

COPERSUCAR

COPERSUCAR PROFILE

- Established in 1959
- A private cooperative
- 91 associate members being 32 sugar and alcohol production units

Our Mission

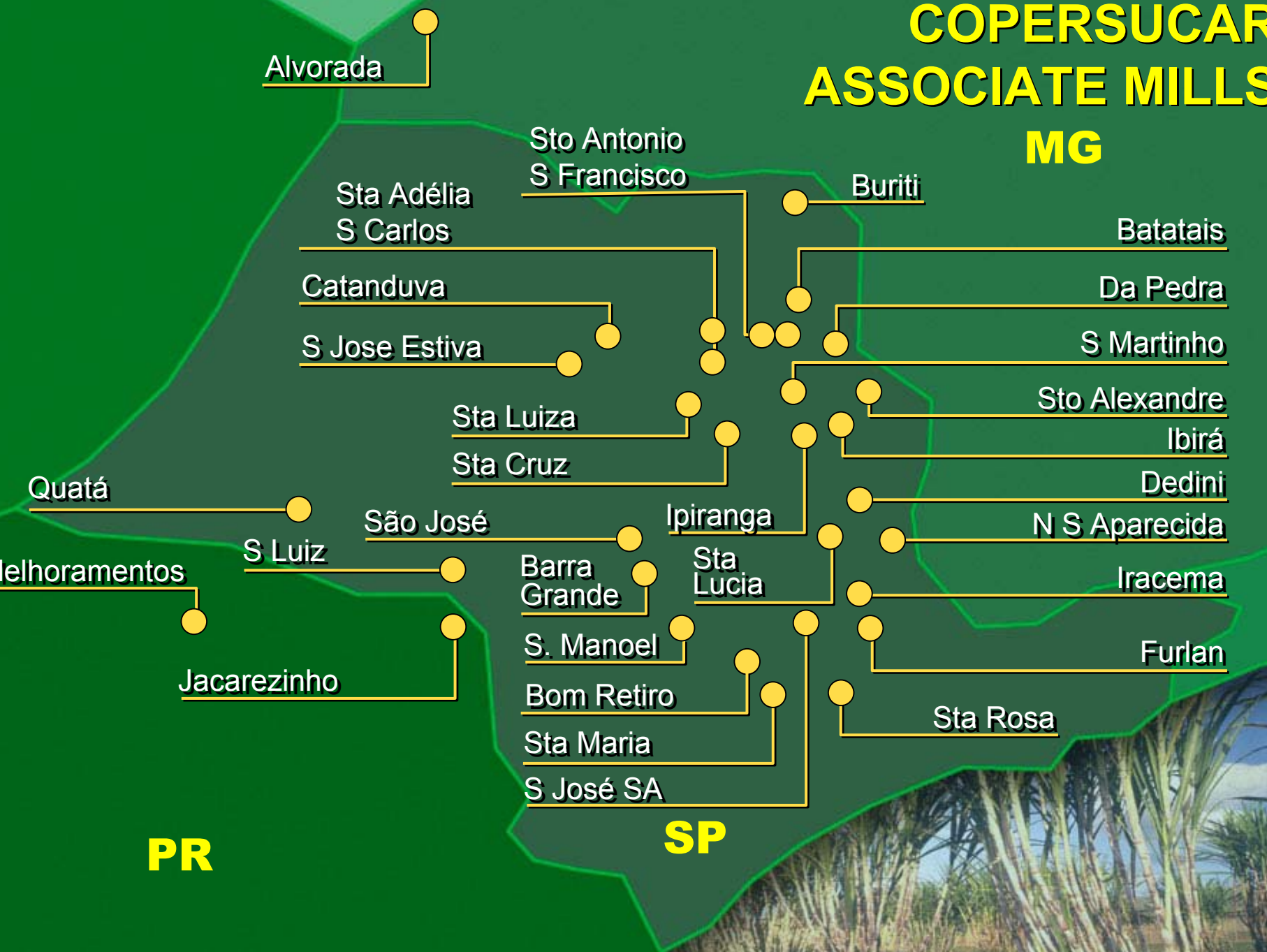
*To be the best choice for the
associate members*

COPERSUCAR ASSOCIATE MILLS



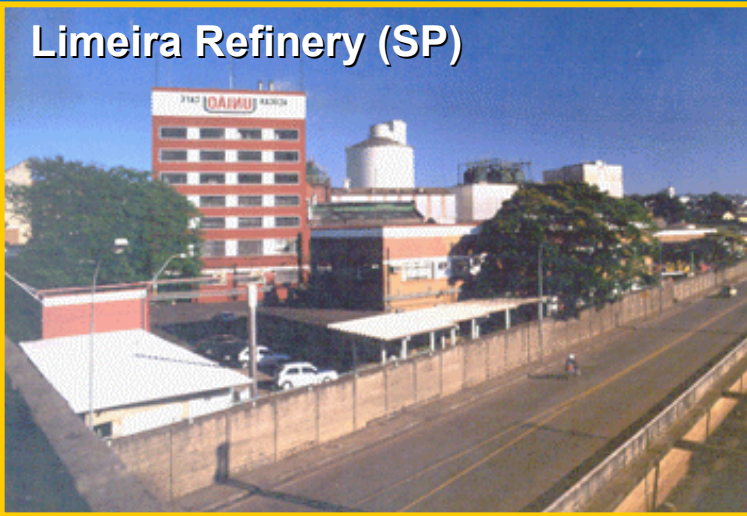
COPERSUCAR

COPERSUCAR ASSOCIATE MILLS MG



COPERSUCAR GROUP

Limeira Refinery (SP)



Piedade Refinery (RJ)



Piracicaba Ethanol Bottling Unit (SP)

Sertãozinho Sugar Packaging (SP)



