

Conference Call
4Q17

brasilagro 



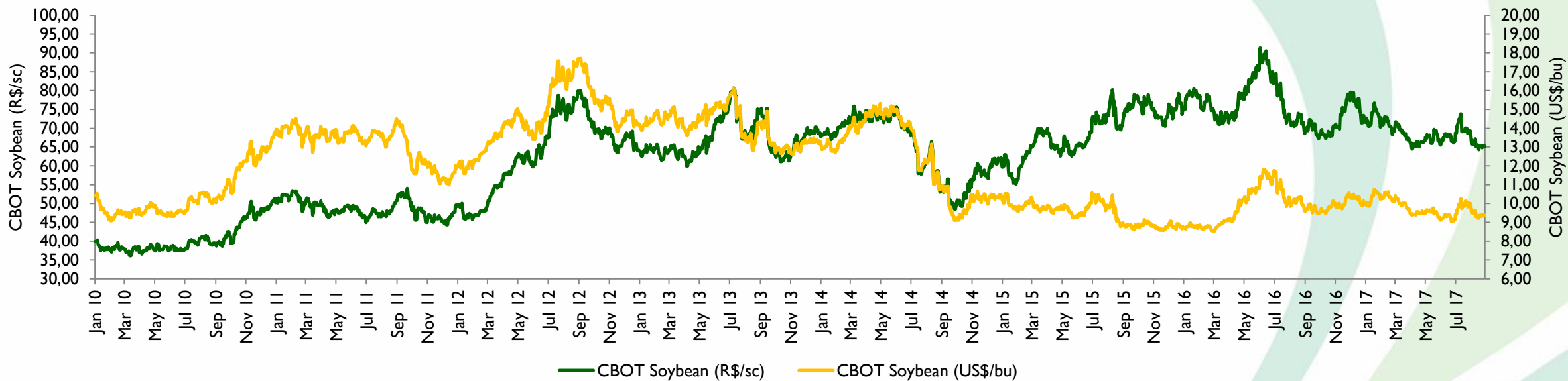
Highlights

- Net Revenue of R\$193.5 million in FY17.
- Net Income of R\$27.3 million in FY17.
- Adjusted EBITDA of R\$42.5 million in FY17
- Acquisition of 17,566 hectares for R\$100.0 million.
- Sale of 2,259 hectares for R\$40.3 million.
- Transformation of 5,117 hectares in FY17.
- Independent portfolio appraisal of R\$1.4 billion.
- Management proposal to distribution of R\$12.9 million in dividends or R\$0.24 per share (estimated as of today).



