



3rd Quarter 2018 Earnings Webcast

November 16, 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



Abundant rainfalls in Mato Grosso Do Sul during 3Q18...

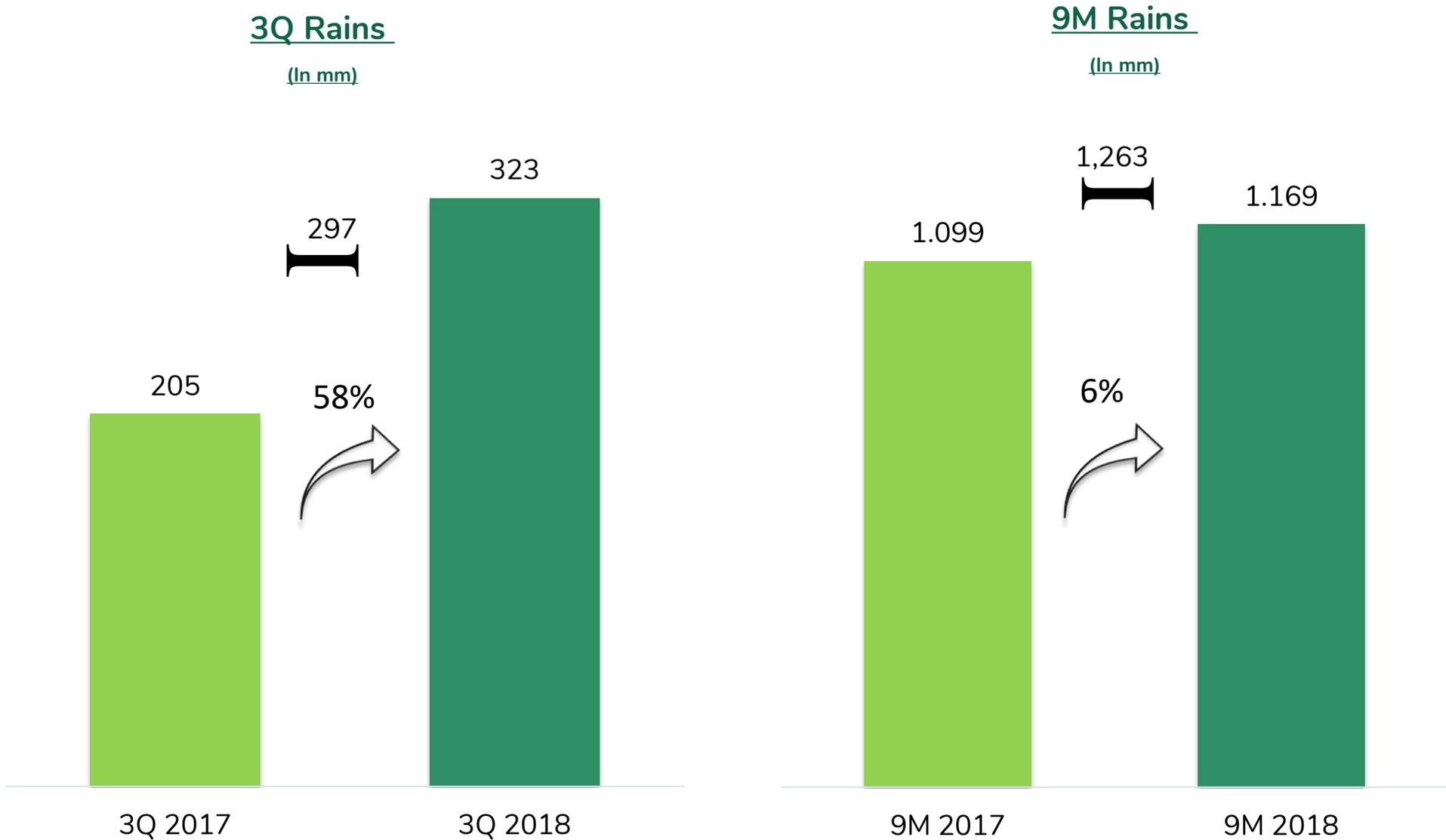
3Q Rains

(In mm)

9M Rains

(In mm)


10 year
rains av.



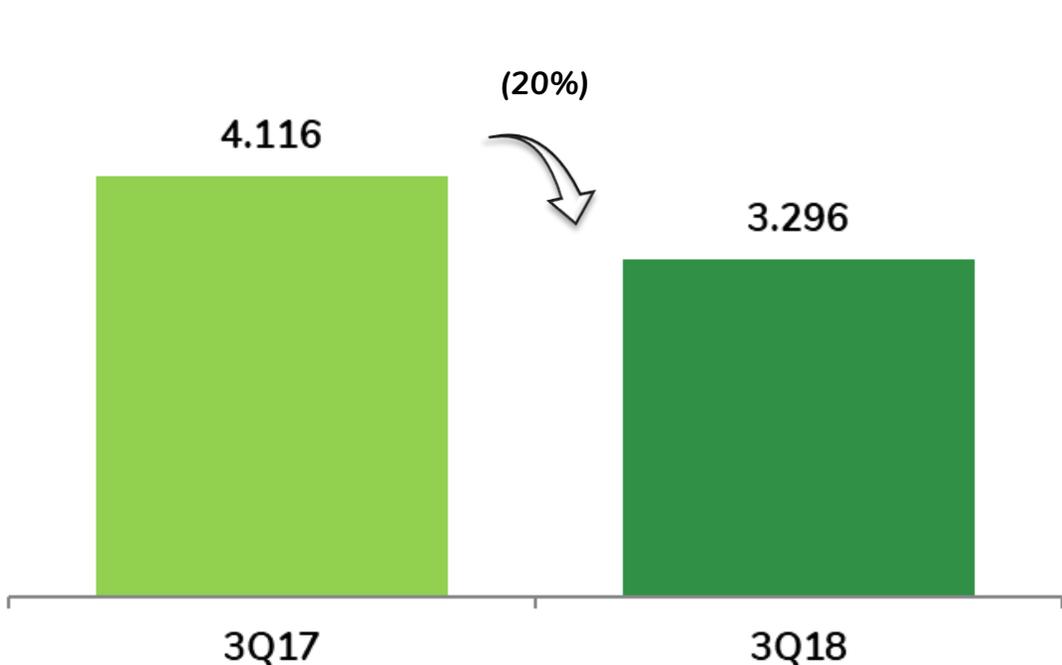
...resulted in lower crushing activities quarter-over-quarter

Operational Metrics - 3Q18 vs. 3Q17			
Operational Metrics	3Q17	3Q18	% Change
Total Days	92	92	0%
Effective Milling Days	76	63	(17%)
Total Crushing (k tons)	4.116	3.296	(20%)
Milling per Day (k tons)	54.431	52.479	-4%

Operational Metrics - 9M18 vs. 9M17			
Operational Metrics	9M17	9M18	% Change
Total Days	263	265	1%
Effective Milling Days	163	168	3%
Total Crushing (k tons)	8.040	8.612	7%
Milling per Day (k tons)	49.462	51.222	4%

