

EARNINGS  
RELEASE

4Q22

**SLC**  
Agrícola

## 4Q22 Earnings Release

**Porto Alegre, March 8<sup>th</sup>, 2023** - SLC AGRÍCOLA S.A. (B3: SLCE3; ADR: SLCJY; Bloomberg: SLCE3BZ; Reuters: SLCE3.SA) announces today its results for the fourth quarter of 2022. The following financial and operating information is presented in accordance with International Financial Reporting Standards (IFRS). The information was prepared on a consolidated basis and is presented in thousands of Brazilian real, except where stated otherwise.

**NOTE:** As from July 1<sup>st</sup>, 2021, the Company assumed control of the management and business guidelines of Terra Santa Agro S.A., which became a wholly-owned subsidiary of SLC Agrícola S.A. As from 3Q21, the consolidated interim financial statements of the Company incorporated the results of Terra Santa Agro S.A.

To maintain comparability between periods, all data for 2021 reflect the combination of the data reported by SLC Agrícola and Terra Santa Agro in both periods.

### Terms:

**In this Earnings Release, the terms below will have the following meaning:**

*“Combined Data”*: sum of the data reported by SLC Agrícola S.A. (Consolidated) and of the data reported by Terra Santa Agro S.A. (Parent Company), currently a wholly-owned subsidiary of SLC Agrícola S.A.

*“4Q21”*: means the data, based on the consolidated interim financial statements, that consider the operations of the Company and of its subsidiaries for the fourth quarter of 2021 (October to December).

*“4Q22”*: means the data, based on the consolidated interim financial statements, that consider the operations of the Company and of its subsidiaries for the fourth quarter of 2022 (October to December).

*“2021 combined”*: strictly means the sum of the data reported by SLC Agrícola S.A. (for 2021 – January to December 2021) and of the data reported by Terra Santa Agrícola S.A. (Parent Company, for 2021 – January to June 2021), currently a wholly-owned subsidiary of SLC Agrícola S.A.

*“2021”*: means the data, based on the consolidated interim financial statements, that consider the operations of the Company and of its subsidiaries for the whole of 2021 (January to December).

*“2022”*: means the data, based on the consolidated interim financial statements, that consider the operations of the Company and of its subsidiaries for the whole of 2022 (January to December).

*“HA”*: HA refers to the horizontal percentage alteration between two periods.

*“VA”*: VA refers to the percentage representativeness of the account over a given total.

# 4Q22 Videoconference

Date: March 09<sup>th</sup>, 2023

Thursday

Portuguese/English

(with simultaneous translation into English and Brazilian sign language)

Link for registration:

[https://tenmeetings.com.br/ten-events/#/webinar?evento=SLCAgricola4T22\\_240](https://tenmeetings.com.br/ten-events/#/webinar?evento=SLCAgricola4T22_240)

10:00 a.m. (Brasília)

8:00 a.m. (New York)

1:00 p.m. (London)

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# DASHBOARD

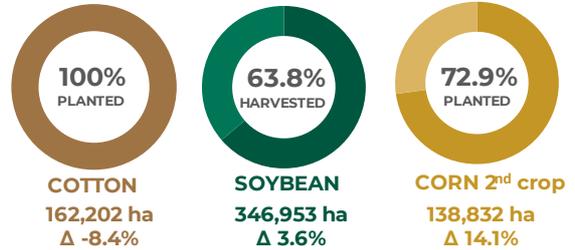
## WHERE WE ARE IN THE CYCLE



## MAIN OPERATING INDICATORS

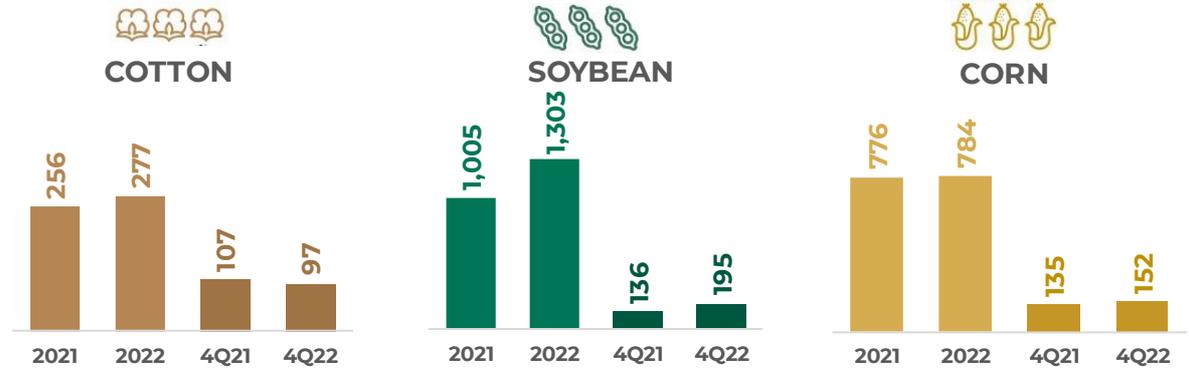
YIELDS (KG/ha)	CROP 2021/22	CROP 2022/23	%
	BUDGET (A)	BUDGET (B)	(B)x(A)
COTTON LINT 1 <sup>st</sup> CROP	1,871	1,927	3.0%
COTTON LINT 2 <sup>nd</sup> CROP	1,804	1,839	1.9%
COTTON SEED	2,299	2,372	3.2%
SOYBEAN (COMMERCIAL+SOYBEAN SEED)	3,765	3,918	4.1%
CORN 2 <sup>nd</sup> CROP	7,714	7,685	-0.4%

## HARVEST AND PLANTING 22/23 STATUS CROP

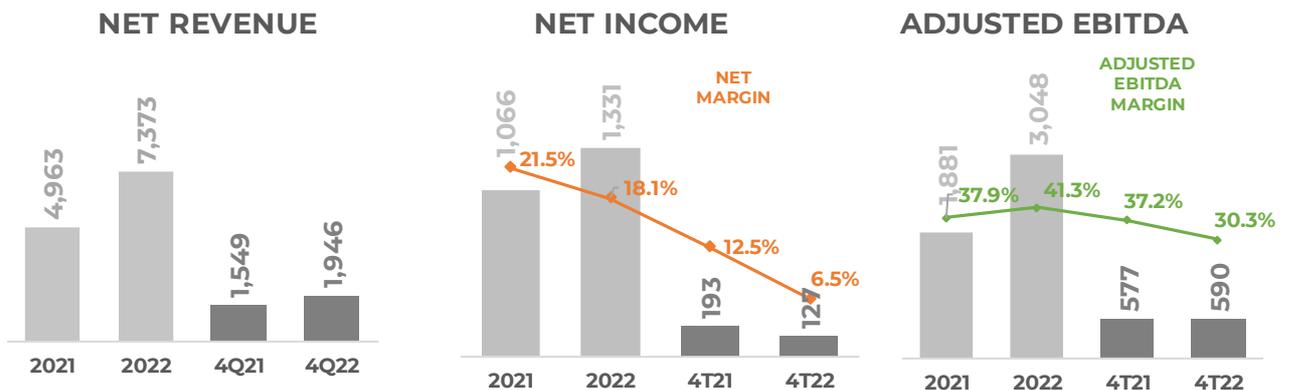


VARIATION (Δ) AGAINST PREVIOUS CROP

## VOLUME INVOICED (thd tons)



## FINANCIALS (R\$ MM)



## Message from Management

### 2022

The year 2022 began with many challenges, which included the goal to consolidate the operations acquired in 2021 (business combination with Terra Santa Agro and lease agreement with Agrícola Xingú), which was successfully achieved, thanks to the effective integration of people, processes and technologies. We were able to maintain efficiency despite the strong expansion of 45.1% in planted area compared to the 2020/21 crop year and the incorporation of approximately 1,000 new employees, with this transition of people extremely important for the operation's success.

Today, we have nearly 6,000 employees, 22 production units and around 670,000 hectares planted and connected. Our strategic discussions are guided by our Big Dream, which is "Positively impact future generations, being world leader in agricultural efficiency and respect for the planet." Our future is grounded in our Big Dream and in Phase 3 (current phase) of our strategy, based on the distance from the average, technology as a "game changer", Financial strength and efficiency connected with best ESG practices.

As we seek sustainable practices, we strengthen our connection to Future Generations. And on our journey to increase this connection between our business and ESG aspects, we were selected as components of the ISEB3, ICO2B3 and IGPTWB3 stock indexes, demonstrating our efforts to become a growing reference in agribusiness.

In addition, in May 2022, the Company was included in the Ibovespa (IBOV), the main stock index of the B3, marking the first time that our stock was included in the index since it was first listed on the exchange, in June 2007.

We ended the year with a solid financial position and new records. **Net Revenue reached R\$7.4 billion, while Net Income was R\$1.3 billion, with Net Margin of 18.1%. Adjusted EBITDA surpassed R\$3 billion, with adjusted EBITDA Margin of 41.3% and Free Cash Flow of some R\$1 billion, resulting in a comfortable leverage ratio of 0.77x.** A highlight was the significant increase in another important indicator, Return On Invested Capital, which ended the period at 30.1%, attesting to our efficiency and profitability.

On the operational front, we maintained good soybean yields in the 2021/22 crop year, despite the strong growth of 45% in planted area. The cotton and corn crops, which were affected by unfavorable weather, ended the crop year with yields below the initial budgets, which were partially offset by the higher prices invoiced.

Another important investment made by the Company was the capital allocation in share buyback programs, with it concluding, in July, the repurchase of two million (2,000,000) common shares. In addition, the Board of Directors approved a new share buyback program to acquire another four million (4,000,000) shares, which will be held in treasury for sale and/or cancellation.

The Company will propose, via the Management Proposal, the distribution of dividends corresponding to 50% of Parent Company net income (fiscal year 2022), i.e., R\$602 million. Of this amount, R\$71 million was paid as interest on equity in January 2023, to be incorporated into the calculation of the mandatory dividends.

In late June, the independent consulting firm Deloitte Touche Tohmatsu Ltda. Conducted an appraisal of the land properties owned by the Company, which were assessed at R\$9.3 billion, representing 34.7% appreciation in the portfolio from 2021, with the average arable hectare owned by the Company corresponding to R\$48,000.

More recently, on February 23, 2023, we disclosed a Material Fact notice on the capital allocation for the acquisition of 12,473.88 hectares of arable land located in the municipality of São Desidério, in the state of Bahia. The transaction value was R\$470 million, of which R\$55.1 million was allocated to improvements, with the value per arable hectare corresponding to R\$33,262.60. This capital allocation was a great investment opportunity, as demonstrated by the amounts and good conditions negotiated.

***Operational Scenario – 2022/23 Crop Year***

The 2022/23 crop year began with the planting of super-early and early soybean varieties, and we already have harvested 63.8% of the planted area, with yields in line with projections. The outlook for precipitation regimes in the Midwest and Northeast is positive. The first-crop cotton areas, which already have been planted and are in the plant development phase, are presenting high production potential. The planting of second-crop cotton ended in early February, while the second-crop corn planting is expected to be concluded by early March. To date, we also expect to deliver the projected yield given for both crops.

***2023/24 Crop Year Inputs Acquisitions***

For the 2023/24 crop year, for which planting will begin in September 2023, we already have begun purchases and hedged most of the fertilizer demand (68% of demand for phosphate fertilizers, 50% of potassium chloride, 41% of nitrogen and 50% of glyphosate needs). We are closely following the market and will make new purchases aligned with the Company's strategy, i.e., pursuing the best exchange ratio between input prices vs. commodity prices.

***Seeds***

Aiming to add value and diversify the Company's product portfolio, the seeds business has been delivering good results, with low investments, good margins and strong growth in terms of production and sales.

For soybean seeds, sales volume combined with internal consumption reached 856,000 bags (200,000 seeds). For cotton seeds, sales volume combined with own consumption amounted to 116,471 bags (200,000 seeds). Our seeds have an average quality indicator above 90% official germination (SLC Seeds Guarantee program).

In this earnings release we are presenting the breakdown of operations by segment, with emphasis on the seeds business. The purpose of this opening is to share the results obtained in this business, which aims to add value to our investors. As can be seen in table 26, in 2022 the seeds business has already added value, delivering an EBITDA of R\$100.2 million with an EBITDA margin of 22.5% and a Net Profit of R\$57.4 million with a net margin of 12.9%. For further details, see table 26 of this release.

Our vision is to maximize the growth opportunities for this business, which is why we partnered with Kothe Logística, which built a new processing and storage unit in Mato Grosso. This project, which is fully refrigerated, will increase production capacity by over 1 million bags of soybean seeds in the coming years, marking the presence of SLC Sementes in one of Brazil's main seed producing states.

***ESG***

In 2022, we formed the Statutory Audit Committee, which further strengthens our corporate governance and improves our internal controls and risk management.

We also advanced by increasing the number of certifications obtained for our units. The Company's Integrated Management System, which standardizes its ESG management policies and procedures, holds ISO 14001, ISO 45001 and NBR 16001 certifications for 13 units, which include our headquarters and 12 farms, as well as ISO 9001 certification for seven farms.

Each quarterly earnings release of the Company features its actions on the ESG front. During the year, we discussed Diversity, Equity and Inclusion and our communication with stakeholders. We also explained our greenhouse gas inventory process to strengthen stakeholder relations and increase transparency on our actions related to our good governance practice. In addition, we shared information on our Integrated Report, which was prepared in accordance with the Global Reporting Initiative (GRI), the Sustainability Accounting Standards Board (SASB) and the Task Force on Climate-Related Financial Disclosures (TCFD).

This earnings release, the subject is the sustainability index and the Carbon Disclosure Project (CDP).

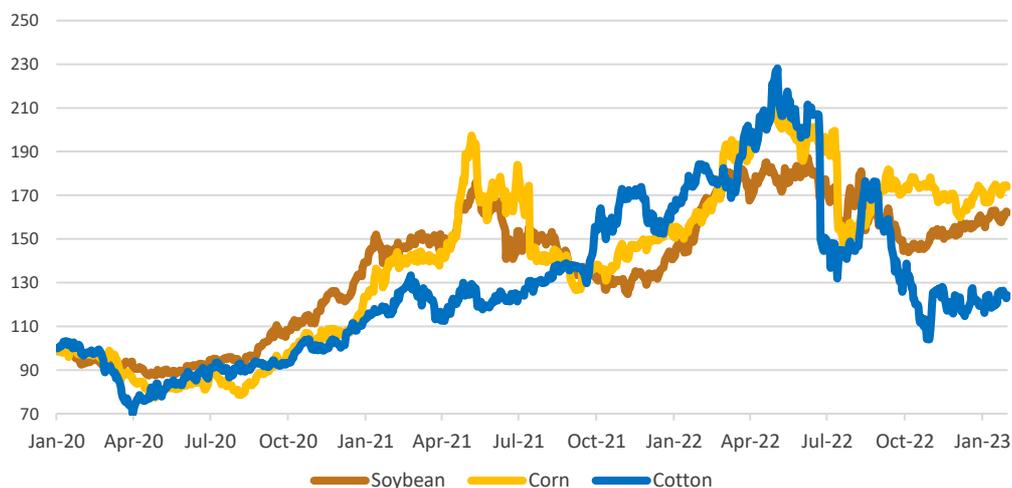
Lastly, we thank our employees and stakeholders for yet another year of success!

**The Management.**

## Market Overview

### Commodities

Figure 1 - Price Variations, Selected Commodities, January/2020 to January/2023

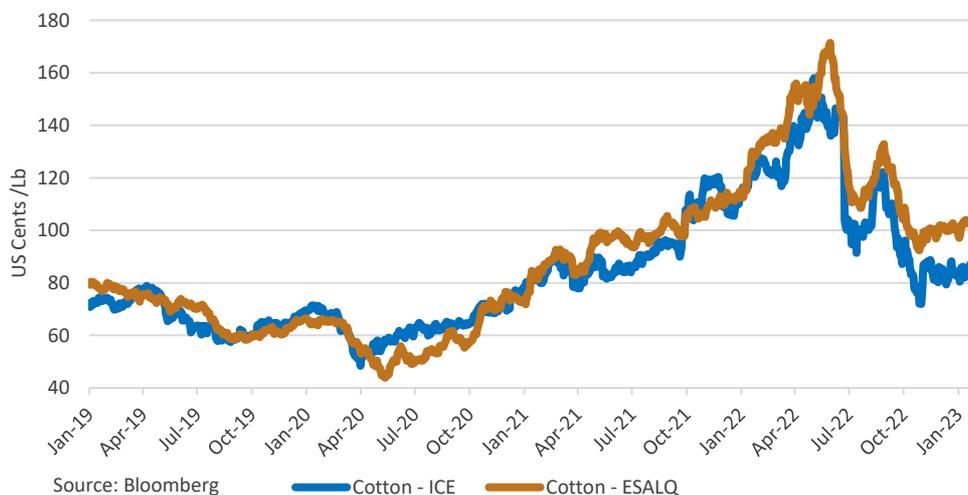


Source: Bloomberg

### Cotton

Policies restricting mobility in China and uncertainties regarding a global economic recession, which could impact cotton consumption, were key factors heavily influencing international cotton prices.

