

São Martinho 2013



2012/2013 – Earnings Release

Disclaimer



This presentation contains forward-looking statements relating to the business outlook, operating and financial projections, and the growth prospects of São Martinho S.A. These statements merely represent projections and as such are based exclusively on management's expectations about the future of the business.

Forward-looking statements are no guarantee of performance. They involve risks, uncertainties and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur in the future.

Investors should understand that general economic conditions, industry conditions and other operating factors could also affect the future results and could cause results to differ materially from those expressed in such forward-looking statements.

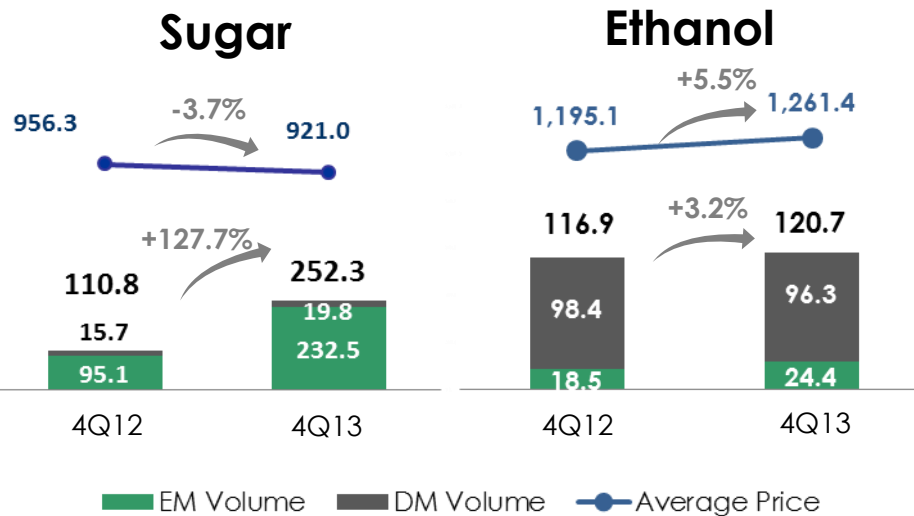
Financial Highlights– 4Q13



Table 1

	4Q12	4Q13	Variation
Net Revenue	259.5	403.8	+55.6%
COGS (cash)	(153.4)	(209.8)	+36.8%
Adjusted EBITDA	68.6	142.9	+108.2%
Adjusted EBITDA Margin	26.5%	35.4%	+8.93 p.p.
Earnings before taxes	(24.0)	19.7	n.m.
Net Income	(15.5)	12.7	n.m.
TRS Sold ('000 kg)	316	472	+49.4%

Graph 1



Financial Highlights – 12M13



Table 1

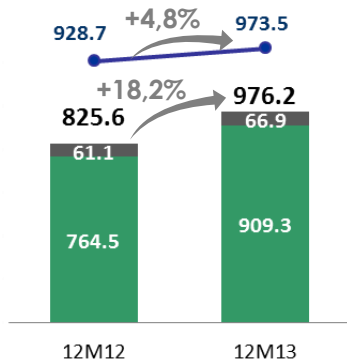
	12M12	12M13	Variation
Net Revenue	1,366.9	1,635.9	+19.7%
COGS (Cash)	(676.2)	(795.1)	+17.6%
Adjusted EBITDA	537.1	651.9	+21.4%
Adjusted EBITDA Margin	39.3%	39.8%	+0.5 p.p.
Earnings Before Taxes	166.2	98.2	-40.9%
Net Income	126.6	72.9	-42.4%
TRS Sold ('000I kg)	1,553	1,801	+15.9%

Table 2

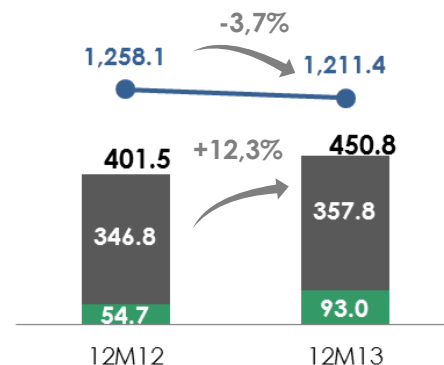
	12M12	12M13	Variation (R\$ MM)	Var. %
Adjusted EBITDA	537.1	651.9	+114.8	+21.4%
Depr./Amort.	(351.8)	(452.9)	-101.1	+28.7%
Biological Assets	31.9	4.7	-27.2	-85.1%
% Part. UBV/USC	24.9	0	-24.9	n.m.
Net Income	126.6	72.9	-53.7	-42.4%

