



EARNINGS RELEASE — **2T23**

 RI.BOASAFRASEMENTES.COM.BR



Quarter ended June 30, 2023



Formosa, August 11, 2023 – Boa Safra (B3: SOJA3), the industry-leading soybean seed production company in Brazil, operating in the processing of soybean, corn, bean, sorghum, wheat and forage segment, releases its results for the quarter ended June 30, 2023 (2Q23). The financial statements have been prepared pursuant to the accounting practices adopted in Brazil (BR GAAP) and the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).



2Q23 Earnings Webcasts

August 11th, 2023

Portuguese with simultaneous
translation into English

9 a.m. (Brasilia Time)

8 a.m. (New York Time)








Portuguese Webcast : [here](#)

English Webcast: [here](#)



2Q23

Main Highlights

-  **ORDER BACKLOG - R\$ 1.1 billion** in soybean seeds (+40% vs 2T22)
 -  Being +34% for soybean seeds
 -  R\$ 41 MM of contracts to be performed reg, Bestway Seeds.
-  **LTM OPERATING REVENUE - R\$ 1,8 billion** in 2Q23 LTM resulting in an increase of +53% vs 2Q22 LTM).
The net **debt/LTM Adjusted EBITDA ratio** in the last twelve months went from 2.6x in 2Q22 to **1.8x in 2Q23**.
-  **EXPANSIONS**- Expansion works of **40 thousand big bags** for the Buritis-MG and Jaborandi-BA units to reach **240 thousand big bags in 2024** in the seed processing units.
Expansion of approximately **17 thousand sqm and expansion** of refrigerated warehouses in order to reach a **total area of 111 thousand sqm**.
-  **Launches** - Balsas-MA Distribution Center **with 9 thousand sqm of refrigerated warehouses** and Phase II of the Bestway Seeds **corn processing unit** in Uberlândia in July/2023.
-  Realized **CAPEX** of approximately BRL 127 million in 2023.

Boa Safra in Numbers



Consolidated (R\$ thousand)	2Q23	2Q22	Chg.	LTM2Q2 3	LTM2Q2 2	Chg.
Net Operating Revenue	134,428	125,316	7,3%	1,821,885	1,189,719	53,1%
Adjusted Ebitda	10,629	5,061	110,0%	189,859	119,548	58,8%
Net Income	27,834	6,199	349,0%	190,351	118,155	61,1%
Order Backlog	2Q23	2Q22	Chg.			
Orders to be performed (R\$ million)	1,122	832	34,9%			
Contracts to be performed Bestway Seeds (R\$ million)	41	n/a	n/a			

