



3tentos

**Itau BBA 16th LatAm
CEO Conference**

3tentos 

3tentos at a glance

Brazil is considered a major global food supplier
1st soybean, 2nd corn, 1st cattle in the ranking worldwide

The most complete ecosystem in Brazilian agribusiness
Ag Inputs, Grains and Industry business

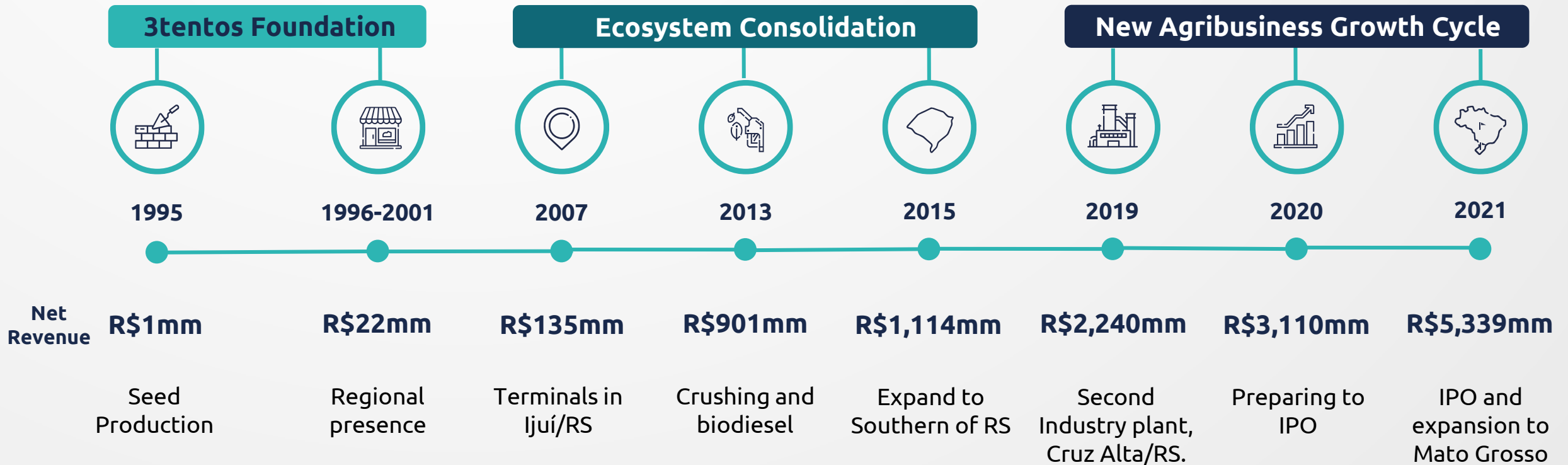
Presence in the States of Mato Grosso and Rio Grande do Sul
Two major states in grains production in Brazil

30% CAGR, stable margins and high ROE levels
Proved business model with improved gains to farmers

Strong competitive advantages
Sustainable margins, hedge position with integrated business, digital services



28 years contributing to farmers' success...



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The most complete ecosystem in Brazilian agribusiness

30% CAGR

Last 10 years

more than
2,0 thousands
employees

more than
20 thousands
clients

57 stores
(RS/MT)

more than
15 thousands
investors

3 Industrial plants
(RS/MT)

1,1 million
ton of soybean originated
(2022)

more than
5 thousands
3tentos App users

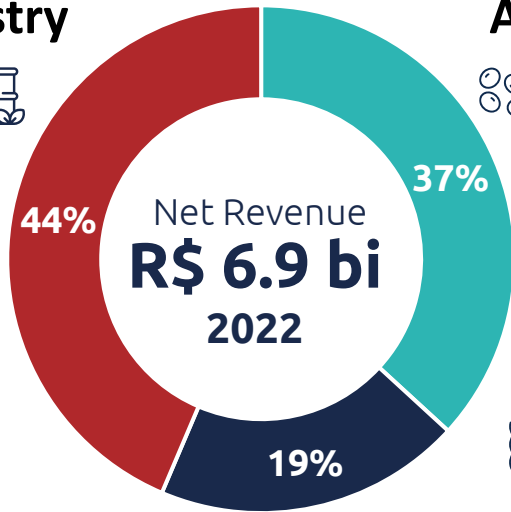
Industry



Ag Inputs

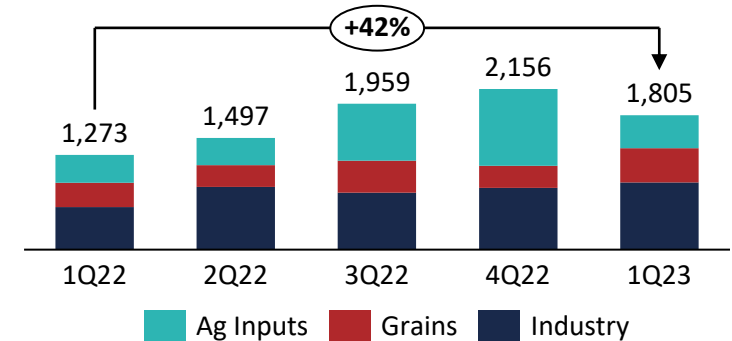


Grains

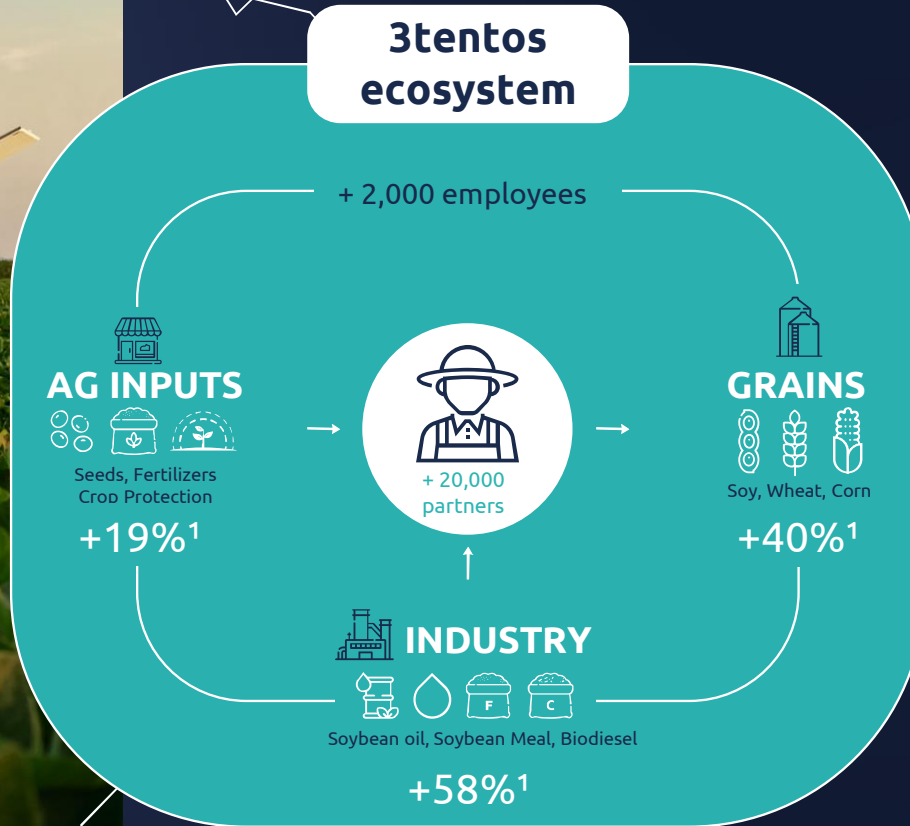
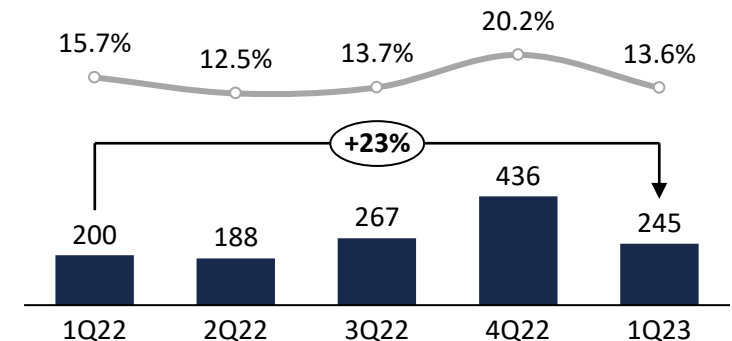


