



Adjusted EBITDA in 4Q13 grows 108.2% to R\$142.9 million

São Paulo, June 24, 2013 – SÃO MARTINHO S.A. (BM&FBovespa: SMT03; Reuters SMT03.SA and Bloomberg SMT03 BZ), one of Brazil's largest sugar and ethanol producers, announces today its results for the fourth quarter of 2013 (4Q13) and closing of the 2012/13 crop year.

4Q13 HIGHLIGHTS

- ✓ The São Martinho Group recorded Adjusted EBITDA of **R\$142.9 million in 4Q13 (Adjusted EBITDA Margin of 35.4%), increasing 108.2% from 4Q12**. In 12M13 compared to 12M12, **EBITDA grew by 21.4% to R\$651.9 million (Adjusted EBITDA margin of 39.8%)**. The main reason for the increase in this indicator in 4Q13 and 12M13 was the growth in sugar and anhydrous ethanol sales resulting from the 21.9% increase in the volume of sugarcane crushed in the 2012/13 crop year;
- ✓ **Net income in 4Q13 was R\$12.7 million, compared to the net loss of R\$15.5 million in the same period a year ago**. The improvement reflects the increase in Adjusted EBITDA driven by the abovementioned factors. **In 12M13, Net Income was R\$72.9 million, compared to R\$126.6 million in 12M12**. The reduction reflects noncash accounting variations, such as: (i) the R\$101.1 million increase in expenses with depreciation; and (ii) the non-recurring gains amounting to R\$24.9 million recognized in the previous year, i.e., the capital injection by Petrobras Biocombustível (Pbio) in Nova Fronteira and the mark-to-market gain related to the acquisition of the equity interest in Usina Santa Cruz;
- ✓ On March 31, 2013, **sugar prices for the 2013/14 crop year were locked in at an average price of USD 21.15 cents/pound for 608,519 tons, with this volume representing 83% of our net exposure** (total sugar production excluding our natural hedge with Consecana). In addition to the sugar prices locked in, the company held **short dollar positions through NDFs amounting to US\$308.6 million for exports of the 2013/14 crop, with average BRL/USD parity prices of 2.12**;
- ✓ In the 2012/13 crop year, São Martinho Group continued its investment plan, with expenditures allocated to expanding its mills and fields, as well as concluding the cogen project at Usina São Martinho. **In 12M13, these investments amounted to approximately R\$400 million**, with: (i) **R\$198.5 million for acquiring the sugarcane fields of Usina São Carlos**; (ii) **R\$120 million for increasing crushing**, especially at Usina Boa Vista, **where crushing will grow by 48% this crop year**; and (iii) **R\$70 million for concluding the electricity cogeneration project**;
- ✓ As a result of the abovementioned investments, **the group's net debt reached R\$1.4 billion in March 2013**, increasing by 52.7%, or R\$494 million, from March 2012, with the Net Debt/EBITDA ratio standing at 2.2x. Considering that these projects will begin generating EBITDA as of the 2013/14 crop year, we expect the Net Debt/EBITDA ratio to decrease to under 2x already next year;



✓ Based on the latest analysis of sugarcane development in the fields, **crushing in the 2013/14 crop year should grow by 18.5% compared to the 2012/13 crop year**, with a higher share of ethanol (especially anhydrous ethanol) in the production mix. The following table provides details of our production estimates:

Production	2012/2013	Guidance 2013/2014 (*)	Chg. (%)
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%	

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



Consolidated EBITDA after adoption of CVM Instruction 527/12

In compliance with Instruction 527 of the Securities and Exchange Commission of Brazil (CVM), issued on October 5, 2012, the **EBITDA** disclosed herein may differ from that published in prior periods due to the inclusion of equity income as a component of EBITDA.

For the purposes of analysis and better comparison, our **Adjusted EBITDA** will continue to exclude nonrecurring items and/or items not impacting cash flow in the period, such as: (i) marking-to-market of biological assets, (ii) equity income, etc.

The following table presents the quarterly results for the 2012/13 crop year already considering the abovementioned adjustment.

EBITDA RECONCILIATION	1Q13	2Q13	3Q13	4Q13	12M13
R\$ Thousand					
Adjusted EBITDA	108,076	238,271	162,690	142,877	651,915
Adjusted EBITDA Margin	37.2%	43.6%	41.2%	35.4%	39.8%
Non Recurring Operating Revenues (Expenses)	438	63	410	709	1,620
Biological Assets	(13,458)	4,272	2,364	2,068	(4,753)
Non Cash Items Recorded as COGS	(246)	(81)	1,405	(1,405)	(327)
Accounting EBITDA (before ICVM 527)	121,342	234,018	158,510	141,505	655,375
EBITDA Margin	41.8%	42.8%	40.1%	35.0%	40.1%
(-) Equity Income	(1,949)	(1,230)	(2,015)	1,579	(3,615)
EBITDA (after ICVM 527)	119,393	232,788	156,495	143,084	651,760
EBITDA Margin	41.1%	42.6%	39.6%	35.4%	39.8%
(-) Depreciation and Amortization	(87,414)	(137,592)	(119,054)	(108,890)	(452,950)
(-) Financial expense, net	(29,030)	(23,323)	(33,837)	(14,461)	(100,651)
(=) Operating Profit (Loss)	2,949	71,873	3,604	19,733	98,159



FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS (R\$ Thousand)	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
São Martinho - Consolidated						
Gross Revenue	420,289	279,701	50.3%	1,708,566	1,447,266	18.1%
Net Revenue	403,813	259,472	55.6%	1,635,955	1,366,990	19.7%
Adjusted EBITDA	142,877	68,637	108.2%	651,915	537,114	21.4%
EBITDA Margin	35.4%	26.5%	8.9 p.p.	39.8%	39.3%	0.6 p.p.
Consolidated Balance Sheet Indicators						
Total Assets	5,633,110	4,787,167	17.7%	5,633,110	4,787,167	17.7%
Shareholders' Equity	2,100,617	2,024,678	3.8%	2,100,617	2,024,678	3.8%
EBITDA (LTM)	651,915	537,114	21.4%	651,915	537,114	21.4%
Net Debt	1,429,293	935,819	52.7%	1,429,293	935,819	52.7%
Net Debt / EBITDA (LTM)	2.2 x	1.7 x		2.2 x	1.7 x	
Net Debt / Shareholders' Equity	68%	46%		68%	46%	

