



# CONFERENCE CALL 2Q20 RESULTS

AUGUST, 2020

**SLC** *Agrícola*



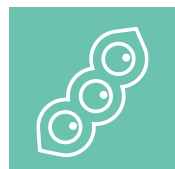


# OPERATING PERFORMANCE

**SLC** *Agrícola*

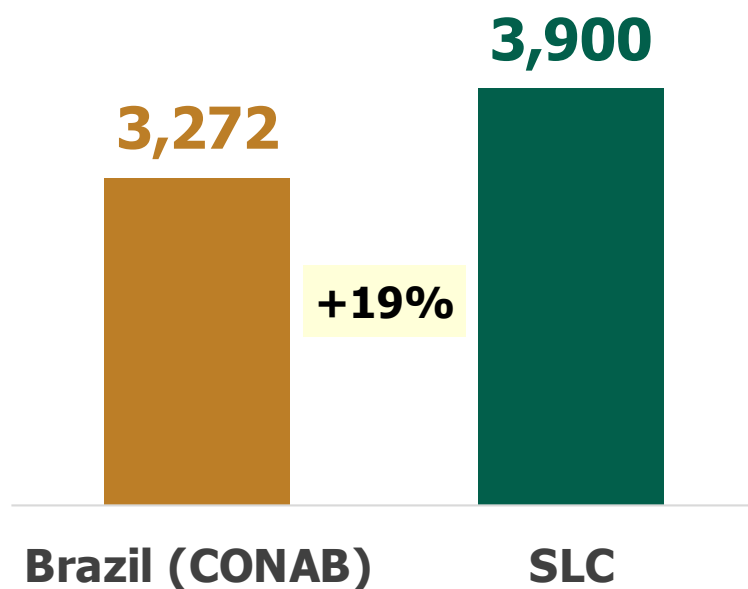
# NEW YIELD RECORD

High efficiency



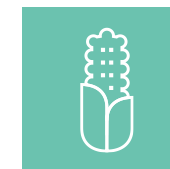
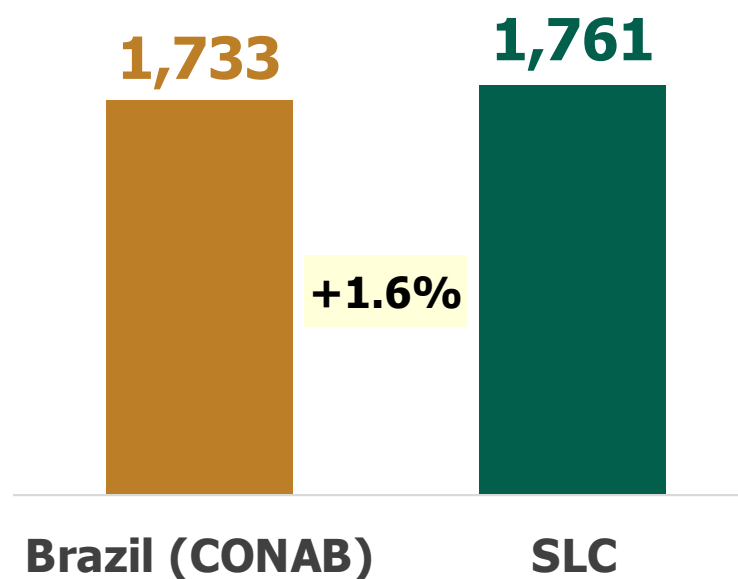
## SOYBEAN

