



## 4th Quarter 2017 Earnings Webcast

March 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.*

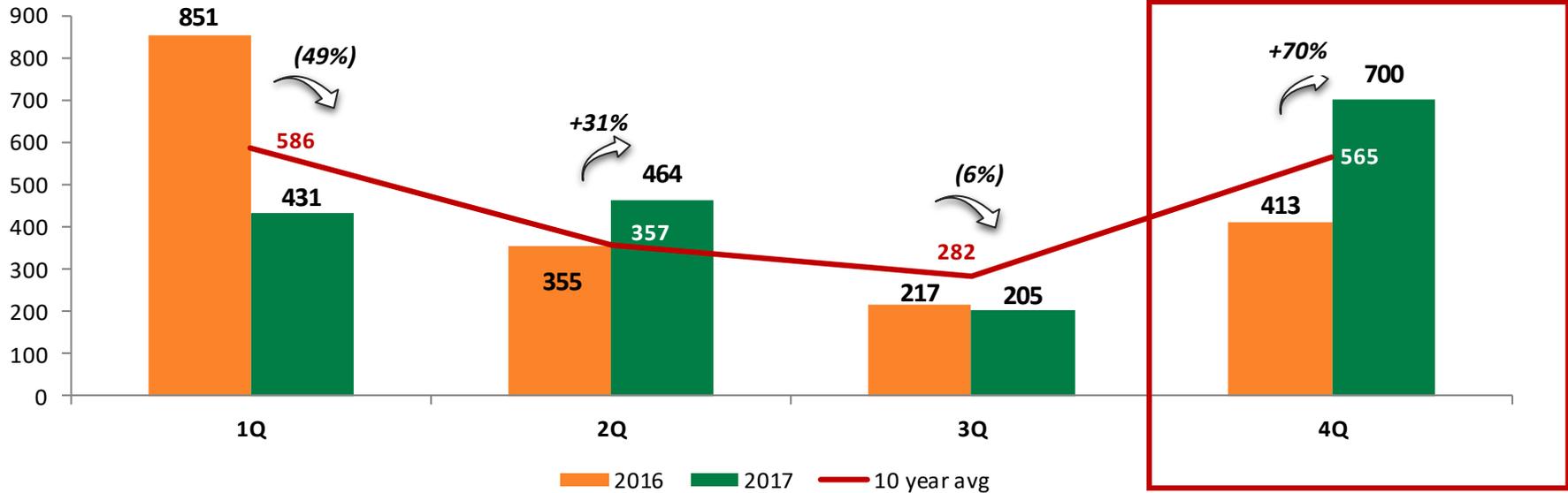
*The forward-looking statements made in this press release related only to events or information as of the date on which the statements are made in this press release. We undertake no obligation to update any forward-looking statements to reflect events or circumstances after the date on which the statements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

# Sugar, Ethanol & Energy Business



Abundant rainfalls during the fourth quarter, resulted in harvest and crushing disruptions

Quarterly Rainfalls in Mato Grosso do Sul (mm)

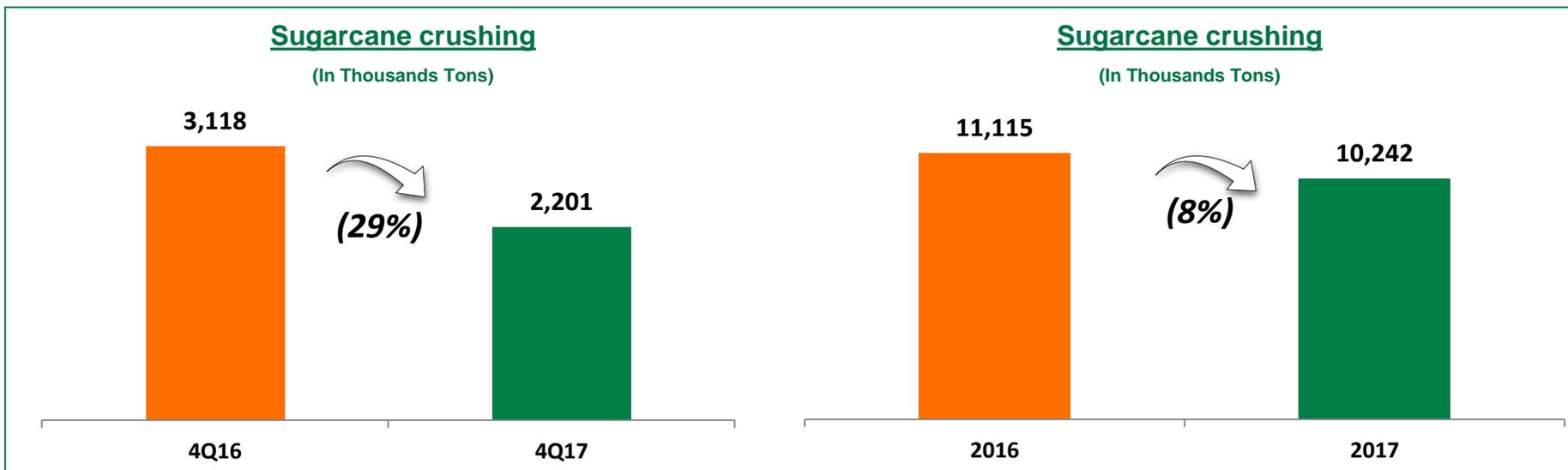




Decrease in sugarcane crushing driven by abundant rainfalls during 4Q17.

