



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?

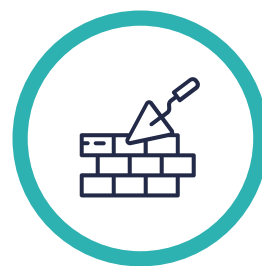
2:05pm What is not yet priced in?

2:30pm Q&A

3:00pm Closing



Our
history



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



1995





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.



1995

1996- 2001





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



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

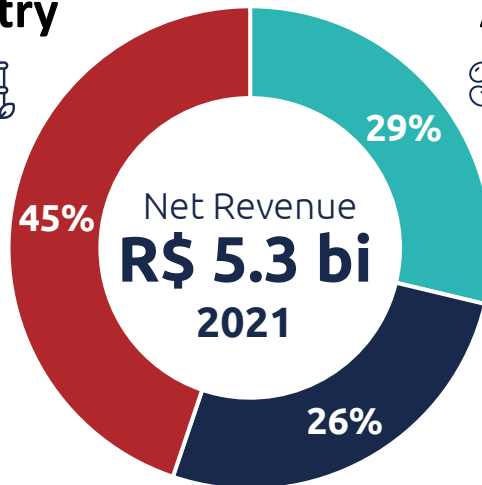
Industry



Ag Inputs



Grains



Best Company in Agribusiness

Revista Exame (2021)

Ag Inputs



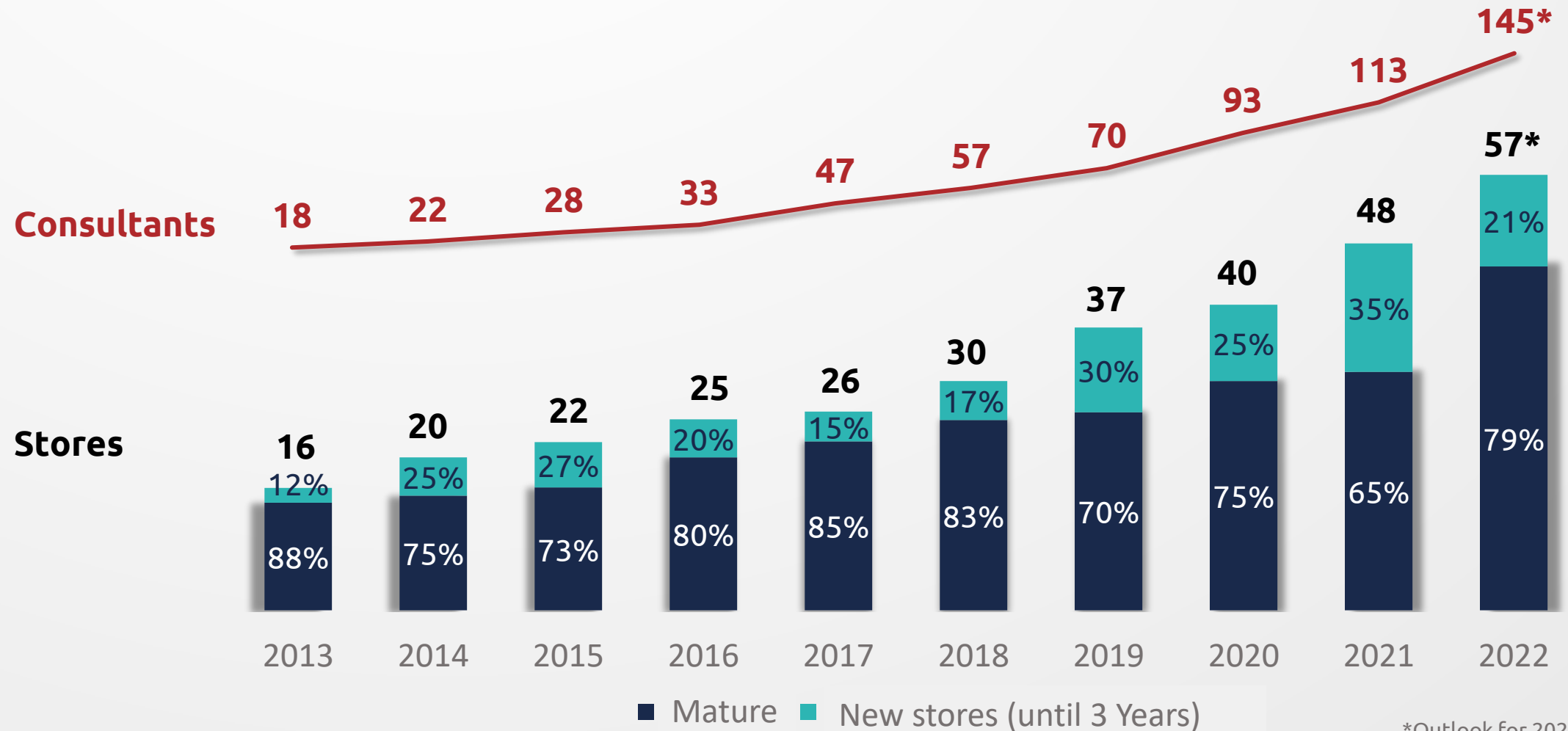
3tentos serves rural producer in the retail of inputs and grain origination

Store Structure

- Shop and office
- Input Deposit
- Grain Storage



Increasing number of stores and consultants



*Outlook for 2022

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



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

BASF
We create chemistry

IHARA

Roundup

ADAMA

ourofino

FMC

BAYER

NORTOX

HELM

Rainbow
all about growing

NUTRITION AND BIOSTIMULANTS

ADJUVANTS

BIOLOGICAL

specialties

YARA

ICL

INQUIMA
Nutrição e Agrotecnologia

BIOTROP
Soluções em Tecnologia Biológica

NATIONAL MARKET

IMPORT

fertilizers

YARA

Mosaic

Trifertil

Trifertil

SOYBEAN

WHEAT / TRITICALE

CORN / MIX / RICE

seeds

BRASMAX

DONMARIO
SEMENTES

NIDERA
SEMENTES

MONSOY
SEMENTES

BIOTRIGO
GENÉTICA

OR
SEMENTES

Embrapa

agroceres

Raíx

Lidero

TMG

Credenz

SoyTech
Sementes

HO GENÉTICA

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

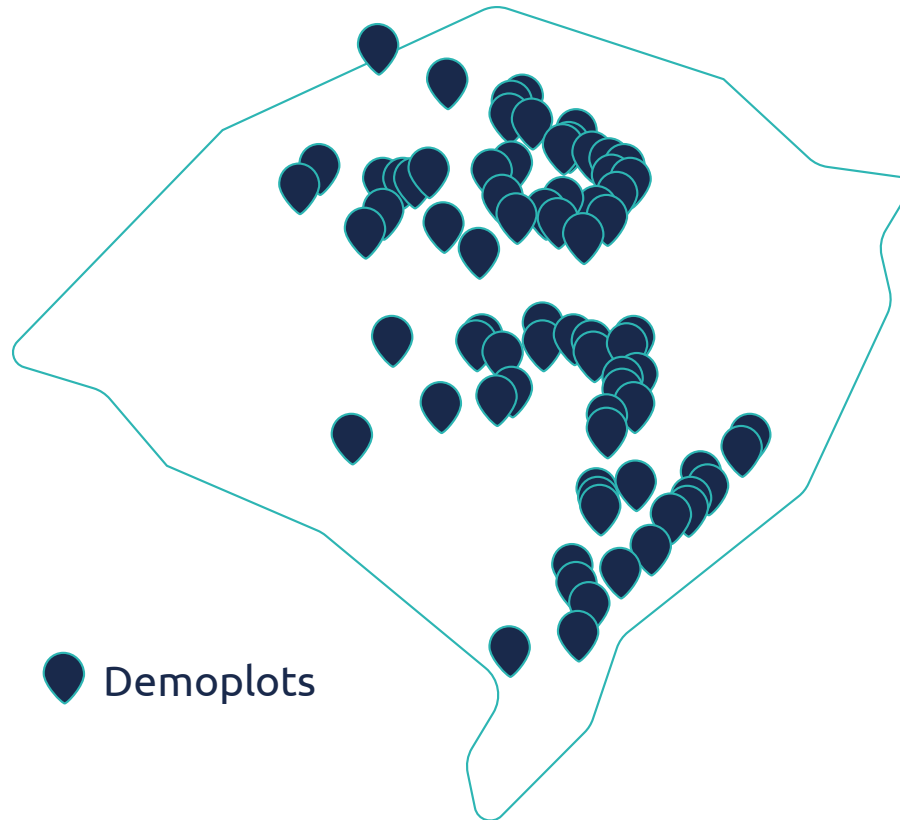
- **2 Research Center (65 ha)**
9.708 portion - RS + MT (2022/23)
- **15 Pole Areas**
9.840 portion – RS (2022/23)
- **14 professionals**

R&D aiming at better agricultural management



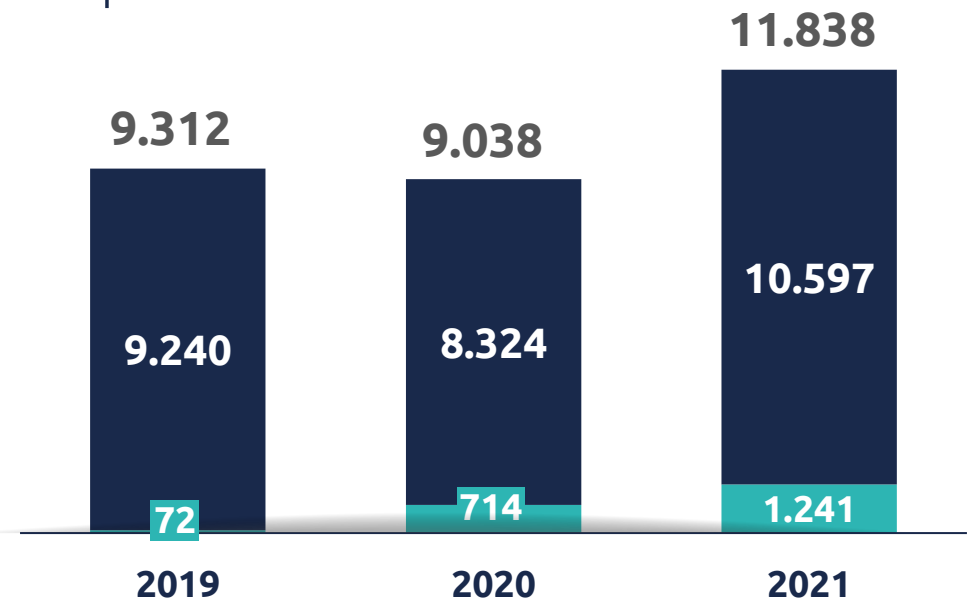
Partners:

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



Tests performed (Cetecs + Áreas Externas)

Crop Protection, fertilizers, specialties and seeds

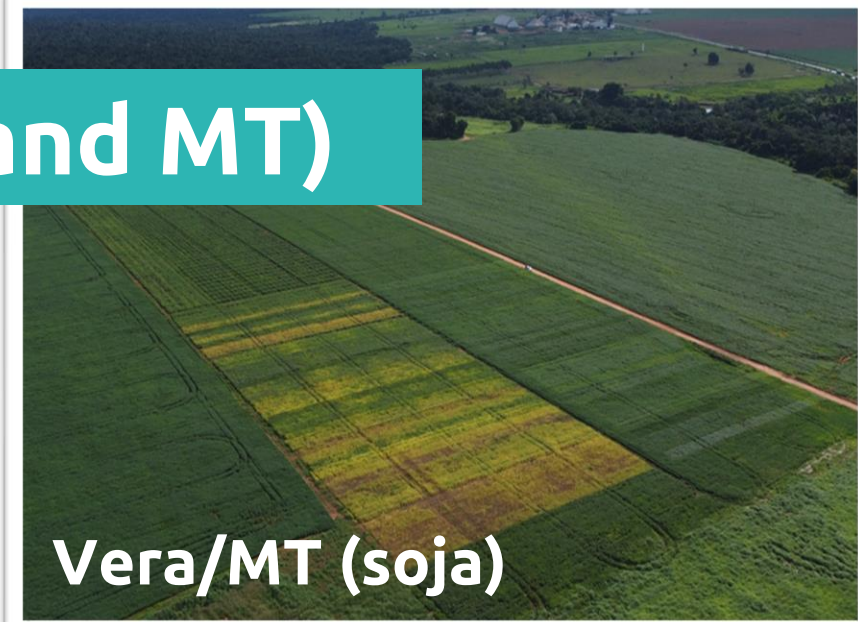


Biological Products

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)

