

COMMERCIAL DASHBOARD

SALES AND ORDERS

TECH REPORTS
Transformando dados em decisões

ACCESS

LAST UPDATE
12/04/2023 20:44:02

SALES OVERVIEW

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Actual X Budget

Budget | Prior Year

Volume

10.616

0 — 40.014

Sales

1.443.137

0 — 2.790.175

Margin

399.772

0 — 630.465

Margin %

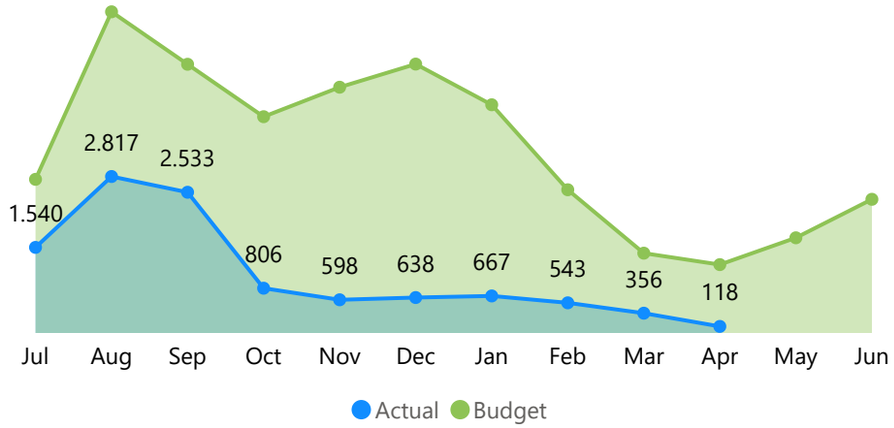
27,70%

0,00% — 22,60%

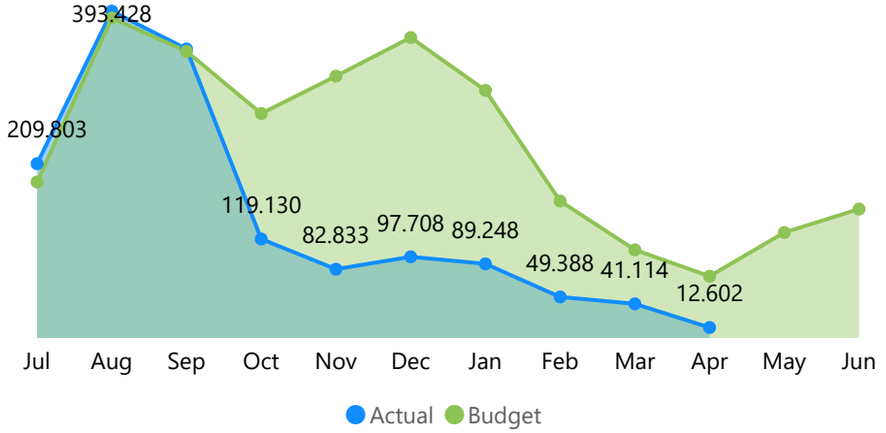
Sales By Month | Scenary

Nominal | Unit

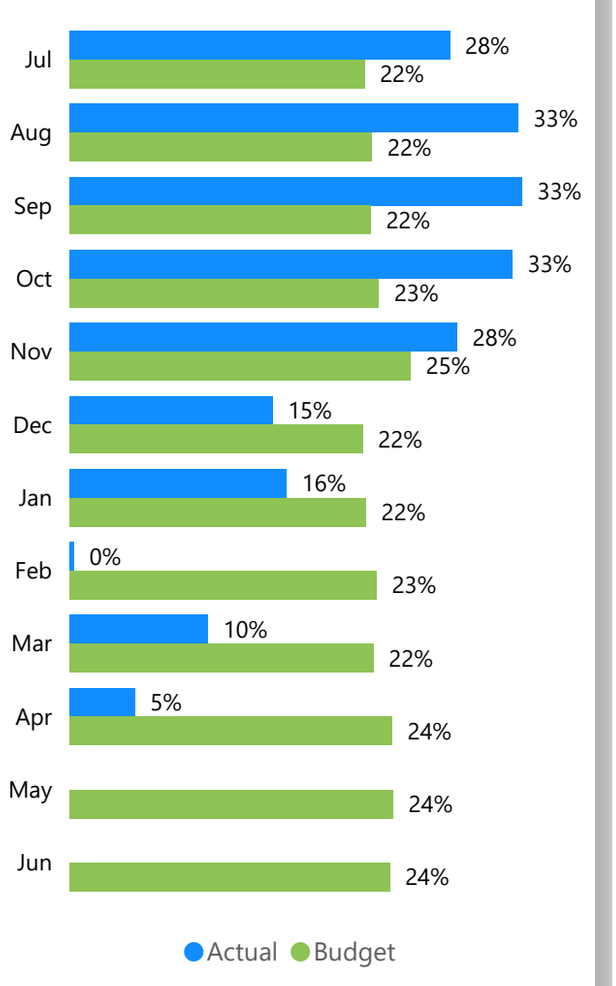
Volume



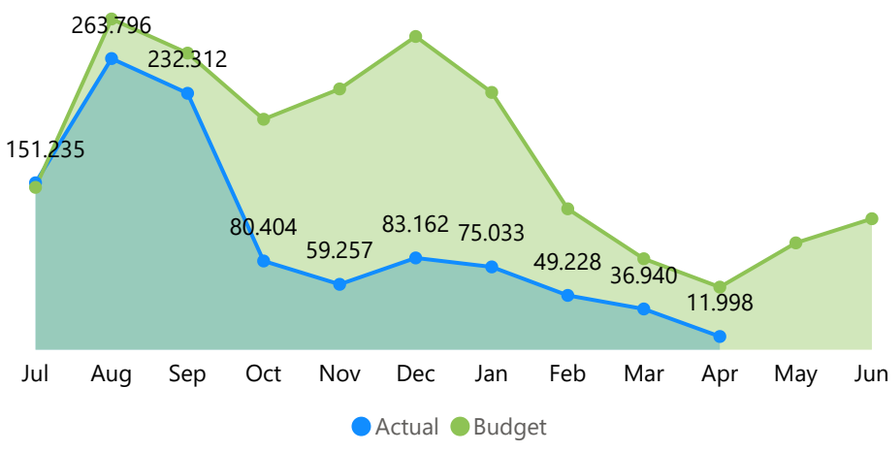
Sales



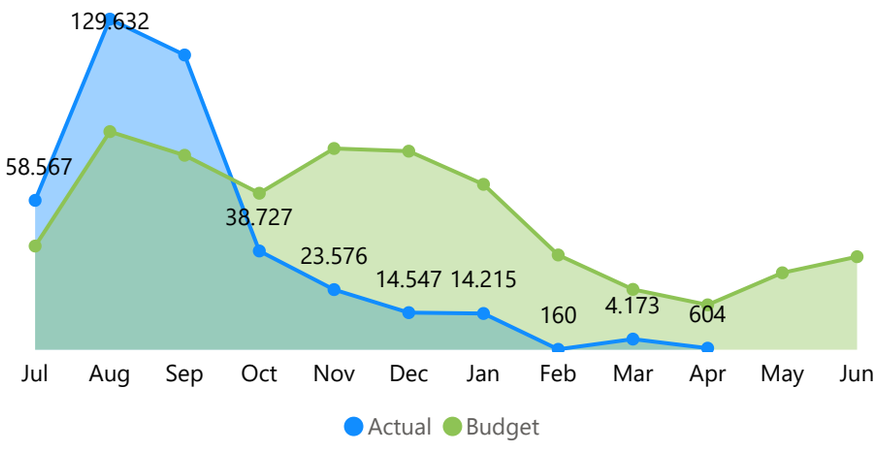
Gross Margin %



Cost



Gross Margin



SALES DAILY

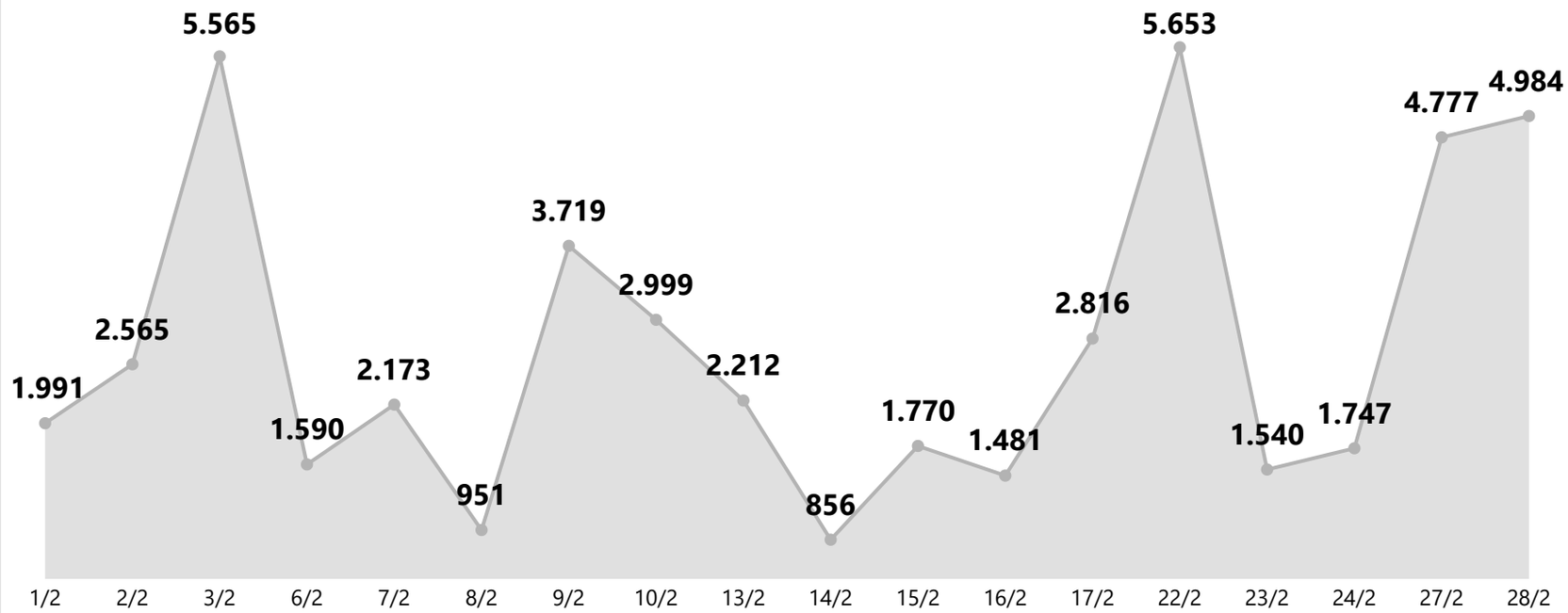
US$ '000

TECH REPORTS
Transformando dados em decisões

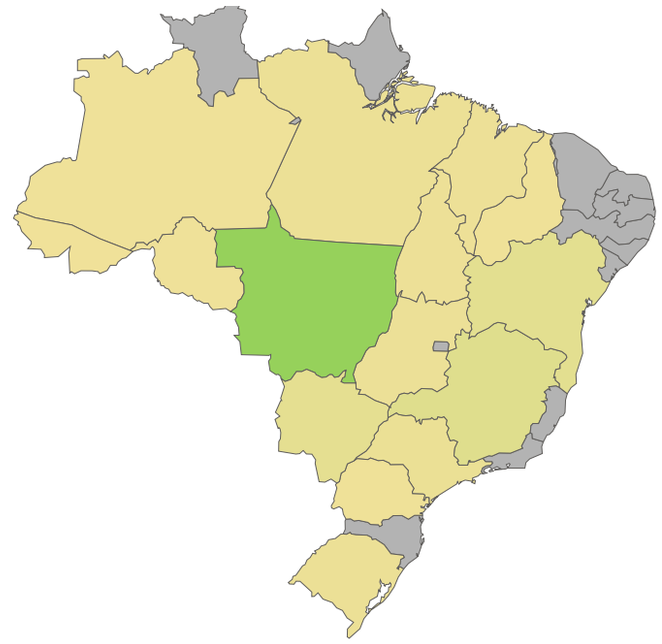
Crop Season	Year	Month	Day	Customer	Currency	Values In:
22/23	Todos	Feb	Todos	Todos	US$	'000

Sales | Sales Orders Released			Target		Sales Season | Sales Orders		
49.388	(Em branco)	49.388	(Em branco)	(Em branco)	1.443.137	5.937	1.449.074
Sales	Sales Orders Released	Sales + Released	Target	% Target Released	Sales Season	Sales Orders	Sales + Sales Orders

Sales



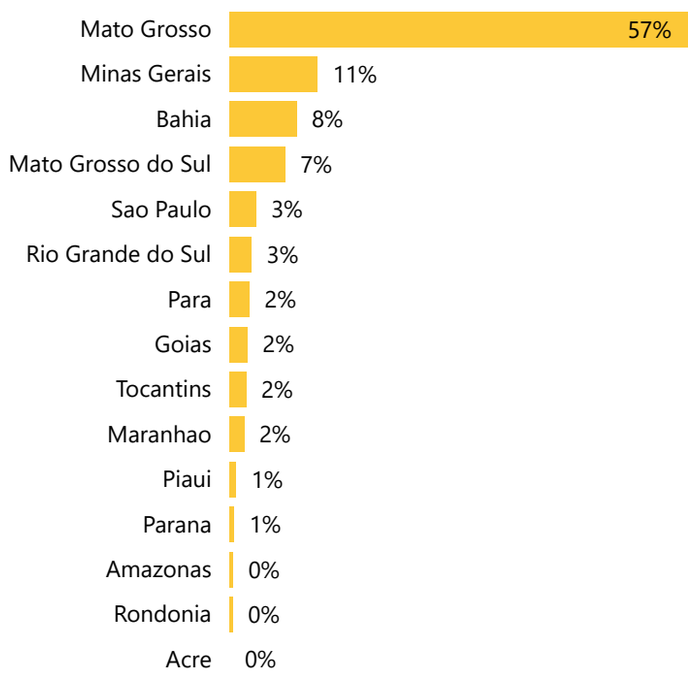
% Sales By State Delivery



Sales Released By Filial

Sales Released By Product

Sales % By State



PRICE x COST

US$ '000

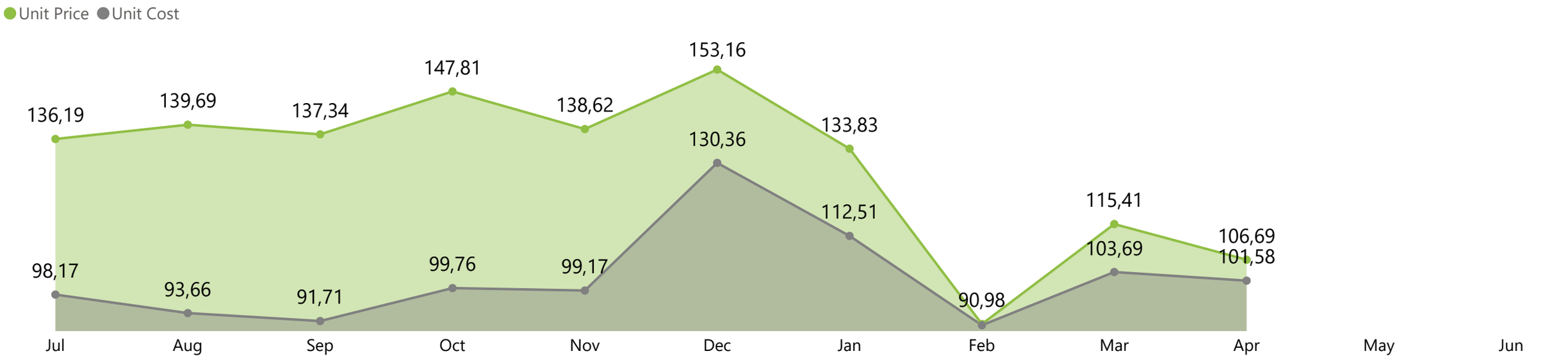
TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

1.443.137	1.043.365	399.772	27,70%	135,94	98,29
Sales	Sales Cost	Contribution Margin	Contribution Margin %	Unit Price	Unit Cost

Unit Price by Month | Scenary

Price Evolution



Gross Margin by Alias

Alias	Volume	Unit Price	Unit Cost	Unit GM	% GM	% Sales
GLIF.72	2.527	136,67	108,88	27,79	20,33%	23,93%
DIQU.20	1.732	137,17	96,65	40,52	29,54%	16,46%
CLET.24	1.628	118,36	75,72	42,64	36,02%	13,35%
IMAZ.10	462	110,38	65,50	44,88	40,66%	3,53%
FIPR.80	34	994,66	692,08	302,57	30,42%	2,35%
FLUI.50	51	650,59	468,79	181,80	27,94%	2,29%
MALA.10	362	86,96	81,82	5,13	5,90%	2,18%
ACET.20	304	101,17	74,60	26,57	26,26%	2,13%
CLOR.48	381	77,42	54,06	23,37	30,18%	2,04%
CLFE.24	127	206,79	132,46	74,32	35,94%	1,82%
PIRI.10	198	130,83	56,83	74,01	56,57%	1,80%
TRIP.48	173	147,80	100,00	47,80	32,34%	1,77%
Total	**10.616**	**135,94**	**98,29**	**37,66**	**27,70%**	**100,00%**

Gross Margin by Customer

Customer	Volume	Unit Price	Unit Cost	Unit GM	% GM	% Sales
	4.922	130,98	100,11	30,87	23,57%	44,67%
Duqui	318	140,53	99,15	41,38	29,45%	3,10%
Agrod	290	147,85	97,14	50,71	34,30%	2,97%
Produ	228	155,15	102,99	52,15	33,62%	2,45%
Coagr	220	153,81	101,56	52,25	33,97%	2,35%
Agrof	201	150,62	99,10	51,52	34,20%	2,10%
Ciara	142	160,30	102,07	58,23	36,33%	1,58%
Tche	138	165,33	113,93	51,40	31,09%	1,58%
Casa	162	124,71	84,62	40,09	32,15%	1,40%
Dinam	135	135,27	100,06	35,21	26,03%	1,26%
Marca	112	145,78	91,26	54,51	37,40%	1,13%
Cultu	124	117,02	111,58	5,44	4,65%	1,00%
Total	**10.616**	**135,94**	**98,29**	**37,66**	**27,70%**	**100,00%**

BFA (Budget, Forecast & Actual)

US$ '000

TECH REPORTS
Transformando dados em decisões

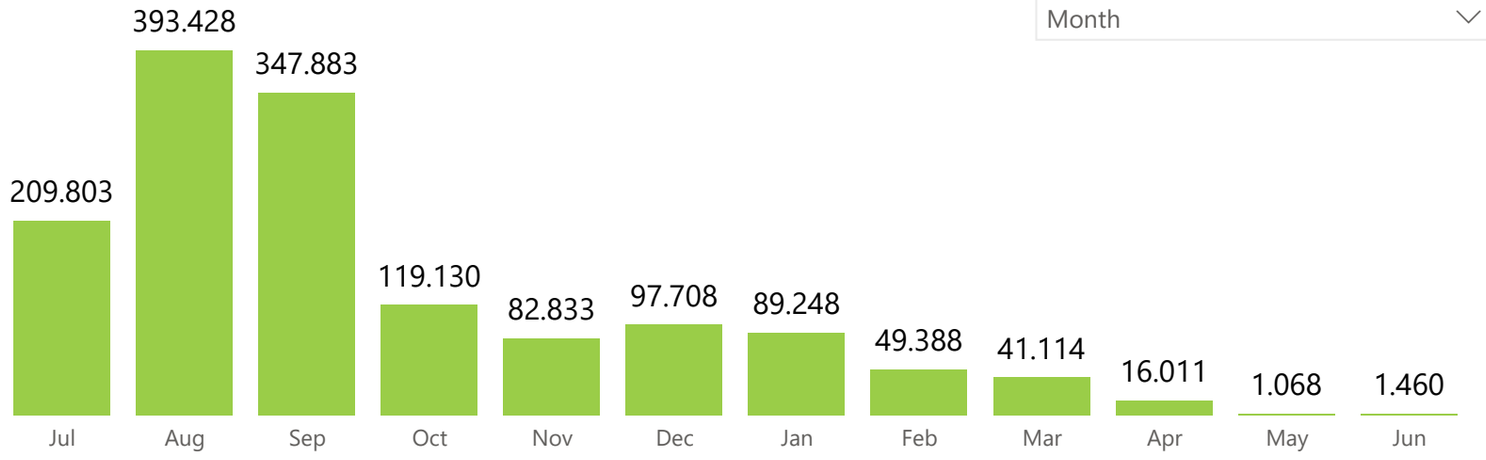
Crop Season: 22/23 | Product: Todos | Forecast: Todos | Currency: US$ | Values In: '000

Highlights

1.443.137 Sales	2.790.175 Budget
5.937 Sales Orders Actual	2.120.000 Forecast
1.449.074 Sales + Sales Orders	2.128.723 Sales Last Year

Sales + Sales Orders By Month

BY Date: Month



Sales Compare

BFA (Budget, Forecast & Actual) | Values

Month/Year	Jul/2022		Aug/2022		Sep/2022		Oct/2022		Nov/2022		Dec/2022		Jan/2023		Feb/2023		Mar/2023		
Forecast	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Value	Budget %	Va
Budget	187.765	0,00%	385.152	0,00%	344.962	0,00%	270.145	0,00%	315.172	0,00%	361.642	0,00%	297.958	0,00%	164.809	0,00%	106.099	0,00%	74.3
Actual	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.835	-73,72%	97.708	-72,98%	89.248	-70,05%	49.388	-70,03%	41.115	-61,25%	12.6
July	209.803	11,74%	490.215	27,28%	470.324	36,34%	374.332	38,57%	425.444	34,99%	315.067	-12,88%	203.602	-31,67%	114.324	-30,63%	53.934	-49,17%	29.0
August	209.803	11,74%	393.428	2,15%	400.255	16,03%	392.504	45,29%	457.793	45,25%	491.118	35,80%	162.181	-45,57%	112.556	-31,71%	31.773	-70,05%	23.7
September	209.803	11,74%	393.428	2,15%	347.883	0,85%	273.693	1,31%	350.546	11,22%	346.131	-4,29%	280.334	-5,92%	218.659	32,67%	149.485	40,89%	37.8
October	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	314.961	-0,07%	360.940	-0,19%	214.453	-28,03%	131.970	-19,93%	56.031	-47,19%	40.9
November	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.835	-73,72%	361.473	-0,05%	163.226	-45,22%	104.423	-36,64%	61.434	-42,10%	66.4
December	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.831	-73,72%	97.708	-72,98%	206.225	-30,79%	71.160	-56,82%	53.631	-49,45%	48.3
January	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.833	-73,72%	97.708	-72,98%	89.248	-70,05%	69.519	-57,82%	96.145	-9,38%	50.2
February	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.833	-73,72%	97.708	-72,98%	89.248	-70,05%	49.388	-70,03%	46.819	-55,87%	47.5
March	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.833	-73,72%	97.708	-72,98%	89.248	-70,05%	49.388	-70,03%	41.115	-61,25%	61.5
April	209.803	11,74%	393.428	2,15%	347.883	0,85%	119.130	-55,90%	82.833	-73,72%	97.708	-72,98%	89.248	-70,05%	49.388	-70,03%	41.114	-61,25%	12.6