Operational Performance

Soybean production cycle

1Q23



Beginning of the
harvesting period
and inventory
building

2Q23



Processing,
storage and
logistics for DCs

3Q23



Beginning of the
sales of seed and
of the planting
for 2023/24 crop

4Q23



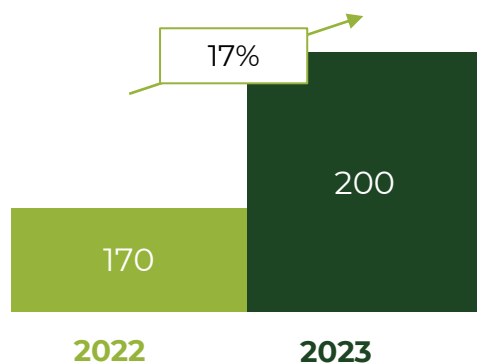
Inventory
sales

Operating Performance

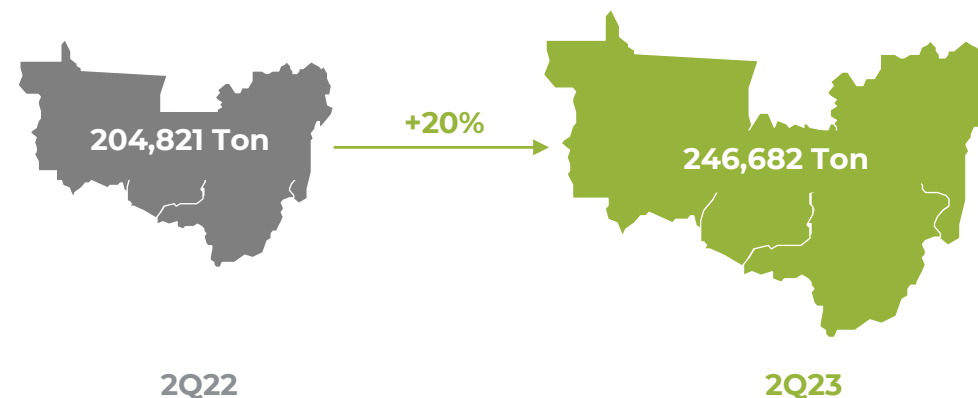
Increase in received grains and planted area

In 2Q23 we had an increase in grain volume, we received 246,682 tons (in total), an increase of 20% compared to June/22.

Installed Capacity
(in thousand of big bags)

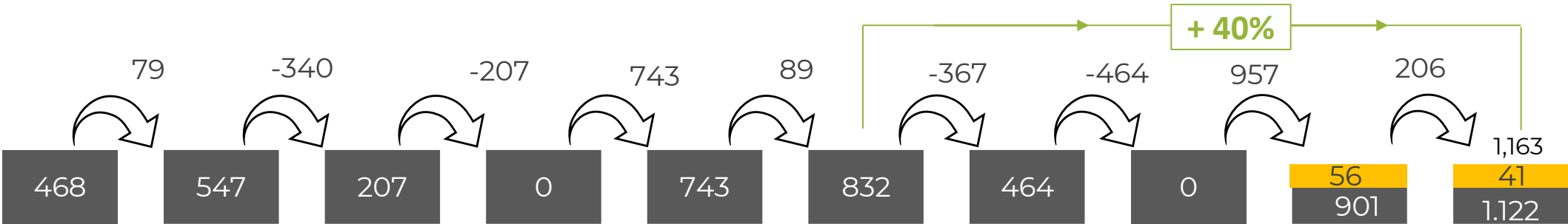


Soybean from fields of seeds
received (ton)