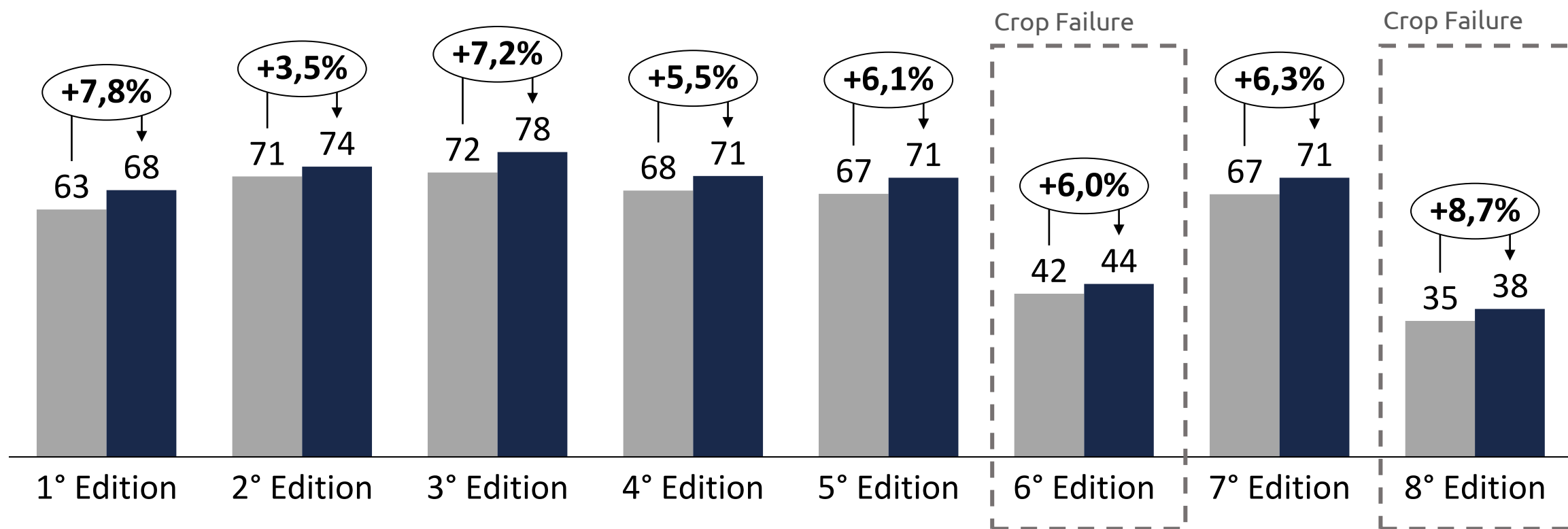


115

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



Technology present in the field

Development **new**
technologies



Grain delivery with
NF-e



Online Fixing grain



Signing
documents

Electronic and
Digital
Signature



Bill
payments

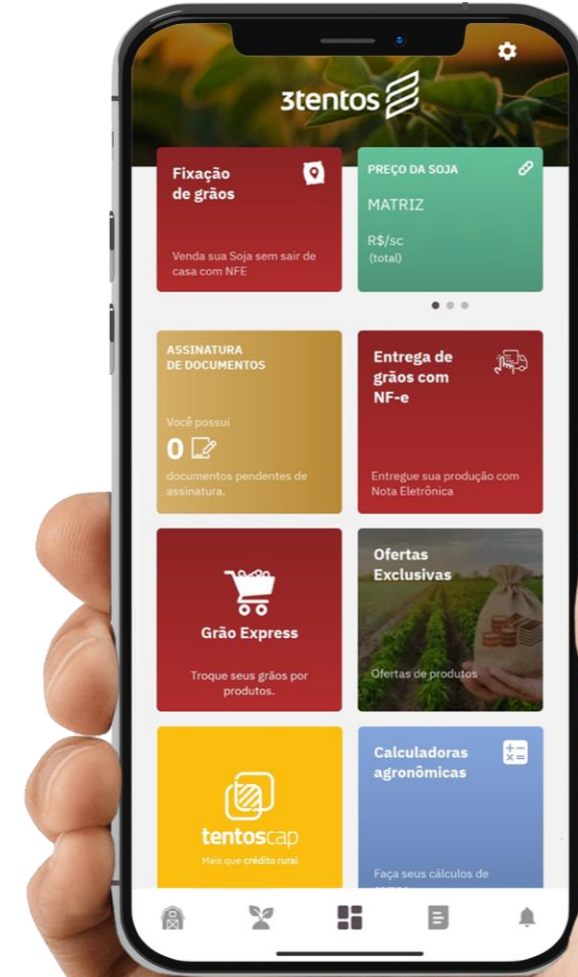
Financial,
Grain future
and CPRs



Grains balance
and products



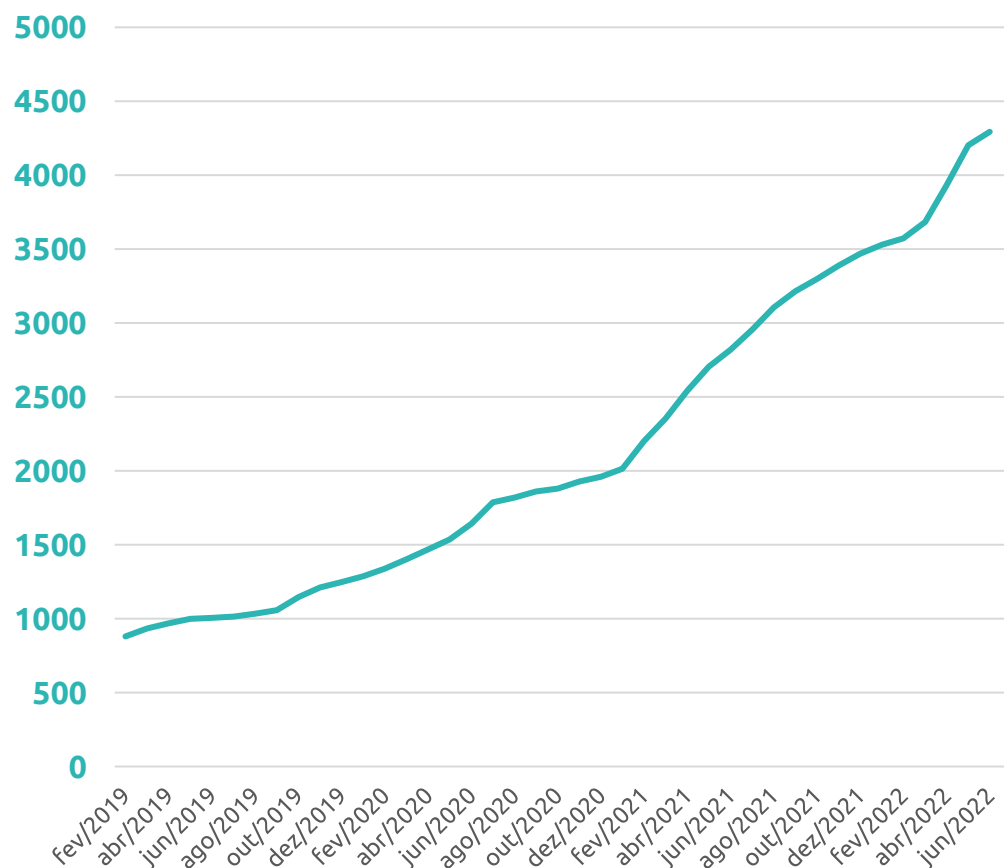
Grain cotes



More than
4 thousands
users

Technology contributing to farmers

Number of Users – App 3tentos



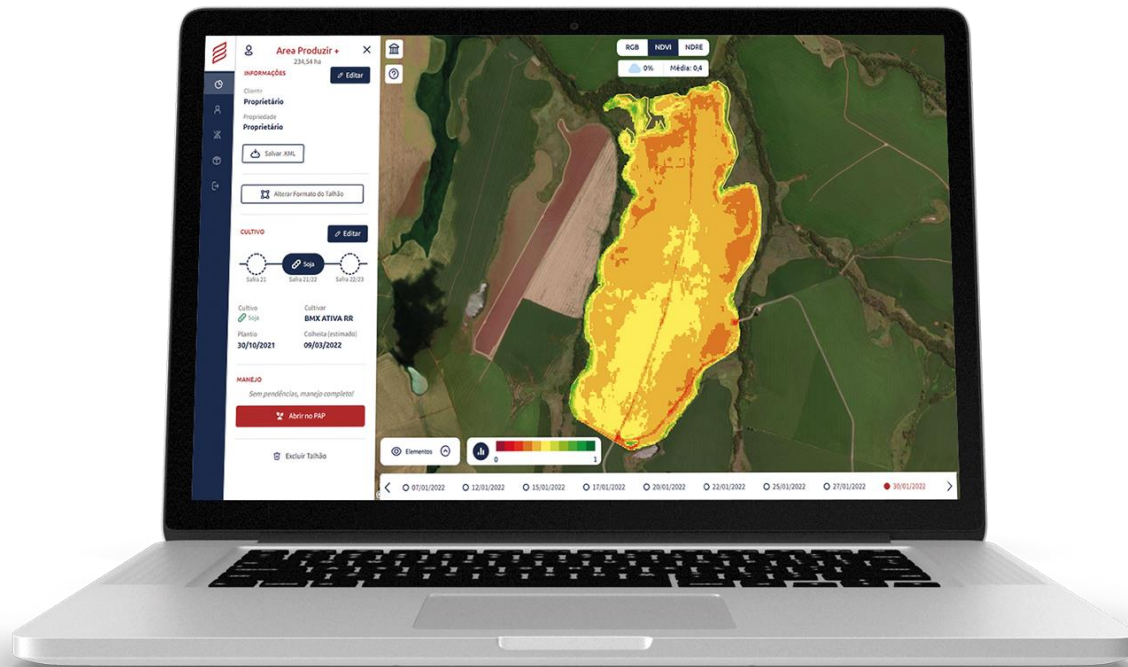
More than
700 active digital
certificates

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





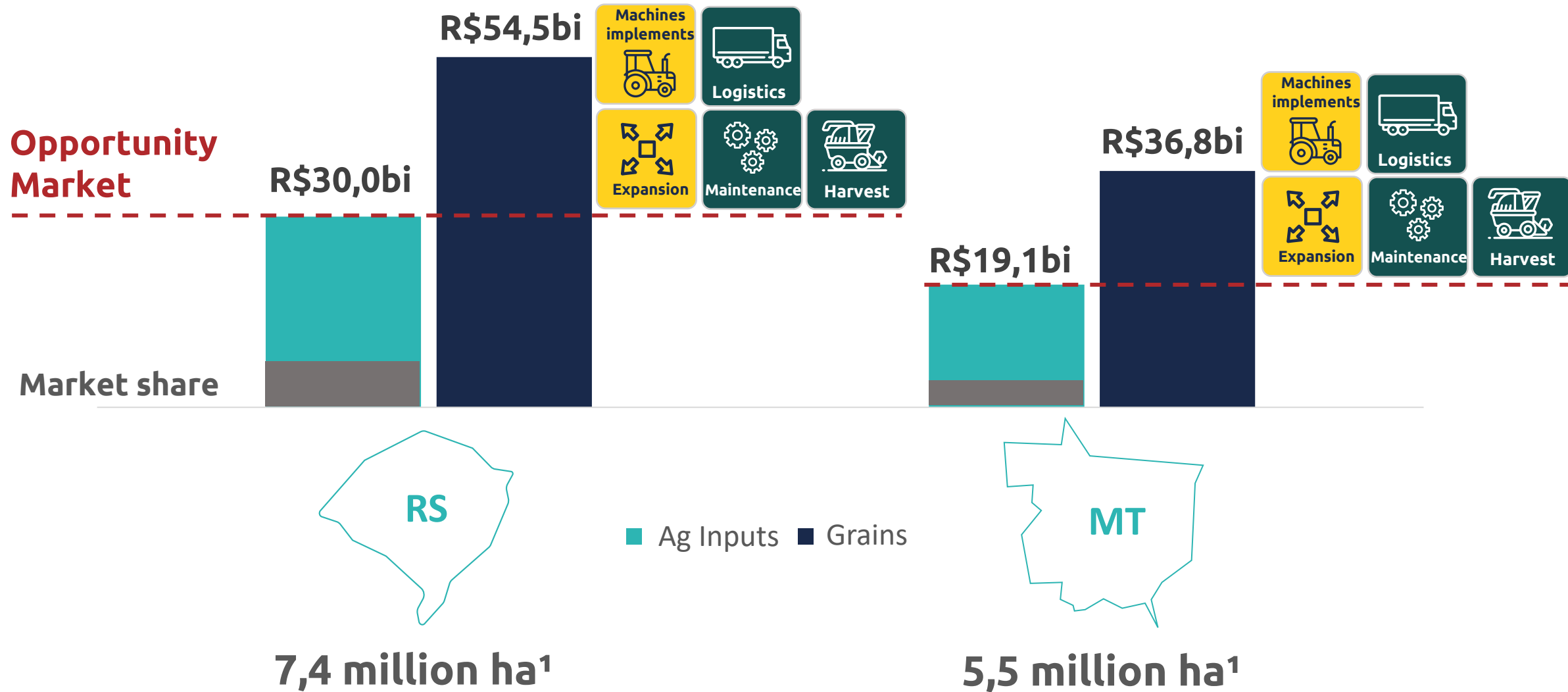
PASSION FOR SERVING

How can we access the farmer?

- Stores
- Consultants
- Events
- Social Media
- WhatsApp



Our Market



1. Total área covered in RS (soybean, corn, wheat and rice) and MT (soybean and corn cultivation)

3tentos



Family



Production
System



Decisions



Purchase of
Ag Inputs



Costing



Operation



Seeding



Consulting



Crop

New
Production
Cycles



Expansion

Machines
Implements



Maintenance



Crop
Balance



Delivery &
Sale



Logistics



Harvest



Commodities

Produzir+
7ª Edição

PDI



Academia
do campo



Barter



Market
place



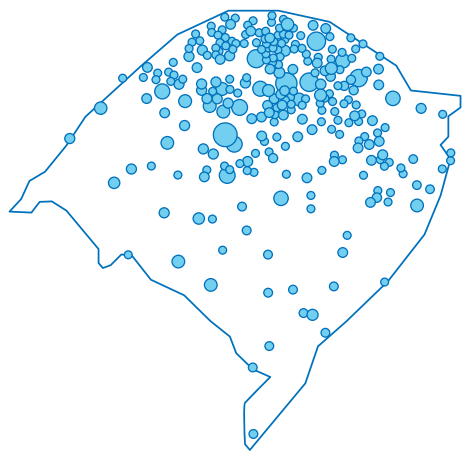
Digital

Potential Market

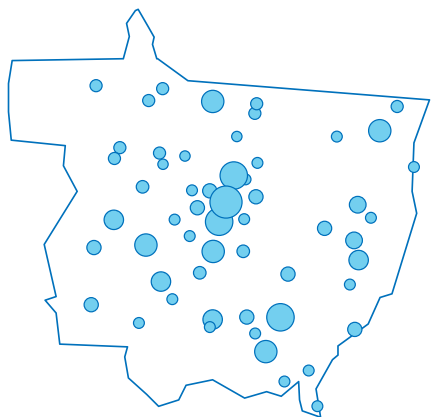
Rio Grande do Sul and Mato Grosso



Potential Market RS and MT

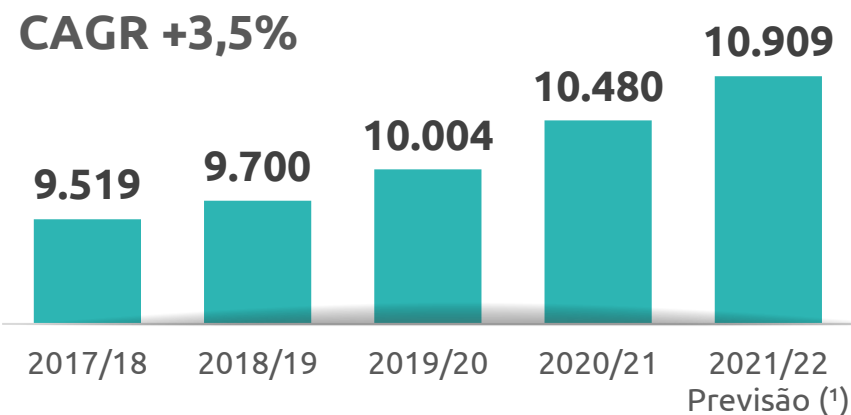
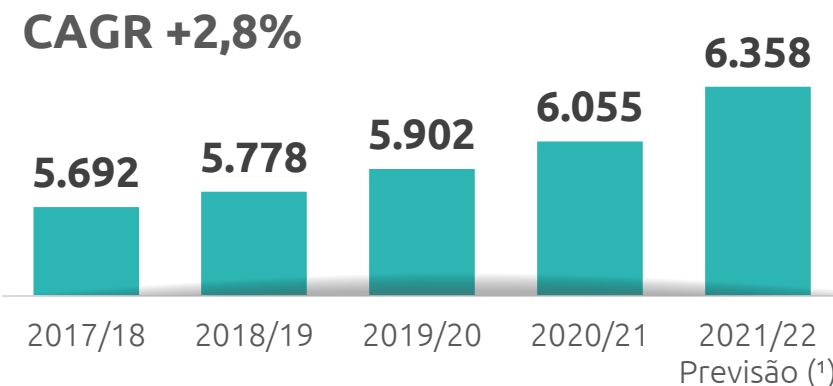


