

STEC PARTICIPAÇÕES S.A.
CNPJ/MF: 29.739.460/0001-18
NIRE: 35.300.513.916

**ATA DE REUNIÃO DO CONSELHO DE ADMINISTRAÇÃO
REALIZADA EM 25 DE FEVEREIRO DE 2026**

1. Data, Horário e Local: No dia 25 de fevereiro de 2026, às 18:30 horas, na sede social da **STEC PARTICIPAÇÕES S.A.**, localizada na Cidade de Araçatuba, Estado de São Paulo, na Rua Abrahão Vinhas, 242, parte, Concórdia II, CEP 16013-337 ("Companhia") e de forma remota, por videoconferência em link previamente circulado aos membros do Conselho de Administração.

2. Presença: Presença da totalidade dos membros em exercício do Conselho de Administração da Companhia: Britaldo Hernández Fernández, Anselmo del Toro Arce, Roel Win Collier, Patricia de Moraes, Sanjay Joseph Wagle e Fábio Abrahão. Também estiveram presentes os membros observadores.

3. Convocação e Publicação: Edital de Convocação enviado pelo Presidente do Conselho de Administração da Companhia, Sr. Britaldo Hernández Fernández, em 20/02/2026.

4. Mesa: Presidente: Sr. Britaldo Hernández Fernández; **Secretário:** Sr. Anselmo del Toro Arce.

5. Ordem do Dia: (i) Apresentação dos resultados financeiros consolidados do exercício de 2025; (ii) Apresentação dos resultados operacionais e comerciais consolidados do exercício de 2025; (iii) Apresentação dos projetos estratégicos comerciais para 2026; e (iv) Atualização sobre o processo de separação de negócios no âmbito do Projeto Harvest.

6. Matérias Apresentadas ao Conselho: Não houve matérias submetidas a deliberação nesta reunião. As matérias abaixo foram apresentadas em caráter informativo, para ciência dos membros do Conselho de Administração.

(i) Resultados financeiros do exercício de 2025. Murilo Fonseca apresentou os resultados consolidados do exercício de 2025, destacando os seguintes pontos: (a) receita líquida e EBITDA acima do orçamento aprovado; (b) recuperação relevante de resultado no 3º e 4º trimestres; (c) economia de caixa combinada de aproximadamente R\$ 25 milhões entre Plataforma e Solix; (d) evolução nos controles contábeis e no reconhecimento de receita conforme IFRS 15/CPC 47, com transição de faturamento para cronograma contratual; e (e) impactos pontuais não recorrentes por custos de suprimentos, fretes e write-offs. Foi apresentado o percentual de 116% de atingimento das metas atreladas ao pagamento de bonificação via programa de participação nos resultados. A apresentação integra esta ata como Anexo I.

(ii) Resultados operacionais e comerciais do exercício de 2025. Emerson Crepaldi apresentou o resultado comercial consolidado do exercício de 2025, passando por: (a) desempenho de ARR e receitas One-Time no exercício de 2025 em relação às metas orçadas; (b) resultados de Vendas Diretas, vertical que tende a ganhar tratamento independente diante dos resultados cada vez mais

expressivos que vem apresentando; (c) desafios relacionados ao churn, que superou a estimativa orçada, incluindo os principais fatores que contribuíram para esse resultado, as lições aprendidas e as estratégias adotadas para endereçá-lo; e (d) vendas Solix. Na sequência, Bruno Pavão esclareceu dúvidas sobre a performance de Solix, trazendo dados de melhoria de produtividade e qualidade do solo apurados por terceiros independentes. Por fim, Britaldo destacou o foco atual da Companhia na escalabilidade do Solix. A apresentação integra esta ata como Anexo II.

(iii) Projetos estratégicos comerciais para 2026. Crepaldi apresentou o plano comercial para 2026, incluindo a estratégia de vendas e as metas de ARR e receita por vertical. Na sequência, apresentou dois projetos de novos negócios em estudo pela Companhia. O primeiro refere-se à monetização de dados: embora ainda em estágio embrionário, a expectativa é que o projeto amadureça ao longo de 2025 e comece a gerar resultados a partir de 2028. Crepaldi acredita que uma primeira versão do plano de negócios desse projeto deve estar disponível no segundo semestre deste ano. O segundo projeto trata de alternativas de canal de vendas para o Solix, com potencial de acelerar a capilaridade comercial da Companhia, e encontra-se atualmente em fase de negociação alinhado à estratégia de foco primordial em escalabilidade. A apresentação integra esta ata como Anexo II.

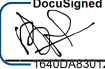
(iv) Atualização do Projeto Harvest. Eugênia Siqueira atualizou sobre o andamento do Projeto Harvest e de separação dos negócios e os conselheiros discutiram sobre assuntos relacionados.

7. Encerramento e Lavratura da Ata: Nada mais havendo a ser comunicado, foram encerrados os trabalhos e lavrada a presente ata em forma de sumário, conforme autorizado por todos os membros do Conselho de Administração, que, após lida e achada conforme, foi assinada pelos presentes. **Mesa:** **Presidente:** Sr. Britaldo Hernández Fernández; **Secretário:** Sr. Anselmo del Toro Arce. **Conselheiros presentes:** Britaldo Hernández Fernández, Anselmo del Toro Arce, Roel Win Collier, Patricia de Moraes, Sanjay Joseph Wagle e Fábio Abrahão.

Araçatuba, 25 de fevereiro de 2026.

[Página de assinaturas da Ata de Reunião do Conselho de Administração da STEC PARTICIPAÇÕES S.A., realizada em 25 de fevereiro de 2026.]

Mesa:

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Britaldo Hernández Fernández
Presidente

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Anselmo del Toro Arce
Secretário

Conselheiros presentes:

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Britaldo Hernández Fernández

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Anselmo del Toro Arce

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Roel Win Collier

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PATRICIA DE MORAES
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Patricia de Moraes

Assinado por:

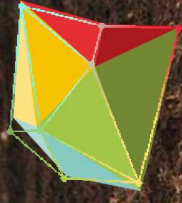
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Fábio Abrahão

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Sanjay Joseph Wagle

**ANEXO I À ATA DE REUNIÃO DO CONSELHO DE ADMINISTRAÇÃO
REALIZADA EM 25 DE FEVEREIRO DE 2026**

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SOLINFTEC

2025 Year End Results

February 20th, 2026

Operational Highlights – 2025 Actual x Budget (YTD)

ARR Performance:

- ARR ended the year supported by the above-budget performance of the Sugarcane vertical, which contributed R\$10.4mm. On a consolidated basis, ARR came in (R\$8.0mm) below expectations, mainly impacted by Perennials (R\$8.6mm), Row Crops (R\$8.1mm), Solix US (R\$1.0mm), LatAm (R\$0.5mm) and Solix BR (R\$0.3mm), primarily due to churn and reduced scope in contract renewals. Total ARR reached R\$431.6mm.

Net Revenues + Deferred Revenues Performance¹:

- Recurring revenue exceeded expectations R\$28.3mm, particularly in Sugarcane, driven by the IFRS 15 adjustment resulting from the change in revenue recognition methodology, as well as Row Crops and LatAm. One-time revenue from hardware product sales came in below budget (R\$2.4mm) across all Platform verticals and Solix BR, driven primarily by underperformance in Solix BR, Row Crops and LatAm. One-time revenue service exceeded expectations in Sugarcane, helping to partially offset overall revenue performance. Overall, total revenue came in above expectations R\$28.0mm, reflecting higher sales seasonality in December, summing up to R\$416.8mm.

EBITDA + R&D and Deferred Implantation Margin:

- Consolidated EBITDA + R&D and Deferred Implantation were R\$55.9mm above budget, driven primarily by unexecuted R&D product development pipelines and savings in personnel, travel and vehicle expenses resulting from deferred hiring. Total figure reached R\$84.0mm with EBITDA margin at 20% (Platform+Solix).

CFO + CFI:

- The result was R\$25.7mm above budget, mainly due to the postponement of capex purchases and lower expenses with unfulfilled planned hirings. CFO+CFI ended the year with a burn rate of (R\$25.8mm).

1. Net Revenue for the period was adjusted to include deferred implantation revenue, as such deferral had not been considered in the Budget.



Agenda

- **Summary**
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- Costs & Expenses
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Summary

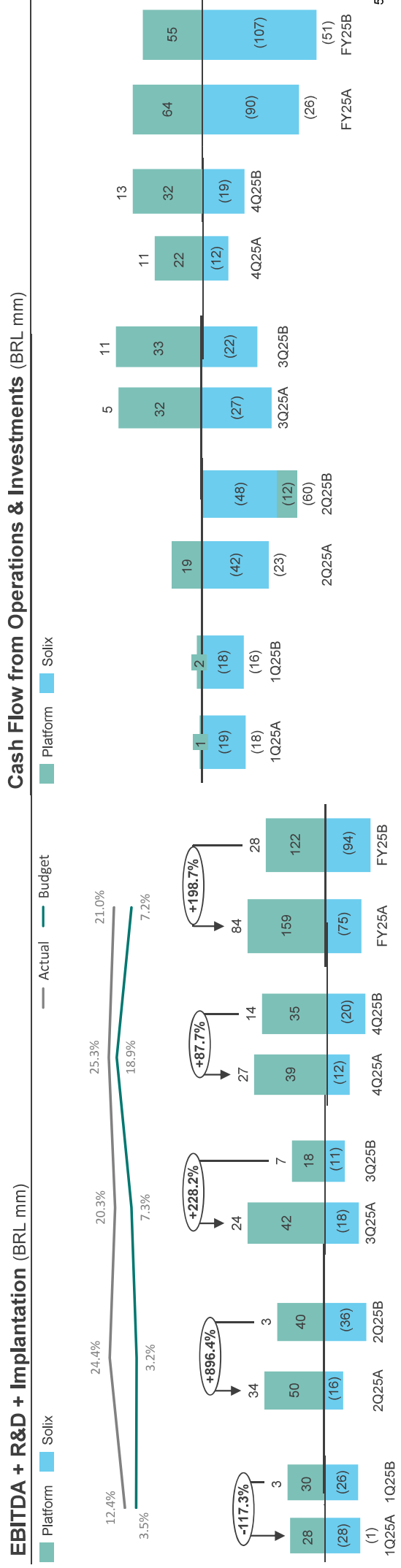
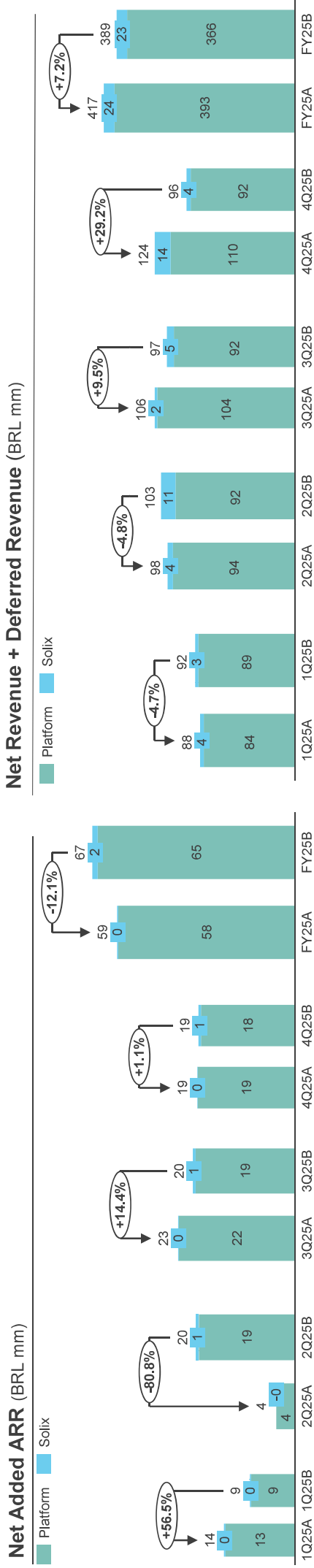


ARR	<ul style="list-style-type: none"> • Performing below Budget: R\$431.6mm (A) vs R\$439.6mm (B) 	
Net Revenues + Deferred Revenues	<ul style="list-style-type: none"> • FY Result above Budget: R\$416.8mm (A) vs R\$388.8mm (B) 	
EBITDA + R&D and Implantation	<ul style="list-style-type: none"> • FY Result performing above Budget: R\$84.0mm (A) vs. R\$28.1mm (B) 	
Operational & Investment Cash Flow	<ul style="list-style-type: none"> • FY Result above Budget: (R\$25.8mm) (A) vs. (R\$51.5mm) (B) • Platform above Budget: R\$64.4mm (A) vs. R\$55.1mm (B) • Solix above Budget: (R\$90.2mm) (A) vs. (R\$106.6mm) (B) 	<p>Platform</p> <p>Solix</p>

1. (A) Actual and (B) Budget
 2. Net Revenue for the period was adjusted to include deferred implantation revenue, as such deferral had not been considered in the Budget.

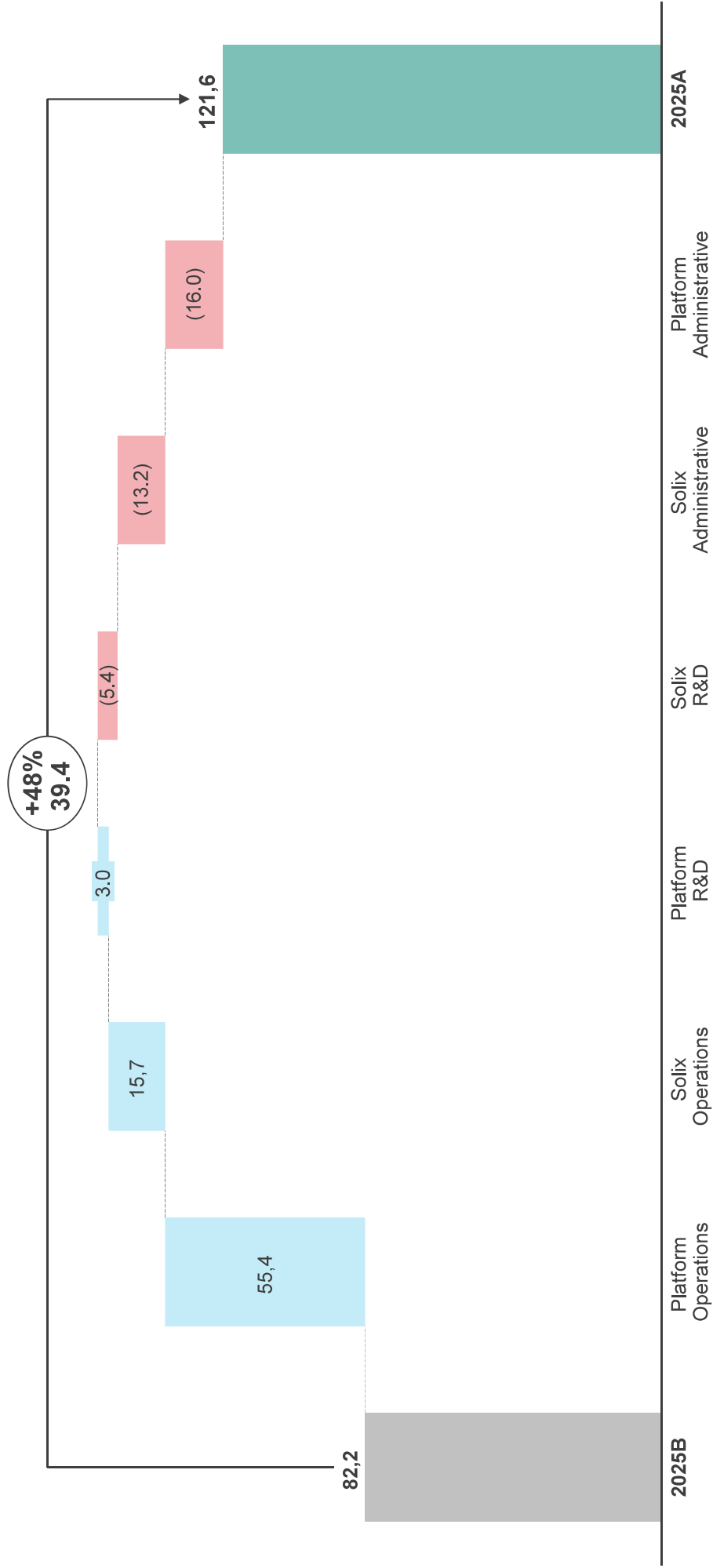
Dec 2025 – EBITDA above expectations, driven by savings in Administrative, Operations and R&D

Quarterly



EBITDA – Dec 2025 YTD vs. Budget

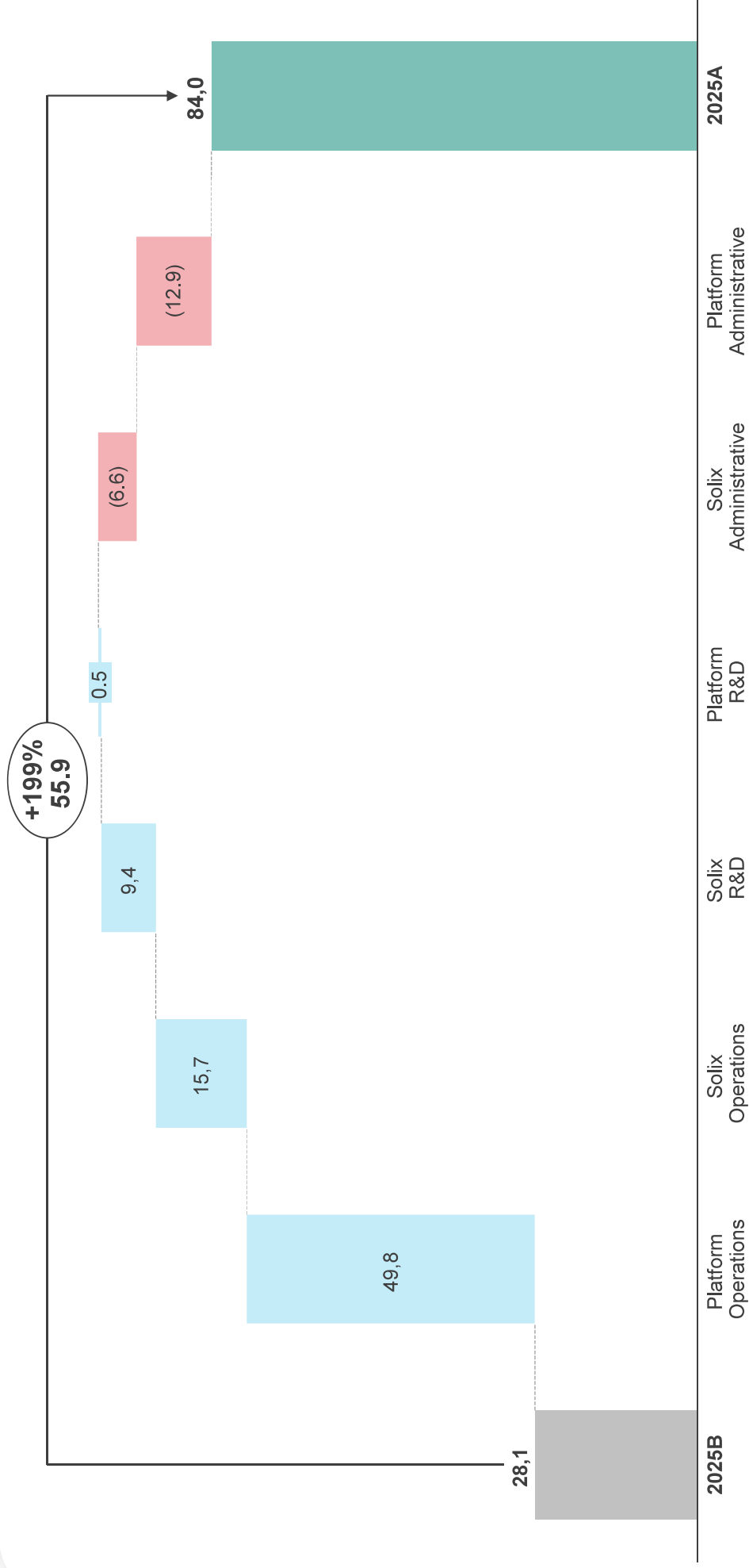
(BRLmm)



Note: Administrative expenses include costs associated with marketing, supply, other administrative departments and Tax Credit.

EBITDA + R&D and Implantation Cap. – 2025 YTD vs. Budget

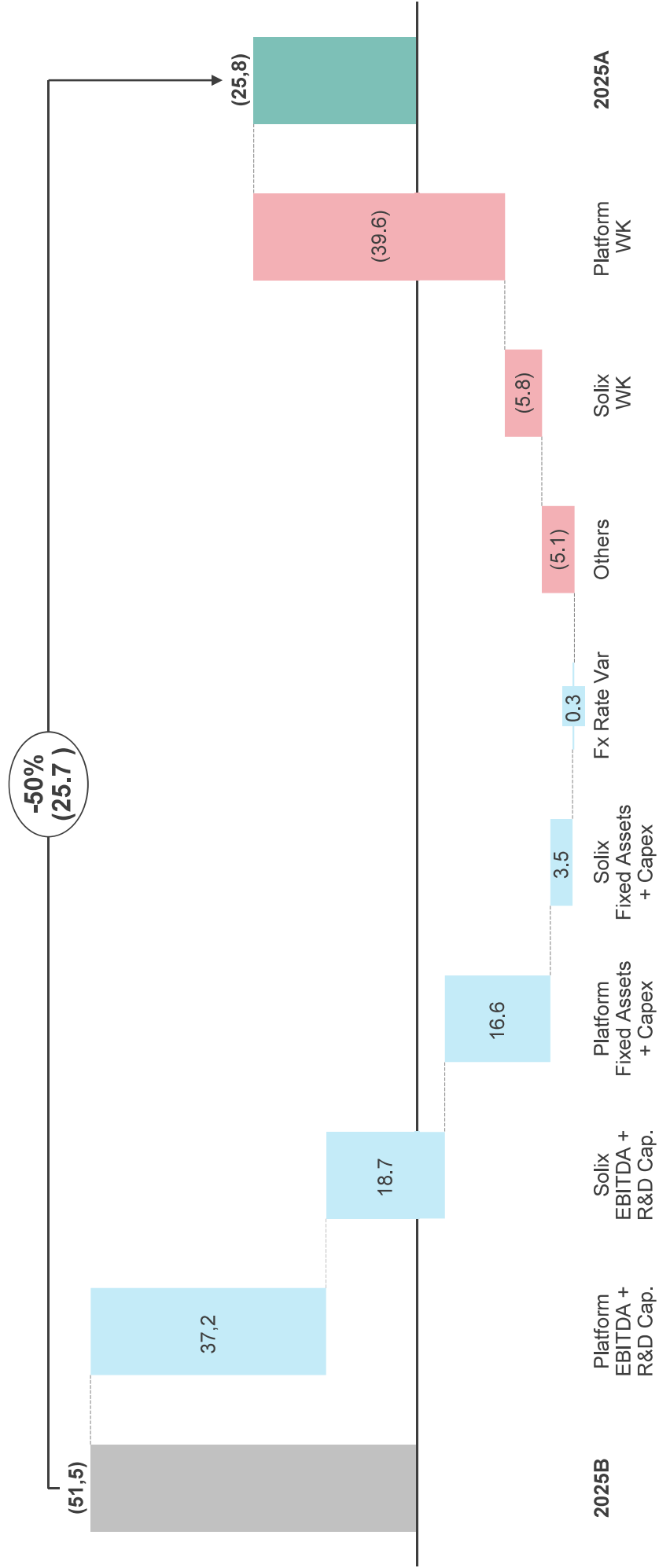
(BRLmm)



Note: Administrative expenses include costs associated with marketing, supply, other administrative departments and Tax Credit.

