



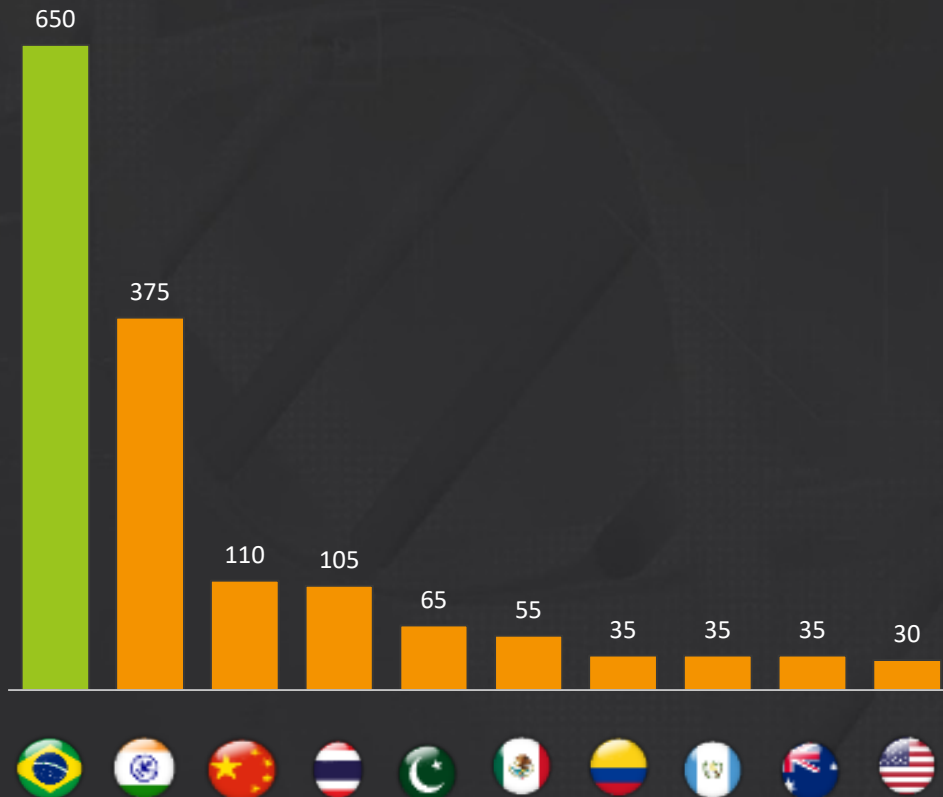
CTC Business Review



Cutting Edge Biotechnology Solutions to Reignite Brazil's Sugar & Ethanol Sector

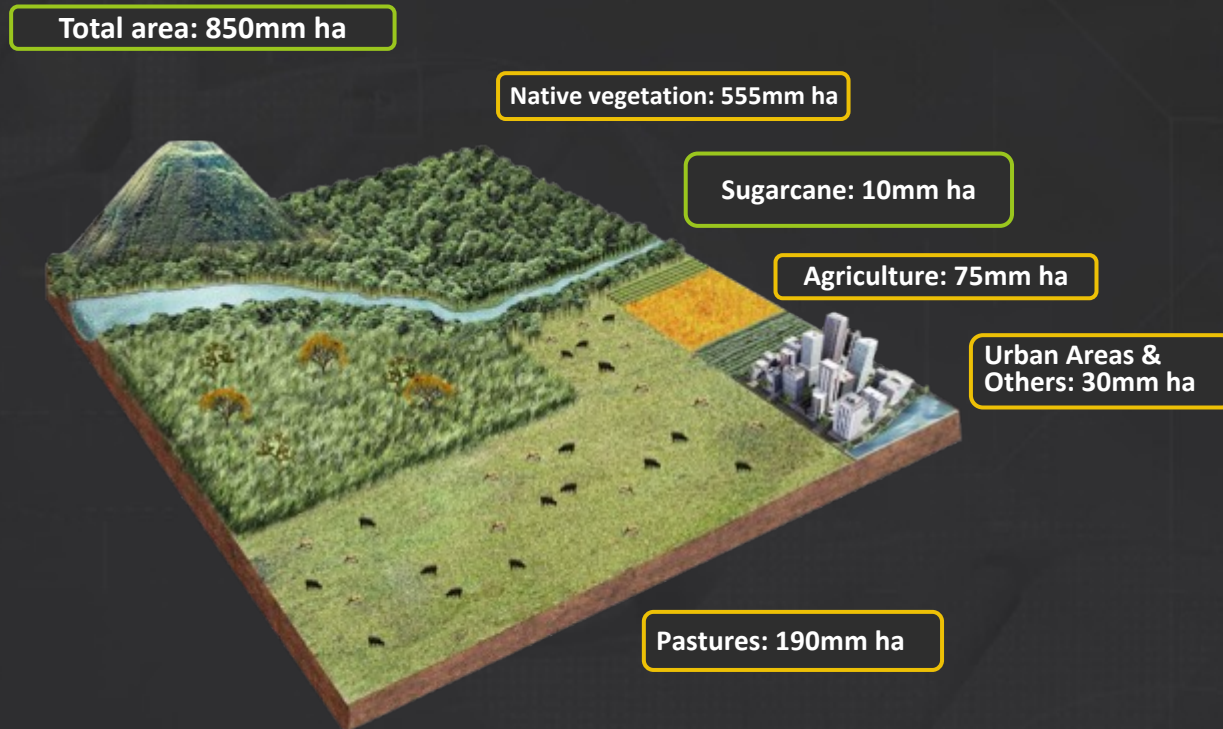
Worldwide, 1.8 Billion Tons of Sugarcane Is Produced Every Year On 27 Million Hectares, Being Brazil The # 1 Producer.

