

OPERATING AND FINANCIAL REPORT

HV 2018/19



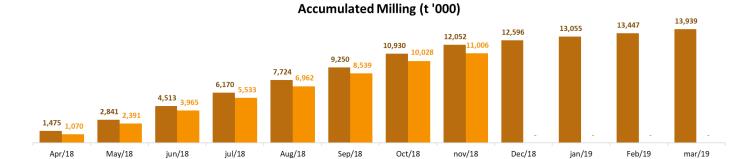
Operational Summary - (Real x Real)

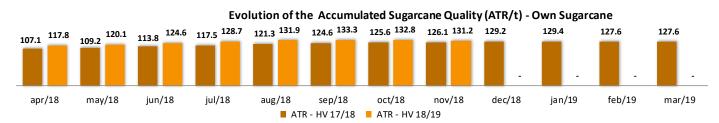
Industrial and Agricultural Operating Performance – Accumulated Harvest (November)

Sugarcane Total	HV 17/18 (R)	HV 18/19 (R)	Nominal Change	Change %
Raw Material	12,051,620	11,005,718	-1,045,902	-8.7%
Own Sugarcane (t)	3,885,765	3,555,444	-330,322	-8.5%
Third-Party Sugarcane (t)	8,165,855	7,450,275	-715,581	-8.8%
POL (%) - S. Total	13.29	13.56	0.26	2.0%
ATR - S. Total	133.54	135.89	2.35	1.8%
TCH - S. Total	81.09	75.42	-5.67	-7.0%

Production	HV 17/18 (R)	HV 18/19 (R)	Nominal Change	Change %
Equivalent Sugar (bg)	31,228,273	28,965,119	-2,263,154	-7.2%
Total Sugar (bg)	17,629,947	14,803,865	-2,826,082	-16.0%
VHP Sugar (t)	784,107	656,563	-127,545	-16.3%
Crystal Sugar (bg)	1,947,800	1,672,611	-275,189	-14.1%
Molasses (t)	67,812	52,405	-15,407	-22.7%
Total Ethanol (m³)	396,168	418,512	22,344	5.6%
Anhydrous (m³)	219,144	204,393	-14,750	-6.7%
Hydrous (m ³)	177,024	214,119	37,094	21.0%
Energy (MWh)	621,560	583,449	-38,111	-6.1%
S/A Usina Coruripe	417,669	381,580	-36,088	-8.6%
Coruripe Power Plant S/A	203,891	201,869	-2,023	-1.0%

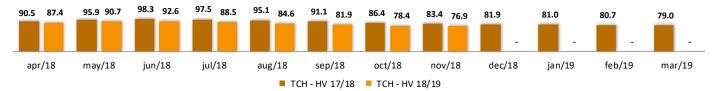
(Sc = 50 Kg/20 = tons)





Evolution of the Accumulated Average Productivity per Hectare (t/ha) - Own Sugarcane

Realized - HV 18/19



Evolution of the Accumulated Amount of Sugar per Hectare (ATR Kg/ha) - Own Sugarcane





Gross Revenue - (HV 17/18 x HV 18/19)

Gross Revenue - Accumulated Harvest (November)

Commercial - Volume	HV 17/18 (R)	HV 18/19 (R)	Nominal Change	Change %
VOLUME				
Sucrose Production - (Sc)	20,403,554	18,903,553	-1,500,002	-7.4%
Total Sugar - (sc)	11,443,770	9,749,131	-1,694,639	-14.8%
VHP Sugar - (t)	518,222	436,029	-82,193	-15.9%
Crystal Sugar - (sc)	1,079,329	1,028,559	-50,770	-4.7%
Total Ethanol - (m³)	257,219	267,367	10,148	3.9%
Anhydrous - (m³)	152,091	147,715	-4,376	-2.9%
Hydrous - (m³)	105,128	119,652	14,524	13.8%
Molasses - (t)	63,468	49,646	-13,822	-21.8%
Energy - (MWh)	165,162	256,358	91,196	55.2%
Energy Energética - (MWh)	157,005	235,174	78,169	49.8%
Energy Total - (MWh)	322,167	491,532	169,364	52.6%
(Sc = 50Kg/20 = tons)				

