



## **OPERATING AND FINANCIAL REPORT**

# **HARVEST 2019/20**

February/2020



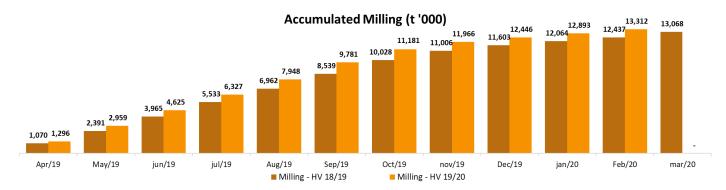
### Operational Summary - (HV 18/19 x HV 19/20)

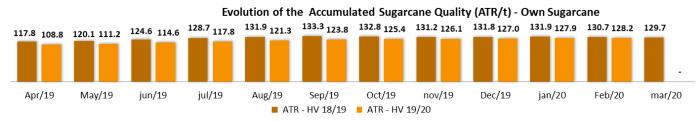
Industrial and Agricultural Operating Performance – **Accumulated Crop Results** (April to February)

Sugarcane Total	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
Raw Material	12,437,037	13,311,720	874,682	7.0%
Own Sugarcane (t)	4,321,075	4,371,307	50,232	1.2%
Third-Party Sugarcane (t)	8,115,963	8,940,413	824,450	10.2%
POL (%) - S. Total	13.56	13.25	-0.31	-2.3%
ATR - S. Total	135.71	133.62	-2.09	-1.5%
TCH - S. Total	74.77	79.76	4.99	6.7%
Kg ATR/ha - S. Total	10,147	10,657	510.16	5.0%

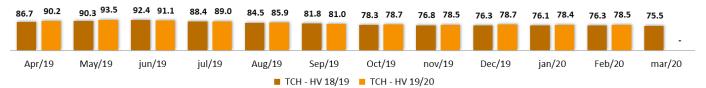
Production	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
Equivalent Sugar (bg)	32,502,845	34,817,457	2,314,612	7.1%
Total Sugar (bg)	17,127,946	18,707,116	1,579,170	9.2%
VHP Sugar (t)	760,376	818,710	58,334	7.7%
Raw Sugar (bg)	0	119,279	119,279	100.0%
Crystal Sugar (bg)	1,920,426	2,213,628	293,202	15.3%
Molasses (t)	52,405	61,000	8,594	16.4%
Total Ethanol (m³)	455,932	475,754	19,822	4.3%
Anhydrous (m³)	232,126	240,991	8,865	3.8%
Hydrous (m³)	223,806	234,763	10,957	4.9%
Energy (MWh)	630,157	660,175	30,018	4.8%

(Sc = 50 Kg/20 = tons)

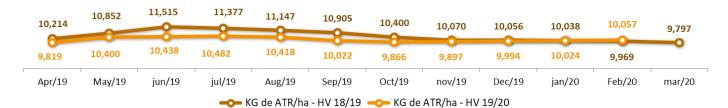




### Evolution of the Accumulated Average Productivity per Hectare (t/ha) - Own Sugarcane



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





## Gross Revenue - (HV 18/19 x HV 19/20)

Gross Revenue - Accumulated Crop Results (April to February)

Commercial - Volume	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
VOLUME				
Sucrose Production - (bg)	30,001,595	30,197,905	196,310	0.7%
Total Sugar - (bg)	15,787,005	14,988,200	-798,805	-5.1%
VHP Sugar - (t)	704,121	656,986	-47,135	-6.7%
Crystal Sugar - (bg)	1,704,584	1,848,488	143,904	8.4%
Total Ethanol - (m³)	422,652	450,676	28,024	6.6%
Anhydrous - (m³)	220,995	221,904	909	0.4%
Hydrous - (m³)	201,657	228,772	27,116	13.4%
Molasses - (t)	52,104	60,965	8,861	17.0%
Energy Total - (MWh)	510,636	425,891	-84,744	-16.6%
Contract Energy	268,424	344,376	75,952	28.3%
Spot Energy	104,181	40,377	-63,804	-61.2%
Resale Energy	138,031	41,138	-96,893	-70.2%

<sup>\*</sup> Within the volume of 510,636 for the 18/19 crop, resale of energy performed in the energy compensation chamber is included. If we purge these values we will reach a cogeneration of 372,605. Therefore, when we compare only the direct sales between one crop and another, we will have an increase of + 3.3% in the volume sold.

