



# 1st Quarter 2016 Earnings Webcast

May 13, 2016

**AGRO**  
**LISTED**  
**NYSE**

*This press release contains forward-looking statements that are based on our current expectations, assumptions, estimates and projections about us and our industry. These forward-looking statements can be identified by words or phrases such as “anticipate,” “forecast”, “believe,” “continue,” “estimate,” “expect,” “intend,” “is/are likely to,” “may,” “plan,” “should,” “would,” or other similar expressions.*

*The forward-looking statements included in this press release relate to, among others: (i) our business prospects and future results of operations; (ii) the implementation of our business strategy, including our development of the Ivinhema project; (iii) our plans relating to acquisitions, joint ventures, strategic alliances or divestitures; (iv) the implementation of our financing strategy and capital expenditure plan; (v) the maintenance of our relationships with customers; (vi) the competitive nature of the industries in which we operate; (vii) the cost and availability of financing; (viii) future demand for the commodities we produce; (ix) international prices for commodities; (x) the condition of our land holdings; (xi) the development of the logistics and infrastructure for transportation of our productions in the countries where we operate; (xii) the performance of the South American and world economies; (xiii) weather and other natural phenomena; (xiv) the relative value of the Brazilian Real, the Argentine Peso, and the Uruguayan Peso compared to other currencies; and (xv) developments in, or changes to, the laws, regulations and governmental policies governing our business, including environmental laws and regulations.*

*These forward-looking statements involve various risks and uncertainties. Although we believe that our expectations expressed in these forward-looking statements are reasonable, our expectations may turn out to be incorrect. Our actual results could be materially different from our expectations. In light of the risks and uncertainties described above, the estimates and forward-looking statements discussed in this press release might not occur, and our future results and our performance may differ materially from those expressed in these forward-looking statements due to, inclusive, but not limited to, the factors mentioned above. Because of these uncertainties, you should not make any investment decision based on these estimates and forward-looking statements.*

*The forward-looking statements made in this press release related only to events or information as of the date on which the statements are made in this press release. We undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date on which the statements are made or to reflect the occurrence of unanticipated events.*

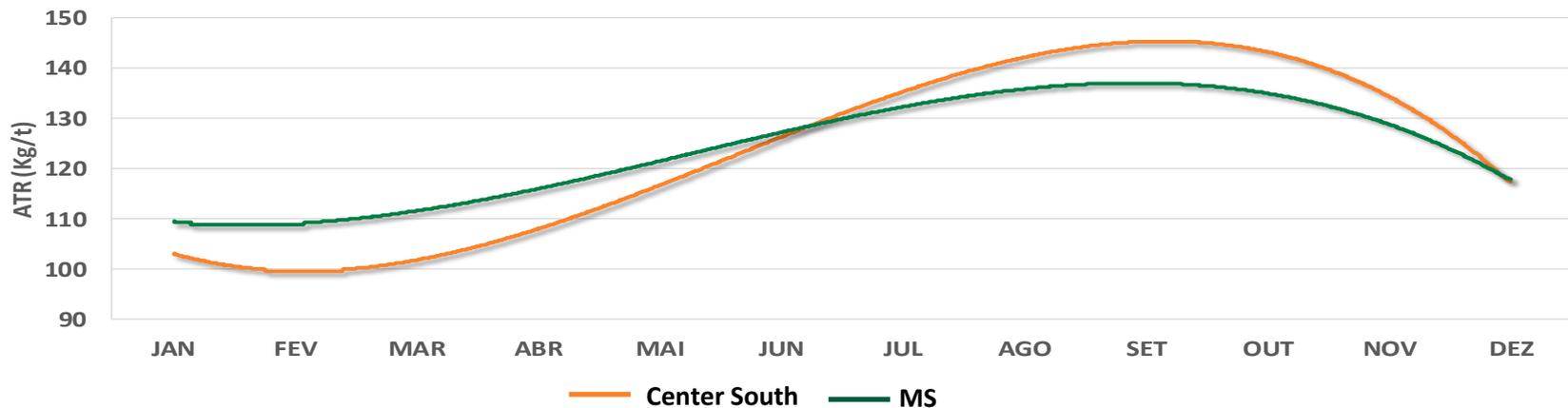


# Sugar, Ethanol & Energy Business



The “continuous harvest” will allow us to increase milling capacity and production by 10% and dilute fixed costs

Center South Region vs. Mato Grosso do Sul (MS) Monthly TRS Evolution



■ Rains in Mato Grosso do Sul are less seasonal compared to traditional sugarcane areas in Brazil

- Allowing sugarcane to grow year round
- Minimizing TRS variability throughout the year

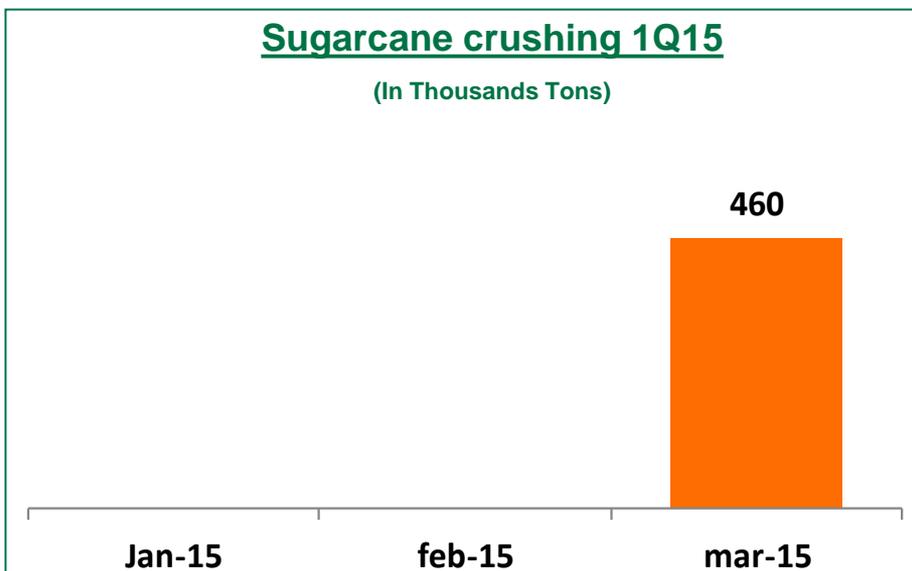
■ We have conceived the “continuous harvest” as part of our strategy to remain low cost producers and enhance our margins:

