



# 1st Quarter 2018 Earnings Webcast

May 15, 2018

**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





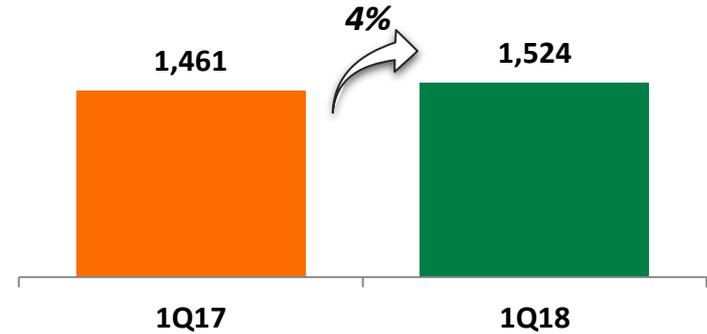
Lower effective milling days were fully offset by enhanced industrial efficiencies resulting in 19% increase in milling per hour

Operational Metrics - 1Q18 vs. 1Q17

Operational Metrics	1Q17	1Q18	% Change
Total Days	90	90	0%
Effective Milling Days	45	39	(12%)
Total Crushing (k tons)	1,461	1,524	4%
Milling per Day (k tons)	33	39	19%

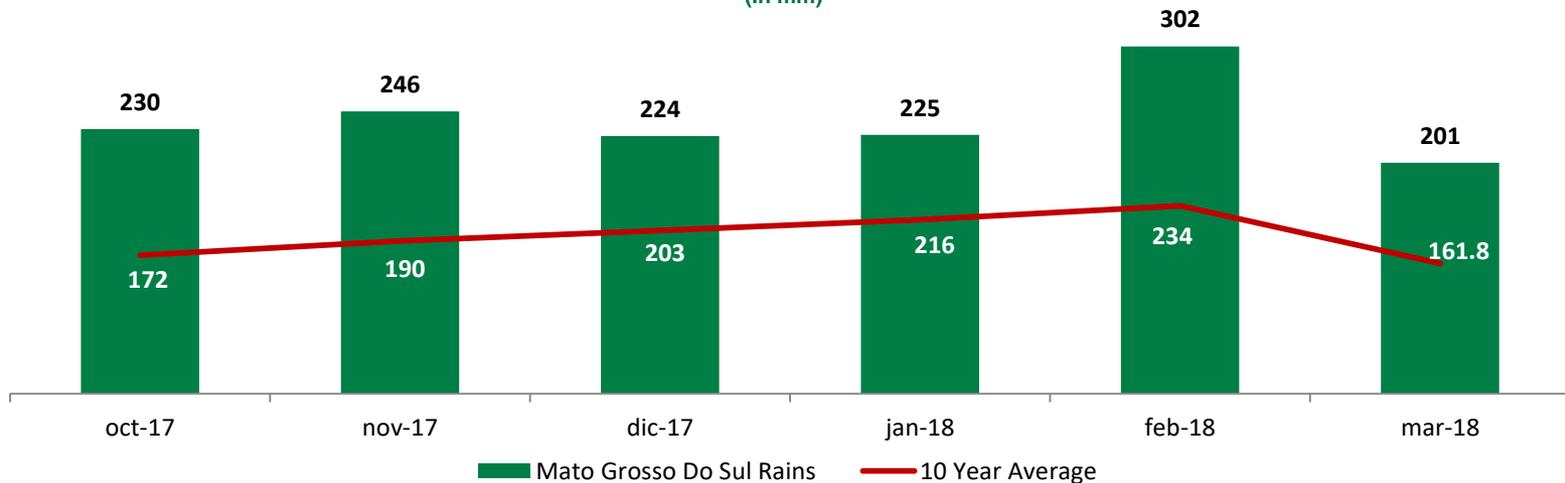
Sugarcane crushing

(In Thousands Tons)



