

AGRO GALAXY

Good morning, everyone, and thank you for waiting.

Welcome to AgroGalaxy's fourth quarter and full-year earnings call.

We have this tool available on the platform to those of you who need a simultaneous translation. To access it, click on the "*Interpretation*" button through the globe icon at the bottom of your screen and choose your preferred language, Portuguese or English.

For those listening to the earnings call in English, there is the option to mute the original audio in Portuguese by clicking on "mute original audio."

This videoconference is being recorded and will be made available on the company's investor relations site ri.agrogalaxy.com.br, where the complete Earnings Release is also public. You can also download the presentation available on the chat icon in English.

During the company's presentation, all participants will have their microphones disabled. We will then begin the questions and answers session.

To ask questions, click the #Q&A# icon at the bottom of your screen and write your #NAME#, #COMPANY#, and #LANGUAGE# to join the queue. When announced, a request to activate your microphone will appear on the screen; then, you must activate your microphone to submit questions. We advise that all questions be presented at once.

We would like to highlight that the information in this presentation and any statements made during the videoconference related to AgroGalaxy's business perspectives, forecasts, and operational and financial targets, represent the beliefs and assumptions of the Company's Management, as well as information currently available. Future considerations are not guarantees of performance. These involve risks, uncertainties, and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur. Investors should understand that general economic conditions, market conditions, and other operating factors may affect AgroGalaxy's future performance and lead to results that differ materially from those presented in such future considerations.

Today we have the presence of the following executives: Welles Pascoal, Chief Executive Officer; Maurício Puliti, Chief Financial, and IR Officer; Sheilla Albuquerque, Business Vice President, Pilar Sepulveda, Digital Transformation Director and Daniel Kuratomi, IR manager. Now, I will pass on the floor to Mr. Welles Pascoal for his welcoming remarks and business highlights.

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Welles Pascoal (Chief Executive Officer): 0:02:59

Good morning everyone; it is a pleasure for all of us at AgroGalaxy to be here with you at this time and have the opportunity to share our results for the last quarter of 2021, as well as the total results for 2021.

We had an excellent year at AgroGalaxy, and it is a pleasure for all of us here today to share this information with you.

To begin this presentation, I would like to re-emphasize some assumptions about AgroGalaxy and how we have been behaving throughout the period since the creation of this company, which began in 2016.

AgroGalaxy was established through acquisitions of iconic companies in different regions in Brazil, which allowed us to grow organically within these regions that are extremely significant for Agribusiness, always overcoming commitments when delivering results.

2021 was a very special year for us in the acquisition process, and we acquired BoaVista in Mato Grosso do Sul, Ferrari Zagatto in Paraná, and also signed the Agrocat acquisition in Mato Grosso; we also have been working in the States of Acre and Rondônia.

The acquisitions of these companies allowed us to have a greater geographic footprint in the regions where we have already operated, making our presence close to our customers even more effective.

And how did we end up in 2021 at AgroGalaxy?

We ended the year with 145 stores, we opened 21 new stores as part of our organic expansion program, and we also brought in Ferrari Zagatto and BoaVista with another 20 stores through acquisitions.

In addition, we also have 11 more Agrocat stores that were incorporated into AgroGalaxy in January this year.

With Agrocat, we are already present in 13 million hectares of farming areas in Brazil, which allows us to serve about 12% of all the plantations in Brazil.

We have more than 24 thousand active customers and are operating in 12 Brazilian states and are now heading to the 13th state with our operations that will also start in the State of Santa Catarina.

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We already have 516 technical sales consultants in the field, which are essential resources to keep in touch with our end customers.

We also have 28 silos for grain storage and have 8 soybean production and processing units.

Soybean and corn crops are the most representative crops for AgroGalaxy, with more than 90% of our operations combined with coffee in Minas and São Paulo and a few winter crops in the south of the country.

As we discuss the seasonality of our business a bit, I want to show you how we operate our business throughout the 4 quarters of the year, with order capturing and revenue throughout the year.

The 1st and 2nd quarters are very important for capturing orders, and this chart represents more than 60% of our entire portfolio for origination in these two quarters of the year.

What I can tell you here at this point is that in 2022 our performance and order capturing process has been better than in previous years, including 2021, of course.

And the last two quarters of the year are very important quarters for revenue when most regions of the country start planting winter crops and, consequently, the second crop that comes from the beginning of the year.

What we can say is that with the scarcity that we have seen for some products in the market such as fertilizers and herbicides, this year, the 1st quarter has also been more active for revenue generation than previous years.

As we talk about the market, what we can summarize and share with you is that at AgroGalaxy, we have been very careful and have been using our planning capacity in a very effective way to guarantee to our customers that the products we negotiate with them have also been negotiated with our suppliers and partners.

It has been a challenge for us, but we have performed very well when it comes to ensuring our customers' needs to manage their crops.

For the off-season (safrinha) on the field at this moment, we practically have almost all of the orders delivered, and our customers have these products that are necessary to manage their crops available.

Our proposition is negotiating with customers, as I said, and ensuring these products with our suppliers; this is essential to maintain not only the company's performance but also the credibility we conquered among our customers.

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We can also state that the climate problems we had in the south of the country, mainly in Paraná and Mato Grosso do Sul, which were important for those regions, did not significantly affect our results.

