



3tentos
day

3tentos 

Disclaimer

Any forecasts contained in this document or statements that may eventually be made during this event relating to 3tentos business perspectives, projections and operating and financial goals, as well as information that is currently available.

These statements involve risks, uncertainties and the use of assumptions, as they relate to future events and, as such, depend on circumstances that may or may not be present. Investors should understand that the general economic conditions, conditions in agrobusiness and other operating factors may affect 3tentos future performance and lead to results that may differ materially from those expressed in such future considerations.



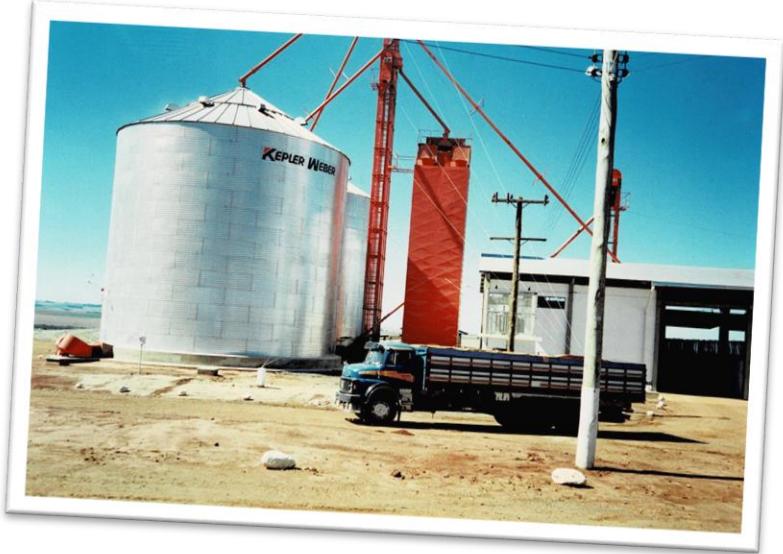
Agenda

- - 12:00pm** Opening
 - 12:20pm** Ag Inputs
 - 1:00pm** Grains and Industry
 - 1:25pm** Coffee Break
 - 1:45pm** Where is 3tentos heading?
 - 2:05pm** What is not yet priced in?
 - 2:30pm** Q&A
 - 3:00pm** Closing

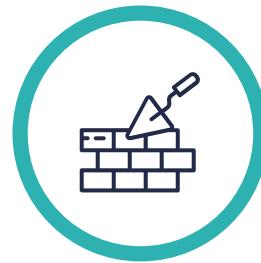


Our
history

3tentos 



1995



Headquartered in Santa Bárbara do Sul/RS, 3tentos started commercial **activities in 1995**, with seed production



1995

1996- 2001



We have evolved in offering solutions to producers, selling grains, fertilizers and crop protection. We expanded presence with new stores in the cities of **Ibirubá, Saldanha Marinho and Panambi**. In this way, we strengthen our operations in agribusiness.



Opened **Grain and Fertilizer terminals in Ijuí/RS.**



1995



1996- 2001

2007



First plant of crushing (**oil and soybean meal**) and **biodiesel** production.



1995



1996- 2001



2007

2013



Trifertil



Expanded to the Southern half of the State of Rio Grande do Sul and started the production and sale of its own brand of fertilizers, **Trifertil**.



1995



1996- 2001

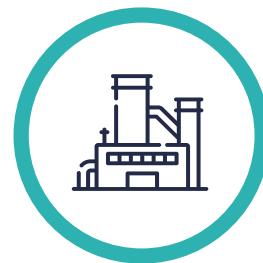


2007



2013

2015



Second oil and soybean meal extraction plant, **in the city of Cruz Alta/RS.**

This movement strengthened us in relation to the production of biodiesel and placed us as one of **the largest producers of bran in the State of Rio Grande do Sul.**



1995



1996- 2001



2007



2013



2015

2019



25
years



40
stores



25 years with 40 stores
in the state of Rio Grande do Sul. We reaffirm our commitment to agribusiness, to be a partner in the countryside.



1995



1996- 2001



2007



2013



2015



2019



2020



We went public at B3 and started expanding to Mato Grosso, reapplying the ecosystem of inputs, grains and industry.



1995



1996- 2001



2007



2013



2015



2019



2020

2021/2022



Our History



1995



1996- 2001



2007



2013



2015



2019



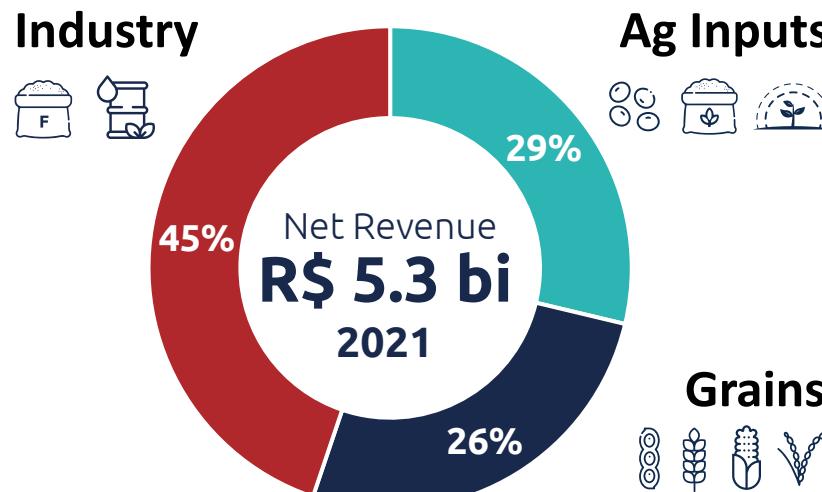
2020



2021/2022

3tentos

The most complete ecosystem in Brazilian agribusiness



30% CAGR

Last 10 years

more than

1,7 thousands

employees

50 stores

(RS/MT)

more than
18 thousands

clients

more than
14 thousands

investors

3 Industrial plants
(RS/MT)

more than
1,2 million
ton of soybean originated
(2021)

more than
4 thousands
3tentos App users

Best Company in Agribusiness
Revista Exame (2021)

Ag Inputs



3tentos 



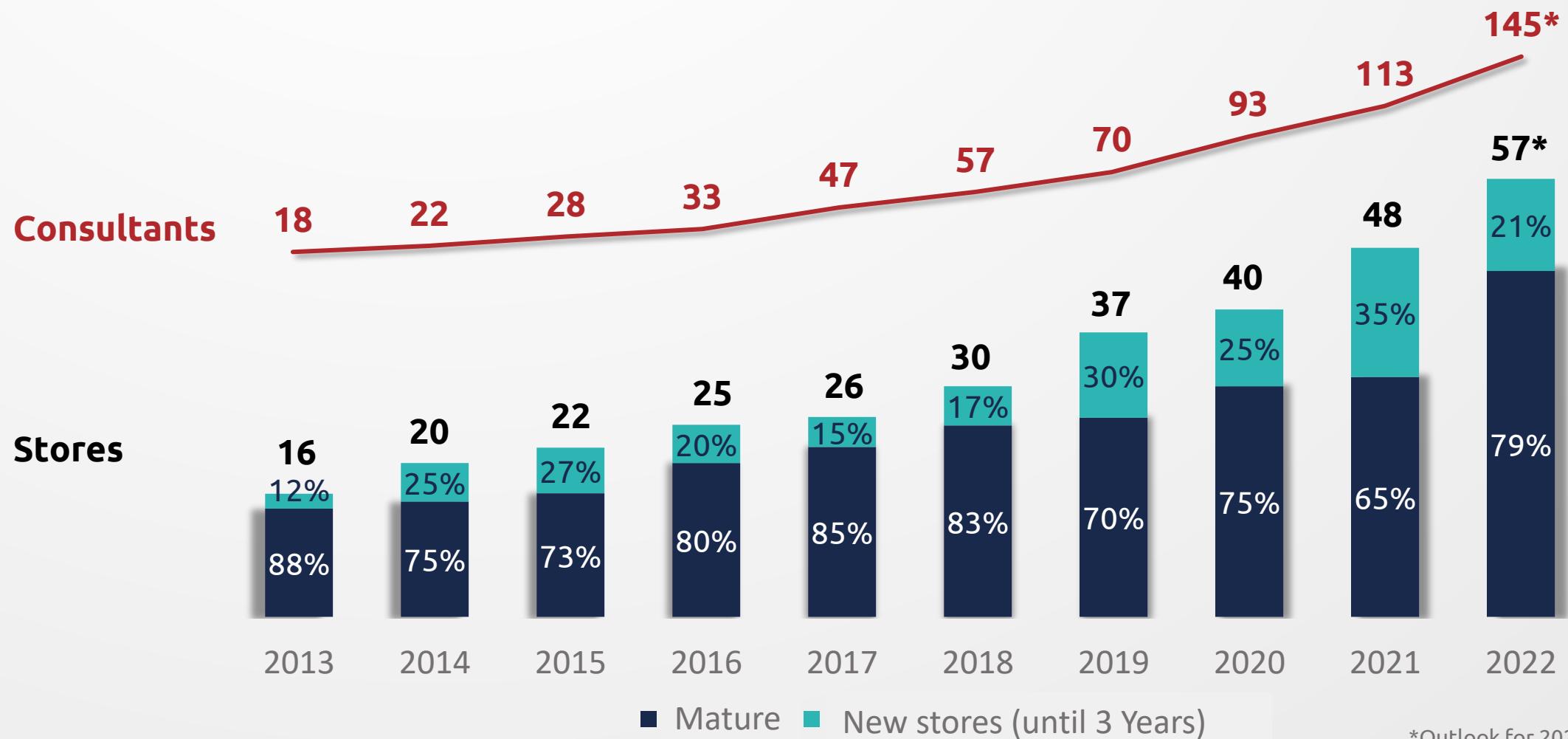
3tentos serves rural producer in the retail of inputs and grain origination

Store Structure

- Shop and office
- Input Deposit
- Grain Storage



Increasing number of stores and consultants



How 3tentos is different?



Be relevant to the Client and Supplier



R&D aiming at better agricultural management



Technology present in the land



Passion for serving



Be Relevant to the Client and Supplier



Little interference in strategy



Incomplete solution



Low commercial flexibility



No focus



Portfolio complexity



Difficulty in team engagement

Be Relevant to the Client and Supplier



Research, Development and Innovation (PDI)



Focus, competitiveness and preference



Complementary robust portfolio



Engaged team



Customization of complete solutions



Relevance

Complete Portfolio



crop protection



specialties



fertilizers



seeds



How 3tentos is different?



Be relevant to the Client and Supplier



R&D aiming at better agricultural management



Technology present in the land



Passion for serving





R&D aiming at better agricultural management



Mato Grosso already has R&D

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

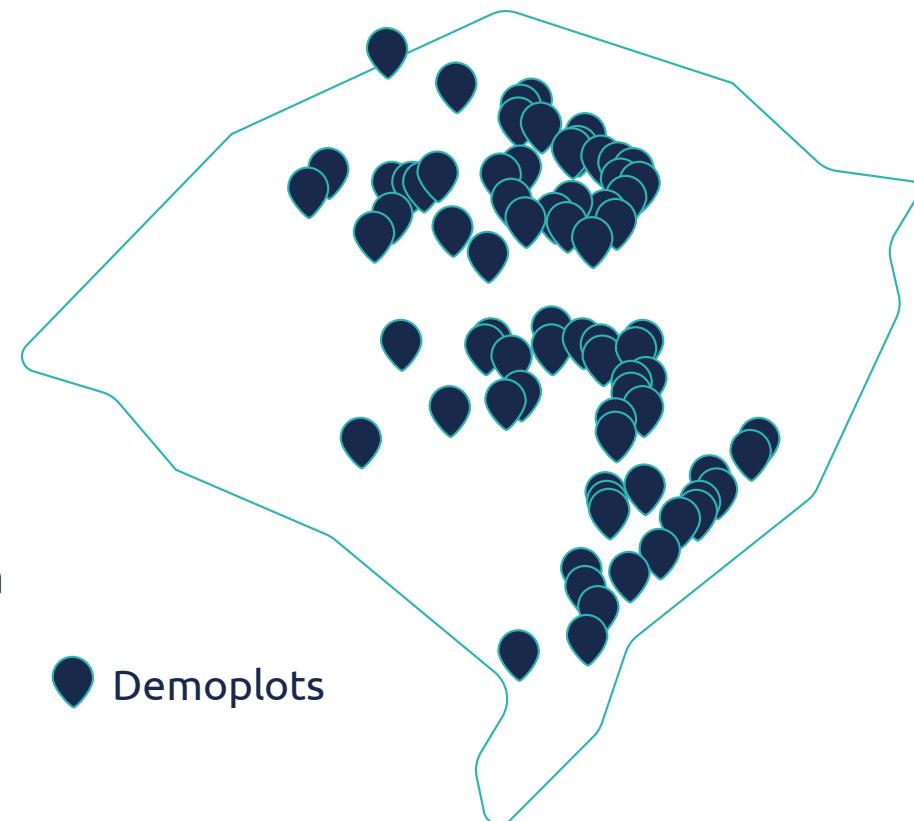
R&D aiming at better agricultural management



Partners:

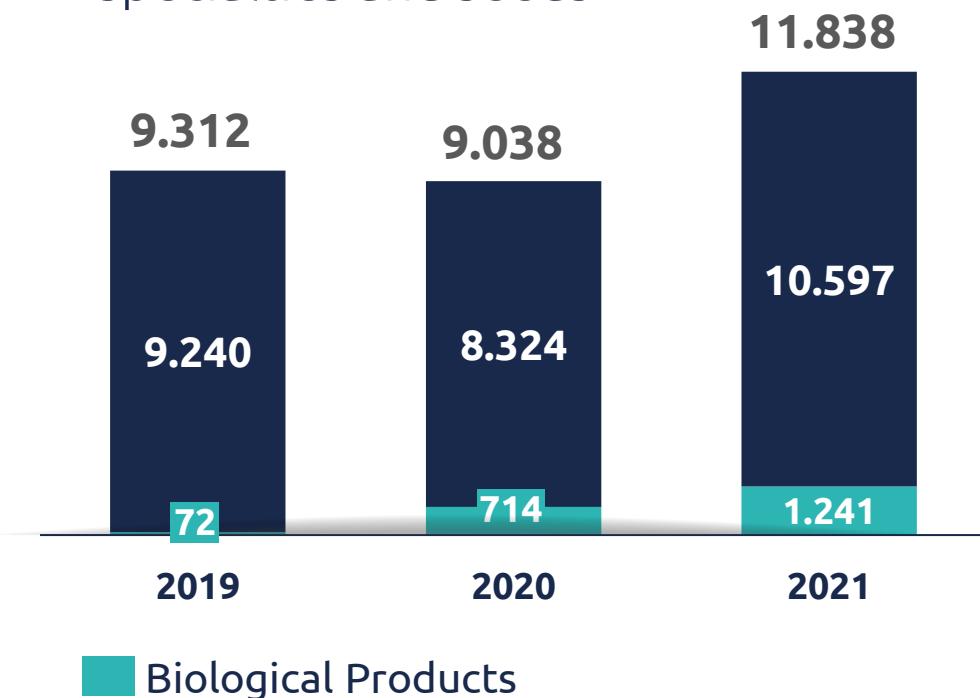
Embrapa Pecuária Sul
Embrapa Trigo
Emater + SEAPDR
Madalosso Pesquisa
Physioatac Consultoria

