



Farm  
Day 20  
26

# SLC Sementes e Insumos Safrá 2026/27

**Gustavo Lunardi** - Diretor de Suprimentos,  
Sementes e Mecanização

 **SLC** AGRÍCOLA  
Cultivar & Evoluir





# SLC SEMENTES

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# Time de Lideranças



# SLC Sementes no modelo integrado da SLC Agrícola

## Crescimento predominantemente Asset Light

1. Aumentar a venda de sementes de algodão e soja
2. Novos produtos e serviços
3. Atingir % de vendas em TSI

## Eficiência e qualidade e satisfação dos clientes

1. Produtos e serviços de alta qualidade para nossos clientes (ISC Sementes)
2. Atingir % de volume do portfólio com novas variedades e tecnologias



## Solidez Financeira e Geração de Valor

1. Margem EBITDA
2. Margem Líquida

## Protagonismo em ESG

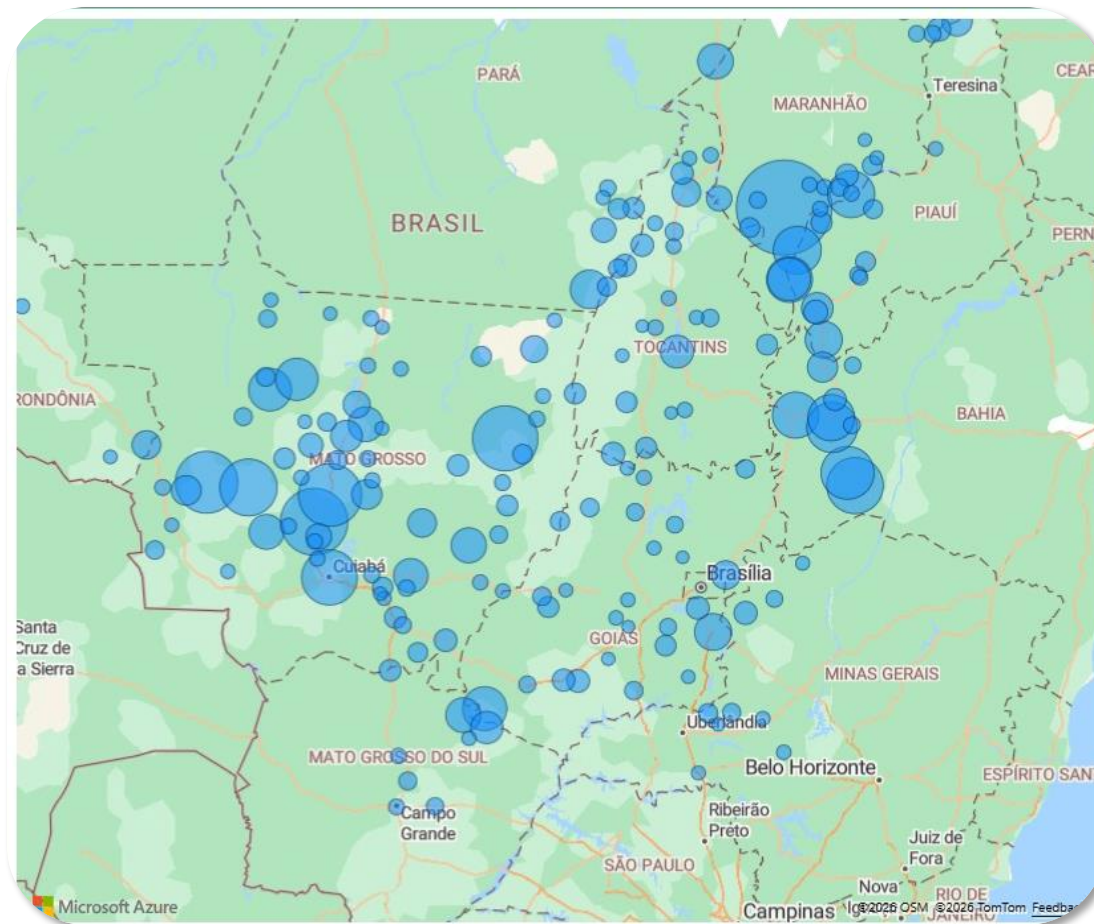
1. Certificação das IBS
2. Ser carbono neutro (escopo 01 e 02) até 2030
3. Ambiente adequado e seguro para todos

# Distribuição do Volume de Vendas

## Semente de Soja (big bags)

### Top 8 Vendas 2025

- 1º) Balsas (MA)
- 2º) Diamantino (MT)
- 3º) Querência (MT)
- 4º) Nova Mutum (MT)
- 5º) Sapezal (MT)
- 6º) Campo Novo do Parecis (MT)
- 7º) Jaborandi (BA)
- 8º) Cuiabá (MT)



# Validação das nossas cultivares nas fazendas da SLC Agrícola



## Áreas de pesquisa


### Região Oeste: 7 unidades


- Pioneira
- Pantanal
- Piracema
- Paiaguás
- Planalto
- Perdizes
- Planorte

### Região Leste: 8 unidades

- Planeste
- Parnaguá
- Panorama
- Parnaíba
- Palmares
- Parceiro
- Pamplona
- Paladino

# Comercialização de sementes de soja e algodão (big bags)

 **SOJA** (2020 a 2025): **CAGR 26,2%**

 **ALGODÃO** (2020 a 2025): **CAGR 50,7%**





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**Nossos Produtos**

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+ de **50**  
cultivares

## SOJA

### MULTILICENCIADA



### BIOTECNOLOGIA



+ de **20**  
cultivares

## ALGODÃO

### MULTILICENCIADA



### BIOTECNOLOGIA



SEMENTES FORRAGEIRAS

# COBERTURA DE SOLO QUE FAZ A DIFERENÇA



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 **SLC** AGRÍCOLA

# Diferenciação e geração de valor

## Branding como ativo estratégico de crescimento

Em um mercado cada vez mais competitivo, a SLC Sementes fortalece sua diferenciação ao transformar marca em experiência, relacionamento e valor percebido.

## Construção de marca e posicionamento

A SLC Sementes vem consolidando sua marca no mercado por meio de uma estratégia que integra alta performance genética, presença técnica no campo e construção consistente de relacionamento com o produtor.

# Tricampeã na categoria Agro Sementes



# Nossas Vantagens Competitivas

- **Reputação e confiabilidade** da marca SLC
- **Gestão própria** dos campos de sementes
- **Distribuição geográfica** da produção
- **Solidez financeira**
- **Disciplina e execução** de Planejamento Estratégico de longo prazo



**Cultivar um futuro  
agrícola sustentável  
gerando satisfação ao  
nosso cliente.**



# Suprimentos Safra 2026/27

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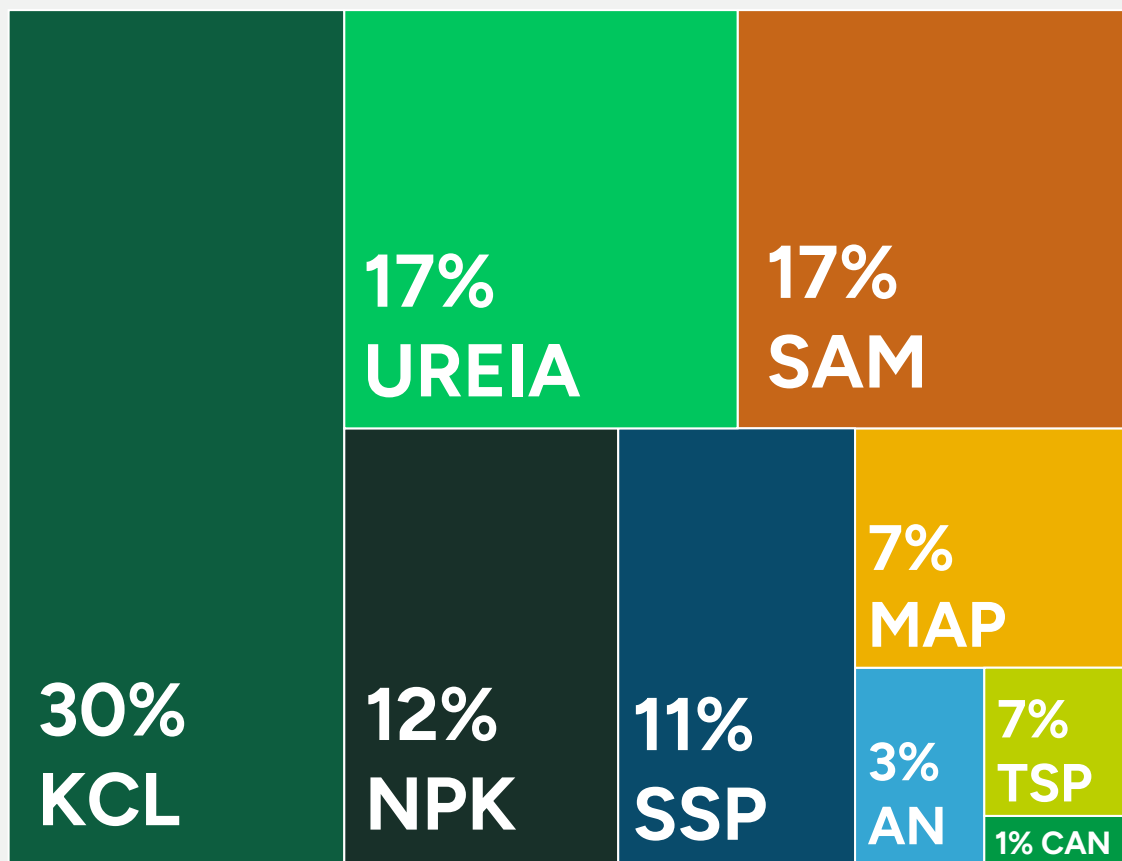
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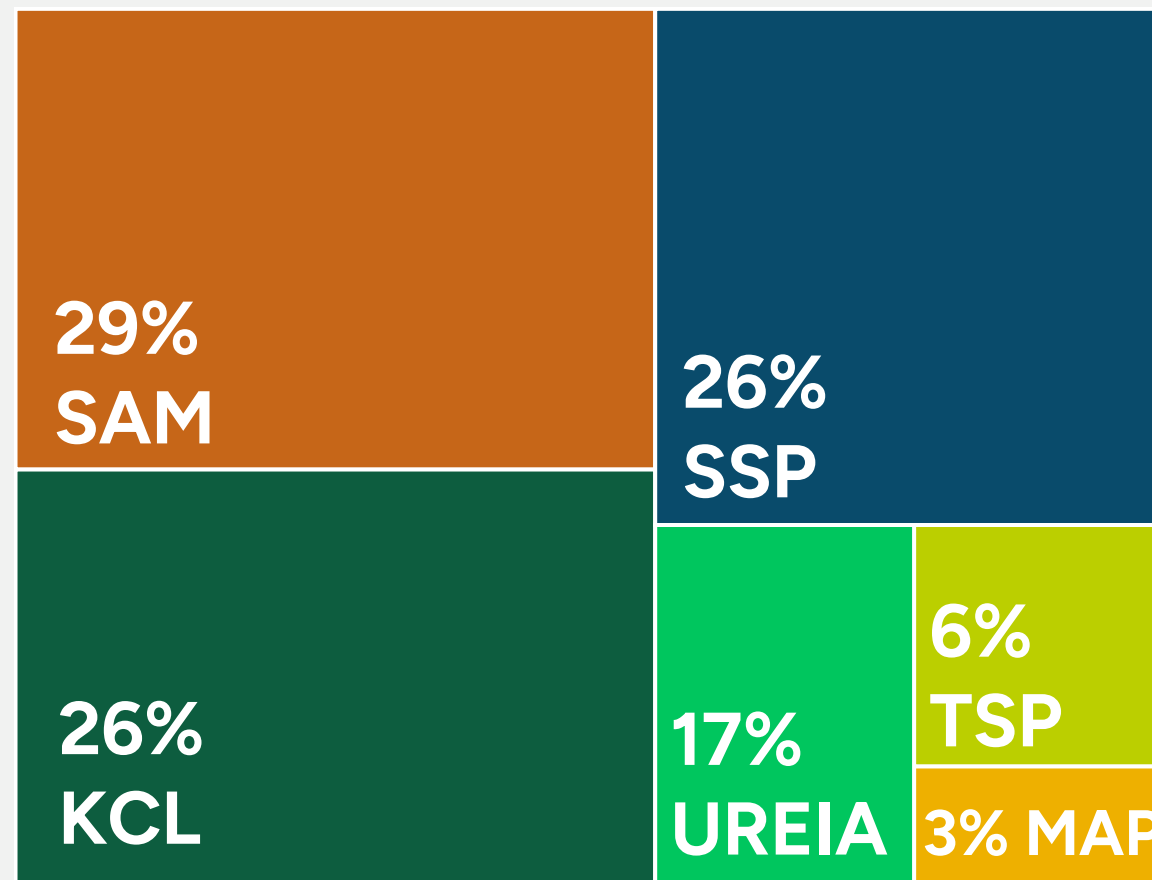
# Composição da Cesta de Fertilizantes