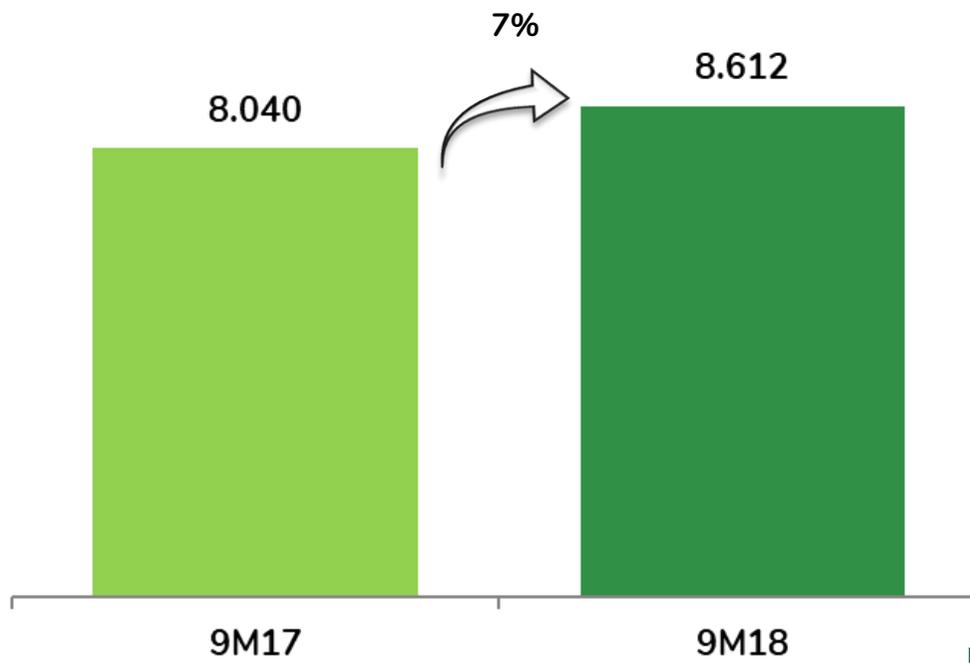
Sugarcane crushing

(In Thousands Tons)



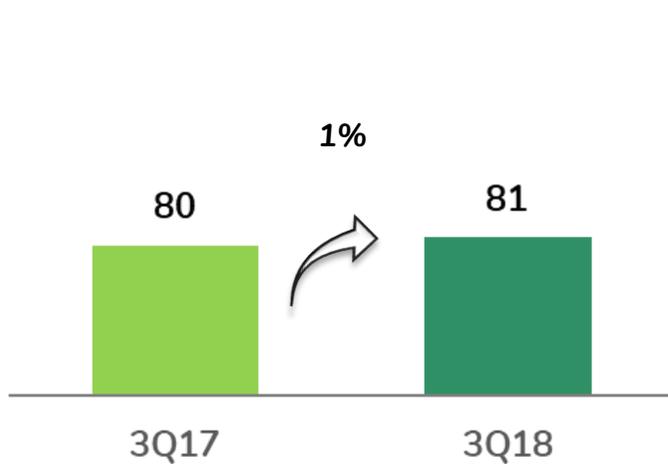
Sugarcane crushing

(In Thousands Tons)

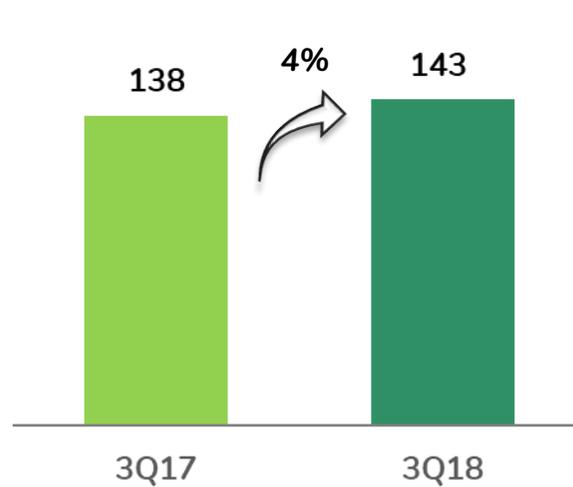


Higher sugarcane productivity due to enhanced agricultural efficiencies

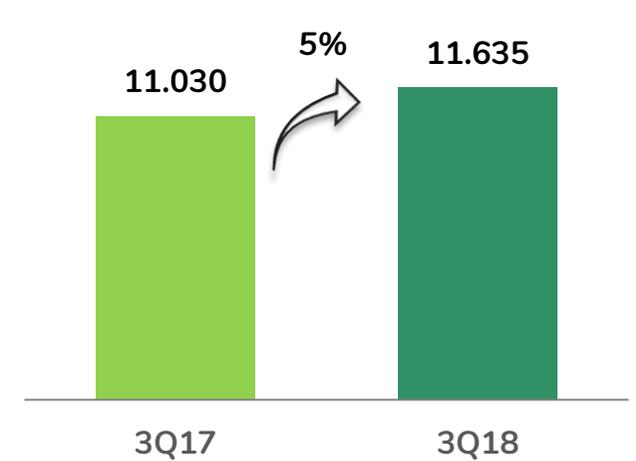
Yield per Hectare
(tons/hectare)



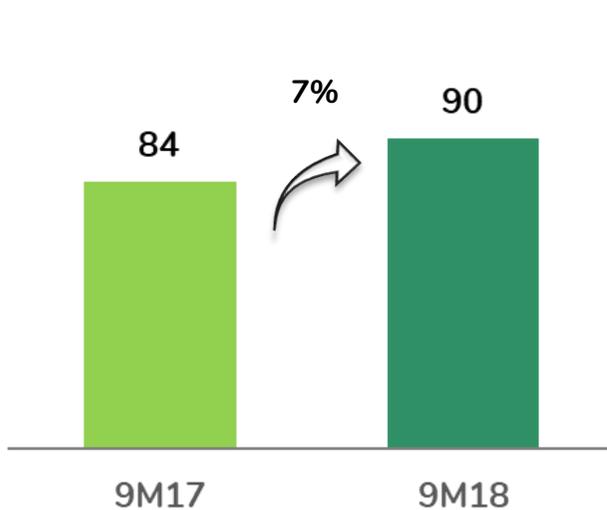
TRS per Ton



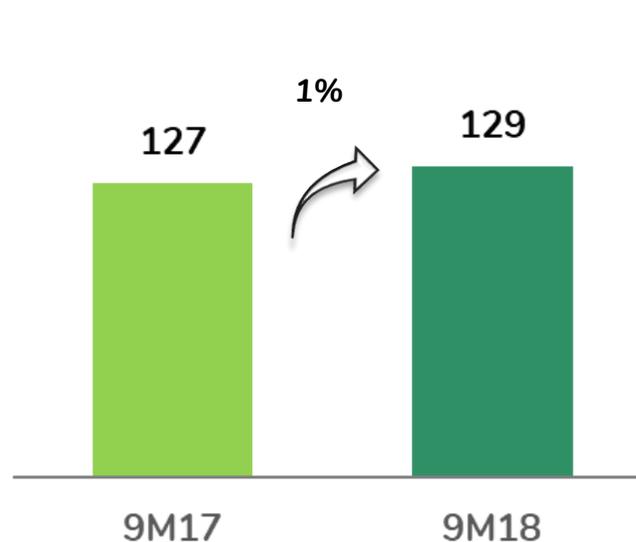
TRS per Hectare
(kg/hectare)