Demoplots



Tests performed

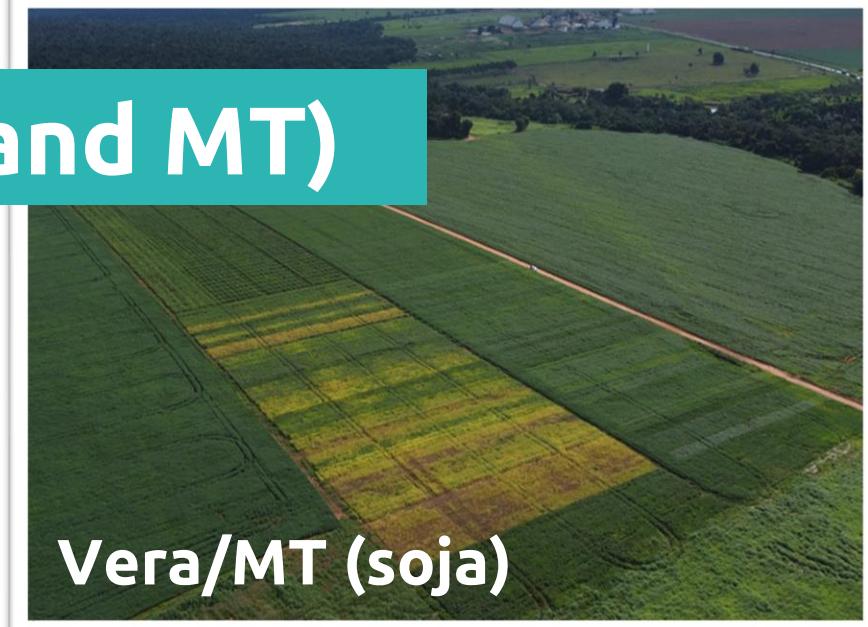
(Cetecs + Áreas Externas)
Crop Protection, fertilizers,
specialties and seeds



Research Centers (RS and MT)



Santa Bárbara do Sul/RS (Área 1)



Vera/MT (soja)



Vera/MT (milho)



Santa Bárbara do Sul/RS (Área 2)

Pole Areas (RS)



Entre-Ijuís (wheat)



São Borja (soy)



Camaquã (rice)



Canguçu
(wheat)



Santa Maria
(soy)



Passo Fundo (soy)



Jóia (soy)



São Sepé (wheat)



Pelotas (soy)



Horizontina (wheat)

Technical Trainings

**Actions to
create demand**

2021/22



182

Trainings for consultants
(technical rotation, results presentation, online
training, etc)

115

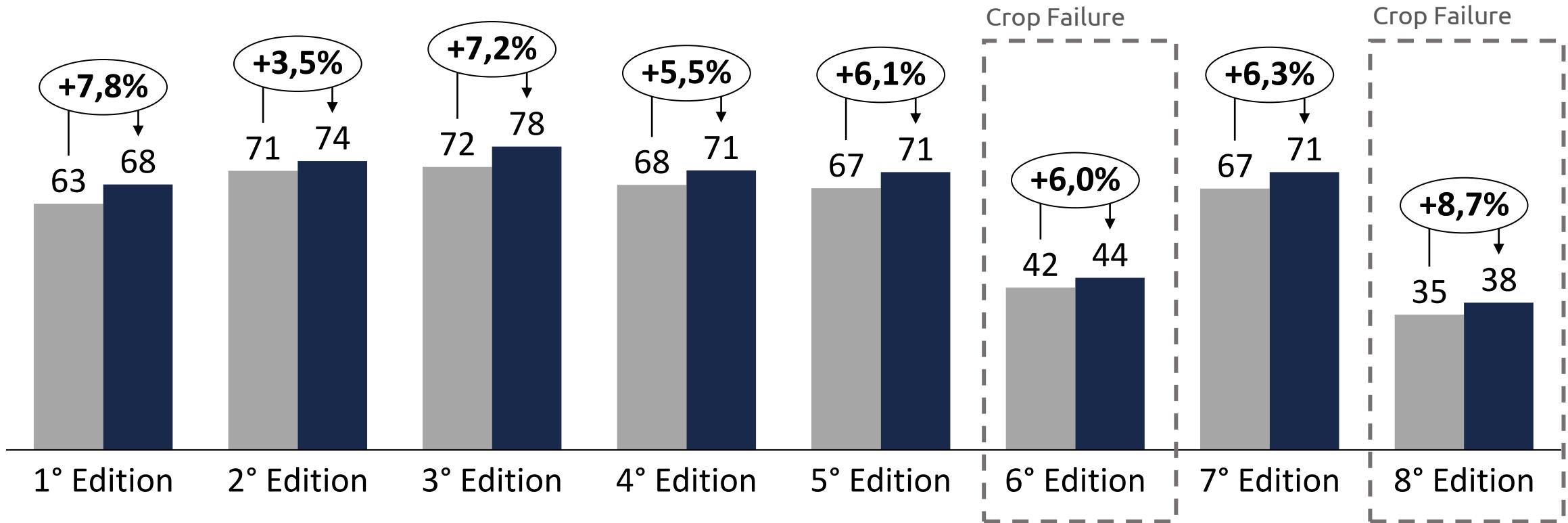
Actions for farmers
(lectures, field days, visits, vip tours, results
presentation, etc)





Produzir+ Our product is agricultural management

Increase in average productivity of RS in **6,2%**



How 3tentos is different?



Be relevant to the Client and Supplier



R&D aiming at better agricultural management



Technology present in the land



Passion for serving



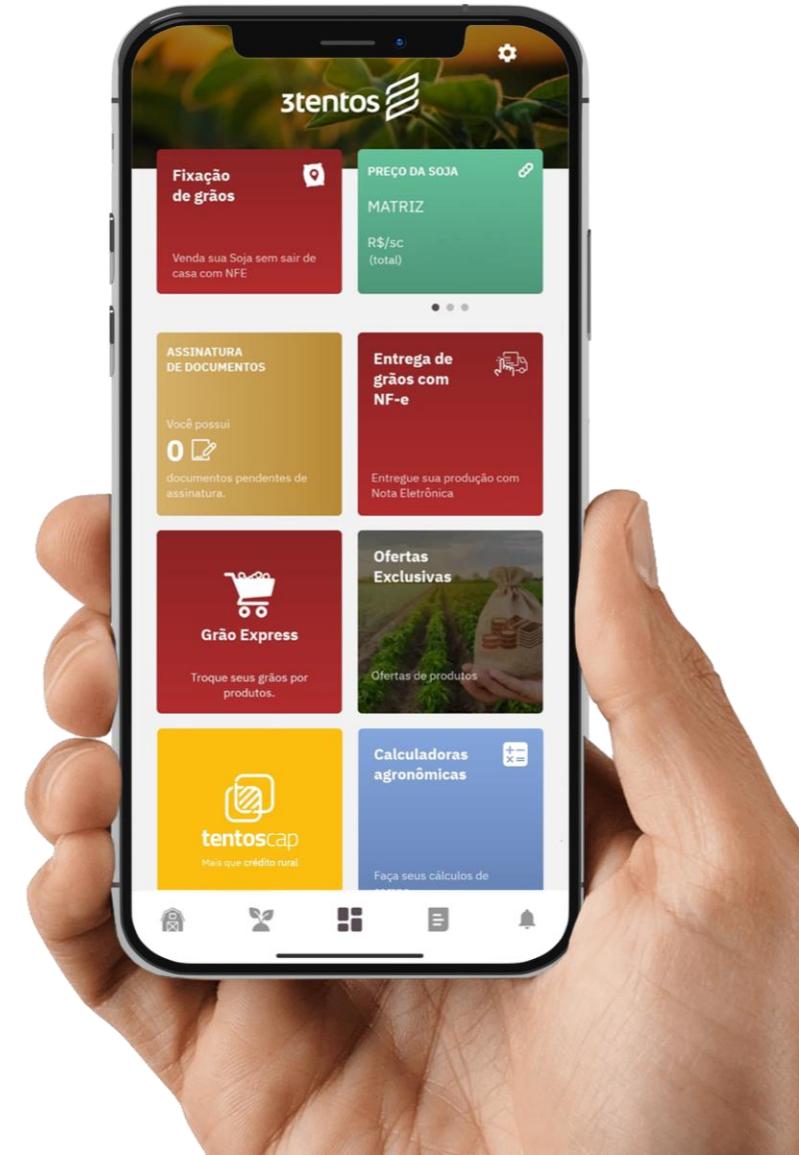
Development **new**
technologies



Technology present in the field



-  Grain delivery with NF-e
-  Online Fixing grain
-  Signing documents
 - Electronic and Digital Signature
-  Bill payments
 - Financial, Grain future and CPRs
-  Grains balance and products
-  Grain cotes

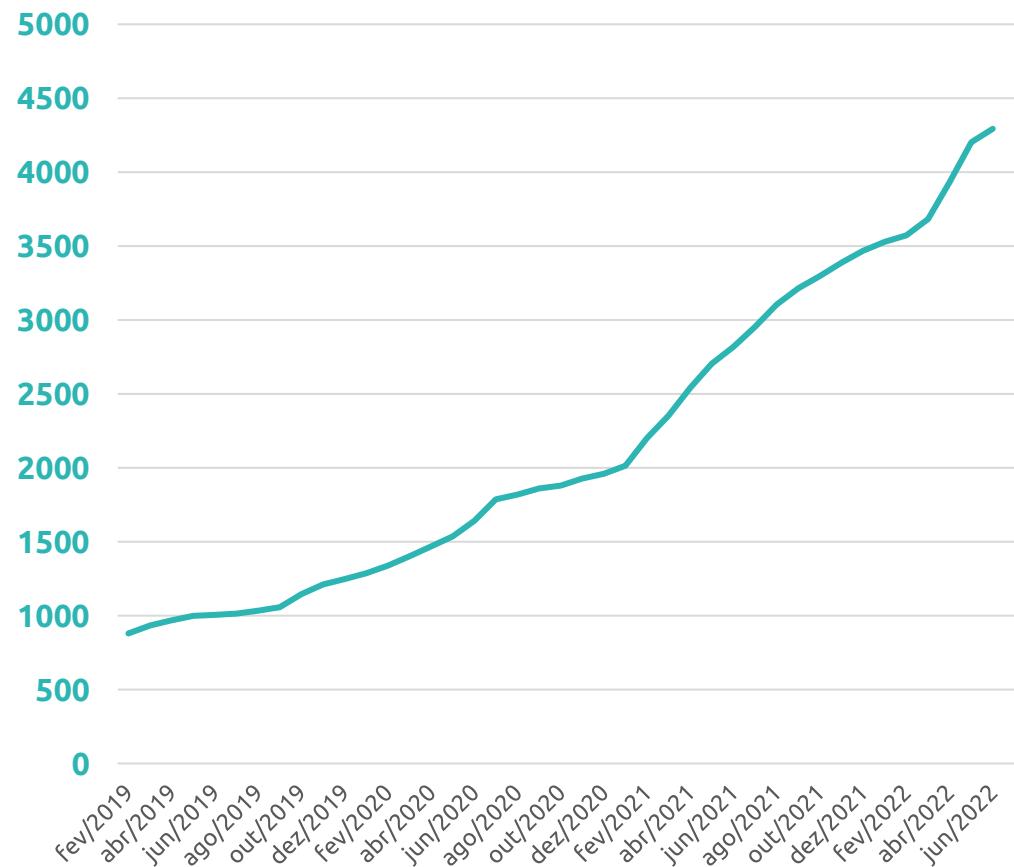




More than
**4 thousands
users**

Technology contributing to farmers

Number of Users – App 3tentos



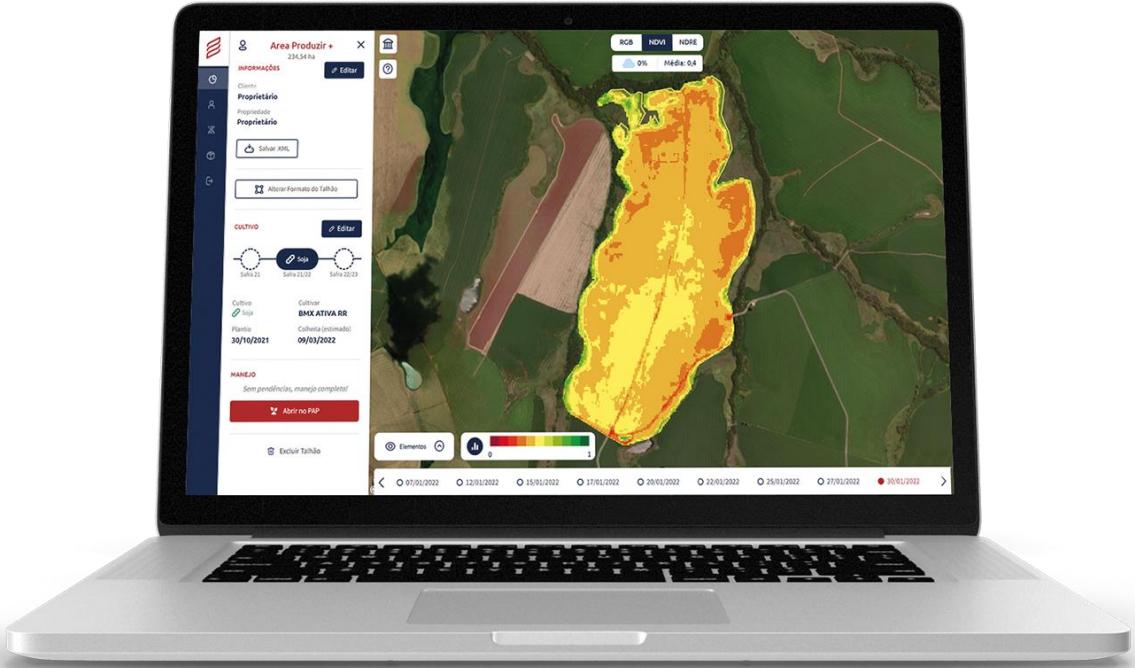
More than
**700 active digital
certificates**

More than
**R\$ 80 million in
online fixing**

More than
**3.300
deliveries
with NF-e**

Technology available to the 3tentos consultant

Aiming at diagnosing cultivate area



The Agronomic
Intelligence Platform

Remote agronomic monitoring platform,
which uses satellite images for remote
monitoring of crop plant health by
vegetation indices, such as NDVI and
NDRE.