Recurring Cash Flow – Dec 2025 YTD vs. Budget

(BRLmm)

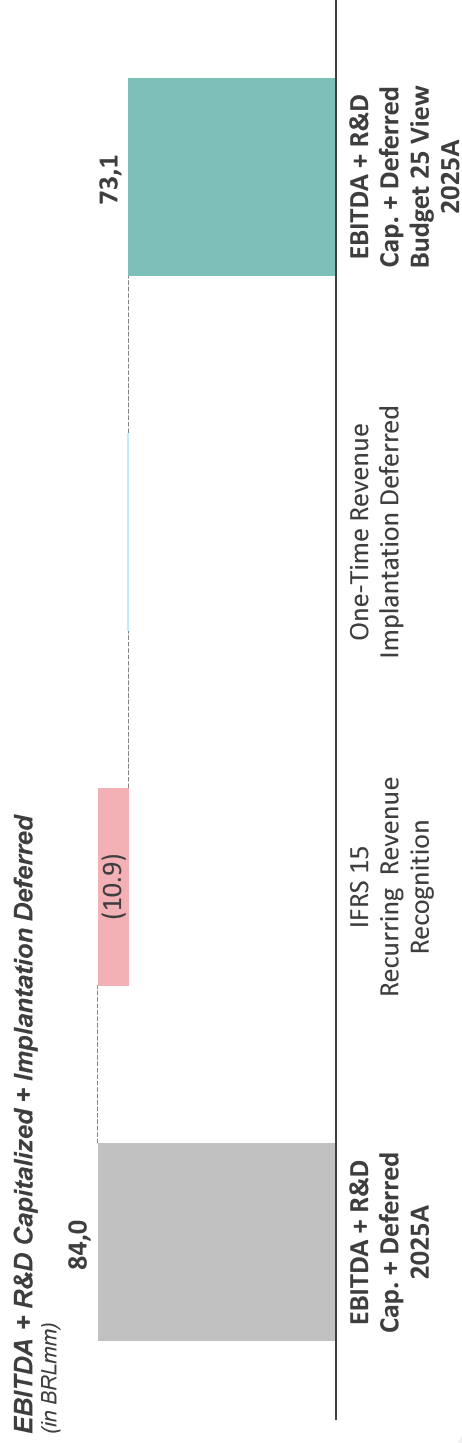
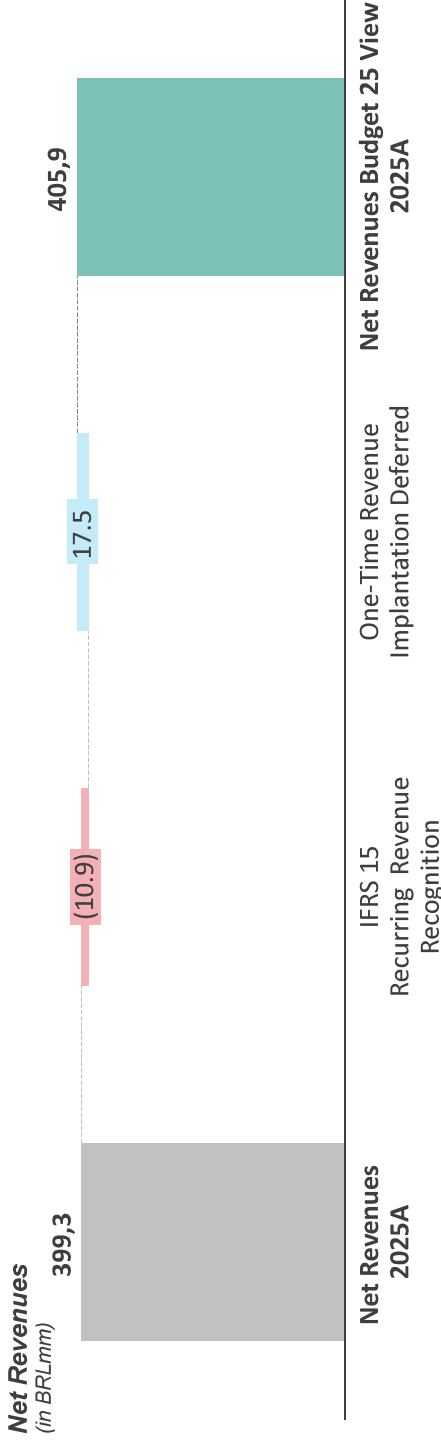




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Actual vs Budget | Impact of Change in Accounting Methodology (BRLmm)



Comments

The 2025 Budget was prepared under the legacy recognition methodology, where both implantation revenue and recurring revenue were recognized upon invoicing. Throughout 2025, Finance implemented two key control enhancements that did not exist when the Budget was built: (i) Implantation Deferral — implantation revenue and its matching costs are now deferred and recognized over the 60-month contract term, rather than in full at billing; and (ii) IFRS 15 Recurring Recognition — recurring revenue is now recognized based on the contractual service period, rather than on the invoice billing cycle. Both adjustments are driven by improvements in financial controls, not by changes in underlying business performance. The delta between Budget View and Board View is therefore purely methodological. Deferred revenue adjustments have zero net impact on EBITDA + R&D Capitalized + Deferred because:

- Both implantation revenue and its matching costs are deferred simultaneously, preserving the margin profile across periods
- The metric explicitly adds back the change in deferred revenue, fully offsetting the IFRS 15 timing difference on recurring recognition
- As a result, this KPI captures the underlying cash economics of the business regardless of which recognition methodology is applied, enabling a like-for-like comparison between Budget and Actual

Bonus Metrics – FY 2025 Target Ranges & Achievement

(BRL mm)

Metrics	Weight	80%	90%	100%	110%	120%	FY 2025 Scenario	% Achieved	Weighted %
ARR	10%	426.3	433.0	439.7	446.4	453.1	431.6	88%	8.8%
Net Revenue	20%	376.3	382.6	388.8	395.1	401.4	405.9	120%	24.0%
EBITDA + R&D Cap.	30%	25.3	26.7	28.1	33.1	38.1	73.1	120%	36.0%
OCF+I: Platform + Solix	40%	(68.5)	(60.0)	(51.5)	(41.5)	(31.5)	(25.8)	120%	48.0%
Total	100%	—	—	—	—	—	—	—	116.8%

Note: Weighted % = Weight x % Achieved (each metric capped at 120%)



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Agenda

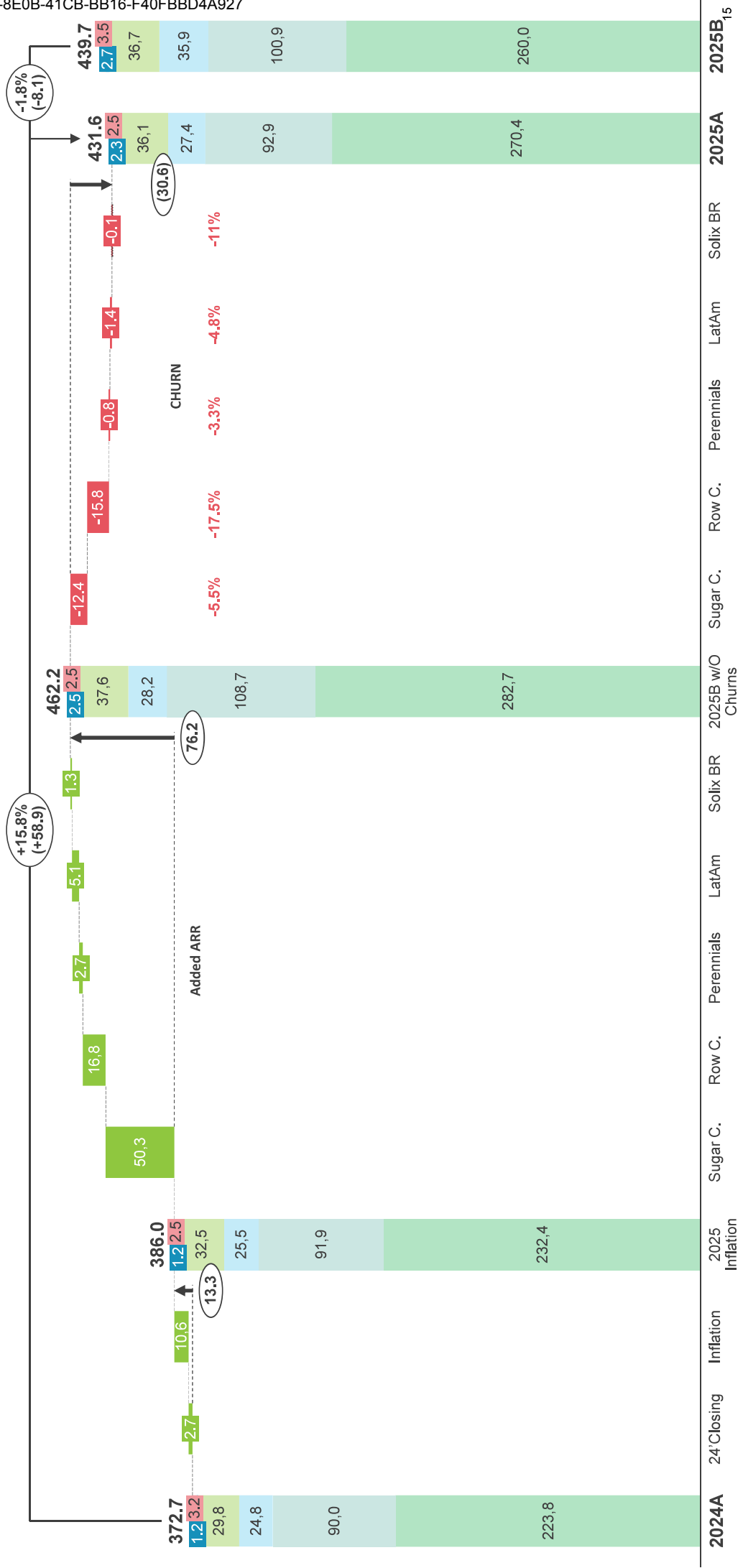
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ARR – Dec 2025 impacted by postponement of new sales and churn

(BRLmm)

■ Sugar C.
 ■ Row C.
 ■ Perennials
 ■ Solix BR
 ■ North America

2024A x 2025A



2024A 24/Closing Inflation 2025 Inflation 2025B w/O Churns Sugar C. Row C. Perennials LatAm Solix BR 2025B 15

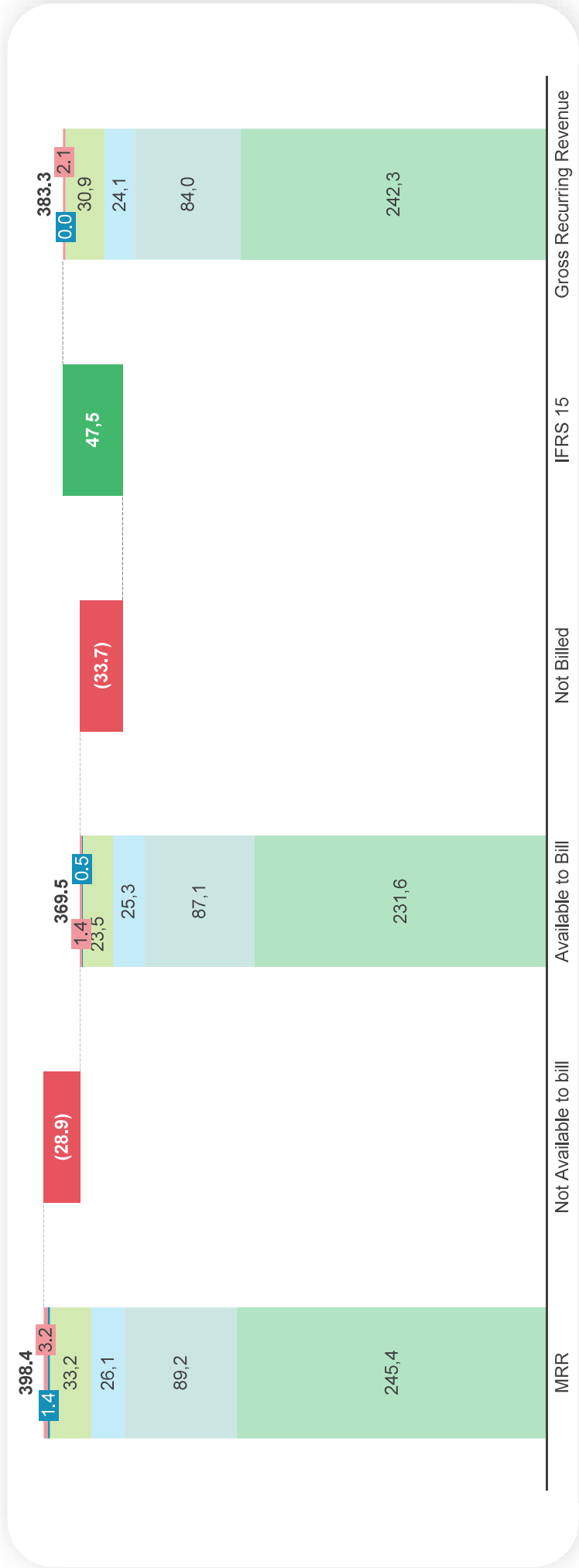
MRR to Revenue Conversion

(YTD BRLmm)



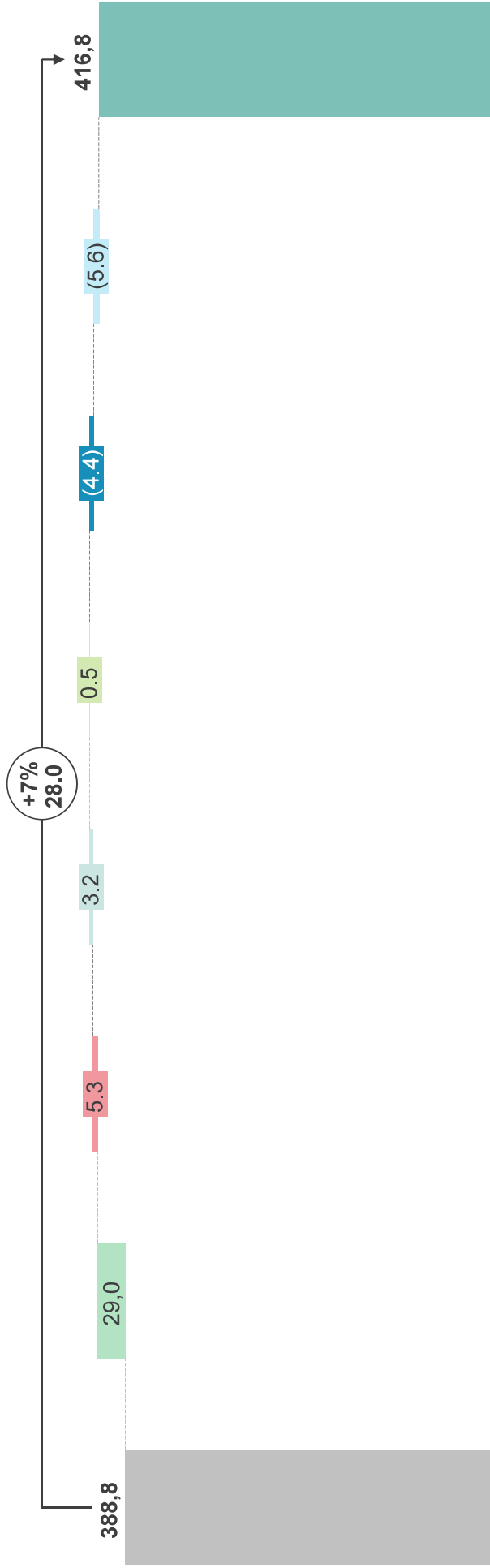
■ Sugar C.
 ■ Row C.
 ■ Perennials
 ■ LatAm
 ■ Solix BR
 ■ North America

Budget	404.7	(4.5)	400.2	(45.2)	0.01	355.0
Var (%)	-1.6%	84.4%	-8.3%	-34.2%	100.0%	7.4%



Net Revenues + Deferred Revenues – 2025 YTD vs. Budget

(YTD BRLmm)



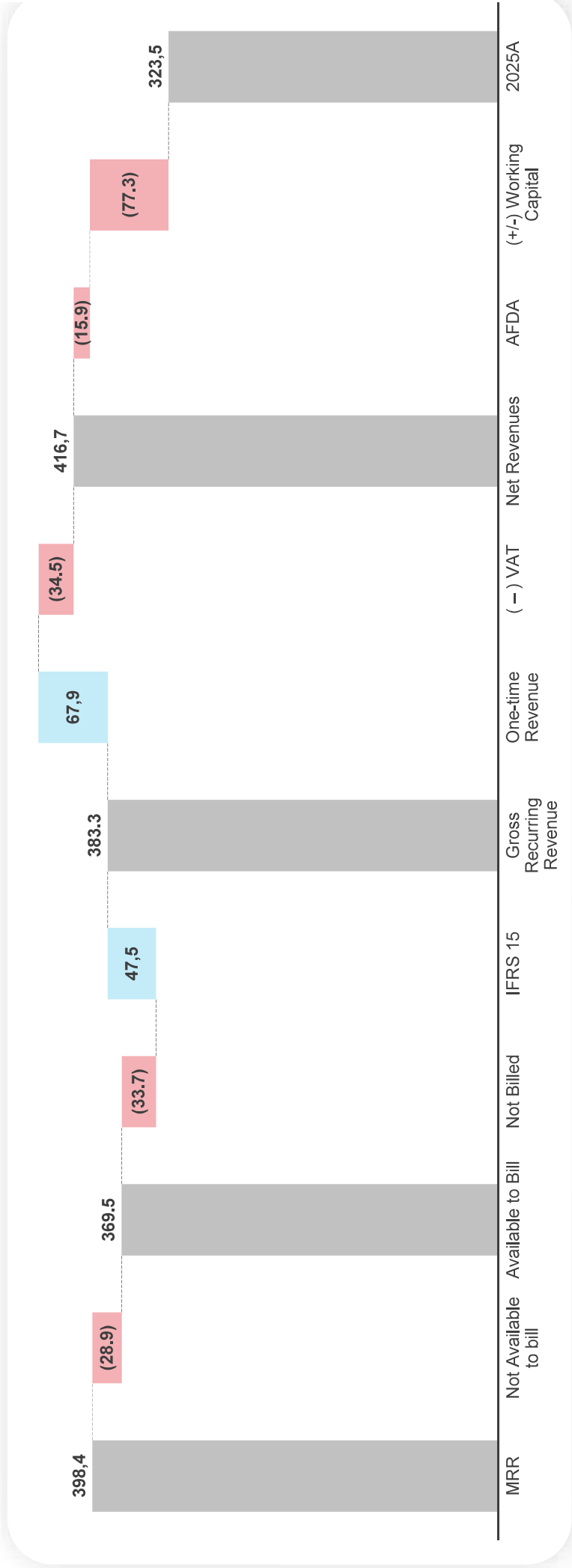
	2025B	Sugar C.	Solix US + Platform	Row C.	LatAm	Solix BR	Perennials	2025A
ARR Added		8.3	n.a.	(1.5)	(0.8)	(0.7)	(4.9)	0.3
Net Revenue		29.0	5.3	3.2	0.5	(4.4)	(5.6)	28.0
Recurring Revenue		18.3	(1.2)	9.8	4.7	(0.7)	(2.5)	28.3
One-Time Revenue		15.1	6.4	(6.2)	(5.5)	(7.1)	(4.6)	(0.9)

Net Inflow – Dec 2025 YTD vs. Budget

(YTD BRLmm)



Budget	404.7	(4.5)	400.2	(45.2)	0.0	355.0	68.8	(34.95)	388.8	(3.4)	382.7
Var (%)	-1.6%	84.4%	-8.3%	-34.2%	100.0%	7.4%	-1.3%	-1.4%	6.7%	79.0%	-18.3%





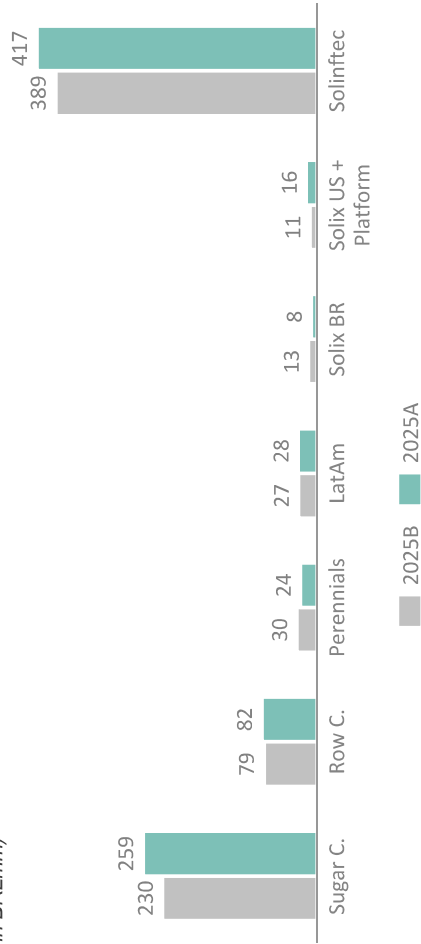
Agenda

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- Costs & Expenses
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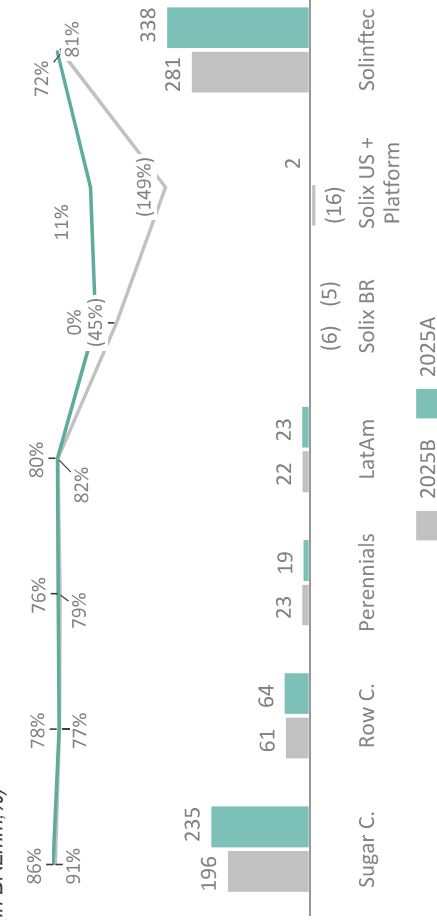
Business Vertical P&L

YTD

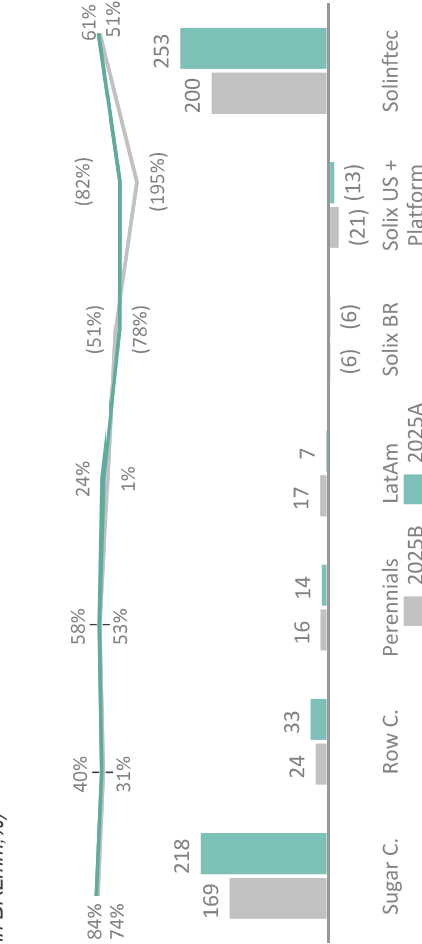
Net Revenues + Deferred Revenues
(in BRLmm)



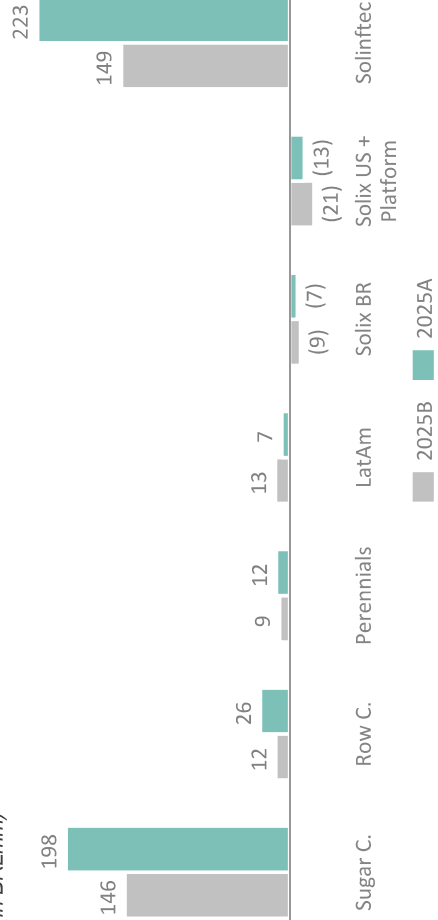
Cash Gross Profit & Cash Gross Margin
(in BRLmm,%)



EBITDA + R&D Cap. + Implantation Margin
(in BRLmm,%)