Top-Ten sugarcane producers (mm MT)

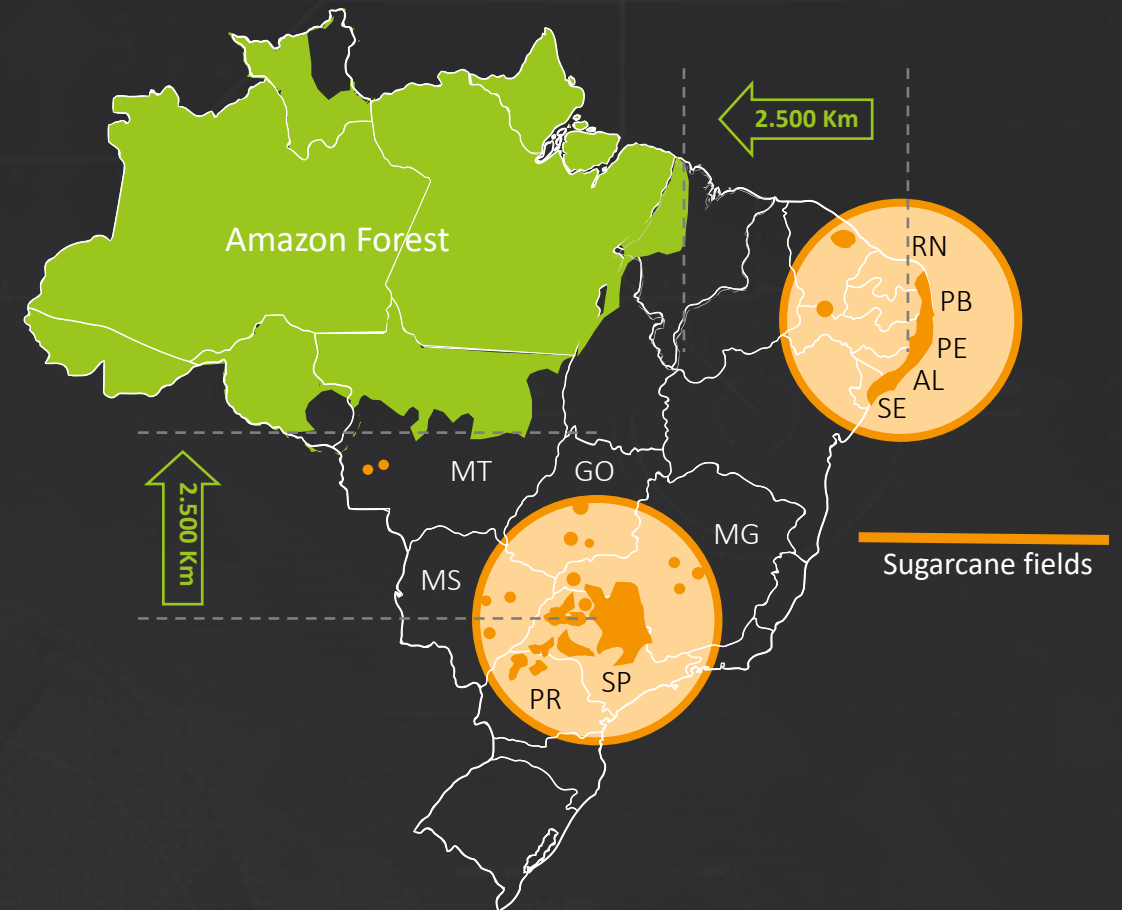


Sugarcane Is Produced On 1% Of Brazil's Landmass And Cultivated Thousands Of Miles From The Amazon Forest.

