

Results

3rd Quarter
2020/2021 Harvest



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, climate 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. Operational Highlights

5. Inventories

2. Financial Highlights

6. Sugar Market

3. Cash Cost

7. Ethanol Market

4. Indebtedness

8. Capex

Operational Highlights

OPERATIONAL DATA	9M20	9M21	Chg.(%)
Crushed Sugarcane ('000 tons)	22,640	22,522	-0.5%
Own	15,740	15,811	0.5%
Third Parties	6,900	6,711	-2.7%
Agricultural Yield (ton/ha)	82.9	80.7	-2.6%
Average TRS (kg/ton)	139.4	145.7	4.6%
Production			
Sugar ('000 tons)	1,106	1,483	34.1%
Ethanol ('000 m³)	1,172	1,018	-13.1%
Cogeneration ('000 MWh)	883	834	-5.5%
TRS Produced	3,155	3,282	4.0%
Mix Sugar - Ethanol	37% - 63%	47% - 53%	

- ✓ Reduction in the volume of crushed sugarcane, due to the drier weather observed in the period, but with average TRS 4.6% higher, resulting in an increase of + 4% in the total TRS produced

Financial Highlights

R\$ '000

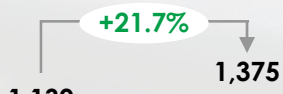
Executive Summary	3Q20	3Q21	Chg. (%)	9M20	9M21	Chg. (%)
Net Revenue ¹	1,029,978	1,213,471	17.8%	2,555,008	3,165,129	23.9%
Adjusted EBITDA	541,440	651,597	20.3%	1,277,680	1,619,288	26.7%
Adjusted EBITDA Margin	52.6%	53.7%	1.1 p.p.	50.0%	51.2%	1.2 p.p.
Adjusted EBIT	237,686	349,087	46.9%	522,352	748,026	43.2%
Adjusted EBIT Margin	23.1%	28.8%	5.7 p.p.	20.4%	23.6%	3.2 p.p.
Net Income without IFRS 16 effects	355,095	278,645	-21.5%	544,302	745,480	37.0%
Net Income	342,920	272,164	-20.6%	496,365	719,764	45.0%
Cash Income	366,499	307,138	-16.2%	548,687	767,826	39.9%
Net Debt / EBITDA	1.65 x	1.27 x	-22.8%	1.65 x	1.27 x	-22.8%
TRS Sold ('000 Tons)	845	872	3.3%	2,078	2,448	17.8%

1- Excludes the Hedge Accounting effect of foreign-denominated debt and PPA USC and includes Financial Income from Real Estate Development

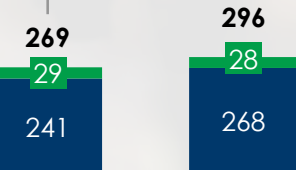
Data do not include the IFRS 16 impacts, except net income

SUGAR

('000 tons)
(R\$/ton)



+9.9%



3Q20

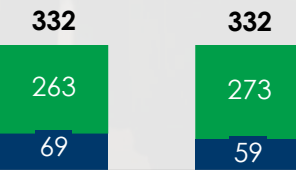
3Q21

ETHANOL

('000 m³)
(R\$/m³)



-0.1%



3Q20

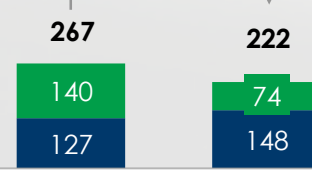
3Q21

COGENERATION

('000 MWh)
(R\$/MWh)