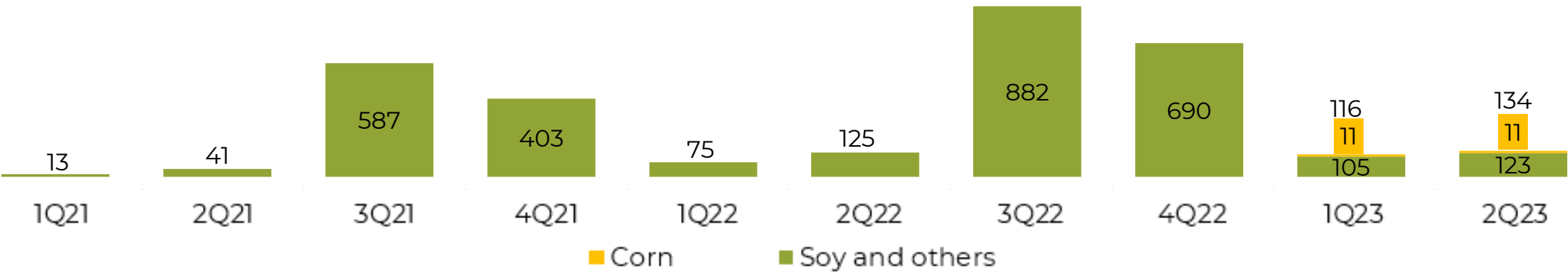


Financial Performance

Total net revenue and order backlog

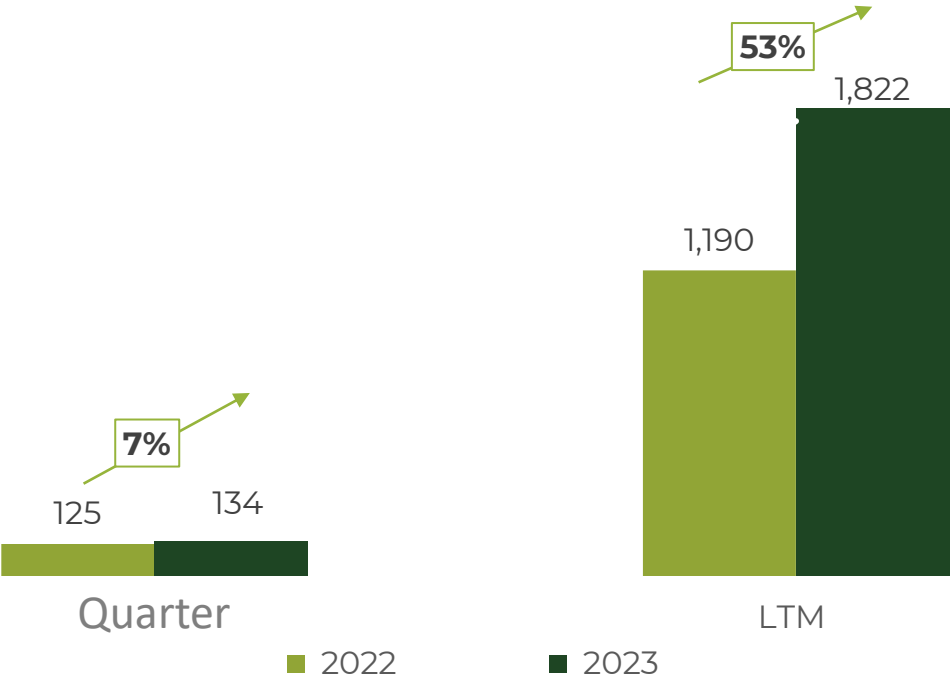


Receita Líquida (R\$ mil)

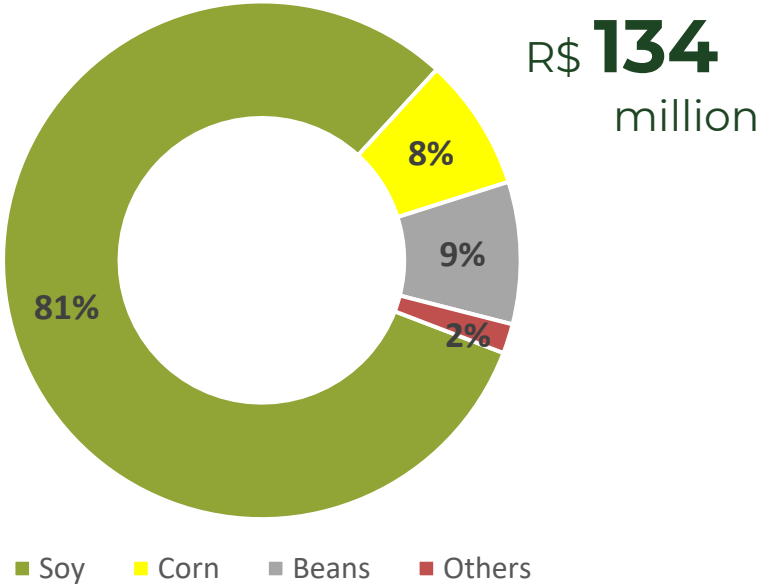


Increase in order volume

Net Revenue 2Q3 (R\$ million)



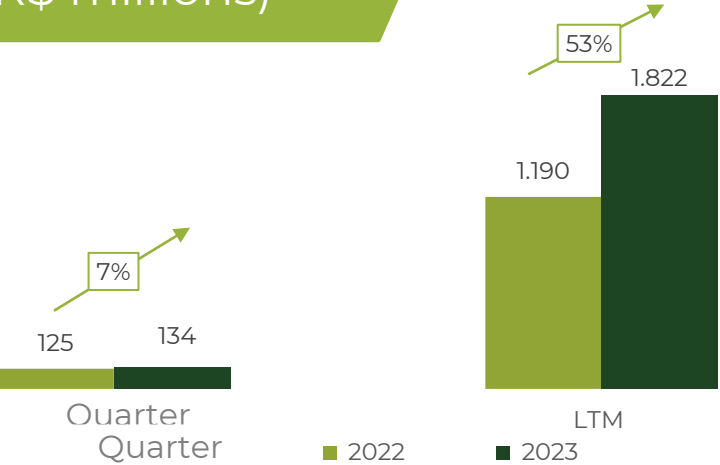
Net Revenue in Details 2Q23 (R\$ thousand)



