

Conference Call
4Q18 and 2018

brasilagro 



Highlights

R\$296.7 million
Net Revenue

R\$126.3 million
Net Income

R\$134.7 million
Adjusted EBITDA

Sale of **10,740 ha**
of the Jatobá* Farm in Bahia
and the Araucária Farm in Goiás
for **R\$244.1 million**

Issue of ARC
R\$142.2 million

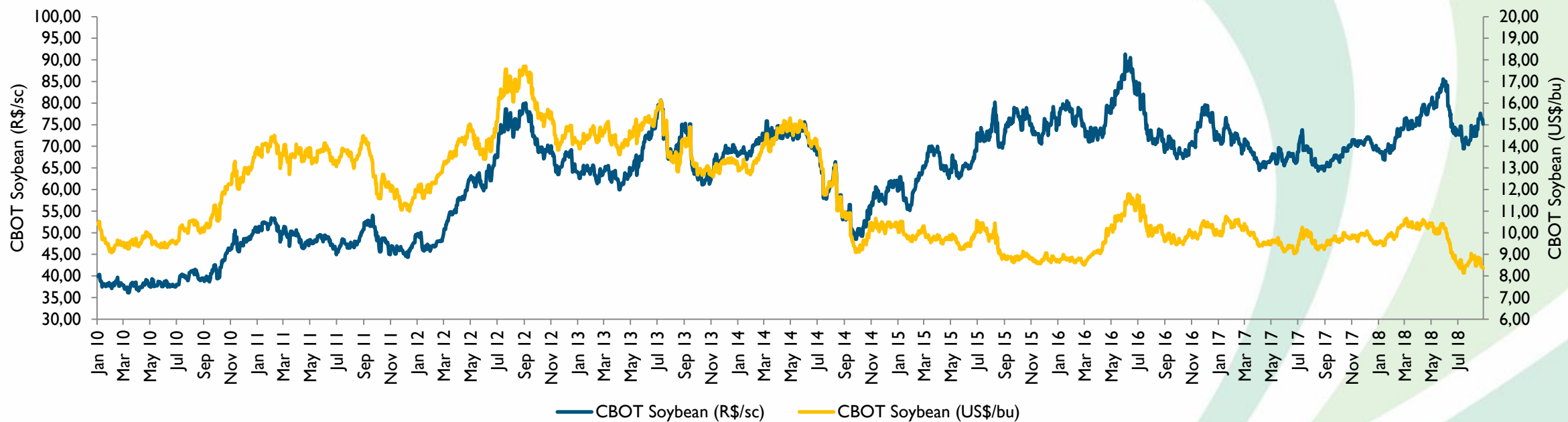
17/18 Harvest:
134,000 tons of grains
1.8 million tons of sugarcane
21,000 head of cattle



* This sale was made in July/18 and will be accounted in 18/19 year.

