# Q1 2021 Update



#### **DISCLAIMER**

#### We are not good enough for you to invest if you:

Are risk averse.

Just want to make a quick buck.

Expect delayed growth so you can earn dividends in the near term.

Are looking for a traditional potash company.

Don't deal well with changes.

Don't understand the difficulties in developing technologies and markets for innovative products.

#### Join our journey if you:

Want to change the world into a better place.

Are looking for a real-world technology developing company.

Want to help Brazilian farmers protect the Amazon.

Believe that Verde can make you and the planet healthier.

Have watched or will watch the "Kiss the Ground" Netflix documentary.

Care about soil biodiversity.

#### If you are risk averse don't buy our stock. Don't rely on anything on this presentation.

This presentation contains certain forward-looking information, which includes but is not limited to, statements with respect to Verde AgriTech Plc's (the Company's) strategy, the commercial production of Super Greensand®, K Forte®, Silício Forte®, TK47 and Alpha ("Products"), design and building of a manufacturing facility, receipt of environmental permits, and the generation of cash flow. Forward-looking information involves known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements of the Company to differ materially from the forward-looking information. Material risk factors that could cause actual results to differ materially from such forward-looking information include, but are not limited to, the failure to obtain necessary regulatory approvals, risks associated with the mining industry in general (e.g., operational risks in development, exploration and production; delays or changes in plans with respect to exploration or development projects or capital expenditures; the uncertainty of estimates and projections relating to production, costs and expenses, and health, safety and environmental risks), commodity price, demand for the products in Brazil, exchange rate fluctuations and other risk factors set out in the Company's most recently filed Annual Information Form under the heading "Risk Factors". Currently, the Products are commercially produced and sold in Brazil, but the Company has no concrete guarantee that it will be able to reach the sale of 25 million tonnes of Product in the market. Should commercial demand for the Products fail to develop, the Company's business model may not be appropriate. Accordingly, readers should not place undue reliance on such forward-looking information. Material factors or assumptions used to develop such forward-looking information include, but are not limited to, the demand for the Products in Brazil, the ability to secure necessary permits, the ability to secure financing, and other assumptions set out in the Company's current technical report. The Company does not currently intend to update forward-looking information in this presentation except where required by law. Total resources include all categories unless otherwise stated. The grades detailed in this presentation are conceptual in nature. The Company has filed on SEDAR a NI 43-101 compliant updated pre-feasibility study, published date December 22, 2017. All technical information should be reviewed according to this pre-feasibility study. Readers are cautioned not to rely solely on the summary of such information contained in this presentation and are directed to complete information posted on Verde's website (www.investor.verde.ag) and filed on SEDAR (www.sedar.com) and any future amendments to such. Readers are also directed to the cautionary notices and disclaimers contained herein. Potential investors should conduct their own investigations as to the suitability of investing in securities of Verde AgriTech Plc.



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#### HIGHLIGHTS

#### Cash

Ability to generate significant free cash flow in the long term.

Credit facilities totaling R\$ 22M approved by financial institutions in Brazil, to be used if needed. Average interest rate: 1,1% per month.

Total loans in 2020 for CAPEX and working capital: R\$10.46M.

\$2.02M cash held by the Company in Q1 2021, an increase of 150% YoY.

## Profitability

Gross margin increased to 41% in Q1 2021, compared to 35% in Q1 2020.

Sales increased by 63% in Q1 2021 compared to Q1 2020.

The Company recorded a net loss of \$1M in Q1 2021, in line with the Company's expectation for the first quarter.

Revenue increased by 63% in Q1 2021. The actual increase in revenue in Brazilian Real for Q1 2021 compared to Q1 2020 was 113%.

## Operations

The Company is fully permitted to mine 482,800 tpy.

Plant 1 is in operation with BAKS® production, which accounts for approximately 3.9% of Verde's sales in Q1 2021, and for 14% of Verde's total sales orders for 2021 up to March 31, 2021.

The Company will introduce a new technology to the market on June 02, 2021 and host a Q&A session on June 09, 2021 in order to provide further details about it.

#### SUMMARY

Verde had another strong first quarter, with a triple-digit revenue growth in local currency.

The Company announced a 10% increase in its guidance, totaling a revenue target of R\$55 million for 2021, which will represent a 56% growth YoY.

If Verde continues to see strong sales in the following months above initial expectations, it is natural that the yearly guidance may be further increased over the next quarterly results.

The Company continues to make investments in hiring qualified employees and continuously improving its processes in order to continue growing at an accelerated pace while upholding customer satisfaction.

