Authorization for Credit Card Transactions

Department of Homeland Security

Form G-1450

How To Fill Out Form G-1450

1. Type or print legibly in black ink.
2. Complete the "**Applicant's/Petitioner's/Requester's Information**," "**Credit Card Billing Information**," and "**Credit Card Information**" sections and sign the authorization. **NOTE:** The credit card must be issued by a U.S. bank.
3. Place your Form G-1450 ON TOP of your application, petition, or request package.

NOTE: Failure to provide the requested information may result in DHS and your financial institution not accepting the payment. DHS cannot process credit card payments without an authorized signature.

NOTE: Please see the USCIS Form G-1450 website for additional information.

We recommend that you print or save a copy of your completed Form G-1450 to review in the future and for your records.

By completing this transaction, you agree that you have paid for a government service and that the filing fee, biometric services fee and all related financial transactions are final and not refundable, regardless of any action DHS takes on an application, petition, or request. You must submit all fees in the exact amounts. DHS will charge your credit card up to the amount you authorize below.

Please refer to the form(s) you are filing for additional information, or you may call the USCIS Customer Contact number at **1-800-375-5283**. For TTY (deaf or hard of hearing) call: **1-800-767-1833**.

Applicant's/Petitioner's/Requester's Information (Full Legal Name)		
Given Name (First Name) Celio	Middle Name (if any) N/A	Family Name (Last Name) CAETANO DE SOUSA JUNIOR
Credit Card Billing Information (Credit Card Holder's Name as it Appears on the Card)		
Given Name (First Name) Otavio	Middle Name (if any) H	Family Name (Last Name) SILVA
Credit Card Holder's Billing Address:		
Street Number and Name 5051 La Jolla Blvd	Apt. Ste. Flr. ☒ ☐ ☐	Number 202
City or Town San Diego	State CA	ZIP Code 92109
Credit Card Holder's Signature and Contact Information:		
Credit Card Holder's Signature		
Credit Card Holder's Daytime Telephone Number 5102419336	Credit Card Holder's Email Address otavio@yousalaw.com	
Credit Card Information		
Credit Card Number	**Credit Card Type:** ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover	Authorized Payment Amount $ 715.00
Credit Card Expiration Date (mm/yyyy) CVV Code		

Authorization for Credit Card Transactions

Department of Homeland Security

Form G-1450

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Applicant's/Petitioner's/Requester's Information (Full Legal Name)		
Given Name (First Name) Celio	Middle Name (if any) N/A	Family Name (Last Name) CAETANO DE SOUSA JUNIOR
Credit Card Billing Information (Credit Card Holder's Name as it Appears on the Card)		
Given Name (First Name) Otavio	Middle Name (if any) H	Family Name (Last Name) SILVA
Credit Card Holder's Billing Address:		
Street Number and Name 5051 La Jolla Blvd	Apt. Ste. Flr. ☒ ☐ ☐	Number 202
City or Town San Diego	State CA	ZIP Code 92109
Credit Card Holder's Signature and Contact Information:		
Credit Card Holder's Signature		
Credit Card Holder's Daytime Telephone Number 5102419336	Credit Card Holder's Email Address otavio@yousalaw.com	
Credit Card Information		
Credit Card Number	**Credit Card Type:** ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover	Authorized Payment Amount $ 300.00
Credit Card Expiration Date (mm/yyyy) CVV Code		

YOUSA
Law Firm

EB-2 IMMIGRANT PETITION
WITH REQUEST FOR A NATIONAL INTEREST WAIVER

Petitioner/Beneficiary: CAETANO DE SOUSA JUNIOR, Celio

HS Law Corp
P.O Box 90487
San Diego - CA - United States

TABLE OF CONTENTS

Petitioner: **CAETANO DE SOUSA JUNIOR, Celio**
Type of Petition: **I-140, EB-2 National Interest Waiver**
Classification Sought: **Immigration and Nationality Act 203(b)(2)(B)**

Forms	• Form G-1450 in the amount of $715 towards I-140 form filling fee • Form G-1450 in the amount of $300 towards Asylum Program Fee • Form G-1145 • Form G-28 • Form I-140 • ETA-9089
Petition Cover Letter	• Summary of Cover Letter • Petition Cover Letter • Exhibit List
Exhibit A	Petitioner's Resume

Exhibit B ELIGIBILITY CRITERIA	**Advanced Degree Professional:**
	• Master's degree in plant production – Diploma and Transcript
	• Bachelors in agricultural engineering -Diploma and Transcript
	• Evaluation of academic's credential
	• Employment records:
	  ○ Casa Bugre Declaration
	  ○ Non-exclusive commercial representation agreement – Corteva Agriscience
	  ○ Termination agreement and non-exclusive commercial representation agreement – Corteva Agriscience
	  ○ C. Caetano representação comercial ltda. Employment declaration – accountant letter and company's registration

Exhibit C NATIONAL INTEREST WAIVER	**C.I – First Prong – Substantial Merit and National Importance:**
	• Business Plan for CJR Precision Agronomy
	• Industry and federal government initiatives research
	C.II – Second Prong – Well-Positioned to Advance the Proposed Endeavor:
	• Professional licenses
	• Other courses and certificates related to the proposed endeavor
	• Letters of Support:
	  ○ Adriano Dantas Silva
	  ○ Gabriel Avelar Dornelas
	  ○ Jose Fernando Jurca Grigolli
	  ○ Tulio Pupim
	• Proof of High Salary and Financial Feasibility:

	○ Foreign Tax Return 2023, 2024, and 2025 ○ Registered accountant income declaration ○ Brazilian government occupational code ○ Geographic, occupation-specific salary survey ○ Bank statements – account ending 636-0
<u>Exhibit D</u> **PERSONAL DOCUMENTS FOR PETITIONER AND DERIVATIVES**	● Birth Certificate and Corresponding Translation ● Passport's Biometrics Page ● U.S. Visa Page ● Marriage Certificate and Corresponding Translation ● Derivative's Birth Certificate and Corresponding Translation ● Derivative's Passport Biometrics ● Derivative's US Visa

e-Notification of Application/Petition Acceptance

Department of Homeland Security
U.S. Citizenship and Immigration Services

USCIS
Form G-1145

What Is the Purpose of This Form?

Use this form to request an electronic notification (e-Notification) when U.S. Citizenship and Immigration Services accepts your immigration application. This service is available for applications filed at a USCIS Lockbox facility.

General Information

Complete the information below and clip this form to the first page of your application package. You will receive one e-mail and/or text message for each form you are filing.

We will send the e-Notification within 24 hours after we accept your application. Domestic customers will receive an e-mail and/or text message; overseas customers will only receive an e-mail. Undeliverable e-Notifications cannot be resent.

The e-mail or text message will display your receipt number and tell you how to get updated case status information. It will not include any personal information. The e-Notification does not grant any type of status or benefit; rather it is provided as a convenience to customers.

USCIS will also mail you a receipt notice (I-797C), which you will receive within 10 days after your application has been accepted; use this notice as proof of your pending application or petition.

USCIS Privacy Act Statement

AUTHORITIES: The information requested on this form is collected pursuant to section 103(a) of the Immigration and Nationality Act, as amended INA section 101, et seq.

PURPOSE: The primary purpose for providing the information on this form is to request an electronic notification when USCIS accepts immigration form. The information you provide will be used to send you a text and/or email message.

DISCLOSURE: The information you provide is voluntary. However, failure to provide the requested information may prevent USCIS from providing you a text and/or email message receipting your immigration form.

ROUTINE USES: The information provided on this form will be used by and disclosed to DHS personnel and contractors in accordance with approved routine uses, as described in the associated published system of records notices [**DHS/USCIS-007 - Benefits Information System and DHS/USCIS-001 - Alien File (A-File) and Central Index System (CIS)**, which can be found at **www.dhs.gov/privacy**]. The information may also be made available, as appropriate for law enforcement purposes or in the interest of national security.

Complete this form and clip it on top of the first page of your immigration form(s).

Applicant/Petitioner Full Last Name	Applicant/Petitioner Full First Name	Applicant/Petitioner Full Middle Name
CAETANO DE SOUSA JUNIOR	**Celio**	**N/A**

Email Address	Mobile Phone Number (Text Message)
celio.caetano@icloud.com	**N/A**

Notice of Entry of Appearance as Attorney or Accredited Representative

Department of Homeland Security

DHS Form G-28
OMB No. 1615-0105
Expires 05/31/2021

Part 1. Information About Attorney or Accredited Representative

1. USCIS Online Account Number (if any)

► 0 0 7 4 9 2 6 2 5 4 3 8

Name of Attorney or Accredited Representative

2.a. Family Name (Last Name): HAVERROTH SILVA

2.b. Given Name (First Name): Otavio

2.c. Middle Name: N/A

Address of Attorney or Accredited Representative

3.a. Street Number and Name: PO Box 90487

3.b. ☐ Apt. ☐ Ste. ☐ Flr. N/A

3.c. City or Town: San Diego

3.d. State: CA **3.e.** ZIP Code: 92169
(USPS ZIP Code Lookup)

3.f. Province: N/A

3.g. Postal Code: N/A

3.h. Country: USA

Contact Information of Attorney or Accredited Representative

4. Daytime Telephone Number: 5102419336

5. Mobile Telephone Number (if any): 5102419336

6. Email Address (if any): otavio@legalhs.com

7. Fax Number (if any): N/A

Part 2. Eligibility Information for Attorney or Accredited Representative

Select **all applicable** items.

1.a. ☒ I am an attorney eligible to practice law in, and a member in good standing of, the bar of the highest courts of the following states, possessions, territories, commonwealths, or the District of Columbia. If you need extra space to complete this section, use the space provided in **Part 6. Additional Information**.

Licensing Authority: California

1.b. Bar Number (if applicable): 343486

1.c. I (select **only one** box) ☒ am not ☐ am subject to any order suspending, enjoining, restraining, disbarring, or otherwise restricting me in the practice of law. If you are subject to any orders, use the space provided in **Part 6. Additional Information** to provide an explanation.

1.d. Name of Law Firm or Organization (if applicable): HS Law Corp

2.a. ☐ I am an accredited representative of the following qualified nonprofit religious, charitable, social service, or similar organization established in the United States and recognized by the Department of Justice in accordance with 8 CFR part 1292.

2.b. Name of Recognized Organization: N/A

2.c. Date of Accreditation (mm/dd/yyyy): N/A

3. ☐ I am associated with N/A, the attorney or accredited representative of record who previously filed Form G-28 in this case, and my appearance as an attorney or accredited representative for a limited purpose is at his or her request.

4.a. ☐ I am a law student or law graduate working under the direct supervision of the attorney or accredited representative of record on this form in accordance with the requirements in 8 CFR 292.1(a)(2).

4.b. Name of Law Student or Law Graduate: N/A

Part 3. Notice of Appearance as Attorney or Accredited Representative

If you need extra space to complete this section, use the space provided in **Part 6. Additional Information**.

This appearance relates to immigration matters before (select **only one** box):

1.a. ☒ U.S. Citizenship and Immigration Services (USCIS)

1.b. List the form numbers or specific matter in which appearance is entered.

I-140, ETA 9089

2.a. ☐ U.S. Immigration and Customs Enforcement (ICE)

2.b. List the specific matter in which appearance is entered.

N/A

3.a. ☐ U.S. Customs and Border Protection (CBP)

3.b. List the specific matter in which appearance is entered.

N/A

4. Receipt Number (if any)

► N/A

5. I enter my appearance as an attorney or accredited representative at the request of the (select **only one** box):

☐ Applicant ☒ Petitioner ☐ Requestor

☐ Beneficiary/Derivative ☐ Respondent (ICE, CBP)

Information About Client (Applicant, Petitioner, Requestor, Beneficiary or Derivative, Respondent, or Authorized Signatory for an Entity)

6.a. Family Name (Last Name): CAETANO DE SOUSA JUNIOR

6.b. Given Name (First Name): Celio

6.c. Middle Name: N/A

7.a. Name of Entity (if applicable)

N/A

7.b. Title of Authorized Signatory for Entity (if applicable)

N/A

8. Client's USCIS Online Account Number (if any)

► N/A

9. Client's Alien Registration Number (A-Number) (if any)

► A- N/A

Client's Contact Information

10. Daytime Telephone Number

+55 (16) 99259-0505

11. Mobile Telephone Number (if any)

+55 (16) 99259-0505

12. Email Address (if any)

celio.caetano@icloud.com

Mailing Address of Client

NOTE: Provide the client's mailing address. **Do not** provide the business mailing address of the attorney or accredited representative **unless** it serves as the safe mailing address on the application or petition being filed with this Form G-28.

13.a. Street Number and Name: PO Box 90487

13.b. ☐ Apt. ☐ Ste. ☐ Flr. N/A

13.c. City or Town: San Diego

13.d. State: CA **13.e.** ZIP Code: 92169

13.f. Province: N/A

13.g. Postal Code: N/A

13.h. Country

USA

Part 4. Client's Consent to Representation and Signature

Consent to Representation and Release of Information

I have requested the representation of and consented to being represented by the attorney or accredited representative named in **Part 1.** of this form. According to the Privacy Act of 1974 and U.S. Department of Homeland Security (DHS) policy, I also consent to the disclosure to the named attorney or accredited representative of any records pertaining to me that appear in any system of records of USCIS, ICE, or CBP.

Part 4. Client's Consent to Representation and Signature (continued)

Options Regarding Receipt of USCIS Notices and Documents

USCIS will send notices to both a represented party (the client) and his, her, or its attorney or accredited representative either through mail or electronic delivery. USCIS will send all secure identity documents and Travel Documents to the client's U.S. mailing address.

If you want to have notices and/or secure identity documents sent to your attorney or accredited representative of record rather than to you, please select **all applicable** items below. You may change these elections through written notice to USCIS.

1.a. ☒ I request that USCIS send original notices on an application or petition to the business address of my attorney or accredited representative as listed in this form.

1.b. ☒ I request that USCIS send any secure identity document (Permanent Resident Card, Employment Authorization Document, or Travel Document) that I receive to the U.S. business address of my attorney or accredited representative (or to a designated military or diplomatic address in a foreign country (if permitted)).

NOTE: If your notice contains Form I-94, Arrival-Departure Record, USCIS will send the notice to the U.S. business address of your attorney or accredited representative. If you would rather have your Form I-94 sent directly to you, select **Item Number 1.c.**

1.c. ☐ I request that USCIS send my notice containing Form I-94 to me at my U.S. mailing address.

Signature of Client or Authorized Signatory for an Entity

2.a. Signature of Client or Authorized Signatory for an Entity

➡ Celio Caetano de Sousa Júnior

2.b. Date of Signature (mm/dd/yyyy) 09/16/2026

Part 5. Signature of Attorney or Accredited Representative

I have read and understand the regulations and conditions contained in 8 CFR 103.2 and 292 governing appearances and representation before DHS. I declare under penalty of perjury under the laws of the United States that the information I have provided on this form is true and correct.

1. a. Signature of Attorney or Accredited Representative

1.b. Date of Signature (mm/dd/yyyy) 09/16/2026

2.a. Signature of Law Student or Law Graduate

N/A

2.b. Date of Signature (mm/dd/yyyy) N/A

Part 6. Additional Information

If you need extra space to provide any additional information within this form, use the space below. If you need more space than what is provided, you may make copies of this page to complete and file with this form or attach a separate sheet of paper. Type or print your name at the top of each sheet; indicate the **Page Number**, **Part Number**, and **Item Number** to which your answer refers; and sign and date each sheet.

1.a Family Name (Last Name): CAETANO DE SOUSA JUNIOR

1.b. Given Name (First Name): Celio

1.c. Middle Name: N/A

2.a. Page Number: N/A **2.b.** Part Number: N/A **2.c.** Item Number: N/A

2.d. N/A

3.a. Page Number: N/A **3.b.** Part Number: N/A **3.c.** Item Number: N/A

3.d. N/A

4.a. Page Number: N/A **4.b.** Part Number: N/A **4.c.** Item Number: N/A

4.d. N/A

5.a. Page Number: N/A **5.b.** Part Number: N/A **5.c.** Item Number: N/A

5.d. N/A

6.a. Page Number: N/A **6.b.** Part Number: N/A **6.c.** Item Number: N/A

6.d. N/A

Immigrant Petition for Alien Workers

Department of Homeland Security
U.S. Citizenship and Immigration Services

USCIS
Form I-140
OMB No. 1615-0015
Expires 02/28/2027

For USCIS Use Only	Fee Stamp	Priority Date	Consulate	Action Block

Classification

- ☐ 203(b)(1)(A) Alien of Extraordinary Ability
- ☐ 203(b)(1)(B) Outstanding Professor or Researcher
- ☐ 203(b)(1)(C) Multinational Executive or Manager
- ☐ 203(b)(2) Member of Professions with Advanced Degree/Exceptional Ability
- ☐ 203(b)(3)(A)(i) Skilled Worker
- ☐ 203(b)(3)(A)(ii) Professional
- ☐ 203(b)(3)(A)(iii) Other Worker

Certification

- ☐ National Interest Waiver (NIW)
- ☐ Schedule A, Group I
- ☐ Schedule A, Group II

Remarks

To be completed by an Attorney or Accredited Representative (if any).	☒ Select this box if Form G-28 or Form G-28I is attached.	Attorney State Bar Number (if applicable)	Attorney or Accredited Representative USCIS Online Account Number (if any)
		343486	0 0 7 4 9 2 6 2 5 4 3 8

► **START HERE - Type or print in black ink.**

Part 1. Information About the Person or Organization Filing This Petition

If an individual is filing this petition, answer **Item Numbers 1.a. - 1.c.** If a company or organization is filing this petition, answer **Item Number 2.**

1.a. Family Name (Last Name): CAETANO DE SOUSA JUNIOR

1.b. Given Name (First Name): Celio

1.c. Middle Name: N/A

2. Company or Organization Name: N/A

Mailing Address

3.a. In Care Of Name: Otavio Haverroth Silva

3.b. Street Number and Name: PO Box 90487

3.c. ☐ Apt. ☐ Ste. ☐ Flr. N/A

3.d. City or Town: San Diego

3.e. State: CA **3.f.** ZIP Code: 92169

3.g. Province: N/A

3.h. Postal Code: N/A

3.i. Country: USA

Other Information

4. IRS Employer Identification Number (EIN) ► N/A

5. Are you a nonprofit organized as tax exempt or a governmental research organization? ☐ Yes ☒ No

6. Do you currently employ a total of 25 or fewer full-time equivalent employees in the United States, including all affiliates or subsidiaries of this company/organization? ☒ Yes ☐ No

7. U.S. Social Security Number (SSN) (if any) ► N/A

8. USCIS Online Account Number (if any) ► N/A

Part 2. Petition Type

This petition is being filed for (select **only one** box):

1.a. ☐ An alien of extraordinary ability.

1.b. ☐ An outstanding professor or researcher.

1.c. ☐ A multinational executive or manager.

1.d. ☐ A member of the professions holding an advanced degree or an alien of exceptional ability (who is **NOT** seeking a National Interest Waiver (NIW)).

1.e. ☐ A professional (at a minimum, possessing a bachelor's degree or a foreign degree equivalent to a U.S. bachelor's degree).

Part 2. Petition Type (continued)

1.f. ☐ A skilled worker (requiring at least two years of specialized training or experience).

1.g. ☐ Any other worker (requiring less than two years of training or experience).

1.h. ☒ An alien applying for an NIW (who **IS** a member of the professions holding an advanced degree or an alien of exceptional ability).

This petition is being filed (select **only one** box):

2.a. ☐ To amend a previously filed petition.

Previous Petition Receipt Number

► N/A

2.b. ☐ For the Schedule A, Group I or II designation.

Part 3. Information About the Person for Whom You Are Filing

1.a. Family Name (Last Name): CAETANO DE SOUSA JUNIOR

1.b. Given Name (First Name): Celio

1.c. Middle Name: N/A

Mailing Address

2.a. In Care Of Name: Otavio Haverroth Silva

2.b. Street Number and Name: PO Box 90487

2.c. ☐ Apt. ☐ Ste. ☐ Flr. N/A

2.d. City or Town: San Diego

2.e. State: CA **2.f.** ZIP Code: 92169

2.g. Province: N/A

2.h. Postal Code: N/A

2.i. Country: USA

Other Information

3. Date of Birth (mm/dd/yyyy): 02/25/1994

4. City/Town/Village of Birth: Franca

5. State or Province of Birth: Sao Paulo

6. Country of Birth: Brazil

7. Country of Citizenship or Nationality: Brazil

8. Alien Registration Number (A-Number) (if any)

► A- N/A

9. U.S. SSN (if any) ► N/A

Information About His or Her Last Arrival in the United States

If the person for whom you are filing is in the United States, provide the following information.

10. Date of Last Arrival (mm/dd/yyyy): N/A

11.a. Form I-94 Arrival-Departure Record Number

► N/A

11.b. Expiration Date of Authorized Stay Shown on Form I-94 (mm/dd/yyyy): N/A

11.c. Status on Form I-94 (for example, class of admission, or paroled, if paroled): N/A

12. Passport Number: N/A

13. Travel Document Number: N/A

14. Country of Issuance for Passport or Travel Document: N/A

15. Expiration Date for Passport or Travel Document (mm/dd/yyyy): N/A

Part 4. Processing Information

Provide the following information for the person named in **Part 3.** (select **only one** box):

1.a. ☒ Alien will apply for a visa abroad at a U.S. Embassy or U.S. Consulate at:

1.b. City or Town: Rio de Janeiro

1.c. Country: Brazil

2.a. ☐ Alien is in the United States and will apply for adjustment of status to that of lawful permanent resident.

Part 4. Processing Information (continued)

2.b. Alien's current country of residence or, if now in the United States, last country of permanent residence abroad.

Brazil

If you provided a United States address in **Part 3.**, provide the person's foreign address in **Item Numbers 3.a. - 3.f.**:

3.a. Street Number and Name: 163,61 Sg Roberto Carlos Patinho Ave

3.b. ☐ Apt. ☐ Ste. ☐ Flr. Ayat Club Residence

3.c. City or Town: Uberaba

3.d. Province: Minas Gerais

3.e. Postal Code: 38051400

3.f. Country: Brazil

If the person's native alphabet is other than Roman letters, type or print the person's foreign name and address in the native alphabet in **Item Numbers 4.a. - 5.g.**:

4.a. Family Name (Last Name): N/A

4.b. Given Name (First Name): N/A

4.c. Middle Name: N/A

Mailing Address

5.a. In Care Of Name: N/A

5.b. Street Number and Name: N/A

5.c. ☐ Apt. ☐ Ste. ☐ Flr. N/A

5.d. City or Town: N/A

5.e. Province: N/A

5.f. Postal Code: N/A

5.g. Country: N/A

If you answer "Yes" to **Item Numbers 6.a. - 10.**, provide the case number, office location, date of decision, and disposition of the decision in the space provided in **Part 11. Additional Information**.

6.a. Are you filing any other petitions or applications with this Form I-140? ☐ Yes ☒ No

6.b. If you answered "Yes" **to Item Number 6.a.**, select all applicable boxes:

☐ Form I-485

☐ Form I-131

☐ Form I-765

☐ Other (Provide an explanation in **Part 11. Additional Information**.)

7. Is the person for whom you are filing in removal proceedings? ☐ Yes ☒ No

8. Has any immigrant visa petition ever been filed by or on behalf of this person? ☐ Yes ☒ No

9. Are you filing this petition without an original labor certification because the original labor certification was previously submitted in support of another Form I-140? ☐ Yes ☒ No

10. If you are filing this petition without an original labor certification, are you requesting that U.S. Citizenship and Immigration Services (USCIS) request a duplicate labor certification from the Department of Labor (DOL)? ☐ Yes ☒ No

Part 5. Additional Information About the Petitioner

Type of petitioner (select **only one** box):

1.a. ☐ Employer

1.b. ☒ Self

1.c. ☐ Other (For example, Lawful Permanent Resident, U.S. citizen or any other person filing on behalf of the alien)

N/A

If a company or an organization is filing this petition, provide the following information:

2. Type of Business: N/A

3. Date Established (mm/dd/yyyy): N/A

4. Current Number of U.S. Employees: N/A

5. Gross Annual Income $ N/A

6. Net Annual Income $ N/A

7. NAICS Code ► N/A

8. Labor Certification DOL Case Number: N/A

Part 5. Additional Information About the Petitioner (continued)

9. Labor Certification DOL Filing Date (mm/dd/yyyy)

N/A

10. Labor Certification Expiration Date (mm/dd/yyyy)

N/A

If an individual is filing this petition, provide the following information.

11. Occupation

Agronomist

12. Annual Income $ N/A

Part 6. Basic Information About the Proposed Employment

1. Job Title

General and Operations Managers

2. SOC Code ▶ 11 - 1021

3. Nontechnical Job Description

See page 8.

4. Is this a full-time position? ☒ Yes ☐ No

5. If the answer to **Item Number 4.** is "No," how many hours per week for the position?

N/A

6. Is this a permanent position? ☒ Yes ☐ No

7. Is this a new position? ☒ Yes ☐ No

8. Wages (Specify hour, week, month, or year):

$ 100,000.00 per year

Worksite Location

For **Item Numbers 9.a. - 9.e.**, provide the address where the person will work if different from the address provided in **Part 1.**

9.a. Street Number and Name: To be determined

9.b. ☐ Apt. ☐ Ste. ☐ Flr. To be determined

9.c. City or Town: Fort Worth

9.d. State: TX **9.e.** ZIP Code: To be determined

Part 7. Information About the Spouse and All Children of the Person for Whom You Are Filing

For **Part 7.**, provide information on the spouse and all children related to the individual for whom you are filing this petition. Also, note if the individual will apply for a visa abroad or adjustment of status as the dependent of the individual for whom the petition is filed. If you need extra space to provide information about additional family members, use the space provided in **Part 11. Additional Information**.

Person 1

1.a. Family Name (Last Name): BARBIAN

1.b. Given Name (First Name): Poliane

1.c. Middle Name: N/A

2. Date of Birth (mm/dd/yyyy): 04/23/1993

3. Country of Birth

Brazil

4. Relationship: Spouse

5. Is he or she applying for adjustment of status? ☐ Yes ☒ No

6. Is he or she applying for a visa abroad? ☒ Yes ☐ No

Person 2

7.a. Family Name (Last Name): N/A

7.b. Given Name (First Name): N/A

7.c. Middle Name: N/A

8. Date of Birth (mm/dd/yyyy): N/A

9. Country of Birth

N/A

10. Relationship: N/A

11. Is he or she applying for adjustment of status? ☐ Yes ☐ No

12. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Part 7. Information About Spouse and All Children of the Person for Whom You Are Filing (continued)

Person 3

13.a. Family Name (Last Name) N/A

13.b. Given Name (First Name) N/A

13.c. Middle Name N/A

14. Date of Birth (mm/dd/yyyy) N/A

15. Country of Birth

N/A

16. Relationship N/A

17. Is he or she applying for adjustment of status? ☐ Yes ☐ No

18. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Person 4

19.a. Family Name (Last Name) N/A

19.b. Given Name (First Name) N/A

19.c. Middle Name N/A

20. Date of Birth (mm/dd/yyyy) N/A

21. Country of Birth

N/A

22. Relationship N/A

23. Is he or she applying for adjustment of status? ☐ Yes ☐ No

24. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Person 5

25.a. Family Name (Last Name) N/A

25.b. Given Name (First Name) N/A

25.c. Middle Name N/A

26. Date of Birth (mm/dd/yyyy) N/A

27. Country of Birth

N/A

28. Relationship N/A

29. Is he or she applying for adjustment of status? ☐ Yes ☐ No

30. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Person 6

31.a. Family Name (Last Name) N/A

31.b. Given Name (First Name) N/A

31.c. Middle Name N/A

32. Date of Birth (mm/dd/yyyy) N/A

33. Country of Birth

N/A

34. Relationship N/A

35. Is he or she applying for adjustment of status? ☐ Yes ☐ No

36. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Part 8. Contact Information, Certification, and Signature of the Petitioner or Authorized Signatory

Petitioner or Authorized Signatory's Contact Information

1.a. Petitioner's or Authorized Signatory's Family Name (Last Name)

CAETANO DE SOUSA JUNIOR

1.b. Petitioner's or Authorized Signatory's Given Name (First Name)

Celio

2. Petitioner's or Authorized Signatory's Title

N/A

3. Petitioner's or Authorized Signatory's Daytime Telephone Number

+55 (16) 99259-0505

4. Petitioner's or Authorized Signatory's Mobile Telephone Number (if any)

+55 (16) 99259-0505

5. Petitioner's or Authorized Signatory's Email Address (if any)

celio.caetano@icloud.com

Petitioner's or Authorized Signatory's Certification and Signature

If filing this petition on behalf of an organization, I certify that I am authorized to do so by the organization:

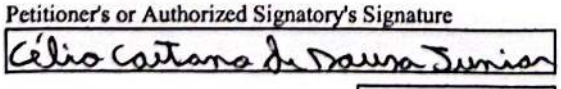
a. I reviewed and provided or authorized all of the responses and information in my petition;

b. I understood all of the responses and information contained in, and submitted with, my petition; and

c. All of the responses and information were complete, true, and correct at the time of filing

Furthermore, I authorize the release of any information from any and all of my records as authorized signatory and the petitioner's records that USCIS may need to determine the petitioner's eligibility for an immigration request and to other entities and persons where necessary for the administration and enforcement of U.S. immigration law.

6.a. Petitioner's or Authorized Signatory's Signature



6.b. Date of Signature (mm/dd/yyyy) 09/16/2026

Part 9. Interpreter's Contact Information, Certification, and Signature

Interpreter's Full Name

1.a. Interpreter's Family Name (Last Name)

N/A

1.b. Interpreter's Given Name (First Name)

N/A

2. Interpreter's Business or Organization Name

N/A

Interpreter's Contact Information

3. Interpreter's Daytime Telephone Number

N/A

4. Interpreter's Mobile Telephone Number (if any)

N/A

5. Interpreter's Email Address (if any)

N/A

Interpreter's Certification and Signature

I certify, under penalty of perjury, that I am fluent in English and N/A, and I have interpreted every question on the petition and Instructions and interpreted the petitioner's or authorized signatory's answers to the questions in that language, and the petitioner or authorized signatory informed me that they understood every instruction, question, and answer on the petition.

6.a. Interpreter's Signature

N/A

6.b. Date of Signature (mm/dd/yyyy) N/A

Part 10. Contact Information, Certification, and Signature of the Person Preparing this Petition, if Other Than the Petitioner or Authorized Signatory

Preparer's Full Name

1. Preparer's Family Name (Last Name)

HAVERROTH SILVA

Preparer's Given Name (First Name)

Otavio

2. Preparer's Business or Organization Name

HS Law Corp

Preparer's Contact Information

3. Preparer's Daytime Telephone Number

5102419336

4. Preparer's Mobile Telephone Number (if any)

5102419336

5. Preparer's Email Address (if any)

otavio@legalhs.com

Preparer's Certification and Signature

I certify, under penalty of perjury, that I prepared this petition for the petitioner or authorized signatory at their request and with express consent and that all of the responses and information contained in and submitted with the petition are complete, true, and correct and reflects only information provided by the petitioner or authorized signatory. The petitioner or authorized signatory reviewed the responses and information and informed me that they understand the responses and information in or submitted with the petition.

6. Preparer's Signature



Date of Signature (mm/dd/yyyy) 09/16/2026

Part 11. Additional Information

If you need extra space to provide any additional information within this petition, use the space below. If you need more space than what is provided, you may make copies of this page to complete and file with this petition or attach a separate sheet of paper. Type or print your name and A-Number (if any) at the top of each sheet; indicate the **Page Number**, **Part Number**, and **Item Number** to which your answer refers; and sign and date each sheet.

1. Family Name (Last Name): CAETANO DE SOUSA JUNIOR

Given Name (First Name): Celio

Middle Name: N/A

2. IRS EIN ► N/A

3.

Page Number	Part Number	Item Number
4	6	3

Provides high-quality agricultural consulting services through leadership and operational management, manages client relationships to support business growth, coordinates daily operations and administrative processes, maintains communication with partners, prepares reports, and promotes company services while ensuring a positive client experience.

4.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

5.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

6.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

7.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

Employment OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Final Determination: Permanent Employment Certification Approval
U.S. Department of Labor

PERMANENT EMPLOYMENT CERTIFICATION APPROVAL

A. U.S. Government Agency Use Only

Pursuant to the provisions of Sections 212(a)(5)(A) of the Immigration and Nationality Act, as amended, the Department hereby certifies that there are not sufficient workers who are able, willing, and qualified, and who will be available at the time of application for a visa and admission into the United States and place needed to fill the job opportunities for which certification is sought, and the permanent employment of the foreign worker will not adversely affect the wages and working conditions of workers in the United States similarly employed.

Therefore, by virtue of the signature below, the Department hereby acknowledges granting certification for the following *Application for Permanent Employment Certification* (Form ETA-9089):

1. DOL Case Number		2. Case Status
3. Employer Legal Business Name		4. Employer FEIN
5. Foreign Worker's Last (family) Name		
6. Foreign Worker's First (given) Name		
7. Foreign Worker's Middle Name(s)		
8. Job Title		
9. SOC Code	10. SOC Occupational Title	
Labor Certification Validity Information		
11. Filing Date	12. Determination Date	13. Expiration Date
14. Department of Labor Office of Foreign Labor Certification *(electronic signature)*		

Pursuant to 20 CFR 656, the aforementioned permanent labor certification is valid only for the job opportunity, the foreign worker, and the area of intended employment specified on the approved Form ETA-9089, including all appendices and any modifications approved by the Department. The aforementioned filing date on this approved *Application for Permanent Employment Certification*, established under 20 CFR 656.17(c), may be used as a priority date by the Department of Homeland Security and the Department of State, as appropriate. This approved *Application for Permanent Employment Certification* will expire if not filed in support of *Immigrant Petition for Alien Workers* (Form I-140) with the Department of Homeland Security by the aforementioned expiration date.

The foreign worker covered by this approved *Application for Permanent Employment Certification* has declared under Section B below, under penalty of perjury, that the foreign worker has read and reviewed every page of Appendix A for this approved Form ETA-9089, takes full responsibility for the accuracy of all information contained therein, and intends to accept permanent employment in the job opportunity specified on the approved Form ETA-9089, including all appendices, offered by the employer if granted a visa or an adjustment of status based on this permanent labor certification.

The employer covered by this approved *Application for Permanent Employment Certification* has declared under Section D below under penalty of perjury that it has read and reviewed every page of this approved Form ETA-9089, including all appendices, and takes full responsibility for the accuracy of all information contained therein and all documentation supporting this approved *Application for Permanent Employment Certification*, including any representations made by the employer's authorized preparer, agent or attorney, as applicable.

OMB Approval: 1205-0451
Expiration Date:02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Final Determination: Permanent Labor Certification Approval
U.S. Department of Labor

B. Foreign Worker Declaration

I declare under penalty of perjury that I have read and reviewed all information contained in Appendix A of this approved Form ETA-9089, and that to the best of my knowledge the information contained therein is true and accurate. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement thereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

I further declare that I am the person identified under Section A, Fields 5, 6, and 7 above. I did not participate in any activities involving the interviewing or consideration of U.S. workers and intend to accept permanent employment in the job opportunity specified on this approved Form ETA-9089, including all appendices, offered by the employer if granted a visa or an adjustment of status based on this permanent labor certification.

1. Signature *	2. Date Signed *
Célio Caetano de Sousa Júnior	09/16/2026

C. Attorney or Agent Declaration

I declare under penalty of perjury that I am an attorney for the employer, or that I am an employee of, or hired by, the employer listed in Section C of the Form ETA-9089, and that I have been designated by that employer in accordance with 20 CFR 656.10(b) to act on its behalf in connection with this application.

I hereby certify that I have provided to the employer the entire Form ETA-9089, appendices, and all supporting documentation for review and to the best of my knowledge the information contained herein is true and accurate, including the employer's declaration regarding activities that I have undertaken on the employer's behalf in connection with this application. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement hereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

1. Attorney or Agent's Last (family) Name *	2. First (given) Name *	3. Middle Initial §
HAVERROTH SILVA	Otavio	N/A
4. Firm/Business Name §		
HS Law Corp		
5. Signature *		6. Date Signed *
		09/16/2026

D. Employer Declaration

I hereby designate the agent or attorney identified in Section C (if any) of the Form ETA-9089 to represent me for the purpose of labor certification and, by virtue of my signature in Field 5 below, **I take full responsibility** for the accuracy of any representations made by my agent or attorney, and my designated preparer identified in Section C above, on every page of the Form ETA-9089, including all appendices, and documentation supporting this application.

I declare under penalty of perjury that I have read and reviewed this application, including every page of the Form ETA-9089, appendices, and supporting documentation, and that to the best of my knowledge the information contained therein is true and accurate. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement thereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

1. Last (family) Name *	2. First (given) Name *	3. Middle Initial §
4. Title *		
5. Signature *		6. Date Signed *

For Public Burden Statement, see the Instructions for Form ETA-9089.

PERM Case Number: _____ Case Status: _____ Determination Date: _____ Expiration Date: _____

OMB Approval: 1205-0451
Expiration Date:02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix A: Foreign Worker Information
U.S. Department of Labor

FOREIGN WORKER INFORMATION

A. Foreign Worker Contact Information

1. Foreign Worker's Last (family) Name * CAETANO DE SOUSA JUNIOR		
2. Foreign Worker's First (given) Name * Celio		
3. Foreign Worker's Middle Name(s) * N/A		
4. Address 1 *(current)* * 163, 61 Sargento Roberto Carlos Patinho Ave		
5. Address 2 *(apartment/suite/floor and number)* ***§*** Aya Club Residence		
6. City * Uberaba	7. State * N/A	8. Postal Code * 38051400
9. Country * Brazil	10. Province ***§*** Minas Gerais	
11. Date of Birth *(mm/dd/yyyy)* * 02/25/1994	12. Class of Admission * N/A	13. Alien Registration Number (A#) (if applicable) * 0
14. Country of Birth * Brazil		
15. Country of Citizenship or Nationality * Brazil		

B. Foreign Worker Education §

a. Educational Attainment Information 1

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ☐ None ☐ High School/GED ☐ Associate ☐ Bachelor's ■ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained N/A	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field) Plant Production	
1c. Name of Institution that issued the degree/diploma Instituto Federal do Triangulo Mineiro	
1d. Name of Country of institution identified in question 1c Brazil	1e. Month/year attained (*mm/yyyy*) 02/2025

b. Educational Attainment Information 2

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ☐ None ☐ High School/GED ☐ Associate ■ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained N/A	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field) Agricultural Engineering	
1c. Name of Institution that issued the degree/diploma Instituto Federal do Triangulo Mineiro	
1d. Name of Country of Institution identified in question 1c Brazil	1e. Month/year attained (*mm/yyyy*) 04/2018

***B. Foreign Worker Education** (continued)*

c. Educational Attainment Information 3

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained N/A	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field) N/A	
1c. Name of Institution that issued the degree/diploma N/A	
1d. Name of Country of Institution identified in question 1c N/A	1e. Month/year attained (*mm/yyyy*)

d. Educational Attainment Information 4

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate's ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained N/A	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field) N/A	
1c. Name of Institution that issued the degree/diploma N/A	
1d. Name of Country of Institution identified in question 1c N/A	1e. Month/year attained (*mm/yyyy*)

e. Educational Attainment Information 5

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate's ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained N/A	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field) N/A	
1c. Name of Institution that issued the degree/diploma N/A	
1d. Name of Country of Institution identified in question 1c N/A	1e. Month/year attained (*mm/yyyy*)

C. Foreign Worker Training Qualifications §

a. Training, Certification(s), and/or License(s) Information 1

1. Name of Institution/School/Training provider Renutre
1a. Name of training, coursework, experience received Equine Hoof Trimming Course

1b. Training/Certifications/licenses attained (if applicable)		
N/A		
1c. Start date of training (*mm/yyyy*)	1d. End date of training (*mm/yyyy*)	1e. Month/year awarded (*mm/yyyy*)
N/A	N/A	10/2016

b. Training, Certification(s), and/or License(s) Information 2

1. Name of Institution/School/Training provider		
Federal Institute of Education		
1a. Name of training, coursework, experience received		
The Power of Transformation		
1b. Training/Certifications/Licenses attained (if applicable)		
N/A		
1c. Start date of training (*mm/yyyy*)	1d. End date of training (*mm/yyyy*)	1e. Month/year awarded (*mm/yyyy*)
N/A	N/A	10/2016

c. Training, Certification(s), and/or License(s) Information 3

1. Name of Institution/School/Training provider		
Renutre		
1a. Name of training, coursework, experience received		
Good Business Field Day		
1b. Training/certifications/licenses attained (if applicable)		
N/A		
1c. Start date of training (*mm/yyyy*)	1d. End date of training (*mm/yyyy*)	1e. Month/year awarded (*mm/yyyy*)
N/A	N/A	09/2016

D. Foreign Worker Training Qualifications §

a. Skills, Abilities, and Proficiencies 1

1. Name of Employer/Institution/School/Training Provider	
N/A	
1a. Country	1b. State, Territory, or Province
N/A	N/A
1c. Description of specific skills, abilities, and/or proficiencies the foreign worker possesses or attained, which help establish whether the foreign worker meets the requirements identified for the job opportunity *(up to 1,500 characters)*	
N/A	

b. Skills, Abilities, and Proficiencies 2

1. Name of Employer/Institution/School/Training Provider N/A	
1a. Country N/A	1b. State, Territory, or Province N/A
1c. Description of specific skills, abilities, and/or proficiencies the foreign worker possesses or attained, which help establish whether the foreign worker meets the requirements identified for the job opportunity *(up to 1,500 characters)* N/A	

E. Foreign Worker Work Experience §

a. Work Experience 1

1. Employer Name IHARA			
1a. Address 1 BR-050 Highway, km 185			
1b. Address 2 Warehouse 20			
1c. City or Town Uberaba			1d. Postal Code 38001970
1e. Country Brazil		1f. State, Territory, or Province Minas Gerais	
1g. Job Title Senior Technical Sales Manager			
1h. Start Date *(mm/yyyy)* 06/2025	1i. End Date *(mm/yyyy)*	1j. Present ■ Yes ☐ No	1k. Hours Worked Per Week 40

1l. Job Duties: Specify details of the job (work tasks performed, use of tools/equipment, supervision, etc.) (*up to 3,500 characters*)

At Ihara, Célio Caetano performed the duties of a Technical Sales Administrator specializing in sugarcane cultivation, providing technical and commercial support to large sugar mills and cooperatives in the Triângulo Mineiro region, including Usina Delta, CMAA, Raízen, Coplacana, and Coopercitrus. He developed market expansion strategies for crop protection products, generated demand, provided specialized technical support, and trained sales teams. He also strengthened strategic partnerships, helped consolidate the Ihara brand in the region, and contributed to significant sales-volume growth through a consultative and results-oriented approach.

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix C: Supplemental Information
U.S. Department of Labor

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: FAZU (Associated Colleges of Uberaba)
Name of Training: Implementation and economic evaluation of fencing in rural properties
Month/Year awarded: 09/2016

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Renutre
Name of Training: 2nd Dow AgroSciences Pasture Field Day
Month/Year awarded: 06/2016

For Public Burden Statement, see the Instructions for Form ETA-9089.

PERM Case Number: _____ Case Status: _____ Determination Date: _____ Expiration Date: _____

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: State Department of Science Technology and Higher Education
Name of Training: Beef Cattle Production, Cow–Calf and Backgrounding
Month/Year awarded: 06/2016

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: City Hall of Uberaba
Name of Training: 6th Integrated Environmental Week of Uberaba
Month/Year awarded: 06/2016

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution:Instituto Federal do Triangulo Mineiro
Name of Training: 2nd Coffee Farming Field Day of IFTM
Month/Year awarded: 12/2015

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution:Instituto Federal do Triangulo Mineiro
Name of Training: Short Course: Bean seed production and technology
Month/Year awarded: 09/2015

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: 7th SEAGRO – Agronomy Academic Week
Month/Year awarded: 07/2015

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: 2nd Coffee Growing Seminar
Month/Year awarded: 05/2015

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: City Hall of Uberaba
Name of Training:4th Municipal Conference on Sustainable Food and Nutrition Security
Month/Year awarded: 05/2015

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution:Forage Science Study Group-Universidade Federal de Sao Joao del-Rei
Name of Training: Methods for Estimating Forage Production
Month/Year awarded: 03/2015

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution:Forage Science Study Group-Universidade Federal de Sao Joao del-Rei
Name of Training: Pasture Fertilization
Month/Year awarded: 03/2015

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution:Forage Science Study Group-Universidade Federal de Sao Joao del-Rei
Name of Training: 2nd Pasture Symposium
Month/Year awarded: 03/2015

For Public Burden Statement, see the Instructions for Form ETA-9089.

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: Biological Control of Pests in Vegetable Crops
Month/Year awarded: 11/2014

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: Lecture Series on Vegetable Growing
Month/Year awarded: 09/2014

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: Lecture Series: Soil Fertility and Plant Nutrition
Month/Year awarded: 04/2014

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: Irrigation Management and Practices
Month/Year awarded: 04/2014

For Public Burden Statement, see the Instructions for Form ETA-9089.

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: 5th SEAGRO – Agronomy Week
Month/Year awarded: 04/2014

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certifications and/or License(s) Information

Name of Institution: Instituto Federal do Triangulo Mineiro
Name of Training: 1st Coffee Growing Seminar of IFTM
Month/Year awarded: 11/2013

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience

Employer Name: Corteva Agriscience
Employer Address: 267 Tambore Ave , Canopus Building. Barueri – Sao Paulo/Brazil
Postal Code: 06460000
Job Title:Commercial Representative
Start Date – End Date: 07/2021–03/2025
Job Duties: At Corteva, Celio Caetano served as a Crop Protection Commercial Representative, driving market expansion and strategic portfolio positioning across more than 50 municipalities He managed relationships with major regional cooperatives, including Coplacana, Coplana, Camda, Coopercitrus, Copercana, and Cocapec, to accelerate sales growth in cereals and key crops. During his tenure, Celio tripled regional revenue, built strong channel partnerships, and integrated chemical and biological solutions to deliver high–value, sustainable crop management strategies.

B. Supplemental Information 2 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience

Employer Name: Agrivalle Brazil
Employer Address: 1420 Horst Frederico Joao Heer Ave . Indaiatuba – Sao Paulo/Brazil
Postal Code: 13348758
Job Title: Technical Sales Representative
Start Date – End Date: 07/2020–07/2021
Job Duties: At Agrivalle, Celio Caetano served as a Technical Sales Representative, driving strategic support for key clients and distribution channels across the Alto Paranaiba and Alta Mogiana regions. Promoted to an expanded role following strong performance, he accelerated market share growth in coffee, sugarcane, and cereal crops. Celio expanded the brand's regional footprint, trained sales teams, and significantly boosted demand for biological products, reinforcing the company's position as a leader in sustainable agribusiness solutions.

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	Foreign Worker Work Experience

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience

Employer Name: Casa Bugre
Employer Address: 156 Frederico Magnusson St, Comercial Vitoria Martini. Indaiatuba Sao Paulo/Brazil
Postal Code: 13347624
Job Title: Technical Sales Representative
Start Date – End Date: 04/2018–07/2020
Job Duties: At Casa Bugre, Celio Caetano served as a Technical Sales Representative providing technical and commercial support to cooperatives, distributors, sugar mills, and large growers across the Triangulo Mineiro and Alto Paranaiba regions. He spearheaded market expansion strategies, demand generation actions, and training programs across sugarcane, coffee, cereals, and horticulture.
Through these initiatives, Celio drove territorial brand expansion, delivered consistent sales volume growth, and established the company as a top–tier technical and commercial reference in the sector.

B. Supplemental Information 2 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	Foreign Worker Work Experience

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience

Employer Name: AgroBarros
Employer Address: 243 Sebastiao Campos Mourao St. Batatais – Sao Paulo/Brazil
Postal Code: 14302575
Job Title: Assistant Technical Sales Representative
Start Date – End Date: 03/2018–04/2020
Job Duties: In the Batatais and Altinopolis regions, Celio Caetano provided hands–on agronomic support to producers of coffee, sugarcane, corn, soybean, and sorghum. By conducting soil analyses, calibrating machinery, and supervising field operations from planting to harvest, he boosted growers' operational efficiency and strengthened AgroBarros' commercial footprint across the territory.

For Public Burden Statement, see the Instructions for Form ETA-9089.

SUMMARY OF COVER LETTER
Petitioner: CAETANO DE SOUSA JUNIOR, Celio
Type of Petition: I-140, EB-2 National Interest Waiver
Classification Sought: Immigration and Nationality Act 203(b)(2)(B)

This petition is submitted on behalf of Mr. Celio Caetano de Sousa Júnior, an advanced-degree professional with more than eight years of progressive experience in agronomic engineering, crop protection, precision agriculture, and agricultural business development. Mr. Caetano holds the equivalent of a Master of Science in Plant Sciences granted by an accredited institution of higher education in the United States. His record combines advanced scientific training with extensive field experience, technical leadership, entrepreneurial success, and measurable achievements in substantially similar agricultural initiatives. He also seeks an exemption from the labor certification requirement under *Matter of Dhanasar*, 26 I&N Dec. 884 (AAO 2016), as his qualifications and proposed endeavor fulfill the three-prong test for the National Interest Waiver:

1. Substantial Merit and National Importance: Mr. Caetano proposes to advance the productivity, efficiency, and competitiveness of U.S. agriculture through specialized agronomic consulting focused on precision agriculture, crop protection, resistance management, biological inputs, and data-driven agricultural practices**.** Through CJR Precision Agronomy LLC, he will assist U.S. producers in improving crop performance, controlling production losses and input costs, and adopting more informed and efficient production practices. The endeavor's prospective benefits extend beyond individual clients to broader national interests in agricultural productivity, food security, technological modernization, rural economic development, and the continued competitiveness of American agriculture.

2. Well-Positioned to Advance the Proposed Endeavor: Mr. Caetano combines an advanced STEM degree in Plant Production, Agronomic Engineering education, more than eight years of progressive agricultural experience, specialized expertise directly related to the proposed services, and a demonstrated record of successfully implementing comparable agronomic initiatives. His prior accomplishments include agricultural strategies implemented across substantial production areas, measurable technical and commercial results, experience serving producers and major agricultural stakeholders, and successful operation of his own agronomic enterprise. His qualifications are corroborated by expert testimonyand a detailed Business Plan establishing a concrete strategy for implementing and expanding his proposed endeavor in the U.S.

3. Balancing of Benefits to the United States: Mr. Caetano does not seek merely to occupy an existing position in the U.S. labor market; he intends to establish and lead an agricultural enterprise designed to generate economic activity, create U.S. employment opportunities, and support American agricultural producers. His combination of advanced scientific knowledge, specialized agronomic expertise, entrepreneurial experience, and demonstrated success cannot be adequately captured through the minimum occupational requirements ordinarily examined through labor certification. Moreover, his contributions will benefit the United States even if other qualified U.S. workers are available, while his company's anticipated growth will complement rather than displace the domestic workforce.

Considering these factors, Mr. Caetano satisfies the requirements for the classification and a National Interest Waiver**.** We respectfully request a thorough review of the enclosed petition and supporting evidence demonstrating his qualifications, proven ability to advance substantially similar efforts, and the prospective national benefits of his proposed endeavor. Favorable adjudication of this I-140 petition will enable Mr. Caetano to apply his advanced agronomic expertise and entrepreneurial capabilities toward strengthening the productivity and competitiveness of the U.S. agricultural sector.

Thank you for your attention to this matter.

Sincerely,



Otavio Haverroth
California Bar # 343486

San Diego, CA - PO Box 90487

August 28, 2026

Via USPS

USCIS
Attn: I-140
P.O. Box 660128
Dallas, TX 75266-0128

Re: EB-2 IMMIGRANT PETITION REQUESTING A NATIONAL INTEREST WAIVER

Petitioner/Beneficiary: CAETANO DE SOUSA JUNIOR, Celio
Type of Petition: I-140, EB-2 National Interest Waiver
Classification Sought: Immigration and Nationality Act 203(b)(2)(B)

Occupation: Agricultural Engineer — SOC 17-2021.00
STEM Field/Degree: Agricultural Engineering — CIP 14.0301

Dear USCIS Officer:

This letter is respectfully submitted in support of Mr. Celio Caetano de Sousa Junior (herein Mr. Caetano) immigrant petition for alien worker (I-140 form), demonstrating his fulfillment of the EB-2 National Interest Waiver requirements and providing evidentiary support.

Mr. Caetano seeks classification under INA § 203(b)(2)(B) as a member of the professions holding an advanced degree, with a request for a waiver of the job offer and labor certification requirements in the national interest (Id. § 203(b)(2)(B)(i)). He holds the foreign equivalent of a **Master of Science in Plant Sciences** granted by an accredited institution of higher education in the United States (Exhibit B), qualifying under 8 CFR § 204.5(k)(3)(i)(B).

This petition also demonstrates that, as a matter of discretion, Mr. Caetano merits a waiver of the job offer and labor certification requirements in the national interest of the United States, because:

> **(1)** His proposed endeavor is of **substantial merit and national importance**. Mr. Caetano will advance the productivity, efficiency, and sustainability of the U.S. agricultural sector by providing specialized agronomic consulting focused on precision agriculture, integrated crop protection, biological inputs, resistance management, and regulatory compliance. Through CJR Precision Agronomy, he will **assist U.S. growers** in optimizing crop performance, reducing production losses, improving environmental stewardship, and implementing data-driven agricultural practices that strengthen food security, rural economic development, and the long-term competitiveness of American agriculture.
>
> **(2) He is well positioned to advance his proposed endeavor in the United States**. Mr. Caetano has a distinguished record of technical expertise, strategic leadership, and

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measurable achievements in modern agronomy. Unlike an ordinary agronomist, he has been entrusted with high-impact technical and commercial responsibilities by some of the agricultural sector's most recognized companies. Moreover, he holds a master's degree in plant sciences, extensive experience supporting major cooperatives, mills, and large-scale producers across strategically important agricultural regions, and specialized knowledge in precision agriculture, biological inputs, resistance management, and sustainable crop production. It will be demonstrated throughout this petition that Mr. Caetano combines technical expertise, practical experience, and proven leadership necessary to successfully implement his proposed endeavor in the United States. Futhermore, he has already taken concrete steps to advance this endeavor through the establishment of CJR Precision Agronomy LLC and other pre-arranged commitments supporting its implementation, while receiving strong endorsements from recognized professionals in the agricultural sector who attest to his exceptional qualifications and ability to make meaningful contributions to U.S. agriculture.

(3) On balance, it would benefit the United States to waive the job offer and thus the labor certification requirements. Mr. Caetano seeks to advance his proposed endeavor as the founder and principal agronomist of CJR Precision Agronomy LLC, a self-employed venture that will not displace U.S. workers, but create employment opportunities for agronomic technicians, GIS specialists[1], data analysts, and other agricultural professionals as the business expands. His role is to provide highly specialized, independent agronomic consulting that complements, **not replaces**, the existing U.S. agricultural workforce by equipping American growers with advanced crop-protection strategies, precision-agriculture solutions, and sustainable production practices that improve productivity, strengthen food security, and enhance the long-term competitiveness of U.S. agriculture. Given the national impact of these contributions, together with Mr. Caetano's demonstrated ability to successfully advance this endeavor, the United States would derive greater benefit from allowing him to immediately implement his proposed endeavor than from requiring a labor certification process designed primarily to protect a localized labor market.

The following petition is organized into distinct chapters demonstrating Mr. Caetano's eligibility for EB-2 classification as an advanced degree professional and establishing that he satisfies each of the three prongs of the national interest waiver framework articulated in *Matter of Dhanasar*, 26 I&N Dec. 884 (AAO 2016). Each chapter is supported by documentary evidence demonstrating that Mr. Caetano meets the applicable eligibility requirements and that, on balance, it would be beneficial to the United States to waive the job offer and thus the labor certification requirements.

As a threshold matter, USCIS adjudicates immigration benefit requests under the **preponderance of the evidence standard**, under which a petitioner satisfies the burden of proof by demonstrating that a claim is "more likely than not" or "probably true." *See Matter of Chawathe*, 25 I&N Dec. 369, 375–76 (AAO 2010). Accordingly, the evidence submitted with this petition establishes, by a preponderance of the evidence, that Mr. Caetano qualifies for EB-2 classification as an advanced

[1] GIS specialists use digital mapping technology to help farmers improve crop management and make more efficient use of agricultural land.

degree professional and satisfies the requirements for a national interest waiver under the framework established in *Dhanasar*. Id.

1. EB-2 ELIGIBILITY - ADVANCED DEGREE PROFESSIONAL

Mr. Caetano qualifies for the EB-2 classification as a member of the professionals holding an advanced degree. **He has attained the equivalent of a Master of Science in Plant Sciences granted by an accredited institution of higher education in the United States (Exhibit B)**. As a matter of background information and not to fulfill the regulatory requirement, Mr. Caetano has accumulated more than **eight years** of progressive post-baccalaureate experience in the field of agricultural sciences (Exhibits A, B).

Under USCIS regulations and policy, a beneficiary may establish eligibility by presenting either a U.S. master's degree or higher, or a foreign degree evaluated as equivalent to a U.S. master's degree or higher. The alternative requirement of a U.S. bachelor's degree (or its foreign equivalent) followed by at least five years of progressive post-baccalaureate experience applies only to beneficiaries seeking to establish the equivalent of a master's degree through education and experience, and is not applicable where, as here, **the beneficiary already possesses the foreign equivalent of a U.S. master's degree. Accordingly, Mr. Caetano independently satisfies the advanced degree requirement through his educational credentials alone.**

In 2024, Mr. Caetano earned a master's degree in plant sciences from the Federal Institute of Education, Science and Technology of Triângulo Mineiro (IFTM), where his graduate studies focused on crop management, plant physiology, and sustainable agricultural production systems. He previously received his bachelor's degree in Agronomic Engineering from the same institution in 2017, acquiring comprehensive training in soil fertility, plant nutrition, irrigation, biological control, crop protection, and modern agricultural production systems. (Exhibit B).

The Federal Institute of Education, Science and Technology of Triângulo Mineiro (IFTM) is a public federal institution of higher education and scientific research operating under Brazil's Ministry of Education and is part of the country's Federal Network of Professional, Scientific, and Technological Education. Established by federal law, IFTM offers undergraduate, master's, and doctoral programs while promoting teaching, research, innovation, and technological development, particularly in fields that support Brazil's economic and scientific advancement. Accordingly, Mr. Sousa Caetano's academic training was obtained at a respected public institution recognized for integrating advanced education with applied scientific research and technological innovation.

Moreover, Mr. Caetano is an agronomist whose professional career has been distinguished by a consistent record of technical excellence, strategic leadership, and measurable impact within Brazil's highly competitive agricultural sector. Over the course of more than eight years, he has held increasingly responsible technical and commercial positions with some of the country's

leading agribusiness companies, including Ihara[2], Corteva Agriscience[3], Agrivalle[4], and Casa Bugre[5], where he was entrusted with advising major cooperatives, sugarcane mills, distributors, and large-scale producers across strategically important agricultural regions. His responsibilities extended well beyond routine agronomic practice to include developing regional market strategies, implementing advanced crop-protection programs, introducing biological technologies, training technical teams, and advising high-value agricultural operations on complex production challenges. These accomplishments demonstrate a level of expertise, leadership, and professional trust that exceeds that ordinarily encountered in the field.

In addition, Mr. Caetano's professional achievements are distinguished by measurable results. Among other accomplishments, he successfully tripled regional revenue while serving at Corteva Agriscience, expanded regional operations and strengthened strategic partnerships for leading agricultural companies, and was selected to assume broader territorial responsibilities based on his exceptional performance. This uncommon combination of advanced academic training, proven leadership, and demonstrated success in delivering innovative agronomic solutions positions him to make meaningful contributions to the advancement of U.S. agriculture through science-based consulting, sustainable crop management, and precision farming technologies.

To conclude, Mr. Caetano clearly demonstrates that he qualifies for the EB-2 classification as a professional holding the equivalent of an advanced degree. Her foreign academic credentials have been evaluated as equivalent to a U.S. Master of Sciences in Plant Sciences. Accordingly, he objectively satisfies the advanced-degree equivalency requirement under 8 C.F.R. § 204.5(k)(2) and § 204.5(k)(3)(i)(B).

It is important to clarify that meeting both eligibility criteria are not necessary for qualification under the EB-2 category. A person must establish that they qualify either as a member of the profession holding an advanced degree OR as a person of exceptional ability in the sciences, arts, or business. Therefore, this petition will not delve into an in-depth explanation of the exceptional ability criterion to avoid unnecessary complexity.

However, for precautionary purposes, it is necessary to note that Mr. Caetano also meets the standard for exceptional ability. He satisfies at least three (3) criteria outlined by the Immigration and Nationality Act (INA) for exceptional ability, which will be clearly demonstrated throughout the supporting evidence in this petition. Thus, it is reasonable to assume that, alternatively, Mr. Caetanos also qualify for the EB-2 category as a professional of exceptional ability.

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[2] Ihara is one of Brazil's leading crop protection companies, specializing in herbicides, fungicides, insecticides, and other agricultural technologies for major commercial crops. Source: https://ihara.com.br/en/about/

[3] Corteva Agriscience is a global agricultural company and a leading provider of seed, crop protection, and digital agriculture solutions, serving growers in more than 140 countries. Source: https://www.corteva.com/

[4] Agrivalle is a Brazilian agricultural biotechnology company specializing in biological crop protection and sustainable agricultural solutions for commercial farming. Source: https://agrivalle.com.br/home-2/

[5] Casa Bugre is a Brazilian agribusiness company that provides crop protection products, biological inputs, seed treatment technologies, and technical agricultural services to commercial growers. Source: https://www.casabugre.com.br/

2. NATIONAL INTEREST WAIVER - NIW

In *Matter of Dhanasar*, 26 I&N Dec. 884 (AAO 2016), the USCIS Administrative Appeals Office (AAO) established the analytical framework for determining whether a petitioner who qualifies for the underlying EB-2 classification, either as a member of the professions holding an advanced degree or as an individual of exceptional ability in the sciences, arts, or business, merits a discretionary waiver of the job offer and thus the labor certification requirements in the national interest of the United States**.**

Under this framework, an EB-2 petitioner must meet three prongs **by the preponderance of evidence ("more likely than not")** standard of proof in order to be granted a NIW: **(1)** the proposed endeavor has both substantial merit and national importance; **(2)** the beneficiary is well positioned to advance the proposed endeavor; and **(3)** on balance, it would be beneficial to the United States to waive the requirements of a job offer and thus of a labor certification. If these three elements are satisfied, USCIS may grant the national interest waiver as a matter of discretion.

As per the evidence and documentation submitted herein, Mr. Caetano's case qualifies for the labor certification waiver due to national interest pursuant to *Dhanasar:*

- **The proposed endeavor has both substantial merit and national importance: Mr. Caetano's proposed endeavor will strengthen the productivity, efficiency, sustainability, and long-term competitiveness of the U.S. agricultural sector by improving crop performance, reducing production losses, promoting environmentally responsible farming practices, and supporting the adoption of advanced agronomic technologies that enhance food security and rural economic development.** He intends to provide specialized agronomic consulting focused on precision agriculture, integrated crop protection, biological inputs, resistance management, and regulatory compliance, assisting U.S. growers in implementing data-driven strategies that optimize agricultural productivity while promoting sustainable resource management.

  To achieve this goal, Mr. Caetano will lead the operations of CJR PRECISION AGRONOMY (also referred to herein as "the Company"), in Fort Worth, Texas, as **General Manager and Senior Agronomic Specialist**, overseeing strategic direction, client relations, service quality, and expert agronomic decision-making. The company will specialize in agronomic consulting that provides science-based technical services in precision agriculture, crop protection, herbicide-resistance management, biological inputs, regulatory compliance, and data-driven field diagnostics. Its broader impact to the United States also includes projected economic contributions: the business plan anticipates approximately $779,495 in combined federal, state, and payroll tax contributions over five years, while expanding from a lean initial structure into a multidisciplinary organization that is expected to support 20 positions by Year 5, including Mr. Caetano's role. (Exhibit C.I at 17, 44).

- **The person is well-positioned to advance the proposed endeavor:** Based on his academic credentials, specialized knowledge, and leadership roles for the largest agronomy companies in a global perspective working with mills and large-scale producers across strategically important agricultural regions, and specialized knowledge in precision agriculture, biological inputs, resistance management, and sustainable crop production,

with demonstrated success and wide positive impacts, Mr. Caetano is well-positioned to advance his proposed endeavor. His academic background, progressive professional experience, managerial responsibilities, and pre-arranged commitments will prove necessary to lead the operations of his company in the United States.

- **On balance, it would be beneficial to the United States to waive the job offer and labor certification requirements**: The United States will benefit from Mr. Caetano extensive experience in agricultural science. His proposed endeavor will contribute to the United States by strengthening agricultural productivity, improving food security, promoting environmentally sustainable farming practices, and enhancing the long-term competitiveness and resilience of the U.S. agricultural sector. Moreover, as an entrepreneur advancing his own agronomic consulting firm, Mr. Caetano will not displace U.S. workers; rather, CJR Precision Agronomy LLC is expected to create U.S. jobs, generate increasing revenues and tax contributions, and support American agricultural producers through specialized science-based consulting services that improve operational efficiency and crop performance. Accordingly, the substantial agricultural, environmental, and economic benefits of his proposed endeavor, even assuming that other qualified U.S. workers are available, support the conclusion that, on balance, it would be beneficial to the United States to waive the job offer and, consequently, the labor certification requirements.

First and foremost, prior to establishing the proposed endeavor's substantial merit and national importance under the first prong of *Dhanasar*, it is essential to present a comprehensive description of Mr. Caetano's proposed endeavor in the United States and its direct alignment with his professional experience. This foundational step ensures that the adjudicating officer fully understands the nature, scope, and relevance of the endeavor as a logical continuation of his work through years of practice and leadership in his home country.

Description of the Proposed Endeavor

Mr. Caetano will invest and direct the operations of the company CJR PRECISION AGRONOMY LLC in the United States, having the State of Texas as a starting point. His proposed endeavor is to **make a significant contribution to the United States' agricultural industry by supporting large productivity, efficiency, sustainability, and long-term competitiveness of the U.S. through improving crop performance, reducing production losses, promoting environmentally responsible farming practices, and supporting the adoption of advanced agronomic technologies that enhance food security and rural economic development.**

Through his company, Mr. Caetano is committed to provide specialized agronomic consulting that enables American agricultural producers to optimize crop performance, improve resource efficiency, and implement science-based crop management strategies. His proposed endeavor focuses on addressing critical challenges affecting U.S. crop production, including herbicide resistance, limitations in agricultural inputs, variation in soil conditions, and the demand for modern precision agriculture and biological technologies.

As the founder, General Manager, and Specialist, he will lead the company's technical consulting operations, oversee agronomic strategy, guide the implementation of precision-agriculture and resistance-management programs, and supervise the company's continued growth. The company

is projected to create skilled U.S. employment opportunities across agronomic consulting, precision agriculture, geospatial analysis, technical support, sales, and administrative operations, thereby strengthening the agricultural workforce while contributing to local and regional economic development.

Among the effective, science-based services that the company will provide with prospective national impact are the following (Exhibit C.I at 11):

1. **Precision agriculture and data-driven agronomic consulting**

   The company will assist U.S. agricultural producers through precision-agriculture technologies[6], geospatial analysis[7], field diagnostics, soil-variability assessments[8], NDVI monitoring[9], and data-driven decision-making tools designed to optimize crop performance, improve input efficiency, and increase agricultural productivity. These services will enable producers to make informed management decisions while reducing waste and improving long-term operational efficiency.

2. **Crop protection and herbicide-resistance management**

   The company will develop science-based crop-protection strategies emphasizing pre-emergent herbicide positioning, integrated resistance-management programs, biological-input integration[10], and regulatory compliance. These services are intended to address the growing challenge of herbicide-resistant weeds, reduce production losses, improve application efficiency, and promote sustainable crop management practices aligned with evolving agricultural standards.

3. **Independent technical audits and regulatory compliance**

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[6] Precision agriculture refers to the use of technologies such as GPS, satellite imagery, sensors, and digital mapping to help farmers make more accurate, field-specific decisions about the application of seeds, fertilizers, pesticides, and other agricultural inputs, thereby improving productivity while reducing waste and environmental impacts. Source: https://www.ars.usda.gov/oc/utm/benefits-and-evolution-of-precision-agriculture

[7] Geospatial analysis refers to the use of geographic data, digital maps, satellite imagery, and related technologies to evaluate field conditions, identify patterns, and support location-specific agricultural decision-making. Source: https://www.usgs.gov/faqs/what-a-geographic-information-system-gis

[8] Soil-variability assessments evaluate differences in soil characteristics, such as fertility, moisture, texture, and drainage, across different areas of a field. Source: https://directives.nrcs.usda.gov/sites/default/files2/1719591886/Sustainable%20Agriculture%20190-1%2C%20Affordable%20Opportunities%20for%20Precision%20Farming.pdf

[9] NDVI (Normalized Difference Vegetation Index) monitoring uses satellite or drone imagery to measure plant health and crop growth, helping farmers identify areas that may require additional attention or management. **See U.S. Geological Survey, *What is NDVI (Normalized Difference Vegetation Index)?***

[10] As used herein, "pre-emergent herbicide positioning" refers to strategically applying herbicides before weeds emerge; "integrated resistance-management programs" combine multiple weed-control methods to reduce herbicide resistance; and "biological-input integration" incorporates naturally derived agricultural products into crop management to improve productivity and sustainability. See U.S. Department of Agriculture; U.S. Environmental Protection Agency.

Among the company's service are independent technical evaluations of crop-protection programs, agronomic audits, and compliance assessments for U.S. agricultural producers, cooperatives, distributors, and biological-input companies. Through standardized field evaluations and science-based technical recommendations, the company will help clients improve program effectiveness, strengthen regulatory compliance, and support the safe and efficient implementation of technologies.

4. **Workforce development and technical training**

   Lastly, the company will deliver technical education and workforce-development initiatives for producers, cooperatives, distributors, and agricultural professionals focused on precision agriculture, biological technologies, and other applicable agronomic practices. These initiatives are intended to empower the U.S. specialized workforce, accelerate technology adoption, and strengthen the long-term competitiveness of the U.S. agricultural sector.

In short, the company's services are designed not merely to provide technical consulting to a single client, but to advance scalable, science-based agronomic solutions capable of improving productivity, strengthening environmental stewardship, promoting technology adoption, and enhancing the long-term resilience of U.S. crop production systems. Mr. Caetano seeks to optimize resource utilization, reduce production losses, and support sustainable farming practices that advance U.S. food security, and rural economic development.

The company will initially operate from **Fort Worth, Texas**, strategically positioning the company within one of the nation's most significant agricultural regions. Texas provides an ideal environment for the company's headquarters due to its extensive agricultural production, diverse crop systems, increasing adoption of precision-agriculture technologies, and growing demand for specialized agronomic consulting services. The state's strong agricultural economy also provides opportunities to establish partnerships with producers, cooperatives, distributors, and aggrotech companies.

Although Texas will serve as the company's initial operational base, Mr. Caetano's proposed endeavor is not geographically limited to that state. The business plan projects a structured, multi-phase expansion strategy focused on building technical credibility, increasing service capacity, establishing regional partnerships, and progressively expanding into additional agricultural markets throughout the United States (Id. at 12).

How this specific Proposed Endeavor aligns with the Petitioner previous experiences

Mr. Caetano is an Agronomic Engineer with several years of experience in crop protection, precision agriculture, biological inputs, herbicide positioning, and technical agronomic consulting (Exhibit B). He holds a master's degree in plant sciences and a Bachelor's in Agronomic Engineering. He has also developed specialized expertise through technical and commercial leadership positions with some of the world's most recognized agricultural companies, where he advised major cooperatives, distributors, sugarcane mills, and large-scale agricultural producers across important farming regions. His work in advancing science-based crop management,

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promoting sustainable agricultural practices, and supporting the adoption of innovative agronomic technologies align with its mission of strengthening the productivity, efficiency, and competitiveness of American agriculture.

Moreover, Mr. Caetano's experience includes developing crop-protection strategies, implementing herbicide-resistance management programs, integrating biological and chemical technologies, conducting field diagnostics, supporting precision-agriculture initiatives, and providing technical guidance to agricultural producers across diverse production systems. These responsibilities closely align with the services that the company will provide in the United States, including independent agronomic consulting, precision-agriculture solutions, crop-protection programs, regulatory compliance support, and data-driven decision-making for agricultural operations.

Beyond his technical expertise, Mr. Caetano has demonstrated substantial leadership in expanding agronomic programs, strengthening strategic partnerships, and promoting the adoption of innovative agricultural technologies. Through his professional appointments, he has worked closely with cooperatives, distributors, and major agricultural producers to develop market-expansion strategies, deliver technical training, improve field performance, and increase the adoption of science-based crop-management solutions. These experiences have prepared him to provide high-level technical consulting and therefore successfully lead the strategic growth and operational development of his company in the United States.

Mr. Caetano's graduate education in Plant Sciences, together with his continued professional development in crop production, soil science, biological solutions, integrated pest management, and sustainable agricultural systems, further reinforces the alignment between his background and his proposed endeavor. In the United States, he will continue applying this specialized expertise by collaborating with agricultural producers, cooperatives, distributors, aggrotech companies, and other industry stakeholders to promote precision agriculture, strengthen sustainable crop-management practices, support technology adoption, and contribute to improving the productivity and long-term competitiveness of the U.S. agricultural sector.

2.1. *First Prong - Proposed Endeavor's Substantial Merit and National Importance*

Mr. Caetano proposed endeavor to support the U.S. agricultural sector through science-based agronomic consulting and innovative agricultural practices has substantial merit. To satisfy the first prong of *Dhanasar*, the proposed endeavor must have both substantial merit and national importance. USCIS recognizes that endeavors in fields such as science, technology, healthcare, business, entrepreneurship, education, and culture may satisfy this requirement.

Moreover, an endeavor is not required to generate immediate or measurable economic benefits; research that advances scientific knowledge, improves professional practices, or fosters innovation may possess substantial merit based on its broader contribution to the public interest, even if its impact cannot be readily quantified in economic terms. *See* Matter of Dhanasar, 26 I. & N. Dec. 884, 889–91 (AAO 2016); U.S. Citizenship & Immigration Servs., Policy Manual, vol. 6, pt. F, ch. 5(B)(2).

The core services provided by Mr. Caetano's company are offered aiming to address challenges faced by the agricultural sector in the United States. The solutions that the company brings, leveraging Mr. Caetano's scientific and professional expertise, will benefit the U.S. industry, not only in a local perspective but also with a broader impact, that will be experienced in the medium and long terms.

Agriculture remains a cornerstone of the American economy, contributing to domestic food production, rural employment, interstate commerce, and international trade. As recognized by USCIS, an endeavor may possess substantial merit where it advances scientific knowledge, improves professional practices, or contributes to innovation in fields such as science, technology, business, and agriculture, regardless of whether its benefits are immediately quantifiable in economic terms. Here, Mr. Caetano's endeavor directly supports these objectives by applying scientific and technical expertise to improve agricultural production systems and address challenges affecting U.S. growers.

Mr. Caetano proposes to integrate precision agriculture, crop protection, biological inputs, soil diagnostics, and regulatory compliance into a comprehensive agronomic advisory model designed to optimize crop performance while reducing unnecessary production costs and environmental impacts. His services are intended to assist producers, cooperatives, distributors, and agricultural enterprises in making science-based decisions that increase operational efficiency, improve resource utilization, and enhance long-term agricultural sustainability. These objectives fall squarely within the types of scientific and technological endeavors that USCIS recognizes as possessing substantial merit.

In addition, the proposed endeavor addresses several of the most significant agronomic challenges currently facing U.S. crop producers. American agriculture continues to experience increasing production costs, evolving regulatory requirements, herbicide-resistant weeds, variable soil conditions, and the growing need to effectively integrate precision agriculture and biological crop protection technologies into commercial farming operations. These challenges directly affect agricultural productivity, production costs, environmental stewardship, and the long-term competitiveness of U.S. agriculture (Id. at 25).

In particular, the proposed endeavor responds to nationally recognized priorities involving integrated pest management, responsible pesticide stewardship, soil health, precision agriculture, and climate-smart farming practices. Through his services, Mr. Caetano seeks to help agricultural producers improve yields, optimize input utilization, reduce unnecessary chemical applications, strengthen resistance-management strategies, and comply with evolving USDA and EPA guidance. These objectives are consistent with current federal initiatives encouraging sustainable agricultural production, efficient resource management, and science-based farming practices. (Id. at 27).

The proposed endeavor also assists in advancing the practical application of scientific innovation within commercial and large-scale agriculture. As precision agriculture, biological crop protection, geospatial analytics, and data-driven farming technologies become increasingly important to modern agricultural production, many producers may face challenges applying effective management decisions. Mr. Caetano's endeavor will provide specialized, scientific-based technical

guidance, enabling U.S. growers to make informed decisions regarding crop protection, nutrient management, biological integration, and precision farming technologies. Accordingly, his proposed endeavor is of substantial merit because it advances scientific, technological, environmental, and economic goals that are recognized as serving important national interests.

Shifting to the national importance requirement, it is also compelling that Mr. Caetano's specific proposed endeavor will bring several positive impacts areas to areas of interest of the United States. USCIS evaluates national importance by examining the prospective impact of the beneficiary's specific endeavor, rather than the general importance of the occupation, the beneficiary's position, or the geographic scope of the work.

The focus is on whether the endeavor is expected to generate broader implications for a field, industry, region, or the public at large through advancements in science, technology, business, healthcare, or other areas of recognized public value. For entrepreneurial endeavors, the petitioner must demonstrate how the enterprise is expected to produce broader economic, technological, scientific, or societal benefits that extend beyond the interests of a single business or its clients.

Mr. Caetano's proposed endeavor will support some key areas of national interest to the United States, and his initiative will generate prospective benefits do the U.S. agricultural system, they can be bullet as the following.

U.S. Agricultural Productivity and Competitiveness

Mr. Caetano proposed endeavor will improve the efficiency and output of American farming while helping U.S. producers remain competitive in domestic and international markets. According to the most up to date United Stated Department of Agriculture (USDA) May 2026 *Economic Research Service and Foreign Agricultural Service Situation and Outlook Report* (Exhibit C.I), in 2021, the U.S. had a positive balance of 8.5 billion dollars in Agricultural Trade, meaning it exported more than imported. **Since then, the numbers are falling to a valley of roughly 44 billion dollars negative balance. As of May 2026, the balance is a forecasted negative 29 billion dollars.** From 2021 to 2025, that is a drop of 52.2 billion dollars in trade.

Table 1–U.S. agricultural trade, fiscal years (FYs) 2020–26 1/

Item	2020	2021	2022	2023	2024	2025	Forecast Fiscal year 2026	
							February	May
				Billion U.S. dollars				
Exports	139.7	171.8	196.0	178.0	174.1	175.6	174.0	176.5
Imports	143.4	163.3	194.1	195.3	206.1	219.4	203.0	205.5
Balance	-3.7	8.5	1.9	-17.3	-31.9	-43.7	-29.0	-29.0

Note: Due to rounding, balance may not agree w ith import and export data.

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service analysis and forecasts using data from U.S. Department of Commerce, Bureau of the Census.

Figure 1. U.S. Agricultural Trade Balance, Fiscal Years 2020–2026 (Forecast). *Source:* U.S. Department of Agriculture, Foreign Agricultural Service, *U.S. Agricultural Trade Outlook*, tbl. 1 (May 2026).

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Mr. Caetano's proposed endeavor responds to this trend by helping American producers become more efficient and competitive. Several of the services aimed to be provided by the company are focused on address and strengthen the U.S. position in the trade scenario, namely:

- Enhanced crop protection strategies that reduce pest-related losses and increase yields;
- Data-driven agronomy programs that optimize fertilizer, chemical, and biological inputs Resistance-management frameworks to slow the spread of herbicide- and fungicide resistant pests; and
- Technical guidance that improves soil health, conservation, and water efficiency.

Food Security

Equally important, the specific proposed endeavor will support food security goals under the National Institute of Food and Agriculture (NIFA). This is equal the ability of the United States to produce and maintain a stable, reliable, and sufficient food supply to meet the nation's needs. In March 2026, the USDA's NIFA launched the *Rapid Response to Emerging and Re-emerging Pest and Disease Events Across Food and Agricultural Systems* program, a competitive grant initiative designed to rapidly develop and deploy science-based solutions that protect agricultural productivity, ecosystem health, and the nation's food supply from emerging plant and animal pests and diseases (Exhibit C.I).

Mr. Caetano's proposed endeavor aligns with USDA's emphasis on deploying science-based solutions to protect agricultural productivity and the nation's food supply by helping producers implement advanced crop-protection strategies, improve field diagnostics, and strengthen resistance-management practices. The company's business plan projects the following services related to support food security:

- Implementing resistance-management plans that delay resistance evolution;
- Conducting independent agronomic audits to ensure compliance with federal and state guidelines;
- Supporting the adoption of advanced biological and chemical technologies to maintain and increase compliant farm productivity.

Modernization of U.S. Agriculture Through Precision Agriculture and Accelerated Adoption of Agricultural Innovation

The United States is one of the world's most advanced and productive agricultural sectors. This is an undeniable fact. Nevertheless, federal agencies continue to prioritize the broader adoption of precision agriculture technologies to help producers, **particularly small and mid-sized operations and those in rural communities**, improve efficiency, reduce production costs, strengthen environmental stewardship, and remain competitive in an increasingly technology-driven global market. Mr. Caetano's proposed endeavor will target precisely these groups and help on technology adoption expert consulting.

USDA *America Farms and Ranches at Glance 2024 edition* research[11] (Exhibit C.I)[12] shows that adoption of precision agriculture technologies remains uneven, with substantially lower adoption rates among small family farms than among larger agricultural operations. USDA reports that producers adopt these technologies to increase yields, reduce input costs, improve soil management, and strengthen overall farm performance.

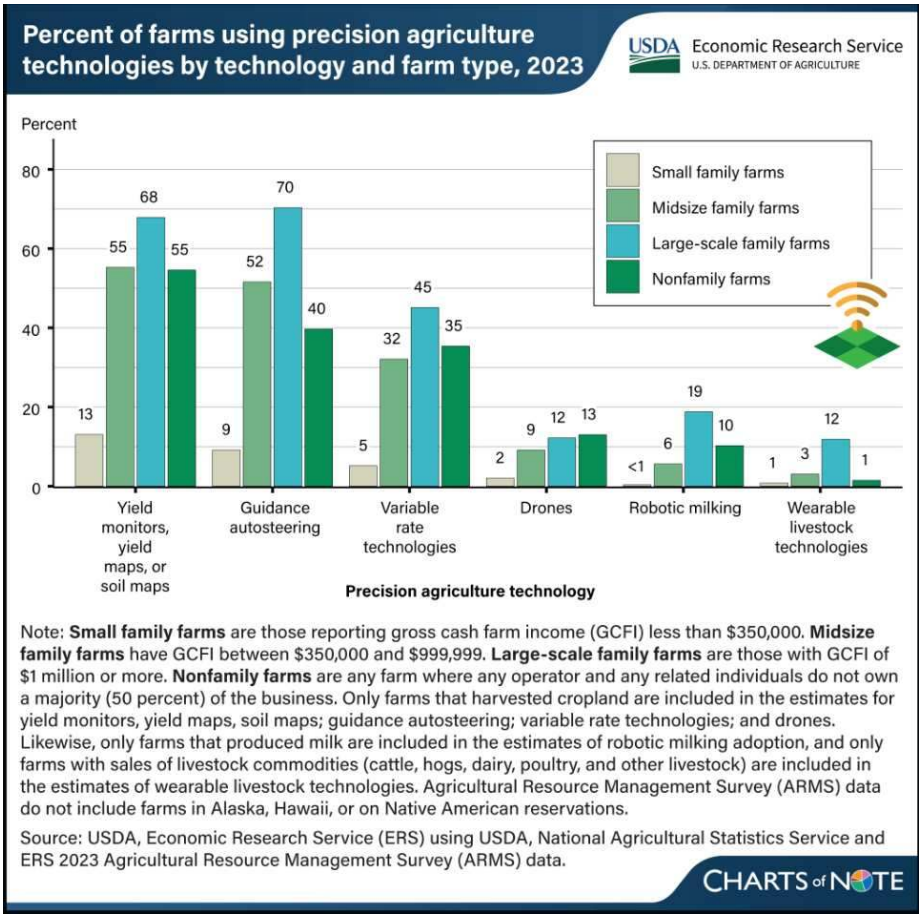


Figure 2. Adoption of Precision Agriculture Technologies by U.S. Farms, by Farm Size (2023). *Source:* U.S. Dep't of Agric., Econ. Research Serv., *Precision Agriculture in the Digital Era* (2025).

Mr. Caetano's proposed endeavor directly supports this modernization effort by helping US growers implement precision agriculture tools and science-based agronomic practices that improve productivity and competitiveness. The service will target particularly smaller producers that may lack access to high-cost technology systems and will be made through:

- Geoprocessing and precision-agriculture consulting;
- Data-driven optimization of planting, fertility, and protection programs;

[11] Lim, K., McFadden, J., Miller, N., & Lacy, K. (2024). *America's farms and ranches at a glance: 2024 edition* (Report No. EIB-283). U.S. Department of Agriculture, Economic Research Service. https://doi.org/10.32747/2024.8754620.ers

[12] To access the full report, go to https://www.ers.usda.gov/media/9120/eib-283.pdf?v=29591

- Field-level mapping and diagnostics that improve efficiency and reduce resource usage.

Targeted economic impact - Increasing Farm Profitability and Supporting Rural Economic Development

Mr. Caetano's proposed endeavor also advances several additional federal priorities that collectively reinforce its national importance. Precision agriculture, improved crop-protection strategies, and plans on the efficient use of agricultural inputs, all support USDA's long-standing objectives of increasing agricultural productivity while promoting sustainable farming practices. Likewise, his emphasis on science-based crop management, regulatory compliance, and responsible application of crop-protection products aligns with EPA efforts to promote environmentally responsible agricultural practices that protect natural resources while maintaining productive farming systems.

The broader benefits of Mr. Caetano's proposed endeavor extend beyond individual farming operations. As agricultural producers improve efficiency, productivity, and profitability, **they are better positioned to reinvest in their operations, create employment opportunities, and support continued economic activity throughout rural communities.** At the same time, more efficient and sustainable crop production strengthens domestic agricultural supply chains by improving the reliability, quality, and long-term stability of agricultural production. Accordingly, although Mr. Caetano's work will be delivered through individual consulting engagements, **its cumulative impact advances multiple federal priorities affecting the competitiveness, sustainability, and long-term strength of American agriculture.**

The foregoing evidence demonstrates that the nature of Mr. Caetano's proposed endeavor advances important national interests in agricultural productivity, innovation, food security, rural development, and sustainability. The record also contains additional objective evidence further confirming the endeavor's national importance. As discussed below, the proposed endeavor is expected to generate meaningful employment opportunities, substantial economic benefits, and increased tax revenues, particularly within rural communities that continue to face economic challenges. These additional considerations support the conclusion that the endeavor will produce benefits extending well beyond Mr. Caetano's individual clients.

Additional Evidence Demonstrating the National Importance of the Proposed Endeavor

A. The Proposed Endeavor has Significant Potential to Employ U.S. Workers and Generate Other Substantial Economic Effects

Mr. Caetano's proposed endeavor will also, directly and indirectly, contribute to job creation. *Dhanasar* expressly includes the "significant potential to employ U.S. workers" OR "other substantial positive economic effects, particularly in an economic depressed areas" as factors determinative of national importance: "An endeavor that has significant potential to employ U.S. workers or has other substantial positive economic effects, particularly in an economically depressed area, for instance, may well be understood to have national importance."

As aforementioned, the Business Plan forecasts that the company expects to make gradual investments in personnel in the first years of operation, **and by the year 5, the company will have**

20 employees, including Mr. Caetano (Exhibit C.I. at 45). In his role as the **General Manager and Agronomic Specialist**, he will lead the company's strategic and technical operations by overseeing business development, directing science-based agronomic consulting services, developing strategies, ensuring regulatory compliance, and providing technical leadership to support agricultural producers throughout the United States.

In addition, the company will progressively build a multidisciplinary team of U.S.-based professionals whose expertise complements the technical and operational demands of the proposed endeavor. As demand increases and the company's geographic footprint expands, additional personnel will be hired to strengthen field operations, precision-agriculture services, client support, business development, and administrative functions, allowing the company to scale its services without compromising technical quality or operational efficiency.

The projected workforce reflects the specialized nature of the company's operations. Over the five-year period, it will employ professionals in agronomy, precision agriculture, geospatial analysis, marketing, business development, customer service, and administrative management (Id. at 43). Technical positions, including precision-agronomy analysts, agronomy consultants, geoprocessing specialists, and junior agronomists, will provide specialized support in field diagnostics, crop protection, biological integration, GIS-based mapping, remote-sensing analysis, and precision-agriculture technologies. Complementing these technical functions, marketing, sales, customer service, and administrative personnel will support client acquisition, operational management, and organizational growth, creating an integrated workforce capable of meeting the increasing demand for independent agronomic consulting services across Texas and neighboring agricultural markets.

Beyond the direct employment opportunities, the company is also expected to generate indirect employment through its ongoing demand for professional, technical, and business support services through contractors and third-party service providers, including legal professionals, accountants, marketing specialists, information technology consultants, laboratory service providers, geospatial technicians, equipment suppliers, and other specialized vendors necessary to support its agronomic consulting activities. The company will also facilitate collaboration with agricultural professionals whose expertise may be required for specific client projects, further stimulating employment opportunities throughout the broader agricultural services sector. This demand for complementary services extends the economic impact of the proposed endeavor beyond the company's own workforce, supporting business activity across multiple industries.

Furthermore, the anticipated indirect employment effects are supported by recognized economic research demonstrating that management, scientific, and technical consulting services generate substantial multiplier effects throughout the economy. Because businesses operating in this sector purchase goods and services from numerous upstream industries while their employees and contractors contribute to downstream economic activity through consumer spending, growth within this industry produces economic benefits that extend well beyond direct payroll. Accordingly, Mr. Caetano's proposed endeavor is expected to stimulate additional employment and economic activity as the company expands its operations and client base.

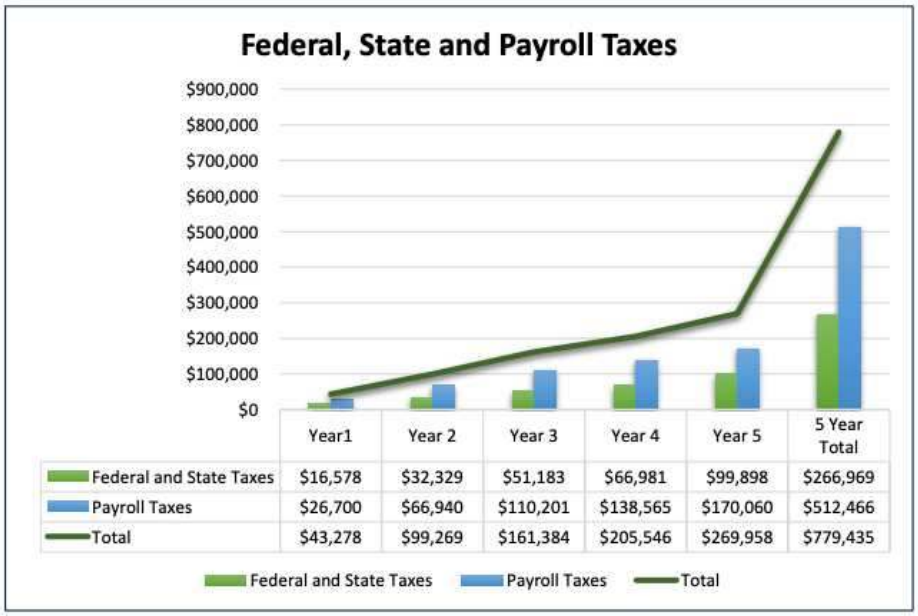
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Basis for the projected direct and indirect employment

The projected employment effects are supported by the employment multiplier methodology developed by the Economic Policy Institute ("EPI"), which measures both the direct and ripple effects associated with employment growth in specific industries. According to EPI's national employment multipliers, every 100 direct jobs created within the Management, Scientific, and Technical Consulting Services industry support approximately **207.6 additional indirect jobs** throughout the U.S. economy through supplier purchases and induced economic activity. Applying this methodology to the company's projected workforce indicates that the company's anticipated creation of 20 direct positions over its first five years of operation could support approximately **41 additional indirect jobs** across related industries. While these figures represent economic projections rather than guaranteed outcomes, they provide an objective and widely recognized basis for estimating the broader employment effects associated with the company's planned expansion (Id. at 61).

Hence, since Mr. Caetano's company will create 20 direct jobs by the end of Year 5, the total number of indirect jobs to be generated in the same period can reach 41 according to the multipliers provided by the EPI.

Besides the potential to employ US workers, the proposed endeavor is poised to offer other **substantial economic benefits**, notably to underserved regions. The company is expected to make substantial financial contributions to the U.S., particularly in taxes. The total payroll is expected to rise from $267,000 in Year 1 to $1,700,604 by Year 5. (Id. at 44). The contribution to tax revenue, with combined federal, state, and payroll taxes are projected to exceed **$779,435 over five years**.



	Year1	Year 2	Year 3	Year 4	Year 5	5 Year Total
Federal and State Taxes	$16,578	$32,329	$51,183	$66,981	$99,898	$266,969
Payroll Taxes	$26,700	$66,940	$110,201	$138,565	$170,060	$512,466
Total	$43,278	$99,269	$161,384	$205,546	$269,958	$779,435

Figure 3. Projected Federal, State, and Payroll Tax Contributions During the First Five Years of CJR Precision Agronomy's Operations. *See* Ex. X Business Plan at 17.

Furthermore, although the company's impact will extend well beyond its headquarters through services provided across Texas and other agricultural regions, it will establish its principal place of business in ZIP code 76104, an area identified by the Distressed Communities Index as economically distressed (Exhibit Id. at 63). Therefore, the proposed endeavor will also contribute to local economic growth through the expansion of its highly skilled workforce, the engagement of local businesses and specialized service providers, and continued investment in its operations. These activities will complement the company's broader mission of improving the productivity, efficiency, and long-term competitiveness of the U.S. agricultural sector.

As the company grows, it will strengthen the regional agricultural services ecosystem through collaboration with agronomists, geospatial specialists, laboratories, equipment suppliers, legal and accounting professionals, and other complementary industries that support modern agricultural production. While headquartered in a distressed community, the company's impact will extend well beyond its local operations through the delivery of specialized agronomic services to producers across Texas and other agricultural regions**.**

In short, beyond its direct contributions to the U.S. agricultural industry, Mr. Caetano's proposed endeavor is expected to generate broader economic benefits **through the creation of highly skilled employment opportunities, increased demand for professional and technical services, and continued investment in businesses supporting the agricultural supply chain. The company's planned expansion will contribute to tax revenues, stimulate economic activity through direct and indirect employment, encourage the adoption of advanced agricultural technologies, and strengthen the long-term competitiveness of U.S. crop production**. Collectively, these effects extend beyond the interests of a single business and contribute to broader economic growth and innovation within one of the nation's most strategically important industries.

B. The proposed endeavor impacts a matter that a government entity has described as having national importance or is the subject of national initiatives

The United States has identified strengthening agricultural productivity, safeguarding the nation's food supply, expanding the adoption of advanced agricultural technologies, and enhancing the global competitiveness of American agriculture as matters of significant national importance. Through Executive Orders and federal agricultural initiatives, the Administration has emphasized the need to increase domestic agricultural production, improve production efficiency, promote precision agriculture and innovative crop-management practices, strengthen rural economies, and reinforce the resilience of the nation's food supply. Mr. Caetano's proposed endeavor directly advances these national priorities by providing specialized, science-based agronomic services designed to this long-term competitiveness of the U.S. agricultural sector. (**Exhibit C.I.**).

