

# Earnings Release Conference Call

4Q15



**São Martinho**  
Safrá 14/15

# DISCLAIMER

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

# AGENDA

- 1 Financial Highlights
- 2 Indebtedness
- 3 Hedging
- 4 Operational Highlights

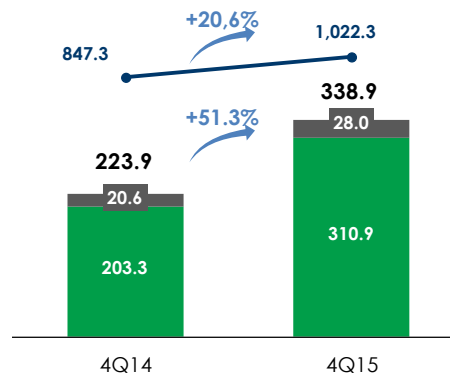
# Financial Highlights



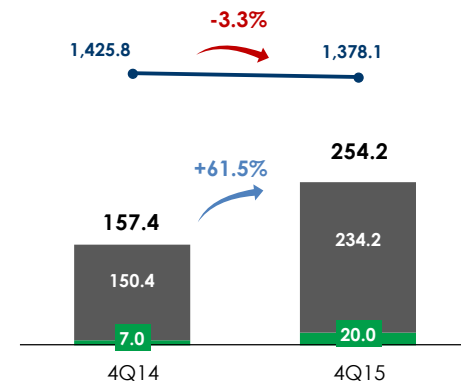
Table 1

	4Q14	4Q15	Chg. (%)
Net Revenue	438,123	718,324	+ 64.0%
COGS (cash)	(244,943)	(331,234)	+ 35.2%
Adjusted EBITDA	147,506	319,878	+ 116.9%
Adj. EBITDA Margin	33.7%	44.5%	+ 10.9p.p.
Depreciation	(75,943)	(180,513)	+ 95.0%
Adjusted EBIT	71,562	139,365	+ 94.7%
Net Financial Result	(40,711)	(46,948)	+ 15.3%
Income Before Taxes	19,775	61,308	+ 210.0%
Net Income	6,428	56,570	+ 780.1%
TRS Sold ('000 tons)	506	789	+ 56.1%

