



# **OPERATING AND FINANCIAL REPORT**

# **HARVEST 2019/20**

December/ 2019



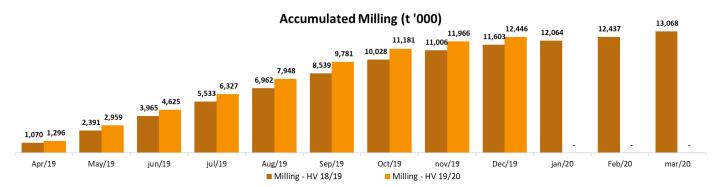
## Operational Summary - (HV 18/19 x HV 19/20)

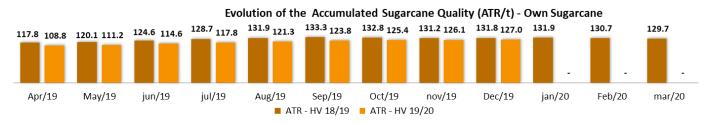
Industrial and Agricultural Operating Performance – **Accumulated Crop Results** (April to December)

Sugarcane Total	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
Raw Material	11,602,934	12,446,043	843,109	7.3%
Own Sugarcane (t)	3,886,618	3,962,647	76,029	2.0%
Third-Party Sugarcane (t)	7,716,316	8,483,395	767,080	9.9%
POL (%) - S. Total	13.55	13.16	-0.40	-2.9%
ATR - S. Total	135.77	132.95	-2.82	-2.1%
TCH - S. Total	75.12	80.26	5.14	6.8%
Kg ATR/ha - S. Total	10,199	10,670	471.60	4.6%

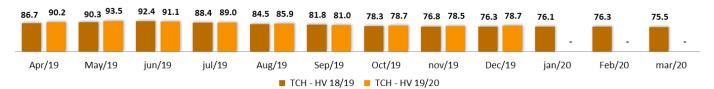
Production	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
Equivalent Sugar (bg)	30,537,895	32,353,777	1,815,882	5.9%
Total Sugar (bg)	15,792,943	16,997,092	1,204,149	7.6%
VHP Sugar (t)	705,235	734,893	29,658	4.2%
Raw Sugar (bg)	0	85,611	85,611	100.0%
Crystal Sugar (bg)	1,688,247	2,213,628	525,381	31.1%
Molasses (t)	52,405	61,000	8,594	16.4%
Total Ethanol (m³)	436,509	452,581	16,072	3.7%
Anhydrous (m³)	216,522	223,894	7,372	3.4%
Hydrous (m³)	219,987	228,687	8,700	4.0%
Energy (MWh)	610,454	626,134	15,679	2.6%

(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 December)

Commercial - Volume	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
VOLUME				
Sucrose Production - (bg)	23,833,885	24,431,917	598,032	2.5%
Total Sugar - (bg)	13,296,399	12,123,669	-1,172,730	-8.8%
VHP Sugar - (t)	602,580	543,808	-58,771	-9.8%
Crystal Sugar - (bg)	1,244,805	1,247,502	2,696	0.2%
Total Ethanol - (m³)	309,573	361,214	51,641	16.7%
Anhydrous - (m³)	173,963	178,840	4,877	2.8%
Hydrous - (m³)	135,610	182,375	46,764	34.5%
Molasses - (t)	51,108	60,965	9,857	19.3%
Energy Total - (MWh)	505,355	392,593	-112,762	-22.3%
Contract Energy	263,143	340,404	77,260	29.4%
Spot Energy	104,181	40,377	-63,804	-61.2%
Resale Energy	138,031	11,813	-126,218	-91.4%

<sup>\*</sup> Within the volume of 505.355 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 367.324. Therefore, when we compare only the direct sales between one crop and another, we will have an increase of + 3.7% in the volume sold.

