



Farm
Day 20
26

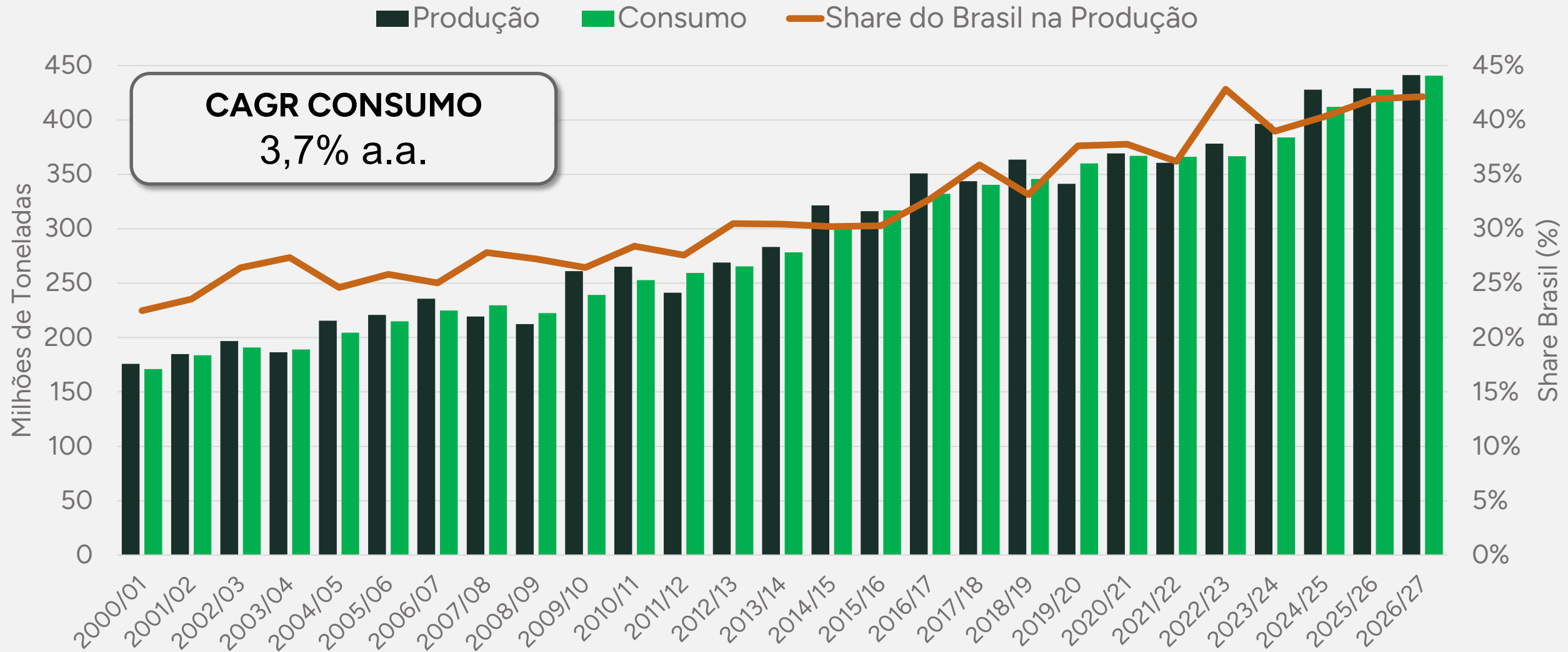
Mercado de Commodities e Rastreabilidade

Roberto Acauan - Diretor de Vendas e Negócios

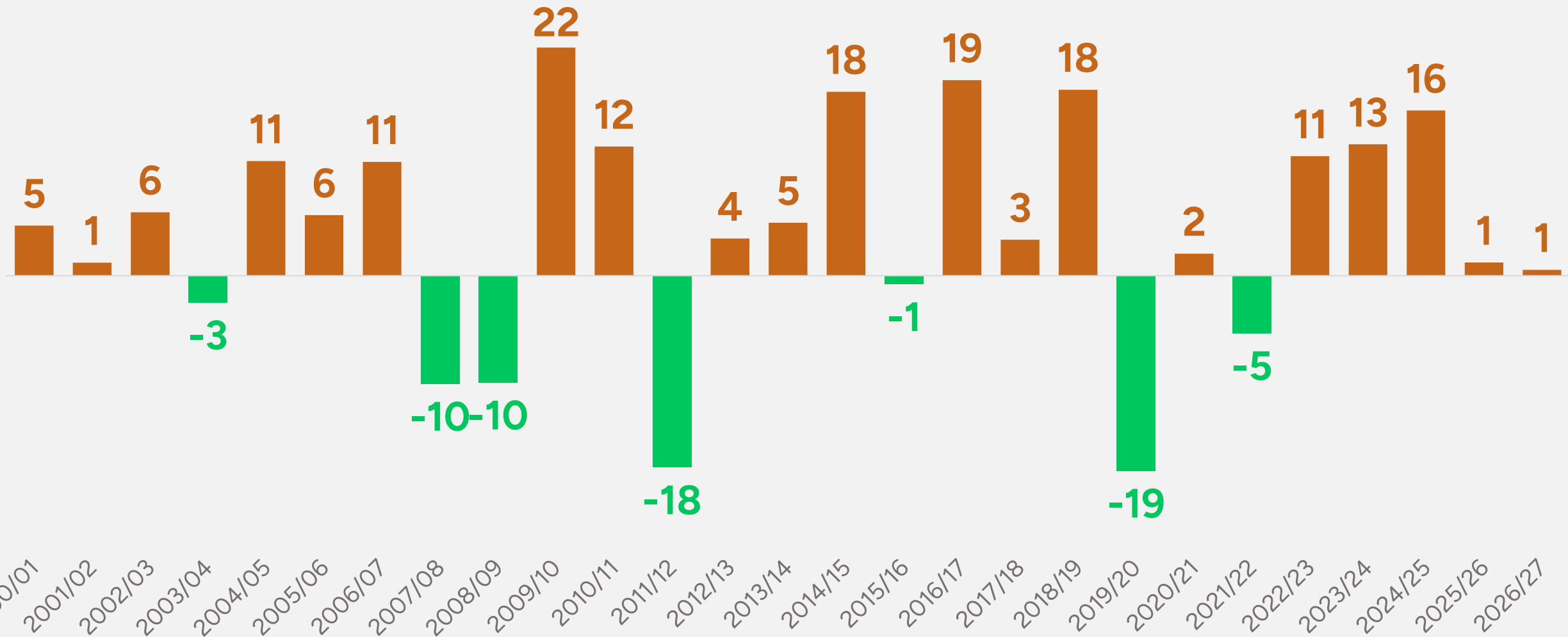
 **SLC** AGRÍCOLA
Cultivar & Evoluir



SOJA - Produção e Consumo Mundial

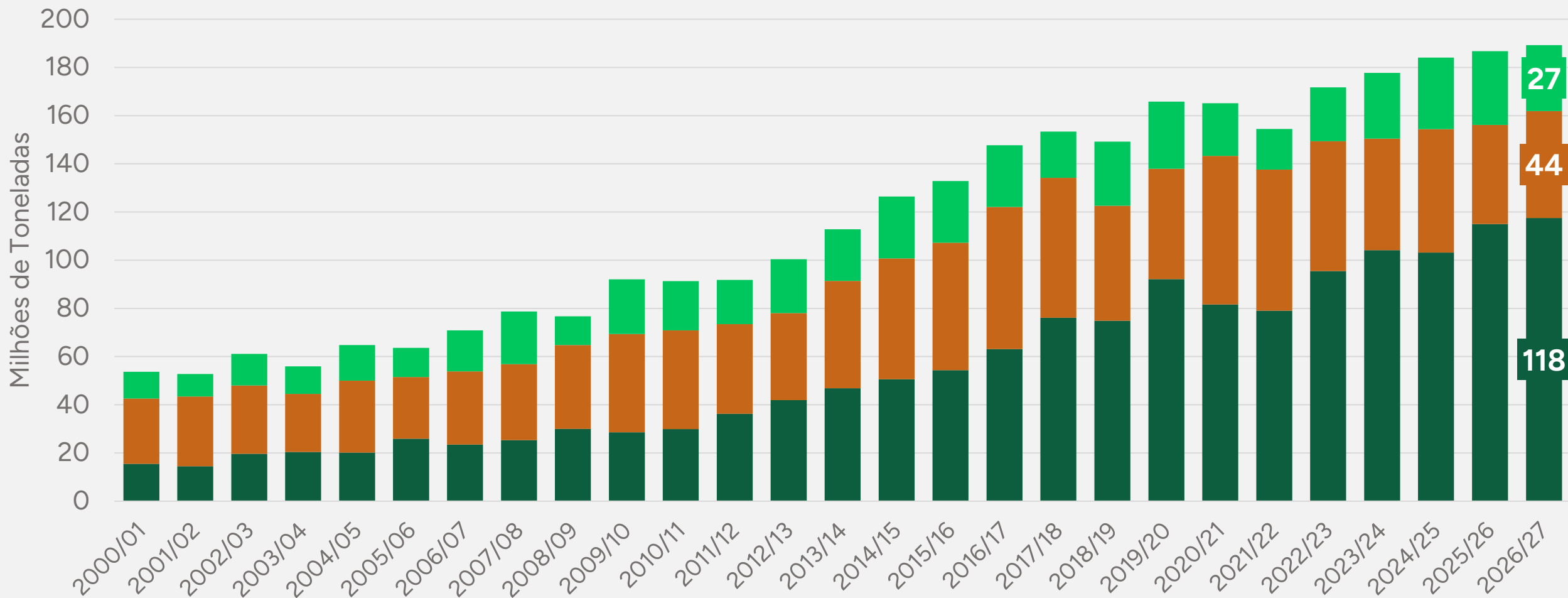


SOJA - Balanço Global (Mi tons)



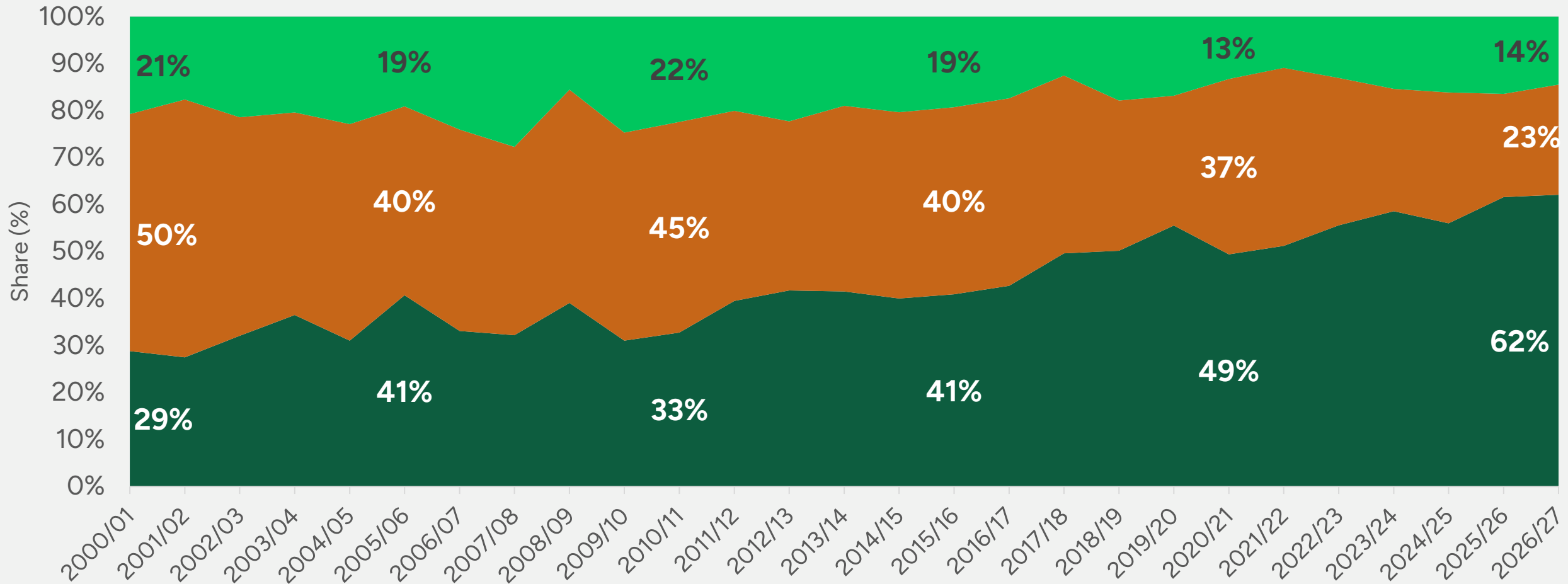
SOJA - Exportação Global (Mi Ton)

■ Brasil ■ EUA ■ Resto do Mundo

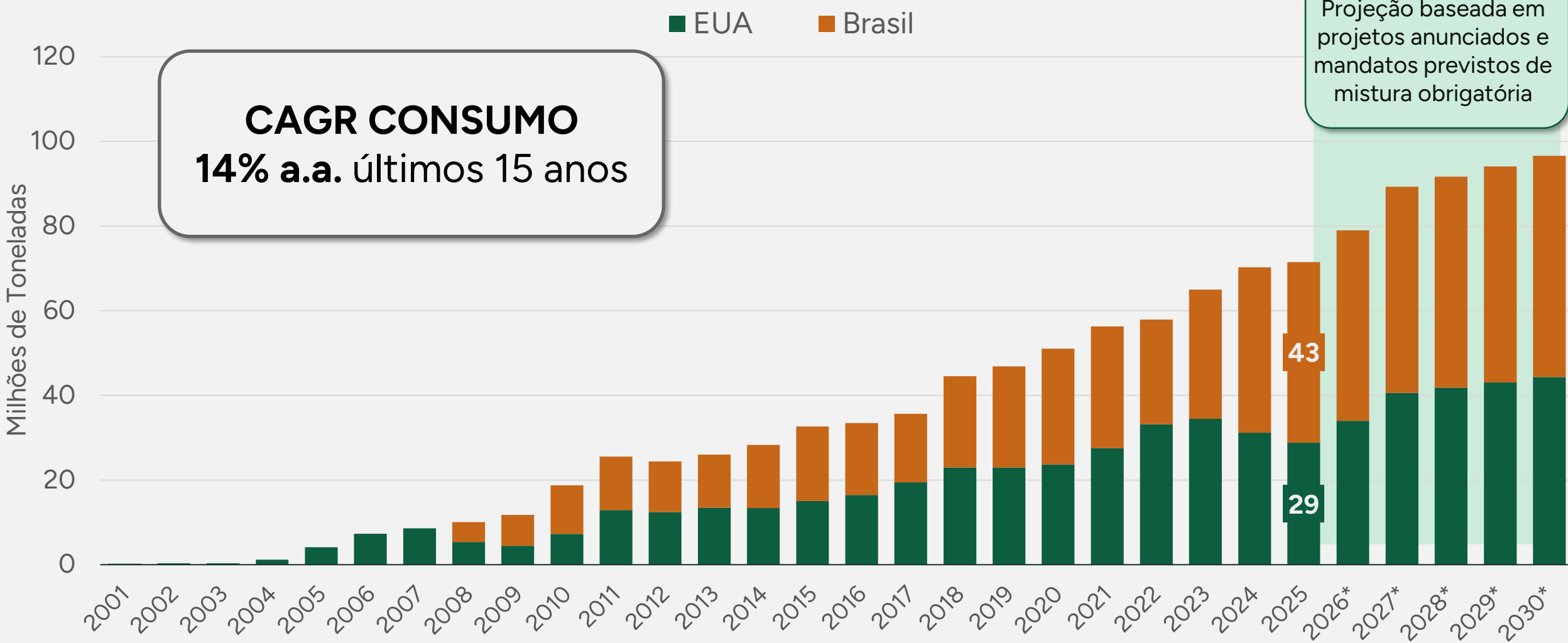


SOJA - Exportação Global (share %)

■ Brasil ■ EUA ■ Resto do Mundo

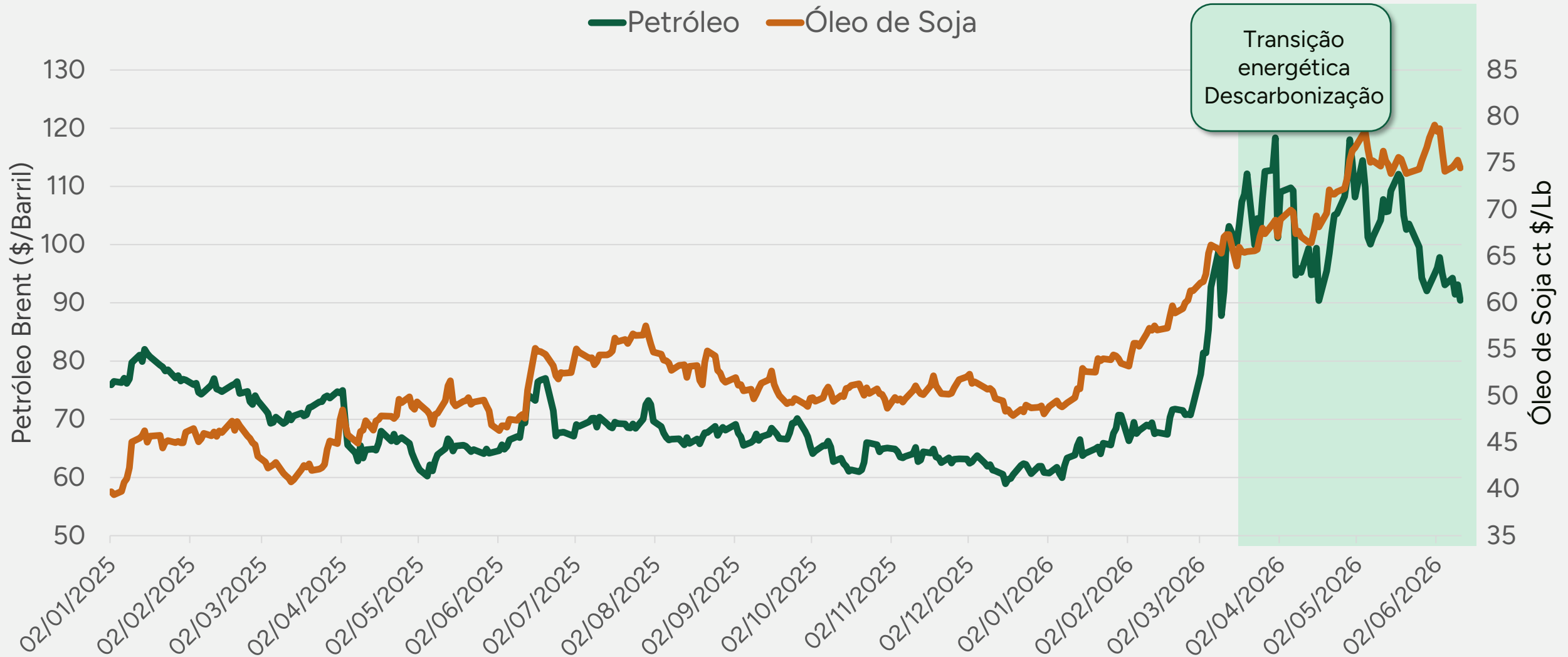


SOJA - Principais Produtores de Biocombustíveis (share %)