2019/20 Crop – Kg/ha



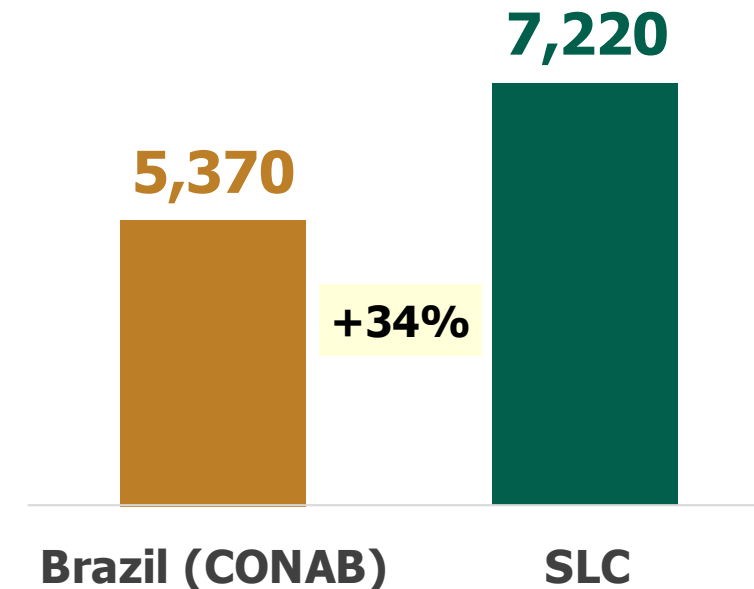
## COTTON LINT

2019/20 Crop - Kg/ha



## CORN

2019/20 Crop – Kg/ha



# MARKET OUTLOOK

---

**SLC** *Agrícola*

# COMMODITIES



Source: Bloomberg

— Soybean - CBOT    — Corn - CBOT    — Cotton ICE-NYBOT



A blurred background image of an office environment. Several employees are seated at desks, working on computers. In the foreground, a man in a light green shirt is seen from the side, looking at a computer monitor. Other employees are visible in the background, some looking at their screens and others in conversation. The office has a modern, open-plan feel with white walls and desks.

# FINANCIAL PERFORMANCE

**SLC** *Agrícola*

## FINANCIAL HIGHLIGHTS

(R\$ thd)	1S19	1S20	AH	2Q19	2Q20	AH
Net Revenue	1,031,891	1,195,261	15.8%	413,058	562,629	36.2%
Change in Fair Value of Biological Assets	540,240	715,454	32.4%	393,743	421,280	7.0%
Gross Income	646,326	715,003	10.6%	394,555	387,456	-1.8%
<i>Gross Margin</i>	62.6%	59.8%	-2.8p.p.	95.5%	68.9%	-26.7p.p.
Operational Result	534,692	580,784	8.6%	348,790	324,046	-7.1%
<i>Operational Margin</i>	51.8%	48.6%	-3.2p.p.	84.4%	57.6%	26.8p.p.
Net Income	323,333	352,487	9.0%	211,952	196,085	-7.5%
<i>Net Margin</i>	31.3%	29.5%	-1.8p.p.	51.3%	34.9%	-16.5p.p.
Adjusted EBITDA	338,757	327,699	-3.3%	110,643	144,865	30.9%
<i>Adjusted EBITDA Margin</i>	32.8%	27.4%	-5.4p.p.	26.8%	25.7%	-1.1p.p.
Net Debt	1,602,939	1,460,346	-8.9%	1,602,939	1,460,346	-8.9%

# FINANCIAL NET DEBT

FINANCIAL  
PERFORMANCE

SLC  
Agrícola

Credit Line (R\$ thd)	Index	Average Rate (%) 2019	1S20	Consolidated 2019	1S20
<b><u>Applied in Fixed Assets</u></b>					
Finame – BNDES	Pref. and Bask. of Curr.	5.4%	<b>5.4%</b>	73,235	<b>65,155</b>
				73,235	<b>65,155</b>
<b><u>Applied in Working Capital</u></b>				1,792,631	<b>2,399,499</b>
Rural Credit	Prefixed	6.0%	<b>5.6%</b>	108,483	<b>39,148</b>
CRA	CDI	4.4%	<b>2.1%</b>	561,447	<b>560,680</b>
Working Capital	CDI	5.1%	<b>3.4%</b>	413,490	<b>710,039</b>
Export Loans	Prefixed	6.5%	-	111,422	-
Export Loans	CDI	5.1%	<b>3.4%</b>	597,789	<b>1,089,452</b>
				1,865,866	<b>2,464,654</b>
<b>Total Indebtedness</b>		5.0%	<b>3.2%</b>	1,865,866	<b>2,464,654</b>
(+/-) Gains and losses with deriv. connected with applic. and debts				6,691	<b>112,462</b>
(=) Adjusted Debt				1,859,175	<b>2,352,192</b>
(-) Cash				885,418	<b>891,846</b>
<b>(=) Adjusted Net Debt</b>				973,757	<b>1,460,346</b>
<b>Adjusted EBITDA (last 12 months)</b>				795,521	<b>784,456</b>
<b>Adjusted Net Debt/Adjusted EBITDA</b>				1.22	<b>1.86</b>