(Sc = 50Kg/20 = tons)

<u> </u>				
Commercial - Gross Price	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
AVARAGE PRICE				
Sucrose Production - (R\$/bg)	57.53	60.66	3.14	5.5%
Total Sugar - (R\$/bg)	55.84	57.16	1.32	2.4%
VHP Sugar - (R\$/t)	1,095.51	1,111.69	16.19	1.5%
Crystal Sugar - (R\$/bg)	66.12	70.89	4.76	7.2%
Total Ethanol - (R\$/m³)	1,950.66	2,088.60	137.94	7.1%
Anhydrous - (R\$/m³)	1,924.37	2,073.36	148.99	7.7%
Hydrous - (R\$/m³)	1,984.39	2,103.54	119.15	6.0%
Molasses - (R\$/t)	484.48	568.72	84.24	17.4%
Energy Total - (R\$/MWh)	256.98	223.89	-33.08	-12.9%
Contract Energy	208.91	229.00	20	9.6%
Spot Energy	373.62	222.77	-151	-40.4%
Resale Energy	260.58	80.58	-180	-69.1%

Commercial - Gross Revenues	HV 18/19 (R)	HV 19/20 (R)	Nominal Change	Change %
REVENUES				
Gross Revenue - (R\$ mil)	1,526,901	1,587,164	60,262	3.9%
Sucrose Production - (R\$ mil)	1,371,073	1,482,084	111,011	8.1%
Total Sugar - (R\$ mil)	742,441	692,981	-49,459	-6.7%
VHP Sugar - (R\$ mil)	660,130	604,549	-55,581	-8.4%
Crystal Sugar - (R\$ mil)	82,311	88,433	6,121	7.4%
Total Ethanol - (R\$ mil)	603,871	754,431	150,560	24.9%
Anhydrous - (R\$ mil)	334,768	370,799	36,031	10.8%
Hydrous - (R\$ mil)	269,103	383,632	114,528	42.6%
Molasses - (R\$ mil)	24,761	34,672	9,911	40.0%
Others - (R\$ mil)	25,964	17,181	-8,783	-33.8%
Energy - (R\$ mil)	129,865	87,899	-41,966	-32.3%
Contract Energy	90,940	78,904	-12,037	-13.2%
Spot Energy	38,924	8,995	-29,929	-76.9%
Resale Energy	35,968	952	-35,017	-97.4%

Fixings Frame Sugar VH	Fixings Frame Sugar VHP		% Fixed *	Cents/lb	brl/ton
	Hedge Volume (t)	833,640	97%	13.25	1,161
Harvest 2019/20	Volume to be fixed (t)	27,432	3%	13.74	1,218
	Total Production	861,072	100%	13.26	1,163
	Hedge Volume (t)	496,869	52%	14.58	1,315
Harvest 2020/21	Volume to be fixed (t)	463,333	48%	14.47	1,296
	Total Production	960,202	100%	14.53	1,306
	Hedge Volume (t)	279,226	31%	15.23	1,409
Harvest 2021/22	Volume to be fixed (t)	610,815	69%	14.85	1,371
	Total Production	890,041	100%	14.97	1,383

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



Balance Sheet - Accumulated Crop Results (April to December)