Companies	218
PDV	751
Area/PDV	10,5k ha
Sales/PDV	R\$27,2mi



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

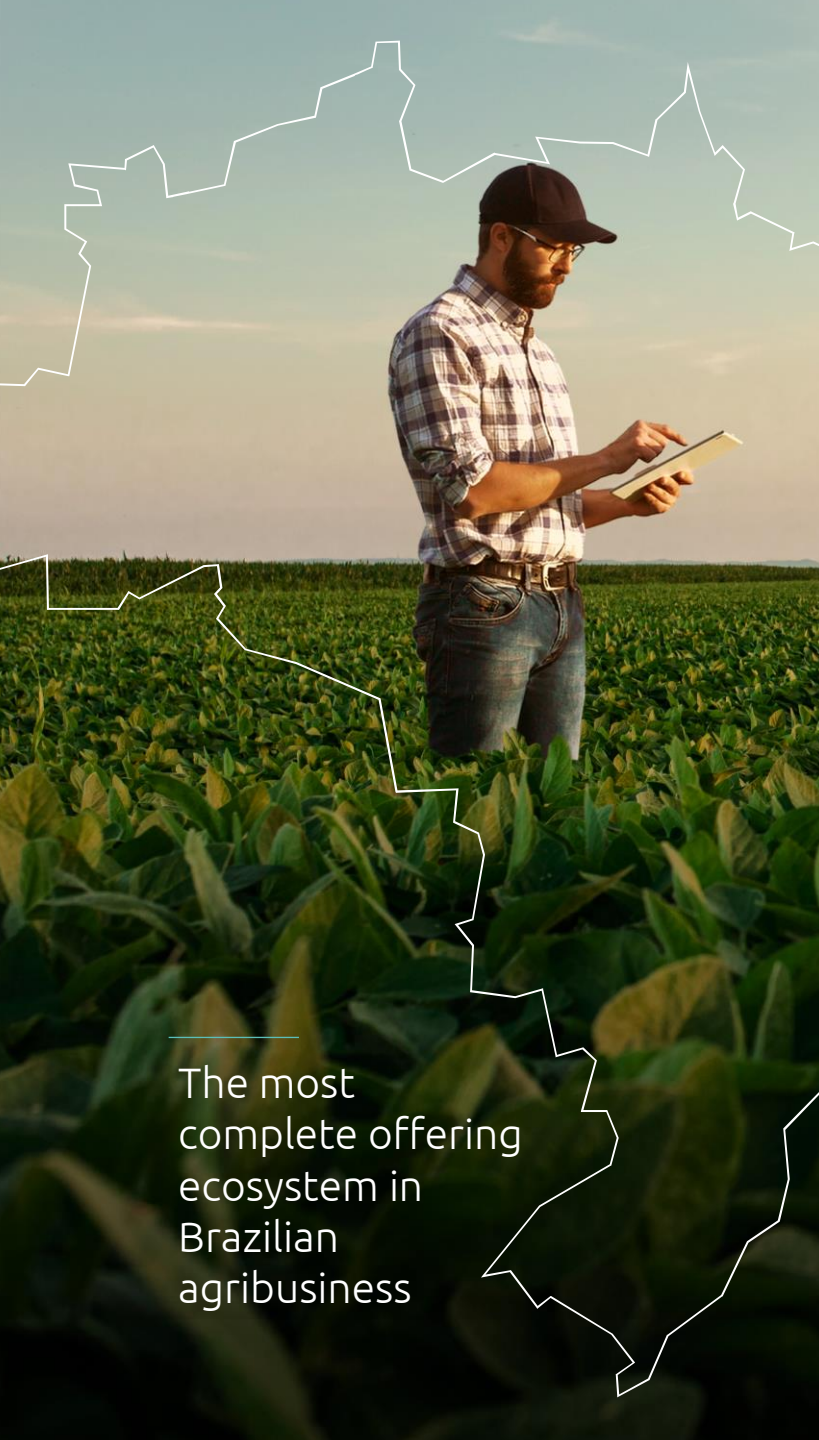
Soybean Planted Area (thousand ha)



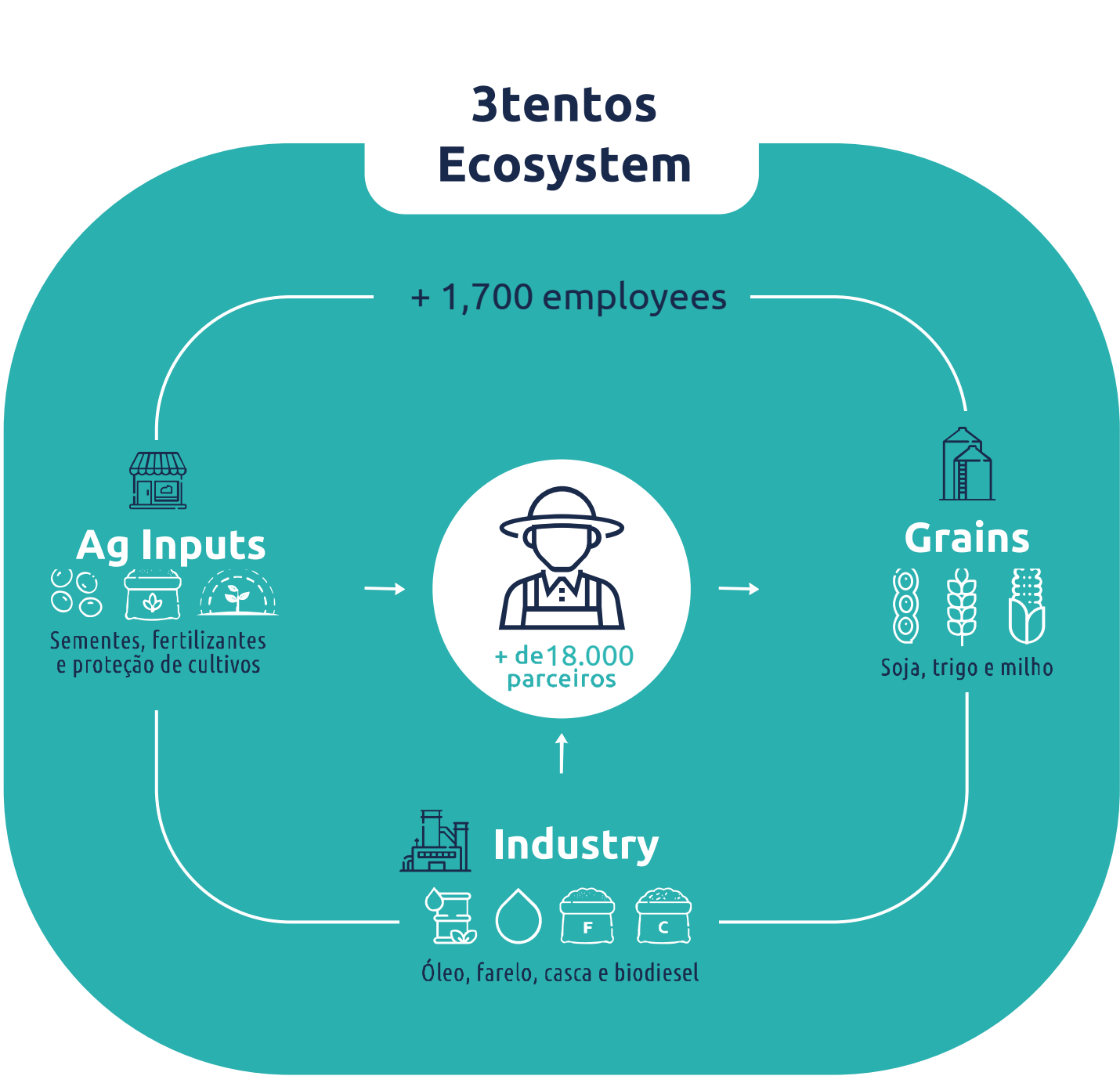
Similarities between RS e MT

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



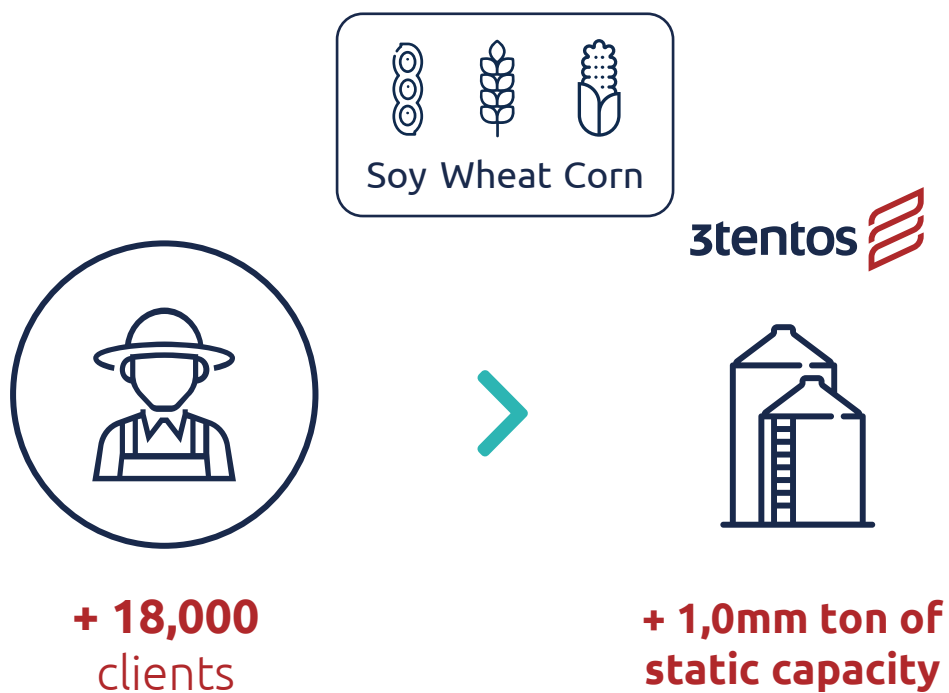


Grains and Industry

3tentos 



Grains and Industry



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...