Values

Forecast	Jul/2022	Aug/2022	Sep/2022	Oct/2022	Nov/2022	Dec/2022	Jan/2023	Feb/2023	Mar/2023	Apr/2023	May/2023	Jun/2023	**Total**
Budget	187.765	385.152	344.962	270.145	315.172	361.642	297.958	164.809	106.099	74.331	126.971	155.168	**2.790.175**
Actual	209.803	393.428	347.883	119.130	82.835	97.708	89.248	49.388	41.115	12.602			**1.443.140**
July	280.000	490.215	470.324	374.332	425.444	315.067	203.602	114.324	53.934	29.091	41.184	115.148	**2.912.666**
August	209.803	390.000	400.255	392.504	457.793	491.118	162.181	112.556	31.773	23.780	38.266	89.991	**2.800.019**
September	209.803	393.428	349.851	273.693	350.546	346.131	280.334	218.659	149.485	37.823	82.061	110.202	**2.802.016**
October	209.803	393.428	347.883	270.145	314.961	360.940	214.453	131.970	56.031	40.918	147.574	168.409	**2.656.516**
November	209.803	393.428	347.883	119.130	314.762	361.473	163.226	104.423	61.434	66.457	148.665	171.432	**2.462.116**
December	209.803	393.428	347.883	119.130	82.831	200.000	206.225	71.160	53.631	48.328	104.427	183.710	**2.020.556**
January	209.803	393.428	347.883	119.130	82.833	97.708	160.077	69.519	96.145	50.202	40.002	453.270	**2.120.000**
February	209.803	393.428	347.883	119.130	82.833	97.708	89.248	63.059	46.819	47.521	77.182	397.887	**1.972.501**
March	209.803	393.428	347.883	119.130	82.833	97.708	89.248	49.388	30.046	61.577	45.689	173.267	**1.700.000**
April	209.803	393.428	347.883	119.130	82.833	97.708	89.248	49.388	41.114	35.044	36.741	162.394	**1.664.714**

Volume

Forecast	Jul/2022	Aug/2022	Sep/2022	Oct/2022	Nov/2022	Dec/2022	Jan/2023	Feb/2023	Mar/2023	Apr/2023	May/2023	Jun/2023	**Total**
Budget	1.383	2.891	2.418	1.947	2.214	2.423	2.054	1.289	718	615	857	1.203	**20.012**
Actual	1.540	2.817	2.533	806	598	638	667	543	356	118			**10.616**
July	1.911	3.339	3.119	2.462	2.743	2.043	1.657	743	412	265	292	833	**19.818**
August	1.540	3.128	2.986	2.521	2.946	2.598	1.281	793	213	162	272	620	**19.063**
September	1.540	2.817	2.305	1.701	2.197	2.414	2.043	1.546	1.045	285	564	733	**19.189**
October	1.540	2.817	2.533	1.726	2.103	2.512	1.686	961	424	317	1.063	1.214	**18.896**
November	1.540	2.817	2.533	806	2.415	2.851	1.337	854	474	542	1.203	1.374	**18.745**
December	1.540	2.817	2.533	806	598	1.476	1.736	577	411	397	909	1.563	**15.363**
January	1.540	2.817	2.533	806	598	638	1.439	596	749	448	265	4.284	**16.712**
February	1.540	2.817	2.533	806	598	638	667	545	469	470	558	4.446	**16.086**
March	1.540	2.817	2.533	806	598	638	667	543	258	541	304	1.560	**12.804**
April	1.540	2.817	2.533	806	598	638	667	543	356	288	277	1.555	**12.618**

GROSS MARGIN

US$ '000

TECH REPORTS
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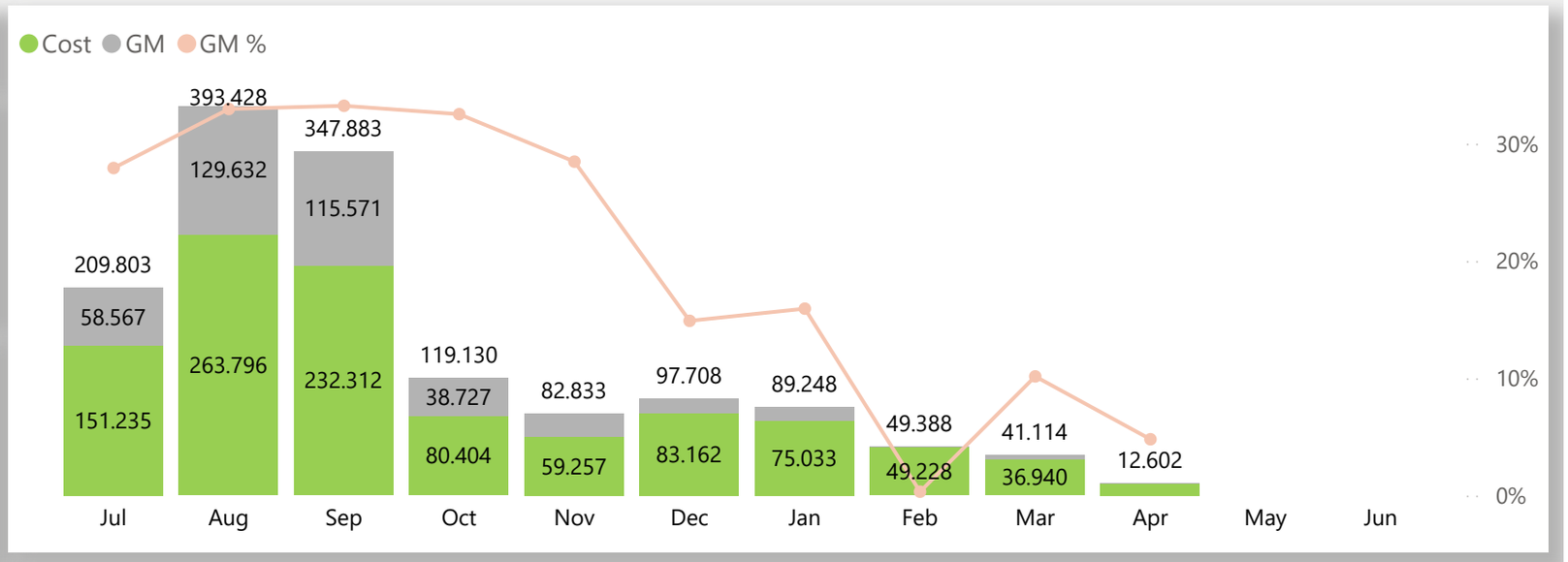
Crop Season: 22/23 | Month: Todos | Customer: Todos | Purchase Pool: Todos | Product: Todos | Sales Rep: Todos | Currency: US$ | Values In: '000

Highlights

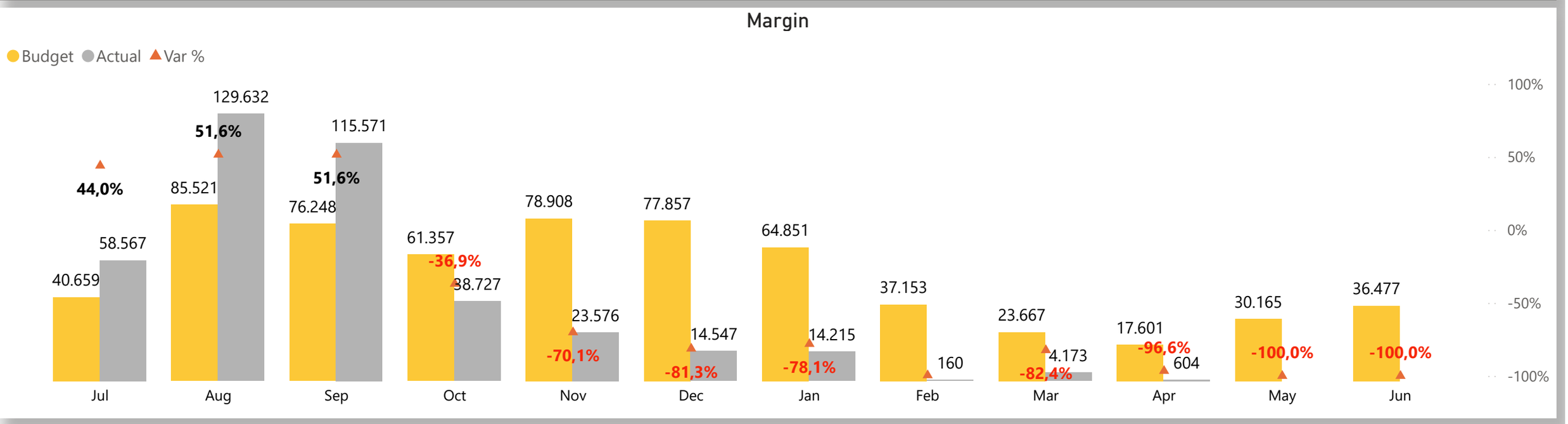
399.772
Gross Margin
27,70%

630.465
Budget
22,60% % GM
-36,59% % Var

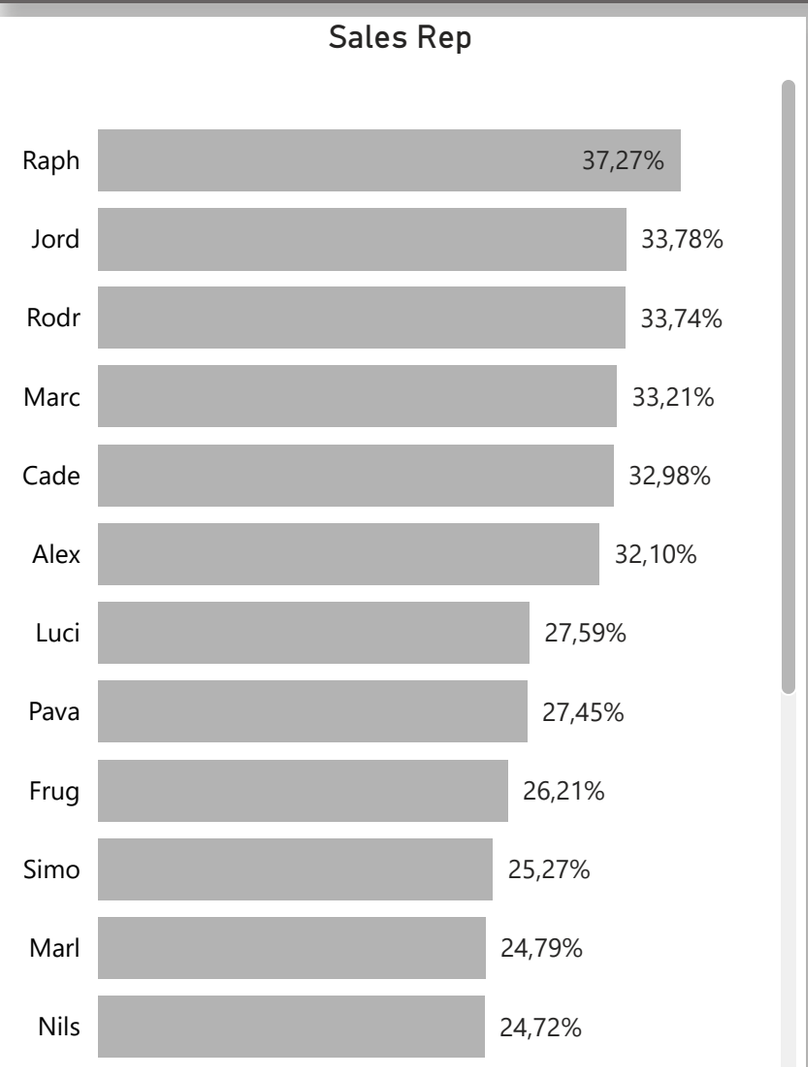
395.765
Prior Year
18,59% % GM
1,01% % Var