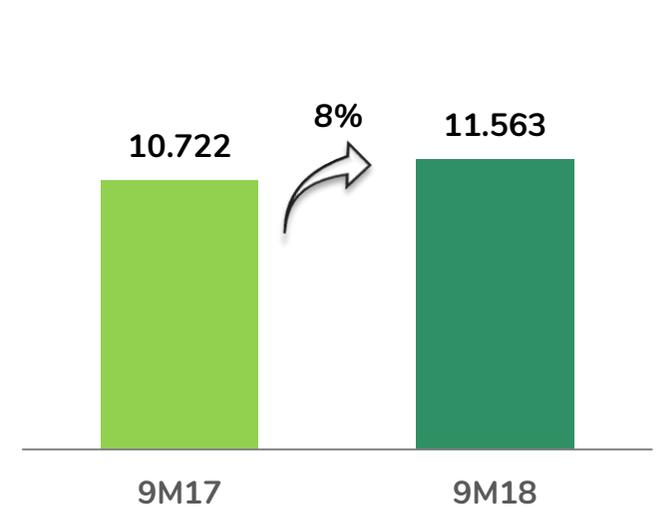
Yield per Hectare
(tons/hectare)



TRS per Ton

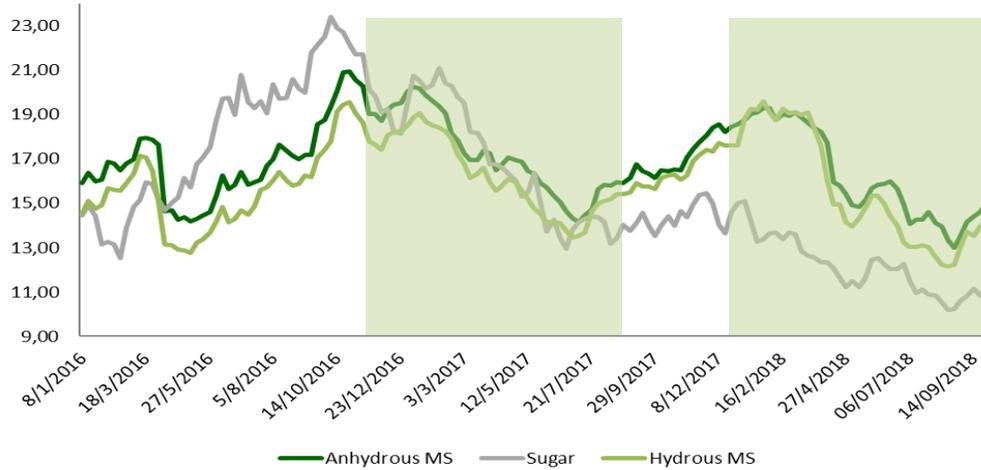


TRS per Hectare
(kg/hectare)

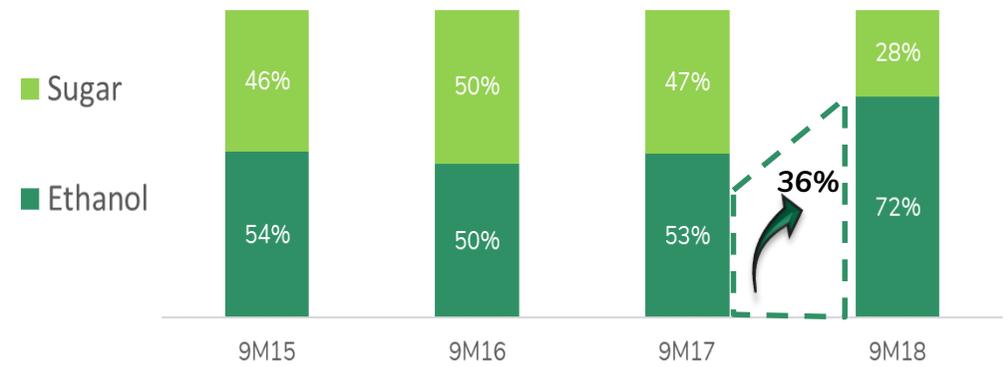


Flexibility in production mix allowed us to increase ethanol production during 9M18 to profit from higher relative prices

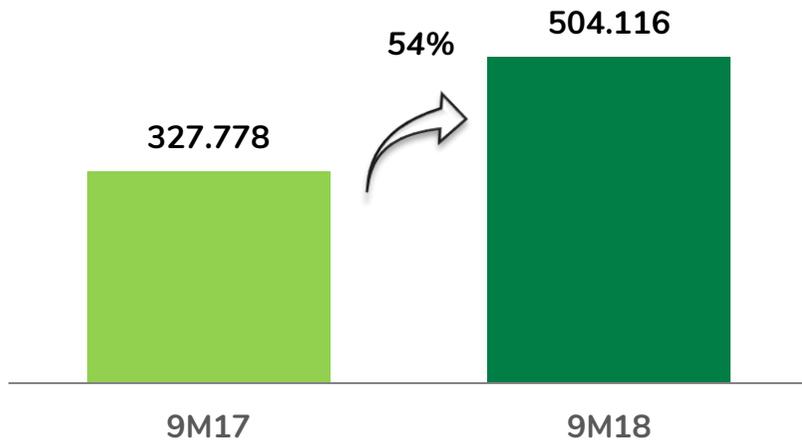
Price Evolution
(in cts/lb)



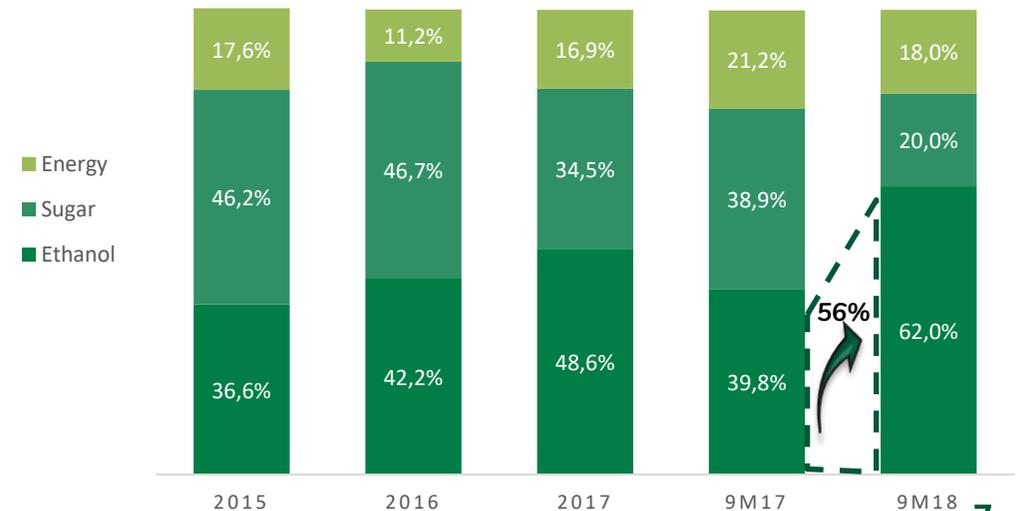
Ethanol Production Mix Evolution
(in %)