Operational Metrics - 4Q17 vs. 4Q16			
Operational Metrics	4Q16	4Q17	% Change
Total Days	91	89	(2%)
Effective Milling Days	66	43	(34%)
Total Crushing (k tons)	3,118	2,201	(29%)
Milling per Day (k tons)	47	51	7%

Operational Metrics - 12M17 vs. 12M16			
Operational Metrics	12M16	12M17	% Change
Total Days	357	351	(1%)
Effective Milling Days	237	206	(13%)
Total Crushing (k tons)	11,115	10,242	(8%)
Milling per Day (k tons)	47	50	6%

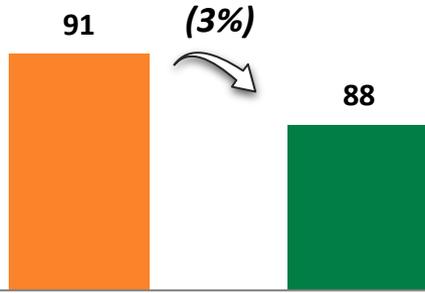




During 2017 we achieved sustainable yields, higher than the region's average

Yield per Hectare

(tons/hectare)

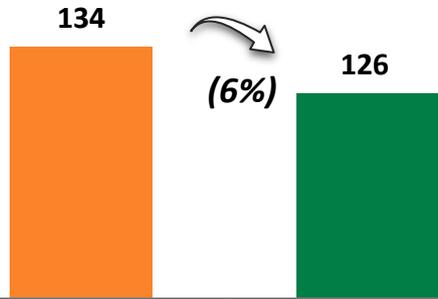


4Q16

4Q17

TRS per Ton

(Kg/ton)

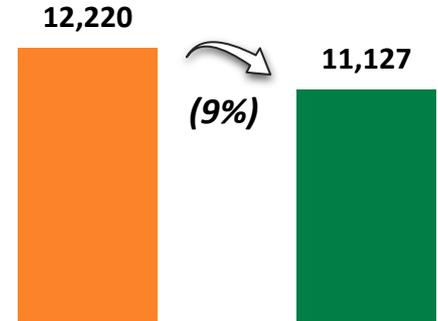


4Q16

4Q17

TRS per Hectare

(kg/hectare)

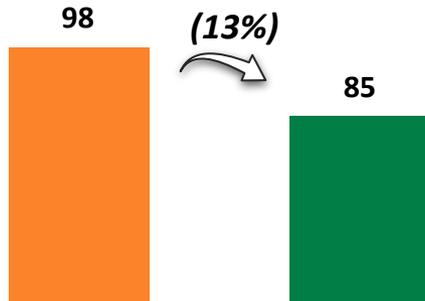


4Q16

4Q17

Yield per Hectare

(tons/hectare)

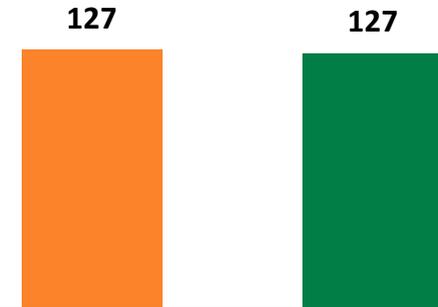


2016

2017

TRS per Ton

(Kg/ton)