Our geographic footprint over 13 Brazilian states has been essential to mitigating climate risks inherent to the agricultural business.

I will stop here at the beginning of this presentation and will now invite Mauricio Puliti, our CFO, who will tell us about our financial performance and present our numbers.

And I'll come back at the end for a summary. Thank you!

Mauricio Puliti (CFO): 0:12:19

Well, good morning, everyone. Thank you for coming.

I will present some financial material and detailed operational data. I think it was a very good quarter, I think you saw the seasonality data, and when comparing the fourth quarter of 21 with 20, we had postponed the beginning of the 2020 crops due to a drought.

So 2021 was the most normalized year; we had a stronger performance in Q3, where we have already shipped a lot of fertilizers and seeds, while in 2020, this happened in Q4 mostly, so it also helps to explain the stronger growth during Q3 when compared to growth in Q4. So there was a seasonality adjustment that is normal in our business depending on plantations.

So in the quarter, we had 65% revenue growth, a higher growth here in grains within the quarter, and 55% for inputs.

Zooming in on inputs, we grew 55, among which 37 were organic. 15 came from pricing and 22 from quantities, so we will always report this breakdown because it is important to identify where the organic growth is coming from.

It may be that at some point, prices revert, right, we are in a positive price *trend*, but we are always looking at the quantity that determines our effectiveness in serving more hectares and growing our capacity to service plantation areas.

The biggest price effects were in Q4 with fertilizers; in Q3, we had already had the biggest effect in seeds, and now Q4 was fertilizers, seeds were also a little less. And from inorganics, we had 18% more.

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We closed the year with an almost 60% revenue evolution, a great balance here between growth in inputs and grains, but with a focus on more motivated grains, there was 12% growth in originated volumes, and the rest came from the pricing for corn and soybeans.

Zooming in here on inputs with the 60% from 2.7 billion to 4.4 billion, 15% came from pricing, 28% came from quantity, and 17% came from inorganic growth, this inorganic part is partial, as it considers the periods that we had BoaVista from April on and Ferrari Zagatto since September.

In relation to the mix, we had this increase in pricing, inputs, and fertilizers which made the mix in the quarter loaded with fertilizers, increasing fertilizers significantly within the year, and there was also an increase in seeds of 1.2, and although the pricing for specialties did not go up so much, we still managed within the 60 mix to increase from 6.2 to 6.6.

Well, this factor would have been much higher if seeds and fertilizers had not risen as much, so we achieved a significant advance in specialties when it comes to volume, but the price of specialties did not advance as much as seeds; in fact, it was much less than seeds and fertilizers.

We ended the year with a portfolio of orders representing almost 2 billion reais, and this does not include the Agrocat numbers that came in later.

And among the 117% increase in the portfolio, more or less 87% comes from organic growth, that is, compared with the 113% in the previous one, we had no portfolio information from Ferrari Zagatto and BoaVista, and another 30% comes from the growth in Ferrari Zagatto, from the order base that we now have from Ferrari Zagatto and Boa Vista.

So, you see that we closed the year with a very solid order base compared to the previous year.

Well, in relation to gross profit, we had a reduction in the total gross profit percentage, which was very much generated here with grains.

We had an exceptional last quarter in 2020, a smaller volume, and several contracts that were settled, which distorted the margin in 2020.

We reached a normalized scenario in 2022, so this is why there was a drop here of more than 9 percentage points, which is also 9 million in grains.

For inputs, we had an almost stable margin, a small drop of 0.3; in expenses in the quarter, we have 3 larger sets of effects.

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The first is Ferrari Zagatto that we brought in *full* in the year. The second is variable expenses with the higher volume of sales in Q3 compared to Q4, we sold almost 700 million more in inputs, and there are more or less 2% variable expenses which are also another 1/3. It's four sets of effects, actually, sorry.

Here we have expenses related to collective bargaining that happened in September representing almost 10%, diesel increases that also happened during the 2nd semester compared to the 20th semester, with almost 45% more, and the effects of the IGPM rents that were almost 18% this year with many occurring in August and September.

And the fourth effect is a higher expense in provisions for doubtful accounts; a higher provision was made with depreciation and amortization.

During the year, we improved our gross margin by 0.8% in inputs, and our grain margin was reduced by a little more than 2 percentage points, but the effect caused a 0.3% reduction in gross profits.

The expenses in the year were 02 points below, and this effect with the gross margin a little lower and slightly higher expenses reached a very similar EBITDA percentage within the year.

I'll focus here now.

As I explained the two effects, I will focus on the EBITDA for the year.

We evolved from 253 to 391, and 32% came from organic effects, that is, from the same companies that we already had in 2020, and 24%, 60 million, was the partial period that we had BoaVista and Ferrari Zagatto in our base.

Then I'll show you the proforma numbers of what these operations would have been if we had them on our balance sheet all year round.

Our gross margin, actually our net margin, sorry, increased 42%, which we already started within the 3rd quarter, and this is noticeable here within the adjusted gross profit for Q4, the biggest impact on the financial expenses for this year.

Then the interest selic curve began to rise and affected our debt, increasing financial expenses more in the year, with a 42% growth.

Our net debt ratio was 1.7 times, so obviously, we had an IPO income of 350 million, 333 net, but we also spent 350 million on acquisitions, closing 1.7, and I will show you what would be the proforma also the acquisitions.