■ KCL ■ SAM ■ UREIA ■ NPK ■ SSP ■ MAP ■ AN ■ TSP ■ CAN

## CESTA BRASIL



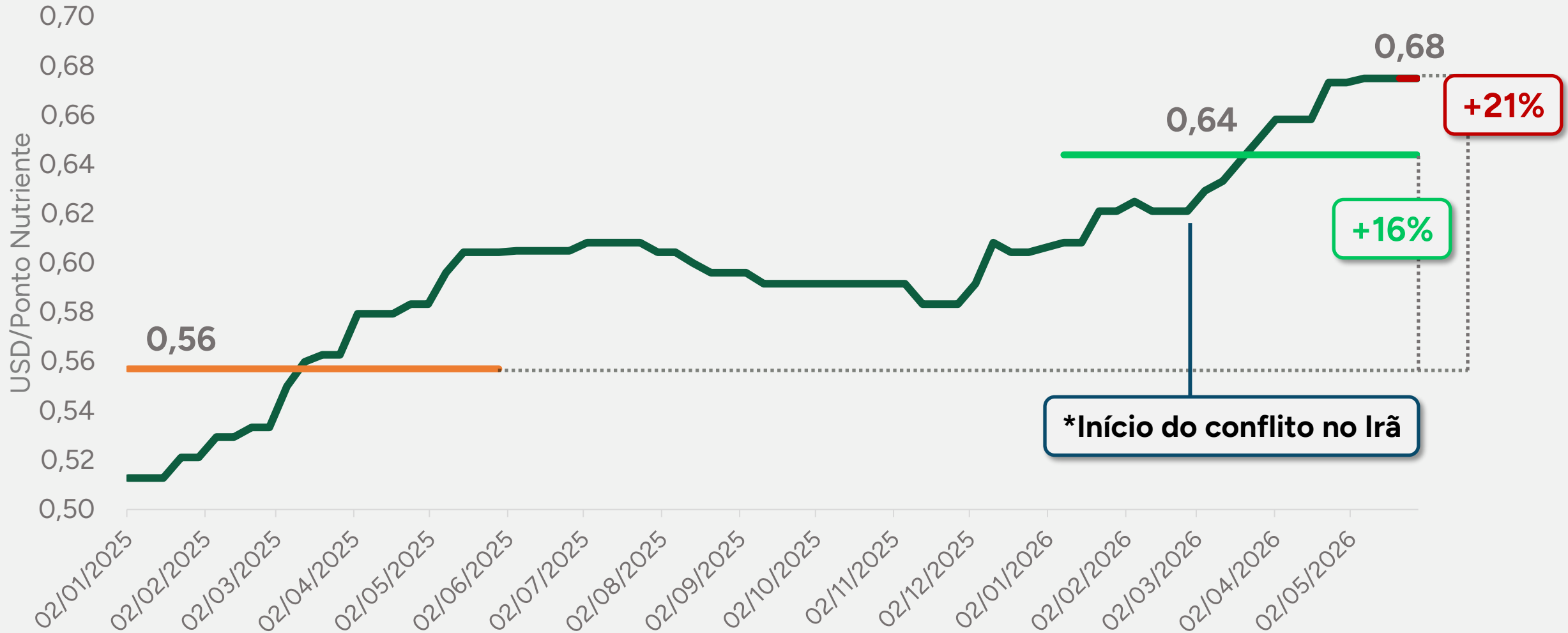
## Cesta SLC



Fonte: CRU – CFR Brasil | \*Na cesta SLC, o volume de MAP faz referência aos formulados.

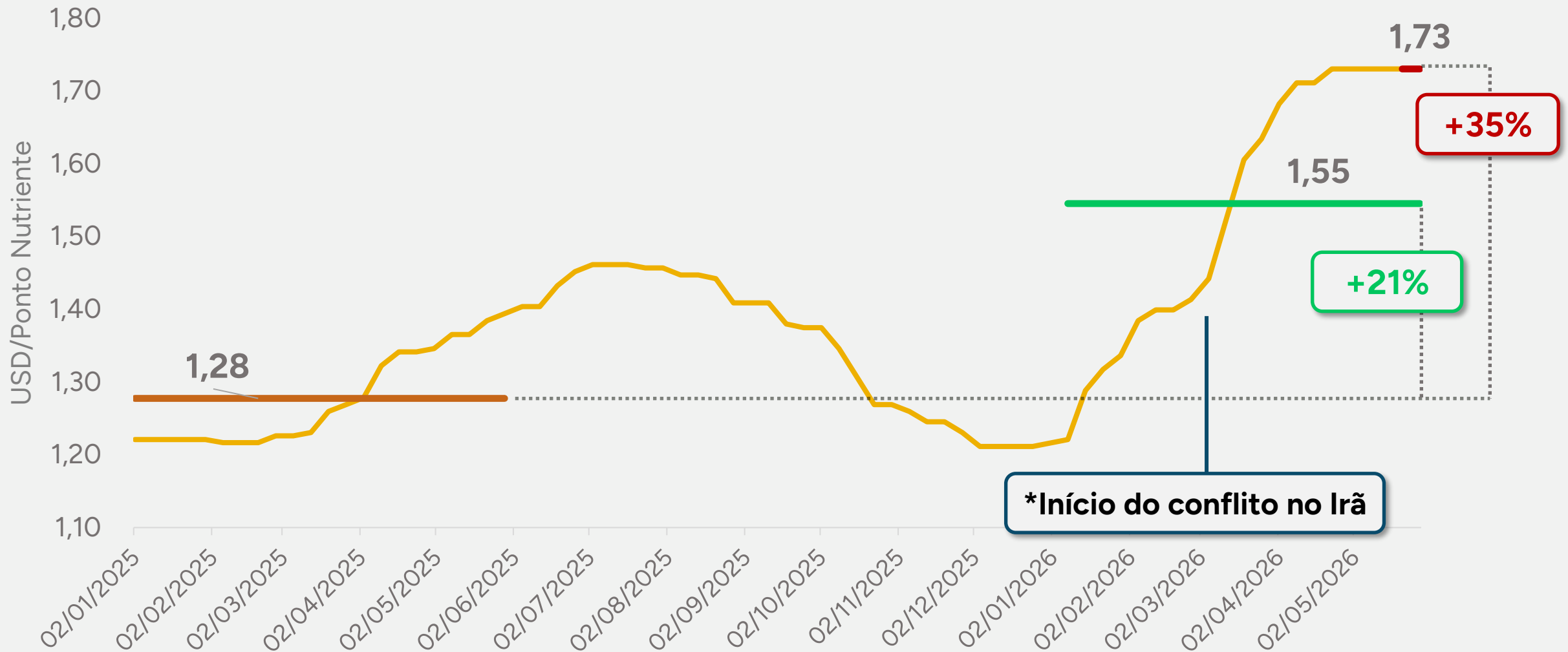
# Variação no preço do Potássio

— KCL — 2025 (jan - mai) — 2026 (jan - mai) — 2026 (28/05)

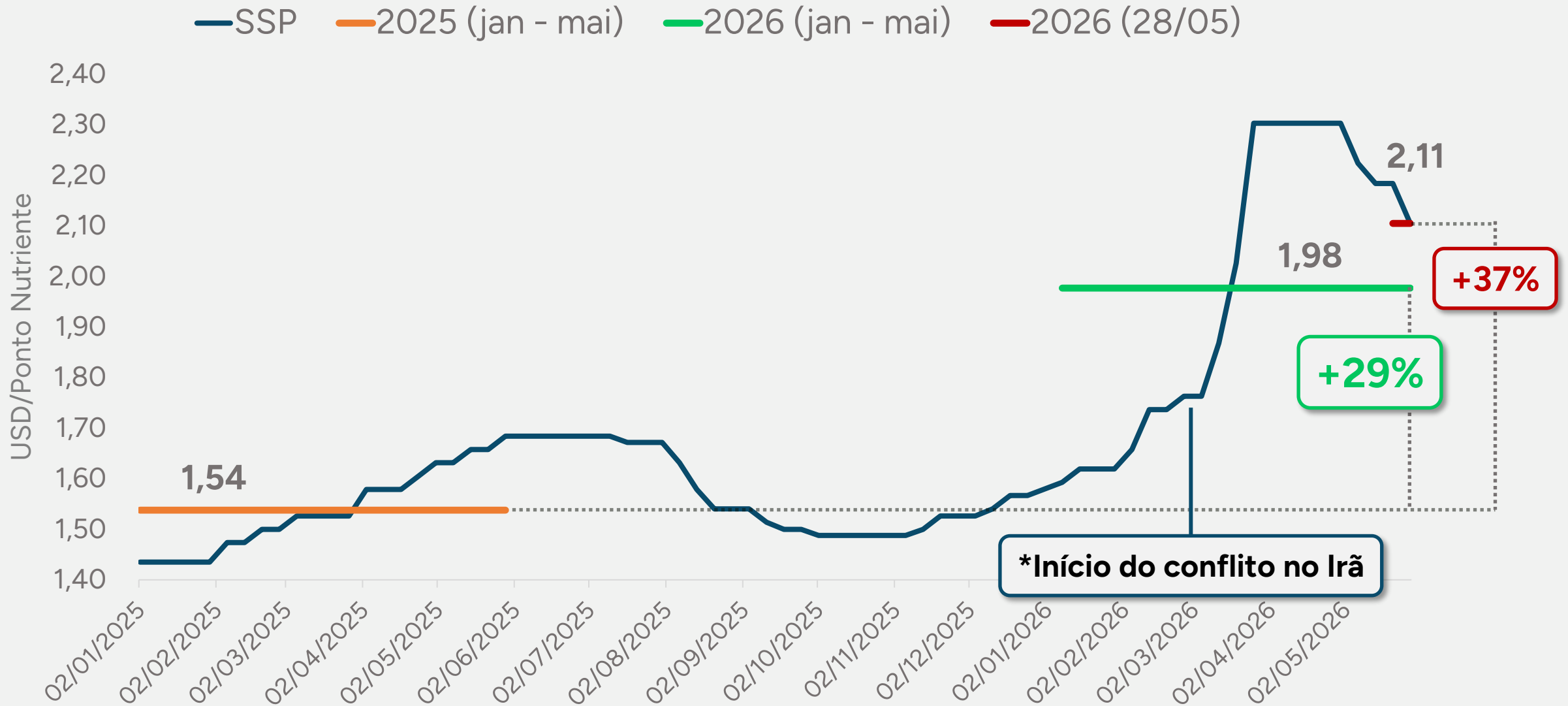


# Variação no preço do Fosfato Monoamônico (MAP)

— MAP — 2025 (jan - mai) — 2026 (jan - mai) — 2026 (28/05)