Ethanol Production
(M3)

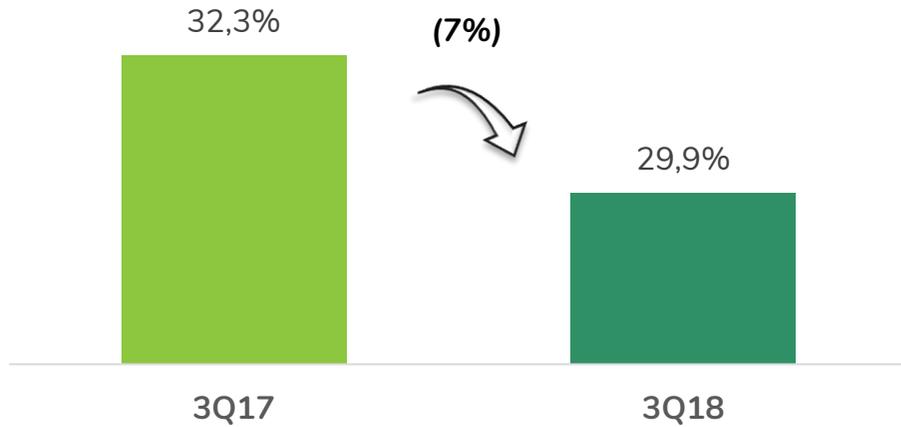


SE&E EBITDA Distribution
(in %)

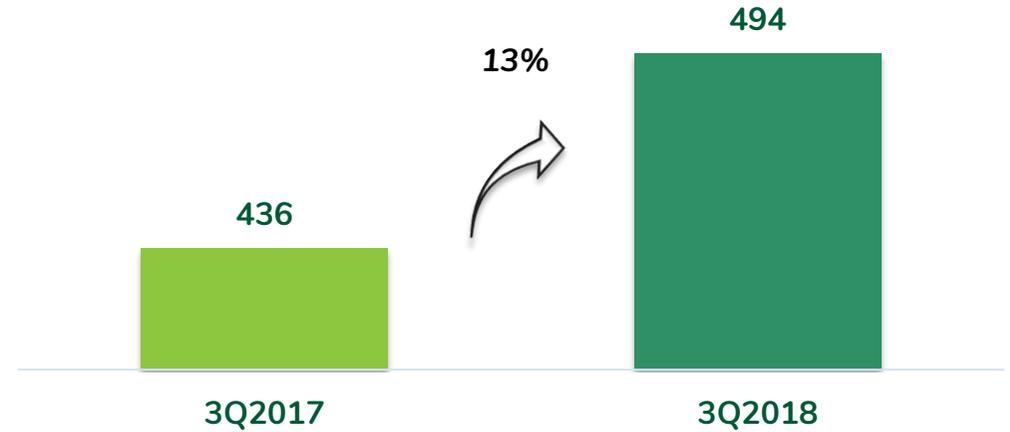


Increase in Cogen Efficiency as a Result of Enhanced Industrial Efficiencies and Carry of Bagasse

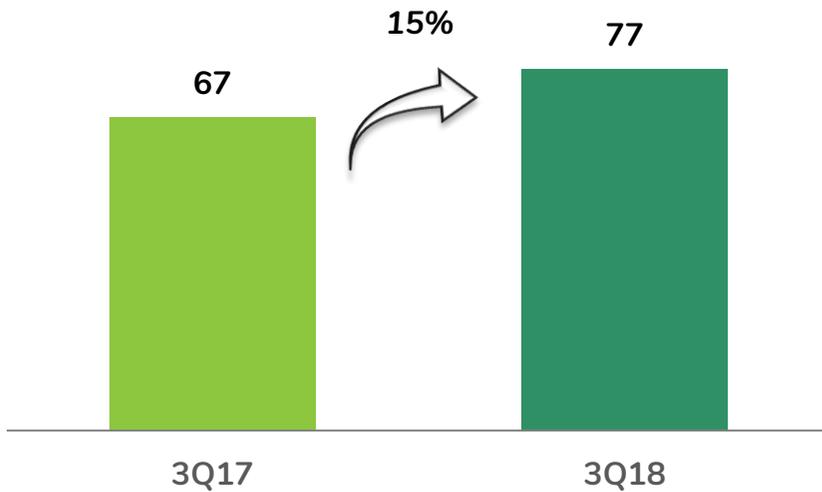
Water Stored in S-E Reservoirs
(in %)



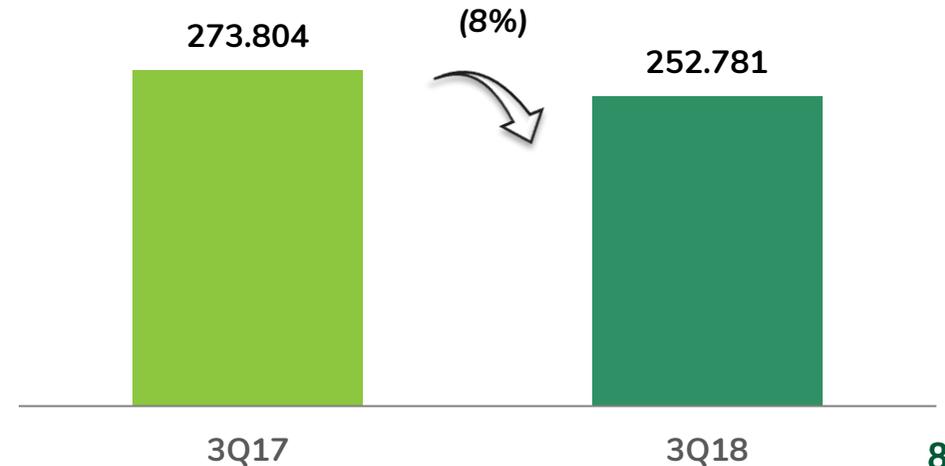
Energy Price
(BRL/MWh)



Cogen Efficiency
(KWh/ton)