Scenario

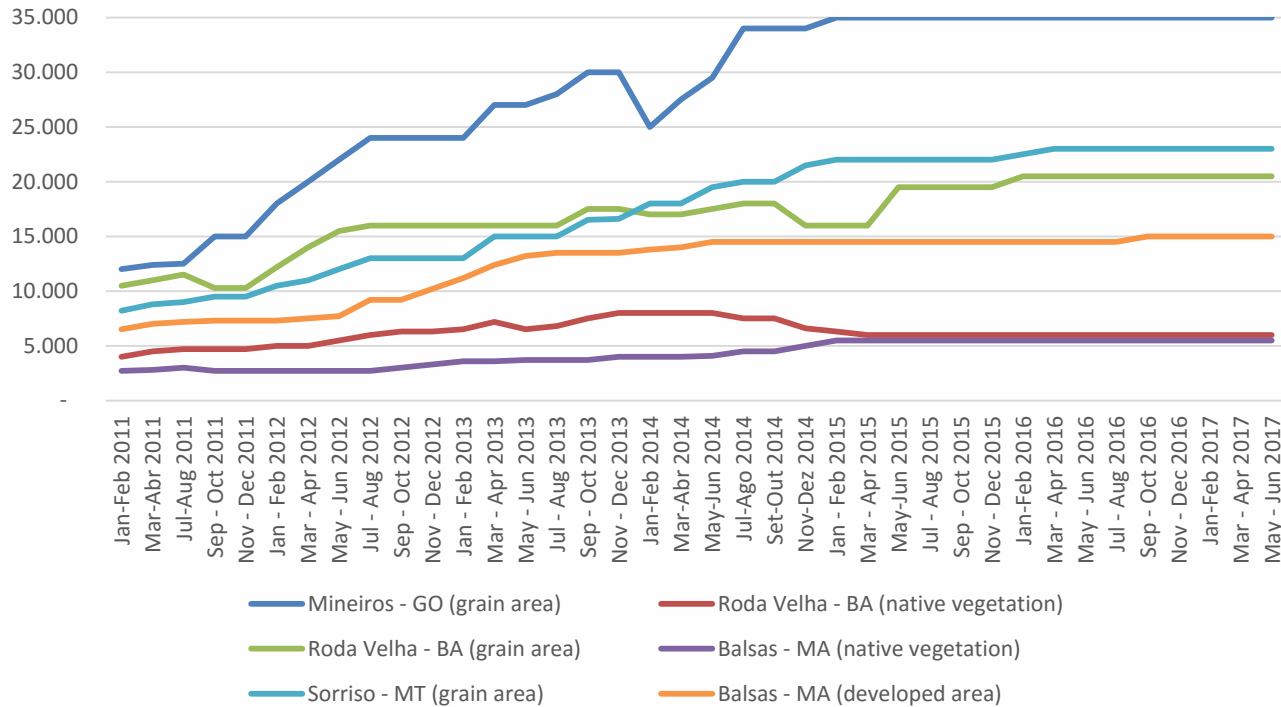
SOYBEAN PRICE EVOLUTION



Source: Bloomberg

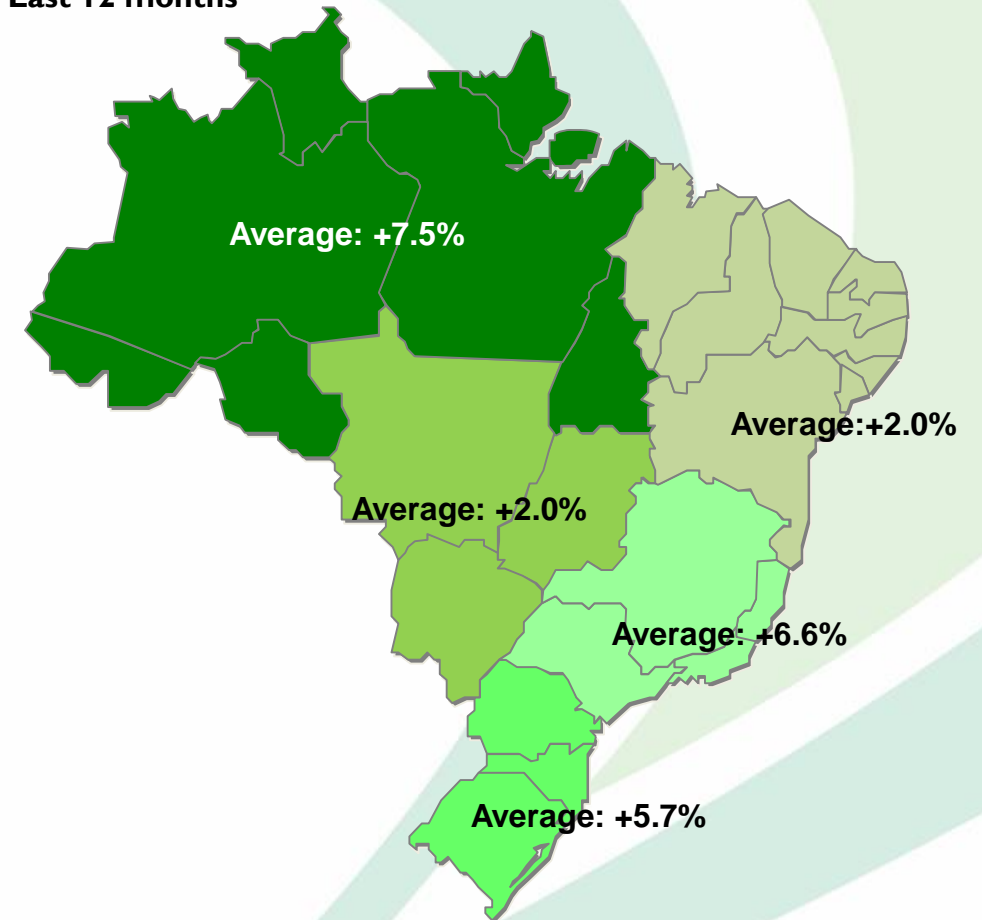
Scenario

HISTORICAL FARMLAND PRICES In R\$ / ha

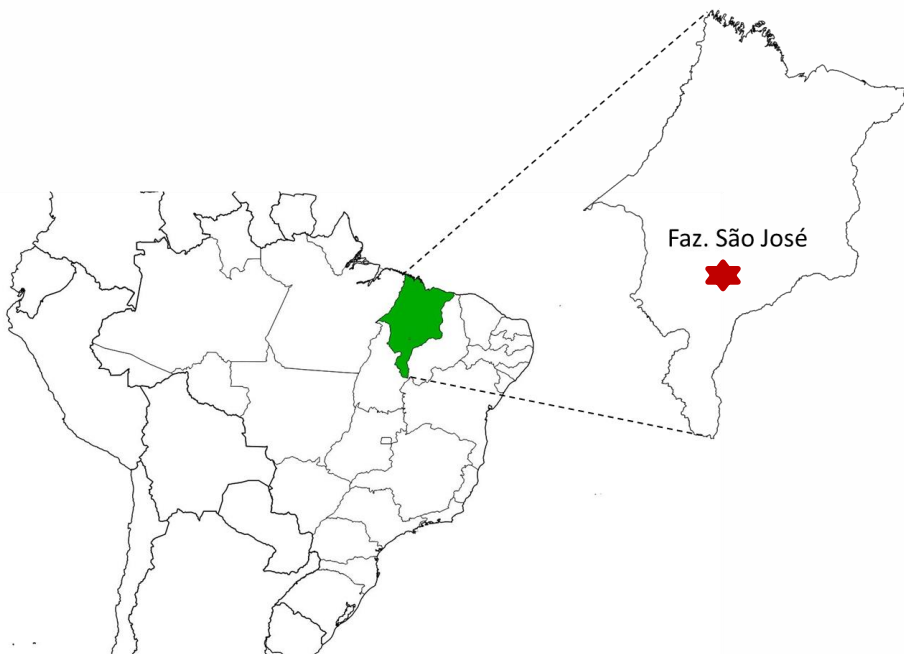


Source: FNP –May / June 2017

LAND APPRECIATION PER REGION Last 12 months



Acquisition and Partnership



Acquisition – Farm São José

Partnership – Partnership IV

Location: São Raimundo das Mangabeiras/MA

Total Area: 17,566 ha | Arable: 10,137 ha

Arable Area: 15,000 hectares

Project: Grains, Sugarcane

Project : Sugarcane

Value: R\$ 100 million

Value: 10% of the total supply

Mature and consolidated areas with strong cash flow generation.