Executive Order 14414 — Advancing regenerative agriculture and strengthening American farm resilience (June 25, 2026)

On June 25, 2026, President Donald J. Trump issued **Executive Order 14414,** ***Advancing Regenerative Agriculture and Strengthening American Farm Resilience***, establishing a federal policy to strengthen the long-term competitiveness and resilience of American agriculture. The Executive Order recognizes that maintaining a healthy, abundant, and affordable food supply

requires continued investment in farm modernization, precision agriculture technologies, and innovative agricultural practices that improve productivity while reducing production costs. It also emphasizes that advanced farming practices strengthen soil health, improve chemical efficiency, maintain crop yields, increase farm profitability, expand market opportunities, and reinforce rural economies. To advance these objectives, the Order directs federal agencies to promote precision agriculture, expand research and education, encourage public-private partnerships, accelerate the adoption of innovative agricultural technologies, and support scientific approaches that improve food security and the long-term sustainability of U.S. agricultural production.

Mr. Caetano's proposed endeavor closely aligns with the national objectives identified in the Executive Order when serving science-based agronomic consulting that promotes the adoption of precision agriculture technologies, improves resource efficiency, and develops resistance-management strategies that reduce production losses while maintaining crop productivity. His services further support the modernization of agricultural operations by enabling producers to implement data-driven agronomic practices that enhance profitability, strengthen the resilience of crop production systems, and improve the long-term competitiveness of the U.S. agricultural sector.

White House actions recognizing food production and agricultural inputs as matters of national and economic security

Similarly, On June 29, 2026, President Donald J. Trump issued the **Declaration of Emergency and Authorization for Temporary Duty-Free Importation of Phosphate Fertilizer from Morocco**, recognizing that fertilizers are indispensable to agricultural production and that robust and reliable food production is critical to the economic and national security of the United States. The Proclamation explains that phosphate fertilizers are essential to maintaining strong crop yields for commodities such as corn, soybeans, wheat, and other agricultural products, and that disruptions in fertilizer supply chains threaten domestic food production, farm security, and major sectors of the U.S. economy. In response to these risks, the President declared a national emergency and authorized temporary duty-free importation of phosphate fertilizers to safeguard the nation's agricultural productivity, maintain a stable domestic food supply, and protect the economic and national security interests of the United States.

Mr. Caetano's proposed endeavor advances the very national interests identified in the Presidential Proclamation because he will assist U.S. agricultural producers in maximizing crop productivity through science-based agronomic recommendations that promote the efficient use of critical agricultural inputs. His expertise enables producers to make effective use of fertilizers and other production resources, thereby supporting resilient domestic agricultural production and strengthening the stability of the U.S. food supply.

USDA 2026 Research and Development Priorities — Farmer Profitability, Productivity, and Precision Agriculture

On March 12, 2026, the U.S. Department of Agriculture (USDA), through the National Institute of Food and Agriculture (NIFA), published the Secretary of Agriculture's research priorities for Fiscal Year 2026. The USDA recognizes that agriculture is a cornerstone of national security, rural

prosperity, and food security and emphasizes that federally supported research must produce practical solutions that directly benefit American farmers and agricultural producers. Among its highest priorities, the USDA identifies increasing producer profitability, improving agricultural productivity, reducing production costs, expanding the use of precision agriculture technologies, promoting decision-support tools, improving water-use efficiency, reducing fertilizer and chemical inputs, strengthening soil health, and accelerating the practical adoption of scientific innovation throughout the agricultural sector. The USDA explains that these priorities are intended to strengthen the long-term resilience, competitiveness, and financial sustainability of American agriculture.

The proposed endeavor closely advances the priorities identified by the USDA. Mr. Caetano will assist agricultural producers in implementing precision-agriculture technologies, integrating GIS- and data-driven agronomic tools, optimizing fertilizer and crop-protection programs, improving resistance-management strategies, and developing science-based recommendations that increase productivity while reducing unnecessary input costs. These services directly support the USDA's objectives of improving producer profitability, promoting resource-efficient agricultural practices, expanding the adoption of precision agriculture, and translating scientific innovation into practical solutions that strengthen the resilience and long-term competitiveness of American agriculture.

USDA/NRCS priorities concerning soil productivity, resource efficiency, and rural agricultural competitiveness.

Finally, the U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS) has identified preserving productive agricultural land, strengthening long-term agricultural productivity and profitability, expanding precision agriculture and digital farming tools, delivering field-based technical assistance, and modernizing agricultural technologies as agency-wide priorities. The NRCS emphasizes the importance of empowering producers through science-based technical support, improving soil health and water management, increasing the competitiveness of American agriculture, and accelerating the adoption of modern digital tools that enhance farm productivity and operational efficiency.

The services that Mr. Caetano intends to provide closely align with the NRCS's strategic priorities for modernizing American agriculture. He will assist producers in implementing precision-agriculture technologies, optimizing fertilizer and crop-protection programs, improving soil and resource management, and applying data-driven agronomic solutions that enhance productivity, profitability, and long-term land stewardship, therefore helping producers adopt modern farming practices that improve operational efficiency while strengthening the productivity, competitiveness, and long-term viability of U.S. agricultural operations.

Collectively, these Executive Orders, Presidential Actions, and USDA initiatives demonstrate that **the Federal Government has identified increasing agricultural productivity, strengthening food security, improving producer profitability, accelerating the adoption of precision-agriculture technologies, and modernizing American agriculture as matters of national importance**. As discussed throughout this section, Mr. Caetano's proposed endeavor directly advances each of these priorities through the delivery of specialized, science-based agronomic

consulting that improves crop performance, optimizes resource utilization, promotes technological innovation, and enhances the long-term competitiveness of the U.S. agricultural sector.

2.2. Second Prong – Mr. Caetano is Well-Positioned to Advance the Proposed Endeavor

Establishing that the proposed endeavor possesses substantial merit and national importance is only part of the *Dhanasar* framework and does not suffice to grant the benefit. The Petitioner has the burden to demonstrate, by a preponderance of the evidence, that he/she is well positioned to advance the proposed endeavor in the United States, which is different than requiring the plan to succeed. In determining whether the beneficiary meets this requirement, USCIS will look at his or her education, skills, knowledge, and record of success in related or similar efforts, a model or plan for future activities, progress toward achieving the endeavor, and the interest of potential customers, users, investors or other relevant entities or individuals.

In *Dhanasar*, the Administrative Appeals Office (AAO) stated the following:

> We recognize that forecasting feasibility or future success may present challenges to petitioner and USCIS officers, and that many innovations and entrepreneurial endeavors may ultimately fail, in whole or in part, despite an intelligent plan and competent execution. We do not, therefore, require petitioners to demonstrate that their endeavors are more likely than not to ultimately succeed. But notwithstanding this inherent uncertainty, in order to merit a national interest waiver, petitioners must establish, by a preponderance of the evidence, that they are well-positioned to advance the proposed endeavor.

Mr. Caetano is substantially well positioned to advance his proposed endeavor in the United States. He is an accomplished Agricultural Engineer whose career reflects more than eight years of progressively responsible experience in agronomic consulting, crop protection, precision agriculture, and agricultural business development. Throughout his career, he has held increasingly leadership positions with some of world's leading agricultural companies, including IHARA, Corteva Agriscience, and Agrivalle, where he has advised major cooperatives, sugar mills, distributors, and large-scale agricultural producers on science-based strategies to improve crop productivity, optimize resource utilization, and implement innovative crop-management solutions.

Mr. Caetano's expertise spans the cultivation of economically relevant crops, including sugarcane, soybeans, corn, and coffee, and is complemented by an established record of strengthening commercial partnerships, expanding market presence, and delivering measurable in-land and business results. As it will be dissected thereafter, Mr. Caetano's advanced technical knowledge, extensive field experience, industry leadership, and demonstrated record of success uniquely position him to advance his proposed endeavor and generate the prospective benefits identified throughout this petition.

A. The person's education, skills, knowledge, and record of success in related or similar efforts;

Mr. Caetano's educational background provides a strong academic foundation for the proposed endeavor and independently demonstrates that he qualifies as an advanced-degree professional within the statutory meaning. He earned a master's degree in plant production from the Federal

Institute of Education, Science and Technology of the Triângulo Mineiro (IFTM) after previously completing his bachelor's degree in Agronomic Engineering at the same institution (Exhibit B). These credentials provided advanced instruction in agronomy, crop production, plant science, soil management, agricultural technology, and related disciplines that directly underpin the science-based agronomic consulting services he proposes to provide in the United States.

The academic credentials extend well beyond satisfying the educational requirement for the classification. Mr. Caetano's proposed endeavor centers on providing specialized agronomic consulting in precision agriculture, crop protection, herbicide-resistance management, biological-input integration, and data-driven field diagnostics. These activities require advanced scientific knowledge of plant production systems, crop physiology, soil-plant interactions, integrated crop management, and sustainable agricultural practices, subjects that are directly aligned with his graduate education.

Moreover, Mr. Caetano has expanded his expertise through continuing education and technical training. During his academic formation, he participated in specialized conferences, agronomy weeks, technical field days, and educational programs addressing sustainable food and nutrition security, coffee production, and other agricultural topics (Exhibit C.II). Equally important, Mr. Caetano supplemented his education with practical technical experience at an early stage of his career. Still while pursuing his degree in Agronomic Engineering, he successfully completed a supervised internship in the Pasture Consulting Department of OTC Consultoria Ltda., where he performed technical field activities, including property visits and agronomic consulting assignments.

Mr. Caetano's academic qualifications are reinforced by his professional license as an Agronomist Engineer, including his active registration with the Regional Council of Engineering and Agronomy of the State of São Paulo (CREA-SP). **Although professional registration is required to practice agronomic engineering, Mr. Caetano's active licensure nevertheless provides independent, objective evidence that he possesses the education, professional qualifications, ethical standing, and regulatory compliance necessary to practice as an Agronomist Engineer**.

Furthermore, demonstrating that Mr. Caetano's work has impacted the scientific field and agricultural community more broadly, his professional career reflects a progression of increasing technical responsibility, commercial leadership, and industry impact within the agricultural sector. Throughout these roles, he has advised agricultural producers, cooperatives, distributors, and sugar mills on advanced crop-management strategies, precision agriculture, biological technologies, and integrated crop-protection programs.

His responsibilities have included developing crop-protection strategies, implementing herbicide-resistance management programs, integrating biological and conventional agricultural technologies, conducting field diagnostics, training technical and commercial teams, and providing specialized guidance for the cultivation of economically significant crops, including sugarcane, soybeans, corn, and coffee. These responsibilities closely mirror the consulting services that will form the core of his proposed endeavor in the United States, demonstrating a direct continuity between his prior professional experience and the work he now seeks to undertake.

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In addition, the record establishes a sustained history of measurable professional success and broad impact. Across multiple employers, Mr. Caetano was entrusted with **expanding commercial operations, strengthening relationships with major agricultural cooperatives and large-scale producers, increasing market penetration, developing high-performing technical teams, and driving demand for innovative crop-management technologies**. The evidence documents repeated achievements in regional market expansion, sales growth, strategic partnership development, and the successful implementation of agronomic solutions that improved customer performance and strengthened each employer's position within highly competitive agricultural markets (Exhibit C.II).

Mr. Caetano presently serves as Senior Technical Sales Manager at IHARA, where he oversees technical and commercial support for major sugar mills and agricultural cooperatives, develops regional market-expansion strategies, provides advanced technical training, and directs complex agronomic initiatives involving crop protection and sustainable production systems.

Equally significant is the nature of the clientele with whom Mr. Caetano has worked. His professional responsibilities have routinely involved advising some of the world's largest agricultural enterprises, cooperatives, distributors, and sugar mills. This has equipped him to evaluate diverse production systems, tailor recommendations to varying environmental and operational conditions, and successfully implement science-based agricultural practices across different crops and regions. These are precisely the capabilities required to execute the proposed endeavor and provide sophisticated agronomic consulting to agricultural producers throughout the United States.

Taken together, Mr. Caetano's progressive professional advancement, extensive technical expertise, leadership experience, and demonstrated record of success in substantially similar activities establish that he possesses far more than the qualifications necessary to advance the proposed endeavor and perform its anticipated benefits for the United States.

B. Evidence of a detailed proposal or plan that the person developed, or played a significant role in developing, for future activities related to the proposed endeavor;

Mr. Caetano has developed a comprehensive and well-defined plan to successfully implement and expand his proposed endeavor in the United States. As evidenced by the detailed Business Plan (Exhibit C.I), he has carefully identified the company's mission, target market, service offerings, implementation strategy, organizational structure, staffing requirements, financial projections, phased expansion plan, and anticipated national-level impact. The Business Plan demonstrates that the proposed endeavor is neither speculative nor conceptual; rather, it provides a practical roadmap for establishing and scaling CJR Precision Agronomy LLC through a structured, multi-phase strategy supported by measurable operational and financial objectives.

Specifically, the Business Plan details the technical services to be provided, the agricultural challenges those services are intended to address, the company's phased geographic expansion strategy, projected staffing and workforce development, anticipated revenues and tax contributions, and the financial resources allocated to launch and sustain operations. Collectively, this evidence demonstrates that Mr. Caetano has played the principal role in developing a realistic

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and comprehensive plan to advance the proposed endeavor and possesses a concrete strategy for translating his technical expertise into measurable benefits for the United States.

C. The support (financial or otherwise) to drive the proposed endeavor forward

Upon the benefit's approval, Mr. Caetano will make financial investments to start the operations of his business in the United States. As of today, the owner will contribute $80,000, with no initial investments from external investors (Exhibit C.II). This capital will cover both essential startup expenses, and the working capital needed to support the company's first months of activity. The business is intentionally structured to be lean, allowing it to begin delivering services efficiently while maintaining the financial flexibility required during its early growth phase. Of the total investment, approximately $55,000 will be allocated to setting up the physical and operational infrastructure of the business (Exhibit C.II).

Moreover, Mr. Caetano's proposed endeavor is supported by his peers who can objectively demonstrate the impact he has made in the field, corroborating that Mr. Caetano is well positioned to advance his endeavor (Exhibit C.II). Multiple independent expert opinion letters from highly qualified professionals who possess first-hand knowledge of Mr. Caetano's technical expertise corroborate the professional accomplishments, and ability to successfully advance the proposed endeavor and measurable achievements throughout his career.

Testimony of **Adriano Dantas Silva**, who worked directly alongside Mr. Caetano at Corteva Agriscience provides detailed, first-hand examples of his technical leadership and record of success. Mr. Dantas describes Mr. Caetano's leading role in implementing an innovative soybean renovation strategy **that improved weed management, increased the productivity of subsequent sugarcane crops, influenced agricultural practices across more than 300,000 hectares, and generated over USD 2 million in new revenue for the company.** These accomplishments are particularly significant because they mirror the very objectives of the proposed endeavor: applying advanced agronomic expertise to facilitate the adoption of science-based agricultural practices that improve productivity, operational efficiency, and long-term agricultural performance across multiple producers rather than benefiting a single enterprise alone.

The remaining expert letters independently corroborate these conclusions from complementary perspectives. **Gabriel Avelar Dornelas**, who collaborated with Mr. Caetano at Corteva Agriscience, explains how he successfully supported the commercialization and adoption of advanced crop-protection technologies. Likewise, **Dr. José Fernando Jurca Grigolli**, a crop-protection researcher, confirms through his personal observations that Mr. Caetano possesses the technical depth, analytical judgment, and practical field expertise required to successfully implement sophisticated agronomic solutions in large-scale agricultural environments.

Finally, **Tulio Pupim**, confirms that Mr. Caetano's established professional reputation within Brazil's highly competitive agricultural sector and emphasizes that his recognition extends across multiple crops, production systems, and employers, reflecting sustained technical excellence rather than isolated achievements.

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Together, these independent opinions consistently demonstrate that Mr. Caetano possesses the education, specialized knowledge, practical experience, record of success, and professional standing necessary to successfully advance the proposed endeavor in the United States

All in all, Mr. Caetano possesses the financial capability to further his project in the U.S. and support from his peers and experts in the scientific field, from specific outstanding achievements that have impacted the industry more broadly and aligned with his undertaking, demonstrating he is well-positioned to drive his endeavor forward.

D. Other evidence that the person is well-positioned to advance the proposed endeavor

Mr. Caetano's remuneration for services is also compelling evidence that he is well-positioned to advance the proposed endeavor (**Exhibit C.II**). The amount reflected in the record arose from services rendered through C. Caetano Representação Comercial Ltda., the company through which Mr. Caetano operated as an **agronomist and entrepreneur**. The company was established in July 2021, and its declared revenues grew **substantially** as Mr. Caetano provided specialized services within the agricultural sector. It demonstrates that Mr. Caetano possesses academic qualifications and professional experience as well as his knowledge and capabilities have translated into substantial economic value in actual market conditions.

In 2023, Mr. Caetano's professional activities generated **over one million in service revenue**, the highest annual amount documented in the record. The official Simples Nacional declaration[13] independently confirms accumulated gross revenue of **R$1,070,046.19 for the 2023 calendar year**. This earning level is particularly significant considering the nature of the services underlying his business: Mr. Caetano operated at the intersection of **agronomic expertise, crop-protection strategy, technical-commercial development, and agricultural market expansion**, drawing upon the same combination of technical and business capabilities that forms the foundation of his proposed U.S. endeavor.

Additionally, from January through August 2025, Mr. Caetano's company had already generated **R$665,433.99 in accumulated revenue**. The tax declaration identifies the individual amounts reported during this period, including R$77,550.82 in January, R$30,894.37 in February, and a particularly substantial R$556,988.80 in April 2025.

Similarly**,** in 2024, his professional activities generated **R$566,012.38 in annual gross revenue**. This amount is again independently reflected in the company's tax records, which report accumulated gross revenue for the calendar year. Thus, even following the exceptionally strong results achieved in 2023, Mr. Caetano continued to generate substantial revenue through the provision of specialized agricultural services.

For comparison, the Brazilian Ministry of Labor and Employment' Occupation's Classification (CBO) officially classifies Agronomist Engineer under CBO 2221-10, which expressly encompasses agronomists specializing in agriculture and soils. The occupation includes, among

[13] Simples Nacional Declaration is an official Brazilian federal tax filing through which qualifying businesses report their gross revenues and calculate taxes owed under Brazil's simplified tax regime.

other functions, agricultural planning and coordination, technical consulting and rural extension, and the development of agricultural technology (Exhibit C.II).

Current compensation data for this precise occupational classification provides useful context for evaluating the economic value of Mr. Caetano's expertise. According to Portal Salário's[14] national survey for CBO 2221-10, based on official CAGED employment data, the average compensation for an Agronomist Engineer in Brazil is R$9,755.20 per month, while the median is R$8,805.00 per month and the reported upper salary benchmark is R$17,946.78 per month. The survey encompasses 5,154 professionals nationwide and covers the period from July 2025 through June 2026. Thus, the annualized national average is approximately **R$117,062**, while even the upper benchmark corresponds to approximately **R$215,361 annually**. (Exhibit C.II).

While business revenue is not directly equivalent to an employee's salary and should not be characterized as such, the magnitude and recurrence of these revenues provide objective evidence of the substantial commercial demand for the specialized agronomic and technical-commercial services upon which Mr. Caetano built his enterprise. This evidence is especially probative when considered together with Mr. Caetano's professional history. His financial success did not arise from activities unrelated to his field; rather, it resulted from services drawing upon the same knowledge and business development experience that he intends to leverage through his proposed U.S. endeavor.

All things considered, Mr. Caetano meets the second prong for the NIW classification, since he is well-positioned in his field of endeavor clearly demonstrated through his experience and exceptional skills, track of record, financial and peer support, as well as commitment to move his endeavor forward.

2.3. Third prong - whether, on balance, it would be beneficial to the United States to waive the requirements of a job offer, and thus the permanent labor certification requirements

Congress established the national interest waiver to address the limitations and burden of the labor certification process. When a foreign national brings significant and unique benefits to their field beyond what is expected from a typical job, they should not be denied the benefit solely because another individual could perform the job adequately.

According to the *Dhanasar* framework, USCIS must weigh the national interest in waiving the job offer and labor certification requirements against other factors, such as the contributions and qualifications of the foreign national. This involves assessing whether the U.S. would still benefit from the foreign national's work, even if qualified U.S. workers are available, and whether it would be impractical for the petitioner to secure a labor certification given the nature of the endeavor.

The circumstances of Mr. Caetano's proposed endeavor weigh strongly in favor of waiving the job offer and labor certification requirements. Mr. Caetano does not seek admission merely to fill an

[14] Portal Salário, *Engenheiro Agrônomo (Agricultura), CBO 2221-10 – Salário Brasil*, national compensation survey based on CAGED data, Ministry of Labor and Employment (July 2025–June 2026).

existing agronomist position for a U.S. employer. Rather, he intends to establish and lead his company to provide technical agricultural services to U.S. producers and other industry participants. The conventional labor certification process, which is principally designed to test the availability of U.S. workers for a particular position in a geographically defined labor market, would therefore capture only a limited aspect of the endeavor he proposes to advance.

A. Impracticality of a labor certification

Mr. Caetano will serve as both an entrepreneur and the principal technical professional responsible for implementing the endeavor. His proposed role encompasses the strategic development of the company as well as the specialized agronomic work underlying its services. The value of his contribution therefore rests on the combination of advanced scientific education, technical knowledge, agricultural-industry experience, business-development capabilities, and demonstrated success that he brings to the enterprise. A labor certification directed toward the minimum qualifications necessary for a conventional agronomist position would not meaningfully evaluate this combination or the entrepreneurial function for which the waiver is sought.

B. The benefit to the United States from the prospective alien's contributions, even if other U.S. workers were also available

Granting the waiver would not undermine the central purpose of the labor certification process which is protecting the employment opportunities and wages of U.S. workers. Mr. Caetano's company is intended to develop a new U.S. agricultural services enterprise rather than replace an existing American employee. As detailed in the Business Plan (Exhibit C.I), the company contemplates a phased expansion accompanied by the hiring and development of U.S. personnel as operations and its client base grow. **Mr. Caetano's presence is therefore expected to support additional employment opportunities rather than compete for a single preexisting position**. In this entrepreneurial context, requiring labor certification would offer comparatively little protection to the domestic workforce while potentially constraining the development of an enterprise designed to contribute additional economic activity and employment.

The United States also stands to benefit from Mr. Caetano's contributions even if other qualified U.S. agronomists are available. The relevant inquiry is not whether no American professional could perform agronomic work. Mr. Caetano brings a distinct combination of graduate-level training in Plant Production, more than eight years of progressively responsible agricultural experience, expertise across major crop systems, experience with leading agricultural companies, and a demonstrated ability to translate agronomic knowledge into practical and commercially successful applications. His prior work has included the implementation of agricultural strategies at substantial scale, development of relationships with producers and industry stakeholders, and generation of measurable technical and economic results. The record therefore supports a prospective benefit derived from **Mr. Caetano's particular contributions**, **rather than from merely adding another worker to the occupation.**

C. Whether the person's endeavor has the potential to generate considerable economic impact consistent, for example, with economic revitalization

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The anticipated economic effects provide an additional consideration in favor of the waiver. Mr. Caetano's proposed endeavor implementation is designed to generate revenues, U.S. employment, payroll, and tax contributions while providing services intended to improve producer efficiency, crop performance, resource utilization, and agricultural decision-making These effects are particularly relevant where the company's services reach agricultural producers and rural economies whose economic activity is closely connected to the continued viability and profitability of farming operations. The endeavor therefore has the potential to generate economic benefits at two levels: **directly**, through the growth, employment, and taxable activity of Mr. Caetano's enterprise; and **indirectly**, through technical services intended to improve the performance and competitiveness of the agricultural businesses it serves.

Similarly, the endeavor addresses broader agricultural interests involving productivity, crop protection, efficient use of agricultural inputs, adoption of precision-agriculture practices, producer profitability, and the competitiveness of U.S. agriculture. Mr. Caetano's proposed contributions consequently retain value to the United States regardless of whether other qualified workers are available because the purpose of the endeavor is not to occupy a finite position, but to develop and expand agricultural services capable of producing benefits across multiple producers, agricultural operations, and communities**.**

D. Additional evidentiary considerations applicable to Mr. Caetano as a professional holding an advanced STEM degree

Beyond satisfying the three *Dhanasar* prongs, Mr. Caetano's qualifications and proposed endeavor warrant consideration under USCIS's specific guidance concerning professionals who hold advanced degrees in science, technology, engineering, or mathematics (STEM) fields. USCIS expressly recognizes both the importance of continued progress in STEM fields and the essential role of professionals with advanced STEM education in advancing areas important to U.S. economic competitiveness. *See* 6 USCIS Policy Manual F.5(D)(4). In this context, USCIS identifies an advanced STEM degree that is directly related to the proposed endeavor as a particularly positive consideration when evaluated together with evidence demonstrating that the beneficiary possesses the skills, knowledge, and record necessary to advance that endeavor.

These considerations are directly applicable here. Mr. Caetano is an Agronomic Engineer who holds a master's degree in plant production, providing him with advanced scientific knowledge directly relevant to the agricultural endeavor he proposes to undertake in the United States (Exhibit B). The nexus between his graduate education and his proposed work is particularly strong: through CJR Precision Agronomy LLC, Mr. Caetano will apply specialized agronomic knowledge to crop protection, precision agriculture, herbicide-resistance management, biological-input integration, field diagnostics, and the development of tailored crop-management strategies. His advanced STEM education is therefore the scientific foundation for the very activities through which he intends to advance the proposed endeavor.

In fact, the proposed endeavor also bears directly upon U.S. economic competitiveness, another consideration expressly recognized in USCIS's STEM guidance. As established throughout this petition, American agriculture is already among the world's most technologically advanced and productive agricultural systems and His work will enable agricultural producers to achieve greater

efficiency and productivity, better control production costs, and make improved decisions, thereby strengthening the competitiveness of U.S. agricultural production in domestic and international markets (Exhibit C.I).

The relationship between Mr. Caetano's STEM education and these objectives is strengthened by his **demonstrated record of applying his scientific knowledge in substantially similar efforts**. As detailed above, his advanced academic preparation has been followed by several years of progressive experience in crop protection and agronomic services, including positions with major agricultural companies; substantial commercial results generated through his own agronomic enterprise; and documented success implementing agricultural solutions across large production areas, confirmed be documentary evidence such as expert testimonies (Exhibit C.II). Thus, the record presents precisely the type of combination contemplated by USCIS: **advanced STEM education substantively connected to the endeavor, specialized professional expertise, and an established record demonstrating the beneficiary's capacity to put that knowledge into practice.**

Mr. Caetano's advanced STEM education should not be considered in isolation, but as an integral component of a broader and independently corroborated evidentiary record. Viewed in its totality, the evidence demonstrates a direct and compelling nexus between what Mr. Caetano has studied, what he has successfully accomplished, and what he proposes to undertake in the United States. Consistent with USCIS's specific evidentiary considerations for professionals with advanced STEM degrees, this convergence provides additional weight in favor of finding that Mr. Caetano is well positioned to advance an endeavor of national importance and that, on balance, the United States would benefit from waiving the requirements of a job offer and labor certification.

In sum, the balance strongly favors the requested waiver. Labor certification would provide limited practical benefit where Mr. Caetano seeks to create and lead his own agricultural enterprise rather than fill an existing position; his company is expected to create opportunities for U.S. workers rather than displace them; his particular combination of scientific, technical, commercial, and entrepreneurial capabilities exceeds what can readily be captured through minimum occupational requirements; and his prospective contributions remain beneficial even assuming the availability of other qualified U.S. professionals. When these considerations are weighed against the endeavor's prospective employment, economic, agricultural, and competitive benefits, the national interest served by permitting Mr. Caetano to advance the endeavor outweighs the benefits ordinarily associated with requiring a job offer and labor certification.

3. Conclusion

To qualify for the EB-2 visa and the NIW classification, a petitioner must establish that, first, he is eligible for the category under the Immigration and Nationality Act 203(b)(2)(B). Second, the petitioner must show that the beneficiary meets all the prongs set forth in *Dhanasar*; and an exemption from the requirement of a job offer, and thus of a labor certification, is in the national interest of the United States.

Mr. Caetano qualifies for EB-2 classification as a professional holding an advanced degree. He is an Agronomic Engineer who has attained the equivalent of a Master of Science in Plant Sciences

granted by an accredited institution of higher education in the United States. The record further demonstrates specialized knowledge and a sustained record of success in crop protection, precision agriculture, resistance management, agricultural technologies, technical-commercial development, and major crop-production systems. His advanced STEM education and professional expertise bear a direct relationship to the endeavor he proposes to advance in the United States and to broader national interests in agricultural productivity and U.S. economic competitiveness.

Moreover, Mr. Caetano has established **by a preponderance of the evidence** that he merits a National Interest Waiver as a matter of discretion under *Matter of Dhanasar* because:

> **(1)** His proposed endeavor of advancing the productivity, efficiency, and competitiveness of U.S. agriculture through specialized agronomic consulting focused on precision agriculture, crop protection, resistance management, biological inputs, and data-driven agricultural practices possesses both **substantial merit and national importance**. Through CJR Precision Agronomy LLC, his work will assist U.S. producers in improving crop performance, controlling production losses and input costs, adopting more informed production practices, and strengthening the economic performance of agricultural operations. The prospective effects extend beyond individual clients to broader national interests in food production, agricultural modernization, rural economic development, and the continued competitiveness of American agriculture.
>
> **(2)** Mr. Caetano is **well positioned to advance the proposed endeavor**. His master's degree in plant production and Agronomic Engineering education is complemented by more than eight years of progressively responsible experience with prominent agricultural companies. The record documents his success implementing substantially similar agronomic initiatives, generating measurable technical and commercial results, developing relationships with producers and agricultural stakeholders, and successfully operating his own agronomic enterprise. His qualifications are further corroborated by expert testimony, objective financial and professional evidence, and a detailed Business Plan establishing a concrete strategy for implementing and expanding the proposed endeavor in the United States.
>
> **(3) On balance, it would be beneficial to the United States to waive the requirements of a job offer and thus of a labor certification.** Mr. Caetano does not seek merely to fill an existing position in the U.S. labor market; he intends to establish and lead an agricultural enterprise capable of generating additional economic activity and employment opportunities for U.S. workers. His combination of advanced scientific training, specialized agronomic expertise, entrepreneurial experience, and demonstrated record of success cannot be adequately reflected through the minimum occupational requirements ordinarily examined through labor certification. Moreover, his contributions will remain beneficial to the United States even if other qualified U.S. workers are available, as his endeavor is designed to create employment, generate revenues and tax contributions, support agricultural producers, and contribute to the productivity and competitiveness of the broader U.S. agricultural sector.

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Denying the requested waiver would therefore deprive the United States of the prospective contributions of an advanced-degree STEM professional who has demonstrated both the specialized expertise and practical capacity to advance an endeavor addressing important interests of American agriculture. The totality of the evidence establishes a compelling nexus between Mr. Caetano's advanced education, prior accomplishments, proposed activities, and the prospective national benefits of his endeavor. Accordingly, the Petitioner respectfully requests that USCIS exercise its discretion to grant the National Interest Waiver and permit Mr. Caetano to advance his proposed endeavor in furtherance of the national interest of the United States.

For these reasons, we respectfully request favorable consideration and approval of this petition. We appreciate USCIS's time and careful consideration of the evidence submitted on behalf of Mr. Celio Caetano de Sousa Júnior.

Sincerely,



Otavio Haverroth Silva
California Bar # 343486

San Diego, CA - PO Box 90487

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Exhibit A

CÉLIO CAETANO DE SOUSA JÚNIOR

Email | celio.caetano@icloud.com
Phone | (16) 9 9259-0505

I am an Agricultural Engineer with solid technical and commercial experience in the crop protection industry, having worked for more than 8 years at leading companies such as Ihara, Corteva Agriscience, and Agrivalle. I have a strategic focus on sugarcane, soybean, corn, and coffee crops, as well as strong relationships with cooperatives and sugar mills in the Triângulo Mineiro and Alta Mogiana regions. My career has been marked by consistent demand generation, market expansion, and the development of high-performance teams. I constantly strive to combine technical expertise, relationship management, and business acumen to deliver sustainable results and strengthen partnerships in agribusiness.

WORK EXPERIENCE

SENIOR TECHNICAL SALES MANAGER

IHARA | UBERABA, MINAS GERAIS, BRAZIL

06/2025 – PRESENT

I work as a Technical Sales Administrator focused on sugarcane cultivation, responsible for technical and commercial support to large sugar mills and cooperatives in the Triângulo Mineiro region, such as Usina Delta, CMAA, Raízen, Coplacana, and Coopercitrus. I develop market expansion strategies for crop protection products, focusing on demand generation, specialized technical support, and training of sales teams. Among my main achievements are strengthening strategic partnerships, consolidating the Ihara brand in the region, and significant sales volume growth through a consultative and results-oriented approach.

COMMERCIAL REPRESENTATIVE

CORTEVA AGRISCIENCE | SÃO JOAQUIM DA BARRA, SÃO PAULO, BRAZIL

07/2021 – 03/2025

I worked as a Crop Protection Commercial Representative, leading market expansion strategies and product portfolio positioning with major cooperatives in the region, such as Coplacana, Coplana, Coopercitrus, Copercana, Camda, and Cocapec, covering more than 50 municipalities. I was responsible for strengthening technical and commercial relationships with growers and channels, driving sales growth and consolidating the presence of the Corteva brand in the cereals segment and other strategic crops. Among my main achievements, I highlight the tripling of regional revenue, the strengthening of strategic partnerships, and the integration of biological and chemical solutions, delivering greater added value to customers and positioning the company as a reference in sustainable management and field performance.

TECHNICAL SALES REPRESENTATIVE

AGRIVALLE BRAZIL | FRANCA, SÃO PAULO, BRAZIL

07/2020 – 07/2021

I worked as a Technical Sales Representative, responsible for strategic support to distribution channels and major clients in the Alto Paranaíba and Alta Mogiana regions. I was invited to expand my role due to my commercial and technical performance, contributing to the company's growth and increased market share in crops such as coffee, sugarcane, and cereals. Among my main achievements are the regional expansion of the brand, the training of sales teams, and a significant increase in demand for biological products, strengthening Agrivalle's positioning as a reference in innovation and sustainability in agribusiness.

TECHNICAL SALES REPRESENTATIVE

CASA BUGRE | UBERABA, MINAS GERAIS, BRAZIL

04/2018 – 07/2020

I worked as a Technical Sales Representative, responsible for technical and commercial support to cooperatives, distribution channels, sugar mills, and large-scale growers in the Triângulo Mineiro and Alto Paranaíba regions. I developed market expansion strategies, training programs, and demand generation actions for the main crops in the region - sugarcane, coffee, cereals, and horticulture. During this period, I was responsible for the brand's territorial expansion, consistent sales volume growth, and strengthening relationships with strategic clients, consolidating Casa Bugre's presence as a technical and commercial reference in the sector.

ASSISTANT TECHNICAL SALES REPRESENTATIVE

AGROBARROS | BATATAIS, SÃO PAULO, BRAZIL

03/2018 – 04/2020

I worked as an Assistant Technical Sales Representative, providing specialized support to growers in the Batatais and Altinópolis regions. I provided technical recommendations for coffee, sugarcane, corn, soybean, and sorghum crops, as well as performed soil analyses, calibration of agricultural equipment, and monitoring of planting and harvesting activities. I contributed to improving producers' operational efficiency and strengthening AgroBarros' commercial presence in the region, delivering customized technical solutions and adding value to crop management.

ACADEMIC BACKGROUND

MASTER'S DEGREE IN PLANT PRODUCTION

FEDERAL INSTITUTE OF TRIÂNGULO MINEIRO

UBERABA, MINAS GERAIS, BRAZIL

NOVEMBER 2024

BACHELOR 'S DEGREE IN AGRONOMIC ENGINEERING

FEDERAL INSTITUTE OF TRIÂNGULO MINEIRO

UBERABA, MINAS GERAIS, BRAZIL

DECEMBER 2017

MAIN COURSES / SEMINARS

- **IRRIGATION MANAGEMENT AND PRACTICES – 10/2013**
- **BIOLOGICAL CONTROL OF PESTS IN VEGETABLE CROPS – 11/2014**
- **METHODS FOR FORAGE PRODUCTION ESTIMATION – 03/2015**
- **SOIL FERTILITY AND PLANT NUTRITION – 04/2014**
- **BEEF CATTLE PRODUCTION, BREEDING AND REARING – 06/2016**
- **1st FEDERAL INSTITUTE OF TRIÂNGULO MINEIRO (IFTM) COFFEE GROWING SEMINAR - 11/2013**
- **2nd COFFEE GROWING SEMINAR – 05/2015**
- **PASTURE FERTILIZATION – 03/2015**
- **LECTURE SERIES IN VEGETABLE GROWING – 10/2014**
- **2nd PASTURE SYMPOSIUM (SIMPASTO) – 03/2015**
- **SHORT COURSE ON BEAN SEED PRODUCTION AND TECHNOLOGY – 09/2015**
- **HORSE HOOF TRIMMING COURSE – 10/2016**

PROFESSIONAL LICENSE

CREA-SP – REGIONAL COUNCIL OF ENGINEERING AND AGRONOMY OF SÃO PAULO

LICENSE NUMBER: 2621276520

October 2025.

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 24, 2026.

CÉLIO CAETANO DE SOUSA JÚNIOR

E-mail | celio.caetano@icloud.com
Telefone | (16) 9 9259-0505

Sou Engenheiro Agrônomo com sólida experiência técnica e comercial no setor de defensivos agrícolas, atuando há mais de 8 anos em empresas líderes como Ihara, Corteva Agriscience e Agrivalle. Tenho foco estratégico na cultura de cana-de-açúcar, soja, milho, e café, e forte relacionamento com cooperativas e usinas do Triângulo Mineiro e Alta Mogiana. Minha trajetória é marcada pela geração consistente de demanda, expansão de mercado e formação de equipes de alta performance. Busco constantemente unir conhecimento técnico, gestão de relacionamento e visão de negócio para entregar resultados sustentáveis e fortalecer parcerias no agronegócio.

EXPERIÊNCIA

ADMINISTRADOR TÉCNICO DE VENDAS - SÊNIOR

IHARA | UBERABA, MINAS GERAIS, BRASIL

06/2025 – PRESENTE

Atuo como Administrador Técnico de Vendas focado na cultura de cana-de-açúcar, responsável pelo atendimento técnico-comercial de grandes usinas e cooperativas da região do Triângulo Mineiro, como Usina Delta, CMAA, Raízen, Coplacana e Coopercitrus. Desenvolvo estratégias de expansão de mercado para defensivos agrícolas, com foco em geração de demanda, suporte técnico especializado e capacitação de equipes comerciais. Entre minhas principais entregas estão o fortalecimento de parcerias estratégicas, a consolidação da marca Ihara na região e o crescimento expressivo em volume de vendas por meio de um atendimento consultivo e orientado a resultados.

REPRESENTANTE COMERCIAL

CORTEVA AGRISCIENCE | SÃO JOAQUIM DA BARRA, SÃO PAULO, BRASIL

07/2021 – 03/2025

Atuei como Representante Comercial de Crop Protection, conduzindo estratégias de expansão de mercado e posicionamento de portfólio junto às principais cooperativas da região – como Coplacana, Coplana, Coopercitrus, Copercana, Camda e Cocapec – abrangendo mais de 50 municípios. Fui responsável por fortalecer o relacionamento técnico e comercial com produtores e canais, impulsionando o crescimento das vendas e consolidando a presença da marca Corteva no segmento de cereais e outras culturas estratégicas. Entre os principais resultados alcançados, destaco a triplicação do faturamento regional, o fortalecimento de parcerias estratégicas e a integração de soluções biológicas e químicas, entregando maior valor agregado aos clientes e posicionando a empresa como referência em manejo sustentável e performance no campo.

REPRESENTANTE TÉCNICO DE VENDAS - PLENO

AGRIVALLE BRASIL | FRANCA, SÃO PAULO, BRASIL

07/2020 – 07/2021

Atuei como Representante Técnico de Vendas, responsável pelo atendimento estratégico a canais de distribuição e grandes clientes nas regiões do Alto Paranaíba e Alta Mogiana. Fui convidado a expandir minha atuação devido ao desempenho comercial e técnico, contribuindo para o crescimento da empresa e ampliação do market share em culturas como café, cana-de-açúcar e cereais. Entre minhas principais conquistas estão a expansão regional da marca, o treinamento de equipes comerciais, e o aumento expressivo da demanda por produtos biológicos, fortalecendo o posicionamento da Agrivalle como referência em inovação e sustentabilidade no agronegócio.

REPRESENTANTE TÉCNICO DE VENDAS - PLENO

CASA BUGRE | UBERABA, MINAS GERAIS, BRASIL

04/2018 – 07/2020

Atuei como Representante Técnico de Vendas, responsável pelo atendimento técnico e comercial a cooperativas, canais de distribuição, usinas e grandes produtores nas regiões do Triângulo Mineiro e Alto Paranaíba. Desenvolvi estratégias de expansão de mercado, treinamentos e ações de geração de demanda para as principais culturas da região – cana-de-açúcar, café, cereais e hortifrúti. Durante esse período, fui responsável pela expansão territorial da marca, aumento consistente do volume de vendas e fortalecimento do relacionamento com clientes estratégicos, consolidando a presença da Casa Bugre como referência técnica e comercial no setor.

ASSISTENTE TÉCNICO COMERCIAL

AGROBARROS | BATATAIS, SÃO PAULO, BRASIL

03/2018 – 04/2020

Atuei como Assistente Técnico Comercial, oferecendo suporte especializado a produtores das regiões de Batatais e Altinópolis. Realizei recomendações técnicas para as culturas de café, cana-de-açúcar, milho, soja e sorgo, além de executar análises de solo, regulagem de equipamentos agrícolas e acompanhamento de plantio e colheita. Contribuí para o aumento da eficiência operacional dos produtores e para o fortalecimento da presença comercial da AgroBarros na região, entregando soluções técnicas personalizadas e agregando valor ao manejo agrícola.

EDUCAÇÃO

MESTRADO EM PRODUÇÃO VEGETAL

INSTITUTO FEDERAL DO TRIÂNGULO MINEIRO

UBERABA, MG, BRASIL

NOVEMBRO 2024

BACHARELADO EM ENGENHARIA AGRONÔMICA

INSTITUTO FEDERAL DO TRIÂNGULO MINEIRO

UBERABA, MG, BRASIL

DEZEMBRO 2017

PRINCIPAIS CURSOS / SEMINÁRIOS

- **GERENCIAMENTO E MANEJO DE IRRIGAÇÃO – 10/2013**
- **CONTROLE BIOLÓGICO DE PRAGAS EM HORTALIÇAS – 11/2014**
- **MÉTODOS PARA ESTIMATIVA DE PRODUÇÃO DE FORRAGEM – 03/2015**
- **FERTILIDADE DO SOLO E NUTRIÇÃO DE PLANTAS - 04/2014**
- **BOVINOCULTURA DE CORTE, CRIA E RECRIA - 06/2016**
- **I SEMINÁRIO DE CAFEICULTURA DO IFTM - 11/2013**
- **II SEMINÁRIO DE CAFEICULTURA - 05/2015**
- **ADUBAÇÃO DE PASTAGENS - 03/2015**
- **CICLO DE PALESTRAS EM OLERICULTURA - 10/2014**
- **II SIMPÓSIO DE PASTAGENS (SIMPASTO) - 03/2015**
- **MINICURSO PRODUÇÃO E TECNOLOGIA DE SEMENTES DE FEIJÃO - 09/2015**
- **CURSO DE CASQUEAMENTO EM EQUINOS - 10/2016**

LICENÇA PROFISSIONAL

CREA-SP -CONSELHO REGIONAL DE ENGENHARIA E AGRONOMIA DE SÃO PAULO

NÚMERO DA LICENÇA: 2621276520

Outubro 2025.

Exhibit B: Advanced Degree Professional

FEDERATIVE REPUBLIC OF BRAZIL
MINISTRY OF EDUCATION
SECRETARIAT FOR PROFESSIONAL AND TECHNOLOGICAL EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO

FEDERAL INSTITUTE
Triângulo Mineiro

UBERABA CAMPUS

THE PRESIDENT OF THE FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO, in the exercise of his duties and in view of the completion of the *Stricto Sensu* Graduate Program **Master's Degree in Plant Production** on November 14, 2024, hereby confers the degree of **MASTER IN PLANT PRODUCTION** upon

CÉLIO CAETANO DE SOUSA JUNIOR

Brazilian, born in Franca/SP, on February 25, 1994, holder of Identity Card/CIN No. 35.274.214-8, issued by SSP/SP, and CPF No. 376.368.758-02, granting him this diploma so that he may enjoy all legal rights and prerogatives pertaining thereto.

Uberaba/MG, February 20, 2025.

-----// signature //-----
BRUNO PEREIRA GARCES
General Director of Uberaba Campus
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2024, Section 2, p. 13

-----// signature //-----
MARCELO PONCIANO DA SILVA
President of IFTM
Presidential Decree of 12/21/2023, published in the Federal Official Gazette on 12/22/2023, Section 2, p. 1

-----// signature //-----
Graduate

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Area of Concentration: Technologies for Agriculture in the Cerrado

CAPES Code: 32048017003F4

Master's Program in Plant Production, recognized by Ministerial Ordinance MEC No. 1041/2016, of 09/09/2016, Federal Official Gazette 09/12/2016, Section 1, p. 10.

Renewal of recognition by Ministerial Ordinance MEC No. 609, of March 14, 2019, Section 1, p. 13.

-----// signature //-----
GABRIELA FERNANDA SILVA BORGES
Coordinator of Academic Records and Control – Uberaba Campus
Ordinance IFTM No. 901/2011,
published in the Federal Official Gazette on 12/09/2011, Section 2, p. 19

DIPLOMA ISSUED BY THE FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO – UBERABA CAMPUS
CNPJ 10.695.891/0003-63
Institutional Reaccreditation: MEC Ordinance No. 553 of 06/21/2016, Federal Official Gazette 06/22/2016, Section 1, p. 15

Diploma registered under No. **415**, Book No. **2**, Page No. **209**, by delegation of authority from the Ministry of Education, pursuant to Law No. 9,394 of December 20, 1996; Decree No. 9,235 of December 15, 2017; and Law No. 11,892 of December 29, 2008, Article 2, Paragraph 3, Federal Official Gazette 12/30/2008.

Process No. 23200.003612/2025-60

Uberaba, Minas Gerais, September 12, 2025

-----// signature //-----
SIMONE REIS MENDES
Coordinator of Registration and Certification – IFTM
Ordinance IFTM No. 820/2025,
published in the Federal Official Gazette on 06/05/2025, Section 2, p. 24

033.486

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I, Raphael Michels Fantinato de Moura, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: October 28, 2025.**

REPÚBLICA FEDERATIVA DO BRASIL
MINISTÉRIO DA EDUCAÇÃO
SECRETARIA DE EDUCAÇÃO PROFISSIONAL E TECNOLÓGICA
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO

INSTITUTO FEDERAL
Triângulo Mineiro

CAMPUS UBERABA

O REITOR DO INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO, no uso de suas atribuições e tendo em vista a conclusão do Curso de Pós-Graduação *Stricto Sensu* em **Mestrado em Produção Vegetal**, na data de 14 de novembro de 2024, confere o título de **MESTRE EM PRODUÇÃO VEGETAL** a

CÉLIO CAETANO DE SOUSA JUNIOR

de nacionalidade brasileira, natural de Franca/SP, nascido em 25 de fevereiro de 1994, portador da carteira de identidade/CIN nº 35.274.214-8, órgão expedidor SSP/SP e CPF 376.368.758-02, e outorga-lhe o presente diploma, a fim de que possa gozar de todos os direitos e prerrogativas legais.

Uberaba/MG, 20 de fevereiro de 2025.

BRUNO PEREIRA GARCES
Diretor(a) Geral do Campus Uberaba
Portaria IFTM nº 8/2024,
publicada no DOU em 03/01/2024, seção 2, p. 13

MARCELO PONCIANO DA SILVA
Reitor(a) do IFTM
Decreto Presidencial de 21/12/2023,
publicado no DOU em 22/12/2023, seção 2, p. 1

Diplomado

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Área de concentração: Tecnologias para agricultura no Cerrado

Código CAPES: 32048017003F4

Programa de Mestrado em Produção Vegetal, reconhecido pela Portaria MEC nº 1041/2016, de 09/09/2016, DOU 12/09/2016, seção 1, p. 10.

Renovação de reconhecimento pela Portaria MEC Nº 609, de 14 de março de 2019, seção 1, pág. 13.

GABRIELA FERNANDA SILVA BORGES
Coordenador(a) de Registro e Controle Acadêmico Campus Uberaba
Portaria IFTM nº 901/2011,
publicada no DOU em 09/12/2011, seção 2, p. 19

DIPLOMA EXPEDIDO PELO INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO - CAMPUS UBERABA - CNPJ 10.695.891/0003-63

Recredenciamento Institucional: Portaria MEC nº 553 de 21/06/16, DOU 22/06/16, seção 1, p. 15

Diploma registrado sob o nº 415, livro nº 2, folha nº 209, por delegação de competência do Ministério da Educação, nos termos da Lei nº 9.394, de 20 de dezembro de 1996, do Decreto nº 9.235, de 15 de dezembro de 2017 e Lei nº 11.892, de 29 de dezembro de 2008, art. 2º, parágrafo 3º, DOU 30/12/2008.

Processo nº 23200.003612/2025-60

Uberaba/MG, 12 de setembro de 2025.

SIMONE REIS MENDES
Coordenador(a) de Registro e Certificação - IFTM
Portaria IFTM nº 820/2025,
publicada no DOU em 05/06/2025, seção 2, p. 24

033.486

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Ministry of Education
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO – UBERABA CAMPUS
Rua João Batista Ribeiro, 4000 – Neighborhood: Industrial District IV – Uberaba/MG – ZIP Code: 38064-790 – Phone: (34) 3319-6022.
Law establishing the Federal Institutes of Education, Science and Technology: No. 11,892, of 12/29/2008, Federal Official Gazette 12/30/2008, section 1, page 1.
Institutional Reaccreditation: MEC Ordinance No. 553, of 06/21/2016, section 1, p. 15, Federal Official Gazette of 06/22/2016.

ACADEMIC TRANSCRIPT

CAPES Registration Code – Sucupira Platform: 32048017003F4
Program: Master's in Plant Production
Field: Natural Resources
Authorizing Act: Renewal of Program Recognition – MEC Ordinance No. 398, of 05/29/2025, Federal Official Gazette 06/02/2025, issue 102, section 1, p. 41

Name: CÉLIO CAETANO DE SOUSA JUNIOR
Parents: CÉLIO CAETANO DE SOUSA
SILVIA APARECIDA CATIN SOUSA
Date of Birth: 02/25/1994 **CPF:** 376.368.758-02
Identity Card/CIN: 35.274.214-8 **Issuing authority/state:** SSP/SP
Place of Birth: FRANCA/SP **Nationality:** BRAZILIAN
Program Entry: MASTER'S 2022/1 **Classification:** 3 / AC (General Admission)
Previously Completed Degree: AGRICULTURAL ENGINEERING **Completion:** 2017
Institution: FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO
City: UBERABA **State:** MG

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Credits	Grade / Mark		Status
1ST Term										
2022	1	SOIL FERTILITY	VALDECI ORIOLI JÚNIOR - Dr.	Req.	60h	60h	4	90.00	A	PASS.
2022	1	PLANT PHYSIOLOGY	HAMILTON CÉSAR DE OLIVEIRA CHARLO – Dr.	Req.	60h	70h	4	72.30	B	PASS.
2022	1	APPLIED RESEARCH METHODOLOGY	EDIMO FERNANDO ALVES MOREIRA - Dr.	Req.	30h	36h	2	80.00	B	PASS.
2022	1	PLANT NUTRITION	HAMILTON CÉSAR DE OLIVEIRA CHARLO – Dr.	Elect.	60h	64h	4	62.50	C	PASS.
2022	1	SEMINARS I	JOSÉ LUIZ RODRIGUES TORRES – Dr.	Req.	30h	33h	2	91.61	A	PASS.
-	-	-	**SUBTOTAL**	-	**240h**	**263h**	**16**	-		-
2ND Term										
2022	2	INTEGRATED DISEASE MANAGEMENT IN CERRADO CROPS	DANIEL RUFINO AMARAL – Dr.	Elect.	45h	45h	3	92.00	A	PASS.
2022	2	SEMINARS II	JOSÉ LUIZ RODRIGUES TORRES - Dr.	Req.	30h	30h	2	70.00	B	PASS.
-	-	-	**SUBTOTAL**	-	**75h**	**75h**	**5**	-		-
3RD Term										
2022	2	AGRICULTURAL EXPERIMENTATION	EDIMO FERNANDO ALVES MOREIRA - Dr.	Elect.	60h	60h	4	70.00	B	PASS.
2022	2	INTEGRATED PEST MANAGEMENT IN CERRADO CROPS	PAULO EDUARDO BRANCO PAIVA – Dr.	Elect.	45h	45h	3	100.00	A	PASS.
2022	2	SPECIAL TOPICS I	DANIEL PENA PEREIRA – Dr.	Elect.	30h	32h	2	95.00	A	PASS.
-	-	-	**SUBTOTAL**	-	**135h**	**137h**	**9**	-		-
4TH Term										
2024	2	THESIS	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	30h	30h	2	83.00	B	PASS.
2024	2	QUALIFYING EXAMINATION	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	15h	15h	1	73.00	B	PASS.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, p. 19

BRUNO PEREIRA GARCES
GENERAL DIRECTOR
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, p. 13

THIS DOCUMENT IS NOT VALID IF ALTERED OR DEFACED

Ministry of Education
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO – UBERABA CAMPUS
Rua João Batista Ribeiro, 4000 – Neighborhood: Industrial District IV – Uberaba/MG – ZIP Code: 38064-790 – Phone: (34) 3319-6022.
Law establishing the Federal Institutes of Education, Science and Technology: No. 11,892, of 12/29/2008, Federal Official Gazette 12/30/2008, section 1, page 1.
Institutional Reaccreditation: MEC Ordinance No. 553, of 06/21/2016, section 1, p. 15, Federal Official Gazette of 06/22/2016.

Continuation of the Academic Transcript of CÉLIO CAETANO DE SOUSA JUNIOR – Master's Program in Plant Production

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Credits	Grade / Mark	Status
-	-	-	**SUBTOTAL**	-	**45h**	**45h**	**3**	-	-
-	-	-	**TOTAL**	-	**495h**	**520h**	**33**	-	-

Legend: Req. = Required Course; **Elect.** = Elective Course; **C.H.** = Credit Hours; **Sem.** = Semester; **APV.** = Transfer of Credits; **Pass.** = Passed; **Dr.** = Ph.D.; **PROF.** = Credit transfer by proficiency.

Grading System: Minimum passing grade: 60%. A = 90–100% – Student achieved excellent performance; B = 70–89% – Student achieved proficient performance; C = 60–69% – Student achieved minimum satisfactory performance; R = 0–59% – Student achieved did not meet the minimum required performance

Program Completion: November 14, 2024. **Diploma Issued:** February 20, 2025.

Passed the Language Proficiency Exam: English, on 10/08/2022. **Passed the Qualifying Exam on** 08/19/2024.

Approved in the Master's Thesis titled: "CHEMICAL INSECTICIDES AND ASSOCIATION WITH BIOLOGICAL AGENTS DURING THE VEGETATIVE STAGE INCREASE THE CONTROL OF Euschistus heros in SOYBEAN", on 11/14/2024, with a final grade of 83.00%, as recorded in Examining Committee Report No. 04/2024.

Advisor: Prof. Dr. PAULO EDUARDO BRANCO PAIVA

Examining Committee	Institution
Prof. Dr. PAULO EDUARDO BRANCO PAIVA	Federal Institute of Triângulo Mineiro
Prof. Dr. DANIEL RUFINO AMARAL	Federal Institute of Triângulo Mineiro
Prof. Dr. EDUARDO BUCSAN EMRICH	Federal Institute of Triângulo Mineiro

Having met all requirements established by the Regulations of the Master's Program in Plant Production, within the NATURAL RESOURCES field and accredited by the Coordination for the Improvement of Higher Education Personnel – CAPES of the Ministry of Education, the student was awarded the degree of MASTER IN PLANT PRODUCTION, Concentration Area: Technologies for Agriculture in the Cerrado – Research Line: PRODUCTION SYSTEMS IN THE CERRADO, on February 20, 2025.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, p. 19

BRUNO PEREIRA GARCES
GENERAL DIRECTOR
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, p. 13

THIS DOCUMENT IS NOT VALID IF ALTERED OR DEFACED

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL

Document electronically signed by GABRIELA FERNANDA SILVA BORGES, Coordinator of Academic Records and Control, on 10/08/2025, at 2:45 p.m. (official Brasília time), pursuant to Article 4, §3 of Decree No. 10.543, dated November 13, 2020.

BRUNO PEREIRA GARCES
GENERAL DIRECTOR

Document electronically signed by BRUNO PEREIRA GARCES, General Director, on 10/08/2025, at 3:45 p.m. (official Brasília time), pursuant to Article 4, §3 of Decree No. 10.543, dated November 13, 2020.

The authenticity of this document can be verified at https://ifmt.edu.br/autenticacao/ by entering the verification code **7D6B719** and the CRC code **A584E2A3**.

Reference: NUP: 23200.012412/2025-06 DOCS No. 0000769840

I, Raphael Michels Fantinato de Moura, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: October 29, 2025.**

Ministério da Educação
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO CAMPUS UBERABA
Rua João Batista Ribeiro, 4000 – Bairro: Distrito Industrial IV – Uberaba/MG - CEP: 38064-790 - Telefone: (34) 3319-6022.
Lei de criação dos Institutos Federais de Educação, Ciência e Tecnologia: nº 11.892, de 29/12/2008, DOU 30/12/2008, seção 1, página 1.
Recredenciamento Institucional: Portaria Mec nº 553, de 21/06/2016, seção 1, p. 15, DOU 22/06/2016.

HISTÓRICO ESCOLAR

Código Cadastro CAPES – Plataforma Sucupira: 32048017003F4

Curso: Mestrado em Produção Vegetal

Área: RECURSOS NATURAIS

Ato Autorizativo: Renovação de Reconhecimento de Curso - Renovação de Reconhecimento de Curso Portaria MEC Nº 398, de 29/05/2025, DOU 02/06/2025, edição 102, seção 1, p. 41

Nome: CÉLIO CAETANO DE SOUSA JUNIOR
Filiação: CÉLIO CAETANO DE SOUSA
SILVIA APARECIDA CATIN SOUSA
Data de Nascimento: 25/02/1994 **CPF:** 376.368.758-02
Identidade/CIN: 35.274.214-8 **Órgão expedidor/UF:** SSP/SP
Naturalidade: FRANCA/SP **Nacionalidade:** BRASILEIRA
Ingresso no Curso: MESTRADO 2022/1 **Classificação:** 3 / AC
Curso Concluído Anteriormente: ENGENHARIA AGRONÔMICA **Conclusão:** 2017
Estabelecimento: INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO
Cidade: UBERABA **Estado:** MG

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Créditos	Nota/ Conceito		Situação
1º Período										
2022	1	FERTILIDADE DO SOLO	VALDECI ORIOLI JÚNIOR - Dr.	Obr.	60h00	60h00	4	90.00	A	APD.
2022	1	FISIOLOGIA VEGETAL	HAMILTON CÉSAR DE OLIVEIRA CHARLO - Dr.	Obr.	60h00	70h00	4	72.30	B	APD.
2022	1	METODOLOGIA DE PESQUISA APLICADA	EDIMO FERNANDO ALVES MOREIRA - Dr.	Obr.	30h00	36h00	2	80.00	B	APD.
2022	1	NUTRIÇÃO DE PLANTAS	HAMILTON CÉSAR DE OLIVEIRA CHARLO - Dr.	Opt.	60h00	64h00	4	62.50	C	APD.
2022	1	SEMINÁRIOS I	JOSÉ LUIZ RODRIGUES TORRES - Dr.	Obr.	30h00	33h00	2	91.61	A	APD.
-	-	-	**SUBTOTAL**	-	**240h**	**263h**	**16**	-		-
2º Período										
2022	2	MANEJO INTEGRADO DE DOENÇAS EM CULTIVOS DE CERRADO	DANIEL RUFINO AMARAL - Dr.	Opt.	45h00	45h00	3	92.00	A	APD.
2022	2	SEMINÁRIOS II	JOSÉ LUIZ RODRIGUES TORRES - Dr.	Obr.	30h00	30h00	2	70.00	B	APD.
-	-	-	**SUBTOTAL**	-	**75h**	**75h**	**5**	-		-
3º Período										
2022	2	EXPERIMENTAÇÃO AGRÍCOLA	EDIMO FERNANDO ALVES MOREIRA - Dr.	Opt.	60h00	60h00	4	70.00	B	APD.
2022	2	MANEJO INTEGRADO DE PRAGAS EM CULTIVOS DE CERRADO	PAULO EDUARDO BRANCO PAIVA - Dr.	Opt.	45h00	45h00	3	100.00	A	APD.
2022	2	TÓPICOS ESPECIAIS I	DANIEL PENA PEREIRA - Dr.	Opt.	30h00	32h00	2	95.00	A	APD.
-	-	-	**SUBTOTAL**	-	**135h**	**137h**	**9**	-		-
4º Período										
2024	2	DISSERTAÇÃO	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	30h00	30h00	2	83.00	B	APD.
2024	2	EXAME DE QUALIFICAÇÃO	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	15h00	15h00	1	73.00	B	APD.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL
Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

Ministério da Educação
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO CAMPUS UBERABA
Rua João Batista Ribeiro, 4000 – Bairro: Distrito Industrial IV – Uberaba/MG - CEP: 38064-790 - Telefone: (34) 3319-6022.
Lei de criação dos Institutos Federais de Educação, Ciência e Tecnologia: nº 11.892, de 29/12/2008, DOU 30/12/2008, seção 1, página 1.
Recredenciamento Institucional: Portaria Mec nº 553, de 21/06/2016, seção 1, p. 15, DOU 22/06/2016.

Continuação do Histórico de CÉLIO CAETANO DE SOUSA JUNIOR, do curso Mestrado em Produção Vegetal

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Créditos	Nota/ Conceito	Situação
-	-	-	**SUBTOTAL**	-	**45h**	**45h**	**3**	-	-
-	-	-	**TOTAL GERAL**	-	**495h**	**520h**	**33**	-	-

Legenda: Obr. = Disciplina Obrigatória; **Opt.** = Disciplina Optativa; **C.H.** = Carga Horária; **Sem.** = Semestre; **APV.** = Aproveitamento de estudos. **APD.** = Aprovado; **Dr.** = Doutor; **PROF.** = Aproveitamento de estudos por Proficiência.

Sistema de Avaliação: Mínimo para promoção: 60%. Conceitos A: 90 a 100% - O aluno atingiu o desempenho com excelência; B: 70 a 89% - o aluno atingiu o desempenho com eficiência; C: 60 a 69% - o aluno atingiu o desempenho mínimo necessário; R: 0 a 59% - o aluno não atingiu o desempenho mínimo exigido.

Conclusão de Curso: 14 de novembro de 2024. **Expedição do Diploma:** 20 de fevereiro de 2025.

Aprovado(a) no Exame de Proficiência em Língua: Inglesa em 08/10/2022. **Aprovado(a) no Exame de Qualificação em** 19/08/2024

Aprovado(a) no trabalho de conclusão de curso intitulado: INSETICIDAS QUÍMICOS E ASSOCIAÇÃO COM BIOLÓGICOS NO ESTÁDIO VEGETATIVO AUMENTAM O CONTROLE DE Euschistus heros NA SOJA em 14/11/2024, com aproveitamento de 83.00% em banca examinadora. Ata nº 04/2024.

Orientador(a): Prof. Dr. PAULO EDUARDO BRANCO PAIVA

Banca Examinadora	Instituição
Prof. Dr. PAULO EDUARDO BRANCO PAIVA	Instituto Federal do Triângulo Mineiro
Prof. Dr. DANIEL RUFINO AMARAL	Instituto Federal do Triângulo Mineiro
Prof. Dr. EDUARDO BUCSAN EMRICH	Instituto Federal do Triângulo Mineiro

Tendo em vista que o(a) aluno(a) satisfez todas as exigências pertinentes a este grau, estabelecidas no Regulamento do Mestrado em Produção Vegetal, pertencente à área de RECURSOS NATURAIS e cadastrada na Coordenação de Aperfeiçoamento de Pessoal de Nível – CAPES do Ministério da Educação, foi-lhe conferido o diploma de MESTRE EM PRODUÇÃO VEGETAL, área de Concentração: Tecnologias para agricultura no Cerrado – Linha de Pesquisa: SISTEMAS PRODUTIVOS NO CERRADO em 20 de fevereiro de 2025.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL
Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO

Documento assinado eletronicamente por GABRIELA FERNANDA SILVA BORGES, COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO, em 08/10/2025, às 14:45, conforme horário oficial de Brasília, com fundamento no art. 4º, § 3º, do Decreto nº 10.543, de 13 de novembro de 2020.

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL

Documento assinado eletronicamente por BRUNO PEREIRA GARCES, DIRETOR(A) GERAL, em 08/10/2025, às 15:45, conforme horário oficial de Brasília, com fundamento no art. 4º, § 3º, do Decreto nº 10.543, de 13 de novembro de 2020.

A autenticidade deste documento pode ser conferida no site https://iftm.edu.br/autenticacao/ informando o código verificador **7D6B719** e o código CRC **A584E2A3**.

Referência: NUP: 23200.012412/2025-06 DOCS nº 0000769840



FEDERAL INSTITUTE OF
EDUCATION, SCIENCE AND TECHNOLOGY
Triângulo Mineiro

UBERABA CAMPUS

The President of The Federal Institute of Education, Science and Technology of Triângulo Mineiro, in the exercise of his duties and in view of the completion of the **BACHELOR'S IN AGRICULTURAL ENGINEERING** program on December 20, 2017, and the corresponding graduation ceremony on February 23, 2018, hereby confers the degree of Agricultural Engineer upon

CÉLIO CAETANO DE SOUSA JUNIOR

Brazilian, born in Franca, state of São Paulo, on February 25, 1994, holder of Identity Card No. 35.274.214-8, issued by SSP/SP, and CPF No. 376.368.758-02, granting him this diploma so that he may enjoy all legal rights and prerogatives pertaining thereto.

Uberaba (MG), April 6, 2018.

-----// signature //-----
Rodrigo Afonso Leitão
General Director of IFTM Uberaba Campus/MG
Ordinance IFTM No. 2015/2015

-----// signature //-----
Roberto Gil Rodrigues Almeida
President of IFTM.
Presidential Decree of 12/14/2015, published in the Federal Official Gazette on 12/15/2015, Section 2, p. 1

-----// signature //-----
Graduate

FEDERAL INSTITUTE OF TRIÂNGULO MINEIRO

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FEDERAL INSTITUTE OF TRIÂNGULO MINEIRO

Bachelor's Degree in Agricultural Engineering, recognized by Ministerial Ordinance MEC/SERES No. 47 of 01/23/2015, Federal Official Gazette 01/26/2015. Renewal of recognition by Ordinance No. 136/MEC/SERES of 03/01/2018, Federal Official Gazette 03/02/2018.

Diploma issued by the Federal Institute of Education, Science and Technology of Triângulo Mineiro – Uberaba Campus.

Uberaba / (MG), 04/06/2018.

Person in charge of registration – Campus

-----// signature //-----
Gabriela Fernanda Silva Borges
Coordinator of Academic Records and Control
Ordinance IFTM No. 1238/2013

Registration valid throughout the national territory, pursuant to Law No. 9,394 of 12/20/1996, Article 48, §1, and Law No. 11,892 of 12/29/2008, Article 2, §3, under No. 866, Book No. 03 – URA, Page No. 035, in accordance with Process No. 23200.001531/2018-04.

Date: 08/22/2018.

-----// signature //-----
Person in charge of registration – President's Office
Telma Ap. da Silva Santos
Coordinator of Registration and Certification
Ordinance No. 1.002 of 11/14/2012
IFTM

22863

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I, Raphael Michels Fantinato de Moura, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: October 28, 2025.**

INSTITUTO FEDERAL DE
EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
TRIÂNGULO MINEIRO

REPÚBLICA FEDERATIVA DO BRASIL

CAMPUS UBERABA

O Reitor do Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro, no uso de suas atribuições, tendo em vista a conclusão do Curso de **BACHARELADO EM ENGENHARIA AGRONÔMICA** em 20 de dezembro de 2017 e a respectiva colação de grau em 23 de fevereiro de 2018, confere o título de Engenheiro Agrônomo a

CÉLIO CAETANO DE SOUSA JUNIOR,

de nacionalidade Brasileira, natural de Franca, estado de São Paulo, nascido em 25 de fevereiro de 1994, portador da Cédula de Identidade nº. 35.274.214-8, órgão expedidor SSP/SP e CPF 376.368.758-02, outorgando-lhe o presente diploma a fim de que possa gozar todos os direitos e prerrogativas legais.

Uberaba (MG), 06 de abril de 2018.

Rodrigo Afonso Leitão
Diretor Geral do IFTM Campus Uberaba/MG
Port. IFTM nº 2015/2015

Roberto Gil Rodrigues Almeida
Reitor do IFTM.
Decreto Presidencial de 14/12/2015, Publicado no DOU em 15/12/2015, Seção 2, Pag. 1

Diplomado

IFTM

INSTITUTO FEDERAL DO TRIÂNGULO MINEIRO

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Curso de Bacharelado em Engenharia Agronômica, reconhecido pela Portaria MEC/SERES nº 47, de 23/01/2015, DOU 26/01/2015. Renovação de Reconhecimento pela Portaria nº 136/MEC/SERES, de 01/03/2018, DOU 02/03/2018.

Diploma expedido pelo Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – Campus Uberaba.

Uberaba / (MG), 06/04/2018.

Responsável pelo registro-Campus

Gabriela Fernanda Silva Borges
Coordenadora de Registro e Controle Acadêmico
Port. IFTM nº 1238/2013

Registro com validade em todo o território nacional, conforme Lei nº 9.394, de 20/12/1996, art. 48, § 1º, e Lei nº 11.892, de 29/12/2008, art. 2º, § 3º, sob o nº 866, Livro nº 03-URA, folha nº 035, conforme processo nº 23200.001531/2018-04.

Data: 22/08/2018.

Responsável pelo Registro-Reitoria
Telma Ap. da Silva Santos
Coordenadora de Registro e Certificação
Portaria nº 1.002-14/11/2012
IFTM

22863

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Ministry of Education
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF TRIÂNGULO MINEIRO – UBERABA CAMPUS
Rua João Batista Ribeiro, 4000 – Neighborhood: Industrial District IV – Uberaba/MG – ZIP Code: 38064-790 – Phone: (34) 3319-6022.
Law establishing the Federal Institutes of Education, Science and Technology: No. 11,892, of 12/29/2008, Federal Official Gazette 12/30/2008, section 1, page 1.
Institutional Reaccreditation: MEC Ordinance No. 553, of 06/21/2016, section 1, p. 15, Federal Official Gazette of 06/22/2016.

ACADEMIC TRANSCRIPT

e-MEC IFTM Code: 3165
Program: BACHELOR'S DEGREE IN AGRICULTURAL ENGINEERING
Program e-MEC Code: 1102068
Field: AGRARIAN SCIENCES
Authorizing Act: Renewal of Program Recognition – MEC/SERES ORDINANCE No. 110, OF 02/04/2021, Federal Official Gazette 02/05/2021, SECTION 1, PAGE 95.

Name: CÉLIO CAETANO DE SOUSA JUNIOR
Parents: CÉLIO CAETANO DE SOUSA
SILVIA APARECIDA CATIN SOUSA
Date of Birth: 02/25/1994 **CPF:** 376.368.758-02
Identity Card/CIN: 35.274.214-8 **Issuing authority/state:** SSP/SP
Place of Birth: FRANCA/SP **Nationality:** BRAZILIAN
Program Entry: UNIVERSITY ENTRANCE EXAM 2012/1 **Classification:** 23 /
Previously Completed Degree: HIGH SCHOOL **Completion:** 2011
Institution: JESUS MARIA JOSÉ SCHOOL
City: FRANCA **State:** SP

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Grade / Mark		Status
1ST Term									
2012	1	PLANT ANATOMY AND MORPHOLOGY	ROSELI BETONI BRAGANTE – Dr.	Req.	60h	60h	60.74	C	PASS.
2012	1	CELL BIOLOGY	FABIANA MARTINS BATISTA – Dr.	Req.	60h	60h	62.55	C	PASS.
2013	1	TECHNICAL DRAWING	HUMBERTO GOIS CANDIDO – Dr.	Req.	48h	48h	62.40	C	PASS.
2014	1	GENERAL PHYSICS	FLÁVIO ANTUNES COSTA – Bachelor's	Req.	60h	64h40	70.00	B	PASS.
2013	1	BASIC COMPUTING	JOSE CARLOS DOS SANTOS JESUS – Dr.	Req.	36h	42h	71.75	B	PASS.
2012	1	INTRODUCTION TO AGRONOMIC ENGINEERING	ROBSON THOMAZ THULER – Dr.	Req.	36h	36h	82.50	B	PASS.
2012	1	MATHEMATICS I	ALEX MEDEIROS DE CARVALHO – Dr.	Req.	60h	60h	60.00	C	PASS.
2012	1	RESEARCH METHODOLOGY I	HAROLDO SILVA VALLONE – Dr.	Req.	36h	36h	65.00	C	PASS.
2012	1	GENERAL CHEMISTRY	CLAUDIO GALENO CALDEIRA – MSc.	Req.	60h	60h	70.20	B	PASS.
-	-	-	**SUBTOTAL**	-	**456h**	**466h40**	-		-
2ND Term									
2013	2	COMPUTER-AIDED DESIGN	ANTONIO CARLOS BARRETO – Dr.	Req	36h	60h	73.18	B	PASS.
2012	2	ECOLOGY	ROBSON THOMAZ THULER – Dr. MARINA FARCIC MINEO – Dr.	Req	36h	36h	60.00	C	PASS.
2014	1	BASIC STATISTICS	ELISA NORBERTO FERREIRA SANTOS – Dr.	Req	60h	60h	60.00	C	PASS.
2013	2	MATHEMATICS II	ADRIANO DAWISON DE LIMA – Dr.	Req	60h	60h	71.50	B	PASS.
2013	2	GENERAL MICROBIOLOGY	GABRIEL ANTONIO NOGUEIRA NASCENTES – Dr.	Req	60h	65h20	60.50	C	PASS.
2012	2	AGRARIAN AND AGRICULTURAL ISSUES	WATSON ROGERIO DE AZEVEDO – Dr.	Req	48h	48h	74.00	B	PASS.
2014	2	ORGANIC CHEMISTRY	DAVI AUGUSTO DE LIMA GUIMARAES – MSc. WESLEY DA SILVA BORGES – Dr. BRUNNO BORGES CANELHAS – Dr.	Req	60h	66h40	69.40	C	PASS.
2012	2	PLANT SYSTEMATICS	ROSELI BETONI BRAGANTE – Dr.	Req	60h	64h	60.40	C	PASS.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, page 19

BRUNO PEREIRA GARCES
GENERAL DIRECTOR
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, page 13

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Continuation of the Academic Transcript of CÉLIO CAETANO DE SOUSA JUNIOR – BACHELOR'S DEGREE IN AGRICULTURAL ENGINEERING

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Grade / Mark		Status
2014	2	ZOOLOGY	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	48h	72h	62.40	C	PASS.
-	-	-	**SUBTOTAL**	-	**468h**	**562h**	-		-
3RD Term									
2015	1	AGROMETEOROLOGY	MÁRCIO JOSÉ DE SANTANA – Dr.	Req.	48h	36h40	63.50	C	PASS.
2014	1	BIOCHEMISTRY	FERNANDA BARBOSA BORGES JARDIM – Dr. DAVI AUGUSTO DE LIMA GUIMARAES – MSc.	Req.	72h	72h	60.00	C	PASS.
2014	2	RURAL CONSTRUCTIONS AND INSTALLATIONS	JOSÉ HUMBERTO DE OLIVEIRA FILHO – Dr.	Req.	48h	48h	62.20	C	PASS.
2014	1	EXPERIMENTAL STATISTICS	ELISA NORBERTO FERREIRA SANTOS – Dr.	Req.	60h	64h	68.10	C	PASS.
2013	1	AGRICULTURAL MECHANIZATION I	FLÁVIA JANAINA CARVALHO BRANDÃO – Bachelor's	Req.	60h	63h20	61.50	C	PASS.
2013	1	RESEARCH METHODOLOGY II	HAROLDO SILVA VALLONE – Dr.	Req.	36h	36h	69.00	C	PASS.
2013	2	ANALYTICAL CHEMISTRY	ROBSON THOMAZ THULER – Dr. CLAUDIO GALENO CALDEIRA – MSc.	Req.	60h	63h20	62.68	C	PASS.
2013	1	TOPOGRAPHY I	ANTONIO CARLOS BARRETO – Dr.	Req.	60h	65h20	61.00	C	PASS.
-	-	-	**SUBTOTAL**	-	**444h**	**448h40**	-		-
4TH Term									
2013	2	GENERAL ENTOMOLOGY	ROBSON THOMAZ THULER – Dr.	Req.	60h	82h40	66.52	C	PASS.
2014	2	GENERAL PHYTOPATHOLOGY	DANIEL RUFINO AMARAL – Dr.	Req.	60h	60h	61.90	C	PASS.
2016	2	BASIC GENETICS	RAMON VINICIUS DE ALMEIDA – Dr.	Req.	60h	66h40	61.05	C	PASS.
2013	2	GEOPROCESSING	HUMBERTO GOIS CANDIDO – Dr.	Req.	36h	36h	74.00	B	PASS.
2017	1	AGRICULTURAL MECHANIZATION II	ADLEY CAMARGO ZIVIANI – Dr.	Req.	60h	70h	62.00	C	PASS.
2014	2	SOIL SCIENCE	ADELAR JOSE FABIAN – Dr.	Req.	48h	50h40	63.35	C	PASS.
2014	2	TOPOGRAPHY II	MAYTÊ MARIA ABREU PIRES DE MELO SILVA – Dr.	Req.	48h	61h20	60.00	C	PASS.
2013	2	GENERAL ANIMAL SCIENCE	VERIDIANA APARECIDA LIMAO BARBERO – MSc.	Req.	48h	48h	60.18	C	PASS.
-	-	-	**SUBTOTAL**	-	**420h**	**475h20**	-		-
5TH Term									
2014	1	APPLIED ENTOMOLOGY	ROBSON THOMAZ THULER – Dr.	Req.	60h	88h40	69.44	C	PASS.
2016	2	SOIL FERTILITY	VALDECI ORIOLI JÚNIOR – Dr.	Req.	60h	60h	60.32	C	PASS.
2015	1	SOIL PHYSICS	ADELAR JOSE FABIAN – Dr.	Req.	48h	53h20	72.00	B	PASS.
2017	2	PLANT PHYSIOLOGY	VICTOR PEÇANHA DE MIRANDA COELHO – Dr.	Req.	60h	60h40	67.00	C	PASS.
2014	1	APPLIED PHYTOPATHOLOGY	DANIEL RUFINO AMARAL – Dr.	Req.	60h	70h40	64.30	C	PASS.
2014	1	AGRICULTURAL HYDROLOGY	RENATO FARIAS DO VALLE JUNIOR – Dr.	Req.	48h	53h20	60.47	C	PASS.
2017	2	PLANT BREEDING	RAMON VINICIUS DE ALMEIDA – Dr.	Req.	60h	70h	60.15	C	PASS.
2015	1	IRRIGATION METHODS	ANTONIO CARLOS BARRETO – Dr.	Req.	60h	73h20	60.00	C	PASS.
-	-	-	**SUBTOTAL**	-	**456h**	**530h**	-		-
6TH Term									
2016	2	COMPLEMENTARY ACTIVITIES	AMERICO IORIO CIOCIOLA JUNIOR – Dr.	Req.	20h	20h	-	-	PASS.
2015	2	CROP SCIENCE I (CORN, WHEAT, AND SORGHUM)	RAMON VINICIUS DE ALMEIDA – Dr. WATSON ROGERIO DE AZEVEDO – Dr. VALDECI ORIOLI JÚNIOR – Dr.	Req.	60h	60h	60.20	C	PASS.
2014	2	FORAGE CROPS	DAWSON JOSE GUIMARAES FARIA – Dr.	Req.	36h	36h	84.40	B	PASS.
2017	2	AGRICULTURAL HYDRAULICS	RENATO FARIAS DO VALLE JUNIOR – Dr.	Req.	60h	48h	69.10	C	PASS.
2014	2	WEED MANAGEMENT	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	60h	60h	62.10	C	PASS.
2015	2	SOIL AND WATER MANAGEMENT AND CONSERVATION	JOSÉ LUIZ RODRIGUES TORRES – Dr.	Req.	60h	67h20	64.75	C	PASS.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, page 19

BRUNO PEREIRA GARCES
GENERAL DIRECTOR
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, page 13

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Continuation of the Academic Transcript of CÉLIO CAETANO DE SOUSA JUNIOR – BACHELOR'S DEGREE IN AGRICULTURAL ENGINEERING

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Grade / Mark		Status
2015	2	WATER							
2015	2	PLANT NUTRITION	VALDECI ORIOLI JÚNIOR – Dr.	Req.	48h	48h	62.90	C	PASS.
2014	2	PESTICIDE APPLICATION TECHNOLOGY	DANIEL RUFINO AMARAL – Dr.	Req.	48h	52h	60.40	C	PASS.
2015	2	PROPAGATION MATERIAL PRODUCTION AND TECHNOLOGY	DANIEL PENA PEREIRA – Dr.	Req.	84h	84h40	66.94	C	PASS.
2015	2	UNDERGRADUATE THESIS I	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	20h	0h	100.00	A	PASS.
-	-	-	**SUBTOTAL**	-	**496h**	**476h**	-		-
7TH Term									
2015	1	COMPLEMENTARY ACTIVITIES	AMERICO IORIO CIOCIOLA JUNIOR – Dr.	Req.	20h	20h	-	-	PASS.
2015	1	BIOTECHNOLOGY	RAMON VINICIUS DE ALMEIDA – Dr.	Req.	48h	52h	60.00	C	PASS.
2015	1	FOOD CHEMISTRY	ELAINE DONATA CIABOTTI – MSc.	Req.	48h	50h40	65.00	C	PASS.
2016	1	APPLIED ECONOMICS	NILO SERGIO FERREIRA DE ANDRADE – Dr.	Req.	48h	52h40	65.50	C	PASS.
2015	1	CROP SCIENCE II (SUGARCANE, RICE)	VALDECI ORIOLI JÚNIOR – Dr.	Req.	60h	60h	79.20	B	PASS.
2016	1	FRUIT GROWING I (CITRUS, PINEAPPLE, PASSION FRUIT)	OLEGARIO PINHEIRO DE SOUZA – Dr. PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	60h	68h40	75.75	B	PASS.
2017	2	FOREST MANAGEMENT AND PRODUCTION	DANIEL PENA PEREIRA – Dr.	Req.	60h	60h	80.00	B	PASS.
2016	1	VEGETABLE PRODUCTION I	EDUARDO BUCSAN EMRICH – Dr.	Req.	60h	70h	62.32	C	PASS.
2015	1	ELECTIVE I – (TEMPERATE-CLIMATE FRUIT GROWING – PEACH, GRAPE, FIG, AND OTHERS)	OLEGARIO PINHEIRO DE SOUZA – Dr. PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	36h	38h	84.60	B	PASS.
2017	1	IRRIGATION PROJECTS	ANTONIO CARLOS BARRETO – Dr.	Req.	48h	56h	60.50	C	PASS.
2015	1	UNDERGRADUATE THESIS II	PAULO EDUARDO BRANCO PAIVA – Dr.	Req.	20h	0h	80.00	B	PASS.
-	-	-	**SUBTOTAL**	-	**508h**	**528h**	-		-
8TH Term									
2015	2	COMPLEMENTARY ACTIVITIES	AMERICO IORIO CIOCIOLA JUNIOR – Dr.	Req.	20h	20h	-	-	PASS.
2015	2	AGRICULTURAL DRAINAGE	ANTONIO CARLOS BARRETO – Dr.	Req.	36h	40h	69.50	C	PASS.
2015	2	CROP SCIENCE III (SOYBEAN, BEAN, CASSAVA)	MÁRCIO JOSÉ DE SANTANA – Dr. HAROLDO SILVA VALLONE – Dr. ANA CAROLINA FAVERO – Dr.	Req.	60h	73h20	70.92	B	PASS.
2016	2	FRUIT GROWING II (BANANA, GUAVA, PAPAYA, AND OTHERS)	ANA CAROLINA FAVERO – Dr.	Req.	60h	63h20	72.25	B	PASS.
2016	2	AGRIBUSINESS MANAGEMENT	NILO SERGIO FERREIRA DE ANDRADE – Dr.	Req.	60h	72h40	68.20	C	PASS.
2016	2	IRRIGATION MANAGEMENT	MÁRCIO JOSÉ DE SANTANA – Dr.	Req.	60h	60h40	63.80	C	PASS.
2017	2	VEGETABLE PRODUCTION II	EDUARDO BUCSAN EMRICH – Dr.	Req.	60h	-	-	-	ENR.
2015	2	ELECTIVE II –(ORGANIC FOOD PRODUCTION)	HAROLDO SILVA VALLONE – Dr.	Req.	36h	38h	85.00	B	PASS.
2015	2	TECHNOLOGY AND PROCESSING OF PLANT-BASED PRODUCTS	CARLOS ANTONIO ALVARENGA GONCALVES – Dr.	Req.	48h	51h20	83.00	B	PASS.
2016	2	UNDERGRADUATE THESIS III	MYCHELLE CARVALHO – Dr.	Req.	20h	0h	70.00	B	PASS.
-	-	-	**SUBTOTAL**	-	**460h**	**419h20**	-		-
9TH Term									
2015	1	AGROECOLOGY	HAROLDO SILVA VALLONE – Dr.	Req.	36h	40h	81.00	B	PASS.
2017	1	AGRICULTURAL LAND CAPABILITY	JOSÉ LUIZ RODRIGUES TORRES – Dr.	Req.	36h	40h	65.20	C	PASS.
2016	1	COMPLEMENTARY ACTIVITIES	AMERICO IORIO CIOCIOLA JUNIOR – Dr.	Req.	20h	20h	-	-	PASS.
2016	1	RURAL EXTENSION AND COOPERATIVISM	MARIA DAS GRACAS ASSUNCAO DO CARMO – MSc.	Req.	48h	50h40	79.50	B	PASS.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, page 19

BRUNO PEREIRA GARCES
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Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, page 13

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THIS DOCUMENT IS NOT VALID IF ALTERED OR DEFACED

Continuation of the Academic Transcript of CÉLIO CAETANO DE SOUSA JUNIOR – BACHELOR'S DEGREE IN AGRICULTURAL ENGINEERING

Year	Sem.	Course	Faculty – Degree	Type	Required Hours (Required C.H.)	Completed Hours (Completed C.H.)	Grade / Mark		Status
2017	1	CROP PRODUCTION IV (COFFEE, COTTON)	HAROLDO SILVA VALLONE – Dr. SIMONE APARECIDA DA SILVA – Dr.	Req.	60h	66h40	62.20	C	PASS.
2016	1	ELECTIVE III – (SEED PATHOLOGY)	DANIEL RUFINO AMARAL – Dr.	Req.	36h	40h	78.50	B	PASS.
2017	1	LANDSCAPING AND GARDENING	MYCHELLE CARVALHO – Dr.	Req.	60h	63h20	64.00	C	ENR.
2015	1	RURAL SOCIOLOGY	WILSON AUGUSTO COSTA CABRAL – MSc.	Req.	48h	56h	83.00	B	PASS.
2016	1	TECHNOLOGY AND PROCESSING OF ANIMAL PRODUCTS	MARLENE JERONIMO – Dr. LUCAS ARANTES PEREIRA – Dr.	Req.	48h	49h20	69.10	C	PASS.
2017	1	UNDERGRADUATE THESIS IV	MYCHELLE CARVALHO – Dr.	Req.	20h	0h	80.00	B	PASS.
-	-	-	**SUBTOTAL**	-	**412h**	**426h**	-		-
10TH Term									
2017	2	MANDATORY SUPERVISED INTERNSHIP	MÁRCIO JOSÉ DE SANTANA – Dr.	Req.	280h	280h	94.00	A	PASS.
2017	2	UNDERGRADUATE THESIS V	EDUARDO BUCSAN EMRICH – Dr.	Req.	20h	20h	92.00	A	PASS.
-	-	-	**SUBTOTAL**	-	**300h**	**300h**	-		-
-	-	-	**TOTAL HOURS**	-	**4420h**	**4602h**	-		-

Internship: Institution: Cooperative of Rural Entrepreneurs of Triângulo Mineiro – Certrim. City: Uberaba/MG. Area: Technical Assistance and Retail. Period: From 08/21/2017 to 11/03/2017. Workload: 280 hours. Defense Date: 11/29/2017. Performance: 94.0%. Grade: A. Advisor: Márcio José de Santana – Dr.

Undergraduate Thesis: Title: Lettuce yield as a function of applying a low-solubility phosphorus source. Defense Date: 11/30/2017. Grade: 92.0/A.

ENADE: ENADE 2012 – Student exempted from taking ENADE due to the triennial calendar.
ENADE: ENADE 2017 – Student exempted from taking ENADE due to the triennial calendar.

Legend: Req. = Required Course; **Elect.** = Elective Course; **C.H.** = Credit Hours; **Sem.** = Semester; **APV.** = Transfer of Credits; **PASS.** = Passed; **ENR.** = Enrolled; **Dr.** = Ph.D.; **MSc. =** Master's; **PROF.** = Credit transfer by proficiency.

Note: This second copy of the transcript replaces the first one issued on 04/06/2018.

Grading System: Minimum passing grade: 60%. A = 90–100% – Student achieved excellent performance; B = 70–89% – Student achieved proficient performance; C = 60–69% – Student achieved minimum satisfactory performance; R = 0–59% – Student achieved did not meet the minimum required performance

Program Completion: December 20, 2017. **Degree Conferral:** February 23, 2018. **Diploma Issued:** April 6, 2018.

Uberaba, October 8, 2025.

GABRIELA FERNANDA SILVA BORGES
COORDINATOR OF ACADEMIC RECORDS AND CONTROL
Ordinance IFTM No. 901/2011, published in the Federal Official Gazette on 12/09/2011, Section 2, page 19

BRUNO PEREIRA GARCES
GENERAL DIRECTOR
Ordinance IFTM No. 8/2024, published in the Federal Official Gazette on 01/03/2011, Section 2, page 13

I, Raphael Michels Fantinato de Moura, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura.

Date: October 29, 2025.

Ministério da Educação
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO CAMPUS UBERABA
Rua João Batista Ribeiro, 4000 – Bairro: Distrito Industrial IV – Uberaba/MG - CEP: 38064-790 - Telefone: (34) 3319-6022.
Lei de criação dos Institutos Federais de Educação, Ciência e Tecnologia: nº 11.892, de 29/12/2008, DOU 30/12/2008, seção 1, página 1.
Recredenciamento Institucional: Portaria Mec nº 553, de 21/06/2016, seção 1, p. 15, DOU 22/06/2016.

HISTÓRICO ESCOLAR

Código e-MEC IFTM: 3165

Curso: BACHARELADO EM ENGENHARIA AGRONÔMICA

Código e-MEC do curso: 1102068

Área: CIÊNCIAS AGRÁRIAS

Ato Autorizativo: Renovação de Reconhecimento de Curso - PORTARIA MEC/SERES Nº 110, DE 04/02/2021, DOU 05/02/2021, SEÇÃO 1, PÁGINA 95.