COPERSUCAR GROUP

Technology Center

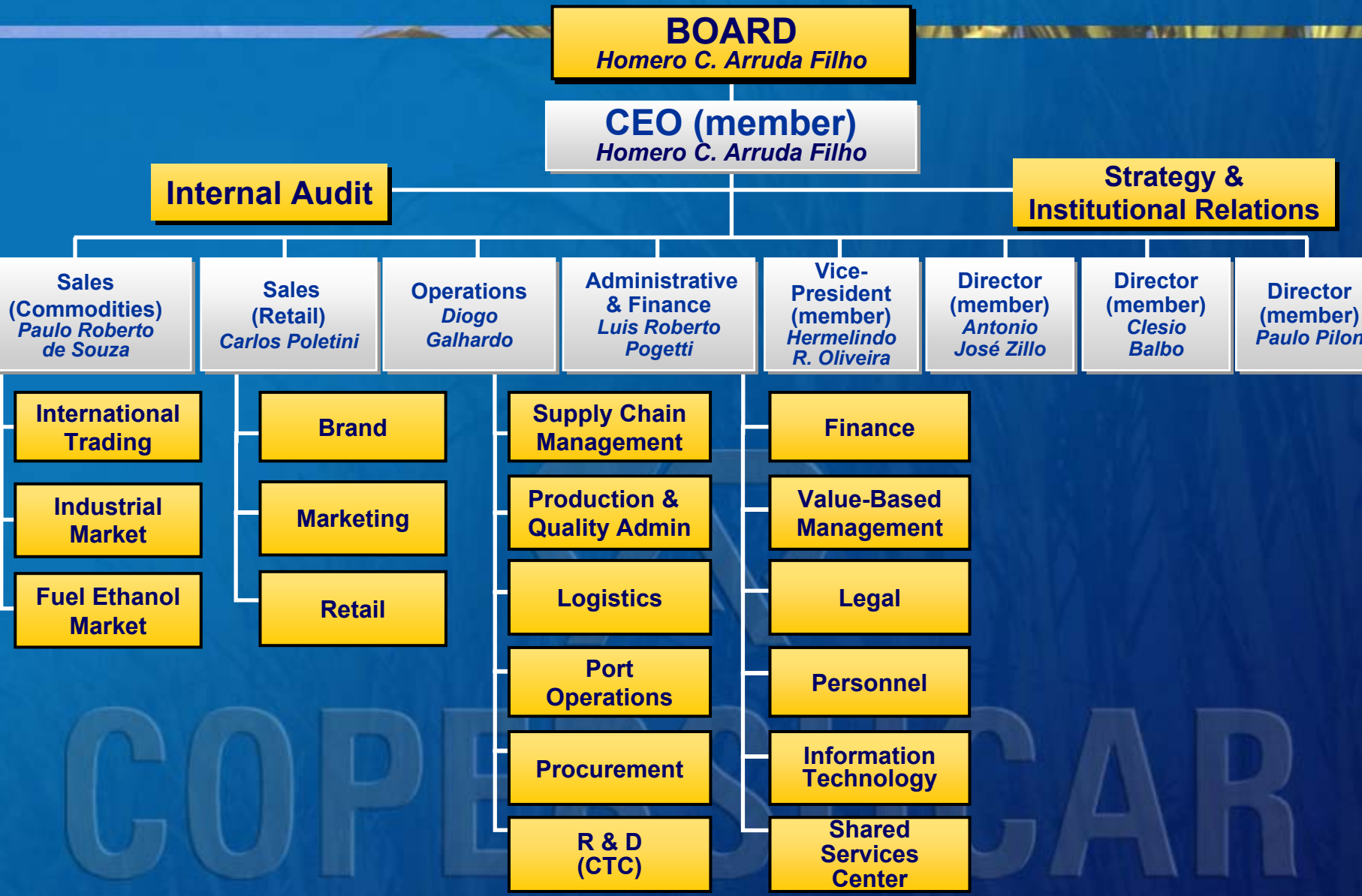


Sugar Terminal



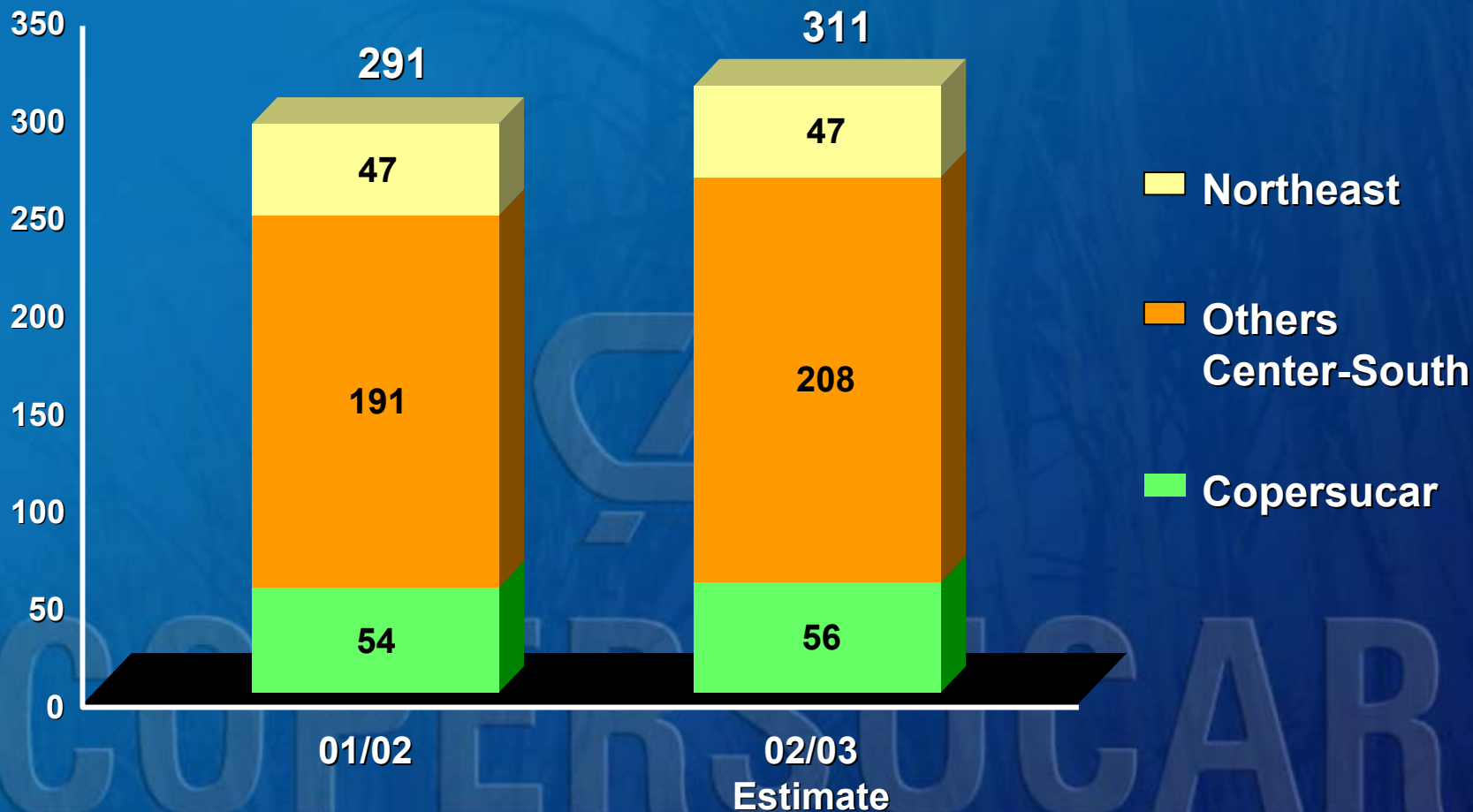
COPERSUCAR GROUP

ORGANIZATION CHART



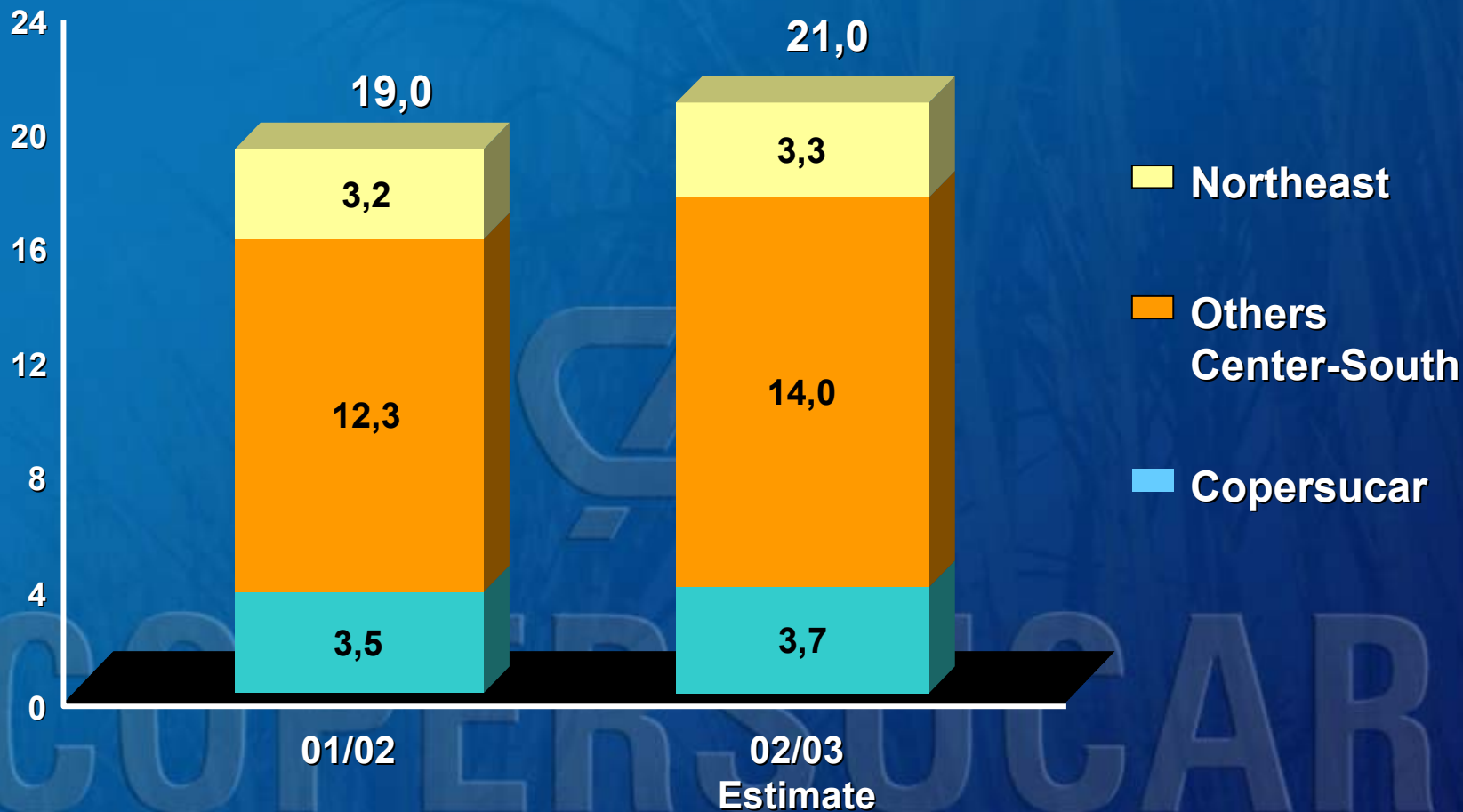
CANE COPERSUCAR PRODUCTION

Million tons



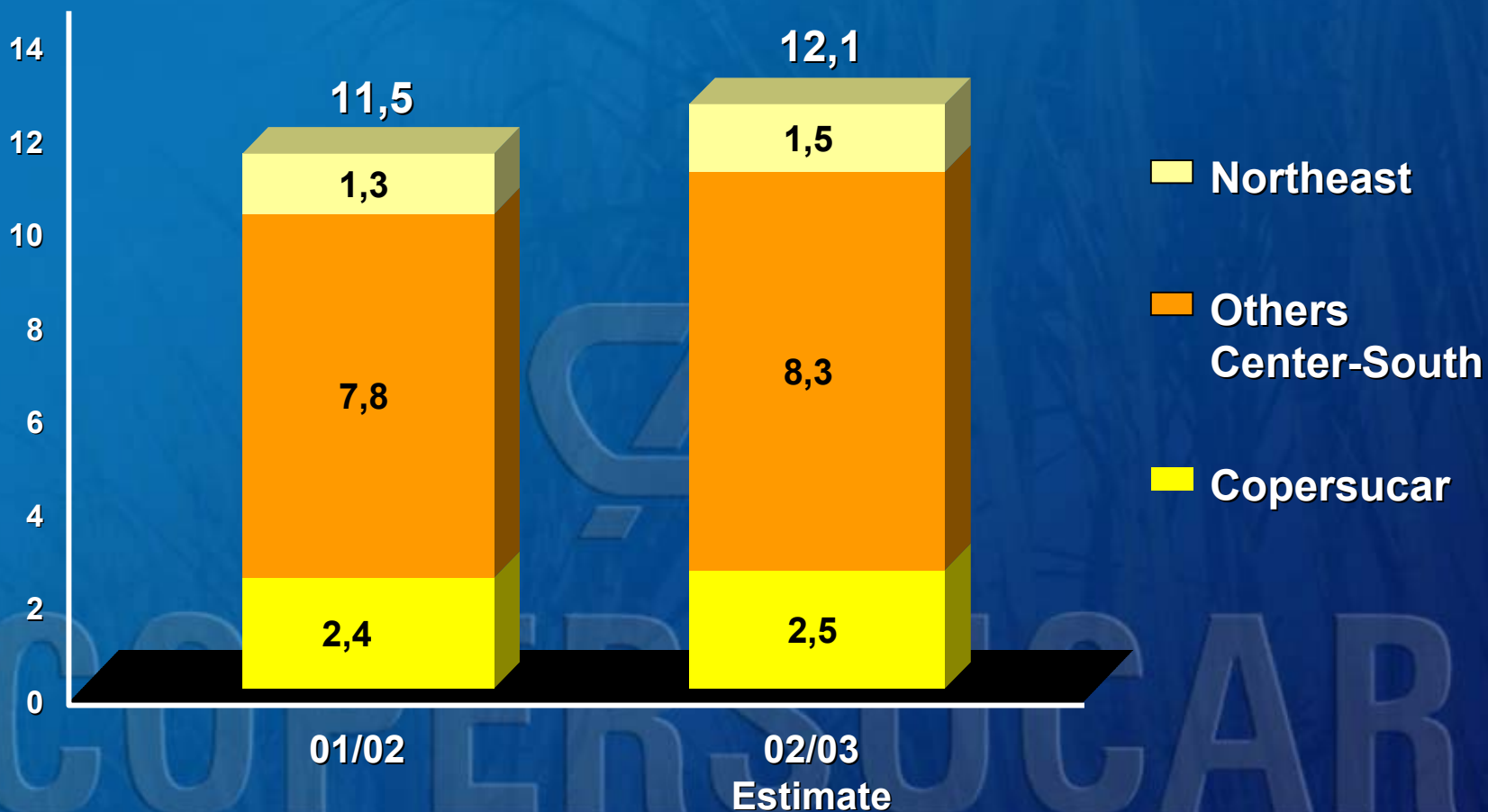
SUGAR COPERSUCAR PRODUCTION

Million tons



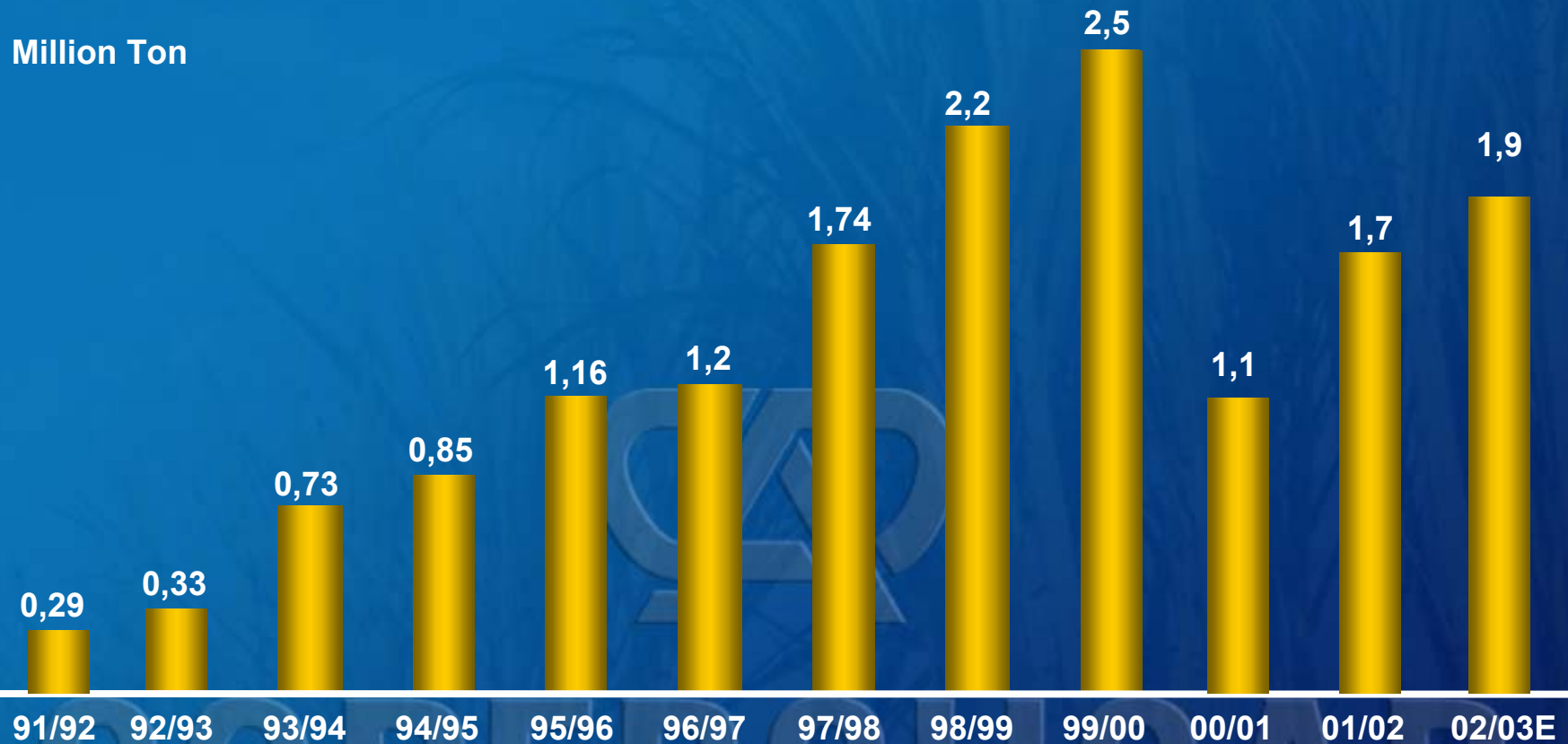