How 3tentos is different?



Be relevant to the Client and Supplier



R&D aiming at better agricultural management

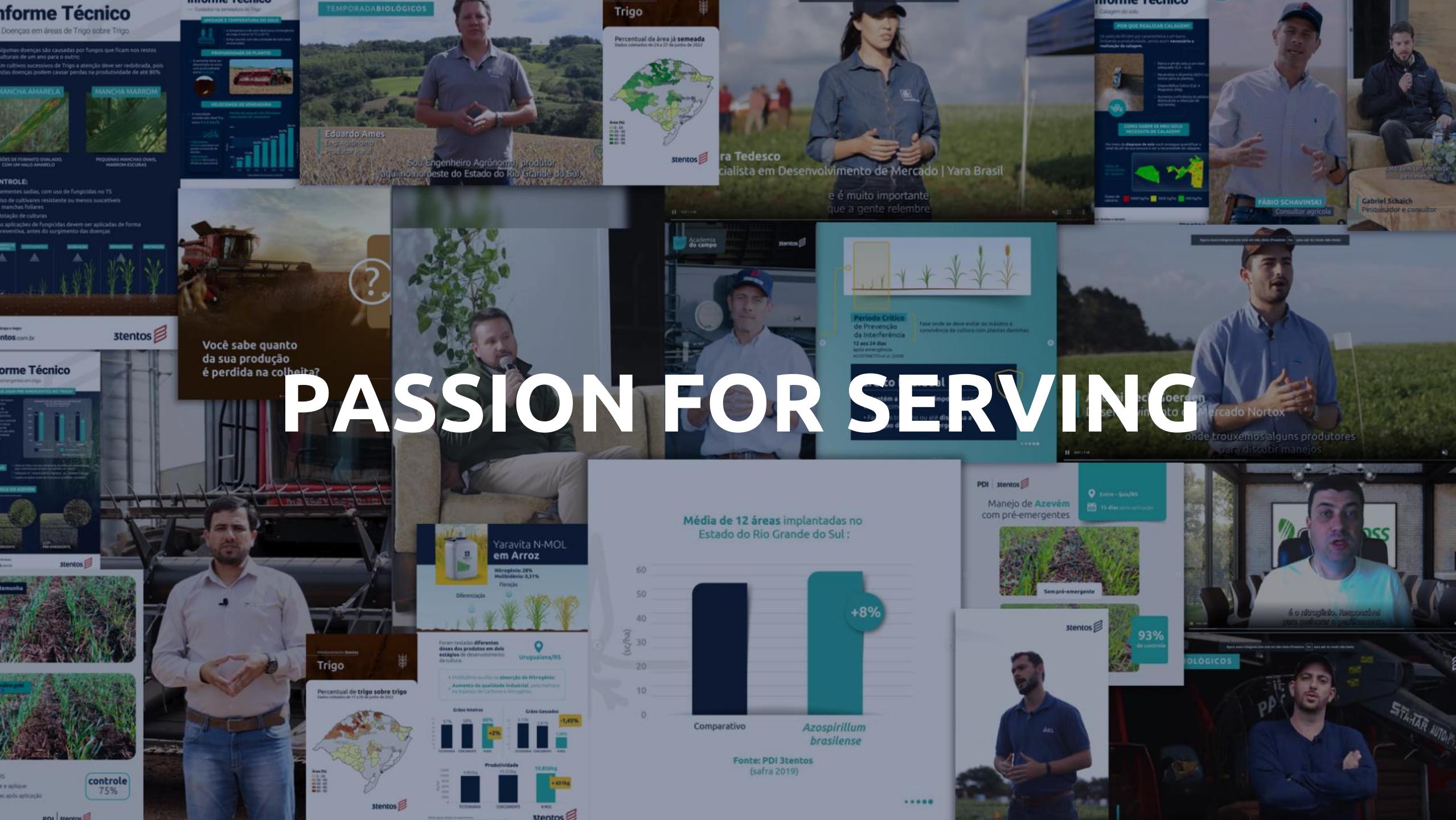


Technology present in the land



Passion for serving





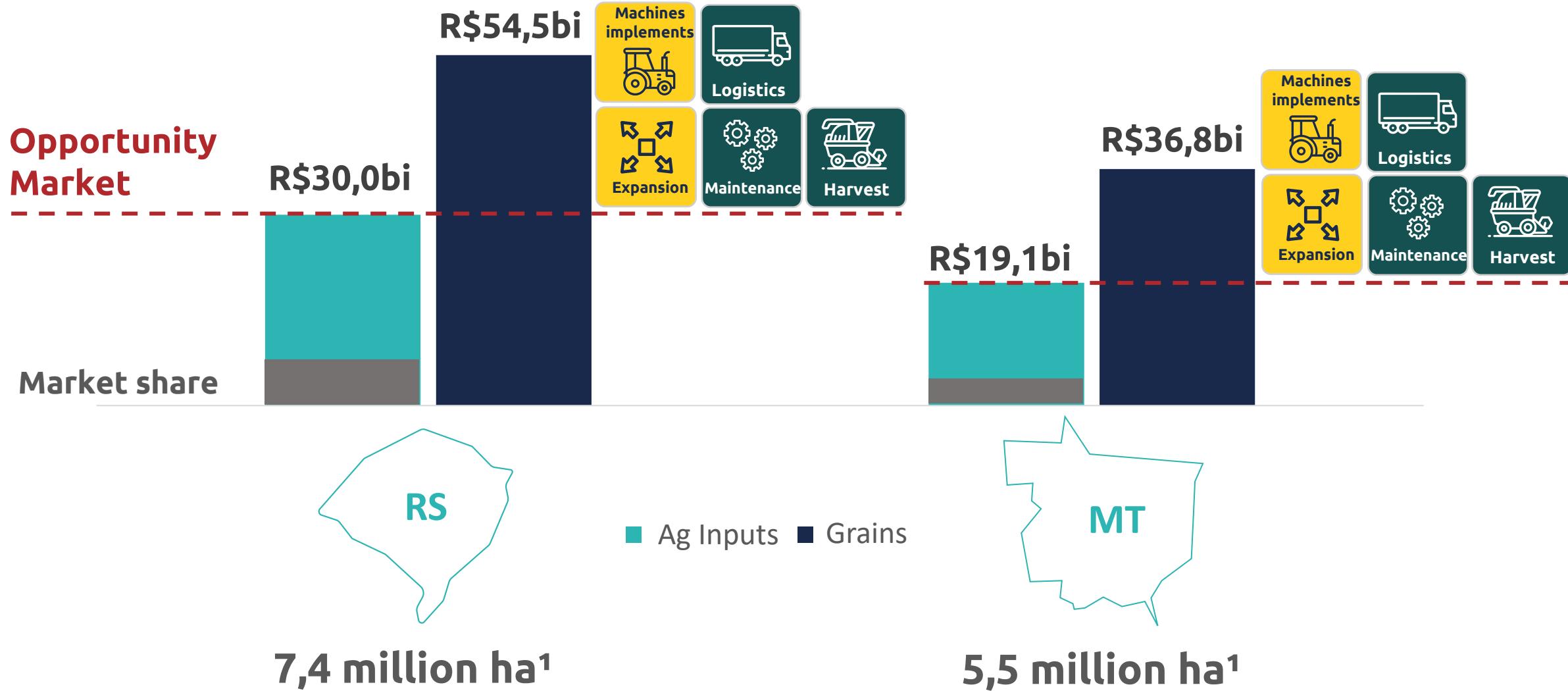
PASSION FOR SERVING

How can we acces the farmer?

- Stores
- Consultants
- Events
- Social Media
- WhatsApp



Our Market



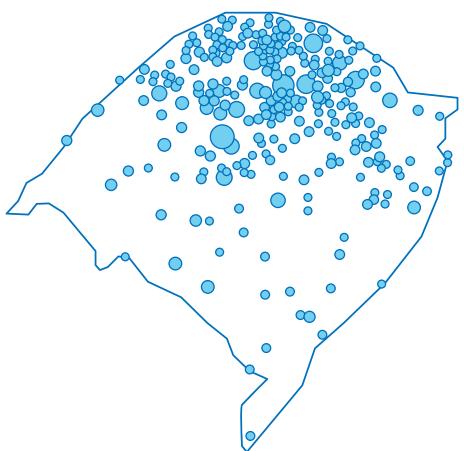


Potential Market

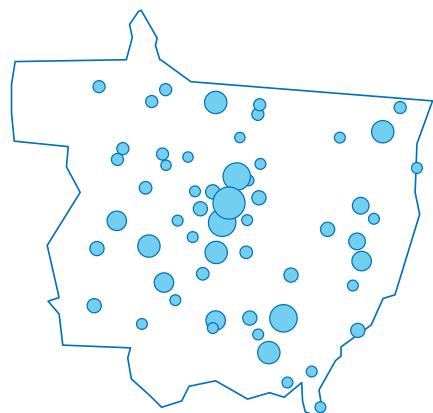
Rio Grande do Sul and Mato Grosso



Potential Market RS and MT

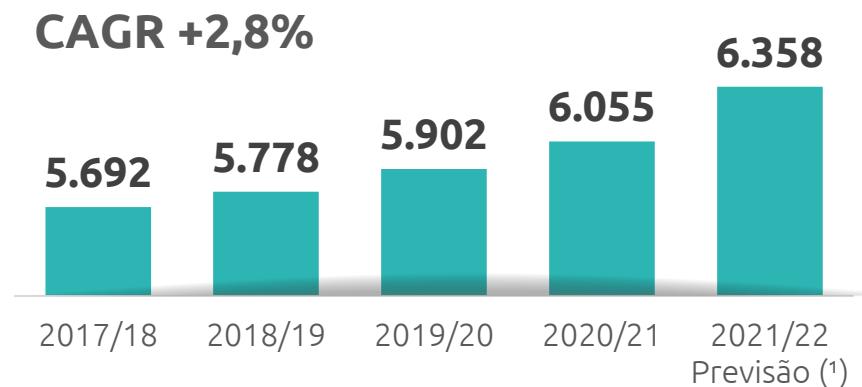


Companies	218
PDV	751
Area/PDV	10,5k ha
Sales/PDV	R\$27,2mi



Companies	99
PDV	344
Area/PDV	49,4mil ha
Sales/PDV	R\$135,5mi

Soybean Planted Area (thousand ha)



Similarities between RS e MT

Farmers in RS e MT both need:

- **Technical support on agricultural management**
- **Financial Services**
- **Grain Sales**
- **New technologies**
- **Resellers with complete model (Ag Inputs and Grains)**
- **New products**
- **Logistics of inputs and grains**



