



RESULTS 2Q23



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.

Growth in results

- Increase in volume (~50%) vs 2Q22
- Strong performance in the Grain segment

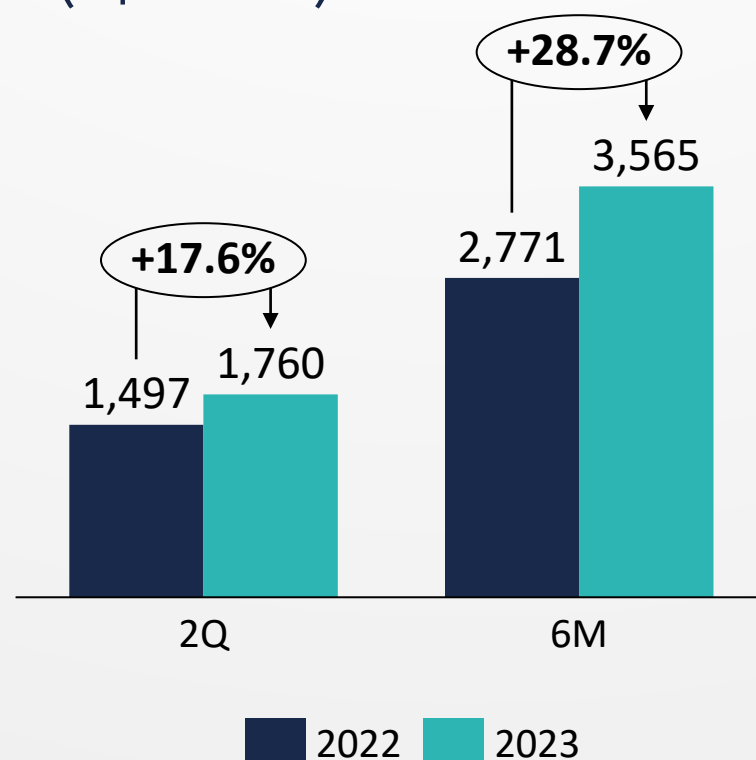
Important progress

- Soybean crushing Industry in MT
- Industry MT, first meal shipment
- Acquisition of TentosCap



Highlights from 2Q23 and 6M23

Net Revenue (R\$ million)



Adjusted Gross Profit R\$ 420 million
in 6M23 (+8.5% vs 6M22)

Adjusted EBITDA R\$ 152 million
in 6M23 (-21.5% vs 6M22)

Net Income R\$ 180 million
in 6M23 (+1.3% vs 6M22)

Positive performance driven by the increase in volume in all segments

Segments

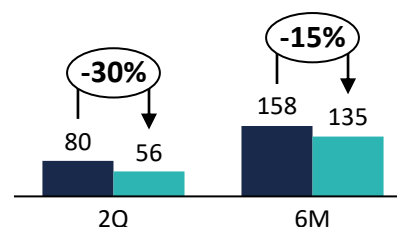
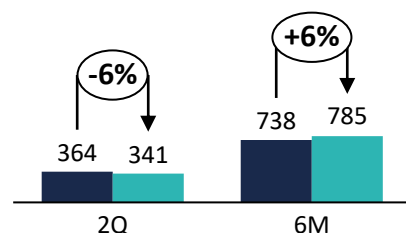
Net Revenue (R\$ mm)

Adjusted Gross Profit (R\$ mm)

■ 2022 ■ 2023



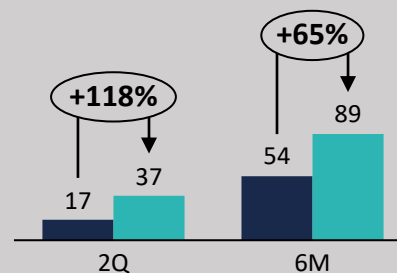
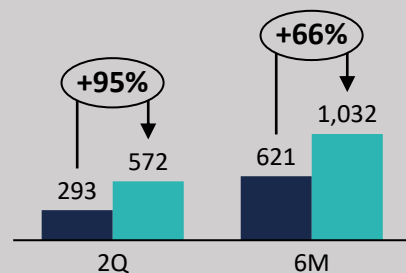
Ag Inputs