Scenario

SOYBEAN PRICE EVOLUTION

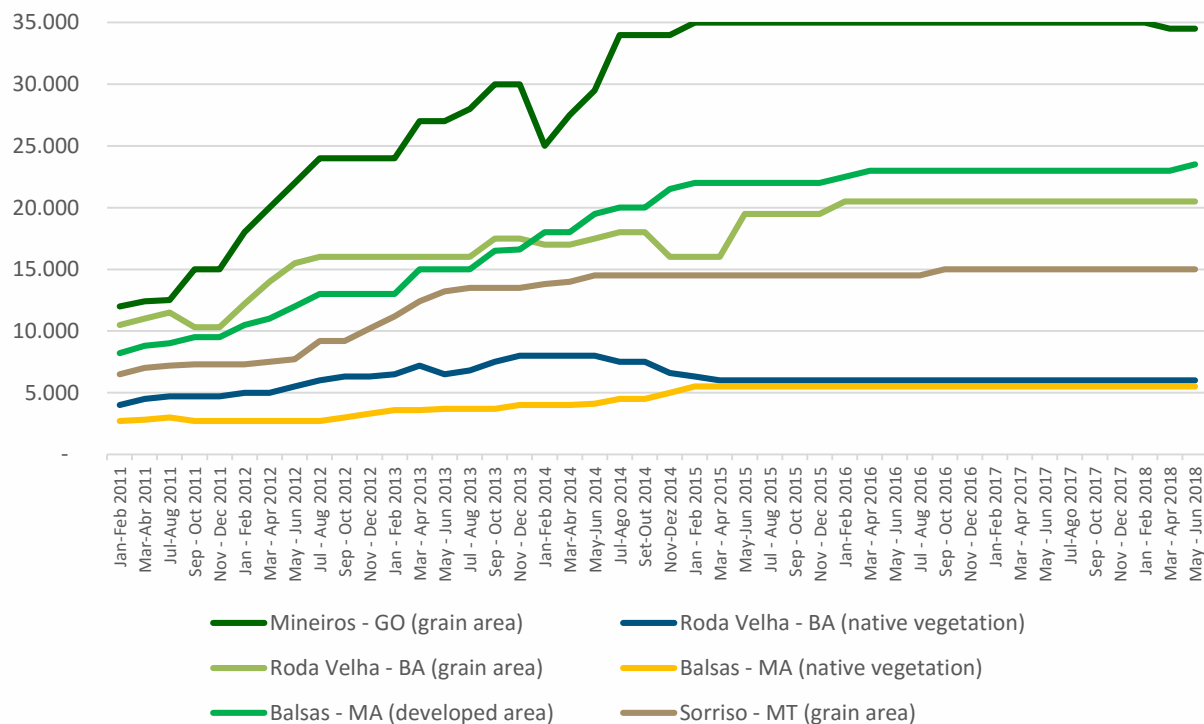


Fonte: Bloomberg

Scenario

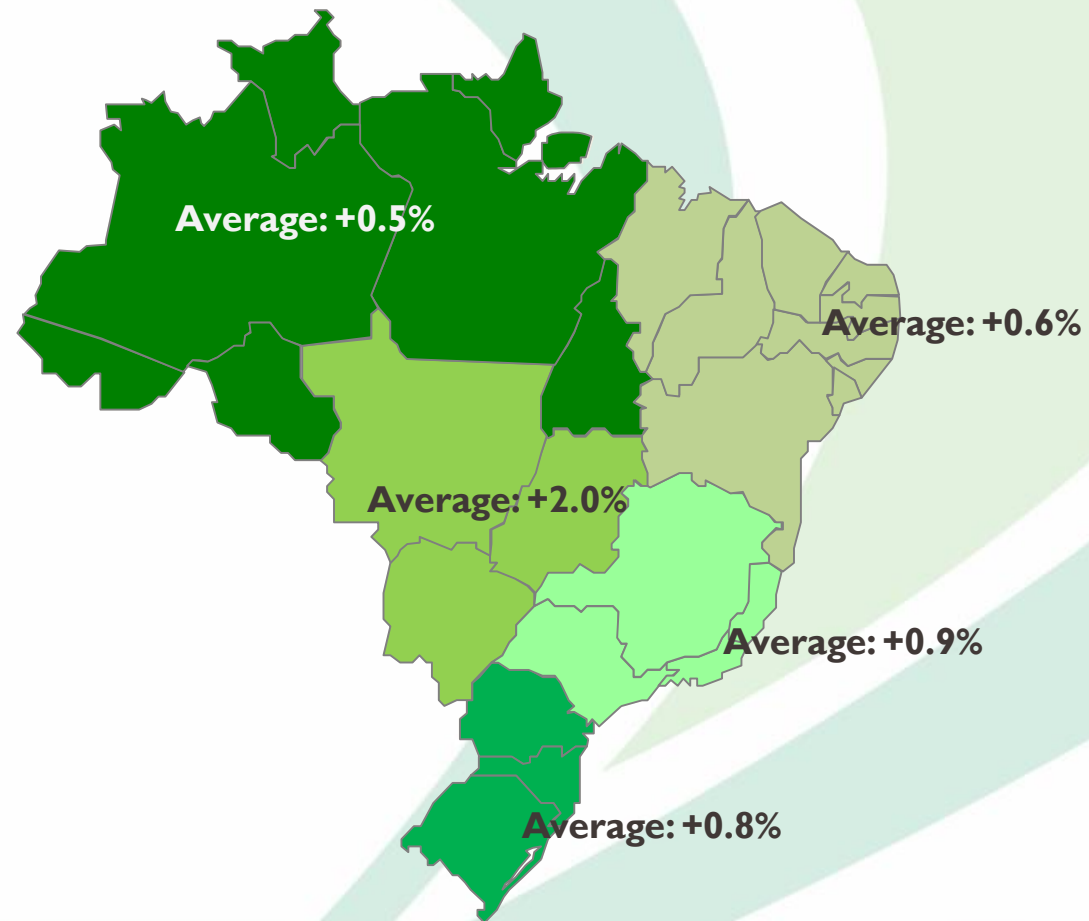
HISTORICAL FARMLAND PRICES

In R\$ / ha



Source: FNP – May / Jun 2018

LAND APPRECIATION PER REGION Last 12 months



Sale of Property

Farm Location	Araucária Mineiros / GO	Jatobá* Jaborandi / BA
Sale Date	May/18	July/18
Area (hectares)	Total: 956 / Arable: 660	Total: 9,784 / Arable: 7,485
Rating Area	Plateau	-
Acquisition Value	R\$10.7 mm	R\$10.1 mm
Sale Value	1,208 sacas/ha Nominal Value R\$66.2 mm	285 sacas/ha Nominal Value R\$177.9 mm
IRR	16.5%	14.0%