Nome: CELIO CAETANO DE SOUSA JUNIOR
Filiação: CÉLIO CAETANO DE SOUSA
SILVIA APARECIDA CATIN SOUSA
Data de Nascimento: 25/02/1994 **CPF:** 376.368.758-02
Identidade/CIN: 35.274.214-8 **Órgão expedidor/UF:** SSP/SP
Naturalidade: FRANCA/SP **Nacionalidade:** BRASILEIRA
Ingresso no Curso: VESTIBULAR 2012/1 **Classificação:** 23 /
Curso Concluído Anteriormente: ENSINO MÉDIO **Conclusão:** 2011
Estabelecimento: COLÉGIO JESUS MARIA JOSÉ
Cidade: FRANCA **Estado:** SP

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Nota/ Conceito		Situação
1º Período									
2012	1	ANATOMIA E MORFOLOGIA VEGETAL	ROSELI BETONI BRAGANTE - Dra.	Obr.	60h00	60h00	60.74	C	APD.
2012	1	BIOLOGIA CELULAR	FABIANA MARTINS BATISTA - Dra.	Obr.	60h00	60h00	62.55	C	APD.
2013	1	DESENHO TÉCNICO	HUMBERTO GOIS CANDIDO - Dr.	Obr.	48h00	48h00	62.40	C	APD.
2014	1	FÍSICA GERAL	FLÁVIO ANTUNES COSTA - Grad.	Obr.	60h00	64h40	70.00	B	APD.
2013	1	INFORMÁTICA BÁSICA	JOSE CARLOS DOS SANTOS JESUS - Dr.	Obr.	36h00	42h00	71.75	B	APD.
2012	1	INTRODUÇÃO À ENGENHARIA AGRONÔMICA	ROBSON THOMAZ THULER - Dr.	Obr.	36h00	36h00	82.50	B	APD.
2012	1	MATEMÁTICA I	ALEX MEDEIROS DE CARVALHO - Dr.	Obr.	60h00	60h00	60.00	C	APD.
2012	1	METODOLOGIA DE PESQUISA I	HAROLDO SILVA VALLONE - Dr.	Obr.	36h00	36h00	65.00	C	APD.
2012	1	QUÍMICA GERAL	CLAUDIO GALENO CALDEIRA - Me.	Obr.	60h00	60h00	70.20	B	APD.
-	-	-	**SUBTOTAL**	-	**456h**	**466h40**	-		-
2º Período									
2013	2	DESENHO ASSISTIDO POR COMPUTADOR	ANTONIO CARLOS BARRETO - Dr.	Obr.	36h00	60h00	73.18	B	APD.
2012	2	ECOLOGIA	ROBSON THOMAZ THULER - Dr. MARINA FARCIC MINEO - Dra.	Obr.	36h00	36h00	60.00	C	APD.
2014	1	ESTATÍSTICA BÁSICA	ELISA NORBERTO FERREIRA SANTOS - Dra.	Obr.	60h00	60h00	60.00	C	APD.
2013	2	MATEMÁTICA II	ADRIANO DAWISON DE LIMA - Dr.	Obr.	60h00	60h00	71.50	B	APD.
2013	2	MICROBIOLOGIA GERAL	GABRIEL ANTONIO NOGUEIRA NASCENTES - Dr.	Obr.	60h00	65h20	60.50	C	APD.
2012	2	QUESTÕES AGRÁRIAS E AGRÍCOLAS	WATSON ROGERIO DE AZEVEDO - Dr.	Obr.	48h00	48h00	74.00	B	APD.
2014	2	QUÍMICA ORGÂNICA	DAVI AUGUSTO DE LIMA GUIMARAES - Me. WESLEY DA SILVA BORGES - Dr. BRUNNO BORGES CANELHAS - Dr.	Obr.	60h00	66h40	69.40	C	APD.
2012	2	SISTEMÁTICA VEGETAL	ROSELI BETONI BRAGANTE - Dra.	Obr.	60h00	64h00	60.40	C	APD.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL
Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

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Continuação do Histórico de CELIO CAETANO DE SOUSA JUNIOR, do curso BACHARELADO EM ENGENHARIA AGRONÔMICA

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Nota/ Conceito		Situação
2014	2	ZOOLOGIA	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	48h00	72h00	62.40	C	APD.
-	-	-	**SUBTOTAL**	-	**468h**	**532h**	-		-
3º Período									
2015	1	AGROMETEOROLOGIA	MÁRCIO JOSÉ DE SANTANA - Dr.	Obr.	48h00	36h40	63.50	C	APD.
2014	1	BIOQUÍMICA	FERNANDA BARBOSA BORGES JARDIM - Dra. DAVI AUGUSTO DE LIMA GUIMARAES - Me.	Obr.	72h00	72h00	60.00	C	APD.
2014	2	CONSTRUÇÕES E INSTALAÇÕES RURAIS	JOSÉ HUMBERTO DE OLIVEIRA FILHO - Dr.	Obr.	48h00	48h00	62.20	C	APD.
2014	1	ESTATÍSTICA EXPERIMENTAL	ELISA NORBERTO FERREIRA SANTOS - Dra.	Obr.	60h00	64h00	68.10	C	APD.
2013	1	MECANIZAÇÃO AGRÍCOLA I	FLÁVIA JANAINA CARVALHO BRANDÃO - Grad.	Obr.	60h00	63h20	61.50	C	APD.
2013	1	METODOLOGIA DE PESQUISA II	HAROLDO SILVA VALLONE - Dr.	Obr.	36h00	36h00	69.00	C	APD.
2013	2	QUÍMICA ANALÍTICA	ROBSON THOMAZ THULER - Dr. CLAUDIO GALENO CALDEIRA - Me.	Obr.	60h00	63h20	62.68	C	APD.
2013	1	TOPOGRAFIA I	ANTONIO CARLOS BARRETO - Dr.	Obr.	60h00	65h20	61.00	C	APD.
-	-	-	**SUBTOTAL**	-	**444h**	**448h40**	-		-
4º Período									
2013	2	ENTOMOLOGIA GERAL	ROBSON THOMAZ THULER - Dr.	Obr.	60h00	82h40	66.52	C	APD.
2014	2	FITOPATOLOGIA GERAL	DANIEL RUFINO AMARAL - Dr.	Obr.	60h00	60h00	61.90	C	APD.
2016	2	GENÉTICA BÁSICA	RAMON VINICIUS DE ALMEIDA - Dr.	Obr.	60h00	66h40	61.05	C	APD.
2013	2	GEOPROCESSAMENTO	HUMBERTO GOIS CANDIDO - Dr.	Obr.	36h00	36h00	74.00	B	APD.
2017	1	MECANIZAÇÃO AGRÍCOLA II	ADLEY CAMARGO ZIVIANI - Dr.	Obr.	60h00	70h00	62.00	C	APD.
2014	2	PEDOLOGIA	ADELAR JOSE FABIAN - Dr.	Obr.	48h00	50h40	63.35	C	APD.
2014	2	TOPOGRAFIA II	MAYTÊ MARIA ABREU PIRES DE MELO SILVA - Dra.	Obr.	48h00	61h20	60.00	C	APD.
2013	2	ZOOTECNIA GERAL	VERIDIANA APARECIDA LIMAO BARBERO - Ma.	Obr.	48h00	48h00	60.18	C	APD.
-	-	-	**SUBTOTAL**	-	**420h**	**475h20**	-		-
5º Período									
2014	1	ENTOMOLOGIA APLICADA	ROBSON THOMAZ THULER - Dr.	Obr.	60h00	88h40	69.44	C	APD.
2016	2	FERTILIDADE DO SOLO	VALDECI ORIOLI JÚNIOR - Dr.	Obr.	60h00	60h00	60.32	C	APD.
2015	1	FÍSICA DO SOLO	ADELAR JOSE FABIAN - Dr.	Obr.	48h00	53h20	72.00	B	APD.
2017	2	FISIOLOGIA VEGETAL	VICTOR PEÇANHA DE MIRANDA COELHO - Dr.	Obr.	60h00	60h40	67.00	C	APD.
2014	1	FITOPATOLOGIA APLICADA	DANIEL RUFINO AMARAL - Dr.	Obr.	60h00	70h40	64.30	C	APD.
2014	1	HIDROLOGIA AGRÍCOLA	RENATO FARIAS DO VALLE JUNIOR - Dr.	Obr.	48h00	53h20	60.47	C	APD.
2017	2	MELHORAMENTO VEGETAL	RAMON VINICIUS DE ALMEIDA - Dr.	Obr.	60h00	70h00	60.15	C	APD.
2015	1	MÉTODOS DE IRRIGAÇÃO	ANTONIO CARLOS BARRETO - Dr.	Obr.	60h00	73h20	60.00	C	APD.
-	-	-	**SUBTOTAL**	-	**456h**	**530h**	-		-
6º Período									
2016	2	ATIVIDADES COMPLEMENTARES	AMERICO IORIO CIOCIOLA JUNIOR - Dr.	Obr.	20h00	20h00	-	-	APD.
2015	2	FITOTECNIA I (MILHO, TRIGO E SORGO)	RAMON VINICIUS DE ALMEIDA - Dr. WATSON ROGERIO DE AZEVEDO - Dr. VALDECI ORIOLI JÚNIOR - Dr.	Obr.	60h00	60h00	60.20	C	APD.
2014	2	FORRAGICULTURA	DAWSON JOSE GUIMARAES FARIA - Dr.	Obr.	36h00	36h00	84.40	B	APD.
2017	2	HIDRÁULICA AGRÍCOLA	RENATO FARIAS DO VALLE JUNIOR - Dr.	Obr.	60h00	48h00	69.10	C	APD.
2014	2	MANEJO DE PLANTAS DANINHAS	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	60h00	60h00	62.10	C	APD.
2015	2	MANEJO E CONSERVAÇÃO DO SOLO E DA	JOSÉ LUIZ RODRIGUES TORRES - Dr.	Obr.	60h00	67h20	64.75	C	APD.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL
Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

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Continuação do Histórico de CELIO CAETANO DE SOUSA JUNIOR, do curso BACHARELADO EM ENGENHARIA AGRONÔMICA

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Nota/ Conceito		Situação
2015	2	ÁGUA							
2015	2	NUTRIÇÃO DE PLANTAS	VALDECI ORIOLI JÚNIOR - Dr.	Obr.	48h00	48h00	62.90	C	APD.
2014	2	TECNOLOGIA DE APLICAÇÃO DE AGROTÓXICOS	DANIEL RUFINO AMARAL - Dr.	Obr.	48h00	52h00	60.40	C	APD.
2015	2	TECNOLOGIA E PRODUÇÃO DE MATERIAL PROPAGATIVO	DANIEL PENA PEREIRA - Dr.	Obr.	84h00	84h40	66.94	C	APD.
2015	2	TRABALHO DE CONCLUSÃO DE CURSO I	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	20h00	0h00	100.00	A	APD.
-	-	-	**SUBTOTAL**	-	**496h**	**476h**	-		-
7º Período									
2015	1	ATIVIDADES COMPLEMENTARES	AMERICO IORIO CIOCIOLA JUNIOR - Dr.	Obr.	20h00	20h00	-	-	APD.
2015	1	BIOTECNOLOGIA	RAMON VINICIUS DE ALMEIDA - Dr.	Obr.	48h00	52h00	60.00	C	APD.
2015	1	BROMATOLOGIA	ELAINE DONATA CIABOTTI - Ma.	Obr.	48h00	50h40	65.00	C	APD.
2016	1	ECONOMIA APLICADA	NILO SERGIO FERREIRA DE ANDRADE - Dr.	Obr.	48h00	52h40	65.50	C	APD.
2015	1	FITOTECNIA II (CANA-DE-AÇÚCAR, ARROZ)	VALDECI ORIOLI JÚNIOR - Dr.	Obr.	60h00	60h00	79.20	B	APD.
2016	1	FRUTICULTURA I (CITROS, ABACAXI, MARACUJÁ)	OLEGARIO PINHEIRO DE SOUZA - Dr. PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	60h00	68h40	75.75	B	APD.
2017	2	MANEJO E PRODUÇÃO FLORESTAL	DANIEL PENA PEREIRA - Dr.	Obr.	60h00	60h00	80.00	B	APD.
2016	1	OLERICULTURA I	EDUARDO BUCSAN EMRICH - Dr.	Obr.	60h00	70h00	62.32	C	APD.
2015	1	OPTATIVA I - (FRUTICULTURA DE CLIMA TEMPERADO (PÊSSEGO, UVA, FIGO E OUTROS))	OLEGARIO PINHEIRO DE SOUZA - Dr. PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	36h00	38h00	84.60	B	APD.
2017	1	PROJETOS DE IRRIGAÇÃO	ANTONIO CARLOS BARRETO - Dr.	Obr.	48h00	56h00	60.50	C	APD.
2015	1	TRABALHO DE CONCLUSÃO DE CURSO II	PAULO EDUARDO BRANCO PAIVA - Dr.	Obr.	20h00	0h00	80.00	B	APD.
-	-	-	**SUBTOTAL**	-	**508h**	**528h**	-		-
8º Período									
2015	2	ATIVIDADES COMPLEMENTARES	AMERICO IORIO CIOCIOLA JUNIOR - Dr.	Obr.	20h00	20h00	-	-	APD.
2015	2	DRENAGEM AGRÍCOLA	ANTONIO CARLOS BARRETO - Dr.	Obr.	36h00	40h00	69.50	C	APD.
2015	2	FITOTECNIA III (SOJA, FEIJÃO, MANDIOCA)	MÁRCIO JOSÉ DE SANTANA - Dr. HAROLDO SILVA VALLONE - Dr. ANA CAROLINA FAVERO - Dra.	Obr.	60h00	73h20	70.92	B	APD.
2016	2	FRUTICULTURA II (BANANA, GOIABA, MAMÃO E OUTROS)	ANA CAROLINA FAVERO - Dra.	Obr.	60h00	63h20	72.25	B	APD.
2016	2	GESTÃO DE EMPREENDIMENTOS AGROPECUÁRIOS	NILO SERGIO FERREIRA DE ANDRADE - Dr.	Obr.	60h00	72h40	68.20	C	APD.
2016	2	MANEJO DE IRRIGAÇÃO	MÁRCIO JOSÉ DE SANTANA - Dr.	Obr.	60h00	60h40	63.80	C	APD.
2017	2	OLERICULTURA II	EDUARDO BUCSAN EMRICH - Dr.	Obr.	60h00	-	-	-	CUR.
2015	2	OPTATIVA II - (PRODUÇÃO ORGÂNICA DE ALIMENTOS)	HAROLDO SILVA VALLONE - Dr.	Obr.	36h00	38h00	85.00	B	APD.
2015	2	TECNOLOGIA E PROCESSAMENTO DE PRODUTOS DE ORIGEM VEGETAL	CARLOS ANTONIO ALVARENGA GONCALVES - Dr.	Obr.	48h00	51h20	83.00	B	APD.
2016	2	TRABALHO DE CONCLUSÃO DE CURSO III	MYCHELLE CARVALHO - Dra.	Obr.	20h00	0h00	70.00	B	APD.
-	-	-	**SUBTOTAL**	-	**460h**	**419h20**	-		-
9º Período									
2015	1	AGROECOLOGIA	HAROLDO SILVA VALLONE - Dr.	Obr.	36h00	40h00	81.00	B	APD.
2017	1	APTIDÃO AGRÍCOLA DE SOLOS	JOSÉ LUIZ RODRIGUES TORRES - Dr.	Obr.	36h00	40h00	65.20	C	APD.
2016	1	ATIVIDADES COMPLEMENTARES	AMERICO IORIO CIOCIOLA JUNIOR - Dr.	Obr.	20h00	20h00	-	-	APD.
2016	1	EXTENSÃO RURAL E ASSOCIATIVISMO	MARIA DAS GRACAS ASSUNCAO DO CARMO - Ma.	Obr.	48h00	50h40	79.50	B	APD.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
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Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

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Continuação do Histórico de CELIO CAETANO DE SOUSA JUNIOR, do curso BACHARELADO EM ENGENHARIA AGRONÔMICA

Ano	Sem.	Unidade Curricular	Docente - Titulação	Tipo	C.H. Curricular	C.H. Cursada	Nota/ Conceito		Situação
2017	1	FITOTECNIA IV (CAFÉ, ALGODÃO)	HAROLDO SILVA VALLONE - Dr. SIMONE APARECIDA DA SILVA - Dra.	Obr.	60h00	66h40	62.20	C	APD.
2016	1	OPTATIVA III - (PATOLOGIA DE SEMENTES)	DANIEL RUFINO AMARAL - Dr.	Obr.	36h00	40h00	78.50	B	APD.
2017	1	PAISAGISMO E JARDINAGEM	MYCHELLE CARVALHO - Dra.	Obr.	60h00	63h20	64.00	C	APD.
2015	1	SOCIOLOGIA RURAL	WILSON AUGUSTO COSTA CABRAL - Me.	Obr.	48h00	56h00	83.00	B	APD.
2016	1	TECNOLOGIA E PROCESSAMENTO DE PRODUTOS DE ORIGEM ANIMAL	MARLENE JERONIMO - Dra. LUCAS ARANTES PEREIRA - Dr.	Obr.	48h00	49h20	69.10	C	APD.
2017	1	TRABALHO DE CONCLUSÃO DE CURSO IV	MYCHELLE CARVALHO - Dra.	Obr.	20h00	0h00	80.00	B	APD.
-	-	-	**SUBTOTAL**	-	**412h**	**426h**	-		-
10º Período									
2017	2	ESTÁGIO SUPERVISIONADO OBRIGATÓRIO	MÁRCIO JOSÉ DE SANTANA - Dr.	Obr.	280h00	280h00	94.00	A	APD.
2017	2	TRABALHO DE CONCLUSÃO DE CURSO V	EDUARDO BUCSAN EMRICH - Dr.	Obr.	20h00	20h00	92.00	A	APD.
-	-	-	**SUBTOTAL**	-	**300h**	**300h**	-		-
-	-	-	**CARGA HORÁRIA GERAL**	-	**4420h**	**4602h**	-		-

Estágio: Instituição: Cooperativa dos Empresários Rurais do Triângulo Mineiro – Certrim. Cidade: Uberaba/MG. Área: Assistência Técnica e Revenda. Período: De 21/08/2017 a 03/11/2017. Carga Horária: 280h. Data da Defesa: 29/11/2017. Aproveitamento: 94,0%. Conceito: A. Orientador: Márcio José de Santana - Dr.

TCC - Trabalho de Conclusão de Curso: Título: Produção de Alface lisa em função da aplicação de fonte de fósforo de baixa solubilidade. Data da Defesa: 30/11/2017. Nota/conceito: 92,0/A.

ENADE: ENADE 2012 - Estudante dispensado de realização do ENADE, em razão do calendário trienal.
ENADE: ENADE 2017 - Estudante dispensado de realização do ENADE, em razão do calendário trienal.

Legenda: Obr. = Disciplina Obrigatória; **Opt.** = Disciplina Optativa; **C.H.** = Carga Horária; **Sem.** = Semestre; **APV.** = Aproveitamento de estudos. **APD.** = Aprovado; **CUR.** = Cursando; **Dra.** = Doutora; **Dr.** = Doutor; **Grad.** = Graduada; **Grad.** = Graduado; **Ma.** = Mestra; **Me.** = Mestre; **PROF.** = Aproveitamento de estudos por Proficiência.

Observação: Esta segunda via do histórico escolar substitui a primeira via expedida em 06/04/2018.

Sistema de Avaliação: Mínimo para promoção: 60%. Conceitos A: 90 a 100% - O aluno atingiu o desempenho com excelência; B: 70 a 89% - o aluno atingiu o desempenho com eficiência; C: 60 a 69% - o aluno atingiu o desempenho mínimo necessário; R: 0 a 59% - o aluno não atingiu o desempenho mínimo exigido.

Conclusão de Curso: 20 de dezembro de 2017. **Colação de Grau:** 23 de fevereiro de 2018. **Expedição do Diploma:** 06 de abril de 2018.

Uberaba, 08 de outubro de 2025.

GABRIELA FERNANDA SILVA BORGES
COORDENADOR(A) DE REGISTRO E CONTROLE ACADÊMICO
Port. IFTM nº 901/2011, publicada no DOU em 09/12/2011, seção 2, página 19

BRUNO PEREIRA GARCES
DIRETOR(A) GERAL
Port. IFTM nº 8/2024, publicada no DOU em 03/01/2024, seção 2, página 13

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Carnegie Evaluations LLC
315 East High Street, Bound Brook, New Jersey, 08805
Email: info@carnegieevaluations.com
Website: www.carnegieevaluations.com
Phone: (848)300-0099
Fax: (848) 300-5199

EVALUATION OF ACADEMICS

Carnegie Evaluations LLC, who specializes in the evaluation of foreign educational credentials, has prepared the following academic credential evaluation.

November 7, 2025

Name: **Mr. Celio CAETANO DE SOUSA JUNIOR**

Following is a description of Mr. Caetano de Sousa Junior's foreign degrees:

Institution:	*Instituto Federal de Educacao Ciencia e Tecnologia do Triangulo Mineiro*
Degree:	*Titulo de Engenheiro Agronomo*
Date of Award:	February 2018
Years of Study:	Five
Country:	Brazil

Institution:	*Instituto Federal de Educacao Ciencia e Tecnologia do Triangulo Mineiro*
Degree:	*Titulo de Mestre em Producao Vegetal*
Date of Award:	February 2025
Years of Study:	One
Country:	Brazil

Academic Equivalency in the United States

BACHELOR OF SCIENCE IN AGRICULTURAL ENGINEERING

MASTER OF SCIENCE IN PLANT SCIENCES

Carnegie Evaluations LLC, offers this evaluation, after reviewing copies of the original diploma certificates and transcripts provided. This evaluation is advisory in nature and is based on the assumption that the submitted documents are accurate. There are no apparent grounds to disbelieve the authenticity and accuracy of the documentation presented on behalf of Mr. Celio Caetano de Sousa Junior. In addition, this evaluation is based upon standard scholarly and professional sources as referenced at the end of this document. Carnegie Evaluations LLC, is not responsible for how this evaluation report will be used and is not responsible for damages resulting from such use of this report.

DISCUSSION OF MR. CAETANO DE SOUSA JUNIOR'S ACADEMICS

This credential evaluation is provided upon review of the degree certificates and transcripts awarded to Mr. Celio Caetano de Sousa Junior during the course of his academic career. An analysis of Mr. Caetano de Sousa Junior's foreign educational courses for *Titulo de Engenheiro Agronomo* (translated as Degree of Agricultural Engineer) and *Titulo de Mestre em Producao Vegetal* (translated as Degree of Master in Plant Production) from *Instituto Federal de Educacao Ciencia e Tecnologia do Triangulo Mineiro* (translated as Federal Institute of Education, Science and Technology of Triangulo Mineiro) forms the basis for the following evaluation.

Mr. Caetano de Sousa Junior graduated with a Degree of Agricultural Engineer from Federal Institute of Education, Science and Technology of Triangulo Mineiro in February 2018. Federal Institute of Education, Science and Technology of Triangulo Mineiro is an accredited institution of higher education in Minas Gerais, Brazil. Federal Institute of Education, Science and Technology of Triangulo Mineiro's Degree of Agricultural Engineer requires graduation from the US equivalent of high school and competitive entrance examinations for admission and enrollment. Mr. Caetano de Sousa Junior satisfactorily completed the academic course requirements required for a Degree of Agricultural Engineer. He majored in Agricultural Engineering and was awarded *Titulo de Engenheiro Agronomo* from the institute.

This is a five-year undergraduate program of study that is equivalent to a degree of Bachelor of Science (B.S.) from an accredited institution of higher education in the United States. The academic criterion maintained by Federal Institute of Education, Science and Technology of Triangulo Mineiro is significantly similar to those parameters upheld by any other accredited colleges and universities in the United States.

The *Titulo de Engenheiro Agronomo* curriculum includes advanced bachelor's-level coursework and examinations in Plant Anatomy and Morphology, Basic Computing, Introduction to Agronomic Engineering, Research Methodology, Computer-Aided Design, Ecology, Agrarian and Agricultural Issues, General Microbiology, Organic Chemistry, Plant Systematics, Agrometeorology, Biochemistry, Rural Constructions and Installations, Agricultural Mechanization, General Phytopathology, Geoprocessing, General Animal Science, Soil Fertility, Soil Physics, Plant Physiology, Agricultural Hydrology, Forage Crops, Irrigation Methods, Propagation Material Production and Technology, Forest Management and Production, Vegetable Production, and other related subjects.

Thereafter, Mr. Caetano de Sousa Junior graduated with a Degree of Master in Plant Production from Federal Institute of Education, Science and Technology of Triangulo Mineiro in February 2025. Federal Institute of Education, Science and Technology of Triangulo Mineiro's Degree of Master in Plant Production requires graduation from Bachelor level studies and competitive entrance examinations for admission and enrollment. Mr. Caetano de Sousa Junior satisfactorily completed the academic course requirements required for a Degree of Master in Plant Production. He majored in Plant Production and was awarded *Titulo de Mestre em Producao Vegetal* from the institute.

This is a one-year graduate program of study that is equivalent to a degree of Master of Science (MS) from an accredited institution of higher education in the United States. The *Titulo de Mestre em Producao Vegetal* curriculum includes advanced graduate-level coursework and examinations in Soil Fertility, Plant Physiology, Plant Nutrition, Integrated Disease Management in Cerrado Crops, Integrated Pest Management in Cerrado Crops, and completed a thesis project.

Upon reviewing Mr. Caetano de Sousa Junior's academic history, it becomes apparent that Mr. Caetano de Sousa Junior has satisfied the coursework requirements, which are substantially similar and equivalent to those required for the completion of a four-year Bachelor's Degree and a Master's degree program at an accredited institution of higher education in the United States.

SUMMARY

On the basis of the academic reputation of Federal Institute of Education, Science and Technology of Triangulo Mineiro, the nature and duration of the academic course work, and the grades attained in the courses, it is the judgment of Carnegie Evaluations LLC that Mr. Caetano de Sousa Junior has attained the equivalent of a Bachelor of Science Degree in Agricultural Engineering and a Master of Science Degree in Plant Sciences from an accredited institution of higher education in the United States.

Carnegie Evaluations LLC represents this evaluation report to be an accurate and correct evaluation to the best of its knowledge and belief, pursuant to requirements of the Citizenship and Immigration Services of the United States Department of Homeland Security. Carnegie Evaluations LLC does not represent that the documentation submitted to it by anyone for evaluation meets the evidentiary standards of any state or federal agency or any court. This evaluation report, as are all such reports provided by Carnegie Evaluations LLC, is advisory for the customer who requested it.

The foregoing evaluation of Mr. Caetano de Sousa Junior has been reviewed and approved by me, Dr. Zach G. Zacharia, on November 7, 2025.

Sincerely,



Zach G. Zacharia, Ph.D.
Director, Carnegie Evaluations LLC.
Associate Professor of Supply Chain Management
Director, Lehigh Center for Supply Chain Research
Lehigh University

Evaluation Resources:

1. World Higher Education Database. International Association of Universities' Worldwide Database of Higher Education Institutions, Systems and Credentials. www.whed.net.
2. AACRAO EDGE. AACRAO Electronic Database for Global Education. https://www.aacrao.org/edge
3. Central Intelligence Agency (CIA). The World Factbook. https://www.cia.gov/the-world-factbook/
4. ENIC-NARIC. European Network of Information Centres in the European Region, National Academic Recognition Information Centres in the European Union. www.enic-naric.net.

Bio: Professor Zach G. Zacharia

I am the Interim Department Chair, Decision and Technology Analytics (DATA) Department, an Associate Professor of Supply Chain Management, and Director of the Center for Supply Chain Research Lehigh in the College of Business and Economics, Lehigh University, where I teach Graduate and Undergraduate courses in Supply Chain Operations Management and Logistics and Transportation. In addition, I am also a visiting Professor at the Indian Institute of Technology (IIT) in New Delhi, India. I graduated with a B.S. in Mechanical Engineering from the University of Calgary, an MBA from the University of Alberta, and a Ph.D. in Logistics with a minor in Marketing from the University of Tennessee. My current research interests include Collaboration/Coopetition within the Supply Chain, Supplier Satisfaction, and the Physical Internet.

Before joining Academia, I worked at the University of Tennessee, Center for Transportation Research, for six years as an Associate Director. I also worked at the Department of Transportation in Alberta, Canada, for ten years as an Equipment Engineer. I am a principal in BZS Consulting, which primarily focuses on teaching Supply Chain Operations Management and evaluating collaboration and procurement strategies across firms in a supply chain.

I have developed significant international contacts and collaborations with many affiliate schools in several countries in Europe, Asia, and South America. I have evaluated numerous portfolios of international students from countries around the world and have performed in-depth assessments of how these foreign courses are equated to corresponding courses in the United States.

I have 29 refereed publications, including 2 articles in the Journal of Operations Management, 8 articles in the *Journal of Business Logistics,* and articles in *Decision Sciences*, the *Journal of Supply Chain Management, Industrial Marketing Management, International Journal of Production Research, International Journal of Production and Operations Management, International Journal of Logistics Management, Journal of Retailing, Journal of Business and Industrial Marketing, Marketing Management, Supply Chain Management Review, Journal of International Technology and Information Management*, *Journal of Vehicle Design* and *Wall Street Journal*. As a member of a Supply Chain Research Group at the University of Tennessee, I co-authored a book titled "*Supply Chain Management*" (Sage Publications, December 2000). I also contributed a chapter on logistics service providers and new product development in the book titled *Managing Innovation: The New Competitive Edge for Logistics Service Providers*, Stephan M. Wagner ed.**,** Kuehne Foundation Book Series (2007).

Among the awards that Dr. Zacharia has received is the DATA Department Service Award (2023), Staub Faculty Excellence Award (2013) for the College of Business, Lehigh University, Best Paper Finalist (2010) from the Journal of Operations Management, Best Paper Award (2007) from NARTS and Best Dissertation Proposal Award (2000) from University of Arkansas. As a member of a Supply Chain Research Group at the University of Tennessee, he coauthored a book titled Supply Chain Management (Sage Publications, December 2000).

A. Biographical Information

Zach G. Zacharia, Ph.D.
Interim Department Chair, Decision and Technology Analytics Department
Associate Professor Supply Chain Management
Director, Client Services, Carnegie Evaluations
Director, Center for Supply Chain Management Lehigh
Supply Chain Management Program Director
Department of Management, College of Business Administration and Economics
Lehigh University, 621 Taylor Street, Bethlehem, PA, 18015
Office: (610) 758-4433, Fax: (610) 758-6941
zgz208@lehigh.edu

EDUCATION

1996 - 2001 **THE UNIVERSITY OF TENNESSEE** **Knoxville, TN**
Doctor of Philosophy in Business Administration

- Major: Logistics, Minor: Marketing
- Dissertation Title: An Analysis of the Effect of Logistics Involvement in Cross-functional Integrated New Product Development Projects (Advisor: Dr. John T. Mentzer)

1988 – 1993 **THE UNIVERSITY OF ALBERTA** **Edmonton, AB**
Master of Business Administration

1981 - 1985 **THE UNIVERSITY OF CALGARY** **Calgary, AB**
Bachelor of Science, Mechanical Engineering

1980 - 1981 **RED DEER COLLGE** **Red Deer, AB**
Bachelor of Science

1979 – 1980 **THE UNIVERSITY OF ALBERTA** **Edmonton, AB**
Bachelor of Science

WORK EXPERIENCE SUMMARY

2016 – Present, Director, Center for Supply Chain Research Lehigh
2013 – Present, Associate Professor – Lehigh University
2008 – 2013 Assistant Professor – Lehigh University
2001 – 2008 Assistant Professor - Texas Christian University
1999 – 2001 Associate Director – Transportation Center, University of Tennessee
1997 – 1999 Assistant Director - Transportation Center, University of Tennessee
1995 – 1997 Senior Research Associate – University of Tennessee
1989 – 1995 Research Engineer – R&D Branch, Alberta Transportation & Utilities
1985 – 1989 Equipment Engineer – Alberta Transportation & Utilities

CONSULTING PROJECTS, EXECUTIVE EDUCATION

2023 Expert Witness – Real Estate Company, Bethlehem

2023	Ecofriendly Behavior on Personal Transportation, AFIT, Dalton
2020	Financial Flow in SC, DiCentral, Houston
2020	Expert Witness – Real Estate Company, Bethlehem
2020	Lehigh University, Executive Education, Bethlehem
2019	Lehigh University, Executive Education, Bethlehem
2019	SC Collaboration in Drop Ship, DiCentral, Houston
2018	Coopetition in the Defense Industry, AFIT, Dayton
2018	IIT New Delhi, Executive Education, Delhi, India
2017	Lehigh University, Executive Education, Bethlehem
2016	IIT Madras, Global Initiative of Academic Networks, Chennai, India
2015	Morrison Executive Education, Santo Domingo, Dominican Republic
2014	CSCMP Executive Seminar, Bogota, Columbia
2012	Supply Chain Management Simulation, WAM Systems, Philadelphia
2010	Supply Chain Management Overview, Universidad de Piura, Peru
2007	Procurement of Capability Guidelines, Lockheed Martin Aeronautics
2002	Truck Safety Recommendations, University of Tennessee

B. Publications and Creative Activities

EDITORIAL ROLES (6)

- Senior Editor- *International Journal of Logistics Management (2018- current)*
- Senior Editor- *Journal of Business Logistics (2016- current)*
- Special Issue Editor-(Physical Internet) - *Journal of Business Logistics (2018-2020)*
- Special Issue Editor- (Inter-Disciplinary Research) *Journal of Business Logistics (2014-2015)*
- Editorial Board Member – *Journal of Operations Management*
- Editorial Board Member –*Transportation Journal*
- Editorial Board Member – *Journal of Supply Chain Management*

DISSERTATION COMMITTEE MEMBER (3)

- Nathaniel R- *The American School As a Microcosm for the National Criminal and Legal Landscape: Two Case Studies* – Lehigh University, 2024
- Michael Plasch - *Supply Chain Collaboration - Investigating Motives, Drivers and Success Factors* – Johannes Kepler University Linz, Austria, 2021

- Kimberly K. Whitehead – *It's A Matter of Give And Take: Exploring The Role of Knowledge Transfer Within Supply Chain Collaboration* - University of Texas at Arlington, USA, 2014

BOOK CHAPTERS (5)

- **Zacharia, Zach G**. "Is there a role for Logistics Service Providers in New Product Development?" *Managing Innovation: The New Competitive Edge for Logistics Service Providers*, Stephan M. Wagner ed., Kuehne Foundation Book Series. Ch 7, 2008.
- Mentzer, John T., William J. DeWitt, James S. Keebler, Soonhong Min, Nancy W. Nix, Carlo D. Smith, and **Zach G. Zacharia**, "What is Supply Chain Management" *Supply Chain Management*, Thousand Oaks, CA: Sage Publications, Ch.1, 2000.
- **Zacharia, Zach G**., "R&D and New Product Development in Supply Chain Management" *Supply Chain Management*, John T. Mentzer ed.**,** Thousand Oaks, CA: Sage Publications, Ch.6, 2000.
- **Zacharia, Zach G**., "The Evolution and Growth of Production in Supply Chain Management" *Supply Chain Management*, John T. Mentzer ed., Thousand Oaks, CA: Sage Publications, Ch.8, 2000.
- **Zacharia, Zach G**, "The Evolution and Growth of Information Systems in Supply Chain Management" *Supply Chain Management*, John T. Mentzer ed., Thousand Oaks, CA: Sage Publications, Ch.11, 2000.

REFEREED PUBLICATIONS (30)

30. Gopal Kumar, **Zach Zacharia**, Mohit Goswami (2024) "Understanding interdependency of sustainability dimensions from the lens of collaborative relationship conditions: Findings from an emerging economy" *International Journal of Logistics Management,* Vol. 35, No. 4, 1277-1302

29. Varun Jain, Usha Mohan, **Zach G. Zacharia**, Nada R. Sanders (2022) "Improving patient satisfaction and outpatient diagnostic center efficiency using novel online real-time scheduling" *Operations Research for Health Care,* 32, 1-17, 100338

28. Saif Mir, Misty Blessley, **Zach Zacharia**, John Aloysius (2022) "Mending Fences in the Buyer-Supplier Relationship: The Role of Justice in Relationship Restoration" *Journal of Supply Chain Management*. Vol. 58, No. 3, 23 – 46.

27. Dev, Navin; Ravi Shankar; **Zach Zacharia**, Sanjeev Swami, (2021) "Supply chain resilience for managing the ripple effect in Industry 4.0 for green product

diffusion" *International Journal of Physical Distribution & Logistics Management* Vol. 51 No. 8, 897-930.

26. Ballot, Eric, Benoit Montreuil, **Zach G. Zacharia**, (2021) "Physical Internet: First Results and Next Challenges" *Journal of Business Logistics* Vol 42 No. 1, 1 – 7.

25. Treiblmaier, Horst, Kristijan Mirkovski, Paul B. Lowry, **Zach G. Zacharia**, (2020) "The Physical Internet as a New Supply Chain Paradigm: A Systematic Literature Review and a Comprehensive Framework" *International Journal of Logistics Management* Vol. 31 No. 2, 239-287.

24. **Zach G. Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger (2019) "The Emerging Role of Coopetition Within Inter-Firm Relationships" *International Journal of Logistics Management* Vol. 30, No. 2, 414-437.

23. Soonhong Min, **Zach G. Zacharia**, Carlo D. Smith (2019) "Defining Supply Chain Management: In the Past, Present and Future" *Journal of Business Logistics* Vol. 40 No.1, 44-55.

22. Kimberly Whitehead, **Zach Zacharia**, Edmund Prater (2019) "Investigating the Role of Knowledge Transfer in Supply Chain Collaboration" *International Journal of Logistics Management"* Vol. 30, No. 1, 284-302.

21. Misty Blessly, Saif Mir, **Zach G. Zacharia**, John Aloysius (2018) "Breaching Relational Obligations In A Buyer-Supplier Relationship: Feelings Of Violation, Fairness Perceptions And Supplier Switching" *Industrial Marketing Management* Vol. 74, Oct, 215-226.

20. Faraz, Alireza, Nada R. Sanders, **Zach G. Zacharia**, Markus Gerschberger (2018) "Monitoring Type B Buyer-Supplier Relationships" *International Journal of Production Research* Vol. 56, No. 18, 6225-6239.

19. Whitehead, Kimberly, **Zach G. Zacharia**, Edmund Prater, (2016) "Absorptive Capacity Versus Distributive Capability: The Asymmetry of Knowledge Transfer" *International Journal of Operations and Production Management* Vol. 36, No 10, 1308-1332.

18. Nada R. Sanders, Brian R. Fugate, **Zach G. Zacharia**, (2016) "Interdisciplinary Research In SCM: Through the Lens of The Behavioral Theory of The Firm" *Journal of Business Logistics* Vol. 37, No 2, 107-112.

17. Nancy W. Nix, **Zach G. Zacharia,** (2014) "The Impact of Collaborative Engagement on Knowledge and Performance Gains in Episodic Collaborations" *International Journal of Logistics Management* Vol. 25, No 2, 245-269.

16. **Zach G. Zacharia,** Nada R. Sanders, Brian R. Fugate (2014) "The Evolving Role of Disciplines Within Supply Chain Management" *Journal of Supply Chain Management* Vol. 50, No 1, 73-88.

15. Nada R. Sanders, **Zach G. Zacharia**, Brian R. Fugate (2013) "The Interdisciplinary Future of Supply Chain Management Research" *Decision Sciences* Vol. 44, No. 3, 413-429.

14. Geoffrey T. Stewart, **Zach G. Zacharia,** Andrew B. Artis (2012) "Leveraging Relationship Orientation and its Impact on Relationship Outcomes" *Journal of Business and Industrial Marketing,* Vol. 27, No. 8, 644-658.

13. **Zach G. Zacharia,** Nancy W. Nix, Robert F. Lusch (2011) "Capabilities that Enhance Outcomes of an Episodic Supply Chain Collaboration" *Journal of Operations Management*, Vol. 29, No. 6, 591-603.

12. **Zach G. Zacharia,** Nada R. Sanders, Nancy W. Nix (2011) "The Emerging Role of the Third-Party Logistics Provider (3PL) as a Supply Chain Orchestrator" *Journal of Business Logistics*, Vol. 32, No. 1, 40-54.

11. Danny Lanier, Jr., William F. Wempe, **Zach G. Zacharia**, (2010) "Concentrated Supply Chain Membership and Financial Performance: Chain- and Firm-Level Perspectives" *Journal of Operations Management*, Vol.28, No.1, 1-16.

10. **Zach G. Zacharia**, Chad W. Autry, David S. Preston, Charles W. Lamb, (2009) "IT Alignment with Business Strategies in a Healthcare Organizations: An Empirical Analysis" *Journal of International Technology and Information Management*, Vol. 18, No. 3/4, 477-494.

9. **Zach G. Zacharia,** Nancy W. Nix and Robert F. Lusch, (2009) "An Analysis of Supply Chain Collaborations and Their Effect on Performance" *Journal of Business Logistics*, Vol. 30, No. 2, 101-123.

8. Chad W. Autry, **Zach G. Zacharia** and Charles W. Lamb, (2008) "A Logistics Strategy Taxonomy" *Journal of Business Logistics,* Vol. 29. No. 2, 53-74.

7. Nancy W. Nix, Robert F. Lusch, **Zach G. Zacharia**, and Wesley R. Bridges, (2008) "Competent Collaborations" *Marketing Management*, Vol. 17, No. 2, 18-24.

6. **Zach G. Zacharia** and John T. Mentzer (2007) "The Role of Logistics in New Product Development," *Journal of Business Logistics*, Vol. 28, No. 1, 83-110.

    a. Reprinted in:
    b. *Logistique and Management,* Vol. 16, No. 1, 35-53, (2008).

5. **Zach G. Zacharia** and John T. Mentzer (2004) "Logistics Salience In A Changing Environment," *Journal of Business Logistics*, Vol. 25, No. 1, 187-210.

    a. Reprinted in:
    b. *The ICFAI Journal of Supply Chain Management*, Vol. 3, No. 1, 53-72, (2006).

4. Mentzer, John T., William DeWitt, James S. Keebler, Soonhong Min, Nancy W. Nix, Carlo D. Smith, **Zach G. Zacharia** (2001) "Defining Supply Chain Management," *Journal of Business Logistics*, Vol. 22, No. 2, 1-25.

    c. Reprinted in:
    d. *Logistique and Management,* Vol. 9, No. 2, 3-19, (2001).

3. **Zacharia, Zach G**., John E. Tidwell and Stephen H. Richards (2001) "An Overview of Truck and Bus Safety:1999 Knoxville Symposium," *Journal of Vehicle Design*, Vol. 26, No. 4, 442-453.

2. Mentzer, John T., Min Soonhong and **Zach G. Zacharia** (2000) "The Nature of Interfirm Partnering in Supply Chain Management," *Journal of Retailing*, Winter, Vol. 76, Issue 4, 549-568.

1. **Zacharia, Zach G**. and Bart Jennings (1998) "The Use of Active Participation and Group Competition to Facilitate Training and Technology Transfer for Adult Learners," *Transportation Research Record,* No. 1637, 13-18.

PAPERS UNDER REVIEW (6)

- Zach G. Zacharia, Scott C. Ellis, Saif Mir, Robert J. Trent - "Gaining Advantage Through Social Exchange: How and Under What Conditions" (Revise and Resubmit)

- **Saif Mir, Timothy W. Breitbach, Zach G. Zacharia, Benjamin T. Hazen "Supplier Cultivation: An Accelerator Approach to Ecosystem Innovation" (Under Review)**

- Zach Zacharia, Robert Wiedmer, Kimberly Whitehead "Competing Governance Mechanisms in Buyer-Supplier Relationships" (Under Review)

- Zach Zacharia, Annibal Sodero "Drop Shipping and its Effects on the New E-Commerce Retail Paradigm" (Under Review)

- Michael Plasch, Zach Zacharia, "Voluntary or involuntary coopetition: Perspectives on innovation in supply chain network relationships" (Under Review)

- **Saif Mir, Dina Ribbinik,** Saurabh Bansal, Philip Coles, **Zach G. Zacharia, "The Impact of Ecosystem Shocks on the Operational Performance of**

Worker-heavy Systems in the Agricultural Domain: The Role of Cognitive Load" (Under Review)

NON - REFEREED PUBLICATIONS (5)

5. **Zach G. Zacharia** (2020), What Every CFO Needs to Know about Supply Chains

4. **Zach G. Zacharia** (2019), Supply Chain Collaboration in Transformative Vertical Industries (Implications of Omnichannel and Drop Shipping)

3. Robert J. Trent, **Zach G. Zacharia,** (2012) "The Wisdom of Becoming a Preferred Customer," *Supply Chain Management Review* Vol. 16, No. 6, 10-18.

2. Nix, W. Nancy, Robert F. Lusch, **Zach G. Zacharia**, and Wesley R. Bridges, (2007) "The Hand That Feeds You – What Makes Some Collaborations with Suppliers Succeed – When So Many Fail?" *The Journal Report- Business Insight* (A Joint Venture with MIT *Sloan Management Review* and *Wall Street Journal*), Dow Jones and Company

1. **Zacharia, Zach G**. (1994) "Expert System Simplifies Bridge Paint Maintenance Programs," *Materials Performance,* June, 25 - 28.

CONFERENCE PROCEEDINGS (19)

19. Ujjwal Kumar, Iana Shaheen, Zach Zacharia, Ravi Shankar (2024) "Competition and Cooperation in Humanitarian Operations, Academy of Management Conference**,** Chicago, IL, August 13.
18. **Zach Zacharia**, Timothy Breitbach, Ben Hazen, Saif Mir (2019) "Utilizing Accelerator Programs for adopting Innovations to Encourage the Adoption" *CSCMP Conference,* Anaheim, CA, September 15.
17. **Zach Zacharia**, Timothy Breitbach, Ben Hazen, Saif Mir (2018) "Utilizing Accelerator Programs to Encourage the Adoption of New Innovations in Large Organizations" *DSI Conference,* Chicago, IL, November 17.
16. Robert Weidmer, **Zach Zacharia**, (2018) "Competing Governance Mechanisms in Buyer-Supplier Relationships" *DSI Conference,* Chicago, IL, November 16.
15. **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger (2017) "The Role of Coopetition in Buyer Supplier Relationships" *DSI Conference,* Washington, DC, November 18.
14. **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger (2017) "Understanding the Antecedents and Outcomes of Coopetition" *CSCMP Academic Research Conference,* Atlanta, Georgia, September 24.

13. **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger (2017) "The Evolving Role of Coopetition within the Supply Chain" *CSCMP European Research Seminar,* Barcelona, Spain, May 19.

12. Gouda, Sirish, **Zach Zacharia**, Haritha Saranga (2016) "Linking New Forms of Work Organization and External Integration: Mediating role of cross functional collaboration" *DSI Conference,* Austin, Texas, November 21.

11. Blessley, Misty, Saif Mir, **Zacharia, Zach G.,** John Aloysius (2016) "The role of apologies following transgressions in buyer-supplier relationships." *CSCMP Educator Conference,* Orlando, Florida, September 25.

10. Blessley, Misty, Saif Mir, **Zacharia, Zach G.,** John Aloysius (2016) "The role of transactional and relational psychological contract breach in supplier switching behavior." *CSCMP European Research Seminar,* Vienna, Austria, May 13.

9. Blessley, Misty, Saif Mir, **Zacharia, Zach G.,** John Aloysius (2015) "Should I stay or should I go? The role of transactional and relational psychological contract breach in supplier switching behavior." *CSCMP Educator Conference,* San Diego, California, September 27.

8. **Zacharia, Zach G.,** Nancy W. Nix and Robert F. Lusch (2007) "Supply Chain Collaborations: Project Performance and Business Performance" *18th North American Teaching and Research Conference,* Tempe, Arizona, March 29-31.

7. Zacharia, Zach G. (2005) "Team Based Learning in MBA and Undergraduate Supply Chain Management Classes" *16th North American Teaching and Research Conference,* Tempe, Arizona, March 17-19.

6. Nix, Nancy W., **Zach G. Zacharia** and Robert F. Lusch (2005) "Keys to Effective Supply Chain Collaboration" *16th North American Teaching and Research Conference,* Tempe, Arizona, March 17-19.

5. **Zacharia, Zach G.** and Marc E. Ruzicka (2003) "Experiential Learning: Live Business Cases in MBA Supply Management and Logistics Classes" *14th North American Teaching and Research Conference,* Tempe, Arizona , March 21- 23.

4. **Zacharia**, **Zach G** (2000) "The Evolution and Growth of Production in the Supply Chain", *Society for Marketing Advances Conference*, Orlando, Florida, November 8-10.

3. **Zacharia, Zach G**., John E. Tidwell and Stephen H. Richards (2000) "An Overview of Truck and Bus Safety:1999 Knoxville Symposium," *4th International Fatigue Management Conference*, Perth, Australia, March 19-2.

2. **Zacharia, Zach G**. and Bart Jennings (1998), "The Use of Active Participation and Group Competition to Facilitate Training and Technology Transfer for Adult Learners," *Transportation Research Board Conference Proceedings,* Washington, District of Columbia, January 4-8.

1. **Zacharia, Zach G**. (1992), "Bridge Paint Expert Systems"*, Second International Organization for Economic Cooperation and Development (OECD) Conference on Knowledge Based Expert Systems in Transportation*, Montreal, Canada, April 3-7.

PODCASTS (18)

- **Zacharia, Zach G**. (2024), "Why Cyber security is top threat in Supply Chain" https://business.lehigh.edu/blog/2024/zach-zacharia-why-cybersecurity-top-threat-supply-chain - Jan 2024

- **Zacharia, Zach G**. (2023), "Top 3rd Quarter Risks in Spply Chain Why Cyber security is top threat in Supply Chain" https://business.lehigh.edu/blog/2023/zach-zacharia-top-3rd-quarter-risks-supply-chain June 2023

- **Zacharia, Zach G**. (2023), "Biggest Risk in Supply Chain" https://www2.lehigh.edu/news/cybersecurity-tops-supply-chain-managers-list-of-biggest-risks-in-2nd-quarter - March 2023

- **Zacharia, Zach G**. (2023), "Biggest Threats in Global Supply Chain" https://business.lehigh.edu/blog/2023/zach-zacharia-biggest-threats-global-supply-chain - Jan 2023

- **Zacharia, Zach G**. (2022), "Supply Chain Managers are concerned about Economic Risk" https://www2.lehigh.edu/news/supply-chain-managers-concerned-about-economic-risks-and-cybersecurity-in-1st-quarter-of-2023 (December)

- **Zacharia, Zach G**. (2022), "Supply Chain Risk Management Index All-Time low" https://www2.lehigh.edu/news/lehigh-business-supply-chain-risk-management-index-at-all-time-low (September)

- **Zacharia, Zach G**. (2022), "Supply Chain Risks 3rd Quarter" https://business.lehigh.edu/blog/2022/zach-zacharia-supply-chain-risks-3rd-quarter-2022 (July)

- **Zacharia, Zach G**. (2022), "Supply Risks Threaten 2nd Quarter" https://www2.lehigh.edu/news/transportation-risk-threatens-supply-chain-in-2nd-quarter (March)

- **Zacharia, Zach G**. (2021), "What's happening in Supply Chain now" https://business.lehigh.edu/blog/2021/zach-zacharia-whats-happening-supply-chain-now - (December)

- **Zacharia, Zach G**. (2021), "Number one Supply Chain Threat – Transportation Disruption" https://business.lehigh.edu/news/2021/number-one-supply-chain-threat-transportation-disruption (October)

- **Zacharia, Zach G**. (2021), "Red Flags in the Supply Chain" https://business.lehigh.edu/blog/2021/zach-zacharia-red-flags-supply-chain (July 2nd)

- **Zacharia, Zach G**. (2021), "Disruptive New Paradigm of the Physical Internet" https://business.lehigh.edu/blog/2021/zach-zacharia-disruptive-new-paradigm-physical-internet (June 3rd)

- **Zacharia, Zach G**. (2021), "Red Flags in the Supply Chain" https://business.lehigh.edu/blog/2021/zach-zacharia-red-flags-supply-chain (July 2nd)

- **Zacharia, Zach G**. (2021), "Red Flags in the Supply Chain" https://business.lehigh.edu/blog/2021/zach-zacharia-red-flags-supply-chain (July 2nd)

- **Zacharia, Zach G**. (2021), "Disruptive New Paradigm of the Physical Internet" https://business.lehigh.edu/blog/2021/zach-zacharia-disruptive-new-paradigm-physical-internet (June 3rd)

- **Zacharia, Zach G**. (2018), "Dealing with Disruptive Innovations in the Supply Chain" (https://cbe.lehigh.edu/blog/posts/dealing-disruptive-innovations-supply-chain) (October 24)

- **Zacharia, Zach G**. (2017), "Drop Shipping: A New Opportunity for Retailers and Suppliers" (https://cbe.lehigh.edu/blog/posts/drop-shipping-new-opportunity-retailers-and-suppliers) December 11

- **Zacharia, Zach G**. (2017), "What You Need to Know About the Physical Internet" (https://cbe.lehigh.edu/blog/posts/what-you-need-know-about-physical-internet (March 14) (Ranked 4th in Google Search for Physical Internet)

WORKING PAPERS (4)

- Zach Zacharia, Michael Plasch, Markus Gerschberger "Explorative and exploitative motives for coopetition" *Target: International Journal of Production Economics*

- Zach Zacharia, Cedric Heuchenne, Nada Sanders, Faraz, Alireza "Comparison of populations based on binary characteristics in the presence of non-response" *Target: Production Operations Management Journal*

- Zach Zacharia, Iana Shaheen, Ravi Shankar, Ujjwal Kumar, "Competition and Cooperation in Humanitarian Operations" *Target: Production Operations Management Journal*

- Zach Zacharia, Saif Mir, Dina Ribbnik, Saurabh Bansal, Philip Coles "Shock and Worker Productivity- Evidence from a US Agricultural Sector" *Target: Production Operations Management Journal*

27. Honors and Awards (25)

2023	DATA Department Service Award, Lehigh University
2018	Teaching Innovation Grant, CBE, Lehigh University
2018	Senior Associate Editor for *International Journal of Logistics Management*
2017	Best Reviewer Award *Journal of Business Logistics*
2016	Editor for *Journal of Business Logistics News*
2016	Associate Editor for *Production Operations Management* Special Issue
2015	Associate Editor for *Journal of Business Logistics*
2015	Member of the *Transportation Journal* Editorial Board
2013	Robert and Christine Staub Faculty Excellence Award
2012	Member of the *Journal of Supply Chain Management* Editorial Board
2011	Best Paper Finalist for 2010 (*Journal of Operations Management*)
2011	Best Paper Award (European DSI Conference)
2010-2011	Council of Supply Chain Management Professional Educator Conference Chair
2010	Member of the *Journal of Operations Management* Editorial Board
2010	Member of the *Journal of Business Logistics* Editorial Board
2009-2010	Supply Chain Management Educator Conference Proceedings Editor
2007-2008	Council of Supply Chain Management Case Editor
2007	Best Paper Award (*NARTS-ISM Conference*)
2006	Tied for highest SPOT (Student Perception of Teaching) score
2005	Highest SPOT (Student Perception of Teaching) in INSC department
2000	Doctoral Dissertation Proposal Award (*University of Arkansas)*
2000	Outstanding Student Paper Award *(Society for Marketing Advances)*
2000	Finalist *(ISBM Doctoral Dissertation Award)*
2000	Scholarly Research Grant Recipient *(University of Tennessee)*
1999, 1997	Fellow *(Council of Logistics Management Doctoral Symposium)*

28. Research Funding (16)

2019	DiCentral – SCM and Financial Flow Research $20,000
2019	Ben Franklin Technology Partners and ESPI $20,000
2018	AFIT – Managing Customer Driven Coopettittion Projects $25,000
2017	DiCentral – Drop Shipment Research $20,000
2014-2015	International Travel Grant - One of 5 recipients selected across the entire University $5000
2011	Faculty Research Grant – Lehigh University (Principal Investigator), Catherine Ridings (Lehigh University) " Does investment in Supply Chain Management and Information Technology provide value for micro firms?" $4500
2009	Summer Research Grant – College of Business and Economics, Lehigh University (Principal Investigator), Nada R. Sanders (Lehigh University, Brian S. Fugate (Colorado State University) *"State of Supply Chain Management: A Visionary Perspective"* $3000
2002-2007	Charles Tandy American Enterprise Center Faculty Research Award *(Texas Christian University)* ($10,000/yr)
2003, 05, 07	Junior Faculty Research Grant *(Institute of Supply Management)* ($750/yr)
2005	Research Center for Teaching Excellence, Faculty Fellow Grant *(Texas Christian University)* ($2500)

F. Scholarly Presentations (87)

- **Zach Zacharia**, (2023) "Identifying and Ranking Supply Chain Risks" *DSI Conference,* Atlanta, GA, November 20.
- Michael Plasch**, Zach Zacharia**, (2023) "Supply chain visibility in a multi-partner collaboration for distribution logistics – A secondary data research approach" Euroama Conference, Brussels, July 3rd
- Michael Plasch**, Zach Zacharia**, (2023) "Voluntary or involuntary: Perspectives on coopetition in dyadic and triadic supply chain relationships in the light of balance theory" Euroama Conference, Brussels, July 3rd
- **Zach Zacharia**, (2023) "Supply Chain Collaboration and Coopetition" *World Class Supply Chain Summit,* Waterloo, Ontario, Canada, May 3rd
- Saif Mir**, Zach Zacharia**, (2022) "Risks in Procurement and Sourcing" DSI Conference Houston, November 21
- Annibal Sodero**, Zach Zacharia**, (2022) "Antecedents and outcomes of drop-shipping adoption in the retail supply chain" Euroama Conference, Berlin, July 3rd

- Zach Zacharia, (2022) “Identifying and Ranking Supply Chain Risks” WDSI Conference, Waikoloa, HI, April 7.
- Zach Zacharia, (2021) “Writing a publishable dissertation” CSCMP Doctoral Consortium, Atlanta, GA, Sep 20.

- Zacharia**, Zach G.,** “*Supply Chain Collaboration in Transformative Vertical Industries”* Retail Value Chain Federation Conference, Teaneck, New Jersey, May 6, 2019

- **Zacharia, Zach G.,** “*Theoretical and Conceptual Foundations of Supply Chain Management”* PhD Research Seminar, Indian Institute of Technology, New Delhi, January India, January 25, 2018.

- **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger “*The Role of Coopetition in Buyer Supplier Relationships*” *DSI Conference,* Washington, DC, November 18, 2017

- **Zacharia, Zach G.,** “*Utilizing Drop Shipment to Improve Your Bottom Line”* Retail Value Chain Federation Conference, Phoenix, Arizona, November 6, 2017

- **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger “*Understanding the Antecedents and Outcomes of Coopetition*” *CSCMP Academic Research Conference,* Atlanta, Georgia, September 24, 2017

- **Zacharia, Zach G.,** “*Complexity in Supply Chain Management”* PhD Research Seminar, Atlanta, Georgia, September 23, 2017

- **Zacharia, Zach G.,** “*Coopetition Research”* PhD Research Seminar, Atlanta, September 22, 2017

- **Zacharia, Zach G.,** “*Buyer Supplier Relationships”* PhD Research Seminar, Atlanta, September 21, 2017

- **Zacharia, Zach G.,** “*Publishing Research in American Supply Chain Journals”* Indian Institute of Technology, New Delhi, India, July 21, 2017.

- **Zacharia, Zach G.,** “*Transforming Traditional Networks Through the Use of Collaborative Environments”* Supply Chain Leaders in Action Conference, Naples, Florida June 5, 2017

- **Zach Zacharia**, Michael Plasch, Usha Mohan, Markus Gerschberger (2017) “*The Evolving Role of Coopetition within the Supply Chain*” CSCMP European Research Seminar*,* Barcelona, Spain, May 19.

- **Zacharia, Zach G.,** "*Logistics PhD programs in the US panel session"* Logistics Doctoral Symposium, Auburn University, Auburn, February 24, 2017.

- **Zacharia, Zach G.,** "*A Research Journey"* Indian Institute of Technology, Trichy, India, February 6, 2017.

- **Zacharia, Zach G.,** "*Orientation and Firm Infrastructure"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria January 12, 2017

- **Zacharia, Zach G.,** "*Strategy"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria January 11, 2017

- **Zacharia, Zach G.,** "*Conceptual Foundations from Procurement and Operations"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria January 10, 2017

- **Zacharia, Zach G.,** "*Conceptual Foundations from Marketing and Logistics"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria January 9, 2017

- **Zacharia, Zach G.,** "*Theoretical and Conceptual Foundations of Supply Chain Management"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria August 10, 2016

- **Zacharia, Zach G.,** "*Philosophy of Science"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria August 9, 2016

- **Zacharia, Zach G.,** " *Conceptual Foundations of Marketing"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria August 8, 2016

- **Zacharia, Zach G.,** " *Conceptual Foundations of Operations"* PhD Research Seminar, Logistikum, University of Applied Sciences, Steyr, Austria August 10, 2016

- Gouda, Sirish, **Zach Zacharia**, Haritha Saranga (2016) "Linking New Forms of Work Organization and External Integration: Mediating role of cross functional collaboration" *DSI Conference,* Austin, Texas, November 21.

- Blessley, Misty, Saif Mir, **Zacharia, Zach G.,** John Aloysius (2016) "The role of apologies following transgressions in buyer-supplier relationships." *CSCMP Educator Conference,* Orlando, Florida, September 25.

- **Zacharia, Zach G.,** " *Increasing Efficiency and Reducing Cost within a Supply Chain"* Indian Institute of Technology, Madras, India, June 13 2016.

- Blessley, Misty, Saif Mir, **Zacharia, Zach G.,** John Aloysius (2016) "The role of transactional and relational psychological contract breach in supplier switching behavior." *CSCMP European Research Seminar,* Vienna, Austria, May 13.

- Bleasley, Misty, Mir, Saif, **Zacharia, Zach G.,** Aloysius, John " *Should I stay or should I go? The role of transactional and relational psychological contract breach in supplier switching behavior"* Council of Supply Chain Management Educator Conference, San Diego, September 27, 2015.

- **Zacharia, Zach G.,** "*Qualitative and Quantitative Research Paths in SCM"* , University of Arkansas, Fayetteville, Arkansas Feb 27, 2015.

- **Zacharia, Zach G.,** "*Publishing Research in American Supply Chain Journals"* Indian Institute of Management, Bangalore, India, January 13, 2015.

- **Zacharia, Zach G.,** Scott Ellis, Robert J. Trent "*Gaining Advantage Through Social Exchange: How and Under What Conditions"* Production Operation Management Conference, Atlanta, Georgia, May 10, 2014.

- Ellis, Scott, **Zacharia, Zach G.,** Jae-Young Oh "*The Role of Functional Congruence in Cross-Functional and Inter-organizational Collaboration"* Decision Sciences Institute Conference, Baltimore, Maryland, November 19, 2013.

- **Zacharia, Zach G.,** "*Supply Chain Management, Collaboration and their Role Across Businesses and People"* Congress of Latin American Engineering Students, Lima, Peru, October 29, 2013.

- **Zacharia, Zach G.,** Scott Ellis, "*Antecedents to Buyer-Engineer Knowledge Transfer"* Production Operation Management Conference, Denver, Colorado, May 4, 2013.

- **Zacharia, Zach G.,** "*Balancing Effective Research and Teaching"* – Invited Panel Presentation, Council of Supply Chain Management Doctoral Symposium, Atlanta, Georgia, October 1, 2012.

- **Zacharia, Zach G.,** "*What are some of the Factors That Affect the Relationship Between Cross Functional New Product Development and New Product Project Performance?"* Decision Sciences Institute Conference, Boston, Massachusetts, November 22, 2011.

- **Zacharia, Zach G.,** "*Supply Chain Security - An Academic Discussion and Future Research"* Invited Panel Presentation, Decision Sciences Institute Conference, Boston, Massachusetts, November 21, 2011.

- **Zacharia, Zach G.,** "*Conference Chairperson Opening Remarks"* Council of Supply Chain Management Educator Conference, Philadelphia, Pennsylvania, October 2, 2011.

- **Zacharia, Zach G.,** William F. Wempe William and Danny Lanier, Jr. "*Concentrated Supply Chain Membership and Financial Performance: Chain- and Firm-Level Perspectives"* Academy of Management Conference, San Antonio, Texas, August 12 – August 17, 2011.

- **Zacharia, Zach G.** and Catherine M. Ridings *"Does investment in Supply Chain Management and Information Technology provide value for micro firms?"* Production Operations Management Conference, Reno, Nevada, April 28-May 1, 2011.

- **Zacharia, Zach G.** and Robert J. Trent *"Supplier Satisfaction and Innovation Sharing"* Decision Sciences Institute Conference, San Diego, November 20-23, 2010.

- Christoph Bode, Stephan M. Wagner and **Zacharia, Zach G.,** "*The Effect of Cooperation, Supplier Development, and Relationship-Specific Investments on Suppliers' Willingness to Share Innovation"* Decision Sciences Institute Conference, San Diego, November 20-23, 2010.

- **Zacharia, Zach G.** *"Personal Career Development in Academia: What now and How"* Council of Supply Chain Management Professionals Doctoral Symposium, San Diego, September 27, 2010.

- **Zacharia, Zach G.** *"Supply Chain Management Overview"* Executive MBA Program, Universidad de Piura, Piura, Peru, June 12, 2010.

- **Zacharia, Zach G.** *"Supply Chain Management Collaboration Strategies"* CSCMP Roundtable, Lima, Peru, June 11, 2010.

- **Zacharia, Zach G.** and John R. MacDonald *"Are differences in Risk Planning Significant?"* Production and Operations Management Conference, Vancouver, Canada, May 7-10, 2010.

- **Zacharia, Zach G.** and Robert J. Trent *"Supplier Satisfaction – How does it matter?"* Production and Operations Management Conference, Vancouver, Canada, May 7-10, 2010.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"The Moderating Role of Absorptive Capability and Collaborative Communication in Organizational Learning"* 19th *North American Teaching and Research Conference,* Tempe, Arizona, March 11-12, 2010

- **Zacharia, Zach G.** and John R. MacDonald *"Risk Planning: Is it of Value"* Decision Sciences Institute Conference, New Orleans, LA, November 17, 2009.

- **Zacharia, Zach G.** *"When Should New Product Development Managers Consider Distribution Logistics"* Decision Sciences Institute Conference, New Orleans, LA, November 15, 2009.

- John R. MacDonald and **Zacharia, Zach G.** *"Risk and Disruption Management: The Impact of Behavioral Interference"* Behavioral Operations Conference, Syracuse, NY, June 26, 2009.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"The Moderating Role of Absorptive Capability and Collaborative Communication in Organizational Learning"* Production and Operation Management Conference, Orlando, FL, May 2, 2009.

- **Zacharia, Zach G.,** Nancy W. Nix and Robert F. Lusch "Supply Chain Collaborations: Project Performance and Business Performance" *18th North American Teaching and Research Conference,* Tempe, Arizona, March 29-31. (2007)

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"The Moderating Role of Absorptive Capability and Collaborative Communication in Organizational Learning"* University of Tennessee, Knoxville, TN, November 7, 2006.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"The Moderating Role of Absorptive Capability and Collaborative Communication in Knowledge Acquisition"* DFWCSMP Roundtable meeting, Dallas, TX, October 12, 2006.

- **Zacharia, Zach G.,** *"Early Supplier Involvement"* National Council for Advanced Manufacturing, Washington, MD, June 7, 2006.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"Keys to Effective Supply Chain Collaboration and Knowledge Acquisition"* National Council for Advanced Manufacturing, Washington, MD, June 7, 2006.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"Keys to Effective Supply Chain Collaboration"* Supplier Network Working Group Meeting, Fort Worth, TX March 16, 2006.

- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"Keys to Effective Supply Chain Collaboration"* Institute of Supply Management Group Meeting, Fort Worth, Texas, January 3, 2006.

- **Zacharia, Zach G.** "Team Based Learning in MBA and Undergraduate Supply Chain Management Classes" *16th North American Teaching and Research Conference,* Tempe, Arizona, March 17-19. (2005)

- Nix, Nancy W., **Zach G. Zacharia** and Robert F. Lusch "Keys to Effective Supply Chain Collaboration" *16th North American Teaching and Research Conference,* Tempe, Arizona, March 17-19. (2005)

- **Zacharia, Zach G.,** *"Education Strategies"* Council of Logistics Roundtable Leadership Forum, Chicago, Illinois, June 11-12, 2004.
- **Zacharia, Zach G.,** and Nancy W. Nix, *"Supply Chain Collaboration – The role of a 3PL intermediary"* Society of Marketing Advances, New Orleans, Louisiana, November 6 - 8, 2003.
- **Zacharia, Zach G.,** Nancy W. Nix, and Robert F. Lusch *"Collaboration Effectiveness in the Supply Chain: A Knowledge and Capabilities Based Approach"* American Marketing Faculty Consortium, Dallas, Texas, October 30-November 2, 2003.

- **Zacharia, Zach G.,** *"What does it mean to be an education officer in your roundtable?"* Council of Logistics Roundtable Leadership Forum, Chicago, Illinois, June 6-7, 2003.
- Nix, Nancy W. and **Zach G. Zacharia**, Track Chairs "*Going Beyond the Hype: Getting and Measuring the Value from your Supply Chain Initiatives"* Council of Logistics Management Conference, Chicago, Illinois, September 23-27, 2003.
- **Zach G. Zacharia,** *Top 10 Truck Safety Recommendations*, Federal Motor Carrier Safety Administration, Washington, District of Columbia, October 16, 2002.
- **Zach G. Zacharia,** *Logistics Involvement in New Product Development*, University of Arkansas, Fayetteville, Arkansas, September 18, 2002.
- **Zach G. Zacharia,** "Supply and Value Chain Certificate Program" presented at the Supply and Value Chain Conference, Ft. Worth, Texas, February 8, 2002.
- **Zach G. Zacharia,** "*Tennessee Transportation Assistance Program*" presented at the Region 4 LTAP conference, St. Petersburg, Florida, May 16, 2001.

- **Zach G. Zacharia,** "*The Evolution and Growth of Production in the Supply Chain*", *2000 Society for Marketing Advances Conference*, Orlando, Florida, November 8. 2000.
- **Zach G. Zacharia,** and Soonhong Min "*The Nature of Interfirm Partnering in Supply Chain Management*" presented at American Marketing Association, Chicago, Illinois, August 5, 2000.
- **Zach G. Zacharia,** *"Searching the Internet and Web Page Design"* presented at University of Tennessee, Knoxville, Tennessee, April 17, 2000.

- **Zach G. Zacharia,** *"An Overview of Truck and Bus Safety: 1999 Knoxville Symposium* presented at the 4th International Fatigue Management Conference, Perth, Australia, March 19 – 22, 2000.
- **Zach G. Zacharia,** "*Traffic Safety and the Internet*" presented at the Governor Highway Safety Conference, Memphis, Tennessee, July 12-14, 1999.
- **Zach G. Zacharia,** "*Tennessee Transportation Assistance Program*" presented at the Asphalt Emulsion Users Conference, Nashville, Tennessee, November 19, 1998.
- **Zach G. Zacharia** and Barton R. Jennings "*The Use of Active Participation and Group Competition to Facilitate Training and Technology Transfer for Adult Learners*" Transportation Research Board Conference, Washington, District of Columbia, January 10-14, 1998.
- **Zach G. Zacharia,** "*Training Requirements for Local Governments*" presented at the National Transportation Training Conference, Reno, Nevada, October 7-9, 1997.
- **Zach G. Zacharia,** "*Logistics Thought: Key Messages and Implications from the Field of Marketing*," presented at the Council of Logistics Management Doctoral Symposium, Chicago, Illinois, October 3-4, 1997.
- **Zach G. Zacharia,** "*Navigating the Internet*" presented at the Southeast Local Roads Conference, Biloxi, Mississippi, September 24-26, 1997.
- **Zach G. Zacharia,** "*Bridge Paint Expert Systems,"* presented at the Second International Organization for Economic Cooperation and Development (OECD) Conference on Knowledge Based Expert Systems in Transportation, Montreal, Canada, June 14-16, 1992.

G. Teaching and Research Advising

COURSES:

Lehigh University (2008 – Present)

- SCM 186 - Supply Chain Management and Operations (Undergraduate 2008 - present)
- SCM 354 - Logistics and Transportation (Undergraduate 2008-present)
- GBUS 453 – Logistics and Transportation (Graduate 2013 – present)
- GBUS 492- Supply Chain Management Strategy (Graduate 2010- 2015) (Summer Course)
- Advising 14 Supply Chain Management Majors (2021)
- Advising 11 Supply Chain Management Majors (2020)
- Advising 21 Supply Chain Management Majors (2019)
- Advising 5 Supply Chain Management Majors (2018)
- Advising 24 Supply Chain Management Majors (2017)

- Advising 9 Supply Chain Management Majors (2016)
- Advising 27 Supply Chain Management Majors (2015)
- Advising 28 Supply Chain Management Majors (2014)
- Advising 24 Supply Chain Management Majors (2013)
- Advising 9 Supply Chain Management Majors (2012)
- Advising 10 Supply Chain Management Majors (2011)
- Advising 13 Supply Chain Management Majors (2010)
- Advising 6 Supply Chain Management Majors (2009)

Texas Christian University (2001 – 2008)

- Strategic Sourcing and Procurement (Professional MBA) 2007
- Business Simulation (Professional MBA) 2007
- Supply Chain Management Concepts (Full-Time MBA) 2005 – 2008
- Supply Chain Management Concepts (Professional MBA) 2001– 2008
- Logistics and Transportation (Professional MBA) 2001 - 2008
- Supply Chain Tools and Technologies (Professional MBA) 2002
- Logistics and Transportation (Undergraduate) 2001 - 2008
- Supply Chain Management Concepts (Undergraduate) 2003 – 2004
- Supply Chain Tools and Technologies (Undergraduate) 2003
- Procurement and Supply Management (Undergraduate) 2003

University of Tennessee (1996-2001)

- Introduction to Transportation (Undergraduate) Summer 1998
- Introduction to Logistics (Undergraduate) Summer 1999
- Marketing Management (Undergraduate) Spring 2000
- Global Logistics and Transportation (Undergraduate) Summer 2000

H. SERVICE

University

Faculty Compensation Committee (2016 – 2019)

College

Director, Center for Supply Chain Research Lehigh
Promotion and Tenure Committee (2021 – onwards)
Chair, Database and Software Committee (2018 – onwards)
Ph.D. Task Force (2017)
Undergraduate Core Curriculum Committee (2016)
Math Committee to Assess Assessment Results (2010)

Department

BIS Assistant Professor Search Chair – Tenure Track (2021-2021)
SCM Assistant Professor Search Chair – Tenure Track (2020-2020)
DATA Department Chair Search – Tenure Track (2019-2019)
SCM Assistant Professor Search Chair – Tenure Track (2018-2018)

SCM POP Search Chair (2017-2017)
Research Seminar Committee (2010-2011)
SCM Club Faculty Liaison (2009-2019)

Professional (Council of Supply Chain Management Professionals)

Education Committee Member -Lehigh Valley Roundtable (2015-onwards)
President – Lehigh Valley Roundtable (2012-2015)
Education Conference Chair (2010 – 2011)
Education Strategies Committee Member (2007 – 3-year term)
Case Editor (3-year term)
President – Dallas Roundtable (2007-2008)
Vice President – Dallas Roundtable (2006-2007)
Education chair – Dallas Roundtable (2004-2006)
Member (1999 – onwards)

External Service

Rockefeller Group – Expert Service Consulting (Jan 2020)

Exhibit B:
Employment records

Genuine Interest in
the Rural Producer

Indaiatuba - São Paulo, January 23, 2026.

DECLARATION

We hereby declare, for all due purposes, that Mr. **Celio Caetano de Souza Júnior**, Brazilian, holder of CPF No. **376.368.758-02**, was employed by this company during the period from **04/25/2018 to 07/22/2020**, with nothing on record that would discredit his professional conduct.

In witness whereof, we sign this declaration so that it may produce its legal effects.

Flávia Rodrigues Prates Cescon
People and Culture Manager

47.471.784/0001-08
CASA BUGRE SEMENTES LTDA.
Rua Frederico Magnusson, No. 156
Vitoria Martini Commercial Development - ZIP Code: 13.347-624
INDAIATUBA - SP

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 24, 2026.

casa bugre®

Interesse Genuíno
no Produtor Rural

Indaiatuba – SP, 23 de janeiro de 2026.

DECLARAÇÃO

Declaramos, para os devidos fins, que o(a) Sr(a). **Celio Caetano de Sousa Júnior**, brasileiro(a), portador(a) do CPF nº **376.368.758-02**, foi funcionário(a) desta empresa no período de **25/04/2018 a 22/07/2020**, não havendo nada que desabone sua conduta profissional.

Por ser verdade, firmamos a presente declaração, para que produza os efeitos legais.

Flávia Rodrigues Prates Cescon
Gerente de Pessoas e Cultura

47.471.784/0001-08
CASA BUGRE SEMENTES LTDA.
Rua Frederico Magnusson, nº156
Lot. Com. Vitoria Martini - CEP: 13.347-624
INDAIATUBA - SP

376.368.758-02

Employee Information

CPF: 376.368.758-02
Name: CELIO CAETANO DE SOUSA JUNIOR

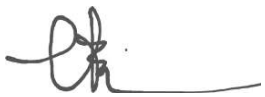
Registration Information

Registration	Category	Status	Hire Date	Termination Date
0193100138	101 - Employee - General, including public employees of the direct or indirect public administration hired under the Consolidation of Labor Laws (CLT).	Terminated	04/25/2018	07/22/2020

Registration Information | Temporary Leave | Termination | Reports

- Employment Records
- Deleted Employment Records

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 23, 2026.

376.368.758-02

Dados do Trabalhador

CPF: 376.368.758-02
Nome: CELIO CAETANO DE SOUSA JUNIOR

Dados Cadastrais

Matrícula	Categoria	Situação	Data de Admissão	Data do Desligamento
0193100138	101 - Empregado - Geral, inclusive o empregado público da administração direta ou indireta contratado pela CLT	Desligado	25/04/2018	22/07/2020

Dados Contratuais | Afastamento Temporário | Desligamento | Relatórios

- Movimentações Trabalhistas
- Movimentações Trabalhistas Excluídas

NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

SUMMARY TABLE
A. PARTIES (individually “Party” and collectively “Parties”) CONTRACTING PARTIES (collectively, the “Represented Party”): **CORTEVA AGRISCIENCE DO BRASIL LTDA.** CNPJ/MF: 61.064.929/0001-79 Address: Avenida Tamboré, No. 267, Canopus Building – South Tower, Block A, 6th, 7th and 8th Floors, Suites 61-A, 71-A and 81-A, Tamboré Neighborhood, ZIP Code 06460-000 City/State: Barueri, State of São Paulo With the branch office: CNPJ/MF: 61.064.929/0043-28 Address: BR-471 Highway, Km 49, Industrial District, ZIP Code 96810-971 City/State: Santa Cruz do Sul, State of Rio Grande do Sul and **CTVA PROTEÇÃO DE CULTIVOS LTDA.** CNPJ/MF: 47.180.625/0001-46 Address: Avenida Tamboré, No. 267, Canopus Building – South Tower, Block A, 8th Floor, Suite 81-A, CTVA Room, Tamboré Neighborhood, ZIP Code 06460-000 City/State: Barueri, State of São Paulo CONTRACTED PARTY (collectively, the “Representative Party”): **C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA.** CNPJ/MF: 42.599.968/0001-26 Address: 1031 Diogo Rodrigues Garcia Street, Jardim Eden Neighborhood, ZIP Code 14402-127 City/State: Franca, State of São Paulo CORE/State Registration No.: 0319521/2021 – State of São Paulo
A. SCOPE AND COMMISSION Non-exclusive commercial representation for the promotion of the sale of the Represented Party’s products listed in Annex II (“Products”), in accordance with the geographical limits and/or customer list set forth in Annex III (“Scope of Representation”), in consideration for the payment of the commission described in Annex II (“Commission”), all as described in Annex I and the remaining annex to this Agreement and in accordance with the applicable representation model.

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B. REPRESENTATION MODEL

☐ "Sell In" Model; and/or

☒ "Sell Out" Model

C. PAYMENT METHOD

Bank transfer, in accordance with the Representative Party's banking information registered in the Represented Party's system.

Payment Term: Within seven (7) business days from receipt of the electronic invoice, for purposes of this provision, business days shall mean the days on which banking institutions are open and normally operating in the City of Barueri, State of São Paulo.

D. TERM

☐ **Fixed Term:** Commencing on the execution date of this Agreement and ending on (Date).

☒ **Indefinite Term**

☐ The effects of this Agreement shall be retroactive to Click here, and all acts performed by the Parties since that date are hereby validated and ratified or ☒ Not Applicable

E. NOTICE OF TERMINATION

Thirty (30) days' prior written notice, in accordance with applicable law.

F. NOTICES

To the Represented Party:	**To the Representative Party:**
comissoes@corteva.com	In accordance with the contact information provided by the Representative, by e-mail or through the System.

G. APPLICABLE ANNEXES:

Annex I – General Terms and Conditions of the Commercial Representation Agreement

Annex II – Products and Commissions

Annex III – Scope of Representation

Annex IV – Responsible Product Management Statement

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H. AGREEMENT (AND AMENDMENTS) TO BE SUPERSEDED

As of the date hereof, this Agreement cancels and supersedes any and all prior agreements, contracts, and understandings, whether oral or written, concerning the same subject matter as this Agreement, including, without limitation, the agreement (and any amendments thereto) specified below, which is hereby expressly superseded by this Agreement as of the date hereof:

☒ NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT, executed on July 1, 2021; or ☐ Not Applicable

Any rights of the Representative Party to the payment of Commissions, where the event giving rise to such payment occurred prior to the date hereof, which are based on agreements previously entered into between the Parties and superseded by this Agreement, and which remain unpaid by the Represented Party, shall be fully preserved.

By this instrument, the Parties identified above hereby agree to enter into this Non-Exclusive Commercial Representation Agreement ("Agreement"), which shall be governed by and construed in accordance with the information set forth in the table above ("Summary Table"), as well as the General Terms and Conditions of the Agreement (Annex I) and the remaining annexes listed in the Summary Table, all of which constitute the entire agreement between the Parties with respect to the subject matter hereof.

In witness whereof, the Parties and the witnesses execute this Agreement, which may be executed electronically or digitally. If, however, either Party and/or any witness is unable to execute this Agreement electronically or digitally, this Agreement shall be executed in hard copy by the Parties in as many counterparts as necessary, each of identical form and content, in the presence of two (2) witnesses, so that it may produce all legal effects.

Barueri-SP, September 1, 2024.

Karin Goetze — Karin Goetze (September 30, 2024 11:32 AM ADT)
Fabiano F Marcelino — Fabiano F Marcelino (September 30, 2024 2:13 PM ADT)

CORTEVA AGRISCIENCE DO BRASIL LTDA.

Karin Goetze — Karin Goetze (September 30, 2024 11:32 AM ADT)
Fabiano F Marcelino — Fabiano F Marcelino (September 30, 2024 2:13 PM ADT)

CTVA PROTEÇÃO DE CULTIVOS LTDA.

Célio Caetano de Sousa Júnior (September 30, 2024 10:07 AM ADT)

C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA.

Witnesses

Luis Klein — Luis Klein (September 30, 2024 6:35 PM ADT)

Name: Luís Klein
CPF: 964.918.840-15

JOSÉ GENILSON MENDES COSTA DA SILVA (October 1, 2024 2:15 PM ADT)

Name: José Genilson Mendes Costa da Silva
CPF: 309.653.638-48

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I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 26, 2026

CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA

QUADRO RESUMO
A. PARTES (separadamente "Parte" ou em conjunto "Partes") CONTRATANTES (em conjunto "Representada"): **CORTEVA AGRISCIENCE DO BRASIL LTDA**. CNPJ/MF: 61.064.929/0001-79 Endereço: Avenida Tamboré, 267, Ed. Canopus - Torre Sul, Bloco A, 6º, 7º e 8º andar, Conj. 61-A, 71-A e 81-A, Bairro Tamboré, CEP 06460-000 Cidade/UF: Barueri, Estado de SP' Com filial: CNPJ/MF: 61.064.929/0043-28 Endereço: Rodovia BR 471, Km 49, Distrito Industrial, CEP 96810-971 Cidade/UF: Santa Cruz do Sul-RS e **CTVA PROTEÇÃO DE CULTIVOS LTDA.** CNPJ/MF: 47.180.625/0001-46 Endereço: Avenida Tamboré, 267, Ed. Canopus - Torre Sul, Bloco A, 8ª andar, Conj. 81-A, Sala CTVA, Bairro Tamboré, CEP 06460-000 Cidade/UF: Barueri, Estado de SP CONTRATADA (em conjunto "Representante"): **C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA** CNPJ/MF: 42.599.968/0001-26 Endereço: Rua Diogo Rodrigues garcia, Número 1031, Bairro Jardim Eden, CEP 14402-127 Cidade/UF: Franca/SP Número de Registro no CORE/Estado: nº 0319521/2021, Estado de São Paulo
A. OBJETO E COMISSÃO Representação comercial não exclusiva para a promoção visando a venda dos produtos da Representada listados no Anexo II ("Produtos"), de acordo com o limite geográfico e/ou lista de clientes indicados na forma do Anexo III ("Escopo de Atuação") e mediante o pagamento da comissão descrita no Anexo II ("Comissão"), tudo conforme descrito no Anexo I e nos demais anexos deste Contrato e de acordo com a modalidade aplicável.

B. MODALIDADE DA REPRESENTAÇÃO

☐ Modalidade "Sell In"; e/ou

☒ Modalidade "Sell Out"

C. FORMA DE PAGAMENTO

Depósito bancário - De acordo com os dados bancários da Representante cadastrados no sistema da Representada.

Prazo de pagamento: Em até 7 (sete) dias úteis, contados do recebimento da nota fiscal eletrônica, sendo que, para os fins desta cláusula, dias úteis serão os dias em que as instituições bancárias funcionem normalmente no Município de Barueri, Estado de São Paulo.

D. PRAZO	**E. AVISO PRÉVIO PARA RESILIÇÃO**
☐ **Prazo determinado**: Início na presente data de assinatura e término em (Data). ☒ **Prazo indeterminado** ☐ Os efeitos do presente Contrato retroagem a Clique aqui., estando validados e ratificados todos os atos praticados pelas Partes desde então ou ☒ Não Aplicável	30 (trinta) dias, nos termos da legislação vigente.

F. NOTIFICAÇÕES:

Para as Representadas:	**Para a Representante:**
comissoes@corteva.com	De acordo com os dados de contato que sejam indicados pela Representante, por email ou por meio do Sistema.

G. ANEXOS APLICÁVEIS:

Anexo I - Condições Gerais ao Contrato de Representação Comercial
Anexo II - Produtos e Comissões
Anexo III – Escopo de Atuação
Anexo IV – Termo de Gestão Responsável de Produtos

H. CONTRATO (E SEUS ADITIVOS) A SER SUBSTITUÍDO:
A partir da presente data, este Contrato cancela e substitui quaisquer contratos, acordos e entendimentos anteriores, verbais ou escritos, sobre o mesmo objeto deste Contrato, incluindo, mas não se limitando, ao contrato (e eventuais aditivos) abaixo especificado, o qual a partir da presente data é expressamente substituído pelo Contrato: ☒ Contrato de REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVO, firmado em 01 de julho de 2021 ou ☐ Não Aplicável Todos os eventuais direitos da Representante ao pagamento de Comissão, cujo fato gerador seja anterior à presente data, que estejam embasados em contratos anteriormente firmados entre as Partes que serão substituídos pelo Contrato e que estejam pendentes de pagamento pela Representada, estarão devidamente preservados.

Por este instrumento, resolvem as Partes acima qualificadas celebrar o presente Contrato de Representação Comercial Não Exclusiva ("Contrato"), o qual será regido e interpretado pelas informações constantes no quadro acima ("Quadro Resumo"), assim como pelas Condições Gerais do Contrato (Anexo I) e demais anexos relacionados no Quadro Resumo, que consubstanciam o acordo completo das Partes acerca do objeto ora contratado.

E assim, por estarem justas e contratadas, as Partes e testemunhas assinam este Contrato, que poderá ser mediante assinatura eletrônica ou digital. Contudo, estando uma das Partes e/ou das testemunhas impossibilitadas de assinar o Contrato de forma eletrônica ou digital, o presente Contrato será assinado pelas Partes de forma física em quantas vias foram necessárias, de igual teor e forma, na presença também de 2 (duas) testemunhas, para que surtam todos os efeitos legais e de direito.

Barueri-SP, 01 de setembro de 2024.

Karin Goetze Fabiano F Marcelino
Karin Goetze (30 de setembro de 2024 11:32 ADT) Fabiano F Marcelino (30 de setembro de 2024 14:13 ADT)

CORTEVA AGRISCIENCE DO BRASIL LTDA.

Karin Goetze Fabiano F Marcelino
Karin Goetze (30 de setembro de 2024 11:32 ADT) Fabiano F Marcelino (30 de setembro de 2024 14:13 ADT)

CTVA PROTEÇÃO DE CULTIVOS LTDA.

Célio Caetano de Sousa Júnior (30 de setembro de 2024 10:07 ADT)

C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA.

Testemunhas:

Luis Klein
Luis Klein (30 de setembro de 2024 18:35 ADT)

Nome: Luís Klein
CPF: 964.918.840-15

JOSE GENILSON MENDES COSTA DA SILVA (1 de outubro de 2024 14:15 ADT)

Nome: José Genilson Mendes Costa da Silva
CPF: 309.653.638-48

v. 04/24

Departamento Minuta Padrão Legal

TERMINATION AGREEMENT AND NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

By this instrument, the following parties (collectively, the "Parties" and individually, "Party"), on one side, **CORTEVA AGRISCIENCE DO BRASIL LTDA.** and **CTVA PROTEÇÃO DE CULTIVOS LTDA.** (hereinafter collectively referred to as the "Represented Party"); and, on the other side, **C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA** ("Representative Party"), all duly identified in the Non-Exclusive Commercial Representation Agreement executed between the Parties on July 1, 2021, and its subsequent amendments (collectively, the "Agreement"), hereby agree as follows:

Whereas:

(i) On July 1, 2021, the Parties executed the Agreement, under which the Representative Party agreed to sell certain products of the Represented Partyl ("Products");

(ii) The Agreement is currently in effect:

☒ For an indefinite term; and/or

☐ For a fixed term, originally expiring on click here to insert date.

(iii) The Representative Party was notified by the Represented Party, through notice delivered on March 7, 2025, of the Represented Party's intention to terminate the Agreement, unilaterally and without cause, with effect from the effective termination date ("Effective Date"), as follows:

☒ Immediately upon receipt of the Notice (i.e., with indemnified notice period); and/or

☐ Upon expiration of the notice period granted on click here to insert date.

(iv) The Parties wish to (a) confirm the termination of the Agreement and any other commercial relationship existing between them; (b) establish the terms and conditions for payment by the Represented Party to the Representative Party of amounts due as a result of the termination of the Agreement, in accordance with applicable law; and (c) grant mutual release and discharge arising from the termination of the commercial relationship existing between them.

The Parties hereby agree, by mutual consent, to enter into this Termination Agreement of the Contract ("Agreement"), under the following terms and conditions:

1. For all purposes, the Parties agree that, as of the Effective Date, the following are terminated: (i) the Agreement; and (ii) any other commercial relationship maintained between the Parties related to the Products and/or any other products, whether arising from the Agreement and/or any other formal or informal understanding between the Parties. This Agreement shall apply to all periods of commercial representation existing between the Parties.

2. As a result of the termination of the Agreement, the Representative Party shall be entitled to receive statutory amounts due as commissions, indemnification, penalties, or any other amounts

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arising from the Agreement, understanding, condition, guarantee, or statement, whether oral or written, express or implied, related to the subject matter of this Agreement ("Amounts Due"). The Amounts Due, hereby irrevocably accepted by the Representative Party, are those set forth in the Annexes to this Agreement. The Represented Party shall pay the Amounts Due within fifteen (15) days from receipt of the appropriate fiscal documents required for payment.

2.1. Pursuant to applicable law and the provisions of the Agreement, the Amounts Due shall consist of the following:

2.1.1. Payment in lieu of the notice period, whenever the notice period has been indemnified—that is, not served by the Represented Party, as indicated in Recital (iii) above and in accordance with Annex 1 - where applicable;

2.1.2. Indemnification, in accordance with Annex 2, as indicated in Recital (ii) above, corresponding to one of the following:

(i) One-twelfth (1/12) of the total compensation earned during the period in which the Representative Party performed the commercial representation, if the Agreement is in effect for an indefinite term; **or**

(ii) The average monthly compensation earned up to the date of termination, multiplied by one-half of the number of months comprising the contractual term, if the Agreement is in effect for a fixed term.

2.1.3. Commissions that have become due prior to maturity, relating to outstanding receivables or receivables in the process of collection, as well as orders pending invoicing, less any returns that had been invoiced or formally requested by the Represented Party's customers up to the Effective Date, as set forth in Annex 3.

2.2. The Representative Party authorizes the Represented Party to set off against the Amounts Due arising from the termination of the Agreement: (i) any amounts previously advanced by the Represented Party pursuant to the Agreement and/or any advance payment agreements executed between the Parties; and/or (ii) any other credits of any nature held by the Represented Party against the Representative Party, including, without limitation, credits arising from product returns or order adjustments.

2.3. For purposes of the setoff described in Section 2.2 above, the Representative Party authorizes the Represented Party to deem any outstanding amounts not yet due and payable that are owed by the Representative Party to the Represented Party to be immediately due and payable, so that such amounts may be offset against any sums payable to the Representative Party as a result of the termination of the Agreement.

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2.4. The Amounts Due as a result of the termination of the Agreement are as follows:

CTVA PROTEÇÃO DE CULTIVOS LTDA.						
	Commissions		**Indemnification**		**Total**	
Annex 1	R$	0.00	R$	51,087.38	R$	51,087.38
Annex 2	R$	0.00	R$	223,523.19	R$	223,523.19
Annex 3	R$	556,988.80	R$	0.00	R$	556,988.80
Total	**R$**	**556,988.80**	**R$**	**274,610.57**	**R$**	**831,599.37**

3. The Representative Party irrevocably and unconditionally agrees to the Amounts Due, acknowledging that it has no further claims with respect thereto and recognizing that such amounts constitute the entirety of the payments to be made by the Represented Party as a result of the termination of the Agreement and/or any other circumstance related to or arising out of the Agreement.

4. Payment shall be made by the Represented Party to the Representative by means of a deposit into the Representative Party's bank account, and the corresponding proof of deposit shall serve as conclusive evidence of full and final payment and discharge. Notwithstanding the foregoing, payments made to any other bank account subsequently designated by the Representative Party and/or customarily used for payments to the Representative Party shall likewise be deemed valid.

5. The Amounts Due constitute the full compensation payable to the Representative Party on any basis whatsoever, encompassing all amounts owed pursuant to the Agreement (and/or any other commercial representation arrangement maintained between the Parties) and under applicable law.

5.1. The amounts set forth in this Agreement are gross amounts. Accordingly, the amounts actually transferred to the Representative Party may be reduced by any deductions and withholdings required under the laws in effect at the time of payment. The amounts payable to the Representative Party shall not be subject to the accrual of interest and/or monetary adjustment.

6. Upon payment of the Amounts Due, the Representative Party automatically grants to the Represented Party and to any of its affiliated entities, in any capacity whatsoever, the broadest, irrevocable, and unconditional full release and discharge with respect to any and all obligations, whether satisfied or unsatisfied, expenses, and payments of any kind, whether due or to become due, present or future, arising out of the Agreement, any other commercial representation agreement (whether formal or informal), as well as any other contractual and/or non-contractual relationship between the Parties, including, without limitation:

(i) Commissions arising from the brokerage or solicitation of sales; and

(ii) Any other amounts arising from the commercial representation relationship maintained between the Parties, including, without limitation, payment in lieu of notice and statutory indemnification under applicable law, all of which the Representative Party acknowledges have been fully satisfied and discharged by the payments provided for in this Agreement.

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6.1. The Representative Party acknowledges that the provisions of this Agreement, including the release and discharge granted herein, also extend to any commercial representation relationships maintained with entities affiliated with the Represented Party.

7. The Representative Party declares that it is an independent commercial representative and shall not, under any circumstances, be deemed an employee, agent, or subsidiary of the Represented Party for any purpose. Nothing in the relationship between the Representative Party and the Represented Party shall be construed as creating a partnership, joint venture, or any other form of joint enterprise. The Representative Party has acted and shall continue to act in its own name and has no authority to bind the Represented Party to any representations, statements, agreements, contracts, or obligations of any kind whatsoever.

8. Notwithstanding the provisions of this Agreement, the Representative Party acknowledges that those provisions of the Agreement which, by their nature and for the benefit of the Represented Party, are intended to survive its termination shall remain in full force and effect. In particular, the Representative Party shall continue to comply with the contractual provisions relating to confidentiality and the protection and processing of personal data and, in this regard, hereby undertakes to:

(i) Return to the Represented Party all promotional materials and/or confidential information, of whatever nature or medium, within the non-extendable period of fifteen (15) days from the date hereof; and

(ii) Refrain from using and/or disclosing, under any circumstances, any materials, trademarks, designs, symbols, and/or products that belong to, or in any way refer to, the Represented Party.

9. This Agreement is executed by mutual consent, free from any defect of consent, and the Parties acknowledge that they possess full legal capacity to enter into this Agreement and are fully aware of the applicable laws governing its execution.

10. Any future commercial representation relationship or any other relationship that may be established between the Parties shall be entirely independent of the relationships terminated pursuant to this Agreement. Any such future business relationship shall not affect the validity, enforceability, or final nature of this Agreement or of the full release and discharge granted herein by the Representative Party.

11. This Agreement supersedes and prevails over all negotiations conducted prior to its execution, as well as any prior expressions of intent and legal transactions entered into by the Parties.

12. Any disputes arising out of or relating to this Agreement shall be submitted exclusively to the court of the Judicial District of Barueri, State of São Paulo. This provision supersedes any prior forum-selection provision agreed upon by the Parties.

In witness whereof, the Parties and the witnesses have executed this Agreement by electronic or digital signature, as agreed between the Parties and pursuant to Section II of Article 411 of the Brazilian Code of Civil Procedure and Provisional Measure No. 2,200-2, dated August 24, 2001, in as many counterparts as necessary, each of which shall be deemed an original, and all of which together shall constitute one and the same instrument for all legal purposes.



Fabiano F Marcelino Geraldo d Ornellas
Geraldo d Ornellas (April 30, 2025, 11:50 AM ADT)

CORTEVA AGRISCIENCE DO BRASIL LTDA.

Fabiano F Marcelino Geraldo d Ornellas
Geraldo d Ornellas (April 30, 2025, 11:50 AM ADT)

CTVA PROTECAO DE CULTIVOS LTDA.

