

Quarterly information (ITR)
June 30, 2015
with independent auditor's review report on quarterly information

A free translation from Portuguese into English of Independent Auditor's Review Report on individual and consolidated interim accounting information

#### Independent auditor's review report on quarterly information

The Shareholders, Board of Directors and Officers of **São Martinho S.A.**Pradópolis - SP

#### Introduction

We have reviewed the individual and consolidated interim accounting information contained in the Quarterly Information Form (ITR) of São Martinho S.A. for the quarter ended June 30, 2015, which comprise the balance sheet as of June 30, 2015, the related statements of operations and comprehensive income, changes in shareholders' equity and cash flows for the three-month period then ended, including explanatory notes.

Management is responsible for the preparation of the individual and consolidated interim financial information in accordance with CPC 21 (R1) - Interim Financial Reporting and IAS 34 - Interim Financial Reporting, issued by the International Accounting Standards Board (IASB), as well as for the fair presentation of this information in conformity with the standards issued by the Brazilian Securities and Exchange Commission (CVM) applicable to the preparation of Quarterly Information (ITR). Our responsibility is to express a conclusion on this interim accounting information based on our review.

#### Scope of review

We conducted our review in accordance with Brazilian and International Standards on Review Engagements (NBC TR 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity, and ISRE 2410 - Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim accounting information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with auditing standards and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the individual and consolidated interim accounting information included in the quarterly information referred to above is not fairly presented, in all material respects, in accordance with CPC 21 (R1) and IAS 34 applicable to the preparation of the Quarterly Information (ITR), and presented consistently with the standards issued by the Brazilian Securities and Exchange Commission (CVM).

São Martinho S.A.

#### **Emphasis of matter**

#### **Real estate transactions**

As described in Note 25, the Company conducts real estate transactions, which have specific accounting practices in Brazil. Therefore, specifically in relation to real estate transactions, the Company adopted International Financial Reporting Standards (IFRS) applicable to real estate companies in Brazil, edited by the Accounting Pronouncements Committee - CPC, approved by the Brazilian Securities and Exchange Commission (CVM) and by the Federal Accounting Council (CFC), which considers OCPC01 and OCPC04 - Application of Technical Interpretation ICPC02 to the Brazilian Real Estate Development Entities, which deals with the revenue recognition and related costs and expenses resulting from real estate transactions during the course of the work (percentage of completion method - POC). Our report on review of interim financial information does not contain qualification in respect of this matter.

#### Other matters

#### Statements of value added

We also reviewed the individual and consolidated statements of value added for the three-month period ended June 30, 2015, prepared under the responsibility of Company's management, whose presentation in the interim accounting information is required by the standards issued by the Brazilian Securities and Exchange Commission (CVM) applicable to preparation of Quarterly Information (ITR) and considered supplementary information under IFRS, whereby no statement of value added presentation is required. These statements were submitted to the same review procedures previously described and, based on our review, we are not aware of any fact that would make us believe that they were not prepared, in all material respects, in accordance with the overall individual and consolidated interim accounting information.

### **Correspondent financial information**

The accounting correspondent information, related to statements of operations, comprehensive income, changes in equity, cash flow and statements of value added related to the three-month period ended June 30, 2014, presented for comparison purposes, were reviewed by other independent auditors that issued an unqualified review report in August 11, 2014.

Campinas, August 10, 2015.

ERNST & YOUNG Auditores Independentes S.S. CRC 2SP015199/O-6

José Antonio de A. Navarrete Accountant CRC 1SP198698/O-4

Cristiane Cléria S. Hilário Accountant CRC 1SP243766/O-8

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## Balance sheet at June 30 and March 31, 2015

In thousands of reais

|   |         |                    | Company            | (                  | Consolidated       |  |          |                    | Company          | (                  | Consolidated       |
|---|---------|--------------------|--------------------|--------------------|--------------------|--|----------|--------------------|------------------|--------------------|--------------------|
|   |         | June 30,           | March 31,          | June 30,           | March 31,          |  |          | June 30,           | March 31,        | June 30,           | March 31,          |
| ASSETS  | Note    | 2015               | 2015               | 2015               | 2015               | LIABILITIES AND EQUITY                                   | Note     | 2015               | 2015             | 2015               | 2015               |
| CURRENT ACCETC  |         |                    |                    |                    |                    | CURRENT LIA RILITIES                                     |          |                    |                  |                    |                    |
| CURRENT ASSETS  | -       | 015 073            | 000 000            | 1 007 013          | 1 020 112          | CURRENT LIABILITIES                                      | 1.4      | 710 742            | 000.070          | 714 201            | 072 410            |
| Cash and cash equivalents                                   | 5<br>6  | 915.072            | 989.690            | 1.007.813          | 1.020.112          | Loans and financing                                      | 14<br>22 | 710.742            | 868.879          | 714.281            | 872.419<br>232.711 |
| Trade accounts receivable  Derivative financial instruments | 22      | 93.259             | 141.601<br>221.797 | 116.745<br>124.460 | 156.317<br>221.797 | Derivative financial instruments  Trade accounts payable | 22<br>15 | 125.045<br>162.253 | 232.711          | 125.045<br>158.354 | 95.476             |
|   | 7       | 124.460<br>488.716 |                    | 486.982            | 177.443            | • •  | 15<br>16 | 2.040              | 101.866<br>2.040 | 2.040              | 2.040              |
| Inventories Taxes recoverable                               | 8       | 106.074            | 167.121<br>102.213 | 486.982<br>106.877 | 177.443            | Payables to Copersucar Salaries and social contributions | 10       | 104.212            | 83.942           |                    | 84.373             |
| Income and social contribution taxes                        | 8<br>19 | 78.673             | 64.278             | 79.399             | 64.633             | Taxes payable  |          | 9.636              | 83.942<br>11.793 | 104.764<br>13.424  | 13.235             |
| Other assets  | 19      | 13.895             | 6.507              | 13.897             | 6.476              | Income and social contribution taxes                     | 19       | 9.030              | 725              | 1.286              | 1.511              |
| TOTAL CURRENT ASSETS  | -       | 1.820.149          | 1.693.207          | 1.936.173          | 1.749.599          |  | 17       | 67.939             | 67.939           | 67.939             | 67.939             |
| TOTAL CURRENT ASSETS  | -       | 1.820.149          | 1.693.207          | 1.936.173          | 1.749.599          | Dividend payable   | 17       |                    |                  |                    |                    |
|   |         |                    |                    |                    |                    | Advances from customers                                  | 20       | 2.087              | 4.462            | 3.211              | 3.197<br>17.507    |
|   |         |                    |                    |                    |                    | Acquisition of investments                               | 30       | 17.643             | 17.507           | 17.643             |                    |
|   |         |                    |                    |                    |                    | Other liabilities  |          | 15.958             | 23.225           | 23.952             | 29.484             |
| NONCHIPPENT ACCETS  |         |                    |                    |                    |                    | TOTAL CURRENT LIABILITIES                                |          | 1.217.555          | 1.415.089        | 1.231.939          | 1.419.892          |
| NONCURRENT ASSETS   |         | 405                | 470                | 4.000              | F 722              |  |          |                    |                  |                    |                    |
| Short-term investments                                      | 7       | 485<br>46.262      | 478<br>49.607      | 4.998<br>46.262    | 5.723<br>49.607    | NONCURRENT LIABILITIES                                   |          |                    |                  |                    |                    |
| Inventories   | -       |                    |                    |                    |                    |  | 1.4      | 2 502 770          | 2 247 702        | 2 (02 705          | 2 267 660          |
| Related parties   | 9       | 1.246              | 1.280              | -                  | 34                 | Loans and financing                                      | 14       | 2.583.778          | 2.347.783        | 2.602.785          | 2.367.660          |
| Trade accounts receivable                                   | 6       | -                  | 561                | 18.871             | 8.049              | Payables to Copersucar                                   | 16       | 279.777            | 279.584          | 279.777            | 279.584            |
| Receivables from Copersucar                                 | 0       | 1.669              | 1.669              | 1.669              | 1.669              | Taxes in installments                                    | 40       | 16.067             | 16.267           | 16.067             | 16.267             |
| Taxes recoverable   | 8       | 88.485             | 75.712             | 88.606             | 75.860             | Deferred income and social contribution taxes            | 19       | 307.473            | 282.312          | 346.925            | 323.811            |
| Judicial deposits   | 21      | 25.746             | 26.587             | 27.461             | 27.927             | Provision for contingencies                              | 21       | 51.192             | 54.360           | 52.637             | 55.430             |
| Other assets  | -       | 498                | 518                | 498                | 518                | Acquisition of investments                               | 30       | 73.370             | 78.815           | 73.370             | 78.815             |
|   |         | 164.391            | 156.412            | 188.365            | 169.387            | Other liabilities  |          | 11.186             | 10.927           | 11.262             | 11.380             |
|   |         |                    |                    |                    |                    | TOTAL NONCURRENT LIABILITIES                             |          | 3.322.843          | 3.070.048        | 3.382.823          | 3.132.947          |
| Investments   | 10      | 2.311.241          | 2.242.251          | 442.506            | 429.780            | EQUITY   | 17       |                    |                  |                    |                    |
| Biological assets   | 11      | 924.913            | 936.241            | 924.913            | 936.241            | Capital  |          | 812.992            | 812.992          | 812.992            | 812.992            |
| Property, plant and equipment                               | 12      | 1.639.523          | 1.676.831          | 3.344.966          | 3.383.376          | Capital reserve  |          | 9.119              | 9.119            | 9.119              | 9.119              |
| Intangible assets   | 13      | 396.983            | 396.280            | 494.641            | 500.541            | Treasury stock   |          | (6.059)            | (7.375)          | (6.059)            | (7.375)            |
|   | -       | 5.272.660          | 5.251.603          | 5.207.026          | 5.249.938          | Granted stock options                                    |          | 5.488              | 5.079            | 5.488              | 5.079              |
|   |         |                    |                    |                    |                    | Equity adjustments                                       |          | 1.469.669          | 1.405.708        | 1.469.669          | 1.405.708          |
| TOTAL NONCURRENT ASSETS                                     | -       | 5.437.051          | 5.408.015          | 5.395.391          | 5.419.325          | Income reserves  |          | 390.562            | 390.562          | 390.562            | 390.562            |
|   | -       |                    |                    |                    |                    | Retained earnings  |          | 35.031             | -                | 35.031             | -                  |
|   |         |                    |                    |                    |                    | TOTAL EQUITY   |          | 2.716.802          | 2.616.085        | 2.716.802          | 2.616.085          |
|   |         |                    |                    |                    |                    |  |          |                    |                  |                    |                    |
| TOTAL ASSETS  | =       | 7.257.200          | 7.101.222          | 7.331.564          | 7.168.924          | TOTAL LIABILITIES AND EQUITY                             |          | 7.257.200          | 7.101.222        | 7.331.564          | 7.168.924          |

See accompanying notes.

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## **Income statement**

## Quarters ended June 30, 2015 and 2014

|  |          | Company             |                     | Consolidated        |                      |  |
|--|----------|---------------------|---------------------|---------------------|----------------------|--|
|  |          | June 30,            | June 30,            | June 30,            | June 30,             |  |
|  | Note     | 2015                | 2014                | 2015                | 2014                 |  |
|  |          |                     |                     |                     |                      |  |
| Revenues                                     | 25<br>26 | 316,873             | 363,237             | 367,180             | 378,007              |  |
| Cost of sales<br>Gross profit                | 26       | (278,986)<br>37,887 | (269,546)<br>93,691 | (274,101)<br>93,079 | (259,122)<br>118,885 |  |
| dioss profit                                 |          | 37,007              | 93,091              | 93,079              | 110,003              |  |
| Operating income (expenses)                  |          |                     |                     |                     |                      |  |
| Selling expenses                             | 26       | (12,497)            | (16,804)            | (12,863)            | (16,876)             |  |
| General and administrative expenses          | 26       | (28,140)            | (27,872)            | (29,322)            | (28,034)             |  |
| Equity pickup                                | 10       | 68,716              | 41,558              | 12,452              | 17,312               |  |
| Other revenues, net                          |          | 1,143               | 268                 | 1,149               | 641                  |  |
|  |          | 29,222              | (2,850)             | (28,584)            | (26,957)             |  |
| Operating income                             |          | 67,109              | 90,841              | 64,495              | 91,928               |  |
| <b>5</b>                                     | 27       |                     |                     |                     |                      |  |
| Financial income (expenses) Financial income | 27       | 28,282              | 12.662              | 22 100              | 12 177               |  |
| Financial income<br>Financial expenses       |          | 28,282<br>(67,455)  | 12,662<br>(28,906)  | 33,190<br>(68,279)  | 13,177<br>(29,300)   |  |
| Monetary and exchange variation, net         |          | 6,230               | 1,015               | 6,230               | 1,015                |  |
| Derivatives                                  |          | (27,172)            | (5,809)             | (27,172)            | (5,809)              |  |
| Dematives                                    | •        | (60,115)            | (21,038)            | (56,031)            | (20,917)             |  |
|  |          |                     |                     |                     | , ,                  |  |
| Income before income and social              |          |                     |                     |                     |                      |  |
| contribution taxes                           |          | 6,994               | 69,803              | 8,464               | 71,011               |  |
|  |          | 5,55                | 55,555              | <b>5,</b> 15 1      | ,                    |  |
| Income and social contribution taxes         | 19(b)    |                     |                     |                     |                      |  |
| for the year                                 |          | 10,368              | (15,170)            | 8,285               | (16,274)             |  |
| Deferred                                     |          | 10,933              | 6,093               | 11,546              | 5,989                |  |
| Net income for the quarter                   |          | 28,295              | 60,726              | 28,295              | 60,726               |  |
|  |          |                     |                     |                     |                      |  |
| Basic earnings per share (in reais)          | 28       |                     | =                   | 0.2505              | 0.5405               |  |
| Diluted earnings per share (in reais)        | 28       |                     | _                   | 0.2500              | 0.5382               |  |



# Statement of comprehensive income Quarters ended June 30, 2015 and 2014

| Company and Consolidated  | June 30,<br>2015 | June 30,<br>2014 |
|---|------------------|------------------|
| Net income for the quarter  | 28,295           | 60,726           |
| Items that will be subsequently reclassified to profit or loss      |                  |                  |
| Derivative financial instruments:                                   |                  |                  |
| Commodity derivatives - Futures, options and forwards               | (25,008)         | 14,813           |
| Foreign exchange derivatives - Options/ NDFs                        | 45,531           | 10,636           |
| Foreign exchange variations on borrowings - ACCs/PPEs               | 85,328           | 29,633           |
| Swap contracts  | 308              | 361              |
| Deferred taxes on the above items                                   | (36,094)         | (18,848)         |
| Interest in the comprehensive income of jointly controlled entities | _                | 3,704            |
|   | 70,065           | 40,299           |
|   |                  |                  |
| Comprehensive income for the quarter                                | 98,360           | 101,025          |



## Statement of changes in equity at June 30, 2015 and 2014

|   |        |         |                    |                |                    |         |            | Equity a  | adjustments |        |                       |                        |                               |                      |           |
|---|--------|---------|--------------------|----------------|--------------------|---------|------------|-----------|-------------|--------|-----------------------|------------------------|-------------------------------|----------------------|-----------|
|   |        |         |                    |                |                    | E.      | eemed cost | Hedge     | Accounting  |        |                       | Inco                   | ome reserves                  |                      |           |
|   | Note   | Capital | Capital<br>reserve | Treasury stock | Options<br>granted | Own     | Investees' | Own       | Investees'  | Legal  | Capital<br>investment | Additional<br>dividend | Unearned<br>income<br>reserve | Retained<br>earnings | Total     |
| At March 31, 2014   |        | 737.200 | -                  | (11.839)       | 3.605              | 513.013 | 703.701    | (91.814)  | (8.191)     | 31.927 | 190.008               | 8.342                  | -                             | -                    | 2.075.952 |
| Realization of deemed cost surplus                        |        | -       | -                  | -              | -                  | (4.016) | (71)       | -         | -           | -      | -                     | -                      | -                             | 4.087                | -         |
| Gain (loss) on derivative transactions – hedge accounting | 17 (c) | -       | -                  | -              | -                  | -       | -          | 36.595    | 3.704       | -      | -                     | -                      | -                             | -                    | 40.299    |
| Granted stock options                                     |        | -       | -                  | -              | 710                | -       | -          | -         | -           | -      | -                     | -                      | -                             | -                    | 710       |
| Stock options exercised                                   |        | -       | -                  | 648            | (179)              | -       | -          | -         | -           | -      | -                     | -                      | -                             | 198                  | 667       |
| Net income for the quarter                                |        |         | -                  |                |                    |         |            | -         |             |        |                       |                        |                               | 60.726               | 60.726    |
| At June 30, 2014  | 17     | 737.200 | -                  | (11.191)       | 4.136              | 508.997 | 703.630    | (55.219)  | (4.487)     | 31.927 | 190.008               | 8.342                  | -                             | 65.011               | 2.178.354 |
| At March 31, 2015   |        | 812.992 | 9.119              | (7.375)        | 5.079              | 213.472 | 1.505.044  | (312.808) | -           | 46.230 | 251.984               | -                      | 92.348                        | -                    | 2.616.085 |
| Realization of deemed cost surplus                        | 17 (c) | -       | -                  | -              | -                  | (3.118) | (2.986)    | -         | -           | -      | -                     | -                      | -                             | 6.104                | -         |
| Adjustment to deemed cost surplus                         |        | -       | -                  | -              | -                  | 6.186   | (6.186)    | -         | -           | -      | -                     | -                      | -                             | -                    | -         |
| Gain (loss) on derivative transactions – hedge accounting | 17 (c) | -       | -                  | -              | -                  | -       | -          | 70.065    | -           | -      | -                     | -                      | -                             | -                    | 70.065    |
| Granted stock options                                     |        | -       | -                  | -              | 866                | -       | -          | -         | -           | -      | -                     | -                      | -                             | -                    | 866       |
| Stock options exercised                                   | 17 (f) | -       | -                  | 1.316          | (457)              | -       | -          | -         | -           | -      | -                     | -                      | -                             | 632                  | 1.491     |
| Net income for the quarter                                |        |         | -                  |                |                    | -       | -          | -         |             |        |                       |                        |                               | 28.295               | 28.295    |
| At June 30, 2015  | 17     | 812.992 | 9.119              | (6.059)        | 5.488              | 216.540 | 1.495.872  | (242.743) |             | 46.230 | 251.984               |                        | 92.348                        | 35.031               | 2.716.802 |