(Sc = 50Kg/20 = tons)

Commercial - Gross Price	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
AVARAGE PRICE				
Sucrose Production - (R\$/bg)	58.02	62.41	4.39	7.6%
Total Sugar - (R\$/bg)	56.21	58.76	2.55	4.5%
VHP Sugar - (R\$/t)	1,097.42	1,135.18	37.75	3.4%
Crystal Sugar - (R\$/bg)	67.28	72.98	5.70	8.5%
Total Ethanol - (R\$/m³)	1,959.72	2,150.96	191.25	9.8%
Anhydrous - (R\$/m³)	1,936.34	2,136.12	199.78	10.3%
Hydrous - (R\$/m³)	1,985.33	2,165.36	180.03	9.1%
Molasses - (R\$/t)	482.62	568.72	86.10	17.8%
Energy Total - (R\$/MWh)	256.58	211.17	-45.40	-17.7%
Contract Energy	209.09	219.83	11	5.1%
Spot Energy	373.62	222.77	-151	-40.4%
Resale Energy	260.58	127.35	-133	-51.1%

Commercial - Gross Revenues	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
REVENUES				
Gross Revenue - (R\$ mil)	1,899,990	1,991,642	91,651	4.8%
Sucrose Production - (R\$ mil)	1,740,825	1,884,764	143,939	8.3%
Total Sugar - (R\$ mil)	887,402	880,705	-6,697	-0.8%
VHP Sugar - (R\$ mil)	772,720	745,796	-26,924	-3.5%
Crystal Sugar - (R\$ mil)	114,682	134,909	20,227	17.6%
Total Ethanol - (R\$ mil)	828,277	969,388	141,111	17.0%
Anhydrous - (R\$ mil)	427,922	474,014	46,092	10.8%
Hydrous - (R\$ mil)	400,355	495,374	95,019	23.7%
Molasses - (R\$ mil)	25,146	34,672	9,526	37.9%
Others - (R\$ mil)	28,149	16,940	-11,209	-39.8%
Energy - (R\$ mil)	131,016	89,937	-41,079	-31.4%
Contract Energy	56,124	75,703	19,580	34.9%
Spot Energy	38,924	8,995	-29,929	-76.9%
Resale Energy	35,968	5,239	-30,729	-85.4%

Fixings Frame Sugar VHP		Volume	% Fixed *	Cents/lb	brl/ton
Harvest 2019/20	Hedge Volume (t)	890,072	100%	13.41	1,192
	Volume to be fixed (t)	-	0%	-	-
	Total Production	890,072	100%	13.41	1,192
	Hedge Volume (t)	773,954	73%	14.42	1,395
Harvest 2020/21	Volume to be fixed (t)	285,041	27%	14.74	1,476
	Total Production	1,058,995	100%	14.51	1,417
	Hedge Volume (t)	359,737	37%	13.83	1,415
Harvest 2021/22	Volume to be fixed (t)	604,760	63%	14.31	1,477
	Total Production	964,497	100%	14.13	1,454

<sup>\*</sup> Includes potential likely of desk operations (OTOs)



Balance Sheet - Accumulated Crop Results (February)