(66 661.8) 26 (61.6)				
Commercial - Gross Price	HV 17/18 (R)	HV 18/19 (R)	Nominal Change	Change %
AVARAGE PRICE				
Sucrose Production - (R\$/Sc)	62.90	57.66	-5.24	-8.3%
Total Sugar - (R\$/Sc)	70.58	55.94	-14.64	-20.7%
VHP Sugar - (R\$/t)	1,410.96	1,096.79	-314.17	-22.3%
Crystal Sugar - (R\$/sc)	70.88	65.24	-5.64	-8.0%
Total Ethanol - (R\$/m³)	1,742.27	1,946.70	204.43	11.7%
Anhydrous - (R\$/m³)	1,717.34	1,919.51	202.17	11.8%
Hydrous - (R\$/m³)	1,778.33	1,980.26	201.92	11.4%
Molasses - (R\$/t)	433.36	486.75	53.39	12.3%
Energy - (R\$/MWh)	196.82	273.18	76.36	38.8%
Energy Energética - (R\$/MWh)	141.73	240.88	99.15	70.0%
Energy Total - (R\$/MWh)	169.98	257.73	87.75	51.6%

Commercial - Gross Revenues	HV 17/18 (R)	HV 18/19 (R)	Nominal Change	Change %
REVENUES				
Gross Revenue - (R\$ mil)	1,356,181	1,185,750	-170,430	-12.6%
Sucrose Production - (R\$ mil)	1,283,342	1,089,983	-193,359	-15.1%
Total Sugar - (R\$ mil)	807,692	545,335	-262,357	-32.5%
VHP Sugar - (R\$ mil)	731,189	478,232	-252,957	-34.6%
Crystal Sugar - (R\$ mil)	76,503	67,103	-9,400	-12.3%
Total Ethanol - (R\$ mil)	448,145	520,483	72,338	16.1%
Anhydrous - (R\$ mil)	261,192	283,541	22,349	8.6%
Hydrous - (R\$ mil)	186,953	236,942	49,989	26.7%
Molasses - (R\$ mil)	27,505	24,165	-3,339	-12.1%
Energy - (R\$ mil)	32,508	70,033	37,525	115.4%
Others - (R\$ mil)	40,331	25,735	-14,596	-36.2%
Gross Revenue - (R\$ mil)	26,585	61,645	35060	131.9%
Energy - Energética (R\$ mil)	22,253	56,649	34,396	154.6%
Others - Energética (R\$ mil)	4,332	4,996	664	15.3%
Energy Total - (R\$ mil)	54,761	126,682	71,921	131.3%

Stocks	Equi	valent Sug	ar (mil b	g)		VHP (mil	lt)		Crystal (m	nil bg)	A	nhydrous (mil m³)		Hydrous (mil m³)	
HARVEST	17/18	18/19	Var.	Var. %	17/18	18/19	Var. Var. %	17/18	18/19	Var. Var. %	17/18	18/19	Var. Var. %	17/18	18/19	Var.	Var. %
Production	31,228.3	28,965.1	-2,263.2	-7.2%	784.1	656.6	-127.5 -16.3%	1,947.8	1,672.6	-275.2 -14.1%	219.1	204.4	-14.8 -6.7%	177.0	214.1	37.1	21.0%
Commercialization	-20,403.6	-18,903.6	1,500.0	-7.4%	-518.2	-436.0	82.2 -15.9%	-1,079.3	-1,028.6	50.8 -4.7%	-152.1	-147.7	4.4 -2.9%	-105.1	-119.7	-14.5	13.8%
Stock	10,824.7	10,061.6	-763.2	-7.1%	265.9	220.5	-45.4 -17.1%	868.5	644.1	-224.4 -25.8%	67.1	56.7	-10.4 -15.5%	71.9	94.5	22.6	31.4%
% Sale	-65.3%	-65.3%		0.1 pp	-66.1%	-66.4%	-0.3 pp	-55.4%	-61.5%	-6.1 pp	-69.4%	-72.3%	-2.9 pp	-59.4%	-55.9%		3.5 pp

Fixings Frame Sugar VHI		Volume	% Fixed *	Cents/lb	brl/ton
	Hedge Volume (t)	772,203	92%	13.60	1,103
Harvest 2018/19	Volume to be fixed (t)	70,532	8%	12.51	1,059
	Total Production	842,735	100%	13.51	1,099
	Hedge Volume (t)	298,476	35%	13.88	1,206
Harvest 2019/20	Volume to be fixed (t)	561,525	65%	13.75	1,202
	Total Production	860,000	100%	13.80	1,204

^{*} Includes potential likely of desk operations (OTOs)



Economic and Financial Summary - (HV 17/18 x HV 18/19)

Balance Sheet - Accumulated Harvest (November)