ETHANOL COPERSUCAR PRODUCTION

Billion liters



COPERSUCAR SUGAR EXPORTS

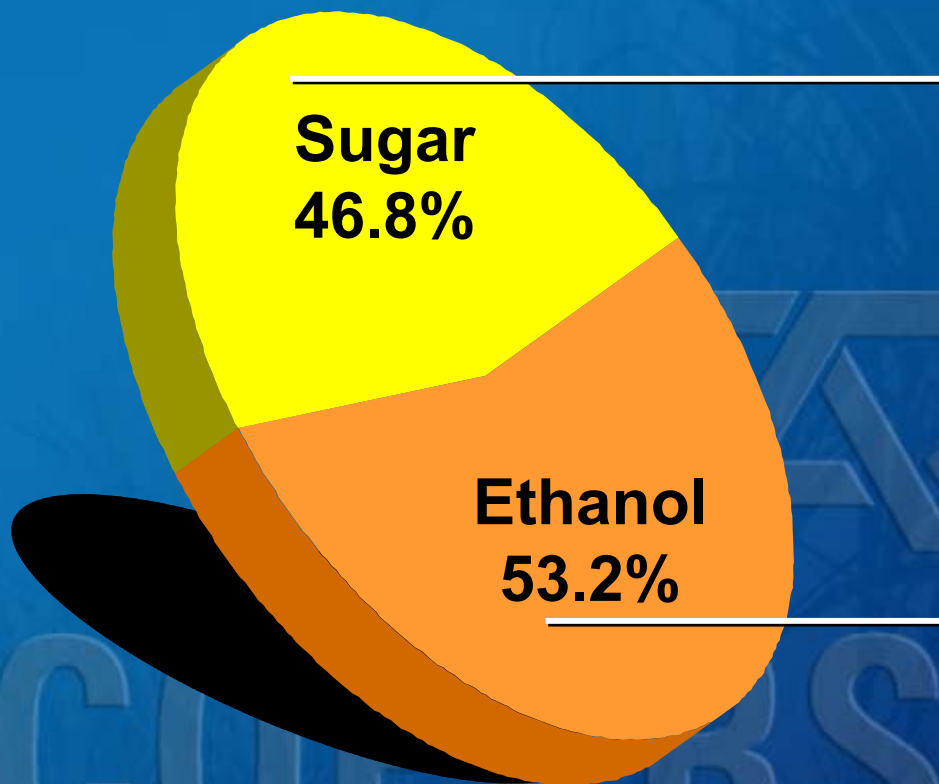
Million Ton



COPERSUCAR PRODUCTION

Season 01/02

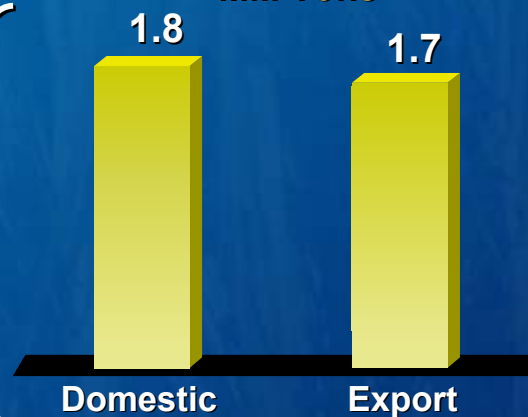
CANE
54 MM Tons



Sugar
46.8%

Ethanol
53.2%

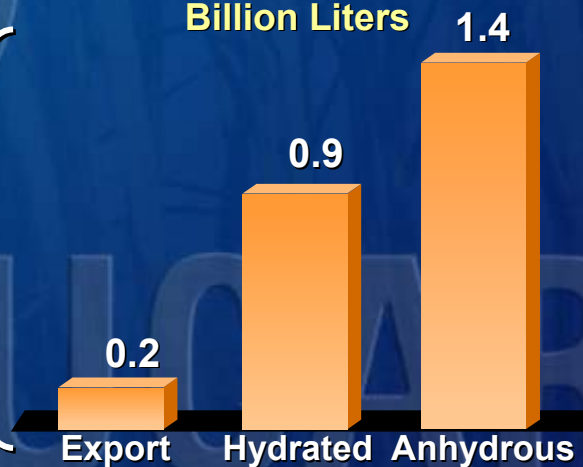
SUGAR
MM Tons



Domestic

Export

ETHANOL
Billion Liters



0.2

0.9