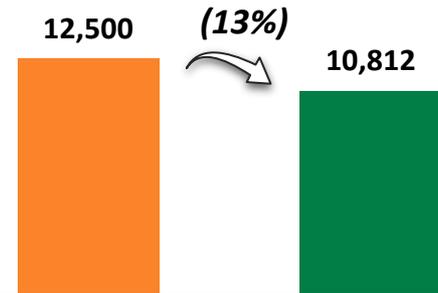


2016

2017

TRS per Hectare

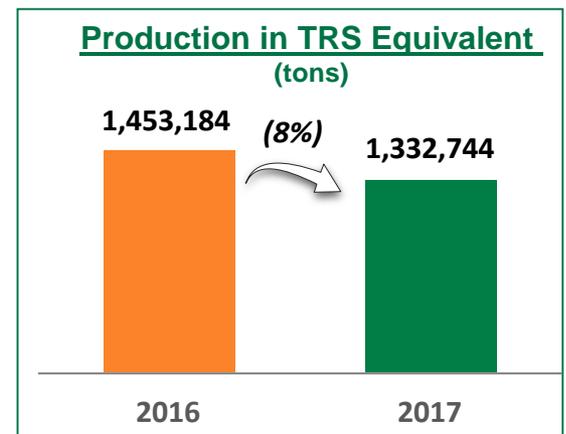
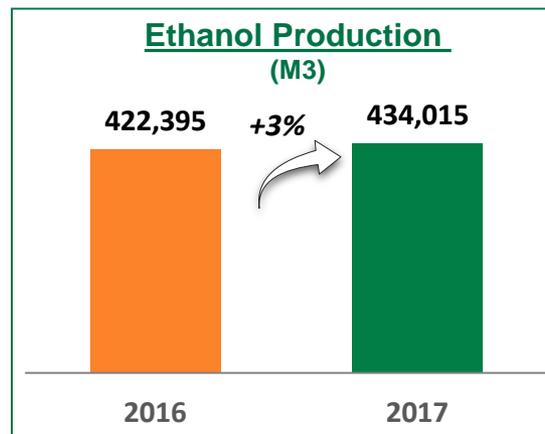
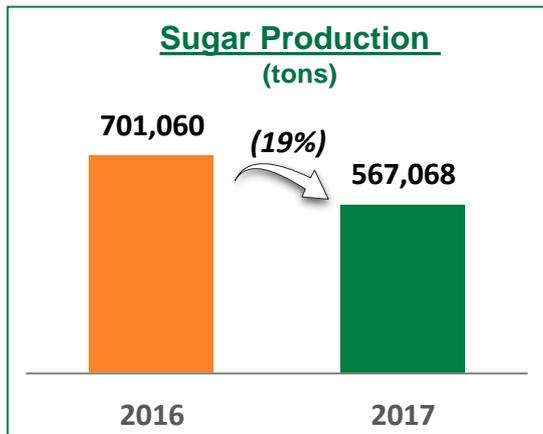
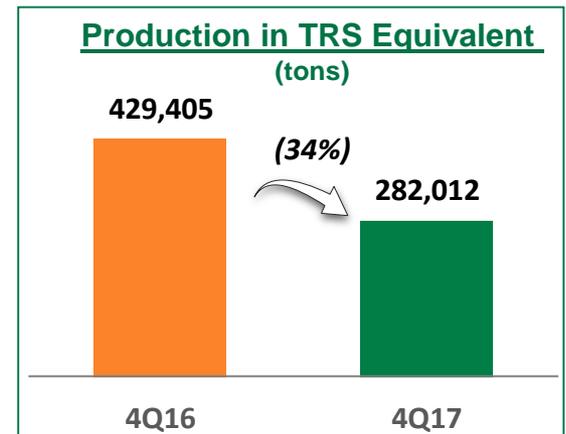
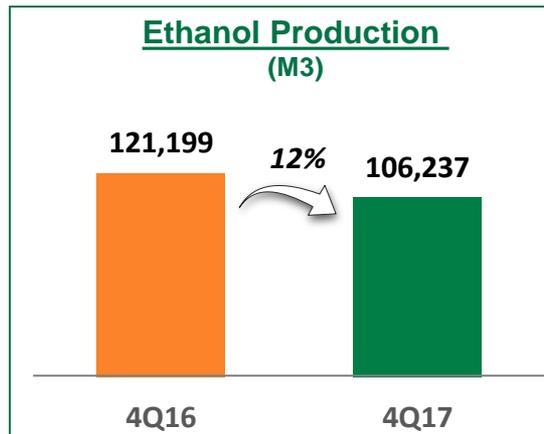
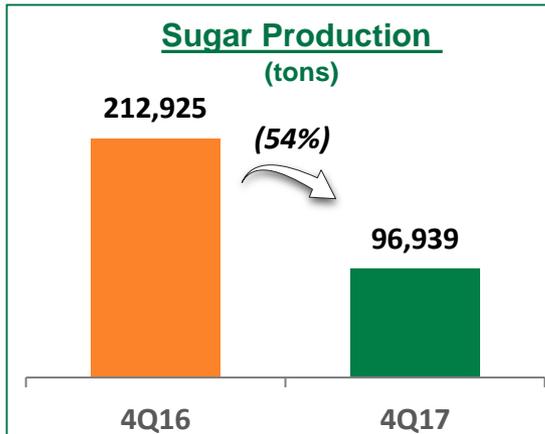
(kg/hectare)



2016

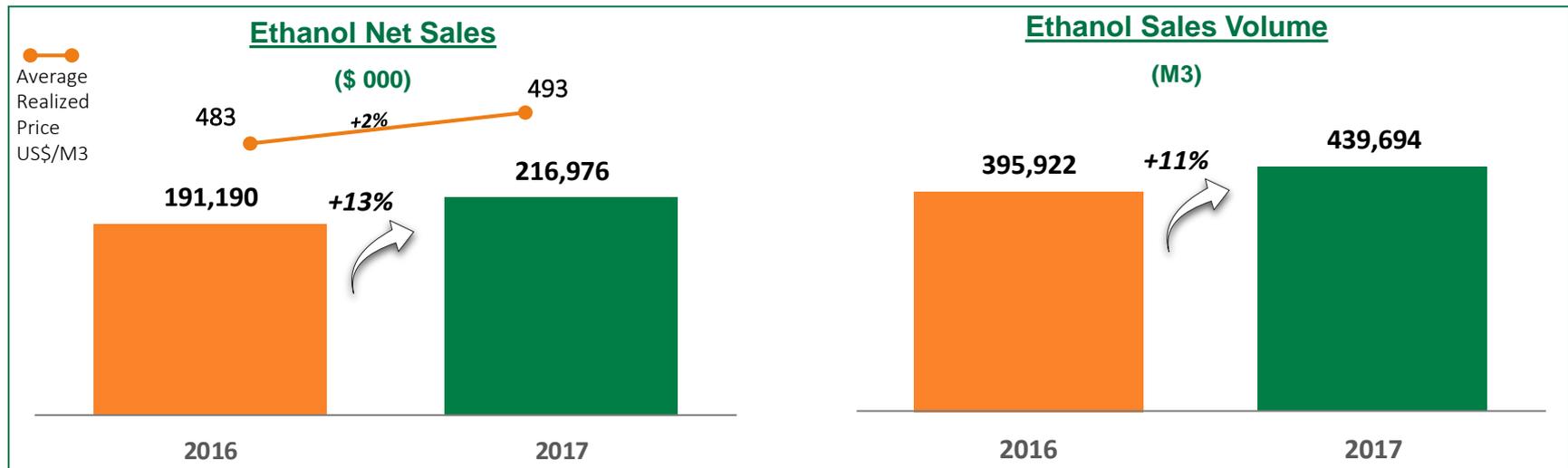
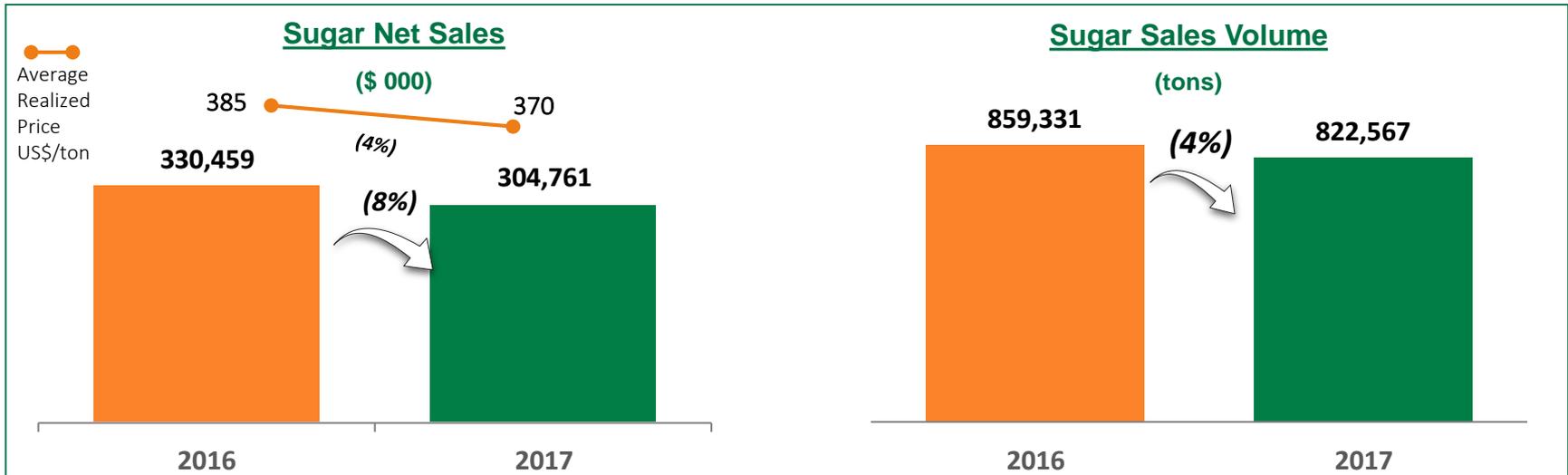
2017