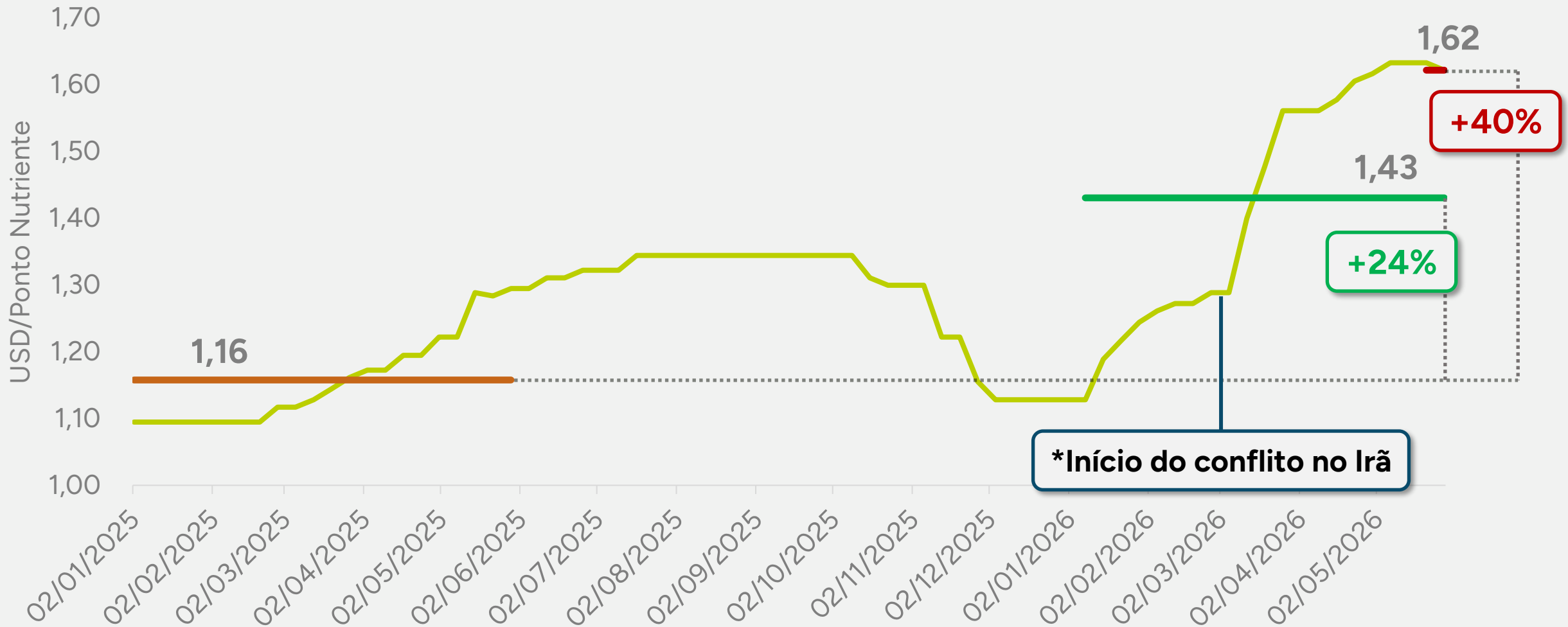


# Variação no preço do Superfosfato Simples (SSP)

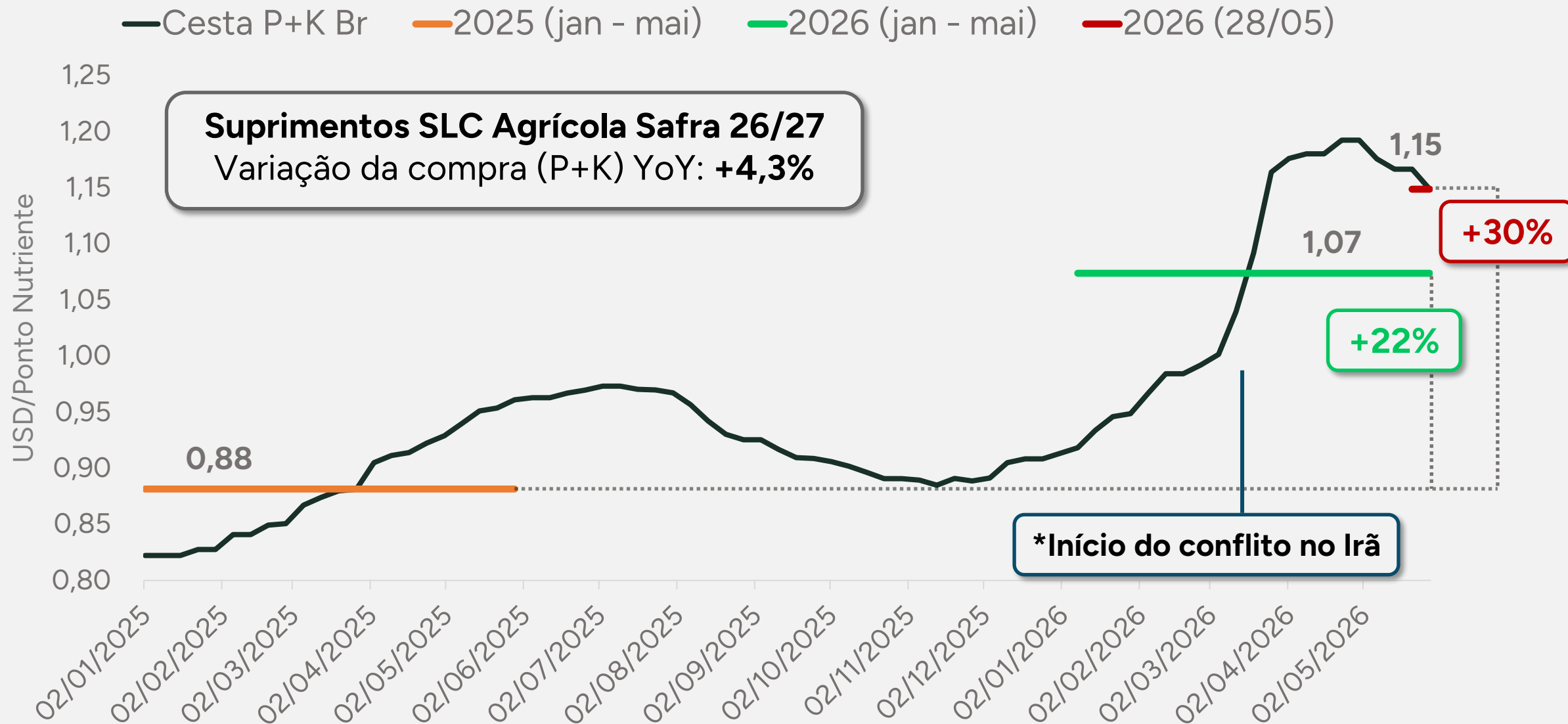


# Variação no preço do Superfosfato Triplo (TSP)

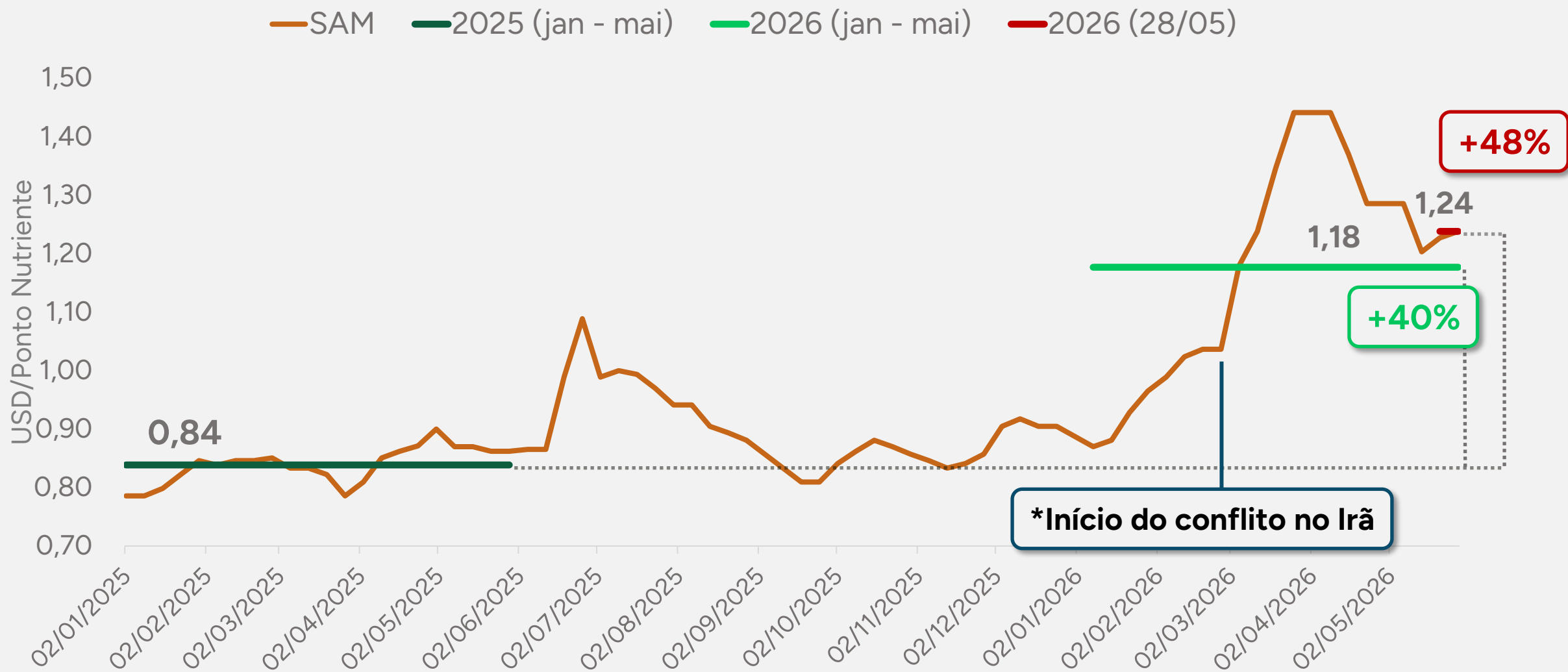
— TSP — 2025 (jan - mai) — 2026 (jan - mai) — 2026 (28/05)



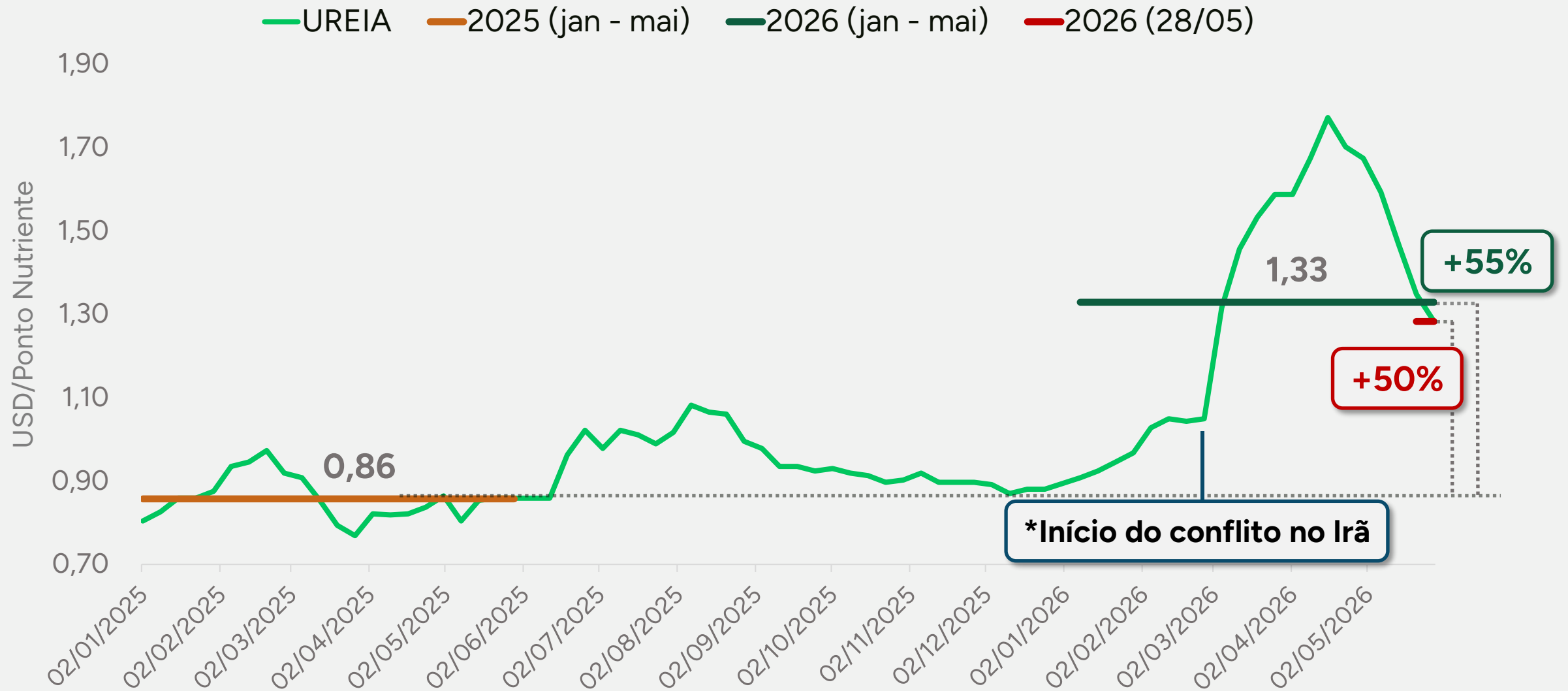
# Preço da Cesta Brasil (P+K)