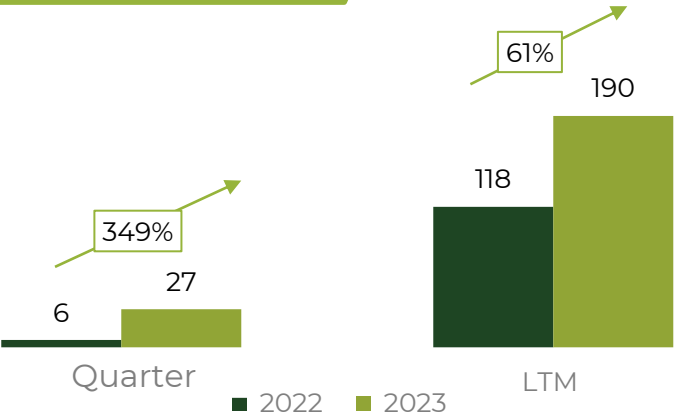
Financial Performance



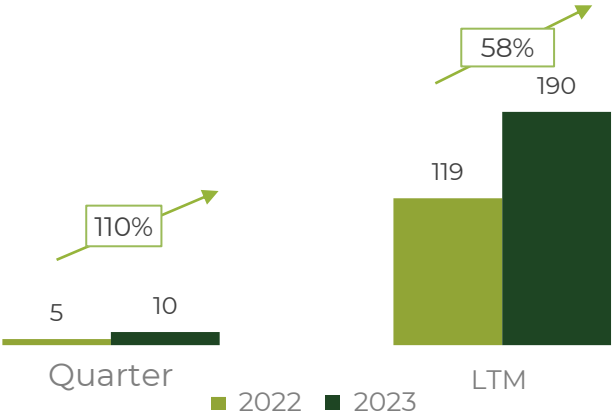
Net Revenue (R\$ millions)



Net Profit (R\$ millions)