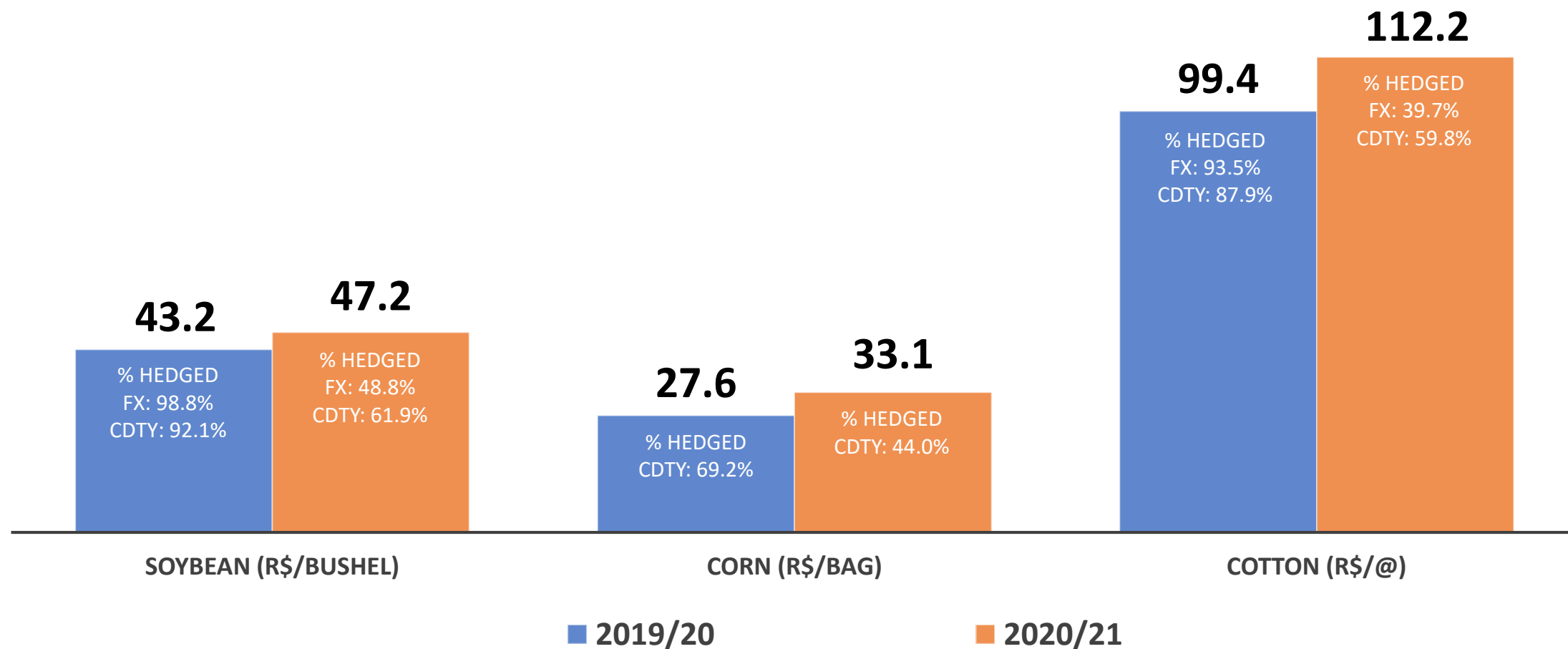




# OUTLOOK 2020 AND 2021

**SLC** *Agrícola*

## HEDGE POSITION (R\$)





# OUR BIG DREAM

To positively impact future generations, through global leadership in agribusiness and respect to the planet





# OUR VALUES

We believe that those who have **PASSION FOR WHAT THEY DO** are committed and do it with the highest quality, preserving their **INTEGRITY** through an ethical conduct, consistent and unquestionable.

These attitudes together generate **LONG LASTING RELATIONSHIP** between all the interested parties, producing **SUSTAINABLE RESULTS** that are economically viable, socially just and environmentally responsible



**INTEGRITY**



**PASSION**  
FOR WHAT WE DO



**LASTING**  
RELATIONSHIPS



**SUSTAINABLE**  
RESULTS





# Meet the team

## IR Contacts



**Ivo Marcon Brum**

*Chief Financial and Investor  
Relations Officer*



**Frederico Logemann**

*Investor Relations Manager*



**Alisandra Matos**

*Investor Relations Specialist*



**Ricardo Bockmann**

*Investor Relations Assistant*

[ri@slcagricola.com.br](mailto:ri@slcagricola.com.br)

+ 55 51 3230.7799 | + 55 51 3230.7864

[www.slcagricola.com.br](http://www.slcagricola.com.br)





# DISCLAIMER

---

We make forward-looking statements that are subject to risks and uncertainties. These statements are based on the beliefs and assumptions of our management, and on information currently available to us. Forward-looking statements include statements regarding our intent, belief or current expectations or that our directors or executive officer. Forward-looking statements also include information concerning our possible or assumed future results of operations, as well as statements proceeded by, followed by, or that include the words "believes", "may", "will", "continues", "expects", "anticipates", "intends", "plans", "estimates" or similar expressions. Forward-looking statements are not guarantees and assumptions because they relate to future events and therefore depend on circumstances that may or may not occur. Our future results and shareholder values may differ materially from those expressed in or suggested by these forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict.





THANK  
YOU

**SLC** *Agrícola*