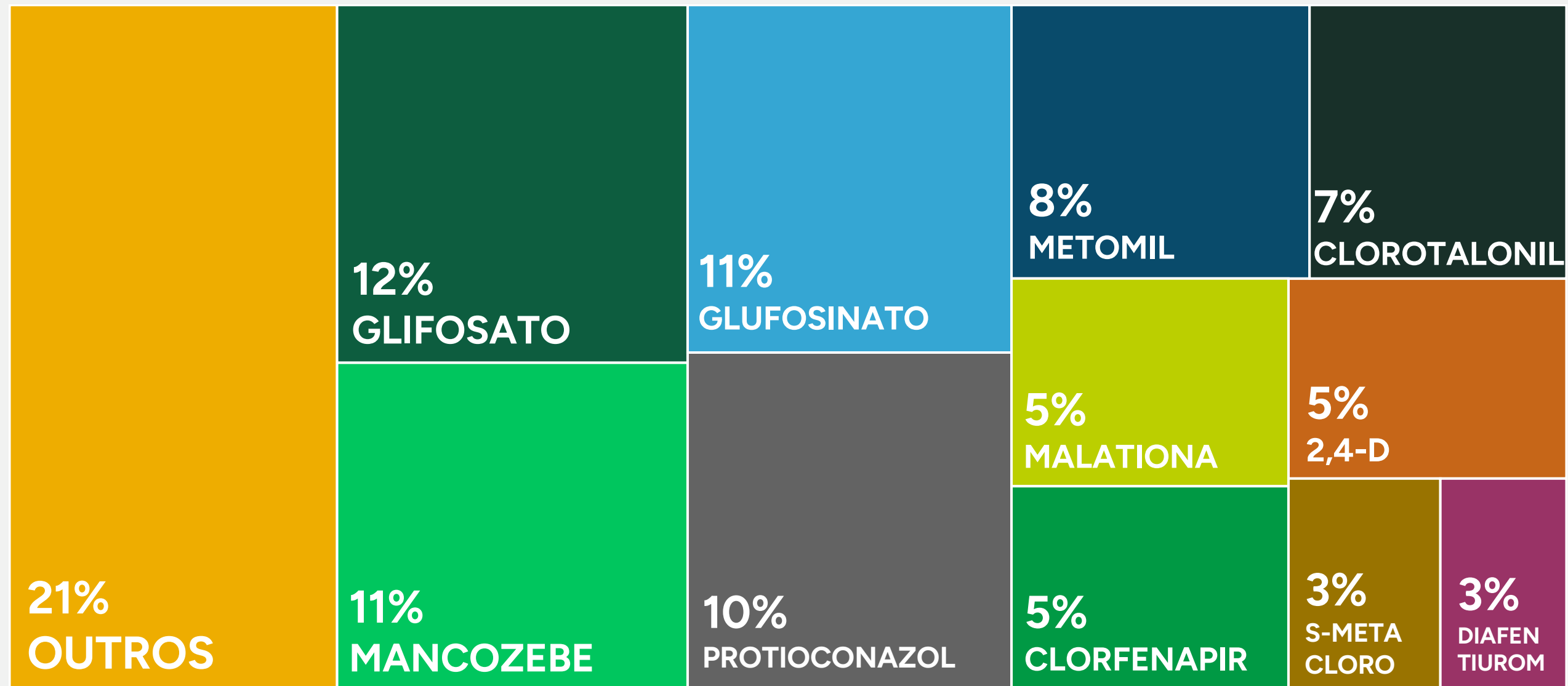
# Variação no preço do Sulfato de Amônio (SAM)



# Variação no preço da Ureia



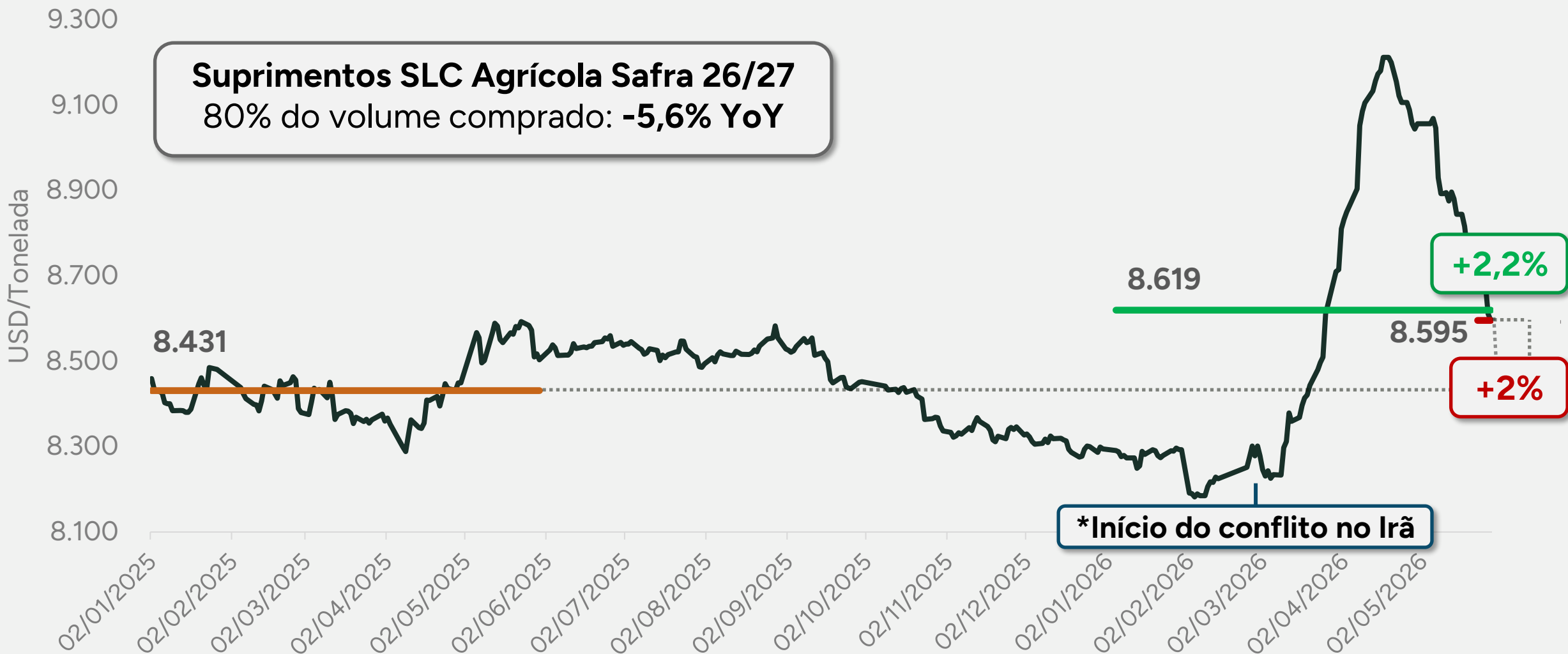
# Composição da Cesta de Defensivos



# Preço da Cesta de Defensivos SLC

— Cesta    — 2025 (jan - mai)    — 2026 (jan - mai)    — 2026 (29/05)

**Suprimentos SLC Agrícola Safra 26/27**  
80% do volume comprado: **-5,6% YoY**





# Obrigado!

## Gustavo Lunardi

Diretor de Suprimentos, Sementes e  
Mecanização

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# SLC Sementes and Inputs - 2026/27 Crop

**Gustavo Lunardi** - Chief Procurement,  
Mechanization and Seed Business Officer

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# SLC SEMENTES

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# Leadership Team



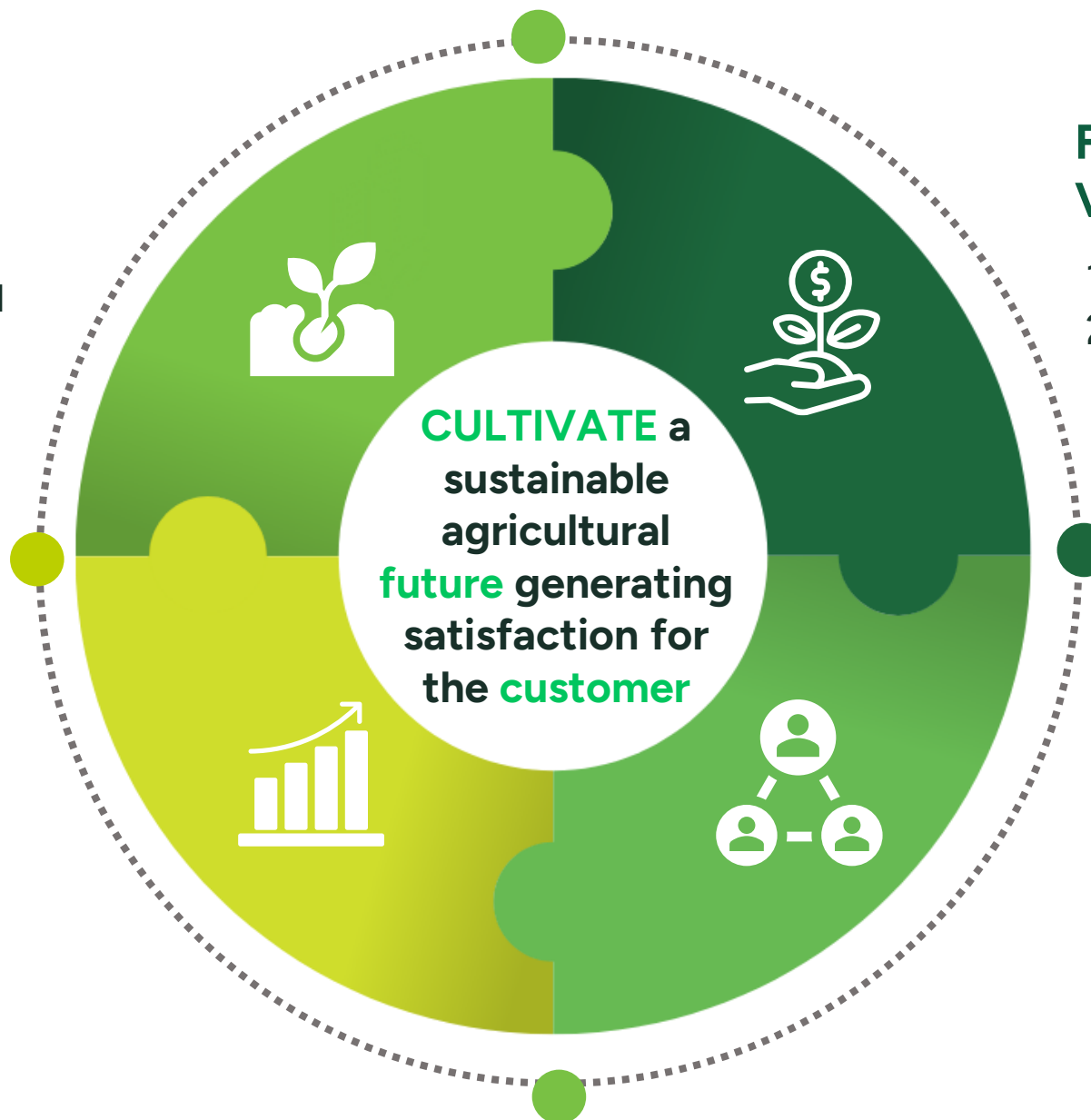
# SLC Sementes within SLC Agrícola's integrated model