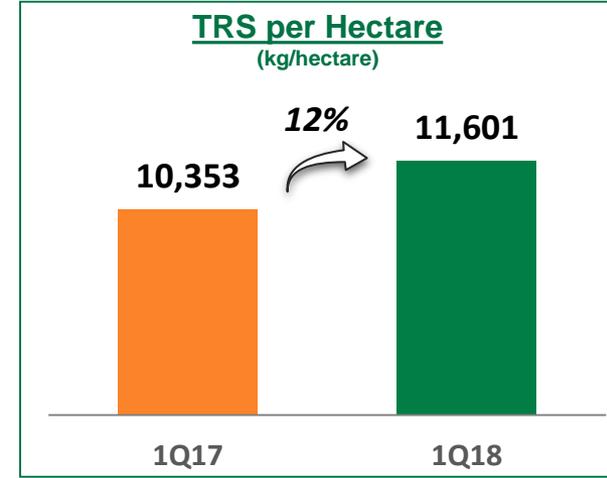
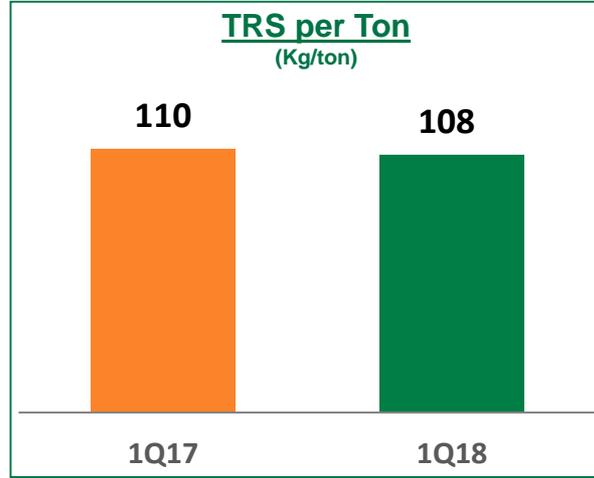
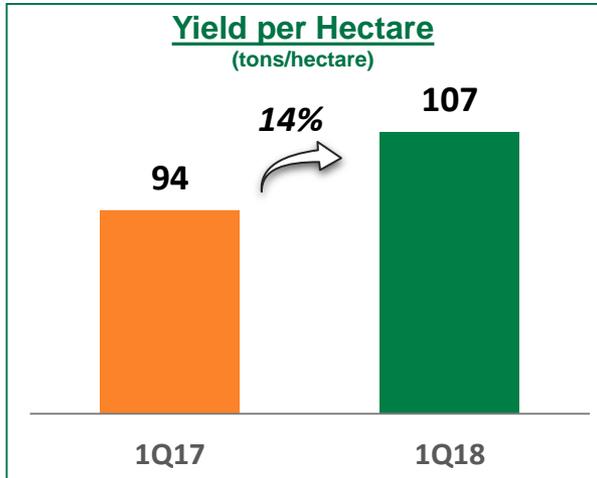
Rainfalls Cluster – Mato Grosso do Sul

(In mm)



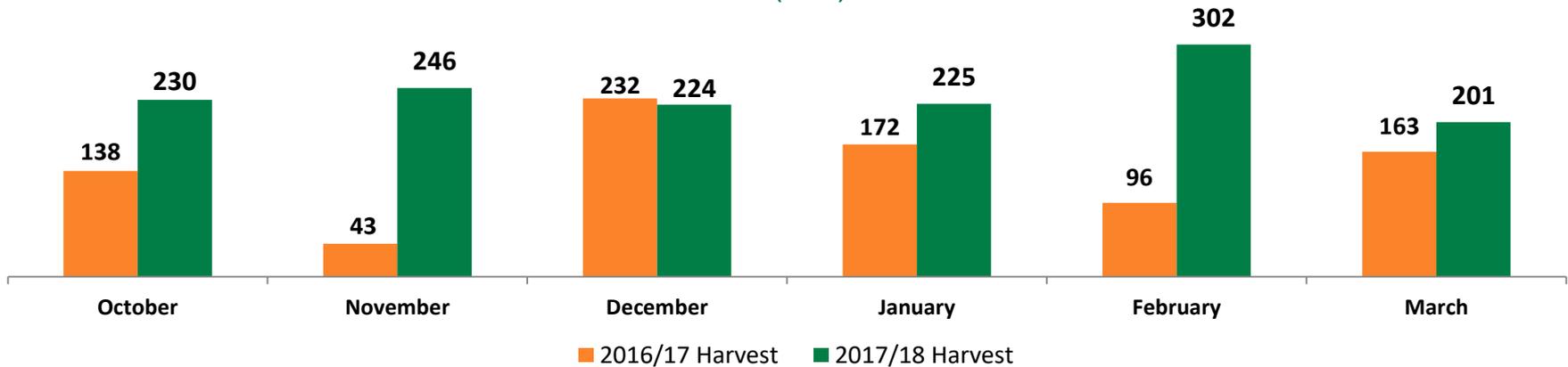


# Sugarcane productivity was enhanced by higher than usual rainfalls and improvements in agricultural management



## Rainfalls Cluster – 2016/17 Harvest vs. 2017/18 Harvest

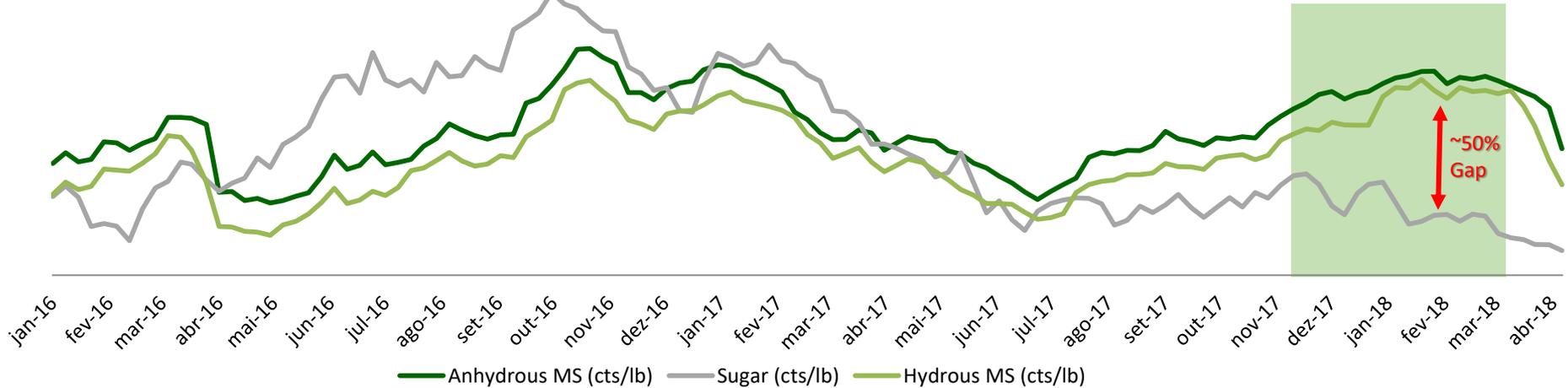
(In mm)