Production was impacted by lower crushing volumes



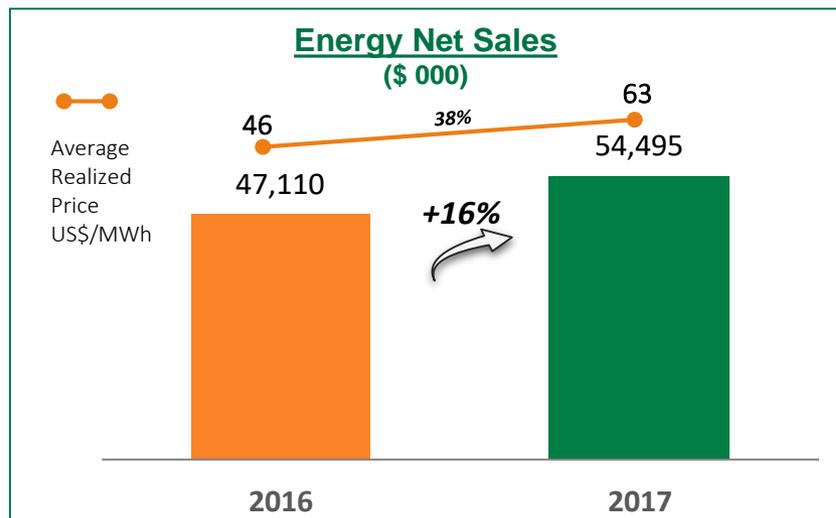
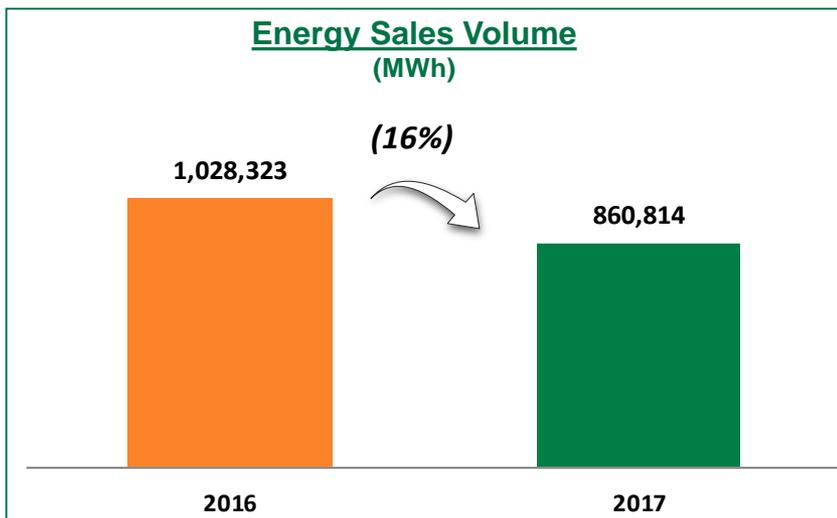
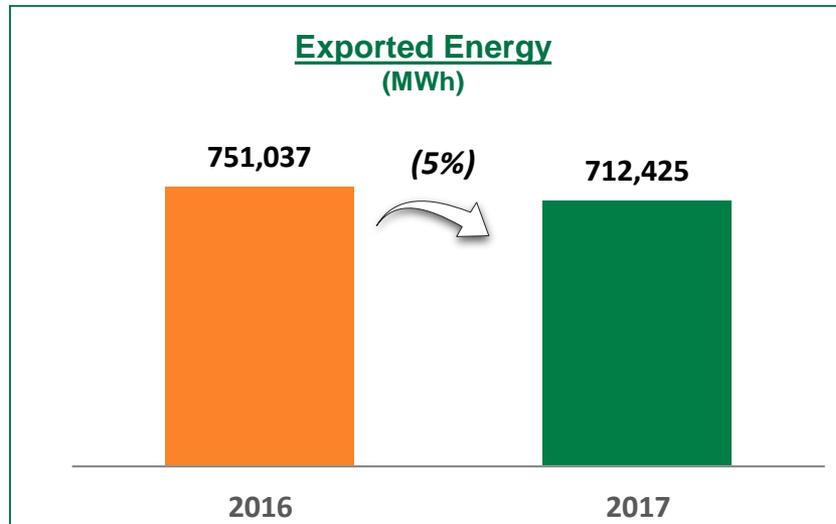
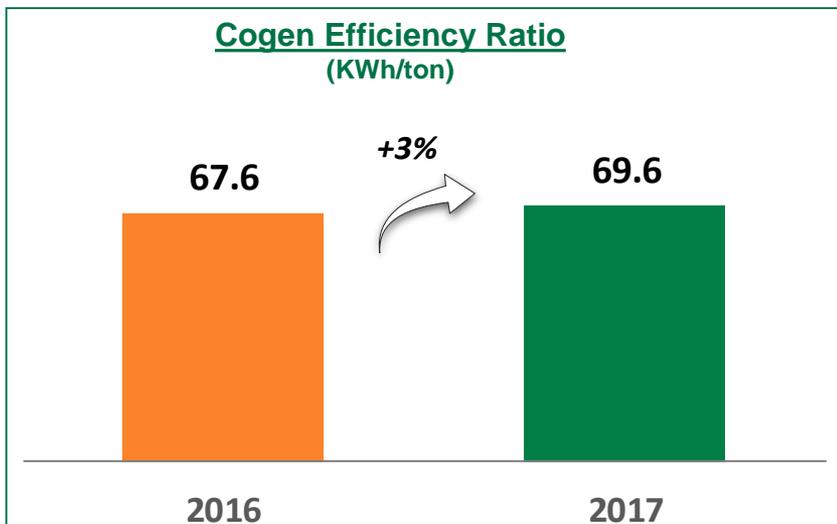


