

March/2025

# Q4 & FY 2024 Update



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 Ltd's (the Company's) strategy, the commercial production of Super Greensand®, K Forte®, BAKS® and Silício Forte® (“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 May 26, 2022. 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](http://www.investor.verde.ag)) and filed on SEDAR ([www.sedar.com](http://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 Ltd.

# Buy Super Greensand® at Amazon:



5% OFF Coupon (USA): 5OFFQ12025.

The discount codes are valid through April 17, 2025.

The codes are limited to a single unit per order and to a single order.



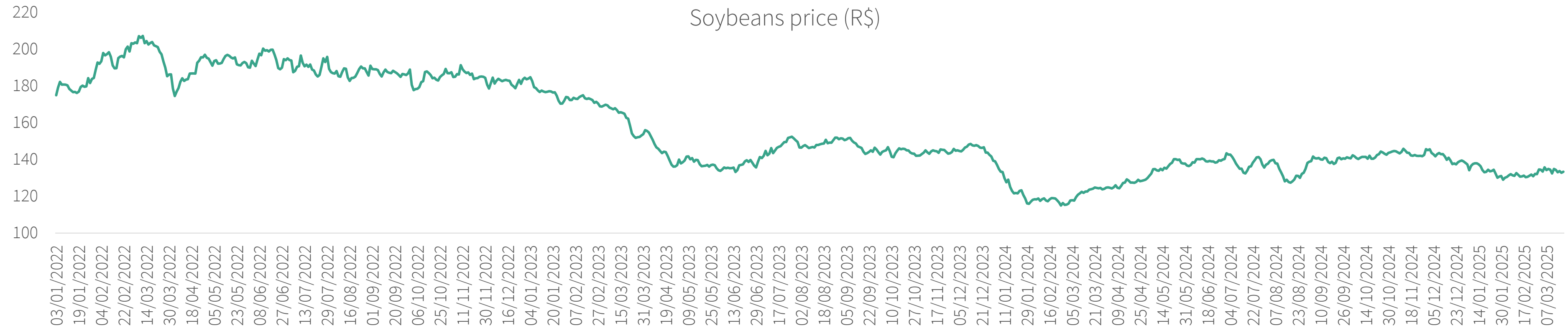
# Market Overview\_



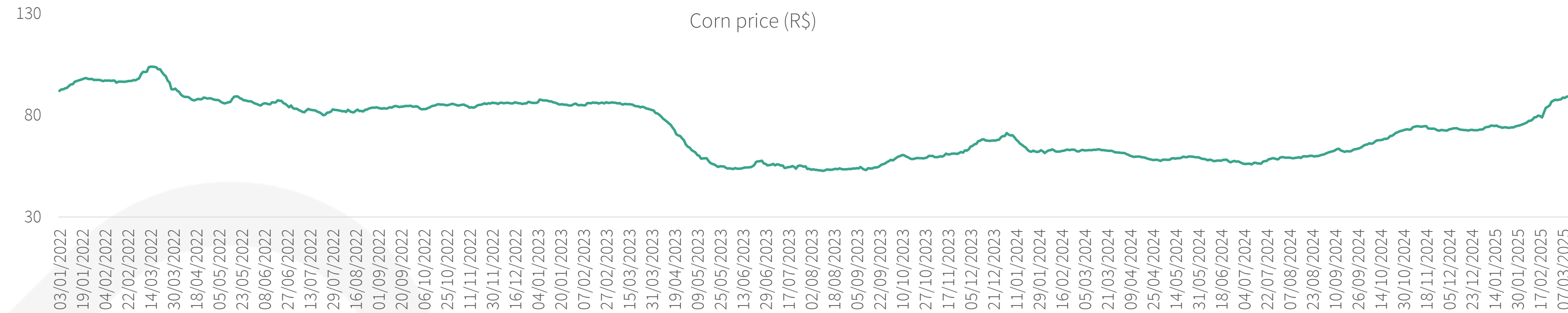
# Brazilian agricultural market\_

The Agriculture crisis began with high commodity prices in early 2022, causing farmers to expect elevated prices for both commodities and inputs.