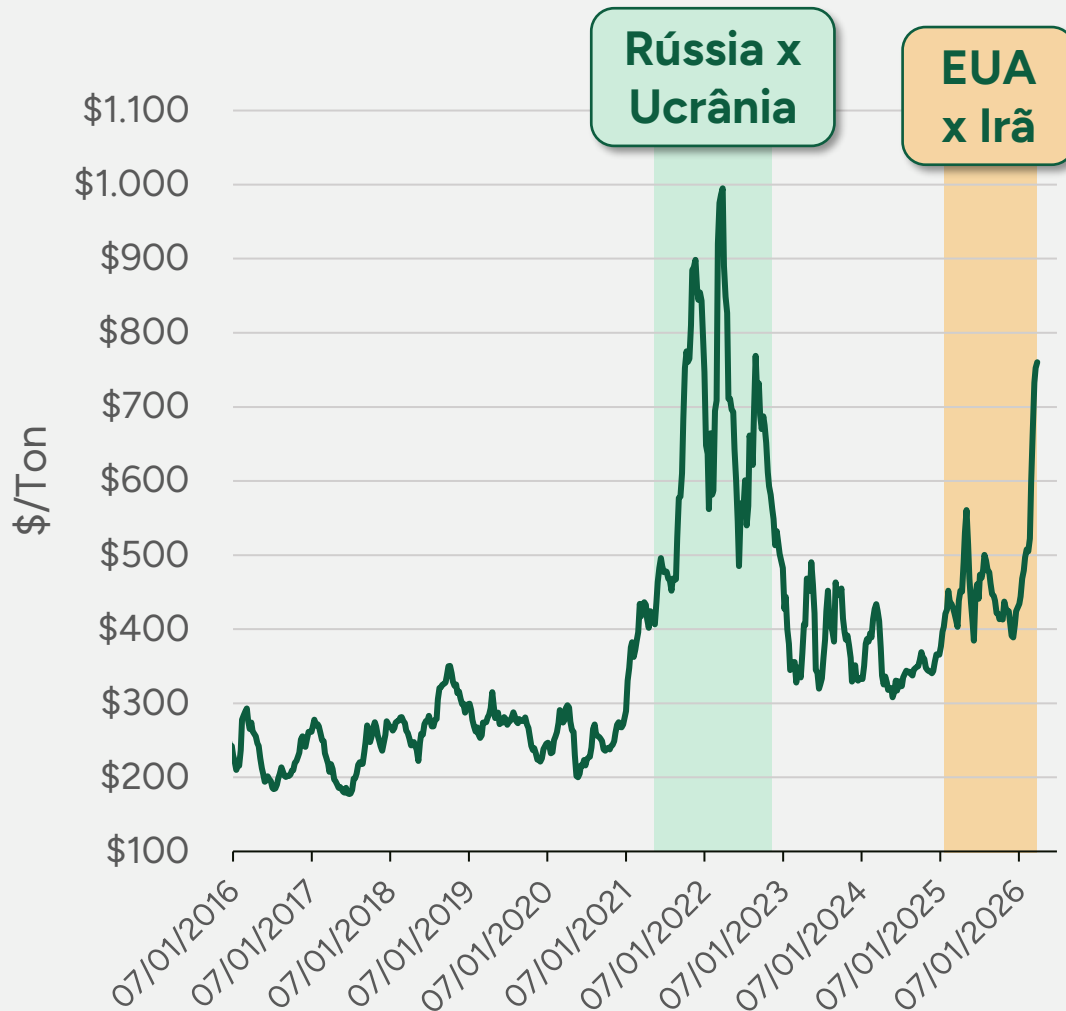
Fonte: USDA, ABIOVE

SOJA - Preço do Óleo de Soja e Energia

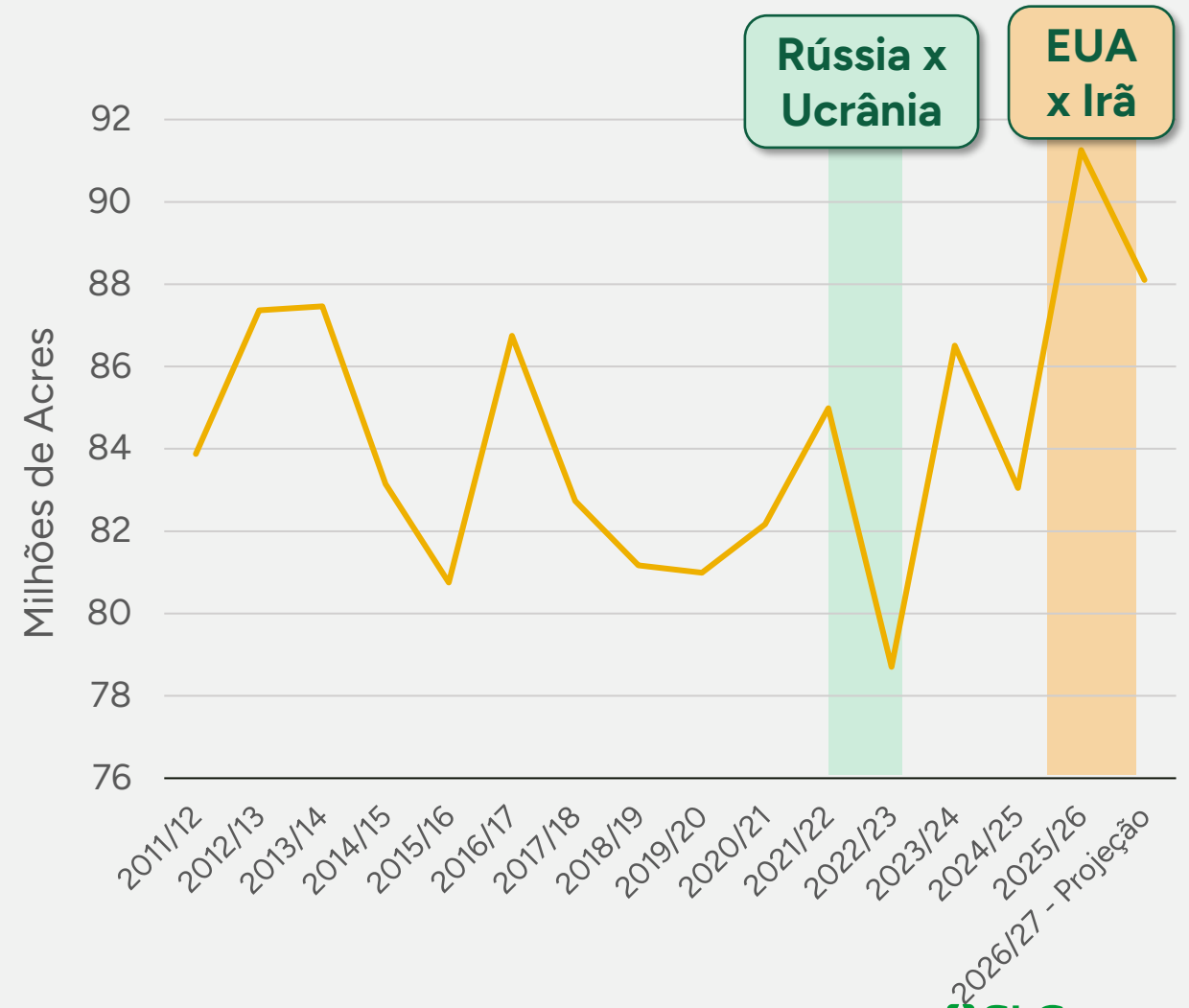


MILHO - Fertilizantes e tomada de decisão EUA

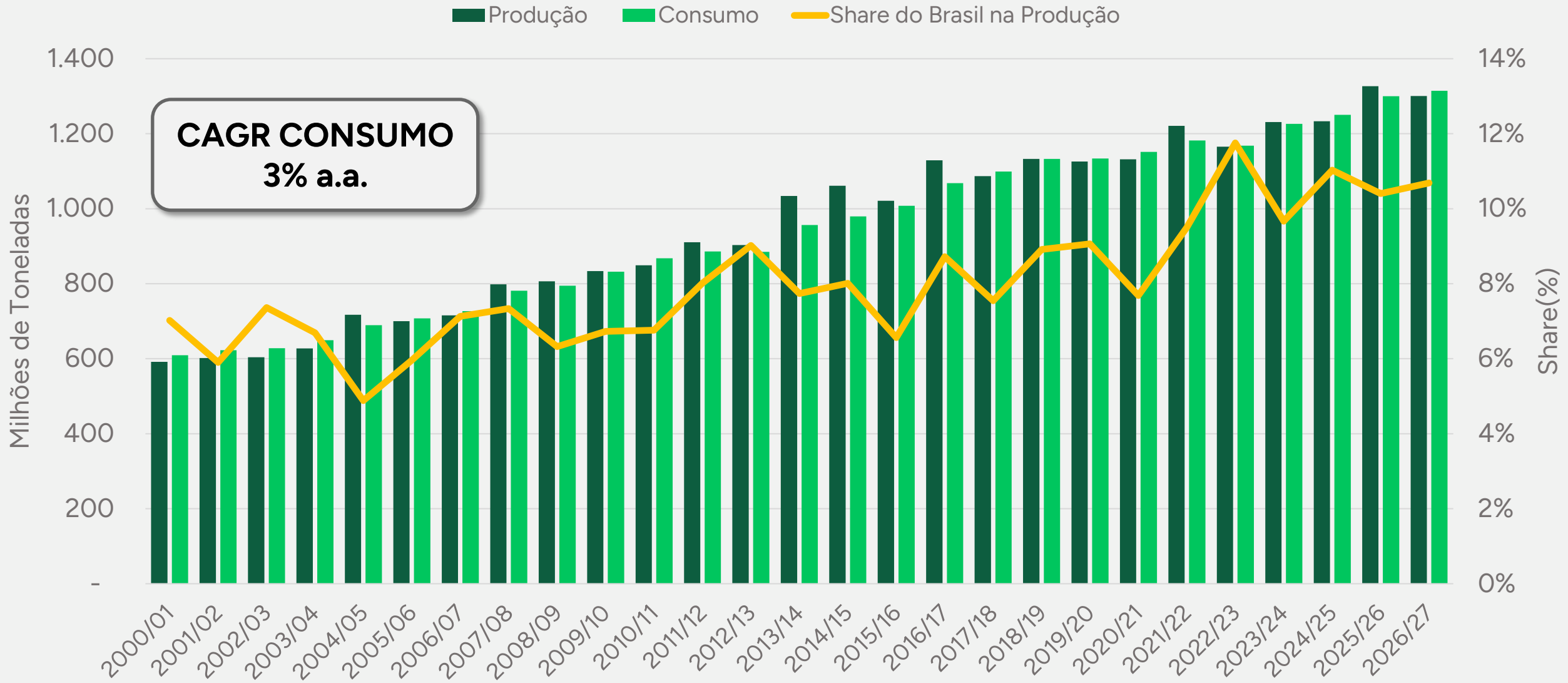
Ureia – Preços Estados Unidos



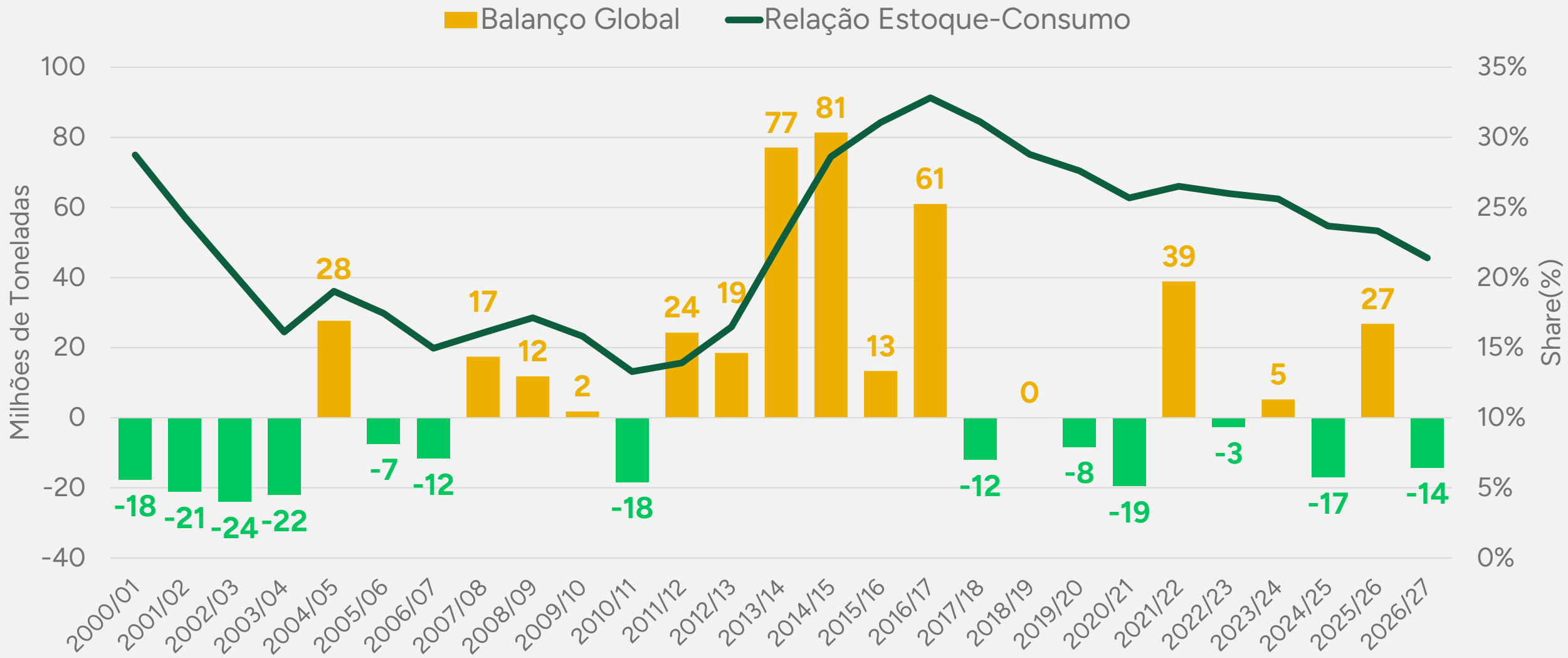
EUA - Área de Milho



MILHO - Produção e Consumo Mundial (Mi ton)

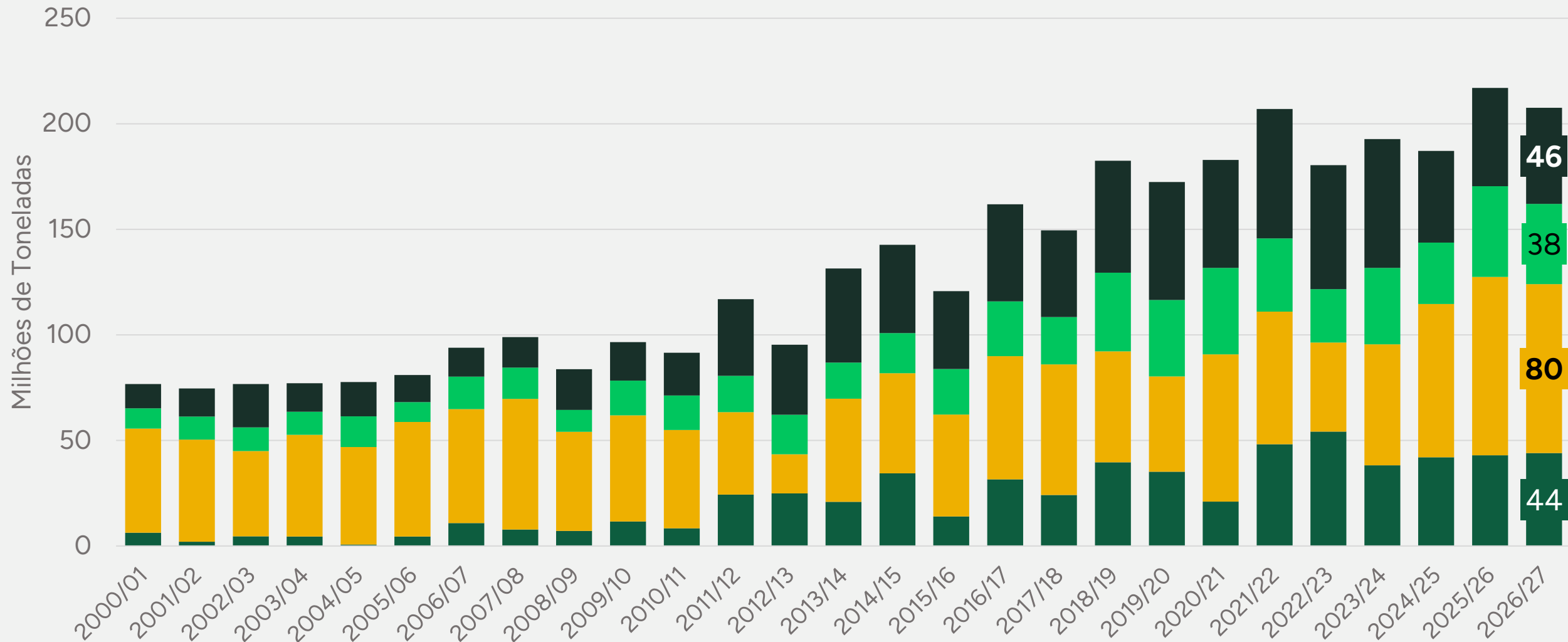


MILHO - Balanço Global (Mi ton)



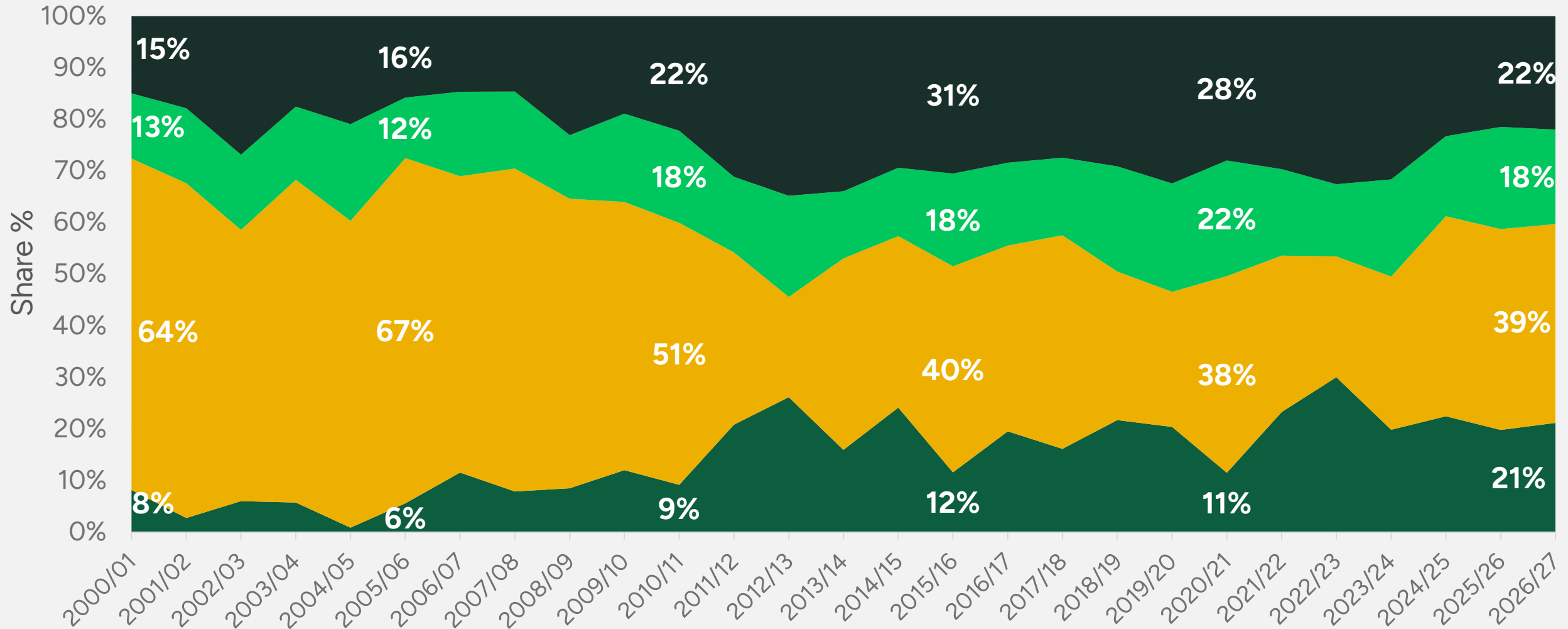
MILHO - Exportações Globais (Mi ton)

■ Brasil ■ EUA ■ Argentina ■ Resto do Mundo



MILHO - Exportações Globais (Share por país)

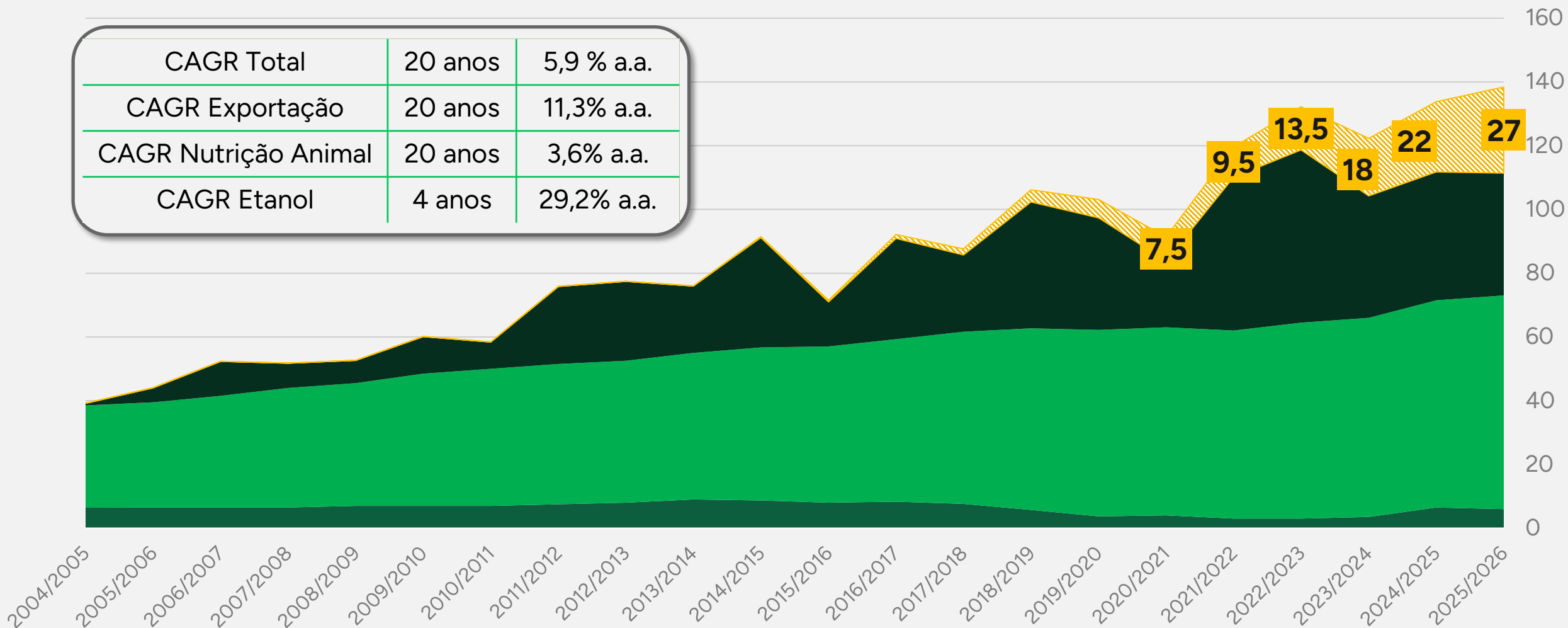
■ Brasil ■ EUA ■ Argentina ■ Resto do Mundo