## Growth predominantly Asset Light

1. Increase sales of cotton and soybean seeds
2. New products and services
3. Achieve % of sales in TSI

## Efficiency, quality and customer satisfaction

1. High-quality products and services for our customers (ISC Sementes)
2. Achieve % of portfolio volume with new varieties and technologies



## Financial Strength and Value Generation

1. EBITDA Margin
2. Net Margin

## Leadership in ESG

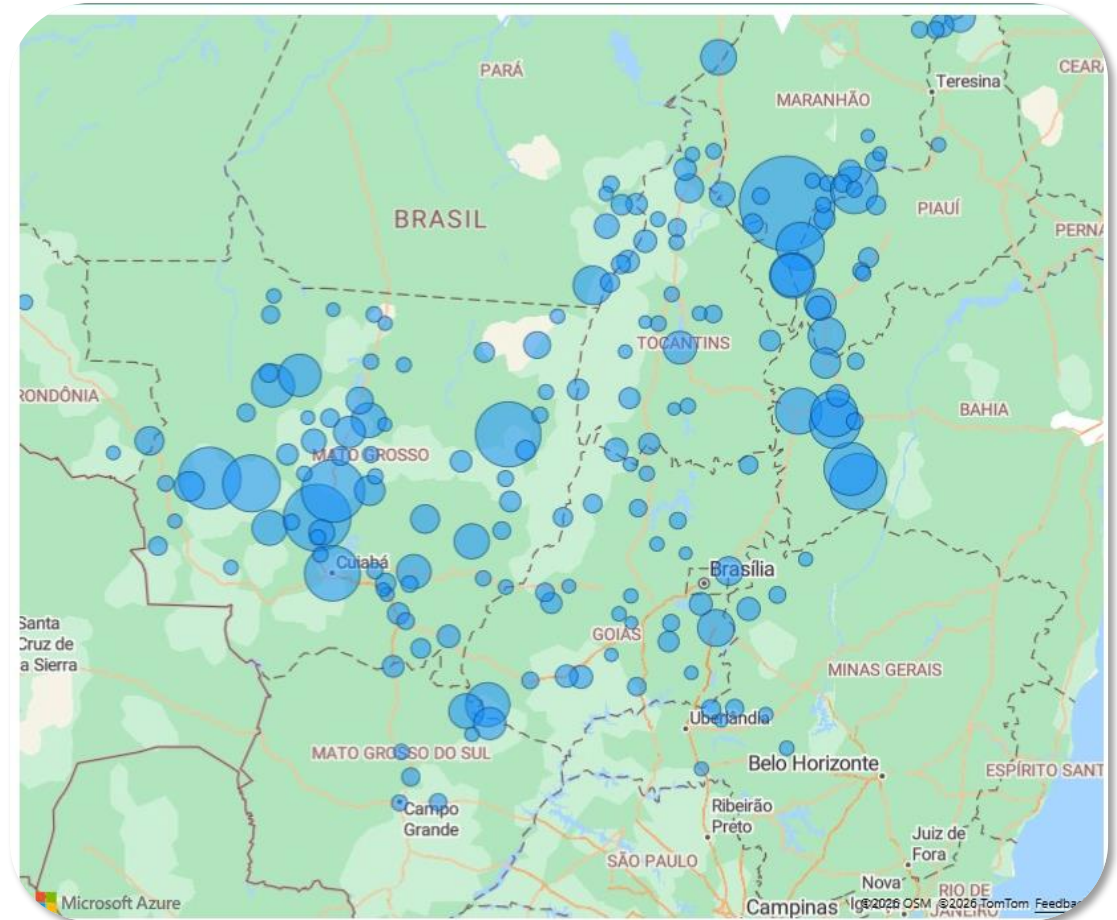
1. IBS Certification
2. Be carbon neutral (scope 01 and 02) by 2030
3. A safe and adequate environment for all

# Sales Volume Distribution

## Soybean Seed (big bags)

### Top 8 Sales 2025

- 1<sup>st</sup>) Balsas (MA)
- 2<sup>nd</sup>) Diamantino (MT)
- 3<sup>rd</sup>) Querência (MT)
- 4<sup>th</sup>) Nova Mutum (MT)
- 5<sup>th</sup>) Sapezal (MT)
- 6<sup>th</sup>) Campo Novo do Parecis (MT)
- 7<sup>th</sup>) Jaborandi (BA)
- 8<sup>th</sup>) Cuiabá (MT)



# Validation of our cultivars on SLC Agrícola farms



## Research areas



### West Region: 7 units

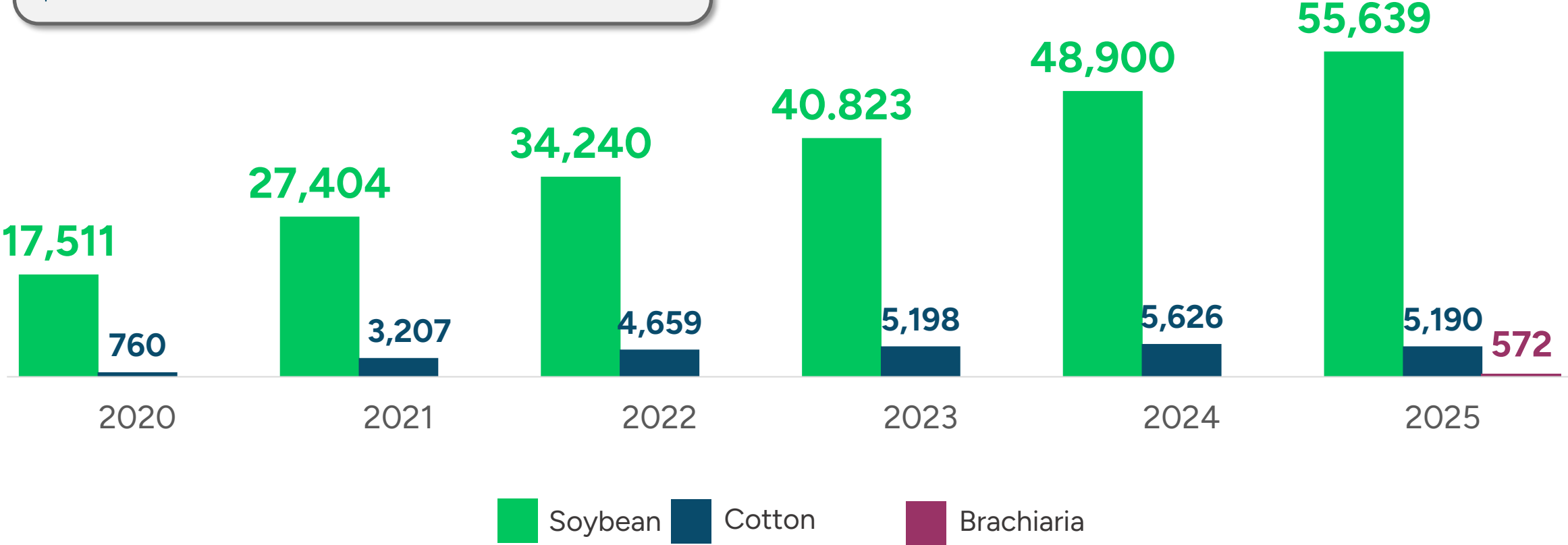
- Pioneira
- Pantanal
- Piracema
- Paiaguás
- Planalto
- Perdizes
- Planorte

### East Region: 8 units

- Planeste
- Parnaguá
- Panorama
- Parnaíba
- Palmares
- Parceiro
- Pamplona
- Paladino

# Commercialization of seeds of soybean and cotton (big bags)

 **SOYBEAN** (2020 to 2025): **CAGR 26.2%**  
 **COTTON** (2020 to 2025): **CAGR 50.7%**





 **SLC** SEMENTES

**Our Products**

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+ than **50**  
cultivars

## SOYBEAN

### MULTI-LICENSED



### BIOTECHNOLOGY



+ than  
**20**  
cultivars

## COTTON

### MULTI-LICENSED



### BIOTECHNOLOGY



# Forage Seeds

Soil Cover That Makes the Difference



 **SLC** SEMENTES

# Differentiation and value generation

## Branding as a strategic growth asset

In an increasingly competitive market, SLC Sementes strengthens its differentiation by transforming brand into experience, relationship and perceived value.

## Brand building and positioning

SLC Sementes has been consolidating its brand in the market through a strategy that integrates high genetic performance, technical presence in the field and consistent relationship building with the grower.

# Three-time champion in the Agro Seeds category



# Our Competitive Advantages

- **Reputation and reliability** of the SLC brand
- **In-house management** of seed fields
- **Geographic distribution** of production
- **Financial strength**
- **Discipline and execution** of long-term Strategic Planning