Land Use in Brazil



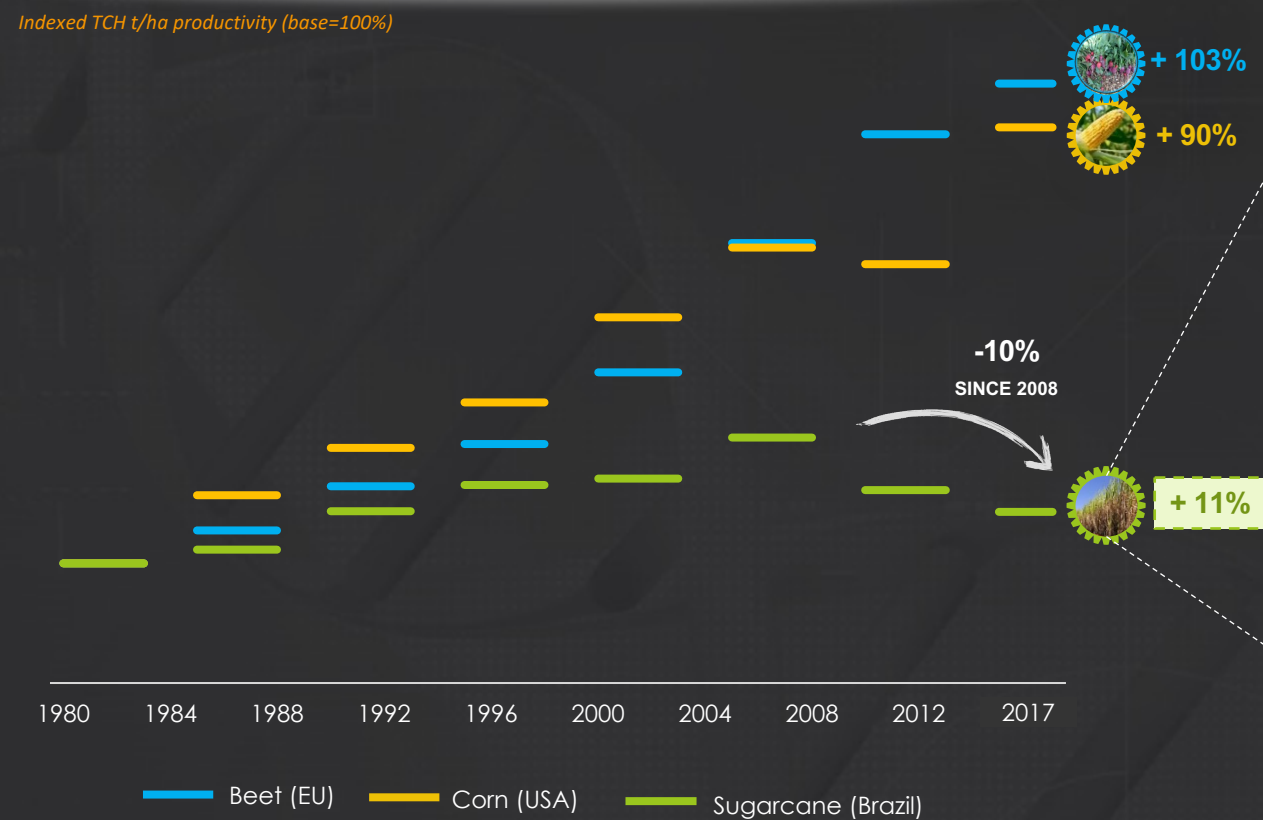
Brazil's Sugarcane Producing Regions



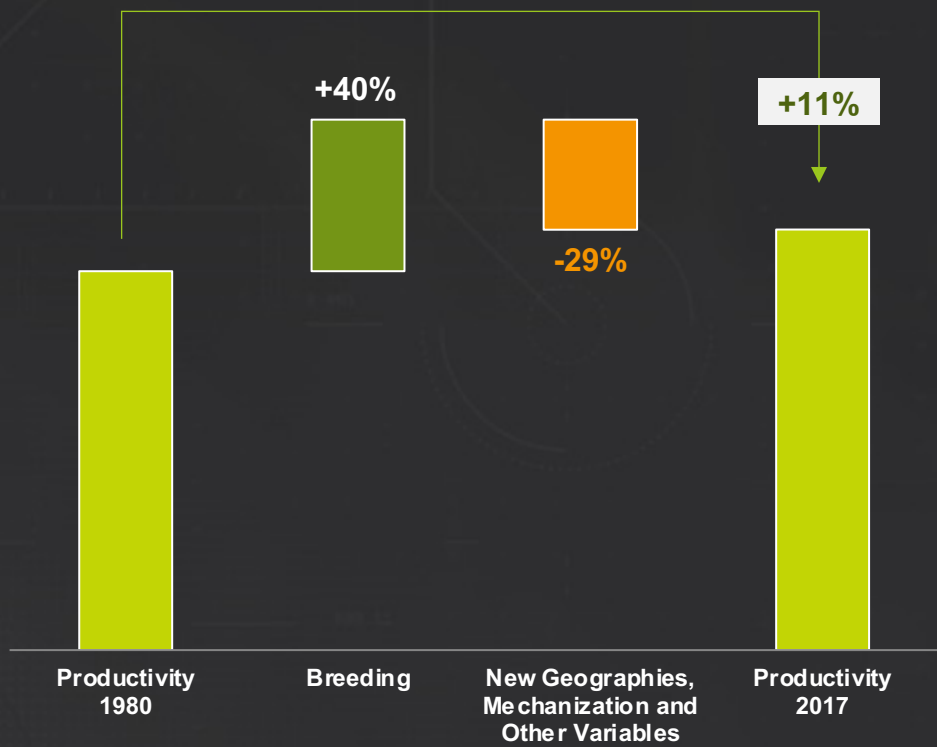
Biotech and Improved Crop Management Have Already Turbocharged The Productivity of Other Crops

Advances in Breeding Partially Offset by Losses from Expansion and Mechanization

Sugarcane Has Lagged Other Competing Crops



Sugarcane Productivity Evolution in Brazil



Source: FAO / IBGE

Major ag biotech companies have historically focused on global row crops

				
	Corn	Soybean	Cotton	Sugarcane
Global Production Area ⁽¹⁾	192MM ha	125MM ha	33MM ha	26MM ha
1st GM Variety Introduced	1997 (Yieldgard)	1996 (RR)	1996 (Bollgard)	2017 (CTC20BT)
				
				
				
				
				

CTC emerges as the only player with technology, infrastructure and know-how to significantly drive sugarcane productivity up

Extremely Long Time-to-Market Has Precluded Global Ag Biotech Players From Focusing On Sugarcane Genetics

CTC is the only player present throughout the biotechnology value chain



Entry Barriers



Long time and high cost of developing sugarcane varieties imposes high time-to-market for new competitors



World-class R&D professionals, state-of-the-art infrastructure and nationwide field testing facilities



Strong and long-term IP protection with high local and global regulatory standards to approve products



+50 years of accumulated customer intimacy leveraged by highly qualified commercial team

CTC's Plan Of Integrating Different, Existing Technology Platforms Should Substantially Improve Sugarcane's Performance



Development of new,
higher yielding
varieties...



Protected against
insects, weed and
diseases...



And planted with
synthetic seeds.

GM Sugarcane Offers Superior Crop Protection, Higher Yields and Lower Consumption of Land, Water, Ag Chemicals, Fuel and Other Resources



Borer Resistance



GM

Conventional

Herbicide Tolerance



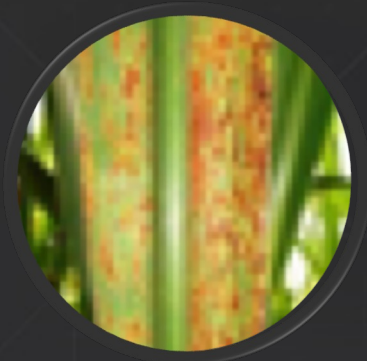
Conventional

GM

Genome Editing Will Release Further Sugarcane Potential, Overcoming Key Agronomical, Environmental and Physiological Barriers.



CTC Genomics



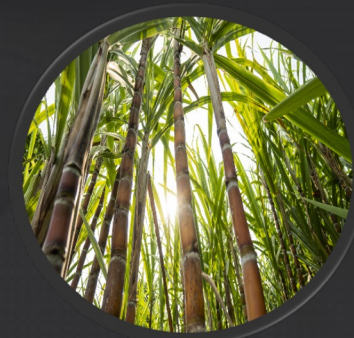
Diseases



Drought



Photosynthesis



Architecture



Sugar Content

Sugarcane Seeds: Innovative Technology to Address Main Planting Issues



Main Issues Of Current Planting System



High Consumption of Sugarcane
(16-20 tons/ha)