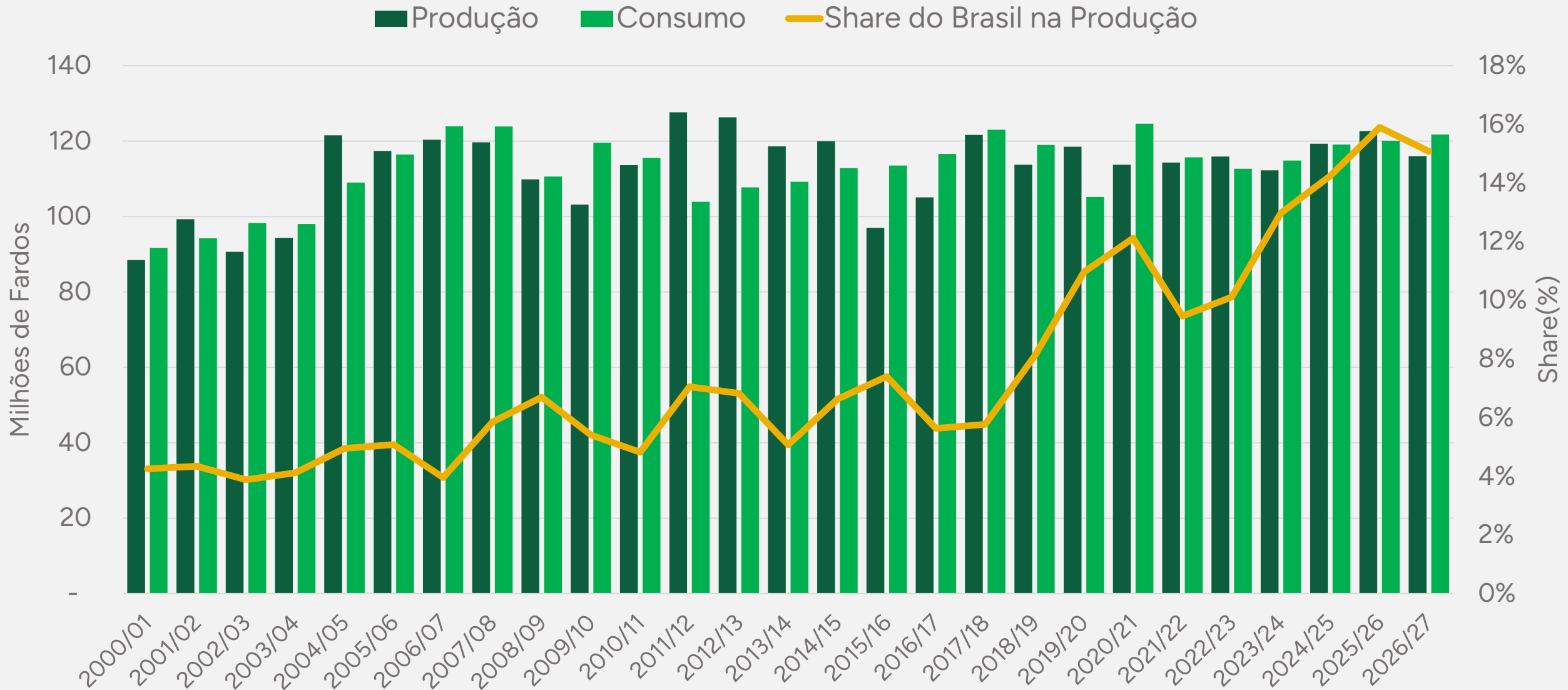
MILHO - Tipos de Consumo Brasil (Mi Ton)

■ Outros Usos ■ Nutrição Animal ■ Exportação ■ Produção de Etanol

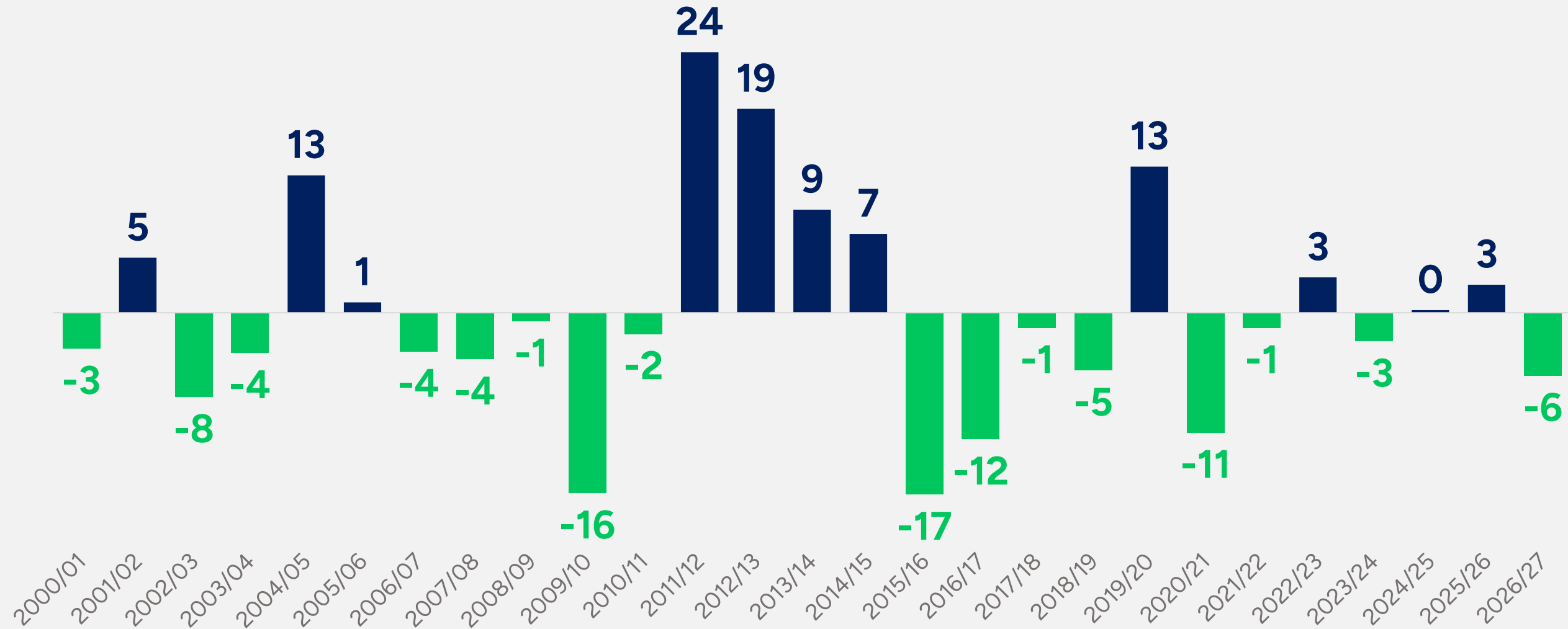
CAGR Total	20 anos	5,9 % a.a.
CAGR Exportação	20 anos	11,3% a.a.
CAGR Nutrição Animal	20 anos	3,6% a.a.
CAGR Etanol	4 anos	29,2% a.a.



ALGODÃO - Produção e Consumo Mundial (Mi fardos)



ALGODÃO - Balanço Global (Mi fardos)

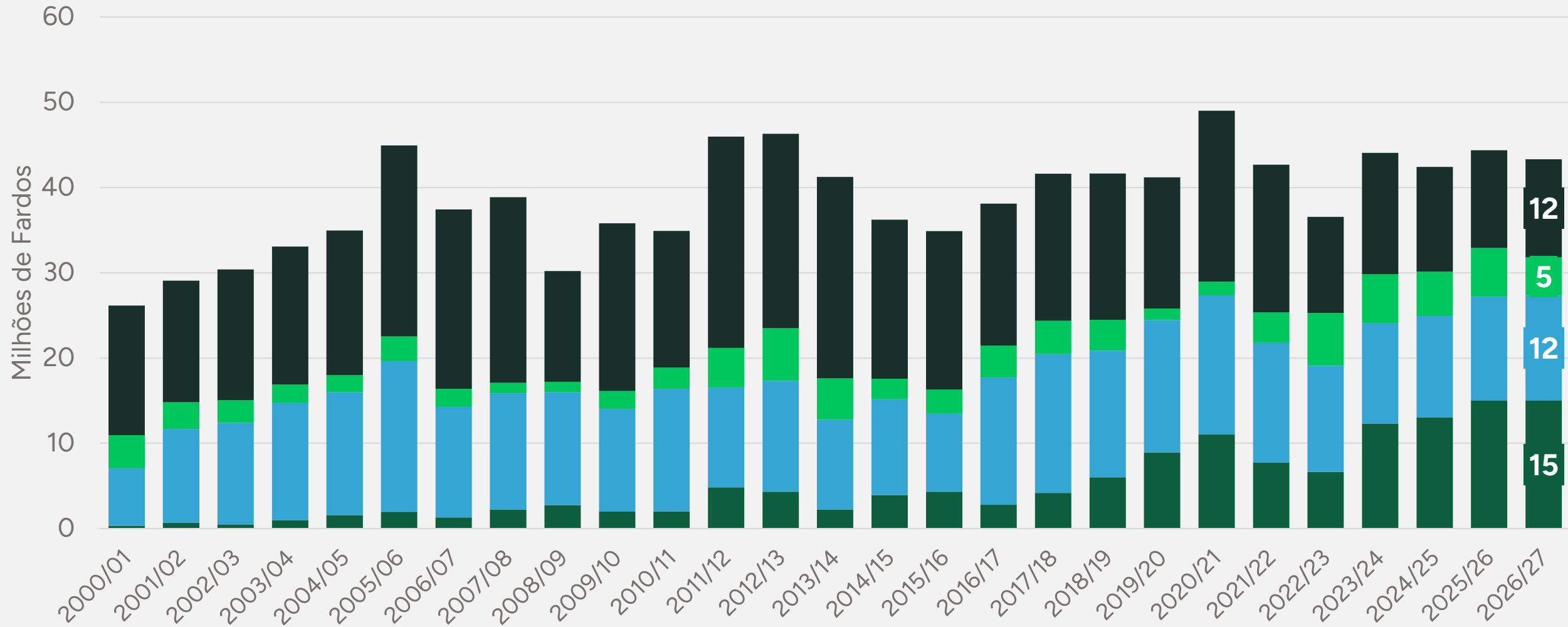


Matriz de Competividade Global

	Austrália	Brasil	China	EUA	Índia	Paquistão	Turquia
Produtividade (kg/ha)	1.941	1.892	2.214	920	457	566	1.823
Área Irrigada (%)	91%	9%	87%	30%	35%	96%	95%
Subsídios (Milhões US\$)			\$ 1.500	\$ 1.065	\$ 2.010		\$ 153

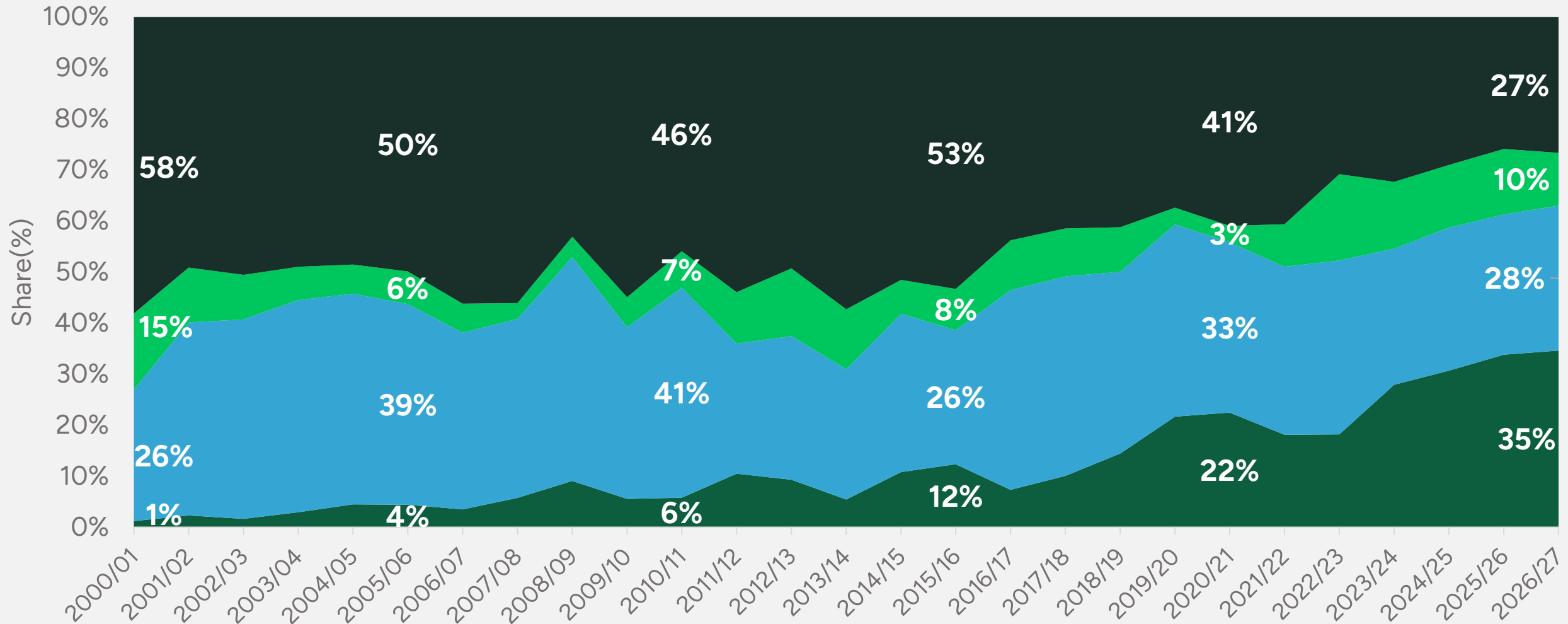
ALGODÃO - Exportações Globais (Mi fardos)

■ Brasil ■ EUA ■ Austrália ■ Resto do Mundo



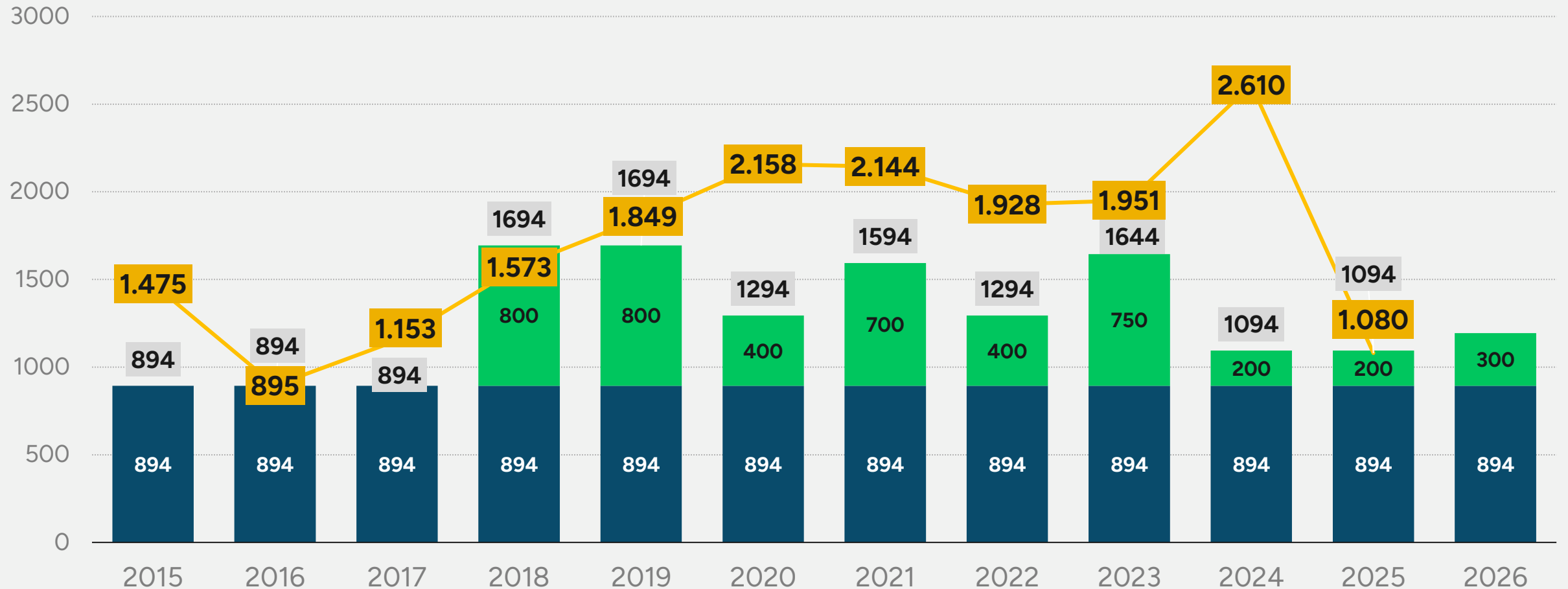
ALGODÃO - Exportações Globais (Share %)

■ Brasil ■ EUA ■ Austrália ■ Resto do Mundo



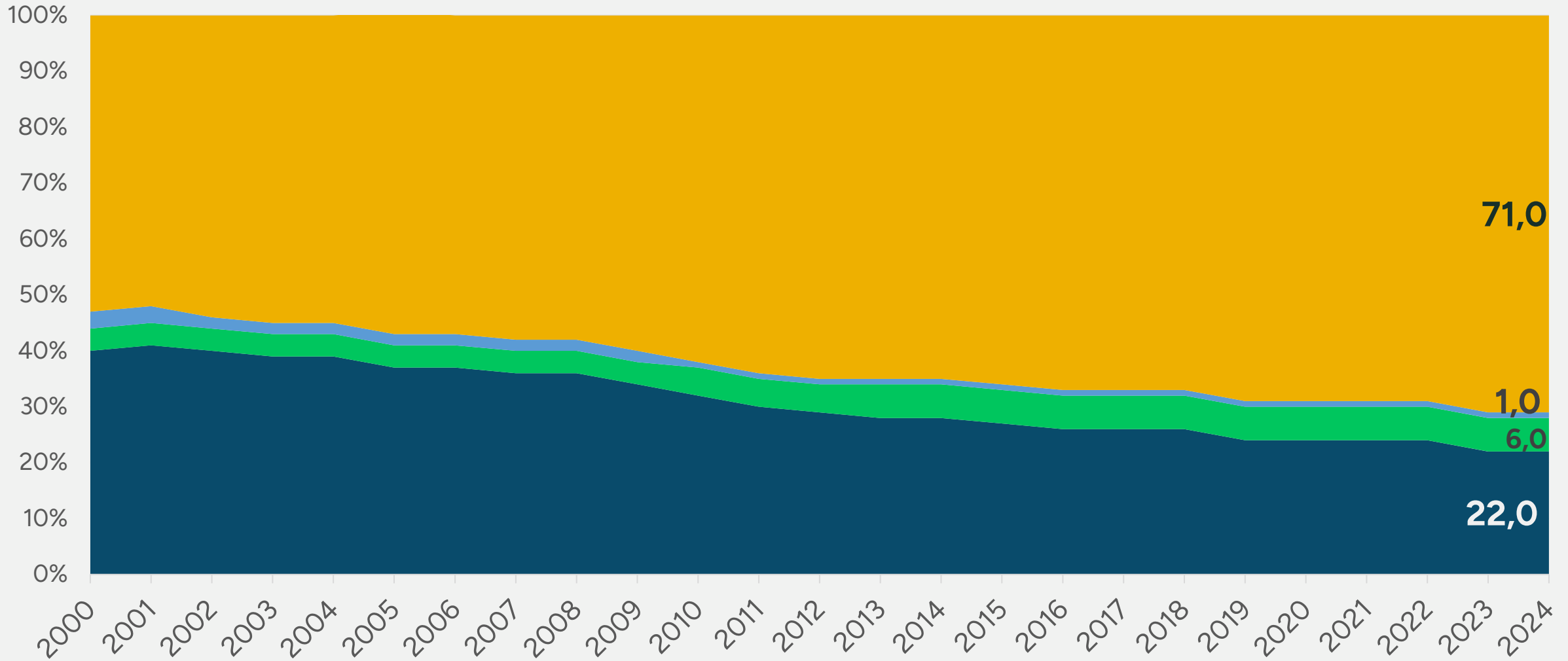
ALGODÃO – Importações pela China (Mil Tons)

■ Cota OMC (1% tariff) ■ Cota Adicional — Volume Real Importado



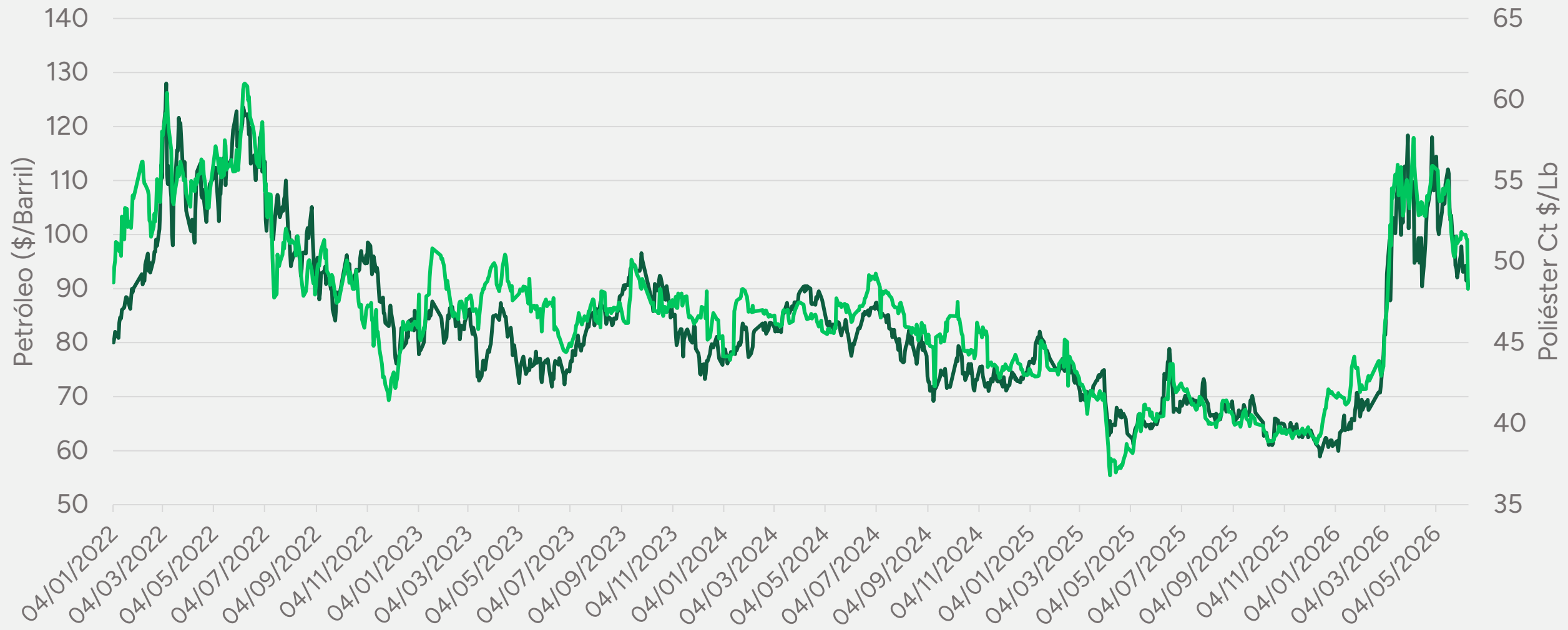
ALGODÃO – Consumo de Fibras (%)

