

# Results

1<sup>st</sup> Quarter  
2021/2022 Harvest



# Disclaimer

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- This presentation contains forward-looking statements relating to the business outlook, operating and financial projections, and the growth prospects of São Martinho S.A. These statements merely represent projections and as such are based exclusively on management's expectations about the future of the business.
- Forward-looking statements are no guarantee of performance. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur in the future.
- Investors should understand that general economic conditions, industry conditions, climate and other operating factors could also affect the future results and could cause results to differ materially from those expressed in such forward-looking statements.



# Agenda

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**1. Operational Highlights**

**4. Indebtedness**

**2. Financial Highlights**

**5. Sugar and Ethanol Market**

**3. Cash Cost**

# Operational Highlights

OPERATIONAL DATA	1Q21	1Q22	Chg.(%)
<b>Crushed Sugarcane ('000 tons)</b>	<b>10,020</b>	<b>8,723</b>	<b>-12.9%</b>
Own	6,810	5,866	-13.9%
Third Parties	3,210	2,857	-11.0%
Agricultural Yield (ton/ha)	88.6	75.2	-15.2%
Average TRS (kg/ton)	131.2	135.0	2.9%
<b>Production</b>			
Sugar ('000 tons)	596	545	-8.6%
Ethanol ('000 m³)	406	358	-11.9%
Cogeneration ('000 MWh)	341	303	-11.0%
TRS Produced	1,314	1,178	-10.4%
Mix Sugar - Ethanol	47% - 53%	48% - 52%	

✓ Reduction in volume of crushed sugarcane, due the drier weather since 2020 and throughout 1Q22; and fewer harvest days in the first quarter of the crop year given the later start versus 1Q21, however with average TRS higher by 2.9%

# Financial Highlights

R\$ '000

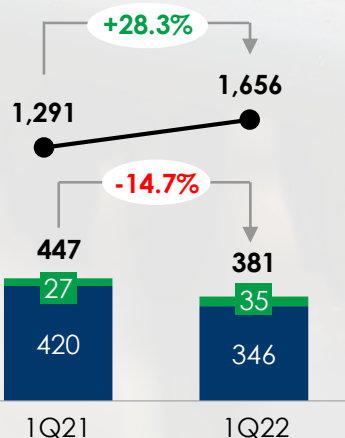
Executive Summary	1Q21	1Q22	Chg. (%)
Net Revenue <sup>1</sup>	1,026,154	1,321,555	28.8%
Adjusted EBITDA	491,443	688,307	40.1%
Adjusted EBITDA Margin	47.9%	52.1%	4.2 p.p.
Adjusted EBIT	184,197	367,356	99.4%
Adjusted EBIT Margin	18.0%	27.8%	9.8 p.p.
Net Income without IFRS 16 effects	123,167	189,709	54.0%
Net Income	115,706	190,091	64.3%
Cash Net Income	147,999	238,406	61.1%
Net Debt / EBITDA	1.47 x	1.02 x	-30.8%
TRS Sold ('000 Tons)	854	732	-14.4%

1- Excludes the Hedge Accounting effect of foreign-denominated debt and PPA USC and includes Financial Income from Real Estate Development

Data do not include the IFRS 16 impacts, except net income

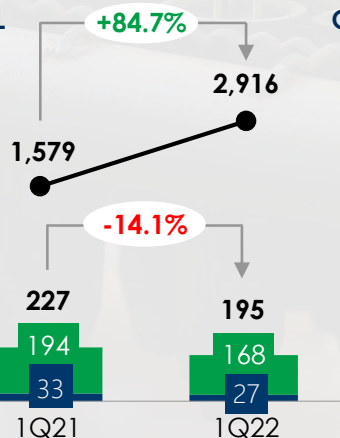
## SUGAR

('000 tons)  
(R\$/ton)



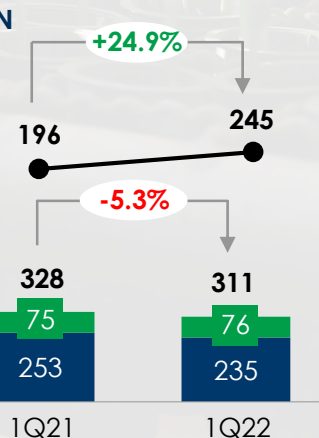
## ETHANOL

('000 m³)  
(R\$/m³)



## COGENERATION

('000 MWh)  
(R\$/MWh)