- Dilution of fixed costs which account for approximately 85% of total costs, and
- We will produce and sell ethanol during the off-season, capturing higher off-season prices

**Significant increase in crushing volumes during 1Q16 due to earlier start of harvest season**

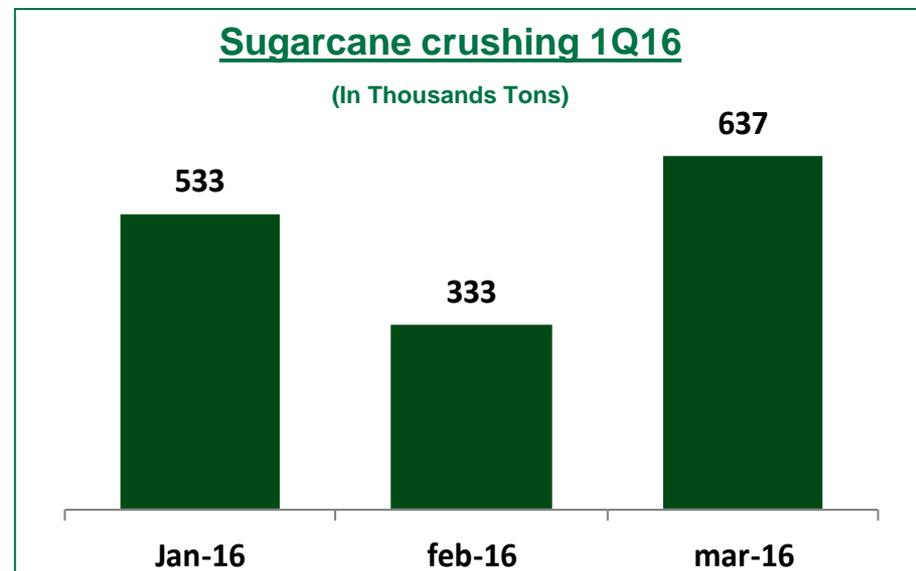
**Sugarcane crushing 1Q15**

(In Thousands Tons)



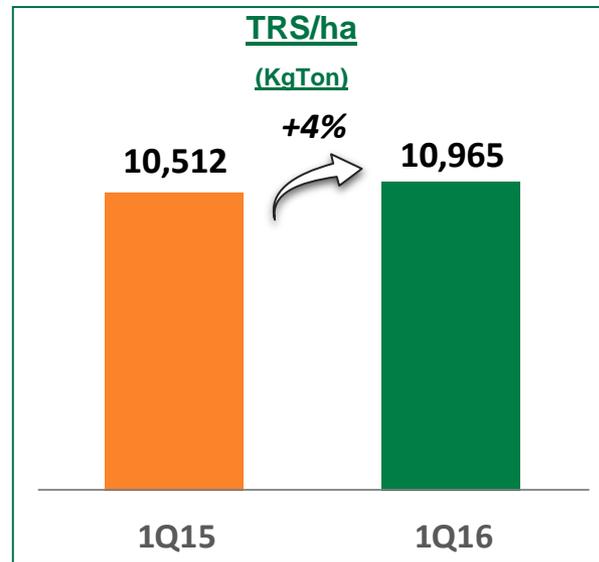
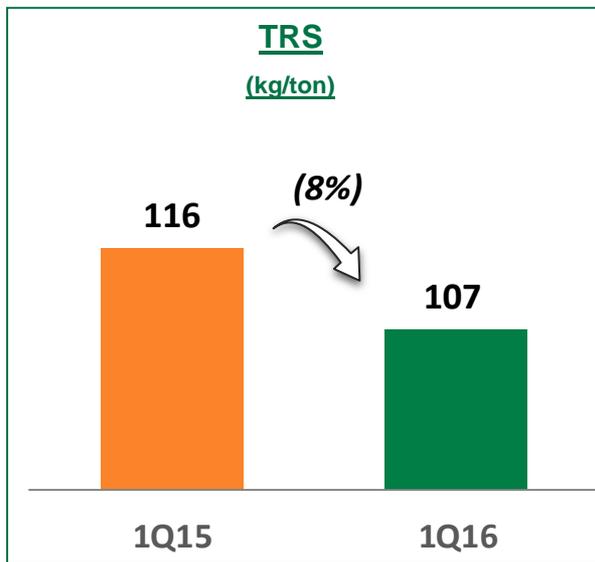
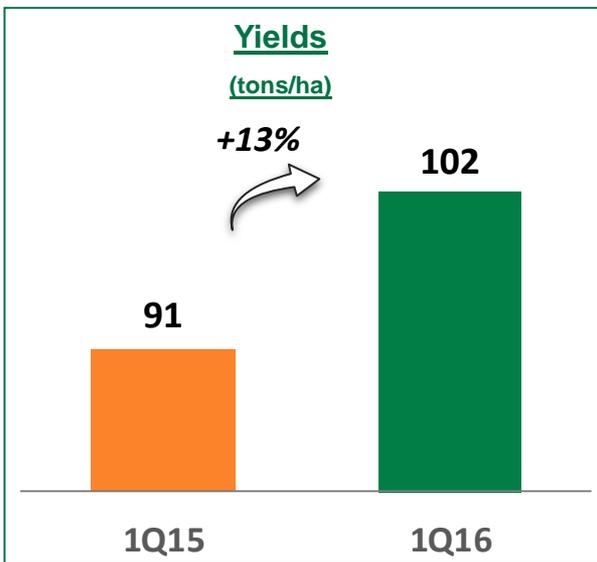
**Sugarcane crushing 1Q16**

(In Thousands Tons)