Soybeans price (R\$)



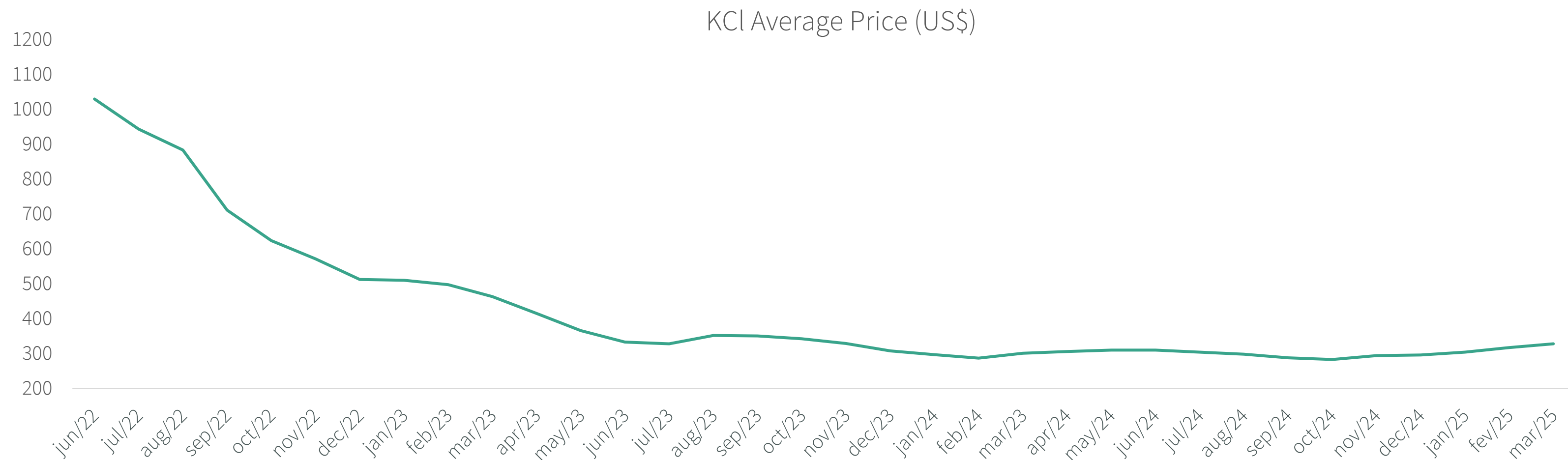
Corn price (R\$)



Source:  
 1 - EPEA – ESALQ / USP. Available at: <https://www.cepea.esalq.usp.br/br>  
 2 - EPEA – ESALQ / USP. Available at: <https://www.cepea.esalq.usp.br/br>

# KCl Prices \_

While input costs remained high, commodity prices started to decline, leaving farmers who bought fertilizers at high prices in a financially difficult situation.



After the historic high reached in 2022, average KCl CFR price declined by 22% in 2024 compared to the average price in 2023.