The most complete offering ecosystem in Brazilian agribusiness

3tentos Ecosystem

+ 1,700 employees



Ag Inputs



Sementes, fertilizantes
e proteção de cultivos



+ de 18.000
parceiros



Grains



Soja, trigo e milho



Industry



Óleo, farelo, casca e biodiesel



Grains and Industry

3tentos



Grains and Industry



+ 18,000
clients



Soy Wheat Corn

3tentos



+ 1,0mm ton of
static capacity



Grains

Numbers of 2021



Soy

444k ton



Wheat

165k ton



Milho

62k ton



Industry

Number of 2021



Soy

790k ton



Soybean Meal

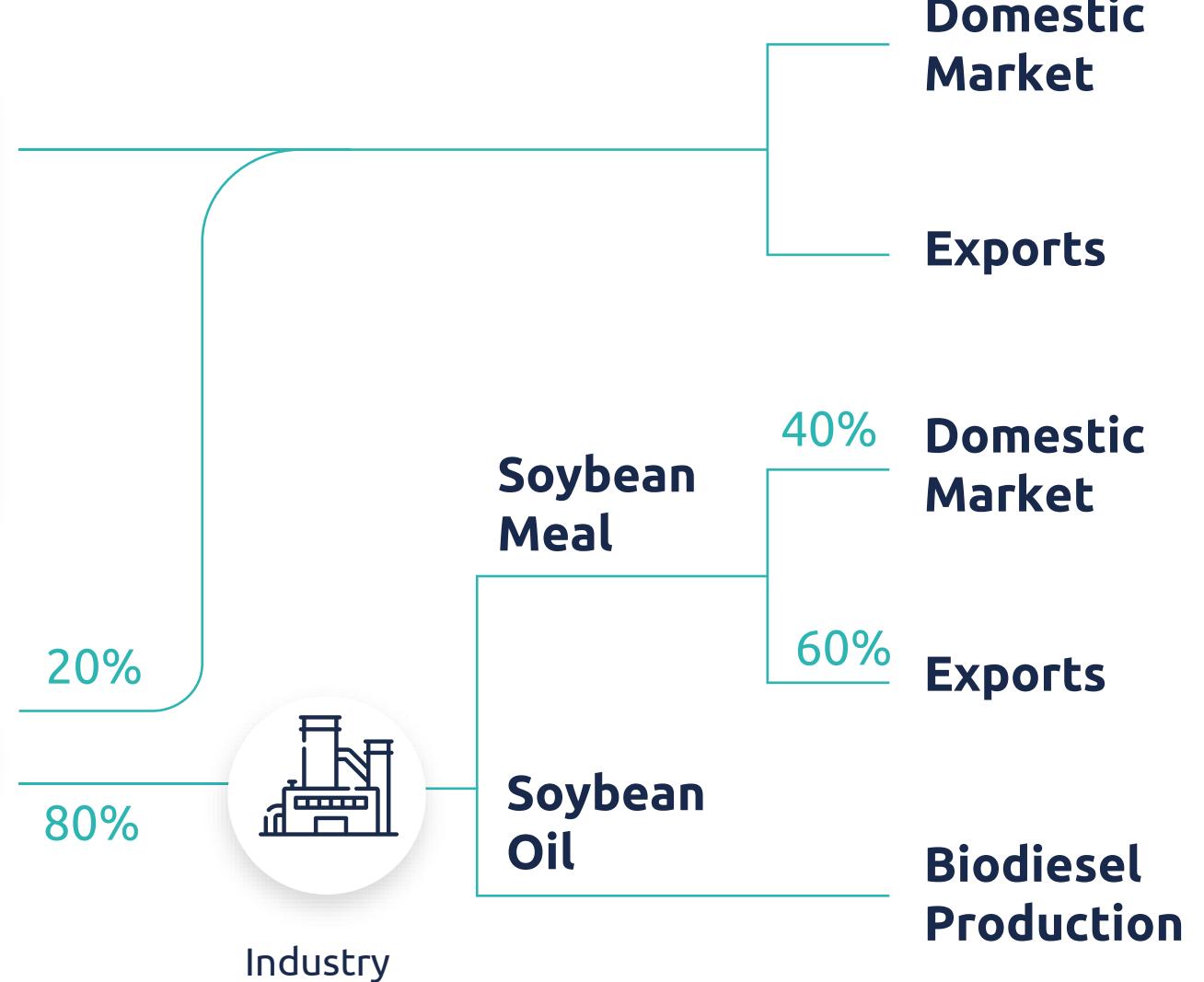
572k ton



Biodiesel

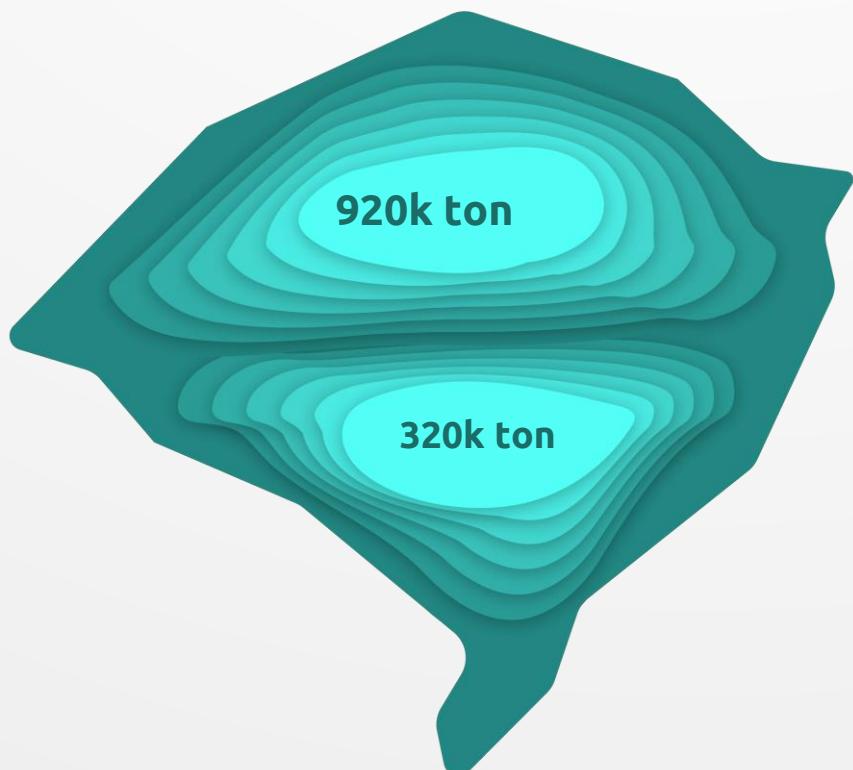
201k m³

What do we buy and why...

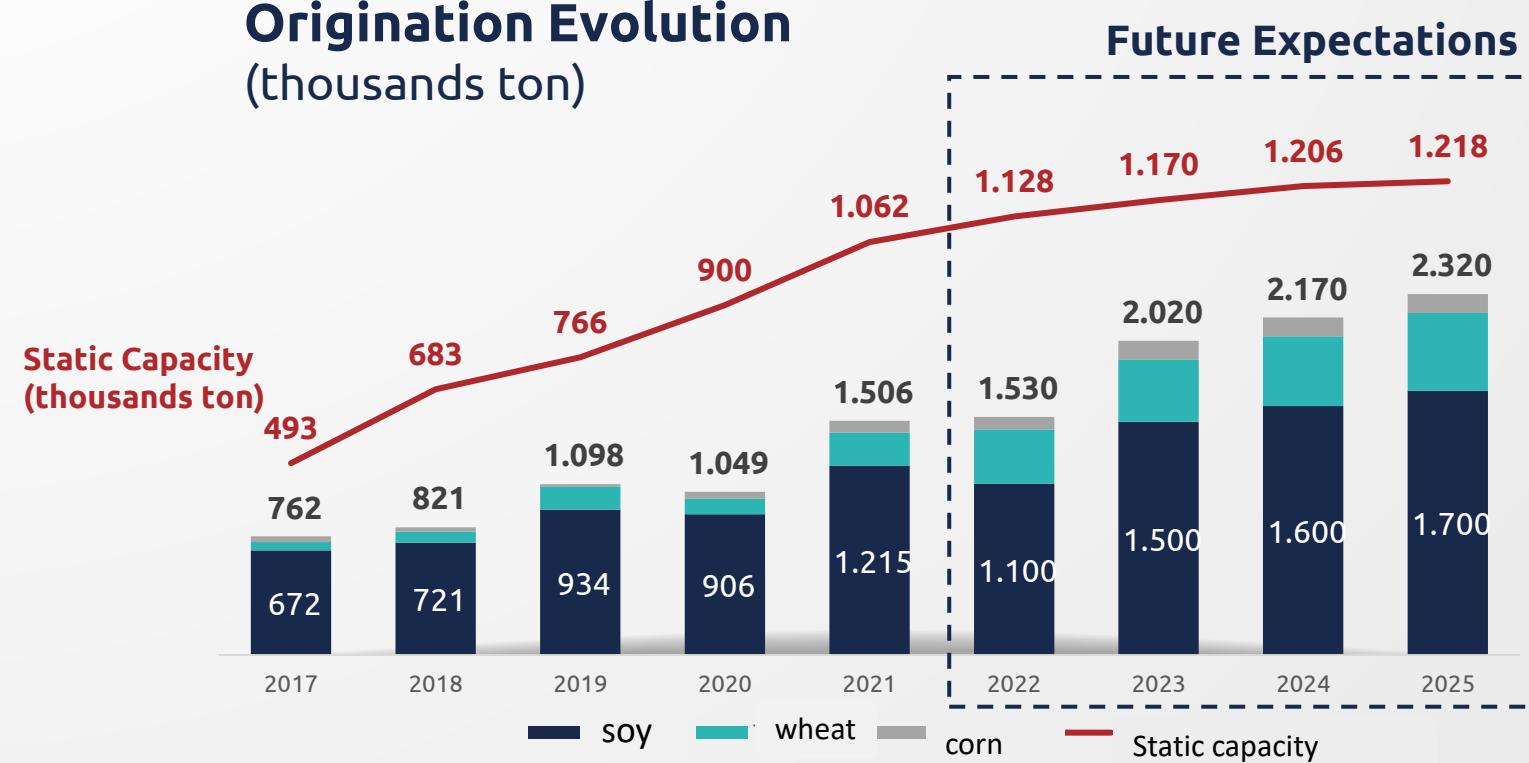


How do 3tentos originate grains?

Soy Origination in RS 2021

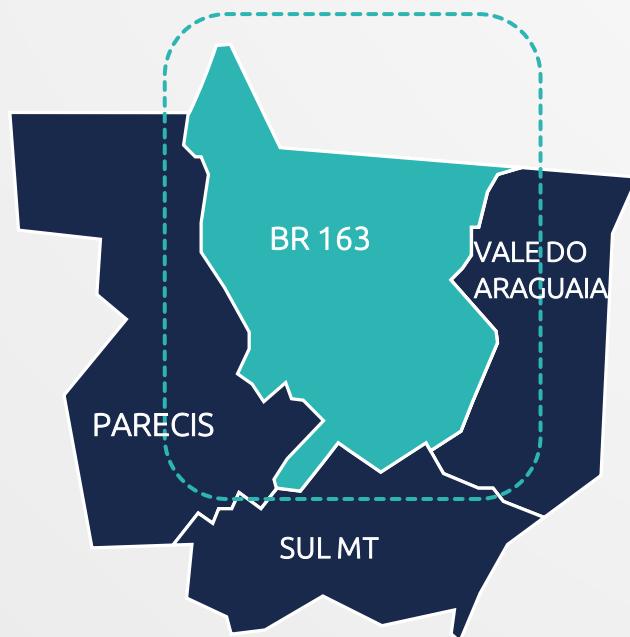


Origination Evolution (thousands ton)



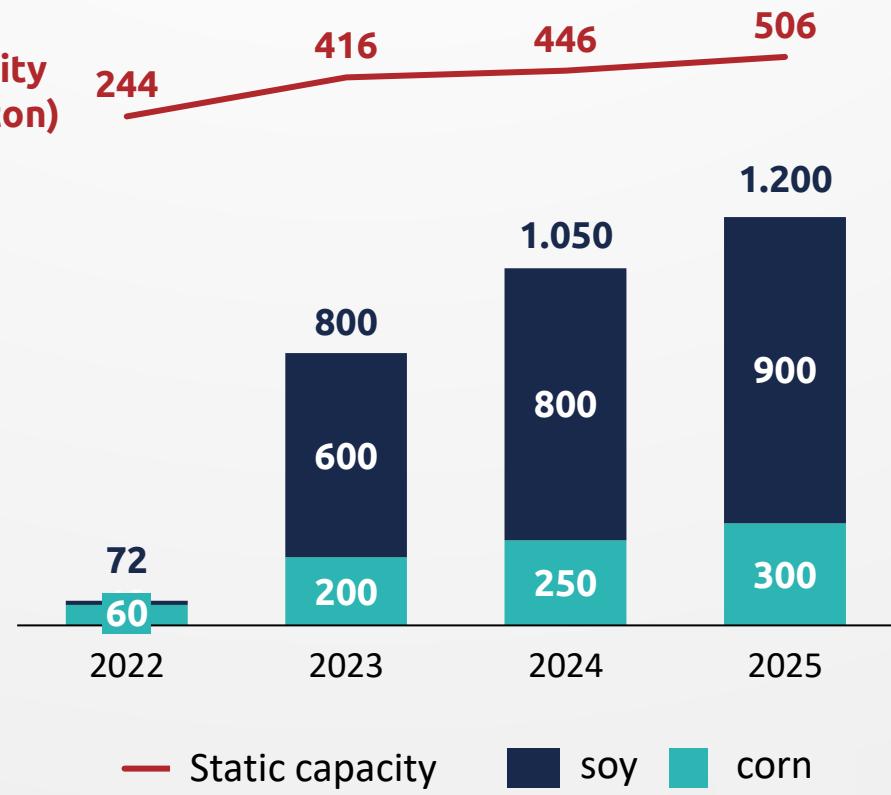
What to expect from Mato Grosso in grain origination?

Covered Area (BR 163)



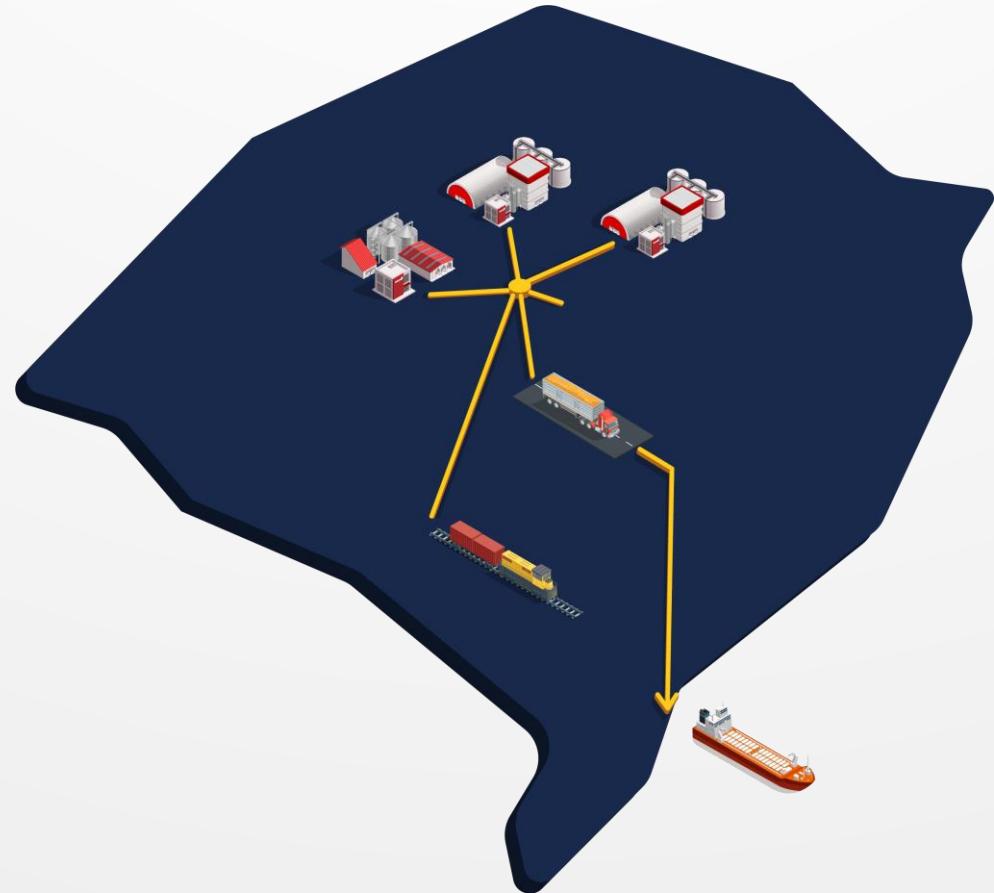
Origination Expectation (thousands ton)

Static Capacity (thousands ton)



How 3tentos sells grains?