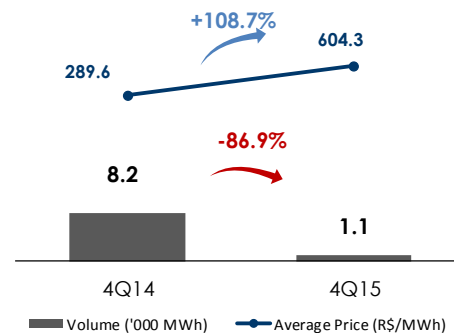
Graph 1 SUGAR



Graph 2 ETHANOL



Graph 3 COGEN



# Indebtedness



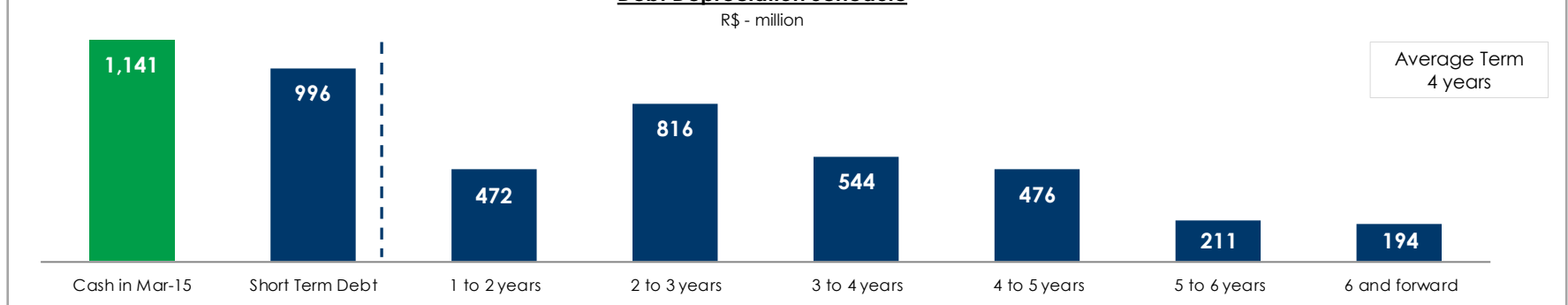
Table 1

INDEBTEDNESS	Mar/14	Mar/15	Chg%.
R\$ '000			
Indebtedness in foreign exchange	1,025,908	1,819,988	77.4%
BNDES	697,593	877,296	25.8%
Working Capital	415,105	858,561	106.8%
Obligations from acquisitions	10,725	96,322	798.1%
PESA	70,616	57,755	-18.2%
<b>Gross Debt</b>	<b>2,219,948</b>	<b>3,709,921</b>	<b>67.1%</b>
Cash and Cash Equivalents	679,928	1,140,538	67.7%
<b>Net Debt</b>	<b>1,540,020</b>	<b>2,569,383</b>	<b>66.8%</b>
<b>Net Debt / EBITDA LTM</b>	2.0 x	2.2 x	
<b>Adj. EBITDA LTM</b>	<b>766,601</b>	<b>1,145,931</b>	

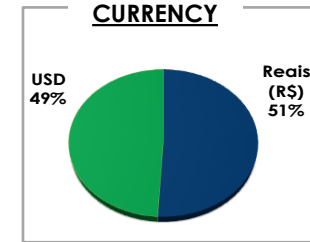
Graph 4

## Debt Depreciation Schedule

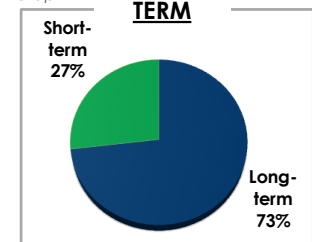
R\$ - million



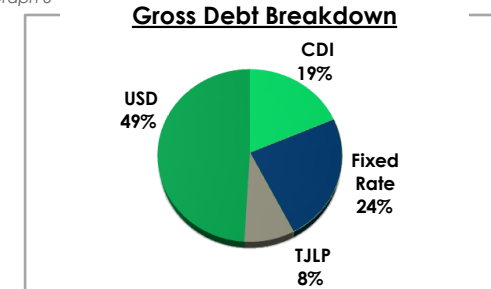
Graph 1



Graph 2



Graph 3



## Sugar

	Volume de Hedge (mil tons)	Preço Médio (US\$ c/p)
<b>Açúcar</b>		
May/15 (K15)	149,969	16.43
Jul/15 (N15)	201,228	17.56
Oct/15 (V15)	253,402	17.26
Mar/16 (H16)	166,073	17.36
<b>Total Fixed</b>	<b>770,672</b>	<b>17.20</b>
(-) Consecana	34,952	
<b>Own Sugarcane</b>	<b>735,720</b>	<b>17.20</b>

76% of our own sugar cane is fixed  
at a price of R\$ 1.070

## US\$

	TOTAL		SUGAR	
	US\$ '000	Average Price (R\$/US\$)	US\$ '000	Average Price
2015/2016 crop year	234.3	2.82	234.0	2.82

# Operational Highlights



Table 1

OPERATING DATA				Guidance*	
	13/14	14/15	YoY (%)	15/16	YoY (%)
São Martinho - Consolidated					
<b>Crushing ('000 tons)</b>	<b>15,593</b>	<b>18,717</b>	<b>20.0%</b>	<b>19,500</b>	<b>4.2%</b>
Production					
Sugar ('000 tons)	986	1,231	24.8%	1,295	5.2%
Anhydrous ('000 m <sup>3</sup> )	388	438	12.9%	423	-3.5%
Hydrous ('000 m <sup>3</sup> )	252	353	40.1%	304	-13.7%
Cogeneration ('000 MWh)	442	720	63.0%	733	1.7%
Average TRS (Kg/Ton)	137	142	3.4%	134	-5.5%
Total TRS Produced ('000 tons)	2,136	2,650	24.1%	2,609	-1.5%
Mix Sugar - Ethanol	48% - 52%	49% - 51%	0.0%	52% - 48%	

*Already considers the 50.95% interest in Nova Fronteira Bioenergia S.A. and 100% in Usina Santa Cruz S.A.(\*)*

# Cantatos - RI

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***São Martinho***