Labor Intensive



Phytosanitary



Crop Gaps

Sugarcane Planting With Seeds



High performance mechanized planting



Healthier, Higher Yielding Fields



Substantial
productivity gains



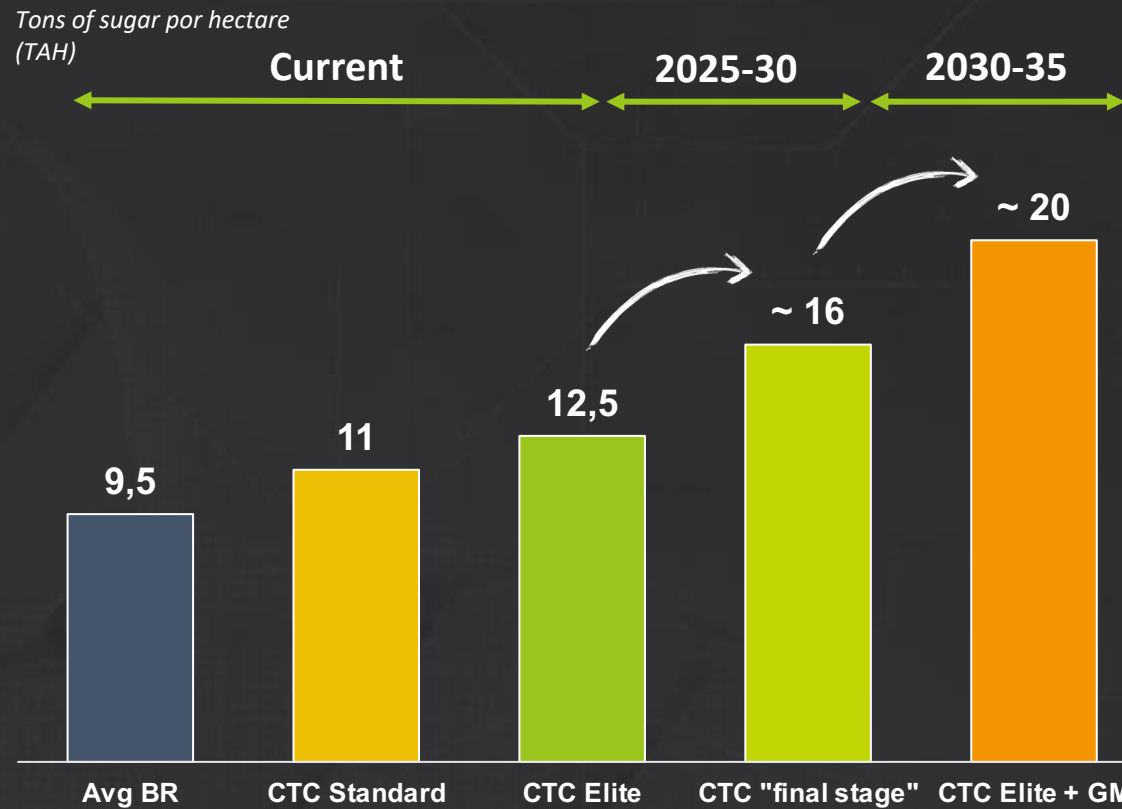
Simpler and More
Environmental
Friendly Planting



Faster Adoption of
New, More Productive
Varieties

Throughout The Coming Decades, Sucessive Waves Of Technologies Will Substantially Improve Sugarcane's Productivity

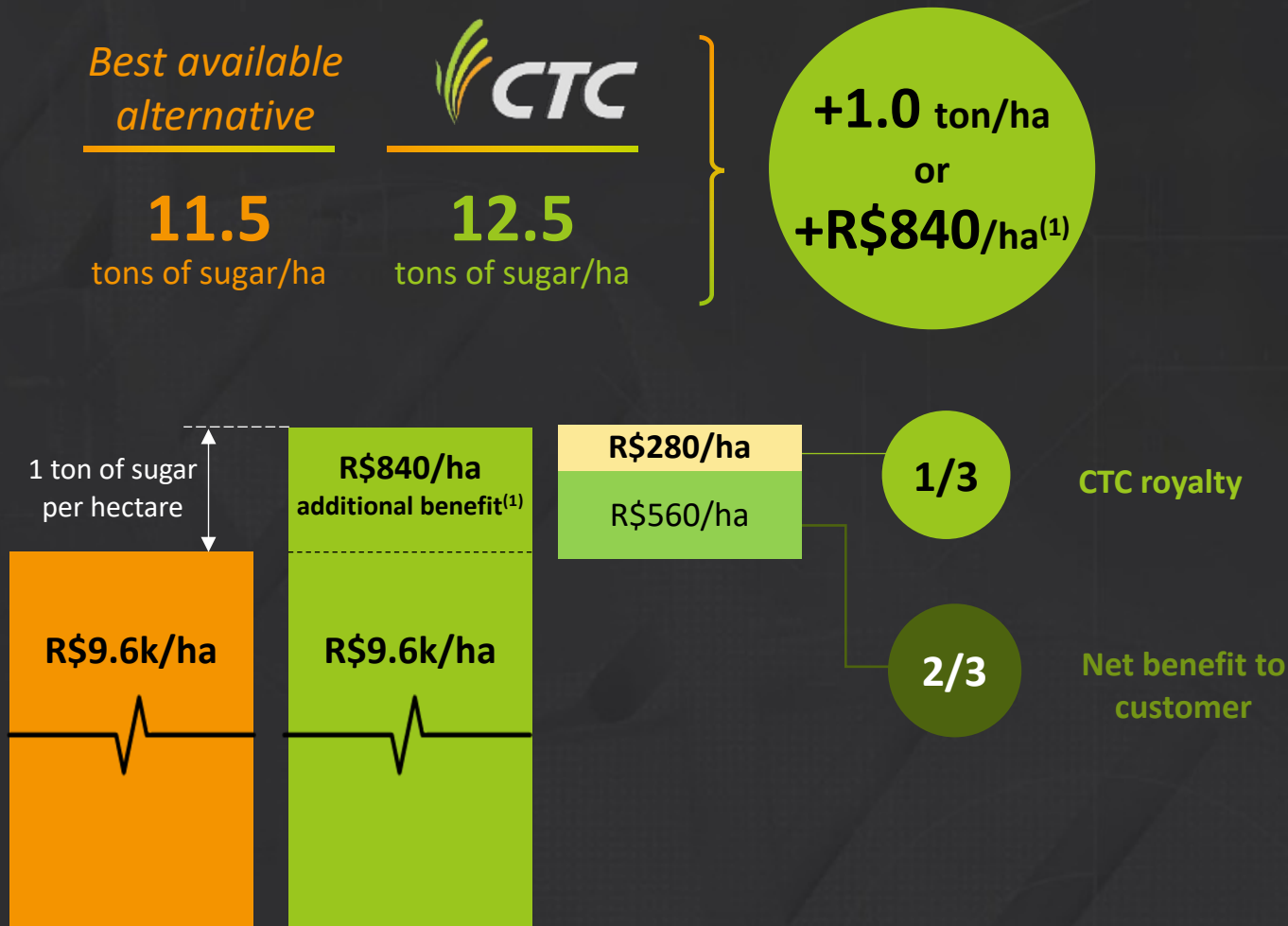
CTC's Varieties Productivity Evolution



How Does CTC Set Pricing?