Ecosystem in 365 days with rural producer

Net Revenue (R\$ million)



Adjusted Gross Profit and Gross Margin (R\$ million, %)



The most complete
Brazil's agricultural
ecosystem

1. Net Revenue growth 1Q23 vs 1Q22

3tentos serves rural producer in the retail of inputs and grain origination

Store Structure

- Shop and office
- Input Deposit
- Grain Storage



R&D aiming at better agricultural management



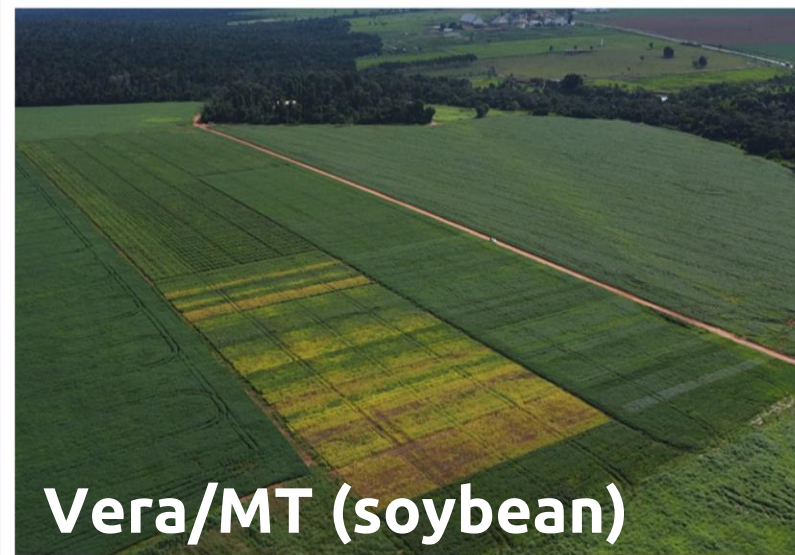
R&D facilities in Mato Grosso already operating

- **2 Research Center (65 ha)**
9.708 portion - RS + MT (2022/23)
- **15 Satellite areas**
9.840 portion – RS (2022/23)
- 👤 **14 professionals**

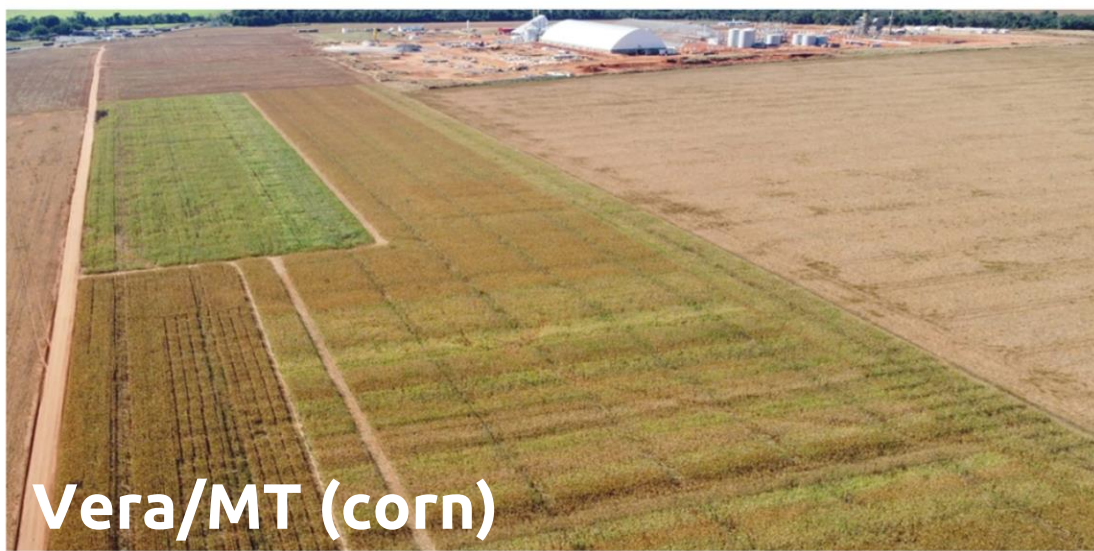
Research centers (RS and MT)



Santa Bárbara do Sul/RS (Area 1)



Vera/MT (soybean)



Vera/MT (corn)



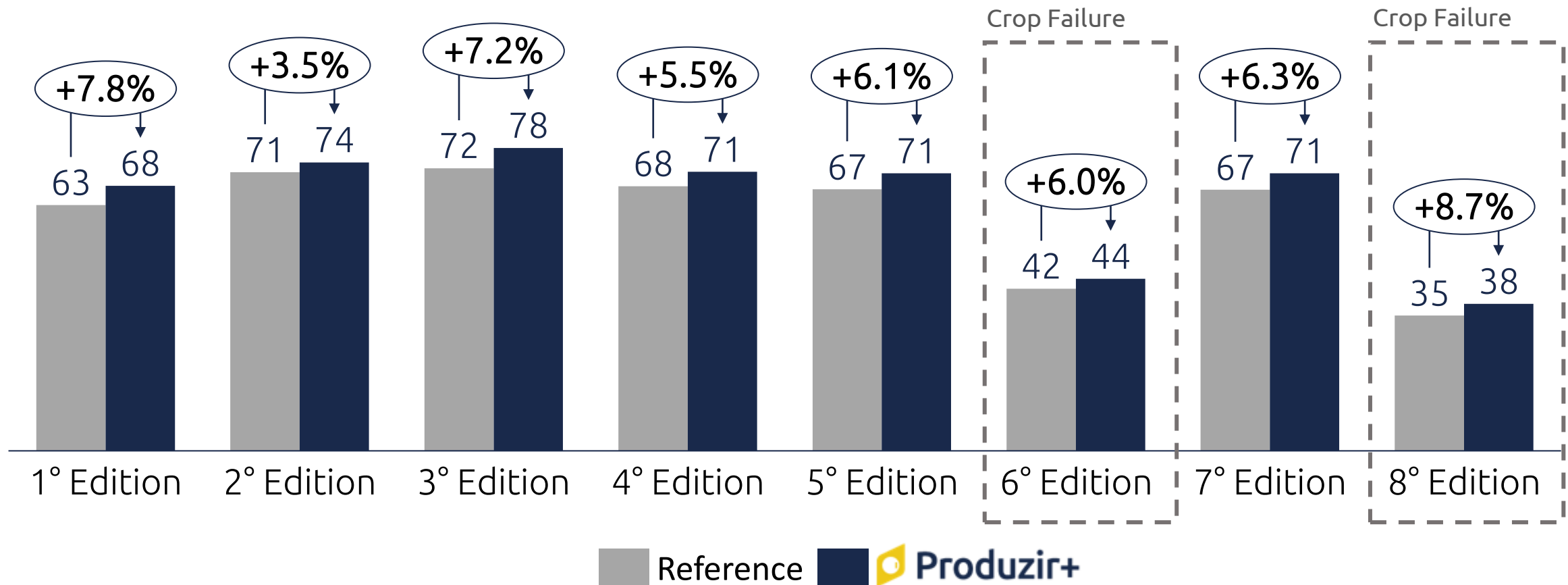
Santa Bárbara do Sul/RS (Area 2)