# Cash flow statements Quarters ended June 30, 2015 and 2014

In thousands of reais

| III triousarius of reals   |          |                       | Company         | Consolidated          |                     |  |  |
|--|----------|-----------------------|-----------------|-----------------------|---------------------|--|--|
|  |          | June 30,              | June 30,        | June 30,              | June 30,            |  |  |
|  | Notes    | 2015                  | 2014            | 2015                  | 2014                |  |  |
| Cash flow from operating activities  |          |                       |                 |                       |                     |  |  |
| Net income for the quarter<br>Adjustments  |          | 28.295                | 60.726          | 28.295                | 60.726              |  |  |
| Depreciation and amortization  | 26       | 34.538                | 28.347          | 35.629                | 28.729              |  |  |
| Harvested biological assets (depreciation)   | 26       | 66.294                | 49.326          | 66.294                | 49.326              |  |  |
| Changes in fair value of biological assets   | 11       | (1.559)               | (1.691)         | (1.559)               | (1.691)             |  |  |
| Amortization of intangible assets  |          | 548                   | -               | 4.906                 | -                   |  |  |
| Equity pickup  | 10       | (68.716)              | (41.558)        | (12.452)              | (17.312)            |  |  |
| (Gain) loss on investment and PP&E disposals   | 12       | 1.306                 | 67              | 1.306                 | 67                  |  |  |
| Interest, monetary and foreign exchange variations, net                                  |          | 58.415                | 27.805          | 57.160                | 28.191              |  |  |
| Derivative financial instruments   | 21       | 33.096<br>286         | 25.101<br>2.186 | 33.096<br>662         | 25.101<br>2.440     |  |  |
| Set-up of provision for contingencies, net Deferred income and social contribution taxes | 19 (b)   | (10.933)              | (6.093)         | (11.546)              | (5.989)             |  |  |
| Present value adjustment and other   | 19 (0)   | 1.693                 | 1.793           | 983                   | 1.793               |  |  |
| rresent varue adjustment and other   | -        | 143.263               | 146.009         | 202.774               | 171.381             |  |  |
|  |          | 145.205               | 146.009         | 202.774               | 1/1.561             |  |  |
| Changes in assets and liabilities  |          | 40.555                | (66.055)        | 24 702                | (74.074)            |  |  |
| Trade accounts receivable  |          | 48.555                | (66.055)        | 21.792                | (74.071)            |  |  |
| Inventories<br>Taxes recoverable   |          | (231.089)<br>(29.262) | (100.667)       | (219.909)<br>(29.597) | (96.988)<br>(8.021) |  |  |
| Short-term investments   |          | (29.202)              | (8.617)         | (29.597)<br>941       | (8.021)             |  |  |
| Other assets   |          | (6.344)               | (2.862)         | (5.424)               | (3.208)             |  |  |
| Trade accounts payable   |          | 64.446                | 63.172          | 63.481                | 63.390              |  |  |
| Salaries and social contributions  |          | 20.270                | 22.593          | 20.391                | 22.593              |  |  |
| Taxes payable  |          | (4.387)               | 7.413           | (1.103)               | 8.147               |  |  |
| Payables to Copersucar   |          | (4.251)               | (1.946)         | (4.251)               | 588                 |  |  |
| Taxes in installments  |          | (241)                 | (479)           | (241)                 | (479)               |  |  |
| Provision for contingencies – settlements  | 21.1     | (4.884)               | (2.726)         | (4.884)               | (2.726)             |  |  |
| Other liabilities  | <u>-</u> | (9.643)               | 1.902           | (2.892)               | 3.151               |  |  |
| Cash generated by (used in) operations   |          | (13.567)              | 57.737          | 41.078                | 83.757              |  |  |
| Payment of interest on loans and financing   |          | (66.304)              | (30.648)        | (66.682)              | (31.022)            |  |  |
| Income and social contribution taxes paid  | <u>-</u> | <u> </u>              |                 | (785)                 | (47)                |  |  |
| Net cash generated by (used in) operating activities                                     | _        | (79.871)              | 27.089          | (26.389)              | 52.688              |  |  |
| Cash flow from investing activities  |          |                       |                 |                       |                     |  |  |
| In investments   | 30       | (7.990)               | (8.072)         | (7.990)               | (4.972)             |  |  |
| Additions to PP&E and intangible assets  |          | (41.488)              | (28.394)        | (41.497)              | (31.577)            |  |  |
| Adições aos ativos biológicos (plantio e tratos)   | 11       | (101.398)             | (55.623)        | (101.398)             | (55.623)            |  |  |
| Capital return   | 12       | 666                   | 246             | 10.382                | 246                 |  |  |
| Net cash used in investing activities  | <u>-</u> | (150.210)             | (91.843)        | (140.503)             | (91.926)            |  |  |
| Cash flows from financing activities   |          |                       |                 |                       |                     |  |  |
| Financing taken out from third parties   |          | 461.966               | 357.199         | 461.966               | 362.199             |  |  |
| Financing repayment – third parties  |          | (307.994)             | (113.112)       | (308.864)             | (113.935)           |  |  |
| Sale of treasury stock   | 17 (f)   | 1.491                 | 665             | 1.491                 | 665                 |  |  |
| Net cash generated by financing activities   | <u>-</u> | 155.463               | 244.752         | 154.593               | 248.929             |  |  |
| Net increase (decrease) in cash and cash equivalents                                     |          | (74.618)              | 179.998         | (12.299)              | 209.691             |  |  |
| Cash and cash equivalents at beginning of period   | _        | 989.690               | 542.917         | 1.020.112             | 551.359             |  |  |
| Cash and cash equivalents at end of period   |          | 915.072               | 722.915         | 1.007.813             | 761.050             |  |  |
|  | -        |                       |                 |                       |                     |  |  |

See accompanying notes.



# Statement of value added Quarters ended June 30, 2015 and 2014

|  |                   | Company          |                   | Consolidated     |
|--|-------------------|------------------|-------------------|------------------|
|  | June 30,          | June 30,         | June 30,          | June 30,         |
|  | 2015              | 2014             | 2015              | 2014             |
|  |                   |                  |                   |                  |
| Revenues Gross sales of goods and products                             | 326,914           | 372,761          | 375,048           | 386,733          |
| Revenue from construction of own assets                                | 119,696           | 57,067           | 119,696           | 57,067           |
| Other revenues   | 315               | 579              | 315               | 579              |
|  | 446,925           | 430,407          | 495,059           | 444,379          |
| Inputs acquired from third parties                                     |                   |                  |                   |                  |
| Cost of sales  | (140,978)         | (149,891)        | (127,797)         | (135,880)        |
| Materials, electric energy, outsourced services and other operating    | (87,691)          | (72,313)         | (93,129)          | (74,869)         |
|  | (228,669)         | (222,204)        | (220,926)         | (210,749)        |
| Gross value added  | 218,256           | 208,203          | 274,133           | 233,630          |
| Depreciation and amortization  | (34,538)          | (28,347)         | (35,629)          | (28,729)         |
| Harvested biological assets (depreciation)                             | (66,294)          | (49,326)         | (66,294)          | (49,326)         |
| Net value added generated by the company                               | 117,424           | 130,530          | 172,210           | 155,575          |
| Transferred value added received                                       |                   |                  |                   |                  |
| Equity pickup<br>Financial income                                      | 68,716<br>278,792 | 41,558<br>52,768 | 12,452<br>283,700 | 17,312<br>53,281 |
| Other  | 278,792<br>870    | (203)            | 283,700<br>870    | 55,261<br>175    |
| Total value added to be distributed                                    | 465,802           | 224,653          | 469,232           | 226,343          |
| Distribution of value added  |                   |                  | :                 |                  |
| Personnel and charges  |                   |                  |                   |                  |
| Direct compensation  | 78,468            | 53,700           | 78,647            | 53,700           |
| Benefits   | 20,914            | 12,004           | 20,966            | 12,004           |
| Unemployment Compensation Fund (FGTS)                                  | 7,157             | 3,993            | 7,161             | 3,993            |
| Key management personnel compensation Taxes, charges and contributions | 3,630             | 3,250            | 3,933             | 3,250            |
| Federal  | (14,067)          | 15,283           | (11,154)          | 17,452           |
| State  | 454               | 227              | 518               | 227              |
| Local  | 88                | 307              | 89                | 307              |
| Lenders<br>Interest  | 63,565            | 26,225           | 64,388            | 26,617           |
| Leases   | 1,276             | 1,107            | 366               | 236              |
| Exchange variation   | 163.057           | 20,960           | 163,057           | 20.960           |
| Other  | 112,965           | 26,871           | 112,966           | 26,871           |
| Retained profit for the period   | 28,295            | 60,726.00        | 28,295            | 60,726.00        |
| Total value added distributed  | 465,802           | 224,653          | 469,232           | 226,343          |



In thousands of reais, unless otherwise stated

#### 1. Operations

A São Martinho S.A. (the "Company"), is a listed corporation headquartered in Pradópolis, State of São Paulo, and registered with the São Paulo Futures, Commodities and Securities Exchange - BM&BOVESPA S.A. - ("BM&BOVESPA"). The Company, its subsidiaries and jointly controlled subsidiaries (together, the "Group") are primarily engaged in planting sugar cane and producing and selling sugar, ethanol and other sugar cane products; cogenerating electricity; development of real estate ventures; agricultural production; import and export of goods, products and raw materials, and investment in other companies.

Approximately 60% of the sugar cane used in the production of the goods derives from the Company's own plantations, from shareholders, related companies and agricultural partnerships, and the remaining 40% from third-party suppliers. Sugar alcohol business is subject to seasonal trends based on the sugarcane growing cycle in the South and Central region of Brazil. The annual sugarcane crop period in the South and Central region of Brazil typically begins in April and ends in December. This creates fluctuations in the Company's inventories. Raw material supply can suffer from the impact of adverse climate conditions. Sugar cane requires an 18-month period for maturing and the beginning of the harvest. The harvest generally takes place between April and December, which is also the period when sugar and ethanol are produced and electricity is cogenerated.

The Company is a subsidiary of the holding company LJN Participações S.A. ("LJN"), which has controlling interest of 55.96% in its voting capital. In turn, the owners of LJN are the family holding companies: Luiz Ometto Participações S.A., João Ometto Participações S.A. and Nelson Ometto Participações Ltda.

During the preceding year, the Company acquired controlling interest in Santa Cruz S.A. - Açúcar e Álcool ("SC"), and disposed of all its equity investment in Agro Pecuária Boa Vista S.A. ("ABV"), as described in Note 10.

The abovementioned transactions have a significant effect on comparability of the current period results with those of the prior period.

Issue of this quarterly information was approved by the Company's Board of Directors on August 10, 2015.



In thousands of reais, unless otherwise stated

### 2. Summary of significant accounting practices

### 2.1 Statement of compliance and basis of preparation

The interim financial information contained in this individual and consolidated quarterly information was prepared in accordance with Brazilian Financial Accounting Standards Board (CPC) technical pronouncement CPC 21 (R1) – Interim Financial Reporting, and with International Accounting Standard (IAS) 34 - Interim Financial Reporting, issued by the International Accounting Standards Board (IASB), and is presented in line with the rules issued by the Brazilian Securities and Exchange Commission (CVM) applicable to the preparation of Quarterly Information (ITR).

Specifically, the consolidated quarterly information also includes real estate companies, whose accounting practices are in accordance with the International Financial Reporting Standards (IFRS) applicable to real estate development entities in Brazil, including CPC Guidance OCPC 04 – Application of Technical Interpretation ICPC 02 to Brazilian real estate development entities, in connection with revenue recognition in this industry, and involves matters related to the meaning and application of the concept of continuous transfer of risks and rewards of real estate units.

This interim financial information was prepared under principles, practices and criteria in line with those adopted in the preparation of the annual financial statements as of March 31, 2015. Accordingly, this Quarterly Information (ITR) shall be read in conjunction with the referred to financial statements, approved by the Board of Directors on June 22, 2015, and filed with the CVM on the same date. The referred to financial statements were also approved in Special General Shareholders' Meetings held on July 31, 2015.

Until December 31, 2013, practices applicable to individual quarterly information had differed from the IFRS solely with respect to the measurement of investments in subsidiaries, affiliates and jointly controlled entities under the equity method, whereas such investments would be measured at cost or fair value for IFRS purposes.

After issuance of the revised international accounting standard IAS 27 (Separate Financial Statements) by the IASB in 2014, entities are now allowed to use the equity method to account for their investments in subsidiaries, affiliates and jointly controlled entities in their separate financial statements prepared under IFRS. In December 2014,



In thousands of reais, unless otherwise stated

the Brazilian securities regulator issued CVM Rule No. 733/2014 to approve the Document for Revision of Accounting Pronouncements CPC 18, CPC 35 and CPC 37 issued by the CPC so as to include said revision to IAS 27, and to allow their adoption for annual periods ended on or after December 31, 2014. Accordingly, the Company's quarterly information started to be prepared under IFRS as from the year ended March 31, 2015.

The quarterly information was prepared under the historical cost convention, except for certain derivative financial instruments and biological assets, measured at fair value.

Significant accounting practices adopted by the Company are described in the specific notes to this quarterly information related to the items reported, and those generally applicable, in different respects, to the quarterly information, are described as follows.

#### 2.2 Basis of consolidation and investments in subsidiaries

Subsidiaries are all companies controlled by the Company, fully consolidated from the date on which control is transferred to the Company. Consolidation is ceased as from the date the Company loses control of the investee.

Consolidated balances in the quarterly information for the period ended June 30, 2015 includes the following subsidiaries:



In thousands of reais, unless otherwise stated

| Company  | Interest held   | Core business   |
|--|---|---|
| Vale do Mogi Empreendimentos<br>Imobiliários S.A. ("Vale do Mogi")   | 100%  | Development of land by means of tenancy, agricultural partnerships, lease and sale of properties. |
| São Martinho Energia S.A. ("SME")  | 100%  | Cogeneration of electricity.  |
| Companhia Bioenergética Santa<br>Cruz 1 ("Bio")  | 100%  | Cogeneration of electricity.  |
| Vale do Piracicaba S.A. ("Vale do<br>Piracicaba")  | 100%  | Holding equity interest in entities.  |
| SPE - Residencial Recanto das<br>Paineiras Empreendimentos<br>Imobiliários Ltda. ("Paineiras") –<br>subsidiary of Vale do Mogi | 100%<br>(direct interest<br>0.01% and<br>indirect interest<br>99.99%) | Real estate development ventures.   |
| SPE - Park Empresarial Iracemápolis<br>Ltda. ("Park") – subsidiary of Vale do<br>Mogi  | 100%<br>(direct interest<br>0.01% and<br>indirect interest<br>99.99%) | Real estate development ventures.   |
| SPE - Residencial Limeira Ltda.<br>("Limeira") – subsidiary of Vale do<br>Mogi   | 100%<br>(direct interest<br>0.01% and<br>indirect interest<br>99.99%) | Real estate development ventures.   |
| SPE - Residencial Pradópolis Ltda<br>subsidiary of Vale do Mogi  | 100%<br>(direct interest<br>0.01% and<br>indirect interest<br>99.99%) | Real estate development ventures.   |
| São Martinho Logística e<br>Participações S.A.   | 100%<br>(direct interest<br>0.01% and<br>indirect interest<br>99.99%) | Storage of products in general.   |

Contractual investment arrangements whereby two or more parties have joint control of the venture are classified as jointly controlled operations or *joint ventures*, according to rights and obligations of the parties thereto. These investments are accounted for under the equity method.

At June 30, 2015, the Company had the following jointly controlled entities:



In thousands of reais, unless otherwise stated

| Company  | Interest held | Core business   |
|--|---------------|---|
| Jointly controlled entities - direct:                |               |   |
| Nova Fronteira Bioenergia S.A. ("NF")                | 50.95%        | Holding interests in other entities in the sugar-energy industry.   |
| SMA Indústria Química S.A. ("SMA")                   | 50%           | Production of renewable high performance chemical products.   |
| Usina Santa Luiza S.A. ("USL")                       | 66.67%        | Storage services.   |
| Jointly controlled entities - indirect:              |               |   |
| Usina Boa Vista S.A. ("UBV") – subsidiary of NF      | 50.95%        | Agribusiness activities: industrial processing of sugar cane (own and third party production), manufacture of ethanol and its byproducts cogeneration of electricity and agriculture. |
| SMBJ Agroindustrial S.A. ("SMBJ") – subsidiary of NF | 50.95%        | Agriculture.  |

### 2.3 Functional and reporting currency

The quarterly information is presented in Real (R\$), which is the currency of the primary economic environment in which the Company operates ("the functional currency").

### 2.4 Foreign currency translation

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the corresponding transaction dates. Foreign exchange gains and losses resulting from the settlement of such transactions and from translation of monetary assets and liabilities denominated in foreign currency are recognized in profit or loss for the year, except when deferred in equity as qualifying cash flow hedges.

### 2.5 Financial instruments

#### (i) Financial Assets

The Company's financial assets are classified as (i) financial assets at fair value through profit or loss, or (ii) loans and receivables. Measurement of financial assets depends on their classification.



In thousands of reais, unless otherwise stated

### a) Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are financial assets held for trading. These assets are accounted for at fair value and transaction costs are charged to profit or loss.

### b) Loans and receivables

These include cash and cash equivalents, trade accounts receivable and other receivables ("transactions with related parties"). Loans and receivables are measured at amortized cost under the effective interest rate method, less any impairment loss.

### c) Impairment of financial assets

The Group assesses, at the end of each reporting period, whether there is any objective evidence that a financial asset is impaired as a result of one or more events that occurred after the initial recognition of the asset (a "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset that can be reliably estimated.

#### (ii) Financial Liabilities

The Company's financial liabilities include trade accounts payable, borrowings, related parties and other payables, which are classified as borrowings. After initial recognition, loans and financing are measured at amortized cost using the effective interest method. Gains and losses are recognized in the income statement when the liabilities are derecognized, as well as through the amortization process by the effective interest method.

#### (iii) Derivative financial instruments

Derivatives are measured at fair value, with gains and losses recognized in profit or loss, unless hedge accounting is applied.

When hedge accounting is applied, the Company documents, at inception, the relationship between the hedging instrument and the hedged item as well as its risk management objective and strategy for undertaking the hedging transaction.



In thousands of reais, unless otherwise stated

The effective portion of changes in fair value of derivatives designated as cash flow hedges is classified as "Equity adjustments" in equity. The ineffective portion of such changes is recorded as "Financial income (expenses)" in profit or loss for the year. The amounts accumulated in equity are reclassified to profit or loss for the periods when the hedged item affects profit or loss, and the related effects are recognized as "Net revenue from sales", in order to minimize undesired changes in the hedged item.

#### 2.6 Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Operating lease payments (net of any incentives received from the lessor) are charged to the income statement on a straight-line basis over the lease term.

### 3. Standards, revised standards and interpretations of standards not yet in force

The following new or revised standards are not yet effective for the period ended June 30, 2015:

| Standard  | Requirement  | Impact on Financial Statements                          |
|---|--|---|
| IFRS 9 - Financial instruments:                 | This standard ultimately refers to replacement of IAS 39. The major changes provided for therein are: (i) all financial assets are initially measured at fair value; (ii) the standard divides all financial assets into two classifications: those measured at amortized cost and those measured at fair value; and (iii) the concept of embedded derivatives no longer exists. | Management is evaluating the impacts from its adoption. |
| IFRS 15 – Revenue from Contracts with Customers | The main purpose is to provide clear principles for revenue recognition and streamline the process of preparation of the financial statements.   | Management is evaluating the impacts from its adoption. |



In thousands of reais, unless otherwise stated

| Standard  | Requirement  | Impact on Financial Statements  |
|---|--|---|
| Amendment to IAS 16 and IAS 38 -<br>Clarification of Acceptable<br>Methods of Depreciation and<br>Amortization and IAS 41 -<br>Agriculture            | Production biological assets (bearer plants) must be accounted for as a PPE item (IAS 16), i.e., cost less depreciation or impairment.  Depreciation and amortization method should be based on economic benefits consumed through use of the asset. | Management is evaluating the impacts from its adoption. This amendment will become effective as from January 1, 2016. |
| Amendment to IFRS 10 and IAS 28 -<br>Sale or contribution of assets<br>between an investor and<br>associated or joint venture (joint<br>arrangements) | •  | Management is evaluating the impacts from its adoption. This amendment will become effective as from January 1, 2016. |
| Amendment to IAS 1  | This amendment intends to emphasize that the financial information should be objective and understandable.   | The Company decided to adopt this amendment through full application of OCPC 07.                                      |

### (i) Amendments to existing standards

| Standard   | Requirement  | Impact on Financial Statements                          |
|--|--|---|
| IFRS 7 - Financial Instruments:<br>Disclosures – Applicability of the<br>offsetting disclosures to<br>condensed financial statements | The amendment removes the phrase 'and interim periods within those annual periods' from paragraph 44R, clarifying that these IFRS 7 disclosures are not required in the condensed financial statements.  However, IAS 34 requires an entity to disclose "an explanation of events and transactions that are significant to understand the changes in financial position and performance of the entity since the end of the last annual period". Therefore, if the IFRS 7 disclosures provide a significant update to the information reported in the most recent annual report, these disclosures would be expected to be included in the condensed financial statements. This amendment should be applied retrospectively and will be effective for annual periods beginning on or after January 1, 2016, but early adoption is permitted. Effective from 1/1/2016. | Management is evaluating the impacts from its adoption. |

### 4. Significant accounting judgments and estimates

Accounting estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events, which are believed to be reasonable under the circumstances.