Ethanol sales during 2017 have increased as a result of higher selling volumes and higher realized prices



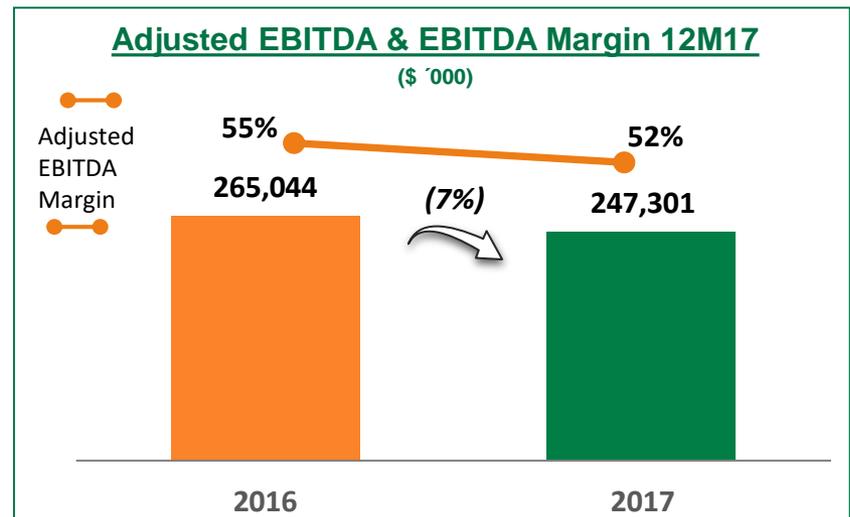
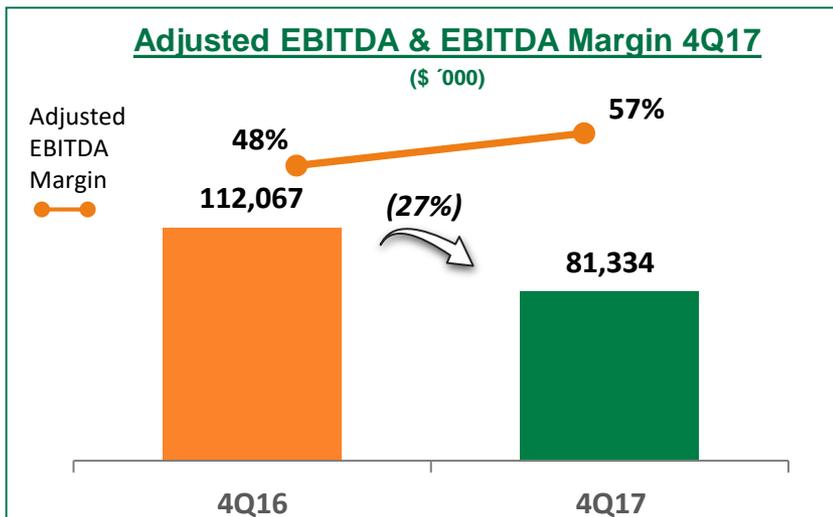
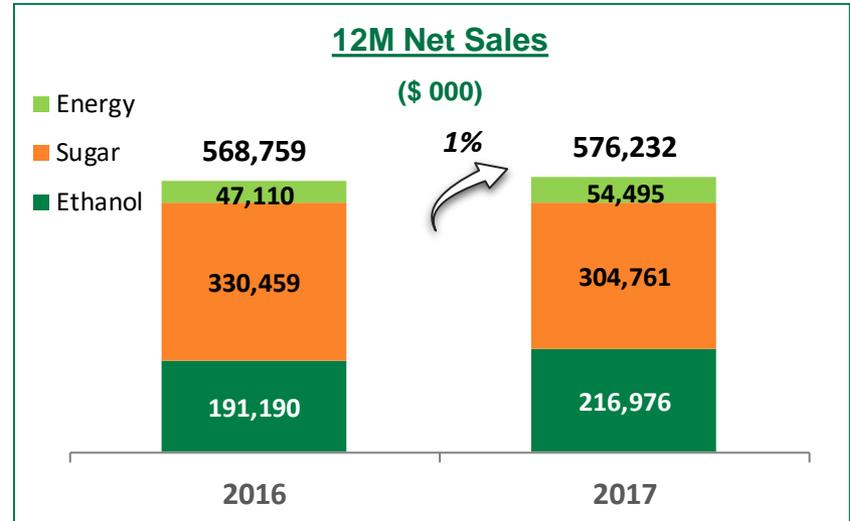
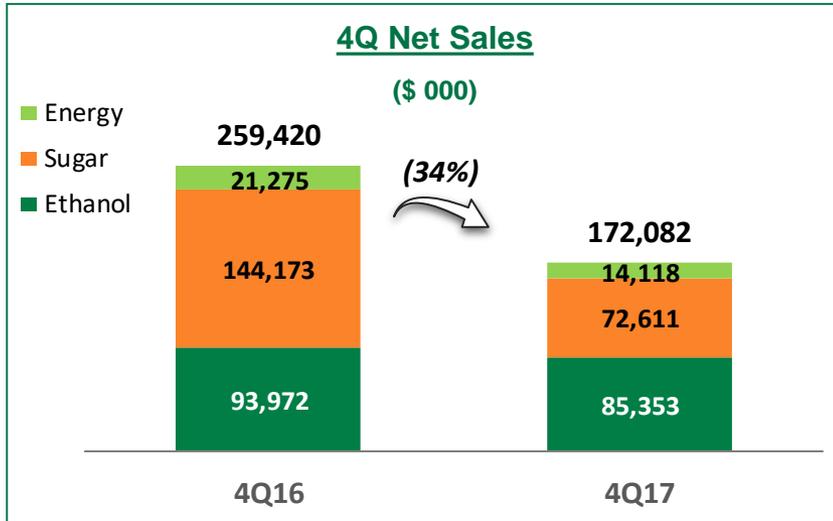