Our maturity is 18% long-term, last year, we had 10% long-term, and we consider it appropriate for the type of business we have.

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These are businesses that do not have long-term investments but working capital investments with a 6-month cycle.

Our PDD increased slightly from 1 to 1.1%, within the normal range for our growth phase.

Average payment terms: we had 3 effects within the year; the average term dropped because our customers were more capitalized, they bought more cash, and this lowered the average payment terms.

We had an 8 day effect on the storage period, from 102 to 110.

And we also had a reduction in the payment term because we had to, with the crisis that we had and especially due to glyphosate, to serve our customers, we had to search for alternative suppliers, and many of the *deals* were made with purchases in cash, so this also changed our payment term for working capital.

But *net* was positive by 8 days with the reductions overall, with these three variations.

Here we have already shown this slide to you in the past, but we would like to reinforce that M&As for us is not the end goal but the beginning of our journey.

We are presenting the adjusted revenue for the end of 21, you had already seen it for 20, but we grew up on the rural platforms, for example, with the acquisitions in 2016 by 175%.

And from acquisitions on different dates, we have already brought more than 150% in input revenue, and we have more than doubled the number of stores.

So we originally bought 53 stores, and now we're at 109, which demonstrates how our M&A is very focused on organic growth after M&As.

Here is a revenue overview of what it would have been before the investments we made in each of the platforms, so we already spent the IPO money; we already had several businesses opportunities and really took the opportunity with the IPO to bring in more business opportunities in house.

Leading companies in their segments.

And in 2021, the 6.6 billion in revenue reported, if we had the 3 companies in-house, would have been 8.15 billion ok.

So for inputs, it would have been 5.4 billion, that's twice what we recorded in 2020, with 2.7 billion.

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So we really grew, doubled the size of the company, and this is the size we are beginning with on January 1, 2022.

Although accounting processes do not show this, we are starting with a revenue base of 8 billion as of January 1, 2022, so we doubled the size of the company.

Just like the revenue, and from that, we had about 1 billion from Boa Vista and Ferrari Zagatto and 1 billion from Agrocatt, so the EBITDA would have been 505 million.

So this is the basis that we will measure, that we are budgeting for in 22, this base of 505 million compared to those 394, which were reported in our accounting process.

Just as we had an improvement in EBITDA and revenue, our debt would have been 2 times; we have the effect of payments if we consider the proforma number as if on December 31, we paid the 180 million for Agrocatt and brought this debt into the balance sheet and here there are some payments that are related to some acquisitions we made.

So we are at 2 times compared to these 505 million in EBITDA with 1.28 billion.

So just to emphasize, this is how our first day of 2022 begins with this base, a debt of 2 times, an EBITDA of 505, and a revenue of more than 8 billion.

Now we will present a bit of the history, right? Those 52 stores since 2017, and we already have 145 with Agrocatt, representing an increase of almost 70% of the CTVs, and we have almost doubled the number of customers.

Our 2017 revenue was 1.4 billion, and our final proforma is 21.8 billion.

So this year, we grew 97% in our revenue compared to 2020, which did not have inorganic growth, so for 2020, we did not have anything inorganic. We grew the base at the beginning of the year by 97%.

This year we reached 30.7 in *same-store sales*, so even with that 15% price increase, we had a productivity gain in *same-store sales* with the additional volume, store maturity, and additional productivity per CTV.

When it comes to EBITDA, as I said, we were comparing with last year's EBITDA, where we did not have M&As and were 99% above; you see that we have a curve here, and we say that we have the agri tailwind with much more stable margins.

And our net income also practically doubled, considering Agrocatt, Ferrari Zagatto, and Boavista in the *full year*, reaching almost 500 million, and our *release* has a P&L of these proforma numbers.

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And to finish the last slide, we managed to increase our ROIC by 4.9% improving margins and allocating working capital better, as I showed you with that improvement.

So another 4.9 is coming in here at almost 21%. So these were our final results, and I am available for questions. Thank you!

Now I'm going to invite Pilar, who will present our digital transformation.

Thank you!

Pilar Sepúlveda (Director of Digital Transformation): 0:28:14

Thank you Puliti.

Good morning!

Good morning. I will begin to talk about our digital evolution 2.0 going back to the evolution of the *roadmap* presented in the 3rd quarter of 2021.

We remain quite comfortable with its fulfillment.

We closed 2021 with 2.3 million in revenue through AgroGalaxy's digital channels, with more than 5,200 producers registered on the application and 3.6 million hectares mapped out within the application.

We started in November with Agrokea, which is our precision farming vertical, which already has 35,000 hectares hired during this period.

Well, within the highlights for digital products in 2021, we launched the app bringing a series of automated information on the producer's relationship with the CTV as well as solutions that contribute to their daily lives.

Such as field activities, barter, commodity prices, scheduling visits, and the Agrokea service itself.

In 2022 we continued with the same evolution; we did not change anything, bringing even more convenience through on and offline orders, which is a real need for agribusiness due to connectivity.

We are adding financial services and the CTV online store.

The portfolio of digital agriculture services is active as well as provides better recommendations to our users, whether they are ctvs or producers.

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In 2023, as a natural evolution in this roadmap, with this digital strategy within AgroGalaxy, we will launch a marketplace.