Sale of Property

Farm Place	Araucária Mineiros / GO	Araucária Mineiros / GO	Jatobá Jaborandi / BA
Date of Sale	March/17	May/17	June/17
Area (hectares)	Total: 274 / Arable: 200	Total: 1,360 / Arable: 918	Total: 625 / Arable: 500
Rating Area	Plateau	Lowland	-
Acquisition Value	R\$ 3.0 mm	R\$ 4.0 mm	R\$ 1.2 mm
Sales Value	1.000 bags/ha Nominal Value R\$ 13.2 mm	280 bags/ha Nominal Value R\$ 17.0 mm	300 bags/ha Nominal Value R\$ 10.1 mm
IRR	20.4%	16.8%	16.7%

Real Estate

R\$717.0 million

Invested in acquisition and development

R\$540.0 million

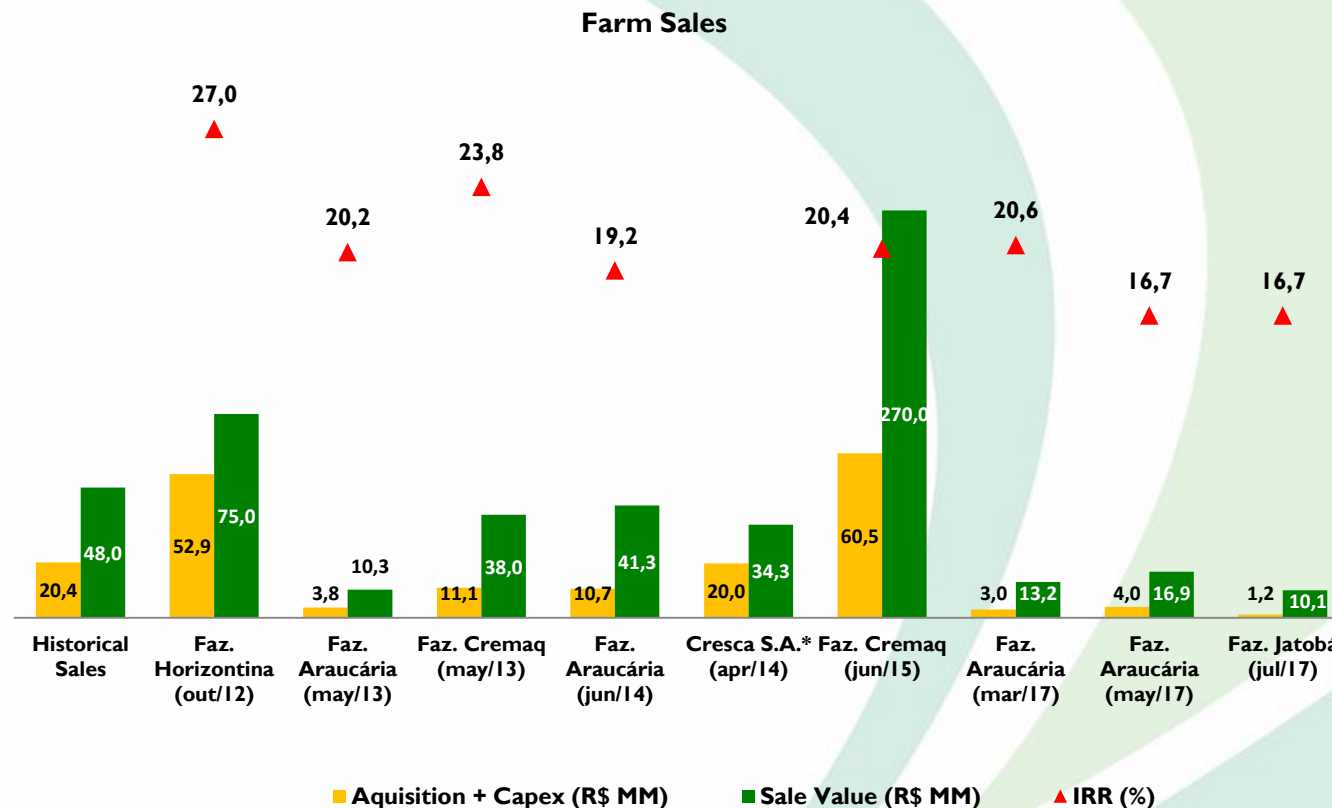
Of farm sales with IRRs between 17% and 27%