Célio Souza (April 30, 2025, 11:50 AM ADT)

C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA

Witnesses

1. José genilson mendes costa da silva (April 30, 2025, 11:50 AM ADT)

Name: **José Genilson Mendes Costa da Silva**

CPF: 309.653.638-48

2. Camyla Balbino (April 30, 2025, 11:50 AM ADT)

Name: Camyla Vitoria Pereira Balbino

CPF: 507.971.208-23

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TERMINATION AGREEMENT OF THE NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

PAYMENT IN LIEU OF NOTICE

ANNEX 1

Commission for the third preceding month	R$	44,816.94
Commission for the second preceding month	R$	77,550.82
Commission for the preceding month	R$	30,894.37
Total	R$	153,262.13
Average	R$	51,087.38

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STATUTORY INDEMNIFICATION PROVIDED FOR IN ARTICLE 27(j) OF LAW No. 4,886/65 (1/12)

ANNEX 2

Month	Commissions Paid	Updated Amount
Jun/21	R$ -	R$ -
Jul/21	R$ -	R$ -
Aug/21	R$ -	R$ -
Sep/21	R$ 37.45	R$ 41.21
Oct/21	R$ 1,748.00	R$ 1,935.75
Nov/21	R$ 828.03	R$ 911.11
Dec/21	R$ 5,812.11	R$ 6,394.09
Jan/22	R$ 20,197.23	R$ 22,027.79
Feb/22	R$ 13,078.31	R$ 14,009.03
Mar/22	R$ 26,094.13	R$ 27,448.02
Apr/22	R$ 52,894.77	R$ 54,687.22
May/22	R$ 16,207.64	R$ 16,523.67
Jun/22	R$ 35,374.65	R$ 35,877.26
Jul/22	R$ 52,455.94	R$ 52,891.71
Aug/22	R$ 29,176.04	R$ 29,357.89
Sep/22	R$ 49,410.25	R$ 50,067.84
Oct/22	R$ 29,265.78	R$ 29,938.51
Nov/22	R$ 45,632.31	R$ 47,139.16
Dec/22	R$ 608,496.40	R$ 632,158.62
Jan/23	R$ 90,912.87	R$ 94,026.99
Feb/23	R$ 20,393.97	R$ 21,047.96
Mar/23	R$ 11,693.28	R$ 12,069.36
Apr/23	R$ 9,147.82	R$ 9,532.59
May/23	R$ 2,286.12	R$ 2,427.03
Jun/23	R$ 503.05	R$ 534.06
Jul/23	R$ 43,201.77	R$ 46,767.22
Aug/23	R$ 81,032.37	R$ 88,359.33
Sep/23	R$ 781.58	R$ 853.41
Oct/23	R$ 45,090.47	R$ 49,054.59
Nov/23	R$ 156,506.47	R$ 169,422.06
Dec/23	R$ 46,242.04	R$ 49,762.98
Jan/24	R$ 88,523.05	R$ 94,563.57
Feb/24	R$ 30,523.81	R$ 32,583.26
Mar/24	R$ 18,100.89	R$ 19,422.62
Apr/24	R$ 52,424.19	R$ 56,516.04
May/24	R$ 82,157.18	R$ 88,296.84
Jun/24	R$ 7,949.28	R$ 8,467.90
Jul/24	R$ 41,386.71	R$ 43,730.85
Aug/24	R$ 17,177.40	R$ 18,040.72
Sep/24	R$ 39,550.73	R$ 41,420.34
Oct/24	R$ 1,509.85	R$ 1,571.43
Nov/24	R$ 44,816.94	R$ 45,945.83
Dec/24	R$ 77,550.82	R$ 78,486.36
Jan/25	R$ 30,894.37	R$ 30,977.26
ANNEX 3 – Outstanding Commissions	R$ 97,124.21	R$ 97,124.21
ANNEX 3 – Future Commissions	R$ 459,864.59	R$ 459,864.59
TOTAL UPDATED COMMISSIONS		**R$ 2,682,278.28**
TOTAL (1/12)		**R$ 223,523.19**

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TERMINATION AGREEMENT OF THE NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

COMMISSIONS NOT YET DUE
ANNEX 3

CODE	CUSTOMER NAME	PRODUCT	VOLUME	BASE PRICE - R$	COMMISSION BASE - R$	%		COMMISSION - R$
COMMISSIONS ON SALES								
10016518	COOPERCITRUS	ACCENT	1,40	1. 504,00	2. 105,60	0,035	R$	73,70
10016518	COOPERCITRUS	APROACH POWER	1. 350,00	95,35	128. 722,50	0,035	R$	4.505,29
10016518	COOPERCITRUS	E XALT	70,00	797,53	55. 827,10	0,035	R$	1.953,95
10016518	COOPERCITRUS	EXPEDITION	145,00	142,69	20. 690,05	0,035	R$	724,15
10016518	COOPERCITRUS	INTREPID	225,00	114,23	25. 701,75	0,035	R$	899,56
10016518	COOPERCITRUS	LANNATE	220,00	22,75	5. 005,00	0,035	R$	175,18
10016518	COOPERCITRUS	PACTO	8,64	1. 928,21	16. 659,73	0,035	R$	583,09
10016518	COOPERCITRUS	VERDICTMAX	386,00	158,93	61. 346,98	0,035	R$	2.147,14
10016518	COOPERCITRUS	VESSARYA	460,00	187,04	86. 038,40	0,035	R$	3.011,34
10016518	COOPERCITRUS	VIOVAN	200,00	188,96	37. 792,00	0,035	R$	1.322,72
10016518	COOPERCITRUS	GAPPER	16,00	332,62	5. 321,92	0,035	R$	186,27
10016518	COOPERCITRUS	C LASSI C	2,00	181,25	362,50	0,035	R$	12,69
10016518	COOPERCITRUS	DELEGATE	12,40	1. 551,70	19. 241,08	0,035	R$	673,44
10016518	COOPERCITRUS	FIDELE	145,00	401,70	58. 246,50	0,035	R$	2.038,63
10016518	COOPERCITRUS	APROACH PREMIUM	40,00	111,84	4. 473,60	0,035	R$	156,58
10016518	COOPERCITRUS	VERTERSC	10,00	472,18	4. 721,80	0,035	R$	165,26
10014579	COOPERCITRUS	SUC C E SS	10,00	49,90	499,00	0,035	R$	17,47
10014579	COOPERCITRUS	ENLISTCOLEX-D	20,00	33,94	678,80	0,035	R$	23,76
10014579	C O P LAC ANA	APROACH POWER	60,00	95,35	5. 721,00	0,035	R$	200,24
10014579	C O P LAC ANA	EXPEDITION	105,00	142,69	14. 982,45	0,035	R$	524,39
10014579	C O P LAC ANA	PACTO	2,88	1. 928,21	5. 553,24	0,035	R$	194,36
10009167	C O P LAC ANA	VERDICTMAX	5,00	158,93	794,65	0,035	R$	27,81
10009167	C O P LAC ANA	VIOVAN	10,00	188,96	1. 889,60	0,035	R$	66,14
10016828	C O P LAC ANA	APROACH PREMIUM	170,00	111,84	19. 012,80	0,035	R$	665,45
10016828	UNICERES	VERDICTMAX	205,00	158,93	32. 580,65	0,035	R$	1.140,32
10016828	UNICERES	DELEGATE	12,00	1. 551,70	18. 620,40	0,035	R$	651,71
10016828	CAMDA	APROACH POWER	50,00	95,35	4. 767,50	0,035	R$	166,86
10016828	CAMDA	E XALT	10,00	797,53	7. 975,30	0,035	R$	279,14
10014633	CAMDA	EXPEDITION	5,00	142,69	713,45	0,035	R$	24,97
10014633	CAMDA	INTREPID	10,00	114,23	1. 142,30	0,035	R$	39,98
10016197	CAMDA	FIDELE	70,00	401,70	28. 119,00	0,035	R$	984,17
10016197	COPERCANA	APROACH POWER	5. 280,00	95,35	503. 448,00	0,035	R$	17.620,68
10016197	COPERCANA	UTRISHA	18,00	380,42	6. 847,56	0,035	R$	119,83
10016197	C O P LANA	APROACH POWER	2. 340,00	95,35	223. 119,00	0,035	R$	7.809,17
10016197	C O P LANA	E XALT	3,00	797,53	2. 392,59	0,035	R$	83,74
10016197	C O P LANA	EXPEDITION	520,00	142,69	74. 198,80	0,035	R$	2.596,96
10016197	C O P LANA	LANNATE	17. 600,00	22,75	400. 400,00	0,035	R$	14.014,00
10016197	C O P LANA	PACTO	191,52	1. 928,21	369. 290,78	0,035	R$	12.925,18
10016197	C O P LANA	VERDICTMAX	595,00	158,93	94. 563,35	0,035	R$	3.309,72
10016197	C O P LANA	VESSARYA	450,00	187,04	84. 168,00	0,035	R$	2.945,88
10016197	C O P LANA	VIOVAN	1. 050,00	188,96	198. 408,00	0,035	R$	6.944,28
10016197	C O P LANA	C LASSI C	0,30	181,25	54,38	0,035	R$	1,90
10016197	C O P LANA	APROACH PREMIUM	220,00	111,84	24. 604,80	0,035	R$	861,17
	C O P LANA	ENLISTCOLEX-D	1. 800,00	33,94	61. 092,00	0,035	R$	2.138,22
	C O P LANA	SPIDER	4,20	2. 024,62	8. 503,40	0,035	R$	297,62
	C O P LANA	INTREPID EDGE	75,00	510,98	38. 323,50	0,035	R$	1.341,32
	C O P LANA	APROACH PRIMA	10,00	480,00	4. 800,00	0,035	R$	168,00
	C O P LANA	P AXE O	3,30	2. 691,06	8. 880,50	0,035	R$	310,82
SUBTOTAL					**637.356,61**			**97.124,21**

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TERMINATION AGREEMENT OF THE NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

COMMISSIONS NOT YET DUE

ANNEX 3

CODE	CUSTOMER NAME	PRODUCT	VOLUME	BASE PRICE - R$	COMMISSION BASE - R$	%	% RC SHARE AT COOPA	REMAINING INVENTORY - SE
Vicenda [Remaining Inventory - Sell-In] = (BASE VALUE * % COMMISSION) * % RC SHARE AT COOPA								
10008396	**COOPERMOTA**	ACCENT	509,00	1. 504,00	765. 536,00	0,035	0,000	3,30
10008396	**COOPERMOTA**	APROACH POWER	6.620,00	95,35	631. 217,00	0,035	0,000	2,72
10008396	**COOPERMOTA**	APROACH PREMIUM	120,00	111,84	13. 420,80	0,035	0,000	0,06
10008396	**COOPERMOTA**	APROACH PRIMA	170,00	480,00	81. 600,00	0,035	0,000	0,35
10008396	**COOPERMOTA**	CLASSIC	47,00	181,25	8. 518,75	0,035	0,000	0,04
10008396	**COOPERMOTA**	DERMACOR	219,00	1. 971,59	431. 778,21	0,035	0,000	1,86
10008396	**COOPERMOTA**	ELEVORE	1.203,00	1. 060,51	1. 275. 793,53	0,035	0,000	5,50
10008396	**COOPERMOTA**		160,00	11,57	1. 851,20	0,035	0,000	0,01
10008396	**COOPERMOTA**	ENLISTDUOCOLEX-D	808,00	797,53	644. 404,24	0,035	0,000	2,78
10008396	**COOPERMOTA**	EXALT	10.510,00	142,69	1. 499. 671,90	0,035	0,000	6,47
10008396	**COOPERMOTA**	EXPEDITION	220,00	332,62	73. 176,40	0,035	0,000	0,32
10008396	**COOPERMOTA**	GAPPER	36,00	336,19	12. 102,84	0,035	0,000	0,05
10008396	**COOPERMOTA**	INLAYON	2.554,00	114,23	291. 743,42	0,035	0,000	1,26
10008396	**COOPERMOTA**	INTREPID	540,00	510,98	275. 929,20	0,035	0,000	1,19
10008396	**COOPERMOTA**	INTREPID EDGE	53.220,00	22,75	1. 210. 755,00	0,035	0,000	5,22
10008396	**COOPERMOTA**	LANNATE	1.800,30	1. 928,21	3. 471. 356,46	0,035	0,000	14,97
10008396	**COOPERMOTA**	PACTO	2.446,00	2. 691,06	6. 582. 332,76	0,035	0,000	28,39
10008396	**COOPERMOTA**	PAXEO	174,00	2. 024,62	352. 283,88	0,035	0,000	1,52
10008396	**COOPERMOTA**	SPIDER	92,00	1. 429,19	131. 485,48	0,035	0,000	0,57
10008396	**COOPERMOTA**	TRACER	516,00	235,24	121. 383,84	0,035	0,000	0,52
10008396	**COOPERMOTA**	TRICEA	2.335,00	380,42	888. 280,70	0,035	0,000	3,83
10008396	**COOPERMOTA**	UTRISHA	3.615,00	158,93	574. 531,95	0,035	0,000	2,48
10008396	**COOPERMOTA**	VERDICTMAX	2.510,00	187,04	469. 470,40	0,035	0,000	2,02
10008396	**COOPERMOTA**	VESSARYA	2.690,00	188,96	508. 302,40	0,035	0,000	2,19
10009167	**UNICERES**	VIOVAN	1.508,00	1. 445,44	2. 179. 723,52	0,035	0,152	11.594,64
10009167	**UNICERES**	DELEGATE	800,00	142,69	114. 152,00	0,035	0,152	607,21
10009167	**UNICERES**	EXPEDITION	240,00	114,23	27. 415,20	0,035	0,152	145,83
10009167	**UNICERES**	INTREPID	5.540,00	47,57	263. 537,80	0,035	0,152	1.401,84
10009167	**UNICERES**	SUCCESS	420,00	461,67	193. 901,40	0,035	0,152	1.031,42
10014633	**COPERCANA**	VERTERSC	5.300,00	95,35	505. 355,00	0,035	0,241	4.254,09
10014633	**COPERCANA**	APROACH POWER	122,00	336,19	41. 015,18	0,035	0,241	345,27
10014633	**COPERCANA**	INLAYON	300,00	510,98	153. 294,00	0,035	0,241	1.290,43
10014633	**COPERCANA**	INTREPID EDGE	200,00	187,04	37. 408,00	0,035	0,241	314,90
10016197	**COPLANA**	VESSARYA NEW	10.410,00	95,35	992. 593,50	0,035	0,332	11.520,70
10016197	**COPLANA**	APROACH POWER	290,00	111,84	32. 433,60	0,035	0,332	376,45
10016197	**COPLANA**	APROACH PREMIUM	135,00	480,00	64. 800,00	0,035	0,332	752,11
10016197	**COPLANA**	APROACH PRIMA	3,00	181,25	543,75	0,035	0,332	6,31
10016197	**COPLANA**	CLASSIC	153,00	1. 971,59	301. 653,27	0,035	0,332	3.501,19
10016197	**COPLANA**	DERMACOR	1.655,00	797,53	1. 319. 912,15	0,035	0,332	15.319,78
10016197	**COPLANA**	EXALT	1.850,00	142,69	263. 976,50	0,035	0,332	3.063,89
10016197	**COPLANA**	EXPEDITION	228,00	336,19	76. 651,32	0,035	0,332	889,67
10016197	**COPLANA**	INLAYON	56,00	114,23	6. 396,88	0,035	0,332	74,25
10016197	**COPLANA**	INTREPID	395,00	510,98	201. 837,10	0,035	0,332	2.342,66
10016197	**COPLANA**	INTREPID EDGE	9.220,00	22,75	209. 755,00	0,035	0,332	2.434,56
10016197	**COPLANA**	LANNATE	381,00	1. 928,21	734. 648,01	0,035	0,332	8.526,81
10016197	**COPLANA**	PACTO	417,00	2. 691,06	1. 122. 172,02	0,035	0,332	13.024,68
10016197	**COPLANA**	PAXEO	1.490,00	2. 024,62	3. 016. 683,80	0,035	0,332	35.013,64
10016197	**COPLANA**	SPIDER	70,00	158,93	11. 125,10	0,035	0,332	129,13
10016197	**COPLANA**	VERDICTMAX	20,00	187,04	3. 740,80	0,035	0,332	43,42
10016197	**COPLANA**	VESSARYA NEW	1.110,00	188,96	209. 745,60	0,035	0,332	2.434,45
10016518	**COOPERCITRUS**	VIOVAN	12,00	217,49	2. 609,88	0,035	0,163	14,85
10016518	**COOPERCITRUS**	ACAPELA	44,30	1. 504,00	66. 627,20	0,035	0,163	379,20
10016518	**COOPERCITRUS**	ACCENT	31.810,00	95,35	3. 033. 083,50	0,035	0,163	17.262,19
10016518	**COOPERCITRUS**	APROACH POWER	4.050,00	111,84	452. 952,00	0,035	0,163	2.577,89
10016518	**COOPERCITRUS**	APROACH PREMIUM	464,00	367,65	170. 589,60	0,035	0,163	970,88
10016518	**COOPERCITRUS**	BIM	3.820,00	121,75	465. 085,00	0,035	0,163	2.646,94
10016518	**COOPERCITRUS**	BIMMAX	580,00	181,25	105. 125,00	0,035	0,163	598,30
10016518	**COOPERCITRUS**	CLASSIC	140,00	549,54	76. 935,60	0,035	0,163	437,86
10016518	**COOPERCITRUS**	CLOSER	3.582,00	37,09	132. 856,38	0,035	0,163	756,13
		CURZATE						

Legal Standard Template Department

TERMINATION AGREEMENT OF THE NON-EXCLUSIVE COMMERCIAL REPRESENTATION AGREEMENT

COMMISSIONS NOT YET DUE

ANNEX 3

CODE	CUSTOMER NAME	PRODUCT	VOLUME	BASE PRICE - R$	COMMISSION BASE - R$	%		COMMISSION - R$
10016518	**COOPERCITRUS**	DELEGATE	5. 503,64	1. 445,44	7. 955. 181,40	0,035	0,163	45.275,34
10016518	**COOPERCITRUS**	DERMACOR	369,00	1. 971,59	727. 516,71	0,035	0,163	4.140,52
10016518	**COOPERCITRUS**	ELEVORE	179,00	1. 060,51	189. 831,29	0,035	0,163	1.080,39
10016518	**COOPERCITRUS**	ENLISTDUOCOLEX-D	4. 560,00	11,57	52. 759,20	0,035	0,163	300,27
10016518	**COOPERCITRUS**	EXALT	9. 916,00	797,53	7. 908. 307,48	0,035	0,163	45.008,56
10016518	**COOPERCITRUS**	EXPEDITION	10. 520,00	142,69	1. 501. 098,80	0,035	0,163	8.543,21
10016518	**COOPERCITRUS**	FIDELE	3. 280,00	420,00	1. 377. 600,00	0,035	0,163	7.840,34
10016518	**COOPERCITRUS**	GAPPER	318,00	332,62	105. 773,16	0,035	0,163	601,99
10016518	**COOPERCITRUS**	GOAL	10,00	102,50	1. 025,00	0,035	0,163	5,83
10016518	**COOPERCITRUS**	INLAYON	104,00	336,19	34. 963,76	0,035	0,163	198,99
10016518	**COOPERCITRUS**	INTREPID	3. 235,00	114,23	369. 534,05	0,035	0,163	2.103,13
10016518	**COOPERCITRUS**	INTREPID EDGE	3. 753,00	510,98	1. 917. 707,94	0,035	0,163	10.914,25
10016518	**COOPERCITRUS**	KOCIDE	640,00	50,56	32. 358,40	0,035	0,163	184,16
10016518	**COOPERCITRUS**	LANNATE	36. 930,00	22,75	840. 157,50	0,035	0,163	4.781,59
10016518	**COOPERCITRUS**	OMSUGO P	110,00	424,66	46. 712,60	0,035	0,163	265,86
10016518	**COOPERCITRUS**	PACTO	1. 288,92	1. 928,21	2. 485. 308,43	0,035	0,163	14.144,64
10016518	**COOPERCITRUS**	PAXEO	1. 399,46	2. 691,06	3. 766. 030,83	0,035	0,163	21.433,62
10016518	**COOPERCITRUS**	SAVEY	21,48	2. 732,40	58. 691,95	0,035	0,163	334,03
10016518	**COOPERCITRUS**	SCORPION	30,00	128,86	3. 865,80	0,035	0,163	22,00
10016518	**COOPERCITRUS**	SPIDER	2. 502,57	2. 024,62	5. 066. 753,27	0,035	0,163	28.836,42
10016518	**COOPERCITRUS**	SUCCESS	830,00	47,57	39. 483,10	0,035	0,163	224,71
10016518	**COOPERCITRUS**	TALENTO	2,16	1. 440,45	3. 111,37	0,035	0,163	17,71
10016518	**COOPERCITRUS**	TRACER	6,00	1. 429,19	8. 575,14	0,035	0,163	48,80
10016518	**COOPERCITRUS**	UTRISHA	1. 475,00	380,42	561. 119,50	0,035	0,163	3.193,50
10016518	**COOPERCITRUS**	VERDICTMAX	23. 898,00	158,93	3. 798. 109,14	0,035	0,163	21.616,19
10016518	**COOPERCITRUS**	VERTERSC	4. 474,00	461,67	2. 065. 511,58	0,035	0,163	11.755,45
10016518	**COOPERCITRUS**	VESSARYA	17. 280,00	187,04	3. 232. 051,20	0,035	0,163	18.394,58
10016518	**COOPERCITRUS**	VIOVAN	41. 390,00	188,96	7. 821. 054,40	0,035	0,163	44.511,98
10016518	**COOPERCITRUS**	ZORVEC ENCANTIA	292,00	507,56	148. 207,52	0,035	0,163	843,49
10016518	**COOPERCITRUS**	ZORVEC ENTIDO	872,00	310,40	270. 668,80	0,035	0,163	1.540,46
10016828	**COOPERCITRUS**	APROACH POWER	4. 430,00	95,35	422. 400,50	0,035	0,017	248,84
10016828	**CAMDA**	APROACH PREMIUM	1. 540,00	111,84	172. 233,60	0,035	0,017	101,47
10016828	**CAMDA**	CLASSIC	10,00	181,25	1. 812,50	0,035	0,017	1,07
10016828	**CAMDA**	DERMACOR	31,00	1. 971,59	61. 119,29	0,035	0,017	36,01
10016828	**CAMDA**	EXALT	1. 202,00	797,53	958. 631,06	0,035	0,017	564,75
10016828	**CAMDA**	EXPEDITION	3. 605,00	142,69	514. 397,45	0,035	0,017	303,04
10016828	**CAMDA**	FIDELE	5,00	420,00	2. 100,00	0,035	0,017	1,24
10016828	**CAMDA**	INTREPID	1. 470,00	114,23	167. 918,10	0,035	0,017	98,92
10016828	**CAMDA**	INTREPID EDGE	755,00	510,98	385. 789,90	0,035	0,017	227,28
10016828	**CAMDA**	LANNATE	5. 100,00	22,75	116. 025,00	0,035	0,017	68,35
10016828	**CAMDA**	PACTO	169,68	1. 928,21	327. 178,67	0,035	0,017	192,75
10016828	**CAMDA**	PAXEO	332,64	2. 691,06	895. 154,20	0,035	0,017	527,35
10016828	**CAMDA**	SAVEY	27,90	2. 732,40	76. 233,96	0,035	0,017	44,91
10016828	**CAMDA**	SPIDER	298,20	2. 024,62	603. 741,68	0,035	0,017	355,68
10016828	**CAMDA**	UTRISHA	80,00	380,42	30. 433,60	0,035	0,017	17,93
10016828	**CAMDA**	VERDICTMAX	2. 764,00	158,93	439. 282,52	0,035	0,017	258,79
10016828	**CAMDA**	VESSARYA	4. 930,00	187,04	922. 107,20	0,035	0,017	543,23
10016828	**CAMDA**	VESSARYA NEW	430,00	187,04	80. 427,20	0,035	0,017	47,38
10016828	**CAMDA**	VIOVAN	2. 020,00	188,96	381. 699,20	0,035	0,017	224,87
10021412	**CAMDA**	ACAPELA	601,00	217,49	130. 711,49	0,035	0,010	46,45
10021412	**COOP HOLAMBRA**	APROACH POWER	1. 100,00	95,35	104. 885,00	0,035	0,010	37,27
10021412	**COOP HOLAMBRA**	APROACH PREMIUM	290,00	111,84	32. 433,60	0,035	0,010	11,53
10021412	**COOP HOLAMBRA**	CLASSIC	842,00	181,25	2. 936,25	0,035	0,010	1,04
10021412	**COOP HOLAMBRA**	DELEGATE	1. 560,00	1. 445,44	1. 217. 060,48	0,035	0,010	432,51
10021412	**COOP HOLAMBRA**	ENLISTDUOCOLEX-D	1. 072,00	11,57	18. 089,20	0,035	0,010	6,41
10021412	**COOP HOLAMBRA**	EQUATION	276,00	281,78	302. 068,16	0,035	0,010	107,35
10021412	**COOP HOLAMBRA**	EXALT	470,00	797,53	220. 118,28	0,035	0,010	78,22
10021412	**COOP HOLAMBRA**	EXPEDITION	255,00	142,69	67. 064,30	0,035	0,010	23,83
10021412	**COOP HOLAMBRA**	INTREPID	245,00	114,23	29. 128,65	0,035	0,010	10,35
10021412	**COOP HOLAMBRA**	LANNATE	47,32	22,75	5. 573,75	0,035	0,010	1,98
10021412	**COOP HOLAMBRA**	PACTO	47,04	1. 928,21	91. 242,90	0,035	0,010	32,42
10021412	**COOP HOLAMBRA**	SPIDER	110,00	2. 024,62	95. 238,12	0,035	0,010	33,84
10021412	**COOP HOLAMBRA**	SUCCESS	220,00	47,57	5. 232,70	0,035	0,010	1,86
10021412	**COOP HOLAMBRA**	TRACER	285,00	1. 429,19	314. 421,80	0,035	0,010	111,74
10021412	**COOP HOLAMBRA**	VERDICTMAX	731,00	158,93	45. 295,05	0,035	0,010	16,10
10021412	**COOP HOLAMBRA**	VERTERSC	110,00	461,67	337. 480,77	0,035	0,010	119,93
10021412	**COOP HOLAMBRA**	VESSARYA NEW	190,00	187,04	20. 574,40	0,035	0,010	7,31
10021412	**COOP HOLAMBRA**	VIOVAN	161,00	188,96	35. 902,40	0,035	0,010	12,76
10021412	**COOP HOLAMBRA**	ZORVEC ENCANTIA	135,00	507,56	81. 717,16	0,035	0,010	29,04
10021412	**COOP HOLAMBRA**	ZORVEC ENTIDO	46,40	310,40	41. 904,00	0,035	0,010	14,89
10025756	**COOP HOLAMBRA**	ACCENT	3. 980,00	1. 504,00	69. 785,60	0,035	0,008	20,02
10025756	**COOP HOLAMBRA**	APROACH POWER	600,00	95,35	379. 493,00	0,035	0,008	108,89
10025756	**COOXUPE**	APROACH PREMIUM	52,50	111,84	67. 104,00	0,035	0,008	19,25
10025756	**COOXUPE**	CLASSIC	130,00	181,25	9. 515,63	0,035	0,008	2,73
10025756	**COOXUPE**	CLINCHER	130,00	168,97	21. 966,10	0,035	0,008	6,30
10025756	**COOXUPE**	ENLISTDUOCOLEX-D	2. 130,00	11,57	1. 504,10	0,035	0,008	0,43
10025756	**COOXUPE**	EXPEDITION	2. 291,00	142,69	303. 929,70	0,035	0,008	87,21
10025756	**COOXUPE**	FIDELE	47,00	420,00	962. 220,00	0,035	0,008	276,09
10025756	**COOXUPE**	GOAL	160,00	102,50	4. 817,50	0,035	0,008	1,38
10025756	**COOXUPE**	INTREPID EDGE	1. 117,00	510,98	81. 756,80	0,035	0,008	23,46
10025756	**COOXUPE**	KOCIDE	11. 531,00	50,56	56. 475,52	0,035	0,008	16,20
10025756	**COOXUPE**	LANNATE	600,00	22,75	262. 330,25	0,035	0,008	75,27
10025756	**COOXUPE**	ORANIS	96,10	192,82	115. 692,00	0,035	0,008	33,20
10025756	**COOXUPE**	PACTO	73,80	1. 928,21	185. 300,98	0,035	0,008	53,17
10025756	**COOXUPE**	PAXEO	7,90	2. 691,06	198. 600,23	0,035	0,008	56,98
10025756	**COOXUPE**	SPIDER	310,00	2. 024,62	15. 994,50	0,035	0,008	4,59
10025756	**COOXUPE**	TRACER	1. 425,00	1. 429,19	443. 048,90	0,035	0,008	127,12
10025756	**COOXUPE**	VERDICTMAX	4. 460,00	158,93	226. 475,25	0,035	0,008	64,98
10025756	**COOXUPE**	VESSARYA	4. 190,00	187,04	834. 198,40	0,035	0,008	239,35
10025756	**COOXUPE**	VIOVAN	160,00	188,96	791. 742,40	0,035	0,008	227,17
10027724	**COOXUPE**		110,00	111,84	17. 894,40	0,035	0,038	23,52
10027724	**COOXUPE**		298,50	121,75	13. 392,50	0,035	0,038	17,60
10027724	**COOXUPE**		198,00	1. 445,44	431. 463,84	0,035	0,038	567,00
10027724	**COOP IND HOLAMBRA**	APROACH PREMIUM	2. 371,00	1. 060,51	209. 980,98	0,035	0,038	275,94
10027724	**COOP IND HOLAMBRA**	BIMMAX	2. 245,00	797,53	1. 890. 943,63	0,035	0,038	2.484,95
10027724	**COOP IND HOLAMBRA**	DELEGATE	1. 190,00	142,69	320. 339,05	0,035	0,038	420,97
10027724	**COOP IND HOLAMBRA**	ELEVORE	1. 180,00	114,23	135. 933,70	0,035	0,038	178,64
10027724	**COOP IND HOLAMBRA**	EXALT	423,80	510,98	602. 956,40	0,035	0,038	792,37
10027724	**COOP IND HOLAMBRA**	EXPEDITION	50,00	1. 928,21	817. 175,40	0,035	0,038	1.073,88
10027724	**COOP IND HOLAMBRA**	INTREPID	717,00	2. 024,62	101. 231,00	0,035	0,038	133,03
10027724	**COOP IND HOLAMBRA**	INTREPID EDGE	60,00	1. 429,19	1. 024. 729,23	0,035	0,038	1.346,63
10027724	**COOP IND HOLAMBRA**	PACTO	924,00	158,93	9. 535,80	0,035	0,038	12,53
10027724	**COOP IND HOLAMBRA**	SPIDER	543,00	461,67	426. 583,08	0,035	0,038	560,59
10027766	**COOP IND HOLAMBRA**	TRACER	680,00	217,49	118. 097,07	0,035	0,006	26,29
10027766	**COOP IND HOLAMBRA**	VERDICTMAX	740,00	95,35	64. 838,00	0,035	0,006	14,44
10027766	**COOP IND HOLAMBRA**	VERTERSC	14,00	111,84	82. 761,60	0,035	0,006	18,43
10027766			115,80	367,65	5. 147,10	0,035	0,006	1,15
10027766			1. 760,60	181,25	20. 988,75	0,035	0,006	4,67
10027766	**COOPERBATATA**	ACAPELA	48,00	1. 445,44	2. 544. 841,66	0,035	0,006	566,57
10027766	**COOPERBATATA**	APROACH POWER	96,00	1. 971,59	94. 636,32	0,035	0,006	21,07
10027766	**COOPERBATATA**	APROACH PREMIUM	1. 100,00	1. 060,51	101. 808,96	0,035	0,006	22,67
10027766	**COOPERBATATA**	BIM	289,00	11,57	12. 727,00	0,035	0,006	2,83
10027766	**COOPERBATATA**	CLASSIC	620,00	797,53	230. 486,17	0,035	0,006	51,31
10027766	**COOPERBATATA**	DELEGATE	530,00	142,69	88. 467,80	0,035	0,006	19,70
10027766	**COOPERBATATA**	DERMACOR	58,00	420,00	222. 600,00	0,035	0,006	49,56
10027766	**COOPERBATATA**	ELEVORE	30,00	332,62	19. 291,96	0,035	0,006	4,30
10027766	**COOPERBATATA**	ENLISTDUOCOLEX-D	60,00	102,50	3. 075,00	0,035	0,006	0,68
10027766	**COOPERBATATA**	EXALT	7. 410,00	114,23	6. 163,80	0,035	0,006	1,53
10027766	**COOPERBATATA**	EXPEDITION	708,00	22,75	168. 577,50	0,035	0,006	37,53
10027766	**COOPERBATATA**	FIDELE	260,00	63,70	45. 099,60	0,035	0,006	10,04
10027766	**COOPERBATATA**	GAPPER	135,80	192,82	50. 133,20	0,035	0,006	11,16
10027766	**COOPERBATATA**	GOAL	21,10	1. 928,21	261. 850,92	0,035	0,006	58,30
10027766	**COOPERBATATA**	INTREPID	598,00	2. 691,06	56. 781,37	0,035	0,006	12,64
10027766	**COOPERBATATA**	LANNATE	245,00	235,24	140. 673,52	0,035	0,006	31,32
10027766	**COOPERBATATA**	MIDAS	125,00	380,42	93. 202,90	0,035	0,006	20,75
10027766	**COOPERBATATA**	ORANIS	935,00	158,93	19. 866,25	0,035	0,006	4,42
10027766	**COOPERBATATA**	PACTO	430,00	461,67	431. 661,45	0,035	0,006	96,10
10027766	**COOPERBATATA**	PAXEO	600,00	187,04	80. 427,20	0,035	0,006	17,91
10027766	**COOPERBATATA**	TRICEA	994,00	188,96	113. 376,00	0,035	0,006	25,24
10027766	**COOPERBATATA**	UTRISHA		310,40	308. 537,60	0,035	0,006	68,69
SUB TOTAL	**COOPERBATATA**	VERDICTMAX						**459.864,59**
	COOPERBATATA	VERTERSC						
	COOPERBATATA	VESSARYA NEW						
	COOPERBATATA	VIOVAN						
	COOPERBATATA	ZORVEC ENTIDO						
					96.090.612,48			
TOTAL COMMISSIONS								**556.988,80**

Legal Standard Template Department

Termination Agreement_C. CAETANO COMMERCIAL REPRESENTATION

Final Audit Report 2025-04-30

Created on:	2025-04-30
By:	Camilla Santos (camilla.santos@corteva.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA2Kkx_iMD6M9vQF9rNR6mRScqVKeH5lKQ

History of "Termination Agreement_C. CAETANO COMMERCIAL REPRESENTATION"

Document created by Camilla Santos (camilla.santos@corteva.com)
2025-04-30 - 1:55:24 PM GMT- IP Address:136.226.62.97

Document sent by email to celio.caetano@icloud.com for signature
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Signature Date: 2025-04-30 – 2:49:03 PM GMT – Time Source: Server – IP Address: 136.226.62.90

Document sent by email to geraldo.ornellas@corteva.com for signature
2025-04-30 - 2:49:05 PM GMT

Email viewed by geraldo.ornellas@corteva.com

2025-04-30 - 2:50:09 PM GMT- IP Address:104.47.70.126

Signer geraldo.ornellas@corteva.com entered the name Geraldo d Ornellas when signing.

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Document electronically signed by Geraldo d Ornellas (geraldo.ornellas@corteva.com)

Signature Date: 2025-04-30 – 2:50:50 PM GMT – Time Source: Server – IP Address: 147.161.128.205

Document sent by email to genilson.silva@corteva.com for signature

2025-04-30 - 2:50:52 PM GMT

Email viewed by genilson.silva@corteva.com

2025-04-30 - 3:05:39 PM GMT - IP Address:168.196.136.91

Signer genilson.silva@corteva.com entered the name Jose genilson mendes costa da silva when signing.

2025-04-30 - 3:07:17 PM GMT - IP Address:168.196.136.91

Document electronically signed by Jose genilson mendes costa da silva (genilson.silva@corteva.com)

Signature Date: 2025-04-30 – 3:07:19 PM GMT – Time Source: Server – IP Address: 168.196.136.91

Document sent by email to camyla.balbino@corteva.com for signature

2025-04-30 - 3:07:21 PM GMT

Signer camyla.balbino@corteva.com entered the name Camyla Balbino when signing.

2025-04-30 - 3:40:50 PM GMT - IP Address:136.226.62.120

Document electronically signed by Camyla Balbino (camyla.balbino@corteva.com)

Signature Date: 2025-04-30 – 3:40:52 PM GMT – Time Source: Server – IP Address: 136.226.62.120

Agreement finalized.

2025-04-30 - 3:40:52 PM GMT

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 26, 2026

TERMO DE ENCERRAMENTO E CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA

Pelo presente instrumento, as seguintes partes (em conjunto "Partes" e separadamente "Parte"), de um lado, **CORTEVA AGRISCIENCE DO BRASIL LTDA**. e **CTVA PROTEÇÃO DE CULTIVOS LTDA.** (doravante denominadas em conjunto "Representada"); e, de outro lado, **C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA** ("Representante"), todas devidamente qualificadas no Contrato de Representação Comercial Não Exclusiva, celebrado entre as Partes em 01 de julho de 2021 e em seus termos aditivos posteriores (em conjunto "Contrato"), têm entre si justo e acordado o quanto segue:

Considerando que:

(i) Em 01 de julho de 2021**,** as Partes firmaram o Contrato, por meio do qual a Representante acordou em vender determinados produtos da Representada ("Produtos");

(ii) O Contrato se encontra vigente:

☒ Por prazo indeterminado; e/ou

☐ Por prazo determinado, com vencimento previsto inicialmente para Clique aqui para inserir uma data.

(iii) A Representante foi informada pela Representada, por meio da notificação entregue em 07 de março de 2025, acerca da intenção da Representada de encerrar o Contrato, unilateral e imotivadamente, com efeitos contados a partir da data efetiva de encerramento ("Data Efetiva"), a qual se deu:

☒ Imediatamente, a partir da data de recebimento da Notificação (i.e. com período de avisoprévio indenizado); e/ou

☐ A partir do término do período do aviso-prévio concedido, em Clique aqui para inserir uma data.

(iv) As Partes desejam (a) ratificar o término do Contrato e qualquer outra eventual relação comercial entre elas porventura existente; (b) estabelecer os termos e condições para o pagamento, pela Representada à Representante, dos valores devidos em razão do término do Contrato, em conformidade com os critérios previstos na legislação vigente; e (c) outorgar quitação recíproca em decorrência do término da relação comercial existente entre elas

Resolvem as Partes, de mútuo e comum acordo, celebrar o presente Termo de Encerramento do Contrato ("Termo"), de acordo com as seguintes cláusulas e condições:

1. Para todos os efeitos, as Partes concordam que estão extintos, desde a Data Efetiva: (i) o Contrato e (ii) qualquer outra relação comercial mantida entre as Partes, relacionada aos Produtos e/ou quaisquer outros produtos, seja por conta do Contrato e/ou de qualquer outro entendimento formal ou informal mantido entre as Partes. Este Termo produz efeitos sobre todos os períodos de representação comercial havidos entre as Partes.

2. Em decorrência do término do Contrato, a Representante fará jus ao recebimento das verbas legais devidas a título de comissão, indenização, multa, ou qualquer outro título, por força do Contrato,

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entendimento, condição, garantia ou declaração, oral ou escrita, expressa ou implícita, referentes ao assunto objeto deste Termo ("Valores Devidos"). Os Valores Devidos, neste ato irrevogavelmente aceitos pela Representante, são aqueles expressos nos Anexos ao presente Termo. A Representada pagará os Valores Devidos em até 15 (quinze) dias, contados do recebimento dos documentos fiscais cabíveis ao pagamento.

2.1. De acordo com a lei e com o disposto no Contrato, os Valores Devidos são compostos pela importância equivalente a:

2.1.1. Indenização do pré-aviso, sempre que este tenha sido indenizado – ou seja, não cumprido pela Representada, conforme indicado no Considerando (iii) acima e na forma do Anexo 1 – e seja aplicável;

2.1.2. Indenização na forma do Anexo 2, conforme indicado no Considerando (ii) acima, equivalente a uma das opções abaixo:

(i) 1/12 (um doze avos) do total da retribuição auferida durante o tempo em que exerceu a representação, caso o Contrato esteja vigorando por prazo indeterminado; **ou**

(ii) A média mensal da retribuição auferida até a data da resilição, multiplicada pela metade dos meses resultantes do prazo contratual, na hipótese de o Contrato estar vigorando por prazo determinado.

2.1.3. As comissões vencidas antecipadamente, referentes a títulos em carteira ou em fase de execução e recebimento, além dos pedidos em fase de faturamento, descontadas as devoluções que tenham sido faturadas ou solicitadas formalmente por clientes da Representada até a Data Efetiva, conforme indicado no Anexo 3.

2.2. A Representante autoriza a Representada a efetuar a compensação entre (i) os valores eventualmente adiantados pela Representada nos termos do Contrato e/ou de termos de adiantamento assinados entre as Partes e/ou (ii) quaisquer outros créditos de qualquer natureza detidos pela Representada em face da Representante; em relação aos Valores Devidos em decorrência do encerramento do Contrato, incluindo mas não se limitando a devoluções ou ajustes de pedidos.

2.3. Para os fins da compensação descrita no Item 2.2. acima, a Representante autoriza a Representada a considerar vencidos os eventuais créditos vincendos que a Representada tenha perante a Representante, de modo a abatê-los de quaisquer montantes devidos à Representante em virtude do término do Contrato.

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2.4. Os Valores Devidos em virtude do encerramento do Contrato são os seguintes:

CTVA PROTEÇÃO DE CULTIVOS LTDA						
		Comissão		Indenização		Total
Anexo 1	R$	0,00	R$	51.087,38	R$	51.087,38
Anexo 2	R$	0,00	R$	223.523,19	R$	223.523,19
Anexo 3	R$	556.988,80	R$	0,00	R$	556.988,80
Total	**R$**	**556.988,80**	**R$**	**274.610,57**	**R$**	**831.599,37**

3. A Representante concorda com os Valores Devidos, em caráter irrevogável e irretratável, confirmando que nada mais tem a reclamar em relação a eles, reconhecendo que estes perfazem a totalidade dos pagamentos a serem efetuados pela Representada em virtude do término do Contrato e/ou por qualquer outra circunstância relacionada ao Contrato ou fora dele.

4. O pagamento será feito pela Representada à Representante por meio de depósito na conta bancária da Representante, servindo o comprovante de depósito como prova de quitação definitiva. Nada obstante, também serão considerados regulares os pagamentos efetuados em outra conta oportunamente indicada pela Representante e/ou usualmente utilizada para pagamentos à Representante.

5. Os Valores Devidos correspondem à totalidade da compensação a ser paga à Representante, a qualquer título, englobando a totalidade de pagamentos devidos em virtude do Contrato (e/ou qualquer outro entendimento de representação mantido entre as Partes) e dos termos da lei vigente.

5.1. Os montantes descritos no presente Termo dizem respeito a valores brutos, de tal modo que os pagamentos efetivamente transferidos à Representante poderão ser diminuídos por conta de deduções e retenções previstas na legislação vigente ao tempo do pagamento. Os valores a serem pagos à Representante não se sujeitarão à incidência de qualquer taxa de juros e/ou correção monetária.

6. Com o pagamento dos Valores Devidos, a Representante confere automaticamente à Representada e a quaisquer entidades a ela relacionadas, a qualquer título, a mais ampla, irrevogável e irretratável quitação com relação a todas e quaisquer obrigações, honradas ou não, despesas e pagamentos de qualquer espécie, vencidos ou não vencidos, presentes ou futuros, decorrentes do Contrato; de qualquer outro acordo (formal ou não) de representação comercial; bem como de qualquer outro relacionamento entre as Partes, contratual e/ou extracontratual, incluindo, sem limitação:

(i) Comissões decorrentes de intermediação de vendas; e

(ii) Quaisquer outros montantes oriundos de relação de representação comercial mantida entre as Partes, inclusive, mas sem limitação, pagamento de aviso-prévio e indenização nos termos da lei vigente, os quais declara já estarem devidamente compensados por conta dos pagamentos contemplados neste Termo.

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6.1. A Representante esclarece que as condições do presente Termo, inclusive a quitação ora avençada, estendem-se a eventuais negócios de representação mantidos junto a entidades relacionadas à Representada.

7. A Representante declara ser comerciante independente, não devendo ser considerada, em nenhuma hipótese, empregada, agente ou subsidiária da Representada para qualquer finalidade, não devendo seu relacionamento com a Representada constituir associação, joint venture ou empreendimento conjunto de qualquer tipo. A Representante atuou e permanecerá atuando em seu próprio nome e não possui autoridade para vincular a Representada a quaisquer declarações, afirmações, acordos ou contratos, nem de qualquer outra maneira, seja qual for.

8. Nada obstante os termos do presente Termo, a Representante reconhece que permanecerão vigentes as disposições do Contrato que por sua natureza, em benefício da Representada, devam sobreviver ao seu término. Em especial, a Representante permanecerá obrigado ao cumprimento das disposições contratuais de confidencialidade e de proteção e tratamento de dados pessoais – e, nesta oportunidade, a Representante se compromete ainda a:

(i) Devolver à Representada todos e quaisquer materiais de divulgação e/ou informações confidenciais de qualquer natureza ou meio, no prazo improrrogável de até 15 (quinze) dias a contar desta data; e

(ii) Não utilizar e/ou divulgar, sob qualquer pretexto, quaisquer materiais e/ou marcas, projetos, símbolos e/ou produtos que sejas ou remetam de qualquer forma à Representante.

9. Este instrumento é firmado por mútuo acordo, livre de qualquer vício de consentimento, sendo certo que as Partes detêm plena capacidade para sua celebração, bem como conhecimento acerca da legislação pertinente.

10. Eventual novo relacionamento de representação comercial ou de qualquer outra natureza que seja mantido pelas Partes no futuro, será absolutamente independente das relações encerradas conforme previsto neste Termo, sendo certo que eventuais novos negócios não afetarão a higidez e o caráter definitivo deste Termo e da quitação ora conferida pela Representante.

11. Este instrumento substitui e prevalece em relação às negociações entabuladas até sua assinatura, bem assim em relação a quaisquer manifestações de vontade e negócios jurídicos anteriormente firmados pelas Partes.

12. Quaisquer conflitos eventualmente relacionados ao presente Termo deverão ser submetidos exclusivamente ao Foro da Comarca de Barueri, Estado de São Paulo. A presente disposição substitui eventual disposição anterior definida entre as Partes.

E assim, por estarem justos e de acordo, as Partes e testemunhas assinam este Termo, mediante assinatura eletrônica ou digital, conforme acordado entre as Partes e sob os termos do Código de Processo Civil, Seção II do Artigo 411, e da Medida Provisória nº 2200-2, 24 de agosto de 2001, em quantas vias forem necessárias, sendo que cada uma será considerada original e constituirá, individualmente, um único instrumento, para um só efeito.

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Barueri-SP, 31 de março de 2025

Fabiano F Marcolino Geraldo d Ornellas
Geraldo d Ornellas (30 de abril de 2025 11:50 ADT)

CORTEVA AGRISCIENCE DO BRASIL LTDA.

Fabiano F Marcolino Geraldo d Ornellas
Geraldo d Ornellas (30 de abril de 2025 11:50 ADT)

CTVA PROTECAO DE CULTIVOS LTDA.

Célio Souza (30 de abril de 2025 11:13 ADT)

C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA

Testemunhas:

1. José genilson mendes costa da silva (30 de abril de 2025 12:07 ADT)

Nome: José Genilson Mendes Costa da Silva
CPF: 309.653.638-48

2. Camyla Balbino (30 de abril de 2025 12:40 ADT)

Nome: Camyla Vitoria Pereira Balbino
CPF: 507.971.208-23

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TERMO DE ENCERRAMENTO E CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA
INDENIZAÇÃO DO AVISO PRÉVIO
ANEXO 1

Comissão referente ao terceiro mês anterior	R$	44.816,94
Comissão referente ao segundo mês anterior	R$	77.550,82
Comissão referente ao mês anterior	R$	30.894,37
Total	R$	153.262,13
Média	R$	51.087,38

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TERMO DE RESCISÃO DE CONTRATO DE REPRESENTAÇÃO COMERCIAL E OUTRAS AVENÇAS

INDENIZAÇÃO PREVISTA NA LETRA "J" DO ARTIGO 27 DA LEI 4886/65 (1/12)

ANEXO 2

Meses	Comissões Pagas	Valor Atualizado
jun/21	R$ -	R$ -
jul/21	R$ -	R$ -
ago/21	R$ -	R$ -
set/21	R$ 37,45	R$ 41,21
out/21	R$ 1.748,00	R$ 1.935,75
nov/21	R$ 828,03	R$ 911,11
dez/21	R$ 5.812,11	R$ 6.394,09
jan/22	R$ 20.197,23	R$ 22.027,79
fev/22	R$ 13.078,31	R$ 14.009,03
mar/22	R$ 26.094,13	R$ 27.448,02
abr/22	R$ 52.894,77	R$ 54.687,22
mai/22	R$ 16.207,64	R$ 16.523,67
jun/22	R$ 35.374,65	R$ 35.877,26
jul/22	R$ 52.455,94	R$ 52.891,71
ago/22	R$ 29.176,04	R$ 29.357,89
set/22	R$ 49.410,25	R$ 50.067,84
out/22	R$ 29.265,78	R$ 29.938,51
nov/22	R$ 45.632,31	R$ 47.139,16
dez/22	R$ 608.496,40	R$ 632.158,62
jan/23	R$ 90.912,87	R$ 94.026,99
fev/23	R$ 20.393,97	R$ 21.047,96
mar/23	R$ 11.693,28	R$ 12.069,36
abr/23	R$ 9.147,82	R$ 9.532,59
mai/23	R$ 2.286,12	R$ 2.427,03
jun/23	R$ 503,05	R$ 534,06
jul/23	R$ 43.201,77	R$ 46.767,22
ago/23	R$ 81.032,37	R$ 88.359,33
set/23	R$ 781,58	R$ 853,41
out/23	R$ 45.090,47	R$ 49.054,59
nov/23	R$ 156.506,47	R$ 169.422,06
dez/23	R$ 46.242,04	R$ 49.762,98
jan/24	R$ 88.523,05	R$ 94.563,57
fev/24	R$ 30.523,81	R$ 32.583,26
mar/24	R$ 18.100,89	R$ 19.422,62
abr/24	R$ 52.424,19	R$ 56.516,04
mai/24	R$ 82.157,18	R$ 88.296,84
jun/24	R$ 7.949,28	R$ 8.467,90
jul/24	R$ 41.386,71	R$ 43.730,85
ago/24	R$ 17.177,40	R$ 18.040,72
set/24	R$ 39.550,73	R$ 41.420,34
out/24	R$ 1.509,85	R$ 1.571,43
nov/24	R$ 44.816,94	R$ 45.945,83
dez/24	R$ 77.550,82	R$ 78.486,36
jan/25	R$ 30.894,37	R$ 30.977,26
ANEXO 3 - COMISSÃO PENDENTE	R$ 97.124,21	R$ 97.124,21
ANEXO 3 - VICENDAS	R$ 459.864,59	R$ 459.864,59
TOTAL DAS COMISSÕES ATUALIZADAS		**R$ 2.682.278,28**
TOTAL (1/12)		**R$ 223.523,19**

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TERMO DE ENCERRAMENTO E CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA

COMISSÕES VINCENDAS

ANEXO 3

CÓD	NOME CLIENTE	PROD.	VOL.	PREÇO BASE - R$	BASE DE COMISSÃO - R$	%		COMISSÃO - R$
COMISSÕES SOBRE ESCOADO								
10016518	COOPERCITRUS	ACCENT	1,40	1.504,00	2.105,60	0,035	R$	73,70
10016518	COOPERCITRUS	APROACH POWER	1.350,00	95,35	128.722,50	0,035	R$	4.505,29
10016518	COOPERCITRUS	EXALT	70,00	797,53	55.827,10	0,035	R$	1.953,95
10016518	COOPERCITRUS	EXPEDITION	145,00	142,69	20.690,05	0,035	R$	724,15
10016518	COOPERCITRUS	INTREPID	225,00	114,23	25.701,75	0,035	R$	899,56
10016518	COOPERCITRUS	LANNATE	220,00	22,75	5.005,00	0,035	R$	175,18
10016518	COOPERCITRUS	PACTO	8,64	1.928,21	16.659,73	0,035	R$	583,09
10016518	COOPERCITRUS	VERDICTMAX	386,00	158,93	61.346,98	0,035	R$	2.147,14
10016518	COOPERCITRUS	VESSARYA	460,00	187,04	86.038,40	0,035	R$	3.011,34
10016518	COOPERCITRUS	VIOVAN	200,00	188,96	37.792,00	0,035	R$	1.322,72
10016518	COOPERCITRUS	GAPPER	16,00	332,62	5.321,92	0,035	R$	186,27
10016518	COOPERCITRUS	CLASSIC	2,00	181,25	362,50	0,035	R$	12,69
10016518	COOPERCITRUS	DELEGATE	12,40	1.551,70	19.241,08	0,035	R$	673,44
10016518	COOPERCITRUS	FIDELE	145,00	401,70	58.246,50	0,035	R$	2.038,63
10016518	COOPERCITRUS	APROACH PREMIUM	40,00	111,84	4.473,60	0,035	R$	156,58
10016518	COOPERCITRUS	VERTERSC	10,00	472,18	4.721,80	0,035	R$	165,26
10016518	COOPERCITRUS	SUCCESS	10,00	49,90	499,00	0,035	R$	17,47
10016518	COOPERCITRUS	ENLISTCOLEX-D	20,00	33,94	678,80	0,035	R$	23,76
10014579	COPLACANA	APROACH POWER	60,00	95,35	5.721,00	0,035	R$	200,24
10014579	COPLACANA	EXPEDITION	105,00	142,69	14.982,45	0,035	R$	524,39
10014579	COPLACANA	PACTO	2,88	1.928,21	5.553,24	0,035	R$	194,36
10014579	COPLACANA	VERDICTMAX	5,00	158,93	794,65	0,035	R$	27,81
10014579	COPLACANA	VIOVAN	10,00	188,96	1.889,60	0,035	R$	66,14
10014579	COPLACANA	APROACH PREMIUM	170,00	111,84	19.012,80	0,035	R$	665,45
10009167	UNICERES	VERDICTMAX	205,00	158,93	32.580,65	0,035	R$	1.140,32
10009167	UNICERES	DELEGATE	12,00	1.551,70	18.620,40	0,035	R$	651,71
10016828	CAMDA	APROACH POWER	50,00	95,35	4.767,50	0,035	R$	166,86
10016828	CAMDA	EXALT	10,00	797,53	7.975,30	0,035	R$	279,14
10016828	CAMDA	EXPEDITION	5,00	142,69	713,45	0,035	R$	24,97
10016828	CAMDA	INTREPID	10,00	114,23	1.142,30	0,035	R$	39,98
10016828	CAMDA	FIDELE	70,00	401,70	28.119,00	0,035	R$	984,17
10014633	COPERCANA	APROACH POWER	5.280,00	95,35	503.448,00	0,035	R$	17.620,68
10014633	COPERCANA	UTRISHA	18,00	380,42	6.847,56	0,035	R$	119,83
10016197	COPLANA	APROACH POWER	2.340,00	95,35	223.119,00	0,035	R$	7.809,17
10016197	COPLANA	EXALT	3,00	797,53	2.392,59	0,035	R$	83,74
10016197	COPLANA	EXPEDITION	520,00	142,69	74.198,80	0,035	R$	2.596,96
10016197	COPLANA	LANNATE	17.600,00	22,75	400.400,00	0,035	R$	14.014,00
10016197	COPLANA	PACTO	191,52	1.928,21	369.290,78	0,035	R$	12.925,18
10016197	COPLANA	VERDICTMAX	595,00	158,93	94.563,35	0,035	R$	3.309,72
10016197	COPLANA	VESSARYA	450,00	187,04	84.168,00	0,035	R$	2.945,88
10016197	COPLANA	VIOVAN	1.050,00	188,96	198.408,00	0,035	R$	6.944,28
10016197	COPLANA	CLASSIC	0,30	181,25	54,38	0,035	R$	1,90
10016197	COPLANA	APROACH PREMIUM	220,00	111,84	24.604,80	0,035	R$	861,17
10016197	COPLANA	ENLISTCOLEX-D	1.800,00	33,94	61.092,00	0,035	R$	2.138,22
10016197	COPLANA	SPIDER	4,20	2.024,62	8.503,40	0,035	R$	297,62
10016197	COPLANA	INTREPID EDGE	75,00	510,98	38.323,50	0,035	R$	1.341,32
10016197	COPLANA	APROACH PRIMA	10,00	480,00	4.800,00	0,035	R$	168,00
10016197	COPLANA	PAXEO	3,30	2.691,06	8.880,50	0,035	R$	310,82
SUB TOTAL					**637.356,61**			**97.124,21**

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TERMO DE ENCERRAMENTO E CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA

COMISSÕES VINCENDAS

ANEXO 3

CÓD	NOME CLIENTE	PROD.	VOL.	VALOR BASE - R$	BASE DE COMISSÃO - R$	%	% Share do RC na Coop	a [Estoque Remanescente - Se
Vicenda [Estoque Remanescente - SellIn] = (VALOR BASE * %COMISSÃO)* % SHARE RC NA COOP								
10008396	**COOPERMOTA**	ACCENT	509,00	1.504,00	765.536,00	0,035	0,000	3,30
10008396	**COOPERMOTA**	APROACH POWER	6.620,00	95,35	631.217,00	0,035	0,000	2,72
10008396	**COOPERMOTA**	APROACH PREMIUM	120,00	111,84	13.420,80	0,035	0,000	0,06
10008396	**COOPERMOTA**	APROACH PRIMA	170,00	480,00	81.600,00	0,035	0,000	0,35
10008396	**COOPERMOTA**	CLASSIC	47,00	181,25	8.518,75	0,035	0,000	0,04
10008396	**COOPERMOTA**	DERMACOR	219,00	1.971,59	431.778,21	0,035	0,000	1,86
10008396	**COOPERMOTA**	ELEVORE	1.203,00	1.060,51	1.275.793,53	0,035	0,000	5,50
10008396	**COOPERMOTA**	ENLISTDUOCOLEX-D	160,00	11,57	1.851,20	0,035	0,000	0,01
10008396	**COOPERMOTA**	EXALT	808,00	797,53	644.404,24	0,035	0,000	2,78
10008396	**COOPERMOTA**	EXPEDITION	10.510,00	142,69	1.499.671,90	0,035	0,000	6,47
10008396	**COOPERMOTA**	GAPPER	220,00	332,62	73.176,40	0,035	0,000	0,32
10008396	**COOPERMOTA**	INLAYON	36,00	336,19	12.102,84	0,035	0,000	0,05
10008396	**COOPERMOTA**	INTREPID	2.554,00	114,23	291.743,42	0,035	0,000	1,26
10008396	**COOPERMOTA**	INTREPID EDGE	540,00	510,98	275.929,20	0,035	0,000	1,19
10008396	**COOPERMOTA**	LANNATE	53.220,00	22,75	1.210.755,00	0,035	0,000	5,22
10008396	**COOPERMOTA**	PACTO	1.800,30	1.928,21	3.471.356,46	0,035	0,000	14,97
10008396	**COOPERMOTA**	PAXEO	2.446,00	2.691,06	6.582.332,76	0,035	0,000	28,39
10008396	**COOPERMOTA**	SPIDER	174,00	2.024,62	352.283,88	0,035	0,000	1,52
10008396	**COOPERMOTA**	TRACER	92,00	1.429,19	131.485,48	0,035	0,000	0,57
10008396	**COOPERMOTA**	TRICEA	516,00	235,24	121.383,84	0,035	0,000	0,52
10008396	**COOPERMOTA**	UTRISHA	2.335,00	380,42	888.280,70	0,035	0,000	3,83
10008396	**COOPERMOTA**	VERDICTMAX	3.615,00	158,93	574.531,95	0,035	0,000	2,48
10008396	**COOPERMOTA**	VESSARYA	2.510,00	187,04	469.470,40	0,035	0,000	2,02
10008396	**COOPERMOTA**	VIOVAN	2.690,00	188,96	508.302,40	0,035	0,000	2,19
10009167	**UNICERES**	DELEGATE	1.508,00	1.445,44	2.179.723,52	0,035	0,152	11.594,64
10009167	**UNICERES**	EXPEDITION	800,00	142,69	114.152,00	0,035	0,152	607,21
10009167	**UNICERES**	INTREPID	240,00	114,23	27.415,20	0,035	0,152	145,83
10009167	**UNICERES**	SUCCESS	5.540,00	47,57	263.537,80	0,035	0,152	1.401,84
10009167	**UNICERES**	VERTERSC	420,00	461,67	193.901,40	0,035	0,152	1.031,42
10014633	**COPERCANA**	APROACH POWER	5.300,00	95,35	505.355,00	0,035	0,241	4.254,09
10014633	**COPERCANA**	INLAYON	122,00	336,19	41.015,18	0,035	0,241	345,27
10014633	**COPERCANA**	INTREPID EDGE	300,00	510,98	153.294,00	0,035	0,241	1.290,43
10014633	**COPERCANA**	VESSARYA NEW	200,00	187,04	37.408,00	0,035	0,241	314,90
10016197	**COPLANA**	APROACH POWER	10.410,00	95,35	992.593,50	0,035	0,332	11.520,70
10016197	**COPLANA**	APROACH PREMIUM	290,00	111,84	32.433,60	0,035	0,332	376,45
10016197	**COPLANA**	APROACH PRIMA	135,00	480,00	64.800,00	0,035	0,332	752,11
10016197	**COPLANA**	CLASSIC	3,00	181,25	543,75	0,035	0,332	6,31
10016197	**COPLANA**	DERMACOR	153,00	1.971,59	301.653,27	0,035	0,332	3.501,19
10016197	**COPLANA**	EXALT	1.655,00	797,53	1.319.912,15	0,035	0,332	15.319,78
10016197	**COPLANA**	EXPEDITION	1.850,00	142,69	263.976,50	0,035	0,332	3.063,89
10016197	**COPLANA**	INLAYON	228,00	336,19	76.651,32	0,035	0,332	889,67
10016197	**COPLANA**	INTREPID	56,00	114,23	6.396,88	0,035	0,332	74,25
10016197	**COPLANA**	INTREPID EDGE	395,00	510,98	201.837,10	0,035	0,332	2.342,66
10016197	**COPLANA**	LANNATE	9.220,00	22,75	209.755,00	0,035	0,332	2.434,56
10016197	**COPLANA**	PACTO	381,00	1.928,21	734.648,01	0,035	0,332	8.526,81
10016197	**COPLANA**	PAXEO	417,00	2.691,06	1.122.172,02	0,035	0,332	13.024,68
10016197	**COPLANA**	SPIDER	1.490,00	2.024,62	3.016.683,80	0,035	0,332	35.013,64
10016197	**COPLANA**	VERDICTMAX	70,00	158,93	11.125,10	0,035	0,332	129,13
10016197	**COPLANA**	VESSARYA NEW	20,00	187,04	3.740,80	0,035	0,332	43,42
10016197	**COPLANA**	VIOVAN	1.110,00	188,96	209.745,60	0,035	0,332	2.434,45
10016518	**COOPERCITRUS**	ACAPELA	12,00	217,49	2.609,88	0,035	0,163	14,85
10016518	**COOPERCITRUS**	ACCENT	44,30	1.504,00	66.627,20	0,035	0,163	379,20
10016518	**COOPERCITRUS**	APROACH POWER	31.810,00	95,35	3.033.083,50	0,035	0,163	17.262,19
10016518	**COOPERCITRUS**	APROACH PREMIUM	4.050,00	111,84	452.952,00	0,035	0,163	2.577,89
10016518	**COOPERCITRUS**	BIM	464,00	367,65	170.589,60	0,035	0,163	970,88
10016518	**COOPERCITRUS**	BIMMAX	3.820,00	121,75	465.085,00	0,035	0,163	2.646,94
10016518	**COOPERCITRUS**	CLASSIC	580,00	181,25	105.125,00	0,035	0,163	598,30
10016518	**COOPERCITRUS**	CLOSER	140,00	549,54	76.935,60	0,035	0,163	437,86
10016518	**COOPERCITRUS**	CURZATE	3.582,00	37,09	132.856,38	0,035	0,163	756,13

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TERMO DE ENCERRAMENTO E CONTRATO DE REPRESENTAÇÃO COMERCIAL NÃO EXCLUSIVA

COMISSÕES VINCENDAS

ANEXO 3

CÓD	NOME CLIENTE	PROD.	VOL.	PREÇO BASE - R$	BASE DE COMISSÃO - R$	%		COMISSÃO - R$
10016518	**COOPERCITRUS**	DELEGATE	5.503,64	1.445,44	7.955.181,40	0,035	0,163	45.275,34
10016518	**COOPERCITRUS**	DERMACOR	369,00	1.971,59	727.516,71	0,035	0,163	4.140,52
10016518	**COOPERCITRUS**	ELEVORE	179,00	1.060,51	189.831,29	0,035	0,163	1.080,39
10016518	**COOPERCITRUS**	ENLISTDUOCOLEX-D	4.560,00	11,57	52.759,20	0,035	0,163	300,27
10016518	**COOPERCITRUS**	EXALT	9.916,00	797,53	7.908.307,48	0,035	0,163	45.008,56
10016518	**COOPERCITRUS**	EXPEDITION	10.520,00	142,69	1.501.098,80	0,035	0,163	8.543,21
10016518	**COOPERCITRUS**	FIDELE	3.280,00	420,00	1.377.600,00	0,035	0,163	7.840,34
10016518	**COOPERCITRUS**	GAPPER	318,00	332,62	105.773,16	0,035	0,163	601,99
10016518	**COOPERCITRUS**	GOAL	10,00	102,50	1.025,00	0,035	0,163	5,83
10016518	**COOPERCITRUS**	INLAYON	104,00	336,19	34.963,76	0,035	0,163	198,99
10016518	**COOPERCITRUS**	INTREPID	3.235,00	114,23	369.534,05	0,035	0,163	2.103,13
10016518	**COOPERCITRUS**	INTREPID EDGE	3.753,00	510,98	1.917.707,94	0,035	0,163	10.914,25
10016518	**COOPERCITRUS**	KOCIDE	640,00	50,56	32.358,40	0,035	0,163	184,16
10016518	**COOPERCITRUS**	LANNATE	36.930,00	22,75	840.157,50	0,035	0,163	4.781,59
10016518	**COOPERCITRUS**	OMSUGO P	110,00	424,66	46.712,60	0,035	0,163	265,86
10016518	**COOPERCITRUS**	PACTO	1.288,92	1.928,21	2.485.308,43	0,035	0,163	14.144,64
10016518	**COOPERCITRUS**	PAXEO	1.399,46	2.691,06	3.766.030,83	0,035	0,163	21.433,62
10016518	**COOPERCITRUS**	SAVEY	21,48	2.732,40	58.691,95	0,035	0,163	334,03
10016518	**COOPERCITRUS**	SCORPION	30,00	128,86	3.865,80	0,035	0,163	22,00
10016518	**COOPERCITRUS**	SPIDER	2.502,57	2.024,62	5.066.753,27	0,035	0,163	28.836,42
10016518	**COOPERCITRUS**	SUCCESS	830,00	47,57	39.483,10	0,035	0,163	224,71
10016518	**COOPERCITRUS**	TALENTO	2,16	1.440,45	3.111,37	0,035	0,163	17,71
10016518	**COOPERCITRUS**	TRACER	6,00	1.429,19	8.575,14	0,035	0,163	48,80
10016518	**COOPERCITRUS**	UTRISHA	1.475,00	380,42	561.119,50	0,035	0,163	3.193,50
10016518	**COOPERCITRUS**	VERDICTMAX	23.898,00	158,93	3.798.109,14	0,035	0,163	21.616,19
10016518	**COOPERCITRUS**	VERTERSC	4.474,00	461,67	2.065.511,58	0,035	0,163	11.755,45
10016518	**COOPERCITRUS**	VESSARYA	17.280,00	187,04	3.232.051,20	0,035	0,163	18.394,58
10016518	**COOPERCITRUS**	VIOVAN	41.390,00	188,96	7.821.054,40	0,035	0,163	44.511,98
10016518	**COOPERCITRUS**	ZORVEC ENCANTIA	292,00	507,56	148.207,52	0,035	0,163	843,49
10016518	**COOPERCITRUS**	ZORVEC ENTIDO	872,00	310,40	270.668,80	0,035	0,163	1.540,46
10016828	**CAMDA**	APROACH POWER	4.430,00	95,35	422.400,50	0,035	0,017	248,84
10016828	**CAMDA**	APROACH PREMIUM	1.540,00	111,84	172.233,60	0,035	0,017	101,47
10016828	**CAMDA**	CLASSIC	10,00	181,25	1.812,50	0,035	0,017	1,07
10016828	**CAMDA**	DERMACOR	31,00	1.971,59	61.119,29	0,035	0,017	36,01
10016828	**CAMDA**	EXALT	1.202,00	797,53	958.631,06	0,035	0,017	564,75
10016828	**CAMDA**	EXPEDITION	3.605,00	142,69	514.397,45	0,035	0,017	303,04
10016828	**CAMDA**	FIDELE	5,00	420,00	2.100,00	0,035	0,017	1,24
10016828	**CAMDA**	INTREPID	1.470,00	114,23	167.918,10	0,035	0,017	98,92
10016828	**CAMDA**	INTREPID EDGE	755,00	510,98	385.789,90	0,035	0,017	227,28
10016828	**CAMDA**	LANNATE	5.100,00	22,75	116.025,00	0,035	0,017	68,35
10016828	**CAMDA**	PACTO	169,68	1.928,21	327.178,67	0,035	0,017	192,75
10016828	**CAMDA**	PAXEO	332,64	2.691,06	895.154,20	0,035	0,017	527,35
10016828	**CAMDA**	SAVEY	27,90	2.732,40	76.233,96	0,035	0,017	44,91
10016828	**CAMDA**	SPIDER	298,20	2.024,62	603.741,68	0,035	0,017	355,68
10016828	**CAMDA**	UTRISHA	80,00	380,42	30.433,60	0,035	0,017	17,93
10016828	**CAMDA**	VERDICTMAX	2.764,00	158,93	439.282,52	0,035	0,017	258,79
10016828	**CAMDA**	VESSARYA	4.930,00	187,04	922.107,20	0,035	0,017	543,23
10016828	**CAMDA**	VESSARYA NEW	430,00	187,04	80.427,20	0,035	0,017	47,38
10016828	**CAMDA**	VIOVAN	2.020,00	188,96	381.699,20	0,035	0,017	224,87
10021412	**COOP HOLAMBRA**	ACAPELA	601,00	217,49	130.711,49	0,035	0,010	46,45
10021412	**COOP HOLAMBRA**	APROACH POWER	1.100,00	95,35	104.885,00	0,035	0,010	37,27
10021412	**COOP HOLAMBRA**	APROACH PREMIUM	290,00	111,84	32.433,60	0,035	0,010	11,53
10021412	**COOP HOLAMBRA**	CLASSIC	16,20	181,25	2.936,25	0,035	0,010	1,04
10021412	**COOP HOLAMBRA**	DELEGATE	842,00	1.445,44	1.217.060,48	0,035	0,010	432,51
10021412	**COOP HOLAMBRA**	ENLISTDUOCOLEX-D	1.560,00	11,57	18.049,20	0,035	0,010	6,41
10021412	**COOP HOLAMBRA**	EQUATION	1.072,00	281,78	302.068,16	0,035	0,010	107,35
10021412	**COOP HOLAMBRA**	EXALT	276,00	797,53	220.118,28	0,035	0,010	78,22
10021412	**COOP HOLAMBRA**	EXPEDITION	470,00	142,69	67.064,30	0,035	0,010	23,83
10021412	**COOP HOLAMBRA**	INTREPID	255,00	114,23	29.128,65	0,035	0,010	10,35
10021412	**COOP HOLAMBRA**	LANNATE	245,00	22,75	5.573,75	0,035	0,010	1,98
10021412	**COOP HOLAMBRA**	PACTO	47,32	1.928,21	91.242,90	0,035	0,010	32,42
10021412	**COOP HOLAMBRA**	SPIDER	47,04	2.024,62	95.238,12	0,035	0,010	33,84
10021412	**COOP HOLAMBRA**	SUCCESS	110,00	47,57	5.232,70	0,035	0,010	1,86
10021412	**COOP HOLAMBRA**	TRACER	220,00	1.429,19	314.421,80	0,035	0,010	111,74
10021412	**COOP HOLAMBRA**	VERDICTMAX	285,00	158,93	45.295,05	0,035	0,010	16,10
10021412	**COOP HOLAMBRA**	VERTERSC	731,00	461,67	337.480,77	0,035	0,010	119,93
10021412	**COOP HOLAMBRA**	VESSARYA NEW	110,00	187,04	20.574,40	0,035	0,010	7,31
10021412	**COOP HOLAMBRA**	VIOVAN	190,00	188,96	35.902,40	0,035	0,010	12,76
10021412	**COOP HOLAMBRA**	ZORVEC ENCANTIA	161,00	507,56	81.717,16	0,035	0,010	29,04
10021412	**COOP HOLAMBRA**	ZORVEC ENTIDO	135,00	310,40	41.904,00	0,035	0,010	14,89
10025756	**COOXUPE**	ACCENT	46,40	1.504,00	69.785,60	0,035	0,008	20,02
10025756	**COOXUPE**	APROACH POWER	3.980,00	95,35	379.493,00	0,035	0,008	108,89
10025756	**COOXUPE**	APROACH PREMIUM	600,00	111,84	67.104,00	0,035	0,008	19,25
10025756	**COOXUPE**	CLASSIC	52,50	181,25	9.515,63	0,035	0,008	2,73
10025756	**COOXUPE**	CLINCHER	130,00	168,97	21.966,10	0,035	0,008	6,30
10025756	**COOXUPE**	ENLISTDUOCOLEX-D	130,00	11,57	1.504,10	0,035	0,008	0,43
10025756	**COOXUPE**	EXPEDITION	2.130,00	142,69	303.929,70	0,035	0,008	87,21
10025756	**COOXUPE**	FIDELE	2.291,00	420,00	962.220,00	0,035	0,008	276,09
10025756	**COOXUPE**	GOAL	47,00	102,50	4.817,50	0,035	0,008	1,38
10025756	**COOXUPE**	INTREPID EDGE	160,00	510,98	81.756,80	0,035	0,008	23,46
10025756	**COOXUPE**	KOCIDE	1.117,00	50,56	56.475,52	0,035	0,008	16,20
10025756	**COOXUPE**	LANNATE	11.531,00	22,75	262.330,25	0,035	0,008	75,27
10025756	**COOXUPE**	ORANIS	600,00	192,82	115.692,00	0,035	0,008	33,20
10025756	**COOXUPE**	PACTO	96,10	1.928,21	185.300,98	0,035	0,008	53,17
10025756	**COOXUPE**	PAXEO	73,80	2.691,06	198.600,23	0,035	0,008	56,98
10025756	**COOXUPE**	SPIDER	7,90	2.024,62	15.994,50	0,035	0,008	4,59
10025756	**COOXUPE**	TRACER	310,00	1.429,19	443.048,90	0,035	0,008	127,12
10025756	**COOXUPE**	VERDICTMAX	1.425,00	158,93	226.475,25	0,035	0,008	64,98
10025756	**COOXUPE**	VESSARYA	4.460,00	187,04	834.198,40	0,035	0,008	239,35
10025756	**COOXUPE**	VIOVAN	4.190,00	188,96	791.742,40	0,035	0,008	227,17
10027724	**COOP IND HOLAMBRA**	APROACH PREMIUM	160,00	111,84	17.894,40	0,035	0,038	23,52
10027724	**COOP IND HOLAMBRA**	BIMMAX	110,00	121,75	13.392,50	0,035	0,038	17,60
10027724	**COOP IND HOLAMBRA**	DELEGATE	298,50	1.445,44	431.463,84	0,035	0,038	567,00
10027724	**COOP IND HOLAMBRA**	ELEVORE	198,00	1.060,51	209.980,98	0,035	0,038	275,94
10027724	**COOP IND HOLAMBRA**	EXALT	2.371,00	797,53	1.890.943,63	0,035	0,038	2.484,95
10027724	**COOP IND HOLAMBRA**	EXPEDITION	2.245,00	142,69	320.339,05	0,035	0,038	420,97
10027724	**COOP IND HOLAMBRA**	INTREPID	1.190,00	114,23	135.933,70	0,035	0,038	178,64
10027724	**COOP IND HOLAMBRA**	INTREPID EDGE	1.180,00	510,98	602.956,40	0,035	0,038	792,37
10027724	**COOP IND HOLAMBRA**	PACTO	423,80	1.928,21	817.175,40	0,035	0,038	1.073,88
10027724	**COOP IND HOLAMBRA**	SPIDER	50,00	2.024,62	101.231,00	0,035	0,038	133,03
10027724	**COOP IND HOLAMBRA**	TRACER	717,00	1.429,19	1.024.729,23	0,035	0,038	1.346,63
10027724	**COOP IND HOLAMBRA**	VERDICTMAX	60,00	158,93	9.535,80	0,035	0,038	12,53
10027724	**COOP IND HOLAMBRA**	VERTERSC	924,00	461,67	426.583,08	0,035	0,038	560,59
10027766	**COOPERBATATA**	ACAPELA	543,00	217,49	118.097,07	0,035	0,006	26,29
10027766	**COOPERBATATA**	APROACH POWER	680,00	95,35	64.838,00	0,035	0,006	14,44
10027766	**COOPERBATATA**	APROACH PREMIUM	740,00	111,84	82.761,60	0,035	0,006	18,43
10027766	**COOPERBATATA**	BIM	14,00	367,65	5.147,10	0,035	0,006	1,15
10027766	**COOPERBATATA**	CLASSIC	115,80	181,25	20.988,75	0,035	0,006	4,67
10027766	**COOPERBATATA**	DELEGATE	1.760,60	1.445,44	2.544.841,66	0,035	0,006	566,57
10027766	**COOPERBATATA**	DERMACOR	48,00	1.971,59	94.636,32	0,035	0,006	21,07
10027766	**COOPERBATATA**	ELEVORE	96,00	1.060,51	101.808,96	0,035	0,006	22,67
10027766	**COOPERBATATA**	ENLISTDUOCOLEX-D	1.100,00	11,57	12.727,00	0,035	0,006	2,83
10027766	**COOPERBATATA**	EXALT	289,00	797,53	230.486,17	0,035	0,006	51,31
10027766	**COOPERBATATA**	EXPEDITION	620,00	142,69	88.467,80	0,035	0,006	19,70
10027766	**COOPERBATATA**	FIDELE	530,00	420,00	222.600,00	0,035	0,006	49,56
10027766	**COOPERBATATA**	GAPPER	58,00	332,62	19.291,96	0,035	0,006	4,30
10027766	**COOPERBATATA**	GOAL	30,00	102,50	3.075,00	0,035	0,006	0,68
10027766	**COOPERBATATA**	INTREPID	60,00	114,23	6.853,80	0,035	0,006	1,53
10027766	**COOPERBATATA**	LANNATE	7.410,00	22,75	168.577,50	0,035	0,006	37,53
10027766	**COOPERBATATA**	MIDAS	708,00	63,70	45.099,60	0,035	0,006	10,04
10027766	**COOPERBATATA**	ORANIS	260,00	192,82	50.133,20	0,035	0,006	11,16
10027766	**COOPERBATATA**	PACTO	135,80	1.928,21	261.850,92	0,035	0,006	58,30
10027766	**COOPERBATATA**	PAXEO	21,10	2.691,06	56.781,37	0,035	0,006	12,64
10027766	**COOPERBATATA**	TRICEA	598,00	235,24	140.673,52	0,035	0,006	31,32
10027766	**COOPERBATATA**	UTRISHA	245,00	380,42	93.202,90	0,035	0,006	20,75
10027766	**COOPERBATATA**	VERDICTMAX	125,00	158,93	19.866,25	0,035	0,006	4,42
10027766	**COOPERBATATA**	VERTERSC	935,00	461,67	431.661,45	0,035	0,006	96,10
10027766	**COOPERBATATA**	VESSARYA NEW	430,00	187,04	80.427,20	0,035	0,006	17,91
10027766	**COOPERBATATA**	VIOVAN	600,00	188,96	113.376,00	0,035	0,006	25,24
10027766	**COOPERBATATA**	ZORVEC ENTIDO	994,00	310,40	308.537,60	0,035	0,006	68,69
SUB TOTAL					**96.090.612,48**			**459.864,59**
TOTAL DE COMISSÕES								**556.988,80**

Departamento Minuta Padrão Legal

---Internal Use---

---Internal Use---

Termo Encerramento_C. CAETANO REPRESENTAÇÃO COMERCIAL

Relatório de auditoria final 2025-04-30

Criado em:	2025-04-30
Por:	Camilla Santos (camilla.santos@corteva.com)
Status:	Assinado
ID da transação:	CBJCHBCAABAA2Kkx_iMD6M9vQF9rNR6mRScqVKeH5lKQ

Histórico de "Termo Encerramento_C. CAETANO REPRESENTAÇÃO COMERCIAL"

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Contrato finalizado.
2025-04-30 - 15:40:52 GMT

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ESCRITÓRIO GLOBO ACCOUNTING
Rua Corifeu Azevedo Marques, 875
Jardim Califórnia, Franca-SP

Phone: (16) 3403-6628
WhatsApp: (16) 99106-1568

Franca/SP, October 24, 2025

TO WHOM IT MAY CONCERN

I, TULIO CARVALHO DOMINGOS SILVA, accountant and owner of the ESCRITÓRIO GLOBO ASSESSORIA CONTÁBIL LTDA., a company enrolled with the National Register of Legal Entities (CNPJ) under No. 46.797.765/0001-03, hereby certify, for all due purposes, that Mr. CELIO CAETANO DE SOUSA JUNIOR, a Brazilian citizen, married, AGRONOMIST and ENTREPRENEUR, residing at Avenida Sargento Roberto Carlos Patinho 61, House 163, Ayat Club Residence Condominium, Uberaba-MG, ZIP Code 38051-360, holder of Individual Taxpayer Registration (CPF) No. 376.368.758-02, worked full-time as the Owner and Manager of C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA., a company enrolled with the National Register of Legal Entities (CNPJ) under No. 42.599.968/0001-26. During this period, his company provided services to CORTEVA AGRISCIENCE DO BRASIL LTDA., CNPJ No. 61.064.929/0043-28, and CTVA PROTEÇÃO DE CULTIVOS LTDA., CNPJ No. 47.180.625/0001-46. His company was our client from its incorporation through its dissolution, having been incorporated on 07/06/2021, and dissolved on 08/26/2025.

In view of the foregoing, I hereby certify Mr. CELIO CAETANO DE SOUSA JUNIOR's expertise as an Agronomist and Business Manager.

Escritório Globo Assessoria Contábil LTDA
Tulio Carvalho Domingos Silva
CPF No. 384.235.548-30
CRC Registration No. 1SP331172/O-2

Contact Information	
E-mail	**TULIO.GLOBOCONTABIL@OUTLOOK.COM**
Telephone	**16 99151-7200**
Address	**Rua Corifeu Azevedo Marques 875, Jardim Califórnia, Franca/SP, ZIP Code 14405-302**

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 26, 2026

ESCRITÓRIO GLOBO CONTABILIDADE
R. CORIFEU AZEVEDO MARQUES, 875
JARDIM CALIFÓRNIA, FRANCA - SP
FONE: (16) 3403 - 6628
WHATSAPP : (16) 99106 - 1568

Franca/SP, 24 de outubro de 2025.

A QUEM POSSA INTERESSAR

Eu, TULIO CARVALHO DOMINGOS SILVA, contador, titular do ESCRITORIO GLOBO ASSESSORIA CONTABIL LTDA, inscrito no Cadastro Nacional da Pessoa Jurídica (CNPJ) sob o nº 46.797.765/0001-03, declaro, para os devidos fins, que o Sr. CELIO CAETANO DE SOUSA JUNIOR, brasileiro, casado, AGRONOMO e EMPRESARIO, residente em Avenida Sargento Roberto Carlos Patinho, 61, Casa 163, Condomínio Ayat Club Residence, Uberaba-MG, CEP 38.051-360 e com o Cadastro de Pessoa Física sob o nº 376.368.758-02, trabalhou em tempo integral como Proprietário e Gestor da C. CAETANO REPRESENTAÇÃO COMERCIAL LTDA inscrita no Cadastro Nacional da Pessoa Jurídica (CNPJ) sob o nº 42.599.968/0001-26, e que neste período prestou serviços para a empresa CORTEVA AGRISCIENCE DO BRASIL LTDA, CNPJ 61.064.929/0043-28 e CTVA PROTEÇÃO DE CULTIVOS LTDA, CNPJ 47.180.625/0001-46. Sua empresa foi cliente nosso na sua abertura até o encerramento, sendo aberta em 06/07/2021 e encerrada em 26/08/2025.

Diante do exposto, certifico a expertise do Sr. CELIO CAETANO DE SOUSA JUNIOR como agrônomo e Gestor da empresa.

Escritório Globo Assessoria Contábil LTDA
Tulio Carvalho Domingos Silva
CPF nº. 384.235.548-30
CRC nº. 1SP331172/O-2

Informações de Contato	
E-mail	TULIO.GLOBOCONTABIL@OUTLOOK.COM
Telefone	16 99151-7200
Endereço	R. Corifeu Azevedo Marques, 875, Jd California, Franca/SP, CEP 14405-302

FEDERATIVE REPUBLIC OF BRAZIL

NATIONAL REGISTER OF LEGAL ENTITIES

REGISTRATION NUMBER **42.599.968/0001-26** **HEAD OFFICE**	**CERTIFICATE OF ENROLLMENT AND REGISTRATION STATUS**	DATE OF INCORPORATION **07/06/2021**

COMPANY NAME
C. CAETANO REPRESENTACAO COMERCIAL LTDA

TRADE NAME **CAETANO REPRESENTACAO COMERCIAL**	SIZE **MICROENTERPRISE**

CODE AND DESCRIPTION OF MAIN ECONOMIC ACTIVITY
****

CODE AND DESCRIPTION OF SECONDARY ECONOMIC ACTIVITIES
****

CODE AND DESCRIPTION OF LEGAL NATURE
206-2 - Limited Liability Company

ADDRESS *********	NUMBER *******	UNIT ********

ZIP CODE **********	NEIGHBORHOOD/DISTRICT **********	CITY **********	STATE **********

EMAIL ADDRESS **CELIO.CAETANO@ICLOUD.COM**	PHONE NUMBER **(16) 9611-0683**

RESPONSIBLE FEDERAL ENTITY (RFE)
******

REGISTRATION STATUS **TERMINATED**	REGISTRATION STATUS DATE **08/26/2025**

REASON FOR REGISTRATION STATUS
Termination Due to Voluntary Liquidation and Dissolution

SPECIAL STATUS *******	SPECIAL STATUS DATE *******

It was approved by Normative Instruction RFB No. 2.119, dated December 6, 2022.

It was issued on **05/28/2026** at **11:52:07 AM** (Brasília date and time).

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 25, 2026

REPÚBLICA FEDERATIVA DO BRASIL

CADASTRO NACIONAL DA PESSOA JURÍDICA

NÚMERO DE INSCRIÇÃO	COMPROVANTE DE INSCRIÇÃO E DE SITUAÇÃO CADASTRAL	DATA DE ABERTURA
42.599.968/0001-26 **MATRIZ**		**06/07/2021**

NOME EMPRESARIAL
C. CAETANO REPRESENTACAO COMERCIAL LTDA

TÍTULO DO ESTABELECIMENTO (NOME DE FANTASIA)	PORTE
CAETANO REPRESENTACAO COMERCIAL	**ME**

CÓDIGO E DESCRIÇÃO DA ATIVIDADE ECONÔMICA PRINCIPAL
****

CÓDIGO E DESCRIÇÃO DAS ATIVIDADES ECONÔMICAS SECUNDÁRIAS
****

CÓDIGO E DESCRIÇÃO DA NATUREZA JURÍDICA
206-2 - Sociedade Empresária Limitada

LOGRADOURO	NÚMERO	COMPLEMENTO
********	********	********

CEP	BAIRRO/DISTRITO	MUNICÍPIO	UF
********	********	********	********

ENDEREÇO ELETRÔNICO	TELEFONE
CELIO.CAETANO@ICLOUD.COM	**(16) 9611-0683**

ENTE FEDERATIVO RESPONSÁVEL (EFR)
*****

SITUAÇÃO CADASTRAL	DATA DA SITUAÇÃO CADASTRAL
BAIXADA	**26/08/2025**

MOTIVO DE SITUAÇÃO CADASTRAL
Extinção Por Encerramento Liquidação Voluntária

SITUAÇÃO ESPECIAL	DATA DA SITUAÇÃO ESPECIAL
********	********

Aprovado pela Instrução Normativa RFB nº 2.119, de 06 de dezembro de 2022.

Emitido no dia **28/05/2026** às **11:52:07** (data e hora de Brasília).

Exhibit C.I - First Prong - Substantial Merit and National Importance

CJR PRECISION AGRONOMY



2026 BUSINESS PLAN

Name: Célio Caetano de Sousa Júnior
Phone: +55 (16) 99259-0505
E-mail: celio.caetano@icloud.com
Position: General Manager & Senior Agronomic Specialist

Prepared by:
Nextus Plan

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1.0 Executive Summary

CJR Precision Agronomy LLC will be established in Fort Worth, Texas, as a specialized agronomic services firm delivering advanced crop protection and precision agriculture solutions to farms, distributors, and agricultural cooperatives across Texas and other U.S. agricultural regions. The company will be led by **Mr. Célio Caetano de Sousa Júnior**, an agronomist with more than eight years of technical and commercial experience supporting large-scale agricultural operations in Brazil, one of the world's most complex environments for weed pressure and resistance management.

A defining element of the company's technical positioning is its focus on pre-emergent herbicide positioning and residual weed-control programming. Brazilian production systems routinely involve multiple cropping cycles per year, high weed diversity, and accelerated resistance development, requiring advanced strategies for herbicide sequencing, residual layering, and resistance mitigation. Mr. Sousa Júnior's professional background in these conditions provides the foundation for transferring proven pre-emergent and resistance-management methodologies to U.S. farming operations facing increasing herbicide resistance, rising input costs, and labor constraints.

CJR Precision Agronomy will operate through four integrated service areas:

1. **Advanced Crop Protection and Resistance-Management Solutions**
2. **Precision Agriculture and Data-Driven Field Diagnostics**
3. **Independent Agronomic Audits and Compliance Support**
4. **Technical Training and Workforce Development for Agricultural Teams**

These services address critical needs in U.S. agriculture, including weed-resistance escalation, inefficient input use, soil variability challenges, biological integration, and workforce shortages in advanced agronomic skills. By combining field expertise with data-driven tools, CJR Precision Agronomy aims to improve productivity, reduce operational risk, and support more efficient and sustainable production systems.

Mr. Sousa Júnior holds a Master's degree in Plant Sciences and has extensive experience working with major agricultural organizations such as Ihara, Corteva Agriscience, Agrivalle, and Casa Bugre. His background includes field trials, crop-protection positioning, herbicide residual programming, biological adoption strategies, and technical support for high-value crops including cotton, corn, sorghum, pastures, sugarcane, coffee, and soybeans. This expertise provides the technical foundation for the company's consulting model and supports its role in assisting U.S. producers with complex agronomic challenges.

The company will launch with an initial investment of **US$80,000**, allocated to equipment, precision-ag tools, digital reporting infrastructure, marketing, and working capital. Services will be delivered through on-farm visits, digital reporting, remote monitoring, and structured training programs.

National Priorities / U.S. Needs

CJR Precision Agronomy directly aligns with multiple national agricultural priorities, including:

- **USDA Climate-Smart Agriculture and Precision Agriculture Initiatives** – Supporting efficient input use, soil improvement, and reduced waste.[1]
- **USDA Integrated Pest Management (IPM) Frameworks** – Addressing herbicide-resistant weeds and optimizing crop-protection programs.[2]
- **EPA Pesticide and Biological Compliance Standards** – Supporting safe application and integration of biological inputs.[3]
- **USDA Rural Development Programs** – Improving productivity and profitability for rural agricultural operations.[4]
- **National Food Security Priorities** – Enhancing crop resilience and yield stability.

The company's services contribute to national objectives by improving agronomic decision-making, strengthening producer performance, reducing input losses, and promoting safe, data-supported crop-protection strategies. These improvements support regional and national agricultural resilience.

1.1 Nature and Scope of the Business

CJR Precision Agronomy LLC will serve agricultural producers, cooperatives, input distributors, and emerging biological-technology companies in Texas, with expansion into surrounding states as demand grows. The company will provide technical support across cotton, corn, sorghum, pasture systems, and other regional crops, addressing productivity, crop-protection, and soil-management challenges.

Key services include:

• **Advanced Crop Protection and Resistance-Management Solutions:** Development of field-specific herbicide programs, biological integration, pre-emergent positioning, and mitigation strategies for resistant weeds.

[1] https://www.usda.gov/climate-solutions/climate-smart-commodities
[2] https://www.usda.gov/about-usda/general-information/staff-offices/office-chief-economist/office-pest-management-policy-opmp/integrated-pest-management
[3] https://www.epa.gov/regulatory-information-topic/regulatory-and-guidance-information-topic-pesticides
[4] https://www.farmers.gov/conservation/climate-smart

• **Precision Agriculture and Data-Driven Diagnostics:** Soil-variability mapping, NDVI (Normalized Difference Vegetation Index) monitoring, performance dashboards, and georeferenced reports to support targeted management decisions.

• **Independent Agronomic Audits and Compliance Support:** Evaluation of crop-protection programs, application standards, environmental compliance, and operational gaps for farms and distributors.

• **Technical Training and Workforce Development:** Training for farm teams, distributors, and cooperatives on weed-management principles, crop-protection programming, biological inputs, and precision-ag tools.

These integrated services help producers reduce input waste, adopt new technologies, improve profitability, and align with federal and state agricultural compliance standards.

CJR Precision Agronomy will use hybrid delivery methods on-farm visits, digital reports, remote monitoring, and structured field training to support client operations efficiently. As the client base grows, the company plans to hire agronomic technicians, data analysts, GIS (Geographic Information Systems) specialists, and junior consultants to expand its service capacity.

The mission of CJR Precision Agronomy LLC is to provide independent, science-based agronomic support that enhances productivity, strengthens rural economies, and contributes to national agricultural performance and resilience.

1.2 Mr. Celio Caetano de Sousa Junior's Expertise

Mr. Célio Caetano de Sousa Júnior is a Brazilian Agronomist with more than eight years of experience in crop protection, field agronomy, biological inputs, herbicide positioning, and technical commercialization for some of the most recognized agricultural companies in Brazil. His background spans strategic technical roles, commercial responsibilities, and direct support to cooperatives, large farming groups, and distributors across major agricultural regions such as Triângulo Mineiro, Alto Paranaíba, Alta Mogiana, and more than 50 municipalities in São Paulo and Minas Gerais.

Professional Experience

Senior Technical Sales Administrator – IHARA

Uberaba, Minas Gerais | June 2025 – Present

Mr. Sousa Júnior currently serves as a Senior Technical Sales Administrator at Ihara, one of Brazil's leading crop-protection companies. He is responsible for technical–commercial support for major sugarcane-producing cooperatives and mills such as Usina Delta, CMAA, Raízen, Coplacana, and Coopercitrus. His work includes developing market-expansion strategies, providing advanced crop-protection guidance, generating demand through field programs, and

training commercial teams. His efforts have strengthened strategic partnerships, expanded Ihara's regional presence, and driven significant growth in sales volume across key crops.

Commercial Representative – Corteva Agriscience

São Joaquim da Barra, São Paulo | July 2021 – March 2025

At Corteva Agriscience, Mr. Sousa Júnior worked as a Commercial Representative for Crop Protection, covering more than 50 municipalities. He supported key cooperatives including Coplacana, Coplana, Coopercitrus, Copercana, Camda, and Cocapec. His responsibilities included market-expansion strategy, portfolio positioning, and technical engagement with high-value growers. He achieved notable results such as tripling regional revenue, strengthening long-term partnerships, and integrating biological and chemical solutions to improve performance in cereals and other strategic crops.

Technical Sales Representative – Agrivalle Brasil

Franca, São Paulo | July 2020 – July 2021

Mr. Sousa Júnior served as a Technical Sales Representative for Agrivalle, providing support to distribution channels and large farms in Alto Paranaíba and Alta Mogiana. He was invited to **assume responsibility for an expanded regional coverage** due to his strong technical and commercial performance. His contributions included regional brand expansion, technical training for commercial teams, and a significant increase in demand for biological products. His work reinforced Agrivalle's position as an innovation-focused company in sustainable agriculture.