We will also launch a much bolder concept of usability, and user experience, seeking greater producer loyalty and greater productivity for our CTV.

In this slide here, I will present some 2021 insights from this journey that are very representative.

Our customers in the digital journey had a 5% increase in the average ticket when they were within the digital journey compared to those who were not.

10% more in the mix of SKUs sold monthly by those using the digital experience compared to those who don't.

And the ctvs that are more digitally mature within our study have 8% more net revenue in 2021.

Looking at the graphics on the left side, you can see the vision of the app and the features that are most accessed by our producers.

And a very relevant fact is that 19% access information from maps and plots, which provides an aptitude for precision farming services like Agrokea.

And on the right side, the number of farmers accessing the platform that grew from March to December, going from 1.6 to almost 5 times this number of monthly accesses, which is only including the producers.

I would like to go into a little more detail in this presentation regarding our precision farming platform, Agrokea.

As I mentioned earlier, it was released in November last year, and here is the view you have within the application with this solution.

There are 3 maps, and the first two maps on the left side, A and B, are maps of customers who hire Agrokea services.

The first is a fertility map, and this view brings a calcium index; here is just an example because there are actually more than 26 soil analysis items, and it depends a lot on the type and number of sample *grids* that the farmer hires, as there are several plans.

Based on the fertility map, the recommendation is made, which is map B here as an example, such as a color, for example, then the recommendation for soil corrections with gypsum and magnesium is made.

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And the way our recommendation is presented is a great differential for the market as well as our farmers and CTV.

Through it, we can adjust the type of recommendation, the type presented with this vision for farmers, improving their understanding.

And when we talk about this moment in the fertilizer crisis, Agrokea becomes a very powerful tool available, as it recommends the appropriate fertilizer application.

So, for example, if the recommendation map identifies a high phosphate index, the farmer will receive a recommendation for a reduction in this application.

So this is the type of added value that Agrokea's service provides to the farmers as they relate to AgroGalaxy.

Map C, which is on the right side, is available to all registered customers, there are satellite images, and one of the benefits is the vegetative index; that is, the map presents the darkest spots, the red ones, and demonstrates that there is less biomass here.

It could also be soil compaction, pest detection, planting failures, basically something that he needs to go and detect on-site with the CTV.

In addition to soil fertility, the Agrokea service has two more types of services and laboratory analysis, with the leaf, to identify whether the plant is actually acquiring the recommended nutrients properly.

And after this, the nematode analysis takes place through root extraction and analysis.

We also have pest monitoring, and through the application, we digitized all of these surveys and can draw the pest infestations inside crops.

And then, the next wrap-up slide shows some of the screens we have within the application for visit requests, satellite monitoring that was shown previously, and all of the *barter* management and insurance.

We have signed a recent partnership with AgTech Garage that further demonstrates the appetite we have as AgroGalaxy to be within innovation ecosystems.

Within digital, we created a specific vertical for innovation, monitoring the entire market and everything going on within startups related to agribusiness.

And then, to close this part, I would like to show you a digital video showing a bit of our 2021 journey in a fun overview of what was achieved in 2021.

Video: 0:37:04

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AgroGalaxy: the complete retail chain of agro-inputs, services, and technology. One challenge: bringing a more traditional sector in the country to the online environment. Challenge Accepted!

We built AgroGalaxy's digital presence with the creation of a *Brand Persona*.

Nice to meet you; I'm Gi from agro, and I'm responsible for guiding the entire consumer journey through all the AgroGalaxy platforms.

We created the blog Universo AgroGalaxy, with content that covers various crops and areas on the field, offered with support from specialists in this field.

We established the creation, management, and monitoring of social networks with an editorial calendar, call center, and presence on various platforms: Instagram, Facebook, LinkedIn, Pinterest, and youtube.

We created the AgroGalaxy app, an app that brings together the best features to simplify the farmer's routine on the field with technology and innovation.

We develop campaigns to boost the app, videos, media pieces, courses, and posts to promote and bring new users to the AgroGalaxy app.

We launched Agrokea, AgroGalaxy's precision agriculture platform, which brings together data, *insights*, detailed research, and innovative solutions for farmers. And as a result, agro is increasingly digital.

Growth of AgroGalaxy social networks in 2021, Instagram 238%, Facebook 359%, and LinkedIn 192%.

The number of accesses on the AgroGalaxy Universe blog in 2021 was more than 124,000, and the number of downloads of the AgroGalaxy app in 2021 was more than 27,000.

And there's so much more to come.

AgroGalaxy, the agribusiness revolution, has already begun.

Pilar Sepúlveda (Director of Digital Transformation): 0:40:14

Very good, very good!

Hey guys, I would like to invite you to access our social networks and our blog Universo AgroGalaxy and keep up with our evolution.

I'd like to invite Sheilla. I'll give the floor to you, Sheilla.

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Sheilla Albuquerque (Business Vice-President): 0:40:31

Awesome! Good morning, it is a pleasure to be here with you talking about results that, for us, were spectacular important and today Welles and Puliti shared these results in the morning with our team; they were received with great enthusiasm, everyone here was very excited, and this generated an even better environment than what we already had, and the certainty that 2022 is also doing very well.

And I want to talk a little bit with you about 2021 for our ESG sustainability agenda, which is a precious agenda for us that we have dedicated time and effort to.

