

2Q2025

Earnings Release



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## **Presenter**



Welcome

**Felipe Marques**CFO e IRO

#### **OUR HISTORY**

Good Harvest in 16 Years

#### **Boa Safra after IPO**







2023





2025

#### Before IPO

2009 - Boa Safra Foundation

2013 – Start of operations of the first cold room warehouse

2016 – Boa Safra imports Industrial Seed Treatment (TSI) technology

2018 - Launch of the seed lab

2019 – The company's largest UBS starts operations in Cabeceiras/GO

2020 – Introduction of complete TSI treatment (2nd generation of TSI)

Initial Public Offering (IPO)

2021

**>>>>** 

- Inauguration of Cabeceiras/GO photovoltaic plant
- Fiagro Launch

2022

- Bestway Seeds do Brasil Acquisition
  - Inauguration of the Distribution Center in Mato Grosso

- Inauguration of the Maranhão DC
- Introduction of other Crops in the Portfolio
- Acquisition of soybeans
- Inauguration of the Tocantis DC

New Business: Barter

2024

- Follow-On
- Inauguration of two new DCs in Mato Grosso
- Inauguration of the Tocantis DC
- Boa Safra Corporate in Brasilia

- CRA Boa Safra
- SBS Green
  Seeds
- Expansion to the South of Brazil

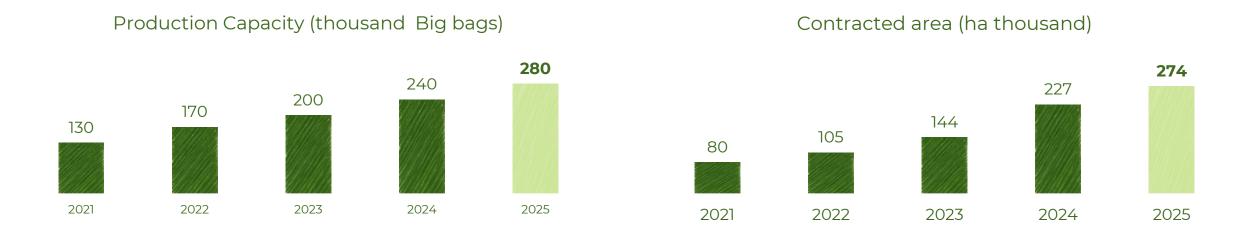


# 2Q2025

Operational Highlights

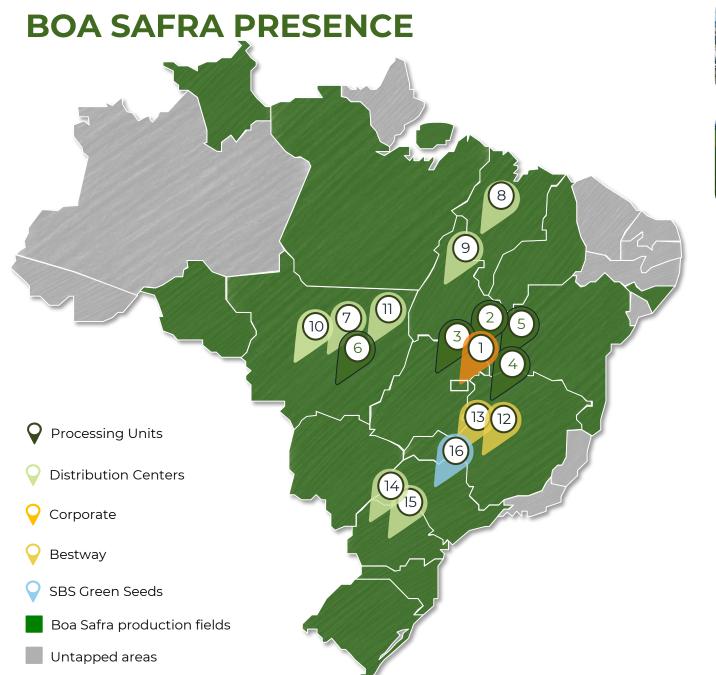


## **CAPACITY AND PRODUCTION**



































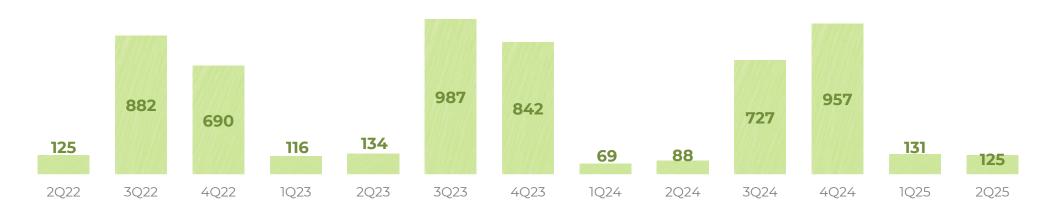