Technical Sales Representative – Casa Bugre

Uberaba, Minas Gerais | April 2018 – July 2020

At Casa Bugre, he provided technical and commercial support to cooperatives, mills, distribution channels, and major growers. He developed market-expansion strategies, conducted field training, and implemented demand-generation activities across crops such as sugarcane, coffee, cereals, and horticulture. His work resulted in territorial expansion, consistent sales growth, and stronger relationships with strategic clients.

Commercial Technical Assistant – AgroBarros

Batatais, São Paulo | March 2018 – April 2020

Early in his career, Mr. Sousa Júnior worked as a Commercial Technical Assistant, supporting producers with customized agronomic recommendations for coffee, sugarcane, corn, soybeans, and sorghum. He conducted soil analyses, equipment calibration, and field monitoring during planting and harvest. These activities improved producer efficiency and strengthened AgroBarros's commercial presence in the region.

Education

Mr. Sousa Júnior holds a Master's degree in Plant Sciences (2024) from the Instituto Federal do Triângulo Mineiro (IFTM) in Uberaba, Minas Gerais. His graduate research strengthened his technical foundation in crop management, plant physiology, and sustainable production systems.

He also earned a Bachelor's degree in Agronomic Engineering (2017) from the same institution, receiving comprehensive training in soil fertility, plant nutrition, crop protection, irrigation, biological control, and agricultural production systems.

Professional Development & Certifications

Throughout his academic and professional career, Mr. Sousa Júnior completed numerous specialized courses, seminars, and workshops, including:

- Irrigation Management (2013)
- Biological Pest Control in Vegetables (2014)
- Pasture Fertilization (2015)
- Forage Production Estimation Methods (2015)
- Cattle Production and Management (2016)
- Coffee Production Seminars (2013, 2015)
- Pasture Symposium – SIMPASTO (2015)
- Seed Production and Technology (2015)
- Equine Hoof Trimming Techniques (2016)

These programs enhanced his expertise in soil science, plant nutrition, biological solutions, integrated pest management, and crop-production systems.

Mr. Sousa Júnior also holds a professional license from CREA-SP – Conselho Regional de Engenharia e Agronomia de São Paulo, License No. 2621276520.

Mr. Célio Caetano de Sousa Júnior brings a combination of advanced technical training, field experience, commercial strategy, and deep knowledge of crop-protection systems. His experience working with major cooperatives, mills, and agricultural companies positions him to lead CJR Precision Agronomy LLC with a strong understanding of field problems, modern agronomic practices, and the growing demand for precision-agriculture tools and independent consulting in the United States.

2.0 The Company

CJR Precision Agronomy LLC is a technical agronomic firm specializing in crop protection, pre-emergent herbicide positioning, herbicide-resistance management, precision agriculture, and data-driven field diagnostics. Headquartered in Fort Worth, Texas, the company will serve agricultural producers, cooperatives, input distributors, and emerging biological-technology companies across Texas and, over time, additional U.S. agricultural regions.

The company's mission is to strengthen the productivity, efficiency, and resilience of U.S. crop systems by providing independent technical guidance, science-based pre-emergent and residual herbicide programs, integrated resistance-management strategies, precision-agriculture tools, and workforce development initiatives. Through these services, CJR Precision Agronomy will support producers in improving agronomic decision-making, reducing input waste, increasing return on investment, and adopting sustainable management practices aligned with federal agricultural priorities.

Prior to full-scale launch, the company will develop standardized field-report templates, digital performance dashboards, georeferenced mapping formats, and agronomic audit checklists. These tools will support consistent service delivery and enable detailed evaluation of crop-protection programs, including the performance and timing of pre-emergent herbicide applications under varying soil and environmental conditions.

To deliver its services effectively, CJR Precision Agronomy will build a multidisciplinary team with expertise in agronomy, precision agriculture, geospatial analysis, technical support, and client engagement. This organizational structure will enable the company to conduct comprehensive field assessments, generate data-driven recommendations, train agricultural teams, manage client portfolios, and support the adoption of biological inputs and integrated pre-emergent weed-control strategies within modern precision-management systems.

Year 5 Organizational Structure

The following roles represent the company's projected staffing plan by Year 5, supporting its technical, operational, and commercial expansion:

- **1 General Manager & Senior Agronomic Specialist - Mr. Célio Caetano de Sousa Júnior**: Provides overall strategic leadership, oversees field consulting programs, leads crop-protection and resistance-management strategies, supports major client accounts, and guides the adoption of precision-agriculture and biological technologies.
- **2 Precision-Agronomy Analysts:** Conduct soil-variability mapping, NDVI analysis, performance dashboards, and data modeling to support precision agriculture programs and field-level diagnostics.

- **2 Agronomy Consultants:** Deliver on-farm field evaluations, develop crop-protection and fertility programs, support biological input adoption, and provide technical guidance to farms and cooperatives.
- **2 Junior Agronomy Consultants:** Assist senior consultants with field scouting, sample collection, equipment calibration, digital-report preparation, and data-entry for monitoring platforms.
- **2 Geoprocessing & Precision Agriculture Specialists:** Handle geospatial analysis, GIS mapping, satellite imagery interpretation, and integration of sensor-based data to support predictive and zone-management tools.
- **2 Marketing & Member Engagement Specialists:** Promote company services, coordinate outreach to farms and cooperatives, develop technical content, and support customer education on agronomy programs and precision-ag tools.
- **2 Junior Analysts:** Support data processing, field data organization, reporting workflows, and performance-tracking metrics for clients.
- **4 Sales Representatives:** Manage client acquisition and retention, expand relationships with agricultural distributors and cooperatives, and support regional business development.
- **1 Administrative Manager:** Oversees office operations, budgeting, HR processes, vendor management, and administrative compliance.
- **2 Customer Service Representatives:** Provide direct client support, manage onboarding, assist with report delivery, coordinate training schedules, and maintain service quality.

Company Mission

CJR Precision Agronomy aims to modernize agronomic decision-making in the United States by making advanced crop-protection strategies, precision-agriculture tools, and independent technical consulting services accessible to producers of all sizes. The company's services support national agricultural priorities related to productivity, sustainability, soil conservation, biological input adoption, integrated pest management, and workforce development.

Through its technical expertise and data-driven methodology, CJR Precision Agronomy will contribute to stronger crop performance, improved input efficiency, reduced environmental impact, and enhanced resilience across U.S. production systems.

2.1 Company's Target

CJR Precision Agronomy LLC will serve agricultural producers, cooperatives, input distributors, and emerging agritech and biological-input companies seeking to improve productivity, input efficiency, and decision-making through advanced agronomic consulting and data-driven field diagnostics. The company's services respond to structural challenges across U.S. crop-production systems, including herbicide-resistant weeds, variable soil fertility, inefficient

application programs, and the need for independent technical guidance in adopting precision-agriculture tools.

Primary Target Customers

- **Agricultural Producers (Medium and Large Farms):** Producers of cotton, corn, sorghum, pasture, and other major crops in Texas and surrounding regions who require support in crop protection, resistance management, biological integration, soil-fertility programs, and yield-improvement strategies. These operations benefit from field assessments, NDVI monitoring, herbicide programming, and precision-agriculture tools.
- **Agricultural Cooperatives:** Farmer-owned cooperatives seeking standardized technical audits, training programs for member agronomists, herbicide positioning guidance, and precision-ag data interpretation. Cooperatives often face variability in member performance and benefit from unified technical programs and compliance standards.
- **Input Distributors and Retailers:** Regional distributors seeking independent support for product positioning, biological-product validation, technical training for sales teams, and agronomic evaluations that strengthen customer relationships and reduce field-level performance risk.
- **Biological and Agritech Companies:** Startups and established manufacturers introducing biological inputs, bio-stimulants, residual herbicides, or digital tools who require field trials, technical validation, and market-positioning support.
- **Livestock and Pasture Operations:** Producers of cattle and forage crops who need pasture-analysis tools, weed-control programs, fertility guidance, and performance mapping to improve forage productivity and resource use.
- **County Extension and Public Agricultural Programs:** Local agricultural institutions requiring technical expertise in weed resistance, crop-protection program design, and the integration of precision agriculture into regional training initiatives.

These segments represent some of the largest users of crop protection, soil inputs, and field-monitoring technologies in the United States. Each group faces increasing pressure to improve yields while adopting sustainable practices, creating strong and sustained demand for independent, science-based agronomic consulting.

2.2 Needs for the Company's Services

Demand for CJR Precision Agronomy's services is driven by key agronomic, environmental, and technological challenges across U.S. crop systems. Producers are under increasing pressure to adopt modern management strategies, improve input efficiency, comply with evolving regulations, and address herbicide resistance, soil degradation, and variability across fields.

Key Drivers of Demand

- **Herbicide-Resistant Weeds**

Texas and many U.S. regions face accelerating resistance to major herbicide groups. Producers require advanced pre-emergent positioning, rotation strategies, field diagnostics, and integrated weed-management programs. Independent expertise helps reduce yield loss and restore field control.

- **Inefficient Input Use and Rising Costs**

Fertilizers, herbicides, and biologicals represent some of the largest cost components for producers. Precision-ag tools, including soil-variability mapping, NDVI analysis, and performance dashboards, allow farms to reduce waste, increase ROI, and make data-supported application decisions.

- **Demand for Precision Agriculture Adoption**

Many producers lack internal expertise to implement geospatial tools, variable-rate decisions, and sensor-based monitoring. External specialists bridge the knowledge gap and accelerate technology adoption on farms of all sizes.

- **Need for Independent Agronomic Audits**

Distributors, cooperatives, and farms increasingly require third-party audits to evaluate crop-protection programs, compliance with EPA pesticide standards, application quality, and biological-input performance. Independent evaluation strengthens safety and regulatory alignment.

- **Integration of Biological Inputs**

Biologicals and bio-stimulants play a growing role in U.S. agriculture. Companies and distributors need field validation, positioning strategies, and training to ensure successful adoption.

- **Workforce and Skills Gaps**

Many rural regions lack trained personnel capable of handling modern agronomy tools, data platforms, and resistance-management principles. Structured training programs help close the skills gap and support modernization.

2.3 Company's Expansion

CJR Precision Agronomy LLC will implement a structured, multi-phase expansion strategy focused on establishing technical credibility, scaling service capacity, building regional partnerships, and expanding into key agricultural markets across the United States. Growth will be driven by demonstrable field results, adoption of precision-agriculture tools, and increased demand for independent agronomic consulting and training.

Phase 1 – Initial Operations (Year 1)

Establish foundation and technical validation

- Establish the company's operational headquarters in Fort Worth, Texas, strategically positioned within one of the largest agricultural regions in the U.S.
- Launch core services including independent crop-protection consulting, resistance-management programs, precision-agriculture diagnostics, agronomic audits, and technical training.
- Begin pilot operations with producers and cooperatives in Texas, focusing on cotton, corn, sorghum, and pasture systems.
- Develop standardized field-report templates, NDVI monitoring workflows, soil-variability mapping tools, and digital dashboards to ensure consistent and professional service delivery.
- Build early partnerships with cooperatives, input distributors, biological-input companies, and regional agritech providers to validate results and demonstrate field-level improvements.

Phase 2 – Service and Team Expansion (Years 2–3)

Strengthen capacity and expand technical coverage

- Grow the agronomy team by hiring agronomy consultants, junior consultants, precision-ag analysts, and geoprocessing specialists to expand service bandwidth.
- Increase the number of farms, distributors, and cooperatives served in Texas and begin expansion into neighboring states with similar crop profiles (e.g., Oklahoma, Arkansas, Kansas).
- Introduce enhanced precision-agriculture offerings including geospatial pattern analysis, multi-year productivity mapping, and advanced biological-integration programs.
- Strengthen relationships with regional research institutions, USDA extension services, and biological-input developers to position the company as a technical partner in field validation and sustainable crop-management modernization.

Phase 3 – Regional Market Expansion (Years 4–5)

Establish strong presence across multiple U.S. agricultural regions

- Expand operations to additional high-production agricultural zones in the Southeast, Central Plains, and select Midwestern states.
- Develop long-term consulting partnerships with cooperatives, large production groups, and multi-state input distributors seeking standardized agronomic programs, audits, and precision-ag services.

- Launch advanced service tiers such as predictive modeling, resistance-risk forecasting, large-scale biological validation, and regional field-training programs.
- Establish regional field teams or satellite offices to support clients locally and improve service coverage, response time, and technical presence.

Phase 4 – Innovation and Strategic Growth (Beyond Year 5)

Expand into innovation, research partnerships, and national influence

- Develop proprietary digital agronomy tools that streamline field data collection, NDVI interpretation, weed-resistance tracking, biological-input performance monitoring, and environmental-impact indicators, including input-use efficiency, soil-coverage performance, and reduced chemical load per acre.
- Explore strategic collaborations with universities, research centers, USDA extension programs, and agritech companies to support national agricultural priorities related to sustainability, productivity, environmental protection, and precision resource management.
- Integrate environmental stewardship metrics into agronomic recommendations, supporting reduced herbicide runoff, improved soil health, optimized nutrient use, and lower environmental footprint through precision placement, pre-emergent herbicide optimization, and biological integration.
- Expand participation in national agricultural conferences, technical networks, and multi-state training programs to position the company as a leader in independent agronomic consulting, climate-smart agriculture practices, and science-based crop-protection strategies.
- Pursue opportunities to commercialize internal digital tools or develop subscription-based agronomic platforms that support cooperatives, distributors, and producers in monitoring productivity, compliance, and environmental performance at the field level.
- Strengthen long-term positioning as a national reference in crop protection, herbicide-resistance management, biological integration, environmentally responsible agronomic practices, and precision-agriculture implementation that balances productivity with long-term soil and ecosystem sustainability.

CJR Precision Agronomy's expansion strategy emphasizes measured, sustainable growth supported by technical credibility, field-proven results, strong regional partnerships, and workforce development. As the company scales, it will increase its national footprint, serve a growing base of agricultural producers and cooperatives, and contribute to U.S. priorities related to sustainable agriculture, precision-agriculture adoption, and improved crop-system resilience.

2.4 Company's Economic Benefits

CJR Precision Agronomy is positioned to generate substantial economic value during its first five years of operation by improving crop productivity, reducing input waste, promoting sustainable field practices, and advancing the adoption of precision-agriculture tools across rural regions. By delivering independent agronomic consulting, resistance-management programs, biological-integration support, geospatial analysis, and advanced diagnostic tools, the company will strengthen farm profitability, support cooperatives and distributors, and contribute directly to local, state, and federal economic activity.

As service capacity expands across Texas and additional agricultural regions, the company will increase its job creation, tax contributions, and measurable economic impact on rural agricultural communities.

Projected Financial Performance

Based on the five-year financial projections, CJR Precision Agronomy is expected to experience strong, sustained growth:

- **Sales Growth:** Sales are projected to increase from $452,500 in Year 1 to $2,593,112 in Year 5, driven by recurring consulting engagements, precision-agriculture services, and expanding partnerships with farms, cooperatives, and distributors.
- **Gross Margin:** Gross margin is projected to rise from $416,300 in Year 1 to $2,385,663 in Year 5, reflecting the scalability of technical services and efficient operational management.
- **Net Profit:** Net profit is expected to grow from $44,822 in Year 1 to $270,094 in Year 5, demonstrating strong financial resilience and long-term sustainability.

This trajectory highlights the company's capacity for expansion, recurring revenue, and multi-state service delivery.

Tax and Employment Contributions

CJR Precision Agronomy's expanding operations will generate significant fiscal contributions while supporting rural employment and technical workforce development.

Federal and State Tax Contributions

- Year 1: **$16,578**
- Year 5: **$99,898**
- **Five-year total: $266,969**

Payroll Taxes

- Year 1: **$26,700**

- Year 5: **$170,060**
- **Five-year total: $512,466**

Combined Total Tax Revenue: $779,435 over the first five years

These figures illustrate the company's value not only as a technical agronomy firm but also as an emerging contributor to regional and national economic activity.

Broader Economic Impact

• Job Creation and Workforce Development

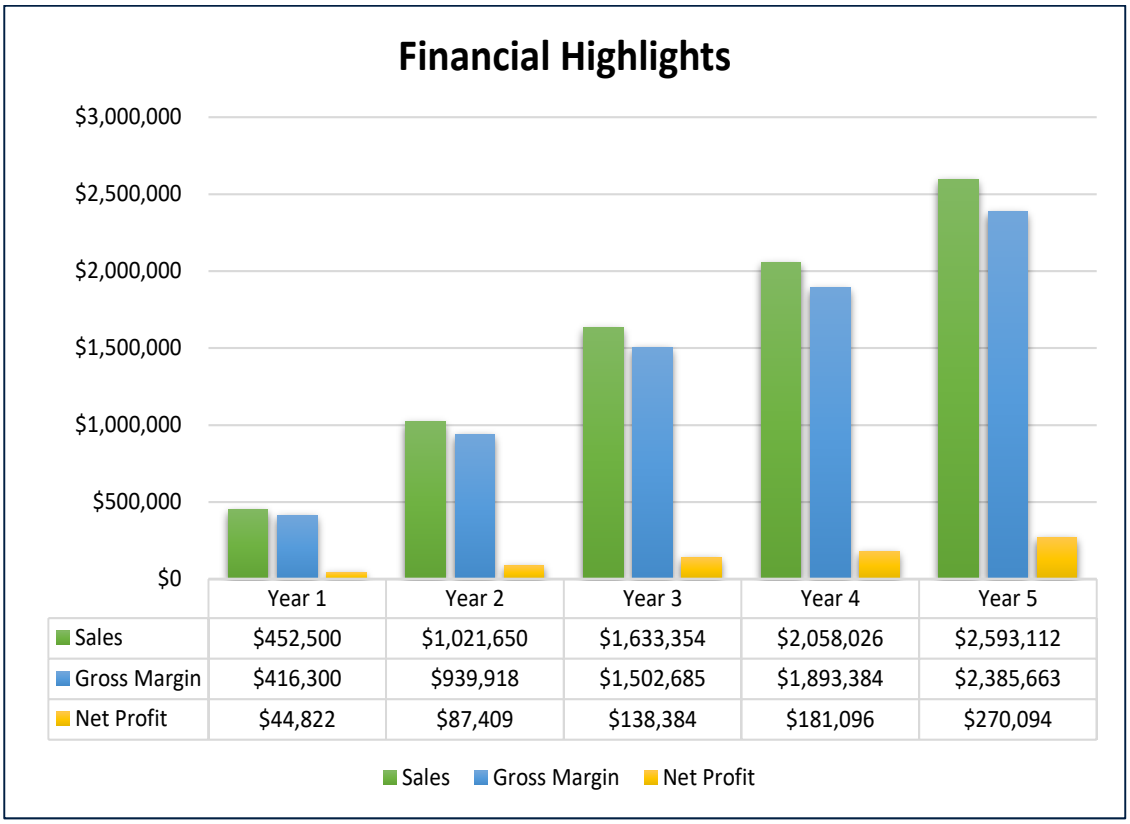
CJR Precision Agronomy is projected to create 20 highly skilled jobs by Year 5, including roles in agronomy consulting, geoprocessing, precision-agriculture analysis, sales, marketing, administration, and technical support.

These positions strengthen the rural workforce by:

- Expanding technical careers outside major metropolitan areas
- Increasing local household income
- Enhancing professional development in agriculture and sustainability
- Supporting long-term economic mobility in rural regions

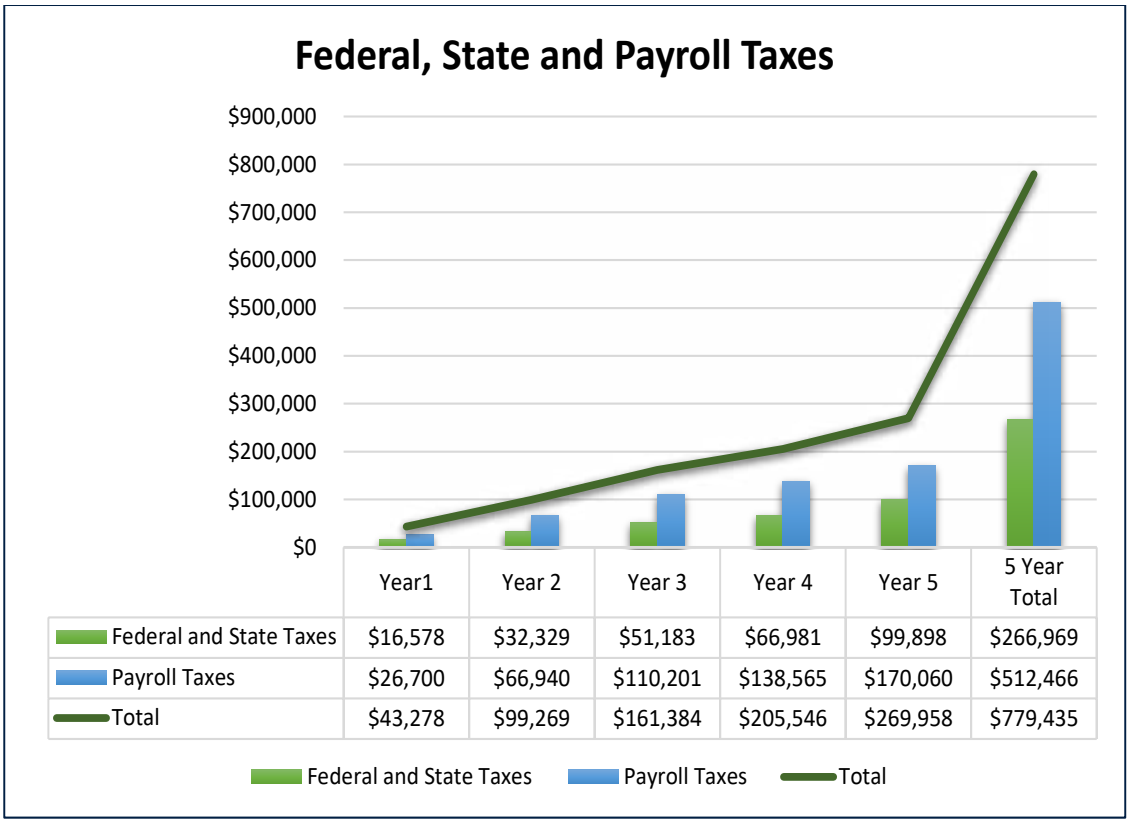
Over its first five years, CJR Precision Agronomy will deliver measurable economic, environmental, and social value through improved crop productivity, sustainable field practices, expanded rural employment, and significant tax contributions. The company's scalable service model and strategic growth plan position it as a long-term asset to the U.S. agricultural sector and a meaningful contributor to national agricultural priorities.

2.4.1 Financial Highlights Chart



	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	$452,500	$1,021,650	$1,633,354	$2,058,026	$2,593,112
Gross Margin	$416,300	$939,918	$1,502,685	$1,893,384	$2,385,663
Net Profit	$44,822	$87,409	$138,384	$181,096	$270,094

2.4.2 Federal, State and Payroll Taxes Chart



	Year1	Year 2	Year 3	Year 4	Year 5	5 Year Total
Federal and State Taxes	$16,578	$32,329	$51,183	$66,981	$99,898	$266,969
Payroll Taxes	$26,700	$66,940	$110,201	$138,565	$170,060	$512,466
Total	$43,278	$99,269	$161,384	$205,546	$269,958	$779,435

2.5 Summary of Investment

CJR Precision Agronomy will require an initial investment of $80,000 to successfully launch its operations in Fort Worth, Texas. This investment will cover both startup expenses and initial cash reserves, ensuring that the company is fully equipped to deliver high-quality agronomic consulting, precision-agriculture services, and technical field assessments from its first year of operation.

Startup Expenses – $55,500

Startup expenses are structured to establish the company's agronomic capabilities, technological tools, and operational readiness:

- **Company Formation & Legal Setup – $3,500:** Incorporation, licensing, regulatory compliance, and professional legal documentation.
- **Office Equipment & Technology – $8,500:** Computers, tablets, communication tools, data-collection devices, software licenses, and productivity systems.
- **Precision Agriculture Tools – $12,000:** Soil sampling equipment, GPS/GIS field tools, crop-scouting technology, and handheld diagnostic instruments required for accurate evaluations.
- **Field Equipment & Supplies – $6,000:** Personal protective equipment (PPE), sampling kits, sprayer calibration tools, moisture meters, and field-ready gear for agronomic inspections.
- **Digital Platform & IT Development – $9,000:** Development of the company's digital infrastructure, client dashboard templates, agronomic reporting models, and GIS mapping workflows.
- **Vehicle-Related Expenses – $10,000:** Initial vehicle down payment or lease start, branding, field travel setup, and operational fuel reserves for on-farm consulting visits.
- **Marketing & Business Development – $6,500:** Branding, website development, promotional materials, early-stage advertising, and outreach to farms, cooperatives, and distributors.

Total Startup Expenses: $55,500

Startup Assets – $24,500

The company will maintain **$24,500** in initial cash reserves to ensure operational stability during the first phase of activities. This reserve will support travel, client acquisition, platform refinement, and early service delivery.

Total Initial Investment Requirement: $80,000

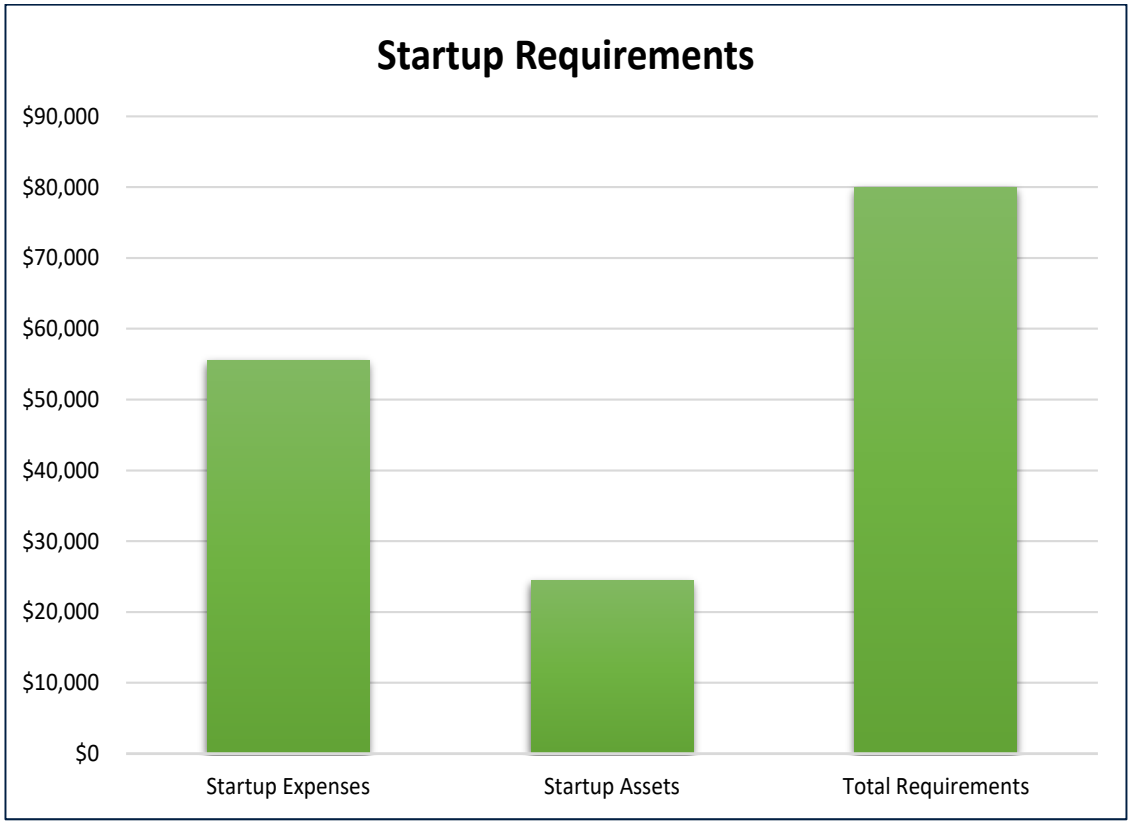
Under the leadership of Mr. Celio Caetano de Sousa Júnior, an agronomist with more than eight years of experience in crop protection, biological integration, portfolio positioning, and technical

sales for leading agricultural companies, this investment structure ensures a stable, scalable, and technically robust foundation for growth.

2.5.1 Startup Requirements Table

Startup	
Requirements	
Startup Expenses	
Company Formation & Legal Setup	$3,500
Office Equipment & Technology	$8,500
Precision Agriculture Tools	$12,000
Field Equipment & Supplies	$6,000
Digital Platform & IT Development	$9,000
Vehicle-Related Expenses	$10,000
Marketing & Business Development	$6,500
Total Startup Expenses	$55,500
Startup Assets	
Cash Required	$24,500
Startup Inventory	$0
Total Assets	$24,500
Total Requirements	**$80,000**

2.5.2 Startup Requirements Chart



3.0 Company's Services

CJR Precision Agronomy will deliver a comprehensive portfolio of specialized agronomic services designed to increase productivity, reduce risk, and modernize crop-management practices for farms, cooperatives, and distributors. The company's core offerings include: **(1)** Advanced Crop Protection and Resistance-Management Solutions, providing independent and field-validated strategies for herbicide placement, pest control, and biological integration; **(2)** Precision Agronomy & Data-Driven Farm Optimization, using geospatial analysis, NDVI imagery, and soil-variability assessments to support precise, zone-specific management decisions; **(3)** Independent Agronomic Audits & Compliance Support, offering objective evaluations of crop-protection programs, application quality, soil and fertility practices, and adherence to EPA and USDA-aligned standards; and **(4)** Technical Training and Workforce Development, equipping field teams, cooperatives, and distributors with practical knowledge in crop protection, precision agriculture, and operational best practices. Together, these services enable producers to make informed decisions, improve field performance, strengthen compliance, and adopt modern, efficient, and sustainable agricultural systems.

1. Advanced Crop Protection and Resistance-Management Solutions

CJR Precision Agronomy will provide continuous technical consulting services for farms through structured monthly retainer agreements, delivering ongoing crop-protection support across key production stages. These services are designed to improve field performance, reduce yield losses, and optimize input efficiency for major crops such as cotton, corn, sorghum, soybeans, and pasture systems. Rather than offering isolated recommendations, the company will act as an independent, long-term technical partner, supporting producers with consistent agronomic oversight throughout the growing season.

Under this model, CJR Precision Agronomy will integrate technical expertise, multi-year field observations, and modern agronomic tools to assist producers seeking reliable guidance on chemical, biological, and integrated pest-management strategies. The monthly consulting structure enables continuous monitoring, adaptive decision-making, and timely adjustments to crop-protection programs based on field conditions, weed pressure, and environmental variability. This approach reflects best practices developed in high-pressure agricultural systems and aligns with the operational realities of U.S. production environments.

Producers across the United States increasingly face challenges related to herbicide-resistant weeds, pest-pressure variability, misuse or suboptimal timing of pre-emergent technologies, and inconsistent product performance caused by environmental conditions or improper placement. These challenges lead to rising production costs, reduced yields, and operational inefficiencies, particularly in regions where local advisory capacity is limited or public extension services are

overstretched. As resistance to multiple modes of action becomes more widespread, farms require continuous technical programs that prioritize long-term sustainability, correct sequencing of interventions, and field-based diagnostics rather than generic, one-time recommendations.

Leveraging more than eight years of direct experience with chemical and biological crop-protection portfolios at Ihara, Corteva Agriscience, Agrivalle, Casa Bugre, and AgroBarros, Mr. Celio Caetano de Sousa Júnior will deliver structured, field-validated and data-driven solutions, including:

- **Customized herbicide programs** integrating pre- and post-emergent strategies based on soil texture, weed spectrum, environmental conditions, and resistance status.
- **Resistance-management frameworks** using mode-of-action rotation, residual layering, and integrated weed-control tactics aligned with national IPM recommendations.
- **Biological and chemical integration strategies** validated in high-pressure environments, improving performance while reducing dependence on single control tools.
- **Field diagnostics and technical evaluations** including stand counts, spray quality checks, soil/leaf sampling, and spatial analysis to identify root causes of performance gaps.
- **Cost-optimization plans** ensuring products are correctly placed, minimizing waste and maximizing return on investment for producers and cooperatives.

2. Precision Agronomy & Data-Driven Farm Optimization

CJR Precision Agronomy will provide precision-agronomy services designed to help producers optimize input use, improve field uniformity, and increase yield potential through data-driven decision-making. By integrating geospatial technologies, soil-variability assessments, NDVI imagery, and performance mapping, the company will support farms in transitioning from conventional management practices to more precise and efficient production systems. This service enhances operational efficiency and contributes directly to productivity gains across diverse crop systems common in Texas and surrounding regions.

Many farms still manage fields uniformly despite significant in-field variability in soil fertility, organic matter, compaction, moisture availability, and weed or pest distribution. This leads to over- or under-application of inputs, reduced profitability, inefficient resource use, and inconsistent yields. Additionally, many producers lack access to professionals who can interpret geospatial data, integrate multi-year satellite imagery, and convert raw information into actionable field strategies. Without structured precision-ag programs, farms miss opportunities for optimization and often rely on trial-and-error decision-making.

Drawing on Mr. Celio Caetano de Sousa Júnior's extensive field experience with soil diagnostics, stand evaluations, pre-emergent positioning, biological integration, and crop-performance assessments, CJR Precision Agronomy will deliver practical, data-based solutions such as:

- **Geospatial variability mapping** using NDVI imagery, multi-year satellite data, and zone management to identify productivity patterns and input-efficiency targets.
- **Soil-variability assessments** combining soil sampling, texture analysis, organic matter distribution, and nutrient availability to support zone-specific recommendations.
- **Variable-rate application strategies** for fertilizers, biologicals, and soil amendments based on economic return and agronomic need.
- **Field performance diagnostics** including stand counts, vigor assessments, pest/disease hotspot mapping, and emergence evaluations.
- **Customized optimization plans** integrating chemical, biological, and cultural practices to maximize ROI while reducing waste and operational inefficiencies.

3. Independent Agronomic Audits & Compliance Support

CJR Precision Agronomy will provide independent agronomic audits designed to evaluate field practices, crop-protection programs, application quality, soil management, and compliance with agronomic and environmental standards. These audits support producers, cooperatives, and distributors seeking impartial technical verification, improved operational consistency, and alignment with best management practices. By delivering objective assessments supported by field data, photographs, geospatial analysis, and performance indicators, the company ensures that decision-makers have a clear and unbiased understanding of field conditions and improvement opportunities.

Producers and agricultural organizations often lack structured, external evaluations of their agronomic programs, leading to unnoticed inefficiencies, improper application practices, compliance risks, and reduced crop performance. In many cases, recommendations are influenced by commercial interests or limited by time constraints faced by local advisors. Additionally, evolving regulatory expectations such as EPA standards for pesticide use, state-level rules for biological integration, and sustainability practices create further pressure to document proper crop-management procedures. Without independent audits, farms may struggle to verify program effectiveness, manage risks, or demonstrate compliance in the event of inspections or partnership evaluations.

Leveraging Mr. Celio Caetano de Sousa Júnior's extensive background in crop protection, portfolio positioning, field diagnostics, and technical evaluations across multiple regions and high-demand crops, CJR Precision Agronomy will deliver structured audit and compliance solutions including:

- **Full-field agronomic audits** assessing stand establishment, nutrient programs, application quality, weed escapes, and pest/disease management efficacy.
- **Crop-protection compliance checks** ensuring proper mode-of-action rotation, residual management, and adherence to EPA pesticide and biological-use guidelines.
- **Operational performance evaluations** including sprayer calibration reviews, drift-risk assessments, and timing accuracy for pre- and post-emergent applications.
- **Soil and fertility program verification** identifying nutrient imbalances, soil-structure limitations, and opportunities for corrective or precision-based interventions.
- **Comprehensive reporting** with numeric scoring, geolocated observations, photos, and step-by-step action plans to support decision making and regulatory documentation.

4. Technical Training and Workforce Development for Agricultural Teams

CJR Precision Agronomy will offer structured training and workforce development programs to strengthen the technical capabilities of farm teams, cooperatives, distributors, and field staff. These programs are designed to improve operational efficiency, accuracy in crop-protection practices, and adoption of modern agronomic and precision-agriculture tools. With a curriculum grounded in real field experience, the company will provide practical training sessions that enhance decision-making, elevate technical proficiency, and support the long-term sustainability and competitiveness of agricultural operations.

Many agricultural teams struggle with inconsistent technical knowledge, limited access to updated agronomic information, and insufficient training on proper application techniques, herbicide positioning, biological-use protocols, data interpretation, and equipment calibration. These gaps result in improper product use, avoidable yield losses, operational inefficiencies, and recurring resistance issues. Additionally, many organizations face high turnover or rely on workforce members who have not been exposed to structured technical development, increasing the need for ongoing, accessible, and field-oriented training solutions.

Building on Mr. Celio Caetano de Sousa Júnior's proven history of training commercial teams, cooperatives, and distribution channels during his roles at Ihara, Corteva Agriscience, Agrivalle, Casa Bugre, and AgroBarros, CJR Precision Agronomy will deliver training solutions that include:

- **Customized agronomic training modules** covering herbicide placement, pest management, soil fertility basics, biological integration, and crop diagnostics.
- **Field-based demonstration days** showcasing real-time evaluations, treatment comparisons, and integrated crop-protection strategies.
- **Precision-agriculture workshops** focused on NDVI interpretation, zone management, soil-variability analysis, and data-to-decision workflows.

- **Application quality and equipment calibration training** to reduce drift, ensure proper product placement, and improve program consistency.
- **Workforce upskilling programs** designed for team onboarding, seasonal labor preparation, and skills development for farm managers, scouts, and cooperative staff.

4.0 Industry Overview

CJR Precision Agronomy will operate within the U.S. agricultural consulting and precision-agriculture services sector, an industry experiencing rapid transformation driven by rising input costs, herbicide-resistant weeds, climate variability, biological product adoption, and the increasing need for data-driven decision-making at the farm level. Across the United States, producers face mounting pressure to improve efficiency, reduce waste, and adopt more sustainable production practices. These challenges are directly reflected in national initiatives such as the **USDA Climate-Smart Agriculture Program**,[5] the **USDA Precision Agriculture Strategy**, and the **EPA Pesticide Program**,[6] all of which emphasize improved stewardship, integrated pest management, and advanced crop-protection practices. CJR Precision Agronomy is positioned to support these priorities by delivering independent technical guidance, precision mapping, data analysis, and modern crop-management solutions tailored to the needs of farms and cooperatives.

The U.S. agricultural sector, valued at over **$630 billion in annual output** according to the USDA Economic Research Service (ERS), continues to face complex constraints including soil degradation, resistant weed populations, rising fertilizer costs, and increasing adoption of biological inputs without adequate technical supervision. Weed resistance alone represents one of the most urgent challenges in modern agriculture, affecting millions of acres and costing producers billions in yield losses and additional treatments.[7] At the same time, precision agriculture powered by satellite imagery, NDVI monitoring, soil-variability mapping, and GPS-based application technologies has become essential for boosting productivity and improving input efficiency. According to the USDA, more than **70% of corn and cotton acres** now use some form of precision-ag technology, yet many producers still lack expert support to interpret data and translate it into actionable strategies.[8]

These structural challenges create a strong and expanding market for independent agronomic services. Producers increasingly seek objective specialists who are not linked to product sales and who can guide decisions on herbicides, biologicals, pre-emergent positioning, soil improvement, resistance mitigation, and data interpretation. The demand is further amplified

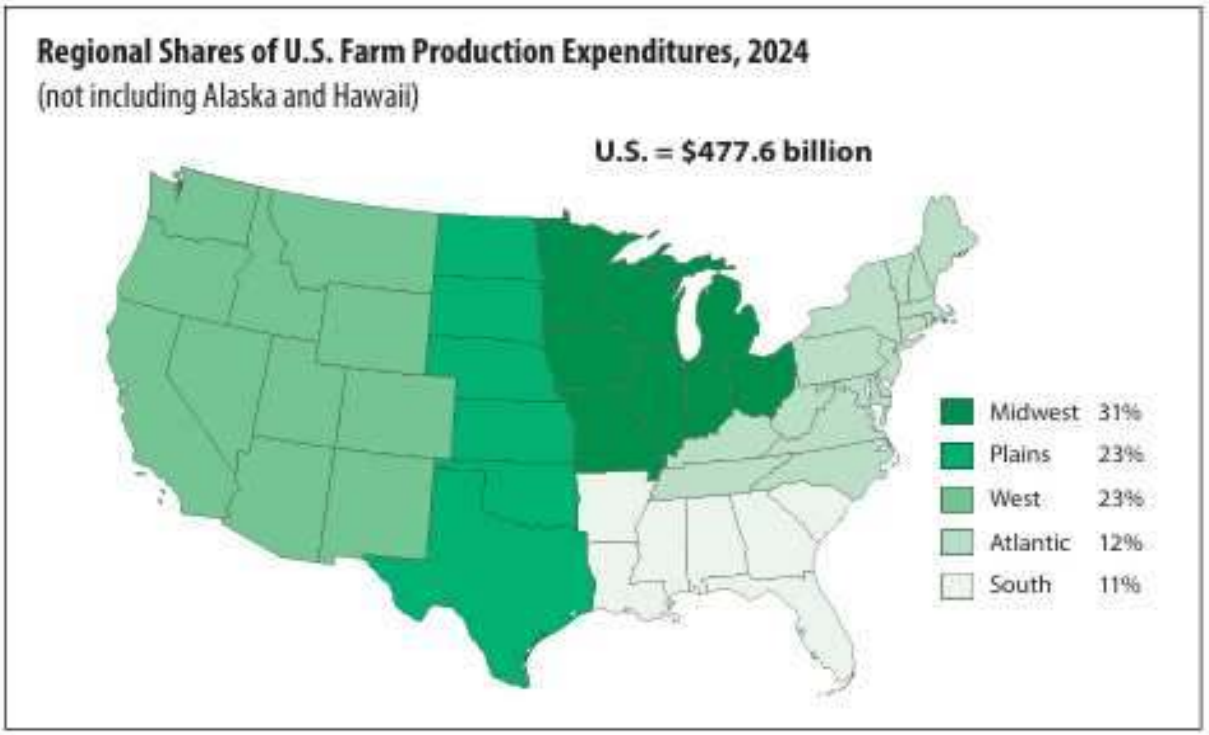
[5] https://www.usda.gov/climate-solutions/climate-smart-agriculture
[6] https://www.epa.gov/pesticides
[7] https://link.springer.com/article/10.1007/s42452-025-07680-0
[8] Source: *USDA ERS Farm Computer Usage Report*

by emerging sustainability frameworks including USDA conservation programs and NRCS soil-health initiatives[9] which encourage the adoption of practices such as integrated pest management (IPM), reduced chemical dependence, and optimized nutrient management. As national priorities shift toward climate-smart agriculture, data-based management, and resilient crop systems, specialized consulting firms like CJR Precision Agronomy play a critical role in bridging the gap between scientific recommendations and on-farm implementation.

By operating at the intersection of crop protection, precision-agriculture technology, biological integration, and sustainable management practices, CJR Precision Agronomy is strategically positioned to address the core agronomic challenges U.S. producers face today. The company's solutions directly support industry needs for improved productivity, more efficient input use, stronger compliance with EPA and USDA frameworks, and greater adoption of precision tools making its services aligned with both market demand and national agricultural objectives.

4.1 Industry Analysis

According to the USDA Economic Research Service (ERS), total U.S. farm production expenses surpassed **$477.6 billion in 2024**, with major cost pressures in fertilizers, pesticides, fuel, labor, and machinery.[10]



Regional Distribution of U.S. Farm Production Expenditures (2024) .[11]

[9] https://www.nrcs.usda.gov/soil-health
[10] https://www.nass.usda.gov/Publications/Highlights/2025/2025_FarmExpenditures_Highlights.pdf
[11] https://www.nass.usda.gov/Publications/Highlights/2025/2025_FarmExpenditures_Highlights.pdf

These rising input costs, combined with climate variability and evolving regulatory expectations, are increasing demand for technical guidance that improves efficiency, reduces waste, and enhances productivity. As producers seek ways to protect margins while maintaining yield stability, independent agronomic consulting has become an essential component of modern farm management, supporting decisions on crop protection, fertility, biological integration, and field-level diagnostics.

One of the most urgent challenges in U.S. agriculture is the rapid spread of herbicide-resistant weeds. The **Weed Science Society of America (WSSA)** documents more than **270 unique herbicide-resistant weed biotypes** in the United States, affecting millions of acres of corn, soybeans, cotton, wheat, and pastureland. Resistant species such as Palmer amaranth, waterhemp, and ryegrass continue to expand, leading to rising herbicide use, increasing treatment costs, and significant yield losses. These issues are compounded by improper pre-emergent placement, limited mode-of-action rotation, and insufficient field diagnostics gaps that directly increase demand for specialized resistance-management services. The **USDA Integrated Pest Management (IPM) Framework**[12] encourages science-based, integrated approaches, yet many producers lack access to independent experts who can design programs tailored to local conditions.

At the same time, precision agriculture is expanding rapidly but remains underutilized in terms of actionable agronomic decision-making. While USDA Farm Computer Usage Reports show increasing adoption of technologies such as GPS guidance, satellite imagery, variable-rate applications, and soil mapping, many producers struggle to interpret the data effectively. Satellite-based NDVI imagery, geospatial yield patterns, and multi-year productivity trends require specialized interpretation to support zoning, nutrient optimization, and pre-emergent strategy refinement. These technical capabilities are often unavailable in rural regions, creating a gap between technology acquisition and field-level implementation. Consulting firms with precision-agronomy expertise are increasingly relied upon to bridge that gap by converting raw data into practical recommendations.

Biological inputs represent another rapidly growing segment of the agricultural industry. The U.S. biologicals market encompassing biofungicides, bioinsecticides, biostimulants, and soil inoculants is projected to grow at a double-digit annual rate, driven by sustainability initiatives, regulatory pressure on conventional chemistries, and producer interest in improving soil health.[13] However, inconsistent results, improper placement, and lack of technical standards often limit biological performance in the field. Demand is therefore rising for consultants who understand how to position biologicals in combination with chemical programs, soil conditions, and resistance-management frameworks. CJR Precision Agronomy is positioned to fill this gap

[12] https://www.usda.gov/oce/ipm
[13] https://www.mordorintelligence.com/industry-reports/united-states-agricultural-biologicals-market

through field-validated guidance based on the founder's experience with chemical–biological integration.

In addition, regulatory expectations for pesticide stewardship, environmental compliance, and application quality are tightening. The **EPA Pesticide Program**[14] and state-level departments of agriculture emphasize label compliance, drift prevention, proper application timing, and safe integration of biologicals. Compliance gaps expose producers to yield risk, financial penalties, and reduced program effectiveness. Independent agronomic audits are increasingly sought by farms, distributors, cooperatives, and agribusinesses needing objective verification and documentation.

Overall, the U.S. agriculture sector presents strong and growing demand for specialized, independent agronomic support. Rising input costs, complex resistance challenges, increased data availability, and the rapid evolution of biological programs create structural needs that CJR Precision Agronomy is uniquely prepared to address. In parallel, producers face increasing pressure to reduce environmental impact, protect soil and water resources, and comply with sustainability and regulatory frameworks. By combining advanced crop-protection expertise, precision-agronomy capabilities, biological-integration knowledge, **environmentally responsible input management**, and compliance auditing, the company supports improved productivity while promoting efficient resource use, reduced chemical load, and long-term agricultural resilience. This integrated approach aligns CJR Precision Agronomy directly with national agricultural priorities and industry-wide challenges.

4.2 Major Market Segmentation

These segments represent high-impact opportunities for independent agronomic consulting, particularly in states where technical support is limited or heavily reliant on commercial interests. By focusing on producers, cooperatives, agricultural distributors, and emerging biological-input companies, the company will address critical agronomic challenges while supporting national priorities related to soil health, sustainable intensification, and climate-smart agriculture.

1. Medium and Large Agricultural Producers

Producers managing crops such as cotton, corn, sorghum, soybeans, and pasture systems represent the largest and most immediate market for CJR Precision Agronomy. These farms face escalating costs from resistant weeds, inconsistent pre-emergent performance, and variable soil conditions that directly affect yield potential. According to the USDA Economic Research Service, crop-based operations spend billions annually on pesticides and fertilizers often with suboptimal placement or timing. This segment seeks independent technical guidance to optimize input

[14] https://www.epa.gov/pesticides

efficiency, strengthen resistance programs, improve soil management, and adopt precision tools that convert data into actionable strategies.

2. Agricultural Cooperatives and Farmer-Owned Organizations

Cooperatives play a central role in U.S. crop production, providing agronomic support, product supply, and risk-mitigation strategies to thousands of producers. However, many cooperatives face staffing limitations and increasing demand for specialized expertise in resistance management, biological integration, and precision agriculture. These organizations benefit from external consultants who can standardize diagnostic protocols, conduct independent agronomic audits, deliver workforce training, and support compliance with EPA and USDA guidance. CJR Precision Agronomy's independent model provides the impartiality and technical depth cooperatives increasingly require to support their member base.

3. Agricultural Input Distributors (Chemical, Seed, and Biologicals)

Regional distributors often manage large customer territories but lack specialized in-house expertise in pre-emergent positioning, biological product integration, and GPS-based diagnostics. This segment seeks technical partners capable of performing field evaluations, validating product performance, training sales teams, and supporting strategic portfolio positioning. As the U.S. biologicals market accelerates driven by sustainability programs and state-level restrictions on conventional chemistries, distributors require credible technical support to ensure correct deployment and grow market share responsibly.

4. Emerging Biological-Input Companies and AgTech Developers

The rapid expansion of biofungicides, biostimulants, soil enhancers, and microbial inoculants has created strong demand for field-level validation, proper placement strategies, and grower education. Many biological-input suppliers lack internal agronomy teams with experience in integrating biologicals alongside conventional chemistries, especially under high-pressure tropical conditions like those found in Brazil, which the founder has managed extensively. These companies require technical specialists capable of executing trials, interpreting results, training field teams, and supporting product adoption through practical, data-driven recommendations.

5. Precision Agriculture and Geospatial-Technology Users

Producers adopting satellite imagery, NDVI monitoring, soil-variability mapping, and variable-rate tools often lack the expertise necessary to interpret these datasets and translate them into field decisions. This segment requires specialists who understand both field agronomy and geospatial analytics to convert complex data into actionable improvement plans. CJR Precision Agronomy will address this gap by integrating technical diagnostics with spatial analysis, supporting sustainable and economically optimized management decisions.

CJR Precision Agronomy's service model, combining advanced crop-protection expertise, precision-agriculture analytics, independent audits, and workforce development, positions the company to serve these market segments with measurable agronomic, economic, and environmental impact.

4.3 Business Location

CJR Precision Agronomy will establish its headquarters in Fort Worth, Texas, a strategically advantageous location within one of the most influential agricultural regions in the United States. Texas ranks consistently among the nation's leading producers of cotton, sorghum, cattle, and hay, making it a central hub for agronomic innovation and demand for advanced crop-management services. According to the USDA National Agricultural Statistics Service (NASS), Texas encompasses over 127 million acres of farmland, the largest agricultural acreage in the country, and hosts more than 247,000 farms, far exceeding all other states.[15] This extensive production base creates a strong, immediate market for specialized agronomic consulting, resistance-management programs, biological-integration strategies, and precision-agriculture technologies.

The region surrounding Fort Worth, particularly North and Central Texas, plays a critical role in U.S. cotton and sorghum production. Texas is responsible for approximately 40% of all U.S. cotton acreage,[16] and consistently ranks as the nation's top sorghum producer, accounting for over 60% of total U.S. output in recent years.[17] These crops face significant pest, disease, and herbicide-resistance challenges, increasing demand for independent agronomic expertise particularly in weed control, pre-emergent positioning, soil management, and biological integration.

Fort Worth also provides proximity to agricultural research and support institutions such as Texas A&M AgriLife Extension, one of the most respected agricultural research networks in the country.[18] This ecosystem offers access to updated research, field trials, demonstration plots, and collaboration opportunities that support continuous innovation and technical accuracy in agronomic consulting.

In addition to crop production, Texas holds the nation's largest cattle inventory over 12 million head and nearly 130 million acres of pasture and rangeland (USDA NASS Cattle Report), positioning the region as a key market for pasture-management strategies, forage optimization, weed control, and soil-health improvement. The combination of row crops, forage systems, and

[15] https://www.nass.usda.gov/Quick_Stats/
[16] https://www.ers.usda.gov/topics/crops/cotton-wool/
[17] https://www.nass.usda.gov/
[18] https://agrilifeextension.tamu.edu/

pastureland creates diversified agronomic demand ideally aligned with the company's expertise in herbicide management, soil diagnostics, and field auditing.

Fort Worth's geographic placement also provides logistical advantages. The region sits at the intersection of major north–south and east–west agricultural corridors, improving travel efficiency for on-farm consulting, training sessions, and regional service expansion. With airports, highways, and agricultural hubs within driving distance, the company can efficiently serve Texas clients while preparing for expansion into Oklahoma, Arkansas, Kansas, and other states with similar agronomic profiles.

In summary, locating CJR Precision Agronomy in Fort Worth, Texas offers a combination of market size, crop diversity, research infrastructure, and logistical accessibility unmatched by most regions in the U.S. The state's agricultural scale, combined with its documented challenges in herbicide resistance, soil variability, and climate stress, provides an ideal foundation for the company's long-term growth and national impact.

5.0 Strategy and Implementation

The Strategy and Implementation Plan outlines how CJR Precision Agronomy will establish its market presence, deliver high-value agronomic solutions, and scale its operations across agricultural regions in Texas and the Midwest. The company's strategy focuses on technical excellence, measurable crop-performance gains, scientific credibility, and strong farmer relationships. By integrating advanced crop-protection programs, precision-agriculture analytics, independent agronomic audits, and specialized training, CJR Precision Agronomy will position itself as a trusted technical partner for farms, cooperatives, and agricultural enterprises seeking to modernize and optimize their production systems.

1. SWOT Analysis

A comprehensive Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis will be conducted to identify the company's competitive advantages, market gaps, and external risks. This assessment will guide decision-making, ensuring that CJR Precision Agronomy effectively leverages its expertise in fuel trading, logistics, and risk management to build a strong and defensible market position.

2. Corporate Website and Online Presence

The company's website will serve as a digital hub where members and prospects can learn about the platform, register for pooling cycles, access the freemium toolkit, and stay informed on market trends. The site will be optimized for search visibility (SEO) and integrated with member onboarding forms, quote requests, and regional pooling calendars.

3. Digital Marketing Strategy

To establish visibility and accelerate client acquisition, CJR Precision Agronomy will implement a targeted digital marketing strategy:

- **SEO & Content Marketing:** Technical articles on crop systems, weed management, biologicals, and precision tools
- **Email Campaigns:** Monthly agronomic insights, seasonal alerts, and pest-pressure advisories
- **Educational Guides:** Plain-language explanations of resistance management, soil analysis, and data interpretation
- **Paid Campaigns:** Google Ads and targeted social ads focusing on farmers, cooperatives, and agribusinesses in Texas and the Midwest

This strategy builds authority, supports farmer decision-making, and increases brand recognition.

4. Social Media Engagement

Social media platforms LinkedIn, Facebook, Instagram, and X will be used to strengthen reputation and create engagement with producers and agricultural organizations.

Content will include:

- Field-day photos and on-farm demonstrations
- Before-and-after results of crop-protection or soil-health interventions
- Seasonal recommendations (pre-emerge timing, fungicide windows, etc.)
- Short technical videos from the founder
- Testimonials and case studies

This presence reinforces trust and positions the company as an approachable technical leader.

5. Industry Events and Trade Shows

The company will participate in major agricultural events, including:

- Texas A&M AgriLife Extension field days
- Commodity-specific conferences (cotton, sorghum, corn, soybeans)
- Midwest agronomy expos
- Cooperative association events
- Regional Farm & Ranch Shows

These events will expand the network of growers, input suppliers, co-ops, and technical partners, increasing brand exposure and credibility.

6. Referral and Partnership Programs

CJR Precision Agronomy will leverage high-value partnerships to accelerate growth:

Referral Incentives:

- Discounts for existing clients who refer new producers
- Cooperative-based referral programs
- Partner agribusiness incentives

Strategic Partnerships:

- Cooperatives and farm-management groups
- Universities and extension services
- Soil labs and precision-ag platform providers
- Biological-input manufacturers
- Compliance and sustainability organizations

These partnerships will enhance scientific rigor and open new commercial channels.

5.1 Swot Analysis

A SWOT analysis is a strategic planning tool that helps businesses identify their internal strengths and weaknesses, as well as external opportunities and threats. By analyzing these factors, CJR Precision Agronomy can develop effective strategies to leverage its strengths and opportunities while mitigating risks and addressing weaknesses.

5.1.1 Strengths

- **Extensive Technical Expertise:** Founder with 8+ years working in leading agricultural input companies such as Ihara, Corteva Agriscience, Agrivalle, and Casa Bugre, demonstrating solid technical and commercial background.
- **Independent Advisory Model:** No ties to chemical or seed companies, ensuring unbiased recommendations valued by farmers and cooperatives.
- **Advanced Precision-Agriculture Capabilities:** Ability to integrate geospatial mapping, variable-rate recommendations, and data-driven diagnostics.
- **Resistance-Management Specialization:** Deep experience designing programs to combat herbicide-resistant weeds, a rapidly growing national issue.
- **Broad Service Portfolio:** Covers crop protection, precision analytics, audits, compliance, biological integration, and technical training.
- **High Market Demand:** Serves a sector facing rising pressures input costs, pest resistance, regulatory shifts, and climate impacts.
- **Strong Field-Based Approach:** Ability to provide hands-on evaluations, on-farm demonstrations, and customized crop strategies.

- **Scientific Credibility and Methodology:** Emphasis on data analysis, field trials, and best practices grounded in agronomy and regulatory science.

5.1.2 Weaknesses

- **Early-stage market adoption curve** Requires building awareness and trust among rural buyers unfamiliar with pooling models.
- **Limited brand recognition at launch** Will need aggressive marketing and partnerships to establish credibility.
- **Dependence on supplier participation** Platform competitiveness relies on consistent engagement from wholesalers.

5.1.3 Opportunities

- **Rising Herbicide Resistance Nationwide:** Expanding need for advanced resistance-management programs across major crops (USDA & USGS documented).
- **Increasing Demand for Precision Agriculture:** Farmers seeking cost reduction, higher yields, and better input efficiency.
- **Growth in Biologicals and Regenerative Agriculture:** Strong demand for integrated biological and chemical solutions.
- **USDA Programs Supporting Soil Health & Sustainability:** Initiatives like Climate-Smart Agriculture provide alignment and funding incentives.
- **Cooperative & Association Partnerships:** Co-ops increasingly seek independent agronomic consultants to support member farms.
- **Expansion into Digital Agronomy Tools:** Opportunities to develop proprietary platforms for mapping, monitoring, and diagnostics.
- **Training and Certification Needs:** High demand for workforce development in crop protection, pesticide safety, and precision-ag operations.
- **Regulatory Complexity:** EPA and state-level compliance requirements create strong demand for independent audits and documentation support.

5.1.4 Threats

- **Extreme Weather and Crop Variability:** Drought, storms, or irregular seasons may disrupt field work and reduce service demand.
- **Rapid Changes in Pesticide Regulations:** Shifts in EPA approvals or state mandates may impact program design and client operations.
- **Competition from Large Agribusiness Consulting Groups:** Larger firms may attempt to expand services in the precision-ag and crop-consulting space.

5.2 Website and Digital Marketing

A strong digital presence will be essential for CJR Precision Agronomy to build brand visibility, demonstrate technical authority, and attract producers, cooperatives, and rural enterprises across its target regions. The company's digital marketing strategy will combine educational content, data-driven engagement, and targeted outreach to ensure consistent growth and nationwide credibility.

1. Website Optimization

The company's website will function as its primary digital hub, offering clear information on services, technical expertise, and client engagement. It will be designed for accessibility, responsiveness, and ease of navigation, ensuring that both small farmers and large cooperatives can quickly understand the value the company provides.

Key website priorities include:

- Professional UX design optimized for desktop and mobile users.
- Clear access to agronomic consulting services and training options.
- Search Engine Optimization (SEO) focused on terms such as "precision agronomy," "crop protection consulting," "integrated pest management," and "agronomic audits."
- A content strategy featuring technical explanations, seasonal recommendations, and simplified guides on soil fertility, pest resistance, NDVI use, and biological integration.
- Fast page loading and stable performance to accommodate rural areas with lower internet speeds.

2. Content Marketing Strategy

Content marketing will reinforce CJR Precision Agronomy's reputation as a knowledgeable and trustworthy agronomic consulting firm. Educational materials will guide growers, cooperatives, and agribusiness professionals through complex topics affecting crop performance and input efficiency.

The content strategy will include:

- Articles and field insights explaining resistance management, fertilizer optimization, and precision-ag techniques.
- Technical videos showing field diagnostics, application technology best practices, and real client results.
- Visual aids such as infographics illustrating herbicide modes of action, soil-zone variability, and pest-life cycles.
- Case studies demonstrating yield improvement, cost savings, and efficiency gains on partner farms.

3. Social Media Engagement

An active social media presence will expand outreach and strengthen relationships with rural audiences. Platforms such as LinkedIn, Instagram, Facebook, and YouTube will be used to showcase real field activities and deliver ongoing technical updates.

Primary social media actions:

- Frequent updates on pest alerts, crop-stage guidance, and seasonal agronomy recommendations.
  • Announcements of field days, technical workshops, and training sessions.
- Short videos highlighting diagnostic work, agronomic insights, and practical solutions for common farm challenges.
- Paid campaigns targeting high-agriculture regions such as Iowa, Minnesota, Wisconsin, Illinois, Nebraska, and Texas.

4. Email Marketing and Lead Nurturing

Email marketing will support long-term engagement and education, helping convert initial interest into consulting contracts or ongoing technical support relationships.

Email strategy elements:

- Lead capture through free downloadable tools (soil-sampling checklists, resistance-management guides, NDVI interpretation sheets, etc.).
- Automated sequences sharing monthly guidance, alerts, invitations for agronomic audits, and training opportunities.
- Segmented communications tailored to specific audiences such as grain farmers, sugarcane producers, cooperatives, crop consultants, and input distributors.

5. Paid Advertising and Targeted Outreach

Paid campaigns will complement organic traffic by reaching producers and cooperatives actively searching for agronomic services.

Key advertising channels:

- Google Ads targeting keywords related to agronomy consulting, crop protection strategies, biological inputs, and soil analysis.
- Retargeting ads for visitors who engaged with service pages but did not request consultations.
- Geographic targeting in states with the highest initial demand for precision agronomy services.

6. Analytics, Monitoring, and Continuous Optimization

Digital marketing performance will be continuously measured to refine strategy and maximize results.

Performance monitoring will include:

- Google Analytics to track traffic, service inquiries, audience demographics, and behavior flow.
- Conversion Rate Optimization (CRO) through A/B testing of landing pages and calls to action.
- Review and refinement of paid campaigns based on engagement and cost-per-lead metrics.

7. Partnerships, Referrals, and Online Reputation

CJR Precision Agronomy will strengthen digital credibility by connecting with cooperative leaders, agricultural influencers, and satisfied clients.

Reputation-building actions include:

- Publishing testimonials highlighting improvements in yield potential, input efficiency, and resistance management.
- Encouraging cooperatives and producers to share success stories on social media.
- Establishing referral incentives for partners, consultants, and industry associations.
- Collaborating with agricultural content creators and university extension networks to expand visibility.

Through a coordinated strategy combining website optimization, educational content, targeted advertising, email automation, and professional partnerships, CJR Precision Agronomy will position itself as a trusted national authority in precision agronomy, crop protection, and integrated farm-management solutions. This digital approach supports scalable growth, strengthens market credibility, and ensures that producers and cooperatives across the U.S. clearly recognize the technical value the company delivers.

5.3 Sales Strategy

CJR Precision Agronomy will adopt a consultative, value-driven sales strategy focused on demonstrating measurable agronomic and economic benefits to growers, cooperatives, rural enterprises, and public-sector clients. The company's sales approach is grounded in technical expertise, relationship-building, and data-supported recommendations, allowing it to differentiate itself from traditional input sellers and generalized consulting firms. By integrating advanced crop protection strategies, precision agriculture tools, independent audits, and

specialized training, the company will position itself as a long-term partner for producers seeking efficiency, sustainability, and improved performance in the field.

1. Value Proposition–Driven Sales Approach

The company's sales strategy is built on the clear communication of quantifiable results, emphasizing improvements in crop performance, operational efficiency, and input optimization. Rather than focusing on generic service descriptions, CJR Precision Agronomy will highlight specific, data-supported outcomes such as increased productivity, better stand uniformity, improved nutrient-use efficiency, lower pest pressure, and more sustainable application practices.

This consultative approach ensures that every sales interaction focuses on solving real agronomic challenges and delivering tangible improvements to farm operations.

2. Target Customer Segments

Sales efforts will prioritize agricultural producers and cooperatives across the Midwest, Plains, and Southern regions, with additional focus on SMEs, distributors, and public-sector entities. Primary targets include:

- **Medium and large farm operations** seeking expert support in crop protection, soil fertility, and precision techniques.
- **Agricultural cooperatives** managing large volumes of members and requiring standardized technical guidance.
- **Input distributors and regional channels** that need independent agronomic expertise to complement their sales teams.
- **Municipal or public-sector entities** working with biologically sensitive or regulated cultivation areas.

By targeting high-impact segments, CJR Precision Agronomy will scale efficiently while ensuring strong return on service adoption.

3. Lead Generation and Prospecting

The company will generate leads through a combination of digital outreach, educational content, technical demonstrations, and partnerships with cooperatives and distributors. Key prospecting channels include:

- Website-driven inquiries generated via SEO-optimized content and technical guides.
- Social media engagement highlighting field insights, success stories, and seasonal agronomic alerts.
- Email campaigns promoting training sessions, audit opportunities, and diagnostics services.
- Industry events, field days, university extension programs, and agricultural expositions.

This multi-channel approach ensures steady inbound leads while simultaneously enabling targeted outbound prospecting.

4. Sales Process and Conversion

The sales process is structured to build trust, demonstrate expertise, and convert technical consultations into long-term service relationships.

The typical sales cycle will include:

1. **Initial Diagnostic Conversation** – identifying crop challenges, historical issues, and productivity gaps.
2. **On-Farm Assessment (when applicable)** – evaluating soil, pest incidence, stand uniformity, application equipment, and historical field data.
3. **Tailored Service Proposal** – outlining the recommended crop protection plan, precision-ag solutions, audits, or training.
4. **Demonstration of Expected Impact** – showing predicted outcomes using evidence from past cases, field trials, NDVI data, and technical benchmarks.
5. **Service Agreement & Implementation** – executing the agronomic plan, monitoring progress, and providing ongoing technical adjustments.

This method ensures that every engagement is structured, transparent, and designed to deliver results that growers can measure and trust.

5. Pricing Strategy

CJR Precision Agronomy will utilize a competitive pricing model aligned with the value delivered to customers:

- **Service-based pricing** for precision agronomy consulting, audits, and compliance evaluations.
- **Program-based pricing** for integrated crop protection and season-long management packages.
- **Training-based pricing** for technical capacity-building programs for agricultural teams.

This flexible model accommodates both small producers needing specific interventions and large enterprises requiring continuous technical support.

6. Relationship Management and Client Retention

Retention is a key pillar of the company's long-term growth strategy. CJR Precision Agronomy will establish an ongoing relationship with clients through:

- Seasonal follow-ups and performance monitoring.
- Continuous updates based on weather shifts, pest outbreaks, and regional agronomic trends.

- Annual review meetings with cooperatives and farm managers to revise strategic plans.
- Value tracking reports showcasing measurable improvements in crop health, productivity, and resource efficiency.

By delivering consistent technical value and maintaining frequent communication, the company will establish long-term client trust and high renewal rates.

7. KPIs and Performance Tracking

To ensure disciplined execution, the company will track key performance indicators such as:

- Number of new clients acquired per quarter.
- Conversion rate from diagnostic consultations to paid services.
- Repeat-service rate and client retention percentage.
- Regional expansion metrics by crop group and market segment.
- Revenue per client and average contract value.
- Technical performance indicators tied to agronomic outcomes (e.g., reduced pest pressure, improved stand uniformity).

These metrics will guide strategic decisions, resource allocation, and long-term planning.

Summary

CJR Precision Agronomy's sales strategy combines technical credibility, relationship-based outreach, and a results-oriented service model that responds directly to the needs of modern U.S. agriculture. By prioritizing measurable outcomes, trust, and continuous improvement, the company will build a strong client base, expand its national footprint, and position itself as a leading agronomic consulting firm supporting sustainable productivity across rural America.

5.4 Sales Forecast

CJR Precision Agronomy's five-year sales forecast reflects the company's structured service expansion, increasing market penetration, and growing demand for advanced agronomic consulting across U.S. agricultural regions. Revenue projections are based on unit growth, strategic pricing adjustments, and rising adoption of precision agriculture, resistance-management programs, independent audits, and technical training services. As the company expands geographically and strengthens long-term partnerships with producers and cooperatives, sales are expected to grow consistently across all four core service lines.

Service-Specific Revenue Forecast

The company's revenue model is built on four premium technical service categories, each priced according to complexity, time commitment, and agronomic value delivered. Unit volumes increase steadily each year, supported by expanded outreach, stronger market visibility, and accumulated credibility from early client results.

Advanced Crop Protection and Resistance-Management Solutions: This service line shows strong and consistent growth, increasing from $150,000 in Year 1 to $892,668 in Year 5. Demand is driven by rising herbicide resistance, greater biological integration, and increased need for expert positioning of chemical and biological portfolios.

Precision Agronomy & Data-Driven Farm Optimization: Precision agronomy services grow from $100,000 in Year 1 to $568,857 in Year 5, reflecting increased adoption of NDVI-based monitoring, soil-zone fertility adjustments, stand assessments, and data-supported decision-making systems across crop cycles.

Independent Agronomic Audits & Compliance Support: Revenue for audits and compliance services rises from $94,500 in Year 1 to $543,477 in Year 5, supported by increased regulatory scrutiny, sustainability demands, and growers seeking third-party validation of field operations, equipment calibration, and input strategies.

Technical Training and Workforce Development for Agricultural Teams: Training programs expand from $108,000 in Year 1 to $588,111 in Year 5, driven by continuous demand for skill development in application technology, pest identification, resistance prevention, soil fertility practices, and biological integration.

Sales across all services increase from **$452,500 in Year 1** to **$2,593,112 in Year 5**, demonstrating scalable market expansion and strong long-term adoption of consulting services in multiple agricultural regions.

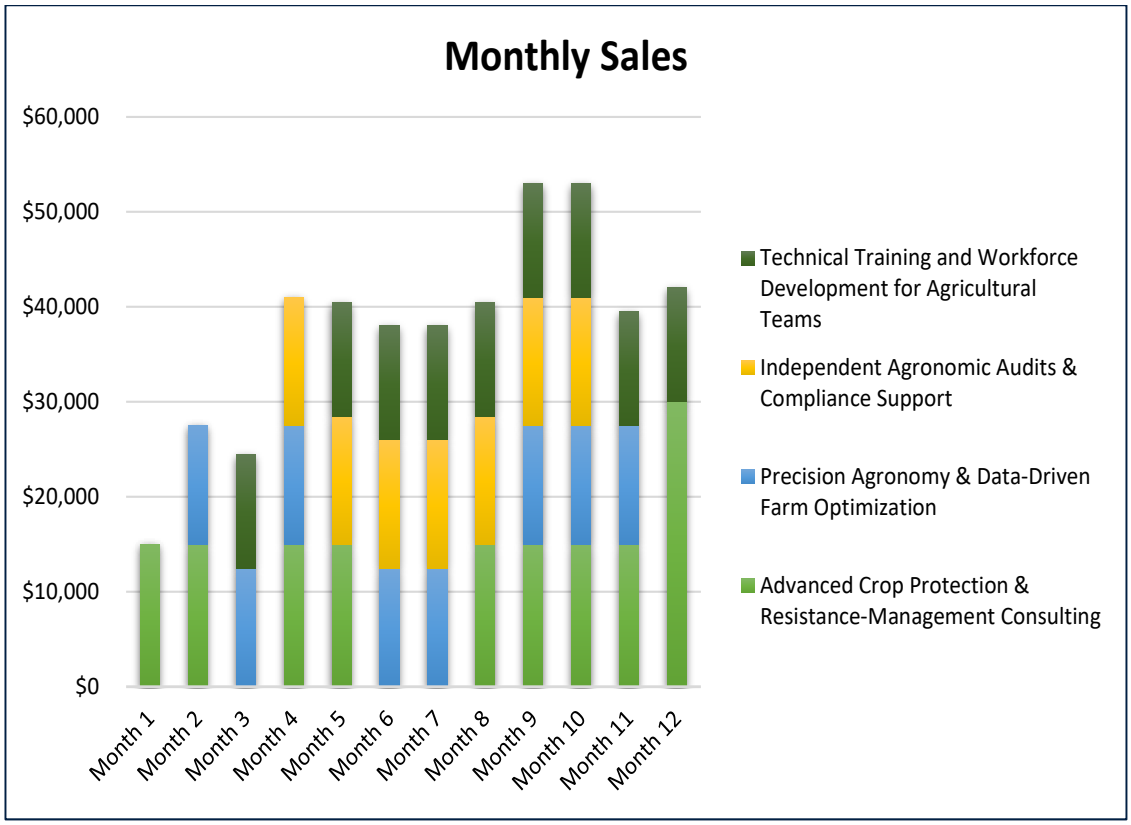
CJR Precision Agronomy's five-year sales forecast demonstrates a strong growth trajectory grounded in rising national demand for advanced crop protection strategies, precision agriculture, agronomic auditing, and technical training. With total projected revenue surpassing **$2.59 million by Year 5** and a scalable service model, the company is positioned for sustainable expansion, increasing profitability, and a significant technical impact across U.S. agricultural markets.

5.4.2 Annual Sales Forecast Table

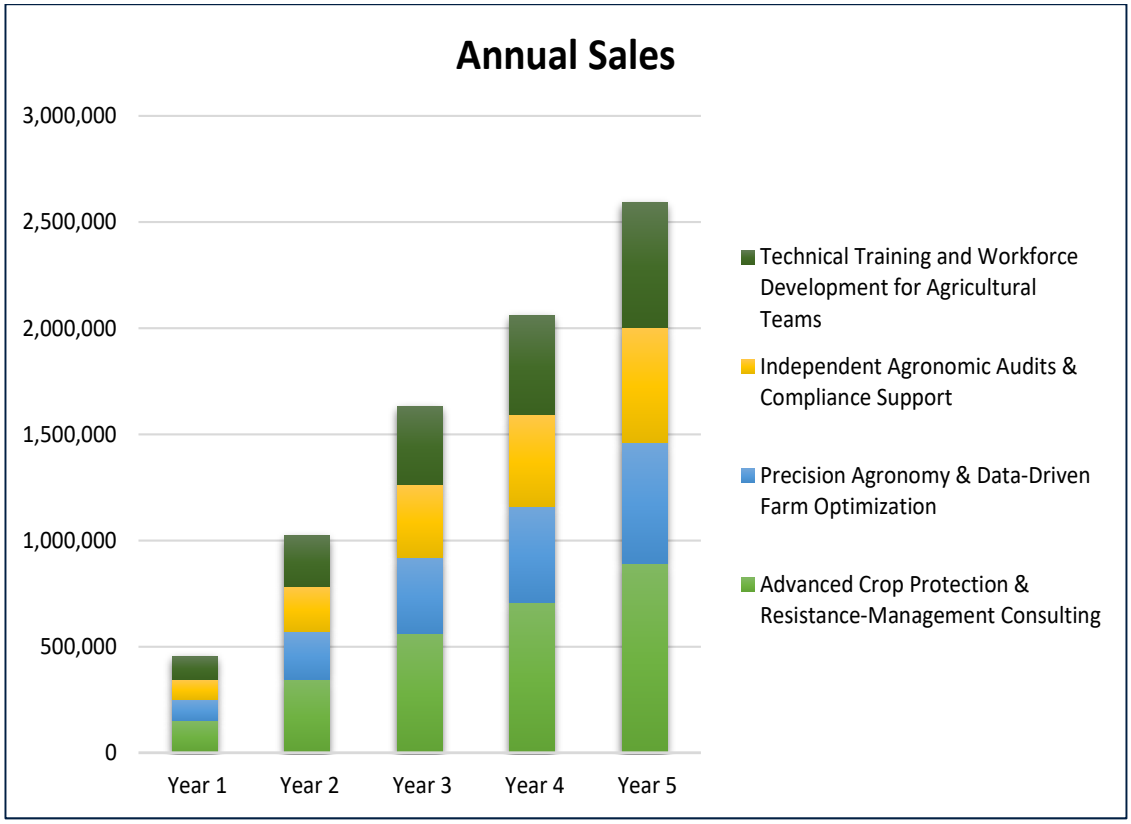
Sales Forecast					
	Year 1	Year 2	Year 3	Year 4	Year 5
Unit Sales					
Advanced Crop Protection and Resistance-Management Solutions	10	22	34	41	49
Precision Agronomy & Data-Driven Farm Optimization	8	17	26	31	37
Independent Agronomic Audits & Compliance Support	7	15	23	28	33
Technical Training and Workforce Development for Agricultural Teams	9	19	28	34	40
Total Unit Sales	34	73	111	133	160

Unit Prices	Year 1	Year 2	Year 3	Year 4	Year 5
Advanced Crop Protection and Resistance-Management Solutions	$15,000.00	$15,750.00	$16,537.50	$17,364.38	$18,232.59
Precision Agronomy & Data-Driven Farm Optimization	$12,500.00	$13,125.00	$13,781.25	$14,470.31	$15,193.83
Independent Agronomic Audits & Compliance Support	$13,500.00	$14,175.00	$14,883.75	$15,627.94	$16,409.33
Technical Training and Workforce Development for Agricultural Teams	$12,000.00	$12,600.00	$13,230.00	$13,891.50	$14,586.08
Sales					
Advanced Crop Protection and Resistance-Management Solutions	$150,000	$346,500	$562,275	$708,467	$892,668
Precision Agronomy & Data-Driven Farm Optimization	$100,000	$223,125	$358,313	$451,474	$568,857
Independent Agronomic Audits & Compliance Support	$94,500	$212,625	$342,326	$431,331	$543,477
Technical Training and Workforce Development for Agricultural Teams	$108,000	$239,400	$370,440	$466,754	$588,111
Total Sales	$452,500	$1,021,650	$1,633,354	$2,058,026	$2,593,112
Direct Unit Costs	Year 1	Year 2	Year 3	Year 4	Year 5
Advanced Crop Protection and Resistance-Management Solutions	$1,200.00	$1,260.00	$1,323.00	$1,389.15	$1,458.61
Precision Agronomy & Data-Driven Farm Optimization	$1,000.00	$1,050.00	$1,102.50	$1,157.63	$1,215.51
Independent Agronomic Audits & Compliance Support	$1,080.00	$1,134.00	$1,190.70	$1,250.24	$1,312.75
Technical Training and Workforce Development for Agricultural Teams	$960.00	$1,008.00	$1,058.40	$1,111.32	$1,166.89
Direct Cost of Sales					
Advanced Crop Protection and Resistance-Management Solutions	$12,000	$27,720	$44,982	$56,677	$71,413
Precision Agronomy & Data-Driven Farm Optimization	$8,000	$17,850	$28,665	$36,118	$45,509
Independent Agronomic Audits & Compliance Support	$7,560	$17,010	$27,386	$34,506	$43,478
Technical Training and Workforce Development for Agricultural Teams	$8,640	$19,152	$29,635	$37,340	$47,049
Subtotal Direct Cost of Sales	**$36,200**	**$81,732**	**$130,668**	**$164,642**	**$207,449**

5.4.3 Monthly Sales Chart



5.4.4 Annual Sales Chart



6.0 Management Structure

As previously mentioned, Mr. Celio Caetano de Sousa Junior will be the General Manager & Senior Agronomic Specialist at CJR Precision Agronomy. The Personnel Plan shows that the company expects to make gradual investments in personnel in the first years of operation, and by the year 5, the company will have 20 employees, including Mr. Celio Caetano de Sousa Junior.

6.1 Staffing Requirements

Under the leadership of Mr. Celio Caetano de Sousa Júnior, CJR Precision Agronomy will develop a specialized and scalable team to deliver advanced crop protection consulting, precision-agronomy solutions, independent audits, and technical training services. The staffing plan expands gradually over five years, ensuring operational stability, high service quality, and sufficient workforce capacity to support the company's national growth strategy. The personnel structure reflects the technical nature of the business, with roles dedicated to agronomy, geospatial analysis, field operations, client support, and commercial expansion.

Personnel Plan Details

- **General Manager & Senior Agronomic Specialist – Mr. Celio Caetano de Sousa Júnior:** As the founder and technical leader, Mr. Sousa Júnior will oversee strategic direction, client relations, service quality, and high-level agronomic decision-making. His compensation increases over time to reflect expanded operations, team growth, and increased service demand.
- **Precision-Agronomy Analyst:** Responsible for field data interpretation, NDVI/remote-sensing analysis, soil-variability assessments, and performance dashboards. This role grows from a single analyst in Year 1 to two full-time specialists by Year 3 and remains essential to supporting precision-agronomy services across all regions.
- **Agronomy Consultant:** Introduced in Year 2, this consultant provides direct field support, crop-protection recommendations, herbicide-positioning strategies, and biological-integration guidance. As service demand intensifies, the company expands this role to two consultants by Year 4.
- **Junior Agronomy Consultant:** Supports senior consultants in field scouting, sample collection, equipment calibration, and basic agronomic evaluations. Present from Year 1, this role expands to two consultants by Year 5 as the company broadens its service territory.
- **Geoprocessing & Precision Agriculture Specialist:** Added in Year 2 to manage GIS mapping, field zoning, geospatial layers, and data integration for precision-agriculture clients. This position expands to two specialists by Year 3, reflecting increased reliance on data-driven recommendations.

- **Marketing & Member Engagement Specialist:** Introduced in Year 2 to lead outreach campaigns, manage digital presence, support client onboarding, and strengthen relationships with cooperatives, distributors, and large farms. This team expands to two specialists by Year 3 to support the company's national visibility.
- **Junior Analyst:** Hired in Year 3, this position provides operational and analytical support for reporting, audit preparation, and data compilation. The role expands to two analysts by Year 5 as the company handles higher service volumes.
- **Sales Representative:** Responsible for client acquisition, partner development, and sales pipeline growth. Starting with one representative in Year 1, the company scales to four representatives by Year 5 to support expanding geographic markets and service adoption.
- **Administrative Manager:** Oversees internal operations, financial coordination, vendor management, and HR processes. This position remains stable with one manager throughout all five years, supporting organizational infrastructure as the team grows.
- **Customer Service Representative:** Introduced in Year 2 to manage client communication, training scheduling, report delivery, and general support. The company expands the role to two representatives by Year 5 to maintain responsive and high-quality client service.

Workforce Growth Overview

CJR Precision Agronomy's workforce increases from **five employees in Year 1** to **twenty employees by Year 5**, supporting strong operational capacity across agronomy, data analytics, geoprocessing, commercial development, and client services.

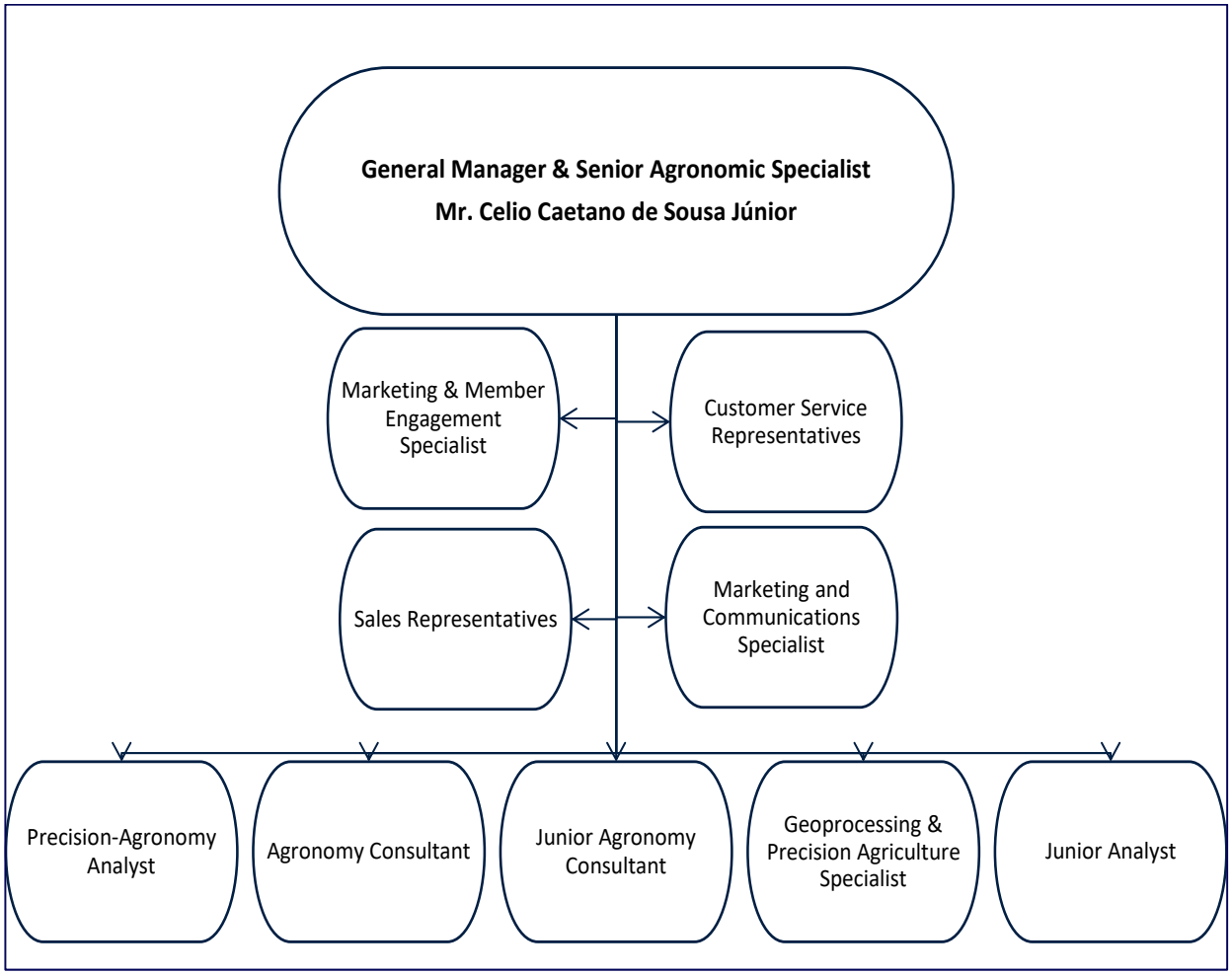
6.2 Annual Personnel Plan Table

Personnel Plan					
	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager & Senior Agronomic Specialist - Mr. Celio Caetano de Sousa Júnior	$100,000	$115,000	$132,250	$152,087	$174,901
Precision-Agronomy Analyst	$25,000	$78,750	$165,375	$173,644	$182,326
Agronomy Consultant	$0	$75,600	$79,380	$166,698	$175,033
Junior Agronomy Consultant	$72,000	$63,000	$66,150	$69,458	$145,861
Geoprocessing & Precision Agriculture Specialist	$0	$78,750	$165,375	$173,644	$182,326
Marketing & Member Engagement Specialist	$0	$75,600	$158,760	$166,698	$175,033
Junior Analyst	$0	$0	$63,504	$66,679	$140,026
Sales Representative	$60,000	$75,600	$158,760	$250,047	$350,066
Administrative Manager	$10,000	$63,000	$66,150	$69,458	$72,930
Customer Service Representative	$0	$44,100	$46,305	$97,241	$102,103
Total People	5	9	14	17	20
Total Payroll	**$267,000**	**$669,400**	**$1,102,009**	**$1,385,653**	**$1,700,604**

6.3 Five-Year Personnel Plan Table

Personnel Plan					
	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager & Senior Agronomic Specialist - Mr. Celio Caetano de Sousa Júnior	1	1	1	1	1
Precision-Agronomy Analyst	1	1	2	2	2
Agronomy Consultant	0	1	1	2	2
Junior Agronomy Consultant	1	1	1	1	2
Geoprocessing & Precision Agriculture Specialist	0	1	2	2	2
Marketing & Member Engagement Specialist	0	1	2	2	2
Junior Analyst	0	0	1	1	2
Sales Representative	1	1	2	3	4
Administrative Manager	1	1	1	1	1
Customer Service Representative	0	1	1	2	2
Total People	**5**	**9**	**14**	**17**	**20**

6.4 Organizational Chart – Year 5



6.5 Duties and Responsibilities

General Manager & Senior Agronomic Specialist – Mr. Celio Caetano de Sousa Júnior

- Oversees strategic planning, business development, and overall company direction.
- Leads all high-level agronomic decisions, ensuring technical excellence across service lines.
- Develops crop-protection strategies, resistance-management programs, and tailored agronomic solutions for key clients.
- Builds and manages relationships with cooperatives, large farms, distributors, and industry stakeholders.
- Conducts advanced field diagnostics, including pest-pressure analysis, biological-integration planning, and crop-performance evaluations.
- Provides training, mentorship, and performance oversight for all agronomic and field teams.
- Ensures regulatory compliance with USDA, EPA, and state agricultural guidelines.
- Represents the company at industry events, technical conferences, and partnership meetings.

Precision-Agronomy Analyst

- Analyzes field data, soil maps, NDVI layers, and yield variability to generate actionable insights.
- Supports development of variable-rate recommendations and precision-management plans.
- Prepares technical reports and dashboards for clients and internal teams.
- Assists in integrating digital agriculture tools, sensors, and geospatial datasets.

Agronomy Consultant

- Provides technical guidance on crop-protection strategies and integrated biological-chemical programs.
- Conducts field visits to assess pest pressure, crop health, and environmental conditions.
- Delivers tailored recommendations aligned with seasonal and regional agronomic needs.
- Supports cooperatives, distributors, and farms with expert consultations and training.

Junior Agronomy Consultant

- Performs field scouting, sample collection, equipment calibration, and data gathering.
- Assists senior consultants with pest identification, soil analyses, and treatment follow-ups.
- Prepares preliminary field reports and digital entries for the company's platform.

- Participates in training events and supports client engagement activities.

Geoprocessing & Precision Agriculture Specialist

- Develops GIS maps, zoning layers, and field-variability models for precision-agronomy services.
- Manages geospatial databases and integrates satellite imagery with agronomic datasets.
- Generates prescription maps for variable-rate application and field optimization.
- Works collaboratively with field teams to validate data accuracy and ground-truth results.

Marketing & Member Engagement Specialist

- Manages digital campaigns, social media presence, and brand communication.
- Develops educational content, including case studies, infographics, and service highlights.
- Supports client onboarding, retention programs, and cooperative engagement.
- Organizes outreach events, demonstrations, and community-awareness activities.

Junior Analyst

- Assists with data processing, audit preparation, and internal reporting.
- Supports development of compliance documentation and service-quality checklists.
- Conducts competitive and market research to inform strategic decisions.
- Helps maintain internal databases and organizes operational files.

Sales Representative

- Identifies new clients, builds a qualified sales pipeline, and negotiates service proposals.
- Maintains relationships with farms, cooperatives, distributors, and agribusiness networks.
- Coordinates with agronomy teams to present integrated solutions to prospects.
- Tracks sales metrics and prepares performance reports for management.

Administrative Manager

- Oversees daily administrative operations, billing, purchasing, and HR coordination.
- Manages schedules, vendor relationships, and compliance documentation.
- Supports financial planning, budgeting, and internal process development.
- Ensures smooth functioning of office systems and operational workflows.

Customer Service Representative

- Provides responsive support to clients regarding reports, scheduling, and service inquiries.

- Coordinates training sessions, audit deliveries, and follow-up communications.
- Maintains client records and ensures accurate documentation of interactions.
- Assists with onboarding and helps resolve service-related concerns.

7.0 Financial Summary

The financial plan for CJR Precision Agronomy will be a critical analysis of the company's financial projections, including revenue, expenses, and overall financial performance. It will offer a comprehensive overview of the expected financial trajectory over a specific period of time and determine the company's financial feasibility. The plan will encompass essential aspects such as startup funding, profit and loss, cash flow, and balance sheet. The financial plan will play a crucial role in determining the company's success and will help in making informed decisions to ensure that the company achieves its financial objectives.

7.1 Break-even Analysis

The Break-even Analysis determines the minimum level of sales required for CJR Precision Agronomy to cover its total monthly operating expenses. This financial metric plays a crucial role in establishing realistic sales targets, guiding resource allocation, and ensuring long-term operational stability.

Based on current financial projections, the company must sell **2 units per month** to reach its break-even point. This translates to a **Monthly Revenue Break-even of $32,147**, meaning that once monthly revenue reaches this amount, all fixed and variable expenses are fully covered allowing any additional sales to contribute directly to profit.

Break-even Assumptions

- **Monthly Units Break-even:** 2
- **Monthly Revenue Break-even:** $32,147
- **Average Per-Unit Revenue:** $13,308.82
- **Average Per-Unit Variable Cost:** $1,064.71
- **Estimated Monthly Fixed Costs:** $29,575

This break-even threshold represents a key milestone within the company’s financial strategy. Achieving it will ensure consistent cash flow, strengthen the company’s capacity to forecast operational needs, and establish a solid foundation for profitability. Once CJR Precision Agronomy surpasses this level of monthly revenue, the company will be positioned to reinvest in technology upgrades, expand service coverage, and continue building a high-performing agronomic team.

7.1.1 Break-even Analysis Chart

Break-even Analysis	
Monthly Units Break-even	2
Monthly Revenue Break-even	$32,147
Assumptions:	
Average Per-Unit Revenue	$13,308.82
Average Per-Unit Variable Cost	$1,064.71
Estimated Monthly Fixed Cost	**$29,575**

7.2 Profit and Loss Assumptions

CJR Precision Agronomy's financial projections demonstrate a disciplined, scalable, and sustainable growth path over the first five years of operation. The company's cost structure, revenue model, and staffing plan have been designed to ensure high operational efficiency while supporting continuous expansion across the U.S. agricultural sector. Under the leadership of Mr. Celio Caetano de Sousa Júnior, the company expects consistent revenue growth, strong gross margins, and rising profitability as service delivery volumes expand.

Revenue and Gross Margin

Total projected sales increase substantially from $452,500 in Year 1 to $2,593,112 in Year 5, driven by growing demand for advanced crop protection services, precision agronomy, compliance audits, and workforce training programs.

Direct costs of sales remain proportionally low relative to revenues rising from $36,200 in Year 1 to $207,449 in Year 5 allowing the company to sustain a strong 92% gross margin every year. As a result, gross profit increases from $416,300 in Year 1 to $2,385,663 by Year 5, ensuring significant financial room for reinvestment and growth.

Operating Expenses

Operating expenses increase as the company scales its team, expands service capacity, and strengthens operational infrastructure. Total operating expenses grow from $354,900 in Year 1 to $2,015,672 in Year 5, driven primarily by:

- **Payroll and Payroll Taxes:** Expanding staff from 5 to 20 employees raises total payroll-related expenses from $293,700 in Year 1 to $1,870,664 by Year 5.
- **Rent and Utilities:** Rising in proportion to workforce and operational needs, moving from $42,000 in Year 1 to $87,092 in Year 5.
- **Marketing & Promotion:** Increasing from $12,000 to $24,883 to support national visibility and client acquisition.

- **Insurance, Accountant, and Education:** Supporting regulatory compliance, risk management, and ongoing staff development as the company expands nationwide.

These expenses are aligned with the company's goal of scaling service delivery while maintaining financial discipline.