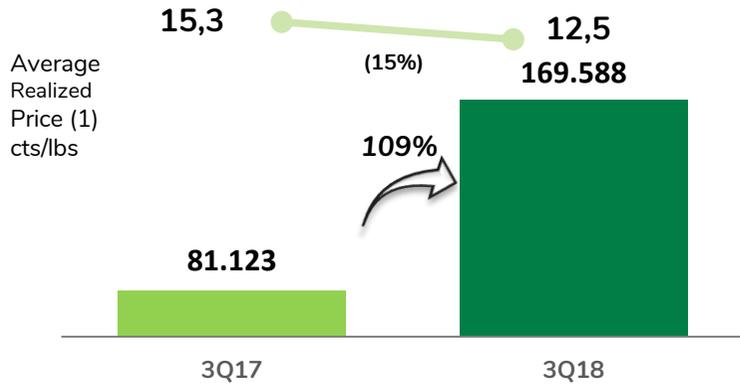


Exported Energy
(MWh)

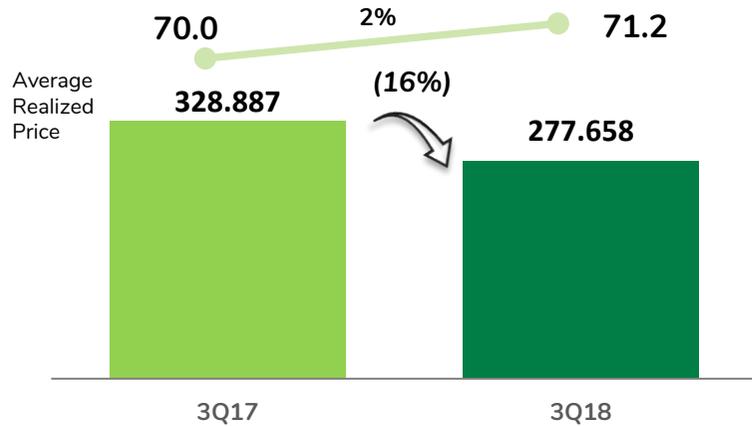


Higher ethanol net sales offset by lower sugar and energy selling prices

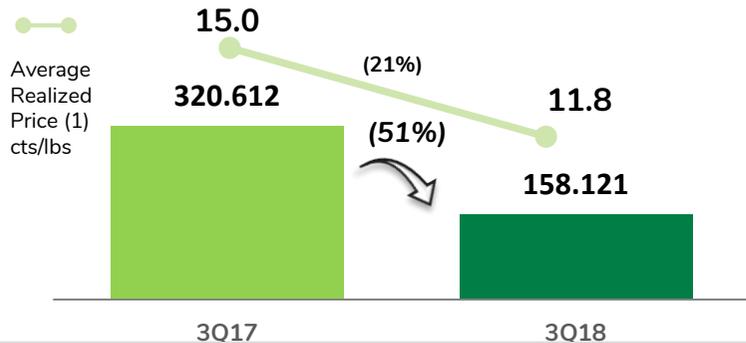
Ethanol Sales Volume (m3)



Energy Sales Volume (MWh)

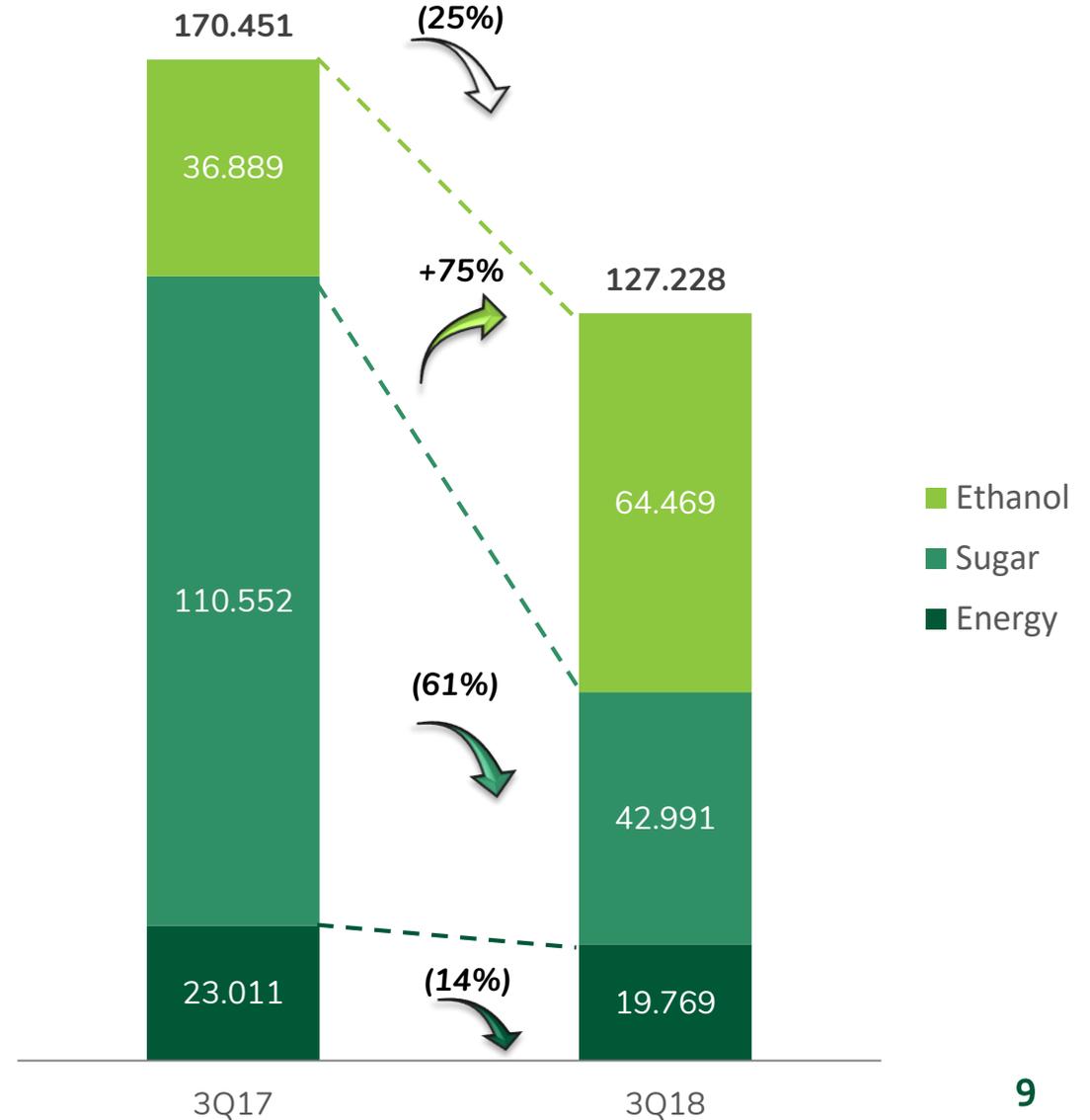


Sugar Sales Volume (Tons)



(1) Sugar #11 Equivalent

Net Sales 3Q17 vs 3Q18 (\$'000)