- ✓ Market share gain in mature stores
- ✓ Increase in volume with new stores
- ✓ Decrease in ag inputs prices



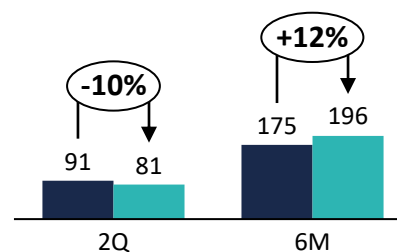
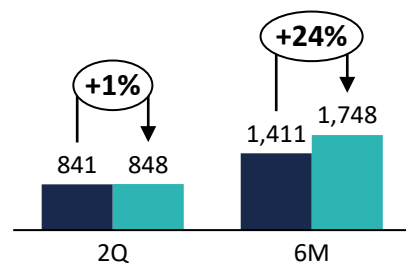
Grains



- ✓ Partial improvement of the 22/23 harvest
- ✓ Market share gain in soybean origination in RS
- ✓ Export market demand

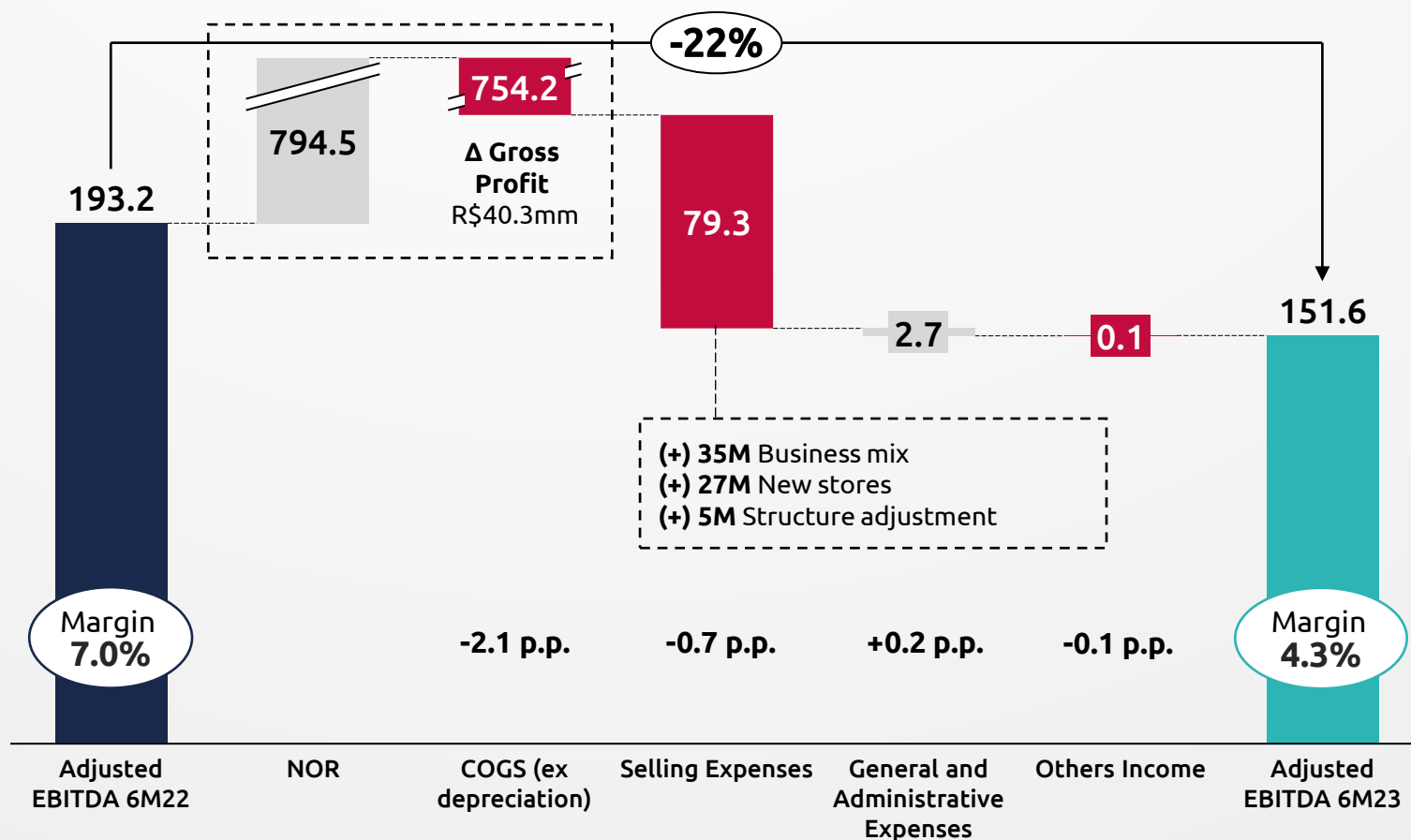


Industry



- ✓ Greater soybean crushing capacity
- ✓ Demand by meal in the Rio Grande Port
- ✓ Significant drop in soybean oil prices

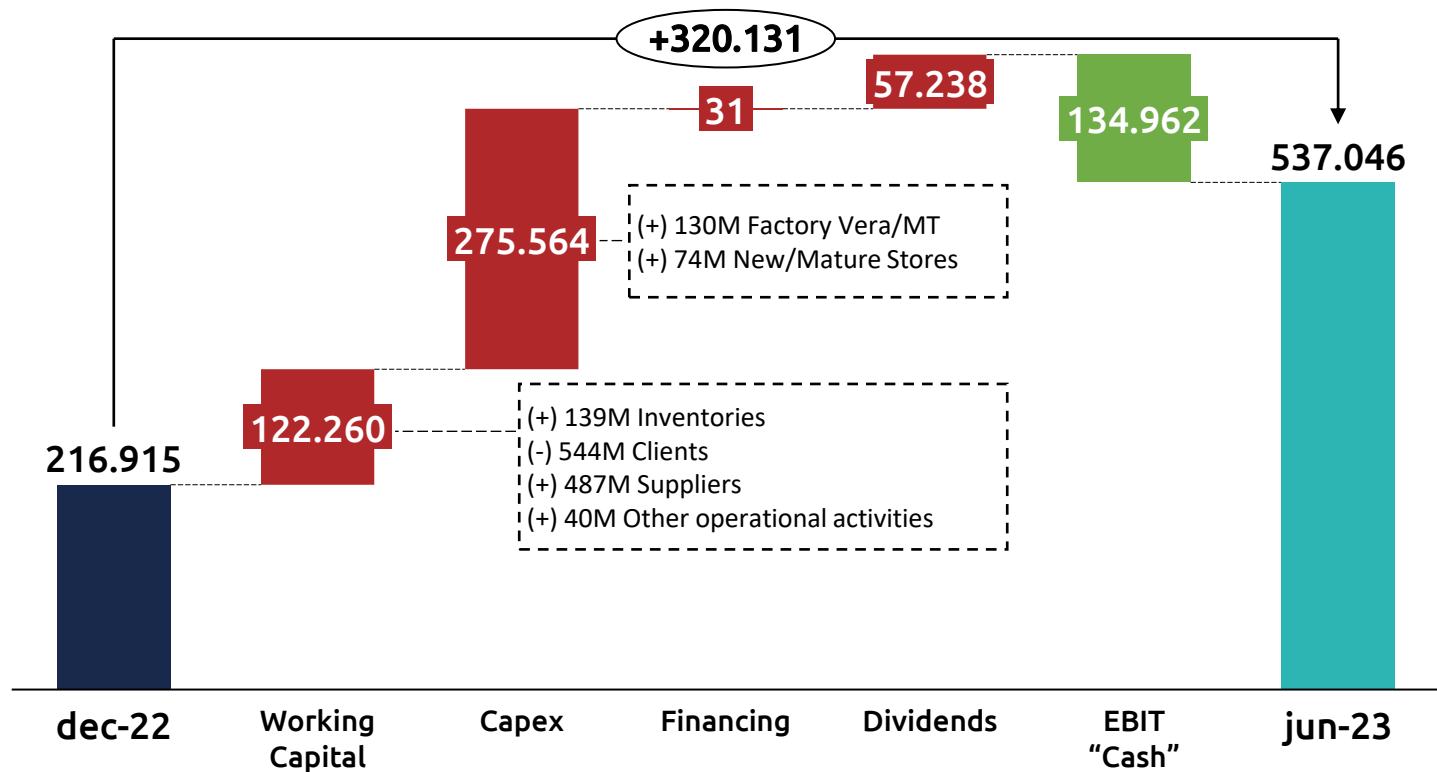
Adjusted EBITDA Variation (R\$ million)