Profitability and Taxes

Profit Before Interest and Taxes (EBIT) grows steadily, increasing from $61,400 in Year 1 to $369,991 in Year 5, reflecting the company's strong margin structure and efficient cost controls. EBITDA follows a similar trajectory, rising from $61,400 to $377,491 over five years.

After taxes, Net Profit increases from $44,822 in Year 1 to $270,094 in Year 5, with net profit margins improving from 9.91% to 10.42% by Year 5. Tax obligations rise proportionally with profitability, from $16,578 in Year 1 to $99,898 in Year 5, demonstrating CJR Precision Agronomy's growing contribution to local, state, and federal tax bases.

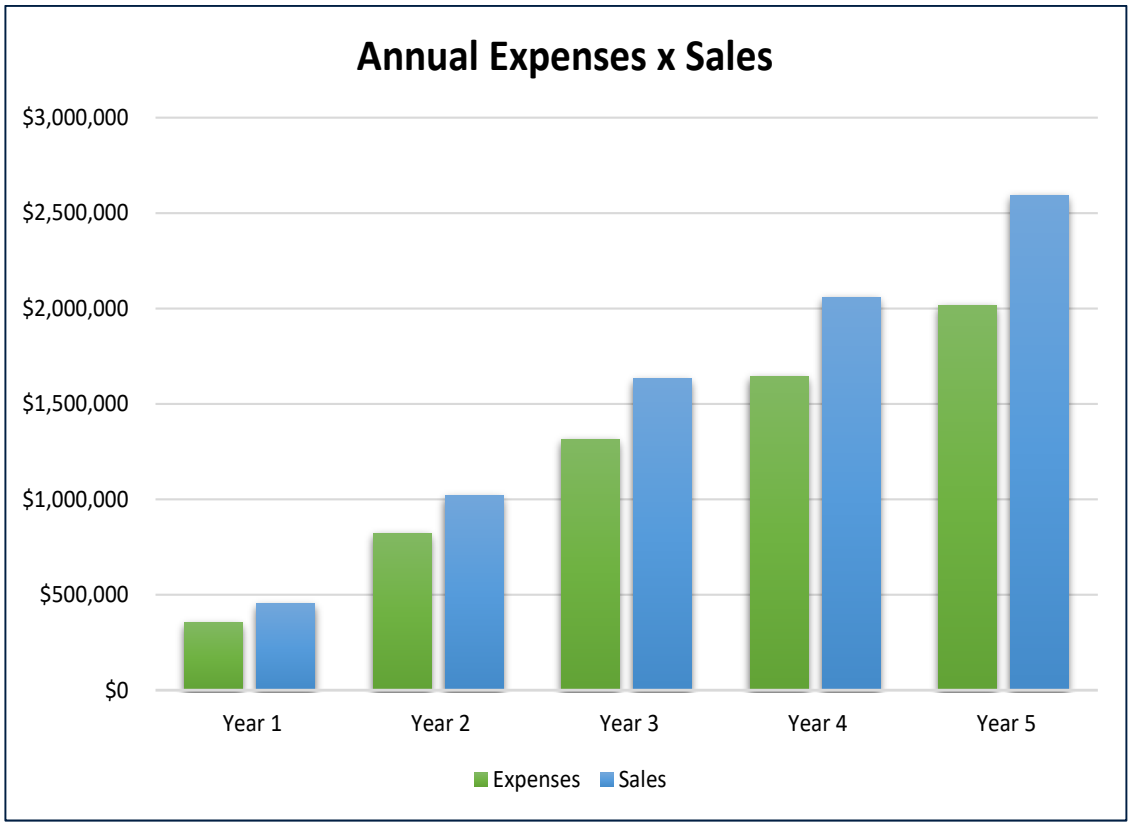
These financial assumptions confirm that CJR Precision Agronomy will achieve strong profitability while continuing to reinvest in technology, workforce expansion, and national market penetration. The detailed financial schedules including sales, direct costs, payroll, and EBITDA demonstrate long-term sustainability and the company's capacity to support large-scale economic impact in the U.S. agricultural sector.

7.2.1 Annual Profit and Loss Table

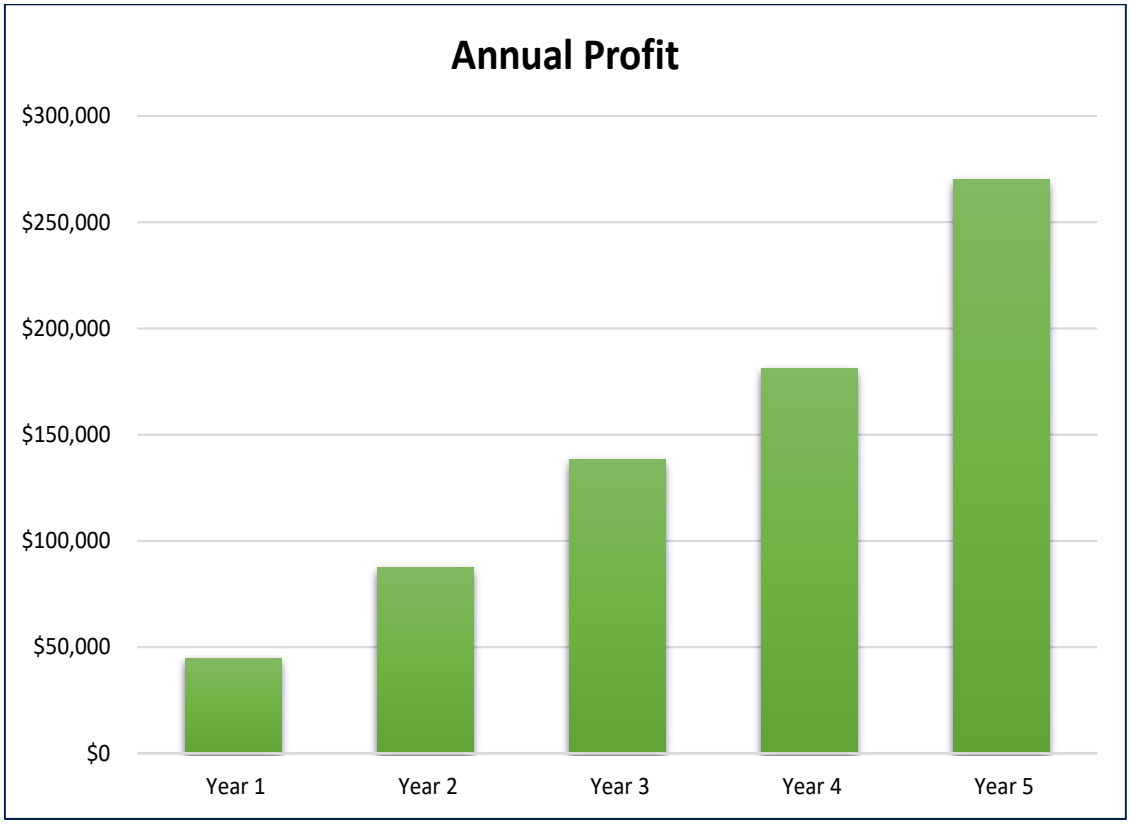
Pro Forma Profit and Loss					
	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	$452,500	$1,021,650	$1,633,354	$2,058,026	$2,593,112
Direct Cost of Sales	$36,200	$81,732	$130,668	$164,642	$207,449
Other Costs of Sales	$0	$0	$0	$0	$0
Total Cost of Sales	$36,200	$81,732	$130,668	$164,642	$207,449
Gross Margin	$416,300	$939,918	$1,502,685	$1,893,384	$2,385,663
Gross Margin %	92.00%	92.00%	92.00%	92.00%	92.00%
Expenses					
Payroll	$267,000	$669,400	$1,102,009	$1,385,653	$1,700,604
Payroll Taxes	$26,700	$66,940	$110,201	$138,565	$170,060
Depreciation	$0	$3,000	$4,500	$6,000	$7,500
Rent	$36,000	$43,200	$51,840	$62,208	$74,650
Insurance	$4,200	$5,040	$6,048	$7,258	$8,709
Marketing/Promotion	$12,000	$14,400	$17,280	$20,736	$24,883
Utilities/Internet/Phone	$6,000	$7,200	$8,640	$10,368	$12,442
Employees Education	$0	$8,000	$9,600	$11,520	$13,824
Accountant	$3,000	$3,000	$3,000	$3,000	$3,000
Total Operating Expenses	$354,900	$820,180	$1,313,118	$1,645,308	$2,015,672

Profit Before Interest and Taxes	$61,400	$119,738	$189,568	$248,076	$369,991
EBITDA	$61,400	$122,738	$194,068	$254,076	$377,491
Interest Expense	$0	$0	$0	$0	$0
Taxes Incurred	$16,578	$32,329	$51,183	$66,981	$99,898
Net Other Income	$0	$0	$0	$0	$0
Net Profit	$44,822	$87,409	$138,384	$181,096	$270,094
Net Profit/Sales	**9.91%**	**8.56%**	**8.47%**	**8.80%**	**10.42%**

7.2.2 Annual Expenses x Sales Chart



7.2.3 Annual Profit Chart



7.3 Cash Flow Assumptions

CJR Precision Agronomy's cash flow projections demonstrate a stable financial structure built on internally generated revenue, disciplined operational spending, and a sustainable reinvestment strategy. The company's model avoids debt, external borrowing, or asset liquidation, relying entirely on operating performance to maintain liquidity and support expansion.

Cash Inflows

All projected cash inflows are derived directly from operating activities specifically, cash sales and the collection of receivables. This structure reinforces the company's financial independence and resilience.

- **Cash Sales:** Increase from $226,250 in Year 1 to $1,296,556 in Year 5.
- **Cash from Receivables:** Mirrors cash sales, also rising from $226,250 to $1,296,556.
- **Total Cash Received:** Grows from $452,500 in Year 1 to $2,593,112 in Year 5.

The model projects no external financing, such as loans, credit lines, or long-term liabilities, ensuring that all growth is organically funded.

Cash Outflows

Cash outflows rise progressively as the workforce expands and service delivery scales across multiple agricultural regions. Operating expenditures include payroll, bill payments, and planned dividend distributions.

- **Cash Spending (Payroll & Related Costs):** Increases from $267,000 in Year 1 to $1,700,604 in Year 5, corresponding to team expansion from 5 to 20 employees.
- **Bill Payments (Rent, Utilities, Marketing, Insurance, etc.):** Grow from $130,459 in Year 1 to $604,259 in Year 5 as service volume expands.
- **Dividends:** Distributed annually, rising from $20,000 in Year 1 to $100,000 in Year 5, reflecting shareholder returns aligned with profitability.

Total cash spent increases from $417,459 in Year 1 to $2,404,864 in Year 5, maintaining a proportional relationship with revenue growth.

Net Cash Flow and Cash Balance

CJR Precision Agronomy maintains a positive net cash flow each year, demonstrating strong liquidity and operational sustainability.

- **Net Cash Flow:** Rises from $35,041 in Year 1 to $188,249 in Year 5.
- **Ending Cash Balance:** Strengthens from $59,541 in Year 1 to $542,845 in Year 5, providing a solid reserve for reinvestment and operational stability.

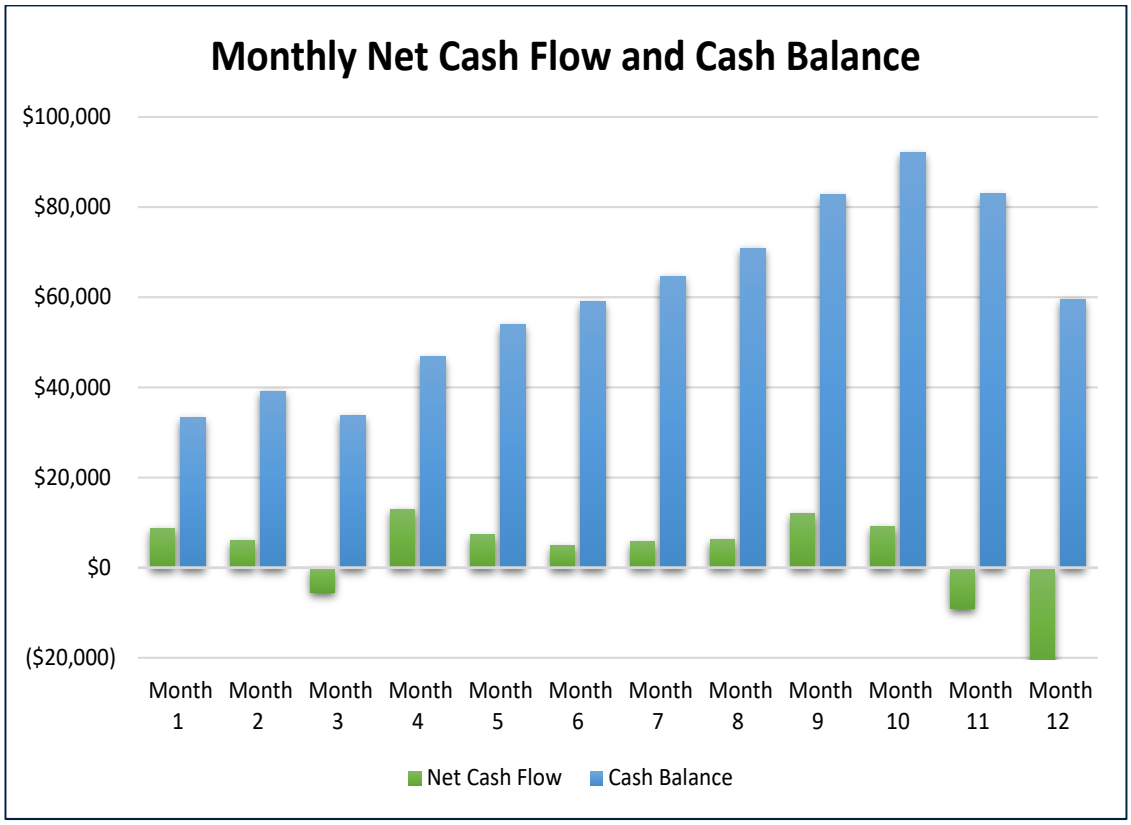
This strong liquidity position will enable CJR Precision Agronomy to invest confidently in advanced technologies, expanded service coverage, and continued workforce development, supporting long-term national and regional impact in the agricultural sector.

7.3.1 Annual Cash Flow Table

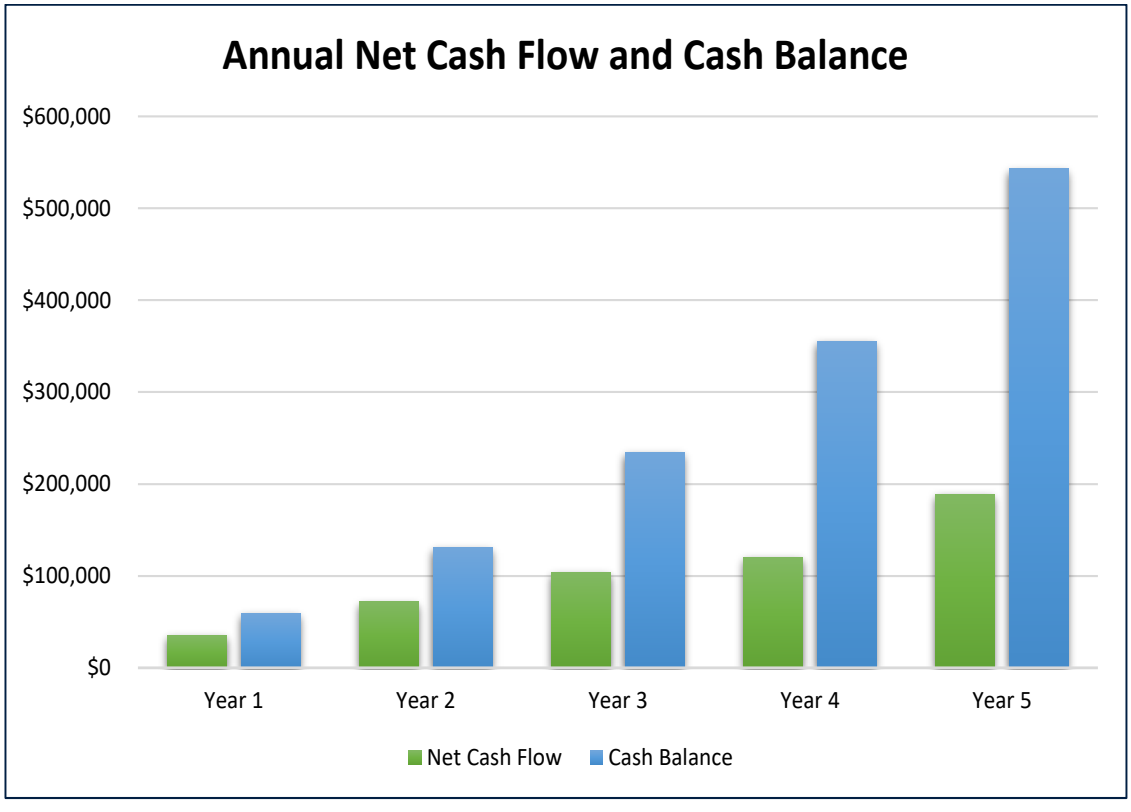
Pro Forma Cash Flow					
	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Received					
Cash from Operations					
Cash Sales	$226,250	$510,825	$816,677	$1,029,013	$1,296,556
Cash from Receivables	$226,250	$510,825	$816,677	$1,029,013	$1,296,556
Subtotal Cash from Operations	$452,500	$1,021,650	$1,633,354	$2,058,026	$2,593,112
Additional Cash Received					
Non-Operating (Other) Income	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Received	$0	$0	$0	$0	$0
New Current Borrowing	$0	$0	$0	$0	$0
New Long-term Liabilities	$0	$0	$0	$0	$0
Sales of Other Current Assets	$0	$0	$0	$0	$0
Sales of Long-term Assets	$0	$0	$0	$0	$0

New Investment Received	$0	$0	$0	$0	$0
Subtotal Cash Received	$452,500	$1,021,650	$1,633,354	$2,058,026	$2,593,112
Expenditures	Year 1	Year 2	Year 3	Year 4	Year 5
Expenditures from Operations					
Cash Spending	$267,000	$669,400	$1,102,009	$1,385,653	$1,700,604
Bill Payments	$130,459	$250,539	$378,053	$477,320	$604,259
Subtotal Spent on Operations	$397,459	$919,939	$1,480,062	$1,862,973	$2,304,864
Additional Cash Spent					
Non-Operating (Other) Expense	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Paid Out	$0	$0	$0	$0	$0
Principal Repayment of Current Borrowing	$0	$0	$0	$0	$0
Other Liabilities Principal Repayment	$0	$0	$0	$0	$0
Long-term Liabilities Principal Repayment	$0	$0	$0	$0	$0
Purchase Other Current Assets	$0	$0	$0	$0	$0
Purchase Long-term Assets	$0	$0	$0	$0	$0
Dividends	$20,000	$30,000	$50,000	$75,000	$100,000
Subtotal Cash Spent	$417,459	$949,939	$1,530,062	$1,937,973	$2,404,864
Net Cash Flow	$35,041	$71,711	$103,291	$120,053	$188,249
Cash Balance	**$59,541**	**$131,252**	**$234,543**	**$354,596**	**$542,845**

7.3.2 Monthly Net Cash Flow and Cash Balance Chart



7.3.3 Annual Net Cash Flow and Cash Balance Chart



7.4 Balance Sheet Assumptions

CJR Precision Agronomy's balance sheet projections reflect a financially disciplined, debt-free, and liquidity-focused structure designed to support sustainable growth. Over the first five years, the company maintains strong cash reserves, minimal liabilities, and steadily increasing equity demonstrating operational stability and long-term financial resilience. These assumptions align with the company's strategy of reinvesting profits, avoiding external borrowing, and operating with a lean asset model.

Assets

The company operates with high liquidity and a lean asset structure, focusing resources on service delivery rather than fixed capital investments.

- **Total Current Assets** consist entirely of cash, increasing from $59,541 in Year 1 to $542,845 in Year 5, driven by consistent positive cash flow and reinvestment of earnings.
- **Long-term Assets** remain minimal, as the company does not require heavy equipment or physical infrastructure to operate.
- **Accumulated Depreciation** increases from $0 in Year 1 to $21,000 in Year 5, reflecting amortization of modest office and software-related assets.
- **Total Assets** grow from $59,541 in Year 1 to $521,845 in Year 5, demonstrating disciplined financial growth supported entirely by operating performance.

Liabilities

CJR Precision Agronomy maintains no long-term liabilities or borrowing, consistent with its strategy to expand organically and avoid debt exposure.

- **Current Liabilities** are limited to accounts payable, increasing from $10,219 in Year 1 to $50,541 in Year 5 as operational activity expands.
- There are no current or long-term borrowings, and no additional liabilities, reinforcing the company's low-risk financial structure.
- **Total Liabilities** remain modest, rising from $10,219 to $50,541, representing routine payables associated with scaling operations.

This conservative liability profile strengthens the company's financial stability and protects cash flow margins.

Capital and Net Worth

CJR Precision Agronomy's capital structure is driven by the founder's initial investment and steadily increasing retained earnings from profitable operations.

- **Paid-in Capital** remains constant at $80,000, representing the owner's initial investment in the company.
- **Retained Earnings** improve significantly over time, starting at ($75,500) in Year 1 (normal for early-stage businesses) and rising to $121,211 in Year 5 as profits accumulate.
- **Annual Earnings** grow steadily from $44,822 in Year 1 to $270,094 in Year 5 reflecting expanding service demand and efficient cost control.
- **Total Capital** rises from $49,322 in Year 1 to $471,304 in Year 5, showing strong strengthening of net worth over time.

This increasing equity position demonstrates the company's long-term financial health and its ability to reinvest in future growth.

7.4.1 Annual Balance Sheet Table

Pro Forma Balance Sheet					
	Year 1	Year 2	Year 3	Year 4	Year 5
Assets					
Current Assets					
Cash	$59,541	$131,252	$234,543	$354,596	$542,845
Accounts Receivable	$0	$0	$0	$0	$0
Inventory	$0	$0	$0	$0	$0
Other Current Assets	$0	$0	$0	$0	$0
Total Current Assets	$59,541	$131,252	$234,543	$354,596	$542,845
Long-term Assets					
Long-term Assets	$0	$0	$0	$0	$0
Accumulated Depreciation	$0	$3,000	$7,500	$13,500	$21,000
Total Assets	$59,541	$128,252	$227,043	$341,096	$521,845
Liabilities and Capital	Year 1	Year 2	Year 3	Year 4	Year 5
Current Liabilities					
Accounts Payable	$10,219	$21,521	$31,928	$39,886	$50,541
Current Borrowing	$0	$0	$0	$0	$0
Subtotal Current Liabilities	$10,219	$21,521	$31,928	$39,886	$50,541
Long-term Liabilities	$0	$0	$0	$0	$0
Total Liabilities	$10,219	$21,521	$31,928	$39,886	$50,541
Paid-in Capital	$80,000	$80,000	$80,000	$80,000	$80,000
Retained Earnings	($75,500)	($60,678)	($23,269)	$40,115	$121,211
Earnings	$44,822	$87,409	$138,384	$181,096	$270,094
Total Capital	$49,322	$106,731	$195,115	$301,211	$471,304
Total Liabilities and Capital	$59,541	$128,252	$227,043	$341,096	$521,845
Net Worth	**$49,322**	**$106,731**	**$195,115**	**$301,211**	**$471,304**

8.0 Mr. Celio Caetano de Sousa Junior's National-level Impact

Mr. Celio Caetano de Sousa Junior brings more than eight years of high-level technical experience in crop protection, agronomy, biological inputs, and large-scale farm management skills that directly support critical needs within the U.S. agricultural sector. His background working with major agricultural companies (Ihara, Corteva Agriscience, Agrivalle, Casa Bugre) and his specialization in high-impact crops such as soybean, corn, sugarcane, coffee, and specialty crops enables him to deliver advanced agronomic solutions that strengthen productivity, reduce crop losses, and improve sustainability practices across U.S. farms. Through CJR Precision Agronomy, he applies his expertise to enhance crop protection programs, optimize farm inputs, and support compliance with environmental and regulatory standards areas that directly contribute to U.S. food security, rural development, and agricultural resilience.

Contribution to Federal Agricultural Priorities

The U.S. Department of Agriculture (USDA) emphasizes the need for improved pest management, sustainable soil practices, and precision agriculture to reduce economic losses and strengthen the national food system. The company's services align with USDA strategic goals outlined here:[19]

CJR Precision Agronomy supports these objectives by delivering:

- Enhanced crop protection strategies that reduce pest-related losses and increase yields
- Data-driven agronomy programs that optimize fertilizer, chemical, and biological inputs
- Resistance-management frameworks to slow the spread of herbicide- and fungicide-resistant pests
- Technical guidance that improves soil health, conservation, and water efficiency

These contributions align with USDA's national focus on agricultural productivity, environmental stewardship, and sustainable resource use.

Support for U.S. Food Security and Supply Chain Stability

The company's focus on improving crop performance and reducing production losses directly supports the USDA's goals under the National Institute of Food and Agriculture (NIFA) to enhance food security and protect agricultural systems from threats:[20]

CJR Precision Agronomy helps U.S. growers increase crop resilience by:

- Implementing resistance-management plans that delay resistance evolution

[19] https://www.usda.gov/our-agency/about-usda/strategic-goals
[20] https://www.nifa.usda.gov/grants/programs

- Conducting independent agronomic audits to ensure compliance with federal and state guidelines
- Supporting the adoption of advanced biological and chemical technologies to maintain farm productivity

These services strengthen the stability of domestic crop supply chains an issue of national relevance given recurring pest outbreaks, climate pressures, and rising input costs.

Contribution to Precision Agriculture Modernization

The U.S. government continues to promote precision agriculture technologies to improve productivity, reduce waste, and strengthen sustainability. This direction is highlighted by the U.S. Department of Commerce and NIST initiatives supporting data-driven agriculture and geospatial technologies:[21]

CJR Precision Agronomy advances these goals through:

- Geoprocessing and precision-agriculture consulting
- Data-driven optimization of planting, fertility, and protection programs
- Field-level mapping and diagnostics that improve efficiency and reduce resource usage

These services support U.S. efforts to maintain global competitiveness in agricultural technology and sustainable crop management.

Alignment with EPA and Environmental Compliance Initiatives

The U.S. Environmental Protection Agency (EPA) provides national frameworks for pesticide safety, environmental protection, and land-management standards. CJR Precision Agronomy's independent audits and compliance services align directly with federal guidelines such as:[22] [23]

- **EPA Pesticide Worker Protection Standard (WPS)**, which establishes safety requirements for pesticide handling, application, and worker exposure
- **EPA Integrated Pest Management (IPM) principles**, promoting reduced reliance on chemical controls through resistance management, biological integration, and targeted applications
- **EPA pesticide labeling and use-compliance requirements**, ensuring correct product selection, application timing, and dosage
- **EPA water-quality and runoff-prevention guidelines**, supporting responsible pesticide use near sensitive areas and water resources

[21] https://www.nist.gov/ctl/pscr/agriculture
[22] https://www.epa.gov/pesticides
[23] https://www.epa.gov/agriculture

- **EPA environmental risk-reduction initiatives**, focused on minimizing off-target movement, misuse, and environmental impact of crop-protection products

By helping farms comply with EPA best practices, the company contributes to:

- Improved environmental stewardship
- Reduced chemical misuse and runoff
- Safer implementation of crop protection programs
- Greater compliance with federal and state regulatory standards
- This supports national objectives of environmental protection and safe agricultural production.

Impact on Rural Workforce Development

The company's technical training programs strengthen the U.S. agricultural workforce, aligning with USDA and Department of Labor agricultural skill-development initiatives:[24]

CJR Precision Agronomy enhances workforce capacity by:

- Training agricultural teams in modern crop protection and precision technologies
- Improving safety, regulatory knowledge, and operational efficiency
- Preparing workers for emerging agricultural technologies and data-driven decision-making

These efforts elevate workforce quality in rural communities areas that federal agencies consistently designate as high priority for support and modernization.

Strengthening National Competitiveness in Key Crops

Mr. Sousa Junior's specialization in crops of strategic importance to the U.S. such as corn, soybeans, and sugarcane directly supports the competitiveness of industries that contribute billions to the national economy. His advanced knowledge of biological inputs, integrated management programs, and pest-resistance strategies improves national resilience against agricultural threats, supports stable production, and reduces reliance on imported agricultural solutions.

Summary: A Measurable and Valuable Contribution to the U.S.

The company's activities demonstrably benefit U.S. agriculture, rural communities, workforce development, regulatory compliance, and food system stability. Through advanced agronomy consulting, resistance-management, precision-agriculture integration, and technical workforce training, Mr. Celio Caetano de Sousa Junior brings experience and services that directly support:

- USDA national productivity and sustainability goals

[24] https://www.usda.gov/youth

- EPA environmental compliance and public safety standards
- NIFA and NIST agricultural innovation initiatives
- Workforce development in rural communities
- Strengthening of U.S. agricultural supply chains

These contributions represent real, tangible value to the United States and reinforce the importance of the company's long-term presence in the U.S. agricultural ecosystem.

9.0 Indirect jobs creation - Economic Policy Institute

Each industry has backward linkages to economic sectors that provide the materials needed for the industry's output, just as each industry has forward linkages to the economic sectors where the industry's workers spend their income. Therefore, in addition to the jobs directly supported by an industry, a large number of indirect jobs may also be supported by that industry. The subtraction or addition of jobs and output in industries with strong backward and forward linkages to other economic sectors can cause large ripple effects.

According to the national job multipliers published by the Economy Policy Institute (EPI) on January 23, 2019,[25] 100 direct jobs in the Management, scientific, and technical consulting services industry generate a total of 207.6 total indirect jobs, as demonstrated in the following table:

Employment multipliers per 100 direct jobs, all private-sector industries

	Industry	Direct jobs	Supplier jobs*	Induced jobs**	Total indirect jobs
	Professional, scientific, and technical services				
125	Legal services	100.0	89.2	111.3	200.5
126	Accounting, tax preparation, bookkeeping, and payroll services	100.0	52.0	81.3	133.4
127	Architectural, engineering, and related services	100.0	90.0	114.1	204.1
128	Specialized design services	100.0	67.5	97.4	164.9
129	Computer systems design and related services	100.0	134.1	149.3	283.4
130	Management, scientific, and technical consulting services	100.0	91.1	116.5	207.6
131	Scientific research and development services	100.0	519.3	323.7	842.9
132	Advertising, public relations, and related services	100.0	460.9	270.7	731.6
133	Other professional, scientific, and technical services	100.0	70.8	83.6	154.3

Since Mr. Sousa Junior will create 20 direct jobs by the end of Year 5, the total number of indirect jobs to be generated in the same period will reach 41 according to the multipliers provided by the EPI. In addition to its in-house team, CJR Precision Agronomy will hire a number

[25] https://www.epi.org/publication/updated-employment-multipliers-for-the-u-s-economy/

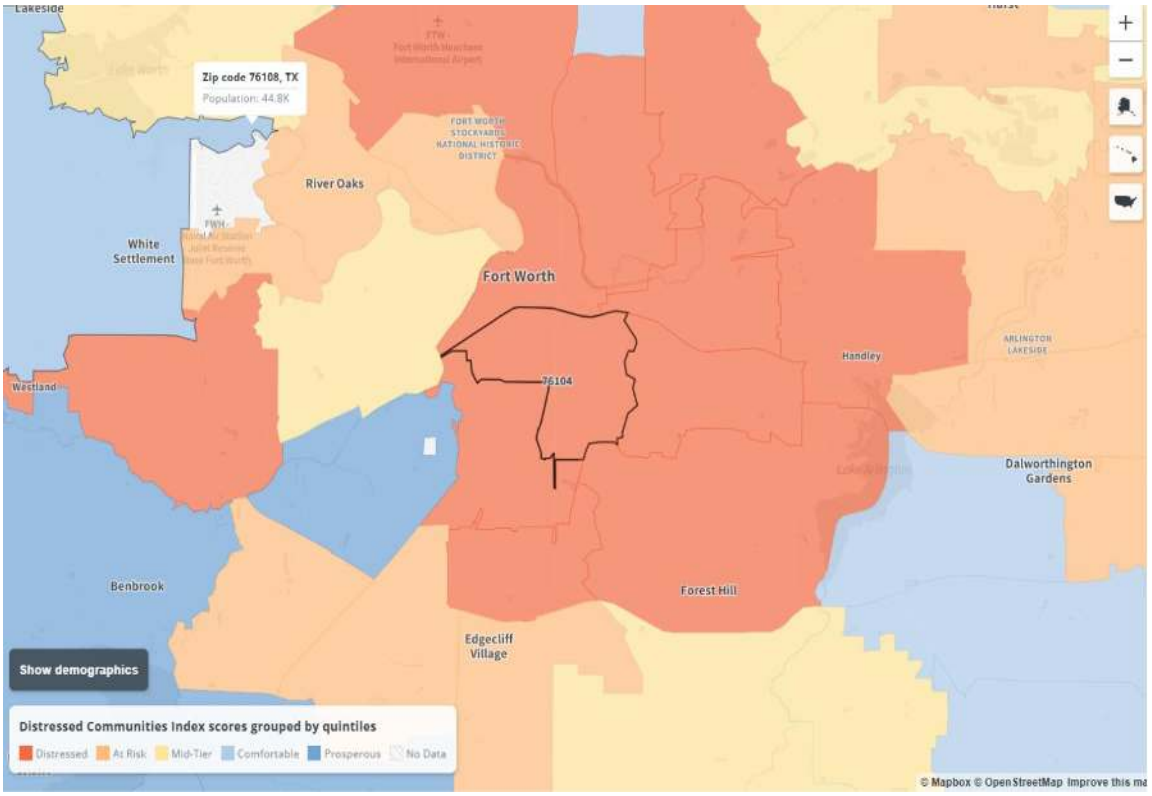
of independent contractors on a project basis, including legal professionals and technicians. Additionally, the company will mediate in the hiring of professionals that will perform services that are deemed to be required. Therefore, the company will stimulate the employment of a number of workers of different profiles. Furthermore, the company will hire an outsourced marketing company to develop its website and work with marketing campaigns.

The direct and indirect job creation by CJR Precision Agronomy, as well as the utilization of independent contractors and outsourced services, will have a significant positive impact on the local and national economy, fostering job growth, generating income, and contributing to overall economic prosperity.

CJR Precision Agronomy' expansion plans, under the leadership of Mr. Celio Caetano de Sousa Junior, encompass the creation of direct and indirect employment opportunities, the payment of substantial taxes, and the utilization of local resources and services. By contributing to job creation, tax revenue, and economic growth, CJR Precision Agronomy aims to make a lasting and positive impact on both the local community and the broader U.S. economy.

9.1 Distressed Communities

This section provides an overview of the demographic and socioeconomic conditions within ZIP code 76104 in Fort Worth, Texas, an area officially classified as distressed according to the Distressed Communities Index (DCI). With a DCI score of 88.6, ranking 1,298 out of 1,579 ZIP codes in Texas, this region faces significant structural challenges that directly impact labor availability, economic mobility, and the long-term sustainability of local businesses. Understanding these conditions is essential for assessing how CJR Precision Agronomy's operations can contribute to economic revitalization and community development.



Demographic and Socioeconomic Profile

• **DCI Score and Economic Distress:** The high distress score of 88.6 reflects deep-rooted socioeconomic vulnerabilities, including limited access to education, below-average income levels, and unstable employment conditions.

- **Education Levels:** Approximately 26.3% of residents lack a high school diploma, nearly three times the national average of 10.6%. While some residents hold a high school diploma (26.2%), have college experience (28.2%), or a bachelor's degree or higher (35.0%), the educational gap underscores the need for workforce training and skills development.
- **Poverty and Income:** The poverty rate in 76104 stands at 29.1%, significantly higher than the national rate of 11.1%. The median income ratio is only 65.2% of the national median, indicating constrained consumer spending power and reduced local economic mobility.
- **Employment Conditions:** About 26.4% of adults are not working, compared to the national rate of 20.6%, highlighting persistent labor market challenges. Although employment has grown by 18.1%, this increase has not offset the area's long-term socioeconomic instability.
- **Housing Stability:** The housing vacancy rate of 18.3% more than double the national average of 7.0% suggests weakened neighborhood stability, reduced housing demand, and potentially limited economic investment within the community.

- **Demographic Composition:** Zip code 76104 is racially diverse: 45.1% Hispanic or Latino, 28.2% Black/African American, 21.3% Non-Hispanic White, and smaller percentages of Asian, Native American, and multiracial residents. This diversity requires culturally informed communication, training, and community engagement strategies.

Business Implications

- **Market Potential:** Despite socioeconomic challenges, distressed areas often exhibit unmet demand for essential services, workforce development programs, and technical support all areas where CJR Precision Agronomy can deliver measurable value.
- **Workforce Availability:** High rates of unemployment and varied educational attainment create opportunities for businesses willing to invest in skill-building, agronomic training, and entry-level technical employment.
- **Community Engagement Opportunities:** Organizations that actively contribute to job creation, training, and economic development can establish a strong local presence and become trusted partners within the community.
- **Economic Revitalization Alignment:** Companies investing in distressed communities may qualify for certain local or regional development incentives, depending on city or state programs, helping reduce startup or operational costs while expanding community impact.
- **Cultural and Social Considerations:** Given the region's demographic profile, businesses must adopt culturally responsive outreach, bilingual communication where necessary, and community-centered service strategies to effectively connect with residents and local organizations.

Operating within ZIP code 76104 presents both challenges and opportunities. While the region faces significant socioeconomic distress, it also represents a community with substantial workforce potential, unmet service needs, and opportunities for economic uplift. Businesses like CJR Precision Agronomy focused on job creation, technical training, and agricultural innovation can play a meaningful role in strengthening local capacity and contributing to long-term community resilience.

APPENDIX

Monthly Sales Forecast Table

Sales Forecast													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Unit Sales													
Advanced Crop Protection and Resistance-Management Solutions		1	1	0	1	1	0	0	1	1	1	1	2
Precision Agronomy & Data-Driven Farm Optimization		0	1	1	1	0	1	1	0	1	1	1	0
Independent Agronomic Audits & Compliance Support		0	0	0	1	1	1	1	1	1	1	0	0
Technical Training and Workforce Development for Agricultural Teams		0	0	1	0	1	1	1	1	1	1	1	1
Total Unit Sales		1	2	2	3	3	3	3	3	4	4	3	3
Unit Prices		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Advanced Crop Protection and Resistance-Management Solutions		$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00	$15,000.00
Precision Agronomy & Data-Driven Farm Optimization		$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00	$12,500.00
Independent Agronomic Audits & Compliance Support		$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00	$13,500.00
Technical Training and Workforce Development for Agricultural Teams		$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00	$12,000.00
Sales													
Advanced Crop Protection and Resistance-Management Solutions		$15,000	$15,000	$0	$15,000	$15,000	$0	$0	$15,000	$15,000	$15,000	$15,000	$30,000
Precision Agronomy & Data-Driven Farm Optimization		$0	$12,500	$12,500	$12,500	$0	$12,500	$12,500	$0	$12,500	$12,500	$12,500	$0
Independent Agronomic Audits & Compliance Support		$0	$0	$0	$13,500	$13,500	$13,500	$13,500	$13,500	$13,500	$13,500	$0	$0
Technical Training and Workforce Development for Agricultural Teams		$0	$0	$12,000	$0	$12,000	$12,000	$12,000	$12,000	$12,000	$12,000	$12,000	$12,000
Total Sales		$15,000	$27,500	$24,500	$41,000	$40,500	$38,000	$38,000	$40,500	$53,000	$53,000	$39,500	$42,000

Direct Unit Costs		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Advanced Crop Protection and Resistance-Management Solutions	8.00%	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00
Precision Agronomy & Data-Driven Farm Optimization	8.00%	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00	$1,000.00
Independent Agronomic Audits & Compliance Support	8.00%	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00	$1,080.00
Technical Training and Workforce Development for Agricultural Teams	8.00%	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00	$960.00
Direct Cost of Sales													
Advanced Crop Protection and Resistance-Management Solutions		$1,200	$1,200	$0	$1,200	$1,200	$0	$0	$1,200	$1,200	$1,200	$1,200	$2,400
Precision Agronomy & Data-Driven Farm Optimization		$0	$1,000	$1,000	$1,000	$0	$1,000	$1,000	$0	$1,000	$1,000	$1,000	$0
Independent Agronomic Audits & Compliance Support		$0	$0	$0	$1,080	$1,080	$1,080	$1,080	$1,080	$1,080	$1,080	$0	$0
Technical Training and Workforce Development for Agricultural Teams		$0	$0	$960	$0	$960	$960	$960	$960	$960	$960	$960	$960
Subtotal Direct Cost of Sales		**$1,200**	**$2,200**	**$1,960**	**$3,280**	**$3,240**	**$3,040**	**$3,040**	**$3,240**	**$4,240**	**$4,240**	**$3,160**	**$3,360**

Monthly Personnel Plan Table

Personnel Plan													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
General Manager & Senior Agronomic Specialist - Mr. Celio Caetano de Sousa Júnior		$0	$8,000	$8,000	$8,000	$8,000	$8,000	$8,000	$10,000	$10,000	$10,000	$10,000	$12,000
Precision-Agronomy Analyst		$0	$0	$0	$0	$0	$0	$0	$0	$6,250	$6,250	$6,250	$6,250
Agronomy Consultant		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Junior Agronomy Consultant		$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000
Geoprocessing & Precision Agriculture Specialist		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Marketing & Member Engagement Specialist		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Junior Analyst		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales Representative		$0	$0	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000	$6,000
Administrative Manager		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$5,000	$5,000
Customer Service Representative		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total People		1	2	3	3	3	3	3	3	4	4	5	5
Total Payroll		**$6,000**	**$14,000**	**$20,000**	**$20,000**	**$20,000**	**$20,000**	**$20,000**	**$22,000**	**$28,250**	**$28,250**	**$33,250**	**$35,250**

Monthly Profit and Loss Table

Pro Forma Profit and Loss													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Sales		$15,000	$27,500	$24,500	$41,000	$40,500	$38,000	$38,000	$40,500	$53,000	$53,000	$39,500	$42,000
Direct Cost of Sales		$1,200	$2,200	$1,960	$3,280	$3,240	$3,040	$3,040	$3,240	$4,240	$4,240	$3,160	$3,360
Other Costs of Sales		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Cost of Sales		$1,200	$2,200	$1,960	$3,280	$3,240	$3,040	$3,040	$3,240	$4,240	$4,240	$3,160	$3,360
Gross Margin		$13,800	$25,300	$22,540	$37,720	$37,260	$34,960	$34,960	$37,260	$48,760	$48,760	$36,340	$38,640
Gross Margin %		92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%	92.00%
Expenses													
Payroll		$6,000	$14,000	$20,000	$20,000	$20,000	$20,000	$20,000	$22,000	$28,250	$28,250	$33,250	$35,250
Payroll Taxes	10%	$600	$1,400	$2,000	$2,000	$2,000	$2,000	$2,000	$2,200	$2,825	$2,825	$3,325	$3,525
Depreciation		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Rent		$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000	$3,000
Insurance		$350	$350	$350	$350	$350	$350	$350	$350	$350	$350	$350	$350
Marketing/Promotion		$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000	$1,000
Utilities/Internet/Phone		$500	$500	$500	$500	$500	$500	$500	$500	$500	$500	$500	$500
Employees Education	0%	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Accountant	0%	$250	$250	$250	$250	$250	$250	$250	$250	$250	$250	$250	$250
Total Operating Expenses		$11,700	$20,500	$27,100	$27,100	$27,100	$27,100	$27,100	$29,300	$36,175	$36,175	$41,675	$43,875
Profit Before Interest and Taxes		$2,100	$4,800	($4,560)	$10,620	$10,160	$7,860	$7,860	$7,960	$12,585	$12,585	($5,335)	($5,235)
EBITDA		$2,100	$4,800	($4,560)	$10,620	$10,160	$7,860	$7,860	$7,960	$12,585	$12,585	($5,335)	($5,235)
Interest Expense		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Taxes Incurred		$567	$1,296	($1,231)	$2,867	$2,743	$2,122	$2,122	$2,149	$3,398	$3,398	($1,440)	($1,413)
Net Other Income		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Net Profit		$1,533	$3,504	($3,329)	$7,753	$7,417	$5,738	$5,738	$5,811	$9,187	$9,187	($3,895)	($3,822)
Net Profit/Sales		**10.22%**	**12.74%**	**-13.59%**	**18.91%**	**18.31%**	**15.10%**	**15.10%**	**14.35%**	**17.33%**	**17.33%**	**-9.86%**	**-9.10%**

Monthly Cash Flow Table

Pro Forma Cash Flow													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Cash Received													
Cash from Operations													
Cash Sales		$7,500	$13,750	$12,250	$20,500	$20,250	$19,000	$19,000	$20,250	$26,500	$26,500	$19,750	$21,000
Cash from Receivables		$7,500	$13,750	$12,250	$20,500	$20,250	$19,000	$19,000	$20,250	$26,500	$26,500	$19,750	$21,000
Subtotal Cash from Operations		$15,000	$27,500	$24,500	$41,000	$40,500	$38,000	$38,000	$40,500	$53,000	$53,000	$39,500	$42,000
Additional Cash Received													
Non-Operating (Other) Income		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Received	0.00%	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Current Borrowing		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Other Liabilities (interest-free)		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Long-term Liabilities		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales of Other Current Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales of Long-term Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Investment Received		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Subtotal Cash Received		$15,000	$27,500	$24,500	$41,000	$40,500	$38,000	$38,000	$40,500	$53,000	$53,000	$39,500	$42,000
Expenditures		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Expenditures from Operations													
Cash Spending		$6,000	$14,000	$20,000	$20,000	$20,000	$20,000	$20,000	$22,000	$28,250	$28,250	$33,250	$35,250
Bill Payments		$249	$7,551	$9,924	$8,009	$13,242	$13,056	$12,262	$12,276	$12,785	$15,563	$15,382	$10,159
Subtotal Spent on Operations		$6,249	$21,551	$29,924	$28,009	$33,242	$33,056	$32,262	$34,276	$41,035	$43,813	$48,632	$45,409
Additional Cash Spent													
Non-Operating (Other) Expense		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Paid Out		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Principal Repayment of Current Borrowing		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Liabilities Principal Repayment		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Long-term Liabilities Principal Repayment		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Purchase Other Current Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Purchase Long-term Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Dividends		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$20,000
Subtotal Cash Spent		$6,249	$21,551	$29,924	$28,009	$33,242	$33,056	$32,262	$34,276	$41,035	$43,813	$48,632	$65,409
Net Cash Flow		$8,751	$5,949	($5,424)	$12,991	$7,258	$4,944	$5,738	$6,224	$11,965	$9,187	($9,132)	($23,409)
Cash Balance		**$33,251**	**$39,200**	**$33,776**	**$46,767**	**$54,025**	**$58,969**	**$64,707**	**$70,930**	**$82,895**	**$92,082**	**$82,950**	**$59,541**

Monthly Balance Sheet Table

Pro Forma Balance Sheet													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Assets	Starting Balances												
Current Assets													
Cash	$24,500	$33,251	$39,200	$33,776	$46,767	$54,025	$58,969	$64,707	$70,930	$82,895	$92,082	$82,950	$59,541
Accounts Receivable	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Inventory	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Current Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Current Assets	$24,500	$33,251	$39,200	$33,776	$46,767	$54,025	$58,969	$64,707	$70,930	$82,895	$92,082	$82,950	$59,541
Long-term Assets													
Long-term Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Accumulated Depreciation	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Long-term Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Assets	$24,500	$33,251	$39,200	$33,776	$46,767	$54,025	$58,969	$64,707	$70,930	$82,895	$92,082	$82,950	$59,541
Liabilities and Capital		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Current Liabilities													
Accounts Payable	$0	$7,218	$9,663	$7,568	$12,806	$12,647	$11,853	$11,853	$12,266	$15,044	$15,044	$9,806	$10,219
Current Borrowing	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Current Liabilities	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Subtotal Current Liabilities	$0	$7,218	$9,663	$7,568	$12,806	$12,647	$11,853	$11,853	$12,266	$15,044	$15,044	$9,806	$10,219
Long-term Liabilities	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Liabilities	$0	$7,218	$9,663	$7,568	$12,806	$12,647	$11,853	$11,853	$12,266	$15,044	$15,044	$9,806	$10,219
Paid-in Capital	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000	$80,000
Retained Earnings	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($55,500)	($75,500)
Earnings	$0	$1,533	$5,037	$1,708	$9,461	$16,878	$22,615	$28,353	$34,164	$43,351	$52,538	$48,644	$44,822
Total Capital	$24,500	$26,033	$29,537	$26,208	$33,961	$41,378	$47,115	$52,853	$58,664	$67,851	$77,038	$73,144	$49,322
Total Liabilities and Capital	$24,500	$33,251	$39,200	$33,776	$46,767	$54,025	$58,969	$64,707	$70,930	$82,895	$92,082	$82,950	$59,541
Net Worth	**$24,500**	**$26,033**	**$29,537**	**$26,208**	**$33,961**	**$41,378**	**$47,115**	**$52,853**	**$58,664**	**$67,851**	**$77,038**	**$73,144**	**$49,322**

United States Department of Agriculture

Economic Research Service and Foreign Agricultural Service
Situation and Outlook Report

AES-136 | May 28, 2026

Next release is August 27, 2026

Outlook for U.S. Agricultural Trade: May 2026

Table 1–U.S. agricultural trade, fiscal years (FYs) 2020–26 1/

Item	2020	2021	2022	2023	2024	2025	Forecast Fiscal year 2026	
							February	May
				Billion U.S. dollars				
Exports	139.7	171.8	196.0	178.0	174.1	175.6	174.0	176.5
Imports	143.4	163.3	194.1	195.3	206.1	219.4	203.0	205.5
Balance	-3.7	8.5	1.9	-17.3	-31.9	-43.7	-29.0	-29.0

Note: Due to rounding, balance may not agree with import and export data.

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service analysis and forecasts using data from U.S. Department of Commerce, Bureau of the Census.

The forecasts in this report are based on policies in effect at the time of the May 12, 2026, *World Agricultural Supply and Demand Estimates (WASDE)* release and assume that these policies will remain in place throughout the forecasting period.

Approved by USDA's World Agricultural Outlook Board

Table 2–Macroeconomic variables affecting U.S. agricultural exports for calendar years 2025 and 2026 1/

	Exchange rate 2/		Real GDP growth rate			Share of world		Share of U.S. agricultural exports
	2025	2026	2025	2026	2026 Previous forecast	GDP	Population	
Region/Country	Percent change					2022–24 average		
World 3/	**1.0**	**-2.9**	**3.4**	**3.1**	**3.3**			
North America	**3.6**	**-5.4**	**1.9**	**2.2**	**2.3**	**27.8**	**7.5**	**31.8**
United States 4/	--	--	2.1	2.3	2.4	23.8	4.2	
Canada	2.1	-1.9	1.7	1.5	1.6	1.9	0.5	15.9
Mexico	5.1	-8.8	0.6	1.6	1.5	1.3	1.6	15.9
Emerging markets 5/	**0.5**	**-2.7**	**5.0**	**4.5**	**4.5**	**27.1**	**43.6**	**20.1**
Brazil	3.7	-5.9	2.3	1.9	1.6	2.4	2.8	0.5
Russia	-8.3	-3.5	1.0	1.1	0.8	1.8	1.8	0.1
India	4.2	4.9	7.6	6.5	6.4	3.7	17.7	1.2
Indonesia	3.9	2.3	5.0	5.1	5.1	1.3	3.5	1.7
China	-0.1	-3.7	5.0	4.4	4.5	17.8	17.9	16.7
Europe and Central Asia	**-3.8**	**-4.0**	**1.7**	**1.4**	**1.8**	**23.9**	**10.6**	**7.5**
Eurozone	-4.0	-4.3	1.4	1.1	1.3	14.5	4.4	6.5
Ukraine	3.8	6.6	1.8	2.0	4.5	0.1	0.5	0.0
Turkey	20.3	10.6	3.6	3.4	4.2	1.2	1.1	0.9
Asia and Oceania	**0.3**	**-0.3**	**2.6**	**2.4**	**2.3**	**36.6**	**53.9**	**17.8**
Japan	-1.1	4.8	1.2	0.7	0.7	5.3	1.6	7.0
South Korea	4.3	2.9	1.0	1.9	1.9	2.0	0.7	4.7
Australia	2.4	-7.3	2.0	2.0	2.1	1.7	0.3	0.9
Other Southeast Asia 6/	-0.7	-0.2	5.0	4.4	4.2	1.8	4.1	5.2
South America	**0.8**	**-4.7**	**2.7**	**2.3**	**2.2**	**4.5**	**5.5**	**3.2**
Argentina	35.8	26.4	4.4	3.5	4.0	0.7	0.6	0.1
Other South America 7/	-0.9	-4.9	2.6	2.2	2.3	1.1	1.6	3.1
Middle East and North Africa	**-0.3**	**-0.5**	**3.6**	**1.9**	**3.9**	**5.0**	**7.1**	**5.0**
Sub-Saharan Africa	**-1.7**	**-8.0**	**4.5**	**4.3**	**4.6**	**2.1**	**15.3**	**1.1**

1/ Gross Domestic Product (GDP) is the total value of finished goods and services produced in a country in a given period. 2/ Exchange rate is the nominal annual change in percentage terms (local currency per U.S. dollar). A negative growth rate indicates a depreciation of the dollar. 3/ World and other bolded regional aggregated exchange rates are nominal U.S. agricultural exports-weighted indexes. 4/ "--" indicates that percentage change or share does not apply. 5/ Countries listed under "emerging markets" are also included under other listed regions. 6/ Includes Malaysia, Philippines, Thailand, and Vietnam. 7/ Includes Chile, Colombia, Peru, Bolivia, Paraguay, and Uruguay.

Source: Calculations and compilation by USDA, Economic Research Service using data and forecasts from the U.S. Department of Commerce, Bureau of Economic Analysis; S&P Global Market Intelligence; the International Monetary Fund; and Haver Analytics.

Table 3–U.S. agricultural exports: Value and volume by commodity, fiscal years (FYs) 2025–26 1/ 2/

Commodity	October–March		Fiscal year	Forecast Fiscal year 2026	
	2025	2026	2025	February	May
VALUE			–Billion U.S. dollars–		
Grains and feeds 3/	**19.086**	**21.029**	**40.209**	**42.4**	**42.5**
Wheat 4/	2.429	2.775	6.071	5.9	6.2
Rice	1.142	0.858	2.045	2.0	1.8
Corn	7.746	9.443	16.943	18.5	18.5
Sorghum	0.343	0.753	0.550	1.2	1.3
Feeds and fodders	4.600	4.500	9.104	9.1	9.1
Oilseeds and products	**23.281**	**18.611**	**34.362**	**30.1**	**30.8**
Soybeans	16.848	12.357	22.185	18.3	18.6
Soybean meal 5/	3.285	3.370	6.098	6.2	6.5
Soybean oil	0.751	0.462	1.236	0.7	0.8
Livestock, poultry, and dairy	**19.980**	**20.227**	**39.137**	**39.1**	**39.7**
Livestock products	12.092	11.912	23.067	22.5	23.1
Beef and veal 6/	4.658	3.948	8.665	7.9	8.1
Pork 6/	3.737	3.801	7.235	7.3	7.5
Beef and pork variety meats 6/	1.036	1.155	1.961	1.9	2.1
Hides, skins, and furs	0.382	0.308	0.727	0.7	0.6
Poultry and products	3.528	3.470	6.885	6.9	6.7
Broiler meat 6/ 7/	2.215	2.209	4.397	4.5	4.3
Dairy products	4.361	4.844	9.185	9.8	9.9
Tobacco and products	**0.697**	**0.713**	**1.500**	**1.5**	**1.6**
Cotton 8/	**2.548**	**2.130**	**4.910**	**4.7**	**4.8**
Seeds	**1.054**	**1.078**	**1.598**	**1.6**	**1.6**
Horticultural products 9/	**21.424**	**22.421**	**41.609**	**42.1**	**42.6**
Fruits and vegetables, fresh	3.393	3.520	7.345	7.6	7.6
Fruits and vegetables, processed	4.100	3.696	7.834	8.1	8.1
Tree nuts, whole and processed	5.948	7.222	10.535	10.5	11.0
Sugar and tropical products 10/	**3.897**	**3.589**	**7.695**	**7.7**	**7.7**
Ethanol 11/	**2.299**	**2.770**	**4.595**	**4.7**	**5.1**
Total	**94.267**	**92.568**	**175.615**	**174.0**	**176.5**
Major bulk products 12/	**31.083**	**28.340**	**52.762**	**50.6**	**51.2**
VOLUME			– Million metric tons –		
Wheat 4/	9.197	10.770	23.503	23.7	22.5
Rice	1.856	1.342	3.288	3.2	2.8
Corn	33.750	42.375	75.171	82.0	82.0
Sorghum	1.305	3.069	2.271	5.4	5.4
Feeds and fodders	10.165	10.131	20.171	20.2	20.3
Soybeans	38.813	28.084	50.969	42.9	41.6
Soybean meal 5/	8.492	9.342	16.570	17.6	18.0
Soybean oil	0.704	0.374	1.131	0.5	0.5
Beef and veal 6/	0.493	0.397	0.916	0.8	0.8
Pork 6/	1.259	1.270	2.402	2.4	2.5
Beef and pork variety meats 6/	0.406	0.415	0.769	0.7	0.7
Broiler meat 6/ 7/	1.508	1.557	2.983	3.0	3.0
Cotton 8/	1.389	1.258	2.725	2.7	2.7
Major bulk products 12/	86.422	87.015	158.174	159.9	157.0

Note: Totals may not add up due to rounding.
1/ Fiscal year is defined as October 1 of previous year through September 30 of current year. 2/ FY = fiscal year. 3/ Includes barley, oats, rye, corn gluten feed and meal, and processed grain products. 4/ Excludes wheat flour. 5/ Includes soy flours made from protein meals. 6/ Includes chilled, frozen, and processed meats. 7/ Includes only federally inspected products. 8/ Includes linters and waste. 9/ Includes food preparations, essential oils, and wine. 10/ Includes coffee and cocoa. 11/ Non-beverage ethanol used as fuel and other industrial chemicals. 12/ Includes wheat, rice, coarse grains, soybeans, and cotton.
Source: Compilation, analysis, and forecasts by USDA, Economic Research Service and USDA, Foreign Agricultural Service; U.S. Department of Commerce, Bureau of the Census data.

Table 4–U.S. agricultural exports: Value by region, fiscal years (FYs) 2025–26

Region and country 1/	October–March		Fiscal year	Share of FY 2025	Forecast Fiscal year 2026	
	2025	2026	2025	total	February	May
	–Billion dollars–			Percent	–Billion dollars–	
VALUE						
Asia	**36.786**	**32.300**	**62.576**	**35.6**	**60.7**	**61.7**
East Asia	27.316	21.445	43.783	24.9	40.8	41.0
Japan	6.090	6.506	12.453	7.1	13.2	13.2
China	13.716	6.901	16.239	9.2	12.0	12.0
Hong Kong	0.731	0.865	1.458	0.8	1.4	1.5
Taiwan	1.996	2.208	4.138	2.4	4.3	4.4
South Korea	4.758	4.960	9.466	5.4	9.9	9.9
Southeast Asia	6.665	7.632	13.511	7.7	14.1	14.8
Indonesia	1.194	1.574	2.555	1.5	2.8	3.0
Philippines	1.641	1.731	3.321	1.9	3.3	3.4
Malaysia	0.518	0.572	1.001	0.6	1.1	1.1
Thailand	0.701	0.639	1.377	0.8	1.2	1.2
Vietnam	2.191	2.659	4.339	2.5	4.8	5.0
South Asia	2.806	3.223	5.282	3.0	5.8	5.9
India	1.433	1.402	2.884	1.6	2.7	2.7
Western Hemisphere	**40.943**	**41.671**	**81.280**	**46.3**	**81.9**	**82.1**
North America	29.604	29.823	58.552	33.3	59.4	59.1
Canada	14.630	14.223	28.200	16.1	27.9	27.7
Mexico	14.974	15.600	30.352	17.3	31.5	31.4
Caribbean	3.008	3.134	5.837	3.3	5.8	6.0
Dominican Republic	1.265	1.320	2.374	1.4	2.4	2.4
Central America 2/	3.681	3.555	7.218	4.1	7.1	7.0
South America	4.650	5.158	9.673	5.5	9.6	10.0
Brazil	0.422	0.568	0.919	0.5	1.0	1.2
Colombia	2.487	2.661	5.037	2.9	5.2	5.2
Peru	0.478	0.419	0.911	0.5	1.0	0.8
Venezuela	0.339	0.490	0.747	0.4	0.6	1.0
Europe/Eurasia	**9.128**	**10.218**	**16.983**	**9.7**	**17.0**	**17.7**
European Union	7.629	8.680	13.975	8.0	14.3	14.8
United Kingdom	1.119	1.067	2.230	1.3	2.3	2.2
FSU-12 3/	0.174	0.246	0.344	0.2	0.3	0.5
Russia	0.040	0.047	0.072	0.0	0.1	0.1
Middle East	**3.438**	**3.675**	**6.586**	**3.8**	**6.6**	**6.7**
Turkey	1.063	1.200	1.931	1.1	2.1	2.2
Saudi Arabia	0.639	0.699	1.256	0.7	1.3	1.3
Africa	**2.777**	**3.470**	**5.717**	**3.3**	**5.6**	**6.0**
North Africa	1.708	2.488	3.491	2.0	3.6	4.0
Egypt	0.954	1.443	2.030	1.2	2.4	2.6
Sub-Saharan Africa	1.069	0.982	2.226	1.3	2.0	2.0
Nigeria	0.193	0.307	0.556	0.3	0.6	0.8
Oceania	**1.194**	**1.234**	**2.472**	**1.3**	**2.4**	**2.5**
Total	**94.267**	**92.568**	**175.615**	**100.0**	**174.0**	**176.5**

Note: Totals may not add up due to rounding. Fiscal year is defined as October 1 of previous year through September 30 of current year.
1/ Projections are based primarily on trend or recent average growth analysis. 2/ Central America includes the Republics of Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. 3/ The 15 Republics of the Former Soviet Union (FSU), not including the 3 Baltic Republics: Estonia, Latvia, and Lithuania.
Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service analysis and forecasts using data from U.S. Department of Commerce, Bureau of the Census.

Table 5--U.S. agricultural imports: Value and volume by commodity, fiscal years (FYs) 2025–26

Commodity	October–March		Fiscal year	Forecast Fiscal year 2026	
	2025	2026	2025	February	May
VALUE			–Billion dollars –		
Livestock, dairy, and poultry	**16.443**	**16.179**	**31.903**	**32.2**	**33.6**
Livestock and meats	12.784	13.239	25.059	26.2	27.5
Cattle and calves	1.448	0.905	2.284	1.9	1.8
Swine	0.316	0.357	0.611	0.6	0.7
Beef and veal	6.586	7.875	13.451	14.6	16.3
Pork	1.109	1.125	2.203	2.3	2.3
Poultry	0.657	0.472	1.359	0.8	0.9
Dairy products	3.002	2.468	5.485	5.2	5.3
Cheese	1.036	0.811	1.783	1.6	1.7
Grains and feed	**11.969**	**11.044**	**23.149**	**22.4**	**22.6**
Grain products	8.476	8.006	16.502	16.6	16.8
Oilseeds and products	**9.835**	**8.507**	**19.273**	**17.9**	**18.4**
Vegetable oils 5/	7.241	6.157	13.997	13.6	13.9
Horticulture products	**55.479**	**43.135**	**101.573**	**90.8**	**89.3**
Fruits, fresh	11.866	10.028	20.264	19.1	19.5
Fruits, processed	5.217	4.594	10.063	9.8	9.5
Fruit juices	2.417	1.907	4.393	4.1	3.7
Nuts, whole and processed	1.438	1.324	2.717	2.6	2.6
Vegetables, fresh	6.843	6.044	11.854	11.1	11.6
Vegetables, processed	4.716	4.263	9.100	8.8	8.9
Wine	3.857	2.755	7.121	6.1	6.2
Malt beer	3.402	3.003	7.134	6.9	6.7
Distilled spirits	5.870	3.090	10.030	7.5	7.6
Essential oils	2.591	0.841	4.769	3.6	2.8
Cut flowers and nursery stock	1.944	1.806	3.521	3.6	3.4
Sugar and tropical products	**18.654**	**18.540**	**39.374**	**35.9**	**37.5**
Sweeteners and products	3.789	3.210	7.420	6.8	6.9
Confections	1.592	1.548	3.237	3.2	3.3
Cocoa and products	5.982	6.152	12.633	10.8	11.4
Coffee and products	5.943	6.661	13.571	12.9	13.6
Other imports 1/	**2.047**	**1.953**	**4.089**	**3.8**	**4.1**
Total agricultural imports	**114.427**	**99.358**	**219.361**	**203.0**	**205.5**
VOLUME			–Million metric tons–		
Cattle and calves 2/	0.806	0.364	1.211	0.7	0.7
Swine 2/	3.457	3.722	6.836	7.1	7.3
Beef and veal	0.909	1.010	1.821	1.9	2.0
Pork	0.241	0.244	0.470	0.5	0.5
Fruits, fresh	7.173	7.148	14.135	14.3	14.4
Fruits, processed	1.123	1.064	2.238	2.1	2.1
Fruit juices 3/	3.149	2.450	5.513	5.1	4.7
Vegetables, fresh	5.108	4.794	9.106	8.9	8.8
Vegetables, processed	2.673	2.461	5.144	5.0	4.9
Vegetable oils 5/	4.724	3.707	8.738	8.0	8.6
Wine 3/	0.745	0.642	1.448	1.4	1.3
Malt beer 3/	2.197	2.111	4.642	4.5	4.5
Distilled spirits 4/	0.448	0.448	0.923	0.8	0.9
Cocoa and products	0.709	0.772	1.445	1.5	1.5
Coffee and products	0.784	0.738	1.620	1.5	1.6

Note: Totals may not add due to rounding. Fiscal year is defined as October 1 of previous year through September 30 of current year.

1/Largely unmanufactured tobacco, planting seeds, cotton, and ethanol. 2/ Million head. 3/ Billion liters. 4/ Billion proof gallon equivalent liters. 5/ In August 2024 processed oils were added to vegetable oils.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service analysis and forecasts using data from U.S. Department of Commerce, Bureau of the Census.

Table 6–U.S. agricultural imports: Value by region, fiscal years (FYs) 2025–26

Region and country	October−March		Fiscal year	Forecast Fiscal year 2026	
	2025	2026	2025	February	May
VALUE					
			–Billion dollars –		
Western Hemisphere	**67.135**	**61.307**	**126.493**	**121.6**	**123.5**
Canada	20.968	19.890	39.808	40.0	40.6
Mexico	24.863	21.505	45.653	42.0	43.2
Central America	3.940	4.299	8.689	8.6	9.3
Costa Rica	1.024	0.973	2.153	2.2	2.1
Guatemala	1.484	1.559	3.131	3.1	3.3
Other Central America	1.433	1.767	3.405	3.3	3.9
Caribbean	1.028	1.018	2.293	2.4	2.2
South America	16.336	14.595	30.050	28.6	28.2
Argentina	1.003	1.088	1.998	2.2	2.2
Brazil	4.874	3.264	9.406	7.6	7.4
Chile	1.781	1.460	3.283	3.4	3.0
Colombia	2.721	2.888	5.469	5.6	5.4
Peru	3.606	3.445	5.338	5.4	5.3
Other South America	2.351	2.450	4.557	4.4	4.9
Europe and Eurasia	**21.302**	**15.507**	**40.718**	**34.6**	**33.5**
European Union-27	18.490	13.634	35.400	30.0	29.4
United Kingdom	1.513	0.878	2.660	2.1	2.0
Other Europe and Eurasia 1/	1.299	0.995	2.658	2.5	2.1
Asia	**16.801**	**12.785**	**32.955**	**27.3**	**28.2**
East Asia	4.923	3.697	8.706	7.5	8.0
China	3.064	1.871	4.871	3.9	4.1
Other East Asia	1.859	1.826	3.835	3.6	3.9
Southeast Asia	9.601	7.631	19.690	16.4	16.3
Indonesia	2.497	2.233	5.190	4.7	4.7
Malaysia	0.948	0.912	1.966	1.8	1.8
Thailand	2.029	1.828	4.194	3.8	4.1
Vietnam	1.622	1.658	3.514	3.3	3.7
Other Southeast Asia	2.505	1.000	4.826	2.8	2.0
South Asia	2.278	1.457	4.559	3.4	3.9
India	1.992	1.189	3.980	2.8	3.3
Oceania	**4.982**	**5.509**	**10.443**	**11.5**	**11.8**
Australia	3.134	3.626	6.476	7.6	7.6
New Zealand	1.702	1.770	3.688	3.7	3.9
Africa	**2.722**	**2.930**	**5.858**	**5.1**	**5.8**
Sub-Saharan Africa	2.127	2.422	4.662	3.7	4.3
Côte d'Ivoire	0.780	1.003	1.527	1.1	1.5
Middle East	**1.484**	**1.320**	**2.893**	**2.9**	**2.7**
Turkey	1.019	0.920	2.046	2.0	1.9
World total	**114.427**	**99.358**	**219.361**	**203.0**	**205.5**

Note: Totals may not add due to rounding. Fiscal year is defined as October 1 of previous year through September 30 of current year. 1/ Other Europe and Eurasia includes the 12 countries that were formerly part of the Soviet Union, Switzerland, Serbia, Norway, North Macedonia, Iceland, Albania, Bosnia and Herzegovina, Montenegro, and Kosovo.
Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service analysis and forecasts using data from U.S. Department of Commerce, Bureau of the Census.

Table 7–Reliability of quarterly U.S. export projections, by commodity and quarter 1/

	Root mean squared error (RMSE) 2/ Fiscal years 2021–25					Forecast errors Fiscal year 2025				
Commodity	Aug.	Nov.	Feb.	May	Aug.	Aug.	Nov.	Feb.	May	Aug.
			RMSE					Percent		
Export value										
Grains and feeds	**7.2**	**5.9**	**4.2**	**1.8**	**0.5**	**-10**	**-9**	**-6**	**-6**	**-3**
Wheat	1.1	1.0	0.9	0.5	0.2	-1	-3	-4	-8	-4
Rice	0.4	0.3	0.2	0.2	0.1	12	12	3	3	-2
Corn	5.2	3.9	2.9	1.3	0.7	-28	-27	-19	-14	-7
Sorghum 3/	NA	NA	NA	0.2	0.1	100	118	82	9	9
Feeds and fodder	1.2	1.2	1.0	0.7	0.3	3	1	4	4	3
Oilseeds and products	**4.2**	**3.1**	**1.4**	**1.5**	**1.3**	**-1**	**-3**	**-6**	**-3**	**-3**
Soybeans	3.2	2.3	1.2	1.2	1.2	3	2	-4	-3	-3
Soybean meal	1.0	0.8	0.4	0.4	0.3	-2	-3	-7	-7	-8
Soybean oil	0.5	0.5	0.3	0.2	0.0	-76	-76	-35	-11	5
Livestock, poultry, and dairy	**3.3**	**3.0**	**2.5**	**1.4**	**0.5**	**-1**	**0**	**1**	**-1**	**-1**
Livestock products	1.9	1.9	1.5	0.9	0.2	3	4	5	1	0
Beef and veal	1.5	1.3	1.0	0.6	0.2	-3	2	5	4	2
Pork	0.4	0.4	0.3	0.2	0.1	2	4	5	1	0
Beef and pork variety meats	0.2	0.2	0.2	0.1	0.1	12	12	12	7	2
Hides, skins, and furs	0.1	0.1	0.1	0.1	0.1	24	10	10	-4	10
Poultry and products	0.6	0.5	0.4	0.2	0.1	-1	-1	-1	0	0
Broiler meat	0.4	0.2	0.2	0.2	0.1	-2	-2	0	0	0
Dairy products	1.0	0.9	0.8	0.5	0.2	-12	-9	-7	-6	-2
Tobacco, unmanufactured	**0.3**	**0.3**	**0.4**	**0.3**	**0.1**	**-7**	**-7**	**-7**	**7**	**0**
Cotton 4/	**1.2**	**0.9**	**0.7**	**0.5**	**0.2**	**-8**	**-12**	**-16**	**-12**	**-2**
Planting seeds	**0.1**	**0.1**	**0.1**	**0.1**	**0.0**	**6**	**6**	**6**	**6**	**0**
Horticultural products 4/	**1.8**	**1.9**	**1.7**	**2.0**	**0.4**	**0**	**0**	**0**	**-1**	**0**
Fruits and vegetables, fresh	0.3	0.4	0.4	0.3	0.1	3	5	5	3	2
Fruits and vegetables, processed	0.5	0.5	0.5	0.5	0.3	6	7	7	7	3
Tree nuts, whole/processed	0.9	0.9	0.6	0.6	0.2	-6	-6	-6	-6	-3
Sugar and tropical products	**0.6**	**0.5**	**0.4**	**0.3**	**0.3**	**-4**	**-3**	**-3**	**-5**	**-3**
Ethanol 3/	**NA**	**NA**	**NA**	**NA**	**0.2**	**-6**	**-9**	**-9**	**-6**	**-2**
Total agricultural exports 4/	**18.1**	**14.4**	**9.8**	**5.4**	**1.4**	**-3**	**-3**	**-3**	**-3**	**-1**
Major bulk products 4/	**10.6**	**7.2**	**5.0**	**2.2**	**1.5**	**-7**	**-8**	**-9**	**-8**	**-4**
Export volume										
Wheat	2.7	1.8	1.8	1.2	0.7	-6	-6	-7	-8	-5
Rice	0.8	0.5	0.4	0.2	0.1	19	16	6	0	0
Corn	12.9	10.0	7.3	6.4	2.6	-23	-22	-17	-12	-5
Sorghum 3/	NA	NA	NA	NA	0.3	103	129	85	-3	6
Feeds and fodder	1.5	1.3	1.1	0.9	0.5	6	6	8	7	3
Soybeans	2.7	2.2	2.5	2.5	2.2	-1	-2	-2	-1	0
Soybean meal	0.6	0.6	0.7	0.5	0.3	-4	-5	-5	-5	-2
Soybean oil	0.5	0.5	0.3	0.1	0.0	-73	-73	-38	-3	6
Beef and veal	0.1	0.1	0.1	0.1	0.0	-2	-2	4	-2	-2
Pork	0.2	0.2	0.1	0.1	0.0	4	4	3	0	0
Beef and pork variety meats	0.1	0.1	0.1	0.1	0.0	4	4	6	4	4
Broiler meat	0.2	0.2	0.1	0.1	0.0	4	4	1	1	1
Cotton	0.2	0.2	0.2	0.2	0.1	-5	-8	-12	-8	-1
Major bulk products 4/	16.7	11.9	8.5	7.2	4.4	-10	-10	-9	-8	-3

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year. 2/ Root mean squared error (RMSE) is the squared root of the average squared difference between the forecast and actual values. 3/ NA indicates that statistics were not able to be calculated because forecasts were not made for these commodities prior to the March 2021 change to USDA's definition of "Agricultural Products" for the purposes of international trade; the first forecast using this definition was made in August 2021. 4/ Due to the change in agricultural trade product definition adopted by USDA in March of 2021, the RMSEs and percent forecast errors for these categories combine errors of forecasts and actual trade values and volumes using both definitions.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service.

Table 8–Reliability of quarterly U.S. export projections, by country and quarter 1/

	Root mean squared error (RMSE) 2/ Fiscal years 2021–25					Forecast errors Fiscal year 2025				
Region and country	Aug.	Nov.	Feb.	May	Aug.	Aug.	Nov.	Feb.	May	Aug.
Export value			RMSE					Percent		
Asia	**6.3**	**5.7**	**3.6**	**1.5**	**1.7**	**5**	**4**	**3**	**0**	**0**
East Asia	5.6	4.9	2.9	0.8	1.7	11	10	7	3	1
Japan	1.7	1.7	1.0	0.6	0.2	-8	-7	-5	-1	-1
China	5.1	4.6	3.0	1.5	1.8	48	43	35	14	5
Hong Kong	0.4	0.4	0.3	0.3	0.2	17	17	-11	-11	-4
Taiwan	0.4	0.4	0.4	0.4	0.1	-15	-15	-13	-11	-3
South Korea	1.2	1.2	1.2	0.6	0.2	-17	-15	-12	-4	-1
Southeast Asia	0.9	1.0	1.0	0.8	0.3	-5	-5	-4	-4	-2
Indonesia	0.2	0.2	0.2	0.2	0.2	10	10	10	-2	-2
Philippines	0.3	0.4	0.3	0.1	0.1	11	11	2	-4	-4
Malaysia	0.2	0.2	0.1	0.1	0.1	-10	-10	-10	-10	0
Thailand	0.2	0.2	0.1	0.1	0.1	-20	-20	-6	2	2
Vietnam	0.6	0.6	0.5	0.3	0.2	-29	-29	-22	-12	-3
South Asia	0.9	0.8	0.6	0.4	0.1	-24	-24	-20	-11	-2
India	0.6	0.6	0.4	0.3	0.1	-20	-20	-20	-13	1
Western Hemisphere	**8.5**	**7.9**	**5.7**	**4.0**	**1.5**	**-4**	**-3**	**-3**	**-3**	**-1**
North America	5.9	5.4	3.8	3.3	1.2	-1	1	0	-2	-1
Canada	2.6	2.5	1.8	1.2	0.3	2	4	1	-3	-1
Mexico	3.3	3.0	2.1	2.2	0.9	-4	-1	-1	-1	0
Caribbean	0.6	0.5	0.5	0.3	0.1	-9	-9	-9	-6	-1
Dominican Republic	0.2	0.2	0.2	0.1	0.1	-12	-12	-12	-3	1
Central America	1.2	1.2	1.0	0.5	0.2	-17	-17	-13	-6	-2
South America	1.3	1.3	0.9	0.7	0.2	-14	-14	-10	-4	-4
Brazil	0.1	0.1	0.1	0.1	0.1	-13	-13	-13	-2	-2
Colombia	0.9	1.0	0.6	0.3	0.2	-19	-19	-13	-5	-3
Peru	0.2	0.2	0.1	0.1	0.1	-23	-23	-12	10	10
Venezuela	0.2	0.2	0.2	0.1	0.1	-6	-6	-6	-6	-20
Europe and Eurasia	**1.2**	**1.3**	**1.0**	**0.7**	**0.3**	**-10**	**-10**	**-9**	**-6**	**-3**
European Union-27 3/	1.0	1.1	0.9	0.7	0.2	-11	-11	-9	-6	-2
United Kingdom 4/	NA	NA	NA	NA	0.1	-1	-1	-1	3	-1
FSU-12 5/	0.1	0.1	0.1	0.1	0.1	-13	-13	-13	-13	-13
Russia	0.1	0.1	0.0	0.0	0.0	39	39	39	39	39
Middle East	**0.7**	**0.6**	**0.5**	**0.3**	**0.2**	**-12**	**-12**	**-7**	**-4**	**-4**
Turkey	0.5	0.5	0.3	0.2	0.1	-33	-33	-17	4	4
Saudi Arabia	0.1	0.1	0.1	0.1	0.1	12	12	12	-4	-4
Africa	**1.7**	**1.6**	**1.2**	**0.9**	**0.3**	**-46**	**-42**	**-35**	**-21**	**-7**
North Africa	1.1	1.1	0.8	0.7	0.3	-48	-46	-37	-20	-8
Egypt	1.0	1.1	0.8	0.7	0.1	-61	-61	-46	-21	-1
Sub-Saharan Africa	0.7	0.6	0.5	0.4	0.2	-42	-37	-33	-24	-6
Nigeria	0.4	0.3	0.2	0.2	0.1	-82	-82	-64	-46	-10
Oceania	**0.2**	**0.2**	**0.2**	**0.1**	**0.1**	**-15**	**-15**	**-15**	**-11**	**-3**

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year. 2/ Root mean squared error (RMSE) is the squared root of the average squared difference between the forecast and actual values. 3/ The RMSEs and percent forecast errors for these categories combine errors of forecasts and actual trade values for the European Union (EU) before and after the United Kingdom (U.K.) separated from the union in 2021; the first forecast for the EU without the U.K. was August 2021. 4/ NA indicates that statistics were not able to be calculated because forecasts were not made for these trade partners/groups prior to the U.K. separating from the EU in 2021; the first forecast using this definition was made in August 2021. 5/ The 15 Republics of the former Soviet Union (FSU) minus the 3 Baltic Republics: Latvia, Estonia, and Lithuania.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service.

Table 9–Reliability of quarterly U.S. import projections, by commodity and quarter 1/

	Root mean squared error (RMSE) 2/ Fiscal years 2021–25					Forecast errors Fiscal year 2025				
Commodity	Aug.	Nov.	Feb.	May	Aug.	Aug.	Nov.	Feb.	May	Aug.
Import value			RMSE					Percent		
Livestock, dairy, and poultry	**3.4**	**2.9**	**1.8**	**1.2**	**0.8**	**-7**	**-5**	**-4**	**-3**	**0**
Livestock and meats	2.8	2.4	1.7	1.2	0.6	-9	-7	-7	-5	-1
Cattle and calves	0.4	0.4	0.2	0.2	0.1	31	31	1	-4	9
Swine	0.2	0.1	0.1	0.0	0.0	-18	-2	-2	-2	-2
Beef and veal	1.6	1.3	0.8	0.6	0.2	-19	-16	-11	-3	-1
Pork	0.5	0.4	0.2	0.2	0.1	0	4	0	-5	0
Poultry 3/	NA	NA	NA	NA	0.0	-12	-4	3	3	3
Dairy products	0.7	0.7	0.4	0.3	0.2	2	4	6	2	0
Cheese	0.1	0.2	0.2	0.2	0.0	1	12	18	12	1
Grains and feed	**2.1**	**1.8**	**1.6**	**1.0**	**0.4**	**2**	**3**	**5**	**3**	**-1**
Grain products	1.7	1.5	1.3	0.8	0.4	5	8	8	5	1
Oilseeds and products	**3.1**	**2.7**	**2.6**	**2.1**	**0.5**	**6**	**7**	**6**	**3**	**-2**
Vegetable oils	2.1	1.8	1.6	1.0	0.5	12	13	12	7	1
Horticulture products 4/	**9.7**	**9.2**	**8.7**	**6.9**	**1.7**	**3**	**4**	**6**	**6**	**2**
Fruits, fresh	1.2	1.1	0.8	0.7	0.3	0	-1	3	7	3
Fruits, preserved	1.1	1.1	0.8	0.4	0.2	-11	-10	-4	0	-3
Fruit juices	0.6	0.6	0.5	0.3	0.1	-16	-14	-4	0	-4
Nuts, whole and processed	0.3	0.3	0.2	0.1	0.2	-12	-1	-1	-1	-1
Vegetables, fresh	1.0	0.9	0.9	0.7	0.1	14	14	14	11	1
Vegetables, processed	0.6	0.6	0.5	0.4	0.1	0	0	5	4	0
Wine	0.8	0.7	0.7	0.5	0.3	0	1	4	4	3
Malt beer	0.5	0.6	0.5	0.3	0.1	9	11	7	4	2
Distilled spirits 3/	NA	NA	NA	NA	0.5	14	18	18	15	7
Essential oils	0.6	0.6	0.6	0.5	0.3	17	20	20	11	11
Cut flowers and nursery stock	0.5	0.5	0.4	0.2	0.1	2	5	5	2	2
Sugar and tropical products 4/	**4.9**	**4.3**	**3.4**	**2.7**	**0.6**	**-25**	**-21**	**-17**	**-13**	**0**
Sweeteners and products	0.8	0.8	0.7	0.5	0.2	5	5	6	2	-2
Confections	0.4	0.4	0.3	0.2	0.1	-1	2	2	2	-4
Cocoa and products	2.7	2.3	1.9	1.4	0.4	-46	-40	-33	-24	1
Coffee beans and products	2.5	2.2	1.8	1.3	0.5	-31	-28	-23	-16	-2
Other imports	**1.0**	**1.0**	**1.0**	**1.1**	**0.2**	**0**	**0**	**-2**	**-5**	**-2**
Total agricultural imports	**20.2**	**17.9**	**15.3**	**11.5**	**3.0**	**-3**	**-2**	**0**	**0**	**0**
Import volume										
Cattle and calves	0.5	0.4	0.2	0.2	0.1	73	65	24	-9	-1
Swine	0.9	0.7	0.5	0.3	0.4	-1	-2	-1	-2	-2
Beef and veal	0.2	0.2	0.1	0.1	0.0	-23	-18	-12	-7	-1
Pork	0.1	0.1	0.0	0.0	0.0	6	6	6	6	6
Fruits, fresh	0.5	0.3	0.2	0.2	0.2	-2	-2	0	1	0
Fruits, processed	0.1	0.2	0.1	0.1	0.1	-6	-6	-2	-2	-2
Fruit juices	0.9	0.5	0.4	0.3	0.3	-2	-2	0	3	-2
Vegetables, fresh	0.4	0.3	0.3	0.2	0.1	1	2	3	2	-2
Vegetables, processed	0.5	0.4	0.4	0.3	0.2	1	1	3	3	-1
Vegetable oils	1.2	1.3	1.1	0.9	0.7	13	19	16	6	-2
Wine	0.2	0.2	0.2	0.2	0.1	-3	-3	-3	-3	4
Malt beer	0.4	0.3	0.3	0.2	0.1	10	10	3	3	3
Distilled spirits 3/	NA	NA	NA	NA	0.0	-3	-3	-3	-3	-3
Cocoa and products	0.2	0.1	0.1	0.1	0.1	-17	-10	-10	-3	-3
Coffee and products	0.1	0.1	0.1	0.1	0.0	-7	-7	-1	5	-1

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year. 2/ Root mean squared error (RMSE) is the squared root of the average squared difference between the forecast and actual value. 3/ NA indicates that statistics were not able to be calculated because forecasts were not made for these commodities prior to the March 2021 change to USDA's definition of "Agricultural Products" for the purposes of international trade; the first forecast using this definition was made in August 2021. 4/ Due to the change in agricultural trade product definition adopted by USDA in March of 2021, the RMSEs and percent forecast errors for these categories combine errors of forecasts and actual trade values and volumes using both definitions.

Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service.

Table 10–Reliability of quarterly U.S. import projections, by country and quarter 1/

	Root mean squared error (RMSE) 2/ Fiscal years 2021–25					Forecast errors Fiscal year 2025				
Region and country	Aug.	Nov.	Feb.	May	Aug.	Aug.	Nov.	Feb.	May	Aug.
Import value			RMSE					Percent		
Western Hemisphere	**12.2**	**10.7**	**8.6**	**6.1**	**2.2**	**0**	**1**	**2**	**3**	**1**
Canada	4.3	3.6	3.0	2.3	0.7	6	7	8	7	-1
Mexico	4.9	4.6	3.9	2.8	1.1	9	9	8	8	3
Central America	0.9	0.5	0.4	0.5	0.4	-6	-3	-3	-4	0
Costa Rica	0.2	0.2	0.2	0.1	0.1	2	2	2	2	2
Guatemala	0.3	0.2	0.2	0.1	0.1	-7	-4	-4	-4	2
Other Central America	0.7	0.5	0.4	0.4	0.3	-9	-6	-6	-9	-3
Caribbean	0.7	0.6	0.5	0.5	0.4	-8	-4	-4	-4	0
South America	3.6	3.5	2.6	1.5	0.5	-19	-17	-11	-7	0
Argentina	0.3	0.3	0.2	0.2	0.2	-10	-10	0	5	5
Brazil	1.3	1.2	0.9	0.6	0.2	-22	-18	-12	-9	0
Chile	0.4	0.4	0.3	0.1	0.1	10	7	1	-3	1
Colombia	0.8	0.8	0.6	0.3	0.1	-23	-21	-18	-10	1
Peru	0.6	0.7	0.5	0.3	0.2	-19	-19	-10	-6	-1
Other South America	0.7	0.7	0.5	0.4	0.2	-32	-30	-19	-12	-3
Europe and Eurasia	**3.3**	**3.3**	**3.4**	**2.7**	**1.0**	**2**	**3**	**5**	**3**	**3**
European Union-27 3/	3.5	3.4	3.5	2.7	0.8	1	3	5	3	3
United Kingdom 4/	NA	NA	NA	NA	0.6	5	5	5	5	5
Other Europe and Eurasia 5/	NA	NA	NA	NA	NA	2	-2	-2	-6	-2
Asia	**3.5**	**3.1**	**2.6**	**1.8**	**0.8**	**-13**	**-10**	**-6**	**-6**	**-4**
East Asia	1.2	1.3	1.0	0.6	0.3	5	7	13	2	-4
China	0.9	0.9	0.8	0.5	0.2	13	19	25	7	-4
Other East Asia	0.6	0.7	0.5	0.3	0.2	-6	-9	-4	-4	-4
Southeast Asia	2.7	2.4	2.1	1.3	0.8	-21	-17	-14	-10	-2
Indonesia	1.2	1.1	0.8	0.6	0.5	-27	-23	-21	-15	-4
Malaysia	0.5	0.3	0.4	0.3	0.1	-54	-34	-39	-24	-3
Thailand	0.4	0.5	0.5	0.3	0.2	-14	-14	-12	-9	-5
Vietnam	0.6	0.5	0.4	0.2	0.2	-20	-15	-6	-6	2
Other Southeast Asia	0.6	0.6	0.7	0.4	0.3	-7	-7	-5	-3	-3
South Asia	0.4	0.4	0.3	0.2	0.2	-14	-12	-8	-6	-8
India	0.4	0.3	0.3	0.2	0.2	-15	-12	-7	-5	-7
Oceania	1.3	1.2	0.9	0.9	0.6	-18	-14	-8	-6	-5
Australia	1.0	0.9	0.7	0.6	0.4	-23	-18	-9	-6	-6
New Zealand	0.4	0.4	0.2	0.2	0.2	-5	-2	-2	-2	-2
Africa	**1.0**	**0.9**	**0.8**	**0.6**	**0.2**	**-32**	**-30**	**-28**	**-21**	**4**
Sub-Saharan Africa	0.9	0.8	0.7	0.6	0.1	-40	-36	-34	-25	1
Côte d'Ivoire	0.5	0.4	0.4	0.2	0.1	-61	-48	-41	-28	5
Middle East	**0.4**	**0.4**	**0.3**	**0.3**	**0.1**	**-3**	**0**	**0**	**-3**	**0**
Turkey	0.4	0.3	0.2	0.2	0.1	-7	-2	-2	-7	-2

1/ Fiscal year is defined as October 1 of previous year through September 30 of current year. 2/ Root mean squared error (RMSE) is the squared root of the average squared difference between the forecast and actual value. 3/ The RMSEs and percent forecast errors for these categories combine errors of forecasts and actual trade values for the European Union (EU) before and after the United Kingdom (U.K.) separated from the union in 2021; the first forecast for the EU without the U.K. was August 2021. 4/ NA indicates that statistics were not able to be calculated because forecasts were not made for these trade partners/groups prior to the U.K. separating from the EU in 2021; the first forecast using this definition was made in August 2021. 5/ NA indicates that statistics were not able to be calculated because forecasts were not made for these trade partners/groups; the first forecast using this definition was made in August 2023.
Source: USDA, Economic Research Service and USDA, Foreign Agricultural Service.

The quarterly *Outlook for U.S. Agricultural Trade* report is developed from contributions by analysts from USDA, Economic Research Service and USDA, Foreign Agricultural Service. The World Agricultural Outlook Board reviews and approves the report.

Suggested Citation

U.S. Department of Agriculture, Economic Research Service and U.S. Department of Agriculture, Foreign Agricultural Service. (2026). *Outlook for U.S. agricultural trade: May 2026* (Report No. AES-136).

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USDA NIFA Launches New Rapid Response Grant Opportunity to Combat Emerging Agricultural Threats

March 16, 2026

KANSAS CITY, MO., March 16, 2026 — The U.S. Department of Agriculture's National Institute of Food and Agriculture (NIFA) announces the launch of a new competitive grant opportunity aimed at rapidly addressing emerging and re-emerging pest and disease threats across the nation's food and agricultural systems.

The grant opportunity, Rapid Response to Emerging and Re-emerging Pest and Disease Events Across Food and Agricultural Systems, is designed to deploy timely, science-based solutions to protect agricultural productivity, ecosystem health, and food security.

"Invasive and emerging pests and diseases can devastate crops, livestock, and ecosystems, disrupt supply chains and threaten food security," said NIFA Director Dr. Jaye Hamby. "This opportunity empowers researchers and Extension professionals to act quickly, delivering practical solutions that safeguard our agricultural communities and the nation's food supply."

This grant opportunity is part of NIFA's Agriculture and Food Research Initiative (AFRI) competitive grant program. It is designed to improve plant and animal production, and human and environmental health. AFRI is the nation's leading and largest competitive grant program for agricultural sciences. This funding is available to eligible colleges, universities, and other research organizations.

With a maximum award of $500,000 and a grant duration of 12 to 24 months, the grant opportunity supports grants for research, Extension, or integrated projects. Applications are accepted on a continuous basis, within 180 days of a qualifying pest or disease event, ensuring swift mobilization of resources when threats arise.

Applications must directly address the effects associated with the emergence or re-emergence within the last 180 days of pests and/or disease in animal and/or plant production systems or within the food supply, and one or more of the following emphasis

areas: One Health, plant and animal health, and ecosystem health.

Funded projects will focus on applied research and Extension and outreach activities that generate actionable knowledge and tools. These may include:

- Rapid understanding of pest/pathogen ecology, epidemiology, and immunology.
- Development and validation of diagnostics, vaccines, and control methods.
- Communication strategies, training opportunities, and best practices for mitigation.
- Technologies and protocols for detection, management, and prevention.

To ensure impact, projects must implement or develop at least one deliverable within six months of award receipt, with all activities completed within the grant period. Proposals are encouraged to integrate biological and social sciences, engage public-private partnerships, and support small- and medium-sized farms and ranches.

“This opportunity reflects USDA’s commitment to proactive, science-driven responses to agricultural threats,” Hamby said. “By supporting rapid innovation and collaboration, we’re helping communities stay resilient in the face of evolving challenges.”

The opportunity also welcomes proposals that address ecosystem health, including strategies to mitigate the environmental impacts of pests and diseases affecting plants, animals, and pollinators. Projects that incorporate community development, youth development, and 4-H are also eligible, provided they align with the opportunity’s emphasis areas.

Applicants are encouraged to coordinate efforts across institutions and regions, and to contact program staff at afri-rapidresponse@usda.gov with questions regarding project fit. While this opportunity is designed for short-term, rapid response efforts, longer-term projects may be better suited for other AFRI opportunity area priorities such as Agricultural Biosecurity, Diseases of Agricultural Animals, or Food Safety and Defense.

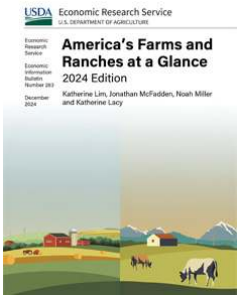
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Page last updated: March 17, 2026

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America's Farms and Ranches at a Glance: 2024 Edition

by Katherine Lim, Jonathan McFadden, Noah Miller and Katherine Lacy

12/10/2024

EIB-283

On this page

Overview

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Overview

American farms represent a diverse set of business operations and farm operators. This annual report describes the characteristics of U.S. farms and ranches with the most recent data from the Agricultural Resource Management Survey (ARMS). Statistics for calendar year 2023 are presented using a farm classification developed by USDA, ERS to categorize farms into groups based on each farm's annual gross cash farm income, the main occupation of the farm's principal operator, and ownership (family versus nonfamily). This edition contains two new sections: (1) a section documenting farmers' unpriced inventory held both on- and off-farm, and (2) a section outlining adoption rates for key precision agriculture technologies and the reasons provided by producers for their precision technology adoption decisions.