Figure 2 - Cotton Prices in International Markets vs. Brazil

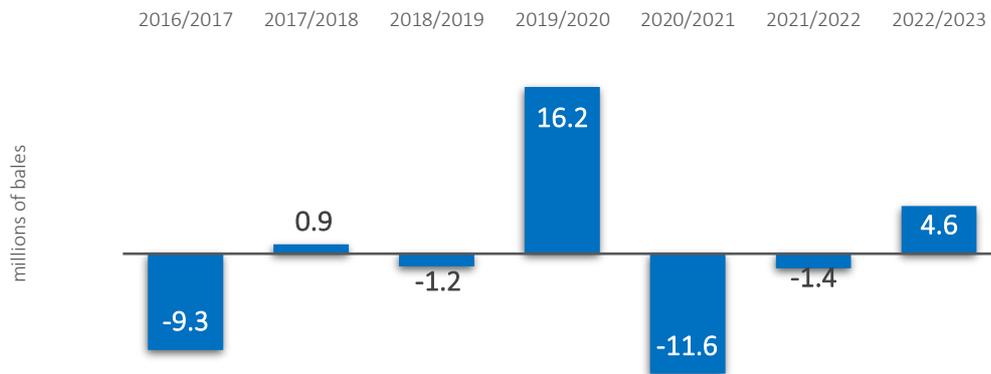


Source: Bloomberg

The fourth quarter of 2022 was marked by cotton prices in the international market remaining stable at around 80 ct/lb. Expectations for global cotton consumption of 110.9 million bales for the 2022/23 crop year, according to USDA forecasts, and for production of 115.4 million bales, have been collaborating for the global supply-demand balance to end the current cycle with a surplus of 4.6 million bales, after two straight years of deficits.

This phenomenon should directly affect the global cotton market, since the United States is currently the world’s main cotton exporter. Amid the current scenario of losses, there is a natural tendency for Brazil to increase its market share and consolidate its position as a key player in the world’s textile chain and the world’s second largest cotton exporter.

Figure 3 – Cotton -World Supply-Demand Balance



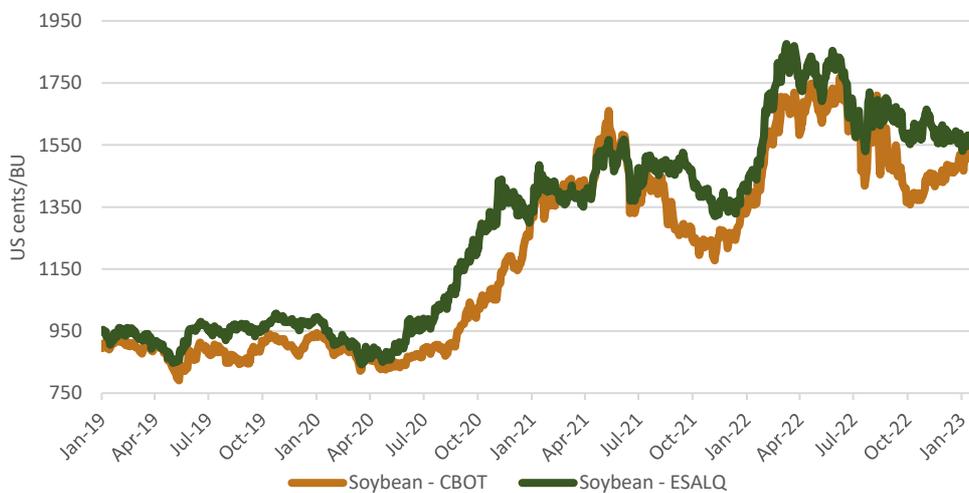
Source:USDA

The current scenario’s numbers reflect the losses registered by the world’s main producers, especially the United States, where the drought in 2022 was responsible for reducing the country’s crop yields, resulting in final production of approximately 14.7 million bales, which is one of the lowest levels of the recent past.

### Soybean

The paths of soybean spot prices on the CBOT and prices for the grain based on the Paranaguá/CEPEA reference converged during the fourth quarter of 2022

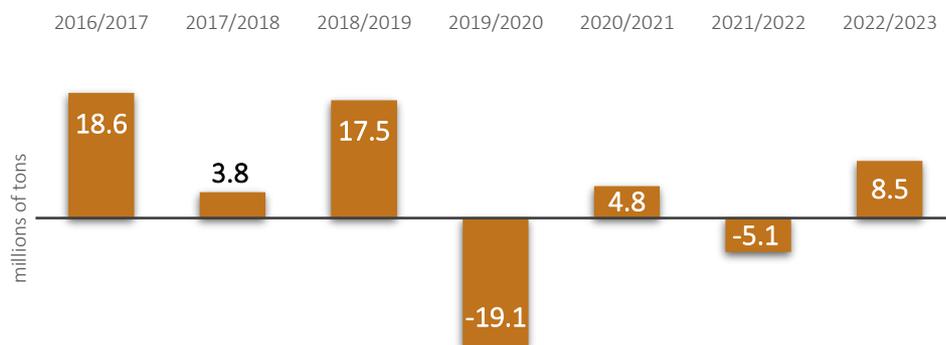
Figure 4 - Soybean – Price in International Market vs. Brazil



Source: Bloomberg

With the previous cycle (2021/22) marked by losses caused by the adverse weather linked to the La Niña phenomenon in Brazil’s South, the 2022/23 crop year also has been characterized by lower potential yield due to the duration of this adverse weather in 2022. The world supply-demand balance for the 2022/23 cycle should register a surplus, with production outstripping consumption by around 8.5 million tons, following the deficit of 5.1 million tons in 2021/22.

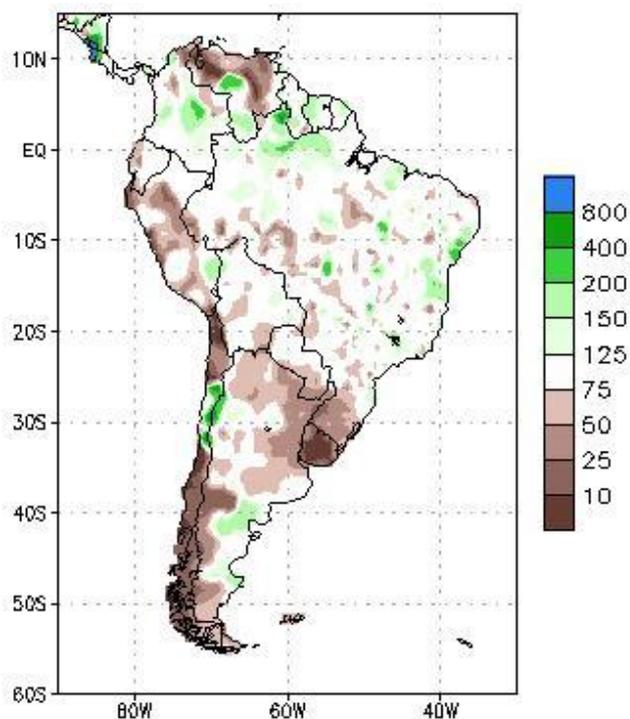
Figure 5 - Soybean – World Supply-Demand Balance



Source: USDA

As such, key soybean producing regions in southern South America, which are still in development, have been facing uncertainties as to their final soybean production estimates, especially Argentina, which initially estimated total production of 51.0 million tons and recently revised this figure to 33.5 million tons amid a challenging weather scenario for consolidating its final balance. Once again, development of the South America soybean crop will be key to consolidating the world supply-demand balance at current estimated levels.

Figure 6 - Anomaly in terms of water deficit in South America – November 26<sup>th</sup> 2022 to 23<sup>rd</sup> February 2023

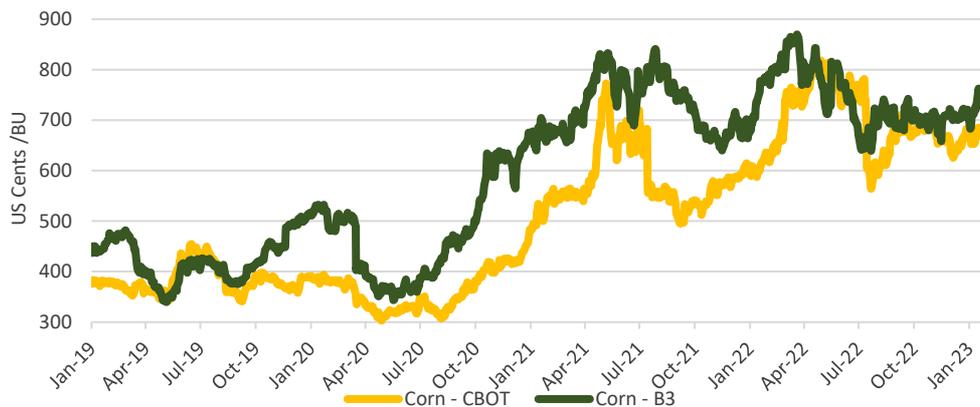


Source: CPC Unified (gauge-based & 0.5x0.5x deg resolution) Precipitation Analysis Climatology (1991-2020)

**Corn**

Corn prices in spot contracts on the CBOT and in Brazil's domestic market registered high volatility in the fourth quarter of 2022.

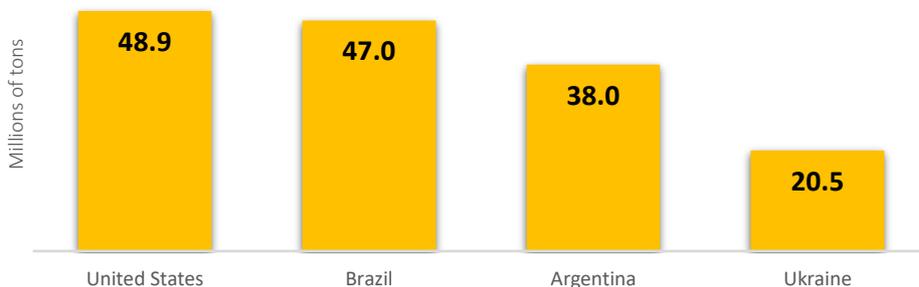
Figure 7 - Corn Prices in International Market vs. Brazil



Source: Bloomberg

In a quarter marked by the planting of corn crops under irregular humidity conditions in important corn producing regions of Brazil's South and Argentina, the world still suffers with the uncertainties caused by the Russia vs. Ukraine conflict, a scenario with repercussions on global exports in the main producing countries, which could increase price volatility.

Figure 8 - Global Corn Exports 2022/2023, top global exporters



Source: USDA

Currently, the difference in global supply and demand should result in a deficit, with consumption outstripping production by approximately 6.8 million tons.

Figure 9 - Corn - Global Balance of Supply and Demand



Source: USDA

Currently, the difference in global supply and demand should result in a deficit, with consumption outstripping production by approximately 6.8 million tons.

## Operational Performance – 2021/22 Crop Year

### Planted Area

The following table presents the final data on planted area for the 2021/22 crop year and a comparison with the previous crop year. For more details, see the Additional Information section of this document.

**Table 1 - Planted Area by Crop - 2020/21 x 2021/22 Crop Years**

Crop Mix	Planted Area	Planted Area	Share	Δ%
	2020/21	2021/22	2021/22	
	-----ha-----		%	
<b>Cotton</b>	<b>109,605</b>	<b>176,985</b>	<b>26.3%</b>	<b>61.5%</b>
Cotton lint 1 <sup>st</sup> crop	78,011	86,357	12.9%	10.7%
Cotton lint 2 <sup>nd</sup> crop	31,594	90,628	13.5%	186.9%
<b>Soybean (Commercial + Seed)</b>	<b>229,449</b>	<b>334,891</b>	<b>49.8%</b>	<b>46.0%</b>
<b>Corn 2<sup>nd</sup> crop</b>	<b>106,470</b>	<b>121,633</b>	<b>18.1%</b>	<b>14.2%</b>
Other Crops <sup>(1)</sup>	17,643	38,437	5.7%	117.9%
<b>Total Area</b>	<b>463,167</b>	<b>671,946</b>	<b>100.0%</b>	<b>45.1%</b>

<sup>(1)</sup> Other Crops (First-crop corn 11,737 ha, Corn seed 607 ha, Popcorn 1,940 ha, Wheat 1,720 ha, Cattle 4,932, Brachiaria seed 6,684 ha, Mungo bean 10,003, Sesame 114 ha and Stylosanthes 700 ha) amounted to 38,437 ha.

### Yields

**Table 2 - Achieved Yields 2021/22 Crop Year**

Yields (kg/ha)	2020/21	2021/22	2021/22	Δ%	Δ%
	Crop year	Crop year	Crop year		
	Achieved (a)	Budget (b)	Achieved (c)	(c) x (a)	(c) x (b)
Cotton lint 1 <sup>st</sup> crop	1,913	1,871	1,682	-12.1%	-10.1%
Cotton lint 2 <sup>nd</sup> crop	1,689	1,804	1,305	-22.7%	-27.7%
Cotton seed	2,312	2,299	1,833	-20.7%	-20.3%
Soybean (Commercial + Seed)	3,985	3,765	3,974	-0.3%	5.6%
Corn 2 <sup>nd</sup> crop	5,880	7,714	6,303	7.2%	-18.3%

The fourth quarter of 2022 was marked by grain shipments and the final phase of cotton processing.

#### Commercial Soybean

The harvest was concluded with a yield of 3,974 kg/ha, 5.6% above budget and 31.3% above the national average (CONAB, Feb/23).

#### Soybean Seeds

Sales volume combined with internal consumption reached approximately 856,000 bags (200,000 seeds), with an average quality indicator above 90% official germination (SLC Sementes Garante). To serve the market, we currently hold licenses for four brands for direct sales (Brasmax, TMG, Monsoy, Genética HO, Golden Harvest) and two verticalized brands (BASF Credenz and Seedcorp HO).

#### Cotton Seeds

Sales volume combined with internal consumption was 116,471 bags (200,000 seeds), with an average minimum quality indicator of 90% official germination (SLC Sementes Garante). We currently hold licenses for three cotton seed brands (TMG, IMAmt, BASF Fibermax) to offer our clients a diversified product portfolio.

#### First-Crop Cotton

With the end of cotton lint processing, the final yield was 1,682 kg/hectare, 10.1% below budget. As informed last quarter, the cotton crop was affected by severe water scarcity in March and April in the state of Bahia, causing a decline in yield.

## Second-Crop Cotton

Second-crop cotton ended the period with a yield of 1,305 kg/ha of cotton lint, which is 27.7% below budget. The reduction in yield was observed in the state of Mato Grosso due to atypical water scarcity in March, April, and May. In addition, frost events interrupted the crop cycle and suspended the formation of cotton bolls.

## Second-Crop Corn

The yield of second-crop corn was 7.2% higher than in the 2020/21 crop year and 18.3% below budget, at 6,303 kg/ha. In relation to the national average, the yield was 20.1% higher (Feb/23 CONAB). Similar to second-crop cotton, corn also was affected by water scarcity, due to low temperatures for the region and frost events, which adversely affected its development.

## Production Cost - 2021/22 Crop Year

Table 3 - Budgeted Costs - 2021/22 Crop Year

%	Cotton	Soybean	Corn	Average 2021/22	Average 2020/21
<b>Variable Costs</b>	<b>81.5</b>	<b>76.6</b>	<b>80.8</b>	<b>79.6</b>	<b>79.9</b>
Seeds	10.7	15.7	17.5	12.7	10.5
Fertilizers	26.1	19.1	42.6	25.4	21.4
Crop Protection	20.2	21.3	6.2	18.8	24.4
Air Spraying	1.6	0.8	1.1	1.3	1.8
Fuels and Lubricants	4.2	5.4	4.9	4.6	3.9
Labor	0.9	0.9	0.8	0.8	0.8
Ginning	7.5	1.6	1.4	4.8	6.5
Maintenance	4.4	4.3	3.1	4.1	4.1
Others	5.9	7.5	3.2	7.1	6.5
<b>Fixed Costs</b>	<b>18.5</b>	<b>23.4</b>	<b>19.2</b>	<b>20.4</b>	<b>20.1</b>
Labor	6.9	8.2	6.3	7.2	7.7
Depreciation and amortizations	3.9	5.6	4.1	4.4	4.8
Right-of-Use Amortization - Leasing	5.4	6.9	6.6	6.2	5.1
Others	2.3	2.7	2.2	2.6	2.5

Table 4 - Production Cost in R\$/hectare, 2021/22 Crop Year

Total (R\$/ha)	Achieved 2020/21 <sup>(1)</sup> (a)	Budget 2021/22 (b)	Achieved 2021/22 (c)	Δ% (c x b)	Δ% (c x a)
Cotton 1 <sup>st</sup> crop	10,971	12,658	12,580	-0.6%	14.7%
Cotton 2 <sup>nd</sup> crop	9,951	10,863	10,191	-6.2%	2.4%
Soybean	3,529	4,131	4,283	3.7%	21.4%
Corn 2 <sup>nd</sup> crop	2,990	3,939	3,711	-5.8%	24.1%
<b>Total Average Cost</b>	<b>5,629<sup>(2)</sup></b>	<b>6,528<sup>(2)</sup></b>	<b>6,425<sup>(2)</sup></b>	<b>-1.6%</b>	<b>14.1%</b>

<sup>(1)</sup> Figures may suffer changes by the end of cotton processing and the sale of grains.

<sup>(2)</sup> Weighted by areas in the 2021/22 crop year to avoid impacts from changes in the product mix.

The costs per hectare budgeted for the 2021/22 crop year registered a decrease compared to our initial estimate. The average cost increase in BRL went from **16.1% to 14.1%** compared to that of the 2020/21 crop year, with the lower yield leading to savings in variable production costs. The main factors contributing to this increase were:

- (i) higher prices for our main inputs, such as seeds and fertilizers;
- (ii) higher costs with fuel and energy (increases in price and rates);
- (iii) higher costs with leases, which are linked to the price of soybean bags. Higher price of soybean bag and increase in the planted area on leased properties, from 54% (2020/21 crop year) to 66% (2021/22 crop year).

