



**12M12 Results**

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.

Table 1

Crushing and Production					
Proportional Grupo São Martinho S.A. (*)	2010/2011 Harvest	Chg. (%)	2011/2012 Harvest	Chg. (%)	2012/2013 Harvest
Crushing ('000 tons)	13,1	-18,9%	10,6	13,2%	<b>12,0</b>
Sugar ('000 tons)	873	-11,3%	774	16,3%	<b>900</b>
Ethanol ('000 m <sup>3</sup> )	565	-33,3%	377	24,7%	<b>470</b>

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

- 1) In the 11/12 crop year there was a 19% reduction in the crushing volume due to climatic conditions and partial consolidation of UBV (from 100% to 51%);
- 2) 12/13 harvest will present growth in sugar and ethanol production as a result of higher sugarcane productivity and consolidation of 32.18% from the Santa Cruz crushing.

# FINANCIAL HIGHLIGHTS

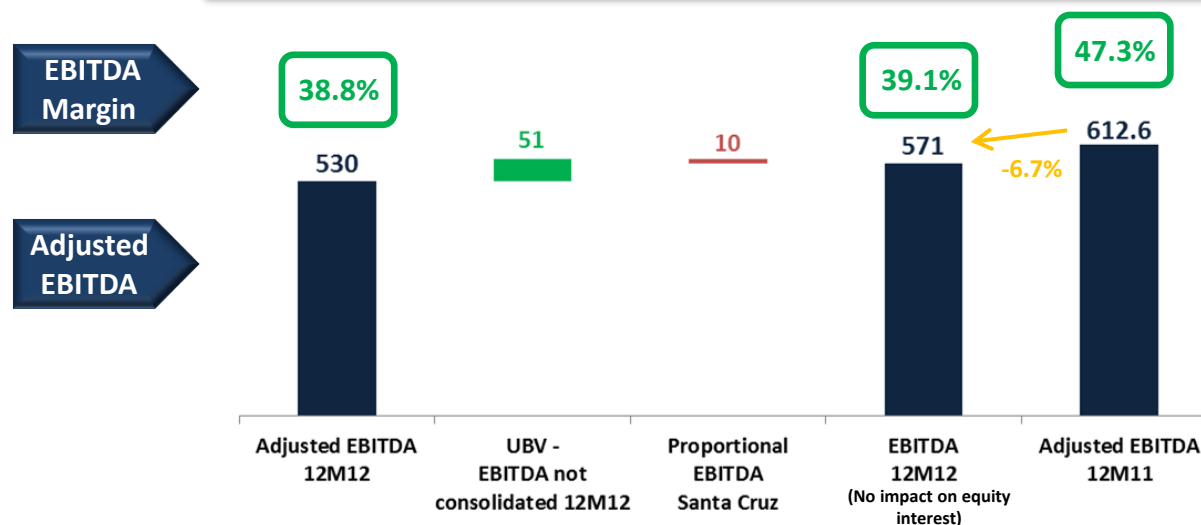
Table 1

## Financial Highlights (in R\$ million) – 12M12 and 4Q12

	12M11	12M12	Change	4Q11	4Q12	Change
Net Revenue	1,295.0	1,366.9	+5.6%	280.6	259.5	-7.5%
Adjusted EBITDA	612.6	529.9	-13.5%	130.6	65.5	-49.9%
Adjusted EBITDA Margin	47.3%	38.8%	-8.5 p.p.	46.6%	25.2%	-21.4 p.p.
Net Income	142.3	126.6	-11.0%	11.9	(4.9)	n.m.
Sold TRS ('000 kg)	1,774	1,553	-12.5%	355	316	-11.0%