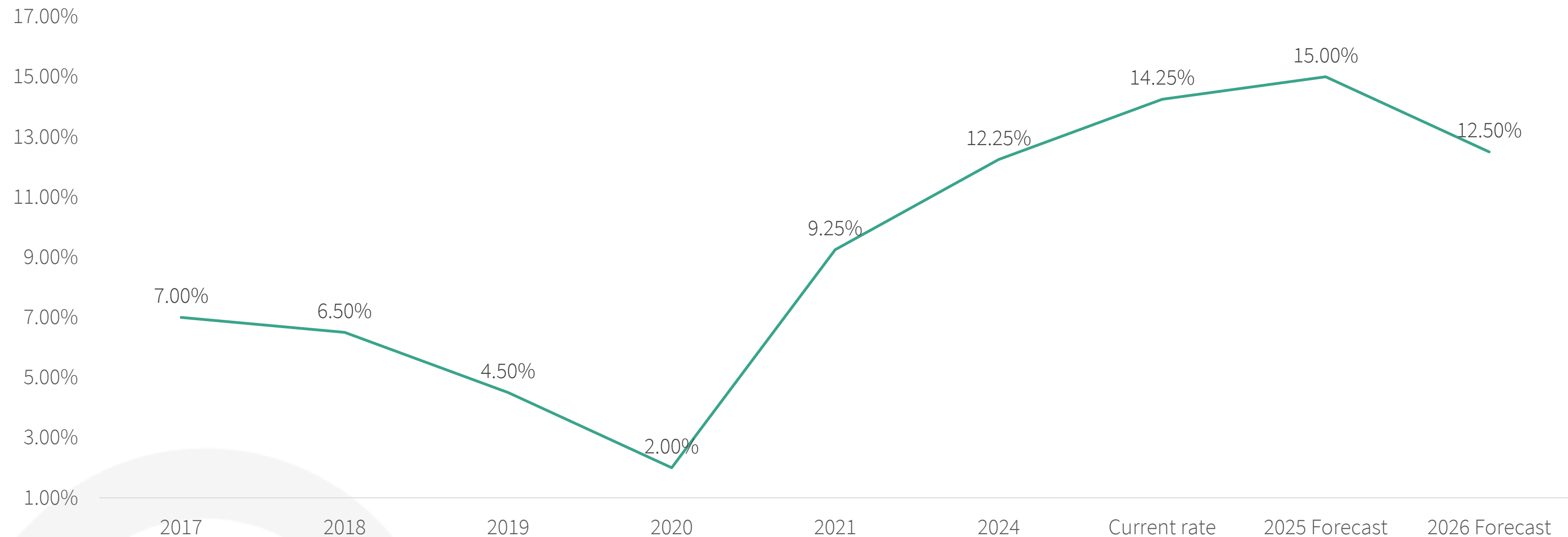
Q1 2025 already reflects a 7% increase in the price of KCl compared to Q1 2024. On March 20<sup>th</sup>, 2025, KCl CFR Santos port is USD340

Source:  
Acerto Limited Report.

# Brazilian economic scenario\_

The Selic interest rate was 12.25% at the end of 2024 and is currently 14.25%. The Central Bank of Brazil projects the rate to increase to 15.00% by the end of the year, with a potential decrease to 12.50% by 2026. Annual inflation is forecasted at 5.5% for 2025 and 4.2% for 2026.

Brazilian SELIC interest rate at year end



Source: Brazilian Central Bank. Available at: <https://www.bcb.gov.br/controleinflacao/comunicadoscopom>

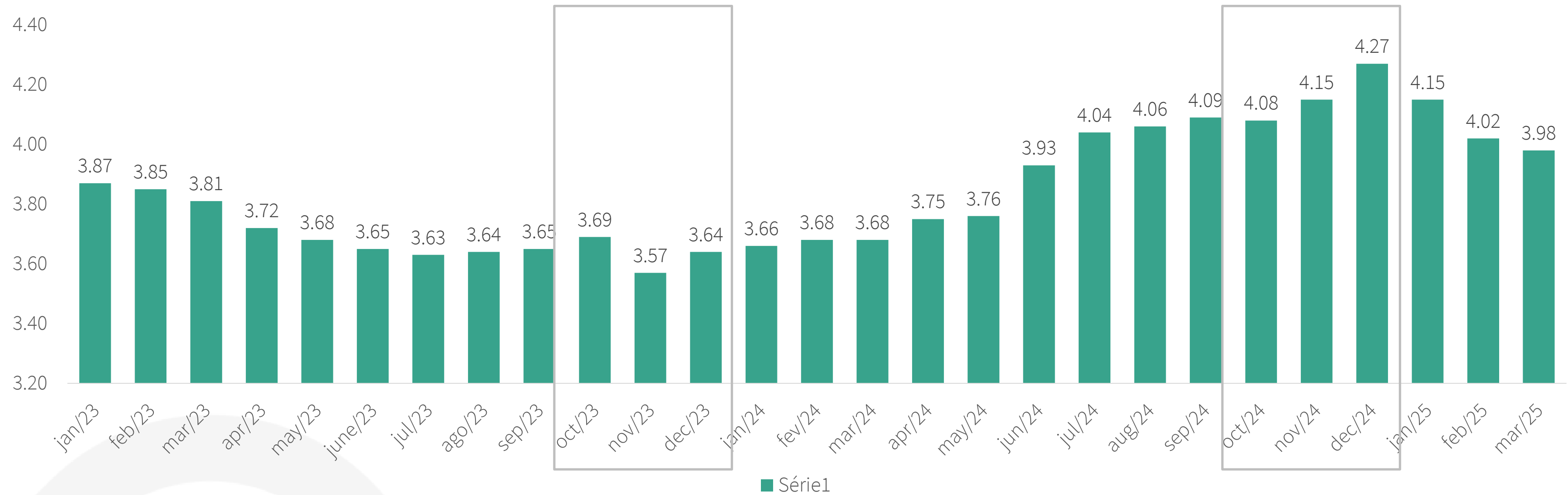
Source: Boletim FOCUS. Available at: <https://www.bcb.gov.br/publicacoes/focus>