# Is it possible to sell sugar at cts/lb 18?

## Historical Price Evolution in Sugar Equivalent

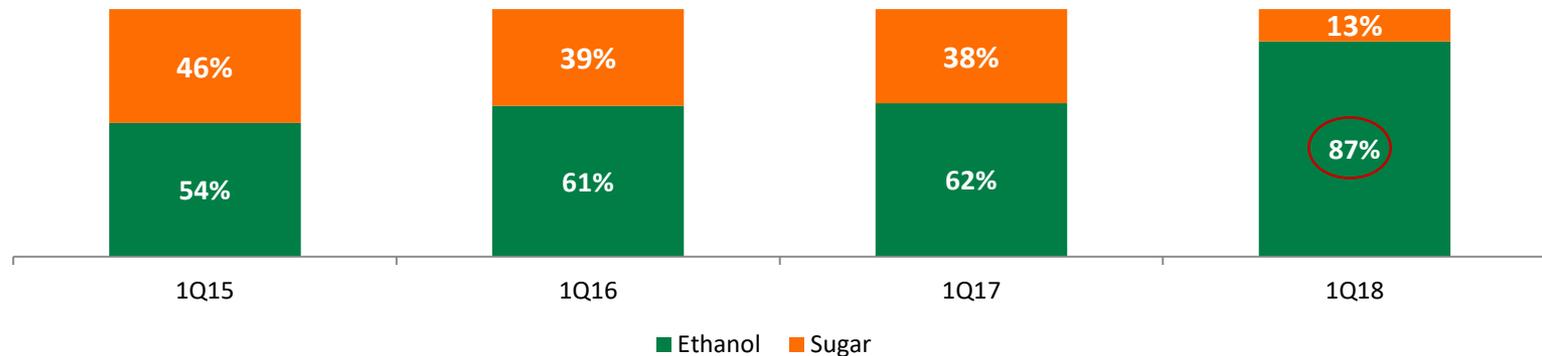
(In cts/lb)