Average exchange rate in Q1 2021: C\$1.00 = R\$4.33 Average exchange rate in Q1 2020: C\$1.00 = R\$3.31



<sup>\*</sup> All figures are in Canadian dollars, unless stated otherwise

# Q1 2021 FINANCIAL STATEMENTS

All amounts in CAD \$'000, except percentages	Q1 2021	Q1 2020	YoY
Revenue	831	510	63%
Production costs	(490)	(331)	48%
Gross Profit	342	178	92%
Gross Margin	41%	35%	N/A
Sales expenses	(531)	(422)	26%
General expenses	(698)	(420)	66%
Operating Profit/(Loss) before non cash events	(887)	(664)	34%
Non Cash Events*			
Shared Based and Bonus Payments	(18)	(40)	(54%)
Depreciation and Amortization	(6)	(12)	(51%)
Loss on disposal of property, plant and equipment	9	Ο	N/A
Operating Profit/(Loss) after non cash events	(902)	(716)	26%
Corporation tax	(31)	(18)	70%
Interest Income/Expense	(75)	(58)	29%
Net Profit/(Loss)	(1,008)	(792)	27%

<sup>&</sup>lt;sup>\*</sup> (included in administrative expenses in financial statements)



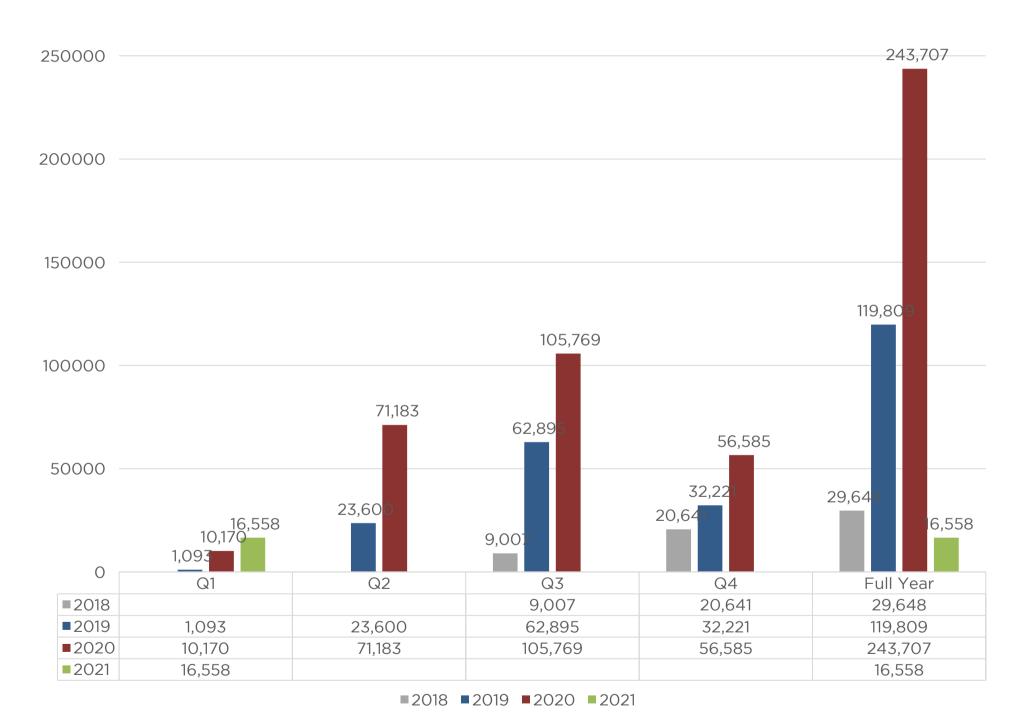
# OPERATIONAL SUMMARY

All amounts in CAD \$'000, except percentages	Q1 2021	Q1 2020	YoY
Tonnes sold '000	17	10	63%
Revenue per tonne sold \$	50	50	0%
Production cost per tonne sold \$	(30)	(33)	(9%)
Gross Profit per tonne sold \$	21		
Gross Margin	41%	35%	