Consolidated Balance Sheets under BRGAAP **ASSETS** Amount (R\$ thousand) LIABILITY Amount (R\$ thousand) Variation Variation 2018/03/31 2018/03/31 633,033 1.212.091 1.542.831 330.740 688.680 92% Current 27% Current 1.321.713 Cash, Banks and Applications 50,644 18,114 246,383 297,027 21% Suppliers 94,818 112,932 19% -13,864 72,154 58,290 -19% Loans and Financing 467,324 1,005,866 115% 538,542 Accounts Receivable Readily Marketable Inventories 21.428 400.160 1767% 378.732 Taxes and Contributions 45.973 16.711 -64% -29.262 59.552 Stock Semifinished 1.453 883 -39% -570 Advances from Customers 3.476 63.028 1713% Third Party Stock 13,557 0 -100% -13.557 Labor Legislation Liabilities 66.073 93.927 -12% 27,854 Advences from suppliers 400,274 358,001 -11% -42,273 Other Obligations (Derivatives) 2,916 29,249 876% 26,333 Warehouse 56,766 51,195 -10% -5.571 Proposed dividends* 8,100 0 0% -8,100 **Biological Assets** 235.485 217.216 -8% -18.269100.194 Recoverable Taxes 103,765 4% 3.571 11,170 -100% Related Parties 0 -11,170 56,294 53,227 Other Credits 6% 3,067 Noncurrent 2,300,280 2,345,381 2% 45,101 Noncurrent 2,054,545 2,001,855 -3% -52,690 Long-term Receivables 1,058,475 1,152,643 94,168 Loans and Financing 1,929,190 1,945,938 1% 16,748 9% Financial investments 3,074 713 -2,361 Taxes and Contributions 7,284 13,272 5,988 65,795 65,795 3,299 Advances to suppliers of sugarcane 100% Provisions for Contingencies 5,457 8,756 60% 72,109 74,942 Related Parties Provisions for Deferred Income Tax and -78,725 Recoverable Taxes 930 1,288 38% 358 Judicial Deposits 4,026 2,282 -43% -1,744 Other Credits Receivable 978,336 1,007,623 3% 29,287 17,996 17,957 0% -39 769.146 -27% -204.502 Investments Net Equity 564.644 Fixed Assets 1,223,244 1,174,193 -49,051 Intangible 565 588 4% 23 Shares in Treasury -1,215 -1,215 0% Revaluation Reserve 13,044 7,999 -39% -5,045 **Equity Adjustment** 120,256 112,744 -6% -7.512 Profit Reserves 228,216 36,271 -84% -191,945 11% 375,841 TOTAL LIABILITY 3.512.371 11% 375.841 3.888.212 3.888.212 **TOTAL ASSETS**

Dollar on November 2017 = 3.2613

Dollar on March 2018 = 3.3235

Dollar on November 2018 = 3.8630

Income Statement - Accumulated Harvest (November)