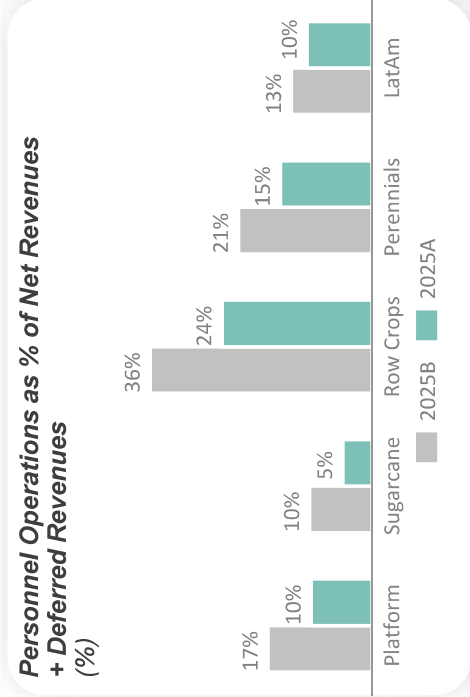
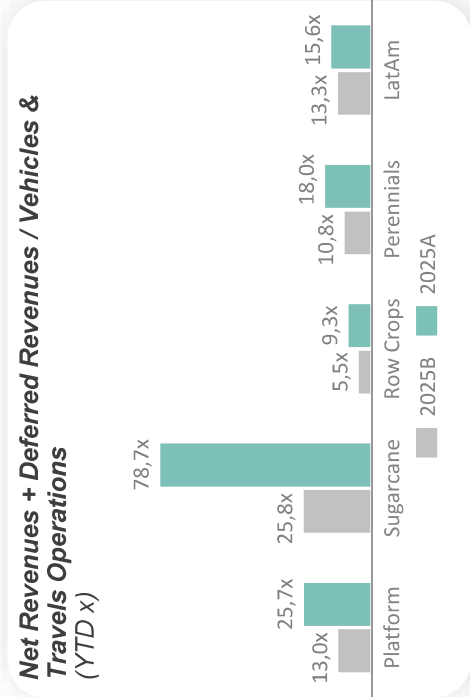
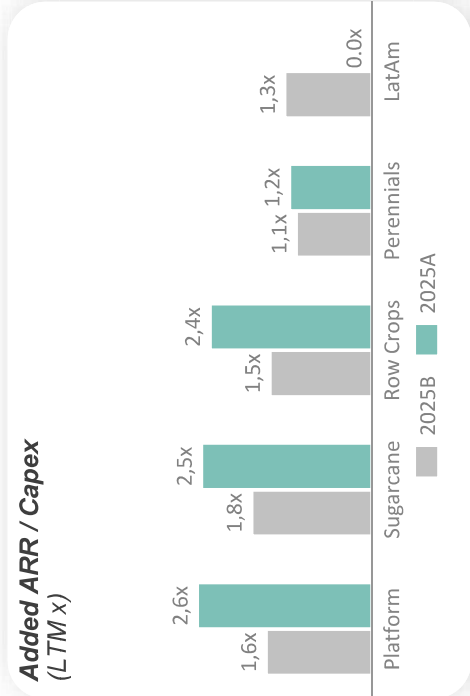
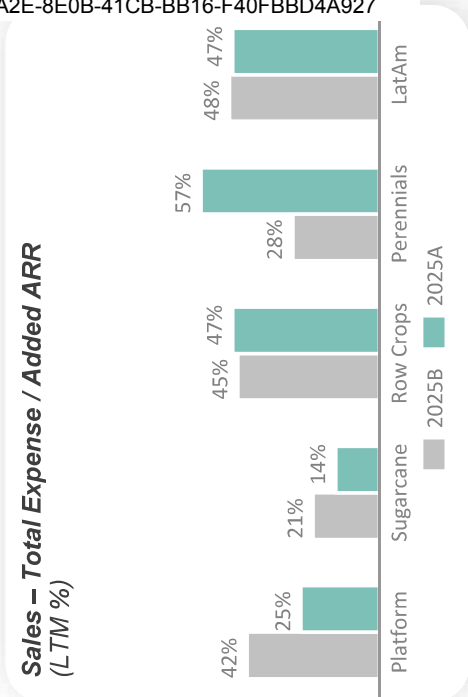
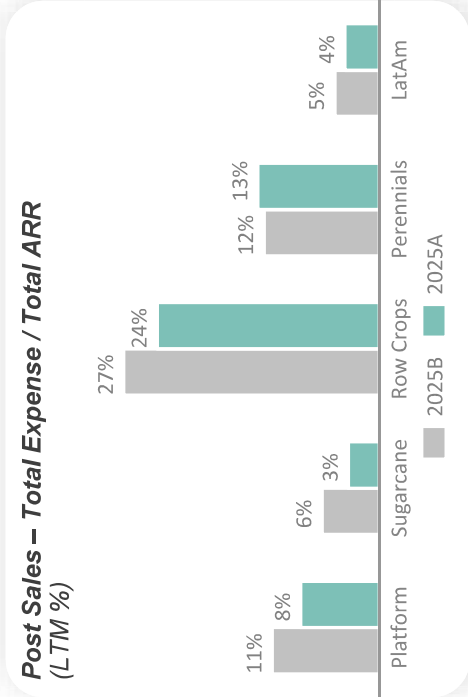
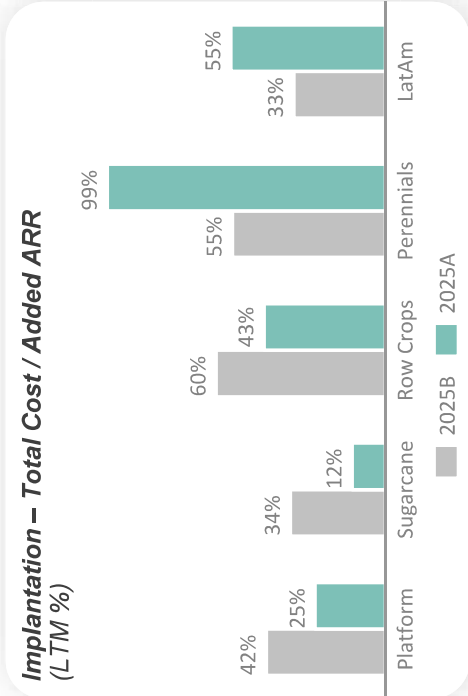


Contribution Margin
(in BRLmm)



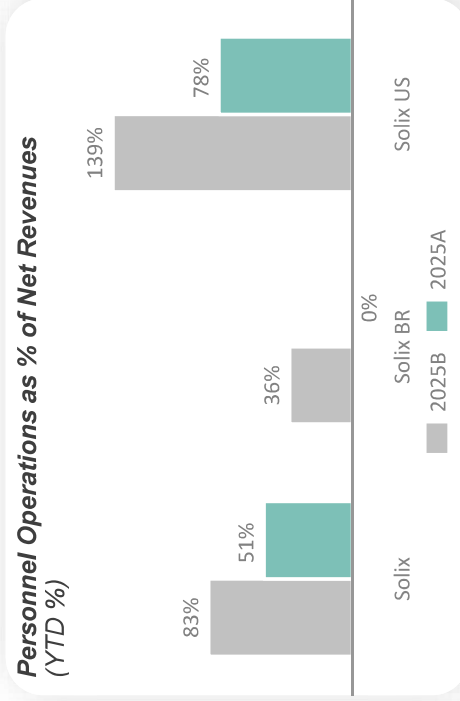
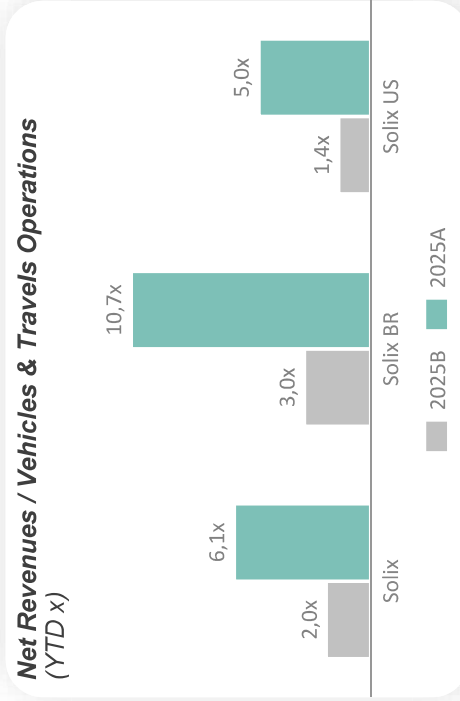
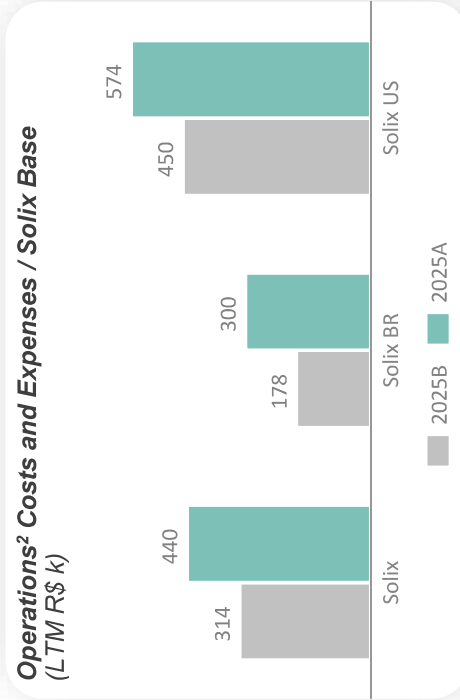
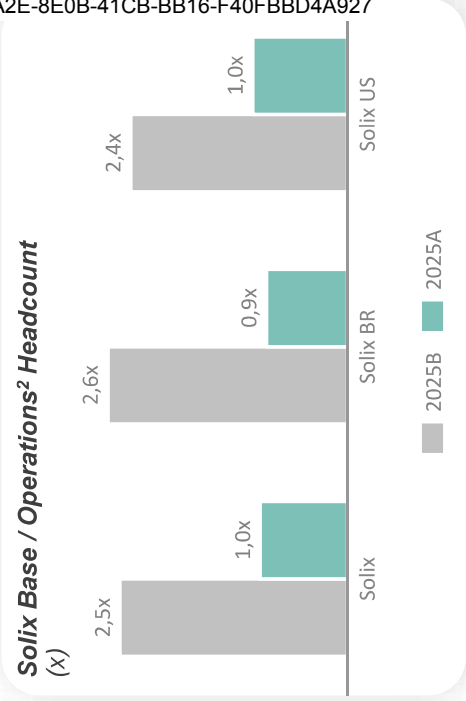
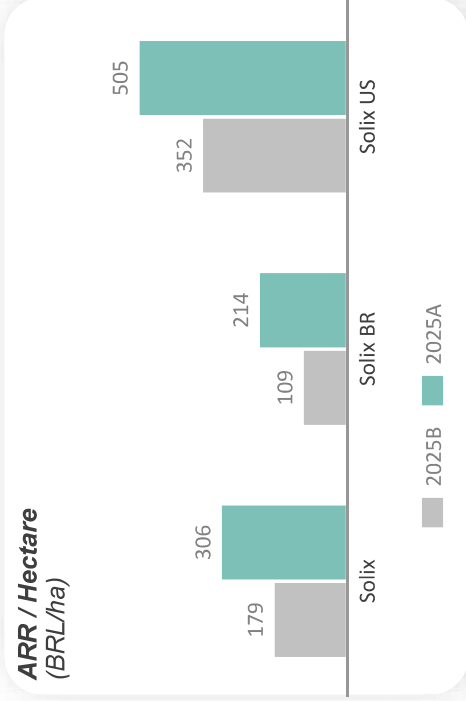
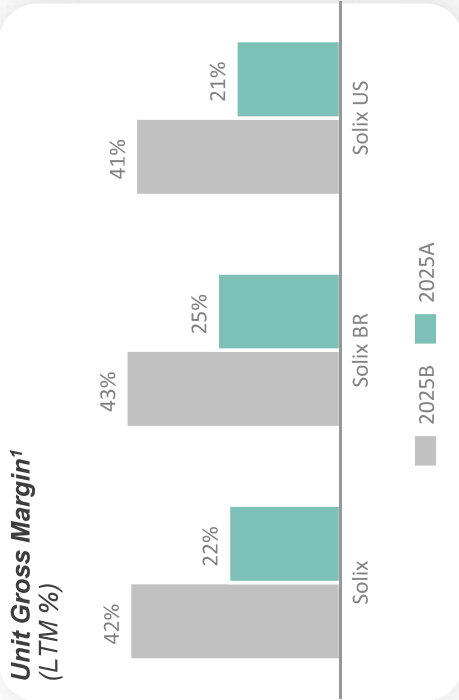
Operations KPIs - Platform

YTD



Operations KPIs - Solix

YTD



1. Considers Net revenues and Cost of Hardware Sold only.
 2. Implementation and Post Sales.

Dec 2025 YTD Actual vs. 2025 Budget – P&L by Vertical

YTD In BRL Million	Sugar cane BR		Row Crops BR		Perennials BR		LatAm		Solix BR		Solix + Platform US		Total					
	2025A	2025B	Var.	2025A	2025B	Var.	2025A	2025B	Var.	2025A	2025B	Var.	2025A	2025B				
	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)	(R\$m)				
ARR Total	270.4	260.0	10.4	92.9	100.9	(8.1)	27.4	35.9	(8.6)	36.1	36.6	(0.5)	2.3	2.7	(0.3)	431.6	439.6	(8.0)
ARR Added	50.3	42.1	8.3	16.8	18.3	(1.5)	2.7	7.7	(4.9)	5.1	5.9	(0.8)	1.3	2.0	(0.7)	76.2	75.8	0.3
Recurring Revenues	242.3	224.0	18.3	84.0	74.2	9.8	24.1	26.6	(2.5)	30.9	26.2	4.7	-	0.7	(0.7)	383.4	355.0	28.3
One-Time Revenue HW Sale	20.7	23.0	(2.3)	0.1	8.5	(8.3)	0.6	4.3	(3.7)	(2.2)	2.7	(4.9)	9.3	16.4	(7.1)	42.2	62.1	(19.9)
One-Time Revenue Others	5.6	1.8	3.8	1.9	2.5	(0.6)	0.7	1.7	(1.0)	-	0.6	(0.6)	-	-	-	8.2	6.7	1.6
(-) VAT	(23.4)	(19.1)	(4.4)	(6.8)	(6.5)	(0.3)	(2.1)	(2.5)	0.4	(0.8)	(2.3)	1.4	(1.2)	(4.6)	3.4	(34.5)	(35.0)	0.5
Net Revenues	245.2	229.7	15.4	79.2	78.7	0.5	23.3	30.1	(6.8)	27.8	27.3	0.5	8.1	12.5	(4.4)	399.3	388.8	10.5
(-) Cost of Hardware Sold	(12.1)	(13.5)	1.4	(8.5)	(5.0)	(3.5)	(1.5)	(2.5)	1.0	(1.5)	(2.7)	1.2	(5.9)	(9.4)	3.5	(36.9)	(39.4)	2.5
(-) Cloud & Hosting	(5.5)	(5.5)	0.0	(2.4)	(1.7)	(0.6)	(0.8)	(0.6)	(0.2)	(0.8)	(0.7)	(0.1)	-	(0.4)	0.4	(8.9)	(8.2)	(0.8)
(-) Implantation	1.1	(14.2)	15.3	(0.4)	(11.0)	10.6	(0.2)	(4.2)	4.0	(2.6)	(1.9)	(0.7)	(0.8)	(8.3)	7.6	(8.9)	(59.5)	50.6
Cash Gross Profit	228.7	196.5	32.2	68.0	61.0	7.0	20.8	22.7	(1.9)	22.9	21.9	1.0	1.4	(5.6)	7.0	343.6	280.8	62.8
% Cash Gross Margin	93%	86%	8%	86%	77%	8%	89%	76%	14%	82%	80%	2%	17%	(45%)	62%	86%	72%	14%
(-) Post-Sales	(9.0)	(15.9)	7.0	(22.1)	(27.6)	5.5	(3.6)	(4.4)	0.9	(1.3)	(1.7)	0.4	(0.0)	(0.6)	0.6	(44.1)	(53.1)	9.0
(-) Sales	(7.0)	(9.0)	1.9	(7.9)	(8.3)	0.4	(1.6)	(2.1)	0.6	(2.4)	(2.6)	0.4	(1.5)	(0.2)	(1.3)	(25.3)	(24.5)	(0.8)
(-) AFDA	(1.1)	(2.1)	1.0	(0.8)	(0.7)	(0.1)	(0.2)	(0.2)	0.0	(12.3)	(0.3)	(12.0)	-	-	-	(15.9)	(3.4)	(12.6)
EBITDA	211.6	169.4	42.1	37.2	24.3	12.8	15.4	15.9	(0.5)	6.9	17.1	(10.1)	(0.1)	(6.4)	6.3	258.3	199.8	58.5
% EBITDA Margin	86%	74%	13%	47%	31%	16%	66%	53%	13%	25%	62%	(38%)	(1%)	(51%)	50%	65%	51%	13%
(+) Deferred Revenue	13.6	-	13.6	2.7	-	2.7	1.2	-	1.2	-	-	-	-	-	-	17.5	-	17.5
(-) Deferred Expenses	(7.1)	-	(7.1)	(6.9)	-	(6.9)	(2.5)	-	(2.5)	(0.2)	-	(0.2)	(6.2)	-	(6.2)	(23.0)	-	(23.0)
EBITDA + Implantation + Production	218.0	169.4	48.6	33.0	24.3	8.7	14.1	15.9	(1.9)	6.7	17.1	(10.3)	(6.3)	(6.4)	0.1	252.7	199.8	52.9
(-) Fixed Assets + Capex + Peripherals	(20.0)	(23.7)	3.7	(7.0)	(12.1)	5.1	(2.2)	(6.9)	4.6	0.2	(4.5)	4.8	(0.3)	(2.9)	2.6	(29.3)	(50.8)	21.5
EBITDA + Capex + Peripherals	198.0	145.7	52.3	26.0	12.2	13.8	11.8	9.1	2.8	7.0	12.5	(5.5)	(6.6)	(9.3)	2.7	223.4	149.0	74.4
% Contribution Margin	81%	63%	17%	33%	16%	17%	51%	30%	21%	25%	46%	(21%)	(82%)	(75%)	(7%)	56%	38%	18%

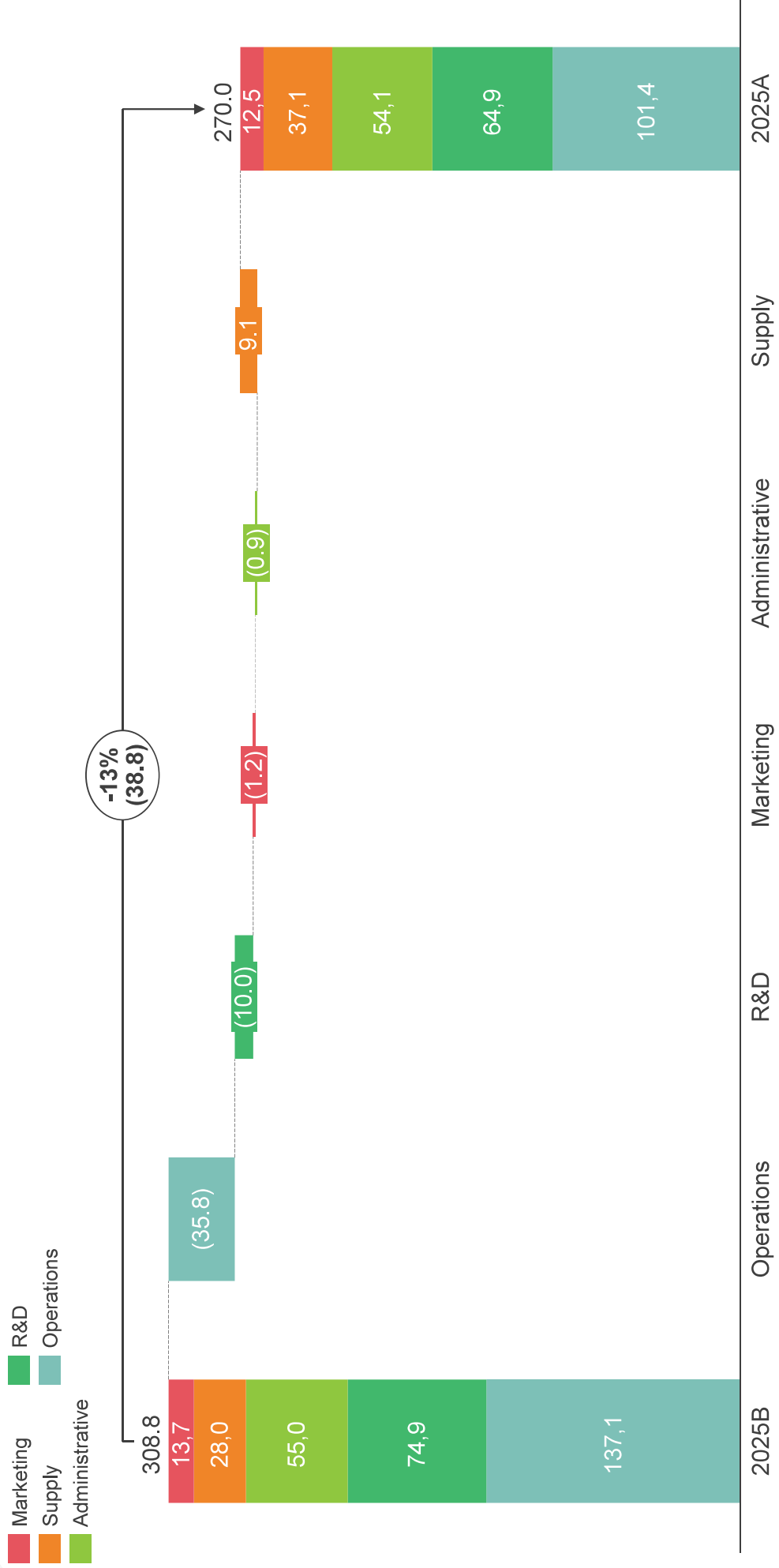


Agenda

- Summary
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- **Costs & Expenses**
 - Summary
 - Detailed Breakdown by Department
- Cash Flow
- Balance Sheet
- Indebtedness and Leverage

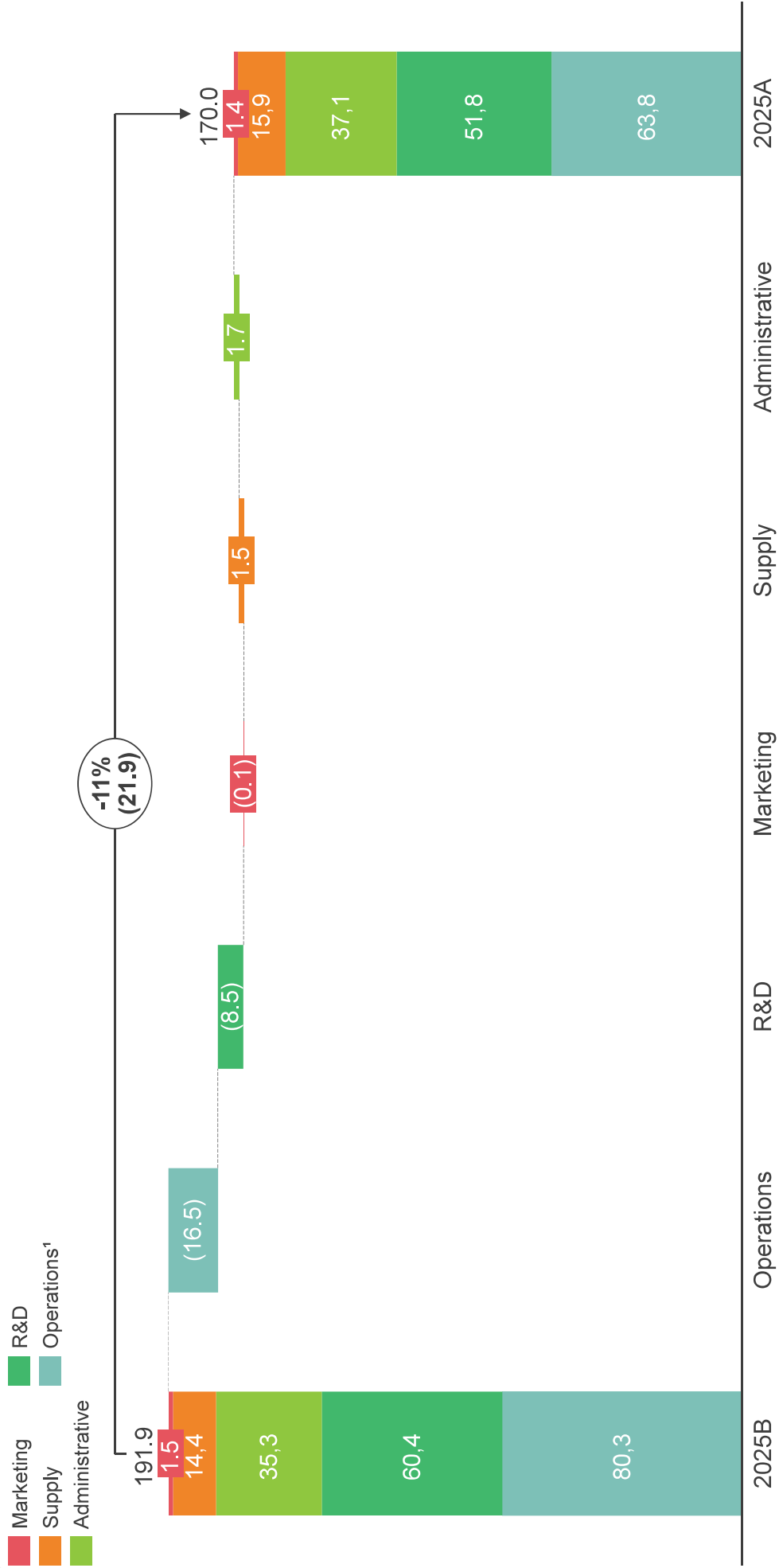
Dec 2025 YTD Actual vs. Budget - Costs & Expenses¹