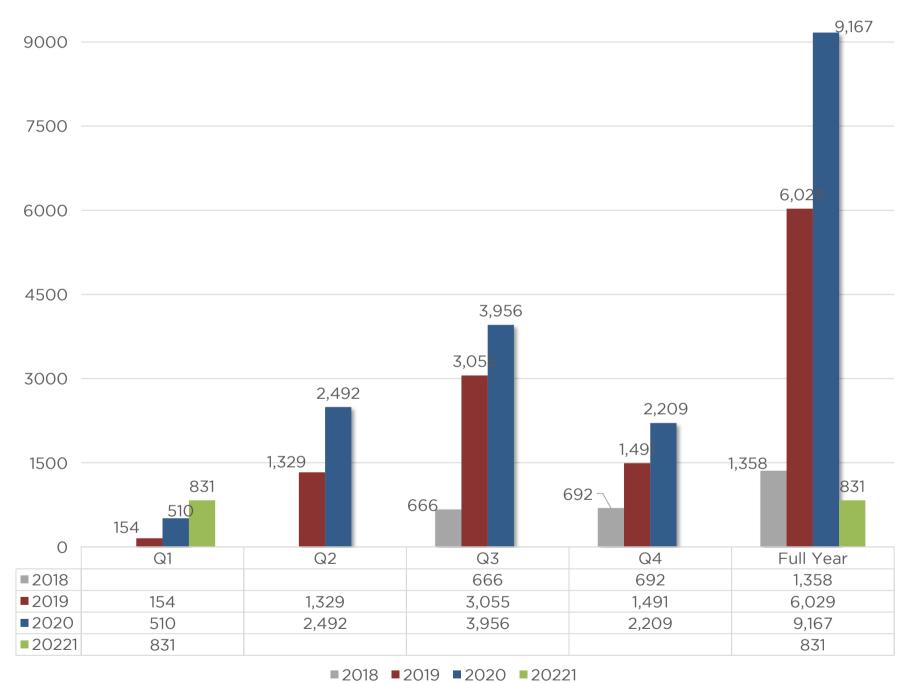


## KEY METRICS QUARTERLY





# Revenue ('000 CAD)





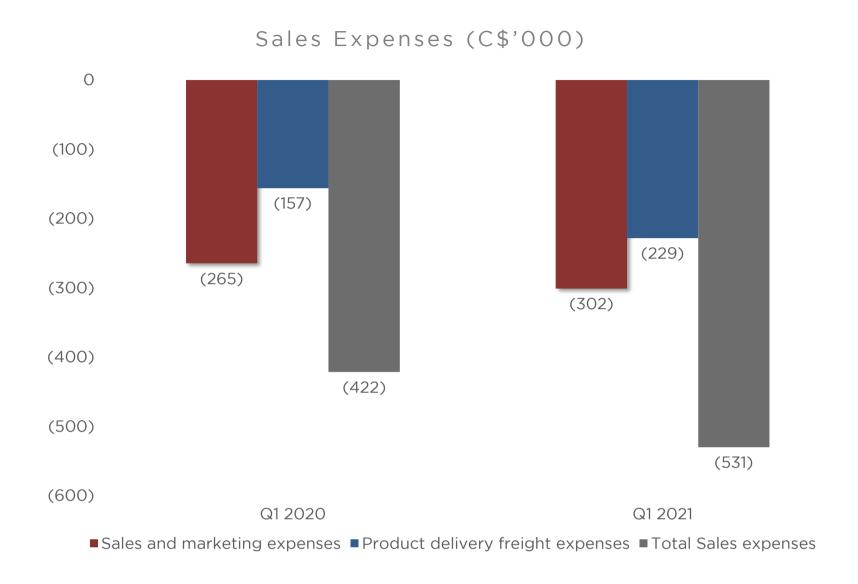


# SALES, GENERAL AND ADMINISTRATIVE EXPENSES

All amounts in CAD \$'000, except percentages	Q1 2021	Q1 2020	YoY
Sales Expenses			
Sales and marketing expenses	(302)	(265)	14%
Product delivery freight expenses	(229)	(157)	46%
Total Sales expenses	(531)	(422)	26%
General expenses			
General administrative expenses	(478)	(219)	118%
Legal, professional, consultancy and audit costs	(158)	(163)	(3%)
IT/Software expenses	(52)	(22)	137%
Taxes and licenses fees	(8)	(15)	(46%)
Total General expenses	(698)	(420)	66%