## Operational Performance – 2022/23 Crop Year

### Planted Area

Compared to the last earnings release, we made some changes during the soybean planting and harvest that affected planted areas for first- and second-crop cotton and second-crop corn: reduction of 0.8% in the soybean area, which was transferred to first-crop cotton, and reduction of 5.2% in the cotton area, which was transferred to second-crop corn. These changes were necessary due to the unfavorable weather, which delayed the soybean cycle, in order to achieve the best development potential for each crop and higher profitability.

Table 5 - Planted Area by crop - 2022/23 initial planting intention x 2022/23 planted area forecast

Crop Mix	Planted Area	Planted Area	Share	Δ%
	2022/23 First Intention	2022/23 <sup>(1)</sup> Forecast	2022/23	
	-----ha -----		%	
<b>Cotton</b>	<b>171,114</b>	<b>162,202</b>	<b>24.2%</b>	<b>-5.2%</b>
Cotton 1 <sup>st</sup> Crop	83,290	85,894	12.8%	3.1%
Cotton 2 <sup>nd</sup> crop	87,284	76,308	11.4%	-12.6%
<b>Soybean (Commercial + Seed)</b>	<b>349,716</b>	<b>346,953</b>	<b>51.7%</b>	<b>-0.8</b>
<b>Corn 2<sup>nd</sup> crop</b>	<b>129,830</b>	<b>138,832</b>	<b>20.7%</b>	<b>6.9%</b>
Other crops <sup>(2)</sup>	17,225	22,729	3.4%	32.0%
<b>Total Area</b>	<b>667,885</b>	<b>670,716</b>	<b>100.0%</b>	<b>-0.4%</b>

<sup>(1)</sup> Weather factors may affect the planted area forecast.

<sup>(2)</sup> Other crops (Brachiaria Seed 8,134.00 ha, Stylosanthes Seed 816.02 ha, Bean 1,336.08 ha, Sesame 4,048.24 ha, Millet Seed 523,26 ha, First-crop Corn 1,133.88 ha, Corn Seed 667.46 ha, Cattle 4,057.99 ha, Sorghum 1,083.82 ha and Wheat 927.98 ha) amounted to 22,728.73 ha.

### Yields

Table 6 - Projected Yields 2022/23

Yields (kg/ha)	2021/22 Crop Year	2022/23 Crop Year	Δ%
	Budget (a)	Budget (b)	(b) x (a)
Cotton lint 1 <sup>st</sup> crop	1,871	1,927	3.0%
Cotton lint 2 <sup>nd</sup> crop	1,804	1,839	1.9%
Cotton seed	2,299	2,372	3.2%
Soybean (Commercial + Seed)	3,765	3,918	4.1%
Corn 2 <sup>nd</sup> crop	7,714	7,685	-0.4%

The increases in yield estimates for 2022/23 reflect our expectation regarding the production potential of the crops.

#### Commercial Soybean

Harvesting began on January 5 and, as of March 1<sup>st</sup>, 63.8% of the 346,953 ha planted had been harvested, with yield in line with the budget.

#### Soybean Seeds

For 2023, we estimate sales to third parties and internal consumption of 1,119,800 bags of soybean seeds, with an average quality indicator above 90% official germination (SLC Seeds Guarantee). Today, we produce soybean seed in 5 states and remain fully focused on maintaining quality and meeting our clients' needs.

#### Cotton Seeds

In 2023, we estimate sales to third parties and internal consumption of 121,500 bags of cotton seeds, with an average minimum quality indicator of 90% official germination (SLC Seeds Guarantee).

#### First- and second-crop cotton

The planted area remained within the planting window and the areas already are transitioning from the plant development phase to the flowering phase and presenting good potential to achieve the budgeted yield. The second-crop cotton planting began after the harvest of early soybean varieties, in January 2023, and ended in early February.

## Second-Crop Corn

The second-crop corn planting began in the last week of January 2023, accompanying the progress in harvesting early soybean varieties and the conclusion of second-crop cotton planting. As of March 1<sup>st</sup>, 72.9% of the 139,000 ha area had been planted, and planting should be concluded by early March.

## Production Cost - 2022/23 Crop Year

Table 7 - Breakdown of Production Costs by Crop (%) 2022/23 Crop Year

%	Cotton	Soybean	Corn	Average 2022/23	Average 2021/22
<b>Variable Costs</b>	<b>82.9</b>	<b>75.5</b>	<b>81.8</b>	<b>80.2</b>	<b>79.6</b>
Seeds	8.7	15.3	19.0	12.0	12.7
Fertilizers	25.2	18.9	36.5	24.0	25.4
Crop Protection	23.4	21.8	12.4	21.5	18.8
Air Spraying	1.1	0.9	0.9	1.0	1.3
Fuels and Lubricants	4.4	5.3	4.8	4.7	4.6
Labor	0.8	0.8	0.5	0.7	0.8
Ginning	9.1	2.2	2.4	5.9	4.8
Maintenance	3.9	4.0	2.7	3.7	4.1
Others	6.3	6.3	2.6	6.7	7.1
<b>Fixed Costs</b>	<b>17.1</b>	<b>24.5</b>	<b>18.2</b>	<b>19.8</b>	<b>20.4</b>
Labor	5.3	6.8	5.2	5.8	7.2
Depreciation and amortizations	3.8	6.2	4.2	4.7	4.4
Right-of-Use Amortization - Leasing	5.9	8.8	6.8	7.1	6.2
Others	2.1	2.7	2.0	2.2	2.6

Table 8 - Production Cost in R\$/hectare, 2022/23 Crop Year

Total (R\$/ha)	Budget 2021/22 <sup>(1)</sup>	Budget 2022/23	Δ%
Cotton 1 <sup>st</sup> crop	12,658	15,163	19.8%
Cotton 2 <sup>nd</sup> crop	10,863	13,677	25.9%
Soybean	4,131	5,223	26.4%
Corn 2 <sup>nd</sup> crop	3,939	4,867	23.5%
<b>Total Average Cost</b>	<b>6,364<sup>(2)</sup></b>	<b>7,649<sup>(2)</sup></b>	<b>20.2%</b>

<sup>(1)</sup> Figures may suffer changes by the end of cotton processing and the sale of grains.

<sup>(2)</sup> Weighted by areas in the 2022/23 crop year to avoid impacts from changes in the product mix.

The costs per hectare budgeted for the 2022/23 crop year registered an average increase in Brazilian real of 20.2% compared to budgeted costs in 2021/22 crop year, reflecting mainly the higher prices of our main inputs. Currently, 56.9% of cost is indexed to the U.S. dollar (seeds, fertilizers, and crop protection), with a correlation with commodity prices. In addition, the remaining portion of production cost is fixed in Brazilian real (43.1%) and affected by inflation, which caused a price increase in other relevant factors composing costs, such as fuel, energy, and freight.

## Financial Performance

### Income Statement Analysis

In the third quarter of 2021, we began reporting accounting information considering the merger of Terra Santa Agro S.A. (wholly-owned subsidiary of SLC Agrícola), which is now named **SLC Agrícola Centro-Oeste S.A.** Therefore, 4Q21 and 4Q22 already are fully comparable periods. However, the 2021 vs. 2022 comparison still requires presenting results on a combined basis. For comparison purposes, we are reporting the period 2021 on a combined basis, i.e., the sum of the numbers for 2021 of SLC Agrícola S.A. and 1Q21 and 2Q21 of Terra Santa Agro S.A. (parent company).

### Adjusted EBITDA

In 4Q22, adjusted EBITDA was **R\$589.6 million**, representing **growth of 2.2%** and adjusted EBITDA margin of **30.3%**. Adjusted EBITDA increased 12.7 million in 4Q22 compared to 4Q21, with the main variation the growth in gross income of R\$26.1 million, which was partially offset by general and administrative expenses.

In the year, we set a new record for Adjusted EBITDA, which surpassed **R\$3 billion, increasing 62.0%** on the prior-year period. Adjusted EBITDA margin ended the period at **41.3%**, expanding 3.4 p.p. on the prior year, with this strong growth driven substantially by the increase of **63.7%** in Gross Income (ex-Biological Assets), which in turn reflects the higher margins obtained.

Table 9 - Adjusted EBITDA Reconciliation

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA
Net Revenue	4,963,121	4,363,210	7,373,034	48.6%	1,549,499	1,945,970	25.6%
Variation in Fair Value Biological Assets <sup>(3)</sup>	2,234,366	1,961,159	2,216,676	-0.8%	378,097	376,191	-0.5%
(-) Cost of Goods Sold	(4,801,292)	(4,076,725)	(6,458,411)	34.5%	(1,378,058)	(1,765,132)	28.1%
Cost of Goods Sold	(3,063,222)	(2,651,291)	(4,220,730)	37.8%	(928,945)	(1,299,266)	39.9%
Realiz. in Fair Value Biological Assets <sup>(4)</sup>	(1,738,070)	(1,425,434)	(2,237,681)	28.7%	(449,113)	(465,866)	3.7%
<b>Gross Income</b>	<b>2,396,195</b>	<b>2,247,644</b>	<b>3,131,299</b>	<b>30.7%</b>	<b>549,538</b>	<b>557,029</b>	<b>1.4%</b>
(-) Sales Expenses	(279,205)	(212,559)	(379,664)	36.0%	(88,658)	(144,566)	63.1%
(-) Gen. & admin. expenses	(255,081)	(222,496)	(260,230)	2.0%	(67,322)	(68,695)	2.0%
General and administrative	(150,048)	(124,286)	(175,815)	17.2%	(32,552)	(52,056)	59.9%
Profit share program	(105,033)	(98,210)	(84,415)	-19.6%	(34,770)	(16,639)	-52.1%
(-) Administrative Fees	(21,761)	(18,953)	(24,374)	12.0%	(4,620)	(4,903)	6.1%
(-) Other operating revenues (loss)	130,119	119,731	38,262	-70.6%	13,916	(5,722)	-141.1%
<b>(=) Income from Activity</b>	<b>1,970,267</b>	<b>1,913,367</b>	<b>2,505,293</b>	<b>27.2%</b>	<b>402,854</b>	<b>333,143</b>	<b>-17.3%</b>
(+) Deprec. & amortization	156,016	145,870	177,813	14.0%	46,315	52,693	13.8%
<b>EBITDA</b>	<b>2,126,283</b>	<b>2,059,237</b>	<b>2,683,106</b>	<b>26.2%</b>	<b>449,169</b>	<b>385,836</b>	<b>-14.1%</b>
(-) Var. in Fair Value Biological Assets <sup>(3)</sup>	(2,234,366)	(1,961,159)	(2,216,676)	-0.8%	(378,097)	(376,191)	-0.5%
(+) Realiz. Fair Value Biological Assets <sup>(4)</sup>	1,738,070	1,425,434	2,237,681	28.7%	449,113	465,866	3.7%
(+) Low Fixed Assets <sup>(2)</sup>	65,349	12,781	5,806	-91.1%	4,128	1,964	-52.4%
(+) Other Trans. Prop., Plant and Equip <sup>(2)</sup>	835	835	278	-66.7%	218	102	-53.2%
(+) Cost of Sale Land	-	-	277	n.m.	-	-	-
(+) Amortization adjust. IFRS-16 <sup>(5)</sup>	169,498	133,287	310,745	83.3%	46,431	102,638	121.1%
(+) Achievement added value	14,832	14,832	25,861	74.4%	5,923	9,413	58.9%
<b>Adjusted EBITDA <sup>(1,2,5)</sup></b>	<b>1,880,501</b>	<b>1,685,247</b>	<b>3,047,078</b>	<b>62.0%</b>	<b>576,885</b>	<b>589,628</b>	<b>2.2%</b>
<b>Adjusted EBITDA Margin <sup>(1 and 2)</sup></b>	<b>37.9%</b>	<b>38.6%</b>	<b>41.3%</b>	<b>3.4p.p.</b>	<b>37.2%</b>	<b>30.3%</b>	<b>-6.9p.p.</b>

<sup>(1)</sup> Excludes the effects from Biological Assets, since they are noncash. <sup>(2)</sup> Excludes Write-offs of Property, Plant and Equipment and Other Property, Plant and Equipment Transactions, which are noncash. <sup>(3)</sup> Variation of the fair value of Biological Assets (Note 32 of the Annual Financial Information-DF). <sup>(4)</sup> Realization of the fair value of Biological Assets (Note 31 of the Annual Financial Information-DF). <sup>(5)</sup> Amortization of right-of-use assets - leases.

Table 10 - Net Revenue

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Net Revenue</b>	<b>4,963,121</b>	<b>4,363,210</b>	<b>7,373,034</b>	<b>48.6%</b>	<b>1,549,499</b>	<b>1,945,970</b>	<b>25.6%</b>
Cotton lint	2,383,537	2,087,461	2,930,972	23.0%	1,046,193	916,576	-12.4%
Cotton seed	354,810	348,928	380,070	7.1%	175,286	126,479	-27.8%
Soybean	1,881,516	1,673,697	2,973,363	58.0%	354,615	522,263	47.3%
Corn	527,282	518,078	710,473	34.7%	138,889	170,702	22.9%
Cattle Herd	59,377	59,377	110,862	86.7%	39,736	34,938	-12.1%
Others	346,559	261,620	272,919	-21.2%	120,716	101,935	-15.6%
FX Hedge income	(589,960)	(585,951)	(5,625)	-99.0%	(325,936)	73,077	n.m.

Table 11 - Volume Invoiced

(Tons)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Volume Invoiced</b>	<b>2,489,038</b>	<b>2,247,665</b>	<b>2,737,381</b>	<b>10.0%</b>	<b>546,731</b>	<b>579,351</b>	<b>6.0%</b>
Cotton lint	255,993	219,846	277,222	8.3%	106,923	97,399	-8.9%
Cotton seed	320,168	310,709	300,647	-6.1%	136,773	104,525	-23.6%
Soybean	1,004,595	862,097	1,247,552	26.9%	136,162	195,277	43.4%
Corn	775,925	765,385	783,768	1.0%	135,450	152,047	12.3%
Other	132,357	89,628	101,192	-23.5%	31,423	30,103	-4.2%

Table 12 - Volume Invoiced

(Heads)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Volume Invoiced</b>	<b>13,285</b>	<b>13,285</b>	<b>24,318</b>	<b>83.0%</b>	<b>8,971</b>	<b>7,908</b>	<b>-11.8%</b>
Cattle Herd	13,285	13,285	24,318	83.0%	8,971	7,908	-11.8%

Net Revenue increased **25.6%** in 4Q22 compared to 4Q21, mainly due to the higher prices invoiced for all crops, despite the lower volumes invoiced for cotton, cotton seed and corn. In 4Q22, we delivered record-high Net Revenue of **R\$1.945** billion.

In 2022, Net Revenue was R\$7.373 billions, another record for the Company, due to the higher prices invoiced for all crops.

Table 13 - Variation in Fair Value of Biological Assets

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Variation in Fair Value of Biological Assets</b>	<b>2,234,366</b>	<b>1,961,159</b>	<b>2,216,676</b>	<b>-0.8%</b>	<b>378,097</b>	<b>376,191</b>	<b>-0.5%</b>
Cotton lint	735,188	623,001	581,567	-20.9%	-	-	-
Cotton seed	142,728	143,838	43,928	-69.2%	-	-	-
Soybean	1,269,774	1,096,470	1,464,402	15.3%	369,317	385,638	4.4%
Corn	67,143	79,678	127,214	89.5%	-	(1,574)	n.m.
Cattle Herd	18,177	18,177	1,650	-90.9%	7,433	(7,873)	n.m.
Other	1,356	(5)	(2,085)	n.m.	1,347	-	-100.0%

The calculation of Variation in Fair Value of Biological Assets ("VFVBA") reflects the estimated gross margin (sale price at farm less unit costs incurred) of crops undergoing significant biological transformation in the calculation period.

In 4Q22, we began the apportionment of Fair Value Variation for the 2022/23 soybean crop. Soybean VFVBA increased 4.4% in 4Q22 compared to 4Q21, reflecting the slight increase in the area ready for harvest and higher yield expectations. Cattle VFVBA registered negative apportionment of R\$7.9 million in the quarter, mainly due to the expectation of margins pressured by the lower prices and higher unit cost.

In 2022, cotton and cottonseed VFVBA decreased from 2021. Despite the larger planted area and higher prices, yield decreased in the 2021/22 crop year compared to the previous cycle.

Soybean VFVBA increased in 2022 reflecting the expectation of better margins for 2021/22 vs. 2020/21.

## Cost of Goods Sold

Table 14 - Costs of Goods Sold

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Cost of Goods Sold</b>	<b>(3,063,222)</b>	<b>(2,651,291)</b>	<b>(4,220,730)</b>	<b>37.8%</b>	<b>(928,945)</b>	<b>(1,299,266)</b>	<b>39.9%</b>
Cotton lint	(1,220,756)	(1,082,365)	(1,831,639)	50.0%	(557,878)	(824,506)	47.8%
Cotton seed	(134,769)	(133,245)	(140,849)	4.5%	(54,446)	(55,134)	1.3%
Soybean	(986,071)	(793,574)	(1,449,659)	47.0%	(144,253)	(263,883)	82.9%
Corn	(428,642)	(420,625)	(542,399)	26.5%	(81,096)	(101,944)	25.7%
Cattle Herd	(53,800)	(53,800)	(119,413)	122.0%	(39,289)	(38,705)	-1.5%
Other	(239,184)	(167,682)	(136,771)	-42.8%	(51,983)	(15,094)	-71.0%

Cost of goods sold increased 39.9% in the quarter, due to the higher sales volume in the period and increase in unit cost for all crops. In addition, cotton, cotton seed and corn were affected by the yield achieved in 2021/22 crop year, which increased unit cost.