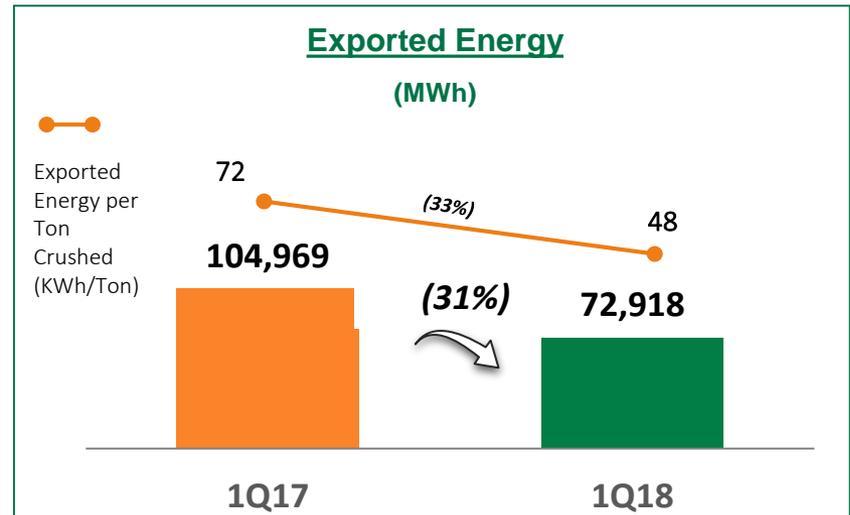
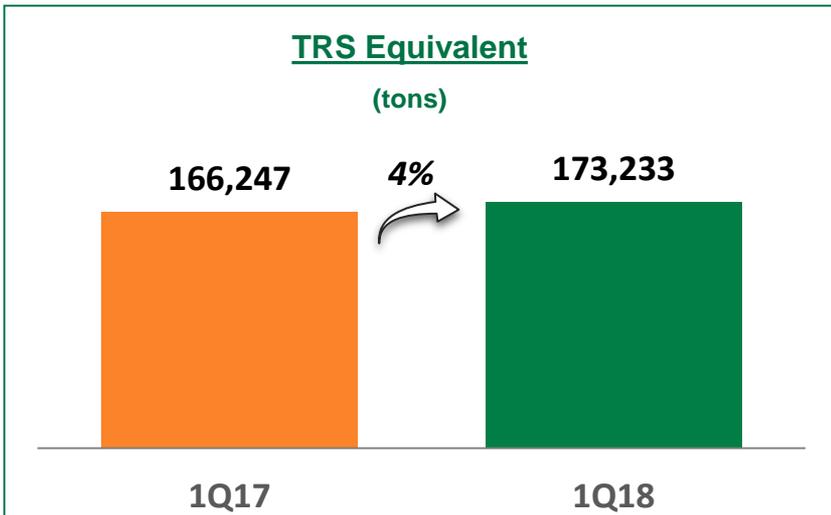
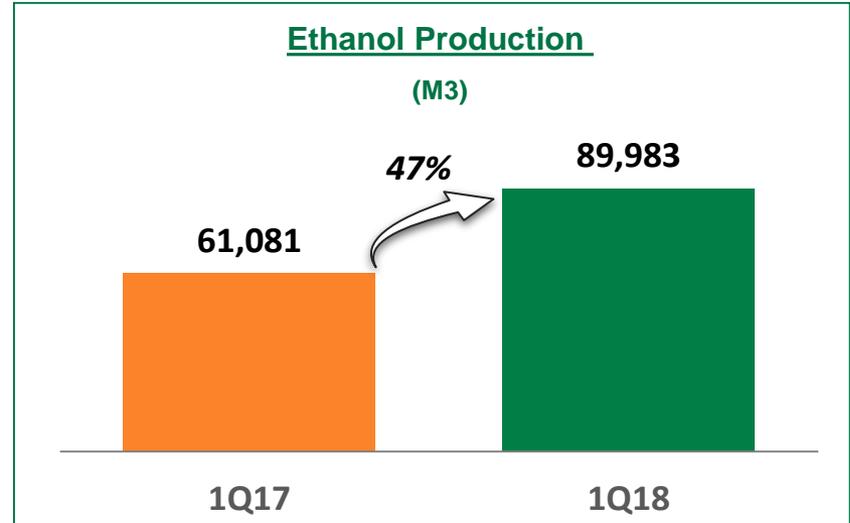
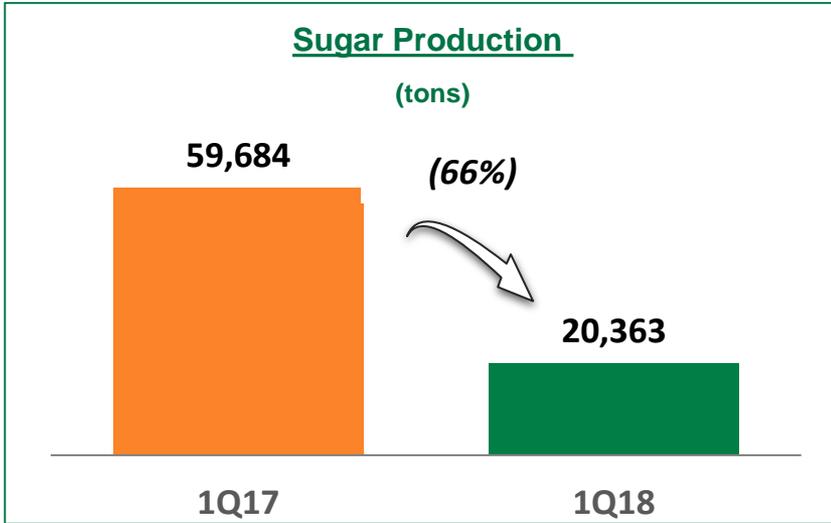
Source: Unica