#### **Consolidated Balance Sheets under BRGAAP ASSETS** Amount (R\$ thousand) LIABILITY Amount (R\$ thousand) Variation Variation 2019/03/31 2019/12/31 2019/03/31 2019/12/31 1,294,904 1,493,067 15% 198.163 1,237,473 1,698,838 37% 461.365 Current Current Cash, Banks and Applications 316 304 264.815 -16% -51.489 99.741 130.548 31% 30.807 Suppliers Accounts Receivable 96.948 68.892 -29% -28,056 Loans and Financing 905,494 1,101,867 22% 196.373 Readily Marketable Inventories 30,894 198,404 542% 167,510 Agricultural lease / partnership payable 69,593 100% 69,593 1,307 785 -40% -522 29,443 24,804 -16% -4,639 Stock Semifinished Taxes and Contributions 7,490 128,915 1621% 121,425 293,946 221,260 Third Party Stock Advances from Customers 72,686 304% 393,293 386,200 -7,093 66,863 66,281 -1% -582 Advences from suppliers -2% Labor Legislation Liabilities Warehouse 52,880 71,107 34% 18,227 Other Obligations 7,859 11,799 50% 3,940 **Biological Assets** 236,289 254,496 8% 18,207 Proposed dividends\* 55,387 0 -100% -55,387 Recoverable Taxes 122,491 96,667 -21% -25,824 Related Parties 0 0 0% Other Credits 37,008 22,786 -38% -14,222 5.278.759 1.135.612 2.866.838 3.711.241 844.403 Noncurrent 4.143.147 27% Noncurrent 29% 195,297 Loans and Financing 2.908.044 1,821,951 Long-term Receivables 3.103.341 7% 1,916,491 5% 94,540 668,045 1,580 2,440 54% Agricultural lease / partnership payable 100% 668,045 Financial investments 860 0 Advences from suppliers 65,795 126,175 92% 60,380 Taxes and Contributions 95,494 120,172 26% 24,678 Related Parties 42,747 44,195 1,448 8,756 -4% 3% Provisions for Contingencies 8,434 -322 1,740 2,666 53% 926 Provisions for Deferred Income Tax and 593,420 627,624 6% 34,204 Recoverable Taxes 1,415 1,264 -11% Related Parties 0% Judicial Deposits -151 Other Credits Receivable 2,794,767 2,926,601 131,834 Other Obligations 347,217 370,475 23,258 Investments 19,189 19,519 2% 330 1,333,740 1,361,747 Net Equity 28,007 **Fixed Assets** 1,215,321 1,417,352 17% 202,031 Share Capital 408,845 408,845 Intangible 593 925 56% 332 Shares in Treasury -1,215 -1,215 0% Right of use 0 737.622 100% 737.622 Revaluation Reserve 2.986 0 -100% -2.986 **Equity Adjustment** 105.293 95.275 -10% -10,018 Profit Reserves 817,831 858,842 5% 41,011 1,333,775 25% 1,333,775 5,438,051 6,771,826 25% TOTAL LIABILITY 5.438.051 6.771.826 TOTAL ASSETS

Dollar on December 2018 = 3.8745
Dollar on March 2019 = 3.8964
Dollar on December 2019 = 4.0304

Income Statement - Accumulated Crop Results (April to December)

Income Statement - BRGAAP	Amount (R\$ thousand) December/18	%Т	Amount (R\$ thousand) December/19	%Т	Change R\$	Change %
(+) Gross Sales Revenue	1,526,900	100.0%	1,587,164	100.0%	60,263	3.9%
( - ) Deductions	-76,545	-5.0%	-113,778	-7.2%	37,233	48.6%
( = ) Net Sales Revenue (A)	1,450,355	95.0%	1,473,386	92.8%	23,031	1.6%
( - ) Cost of Goods Sold (B)	-770,888	-53.2%	-687,847	-46.7%	-83,041	-10.8%
( - ) Depreciation, Amortization, Depletion	-208,401	-14.4%	-267,202	-18.1%	58,801	28.2%
( - ) Crop Treatment Amortization	-114,172	-7.9%	-96,563	-6.6%	-17,609	-15.4%
( = ) Gross Profit	356,894	24.6%	421,774	28.6%	64,879	18.2%
( - ) Administrative Expenses (C)	-95,034	-6.6%	-95,891	-6.5%	858	0.9%
( - ) Depreciation	-3,044	-0.2%	-3,100	-0.2%	56	1.8%
( - ) Expenses with Sales and Logistics (D)	-78,511	-5.4%	-94,965	-6.4%	16,454	21.0%
( - ) Depreciation	-2,620	-0.2%	-2,673	-0.2%	53	2.0%
( = ) Operating Income - Before Income / Expenses	177,686	12.3%	225,144	15.3%	47,459	26.7%
(±) Other Operating Income and Expenses (E)	29,834	2.1%	12,479	0.8%	-17,355	-58.2%
(±) Other Depreciation, Loss of Permanent Assets	-15,997	-1.1%	-17,909	-1.2%	1,912	11.9%
(±) Equity	739	0.1%	837	0.1%	98	13.3%
( = ) Operating Profit	192,261	13.3%	220,552	15.0%	28,290	14.7%
( ± ) Net Financial ex Foreign Exchange	323,548	22.3%	-163,559	-11.1%	-487,107	-150.6%
(±) Exchange Rates	-194,099	-13.4%	-47,803	-3.2%	-146,296	-75.4%
( = ) Income Before income tax and social contribution	321,710	22.2%	9,190	0.6%	-312,520	-97.1%
( - ) Income Tax and Social Contribution	-124,994	-8.6%	-36,457	-2.5%	88,537	-70.8%
Net Income / Loss	196,716	13.6%	-27,267	-1.9%	-223,983	-113.9%
EBITDA (F)=(A+B+C+D+E)	536,497	37.0%	607,998	41.3%	71,501	13.3%
Variation of Biological Assets (G)	19,442		-3,854		-23,296	-119.8%
IFRS Effects Adjustment 16 (H)	0		-101,582		-101,582	-100.0%
ADJUSTED EBITDA (I)=(F+G+H)	555,940	38.3%	502,562	34.1%	-53,378	-9.6%
Gross Debt	2,854,714		3,018,358		163,644	5.7%
Net Debt	2,648,828		2,751,102		102,274	3.9%
Readily Marketable Inventories	300,813		199,189		-101,624	-33.8%
Net Debt Stocks	2,348,016		2,551,913		203,898	8.7%