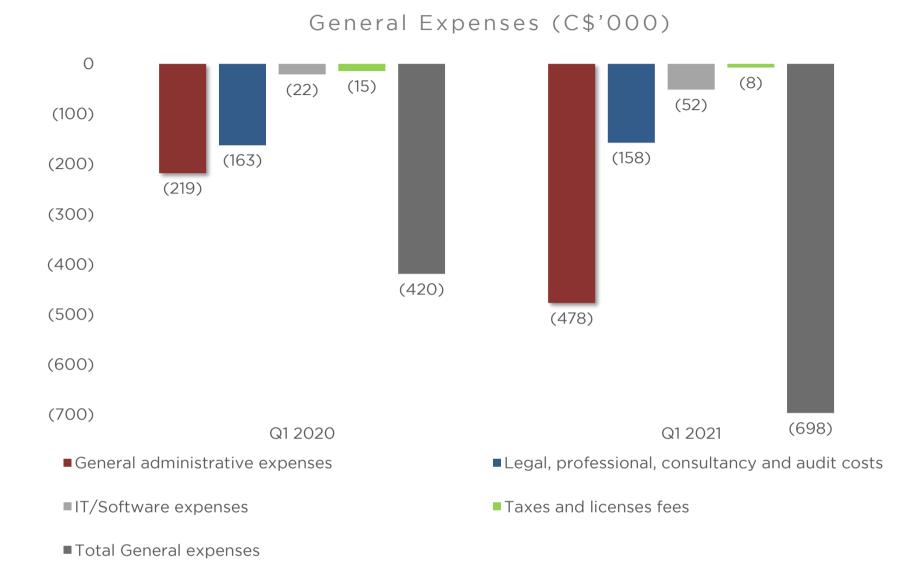


## OTHER HIGHLIGHTS



	Q1 YoY
Total Sales Expenses	26%
Sales and marketing expenses	14%
Product delivery freight expenses	46%

Sales expenses increased in Q1 2021 compared to Q1 2020 mainly due to a further expansion of Verde's sales and marketing team, with professional headcount increased from 29 in Q1 2020 to 43 in Q1 2021.

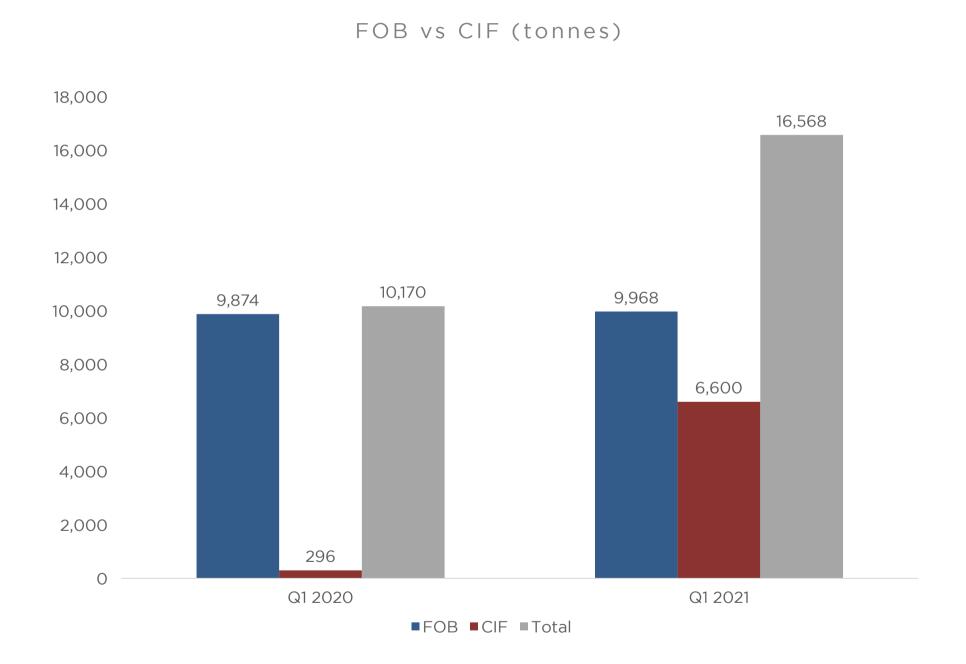


	Q1 YoY
Total General expenses	66%
General administrative expenses	118%
Legal, professional, consultancy and audit costs	(3%)
IT/Software expenses	137%
Taxes and licenses fees	(46%)

General administrative expenses have increased in Q1 2021 compared to Q1 2020 as they include an additional 12 administrative employees, with headcount increasing from 14 in Q1 2020 to 26 in Q1 2021 to support the Group's growth and due to incentive compensation.



# OTHER HIGHLIGHTS



Sales (tonnes)	Q1 2020	Q1 2021	YoY
FOB	9,874	9,968	1%
CIF	296	5,681	2130%
Total	10,170	16,568	63%

The Company has significantly increased the volume sold as CIF, from 3% of total sales in Q1 2020 to 34% Q1 2021.