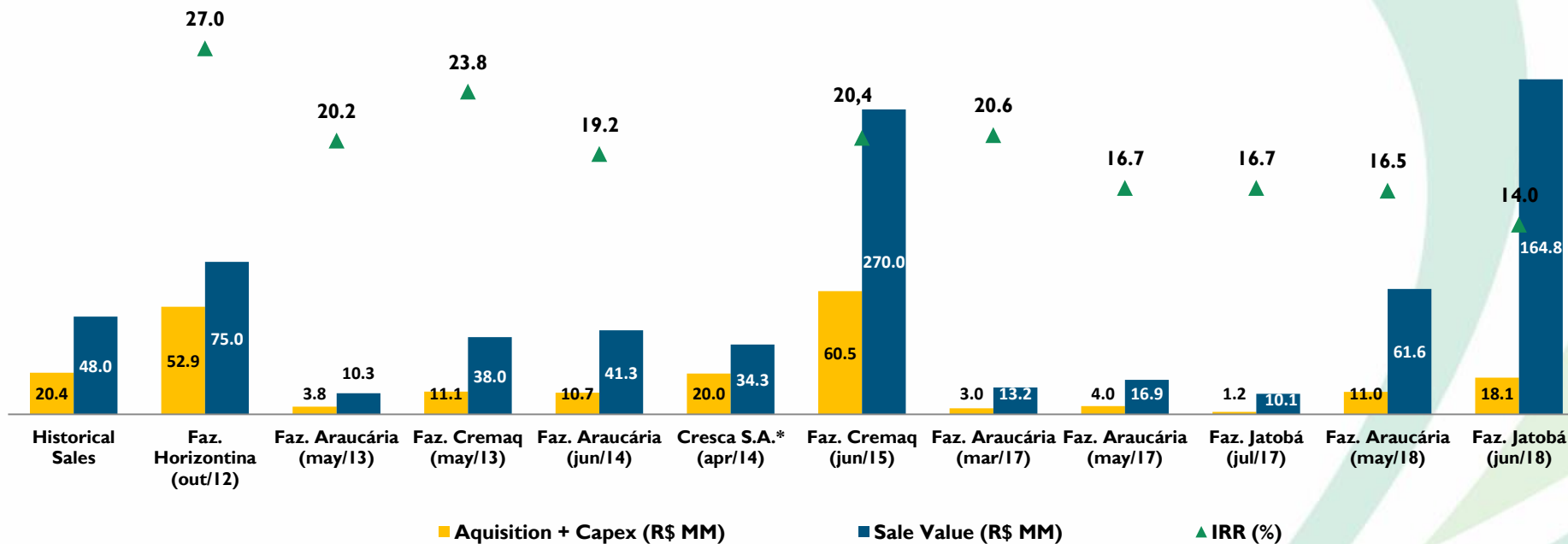
* The sale will be accounted in the next accounting year (18/19).