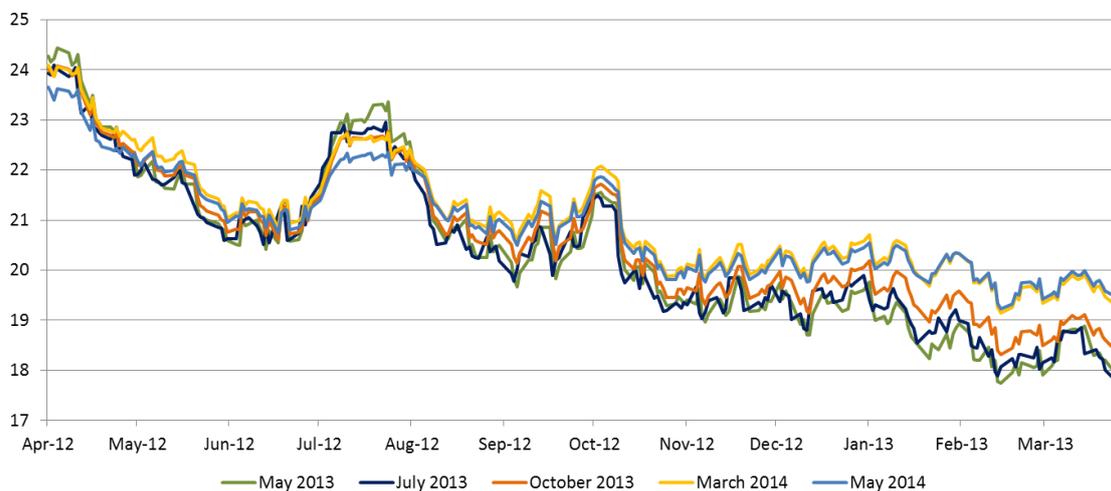
OPERATING DATA	11/12 Harvest	12/13 Harvest	Chg. (%)
São Martinho - Consolidated			
Crushed Sugarcane ('000 tons)	10,590	12,915	21.9%
Own	6,886	8,236	19.6%
Third Parties	3,704	4,679	26.3%
Mechanized Harvest	85.7%	87.3%	1.6 p.p
Production			
Sugar ('000 tons)	774	970	25.3%
Anhydrous Ethanol ('000 m3)	191	275	43.9%
Hydrous Ethanol ('000 m3)	188	177	-5.8%
Ribonucleic Acid (RNA) Sodium Salt ('000 Kg)	226	324	43.7%
Cogeneration ('000 MWh)	140	177	26.7%
<i>TRS Produced</i>	<i>1,461</i>	<i>1,795</i>	<i>22.9%</i>
<i>Mix - Sugar - Ethanol</i>	<i>56% - 44%</i>	<i>57% - 43%</i>	
<i>Mix Anhydrous - Hydrous</i>	<i>51% - 49%</i>	<i>62% - 38%</i>	

The volume of sugarcane crushed in the 2012/13 crop year to date amounted to 12.9 million tons, representing growth of 21.9% on the previous crop year. The improvement in crushing volume was due to the recovery in sugarcane yields and to the consolidation of the figures from Santa Cruz S.A., since the unit was acquired in December 2011. In addition to the higher crushing volume, the São Martinho Group prioritized the production of sugar and anhydrous ethanol, which are products with higher contribution margins and more resilient demand compared to hydrous ethanol.

Note that the information in the above table already considers our proportional interests in Nova Fronteira (51.0%) and Santa Cruz (32.18%).



INDUSTRY OVERVIEW - SUGAR



The downward trend in prices observed in the previous quarter continued in 4Q13 (i.e., Jan-Mar 2013). The downward move is explained by (i) the higher volume of sugarcane crushed in the Center-South region of Brazil at the end of the 2012/13 crop year due to good weather conditions, which led to a higher volume of sugar sold in the first quarter of the calendar year. In addition, the market expects the crops in China, Thailand, Brazil and India to remain positive, which supports the consensus expectation of another year of surpluses and subsequent pressure on sugar prices.

According to the Sugarcane Industry Association (UNICA), Brazil's Center-South region should process 589.6 million tons of sugarcane in the 2013/14 crop year, or 10.7% more than in the 2012/13 crop year, with sugar production totaling 35.5 million tons, or 4% more than in 2012/13. The lag in sugar production growth compared to crushing volume growth reflects the shift in the mix towards ethanol production, as detailed below in "Industry Overview – Ethanol".

The São Martinho Group expects to produce 996,000 tons of sugar in the 2013/14 crop year, of which **608,519 tons already have prices fixed at USD 21.15 cents/pound**. Considering our exposure to Consecana through the payment of sugarcane from suppliers and leased fields, on March 31, 2013, **the volume of sugarcane with fixed prices represented 83% of our net exposure**.



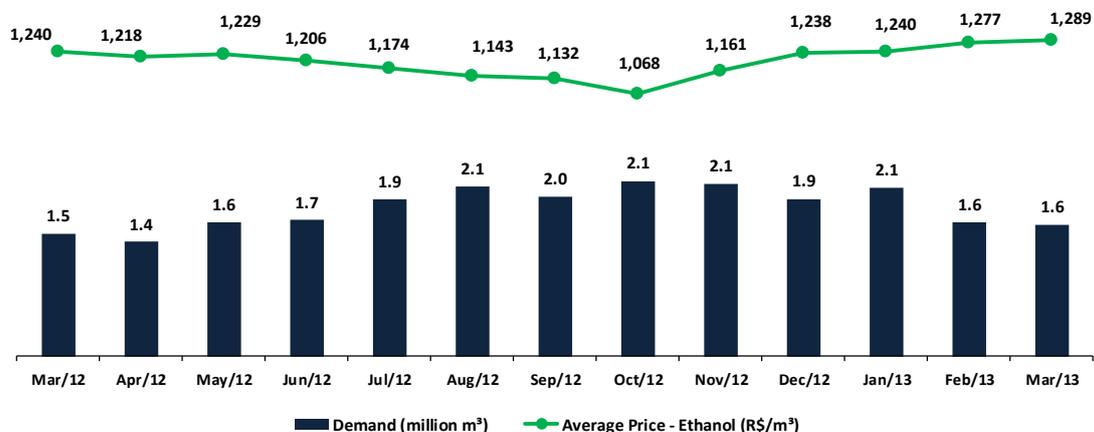
INDUSTRY OVERVIEW - ETHANOL

AVERAGE PRICES - ETHANOL	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
Market Prices						
Anhydrous ESALQ, Net DM R\$ / m3	1,338.60	1,248.33	7.2%	1,279.19	1,416.07	-9.7%
Hydrous ESALQ, Net DM - R\$ / m3	1,199.09	1,167.68	2.7%	1,116.26	1,195.62	-6.6%

In the 2012/13 crop year, the prices of both anhydrous ethanol and hydrous ethanol were lower than in the previous crop year. As already mentioned in previous quarters, this negative impact on ethanol prices was caused by the weaker demand for this biofuel, as the following chart shows.

However (and temporarily), the lower volume of ethanol available in the off-season (4Q13) drove up anhydrous and hydrous ethanol prices by 7.2% and 2.7%, respectively, compared to the same period of the previous crop year.

For the 2013/14 crop year, we expect demand for ethanol to recover and gradually improve the profitability to producers. The main causes which will boost demand are: i) the increase from 20% to 25% in the mixture of anhydrous ethanol in the type-A gasoline blend and ii) the reduction of PIS/Cofins taxes on ethanol production and sales, improving competitiveness of ethanol at fuel stations.