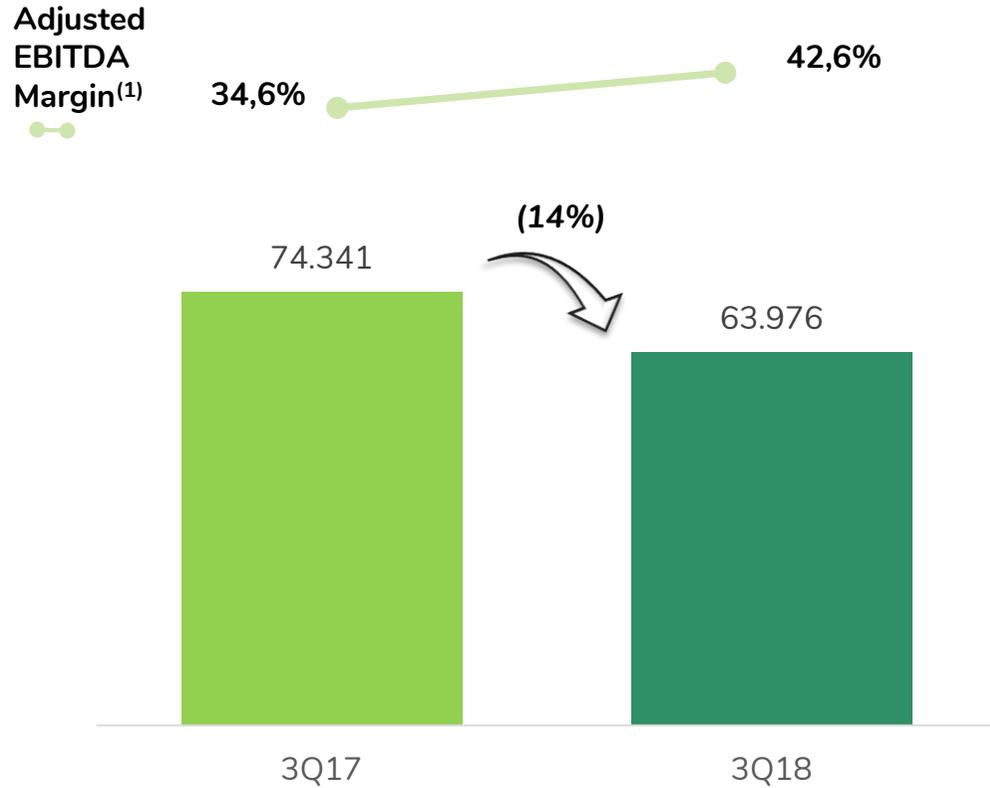
Total production costs as a result of enhanced efficiencies allowed us to increase profitability

Sugar, Ethanol & Energy - Total Production Costs

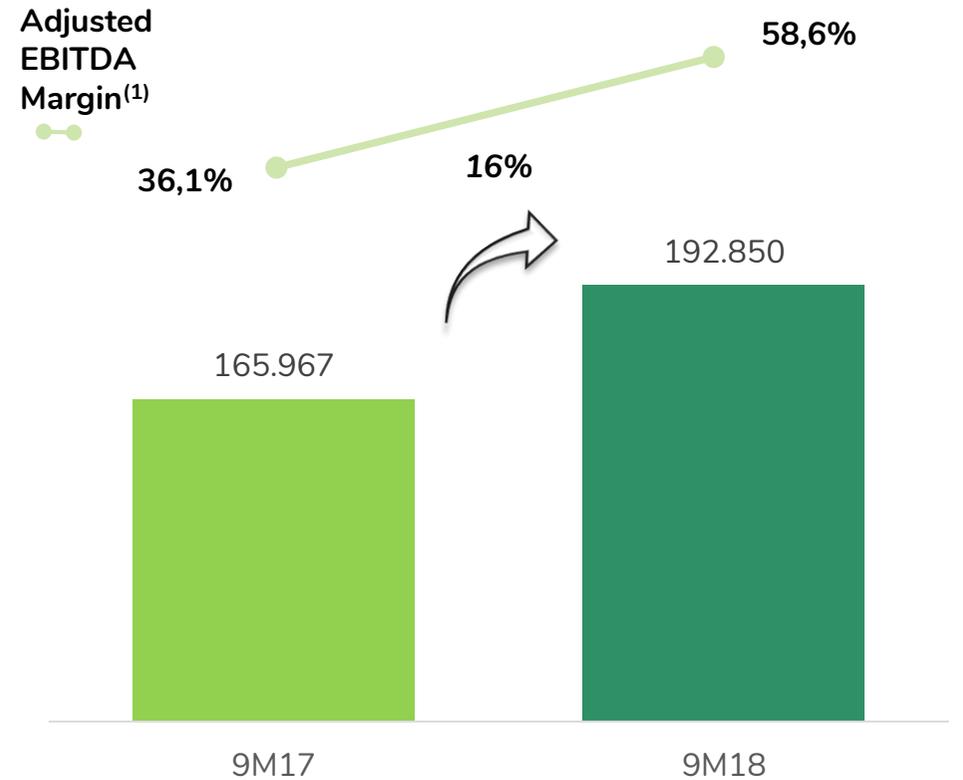
	<i>Total Cost ('000)</i>			<i>Total Cost per Pound (cts/lbs)</i>		
	3Q18	3Q17	Chg %	3Q18	3Q17	Chg %
Industrial costs	27,428	42,228	(35.0%)	2.8	3.5	(22.1%)
<i>Industrial costs</i>	21,132	25,021	(15.5%)	2.1	2.1	1.3%
<i>Cane from 3rd parties</i>	6,296	17,207	(63.4%)	0.6	1.4	(56.1%)
Agricultural costs	70,155	93,914	(25.3%)	7.0	7.9	(10.4%)
<i>Harvest costs</i>	30,068	40,065	(25.0%)	3.0	3.4	(10.0%)
<i>Cane depreciation</i>	17,027	22,158	(23.2%)	1.7	1.9	(7.8%)
<i>Agricultural Partnership Costs</i>	9,419	17,078	(44.8%)	0.9	1.4	(33.8%)
<i>Maintenance costs</i>	13,640	14,612	(6.7%)	1.4	1.2	12.0%
Total Production Costs	97,583	136,142	(28.3%)	9.8	11.4	(14.0%)
Depreciation & Amortization	(39,736)	(51,689)	(23.1%)	(4.0)	(4.3)	(7.8%)
Total Production Costs (excl. D&A)	57,847	84,452	(31.5%)	5.8	7.1	(17.8%)

Adjusted EBITDA increased 16% in a cumulative basis year-over-year

Adjusted EBITDA 3Q18 vs 3Q17
(\$'000)



Adjusted EBITDA 9M18 vs 9M17
(\$'000)