Our product solution is agricultural management

Helping our clients to thrive



Increase in average productivity of RS in **6.2%**



3tentos is at the technology forefront with the rural producer



NF-e delivery and Online Pricing



Digital Certification



Terra3

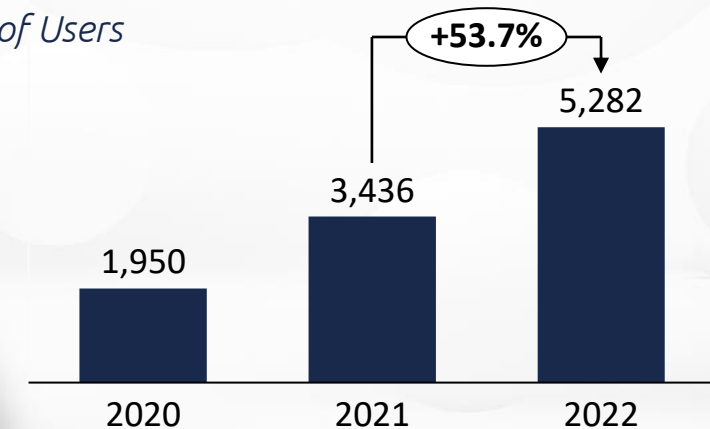


Consultant app



App 3tentos

Number of Users



What do we buy and why...