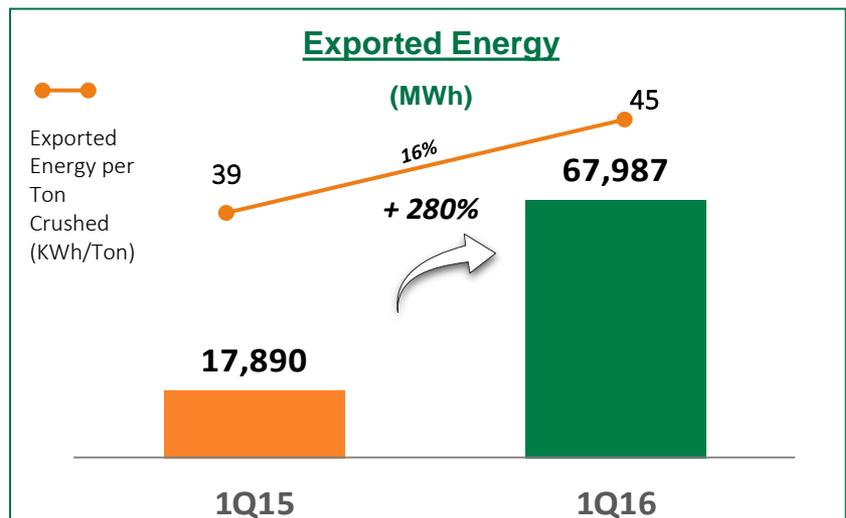
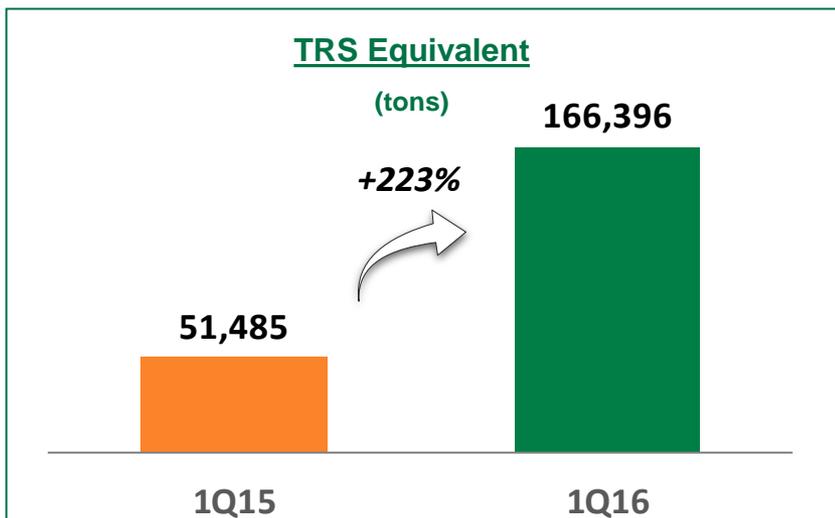
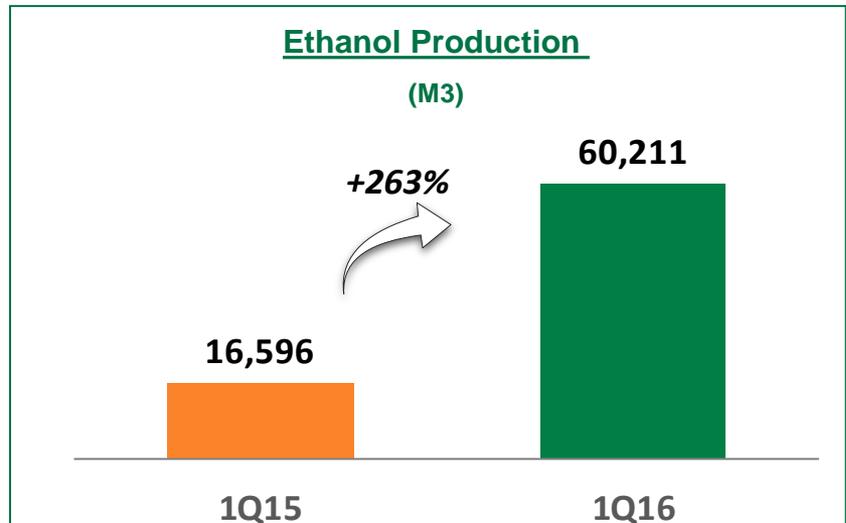
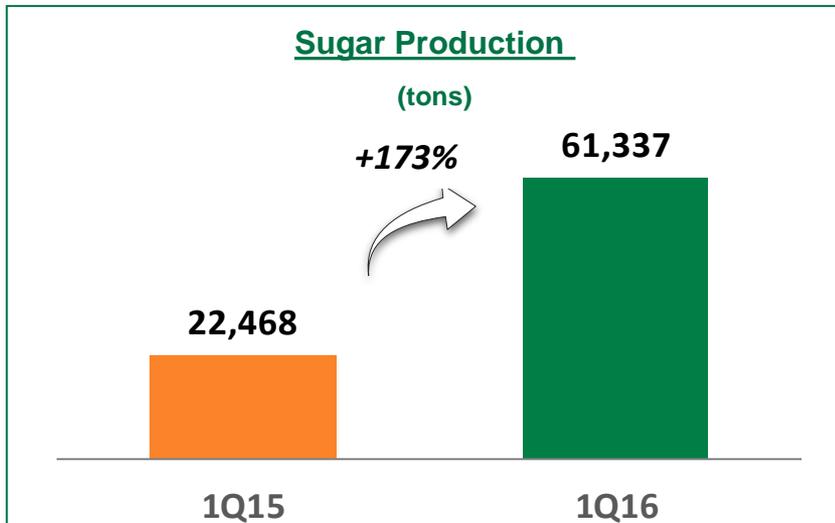




Sugarcane productivity has been enhanced by improvements in agricultural management