199,114 hectares

Of owned land in Brazil and Paraguay

45,848 hectares

Land Bank

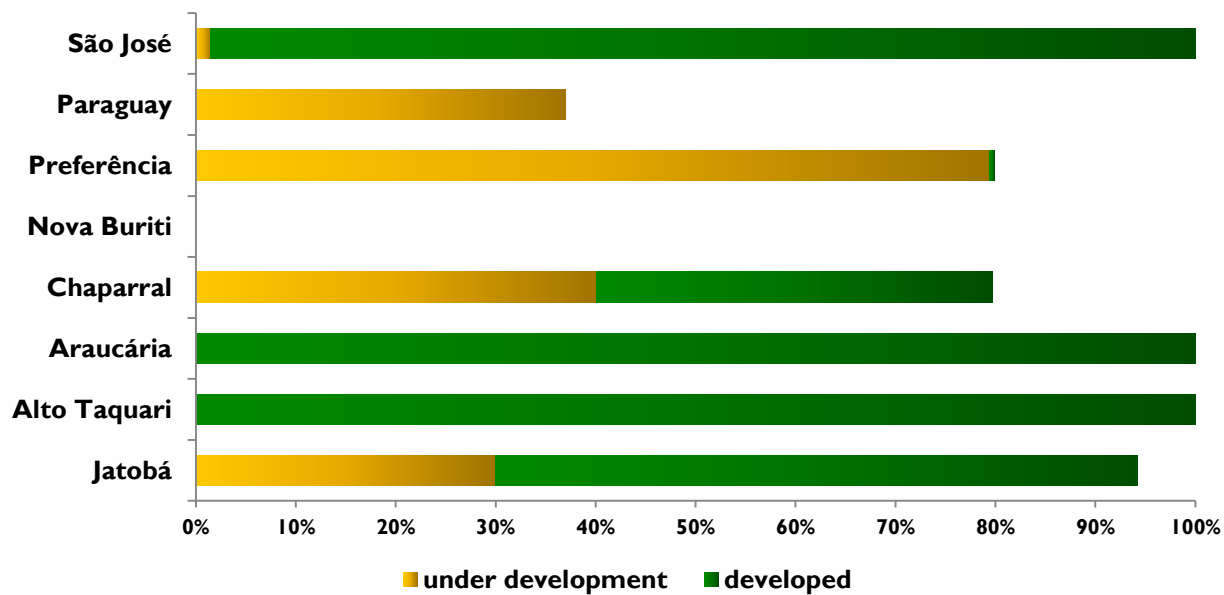


*It is not possible to calculate the IRR from the sale of Cresca, since the sales receivables was made before we effected payment of the purchase.