Estimates and judgments that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities for the next financial year are listed below.



In thousands of reais, unless otherwise stated

### (a) Impairment of goodwill

The Group tests goodwill for impairment annually. The recoverable amount of cash-generating units (CGUs) was estimated based on value in use.

### (b) Allowance for doubtful accounts

This allowance is calculated based on an individual analysis of the past due notes receivable or estimated default risk, checking the nature of the notes, the existence and sufficiency of security interest, history and other factors.

### (c) Provision for write-down to replacement and/or net realizable value of inventories

This provision is calculated based on an analysis of the average cost of finished products in relation to their realizable market value, less costs to sell.

### (d) Fair value of biological assets

This represents the present value of expected net cash flows from these assets, which is determined based on assumptions used in the discounted cash flow method.

#### (e) Income tax, social contribution and other taxes

The Company recognizes provisions for situations in which it is probable that additional tax amount shall be levied. When the final result of these circumstances is different from those initially estimated and recorded, these differences will change the current and deferred tax assets and liabilities for the year in which the definitive amount is determined.

#### (f) Fair value of derivatives and other financial instruments

The fair value of financial instruments that are not traded in an active market is determined using valuation techniques. The Group uses its judgment to select a variety of methods and to make assumptions based mainly on market conditions existing at the balance sheet date.

In addition, certain financial assets and liabilities are discounted to present value. Management estimates the discount rates most appropriate in each circumstance and period.

#### (g) Provision for contingencies

The Group is party to labor, civil and tax lawsuits at various court levels. The provisions for contingencies to cover losses arising from proceedings pending judgment are set up and restated based on management's assessment, according to the opinion of its legal counsel, and require a high level of judgment on the matters involved.



In thousands of reais, unless otherwise stated

### 5. Cash and cash equivalents

Cash and cash equivalents include cash on hand, bank deposits and other highly liquid short-term investments with original maturity within three months, readily convertible into a known cash amount and subject to insignificant risk of change in value.

|                                    |                              |                  | Company           |                              | (                | Consolidated      |
|------------------------------------|------------------------------|------------------|-------------------|------------------------------|------------------|-------------------|
|                                    | Yields *                     | June 30,<br>2015 | March 31,<br>2015 | Yields *                     | June 30,<br>2015 | March 31,<br>2015 |
| Cash and banks – in Brazil         |                              | 45.581           | 2.041             |                              | 46.713           | 8.359             |
| Cash and banks – abroad            |                              | 283.955          | 190.575           |                              | 283.955          | 190.576           |
| Short-term investments – in Brazil |                              |                  |                   |                              |                  |                   |
| . CDB                              | June 30, 2015 – 100.98%      | 137.288          | 405.183           | June 30, 2015 – 100.98%      | 137.288          | 405.183           |
| . Repurchase agreements - deben    | tu June 30, 2015 – 101.29%   | 193.738          | 391.891           | June 30, 2015 – 100.52%      | 274.201          | 415.994           |
| . Investment fund                  | June 30, 2015 – over 100.00% |                  | -                 | June 30, 2015 – over 100.00% |                  | -                 |
| BuyBack Transactions               |                              | 137.827          | -                 |                              | 143.863          | -                 |
| Private Securities                 |                              | 63.386           | -                 |                              | 66.162           | -                 |
| Federal Bonds                      |                              | 43.537           | -                 |                              | 45.443           | -                 |
| Other                              |                              | 9.760            | -                 | _                            | 10.188           |                   |
|                                    |                              | 915.072          | 989.690           | •                            | 1.007.813        | 1.020.112         |

<sup>\*</sup> Remuneration based on the Interbank Deposit Certificate (CDI) rate variation – weighted average rate

In order to spread its assets portfolio and leverage its operational and financial management, in June 2015, the Company enrolled with a highly-liquid boutique fund.

### 6. Trade accounts receivable

Trade accounts receivable are stated at present value, net of allowance for doubtful accounts, as applicable.

The analysis of the balance of trade accounts receivables is as follows:



In thousands of reais, unless otherwise stated

|   |                  | Company            | Consolidated      |                    |  |  |
|---|------------------|--------------------|-------------------|--------------------|--|--|
|   | June 30, 2015    | March 31,<br>2015  | June 30, 2015     | March 31,<br>2015  |  |  |
| Domestic market<br>Foreign market customers | 80.582<br>12.677 | 79.227<br>62.935   | 122.939<br>12.677 | 101.431<br>62.935  |  |  |
| Current assets                              | 93.259           | 142.162<br>141.601 | 135.616           | 164.366<br>156.317 |  |  |
| Noncurrent assets                           | -                | 561                | 18.871            | 8.049              |  |  |

At June 30 and March 31, 2015, management identified no need to record an allowance for doubtful accounts.

The aging list of these trade accounts receivable is as follows:

|                               |               | Company   | Consolidat    |           |  |
|-------------------------------|---------------|-----------|---------------|-----------|--|
|                               |               | March 31, |               | March 31, |  |
|                               | June 30, 2015 | 2015      | June 30, 2015 | 2015      |  |
| Falling due:                  | 93.215        | 141.551   | 135.549       | 163.739   |  |
| Past due and not provisioned: |               |           |               |           |  |
| Within 30 days                | 3             | 506       | 20            | 518       |  |
| Over 31 days                  | 41            | 105       | 47            | 109       |  |
|                               | 93.259        | 142.162   | 135.616       | 164.366   |  |

Of the amount receivable, R\$ 3,164 and R\$ 2,336, Company and Consolidated, respectively (R\$ 2,719 and R\$ 2,565, Company and Consolidated, respectively, at March 31, 2015), refer to related parties, as detailed in Note 9.



In thousands of reais, unless otherwise stated

#### 7. Inventories

|                                       |               | Company   |               | Consolidated |
|---------------------------------------|---------------|-----------|---------------|--------------|
|                                       |               | March 31, |               | March 31,    |
|                                       | June 30, 2015 | 2015      | June 30, 2015 | 2015         |
| Current                               |               |           |               |              |
| Finished products and work-in-process | 358.409       | 81.410    | 350.007       | 81.410       |
| Advances - procurement of sugar cane  | 62.489        | 39.575    | 61.613        | 39.575       |
| Land - subdivisions                   | -             | -         | 7.544         | 10.322       |
| Inputs, ancillary material for        |               |           |               |              |
| maintenance and other items           | 67.818        | 46.136    | 67.818        | 46.136       |
|                                       | 488.716       | 167.121   | 486.982       | 177.443      |
| Noncurrent                            |               |           |               |              |
| Advances - customers and services     | 8.856         | 6.744     | 8.856         | 6.744        |
| Advances - procurement of sugar cane  | 37.406        | 42.863    | 37.406        | 42.863       |
|                                       | 46.262        | 49.607    | 46.262        | 49.607       |
|                                       | 534.978       | 216.728   | 533.244       | 227.050      |

Inventories are stated at average acquisition or production costs, adjusted by the provision for write-down to their realizable value. The land inventory balance (Land subdivisions) is stated at acquisition cost, increased by the deemed cost surplus of land.

The balance classified as "Land subdivisions" refers to the real estate ventures Residencial Recanto das Paineiras, Park Empresarial Iracemápolis, Residencial Limeira and Residencial Pradópolis.

The Company entered into partnerships to purchase sugar cane grown on third-party rural properties (including agricultural partnerships), of which part of the delivery will only occur in future years.

#### 8. Taxes recoverable

Breakdown of taxes recoverable is as follows:



In thousands of reais, unless otherwise stated

|                    |               | Company   |               | Consolidated |
|--------------------|---------------|-----------|---------------|--------------|
|                    |               | March 31, |               | March 31,    |
|                    | June 30, 2015 | 2015      | June 30, 2015 | 2015         |
| Current taxes      |               |           |               |              |
| PIS / COFINS       | 60.759        | 58.494    | 60.927        | 58.500       |
| ICMS               | 27.346        | 27.346    | 27.981        | 27.948       |
| Reintegra          | 17.185        | 15.572    | 17.185        | 15.572       |
| Other              | 784           | 801       | 784           | 801          |
|                    | 106.074       | 102.213   | 106.877       | 102.821      |
| Noncurrent taxes   |               |           |               |              |
| PIS / COFINS       | 48.551        | 42.160    | 48.551        | 42.160       |
| IOF on derivatives | 6.530         | 6.380     | 6.530         | 6.380        |
| ICMS               | 28.481        | 22.387    | 28.601        | 22.535       |
| INSS               | 4.923         | 4.785     | 4.924         | 4.785        |
|                    | 88.485        | 75.712    | 88.606        | 75.860       |
|                    | 194.559       | 177.925   | 195.483       | 178.681      |

The balances of taxes recoverable arise from commercial transactions and tax prepayments, adjusted to present value when applicable (credits on purchases of property, plant and equipment).

The expected realization of the long-term tax credits is as follows:

|                          | June 30, 2 |              |  |
|--------------------------|------------|--------------|--|
| dd/mm/yyyy               | Company    | Consolidated |  |
| 01/07/2016 to 30/06/2017 | 51.392     | 51.434       |  |
| 01/07/2017 to 30/06/2018 | 12.124     | 12.164       |  |
| 01/07/2018 to 30/06/2019 | 11.874     | 11.913       |  |
| 01/07/2019 to 30/06/2020 | 6.511      | 6.511        |  |
| 01/07/2020 to 30/06/2021 | 3.100      | 3.100        |  |
| as from 01/07/2021       | 3.484      | 3.484        |  |
|                          | 88.485     | 88.606       |  |



In thousands of reais, unless otherwise stated

### 9. Related parties

### a) Company and consolidated balances:

|   |         |           | J           | une 30, 2015 |         |           | M              | arch 31, 2015 |
|---|---------|-----------|-------------|--------------|---------|-----------|----------------|---------------|
|   | Current | Noncurre  |             | Noncurrent   | Current | Noncurre  |                | Noncurrent    |
| Company   | assets  | nt assets | liabilities | liabilities  | assets  | nt assets | liabilities    | liabilities   |
| Consolidated quarterly information - current:     |         |           |             |              |         |           |                |               |
| Vale do Mogi Empreend. Imobiliários S.A.          | 87      | -         | 3.286       | -            | 137     | -         | 3.643          | -             |
| Companhia Bioenergética Santa Cruz 1              | 36      | -         | 343         | -            | 11      | -         | 1.223          | -             |
| São Martinho - Energia S.A.                       | 701     | -         | 322         | -            | 5       | -         | 2.179          | -             |
| Vale do Piracicaba S.A.                           | -       | 1.246     | -           | -            | -       | 1.246     | -              | -             |
| Other   | 4       | -         | -           | -            | -       | -         | -              | -             |
| Non-consolidated quarterly information - current: |         |           |             |              |         |           |                |               |
| Luiz Ometto Participações S.A. (nota 31)          | -       | -         | -           | 73.370       | -       | -         | 12.062         | 73.370        |
| Usina Boa Vista S.A.                              | 2.136   | -         | -           | -            | 2.344   | -         | -              | -             |
| Usina Santa Luiza S.A.                            | 53      | -         | -           | -            | 57      | -         | 185            | -             |
| Nova Fronteira Bioenergia S.A.                    | 3       | -         | -           | -            | 5       | -         | -              | -             |
| SMBJ Agroindustrial S.A.                          | 3       | -         | -           | -            | 5       | -         | -              | -             |
| SMA Indústria Química S.A.                        | 66      | -         | -           | -            | 58      | -         | -              | -             |
| Agro Pecuária Boa Vista S.A.                      | 6       | -         | 7           | -            | -       | -         | -              | -             |
| Other   | 69      | -         | 125         |              | 97      | 34        | 73             |               |
| Subtotal  | 3.164   | 1.246     | 4.083       | 73.370       | 2.719   | 1.280     | 19.365         | 73.370        |
| Inventories - procurement of sugar cane           |         |           |             |              |         |           |                |               |
| Vale do Mogi Empreend. Imobiliários S.A.          | 877     | -         | -           | -            | -       | -         | -              | -             |
| Shareholders                                      | 1.732   | -         | 806         |              | 1.015   | -         | 1.027          |               |
|   | 5.773   | 1.246     | 4.889       | 73.370       | 3.734   | 1.280     | 20.392         | 73.370        |
|   |         |           |             | une 30, 2015 |         |           | March 31, 2015 |               |
|   | Current | Noncurre  |             | Noncurrent   | Current | Noncurre  | Current        |               |
| Consolidated                                      | assets  | nt assets | liabilities | liabilities  | assets  | nt assets | liabilities    | liabilities   |
| From investees and related parties:               |         |           |             |              |         |           |                |               |
| Usina Boa Vista S.A.                              | 2,136   | -         | -           | -            | 2,344   | -         | -              | -             |
| Nova Fronteira Bioenergia S.A.                    | 3       | -         | -           | -            | 5       | -         | -              | -             |
| Luiz Ometto Participações S.A. (nota 31)          | -       | -         | -           | 73,370       | -       | -         | 12,062         | 73,370        |
| Usina Santa Luiza S.A.                            | 53      | -         | -           | -            | 57      | -         | 185            | -             |
| SMA Indústria Química S.A.                        | 66      | -         | -           | -            | 58      | -         | -              | -             |
| SMBJ Agroindustrial S.A.                          | 3       | -         | -           | -            | 5       | -         | -              | -             |
| Agro Pecuária Boa Vista S.A.                      | 6       | -         | 7           | -            |         |           |                |               |
| Other   | 69      | -         | 125         |              | 96      | 34        | 73             |               |
| Subtotal  | 2,336   | -         | 132         | 73,370       | 2,565   | 34        | 12,320         | 73,370        |
| Shareholders - procurement of sugar cane          | 1,732   | -         | 806         |              | 1,015   |           | 1,027          |               |
|   | 4,068   | -         | 938         | 73,370       | 3,580   | 34        | 13,347         | 73,370        |

The balances in current assets (classified as trade accounts receivable and inventories in the balance sheet) and current liabilities (classified as trade accounts payable in the balance sheet) refer to sales and purchases of goods and services between the Company, its investees



In thousands of reais, unless otherwise stated

and related parties. The balances in noncurrent assets and liabilities refer to future capital contributions and acquisition of equity investment.

### Company and Consolidated transactions for the period:

|  |               |            | June 30, 2015  | June 30, 2014 |            |                |  |
|--|---------------|------------|----------------|---------------|------------|----------------|--|
|  |               | Reimbursed | Procurement of | Sales         | Reimbursed | Procurement of |  |
| Company                                  | Sales revenue | expenses   | products and   | revenue       | expenses   | products and   |  |
| Consolidated financial statements -      |               |            |                |               |            |                |  |
| Current:                                 |               |            |                |               |            |                |  |
| Vale do Mogi Empreend. Imobiliários S.A. | -             | 152        | (15.959)       | -             | 5          | (14.544)       |  |
| Companhia Bioenergética Santa Cruz 1     | 1.323         | 5          |                | -             | 6          | -              |  |
| São Martinho - Energia S.A.              | 1.589         | 66         | -              | 2.129         | 65         | -              |  |
| Non-consolidated financial statements -  |               |            |                |               |            |                |  |
| current:                                 |               |            |                |               |            |                |  |
| Usina Boa Vista S.A.                     | -             | 3.276      | -              | -             | 2.996      | -              |  |
| Usina Santa Luiza S.A.                   | -             | 79         | -              | -             | 96         | -              |  |
| SMA Indústria Química S.A.               | -             | 105        | -              | -             | 54         | -              |  |
| Santa Cruz S.A. Açúcar e Álcool          | -             | -          | -              | -             | 2.353      | -              |  |
| Other                                    | -             | 127        | -              | -             | 109        | -              |  |
| Shareholders and related parties         |               |            |                |               |            |                |  |
| - procurement of sugar cane              |               | -          | (2.211)        | -             | -          | (4.902)        |  |
|  | 2.912         | 3.810      | (18.170)       | 2.129         | 5.684      | (19.446)       |  |

Sales revenues and product and service purchases refer to sales of steam and purchase of sugar cane, respectively.

Expenses reimbursed by investees refer to the costs of the shared services center, the Board of Directors, and the Corporate Office. Apportionments are supported by agreements between the parties.

|                                      |                     | June 30, 2015           | June 30, 2014       |                 |  |
|--------------------------------------|---------------------|-------------------------|---------------------|-----------------|--|
| Consolidated                         | Reimbursed expenses | Procurement of products | Reimbursed expenses | Procurem ent of |  |
| Usina Boa Vista S.A.                 | 3.276               | -                       | 2.996               | -               |  |
| Usina Santa Luiza S.A.               | 79                  | -                       | 96                  | -               |  |
| Companhia Bioenergética Santa Cruz 1 | -                   | -                       | 6                   | -               |  |
| SMA Indústria Química S.A.           | 105                 | -                       | 54                  | -               |  |
| Santa Cruz S.A. Açúcar e Álcool      | -                   | -                       | 2.353               | -               |  |
| Other                                | 127                 | -                       | 109                 | -               |  |
| Shareholders and related parties     |                     |                         |                     |                 |  |
| - procurement of sugar cane          |                     | (2.211)                 |                     | (4.902)         |  |
|                                      | 3.587               | (2.211)                 | 5.614               | (4.902)         |  |



In thousands of reais, unless otherwise stated

As mentioned in Notes 10.2 and 10.3.1, over the year ended March 31, 2015, the Company carried out transactions with its related parties for acquisition and sale of equity investments.