■ Algodão ■ Celulose ■ Lã ■ Sintético

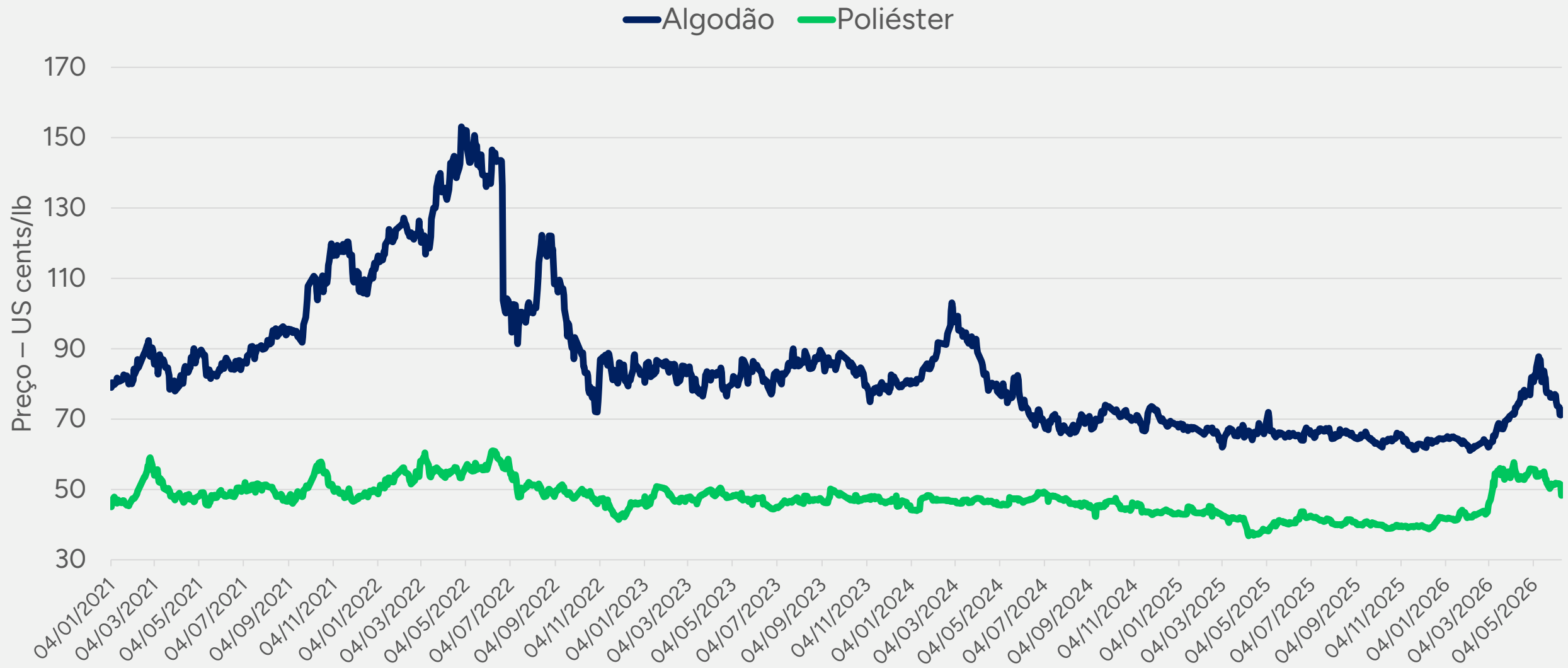


ALGODÃO – Preço Petróleo X Poliéster

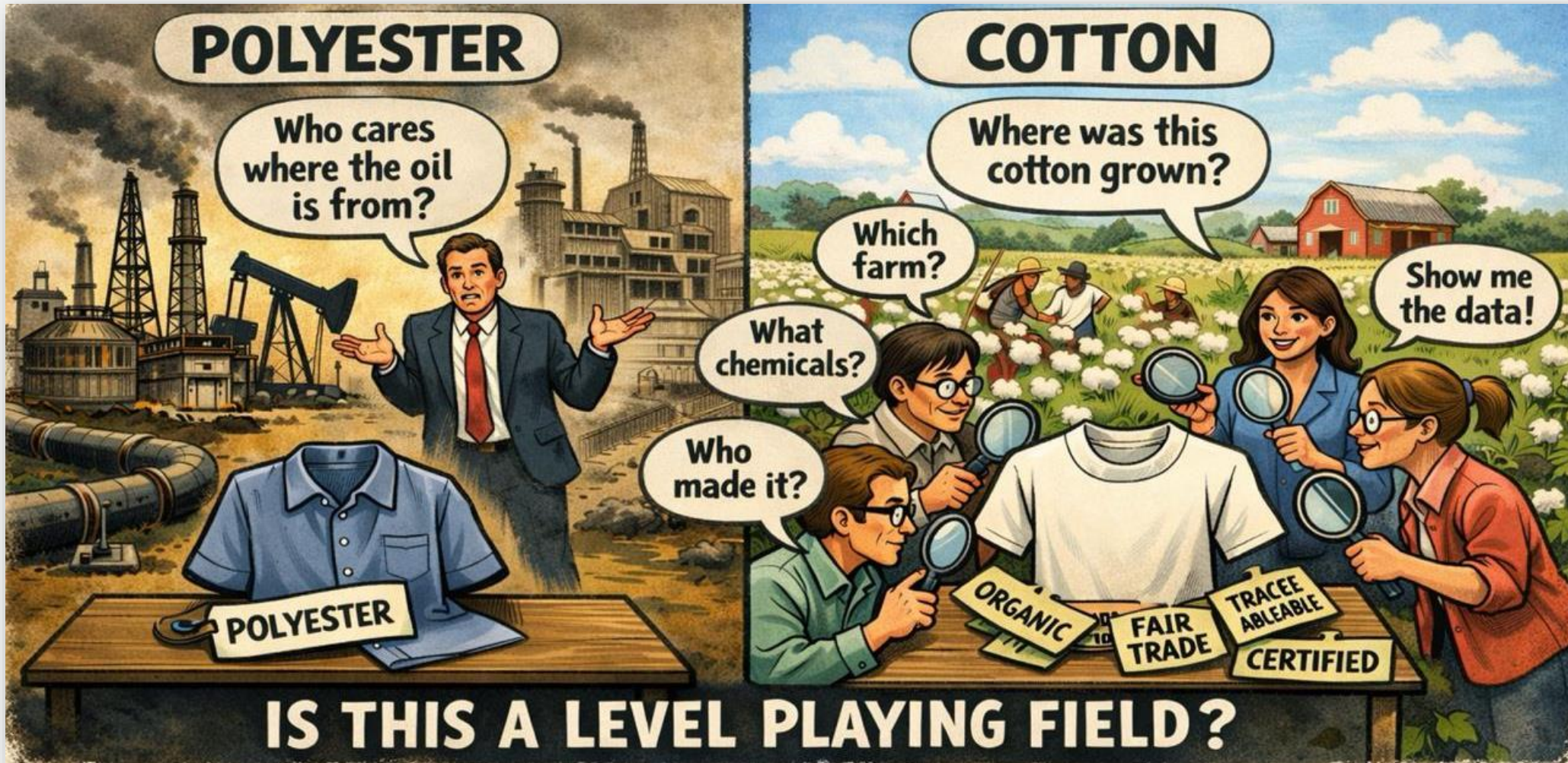
— Petróleo Brent — Poliéster



ALGODÃO – Preço Algodão X Poliéster



Poliéster X Algodão





ALGODÃO

Classificação e
Rastreabilidade como
estratégia de mercado

Farm
Day²⁰₂₆

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Cultivar & Evoluir



Classificação do Algodão

AMOSTRAGEM
2 amostras por fardo

SALAS DE CLASSIFICAÇÃO

Fazendas Pamplona (GO), Panorama (BA) e
Paiguás (MT)



Tipo visual e
contaminantes

LABORATÓRIOS DE HVI

AGOPA | ABAPA | AMPASUL



Comprimento,
Resistência,
micronaire e
outras
características

Formação de Lotes

Sistema próprio e inovador

Dados

- **Classificação visual**
Cor, brilho, nível de impurezas e contaminantes.
- **Resultados HVI**
Características intrínsecas são testadas em laboratórios certificados.

Software SLC

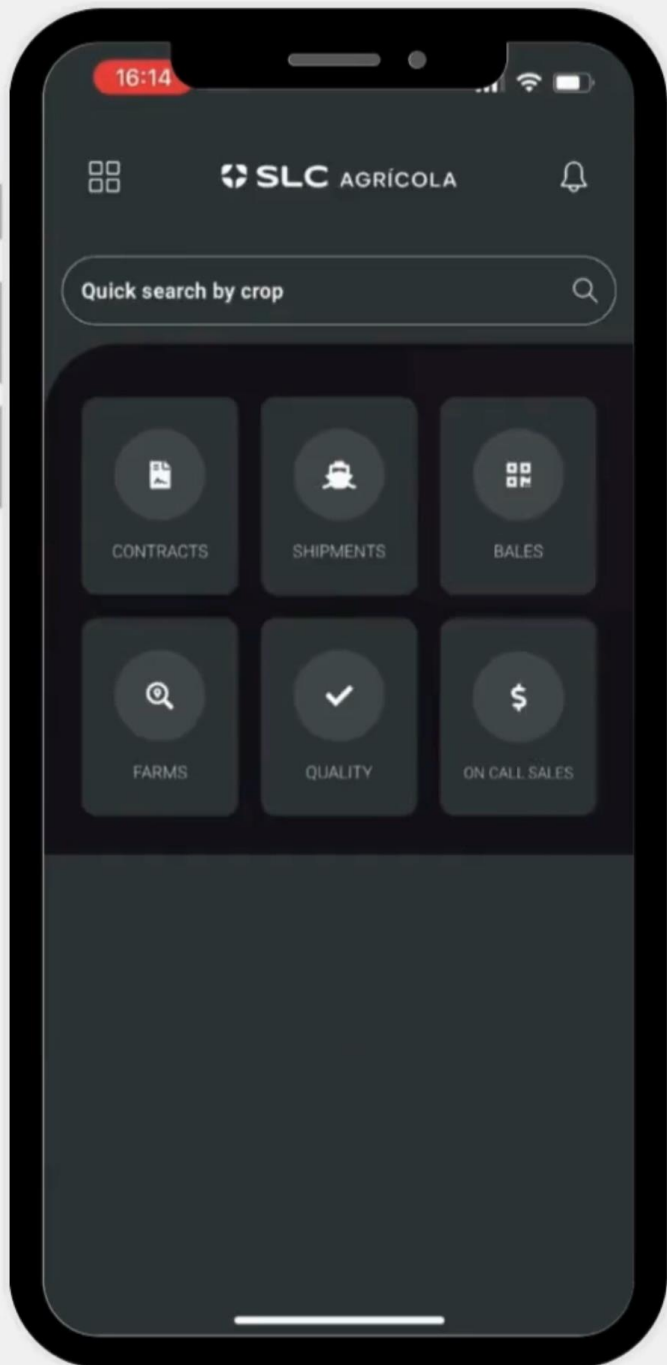
Cruzamento de dados e criação de lotes uniformes.




Formação dos lotes nas fazendas



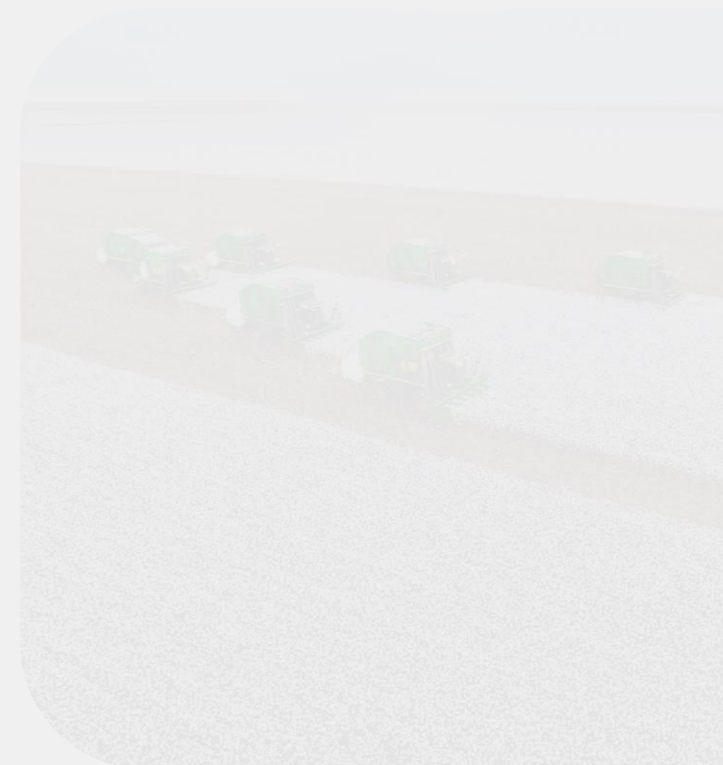
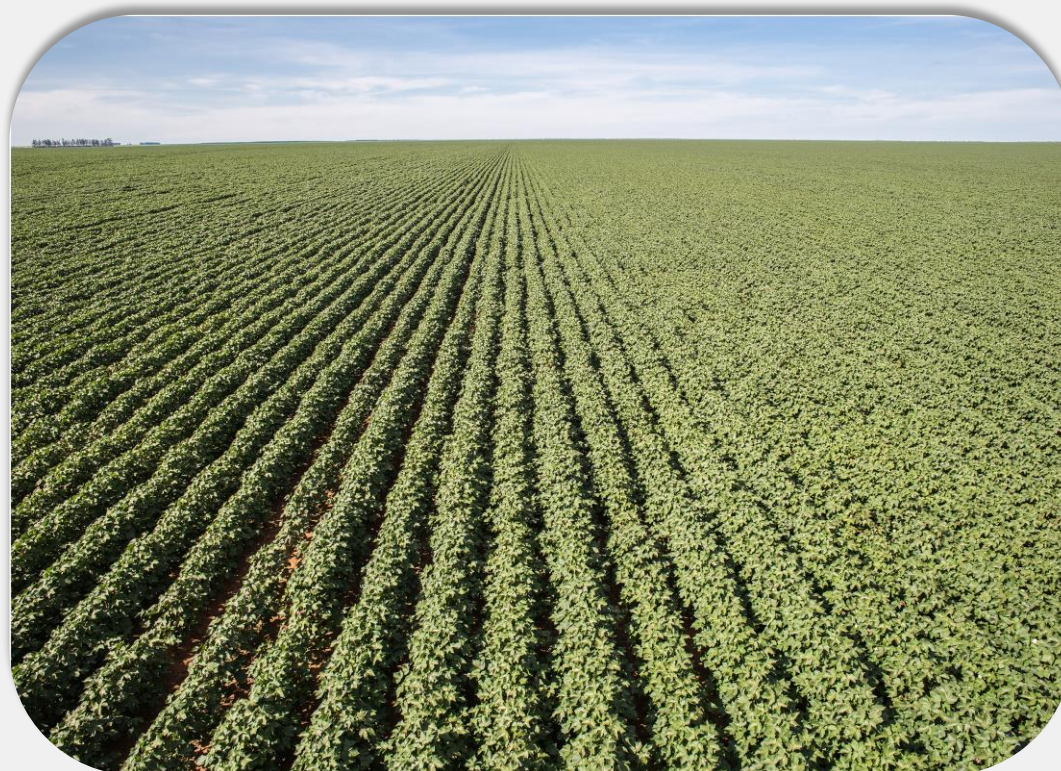
Lotes uniformes **prontos para o envio**



Foco no Cliente

- **Conhecimento** de cada cliente (**base de dados**)
- Lote certo para o cliente certo (sistema de BI) **AGRO** 
- Envio de lotes **homogêneos** em cada embarque
- Total **transparência** com dados de qualidade e embarque (Portal & Cotton App)

Rastreabilidade: Do campo ao cliente



LAVOURA

Rastreabilidade: Do campo ao cliente



COLHEITA

Rastreabilidade: Do campo ao cliente



BENEFICIAMENTO

Rastreabilidade: Do campo ao cliente



FARDO

Rastreabilidade: Do campo ao cliente



CARREGAMENTO

Rastreabilidade: Do campo ao cliente



ESTUFAGEM

**Todo fardo de algodão embarcado
para nossos clientes possui
rastreadabilidade total desde a lavoura**



Certificações



BENEFÍCIOS

- Acesso aos mercados mais exigentes;
- Maior liquidez nas vendas;
- Valor adicional para o produto;
- Credibilidade ao algodão brasileiro.

Certificações: Rastreabilidade

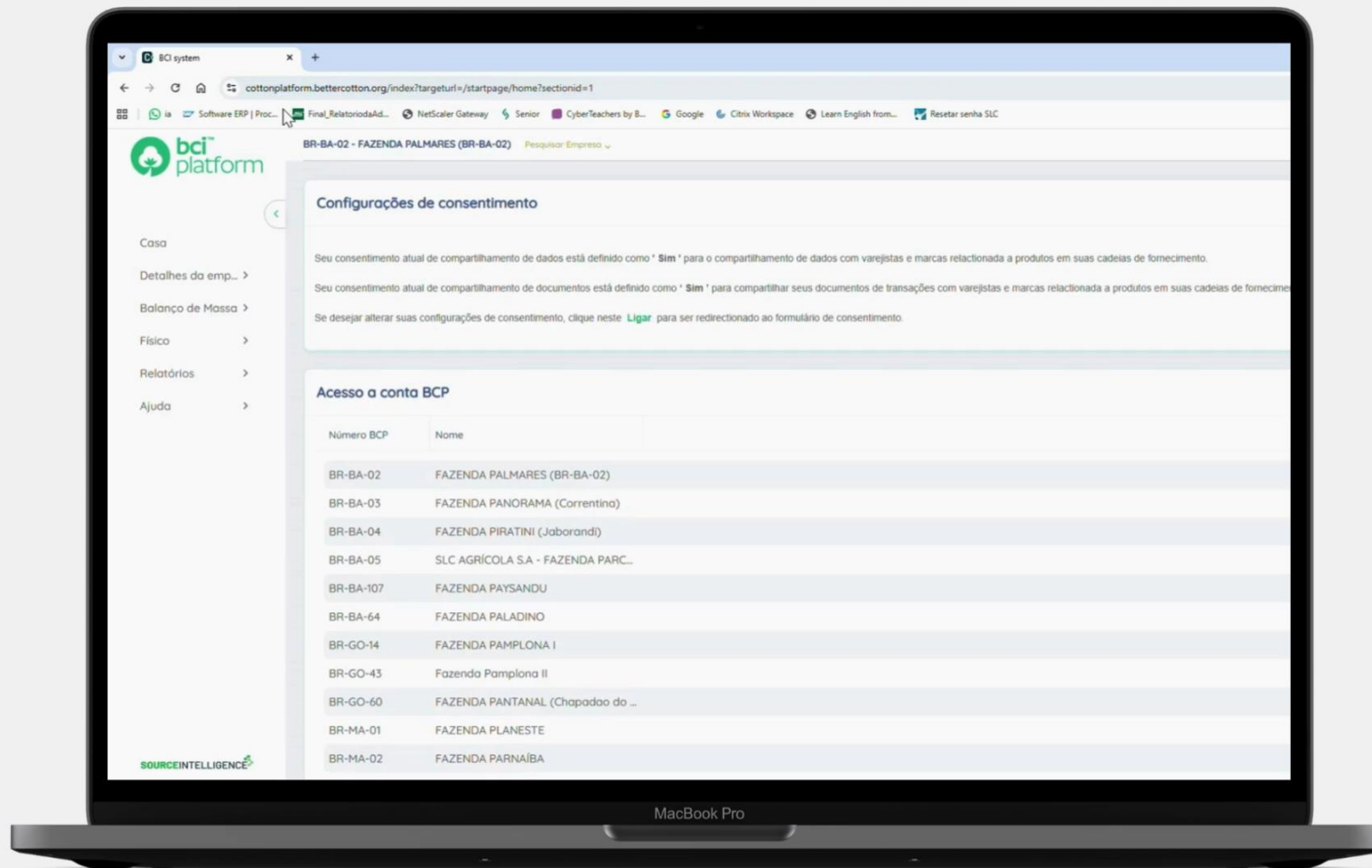


ALGODÃO BRASILEIRO RESPONSÁVEL
RESPONSIBLE BRAZILIAN COTTON



Dados disponíveis para 100% dos fardos, através de consulta do **Código de Barras** ou **QR Code**.

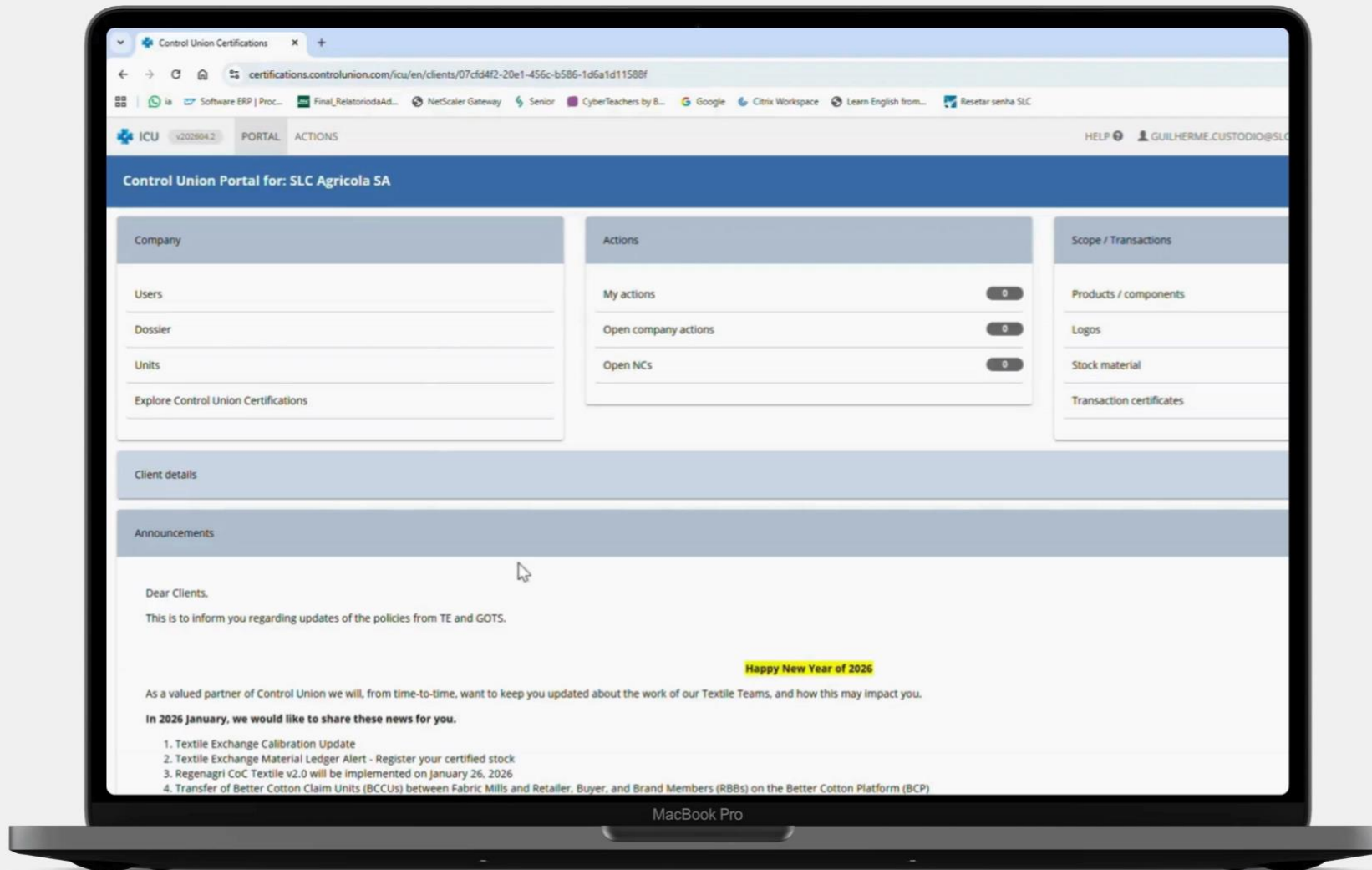
Certificações: Rastreabilidade



Dois sistemas disponíveis:

- Balanço de Massa
- Físico (nível país)

Certificações: Rastreabilidade



- Cadeia de Custódia (nível container/BL)

Matriz de Competividade Global

1

O Brasil consolidou-se como um fornecedor global de commodities **reconhecido por sua confiabilidade e estabilidade.**

2

A demanda por soja e milho segue **crescente**, impulsionada pelo **avanço dos biocombustíveis.**

3

O consumo de **milho** no Brasil segue em **expansão**, sustentado pela **produção de etanol** e pela **cadeia de proteína animal.**

4

A alta do petróleo tem resultado em **aumento de preços das commodities**, com destaque para a transição energética (biocombustíveis) e poliéster.