# Currency exchange\_

Canadian dollar valuated by 6.2% versus Brazilian Real in FY 2024 compared to FY 2023, with an average exchange rate of R\$4.17 in Q4 2024.

As of March 20, 2024, C\$1.00 = R\$3.95

CAD/BRL Exchange Rate



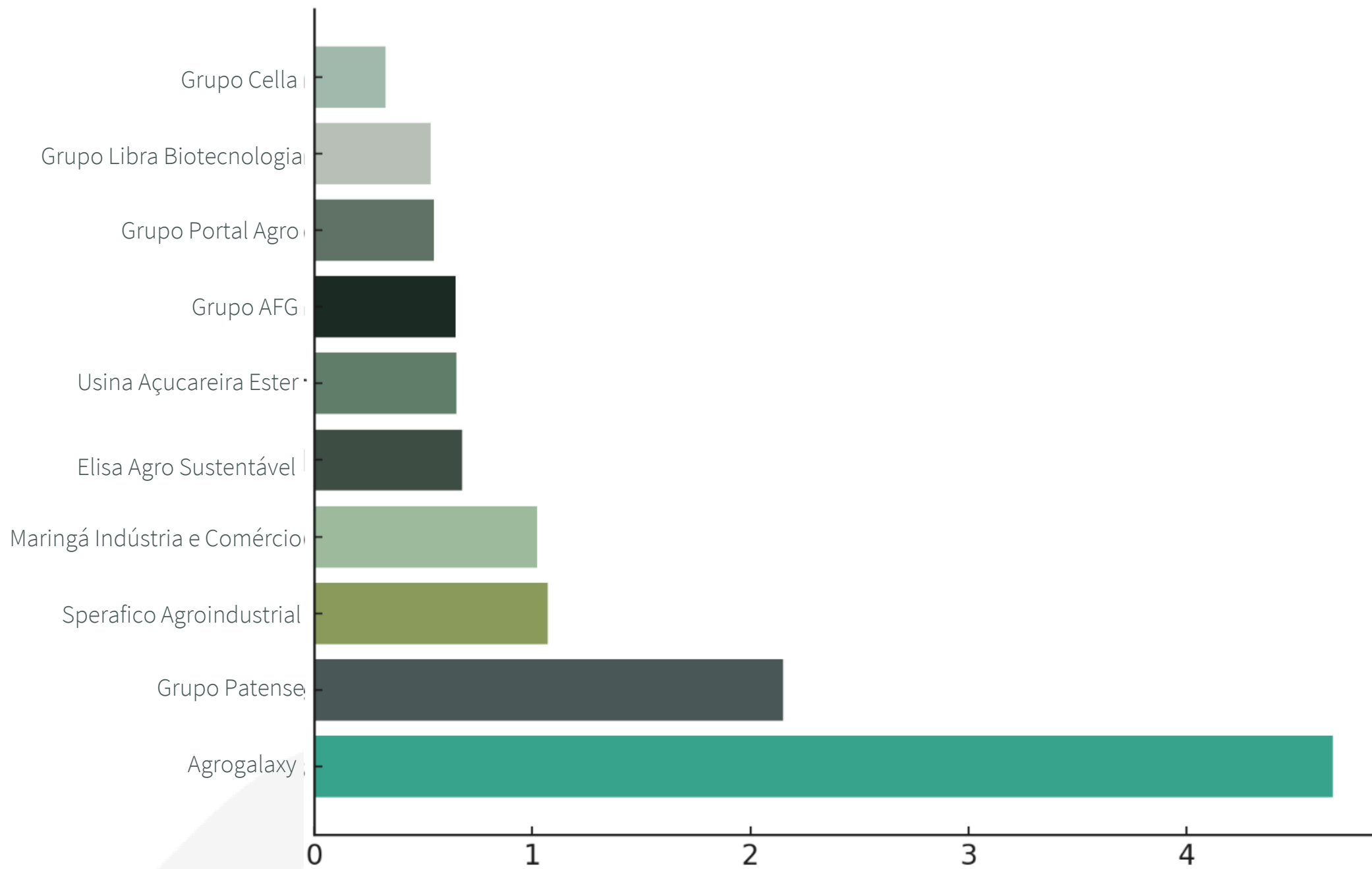
Source: <https://www.bcb.gov.br/estabilidadefinanceira/historicocotacoes>