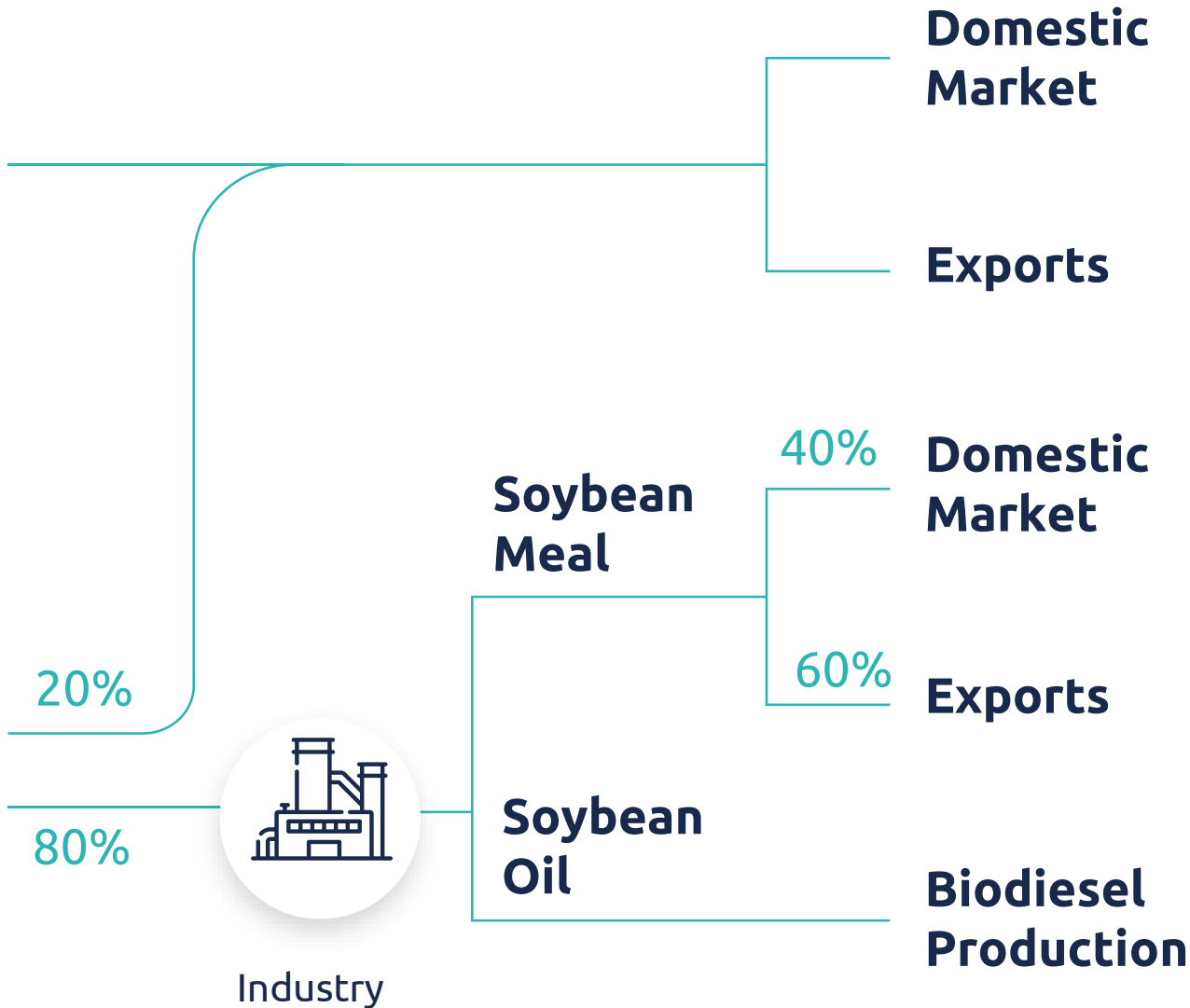
Wheat



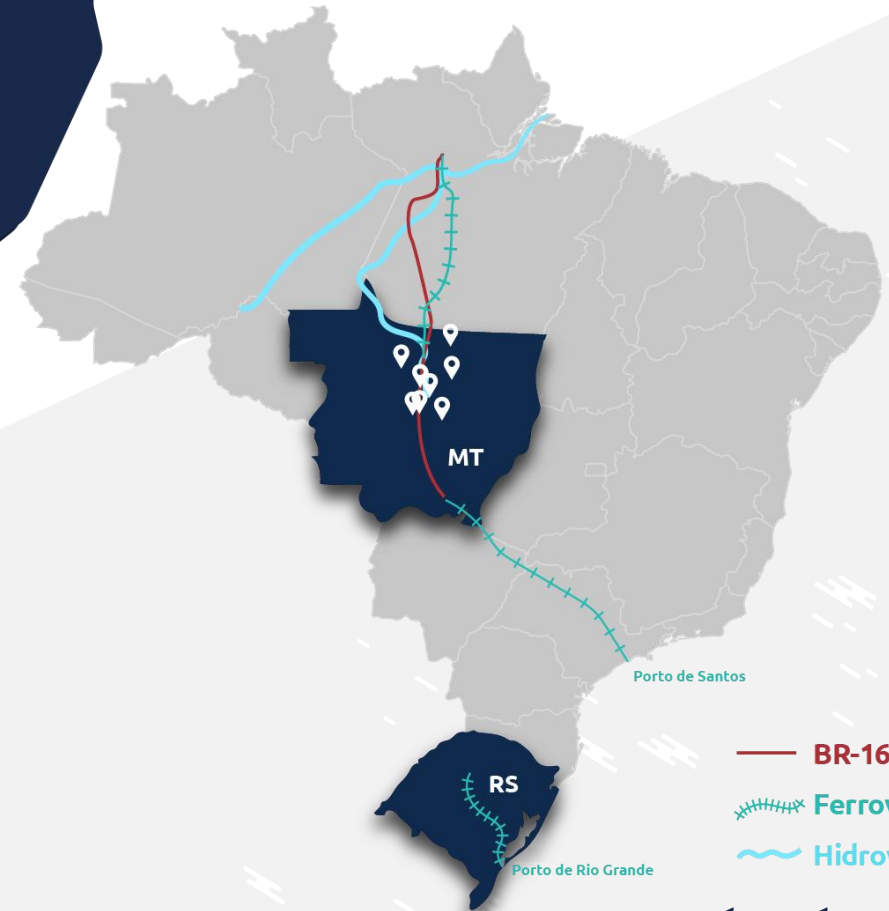
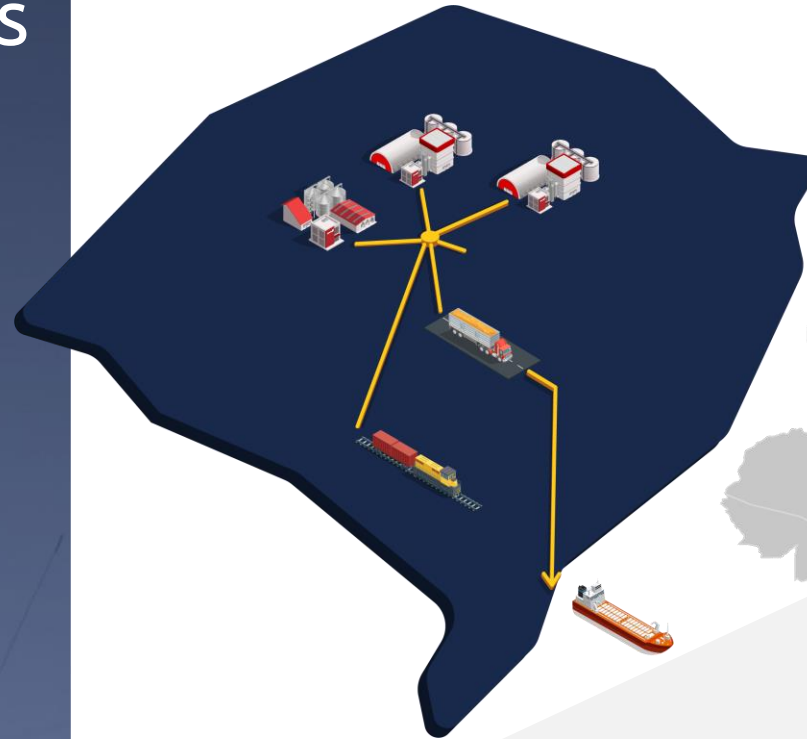
Corn



Soy



Logistics



- BR-163
- - - Ferrovias
- ~ Hidrovias

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Logistics in MT



Accelerated expansion plan delivering early results



Expansion area in Rio Grande do Sul

- +22 new retail stores
- Client base expansion
- Proven execution

Opening of New Stores



New stores in Mato Grosso

- Origination and retail with 8 retail stores
- Lower risk execution
- Ecosystem and Value Proposition

Opening of New Stores



Industrial Plant in Mato Grosso

- +2.6k tons/day crushing capacity
- Demand projection and Ecosystem similar of RS

Factory Execution



Investments carried out

New Industry in MT in the final stage of completion
Start of operation from next month

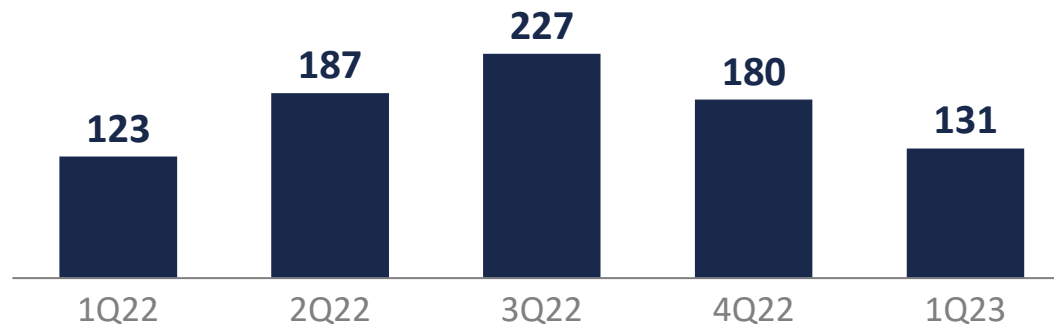
New stores delivered

- ✓ Lagoa Vermelha/RS
- ✓ Sananduva/RS
- ✓ Nonoai/RS
- ✓ Três de Maio/RS
- ✓ Rosário do Sul/RS

New stores under construction

- ✓ Alta Floresta/MT
- ✓ Sorriso/MT
- ✓ Porto dos Gaúchos/MT

Investments in Capex (R\$ million)

