel Tagliari**  
*Administrative  
Officer*



**Misiara de  
Alcantara**  
*HR Officer*



**Thiago Milani**  
*Commodities  
Officer*



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