1.4

Export

Hydrated

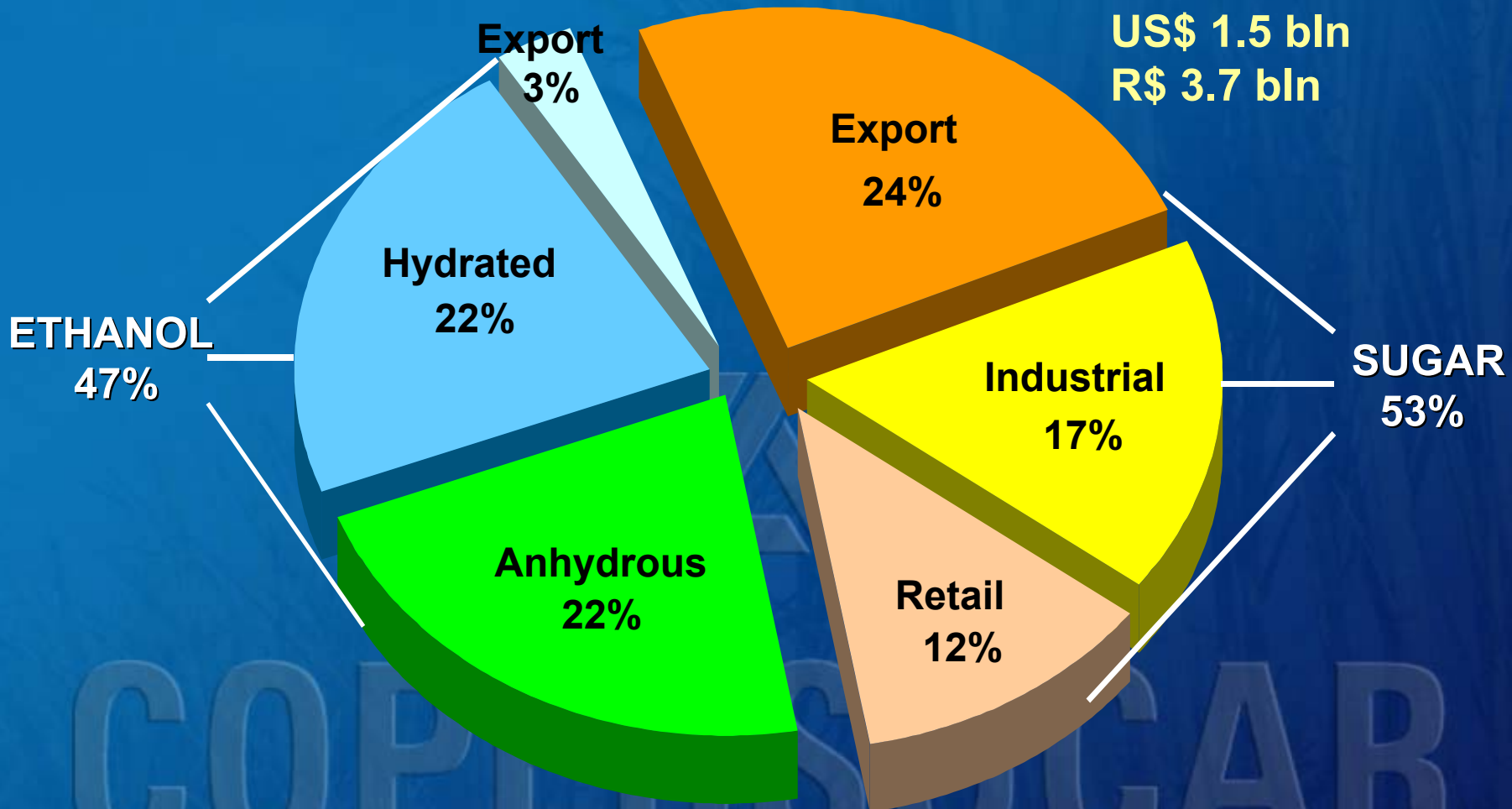
Anhydrous

COPERSUCAR REVENUE

Season 01/02

US\$ 1.5 bln

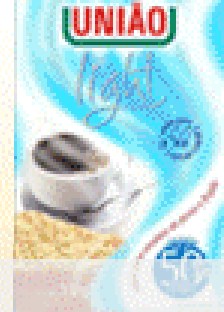
R\$ 3.7 bln



GENERAL INFORMATION

Brazilian Ethanol Program

- Created in 1975, due to the impact of the first oil crisis
- 3,0 million vehicles running exclusively on hydrous ethanol