# Energy sales positively contributed to EBITDA generation





# Adj. EBITDA reached \$247 MM in 2017, 7% lower year-over-year



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



## We successfully completed the 2017/18 crop planting plan, with 2% growth year-over-year

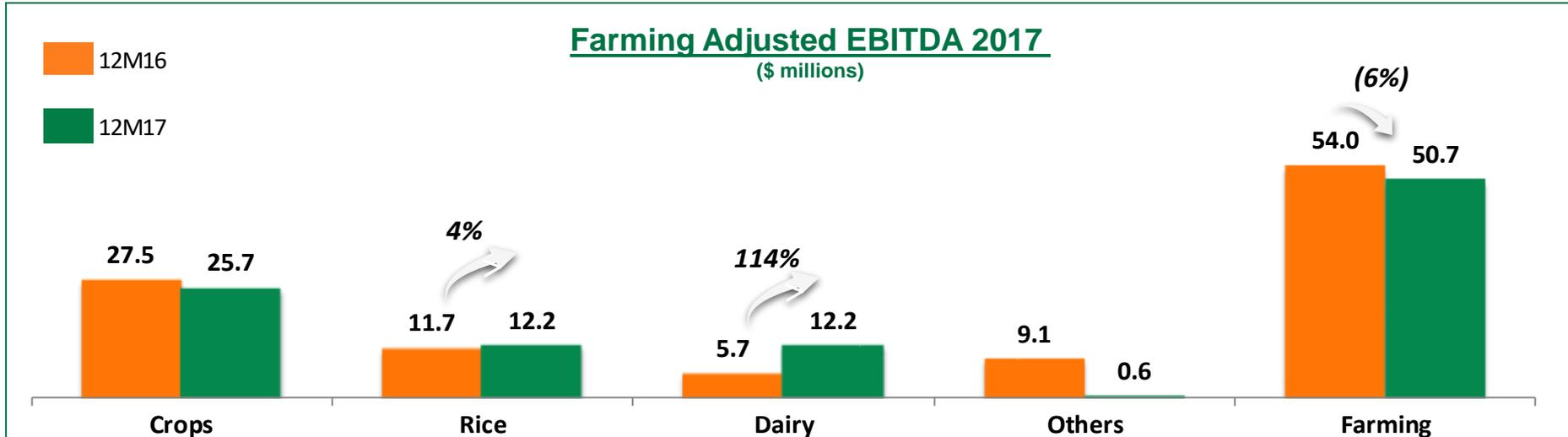
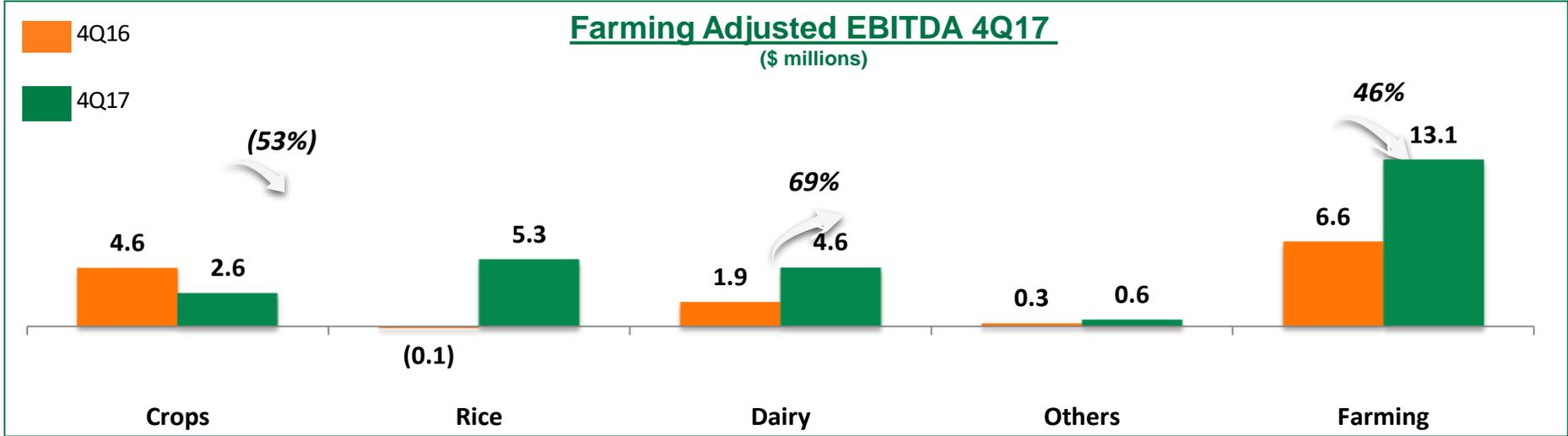
### Farming Production Data