### Consolidated Balance Sheets under BRGAAP **ASSETS** Amount (R\$ thousand) Amount (R\$ thousand) Variation Variation 2019/03/31 2020/02/29 2019/03/31 2020/02/29 122,049 404.369 Current 1.294.904 1.416.953 9% Current 1.237.473 1.641.842 33% Cash, Banks and Applications 316.304 230.137 -27% -86.167 Suppliers 99.741 66.404 -33% -33.337 Accounts Receivable 96.948 78.863 -19% -18.085 Loans and Financing 905.494 1.126.207 24% 220.713 Readily Marketable Inventories 30,894 189,956 515% 159.062 Agricultural lease / partnership payable 0 79.884 100% 79.884 Stock Semifinished 1,307 293 -78% -1.014 Taxes and Contributions 29 443 23.722 -19% -5.721 Third Party Stock 7,490 20.555 174% 13,065 Advances from Customers 72.686 245.320 238% 172,634 Advences from suppliers 393,293 413,832 5% 20,539 Labor Legislation Liabilities 66,863 58,931 -12% -7,932 Warehouse 52,880 51,958 -2% -922 Other Obligations 7,859 41,374 426% 33,515 **Biological Assets** 236,289 285.081 21% 48.792 Proposed dividends\* 55,387 0 -100% -55,387 Recoverable Taxes 122,491 108.302 -12% -14,189Related Parties 0 0 0% 37,008 37,976 968 Other Credits 3% Noncurrent 4.143.147 5.410.991 31% 1,267,844 Noncurrent 2,866,838 3,875,877 35% 1.009.039 2,908,044 3,212,768 Loans and Financing 1,821,951 2,054,587 232,636 Long-term Receivables 10% 304,724 13% 1,580 3,232 105% Agricultural lease / partnership payable 675,749 100% 675,749 Financial investments 1,652 95,494 Advences from suppliers 65,795 126,175 92% 60,380 Taxes and Contributions 109,680 15% 14,186 42,747 44,756 8,756 Related Parties Provisions for Contingencies 7,781 -975 Recoverable Taxes 1,740 2,328 34% 588 Provisions for Deferred Income Tax and 593,420 643,786 8% 50,366 Judicial Deposits 1,415 1,273 -10% Related Parties 100% -142 Other Credits Receivable 2,794,767 3,035,004 9% 240,237 Other Obligations 347,217 384,293 11% 37,076 Investments 19,189 20.120 5% 931 Net Equity 1,333,740 1,310,225 -2% -23,516 Fixed Assets 1.215.321 1.442.847 19% 227,526 Share Capital 408.845 408,845 0% Intangible 593 880 48% 287 Shares in Treasury -1.215-1,2150% -100% -2,986 Right of use 0 734.376 100% 734.376 Revaluation Reserve 2,986 0 91,704 -13,589 **Equity Adjustment** 105,293 -13% Profit Reserves 817,831 810,891 -1% -6,9405,438,051 6,827,944 26% 1,389,893 TOTAL LIABILITY 6,827,944 26% TOTAL ASSETS

Dollar on February 2019 = 3.7382 Dollar on March 2019 = 3.8964 Dollar on February 2020 = 4.4984

### Income Statement - Accumulated Crop Results (April to February)

Income Statement - BRGAAP	Amount (R\$ thousand) February/19	%Т	Amount (R\$ thousand) February/20	%Т	Change R\$	Change %
(+) Gross Sales Revenue	1,899,990	100.0%	1,991,642	100.0%	91,651	4.8%
(-) Deductions	-104,492	-5.5%	-136,652	-6.9%	32,161	30.8%
( = ) Net Sales Revenue (A)	1,795,499	94.5%	1,854,989	93.1%	59,491	3.3%
( - ) Cost of Goods Sold (B)	-987,440	-55.0%	-827,808	-44.6%	-159,632	-16.2%
( - ) Depreciation, Amortization, Depletion	-305,071	-17.0%	-354,662	-19.1%	49,591	16.3%
( - ) Crop Treatment Amortization	-110,734	-6.2%	-96,708	-5.2%	-14,026	-12.7%
( = ) Gross Profit	392,253	21.8%	575,811	31.0%	183,558	46.8%
( - ) Administrative Expenses (C)	-114,331	-6.4%	-114,046	-6.1%	-285	-0.2%
(-) Depreciation	-3,711	-0.2%	-3,769	-0.2%	58	1.6%
( - ) Expenses with Sales and Logistics (D)	-90,290	-5.0%	-105,491	-5.7%	15,201	16.8%
( - ) Depreciation	-3,211	-0.2%	-3,283	-0.2%	72	2.2%
(=) Operating Income - Before Income / Expenses	180,711	10.1%	349,222	18.8%	168,512	93.2%
(±) Other Operating Income and Expenses (E)	51,111	2.8%	14,846	0.8%	-36,265	-71.0%
(±) Other Depreciation, Loss of Permanent Assets	-28,302	-1.6%	-18,204	-1.0%	-10,098	-35.7%
(±) Equity	739	0.0%	1,436	0.1%	697	94.4%
(=) Operating Profit	204,259	11.4%	347,301	18.7%	143,042	70.0%
(±) Net Financial ex Foreign Exchange	311,950	17.4%	-184,687	-10.0%	-496,637	-159.2%
(±) Exchange Rates	-152,017	-8.5%	-200,046	-10.8%	48,029	31.6%
( = ) Income Before income tax and social contribution	364,192	20.3%	-37,433	-2.0%	-401,625	-110.3%
( - ) Income Tax and Social Contribution	-125,089	-7.0%	-41,473	-2.2%	83,616	-66.8%
Net Income / Loss	239,103	13.3%	-78,906	-4.3%	-318,008	-133.0%
EBITDA (F)=(A+B+C+D+E)	655,288	36.5%	823,926	44.4%	168,638	25.7%
Variation of Biological Assets (G)	19,442		3,349		-16,093	-82.8%
IFRS Effects Adjustment 16 (H)	0		-123,353		-123,353	-100.0%
ADJUSTED EBITDA (I)=(F+G+H)	674,730	37.6%	703,922	37.9%	29,192	4.3%
Gross Debt	2,739,393		3,180,794		441,401	16.1%
Net Debt	2,576,615		2,947,425		370,810	14.4%
Readily Marketable Inventories	143,680		190,250		46,570	32.4%
Net Debt Stocks	2,432,935		2,757,175		324,240	13.3%