FINANCIAL PERFORMANCE

NET REVENUE BREAKDOWN	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Domestic Market	149,836	140,439	6.7%	597,880	576,850	3.6%
Sugar	17,618	15,884	10.9%	61,810	60,246	2.6%
Hydrous Ethanol	48,437	62,379	-22.4%	165,424	207,556	-20.3%
Anhydrous Ethanol	73,235	52,088	40.6%	261,670	231,631	13.0%
Energy	5,231	4,626	13.1%	44,409	27,593	60.9%
Other	5,315	5,466	-2.8%	64,565	49,808	29.6%
Export Market	253,977	119,033	113.4%	1,038,075	790,155	31.4%
Sugar	214,734	90,062	138.4%	888,516	706,441	25.8%
Hydrous Ethanol	14,387	17,110	-15.9%	37,262	47,291	-21.2%
Anhydrous Ethanol	16,151	8,138	98.5%	81,811	18,592	340.0%
RNA	8,705	3,452	152.2%	29,831	17,188	73.6%
Other	0	271	-100.0%	655	644	1.6%
Net Revenue	403,813	259,472	55.6%	1,635,955	1,366,990	19.7%
Sugar	232,352	105,945	119.3%	950,326	766,687	24.0%
Hydrous Ethanol	62,824	79,489	-21.0%	202,686	254,847	-20.5%
Anhydrous Ethanol	89,385	60,226	48.4%	343,481	250,223	37.3%
Energy	5,231	4,626	13.1%	44,409	27,593	60.9%
RNA	8,705	3,448	152.5%	29,833	17,188	73.6%
Other	5,315	5,738	-7.4%	65,220	50,452	29.3%

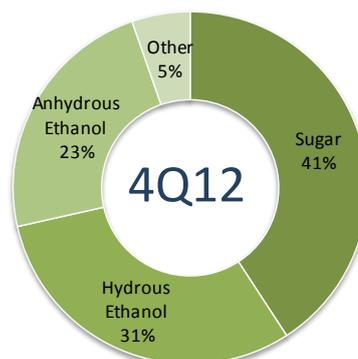
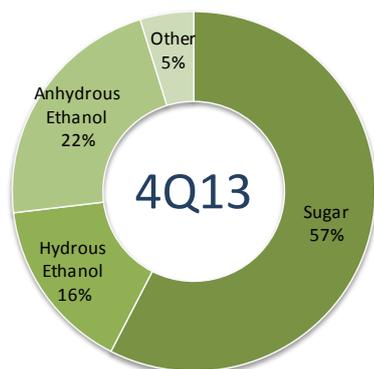
Net Revenue

In 4Q13, the Company's total net revenue was R\$403.8 million, increasing 55.6% from the same period of the previous crop year. The improvement was driven by: (i) the increase in sugar sales volume; (ii) the increase in anhydrous ethanol sales volume; and (iii) the higher electricity sales price. For the whole of the crop year (12M13), the 19.7% increase in the Group's net revenue was driven by the same factors that had a positive impact on 4Q13.

The following charts provide a breakdown of the Company's net revenue by product in the quarters:

Distribution – Net Revenue

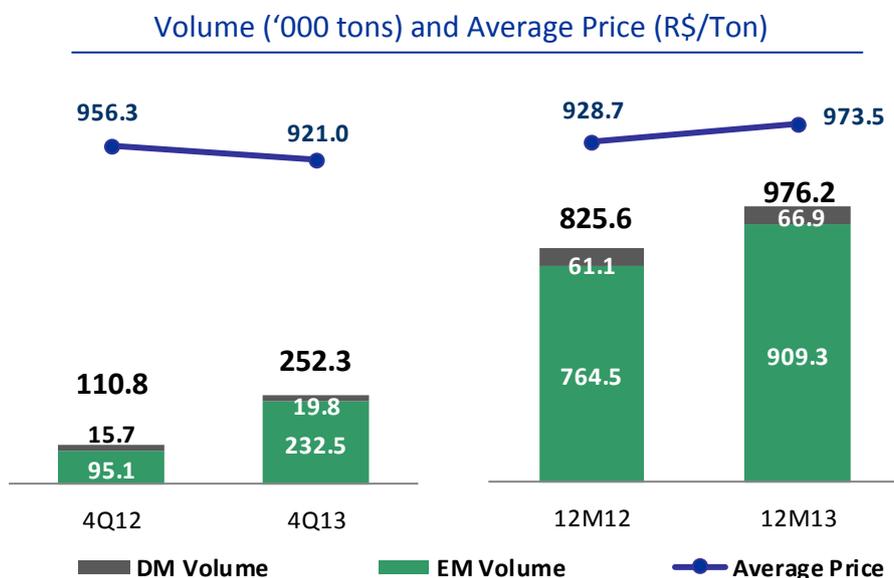
4Q13 x 4Q12





Sugar

Sugar



Net revenue from sugar sales was R\$232.4 million in 4Q13, increasing 119.3% from the same quarter of the previous crop year. The increase of 127.7% in sugar sales volume reflects the higher sugar production in the closing months of the crop year, as commented in the section "Market Overview – Sugar".

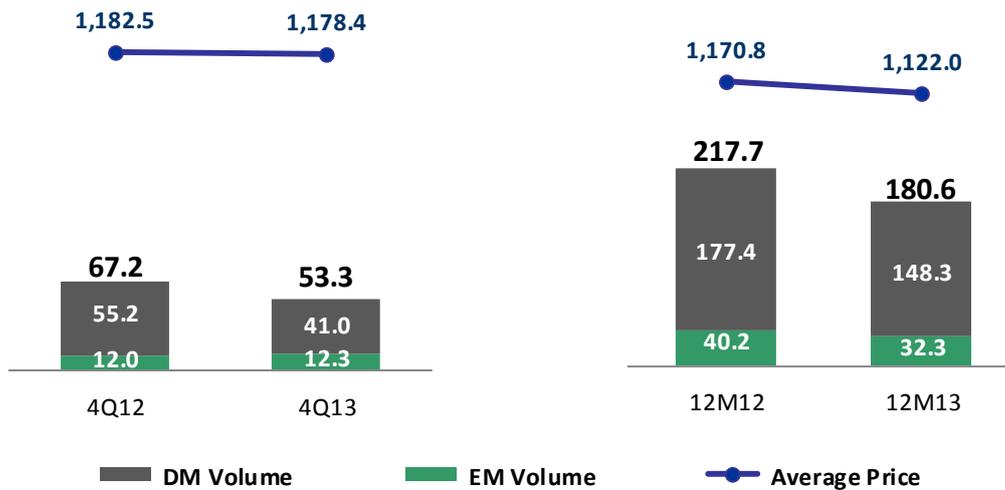
In 12M13, net revenue from sugar sales amounted to R\$950.3 million, increasing 24.0% from the previous crop year, which is explained by: (i) the 18.2% growth in sales volume; and (ii) the 4.8% increase in the average sales price.



Ethanol

Hydrous Ethanol

Volume ('000 m³) and Average Price (R\$/m³)

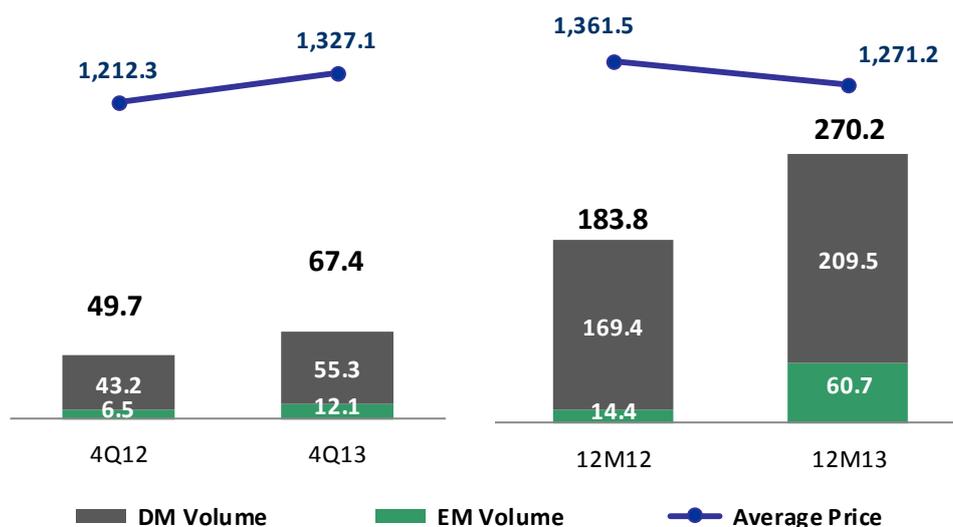


Net revenue from hydrous ethanol sales amounted to R\$62.8 million in 4Q13, decreasing 21.0% from the same quarter of the previous crop year. As mentioned in previous quarters, the reduction was mainly due to the lower hydrous ethanol production this crop year, reflecting the strategy to prioritize anhydrous ethanol in the production mix combined with the weaker demand for the product, as detailed in the section "Industry Overview – Ethanol".



