

CEREALES
AGRONOMIA
ACOMPAÑAMIENTO
INVERSIÓN
AGRO-COMERCIO
INSTRUMENTOS
BALANZA
SEMILLAS
CONCESIONES
JOHN DEERE



Ceres Tolvas

TRABAJANDO JUNTOS

► OUR COMPANY

FANTASY NAME:

CERES TOLVAS (MR)

CORPORATE NAME:

RURAL CERES S.A. - TOLVAS S.A. - TRAC CER S.A. - BIROCCIO S.A.

CORE BUSINESS:

- Storing and trading cereals & oilseeds.
- Grain export.
- Counselling & closeout of agricultural inputs.
- Sale of agricultural machinery (both new and second-hand) and other related technologies.
- Balanced feed: Production, counselling & sale.
- Cereals & Oilseeds logistics and consulting services.
- We also provide advice on technology, production and merchandising on agri-marketing

SHAREHOLDERS:

- | | |
|------------------------------------|--------------------------------|
| • Peñalva, Oscar | • Cano, José Luis |
| • Sucesión de Jorge A. Tagliorette | • Durringer, Leonardo Cristian |
| • Areso, Martín | • Dallavia, José Osvaldo |



▶ OUR HISTORY

A long track record and forty five (45) years of uninterrupted work in the agricultural sector, set up a Business Alliance between Rural Ceres S.A. and Tolvas S.A.

This Alliance, allowed us to create a great and professional structure that let the Company in a commercial leading position inside our agro influence area.

▶ OUR MISSION

To consolidate a commercial network with strategic locations to develop different business units. Each of these units, able to cover our client's necessities relying on our warm and professional team.

▶ OUR VISION

To become the most reliable and efficient company that offers comprehensive consultancy and outsourcing solutions to create added values to our customers.

To cover our agricultural producer's necessities and offer them integral solutions based on innovation and sustainability.



► OUR STRATEGIC VALUES

- ***To generate sustainability and respect to the environment and people inside and outside the organization.***
- ***To provide Innovation, sustainable development and solutions.***
- ***Increasing operational efficiency and effectiveness.***
- ***Flexibility based on our people's needs.***
- ***Financial and moral solvency.***



► OUR STRATEGY



Providing a full-service production of cereals and oilseeds through efficient networks ensuring not only storage and maintenance, but also great and dynamic logistics for our exporting firms.



Offer our clients the highest quality and the best service regarding **grain trading** tools.



Developing **Grain exportation** and improving competitiveness for our Clients.



To make decisive contributions regarding: **agricultural input distribution, diffusion of technology** and **production improvements**.



Providing **funding support** for seeding programmes.



Developing **our own grain production** through new alliances between producers.



Create new multiple agreements with our vendors in order to generate integral solutions and innovations for our clients.



▶ OUR NETWORK



OFFICIAL CONCESSIONAIRE



AGRONOMY



COLLECTION PLANT



BALANCED FEED PLANT



▶ AREA OF INFLUENCE

CROP	HECTARES
SOY	1.239.364
CORN	562.415
SUNFLOWER	458.291
WHEAT/ BARLEY	1.253.914
TOTAL	3,513,984



*planted area data according to the satellite imagery (2021/2022 campaign)

► COLLECTION PLANTS & SERVICES

Annual turnover: U\$S 30 million

A large store capacity for more than **241 thousand tonnes** in **20 assigned plants**, allow us to provide logistics services for more than 700 thousand tonnes yearly.

We count with a certified Grain reception process that warrants **transparency and security** for our clients.

We mobilize and commercialize more than **40 thousand tonnes** of fertilizer per year.

We carry out maintenance services for Cereal such as drying and fumigation.

We offer a **quality analysis** of our merchandise in every plant conducted by a trained and experienced surveyor.

Guarantee a loyal fulfilment on **security and safeguard** according to the market quality standards.



► AGRONOMY

Agro-Input Annual turnover: U\$S 75 million

Active participation on the input sales and agro- counselling to our clients in the area.

We operate with more than **3.000 clients** which are the best referents in the area.

We commercialize more than **1.000.000 liters** of glyphosate per year.

Credit insurance policy with  InSur
Plurianet de Agrícolas

We are representatives of **leading brands** in the world market.



► CEREAL

Annual turnover: U\$S 160 million

Our grain department commercializes around **700 thousand tonnes** of cereal yearly. It highlights in particular, on **wheat** sales that **exports to Brazilian grain mills**.

Also exports barley to South America, sunflower to Brazil and feed barley to Chile.

Daily real-time operations in the national and international market.

Our **Credit insurance policy** is contracted with  that covers different risks that may occur during mill vending and local consumption.

Moreover, the level of participation with **leader exporters** is directly thanks to our trade agreements.



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► OUR DEALERS



JOHN DEERE

TANDIL - TRES ARROYOS - NECOCHEA

Annual turnover: U\$S 30 million

A successful business relationship with more than **2.000** clients.

We commercialize **more than 250 machines** yearly, providing our customers maintenance operations and technological support in an official service Brand.

We have a great stock of standard tools in our stores for immediate delivery. Our warehouses warrant a quick service for tractors, harvesters and other machines.

We also count with three fully- equipped garages, all of them using latest generation equipment, technology and tools for after- sales support or assistance.

We have at our disposal an in-house expert team supervising any of our client's machine's performance in real-time.



▶ BALANCED FEED PLANTS

Annual turnover: U\$S 6 million

We produce, distribute and sell our exclusive brands TOLVAS and NUTRIBAL which are leaders in animal feed. Our two highly- equipped plants are ready to meet the needs of our clients.

We develop a wide variety of products, placing emphasis on fibre, energy, proteins and minerals warranting a correct nutrition and performance of the animals.

OUR BALANCED FEED PRODUCT LINES:

Milking parlours - Meat- Cattle population - Pigs - Equine



▶ SEEDBED

Annual turnover: U\$S 2 million

We multiply **wheat/ soy** seeds through our in-house production.

We also have exclusive storage silos to keep seeds that follow a strict control and a traceability system.

Two processing plants located in Balcarce and Benito Juárez. One for **soybeans (bags/ big bags)** and the other one for **Wheat (in bulk/ big bag)**.

We commercialize and distribute the multiplied wheat and soy seeds.

37.000 thousand bags of soy per year

3.500 tonnes of wheat / barley (82.500 bags)

Professional treatment through the trendy **CTS 100% of soy's bags**.



► DIGITIZED AGRICULTURE

Our Digitized Agriculture CERESTEC area is new, contemporary and professional. This unit involves technology and expertise to make agriculture more efficient.

The agreement with **Geoagro and John Deere Conecta** platforms created and added values in the whole production chain.



► MANAGEMENT TEAM

With more than 250 collaborators we created a professional, reliable and strong team strategically organized inside our business units.



► CSR

We are committed to fostering Corporate Social Responsibility through CSR actions, working side by side with the FOOD BANK FOUNDATION to fight world hunger and malnutrition.





Ceres Tolvas

TRABAJANDO JUNTOS

CENTRAL ADMINISTRATION

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