Cost of goods sold increased 37.8% in 2022 compared to 2021, with the main factor the higher unit cost in 2021/22 crop year, which is substantially explained by the 14.1% increase in cost per hectare compared to the 2020/21 crop year, combined with the lower cotton and corn yields.

Table 15 - Realization of Fair Value of Biological Assets

(R\$)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Realiz. Fair Value of Biological Assets</b>	<b>(1,738,070)</b>	<b>(1,425,434)</b>	<b>(2,237,681)</b>	<b>28.7%</b>	<b>(449,113)</b>	<b>(465,866)</b>	<b>3.7%</b>
Cotton lint	(626,716)	(471,178)	(619,495)	-1.2%	(275,584)	(163,603)	-40.6%
Cotton seed	(81,781)	(81,781)	(47,622)	-41.8%	(38,368)	(17,432)	-54.6%
Soybean	(940,920)	(790,542)	(1,429,939)	52.0%	(118,293)	(246,746)	108.6%
Corn	(79,146)	(72,426)	(122,613)	54.9%	(10,645)	(36,281)	240.8%
Cattle Herd	(9,387)	(9,387)	(15,642)	n.m.	(6,223)	(1,804)	-71.0%
Others	(120)	(120)	(2,370)	n.m.	-	-	-

The realization of Fair Value of Biological Assets (RFVBA) is the corresponding entry to Variation in Fair Value (calculated upon harvest) and is recognized as the products are invoiced.

The increase in RFVBA in both periods reflects the higher volume invoiced, due to the increase in planted area and in margins for the 2021/22 crop year vs. the 2020/21 crop year.

## Gross Income by Crop

To contribute to a better understanding of margins by crop, in this section the gain (loss) from currency hedge is allocated among cotton, soybean, corn and cattle.

### Cotton Lint and Cottonseed

Table 16 - Gross Income - Cotton Lint

Cotton Lint		2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Volume Invoiced	Ton	255,993	219,846	277,222	8.3%	106,923	97,399	-8.9%
Net Revenue	R\$/thd	2,383,537	2,087,461	2,930,972	23.0%	1,046,193	916,576	-12.4%
Result of currency hedge	R\$/thd	(561,891)	(557,882)	(160,865)	-71.4%	(317,132)	49,746	-115.7%
Net Rev. adj. for res. of cur. hedging	R\$/thd	1,821,646	1,529,579	2,770,107	52.1%	729,061	966,322	32.5%
Unit Price	R\$/ton	7,116	6,958	9,992	40.4%	6,819	9,921	45.5%
Total Cost	R\$/thd	(1,220,756)	(1,082,365)	(1,831,639)	50.0%	(557,878)	(824,506)	47.8%
Unit Cost	R\$/ton	(4,769)	(4,923)	(6,607)	38.5%	(5,218)	(8,465)	62.2%
<b>Unitary Gross Income</b>	<b>R\$/ton</b>	<b>2,347</b>	<b>2,035</b>	<b>3,385</b>	<b>44.2%</b>	<b>1,601</b>	<b>1,456</b>	<b>-9.1%</b>

The Cotton Unit Gross Income fell 9.1% in 4Q22 vs. 4Q21, explained mainly by the higher unit cost, given the lower yield in 2021/22 compared to 2020/21. In the year, Unit Gross Income grew 44.2% compared to 2021, mainly due to the increase in unit price invoiced, which was partially offset by the higher unit cost.

Table 17 - Gross Income - Cotton Seed

Cotton Seed		2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Volume Invoiced	Ton	320,168	310,709	300,647	-6.1%	136,773	104,525	-23.6%
Net Revenue	R\$/thd	354,810	348,928	380,070	7.1%	175,286	126,479	-27.8%
Unit Price	R\$/ton	1,108	1,123	1,264	14.1%	1,282	1,210	-5.6%
Total Cost	R\$/thd	(134,769)	(133,245)	(140,849)	4.5%	(54,446)	(55,134)	1.3%
Unit Cost	R\$/ton	(421)	(429)	(468)	11.3%	(398)	(527)	32.4%
<b>Unitary Gross Income</b>	<b>R\$/ton</b>	<b>687</b>	<b>694</b>	<b>796</b>	<b>15.9%</b>	<b>884</b>	<b>683</b>	<b>-22.7%</b>

In the quarter, the 22.7% decrease in Gross Income was mainly due to the decrease in volume invoiced and increase in unit cost, which reflected the lower yield. The prices invoiced in 2022 outperformed the unit cost, leading to a 15.9% increase in unit Gross Income.

## Soybean

Table 18 - Gross Income – Soybean

Soybean		2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Volume Invoiced	Ton	1,004,595	862,097	1,274,552	26.9%	136,162	195,277	43.4%
Net Revenue	R\$/thd	1,881,516	1,673,697	2,973,363	58.0%	354,615	522,263	47.3%
Result of currency hedge	R\$/thd	(29,291)	(29,291)	114,114	n.m.	(9,430)	14,094	n.m.
Net Rev. adj. for res. of cur. hedging	R\$/thd	1,852,225	1,644,406	3,087,477	66.7%	345,185	536,357	55.4%
Unit Price	R\$/ton	1,844	1,907	2,422	31.3%	2,535	2,747	8.4%
Total Cost	R\$/thd	(986,071)	(793,574)	(1,449,659)	47.0%	(144,253)	(263,883)	82.9%
Unit Cost	R\$/ton	(982)	(921)	(1,137)	15.8%	(1,059)	(1,351)	27.6%
<b>Unitary Gross Income</b>	<b>R\$/ton</b>	<b>862</b>	<b>986</b>	<b>1,285</b>	<b>49.1%</b>	<b>1,476</b>	<b>1,395</b>	<b>-5.5%</b>

The soybean unit cost increased 27.6% in the quarter, explained by additional costs at farms that already had closed their invoiced volume, which contributed to a 5.5% decrease in Unit Gross Income. In the year, Unit Gross Income grew 49.1% compared to 2021, mainly due to the increase in prices invoiced, which was partially offset by the higher unit costs.

## Corn

Table 19 - Gross Income – Corn

Corn		2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Volume Invoiced	Ton	775,925	765,385	783,768	1.0%	135,450	152,047	12.3%
Net Revenue	R\$/thd	527,282	518,078	710,473	34.7%	138,889	170,702	22.9%
Result of currency hedge	R\$/thd	(318)	(318)	39,832	n.m.	(1,731)	7,783	n.m.
Net Rev. adj. for res. of cur. hedging	R\$/thd	526,964	517,760	750,305	42.4%	137,158	178,485	30.1%
Unit Price	R\$/ton	679	676	957	40.9%	1,013	1174	15.9%
Total Cost	R\$/thd	(428,642)	(420,625)	(542,399)	26.5%	(81,096)	(101,944)	25.7%
Unit Cost	R\$/ton	(552)	(550)	(692)	25.4%	(599)	(670)	11.9%
<b>Unitary Gross Income</b>	<b>R\$/ton</b>	<b>127</b>	<b>126</b>	<b>265</b>	<b>108.7%</b>	<b>414</b>	<b>504</b>	<b>21.7%</b>

The Unit Gross Income from corn increased 21.7% in 4Q22 vs. 4Q21, mainly due to the increase in prices invoiced, which was partially offset by the higher unit cost charged in the period. In 2022, Unit Gross Income grew 108.7% compared to 2021, due to the increase in prices invoiced, which was partially offset by the higher unit cost.

## Cattle

Table 20 - Gross Income – Cattle

Cattle		2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Volume Invoiced	head	13,285	13,285	24,318	83.0%	8,971	7,908	-11.8%
Net Revenue	R\$/thd	59,377	59,377	110,862	86.7%	39,736	34,938	-12.1%
Result of currency hedge	R\$/thd	1,540	1,540	1,294	-16.0%	2,357	1,454	-38.3%
Net Rev. adj. for res. of cur. hedging	R\$/thd	60,917	60,917	112,156	84.1%	42,093	36,392	-13.5%
Unit Price	R\$/head	4,585	4,585	4,612	0.6%	4,692	4,602	-1.9%
Total Cost	R\$/thd	(53,800)	(53,800)	(119,413)	122.0%	(39,289)	(38,705)	-1.5%
Unit Cost	R\$/head	(4,050)	(4,050)	(4,910)	21.2%	(4,380)	(4,894)	11.7%
<b>Unitary Gross Income</b>	<b>R\$/head</b>	<b>535</b>	<b>535</b>	<b>(298)</b>	<b>n.m.</b>	<b>312</b>	<b>(292)</b>	<b>n.m.</b>

The Cattle margin in both periods was negative, mainly due to the cost of cattle acquisition/origination and high input costs, i.e., unit cost was higher than the unit prices invoiced. On the other hand, the integration of crops and cattle raising brings various agricultural and economic benefits, including increases in organic matter and other nutrients in the soil, reduced the use of chemicals given the lower occurrence of pests and disease, as well as higher yields.

## Gross Income

Table 21 - Gross Income

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Gross Income</b>	<b>2,396,195</b>	<b>2,247,644</b>	<b>3,131,299</b>	<b>30.7%</b>	<b>549,538</b>	<b>557,029</b>	<b>1.4%</b>
Cotton lint	600,890	447,214	938,468	56.2%	171,183	141,816	-17.2%
Cotton seed	220,041	215,683	239,221	8.7%	120,840	71,345	-41.0%
Soybean	866,154	850,832	1,637,818	89.1%	200,932	272,474	35.6%
Corn	98,322	97,135	207,906	111.5%	56,062	76,541	36.5%
Cattle Herd	7,117	7,117	(12,061)	n.m.	2,804	(2,313)	n.m.
Others	107,375	93,938	140,952	31.3%	68,733	86,841	26.3%
Biological Assets	496,296	535,725	(21,005)	n.m.	(71,016)	(89,675)	26.3%

Excluding the effects from Biological Assets (Variation and Realization of Fair Value) indicates the actual margins of the products invoiced. In this analysis, gross income increased 4.2% in 4Q22 and 65.9% in 2022, compared to 4Q21 and 2021, respectively, mainly due to the higher prices invoiced.

## Selling Expenses

Selling expenses increased 63.1% in 4Q22 vs. 4Q21 and 36.0% in 2022 vs. 2021, explained by the increases in other expenses, as well as freight and export expenses. Other expenses grew significantly due to the provision for expenses with royalties related to soybean seeds and cotton, thanks to the higher volume invoiced. The increase in freight and export expenses is explained by the increase in unit cost pressured by higher international freight costs.

Table 22 - Selling Expenses

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Freight	91,027	78,566	139,491	53.2%	40,571	57,218	41.0%
Storage	56,255	50,302	56,582	0.6%	13,072	10,695	-18.2%
Commissions	22,274	21,514	27,178	22.0%	5,141	4,907	-4.6%
Classification of Goods	1,729	1,729	2,577	49.0%	697	1,620	132.4%
Export Expenses	41,351	41,351	47,704	15.4%	13,845	15,592	12.6%
Others	66,569	19,097	106,132	59.4%	15,332	54,534	255.7%
<b>Total</b>	<b>279,205</b>	<b>212,559</b>	<b>379,664</b>	<b>36.0%</b>	<b>88,658</b>	<b>144,566</b>	<b>63.1%</b>
<b>% Net Revenue</b>	<b>5.6%</b>	<b>4.9%</b>	<b>5.1%</b>	<b>-0.5p.p.</b>	<b>5.7%</b>	<b>7.4%</b>	<b>1.7p.p.</b>

## Administrative Expenses

Table 23 - Administrative Expenses

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Expenses with Personnel	67,509	56,783	74,921	11.0%	15,999	20,672	29.2%
Fees	54,311	33,441	29,761	-45.2%	7,201	8,048	11.8%
Depreciations and Amortizations	5,612	4,135	17,514	212.1%	1,910	5,054	164.6%
Expenses with Travels	1,226	1,119	4,633	277.9%	302	1,888	525.2%
Software Maintenance	9,489	8,291	6,808	-28.3%	2,117	2,115	-0.1%
Marketing/Advertisement	3,034	2,381	6,312	108.0%	347	2,712	681.6%
Communications Expenses	5,276	4,725	6,186	17.2%	1,492	1,618	8.4%
Rentals	2,786	2,672	5,316	90.8%	1,126	1,429	26.9%
Labor, Tax, Environm. Contingencies	396	396	1,059	167.4%	(56)	145	-358.9%
Electricity	1,593	1,501	214	-86.6%	589	24	-95.9%
Taxes and other Fees	2,170	2,086	2,458	13.3%	275	544	97.8%
Contributions and Donations	4,630	5,032	10,043	116.9%	1,727	3,759	117.7%
Other	(7,984)	1,724	10,589	n.m.	(477)	4,048	n.m.
<b>Subtotal</b>	<b>150,048</b>	<b>124,286</b>	<b>175,814</b>	<b>17.2%</b>	<b>32,552</b>	<b>52,056</b>	<b>59.9%</b>
<b>% Net Revenue</b>	<b>3.0%</b>	<b>2.8%</b>	<b>2.4%</b>	<b>-0.6p.p.</b>	<b>2.1%</b>	<b>2.7%</b>	<b>0.6p.p.</b>
<b>Provision for profit share program</b>	<b>105,033</b>	<b>98,210</b>	<b>84,416</b>	<b>-19.6%</b>	<b>34,770</b>	<b>16,639</b>	<b>-52.1%</b>
<b>Total</b>	<b>255,081</b>	<b>222,496</b>	<b>260,230</b>	<b>2.0%</b>	<b>67,322</b>	<b>68,695</b>	<b>2.0%</b>

Administrative Expenses (excluding amounts related to the Profit Sharing Program) increased 59.9% in 4Q22 vs. 4Q21 and increased 17.2% in 2022 vs. 2021.

The main variations in 4Q22 vs. 4Q21 were:

- (i) Expenses with Personnel: Equal salary benefits to the team that came from Terra Santa Agro and apportionment of expenses with stock options and restricted shares.
- (ii) Depreciation and amortization: Increase due to the implementation/maintenance of software systems used in the Company's activities.
- (iii) Other: Negative result in 4Q21 due to accounting adjustments of Terra Santa Agro, which made the quarters incomparable.
- (iv) Advertising and Publicity Expenses: Increase due to higher sales under the brand SLC Sementes.

The main variations in 2022 vs. 2021 were:

- (i) Expenses with Personnel: Equal salary benefits to the team that came from Terra Santa Agro and apportionment of expenses with stock options and restricted shares.
- (ii) Fees: Reduction due to non-recurring expenses in 2021, related to the operation with Agrícola Xingu and Terra Santa Agro, that did not occur in 2022.
- (iii) Depreciation and amortization: Increase of 212.1% due to the implementation of new software.

## Net Financial Result

Since a portion of the Company's debt in USD was swapped to BRL (in line with the Risk Management Policy), the exchange variation on dollar-denominated debt does not affect Financial Result when analyzing aggregate figures, since any gains and losses on such liabilities in USD from exchange variation are offset by gains/losses in an equal proportion to the respective swap.

Table 24 - Adjusted Net Financial Income (with the swap effect)

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Interest	(126,089)	(91,560)	(375,604)	197.9%	(52,002)	(179,648)	245.5%
FX Variation	(126,123)	(120,288)	(20,972)	-83.4%	(68,157)	25,451	-137.3%
Monetary Variation	(7,640)	(121)	89	-101.2%	2,474	6	-99.8%
APV-Liability Lease <sup>(1)</sup>	(193,818)	(175,150)	(280,423)	44.7%	(71,547)	(70,219)	-1.9%
Other financial revenue (expenses)	(71,489)	15,297	(22,559)	-68.4%	3,708	1,281	-65.5%
<b>Total</b>	<b>(525,159)</b>	<b>(371,822)</b>	<b>(699,469)</b>	<b>33.2%</b>	<b>(185,524)</b>	<b>(223,129)</b>	<b>20.3%</b>
<b>% Net Revenue</b>	<b>10.6%</b>	<b>8.5%</b>	<b>9.5%</b>	<b>-1.1p.p.</b>	<b>12.0%</b>	<b>11.5%</b>	<b>-0.5p.p.</b>

(1) APV: Adjustment to Present Value – Lease liabilities (IFRS16).

In 4Q22, Adjusted Net Financial Income (Expense) increased 20.3% vs. 4Q21. Interest expenses were 245.5% higher than in the prior-year period, mainly due to early settlement of the certificates of agribusiness receivables (CRA) and underlying swaps. In 2022, Adjusted Net Financial Income (Expense) increased 33.2% in relation to 2021, with the main variation being interest expenses, due to the higher average debt balance in 2022 and higher average CDI rate in the period, as well as the early settlement of CRAs. The exchange variation loss reflects mainly the local currency appreciation in the period, which impacted amounts payable to suppliers in U.S. dollar. In addition, we registered an increase in Adjustment to Present Value of Leases in 2022, reflecting the inclusion of new agreements and the higher price of the soybean bag in BRL (adjustment indexer adopted in agreements).