- All the gasoline used in the country contains 25% of anhydrous ethanol
- Brazil produces nearly 310 million tons of sugarcane annually, 50% of that production is used for ethanol
- The ethanol consumption in Brazil is about 12 billion liters per year, of which 11 billion liters are used as fuel:
 - Anhydrous – 54%
 - Hydrous – 46%
- Sugar cane cultures covers an area of about 5 million hectares (2% of the total Brazilian agricultural area)



**COPERSUCAR
BRANDS ARE**

MARKET LEADERS

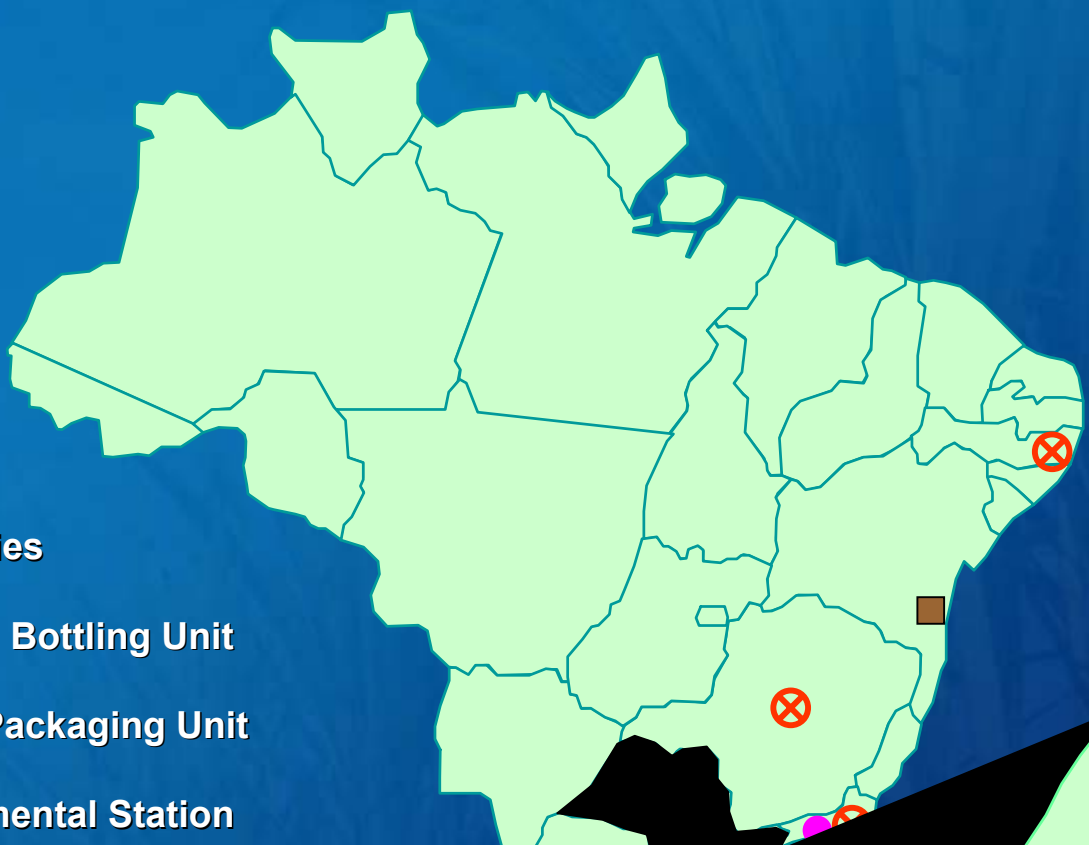


COPERSUCAR BRANDS ARE MARKET LEADERS

<i>PRODUCTS</i>	<i>BRANDS</i>	<i>RANKING</i>	<i>% SHARE BRAZIL</i>
Crystal sugar (wholesale)	Copersucar	Leader	22%
Ethanol (wholesale)	Copersucar	Leader	21%
Refined Sugar (retail)	União Neve Duçula	Leader	45%