(BRLmm)



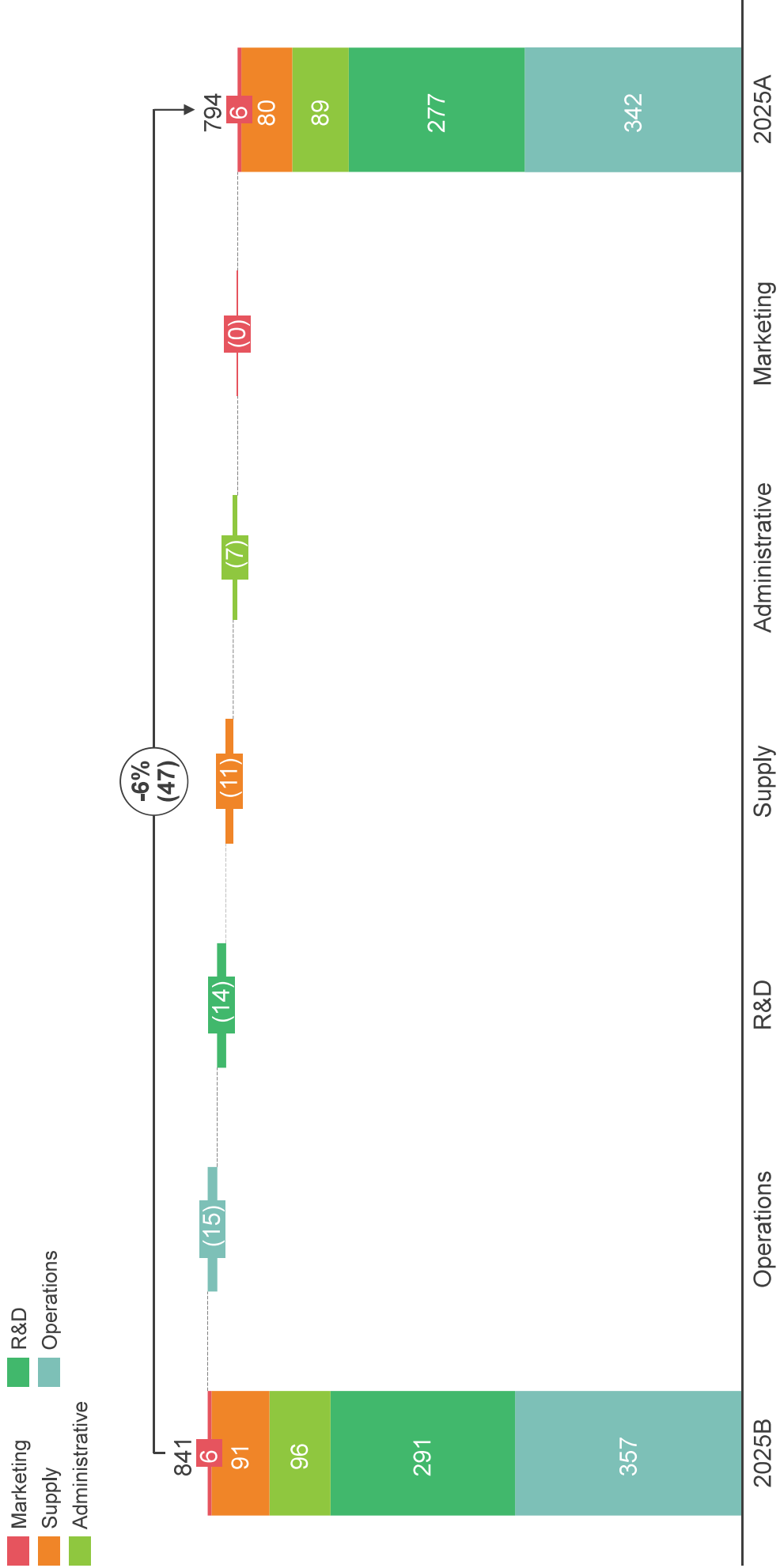
1. Includes Wages & Benefits, Commissions, Travel & Vehicles, Third Party & IT and Others. Does not include Tax Credit.

Dec 2025 YTD Actual vs. Budget – Wages & Benefits (BRLmm)



1. Does not include sales commissions.

Dec 2025 YTD Actual vs. Budget – Headcount¹ (HC)



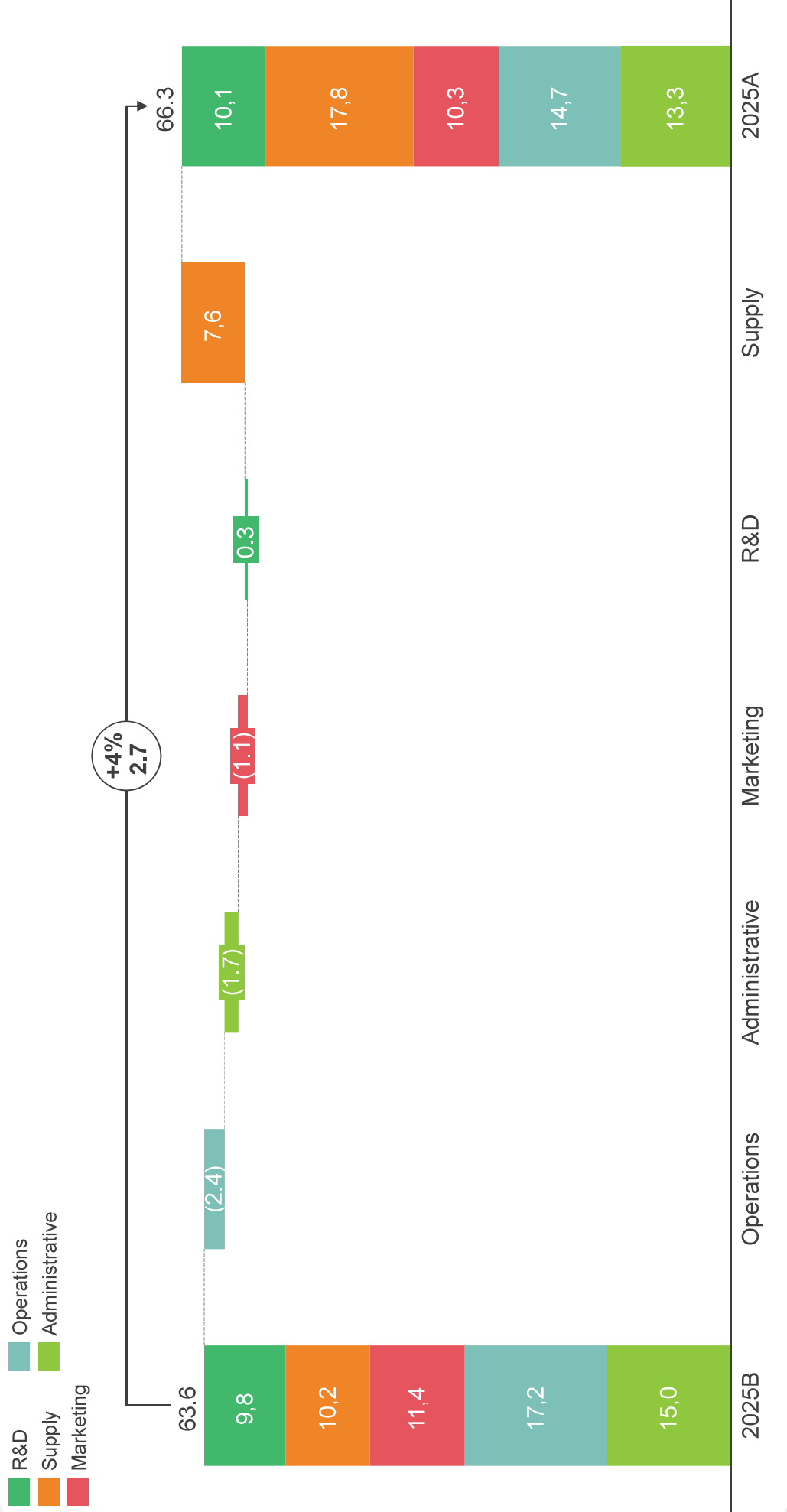
1. Excludes apprentices and interns.

Dec 2025 YTD Actual vs. Budget – Travel & Vehicles (BRLmm)



- Marketing
- Supply
- R&D
- Administrative
- Operations

Dec 2025 YTD Actual vs. Budget – Third Party & IT + Others (BRLmm)



- R&D
- Supply
- Marketing
- Operations
- Administrative

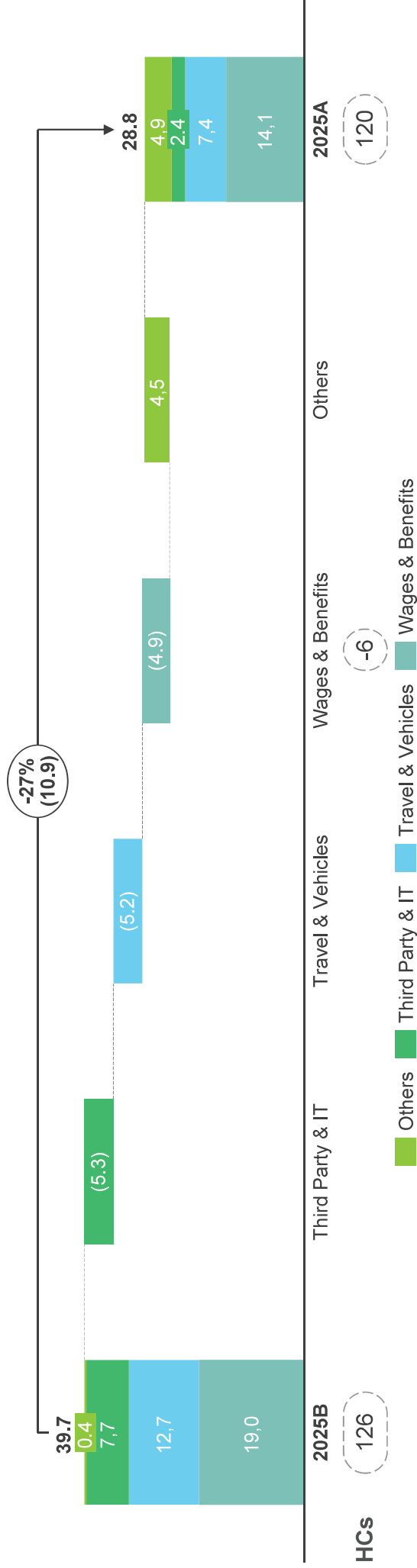


Agenda

- Summary
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- **Costs & Expenses**
 - Summary
 - **Detailed Breakdown by Department**
- Cash Flow
- Balance Sheet
- Indebtedness and Leverage

Implantation LatAm

YTD Costs & Expenses (BRLmm)

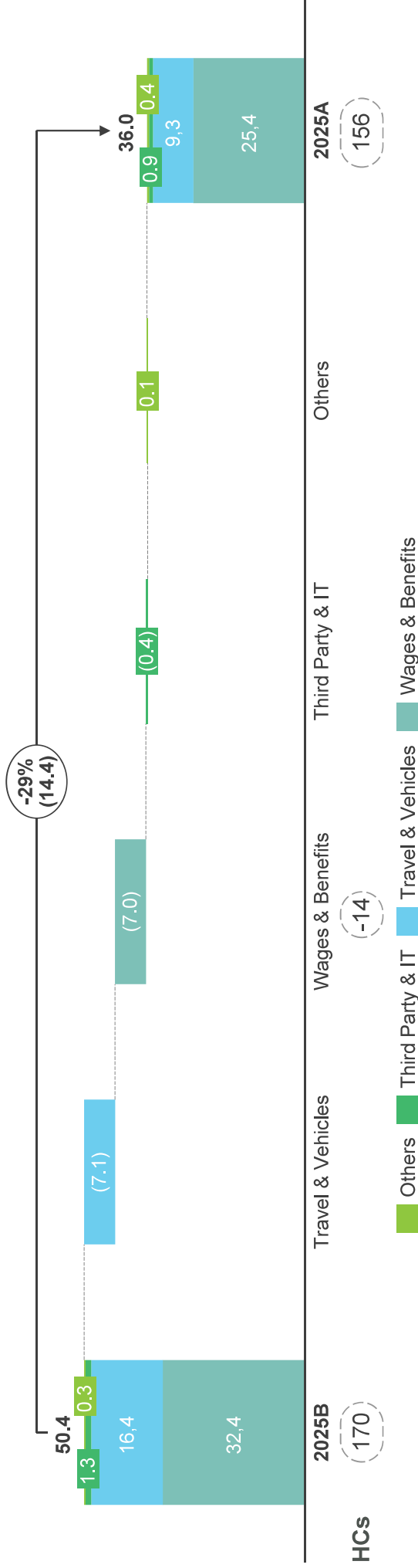


Comments

- **Third Party & IT:** Savings of (R\$5.3mm) in installation, repair, and maintenance services.
- **Travel & Vehicles:** Below budget due to savings in travel expenses (R\$3.4mm) and in vehicle-related expenses (R\$1.8mm). These savings address the impact of lower-than-expected sales and some costs paid by customers.
- **Wages & Benefits:** Below budget by (R\$4.9mm), due to the non-execution of originally planned promotions and adjustments in the bonus line. Additionally, the average headcount for the year remained 9 positions below plan, contributing to savings. The vacation accrual methodology also assumed a full month salary per employee, leading to an overestimation in the budget.
- **Others:** Above budget in R\$3.8mm, driven by the reclassification of the capitalization of implantation projects and R\$0.7mm in other costs, primarily related to property maintenance and repairs, office supplies, and events.

Post Sales LatAm

YTD Costs & Expenses (BRLmm)

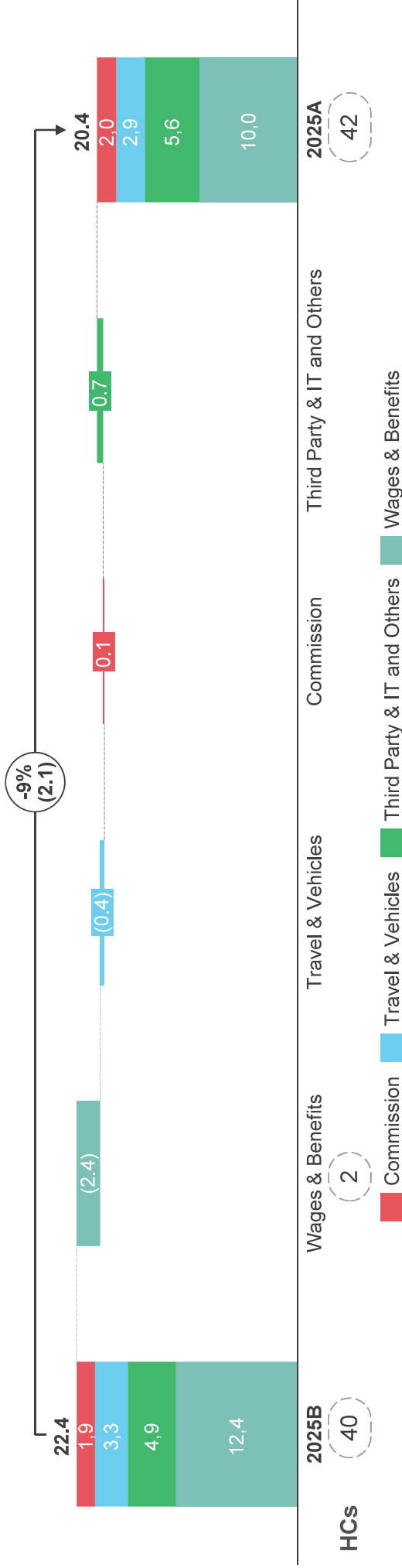


Comments

- Travel & Vehicles:** Below budget due to savings of (R\$3.7mm) in travel expenses and (R\$3.4mm) in vehicle-related expenses. The reduction was driven by the non-execution of headcount hiring and impact of costs incurred on behalf of customers.
- Wages & Benefits:** Below budget primarily due to 14 unfilled positions compared to the original plan and the non-execution of previously planned promotions. Additionally, the methodology applied to vacation accruals assumed a full month salary per employee, leading to an overestimation in the budget. The delay in planned hirings for the period also contributed to the variance.
- Third Party & IT:** Below budget by (R\$0.4mm) in the IT infrastructure line, due to the non-execution of software license expenses.
- Others:** Above budget by R\$0.1mm due to unexpected general expenses.

Sales LatAm

YTD Costs & Expenses (BRLmm)

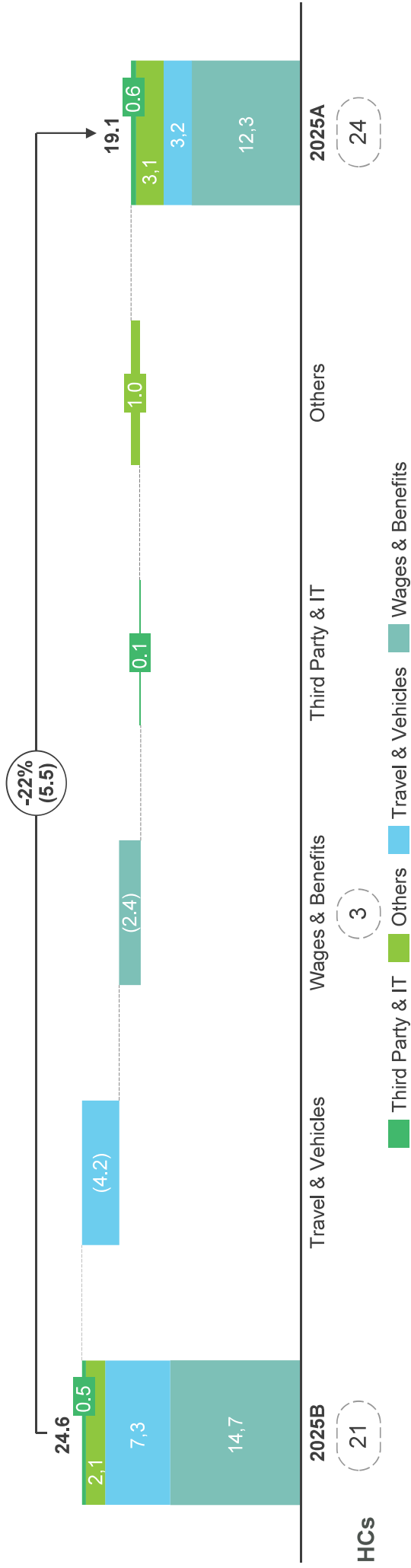


Comments

- Wages & Benefits:** Below budget by (R\$2.4mm) primarily in the bonus line, due to adjustments in prior years' provision balances. The non-execution of originally planned promotions also contributed to the variance. In addition, the average headcount for the year remained 3 positions below plan. Furthermore, the vacation accrual methodology assumed a full month salary per employee, resulting in an overestimation in the budget.
- Travel & Vehicles:** Below budget by (R\$0.4mm) due to a reduced number of trips, mainly in vehicle-related expenses.
- Commission:** Above budget by R\$0.1mm, primarily reflecting sales seasonality in the sugarcane vertical, which showed an increase compared to the previous month.
- Third Party & IT and Others:** Above budget by R\$0.7mm, driven by higher software license costs and expenses above expectations with Sales Force R\$0.6mm and USP Esald, R\$0.1mm as already highlighted in previous months.

Operations US

YTD Costs & Expenses (BRLmm)

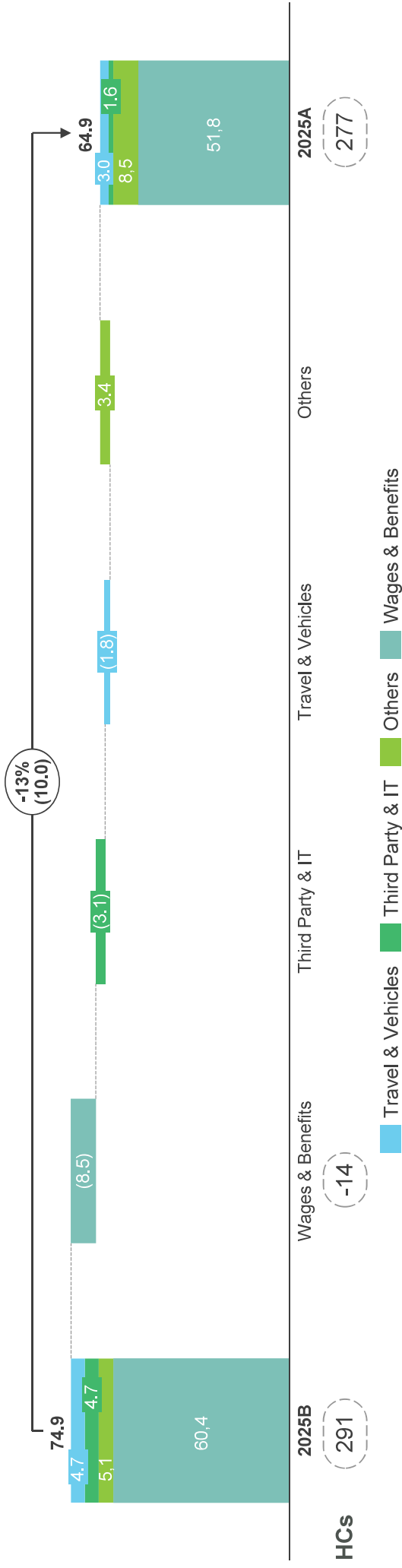


Comments

- Travel & Vehicles:** Below budget in the travel line mainly due to lodging (R\$2.3mm) and meals (R\$0.3mm). In vehicle-related expenses below budget (R\$1.6mm) mainly in fuel and maintenance and conservation services. The impact savings address the impact of lower-than-expected sales and some costs borne by customers.
- Wages & Benefits:** Below budget by (R\$2.4mm) due to the reclassification of two employees to the Corporate Management (COO) area, correcting the actuals. Additionally, savings in the bonus line resulted from adjustments to prior years' provision balances.
- Third Party & IT:** Above budget by R\$0.1mm in IT Infrastructure.
- Others:** Above budget by R\$1.0mm mainly driven by higher-than-expected logistics costs.