# Brazilian agricultural market\_

In 2024, many agricultural businesses faced severe liquidity challenges, leading to an increasing number seeking insolvency protection and limited access to credit has hindered investments and disrupted the agribusiness ecosystem, affecting suppliers and financial institutions.

Insolvency Protection Requests in the Brazilian Agricultural Sector (Billions)



 Valor International  
<https://valorinternational.globo.com> · ... · Traduzir esta página

## Bankruptcies in Brazil's agribusiness expected to rise in 2025

03/02/2025 — The number of agribusiness companies filing for bankruptcy protection in Brazil surged in 2024, and experts see no signs of a slowdown this year.

 Agribrasilis  
<https://agribrasilis.com> · judicial... · Traduzir esta página

## Requests for Judicial Recovery in Agribusiness Increased ...

20/02/2024 — Requests for Judicial Recovery in Agribusiness Increased by 300% for Individual Farmers in Brazil · Credit of US\$ 401.4 Million for the Recovery ...

Source:  
 1- [Canal Rural](#), 2024.  
 2- [Agribrasilis](#), 2024.  
 3- [Valor International](#), 2025.

# Q4 and FY 2024 results\_



# Full Year 2024 highlights\_

## **Cash**

Cash held by the Group decreased by \$3.5 million, from \$6.9 million in FY 2023 to \$3.4 million in FY 2024.

Additionally, the Group has \$6.9 million in short-term receivables. **The total Cash and other receivables were \$10.3 million in FY 2024.**

## **Profitability**

Sales in 2024 were 319K tonnes, a 25% reduction compared to 2023.

Revenue in FY 2024 was \$21.6M, a 43% reduction compared to 2023.