Income Statement - BRGAAP	Amount (R\$ thousand) November/17	%Т	Amount (I thousand) November/18	R\$ %T	Change R\$	Change %
(+) Gross Sales Revenue	1,356,181	100.0%	1,185,750	100.0%	-170,431	-12.6%
(-) Deductions	-43,292	-3.2%	-70,989	-6.0%	27,697	64.0%
(=) Net Sales Revenue (A)	1,312,889	96.8%	1,114,761	94.0%	-198,128	-15.1%
(-) Cost of Goods Sold (B)	-748,372	-57.0%	-618,461	-55.5%	-129,911	-17.4%
(-) Depreciation, Amortization, Depletion	-151,992	-11.6%	-156,899	-14.1%	4,907	3.2%
(-) Crop Treatment Amortization	-98,934	-7.5%	-89,294	-8.0%	-9,639	-9.7%
(=) Gross Profit	313,591	23.9%	250,106	22.4%	-63,485	-20.2%
(-) Administrative Expenses (C)	-85,020	-6.5%	-84,616	-7.6%	-404	-0.5%
(-) Depreciation	-2,957	-0.2%	-2,714	-0.2%	-243	-8.2%
(-) Expenses with Sales and Logistics (D)	-79,878	-6.1%	-71,535	-6.4%	-8,343	-10.4%
(-) Depreciation	-2,401	-0.2%	-2,324	-0.2%	-77	-3.2%
(=) Operating Income - Before Income / Expenses	143,335	10.9%	88,917	8.0%	-54,418	-38.0%
(±) Other Operating Income and Expenses (E)	32,737	2.5%	34,919	3.1%	2,182	6.7%
(±) Other Depreciation, Loss of Permanent Assets	-22,198	-1.7%	-15,993	-1.4%	-6,205	-28.0%
(±) Equity	-52	0.0%	-11	0.0%	-23	-78.9%
(=) Operating Profit	153,822	11.7%	107,832	9.7%	-45,990	-29.9%
(±) Net Financial ex Foreign Exchange	-168,930	-12.9%	-208,749	-18.7%	39,819	23.6%
(±) Exchange Rates	-32,541	-2.5%	-189,908	-17.0%	-157,367	483.6%
(=) Income Before income tax and social contribution	-47,649	-3.6%	-290,825	-26.1%	243,176	510.3%
(-) Income Tax and Social Contribution	16,201	1.2%	98,881	8.9%	82,680	510.3%
Net Income / Loss	-31,448	-2.4%	-191,945	-17.2%	-160,497	510.4%
EBITDA (F)=(A+B+C+D+E)	432,304	32.9%	375,056	33.6%	-57,248	-13.2%
Variation of Biological Assets (G)	901		25,734		24,833	2756.1%
Gains / losses on derivatives on exports (H)	1,185		-37,624		-38,809	-3275.0%
ADJUSTED EBITDA (I)=(F+G+H)	434,390	33.1%	363,165	32.6%	-71,225	-16.4%
CORURIPE ENERGÉTICA EBITDA (J)	18,349		40,997		22,648	123.4%
COMBINED EBITDA (K)=(I+J)	452,739	34.5%	404,162	36.3%	-48,577	-10.7%
Gross Debt	2,822,471		2,951,804		129,333	4.69
Net Debt	2,426,825		2,654,064		227,239	9.4%
Readily Marketable Inventories	409,253		401,043		-8,210	-2.0%
Net Debt Stocks	2,017,572		2,253,021		235,449	11.7%

Dollar on November 2017 = 3.2613 Dollar on March 2018 = 3.3235 Dollar on November 2018 = 3.8630



Coruripe Energética - Economic and Financial Summary - (HV 17/18 x HV 18/19)

Balance Sheet - Accumulated Harvest (November)

Consolidated Balance Sheets under BRGAAP									
ASSETS Amount (R\$ thousand)					LIABILITY	Amo	unt (R\$ th	ousan	d)
	2018/03/31	2018/11/30		Variation (+ -)		2018/03/31	2018/11/3	30	Variation (+ -)
Current	25,346	49,837	97%	24,491	Current	7,266	4,180	-42%	-3,086
Cash, Banks and Applications	238	23,157	9630%	22,919	Suppliers	656	75	-89%	-581
Customers	0	6,093	100%	6,093	Taxes and Contributions	2,224	3,570	61%	1,346
Warehouse	337	302	-10%	-35	Advances from Customers	0	232	100%	232
Recoverable Taxes	192	45	-77%	-147	Related Parties	186	0	-100%	-186
Related Parties	24,579	20,240	-18%	-4,339	Labor Legislation Liabilities	220	293	33%	73
Other Credits	0	23	100%	23	Dividends payable	0	10	100%	10
					Proposed dividends	3,980	0	-100%	-3,980
Noncurrent	11,204	8,191	-27%	-3,013	Noncurrent	0	0	0%	0
Long-term Receivables	134	99	-26%	-35					
Recoverable Taxes	134	99	-26%	-35					
					Net Equity	29,284	53,871	84%	24,587
					Share Capital	11,211	11,211	0%	0
Fixed Assets	11,070	8,092	-27%	-2,978	Legal Reserve	2,242	2,242	0%	0
					Profit Reserves	15,831	40,418	155%	24,587

21,501 Total Liability

Dollar on November 2017 = 3.2613
Dollar on March 2018 = 3.3235
Dollar on November 2018 = 3.8630

Total Assets

Income Statement - Accumulated Harvest (November)