## Soybean and Other Crops and Services Order Backlog (R\$ millions)

#### Soybean and Other Order Backlog (R\$ millions)



#### Net Revenue (R\$ millions)





## 2Q2025

Other Crops and Services







Sorghum Bean







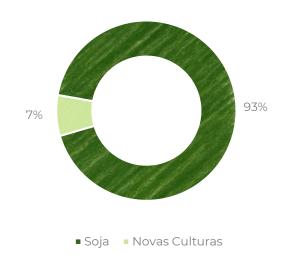
Wheat Regenerative Agriculture

Barter

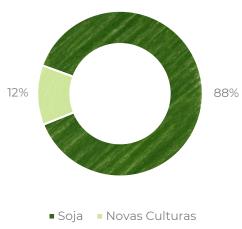


## **PORTIFOLIO DIVERSIFICATION**

#### **Gross Revenue LTM2Q24**



#### **Gross Revenue LTM2Q25**



#### Revenue from new crops and services Ex Grains (R\$ millions)









**2Q2025** Financial

Performance

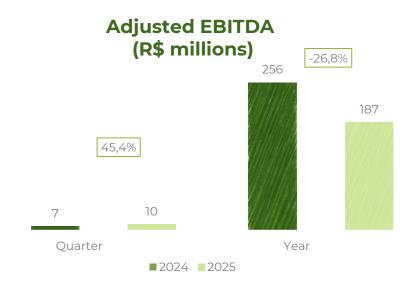


## **BOA SAFRA IN NUMBERS**

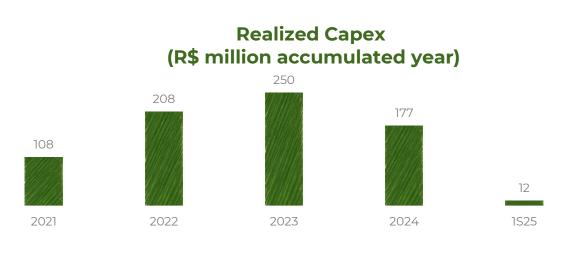
Consolidated (in BRL thousands)	2Q24	2Q25	Δ Var.	LTM2Q24	LTM2Q25	Δ Var.
Net Operating Revenue	87,572	125,124	42.9%	1,985,181	1,940,719	-2.2%
Costs of Goods Sold	-56,042	-77,922	39.0%	-1,680,352	-1,681,553	0.1%
Gross Profit	31,530	47,202	<b>49.7</b> %	304,829	259,166	-15.0%
Gross Margin (%)	36.0%	37.7%	1.7 p.p.	15.4%	13.4%	-2.0 p.p.
EBITDA	17,331	19,063	10.0%	254,686	195,353	-23.3%
Ebitda Margin (%)	19.8%	15.2%	-4.56 p.p.	12.8%	10.1%	-2.76 p.p.
Adjusted EBITDA	7,195	10,461	45.4%	255,786	187,189	-26.8%
Adjusted Ebitda Margin (%)	8.2%	8.4%	0.1 p.p.	12.9%	9.6%	-3.2 p.p.
Net Profit	18,114	24,808	37.0%	356,900	175,965	-50.7%
Net Margin	20.7%	19.8%	-0.9 p.p.	18.0%	9.1%	-8.9 p.p.
Adjusted Net Profit <sup>2</sup>	4,371	5,628	28.8%	245,560	101,415	-58.7%
Net Margin	5.0%	4.5%	-0.5 p.p.	12.4%	5.2%	-7.1 p.p.