**Cultivate a sustainable  
agricultural future  
generating satisfaction to  
our customer.**



# Supplies 2026/27 Crop Year

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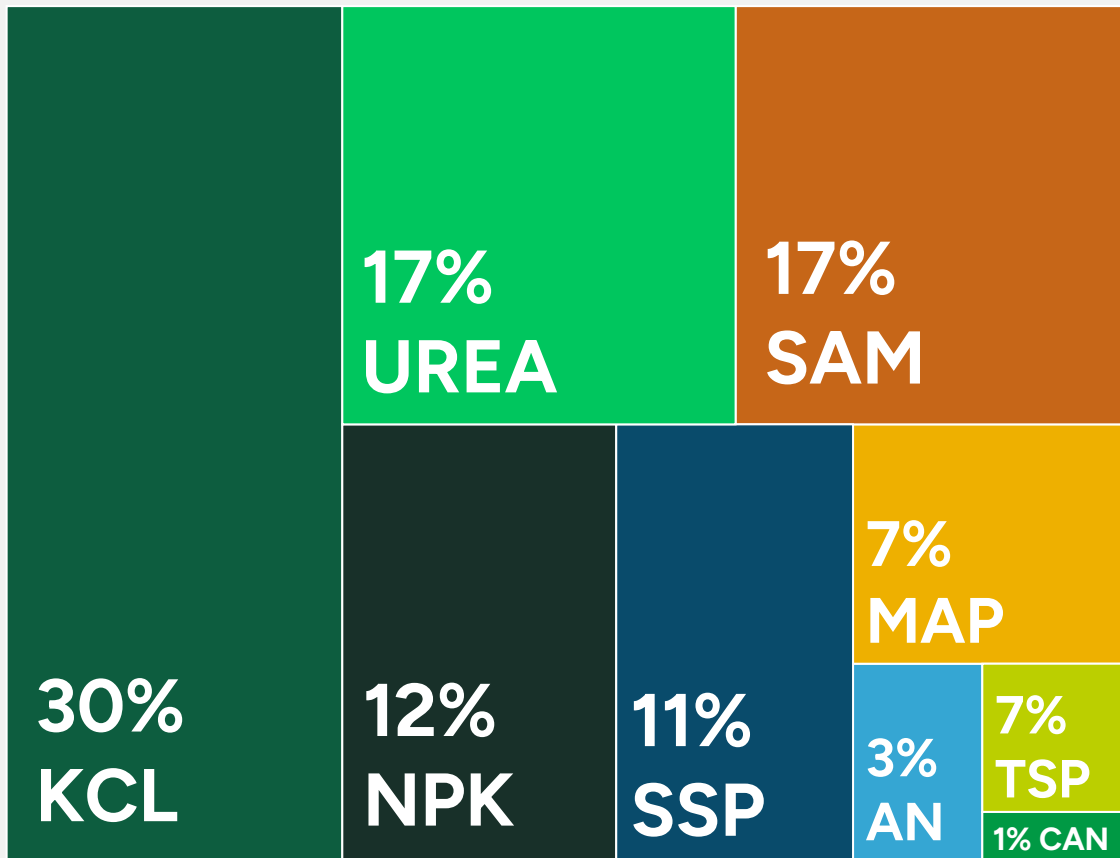
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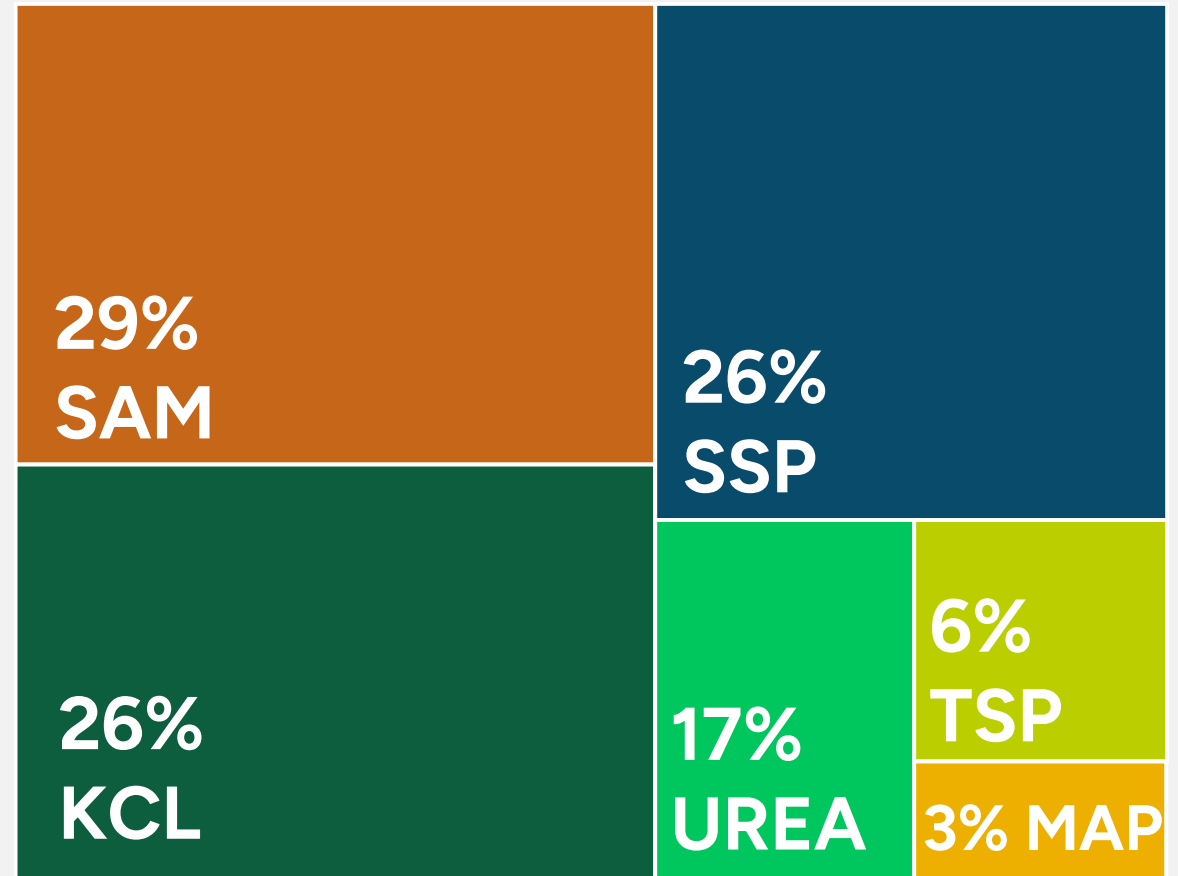
# Fertilizer Basket Composition

■ KCL ■ SAM ■ UREA ■ NPK ■ SSP ■ MAP ■ AN ■ TSP ■ CAN

## BRAZIL BASKET



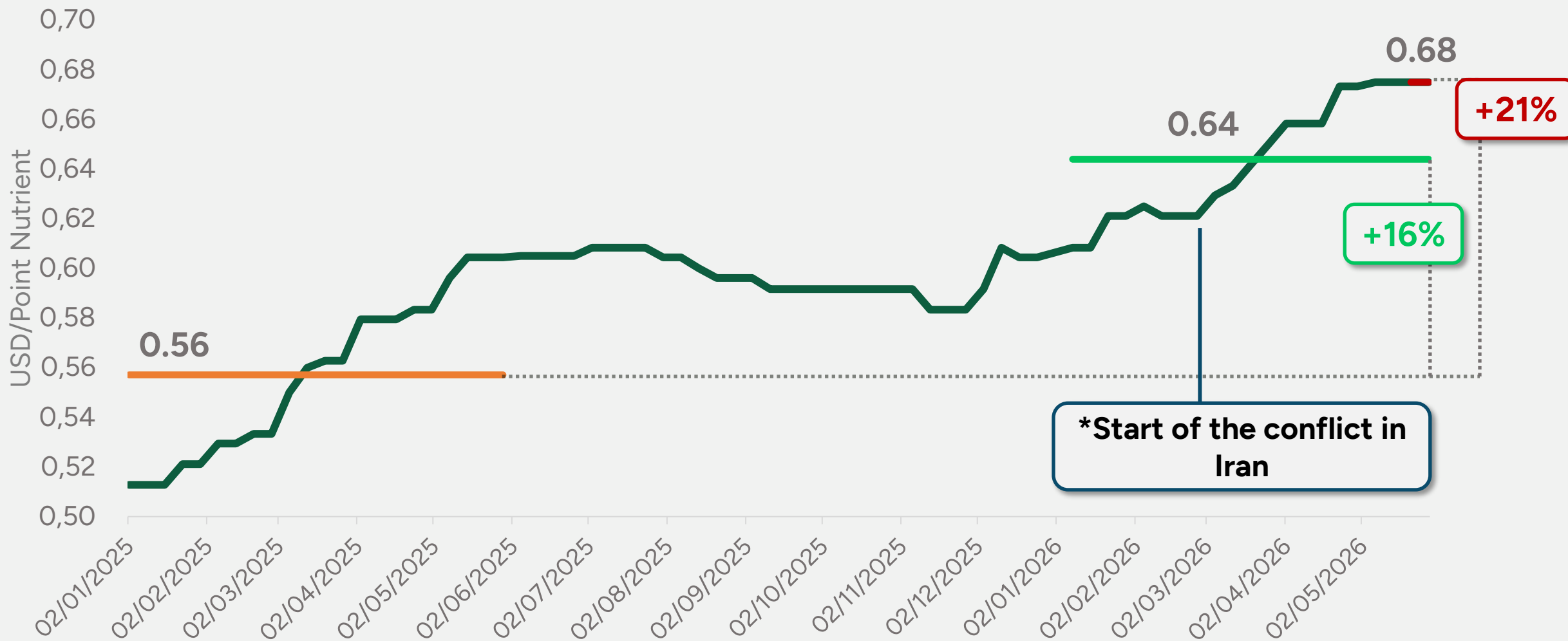
## SLC Basket



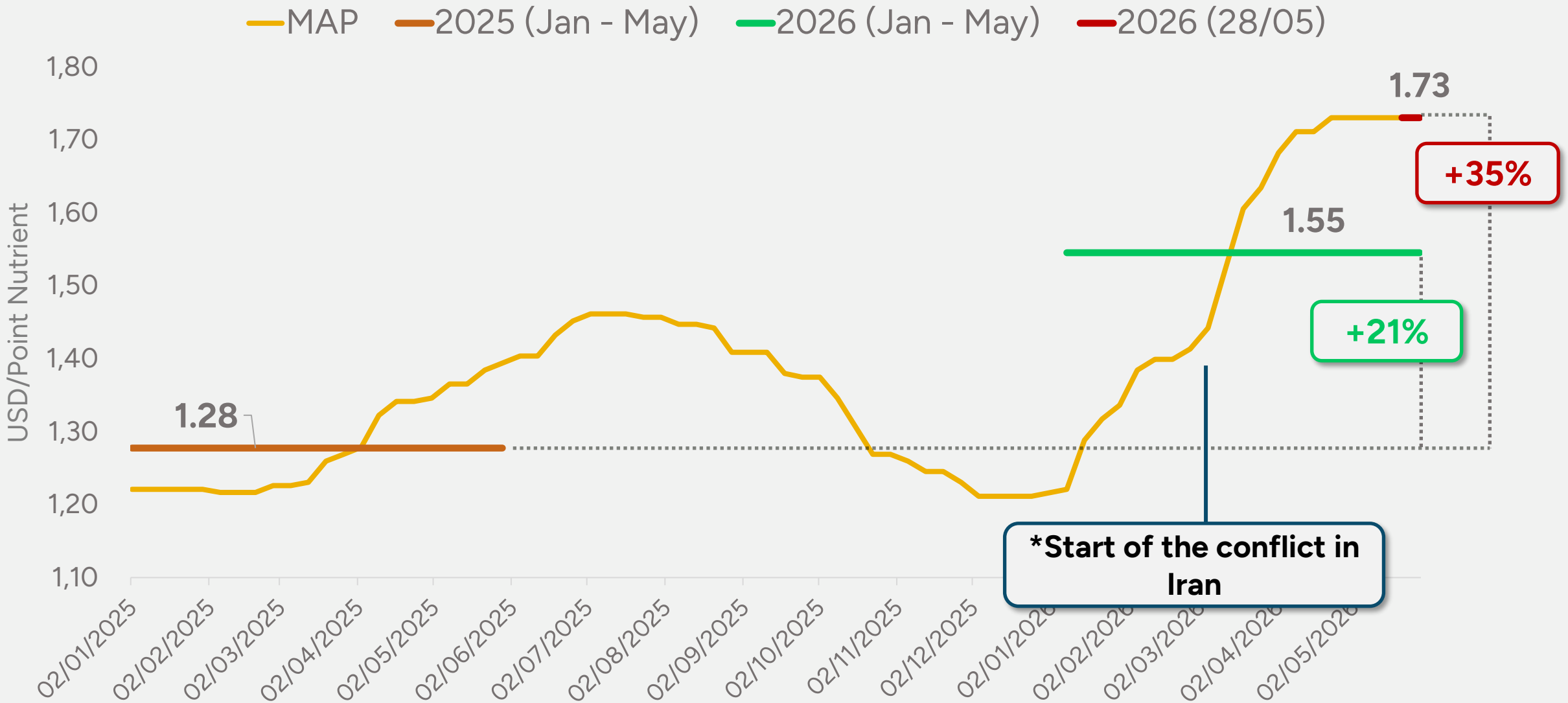
Source: CRU - CFR Brazil | \*In the SLC basket, the MAP volume refers to the formulated products.