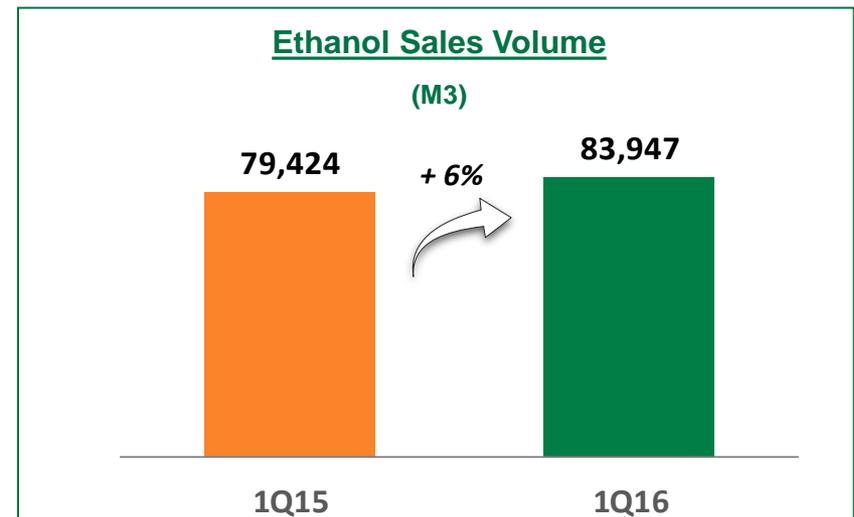
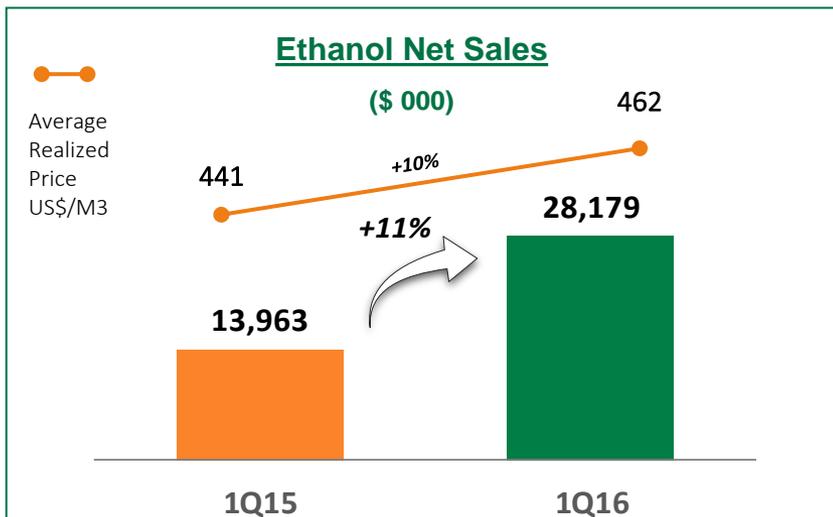
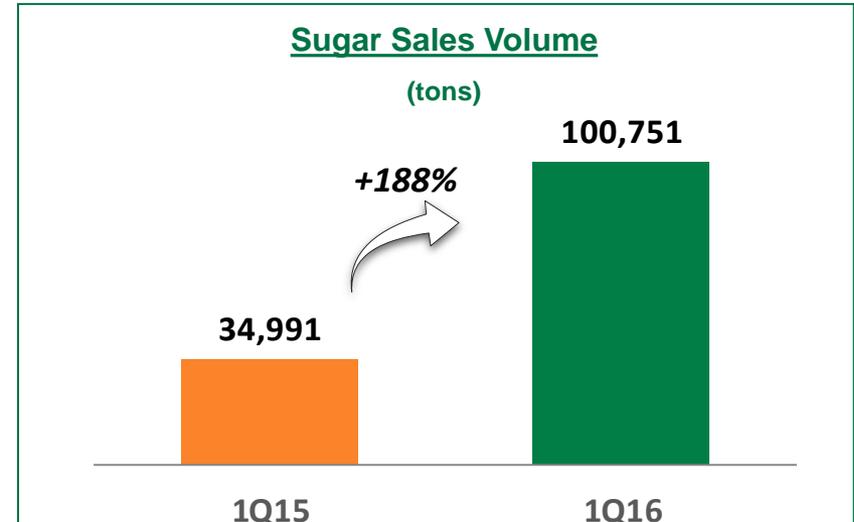
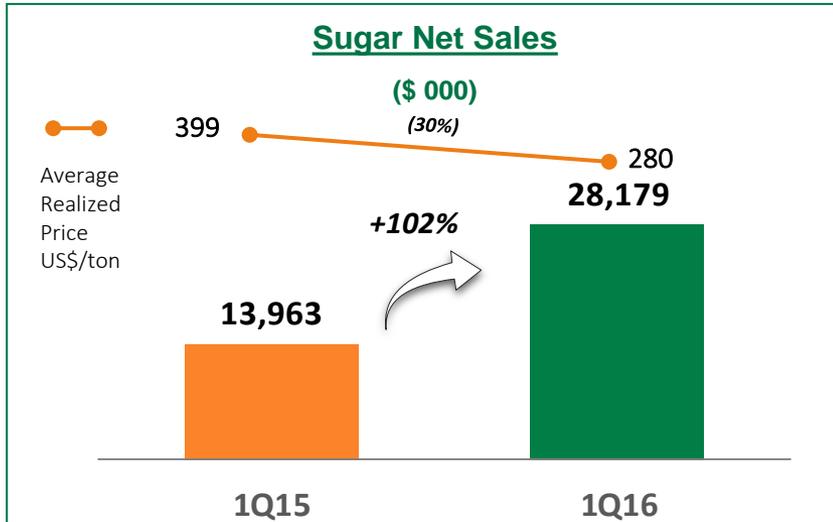


**Strong production growth due to early start of harvest coupled with enhancements in productivity**



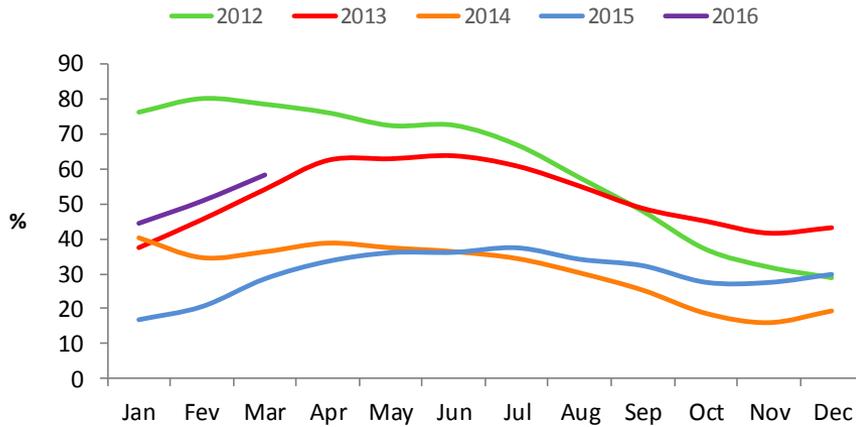


Sugar and Ethanol sales have doubled as a result of higher selling volumes and higher realized ethanol prices