Research & Development

YTD Costs & Expenses (BRLmm)

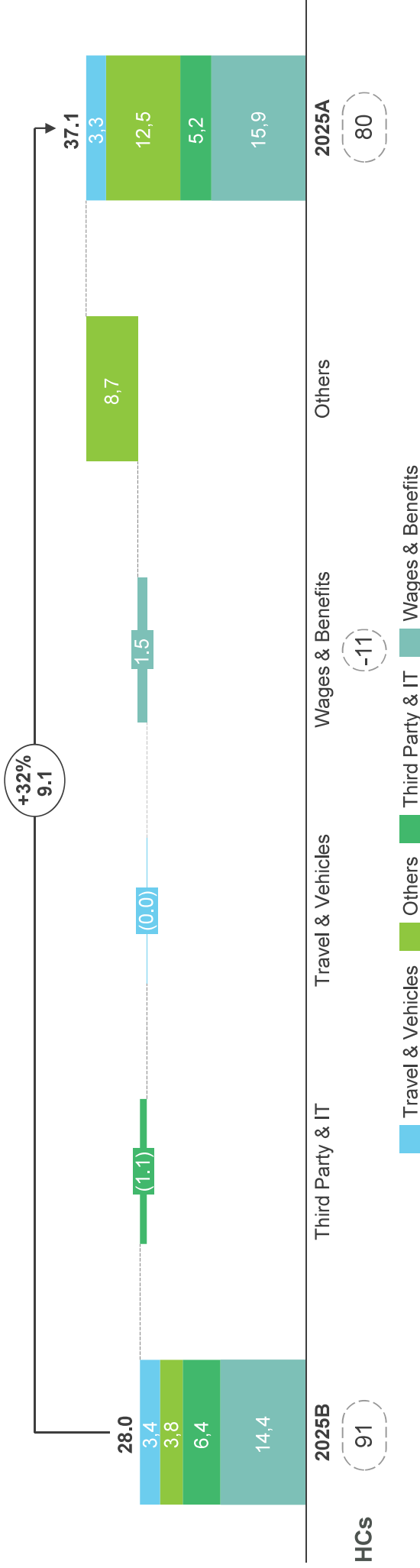


Comments

- Wages & Benefits:** Personnel expenses below budget for the period, driven by three main factors: the methodology adopted for vacation accruals, which assumed a full month's salary per employee, leading to an overestimation in the budgeted amount; adjustments in the bonus line; and the non-hiring as originally planned.
- Third Party & IT:** Below budget by (R\$3.1mm) due to higher efforts in product development in the US by (R\$1.6mm) and software monthly fee by (R\$0.9mm) and lease of computer equipment by (R\$0.6mm).
- Travel & Vehicles:** Below budget by (R\$1.3mm) in travel-related expenses, mainly in lodging by (R\$0.8mm) and air ticket by (R\$0.5mm). Additional savings of (R\$0.5mm) were also observed in vehicle leasing, mainly due to the non-execution of business trips and planned hirings.
- Others:** Above budget by R\$3.4mm mainly due to the completion of capitalized projects related to software development.

Supply Chain

YTD Costs & Expenses (BRLmm)

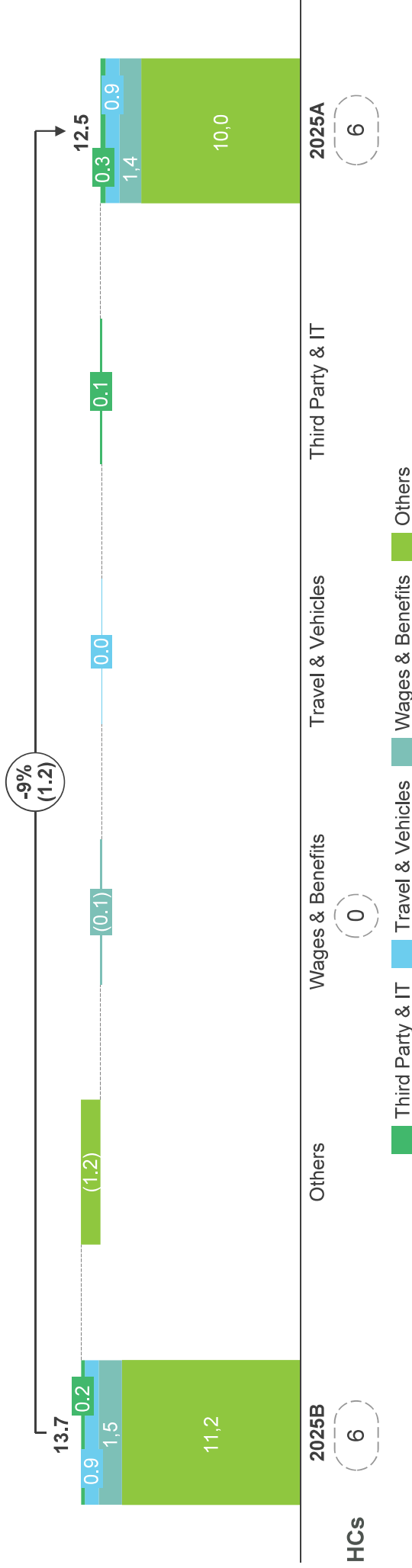


Comments

- Third Party & IT:** Below budget in third-party services, primarily in equipment maintenance and certification (R\$1,1mm) due to unexecuted activities in the US, despite being included in the budget.
- Travel & Vehicles:** in line with budget.
- Wages & Benefits:** Above budget by R\$1.5mm due to merit and bonus adjustments were granted during the year, mainly in the US.
- Others:** Above budget by R\$3.0mm, primarily in accounting write-off of obsolete materials in Brazil, as well as other expenses related to logistics by R\$2.1mm in the US, equipment maintenance by R\$1.5mm, R\$1.0mm of donations, product development by R\$0.9mm and R\$0.2mm recognized on a distributed basis across operating supplies and consumption expense lines.

Marketing

YTD Costs & Expenses (BRLmm)

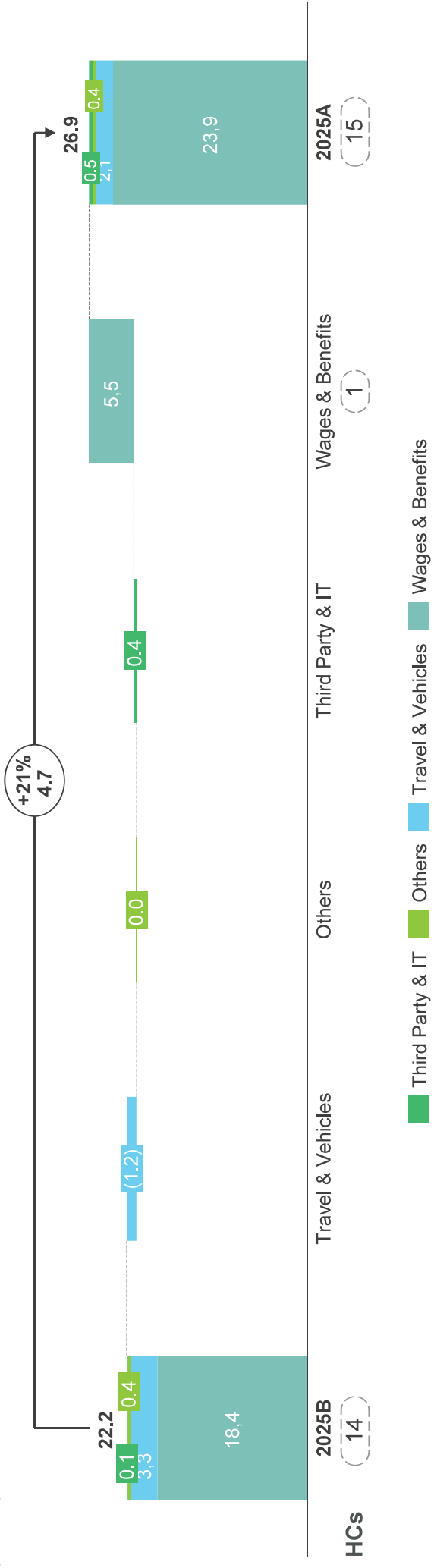


Comments

- Others: Below budget by (R\$1.2mm) due to the Farm Progress event provision, the amount can be recognized as savings.
- Wages & Benefits: Below budget by (R\$0.1mm) mainly due to non-execution of courses and training.
- Travel & Vehicles: in line with budget.
- Third Party & IT: Above budget by R\$0.1mm mainly in general advice line, due to press office at the Farm Progress event and in software licenses line.

CEO Department

YTD Costs & Expenses (BRLmm)

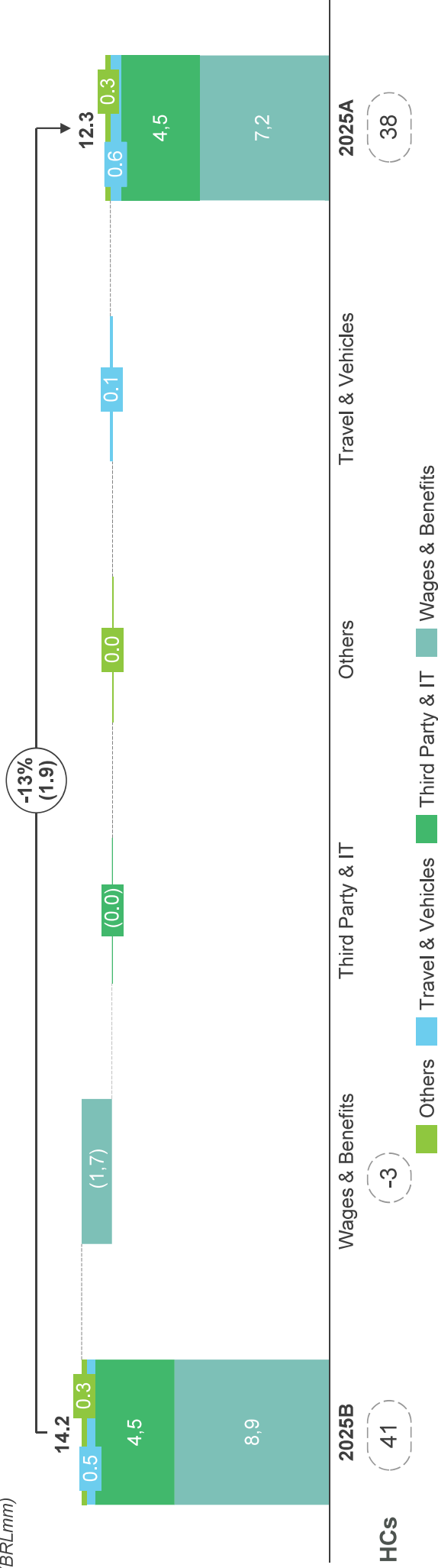


Comments

- **Travel & Vehicles:** Below budget reflecting total savings (R\$1.2mm), mainly in lodging (R\$0.8mm) and air tickets (R\$0.4mm).
- **Others:** in line with budget.
- **Third Party & IT:** Above budget by R\$0.3mm in consulting services with Daniel Schultz Collaborative (Marketing Consulting) and R\$0.1mm related to the Sago Global omnichannel platform for Robot demands.
- **Wages & Benefits:** Above budget by R\$5.5mm, mainly impacted by the transfer of two employees who were initially allocated to US Implantation and were subsequently reassigned to Corporate Management (COO). Additionally, the termination of the Corporate Compliance function and, merit and bonus adjustments granted during the month, mainly in the US, contributed to the variance.

Finance

YTD Costs & Expenses (BRLmm)

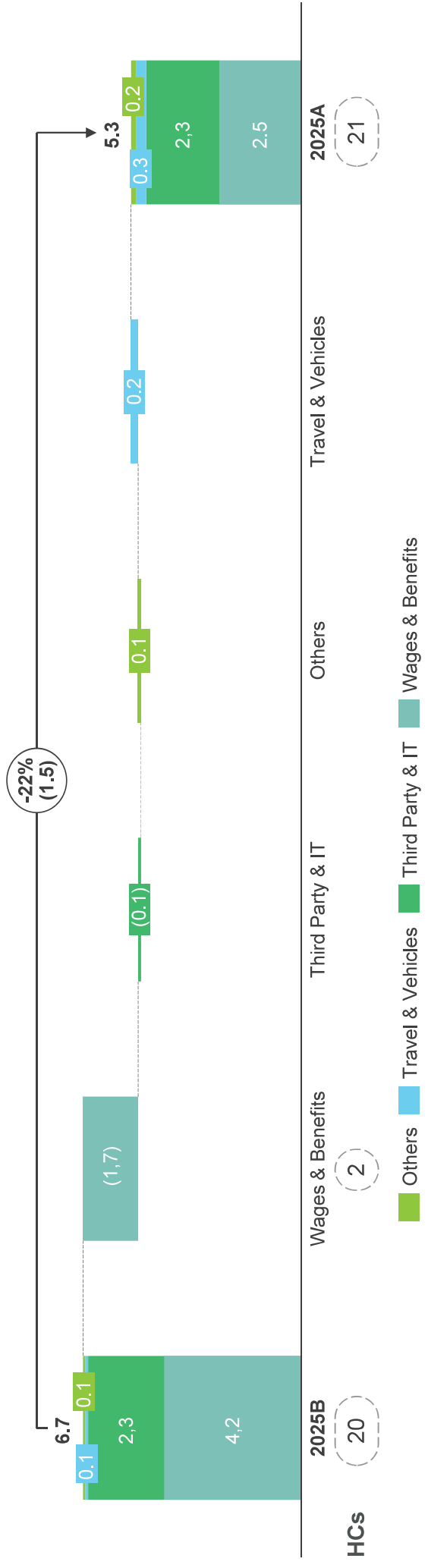


Comments

- Wages & Benefits: Below budget due to the postponement of planned promotions. Additionally, the departure of 2 management-level employees contributed to lower expenses during the period.
- Third Party & IT and Others: in line with budget.
- Travel & Vehicles: Above budget R\$0.1mm due to unplanned travel expenses in Colombia.

Human Resources

YTD Costs & Expenses (BRLmm)

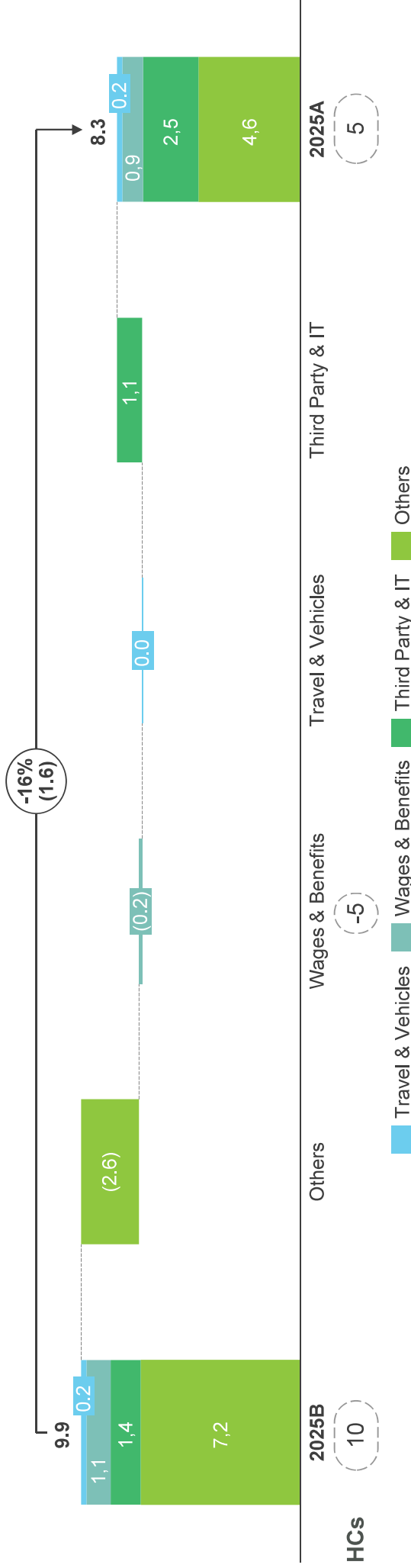


Comments

- **Wages & Benefits:** Below budget (R\$1.7mm) due to adjustments related to the alignment of payroll taxes provision balances, the adjustment was centralized in the HR department. Additionally, savings were generated from courses and training programs that were not carried out during the year.
- **Third Party & IT:** Below budget (R\$0.1mm) in third-party services, driven by lower-than-budgeted execution in the software licenses line.
- **Others:** Above budget R\$0.1mm due to general expenses, mainly in use and consumption line.
- **Travel & Vehicles:** Above budget R\$0.2mm due to unplanned travel expenses.

Workplace

YTD Costs & Expenses (BRLmm)

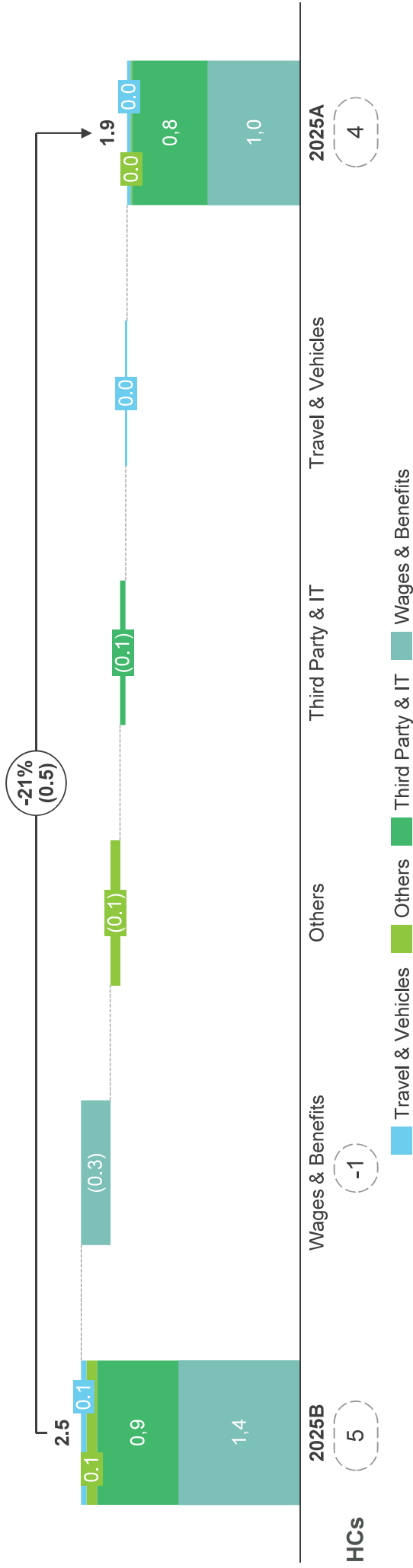


Comments

- Others:** Below budget due to the office phase-out by (R\$1.6mm), mainly in rent (R\$1.2mm) and building insurance (R\$0.4mm). In building cleaning expenses (R\$1.0mm) budgeted under 'Others' and accounted for under 'Third Party'.
- Wages & Benefits:** Below budget by (R\$0.2mm) due to the non-replacement of employees and the non-execution of previously planned courses and training.
- Travel & Vehicles:** in line with budget.
- Third Party & IT:** Compensation in the third-party labor services line, totaling R\$1.0mm, as the service was originally budgeted under the building cleaning group within the "Others" category. Additionally, the facilities and repairs line was R\$0.1mm above budget due to renovation works in the office.

Compliance

YTD Costs & Expenses (BRLmm)

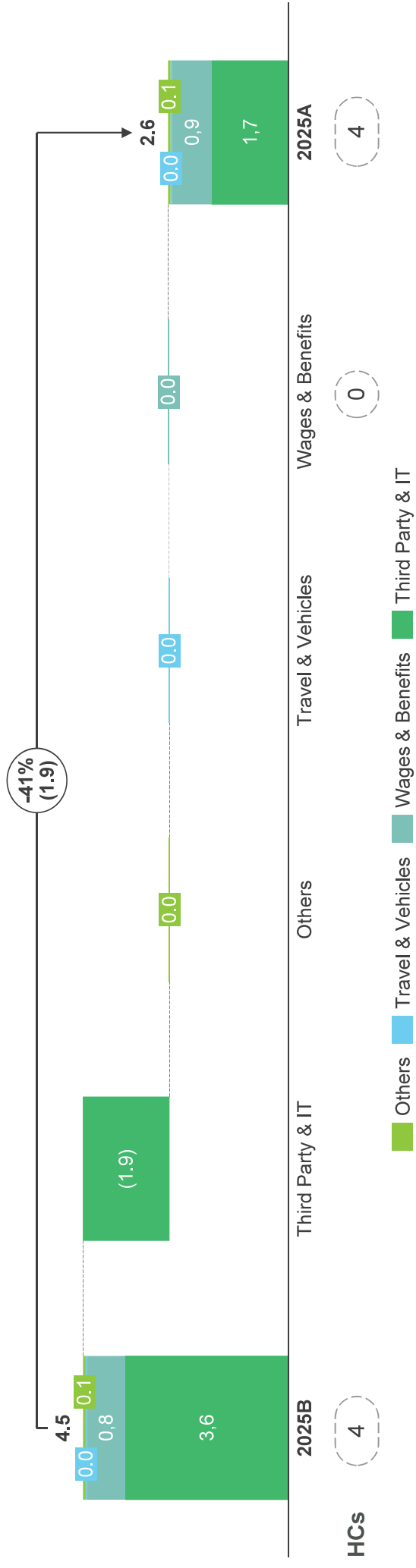


Comments

- **Wages & Benefits:** Below budget by (R\$0.3mm) mainly due to the non-execution of courses and training, as well as a lower headcount.
- **Others:** Below budget by (R\$0.1mm) due to the non-execution of donations and advertising.
- **Third Party & IT:** Below budget by (R\$0.1mm) in the third-party services and IT infrastructure lines, due to the non-execution of due diligence software and legal compliance consulting.
- **Travel & Vehicles:** in line with budget.

Legal

YTD Costs & Expenses (BRLmm)

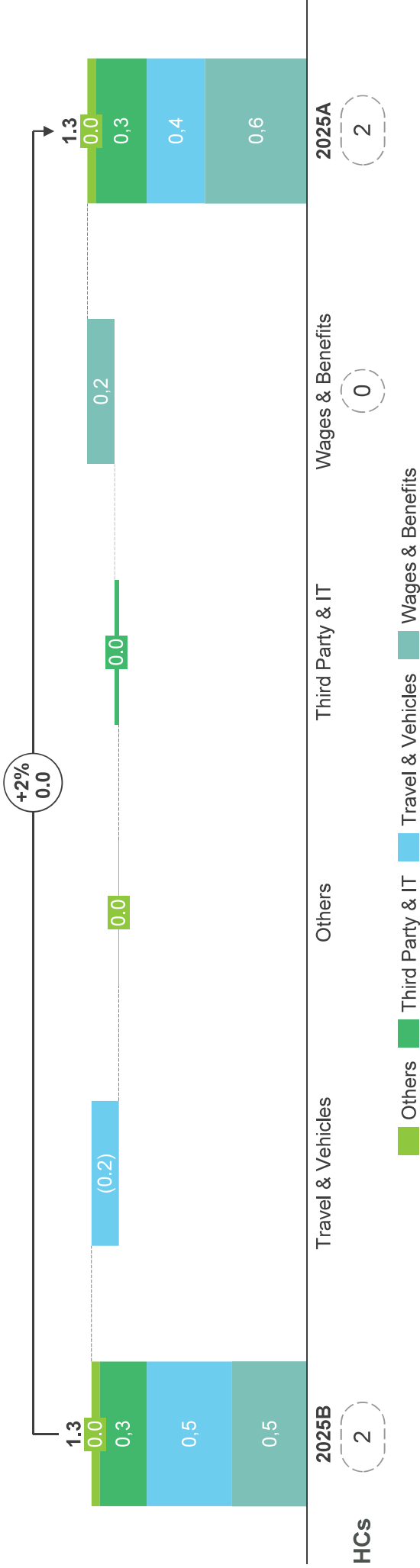


Comments

- Third Party & IT: Below budget by (R\$1.9mm) due to the non-execution of expenses in the third-party services line, mainly legal advisory related to robot in the US (R\$0.9mm), Brazil (R\$0.7mm) and Colombia (R\$0.3mm).
- Others, Travel & Vehicles and Wages & Benefits: in line with budget.

Global Strategy

YTD Costs & Expenses (BRLmm)



Comments

- **Travel & Vehicles:** Below budget by (R\$0.2mm) mainly due to the non-execution of vehicle-related expenses.
- **Others and Third Party & IT:** in line with budget.
- **Wages & Benefits:** Above budget by R\$0.2mm due to courses and training and bonus line.