Planting & Production	Planting (hectares)			2017/18 Planting Progress	
	2017/2018	2016/2017	Chg %	Planted	%
Soybean	58,277	55,237	5.5%	58,277	100.0%
Soybean 2 <sup>nd</sup> Crop	22,826	29,197	(21.8%)	22,826	100.0%
Corn <sup>(1)</sup>	54,119	44,630	21%	54,119	100.0%
Corn 2 <sup>nd</sup> Crop	10,847	10,023	8.2%	10,847	100.0%
Wheat <sup>(2)</sup>	36,533	38,009	(3.9%)	36,533	100.0%
Sunflower	2,869	5,413	(47.0%)	2,869	100.0%
Cotton	3,132	2,640	n.a	3,132	100.0%
<b>Total Crops</b>	<b>188,602</b>	<b>185,149</b>	<b>1.9%</b>	<b>188,602</b>	<b>100.0%</b>
Rice	40,279	39,728	1.4%	40,279	100.0%
<b>Total Farming</b>	<b>228,882</b>	<b>224,877</b>	<b>1.8%</b>	<b>228,882</b>	<b>100.0%</b>
Owned Croppable Area	120,918	121,412	(0.4%)		
Leased Area	72,392	64,245	12.7%		
Second Crop Area	35,572	39,220	(9.3%)		
<b>Total Farming Area</b>	<b>228,882</b>	<b>224,877</b>	<b>1.8%</b>		

(1) Includes chia and peanuts

(2) Includes barley.

Adjusted EBITDA during 2017 reached \$50.7 MM, 6% lower year-over-year





# Financial Performance





## Consolidated Adj. EBITDA reached \$276 million in 2017

Area & Production	2012	2013	2014	2015	2016	2017	4Q16	4Q17	Chg%
Farming Planted Area (hect.) <sup>(1)</sup>	232,547	219,305	224,343	210,556	224,877	230,197	224,877	230,197	2.4%
Sugarcane Planted Area (hect.)	85,663	99,409	124,412	129,299	134,591	137,697	134,591	137,697	2.3%
Farming Production (tons) <sup>(2)</sup>	738,847	699,179	848,843	807,535	804,397	876,750	804,397	876,750	9.0%
Sugarcane Crushing (tons)	4,488,935	6,417,951	7,232,827	8,335,448	11,114,509	10,241,803	3,117,916	2,201,322	(29%)
Net Sales	2012	2013	2014	2015	2016	2017	4Q16	4Q17	Chg%
Farming & Land Transformation	322,368	327,163	315,837	273,692	272,543	322,559	59,816	89,899	50.3%
Sugar, Ethanol & Energy	271,447	297,265	378,633	374,978	568,820	576,232	259,420	172,082	(33.7%)
<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>319,236</b>	<b>261,981</b>	<b>(17.9%)</b>
Adjusted EBITDA	2012	2013	2014	2015	2016	2017	4Q16	4Q17	Chg%
Farming & Land Transformation	68,647	88,942	85,234	70,282	53,962	50,656	6,629	13,077	97.3%
Sugar, Ethanol & Energy	97,505	115,239	153,503	167,180	265,044	247,301	112,067	81,334	(27.4%)
Corporate	(25,442)	(23,478)	(23,233)	(21,776)	(20,957)	(21,664)	(4,844)	(5,335)	10.1%
<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>113,852</b>	<b>89,076</b>	<b>(21.8%)</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>35.7%</b>	<b>34.0%</b>	<b>(4.7%)</b>