It was an exhilarating year where we dedicated ourselves to building the sustainability bases on our platform.

For those who remembered our sustainability report and had the opportunity to look at it, we committed ourselves to study which goals we would commit to.

And we did this during the entire year. From a governance perspective, I would like to highlight that we launched our socio-environment policy, which is public.

We began our sustainability committee in June and performed a major materiality review with a broad survey with 15 people interviewed at the Quali Workshop with our employees; we interviewed our CTVs and had 290 responses to the survey online, so we now have a very robust revised materiality.

You will be able to check our sustainability report that will be published in April, so in the coming weeks, we will disclose it.

Another highlight is our initiative in September when we implemented several green protocols and approved the launch of the Institute that took place in January this year; soon, I will talk a little more about it.

With these protocols, with our Tech A team, we are technically studying bio-inputs to know where the balance point is in the management along with the chemicals, obviously.

We also started the partnership with Agrottools by signing with Safe, which is Agrottools' platform for monitoring socio-environmental aspects for our customers. So, it is as it was before, right? We always reviewed this issue and the socio-environmental aspects for our customers, but we would do this when we were granting credit and at the time when we performed the CPR. Now, this is an ongoing management platform for issuing warnings regarding illegal deforestation when it occurs. So we already have this tool, and it was a milestone for us.

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In January now, we updated our credit policy and reviewed and upgraded the socio-environmental risk criteria.

As I mentioned, we also launched the Institute, with the first challenge of the Institute for next month, which is fully connected with the regenerative agriculture transition.

Now I will discuss our material themes, so we connected with these SDGs from the UN; this was the answer we got from the materiality review. These are the material themes for us, you can also view the details about what they mean exactly and the actions they will generate in our sustainability report.

As we discuss our positioning, we usually mention, and this is a fact for us, that ESG is not only part of our strategy; it is our strategy.

We are in a position of the chain where we really can influence and help the Brazilian farmer to make a transition to an increasingly sustainable agriculture approach, using management procedures and protocols that are more environmentally and human-friendly.

And this is the agenda that we will follow, so we have established 10 key goals for 2022, and part of these goals will be included in our compensation policy for executives and all of our employees, so we will have corporate goals linked to sustainability and ESG as well as goals for our departments that are related to these 10 goals we established.

So in order to achieve an alignment with all of the areas, we are also cascading this into short, medium, and long-term goals which are the goals for 2022 that will be part of our executive and employee compensation plans.

And what we have implemented is very connected with our proactive actions to transition into a regenerative agriculture approach.

So you can also check out our key commitments that will last over the years, based on the review of our materiality, which is the conclusion that we reached where we will act upon the first commitment regarding what we sell, the inputs we offer, and the way we handle this, that is, directing us to increasingly sustainable protocols, inputs with increasingly lower impacts with productivity gains, profitability and also very concerned and connected with the climate issue, climate resilience in the farmers' rural properties.

On deforestation, we want to promote positive actions related to deforestation, and we are controlling everything that is considered illegal deforestation through our tools; we do not sell, we do not grant credit to areas with illegal deforestation,

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but we are also advancing on this, and we will use green financing for everything that represents any type of deforestation *at all*.

And the third pillar of our key commitment is to create an inclusive culture and how we share our commitment with all of our employees as well as a culture of diversity, integrity, innovation, and sustainability within AgroGalaxy, making our ESG agenda as well as our people agenda permeate the entire organization.

Now, as we talk about our integration, moving from our ESG agenda to integration and in line with the slide that Puliti presented, how we grow the companies we buy and that we have an organic growth agenda for acquisitions as soon as they enter, these companies enter our platform we change the shift to organic growth.

I wanted to highlight these two companies that entered our portfolio last year BoaVista and Ferrari Zagatto; ever since we acquired BoaVista, for example, in April last year, there was a 43% growth.

So when we compare April to December 21 with April to December 20 this was the growth that we promoted at BoaVista, attacking a specialty mix right away that was 4.2%, raising it to almost 8% in 2020.

We started off by opening 3 stores in Mato Grosso do Sul with BoaVista, and these stores are growing this year; we plan to implement at least 1 more store and may accelerate this and open even more than 1.

And we've completed the 180-day plan. BoaVista is a company that we already consider integrated; now, we are fine-tuning this plan in phase 2 to capture even more synergies.

Mato Grosso do Sul is the first state that will be completely AgroGalaxy. You will notice that we will no longer have Agrocem stores or BoaVista stores; we will have an AgroGalaxy team that is completely integrated in Mato Grosso do Sul; it is a transformation that we are working on this year in the state.

We started with Ferrari Zagatto in September when we signed and took over the company, and in this period from September to December, we noticed a growth of 46%, and we were already able to open a new store in less than 6 months, there is already a new store operating with our pace for organically growing what we bring inorganically.

We are working on the integration plan in phase 1. When we took over Ferrari Zagatto we were very careful to understand the moment the company was in, we were in a high moment revenue phase for soybeans.

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So we really only prioritized the integration of essential areas such as cash, controllership and now we are starting the strongest part of the integration operation, respecting the cycles with high billing or order placement; when the portfolio is established, we are progressing very much, Ferrari Zagatto has been growing at a very important pace for us this year already.