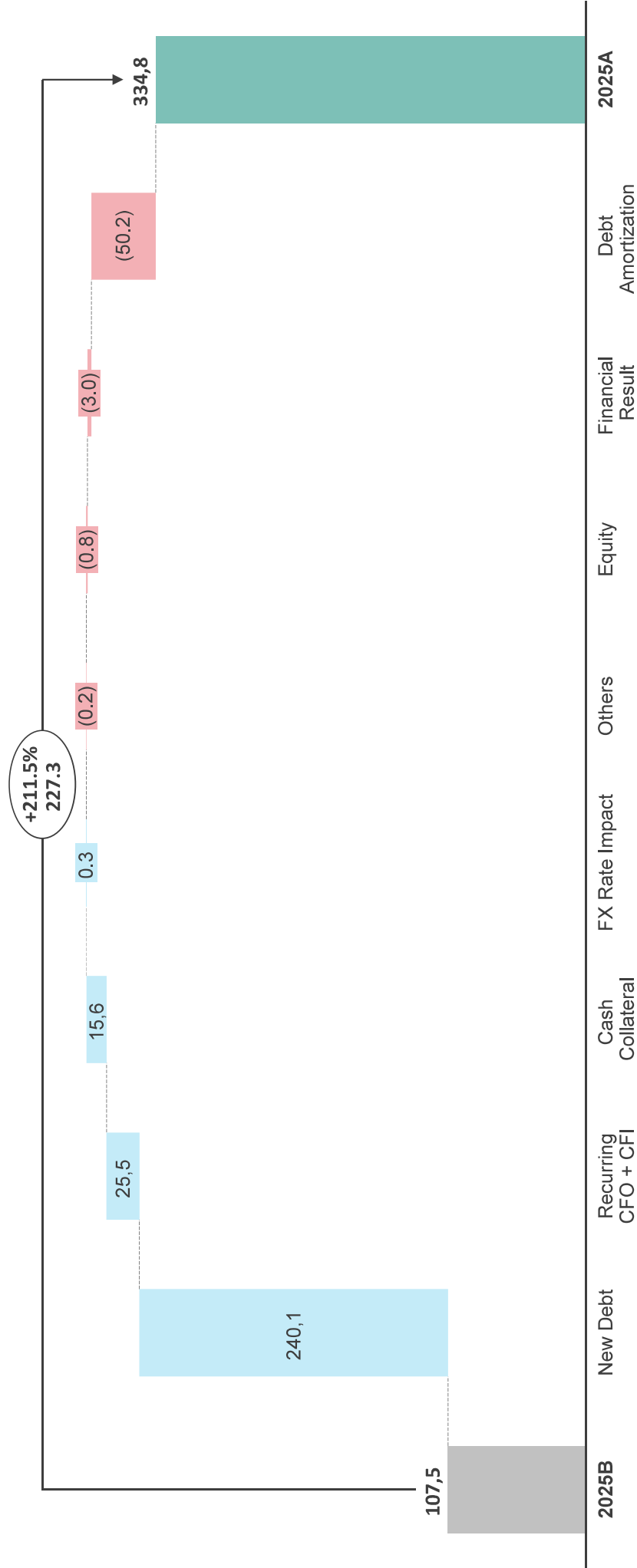


Agenda

- Summary
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- Costs & Expenses
- **Cash Flow**
- Balance Sheet
- Indebtedness and Leverage

Free Cash Balance – Dec 2025 vs. Budget

(BRLmm)



2025 Actual vs. 2025 Budget – Cash Flow

Comments

- Working Capital:** Details provided on the next page.
- FX Rate:** Budget for 2025 considered BRL5.75/USD and BRL5.34/USD accounting.
- Fixed Assets + Capex:** Hardware deliveries scheduled for the period were strategically postponed throughout the year, with no material impact in the medium term. As a result, the Company closed the year with savings of R\$ 20.1mm above budget.
- New Debt:** Fundraising with Bradesco, Banco do Brasil, Itaú, Banco Bocom and emission of the CRAV.
- Debt Amortization:** Exchange of BRL 40mm related to CRA III and CRA IV, reflecting improved debt repayment conditions and the payments of Finame financing operations contracted throughout the year.
- Financial Results:** Impacted by the current macroeconomic scenario.
- Cash Collateral:** Cash collateral decreased by 40.8% compared to the beginning of the year, mainly driven by the Exchange transaction of CRA III, which released R\$8.1mm, partially offset by a R\$3.0mm increase in collateral related to the issuance of CRA V. Following the settlement of CRA II Series A in April, R\$6.5mm in collateral from CRA II itself was released, as well as R\$1.8mm held at XP Bank related to the swap linked to the transaction. In addition, amortizations carried out throughout the period in other transactions resulted in an additional release of R\$2.3mm in collateral.

YTD In BRL Million	Platform		Solix BR		Solix + Platform US		Consolidated		
	2025A	2025B	Var. (R\$mm)	2025A	2025B	Var. (R\$mm)	2025A	2025B	Var. (R\$mm)
EBITDA + R&D Cap. + Implantation	159.0	121.8	37.2	(26.9)	(47.9)	21.1	(48.1)	(45.7)	(2.4)
(+ / -) Non-Recuring	(7.5)	(0.0)	(7.5)	-	-	-	-	-	-
(-) Fixed Assets + Capex + Peripherals	(34.4)	(51.3)	16.8	(0.3)	(2.9)	2.6	-	(0.7)	0.7
(+ / -) Working Capital	(49.4)	(9.8)	(39.6)	(4.2)	(9.2)	5.0	(11.0)	(0.1)	(10.9)
(-) Income Taxes	(3.2)	(5.6)	2.4	-	-	-	-	-	-
Recurring FCO + FCI	64.4	55.1	9.3	(31.3)	(60.1)	28.8	(59.1)	(46.5)	(12.6)
(+/-) FXRate Var	-	-	-	-	-	-	0.3	-	0.3
FCO + FCI	64.4	55.1	9.3	(31.3)	(60.1)	28.8	(58.8)	(46.5)	(12.3)
(+) New Debt	240.1	-	240.1						
(-) Debt Amortization	(146.5)	(96.4)	(50.2)						
(+) Financial Results	(53.8)	(50.8)	(3.0)						
(+ / -) Cash Collateral	15.6	-	15.6						
(+ / -) Others	(1.1)	(0.9)	(0.2)						
(+) Equity	131.6	132.3	(0.8)						
Financing Cash Flow	185.8	(15.7)	201.5	-	-	-	-	-	-
Total Cash Flow	250.3	39.4	210.8	(31.3)	(60.1)	28.8	(58.8)	(46.5)	(12.3)
Free Cash Balance BoP	-	-	-	-	-	-	-	-	-
(+ / -) Total Cash Flow	250.3	39.4	210.8	(31.3)	(60.1)	28.8	(58.8)	(46.5)	(12.3)
Free Cash Balance EoP	-	-	-	-	-	-	334.8	107.5	227.3

1. Budget adjusted under the Equity line, considering the capital injection from Rise in Sep - R\$40mm and opening cash balance adjusted based on the cash position as of Dec/24.

2025 Actual vs. Budget – Working Capital

YTD	Platform			Solix			Consolidated		
	2025A	2025B	Var. (R\$mm)	2025A	2025B	Var. (R\$mm)	2025A	2025B	Var. (R\$mm)
In BRL Million									
AR - Accounts Receivable	(60.2)	(4.7)	(55.4)	(12.7)	0.1	(12.8)	(72.9)	(4.6)	(68.3)
AP - Accounts Payable	7.9	(5.9)	13.8	(3.5)	(11.5)	8.0	4.4	(17.4)	21.8
Tax - Tax Payable	(0.6)	1.4	(1.9)	-	2.3	(2.3)	(0.6)	3.7	(4.3)
WB - Personnel	3.4	(0.6)	3.9	1.0	(0.3)	1.3	4.4	(0.8)	5.2
Others	-	-	-	-	-	-	-	-	-
Total	(49.4)	(9.8)	(39.6)	(15.2)	(9.3)	(5.8)	(64.6)	(19.2)	(45.4)

Platform (R\$51.4mm)

Solix R\$0.6mm

- **AR:** The increase in Accounts Receivable was driven by IFRS-based revenue recognition, which resulted in a higher receivables balance and an adverse impact on working capital. Furthermore, customer collection periods have lengthened since the beginning of the year.
- **AP:** The primary driver of the variation was increased purchase from Himix, MAPData, Matrixx and others.
- **Tax:** The working capital variation in the Taxes and Contributions group was impacted by the IRPF payment related to 2022 bonus, as well as the offsetting of taxes paid in advance upon submission of the 2024 income tax return.
- **Personnel:** The positive variation in working capital is mainly driven by the regularization of payroll-related provisions, such as provisions for accrued vacation.

• **AR:** The variation in working capital reflects the sale of robots in Brazil (R\$9.3 mm) and in the US (R\$6.4mm), carried out in December, for which payment has not yet been received, temporarily impacting the Accounts Receivable line.

• **AP:** variation is mainly explained by the reclassification of production-related items to inventory and the write-off of long-outstanding payables.

• **Personnel:** The positive variation in working capital is mainly driven by the regularization of payroll-related provisions, such as provisions for accrued vacation.



Agenda

- Summary
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- Costs & Expenses
- Cash Flow
- **Balance Sheet**
- Indebtedness and Leverage

2025 Actual vs. 2025 Budget – Balance Sheet

	In BRL Million		In BRL Million	
	2025A	2025B	2025A	2025B
ASSETS				
Current Assets				
Cash & Equivalents	334.8	107.5	14.1	4.7
Accounts Receivable	110.8	49.6	43.3	36.9
Inventory	41.6	49.4	114.0	128.9
Advances to Suppliers	6.1	1.7	6.6	6.4
Recoverable Taxes	22.7	19.0	1.1	1.7
Other Accounts Receivables	1.4	3.7	7.6	6.4
Prepaid Expenses	67.4	40.4	-	0.2
Non-current Assets				
Marketable Securities (restricted cash)	22.6	38.2	-	3.7
Recoverable Taxes	1.1	20.3	1.3	7.7
Other Accounts Receivable	3.4	1.4	16.1	5.5
Investments	-	-	-	-
PP&E	109.0	121.1	54.7	53.7
Right-of-use	11.3	12.8	334.5	129.7
Intangible	126.6	150.5	3.0	5.4
Total Assets	858.8	615.5	-	-
LIABILITIES				
Current Liabilities				
Accounts Payable				
Payroll and Related Accruals				
Loans and Financing				
Lease Liabilities				
Derivatives				
Taxes and contribution Payable				
Tax Installments				
Advances from Customers				
Other Accounts Payable				
Deferred Revenue				
Non-current Liabilities				
Payroll and Related Accruals				
Loans and Financing				
Lease Liabilities				
Provision for Losses				
Tax Installments				
Debentures C-Note				
Deferred Revenue				
Shareholders' Equity				
Total Liabilities & Shareholders' Equity	858.8	615.5	195.4	184.1

1. The budgeted balance sheet was adjusted based on the audited balance sheet as of December 2024



Agenda

- Summary
- 2025 Bonus Goal Achievements
- Appendix
- ARR & Revenue
- Result by Business Unit
- Costs & Expenses
- Cash Flow
- Balance Sheet
- **Indebtedness and Leverage**

2025 Actual – Indebtedness and Leverage

Indebtedness Breakdown by Lender

Lender Name	Contract Date	Maturity	Length (years)	Grace period (years)	Index	Spread (annual)	Total Cost (annual)	Outstanding Balance as of Dec-25
CRA V – Série A	dez-25	nov-30	4,9	2,0	CDI	2,7%	17,3%	147,7
CRA IV – Série A	out-23	out-28	5,0	2,0	CDI	5,5%	20,6%	84,7
CRA IV – Série B	out-23	out-28	5,0	2,0	IPCA	11,7%	16,5%	53,1
CRA V – Série B	dez-25	nov-30	4,9	2,0	IPCA	10,8%	15,5%	43,6
CRA III – Série A	out-22	out-28	5,9	2,0	CDI	11,1%	27,1%	32,0
Banco do Brasil	jun-25	mai-29	3,9	0,6	CDI	3,7%	18,5%	17,7
CRA III – Série B	out-22	out-29	6,9	2,0	IPCA	10,1%	14,8%	15,1
Banco Bocom	ago-25	ago-30	5,0	0,6	CDI	4,0%	18,9%	10,1
Banco do Brasil	jun-24	jun-27	3,0	0,6	CDI	4,0%	18,9%	8,4
CRA II – Série B	abr-21	abr-27	5,9	3,0	IPCA	7,6%	12,2%	6,2
Banco Santander	jul-24	jul-25	2,0	0,5	CDI	6,2%	21,4%	5,9
Banco Itaú	jun-25	mai-30	4,9	2,0	Pré	18,1%	18,1%	5,9
Banco Bradesco	abr-25	abr-30	4,9	1,0	Pré	16,6%	16,6%	5,7
Banco ABC	jul-24	jul-26	2,0	0,3	CDI	4,0%	18,9%	5,4
Banco Bradesco	ago-23	ago-28	5,0	1,0	Pré	18,1%	18,1%	4,4
Banco Sicredi	mai-23	out-28	5,4	0,6	CDI	8,1%	23,6%	1,7
Banco Pine	jan-23	jan-27	4,0	0,5	Pré	22,6%	22,6%	1,6
Banco Sicredi	mai-23	out-28	5,4	0,6	CDI	8,1%	23,6%	0,9
Banco Daycoval	fev-23	fev-26	2,9	0,5	Pré	23,1%	23,1%	0,2
Subtotal							18,5%	450,1
(+) Short Term Loan								8,3
Finame								3,4
Risco Sacado								4,8
Banco Itaú								3,8
Banco Santander								1,1
(+) Debentures								38,0
Total								496,4

Leverage & Covenant

as of Dec-25	
Total Gross Debt	458,3
(-) Free Cash Balance	(334,8)
(-) Restricted Cash	(22,6)
(=) Total Net Debt	101,0
ARR Dec-25	437,6
Net Debt/ARR	0,2x
EBITDA ¹ 25FY	123,7
Net Debt/EBITDA¹	0,8x

- Based on managerial figures for EBITDA and Indebtedness, we remain comfortably within the CRA covenant for 2025.

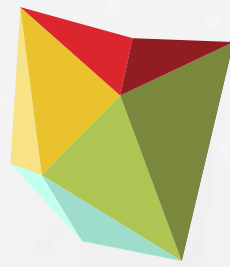
Notes: The outstanding balance includes monetary adjustment and accrued interest up to the base date. 1. Managerial result, without IFRS 16 considerations.



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**ANEXO II À ATA DE REUNIÃO DO CONSELHO DE ADMINISTRAÇÃO
REALIZADA EM 25 DE FEVEREIRO DE 2026**

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Results 2025

SOUTH AMERICA OPERATIONS



Results 2025

SOUTH AMERICA OPERATIONS

Platform (ARR and One-Time – Additional)

Direct Sales (Results and Indicators)

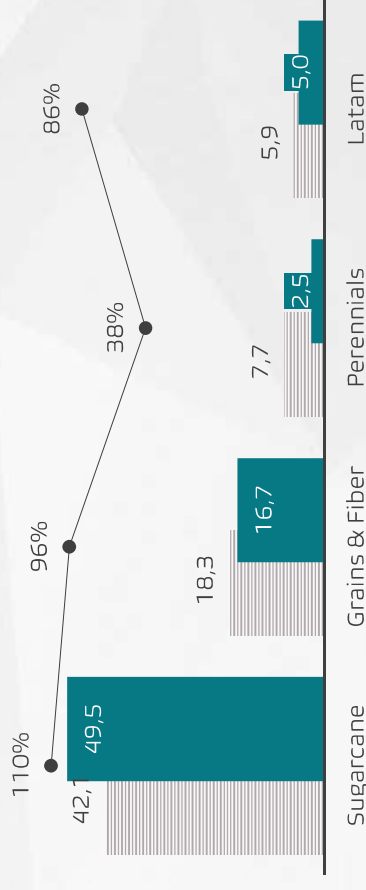
Churn 2025 (Segmentation and Indicators)

Solix (Results and Indicators)

Platform | Additional ARR
(BRL mm)



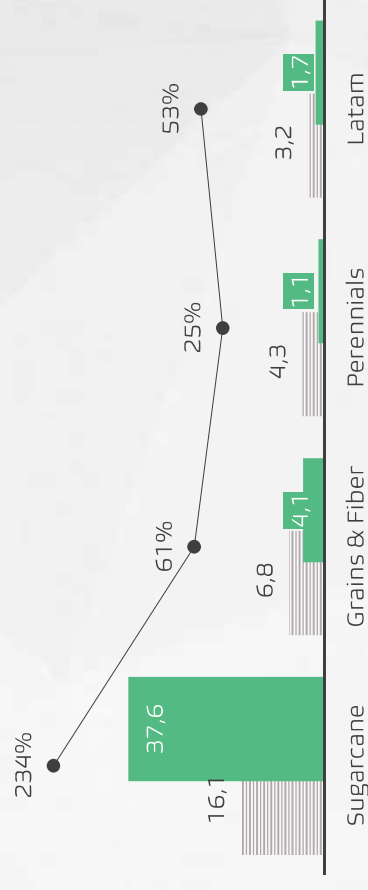
Platform | Additional ARR | Vertical
(BRL mm)



Platform | Additional One-Time Revenue
(BRL mm)



Platform | Additional One-Time Revenue | Vertical
(BRL mm)





Results 2025

SOUTH AMERICA OPERATIONS

Platform

(ARR and One-Time - Additional)

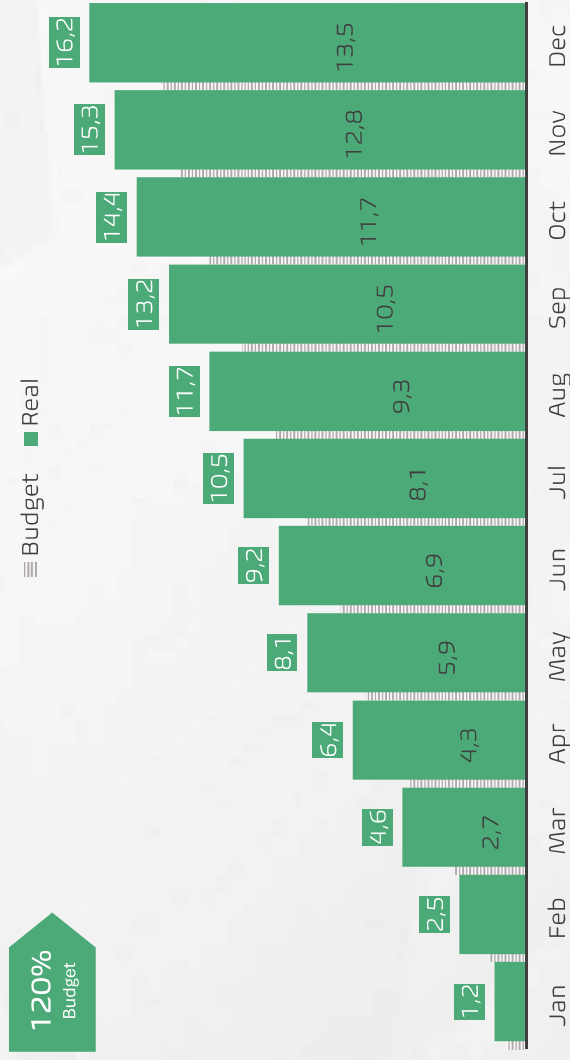
Direct Sales (Results and Indicators)

Churn 2025 (Segmentation and Indicators)

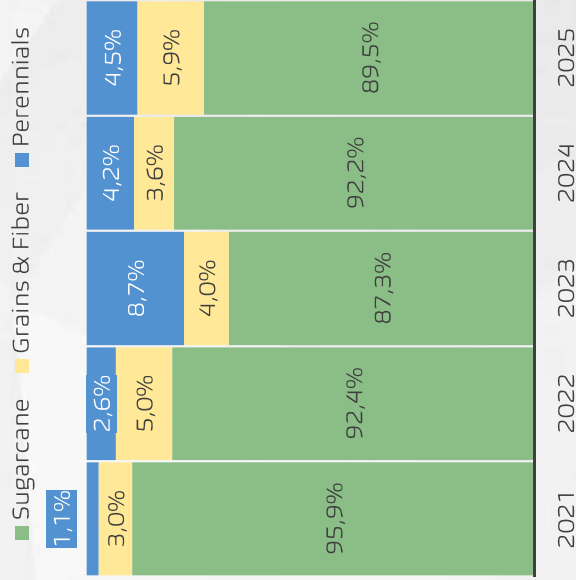
Solix (Results and Indicators)

Direct Sales | One-Time Revenue

(BRL mmm)



Sales Mix | Vertical

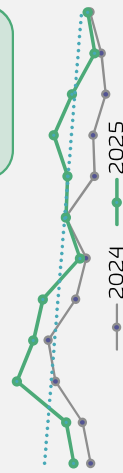


Revenue Y25

(Jan-Dec 2024 vs Jan-Dec 2025)

▲ 27,4%

Total: 16,2 M



Average Ticket Y25

(Jan-Dec 2024 vs Jan-Dec 2025)

▲ 5,1%

Total: 4,45 k

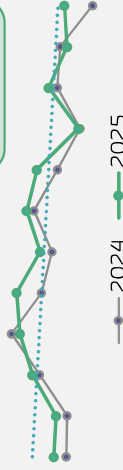


Quotations Y25

(Jan-Dec 2024 vs Jan-Dec 2025)

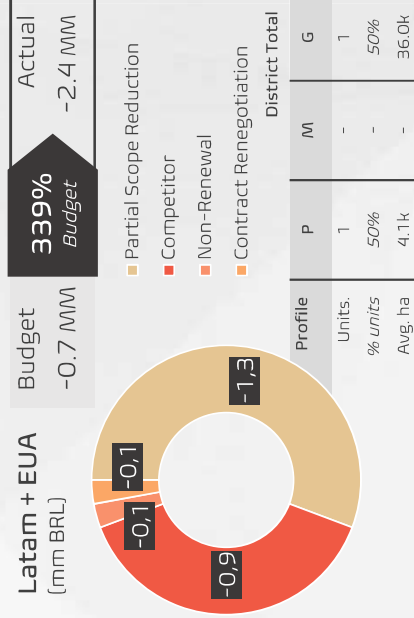
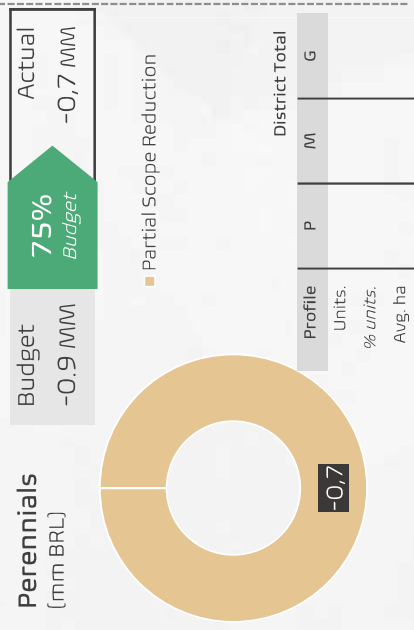
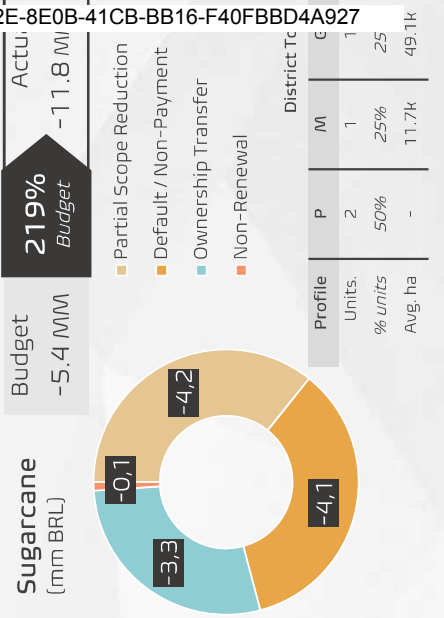
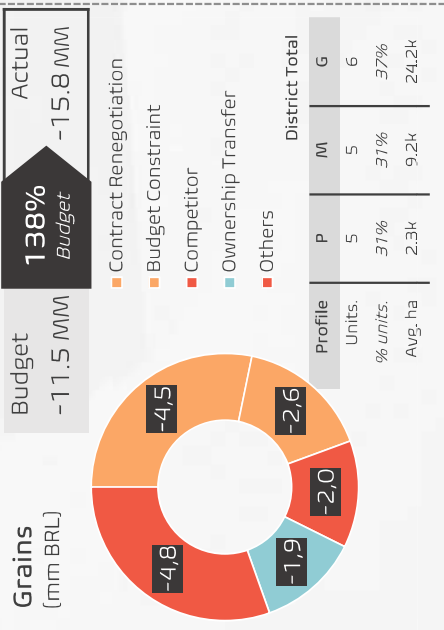
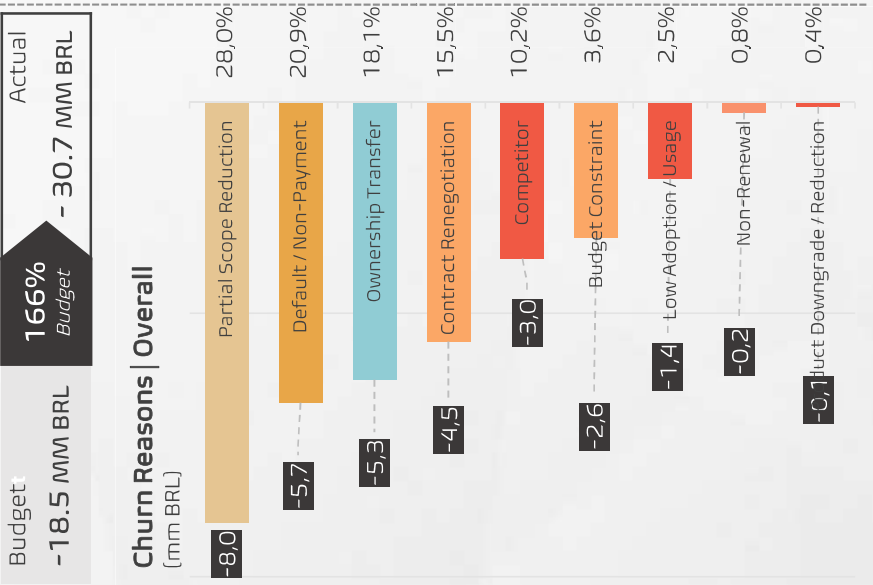
Total: 3,63 k

▲ 20,5%



Results 2025

SOUTH AMERICA OPERATIONS



Highlights:

- Actual churn of BRL 30.7 MM was 66% above budget (BRL 18.5 MM), largely driven by the high concentration in Grains, which accounts for 51% of the total.
- The losses are mostly explained by contract adjustments and client asset-related events (Scope Reduction, Default, and Ownership Transfer), indicating a structural churn that is partially uncontrollable.