Real Estate Results

R\$ 209.6 million
Acquisition + CAPEX



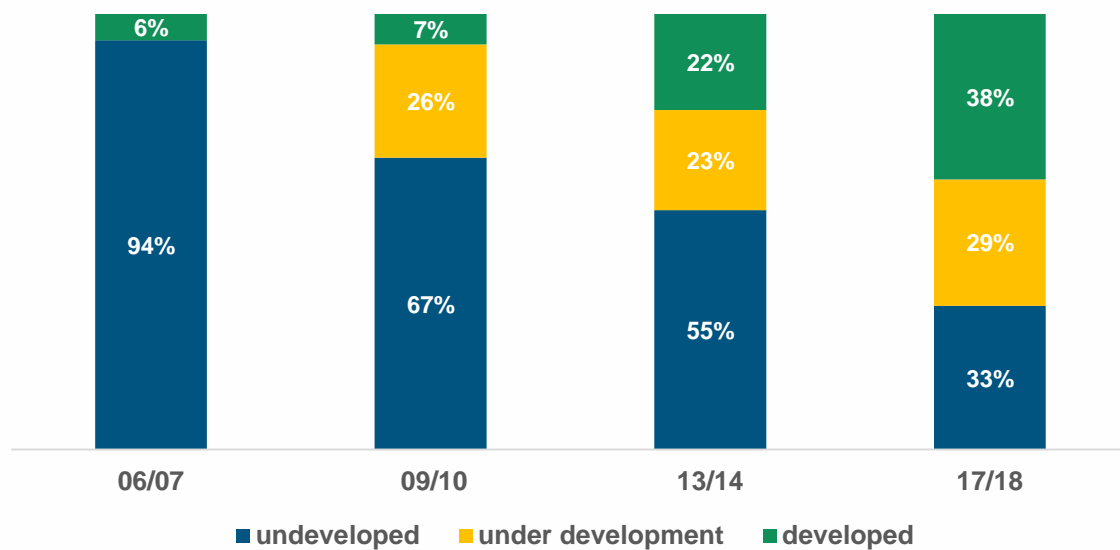
R\$ 766.0 millions
Sale Value



Average: R\$ 102.6 million / year

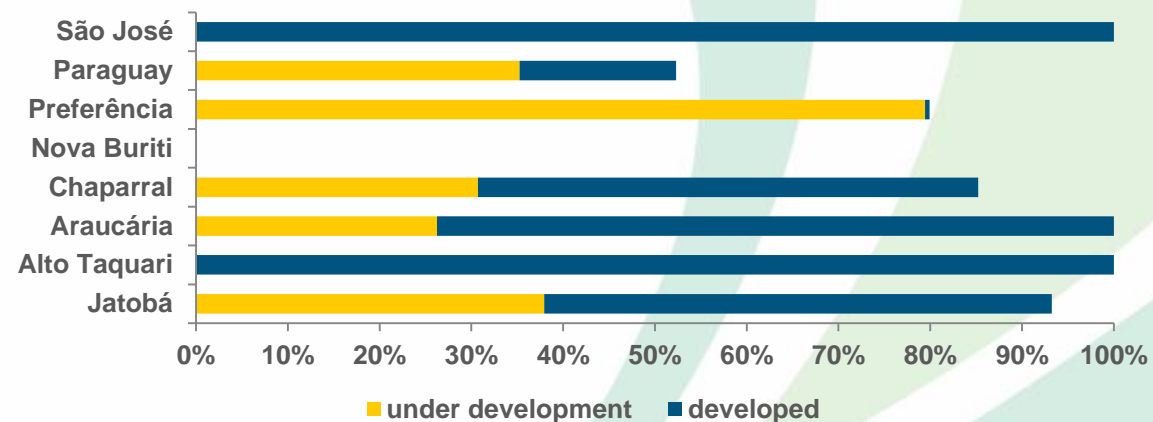
Land Development

Portfolio Evolution (Own Land)



Land Development - Farm Breakdown

- 2,000 hectares opened in Paraguay in 17/18 harvest year



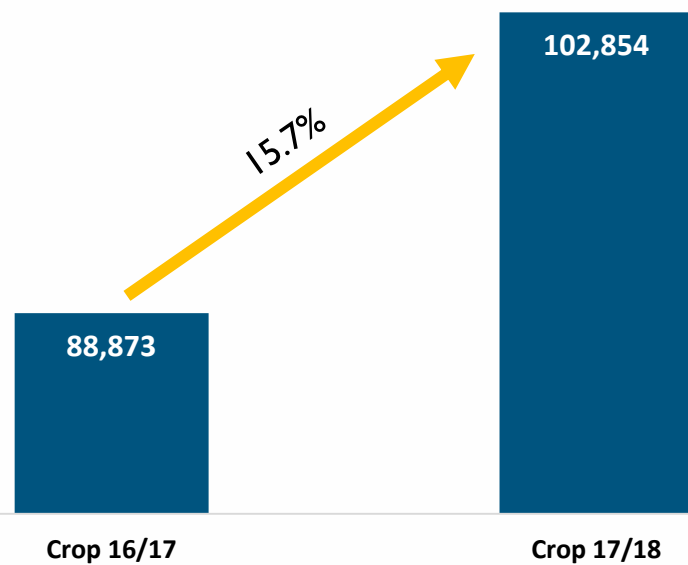
Portfolio Appraisal

FARM	LOCATION	Internally Appraise (R\$ thousand)			Independent Valuation (R\$ thousand)	
		06/30/2017	Period Sales	06/30/2018	06/30/2017	06/30/2018
Jatobá Farm	Bahia	321,802		293,136	360,758	376,040
Alto Taquari Farm	Mato Grosso	150,940		158,726	119,706	125,910
Araucária Farm	Goiás	166,352	66,200	137,796	172,327	135,170
Chaparral Farm	Bahia	291,751		312,256	352,391	397,500
Nova Buriti Farm	Minas Gerais	30,282		32,145	23,407	23,180
Preferência Farm	Bahia	54,680		58,171	64,392	61,510
São José Farm	Maranhão	148,255		156,798	156,981	168,260
Palmeiras (Paraguay)	Chaco Paraguay	143,074		188,946	143,039	190,954
Total		1,307,136	66,200	1,337,974	1,393,001	1,478,524

* Excluding Jatobá's sale made in July/18, that will be accounted in the next accounting year (18/19).

2017/2018 Harvest Year Results

Planted Area



Until Jun 30, 2018



1.8 million
tons of sugarcane



134,300
tons of grains.



20,900
heads of cattle

2017/2018 Harvest Year Results

Productivity - Grains

Productivity per culture (tons)	Crop 16/17 Realized (A)	Crop 17/18 Estimated (B)	Crop 17/18 Realized (C)	Change C/A (%)	Change C/B (%)
Soybean	65,057	82,020	111,123	70.8%	35.5%
Corn	40,502	27,111	21,220	-47.6%	-21.7%
Corn - 2nd Crop	-	2,319	1,986	n.a.	-14.4%
Total	105,559	111,450	134,329	27.3%	20.5%

Soybean Productivity (Kg/ha)	Crop 16/17 Realized (A)	Crop 17/18 Estimated (B)	Crop 17/18 Realized (C)	Change C/A (%)	Change C/B (%)
Brazil	2,659	2,514	3,532	32.8%	40.5%
Paraguay	3,917	2,100	3,266	-16.6%	55.5%