Portfolio Evolution

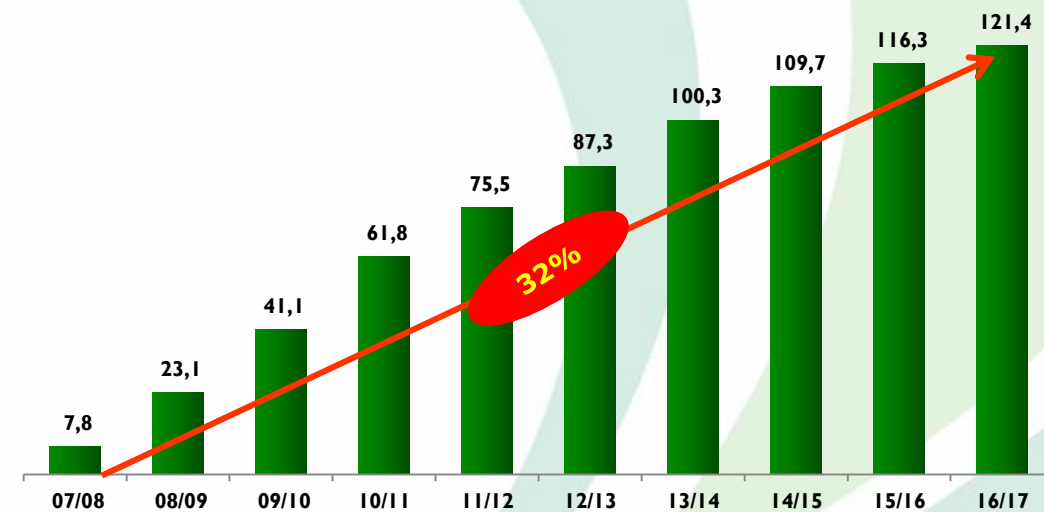
PROPERTIES DEVELOPMENT LEVEL

%



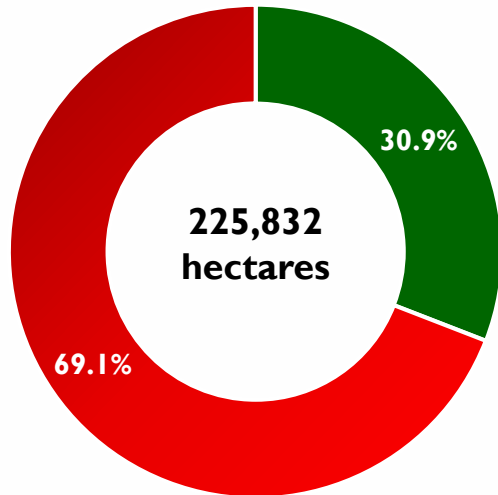
LAND TRANSFORMATION EVOLUTION

hectares



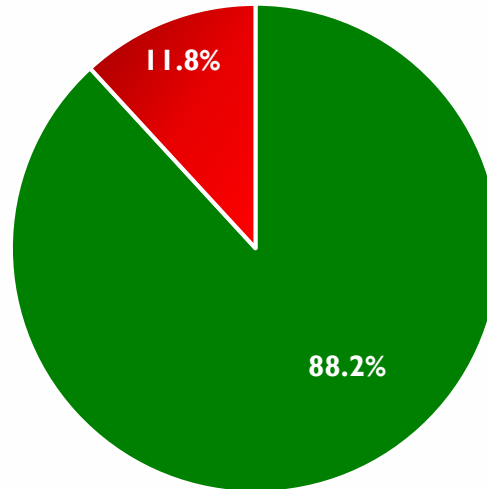
Portfolio

Portfolio Total
(ownership area + leasing)



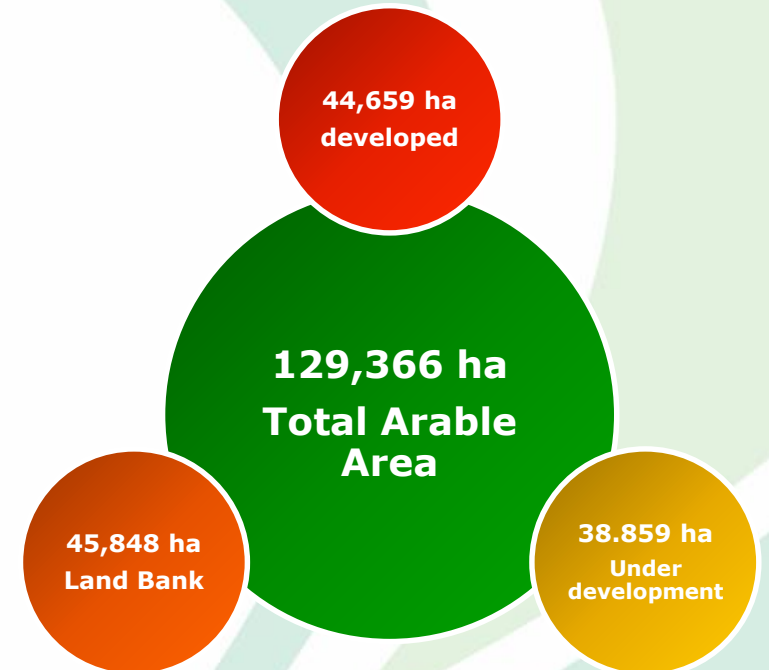
■ Environmental Reserve ■ Arable Land

Ownership Area vs Leasing
(Area Total)



■ Ownership ■ Leasing

Development Level
(ownership area)



Portfolio Appraisal

INDEPENDENT APPRAISAL (DELOITTE TOUCHE TOHMATSU)

In R\$ thousand

Farms (R\$ thousand)	Total Area ha	Deloitte	Total Area ha	Deloitte
		06/30/2014		06/30/2017
Cremaq	27,618	251,354	-	-
Jatobá	31,606	314,436	30,981	360,758
Chaparral	37,183	275,382	37,182	352,391
Preferência	17,799	50,585	17,799	64,392
São José	-	-	17,566	156,981
Alto Taquari	5,393	101,764	5,394	119,706
Araucária	9,682	192,223	6,490	172,327
Nova Buriti	24,212	22,271	24,212	23,407
Palmeiras (old Cresca)	58,654 ^I	84,555	59,490	143,039
Market Value	212,147	1,292,570	199,114	1,393,001

I - Refers to the 50% of Cresca held by BrasilAgro on that date.

Agricultural Operation - Grains

PRODUCTIVITY BRAZIL

Product	Estimated Kg/ha	Realized Kg/ha	Change
Soybean	2,164	2,659	22.9%
Corn – Crop	4,643	5,457	17.5%

Soybean Yields by Development Level	Kg/ha
New Area - 1st and 2nd year	1,807
Under Development Area - 3rd and 4th year	2,590
Developed Area - Above 4th year	2,952

PRODUCTIVITY PARAGUAY

Product	Estimated Kg/ha	Realized Kg/há	Change
Soybean	2,000	3,917	95.5%
Corn – Crop	4,000	4,980	24.5%

Agricultural Operation – Sugarcane

Sugarcane harvest year results	Calendar Year		
	2016	2017 (Until June 30)	2017 (Estimate)
Tons harvested	846,694	480,200	1,660,174
Hectares harvested	9,965	6,699	25,977
TCH - Harvested Tons per Hectares	84.97	71.68	63.91