Anhydrous Ethanol

Volume ('000 m³) and Average Price (R\$/m³)



In 4Q13, net revenue from anhydrous ethanol sales increased 48.4% from 4Q12 to reach R\$89.4 million. This net revenue growth was driven by (i) the 35.6% increase in anhydrous ethanol sales volume in the period, and (ii) the 9.5% increase in the average sales price.

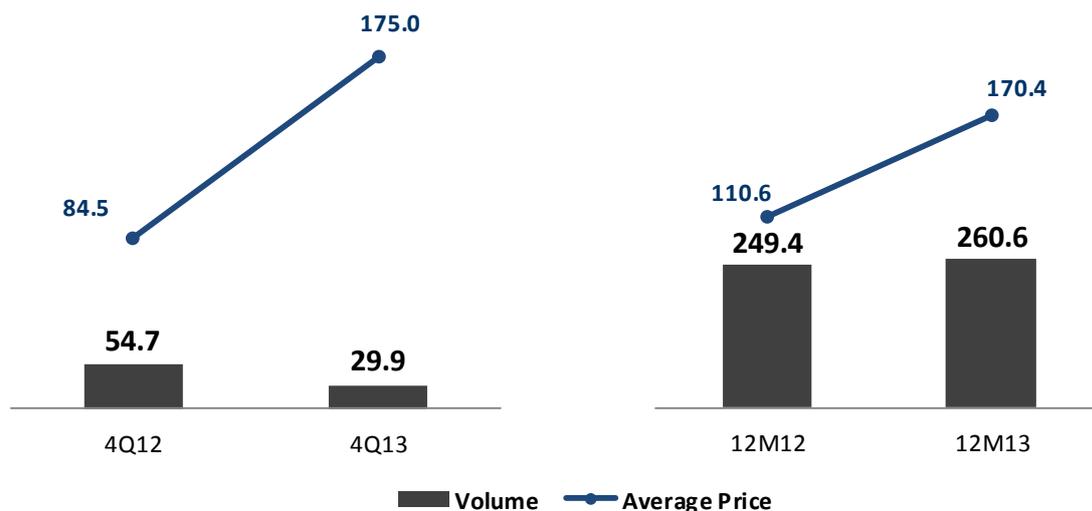
As mentioned in previous quarters, the growth in anhydrous ethanol sales volume was driven by the higher production for the 2012/13 crop year, as detailed in the section "Operating Data".



Cogen

Cogen

Volume ('000 MWh) and Average Price (R\$/MWh)



Net revenue from electricity sales in 4Q13 increased by 13.1% to R\$5.2 million compared to the same quarter of the previous crop year. The improvement is explained by the 106.9% increase in the average sales price due to (i) the incorporation of energy contracts with average prices above R\$170 MW/h from Usina Santa Cruz as from December 2011; and (ii) the recent increase in electricity spot prices, which had a positive impact on our volume of un-contracted energy.

Other Products and Services

Net revenue from the line "Other Products and Services" was R\$14.0 million in 4Q13, increasing 52.6% from the same quarter of the previous crop year. Net revenue from RNA grew 152.5% in 4Q13 driven by higher sales prices as well as stronger sales volumes.



INVENTORIES

INVENTORIES	4Q13	4Q12	Chg. (%)
Sugar (tons)	9,718	19,958	-51.3%
Hydrous (m3)	6,223	10,547	-41.0%
Anhydrous (m3)	21,212	19,337	9.7%

EBITDA AND EBITDA COST BY PRODUCT

EBITDA BY PRODUCT - 12M13	SUGAR	ETHANOL	OTHER	TOTAL
R\$ Thousand				
Net Revenues	949,800	545,851	140,305	1,635,955
COGS (Cash)	(392,182)	(311,949)	(91,042)	(795,173)
Gross Profit (Cash)	557,618	233,902	49,261	840,782
Gross Margin (Cash)	58.7%	42.9%	35.1%	51.4%
Sales Expenses	(57,265)	(11,924)	(3,277)	(72,466)
G&A Expenses (Cash)	(60,676)	(45,956)	(11,848)	(118,480)
Other Revenues (Expenses)	-	-	2,078	2,078
Adjusted EBITDA	439,677	176,023	36,214	651,915
Adjusted EBITDA Margin	46.3%	32.2%	25.8%	39.8%
EBITDA Cost (*)	(522.5)	(820.3)	-	-

(*) Sugar in R\$/Ton

Ethanol in R\$/m³

EBITDA BY PRODUCT - 12M12	SUGAR	ETHANOL	OTHER	TOTAL
R\$ Thousand				
Net Revenues	766,686	505,069	95,235	1,366,990
COGS (Cash)	(326,222)	(284,202)	(65,815)	(676,239)
Gross Profit (Cash)	440,464	220,867	29,420	690,751
Gross Margin (Cash)	57.5%	43.7%	30.9%	50.5%
Sales Expenses	(43,995)	(6,730)	(3,023)	(53,748)
G&A Expenses (Cash)	(53,719)	(42,591)	(10,701)	(107,011)
Other Revenues (Expenses)	-	-	7,123	7,123
Adjusted EBITDA	342,750	171,546	22,819	537,114
Adjusted EBITDA Margin	44.7%	34.0%	24.0%	39.3%
EBITDA Cost (*)	(513.5)	(830.8)	-	-

(*) Sugar in R\$/Ton

Ethanol in R\$/m³

In 12M13, sugar accounted for 67.4% of the Group's consolidated EBITDA, while ethanol and other products accounted for 27.0% and 5.6%, respectively. Sugar EBITDA margin expanded by 1.6 p.p. in relation to 12M12, reflecting the increase in the average sugar



sales price. However, ethanol EBITDA margin contracted by 1.8 p.p., mainly reflecting the decrease in the average ethanol sales price in 12M13 compared to 12M12.