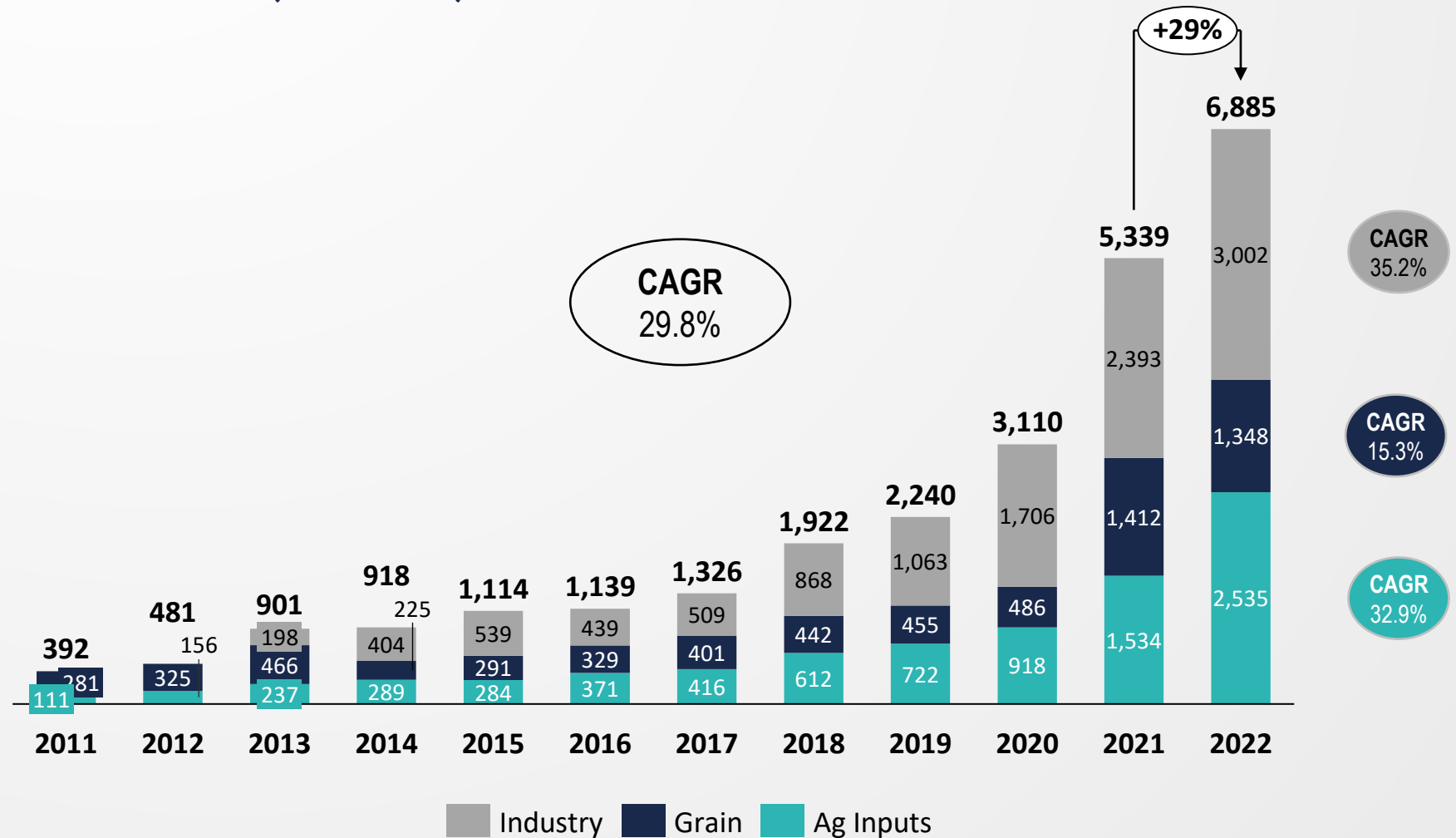


**High growth,
stable margins and
high return**



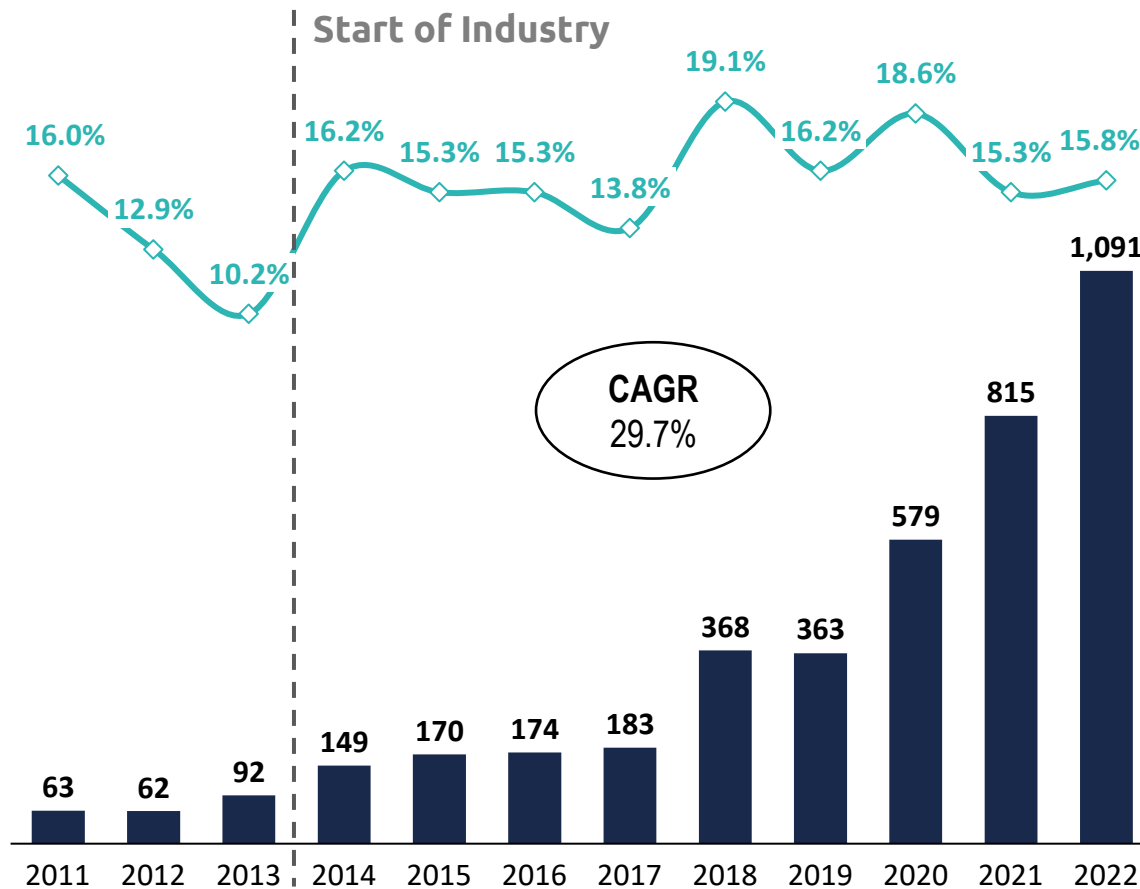
Long history of top line growth...

Net Revenue (R\$ million)

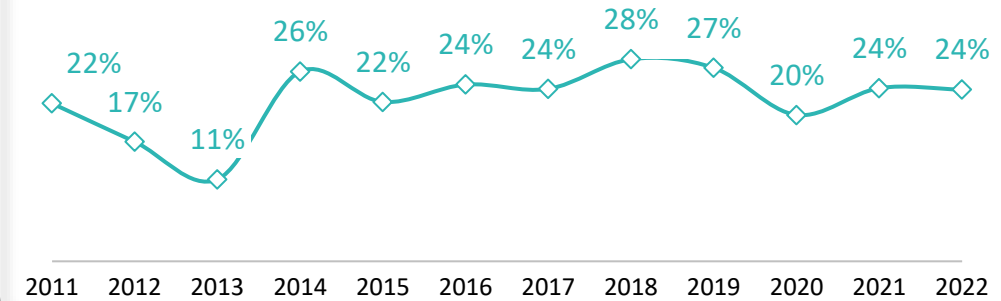


...with stable margins regardless of commodity prices...