For Agrocatt, since we are also starting the integration in January, we have the 180-day plan already mapped out with all of the priority topics for integration. This is a moment the portfolio is developed in that region, so we are also using the same strategy used for Ferrari Zagatto, only integrating priority areas and preserving this 60-day moment at least so that the commercial area can structure the portfolio and then after we will begin integrating other areas. Agrocatt's integration is also doing very well.

Well, speaking a little bit about integration, I had the pleasure of leading last year's integrations, Ferrari Zagatto and BoaVista, and now I will also have the pleasure of leading the Agrocatt integration, so I will tell you a little bit about the lessons learned and the market challenges. The market is under transformation, and these accelerated acquisitions generate high levels of competition for professionals.

Today the competition for talents is great, so we have the challenge of retaining our talents; we have this sensitivity mainly with acquisitions as we are careful to really make people feel comfortable in this new environment; it is really a culture of comfort and bringing people to the AgroGalaxy environment in a supportive way.

And we have really faced this competition for people, with aggressive offers for wages.

So what we've done is we are working with our culture, a welcoming culture which is what Welles always says: "I want new companies to feel welcomed and feel that they are in the right place at the right time."

We have a robust succession plan that we have implemented, and today the latest promotions and positions were 80% occupied by people in AgroGalaxy. We have generated this good momentum internally by taking advantage of the people who are inside the organization, so we have a robust succession plan for all levels.

Our compensation in the commercial area has an emphasis on variable compensation, which is a differential for us because this increase you saw in volumes and prices, our ctvs are taking advantage of as well since a good amount of their compensation is variable, and this makes us retain our talents, and keep our commercial talents. Ongoing training for the commercial team, we have the TechA team with 60 people in the TechA team providing ongoing technical training.

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We had separate universities in the companies; we just integrated and launched UniGalaxy, the AgroGalaxy University, with robust behavioral themes that will take our teams to another level.

We have digital solutions which are favorable and make our commercial team gain productivity, as they have this part of their compensation which is variable, and this also makes them better, so they can achieve higher compensation.

And our national presence means that we have many opportunities for our team internally, so those who want to work in the cerrado region or work in the south have this opportunity; as Welles said, we were present from Pará to Paraná, but now we are present from Santa Catarina to Pará all throughout Brazil, making agriculture more productive and sustainable.

That's it, and I am now available for questions; it is a pleasure to be here with you, and I will pass on the word to Welles now.

Thank you very much!

Welles Pascoal (Chief Executive Officer): 0:54:23

Thank you so much, Sheilla!

. Well, I think we have already talked a lot about organic growth. What I would like to emphasize here with this slide is that we will continue to be very aggressive with our organic growth; we saw that it is an excellent way to grow and reach different regions in order to increase our footprint in regions where we already have a defined presence.

So what you can expect from us is that our organic growth rate for 2022 onwards is going to be even more accelerated than it has been so far.

Last year we ended with 21 new stores, and we already have a plan here to reach around 25 or more stores during the year 2022.

We have also talked about Santa Catarina, the new state that we added, which Sheilla just mentioned here.

I want to emphasize our new operating model on this slide, what this is and what this brings to us as a company for AgroGalaxy.

The new operating model is currently the most important project that we have in our company.

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It includes the deployment of a unique ERP that will help us a lot with the integration process for all companies.

We are learning about the new CRM that we are installing to optimize our work, providing segmentation and unique service levels for our customers.

It will also allow us to have a unique *customer service* that will serve the entire large corporation as well as a shared service center.

We want all of this to help us organize the company better, as well provide most of our organization with more time to better serve our clients and help our clients access the company easily.

With this, I also want to mention how digital is something that is extremely connected with this new operating model creating an omnichannel company that provides many essential services to our customers and also allows customers to access us however they prefer.

This is our plan. We have a very dedicated team working with this and also consulting companies with high levels of experience in deploying not only the ERP but also the CRM in other corporations, which will certainly help us build something which is a reference within the market.

And here, lastly, I would like to share our priorities. I tell the whole organization that we have to focus on. We don't want to have 20, 30, 50 initiatives going on at the same time.

I prefer to focus on a few things so that they can really be transformational.

So for us, expansion is something critical. We are finishing deploying a specific expansion area that will help us accelerate this program.

We are also working a lot on the culture of the organization. For us, culture is something critical, and we are a combination of several companies, and each one brings the essence of its culture. What we want is to create something that keeps us aligned with our values as a company but that also allows us to create space to welcome the companies that arrive in our system.

We also talked a lot about our AgroGalaxy way of doing things; this is the way we serve our clients as we work to provide the best services to our clients and bring the best results to our company and new investors.

I've described our operating model enough already.

About digital, you just listened to Pilar; I think we are having exceptional advances in digital, something that is already starting to deliver value to the company as a

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source of revenue and certainly something that differentiates us greatly in the agribusiness market. We know that it is not easy to break this paradigm of transforming this business into something that is also more digitized.

Regarding ESG, I also want to mention my commitment to it, as it is a critical and integral part of our strategy, and our entire operation must share this strategy. We see that we can really make a difference in the market, working directly with farmers and helping to generate excellent initiatives that startups, NGOs, and universities have.

We can transform this into a reality in the countryside by helping to transform the environmental, social, and governance aspects of agribusiness.

We also consider that seeds are extremely strategic for us and very much connected to our business, and we believe that having our brand adds very important value when it comes to profitability for this business within our platform.