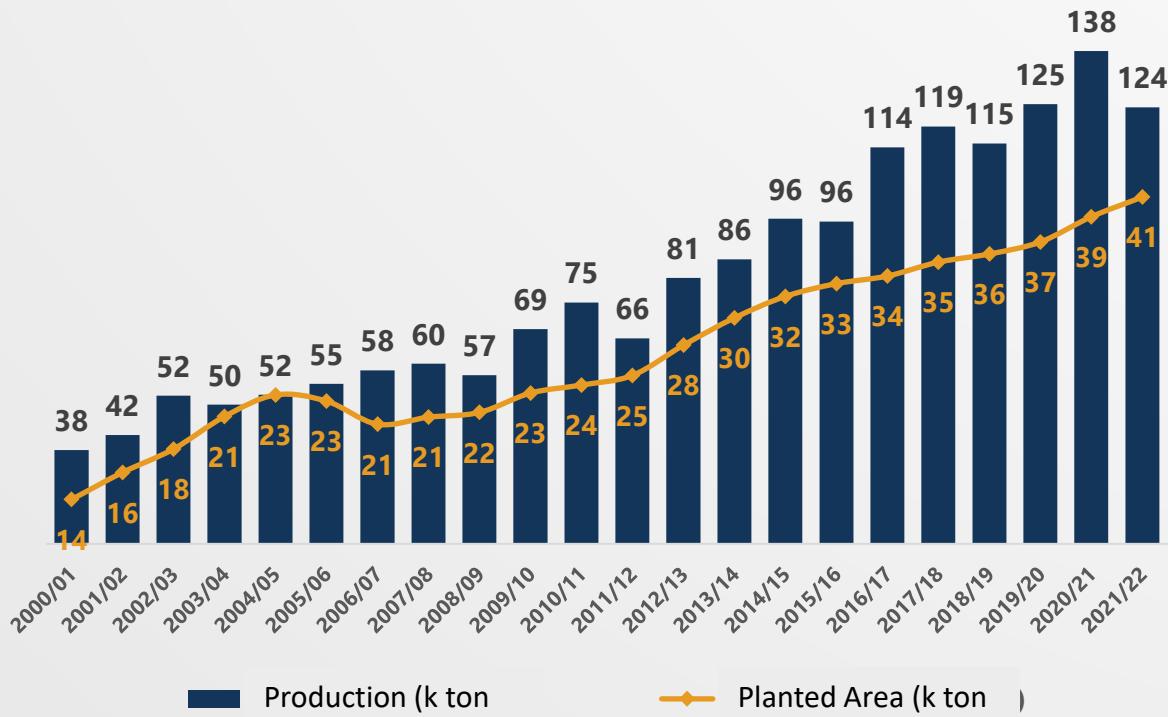
Logistics



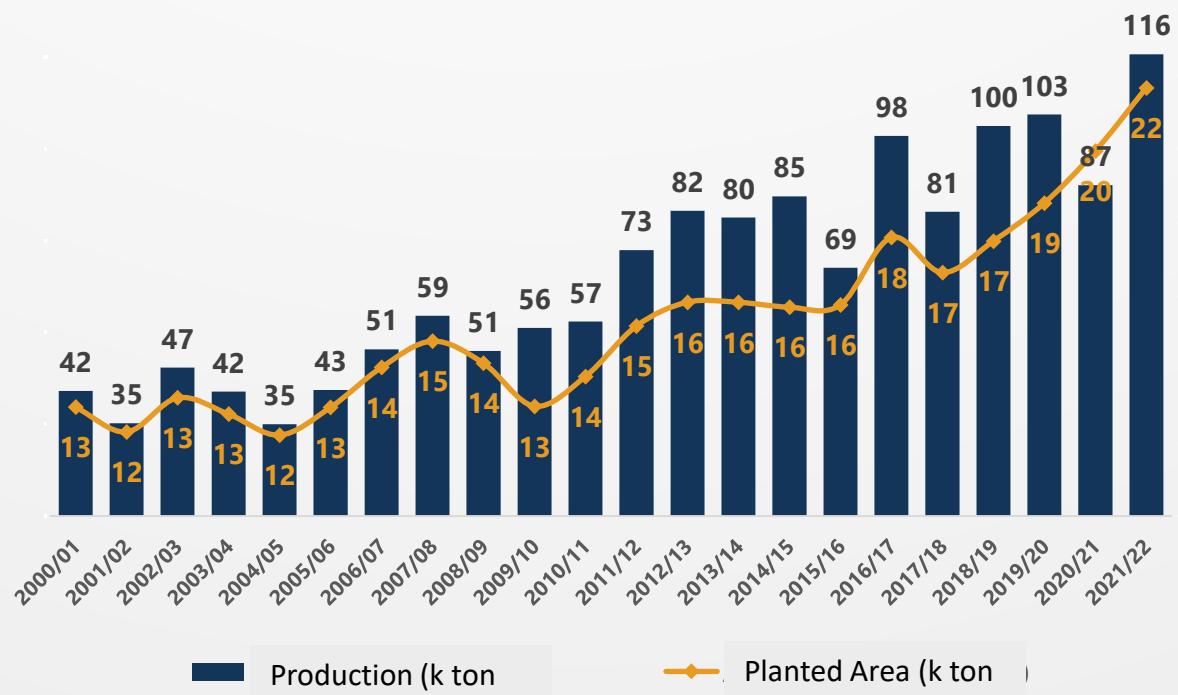
Grain Supply in Brazil



Production and Area Growth

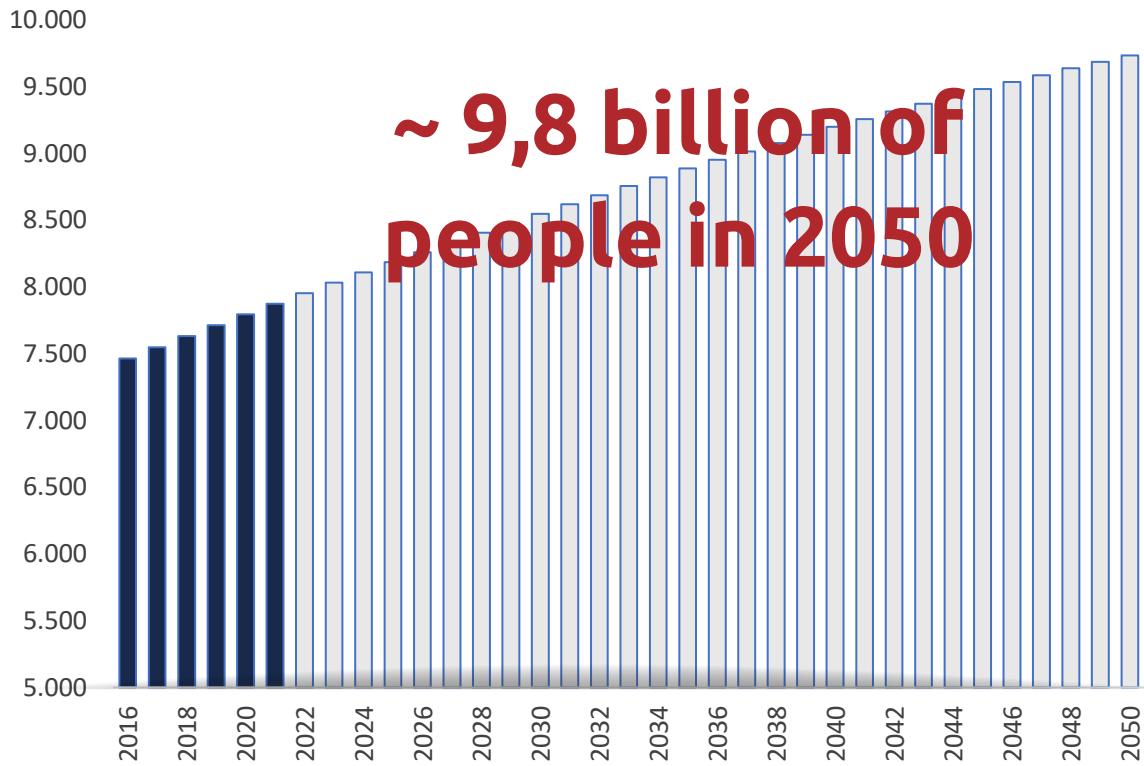


Production and Area Growth



What makes the grain segment keep growing?

World Population Growth (millions of people)



Source: FAO, ONU.



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

AT THE SAME TIME THAT ...



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



... 70% of fresh water in the world is used in agriculture (in cycles)

What should happen to grain prices in the coming years?



Industries distributed between RS and MT

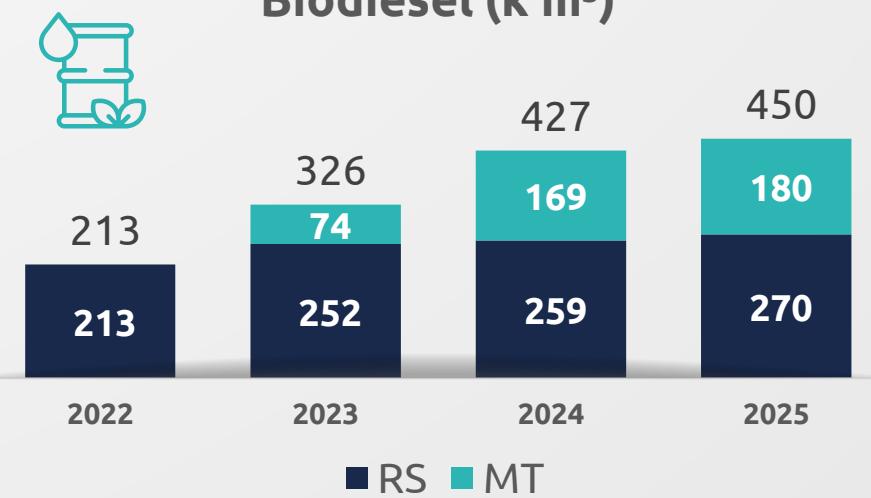


- BR-163
- Ferrovias
- Hidrovias

Soybean Meal (k ton)



Biodiesel (k m³)



Why commercialize Biodiesel instead of Soybean Oil?

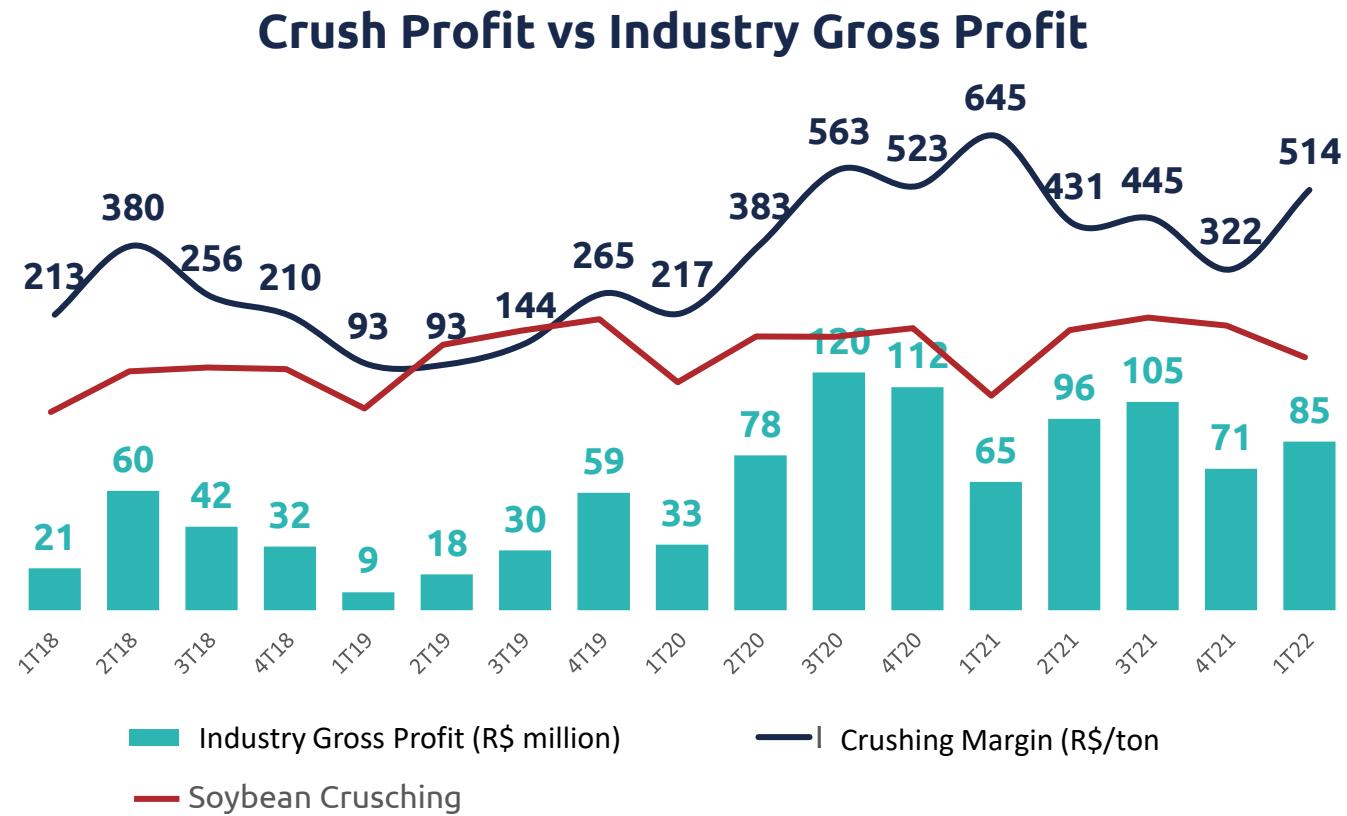
Decision making on which one to market

Biodiesel vs Soybean Oil

- Incremental margin
- Option to sell Soybean Oil
- Marginally low investment
- CBIOs
- Clean Energy

- Export Market
- Flow of ships in Brazilian ports

At the end of the day, what matters is the **crushing margin**, resulting from the sale of: soybean meal + soybean oil or biodiesel



Crush margin contributes to the growth of 3tentos' result

**Our success
Is the Farmer's
success**



3tentos value proposition

To promote crop evolution alongside the producer, employees and society



VALOR DA
SEGURANÇA



VALOR DA
PARCERIA



VALOR DO
CAMPO

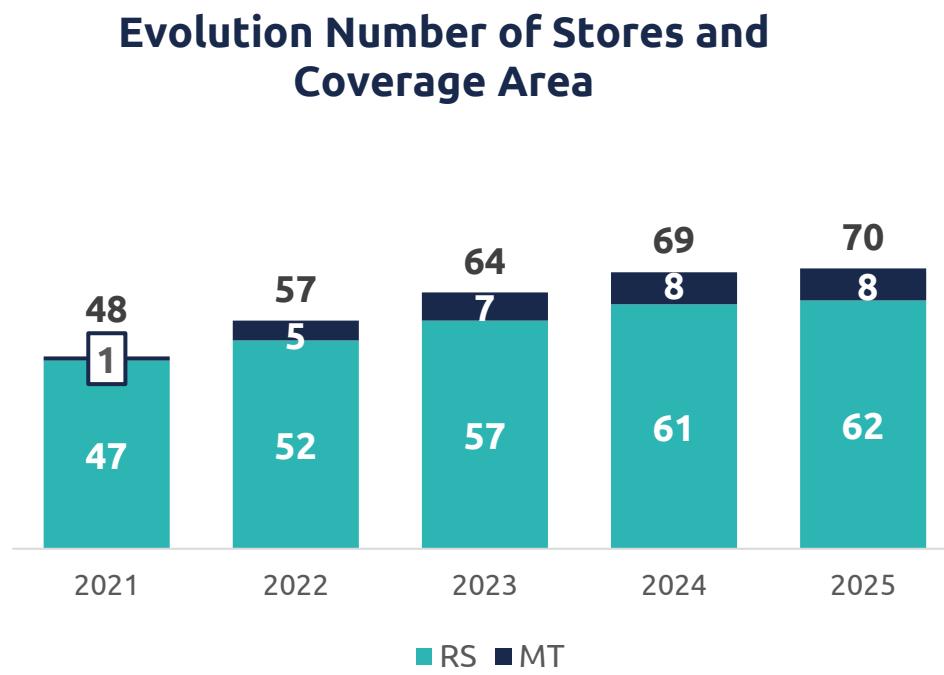


Where is 3tentos Reading?