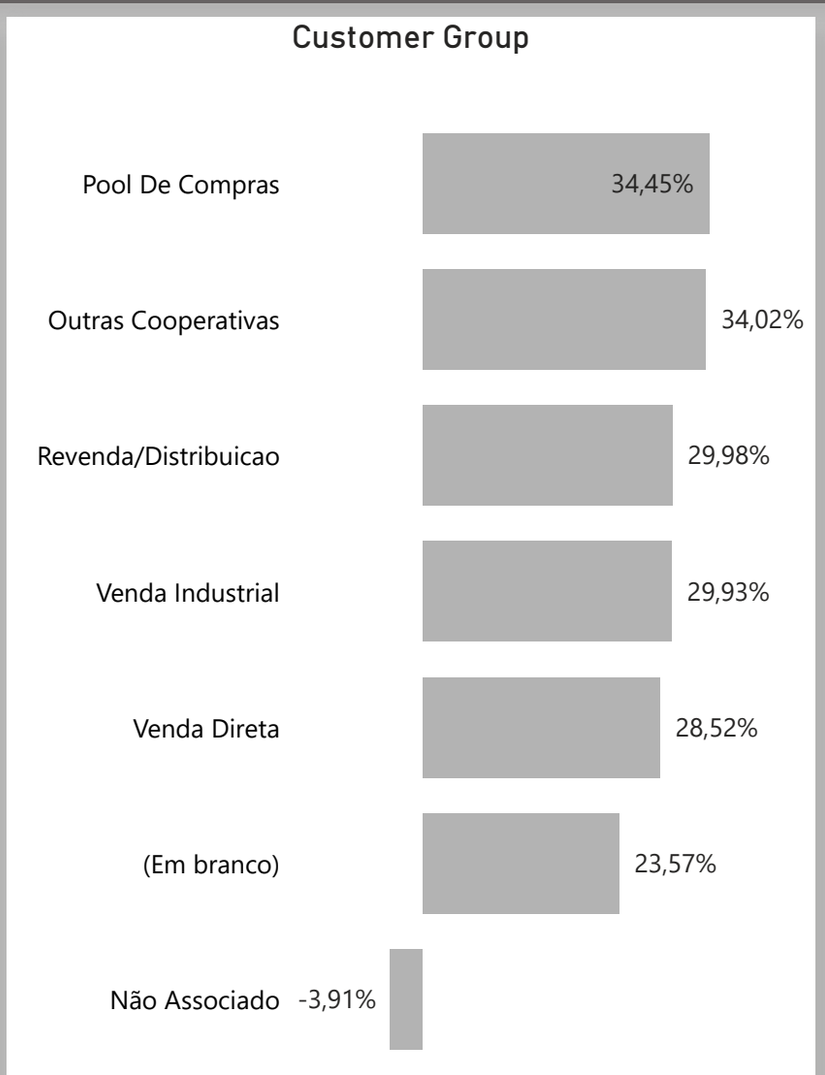


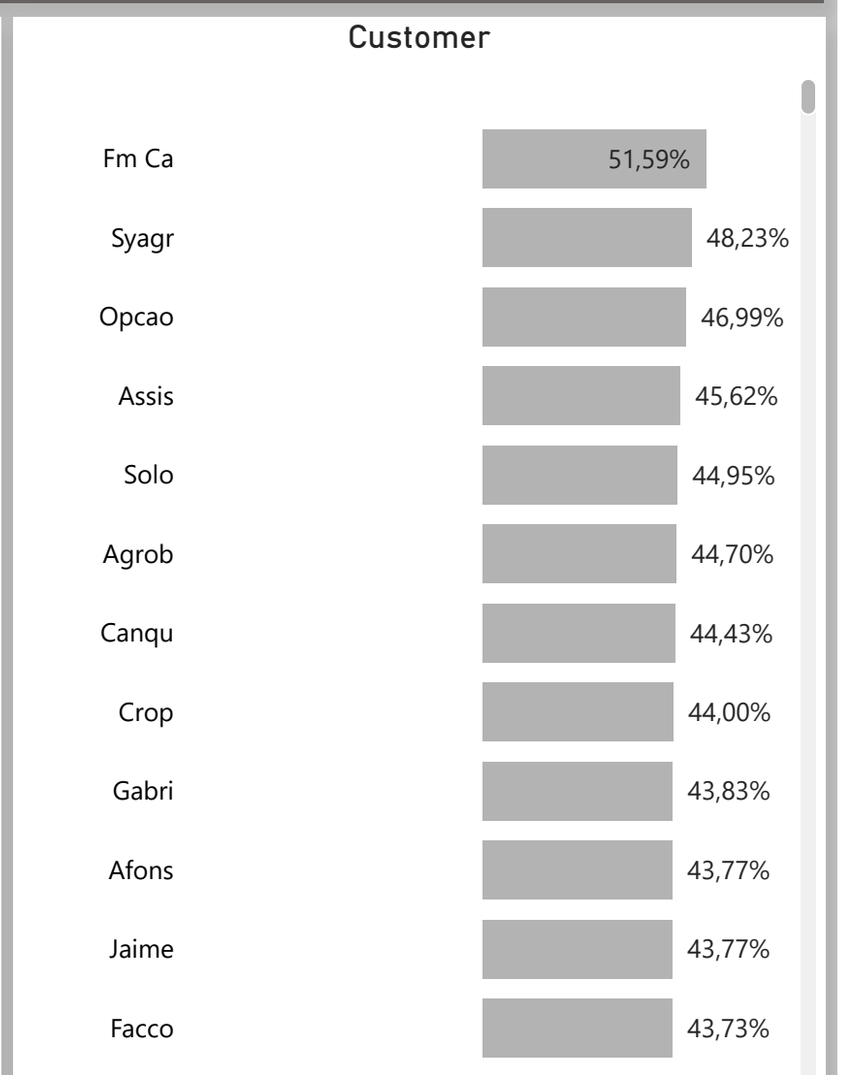
Gross Margin | Analytics | Month

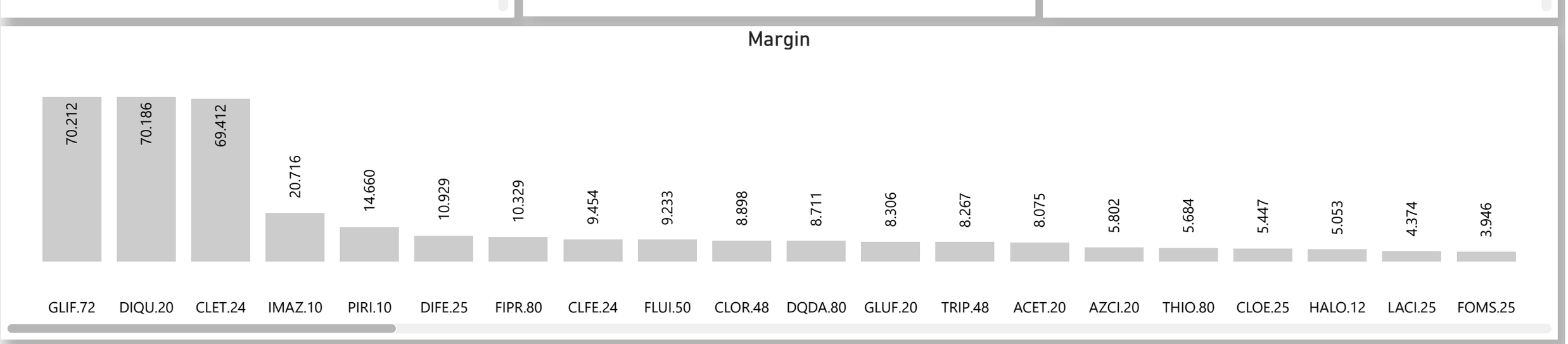


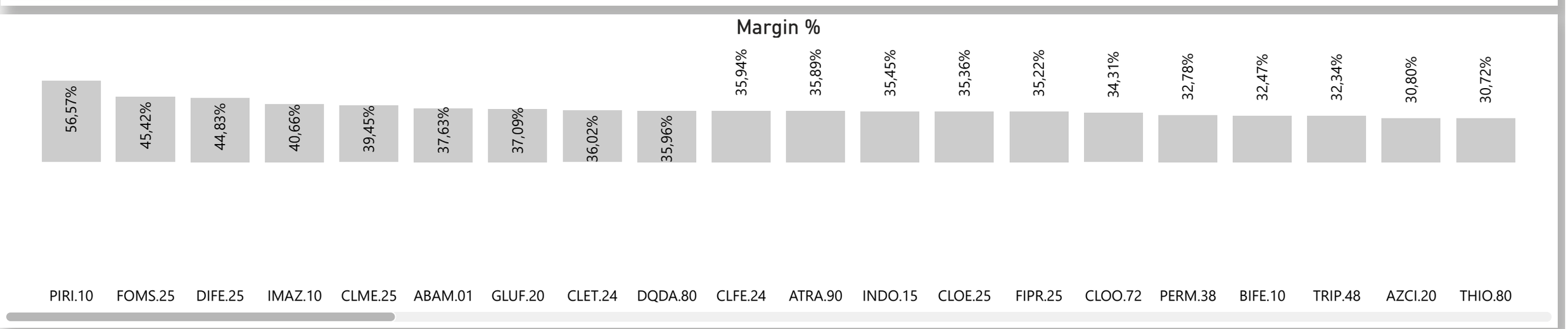
Gross Margin | Analytics











SALES ANALYSIS - PRODUCT

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Highlights

1.443.137
Sales

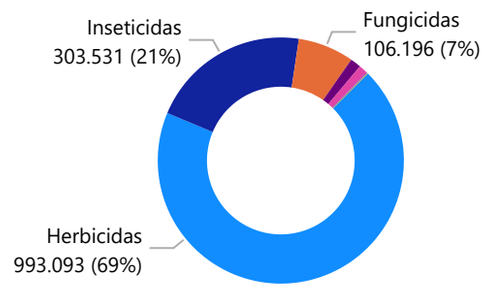
33.509
Sales Returns

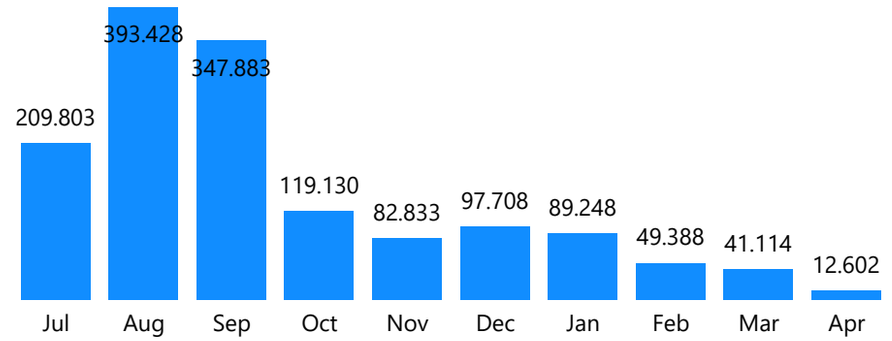
1.043.365
Sales Cost

399.772
Gross Margin

27,70%
Gross Margin

Sales por Group Product





Nominal | Unit

Sales Analysis

Budget | Prior Year

Description	Volume				Sales				Cost				Gross Margin			
Alias	Budget	Actual	Var	Var %	Budget	Actual	Var	Var %	Budget	Actual	Var	Var %	Budget	Actual	Var	V
GLIF.	7.900	2.527	-5.373	-68,01%	606.748	345.350	-261.397	-43,08%	479.487	275.139	-204.348	-42,62%	127.261	70.212	-57.049	-44
DIQU.	8.100	1.732	-6.368	-78,62%	573.464	237.602	-335.862	-58,57%	417.753	167.416	-250.338	-59,92%	155.710	70.186	-85.525	-54
CLET.	6.260	1.628	-4.632	-73,99%	378.730	192.682	-186.048	-49,12%	272.873	123.270	-149.603	-54,83%	105.857	69.412	-36.445	-34
IMAZ.	908	462	-446	-49,17%	42.343	50.947	8.605	20,32%	33.873	30.232	-3.642	-10,75%	8.469	20.716	12.246	144
PIRI.	331	198	-133	-40,16%	20.026	25.916	5.890	29,41%	9.812	11.256	1.444	14,72%	10.214	14.660	4.446	43
FIPR.	393	47	-346	-88,11%	135.433	38.928	-96.505	-71,26%	110.798	26.847	-83.950	-75,77%	24.635	12.081	-12.555	-50
DIFE.	403	135	-268	-66,42%	37.278	24.380	-12.898	-34,60%	23.974	13.451	-10.523	-43,89%	13.304	10.929	-2.375	-17
CLFE.	310	127	-183	-58,97%	33.507	26.303	-7.203	-21,50%	26.815	16.849	-9.965	-37,16%	6.692	9.454	2.762	41
FLUI.	60	51	-9	-15,35%	18.600	33.042	14.442	77,65%	11.153	23.809	12.656	113,48%	7.447	9.233	1.786	23
CLOR.	1.508	381	-1.127	-74,75%	57.304	29.483	-27.821	-48,55%	45.675	20.585	-25.090	-54,93%	11.629	8.898	-2.731	-23
DQDA.	1.050	347	-703	-66,92%	36.750	24.221	-12.529	-34,09%	30.156	15.510	-14.646	-48,57%	6.594	8.711	2.117	32
GLUF.	762	187	-575	-75,43%	51.206	22.392	-28.814	-56,27%	40.775	14.086	-26.690	-65,46%	10.431	8.306	-2.125	-20
TRIP.	824	173	-651	-79,01%	61.800	25.563	-36.237	-58,64%	51.747	17.296	-34.451	-66,58%	10.053	8.267	-1.785	-17
ACET.	813	304	-509	-62,64%	50.024	30.748	-19.277	-38,53%	35.727	22.672	-13.055	-36,54%	14.297	8.075	-6.222	-43
AZCI.	1.002	80	-922	-92,04%	110.187	18.836	-91.351	-82,91%	85.016	13.035	-71.981	-84,67%	25.171	5.802	-19.370	-76
THIO.	28	59	31	110,00%	4.060	18.503	14.443	355,74%	3.121	12.819	9.698	310,73%	939	5.684	4.745	505
CLOE.	260	71	-189	-72,58%	26.167	15.402	-10.765	-41,14%	20.934	9.955	-10.979	-52,44%	5.233	5.447	214	4
HALO.	400	171	-229	-57,26%	19.629	16.717	-2.912	-14,84%	16.698	11.652	-5.046	-30,22%	2.930	5.065	2.134	72
LACI.	231	81	-150	-64,94%	22.523	18.534	-3.989	-17,71%	20.025	14.160	-5.866	-29,29%	2.497	4.374	1.877	75
FOMS.	222	62	-160	-72,03%	15.540	8.689	-6.851	-44,09%	9.846	4.742	-5.104	-51,84%	5.694	3.946	-1.747	-30
CARB.	800	161	-639	-79,86%	30.400	12.502	-17.898	-58,87%	24.719	8.685	-16.034	-64,87%	5.681	3.817	-1.864	-32
DIAE.	800	123	-677	-84,65%	74.000	21.270	-52.730	-71,26%	62.904	18.034	-44.870	-71,33%	11.096	3.236	-7.860	-70
Total	**40.014**	**10.616**	**-29.398**	**-73,47%**	**2.790.175**	**1.443.137**	**-1.347.038**	**-48,28%**	**2.159.710**	**1.043.365**	**-1.116.345**	**-51,69%**	**630.465**	**399.772**	**-230.693**	**-36,**

SALES ANALYSIS - CUSTOMER

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Highlights

1.443.137
Sales

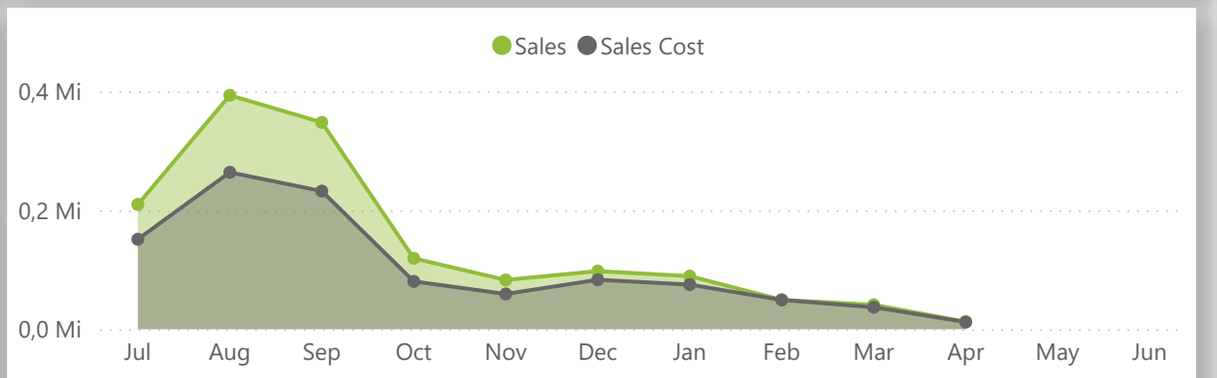
33.509
Sales Returns

1.043.365
Sales Cost

399.772
Contribution Margin

5.937
Sales Orders

Sales by Period



Customer | Product

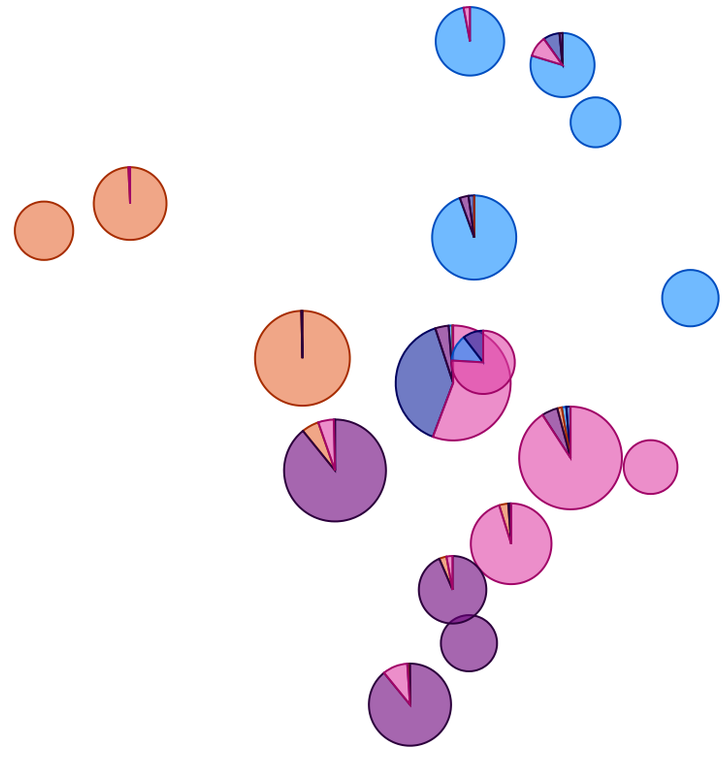
Customer	State	Volume	Sales	Cost	GM	GM %	% T
		4.922	644.668	27.120.039	151.933	23,57%	44,6
Agrod	MS	280	41.676	27.446	14.230	34,15%	2,8
Duqui	GO	294	41.290	29.173	12.117	29,35%	2,8
Coagr	MG	220	33.901	22.385	11.516	33,97%	2,3
Ciara	MS	142	22.836	14.540	8.296	36,33%	1,5
Tche	GO	119	20.221	14.069	6.152	30,42%	1,4
Dinam	MS	135	18.194	13.458	4.736	26,03%	1,2
Marca	MG	112	16.255	10.176	6.079	37,40%	1,1
Cultu	MG	123	14.323	13.711	611	4,27%	0,9
Agrof	TO	91	13.961	9.343	4.619	33,08%	0,9
Produ	RS	94	12.906	8.088	4.818	37,33%	0,8
Toagr	TO	85	12.804	8.457	4.347	33,95%	0,8
Produ	MS	78	12.758	8.320	4.438	34,79%	0,8
Nucle	GO	93	12.218	7.848	4.370	35,77%	0,8
Boasa	RO	70	11.217	6.820	4.398	39,20%	0,7
Total		**10.616**	**1.443.137**	**27.670.669**	**399.772**	**27,70%**	**100,0**

Alias	State	Volume	Sales	Cost	GM	GM %	% T
GLIF.		762	88.792	6.348.747	6.657	7,50%	6,1
DIQU.		710	86.710	5.275.650	18.648	21,51%	6,0
CLET.		770	82.888	3.537.182	24.393	29,43%	5,7
GLIF.	MG	458	63.842	50.660	13.182	20,65%	4,4
GLIF.	GO	415	62.581	43.659	18.922	30,24%	4,3
GLIF.	MS	300	42.606	32.817	9.790	22,98%	2,9
DIQU.	MS	269	40.321	26.208	14.113	35,00%	2,7
DIQU.	GO	239	34.648	23.442	11.206	32,34%	2,4
GLIF.	MT	205	29.572	22.849	6.723	22,73%	2,0
MALA.		314	27.285	428.904	1.729	6,33%	1,8
CLET.	GO	208	26.689	15.722	10.967	41,09%	1,8
CLFE.		121	25.020	316.075	9.011	36,02%	1,7
FIPR.		27	23.585	1.207.270	7.044	29,87%	1,6
CLET.	MS	159	20.895	11.943	8.952	42,84%	1,4
SEME		0	20.455	354.497	3.019	14,76%	1,4
Total		**10.616**	**1.443.137**	**27.670.669**	**399.772**	**27,70%**	**100,0**

Sales MAP

Volume | Sales

State Filial Bahia Goias Mato Grosso Parana Sao Paulo



SALES ANALYSIS - SALES REP PERFORMANCE

TECH REPORTS
Transformando dados em decisões

Crop Season: 22/23 | Month: Todos | Customer: Todos | Purchase Pool: Todos | Product: Todos | Sales Rep: Todos | Currency: US$ | Values In: '000

Highlights

| Sales by Month | Sales Rep

Sales MAP

Funding - Loans by Currency

Sales by Period

Date By: Month

Sales Detail

Product Group

SALES AVERAGE TICKET

US$ '000

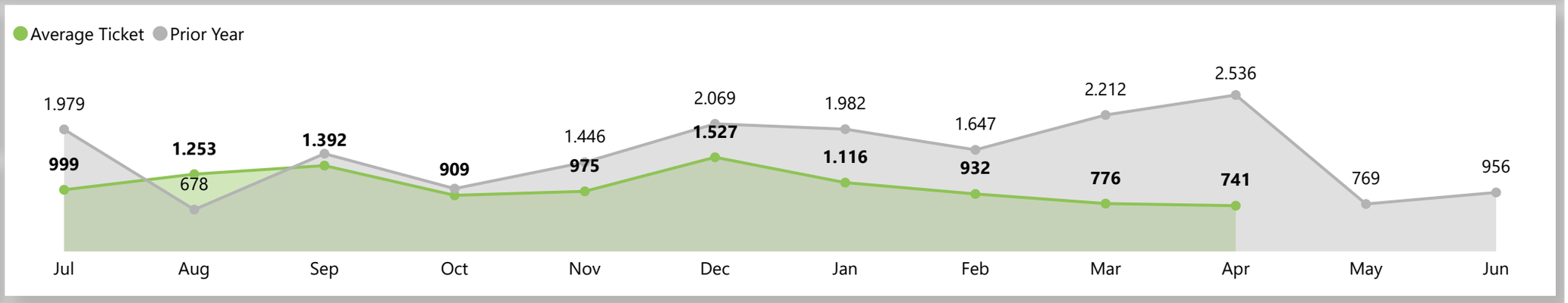
TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

By Month

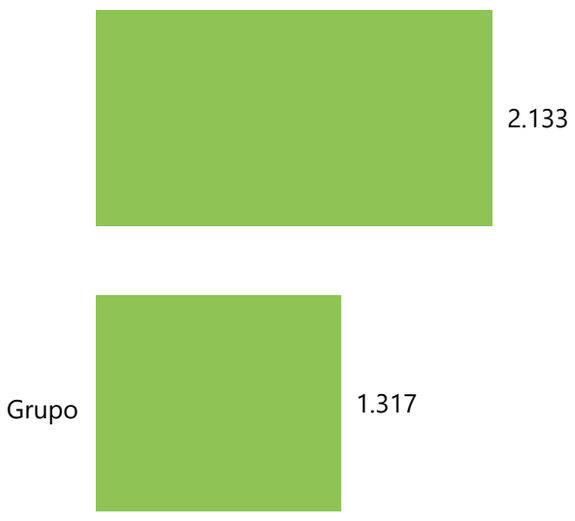
2.904
Average Ticket

4.568
Prior Year

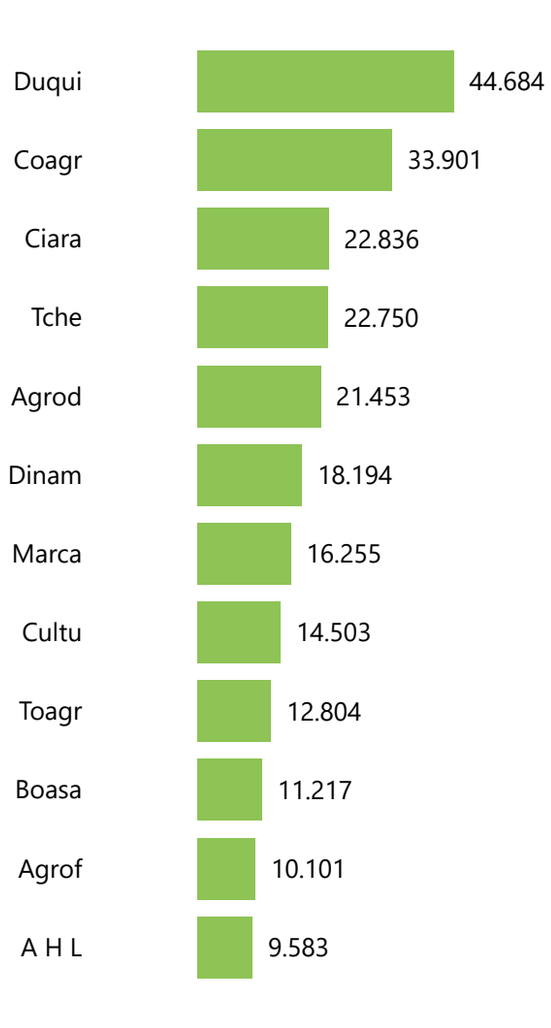


Detail

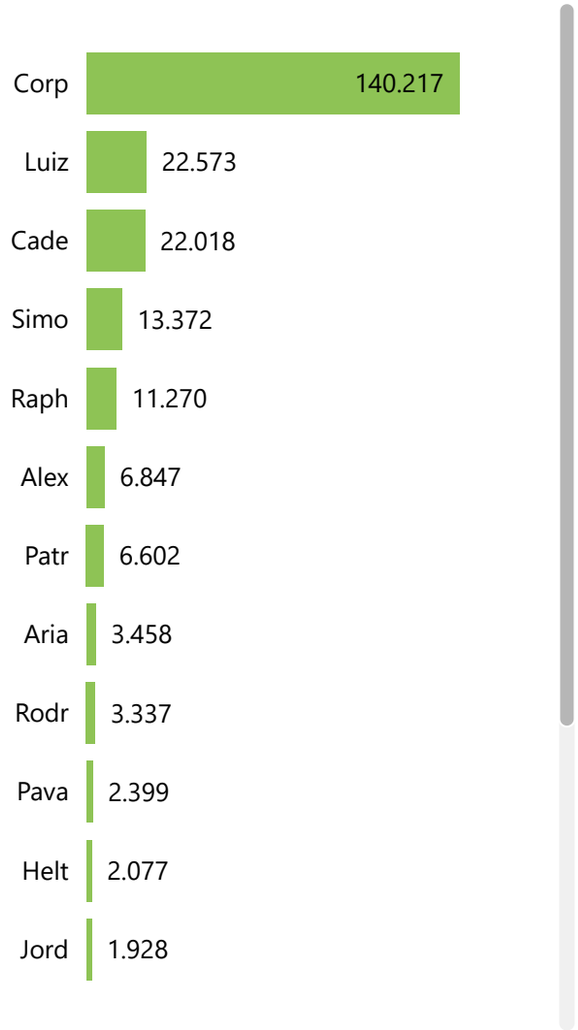
Purchase Pool



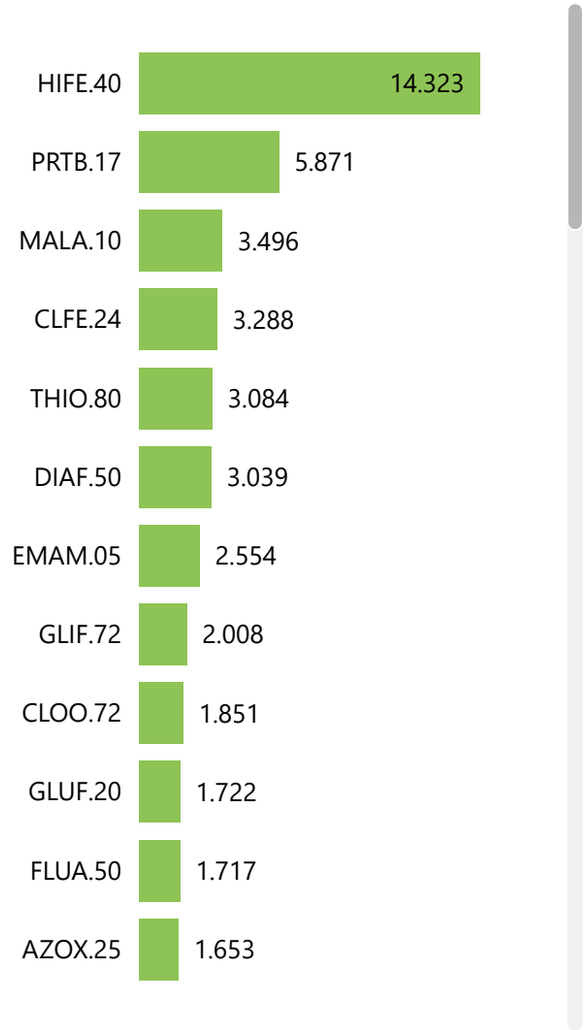
Customer



Sales Rep



Alias



SALES QUARTER ANALYSIS

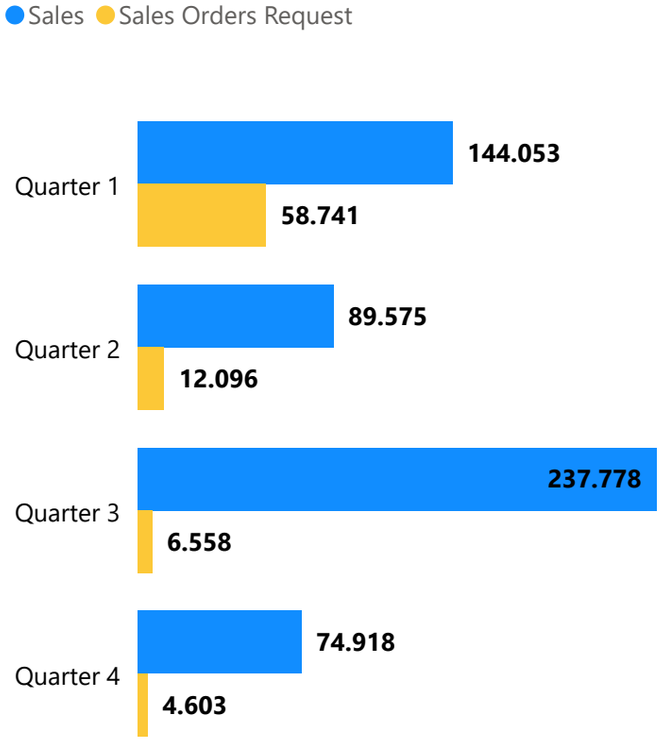
US$ '000

TECH REPORTS
Transformando dados em decisões

Year	Customer Group, Customer	Product	Sales Rep	Currency	Values In:
Todos	Todos	Todos	Todos	US$	'000

Quarter Analysis

Quarter Average



Sales

Year	2022		2023		Total	
Quarter	Sales Avg	%	Sales Avg	%	**Sales Avg**	**%**
Quarter 1	396.463	19,89%	179.750	93,45%	**144.053**	**26,37%**
Quarter 2	345.699	17,35%	12.602	6,55%	**89.575**	**16,40%**
Quarter 3	951.114	47,72%			**237.778**	**43,52%**
Quarter 4	299.671	15,04%			**74.918**	**13,71%**
Total	**1.992.947**	**100,00%**	**192.352**	**100,00%**	**546.325**	**100,00%**

Sales Orders Request

Year	2022		2023		Total	
Quarter	Orders Req	%	Orders Req	%	**Orders Req**	**%**
Quarter 1	214.338	70,17%	20.626	91,57%	**58.741**	**71,64%**
Quarter 2	46.485	15,22%	1.899	8,43%	**12.096**	**14,75%**
Quarter 3	26.233	8,59%			**6.558**	**8,00%**
Quarter 4	18.412	6,03%			**4.603**	**5,61%**
Total	**305.468**	**100,00%**	**22.525**	**100,00%**	**81.998**	**100,00%**

DETAILING | "SALES YTD"