Results 2025

SOUTH AMERICA OPERATIONS

Platform

(ARR and One-Time – Additional)

Direct Sales

(Results and Indicators)

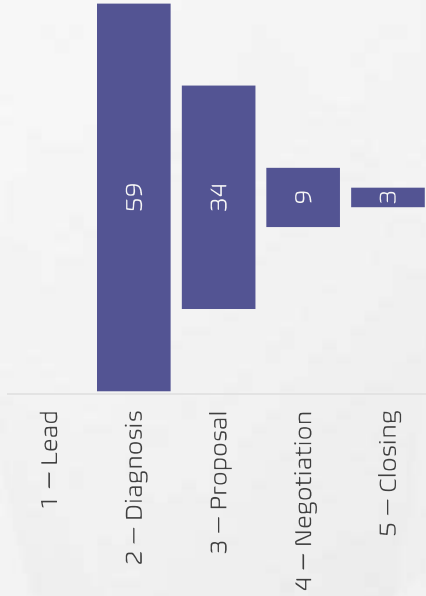
Churn 2025

(Segmentation and Indicators)

Solix (Results and Indicators)

Solix | Funil de Vendas

(Unid.)



105 unid.

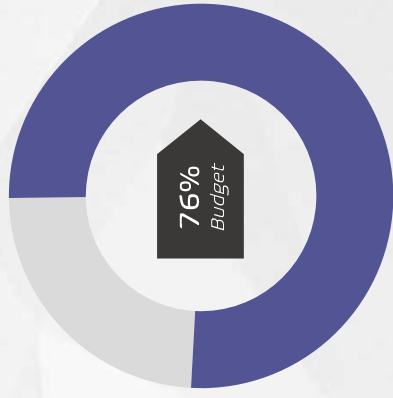
Funil de Vendas Total

Solix | Sales Funnel

(BRL mmm)

	ARR	One Time
Sugarcane	2,0	13,7
Grains	1,5	5,8
Latam	-	-
Perennials	1,2	-
Total	4,7	19,5

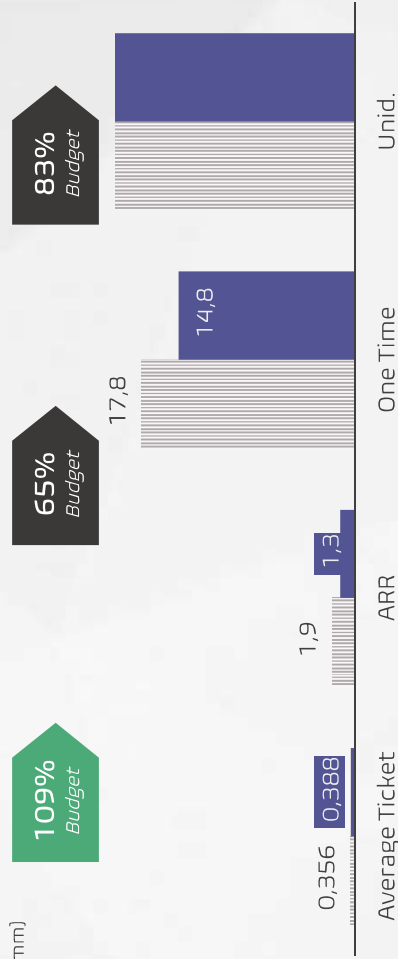
Vertical	Client	Solix Contracted
Grains & Fiber	Agro Thati	3
	Agro Talismã	3
	APPA	1
	Bartira	3
	Corteva	2
	LGGL	1
Sugarcane	Kompier	3
	Mangaba	1
	Cerradinho	3
	Cocal	3
Perennials	Cofco	3
	Santa Adélia	3
	São Martinho	5
	LDC	3
	Pantaleon	1
Total		38



■ Budget ■ Actual

Solix | Macro Indicators

(Unid./BRL mmm)





Go To Market | 2026

South America Operations

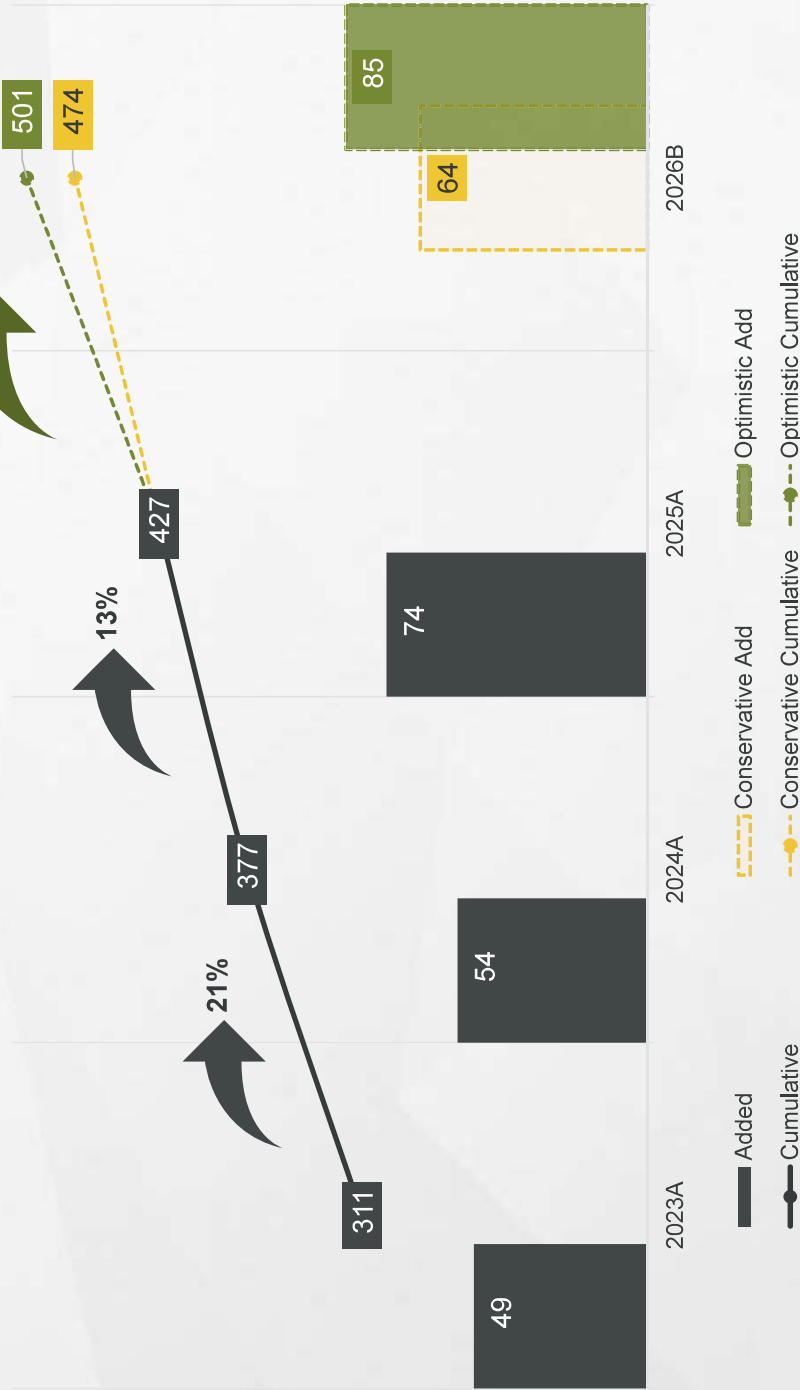




Go To Market 2026

SOUTH AMERICA OPERATIONS

Business Strategy for an Optimistic Scenario



DIRECT GROWTH



ADDITIONAL R\$ MM

ARR	+ 85
REVENUE:	+ 101

Highlights:

- Aggressive Growth Strategy
 - Sales Headcount Structure Growth
 - Pre-Sales Start Time
 - Investment in Platform Sales
- Maximize Revenue Results
 - Expansion of Historical Revenue
 - Parts Sales
 - Hardware Sales
 - New Business Models

The ARR trajectory is solid and predictable, with double-digit annual growth. For this year, we project two scenarios based on market assumptions and projections.

Annual values presented in absolute terms, without inflation adjustment (R\$/MM)



Go To Market 2026

SOUTH AMERICA OPERATIONS

Market Scenario
(Market Overview)

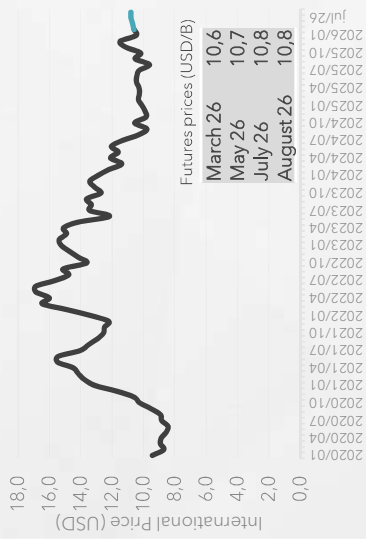
Vertical Strategy
(ARR and Revenue)

Objectives
(Segmentation and Indicators)

Focus Campaigns
(Running 2026 | ARR)



International Soybean Price (USD/Bushel)



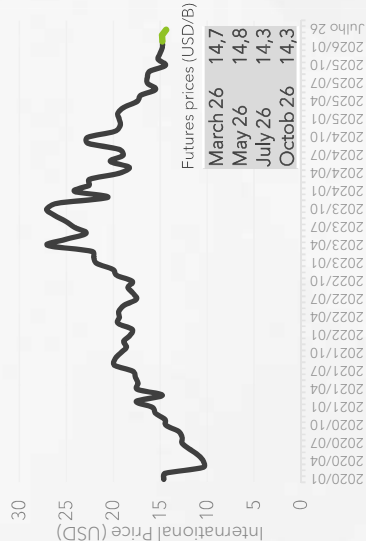
Brazil Production: Record harvest projected at 178 million tons (+2.7%)

Global inventories: Comfortable

Price: Pressured by high supply



International Sugar Market Price (USD/lb)

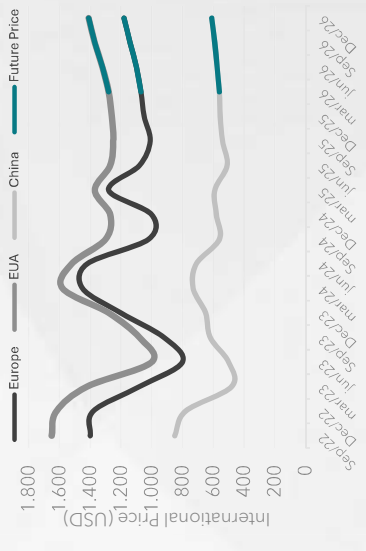


Sugar: Prices fall to 15-16 cents/lb as Brazilian harvest recovers and global market shows surplus.

Ethanol: Ethanol is once again more profitable than sugar (~17 c/lb equivalent), creating a price floor for sugar.



Price of Pulp/ton (USD/ton)



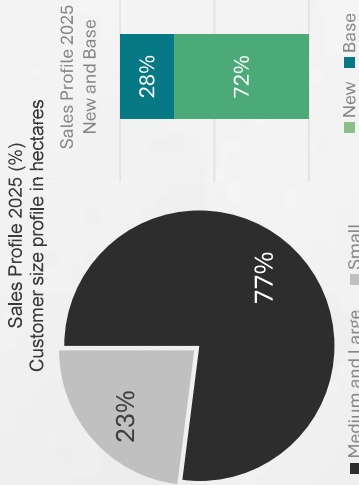
Cycle inflection point: Gradual absorption of supply with stable demand in China and strong expansion in India.

Competitiveness: The pulp and paper sector will invest 105 billion reais in Brazil by 2028.

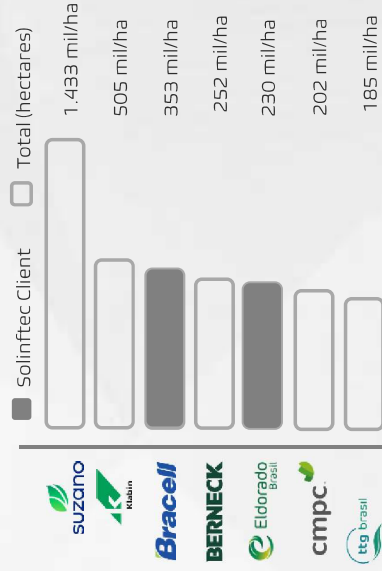
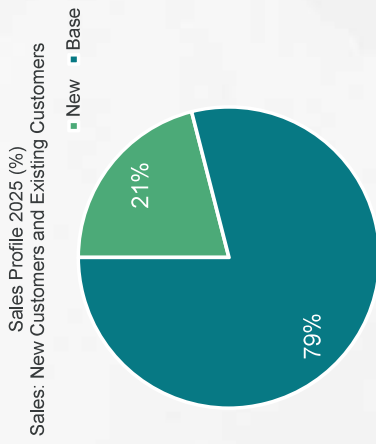
Go To Market 2026

SOUTH AMERICA OPERATIONS

Market Scenario
(Market Overview)



Objectives
(Segmentation and Indicators)



Focus Campaigns
(Running 2026 | ARR)

- Focus on Big Players, Large and Medium Farms based on historical data up to 2025.
- Expansion in Seed Companies and Argentina.
- Creation of New Business Models (Barter, Own Financing, ICMS Credit).
- Restructuring of the Team for Expansion.

- Expansion in Upselling/Cross-selling at the base, focusing on agronomic and logistics solutions with high adherence.
- New clients: sugar mills with a production of over 1 million tons/crop (44 opportunities)
- Opening of new countries – Mexico
- Expansion of New Business Models (ICMS Credit)

- Expand to key players in the Brazilian market.
- Replicate developments from sugarcane to forestry, with adjustments and adaptations.
- Expand the team to maximize growth.





Go To Market 2026

SOUTH AMERICA OPERATIONS

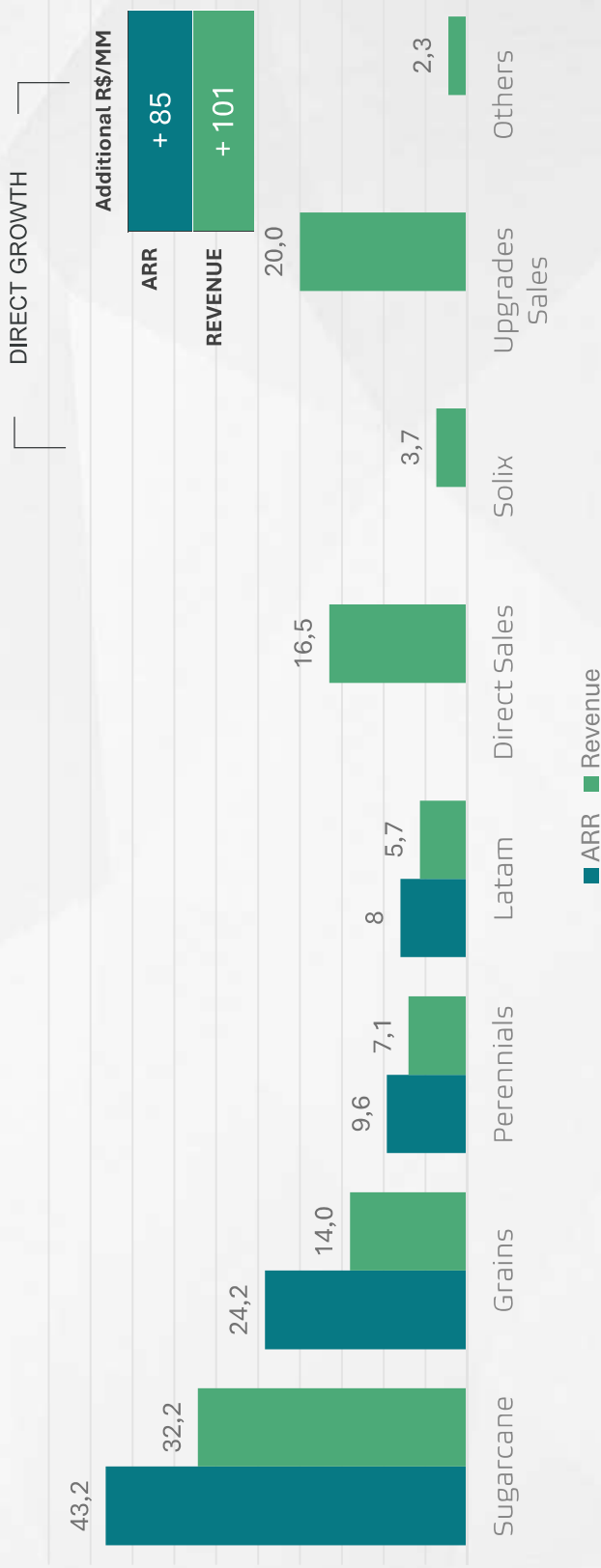
Market Scenario
(Market Overview)

Vertical Strategy
(ARR and Revenue)

Objectives
(Segmentation and Indicators)

Focus Campaigns
(Running 2026 | ARR)

Sales Plan ARR and Revenue by Vertical



Market Share — Actual and Forecast

	Sugarcane		Grains		Perennials		Latam	
	2025 - 2026	2026	2025 - 2026	2026	2025 - 2026	2026	2025 - 2026	2026
Solutions								
Base	51% - 58%	31%	7% - 8%	1%	5% - 12%	0%	35% - 43%	13%
Tracking	31% - 36%	13%	1% - 2%	17%	0% - 1%	33%	13% - 15%	3%
Agronomic	13% - 17%	34%	17% - 21%	34%	33% - 36%	27%	3% - 6%	27%
Logistics	34% - 39%						27% - 31%	



Go To Market 2026

SOUTH AMERICA OPERATIONS

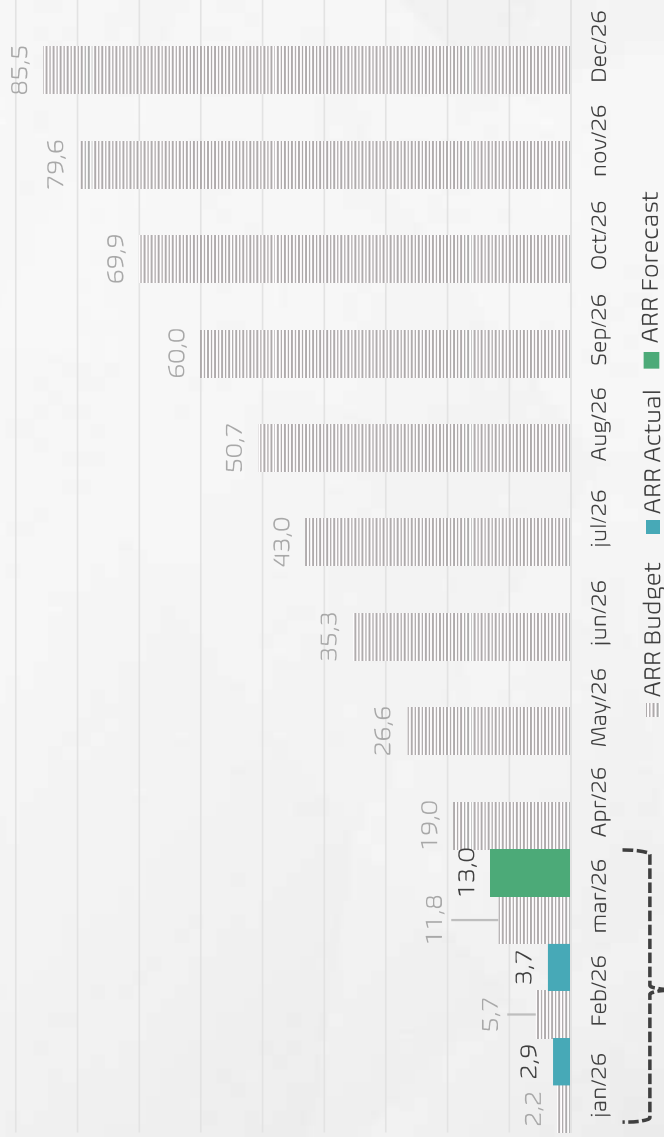
Market Scenario
(Market Overview)

Vertical Strategy
(ARR and Revenue)

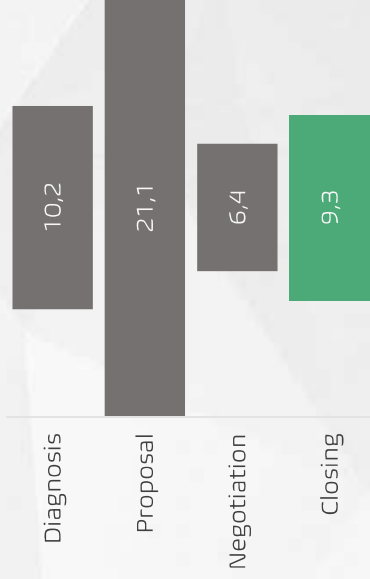
Objectives
(Segmentation and Indicators)

Focus Campaigns
(Running 2026 | ARR)

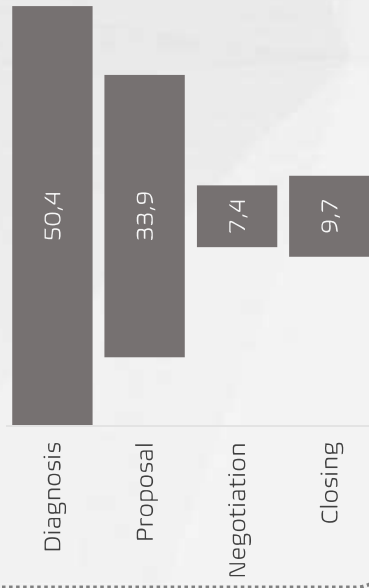
Actual vs Budget
(BRL mm)



Sales Funnel
(BRL ARR - 1st Quarter)



Sales Funnel
(BRL ARR - General)





AGRI NEXUS

DATE AS A SERVICE I DaaS



Agri Nexus Project
it consolidates our strategy of
transforming data and insights
into a scalable commercial asset.



PURPOSE

To build a global Business
Vertical dedicated to monetizing
data, advanced analytics, and
predictive insights to serve
multiple markets worldwide.



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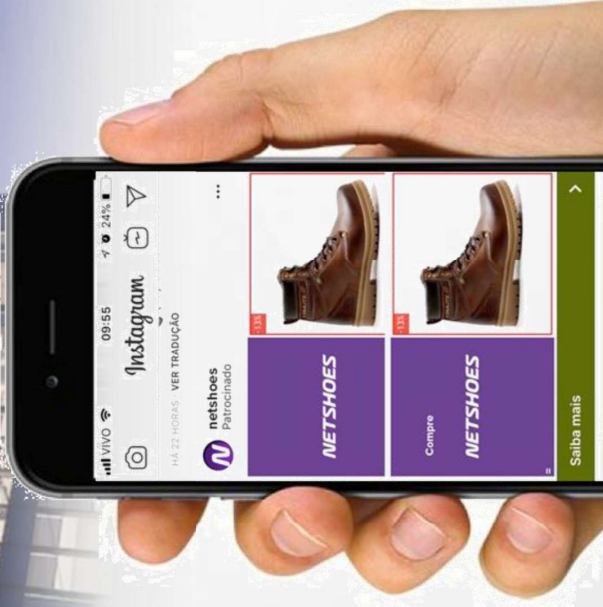
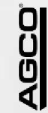
These companies sell predictability.