36,550

Income Statement - BRGAAP	Amount (thousand) November/17	R \$ %T	Amount (F thousand) November/18	R\$ %T	Change R\$	Change %
(+) Gross Sales Revenue	26,585	100.0%	61,645	100.0%	35,060	131.9%
(-) Deductions	-1,749	-6.6%	-3,149	-5.1%	1,400	80.0%
(=) Net Sales Revenue (A)	24,836	93.4%	58,496	94.9%	33,660	135.5%
(-) Cost of Goods Sold (B)	-6,404	-25.8%	-17,438	-29.8%	11,034	172.3%
(-) Depreciation, Amortization, Depletion	-6,096	-24.5%	-3,111	-5.3%	-2,985	-49.0%
(=) Gross Profit	12,337	49.7%	37,947	64.9%	25,610	207.6%
(-) Administrative Expenses (C)	-83	-0.3%	-61	-0.1%	-22	-26.5%
(±) Other Operating Income / Expenses (D)	0	0.0%	0	0.0%	0	0.0%
(=) Operating Profit	12,254	49.3%	37,886	64.8%	25,632	209.2%
(±) Net Financial ex Foreign Exchange	683	2.8%	609	1.0%	-74	-10.8%
(=) Income Before income tax and social contribution	12,937	52.1%	38,495	65.8%	25,558	197.6%
(-) Income Tax and Social Contribution	-1,061	-4.3%	-1,968	-3.4%	907	85.5%
Net Income / Loss	11,876	47.8%	36,527	62.4%	24,651	207.6%
EBITDA (E)=(A+B+C+D)	18,349	73.9%	40,997	70.1%	22,648	123.4%
EBT	12,937	52.1%	38,495	65.8%	25,558	197.6%
Gross Debt	0	0.0%	0	0.0%	0	0.0%
Net Debt	0	0.0%	0	0.0%	0	0.0%

Dollar on November 2017 = 3.2613
Dollar on March 2018 = 3.3235
Dollar on November 2018 = 3.8630



Disclosure: 2018/12/20

36,550 58,051 59%

Economic and Financial Summary – (HV 17/18 x HV 18/19)

Opening of Net Financial - **Accumulated Harvest** (November)

	Opening of Net Financial and Foreign Exchange	Amount (R thousand) November/17	\$ Amount (R\$ thousand) November/18
(=)	NET FINANCIAL	-168,930	-208,749
(+)	Correction Incra and IAA	17,394	29,141
(+)	Interest on Mutual Loan	3,833	3,338
(+)	Income from Investments	8,810	10,559
(±)	Other Financial Expenses / Income	-13,491	-28,891
(-)	Interest on loans	-186,662	-185,274
(±)	Gains and Losses, Net of Derivative Transactions	1,185	-37,623
(=)	EXCHANGE VARIATION	-32,541	-189,908

Dollar on November 2017 = 3.2613

Dollar on March 2018 = 3.3235

Dollar on November 2018 = 3.8630

Capex and Depreciation - Accumulated Harvest (November)

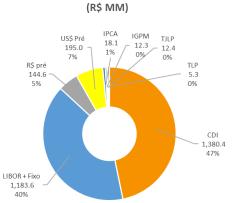
			BRGAAP				
Group of Accounts	Balance in March 31, 2018	Additions	Disposals and/or Write-offs	Depreciation	Transfers	Reclassification	Balance in November 31, 2018
Aircraft	979	0	0	-135	0	0	844
Facilities, Buildings and Improvements	298,406	1,530	0	-13,123	2,603	0	289,417
Furniture and Utensiles	8,628	1,061	-29	-1,253	29	0	8,435
Machinery, Vehicles and Implements	492,148	30,530	-972	-39,113	12,523	0	495,116
Common Replacement Parts and Itens	99,645	81,405	0	-126,429	0	0	54,620
Land and Properties	18,828	0	-11	0	0	0	18,817
Fixed Asset in Progress	16,854	6,325	0	0	-15,155	-92	7,932
Advance to Suppliers	0	0	0	0	0	0	0
Total Capex	935,489	120,851	-1,012	-180,053	0	-92	875,182
Sugarcane Crops	287,756	88,885	-4,600	0	-5,322	-67,708	299,011
Treatment of Sugacane Cultivation	0	0	0	0	0	0	0
Total Plant Carrier	287,756	88,885	-4,600	0	-5,322	-67,708	299,011
Sugacane Cultivation	70,925	6,432	-10,381	-50,556	5,322	41,974	63,716
Treatment of Sugacane Cultivation	164,560	117,236	0	-128,296	0	0	153,500
Total Biological Assets in Current	235,485	123,668	-10,381	-178,852	5,322	41,974	217,216
Intangible	565	40	0	-109	0	92	588
Grand Total	1,459,295	333,443	-15,993	-359,015	0	-25,734	1,391,997

DEPRECIATION - DEPLETION - AMORTIZATION	Amount (R\$ thousand) November/18
Depreciation, Treatment and Depletion in COGS	-246,193
Depreciation in the Administrative	-2,714
Depreciation in the Commercial	-2,324
Total Depreciation - Income Statement	-251,231
Stock Depreciation	-107,783
Total Depreciation	-359,015