## Net Income (Loss)

Table 25 - Net Income (Loss)

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
<b>Income before taxes on profit</b>	<b>1,464,372</b>	<b>1,560,810</b>	<b>1,805,825</b>	<b>23.3%</b>	<b>236,592</b>	<b>110,014</b>	<b>-53.5%</b>
Income Tax & Social Contribution on Profit	(397,898)	(430,051)	(469,092)	17.9%	(43,637)	22,419	n.m.
<b>Consolidated Net Income for the Period</b>	<b>1,066,474</b>	<b>1,130,759</b>	<b>1,336,733</b>	<b>25.3%</b>	<b>192,955</b>	<b>132,433</b>	<b>-31.4%</b>
Assigned to parent company	997,831	1,062,116	1,267,459	27.0%	179,521	112,071	-37.6%
Assigned non-controlling comp. members	68,643	68,643	69,274	0.9%	13,434	20,362	51.6%
<b>% Net Revenue</b>	<b>21.5%</b>	<b>25.9%</b>	<b>18.1%</b>	<b>-3.4p.p.</b>	<b>12.5%</b>	<b>6.8%</b>	<b>-5.7p.p.</b>

The Company's Net Income ended 4Q22 at R\$132.4 million, decreasing 31.4% from 4Q21. Gross Income remained practically stable in the same comparison period. However, selling expenses increased due to the higher international freight cost and higher financial expenses, the latter due to early settlement of the CRAs. In 2022, Net Income was R\$1.3 billion, representing another new record for the Company, as well as an increase of 25.3%, with net margin of 18.1%, mainly due to the higher prices invoiced for all crops.

## Operations per Segment - Opening of the Seed Segment

In this release we are starting to disclose the opening results of SLC Sementes, through the opening note by segments, which is the union of our accounting and management data. SLC Sementes sells its products directly to producers, resellers and/or breeders (verticalized production) and carries out transactions that correspond to sales and/or transfers of seeds between affiliated companies or affiliates and subsidiaries of SLC Agrícola.

In order to encompass managerial aspects, allowing a better understanding of the economic and financial scenario of this operation, the Company calculates an added value in a managerial way from intercompany transactions. This calculation is performed for Revenue and Cost, maintaining the parity between the cost price and the market price.

The cost of production is mostly composed of the cost of grains (valued at market price) and other costs such as processing and transportation.

Administrative Expenses refer to expenses with personnel in the Sales area (management, administrative, sales and representatives).

Selling Expenses, representing 37% of Net Revenue, are basically composed of expenses with royalties, passed on in the sales price. The financial result is calculated in a managerial manner, the need for working capital is evaluated and the amount of interest is calculated using the average realized financial cost of the Company as an assumption.

For the calculation of income tax and social contribution we are using the general average rate of the Company.

This seed sales segment reached a net profit of R\$57.4 million in 2022, with a net margin of 12.9% and a Gross Margin of 62%, demonstrating the addition of value to the Company's core business.

Soybean seed sales volume plus internal consumption reached 856 thousand bags (200 thousand seeds) and cotton seed sales amounted to 116,471 bags (200 thousand seeds).

Below we show the breakdown of operations by segment, with emphasis on the seed operation:

Table 26 – Operations per segment

2022 (R\$ thd)	Land and Agricultural Operation	Seed Operaiton	Agricultural Operation, Land and Seeds	Eliminations	Consolidated
Income from third parties	7,213,181	220,690	7,416,970	-	7,433,871
Intercompany Income	346,806	87,392	90,395	(495,034)	(60,836)
Added value income between segments	72,032	136,584	208,617	(208,617)	-
<b>Products and Leasing Income</b>	<b>7,632,019</b>	<b>444,666</b>	<b>7,715,982</b>	<b>(703,651)</b>	<b>7,373,035</b>
<b>Biological Assets</b>	2,216,676	-	2,216,676	-	2,216,676
Cost of Products	(6,579,797)	(97,790)	(6,665,928)	219,176	(6,458,411)
Added value costs between segments	(136,584)	(72,032)	(208,617)	208,617	-
<b>Products and Leasing Costs</b>	<b>(6,716,381)</b>	<b>(169,822)</b>	<b>(6,874,545)</b>	<b>427,793</b>	<b>(6,458,411)</b>
<b>Gross Income</b>	<b>3,132,314</b>	<b>274,844</b>	<b>3,058,113</b>	<b>(275,858)</b>	<b>3,131,300</b>
<b>Operational Expenses / Incomes</b>	<b>(451,355)</b>	<b>(174,652)</b>	<b>(675,907)</b>	-	<b>(626,007)</b>
Sales Expenses	(215,020)	(164,644)	(379,664)	-	(379,664)
General & administrative expenses	(274,598)	(10,008)	(280,751)	-	(284,606)
Other operational incomes (expenses)	38,263	-	(15,492)	-	38,263
<b>Income from Activity</b>	<b>2,680,959</b>	<b>100,192</b>	<b>2,382,206</b>	<b>(275,858)</b>	<b>2,505,293</b>
<b>Adjusted EBITDA</b>	<b>2,946,886</b>	<b>100,192</b>	-	-	<b>3,047,078</b>
<b>Adjusted EBITDA Margin</b>	<b>38.6%</b>	<b>22.5%</b>	-	-	<b>41.3%</b>
<b>Income (loss) before financial income (loss) and taxes</b>	<b>2,680,958</b>	<b>100,193</b>	<b>2,382,206</b>	<b>(275,858)</b>	<b>2,505,293</b>
Net financial result	(934,714)	(18,089)	(978,664)	253,335	(699,468)
<b>Income before income tax</b>	<b>1,746,244</b>	<b>82,104</b>	<b>1,403,542</b>	<b>(22,523)</b>	<b>1,805,825</b>
Income and social contribution taxes	(449,744)	(24,688)	(422,042)	5,340	(469,093)
<b>Net Income for the period</b>	<b>1,296,500</b>	<b>57,415</b>	<b>981,500</b>	<b>(17,183)</b>	<b>1,336,732</b>
<b>Net Margin</b>	<b>17.0%</b>	<b>12.9%</b>	-	--	<b>18.1%</b>

## Statement of Cash Flow Analysis

The larger planted area in 2021/22 vs. 2020/21 and higher prices invoiced for all crops contributed to strong cash generation in the quarter and year. Free cash flow was positive in 4Q22, at R\$786 million, up 728.4% from 4Q21, due to lower Working Capital Needs (Changes in Assets and Liabilities), explained mainly by the higher Gross Income from soybean and corn. In 2022, the Company's cash generation was R\$995 million, representing another important record, which is explained by the successful growth strategy combined with operating and financial efficiency gains.

Table 27 - Summarized Cash Flow

(R\$ thd)	2021	2022	HA	4Q21	4Q22	HA
<b>Cash generated in operations</b>	<b>1,743,771</b>	<b>3,073,066</b>	<b>76.2%</b>	<b>646,232</b>	<b>617,087</b>	<b>-4.5%</b>
<b>Changes in assets and liabilities</b>	<b>(1,308,681)</b>	<b>(1,081,289)</b>	<b>-17.4%</b>	<b>(442,787)</b>	<b>192,578</b>	<b>n.m.</b>
<b>Net cash used in invest. activities</b>	<b>(476,195)</b>	<b>(485,813)</b>	<b>2.0%</b>	<b>(99,520)</b>	<b>(4,071)</b>	<b>-95.9%</b>
In Fixed assets	(400,397)	(449,044)	12.1%	(116,754)	(4,066)	-96.5%
In Intangible assets	(36,007)	(36,433)	1.2%	(8,592)	(1)	-100.0%
Receipt of Land Sales	17,852	1,643	-90.8%	17,852	-	-100.0%
Land Return Payment	(706)	-	-100.0%	-	-	n.m.
Acquisition of investment in subsidiary	(55,297)	-	-100.0%	8,000	-	-100.0%
Other Investments	(1,640)	(1,979)	20.7%	(26)	(4)	-84.6%
<b>Presented Free Cash</b>	<b>(41,105)</b>	<b>1,505,964</b>	<b>n.m.</b>	<b>103,925</b>	<b>805,594</b>	<b>675.2%</b>
Variations of financial investments <sup>(1)</sup>	21	(63)	n.m.	9	(18)	n.m.
Paid Leases <sup>(2)</sup>	(230,940)	(511,338)	121.4%	(9,084)	(20,057)	120.8%
Payment of CRA costs	(228)	-	-100.0%	(97)	-	n.m.
Share Buyback	237	-	-100.0%	69	-	n.m.
<b>Adjusted Free Cash</b>	<b>(272,015)</b>	<b>994,563</b>	<b>n.m.</b>	<b>94,822</b>	<b>785,519</b>	<b>728.4%</b>

<sup>(1)</sup> The variations of said account are non-cash.

<sup>(2)</sup> Due to the adoption of IFRS 16, the payment of leases is now accounted in the Statement of Cash Flows under Financing Activities. However, it should be considered as operating cash disbursement.

## Property, Plant & Equipment / CAPEX

Table 28 - Capital Expenditures (CAPEX)

(R\$ thd)	2021 Combined (a)	2021 (b)	2022 (c)	HA (c x a)	4Q21 (a)	4Q22 (b)	HA (b x a)
Machinery, implements and equip.	172,340	171,854	247,530	43.6%	29,820	20,538	-31.1%
Land acquisition	322	322	188	-41.6%	-	2	n.m.
Soil correction	112,481	110,644	145,633	29.5%	22,100	19,208	-13.1%
Buildings and facilities	60,877	58,296	104,544	71.7%	18,606	29,507	58.6%
Cotton ginning plant	2,991	2,874	2,138	-28.5%	543	562	3.5%
Grains storage	1,493	1,269	12,325	725.5%	909	7,900	769.1%
Soil cleaning	42,701	42,701	41,695	-2.4%	24,206	10,719	-55.7%
Vehicles	3,686	3,541	4,876	32.3%	2,220	1,000	-55.0%
Aircraft	2,624	1,494	24	-99.1%	1,055	-	-100.0%
Software	37,030	37,030	28,692	-22.5%	9,845	4,779	-51.5%
Improv. in own properties	-	-	1,036	n.m.	-	-	n.m.
Improv. in Third Party Real Estate	940	940	912	-3.0%	-	512	n.m.
Others	20,442	19,869	19,619	-4.0%	3,780	5,335	41.1%
<b>Total</b>	<b>457,927</b>	<b>450,834</b>	<b>609,348</b>	<b>33.1%</b>	<b>113,084</b>	<b>100,198</b>	<b>-11.4%</b>

In 4Q22, R\$100.2 million was invested, which is 11.4% lower than in 4Q21, with the main variation resulting from the investment in buildings and facilities in connection with the irrigation project at the Piratini and Paysandu farms.

In 2022, investments amounted to R\$609.3 million, 33.1% higher than in 2021, due to expenditures with (i) machinery, tools and equipment for renovation of the machinery base at SLC Centro-Oeste and Paysandu farm; (ii) soil correction at the Paysandu, Palmeira, Perdizes and Parnaíba farms; and (iii) buildings and facilities, mainly at the Piratini and Paysandu farms, for the irrigation project.

## Debt

At end-2022, the interest rate of borrowings increased from end-2021, due to the Company's debt profile, which is mostly pegged to the CDI rate. At end-2021, the CDI rate was 9.15% p.a., increasing to 13.65 p.a. by the end of 2022. On December 5, 2022, in a Meeting of Shareholders and Holders of CRA, the Company approved by absolute majority a request to the Issuer (SLC Agrícola) for early full settlement of the CRAs, with payment made on December 15, 2022. The Company carried out new funding transactions at lower costs and fees. During this period, new funding was taken at more competitive interest rates.

Adjusted Net Debt ended 2022 at R\$2.3 billion, R\$55.7 million lower than in 2021, mainly due to the higher cash generation in 2022. The Net Debt/Adjusted EBITDA ratio decreased from 1.42x in late 2021 to 0.77x in the fourth quarter of 2022, reflecting the reduction in Net Debt and increase in Adjusted EBITDA in the period.

Table 29 - Financial Net Debt

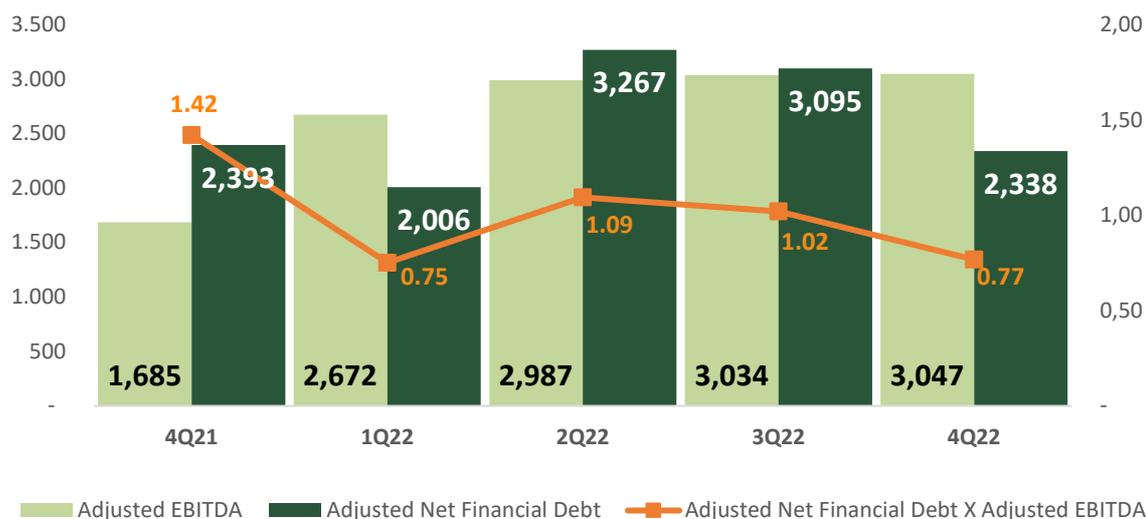
Credit Line (R\$ thd)	Average Rate (%) Indexer	Consolidated			
		2021	2022	2021	2022
<b>Applied in Fixed Assets</b>					
Finame – BNDES	Prefixed	5.6%	<b>6.1%</b>	42,529	<b>40,986</b>
<b>Applied in Working Capital</b>					
Rural Credit	Prefixed	5.5%	<b>12.0%</b>	18,299	<b>15,283</b>
Rural Credit	CDI <sup>(1)</sup>	10.3%	<b>14.7%</b>	153,315	<b>631,199</b>
CRA	CDI <sup>(1)</sup>	11.0%	-	534,015	-
Working Capital	CDI <sup>(1)</sup>	10.3%	<b>14.8%</b>	699,354	<b>1,181,891</b>
Export Loans	CDI <sup>(1)</sup>	10.4%	<b>14.9%</b>	1,151,711	<b>1,584,912</b>
<b>Total</b>				2,556,693	<b>3,413,285</b>
<b>Total Indebtedness <sup>(3)</sup></b>		10.4%	<b>14.7%</b>	2,599,222	<b>3,454,271</b>
(+/-) Gains and losses with deriv. connected with applications and debts <sup>(2)</sup>				65,678	<b>(120,262)</b>
(=) Adjusted Gross Debt				2,533,544	<b>3,574,533</b>
(-) Cash				140,464	<b>1,236,522</b>
<b>(=) Adjusted Net Debt</b>				2,393,081	<b>2,338,011</b>
<b>Adjusted EBITDA (Last 12 months)</b>				1,685,247	<b>3,047,078</b>
<b>Adjusted Net Debt/EBITDA</b>				1.42x	<b>0.77x</b>

<sup>(1)</sup> Final Interest Rate with swap;

<sup>(2)</sup> Transactions with gains and losses from Derivatives (note 25 of the Annual Financial Information-DF).

<sup>(3)</sup> Total debt is different from the accounting position due to the costs of CRA transactions (see note 18 of the Annual Financial Information-DF).

Figure 10 - Change in Net Debt/Adjusted EBITDA Ratio



## Hedge Position

### Currency and agricultural commodity hedge

The Company's sales revenues are generated mainly by the trading of agricultural commodities such as cotton, soybean and corn, which are quoted in U.S. dollar on international exchanges, such as the Chicago Board of Trade (CBOT) and the Intercontinental Exchange Futures US (ICE).

Therefore, we are actively exposed to variations in foreign exchange rates and in the prices of these commodities. To protect from currency variation we use derivative instruments, with the portfolio of these instruments basically comprising non-deliverable forwards (NDFs). In line with the Company's Risk Management Policy, whose purpose is to obtain a pre-established operating margin with a combination of factors such as Price, Exchange Rate and Cost, most of the instruments for protecting against commodity price variation are accomplished through advanced sales directly with our clients (forward contracts). We also use futures and options contracts negotiated on the exchange and swap and option transactions contracted with financial institutions.

The hedge position for commodities (in relation to the estimated total volume invoiced) and currency (in relation to the total estimated revenue in U.S. dollar) is shown below, broken down by commercial hedge and financial hedge and updated **as of February 22**:

Table 30 - Hedge Position

FX Hedge – Soybean			Commercial Hedge – Soybean		
Crop Year	2021/22	2022/23	Crop Year	2021/22	2022/23
%	100	55.3	%	100	53.0
R\$/USD	5.3913	5.576	USD/bu <sup>(2)</sup>	14.55	14.64
Commitments % <sup>(1)</sup>	-	12.5	Commitments % <sup>(1)</sup>	-	7.5
FX Hedge – Cotton			Commercial Hedge – Cotton		
Crop Year	2021/22	2022/23	Crop Year	2021/22	2022/23
%	97.3	59.8	%	84.8	61.4
R\$/USD	5.8504	5.7971	US¢/lb <sup>(2)</sup>	77.26	91.32
Commitments % <sup>(1)</sup>	3.6	13.4	Commitments % <sup>(1)</sup>	-	-
FX Hedge – Corn			Commercial Hedge – Corn		
Crop Year	2021/22	2022/23	Crop Year	2021/22	2022/23
%	98.9	58.3	%	100	59.9
R\$/USD	5.6479	5.827	R\$/bag <sup>(3)</sup>	57.22	62.37
Commitments % <sup>(1)</sup>	-	7.1	Commitments % <sup>(1)</sup>	-	-

<sup>(1)</sup> Commitments with payments for fixed-rate securities in U.S. dollar, natural hedge with payments related to land acquisitions and lease agreements based on soybean bags. <sup>(2)</sup> Based on FOB Port - prices at our production units also are influenced by transport expenses and any discounts for quality. <sup>(3)</sup> Farm price.