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Cooperativa	Code Alias	Active Alias	Issue Month	Issue Date	Invoice Retreat	Due Date	Platform	Quantity	Sales	Cost	Invoice	Code Product	Code Customer	Cu
Coop 37	GLIF.72	Glifosato 720	07	26/07/2022	26/07/2022	20/05/2023	Cropline	20	3.229	2.280	000006547	H100.720.WG.004	001843	01
Coop 17	THIO.80	Thiodicarb 800	12	19/12/2022	19/12/2022	30/10/2023	CCAB	7	2.716	1.526	000046371	I222.800.WG.003		
Coop 37	DIQU.20	Diquate 200	09	13/09/2022	13/09/2022	20/04/2023	Cropline	19	2.650	1.786	000045474	H100.200.SL.001	002429	01
Coop 26	GLIF.72	Glifosato 720	01	26/01/2023	26/01/2023	15/09/2023	CCAB	15	2.507	1.537	000046655	H100.720.WG.015		
Coop 21	GLIF.72	Glifosato 720	07	22/07/2022	22/07/2022	20/08/2023	CCAB	15	2.355	1.741	000000973	H100.720.WG.004		
Coop 38	GLIF.72	Glifosato 720	07	15/07/2022	15/07/2022	20/05/2023	Cropline	14	2.303	1.628	000000937	H100.720.WG.004	002740	01
Coop 37	GLIF.72	Glifosato 720	08	16/08/2022	16/08/2022	20/05/2023	Cropline	13	2.221	1.460	000006852	H100.720.WG.004	002923	01
Coop 38	IMAZ.10	Imazetapir 106	11	28/11/2022	28/11/2022	30/05/2023	Cropline	20	2.164	1.282	000046242	H121.106.SL.006	002709	01
Coop 37	GLIF.72	Glifosato 720	08	30/08/2022	30/08/2022	20/05/2023	Cropline	12	2.070	1.381	000045266	H100.720.WG.004	002810	01
Coop 37	DIQU.20	Diquate 200	08	12/08/2022	12/08/2022	30/04/2023	Cropline	13	2.060	1.263	000001170	H100.200.SL.001	001671	01
Coop 37	DIQU.20	Diquate 200	08	12/08/2022	12/08/2022	30/04/2023	Cropline	13	2.060	1.263	000001206	H100.200.SL.001	001671	01
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006345	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006346	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006347	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006348	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006350	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006351	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	07	15/07/2022	15/07/2022	01/01/1900	Cropline	19	2.043	1.817	000006352	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000006994	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000006995	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000006996	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000006998	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000006999	H100.200.SL.001		
Coop 30	DIQU.20	Diquate 200	08	19/08/2022	19/08/2022	01/01/1900	Cropline	19	2.043	1.873	000007000	H100.200.SL.001		
Total								**10.616**	**1.443.137**	**1.043.365**				

SALES ORDER OVERVIEW

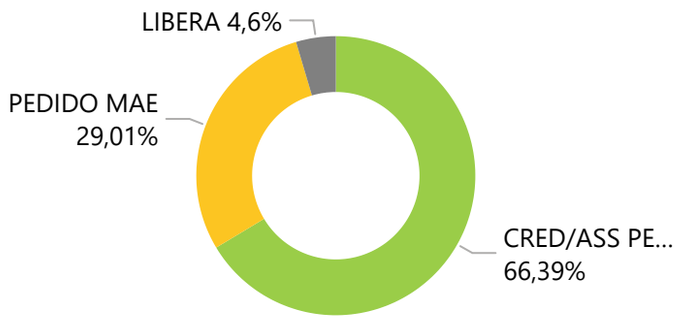
US$ '000

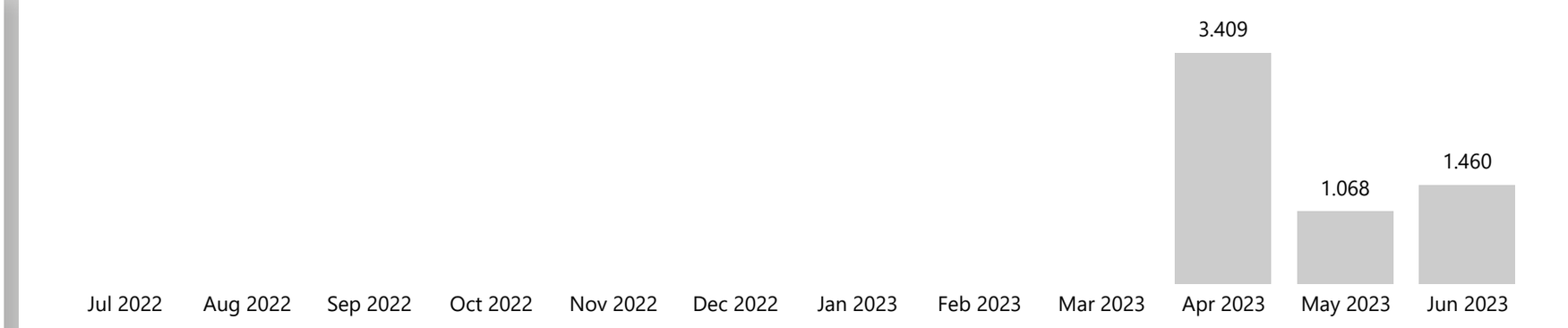
TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

13.516	480	5.937	4.572	1.365	22,99%
Sales Orders (All Season)	Volume	Sales Orders Actual	Cost	Gross Margin	Gross Margin %

By Status





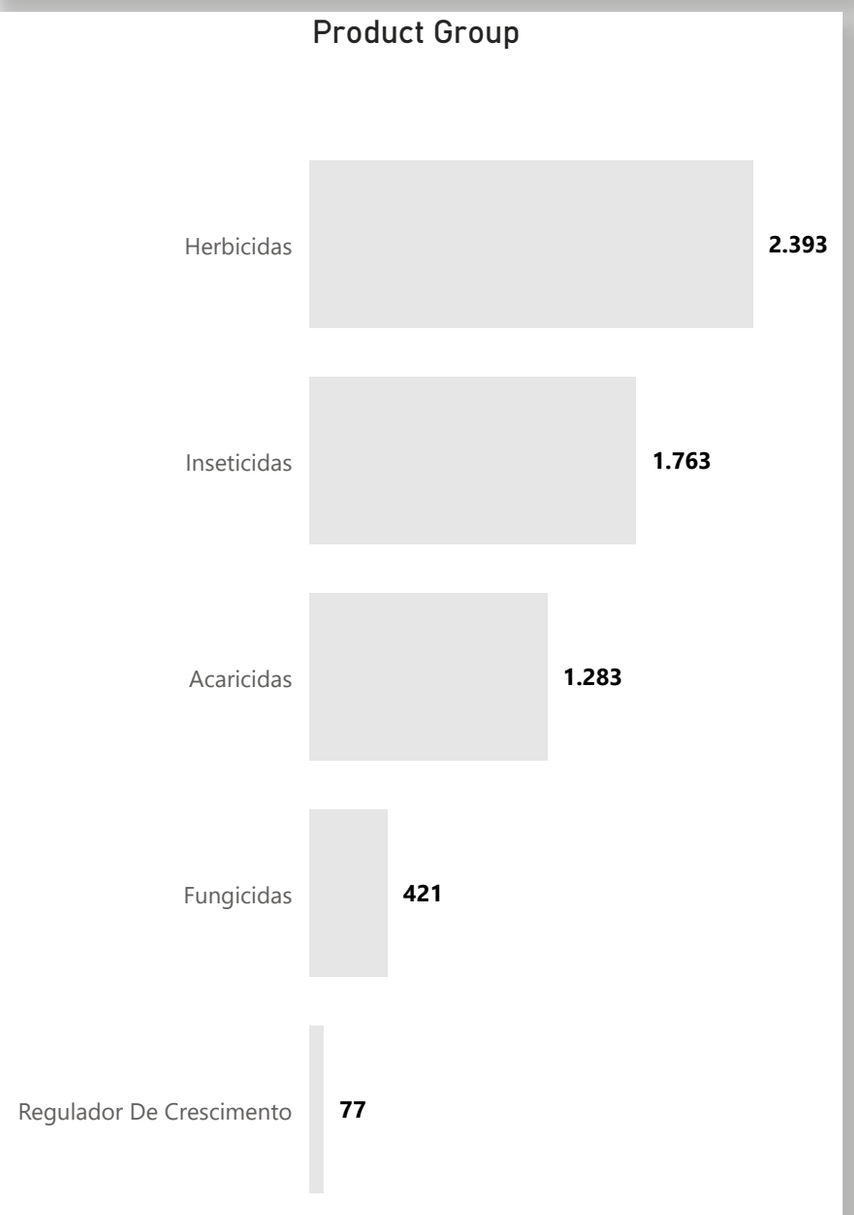
Sales Rep

Manager	Salesman	Price Unit	Volume	Sales Orders	Cost	Margin	Margin %
RAPHAEL	Nils	13,21	139	1.833	1.190	643	35%
	Marl	9,63	128	1.232	1.219	14	1%
RAPHAEL	Cade	15,04	68	1.023	640	383	37%
GERSON	Corp	16,08	63	1.010	741	270	27%
RAPHAEL	Luiz	11,55	37	427	334	93	22%
RAPHAEL	Marc	7,96	33	259	323	-64	-25%
	Helt	7,39	10	74	76	-2	-3%
RAPHAEL	Simo	31,00	2	66	44	23	34%
RAPHAEL	Pava	19,51	1	12	6	6	53%
Total		**12,37**	**480**	**5.937**	**4.572**	**1.365**	**23%**

Customer

Customer	Unit Price	Volume	Sales Orders	Cost	Margin	Margin %
	12,11	355	4.300	3.378	922	21%
Boasa	16,94	27	450	270	180	40%
Ramil	14,98	27	403	249	155	38%
Boa S	16,96	20	339	200	140	41%
Tche	7,26	30	218	281	-63	-29%
Tb Ce	7,39	10	74	76	-2	-3%
Diret	10,54	6	63	51	12	19%
Veget	18,69	2	37	38	-1	-2%
Porta	18,01	2	36	21	15	43%
Agrot	19,51	1	12	6	6	53%
Nasce	7,06	1	4	4	0	-2%
Total	**12,37**	**480**	**5.937**	**4.572**	**1.365**	**23%**

Product



Alias	Price Unit	Volume	Sales Orders	Cost	Margin	Margin %	% Total
CLFE.24	14,29	111	1.592	919	673	42%	26,81%
DIQU.20	11,32	63	713	590	123	17%	12,02%
GLIF.72	7,82	80	628	829	-201	-32%	10,57%
MALA.10	9,29	40	372	266	106	28%	6,26%
DIAF.50	17,18	19	327	268	59	18%	5,51%
CLET.24	11,12	26	285	191	94	33%	4,80%
TRIP.48	15,35	16	250	221	28	11%	4,20%
THIO.80	28,39	7	194	145	48	25%	3,26%
AZBE.30	55,35	3	178	180	-1	-1%	3,00%
AZCI.20	22,24	8	177	129	47	27%	2,97%
DQDA.80	7,23	24	174	107	67	38%	2,92%
LUFE.10	16,88	10	160	104	56	35%	2,70%
ACET.20	10,05	12	119	85	34	29%	2,01%
CLOE.25	18,33	6	116	81	35	30%	1,95%
PIRI.10	12,43	8	94	39	54	58%	1,58%
MESO.48	18,16	5	91	78	13	14%	1,53%
FIPR.25	42,26	2	74	45	30	40%	1,25%
CLME.25	7,00	8	53	48	6	11%	0,90%
HALO.12	11,22	5	51	30	20	40%	0,85%
AZOX.25	20,00	2	50	38	12	24%	0,84%
ABAM.07	24,25	2	49	31	18	37%	0,83%
FOMS.25	11,30	4	47	32	15	32%	0,80%
CIPE.25	8,33	4	34	27	7	21%	0,58%
ATRA.50	6,06	5	30	25	5	16%	0,51%
CLCL.10	9,22	3	24	20	4	17%	0,40%
BIFE.10	15,91	1	20	13	7	33%	0,34%
MANC.80	3,00	4	13	13	0	-1%	0,22%
IMAZ.10	9,80	1	9	6	3	34%	0,16%
INDO.15	43,20	0	5	3	2	41%	0,09%
ABAM.08	16,29	0	5	5	0	-2%	0,08%
Total	**12,37**	**480**	**5.937**	**4.572**	**1.365**	**23%**	**100,00%**

PRICE x COST | Sales Orders

US$ '000

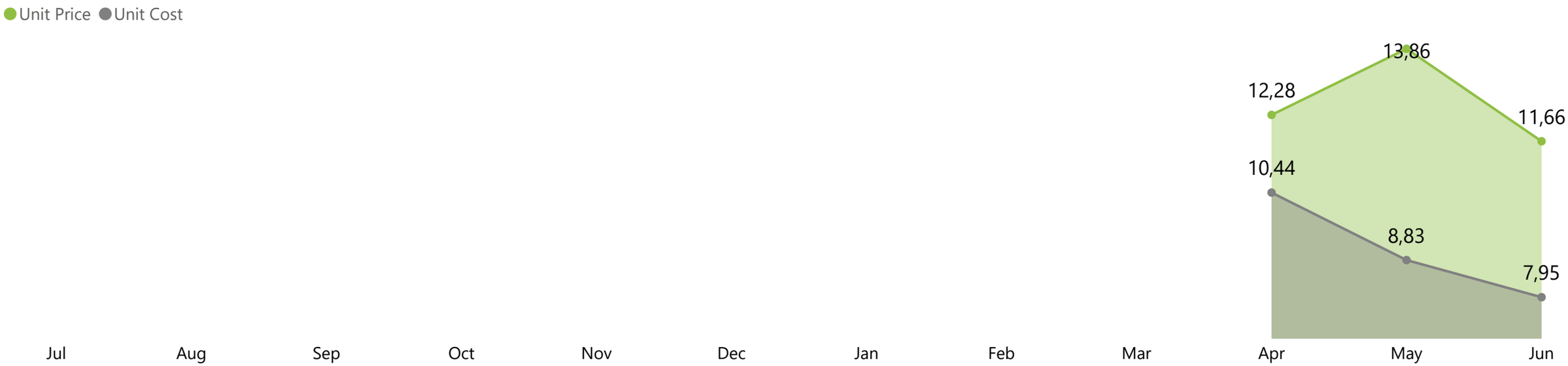
TECH REPORTS
Transformando dados em decisões

Crop Season	Month	Customer	Purchase Pool	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

5.937	4.572	1.365	23%	12,37	9,53
Sales orders	Sales Orders Cost	Gross Margin	Gross Margin	Unit Price	Unit Cost

Unit Price by Month | Scenary

Price Evolution



Gross Margin by Alias

Alias	Volume	Unit Price	Unit Cost	Unit GM	% GM	% Sales Orders
CLFE.24	111	14,29	8,25	6,04	42%	26,81%
DIQU.20	63	11,32	9,37	1,95	17%	12,02%
GLIF.72	80	7,82	10,32	-2,50	-32%	10,57%
MALA.10	40	9,29	6,65	2,64	28%	6,26%
DIAF.50	19	17,18	14,06	3,11	18%	5,51%
CLET.24	26	11,12	7,46	3,67	33%	4,80%
TRIP.48	16	15,35	13,61	1,75	11%	4,20%
THIO.80	7	28,39	21,33	7,07	25%	3,26%
AZBE.30	3	55,35	55,75	-0,39	-1%	3,00%
AZCI.20	8	22,24	16,29	5,95	27%	2,97%
DQDA.80	24	7,23	4,46	2,78	38%	2,92%
LUFE.10	10	16,88	10,95	5,93	35%	2,70%
Total	**480**	**12,37**	**9,53**	**2,84**	**23%**	**100,00%**

Gross Margin by Customer

Customer	Volume	Unit Price	Unit Cost	Unit GM	% GM	% Sales Orders
	355	12,11	9,51	2,60	21%	72,42%
Boasa	27	16,94	10,15	6,79	40%	7,58%
Ramil	27	14,98	9,24	5,75	38%	6,79%
Boa S	20	16,96	9,98	6,98	41%	5,72%
Tche	30	7,26	9,37	-2,10	-29%	3,67%
Tb Ce	10	7,39	7,60	-0,20	-3%	1,25%
Diret	6	10,54	8,49	2,05	19%	1,07%
Veget	2	18,69	19,12	-0,43	-2%	0,63%
Porta	2	18,01	10,30	7,71	43%	0,61%
Agrot	1	19,51	9,13	10,39	53%	0,20%
Nasce	1	7,06	7,19	-0,13	-2%	0,06%
Total	**480**	**12,37**	**9,53**	**2,84**	**23%**	**100,00%**

DETAILING | "CARTEIRA"

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Source	Code Customer	Customer Store	Customer	State	Order PP/PV	Item PP/PV	Issue Date PP/PV	Product Code	Product Name	Negotiated Delivery Date	Month Negotiated	Qty	Sales Or
Pré-Pedido					036776	03	14/02/2023	CLFE.240.002	Clorf	14/05/2023	05/2023	20	2
Pré-Pedido					036785	03	15/02/2023	CLFE.240.002	Clorf	15/06/2023	06/2023	16	2
Pré-Pedido					036784	03	15/02/2023	CLFE.240.002	Clorf	15/06/2023	06/2023	15	2
Pré-Pedido	002190	01	Ramil	GO	032070	41	07/02/2022	MALA.1000.001	Malat	15/05/2023	05/2023	10	1
Pré-Pedido					037115	01	27/03/2023	CLFE.240.001	Clorf	15/06/2023	06/2023	12	1
Pré-Pedido					036942	01	06/03/2023	CLFE.240.002	Clorf	15/06/2023	06/2023	9	1
Pré-Pedido					037118	01	02/08/2022	DQDA.806.001	2,4-D	15/04/2023	04/2023	20	1
Pré-Pedido	002315	06	Boa S	RO	032237	15	23/02/2022	DIQU.200.001	Diqua	15/04/2023	04/2023	9	1
Pré-Pedido					036940	01	06/03/2023	CLFE.240.002	Clorf	15/06/2023	06/2023	8	1
Pré-Pedido					035089	12	11/08/2022	CLET.240.001	Cleth	15/04/2023	04/2023	12	1
Pré-Pedido					035089	04	11/08/2022	DIAF.500.001	Diafe	15/04/2023	04/2023	16	2
Pré-Pedido					036941	01	06/03/2023	CLFE.240.002	Clorf	15/06/2023	06/2023	7	
Pré-Pedido	002315	06	Boa S	RO	032237	14	23/02/2022	DIQU.200.001	Diqua	15/04/2023	04/2023	7	1
Pré-Pedido	002315	02	Boasa	RO	032176	17	21/02/2022	DIQU.200.001	Diqua	15/04/2023	04/2023	7	1
Pré-Pedido					036967	02	08/03/2023	CLFE.240.002	Clorf	15/05/2023	05/2023	10	1
Pré-Pedido					036638	01	30/01/2023	AZCI.200.001	Azoxi	15/04/2023	04/2023	7	1
Pré-Pedido					037154	01	31/03/2023	MALA.1000.001	Malat	15/06/2023	06/2023	20	1
Pré-Pedido					035808	01	11/08/2022	CLFE.240.001	Clorf	15/05/2023	05/2023	3	
Pré-Pedido	002315	03	Boasa	RO	032150	13	16/02/2022	DIQU.200.001	Diqua	15/04/2023	04/2023	4	
Pré-Pedido					035089	09	11/08/2022	PIRI.100.001	Pirip	15/04/2023	04/2023	4	
Pré-Pedido					035089	06	11/08/2022	THIO.800.002	Thiod	15/04/2023	04/2023	5	1
Pré-Pedido					036272	01	16/12/2022	THIO.800.002	Thiod	15/04/2023	04/2023	2	
Pré-Pedido					035809	01	11/08/2022	CLFE.240.001	Clorf	15/05/2023	05/2023	2	
Pré-Pedido					035089	03	11/08/2022	CLOE.250.016	Clori	15/04/2023	04/2023	3	
Total												**480**	**5.9**

SALES CUSTOMER VISIT

US$ '000

TECH REPORTS
Transformando dados em decisões

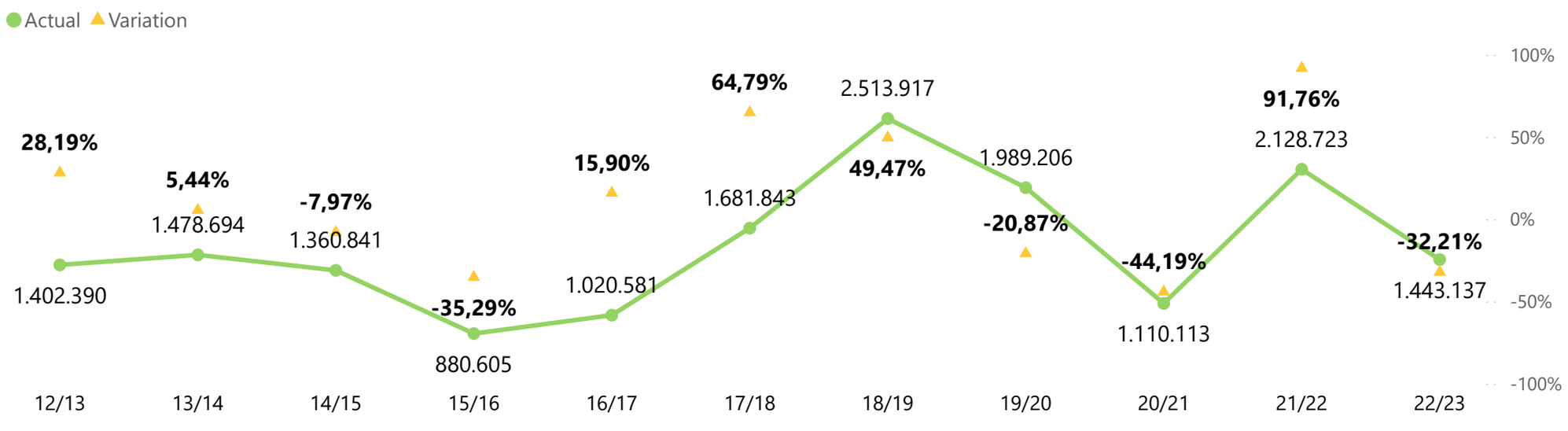
Crop Season: 22/23 | Month: Todos | Customer: Todos | Purchase Pool: Todos | Product: Todos | Sales Rep: Todos | Currency: US$ | Values In: '000