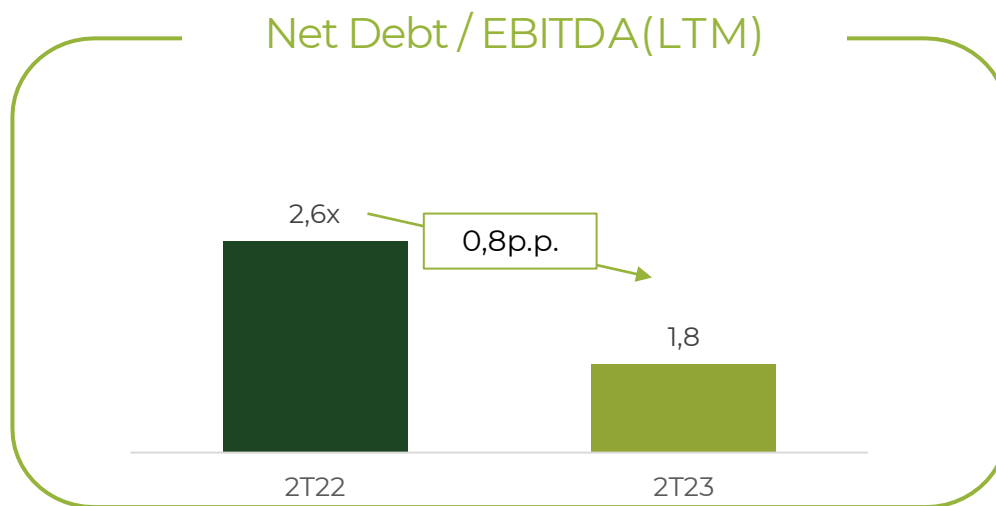
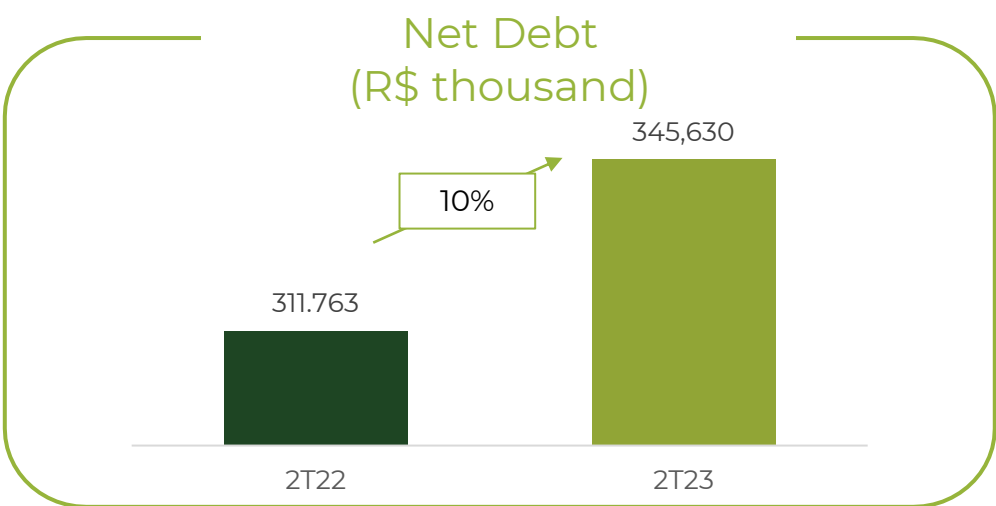
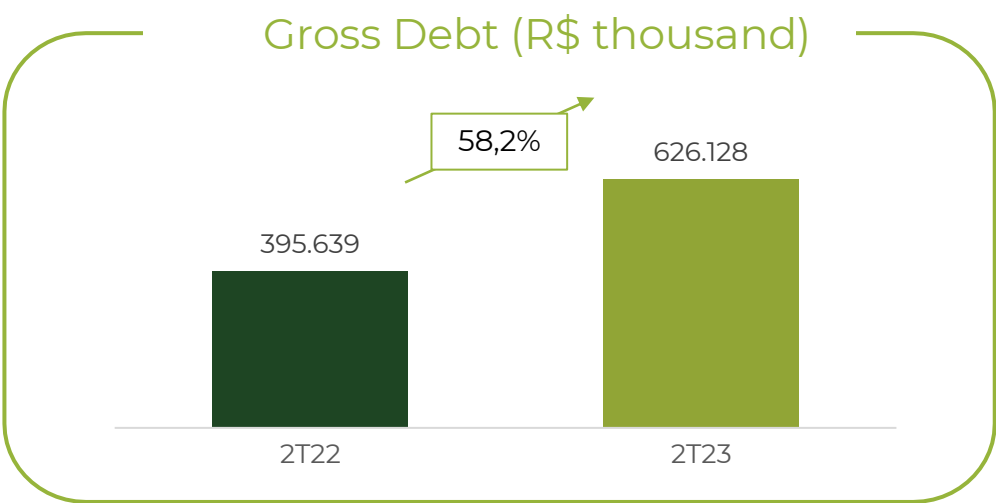
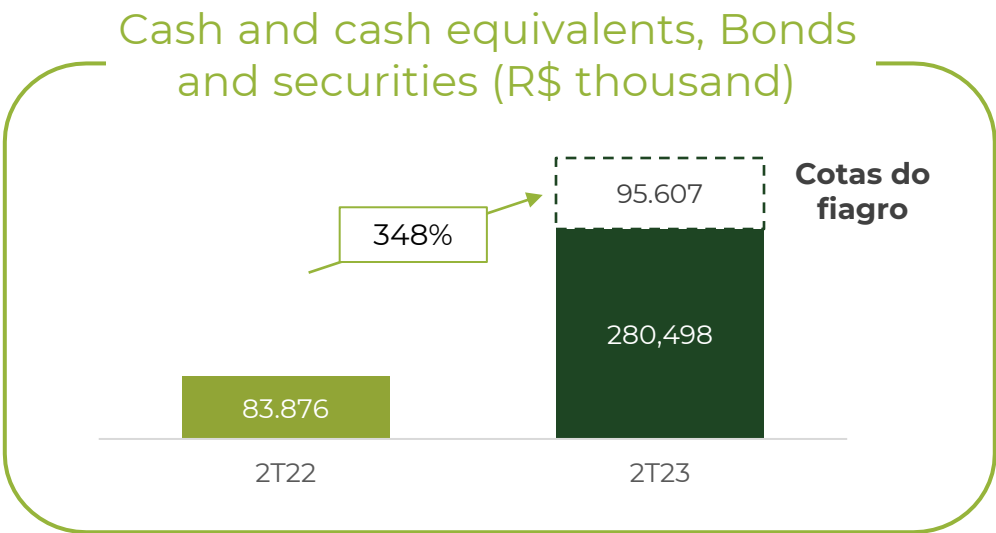