Dollar on December 2018 = 3.8745
Dollar on March 2019 = 3.8964
Dollar on December 2019 = 4.0304



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

	Opening of Net Financial and Foreign Exchange	Amount (R\$ thousand) December/18	Amount (R\$ thousand) December/19
(=)	NET FINANCIAL	323,548	-163,559
(+)	Correction IAA	763,981	182,414
(-)	Provision Pis / Cofins referring to IAA / 4870	-171,617	-31,741
(-)	Attorney's fees related to Provision IAA/4870	0	-277
(+)	Interest on Mutual Loan	3,583	1,409
(+)	Income from Investments	11,651	8,037
(+)	Interest (CPC 06)	-34	-58,804
(±)	Other Financial Expenses / Income	-37,376	-57,325
(-)	Interest on loans	-208,176	-202,047
(±)	Gains and Losses, Net of Derivative Transactions	-38,465	-5,225
(=)	EXCHANGE VARIATION	-194,099	-47,803

Dollar on December 2018 = 3.8745

Dollar on March 2019 = 3.8964

**Dollar on December 2019 = 4.0304** 

#### Capex and Depreciation - Accumulated Crop Results (April to December)

BRGAAP								
Group of Accounts	Balance in March 31, 2019	Additions	Disposals and/or Write-offs	Depreciation	Transfers	Reclassification	Balance in December 31, 2019	
Aircraft	777	0	0	-152	0	0	625	
Facilities, Buildings and Improvements	285,747	7,764	0	-15,497	11,799	0	289,813	
Furniture and Utensiles	8,549	3,019	-4	-1,588	510	0	10,486	
Machinery, Vehicles and Implements	490,638	69,054	-7,207	-45,793	6,274	0	512,966	
Common Replacement Parts and Itens	79,239	177,209	0	-129,974	5,463	0	131,937	
Land and Properties	19,457	336	-13	0	0	0	19,780	
Fixed Asset in Progress	27,174	71,916	0	0	-24,045	-468	74,576	
Advance to Suppliers	0	0	0	0	0	0	0	
Total Capex	911,580	329,297	-7,224	-193,004	0	-468	1,040,181	
Sugarcane Crops	303,742	146,857	-1,320	0	0	-72,109	377,170	
Treatment of Sugacane Cultivation	0	0	0	0	0	0	0	
Total Plant Carrier	303,742	146,857	-1,320	0	0	-72,109	377,170	
Sugacane Cultivation	103,941	0	-2,211	-78,152	2,128	72,109	97,815	
Fair value change	-19,269	0	0	0	-2,128	3,854	-17,543	
Treatment of Sugacane Cultivation	151,617	146,423	0	-123,817	0	0	174,223	
Total Biological Assets in Current	236,289	146,423	-2,211	-201,968	0	75,963	254,496	
Intangible	593	52	0	-189	0	468	925	
Grand Total	1,452,204	622,629	-10,755	-395,161	0	3,854	1,672,772	