Illustrative Example: Premium Varieties



- **Before its launch, the new variety has its productivity compared to the best alternative in the market.**
- The productivity advantage (tons of sugar/ha) is converted into mill's additional net margin (R\$/ha).
- **Royalties equivalent to 1/3 of mill's additional net margin.**
- Once established, prices do not vary as function of performance or commodity prices and are annually adjusted for inflation (IPCA).
- **Royalties are paid annually for any hectare that has CTC genetics on it.**
- Prices are uniform across all customers

Environmentally Committed Products at the Center of CTC

Estimated accumulated impact between 2020-2035 with CTC's contribution



**Savings of 2.8 billion
liters of diesel** in
agricultural operations



**1 billion tons CO2
reduction**
by replacing gasoline with
ethanol



**Reduction of 80,000
tons** of agrochemicals
(active ingredient)

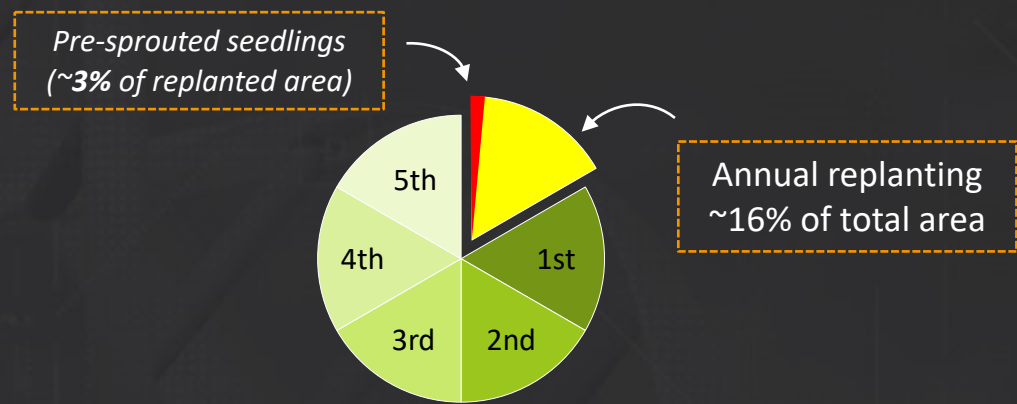


**Savings of 345
billion liters**
of irrigation water

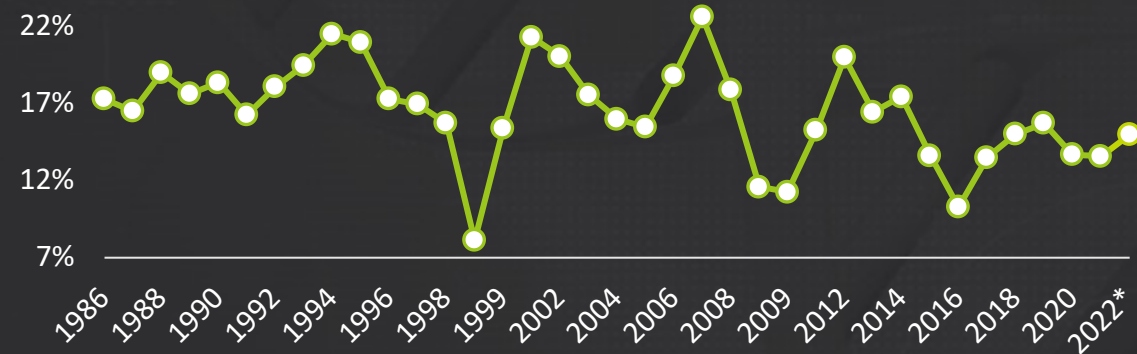
Continued Market Share Growth Reflects CTC's Higher Quality Products