## **FINANCIAL HIGHLIGHTS**



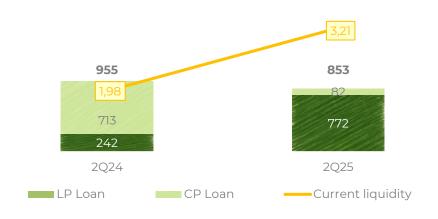






## CRONOGRAMA DA DÍVIDA

#### Indebtedness Profile (R\$ millions)



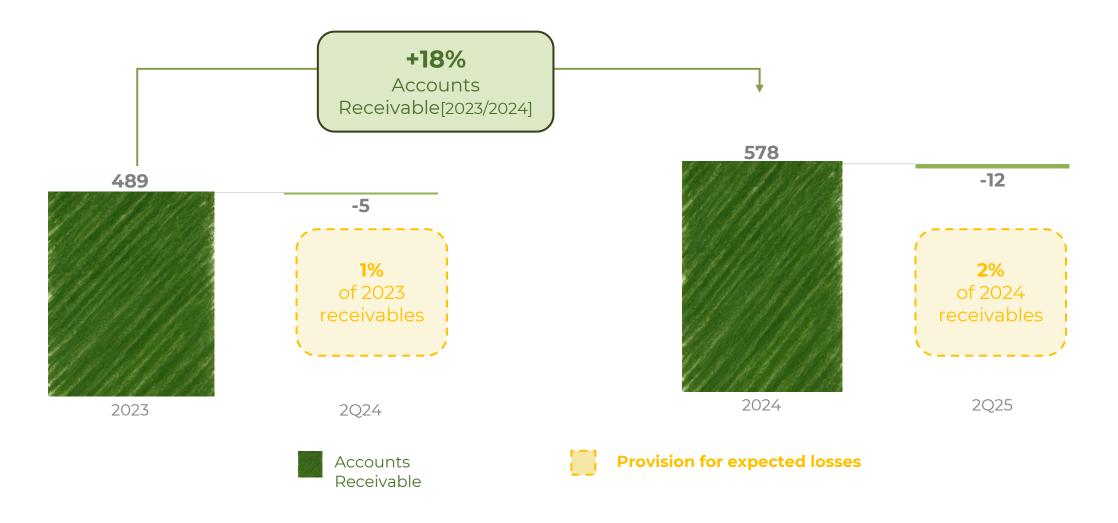
#### **Gross Debt (R\$ millions)**



#### **Amortization Schedule (R\$ thousand)**

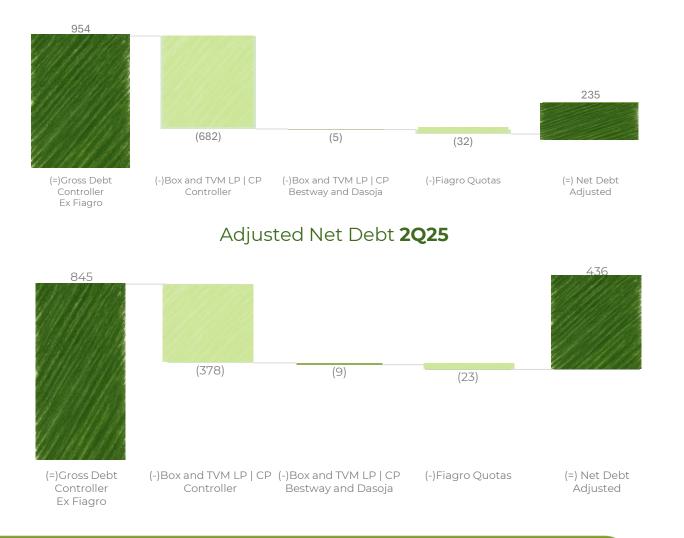


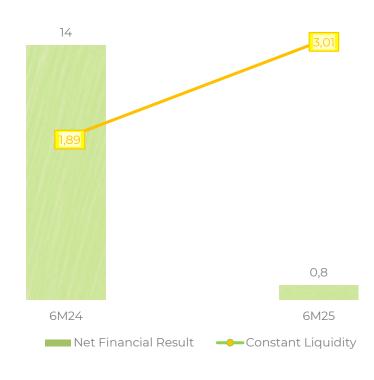
## **ACCOUNTS RECEIVABLE AND PROVISION FOR EXPECTED LOSSES**



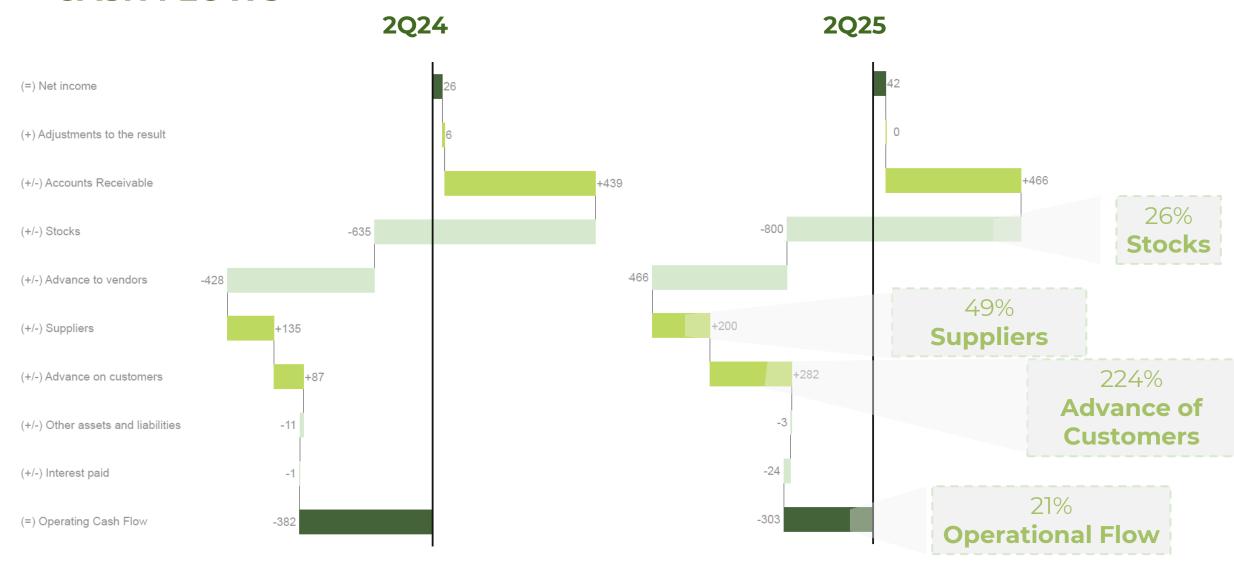
## **FINANCIAL HEALTH**

#### Adjusted Net Debt **2T24**





## **CASH FLOWS**



Q&A

Quesntions and Answers

Via Zoom







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