## Ethanol Mix Evolution

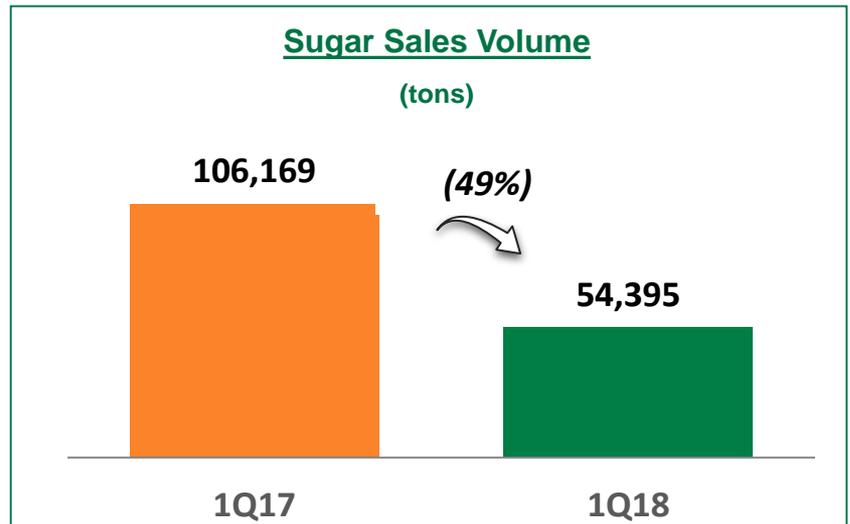
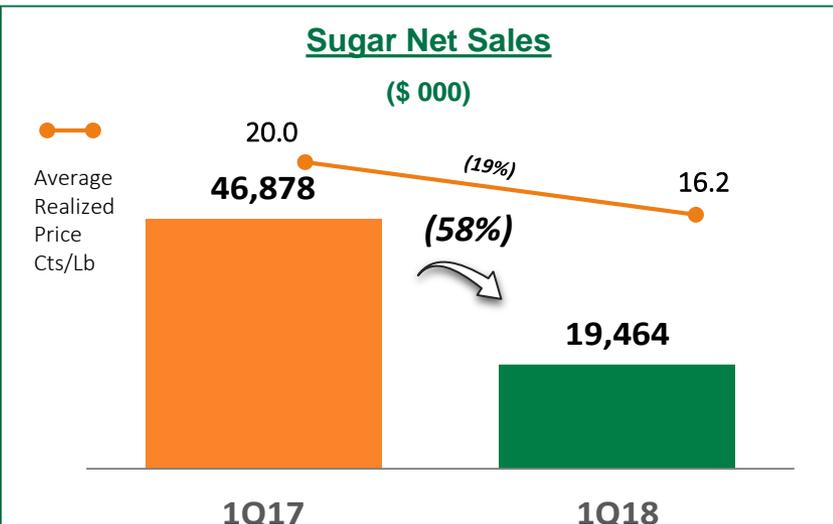
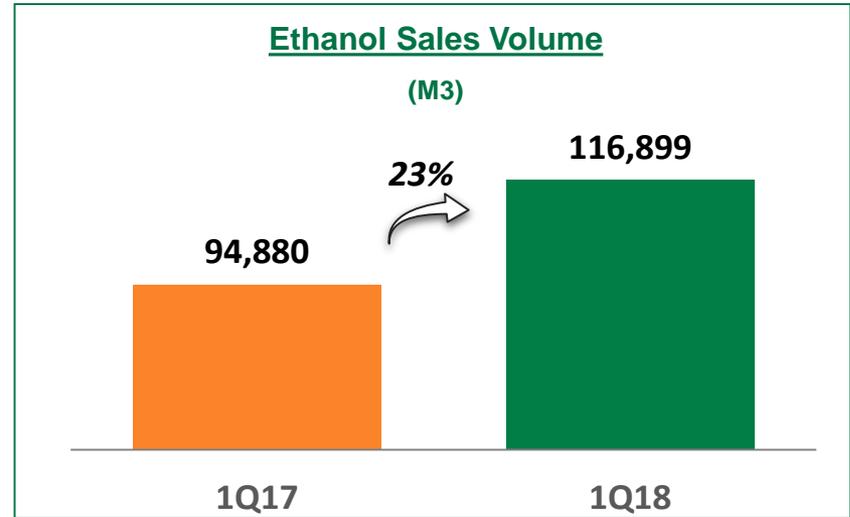
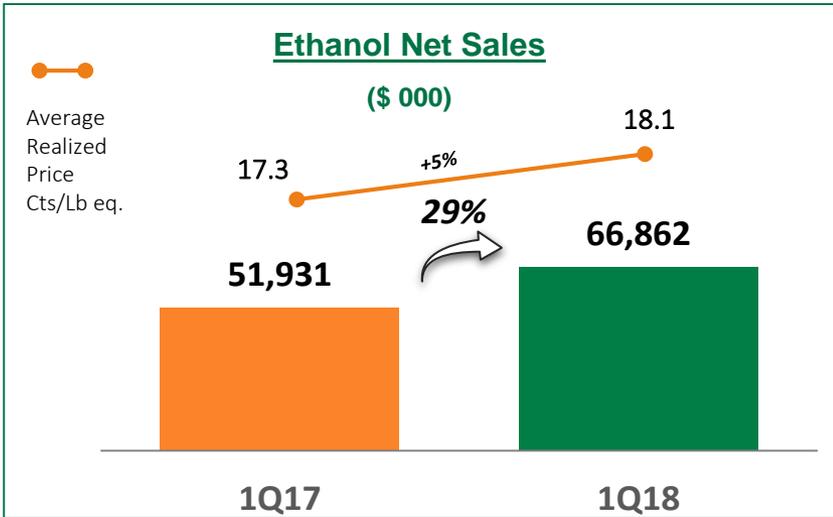
In %



... resulting in a 47% increase in ethanol production



Ethanol sales during 1Q18 increased as a result of higher selling volumes and higher realized prices