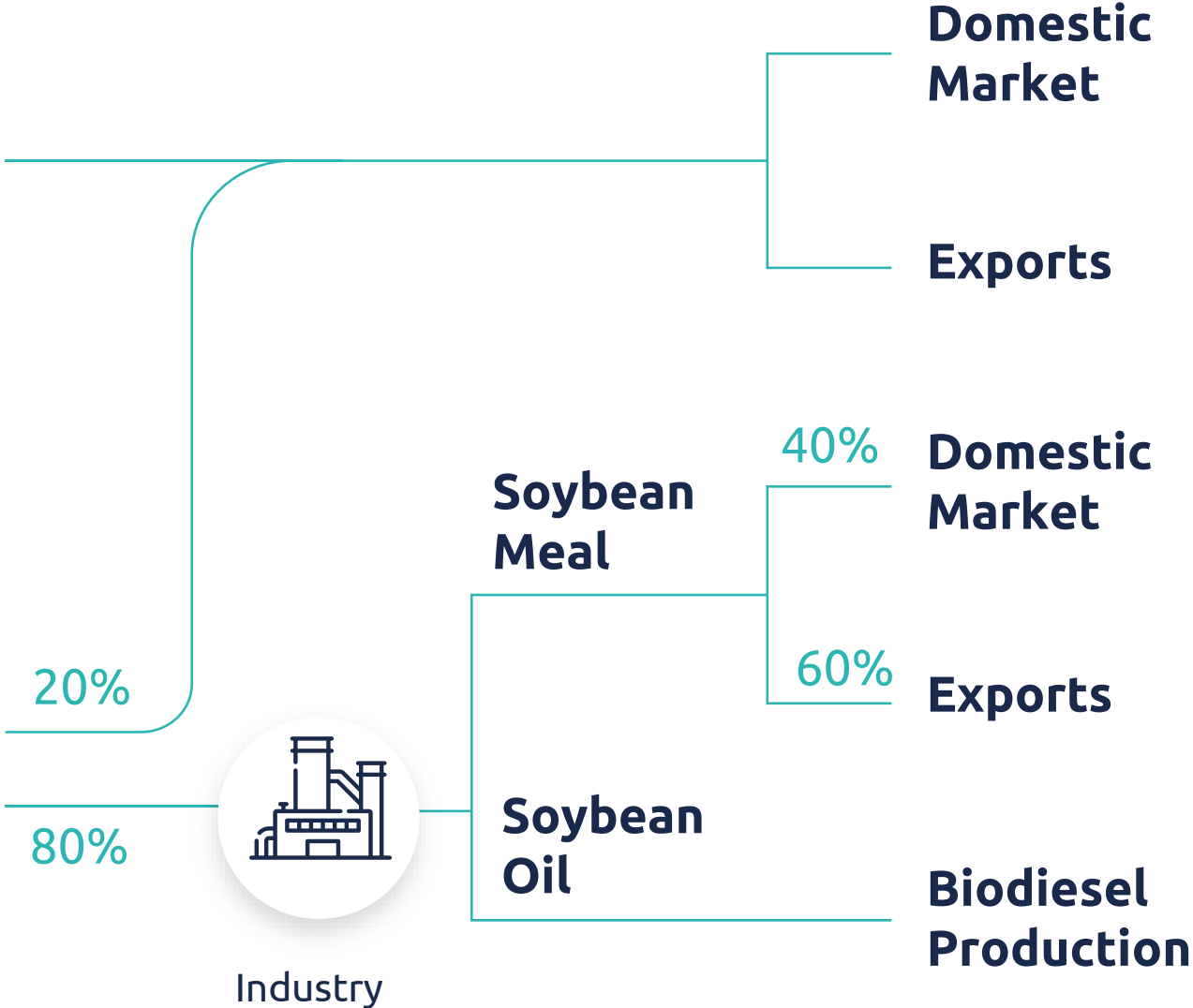
Wheat



Corn

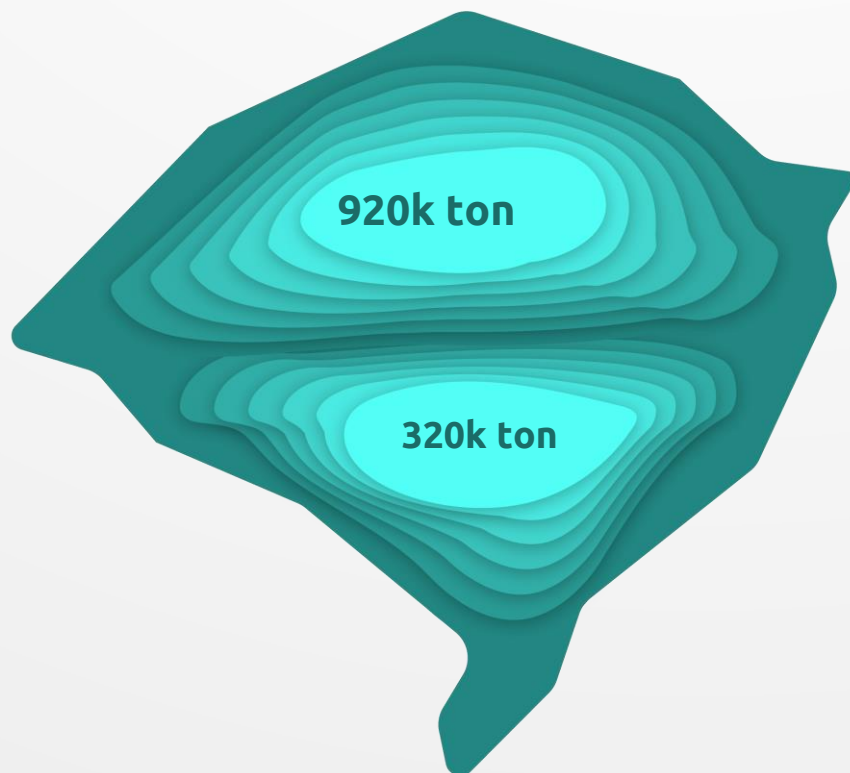


Soy

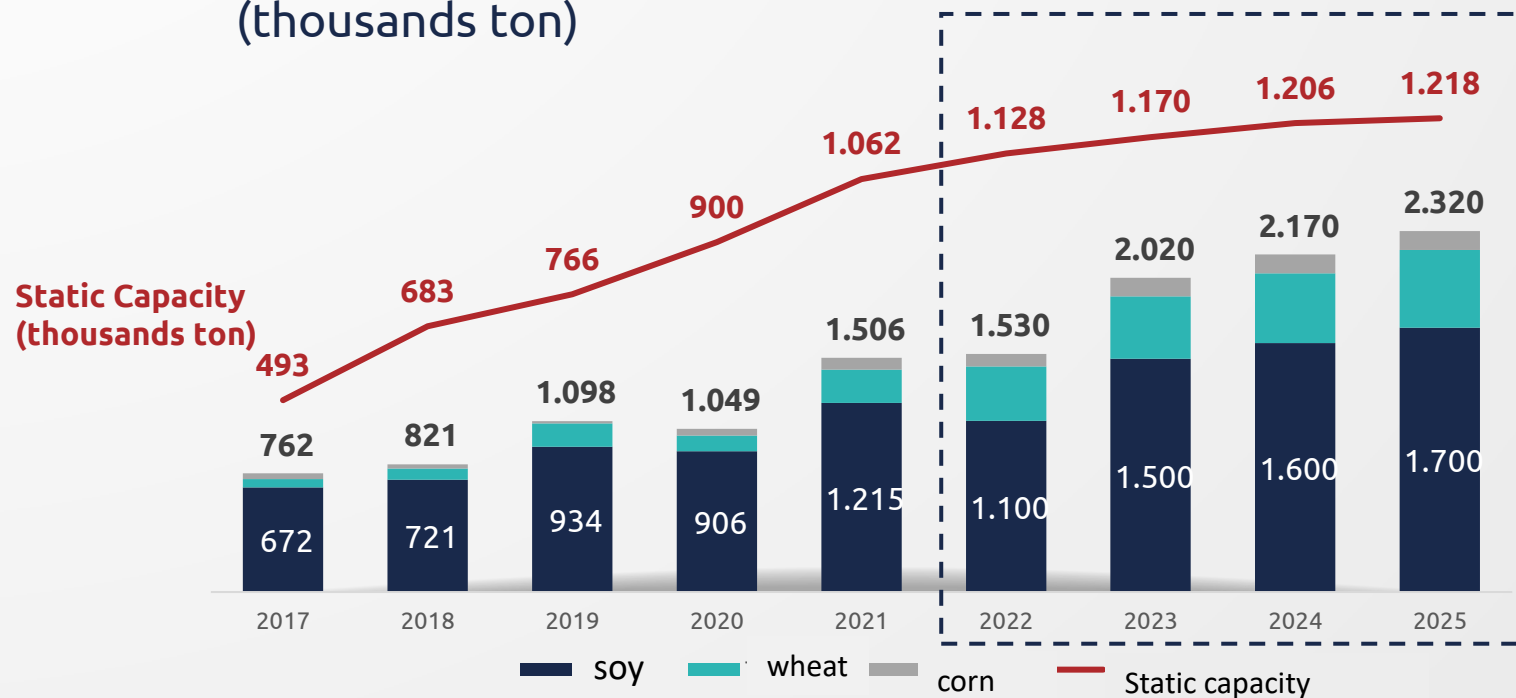


How do 3tentos originate grains?

Soy Origination in RS 2021

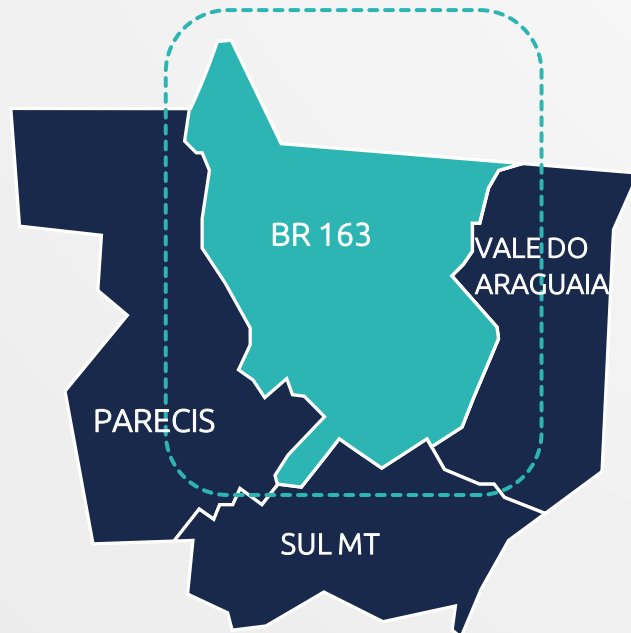


Origination Evolution (thousands ton)

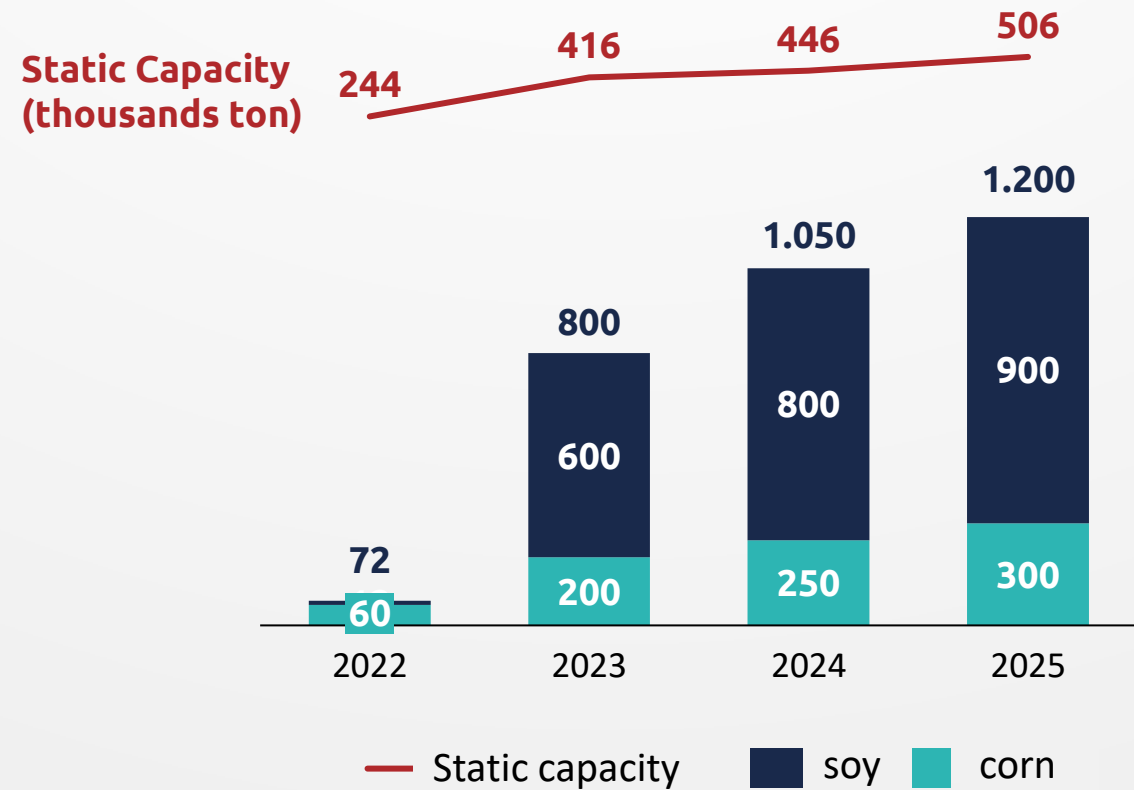


What to expect from Mato Grosso in grain origination?

Covered Area (BR 163)

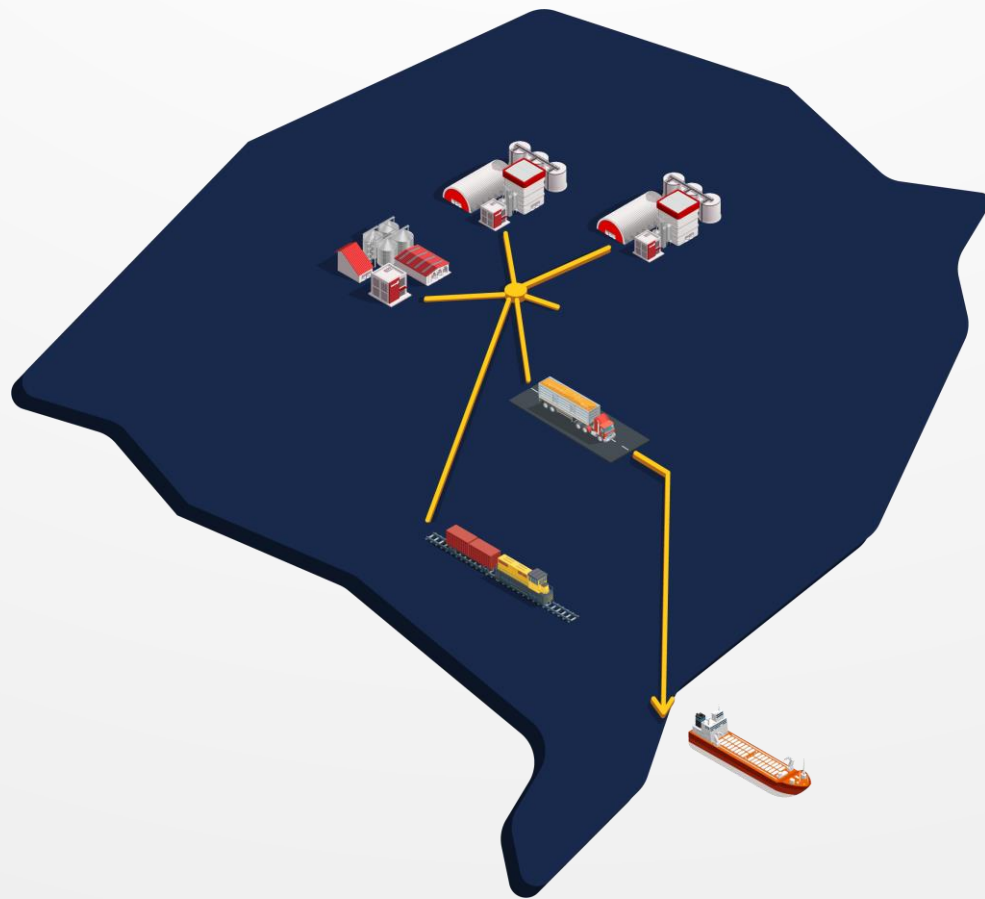


Origination Expectation (thousands ton)



How 3tentos sells grains?