3tentos



Expansion guarantees coverage of Ag Inputs in RS and MT...



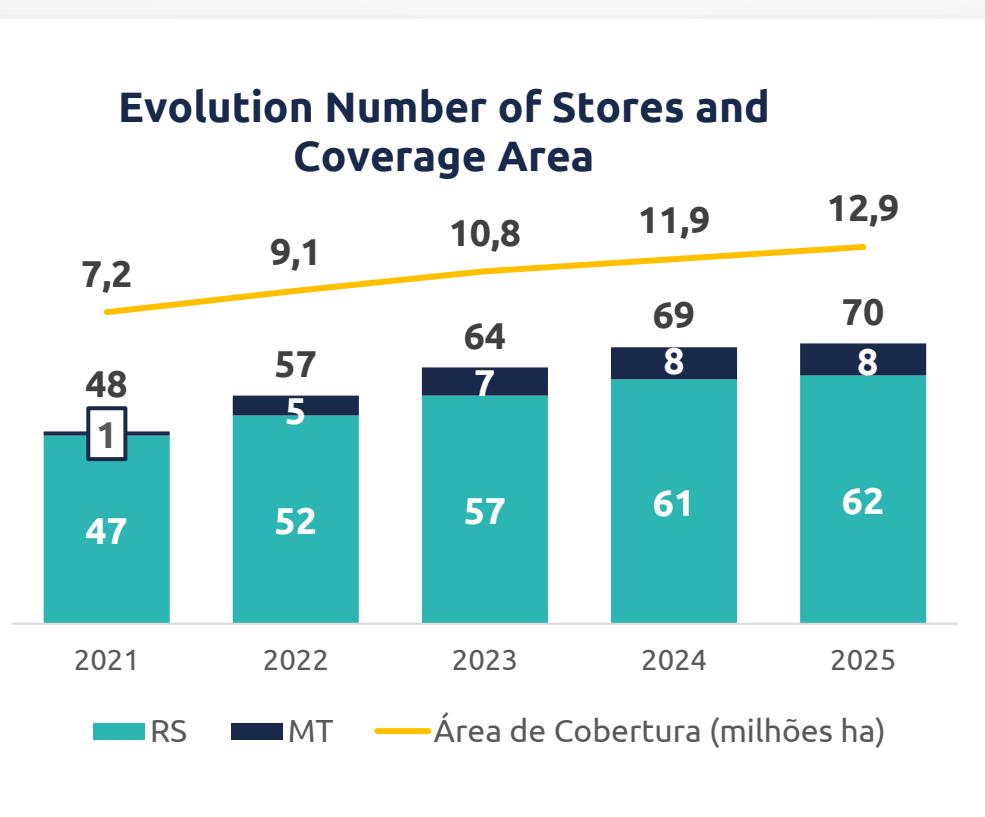
Rio Grande do Sul Expansion Plan

Year	Stores	Change
2021	47	
2022	52	(+5)
2023	57	(+5)
2024	61	(+4)
2025	62	(+1)

Alegrete **Erechim** **Palmeira das Missões** **Santiago** **São Borja** **Uruguaiana** **Vacaria**

Lagoa Vermelha ✓ **Três de Maio** ✓ **Nonoai** ✓ **Rosário do Sul** **Sananduva** ✓

Expansion guarantees coverage of Ag Inpus in RS and MT...



Mato Grosso Expansion Plan

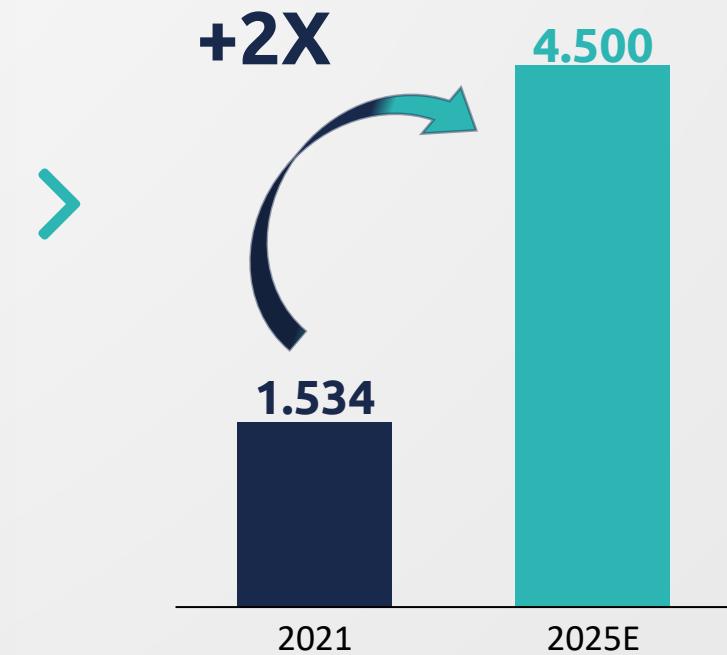
2021	2022	2023	2024	2025
1 Store	5 stores (+4)	7 stores (+2)	8 stores (+1)	8 stores
Sinop	Alta Floresta			
	Porto dos Gaúchos			
	Sorriso ✓			
	Matupá ✓			

... Combined with growing investment in increased productivity

Expectation for 2025

	RS	MT
Coverage Area (million ha)	7.4	5.5
Potencial Revenue (R\$/ha)	R\$ 4,021*	R\$ 3,438*
Market Share	12%	5%

Net Revenue (R\$ million)

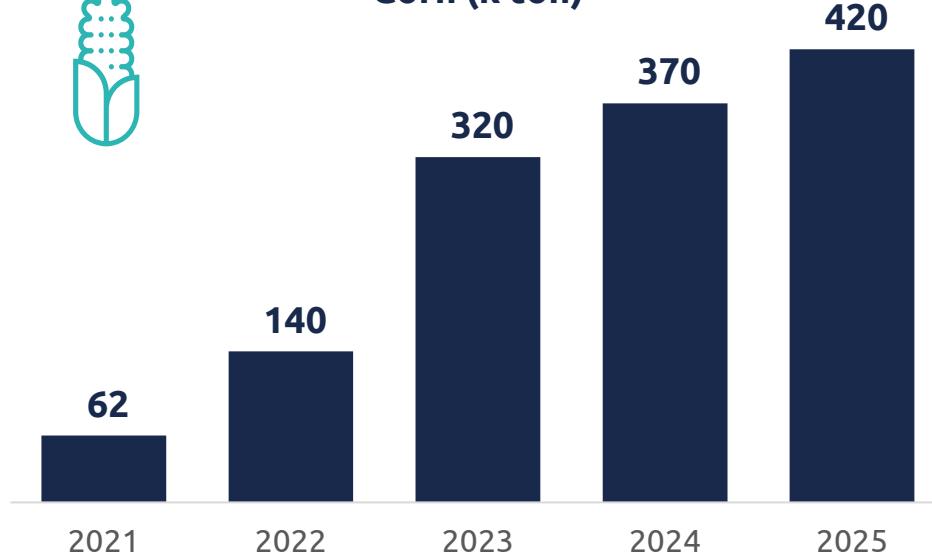


*Average value per crop for the 22/23 crop in the respective regions

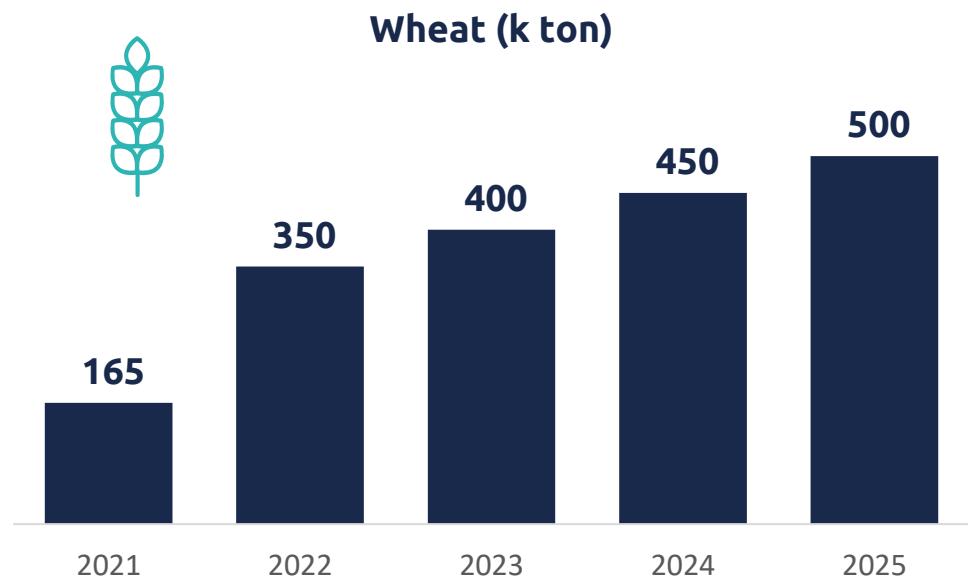
MT being decisive for the increase of grain origination



Corn (k ton)



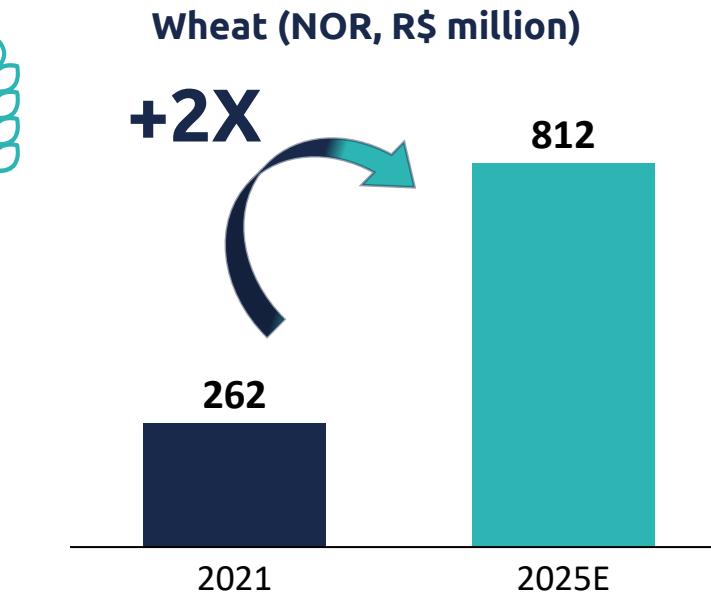
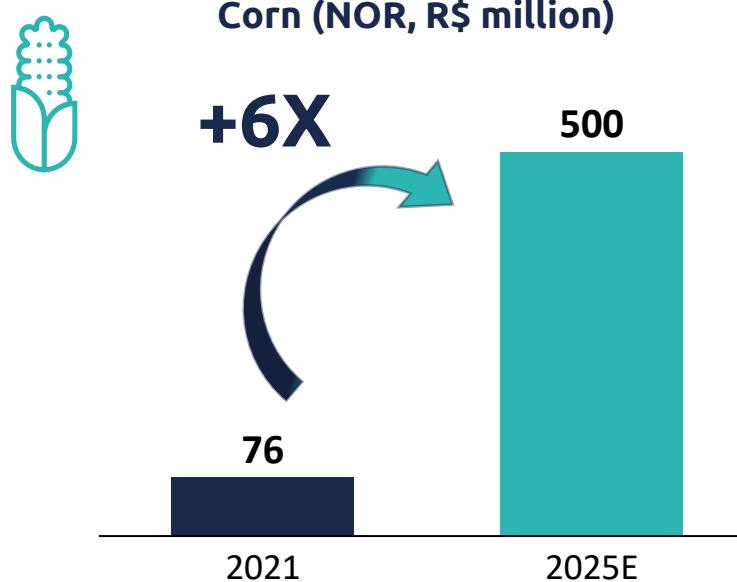
Wheat (k ton)



- + MT Expansion
- + Improved origination share
- + New regions served RS

- + Increase in wheat planted area in RS
- + New regions served RS

MT being decisive for the increase of grain origination



- + MT Expansion
- + Improved origination share
- + New regions served in RS

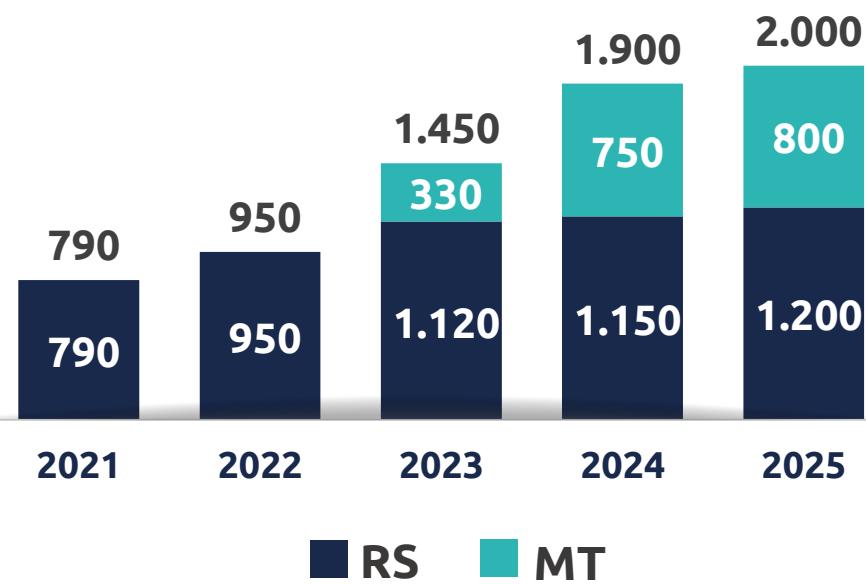
- + Increase in wheat planted area in RS
- + New regions served RS

Balancing the industrial potential of RS and MT...