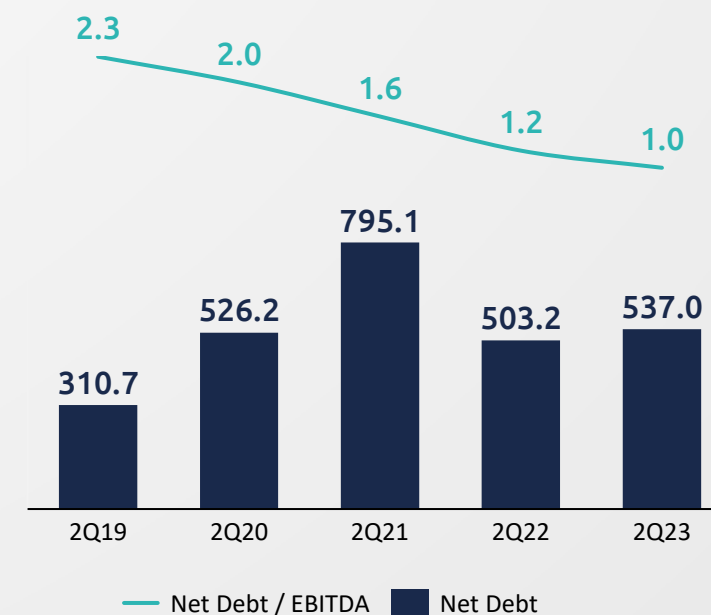
Throughout 2023, the result was impacted by the scenario of falling prices, crop protection inventory levels and slower grain sales by the producer

Net Debt Variation (R\$ million)

Relevant Investments in “CAPEX” to expand our operations



Healthy financial leverage at the lowest level in recent years

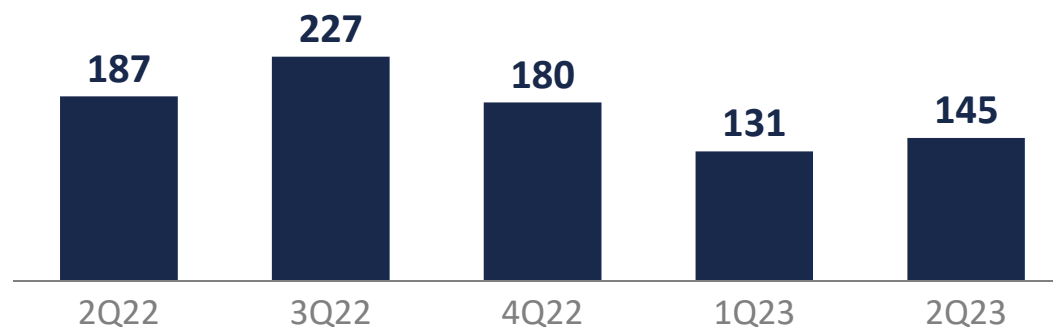


Investments carried out

Soybean crushing industry in Mato Grosso started operations in July 2023



Investments in Capex
(R\$ million)



Investments in the period



+ 5 Stores in RS
+ 4 Stores in MT



Expansion Industry
Cruz Alta/RS

New Industry
Vera/MT

Buy now,
pay only at harvest



Outlook for 2023



Ag Inputs

- Opening of 7 more stores in RS and MT
- Strong presence of Mato Grosso in Ag Inputs
- Financial and digital services contribution



Grains

- Positive outlook for the crop 22/23 in Brazil
- Static capacity will increase in 2023 to 1.6 million tons
- Important increase in grain origination, mainly corn and wheat



Industry

- Increased soybean processing capacity by more than 65%
- Start of operation from June/23 in Mato Grosso
- Expectation of margin recovery for 2023

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