## FINANCIAL SUMMARY

Revenue

Revenue from sales for Q1 2021 was \$831K from the sale of 16.5K tonnes of the Product, at \$50 per tonne sold.

Average revenue per tonne was consistent with Q1 2020.

Profitability

Sales increased by 63% in Q1 2021 compared to Q1 2020.

The Company recorded a net loss of \$1M in Q1 2021, in line with the Company's expectation for the first quarter, compared to a net loss of \$792K in Q1 2020. The increase of \$216K in net loss compared to the previous year was due to additional expenses made in order to continue growing at an accelerated pace while upholding customer satisfaction.

Gross margin increased to 41% in Q1 2021, compared to 35% in Q1 2020.

Cash

Cash held by the Company increased by by 150%, to a total of \$2.02M, compared to \$806K in Q1 2020.



## SUMMARY OF INTEREST-BEARING LOANS AND BORROWINGS

Lender	Loan start date	Purpose	Grace period (months)	Term (months)	Value (R\$'000)	Repayable by	Total interest payable*
Bradesco	Mar, 2021	Vehicle	O1	36	168	Feb, 2024	10.46%
Santander	Oct, 2020	Equipment and working capital	01	36	2,000	Oct, 2023	11.11%
ABC Brazil	Aug, 2020	Equipment and working capital	01	36	2,000	Aug, 2023	10.54%
Santander	July,2020	Equipment	06	18	359	July,2022	14.86%
Bradesco	July,2020	Equipment and working capital	06	60	5,000	July, 2025	10.95%
Bradesco	Mar, 2020	Vehicle	O1	48	119	Apr, 2024	12.49%
Santander	Jan, 2020	Equipment	06	36	364	June, 2023	12.72%
Bradesco	Jan, 2020	Equipment	00	48	450	Feb, 2024	13.31%
Bradesco	Oct, 2019	Working capital	03	15	450	Feb, 2021	14.03%
Santander	Apr,2019	Equipment	01	36	73	Oct, 2022	11.54%
Santander	Apr, 2019	Equipment	O1	36	150	Oct, 2022	11.54%
Santander	May, 2018	Equipment	12	60	1,040	May, 2023	11.55%

<sup>\* -</sup> Inc Variable interest (IPCA) - Broad Consumer Price Index, a measure of the average price needed to buy consumer goods and services.

The Group's current loan rates vary from 10.95% to 14.86% per annum. The Brazilian Government long term bond rate is currently 8,08% per annum. The Group's last loan rates are an average 2% higher than the government bonds, which management considers to be competitive.



#### BRAZILIAN ECONOMIC SCENARIO

#### Brazilian Real versus US Dollar

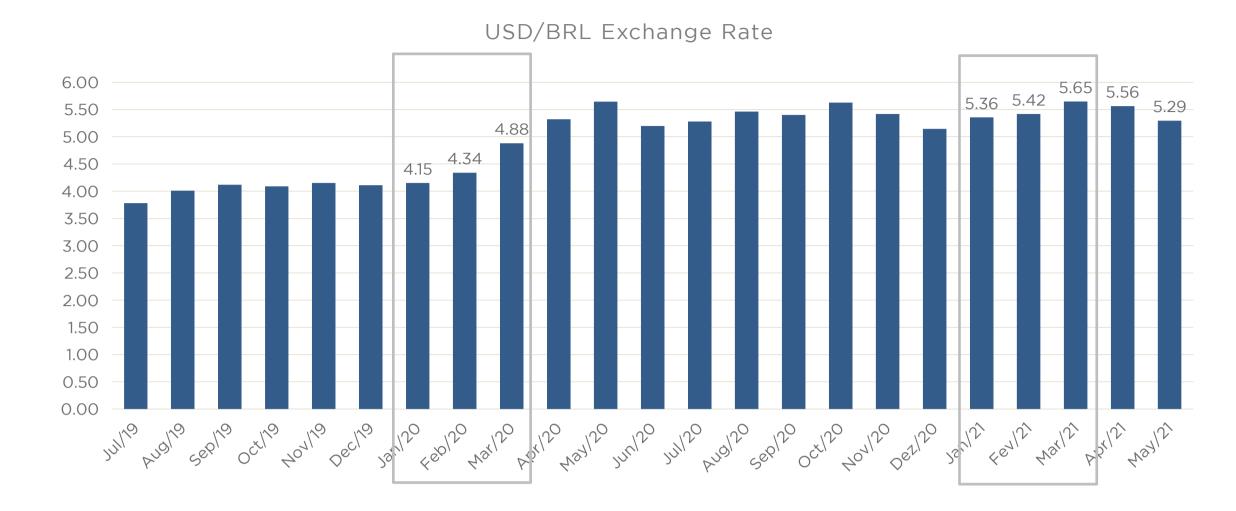
From January to March 2021, the Brazilian Real devalued by 23% in relation to US Dollar compared to the same period of 2020.