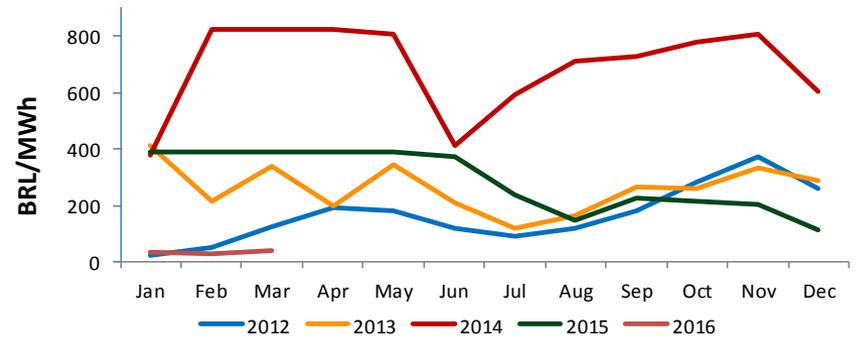


# High cogeneration volumes were offset by lower spot energy prices in Brazil

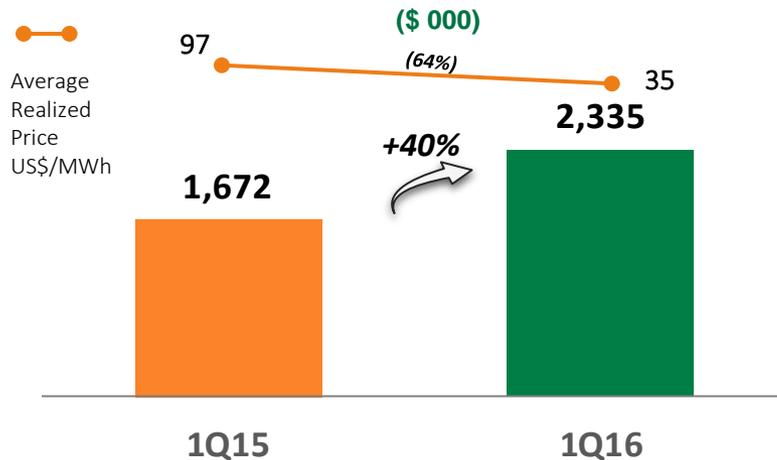
**Percentage of Water Stored in Reservoirs**



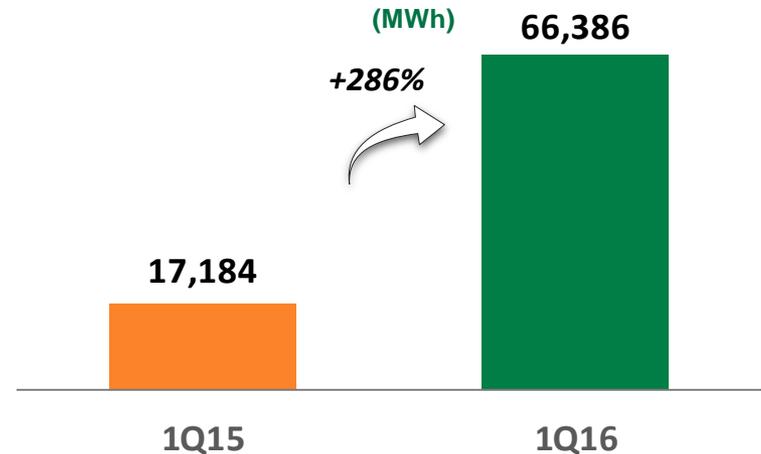
**Brazilian Energy Spot Prices Evolution**



**Energy Net Sales**



**Energy Sales Volume**

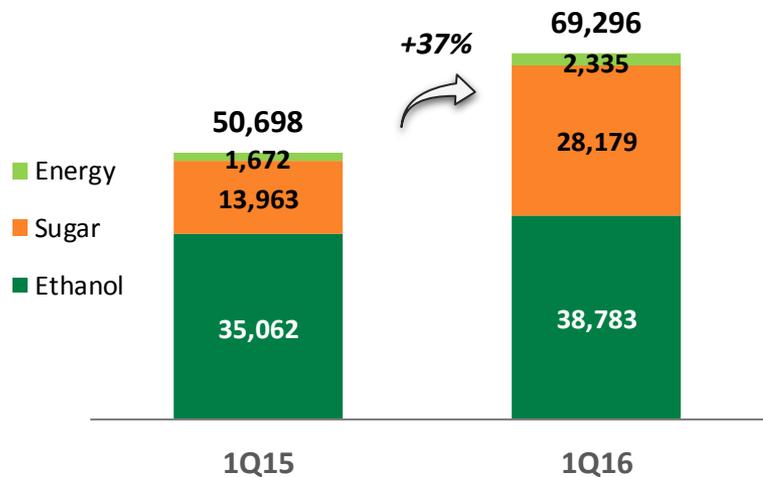




Strong Adjusted Ebitda growth was driven by higher milling and sales volumes, higher ethanol prices and dilution of fixed costs