1.443.137
Sales

5.937
Sales Orders

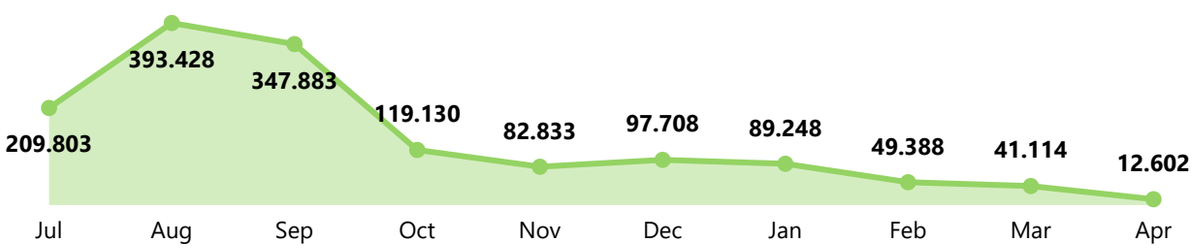
1.449.074
Sales + Sales Orders

Sales By Crop Season

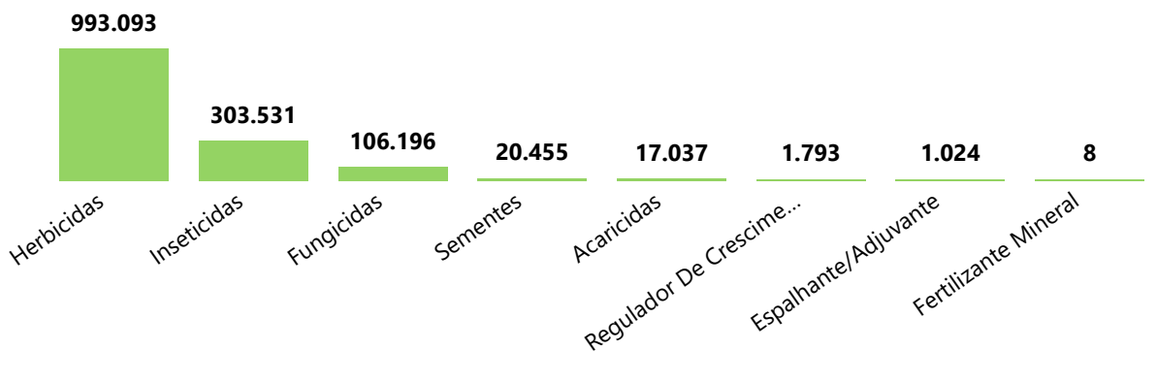


Sales

By Month

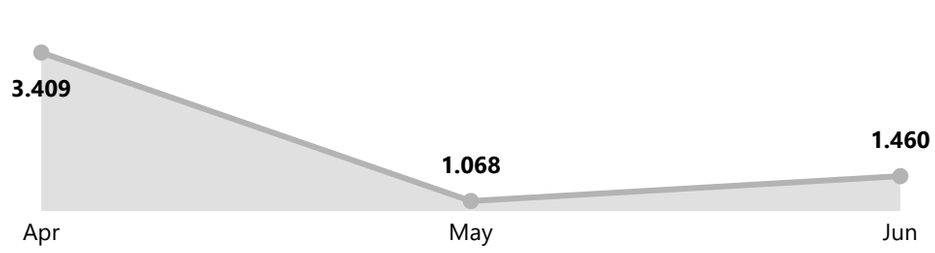


By Group

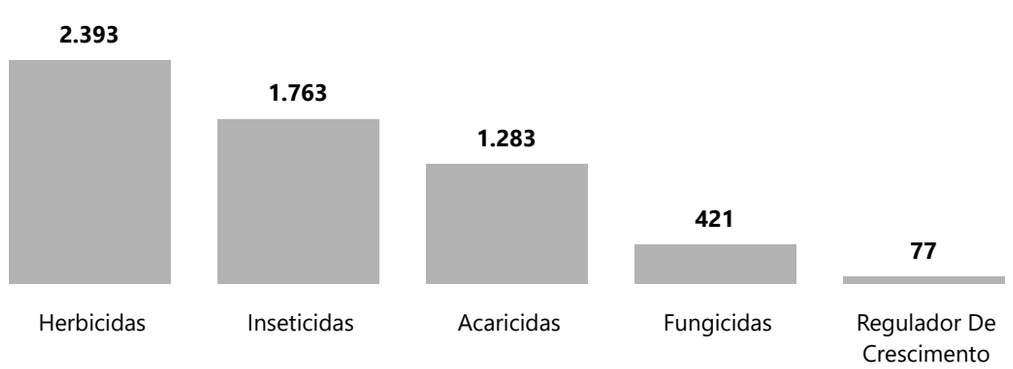


Sales Orders

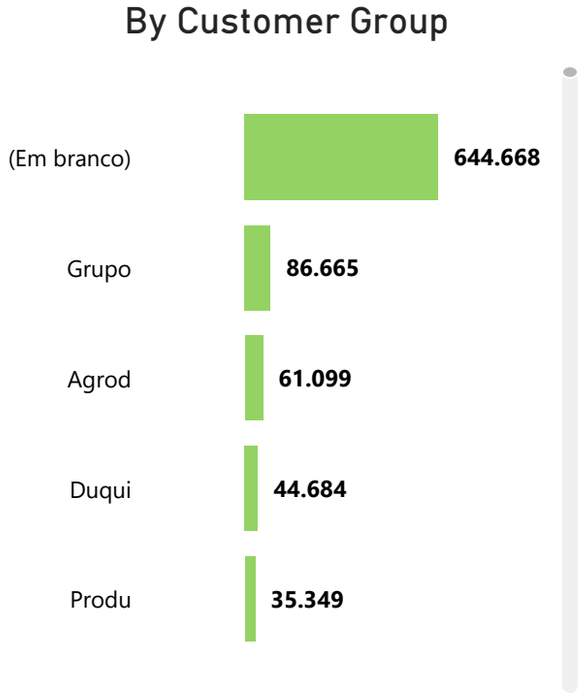
By Month



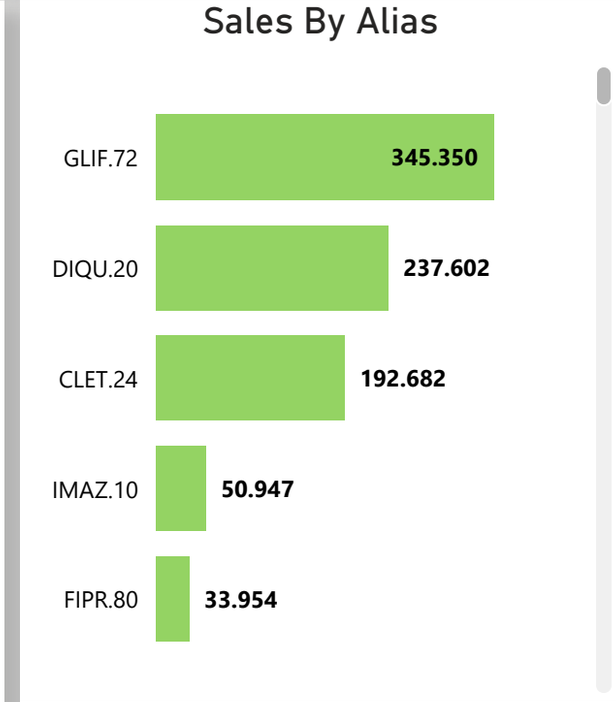
By Group



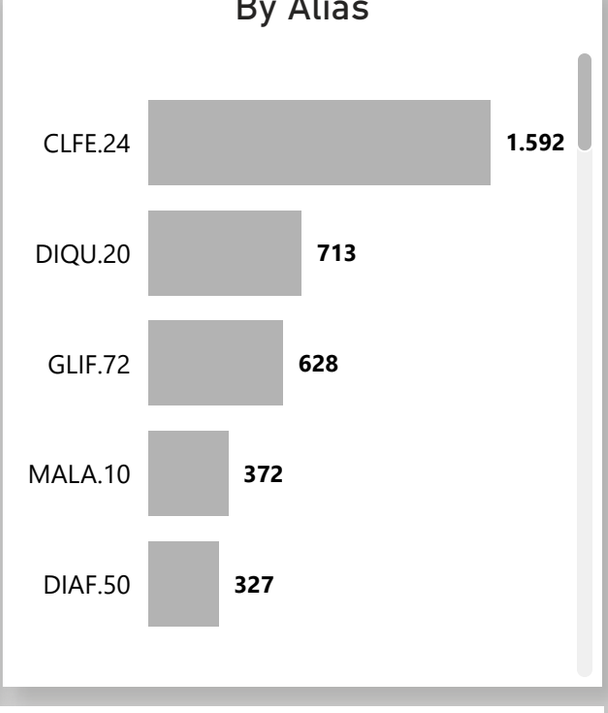
By Customer Group



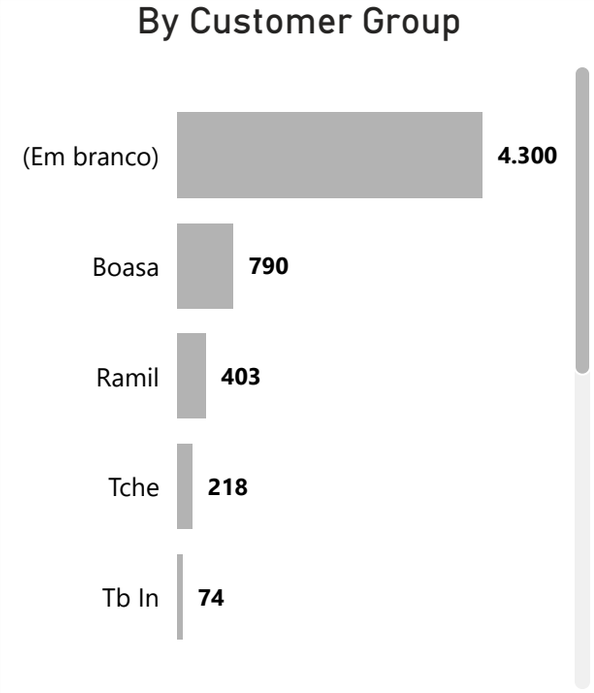
Sales By Alias



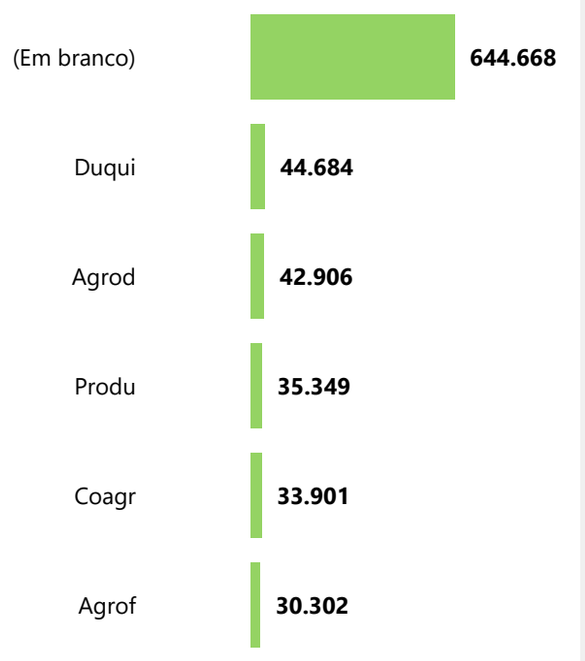
By Alias

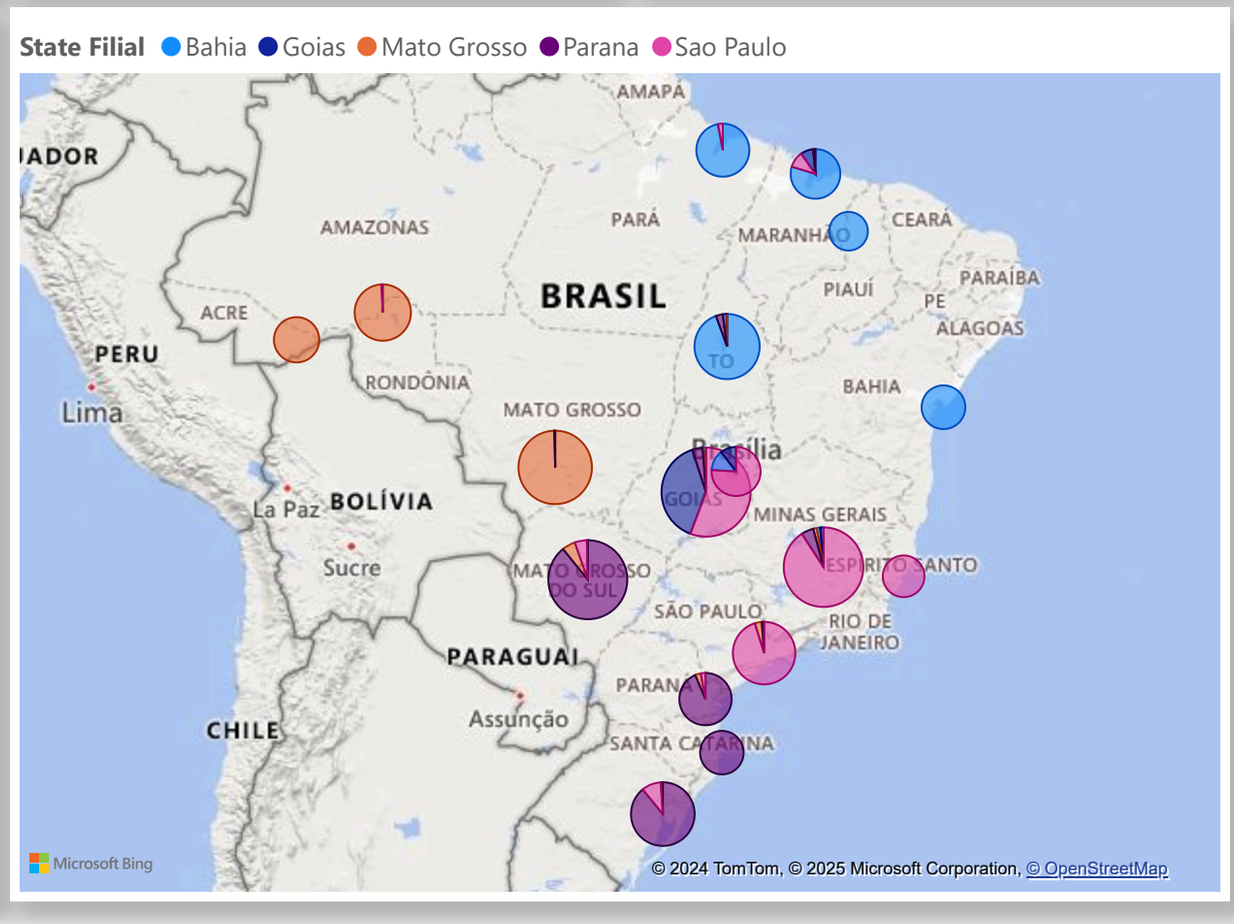


By Customer Group

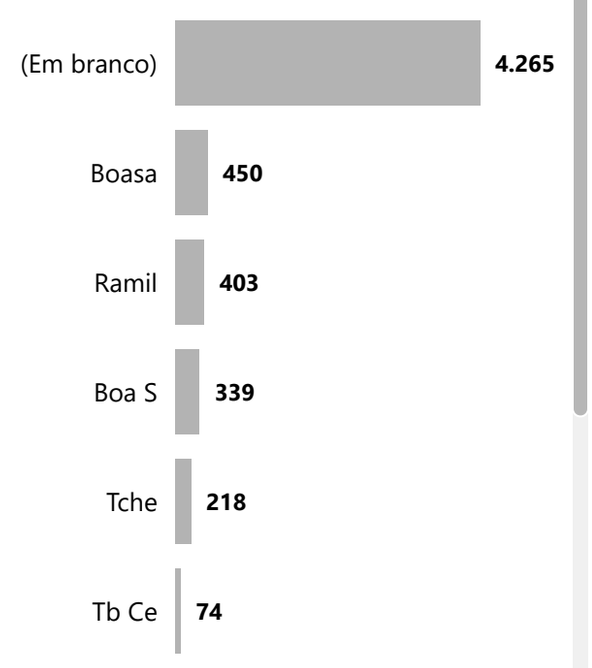


Sales By Customer





Sales Orders By Customer



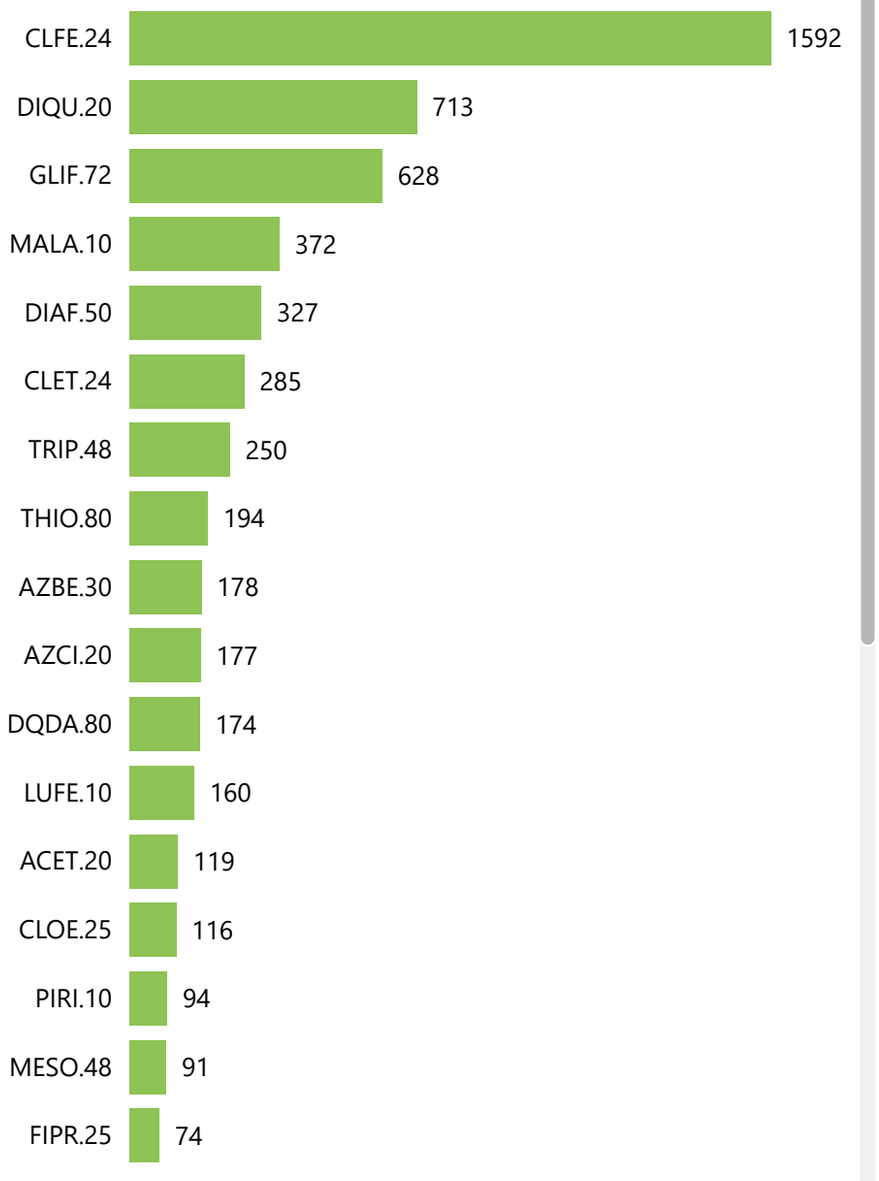
CROP SEASON USE PERIOD

US$ '000

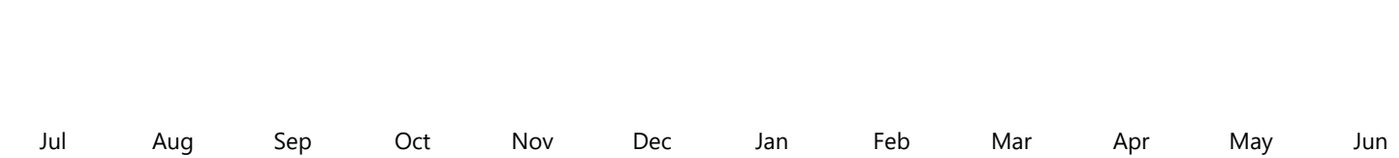
TECH REPORTS
Transformando dados em decisões

Crop Season	Product	Currency	Value	Values In:
22/23	A001001	US$	Sales Orders	'000

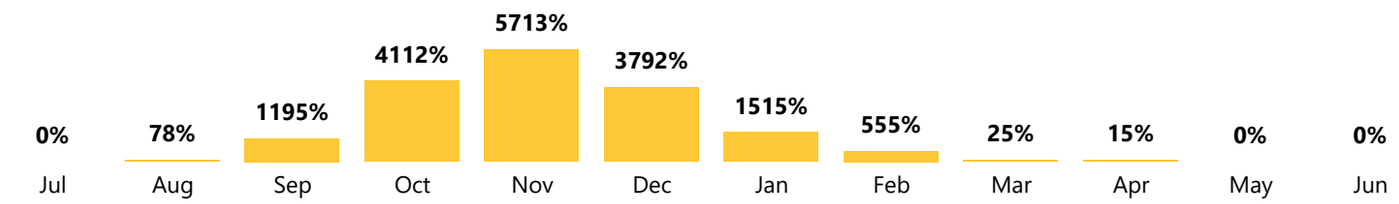
Sales Orders By Alias



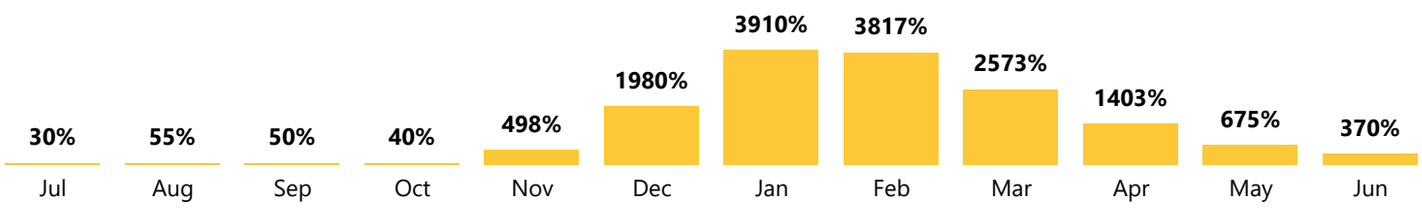
Sales Order By Month



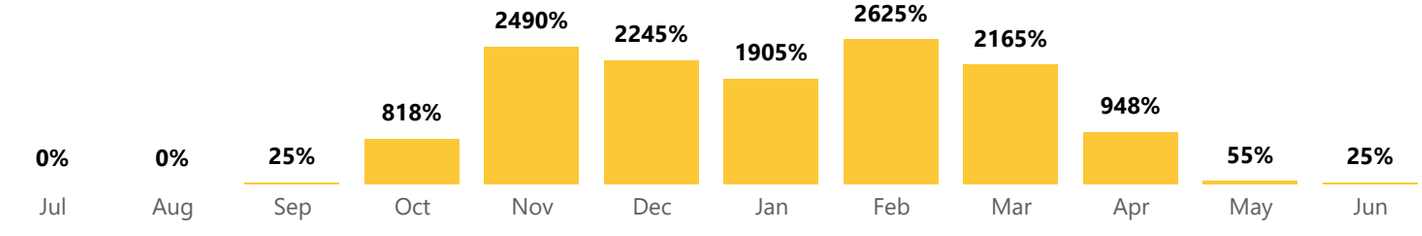
Soja



Algodão



Milho



SALES ORDERS CANCELED

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season: 22/23 | Year: Todos | Month: Todos | Customer: Todos | Product: Todos | Sales Rep: Todos | Currency: US$ | Values In: '000