COPERSUCAR

COPERSUCAR OPERATE NATIONWIDE, WITH A COMMERCIAL NETWORK COVERING ALL THE MAIN ECONOMIC CENTERS



- Refineries
- ★ Ethanol Bottling Unit
- ◆ Sugar Packaging Unit
- Experimental Station
- ⊗ Sales Office
- ▲ Technology Center
- ☀ Port Facility





COPERSUCAR TECHNOLOGY CENTER

COPERSUCAR TECHNOLOGY CENTER CTC



- **One of the most advanced center in the world focused on the development of agricultural and industrial technology for the sugar cane industry**
- **Investments of U\$ 15 MM per year**

COPERSUCAR TECHNOLOGY CENTER

CTC



ACTIVITIES

- **Development of new varieties of cane**
 - **Technology for agricultural production**
 - **Technology for transformation of sugar cane: production of sugar and ethanol**
 - **New products such as biodegradable plastic**
 - **Research into technology development in association with local and foreign universities**
- 

COPERSUCAR TECHNOLOGY CENTER

CTC

MAIN RESULTS

- Increase in agricultural and industrial yields break down
- 31 varieties of cane, denominated "SP", have been certified and account for 50% of the sugarcane planted in Brazil
- Pilot scale production of biodegradable plastic
- Technology to utilize cane results for generation of electricity
- Economical utilization of sub-products and rationalization of sugarcane transportation
- ISO 9002 Certification for Copersucar analytical laboratory

SOCIAL ROLE



- **Few economic sectors generate such relevant social, economic and environmental benefits for Brazil as sugar / ethanol agrobusiness**

COPERSUCAR SOCIAL RESULTS

- **100 thousand jobs, with 80 thousand in the agricultural sector and the rest in the industrialization of sugar and the ethanol, in addition to 1.900 jobs in Copersucar itself and associated companies and another 900 jobs in outsourced activities**
- **One third of the raw material used by Copersucar comes from rural producers. In the state of São Paulo there are 11.000 small producers with farm areas smaller than 150 hectares**
- **Social assistance program for the workers of sugarcane agro-industry, supported by the producers. The resources are spent in health, education, nutrition, recreation and social purposes and represent 1,5% of the mills and distilleries net revenue, complementing official government programs**

ECONOMIC BENEFITS

- **Tax payments by the operational units of around R\$ 160 million. This figure increases to R\$ 250 million if sales taxes on fuel ethanol, the responsibility of the fuel distributors, are included**
- **An economy in would-be expenditures of around US\$ 300 million per year on petroleum imports, due to the substitution of 40,000 barrels of gasoline per day by fuel ethanol in addition to the revenues from sugar exports**

ENVIRONMENTAL RESULTS

- **Because of the ethanol program, Brazil was the first country to totally eliminate the use of tetraethyl lead on gasoline**
- **Lower levels of carbon monoxide (CO) emissions and hydrocarbons and nitrogen oxides less aggressive and less reactive in the atmosphere**
- **Copersucar, through the use of ethanol and bagasse, avoids the release of 2,7 million tons of carbon annually (in the form of CO₂) in Brazil. This corresponds to 5% of all fossil fuels CO₂ emissions in the country**
- **So, Brazil and Copersucar have been the pioneers in adopting measures for reducing effectively the greenhouse gas emissions in the energetic sector**



COPERSU

SUGAR TERMINAL

TERMINAL AÇUCAREIRO COPERSUCAR

- **Most modern export terminal for sugar in bags**
- **High shipping capacity x low operational costs**
- **Increase productivity in port operations**
- **Reduction of domestic logistic costs**

Parallel conveyor belt systems for loading at the external side of the warehouses