# Price Variation of Potassium

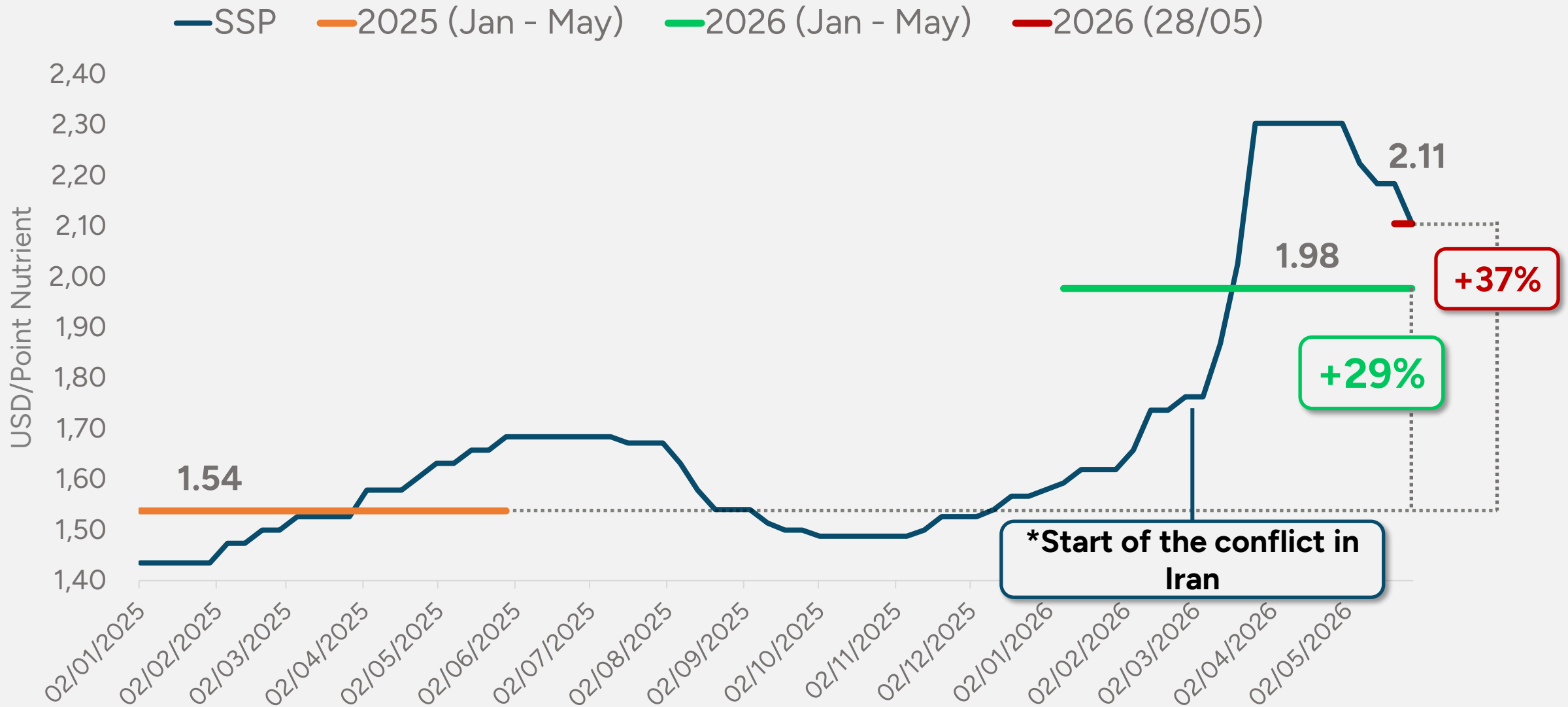
— KCL — 2025 (Jan - May) — 2026 (Jan - May) — 2026 (28/05)



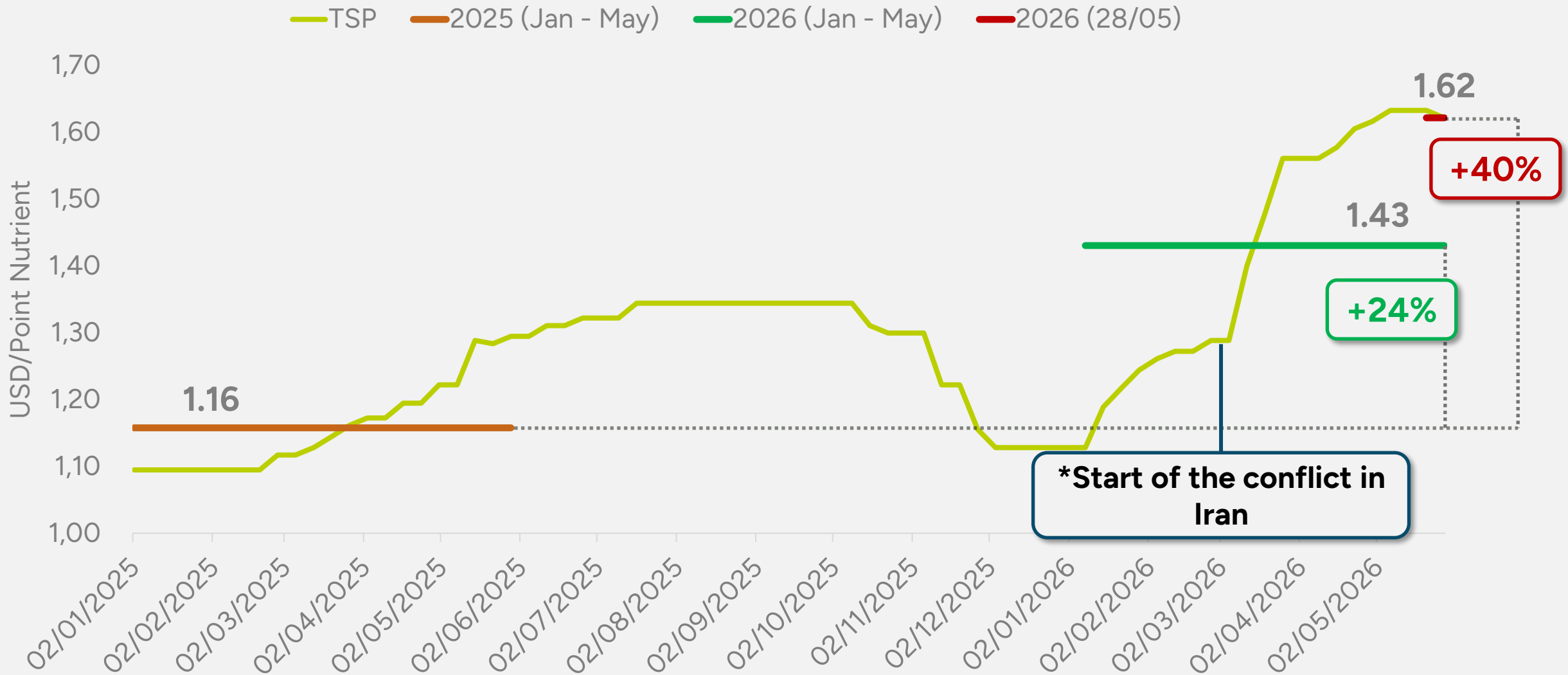
# Price Variation of Monoammonium Phosphate (MAP)



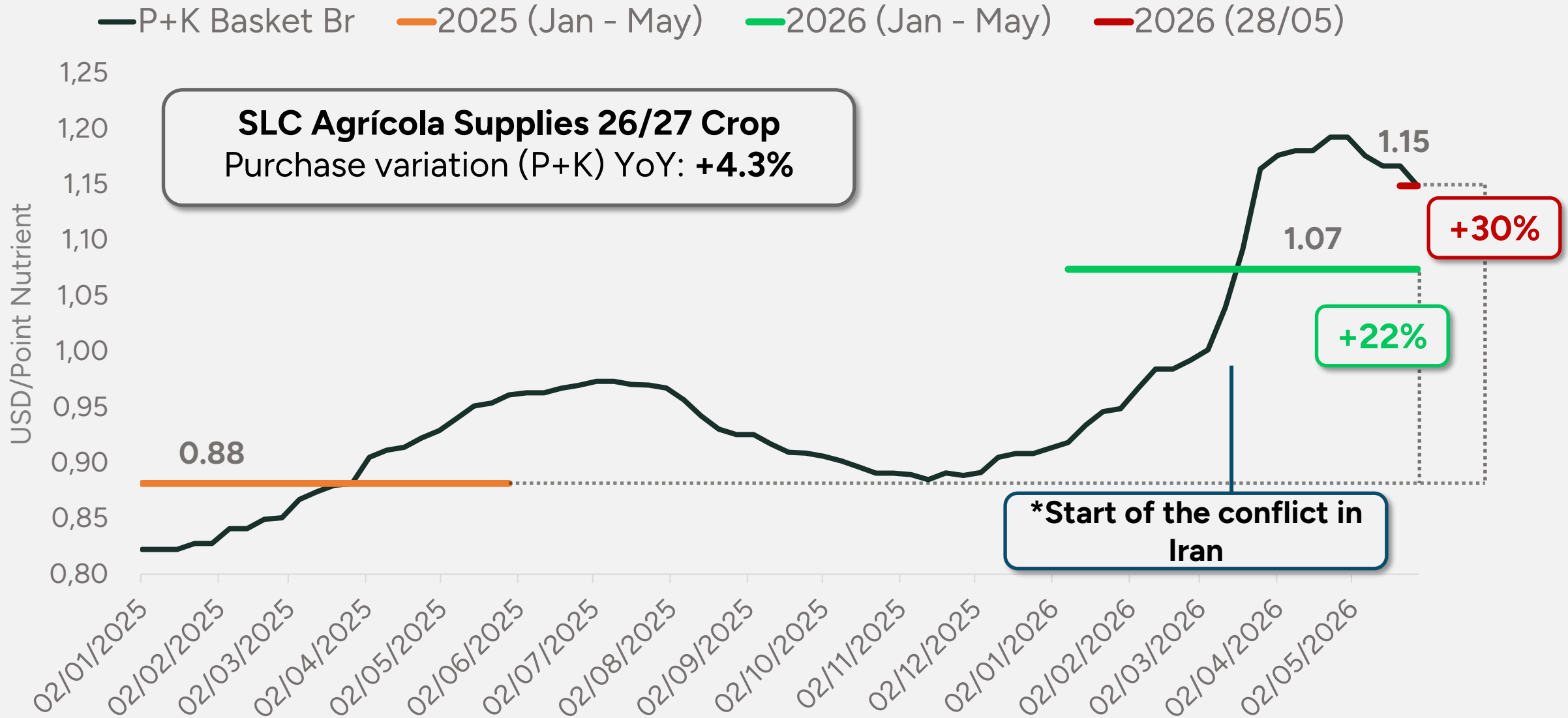
# Price Variation of Single Superphosphate (SSP)



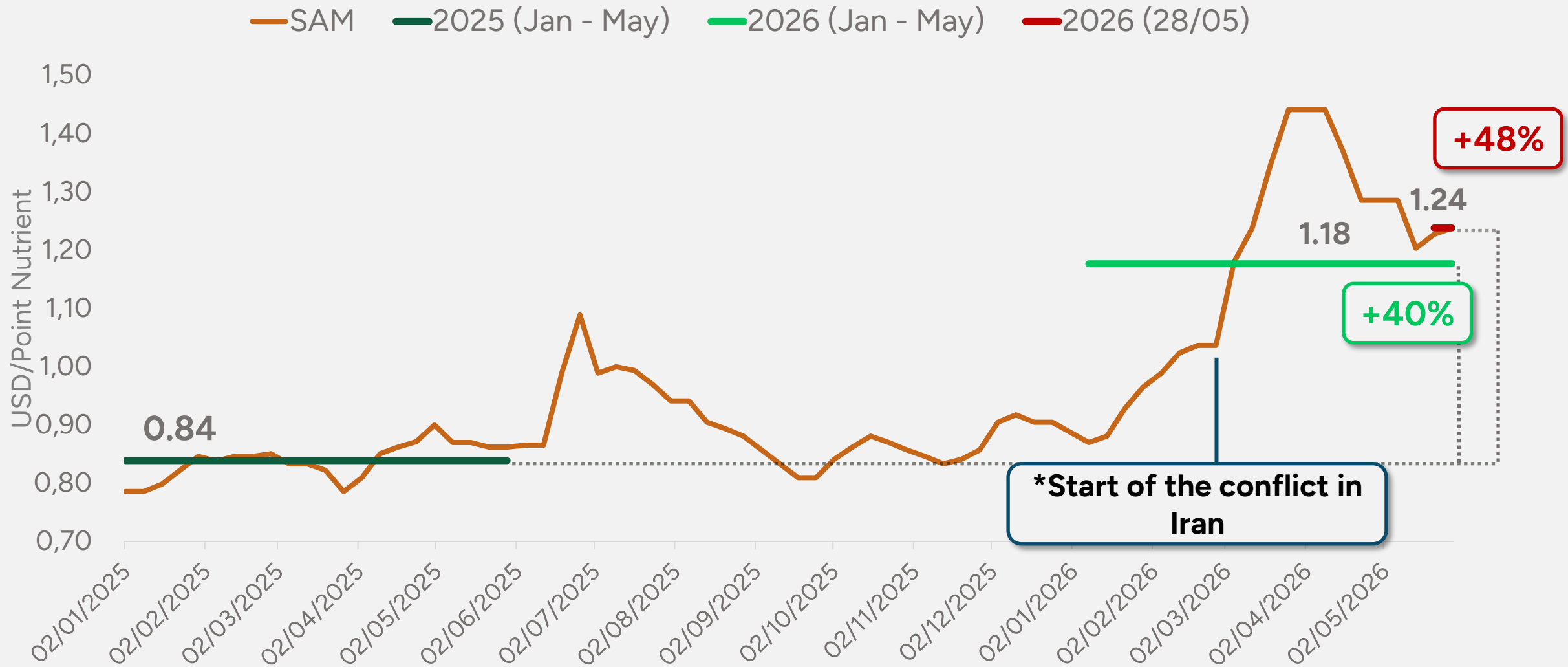
# Price Variation of Triple Superphosphate (TSP)