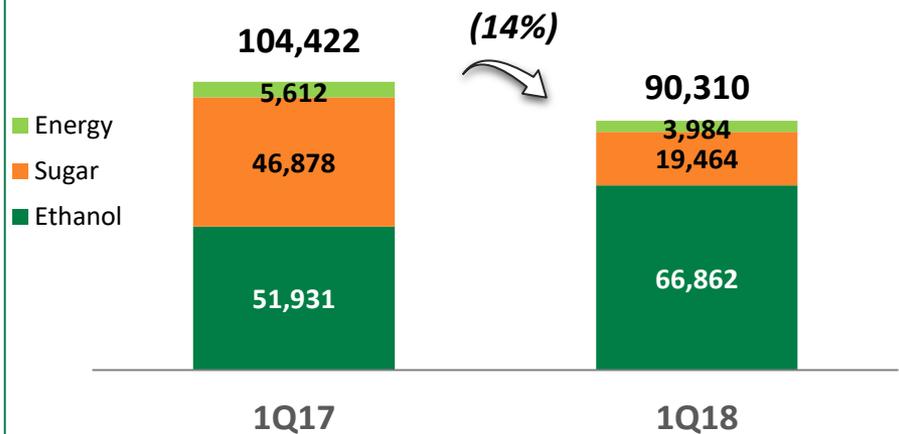




Adj. EBITDA reached \$48 MM in 1Q18, 59% higher year-over-year

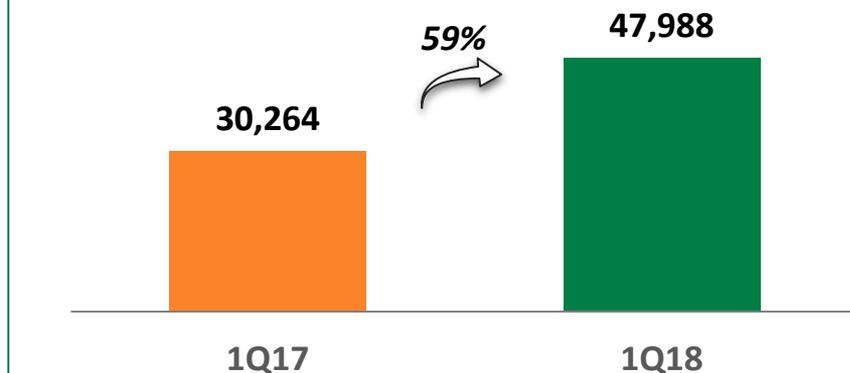
Net Sales 1Q

(\$ '000)



Adjusted EBITDA & EBITDA Margin 1Q

(\$ '000)



A large stream of golden corn kernels is falling 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



## Dry weather in Argentina impacted yield performance for

### Farming Production Data

Planting & Production	Planted Area (hectares)			2017/18 Harvested Area			Yields (Tons per hectare) <sup>(3)</sup>		
	2017/18	2016/17	Chg %	Hectares	% Harvested	Production	2017/18	2016/17	Chg %
Soybean	58,120	55,215	5.3%	34,872	60.0%	93,457	2.7	3.8	(30.2%)
Soybean 2 <sup>nd</sup> Crop	23,254	29,243	(20.5%)	6,976	30.0%	11,231	1.6	3.4	(52.6%)
Corn <sup>(1)</sup>	45,964	44,479	3%	40,908	89.0%	257,720	6.3	6.7	(6.3%)
Corn 2 <sup>nd</sup> Crop	10,847	9,982	8.7%	-	-	-	-	-	-
Wheat <sup>(2)</sup>	36,533	38,008	(3.9%)	36,530	100.0%	79,624	2.2	3.0	(28.2%)
Sunflower	2,869	5,413	(47.0%)	569	19.8%	619	1.1	1.8	(40.1%)
Cotton	3,132	2,640	18.6%	-	-	-	-	-	-
Peanut	9,375								
<b>Total Crops</b>	<b>190,093</b>	<b>184,980</b>	<b>2.8%</b>	<b>119,854</b>	<b>63.1%</b>	<b>442,652</b>			
Rice	40,279	39,728	1.4%	35,701	88.6%	245,630	6.9	5.9	15.9%
<b>Total Farming</b>	<b>230,372</b>	<b>224,708</b>	<b>2.5%</b>	<b>155,555</b>	<b>67.5%</b>	<b>688,282</b>			
Owned Croppable Area	122,163	121,260	0.7%						
Leased Area	72,157	64,223	12.4%						
Second Crop Area	36,052	39,224	(8.1%)						
<b>Total Farming Area</b>	<b>230,372</b>	<b>224,708</b>	<b>2.5%</b>						
	Milking Cows (Average Heads)			Milk Production (MM liters) <sup>(1)</sup>			Productivity (Liters per cow per day)		
Dairy	1Q18	1Q17	Chg %	1Q18	1Q17	Chg %	1Q18	1Q17	Chg %
Milk Production	7,302	6,774	7.8%	23.3	21.6	7.8%	35.5	35.5	0.0%