### Key management personnel compensation:

Key management personnel include directors and statutory officers. Compensation paid or to be paid for the period is stated as follows:

|  |                  | Company          | Consolidated     |                  |  |
|--|------------------|------------------|------------------|------------------|--|
|  | June 30,<br>2015 | June 30,<br>2014 | June 30,<br>2015 | June 30,<br>2014 |  |
| Salaries, fees and bonus                 | 3.841            | 3.719            | 4.253            | 3.719            |  |
| Social security contributions and social | 765              | 730              | 847              | 730              |  |
| Stock Option                             | 866              | 710              | 866              | 710              |  |
| Other                                    | 228              | 231              | 270              | 231              |  |
|  | 5.700            | 5.390            | 6.236            | 5.390            |  |



In thousands of reais, unless otherwise stated

#### 10. Investments

### 10.1 Subsidiaries, jointly controlled entities and affiliates

Investments in other companies, Company and Consolidated, are as follows:

|  |            | Company        |                |                 |                |               |                |                 | Consolidated   |
|--|------------|----------------|----------------|-----------------|----------------|---------------|----------------|-----------------|----------------|
|  |            | Equity adjuste | d in investee  | Carrying amount | of investment  | Equity p      | oickup         | Carrying amount | of investment  |
| <br>Company                                    | % interest | June 30, 2015  | March 31, 2015 | June 30, 2015   | March 31, 2015 | June 30, 2015 | March 31, 2015 | June 30, 2015   | March 31, 2015 |
| Classified in investment                       |            |                |                |                 |                |               |                |                 |                |
| Vale do Mogi Empreend. Imobiliários S.A.       | 100,00%    | 1.698.246      | 1.678.250      | 1.698.246       | 1.678.250      | 19.996        | 69.250         | -               | -              |
| São Martinho - Energia S.A.                    | 100,00%    | 29.973         | 9.365          | 29.973          | 9.365          | 20.608        | 51.553         | -               | -              |
| Vale do Piracicaba S.A.                        | 100,00%    | 17.356         | 17.334         | 17.356          | 17.334         | 23            | 7.088          | -               | -              |
| Santa Cruz S.A. Açúcar e Álcool (ii)           | -          | -              | -              | -               | -              | -             | 31.534         | -               | -              |
| Agro Pecuária Boa Vista S.A. (iii)             | -          | -              | -              | -               | -              | -             | 2.507          | -               | -              |
| São Martinho Logística e Participações S.A.    | 100,00%    | 3.340          | 3.367          | 3.340           | 3.367          | (27)          | 267            | -               | -              |
| Nova Fronteira Bioenergia S.A. (i)             | 50,95%     | 828.318        | 803.414        | 422.041         | 409.352        | 12.688        | 24.781         | 422.041         | 409.352        |
| Companhia Bioenergética Santa Cruz 1           | 100,00%    | 138.421        | 122.733        | 138.421         | 122.733        | 15.687        | 4.786          | -               | -              |
| CTC - Centro de Tecnologia Canavieira S.A. (i) | 5,67%      | -              | -              | -               | -              | -             | 498            | 18.601          | 18.578         |
| Agro Pecuária Caieira do Norte S.A. (i)        | 22,46%     | 8.294          | 8.134          | 1.841           | 1.827          | -             | -              | 1.841           | 1.827          |
| Agropecuária do Cachimbo S.A. (i)              | 8,56%      | 273            | 270            | 23              | 23             | -             | (1)            | 23              | 23             |
| Total classified in investment                 |            | 2.724.221      | 2.642.867      | 2.311.241       | 2.242.251      | 68.975        | 192.263        | 442.506         | 429.780        |
| Classified in noncurrent liabilities           |            |                |                |                 |                |               |                |                 |                |
| SMA - Indústria Quimica S/A (i)                | 50,00%     | (3.848)        | (3.737)        | (1.924)         | (1.869)        | (55)          | (118)          | (1.924)         | (1.869)        |
| Usina Santa Luiza S.A. (i)                     | 66,67%     | (13.893)       | (13.587)       | (9.262)         | (9.058)        | (204)         | (1.336)        | (9.262)         | (9.058)        |
| Total classified in noncurrent liabilities     | -          | (17.741)       | (17.324)       | (11.186)        | (10.927)       | (259)         | (1.454)        | (11.186)        | (10.927)       |
| Closing balance                                |            | 2.706.480      | 2.625.543      | 2.300.055       | 2.231.324      | 68.716        | 190.809        | 431.320         | 418.853        |

There are no cross-holdings between the Company and its investees.

- (i) Investees are not consolidated and these investments are reported in the consolidated quarterly information under the equity method;
- (ii) Merged during the preceding year, Note 10;
- (iii) Disposed of during the preceding year, Note 10.



In thousands of reais, unless otherwise stated

#### 10.2 Changes in corporate structure during the preceding year

Significant corporate transactions were carried out in the prior year which significantly affected the comparison of the current period results with those of the prior period.

These transactions are described in detail in Note 10 to the annual financial statements for the year ended March 31, 2015 in the following notes:

- Disposal of Agro Pecuária Boa Vista S.A. ("ABV");
- Acquisition and merger of Santa Cruz S.A. Açúcar e Álcool ("SC").

### 11. Biological assets

Biological assets comprise planting and cultivation of sugar cane, which will be used as raw material in the production of sugar and ethanol. These assets are carried at fair value less costs to sell.

Sugar cane is classified as a permanent crop and its economically productive cycle lasts, on average, six years after the first harvest.

Upon harvest, the fair value of sugar cane is determined by the quantity harvested, valued at the accumulated value established by the Council of Sugar Cane, Sugar and Alcohol Producers of the State of São Paulo (CONSECANA) in that month. The fair value of sugar cane harvested will be the cost of raw material used in the production of sugar and ethanol.

The fair value of sugar cane plantations is determined based on the discounted cash flow method, considering basically:

- (a) Cash inflows obtained from the multiplication of (i) the estimated production, measured in kilograms of Total Sugar Recoverable (ATR); and (ii) the future market price of sugar cane, which is estimated based on public data and estimates of the future prices of sugar and ethanol; and
- (b) Cash outflows represented by estimated (i) costs required for the biological processing of sugarcane (crops) until harvest; (ii) costs with Harvest/Cut, Loading and Transportation



In thousands of reais, unless otherwise stated

(CCT); (iii) capital cost (land, machinery and equipment); (iv) lease and sharecropping costs; and (v) taxes on positive cash flow.

The following assumptions were used to test fair value:

| Company and consolidated                        | June 30, 2015 | March 31,<br>2015 |
|---|---------------|-------------------|
| Harvest estimated total area (ha)               | 161,682       | 157,630           |
| Expected productivity (metric ton/ha)           | 82.21         | 80.66             |
| Amount of ATR per metric ton of sugar cane (kg) | 135.87        | 134.34            |
| Estimated average price per ATR (R\$)           | 0.4800        | 0.5000            |

Based on the estimates of revenue and costs, the Company determines the future cash flows to be generated and adjusts them to present value, using a discount rate compatible with the remuneration of the investment in the circumstances. Changes in fair value are recorded as biological assets with a corresponding entry to the sub account "Changes in fair value of biological assets", under "Cost of sales" in the income statement for the period.

Changes in fair value of biological assets for the period are as follows:

|  |               | Company       |               | Consolidated  |  |
|--|---------------|---------------|---------------|---------------|--|
|  | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |  |
| Biological assets at March 31              | 936.241       | 596.309       | 936.241       | 596.309       |  |
| Increases due to planting                  | 38.932        | 20.058        | 38.932        | 20.058        |  |
| Increases due to treatment                 | 62.466        | 35.565        | 62.466        | 35.565        |  |
| Changes in fair value                      | 1.559         | 1.691         | 1.559         | 1.691         |  |
| Decreases resulting from harvesting        | (114.285)     | (77.066)      | (114.285)     | (77.066)      |  |
| Biological assets at the end of the period | 924.913       | 576.557       | 924.913       | 576.557       |  |

### (a) Agricultural partnerships and lease agreements

The Company signed agreements of agricultural partnerships to purchase sugar cane produced in the rural properties of third parties. The terms of these agreements are, mainly between six and twelve years, renewable upon termination. In addition, the Company has lease agreements for the production of sugar cane.



In thousands of reais, unless otherwise stated

The amounts to be disbursed in respect of these agreements are determined at the end of each crop by the price of a metric ton of sugar cane established by CONSECANA. At June 30 and March 31, 2015, total estimated payments (nominal value) are as follows:

|                          |               | March 31, |
|--------------------------|---------------|-----------|
| Company and consolidated | June 30, 2015 | 2015      |
| Within 1 year            | 157.765       | 164.219   |
| From 1 to 5 years        | 479.898       | 499.309   |
| Over 5 years             | 364.512       | 425.802   |
|                          | 1.002.175     | 1.089.330 |

#### 12. Property, plant and equipment

Net book values and useful lives the assets, and depreciation methods used are reviewed, and adjusted prospectively, at year end. Depreciation is calculated using the straight-line method, and for production equipment the accelerated depreciation method is applied, taking into consideration the crushing season.

Maintenance costs that extend the useful lives of property, plant and equipment items are capitalized and items that replace others which suffer wear and tear during the crop period are recorded as assets, and are depreciated during the subsequent crop period. Maintenance costs that do not extend the useful lives of the assets are recognized as expenses when incurred. Replaced items are written off.

### Impairment of nonfinancial assets

Property, plant and equipment and other noncurrent assets are reviewed annually to identify whether there is any evidence of impairment, and also whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable.

The costs of charges on borrowings taken to finance the construction of property, plant and equipment are capitalized during the period of time required to execute and prepare the asset for its intended use.



In thousands of reais, unless otherwise stated

| Company                           | Land      | Buildings<br>and<br>facilities | Manufacturing facilities and equipment | Maintenance<br>between<br>harvests | Vehicles | Agricultural<br>machinery and<br>implements | Other PPE | Construction in progress | Total     |
|-----------------------------------|-----------|--------------------------------|--|------------------------------------|----------|---|-----------|--------------------------|-----------|
| Balances at March 31, 2014        | 533,478   | 101,873                        | 484,080                                | 69,770                             | 93,463   | 149,892                                     | 14,732    | 80,809                   | 1,528,097 |
| Purchases                         | -         | 10                             | 1,057                                  | 128,978                            | 22,481   | 23,117                                      | 1,069     | 91,679                   | 268,391   |
| Cost of sales                     | -         | -                              | (1)                                    |                                    | (551)    | (2,033)                                     | -         | -                        | (2,585)   |
| Payment of capital - Vale Mogi    | (476,795) | -                              | -                                      | -                                  | -        | -   | -         | -                        | (476,795) |
| Merger of SC                      | 30,988    | 45,446                         | 221,565                                | 3,838                              | 28,756   | 35,600                                      | 966       | 13,924                   | 381,083   |
| Purchase Pricing Allocation       | 37,491    | 15,418                         | 658                                    |                                    | 23,513   | 53,195                                      | -         | -                        | 130,275   |
| Transfers between accounts        | -         | 38,302                         | 97,969                                 |                                    | 2,298    | 1,191                                       | 1,919     | (141,679)                | -         |
| Depreciation                      |           | (4,204)                        | (35,673)                               | (77,152)                           | (8,834)  | (22,781)                                    | (2,991)   |                          | (151,635) |
| Balance at March 31, 2015         | 125,162   | 196,845                        | 769,655                                | 125,434                            | 161,126  | 238,181                                     | 15,695    | 44,733                   | 1,676,831 |
| Total cost                        | 125,162   | 224,154                        | 1,062,330                              | 125,669                            | 227,870  | 346,457                                     | 50,437    | 44,733                   | 2,206,812 |
| Accumulated depreciation          | -         | (27,309)                       | (292,675)                              | (235)                              | (66,744) | (108,276)                                   | (34,742)  | -                        | (529,981) |
| Net book value                    | 125,162   | 196,845                        | 769,655                                | 125,434                            | 161,126  | 238,181                                     | 15,695    | 44,733                   | 1,676,831 |
| Purchases                         | -         | -                              | 404                                    | 5,719                              | 2,418    | 8,885                                       | 159       | 20,048                   | 37,633    |
| Cost of sale                      | -         | -                              | -                                      | -                                  | (39)     | (1,933)                                     | -         | -                        | (1,972)   |
| Transfers between accounts        | -         | 2,161                          | 7,759                                  | -                                  | 259      | 111   | 169       | (10,459)                 | -         |
| Depreciation                      | _         | (1,746)                        | (15,949)                               | (41,964)                           | (3,552)  | (8,963)                                     | (795)     |                          | (72,969)  |
| Balances at June 30, 2015         | 125,162   | 197,260                        | 761,869                                | 89,189                             | 160,212  | 236,281                                     | 15,228    | 54,322                   | 1,639,523 |
| Total cost                        | 125,162   | 226,315                        | 1,070,493                              | 131,388                            | 230,423  | 352,159                                     | 50,751    | 54,322                   | 2,241,013 |
| Accumulated depreciation          | -         | (29,055)                       | (308,624)                              | (42,199)                           | (70,211) | (115,878)                                   | (35,523)  | -                        | (601,490) |
| Net book value                    | 125,162   | 197,260                        | 761,869                                | 89,189                             | 160,212  | 236,281                                     | 15,228    | 54,322                   | 1,639,523 |
| Net book value:                   |           |                                |  |                                    |          |   |           |                          |           |
| Historical cost                   | 1,521     | 135,627                        | 505,645                                | 89,189                             | 126,594  | 165,617                                     | 15,228    | 54,322                   | 1,093,743 |
| Surplus                           | 123,641   | 61,633                         | 256,224                                | •                                  | 33,618   | 70,664                                      | -         | -                        | 545,780   |
| Average annual depreciation rates | -         | 2.93%                          | 5.73%                                  | 100.00%                            | 7.50%    | 10.68%                                      | 12.07%    | -                        | -         |



In thousands of reais, unless otherwise stated

| Consolidado                       | Land      | Buildings<br>and<br>facilities | Manufacturing<br>facilities and<br>equipment | Maintenance<br>between<br>harvests | Vehicles | Agricultural<br>machinery and<br>implements | Other PPE | Construction in progress | Total     |
|-----------------------------------|-----------|--------------------------------|--|------------------------------------|----------|---|-----------|--------------------------|-----------|
| Balances at March 31, 2014        | 1,690,255 | 108,887                        | 509,983                                      | 69,770                             | 93,463   | 149,892                                     | 14,732    | 80,809                   | 2,717,791 |
| Purchases                         | -         | 3,193                          | 1,058  | 129,347                            | 22,973   | 25,040                                      | 1,082     | 97,420                   | 280,113   |
| Cost of sales                     | (639)     | -                              | (1)  | -                                  | (709)    | (2,033)                                     | -         | -                        | (3,382)   |
| Payment of capital                | (5,993)   | -                              | -  | -                                  | -        | -   | -         | -                        | (5,993)   |
| Consolidation of SC               | 30,988    | 43,945                         | 272,833                                      | 3,921                              | 29,330   | 35,972                                      | 712       | 18,374                   | 436,075   |
| Purchase Pricing Allocation       | 37,491    | 16,453                         | 4,357  |                                    | 23,513   | 53,195                                      | -         | -                        | 135,009   |
| Transfers between accounts        | -         | 40,450                         | 105,513                                      | -                                  | 2,506    | 1,191                                       | 2,209     | (151,869)                | -         |
| Depreciation                      |           | (5,235)                        | (55,702)                                     | (77,235)                           | (9,950)  | (25,075)                                    | (3,040)   |                          | (176,237) |
| Balance at March 31, 2015         | 1,752,102 | 207,693                        | 838,041                                      | 125,803                            | 161,126  | 238,182                                     | 15,695    | 44,734                   | 3,383,376 |
| Total cost                        | 1,752,102 | 238,832                        | 1,142,071                                    | 126,038                            | 227,870  | 346,458                                     | 50,437    | 44,734                   | 3,928,542 |
| Accumulated depreciation          | -         | (31,139)                       | (304,030)                                    | (235)                              | (66,744) | (108,276)                                   | (34,742)  | -                        | (545,166) |
| Net book value                    | 1,752,102 | 207,693                        | 838,041                                      | 125,803                            | 161,126  | 238,182                                     | 15,695    | 44,734                   | 3,383,376 |
| Purchases                         | -         | -                              | 405  | 5,719                              | 2,418    | 8,885                                       | 159       | 20,056                   | 37,642    |
| Cost of sales                     | -         | -                              | -  | -                                  | (39)     | (1,933)                                     | -         | -                        | (1,972)   |
| Transfers between accounts        | -         | 2,161                          | 7,759  | -                                  | 259      | 111   | 169       | (10,459)                 | -         |
| Depreciation                      |           | (1,924)                        | (16,768)                                     | (42,077)                           | (3,552)  | (8,964)                                     | (795)     | -                        | (74,080)  |
| Balances at June 30, 2015         | 1,752,102 | 207,930                        | 829,437                                      | 89,445                             | 160,212  | 236,281                                     | 15,228    | 54,331                   | 3,344,966 |
| Total cost                        | 1,752,102 | 240,993                        | 1,151,810                                    | 131,757                            | 230,423  | 352,159                                     | 50,751    | 54,331                   | 3,964,326 |
| Accumulated depreciation          | -         | (33,063)                       | (322,373)                                    | (42,312)                           | (70,211) | (115,878)                                   | (35,523)  | -                        | (619,360) |
| Net book value                    | 1,752,102 | 207,930                        | 829,437                                      | 89,445                             | 160,212  | 236,281                                     | 15,228    | 54,331                   | 3,344,966 |
| Net book value:                   |           |                                |  |                                    |          |   |           |                          | ·         |
| Historical cost                   | 104,567   | 139,660                        | 555,954                                      | 89,445                             | 126,594  | 165,617                                     | 15,228    | 54,331                   | 1,251,396 |
| Surplus                           | 1,647,535 | 68,270                         | 273,483                                      | -                                  | 33,618   | 70,664                                      | -         | -                        | 2,093,570 |
| Annual average depreciation rates | -         | 3.08%                          | 5.58%  | 100.00%                            | 7.50%    | 10.68%                                      | 12.07%    | -                        | -         |



In thousands of reais, unless otherwise stated

Under the terms of certain borrowing agreements of the Group, property, plant and equipment totaling R\$ 1,340,285 (consolidated) were pledged as collateral, of which R\$ 846,424 refers to rural properties (24,919 hectares of land).

The Group capitalized financial charges amounting to R\$ 747 for the period ended June 30, 2015 (June 30, 2014 - R\$ 340). For the same period, the Company's property, plant and equipment includes assets arising from lease agreements that transfer risks, rewards and controls amounting to R\$ 1,769 (June 30, 2014 - R\$ 2,434).

### 13. Intangible assets

Contractual relationships have a defined useful life. Their amortization is calculated on the quantity of sugar cane harvested during the term of the agreement with the partner or supplier.

Goodwill is carried at cost less accumulated impairment losses. Goodwill is tested annually for impairment.

|   | Company       |                   |               | Consolidated      |
|---|---------------|-------------------|---------------|-------------------|
|   | June 30, 2015 | March 31,<br>2015 | June 30, 2015 | March 31,<br>2015 |
| Goodwill based on future profitability - USL (i)      | 79.709        | 79.709            | 79.709        | 79.709            |
| Goodwill based on future profitability - Mirtilo (ii) | 115.798       | 115.798           | 115.798       | 115.798           |
| Goodwill based on future profitability - SC (i)       | 179.126       | 179.126           | 179.126       | 179.126           |
| Software  | 21.551        | 19.497            | 21.551        | 19.497            |
| Accumulated amortization                              | (12.282)      | (11.544)          | (12.282)      | (11.544)          |
| Rights on sugar cane contracts (iii)                  | 11.781        | 12.330            | 11.781        | 12.330            |
| Rights on electricity rights (iv)                     | -             | -                 | 96.799        | 103.401           |
| Other assets  | 1.300         | 1.364             | 2.159         | 2.224             |
|   | 396.983       | 396.280           | 494.641       | 500.541           |

- (i) Goodwill on the net assets acquired, whose operations were assumed by the Company.
- (ii) Refers to the acquisition of rights on agreements for agricultural partnership and sugar cane supply (2,281 hectares with an exploration period from 2013 to 2017).
- (iii) Refers to the fair value allocated under Bio's agreements for electricity supply, effective up to 2025.