Ajusted Ebitda (R\$ millions)

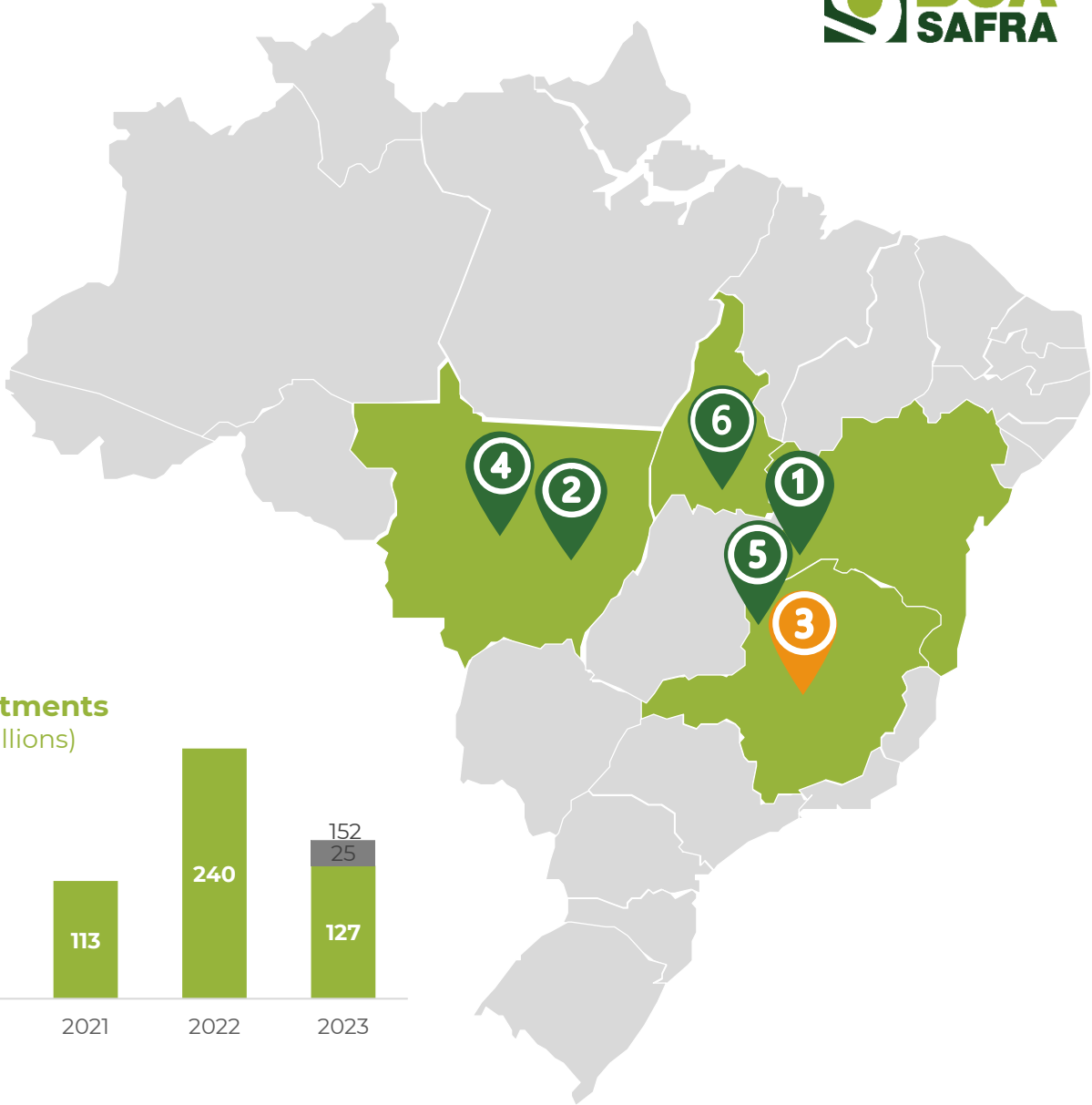


Financial Performance

Increase in the Company's cash











Investments/Capex in 2023



2023 Expansions and Total Capacity

Site	Seed Processing Unit			Refrigerated Warehouses		
	Expansion [Big Bags]	Current Capacity [Big Bags]	Total Capacity [Big Bags]	Expansion [sqm]	Current Capacity [sqm]	Total Capacity sqm]
Balsas - MA	-	-	-	-	9,000	9,000
Buritis – MG	26,667	40,000	66,667	6,000	16,670	22,670
Cabeceiras - GO	-	80,000	80,000	-	27,000	27,000
Formosa - GO	-	20,000	20,000	-	4,830	4,830
Jaborandi –BA	13,333	40,000	53,333	-	18,000	18,000
Paraíso – TO	-	-	-	6,000	-	6,000
Primavera – MT	-	20,000	20,000	2,250	9,000	11,250
Sorriso - MT	-	-	-	3,375	9,000	12,375
Total	40,000	200,000	240,000	17,625	93,500	111,125

2023 Expansions and Total Capacity

Year	Market Share (%)	Installed Capacity (thousand big bags)	Net Income (R\$ million)	Net Income per capacity (R\$/big bag)
2020	5,7%	100	70	702
2021	6,1%	130	127	985
2022	7,4%	170	175	1,031
2023E		200	190*	
2024E		240		
...
2027E		360		

*LTM 2T23



Disclaimer

The information provided herein concerning business perspectives, projections on operating and financial results, and business growth, are projections made by the Company's management, based exclusively on estimates for the business. Market conditions, Brazilian economy, the segment itself and international markets are aspects that directly affect our estimates, which are subject to change without prior notice.

Statement on services provided by Independent Auditors