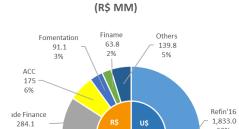


Indebtednes Analysis - Accumulated Harvest (November - 2018)





Due Balance Gross by Indexer



1,378.6

10%

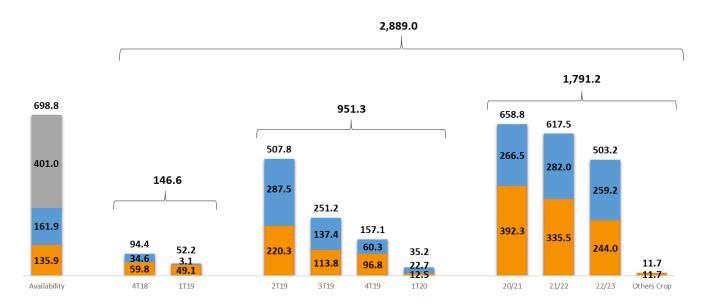
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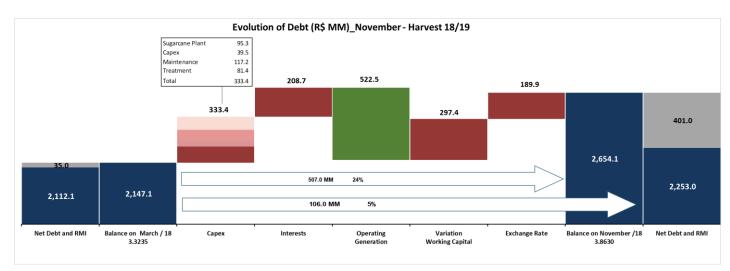
365.4 12% 62%

Due Balance Gross by Type and Currency

Principal Amortization Schedule (R\$ MM)

Average Debt Maturity
1 Years and 10







Certifications

Recent Agricultural Performance Awards & Certifications



Rating BENRI refletindo uma posição entre os melhores canaviais do Brasil



Awarded by the IDEA Group with the Productivity Champion Prize 16/17 between the plants in the Center-South of Brazil¹



Awarded by the IDEA Group with the **Productivity Champion** Prize 15/16 between the plants in the Center-South of Brazil¹



Elected by Época Magazine with the first place in the Future Vision dimension of the Agribusiness Segment

People & Management Awards



Awarded by IstoÉ **Dinheiro Rural Magazine** with the first place in **Corporate Management**



Elected by Você S/A magazine as one of the 150 best companies to work for in Brazil



JUL/2018 JUL/2017 JUL/2016

Recognized by Época/Great Place to Work Brazil as one of the best Companies to Work in Brazil



Recognized Grupo Gestão RH as one of the best companies Human **Resources Teams in** Brazil



Regognized by Valor Econômico newspaper as one of the best

Social, Environmental & Certifications

SEP/2018

SEP/2017

SEP/2016



Reserves: Mata Atlântica Feliz Deserto Biome, AL Cerrado Janurária Biome, MG



Eleita pelo Prêmio Mastercana como a melhor empresa na Gestão de Pessoas e Responsabilidade



Restauração de florestas e preservação de áreas nativas da Coruripe (17.000) hectares.



Recognized for stimulate the practice of sustainable actions in its productive chain. Highlight of this year was in the area of security



companies in People

Management

Proietos Sociais: Creches, Fábricas de Papel, Projeto Florescer e Projeto Barriga Cheia



Disclosure: 2018/12/20

Awarded the DuPont Safety Award in the Occupational Health and Safety Management Category



JUL/2015 practices of socioenvironmental responsibility, citizenship, human capital and community relations.



Socioambiental

NOV/2018 NOV/2017

We were selected for the group of Brazilian companies from the Sustainability Guide of Exame Magazine.



Elected champion in sustainability among the best of agribusiness by Globo Rural



We were the first plant in the country to receive the Amiga Company seal of the Atlantic Forest, granted in 2017 by the Mata Atlântica Biosphere Reserve (RBMA), linked to the MaB program of Unesco.



ISO 9001 **Quality management** system. Certifies the quality of the products produced.



ISO 14001 Environmental management system. Proves that the productive chain respects the environment



Occupational Health and Workplace Safety Management System. Acknowledges concern about the safety and health of the employee



FSSC 22000 **Quality Management** Food Safety. Ensures food safety management in food production.



Certificate for export of

Ethanol to the United

States.