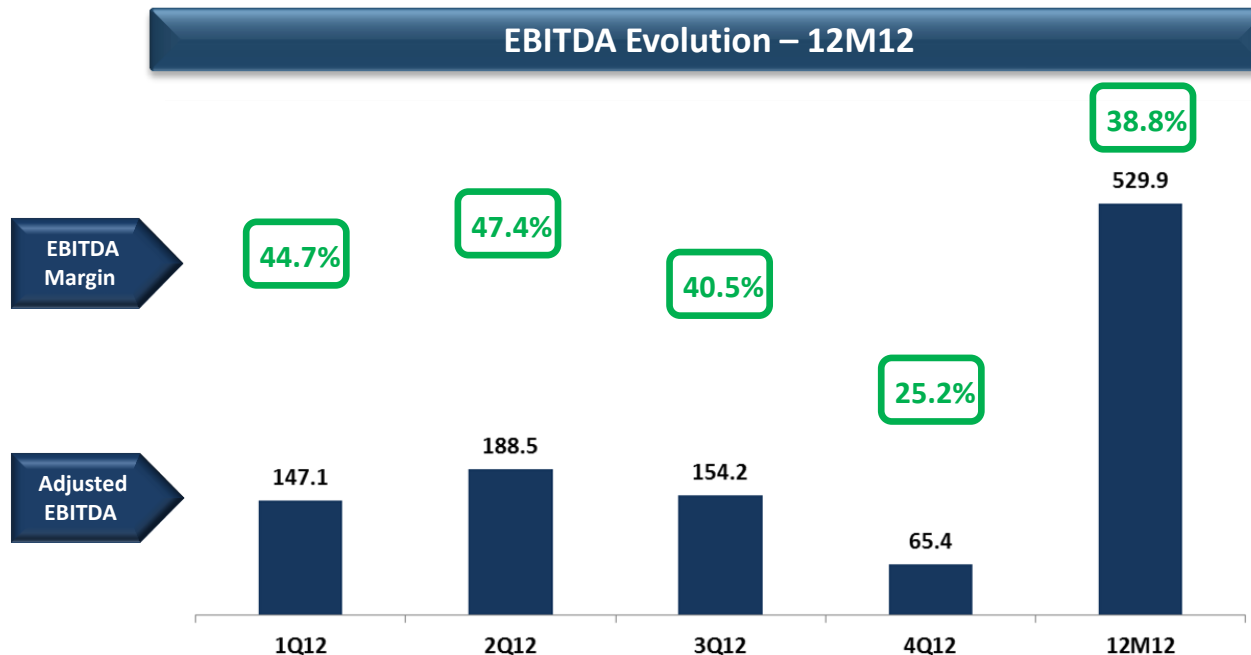
Chart 1

## EBITDA Proforma – 12M12



# EBITDA MARGIN ANALYSIS

Chart 1



## Sales Mix Sugar / Ethanol

1Q12 → 62% / 38%

2Q12 → 71% / 29%

3Q12 → 48% / 52%

4Q12 → 37% / 63%

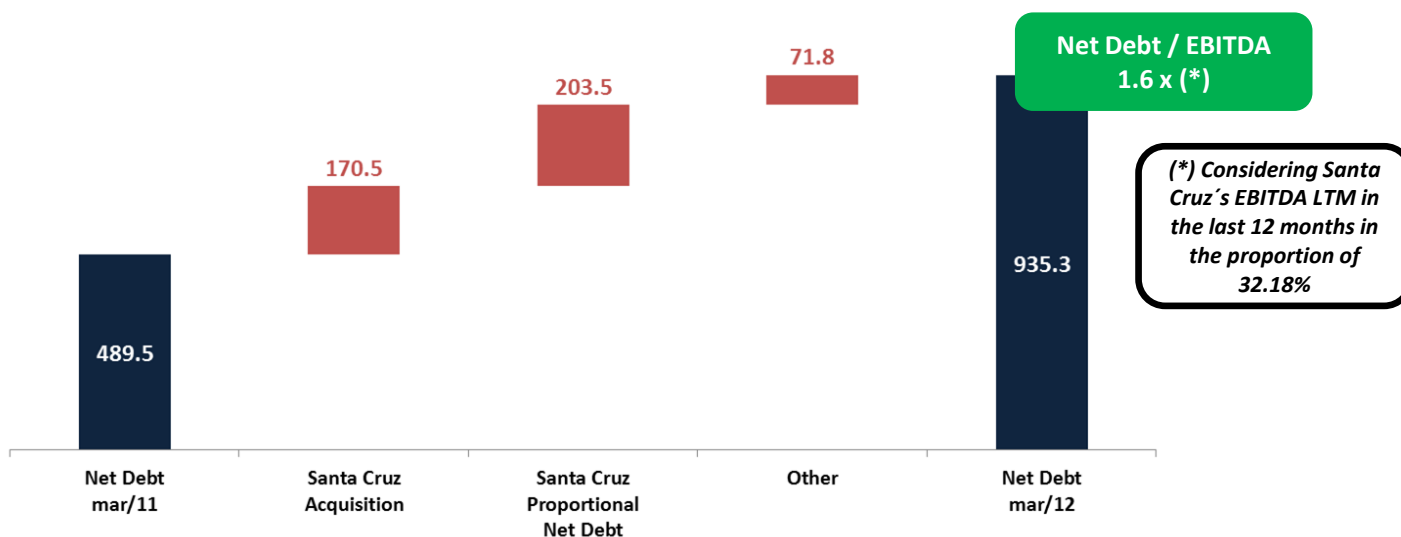
Table 1

EBITDA COST BY PRODUCT – 12M12			
	12M11	12M12	Change
Sugar EBITDA Cost (R\$/ton)	(414.1)	(518.1)	+25.1%
Ethanol EBITDA Cost (R\$/m³)	(537.4)	(827.8)	+54.0%

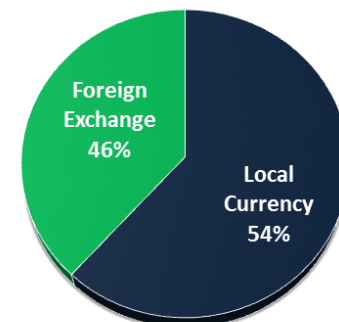
The strong increase in Ethanol EBITDA Cost was a result of 33% drop in 11/12 crop production

Chart 1

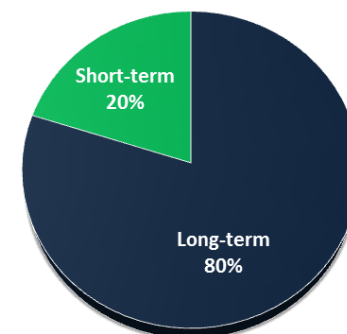
## Indebtedness Impact



## CURRENCY



## TERM



- 1) Santa Cruz's acquisition (32.18%) accounted for almost 85% of the Group indebtedness increase;
- 2) 80% of debt concentrated in the long-term.

## IR Contacts

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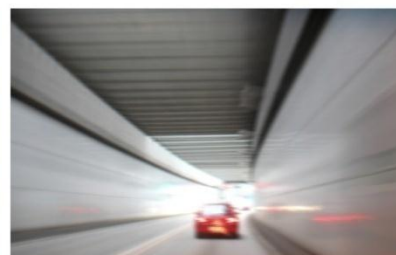
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