(1) Planted Area for 2017/18 season

(2) Total Production for the 2016/17 season



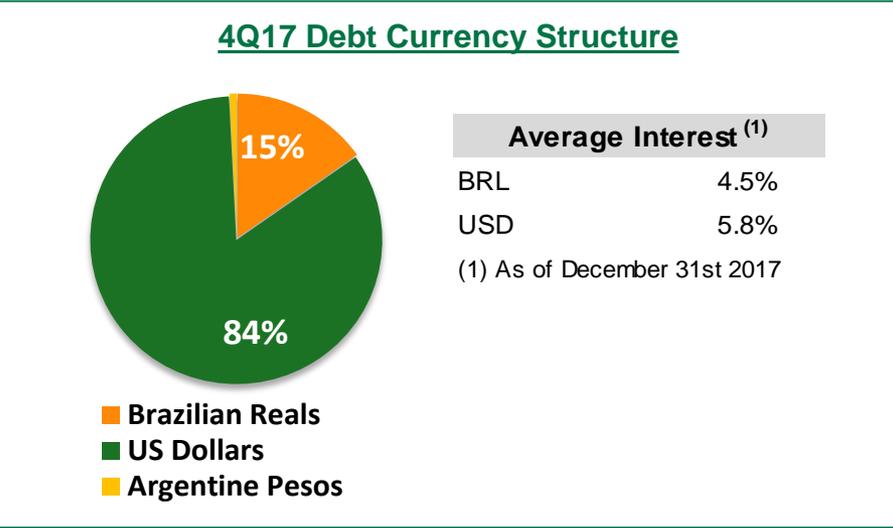
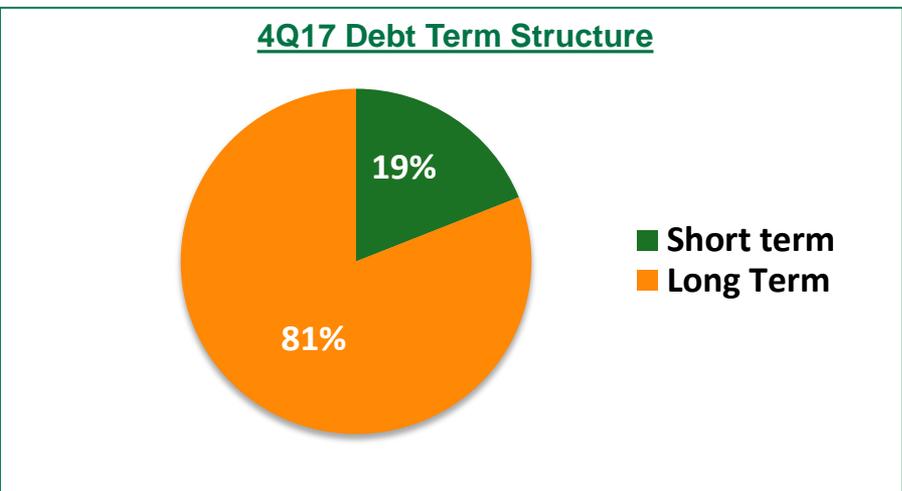
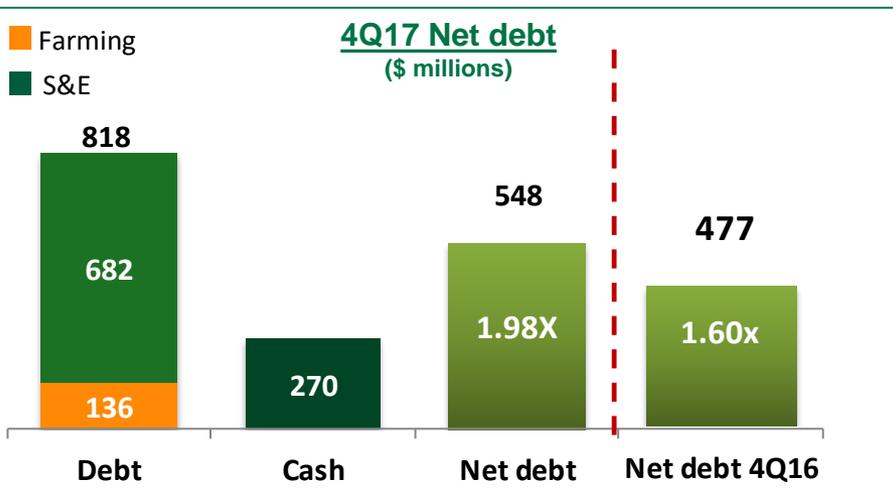
## Adecoagro delivered positive free cash flow in 2017

Free Cash Flow Summary			
<i>\$ thousands</i>	2017	2016	Chg %
Net cash generated from operating activities	237,105	255,401	(7.2%)
Net cash used in investing activities	(188,328)	(122,014)	54.3%
Interest paid	(41,612)	(48,400)	(14.0%)
Proceeds from the sale of minority interest in subsidiaries	-	-	n.a
Expansion Capex reversal	70,804	48,295	46.6%
<b>Free Cash Flow from Operations<sup>(1)</sup></b>	<b>77,969</b>	<b>133,282</b>	<b>(41.5%)</b>
Expansion Capex <sup>(2)</sup>	(70,804)	(48,295)	46.6%
<b>Free Cash Flow<sup>(1)</sup></b>	<b>7,165</b>	<b>84,987</b>	<b>(91.6%)</b>

- ▶ **Free Cash Flow from Operations reached \$78.0 million**
  - ✓ Strong net cash generated from operating activities
  - ✓ Higher Maintenance Capex
- ▶ **Free Cash Flow reached \$7.2 million**
  - ✓ \$70.1 million capital deployment in the execution of our 5 Year Plan



# Net debt stands at \$548 million as of December, 2017



## 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 expected to be concluded by first half of the year.
- ✓ Sugarcane expansión advancing well

### ▶ **Dairy Business**

- ✓ Construction of Free Stall #3 well advanced.
- ✓ We expect to start populating the facility by July. (40% total capacity by the end of the year)

### ▶ **Rice Business**

- ✓ Expect to conclude investments by the first half of the year

### ▶ **Crops Business**

- ✓ Expect to complete the construction of one of the two storage and conditioning facilities by the end of 2018

# Thank you!



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## Investor Relations

Charlie Boero Hughes - CFO

Email: [chboero@adecoagro.com](mailto:chboero@adecoagro.com)

TEL: +5411 4836 8804

Juan Ignacio Galleano - IR Manager

Email: [jgalleano@adecoagro.com](mailto:jgalleano@adecoagro.com)

TEL: +5411 4836 8624