Logistics

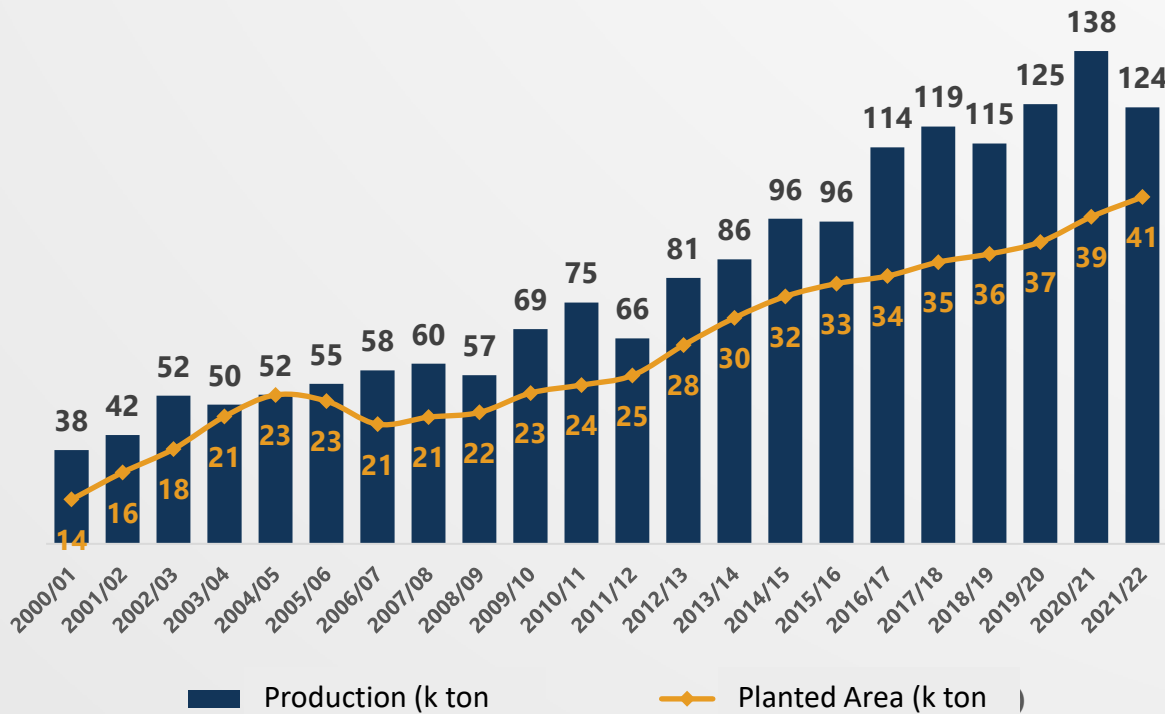


Grain Supply in Brazil



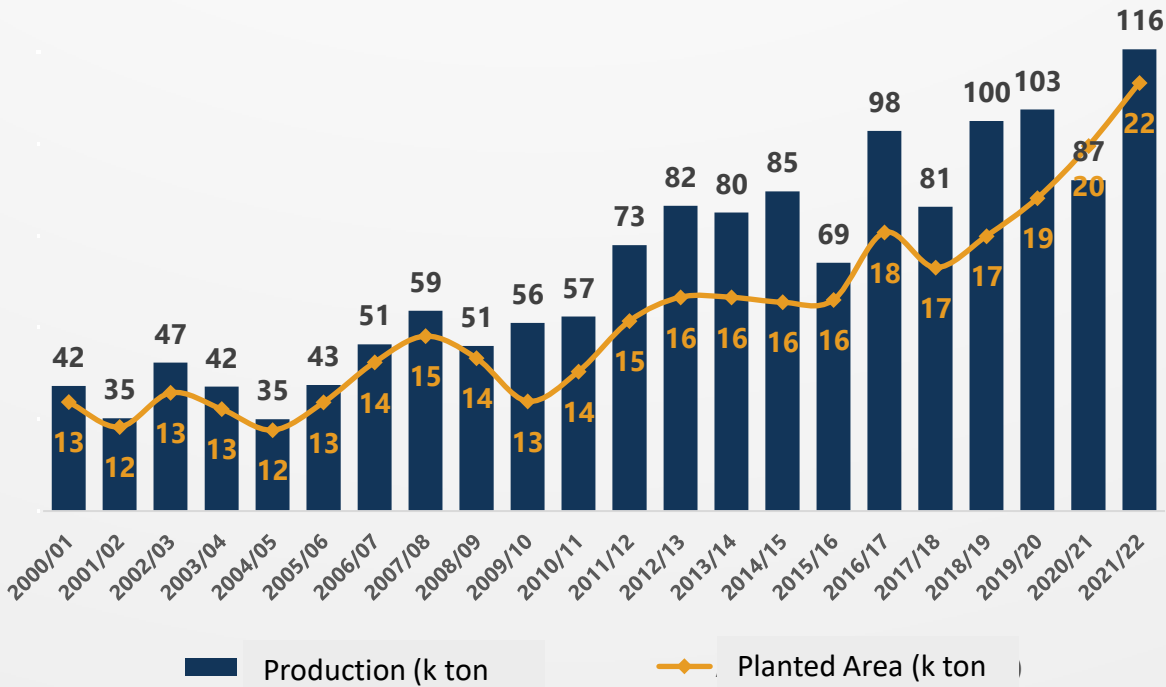
Soybean

Production and Area Growth



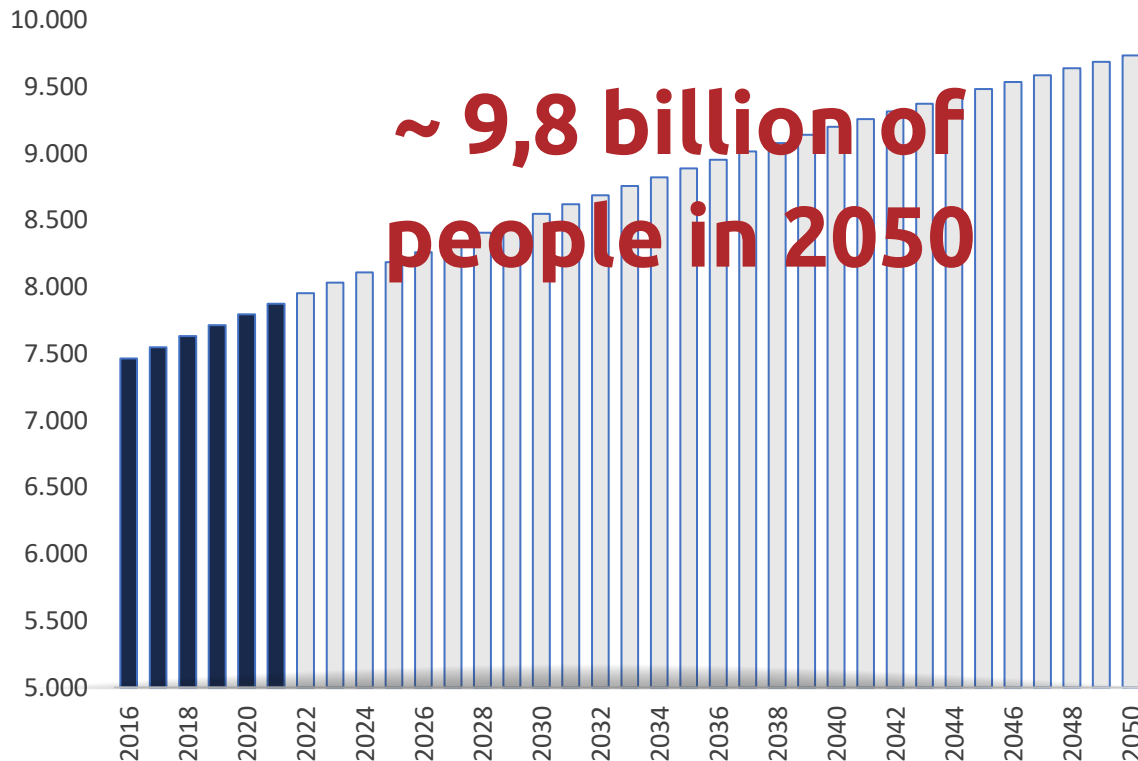
Corn

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 consider to be moderate to highly depleted



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

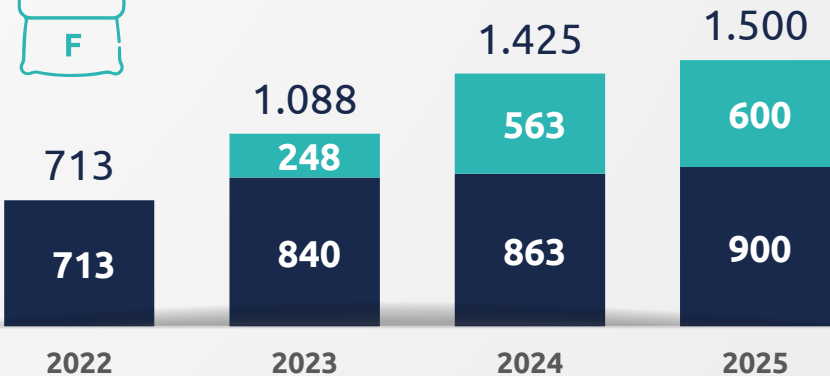
What should happen to grain prices in the coming years?



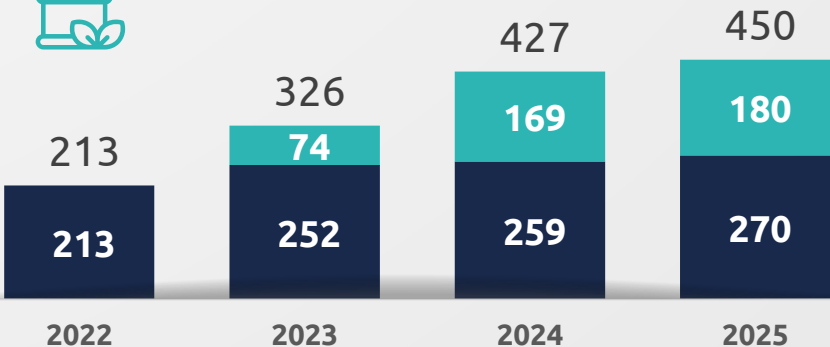
Industries distributed between RS and MT



Soybean Meal (k ton)



Biodiesel (k m³)



■ RS ■ MT

Why commercialize Biodiesel instead of Soybean Oil?

Decision making on which one to market

Biodiesel

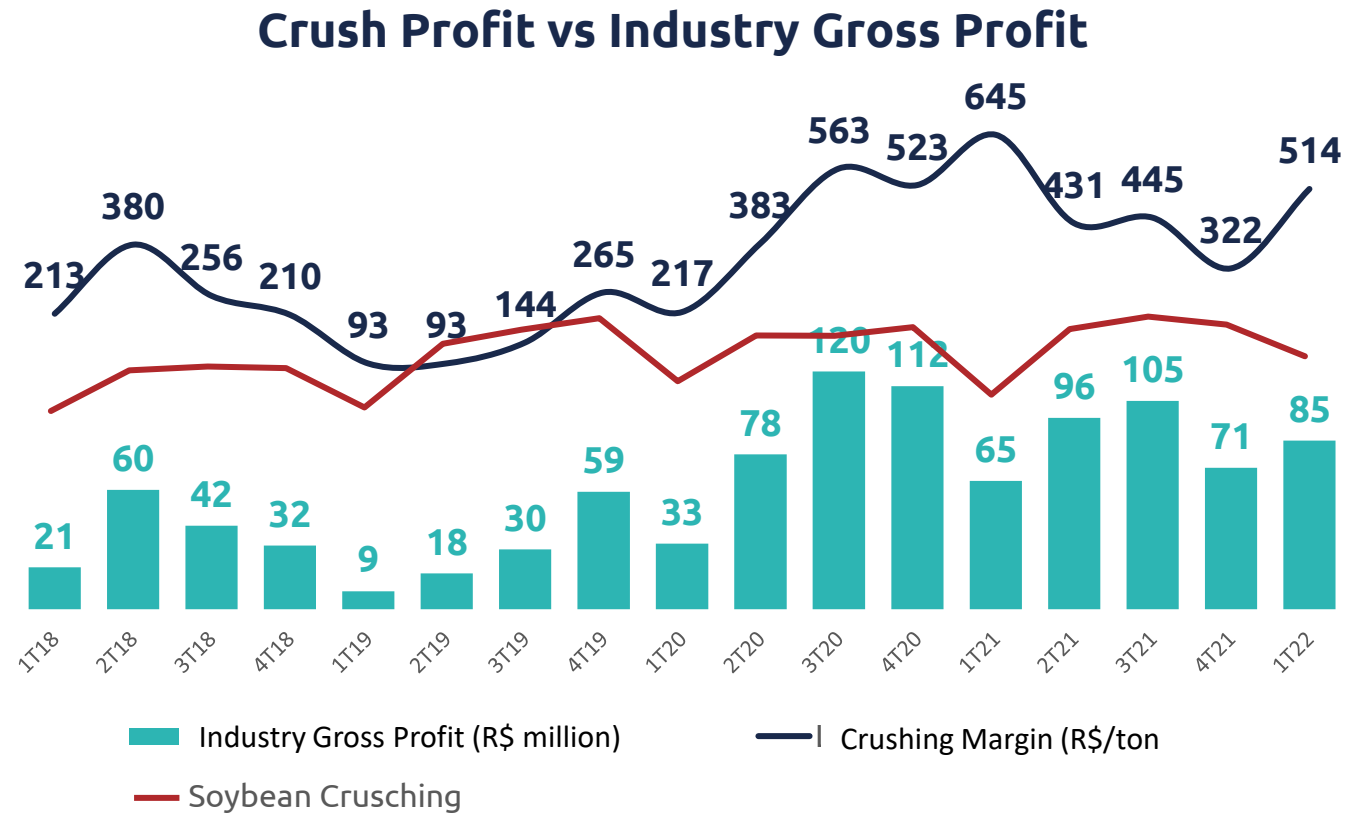
vs

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**



3 tentos value proposition

To promote crop evolution alongside the producer, employees and society



VALOR DA
SEGURANÇA



VALOR DA
PARCERIA



VALOR DO
CAMPO

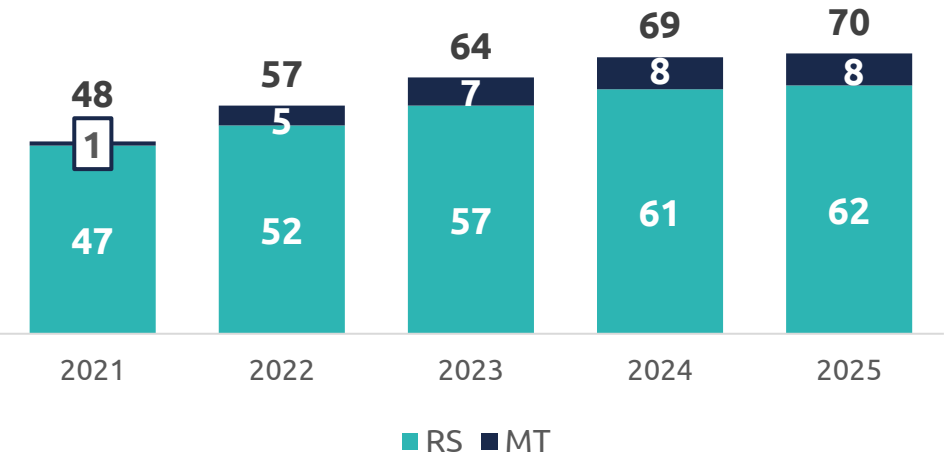


Where is 3tentos Reading?