So these are our strategies, and you will see our focus and most of our dedicated resources to put these initiatives into practice as they are absolutely transformational for our business.

I will stop here; I will pass it to the operator so that he can help us with the questions and answers, and I will come back in the end.

Thank you!

Operator: 01:01:53

Now we will start the Q&A session and would like to remind you that in order to submit a question, you must click on the #Q&A# icon at the bottom of the screen and write your #NAME#, #COMPANY#, and #LANGUAGE# to enter the queue.

When announced, a request to activate your microphone will appear on the screen; then, you must activate your microphone to ask questions. We kindly ask that all questions be submitted at once.

The first question is from Leonardo Alencar, a sell-side analyst at XP Investimentos; Leonardo, we will enable your mic so that you can proceed. You may proceed.

Leonardo Alencar (Xp Investimentos): 01:02:36

Thank you!

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Well, first, good morning, everyone, and congratulations on the results. I have two questions; I believe that the first is more focused on digital with Pillar, and the second question is mostly focused on fertilizers.

When it comes to revenue generated digitally, I think that Pilar has already brought a lot of answers to our questions, but what would be the *view* for 2022? During the pandemic, I imagine that there has been a very great acceleration noticed but have you seen this acceleration continue given the increase in services that you provide within the application or other solutions, or is there actually a recovery of previous models even if in a slightly more hybrid model when looking at 2022?

But I think the main point I wanted to understand is if the product mix or even solutions are different through the digital channel when compared to non-digital and even if you already see a positive effect on the margins based digital?

And the second question focused on fertilizers. I understand that 95% of the orders that were delivered are much more related to the current harvest and even the off-season harvest, but I wanted to understand how this relates to the backlog of the 2 billion that you mentioned as the backlog. Does this start off with a benchmark of 95% of performance, too, or if you already expect that there may be a drop in performance, given this risk of lack of fertilizers or even the dynamics of prices, and even if by any chance you already feel the effect of farmers really buying less and reviewing their strategy there?

And if possible, could you also share a little bit of the same reference of these 95% of the orders delivered to the other companies such as BoaVista, Ferrari Zagatto, or in a more generic way, if the new companies entering the AgroGalaxy platform have the same benchmark or if it is lower and finally if it is possible to share what would be the backlog including Agrocát?

These are the two topics. Thank you!

Pilar Sepúlveda (Director of Digital Transformation): 01:04:44

Let me start here, Leonardo. Thank you for your question.

Let's go back to the 2021 roadmap when we were building brand *awareness* within digital channels; I think the video brings a lot of this; from the knowledge of how this journey takes place within digital channels, a series of segments and algorithms were created that we started to use this year precisely so we can impact our

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customers in a more prescriptive way, obviously seeking better recommendations and better margins. So that it makes sense on all ends.

We are on an omnichannel journey, so I think it is important for us to reinforce our customers are pretty much like any other segment; we will resume retail going from a much more traditional approach to a digital journey.

So what you see is that personas are segments that are still in the traditional models, but many, even for the sake of the new generations, are migrating to digital, and to better serve farmers, your customer, you have to have all touchpoints that are, reach your customer and be present for your customer where they want to be 24/7.

So I think this is a journey that we will talk about in a very comprehensive way. What we need is that within this automated journey, we need to consider that our customer is the same as the one who is on the field, often in the store, and it is the same one who is accessing the information in the app, and that is the great challenge and our proposal.

So it is a journey that is here to stay, and it tends to increasingly be solidified.

The resistance, as imagined, is much lower than we expected, precisely because of the pandemic, but even due to practicality.

The way AgroGalaxy positions itself in the digital journey is to serve farmers but also work with the digitalization of our processes with the CTV, making our daily lives easier. So that's what I can say.

For the segmentation topic, it is obviously not only about working on products in a more personalized way, through martech and the digital tools that we are providing, but also offering digital products, offering products that come through these channels, and this is the trend, this is our strategic project within digital.

And never forget that our client is both present in the field with the CTV and is also present through digital media.

Welles Pascoal (Chief Executive Officer): 01:07:47

Thank you, Pilar; thank you, Leonardo, for the question.

Speaking of the fertilizer topic, of course, it is a reality that we are facing a shortage of fertilizers, mainly potassium chloride, with the situation in Russia / Ukraine; this conflict has made this situation even worse, and we see that potassium chloride will be lacking.

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There is no way to recover all of the demand in the Brazilian agribusiness market for this product.

We have seen and followed the evolution of the fertilizer business in some states closely; I will give you some numbers that I saw this morning.

Mato Grosso, fertilizers in Mato Grosso has already had over 70% turnover in the market, in Goiás 34% , Paraná 48% and Minas Gerais 25%.

What does this mean?

Farmers have anticipated their needs and are closing deals to ensure the supply of these inputs for crops.

Our recommendations to farmers are precisely in this direction, why? Because we have more time to work if we have an order confirmation now, of course.

On the other hand, we also do not want to cause a second problem which can also be a logistical problem.

We know everything that has happened with logistics since the beginning of the pandemic, this is not solved, and if we have a restrained fertilizer delivery issue, this can get even worse towards the end of the 2nd quarter and the beginning of the 3rd quarter.