-17.1%



3Q20

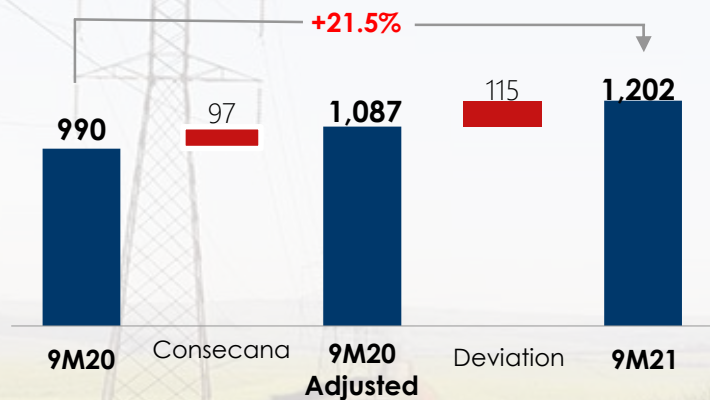
3Q21

● Average Price
■ Spot
■ Contracted

Cash Cost including Maintenance Capex

Cash COGS Sugar and Etanol

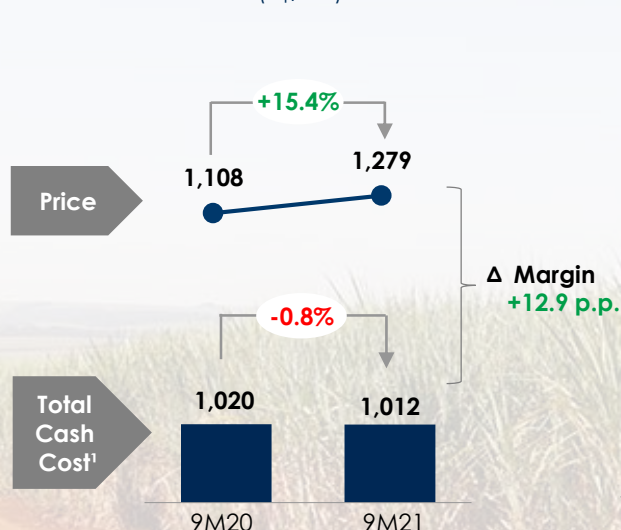
(R\$ mm)



Produced TRS ('000 tons)	3,155	4.0%	3,282
TRS Sold ('000 tons)	2,078	17.8%	2,448
Unit Cost (COGS / TRS)	523	-6.1%	491

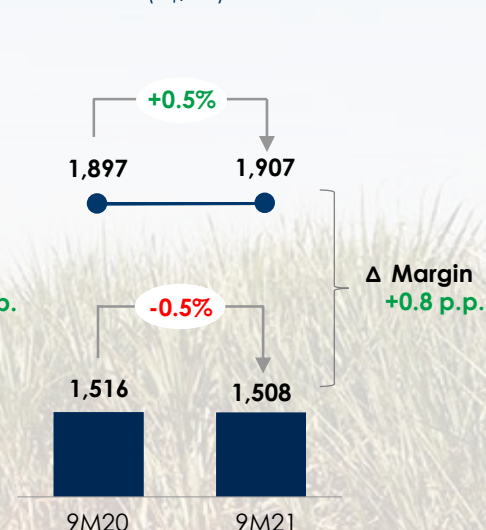
SUGAR

(R\$/ton)



ETHANOL

(R\$/m³)



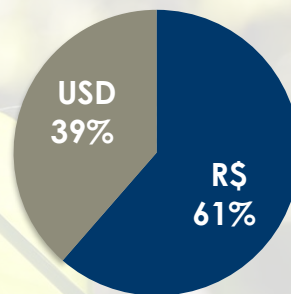
1 - The total cash cost of the products considers: COGS + selling expenses + general and administrative expenses - depreciation / amortization + change in fair value of biological assets + maintenance capex

Indebtedness

	Mar/20	Dec/20	Chg.%
R\$ '000			
Gross Debt	4,841,376	4,227,571	-12.7%
Cash and Cash Equivalents	1,962,066	1,424,509	-27.4%
Net Debt	2,879,311	2,803,062	-2.6%
Net Debt / LTM EBITDA - R\$	1.55 x	1.27 x	-17.8%
Net Debt / LTM EBITDA - USD ¹	1.23 x	1.19 x	-3.3%
LTM Adjusted EBITDA	1,857,191	2,198,799	18.4%