In thousands of reais, unless otherwise stated

### 14. Loans and financing

Borrowings are recognized initially at fair value, net of transaction costs incurred, and are subsequently carried at amortized cost.

|                                       | Annual charges |                   | Company       |                | Consolidated  |                |  |
|---------------------------------------|----------------|-------------------|---------------|----------------|---------------|----------------|--|
| Туре                                  | Rate           | Index             | June 30, 2015 | March 31, 2015 | June 30, 2015 | March 31, 2015 |  |
| In local currency                     |                |                   |               |                |               |                |  |
| Export Credit Note (NCE)              | 101.28%        | CDI               | 725,871       | 815,024        | 725,871       | 815,024        |  |
| Finame/BNDES automatic loans          | 3.25%          | TJLP/fixed rate   | 234,585       | 260,595        | 234,585       | 260,595        |  |
| FINEM                                 | 4.29%          | TJLP/fixed rate   | 249,951       | 259,376        | 272,497       | 282,793        |  |
| PRORENOVA                             | 5.50%          | TJLP/fixed rate   | 113,086       | 100,515        | 113,086       | 100,515        |  |
| Securitized rural credits             | 4.55%          | IGP-M             | 53,869        | 57,445         | 53,869        | 57,445         |  |
| Rural credit                          | 6.50%          | Fixed rate        | 90,110        | 32,651         | 90,110        | 32,651         |  |
| FINEP                                 | 4.00%          | Fixed rate        | 24,238        | 24,254         | 24,238        | 24,254         |  |
| Lease                                 | 9.75%          | Fixed rate        | 566           | 839            | 566           | 839            |  |
| Other securitized credits             | 3.00%          | Fixed rate        | 57            | 57             | 57            | 57             |  |
| Total in local currency               |                |                   | 1,492,333     | 1,550,756      | 1,514,879     | 1,574,173      |  |
| In foreign currency                   |                |                   |               |                |               |                |  |
| Pre-Export Financing (PPE)            | 2.65%          | gn exchange vari  | 1,101,716     | 981,525        | 1,101,716     | 981,525        |  |
| Export Credit Note (NCE)              | 4.25%          | gn exchange vari  | 526,225       | 503,968        | 526,225       | 503,968        |  |
| Advances on Exchange Contracts (ACCs) | 1.16%          | gn exchange vari: | 155,659       | 160,475        | 155,659       | 160,475        |  |
| FINEM                                 | 6.71%          | Currency basket   | 18,587        | 19,938         | 18,587        | 19,938         |  |
| Total in foreign currency             |                |                   | 1,802,187     | 1,665,906      | 1,802,187     | 1,665,906      |  |
| TOTAL                                 |                | •                 | 3,294,520     | 3,216,662      | 3,317,066     | 3,240,079      |  |
| Current                               |                |                   | 710,742       | 868,879        | 714,281       | 872,419        |  |
| Noncurrent                            |                |                   | 2,583,778     | 2,347,783      | 2,602,785     | 2,367,660      |  |

As far as agreements in local currency are concerned, R\$ 111,165 refers to Export Credit Notes (NCEs) taken in reais and pegged to swaps into USD, thus being exposed to foreign exchange fluctuation.

With respect to borrowings in foreign currency, all Advances on Foreign Exchange Contracts (ACCs) and 57% of NCEs taken in US dollar are pegged to swaps into reais, thus not exposed to foreign exchange fluctuation.

In addition, R\$ 304,215 of Pre-Export Financing (PPE) and R\$ 69,883 of NCEs are pegged to libor swaps to a fixed rate.

At June 30, 2015, of total debt of the Company, R\$ 2,251,305 is encumbered.



In thousands of reais, unless otherwise stated

Noncurrent borrowings have the following maturities:

| dd/mm/yyyy                    | Company   | Consolidated |
|-------------------------------|-----------|--------------|
| From 01/07/2016 to 30/06/2017 | 825.754   | 829.233      |
| From 01/07/2017 to 30/06/2018 | 460.485   | 463.963      |
| From 01/07/2018 to 30/06/2019 | 587.003   | 590.481      |
| From 01/07/2019 to 30/06/2020 | 523.477   | 526.956      |
| From 01/07/2020 to 30/06/2021 | 95.648    | 99.126       |
| From 01/07/2021 to 28/02/2030 | 91.411    | 93.026       |
|                               | 2.583.778 | 2.602.785    |

#### **Covenants**

Some borrowing agreements provide for certain contractual borrowing conditions (covenants) which had been fulfilled by the Company at June 30, 2015.

#### Securitized rural credits

The Company securitized debts with financial institutions through the purchase of National Treasury Notes (CTN). This securitized financing will be automatically settled on the maturity dates through the redemption of the CTNs, which are non-negotiable notes, exclusively intended for payment of this debt. The companies' disbursements during the 20 years in which this securitization is effective are limited to the annual payment of amounts equivalent to the application of variable percentages of between 3.8% and 4.96% per annum of the securitized amount, monetarily adjusted based on the General Market Price Index (IGP-M), limited to 9.5% per annum up to the annual payment date. This obligation is recorded in the quarterly information based on the amount of future disbursements adjusted to present value.



In thousands of reais, unless otherwise stated

### 15. Trade accounts payable

|                         |               | Company        |               | Consolidated   |
|-------------------------|---------------|----------------|---------------|----------------|
|                         | June 30, 2015 | March 31, 2015 | June 30, 2015 | March 31, 2015 |
| Sugar cane              | 98.013        | 33.732         | 94.727        | 30.087         |
| Materials, services and | 64.240        | 68.134         | 63.627        | 65.389         |
|                         | 162.253       | 101.866        | 158.354       | 95.476         |

Of total trade accounts payable, R\$ 4,083 - Company (R\$ 132 - Consolidated) refers to related parties, as detailed in Note 9.

The sugar cane harvest period, which generally occurs between April and December of each year, has a direct impact on the balance payable to sugar cane suppliers and providers of harvesting, loading and transport services.

### 16. Payables to Copersucar

Copersucar provided funds to companies during the period in which they were cooperative members through bills of exchange, for the purpose of financing their operations. The funds were obtained by the Cooperative in the market and transferred to the cooperative members, for short-term settlement, and from temporary cash surpluses arising from injunctions in lawsuits claiming the suspension of liabilities. These cash surpluses are related to provisions for contingencies recorded by the Cooperative under noncurrent liabilities. However, in the event of unfavorable outcomes in lawsuits in which the Cooperative obtained an injunction, the Company could be required to reimburse, within 120 days, the amount that was transferred to it. The main amounts included in these liabilities arose from Federal VAT (IPI), whose constitutionality and lawfulness had been challenged in court by the Cooperative, and from tax liabilities included in the Tax Recovery Program (REFIS) of Copersucar, as shown below.



In thousands of reais, unless otherwise stated

| Company and consolidated  | June 30, 2015 | March 31, 2015 |
|---|---------------|----------------|
| REFIS - Copersucar - Restated by reference to SELIC interest rate | 107.284       | 107.971        |
| Bill of exchange - Restated by reference to SELIC interest rate   | 80.677        | 79.797         |
| Bill of exchange - Onlending of funds not subject to charges      | 50.587        | 50.587         |
| Provision for expenses with tax proceedings                       | 43.269        | 43.269         |
| Total   | 281.817       | 281.624        |
|   |               |                |
| Current liabilities   | (2.040)       | (2.040)        |
|   |               |                |
| Noncurrent liabilities  | 279.777       | 279.584        |

All the Company's obligations with Copersucar are guaranteed by collateral signatures of Company officers. In addition, in accordance with the terms negotiated for the withdrawal from Copersucar, the Company remains liable for the payment of obligations, proportionate to its investment in Copersucar in previous harvests, which result from tax assessments that may arise and that relate to periods in which the Company was a cooperative member.

Copersucar has been served delinquency notices with respect to State VAT (ICMS) on fuel and industrial ethanol sales made up to December 31, 2008. The adjusted amount, calculated proportionately to the investment of the Company in the Cooperative, amounts to R\$ 232,552. Copersucar legal counsel assesses the outcome in these lawsuits as a risk of possible loss. Copersucar believes that it has strong arguments to successfully defend the fines imposed by the State Tax Authorities over these delinquency notices. These notices involve court fees and legal fees for the Company at an amount estimated by management of R\$ 43,269. Management is currently discussing/reviewing with Copersucar the final amount to be indemnified for these expenses, but it does not expect a material difference in relation to the amount provisioned.

#### 17. Equity

#### (a) Capital

At June 30 and March 31, 2015, capital amounted to R\$ 812,992 and comprised 113,329,207 registered common shares, with no par value.



In thousands of reais, unless otherwise stated

At the Special General Meeting held on July 31, 2015, shareholders approved capital increase by R\$ 118,348 with capital investment reserve, without issue of new shares.

#### (b) Treasury shares

For the period ended June 30, 2015, there was no share buyback, but sale of 73,123 treasury shares due to share purchase options exercised by Company officers (item (f) below), there remaining 336,552 treasury shares.

At June 30, 2015, the market value of these shares was R\$ 12,621 (R\$ 15,854 at March 31, 2014).

| Treasury shares at March 31, 2015 |
|-----------------------------------|
| Exercise of stock options         |
| Treasury shares at June 30, 2015  |

| Number   | Average<br>acquisition<br>price* | Total   |
|----------|----------------------------------|---------|
| 409.675  | 18,00                            | 7.375   |
| (73.123) | 18,00                            | (1.316) |
| 336.552  | 18,00                            | 6.059   |

<sup>\*</sup> includes additional costs in acquisition - in reais

#### (c) Equity adjustments

#### Deemed cost

This corresponds to the deemed cost surplus of land, buildings and premises, equipment and industrial installations, vehicles and machinery, and agricultural implements. Amounts are recorded net of tax effects and their realization is based on depreciation, write-off or sale of related assets. Realized amounts are transferred to "Retained earnings".

Certain events that took place over the year ended March 31, 2015 resulted in the strategic repositioning of indirect subsidiary Vale do Mogi and evidence the development of real estate activity as its core business. Among these events, the following are to be highlighted: (i) the establishment of independent management



In thousands of reais, unless otherwise stated

and own operational structure; (ii) the launch of real estate ventures; and (iii) the additional payment of plots of land by SM.

Therefore, that subsidiary began to recognize real estate sales also under gross revenue, and tax land sales under the regime in which the Company computes profit as a percentage of gross revenue, as well as other revenues (leases), as allowed by tax legislation.

#### Hedge accounting fair value

This refers to the results of outstanding derivative financial instruments that qualify for hedge accounting. The balance is reversed over time from equity to the results of operations, as the related transactions mature/are shipped.

#### (d) Legal and capital investment reserves

The legal reserve is set up annually with the allocation of 5% of the profit for the year, not to exceed 20% of the capital. The purpose of the legal reserve is to protect the entity's capital, and it can only be used to offset losses and increase capital.

The capital investment reserve is intended to fund investments in increasing production capacity and in several projects intended for improving processes.

#### (e) Dividend

Shareholders are entitled to receive a minimum dividend of 25% of net income for the year, after the deduction of any accumulated deficit and the allocation to the legal reserve.

#### (f) Stock option plan

The Stock Option Plan was approved and offered to the Company's officers in 2009. The total number of common shares that may have options granted should not exceed 2% of total common shares of the Company's capital and cannot exceed a maximum annual limit of 0.5% of its total capital shares.



In thousands of reais, unless otherwise stated

The stock option plans issued and the changes in outstanding stock options for the period ended June 30, 2015 are as follows:

| Plan                           | 2nd Plan    | 3rd Plan    | 4th Plan    | 5th Plan    | 6th Plan      | Total     |
|--------------------------------|-------------|-------------|-------------|-------------|---------------|-----------|
| Plan issue date                | 11/28/2011  | 12/12/2011  | 12/17/2012  | 12/16/2013  | 12/15/2014    |           |
| Limit date for exercise*       | 2018        | 2018        | 2019        | 2020        | 2021          |           |
| Stock options fair value (R\$) | 3,20 - 6,41 | 4,98 - 7,56 | 6,86 - 7,86 | 8,47 - 9,46 | 11,39 - 12,59 |           |
| Sotck options granted          | 140.400     | 418.538     | 391.726     | 380.812     | 338.088       | 1.669.564 |
| Stock options exercised        | (129.807)   | (241.703)   | (99.538)    | -           | -             | (471.048) |
| Outstanding stock options      | 10.593      | 176.835     | 292.188     | 380.812     | 338.088       | 1.198.516 |
| Exercise price                 | 19,31       | 18,49       | 25,11       | 27,40       | 36,11         |           |

<sup>\*</sup> The options under each one of the plans may be exercised on three occasions, namely: 1/3 after the second year as from the grant date, 1/3 after the third year as from the grant date, and 1/3 after the fourth year as from the grant date, and the maximum term for the exercise of all these stock options is established in each plan.

For the period ended June 30, 2015, stock options exercised corresponded to 73,123 shares purchased for R\$ 1,491.

The fair value attributed to these options was determined based on the Black & Scholes pricing model. The Company recognized a stock option expense of R\$ 866 (R\$ 710 at June 30, 2014).

#### (g) Capital reserve

This refers to mark-to-market valuation of Company shares issued upon stock option exchange with non-controlling shareholders.

#### (h) Unearned income reserve

This reserve relates to unrealized results, consisting of the sale of the shareholding in ABV in the amount of R\$ 52,613, property sales resulting from real estate projects of R\$ 10,297, and results from equity and earnings per change shareholding in the amount of R\$ 29,438.



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#### 18. Profit sharing program

The Company manages, as part of its policy, a profit sharing program based on operating and financial targets previously agreed upon with its employees. The amount of profit sharing for the periods ended June 30, 2015 and 2014, recorded as operating costs or expenses in the income statement, amounted to R\$ 7,974 and R\$ 6,661, in Company and consolidated, respectively.

#### 19. Income and social contribution taxes

Deferred income and social contribution taxes are recognized on respective tax losses, and corresponding temporary differences between the tax bases of assets and liabilities and their carrying amounts in the quarterly information.

Deferred tax assets are recognized to the extent that it is probable that future taxable profit will be available to offset temporary differences and/or tax losses, considering projections of future profitability prepared and based on internal assumptions and future economic scenarios which may, therefore, be subject to changes.

#### (a) Income and social contribution tax balances are as follows:

|   |               | Company   | Consolidated  |           |  |
|---|---------------|-----------|---------------|-----------|--|
|   |               | March 31, |               | March 31, |  |
|   | June 30, 2015 | 2015      | June 30, 2015 | 2015      |  |
| Current assets - Prepayments                        |               |           |               |           |  |
| . Income and social contribution taxes to be offset | 78.673        | 64.278    | 79.399        | 64.633    |  |
| Current liabililties - Current payables             |               |           |               |           |  |
| . Income and social contribution taxes payable      |               | 725       | 1.286         | 1.511     |  |



In thousands of reais, unless otherwise stated

### (b) Changes in deferred income and social contribution taxes

|  | Compar           |                   | Consolidated     |                   |
|--|------------------|-------------------|------------------|-------------------|
|  | June 30,<br>2015 | June 30,<br>2014  | June 30,<br>2015 | June 30,<br>2014  |
| Pretax income  | 6,994            | 69,803            | 8,464            | 71,011            |
| Income and social contributino taxes at statutory rates (34%)                              | (2,378)          | (23,733)          | (2,878)          | (24,144)          |
| Adjustments for calculation of effective rate:   |                  |                   |                  |                   |
| . Equity pickup  | 23,363           | 14,130            | 4,234            | 5,886             |
| . Permanent exclusions/(additions), net  | 492              | (105)             | 491              | (105)             |
| . Gain on fair value remeasurement of prior investment (step acquisition)                  | -                | -                 | -                | -                 |
| . Calculation adjustment of subsidiary whose profit is computed as a percentage            | -                | -                 | 18,439           | 7,447             |
| . Profit in inventories  | -                | -                 | (279)            | -                 |
| . Other  | -                | 11                | -                | 11                |
| . Tax incentives   | (176)            | 620               | (176)            | 620               |
| Income and social contribution taxes   | 21,301           | (9,077)           | 19,831           | (10,285)          |
| Current income and social contribution taxes Deferred income and social contribution taxes | 10,368<br>10,933 | (15,170)<br>6,093 | 8,285<br>11,546  | (16,274)<br>5,989 |
|  | ,                | •                 | ,                | •                 |
| Effective rate of income and social contribution taxes                                     | -304.6%          | 13.0%             | -234.3%          | 14.5%             |

| CONTROLADORA   | 31 de março de<br>2015  | Reconhecido<br>no resultado do<br>exercício  | Reconhecido<br>no patrimônio<br>líquido | 30 de junho de<br>2015  |
|--|---|--|---|---|
| . Derivatives financial instruments  | 197.515   | (6.460)  | (36.094)                                | 154.961   |
| . Bonus payments and long-terms incentives to employees  | 5.035   | 2.347  | -                                       | 7.382   |
| . Tax loss carryforwards   | 58.914  | 4.519  | -                                       | 63.433  |
| . Provision for contingencies  | 17.988  | (1.094)  | -                                       | 16.894  |
| . Provision for other liabilities  | 18.461  | -  | -                                       | 18.461  |
| . Other  | 1.921   | 390  | -                                       | 2.311   |
| Deferred income and social contribution tax balances   | 299.834   | (298)  | (36.094)                                | 263.442   |
| Adjustment to present value     Disposal of investments with deferred taxation     Ativos biológicos e Produto agrícola (variação para o valor justo)     Tax benefit from ágio goodwill incorporated     Encouraged accelerated depreciation     Financing secured     Surplus value of fixed assets (Deemed cost)     Other     Foreign exchange  Deferred tax liabilities | (3.297)<br>(27.104)<br>5.163<br>(39.779)<br>(190.863)<br>(17.400)<br>(189.950)<br>(617)<br>(118.299)<br>(582.146) | 323<br>-<br>2.527<br>(7.590)<br>5.882<br>(206)<br>2.358<br>(48)<br>7.985<br>11.231 | -<br>-<br>-<br>-<br>-<br>-<br>-<br>-    | (2.974)<br>(27.104)<br>7.690<br>(47.369)<br>(184.981)<br>(17.606)<br>(187.592)<br>(665)<br>(110.314)<br>(570.915) |
| Deferred tax liabilities   | (282.312)   | 10.933   | (36.094)                                | (307.473)   |



In thousands of reais, unless otherwise stated

Deferred tax assets and liabilities are presented net in the balance sheet, by company, when there is a legally enforceable right and the intention to offset them on the calculation of current taxes and when related to the same tax authority.

Recovery of all deferred tax credits, indicated by the projections of taxable profit approved by management, including expected realization of temporary differences, is estimated as follows:

| Consolidated           | Estimated        |
|------------------------|------------------|
| Periods ended June 30: | realizable value |
| 2016                   | 66.181           |
| 2017                   | 61.090           |
| 2018                   | 81.854           |
| 2019                   | 31.771           |
| 2020                   | 22.546           |
|                        | 263.442          |

Deferred income and social contribution tax liabilities are realized mainly through the depreciation and disposal of property, plant and equipment items that gave rise to them. Realization of this liability is estimated at the average rate of 15% per year, according to the depreciation rates of the respective property, plant and equipment items, except for the deferred tax liabilities on the surplus of land, which will be realized if sold. In addition, the period for settlement of securitized loans, which mature through 2021, impacts the period for recovery of the deferred income and social contribution tax assets.