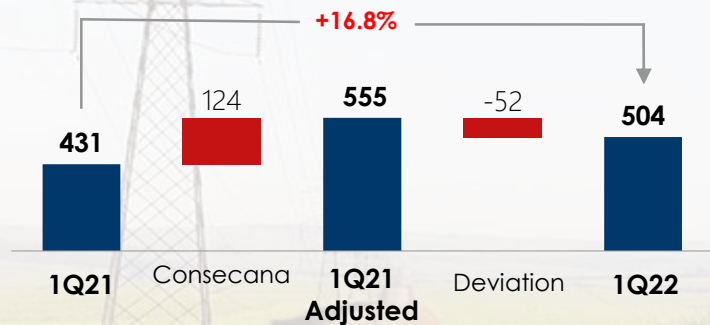


● Average Price  
■ Spot  
■ Contracted



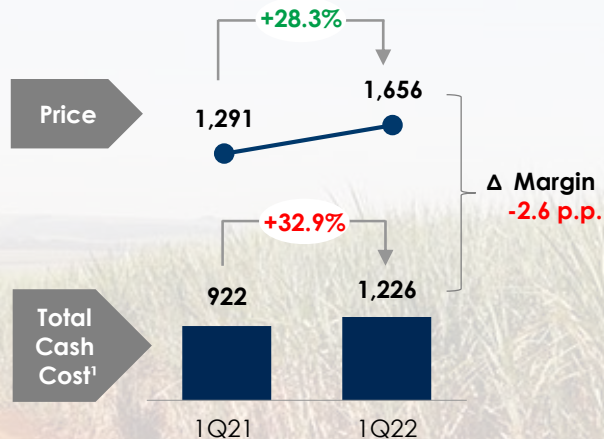
# Cash Cost 1Q22

## CASH COGS – SUGAR AND ETHANOL (R\$ mm)

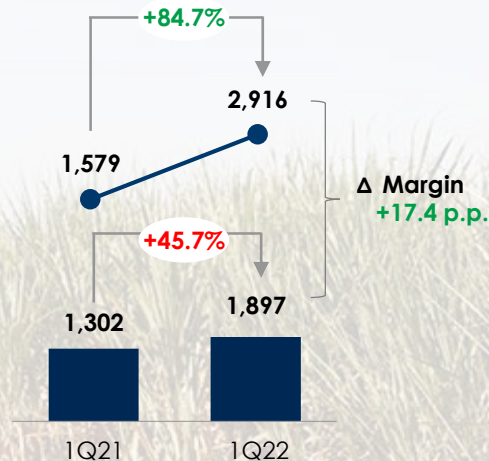


Produced TRS ('000 tons)	1,314	-10.4%	1,178
TRS Sold ('000 tons)	854	-14.4%	732
Unit Cost (COGS / TRS)	650	+5.9%	688

## SUGAR (R\$/ton)



## ETHANOL (R\$/m³)



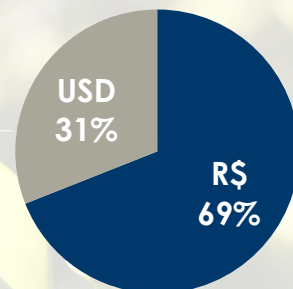
1 - The total cash cost of the products considers: Cash COGS + selling expenses + general and administrative expenses - depreciation / amortization + maintenance capex

# Indebtedness

	Mar/21	Jun/21	Chg.%
R\$ '000			
<b>Gross Debt</b>	<b>4,066,251</b>	<b>3,765,664</b>	<b>-7.4%</b>
Cash and Cash Equivalents	1,364,148	1,337,494	-2.0%
<b>Net Debt</b>	<b>2,702,103</b>	<b>2,428,170</b>	<b>-10.1%</b>
Net Debt / LTM EBITDA - R\$	1.24 x	1.02 x	-17.6%
Net Debt / LTM EBITDA - USD <sup>1</sup>	1.05 x	0.98 x	-6.1%
<b>LTM Adjusted EBITDA</b>	<b>2,187,515</b>	<b>2,384,379</b>	<b>9.0%</b>