1 - LTM EBITDA average daily PTAX: mar/20: R\$ 4.11 and dec/20: R\$ 5.16

Currency - Gross



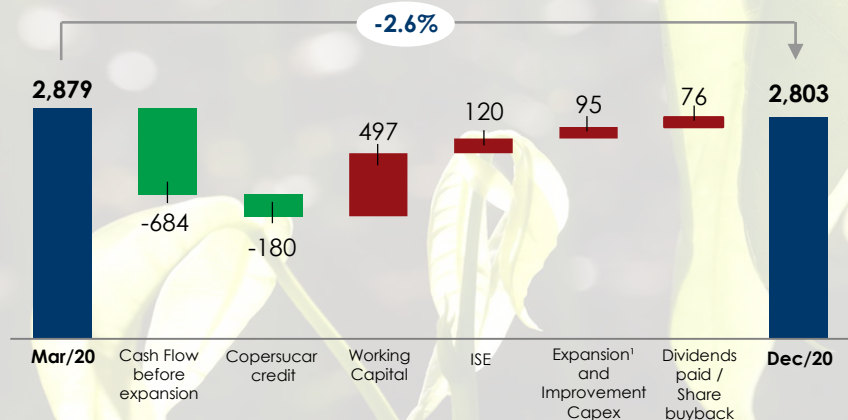
S&P Global

BBB-
Investment Grade
Global Scale

BrAAA
National Scale

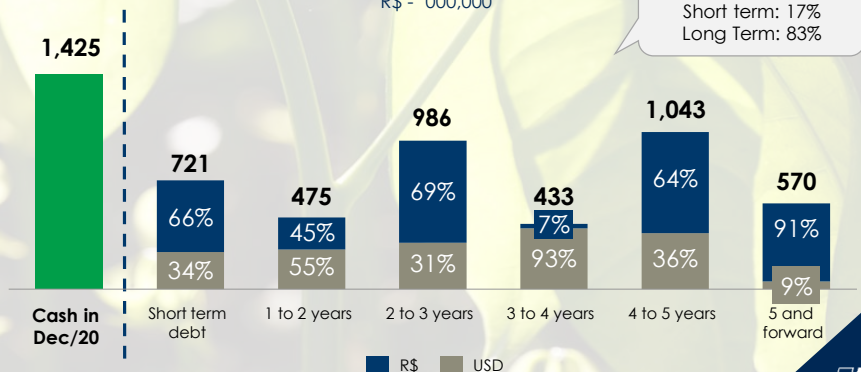
Debt Evolution

R\$ - '000,000



Debt Schedule

R\$ - '000,000



Average Term: 3.5 years
Short term: 17%
Long Term: 83%

1- Includes sale of fixed assets / Others

4Q21 Inventories



Sugar

416.5
thousand
tons



Ethanol

334.3
thousand
m³

CBIOs

Price¹
(R\$/CBIO)

32,8

32,7

CBIOs issued but not
yet sold

90

Volume
(^{'000})

825

832

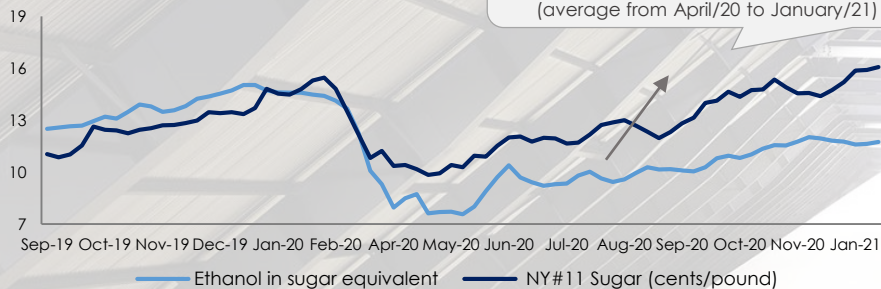
3Q21

9M21

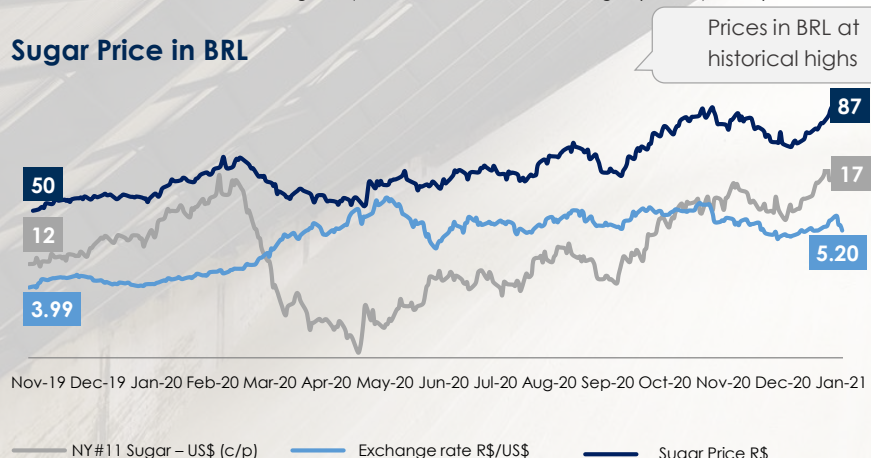
4Q21

Sugar Market

Sugar and Ethanol Prices (in sugar equivalent)



Sugar Price in BRL



Hedge Position

	Sugar hedged (tons)	Avg. Price (USD c/p)	Avg. Price (R\$/ton)	
4Q21	331,832	14.85		
	321,485	14.85	1,496	85% own fixed*
	10,347	14.85	not hedged	
21/22 Harvest	702,548	12.86		
	563,455	12.86	1,537	61% own fixed*
	139,093	12.86	not hedged	
22/23 Harvest	100,234	13.35		
	96,301	13.35	1,751	9% own fixed*
	3,933	13.35	not hedged	