As of May 18, 2021, US\$1.00 = R\$5.26.

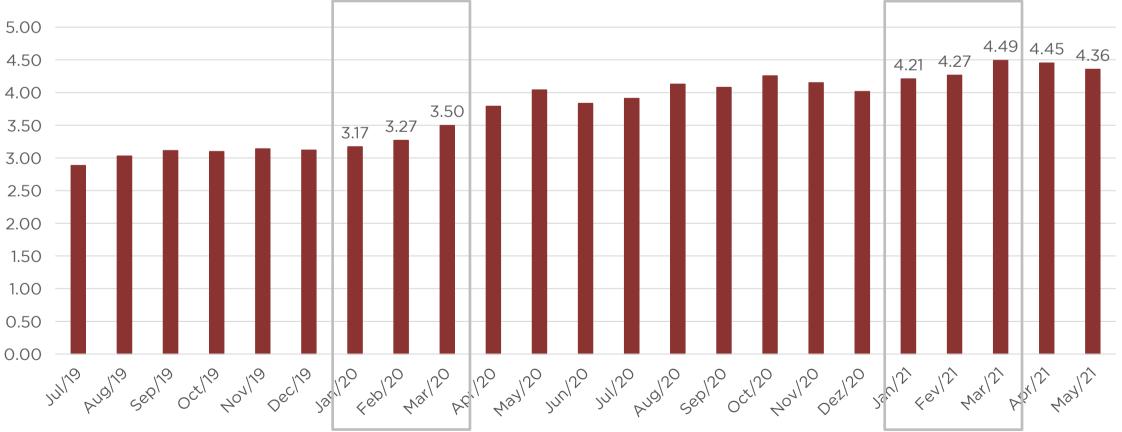
#### Brazilian Real versus Canadian Dollar

From January to March 2021, the Brazilian Real devalued by 31% in relation to Canadian Dollar compared to the same period of 2020.

As of May 18, 2021, C\$1.00 = R\$4.36.