Obrigado!

Roberto Acauan

Diretor de Vendas e
Novos Negócios

Farm
Day 20
26



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Cultivar & Evoluir





Farm
Day 20
26

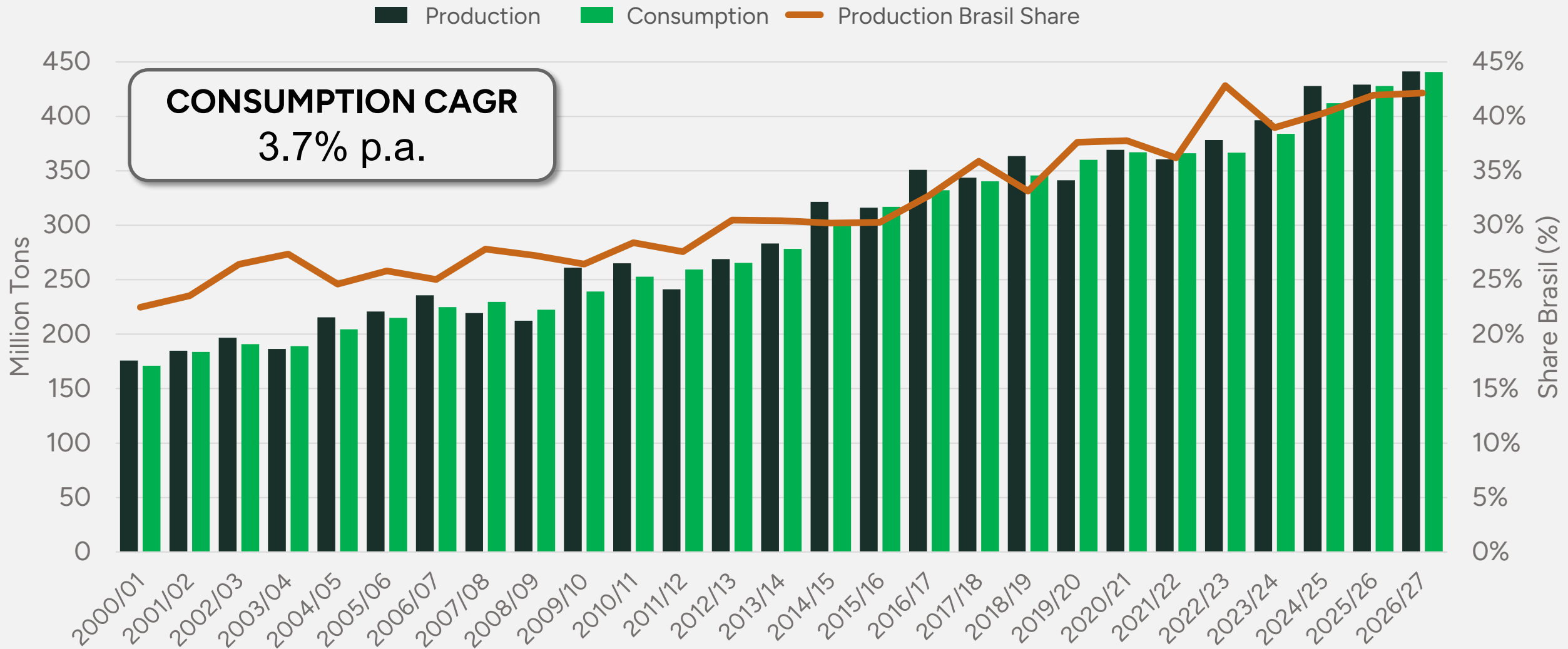
Commodity Market and Traceability

Roberto Acauan - Chief Sales and New Business Officer

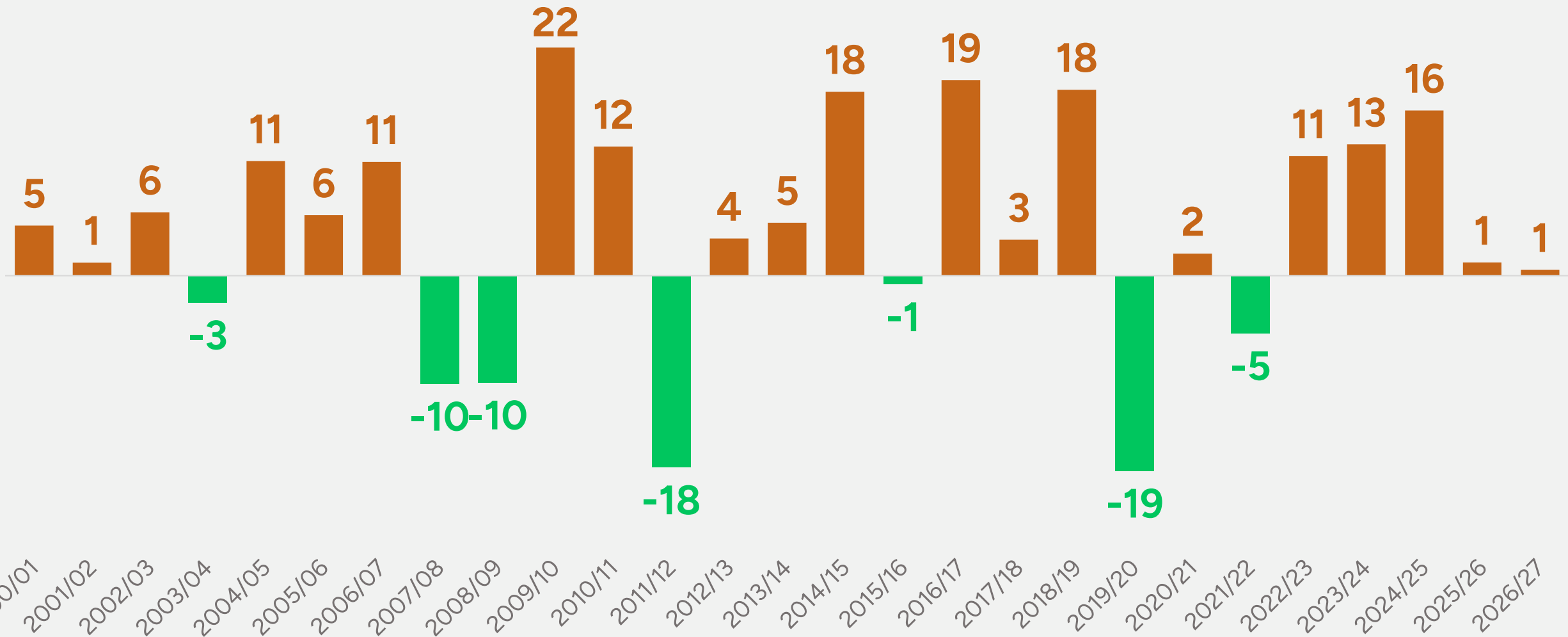
 **SLC** AGRÍCOLA
Cultivate & Evolve



SOYBEAN - World Production and Consumption

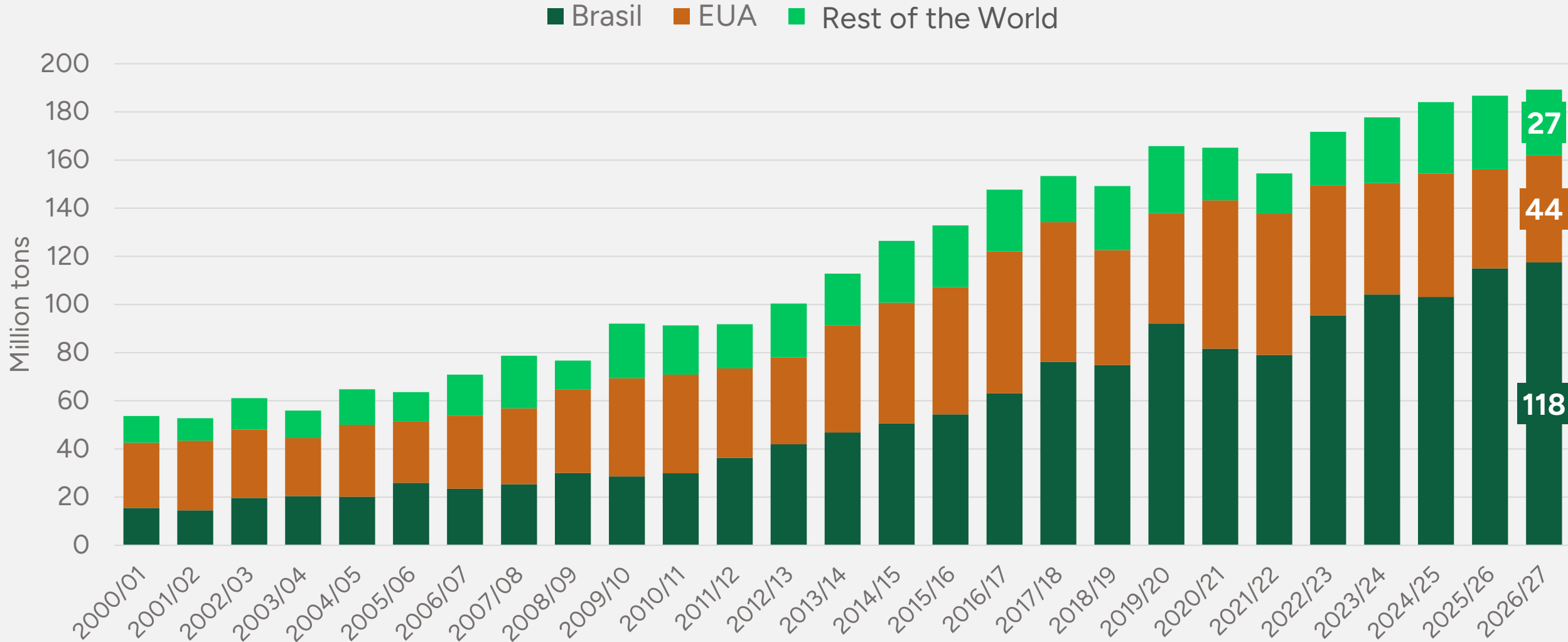


SOYBEAN - Global Balance (M tons)

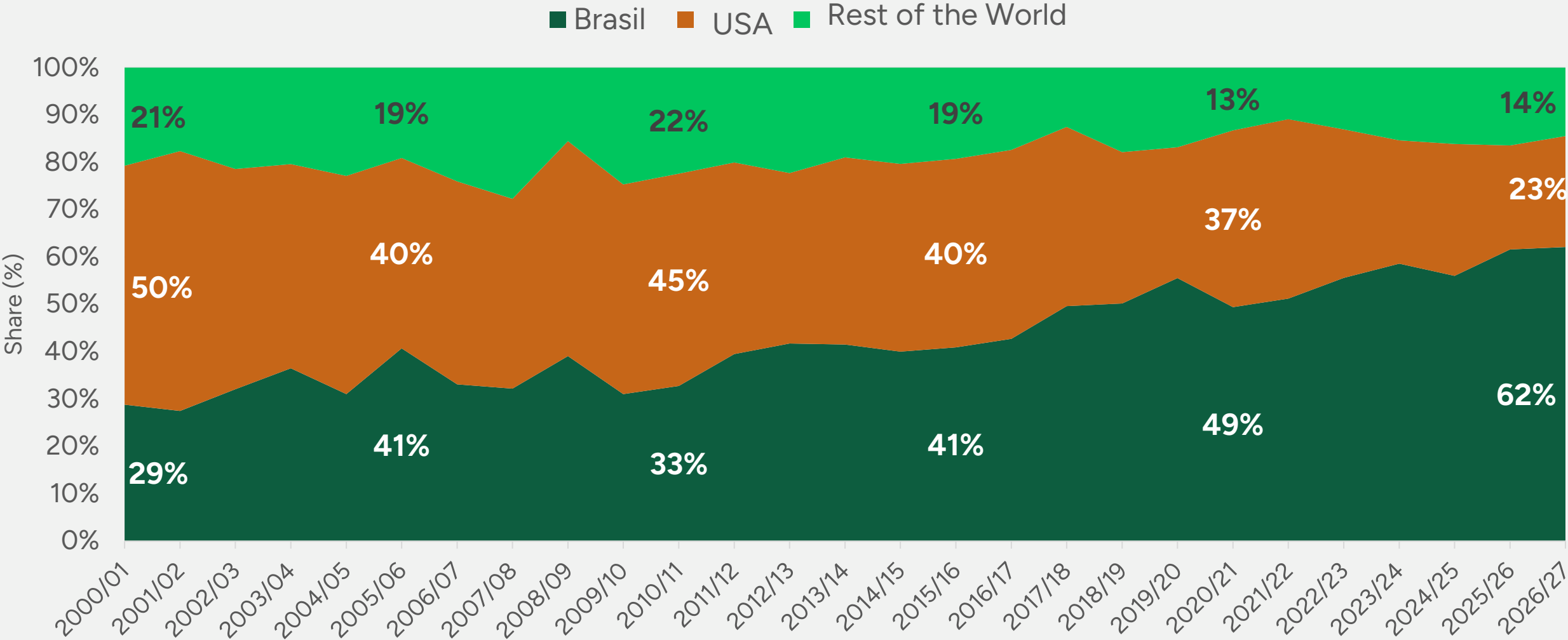


Source: USDA

SOYBEAN - Global Exports (M Tons)

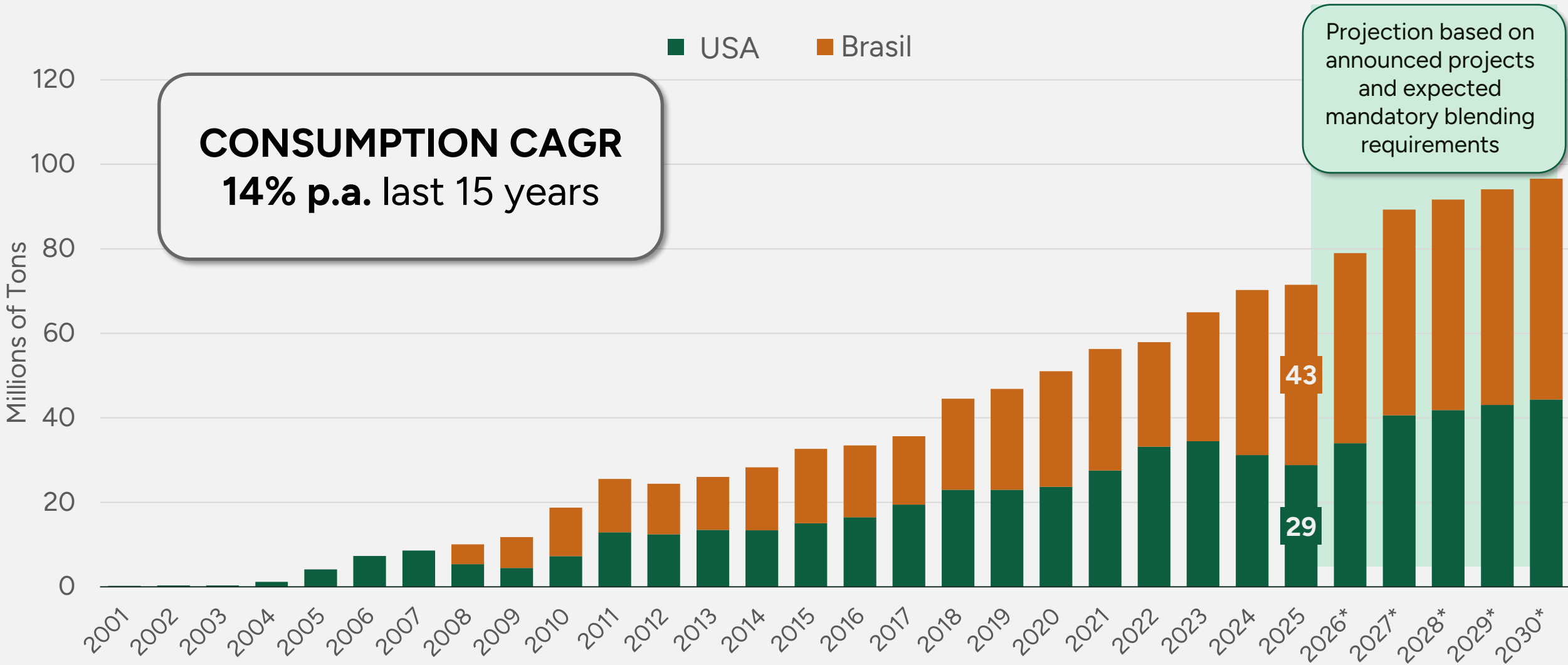


SOYBEAN - Global Exports (share %)



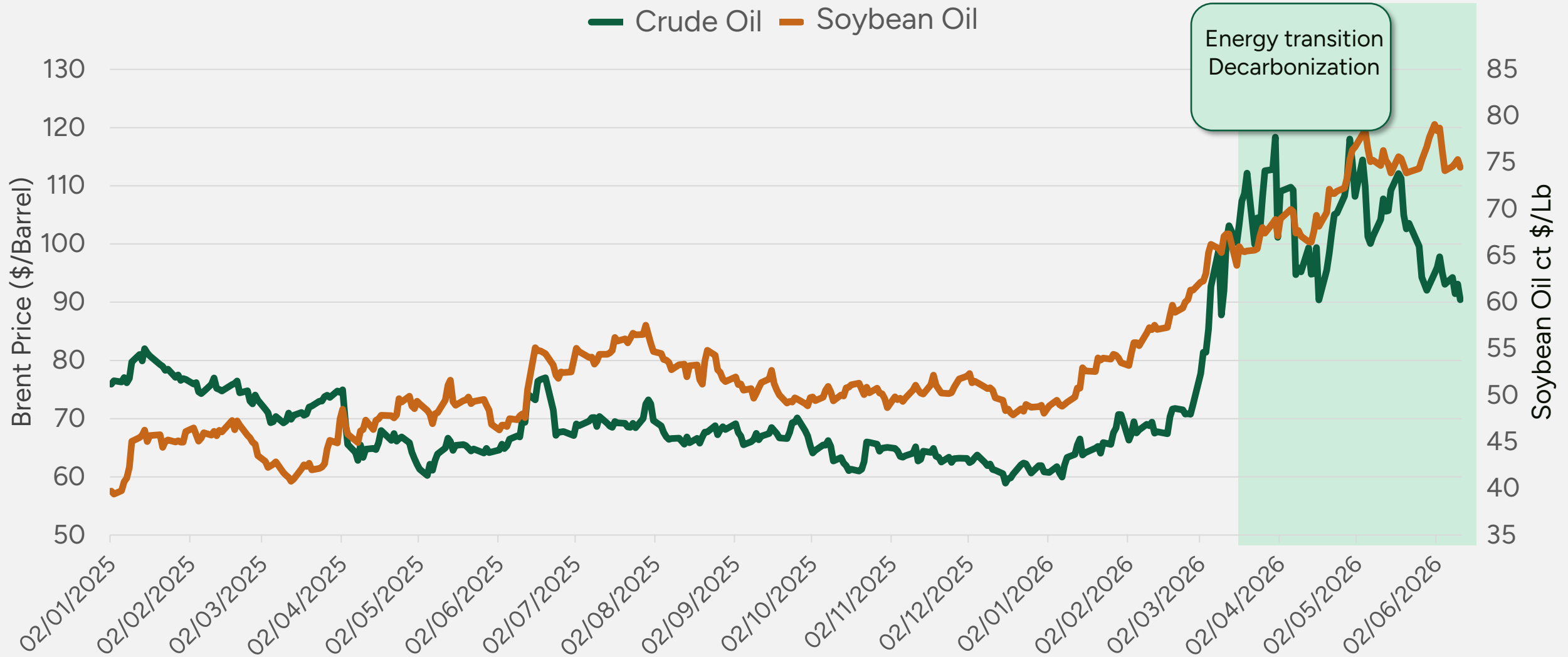
Source: USDA

SOYBEAN - Main Producers of Biofuels (share %)