Highlights

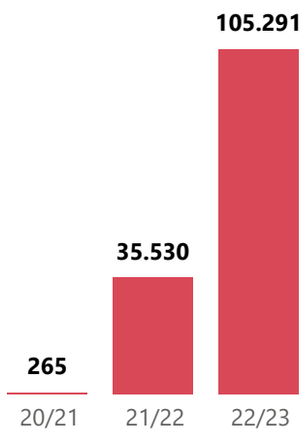
105.291
Canceled (Crop Season)

7.068
Quantity Canceled

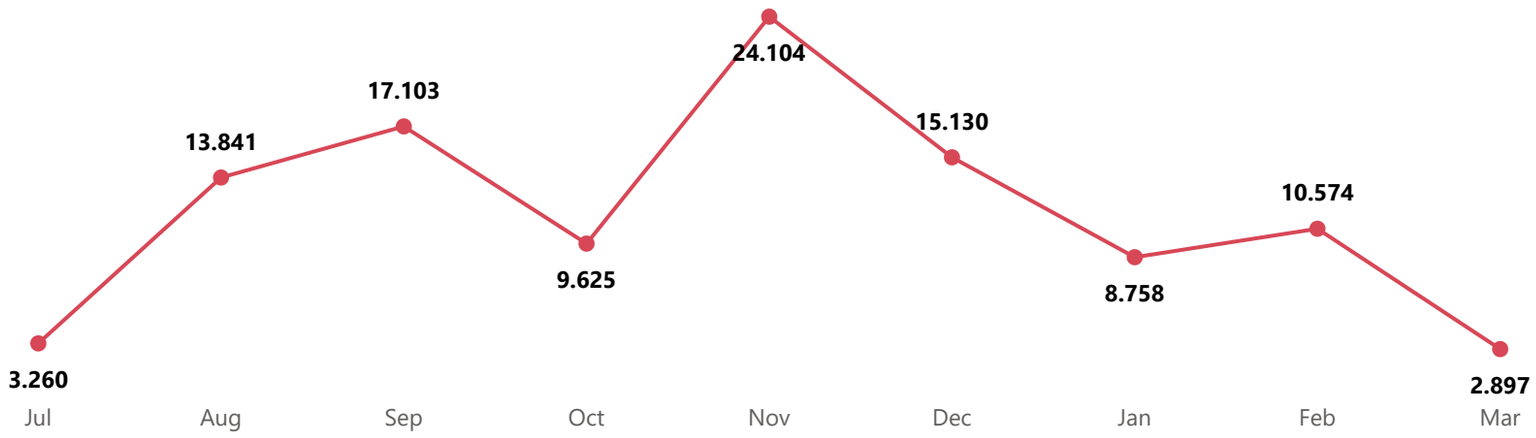
1307
Quantity Orders Canceled

Scenary Period

By Crop Season

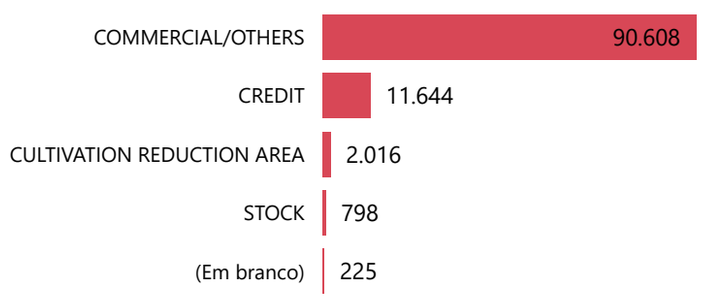


By Month

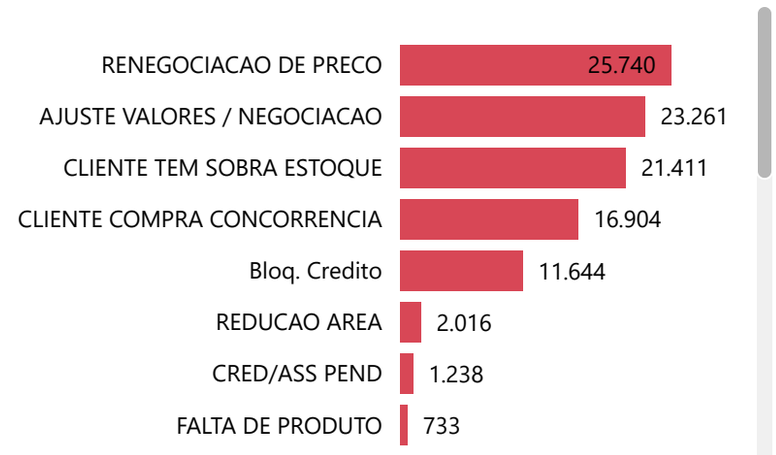


Detail

By FLAG - S&OP

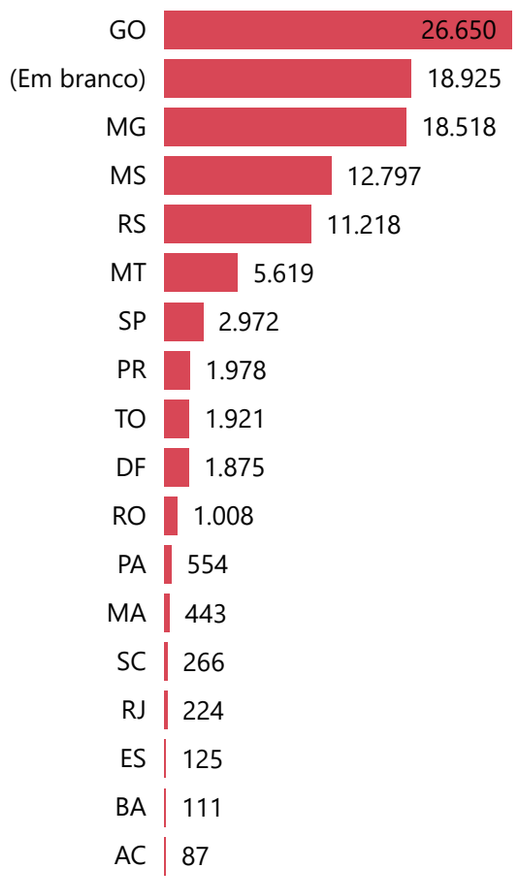


By Protheus Motives



Geographic Analysis

By Customer State

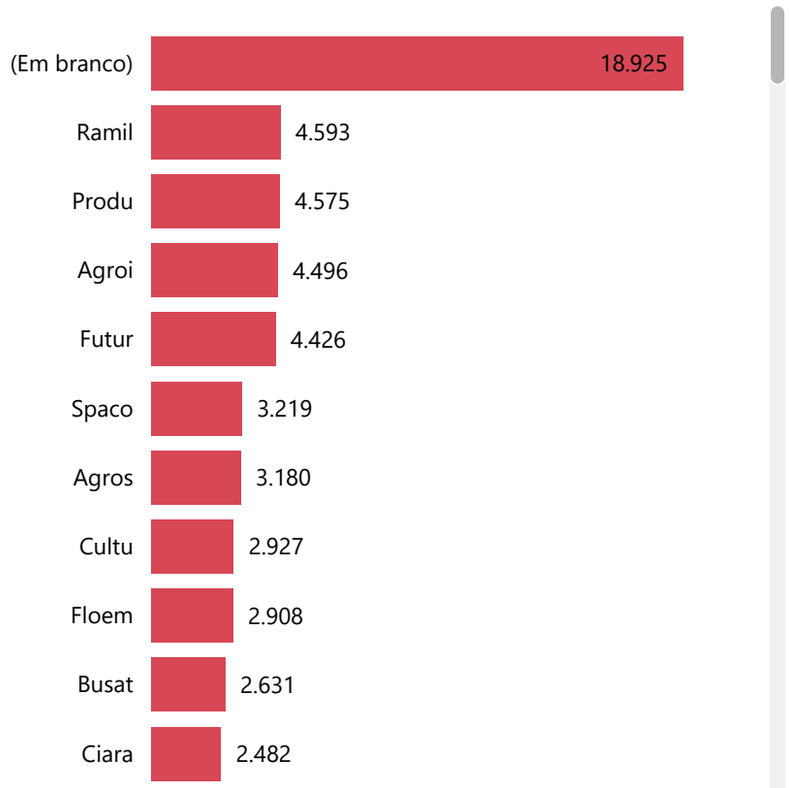


By Customer State

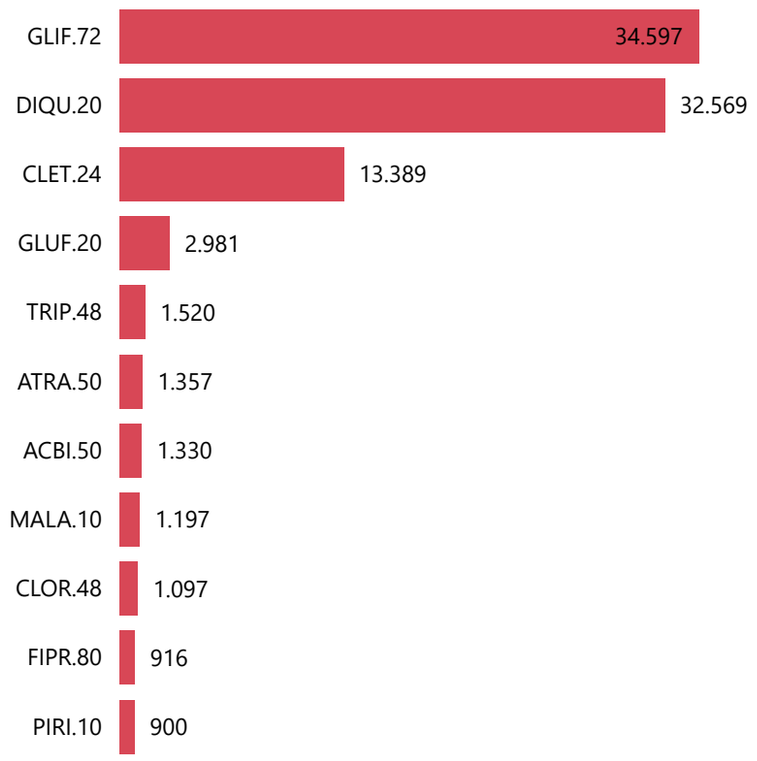


Detail

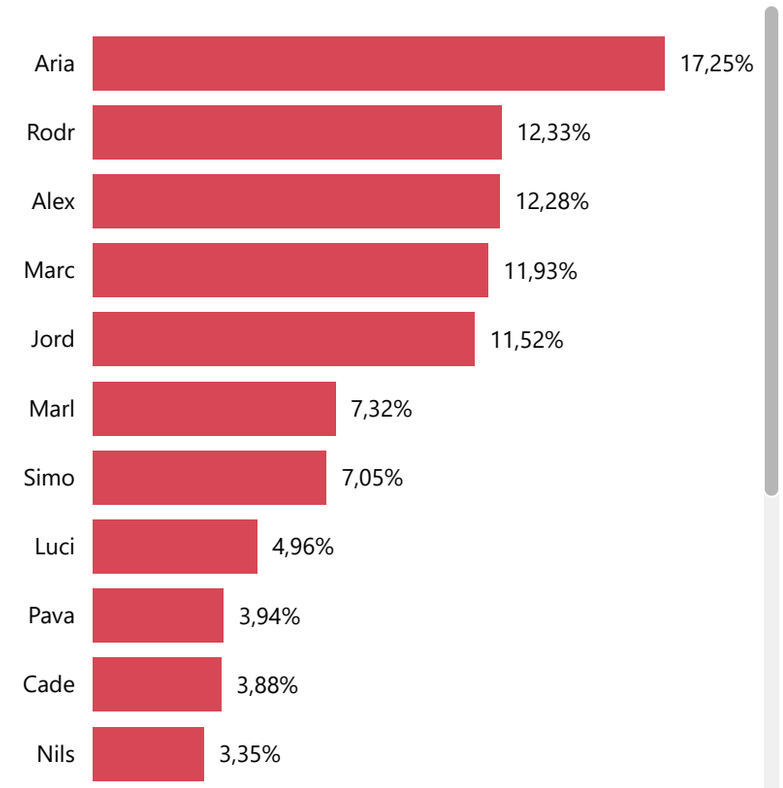
By Customer



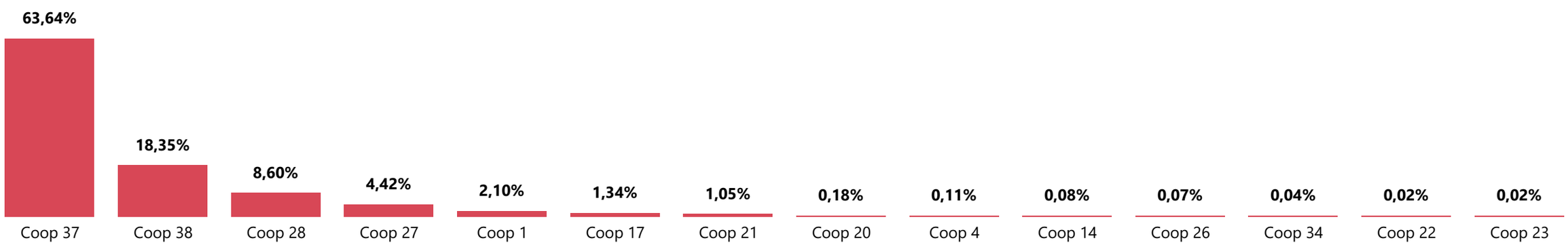
By Product



By Sales Rep



By Cooperatives



SALES RETURNS

US$ '000

Scenary: Sales

TECH REPORTS
Transformando dados em decisões

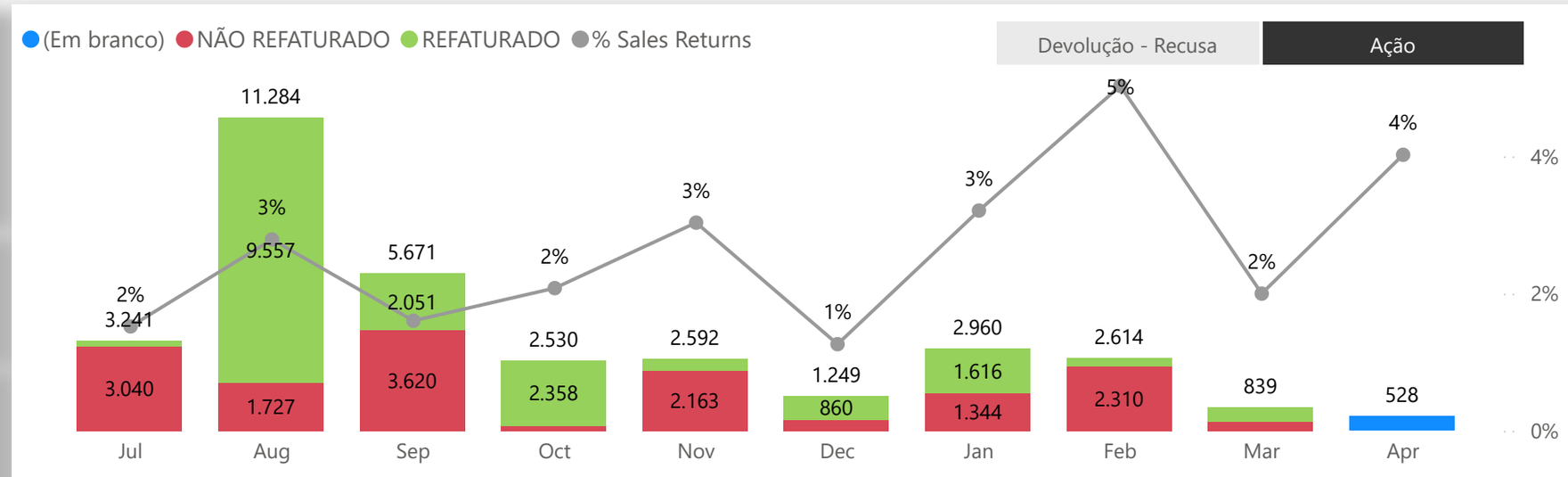
Crop Season: 22/23 | Month: Todos | Customer: Todos | Purchase Pool: Todos | Product: Todos | Sales Rep: Todos | Currency: US$ | Values In: '000

Returns

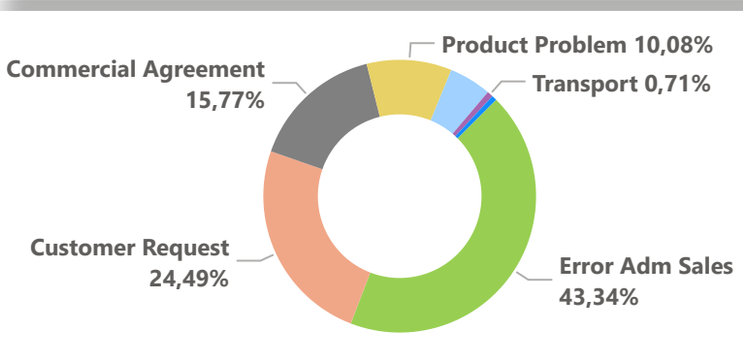
33.509 !