Planting Cycle

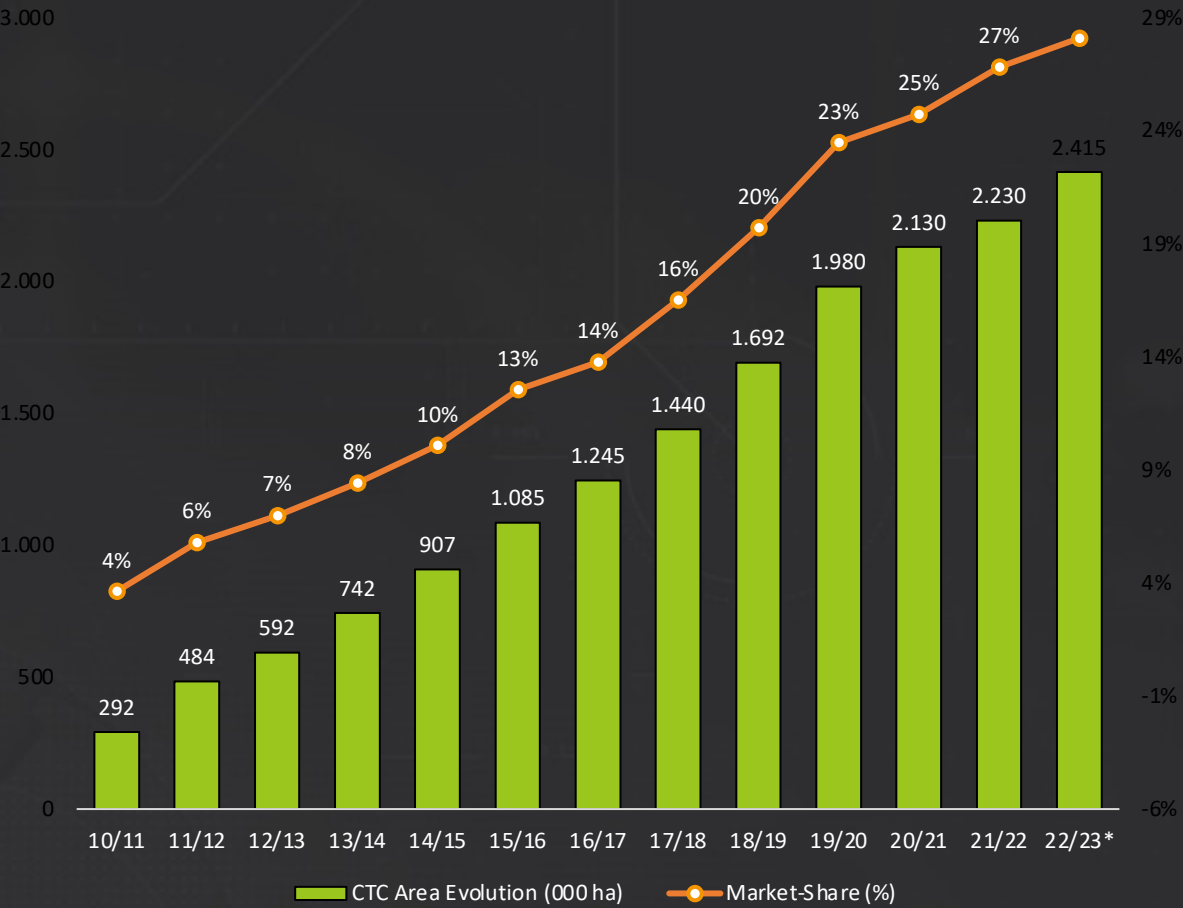
Total Area ~10M ha



% of Brazil Annual Replanting Area

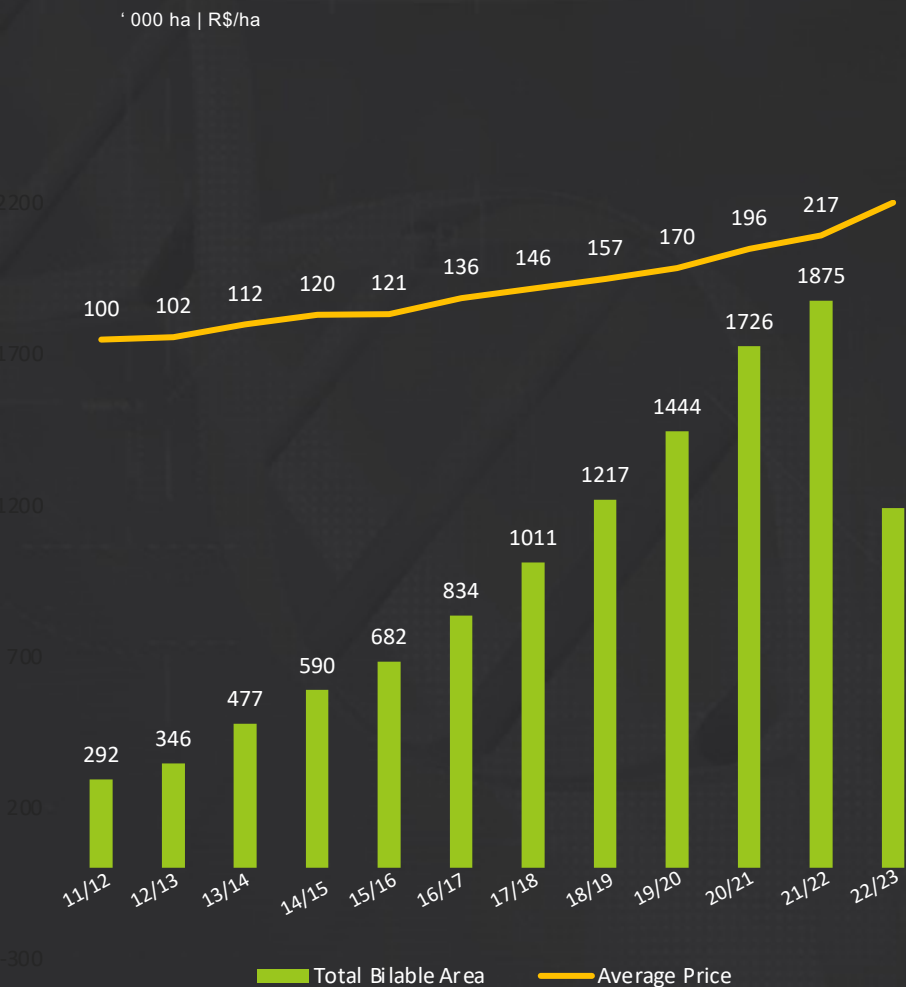


Value Proposition Translating into Fast Market Penetration

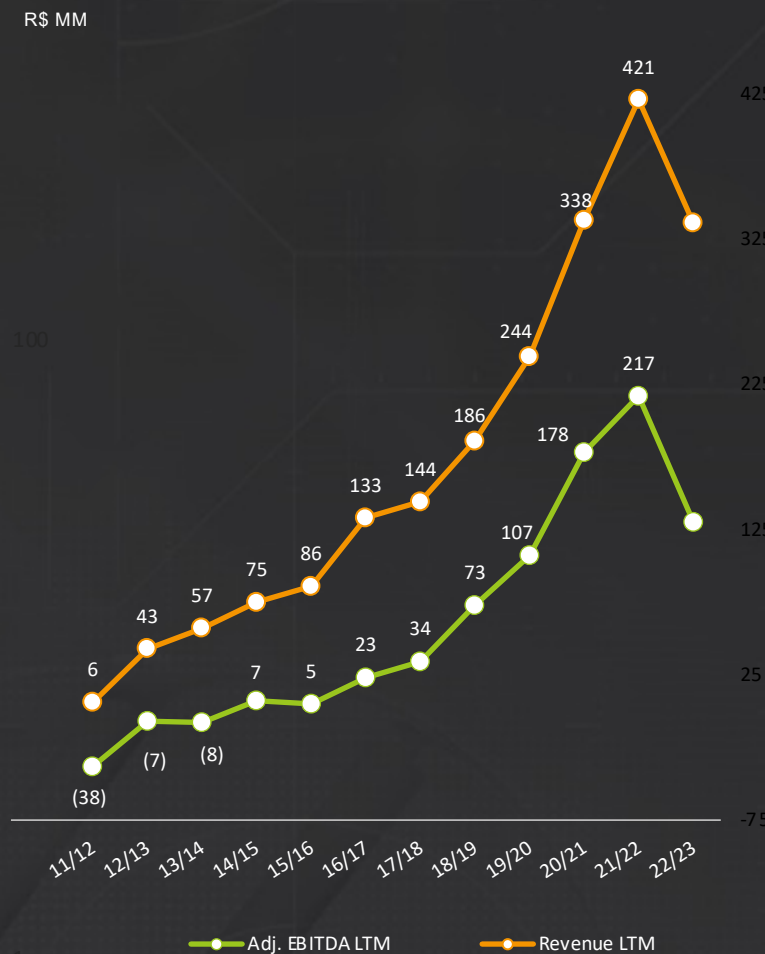


Unique Financial Profile Combining Growth, Profitability, and Recurrence

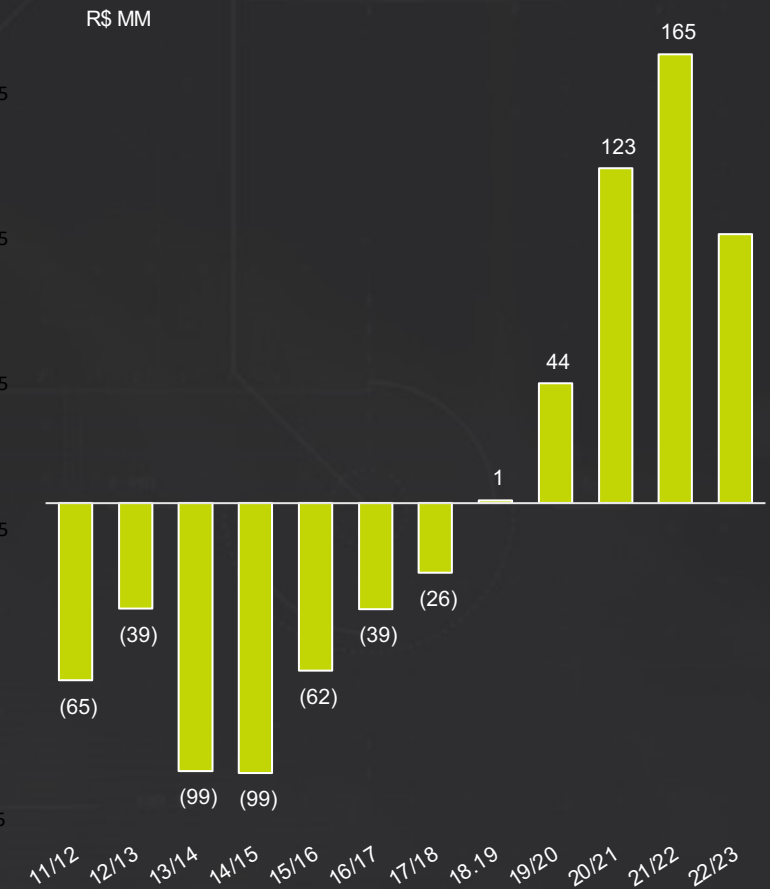
Total Billable Area and Average Price⁽¹⁾



Revenue and Adjusted EBITDA⁽²⁾ LTM



Cash Conversion⁽³⁾



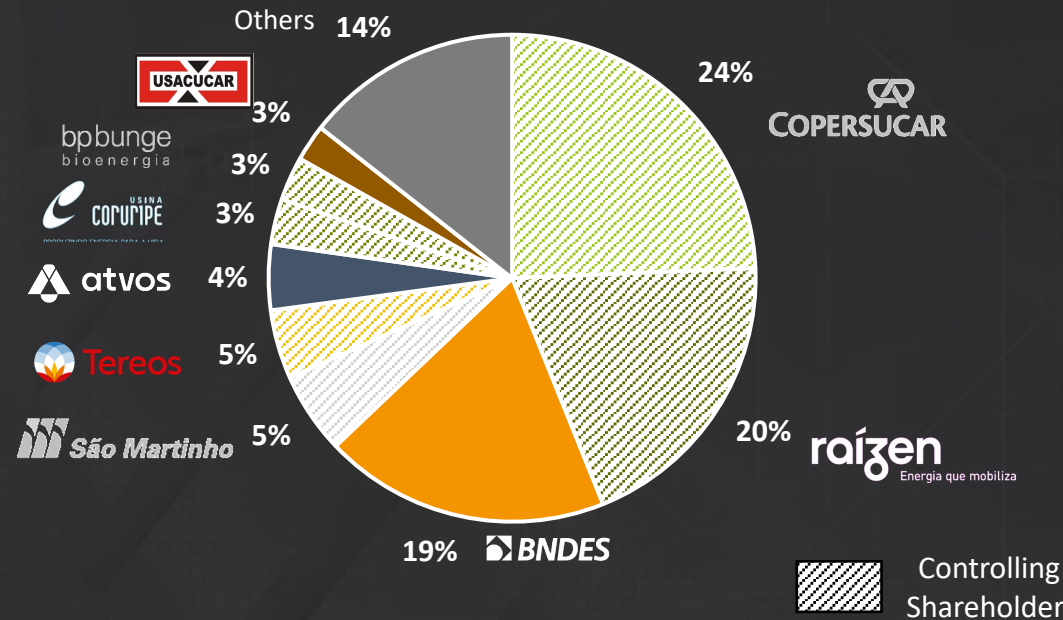
Notes

1. Average price calculated based on net revenue . 21/22E prices based on billable area identified by the Company vs. average royalties charged

2. EBITDA adjusted for impairment and other operational revenues/(expenses)
3. Cash conversion considers EBITDA (–) Capex

Industry Expert Board of Directors and Prime Governance

CTC Shareholders



Board of Directors Composition

9

TOTAL BOARD MEMBERS

2

INDEPENDENT MEMBERS

Key Corporate Governance Practices

Scientific Committee

Related Parties / Pricing Committee

Audit Committee

Fiscal Committee

Human Resources Committee

+10 Years Audited by Big Four



Bovespa Mais Since 2016



Best-in-Class R&D Capabilities Led By World Class Scientists

Well Recognized International Scientific Committee....

Includes Major Global References in Ag-biotech



Fernando Reinach, PhD

Founder of Canavialis and Head of Pitanga Private Equity



Marc van Montegu, PhD

Discovered main technology for gene modification and former President of the European Federation of Biotechnologists



Ganesh Kishore, PhD

Pioneered the use of genetic modification (25 years of Monsanto and DuPont), and former CEO Malaysian Life Sciences Capital Fund



Patrick Schnable, PhD

Professor of Iowa State University and former chair of the American Society of Plant Biology's Science Policy Committee



John William Pierce

Former Chief Biocientist of British Petroleum and vice-president of Development at DuPont

... Backed up by Brainy Staff...