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

Evolution Number of Stores and Coverage Area

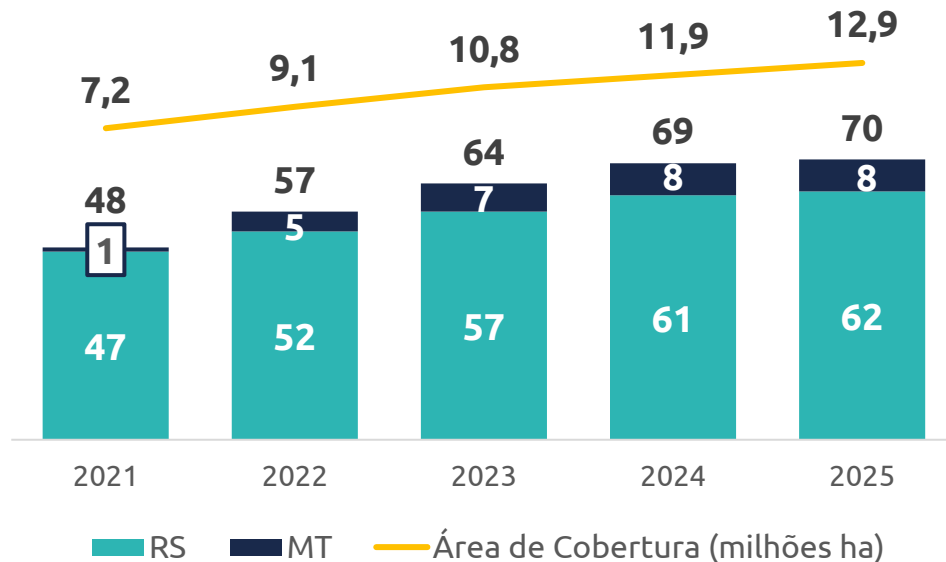


Rio Grande do Sul Expansion Plan



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

Evolution Number of Stores and Coverage Area



Mato Grosso Expansion Plan

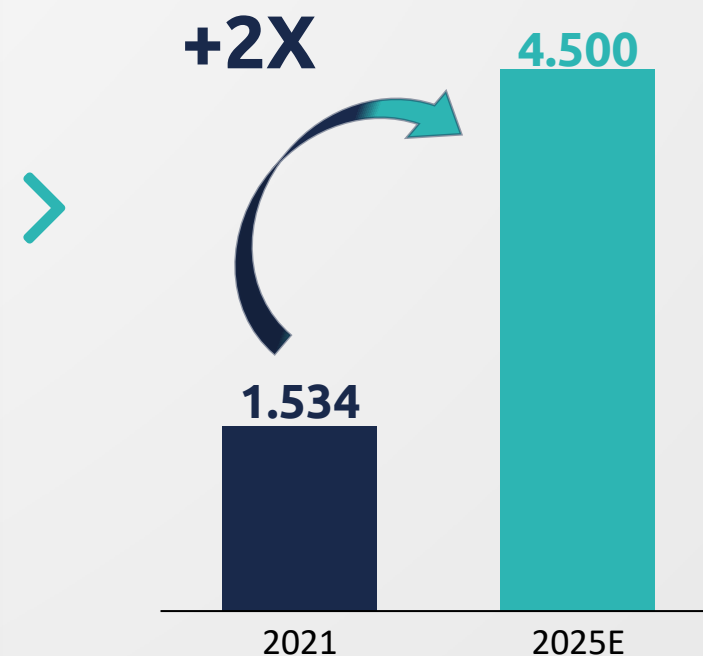


... Combined with growing investment in increased productivity

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)

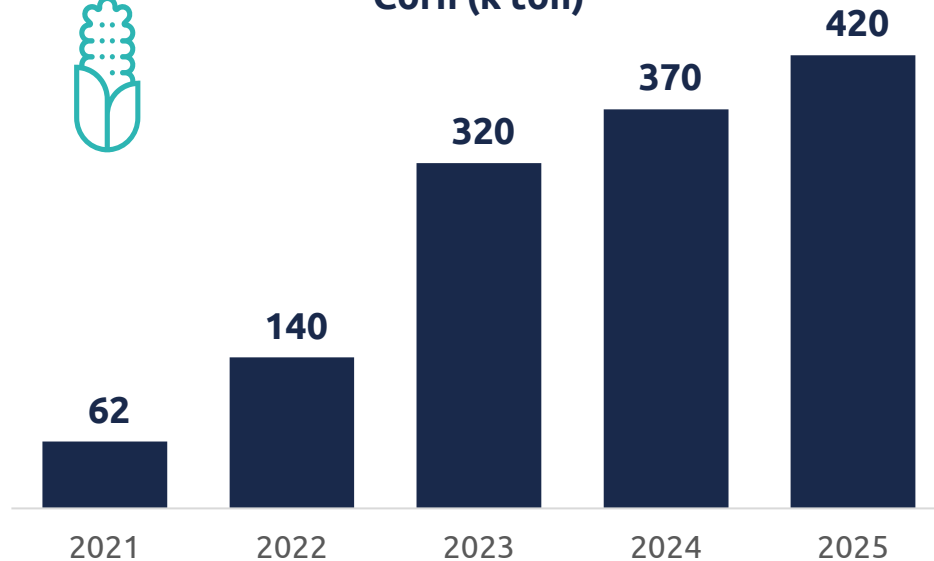


**Average value per crop for the 22/23 crop in the respective regions*

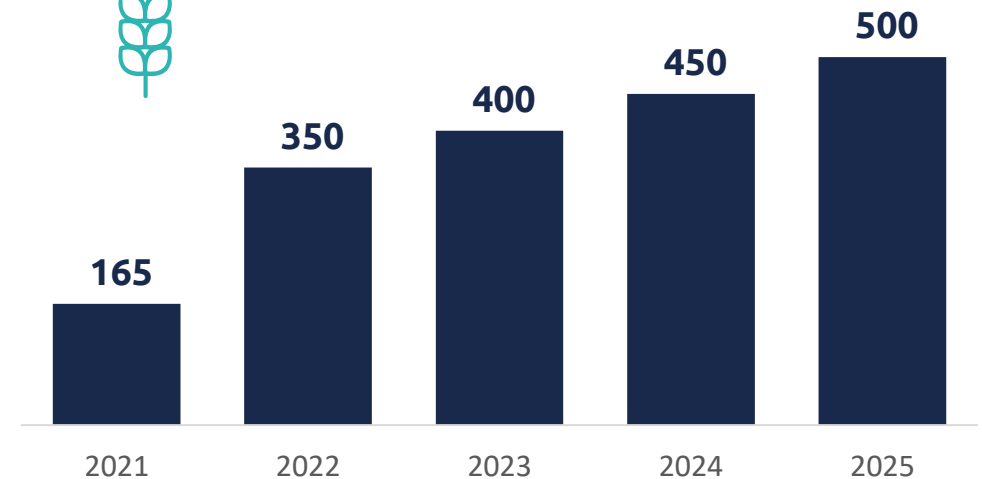
MT being decisive for the increase of grain origination



Corn (k ton)



Wheat (k ton)



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

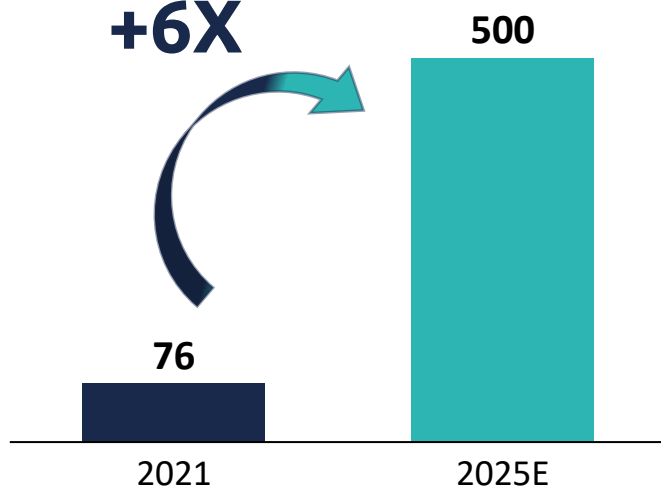
- + Increase in wheat planted area in RS
- + New regions served RS

MT being decisive for the increase of grain origination



Corn (NOR, R\$ million)

+6X

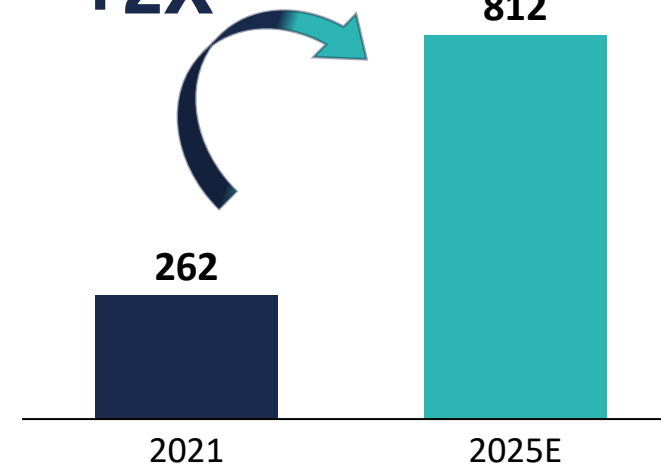


- + MT Expansion
- + Improved origination share
- + New regions served in RS



Wheat (NOR, R\$ million)

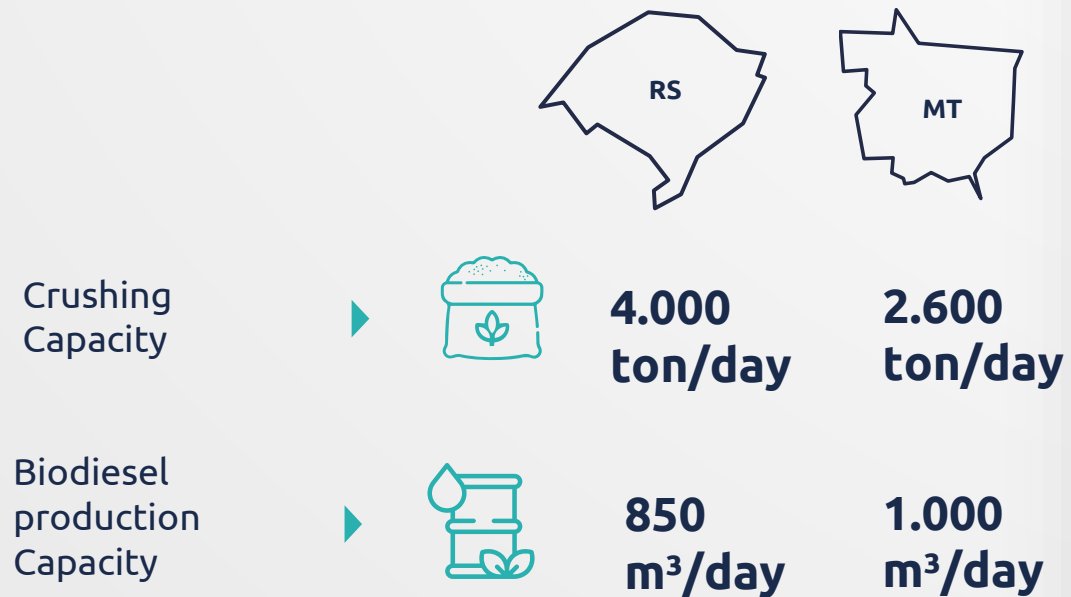
+2X



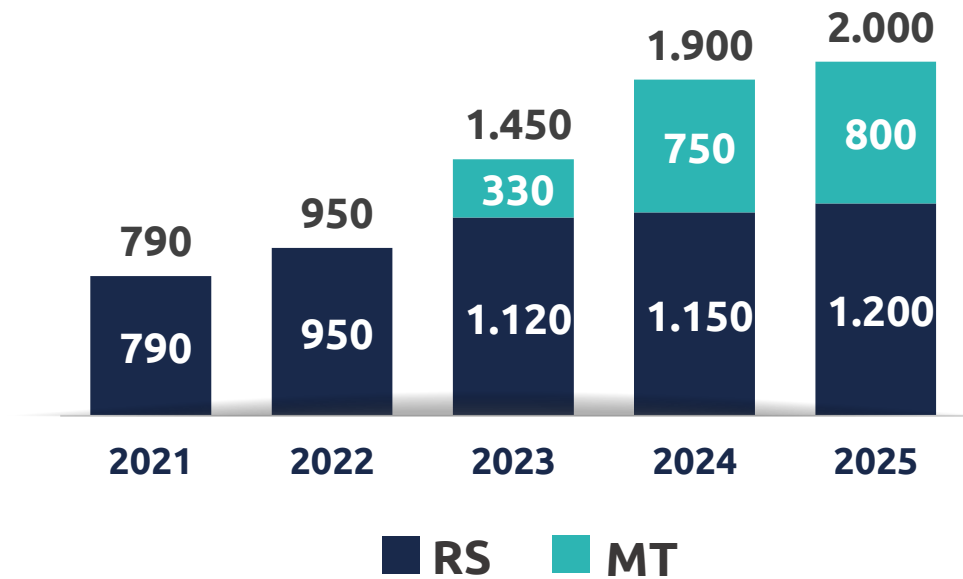
- + Increase in wheat planted area in RS
- + New regions served RS

Balancing the industrial potential of RS and MT...

Industry Capacity

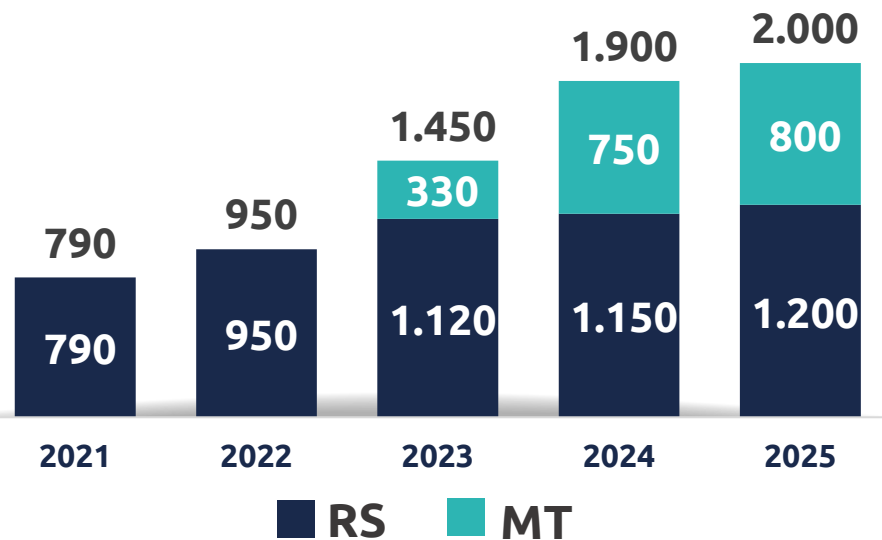


Soybean Crushing Industry (k ton/year)

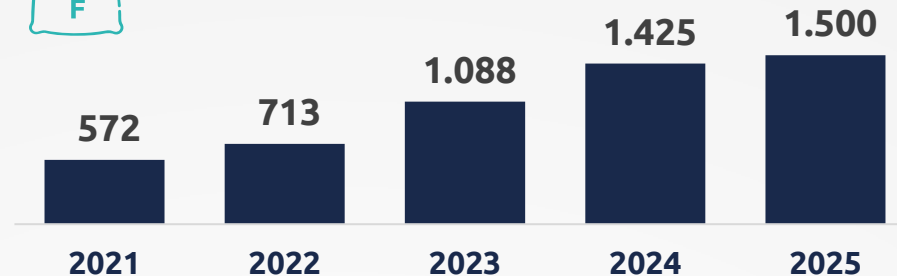


Balancing the industrial potential of RS and MT...