## ESG communication with stakeholders

### CORPORATE SUSTAINABILITY INDEX (ISE) AND CARBON DISCLOSURE PROJECT (CDP) PERFORMANCE

#### SLC Agrícola included in B3 ISE index

Sustainability is a key pillar of SLC Agrícola's governance, accounting for various investments and projects carried out by it over the years. As a publicly traded company, SLC Agrícola reports its sustainable practices transparently to the market through its Integrated Report. The Company also spares no effort in advancing in its commitments and being selected for inclusion in the most important sustainability indexes of the B3, such as the Carbon Efficient Index (ICO2 B3) and the Great Place To Work Index (IGPTW B3). In 2022, these efforts once again were recognized, with SLC Agrícola S.A. becoming a component of the B3 Corporate Sustainability Index (ISE) composition announced in December 2022, figuring 56<sup>th</sup> in the index ranking.

The ISE, which is the main sustainability indicator for Brazilian companies listed on the B3 stock exchange, tracks the average price performance of the stock issued by companies that stand out for their commitment to corporate sustainability. Goals of the ISE B3 include supporting investors in their investment decision-making and encouraging companies to adopt best sustainability practices in Environmental, Social and Governance (ESG) aspects. A total of 70 organizations listed on the B3 have been recognized for adopting sustainable practices as part of their business model. This achievement demonstrates how the Company's strategy is aligned with the goal of being a benchmark in ESG practices, creating value for its shareholders and society and being a positive influence for future generations. A list of the component stocks of the ISE B3 can be found at: [https://www.b3.com.br/pt\\_br/market-data-e-indices/indices/indices-de-sustentabilidade/indice-de-sustentabilidade-empresarial-ise-b3-composicao-da-carteira.htm](https://www.b3.com.br/pt_br/market-data-e-indices/indices/indices-de-sustentabilidade/indice-de-sustentabilidade-empresarial-ise-b3-composicao-da-carteira.htm)

#### SLC improves its performance with the Carbon Disclosure Project (CDP)

Another achievement that reinforces the Company's commitment to its ESG strategy was the improvement in its results in the CDP questionnaire in 2022. The CPD is a global organization that administers a system for measuring, reporting and managing risks and opportunities in the areas of Climate Change, Water Security and Deforestation for various actors, such as investors, companies, cities, states and regions, to help them manage their environmental impacts. The world economy considers the CDP a world-class set of standards for environmental reporting with a comprehensive dataset on corporate and municipal actions.

Since 2021, SLC Agrícola has been submitting information to the CDP for the questionnaires of its Water Security, Forests and Climate Change programs. The Company's substantial progress in these three pillars is shown below, with its score improving from D to B-. We are committed to reflecting on further improving our positioning in the ranking by always striving to improve our ESG practices.

CLIMATE CHANGE	
2022	<b>B-</b> (Management: Coordinated action on climate issues)
2021	<b>D</b> (Disclosure: Transparency on climate issues)

FORESTS - SOYBEAN	
2022	<b>B-</b> (Management: Coordinated action on forest issues)
2021	<b>C</b> (Awareness: Knowledge of the impacts on forest issues)

FORESTS - CATTLE	
2022	<b>B</b> (Management: Coordinated action on forest issues)
2021	NOT APPLICABLE

WATER	
2022	<b>B-</b> (Management: Coordinated action on water issues)
2021	<b>D</b> (Disclosure: Transparency on water issues)

For more information on our indicators related to Sustainability, see our Integrated Report 2021. Learn more about the Integrated Report at: <https://www.slccagricola.com.br/ri2021/>

## Return Indicators

The Company believes that the calculation of Return on Equity and Return on Invested Capital should consider, in addition to net income or operating income of the period, the net annual appreciation (based on the independent report of Deloitte Touche Tohmatsu Consultores Ltda., prepared every year) in the value of its land.

Table 31 - Return on Equity

(R\$ million)	2018	2019	2020	2021	2022
Net Profit <sup>(1)</sup>	405	293	511	1,131	1,336
Net Land Appreciation <sup>(2)</sup>	110	142	216	2,626	2,203
<b>Subtotal</b>	<b>515</b>	<b>435</b>	<b>727</b>	<b>3,757</b>	<b>3,539</b>
Shareholders Equity <sup>(3)</sup>	4,447	4,809	5,192	8,443	11,765
<b>Return</b>	<b>11.5%</b>	<b>9.0%</b>	<b>14.0%</b>	<b>44.5%</b>	<b>30.1%</b>
<b>Net CDI<sup>(4)</sup></b>	<b>5.5%</b>	<b>5.1%</b>	<b>2.3%</b>	<b>3.8%</b>	<b>10.5%</b>

<sup>(1)</sup> Even in periods that encompass net income from the land sales, in this analysis only the profit of the "agricultural operation" is considered, since the gains from appreciation of land are being considered in a specific item.

<sup>(2)</sup> Based on the independent report (Deloitte), net of taxes, updated in 2022.

<sup>(3)</sup> Adjusted for land price appreciation.

<sup>(4)</sup> Net CDI: Net Accumulated CDI from each year, net of income taxes.

Table 32 - Return on Invested Capital

(R\$ million)	2018	2019	2020	2021	2022
Operating Income <sup>(1)</sup>	657	536	780	1,913	2,505
IRPJ Rate	30.5%	24.0%	26.0%	27.6%	26.3%
Adjusted IR	(200)	(129)	(203)	(528)	(658)
Adjusted Operating Income	457	407	577	1,385	1,847
Net Land Appreciation <sup>(2)</sup>	110	142	216	2,626	2,203
<b>Operating results w/ land</b>	<b>567</b>	<b>549</b>	<b>794</b>	<b>4,011</b>	<b>4,049</b>
<b>Invested Capital</b>	<b>5,420</b>	<b>5,783</b>	<b>5,985</b>	<b>10,908</b>	<b>14,173</b>
Gross Debt (ST and LT)	1,586	1,859	2,313	2,573	3,574
Cash	643	885	1,520	108	1,166
Net Debt	943	974	793	2,465	2,408
Shareholder's Equity <sup>(3)</sup>	4,477	4,809	5,192	8,443	11,765
<b>Return on Invested Capital</b>	<b>10.5%</b>	<b>9.5%</b>	<b>13.3%</b>	<b>36.8%</b>	<b>28.6%</b>

<sup>(1)</sup> Even in periods that encompass operational results from the land sales, in this analysis only the results of the "agricultural operation" is considered, since the gains from appreciation of land are being considered in a specific item.

<sup>(2)</sup> Based on the independent report (Deloitte), net of taxes, updated in 2022.

<sup>(3)</sup> Adjusted for land price appreciation.

Table 33 - Net Asset Value – NAV

(R\$ million)	4Q22
SLC Agrícola Farms <sup>(1)</sup>	6,559
SLC LandCo Farms <sup>(1)</sup>	1,758
Infrastructure (excl. land)	1,907
Credit related to tax loss <sup>(2)</sup>	408
Accounts Receivable (excl. derivatives)	123
Inventories	3,193
Biological Assets	1,670
Cash	1,166
<b>Subtotal</b>	<b>16,784</b>
Suppliers	1,477
Gross debt adjusted by results of operations with derivatives	3,426
Outstanding debt related to land acquisition	-
Advance to costumers	231
<b>Subtotal</b>	<b>5,134</b>
<b>Net Asset Value</b>	<b>11,650</b>
<b>Net Asset value per share (212,422,599 shares)</b>	<b>54.84</b>

<sup>(1)</sup> Based on the independent appraisal report (Deloitte, 2022), net of taxes.

<sup>(2)</sup> Tax loss, related to a wholly-owned subsidiary - SLC Centro-Oeste.

NOTE: All accounts are adjusted for SLC Agrícola's interest in subsidiaries/joint ventures

Table 34 – Free Cash Flow Yield

Free Cash Flow Yield		2018	2019	2020	2021	2022
Total Number of Shares <sup>(1)</sup>	Un.	95,297,500	190,595,000	190,595,000	193,111,454	212,422,599
Share Price <sup>(2)</sup>	R\$ /share	41.86	24.80	27.45	40.93	46.85
Market Cap <sup>(3)</sup>	R\$ thd	3,989,153	4,726,756	5,231,833	7,904,052	9,951,999
Cash Flow <sup>(4)</sup>	R\$ thd	208,367	213,073	415,352	-272,252	994,561
<b>Total</b>	<b>%</b>	<b>5.2%</b>	<b>4.5%</b>	<b>7.9%</b>	<b>-3.4%</b>	<b>10.0%</b>

<sup>(1)</sup> Total Number of Shares: total number of shares issued by the Company.

<sup>(2)</sup> Share Price: SLCE3 price on 12/31 of each year.

<sup>(3)</sup> Market Cap: SLCE3 price (share) on 12/31 of each year, multiplied by the total number of shares issued by the Company.

<sup>(4)</sup> Cash Flow: Cash Flow reported annually by the Company.

Table 35 - Interest Coverage Index

Interest Coverage Index		2018	2019	2020	2021	2022
EBIT <sup>(1)</sup>	R\$ thd	657,757	558,712	780,930	1,913,367	2,505,293
Net Interest (financial expenses excluding APV) <sup>(2)</sup>	R\$ thd	-72,676	-96,443	-30,645	-177,408	-419,045
<b>Total</b>	<b>%</b>	<b>11.0%</b>	<b>17.3%</b>	<b>3.9%</b>	<b>9.3%</b>	<b>16.7%</b>

<sup>(1)</sup> EBIT: Result before Financial Result and taxes

<sup>(2)</sup> Net Interest: Financial Income, net of Financial Expenses (Financial Expenses Excluding of Adjustment to Present Value)

Table 36 - Dividend Yield

Dividend Yield		2018	2019	2020	2021	2022
Dividends and Interest on Own Capital <sup>(1)</sup>	R\$ thd	176,311	147,500	232,039	504,434	601,926
Dividends and Interest on Own Capital/share <sup>(2)</sup>	R\$ /share	0.95	0.79	1.26	2.43	2.95
Share Price <sup>(3)</sup>	R\$ /share	41.86	24.80	27.45	40.93	46.85
<b>Total</b>	<b>%</b>	<b>2.3%</b>	<b>3.2%</b>	<b>4.6%</b>	<b>5.9%</b>	<b>6.3%</b>

<sup>(1)</sup> Dividend and Interest on Own Capital: Dividends and Interest on Own Capital paid by the Company.

<sup>(2)</sup> Dividend and Interest on Own Capital/share: Dividends and Interest on Own Capital paid by the Company, divided by the total shares issued in each period.

<sup>(3)</sup> Share Price: SLCE3 price on 31/12 of each year.

Table 37 – Price/Profit

Price/Profit		2018	2019	2020	2021	2022
Share Price <sup>12/31(1)</sup>	R\$ /share	41.86	24.80	27.45	40.93	46.85
Earnings per share <sup>(2)</sup>	R\$ /share	4.27	1.65	2.68	5.86	6.27
<b>Total</b>	<b>Ratio</b>	<b>9.8</b>	<b>15.0</b>	<b>10.2</b>	<b>7.0</b>	<b>7.5</b>

\* Stock split in 2019, at the ratio 1:2.

## Additional Information

### Planted Area – 2021/22 and 2022/23 Crop Years

Table 38 - Planted Area by type, 2021/22 vs. 2022/23

Area Mix	Planted Area 2021/22 ----- ha -----	Planted Area 2022/23 <sup>(1)</sup>	Share 2021/22 %	Δ%
<b>1<sup>st</sup> Crop Area</b>	<b>448,567</b>	<b>446,992</b>	<b>66.6%</b>	<b>-0.4%</b>
Owned Area	111,825	113,911	17.0%	1.9%
Leased Area	250,775	241,294	36.0%	-3.8%
Joint Ventures Areas <sup>(2)</sup>	41,316	41,669	6.2%	0.9%
SLC LandCo Areas <sup>(3)</sup>	44,651	50,118	7.5%	12.2%
<b>2<sup>nd</sup> Crop Area</b>	<b>223,379</b>	<b>223,724</b>	<b>33.4%</b>	<b>0.2%</b>
Owned Area	54,241	59,480	8.9%	9.7%
Leased Area	138,082	130,605	19.5%	-5.4%
Joint Ventures Areas <sup>(2)</sup>	14,491	15,212	2.3%	5.0%
SLC LandCo Areas <sup>(3)</sup>	16,565	18,427	2.7%	11.2%
<b>Total Area</b>	<b>671,946</b>	<b>670,716</b>	<b>100.0%</b>	<b>-0.2%</b>

<sup>(1)</sup> Weather factors may affect the planted area forecast.

<sup>(2)</sup> Areas owned by Grupo Roncador and Mitsui.

<sup>(3)</sup> A SLC Agrícola holds an 81.23% interest in SLC LandCo.

### Property Portfolio

The portfolio of properties under our management on **March 08, 2023** is presented below:

Table 39 - Property Portfolio

2021/22 Crop Year (ha)		Owned <sup>(1)</sup>	SLC LandCo <sup>(2)</sup>	Leased	Joint Ventures	Under Control	Total Planted <sup>(3)</sup>
Farm	State	----- ha -----					
Pamplona	GO & MG	18,063		8,552		26,615	28,088
Pantanal	MS			26,046		26,046	44,822
Planalto	MS	15,006		1,613		16,619	22,030
Pampeira	MT			23,787		23,787	41,179
Piracema	MT			10,054		10,054	19,368
Pejuçara	MT			7,393		7,393	14,787
Pirapora	MT			11,403		11,403	21,745
Próspera	MT			17,015		17,015	32,531
Planorte	MT	23,454				23,454	31,651
Paiguás	MT	28,038		17,321		45,359	63,582
Perdizes <sup>(5)</sup>	MT	28,847	13,276			42,123	27,558
Pioneira <sup>(4)</sup>	MT				19,803	19,803	35,015
Panorama	BA		10,373	14,246		24,619	21,782
Paladino <sup>(5)</sup>	BA				21,866	21,866	21,866
Paysandu	BA			34,245		34,245	39,533
Piratini	BA		25,355			25,355	18,534
Palmares	BA	16,190	858	16,943		33,991	25,595
Parceiro	BA	27,487	3,680	6,943		38,110	13,035
Parnaíba	MA	26,126		10,907		37,033	44,870
Palmeira	MA		10,200	18,233		28,433	33,286
Planeste	MA		23,041	16,592		39,633	59,084
Parnaguá	PI	19,237				19,237	10,774
Paineira <sup>(6)</sup>	PI	12,882				12,882	
<b>Total</b>	<b>-</b>	<b>215,330</b>	<b>86,783</b>	<b>241,294</b>	<b>41,669</b>	<b>585,076</b>	<b>670,716</b>

<sup>(1)</sup> Own property, includes Legal Reserve.

<sup>(2)</sup> SLC Agrícola currently holds an 81.23% interest in SLC LandCo, while the Valiance fund holds 18.77%.

<sup>(3)</sup> Including the second crop. Weather factors could affect the planted area forecast.

<sup>(4)</sup> The Pioneira Farm is part of the joint arrangement with Grupo Roncador.

<sup>(5)</sup> The Perdizes and Paladino Farms are part of the joint arrangements with Mitsui in SLC-Mit.

<sup>(6)</sup> Farm leased to third parties.

Table 40 - Production Cost – Breakdown in % and R\$ per hectare – 2022/23 Crop Year

R\$/ha	Cotton 1 <sup>st</sup> crop	Cotton 2 <sup>nd</sup> crop	Soybean	Corn	Average 2022/23	Average 2021/22
<b>Variable Costs</b>	<b>12,161</b>	<b>10,969</b>	<b>4,189</b>	<b>3,903</b>	<b>6,134</b>	<b>5,066</b>
Seeds	1,820	1,641	627	584	918	808
Fertilizers	3,639	3,282	1,254	1,168	1,836	1,616
Crop protection	3,260	2,941	1,123	1,046	1,645	1,196
Aerial Spraying	152	137	52	49	76	83
Fuels and Lubrificants	713	643	245	229	360	293
Labor	106	96	37	34	54	51
Ginning	895	807	308	287	451	305
Maintenance of machines and implements	561	506	193	180	283	261
Others	1,016	916	350	326	512	452
<b>Custos Fixos</b>	<b>3,002</b>	<b>2,708</b>	<b>1,034</b>	<b>964</b>	<b>1,515</b>	<b>1,298</b>
Labor	879	793	303	282	444	458
Depreciation e amortization	713	643	245	229	360	280
Amortization of the Right of Use - Leases	1,077	971	371	346	543	395
Others	334	301	115	107	168	165
<b>Total</b>	<b>15,163</b>	<b>13,677</b>	<b>5,223</b>	<b>4,867</b>	<b>7,649</b>	<b>6,364</b>

## Landbank

The current position of our landbank is presented below:

Table 41 - Landbank

Hectares	In process of agricultural development*	In licensing process
<b>SLC Agrícola</b>		
Parnaíba	1,464	-
Parceiro	2,526	-
<b>Subtotal</b>	<b>3,990</b>	-
<b>SLC LandCo</b>		
Piratini	1,633	-
<b>Subtotal</b>	<b>1,633</b>	-
<b>Total</b>	<b>5,623</b>	-

\*Areas already open, under development for commercial planting.