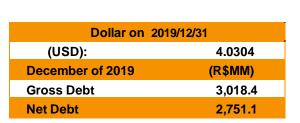
DEPRECIATION - DEPLETION - AMORTIZATION	Amount (R\$ thousand) December/19
Depreciation, Treatment and Depletion in COGS	-363,765
Depreciation in the Administrative	-3,100
Depreciation in the Commercial	-2,673
Total Depreciation - Income Statement	-369,538
Stock Depreciation	-25,623
Total Depreciation	-395,161

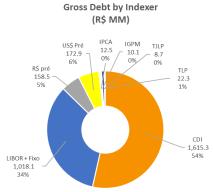


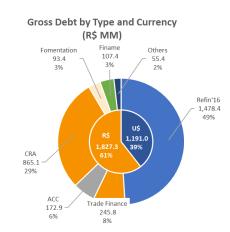
<sup>\*</sup>The growth in IAA credit restatement is due to two factors: 1) correction rate variation (IPCA-E + 6% pa) in December 2019 and the accumulated index was 1.76% correction, in the same period of the year. previous crop in December 2018 the rate was 3.09%, 2) In December 2018 the company updated the provision of IAA / Lei 4870 credits in the amount of R \$ 1.7 BI.

#### **Indebtednes**

Indebtednes Analysis - Accumulated Crop Results (December - 2019)



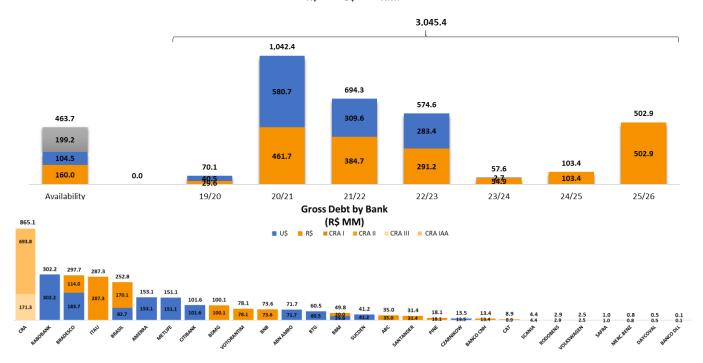


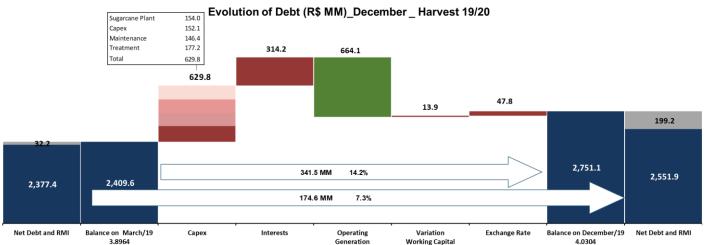


**Disclosure: 2020/01/15** 

#### **Principal Amortization Schedule**









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

jun/18

jul/18

Aug/18

■ Milling - HV 18/19 (R.)