Dollar on February 2019 = 3.7382 Dollar on March 2019 = 3.8964 Dollar on February 2020 = 4.4984



Net Financial Reconciliation - Accumulated Crop Results (April to February)

	Opening of Net Financial and Foreign Exchange	Amount (R\$ thousand) February/19	Amount (R\$ thousand) February/20
(=)	NET FINANCIAL	311,950	-184,687
(+)	Correction IAA	781,234	290,791
(-)	Provision Pis / Cofins referring to IAA / 4870	-75,012	-13,522
(-)	Attorney's fees related to Provision IAA/4870	-97,408	-37,076
(+)	Interest on Mutual Loan	4,546	1,604
(+)	Income from Investments	12,287	10,272
(+)	Interest (CPC 06)	-37	-72,102
( ± )	Other Financial Expenses / Income	-41,388	-65,759
(-)	Interest on loans	-249,221	-246,544
( ± )	Gains and Losses, Net of Derivative Transactions	-23,051	-52,351
(=)	EXCHANGE VARIATION	-152,017	-200,046

Dollar on February 2019 = 3.7382

Dollar on March 2019 = 3.8964

**Dollar on February 2020 = 4.4984** 

### Capex and Depreciation - **Accumulated Crop Results** (February)

Group of Accounts	Balance in March 31, 2019	Additions	BRGAAP Disposals and/or Write-offs	Depreciation	Transfers	Reclassification	Balance in February 29, 2020
Aircraft	777	0	0	-186	0	0	591
Facilities, Buildings and Improvements	285,747	8,639	0	-18,989	11,817	0	287,214
Furniture and Utensiles	8,549	3,341	-5	-1,977	510	0	10,418
Machinery, Vehicles and Implements	490,638	73,278	-7,501	-55,584	6,274	0	507,105
Common Replacement Parts and Itens	79,239	228,008	0	-147,665	5,463	0	165,045
Land and Properties	19,457	336	-13	0	0	0	19,780
Fixed Asset in Progress	27,174	76,893	0	0	-24,064	-468	79,535
Advance to Suppliers	0	0	0	0	0	0	0
Total Capex	911,580	390,495	-7,519	-224,400	0	-468	1,069,687
Sugarcane Crops	303,742	171,697	-8,474	0	0	-93,804	373,161
Treatment of Sugacane Cultivation	0	0	0	0	0	0	0
Total Plant Carrier	303,742	171,697	-8,474	0	0	-93,804	373,161
Sugacane Cultivation	103,941	4,778	-2,211	-79,018	2,128	93,804	123,422
Fair value change	-19,269	0	0	0	-2,128	-3,348	-24,745
Treatment of Sugacane Cultivation	151,617	170,590	0	-135,802	0	0	186,404
Total Biological Assets in Current	236,289	175,368	-2,211	-214,820	0	90,456	285,081
Intangible	593	52	0	-234	0	468	880
Grand Total	1,452,204	737,611	-18,204	-439,454	0	-3,348	1,728,808