Corn Productivity (Kg/ha)	Crop 16/17 Realized (A)	Crop 17/18 Estimated (B)	Crop 17/18 Realized (C)	Change C/A (%)	Change C/B (%)
Crop - Brazil	5,457	5,222	7,598	39.2%	45.5%
2nd Crop - Brazil	-	6,008	5,674	n.a.	-5.6%
Crop - Paraguay	4,980	4,198	5,626	13.0%	34.0%

2017/2018 Harvest Year Results

Productivity - Livestock

Livestock	Crop 17/18 Estimated	Crop 17/18 Realized	Change (%)
Hectares	14,029	15,114	7.7%
Number of heads	15,799	20,993	32.9%
Meat production (kg)	2,414,186	2,398,894	-0.6%
Weight Gain per Day	0.42	0.42	-0.7%
Weight Gain per hectare	172.09	158.72	-7.8%

Productivity – Sugarcane

Crop Year Result - Sugarcane	Crop 2017 Realized (01/apr to 30/nov) (A)	Crop 2018 Estimated (01/apr to 30/nov) (B)	Crop 17/18 Realized (01/apr to 30/jun) (C)	Change B/A (%)	Change C/B (%)
Tons harvested	1,858,754	1,845,578	434,174	-0.7%	-76.5%
Hectares harvested	27,130	26,344	5,022	-2.9%	-80.9%
TCH - Harvest tons per hectares	68.51	70.06	86.45	2.3%	23.4%

Hedge Position as of August 17th, 2018

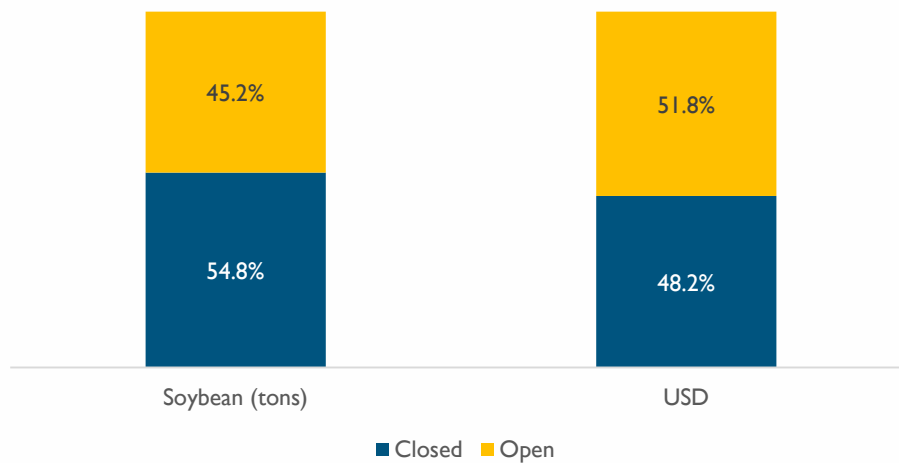
Crop	Soybean			FX		
	Volume ⁽¹⁾	% of hedge ⁽²⁾	Price (USD/bu)	Volume (thousand)	% of hedge ⁽³⁾	BRL/USD
17/18	92,962 ton	100.0%	10.39	USD 33,398	100.0%	3.33
18/19	42,731 ton	54.8%	9.79	USD 13,248	48.2%	3.73

(1) Net estimated volume of production + farm sales receivables.

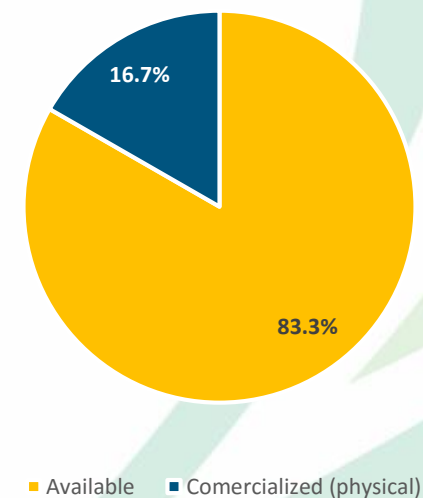
(2) % of the volume of soybean locked in tons.

(3) % of estimated revenue in USD.

18/19 Soybean Price



18/19 Soybean Commercialization Status

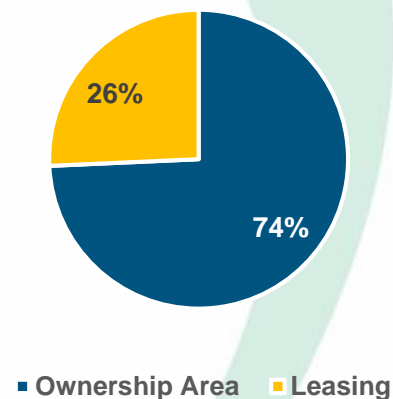


2017/2018 Harvest Year Results

Operating EBITDA (excluding farm sales)