The EBITDA cost of ethanol and sugar remained virtually stable in 12M13 compared to 12M12 due to the higher crushing volume and subsequent dilution of costs in the 2012/13 crop year. **For the 2013/14 crop year, despite the inflationary impacts on certain key costs such as labor and diesel, we believe the 18.5% increase in crushing volume and subsequent increase in capacity utilization will enable us to maintain our EBITDA cost at the same level of the 2012/13 crop year.**

COST OF GOODS SOLD

BREAKDOWN OF COGS - CASH	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Agricultural Costs	128,965	92,275	39.8%	515,916	492,026	8.9%
Suppliers	69,701	45,776	52.3%	321,662	272,712	17.9%
Partnerships	19,322	15,928	21.3%	69,824	69,671	0.2%
Own Sugarcane	39,942	30,571	30.7%	124,430	131,177	-5.1%
Industrial	23,902	20,222	18.2%	79,253	80,719	-1.8%
Other Products	28,501	21,175	34.6%	133,665	99,048	34.9%
Total COGS - Santa Cruz	28,503	19,707	44.6%	66,339	22,910	189.6%
Total COGS - Consolidated	209,871	153,379	36.8%	795,173	676,239	17.6%
TRS Sold (000 Tons)	472	316	49.4%	1,801	1,553	15.9%
Unit Cost (Sugar and Ethanol Cash COGS / TRS Sold)	380	418	-9.0%	366	372	-1.4%

In 4Q13, cash COGS was R\$209.9 million, increasing 36.8% from the same quarter of the previous crop year.

The main drivers of the variation in COGS in 4Q13 were:

- (i) Santa Cruz (+ R\$8.8 million): the acquisition of a 32.18% interest in Santa Cruz occurred in November 2011, and, as a result, we began to partially consolidate its results as of December 2011;
- (ii) Other Products (+R\$7.3 million): as a result of the 55.2% increase in RNA sales volume in the quarter, the associated costs were recorded in COGS.

In 12M13 compared to 12M12, cash COGS rose 17.6%, accompanying the growth in ethanol and sugar sales volume (measured in TRS sold). As mentioned in the item "EBITDA and EBITDA Cost by Product", unit costs remained stable compared to the previous crop year, despite the inflation in certain critical items such as labor and diesel, due to the higher crushing volume and subsequent dilution of costs.



AVERAGE CASH COST PER UNIT	1Q13	1Q12	Var.%	12M13	12M12	Var.%
R\$ Thousand						
COGS	(209,871)	(153,379)	36.8%	(795,172)	(676,239)	17.6%
Sugar	(105,163)	(51,196)	105.4%	(392,182)	(326,222)	20.2%
Ethanol	(86,433)	(92,589)	-6.6%	(311,949)	(284,202)	9.8%
Other Products	(18,275)	(9,594)	90.5%	(91,042)	(65,815)	38.3%
Average Cash Cost Per Unit (*)						
Sugar Cash Cost	(416.9)	(462.1)	-9.8%	(401.7)	(395.1)	1.7%
Ethanol Cash Cost	(716.3)	(792.0)	-9.6%	(691.9)	(707.9)	-2.3%

(*) Sugar in R\$/Ton

Ethanol in R\$/m³

SELLING EXPENSES

SELLING EXPENSES	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Port Costs / Freight	15,508	5,723	171.0%	61,189	48,575	26.0%
Sales Commission	-	25	n.m.	77	870	-91.1%
Other	778	765	1.7%	3,448	2,896	19.0%
Selling Expenses - Santa Cruz	1,662	998	66.5%	7,752	1,407	451.0%
Selling Expenses - Consolidated	17,948	7,512	138.9%	72,466	53,748	34.8%
TRS Sold ('000 Tons)	472	316	49.4%	1,801	1,553	15.9%
% of Net Revenues	4.4%	2.9%	1.5 p.p.	4.4%	3.9%	0.5 p.p.

In 4Q13, selling expenses amounted to R\$17.9 million, increasing 138.9% from 4Q12, mainly due to the increase in freight expenses caused by the higher volume of sugar and anhydrous ethanol exports in the period.

In 12M13, the increase in freight expenses accompanied the growth in ethanol and sugar exports of 70.2% (+38.4 thousand m³) and 18.9% (+144,8 thousand tons), respectively.

GENERAL AND ADMINISTRATIVE EXPENSES

G&A Expenses - (CASH)	4T13	4T12	Var.%	12M13	12M12	Var.%
Em Milhares de R\$						
Personnel and Management Fee	21,476	18,620	15.3%	63,153	57,315	10.2%
Taxes, Fees, Contributions and Contingencies	1,558	4,588	-66.0%	23,284	21,887	6.4%
General Expenses and Third-Party Services	6,146	4,688	31.1%	22,002	21,311	3.2%
Stock Options Expenses	615	106	479.6%	1,876	106	1667.8%
Total General and Administrative Expenses - Santa Cruz	3,185	2,409	32.2%	8,165	3,070	166.0%
Total Recurring General and Administrative Expenses - Consolidated	32,980	30,412	8.4%	118,480	103,689	14.3%
Non-recurring items	-	-	n.m.	-	3,322	n.m.
Total Non-Recurring General and Administrative Expenses - Consolidated	32,980	30,412	8.4%	118,480	107,011	10.7%

G&A expenses amounted to R\$32.9 million in 4Q13, increasing 8.4% from the same quarter of the previous crop year. In the 12M13 x 12M12 comparison, G&A expenses increased 10.7% from R\$ 107.0 million to R\$ 118.5 million. This growth reflects mainly the increase of 10.2% in Personnel and Management Fee expenses, which is a reflection of the growth in the company's staff, due to its operations evolution in the last years.



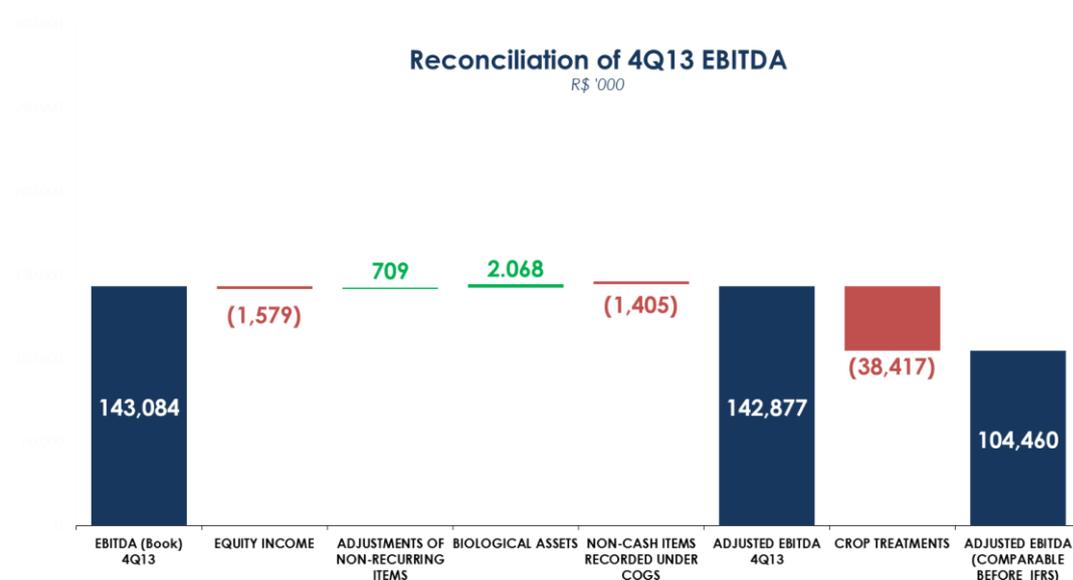
EBITDA

EBITDA RECONCILIATION	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Adjusted EBITDA	142,877	68,637	108.2%	651,915	537,114	21.4%
Adjusted EBITDA Margin	35.4%	26.5%	8.9 p.p.	39.9%	39.3%	0.6 p.p.
Equity Income	(1,579)	33	n.m.	3,615	451	701.6%
Non Recurring Operating Revenues (Expenses)	709	1,092	-35.1%	1,620	(20,375)	n.m.
Biological Assets	2,068	(3,746)	n.m.	(4,753)	(31,979)	-85.1%
Non Cash Items Launched in the COGS	(1,405)	835	n.m.	(327)	835	n.m.
EBITDA	143,084	70,423	103.2%	651,760	588,182	10.8%
EBITDA Margin	35.4%	27.1%	8.3 p.p.	39.8%	43.0%	-3.2 p.p.
(-) Depreciation and Amortization	(108,890)	(80,693)	34.9%	(452,950)	(351,802)	28.8%
(-) Financial Revenue (Expense), net	(14,461)	(13,749)	5.2%	(100,651)	(70,177)	43.4%
(=) Operating Income	19,733	(24,019)	n.m.	98,159	166,203	-40.9%