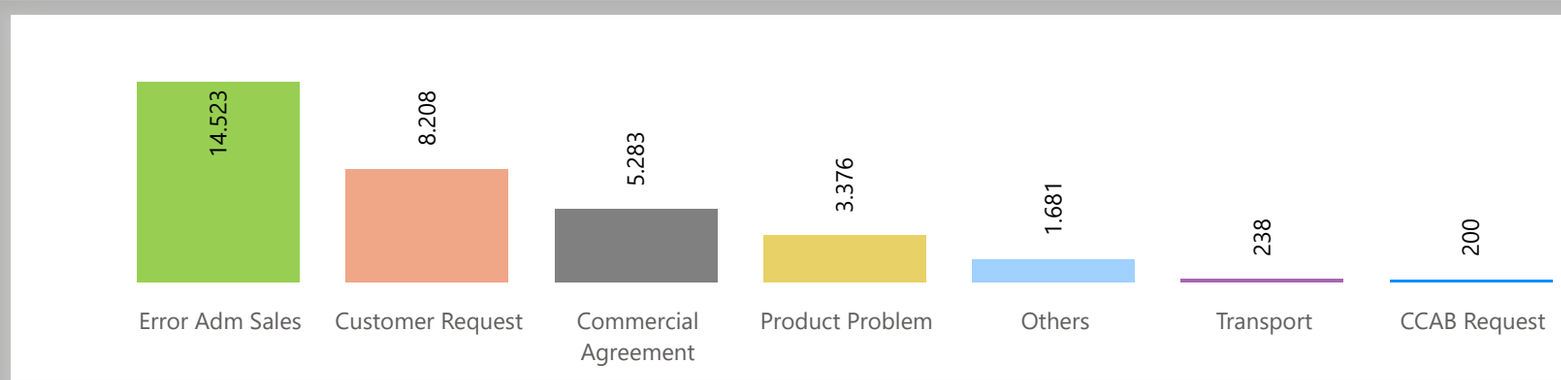
Returns: 2,27%

1.443.137 Sales	2.128.723 Sales Last Year
33.509 Sales Returns	28.246 Sales Last Year



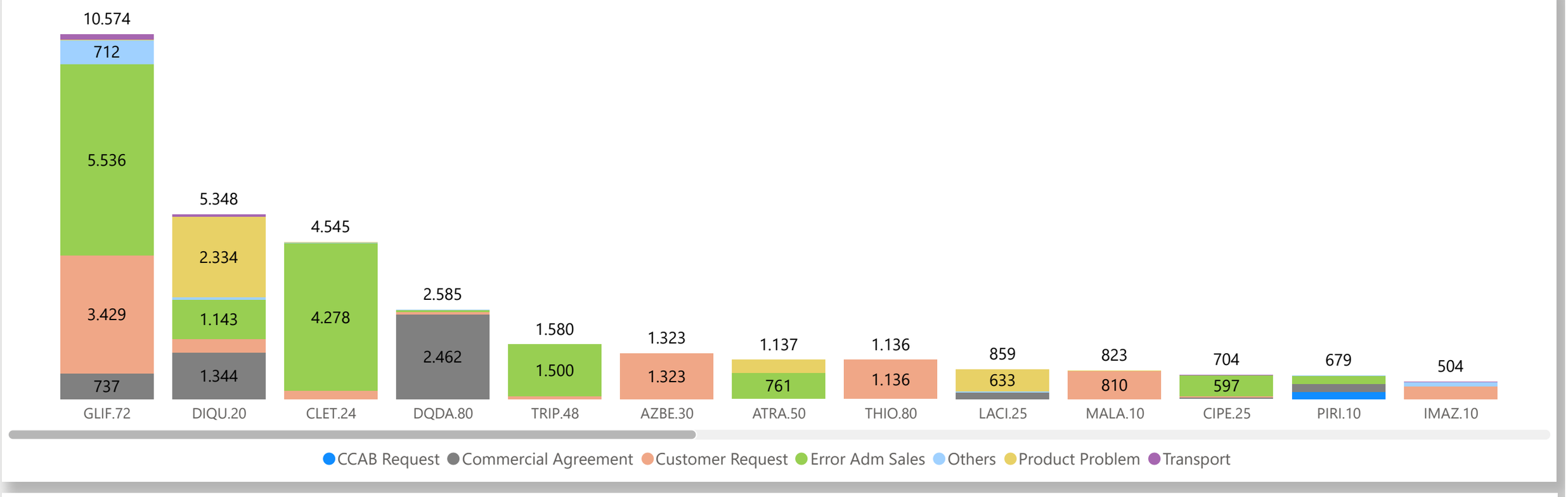
Sales Return x Motivos



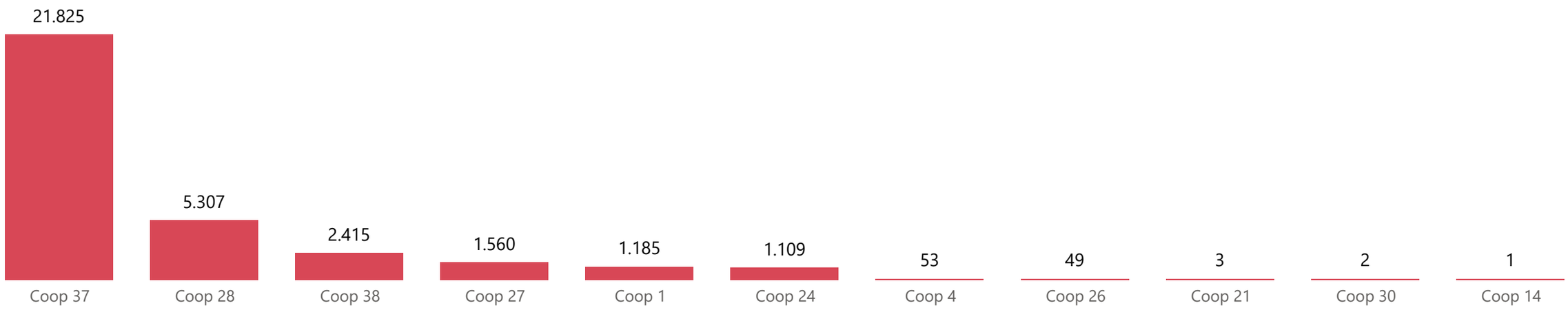


Alias | Salesman | Customer

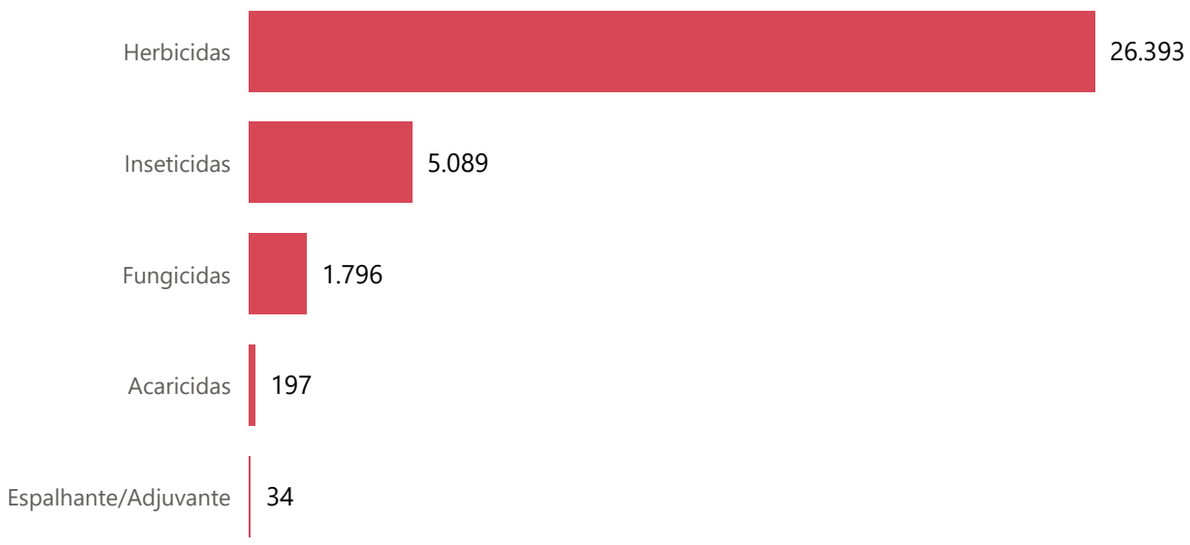
Sales Return Compare



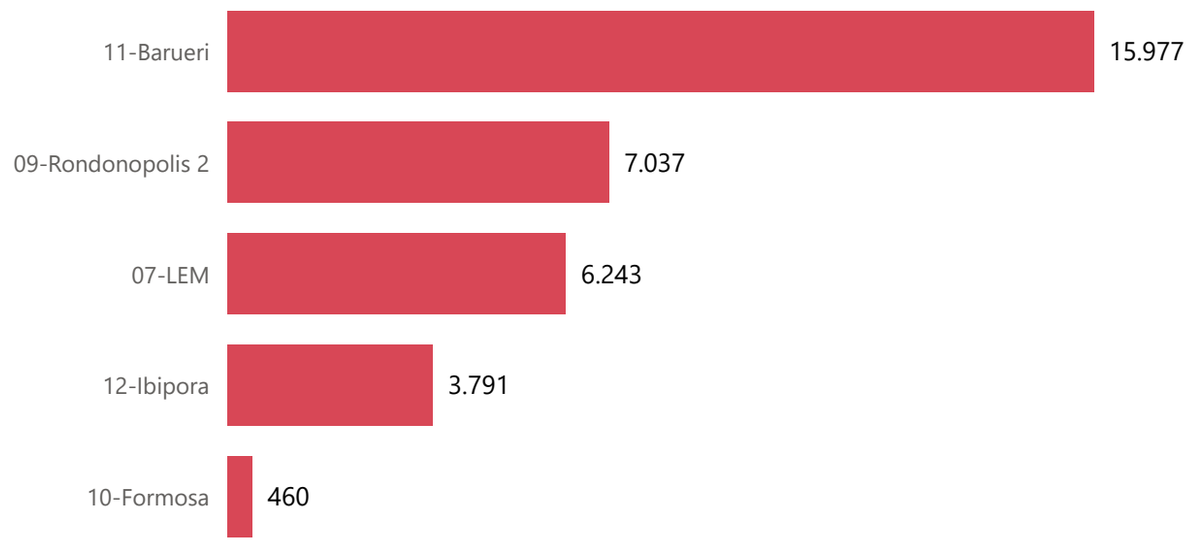
Cooperative



By Product Group



By Warehouse



DETAILING | "SALES RETURN"

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

Code Salesman	Sales Rep	Code Customer	Customer	City Customer	Store	UF	Company/Branch	Code Product	Product	Alias	Code Alias Active
002011	Marl	002923	Olint	Jatai	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002030	Rodr	001843	Duqui	Itumbiara	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002030	Rodr	001843	Duqui	Itumbiara	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002022	Frug	003006	Linea	Bataguassu	01	MS	01|12	H154.480.EC.001	Tricl	TRIP.48	Triclopir 480
002014	Simo	002429	Agrof	Lucas Do Rio Verde	01	MT	01|09	H100.200.SL.001	Diqua	DIQU.20	Diquate 200
002028	Marc	003067	Produ	Paracatu	02	MG	01|07	I222.800.WG.003	Tiodi	THIO.80	Thiodicarb 800
002028	Marc	002618	Julio	Niquelandia	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002028	Marc	002566	A Sem	Anapolis	01	GO	01|07	H100.200.SL.001	Diqua	DIQU.20	Diquate 200
002028	Marc	002618	Julio	Niquelandia	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002011	Marl	002250	A H L	Aparecida De Goionia	01	GO	01|11	H102.806.SL.009	2,4-D	DQDA.80	2,4-D 806
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002123	Grupo	Brasilia	01	DF	01|11	H100.240.EC.001	Cleto	CLET.24	Clethodim 240
002028	Marc	002618	Julio	Niquelandia	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
002011	Marl	002250	A H L	Aparecida De Goionia	01	GO	01|11	H102.806.SL.009	2,4-D	DQDA.80	2,4-D 806
002011	Marl	002250	A H L	Aparecida De Goionia	01	GO	01|11	H102.806.SL.009	2,4-D	DQDA.80	2,4-D 806
001981	Luci						01|07	H100.200.SL.001	Diqua	DIQU.20	Diquate 200
002011	Marl	002242	Grupo	Sao Felix Do Xingu	01	PA	01|07	H100.720.WG.015	Gli-U	GLIF.72	Glifosato 720
002022	Frug	002893	Agrop	Cerejeiras	05	RO	01|09	H103.500.SC.019	Ultim	ATRA.50	Atrazina 500
001992	Marl						01|12	H100.200.SL.001	Diqua	DIQU.20	Diquate 200
002028	Marc	002618	Julio	Niquelandia	01	GO	01|11	H100.720.WG.004	Gli-U	GLIF.72	Glifosato 720
001986	Patr						01|09	I249.800.WG.017	Fipro	FIPR.80	Fipronil 800
Total											

CUSTOMER BASE

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Product	Sales Rep	Currency	Values In:
22/23	Todos	Todos	Todos	Todos	Todos	US$	'000

1169
New Customer

1293
Cadastros Inativos

1169
Total de Cadastros

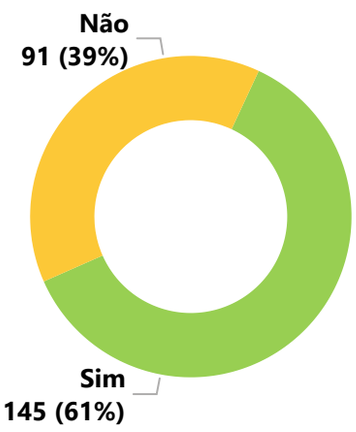
115
New Customer (crop Season)

64%
Vendas Efetivadas

40%
Vendas Não Efetivadas

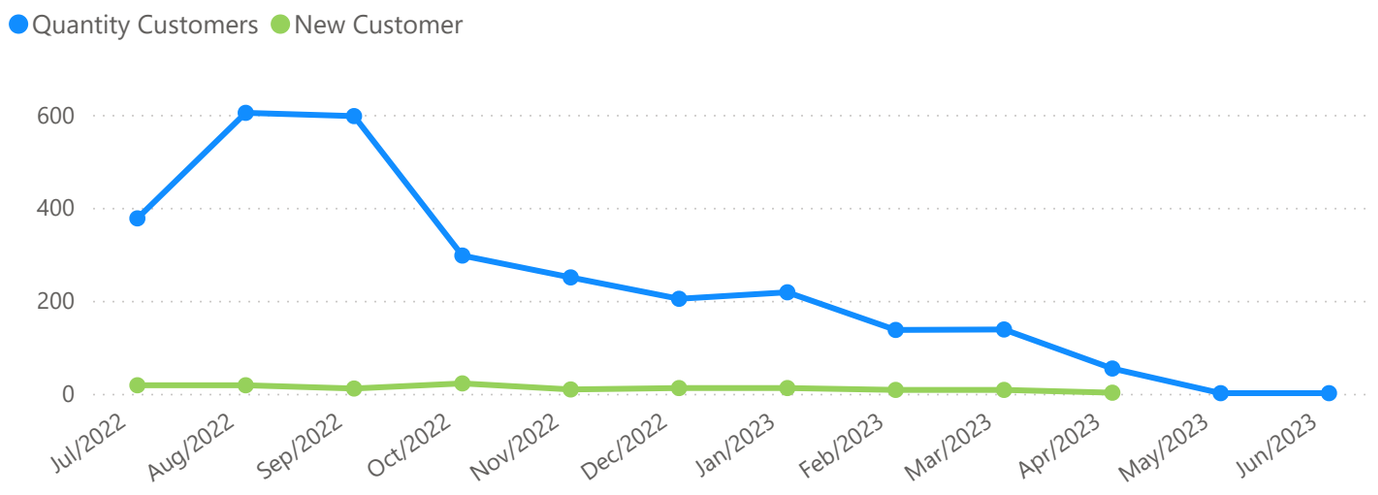
-37,64%
Redução de Captação Prior Year

Efetivação (Safra Actual)

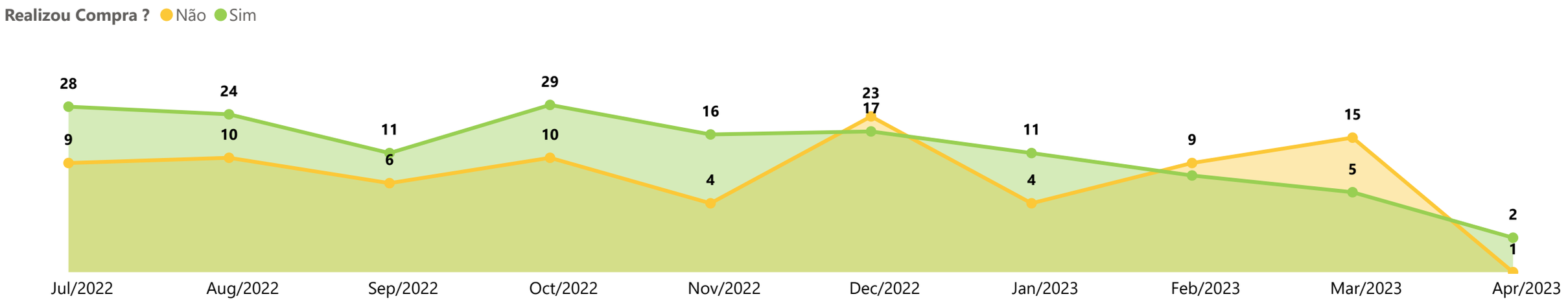


Customer Recurrent And New

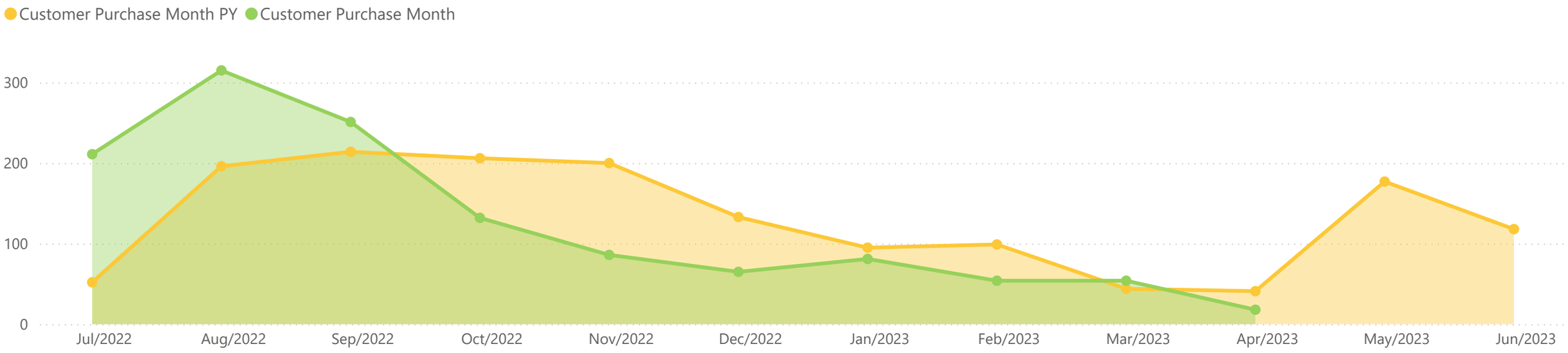
By Month



Efetivação Por Mês



By Month



Months Without Making Purchases

3

Customer	Sales Rep	Months

By Frequency of Purchases

Customer	Month PY	Sales PY	Month	Sales Actual	% Frequency
Produ	40	32.957	33	35.349	275%
Jose	29	5.783	31	8.882	258%
Agrop	16	6.557	21	8.681	175%
Agrot	22	14.086	19	12.687	158%
Casa	24	13.633	18	20.206	150%
Agro	50	26.482	17	12.575	142%
Bruno	9	3.607	17	4.100	142%
Agrof	23	32.294	16	30.302	133%
Joao	18	2.989	14	4.518	117%
Paulo	5	141	14	2.848	117%
Adria	8	2.229	11	1.726	92%
Agric	10	4.547	11	3.403	92%

Purchases By Month

Customer	Jul/2022	Aug/2022	Sep/2022	Oct/2022	Nov/2022	Dec/2022	Jan/2023	Feb/2023	Mar/2023	Apr/2023	May/2023	Jun/2023	Total
⊞	86.753	116.754	128.408	63.980	52.082	69.911	57.046	34.384	25.781	9.569			**644.668**
⊞ Duqui	6.019	2.436	26.990	1.805	4.624	1.853	752		117	89			**44.684**
⊞ Agrod		26.151	12.784	2.569		553			849				**42.906**
⊞ Produ	4.010	17.489	1.265	2.139	3.020	3.860	2.058	123	1.385				**35.349**
⊞ Coagr	18.205	10.459	1.240		1.122	1.249	232		1.269	126			**33.901**
⊞ Agrof	5.014	8.904	7.858	6.117		1.319		616	442	31			**30.302**
⊞ Ciara	894	8.976	9.934	1.907		120	240	544	221				**22.836**
⊞ Tche	2.673	5.578	11.401	2.391	513			195					**22.750**
⊞ Casa	958	5.277	9.735		2.164	653	1.014	404					**20.206**
⊞ Dinam		7.268	7.689	1.232				1.232	772				**18.194**
Total	**209.803**	**393.428**	**347.883**	**119.130**	**82.833**	**97.708**	**89.248**	**49.388**	**41.114**	**12.602**			**1.443.137**

CC-e (Correction Letter Issued)

TECH REPORTS
Transformando dados em decisões

Crop Season: 22/23 | Year: Todos | Month: Todos | Customer: Todos

Highlights

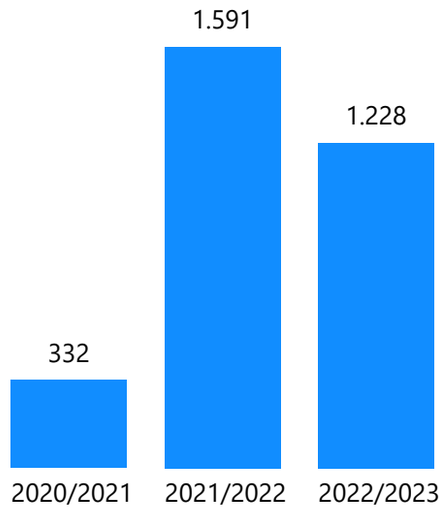
7.459
Quantity NF Issued Sales

1.228
Qty. CC-e Emitidas

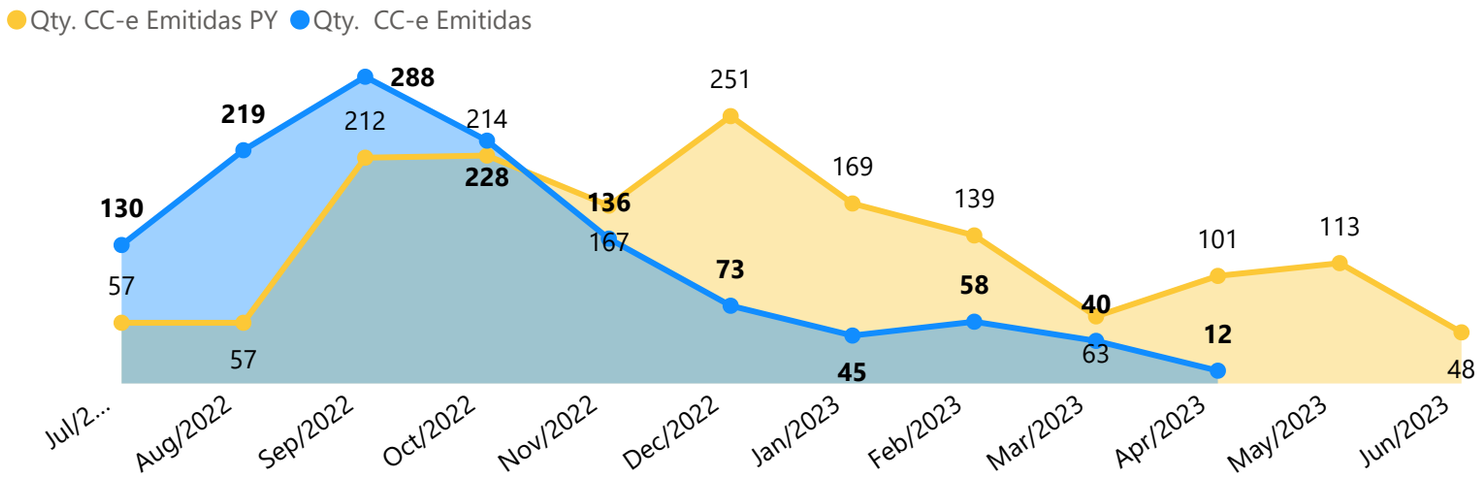
16%
Qty. CC-e Emitidas %

Scenary Period

By Crop Season



By Month



Detail

By Motive

By Responsible Area

Detailing CC-e (Correction Letter Issued)

Number	Series	Type	Emission date	Customer Code	Branch	Customer	Date of the event	Correction
000006436	1	B	21/07/2022	C|785940|01	01|11		21/07/2022	CONSIDERAR TRANSPORTADORA: COMANDO LOG TRANSPORTES LTDA ROD JOSE SARTORELLI KM 02 ADM D
000006649	1	B	08/08/2022	C|374966|01	01|11		10/08/2022	PARA O ITEM H100.200.SL.001 DIQUAT CCAB 200 SL 1X20L IMP CONSIDERAR LOTE 0282196000
000007884	1	B	11/11/2022	C|374966|01	01|11		16/11/2022	CONSIDERAR PESO LIQUIDO 26,90 PESO BRUTO: 32,27
000000106	1	N	29/09/2022	C|001655|01	01|10	Nucle	05/10/2022	CONSIDERAR LOCAL DE ENTREGA---GOLDEN CARGO TRANSPORTES LOGISTICA LTDA---AVENIDA ANASIA ANT
000000143	1	N	29/09/2022	C|002805|01	01|10	Ricar	30/09/2022	CONSIDERAR LOCAL DE ENTREGA RODOVIA GO 147 SN ZONA RURAL 75640-000 PIRACANJUBA GO
000000145	1	N	29/09/2022	C|002804|01	01|10	Rodol	30/09/2022	CONSIDERAR LOCAL DE ENTEGA RODOVIA GO 147 SN ZONA RURAL PIRACANJUBA - GO
000000179	1	N	30/09/2022	C|001655|01	01|10	Nucle	05/10/2022	CONSIDERAR LOCAL DE ENTREGA---GOLDEN CARGO TRANSPORTES LOGISTICA LTDA---AVENIDA ANASIA ANT
000000180	1	N	30/09/2022	C|001655|01	01|10	Nucle	05/10/2022	CONSIDERAR LOCAL DE ENTREGA---GOLDEN CARGO TRANSPORTES LOGISTICA LTDA---AVENIDA ANASIA ANT
000000210	1	N	11/10/2022	C|002112|01	01|10	Eleva	07/03/2023	CONSIDERAR VENCIMENTO 20 05 2023
000000237	1	N	11/10/2022	C|002637|01	01|10	Claud	14/10/2022	CONSIDERAR LOCAL DE ENTREGA---FAZENDA POUSO ALEGRE---Sentido Anapolis a Dois Irmaos---chegando e
000000253	1	N	19/10/2022	C|002847|01	01|10	Leona	19/10/2022	ALTERAR LOCAL DE ENTREGA PARA: RODOVIA BR 364 KM 150 A DIREITA 35 KM FAZENDA FELICIDADE ZONA R KM ATE A GO 467 VIRAR A ESQUERDA NA GO 467 PROSSEGURIR 22KM ATE ENTROCAMENTO DA GO 180 (NO FAZENDA FELICIDADE COM NOME LEONARDO CARVALHO VILELA) PROSSEGUIR POR MAIS 6 KM ATE A CEDE [

CUSTUMOR CREDIT NOTE (NCC)

US$ '000

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Customer	Currency	Values In:	Analisy
22/23	Todos	Todos	Todos	US$	'000	Quantity NCC