In thousands of reais, unless otherwise stated

#### (c) Reconciliation of Income and social contribution taxes

| CONSOLIDADO  | 31 de março de<br>2015 | Reconhecido<br>no resultado do<br>exercício | Reconhecido<br>no patrimônio<br>líquido | Outros | 30 de junho de<br>2015 |
|--|------------------------|---|---|--------|------------------------|
|  |                        |   |   |        |                        |
| . Derivatives financial instruments                                  | 197.515                | (6.460)                                     | (36.094)                                | -      | 154.961                |
| . Bonus payments and long-terms incentives to employees              | 5.035                  | 2.347                                       | -                                       | -      | 7.382                  |
| . Tax loss carryforwards   | 58.914                 | 4.519                                       | -                                       | -      | 63.433                 |
| . Provision for contingencies  | 17.988                 | (1.094)                                     | -                                       | -      | 16.894                 |
| . Provision for other liabilities                                    | 18.461                 | -   | -                                       | -      | 18.461                 |
| . Other  | 1.921                  | 390   | -                                       | -      | 2.311                  |
| Deferred income and social contribution tax balances                 | 299.834                | (298)                                       | (36.094)                                | -      | 263.442                |
| . Adjustment to present value  | (3.297)                | 323   | -                                       | -      | (2.974)                |
| . Disposal of investments with deferred taxation                     | (27.104)               | -   | -                                       | -      | (27.104)               |
| . Ativos biológicos e Produto agrícola (variação para o valor justo) | 5.163                  | 2.527                                       | -                                       | -      | 7.690                  |
| . Tax benefit from ágio goodwill incorporated                        | (39.779)               | (7.590)                                     | -                                       | -      | (47.369)               |
| . Encouraged accelerated depreciation                                | (190.863)              | 5.882                                       | -                                       | -      | (184.981)              |
| . Financing secured  | (17.400)               | (206)                                       | -                                       | -      | (17.606)               |
| . Surplus value of fixed assets (Deemed cost)                        | (194.683)              | 2.358                                       | -                                       | -      | (192.325)              |
| . Other  | (617)                  | 565   | -                                       | 1.434  | 1.382                  |
| . Foreign exchange   | (36.766)               | -   |   |        | (36.766)               |
| Deferred tax liabilities   | (118.299)              | 7.985                                       | <u>-</u>                                |        | (110.314)              |
| Deferred tax liabilities   | (623.645)              | 11.844                                      |   | 1.434  | (610.367)              |

#### 20. Commitments

The Group assumes various commitments in the ordinary course of its business. Significant commitments to be disclosed in this quarterly information are set out as under:

#### Riparian forests and land for legal reserve

The Group has uncultivated areas covered by preserved native vegetation in the process of regeneration or enrichment intended to ensure the ecological balance of the environment. Such areas, under current environmental law, correspond to riparian forests and areas destined to the so-called "legal reserve". These legal reserve areas are strictly observed and preserved upon sugar cane plantation.

The Company has areas that are already compliant with the current legislation or in process of regularization, within the terms established by the current legislation, and therefore it is not on default on such commitment. Amounts to be invested to comply with these obligations, the manner in which they will be fulfilled, and the time required for their



In thousands of reais, unless otherwise stated

performance are not currently measurable. Investments in preservation areas, when made, are recorded in the Group's property, plant and equipment.

#### **Ethanol supply agreement**

Under a sale and purchase agreement, the Company has agreed to supply industrial ethanol to Mitsubishi Corporation for 30 years, beginning with the 2008/2009 crop, in a proportion of 30% of all UBV's ethanol production, under market conditions. The agreement has a clause that prescribes that it is automatically renewable for 10 years.

#### **Sureties granted**

In addition, the Company is the guarantor of borrowings contracted by UBV totaling R\$ 218,586.

#### **Electricity supply**

The Company and Bio have commitments for sale of the surplus of their production through the Electric Energy Trade Chamber (CCEE) both in the regulated market (auctions) and in the free market (sales contracts with third parties).

#### 21. Provision for contingencies

Provisions are recognized when the Group has a present legal or constructive obligation arising from past events, it is probable that an outflow of resources will be required to settle the obligation, and the amount of the obligation can be reliably measured. Provisions are set up, reviewed and adjusted to reflect management's best estimate at the reporting dates.

#### 21.1 Probable losses

The Group, based on legal counsel's assessment of probable losses, has the following provisions for contingencies (amounts monetarily restated):



In thousands of reais, unless otherwise stated

|                       |           |           |           |         |             | Company  |
|-----------------------|-----------|-----------|-----------|---------|-------------|----------|
|                       | March 31, |           |           |         |             | June 30, |
|                       | 2015      | Additions | Reversals | Use     | Restatement | 2015     |
| Tax                   | 8.625     | 119       | (232)     | -       | 70          | 8.582    |
| Civil and environment | 4.794     | 447       | (206)     | (497)   | 139         | 4.677    |
| Labor                 | 40.941    | 2.470     | (2.312)   | (4.387) | 1.221       | 37.933   |
| Total                 | 54.360    | 3.036     | (2.750)   | (4.884) | 1.430       | 51.192   |
| Judicial deposits     | 26.587    | 3.498     |           | (4.525) | 186         | 25.746   |

|                       |                   |           |           |         |             | Consolidated     |
|-----------------------|-------------------|-----------|-----------|---------|-------------|------------------|
|                       | March 31,<br>2015 | Additions | Reversals | Use     | Restatement | June 30,<br>2015 |
| Tax                   | 9.693             | 494       | (232)     | -       | 70          | 10.025           |
| Civil and environment | 4.793             | 447       | (206)     | (497)   | 139         | 4.676            |
| Labor                 | 40.944            | 2.470     | (2.311)   | (4.387) | 1.220       | 37.936           |
| Total                 | 55.430            | 3.411     | (2.749)   | (4.884) | 1.429       | 52.637           |
| Judicial deposits     | 27.927            | 3.873     |           | (4.525) | 186         | 27.461           |

Judicial deposits are monetarily restated and reported in noncurrent assets.

The nature of the main lawsuits at June 30, 2015 included in the above provisions is as follows (Company and consolidated):

#### Tax proceedings:

These refer to: (a) taxes whose payment has been challenged in court by the Group; the amounts challenged have been deposited in court; and (b) success fees payable to legal counsel for defenses in tax proceedings.

#### Civil and environmental proceedings:

These refer to: (i) general indemnities; (ii) redress for damages caused by the burning of sugar cane straw; and (iii) environmental issues.



In thousands of reais, unless otherwise stated

#### Labor proceedings:

These refer mainly to claims for: (i) overtime; (ii) commuting hours; (iii) indemnity for elimination of the break between shifts; (iv) hazardous duty and health hazard premiums; (v) refund of payroll deductions, such as union dues; (vi) night shift premium; and (vii) recognition of employment relationship with the consequent payment of the 13th monthly salary and vacation pay, plus 1/3 vacation bonus.

#### 21.2 Possible losses

The Group is party to various lawsuits involving tax, environmental and civil matters that were assessed by legal counsel as possible losses. The nature and the amounts involved in these lawsuits are as follows:

#### Tax proceedings:

| Consolidated |                               |                    | 9              |                |                 | Stage   |
|--------------|-------------------------------|--------------------|----------------|----------------|-----------------|---------|
| Natu         | ıre                           | No. Of proceedings | Administrative | Trial<br>court | Higher<br>court | Total   |
| (i)          | Social security contributions | 14                 | 122.978        | -              | 14.223          | 137.201 |
| (ii)         | Calculation of IRPJ/CSLL      | 8                  | 124.735        | 1.836          | -               | 126.571 |
| (iii)        | IRPJ losses                   | 5                  | 57.253         | -              | -               | 57.253  |
|              | CSLL losses                   | 5                  | 1.015          | 147            | -               | 1.162   |
|              | Offset of credits - PIS       | 6                  | 12             | 1.784          | 2.396           | 4.192   |
|              | Offset of Federal taxes       | 7                  | 75             | -              | -               | 75      |
| (iv)         | Other tax proceedings         | 29                 | 8.782          | 2.832          | 1.441           | 13.055  |
|              |                               | 74                 | 314.850        | 6.599          | 18.060          | 339.509 |

- (i) These refer to the levy of Social Security Tax (INSS) on export revenue, under the allegation that exports carried out through intermediation of a cooperative are not included in the exemption established in article 149, paragraph 2, of the Brazilian Federal Constitution.
- (ii) These refer to exclusion of expenses on securitized financing, as well as expenses arising from the benefit of accelerated tax-incentive depreciation from the Corporate Income Tax (IRPJ) and Social Contribution on Net Profit (CSLL) tax bases.
- (iii) The proceedings refer to requests to offset IRPJ, CSLL, Contribution Taxes on Gross Revenue for Social Integration Program (PIS) and for Social Security Financing (COFINS) and other federal taxes as a result of overpayments and/or tax losses and export credits whose offset has been rejected by the Brazilian IRS (RFB) and which are pending judgment of protest letters/voluntary appeals.
- (iv) The proceedings refer to disputes involving other tax cases, including, among others, the contribution to the National Service for Industrial Training (SENAI) and the fee to the National Department of Mineral Research (DNPM), whose likelihood of loss is assessed as "possible".



In thousands of reais, unless otherwise stated

#### Civil and environmental proceedings:

| Consolidated                            |             |                |        |       |        | Stage  |
|---|-------------|----------------|--------|-------|--------|--------|
|   | No. Of      | Administrative | Trial  | Lower | Higher |        |
| Nature                                  | proceedings |                | court  | court | court  | Total  |
| Environmental                           | 24          | 542            | 2.314  | 271   | -      | 3.127  |
| Civil                                   |             |                |        |       |        |        |
| Indemnities                             | 18          | -              | 9.715  | 3     | 33     | 9.751  |
| Review of contracts                     | 11          | -              | 244    | -     | -      | 244    |
| Rectification of area and land registry | 1           | -              | -      | -     | -      | -      |
| Permits for obtaining mineral research  |             |                |        |       |        |        |
| licenses                                | 5           | -              | -      | -     | -      | -      |
| Other civil proceedings                 | 17          | -              | 1.159  | -     | -      | 1.159  |
| Labor                                   |             |                |        |       |        |        |
| Assessment notice                       | 12          | 37             | -      | -     |        | 37     |
|   | 88          | 579            | 13.432 | 274   | 33     | 14.318 |

#### 22. Derivative financial instruments and risk management

The Company is exposed to market risks, including foreign exchange risk, commodity price volatility risk, interest rate risk, credit risk and liquidity risk. Company management believes risk management is critical to: (i) continuous monitoring of exposure levels relating to the sales volumes contracted; (ii) estimates of the value of each risk based on the established limits of foreign exchange exposure and sugar sales prices; and (iii) future cash flow forecasts and the definition of approval authority levels for taking out financial instruments designed to protect product prices and to hedge sales performance against foreign exchange fluctuation and price volatility.

Derivative financial instruments are taken out exclusively for the purpose of pricing and hedging the Company's sugar and ethanol export transactions against foreign exchange risk and sugar price fluctuation in the international market. No transactions with financial instruments are carried out for speculative purposes or to hedge financial assets or liabilities.

#### 22.1 Market risks

#### (a) Currency risk



In thousands of reais, unless otherwise stated

Management has established a policy that requires Group companies to manage their currency risk so as to reduce the potential impact entailed by this currency mismatch.

Non-Derivable Forwards (NDF) and options strategy are used to manage currency risk. The Group's financial risk management policy is to hedge the greatest possible volume of expected cash flows, mainly those from export sales.

#### Assets and liabilities subject to foreign exchange fluctuation

The table below summarizes foreign currency-denominated assets and liabilities (in US dollars - US\$), recorded in the consolidated balance sheet at March 31, 2015:

| Consolidated   | R\$                                 | Thousands<br>of US\$<br>equivalent |
|--|-------------------------------------|------------------------------------|
| Current assets   |                                     |                                    |
| Cash and cash equivalents (banks - demand deposits) Trade accounts receivable Derivative financial instruments | 283.955<br>12.677<br>124.460        | 91.522<br>4.086<br>40.115          |
| Total assets   | 421.092                             | 135.723                            |
| Liabilities Current liabilities Borrowings Derivative financial instruments                                    | 641.732<br>125.045                  | 206.884<br>40.312                  |
| Noncurrent liabilities<br>Borrowings   | 1.160.455                           | 374.111                            |
| Total liabilities  | 1.927.232                           | 621.307                            |
| Subtotal assets (liabilities) ( - ) Borrowings linked to exports - ACC and PPE Net exposure - assets           | (1.506.140)<br>1.783.600<br>277.460 | (485.584)<br>575.002<br>89.418     |

These assets and liabilities were restated and recorded in the quarterly information at June 30, 2015 at the exchange rate in effect on that date, of R\$3.1026 per US\$1.00 for assets and R\$3.1019 per US\$1.00 for liabilities.



In thousands of reais, unless otherwise stated

#### (b) Commodity price volatility risk

The Company is exposed to the risk of changes in the commodity prices of manufactured products such as sugar and ethanol. At June 30, 2015, the prices of 739,670 tons of sugar had been determined with commercial partners for future delivery scheduled as from July 2015, priced at an average of 16.59 ¢/lb (US dollar cents per pound weight).

#### (c) Market risk sensitivity analysis

The table below presents a sensitivity analysis on the effects of changes in the fair value of financial instruments that are not designated for hedge accounting.

This analysis takes into consideration management expectations with respect to risk exposure and the future scenario projected.

|                                     |     |                    | Probable scenarios                     | Po           | ssible scenarios             |
|-------------------------------------|-----|--------------------|--|--------------|------------------------------|
| Consolidated                        |     | Average rate/price | Impact on accounting P&L and cash flow | variation of | Impact with variation of 50% |
| Foreign currency variation          | (a) | 5%                 | 169                                    | 847          | 1,693                        |
| Variation in price of products sold | (b) | 5%                 | 26                                     | 132          | 265                          |
| Interest curve variation            | (c) | 10 bps             | 358                                    | 627          | 1,075                        |

- (a) The sensitivity analysis of foreign exchange variations considers the effects of an increase or decrease by 25% and 50% between the Real/US dollar parity on its financial instruments.
- (b) The sensitivity analysis of variations in commodity prices considers the effects of an increase or decrease by 25% and 50% in the commodity price on its financial instruments. The Company is exposed to variations in the price of sugar negotiated through futures contracts and options in the New York Intercontinental Exchange (ICE Futures US).
- (c) The sensitivity analysis of variations in interest curves considers the effects of an increase or decrease of 25bps and 50bps (*basis points*) in the pricing curve of the derivative instruments. The exposure to rates refers exclusively to variations in the CDI curve.



In thousands of reais, unless otherwise stated

#### (d) Derivative financial instruments

The Company opted for hedge accounting to recognize part of its derivative financial instruments. Instruments elected were sugar, ethanol and foreign currency (US dollar) derivatives, which cover sales of the 2015/2016 and 2016/2017 crops, and were designated as cash flow hedges of highly probable forecast transactions (future sales).

In order to apply hedge accounting, prospective tests were carried out to verify effectiveness. These tests showed that the hedge-designated instruments qualify as highly effective hedges against the effects of price fluctuations on the value of future sales.

In the case of foreign exchange hedges, the derivatives were designated as a cash flow hedge in respect of future sales in foreign currency. These hedges were carried out upon contracting of Non-Deliverable Forwards (NDFs) and option strategies with leading financial institutions.

In the case of sugar hedges, the derivatives were designated as a cash flow hedge in respect of future sales of sugar. These transactions are carried out on the ICE Futures US and with leading financial institutions through over-the-counter contracts.

The balances of assets and liabilities at June 30 and March 31, 2015 relating to transactions with derivative financial instruments and their maturities are as follows:



In thousands of reais, unless otherwise stated

|   |                                 |                       |                          | June 30, 2015       |
|---|---------------------------------|-----------------------|--------------------------|---------------------|
|   | Amount/<br>contracted           | Average               | Notional                 | Fair value -        |
| Company and consolidated                                    | volume                          | rate/price            | amount - R\$             | R\$                 |
| In current assets - Gain / (loss)                           |                                 |                       |                          |                     |
| Margin deposit  |                                 |                       |                          | 17.833              |
| Merchandise futures contracts - Sugar #11 - Commodities Exc | change                          |                       |                          |                     |
| . Sales commitments   | 327.980                         | 16,62                 | 385.589                  | 79.267              |
| . Purchase commitments                                      | 27.382                          | 14,16                 | 27.422                   | (2.818)             |
| Merchandise options contracts - Sugar #11 - Commodities Ex  | change                          |                       |                          |                     |
| . Bidding position in call options                          | 114.305                         | 17,04                 | 2.475                    | 291                 |
| . Bidding position in put options                           | 172.728                         | 15,29                 | 12.356                   | 31.651              |
| . Written position in call options                          | 350.537                         | 16,95                 | 11.589                   | (2.123)             |
| Flexible currency option contracts - Dollar                 |                                 |                       |                          |                     |
| . Bidding position in put options                           | 10.760                          | 3,1890                | 34.327                   | 1.622               |
| . Bidding position in call options                          | 10.760                          | 3,3691                | 36.274                   | (1.263)             |
| TOTAL CURRENT ASSETS  |                                 |                       |                          | 124.460             |
|   |                                 |                       |                          | June 30, 2015       |
| Company and consolidated                                    | Amount/<br>contracted<br>volume | Average<br>rate/price | Notional<br>amount - R\$ | Fair value -<br>R\$ |
| In current liabilities - (Gain) / loss                      |                                 |                       | •                        |                     |
| NDF - US dollar - OTC                                       |                                 |                       |                          |                     |
| . Sales commitments   | 215.975                         | 2,9880                | 645.340                  | 48.681              |
| . Purchase commitments                                      | 20.450                          | 3,1200                | 63.804                   | 301                 |
|   |                                 | Notional amount       | Notional                 | Fair value -        |
|   |                                 | - US\$                | amount - R\$             | R\$                 |
| Swap contracts - interest - OTC                             |                                 | 332.537               | 706.476                  | 76.063              |
| TOTAL CURRENT LIABILITIES                                   |                                 |                       |                          | 125.045             |



In thousands of reais, unless otherwise stated

|  | March                           |                       |                          |                     |
|--|---------------------------------|-----------------------|--------------------------|---------------------|
| Company and consolidated                                   | Amount/<br>contracted<br>volume | Average<br>rate/price | Notional<br>amount - R\$ | Fair value -<br>R\$ |
| In current assets - Gain / (lossses)                       |                                 |                       |                          |                     |
| Margin deposit   |                                 |                       |                          | 20.674              |
| NDF - Sugar #11 - Commodities Exchange                     |                                 |                       |                          |                     |
| . Sales commitments  | 605.565                         | 16,64                 | 712.553                  | 171.830             |
| . Purchase commitments                                     | 55.679                          | 15,50                 | 61.048                   | (12.831)            |
| Merchandise options contracts - Sugar #11 - Commodities Ex | change                          |                       |                          |                     |
| . Bidding position in call options                         | 87.431                          | 18,38                 | 2.589                    | 466                 |
| . Bidding position in put options                          | 180.349                         | 15,88                 | 11.807                   | 44.204              |
| . Written position in call options                         | 392.957                         | 17,64                 | 11.913                   | (2.626)             |
| Merchandise futures contract - Ethanol - Commodities excha | ange                            |                       |                          |                     |
| . Sales commitments  | 39.120                          | 1.250,90              | 48.939                   | 156                 |
| . Purchase commitments                                     | 18.900                          | 1.309,80              | 24.755                   | (76)                |
| TOTAL CURRENT ASSETS                                       |                                 |                       |                          | 221.797             |
|  |                                 |                       | M                        | arch 31, 2015       |
|  | Amount/<br>contracted           | Average               | Notional .               | Fair value -        |
| Company and consolidated                                   | volume                          | rate/price            | amount - R\$             | R\$                 |
| In current liabilities - (Gain) / loss                     |                                 |                       |                          |                     |
| Flexible currency option contracts - Dollar                |                                 |                       |                          |                     |
| . Bidding position in put options                          | 8.400                           | 3,1812                | 26.722                   | (880)               |
| . Bidding position in call options                         | 8.400                           | 3,4193                | 28.722                   | 1.815               |
| NDF - US Dollar - Over the Counter                         |                                 |                       |                          |                     |
| . Sales commitments  | 231.214                         | 2,7922                | 645.596                  | 123.855             |
|  |                                 | Notional amount       | Notional                 | Fair value -        |
|  |                                 | - US\$                | amount - R\$             | R\$                 |
| Swap contracts - Interest - OTC                            |                                 | 411.763               | 1.152.956                | 107.921             |
| TOTAL CURRENT LIABILITIES                                  |                                 |                       |                          | 232.711             |
|  |                                 |                       |                          |                     |



In thousands of reais, unless otherwise stated

Margin deposit balances refer to funds maintained in current accounts with brokers to cover the initial margins and variance established by the Commodities Exchange in which the contracts are executed, with the objective of guaranteeing open contracts and net remittances in relation to daily adjustments resulting from fluctuations in contract prices in the futures and options market.