Federal Register
Vol. 91, No. 124
Tuesday, June 30, 2026

Presidential Documents

Title 3—

The President

Executive Order 14414 of June 25, 2026

Advancing Regenerative Agriculture and Strengthening American Farm Resilience

By the authority vested in me as President by the Constitution and the laws of the United States of America, it is hereby ordered:

Section 1. *Purpose and Policy.* Executive Order 14212 of February 13, 2025 (Establishing the President's Make America Healthy Again Commission) established the Make America Healthy Again (MAHA) Commission, with an initial mission to address the childhood chronic disease crisis, and directed the involved executive departments and agencies to work with farmers to ensure that United States food is the healthiest, most abundant, and most affordable in the world. American farmers and ranchers are essential partners in achieving the MAHA agenda, and the Department of Health and Human Services (HHS), the Department of Agriculture (USDA), and the Environmental Protection Agency (EPA) have already made a historic investment of over $1 billion in accelerating farm modernization and long-term food supply security.

American farmers and ranchers have always prioritized care of their land and are increasingly interested in adopting innovative conservation farming practices like regenerative agriculture. These practices strengthen soil health, lower input costs, improve chemical efficiency to reduce overall use, improve farm profitability, maintain yields, increase market value, expand access to new markets, and strengthen rural economies. My Administration is committed to further actions that support farmers and ranchers as they seek to adopt these practices.

Therefore, it is the policy of the United States to promote continued advances in precision agriculture technologies; significantly increase Federal investment in regenerative agriculture practices, research, and education; and spur private-sector innovation in farm modernization by reducing red tape and strengthening public-private partnerships. These actions empower American farmers and ranchers with the additional mechanisms to ensure a healthy, abundant, and affordable food supply for the American people.

Sec. 2. *Ensuring Access to Modern Products and Practices and Accurate Labeling.* (a) The Administrator of the EPA (Administrator) shall prioritize registration actions related to substances that can be used as alternatives to older active ingredients; *provided,* that the Administrator shall undertake all registration actions, including human health and ecological risk assessments, as expeditiously as possible as required by statute.

(b) The Administrator shall, consistent with existing statute and regulations, review all available data for registered pre-harvest desiccation uses and ensure alignment with all applicable safety and environmental standards, including accurate labeling of chemical products.

(c) The Secretary of Agriculture, the Secretary of HHS, and the Administrator shall expedite development of a research and evaluation framework for cumulative exposure across chemical classes that are regulated by statute in the food supply. This research shall focus on using and developing New Approach Methodologies to promote scientific understanding of human health and environmental risks of chemical contaminants in the food supply, and addressing these risks for greater food security and safety. Nothing in this paragraph shall be construed to direct the Secretary of Agriculture,

the Secretary of HHS, or the Administrator to take any regulatory action beyond current statutory requirements.

(d) The Secretary of HHS, in consultation with the USDA Office of Pest Management Policy and EPA Office of Pesticide Programs, shall issue a grand prize challenge from the National Institutes of Health for researchers to identify creative solutions for evaluating the exposure, diagnosis, and treatments of cumulative chemical exposures on individual health. The Secretary of HHS shall, through the Advanced Research Projects Agency for Health, also prioritize research to identify new, innovative, and cost-effective technologies that reduce reliance on conventional chemical crop protection tools in order to reduce risks to human health.

Sec. 3. *Promoting Regenerative Agriculture Practices and Enhancing Farmer Prosperity.* (a) The Secretary of Agriculture shall maximize the funding of the current Regenerative Pilot Program and evaluate ways to expand the reach of the program, including by sharing the results of the program with a broad audience of stakeholders. This expansion shall include using existing authorities to create public-private partnerships that can bring new capacity to producers interested in adopting regenerative practices.

Sec. 4. *General Provisions.* (a) Nothing in this order shall be construed to impair or otherwise affect:

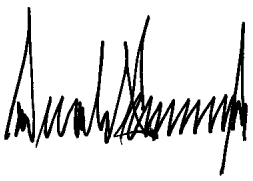
(i) the authority granted by law to an executive department or agency, or the head thereof; or

(ii) the functions of the Director of the Office of Management and Budget relating to budgetary, administrative, or legislative proposals.

(b) This order shall be implemented consistent with applicable law and subject to the availability of appropriations.

(c) This order is not intended to, and does not, create any right or benefit, substantive or procedural, enforceable at law or in equity by any party against the United States, its departments, agencies, or entities, its officers, employees, or agents, or any other person.

(d) The costs for publication of this order shall be borne by the Department of Health and Human Services.



THE WHITE HOUSE,
June 25, 2026.

[FR Doc. 2026–13254
Filed 6–29–26; 11:15 am]
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PRESIDENTIAL ACTIONS

DECLARATION OF EMERGENCY AND AUTHORIZATION FOR TEMPORARY DUTY FREE IMPORTATION OF PHOSPHATE FERTILIZER FROM MOROCCO

Proclamations

June 29, 2026

BY THE PRESIDENT OF THE UNITED STATES OF AMERICA
A PROCLAMATION

1. Fertilizers are an essential component of agriculture and food production. Producers of corn, soybeans, wheat, and a variety of other crops need phosphate fertilizers to ensure strong crop yields to feed the population. Food production is critical to human health, farm security, and to the function of major sectors of the economy, and even isolated interruptions in food production can have serious health and economic consequences. Robust and reliable food production is therefore critical to the economic and national security of the United States.

2. During the planting and growing season, soil and crops require critical nutrients, including the phosphorus supplied by phosphate fertilizers, and in the coming months, farmers will apply more than half of annually consumed phosphate fertilizers between the fall and very early spring prior to next spring's planting. To ensure a stable food supply, predictable and timely sources of phosphate fertilizer must be procured to meet United States demand, which requires adequate supply of phosphate fertilizer, a critical type of plant food.

3. Global supply chains for phosphate fertilizer and fertilizer inputs, including imports of such products into the United States, have been disrupted in recent months by, am[illegible] conflicts in fertilizer-producing regions as well as trade actions taken by ma[illegible]g countries. For example, the United States' largest foreign source of phosphate fertilizer has

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experienced supply chain disruption, placing additional pressure on the farm economy and the production of certain categories of domestic food. Persistent threats to the global fertilizer supply chain, which create rapid price increases and procurement challenges, require the United States to procure phosphate fertilizer from diversified foreign sources to mitigate the significant risk of harm to the agricultural food production of the United States.

4. Currently, United States production of phosphate fertilizer is insufficient to support domestic agricultural food production after accounting for exports. The Federal Government is working with the private sector to expand domestic fertilizer manufacturing capacity, but those efforts will take time to increase the supply materially. Immediate action is necessary and appropriate to ensure in the interim that United States farmers have access to a sufficient and timely supply of phosphate fertilizers during the planting and growing season, to ensure a stable domestic crop supply, and to meet our food production needs.

5. Producers in countries such as the Kingdom of Morocco can supply phosphate fertilizers to the United States without disruption at this time. It is imperative to immediately facilitate importation of phosphate fertilizers from the Kingdom of Morocco to mitigate the significant risk to the agricultural food production of the United States, to safeguard the economic and national security of the United States, and to ensure a stable domestic food supply.

6. Section 318(a) of the Tariff Act of 1930, as amended (19 U.S.C. 1318(a)) (section 318), authorizes the President to declare an emergency for a reason described in section 318(a) and to authorize the Secretary of the Treasury and the Secretary of Commerce, as appropriate and consistent with applicable law, to permit, during the continuance of such emergency, the importation free of duty of food, clothing, and medical, surgical, and other supplies for use in emergency relief work.

NOW, THEREFORE, I, DONALD J. TRUMP, President of the United States of America, by the authority vested in me by the Constitution and the laws of the United States, including section 318 of the Tariff Act of 1930, as amended, and section 301 of title 3, United States Code, do hereby declare an emergency to exist with respect to the threats to the availability of sufficient supplies of fertilizers to meet expected agricultural demand. Pursuant to this declaration, I hereby direct as follows:

(1) To provide additional authority to the Secretary of the Treasury and the Secretary of Commerce to respond to the emergency declared in this proclamation, the authority under section 318 is invoked and made available, according to its terms, to the Secretary of the Treasury and the Secretary of Commerce. The Secretary of the Treasury and the Secretary of Commerce shall, when appropriate, consult with each other before exercising the authority under section 318.

(2) To provide relief from the emergency declared in this proclamation, the Secretary of the Treasury and the Secretary of Commerce, after consultation with the Secretary of Homeland Security, shall take appropriate action within their respective authorities under section 318 to permit until the earlier of 8 months after the date of this proclamation or the [illegible] emergency declared in this proclamation, under such regulations and under such conditions as the

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Secretary of the Treasury and the Secretary of Commerce may use or prescribe, the importation, free of the collection of duties and deposits of estimated duties, if applicable, under sections 1671, 1675, and 1677j of title 19, United States Code, of phosphate fertilizers of the Kingdom of Morocco, and to temporarily extend during such 8-month period or the course of the emergency, as applicable, the time therein prescribed for the performance of any act related to such imports.

(3) Pursuant to section 318, the Secretary of the Treasury and the Secretary of Commerce, in consultation with any senior official they deem appropriate, shall monitor and review the status of circumstances related to the emergency declared in this proclamation. The Secretary of the Treasury and the Secretary of Commerce shall also inform the President of any circumstance that, in their opinion, might indicate the need for further action by the President, including under section 318.

(4) The Secretary of the Treasury or the Secretary of Commerce, when appropriate, shall report to the Congress any action taken under the provisions of section 318.

(5) Any provision of previous proclamations and Executive Orders that is inconsistent with this proclamation is superseded to the extent of such inconsistency. If any provision of this proclamation or the application of any provision to any individual or circumstance is held to be invalid, the remainder of this proclamation and the application of its provisions to any other individuals or circumstances shall not be affected.

(6)(a) Nothing in this proclamation shall be construed to impair or otherwise affect:

(i) the authority granted by law to an executive department or agency, or the head thereof; or

(ii) the functions of the Director of the Office of Management and Budget relating to budgetary, administrative, or legislative proposals.

(b) This proclamation shall be implemented consistent with applicable law and subject to the availability of appropriations.

(c) This proclamation is not intended to, and does not, create any right or benefit, substantive or procedural, enforceable at law or in equity by any party against the United States, its departments, agencies, or entities, its officers, employees, or agents, or any other person.

IN WITNESS WHEREOF, I have hereunto set my hand this twenty-ninth day of June, in the year of our Lord two thousand twenty-six, and of the Independence of the United States of America the two hundred and fiftieth.

DONALD J. TRUMP

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USDA's Research Priorities and NIFA's Role

March 12, 2026

NIFA AUTHORS

Dr. Jaye Hamby, Director

Secretary of Agriculture Brooke L. Rollins recently introduced priorities for future USDA funded research and development. These priorities reflect a focused effort to strengthen national security, protect U.S. agriculture and support American farmers, ranchers and consumers.

USDA's Research, Education and Economics Mission (REE) area and the National Institute of Food and Agriculture (NIFA) form the heart of this effort. While our fellow REE agency, the Agricultural Research Service, conducts intramural research, NIFA is the extramural funding agency that partners with Land-grant Universities (LGUs) and others to conduct research across the nation that is locally relevant and applied.

NIFA serves as the bridge between federal investments and on-the-ground impact, supporting the scientists, Extension experts and producers who turn research into results for American agriculture.

Agriculture is a cornerstone of national security, rural prosperity and food security. The work funded and coordinated by NIFA ensures that research is not just theoretical, but practical and responsive to the needs of farmers, ranchers and producers.

The Secretary's priorities provide a clear path forward for how NIFA-funded research, education and outreach will move America forward.

Let's look at the five USDA research priorities and how they align with NIFA's mission and capabilities in partnership with LGUs.



NIFA Director Dr. Jaye Hamby.

Increasing the profitability of farmers and ranchers

NIFA has long supported research that drives increased productivity, but productivity alone does not guarantee profitability.

Through competitive grants programs, capacity funding and Extension programs, NIFA will prioritize research that helps farmers better manage production and market volatility and reduce costs. This includes innovations in artificial intelligence and automation to address labor shortages; precision agriculture tools that improve water efficiency and reduce fertilizer and chemical inputs; and decision-support technologies that help producers rapidly respond to changing markets and growing conditions. Be sure to explore the FY26 Notice of Funding Opportunity for the Specialty Crop Research Initiative when it is announced.

By aligning research funding with profitability outcomes, NIFA can better support innovation that reaches the farm gate and strengthens the prosperity and financial resilience of American producers.

Expanding markets and creating new uses for U.S. agricultural products

NIFA plays a critical role in supporting science that underpins market access and demand creation. Research funded through NIFA and fellow REE agencies, the National Agricultural Statistics Service and the Economic Research Service, generates the data needed to overcome trade barriers that restrict U.S. exports.

In addition, NIFA-supported research spurs innovation in biobased products, renewable materials and biofuels that expand the use of American-grown crops and livestock products. These investments help ensure that strong yields translate into strong demand, higher value and new opportunities for farmers, processors and rural communities.

Protecting the integrity of American agriculture from invasive species and disease

Few areas highlight NIFA's importance more clearly than plant and animal health. Through partnerships with universities, Federal labs, and state agencies, NIFA supports research and education on early detection, prevention and control of invasives pests and diseases.

From Highly Pathogenic Avian Influenza and citrus greening to spotted lanternfly and New World screwworm, invasive threats demand science-based solutions. NIFA-funded research helps develop surveillance tools, treatment methods and management strategies to protect farms before outbreaks become crises. This work is essential not only to agricultural productivity, but to national food security and economic stability as well. Cooperative Extension is a critical link in every community in each step of this process. They are our eyes and ears on the ground taking these tools and discoveries to the field.

Promoting soil health to regenerate long-term productivity of the land

Soil health research has long been the bedrock of NIFA's program portfolio, particularly through LGUs and Cooperative Extension. Farmers and ranchers are the original conservationists, and NIFA ensures that funded research is practical, voluntary and grounded in real-world conditions with outcomes that benefit both producers and the environment. Research and development that promotes soil health, increases water-use efficiency, and reduces inputs helps farms and ranches remain productive for generations to come.

By investing in soil health, NIFA helps ensure that American farmland remains productive, resilient and profitable.

Improving human health through precision nutrition and food quality

Substantial and robust evidence shows that a healthy diet can help people achieve and maintain good health and reduce the risk of chronic diseases throughout their lives.

NIFA-supported research investigates ways to produce more nutrient-dense foods that can improve American diets. NIFA-managed, Extension-led nutrition education programs are at work in communities across the nation helping people of all ages understand how to integrate healthy diets into their daily lives. Increased research on precision nutrition will further our understanding of how healthy diet patterns impact individuals so more targeted, individualized nutritional recommendations can encourage healthy choices, healthy outcomes and healthy families.

Additionally, research and development to increase the nutritional value, safety and quality of foods should lead to increased demand for and access to local agricultural products.

As we celebrate 2026 National Ag Week and the 250th anniversary of the Nation, let us remember that agriculture is foundational to our strength and health as a nation and the work we are doing today will help secure our future tomorrow.

TOPIC:
Advanced Technologies
Animals
Environment
Farming and Ranching
Food and Nutrition Security

Page last updated: March 18, 2026

An official website of the United States government Here's how you know



NRCS Priorities

Feedback

For 90 years, we have helped people make investments in their operations and local communities to keep working lands working, boost rural economies, increase the competitiveness of American agriculture, and improve the quality of our air, water, soil, and habitat.

NRCS's priorities are:

1. Preserve and Protect Agricultural Land

Goal: *Reduce the loss of productive working lands and safeguard the long-term viability of America's agricultural landscapes.*

- Expand targeted conservation easement programs to slow the loss of 5,000 acres of farmland per day.
- Partner with local governments and land trusts to prioritize farmland preservation.
- Advocate for policies that incentivize keeping land in agricultural production.
- Promote regenerative practices that strengthen soil health and ensure long-term productivity and profitability.
- Integrate whole farm planning into conservation efforts to provide comprehensive support to farmers.

2. Shift to Outcome-Based Conservation and Farmer Empowerment

Goal: *Measure success through outcomes and empower farmers with data, recognition, and market access.*

- Move beyond acres and dollars to track real improvements in water management, soil health, and natural vitality.
- Recognize farmers as the heroes of conservation and highlight their accomplishments through data.
- Support precision agriculture and digital farming tools to enhance productivity and profit.
- Help farmers achieve their goals and receive regulatory and marketplace credit for the voluntary work they have accomplished.

3. Recenter Field Engagement and Technical Assistance

Goal: *Re-establish NRCS's presence in the field to deliver hands-on, personalized support to farmers while building and equipping the next generation of conservation professionals.*

- Reallocate staff time from administrative tasks to direct, field-based service delivery.
- Train and deploy certified conservation planners quickly and effectively.
- Build the next robust generation of technical service providers to ensure producers continue receiving expert, on-the-ground support.
- Flip the service model: meet farmers where they are, not just in the office.
- Use mobile tools and digital platforms to co-create conservation plans on-site.

4. Expand Wildlife Conservation and Outdoor Access

Goal: *Strengthen voluntary conservation efforts that improve wildlife habitat, expand outdoor access, and support rural communities while respecting private property rights and keeping working lands productive.*

- Support voluntary, landowner-led conservation that improves wildlife habitat and outdoor recreation opportunities.
- Expand access for hunting, fishing, and other wildlife-dependent recreation through locally led partnerships.
- Work with farmers, ranchers, forest landowners, states, and tribes to deliver practical conservation solutions on working lands.
- Strengthen rural economies by connecting conservation outcomes with outdoor recreation and land stewardship.
- Ensure wildlife conservation efforts remain incentive-based, locally driven, and respectful of private property rights.

5. Strengthen Partnerships by Streamlining Processes and Accountability

Goal: *Leverage partnerships as force multipliers while reducing internal friction to accelerate conservation outcomes.*

- Accept third-party certified conservation plans that meet or exceed NRCS standards.
- Strengthen local decision-making while maintaining scientific integrity.
- Increase accountability while simultaneously improving responsiveness and services to producers.
- Align partner strengths to maximize measurable conservation plans for producers.
- Support on-farm partnerships that deliver Farmer First, direct-to-producer, conservation services and payments.

6. Optimize Mission Delivery by Strengthening Workforce Culture

Goal: *Allow employees to thrive by empowering them to establish a culture based on trust, transparency, and individual growth.*

- Recruit and employ candidates with up-to-date technology knowledge and expertise.
- Work to retain experienced and highly skilled employees to share their knowledge with early professionals, thus maintaining a knowledgeable workforce.
- Develop and implement a detailed and all-encompassing nationwide training plan to support workforce in acquisition of new skills and improvement of existing competencies.
- Ensure employees are participating in opportunities that enhance professional development.

7. Modernize NRCS Infrastructure and Technology

Goal: *Transform NRCS into a digitally agile agency that empowers staff and farmers through modern tools and systems.*

- Ensure adequate broadband connectivity in every county office to eliminate digital bottlenecks.
- Integrate core software systems into a unified, cloud-based platform for in-field technical service.
- Implement a “One Farmer, One File” system to streamline data access and reduce duplication.
- Replace paper-heavy workflows with real-time digital conservation planning.

NRCS Priorities Mission and Vision One Page PDF (/sites/default/files/2026-06/NRCS%20Priorities%20Mission%20%26%20Vision%20one%20pager.pdf%20%281%29.pdf) (3.17 MB)

Read the news release, USDA’s Natural Resources Conservation Service Unveils New Conservation Priorities to Keep Working Lands in Working Hands (https://www.nrcs.usda.gov/our-agency/news/usdas-natural-resources-conservation-service-unveils-new-conservation-priorities-to).

(https://usda.gov)

Natural Resources Conservation Service

U.S. DEPARTMENT OF AGRICULTURE

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USA.gov (https://usa.gov)

WhiteHouse.gov (https://whitehouse.gov)

Resources

OneFPAC - Employee Links (https://intranet.usda.gov/FPAC/nrcs-resources)

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C.II - Second Prong - Well-Positioned to Advance the Proposed Endeavor

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Professional Registration (CREA-SP)

5071125338

Professional License No.

5071125338

Professional Name

CÉLIO CAETANO DE SOUSA JÚNIOR

Registration Status

ACTIVE

Degree

- AGRONOMIST ENGINEER

Technical Responsability

No company was found under the technical responsibility of CÉLIO CAETANO DE SOUSA JÚNIOR (CREA-SP 5071125338).

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I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 25, 2026

Mais

Pesquisa Pública de Profissional

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CPF

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Registro Profissional (CREASP)

5071125338

Carteira Profissional

5071125338

Nome do Profissional

CÉLIO CAETANO DE SOUSA JÚNIOR

Situação de Registro

ATIVO

Títulos

- ENGENHEIRO AGRÔNOMO

Responsabilidade Técnica

Não foi encontrada nenhuma empresa sob responsabilidade técnica de CÉLIO CAETANO DE SOUSA JÚNIOR (CREASP 5071125338).

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FEDERAL PUBLIC SERVICE

REGIONAL COUNCIL OF ENGINEERING AND AGRONOMY
OF THE STATE OF SÃO PAULO – CREA-SP

CERTIFICATE OF PROFESSIONAL REGISTRATION AND RECORDS

Certificate No.: CI - 3767928/2025

WE HEREBY CERTIFY, at the request of the interested party and for all legal purposes, that upon examination of the records maintained by this Council, it has been verified that the professional identified below is duly registered with CREA-SP pursuant to Law No. 5,194, of December 24, 1966, as follows:

Name: CÉLIO CAETANO DE SOUSA JÚNIOR

CREA-SP Registration No.: 5071125338 **Issued on:** 09/19/2022
National Professional Registration (RNP) No.: 2621276520 (Date of registration with CREA-SP)

CPF No.: 376.368.758-02

ID - General Identity Card: 352742148 SSP/SP

Date of Birth: 02/25/1994

Address: Avenida SARGENTO ROBERTO CARLOS PATINHO, 61 – UP TO 220/221
AYAT CLUB RESIDENCE CONDOMINIUM
ZIP Code 38051-360 – UBERABA – MG

Degree, Program, and Professional Authority:

Degree: AGRONOMIST ENGINEER

Program: AGRONOMIC ENGINEERING

Professional Authority:
Article 5 of CONFEA Resolution No. 218, dated June 29, 1973; Federal Decree No. 23,196, dated October 12, 1933; and Article 7 of Law No. 5,194, of 1966.

Diploma/Certificate Issued on: 04/06/2018

Issued by: FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF THE TRIÂNGULO MINEIRO – UBERABA CAMPUS

Academic Year: 2017 **Date of Degree Conferral:** 02/23/2018

This certificate also serves as a substitute for the professional registration booklet, discontinued by CONFEA Resolution No. 1007 of 2003, and shall cease to be valid should any changes occur in the data described above.

This certificate refers to registration data and records contained in the professional's file and does not invalidate any debts or violations that may subsequently be identified in the name of the above-mentioned professional.

Forgery of this document constitutes a crime under the Brazilian Penal Code, subjecting the offender to the appropriate criminal prosecution and/or corresponding ethical disciplinary proceedings.

The authenticity of this certificate must be verified on the website: www.creasp.org.br

FEDERAL PUBLIC SERVICE

REGIONAL COUNCIL OF ENGINEERING AND AGRONOMY
OF THE STATE OF SÃO PAULO – CREA-SP

CERTIFICATE OF PROFESSIONAL REGISTRATION AND RECORDS

Certificate Control Code: ad5b44ed-bd58-416b-8df3-5e6b08debbe1

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For questions, please contact 0800-0171811, visit www.creasp.org.br through the “Customer Service / Contact Us” link, or contact the UOP OESTE office, located at Avenida BRIGADEIRO FARIA LIMA, 1059, GROUND FLOOR, JD PAULISTANO, SÃO PAULO – SP, ZIP Code 01452-920, or the nearest service unit.

SÃO PAULO, November 21, 2025.

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 25, 2026

SERVIÇO PÚBLICO FEDERAL

CONSELHO REGIONAL DE ENGENHARIA E AGRONOMIA
DO ESTADO DE SÃO PAULO - CREA-SP

CERTIDÃO DE REGISTRO PROFISSIONAL E ANOTAÇÕES

Número da Certidão: *CI - 3767928/2025*

CERTIFICAMOS, a requerimento da parte interessada e para os devidos fins que, fazendo rever os arquivos deste Conselho, foi verificado constar que o profissional abaixo mencionado se encontra registrado neste CREA-SP, nos termos da Lei nr. 5.194, de 24 dezembro de 1966, conforme dados a seguir:

Nome: CÉLIO CAETANO DE SOUSA JÚNIOR

Número de registro no CREA-SP: 5071125338 **Expedido em:** 19/09/2022
(Data de registro no CREA-SP)
Registro Nacional do Profissional: 2621276520

CPF: 376.368.758-02

RG - REGISTRO GERAL: 352742148 SSP/SP

Data de Nascimento: 25/02/1994

Endereço: Avenida SARGENTO ROBERTO CARLOS PATINHO, 61 - ATÉ 220/221
CONDOMÍNIO AYAT CLUB RESIDENCE
38051360 - UBERABA - MG

Título, curso e atribuição:

Título: ENGENHEIRO AGRÔNOMO
Curso: ENGENHARIA AGRONÔMICA
Atribuição:
Artigo 5º da Resolução 218, de 29 de junho de 1973, do CONFEA, Decreto Federal 23.196 de 12 de outubro de 1933 e artigo 7º da Lei 5.194, de 1966.
Diploma/Certificado expedido em: 06/04/2018
Pelo(a): INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO - CAMPUS UBERABA
Ano Letivo: 2017 **Data de Colação de Grau:** 23/02/2018

A presente certidão possui também a finalidade de substituição da carteira profissional de anotações, extinta pela Resolução 1007, de 2003, do Confea, e perderá a validade caso ocorram quaisquer alterações em seus dados acima descritos.

Esta certidão refere-se a dados de registro e anotações constantes do cadastro do profissional, não invalidando qualquer débito ou infração que posteriormente venham ser apurados em nome do(a) profissional acima.

A falsificação deste documento constitui-se em crime previsto no Código Penal Brasileiro, sujeitando o(a) autor(a) à competente ação penal e/ou processo ético respectivo.

A autenticidade desta certidão deverá ser verificada no site: www.creasp.org.br

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Código de controle da certidão: ad5b44ed-bd58-416b-8df3-5e6b08debbe1

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Em caso de dúvidas, consulte 0800-0171811, ou o site www.creasp.org.br, link Atendimento/Fale Conosco ou ainda através da unidade UOP OESTE, situada à Avenida: BRIGADEIRO FARIA LIMA, 1059, TÉRREO, JD PAULISTANO, SÃO PAULO-SP, CEP: 01452-920, ou procure a unidade de atendimento mais próxima.

SÃO PAULO, 21 de Novembro de 2025

Certificate

The City Hall of Uberaba, through the City Department of Social Development, and the Sustainable Food and Nutrition Security Council hereby certify that

CÉLIO CAETANO DE SOUSA JÚNIOR,

participated in the **"4th Municipal Conference on Sustainable Food and Nutrition Security"** held on May 15, 2015, with a workload of 10 hours.

Uberaba, May 15, 2015.

Elaine Donata Ciabotti
President of the Sustainable Food and Nutrition Security Council (COMSEA)

Paulo Piau
Mayor

Roberto Indaiá
Secretary of Social Development

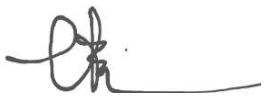
CONSEA-MG

City Department of **Social Development**

CITY HALL OF UBERABA
FOR THE WELL-BEING OF OUR PEOPLE

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

Certificado

A Prefeitura de Uberaba, por meio da Secretaria Municipal de Desenvolvimento Social, e o Conselho de Segurança Alimentar e Nutricional Sustentável, certifica que

CÉLIO CAETANO DE SOUSA JÚNIOR,

Participou da **"IV Conferência Municipal de Segurança Alimentar e Nutricional Sustentável"** realizada no dia 15 de maio de 2015, com carga horária de 10 horas.

Uberaba 15 de Maio de 2015.

Elaine Donata Ciabotti
Presidente do COMSEA

Paulo Piau
Prefeito

Roberto Indaiá
Secretário de Desenvolvimento Social

CONSEA-MG

Secretaria de Desenvolvimento Social

PREFEITURA DE UBERABA
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TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

DECLARATION

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby issues this declaration to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the ***2nd Coffee Growing Seminar***, held on May 20, 2015, with a workload of 3 hours.

Uberaba, May 2015.

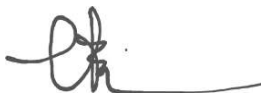
Haroldo Silva Vallone
Event Coordinator

José Lucas V. de B. Chaves
University Outreach Coordinator
Ordinance No. 268/2015

This certificate is registered under number **680**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

INSTITUTO FEDERAL
TRIÂNGULO MINEIRO
Campus Uberaba

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CAMPUS* UBERABA – MG

DECLARAÇÃO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *Campus* Uberaba confere declaração a **CELIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte do ***II Seminário de Cafeicultura***, no dia 20 de maio de 2015, com carga horária de 3h.

Uberaba, maio de 2015.

Haroldo Silva Vallone
Coordenador do Evento

José Lucas V. de B. Chaves
Coordenador de Extensão
Portaria Nº 268/2015

Este certificado encontra-se registrado sob o número **680**, do livro **IFTM-URA, Registro e Controle**

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FEDERAL UNIVERSITY OF SÃO JOÃO DEL-REI
DEPARTMENT OF ANIMAL SCIENCE

CERTIFICATE

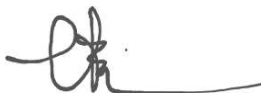
We hereby certify that ***CELIO CAETANO DE SOUSA JUNIOR*** participated in the short course ***"Pasture Fertilization"***, delivered during the 2nd PASTURE SYMPOSIUM (SIMPASTO), with a total workload of 4 hours, on March 18, 2015, at the Federal University of São João del-Rei.

São João del-Rei, March 20, 2015

Janaina Azevedo Martuscello
Coordinator of the Forage Science Study Group

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

UNIVERSIDADE FEDERAL DE SÃO JOÃO DEL-REI
DEPARTAMENTO DE ZOOTECNIA

CERTIFICADO

Certificamos que ***CELIO CAETANO DE SOUSA JUNIOR*** participou do minicurso ***"Adubação de Pastagens"*** ministrado durante o II SIMPÓSIO DE PASTAGENS (SIMPASTO), com carga horária total de 04 horas, no dia 18 de março de 2015 na Universidade Federal de São João del-Rei.

São João Del Rei, 20 de março de 2015

Janaina Azevedo Martuscello
Coordenadora do Grupo de Estudos em Forragicultura

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the short course: ***Irrigation Management and Practices***, held on October 23 and 24, 2013, with a total workload of 16 hours.

Uberaba, April 2014.

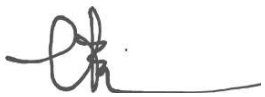
Robson Thomaz Thuler
Event Coordinator

Eduardo Jardel Veiga Gonçalves
University Outreach Coordinator
Ordinance No. 483/2014

This certificate is registered under number **359**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CÂMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *câmpus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte do minicurso: ***Gerenciamento e Manejo de Irrigação***, realizado nos dias 23 e 24 de outubro de 2013, com carga horária total de 16h.

Uberaba, abril de 2014.

Robson Thomaz Thuler
Coordenador do Evento

Eduardo Jardel Veiga Gonçalves
Coordenador de Extensão
Portaria nº 483/2014

Este certificado encontra-se registrado sob o número **359**, do livro **IFTM-URA, Registro e Controle**

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the seminar: ***Biological Control of Pests in Vegetable Crops,*** held on November 6, 2014, during the **Seminar: Pests in Vegetable Crops,** with a total workload of 4 hours.

Uberaba, November 2014.

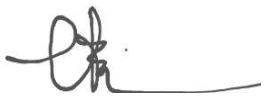
Márcio José de Santana
Event Coordinator

Eduardo Pardel Veiga Gonçalves
University Outreach Coordinator

This certificate is registered under number **2045**, in the **IFTM-URA Registration and Control** book

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Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CAMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *Campus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte do seminário: ***Controle Biológico de Pragas em Hortaliças***, realizada no dia 06 de novembro de 2014, durante o **Seminário: Pragas em Hortaliças**, com carga horária total de 4h.

Uberaba, novembro de 2014.

Márcio José de Santana
Coordenador do Evento

Eduardo Jardel Veiga Gonçalves
Coordenador de Extensão

Este certificado encontra-se registrado sob o número **2045**, do livro **IFTM-URA, Registro e Controle**

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UFSJ
FEDERAL UNIVERSITY
OF SÃO JOÃO DEL-REI

FEDERAL UNIVERSITY OF SÃO JOÃO DEL-REI
DEPARTMENT OF ANIMAL SCIENCE

GEFOR
Forage Science Study Group

CERTIFICATE

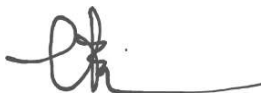
We hereby certify that ***CELIO CAETANO DE SOUSA JUNIOR*** participated in the short course ***"Methods for Estimating Forage Production"***, delivered during the 2ND PASTURE SYMPOSIUM (SIMPASTO), with a total workload of 4 hours, on March 18, 2015, at the Federal University of São João del-Rei.

São João del-Rei, March 20, 2015

Janaina Azevedo Martuscello
Coordinator of the Forage Science Study Group

Scanned with CamScanner

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

UNIVERSIDADE FEDERAL DE SÃO JOÃO DEL-REI
DEPARTAMENTO DE ZOOTECNIA

CERTIFICADO

Certificamos que ***CELIO CAETANO DE SOUSA JUNIOR*** participou do minicurso ***"Métodos para estimativa de produção de forragem"*** ministrado durante o II SIMPÓSIO DE PASTAGENS (SIMPASTO), com carga horária total de 04 horas, no dia 18 de março de 2015 na Universidade Federal de São João del-Rei.

São João Del Rei, 20 de março de 2015

Janaina Azevedo Martuscello
Coordenadora do Grupo de Estudos em Forragicultura

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the **Lecture Series: Soil Fertility and Plant Nutrition**, held on April 23, 2014, with a total workload of 4 hours.

Uberaba, April 2014.

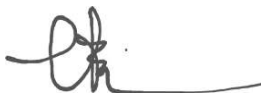
Márcio José de Santana
Event Coordinator

Eduardo Pardel Veiga Gonçalves
University Outreach Coordinator
Ordinance No. 483/2014

This certificate is registered under number **210**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CAMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *Campus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte no **Ciclo de Palestras: Fertilidade do Solo e Nutrição de Plantas**, no dia 23 de abril de 2014, com carga horária total de 04h.

Uberaba, abril de 2014.

Márcio José de Santana
Coordenador do Evento

Eduardo Jardel Veiga Gonçalves
Coordenador de Extensão
Portaria nº 483/2014

Este certificado encontra-se registrado sob o número **210**, do livro **IFTM-URA, Registro e Controle**

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CERTIFICATE

We hereby certify that CÉLIO CAETANO DE SOUSA JUNIOR
participated in the course BEEF CATTLE PRODUCTION, COW-CALF AND BACKGROUNDING,
with a workload of 25 hours, completed on June 22, 2016,
with an achievement of 85%.

Miguel Corrêa
State Department of Science,
Technology and Higher Education

g8kP887xN5

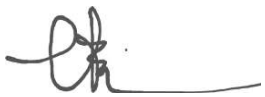
FAPEMIG
Foundation for Research Support of the
State of Minas Gerais

MINAS GERAIS
GOVERNMENT OF ALL

FEDERAL GOVERNMENT
BRASIL
EDUCATING HOMELAND

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

CERTIFICADO

Certificamos que CÉLIO CAETANO DE SOUSA JUNIOR
participou do curso de BOVINOCULTURA DE CORTE, CRIA E RECRIA,
com a carga horária de 25 hora(s), finalizado em 22 junho 2016
e com aproveitamento de 85,00 %

Miguel Corrêa
Secretaria de Estado de Ciência, Tecnologia e Ensino Superior

g8kP887xN5

FAPEMIG
Fundação de Amparo à Pesquisa do Estado de Minas Gerais

MINAS GERAIS
GOVERNO DE TODOS

GOVERNO FEDERAL
BRASIL
PÁTRIA EDUCADORA

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6TH

INTEGRATED ENVIRONMENTAL WEEK OF UBERABA

Certificate

The City Hall of Uberaba, through the City Department of Environment, hereby certifies that

CÉLIO CAETANO DE SOUSA JÚNIOR

participated in the 6th Integrated Environmental Week of Uberaba, on June 7, 2016, totaling 4 (four) hours.

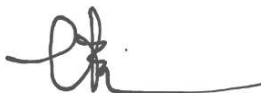
Paulo Piau
Mayor of Uberaba

Marco Túlio Machado Borges Prata
Deputy Municipal Secretary for the Environment

Department of Environment
CITY HALL OF UBERABA
WORKING LIKE NEVER BEFORE

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Date: June 25, 2026.



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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the ***1st Coffee Growing Seminar of IFTM – Uberaba Campus***, held on November 28, 2013, with a workload of 2 hours and 30 minutes.

Uberaba, November 2013.

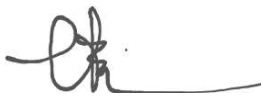
Prof. Haroldo Silva Vallone
Event Coordinator

Cláudio Márcio de Castro
University Outreach Coordinator
Ordinance No. 284/2012

This certificate is registered under number **2457** in the **IFTM-URA Registration and Control** book

Scanned with CamScanner

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Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CÂMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *câmpus* Uberaba confere certificado a **CELIO CAETANO SOUSA JÚNIOR** por participar como ouvinte do ***1º Seminário de Cafeicultura do IFTM - Câmpus Uberaba***, realizado no dia 28 novembro de 2013, com carga horária de 2h e 30min.

Uberaba, novembro de 2013.

Prof. Haroldo Silva Vallone
Coordenador do Evento

Cláudio Márcio de Castro
Coordenador de Extensão
Portaria nº 284/2012

Este certificado encontra-se registrado sob o número **2457**, do livro **IFTM-URA, Registro e Controle**

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participation in the ***7th SEAGRO – Agronomy Academic Week***, held from May 26 to May 28, 2015.

Activities: **1, 2; 3.1; 4.1**. Workload: 17 hours.

Uberaba, July 2015.

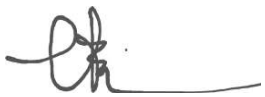
Daniel Rufino Amaral
Event Coordinator

José Lucas V. de B. Chaves
University Outreach Coordinator
Ordinance No. 268/2015

This certificate is registered under number **1096**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CÂMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *câmpus* Uberaba confere certificado a **CÉLIO CAETANO SOUSA JÚNIOR** pela participação na ***VII SEAGRO – Semana Acadêmica da Agronomia***, realizada no período de 26 a 28 de maio de 2015.

Atividades:**1, 2; 3.1; 4.1**. Carga Horária: 17h.

Uberaba, julho de 2015.

Daniel Rufino Amaral
Coordenador do Evento

José Lucas V. de B. Chaves
Coordenador de Extensão
Portaria Nº 268/2015

Este certificado encontra-se registrado sob o número **1096**, do livro **IFTM-URA, Registro e Controle**

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ASSOCIATED COLLEGES OF UBERABA

FAZU

CERTIFICATE

We hereby certify, for due purposes, that Célio Caetano De Sousa Júnior participated in the lecture "Implementation and economic evaluation of fencing in rural properties," promoted by FAZU (Associated Colleges of Uberaba), with a workload of 2 hours, held on August 8, 2016.

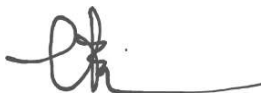
Uberaba, September 1, 2016.

Prof. M.Sc. Carlos Henrique Cavallari Machado
Academic Director

Prof. PhD. João B. G. Costa Junior
Research and University Outreach Coordinator

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

FACULDADES ASSOCIADAS DE UBERABA

CERTIFICADO

Certificamos para os devidos fins que Célio Caetano De Sousa Júnior participou da palestra "Implantação e avaliação econômica de cercas em propriedades rurais" promovido pela Fazu (Faculdades Associadas de Uberaba) com duração de 02 horas, realizado no dia 08 de Agosto de 2016.

Uberaba, 1° de Setembro de 2016.

Prof. M.Sc. Carlos Henrique Cavallari Machado
Diretor Acadêmico

Profª. PhD. João B. G. Costa Junior
Coordenador de Pesquisa e Extensão

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06/30/2016

RENUTRE
Comércio e Representações Ltda.
Retail Trade of Balanced Animal Feed
Veterinary Products – Tools – Fertilizers

CERTIFICATE

Célio Caetano Sousa Júnior

Participated as an attendee in the **2nd Dow AgroSciences Pasture Field Day**, held at Fazenda Garrafinha in the City of Uberaba, with a workload of 4 hours.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - ZIP Code 38044-000
UBERABA - MG

Uberaba, March 13, 2016

Dow AgroSciences

Scanned with CamScanner

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

30/06/2016

RENUTRE
Comércio e Representações Ltda.

Comércio Varejista de Rações Balanceadas
Produtos Veterinários - Ferramentas - Fertilizantes

CERTIFICADO

Célio Caetano Sousa Júnior

Participou como ouvinte no **2º dia de campo em Pastagens da Dow Agrosciences**, realizado na Fazenda Garrafinha na Cidade de Uberaba, com carga horária de 4 horas.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - CEP 38045-000
UBERABA - MG

Uberaba 15 de março de 2016

Dow AgroSciences

Scanned with CamScanner

FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the ***Lecture Series on Vegetable Growing***, held on October 1 and 2, 2014, with a workload of 8 hours.

Uberaba, September 2014.

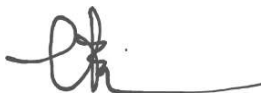
Márcio José de Santana
Event Coordinator

Eduardo Jardel Veiga Gonçalves
University Outreach Coordinator

This certificate is registered under number **1269**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CÂMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *câmpus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte do ***Ciclo de Palestras em Olericultura***, realizado nos dias 01 e 02 de outubro de 2014, com carga horária de 8h.

Uberaba, setembro de 2014.

Márcio José de Santana
Coordenador do Evento

Eduardo Jardel Veiga Gonçalves
Coordenador de Extensão

Este certificado encontra-se registrado sob o número **1269**, do livro **IFTM-URA, Registro e Controle**

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the ***5th SEAGRO – Agronomy Week***, held from October 22 to October 24, 2013, with a total workload of 24 hours.

Uberaba, April 2014.

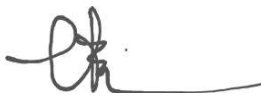
Robson Thomaz Thuler
Event Coordinator

Eduardo Jardel Veiga Gonçalves
University Outreach Coordinator
Ordinance No. 483/2014

This certificate is registered under number **435**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CÂMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *câmpus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte da: ***V SEAGRO - Semana da Agronomia***, realizado entre 22 a 24 de outubro de 2013, com carga horária total de 24h.

Uberaba, abril de 2014.

Robson Thomaz Thuler
Coordenador do Evento

Eduardo Jardel Veiga Gonçalves
Coordenador de Extensão
Portaria nº 483/2014

Este certificado encontra-se registrado sob o número **435**, do livro **IFTM-URA, Registro e Controle**

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FEDERAL INSTITUTE
TRIÂNGULO MINEIRO
Uberaba Campus

MINISTRY OF EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY
OF THE TRIÂNGULO MINEIRO – UBERABA *CAMPUS* - MINAS GERAIS

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba *Campus* hereby grants this certificate to **CELIO CAETANO DE SOUSA JÚNIOR** for participating as an attendee in the ***Short Course: Bean seed production and technology***, held on September 23, 2015, with a workload of 4 hours.

Uberaba, September 2015.

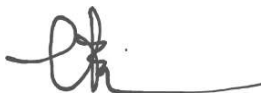
Márcio José de Santana
Event Coordinator

José Lucas V. de B. Chaves
University Outreach Coordinator
Ordinance No. 268/2015

This certificate is registered under number **1731**, in the **IFTM-URA Registration and Control** book

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Date: June 25, 2026.

MINISTÉRIO DA EDUCAÇÃO
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA
DO TRIÂNGULO MINEIRO *CAMPUS* UBERABA – MG

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – *campus* Uberaba confere certificado a **CÉLIO CAETANO DE SOUSA JÚNIOR** por participar como ouvinte do ***Minicurso: Produção e tecnologia de sementes de feijão***, no dia 23 de setembro de 2015, com carga horária de 04h.

Uberaba, setembro de 2015.

Márcio José de Santana
Coordenador do Evento

José Lucas V. de B. Chaves
Coordenador de Extensão
Portaria Nº 268/2015

Este certificado encontra-se registrado sob o número **1731,** do livro **IFTM-URA, Registro e Controle**

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FEDERATIVE REPUBLIC OF BRAZIL
MINISTRY OF EDUCATION
DEPARTMENT OF PROFESSIONAL AND TECHNOLOGICAL EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF THE TRIÂNGULO MINEIRO

DECLARATION

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba Campus hereby issues this declaration to **Célio Caetano de Sousa Junior** for participating as an attendee in the lecture **The Power of Transformation**, held on September 29, 2016, with a workload of 2 hours.

Uberaba, October 2016.

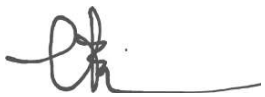
Márcio José de Santana
Event Coordinator

José Lucas V. de B. Chaves
University Outreach Coordinator
Ordinance No. 268/2015

FEDERAL INSTITUTE
Triângulo Mineiro
Uberaba Campus

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

REPÚBLICA FEDERATIVA DO BRASIL
MINISTÉRIO DA EDUCAÇÃO
SECRETARIA DE EDUCAÇÃO PROFISSIONAL E TECNOLÓGICA
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO

DECLARAÇÃO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – Campus Uberaba confere declaração a **Célio Caetano de Sousa Junior** por participar como ouvinte da palestra **O Poder da Transformação**, realizada no dia 29 de setembro de 2016, com carga horária de 2h.

Uberaba, outubro de 2016.

Marcio José de Santana
Coordenador do Evento

José Lucas V. de B. Chaves
Coordenador de Extensão
Portaria Nº 268/2015

INSTITUTO FEDERAL
Triângulo Mineiro
Campus Uberaba

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DECLARATION

We hereby declare, for due purposes and at the request of the interested party, that **CÉLIO CAETANO DE SOUSA JÚNIO**R, an undergraduate student of the **AGRONOMIC ENGINEERING** Program, holder of CPF 376.368.758-02, at IFTM (*Federal Institute of Education, Science and Technology of the Triângulo Mineiro*) - Uberaba Campus, completed an internship at **OTC CONSULTORIA LTDA**, in the period from July 20, 2015 to July 30, 2015, fulfilling a weekly workload of **40 HOURS**, totaling **80 HOURS** of technical activities.

He worked in the Pasture Consulting Departament and performed activities such as property visits; the internship was considered satisfactory within the proposed activities.

Tarick Alves Penna Correa
Agricultural Engineer
CREA Nº 114385
(Regional Council of Engineering and Agronomy)

OTC CONSULTORIA LTDA

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

DECLARAÇÃO

Declaramos para os devidos fins, a pedido da parte interessada, que **CÉLIO CAETANO DE SOUSA JÚNIOR**, aluno do Curso de **ENGENHARIA AGRONOMICA**, portador do CPF 376.368.758-02, do IFTM – Campus Uberaba realizou estágio em **OTC CONSULTORIA LTDA**, no período de 20 de Julho de 2015 ao dia 30 de Julho de 2015, cumprindo carga horária semanal de **40 HORAS**, totalizando assim, **80 HORAS** em atividades técnicas.

Trabalhou no Setor de Consultoria em Pastagens e desempenhava atividades tais quais visitas em propriedades, o estágio foi considerado satisfatório dentro das atividades propostas.

Tarick Alves Penna Correa
Engenheiro Agrônomo
CREA Nº 114385

OTC CONSULTORIA LTDA

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FEDERATIVE REPUBLIC OF BRAZIL
MINISTRY OF EDUCATION
DEPARTMENT OF PROFESSIONAL AND TECHNOLOGICAL EDUCATION
FEDERAL INSTITUTE OF EDUCATION, SCIENCE AND TECHNOLOGY OF THE TRIÂNGULO MINEIRO

CERTIFICATE

The Federal Institute of Education, Science and Technology of the Triângulo Mineiro – Uberaba Campus hereby grants this certificate to **CELIO CAETANO DE SOUSA JUNIOR for participating in the 2nd Coffee Farming Field Day of IFTM,** held on November 25, 2015, with a workload of 4 hours.

Uberaba, December 2015.

Haroldo Silva Vallone
Event Coordinator

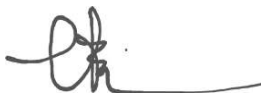
José Lucas V. de B. Chaves
University Outreach Coordinator
Ordinance No. 268/2015

FEDERAL INSTITUTE
Triângulo Mineiro
Uberaba Campus

This certificate is registered under number **2846**, in the **IFTM-URA Registration and Control** book

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

REPÚBLICA FEDERATIVA DO BRASIL
MINISTÉRIO DA EDUCAÇÃO
SECRETARIA DE EDUCAÇÃO PROFISSIONAL E TECNOLÓGICA
INSTITUTO FEDERAL DE EDUCAÇÃO, CIÊNCIA E TECNOLOGIA DO TRIÂNGULO MINEIRO

CERTIFICADO

O Instituto Federal de Educação, Ciência e Tecnologia do Triângulo Mineiro – Campus Uberaba confere certificado a **CELIO CAETANO DE SOUSA JUNIOR** por participar do **2º Dia de Campo em Cafeicultura do IFTM**, realizado no dia 25 de novembro de 2015, com carga horária de 04h.

Uberaba, dezembro de 2015.

Haroldo Silva Vallone
Coordenador do Evento

José Lucas V. de B. Chaves
Coordenador de Extensão
Portaria Nº 268/2015

INSTITUTO FEDERAL
Triângulo Mineiro
Campus Uberaba

Este certificado encontra-se registrado sob o número **2846**, do livro **IFTM-URA, Registro e Controle - 2015**

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RENUTRE
Comércio e Representações Ltda.

Retail Trade of Balanced Animal Feed
Veterinary Products – Tools – Fertilizers

Certificate

We hereby certify, for due purposes, that ***Célio Caetano De Sousa Júnior*** participated in the 3rd "Good Business Field Day," promoted by Renutre and partners.

Workload: 5 hours

Uberaba, September 5, 2016.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - ZIP Code 38045-000
UBERABA - MG

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Date: June 25, 2026.

RENUTRE
Comércio e Representações Ltda.
Comércio Varejista de Rações Balanceadas
Produtos Veterinários - Ferramentas - Fertilizantes

Certificado

Certificamos para os devidos fins que ***Célio Caetano De Sousa Júnior*** participou do 3° "Dia de Campo de Bons negócios", promovido pela Renutre e parceiros.

Carga horária: 05 horas

Uberaba, 5 de setembro de 2016.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - CEP 38045-000
UBERABA - MG

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RENUTRE
Comércio e Representações Ltda.

Retail Trade of Balanced Animal Feed
Veterinary Products – Tools – Fertilizers

Certificate

We hereby certify, for due purposes, that ***Célio Caetano De Sousa Júnior*** participated in the "Equine Hoof Trimming Course" promoted by Renutre.

Workload: 8 hours

Uberaba, October 20, 2016.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - ZIP Code 38045-000
UBERABA - MG

CNPJ 20.505.392/0001-58 *STATE TAX REGISTRATION 701.458534.0077*
Avenida Edilson Lamartine Mendes, 947 - *Phones:* (34) 3336-2662 - 3336-1003 - 3336-7555
Parque das Américas - *ZIP Code* 38045-000 - Uberaba - Minas Gerais

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Date: June 25, 2026.

RENUTRE
Comércio e Representações Ltda.
Comércio Varejista de Rações Balanceadas
Produtos Veterinários - Ferramentas - Fertilizantes

Certificado

Certificamos para os devidos fins que ***Célio Caetano De Sousa Júnior*** participou do "Curso de Casqueamento em Eqüinos", promovido pela Renutre.

Carga horária: 08 horas

Uberaba, 20 de Outubro de 2016.

20.505.392/0001-58
RENUTRE - COMÉRCIO E REPRESENTAÇÕES LTDA
DR. EDILSON LAMARTINE MENDES, 947
SÃO BENEDITO - CEP 38045-000
UBERABA - MG

CNPJ 20.505.392/0001-58 *INSC. EST. 701.458534.0077*
Avenida Edilson Lamartine Mendes, 947 - Fones: (34) 3336-2662 - 3336-1003 - 3336-7555
Parque das Américas - CEP 38045-000 - Uberaba - Minas Gerais

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FEDERAL UNIVERSITY OF SÃO JOÃO DEL-REI
DEPARTMENT OF ANIMAL SCIENCE

CERTIFICATE

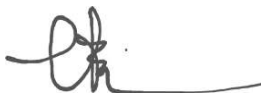
We hereby certify that ***CELIO CAETANO DE SOUSA JUNIOR*** participated in the 2nd PASTURE SYMPOSIUM (SIMPASTO) as an attendee, with a total workload of 12 hours, held on March 19 and 20, 2015, at the Federal University of São João del-Rei.

São João del-Rei, March 20, 2015

Janaina Azevedo Martuscello
Coordinator of the Forage Science Study Group

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 25, 2026.

UNIVERSIDADE FEDERAL DE SÃO JOÃO DEL-REI
DEPARTAMENTO DE ZOOTECNIA

CERTIFICADO

Certificamos que ***CELIO CAETANO DE SOUSA JUNIOR*** participou do II SIMPÓSIO DE PASTAGENS (SIMPASTO) na qualidade de ouvinte, com carga horária total de 12 horas, no período de 19 e 20 de março de 2015 na Universidade Federal de São João del-Rei.

São João Del Rei, 20 de março de 2015

Janaina Azevedo Martuscello
Coordenadora do Grupo de Estudos em Forragicultura

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C.II – Second Prong: Letters of Support

May 7th, 2026
Goiás, Brazil

To the USCIS Immigration Officer,

I am writing this letter as someone who has spent more than 10 years in the front lines of the agribusiness sector, currently serving as the Regional Sales Manager in the state of Goiás at Ubyfol (Uby Agroquímica S.A.). My career in this industry is built on a technical foundation as an Agronomist who graduated from the Federal University of Viçosa, in Brazil, and holds a Master's degree in Plant Production and Physiology from ESALQ, University of São Paulo (USP), followed by leadership roles in global companies like FMC and Corteva (Companies that represent the pinnacle of innovation in the agricultural science sector, responsible for setting the technological and sustainability standards that guarantee the efficiency of modern agriculture on an international scale.). Based on my knowledge and professional skills, I am pleased to write this letter in support of Célio Caetano de Sousa Júnior.

During the period we worked together at Corteva, I was a Field Agronomist in the state of São Paulo's Upstate, focusing on market development and technical support for our commercial teams. Mr. Sousa and I were responsible for technical training, field days, and high-level presentations for major agricultural cooperatives and large-scale clients. Mr. Sousa's work was especially impactful during the harvest on the soybean renovation project between 2022 and 2023. When we partnered with major mills, we demonstrated that planting soybeans in these renovation areas provided not only measurable economic returns but also significant agronomic benefits. He documented and demonstrated that this rotation led to superior weed management and drastically improved the productivity of the subsequent sugarcane crops. This was a technically demanding project that required convincing seasoned mill managers and consultants to adopt new management models.

The success of that initiative culminated in a major technical workshop in Ribeirão Preto, which brought together the most influential decision-makers from sugar mills across São Paulo and Minas Gerais. As a result of this effort, we saw a direct impact on more than 300,000 hectares of land. From a business standpoint, the results were equally undeniable, as we generated over USD 2 million in new revenue for the company and its partners. Because of the technical trust Mr. Sousa Júnior helped build with the local cooperatives, our company reached a position as one of the top three brands in the region for that specific segment.

Mr. Sousa Júnior is a professional I would work with again at any moment. His deep understanding of weed and disease management, combined with his talent for building long-term commercial relationships, makes him a rare asset in the agricultural industry. He has a proven track record of taking complex agronomic concepts and turning them into large-scale, profitable operations. Based on his performance, his technical maturity, and the tangible legacy he left during our time together, I am fully confident in his ability to excel and make a relevant impact in any advanced agricultural market where expertise and professional commitment are required.

Sincerely,

Adriano Dantas Silva
Regional Sales Manager for Goiás
Ubyfol, Uby Agroquímica S.A.

Adriano Dantas da Silva

Adriano Dantas Da Silva



Personal Information

Email: adsilvapb@gmail.com

Mobile: (62) 9.9816-4317

Address: Rua do Xaréu, Block 12, Lot 20, Two-story house 1. ZIP Code: 7443-580 Goiânia/Goiás

Summary

Solid experience in crop protection products, biological products, foliar nutrition, and seeds, with operations in the states of São Paulo (SP), Minas Gerais (MG), and Goiás (GO). A versatile professional with excellent communication skills and the ability to build relationships, with experience in Commercial, Marketing, and Market Development areas. Throughout the career, has worked in large geographic regions where strategic planning and objectivity were essential for the success of the activities carried out.

Academic Background

Graduate Degree - Master's Degree

Graduate Program - Master's Degree, ESALQ/USP - **Plant Production and Plant physiology (August 2017) - Completed**

Undergraduate Degree

Agronomy, Federal University of Viçosa (January 2015) - Completed

Work Experience

Ubyfol

- Regional Sales Manager (July/2025 – present) - Goiânia/Goiás

Leadership of the commercial team in the state of Goiás, working with Sales Representatives in direct and indirect sales, customer prospecting, monitoring of billing and customer portfolio, demand generation field activities, and development of Forecasts and commercial targets, as well as other activities involved in the commercialization process of specialty and biological products.

Corteva Agriscience

- Crop & Seeds Marketing Manager (January/2024 - July/2025) - Goiânia/Goiás

Work in the Crop & Seeds market, with a focus on pricing management and gross margin of the Direct Sales district in Goiás. Responsible for promoting the company's strategic products - including biologicals, selective herbicides, fungicides, insecticides, and corn hybrids - with strong involvement in the 4 Ps of Marketing (Product, Price, Place, and Promotion).

- Field Agronomist - Row Crops (January/2022 - April/2024) - Ribeirão Preto/São Paulo

Responsible for training internal teams, commercial partners, and customers. Activities included product launch presentations, technical lectures, data summarization, event organization, and management of experimental field trials. Strong involvement in market development in the state of São Paulo and the South of Minas Gerais. Served as the national focal point for the Biologicals line, contributing strategically to the consolidation and expansion of this business segment in Brazil.

- Technical Sales Representative - January/2020 to January/2022 - Sete Lagoas/Minas Gerais

Execution of technical sales of crop protection products (horticulture and cereals) in the following regions: Central Minas Gerais, West Minas Gerais, Metropolitan area of Belo Horizonte, North Minas Gerais, and Jequitinhonha. Work in Soybean, Corn, Tomato, and Coffee crops.

FMC Química

- Technical Sales Representative - February/2018 to January/2020 - Sete Lagoas/Minas Gerais

Technical sales representative working across the mesoregions of North Minas, West Minas, Central Minas, Metropolitan Belo Horizonte, Campo das Vertentes, Jequitinhonha, and Mucuri. Work with Soybean, Corn, Tomato (fresh market and processing), Banana, and Coffee crops. Activities included direct sales and wholesale/retail market operations. Highlighted performance in Biologicals during product launch phase (Quartzo).

Dupont

- Technical Assistant - July/2017 to January/2018 - Araxá/Minas Gerais

Main responsibilities: Setup and management of experimental field trials, field data collection and analysis; Market development and marketing activities, training of commercial partners, and presentations at field days. Sales execution and technical-commercial support in the regions of Sacramento, Araxá, and Santa Juliana (Minas Gerais). Crops: Potato, Coffee.

Trents Nursery

- Trainee - March/2013 to February/2014 - Christchurch/New Zealand

Trainee program conducted in New Zealand at a plant nursery, rotating through all company sectors (from planting to commercialization).
Responsibilities: pest and disease management, irrigation and fertigation management, vegetative propagation, seeding and transplanting, final quality control, and commercialization.

Additional Information

Highly engaged professional with a results-oriented mindset, commercial profile, and extensive technical knowledge (Crop protection products, Biologicals, Seeds, Plant physiology, and Plant nutrition).

LinkedIn: https://www.linkedin.com/in/adriano-dantas-da-silva-0ba0a9139/

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 26, 2026.

Adriano DantasDa Silva



Dados pessoais

E-mail: adsilvapb@gmail.com

Celular: (62) 9.9816-4317

Endereço: Rua do Xaréu, Quadra 12, Lote 20, Sobrado 1. CEP: 74-343.580 Goiânia/Goiás

Resumo Profissional

Sólida experiência nas linhas de Defensivos agrícolas, biológicos, nutrição foliar e sementes, com atuação nos estados: SP, MG e GO. Profissional versátil, com excelente comunicação e habilidade para construir relacionamentos, experiência na área Comercial, Marketing e Desenvolvimento de mercado. Ao longo da carreira, atuou em regiões de grande extensão geográfica, onde o planejamento estratégico e a objetividade foram essenciais para o sucesso das atividades desenvolvidas.

Formação

Pós-Graduação – Mestrado

Curso de Pós-Graduação - **Metrado, ESALQ / USP – Produção vegetal e Fisiologia de plantas (Agosto de 2017)** - Concluído

Graduação

Agronomia, Universidade Federal de Viçosa (Janeiro de 2015) - Concluído

Histórico profissional

Ubyfol

- Gerente Regional de Vendas (Julho/2025 - atual cargo) - Goiânia /GO

Liderança de equipe comercial no estado de Goiás, atuando junto aos Representantes em venda direta e indireta, prospecção de clientes, acompanhamento de faturamento e carteira, campos de geração de demanda, construção de Forecast e metas comerciais e demais atividades envolvidas no processo de comercialização de especialidades e produtos biológicos.

Corteva Agriscience

- Gerente de Marketing Crop & Seeds (Janeiro / 2024 - Julho/2025) - Goiânia/GO

Atuação no mercado de Crop & Seeds, com foco no gerenciamento de precificação e margem bruta (Gross Margin) do distrito de Venda Direta em Goiás. Responsável pela promoção de produtos estratégicos da companhia — incluindo biológicos, herbicidas seletivos, fungicidas, inseticidas e híbridos de milho — com forte atuação nos 4 P's do Marketing (Produto, Preço, Praça e Promoção).

- Agrônomo de campo Row Crops (Janeiro/2022 - Abril/2024) - Ribeirão Preto/SP

Responsável pela capacitação de equipe interna, parceiros comerciais e clientes. Atuação em palestras de lançamentos de produtos, apresentações técnicas, sumarização de dados, organização de eventos e condução de campos experimentais. Forte atuação no desenvolvimento de mercado no estado de São Paulo e Sul de Minas Gerais. Focal Point da linha de Biológicos em nível nacional, contribuindo estrategicamente para a consolidação e expansão dessa frente no Brasil.

- Representante Técnico Comercial - Janeiro/2020 a Janeiro/2022 - Sete Lagoas/MG

Realização de vendas técnicas de defensivos agrícolas (HF e Cereais) nas regiões: Central Mineira, Oeste de Minas, Metropolitana de BH, Norte de Minas e Jequitinhonha. Atuação nas culturas de Soja, Milho, Tomate e Café.

FMC Química

- Representante Técnico Comercial - Fevereiro/2018 a Janeiro/2020 - Sete Lagoas/MG

Representante técnico de vendas, atuação nas mesoregiões: Norte de Minas, Oeste de Minas, Central Mineira, Metropolitana de Belo Horizonte,Campo das vertentes, Jequitinhonha e Mucuri. Atuação com as culturas de Soja, Milho, Tomate (mesa e indústria), Banana e Café. Atuação em venda direta e mercado atacadista/varejista. Destaque em Biológicos em época de lançamento (Quartzo).

Dupont

- Assistente técnico - Julho/2017 a Janeiro/2018 - Araxá/MG

Principais atividades: Montagem e condução de campos experimentais, coleta e análise de dados no campo; Desenvolvimento de mercado e marketing, capacitação de parceiros comerciais, palestras em dias de campo. Realização de vendas e suporte técnico comercial na região de Sacramento, Araxá e Santa Juliana (MG), Culturas: Batata, Café.

Trents Nursery

- Trainee - Março/2013 a Fevereiro/2014 - Christchurch/NZ

Trainee realizado na Nova Zelândia em um viveiro de plantas. Passando por todos os setores da empresa (Plantio à comercialização).
Atividades desenvolvidas: Manejo de pragas e doenças, manejo de irrigação e fertirrigação, propagação vegetativa, semeio e transplante, controle de qualidade final e comercialização.

Informações complementares

Profissional engajado, focado em resultados, perfil comercial com vasto conhecimento técnico (Defensivos agrícolas, Biológicos, Sementes, Fisiologia e Nutrição de plantas).

Linkedin: https://www.linkedin.com/in/adriano-dantas-da-silva-0ba0a9139/

São Paulo, Brazil
05/07/2026

To USCIS,

My name is Gabriel Avelar Dornelas, and I currently serve as a Key Account Manager at Corteva Agriscience, where I am responsible for strategic accounts in the State of São Paulo and the Fruits and Vegetables (HF - Hortifruti) segment for the Southern region of Brazil. Regarding my academic background, I hold a Doctorate (PhD) in Agronomy from the Federal University of Lavras (Universidade Federal de Lavras), with a concentration in Plant Pathology, which is the scientific study of plant diseases and crop health. I also earned a Master's degree and a Bachelor's degree in Agronomic Engineering from the same institution. My professional background has combined technical development, agronomic research, and marketing responsibilities in crop protection, which is why I can evaluate professionals who demonstrate a lasting impact in my field.

I became familiar with the work of Célio Caetano de Sousa Júnior when I took on my role at Corteva as a Product Agronomist, working closely with the commercial team in the region. At that time, Mr. Sousa Júnior was already acting as a Commercial Representative, directly engaged with growers and cooperatives. As my responsibilities evolved and I moved into a Field Marketing Manager position, our interaction became more consistent. In this context, my role was to manage marketing and product positioning across the territory, which placed me in direct contact with his field activities. This allowed me to closely follow how he effectively translated complex technical recommendations into practical, value-driven solutions for large-scale producers and regional partners.

Within the Alta Mogiana region, a traditional agricultural area in the north of the State of São Paulo, our strategic initiatives for coffee and citrus crops involved critical relationships with major agricultural cooperatives such as Coopercitrus and Cocapec. Our work focused specifically on the technical development and field positioning of advanced crop protection solutions, including insecticides like Delegate and Verter, to manage insect pressure in commercial orchards. Mr. Sousa Júnior demonstrated a notable ability to convey technical data in a way that producers and cooperative members could trust and adopt, effectively bridging the gap between product innovation and successful large-scale application.

The impact of this work is directly evident in the results we achieved in the region. With my support on the marketing side, we significantly increased Corteva's presence in the coffee market in the Alta Mogiana region, particularly through our work with Coopercitrus and Cocapec. In citrus, we made an important effort focused on developing and positioning insecticides such as Delegate and Verter, which contributed to a significant increase in our participation in that segment. These results were the outcome of a coordinated effort that combined technical support, field presence, and consistent engagement with key stakeholders in the region.

In my view, what differentiates Mr. Sousa Júnior is not only his ability to perform within a specific company structure, but his capacity to apply technical knowledge in a way that can be adapted to different agricultural environments. His experience working across crops such as coffee and citrus, as well as other production systems, demonstrates a level of versatility directly relevant to modern agriculture, where efficiency, productivity, and pest management are critical. Professionals with this type of background can support more sustainable crop protection strategies, improve field-level decision-making, and consistently increase productivity across regions. Based on what I have observed, his skill set is not limited to a single context but rather applicable to broader agricultural systems where technical precision and practical execution are equally important.

Considering the agricultural challenges currently faced by large-scale production systems, particularly in areas such as pest management, crop efficiency, and sustainable yield growth, I believe that professionals with the type of background demonstrated by Mr. Sousa Júnior play an important role beyond individual operations. His ability to apply technical knowledge in practical field conditions, combined with his experience across different crops and production environments, positions him to contribute to improving agricultural performance in a broader context. In my view, this kind of expertise supports more efficient production systems, better resource utilization, and more consistent decision-making at scale, all of which are directly relevant to strengthening agricultural output and resilience in any major farming economy.

Sincerely,

Gabriel Avelar Dornelas
Key Account Manager SP and HF Sul
Corteva Agriscience
gabrieldornelas@yahoo.com.br
+55 (19) 99801 6617

Professional Curriculum Vitae

Gabriel Avelar Dornelas*, 37 years old, married.*

Avenida Oscar Niemeyer, 995. Terras de Florença Subdivision
Ribeirão Preto – São Paulo Zip Code 14.028-780
Mobile: (19)9 98016617
Email: gabrieldornelas@yahoo.com.br
Phone for messages: (16)3623-9242

Academic Background

Agronomic Engineering, Federal University of Lavras (UFLA) – Completed in January/2011.
Master's Degree in Agronomy/Plant Pathology, Federal University of Lavras (UFLA) – Completed in September/2012. (Chemical Control and Epidemiology). Master's thesis topic: **Nitrogen and potassium supply and the severity of maize white spot disease.**

Doctorate in Agronomy/Plant Pathology, Federal University of Lavras, 2012. (Chemical Control and Epidemiology) – Completed in March/2017. Doctoral dissertation topic: **Phoma leaf spot of coffee plants: Relationship with irrigation, soil fertility, and plant nutrition.**

WORK EXPERIENCE:

Company: *Corteva Agriscience*
Position: Key Account Manager KAM SP & HF_South
Period: July/2025 to present
Responsibilities: Acts as a facilitator of processes, alignments, and projects for the designated customer. Possesses solid knowledge of business processes and end-user needs. Responsible for managing sell-in sales and supporting the implementation of the Company's strategy within the district. Leads customer relationship and service initiatives. Ensures contract compliance and risk management, among other responsibilities. Serves as a reference for delivering excellent services to key customers, contributing to increased market access and market share. Manages pricing in partnership with the Marketing team and facilitates the execution of the strategic plan. Has comprehensive knowledge of the entire decision-making chain and the activities of the selected customer, covering areas such as commercial, technical, research, operations, logistics, legal, accounts payable, credit, chemistry, manufacturing logistics (when applicable), and customer sales. Serves as the point of contact for all initiatives agreed upon with the customer, ranging from specific visits to strategic, social, commercial, and barter projects. Develops and manages the business plan jointly with the customer. Engages and integrates multidisciplinary teams to align and monitor the strategic sales plan.

Company: *Corteva Agriscience*
Position: Field Marketing Manager Vegetables, Fruits & Horticulture (HF), Coffee, and Citrus
Period: October/2021 to July/2025
Responsibilities: Field Marketing Manager for the HF product line: Responsible for the strategic planning of the portfolio, with a focus on HF crops, coffee, and citrus; pricing, product launches, and sales and communication campaigns. Strategic management of key growers and market influencers to endorse and strengthen the most relevant relationships. Alignment and execution of strategies and campaigns with the commercial team, including sales managers and representatives. Alignment and interaction with peers, under the supervision of the marketing leader, to establish a balance between planning and budget while maintaining sound resource management. Leadership of 6 Market development representatives dedicated to HF, Citrus, and Coffee crops, focusing on developing their autonomy within their respective regions and generating demand to increase market share among strategic customers.

Position: (INTERIM) Marketing Leader HF, Coffee, and Citrus
Period: April/2024 to August/2024 (4 months)
RESPONSIBILITIES: Responsible for the F&V marketing strategy (5YP), consolidation of the portfolio offering with a focus on customized sales campaigns meeting the needs of the market and customer for each region and delivery of the plan, promotion, and price management. Responsible for creating segmentation, defining the 4Ps strategy with annual and mid-term marketing plans. Lead the communication strategy and direct the offering, together with the Marketing and Communications team. Active involvement in demand forecasts with clear data and assumptions in order to ensure revenue and delivery of financial targets. Lead the Field Marketing Managers and train them in marketing subjects, with a focus on demand generation, promotion, and price management. Responsible for creating a robust demand generation plan, including product launches, leadership and involvement of the Agronomy and Sales team, focusing on product value and the opportunity aligned with the company's strategy. Responsible for F&V Marketing Programs, Incentives, and CRM, working directly with Business Intelligence and RTM.

Company: *Corteva Agriscience*
Position: Product Agronomist
Period: January/2018 to October/2021
Responsibilities: Technical development of agricultural Pesticides and Related products during the pre-registration and post-registration phases. Primary interface with the R&D team for the HF, coffee, and cereals (Soybean and corn) platforms, with the objective of maximizing field knowledge and awareness of product attributes at the regional level while meeting customer needs. Conduct regional technical positioning. Primary interface with the HF, Coffee, and Cereals marketing team to plan and structure the activities and deliverables planned for an effective launch through the maturity of the products in the portfolio. Responsible for managing the strategy of key market influencers in order to maintain a consistent relationship with the most relevant ones for endorsement purposes. Responsible for creating synergy of technical market information, integrated with production systems, as well as seed platforms and digital services. Responsible for interacting with peers under the supervision of the area leader in order to establish a balance of planned activities according to the budget and resources.

Company: *Dow AgroSciences Industrial Ltda.*
Position: Researcher and Technical Product Development Specialist
Period: July/2014 to January/2018
Responsibilities: Research on Agricultural Pesticides and Related products for registration or non-registration with the Brazilian Ministry of Agriculture, Livestock and Food Supply (MAPA) (IN36). Field Researcher in Crop Protection (CPR&D) at Dow AgroSciences Industrial Ltda. Responsible for the development of new products, primarily for coffee, HF (potatoes, tomatoes, and minor crops), and citrus. Responsible for conducting and commissioning more than 30 field trials annually and supporting the preparation of biological dossiers. Lead researcher for Coffee and HF activities, being responsible for providing technical support to the marketing and sales teams.

Company: *Campagro Comércio de Produtos Agropecuários Ltda – Bambuí Branch*
Position: Commercial and technical assistance department - Vacation internship
Period: January/2008 to February/2008.
Responsibilities: Sales of crop protection products and technical assistance in bean, soybean, and corn crops. Monitoring of some ground and aerial applications in corn and soybean crops, corn harvesting, and bean planting.

Company: *Total Agroindústria Canavieira S/A-Usina Bambuí*
Position: Agricultural Intern – Vacation internship.
Period: July/2010 to August/2010.
Responsibilities: Work in the sugarcane production area, as well as maturity assessment, post-harvest cultivation operations, monitoring of areas after manual and mechanical harvesting, variety planning for planting, soil preparation practices, and administrative activities within the agricultural area. Monitoring of the mechanization area, covering harvesting, loading, and transportation of production.

Company: *Clínica Fitossanitária - Federal University of Lavras (UFLA)*
Period: January/2008 to April 2014.
Responsibilities: Work in the Epidemiology and Chemical Control of plant diseases sector of the Department of Plant Pathology (DFP), under the supervision of professors Edson Pozza and Paulo Estevão, conducting experiments to issue reports on the practicability and agronomic efficiency of crop protection products. Crop management, plant health management, evaluations, and data analysis.

Other Activities: Assistance in following up on Professor Flávio Medeiros's doctoral work at DFP/UFLA from September to December 2007. Execution of activities involving the establishment and evaluation of experiments in greenhouses and experimental fields.

UNDERGRADUATE RESEARCH:

- Work: "Study of the performance and agronomic practicability of the product Pulsor 240 SC (Thifluzamide) for the control of the fungus *Rhizoctonia solani* Kuhn (Rhizoctoniosis) in potato crops (*Solanum tuberosum* L.)," from 03/01/2008 to 07/31/2008.

- Work: "Morphological and genetic analysis of *Rhizoctonia solani* isolates and epidemiological studies of anastomosis groups (AGs) in cotton," from 03/01/2009 to 02/28/2011.

ADDITIONAL INFORMATION:

Courses

- Product and Service Pricing Strategies – Getulio Vargas Foundation (FGV)
- "GTD" Training – Improving time management and increasing productivity
- High-Performance Sales Training in Agribusiness
- Advanced Excel
- " Public Speaking and Strategic Communication"
- " Financial and Economic Management for Results"
- "Future Professional"

Computer Skills: User of software in a Windows environment (Word, Excel, PowerPoint, and Power BI) and Internet.

Languages
English: Advanced
Spanish: Basic

International Travel: Plant pathology workshop at the Dow AgroSciences Research station in Fresno, CA. Period: August 29 to September 2, 2016.
Expert Team: Seville/Spain, with a group of researchers. June 10 to 17, 2024.

NOTES:

Member of the Plant Pathology Study Group – NEFIT
Scientific and Technical Coordinator – NEFIT/UFLA. 2012/2013 term.
General Coordinator – NEFIT/UFLA. 2013/2014 term.

Member of the Sugarcane Study Group – NECANA, from March 2011 to December 2011.

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: August 20, 2026.

Curriculum Profissional

Gabriel Avelar Dornelas*, 37 anos, casado.*

Avenida Oscar Niemeyer, 995. Loteamento Terras de Florença
Ribeirão Preto – São Paulo Cep 14.028-780
Celular: (19)9 98016617
E-mail: gabrieldornelas@yahoo.com.br
Telefone para recado: (16)3623-9242

FORMAÇÃO ACADÊMICA:

Engenharia Agronômica, Universidade Federal de Lavras – UFLA – Concluído em Jan/2011.
Mestrado Agronomia/Fitopatologia, Universidade Federal de Lavras – UFLA – Concluído em Set/2012. (Controle Químico e Epidemiologia). Tema dissertação de mestrado: **Suprimento de nitrogênio e de potássio na intensidade da mancha branca do milho.**

Doutorado em Agronomia/Fitopatologia, Universidade Federal de Lavras, 2012. (Controle Químico e Epidemiologia). – Concluído em Mar/2017. Tema Tese de doutorado: **Mancha de phoma do cafeeiro: Relação com irrigação, fertilidade do solo e nutrição de plantas.**

EXPERIÊNCIA PROFISSIONAL:

Empresa: *Corteva Agriscience*
Cargo: Gerente de Contas KAM SP&HF_Sul
Período: Julho/2025 até presente momento
Atividades: Atuação como facilitador de processos, alinhamentos e projetos no cliente designado. Conhecimento sólido dos processos de negócios e das necessidades do usuário final. Resnponsável por gerenciar as vendas sell-in e apoiar a implementação da estratégia da Companhia no distrito. Lidera iniciativas de relacionamento e atendimento ao cliente. Assegura o cumprimento de contratos e a gestão de riscos, entre outros. Atua como referência na oferta de serviços de excelência aos principais clientes, contribuindo para o aumento do acesso e da participação de mercado. Gerencia preços em parceria com a equipe de Marketing e facilita a execução do plano estratégico. Possui pleno conhecimento de toda a cadeia decisória e das atividades do cliente selecionado, abrangendo áreas como comercial, técnica, pesquisa, operações, logística, jurídica, contas a pagar, crédito, química, logística fabril (quando aplicável) e vendas do cliente. Serve como interlocutor para todas as iniciativas acordadas com o cliente, desde visitas pontuais até projetos estratégicos, sociais, comerciais e de permuta. Elabora e gerencia o plano de negócios junto ao cliente. Engaja e integra equipes multidisciplinares para alinhar e monitorar o plano estratégico de vendas.

Empresa: *Corteva Agriscience*
Cargo: Gerente de Marketing de campo HF, Café e Citrus
Período: Outubro/2021 até Julho/2025
Atividades: Gerente de Marketing de campo da Linha de HF: Responsável pelo planejamento estratégico da linha, com foco nas culturas de HF, café e citrus; precificação, lançamentos de produtos e campanhas de vendas e de comunicação. Gestão estratégica dos principais produtores e influenciadores do mercado para endossar e fortalecer os relacionamentos mais relevantes. Alinhamentos e execução de estratégias e Campanhas com o time comercial; gerentes e representantes comercias. Alinhamento e interação com os pares, sob a supervisão do líder de marketing, a fim de estabelecer o equilíbrio entre planejamento e orçamento, mantendo uma gestão saudável dos recursos. Liderança de 6 Representates de desenvolvimento de mercado dedicados as culturas de HF, Citrus e Café, com foco no desenvolvimento de sua autonomia nas respectivas regiões, com atividades de geração de demanda para crescimento do market share em clientes estratégicos.

Cargo: Líder de Marketing HF, Café e Citrus **(INTERINO)**
Período: Abril/2024 até Agosto/2024 (4 meses)
ATIVIDADES: Responsável pela estratégia de marketing de F&V (5YP), consolidação da oferta do portfólio com foco em campanhas de vendas personalizadas atendendo as necessidades do mercado e do cliente para cada região e entrega do plano, promoção e gestão de preços. Responsável por criar segmentação, definir a estratégia dos 4P's com planos de marketing anuais e de médio prazo. Liderar a estratégia de comunicação e direcionar a oferta, junto ao time de marketing e comunicação. Atuação ativa nas previsões de demanda com dados e premissas claras a fim de garantir faturamento e de entrega de metas financeiras. Liderar os Gerentes de Marketing de Campo e treinar nas disciplinas de marketing, com foco em criação de demanda, promoção e gestão de preços. Responsável por criar plano robusto de geração de demanda, incluindo lançamento de produtos, liderança e envolvimento da equipe de Agronomia e Vendas, focando no valor do produto e na oportunidade alinhada à estratégia da empresa. Responsável pelos Programas de Marketing de F&V, Incentivos e CRM, trabalhando diretamente com Business Intelligence e RTM.

Empresa: *Corteva Agriscience*
Cargo: Agrônomo de Produtos
Período: Janeiro/2018 até Outubro/2021
Atividades: Desenvolvimento técnico de Agrotóxicos e Afins em fase de pré-registro e pós registro. Principal interface com equipe de P&D da plataforma de HF, café e cereais (Soja e milho), com o objetivo de maximizar o conhecimento de campo e a conscientização dos atributos dos produtos em nível regional, atendendo as necessidades do cliente. Realizar posicionamento técnico regionalmente. Interface principal com a equipe de marketing de HF, Café e cereais para planejar e estruturar as atividades e entregas previstas para um lançamento efetivo até a maturidade dos produtos da linha. Responsável por gerenciar a estratégia dos principais influenciadores a nível de mercado, a fim de manter um relacionamento consistente com os mais relevantes para fins de endosso. Responsável por criar sinergia de informações técnicas de mercado, integradas a sistemas de produção, bem como plataformas de sementes e serviços digitais. Responsável por interagir com os pares sob supervisão do líder de área, a fim de estabelecer o equilíbrio das atividades planejadas de acordo com o orçamento e os recursos.

Empresa: *Dow AgroSciences Industrial Ltda.*
Cargo: Pesquisador e Desenvolvimento Técnico de Produtos
Período: Julho/2014 até Janeiro/2018
Atividades: Pesquisa de Agrotóxicos e Afins para fins de registro ou não junto ao MAPA (IN36). Pesquisador de Campo em Proteção de Cultivos (CPR&D) da Dow AgroSciences Industrial Ltda. Responsável pelo desenvolvimento de novos produtos pricipalmente em café, HF (batata, tomate e minor crops), e citrus. Responsável por conduzir e contratar mais de 30 testes de campo anualmente e ajudar a escrever dossiês biológicos. Principal pesquisador para atividades de Café e HF, sendo resposável por apoiar tecnicamente as equipes de marketing e vendas.

Empresa: *Campagro Comércio de Produtos Agropecuários Ltda – Filial Bambuí*
Cargo: Estagiário na área comercial e assistência técnica - Estágio de férias
Período: Janeiro/2008 a Fevereiro/2008.
Atividades: Vendas de defensivos e assistência técnica nas culturas de feijão, soja e milho. Acompanhamento de algumas aplicações terrestres e aéreas na cultura do milho e na cultura da soja, colheita de milho e plantio de feijão.

Empresa: *Total Agroindústria Canavieira S/A-Usina Bambuí*
Cargo: Estagiário Agrícola – Estágio de férias.
Período: Julho/2010 a Agosto/2010.
Atividades: Atuação na área de produção de cana de açúcar, bem como avaliação de maturação, operações de cultivo após a colheita, acompanhamento de áreas após colheitas manuais e mecânicas, planejamento de variedades para plantio, práticas de preparo de solo e setor administrativo dentro da área agrícola. Acompanhamento da área de moto-mecanização abordando corte, carregamento e transporte da produção.

Empresa: *Clínica Fitossanitária - Universidade Federal de Lavras (UFLA)*
Período: Janeiro/2008 a Abril de 2014.
Atividades: Atuação no setor de Epidemiologia e Controle Químico de doenças de plantas, do Departamento de Fitopatologia (DFP) sob supervisão do professor Edson Pozza e Paulo Estevão, realizando a prática de experimentos para emissão de laudos de praticabilidade e eficiência agronômica de produtos fitossanitários. Condução da cultura, manejo fitossanitário, avaliações e análise de dados.

Outras atividades: Atuação no acompanhamento dos trabalhos de doutorado do Professor Flávio Medeiros DFP/UFLA, pelo período de setembro a dezembro de 2007. Execução de atividades de implantação e avalização dos experimentos em casa de vegetação e campos experimentais.

INICIAÇÃO CIENTÍFICA:

- Projeto: "Estudo da performance e praticabilidade agronômica do produto Pulsor 240 SC (Thifluzamide) no controle do fungo *Rhizoctonia solani* Kuhn (Rizoctoniose) na cultura da batata (*Solanum tuberosum* L.), no período de 01/03/2008 a 31/07/2008.

- Projeto: "Análise morfológica e genética de isolados de *Rhizictonia solani* e estudos epidemiológicos de grupos de anastomose (AGs) em algodão", no período de 01/03/2009 a 28/02/2011.

INFORMAÇÕES ADICIONAIS:

Cursos:
- Estratégias de Precificação de Produtos e Serviços - FGV
- Treinamento "GTD" – Melhora da gestão do tempo e aumento da produtividade
- Treinamento Alta Performance em Vendas no Agronegócio
- Excel Avançado
- "Oratória e Comunicação Estratégica"
- "Gestão Financeira e Econômica Para Resultados"
- "Profissional do Futuro"

Informática: Usuário de softwares em ambiente Windows (Word, Excel, Power Point e Power BI) e Internet.

Idiomas:
Inglês: Avançado
Espanhol: Básico

Viagens internacionais: Workshop de fitopatologia na Estação de pesquisa da Dow AgroSciences em Fresno, CA. Período: 29 de agosto a 02 de setembro de 2016.
Expert Team: Sevilla/Espanha com Grupo de pesquisadores. 10 a 17 de Junho de 2024.

OBSERVAÇÕES:

Membro Núcleo de Estudos em Fitopatologia – NEFIT
Coordenador Técnico Científico – NEFIT/UFLA. Gestão 2012/2013.
Coordenador Geral – NEFIT/UFLA. Gestão 2013/2014.

Membro Núcleo de Estudos em Cana de Açúcar – NECANA, no período de Março 2011 a Dezembro 2011.

famiva Pesquisa & Soluções Agrícolas

05/07/2026

To Whom It May Concern,

I write this letter to offer my professional opinion regarding Mr. Celio Caetano de Sousa Junior and the significance of his work in the agriculture field. I am Fernando Jurca Grigolli, and I hold a Doctoral degree (PhD) and a Master's degree in Agronomy from São Paulo State University at Jaboticabal, as well as a degree in Agronomic Engineering from the Federal University of Viçosa. I have worked in crop protection since 2005, with a focus on agronomic experimentation and evaluating strategies for managing insects, diseases, weeds, and nematodes. Between 2012 and 2020, I worked as a Plant Protection Researcher at Fundação MS, where I coordinated and conducted field trials. I currently lead Famiva Pesquisa e Soluções Agrícolas, an independent research institution that works directly with major agricultural companies, including Corteva, Bayer, FMC, Syngenta, and Ihara.

I first became professionally acquainted with Mr. Sousa Júnior through Corteva, notably at Corteva Agronomy Day events, lectures, and other professional gatherings. I also participated and collaborated on his master's degree project. That experience allowed me to observe him in academic settings. Mr. Sousa Junior was able to move effectively from practical field observations to structured technical analysis. This is not a minor point. Many professionals develop strong field intuition, but fewer are able to organize that knowledge within an analytical framework and defend their decisions with consistency. When discussing issues connected to pest management, it was clear that Mr. Sousa Júnior had a solid command of crop protection principles and understood how to interpret technical problems with maturity.

That same technical reputation was visible outside the academic setting. In the region where he operated, he was consistently recognized by producers for his field capability. In practical terms, this means he was frequently sought out because his recommendations carried weight. In agriculture, this kind of recognition is usually earned over time, and it tends to reflect reliability rather than isolated performance. From my perspective, the respect he received in the field was compatible with what I observed in more structured technical discussions.

His experience across soybean, corn, sugarcane, and other production systems reinforces the breadth of his technical preparation. From my direct involvement in his Master's degree project, particularly in discussions related to pest management, it was clear that Mr. Sousa Júnior possesses a strong technical foundation in crop protection and the ability to apply this knowledge with precision in real agricultural scenarios. In the regions where he has worked, he has consistently been respected and sought after by producers due to his high level of technical competence in the field. In my view, this combination of practical expertise and technical depth is directly applicable to large-scale agricultural systems such as those found in the United States, where effective crop protection strategies and field-level decision-making are essential. Given his experience across multiple crops and production environments, I believe he is well-positioned to make meaningful contributions to the advancement of agricultural practices in the United States.

Sincerely,

José Fernando

Jose Fernando Jurca Grigolli
Founder and Researcher in Crop Protection
Famiva Pesquisa e Soluções Agrícolas
fernando@famiva.com.br
+55 (16) 99776 6383

Contact

www.linkedin.com/in/josé-fernando-jurca-grigolli-571358aa (LinkedIn)

Key Skills

Agriculture
Research
Agribusiness

Languages

Portuguese (Native or Bilingual)
English (Full Professional)

Publications

Chemical Control of Helicoverpa armigera in Soybean Crops in Mato Grosso do Sul

José Fernando Jurca Grigolli

Co-owner and Plant Protection Researcher at Famiva Pesquisa e Soluções Agrícolas
Maracaju, Mato Grosso do Sul, Brazil

Professional Experience

Famiva Pesquisa e Soluções Agrícolas
Co-owner and Plant Protection Researcher
October 2020 – Present (5 years, 7 months)
Ribeirão Preto, São Paulo, Brazil

Fundação MS
Researcher
October 2012 – October 2020 (8 years, 1 month)

Developed pest, disease, and weed management tools for soybean and corn crops, as well as strategies for their sustainable use, reducing environmental impacts and resistance management issues. This work required the proper positioning of each product tested and the exchange of information with partners in order to reach all possible channels.

Education

Júlio de Mesquita Filho São Paulo State University
PhD, Agronomy (Agricultural Entomology) · (2012 – 2015)

Júlio de Mesquita Filho São Paulo State University
Master's Degree, Agronomy (Crop Production) · (2010 – 2012)

Federal University of Viçosa
Agronomist, Agronomy · (2004 – 2010)

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 25, 2026

Contato

www.linkedin.com/in/josé-fernando-jurca-grigolli-571358aa (LinkedIn)

Principais competências

Agricultura

Pesquisa

Agronegócios

Languages

Português (Native or Bilingual)

Inglês (Full Professional)

Publications

Controle químico de Helicoverpa armigera na cultura da soja em Mato Grosso do Sul

José Fernando Jurca Grigolli

Sócio proprietário e Pesquisador de Proteção de Plantas na Famiva Pesquisa e Soluções Agrícolas

Maracaju, Mato Grosso do Sul, Brasil

Experiência

Famiva Pesquisa e Soluções Agrícolas

SócioproprietárioePesquisadordeProteção de Plantas

outubro de 2020 - Present (5 anos 7 meses)

Ribeirão Preto, São Paulo, Brasil

Fundação MS

Pesquisador

outubro de 2012 - outubro de 2020 (8 anos 1 mês)

Desenvolver ferramentas de manejo de pragas, doenças e plantas daninhas nas culturas de soja e milho, bem como seu uso sustentável, reduzindo os impactos no ambiente e no manejo de resistência. Para tal, é fundamental o posicionamento adequado de cada produto testado e troca de informações com parceiros para atingir todos os canais possíveis.

Formação acadêmica

Universidade Estadual Paulista Júlio de Mesquita Filho

Doutorado, Agronomia (Entomologia Agrícola) · (2012 - 2015)

Universidade Estadual Paulista Júlio de Mesquita Filho

Mestrado, Agronomia (Produção Vegetal) · (2010 - 2012)

Universidade Federal de Viçosa

Engenheiro Agrônomo, Agronomia · (2004 - 2010)

tuliopupim@hotmail.com
+55 (16) 98224 3771

May 7, 2026

To Whom It May Concern,

It is my pleasure to provide this letter in support of Mr. Celio Caetano de Sousa Junior. My name is Tulio Pupim, and I have developed my career in the agricultural sector with a focus on seed production, operational management, and production quality. I currently work at Syngenta, one of the world's leading agribusiness companies specializing in seeds and crop protection technologies. Prior to this role, I worked at Dow AgroSciences, recognized for its agricultural biotechnology and crop input solutions, and at LongPing High-Tech, a company focused on seed innovation and large-scale agricultural production. I hold a master's degree in Seed Production and Technology from University of São Paulo and a degree in Agronomic Engineering from Federal University of Lavras. Throughout my professional career, I have worked closely with highly qualified professionals in Brazil's agricultural industry, particularly in competitive production regions where technical expertise, operational efficiency, and consistent performance are critical to success and widely recognized within the field.

I did not work directly with Mr. Sousa Júnior on the same team, which allows me to provide an entirely independent perspective on his professional standing. Mr. Sousa Júnior is well known among agricultural professionals in the Triângulo Mineiro region, one of Brazil's most competitive and technically demanding agricultural hubs, for his involvement in high-level field performance, commercial results, and operational execution. Within the sector, his name is associated with high-performing agricultural operations and delivering concrete, practical results recognized by peers and partners across the regional market.

What stands out to me is that his recognition does not seem tied to a single crop, a single company, or a single moment in his career. On the contrary, what has become clear is his ability to perform across different agricultural systems and business realities. His experience includes cereals, fruits and vegetables, coffee, citrus, and sugarcane. Anyone familiar with these segments understands that each one requires different technical decisions, different production dynamics, and different ways of engaging with growers. It is one thing to perform well in a very specific niche. It is another thing entirely to maintain relevance across such a broad range of crops.

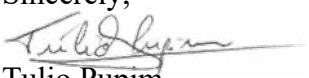
I recognize Mr. Sousa Júnior's technical ability in crop protection based on my own professional experience in the sector and my understanding of the level of expertise required to operate effectively in this field. Crop protection involves managing pests, diseases, and weeds in a way that directly impacts productivity and operational efficiency, and it requires sound technical judgment to deliver consistent results. From what I have observed throughout his professional trajectory, his work reflects a solid command of these principles and an ability to apply them in practical agricultural environments.

From my perspective, professionals with the type of background demonstrated by Mr. Sousa Júnior are particularly valuable in agricultural systems that demand both technical consistency and operational efficiency. His experience across multiple crops and production environments,

combined with his ability to translate technical knowledge into practical results, makes him well-positioned to contribute in contexts where productivity, crop protection, and field-level decision-making are critical. In large-scale agricultural markets, this type of expertise supports more efficient production systems and more reliable outcomes, especially in regions where performance depends on the correct application of technical solutions in diverse conditions.

Thank you for your time and consideration of this letter. Should you need any additional information, do not hesitate to contact me.

Sincerely,



Tulio Pupim
Syngenta Brasil

Contact

www.linkedin.com/in/tulio-pupim-58b054122 (LinkedIn)

Key Skills

Agronomy

Agriculture

Agriculture

Languages

English (Full Professional)

Portuguese (Native or Bilingual)

Certifications

Seed Physiology Course

ISO 37001:2017 Anti-Bribery Management System Internal Auditor Training

Discover Power BI

Theoretical and Practical Training Course for Seed Samplers

ISO 9001:2015 Quality Management System Internal Auditor Training

Tulio Pupim

Seed Production | Quality Assurance | Brazilian Rural Labor Legislation | Third Party Management

Uberlândia, Minas Gerais, Brazil

Summary

Professional with a solid background in the field of corn seed production, having worked for large multinational companies in the areas of foundation seed production, commercial seed production, rural labor legislation, quality assurance, and industrial production.