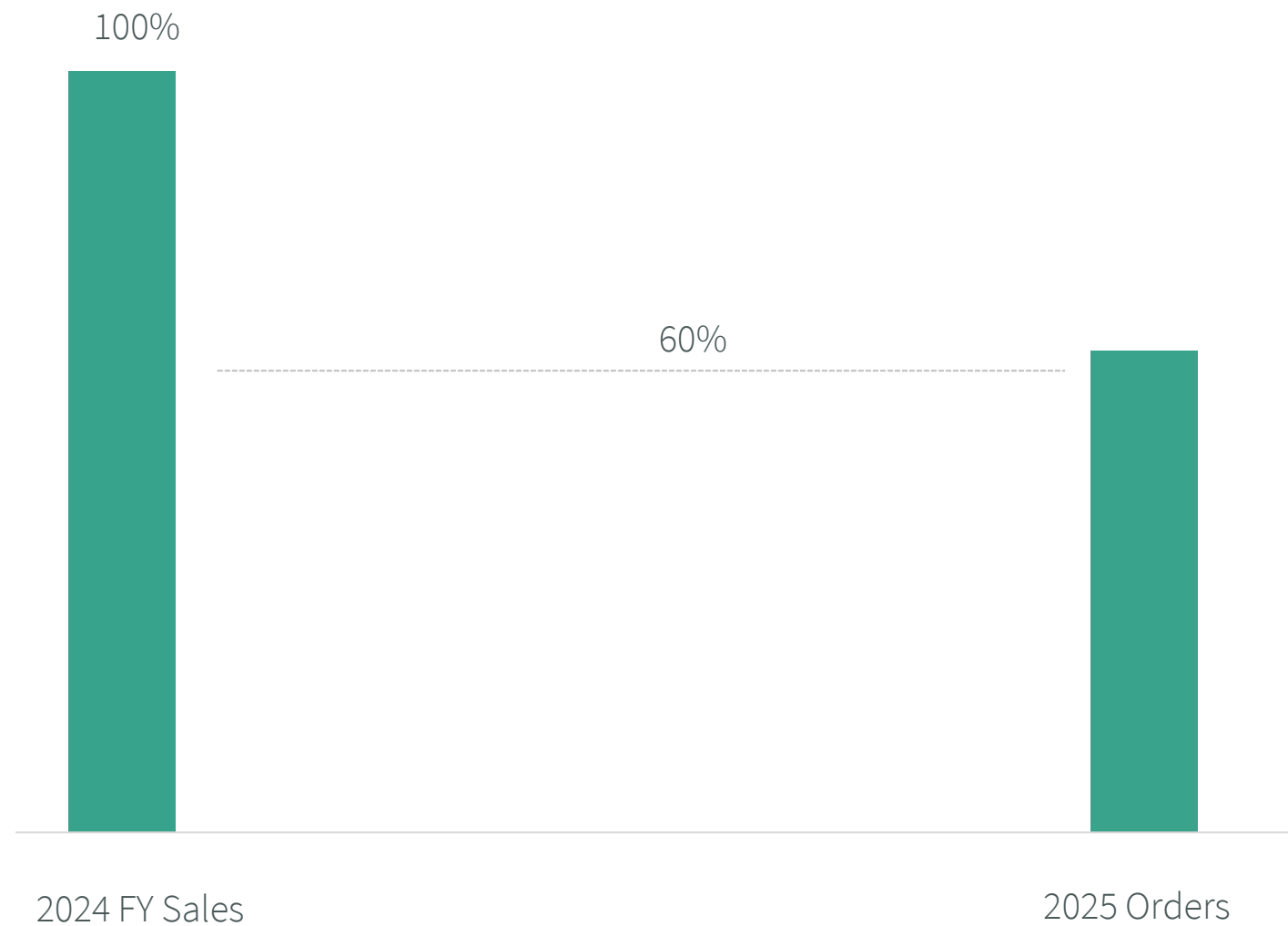
EBITDA before non-cash events was -\$2.5M in FY 2024, compared to \$2.0M in FY 2023.

Net loss in FY 2024 was -\$12.6M, compared to a -\$6.0M net loss in FY 2023.

Sales and General Administrative Expenses was \$10.1M in FY 2024, compared to \$11.7M in 2023.

# 2025 YTD Sales and Orders vs 2024 FY Total Sales

2024 FY Sales and 2025 YTD total orders (Tonnes)



In 2025, after only 79 days, Verde already has orders and delivered products representing **over 60%** of all products delivered in 2024.

# Q4 & FY 2024 financial statements\_

All amounts in CAD \$'000	Q4 2024	Q4 2023	% Δ	FY 2024	FY 20223	% Δ
Revenue	2,888	7,058	(59%)	21,597	37,863	(43%)
Production costs	(986)	(2,230)	(56%)	(6,302)	(9,689)	(35%)
Gross Profit	1,902	4,828	(61%)	15,295	28,174	(46%)
Gross Margin	66%	68%	n/a	71%	74%	n/a
Sales and marketing expenses	(842)	(996)	(15%)	(3,686)	(4,022)	(8%)
Product delivery freight expenses	(938)	(3,001)	(69%)	(7,705)	(14,510)	(47%)
General and administrative expenses	(1,947)	(2,527)	(23%)	(6,432)	(7,666)	(16%)
EBITDA <sup>(1)</sup>	(1,825)	(1,696)	8%	(2,528)	1,976	(228%)
Share Based, Equity and Bonus Payments (Non-Cash Event) <sup>(2)</sup>	13	(304)	(104%)	(2,133)	(449)	375%
Depreciation and Amortisation <sup>(3)</sup>	(753)	(640)	18%	(3,232)	(3,716)	(13%)
Operating (Loss) / Profit after non-cash events	(2,565)	(2,640)	(3%)	(7,893)	(2,189)	261%
Interest Income/Expense <sup>(4)</sup>	(262)	(2,795)	(91%)	(4,634)	(6,381)	(27%)
Net (Loss) / Profit before tax	(2,827)	(5,435)	(48%)	(12,527)	(8,570)	46%
Income tax <sup>(5)</sup>	(4)	2,787	(100%)	(31)	2,591	(101%)
Net (Loss) / Profit	(2,831)	(2,648)	7%	(12,558)	(5,979)	110%