(1) Net of third party commercialization

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

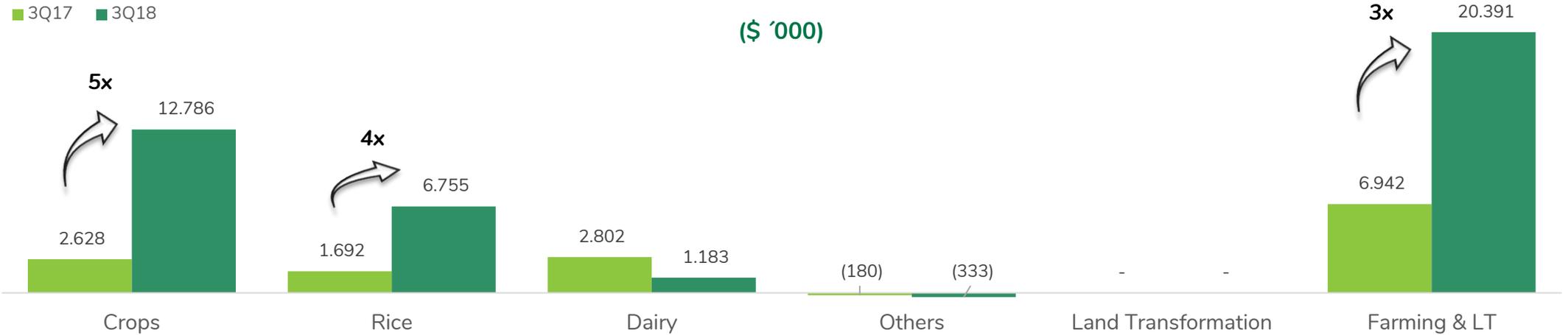
2018/19 Planting Plan: 33% of total hectares were successfully seeded

Farming Production Data

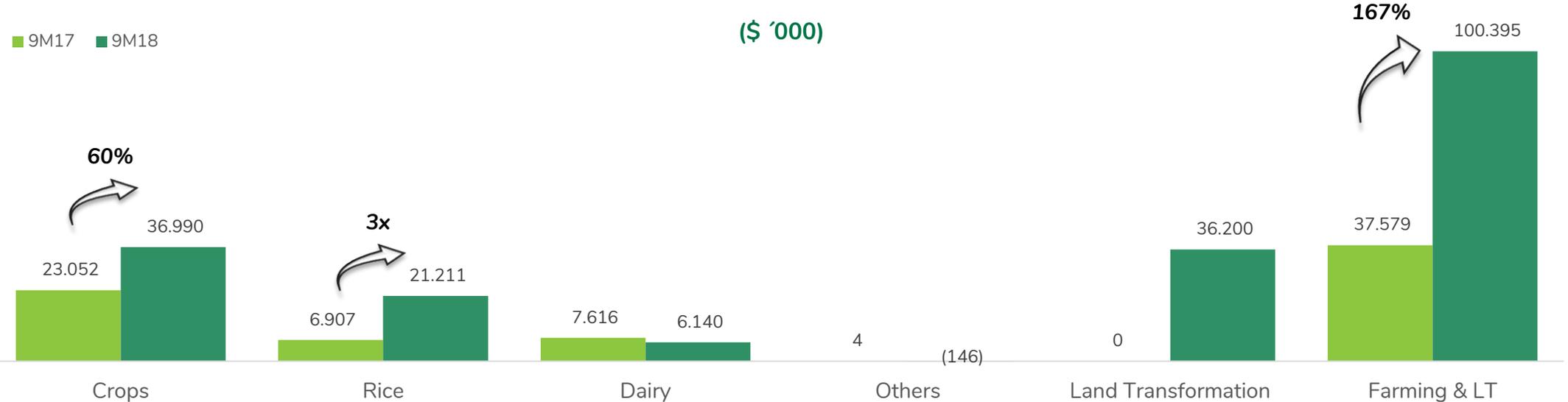
	Planting Plan (hectares)			2018/19 Planting Progress	
	2018/2019	2017/2018	Chg %	2018/2019	Chg %
Soybean	51.992	58.119	(10,5%)	2.517	4,8%
Soybean 2nd Crop	27.981	23.150	20,9%	-	0,0%
Corn (1)	45.358	45.894	(1%)	10.480	23,2%
Corn 2nd Crop	12.096	10.847	11,5%	-	0,0%
Corn Silage	3.042	2.589	17,5%	2.030	66,7%
Wheat (2)	39.719	36.533	8,7%	39.678	99,9%
Sunflower	4.250	2.869	48,1%	2.978	70,1%
Cotton	3.925	3.132	25,3%	-	0,0%
Peanut	8.881	9.375	(5,3%)	3.154	35,5%
Total Crops	197.244	192.507	2,5%	60.836	30,8%
Rice	40.000	40.289	(0,7%)	18.361	45,9%
Total Farming	237.244	232.796	1,9%	79.197	33,4%
Owned Croppable Area	114.261	124.733	(8,4%)		
Leased Area	81.161	72.115	12,5%		
Second Crop Area	41.822	35.948	16,3%		
Total Farming Area	237.244	232.796	1,9%		

Adjusted EBITDA increased 167% in 9M18 as a result of enhanced operational efficiencies and the sale of Rio de Janeiro and Conquista Farms

Farming & Land Transformation Adjusted EBITDA 3Q17 vs. 3Q18



Farming & Land Transformation Adjusted EBITDA 9M18 vs. 9M17



An aerial photograph of a vast, lush green rice paddy field. The field is divided into long, straight rows of rice plants, with a central water channel running through the middle. The horizon is flat, with a line of trees visible in the distance under a clear sky.