Professional Experience

Syngenta

Agricultural Division Production Manager

January 2022 – Present (4 years, 4 months)

Uberlândia, Minas Gerais, Brazil

Long Ping High-Tech

4 years 1 month

THIRD-PARTY MANAGEMENT COORDINATOR

January 2020 – December 2021 (2 years)

Cravinhos, São Paulo

EXTERNAL PRODUCTION COODINATOR (Tolling)

June 2019 – December 2019 (7 months)

Cravinhos, São Paulo

• Responsible for managing the production process of two service providers (tollers) during the crop season, accounting for production equivalent to 33% of the company's total output.

• Conducted weekly production KPI reviews to adjust planning and report results to business leadership.

• Maintained strong relationships with toller managers to ensure achievement of targets and expected results, as well as developing action plans to deliver the expected performance.

• Conducted training for toller employees to ensure compliance with the company's internal requirements.

• Monitored the activities of the service provider's quality assurance team to support decision-making processes.

• Conducted product integrity audits at production plants third-party, and oversaw the implementation of corrective actions and continuous improvement initiatives.

PLANT QUALITY ASSURANCE SPECIALIST

December 2017 – May 2019 (1 year, 6 months)
Cravinhos, São Paulo

• Quality Assurance representative for internal production plants, tollers, and warehouses.

• Conducted product integrity audits at production plants, tollers, and internal and external warehouses, preparing management reports and developing corrective action and improvement plans.

• Supported the standardization of quality assurance processes across industrial production sites.

• Led root-cause investigations involving quality-related issues.

• Performed critical analyses of process parameter data and prepared management reports to support process adjustments.

• Responsible for reviewing internal quality assurance procedures across industrial production sites.

Dow AgroSciences
5 years 5 months

SEASONAL AGRICULTURAL WORKFORCE COORDINATOR

November 2013 – November 2017 (4 years, 1 month)

• Structured and organized the company's seasonal agricultural workforce program, creating procedures to ensure standardization and compliance.

• Led the restructuring of the compensation process for seasonal agricultural workers.

• Worked closely with the Human Resources, Legal, and Health & Safety departments to ensure an appropriate and compliant working environment for rural workers.

• Developed new service providers in partnership with the Procurement Department to support the seasonal workforce program, including recruitment agencies, rural transportation providers, hotels and lodging facilities, and meal services.

• Developed, reviewed, and reported KPIs to monitor the efficiency of seasonal agricultural workers and prepared action plans in coordination with field managers.

• Established financial reporting procedures to monitor seasonal labor expenses and report them to the Operations Cost Manager.

• Conducted internal audits of the seasonal workforce program to ensure compliance with established procedures and to identify opportunities for corrective actions and continuous improvement.

FIELD OPERATIONS COORDINATOR

July 2012 – October 2013 (1 year, 4 months)

Cravinhos-SP

• Planned and coordinated all activities related to corn and sorghum seed production fields in the Cravinhos, São Paulo region.

• Coordinated the activities of the field technician team, from the selection of contract growers through the delivery of seeds to the processing plant after harvest, including soil fertility analysis, bioassay planting, grower selection, foundation seed planting, pesticide applications, detasseling, and harvesting.

• Managed the activities of field service providers, including pesticide application, detasseling, field inspection audits, and harvesting, ensuring proper execution of services and cost control.

• Served as the Technical Manager before regulatory agencies, including the Ministry of Agriculture, Livestock and Food Supply (MAPA) and CREA.

Syngenta

FOUNDATION CORN SEED PRODUCTION SUPERVISOR

June 2008 – July 2012 (4 years, 2 months)

Matão-SP

• Developed a new seed production region in the municipality of Monte Alto, São Paulo, establishing partnerships with growers who had no prior experience in seed production and training local agricultural workers to perform activities in corn seed production fields.

• Responsible for implementing the foundation corn seed production plan in the regions of Guaíra, Monte Alto, and Holambra II, São Paulo, overseeing the entire seed production process, including grower contracting, planting, pesticide applications, detasseling, field inspection audits, and harvesting.

• Ensured that seed production field expenses remained within budget.

• Served as an internal auditor of the company's ISO 9001:2008 Quality Management System and was responsible for ensuring compliance with ISO standards within the Foundation Seed Department.

• Supported the Production Research Department by collecting and analyzing information on new inbred lines and parental lines.

Education

Getulio Vargas Foundation

Master of Business Administration (MBA), Business Management · (2017 - 2018)

University of São Paulo

Master's Degree, Agronomy – Seed Production and Technology · (2006 - 2008)

Federal University of Lavras

Agronomist, Agronomy · (2001 - 2006)

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Marina Viana

_____

Date: June 25, 2026

Contato

www.linkedin.com/in/tulio-pupim-58b054122 (LinkedIn)

Principais competências

Agronomia

Agricultura

Agriculture

Languages

Inglês(Full Professional)

Português (Native or Bilingual)

Certifications

Cursode Fisiologia de Sementes

Treinamento de auditor interno do Sistema de Gestão Antissuborno ISO 37001:2017

Descubra o Power BI

Curso teórico-prático de formação de amostradores de sementes

Treinamento de auditor interno do Sistema de Gestão da Qualidade ISO 9001:2015

Tulio Pupim

Seed Production | Quality Assurance | Brazilian Rural Labor Legislation | Third Party Management

Uberlândia, Minas Gerais, Brasil

Resumo

Profissional com sólido background na área de Produção de Sementes de milho, tendo transitado por empresas multinacionais de grande porte, atuando nas áreas de semente básica, produção comercial, legislação trabalhista rural, qualidade assegurada e produção industrial.

Experiência

Syngenta

Gerente de Produção Divisão Agrícola

janeiro de 2022 - Present (4 anos 4 meses)

Uberlândia, Minas Gerais, Brasil

LongPing High-Tech

4 anos 1 mês

COORDENADORDEGERENCIAMENTO DE TERCEIROS

janeiro de 2020 - dezembro de 2021 (2 anos)

Cravinhos, São Paulo

COORDENADOR DE PRODUÇÃO EXTERNA (Tolling)

junho de 2019 - dezembro de 2019 (7 meses)

Cravinhos, São Paulo

• Responsável por gerenciar o processo produtivo de dois prestadores de serviços (Toller) durante a safra, totalizando uma produção correspondente à 33% da produção total da empresa.

• Revisões semanais de KPI’s de produção, para ajuste de planejamento e reporte à liderança do negócio.

• Forte relacionamento com os gestores dos tollers para assegurar o cumprimento das metas e resultados, bem como elaboração de plano de ação para entrega da performance esperada.

• Condução de treinamento aos colaboradores dos tollers para garantir os requerimentos internos da companhia.

• Monitoramento das atividades do time de qualidade assegurada do prestador de serviço para suporte nas tomadas de decisões.
• Condução de auditoria de integridade de produto nas plantas e acompanhamento da implementação das oportunidades de melhorias encontradas.

ESPECIALISTA DE QUALIDADE ASSEGURADA DE PLANTA
dezembro de 2017 - maio de 2019 (1 ano 6 meses)
Cravinhos, São Paulo

• Representante de Qualidade Assegurada para as plantas internas, tollers e armazéns.
• Condução de auditoria de integridade de produto nas plantas, tollers, armazéns internos e externos, criando relatórios gerenciais e gerando plano de ação e melhoria.
• Suporte na padronização do processo de qualidade assegurada entre os sites de produção industrial.
• Liderança de investigação de causa raiz envolvendo questões de qualidade.
• Análise crítica dos dados de parâmetros de processo, gerando relatórios gerenciais para ajuste de processo.
• Responsável pela revisão dos procedimentos internos do processo de qualidade assegurada dos sites de produção industrial.

Dow AgroSciences
5 anos 5 meses

COORDENADOR DE TRABALHADORES SAFRISTAS
novembro de 2013 - novembro de 2017 (4 anos 1 mês)

• Estruturação e organização do processo de safristas rurais da empresa, criando procedimentos para garantir padronização e conformidade.
• Responsável pela reestruturação do processo de pagamento dos trabalhadores rurais.
• Forte sinergia nas atividades com os departamentos de Recursos Humanos, Jurídico e Saúde e Segurança para garantir o melhor e mais adequado ambiente de trabalho aos trabalhadores rurais.
• Desenvolvimento de novos prestadores de serviços junto ao departamento de Compras, para suportar o processo de safristas rurais (agências de recrutamento e seleção de safristas, ônibus rural, hotéis e alojamentos, refeição).
• Elaboração, revisão e reporte de KPI’s para monitorar a eficiência dos trabalhadores rurais safristas e elaboração de plano de ação junto aos gestores de campo.

• Estruturação de reporte financeiro para monitorar os gastos com trabalhadores rurais durante a safra e reportá-los ao gestor de custos operacionais.
• Auditoria interna no processo de safristas rurais para garantir a conformidade nos procedimentos criados e elaboração de plano de ação e melhorias.

COORDENADOR DE CAMPO
julho de 2012 - outubro de 2013 (1 ano 4 meses)
Cravinhos-SP

• Planejamento e coordenação de todas as atividades dos campos de produção de sementes de milho e sorgo na região de Cravinhos/SP.
• Coordenação das atividades do time de técnicos de campo, desde a seleção de cooperantes até a entrega das sementes na planta após a colheita (análise de fertilidade do solo, plantio de bioenssaio, seleção de cooperantes, plantio de semente básica, pulverização, despendoamento e colheita).
• Responsável pelo gerenciamento das atividades dos prestadores de serviço de campo, tais como pulverização, despendoamento, auditoria de inspeção de campo e colheita, garantindo a correta execução de suas atividades e gerindo seus custos.
• Responsável técnico frente aos órgãos públicos reguladores (MAPA e CREA).

Syngenta
SUPERVISOR DE PRODUÇÃO DE SEMENTE BÁSICA DE MILHO
junho de 2008 - julho de 2012 (4 anos 2 meses)
Matão-SP

• Desenvolvimento da nova região de produção de sementes no município de Monte Alto-SP, consolidando parcerias junto a produtores rurais que nunca haviam plantado campo de sementes e desenvolvendo trabalhadores rurais locais para execução das atividades nos campos de sementes de milho.
• Responsável por executar o plano de produção de semente básica de milho nas regiões de Guaíra-SP, Monte Alto-SP e Holambra II-SP, sendo responsável por todo o processo de produção de sementes nestas regiões (contratação de cooperantes, plantio, pulverizações, despendoamento, auditoria de inspeção de campo e colheita).
• Responsável por garantir que as despesas do campo de produção de sementes estejam de acordo com o orçamento.
• Atuação como auditor interno do sistema de gestão da qualidade ISO 9001:2008 da empresa e responsável pela garantia do cumprimento das normas ISO no departamento de Semente Básica.

• Suporte ao departamento de Pesquisa de Produção com levantamento de informações de novas linhagens e parentais.

Formação acadêmica

Fundação Getulio Vargas

MasterofBusinessAdministration - MBA, Gestão Empresarial · (2017 - 2018)

Universidade de São Paulo

Mestrado, Agronomia - Produção e Tecnologia de Sementes · (2006 - 2008)

Universidade Federal de Lavras

Engenheiro Agrônomo, Agronomia · (2001 - 2006)

C.II - Second Prong: Proof of High Salary and Financial Feasibility

Document Generator Program for the Simples Nacional Collection Slip - Declaratory

Original Declaration

Assessment Period: **12/01/2023 to 12/31/2023**

1. Taxpayer Identification

Head Office CNPJ: **42.599.968/0001-26**
Company name: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
CNPJ Opening Date: **07/06/2021**
Opting for Simples Nacional: **Yes**
Calculation Regime: **Accrual Basis**
Declaration No.: **42599968202312001**

1.1 CNPJ of the branches included in this declaration:

None

2.Simples Nacional Assessment

1.2 Revenue Breakdown

Total Gross Revenue (R$)	Domestic Market	Foreign Market	Total
Gross Revenue for the Assessment Period (RPA) - Accrual Basis	156,506.49	0.00	156,506.49
Accumulated Gross Revenue for the Twelve Months Preceding the Assessment Period (RBT12)	959,172.01	0.00	959,172.01
Proportionally Adjusted Accumulated Gross Revenue for the Twelve Months Preceding the Calculation Period (RBT12p)			
Accumulated Gross Revenue for the Current Calendar Year (RBA)	1,070.046.19	0.00	1,070.046.19
Accumulated Gross Revenue for the Previous Calendar Year(RBAA)	379,562.20	0.00	379,562.20
Proportionally Adjusted Gross Revenue Limit	4,800.000.00	4,800.000.00	

2.2) Previous Gross Revenue (R$)

2.2.1) Domestic Market							
01/2022	7,934.24	02/2022	21,939.61	03/2022	13,175.84	04/2022	26,094.13
05/2022	52,894.77	06/2022	16,208.64	07/2022	35,374.65	08/2022	52,455.94
09/2022	29,176.04	10/2022	49,410.25	11/2022	29,265.78	12/2022	45,632.31
01/2023	608,496.40	02/2023	90,912.87	03/2023	20,393.97	04/2023	11,693.28
05/2023	9,147.82	06/2023	2,286.12	07/2023	0.00	08/2023	43,704.82
09/2023	81,032.37	10/2023	781.58	11/2023	45,090.47		
2.2.2) Foreign Market							
01/2022	0.00	02/2022	0.00	03/2022	0.00	04/2022	0.00
05/2022	0.00	06/2022	0.00	07/2022	0.00	08/2022	0.00
09/2022	0.00	10/2022	0.00	11/2022	0.00	12/2022	0.00
01/2023	0.00	02/2023	0.00	03/2023	0.00	04/2023	0.00
05/2023	0.00	06/2023	0.00	07/2023	0.00	08/2023	0.00
09/2023	0.00	10/2023	0.00	11/2023	0.00		

2.3) Previous Payroll (R$)

None

2.4) R Factor (Revenue Factor)

R Factor = Does not apply

2.5) Fixed Amount

Does not apply

2.6) Declaration Summary

Gross Revenue Earned (accrual basis)	Total Amount of Declared Debt (R$)
156,506.49	19,225.72

2.7) Declaration Information by Establishment

Establishment CNPJ: 42.599.968/0001-26	
City: FRANCA	State: SP
Annual Revenue Sublimit (R$): 3.600.000,00	Prohibited from collecting ICMS/ISS on DAS: No

Debt Amount per Activity Tax (R$):

Service Provision, except for abroad - Not subject to the "r" factor without Service Tax (ISS) tax withholding or substitution, with ISS payable to the municipality where the establishment is located.

Reported Gross Revenue: R$ 156,506.49

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769.03	672.90	2,622.39	569.08	8,343.96	0.00	0.00	6,248.36	19,225.72

Installment 1: R$ 156,506.49

Establishment Totals

Reported amount: 156,506.49

Total Declared Debt (payable + suspended)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769.03	672.90	2,622.39	569.08	8,343.96	0.00	0.00	6,248.36	19,225.72

Total Debt with Suspended Enforceability (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Enforceable Debt (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769.03	672.90	2,622.39	569.08	8,343.96	0.00	0.00	6,248.36	19,225.72

2.8) Company Overall Total

Total Declared Debt (payable + suspended) (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769.03	672.90	2,622.39	569.08	8,343.96	0.00	0.00	6,248.36	19,225.72

Total Debt with Suspended Enforceability (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Enforceable Debt (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769.03	672.90	2,622.39	569.08	8,343.96	0.00	0.00	6,248.36	19,225.72

3. Declaration Receipt Information

Date and time of Declaration submission: 01/08/2024 9:50:43 AM
Receipt Number: 01.07.24008.0082621-4
Authentication: 42344.59639.99599.68329

DAS - Simples Nacional Collection Document
IRPJ -Corporate Income Tax
CSLL - Social Contribution on Net Income
COFINS- Contribution to Social Security Financing
PIS/PASEP - Social Integration Program / Public Servant's Property Formation Program
INSS/CPP- Brazilian Social Security Institute/ Employer's Social Security Contribution
ICMS- Tax on Circulation of Goods and Services
IPI - Tax on Industrialized Products
ISS - Tax on Service

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English, as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June, 24 2026

Programa Gerador do Documento de Arrecadação do Simples Nacional - Declaratório

Declaração Original

Período de Apuração: **01/12/2023 a 31/12/2023**

1. Identificação do Contribuinte

CNPJ Matriz: **42.599.968/0001-26**
Nome empresarial: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
Data de abertura no CNPJ: **06/07/2021**
Optante pelo Simples Nacional: **Sim**
Regime de Apuração: **Competência**
Nº da Declaração: **42599968202312001**

1.1 CNPJ das filiais presentes nesta declaração:

Nenhuma

2.Apuração do Simples Nacional

2.1 Discriminativo de Receitas

Total de Receitas Brutas (R$)	Mercado Interno	Mercado Externo	Total
Receita Bruta do PA (RPA) - Competência	156.506,49	0,00	156.506,49
Receita bruta acumulada nos doze meses anteriores ao PA (RBT12)	959.172,01	0,00	959.172,01
Receita bruta acumulada nos doze meses anteriores ao PA proporcionalizada (RBT12p)			
Receita bruta acumulada no ano-calendário corrente (RBA)	1.070.046,19	0,00	1.070.046,19
Receita bruta acumulada no ano-calendário anterior (RBAA)	379.562,20	0,00	379.562,20
Limite de receita bruta proporcionalizado	4.800.000,00	4.800.000,00	

2.2) Receitas Brutas Anteriores (R$)

2.2.1) Mercado Interno							
01/2022	7.934,24	02/2022	21.939,61	03/2022	13.175,84	04/2022	26.094,13
05/2022	52.894,77	06/2022	16.208,64	07/2022	35.374,65	08/2022	52.455,94
09/2022	29.176,04	10/2022	49.410,25	11/2022	29.265,78	12/2022	45.632,31
01/2023	608.496,40	02/2023	90.912,87	03/2023	20.393,97	04/2023	11.693,28
05/2023	9.147,82	06/2023	2.286,12	07/2023	0,00	08/2023	43.704,82
09/2023	81.032,37	10/2023	781,58	11/2023	45.090,47		
2.2.2) Mercado Externo							
01/2022	0,00	02/2022	0,00	03/2022	0,00	04/2022	0,00
05/2022	0,00	06/2022	0,00	07/2022	0,00	08/2022	0,00
09/2022	0,00	10/2022	0,00	11/2022	0,00	12/2022	0,00
01/2023	0,00	02/2023	0,00	03/2023	0,00	04/2023	0,00
05/2023	0,00	06/2023	0,00	07/2023	0,00	08/2023	0,00
09/2023	0,00	10/2023	0,00	11/2023	0,00		

2.3) Folha de Salários Anteriores (R$)

Nenhuma

2.4) Fator r

Fator r = Não se aplica

2.5) Valores Fixos

Não se aplica

2.6) Resumo da Declaração

Receita Bruta Auferida (regime competência)	Valor Total do Débito Declarado (R$)
156.506,49	19.225,72

2.7) Informações da Declaração por Estabelecimento

CNPJ Estabelecimento: 42.599.968/0001-26	
Município: FRANCA	UF: SP
Sublimite de Receita Anual (R$): 3.600.000,00	Impedido de recolher ICMS/ISS no DAS: Não

Valor do Débito por Tributo para a Atividade (R$):

Prestação de Serviços, exceto para o exterior - Não sujeitos ao fator “r” e tributados pelo Anexo III, sem retenção/substituição tributária de ISS, com ISS devido ao próprio Município do estabelecimento

Receita Bruta Informada: R$ 156.506,49

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769,03	672,90	2.622,39	569,08	8.343,96	0,00	0,00	6.248,36	19.225,72

Parcela 1: R$ 156.506,49

Totais do Estabelecimento

Valor Informado: 156.506,49

Total do Débito Declarado (exigível + suspenso)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769,03	672,90	2.622,39	569,08	8.343,96	0,00	0,00	6.248,36	19.225,72

Total do Débito com Exigibilidade Suspensa (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito Exigível (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769,03	672,90	2.622,39	569,08	8.343,96	0,00	0,00	6.248,36	19.225,72

2.8) Total Geral da Empresa

Total do Débito Declarado (exigível + suspenso) (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769,03	672,90	2.622,39	569,08	8.343,96	0,00	0,00	6.248,36	19.225,72

Total do Débito com Exigibilidade Suspensa (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito Exigível (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
769,03	672,90	2.622,39	569,08	8.343,96	0,00	0,00	6.248,36	19.225,72

3. Informações da Recepção da Declaração

Data e horário da transmissão da Declaração: 08/01/2024 09:50:43
Número do Recibo: 01.07.24008.0082621-4
Autenticação: 42344.59639.99599.68329

Document Generator Program for the Simples Nacional Collection Slip - Declaratory

Original Declaration

Assessment Period: **12/01/2024 to 12/31/2024**

1. Taxpayer Identification

Head Office CNPJ: **42.599.968/0001-26**
Company name: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
CNPJ Opening Date: **07/06/2021**
Opting for Simples Nacional: **Yes**
Calculation Regime: **Accrual Basis**
Declaration No.: **42599968202312001**

1.1 CNPJ of the branches included in this declaration:

None

2.Simples Nacional Assessment

1.2 Revenue Breakdown

Total Gross Revenue (R$)	Domestic Market	Foreign Market	Total
Gross Revenue for the Assessment Period (RPA) - Accrual Basis	44,816.94	0.00	44,816.94
Accumulated Gross Revenue for the Twelve Months Preceding the Assessment Period (RBT12)	677,701.93	0.00	677,701.93
Proportionally Adjusted Accumulated Gross Revenue for the Twelve Months Preceding the Calculation Period (RBT12p)			
Accumulated Gross Revenue for the Current Calendar Year (RBA)	566,012.38	0.00	566,012.38
Accumulated Gross Revenue for the Previous Calendar Year(RBAA)	1,070.046.19	0.00	1,070.046.19
Proportionally Adjusted Gross Revenue Limit	4,800.000.00	4,800.000.00	

2.2) Previous Gross Revenue (R$)

2.2.1) Domestic Market							
01/2023	608,496.40	02/2023	90,912.87	03/2023	20,393.97	04/2023	11,693.28
05/2023	9,147.82	06/2023	2,286.12	07/2023	0.00	08/2023	43,704.82
09/2023	81,032.37	10/2023	781.58	11/2023	45,090.47	12/2023	156,506.49
01/2024	141,439.00	02/2024	88,523.05	03/2024	30,523.81	04/2024	18,100.89
05/2024	52,424.19	06/2024	82,610.53	07/2024	7,949.28	08/2024	41,386.71
09/2024	17,177.40	10/2024	39,550.73	11/2024	1,509.85		
2.2.2) Foreign Market							
01/2023	0.00	02/2023	0.00	03/2023	0.00	04/2024	0.00
05/2023	0.00	06/2023	0.00	07/2023	0.00	08/2024	0.00
09/2023	0.00	10/2023	0.00	11/2023	0.00	12/2024	0.00
01/2024	0.00	02/2024	0.00	03/2024	0.00	04/2024	0.00
05/2024	0.00	06/2024	0.00	07/2024	0.00	08/2024	0.00
09/2024	0.00	10/2024	0.00	11/2024	0.00		

2.3) Previous Payroll (R$)

None

2.4) R Factor (Revenue Factor)

R Factor = Does not apply

2.5) Fixed Amount

Does not apply

2.6) Declaration Summary

Gross Revenue Earned (accrual basis)	Total Amount of Declared Debt (R$)
44,816.94	4,883.74

2.7) Declaration Information by Establishment

Establishment CNPJ: 42.599.968/0001-26	
City: FRANCA	State: SP
Annual Revenue Sublimit (R$): 3.600.000,00	Prohibited from collecting ICMS/ISS on DAS: No

Debt Amount per Activity Tax (R$):

Service Provision, except for abroad - Not subject to the "r" factor without Service Tax (ISS) tax withholding or substitution, with ISS payable to the municipality where the establishment is located.

Reported Gross Revenue: R$ 44,816.94

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195.35	170.93	666.14	144.56	2,119.54	0.00	0.00	1,587.22	4,883.74

Installment 1: 44,816.94

Establishment Totals

Reported amount: 44,816.94

Total Declared Debt (payable + suspended)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195.35	170.93	666.14	144.56	2,119.54	0.00	0.00	1,587.22	4,883.74

Total Debt with Suspended Enforceability (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Enforceable Debt (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195.35	170.93	666.14	144.56	2,119.54	0.00	0.00	1,587.22	4,883.74

2.8) Company Overall Total

Total Declared Debt (payable + suspended) (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195.35	170.93	666.14	144.56	2,119.54	0.00	0.00	1,587.22	4,883.74

Total Debt with Suspended Enforceability (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Enforceable Debt (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195.35	170.93	666.14	144.56	2,119.54	0.00	0.00	1,587.22	4,883.74

3. Declaration Receipt Information

Date and time of Declaration submission: 01/13/2025 1:50:53 PM
Receipt Number: 01.07.25013.0266022-0
Authentication: 42048.59437.99142.68884

DAS - Simples Nacional Collection Document
IRPJ -Corporate Income Tax
CSLL - Social Contribution on Net Income
COFINS- Contribution to Social Security Financing
PIS/PASEP - Social Integration Program / Public Servant's Property Formation Program
INSS/CPP- Brazilian Social Security Institute/ Employer's Social Security Contribution
ICMS- Tax on Circulation of Goods and Services
IPI - Tax on Industrialized Products
ISS - Tax on Service

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English, as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June, 25 2026

Programa Gerador do Documento de Arrecadação do Simples Nacional - Declaratório

Declaração Original

Período de Apuração: **01/12/2024 a 31/12/2024**

1. Identificação do Contribuinte

CNPJ Matriz: **42.599.968/0001-26**
Nome empresarial: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
Data de abertura no CNPJ: **06/07/2021**
Optante pelo Simples Nacional: **Sim**
Regime de Apuração: **Competência**
Nº da Declaração: **42599968202412001**

1.1 CNPJ das filiais presentes nesta declaração:

Nenhuma

2.Apuração do Simples Nacional

2.1 Discriminativo de Receitas

Total de Receitas Brutas (R$)	Mercado Interno	Mercado Externo	Total
Receita Bruta do PA (RPA) - Competência	44.816,94	0,00	44.816,94
Receita bruta acumulada nos doze meses anteriores ao PA (RBT12)	677.701,93	0,00	677.701,93
Receita bruta acumulada nos doze meses anteriores ao PA proporcionalizada (RBT12p)			
Receita bruta acumulada no ano-calendário corrente (RBA)	566.012,38	0,00	566.012,38
Receita bruta acumulada no ano-calendário anterior (RBAA)	1.070.046,19	0,00	1.070.046,19
Limite de receita bruta proporcionalizado	4.800.000,00	4.800.000,00	

2.2) Receitas Brutas Anteriores (R$)

2.2.1) Mercado Interno							
01/2023	608.496,40	02/2023	90.912,87	03/2023	20.393,97	04/2023	11.693,28
05/2023	9.147,82	06/2023	2.286,12	07/2023	0,00	08/2023	43.704,82
09/2023	81.032,37	10/2023	781,58	11/2023	45.090,47	12/2023	156.506,49
01/2024	141.439,00	02/2024	88.523,05	03/2024	30.523,81	04/2024	18.100,89
05/2024	52.424,19	06/2024	82.610,53	07/2024	7.949,28	08/2024	41.386,71
09/2024	17.177,40	10/2024	39.550,73	11/2024	1.509,85		
2.2.2) Mercado Externo							
01/2023	0,00	02/2023	0,00	03/2023	0,00	04/2023	0,00
05/2023	0,00	06/2023	0,00	07/2023	0,00	08/2023	0,00
09/2023	0,00	10/2023	0,00	11/2023	0,00	12/2023	0,00
01/2024	0,00	02/2024	0,00	03/2024	0,00	04/2024	0,00
05/2024	0,00	06/2024	0,00	07/2024	0,00	08/2024	0,00
09/2024	0,00	10/2024	0,00	11/2024	0,00		

2.3) Folha de Salários Anteriores (R$)

Nenhuma

2.4) Fator r

Fator r = Não se aplica

2.5) Valores Fixos

Não se aplica

2.6) Resumo da Declaração

Receita Bruta Auferida (regime competência)	Valor Total do Débito Declarado (R$)
44.816,94	4.883,74

2.7) Informações da Declaração por Estabelecimento

CNPJ Estabelecimento: 42.599.968/0001-26	
Município: FRANCA	UF: SP
Sublimite de Receita Anual (R$): 3.600.000,00	Impedido de recolher ICMS/ISS no DAS: Não

Valor do Débito por Tributo para a Atividade (R$):

Prestação de Serviços, exceto para o exterior - Não sujeitos ao fator “r” e tributados pelo Anexo III, sem retenção/substituição tributária de ISS, com ISS devido ao próprio Município do estabelecimento

Receita Bruta Informada: R$ 44.816,94

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195,35	170,93	666,14	144,56	2.119,54	0,00	0,00	1.587,22	4.883,74

Parcela 1: R$ 44.816,94

Totais do Estabelecimento

Valor Informado: 44.816,94

Total do Débito Declarado (exigível + suspenso)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195,35	170,93	666,14	144,56	2.119,54	0,00	0,00	1.587,22	4.883,74

Total do Débito com Exigibilidade Suspensa (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito Exigível (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195,35	170,93	666,14	144,56	2.119,54	0,00	0,00	1.587,22	4.883,74

2.8) Total Geral da Empresa

Total do Débito Declarado (exigível + suspenso) (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195,35	170,93	666,14	144,56	2.119,54	0,00	0,00	1.587,22	4.883,74

Total do Débito com Exigibilidade Suspensa (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito Exigível (R$)

IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
195,35	170,93	666,14	144,56	2.119,54	0,00	0,00	1.587,22	4.883,74

3. Informações da Recepção da Declaração

Data e horário da transmissão da Declaração: 13/01/2025 13:50:53
Número do Recibo: 01.07.25013.0266022-0
Autenticação: 42048.59437.99142.68884

Document Generator Program for the Simples Nacional Collection Slip - Declaratory

Original Declaration

Assessment Period: **08/01/2025 to 08/31/2025**

1. Taxpayer Identification

Head Office CNPJ: **42.599.968/0001-26**
Company name: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
CNPJ Opening Date: **07/06/2021**
Opting for Simples Nacional: **Yes**
Calculation Regime: **Accrual Basis**
Declaration No.: **42599968202312001**

1.1 CNPJ of the branches included in this declaration:

None

2.Simples Nacional Assessment

1.2 Revenue Breakdown

Total Gross Revenue (R$)	Domestic Market	Foreign Market	Total
Gross Revenue for the Assessment Period (RPA) – Accrual Basis	0.00	0.00	0.00
Accumulated Gross Revenue for the Twelve Months Preceding the Assessment Period (RBT12)	809,875.62	0.00	809,875.62
Proportionally Adjusted Accumulated Gross Revenue for the Twelve Months Preceding the Calculation Period (RBT12p)			
Accumulated Gross Revenue for the Current Calendar Year (RBA)	665,433.99	0.00	665,433.99
Accumulated Gross Revenue for the Previous Calendar Year(RBAA)	566,012.38	0.00	566,012.38
Proportionally Adjusted Gross Revenue Limit	4,800,000.00	4,800,000.00	

2.2) Previous Gross Revenue (R$)

2.2.1) Domestic Market							
01/2024	141,439.00	02/2024	88,523.05	03/2024	30,523.81	04/2024	18,100.89
05/2024	52,424.19	06/2024	82,610.53	07/2024	7,949.28	08/2024	41,386.71
09/2024	17,177.40	10/2024	39,550.73	11/2024	1,509.85	12/2024	44,816.94
01/2025	77,550.82	02/2025	30,894.37	03/2025	0.00	04/2025	556,988.80
05/2025	0.00	06/2025	0.00	07/2025	0.00		
2.2.2) Foreign Market							
01/2024	0.00	02/2024	0.00	03/2024	0.00	04/2024	0.00
05/2024	0.00	06/2024	0.00	07/2024	0.00	08/2024	0.00
09/2024	0.00	10/2024	0.00	11/2024	0.00	12/2024	0.00
01/2025	0.00	02/2025	0.00	03/2025	0.00	04/2025	0.00
05/2025	0.00	06/2025	0.00	07/2025	0.00		

2.3) Previous Payroll (R$)

None

2.4) R Factor (Revenue Factor)

R Factor = Does not apply

2.5) Fixed Amount

Does not apply

2.6) Declaration Summary

Gross Revenue Earned (accrual basis)	Total Amount of Declared Debt (R$)
0.00	0.00

2.7) Declaration Information by Establishment

Establishment CNPJ: 42.599.968/0001-26	
City: FRANCA	State: SP
Annual Revenue Sublimit (R$): 3.600.000,00	Prohibited from collecting ICMS/ISS on DAS: No
No activity selected	

2.8) Company Overall Total

Total Declared Debt (payable + suspended) (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Debt with Suspended Enforceability (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Total Enforceable Debt (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

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3. Declaration Receipt Information

Date and time of Declaration submission: 08/27/2025 8:49:38 AM
Receipt Number: 01.07.25239.0007167-9
Authentication: 42160.59621.99114.68123

DAS - Simples Nacional Collection Document
IRPJ -Corporate Income Tax
CSLL - Social Contribution on Net Income
COFINS- Contribution to Social Security Financing
PIS/PASEP - Social Integration Program / Public Servant's Property Formation Program
INSS/CPP- Brazilian Social Security Institute/ Employer's Social Security Contribution
ICMS- Tax on Circulation of Goods and Services
IPI - Tax on Industrialized Products
ISS - Tax on Service

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English, as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June, 25 2026

Programa Gerador do Documento de Arrecadação do Simples Nacional - Declaratório

Declaração Original

Período de Apuração: **01/08/2025 a 31/08/2025**

1. Identificação do Contribuinte

CNPJ Matriz: **42.599.968/0001-26**
Nome empresarial: **C. CAETANO REPRESENTACAO COMERCIAL LTDA**
Data de abertura no CNPJ: **06/07/2021**
Optante pelo Simples Nacional: **Sim**
Regime de Apuração: **Competência**
Nº da Declaração: **42599968202508001**

1.1 CNPJ das filiais presentes nesta declaração:

Nenhuma

2.Apuração do Simples Nacional

2.1 Discriminativo de Receitas

Total de Receitas Brutas (R$)	Mercado Interno	Mercado Externo	Total
Receita Bruta do PA (RPA) - Competência	0,00	0,00	0,00
Receita bruta acumulada nos doze meses anteriores ao PA (RBT12)	809.875,62	0,00	809.875,62
Receita bruta acumulada nos doze meses anteriores ao PA proporcionalizada (RBT12p)			
Receita bruta acumulada no ano-calendário corrente (RBA)	665.433,99	0,00	665.433,99
Receita bruta acumulada no ano-calendário anterior (RBAA)	566.012,38	0,00	566.012,38
Limite de receita bruta proporcionalizado	4.800.000,00	4.800.000,00	

2.2) Receitas Brutas Anteriores (R$)

2.2.1) Mercado Interno							
01/2024	141.439,00	02/2024	88.523,05	03/2024	30.523,81	04/2024	18.100,89
05/2024	52.424,19	06/2024	82.610,53	07/2024	7.949,28	08/2024	41.386,71
09/2024	17.177,40	10/2024	39.550,73	11/2024	1.509,85	12/2024	44.816,94
01/2025	77.550,82	02/2025	30.894,37	03/2025	0,00	04/2025	556.988,80
05/2025	0,00	06/2025	0,00	07/2025	0,00		
2.2.2) Mercado Externo							
01/2024	0,00	02/2024	0,00	03/2024	0,00	04/2024	0,00
05/2024	0,00	06/2024	0,00	07/2024	0,00	08/2024	0,00
09/2024	0,00	10/2024	0,00	11/2024	0,00	12/2024	0,00
01/2025	0,00	02/2025	0,00	03/2025	0,00	04/2025	0,00
05/2025	0,00	06/2025	0,00	07/2025	0,00		

2.3) Folha de Salários Anteriores (R$)

Nenhuma

2.4) Fator r

Fator r = Não se aplica

2.5) Valores Fixos

Não se aplica

2.6) Resumo da Declaração

Receita Bruta Auferida (regime competência)	Valor Total do Débito Declarado (R$)
0,00	0,00

2.7) Informações da Declaração por Estabelecimento

CNPJ Estabelecimento: 42.599.968/0001-26	
Município: FRANCA	UF: SP
Sublimite de Receita Anual (R$): 3.600.000,00	Impedido de recolher ICMS/ISS no DAS: Não
Nenhuma atividade selecionada	

2.8) Total Geral da Empresa

Total do Débito Declarado (exigível + suspenso) (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito com Exigibilidade Suspensa (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

Total do Débito Exigível (R$)								
IRPJ	CSLL	COFINS	PIS/Pasep	INSS/CPP	ICMS	IPI	ISS	Total
0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00

3. Informações da Recepção da Declaração

Data e horário da transmissão da Declaração: 27/08/2025 08:49:38
Número do Recibo: 01.07.25239.0007167-9
Autenticação: 42160.59621.99114.68123

ESCRITÓRIO GLOBO CONTABILIDADE
R. CORIFEU AZEVEDO MARQUES, 875
JARDIM CALIFÓRNIA, FRANCA - SP
PHONE: (16) 3403 - 6628
WHATSAPP : (16) 99106 - 1568

Franca/SP, September 23, 2026.

To whom it may concern,

CELIO CAETANO DE SOUSA JUNIOR, a Brazilian citizen, married, holder of Passport No. GE932462, agronomist and entrepreneur, has earned the service income set forth below during the last 03 (three) years:

- In 2023, total income of R$ 1,070,046.19
- In 2024, total income of R$ 566,012.38
- In 2025, total income of R$ 665,433.99

The above-mentioned amounts are reflected in his financial records.

Please contact us if necessary

Respectfully,

---//signature//---

Tulio Carvalho Domingos Silva
CPF 384.235.548-30
CRC – 1SP331172/O-2

I, André Vinícius Inacio Penna Mello, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Date: September 23, 2026.

ESCRITÓRIO GLOBO CONTABILIDADE
R. CORIFEU AZEVEDO MARQUES, 875
JARDIM CALIFÓRNIA, FRANCA - SP
FONE: (16) 3403 - 6628
WHATSAPP : (16) 99106 - 1568

Franca/SP 23 de setembro de 2026.

A quem possa interessar,

CELIO CAETANO DE SOUSA JUNIOR, brasileiro, casado, portador do passaporte n° GE932462 agrônomo e empresário, nos últimos 03 (três) anos os rendimentos abaixo discriminados, advindos de prestação de serviços:

- Em 2023, renda total de R$ 1.070.046,19
- Em 2024, renda total de R$ 566.012,38
- Em 2025, renda total de R$ 665.433,99

Os valores supramencionados constam de seus informes financeiros.

Favor contatar caso necessário.

Atenciosamente,

Tulio Carvalho Domingos Silva
CPF 384.235.548-30
CRC – 1SP331172/O-2

CBO 222110 – Agricultural Engineer

Official description, responsibilities , competencies, salaries, and labor market for **Agricultural Engineers** (CBO 222110) in 2026 — data from the CBO/MTE Table and CAGED.

CBO 2221-10

CBO/MTE Level 6/8 — In-depth knowledge and innovative solutions • View salary survey →

Knowledge (6/8)	Skill (6/8)	Attitude (6/8)	Occupation (6/8)

Synonyms: Agronomist • Agricultural Engineer (agriculture) • Agricultural Engineer (soils) • Horticultural engineer
Source: CBO Table — Ministry of Labor and Employment • Portal Salário

💰 Agricultural engineer salary in Brazil

CAGED Data • Past 12 Months • CLT Employment Contract • Brazil

Minimum wage floor	Average salary	Median salary	Salary cap
R$ 4,376.37	**R$ 9,755.20**	**R$ 8,805.00**	**R$ 17,946.78**

Average workweek
42h

Professionals
5.154
under CLT contracts

Most common education level
Bachelor's Degree Complete

Recommended program
Agronomy, Agronomic Engineering

🏆 Highest salary by State
CEARÁ
R$ 14,563.49 average

📥 Top hiring State
SÃO PAULO
695 admissions

🏙️ Highest salary by City
Maracanaú/CEARÁ
R$ 21,390.51 average

🏢 Top hiring sector
Distributors of Agricultural Defensives
498 professionals

View complete salary survey →

🏢 Salary by Company Size

Agricultural Engineer • Brazil • CLT Employment Contract

🔒 Real values are exclusive to subscribers. **View access plans →**

Company Size	Q1 (25%)	Average Salary	Q3 (75%)
Micro (up to 9 employees)	R$ 0.00	**R$ 0.00**	R$ 0.00
Small (10-49 employees)	R$ 0.00	**R$ 0.00**	R$ 0.00
Medium (50-249 employees)	R$ 0.00	**R$ 0.00**	R$ 0.00
Large (250+ employees)	R$ 0.00	**R$ 0.00**	R$ 0.00

Source: Portal Salário / CAGED • Past 12 Months • CLT Employment Contract • Brazil

🔒 VIEW REAL VALUES — SUBSCRIBE TO PORTAL SALÁRIO

📋What an Agricultural Engineer Does

The **Agricultural Engineer** designs, coordinates, and inspects agricultural and livestock projects for the implementation of best practices in cultivation and animal breeding, optimization and rationalization of processes, and sustainable use of productive and environmental resources. Organizes processes and techniques for transforming agricultural raw materials into agro-industrial products. Guides the storage, transport, and commercialization of products. Implements and supervises the maintenance of rural constructions, infrastructure systems, roads, and complementary facilities. Provides technical assistance and consulting. May operate in research. Performs inspections, expert appraisals, and audits, preparing technical reports and opinions. Keeps themselves updated within their field of activity. Supervises teams. Acts with professional ethics. Complies with legislation, technical standards, and occupational health and safety regulatory standards, as well as environmental preservation.

Detailed responsibilities — CBO 2221-10

Plans activities, developing projects for the production, transformation, preservation, and commercialization of agricultural and livestock products. Conducts diagnostics, identifying regional potentials. Studies crops for planting, animal species for breeding, and the processing of harvested products. Plans machinery and equipment for operations in agricultural areas, including precision agriculture and energy sources. Forecasts forms of sustainable management of natural resources. Assesses climate and market risks. Conducts technical-economic feasibility studies. Establishes project budgets and estimates costs. Defines parameters for evaluating productivity and for production quality control.

Manages the economic-ecological zoning of agricultural crops, organizing rural spaces. Develops agrosilvopastoral and agroecological systems. Adopts the most efficient use of soil - such as the No-Till System (SPD) -, preventing erosion. Establishes crop rotation.

Guides the management and conservation of soil and water resources. Executes topographic surveys. Supervised the collection of soil and water samples for laboratory analyses. Establishes fertilization, irrigation, and drainage systems.

Monitors seed and seedling production activities. Supervises crop management. Manages the treatment of plant diseases, defining appropriate methods for pest control or, when possible, elimination. Guides harvesting and post-harvest activities.

Operates in the livestock sector, promoting humane management and animal welfare. Guides the breeding process, developing genetic improvement of breeds. Recommends the appropriate type of pastures and selects livestock feed. Promotes measures for disease prevention in herds.

Organizes processes and techniques for the preservation and transformation of agricultural raw materials into agro-industrial products.

Defines the best strategies for the storage, transport, and commercialization of products.

Conducts analysis of the volume produced and product quality control. Utilizes computerized controls and makes use of sensors and “drones” for the remote monitoring of production, as well as the quality of processes and products.

Collaborates in the development and continuous improvement of production technologies that increase productivity while simultaneously enabling the conservation and preservation of natural resources.

Coordinates the implementation and supervises the maintenance of rural constructions, infrastructure systems, roads, and complementary facilities for agricultural and agro-industrial purposes. Evaluates and tests the performance of equipment, machinery, and systems.

Guides rural administration. May manage agribusiness companies.

Supervises team work, evaluating their performance and providing training. Conducts actions to prevent workplace accidents.

Provides technical assistance and consulting, performing visits to guide and inspect agricultural activities, such as the implementation of production, storage, transport, and commercialization processes for products, mechanization resources, and automated agricultural instruments, buildings, and livestock handling facilities. Conducts agricultural extension in small and medium-sized properties.

Executes inspections, assessments, and expert appraisals. Prepares technical reports and opinions, defining technical and socio-environmental responsibilities.

May work on or guide development work for hybrids and conduct research in biotechnology.

May guide forms of work organization, such as associations and cooperatives.

Operates in multidisciplinary teams in a critical, creative, and cooperative manner for the social and technological development of rural areas.

Keeps updated within their field of activity, analyzing diversified and innovative technological options related to livestock and sustainable agriculture.

Required Knowledge

CBO/MTE Table • Knowledge Level: 6/8

Dpth. = Depth (1-5) • **Freq.** = Frequency of se (1-5) • **Imp.** = Importance (1-5)

Advanced Knowledge — Group II (254)

*Glossary:

CAGED: General Registry of Employed and Unemployed Persons
CBO/MTE: Brazilian Classification of Occupations/Ministry of Labor and Employment
CLT: Consolidation of Labor Laws

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: August 27, 2026.

CBO 2221-10 — Engenheiro agrônomo

Descrição oficial, funções, competências, salários e mercado de trabalho para **Engenheiro agrônomo** (CBO 222110) em 2026 — dados da Tabela CBO/MTE e CAGED.

CBO 2221-10

Nível CBO/MTE 6/8 — Conhecimento aprofundado e soluções inovadoras • Ver pesquisa salarial →

Conhecimento (6/8)	Habilidade (6/8)	Atitude (6/8)	Ocupação (6/8)

Sinônimos: Agrônomo • Engenheiro agrônomo (agricultura) • Engenheiro agrônomo (solos) • Engenheiro horticultor
Fonte: Tabela CBO — Ministério do Trabalho e Emprego • Portal Salário

Salário de Engenheiro agrônomo no Brasil

Dados do CAGED • Últimos 12 meses • Regime CLT • Brasil

Piso salarial	Média salarial	Mediana	Teto salarial
R$ 4.376,37	**R$ 9.755,20**	**R$ 8.805,00**	**R$ 17.946,78**

Jornada média	Profissionais	Escolaridade mais comum	Curso recomendado
42h semanais	**5.154** na base CLT	**Superior Completo**	**Agronomia, Engenharia Agronômica**

Melhor salário por estado	Estado que mais contrata	Melhor salário por cidade	Setor que mais contrata
CE R$ 14.563,49 média	**SP** 695 admissões	**Maracanaú/CE** R$ 21.390,51 média	**Distribuidoras de Defensivos Agrícolas** 498 profissionais

Ver pesquisa salarial completa →

Salário por Porte da Empresa

Engenheiro agrônomo • Brasil • Regime CLT

Os valores reais são exclusivos para assinantes. **Ver planos de acesso →**

Porte da Empresa	Q1 (25%)	Sal. Médio	Q3 (75%)
Micro (até 9 func.)	R$ 0,00	**R$ 0,00**	R$ 0,00
Pequena (10-49 func.)	R$ 0,00	**R$ 0,00**	R$ 0,00
Média (50-249 func.)	R$ 0,00	**R$ 0,00**	R$ 0,00
Grande (250+ func.)	R$ 0,00	**R$ 0,00**	R$ 0,00

Fonte: Portal Salário / CAGED • Últimos 12 meses • Regime CLT • Brasil

VER VALORES REAIS — ASSINAR O PORTAL SALÁRIO

O Que Faz um Engenheiro agrônomo

O **Engenheiro agrônomo** elabora, coordena e fiscaliza projetos de agropecuária, para implementação de boas práticas de cultivo e de criação animal, otimização e racionalização dos processos, e uso sustentável dos recursos produtivos e ambientais. Organiza processos e técnicas de transformação de matérias-primas da agropecuária em produtos agroindustriais. Orienta armazenamento, transporte e comercialização de produtos. Implanta e supervisiona a manutenção de construções rurais, sistemas de infraestrutura, estradas e instalações complementares. Presta assistência técnica e consultoria. Pode atuar em pesquisa. Realiza vistorias, perícias e auditorias, elaborando laudos e pareceres técnicos. Mantém-se atualizado em sua área de atuação. Supervisiona equipes. Atua com ética profissional. Cumpre legislação, normas técnicas e normas regulamentadoras de saúde e segurança no trabalho e de preservação ambiental.

Funções detalhadas — CBO 2221-10

Planeja atividades, desenvolvendo projetos de produção, transformação, conservação e comercialização de produtos agropecuários. Realiza diagnóstico, identificando potencialidades regionais. Estuda as culturas para plantio, as espécies de animais para criação, e o beneficiamento dos produtos colhidos. Planeja máquinas e equipamentos para operação em áreas da agropecuária, incluindo agricultura de precisão e fontes de energia. Prevê formas de manejo sustentável dos recursos naturais. Avalia riscos climáticos e de mercado. Faz estudos de viabilidade técnico-econômica. Estabelece orçamento de projetos e estima custos. Define parâmetros para avaliação da produtividade e para controle da qualidade da produção.

Gerencia o zoneamento econômico-ecológico de culturas agrícolas, organizando o espaço rural. Desenvolve sistemas agrossilvopastoris e agroecológicos. Adota o uso mais eficiente do solo – como o Sistema de Plantio Direto (SPD) -, evitando a erosão. Estabelece a rotação de culturas.

Orienta o manejo e a conservação do solo e dos recursos hídricos. Executa levantamentos topográficos. Supervisiona a coleta de amostras de solo e água, para análises laboratoriais. Estabelece sistemas de adubação, irrigação e drenagem.

Monitora as atividades de produção de sementes e mudas. Supervisiona o manejo de culturas. Gerencia o tratamento de doenças de plantas, definindo as formas adequadas de controle ou, quando possível, eliminação de pragas. Orienta atividades de colheita e pós-colheita.

Atua na área pecuária, incentivando o manejo racional e o bem-estar dos animais. Orienta o processo de reprodução, desenvolvendo o melhoramento genético de raças. Indica o tipo adequado de pastagens e seleciona rações. Promove medidas para prevenção de doenças em rebanhos.

Organiza processos e técnicas de conservação e transformação de matérias-primas da agropecuária em produtos agroindustriais.

Define as melhores estratégias para armazenamento e transporte dos produtos e para sua comercialização.

Realiza análise da quantidade produzida e controle da qualidade dos produtos. Utiliza controles informatizados e faz uso de sensores e "drones" para o monitoramento remoto da produção e da qualidade de processos e produtos.

Colabora no desenvolvimento e no aperfeiçoamento contínuo das tecnologias de produção, que ampliem a produtividade e, ao mesmo tempo, permitam a conservação e a preservação dos recursos naturais.

Coordena a implantação e supervisiona a manutenção de construções rurais, sistemas de infraestrutura, estradas e instalações complementares, para fins agropecuários e agroindustriais. Avalia e testa o desempenho de equipamentos, máquinas e sistemas.

Orienta a administração rural. Pode gerenciar empresas do agronegócio.

Supervisiona o trabalho de equipe, avaliando seu desempenho e ministrando treinamentos. Realiza ações para prevenir acidentes no trabalho.

Presta assistência técnica e consultoria, realizando visitas para orientar e fiscalizar atividades da área agropecuária, tais como implantação de processos de produção, armazenamento, transporte e comercialização de produtos, recursos de mecanização e instrumentos automáticos para agropecuária, construções, e instalações rurais de manejo. Realiza extensão rural em pequenas e médias propriedades.

Executa vistorias, avaliações e perícias. Elabora laudos e pareceres técnicos, com definição de responsabilidades técnicas e socioambientais.

Pode trabalhar ou orientar o trabalho no desenvolvimento de híbridos e realizar pesquisas em biotecnologia.

Pode orientar formas de organização do trabalho, como associações e cooperativas.

Atua em equipes multidisciplinares, de forma crítica, criativa e cooperativa, para o desenvolvimento social e tecnológico do campo.

Mantém-se atualizado em sua área de atuação, analisando opções tecnológicas diversificadas e inovadoras relacionadas à pecuária e à agricultura sustentável.

Conhecimentos Exigidos

Tabela CBO/MTE • Nível de Conhecimento: 6/8

Prof. = Profundidade (1-5) • **Freq.** = Frequência de uso (1-5) • **Imp.** = Importância (1-5)

Conhecimentos avançados — Grupo II (254)

Agricultural Engineer (agriculture) — Salary Brazil

R$ 9,755.20 /month **average** **-2.3% compared to 2025**

CBO2221-10 • Updated on August 03, 2026 • 5.154 professionals in the sample

Salary range:**R$ 4,376.37** (minimum wage floor) up to **R$ 17.946.78** (salary cap) • Average workweek: **42h/week**

JOB DESCRIPTION PDF

📋 Minimum wage floor	📊 Median	🏆 Salary cap	👥 Professionals
R$ 4,376 collective agreements	**R$ 8,805** 50% above / below	**R$ 17,94** highest salaries	**5.154** past 12 months

🏢 Company cost	💵 Net salary	📈 Salary range	🔥 Hiring index
R$ 16,58 salary + CLT social charges	**R$ 7,804** after average INSS + IR	**310%** dispersion floor→ceiling	**0.92** more layoffs

41

IPS - Portal Salário Index of the Position

Retraction

Balance: -228 vacancies • Turnover (layoff rate / total movement): 52.2% • Volume: 5.154

Today an **Agricultural Engineer (agriculture)** earns an average of **R$ 9,755.20** for a **42h workweek**, based on **5.154 professionals** hired and laid off throughout Brazil under the CLT regime in the past 12 months (CAGED).

In **2026** the compensation for an Agricultural Engineer (agriculture) can range between the **average wage floor of R$ 4,376.37** and the **salary cap of R$ 17,946.78**.

The salary variation depends mainly on the duties performed, company segment, location, education, experience in the role, and the company's job, salary, and career policy.

> You can check right below in the **salary table**, more survey data such as the 2026 wage floor, median salary, hourly, monthly, and annual salary to know exactly how much an Agricultural Engineer (agriculture) earns throughout the Brazilian territory.

Source: Portal Salário / CAGED • Brazil • 07/2025 to 06/2026

data ready check availability 🔒 **Requires active plan • Access now!**

📍 Salary by State

ACRE	ALAGOAS	AMAPÁ	AMAZONAS	BAHIA	CEARÁ
FEDERAL DISTRICT	ESPÍRITO SANTO	GOIÁS	MARANHÃO	MATO GROSSO	MATO GROSSO DO SUL
MINAS GERAIS	PARÁ	PARAÍBA	PARANÁ	PERNAMBUCO	PIAUÍ
RIO DE JANEIRO	RIO GRANDE DO NORTE	RIO GRANDE DO SUL	RONDÔNIA	RORAIMA	SANTA CATARINA
SÃO PAULO	SERGIPE	TOCANTINS			

📍 Salary by City

Aracaju	Belo Horizonte	Belém	Boa Vista	Brasília	Campo Grande
Cuiabá	Curitiba	Florianópolis	Fortaleza	Goiânia	João Pessoa
Macapá	Maceió	Manaus	Natal	Palmas	Porto Alegre
Porto Velho	Recife	Rio Branco	Rio de Janeiro	Salvador	São Luís
São Paulo	Teresina	Vitória			

Other cities →

Profile & Trends

Who is this professional and where are they going • past 12 months • Brazil • Quarters: 07/2025 to 06/2026

According to a survey by Portal Salário, the **most recurrent profile** is a worker **aged 29**, with **higher education in Agronomy and/or Agronomic Engineering**, **male**, who works **44h weekly** in companies within the segment of **Distributors of agricultural defensives** throughout Brazil.

City with the most hirings and consequently more job vacancies: **São Paulo**

73

JOB QUALITY

GOOD

REQUIRED EDUCATION

Top 23%

Portal Salário ranking with more than 2.600 occupations

TYPICAL SALARY

Top 5%

Portal Salário ranking with more than 2.600 occupations

VOLUME OF HIRINGS

Position 20%

Portal Salário ranking with more than 2.600 occupations

In the national ranking of more than 2.600 occupations monitored by Portal Salário, **Agricultural Engineer (agriculture)** stands out in **required education** (top 23%) and **typical salary** (top 5%). These data are calculated from an exclusive survey by **Portal Salário** with data from CAGED/MTE.

Data by state and city available for subscribers. Learn about the access plans.

26

FUTURE INDEX

TRADITIONAL

AVERAGE AGE

-1.1 years

34.1 → 33.0 years old

STABLE

EDUCATION LEVEL

-1.3

12.1 → 11.5 (index)

DOWNGRADING

GENDER (% FEMALE)

+0.2 p.p.

23.4% women in the quarter

STABLE

WEEKLY WORKWEEK

-0.7h

42h → 41h weekly

STABLE

REAL SALARY

-2.2%

variation of the median salary

DECLINING

COMPANY SIZE

+0.33

average size index of hiring companies

STABLE

VOLUME HIRINGS

-10.8%

686 → 612 admissions

DECELERATING

FILTER BY STATE/CITY

Access right now!

These same data by locality

ACCESS OPTIONS

In the past 12 months (quarters 07/2025 to 06/2026), the main changes in the profile of an **Agricultural Engineer (agriculture)** were: **education level downgrading**, **volume decelerating**, and **salary declining**.

Racial and Gender Diversity — Agricultural Engineer (agriculture) i

Median admission salary relative to the white man (= 100%) • Minimum N: 100 hirings per group • Source: CAGED/MTE

	WHITE	BROWN
Men ♂	100%	76%
Women ♀	88%	52%

49% Highest salary disparity: **Brown women** earn 52% of what white men earn in the same position i

View salary disparity of the position by education level i

For the position of **Agricultural Engineer (agriculture)**, the general racial gap between white and black professionals (blacks + browns) is **27.9%**, calculated on the median admission salary under the CLT regime. The highest disparity verified is for the **brown woman**, who receives 52% of the median salary of the white man in the same position of Agricultural Engineer (agriculture). In the breakdown by education level, the gap persists even when we compare professionals with the same schooling — indicating that the disparity is not explained by qualification alone.

Methodology — Profile & Trends of Agricultural Engineer (agriculture)

Related professions

Positions from the same CBO occupational family

Specialist Engineer in Fishing Technology Agronomist

Specialist Engineer in Forest Preservation Fauna and Flora Engineer

Irrigation and Drainage Engineer Technical Consultant in Plant Exploration

Horticultural Engineer Forestry Engineer Reforester

Specialist Engineer in Fish Technology

📋 Summary description of CBO 2221-10

The **Agricultural Engineer (agriculture)** designs, coordinates, and inspects agricultural and livestock projects for the implementation of best practices in cultivation and animal breeding, optimization and rationalization of processes, and sustainable use of productive and environmental resources. Organizes processes and techniques for transforming agricultural raw materials into agro-industrial products. Guides the storage, transport, and commercialization of products. Implements and supervises the maintenance of rural constructions, infrastructure systems, roads, and complementary facilities. Provides technical assistance and consulting. May operate in research. Performs inspections, expert appraisals, and audits, preparing technical reports and opinions. Keeps updated within their field of activity. Supervises teams. Acts with professional ethics. Complies with legislation, technical standards, and occupational health and safety regulatory standards, as well as environmental preservation.

Responsibilities in the exercise of the profession

- **Coordinate agrosilvopastoral and agribusiness activities**
- **Demonstrate personal competencies**
- **Promote technological development**
- **Execute agrosilvopastoral and agribusiness activities**
- **Plan agrosilvopastoral and agribusiness activities**
- **Provide technical assistance, consulting, and rural extension**
- **Elaborate technical and scientific documentation**
- **Inspect agrosilvopastoral activities and the use of renewable natural and environmental resources**
- Demonstrate leadership ability
- Issue notices for environmental and forest crimes
- Develop waste treatment processes and systems
- Identify sector needs
- Manage financial resources
- Develop specific computer programs
- Supervise waste treatment processes
- Conduct market studies
- Demonstrate written expression ability
- Demonstrate decision-making ability
- Demonstrate initiative ability

view more...

*Glossary:

CAGED: General Registry of Employed and Unemployed Persons
CBO: Brazilian Classification of Occupations
CLT: Consolidation of Labor Laws
INSS: Brazilian Social Security Contribution
IR: Brazilian Income Tax
MTE:Ministry of Labor and Employment

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: August 27, 2026.

Engenheiro Agrônomo (agricultura) — Salário Brasil

R$ 9.755,20 /mês **média** **-2,3% em relação a 2025**

CBO 2221-10 • Atualizado em 03 agosto de 2026 • 5.154 profissionais na amostra

Faixa salarial: **R$ 4.376,37** (piso) até **R$ 17.946,78** (teto) • Jornada média: **42h/semana**

DESCRIÇÃO DO CARGO PDF

Piso salarial	Mediana	Teto salarial	Profissionais
R$ 4.376	**R$ 8.805**	**R$ 17.94**	**5.154**
acordos coletivos	50% acima / abaixo	maiores salários	últimos 12 meses

Custo empresa	Salário líquido	Amp. salarial	Índ. contratação
R$ 16.58	**R$ 7.804**	**310%**	**0,92**
salário + encargos CLT	após INSS + IR médio	dispersão piso→teto	mais desligamentos

IPS - Índice Portal Salário do Cargo

41

Retração

Saldo: -228 vagas • Rotatividade (int. de desligamento / movimento total): 52,2% • Volume: 5.154

Hoje um **Engenheiro Agrônomo (agricultura)** ganha em média **R$ 9.755,20** para uma jornada de **42h semanais**, com base em **5.154 profissionais** admitidos e desligados em todo o Brasil no regime CLT nos últimos 12 meses (CAGED).

Em **2026** a remuneração para Engenheiro Agrônomo (agricultura) pode variar entre o **piso salarial médio de R$ 4.376,37** e o **teto salarial de R$ 17.946,78**.

A variação salarial depende principalmente das funções desempenhadas, segmento da empresa, localidade, formação, experiência na função e política de cargos, salários e carreiras da empresa.

> Você pode conferir logo abaixo na **tabela salarial**, mais dados da pesquisa como piso salarial 2026, salário mediana, salário por hora, mensal e anual para saber exatamente quanto ganha um Engenheiro Agrônomo (agricultura) em todo território brasileiro.

Fonte: Portal Salário / CAGED • Brasil • 07/2025 a 06/2026

dados prontos verificar disponibilidade **Requer plano ativo** • **Acesse agora!**

Salário por Estado

AC	AL	AP	AM	BA	CE
DF	ES	GO	MA	MT	MS
MG	PA	PB	PR	PE	PI
RJ	RN	RS	RO	RR	SC
SP	SE	TO			

Salário por Cidade

Aracaju	Belo Horizonte	Belém	Boa Vista	Brasília	Campo Grande
Cuiabá	Curitiba	Florianópolis	Fortaleza	Goiânia	João Pessoa
Macapá	Maceió	Manaus	Natal	Palmas	Porto Alegre
Porto Velho	Recife	Rio Branco	Rio de Janeiro	Salvador	São Luís
São Paulo	Teresina	Vitória			

Outras cidades →

Perfil & Tendências

Quem é e para onde vai este profissional • últimos 12 meses • Brasil • Trimestres: 07/2025 a 06/2026

De acordo com levantamento do Portal Salário, o **perfil mais recorrente** é um trabalhador com **29 anos**, **formação superior em Agronomia e/ou Engenharia Agronômica**, do sexo **masculino**, que trabalha **44h semanais** em empresas do segmento de **Distribuidoras de defensivos agrícolas** de todo o Brasil.

Cidade com mais contratações e por consequência mais vagas de emprego: **São Paulo**

73

QUALIDADE DO CARGO

BOA

FORMAÇÃO EXIGIDA

Top 23%

ranking Portal Salário com mais de 2.600 ocupações

SALÁRIO TÍPICO

Top 5%

ranking Portal Salário com mais de 2.600 ocupações

VOLUME DE CONTRATAÇÕES

Posição 20%

ranking Portal Salário com mais de 2.600 ocupações

No ranking nacional de mais de 2.600 ocupações monitoradas pelo Portal Salário, **Engenheiro Agrônomo (agricultura)** se destaca em **formação exigida** (top 23%) e **salário típico** (top 5%). Esses dados são calculados a partir de pesquisa exclusiva do **Portal Salário** com dados do CAGED/MTE.

Dados por estado e cidade disponíveis para assinantes. Conheça os planos de acesso.

26

ÍNDICE DE FUTURO

TRADICIONAL

IDADE MÉDIA

-1,1 anos

34,1 → 33,0 anos

ESTÁVEL

ESCOLARIDADE

-1,3

12,8 → 11,5 (índice)

DESQUALIFICANDO

GÊNERO (% FEMININO)

+0,2 p.p.

23,4% mulheres no trimestre

ESTÁVEL

JORNADA SEMANAL

-0,7h

42h → 41h semanais

ESTÁVEL

SALÁRIO REAL

-2,2%

variação da mediana salarial

CAINDO

PORTE EMPRESAS

+0,33

índice de porte médio das contratantes

ESTÁVEL

VOLUME CONTRATAÇÕES

-10,8%

686 → 612 admissões

DESACELERANDO

FILTRE POR ESTADO/CIDADE

Acesse agora mesmo!

Esses mesmos dados por localidade

OPÇÕES DE ACESSO

Nos últimos 12 meses (trimestres 07/2025 a 06/2026), as principais mudanças no perfil de **Engenheiro Agrônomo (agricultura)** foram: **escolaridade desqualificando**, **volume desacelerando** e **salário caindo**.

Diversidade Racial e de Gênero — Engenheiro Agrônomo (agricultura) *i*

Salário mediano de admissão relativo ao homem branco (= 100%) • N mínimo: 100 contratações por grupo • Fonte: CAGED/MTE

	BRANCA	PARDA
Homem ♂	100%	76%
Mulher ♀	88%	52%

49% Maior disparidade salarial: **Mulher parda** ganha 52% do homem branco no mesmo cargo *i*

Ver disparidade salarial do cargo por nível de formação *i*

Para o cargo de **Engenheiro Agrônomo (agricultura)**, o gap racial geral entre profissionais brancos e negros (pretos + pardos) é de **27,9%**, calculado sobre a mediana salarial de admissão no regime CLT. A maior disparidade verificada é para **mulher parda**, que recebe 52% do salário mediano do homem branco no mesmo cargo de Engenheiro Agrônomo (agricultura). No detalhamento por nível de formação, o gap persiste mesmo quando comparamos profissionais com a mesma escolaridade — indicando que a disparidade não se explica apenas pela qualificação.

Metodologia — Perfil & Tendências de Engenheiro Agrônomo (agricultura)

🔗 Profissões relacionadas

Cargos da mesma família ocupacional CBO

Engenheiro Especialista em Tecnologia de Pesca Agrônomo

Engenheiro Especialista em Preservação Florestal Engenheiro de Fauna e Flora

Engenheiro de Irrigação e Drenagem Consultor Técnico em Exploração Vegetal

Engenheiro Horticultor Engenheiro Florestal Reflorestador

Engenheiro Especialista em Tecnologia de Pescado

Descrição sumária do CBO 2221-10

O **Engenheiro Agrônomo (agricultura)** elabora, coordena e fiscaliza projetos de agropecuária, para implementação de boas práticas de cultivo e de criação animal, otimização e racionalização dos processos, e uso sustentável dos recursos produtivos e ambientais. Organiza processos e técnicas de transformação de matérias-primas da agropecuária em produtos agroindustriais. Orienta armazenamento, transporte e comercialização de produtos. Implanta e supervisiona a manutenção de construções rurais, sistemas de infraestrutura, estradas e instalações complementares. Presta assistência técnica e consultoria. Pode atuar em pesquisa. Realiza vistorias, perícias e auditorias, elaborando laudos e pareceres técnicos. Mantém-se atualizado em sua área de atuação. Supervisiona equipes. Atua com ética profissional. Cumpre legislação, normas técnicas e normas regulamentadoras de saúde e segurança no trabalho e de preservação ambiental.

Funções no exercício da profissão

- **Coordenar atividades agrossilvipecuárias e do agronegócio**
- **Demonstrar competências pessoais**
- **Promover desenvolvimento tecnológico**
- **Executar atividades agrossilvipecuárias e do agronegócio**
- **Planejar atividades agrossilvipecuárias e do agronegócio**
- **Prestar assistência e consultoria técnicas e extensão rural**
- **Elaborar documentação técnica e científica**
- **Fiscalizar atividades agrossilvipecuárias e o uso de recursos naturais renováveis e ambientais**
- Demonstrar capacidade de liderança
- Autuar crimes ambientais e florestais
- Desenvolver processos e sistemas de tratamento de resíduos
- Identificar necessidades do setor
- Administrar recursos financeiros
- Desenvolver programas computacionais específicos
- Supervisionar processos de tratamento de resíduos
- Realizar estudos de mercados
- Demonstrar capacidade de expressão escrita
- Demonstrar capacidade de tomar decisões
- Demonstrar capacidade de iniciativa

ver mais...

077191

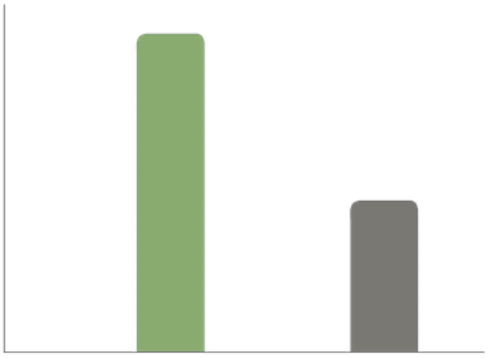
CELIO CAETANO DE SOUSA JUNIOR
R DIOGO RODRIGUES GARCIA 1031
JARDIM DO EDEN
14402-127 FRANCA SP REM-C

Feb 2026 **My Account Manager** ALEXANDRE 2104-1450

My Branch 5437 – Personnalité Franca
My Account 37636-0

01. Checking Account and Automatic Investments

Balance on 01/30/2026	Balance on 02/27/2026
R$ 7,062.92	**R$ 39,247.77**



Inflows (Credits)		
Deposits and Collections	82%	R$ 49,774.70
Wire Transfers, DOCs and TEDs	18%	R$ 10,899.39
Other Inflows	0%	R$ 0.30
Total		**R$ 60,674.39**

Withdrawals (Debits)		
Debit Card Purchases	0%	R$ 79.82
Wire Transfers, DOCs and TEDs	64%	R$ 17,976.27
Automatic Debits Processed	0%	R$ 25.00
Various Payments	36%	R$ 10,395.78
Other Debits	0%	R$ 12.67
Total		**R$ 28,489.54**

02. Investments

Consolidated Balance on 02/27/2026
R$ 573,998.41

My Profile



My Investments



Investment Funds	54%	312,732.13
CDB, Fixed Income, and Structured Products	46%	261,266.28

Your portfolio has potential for greater diversification.

The consolidated balance is the sum of the gross balance of private pension plans, stocks, and real estate investment funds (which are subject to a specific tax regime), and the net balance of all other products (that is, after taxes have been deducted).

*TED and DOC - Brazilian interbak transfer methods
*CDB - Certificate of Deposit

I, Marina Viana Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that I have performed the professional translation of this document from Portuguese to English as a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Marina Viana

Date: June 25, 2026

077191

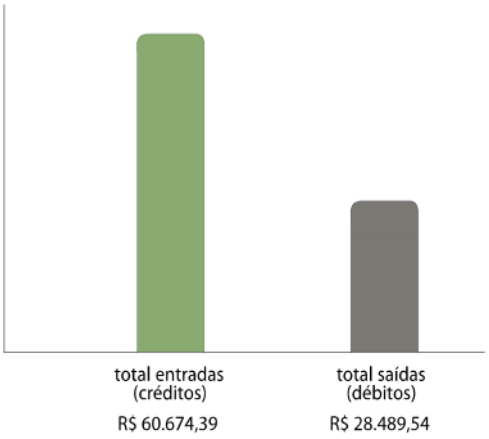
CELIO CAETANO DE SOUSA JUNIOR
R DIOGO RODRIGUES GARCIA 1031
JARDIM DO EDEN
14402-127 FRANCA SP REM-C

fev 2026 **Meu gerente** ALEXANDRE 2104-1450

Minha agência 5437 - Personnalite Franca
Minha conta 37636-0

01. Conta Corrente e Aplicações Automáticas

	saldo em 30/01/26	saldo em 27/02/26
	R$ 7.062,92	**R$ 39.247,77**



entradas (créditos)		
Depósitos e recebimentos	82%	49.774,70
Transferências, DOCs e TEDs	18%	10.899,39
Outras entradas	0%	0,30
total		**60.674,39**
saídas (débitos)		
Compras a débito	0%	79,82
Transferências, DOCs e TEDs	64%	17.976,27
Débitos automáticos efetuados	0%	25,00
Pagamentos diversos	36%	10.395,78
Outras saídas	0%	12,67
total		**28.489,54**

02. Investimentos

saldo consolidado em 27/02/26
R$ 573.998,41

Meu perfil

conservador moderado arrojado agressivo

Meus investimentos

conservador moderado arrojado agressivo

Sua carteira tem possibilidade de maior diversificação

O saldo consolidado é a soma do saldo bruto para previdência privada, ações e fundos imobiliários (que possuem regime de tributação específica) e líquido para os demais produtos (isto é, descontados impostos).

Fundos de Investimento	54%	312.732,13
CDB, Renda Fixa e Estruturados	46%	261.266,28

Exhibit D: Personal Documents for Petitioner and Derivatives

FEDERATIVE REPUBLIC OF BRAZIL
CIVIL REGISTRY OF NATURAL PERSONS

BIRTH CERTIFICATE

NAME
CÉLIO CAETANO DE SOUSA JUNIOR

CPF	REGISTRATION
376.368.758-02	123281 01 55 1994 1 00188 136 0079679-51

DATE OF BIRTH IN FULL	DAY/MONTH/YEAR
February Twenty-Fifth, Nineteen Ninety-Four	25/02/2024

TIME OF BIRTH	CITY OF BIRTH
10:55 AM	FRANCA - SÃO PAULO, 1st SUBDISTRICT

CITY OF REGISTRATION	PLACE, CITY OF BIRTH AND STATE	SEX
FRANCA - SÃO PAULO	REGIONAL HOSPITAL, FRANCA, SÃO PAULO	Male

FILIATION

CÉLIO CAETANO DE SOUSA, Born in BAMBUI - MINAS GERAIS, - **SILVIA APARECIDA CATIN SOUSA**, Born in BATATAIS - SÃO PAULO, residing at Rua Diogo Rodrigues Garcia, No. 1031, Jardim do Eden, Franca - São Paulo.

GRANDPARENTS

JOSÉ CAETANO DE SOUSA, CANDIDA MARIA MATILDE, JOÃO CATIN, AMANTINA ROSA DE OLIVEIRA CATIN

TWIN	NAME AND REGISTRATION OF THE TWIN(S)
No	No Record - No Record No Record - No Record

DATE OF REGISTRATION IN FULL	NUMBER OF LIVE BIRTH CERTIFICATE
March Second, Nineteen Ninety-Four	No Record

ANNOTATIONS / NOTES TO BE ADDED

Nothing further was required for me to certify.

REGISTRATION NOTES

***The registration notes above do not exempt the interested party from presenting the original document when required by the requesting agency or when necessary for the identification of the holder.**

Civil Registry Office of Natural Persons, Guardianship and Conservatorship - 1st Subdistrict of the Seat
Registrar: Bachelor Nalide Gatto Martins
Municipality/State: Franca/São Paulo
Address: Rua Líbero Badaró, No. 1604, Centro, 14400-570
Telephone/email: (16) 3722-2833 - franca1@arpensp.org.br

1ST REGISTRY OFFICE FRANCA

The content of this certificate is true. I certify.
Franca/São Paulo, March 13, 2018.

----//signature//----
Alex Sandro Mércuri - Clerk

Costs and Fees: R$ 32.02

REGISTRY OFFICE FRANCA - SP 1ST SUBDISTRICT
Notarial College of Brazil
SIGNATURE
0323AA0830969

I notarize the signature of Alex Sandro Mércuri – Clerk.
Valid only with the authenticity seal.
Of this amount, R$ 6.09 was collected as a fee for the fund.
Franca - São Paulo, on the above date.
In witness _____whereof.

----//signature//----
Renata Aparecida Neves - Clerk

12328-1 - AA 000113953

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 24, 2026.

REPÚBLICA FEDERATIVA DO BRASIL
REGISTRO CIVIL DAS PESSOAS NATURAIS

CERTIDÃO DE NASCIMENTO

NOME
CÉLIO CAETANO DE SOUSA JUNIOR

CPF
376.368.758-02

MATRÍCULA
123281 01 55 1994 1 00188 136 0079679-51

DATA DE NASCIMENTO POR EXTENSO
vinte e cinco dias do mês de Fevereiro do ano de Um Mil, Novecentos e Noventa e Quatro

DIA/MÊS/ANO
25/02/1994

HORÁRIO
10:55:00

NATURALIDADE
FRANCA-SP, 1ºSUBDISTRITO

MUNICÍPIO-UF DE REGISTRO
FRANCA-SP

LOCAL, MUNICÍPIO DE NASCIMENTO E UF
HOSPITAL REGIONAL, FRANCA, SP

SEXO
Masculino

FILIAÇÃO
CÉLIO CAETANO DE SOUSA, Natural de BAMBUI - MG, - **SILVIA APARECIDA CATIN SOUSA**, Natural de BATATAIS - SP, , , Residentes na Rua Diogo Rodrigues Garcia, nº 1031, Jardim do Eden, Franca-SP.

AVÓS
JOSÉ CAETANO DE SOUSA, CANDIDA MARIA MATILDE, JOÃO CATIN, AMANTINA ROSA DE OLIVEIRA CATIN, , , ,

GÊMEOS
Não

NOME E MATRÍCULA DOS GÊMEOS
Nada Consta - Nada Consta
Nada Consta - Nada Consta

DATA DO REGISTRO POR EXTENSO
dois dias do mês de Março do ano de Um Mil, Novecentos e Noventa e Quatro

NÚMERO DA DNV
Inexistente

AVERBAÇÕES/ANOTAÇÕES À ACRESCER
. Nada mais me cumpria certificar.

ANOTAÇÕES DE CADASTRO
*As anotações de cadastro acima não dispensam a parte interessada da apresentação do documento original, quando exigido pelo órgão solicitante ou quando necessário para identificação de seu portador.

Oficial de Registro Civil das Pessoas Naturais, Interdições e Tutelas – 1° Subdistrito da Sede
Oficial: Belª Nalide Gatto Martins
Município/UF: Franca/SP
Endereço: Rua Líbero Badaró, 1604, Centro, 14400-570
Telefone/e-mail: (16) 3722-2833 – franca1@arpensp.org.br

Custas e Emolumentos: R$ 32,02

O conteúdo da certidão é verdadeiro. Dou fé.
Franca/SP, 13 de março de 2018.

1º RC FRANCA

Alex Sandro Mércuri - Escrevente

Reconheço por semelhança a firma supra de: Alex Sandro Mércuri - Escrevente.
Válida somente com selo de autenticidade.
Deste R$ 6,09, taxa recolhida p/ verba. Franca-SP,data supra.

Em testemunho _____ da verdade.

Renata Aparecida Neves - Escrevente

REGISTRO CIVIL

Colégio Notarial do Brasil
123281
FIRMA 1
0323AA0630969

12328-1 - AA 000113953
12328-1-112001-115000-0118

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GE932462

Assinatura do titular / Signature du titulaire
Bearer's signature / Firma del titular

Este passaporte deve ser assinado pelo titular, salvo em caso de incapacidade.

Ce passeport doit être signé par le titulaire, sauf en cas d'incapacité.

This passport must be signed, except where the bearer is unable to do so.

Este pasaporte debe ser firmado por el titular, salvo en caso de incapacidad.

REPÚBLICA FEDERATIVA DO BRASIL

PASSAPORTE
PASSPORT

TIPO / TYPE: P
PAÍS EMISSOR / ISSUING COUNTRY: BRA
PASSAPORTE Nº / PASSPORT No: GE932462

SOBRENOME / SURNAME: CAETANO DE SOUSA JÚNIOR

NOME / GIVEN NAMES: CÉLIO

NACIONALIDADE / NATIONALITY: BRASILEIRO(A)

DATA DO NASCIMENTO / DATE OF BIRTH: 25 FEV/FEB 1994

IDENTIDADE Nº / PERSONAL No:

SEXO / SEX: M

NATURALIDADE / PLACE OF BIRTH: FRANCA/SP

FILIAÇÃO / FILIATION: CÉLIO CAETANO DE SOUSA

SILVIA APARECIDA CATIN SOUSA

DATA DE EXPEDIÇÃO / DATE OF ISSUE: 09 AGO/AUG 2022

AUTORIDADE / AUTHORITY: DPF/RPO/SP

VALIDO ATÉ / DATE OF EXPIRY: 08 AGO/AUG 2032

P<BRACAETANO<DE<SOUSA<JUNIOR<<CELIO<<<<<<<<<
GE932462<2BRA9402250M3208081<<<<<<<<<<<<<<00

VISTOS VISAS

THE UNITED STATES OF AMERICA

VISA



Issuing Post Name
SAO PAULO

Control Number
20233040170009

Surname
CAETANO DE SOUSA JUNIOR

Given Name
CELIO

Visa Type /Class
R B1/B2

Passport Number
GE932462

Sex
M

Birth Date
25FEB1994

Nationality
BRZL

Entries
M

Issue Date
03NOV2023

Expiration Date
30OCT2033

1010

Annotation

T4909410

VNUSACAETANO<DE<SOUSA<JUNIOR<<CELIO<<<<<<<<<

GE932462<2BRA9402250M3310300B3SPL308PP842214

FEDERATIVE REPUBLIC OF BRAZIL
CIVIL REGISTRY OF NATURAL PERSONS

MARRIAGE CERTIFICATE

NAMES	CPF
CELIO CAETANO DE SOUSA JUNIOR	376.368.758-02
POLIANE BARBIAN	101.328.796-70

REGISTRATION
0529280155 2023 3 00001 213 0000425 66

FULL BIRTH NAMES, DATES OF BIRTH, PLACE OF BIRTH, NATIONALITY, AND FILIATION OF THE SPOUSES

CELIO CAETANO DE SOUSA JUNIOR, born on 02/25/1994, in Franca - São Paulo, BRAZILIAN, son of CELIO CAETANO DE SOUZA and SILVIA APARECIDA CATIN SOUZA.
POLIANE BARBIAN, born on 04/23/1993, in Santa Juliana - Minas Gerais, BRAZILIAN, daughter of LOTARIO ALOISIO BARBIAN and CELIA BARBIAN.

DATE OF MARRIAGE REGISTRATION (IN FULL)	DAY MONTH YEAR
June twenty-sixth, two thousand twenty-three	26/06/2023

MARITAL PROPERTY REGIME
Partial Community Property

NAME EACH SPOUSE BEGAN TO USE (IF CHANGED)
CELIO CAETANO DE SOUSA JUNIOR and POLIANE BARBIAN

ANNOTATIONS / NOTES TO BE ADDED
Religious Marriage Date: 06/24/2023.

REGISTRATION NOTES

CELIO CAETANO DE SOUSA JUNIOR **ID** No.: --- Date of Issue: --- Issuing Authority.: --- **PIS/NIS** *(Social Integration Program / Social Identification Number)* No.: --- **Passport** No.: --- **National Health Card** No.: --- **Voter ID** No.: -- Electoral District / Polling Station: --- City: --- **Zip Code:** --- **Blood Type:** ---	**POLIANE BARBIAN** **ID** No.: --- Date of Issue: --- Issuing Authority.: --- **PIS/NIS** *(Social Integration Program / Social Identification Number)* No.: --- **Passport** No.: --- **National Health Card** No.: --- **Voter ID** No.: -- Electoral District / Polling Station: --- City: --- **Zip Code:** --- **Blood Type:** ---

26/06/2023

*The registration notes above do not exempt the interested party from presenting the original document when required by the requesting agency or when necessary for the identification of the holder.

Civil Registry and Notary Office
Registrar: Wanessa Aparecida de Sousa Garcia Cintra
Rua Pernambuco, 338, Centro
Claraval, Minas Gerais. 3433535245
jwg@com4.com.br

The content of this certificate is true. I certify.
Claraval - Minas Gerais, June 26, 2023.

----//signature//----
Signature of the Registrar/Deputy

Wanessa Ap. de Souza Garcia Cintra
Notary Public

Alita de Souza Garcia
Assistant Clerk

JUDICIARY - TJMG
(Court of Justice of Minas Gerais)
JUDICIAL ADMINISTRATIVE DEPARTMENT
Civil Registry and Notary Office - Minas Gerais
Verification Seal: FLY16687 – Security Code: 9171.9044.5829.7117 - Code and Number of Act(s) Performed: 1 (7802), 1 (7701), 8 (8101) Act(s) Performed by. - Fees: R$ 189.91 - Court Fee: R$ 40.98 - Total: R$ 230.89 - ISS: R$ 0.00
Check validity at: https://selos.tjmg.jus.br/

20.901.682/0001-10
CIVIL REGISTRY OFFICE AND OTHER SERVICES
Rua Pernambuco, 338
Centro - ZIP Code: 37997-000
CLARAVAL - MINAS GERAIS

RECIVIL AA 01164166 MG-P

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 17, 2026.

REPÚBLICA FEDERATIVA DO BRASIL
REGISTRO CIVIL DAS PESSOAS NATURAIS

CERTIDÃO DE CASAMENTO

NOMES	CPF
CELIO CAETANO DE SOUSA JUNIOR	376.368.758-02
POLIANE BARBIAN	101.328.796-70

MATRICULA:
0529280155 2023 3 00001 213 0000425 66

NOMES COMPLETOS DE SOLTEIROS, DATAS DE NASCIMENTO, NATURALIDADE, NACIONALIDADE E FILIAÇÕES DOS CÔNJUGES

CELIO CAETANO DE SOUSA JUNIOR, nascido aos 25/02/1994, natural de Franca - SP, BRASILEIRO filho de CELIO CAETANO DE SOUSA e SILVIA APARECIDA CATIN SOUSA.
POLIANE BARBIAN, nascida aos 23/04/1993, natural de Santa Juliana - MG, BRASILEIRA filha de LOTARIO ALOISIO BARBIAN e CELIA BARBIAN.

DATA DE REGISTRO DO CASAMENTO (POR EXTENSO)
vinte e seis de junho de dois mil e vinte e três

DIA MÊS ANO
26/06/2023

REGIME DE BENS DO CASAMENTO
Comunhão Parcial de bens

NOME QUE CADA UM DOS CÔNJUGES PASSOU A UTILIZAR (QUANDO HOUVER ALTERAÇÃO)
CELIO CAETANO DE SOUSA JUNIOR e POLIANE BARBIAN

AVERBAÇÕES/ANOTAÇÕES À ACRESCER
Data do Casamento Religioso 24/06/2023

ANOTAÇÕES DE CADASTRO

CELIO CAETANO DE SOUSA JUNIOR
RG
Nº: - - - Exp. em: - - - Órgão Exp.: - - -
PIS/NIS
Nº: - - -
Passaporte
Nº: - - -
Cartão Nacional de saúde
Nº: - - -
Título de Eleitor
Nº: - - - Zona/Seção: - - -
Município:- - -
CEP Residencial: - - -
Grupo Sanguíneo: - - -

POLIANE BARBIAN
RG
Nº: - - - Exp. em: - - - Órgão Exp.: - - -
PIS/NIS
Nº: - - -
Passaporte
Nº: - - -
Cartão Nacional de saúde
Nº: - - - :
Título de Eleitor
Nº:- - - Zona/Seção: - - -
Município: :- - -
CEP Residencial: - - -
Grupo Sanguíneo: - - -

* As anotações de cadastro acima não dispensam a parte interessada da apresentação do documento original, quando exigido pelo órgão solicitante ou quando necessário para identificação de seu portador.

Cartório de Registro Civil e Notas
Oficial: Wanessa Aparecida de Sousa Garcia Cintra
Rua Pernanbuco 338 Centro
Claraval-MG. 3433535245
wg@com4.com.br

O conteúdo da certidão é verdadeiro. Dou fé.
Claraval-MG, 26 de junho de 2023.

PODER JUDICIÁRIO - TJMG
CORREGEDORIA - GERAL DE JUSTIÇA
Cartório de Registro Civil e Notas - MG
Selo Consulta: FLY16687 - Cod. Seg : 9171.9044.5829.7117 - Cod. e Quantidade do(s) ato(s) Praticado(s): 1 (7802), 1 (7701), 8 (8101) Ato(s) Praticado(s) por: - - Emol.: R$ 189,91 - Tx.Judic.: R$ 40,98 - Total: R$ 230,89 - ISS: R$ 0,00
Consulte a validade no site: https://selos.tjmg.jus.br

Assinatura do Oficial/Substituto
Wanessa Ap. de Souza Garcia Cintra
Tabeliã

Alita de Sousa Garcia
Escrevente Auxiliar

20.901.682/0001-10
CARTÓRIO DE PAZ E ANEXOS
Rua Pernambuco, 338
Centro - CEP: 37997-000
CLARAVAL - MG

RECIVIL AA 01164166 MG-P

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FEDERATIVE REPUBLIC OF BRAZIL
CIVIL REGISTRY OF NATURAL PERSONS

CIVIL REGISTRY AND NOTARY OFFICE - SANTA JULIANA MG

BIRTH CERTIFICATE

2nd

NAME:
POLIANE BARBIAN
REGISTRATION:
0432400155 1993 1 00034 057 0015543 11

DATE OF BIRTH IN FULL	DAY MONTH YEAR
April twenty-third, nineteen ninety-three	23/04/1993

TIME OF BIRTH	CITY OF BIRTH AND STATE
6:20 PM	Santa Juliana - Minas Gerais

CITY OF REGISTRATION AND STATE	PLACE OF BIRTH	SEX
Santa Juliana - Minas Gerais	Santa Casa	Female

FILIATION
LOTÁRIO ALOÍSIO BARBIAN
CÉLIA BARBIAN

GRANDPARENTS
KUNIBERT THEO BARBIAN and HILGA MARIA BARBIAN

LORENÇO ROZIN and LAURA NICK ROZIN

TWIN	NAME AND REGISTRATION OF THE TWIN(S)
NO	

DATE OF REGISTRATION IN FULL	NUMBER OF LIVE BIRTH CERTIFICATE
May fifth, nineteen ninety-three	

NOTES / ANNOTATIONS
(No Record).

Civil Registry Office of Natural Persons and
Notary Public Office
Registrar: José Fernando Pereira Rosa
Rua São Vicente de Paula, 198, Centro
Santa Juliana - Minas Gerais. (34) 3354-1933

The content of this certificate is true. I certify.
Santa Juliana - Minas Gerais, December 26, 2016.

--//signature//--

Signature of the Registrar/Deputy

JUDICIARY - TJMG
(Court of Justice of Minas Gerais)
JUDICIAL ADMINISTRATIVE DEPARTMENT
Civil Registry Office of Natural Persons and Notary Public Office - Minas Gerais

Digital Seal: AST50082 - Security Code: 4250.3224.9591.9802 - Number of Act(s) Performed: 001 - Fees: 0.00 - Court Fee: 0.00 - Total: 0.00
Check validity at: https://selos.tjmg.jus.br

Judiciary of the State of Minas Gerais - Judicial Administrative Department
Inspection Seal
CERTIFICATE
BCF 04487

CIVIL REGISTRY AND NOTARY OFFICE - SANTA JULIANA MG

RECIVIL AA 00178030 7 MG-P

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I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: June 17, 2026.

REPÚBLICA FEDERATIVA DO BRASIL
REGISTRO CIVIL DAS PESSOAS NATURAIS

CERTIDÃO DE NASCIMENTO

NOME:
POLIANE BARBIAN
MATRÍCULA:
0432400155 1993 1 00034 057 0015543 11

DATA DE NASCIMENTO POR EXTENSO	DIA MÊS ANO
vinte e três de abril de mil novecentos e noventa e três	23/04/1993

HORA	MUNICÍPIO DE NASCIMENTO E UNIDADE DA FEDERAÇÃO
18.20	Santa Juliana - MG

MUNICÍPIO DE REGISTRO E UNIDADE DA FEDERAÇÃO	LOCAL DE NASCIMENTO	SEXO
Santa Juliana-MG	Santa Casa	feminino

FILIAÇÃO
LOTÁRIO ALOÍSIO BARBIAN
CÉLIA BARBIAN

AVÓS
KUNIBERT THEO BARBIAN e HILGA MARIA BARBIAN
LORENÇO ROZIN e LAURA NICK ROZIN

GÊMEO	NOME E MATRÍCULA DO(S) GÊMEO(S)
NÃO	

DATA DO REGISTRO POR EXTENSO	NÚMERO DA DECLARAÇÃO DE NASCIDO VIVO
cinco de maio de mil novecentos e noventa e três	

OBSERVAÇÕES AVERBAÇÕES
(Nada Consta).

Ofício de Registro Civil das Pessoas Naturais e Tabelionato de Notas
Oficial: José Fernando Pereira Rosa
Rua São Vicente de Paula, 198 Centro
Santa Juliana-MG. (34) 3354 - 1933

O conteúdo da certidão é verdadeiro. Dou fé.
Santa Juliana-MG, 26 de dezembro de 2016.

Assinatura do Oficial/Substituto

CARTÓRIO REG. CIVIL E NOTAS - SANTA JULIANA MG

PODER JUDICIÁRIO - TJMG
CORREGEDORIA - GERAL DE JUSTIÇA
Ofício de Registro Civil das Pessoas Naturais e Tabelionato de Notas - MG

Selo Digital: AST50082 - Cod. Seg : 4250.3224.9591.9802 - Quantidade de Ato(s) Praticado(s): 001 - Emol.: 0.00 - Tx.Judic.: 0.00 - Total: 0.00
Consulte a validade no site: https://selos.tjmg.jus.br

Selo de Fiscalização CERTIDÃO BCF 04487

RECIVIL AA 00178030 7 MG-P

Scanned with CamScanner



GE973107

Poliane Barbian

Assinatura do titular / Signature du titulaire
Bearer's signature / Firma del titular

- Este passaporte deve ser assinado pelo titular, salvo em caso de incapacidade.

Ce passeport doit être signé par le titulaire, sauf en cas d'incapacité.

This passport must be signed, except where the bearer is unable to do so.

Este pasaporte debe ser firmado por el titular, salvo en caso de incapacidad.

PASSAPORTE
PASSPORT

REPÚBLICA FEDERATIVA DO BRASIL

TIPO / TYPE: P
PAÍS EMISSOR / ISSUING COUNTRY: BRA
PASSAPORTE Nº / PASSPORT No.: GE973107

SOBRENOME / SURNAME: BARBIAN

NOME / GIVEN NAMES: POLIANE

NACIONALIDADE / NATIONALITY: BRASILEIRO(A)

DATA DO NASCIMENTO / DATE OF BIRTH: 23 ABR/APR 1993

IDENTIDADE Nº / PERSONAL No.:

SEXO / SEX: F

NATURALIDADE / PLACE OF BIRTH: SANTA JULIANA/MG

FILIAÇÃO / FILIATION: LOTARIO ALOISIO BARBIAN

CELIA BARBIAN

DATA DE EXPEDIÇÃO / DATE OF ISSUE: 15 AGO/AUG 2022

VALIDO ATÉ / DATE OF EXPIRY: 14 AGO/AUG 2032

AUTORIDADE / AUTHORITY: DPF/RPO/SP

P<BRABARBIAN<<POLIANE<<<<<<<<<<<<<<<<<<<<<<<<
GE973107<3BRA9304239F3208140<<<<<<<<<<<<<<00


VISTOS VISAS
THE UNITED STATES OF AMERICA
VISA
VISA
Issuing Post Name
SAO PAULO
Surname
BARBIAN
Given Name
POLIANE
Passport Number
GE973107
Entries
M
Annotation
Control Number
20233040170008
Visa Type /Class
R B1/B2
Sex
F
Birth Date
23APR1993
Nationality
BRZL
Issue Date
03NOV2023
Expiration Date
30OCT2033
0101
T4909409
**
VNUSABARBIAN<<POLIANE<<<<<<<<<<<<<<<<<<<<<<<<
GE973107<3BRA9304239F3310300B3SPL308P0352367