Adjusted EBITDA

The São Martinho Group recorded Adjusted EBITDA of **R\$142.9 million** in 4Q13 (**Adjusted EBITDA Margin of 35.4%**), increasing **108.2% from 4Q12**. In 12M13 compared to 12M12, **Adjusted EBITDA grew by 21.4% to R\$651.9 million (Adjusted EBITDA margin of 39.8%)**. The main reason for the increase in this indicator in 4Q13 and 12M13 was the growth in sugar and anhydrous ethanol sales resulting from the 21.9% increase in the volume of sugarcane crushed in the 2012/13 crop year.

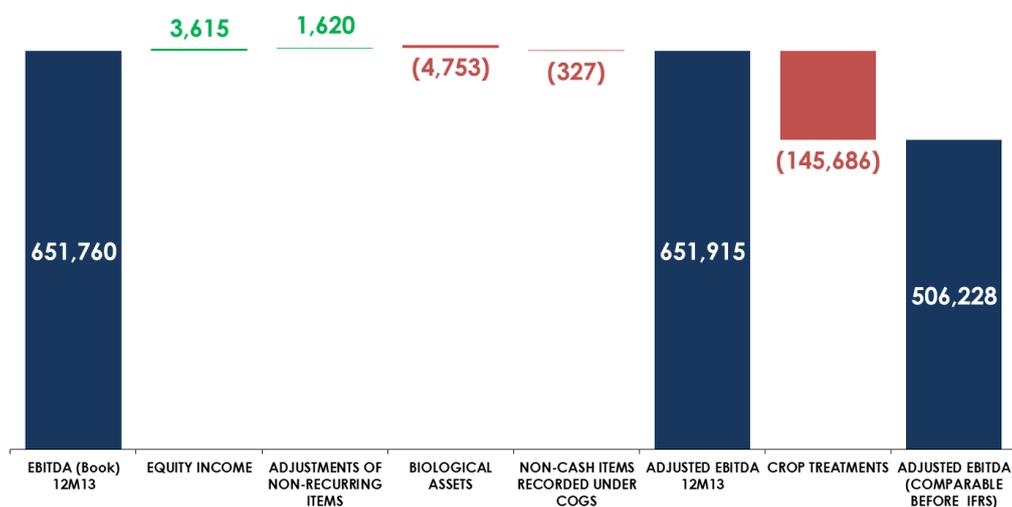
Reconciliation of EBITDA to Adjusted EBITDA





Reconciliation of 12M13 EBITDA

R\$ '000



HEDGING

U.S. Dollar

On March 31, 2013, the São Martinho Group held a short position in USD currency futures through non-deliverable forwards (NDFs) – used as hedge for its sugar and ethanol exports – with maturities through the 2015/16 crop year, as follows:

Vencimento	US\$ mil	Preço Médio (R\$/US\$)
Dólar		
Safra 2012/2013	76,712	2.06
Safra 2013/2014	308,581	2.12
Safra 2014/2015	14,880	2.16
Safra 2015/2016	2,705	2.30
	402,877	2.11



Sugar

On March 31, 2013, sugar prices for the 2013/14 crop year were locked in at an average price of USD 21.15 cents/pound for 608,519 tons, with this volume representing 83% of our net exposure (total sugar production excluding our natural hedge with Consecana).

	Volume (Tons)	Average Price (US\$ c/p)	USD - Average Price (US\$ c/p)
Sugar			
2013/2014 Crop Year	608,519	21.15	2.12
	608,519	21.15	

Hedge Accounting - In March 2010, inclusive, the Company began adopting hedge accounting for derivatives designated as hedge instruments, with their potential results recorded in equity ("Adjustments to book value"), net of deferred income tax and social contribution tax (potential loss of R\$16.6 million in March 2013).

NET FINANCIAL RESULT

FINANCIAL RESULT	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Financial Revenues	17,960	9,505	89.0%	68,419	43,418	57.8%
Financial Expenses	(34,991)	(15,188)	130.4%	(136,614)	(65,615)	108.2%
Hedge Result	(656)	(1,659)	-60.5%	(3,502)	(9,306)	-62.4%
Exchange Variation	256	(1,537)	n.m.	(4,096)	(19,448)	-78.9%
Copersucar Monetary Variation	(1,463)	(2,189)	-33.1%	(7,540)	(11,171)	-32.5%
Net Financial Result - Santa Cruz	4,432	(2,680)	-265.4%	(17,317)	(8,055)	115.0%
Net Financial Result	(14,461)	(13,748)	5.2%	(100,651)	(70,177)	43.4%

The São Martinho Group registered a net financial expense of R\$14.5 million in 4Q13, which represents an increase in the expense of 5.2% from 4Q12. In 12M13 compared to 12M12, the net financial expense increased 43.4%, reflecting the higher debt and exchange variation on dollar-denominated debt, particularly at Santa Cruz, since the Company's dollar-denominated debt is not included in its hedge accounting.



OPERATING WORKING CAPITAL

OPERATING WORKING CAPITAL	4Q12	3Q13	4Q13	4Q13 x 3Q13	4Q13 x 4Q12
R\$ Thousand					
ASSETS	242,352	680,020	304,005	376,015	(61,653)
Trade Receivables	38,399	117,805	62,667	55,138	(24,268)
Inventories - Short Term	137,375	478,630	148,661	329,969	(11,286)
Inventories - Long Term	26,877	34,354	35,592	(1,238)	(8,715)
Taxes Recoverable	39,701	49,231	57,085	(7,854)	(17,384)
LIABILITIES	146,151	207,762	177,243	30,519	(31,092)
Trade Payables	76,655	146,575	98,235	48,340	(21,580)
Salaries and social contribution	57,297	47,672	66,523	(18,851)	(9,226)
Taxes payable	12,199	13,515	12,485	1,030	(286)
WORKING CAPITAL	96,201	472,258	126,762	345,496	(30,561)

NET INCOME

Net income in 4Q13 amounted to R\$12.7 million, compared to the net loss of R\$15.5 million in the same period of last year. The improvement is explained by the growth in EBITDA, as mentioned in the section "EBITDA".

In 12M13, Net Income amounted to R\$72.9 million, compared to R\$126.6 million in 12M12. The reduction reflects noncash accounting variations, such as: (i) the R\$101.1 million increase in expenses with depreciation; and (ii) non-recurring gains of R\$24.9 million recognized in the previous year, i.e. the capital injection by Petrobras Biocombustível (Pbio) in Nova Fronteira and the mark-to-market gain related to the acquisition of the equity interest in Usina Santa Cruz.