185

RESEARCHERS ENGAGED
ON NEW DEVELOPMENTS



60%

GRADUATED



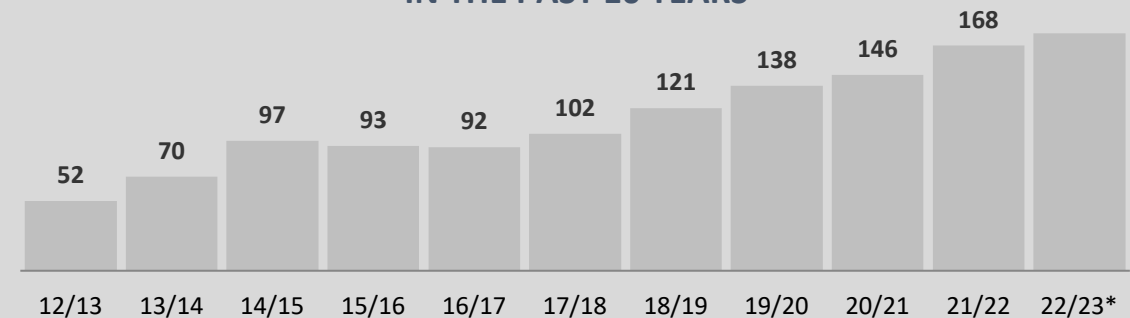
40%

MASTERS AND PHD

... And Large R&D Investment Profile

~R\$1,1 billion

IN THE PAST 10 YEARS



Seasoned Executive Team Responsible for Key Accomplishments



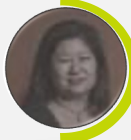
Gustavo Leite

CEO



Adriana Capella

R&D Director



Sílvia Yokoyama

Regulatory Director



Luiz Paes

Sales & Marketing Director



Viler Janeiro

Operations Director

Previous Experience
















Rinaldo Pecchio Jr

CFO & IR Director



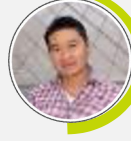
Sérgio Mattar

Planning & PMO Director



Lucia H. Domingos

Legal & IP Director



Fábio Hayashida

HR Director

Previous Experience















Key Achievements by Management Team



Introduced new royalty-based revenue model in 2012



Increased market share from 8% to 39% between 2010 and 2020



Introduction of GM, Seed Technology and Molecular Breeding



Inauguration CTC Genomics LLC and set up of 4,400sqm of world class biotech facilities



Local and global deregulation and implementation of fast track with CTNBio

Closing Remarks



1

Ag biotech is the single most important untapped driver of sugarcane productivity

2

CTC is the world's only biotech company focused on sugarcane

3

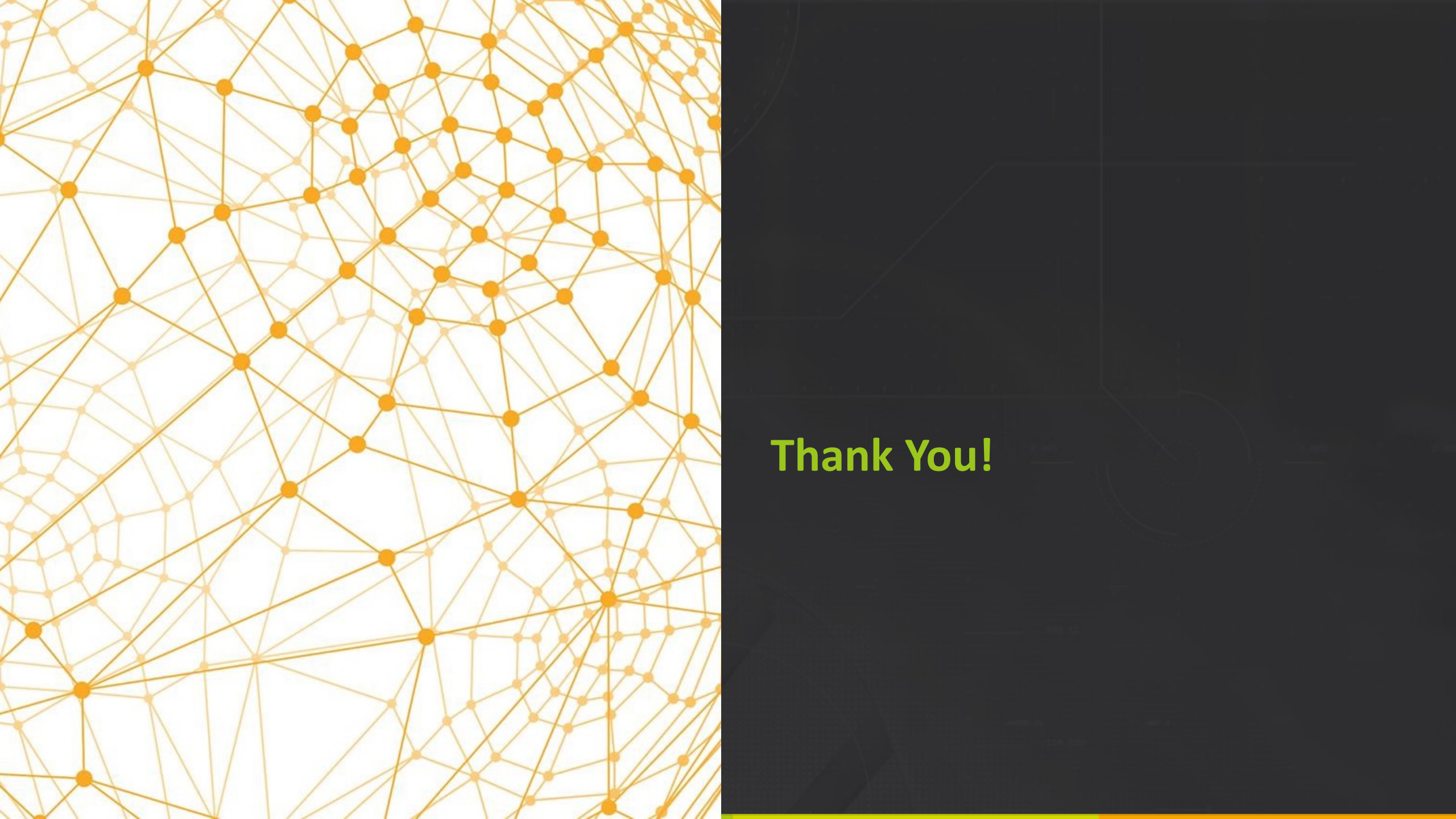
Strong entry barriers and a highly successful business model

4

"A cash cow with multiple growth avenues"

5

Management with proven track-record and high governance standards



Thank You!