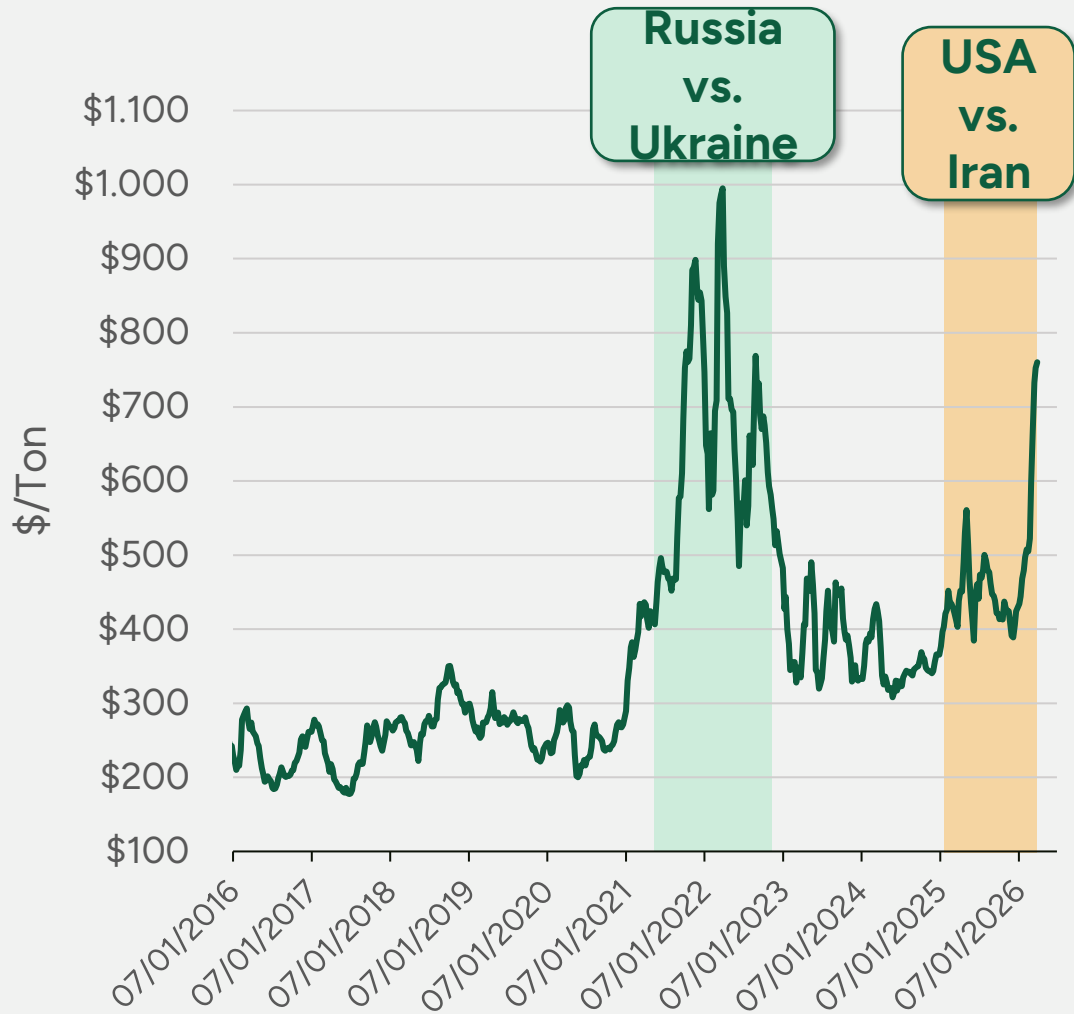
Source: USDA, ABIOVE

SOYBEAN - Soybean Oil and Energy Price

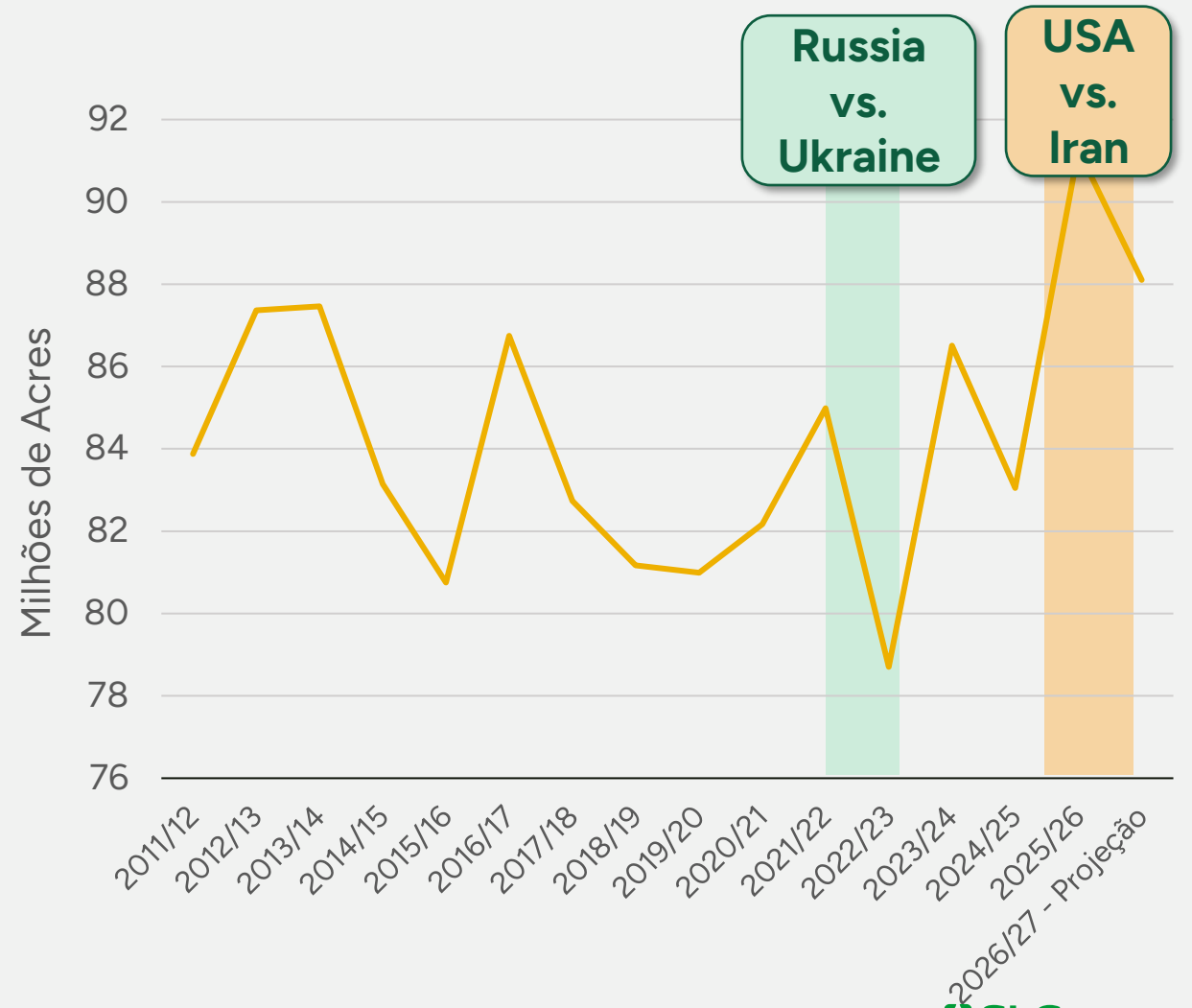


CORN – Fertilizers and Decision – Making in US

Urea – Prices United States



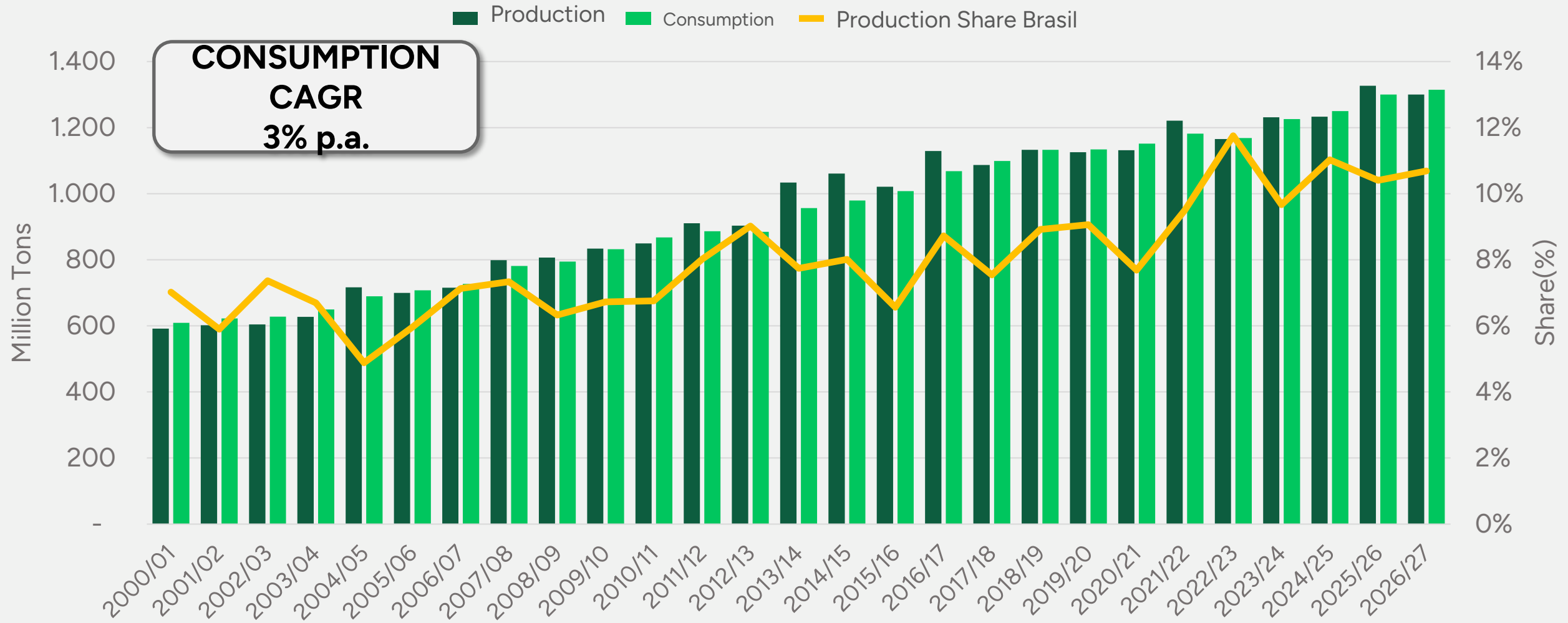
USA - Area of Corn



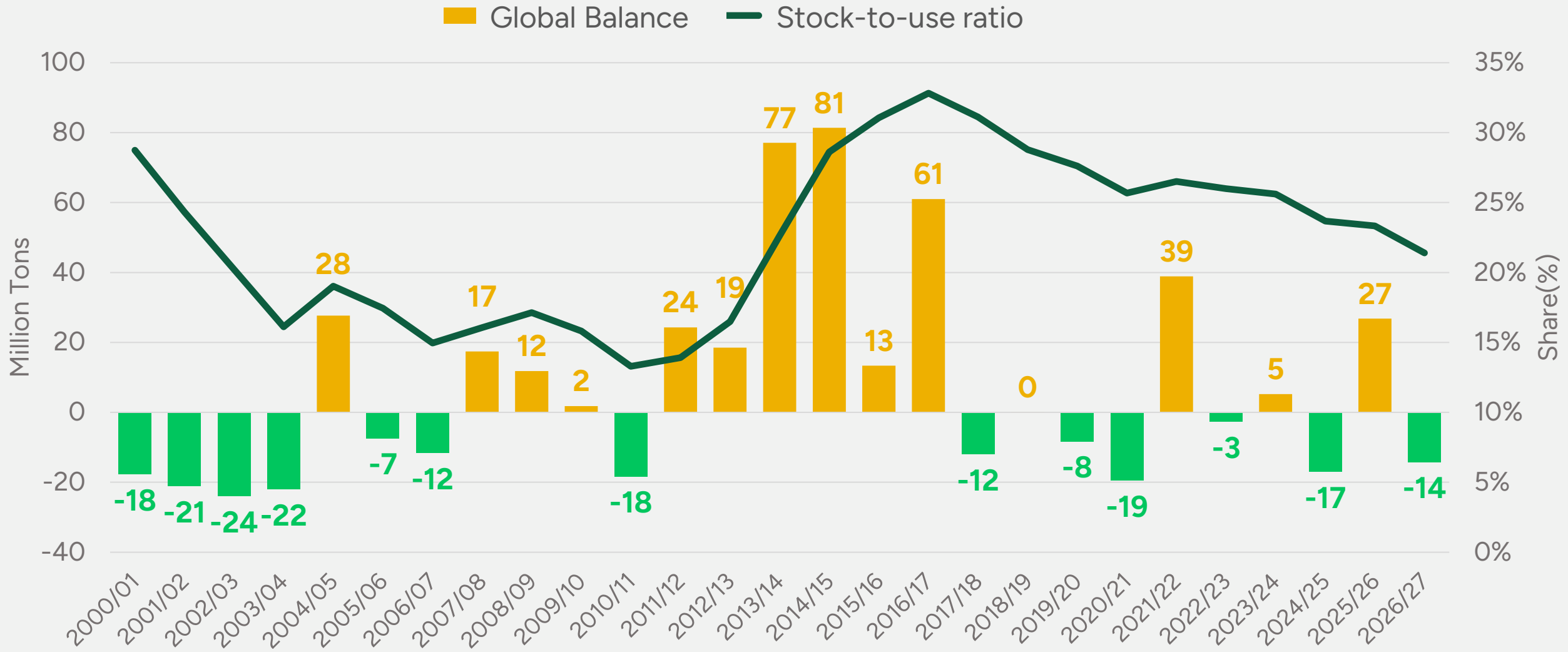
Source: USDA

CORN - World Production and Consumption

(M ton)

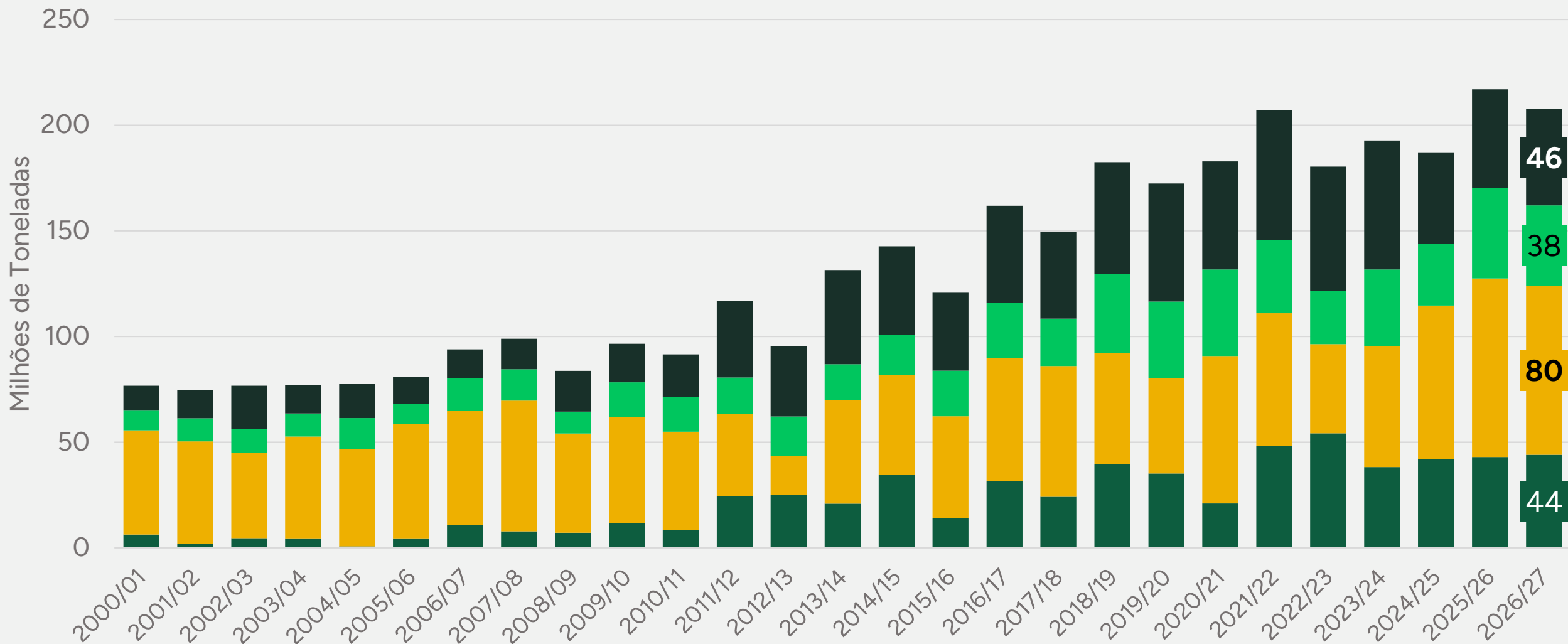


CORN - Global Balance (M ton)



CORN - Global Exports (M ton)

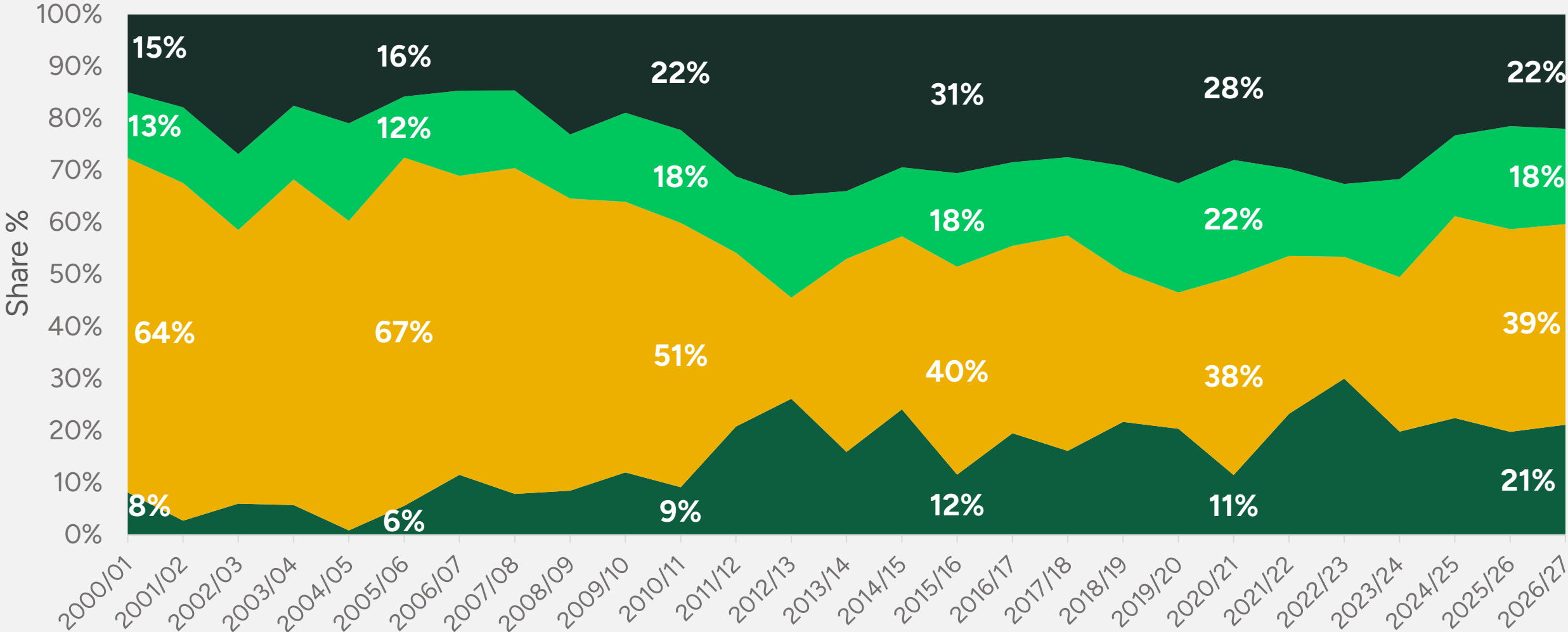
■ Brasil ■ USA ■ Argentina ■ Rest of the World



Source: ANP, USDA

CORN - Global Exports (Share by country)

■ Brasil ■ USA ■ Argentina ■ Rest of the World

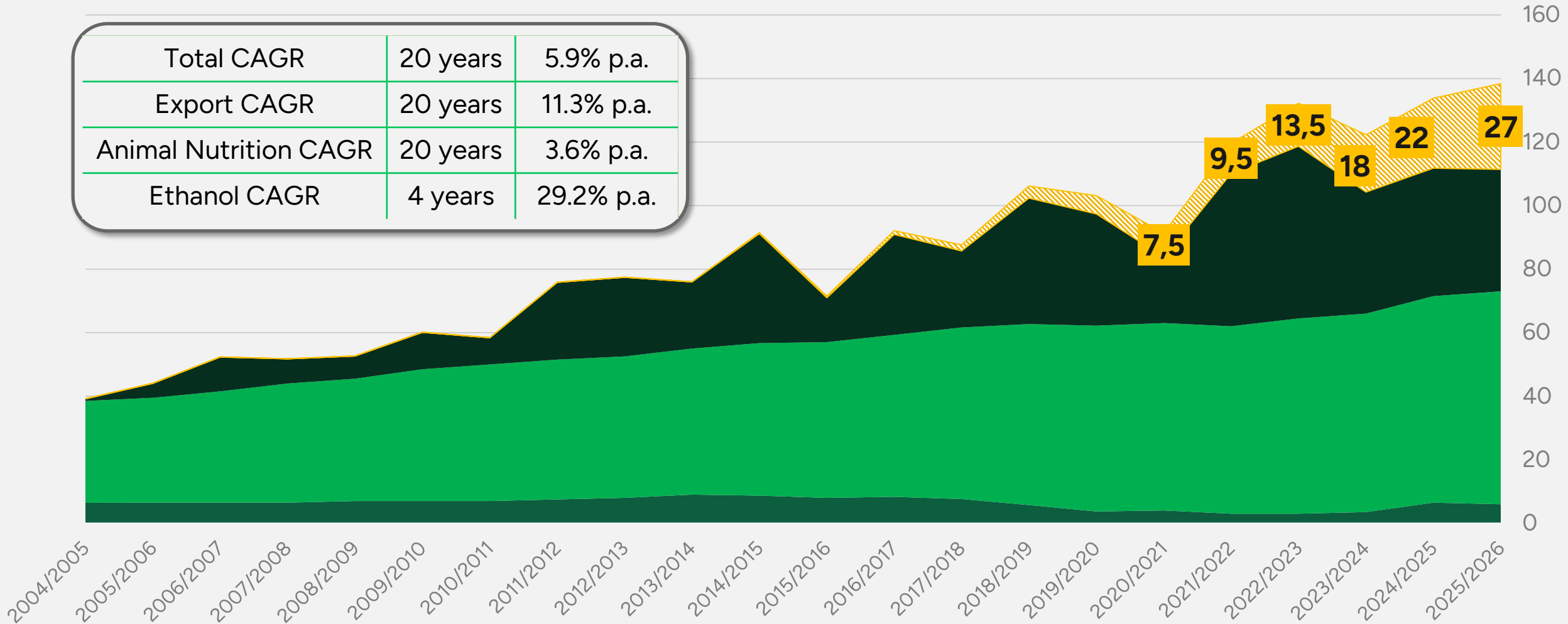


Source: ANP, USDA

CORN - Consumption Types Brazil (M Tons)