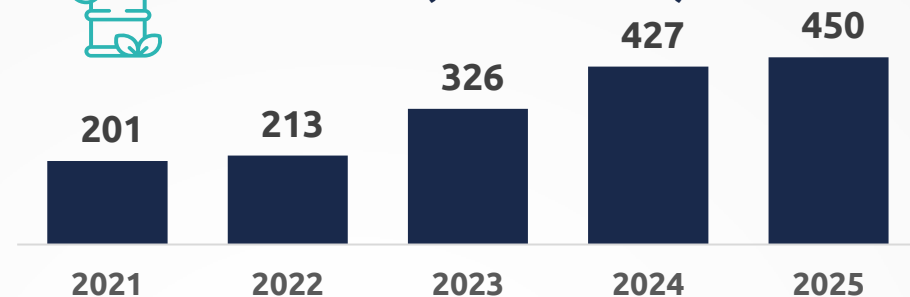
**Soybean Crushing Industry
(k ton/year)**



Soybean Meal (thousand ton)



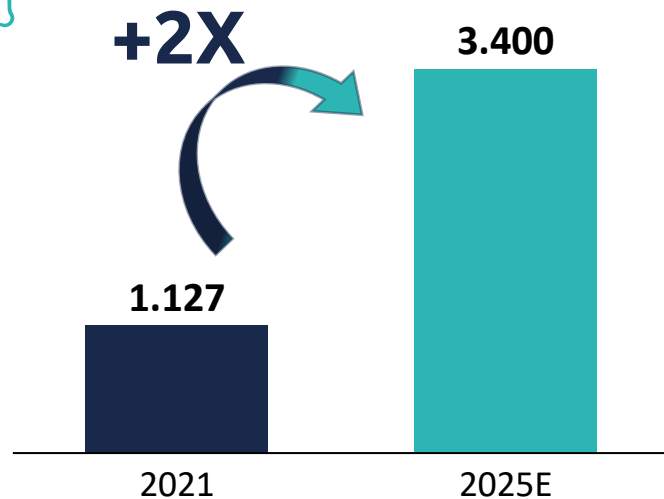
Biodiesel (thousands m³)



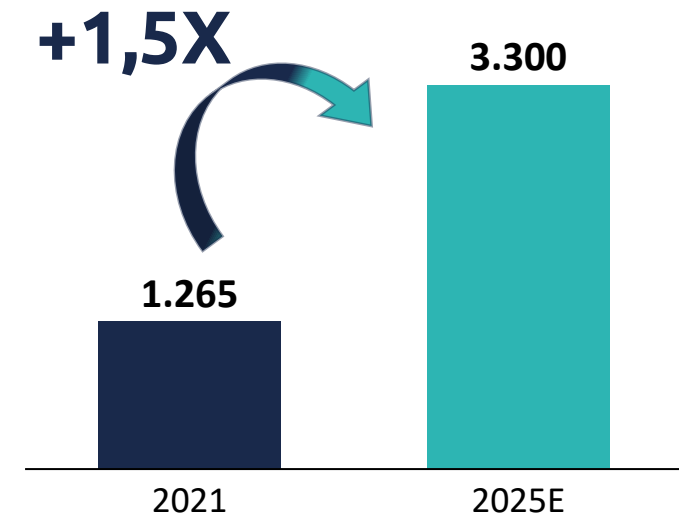
... reaching a turnover of R\$ 6.7 billions in 2025...



Soybean Meal (NOR, R\$ million)



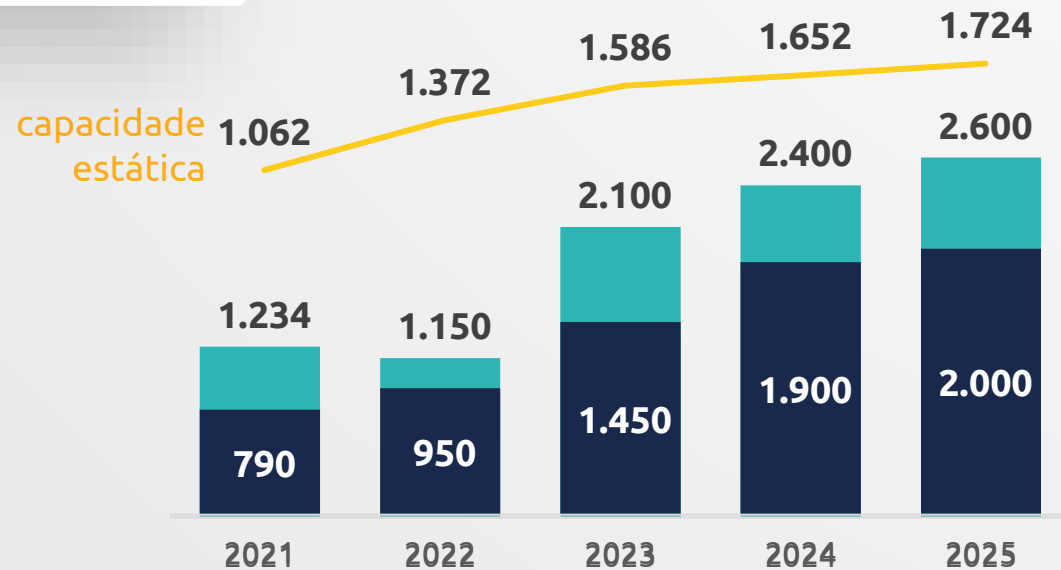
Biodiesel (ROL, R\$ million)



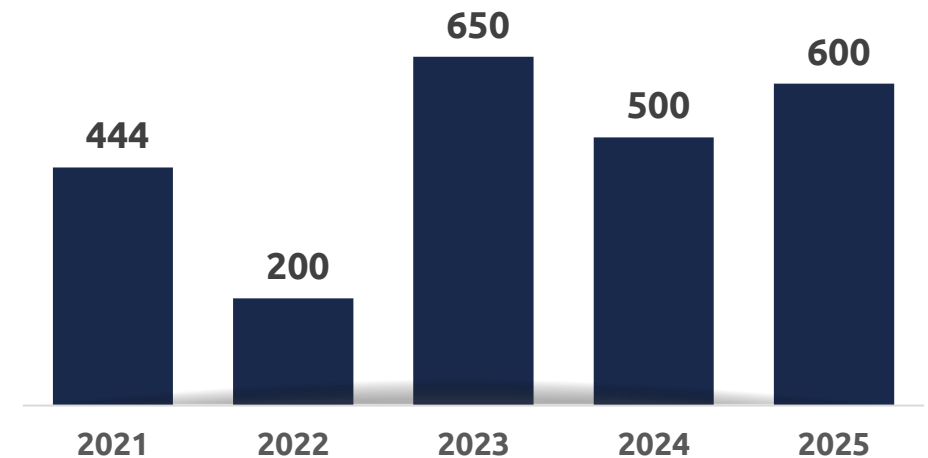
... and soybean trading as an origination surplus

1.2x
rotating
static
capacity

Soybean Origination vs Static Capacity
(thousands ton)



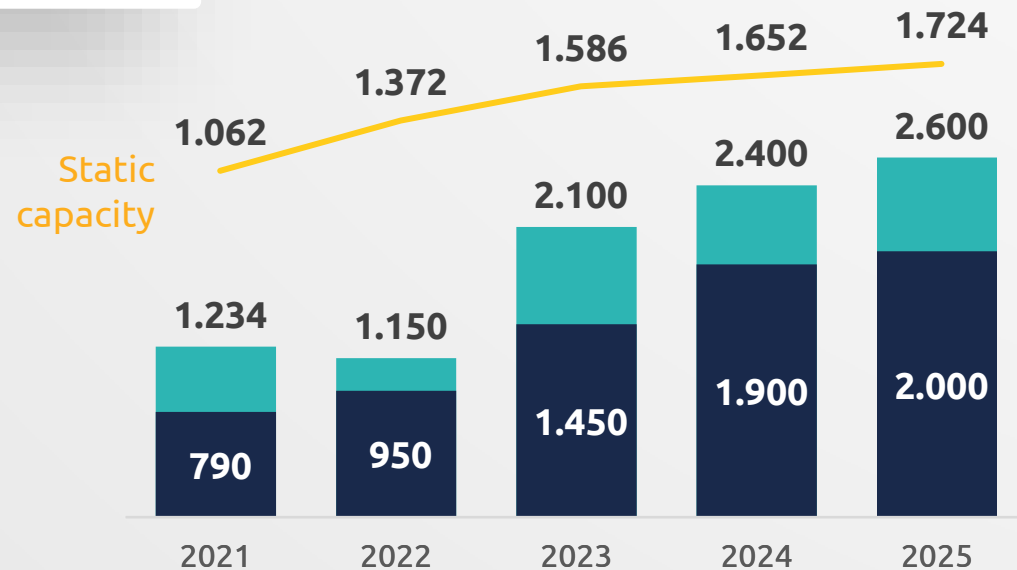
Soybean Trading (thousand ton)



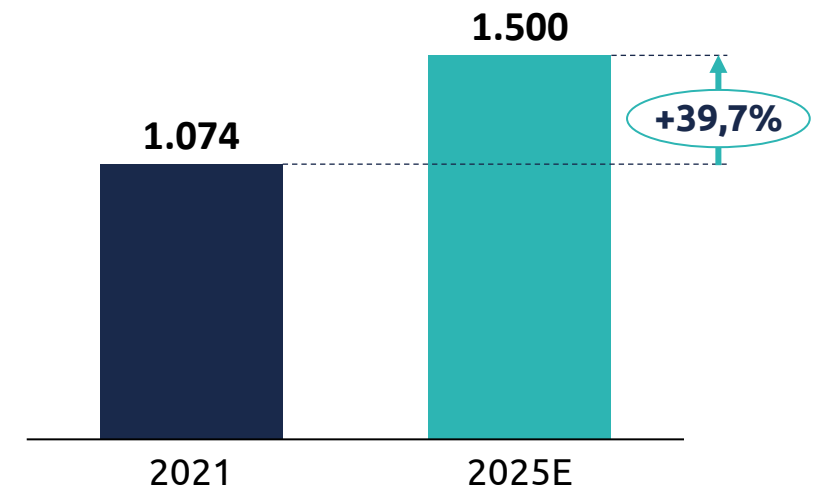
... and soybean trading as an origination surplus

1.2x
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Soybean Origination vs Static Capacity
(thousands ton)

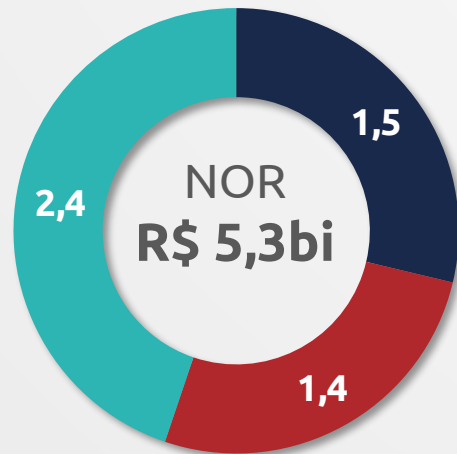


Soybean Trading (NOR, R\$ million)



Market forecasts and Company expectations

2021



2022E

Market Consensus
NOR

R\$ 7.2bi

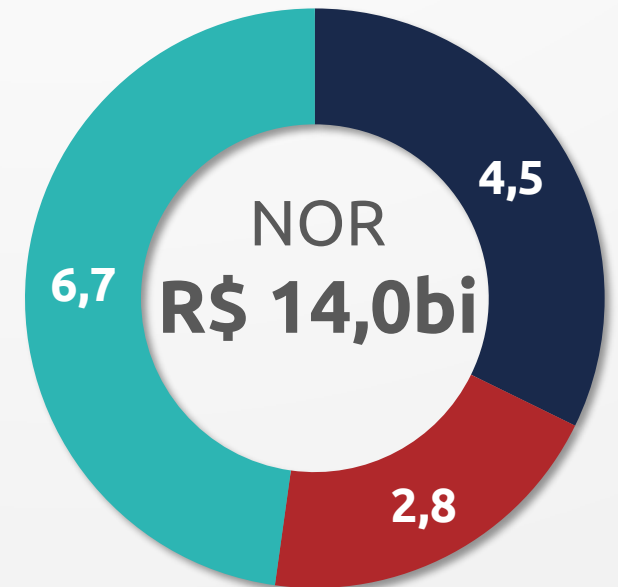
Net Income

R\$ 680mi

Net Margin

9,4%

Expectation for 2025





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

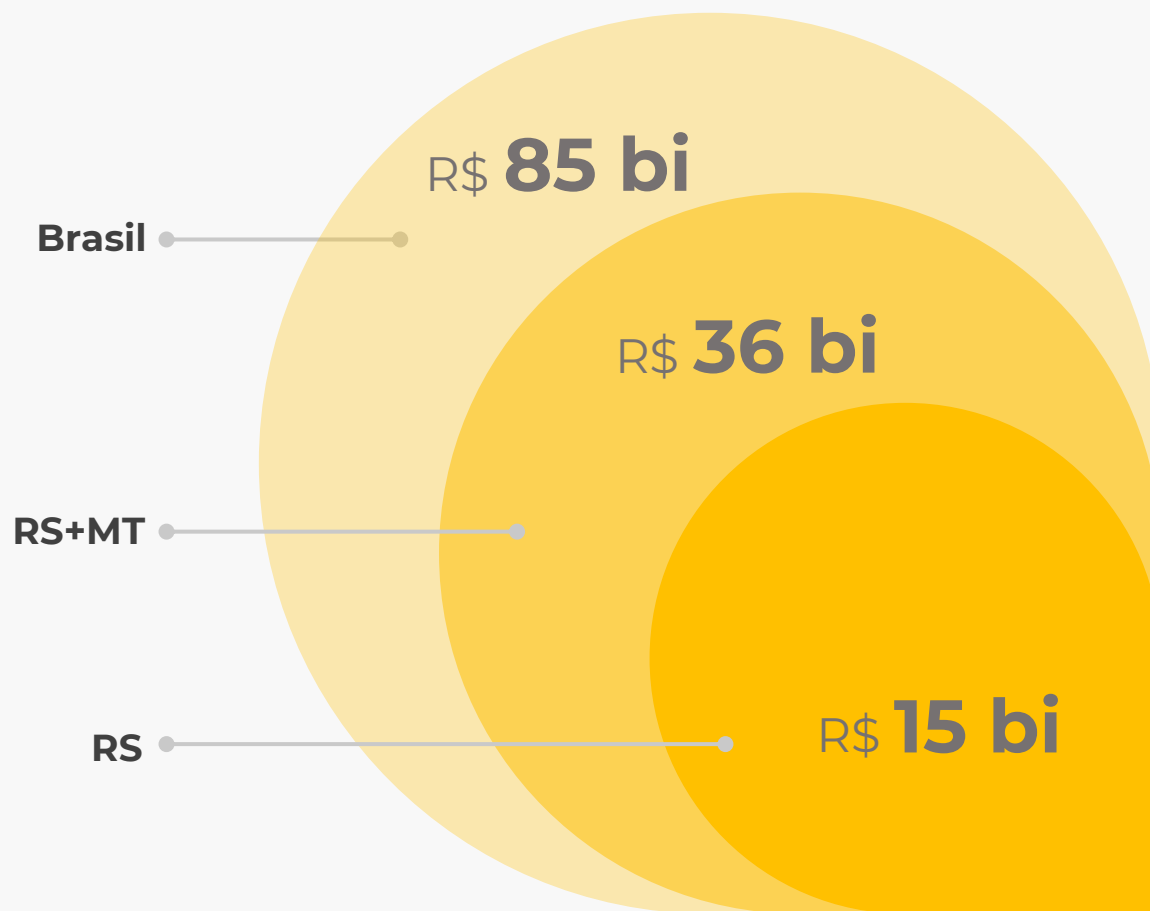
Hangers: not here. The rates are adapted to the reality of each client, and we do not ask for any other product to be used to release the credit.