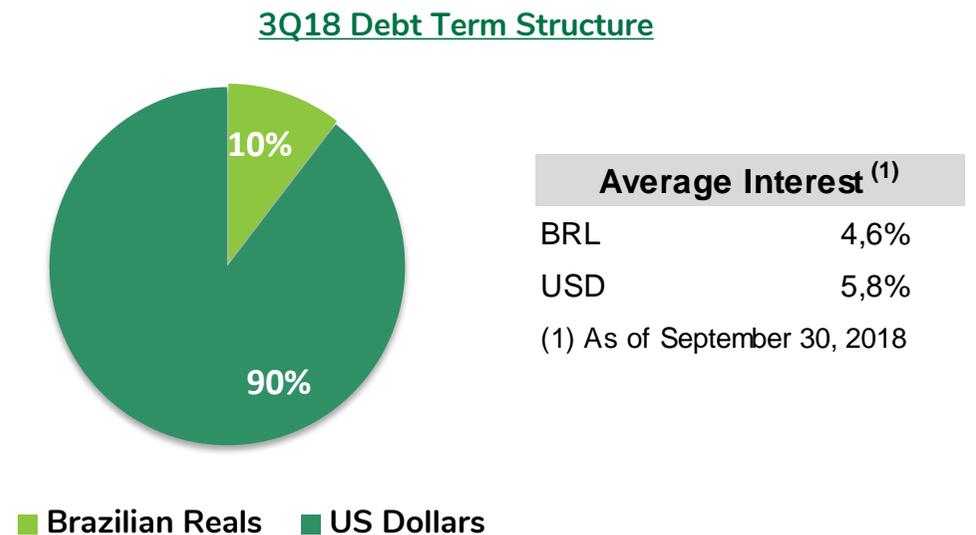
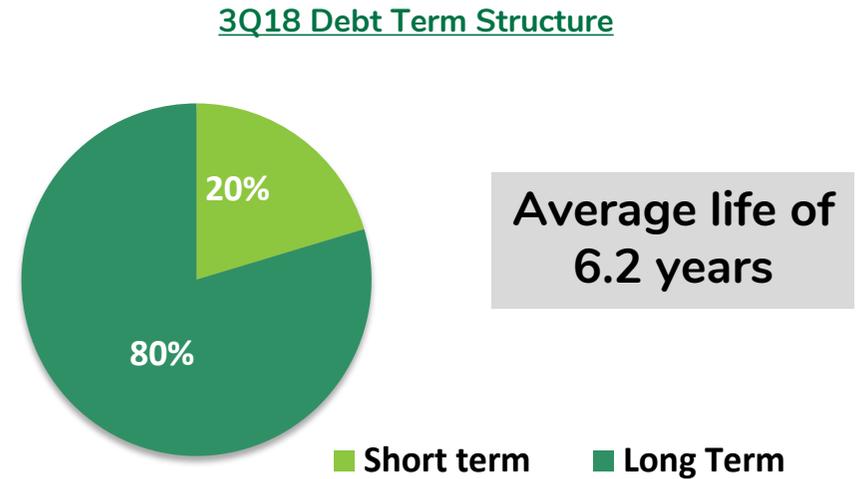
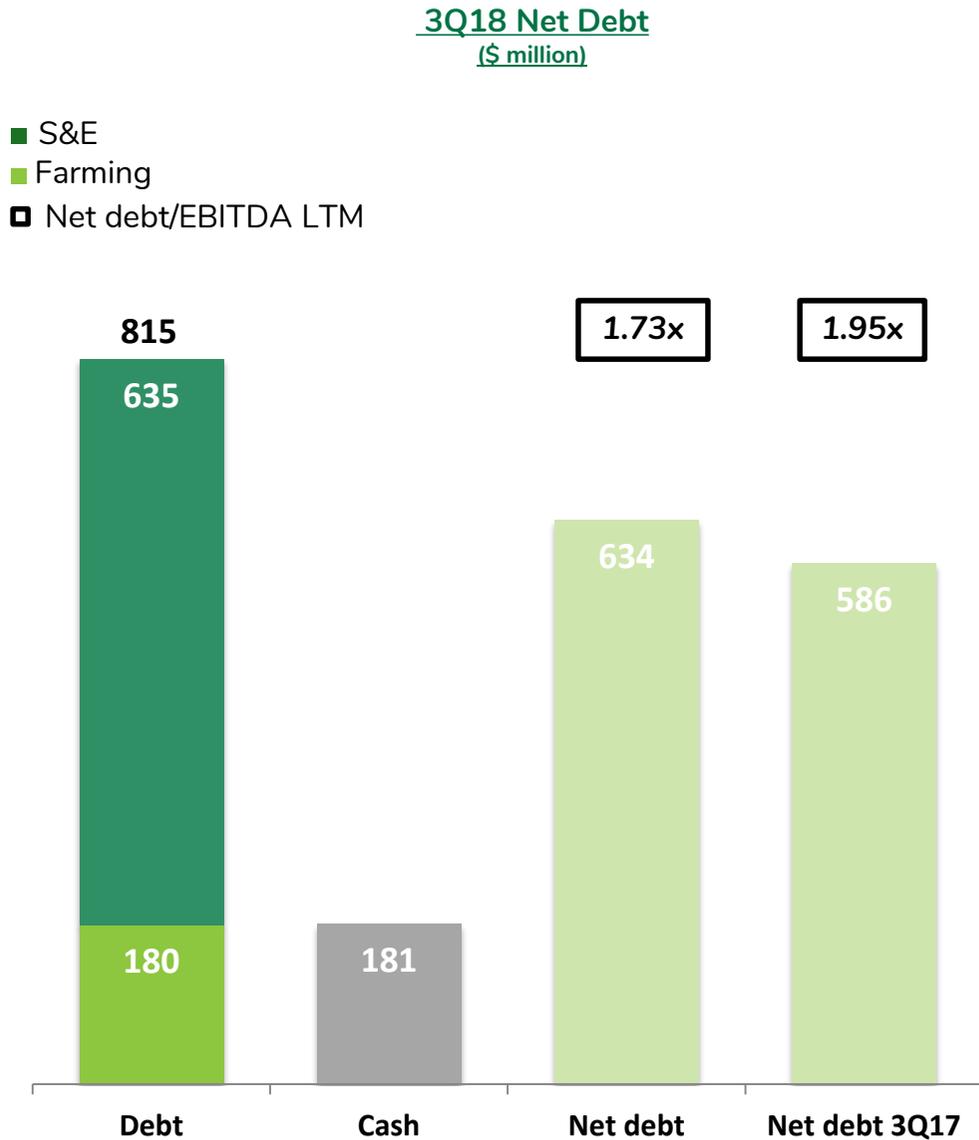
Financial Performance

Consolidated Adjusted EBITDA reached \$279 million in 9M18, 49% higher year-over-year

Area & Production ⁽³⁾	2017	3Q2017	3Q18	Chg%	9M17	9M18	Chg%
Farming Planted Area (hect.) ⁽¹⁾	230.197	227.232	232.796	2,4%	227.232	232.796	2,4%
Sugarcane Planted Area (hect.)	137.697	142.133	151.597	6,7%	142.133	151.597	6,7%
Farming Production (tons)	876.750	804.397	813.874	1,2%	804.397	813.874	1,2%
Sugarcane Crushing (tons)	10.241.803	4.116.044	3.295.659	(20%)	8.040.480	8.611.975	7,1%
Net Sales	2017	3Q2017	3Q18	Chg%	9M17	9M18	Chg%
Farming & Land Transformation	322.559	84.726	74.996	(11,5%)	232.660	228.130	-1,9%
Sugar, Ethanol & Energy	576.232	170.451	127.228	(25,4%)	404.150	328.496	-18,7%
Total	898.791	255.177	202.224	(20,8%)	636.810	556.626	-12,6%
Adjusted EBITDA	2017	3Q2017	3Q18	Chg%	9M17	9M18	Chg%
Farming & Land Transformation	50.656	6.942	20.391	193,7%	37.579	100.422	167,2%
Sugar, Ethanol & Energy	247.301	74.341	63.976	(13,9%)	165.967	192.850	16,2%
Corporate	(21.664)	(5.999)	(4.726)	(21,2%)	(16.329)	(14.686)	-10,1%
Total	276.293	75.284	79.641	5,8%	187.217	278.586	48,8%
Adjusted EBITDA Margin	30,7%	29,5%	39,4%	33,5%	29,4%	50,0%	70,2%

(1) Planted Area for 2017/18 season

Net debt stands at \$634 million as of September, 2018



Thank you!



adecoagro

growing energy

ir.adecoagro.com



@AdecoagroIR

Charlie Boero Hughes - CFO
Email: chboero@adecoagro.com
TEL: +5411 4836 8804

Juan Ignacio Galleano - IRO Email:
jgalleano@adecoagro.com TEL:
+5411 4836 8624