## POTASSIUM CHLORIDE PRICE

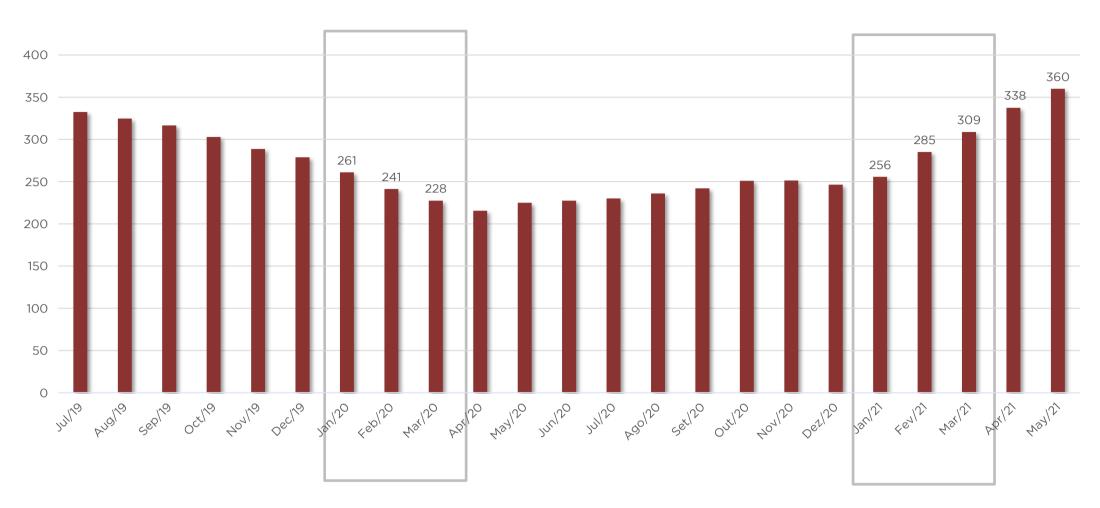
## Q1 2020 vs Q1 2021

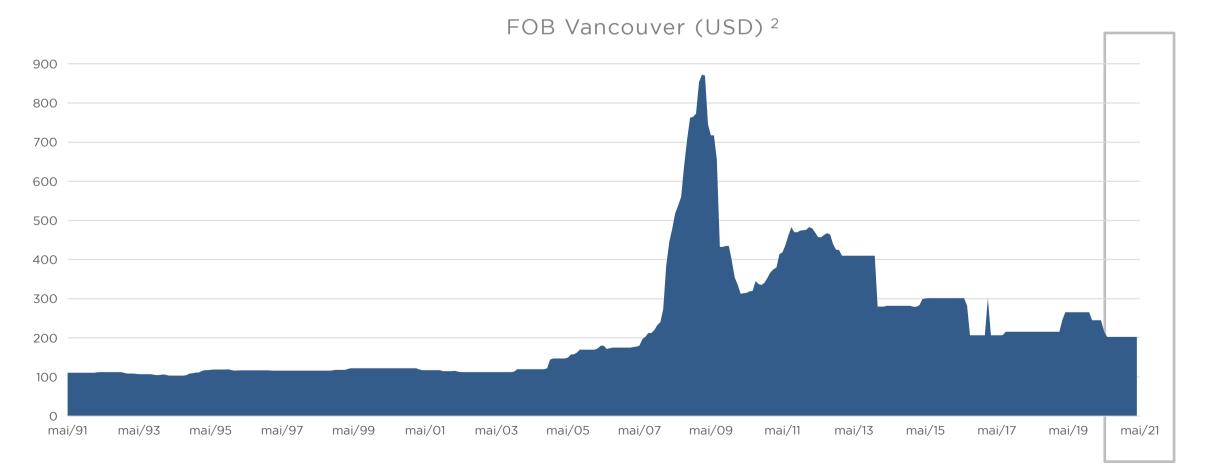
Increase of 16% from from US\$243 per tonne in Q1 2020 to US\$283 per tonne in Q1 2021.

# 30-year history

Comparison between prices since May 1991 and the last 12 months.

# CFR Brazil (USD) 1







# YEAR-ON-YEAR SALES GROWTH (TONNES)

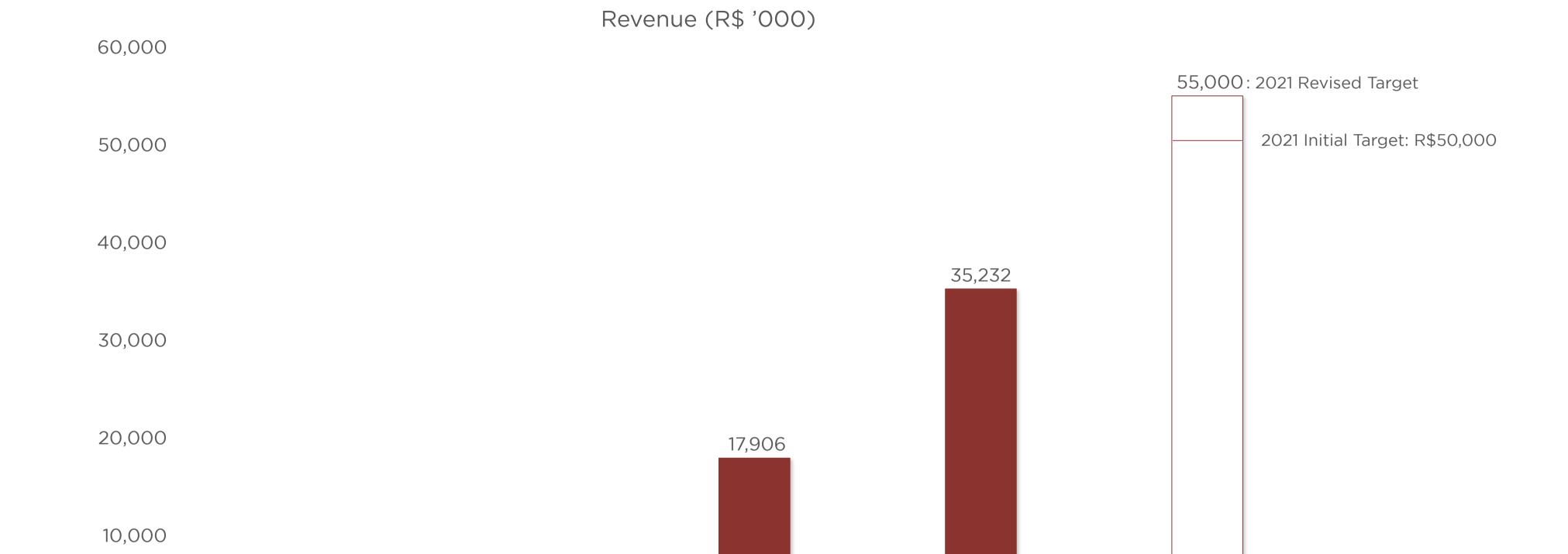
Quarter	2018	2019	YoY Growth	2020	YoY Growth	2021	YoY Growth
Q1	-	1,093	-	10,170	830%	16,558	63%
Q2	-	23,600	-	71,183	202%	To be announced	-
Q3	9,007	62,895	598%	105,769	68%	To be announced	-
Q4	20,641	32,221	56%	56,585	76%	To be announced	-
Total	29,648	119,809	304%	243,707	103%	350,000*	44%*