(1) Includes chia

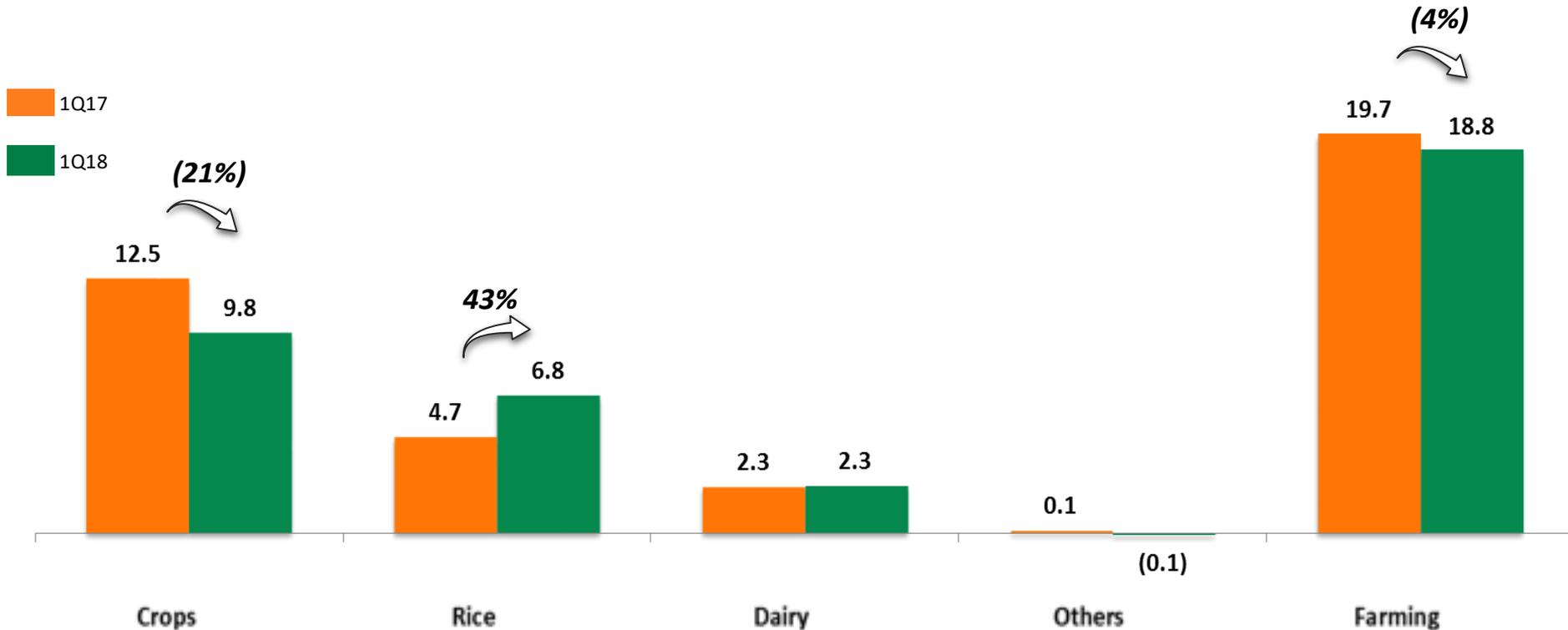
(2) Includes barley.

(3) Yields for 2016/17 season are partial yields related to the harvested area as of April 30, 2017. Yields for 2015/16 reflect the full harvest season.

Note: Some planted areas may reflect minor adjustments compared to previous reports due to a more accurate area measurement, which occurred during the current period

Adj. EBITDA during 1Q18 reached \$18.8 MM, 4% lower year-over-year

Farming Adjusted EBITDA  
(\$ millions)





# Financial Performance





## Consolidated Adj. EBITDA reached \$61,9 million in 1Q18

Area & Production <sup>(3)</sup>	2012	2013	2014	2015	2016	2017	1Q17	1Q18	Chg%
Farming Planted Area (hect.) <sup>(1)</sup>	232,547	219,305	224,343	210,556	224,877	230,197	224,708	300,860	33.9%
Sugarcane Planted Area (hect.)	85,663	99,409	124,412	129,299	134,591	137,697	136,384 <sup>(4)</sup>	138,360 <sup>(4)</sup>	1.4%
Farming Production (tons) <sup>(2)</sup>	738,847	699,179	848,843	807,535	804,397	876,750	433,760	379,925	(12.4%)
Sugarcane Crushing (tons)	4,488,935	6,417,951	7,232,827	8,335,448	10,241,803	10,241,803	1,460,668	1,523,835	4%
Net Sales	2012	2013	2014	2015	2016	2017	1Q17	1Q18	Chg%
Farming & Land Transformation	322,368	327,163	315,837	273,692	272,543	322,559	55,439	57,656	4.0%
Sugar, Ethanol & Energy	271,447	297,265	378,633	374,978	568,820	576,232	104,422	90,310	(13.5%)
<b>Total</b>	<b>593,815</b>	<b>624,428</b>	<b>694,470</b>	<b>648,670</b>	<b>841,363</b>	<b>898,791</b>	<b>159,861</b>	<b>147,966</b>	<b>(7.4%)</b>
Adjusted EBITDA	2012	2013	2014	2015	2016	2017	1Q17	1Q18	Chg%
Farming & Land Transformation	68,647	88,942	85,234	70,282	53,962	50,656	19,651	18,831	(4.2%)
Sugar, Ethanol & Energy	97,505	115,239	153,503	167,180	265,044	247,301	30,264	47,988	58.6%
Corporate	(25,442)	(23,478)	(23,233)	(21,776)	(20,957)	(21,664)	(5,158)	(4,879)	(5.4%)
<b>Total</b>	<b>140,710</b>	<b>180,704</b>	<b>215,504</b>	<b>215,686</b>	<b>298,049</b>	<b>276,293</b>	<b>44,757</b>	<b>61,940</b>	<b>38.4%</b>
<b>Adjusted EBITDA Margin</b>	<b>23.7%</b>	<b>28.9%</b>	<b>31.0%</b>	<b>33.3%</b>	<b>35.4%</b>	<b>30.7%</b>	<b>28.0%</b>	<b>41.9%</b>	<b>49.5%</b>