In line with CVM Instruction/Rule No. 381, enacted on January 14, 2003, the Company represents to have an agreement executed with KPMG Independent Auditors ("KPMG") on April 24, 2023, having as subject matter thereof the issuance of an audit report on the Financial Statements for the fiscal year that ends on December 31, 2023, and the reports on the Interim Financial Information including the balance sheets as of March 31, June 30, and September 30, 2023. KPMG only provides services with respect to quarterly reviews and annual auditing. We clarify that the Company adopts the following principles when hiring the independent auditor: (i) the auditor does not audit his/her own work/report; (ii) the auditor does not perform managerial functions in the Company; and (iii) the auditor does not support or represent the interests of Boa Safra Sementes S/A.

The accounting information provided hereunder on the Comments on the Performance and on the Notes to the Interim Financial Information comply with the criteria of the Brazilian corporate law, based on audited financial information. The independent auditors have not audited non-financial information and other operational information.

Executive Board's Statements

In compliance with the provisions of article 29, § 1, item II, da Instrução CVM nº 480, de 07 de dezembro de 2009 ("ICVM 480"), of CVM Rule No. 480, enacted on December 7, 2009 ("ICVM 480"), the Officers represent having deliberated, reviewed and agreed to the Interim Accounting Information referring to the quarter ended June 30, 2023, respectively, and to the conclusion provided in the KPMG Independent Auditors Review Report referring thereto.



Relações com Investidores



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