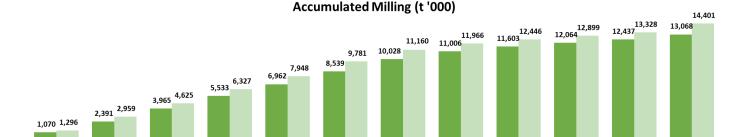
Sugarcane Total	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %
Raw Material	13,068,213	14,400,520	1,332,307	10.2%
Own Sugarcane (t)	4,844,092	5,346,265	502,173	10.4%
Third-Party Sugarcane (t)	8,224,121	9,054,255	830,134	10.1%
POL (%) - S. Total	13.50	13.20	-0.30	-2.2%
ATR - S. Total	135.02	132.26	-2.76	-2.0%
TCH - S. Total	74.51	77.93	3.42	4.6%

Production	HV 18/19 (R.)	HV 19/20 (P)	Nominal Change	Change %
Equivalent Sugar (bg)	33,891,120	37,039,238	3,148,118	9.3%
Total Sugar (bg)	17,984,039	19,912,507	1,928,468	10.7%
VHP Sugar (t)	800,861	877,391	76,530	9.6%
Raw Sugar (Sc)	87,683	151,551	63,868	72.8%
Crystal Sugar (bg)	1,879,137	2,213,136	333,999	17.8%
Molasses (t)	52,405	63,537	11,132	21.2%
Total Ethanol (m³)	472,342	506,062	33,720	7.1%
Anhydrous (m³)	239,310	256,429	17,119	7.2%
Hydrous (m <sup>3</sup> )	233,031	249,633	16,601	7.1%
Energy (MWh)	642,364	699,413	57,049	8.9%

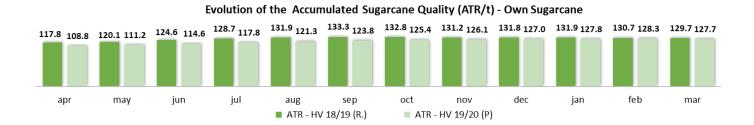
(Sc = 50 Kg/20 = tons)

Apr/18

May/18



Sep/18



Oct/18

■ Milling - HV 19/20 (P)

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

#### 90.3 93.5 92.4 91.1 90.2 88.4 89.0 84.5 85.9 86.7 81.8 81.0 78.3 78.7 76.8 78.5 76.3 78.7 76.1 78.4 76.3 78.5 75.5 78.0 apr may jun jul sep jan feb mar ■ TCH - HV 19/20 (P) ■ TCH - HV 18/19 (R.)

# 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	10,019	10,068	9,958
9,819	10,400	10,438	10,482	10,418	10,023	9,867	9,898	9,998	10,038	9,969	9,797
apr	may	jun	jul	aug	sep	oct	nov	dec	jan	feb	mar
	<b>←</b> KG de ATR/ha - HV 18/19 (R.)				R.) =	─ KG de A	TR/ha - HV 1	9/20 (P)			



**Disclosure: 2020/01/15** 

Feb/19

mar/19

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	36,359,005	1,884,318	5.5%	
Total Sugar - (sc)	18,696,911	19,590,831	893,919	4.8%	
VHP Sugar - (t)	828,531	861,850	33,320	4.0%	
Crystal Sugar - (sc)	2,126,300	2,353,822	227,522	10.7%	
Total Ethanol - (m³)	470,822	497,723	26,901	5.7%	
Anhydrous - (m³)	244,406	250,235	5,829	2.4%	
Hydrous - (m³)	226,416	247,488	21,072	9.3%	
Molasses - (t)	52,196	64,317	12,121	23.2%	
Energy* - (MWh)	510,330	411,696	-98,634	-19.3%	
(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	62.48	3.94	6.7%
Total Sugar - (R\$/Sc)	56.70	58.97	2.27	4.0%
VHP Sugar - (R\$/t)	1,106.07	1,138.23	32.16	2.9%
Crystal Sugar - (R\$/sc)	67.61	74.03	6.42	9.5%
Total Ethanol - (R\$/m³)	1,981.73	2,169.86	188.12	9.5%
Anhydrous - (R\$/m³)	1,950.99	2,155.46	204.47	10.5%
Hydrous - (R\$/m³)	2,014.92	2,184.41	169.50	8.4%
Molasses - (R\$/t)	482.77	569.61	86.83	18.0%
Energy* - (R\$/MWh)	261.36	226.05	-35.31	-13.5%