(1) – Non GAAP measure

(2) – Included in General and Administrative expenses in financial statements

(3) – Included in General and Administrative expenses and Cost of Sales in financial statements

(4) – Please see Summary of Interest-Bearing Loans and Borrowings notes

(5) – Please see Income Tax notes

## Operational summary\_

All amounts in CAD \$'000	Q4 2024	Q4 2023	% Δ	2024 FY	2023 FY	% Δ
Tons sold '000	48	104	(54%)	319	428	(25%)
Average Revenue per ton sold \$	60	68	(12%)	68	89	(24%)
Average Production cost per ton sold \$	(21)	(21)	0%	(20)	(23)	(13%)
Average Gross Profit per ton sold \$	39	47	(17)	48	66	(27%)
Gross Margin	65%	68%	N/A	71%	74%	N/A

## Operational summary – excluding freight revenue\_

All amounts in CAD, except percentages	Q4 2024	Q4 2023	% Δ	2024 FY	2023 FY	% Δ
Average revenue per tonne sold \$	41	39	4%	44	55	(20%)
Average production cost per tonne sold \$	(21)	(21)	0%	(20)	(23)	(13%)
Average Gross Profit per tonne sold \$	20	18	9%	24	32	(25%)
Average Gross Margin	48%	46%	N/A	54%	58%	N/A

# Sales, general and administrative expenses\_

All amounts in CAD \$'000, except percentages	3 months ended Dec 31, 2024	3 months ended Dec 31, 2023	% Δ	2024 FY	2023 FY	% Δ
<b>Sales expenses</b>						
Sales and marketing expenses	(740)	(923)	(20%)	(3,246)	(3,912)	(17%)
Fees paid to sales agents	(102)	(73)	40%	(440)	(110)	300%
<b>Total Sales expenses</b>	<b>(842)</b>	<b>(996)</b>	<b>(15%)</b>	<b>(3,686)</b>	<b>(4,022)</b>	<b>(8%)</b>
<b>General expenses</b>						
General administrative expenses	(330)	(665)	(50%)	(2,413)	(3,646)	(34%)
Allowance for expected credit losses	(1302)	(1138)	14%	(2,320)	(1,754)	32%
Legal, professional, consultancy and audit costs	(207)	(521)	(60%)	(1,112)	(1,435)	(23%)
IT/Software expenses	(102)	(182)	(44%)	(529)	(715)	(26%)
Taxes and licenses fees	(6)	(21)	(71%)	(58)	(116)	(50%)
<b>Total</b>	<b>(1,947)</b>	<b>(2,527)</b>	<b>(23%)</b>	<b>(6,432)</b>	<b>(7,666)</b>	<b>(16%)</b>

# Debit overview\_

Loans liabilities before renegotiation \$'000	
Short-term loans	27,184
Long-term loans	12,562
<b>Total</b>	<b>39,746</b>

Loans liabilities after renegotiation \$'000	
Short-term loans	302
Long-term loans	39,444
<b>Total</b>	<b>39,746</b>

As of December 31, 2024, the Group's total loan balance was \$39.7 million compared to \$46.1M in 2023. Verde's average current loan rate is 16.2% per annum.

The Group renegotiated its loans with its larger creditors with the following terms:

- Debt extension for 9 years; In the first three years following the grace period, the Company will repay 10% of the debt, followed by 30% between the fourth and sixth years, and the remaining 60% over the final three years.
- Grace period of 6 months for interest and 18 months for principal;
- Significant improvement in cash flow, as short-term debt was reduced by 99%, from \$27.18 million to \$0.30 million.



March/2025

**Q&A**



March/2025

# Thanks