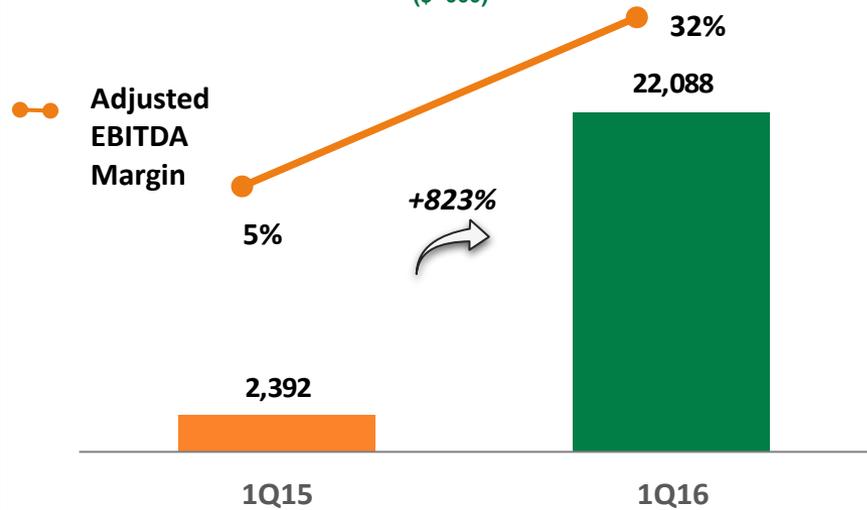
**Net Sales 1Q**

(\$ '000)



**Adjusted EBITDA & EBITDA Margin 1Q**

(\$ '000)



A large stream of golden-brown corn kernels is pouring from a red metal chute. The kernels are in motion, creating a blurred trail as they fall against a clear blue sky. The chute is on the left side of the frame, and the kernels are falling towards the bottom right.

# Farming Business

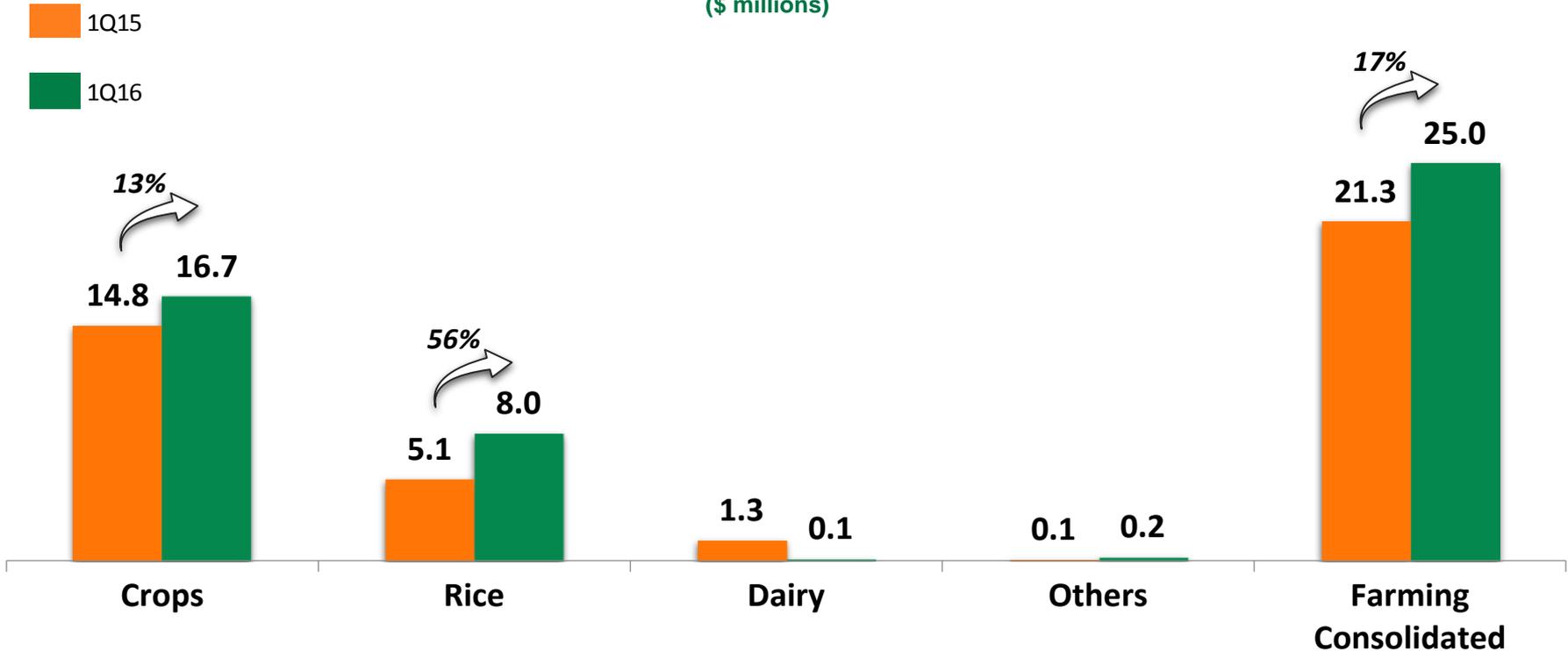
**Good humidity conditions during crop flowering have enhanced crop growth and development. Soybean harvest is delayed due to excess rains**

**Farming Production Data**

Planting & Production	Planted Area (hectares)			2015/16 Harvested Area			Yields (Tons per hectare) <sup>(3)</sup>		
	2015/16	2014/15	Chg %	Hectares	% Harvested	Production	2015/16	2014/15	Chg %
Soybean	59,460	63,944	(7.0%)	8,340	14.0%	25,256	3.0	3.2	(5.8%)
Soybean 2 <sup>nd</sup> Crop	28,950	32,532	(11.0%)	512	1.8%	1,093	2.1	2.5	(13.6%)
Corn <sup>(1)</sup>	38,874	32,461	20%	6,016	15.5%	33,906	5.6	6.3	(9.8%)
Corn 2 <sup>nd</sup> Crop	3,994	7,583	(47.3%)	-	-	-	-	3.9	-
Wheat <sup>(2)</sup>	32,396	37,020	(12.5%)	32,396	100.0%	82,167	2.5	2.3	11.0%
Sunflower	9,549	12,314	(22.5%)	8,907	93.3%	14,023	1.6	1.8	(10.9%)
Cotton	-	3,160	n.a	-	-	-	-	0.7	-
<b>Total Crops</b>	<b>173,223</b>	<b>189,014</b>	<b>(8.4%)</b>	<b>56,171</b>	<b>32.4%</b>	<b>156,445</b>			
Rice	37,565	35,328	6.3%	37,322	99.4%	221,369	5.9	5.1	16.3%
<b>Total Farming</b>	<b>210,788</b>	<b>224,343</b>	<b>(6.0%)</b>	<b>93,492</b>	<b>44.4%</b>	<b>377,814</b>			
Owned Croppable Area	120,195	124,172	(3.2%)	76,752	63.9%				
Leased Area	57,650	60,056	(4.0%)	16,228	28.2%				
Second Crop Area	32,944	40,115	(17.9%)	512	1.6%				
<b>Total Farming Area</b>	<b>210,788</b>	<b>224,343</b>	<b>(6.0%)</b>	<b>93,492</b>	<b>44.4%</b>				