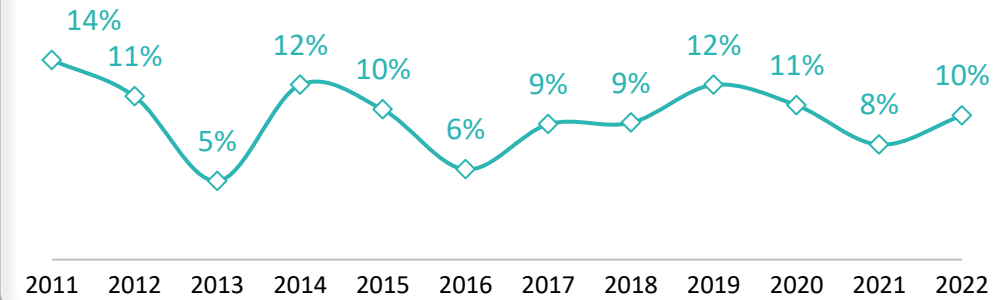
Adjusted Gross Profit (R\$ million) and
Adjusted Gross Margin



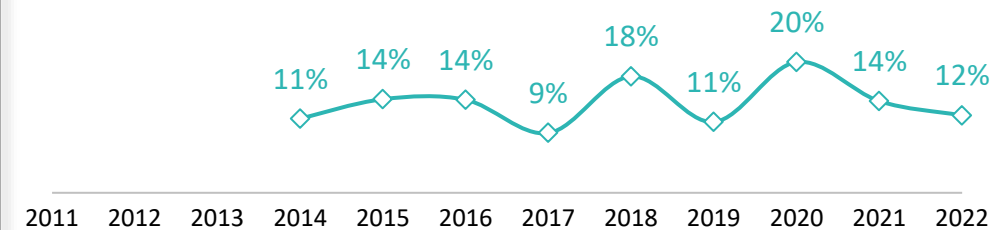
Ag Inputs



Grain

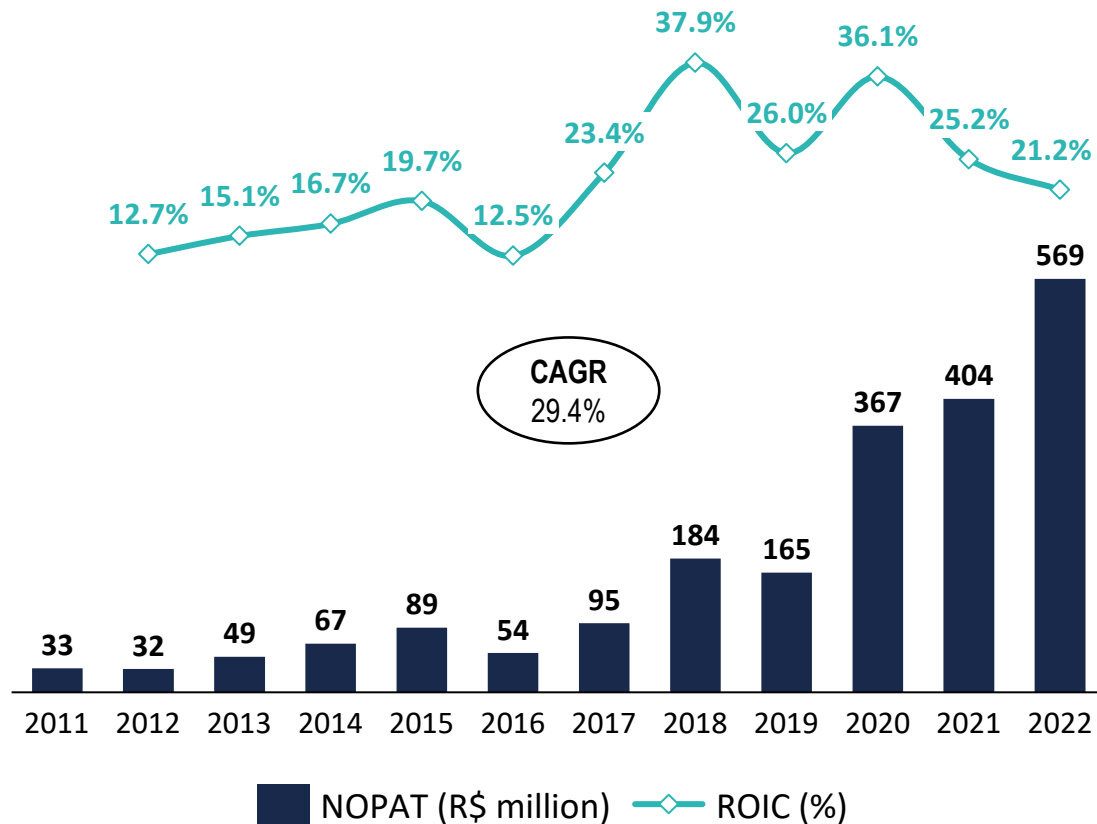


Industry

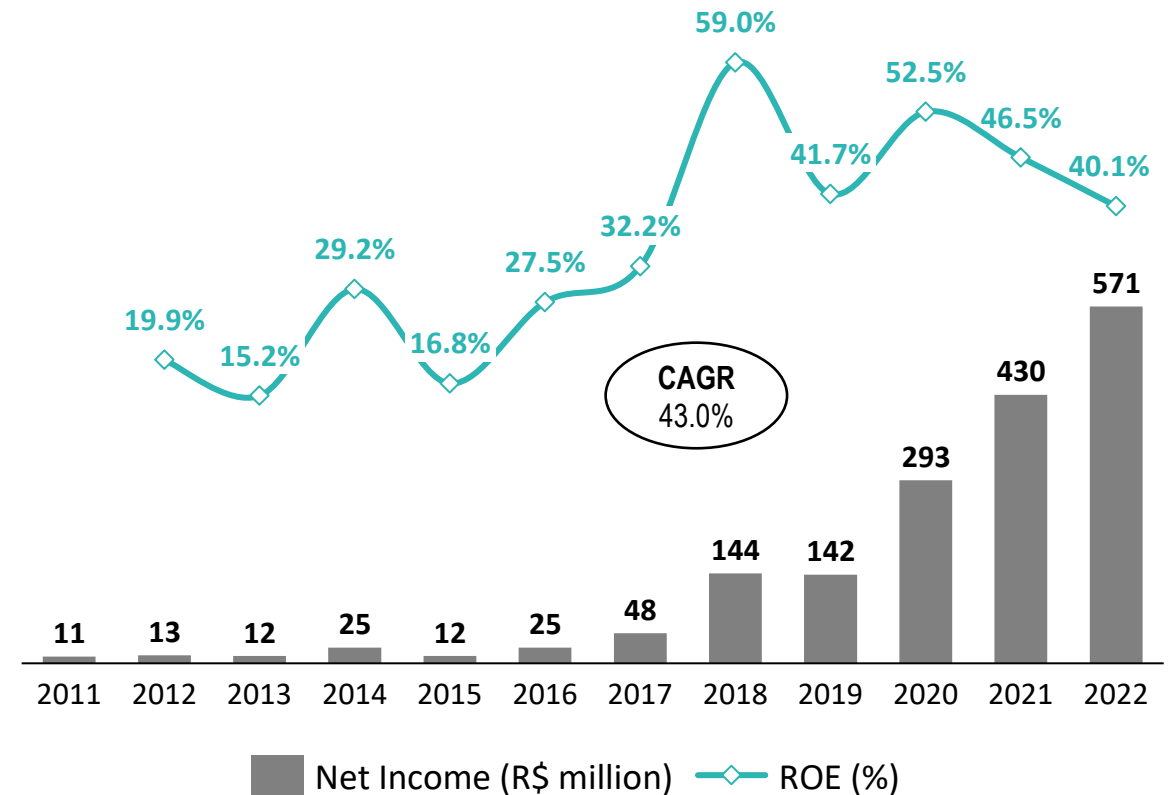


...generating high returns with responsible capital management

Return on Invested Capital (ROIC)