Sugarcane fiscal year results	July 01 to June 30	
	2015/2016	2016/2017
Tons harvested	1,086,620	1,015,303
Hectares harvested	11,749	13,217
TCH - Harvested Tons per Hectares	92.48	76.82

Agricultural Operation – Cattle

BRAZIL

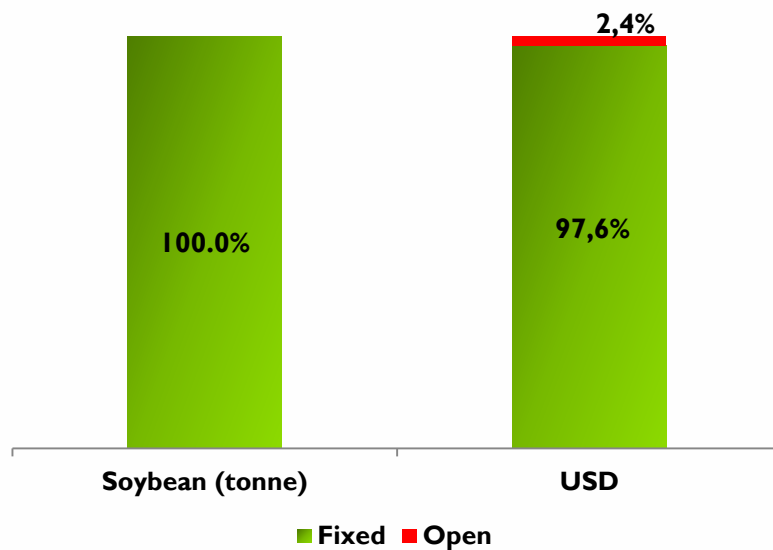
Breeding and raising	August 2017
Area (hectares)	11,206
Heads	7,894

PARAGUAY

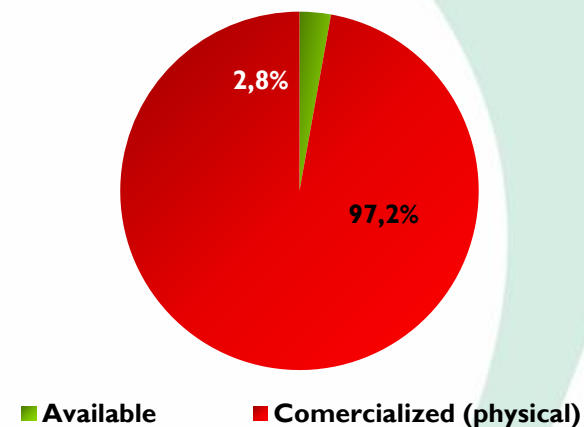
Feedlot	Agosto 2017
Area (hectares)	2,167
Heads	2,605

2016/2017 Harvest Year – Hedge Position as of August 01

Soybean Price



Soybean Commercialization Status



Crop	Soybean			FX		
	Volume ¹	% de hedge ²	Price (USD/bu.)	Volume ('000)	% de hedge ³	BRL/USD
16/17	50,920 ton	100%	9.99	U\$ 16,301	97.61%	3.46

1- Net production volume estimated + receivables from farm sales. 2- Percentage of volume in tons of soybean locked in. 3- Percentage of expected revenue in USD.

EBITDA and Adjusted EBITDA

EBITDA (R\$ thousand)	4Q17	4Q16	Change	2017	2016	Change
Gross Profit	28,925	(4,747)	n.a.	47,876	441	n.a.
Selling expenses	(6,139)	(1,552)	295.6%	(6,676)	(2,732)	144.4%
General and administrative expenses	(11,303)	(8,812)	28.3%	(30,941)	(28,944)	6.9%
Other operating income/expenses, net	(283)	2,040	n.a.	(6,019)	2,812	n.a.
Depreciations and amortizations	7,826	9,763	-19.8%	15,027	21,957	-31.6%
EBITDA	19,026	(3,308)	n.a.	19,267	(6,466)	n.a.
Adjusted EBITDA (R\$ thousand)	4Q17	4Q16	Change	2017	2016	Change
Gross Profit	28,925	(4,747)	n.a.	47,876	441	n.a.
Elimination of gains on biological assets (grains and sugarcane planted)	21,773	(25,038)	n.a.	7,894	257	n.a.
Selling expenses	(6,139)	(1,552)	295.6%	(6,676)	(2,732)	144.4%
General and administrative expenses	(11,303)	(8,812)	28.3%	(30,941)	(28,944)	6.9%
Other operating income/expenses, net	(283)	2,040	n.a.	(6,019)	2,812	n.a.
Derivatives Results	8,818	1,054	n.a.	10,882	(574)	n.a.
Adjusted Depreciations ¹	12,599	10,828	16.4%	20,421	22,333	-8.6%
EBITDA Cresca ²	178	5,172	-96.6%	(899)	2,539	n.a.
Adjusted EBITDA	54,568	(21,055)	n.a.	42,538	(3,868)	n.a.

1- Adjusted Depreciation includes depreciation of harvested grains and sugarcane.

2- Considers 50% of Cresca's EBITDA.