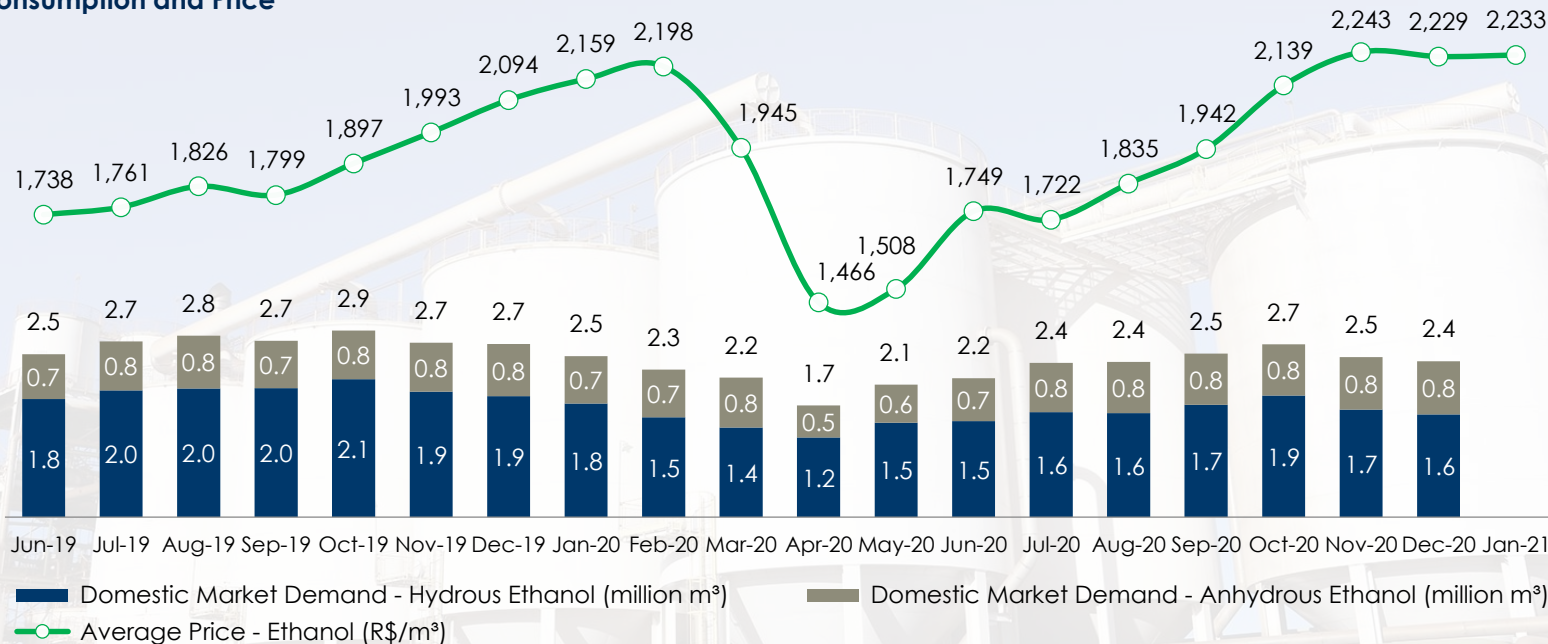
*Percentage of sugar hedged (own sugarcane equivalent)

Source: Bloomberg and CEPEA/Esalq

1 - For the amount fixed in sugar, but not fixed in dollars, the exchange rate of R\$ 5.30/USD was considered; 2 - Considering the max sugar production scenario; 3 - Considering the same mix and production of the crop 2021

Ethanol Market

Ethanol Consumption and Price



✓ Ethanol prices have been staging an important recovery, in line with the increase in demand and gasoline price

Capex - 4Q21 and 21/22 Season

2020/2021 Harvest (estimated)

- ✓ Maintenance Capex: R\$ 1.2 BI
- ✓ + Operational Improvements + Projects: ~R\$ 300 million

Estimated Capex (20/21 Harvest): ~R\$ 1.5 BI

In line with market expectations

2021/2022 Harvest (estimated)

- ✓ Maintenance Capex: R\$ 1.3 BI
- ✓ Projects: ~R\$ 535 million
 - ✓ Project Corn Ethanol (GO): ~R\$ 450 million
 - ✓ UTE (São Martinho Mill): ~R\$ 85 million

Estimated Capex (21/22 Harvest): ~R\$ 1.8 BI

Investor Relations Contacts

+55 11 2105-4100

ri@saomartinho.com.br

www.saomartinho.com.br/ir