(R\$ thousand)	2018
Net Revenue	244,278
Change in Fair Value of Agricultural Products	99,083
Cost of Goods Sold	(228,319)
Gross Revenue	115,042
SG&A	(45,032)
Operating Income	70,010
Depreciation	20,442
Operating EBITDA	90,452
Operating EBITDA Margin	37%

Land Mix (productive area)



EBITDA and Adjusted EBITDA

EBITDA (R\$ thousand)	4Q18	4Q17	Change	2018	2017	Change
Net Income	40,717	21,127	93%	126,338	27,310	363%
Interest	(1,283)	(11,240)	-89%	8,556	(33,444)	n.a.
Taxes	2,246	618	263%	25,919	5,949	336%
Depreciations and amortizations	4,858	7,826	-38%	23,222	15,027	55%
EBITDA	46,537	18,331	154%	184,035	14,842	n.a.
Adjusted EBITDA (R\$ thousand)	4Q18	4Q17	Change	2018	2017	Change
Net Income	40,717	21,127	93%	126,338	27,310	363%
Interest	(1,283)	(11,240)	-89%	8,556	(33,444)	n.a.
Taxes	2,246	618	263%	25,919	5,949	336%
Adjusted Depreciations ⁽¹⁾	6,400	12,600	-49%	20,442	20,423	0%
Equity	28	695	-96%	(14,671)	4,425	n.a.
Other operating income/expenses, net ⁽²⁾	(58)	-	n.a.	(35,713)	-	n.a.
Elimination of the effects of gains on biological assets (grains and sugarcane planted)	25,697	21,773	18%	9,033	7,893	14%
Derivatives Results	(9,211)	8,818	n.a.	(5,247)	10,882	n.a.
EBITDA Cresca	20	178	-89%	11	(899)	n.a.
Adjusted EBITDA	64,556	54,569	18%	134,668	42,539	217%

(1) Adjusted Depreciation includes depreciation of harvested grains and sugarcane.

(2) Cresca spin-off effects.

Income Statement

(R\$ thousand)	4Q18	4Q17	Change	2018	2017	Change
Revenues from Farm Sales	52,406	32,162	63%	52,406	36,016	46%
Revenues from grains	66,202	54,852	21%	99,875	71,272	40%
Revenues from sugarcane	26,915	24,259	11%	142,037	75,986	87%
Revenues from leasing	2,731	1,257	117%	6,592	2,820	134%
Revenues from Livestock	1,246	-	n.a.	4,115	-	n.a.
Other revenues	(4)	90	n.a.	132	2,227	-94%
Deductions from gross revenue	(2,303)	(2,386)	-3%	(8,473)	(5,394)	57%
Net Sales Revenue	147,193	110,234	34%	296,684	182,927	62%
Change in fair value of biological assets and agricultural products	24,454	6,802	260%	99,083	12,266	708%
Impairment	1	(1,218)	n.a.	883	(1,655)	n.a.
Net Revenue	171,648	115,818	48%	396,650	193,538	105%
Cost of Farm Sale	(12,589)	(9,300)	35%	(12,589)	(9,300)	0%
Cost of agricultural products sale	(97,845)	(77,593)	26%	(228,319)	(136,362)	67%
Gross Profit	61,214	28,925	112%	155,742	47,876	225%
Selling expenses	(5,740)	(6,139)	-6%	(10,087)	(6,676)	51%
General and administrative expenses	(13,326)	(11,303)	18%	(34,945)	(30,941)	13%
Other operating income/expenses, net	(440)	(283)	55%	35,432	(6,019)	n.a.
Equity pick up	(28)	(695)	-96%	14,671	(4,425)	n.a.
Financial result	1,283	11,240	-89%	(8,556)	33,444	n.a.
Financial income	71,945	38,615	86%	129,323	110,090	17%
Financial expenses	(70,662)	(27,375)	158%	(137,879)	(76,646)	80%
Profit (loss) before income and social contribution taxes	42,963	21,745	98%	152,257	33,259	358%
Income and social contribution taxes	(2,246)	(618)	263%	(25,919)	(5,949)	336%
Profit (loss) for the period	40,717	21,127	93%	126,338	27,310	363%
Outstanding shares at the end of the period	56,888,916	56,888,916		56,888,916	56,888,916	
Basic earnings (loss) per share - R\$	0.72	0.37	93%	2.22	0.48	363%

Balance Sheet

Assets (R\$ thousand)	06/30/2018	06/30/2017	Change
Current assets			
Cash and Cash equivalents	104,314	43,798	138.2%
Marketable securities	11,215	6,972	60.9%
Trade accounts receivable	95,176	54,026	76.2%
Inventories	69,622	22,658	207.3%
Biological assets	61,993	38,260	62.0%
Derivative financial instruments	28,299	4,090	n.a.
Transactions with related parties	1,660	1,298	27.9%
	372,279	171,102	117.6%
Non-current assets			
Biological assets	34,053	13,435	153.5%
Markable securities	18,226	17,088	6.7%
Diferred taxes	32,742	53,780	-39.1%
Derivative financial instruments	4,053	1	n.a.
Accounts receivable and sundry credits	74,775	44,605	67.6%
Investment properties	557,152	389,799	42.9%
Transactions with related parties	-	35,640	-100.0%
Investments	86	101,426	-99.9%
Property, plant and equipment	84,830	54,745	55.0%
Intangible assets	1,403	1,672	-16.1%
	807,320	712,191	13.4%
Total assets	1,179,599	883,293	33.5%