The potential results of futures, options and forward contracts refer to the cumulative positive (negative) effect of the fair value of derivative financial instruments in the corresponding categories.

#### 22.2 Credit risk

Credit risk management consists of contracting only with top tier financial institutions which meet the Group's risk assessment criteria. The Group controls, on a monthly basis, its exposure in derivatives and financial investments, using maximum concentration criteria based on the rating of the financial institution.

With respect to customers default risk, the Group assesses the credit risk associated with each customer annually, and whenever a new customer is included in its base, establishing an individual credit limit based on the risk identified.

#### 22.3 Liquidity risk

The Finance Department monitors rolling forecasts of the Group's liquidity requirements to ensure it has sufficient cash to meet its operational needs.

Cash surplus is invested in repurchase agreements backed by private securities, Bank Deposit Certificates (CDB) and investment funds pegged to the CDI interest rate, with high liquidity and active trading in the market.

The following table analyzes the Group's financial liabilities, by maturity ranges, corresponding to the remaining period in the balance sheet to the contractual maturity date.



In thousands of reais, unless otherwise stated

|   | Within 1   | From 1 to  | From 2 to 5                                     | Above 5                                      |  |
|---|--|--|---|--|--|
| Company   | year   | 2 years  | years   | years  | Total  |
| At June 30, 2015  |  |  |   |  |  |
| Borrowings  | 710.742  | 825.754  | 1.570.965                                       | 187.059                                      | 3.294.520  |
| Derivative financial instruments  | 125.045  | -  | -   | -  | 125.045  |
| Trade accounts payable  | 162.253  | -  | -   | -  | 162.253  |
| Acquisition of equity interest  | 17.643   | 11.620   | 34.860  | 26.890                                       | 91.013   |
| Other liabilities   | 15.958   |  |   | 11.186                                       | 27.144   |
|   | 1.031.641  | 837.374  | 1.605.825                                       | 225.135                                      | 3.699.975  |
| At March 31, 2015   |  |  |   |  |  |
| Borrowings  | 868.879  | 398.797  | 1.652.692                                       | 296.294                                      | 3.216.662  |
| Derivative financial instruments  | 232.711  | -  | -   | -  | 232.711  |
| Trade accounts payable  | 101.866  | -  | -   | -  | 101.866  |
| Acquisition of equity interest  | 17.507   | 17.065   | 34.860  | 26.890                                       | 96.322   |
| Other liabilities   | 23.225   | -  | -   | 10.927                                       | 34.152   |
|   | 1.244.188  | 415.862  | 1.687.552                                       | 334.111                                      | 3.681.713  |
|   |  |  |   |  |  |
|   | Within 1   | From 1 to  | From 2 to 5                                     | Above 5                                      |  |
| Consolidated  | Within 1<br>year   | From 1 to<br>2 years   | From 2 to 5<br>years                            | Above 5<br>years                             | Total  |
|   |  |  |   |  | Total  |
| Consolidated  At June 30, 2015  Borrowings  |  |  |   |  | Total 3.317.066  |
| At June 30, 2015  | year   | 2 years  | years   | years  |  |
| At June 30, 2015<br>Borrowings  | year<br>714.281  | 2 years  | years   | years  | 3.317.066  |
| At June 30, 2015 Borrowings Derivative financial instruments  | year<br>714.281<br>125.045   | 2 years<br>829.233   | years   | years  | 3.317.066<br>125.045   |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable   | year<br>714.281<br>125.045<br>158.354  | 2 years<br>829.233<br>-<br>-                                 | years<br>1.581.400<br>-<br>-                    | years<br>192.152<br>-<br>-                   | 3.317.066<br>125.045<br>158.354  |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest  | 714.281<br>125.045<br>158.354<br>17.643  | 2 years<br>829.233<br>-<br>-<br>11.620                       | years<br>1.581.400<br>-<br>-                    | years<br>192.152<br>-<br>-                   | 3.317.066<br>125.045<br>158.354<br>91.013  |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  | 714.281<br>125.045<br>158.354<br>17.643<br>23.952  | 2 years<br>829.233<br>-<br>-<br>11.620<br>11.262             | 1.581.400<br>-<br>-<br>34.860<br>-              | years 192.152 26.890 -                       | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214  |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest  | 714.281<br>125.045<br>158.354<br>17.643<br>23.952  | 2 years<br>829.233<br>-<br>-<br>11.620<br>11.262             | 1.581.400<br>-<br>-<br>34.860<br>-              | years 192.152 26.890 -                       | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214  |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  At March 31, 2015   | 714.281<br>125.045<br>158.354<br>17.643<br>23.952<br>1.039.275   | 2 years<br>829.233<br>-<br>11.620<br>11.262<br>852.115       | 1.581.400<br>-<br>-<br>34.860<br>-<br>1.616.260 | years  192.152  - 26.890  - 219.042          | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214<br>3.726.692   |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  At March 31, 2015 Borrowings  | 714.281<br>125.045<br>158.354<br>17.643<br>23.952<br>1.039.275   | 2 years<br>829.233<br>-<br>11.620<br>11.262<br>852.115       | 1.581.400<br>-<br>-<br>34.860<br>-<br>1.616.260 | years  192.152  - 26.890  - 219.042          | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214<br>3.726.692   |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  At March 31, 2015 Borrowings Derivative financial instruments   | 714.281<br>125.045<br>158.354<br>17.643<br>23.952<br>1.039.275<br>872.419<br>232.711                     | 2 years<br>829.233<br>-<br>11.620<br>11.262<br>852.115       | 1.581.400<br>-<br>-<br>34.860<br>-<br>1.616.260 | years  192.152  - 26.890  - 219.042          | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214<br>3.726.692<br>3.240.079<br>232.711                     |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  At March 31, 2015 Borrowings Derivative financial instruments Trade accounts payable                                | 714.281<br>125.045<br>158.354<br>17.643<br>23.952<br>1.039.275<br>872.419<br>232.711<br>95.476           | 2 years  829.233  11.620 11.262 852.115  402.276             | 1.581.400 34.860 - 1.616.260  1.663.129         | years  192.152  - 26.890  - 219.042  302.255 | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214<br>3.726.692<br>3.240.079<br>232.711<br>95.476           |
| At June 30, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest Other liabilities  At March 31, 2015 Borrowings Derivative financial instruments Trade accounts payable Acquisition of equity interest | 714.281<br>125.045<br>158.354<br>17.643<br>23.952<br>1.039.275<br>872.419<br>232.711<br>95.476<br>17.507 | 2 years  829.233  - 11.620 11.262 852.115  402.276  - 17.065 | 1.581.400 34.860 - 1.616.260  1.663.129         | years  192.152  - 26.890  - 219.042  302.255 | 3.317.066<br>125.045<br>158.354<br>91.013<br>35.214<br>3.726.692<br>3.240.079<br>232.711<br>95.476<br>96.322 |



In thousands of reais, unless otherwise stated

#### 22.4 Capital management

The Group objectives when managing capital are to safeguard its ability to continue as a going concern in order to provide return for shareholders and benefits for other stakeholders and to maintain an optimal target capital structure to reduce the cost of capital. In order to maintain or adjust its capital structure, the Group may revise the policy for payment of dividends, return capital to shareholders, issue new shares, or sell assets to reduce its indebtedness, for example.

Consistent with others in the industry, the Group monitors capital on the basis of net debt/EBITDA ratio. The Group considers ideal a ratio of up to 3.5, i.e., where net debt corresponds to 3.5 times EBITDA.

#### 23. Financial instrument classification and fair value

#### 23.1 Classification

Financial assets and liabilities are classified as follows:

|                                   |             |             | Company   |
|-----------------------------------|-------------|-------------|-----------|
|                                   | Assets      |             |           |
|                                   | measured at | Derivatives |           |
|                                   | fair value  | for hedging |           |
| Assets as per balance sheet       | through P&L | purposes    | Total     |
| At June 30, 2015                  |             |             |           |
| Cash and cash equivalents         | 915.072     | -           | 915.072   |
| Short-term investments            | 485         | -           | 485       |
| Trade accounts receivable         | 93.259      | -           | 93.259    |
| Derivative financial instruments  | 17.833      | 106.627     | 124.460   |
| Transactions with related parties | 1.246       | -           | 1.246     |
| Other assets, except prepayments  | 4.958       | -           | 4.958     |
|                                   | 1.032.853   | 106.627     | 1.139.480 |
| At March 31, 2015                 |             |             |           |
| Cash and cash equivalents         | 989.690     | -           | 989.690   |
| Short-term investments            | 478         | -           | 478       |
| Trade accounts receivable         | 142.162     | -           | 142.162   |
| Derivative financial instruments  | 20.674      | 201.123     | 221.797   |
| Transactions with related parties | 1.280       | -           | 1.280     |
| Other assets, except prepayments  | 3.091       | -           | 3.091     |
|                                   | 1.157.375   | 201.123     | 1.358.498 |
|                                   |             |             |           |



In thousands of reais, unless otherwise stated

|  |             |  |  | Company  |
|--|-------------|--|--|--|
|  | Liabilities |  |  |  |
|  | measured at | Derivatives for  | Liabilities at                         |  |
|  | fair value  | hedging  | amortized                              |  |
| Assets as per balance sheet  | through P&L | purposes   | cost                                   | Total  |
| At June 30, 2015   |             |  |  |  |
| Borrowings   | 24.238      | -  | 3.270.282                              | 3.294.520  |
| Derivative financial instruments   | -           | 125.045  | -                                      | 125.045  |
| Trade accounts payable   | -           | -  | 162.253                                | 162.253  |
| Acquisition of equity interest   | -           | -  | 91.013                                 | 91.013   |
| Other liabilities  | -           | -  | 27.144                                 | 27.144   |
|  | 24.238      | 125.045  | 3.550.692                              | 3.699.975  |
| At March 31, 2015  |             |  |  |  |
| Borrowings   | 24.254      | -  | 3.192.408                              | 3.216.662  |
| Derivative financial instruments   | -           | 232.711  | -                                      | 232.711  |
| Trade accounts payable   | -           | -  | 101.866                                | 101.866  |
| Acquisition of equity interest   | =           | -  | 96.322                                 | 96.322   |
| Other liabilities  | -           | -  | 34.152                                 | 34.152   |
|  | 24.254      | 232.711  | 3.424.748                              | 3.681.713  |
|  |             |  | (                                      | Consolidated   |
|  |             |  |  |  |
|  |             | Assets   |  |  |
|  |             | measured at  | Derivatives                            |  |
|  |             | measured at<br>fair value  | for hedging                            |  |
| Assets as per balance sheet  |             | measured at  |  | Total  |
| Assets as per balance sheet At June 30, 2015   |             | measured at<br>fair value  | for hedging                            | Total  |
| At June 30, 2015<br>Cash and cash equivalents  |             | measured at<br>fair value  | for hedging                            | Total<br>1.007.813   |
| At June 30, 2015  Cash and cash equivalents  Short-term investments  |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998   | for hedging                            | 1.007.813<br>4.998   |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable   |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616  | for hedging<br>purposes<br>-<br>-<br>- | 1.007.813<br>4.998<br>135.616  |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments  |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833                                | for hedging                            | 1.007.813<br>4.998<br>135.616<br>124.460   |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable   |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833<br>4.960                       | for hedging purposes  106.627          | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960  |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments   |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833                                | for hedging<br>purposes<br>-<br>-<br>- | 1.007.813<br>4.998<br>135.616<br>124.460   |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015  |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833<br>4.960<br>1.171.220          | for hedging purposes  106.627          | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847   |
| At June 30, 2015 Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015 Cash and cash equivalents   |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833<br>4.960<br>1.171.220          | for hedging purposes  106.627          | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847   |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015 Cash and cash equivalents Short-term investments   |             | measured at fair value through P&L  1.007.813 4.998 135.616 17.833 4.960 1.171.220  1.020.112 5.723                | for hedging purposes  106.627          | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847<br>1.020.112<br>5.723                       |
| At June 30, 2015 Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015 Cash and cash equivalents   |             | measured at<br>fair value<br>through P&L<br>1.007.813<br>4.998<br>135.616<br>17.833<br>4.960<br>1.171.220          | for hedging purposes  106.627          | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847   |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments |             | measured at fair value through P&L  1.007.813 4.998 135.616 17.833 4.960 1.171.220  1.020.112 5.723 164.366        | for hedging purposes                   | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847<br>1.020.112<br>5.723<br>164.366            |
| At June 30, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable Derivative financial instruments Other assets, except prepayments  At March 31, 2015  Cash and cash equivalents Short-term investments Trade accounts receivable                                  |             | measured at fair value through P&L  1.007.813 4.998 135.616 17.833 4.960 1.171.220  1.020.112 5.723 164.366 20.674 | for hedging purposes                   | 1.007.813<br>4.998<br>135.616<br>124.460<br>4.960<br>1.277.847<br>1.020.112<br>5.723<br>164.366<br>221.797 |



In thousands of reais, unless otherwise stated

|                                  |   |                                  |                                     | Consolidated |
|----------------------------------|---|----------------------------------|-------------------------------------|--------------|
| Assets as per balance sheet      | Liabilities<br>measured at<br>fair value<br>through P&L | Derivatives for hedging purposes | Liabilities at<br>amortized<br>cost | Total        |
| At June 30, 2015                 |   |                                  |                                     |              |
| Borrowings                       | 24.238  | -                                | 3.292.828                           | 3.317.066    |
| Derivative financial instruments | -   | 125.045                          | -                                   | 125.045      |
| Trade accounts payable           | -   | -                                | 158.354                             | 158.354      |
| Acquisition of equity interest   | -   | -                                | 91.013                              | 91.013       |
| Otherliabilities                 | -   | -                                | 35.214                              | 35.214       |
|                                  | 24.238  | 125.045                          | 3.577.409                           | 3.726.692    |
| At March 31, 2015                |   |                                  |                                     |              |
| Borrowings                       | 24.254  | -                                | 3.215.825                           | 3.240.079    |
| Derivative financial instruments | -   | 232.711                          | -                                   | 232.711      |
| Trade accounts payable           | -   | -                                | 95.476                              | 95.476       |
| Acquisition of equity interest   | -   | -                                | 96.322                              | 96.322       |
| Other liabilities                | -   | -                                | 40.864                              | 40.864       |
|                                  | 24.254  | 232.711                          | 3.448.487                           | 3.705.452    |

The credit quality of financial assets that are neither past due nor impaired is assessed by reference to external credit ratings (if available) or to historical information about counterparty default rates. There is no history of significant default in the Group.

#### 23.2 Fair value

For measuring and determining fair value, the Company uses various methods including market approaches, of P&L or cost, in order to estimate the value that market participants would use to price the asset or liability. Financial assets and liabilities carried at fair value are classified and disclosed within the following fair value hierarchy levels:

- **Level 1** Quoted prices (unadjusted) in active, liquid and visible markets, for identical assets and liabilities that are readily available at the measurement date;
- **Level 2** quoted prices (which may be adjusted or not) for similar assets or liabilities in active markets; and
- **Level 3** Assets and liabilities whose prices do not exist, or whose prices or valuation techniques are supported by a small, nonexistent or illiquid market and unobservable market inputs.



In thousands of reais, unless otherwise stated

|   | J       | une 30, 2015                    | March 31, 2015 |                |  |
|---|---------|---------------------------------|----------------|----------------|--|
| As per balance sheet  | Level 1 | Level 2                         | Level 1        | Level 2        |  |
| Assets - Derivative financial instruments   |         |                                 |                |                |  |
| Sugar cane options contract   | -       | 29.819                          | -              | 42.044         |  |
| Sugar cane futures contract   | 76.449  | -                               | 158.999        | -              |  |
| Ethanol futures contract  | -       | -                               | 80             | -              |  |
| Flexible currency options   | -       | 359                             | -              | -              |  |
|   | 76.449  | 30.178                          | 159.079        | 42.044         |  |
| Liabilities - Derivative financial instruments  |         |                                 |                |                |  |
| Flexible currency options   | -       | -                               | -              | 935            |  |
| Forward contracts - exchange  | -       | 48.982                          | -              | 123.855        |  |
| Swap contracts  | -       | 76.063                          | -              | 107.921        |  |
|   | _       | 125.045                         | -              | 232.711        |  |
| Ethanol futures contract Flexible currency options  Liabilities - Derivative financial instruments Flexible currency options Forward contracts - exchange |         | 30.178<br>-<br>48.982<br>76.063 | 80             | 123.8<br>107.9 |  |

#### **Futures and Options in the ICE**

The fair value of futures negotiated in the New York - Intercontinental Exchange (ICE Futures US) is calculated by the difference between the price of the derivative in the contract and the market closing price on the base date, obtained from quotations in the active market, and reconciled to creditor or debtor balances with the brokers. The fair value of options traded in the ICE is obtained from quotes in the market.

#### Foreign exchange options

The fair values of foreign exchange options are obtained using the "Black & Scholes" method, which is based on market data, specifically the DI and DDI interest curves published by the BM&F.

#### **Forward contracts**

The fair values of forward contracts, both for foreign exchange and sugar, contracted in the over-the-counter market with first-tier banks, are calculated using the discounted future cash flow method, based on observable market inputs, specifically the DI and DDI interest curves published by the BM&F, PTAX published by the Central Bank of Brazil (BACEN), and prices of sugar futures in the ICE.



In thousands of reais, unless otherwise stated

#### Other financial assets and liabilities

The carrying amounts of trade accounts receivables, notes receivable, trade accounts payables and notes payable, less impairment loss, or present value adjustment, when applicable, are assumed to approximate their fair values.

The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments. The carrying amounts and the fair values of borrowings are similar.

#### 24. Segment information (consolidated)

Management has determined the Group's operating segments based on the reports used for strategic decisions, which are reviewed by the main decision-makers, namely: the Executive Board, the CEO and the Board of Directors.

The analyses are made by segmenting the business based on the products sold by the Group, into the following segments:

- (i) Sugar;
- (ii) Ethanol;
- (iii) Electricity;
- (iv) Real estate ventures; and
- (v) Other products, which includes operations related to production and sale of ribonucleic acid (sodium salt) and other products or byproducts of lesser importance.

Certain events that took place over the period ended June 30, 2015 resulted in the strategic repositioning of Vale do Mogi and evidence the development of real estate activity as its core business. Among these events, the following are to be highlighted: (a) the establishment of independent management and own operational structure; (b) the launch of real estate ventures; and (c) the additional payment of plots of land by the Company in Vale do Mogi.