Industry Capacity

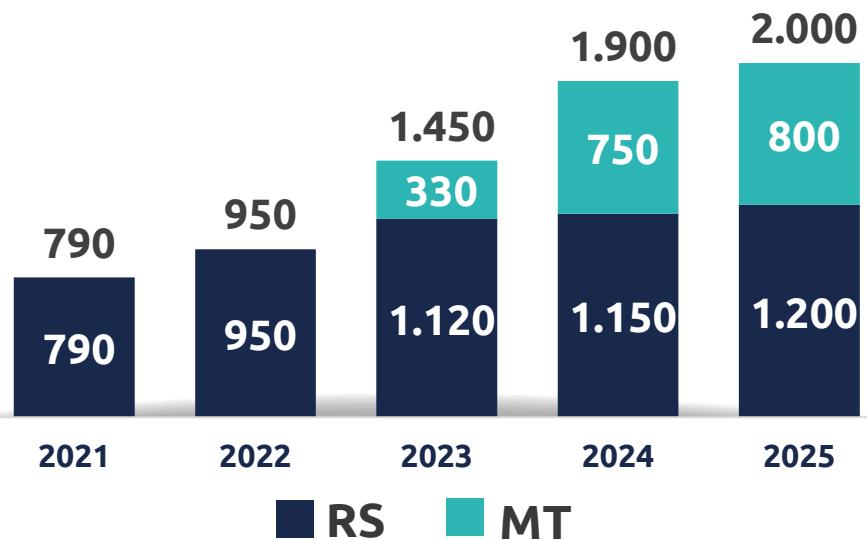
	RS	MT
Crushing Capacity	4.000 ton/day	2.600 ton/day
Biodiesel production Capacity	850 m ³ /day	1.000 m ³ /day

Soybean Crushing Industry (k ton/year)

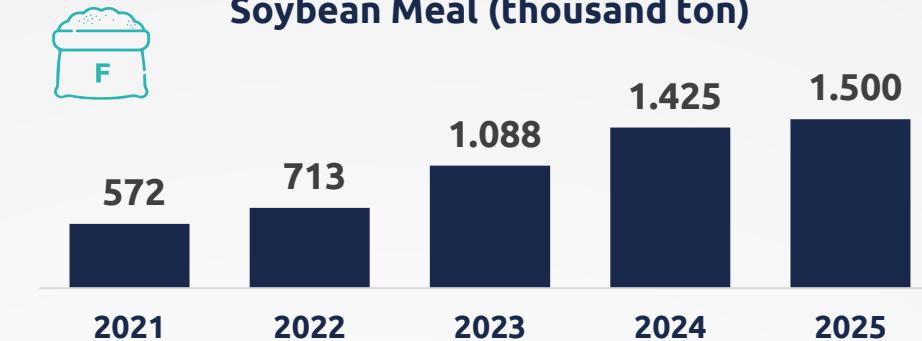


Balancing the industrial potential of RS and MT...

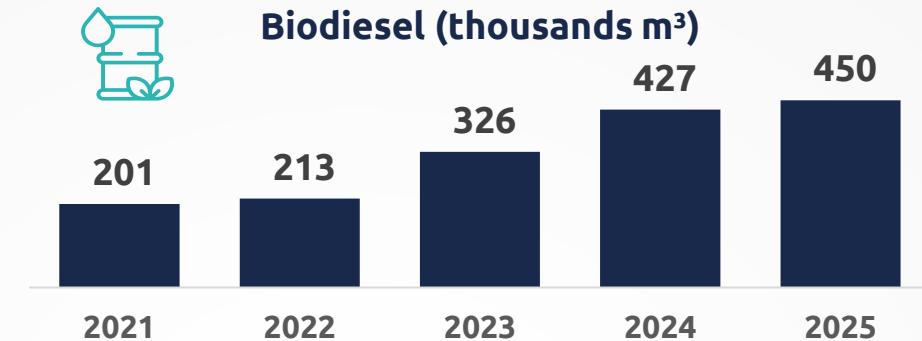
Soybean Crushing Industry
(k ton/year)



Soybean Meal (thousand ton)



Biodiesel (thousands m³)

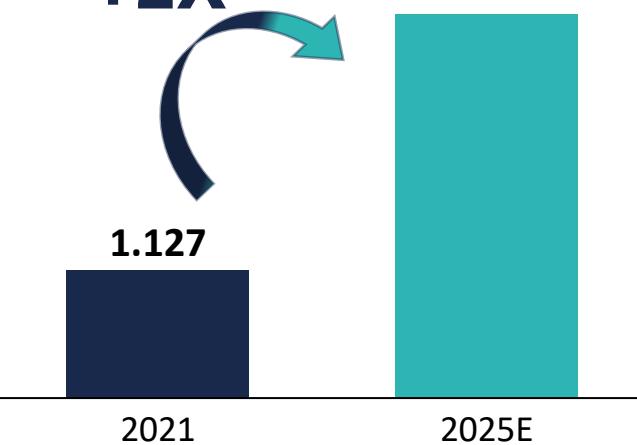


... reaching a turnover of R\$ 6.7 billions in 2025...



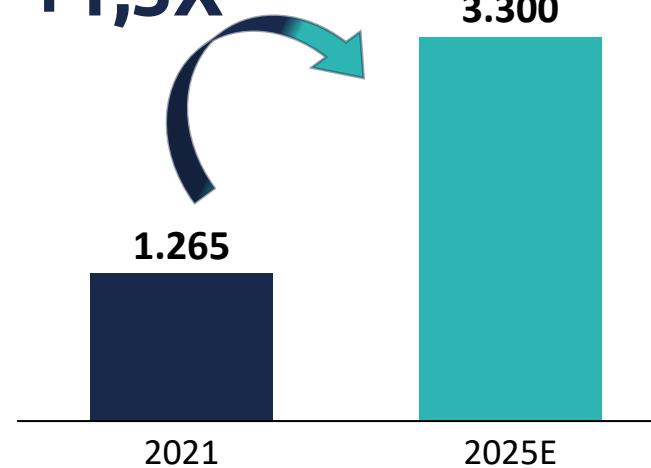
Soybean Meal (NOR, R\$ million)

+2X



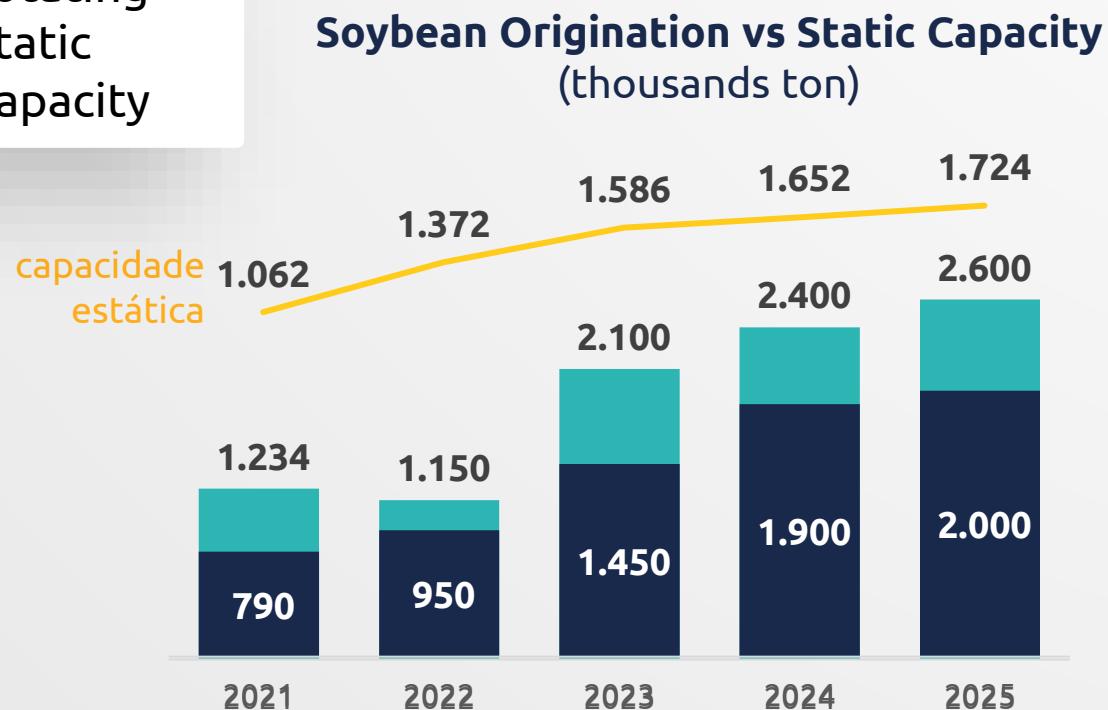
Biodiesel (ROL, R\$ million)

+1,5X

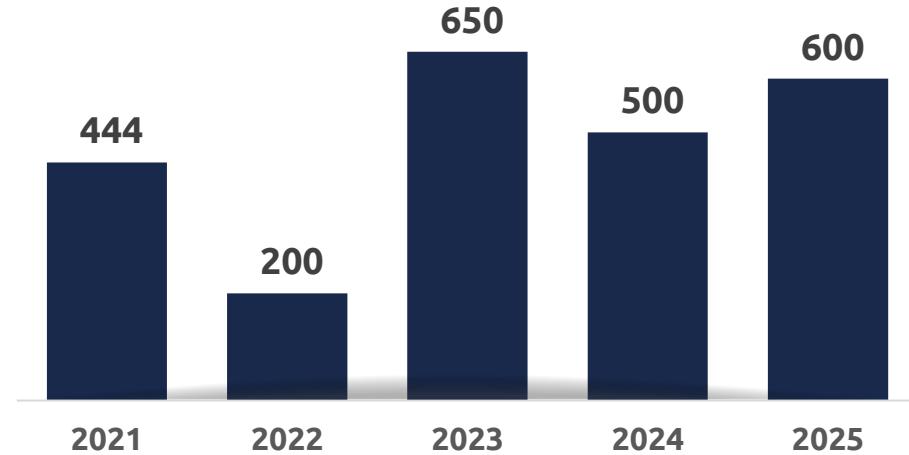


... and soybean trading as an origination surplus

1.2x
rotating
static
capacity



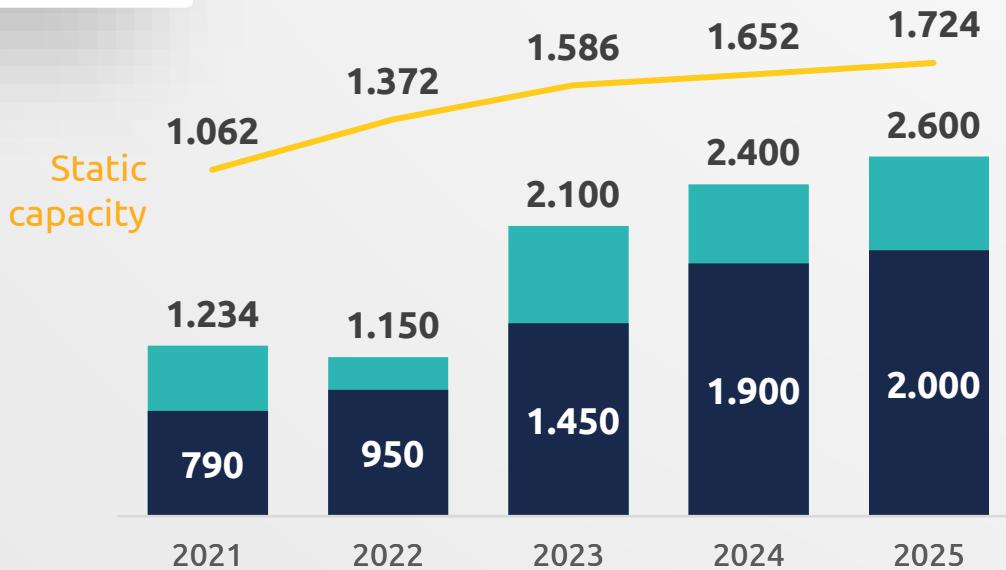
Soybean Trading (thousand ton)



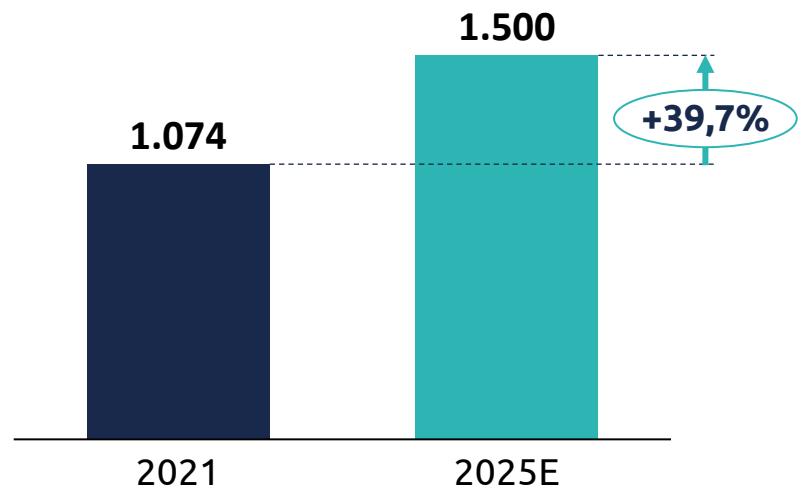
... and soybean trading as an origination surplus

1.2x
rotating
static
capacity

Soybean Origination vs Static Capacity
(thousands ton)

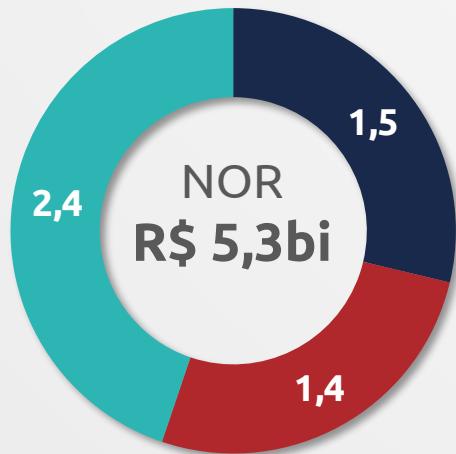


Soybean Trading (NOR, R\$ million)



Market forecasts and Company expectations

2021



2022E

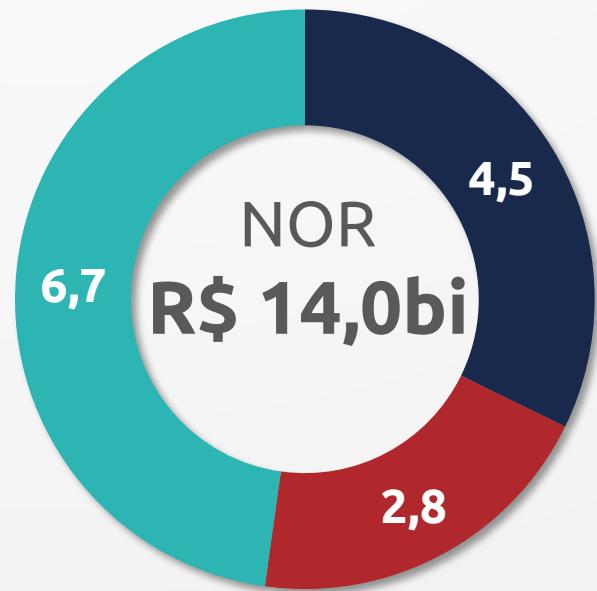
Market Consensus

NOR
R\$ 7,2bi

Net Income
R\$ 680mi

Net Margin
9,4%

Expectation for 2025



- Ag Inputs
- Grains
- Industry



Financial services and insurance



Fast

We know the need for agility in the field. We are here to help the producer get their appeal as quickly as possible..