## Machinery Base and Storage Capacity

Table 42 - Machinery Base and Storage Capacity

	2020	2021	4Q22 <sup>(1)</sup>
<b>Machinery (quantity)</b>	<b>871</b>	<b>1,173</b>	<b>1,195</b>
Tractors	211	350	338
Grains Combiners	196	217	254
Cotton Pickers	92	103	127
Planters	210	297	276
Self propelled sprayers	162	206	200
<b>Storage capacity (tons)</b>			
Grains	764,000	1,054,920	1,054,920
% Production	44%	61%	43% <sup>(1)</sup>
Cotton	125,148	190,447	190,447
% Production	63%	72%	62% <sup>(1)</sup>

<sup>(1)</sup> Estimate based on the planted area and yield for 2022/23 crop year for 4Q22.

## Debt

Figure 11 - Change in Adjusted Gross Debt (R\$ '000)

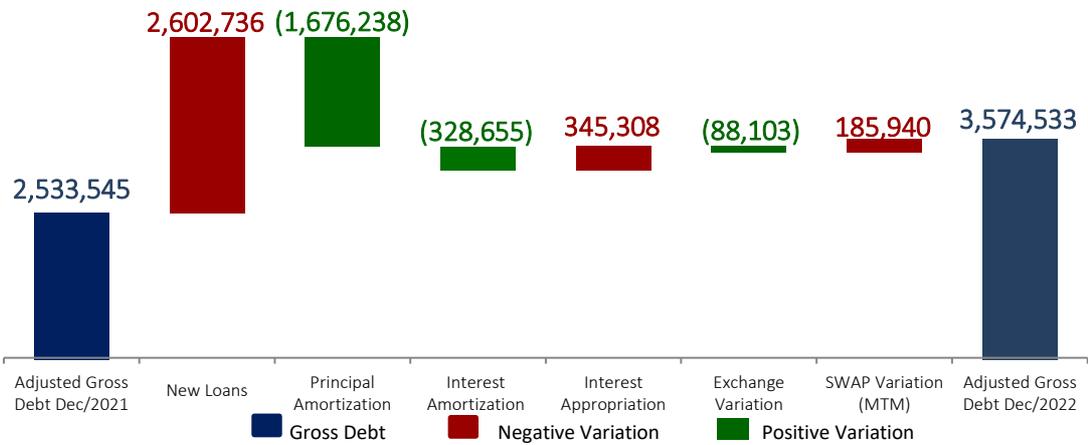


Figure 12 - Adjusted Gross Debt Amortization Schedule (R\$ '000)

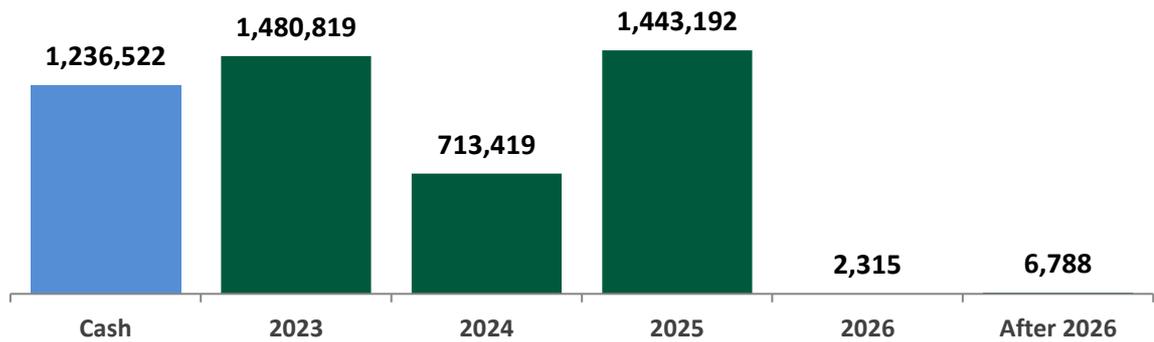


Figure 13 - Adjusted Gross Debt Profile

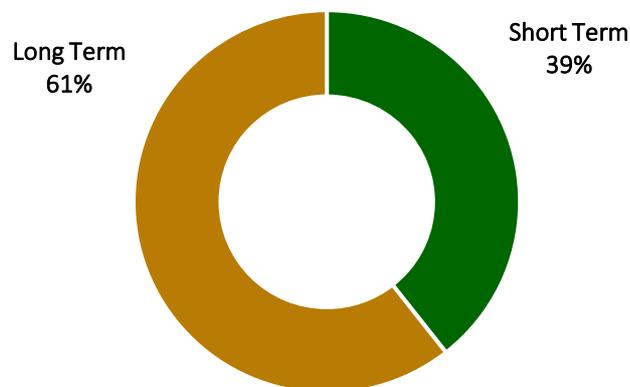
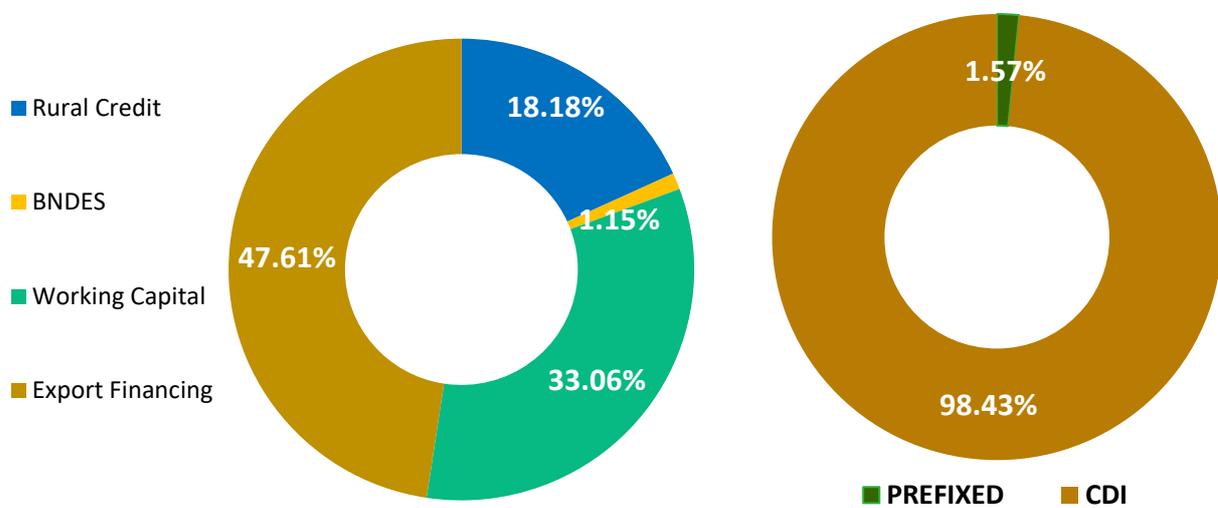
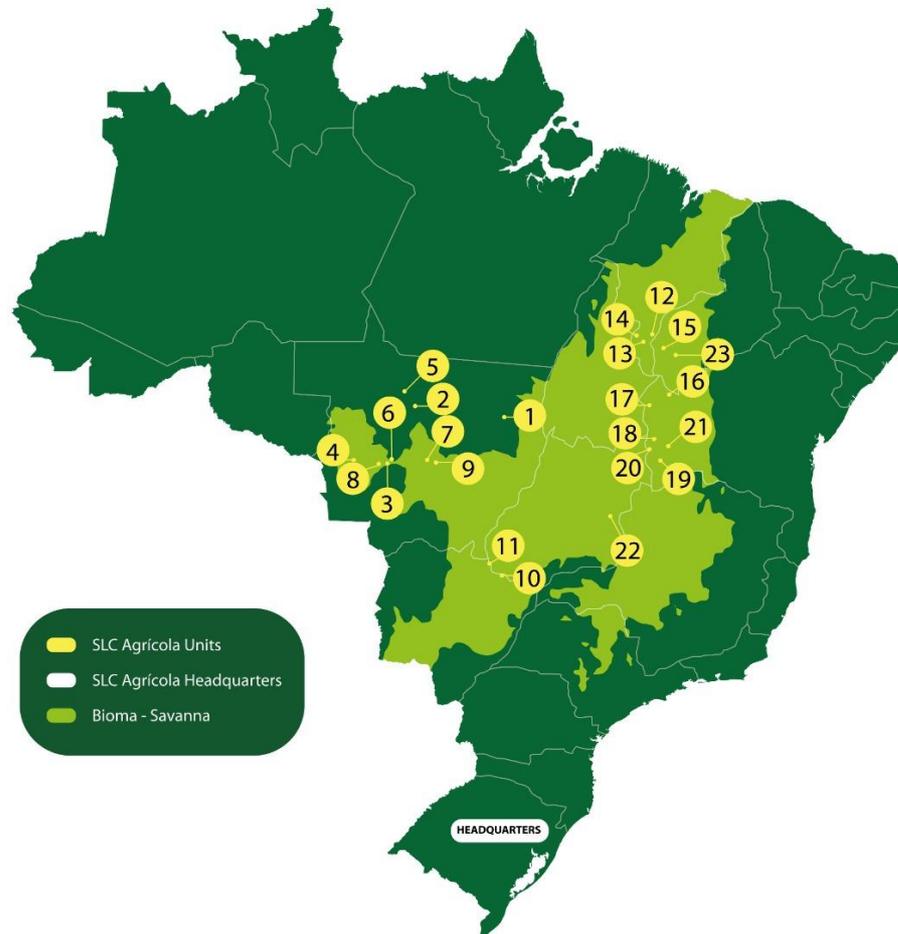


Figure 14 - Gross Debt by Index and Instrument



## Location of Production Units and Headquarters



### SLC Agrícola Farms

- |  |  |
|--|--|
| 1. Pioneira (MT) – 35,015 ha <sup>(1)</sup>  | 13. Palmeira ( MA) – 33,286 ha <sup>(1)</sup>      |
| 2. Perdizes (MT) – 27,558 ha <sup>(1)</sup>  | 14. Planeste (MA) – 59,084 ha <sup>(1)</sup>       |
| 3. Paiaguás (MT) – 63,582 ha <sup>(1)</sup>  | 15. Parnaguá (PI) – 10,774 ha <sup>(1)</sup>       |
| 4. Planorte (MT) – 31,651 ha <sup>(1)</sup>  | 16. Parceiro (BA) – 13,035 ha <sup>(1)</sup>       |
| 5. Próspera (MT) – 32,531 ha <sup>(1)</sup>  | 17. Palmares (BA) -25,595 ha <sup>(1)</sup>        |
| 6. Pejucara (MT) – 14,787 ha <sup>(1)</sup>  | 18. Paladino (BA) -21,866 ha <sup>(1)</sup>        |
| 7. Piracema (MT) – 19,368 ha <sup>(1)</sup>  | 19. Piratini (BA) – 18,534 ha <sup>(1)</sup>       |
| 8. Pampeira (MT) – 41,179 ha <sup>(1)</sup>  | 20. Panorama (BA) – 21,782 ha <sup>(1)</sup>       |
| 9. Pirapora (MT) – 21,745 ha <sup>(1)</sup>  | 21. Paysandu (BA) – 39,533 ha <sup>(1)</sup>       |
| 10. Pantanal (MS) – 44,822 ha <sup>(1)</sup> | 22. Pamplona (GO and MG) -28,088 ha <sup>(1)</sup> |
| 11. Planalto (MS) -22,030 ha <sup>(1)</sup>  | 23. Paineira (PI) - Leased                         |
| 12. Parnaíba (MA) – 44,870 ha <sup>(1)</sup> |  |

Notes:

<sup>(1)</sup> Includes first and second crop.

## Disclaimer

*We make statements concerning future events that are subject to risks and uncertainties. These statements are based on the beliefs and assumptions of our Management and on the information currently available to the Company. Forward-looking statements include information on our current plans, beliefs or expectations, as well as those of the Company's directors and officers. Forward-looking statements include information on potential or assumed operating results as well as statements that are preceded, followed by or include the words "believe," "may," "will," "continue," "expect," "project," "intend," "plan," "estimate" or similar expressions. Forward-looking statements and information provide no guarantee of performance. Because they refer to future events, they involve risks, uncertainties and assumptions and as such depend on circumstances that may or may not occur. The Company's future results and creation of value for shareholders may differ significantly from the figures expressed or suggested in the forward-looking statements. Many factors that will determine these results and values are beyond our capacity to control or predict.*

## Exhibit 1 – Balance Sheet – Assets

R\$ (thd)	2021	VA	2022	VA	HA
<b>Current Assets</b>	<b>5,109,406</b>	<b>39.7%</b>	<b>7,032,683</b>	<b>47.3%</b>	<b>37.6%</b>
Short-term interest earning bank deposits	139,780	1.1%	1,235,775	8.3%	784.1%
Accounts receivable	147,414	1.1%	174,291	1.2%	18.2%
Advances to suppliers	29,502	0.2%	14,924	0.1%	-49.4%
Inventories	2,806,365	21.8%	3,343,980	22.5%	19.2%
Biological assets	1,690,969	13.1%	1,799,576	12.1%	6.4%
Recoverable taxes	126,936	1.0%	139,817	0.9%	10.1%
Securities and credits receivable	21,919	0.2%	25,852	0.2%	17.9%
Operations with derivatives	107,676	0.8%	272,728	1.8%	153.3%
Intercompany transactions	20	0.0%	-	0.0%	-100.0%
Other accounts receivable	23,977	0.2%	15,012	0.1%	-37.4%
Prepaid expenses	14,275	0.1%	10,183	0.1%	-28.7%
Assets held for sale	573	0.0%	545	0.0%	-4.9%
<b>Non-current assets</b>	<b>7,756,937</b>	<b>60.3%</b>	<b>7,835,706</b>	<b>52.7%</b>	<b>1.0%</b>
Financial investments	684	0.0%	747	0.0%	9.2%
Recoverable taxes	152,690	1.2%	204,094	1.4%	33.7%
Deferred income and social contribution taxes	405,662	3.2%	281,819	1.9%	-30.5%
Operations with derivatives	183,607	1.4%	61,677	0.4%	-66.4%
Securities and credits receivable	26,962	0.2%	31,650	0.2%	17.4%
Advances to suppliers	74,202	0.6%	79,805	0.5%	7.6%
Prepaid expenses	19	0.0%	458	0.0%	n.m.
Other credits	19,770	0.2%	40,174	0.3%	103.2%
Prepaid for future capital increase	-	0.0%	-	0.0%	n.m.
	<b>863,596</b>	<b>6.7%</b>	<b>700,425</b>	<b>4.7%</b>	<b>-18.9%</b>
Investments	1,640	0.0%	3,618	0.0%	120.6%
Investment Property's	333,269	2.6%	385,817	2.6%	15.8%
Right of use asset	3,042,185	23.6%	2,881,262	19.4%	-5.3%
Immobilized	3,398,063	26.4%	3,733,112	25.1%	9.9%
Intangible	118,184	0.9%	131,473	0.9%	11.2%
	<b>6,893,341</b>	<b>53.6%</b>	<b>7,135,282</b>	<b>48.0%</b>	<b>3.5%</b>
<b>TOTAL ASSETS</b>	<b>12,866,343</b>	<b>100%</b>	<b>14,868,389</b>	<b>100%</b>	<b>15.6%</b>

## Exhibit 2 – Balance Sheet – Liabilities

R\$ (thd)	2021	VA	2022	VA	HA
<b>Liabilities</b>	<b>3,831,980</b>	<b>29.8%</b>	<b>4,589,690</b>	<b>30.9%</b>	<b>19.8%</b>
Suppliers	1,009,194	7.8%	1,564,582	10.5%	55.0%
Loans and financing	669,735	5.2%	1,281,537	8.6%	91.3%
Credit Assignment	39,004	0.3%	-	0.0%	-100.0%
Taxes, rates and sundry contributions	57,832	0.4%	207,688	1.4%	259.1%
Social charges and labor legislation obligations	148,613	1.2%	149,756	1.0%	0.8%
Advances from clients	568,043	4.4%	238,942	1.6%	-57.9%
Debts with related parties	79	0.0%	2,482	0.0%	n.m.
Operations with derivatives	394,582	3.1%	139,585	0.9%	-64.6%
Securities payable	93,775	0.7%	86,102	0.6%	-8.2%
Provisions for tax, environmental, labor and civil risks	32,002	0.2%	38,257	0.3%	19.5%
Dividends payable	269,803	2.1%	302,370	2.0%	12.1%
Leases payable	15,048	0.1%	14,146	0.1%	-6.0%
Third party lease liability	511,932	4.0%	523,573	3.5%	2.3%
Others accounts payables	22,338	0.2%	40,670	0.3%	82.1%
<b>Non-current liabilities</b>	<b>5,258,287</b>	<b>40.9%</b>	<b>5,382,267</b>	<b>36.2%</b>	<b>2.4%</b>
Loans and financing	1,918,024	14.9%	2,172,734	14.6%	13.3%
IR and Deferred taxes	360,906	2.8%	443,717	3.0%	22.9%
Operations with derivatives	139,966	1.1%	20,546	0.1%	-85.3%
Securities payable	14,862	0.1%	14,276	0.1%	-3.9%
Provisions for tax, environmental, labor and civil risks	-	0.0%	-	0.0%	n.m.
Other debts	73	0.0%	520	0.0%	612.3%
Third party lease liability	2,824,456	22.0%	2,730,474	18.4%	-3.3%
<b>Consolidated Shareholders' equity</b>	<b>3,776,076</b>	<b>29.3%</b>	<b>4,896,432</b>	<b>32.9%</b>	<b>29.7%</b>
Share Capital	1,512,522	11.8%	1,512,522	10.2%	0.0%
Capital reserves	164,953	1.3%	168,544	1.1%	2.2%
(-) Treasury shares	(116,846)	-0.9%	(280,170)	-1.9%	139.8%
Profit reserves	1,174,813	9.1%	1,891,460	12.7%	61.0%
Retained Earnings/Losses	-	0.0%	-	0.0%	n.m.
Other comprehensive income	789,306	6.1%	1,306,441	8.8%	65.5%
Non-controlling shareholders in subsidiaries	251,328	2.0%	297,635	2.0%	18.4%
<b>TOTAL LIABILITIES</b>	<b>12,866,343</b>	<b>100%</b>	<b>14,868,389</b>	<b>100.0%</b>	<b>15.6%</b>