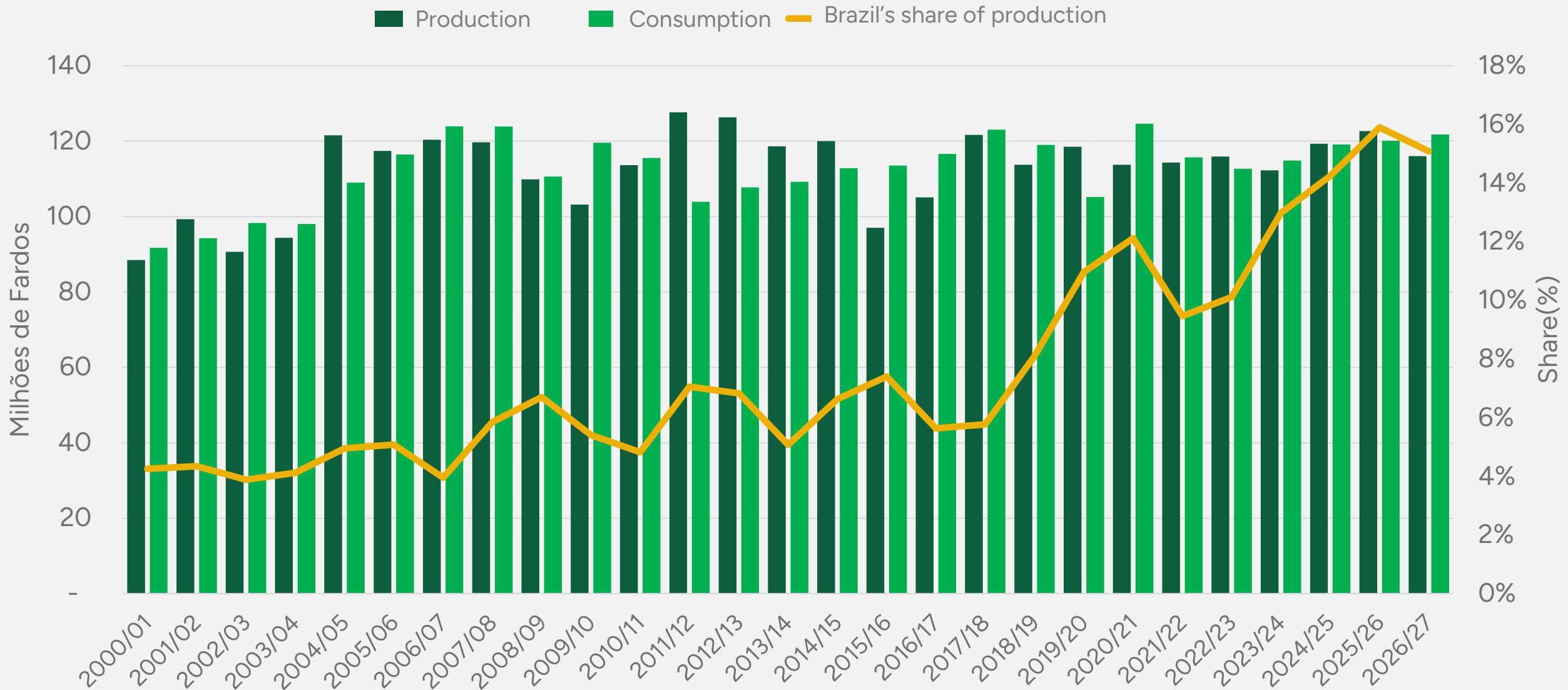
■ Other uses
 ■ Animal Nutrition
 ■ Exports
 ▨ Ethanol Production

Total CAGR	20 years	5.9% p.a.
Export CAGR	20 years	11.3% p.a.
Animal Nutrition CAGR	20 years	3.6% p.a.
Ethanol CAGR	4 years	29.2% p.a.



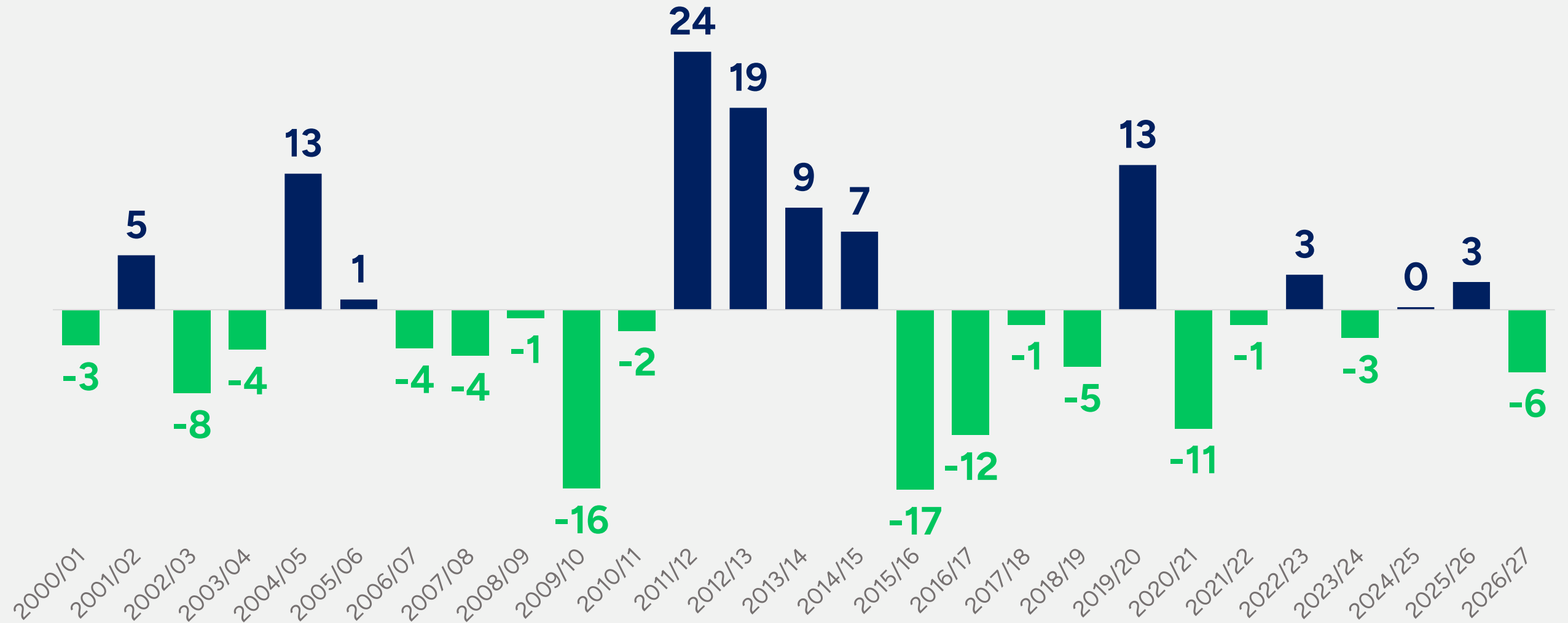
Source: ANP, USDA

COTTON - World Production and Consumption (M bales)



Source: USDA

COTTON - Global Balance (M bales)

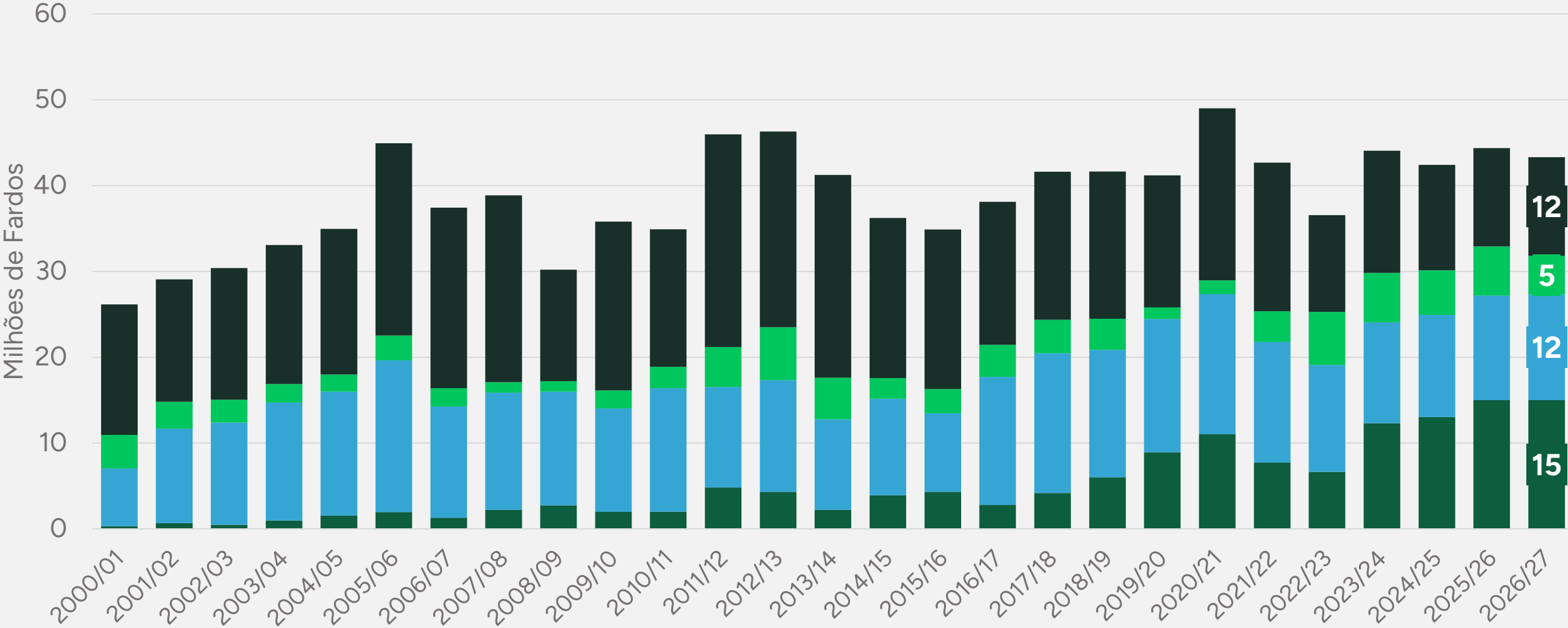


Global Competitiveness Matrix

	Australia	Brazil	China	USA	India	Pakistan	Turkey
Productivity (kg/ha)	1,941	1,892	2,214	920	457	566	1,823
Irrigated Area (%)	91%	9%	87%	30%	35%	96%	95%
Subsidies (US\$ Millions)			\$1,500	\$1,065	\$2,010		\$153

COTTON - Global Exports (M bales)

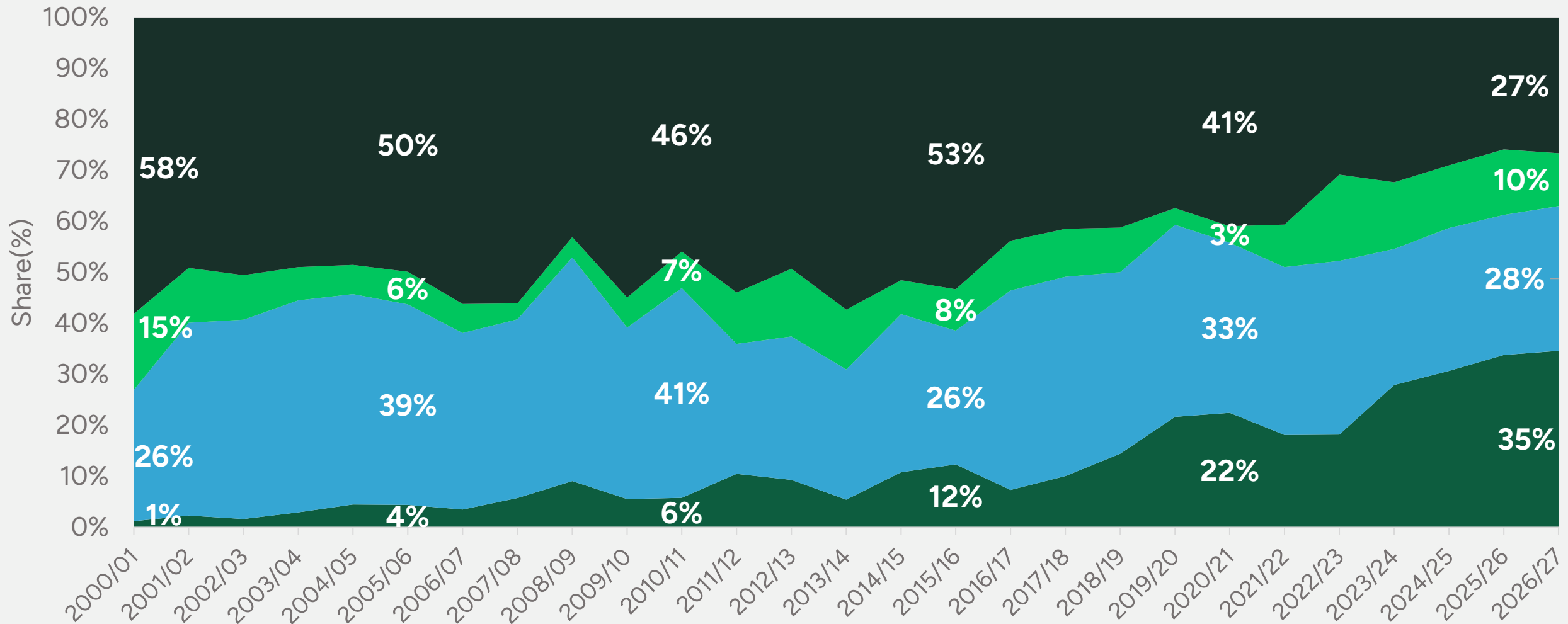
■ Brasil ■ USA ■ Austrália ■ Rest of the World



Source: USDA

COTTON - Global Exports (Share %)

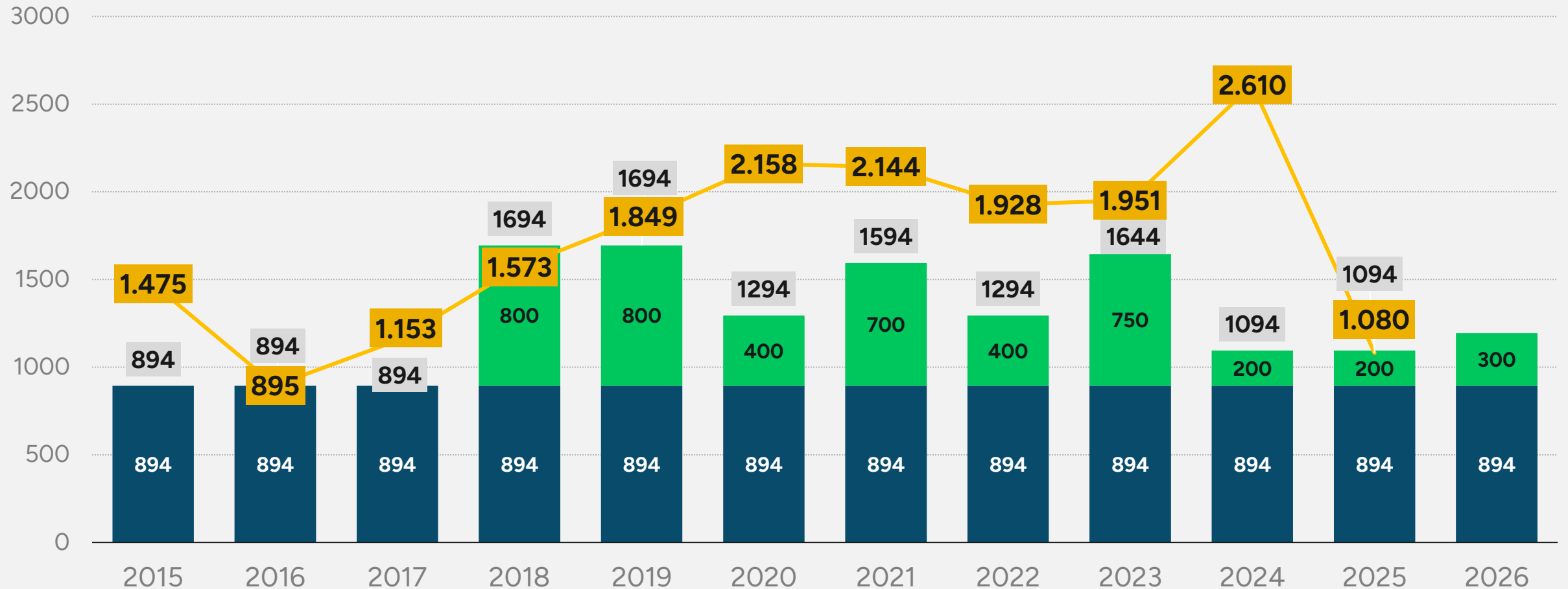
■ Brasil ■ EUA ■ Austrália ■ Rest of the World



Source: USDA

COTTON – Imports by China (Thousand Tons)

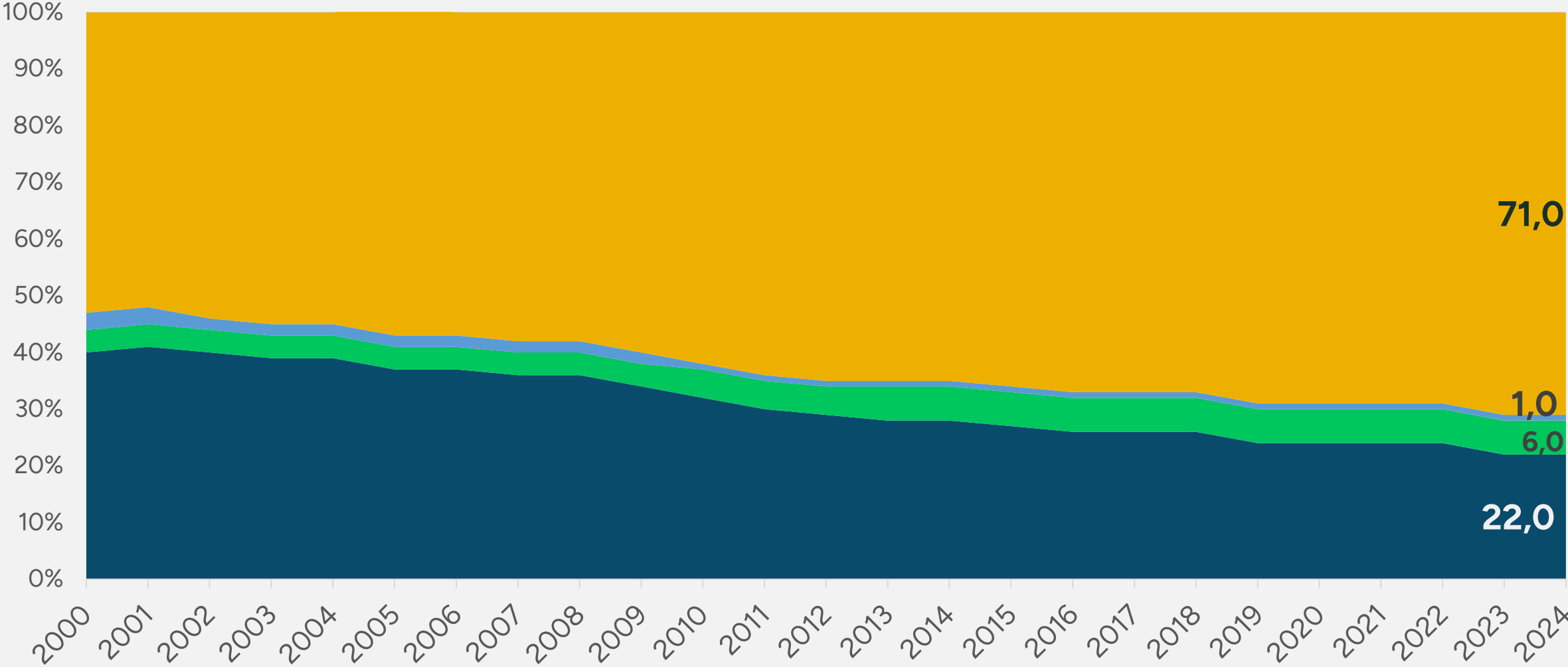
■ Quota OMC (1% tariff) ■ Adittional Quota — Actual imported volume



Source: USDA

COTTON – Fiber Consumption (%)