Return on Equity (ROE)



No task is heavy enough for a great team

Management with long term focus

 **Luiz Osório Dumoncel**
CEO

 **João Marcelo Dumoncel**
COO

 **Cristiano Costa**
CFO

 **Alan Araldi**
Marketing Officer

 **Benhur Vione**
Ag Inputs Officer

 **Eduardo Menezes**
Commercial Officer

 **Leandro Carbone**
Industrial Officer


 **Luiz Augusto Dumoncel**
Commodities Officer

 **Marcelo Dumoncel Tagliari**
Administrative Officer


 **Roberta Alvarez**
Human Resources Officer

High level of governance

 **João Marcelo Dumoncel**
Chairman

 **Luiz Osório Dumoncel**
Vice-Chairman

 **Ademar Schardong**
Independent Member

 **Daniel Pires Carneiro**
Member

 **Jorge Luís Vargas Cardoso**
Independent Member

 **Marina Salles Piccini**
Member

Governance & Committees

Audit & Related Parties Committee

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

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



Investor Relations



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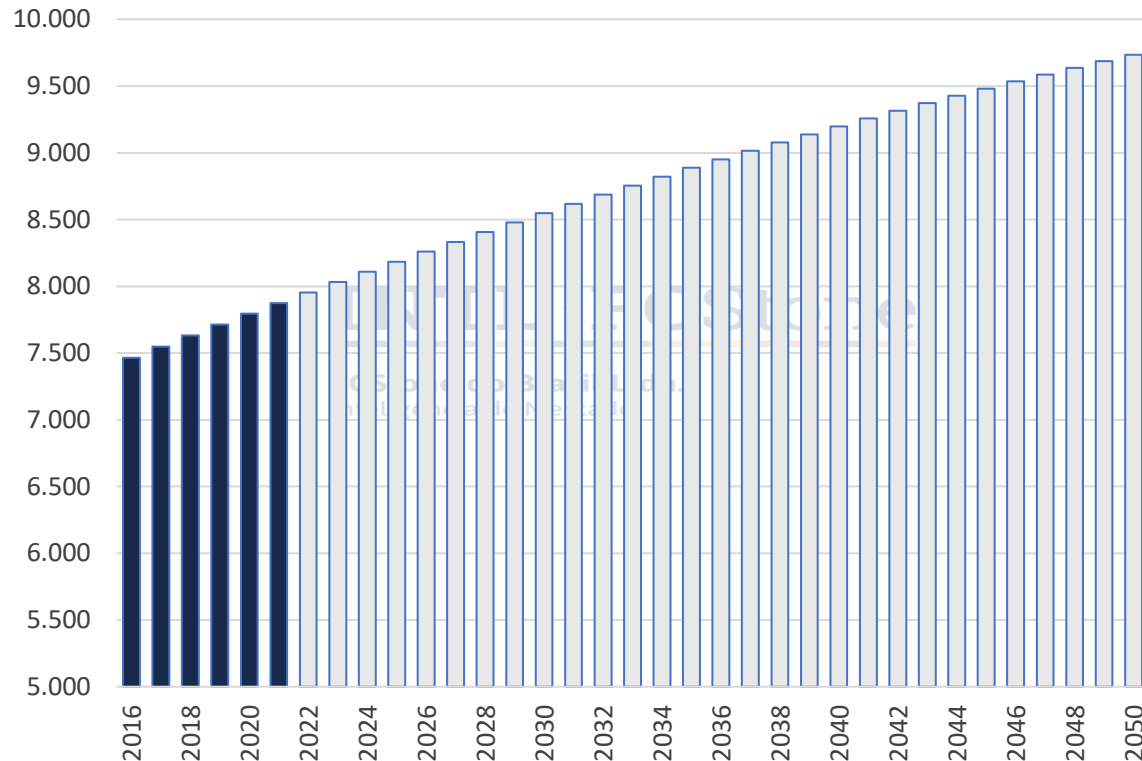


**What lies ahead
for 3tentos?**

Global consumption increases food demand...

World population growth (million people)

~ 9.8 billion people in 2050



Fonte: FAO, ONU.



Food production needs to increase by 70%
to meet global demand in 2050

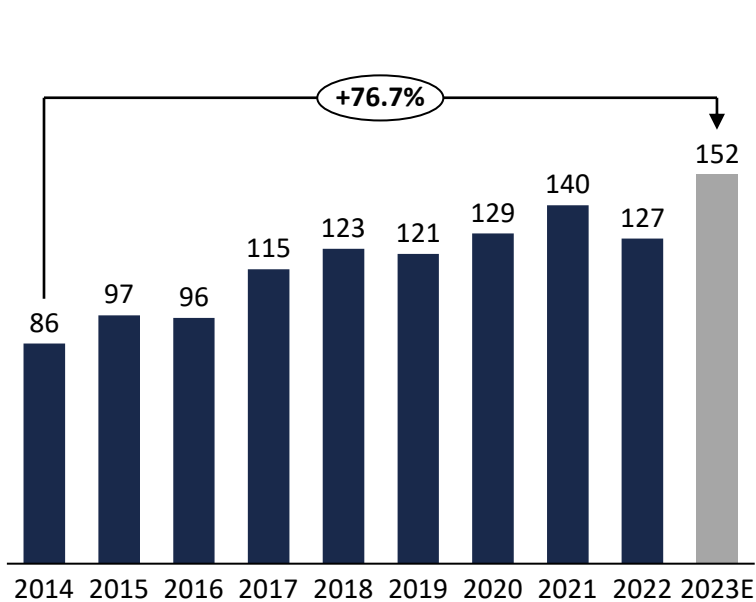
AT THE SAME TIME THAT ...



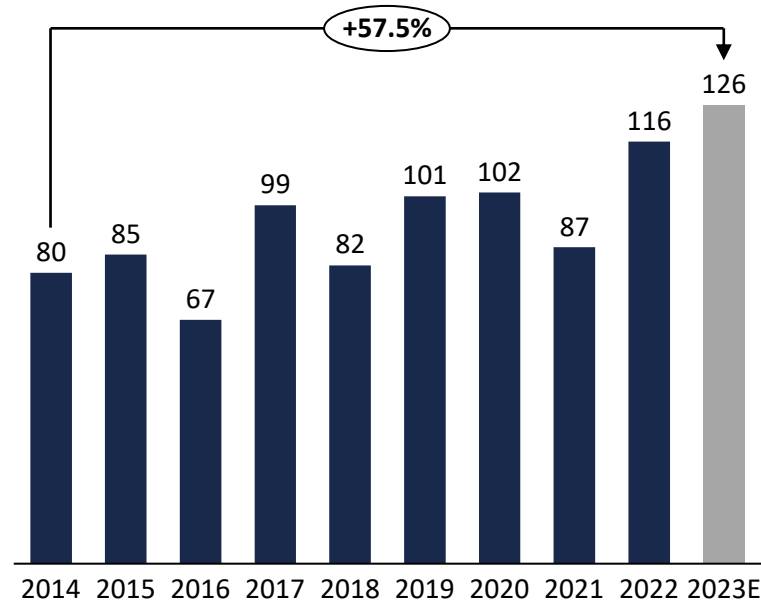
... c. 1/3 of agricultural land are consider to
be moderate to highly depleted

