







4Q09 Earnings Conference Call 2008/2009 Harvest



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.



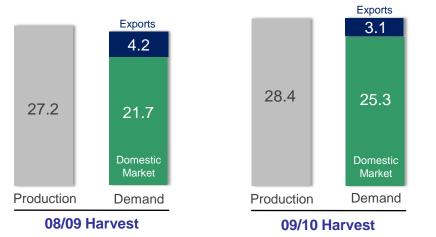
- Adjusted EBITDA in 4Q09 was R\$ 77 million (adjusted margin of 28.8%). In fiscal 2009, adjusted EBITDA achieved R\$ 189 million (adjusted margin of 24.5%);
- Positions in Non-Deliverable Forwards (NDFs) and Debt denominated in U.S. dollar on March 31, 2009 totaled US\$ 248.8 million. Based on the current exchange rate, practically all the foreign exchange losses incurred in fiscal 2009 would be reversed next quarter;
- The São Martinho Group should increase sugar sales volume in the 2009/10 harvest, with the volume available being 826,000 tons.

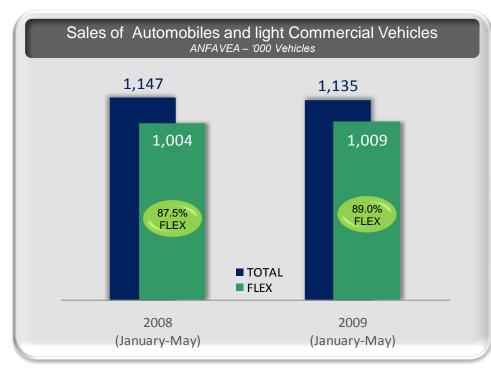
## **ETHANOL MARKET**



#### Chart 1

**Billion Liters** 

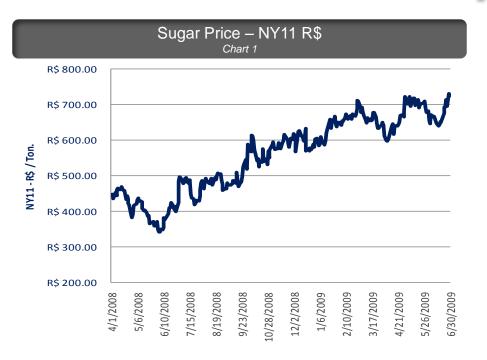


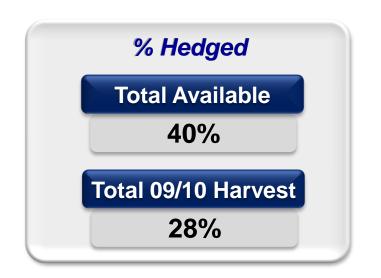


- Ethanol production in the 2009/10 harvest should grow by just 1 billion liters;
- Ethanol prices should increase in the coming months - Recovery in sugar prices will improve the cash flow of the companies in the sector;
- Current ethanol prices do not reflect the balance between supply and demand;

### SUGAR MARKET



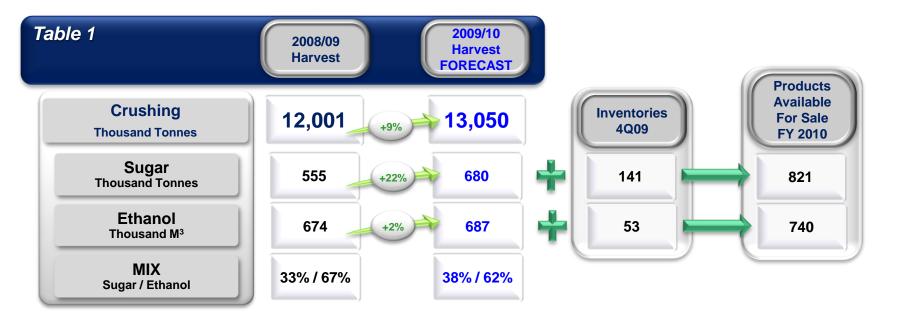


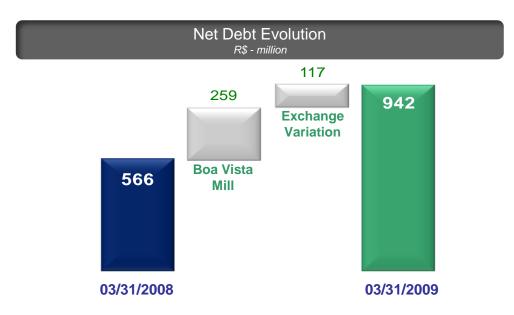


N São Martinho

- Sugar prices have risen substantially due to the local currency depreciation and the improvement in international sugar prices;
- Brazil's sugar production in the 2009/10 harvest should increase by a mere 5 million tons;



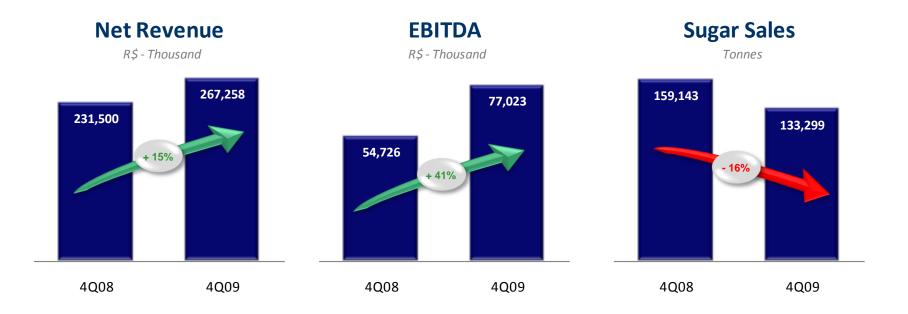


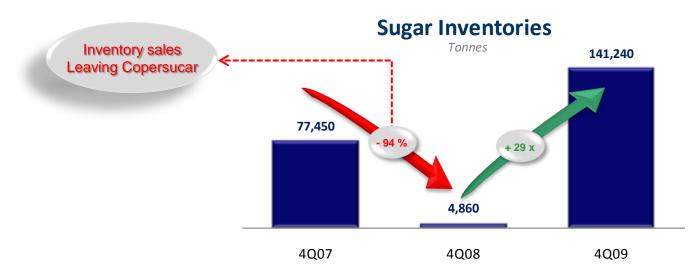


- Focusing the production mix on sugar in São Martinho and Iracema mill units;
- Boa Vista Mill increases crushing capacity by 1 million tons in the 2009/10 harvest;
- The increase in debt is due to the investments in expansion of the Boa Vista Mill and the foreign exchange loss, with no cash effect;

## 4Q - RESULTS









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