DEPRECIATION - DEPLETION - AMORTIZATION	Amount (R\$ thousand) February/20
Depreciation, Treatment and Depletion in COGS	-451,370
Depreciation in the Administrative	-3,769
Depreciation in the Commercial	-3,283
Total Depreciation - Income Statement	-458,421
Stock Depreciation	18,967
Total Depreciation	-439,454

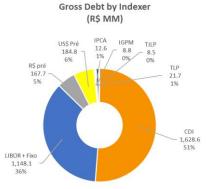


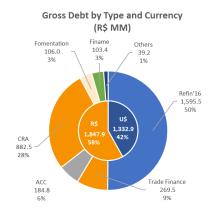
<sup>\*</sup>The growth in the update of the IAA credits is due to two factors: 1) variation in the correction rate (IPCA-E + 6% pa) in February 2020, the accumulated index was 3.60% correction, in the same period of previous crop in February 2019 the rate was 3.57%, 2) In December 2018 the company updated the provision for credits under IAA / Law 4870 in the amount of R \$ 1.7 BI.

### **Indebtednes**

Indebtednes Analysis - Accumulated Crop Results (February - 2020)

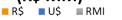




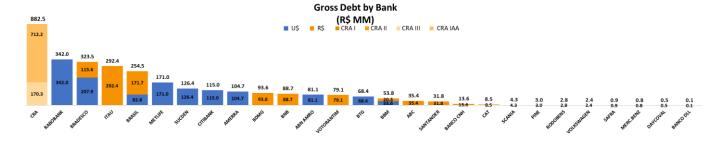


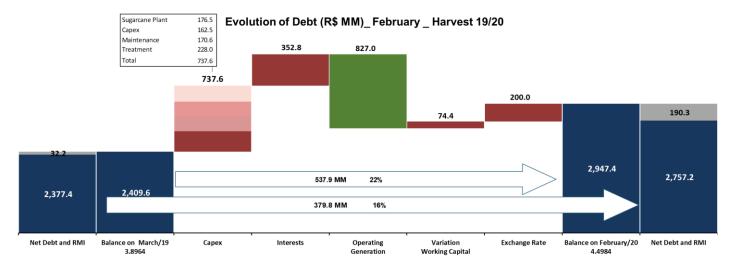
**Disclosure: 2020/03/12** 

# Principal Amortization Schedule (R\$ MM)











Harvest Projections 2019/20 (March- 2020) - GUIDANCE

Sugarcane Total	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %
Raw Material	13,068,213	14,431,864	1,363,651	10.4%
Own Sugarcane (t)	4,844,092	5,311,809	467,717	9.7%
Third-Party Sugarcane (t)	8,224,121	9,120,055	895,934	10.9%
POL (%) - S. Total	13.50	13.23	-0.27	-2.0%
ATR - S. Total	135.02	132.52	-2.50	-1.9%
TCH - S. Total	74.51	78.20	3.69	5.0%

Production	HV 18/19 (R.)	HV 19/20 (P)	Nominal Change	Change %
Equivalent Sugar (bg)	33,891,120	37,332,196	3,441,076	10.2%
Total Sugar (bg)	17,984,039	20,409,367	2,425,328	13.5%
VHP Sugar (t)	800,861	902,323	101,462	12.7%
Raw Sugar (Sc)	87,683	149,279	61,596	70.2%
Crystal Sugar (bg)	1,879,137	2,213,628	334,491	17.8%
Molasses (t)	52,405	65,398	12,992	24.8%
Total Ethanol (m³)	472,342	751,320	278,978	59.1%
Anhydrous (m³)	239,310	252,135	12,824	5.4%
Hydrous (m <sup>3</sup> )	233,031	499,185	266,154	114.2%
Energy (MWh)	642,364	699,413	57,049	8.9%

(Sc = 50 Kg/20 = tons)

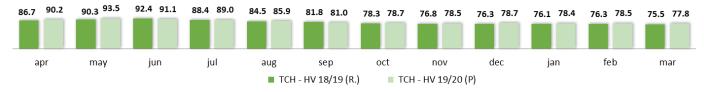
### Accumulated Milling (t '000) 12,893 12,064 13,312 12,437 13,068 12,446 11,603 11,181 11,006 10,028 9,781 8,539 7,948 6,327 5,533 6,962 3,965\_<sup>4,625</sup> 2,391\_2,959 1,070 1,296 Apr/18 May/18 jun/18 jul/18 Aug/18 Sep/18 Oct/18 nov/18 Dec/18 jan/19 Feb/19 mar/19

■ Milling - HV 18/19 (R.)