The main reasons for the increase in depreciation were: i) the adoption of a new method for amortizing sugarcane fields in a non-linear manner, with the most intense amortization occurring in the years with the highest productivity; and ii) the accounting impact from amortization of the expansion in planted area at Usina Boa Vista, since the planting of sugarcane on previous pastureland has substantially higher installation costs than planting based on renovation.

Considering that for the 2013/14 crop year, Boa Vista already has 100% of its sugarcane needs covered for its installed capacity, we expect a gradual reduction in this accounting impact until the fields are exhausted.



DEBT WITH COPERSUCAR

On March 31, 2013, the São Martinho Group recognized under Liabilities on its Balance Sheet obligations with Copersucar of R\$217.7 million. In view of the terms negotiated in the process to terminate the membership at Copersucar, we will continue to book under "Obligations – Copersucar" all liabilities related to the contingencies currently being resolved judicially that were filed by legal counsel at Copersucar. These obligations continue to be secured by suretyships in the amount of R\$189.9 million on a consolidated basis.

INDEBTEDNESS

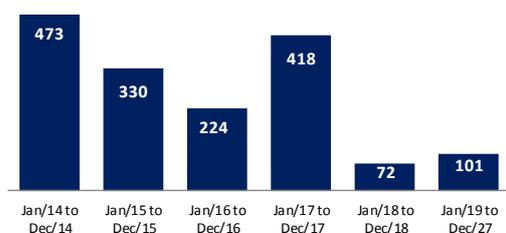
DEBT	Mar/13	Mar/12	Chg. (%)
R\$ Thousand			
PESA	69,599	72,509	-4.0%
Rural Credit	161,662	20,139	702.7%
BNDES / FINAME	546,570	388,668	40.6%
Working Capital	144,896	109,392	32.5%
ACC (Advances on Foreign Exchange Contracts)	40,662	26	n.m.
PPE (Export prepayment)	429,611	437,799	-1.9%
NCE (Export Credit Note)	378,905	-	n.m.
Others	3,108	733	324.0%
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	

In the 2012/13 crop year, the São Martinho Group continued its investment plan, with expenditures allocated to expanding its mills and fields, as well as concluding the cogen project at Usina São Martinho. In 12M13, these investments amounted to approximately R\$400 million, with: (i) R\$198.5 million for acquiring the sugarcane fields of Usina São Carlos; (ii) R\$120 million for increasing crushing, especially at Usina Boa Vista, where crushing will grow by 48% this crop year; and (iii) R\$70 million for concluding the electricity cogeneration project. As a result of these investments, the group's net debt reached R\$1.4 billion in March 2013, increasing 52.7% (+ R\$494 million) from March 2012 and ending the period with a Net Debt/EBITDA ratio of 2.2x. Considering that these projects will begin generating EBITDA as of the 2013/14 crop year, we expect the Net Debt/EBITDA ratio to decrease to under 2x already next year.



Amortization Schedule – Long-term Debt

R\$ - Million



Net Debt/ LTM EBITDA

Evolution



CAPITAL EXPENDITURE

SÃO MARTINHO - CONSOLIDATED	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
Capex (maintenance)						
Sugarcane Planting	41,088	41,551	-1.1%	102,275	96,824	5.6%
Industrial / Agricultural	67,815	55,198	22.9%	111,980	106,534	5.1%
Crop Treatment	32,586	25,419	28.2%	121,781	116,543	4.5%
Sub Total	141,489	122,169	15.8%	336,036	319,901	5.0%
Upgrading, Mechanization and Expansion						
Industrial / Agricultural	53,708	45,447	18.2%	137,291	164,178	-16.4%
Sub Total	53,708	45,447	18.2%	137,291	164,178	-16.4%
Boa Vista Mill (Greenfield)						
Sugarcane Planting	12,640	1,053	1100.1%	55,400	44,225	25.3%
Industrial / Agricultural	23,053	22,130	4.2%	52,130	40,794	27.8%
Crop Treatment	8,787	5,967	47.3%	42,196	36,709	14.9%
Sub Total	44,480	29,151	52.6%	149,726	121,728	23.0%
Santa Cruz Mill						
Sugarcane Planting	6,254	7,076	-11.6%	20,005	8,418	137.6%
Industrial / Agricultural	11,475	7,474	53.5%	16,672	11,523	44.7%
Crop Treatment	3,931	3,281	19.8%	20,111	5,321	277.9%
Sub Total	21,661	17,831	21.5%	56,788	25,263	124.8%
Total	261,338	214,598	21.8%	679,841	631,070	7.7%

The maintenance CAPEX of the São Martinho Group totaled R\$336.0 million in 12M13, in line with the investments made in the same period of the previous crop year. Investments related to expansion and modernization amounted to R\$137.3 million in 12M13 and were composed of (i) the cogeneration project at Usina São Martinho (R\$70 million) and (ii) the acquisition of the biological assets of São Carlos (R\$38 million).

The investments in the expansion of Usina Boa Vista (UBV) totaled R\$149.7 million, or 23.0% more than in the same period of the previous crop year. As mentioned in previous quarters, the increase in these investments reflects (i) the expansion in planted area at Usina Boa Vista; and (ii) the expansion in industrial capacity to 4.0 million tons in the 2013/14 crop year.



DISCLAIMER

This document contains forward-looking statements related to the business outlook, operating and financial projections and growth prospects of São Martinho. These statements are merely projections and as such are based exclusively on Management's expectations for the future of the business. These forward-looking statements depend materially on changes in market conditions and the performance of the Brazilian economy, the industry and international markets, and therefore are subject to change without prior notice.

ABOUT SÃO MARTINHO GROUP

The São Martinho Group is one of the largest groups in Brazil's sugar and ethanol industry, with three mills in operation: São Martinho in Pradópolis (in the Ribeirão Preto region of São Paulo state), Iracema in Iracemópolis (in the Limeira region of São Paulo) and Boa Vista (in Quirinópolis, Goiás). In addition to these mills, we also consolidated 32.18% of Santa Cruz, a mill located in Américo Brasiliense (in the Ribeirão Preto region of São Paulo state). For more information please go to www.saomartinho.com.br.



INCOME STATEMENT

SÃO MARTINHO S.A. - CONSOLIDATED	4Q13	4Q12	Chg. (%)	12M13	12M12	Chg. (%)
R\$ Thousand						
Gross Revenue	420,289	279,701	50.3%	1,708,566	1,447,266	18.1%
Deductions from Gross Revenue	(16,476)	(20,229)	-18.6%	(72,611)	(80,276)	-9.5%
Net Revenue	403,813	259,472	55.6%	1,635,955	1,366,990	19.7%
Cost of Goods Sold (COGS)	(315,598)	(230,954)	36.6%	(1,233,695)	(990,438)	24.6%
Gross Profit	88,215	28,518	209.3%	402,260	376,552	6.8%
Gross Margin (%)	21.8%	11.0%	10.9 p.p	24.6%	27.5%	-3.0 p.p
Operating Expenses	(54,021)	(38,788)	39.3%	(203,450)	(140,172)	45.1%
Selling Expenses	(17,948)	(7,512)	138.9%	(72,466)	(53,748)	34.8%
General and Administrative Expenses	(35,400)	(32,050)	10.5%	(127,561)	(112,960)	12.9%
Equity Income	1,579	(33)	n.m.	(3,615)	(451)	701.6%
Other Operating Expenses, Net	(2,252)	807	n.m.	192	26,987	-99.3%
Operating Profit, Before Financial Effects	34,194	(10,270)	n.m.	198,810	236,380	-15.9%
Financial Result, Net	(14,461)	(13,749)	5.2%	(100,651)	(70,177)	43.4%
Financial Revenues	31,870	17,073	86.7%	114,748	75,692	51.6%
Financial Expenses	(49,056)	(32,577)	50.6%	(196,379)	(123,545)	59.0%
Monetary and Exchange Variations - Net	2,725	1,755	55.3%	(19,020)	(22,324)	-14.8%
Income (Loss) Before Income and Social Contribution Taxes	19,733	(24,019)	n.m.	98,159	166,203	-40.9%
Income Tax and Social Contribution - Current	7,382	(141)	n.m.	(2,226)	(16,333)	-86.4%
Income Tax and Social Contribution - Deferred	(14,376)	8,684	n.m.	(22,983)	(23,259)	-1.2%
Net Income	12,739	(15,476)	n.m.	72,950	126,611	-42.4%
Net Margin (%)	3.2%	-6.0%	9.1 p.p	4.5%	9.3%	-4.8 p.p