Simple

No complications! We want to provide the best experience for the customer in contracting the ideal credit for their profile.



Transparent

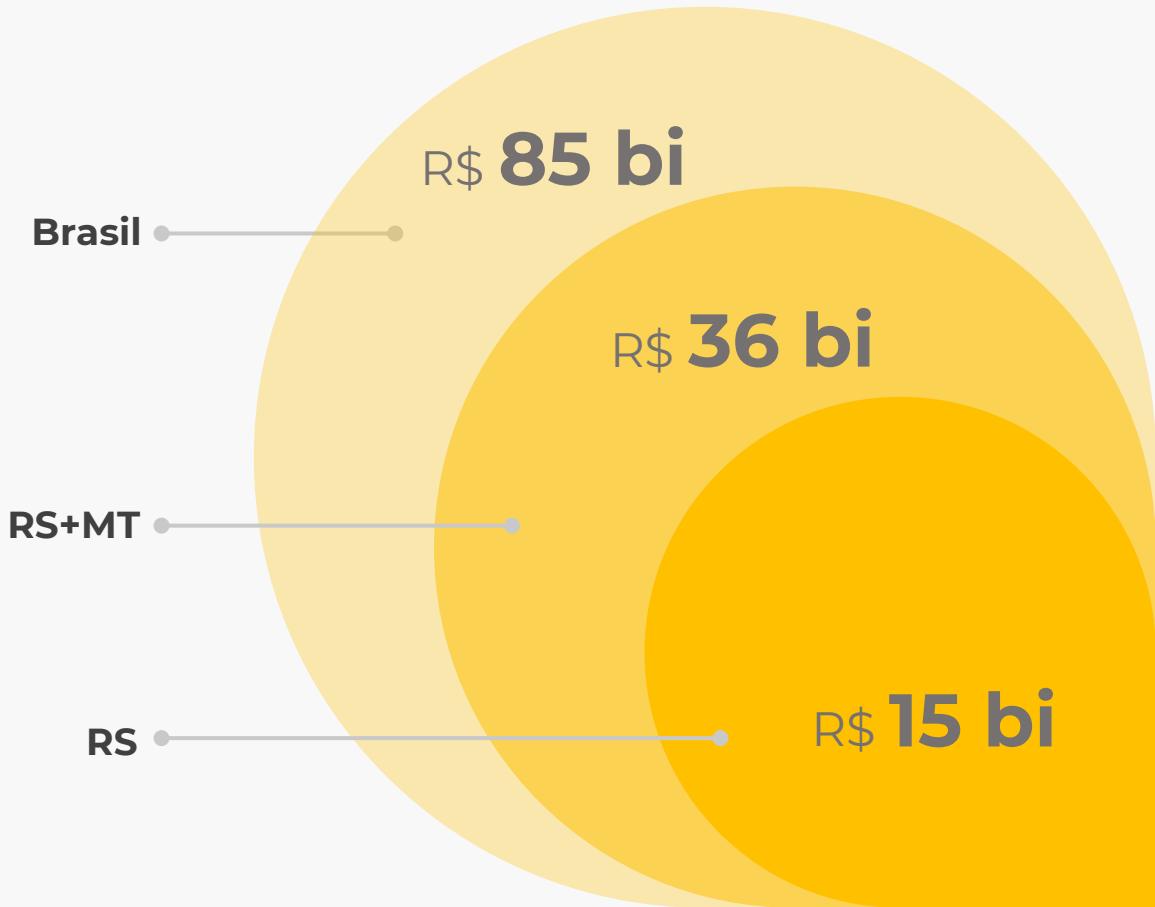
Hangers: not here. The rates are adapted to the reality of each client, and we do not ask for any other product to be used to release the credit.



A TentosCap é o suporte financeiro que o produtor rural tem para impulsionar o seu negócio. Por meio do site e do aplicativo é possível fazer simulações e solicitações de crédito.



tentoscap



Source: Conab, IMEA, Foco Rural, 3tentos.

Considers disbursement potential for the purpose of financing expenses for soybean, corn (crop and off-season), wheat and irrigated rice activities.



2019

August



Start of studies for **entry into the financial services market.**

2021

June



Publication of the BCB license in the DOU to operate with Credit, Financing and Investment

2022

June



End of TentosCap's **first operational cycle**

2023

January



Synergy in 3goals: **growth and return.**

R\$ 50 Million disbursed

221 CREDIT OPERATIONS
To Farmers

28 UNITS 3TENTOS



tentoscap

CORRETORA
DE SEGUROS

75 Insurance policies

10.000 Insured Hectares



Financial Advisors



2023

Synergy in 3 goals:
growth and return..

R\$ **150** Million



Financial
Advisors

Digital Bank

2025

Synergy in 3 goals:
growth and return.

R\$ **1,0** Billion

ROAE **25%**

ROAA **2,5%**

Investments

Offer of financial products to surplus producers.



Credit

Working capital for complementary farming expenses.

Insurance

Having as its flagship crop insurance with a beneficiary clause for 3tentos and TentosCap.

Payments

Vertical payments, cards and digital accounts for agro.



What is
not yet
priced in?

3tentos 





3tentos Digital Platform

App
3tentos

Terra 3



Financial
Services



Marketplace





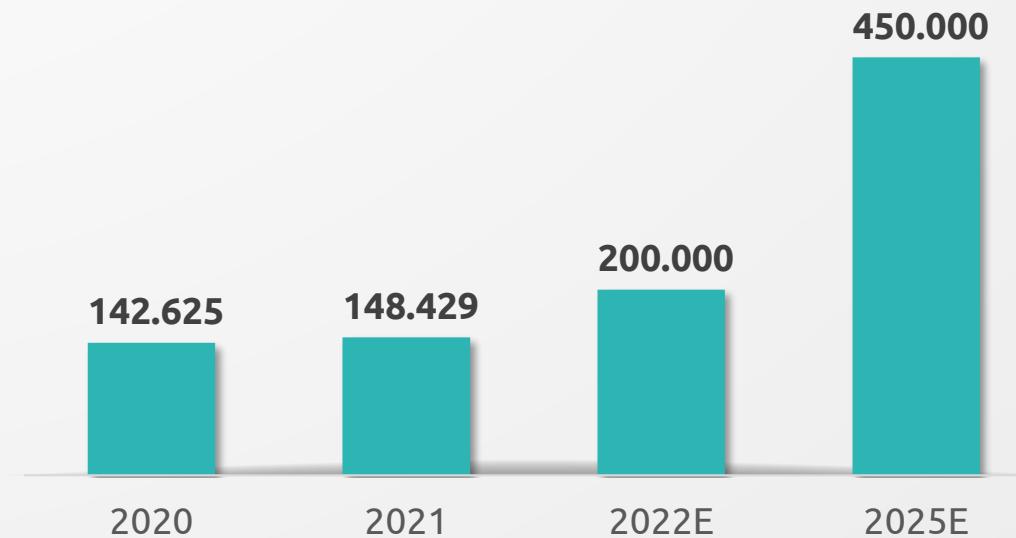
Credit and Carbon Market

What is the experience of 3tentos in this topic?

3tentos produces biodiesel to replace fossil fuel diesel.

Thus, it participates in the **RenovaBio Program**, a government program that generates carbon credits (CBIOS) in the regulated market.

Evolution of CBIOS issuance*



**Based on the commercialization of biodiesel and CBIOS emission index*



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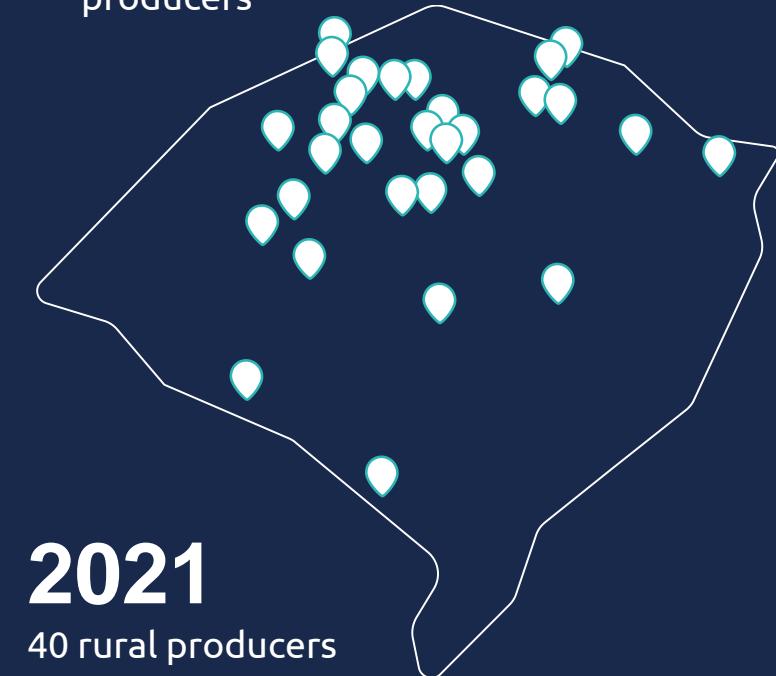
Projeto Carbono

3tentos offers property and production **carbon balance** service to rural producers.

First step to adapt to the carbon market and the sustainable market.



Location of producers



2021

40 rural producers
Data Collection
Carbon Calculator



Future of Agriculture

Farmer

Informed

Connected

Capable

Young and Women

Sustainable

Capitalized



Agriculture

Agrotechnology

Agtechs

Technology solutions

IoT

R&D

Larger scale

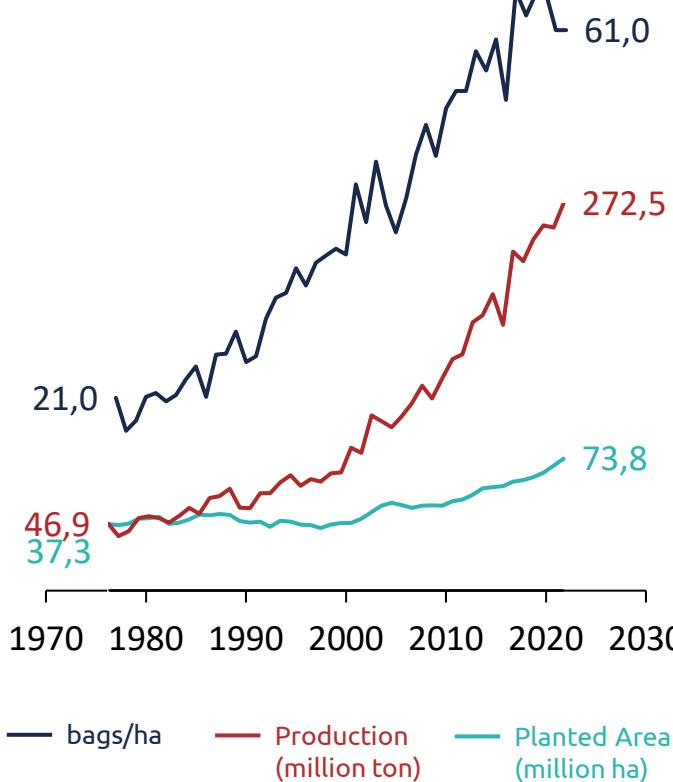
New Agriculture





Food and Energy

Increase in productivity in Brazil



Soybean Exports (million ton)

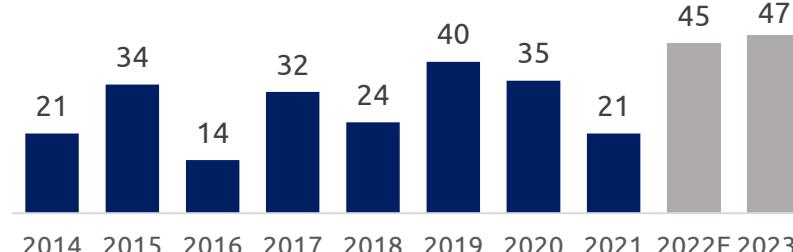


Brazil's ranking worldwide



Represents 54% of total

Corn Exports (million ton)



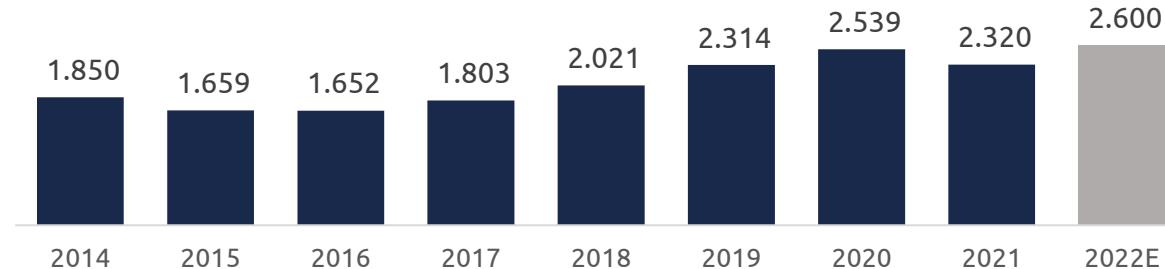
Represents 24% of total



Food and Energy

Cattle

Exports (thousands ton)

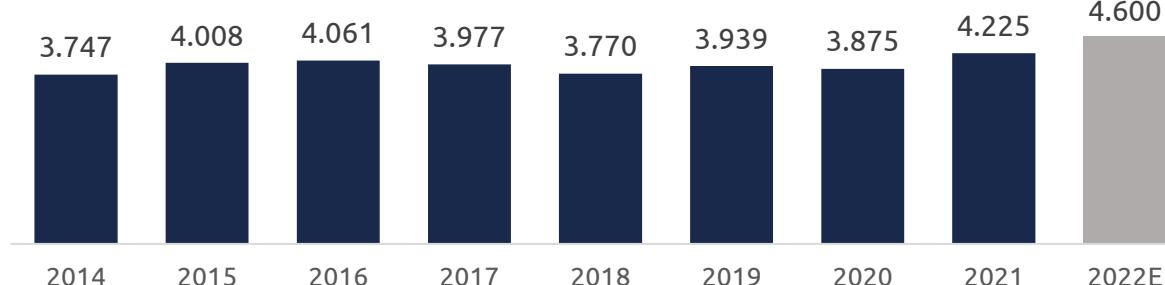


Brazil's ranking worldwide



Poultry

Exports (thousands ton)



Swine

Exports (thousands ton)





Poised to become the biggest and best agro company

Solid execution culture with increasing **delivery of results**



Discipline in capital allocation with **high returns**

Agro is the industry where Brazil has one of the biggest comparative advantages

The highly synergistic **business model** with strong barriers to entry