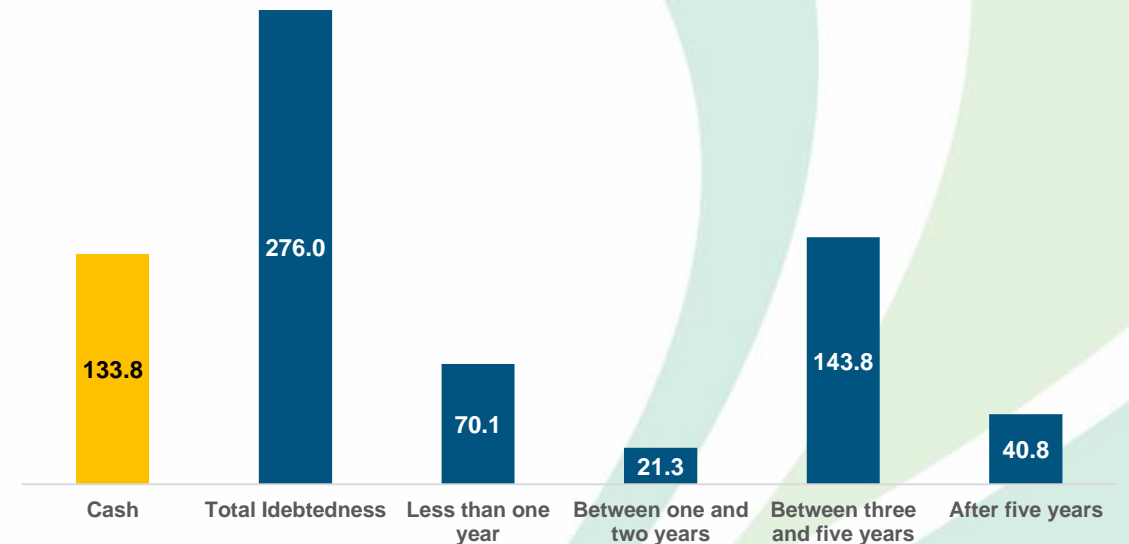
Liabilities (R\$ thousand)	06/30/2018	06/30/2017	Change
Current liabilities			
Trade accounts payable and other obligations	106,445	55,615	91.4%
Loans and financing	70,088	56,620	23.8%
Labor obligations	14,300	11,513	24.2%
Derivative financial instruments	10,489	3,978	163.7%
Accounts payable for acquisitions	-	24,646	-100.0%
Transactions with related parties	1,831	4,784	-61.7%
	203,153	157,156	29.3%
Non-current liabilities			
Trade accounts payable and other obligations	11,298	1,520	n.a.
Loans and financing	205,932	55,555	270.7%
Derivative financial instruments	2,145	-	n.a.
Provision for legal claims	1,207	1,594	-24.3%
	220,582	58,669	276.0%
Total liabilities	423,735	215,825	96.3%
Equity			
Capital	584,224	584,224	n.a.
Capital reserves	1,997	1,525	31.0%
Treasury shares	(35,208)	(36,797)	-4.3%
Profits reserves	164,968	68,615	140.4%
Proposed additional dividends	-	6,486	-100.0%
Equity variation adjustment	39,883	43,415	-8.1%
Total equity	755,864	667,468	13.2%
Total liabilities and equity	1,179,599	883,293	33.5%

Indebtedness

Net Financial Debt

(R\$ thousand)	30/06/2018	30/06/2017	Variação
Short Term	70,088	56,620	24%
Long Term	205,932	55,555	271%
Others	64,290	55,555	16%
ARC	141,642	-	n.a.
Total Indebtedness	276,020	112,175	146%
(+/-) Derivatives	(5,335)	17,435	n.a.
(=) Adjusted Gross Debt	270,685	129,610	109%
(-) Cash and cash equivalents	133,755	67,858	97%
(=) Adjusted Net Debt	136,930	61,752	122%
Adjusted EBITDA	134,668	42,539	217%
Adjusted Net Debt / Adjusted EBITDA	1,02x	1,45x	-30%
Adjusted Net Debt / NAV	10%	3%	255%

Amortization Schedule



Results Allocation

R\$ thousand	2018	2017
Net income	126,338	27,310
(-) Appropriation of the legal reserve (5% of net income)	(6,317)	(1,366)
Adjusted Net Income	120,021	25,945
(-) Minimum compulsory dividends - 25% of adjusted net income	(30,005)	(6,486)
(-) Proposed additional dividends	(10,995)	(6,486)
Proposed Dividends	(41,000)	(12,972)
Appropriation of reserve for investment and expansion	90,016	12,972
Number of shares	56,888,916	56,888,916
(-) Treasury Shares	(3,086,748)	(3,086,748)
(=) Outstanding shares	53,802,168	53,802,168
Dividends per share (R\$)	0.76	0.24

Yield: 5.4%

Net Asset Value - NAV

(R\$ thousand)	June 30, 2018	
	Book	NAV
BrasilAgro's Equity	755.864	755.864
Properties appraisal		1.337.974
(-) Balance Sheet - Net Agri Opening Capex		-101.800
(-) Balance Sheet - Land Value		-557.152
NAV - Net Asset Value	755.864	1.434.886
Shares	56.889	56.889
NAV per share	13,29	25,22

* Excluding Jatobá's sale made in July/18, that will be accounted in the next accounting year (18/19).