(1) Planted Area for 2017/18 season

(2) Total Production for the 2016/17 season

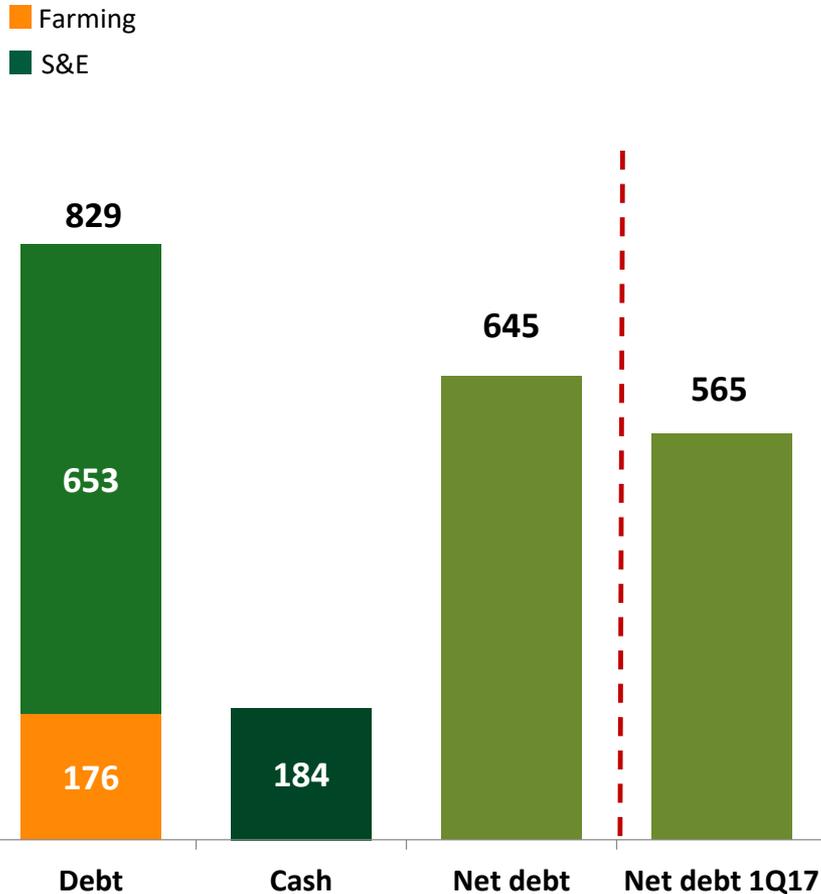
(3) Years 2012, 2013, 2014, 2015, 2016 and 2017 correspond to the season 2011/2012, 2012/2013, 2013/2014, 2014/2015, 2015/2016 and 2016/2017, respectively.

(4) Correspond to the season 2017/2018

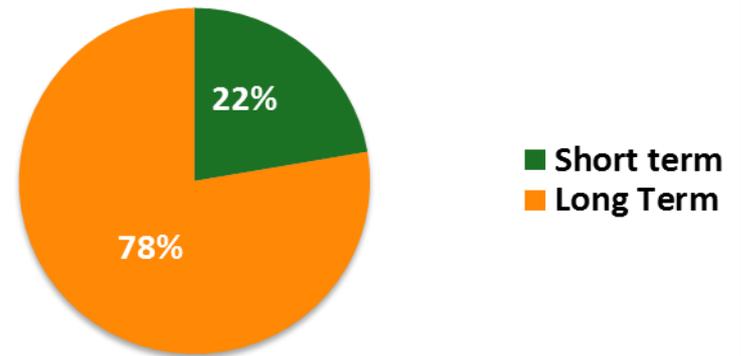


# Net debt stands at \$645 million as of March, 2018

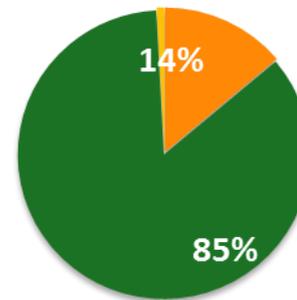
1Q18 Net debt  
(\$ millions)



1Q18 Debt Term Structure



1Q18 Debt Currency Structure



**Average Interest (1)**

BRL	4.6%
USD	5.8%

(1) As of March 31st 2018

## 5 Year Plan Update

### ▶ **Cluster expansion**

- ✓ Moving forward according to plan.
- ✓ Investments in Angelica already done (increased capacity from 900 to 1,050 tons/hour).
- ✓ Investments in Ivinhema are advancing well and we expect to conclude them during the next quarter.

### ▶ **Dairy Business**

- ✓ Construction of Free Stall #3 is almost fully completed.
- ✓ We expect to start populating the facility by June. (45% total capacity by the end of the year).

### ▶ **Rice Business**

- ✓ Expect to conclude the construction of the packaging machine for branded white rice and the expansion of finished goods storage capacity during the second quarter.

# Thank you!



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