Financial services and insurance



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.





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.



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 3goals:
growth and return..

R\$ **150** Million



Financial
Adviores

Digital Bank

2025

Synergy in 3goals:
growth and return.

R\$ **1,0** Billion

ROAE **25%**

ROAA **2,5%**

Next Steps

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.

Financial Advisory

Advisory service for rural producer clients focused on financial planning.

Long term credit

Financing of capital goods for agricultural activities.



What is
not yet
priced in?





3tentos Digital Platform

App
3tentos

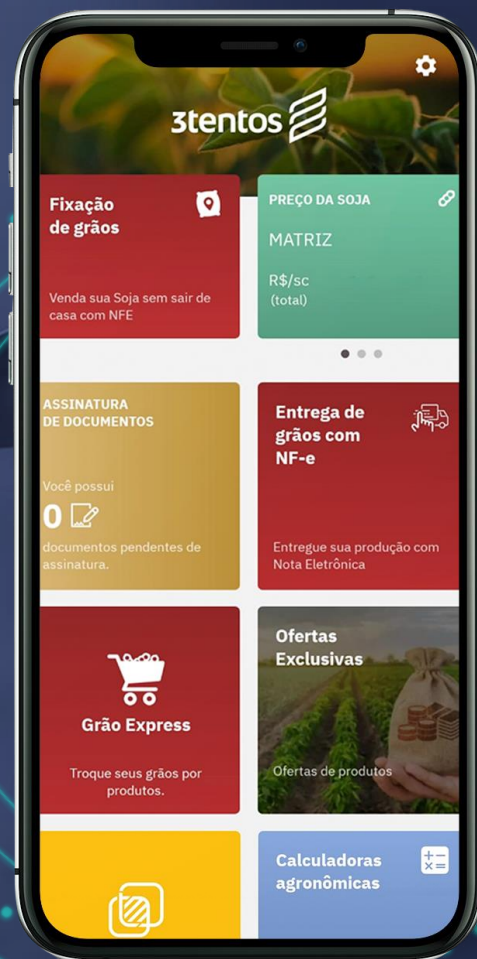
Terra 3



Financial
Services



Marketplace





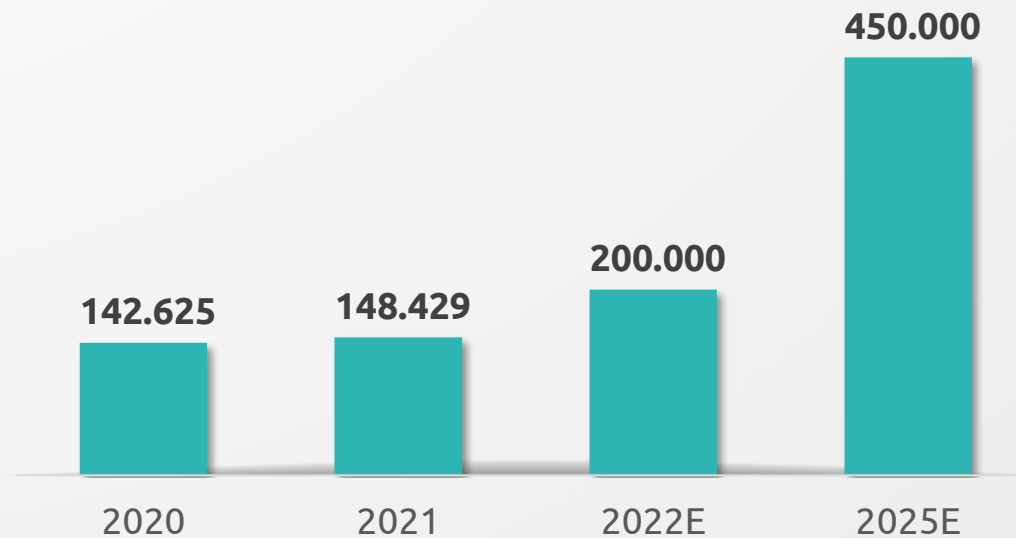
Credit and Carbon Market

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*



Credit and Carbon Market

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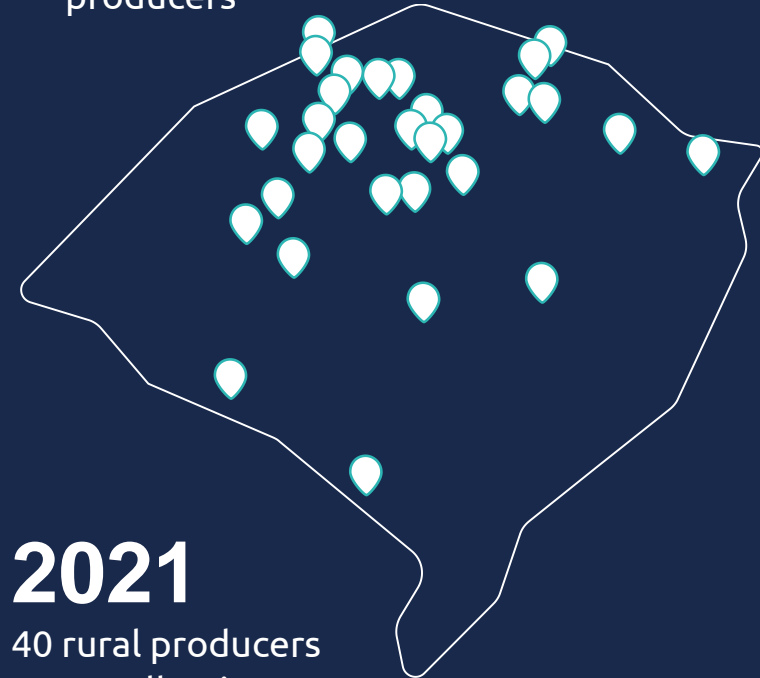
Projeto Carbono

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

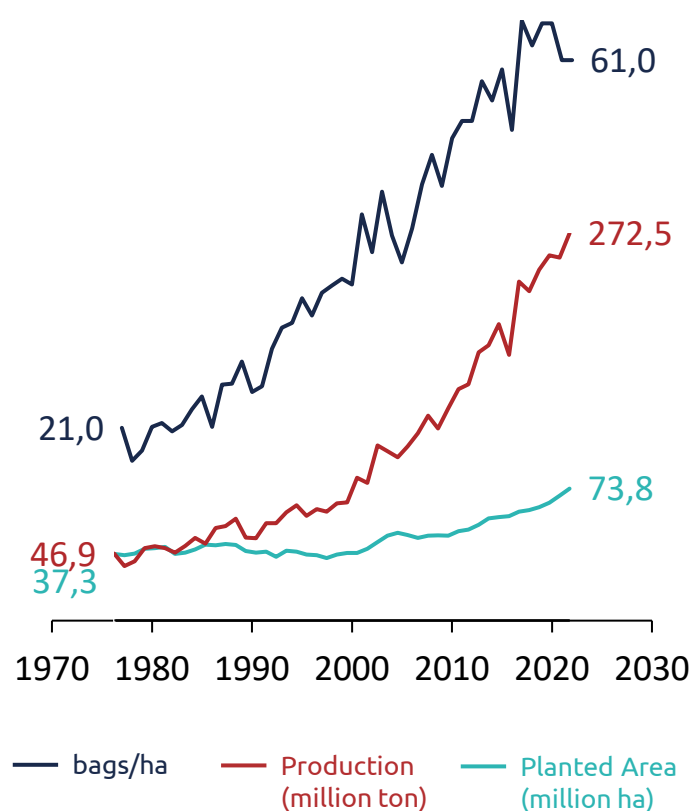
New Agriculture



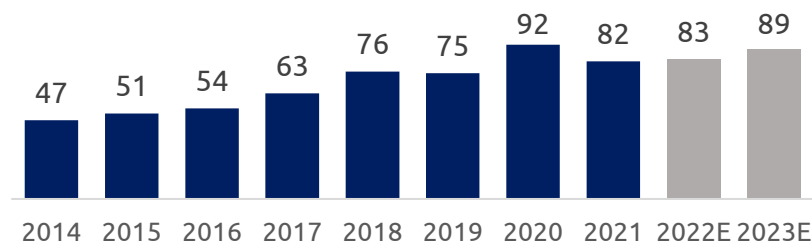


Food and Energy

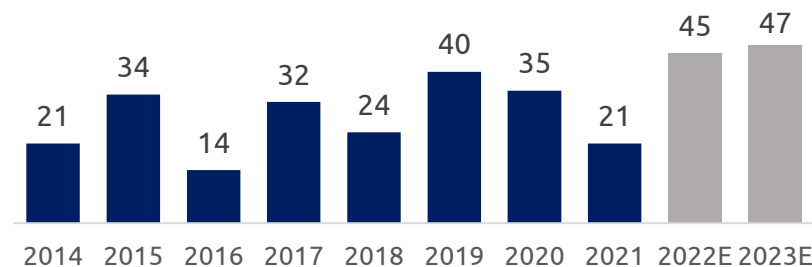
Increase in productivity in Brazil



Soybean Exports (million ton)



Corn Exports (million ton)



Brazil's ranking worldwide



Represents **54%** of total



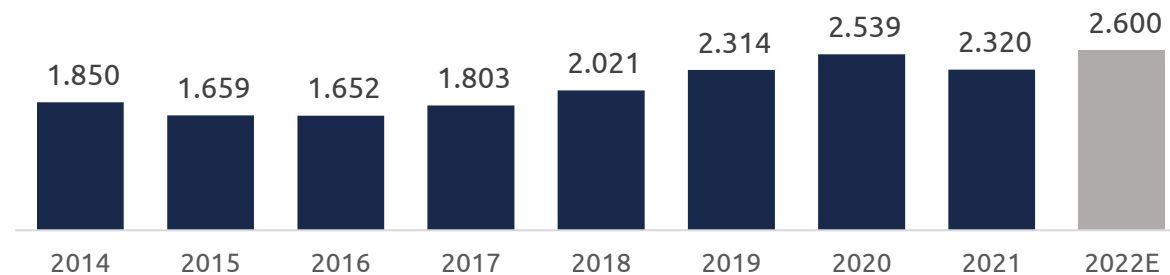
Represents **24%** of total



Food and Energy

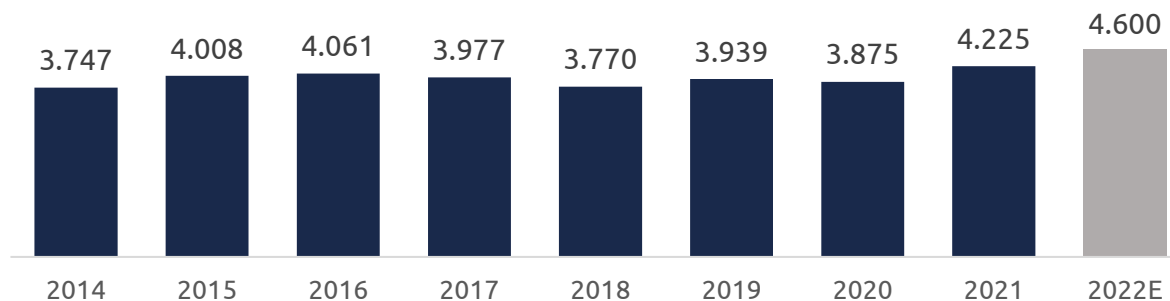
Cattle

Exports (thousands ton)



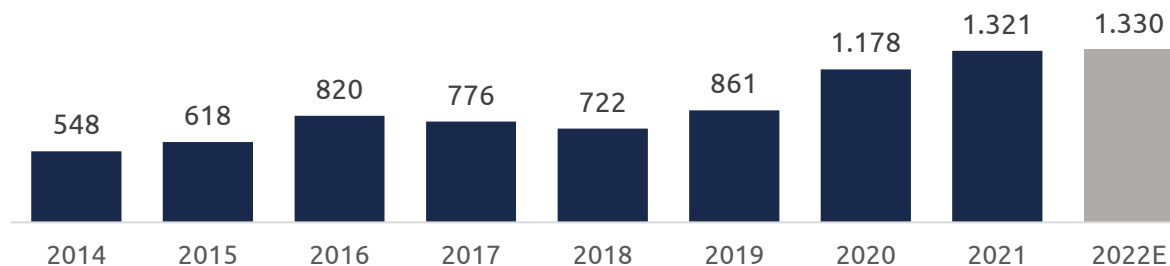
Poult

Exports (thousands ton)



Swine

Exports (thousands ton)



Brazil's ranking worldwide





Poised to become the biggest and best agro company

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

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

Discipline in capital allocation with **high returns**

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