Commercial - Gross Revenues	HV 18/19 (R)	HV 19/20 (P)	Nominal Change	Change %
REVENUES				
Gross Revenue - (R\$ mil)	2,175,945	2,389,507	213,562	9.8%
Sucrose Production - (R\$ mil)	2,018,416	2,271,862	253,446	12.6%
Total Sugar - (R\$ mil)	1,060,174	1,155,240	95,066	9.0%
VHP Sugar - (R\$ mil)	916,412	980,982	64,570	7.0%
Crystal Sugar - (R\$ mil)	143,762	174,258	30,496	21.2%
Total Ethanol - (R\$ mil)	933,043	1,079,987	146,944	15.7%
Anhydrous - (R\$ mil)	476,835	539,371	62,536	13.1%
Hydrous - (R\$ mil)	456,209	540,616	84,407	18.5%
Molasses - (R\$ mil)	25,199	36,635	11,437	45.4%
Energy* - (R\$ mil)	133,380	93,064	-40,316	-30%
Others - (R\$ mil)	24,149	24,581	432	1.8%

<sup>\*</sup> 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 %
	The state of the s	10, 10 (,	75.	20, 20 (. ,	70.	onungo m	onango /
(+)	Gross Sales Revenue	2,175,945	100.0%	2,389,507	100.0%	213,562	9.8%
(-)	Deductions	-122,052	-5.6%	-140,690	-5.9%	18,638	15.3%
(=)	Net Sales Revenue (A)	2,053,893	94.4%	2,248,817	94.1%	194,924	9.5%
(-)	Cost of Goods Sold (B)	-1,123,130	-54.7%	-1,114,108	-49.5%	-9,022	-0.8%
(-)	Depreciation, Amortization, Depletion	-314,275	-15.3%	-338,420	-15.0%	24,146	7.7%
(-)	Crop Treatment Amortization	-174,562	-8.5%	-160,693	-7.1%	-13,869	-7.9%
(=)	Gross Profit	441,927	21.5%	635,596	28.3%	193,670	43.8%
(-)	Administrative Expenses (C)	-123,406	-6.0%	-127,726	-5.7%	4,320	3.5%
(-)	Depreciation	-4,065	-0.2%	-3,829	-0.2%	-236	-5.8%
(-)	Expenses with Sales and Logistics (D)	-93,266	-4.5%	-124,091	-5.5%	30,825	33.1%
(-)	Depreciation	-3,509	-0.2%	-2,834	-0.1%	-675	-19.2%
(=)	Operating Income - Before Income / Expenses	217,681	10.6%	377,116	16.8%	159,435	73.2%
( ± )	Other Operating Income and Expenses (E)	81,937	4.0%	26,062	1.2%	-55,875	-68.2%
( ± )	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%	386,580	17.2%	109,922	39.7%
( ± )	Net Financial ex Foreign Exchange	314,098	15.3%	-152,817	-6.8%	-466,915	-148.7%
( ± )	Exchange Rates	-199,368	-9.7%	-42,053	-1.9%	157,315	-78.9%
(=)	Income Before income tax and social contribution	391,388	19.1%	191,709	8.5%	-199,678	-51.0%
(-)	Income Tax and Social Contribution	-146,607	-7.1%	-53,085	-2.4%	93,522	-63.8%
	Net Income / Loss	244,781	11.9%	138,624	6.2%	-106,157	-43.4%
	EBITDA (F)=(A+B+C+D+E)	797,249	38.8%	910,176	40.5%	112,927	14.2%
	Variation of Biological Assets (G)	19,269		-3,854		-23,123	-120.0%
	Gains / losses on derivatives on exports (H)	0		0		0	-100.0%
	ADJUSTED EBITDA (I)=(F+G+H)	816,518	39.8%	906,322	40.3%	89,804	11.0%

#### **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**



JUL/2015

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/2018 SEP/2017 SEP/2016

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: 2020/01/15** 

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



JUL/2018 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