Graph 1

Sugar



Ethanol



EM Volume DM Volume Average Price

EBITDA Cost (4Q13 – 12M13)



Graph 1

% of Net Rev. 12M13

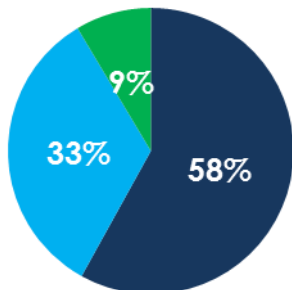


Table 1

12M13	Sugar	Ethanol	Others	TOTAL
Net Revenue	949,800	545,851	140,305	1,635,955
Adjusted EBITDA	439,677	176,024	36,214	651,915
Adj. EBITDA Margin	46.3%	32.2%	25.8%	39.8%

■ Açúcar ■ Etanol ■ Outros

Table 2

EBITDA COST BY PRODUCT– 4Q13

	4T12	4T13	Variation
EBITDA Cost Sugar (R\$/ton)	(596.4)	(539.0)	-9.6%
EBITDA Cost Ethanol (R\$/m³)	(956.2)	(848.3)	-11.3%

Table 3

EBITDA COST BY PRODUCT– 12M13

	12M12	12M13	Variation
EBITDA Cost Sugar (R\$/ton)	(513.5)	(522.5)	+1.7%
EBITDA Cost Ethanol (R\$/m³)	(830.8)	(820.3)	-1.3%

Indebtedness



Table 1

DEBT	Mar-13	Mar-12	Var%.
R\$ Thousand			
PESA	69,599	72,509	-4.0%
Local Currency Loans / Working Capital	896,898	518,958	72.8%
PPE & NCE	808,516	437,799	84.7%
Obligations from Acquisitions	81,657	113,475	-28.0%
Gross Debt	1,856,670	1,142,741	62.5%
Cash and Cash Equivalents	634,290	410,567	54.5%
Net Debt	1,222,380	732,174	67.0%
(+) Proportional Gross Debt at Santa Cruz	206,913	203,645	1.6%
Consolidated Net Debt	1,429,293	935,819	52.7%
Net Debt / Acum. EBITDA	2.2 x	1.7 x	

Adjusted EBITDA

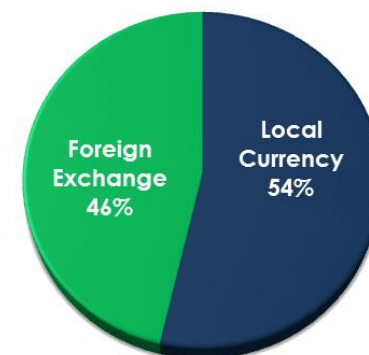
651,915

537,114

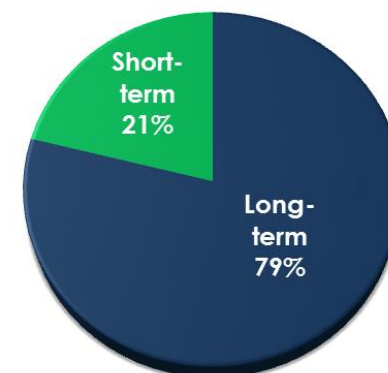
- ✓ Investments in UTE (railroad terminal) and Usina Boa Vista expansion (R\$ 190 million)
- ✓ Usina São Carlos' fields Acquisition (R\$ 198 million)

Graph 1

CURRENCY



TERM



Guidance – FY13/14



Table 1

Crushing and Production			
Production	2012/2013	Guidance 2013/2014 (*)	Var. (%)
Crushing ('000 tons)	12.9	15.3	18.5%
Sugar ('000 tons)	970.4	996.0	2.6%
Ethanol ('000 m3)	451.4	644.0	42.7%
Mix Sugar/Ethanol	57% - 43%	48% - 52%	
Mix Anhydrous/Hydrous	62% - 38%	65% - 35%	

(*) Includes de interest of 50.95% in the capital of Nova Fronteira Bioenergia S.A. and of 32.18% in Santa Cruz S.A.

Table 2

Hedging					
	Volume (Tons)	Average Price (US\$ c/p)	Average Price (R\$/US\$)	Average Price R\$/ton	% of Next Exposure
	Sugar		Dolar		
2013/2014 Crop Year	608,519	21.15	2.12	988.50	83%

IR Contacts

Telephone: +55 11 2105-4100

E-mail: ri@saomartinho.com.br

Website: www.saomartinho.com.br/ir