Market Cap

R\$ 817 MM
R\$14.36/share*

* In 08/27/2018

76%

NAV

R\$ 1.4 bi
R\$25,22/share

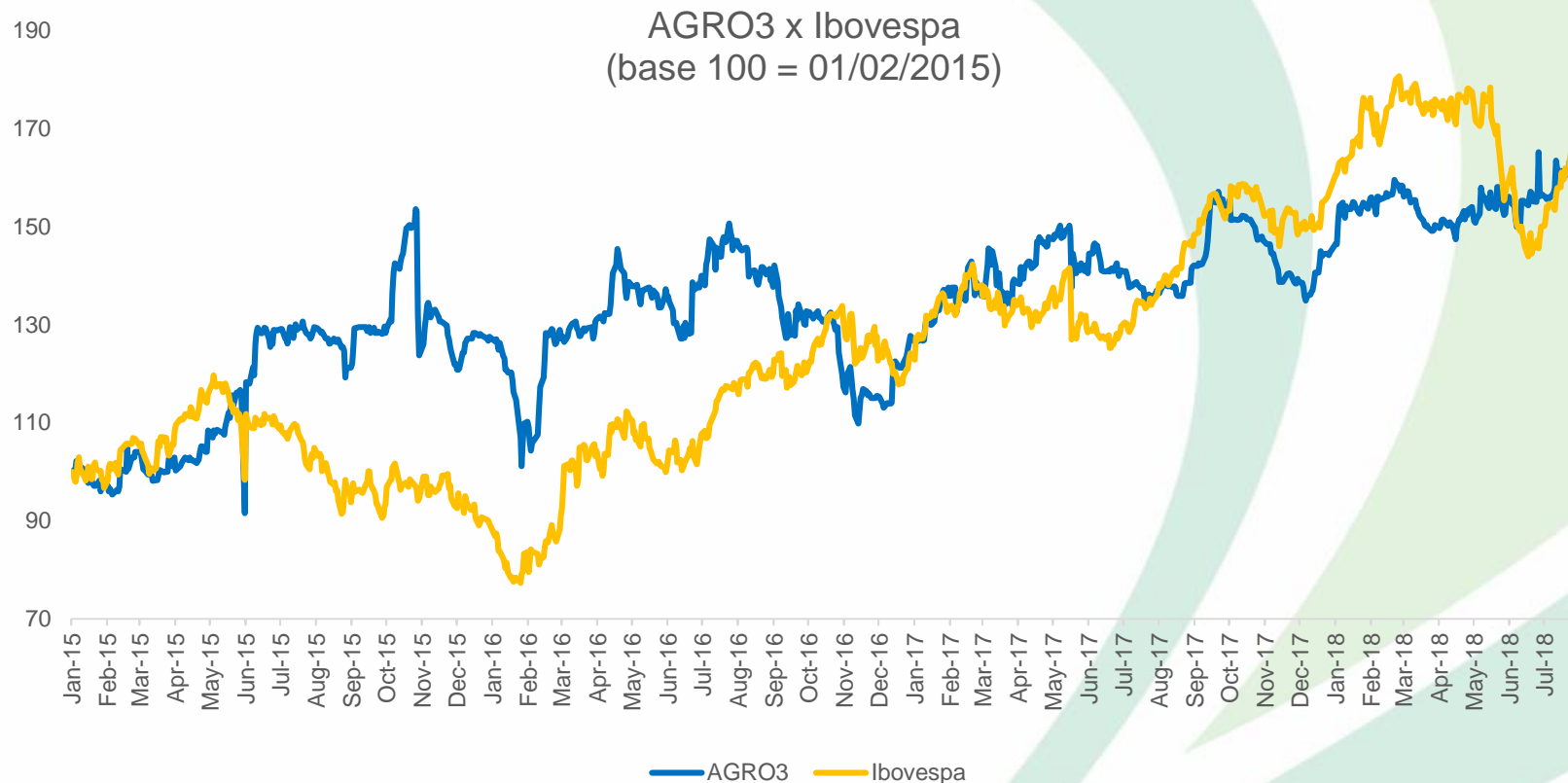
Capital Markets

Price – August 27, 2018

AGRO3: R\$14.36

LND: US\$3.46

**LND
LISTED
NYSE**



Disclaimer – Forward-looking statements

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