1Q16 Adjusted EBITDA has been positively impacted by the depreciation of the ARS currency coupled with the elimination of export taxes and quotas

**Farming Adjusted EBIT 1Q16**  
(\$ millions)





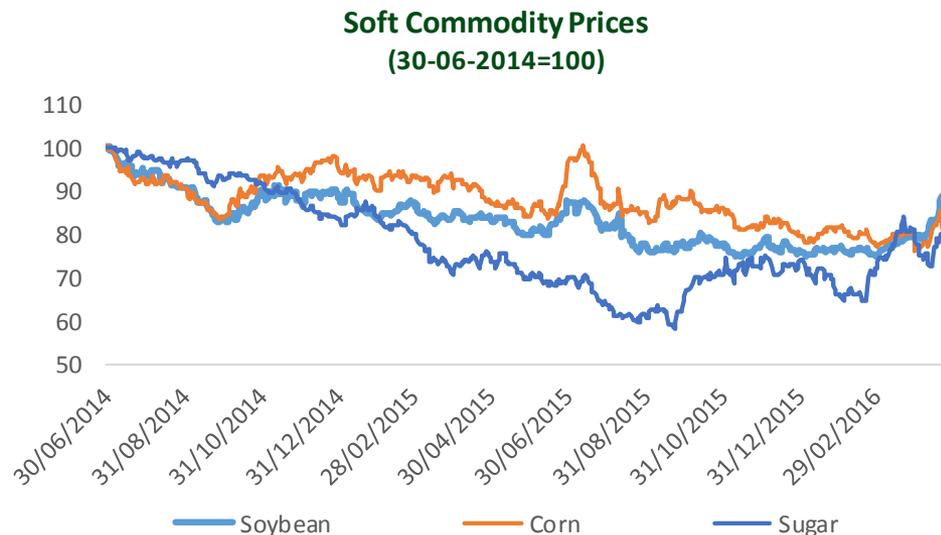
# Commodity Hedge Position

Commodity Hedge Position			
Farming	Consolidated Hedge Position		
		Avg. FAS Price	CBOT FOB
	Volume <sup>(1)</sup>	USD/Ton	USD/Bu
<b>2015/2016 Harvest season</b>			
Soybeans	241,456	251.3	981.8
Corn	234,666	154.0	382.4
<b>2016/2017 Harvest season</b>			
Soybeans	105,051	227.9	894.7
Corn	171,623	154.7	406.6

Sugar, Ethanol & Energy	Consolidated Hedge Position		
		Avg. FOB Price	ICE FOB
	Volume <sup>(1)</sup>	USD/Unit	Cents/Lb
<b>2016/2017 Harvest season</b>			
Sugar (tons)	420,980	310.1	14.1
Ethanol (m3)	49,123	448.1	n.a
Energy (MW/h) <sup>(2)</sup>	528,423	61.3	n.a
<b>2017/2018 Harvest season</b>			
Sugar (tons)	41,000	343.3	15.6
Ethanol (m3)	-	-	-
Energy (MW/h) <sup>(2)</sup>	265,263	72.0	n.a

(1) Includes volumes delivered/invoiced, forward contracts and derivatives futures and options).

(2) Energy prices were converted to USD @ an Fx of R/USD 3.59





# Financial Performance





**Financial Performance continues increasing year by year, as we improve efficiencies in each one of our businesses and become the lowest cost producers**

Area & Production	2010	2011	2012	2013	2014	2015	1Q15	1Q16	Chg%
Farming Planted Area (hect.) <sup>(1)</sup>	183,454	192,207	232,547	219,305	224,343	210,786	224,343	210,786	(6.0%)
Sugarcane Planted Area (hect.)	53,799	65,308	85,663	99,409	124,412	129,299	124,412	129,299	3.9%
Farming Production (tons) <sup>(2)</sup>	618,834	666,589	738,847	699,179	848,843	855,694	326,194	376,936	15.6%
Sugarcane Crushing (tons)	4,066,115	4,168,082	4,488,935	6,417,951	7,232,827	8,335,447	460,124	1,504,053	227%

Net Sales	2010	2011	2012	2013	2014	2015	1Q15	1Q16	Chg%
Farming & Land Transformation	197,741	270,766	322,368	327,163	315,837	273,692	58,687	47,933	(18.3%)
Sugar, Ethanol & Energy	204,256	258,939	271,447	297,265	378,633	374,977	50,698	69,296	36.7%
<b>Total</b>	<b>401,997</b>	<b>529,705</b>	<b>593,815</b>	<b>624,428</b>	<b>694,470</b>	<b>648,669</b>	<b>109,385</b>	<b>117,229</b>	<b>7.2%</b>

Adjusted EBITDA	2010	2011	2012	2013	2014	2015	1Q15	1Q16	Chg%
Farming & Land Transformation	65,735	67,444	68,647	88,942	85,234	70,282	23,091	26,204	13.5%
Sugar, Ethanol & Energy	51,735	109,507	97,505	115,239	153,503	168,842	2,392	22,088	823.4%
Corporate	(22,353)	(26,885)	(25,442)	(23,478)	(23,233)	(21,776)	(5,197)	(5,079)	(2.3%)
<b>Total</b>	<b>95,117</b>	<b>150,066</b>	<b>140,710</b>	<b>180,704</b>	<b>215,504</b>	<b>217,348</b>	<b>20,286</b>	<b>43,213</b>	<b>113.0%</b>