1 - LTM EBITDA average daily PTAX: mar/21: R\$ 5.70 and jun/21: R\$ 5.00

Currency – Net debt\*



\*includes swap contracts

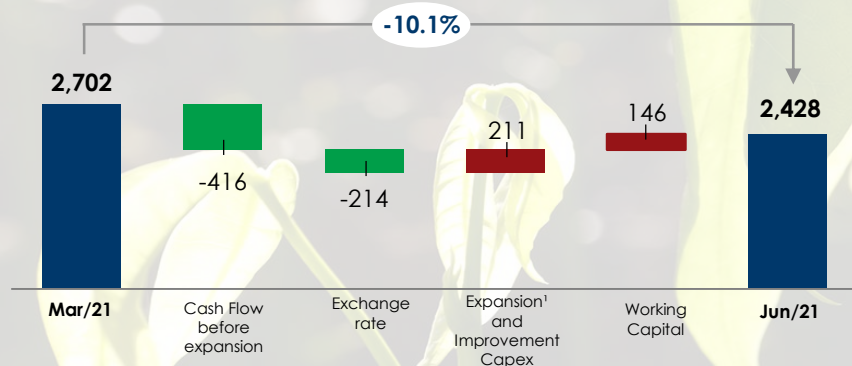
**S&P Global**

**BBB-**  
Investment Grade  
Global Scale

**BrAAA**  
National Scale

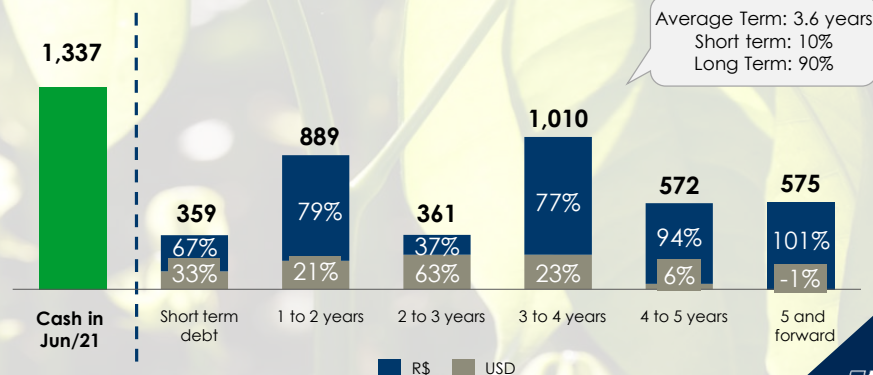
**Debt Evolution**

R\$ - Million



**Debt Schedule**

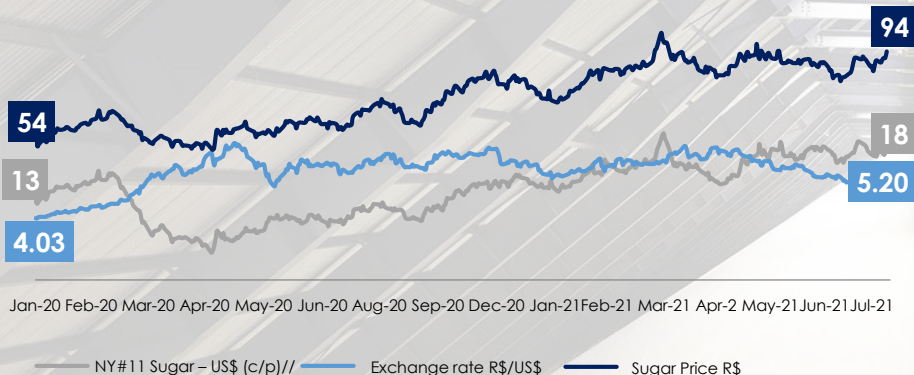
R\$ - Million



1- Includes sale of fixed assets / Others

# Sugar and Ethanol Market

## Sugar Price in BRL



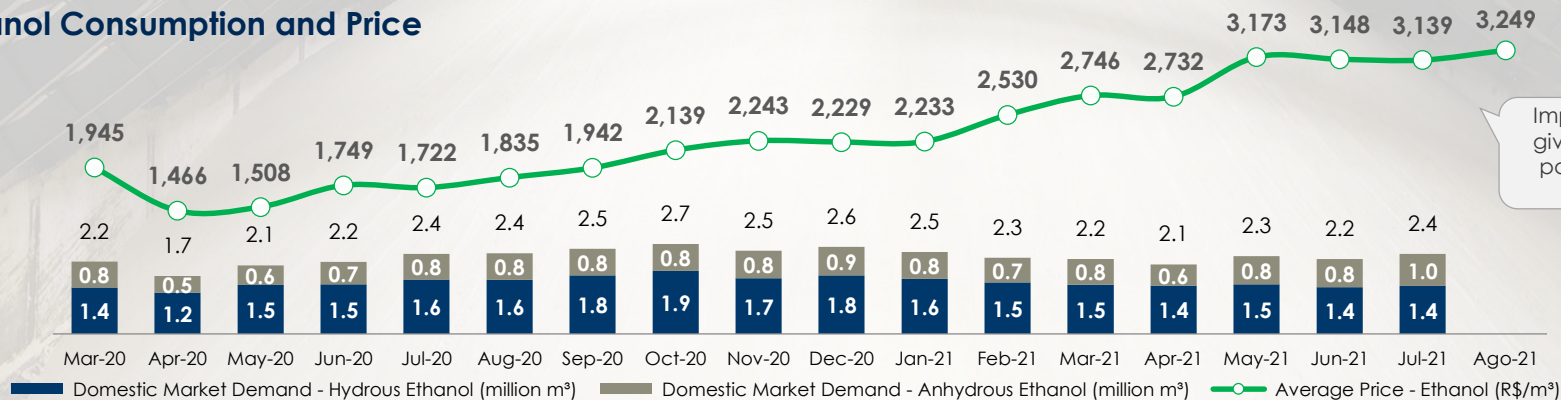
Source: Bloomberg and CEPEA/Esalq

## Hedge Position

	Sugar hedged (tons)	Avg. Price (USD c/p)	Avg. Price (R\$/ton)
<b>21/22 Harvest</b>	<b>712,657</b>	<b>14.14</b>	<b>85% own fixed*</b>
	568,937	14.14	1,655
	143,720	14.14	not hedged
<b>22/23 Harvest</b>	<b>346,117</b>	<b>14.20</b>	
	262,437	14.20	1,831
	83,680	14.20	not hedged

\*Percentage of sugar hedged (own sugarcane equivalent)

## Ethanol Consumption and Price



Important recovery, given the favorable parity in relation to gasoline.



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