



Non-GMO
Summit 2023



CARAMURU



Sinhá



**Strengthening Non-GMO supply on a long-term basis –
producers' and processors' perspective**



Caramuru

Business Model &

Sustainable Grain Origination

Main Brazilian group focused on origination, processing and distribution of soybean, corn and sunflower differentiated products with strong ESG standards



6th largest **soybean** processor, 2nd largest in **corn** and 6th largest **biodiesel** producer in Brazil



Leadership in the niche of **differentiated commodities**, such as **NGMO** products and focus on traceability



High origination capacity with positive social impact: structure composed of more than 5,000 producers and 59 warehouses



Unique multimodal logistics structure, with strong investments in the Port of Santos, Tubarão and Santana, as well as railways, highways and waterways



Solid financial track-record with high **governance standards** and **ESG guidelines**

R\$ 8.6 billion

Net Revenues in 2022
R\$ 7,6 bn in 2021

22.3% CAGR

Adj. EBITDA⁽¹⁾ (2018-2022)

20.9%

ROAE in 2022
26,0% in 2021

5

Industrial plants located in Goiás, Mato Grosso and Paraná States

R\$ 639mm

Adj. EBITDA⁽¹⁾ in 2022
R\$ 577mm in 2021

7.4%

Adj. EBITDA_M Margin in 2022
7,6% in 2021

2.7mm t

soybeans, corn and sunflower processed in 2022

4

Integrated logistic modals

Business model backed by 5 Strategic Pillars



1

Origation

+5,000
Producers

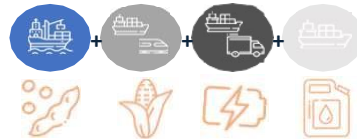
+2 million tons
Total grain warehousing capacity

59
Strategically located
warehouses



2

Integrated logistics



4 modals

Utilization and proximity to logistics
modals

5 industrial plants
with a processing capacity of over
2 million tons, integrated with
logistics modals



3

Differentiated Commodities



SPC Lecithin Hipro
Bran

Relevant Clients



Certifications



4

Biofuels

Biodiesel

6th largest player

+550 million liters
of installed biodiesel production
capacity per year



Soybean Ethanol

~10 million liters



Innovation / Circular economy



5

Consumption products



+150

Differentiated product SKUs
for the Brazilian market

+75,000 POS

Served with Sinhá products

Fully integrated business models equipped with high entry barriers

Efficient and strategically located multimodal allow for greater competitiveness



Strategically located ports for transportation preferably to key global ports

Integrated operations allow for full quality management and product traceability

Modern logistics assets at ports, water-railway and water-road terminals

Access to key railway, highway and waterway routes in Brazil

Strategic partnerships with key logistics players in Brazil



- Port Terminals
- Water Terminals
- Water-Road Terminal
- Water-Railway Terminals
- Road-Railway Terminals



	Road-Water Terminal Terminal in Itaituba (PA) Storage capacity of 14 thousand tons dedicated to SPC bran	100%
	Port of Santana (2021 - 25-year concession) Storage capacity of 21 thousand tons dedicated to SPC bran	100%
	Water Terminal 2 water terminals at the Intermodal Port of São Simão (GO)	100%
	Water-Railway Terminal in partnership Water-Railway Terminal in Pederneiras (SP) Storage capacity of 60 thousand tons	
	Port of Santos Terminal XXXIX Expansion Project in Progress (2 phases concluded) Capacity (M tons): From 2.5 to 8.0 Static Capacity (k ton): from 135 to 197 Phase 3: +54k tons of storage Berth 37 for exclusive use	50% 50%
	Railway Terminal Unit in São Simão (GO) interconnected with the Railway North-South Railway Terminal - TSS Operates cargo from Mato Grosso, Goiás and Triângulo Mineiro	49% 51%
	Road-Railway Terminal Unit in Ipameri (GO) interconnected with concessionaire VLI	100%
	Port of Tubarão - Vitória/ES 60 thousand tons of grain/soybean meal	23.4%

Grain Origination: Competitive Edge



Warehouse portfolio

Well distributed

Proximity of warehouses to producers ensures grains supply



+2 mm tons
storage capacity

59
Strategically positioned
warehouses

CARAMURU

Origination and
General Warehouses
Value Delivery

Credibility

+58 years of history

+5,500 producers as suppliers

Relationship

Long-term business relationship

Family and Corporate Grain Origination

Top 10 soy producers represent only ~ 16% of total grain origination



Launched in 2015, it is an initiative to support and train rural producers in ESG matters. Main Goal: **maintain potential for sourcing raw materials from sustainable producers and nurture loyalty**



+5,000
Producers benefited
directly / indirectly

+400k ha
Benefited Area

280 families
Settled in land reform

Sustentar Seal

Essential condition for Caramuru to acquire raw materials

Ensuring that all soy, corn or sunflower acquired come from sustainable and traceable sources.



Sustentar Seal Verification

- Zero Deforestation (Legal & Illegal)
- Absence of Slave-Like Work Lists
- Absence of Environmental Embargo Lists
- Off Indigenous and *Quilombo* Land
- Off Preservation Units



Sustentar Process with Producers



DIAGNOSIS

Labor and Social Matters

Buildings

Environmental Legislation

Best Practices

Governance and Ethics



ANALYSIS

Analyzing measures to be taken to correct noncompliance and to define training subjects.



ADVISORY AND TRAINING

Individual report indicating noncompliance, its corrections and support materials.



MONITORING

Verifying the measures taken to correct noncompliance, while getting ready for the new diagnosis.



Training – themes

Rural Management



NR 31 – Farmwork

Dezembro 2022

Sustentar
Certificação em Sustentabilidade para Fornecedores de Matéria-Prima

NORMA REGULAMENTADORA 31

Ministério do Trabalho e Previdência
Última modificação: Portaria SEPRT 22.677, de 22/10/2020
Início de vigência: 27/10/2021

CARAMURU BRASIL SUSTENTABILIDADE

Organization and Best Practices

Sustentar

CARAMURU

ORGANIZAÇÃO E BOAS PRÁTICAS EM PROPRIEDADES RURAIS

BRASIL SUSTENTABILIDADE

Pesticide Storage

Dezembro de 2022

ARMAZENAMENTO DE AGROTÓXICOS
PROPRIEDADES RURAIS - NBR 9843

CARAMURU Sustentar

Forest Code

Dezembro 2022

Sustentar

CÓDIGO FLORESTAL BRASILEIRO

CARAMURU BRASIL SUSTENTABILIDADE

Fuel Storage

Sustentar

Armazenamento de Combustíveis em Propriedades Rurais

CARAMURU BRASIL SUSTENTABILIDADE

Family Agriculture



Social Biofuel Seal. Interferes directly with biodiesel sales.
Distributors are obliged to buy **80% of their demand** from companies holding the seal.

Social inclusion and value creation with more than **1,100 families.**

Over **280 families settled in areas** arising from land reform.

In the past 5 years, investments of **R\$66 million**, with subsidies for agricultural insurance of over **R\$9 million.**



DANKE!
OBRIGADO!