Adjusted EBITDA Margin	2010	2011	2012	2013	2014	2015	1Q15	1Q16	Chg%
Farming & Land Transformation <sup>(1)</sup>	27.6%	19.9%	17.3%	23.6%	23.3%	21.7%	34.9%	49.4%	41.4%
Sugar, Ethanol & Energy <sup>(1)(2)</sup>	19.9%	37.1%	31.2%	34.8%	37.5%	42.1%	-0.4%	28.2%	(7,025.7%)
<b>Total</b>	<b>23.7%</b>	<b>28.3%</b>	<b>23.7%</b>	<b>28.9%</b>	<b>31.0%</b>	<b>33.5%</b>	<b>18.5%</b>	<b>36.9%</b>	<b>98.8%</b>

(1) Planted Area for 2015/16 season

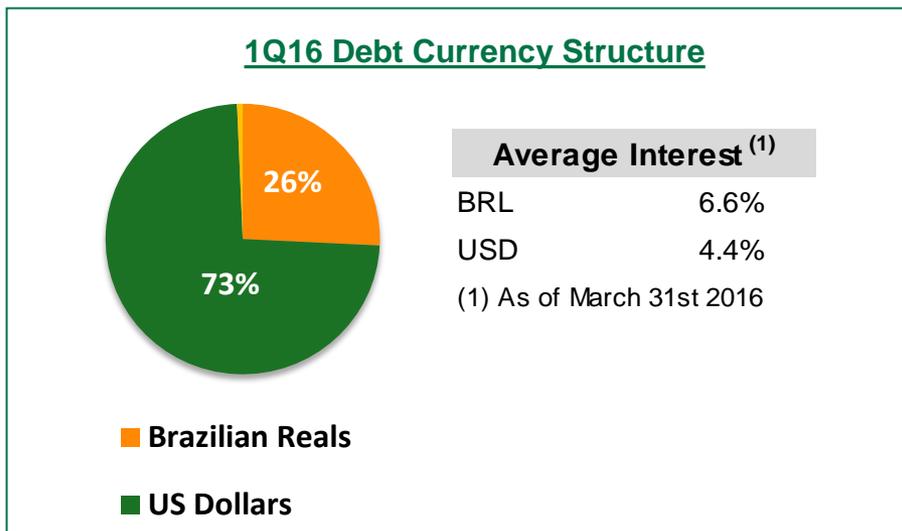
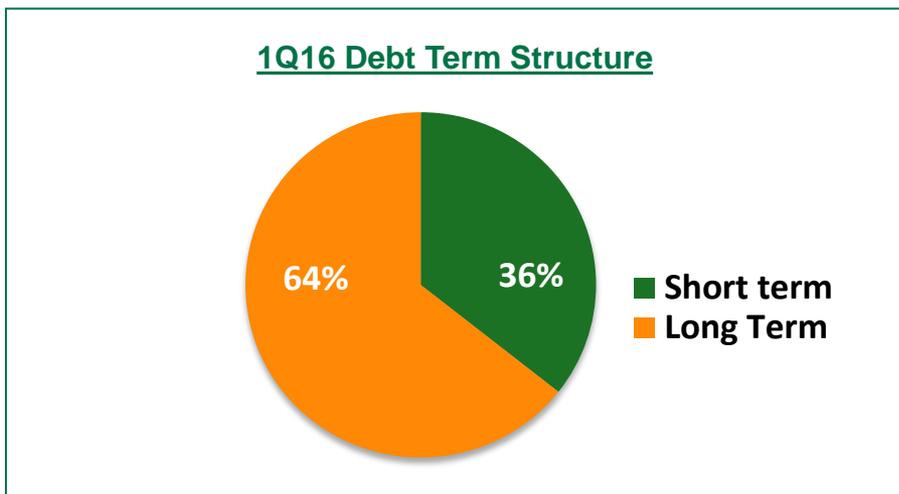
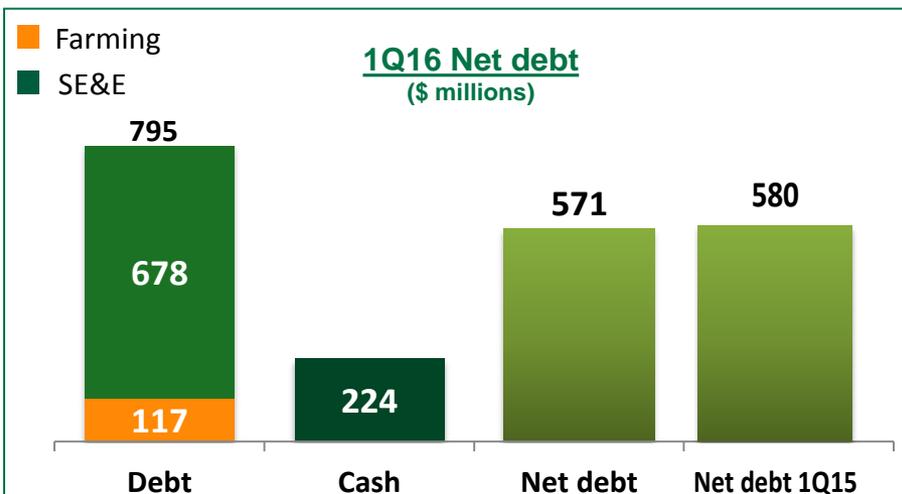
(2) Total Production for the 2015/16 season

(3) Corporate expenses allocated 50% to Farming & Land Transformation and 50% to Sugar, Ethanol & Energy

(4) Calculated over Net Sales. Net Sales is calculated as Sales less sugar and ethanol sales taxes.



# Net debt stands at \$571 million as of March 31, 2016



- Total debt as of March 31, 2016 was of \$795 million.
- 64% of our debt is in the long term, composed mainly of loans from multilateral banks (BNDES and IDB)
- Net debt as of March 31, 2016 was of \$571 million

# Thank you!



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