...provided by Brazilian agribusiness as a global powerhouse

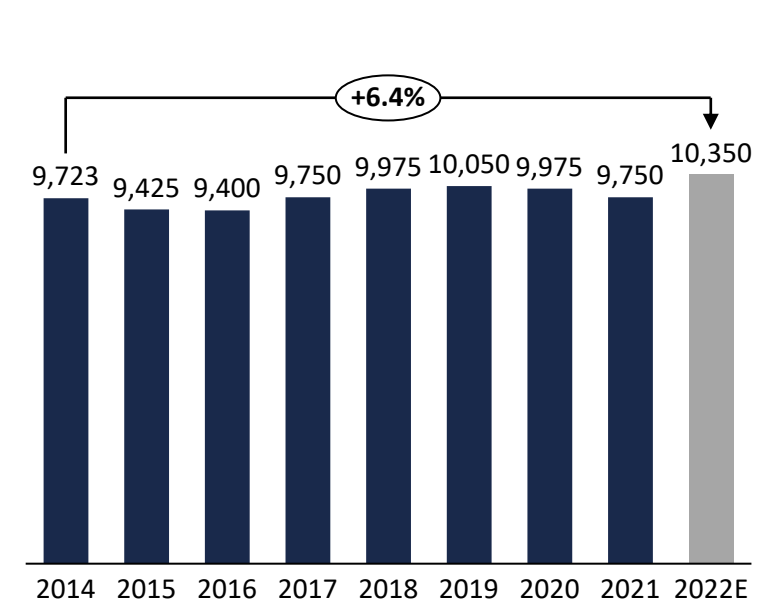
Soybean
Production (million ton)



Corn
Production (million ton)



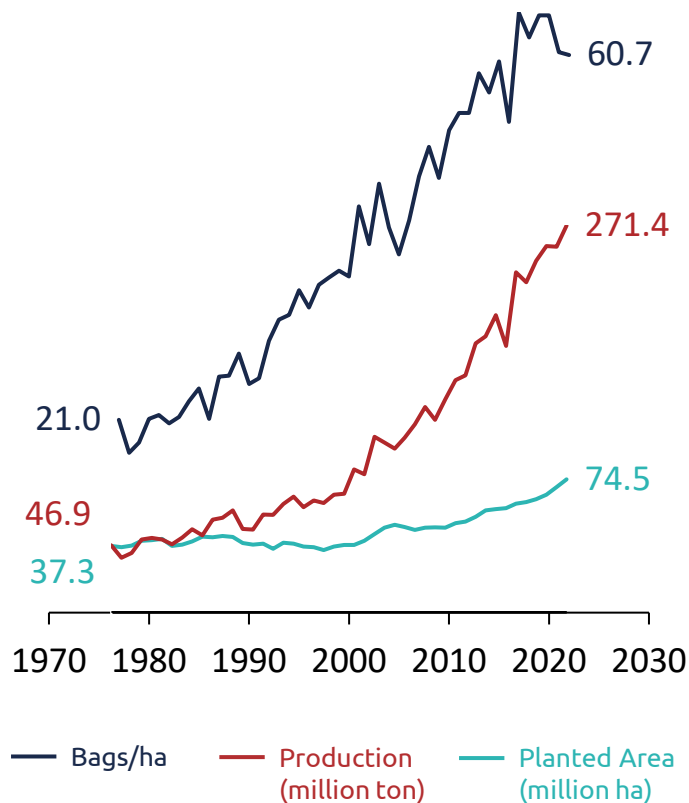
Cattle
Production (thousands ton)



Brazil's ranking worldwide

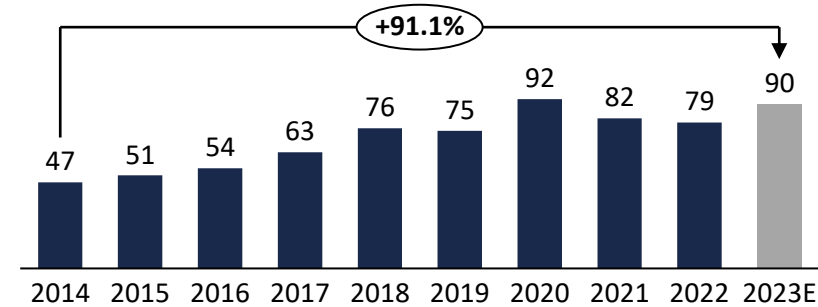
...R&D and agricultural best practices help Brazil to consolidate as a major global food supplier

Improved Productivity for Brazilian Farmers

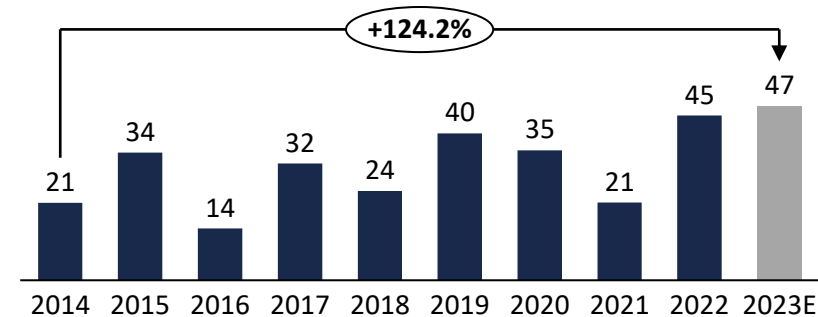


Source: Conab, USDA, StoneX

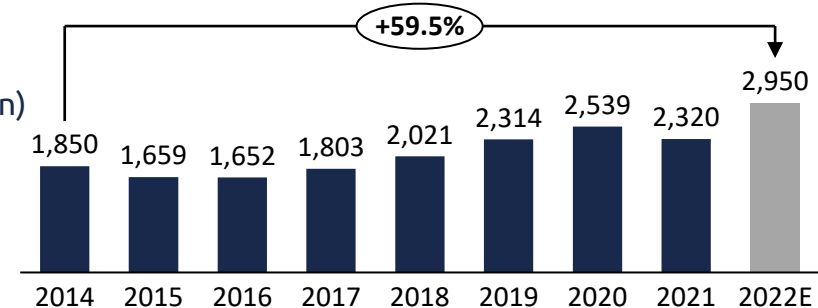
Soybean Exports (million ton)



Corn Exports (million ton)



Cattle Exports (thousands ton)



Brazil's ranking worldwide



Represents **54%** of total



Represents **27%** of total



Represents **28%** of total

Productivity is reaching new levels with a new farmer and a new agriculture

Farmer

Informed

Connected

Capable

Young and Women

Sustainable

Capitalized



Agriculture

Agrotechnology

Agtechs

Technology solutions

IoT

R&D

Larger scale



New Agriculture



Value Proposal

Being an **Agribusiness Solution Company**