BALANCE SHEET (ASSETS)

SÃO MARTINHO S.A. CONSOLIDATED - ASSETS

R\$ Thousand

ASSETS	Mar/13	Mar/12
SHORT-TERM ASSETS		
Cash and Cash Equivalents	634,290	410,567
Trade Receivables	62,667	38,399
Derivative Financial Instruments	84,998	11,063
Inventories	148,661	137,375
Taxes Recoverable	57,085	39,701
Income Tax and Social Contribution	36,655	20,550
Other Assets	7,610	5,551
TOTAL SHORT-TERM ASSETS	1,031,966	663,206
LONG-TERM ASSETS		
Long-term Receivables		
Marketable Securities	9,037	6,541
Inventories	35,592	26,877
Related Parties	10	3,788
Deferred Income Tax and Social Contribution	56,785	38,227
Trade Receivables from Copersucar	1,398	1,737
Taxes Recoverable	67,438	46,581
Judicial Deposits	38,769	44,972
Other Assets	395	395
	209,424	169,118
Investments	11,488	8,262
Biological Assets	797,400	632,904
Property, plant and equipment	3,339,886	3,244,267
Intangible Assets	242,946	69,410
TOTAL LONG-TERM ASSETS	4,601,144	4,123,961
TOTAL ASSETS	5,633,110	4,787,167



BALANCE SHEET (LIABILITIES)

SÃO MARTINHO S.A. CONSOLIDATED- LIABILITIES

R\$ Thousand

LIABILITIES AND SHAREHOLDERS' EQUITY	Mar/13	Mar/12
SHORT-TERM LIABILITIES		
Borrowings	363,529	247,504
Derivative Financial Instruments	15,149	14,269
Trade Payables	98,235	76,655
Payables to Copersucar	2,263	2,356
Salaries and Social Contributions	66,523	57,297
Taxes Payable	12,485	12,199
Income Tax and Social Contribution	484	240
Related Parties	398	224
Dividends Payable	17,326	30,070
Advances from Customers	3,341	8,418
Aquisition of Investment	71,808	57,906
Other Liabilities	12,405	10,215
TOTAL SHORT-TERM LIABILITIES	663,946	517,353
LONG-TERM LIABILITIES		
Borrowings	1,618,397	984,865
Payables to Copersucar	215,478	222,007
Taxes Payable in Installments	55,758	57,873
Deferred Income Tax and Social Contribution	867,891	820,201
Provision for Contingencies	66,331	74,259
Aquisition of Investment	9,849	55,569
Advances for future capital increase	30,931	23,543
Other Liabilities	3,912	6,819
TOTAL LONG-TERM LIABILITIES	2,868,547	2,245,136
SHAREHOLDERS' EQUITY		
Share Capital	614,150	455,900
Adjustments to Book Value	1,265,869	1,272,558
Revenues Reserves	232,556	308,867
Treasury Shares	(13,811)	(12,753)
Stock options granted	1,853	106
TOTAL SHAREHOLDERS' EQUITY	2,100,617	2,024,678
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	5,633,110	4,787,167



CONSOLIDATED CASH FLOW

SÃO MARTINHO S.A.	12M13	12M12
R\$ Thousand		
CASH FLOWS FROM OPERATING ACTIVITIES		
Net Income in the period	72,950	126,611
Adjustments		
Depreciation and amortization	209,505	184,963
Harvested biological assets (depreciation)	243,617	166,910
Variation in fair value of biological assets	(4,754)	(31,978)
Residual cost of investments and property, plant and equipment disposals	3,615	451
Capital gain from the change in equity interest	-	(13,720)
Interest, monetary and foreign exchange variations, net	-	(11,259)
Result of investment and property, plant and equipment disposals	825	1,178
Interest, monetary and foreign exchange variations, net	131,221	121,705
Constitution of provision for contingencies, net	15,987	5,832
Deferred income tax and social contribution	22,983	23,259
Constitution of provision (reversion) for inventory losses	(527)	(3,222)
Adjustments to present value and others	13,949	5,086
	709,371	575,816
Changes in assets and liabilities		
Trade receivables	(21,873)	26,578
Inventories	(8,731)	11,506
Taxes recoverable	(51,679)	(23,566)
Financial Investments	(1,999)	(3,933)
Related parties	(2)	(1,623)
Other assets	5,016	(9,992)
Trade payables	(36,947)	(14,223)
Salaries and social charges	9,225	9,803
Taxes payable	2,066	1,868
Taxes payable in installments	(5,407)	(10,707)
Provision for contingencies - settlements	(31,142)	(16,767)
Other liabilities	(6,237)	(24,464)
	561,661	520,296
Cash provided by operations	561,661	520,296
Interest paid	(64,885)	(37,708)
Income tax and social contribution paid	(2,166)	(14,322)
Net cash provided by operating activities	494,610	468,266
CASH FLOW FROM INVESTMENT ACTIVITIES		
Financial resources used in investments	(244,805)	(59,010)
Additions to property, plant and equipments, intangible assets and deferred charges	(288,090)	(308,318)
Additions to biological assets (planting and crop treatment)	(361,770)	(308,041)
Proceeds from sale of property, plant and equipment	2,090	3,649
Proceeds from sale of shares at Uniduto	-	6,782
Increase in cash and cash equivalents from charge in equity interest	-	100,588
Advance for future capital increase	(1,202)	(5,364)
Dividends and interest on own capital	4,213	-
Net cash used in investing activities	(889,564)	(569,714)
CASH FLOW FROM FINANCING ACTIVITIES		
Derivatives Financial Instruments	9,201	(533)
New borrowing - third parties	954,342	696,997
Repayment of borrowing- Copersucar	(15,030)	(8,460)
Repayment of borrowing - third parties	(300,133)	(379,962)
Advance for future capital increase	7,386	22,851
Payment of dividends and interest on capital	(36,084)	(30,243)
Payment of dividends and interest on capital	(1,785)	(10,854)
Purchase of treasury shares	780	-
Net cash provided by financing activities	618,677	289,796
Increase (decrease) in cash and cash equivalents	223,723	188,348
Cash and cash equivalents at the beginning of the period	410,567	222,219
Cash and cash equivalents at the end of the period	634,290	410,567