Income Statement

(R\$ thousand)	4Q17	4Q16	Change	2017	2016	Change
Revenues from Farm Sales	32,162	-	n.a.	36,016	-	n.a.
Revenues from grains	54,852	30,787	78.2%	71,272	62,878	13.3%
Revenues from sugarcane	24,259	22,463	8.0%	75,986	85,916	-11.6%
Revenues from leasing	1,257	404	211.1%	2,820	2,260	24.8%
Other revenues	90	1,150	-92.2%	2,227	4,347	-48.8%
Deductions from gross revenue	(2,386)	(2,643)	-9.7%	(5,394)	(8,273)	-34.8%
Net Sales Revenue	110,234	52,161	111.3%	182,927	147,128	24.3%
Change in fair value of biological assets and agricultural products	6,802	(3,425)	n.a.	12,266	(12,632)	n.a.
Impairment	(1,218)	66	n.a.	(1,655)	659	n.a.
Net Revenue	115,818	48,802	137.3%	193,538	135,155	43.2%
Cost of farm sale	-	-	n.a.	(9,300)	-	n.a.
Cost of agricultural products sale	(77,593)	(53,549)	44.9%	(136,362)	(134,714)	1.2%
Gross Profit	28,925	(4,747)	n.a.	47,876	441	n.a.
Selling expenses	(6,139)	(1,552)	295.6%	(6,676)	(2,732)	144.4%
General and administrative expenses	(11,303)	(8,812)	28.3%	(30,941)	(28,944)	6.9%
Other operating income/expenses, net	(283)	2,040	n.a.	(6,019)	2,812	n.a.
Equity pick up	(695)	4,036	n.a.	(4,425)	(511)	765.9%
Financial result	11,240	(19,411)	n.a.	33,444	38,374	-12.8%
Financial income	38,615	44,024	-12.3%	110,090	192,644	-42.9%
Financial expenses	15,341	11,991	27.9%	42,650	38,749	10.1%
Profit (loss) before income and social contribution taxes	(21,553)	(21,382)	0.8%	(41,137)	(37,553)	9.5%
Income and social contribution taxes	21,745	(28,446)	n.a.	33,259	9,440	252.3%
Profit (loss) for the period	(618)	11,451	n.a.	(5,949)	(1,451)	310.0%
Outstanding shares at the end of the period	21,127	(16,995)		27,310	7,989	
Basic earnings (loss) per share - R\$	56,888,916	58,226,600		56,888,916	58,226,600	

Balance Sheet

Assets	06/30/2017	06/30/2016	Change
Current assets			
Cash and Cash equivalents	43,798	54,204	-19.2%
Markable securities	6,972	113,559	-93.9%
Trade accounts receivable	54,026	31,072	73.9%
Inventories	22,658	18,197	24.5%
Biological assets	38,260	22,285	71.7%
Recoverable taxes	-	-	n.a.
Derivative financial instruments	4,090	24,497	-83.3%
Transactions with related parties	1,298	1,065	21.9%
Other assets	-	-	n.a.
	<u>171,102</u>	<u>264,879</u>	<u>-35.4%</u>
Non-current assets			
Biological assets	13,435	5,241	156.3%
Markable securities	17,088	20,353	-16.0%
Diferred taxes	53,780	55,594	-3.3%
Derivative financial instruments	1	-	n.a.
Accounts receivable and sundry credits	44,605	42,497	5.0%
Investment properties	389,799	287,867	35.4%
Transactions with related parties	35,640	44,363	-19.7%
Investments	101,426	102,955	-1.5%
Property, plant and equipment	54,745	27,803	96.9%
Intangible assets	1,672	3,450	-51.5%
	<u>712,191</u>	<u>590,123</u>	<u>20.7%</u>
Total assets	883,293	855,002	3.3%

Assets (R\$ thousand)	06/30/2017	06/30/2016	Change
Current liabilities			
Trade accounts payable and other obligations	55,615	26,602	109.1%
Loans and financing	56,620	51,615	9.7%
Labor obligations	11,513	8,856	30.0%
Derivative financial instruments	3,978	2,165	83.7%
Accounts payable for acquisitions	24,646	22,261	10.7%
Transactions with related parties	4,784	536	792.5%
	<u>157,156</u>	<u>112,035</u>	<u>40.3%</u>
Non-current liabilities			
Trade accounts payable and other obligations	1,520	1,402	8.4%
Loans and financing	55,555	48,230	15.2%
Derivative financial instruments	-	4,392	-100.0%
Provision for legal claims	1,594	1,455	9.6%
	<u>58,669</u>	<u>55,479</u>	<u>5.7%</u>
Total liabilities	215,825	167,514	28.8%
Equity			
Capital	584,224	584,224	n.a.
Capital reserves	1,525	1,771	-13.9%
Treasury shares	(36,797)	(37,203)	-1.1%
Profits reserves	68,615	91,158	-24.7%
Proposed additional dividends	6,486	7,533	-13.9%
Equity variation adjustment	43,415	40,005	8.5%
Total equity	667,468	687,488	-2.9%
Total liabilities and equity	883,293	855,002	3.3%