The operating segment performance is analyzed based on the P&L by product, focusing on profitability. The operating assets related to these segments are located in Brazil only.



In thousands of reais, unless otherwise stated

#### Consolidated P&L by segment

| Quarter ended June 30, 2015   |                           |                           |                         |                         |                        |                              |                                |  |
|---|---------------------------|---------------------------|-------------------------|-------------------------|------------------------|------------------------------|--------------------------------|--|
|   | Sugar                     | Ethanol                   | Electricit<br>y         | Real estate<br>ventures | Other products         | Not by<br>segment<br>and PPA | Total                          |  |
| Net revenue<br>Cost of sales<br>Mark-to-market of sugar cane plantation | 173.912<br>(148.611)<br>- | 115.987<br>(102.044)<br>- | 48.250<br>(13.509)<br>- | 13.942<br>(2.778)       | 15.089<br>(8.718)<br>- | -<br>-<br>1.559              | 367.180<br>(275.660)<br>1.559  |  |
| Gross profit  | 25.301                    | 13.943                    | 34.741                  | 11.164                  | 6.371                  | 1.559                        | 93.079                         |  |
| Gross margin<br>Selling expenses<br>Other operating expenses            | 14,55%<br>(11.652)<br>-   | 12,02%<br>(721)<br>-      | 72,00%<br>(464)<br>-    | 80,07%                  | 42,22%<br>(26)<br>-    | -<br>(15.721)                | 25,35%<br>(12.863)<br>(15.721) |  |
| Operating income (loss)   | 13.649                    | 13.222                    | 34.277                  | 11.164                  | 6.345                  | (14.162)                     | 64.495                         |  |
| Operating margin Other income and expenses not by segment               | 7,85%                     | 11,40%                    | 71,04%                  | 80,07%                  | 42,05%                 | (36.200)                     | 17,56%<br>(36.200)             |  |
| Net income for the period   | <u>-</u>                  | -                         |                         | <u> </u>                |                        | -                            | 28.295                         |  |

| Quarter ended June 30, 2014   |                           |                           |                        |                         |                  |                              |                               |  |
|---|---------------------------|---------------------------|------------------------|-------------------------|------------------|------------------------------|-------------------------------|--|
|   | Sugar                     | Ethanol                   | Electricit<br>y        | Real estate<br>ventures |                  | Not by<br>segment<br>and PPA | Total                         |  |
| Net revenue<br>Cost of sales<br>Mark-to-market of sugar cane plantation | 182.951<br>(117.126)<br>- | 164.501<br>(132.767)<br>- | 22.231<br>(4.399)<br>- | -<br>-<br>-             | 8.324<br>(6.521) | -<br>-<br>1.691              | 378.007<br>(260.813)<br>1.691 |  |
| Gross profit  | 65.825                    | 31.734                    | 17.832                 | -                       | 1.803            | 1.691                        | 118.885                       |  |
| Gross margin  | 35,98%                    | 19,29%                    | 80,21%                 | -                       | 21,66%           | -                            | 31,45%                        |  |
| Selling expenses Other operating expenses                               | (12.463)                  | (4.204)                   | (160)                  | -<br>-                  | (49)<br>-        | (10.081)                     | (16.876)<br>(10.081)          |  |
| Operating income (loss)   | 53.362                    | 27.530                    | 17.672                 | -                       | 1.754            | (8.390)                      | 91.928                        |  |
| Operating margin Other income and expenses not by                       | 29,17%                    | 16,74%                    | 79,49%                 | -                       | 21,07%           | - (24, 202)                  | 24,32%                        |  |
| Net income for the period   | <u>-</u>                  | <u>-</u>                  | <u>-</u>               | <u> </u>                | <u> </u>         | (31.202)                     | (31.202)<br>60.726            |  |

#### **Consolidated operating assets by segment**

The main operating assets of the Group were segregated by segment based on the cost centers into which they are allocated and/or the apportionment criterion that takes into consideration the production of each product in relation to total production. This allocation could, therefore, vary from one year to another.



In thousands of reais, unless otherwise stated

|   |   |  |                                       |  | J  | lune 30, 2015                                       |
|---|---|--|---------------------------------------|--|--|---|
|   | Sugar   | Ethanol  | Electricity                           | Real estate<br>ventures                    | Other unallocated products                       | Total   |
| Trade accounts receivable   | 5.817   | 63.003   | 18.687                                | 22.746                                     | 25.363   | 135.616   |
| Inventory items Biological assets   | 255.312<br>557.549                                  | 260.754<br>367.364                                   | -                                     | 7.544<br>-                                 | 9.634<br>-                                       | 533.244<br>924.913                                  |
| Property, plant and equipment<br>Intangible assets                                | 1.906.021<br>239.824                                | 1.253.844<br>158.018                                 | 173.566<br>96.799                     | -<br>-                                     | 11.535<br>                                       | 3.344.966<br>494.641                                |
| Total assets allocated  | 2.964.523   | 2.102.983  | 289.052                               | 30.290                                     | 46.532   | 5.433.380   |
| Other unallocated assets  |   |  |                                       | -  | 1.898.184  | 1.898.184   |
| Total   | 2.964.523   | 2.102.983  | 289.052                               | 30.290                                     | 1.944.716  | 7.331.564   |
|   |   |  |                                       |  |  |   |
|   |   |  |                                       |  | М  | arch 31, 2015                                       |
|   | Sugar   | Ethanol  | Flactricity                           | Real estate                                | Other unallocated                                |   |
| Trade accounts receivable   | Sugar   |  | Electricity                           | ventures                                   | Other<br>unallocated<br>products                 | Total   |
| Trade accounts receivable Inventory items   | Sugar<br>50.322<br>81.296                           | Ethanol<br>61.706<br>127.703                         | Electricity<br>3.230                  |  | Other unallocated                                |   |
|   | 50.322  | 61.706   | •                                     | ventures<br>8.902                          | Other unallocated products 40.206                | Total<br>164.366                                    |
| Inventory items   | 50.322<br>81.296                                    | 61.706<br>127.703                                    | •                                     | ventures<br>8.902                          | Other unallocated products 40.206                | Total<br>164.366<br>227.050                         |
| Inventory items Biological assets Property, plant and equipment                   | 50.322<br>81.296<br>550.146<br>1.911.574            | 61.706<br>127.703<br>386.095<br>1.339.385            | 3.230<br>-<br>-<br>-<br>120.359       | ventures<br>8.902                          | Other unallocated products 40.206 7.729          | Total<br>164.366<br>227.050<br>936.241<br>3.383.376 |
| Inventory items Biological assets Property, plant and equipment Intangible assets | 50.322<br>81.296<br>550.146<br>1.911.574<br>233.364 | 61.706<br>127.703<br>386.095<br>1.339.385<br>163.776 | 3.230<br>-<br>-<br>120.359<br>103.401 | ventures<br>8.902<br>10.322<br>-<br>-<br>- | Other unallocated products 40.206 7.729 - 12.058 | Total 164.366 227.050 936.241 3.383.376 500.541     |

Since the decision-makers analyze liabilities on a consolidated basis, information on liabilities is not reported by segment.

#### 25. Revenues

Revenue comprises the fair value of the consideration received or receivable for the sale of products and services in the ordinary course of the Group's activities.

#### (i) Sales of products and services

The Group sells sugar, ethanol, electricity, ribonucleic acid, sugar cane bagasse, among others. Sales of products are recognized whenever the Company has delivered products to the customer. The delivery is not made until: (i) the products have been sent to a local



In thousands of reais, unless otherwise stated

specified; (ii) the loss risks have been transferred to the customer; (iii) the customer has accepted the products according to the sale contract; and (iv) the acceptance provisions have been agreed to, or the Group has objective evidence that all criteria for acceptance have been met.

The Group renders planting, mechanization and logistics services. These services are priced according to the time incurred and materials used, and are recognized as they occur.

#### (ii) Sale of plots of land and subdivisions (real estate ventures)

Sales revenue and cost of land inherent in the development are allocated to profit or loss (P&L) to the extent that infrastructure work progresses given that the transfer of risks and rewards occurs continuously. In these sales (undeveloped plots) the following procedures are observed:

- (i) The percentage of cost incurred in relation to its total budgeted cost is calculated. This percentage is applied on revenue from plots and units sold, adjusted in accordance with contractual sale conditions;
- (ii) The sales revenue recognized that is higher than that effectively received from customers is recorded in current or noncurrent assets; and
- (iii) The amounts received in relation to the sale of plots that are higher than the amounts recognized in revenue are recorded under the heading "Advances from customers".

In credit sales of land with completed infrastructure projects, revenue is recognized when the sale is made, regardless of the receipt of the contractual amount, with revenues measured at the fair value of the consideration received and receivable. The Company takes into consideration the present value adjustment to the amounts receivable recorded.



In thousands of reais, unless otherwise stated

|   |               | Company       |               | Consolidated  |
|---|---------------|---------------|---------------|---------------|
|   | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| Gross sales revenue                       |               |               |               |               |
| Local market                              | 170.429       | 141.933       | 227.218       | 158.258       |
| Foreign market                            | 161.273       | 226.186       | 162.116       | 226.186       |
| Gains (losses) on derivatives             | (3.826)       | 4.706         | (3.826)       | 4.706         |
|   | 327.876       | 372.825       | 385.508       | 389.150       |
| Purchase Pricing Allocation effects -     |               |               |               |               |
| Electricity (i)                           | -             | -             | (4.358)       | (466)         |
|   | 327.876       | 372.825       | 381.150       | 388.684       |
|   |               |               |               |               |
| Sales taxes, contributions and deductions | (11.003)      | (9.588)       | (13.970)      | (10.677)      |
|   | 316.873       | 363.237       | 367.180       | 378.007       |

<sup>(</sup>i) This refers to PPA amortization deriving from acquisition of SC, as detailed in Note 10.

### 26. Costs and expenses by nature

Reconciliation of expenses by nature is as follows:

|   |               | Company       |               | Consolidated  |
|---|---------------|---------------|---------------|---------------|
| Costs and expenses by nature:                                 | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| Raw material and material for use and consumption             | 107.784       | 128.037       | 100.226       | 118.042       |
| Personnel expenses  | 60.866        | 58.024        | 61.539        | 58.024        |
| Depreciation and amortization (including harvested biological |               |               |               |               |
| assets)   | 100.832       | 77.673        | 101.923       | 78.055        |
| Third-party services  | 19.879        | 24.802        | 19.615        | 24.804        |
| Spare parts and maintenance services                          | 14.173        | 12.833        | 14.235        | 12.833        |
| Litigation  | (45)          | 2.243         | (45)          | 2.243         |
| Change in fair value of biological assets                     | (1.559)       | (1.691)       | (1.559)       | (1.691)       |
| Materials for resale  | 8.814         | 2.368         | 8.814         | 2.368         |
| Sale of land  | -             | -             | 2.779         | -             |
| Other expenses  | 8.879         | 9.933         | 8.759         | 9.354         |
|   | 319.623       | 314.222       | 316.286       | 304.032       |



In thousands of reais, unless otherwise stated

|                                     |               | Company       | Consolidate   |               |  |
|-------------------------------------|---------------|---------------|---------------|---------------|--|
| Classified as:                      | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |  |
| Cost of sales                       | 278.986       | 269.546       | 274.101       | 259.122       |  |
| Selling expenses                    | 12.497        | 16.804        | 12.863        | 16.876        |  |
| General and administrative expenses | 28.140        | 27.872        | 29.322        | 28.034        |  |
|                                     | 319.623       | 314.222       | 316.286       | 304.032       |  |

### 27. Financial income (expenses)

|   |               | Company       |               | Consolidated  |
|---|---------------|---------------|---------------|---------------|
|   | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| Financial income                                  |               |               |               |               |
| Interest received and accrued                     | 27.131        | 11.735        | 29.978        | 12.249        |
| Bank surety commission                            | 966           | 583           | 966           | 583           |
| Other revenues                                    | 185           | 344           | 2.246         | 345           |
|   | 28.282        | 12.662        | 33.190        | 13.177        |
| Financial expenses                                |               |               | <u> </u>      |               |
| Present value adjustment                          | (953)         | (1.346)       | (953)         | (1.346)       |
| Interest on Borrowings                            | (48.378)      | (20.915)      | (48.755)      | (21.303)      |
| Interest on Borrowings - Copersucar               | (2.997)       | (2.151)       | (2.997)       | (2.151)       |
| Interest paid and accrued                         | (10.494)      | (1.462)       | (10.939)      | (1.466)       |
| Bank surety commission                            | (1.897)       | (349)         | (1.897)       | (349)         |
| Monetary restatement of contingencies             | (1.430)       | (2.144)       | (1.429)       | (2.144)       |
| Other expenses                                    | (1.306)       | (539)         | (1.309)       | (541)         |
|   | (67.455)      | (28.906)      | (68.279)      | (29.300)      |
| Monetary and foreign exchange variation, net      |               |               |               |               |
| Cash and cash equivalents                         | (3.941)       | (839)         | (3.941)       | (839)         |
| Customers and suppliers                           | 638           | (782)         | 638           | (782)         |
| Borrowings  | 9.533         | 2.636         | 9.533         | 2.636         |
|   | 6.230         | 1.015         | 6.230         | 1.015         |
| Derivatives - not designated for hedge accounting |               |               |               | <u> </u>      |
| Gain (loss) on sugar transactions                 | (5.168)       | 901           | (5.168)       | 901           |
| Gain (loss) on ethanol transactions               | (6)           | 23            | (6)           | 23            |
| Gain (loss) on foreign exchange transactions      | (959)         | (797)         | (959)         | (797)         |
| Gains (loss) on swaps                             | (19.404)      | (5.001)       | (19.404)      | (5.001)       |
| Costs of commodities exchange operations          | (331)         | (144)         | (331)         | (144)         |
| Net foreign exchange variation                    | (1.304)       | (791)         | (1.304)       | (791)         |
|   | (27.172)      | (5.809)       | (27.172)      | (5.809)       |
| Financial income (expenses)                       | (60.115)      | (21.038)      | (56.031)      | (20.917)      |



In thousands of reais, unless otherwise stated

|  |               | Company       |               | Consolidated  |
|--|---------------|---------------|---------------|---------------|
|  | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| Review of tax credits                                    | (22)          | (27)          | (22)          | (27)          |
| Gain (loss) on disposal of property, plant and equipment | (833)         | (67)          | (833)         | (67)          |
| Gain (loss) on sale of scrap                             | 556           | 110           | 556           | 110           |
| Lease agreements   | 76            | 63            | 76            | 439           |
| Indemnities of agricultural partnership agreements       | -             | 468           | -             | 468           |
| Recoveries with agricultural partnership agreements      | 971           | -             | 971           | -             |
| Expenses with ICMS Copersucar proceeding                 | (137)         | (238)         | (137)         | (238)         |
| In-court reorganizations                                 | 189           | -             | 189           | -             |
| Recovery of receivables                                  | 187           | -             | 187           | -             |
| Claim reimbursement                                      | 142           | -             | 142           | -             |
| Other  | 14            | (41)          | 20            | (44)          |
|  | 1.143         | 268           | 1.149         | 641           |

### 28. Earnings per share

|   | June 30, 2015 | June 30, 2014 |
|---|---------------|---------------|
| Income for the period attributable to controlling shareholders<br>Weighted average number of common shares for the period - | 28.295        | 60.726        |
| in thousands  | 112.933       | 112.359       |
| Basic earnings per share (in reais)   | 0,2505        | 0,5405        |

|   | June 30, 2015 | June 30, 2014 |
|---|---------------|---------------|
| Income for the period used to determine diluted earnings per share                          | 28.295        | 60.726        |
| Weighted average number of common shares for diluted earnings per shares - in thousands (i) | 113.171       | 112.833       |
| Diluted earnings per share (in reais)   | 0,2500        | 0,5382        |

(i) Weighted average includes potentially dilutive call options.



In thousands of reais, unless otherwise stated

#### 29. Insurance coverage

The Group maintains a standard safety, training and quality program in its units, which aims, among other things, to reduce the risk of accidents. Furthermore, it maintains insurance contracts at amounts considered sufficient to cover any significant losses on its assets and liabilities. Insured amounts at June 30, 2015 are as follows:

| Company and consolidated                                       |                      |
|--|----------------------|
| Risks covered  | Maximum coverage (*) |
| Civil liability  | 1,735,193            |
| Fire, lightning and explosion of any nature                    | 1,316,909            |
| Theft or larceny   | 192,231              |
| Other coverage   | 223,341              |
| Electrical damages   | 40,567               |
| Natural phenomena, impact of vehicles or aircraft, among other | 144,000              |

(\*) Corresponds to the maximum coverage amount for the various assets and locations insured.

The vehicle cover, mainly civil liability, is also included above, except for property damage, which has as reference, on average, 100% of the Economic Research Institute (FIPE) table.

#### 30. Acquisition and divestiture - payables and receivables

The balances payable refer to the acquisition of equity investment and are comprised as follows:

Santa Cruz - acquisition of interest 56.05% Agro Pecuária Boa Vista disposal of investment TOTAL with related party LOP Santa Cruz - 3.9%

|           |                     | oles               | Receivab             |                     | Payables            |                    |                        |                      |                        |
|-----------|---------------------|--------------------|----------------------|---------------------|---------------------|--------------------|------------------------|----------------------|------------------------|
|           | Balance<br>06.30.15 | Payment<br>(juros) | Monetary restatement | Balance at 03.31.15 | Balance<br>06.30.15 | Payment<br>(juros) | Payment<br>(principal) | Monetary restatement | Balance at<br>03.31.15 |
| (282.462) | -                   | -                  | -                    | -                   | (282.462)           | 8.433              | -                      | (8.546)              | (282.349)              |
| 196.996   | 196.996             | (5.786)            | 5.865                | 196.917             | -                   | -                  | -                      | -                    | -                      |
| (85.466)  | 196.996             | (5.786)            | 5.865                | 196.917             | (282.462)           | 8.433              | -                      | (8.546)              | (282.349)              |
| (5.547)   | -                   | -                  | -                    | -                   | (5.547)             | 228                | 5.115                  | -                    | (10.890)               |
| (91.013)  | 196.996             | (5.786)            | 5.865                | 196.917             | (288.009)           | 8.661              | 5.115                  | (8.546)              | (293.239)              |

Current liabilities (17.643)
Noncurrent liabilities (73.370)
(91.013)



In thousands of reais, unless otherwise stated

#### 31. Subsequent events

#### Joint venture with Amyris Inc.

According to the relevant fact released on July 1, 2015, the Company announced the non-achievement of certain contractual targets by Amyris, impacting the viability of the project. Thus, the Company decided not to approve the continuation of the joint venture plant construction with the US Company Amyris Inc. and its Brazilian subsidiary Amyris Brazil Ltda.

Amyris may provide new information regarding the project feasibility in order to discuss a new deal potential. However, the joint venture and other contracts between the parties will be automatically terminated on August 31, 2015, if such date is not entered into a new agreement, at our discretion.

The Company did not make investments in the joint venture, which were scheduled to take place only after the start of plant operation.

#### Change of corporate name of subsidiary Vale do Piracicaba

At the Annual and Extraordinary General Meeting held on July 30, 2015, the subsidiary Vale do Piracicaba S.A. changed its name to São Martinho Inova S.A., changing its business purpose to a) develop, study, design, execute plans and research programs and development oriented agribusiness activities for the sugar and alcohol sector, directly or in cooperation with other entities or companies; b) develop agro-industrial technologies; c) participate in other companies as partner or shareholder.

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