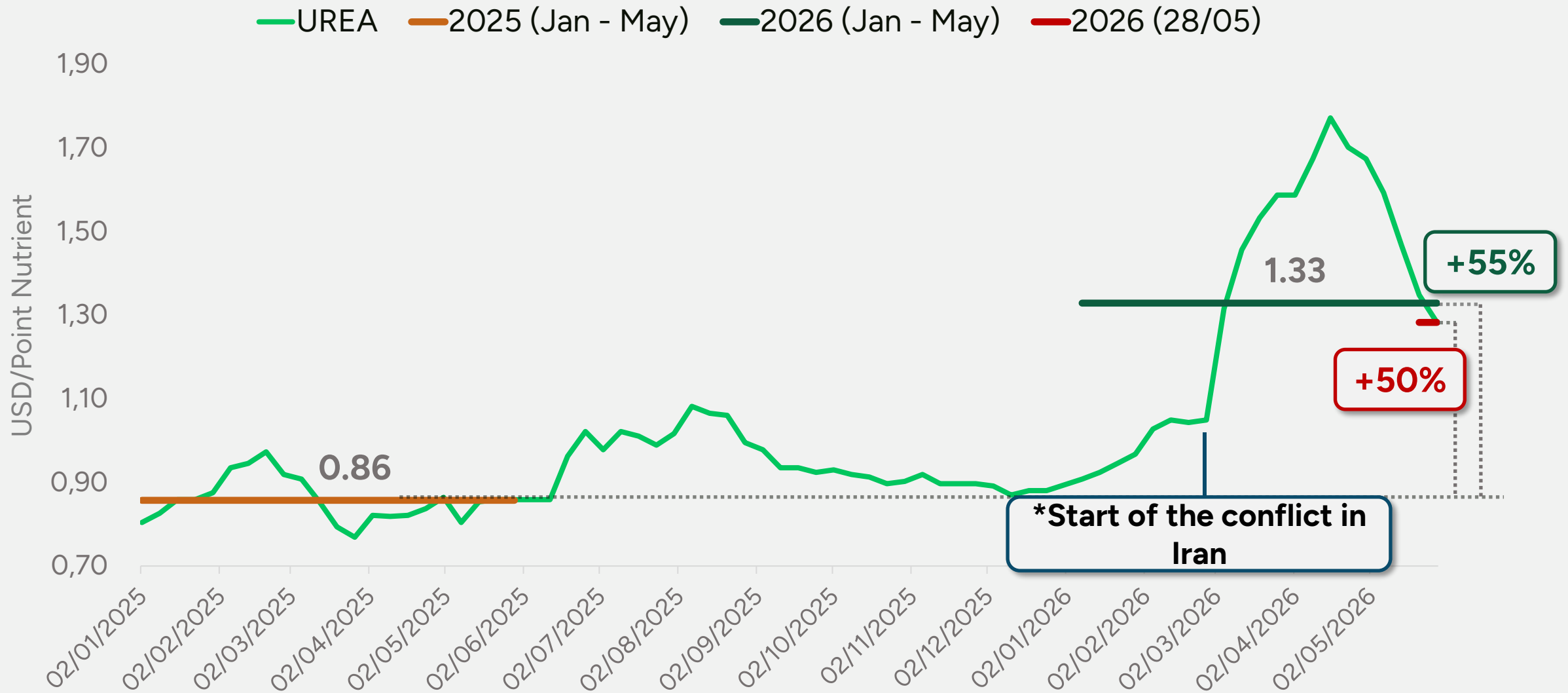
# Brazil Basket Price (P+K)



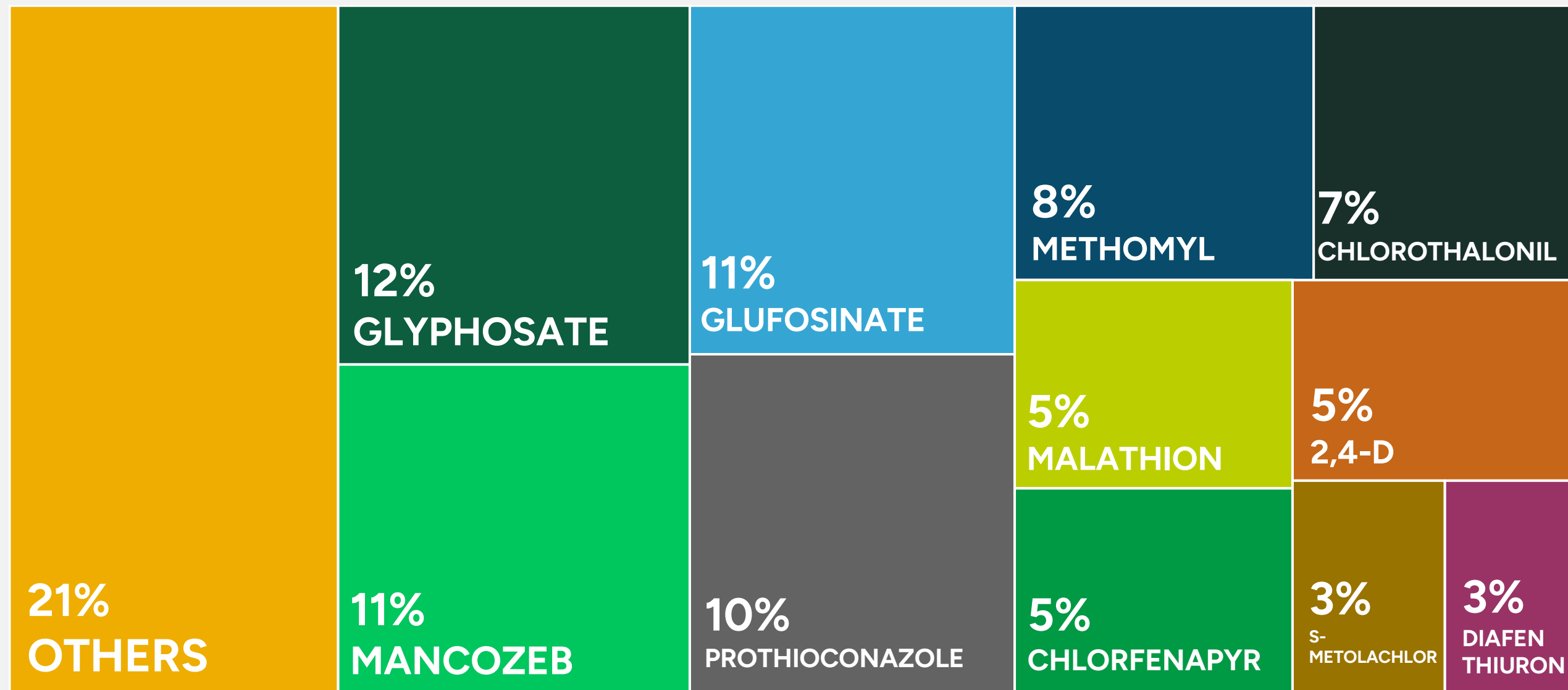
# Price Variation of Ammonium Sulfate (SAM)



# Price Variation of Urea



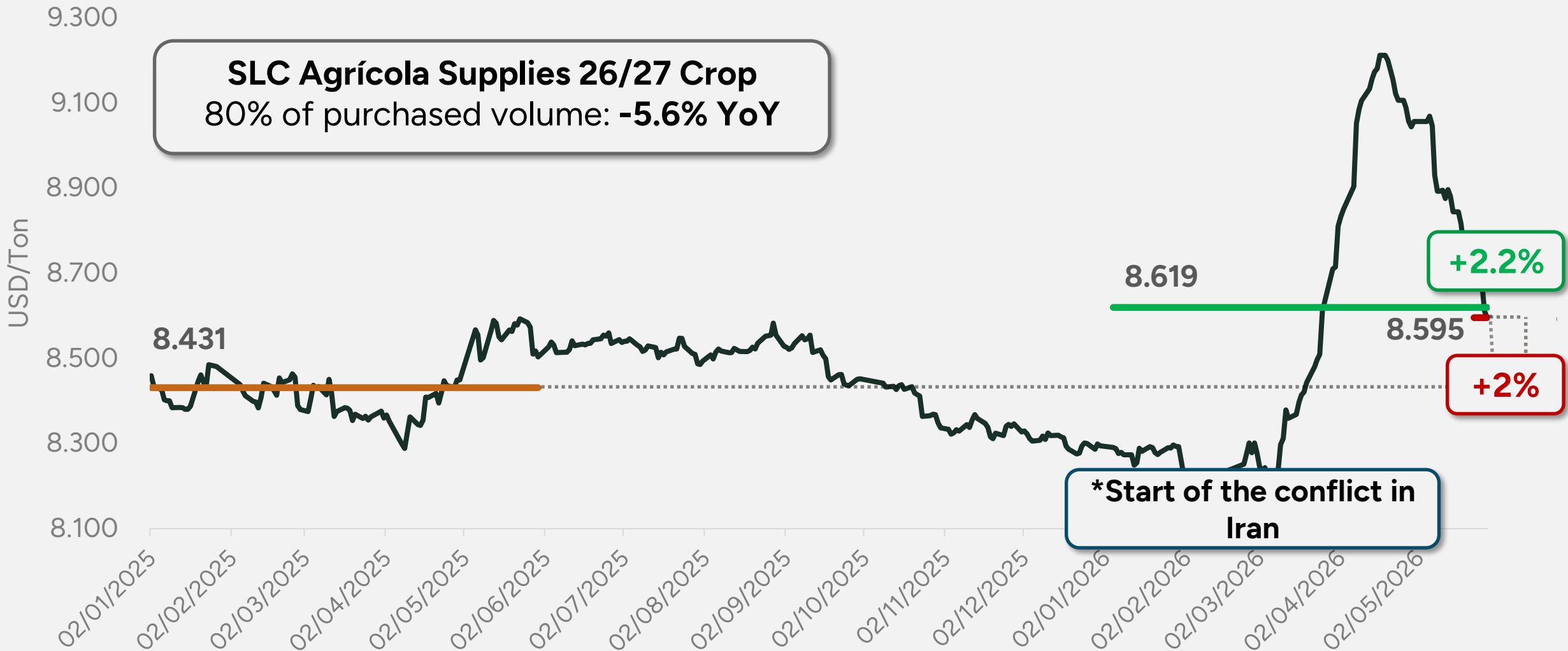
# Composition of the Pesticides Basket



# SLC Pesticides Basket Price

— Basket — 2025 (Jan - May) — 2026 (Jan - May) — 2026 (29/05)

**SLC Agrícola Supplies 26/27 Crop**  
80% of purchased volume: **-5.6% YoY**





# Thank you!

**Gustavo Lunardi**

Chief Procurement, Mechanization and  
Seed Business Officer

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