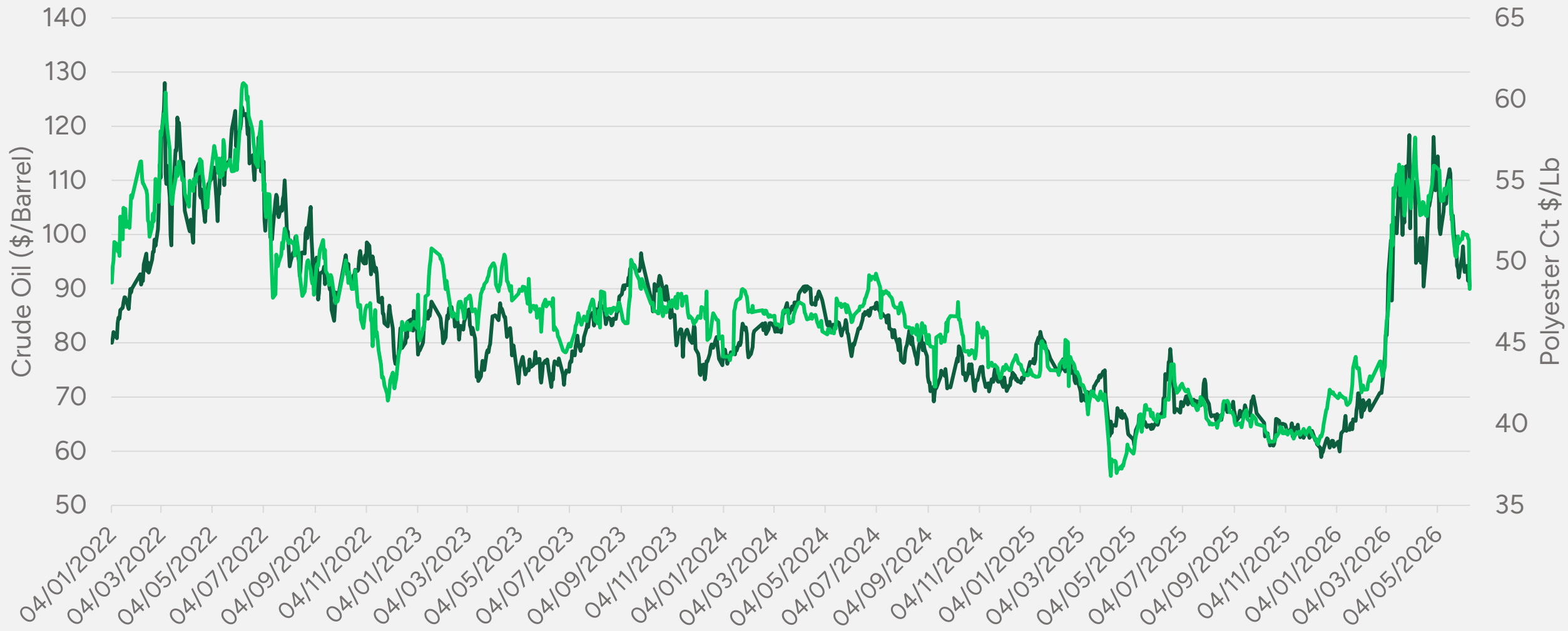
■ Cotton ■ Cellulose ■ Wool ■ Synthetic fibers



Source: ICAC

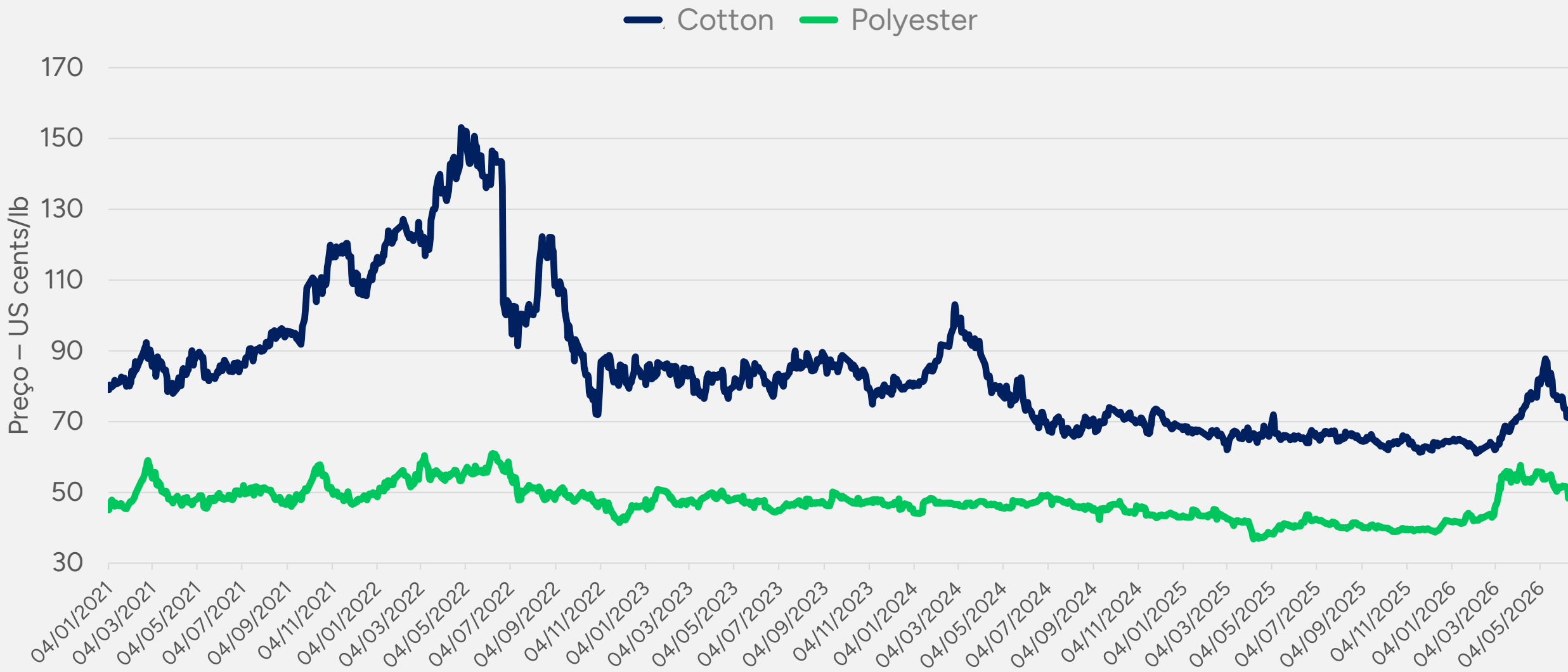
COTTON – Oil Price vs. Polyester

— Crude Oil — Polyester



Source: Bloomberg

COTTON – Cotton Price vs. Polyester



Source: Bloomberg

Polyester vs. Cotton





COTTON

Classification and
Traceability as a
market strategy

Farm
Day²⁰₂₆

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Cultivate & Evolve



Cotton Classification

SAMPLING
2 samples per bale

CLASSIFICATION ROOMS

Farms: Pamplona (GO), Panorama (BA) and
Paiguás (MT)



Visual type and
contaminants

HVI LABORATORIES

AGOPA | ABAPA | AMPASUL



Length,
Strength,
micronaire and
other
characteristics

Lot Formation

Proprietary and innovative system

Data

- **Visual classification**
Color, brightness, level of impurities and contaminants.
- **HVI Results** Intrinsic characteristics are tested in certified laboratories.

SLC Software

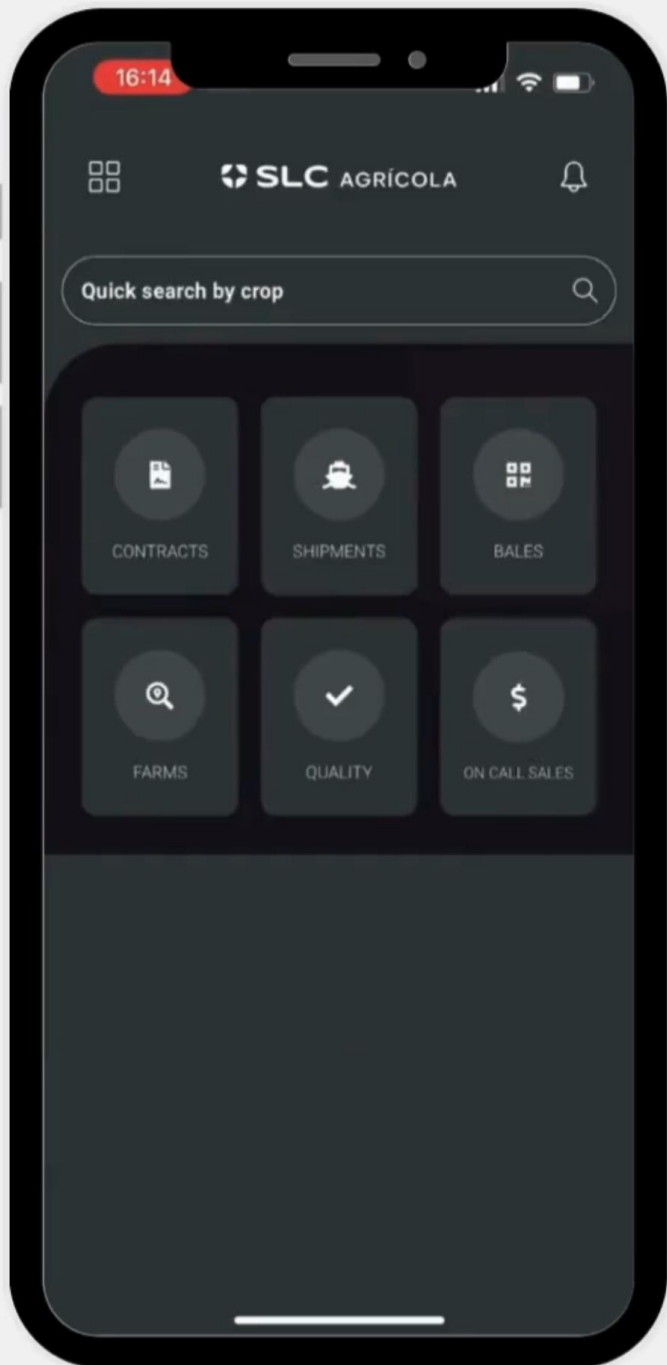
Cross-referencing of data and creation of uniform lots.




Formation of lots on the farms



Uniform lots ready for shipment

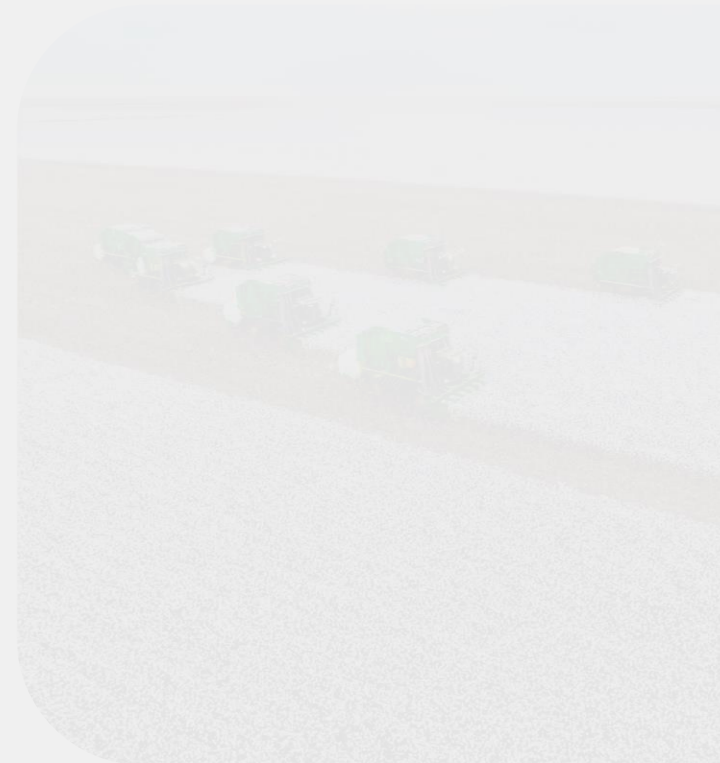
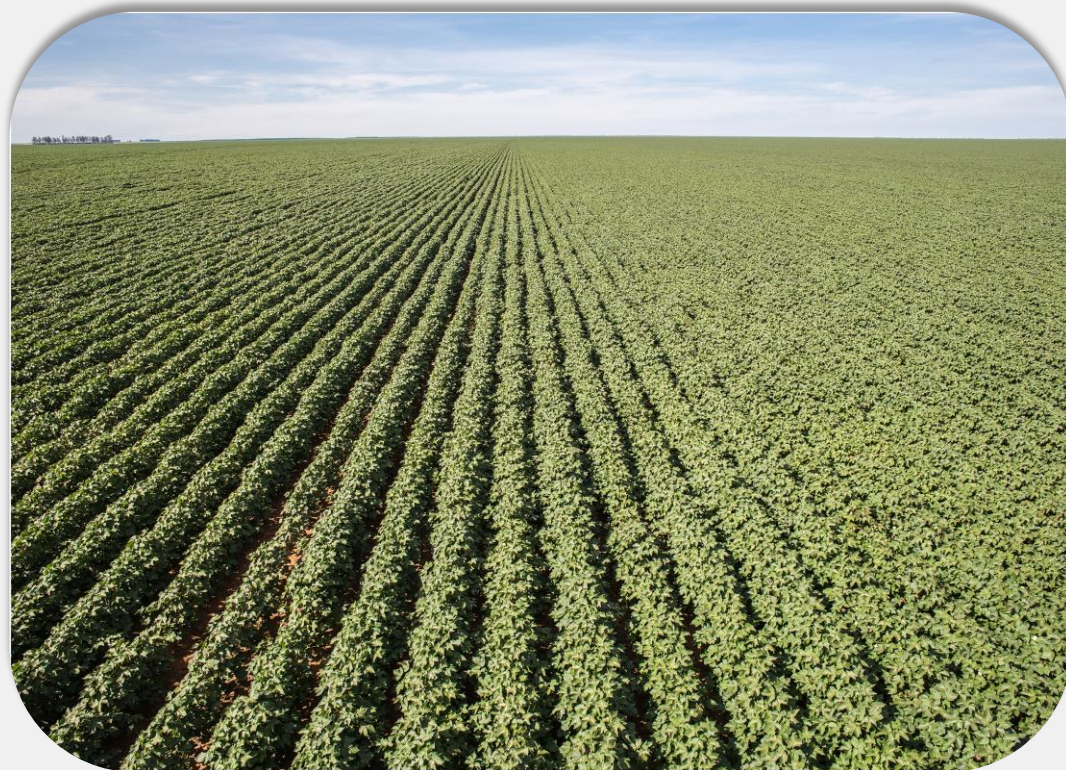


Customer Focus

- **Knowledge** of each customer (**database**)
- The right lot for the right customer (BI system) **AGRO** 
-
- Shipment of **homogeneous lots** in each shipment

- Full **transparency** with quality and shipment data (Portal & Cotton App)

Traceability: From field to customer



CROP

Traceability: From field to customer



HARVEST



Traceability: From field to customer



GINNING

Traceability: From field to customer



BALE

Traceability: From field to customer



LOADING

Traceability: From field to customer



STUFFING

Every bale of cotton shipped to our customers has full traceability from the field



Certifications



BENEFITS

- Access to the most demanding markets;
- Greater liquidity in sales;
- Added value for the product;
- Credibility for Brazilian cotton.

Certifications: Traceability

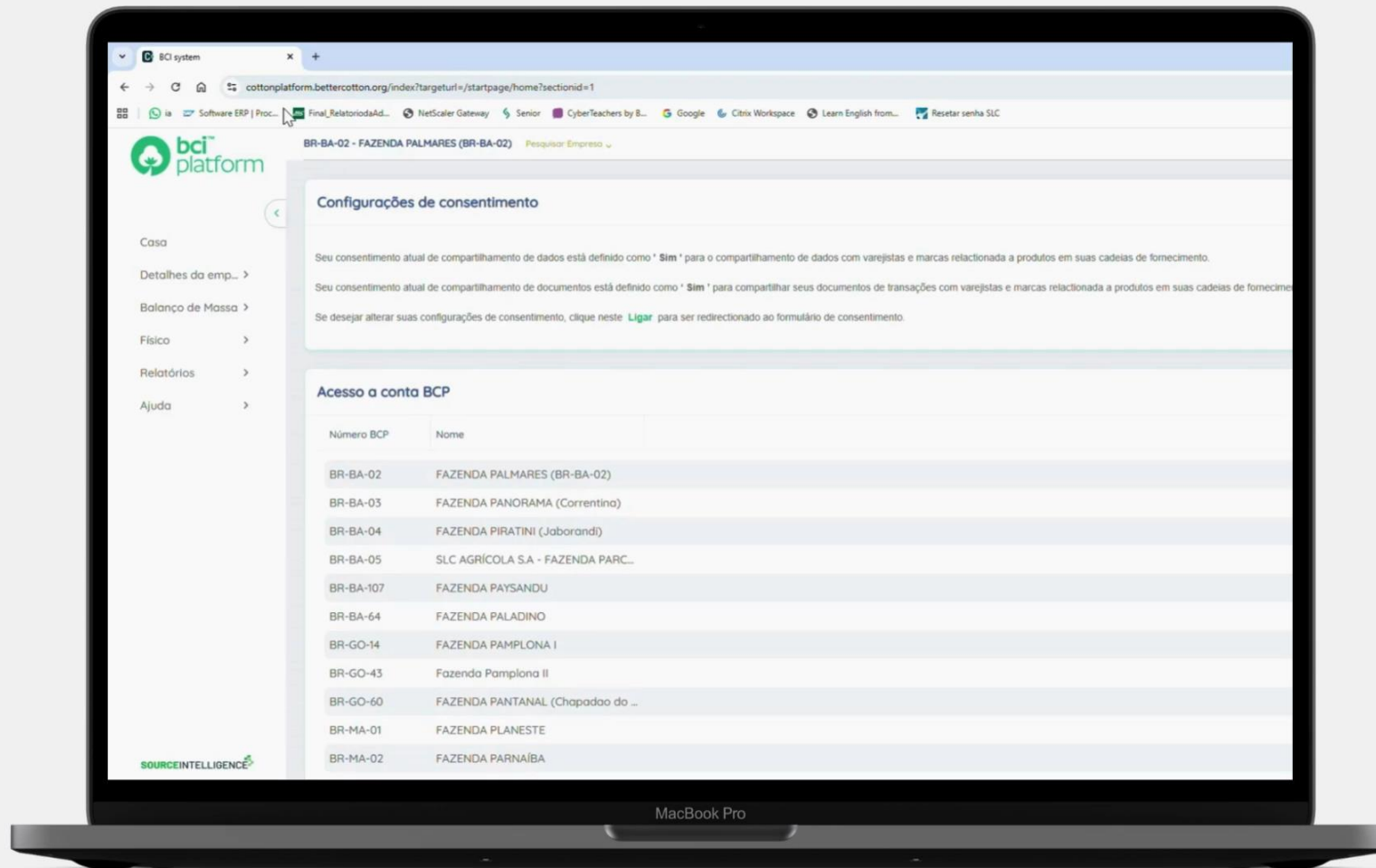


ALGODÃO BRASILEIRO RESPONSÁVEL
RESPONSIBLE BRAZILIAN COTTON



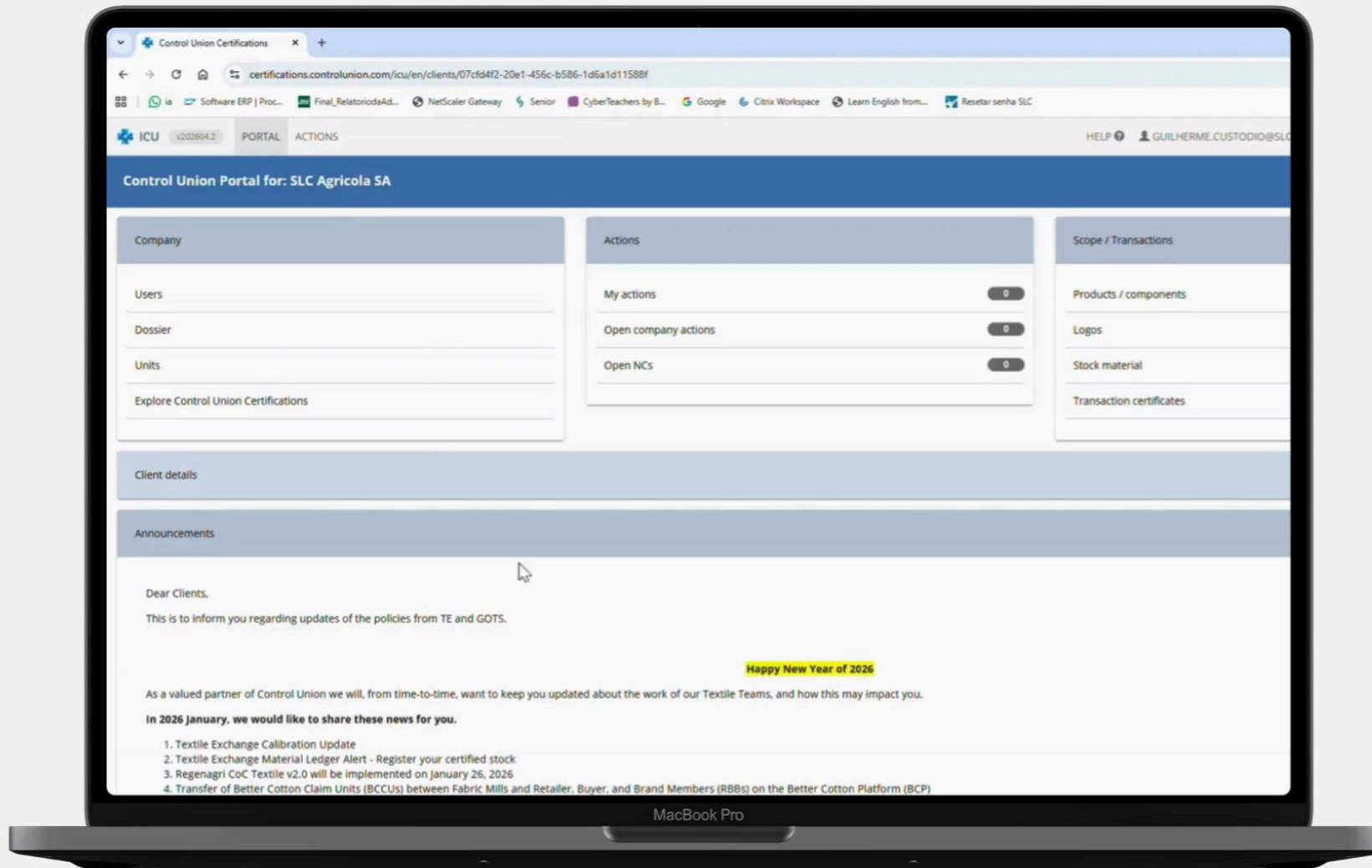
Data available for 100% of bales, through a query of the **Barcode** or **QR Code**.

Certifications: Traceability



- Two systems available:**
- Physical Mass
 - Balance (level country)

Certifications: Traceability



- Chain of Custody (container/BL level)

Global Competitiveness Matrix

1

Brazil has established itself as a global commodity supplier **recognized for its reliability and stability**.

2

Demand for soybeans and corn remains **growing**, driven by the **advance of biofuels**.

3

The consumption of **corn** in Brazil continues to **expand**, sustained by **ethanol production** and the **animal protein chain**.

4

Rising oil prices have resulted in **higher commodity prices**, notably for the energy transition (biofuels) and polyester.





Thank you!

Roberto Acauan

Chief Sales and New Business Officer

Farm20
Day26



 **SLC** AGRÍCOLA
Cultivate & Evolve