JOHN DEERE



TESLA



The global DaaS market is expected to grow from USD 20.8 billion (2025) to USD 124.6 billion (2035).

(Source: Future Market Insights, 2025)



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Competitors or Peers

#1

Macro Data

StoneX

BRL 15 k/year
Platform/PDF



Mordor Intelligence
BRL 49.8 k/year
Platform/PDF

NOVACANA

BRL 5.7 k/year
Platform/PDF

#2

Processed Data



Basic: BRL 70.7 k/year

Full version:

+ 1 call

+ Crop Survey (Bench)
Platform

Sugarcane/Row Crops
Pro: BRL 188.1 k/year

#3

Granular Data

EEmovel AGRO

BRL 96 k/year
+30/research

CRM Prospecting
Platform

Soybean only MT

#4

Granular Data



agrotools

Global leader in the
development of digital
solutions for the
corporate agribusiness
sector

LTV BRL 200 million



Pecege Agro, a leading
reference in agricultural
consulting and
dataClient Benchmark

Market Mapping

Data Intelligence Companies



Mapping of key agribusiness
companies with revenue from sector
data commercialization

CARACTERÍSTICA DO PRODUTO
Indicador técnico



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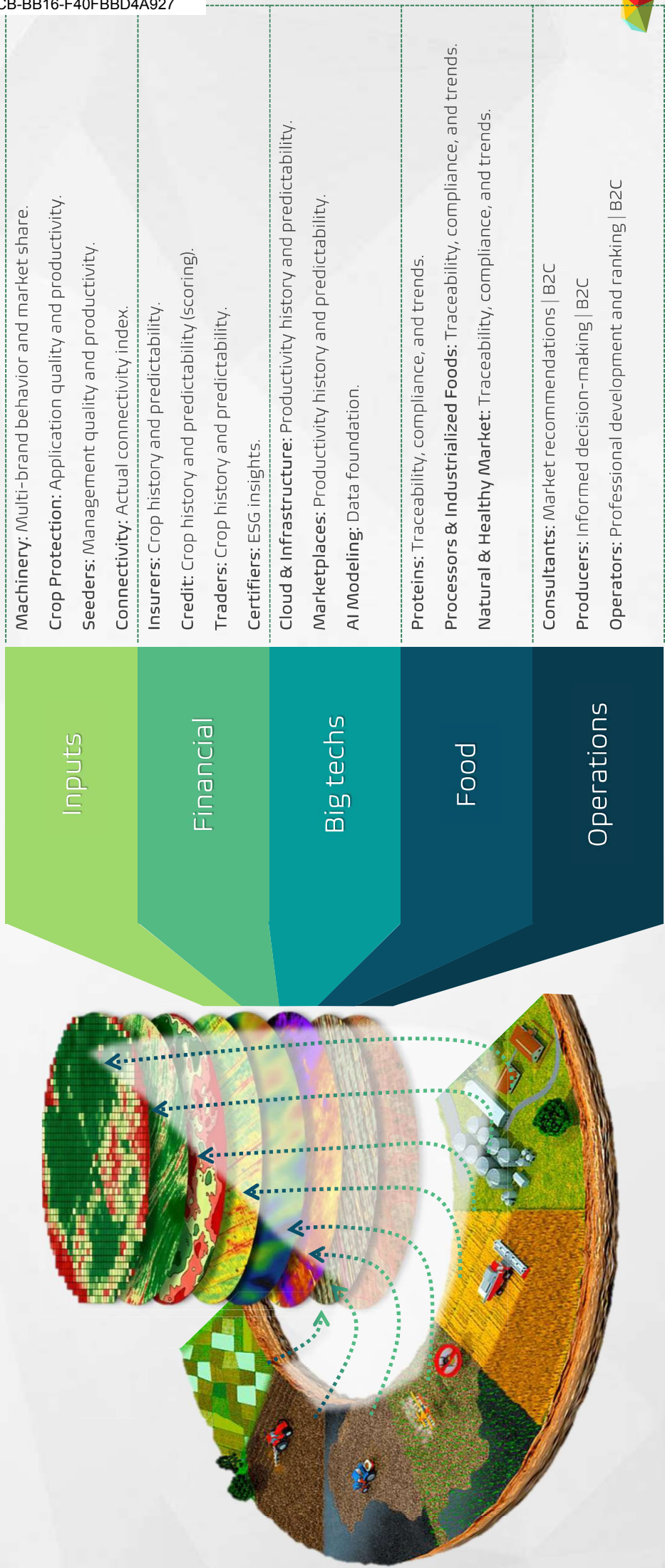


Need: access to reliable regional information on application quality.

Need: development of scoring models based on technological maturity and primary data

Value of information

Granularity and diversity, combined with AI intelligence, exponentially increase the value generated by data





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Market Size (TAM Brazil)

Operating segment	Number of companies	Monthly fees	Annualized revenue	TAM Potential
Agricultural equipment	3.434	R\$ 14.000	R\$ 168.000	R\$ 576.912.000
Dealerships	7.027			
Crop Protection	303	R\$ 14.000	R\$ 168.000	R\$ 50.904.000
Seed Companies	369	R\$ 14.000	R\$ 168.000	R\$ 61.992.000
CNPJ Consultants	1.946	R\$ 500	R\$ 6.000	R\$ 11.676.000
CPF Consultants	21.566	R\$ 29,90	R\$ 359	R\$ 7.737.881
Insurers	16	R\$ 14.000	R\$ 168.000	R\$ 2.688.000
Agricultural credit	21	R\$ 14.000	R\$ 168.000	R\$ 3.528.000
Farmers - Soybeans	243.000	R\$ 29,90	R\$ 359	R\$ 87.188.400
Farmers - Sugarcane	70.000	R\$ 29,90	R\$ 359	R\$ 25.116.000
Operators	164.433	R\$ 9,90	R\$ 119	R\$ 19.534.640
Trades	50	R\$ 14.000	R\$ 168.000	R\$ 8.400.000
Big techs	5			
Agricultural courses	405	R\$ 29,90	R\$ 359	R\$ 145.314
Research Institutions	120	R\$ 6.000	R\$ 72.000	R\$ 8.640.000
ESG	81	R\$ 6.000	R\$ 72.000	R\$ 5.832.000
Cooperatives	1.172	R\$ 6.000	R\$ 72.000	R\$ 84.384.000

1 Bi
(R\$ 954.678.235)

Font: CMAE Receita Federal



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AGRI NEXUS
Analises, relatórios,
insights, tendências.

TAM
USD 1 billion



SUGARCANE
Sugarcane



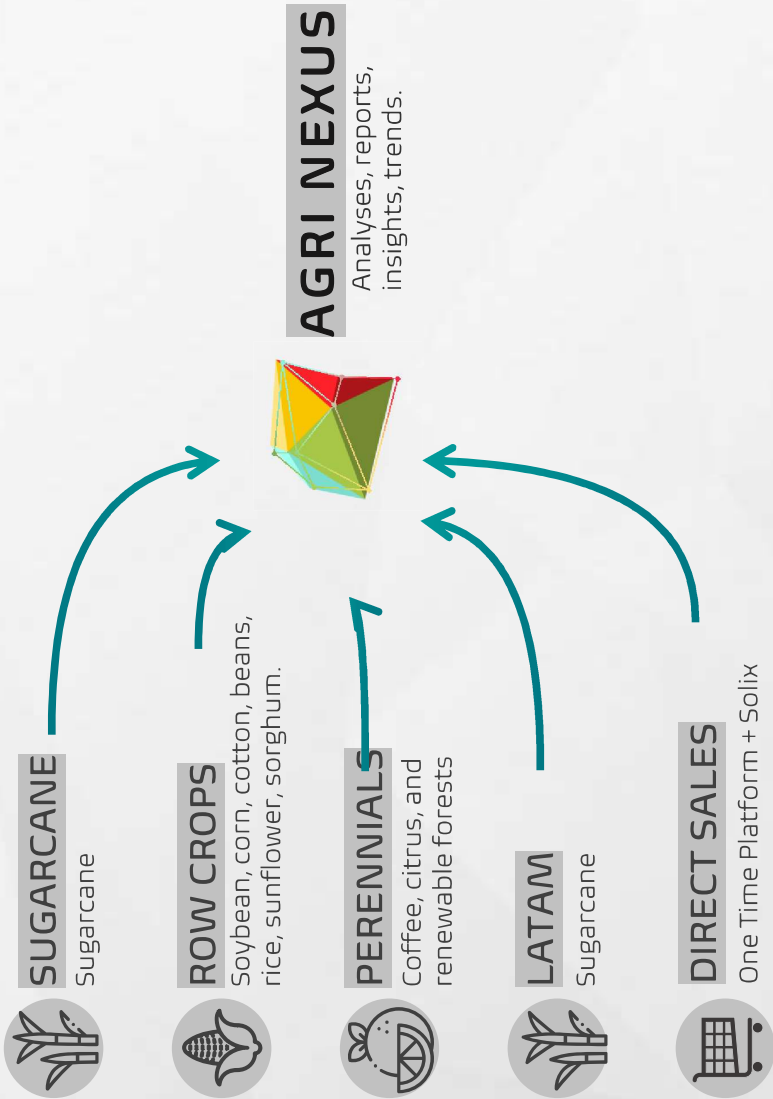
ROW CROPS
Soybeans, Corn, Cotton,
Beans, Rice, Sunflower,
Canola, Sorghum, Oats.



PERENNIALS
Coffee, Citrus, and
Renewable Forests.



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B2B2C



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B2C Market | Mirrors



They provide the audience with

- Entertainment
- Community
- Time
- Benefits
- Other

B2C Market | Solinftec



App platform development

- Entertainment
- Community
- Time
- Benefits
- Other

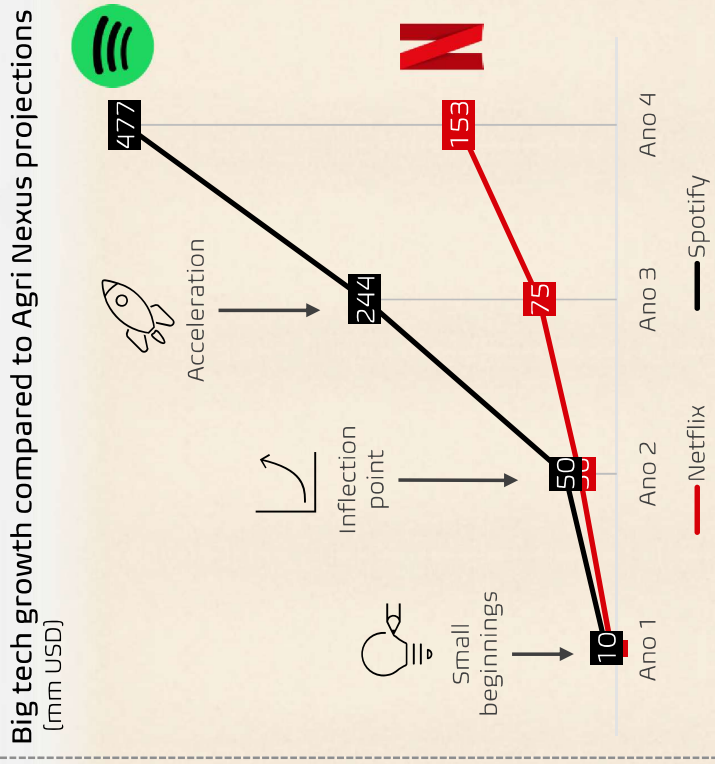
Based on what?

- Agromomic and Operational Consulting
- Actionable Insights
- Machinery Benchmarks
- Robotics Benchmarks
- Partnerships with Major Players
- Ranking



7 SOUTH AMERICA OPERATIONS Agri Nexus Project

But what is the total size of this people-based market overall?



- Both Netflix and Spotify delivered explosive revenue growth in their early years.
- This performance was driven by aggressive monetization strategies from the outset, with subscriptions scaling rapidly as a result of the widespread adoption of DVDs (Netflix) and the global expansion of music streaming (Spotify).





SOUTH AMERICA OPERATIONS

1

Agri Nexus Project

- Revenue scaling in Brazil and globally
- Global marketing expansion

B2B/B2C

+ Solix >> +Data +Perceived value = +Revenues

Adult Solix
2028



Adolescence
2027

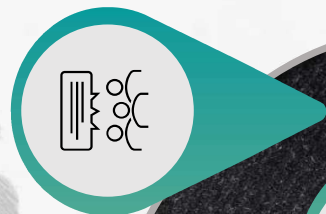


- Initial revenues from major players
- Deep relationships | Domestic and international markets
- Engagement and marketing strategies

B2B

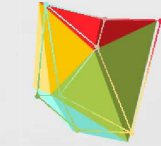
B2C

Evolution journey



1st Infancy
2026

- Business evolution
- AI development
- Data platform



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Analyses, reports, insights, trends



Born

2504

- Purpose
- Market study
- Structuring

Strategies

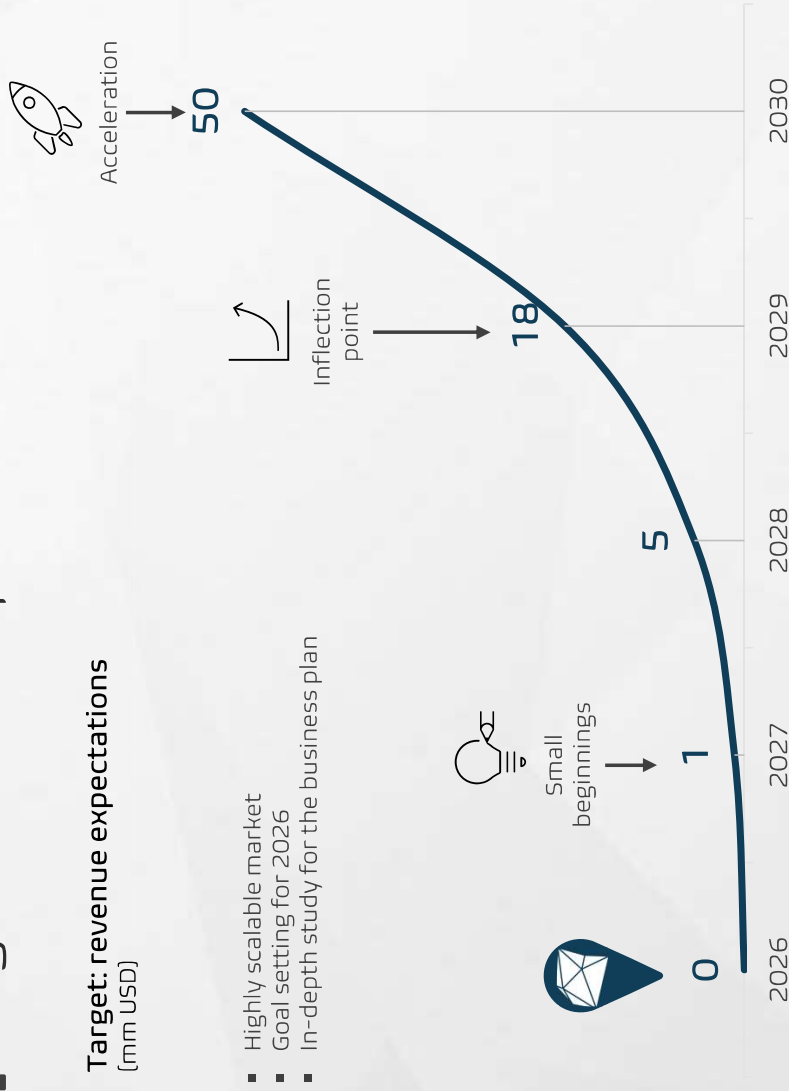
B2B

B2C

1 SOUTH AMERICA OPERATIONS Agri Nexus Project

Target: revenue expectations (mm USD)

- Highly scalable market
- Goal setting for 2026
- In-depth study for the business plan



Highlights:

- Market with a strong trend toward revenue scalability, to be refined in the strategic business plan
- Definition of targets throughout 2026

Initial structure



Highlights:

- STEP 1: Beginning in 2026, initiate market entry through a structured opening strategy, conducting strategic meetings with top potential clients and applying AI to support deep development initiatives
- 03 Headcounts Specialists





2

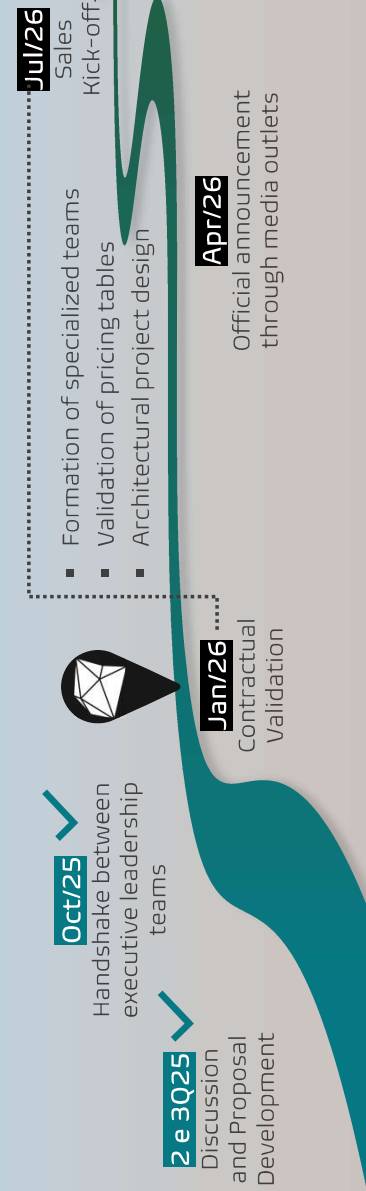
Sales Channel Project



CCOPERCTRUS
CONSTRUCTION TECHNOLOGY

2 SOUTH AMERICA OPERATIONS

Sales Channel Project



Reference Case – DJI Drone Dealership

- Coopercitrus Physical Infrastructure and Sales Channels
- Scalability to 500 units per year (as early as the 3rd year of operation)

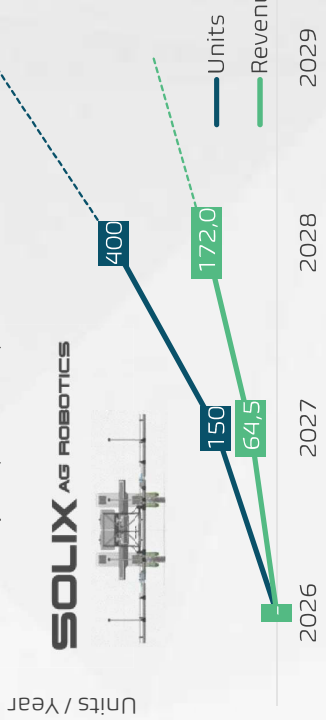


Coopercitrus' Role and Scope of Operations

- Positioning**
 - Largest agricultural cooperative in Brazil: 41,000 members.
- Capillarity**
 - 185 business units across 70 municipalities (São Paulo, Minas Gerais, Goiás, Mato Grosso).
- Financial Performance**
 - 2025 Revenue: R\$ 9.0 billion (+15% vs. 2024).
- Business Generation**
 - Agrishow 2025: 13,000 cooperative members served.
 - Coopercitrus Expo 2025: R\$ 2.0 billion in deals (record high).
- Strategic Differentiators**
 - Integrated model encompassing inputs, machinery, technology (Campo Digital / Agrishop), technical assistance, and sustainability.

Aligned Expectations Across Executive Leadership (Qte I mm/R\$)

TAM
 Units.: 5.200 (500 ha/Solix)
 Revenue: 2,2 Bi (420 k/Solix)

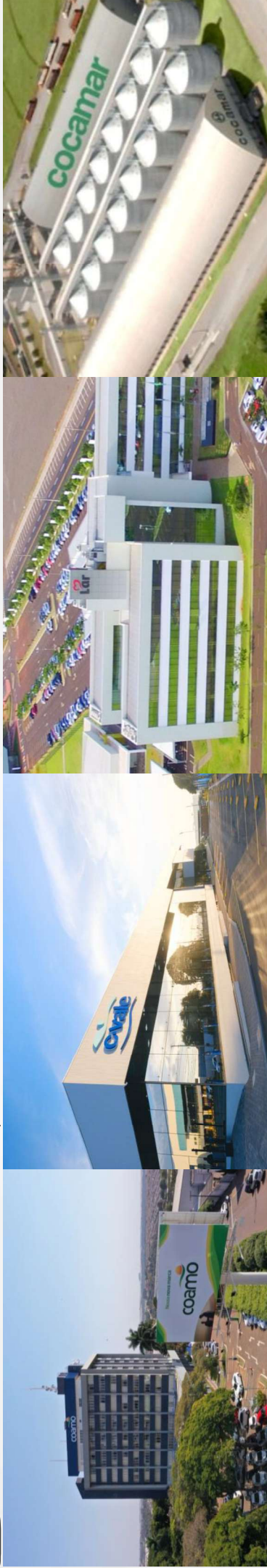


Highlights:

- The Sales Plan will be developed over the coming months, in line with the evolution of the partnership.
- Significant scalability opportunity in the sugarcane supplier market, as Coopercitrus has the largest membership base within this subsector.



2 SOUTH AMERICA OPERATIONS Sales Channel Project



Other Cooperatives – New Opportunities

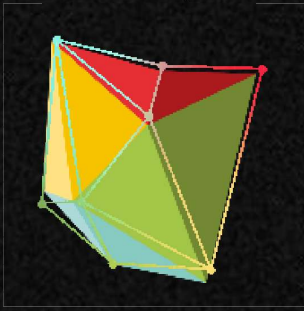
Ranking	Cooperative	Revenue	Number of members	Main crops	Machinery resale
1	Copersucar	70,5 bi BRL (2023)	23 assoc.: 100 mil	Sugarcane, ethanol, sugar	✓
2	Coamo	28,8 bi BRL (2024)	31 mil	Soybean, corn, wheat, coffee	✓
3	C.Vale	22,0 bi BRL (2024)	26 mil	Soybean, corn, wheat, milk, chicken, fish, swine	✓
4	Lar Cooperativa	20,3 bi BRL (2024)	14 mil	Row crops, chicken, swine, eggs, milk	✓
5	Aurora Coop	24,9 bi BRL (2024)	13 assoc.: 85 mil	Chicken, swine, processed dairy products	✓
6	Cornigo	15,3 bi BRL (2023)	10 mil	Soybean, corn, sorgo	✓
7	Cocamar	14,4 bi BRL (2023)	20 mil	Soybean, corn, trigo, café, citrus, livestock	✓
8	Cooxupé	12,5 bi BRL (2023)	18 mil	Coffee (Arabica)	✗
9	Coopercitrus	9,0 bi BRL (2023)	39 mil	Coffee, corn, soybean, sugar	✓
10	Cooperalfa	8,4 bi BRL (2023)	22 mil	Row crops, chicken, swine, inputs	✓

Highlights :

- Cooperatives Seeking Alternatives to Diversify Their Portfolio – Generate revenue and attract more members.
- Opportunities to implement sustainability-focused certifications in the field.
- Potential to open credit lines for 'Fundo Clima', among others.

Soybeans – Southern Region (2022/23 Crop Seas

Paraná	Soybean Area	Number of farms
a) up to 50 ha	2.787.628	354.092
b) up to 150 ha	1.220.765	14.985
c) up to 600 ha	1.166.014	4.530
d) up to 2.000 ha	316.283	352
e) up to 4.000 ha	24.833	10
f) up to 6.000 ha	18.518	4
g) up to 8.000 ha	13.849	2
Rio Grande do Sul	7.046.669	380.941
a) up to 50 ha	2.720.878	355.027
b) up to 150 ha	1.485.068	17.706
c) up to 600 ha	1.997.501	7.350
d) up to 2.000 ha	761.631	832
e) up to 4.000 ha	63.150	23
f) up to 6.000 ha	4.852	1
g) up to 8.000 ha	13.589	2
Santa Catarina	809.955	127.540
a) up to 50 ha	553.650	125.220
b) up to 150 ha	154.757	1.938
c) up to 600 ha	88.641	367
d) up to 2.000 ha	12.907	15
Overall Total	13.404.514	862.573



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Certificado de Conclusão

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 Fuso horário: (UTC-03:00) Brasília

Status: Concluído
 Remetente do envelope:
 Larissa Manetta Suter
 larissa.suter@solinftec.com
 Endereço IP: 186.0.144.179


Rastreamento de registros

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 larissa.suter@solinftec.com
 Local: DocuSign

Eventos do signatário

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Assinatura

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
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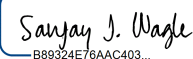
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sanjay.wagle@lightsmithgp.com
Managing Director
Nível de segurança: E-mail, Autenticação da conta (Nenhuma)

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