<sup>\* -</sup> Targeted numbers, based on FY 2021 guidance.

# 2021 GUIDANCE

	2021 Initial Targets	2021 Revised Targets	Expected YoY Growth
Sales	350,000 tonnes	_	44%
Revenue	R\$ 50,000,000	R\$ 55,000,000	56%





2109

2020

3,816

2018



R\$3,599 up to Q1 2021

2021\*

790

2017

APPENDIX



## TECHNOLOGY LAUNCH Q&A

The Company will introduce a new technology to the market on June 02, 2021 and host a Q&A session on June 09, 2021 in order to provide further details about it.

Subscribe using the link below and receive the conference details by email:

Date:	Wednesday, June 09, 2021
Time:	11:00 am Eastern Time (4:00 pm Greenwich Mean Time)
Subscription link:	http://bit.ly/TechnologyLaunch-QA

## INVESTORS NEWSLETTER

In order to give our investors a better picture of our business scenario and its constant improvements, as of January, our monthly update newsletter will also contain information about our growing number of clients and their cumulative planted area.

Subscription link: <a href="http://cloud.marketing.verde.ag/InvestorsSubscription">http://cloud.marketing.verde.ag/InvestorsSubscription</a>

The last edition of the newsletter can be accessed at: <a href="http://bit.ly/InvestorsNL-April2021">http://bit.ly/InvestorsNL-April2021</a>



#### PATASSIUM CHLORIDE REPLACEMENT

Potassium salt fertilizers are soil biodiversity's number 1 enemy.

The average farmer applies 200 kg of potassium chloride to the soil per hectare per year. This is equivalent to the application of 1,600 litres of bleach as far as killing soil biodiversity.1

The world currently uses 61.5 million tonnes of potassium chloride for agriculture per year<sup>2</sup>, the equivalent to more than 460 billion liters of bleach killing soil biodiversity yearly.

Verde's Product eliminates the need for potassium chloride.

Period	Bleach equivalent amount that has not been applied to agricultural soils
In Q1 2021	20.9M litres
Since production started	516M litres

Over the next 36 years<sup>3</sup>, the Company intends to have prevented at least 957.8 billion liters of bleach from being applied to soils in the guise of potassium chloride.



# PERMIT STATUS - LAST 12 MONTHS

Mine Pit	Date	Category	Status	Event
2	December 23, 2020	Environment	Granted	2,500,000 tpy Preliminary, Installation and Operation License
2	November 03, 2020	Mining	Granted	50,000 tpy Mining Permit
3	August 24, 2020	Environment	Applied	2,500,000 tpy Preliminary, Installation and Operation License
1	August 19, 2020	Environment	Granted	233,000 tpy Operating License
2	March 30, 2020	Environment	Applied	2,500,000 tpy Preliminary and Installation License
2	March 26, 2020	Mining	Approved	25,000,000 tpy Feasibility Study
3	March 25, 2020	Mining	Applied	2,500,000 tpy Mining Concession Application



## PERMIT SUMMARY

Verde currently has full rights to mine 482,800 tpy (since it holds mining Concessions/Permits and Environmental Licenses) and has submitted joint mining and environmental applications for an additional 2,500,000 tpy.

Mino Dit	Fully Darmittad to Draduce (tray)	Mining (	(tpy)	Environmental (tpy)	
Mine Pit	Fully Permitted to Produce (tpy)	Granted	Pending	Granted	Pending
1	233,000	233,000	Ο	233,000	Ο
2	200,000	200,000	25,000,000	2,600,000	O
3	49,800	49,800	2,500,000	49,800	2,500,000
Total	482,800	482,800	27,500,000	2,882,800	2,500,000

The amount that is fully permitted supports the Company's target for 2021.



