# Guarani's Overview

***Ethanol Summit***
***Investing in the Sugar–Energy Industry: Paths and Perspectives***

***Jacyr Costa***

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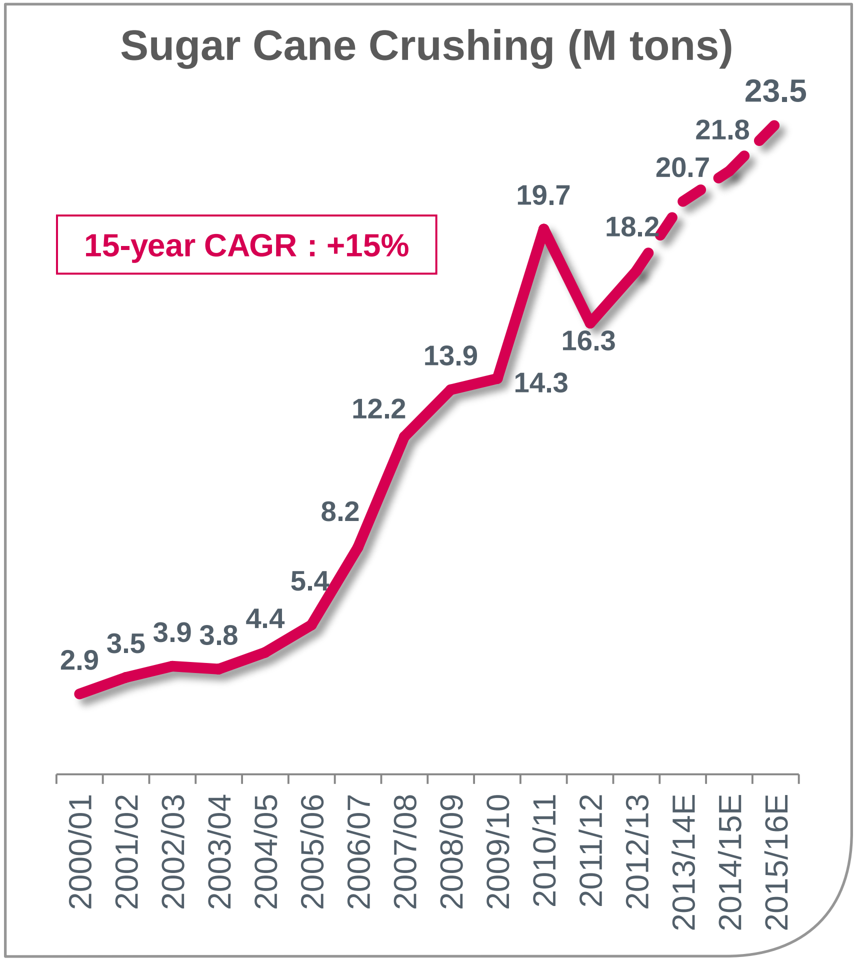
# Guarani : Growth History and Highlights




**2000/01:** **JV** of **Union SDA** with **Cosan** form **FBA**

**2002/03:** **Tereos** takes control of **Guarani** with the acquisition of **Beghin-Say**

**2004/05:** The production capacity of **Cruz Alta** plant is doubled

Start of growth project of **Severínia** plant

**2006/07:** Acquisition of **São José** plant and launch of **Tanabi** project

**2007/08:** Acquisition of the **Andrade** plant

**Sena** acquired in Mozambique

Start of **Tanabi** Plant

**Guarani** IPO (M R$ 665)

**2010/11:** Participation in **Vertente** (50%)

Created **Tereos Internacional**

Partnership with **Petrobras**

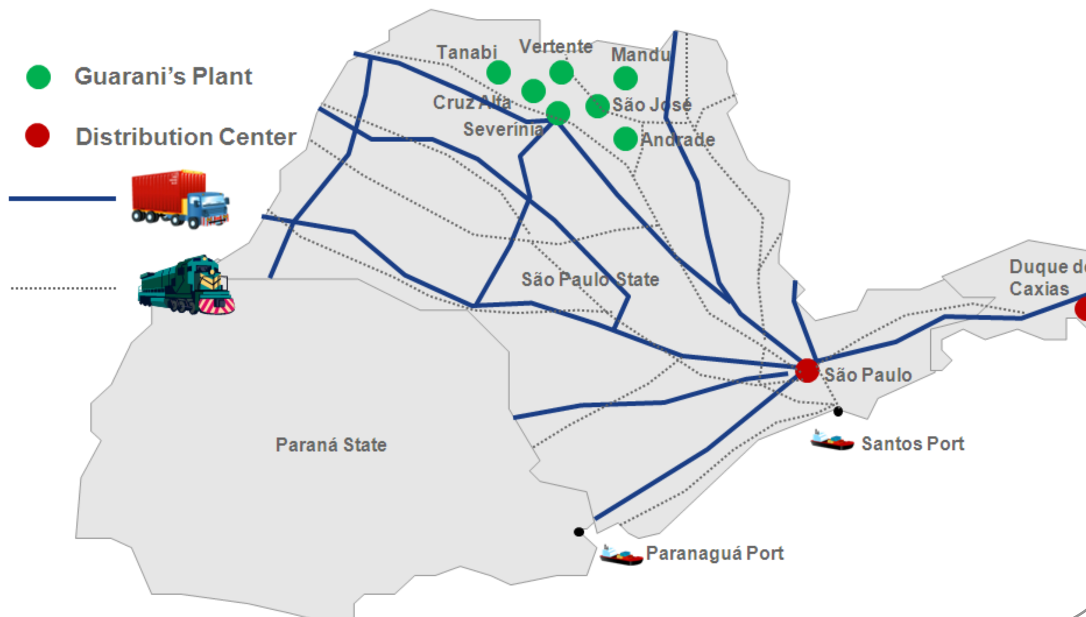
Acquisition of **Mandu** plant

Investment plan to develop cane (23.5 Mt) and cogeneration

Guarani

# Privileged Location in the State of São Paulo

- « **Cluster** » plants in the same region in the state of São Paulo:
  - **Transport** optimization of **sugar cane**
  - Logistics and management **synergies**
  - Closed to major **domestic markets** and **ports**
  - São Paulo represents **35% of sugar consumption** and **50% of ethanol consumption** in Brazil




Guarani

# Industrial Capacity and Energy, Competitive Factors

| Plants | Current Crushing Capacity (M tons) | Estimated Capacity for 2015/16 (M tons) | Estimated Energy Production for 2015/16 (GWh / year) |
|---|---|---|---|
| Cruz Alta | 4.5 | 4.5 | 169 |
| Severínia | 2.5 | 2.5 | 0 |
| Andrade | 3 | 3 | 47 |
| São José | 3.2 | 4 | 292 |
| Tanabi | 1.8 | 3 | 223 |
| Vertente[1] | 1.7 | 2.5 | 179 |
| Mandu | 3.5 | 4 | 290 |
| **Total** | **20.2** | **23.5** | **1 200** |

(1) Considering 100% of Vertente's production - plant in JV with Humus Group

Guarani

www.aguarani.com.br