Dividends – Management Proposal

R\$ thousand	2017
Net Income in fiscal year	27,310
(-) Appropriation of the legal reserve (5% of net income)	(1,366)
Adjusted Net Income	25,944
(-) Minimum compulsory dividends- 25% of adjusted net income	(6,486)
(-) Additional compulsory dividends- 25% of adjusted net income	(6,486)
Proposed Dividends– 50% of adjusted net income	(12,972)
Appropriation of reserve for investment and expansion	19,458
Dividends per share (R\$)	0.24

Net Asset Value (NAV)

Cálculo NAV (R\$ mil)	jun/16		jun/17	
	Book	NAV	Book	NAV
(A) Brazil Equity	584,493	584,493	566,042	566,042
(B) Paraguay Equity	102,955	102,955	101,426	101,426
(A+B) Brasilagro's Equity	687,448	687,448	667,468	667,468
(A) Brazil Equity		584,493		566,042
(+) Brazil's Land Value		926,221		1,164,063
(-) Balance Sheet - Net Agri Openning Capex		-59,709		-62,943
(-) Balance Sheet - Land Value		-204,690		-300,487
(B) Paraguay Equity		102,955		101,426
(+) Paraguay Land Value		154,849		143,074
(-) Balance Sheet - Land Value		-130,227		-134,133
NAV	687,448	1,373,892	667,468	1,477,042
Shares	58,227	58,227	56,889	56,889
NAV per share (R\$)	11.81	23.60	11.73	25.96

+ 10.0%
(+ 7.5% without cancellation of shares effect)

Capital Markets

Price – August 30, 2017

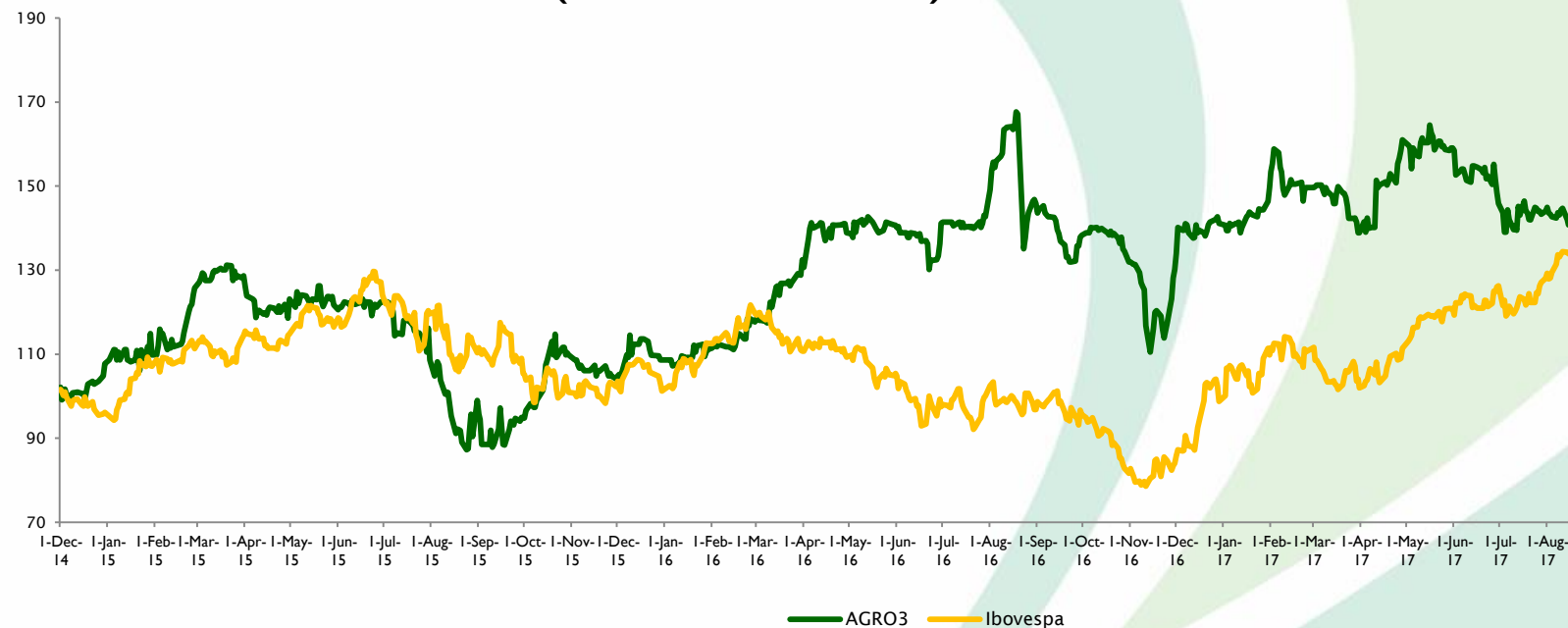
AGRO3:R\$11.98

LND: US\$3.74

LND
LISTED
NYSE



AGRO3 x Ibovesba
(base 100 = 12/01/2014)



Disclaimer – Forward Looking Statements

The statements contained in this document related to the prospects for BrasilAgro's businesses, projected operating and financial income and growth are merely projections, and as such are based exclusively on management's expectations. These expectations depend materially on market conditions, the performance of the Brazilian economy, the industry and international markets, and are therefore subject to change without prior notice.