### Evolution of the Accumulated Sugarcane Quality (ATR/t) - Own Sugarcane 131.9 121.3 133.3 123.8 132.8 125.4 131.2 126.1 131.9 127.9 130.7 128.2 129.7 127.8 117.8 108.8 124.6 114.6 120.1 111.2 jun jul dec feb apr may aug sep oct nov jan mar ■ ATR - HV 18/19 (R.) ■ ATR - HV 19/20 (P)

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

■ Milling - HV 19/20 (P)



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

10,214	10,852	11,515	11,377	11,147	10,905	10,400	10,070	10,056	10,038	10,057	9,938
9,819	10,400	10,438	10,482	10,418	10,022	9,866	9,897	9,994	10,024	9,969	9,797
apr	may	jun	jul	aug	sep	oct	nov	dec	jan	feb	mar
	<b>C</b> KG de ATR/ha - HV 18/19 (R.) ← KG de ATR/ha - HV 19/20 (P)										



Harvest Projections 2019/20 (March- 2020) - GUIDANCE

Commercial - Volume	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %	
VOLUME					
Sucrose Production - (Sc)	34,474,687	36,488,471	2,013,784	5.8%	
Total Sugar - (sc)	18,696,911	20,133,321	1,436,410	7.7%	
VHP Sugar - (t)	828,531	890,550	62,019	7.5%	
Crystal Sugar - (sc)	2,126,300	2,322,328	196,028	9.2%	
Total Ethanol - (m³)	470,822	484,448	13,626	2.9%	
Anhydrous - (m³)	244,406	242,835	-1,572	-0.6%	
Hydrous - (m <sup>3</sup> )	226,416	241,613	15,198	6.7%	
Molasses - (t)	52,196	66,117	13,921	26.7%	
Energy* - (MWh)	510,330	444,294	-66,036	-12.9%	

(Sc = 50Kg/20 = tons)

Commercial - Gross Price	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %
AVARAGE PRICE				
Sucrose Production - (R\$/Sc)	58.55	63.59	5.04	8.6%
Total Sugar - (R\$/Sc)	56.70	61.09	4.39	7.7%
VHP Sugar - (R\$/t)	1,106.07	1,185.51	79.44	7.2%
Crystal Sugar - (R\$/sc)	67.61	75.04	7.43	11.0%
Total Ethanol - (R\$/m³)	1,981.73	2,171.75	190.02	9.6%
Anhydrous - (R\$/m³)	1,950.99	2,160.48	209.49	10.7%
Hydrous - (R\$/m³)	2,014.92	2,183.08	168.16	8.3%
Molasses - (R\$/t)	482.77	575.84	93.06	19.3%
Energy* - (R\$/MWh)	261.36	212.53	-48.83	-18.7%

Commercial - Gross Revenues	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %
REVENUES				
Gross Revenue - (R\$ mil)	2,175,945	2,439,199	263,253	12.1%
Sucrose Production - (R\$ mil)	2,018,416	2,320,192	301,776	15.0%
Total Sugar - (R\$ mil)	1,060,174	1,230,019	169,845	16.0%
VHP Sugar - (R\$ mil)	916,412	1,055,757	139,345	15.2%
Crystal Sugar - (R\$ mil)	143,762	174,262	30,500	21.2%
Total Ethanol - (R\$ mil)	933,043	1,052,101	119,057	12.8%
Anhydrous - (R\$ mil)	476,835	524,639	47,805	10.0%
Hydrous - (R\$ mil)	456,209	527,461	71,253	15.6%
Molasses - (R\$ mil)	25,199	38,073	12,874	51.1%
Energy* - (R\$ mil)	133,380	94,426	-38,954	-29%
Others - (R\$ mil)	24,149	24,581	432	1.8%