At AgroGalaxy, what we have done is we have sought to ensure volume and price for our suppliers, and with this volume and price guaranteed, we go to the field and confirm deals with our customers.

I told you about the average of the markets we have already worked on at AgroGalaxy, and we have already had a turnover of 65% of our fertilizer plan for 2022.

So we are up-to-date with the market, working with suppliers to ensure the needs of our customers. And we see that those who leave this to later will really have problems with fertilizer availability, especially potassium chloride, at the beginning of the harvest.

Leonardo Alencar (Xp Investimentos): 01:10:30

Perfect! Just to reinforce a point here, you mentioned 65% this year Welles, last year would have a benchmark, so we know what the anticipation intensity has been this year?

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Welles Pascoal (Chief Executive Officer): 01:10:42

I can tell you that it was not higher than 35%... 30%, 35% in the same period.

Leonardo Alencar (Xp Investimentos): 01:10:50

That's great! And I don't know if you can share anything from the backlog, including Agrocat.

Mauricio Puliti (CFO): 01:10:57

I don't have Agrocat's backlog for December, Leo, but it's about 350 million today.

With the total portfolio, not only fertilizers, there must be about 100 million for fertilizers in it, but there is 350 million today.

Leonardo Alencar (Xp Investimentos): 01:11:15

Ok! That's great! Thank you all!

Mauricio Puliti (CEO): 01:11:17

But that portfolio, those 2 billion that we presented in December, is already much larger today than it was in December; it has already progressed a lot during these last two months, and we will even beat the order record in March now. We had had an order seasonality in 2020 of 40%, 47% last year, this year; it will be above 47%, so we are noticing what Welles said: farmers are anticipating their orders to ensure that we will have products available.

Because the price of the grain is helping, there are high incentives to plant.

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Leonardo Alencar (Xp Investimentos): 01:12:01

That's clear! That's great! Thank you all.

Operator: 01:12:07

I would like to remind you that in order to submit your questions, you must click on the #Q&A# icon at the bottom of the screen to write your #NAME#, #COMPANY#, and #LANGUAGE# and then enter the queue.

Our next question is from Carlos Herrera, a sell-side analyst for Condor Insider.

I'll read your question, which says:

Hello everyone, how's it going? I have three questions. 1 – How are the Eastern Europe problems disrupting the company's business, are they having difficulties acquiring products? and 2 – With the change in the scenario, is there a trend for customers to acquire seeds with a higher level of technology? 3 – Which of the company's revenue lines have the highest gross margins?"

Those were Carlos' questions.

Welles Pascoal (Chief Executive Officer): 01:13:00

Ok, Carlos.

I will try to answer, and my colleagues are also free to add on to any points you wish.

Speaking of a profitability issue for us, the lines with the highest profitability from a percentage perspective today

are specialties, no doubt, then seeds, agrochemicals, and fertilizers. That's the order from a percentage perspective.

Logically with the increase in fertilizer prices that we've noticed 150, 170 almost 200%, in absolute values, fertilizers have also contributed a lot to the company's results.

The Eastern European question I think we had already answered when we talked about fertilizers, logically this creates a rather large fertilizer supply problem.

On the other hand, it has also helped to pull and maintain the high curve of commodity prices, mainly when we consider soybeans, corn, and wheat.

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So what we see is this, on the one hand, this situation is causing problems; on the other hand, logically, this brings inflation, brings another series of problems for the country, but for agribusiness, the prices of agricultural commodities also become a positive factor.

The other question is about...

I didn't quite catch it... Level of technology?

Operator: 01:14:42

2 – With the change in the scenario, is there a trend for customers to acquire seeds with a higher level of technology?

Welles Pascoal (Chief Executive Officer): 01:14:46

Oh, yeah, seeds. Exactly!

Seeds, yes, the answer is yes, seeds have more incorporated technologies, and the farmer always seeks the best, he wants to protect his investments, and this means he wants to plant the best seeds available.

If we look at the next 10 years, with the product platforms such as fertilizers, agrochemicals, seeds, and specialties

, the greatest added value will come from seeds; certainly, the seed price trend is increasingly rising due to technology embedded in each grain that farmers plant.

Mauricio Puliti (CFO): 01:15:38

I think the third one is about Eastern Europe you've already mentioned in the question presented by Léo.

Operator: 01:15:43

3 – Which of the company's revenue lines have the highest gross margins?" That was the third one.

Mauricio Puliti (CFO): 01:15:54

The first one was the same as Leonardo's about fertilizers...

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Operator: 01:15:59

Ok... Perfect!

The Q&A session is now complete, and we would like to move on to the company's final remarks.

Welles Pascoal (Chief Executive Officer): 01:16:11

I would like to, on behalf of all my colleagues here, thank each of the participants; it was an honor for us to be able to share our earnings in the last quarter of 2021 as well as the full year.

I thank each of my colleagues here, Puliti, Sheilla, Pilar, and Daniel, who also helped us organize this session.

And we are at your disposal for any questions, comments, or suggestions you may have through our IR area.

It was a great pleasure.

Our commitment to you is that we will continue to work hard to be able to present at least the results you expect from our company.

Thank you!

I hope you all have a nice day.

Operator: 01:17:13

The AgroGalaxy earnings call for the 4th quarter of 2021 is over.

The Investor Relations department is available to answer other questions and concerns.

Many thanks to the participants and have a great day!