## Exhibit 3 – Income Statement for the Fiscal Year

R\$ (thd)	2021 (a)	2022 (b)	HA (b x a)	4Q21 (b)	4Q22 (a)	HA (b x a)
<b>Net Operating Revenue</b>	<b>4,363,210</b>	<b>7,373,034</b>	<b>69.0%</b>	<b>1,549,499</b>	<b>1,945,970</b>	<b>25.6%</b>
Cotton lint	2,087,461	2,930,972	40.4%	1,046,193	916,576	-12.4%
Cotton seed	348,928	380,070	8.9%	175,286	126,479	-27.8%
Soybean	1,673,697	2,973,363	77.7%	354,615	522,263	47.3%
Corn	518,078	710,473	37.1%	138,889	170,702	22.9%
Herd of cattle	59,377	110,862	86.7%	39,736	34,938	-12.1%
Others	261,620	272,919	4.3%	120,716	101,935	-15.6%
Hedge revenue	(585,951)	(5,625)	-99.0%	(325,936)	73,077	n.m.
<b>Biological assets</b>	<b>1,961,159</b>	<b>2,216,676</b>	<b>13.0%</b>	<b>378,097</b>	<b>376,191</b>	<b>-0.5%</b>
<b>Cost of goods sold</b>	<b>(2,651,291)</b>	<b>(4,220,730)</b>	<b>59.2%</b>	<b>(928,945)</b>	<b>(1,299,266)</b>	<b>39.9%</b>
Cotton lint	(1,082,365)	(1,831,639)	69.2%	(557,878)	(824,506)	47.8%
Cotton seed	(133,245)	(140,849)	5.7%	(54,446)	(55,134)	1.3%
Soybean	(793,574)	(1,449,659)	82.7%	(144,253)	(263,883)	82.9%
Corn	(420,625)	(542,399)	29.0%	(81,096)	(101,944)	25.7%
Herd of cattle	(53,800)	(119,413)	122.0%	(39,289)	(38,705)	-1.5%
Others	(167,682)	(136,771)	-18.4%	(51,983)	(15,094)	-71.0%
<b>Realization of the Fair Value of Biological Assets</b>	<b>(1,425,434)</b>	<b>(2,237,681)</b>	<b>57.0%</b>	<b>(449,113)</b>	<b>(465,866)</b>	<b>3.7%</b>
<b>Gross Income</b>	<b>2,247,644</b>	<b>3,131,299</b>	<b>39.3%</b>	<b>549,538</b>	<b>557,029</b>	<b>1.4%</b>
Operating expenses/income	(334,277)	(626,006)	87.3%	(146,684)	(223,886)	52.6%
Sales expenses	(212,559)	(379,664)	78.6%	(88,658)	(144,566)	63.1%
General and administrative expenses	(222,496)	(260,230)	17.0%	(67,322)	(68,695)	2.0%
General and administrative	(124,286)	(175,815)	41.5%	(32,552)	(52,056)	59.9%
Provision for profit share program	(98,210)	(84,415)	-14.0%	(34,770)	(16,639)	-52.1%
Management compensation	(18,953)	(24,374)	28.6%	(4,620)	(4,903)	6.1%
Added Value Net of Taxes	(14,832)	(25,861)	74.4%	(5,923)	(9,413)	58.9%
Other operating income (expenses)	134,563	64,123	-52.3%	19,839	3,691	-81.4%
<b>Income (loss) before financial income (loss) and taxes</b>	<b>1,913,367</b>	<b>2,505,293</b>	<b>30.9%</b>	<b>402,854</b>	<b>333,143</b>	<b>-17.3%</b>
Financial income	494,709	846,817	71.2%	(94,174)	125,612	n.m.
Financial expenses	(847,266)	(1,546,285)	82.5%	(72,088)	(348,741)	383.8%
<b>Income (loss) before income tax</b>	<b>1,560,810</b>	<b>1,805,825</b>	<b>15.7%</b>	<b>236,592</b>	<b>110,014</b>	<b>-53.5%</b>
Income and social contribution taxes	(430,051)	(469,092)	9.1%	(43,637)	22,419	n.m.
Current	(174,507)	(544,400)	212.0%	3,491	(158,443)	n.m.
Deferred	(255,544)	75,308	n.m.	(47,128)	180,862	n.m.
<b>Net Income (loss) for the period</b>	<b>1,130,759</b>	<b>1,336,733</b>	<b>18.2%</b>	<b>192,955</b>	<b>132,433</b>	<b>-31.4%</b>
Assigned to Members of the Parent Company	1,062,116	1,267,459	19.3%	179,521	112,071	-37.6%
Attributed to Non-Controlling Partners	68,643	69,274	0.9%	13,434	20,362	51.6%

## Exhibit 4 – Statement of Cash Flows

R\$ (thd)	2021	2022	HA	4Q21	4Q22	HA
<b>Net cash from operating activities</b>	<b>435,090</b>	<b>1,991,777</b>	<b>357.8%</b>	<b>203,445</b>	<b>809,665</b>	<b>298.0%</b>
<b>Cash generated from operations</b>	<b>1,743,771</b>	<b>3,073,066</b>	<b>76.2%</b>	<b>646,232</b>	<b>617,087</b>	<b>-4.5%</b>
Net profit (loss) before IRPJ / CSLL	1,560,810	1,805,825	15.7%	236,597	110,015	-53.5%
Depreciation and amortization	145,870	177,814	21.9%	46,315	52,693	13.8%
Result on write-off of fixed assets	13,246	8,858	-33.1%	4,089	1,686	-58.8%
Interest, FX and Monetary Correction	214,580	319,329	48.8%	116,674	104,490	-10.4%
Share-based compensation	8,901	15,800	77.5%	3,000	4,321	44.0%
Variation of Biological Assets	(535,725)	21,005	n.m.	71,015	89,678	26.3%
Inventory adjustment provision at market value	1,392	87,790	n.m.	(2,119)	75,047	n.m.
Provision part. Results and labor contingencies	98,621	85,356	-13.5%	34,770	16,713	-51.9%
Provision for loss of recuperable taxes	(3,780)	13,278	n.m.	(7,456)	2,319	n.m.
Fair Value of Investment Properties	(105,675)	(52,549)	-50.3%	217	-	-100.0%
Others	37,095	(606)	n.m.	(78,451)	(12,731)	-83.8%
AVP - Lease Liabilities	175,149	280,423	60.1%	88,294	70,219	-20.5%
Amortization of Right of Use	133,287	310,743	133.1%	133,287	102,637	-23.0%
<b>Changes in Assets and Liabilities</b>	<b>(1,308,681)</b>	<b>(1,081,289)</b>	<b>-17.4%</b>	<b>(442,787)</b>	<b>192,578</b>	<b>n.m.</b>
Accounts receivable from customers	77,916	(26,876)	n.m.	(61,996)	39,637	n.m.
Stocks and biological assets	(958,924)	(685,879)	-28.5%	(444,486)	(276,556)	-37.8%
Taxes to recover	(71,403)	(77,563)	8.6%	(20,564)	31,719	n.m.
Financial investments	(21)	(63)	200.0%	(9)	(18)	100.0%
Other accounts receivable	23,611	(19,656)	n.m.	12,012	38,996	224.6%
Advance to suppliers	(22,556)	10,102	n.m.	(5,544)	(3,541)	-36.1%
Suppliers	(221,475)	434,178	n.m.	107,137	447,676	317.9%
Tax and social obligations	(109,154)	(136,550)	25.1%	(3,046)	(10,580)	247.3%
Obligations with controlled companies	(51)	2,422	n.m.	(71)	2,224	n.m.
Derivative transactions	(242,856)	411,830	n.m.	(215,071)	165,821	n.m.
Securities payable	9,514	(8,259)	n.m.	2,888	7,568	162.0%
Advances from customers	482,916	(329,101)	n.m.	258,566	(36,476)	n.m.
Leases payable	9,765	(902)	n.m.	15,048	14,146	-6.0%
Other bills to pay	(8,533)	50,013	n.m.	8,137	16,562	103.5%
Income tax and social contribution paid	(171,484)	(376,330)	119.5%	(36,342)	(1,991)	-94.5%
Interest on loans paid	(105,946)	(328,655)	210.2%	(59,446)	(242,609)	308.1%
<b>Net Cash Investing Activities</b>	<b>(476,195)</b>	<b>(485,813)</b>	<b>2.0%</b>	<b>(99,520)</b>	<b>(4,071)</b>	<b>-95.9%</b>
In fixed assets	(400,397)	(449,044)	12.1%	(116,754)	(4,066)	-96.5%
In intangible	(36,007)	(36,433)	1.2%	(8,592)	(1)	-100.0%
Receipt for the sale of land	17,852	1,643	-90.8%	17,852	-	-100.0%
Land return payment	(706)	-	-100.0%	-	-	n.m.
Acquisition of Investments in Subsidiary	(55,297)	-	-100.0%	8,000	-	-100.0%
Other Investments	(1,640)	(1,979)	20.7%	(26)	(4)	-84.6%
<b>Net Cash Before Financing Activities</b>	<b>(41,105)</b>	<b>1,505,964</b>	<b>n.m.</b>	<b>103,925</b>	<b>805,594</b>	<b>675.2%</b>
<b>Net Cash Financing Activities</b>	<b>(1,423,168)</b>	<b>(409,969)</b>	<b>-71.2%</b>	<b>(689,565)</b>	<b>(894,638)</b>	<b>29.7%</b>
Sale and repurchase of shares	(71,233)	(175,533)	146.4%	(47,592)	(108,693)	128.4%
Loans and financing taken	1,427,030	2,602,726	82.4%	556,161	604,998	8.8%
Loans and financing paid	(2,154,523)	(1,676,238)	-22.2%	(997,890)	(1,332,987)	33.6%
Derivatives Paid/Received	3,700	(52,199)	n.m.	3,700	(10,230)	n.m.
Credit Assignment	(191,863)	(39,004)	-79.7%	(191,863)	-	-100.0%
Dividends paid	(205,339)	(558,383)	171.9%	(2,997)	(27,669)	823.2%
Paid Leases	(230,940)	(511,338)	121.4%	(9,084)	(20,057)	120.8%
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>(1,464,273)</b>	<b>1,095,995</b>	<b>n.m.</b>	<b>(585,640)</b>	<b>(89,044)</b>	<b>-84.8%</b>
<b>Opening Balance of Cash and Cash Equivalents</b>	<b>1.604,053</b>	<b>139,780</b>	<b>-91.3%</b>	<b>725,420</b>	<b>1,324,819</b>	<b>82.6%</b>
<b>Final Balance of Cash and Cash Equivalents</b>	<b>139,780</b>	<b>1,235,775</b>	<b>784.1%</b>	<b>139,780</b>	<b>1,235,775</b>	<b>784.1%</b>
<b>Presented Free Cash</b>	<b>(41,105)</b>	<b>1,505,964</b>	<b>n.m.</b>	<b>103,925</b>	<b>805,594</b>	<b>675.2%</b>
Change in financial investments account <sup>(1)</sup>	21	(63)	n.m.	9	(18)	n.m.
Paid Leases <sup>(2)</sup>	(230,940)	(511,338)	121.4%	(9,084)	(20,057)	120.8%
Payment CRA costs	(228)	-	-100.0%	(97)	-	n.m.
Share Buyback	237	-	-100.0%	69	-	n.m.
<b>Adjusted Free Cash</b>	<b>(272,015)</b>	<b>994,563</b>	<b>n.m.</b>	<b>94,822</b>	<b>785,519</b>	<b>728.4%</b>

<sup>(1)</sup> The variations of said account are non-cash.

<sup>(2)</sup> Due to the adoption of IFRS 16, the payment of leases is now accounted in the Statement of Cash Flows under Financing Activities. However, it must be considered as an operating cash disbursement.

## Exhibit 5 – Income Statement for the Fiscal Year - Combined

R\$ (thd)	2021 Combined (a)	2022 (b)	HA (b x a)	4Q21 (b)	4Q22 (a)	HA (b x a)
<b>Net Operating Revenue</b>	<b>4,963,121</b>	<b>7,373,034</b>	<b>48.6%</b>	<b>1,549,499</b>	<b>1,945,970</b>	<b>25.6%</b>
Cotton lint	2,383,537	2,930,972	23.0%	1,046,193	916,576	-12.4%
Cotton seed	354,810	380,070	7.1%	175,286	126,479	-27.8%
Soybean	1,881,516	2,973,363	58.0%	354,615	522,263	47.3%
Corn	527,282	710,473	34.7%	138,889	170,702	22.9%
Herd of cattle	59,377	110,862	86.7%	39,736	34,938	-12.1%
Others	346,559	272,919	-21.2%	120,716	101,935	-15.6%
Hedge revenue	(589,960)	(5,625)	-99.0%	(325,936)	73,077	-122.4%
<b>Biological assets</b>	<b>2,234,366</b>	<b>2,216,676</b>	<b>-0.8%</b>	<b>378,097</b>	<b>376,191</b>	<b>-0.5%</b>
<b>Cost of Goods Sold</b>	<b>(3,063,222)</b>	<b>(4,220,730)</b>	<b>37.8%</b>	<b>(928,945)</b>	<b>(1,299,266)</b>	<b>39.9%</b>
Cotton lint	(1,220,756)	(1,831,639)	50.0%	(557,878)	(824,506)	47.8%
Cotton seed	(134,769)	(140,849)	4.5%	(54,446)	(55,134)	1.3%
Soybean	(986,071)	(1,449,659)	47.0%	(144,253)	(263,883)	82.9%
Corn	(428,642)	(542,399)	26.5%	(81,096)	(101,944)	25.7%
Herd of cattle	(53,800)	(119,413)	122.0%	(39,289)	(38,705)	-1.5%
Others	(239,184)	(136,771)	-42.8%	(51,983)	(15,094)	-71.0%
<b>Realization of the Fair Value of Biological Assets</b>	<b>(1,738,070)</b>	<b>(2,237,681)</b>	<b>28.7%</b>	<b>(449,113)</b>	<b>(465,866)</b>	<b>3.7%</b>
<b>Gross Income</b>	<b>2,396,195</b>	<b>3,131,299</b>	<b>30.7%</b>	<b>549,538</b>	<b>557,029</b>	<b>1.4%</b>
Operating expenses/income	(425,928)	(626,006)	47.0%	(146,684)	(223,886)	52.6%
Sales expenses	(279,205)	(379,664)	36.0%	(88,658)	(144,566)	63.1%
General and administrative expenses	(255,081)	(260,230)	2.0%	(67,322)	(68,695)	2.0%
General and administrative	(150,048)	(175,815)	17.2%	(32,552)	(52,056)	59.9%
Provision for profit share program	(105,033)	(84,415)	-19.6%	(34,770)	(16,639)	-52.1%
Management compensation	(21,761)	(24,374)	12.0%	(4,620)	(4,903)	6.1%
Net Capital Gain Taxes	(14,832)	(25,861)	74.4%	(5,923)	(9,413)	58.9%
Other operating income (expenses)	144,951	64,123	-55.8%	19,839	3,691	-81.4%
<b>Income (loss) before financial income (loss) and taxes</b>	<b>1,970,267</b>	<b>2,505,293</b>	<b>27.2%</b>	<b>402,854</b>	<b>333,143</b>	<b>-17.3%</b>
Financial income	782,009	846,817	8.3%	(94,174)	125,612	-233.4%
Financial expenses	(1,287,904)	(1,546,285)	20.1%	(72,088)	(348,741)	383.8%
<b>Income (loss) before income tax</b>	<b>1,464,372</b>	<b>1,805,825</b>	<b>23.3%</b>	<b>236,592</b>	<b>110,014</b>	<b>-53.5%</b>
Income and social contribution taxes	(397,898)	(474,403)	19.2%	(43,637)	22,419	n.m.
Current	(174,507)	(544,400)	212.0%	3,491	(158,443)	n.m.
Deferred	(223,391)	75,308	n.m.	(47,128)	180,862	n.m.
<b>Net Income (loss) for the period</b>	<b>1,066,474</b>	<b>1,336,733</b>	<b>25.3%</b>	<b>192,955</b>	<b>132,433</b>	<b>-31.4%</b>
Assigned to Members of the Parent Company	997,831	1,267,459	27.0%	179,521	112,071	-37.6%
Attributed to Non-Controlling Partners	68,643	69,274	0.9%	13,434	20,362	51.6%

# RELEASE **4Q22**

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