 $<sup>\</sup>ensuremath{^{\star}}$  Energy line has volume, prices and Revenues (Mill and Energetic)

### **Notes**



Harvest Projections 2019/20 (March- 2020) - GUIDANCE

	Income Statement - BRGAAP	HV 18/19 (R)	%Т	HV 19/20 (P)	%Т	Change R\$	Change %
(+)	Gross Sales Revenue	2,175,945	100.0%	2,414,618	100.0%	238,673	11.0%
(-)	Deductions	-122,052	-5.6%	-139,490	-5.8%	17,438	14.3%
(=)	Net Sales Revenue (A)	2,053,893	94.4%	2,275,129	94.2%	221,235	10.8%
(-)	Cost of Goods Sold (B)	-1,123,130	-54.7%	-1,143,666	-50.3%	20,536	1.8%
(-)	Depreciation, Amortization, Depletion	-314,275	-15.3%	-331,757	-14.6%	17,483	5.6%
(-)	Crop Treatment Amortization	-174,562	-8.5%	-160,693	-7.1%	-13,869	-7.9%
(=)	Gross Profit	441,927	21.5%	639,013	28.1%	197,086	44.6%
(-)	Administrative Expenses (C)	-123,406	-6.0%	-124,726	-5.5%	1,320	1.1%
(-)	Depreciation	-4,065	-0.2%	-3,829	-0.2%	-236	-5.8%
(-)	Expenses with Sales and Logistics (D)	-93,266	-4.5%	-123,091	-5.4%	29,825	32.0%
(-)	Depreciation	-3,509	-0.2%	-2,834	-0.1%	-675	-19.2%
(=)	Operating Income - Before Income / Expenses	217,681	10.6%	384,532	16.9%	166,851	76.6%
( ± )	Other Operating Income and Expenses (E)	81,937	4.0%	34,881	1.5%	-47,056	-57.4%
( ± )	Other Depreciation, Loss of Permanent Assets	-24,181	-1.2%	-17,819	-0.8%	-6,362	-26.3%
( ± )	Equity	1,221	0.1%	1,221	0.1%	0	0.0%
(=)	Operating Profit	276,658	13.5%	402,815	17.7%	126,157	45.6%
( ± )	Net Financial ex Foreign Exchange	314,098	15.3%	-215,216	-9.5%	-529,314	-168.5%
( ± )	Exchange Rates	-199,368	-9.7%	-246,260	-10.8%	-46,892	23.5%
(=)	Income Before income tax and social contribution	391,388	19.1%	-58,661	-2.6%	-450,049	-115.0%
(-)	Income Tax and Social Contribution	-146,607	-7.1%	17,860	0.8%	164,467	112.2%
	Net Income / Loss	244,781	11.9%	-40,801	-1.8%	-285,582	-116.7%
	EBITDA (F)=(A+B+C+D+E)	797,249	38.8%	919,748	40.4%	122,499	15.4%
	Variation of Biological Assets (G)	19,269		3,348		-15,921	-82.6%
	Gains / losses on derivatives on exports (H)	0		0		0	-100.0%
	ADJUSTED EBITDA (I)=(F+G+H)	816,518	39.8%	923,096	40.6%	106,578	13.1%

### **Notes**



### **Certifications**

## **Recent Agricultural Performance Awards & Certifications**



classification by BENRI, reflecting its position among the best cane fields in Brazil



Awarded by the IDEA Group with the Productivity Champion Prize 16/17 between the plants in the Center-South of Brazil<sup>1</sup>



Awarded by the IDEA Group with the Productivity Champion Prize 15/16 between the plants in the Center-South of Brazil<sup>1</sup>



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 companies in People Management

### Social, Environmental & Certifications



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



SEP/2017 SEP/2016

SEP/2018

Best company in People Management and Socio **Environmental** Responsibility



Restoration of forests and restocking of the Coruripe with native species 17,000 hectares of its own land are destined for preservation



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



Social Projects: Day care centers; Papermaking Workshop, Florescer and Barriga Cheia **Projects** 



**Disclosure: 2020/03/12** 

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.



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



**OHSAS 18001 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.



Awarded in the category Preservation and Conservation of Flora



It certifies that the company defends human, labor rights and is concerned to implement and act with socially and environmentally correct practices