Telescopic and travelling shiploaders for bags and bulk



WAREHOUSES

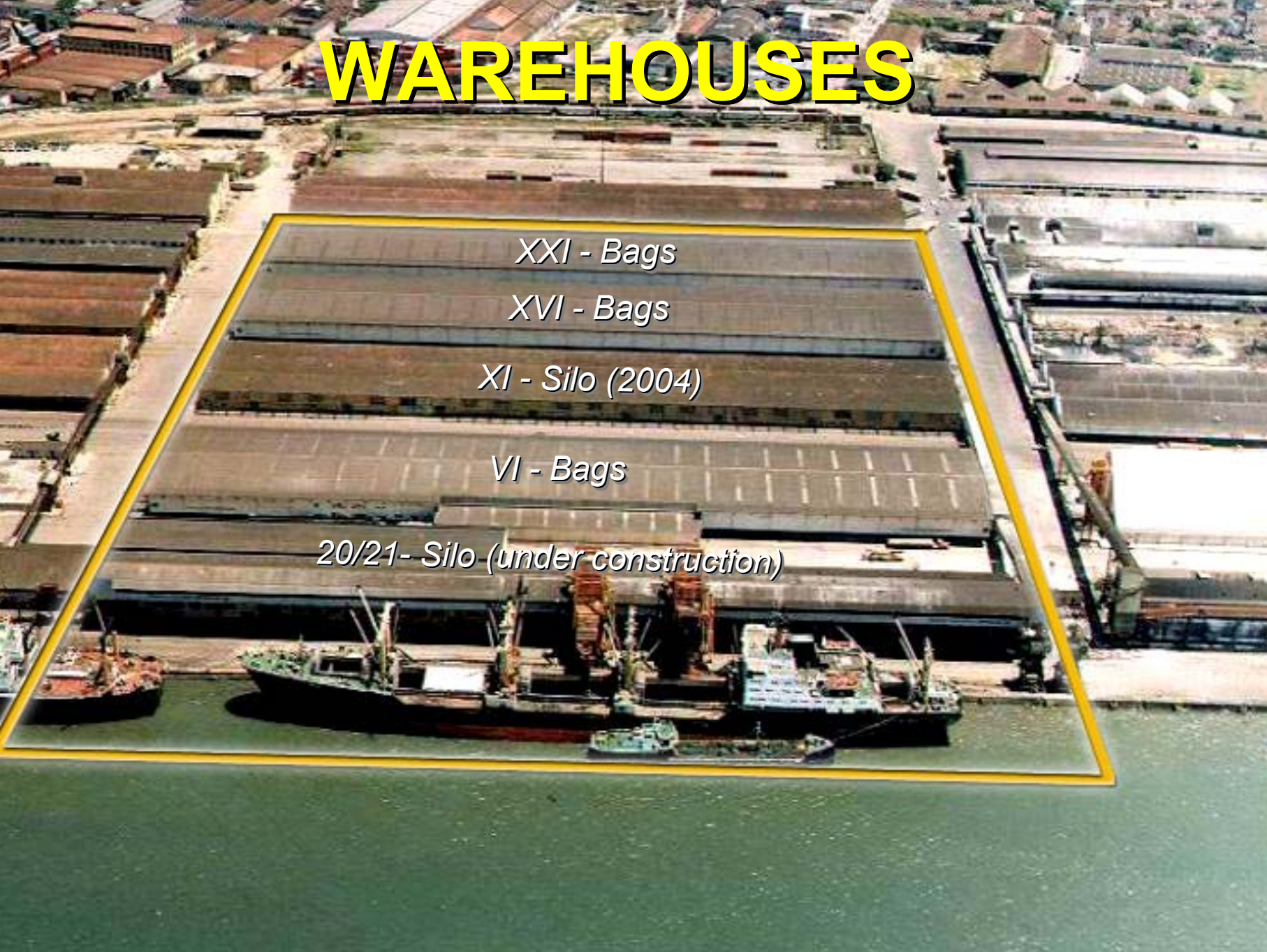
XXI - Bags

XVI - Bags

XI - Silo (2004)

VI - Bags

20/21 - Silo (under construction)



OPERATIONAL CAPACITIES

Bagged



OPERATIONAL CAPACITIES

Bagged

Warehouses:

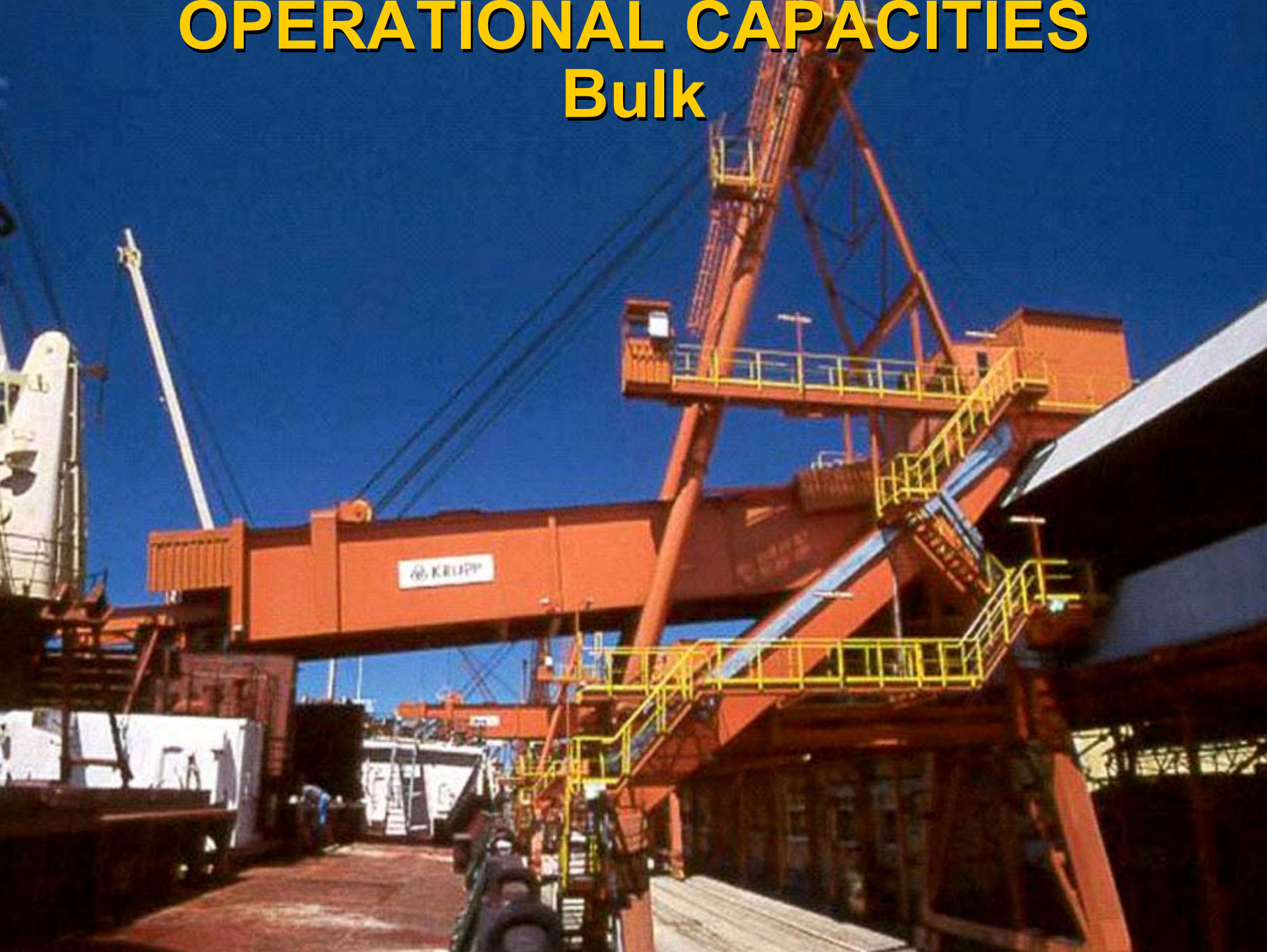
Storage Capacity: 45,000 t
(paletized) (3 Warehouses x 15,000 t)

Shipping:

1.0 million t / year
or
0.5 million t / year
(combined with bulk)

OPERATIONAL CAPACITIES

Bulk



OPERATIONAL CAPACITIES

Bulk

PHASE I

Warehouse:

SILO 20/21

Storage Capacity: 80,000 t

Reception Capacity: 5,000 t day (train/truck)

Shipping:

1.5 milion t / year

PHASE II

Warehouse:

SILO XI

Storage Capacity: aditional 109,000 t

Reception Capacity: additional 10,000 t/day

Shipping:

2.0 milion t / year



COPERSUCAR