Scenary Actual

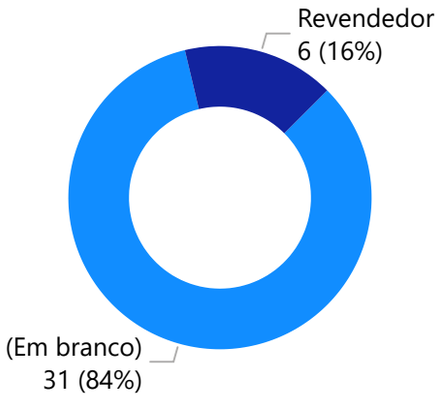
Qty NF Sales	Qty. NF That Generated NCC	Isued %
7.459	74	0,99%

Scenary Prior Year

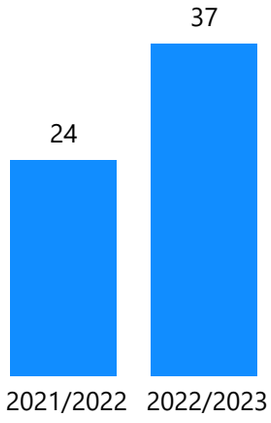
Qty NF Sales PY	Qty. NF That Generated NCC PY	Isued % PY
11.683	28	0,24%

NCC (Customer Credit Note) | Quantity NCC

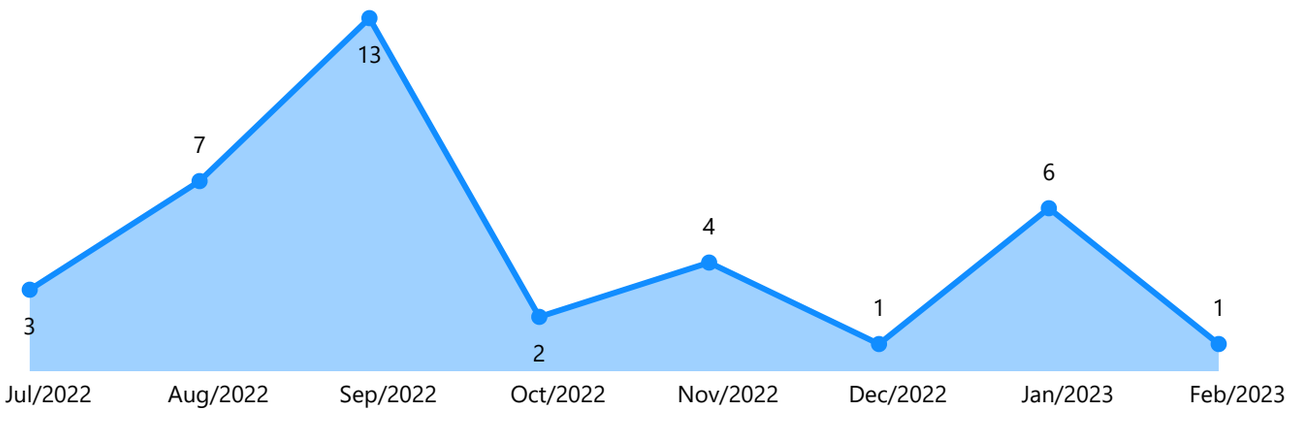
By Customer Type



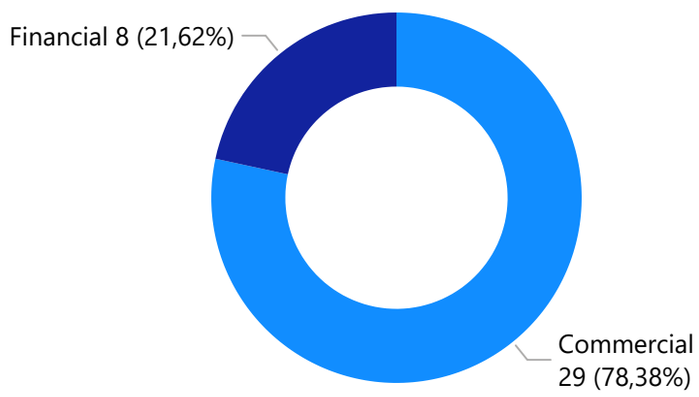
By Crop Season



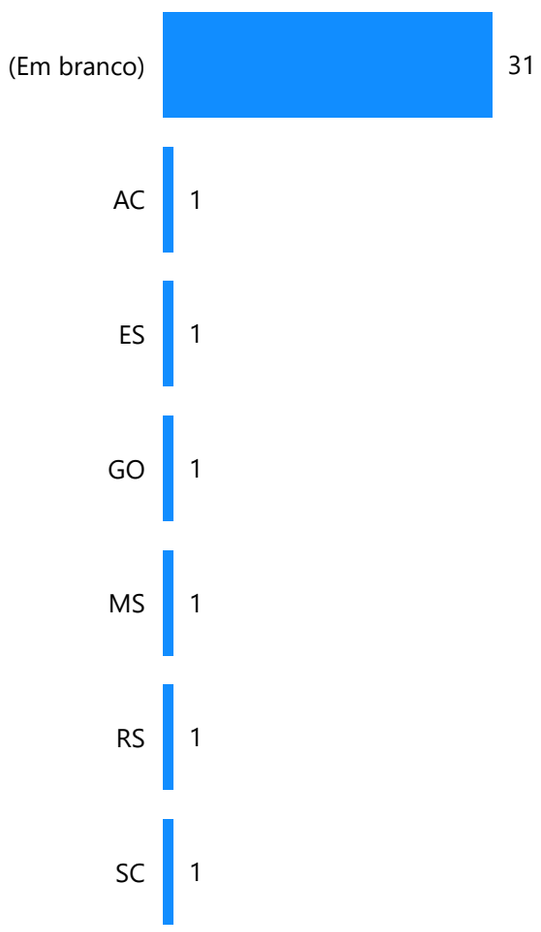
By Month



By Prefix

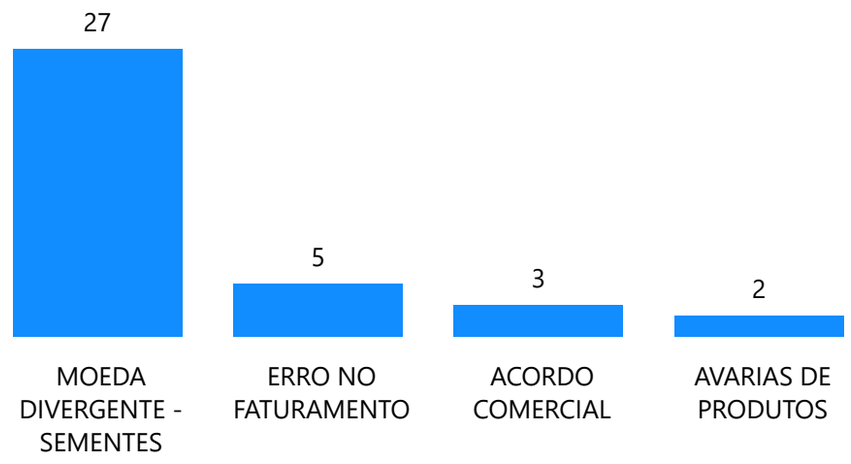


By State





By Classification



Detailing NCC (Customer Credit Note)

Customer	State	Date	Document Number	Date Due	Nature Code	Invoice	Prefix	Ptax	Quantity NCC	Value	Signed By	Classification	Observation
Razer	RS	26/09/2022	133/22	26/09/2022	NCC001	000013322	COM	0,00	1	88	RAPHAEL	ACORDO COMERCIAL	NCC REFERENTE AO
		01/08/2022	116/22	15/09/2022	NCC001	000116/22	FIN	0,00	1	88	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	NCC REFERENTE VA
		22/07/2022	114/22	30/07/2022	NCC001	000114/22	COM	0,00	1	46	RAPHAEL	ERRO NO FATURAMENTO	NF DE ORIGEM 000(
		16/01/2023	147/22	06/02/2023	NCC001	000147/22	COM	0,00	1	35	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REFERENTE A F
		19/09/2022	128/22	19/09/2022	NCC001	000012822	COM	0,00	1	27	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO EM
		25/11/2022	141/22	01/12/2022	NCC001	000141/22	FIN	0,00	1	23	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC SEMENTES (MC
		12/08/2022	118/22	15/09/2022	NCC001	115120820	COM	5,65	1	19	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	A NOTA DE CREDITC
		05/01/2023	145/22	05/01/2023	NCC001	000014522	COM	0,00	1	16	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REF. A SEMENT
		25/11/2022	140/22	25/11/2022	NCC001	000140/22	COM	0,00	1	15	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	
		06/09/2022	124/22	06/09/2022	NCC001	000012422	COM	0,00	1	14	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	NCC GERADA DEVID
		20/09/2022	131/22	20/09/2022	NCC001	00131/22	COM	0,00	1	14	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO DE I
Casa	AC	22/08/2022	122/22	30/05/2023	NCC001	000122/22	COM	0,00	1	13	RAPHAEL	ACORDO COMERCIAL	A NOTA DE CREDITC
		14/08/2022	120/22	15/09/2022	NCC001	000120/22	FIN	0,00	1	13	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	NCC GERADA DEVID
		01/09/2022	119/22	15/09/2022	NCC001	00119/22	FIN	0,00	1	10	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	A NOTA DE CREDITC
		06/01/2023	148/22	06/01/2023	NCC001	000014822	COM	0,00	1	8	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REF. SEMENTES
		05/01/2023	146/22	05/01/2023	NCC001	000014622	COM	0,00	1	7	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REFERENTE A F
		16/09/2022	126/22	16/09/2022	NCC001	270160920	COM	0,00	1	5	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO DE S
		17/11/2022	138/22	17/11/2022	NCC001	000013822	COM	0,00	1	5	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REF A DIVERGE
		20/07/2022	113/22	15/09/2022	NCC001	000113/22	ADI	0,00	1	5	ARLENE E WAGNER	MOEDA DIVERGENTE - SEMENTES	NOTA DE CREDITO F
		19/09/2022	127/22	19/09/2022	NCC001	000012722	COM	0,00	1	5	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO EM
		13/09/2022	125/22	13/09/2022	NCC001	000012522	COM	0,00	1	5	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO EM
		05/01/2023	142/22	05/01/2023	NCC001	000014222	COM	0,00	1	4	Controller + Diretoria	MOEDA DIVERGENTE - SEMENTES	NCC REF. A DIFEREN
Agro	SC	16/11/2022	139/22	16/11/2022	NCC001	000013922	COM	0,00	1	4	Controller + Diretoria	ACORDO COMERCIAL	NCC REF. A NF 1232
		19/09/2022	129/22	19/09/2022	NCC001	000012922	COM	0,00	1	3	RAPHAEL	MOEDA DIVERGENTE - SEMENTES	FATURAMENTO EM
Total								**21,15**	**37**	**493**			

AVAILABILITY

TECH REPORTS
Transformando dados em decisões

Year	Product	Currency	Values In:
2023	Todos	US$	'000

By Month

Alias	Description		Apr/2023	May/2023	Jun/2023	Jul/2023	Aug/2023	Sep/2023	Oct/2023	Nov/2023	Dec/2023
ABAM.	Abamectina 072	Estoque									
		Estoque Temp									
		(+) Compras									
		(+) Transf. Transito									
		(-) Carteira		2.040			1.320			1.160	500
		(-) Estoque Projetado									
	Abamectina 084	Estoque									
		Estoque Temp									
		(+) Compras									

Alias	Description		Apr/2023	May/2023	Jun/2023	Jul/2023	Aug/2023	Sep/2023	Oct/2023	Nov/2023	Dec/2023
		08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02
		08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02
		08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02
ABAM.	Abamectina	08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02
	Abamectina 018	08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02
	Abamectina 036	08.01.09 Projetado Commercial									
		08.01.09 Price Commercial	1.999,14	2.029,13	2.059,57	2.090,46	2.121,82	2.153,64	2.185,95	2.218,74	2.252,02

AVERAGE COST DETAIL

TECH REPORTS
Transformando dados em decisões

Crop Season	Year	Month	Product	Currency
23/24	Todos	Todos	Todos	US$

Average Cost

Alias	Description		Jul/2023	Aug/2023	Sep/2023	Oct/2023	Nov/2023	Dec/2023	Jan/2024	Feb/2024	Mar/2024
		06.01.01 Stock Balance	0	0	0	0	0	0	0	0	0
		06.01.02 Initial Quantity	6.293.514,00	6.379.850,50	6.338.907,50	6.137.705,00	6.055.341,00	6.038.681,00	6.022.331,00	5.987.831,00	5.981.291,00
		Expected Entries	207.840,00	115.200,00	18.800,00	0,00	0,00	0,00	0,00	0,00	0,00
		06.01.04 Needs	0,00	5.000,00	0,00	8.000,00	0,00	0,00	0,00	0,00	0,00
		06.01.05 Sales Order Exits	121.503,50	161.143,00	220.002,50	90.364,00	16.660,00	16.350,00	34.500,00	6.540,00	7.640,00
		06.01.06 Final Quantity	6.379.850,50	6.338.907,50	6.137.705,00	6.055.341,00	6.038.681,00	6.022.331,00	5.987.831,00	5.981.291,00	5.973.651,00
		06.01.01 Stock Balance	0	0	0	0	0	0	0	0	0
		06.01.02 Initial Quantity	6.293.514,00	6.379.850,50	6.338.907,50	6.137.705,00	6.055.341,00	6.038.681,00	6.022.331,00	5.987.831,00	5.981.291,00
		Expected Entries	207.840,00	115.200,00	18.800,00	0,00	0,00	0,00	0,00	0,00	0,00
		06.01.04 Needs	0,00	5.000,00	0,00	8.000,00	0,00	0,00	0,00	0,00	0,00
		06.01.05 Sales Order Exits	121.503,50	161.143,00	220.002,50	90.364,00	16.660,00	16.350,00	34.500,00	6.540,00	7.640,00
		06.01.06 Final Quantity	6.379.850,50	6.338.907,50	6.137.705,00	6.055.341,00	6.038.681,00	6.022.331,00	5.987.831,00	5.981.291,00	5.973.651,00
ABAM.01	Abamectina	06.01.01 Stock Balance	0	0	0	0	0	0	0	0	0
		06.01.02 Initial Quantity	6.293.514,00	6.379.850,50	6.338.907,50	6.137.705,00	6.055.341,00	6.038.681,00	6.022.331,00	5.987.831,00	5.981.291,00

Replacement Cost

Alias	Description	Month/Year	Planning	Replacement R$	Replacement USD
ZNMN.04	Zinco 42 Manganes 9,45 Molibdenio 1,05	Jul/2023	62,42	233,81	44,92
ZNMN.04	Zinco 42 Manganes 9,45 Molibdenio 1,05	Aug/2023	62,42	80,52	15,41
ZNMN.04	Zinco 42 Manganes 9,45 Molibdenio 1,05	Sep/2023	62,42	0,00	0,00

No Replacement Cost

Alias	Description	Planning

No Lead Time

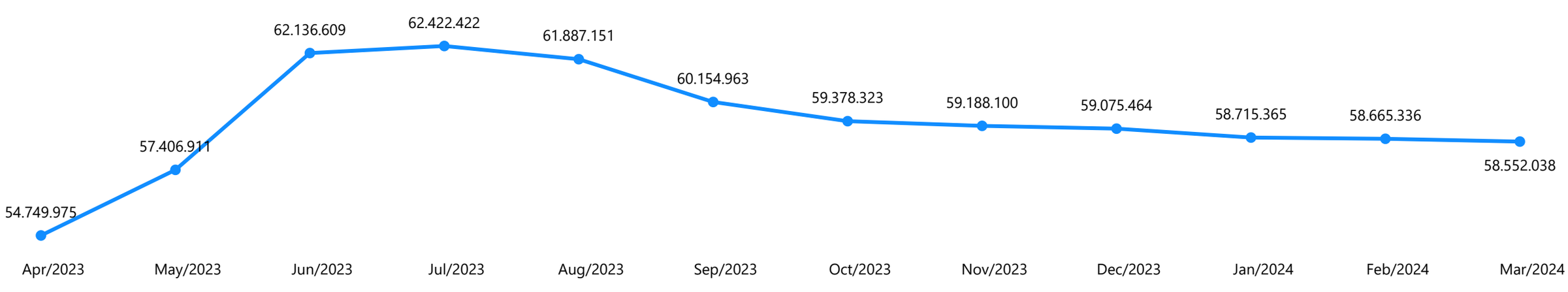
Alias	Description	Lead Time

AVERAGE COST ANALYSIS

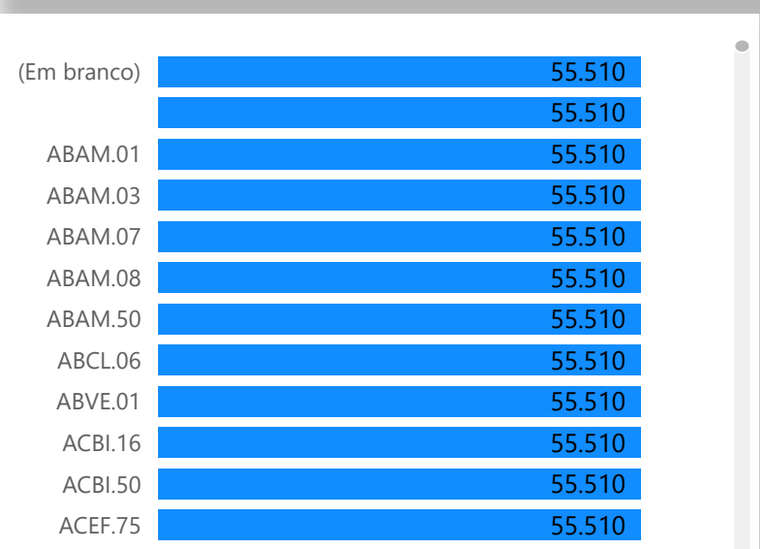
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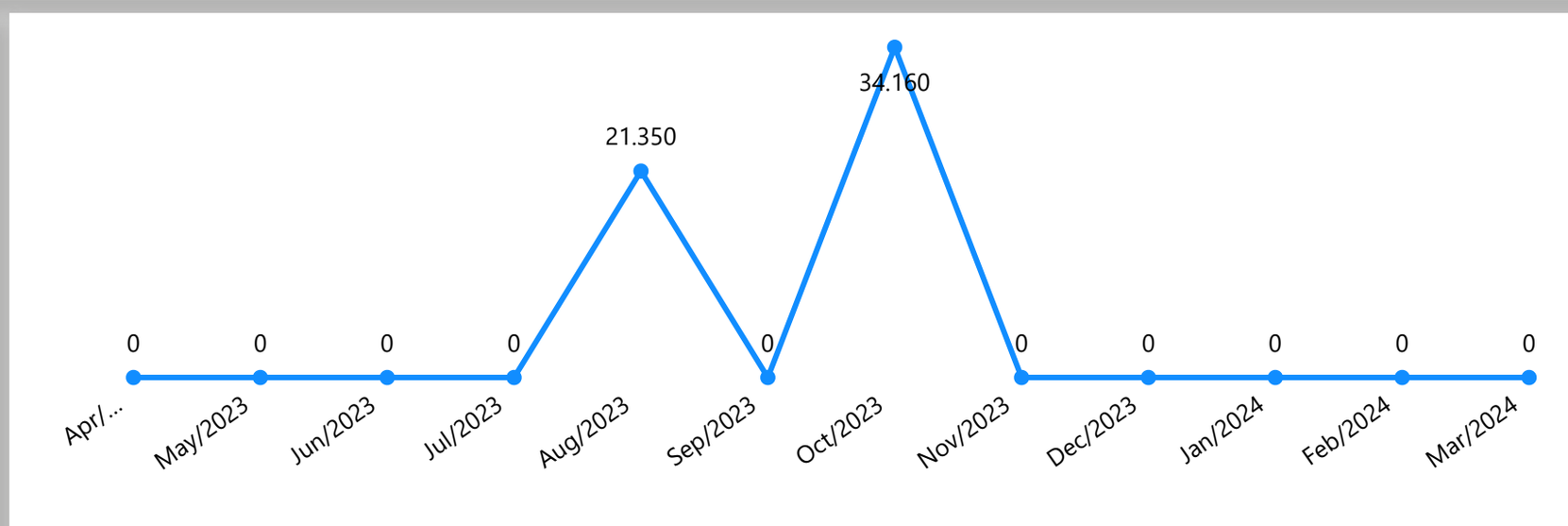
Crop Season	Year	Month	Customer	Product	SalesMan	Currency	Values In:
Todos	Todos	Todos	Todos	Todos	Todos	US$	'0

Stock Projection

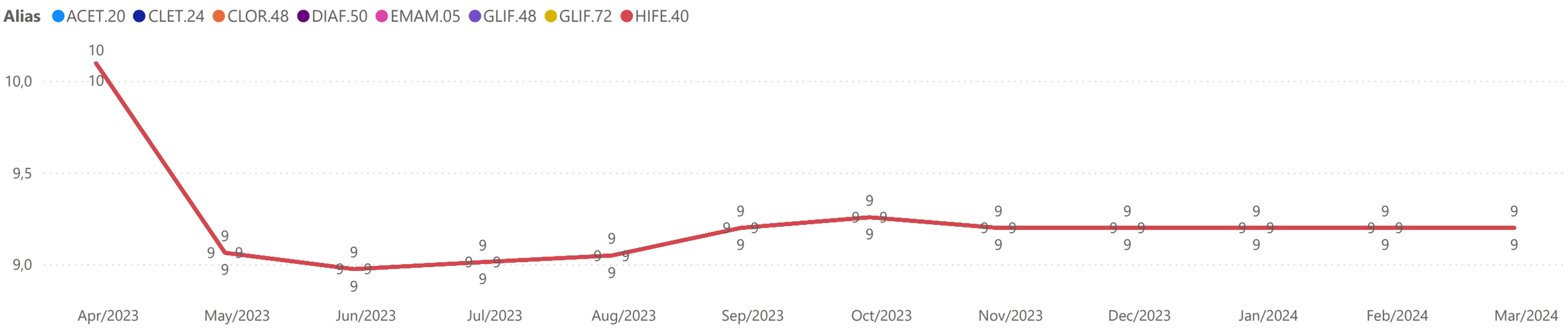


Needs





Projected Average Cost



Average Cost x Replacement Cost

Month/Year	Apr/2023		May/2023		Jun/2023		Jul/2023		Aug/2023		Sep/2023	
Alias	Average Cost	Planning Repl. Cost	Average Cost	Planning Repl. Cost	Average Cost	Planning Repl. Cost	Average Cost	Planning Repl. Cost	Average Cost	Planning Repl. Cost	Average Cost	F
	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABAM.01	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABAM.03	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABAM.07	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABAM.08	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABAM.50	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABCL.06	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ABVE.01	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ACBI.16	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
ACBI.50	10	62,42	9	62,42	9	62,42	9	62,42	9	62,42	9	
Total	**10**	**62,42**	**9**	**62,42**	**9**	**62,42**	**9**	**62,42**	**9**	**62,42**	**9**	

Projected Average Cost Analytical Structure

