# දි CRESUD

## FY 2019 Conference Call

September 10, 2019

Hosted by: Alejandro Elsztain, CEO

Carlos Blousson, General Manager of Argentina & Bolivia

Matías Gaivironsky, CFO



## cresud Main Events for FY 2019

# ARS 22.9 billion

Adjusted EBITDA +21.1% vs. FY 18

## (ARS 28.5 billion) Net Loss

vs. Gain ARS 19.2 bn in FY 18

(ARS 18.7 billion) Net Loss attributable to CRESUD ARS 3.8 billion Agribusiness ARS 19.1 billion Urban & Investments (IRSA)

Mainly explained by losses from changes in IRSA's FV of Investment properties in Argentina



### Shares repurchase plans

- ARS 600 million repurchased during FY 19 (2.6% of capital stock)
- New plan launched for up to **ARS 300 million** in August 2019.



## Financial Statements Adjusted for Inflation



#### **242 Th. ha** Planted area FY19

Planted area FY19 +22% vs FY18 **812 Th. Tn** Crop production FY19 +51.5% vs FY18



**9,364 ha** Developed during FY19





Brasilagro Farmland Sales

## USD 93mm (+41.6% vs. FY 18)



Agribusiness Adjusted EBITDA

USD 48mm (+27.8% vs. FY 18)

Farming EBITDA

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+6.8% Argentina Rental Adjusted EBITDA growth



+25.6% Israel Adjusted EBITDA growth





#### ද<del>ိ</del> CRESUD Farmland Sales & Development



### Farmland Development Evolution

(in thousand hectares)



# ξCRESUDPlanted Area Evolution

(in thousand hectares)



Paraguay
Bolivia

Brazil Argentina

# cresud Farming: Commodity Prices & Global Stocks



# ξCRESUDFY19: Record Campaign in Argentina



\* Source: Bolsa de Cereales & USDA

# دRESUD Farming: Crop & Cattle Production





2.69



#### **MAIN SERVICES**

MARKET SHARE (fyo's share / total commercialized in Argentina)

Freights & Consultancy Brokerage Portfolio Derivatives Logistics Trading Exports Management Grain Elevator Training Specialties

## ARS 450 million ARS 284 million

**Operating Result** +176% vs. FY 18

20/21

PY

**Net Income** +231% vs. FY 18

**VOLUME (Grain Traded Tons (Million)** 

2.0% CORN 08/09 09/10 10/11 11/12 12/13 13/14 14/15 PY 15/16 16/17 17/18 18/19 1.2% 0.8% 1.4% 1.4% 1.1% 1.7% 2.3% 2.0% 2.6% 2.5% 08/09 10/11 11/12 12/13 13/14 14/15 15/16 16/17 PY PY 3.6% 3.6% 3.7% 0.7% 0.8% 1.1% 1.2% 1.7% 1.4% 1.8% 1.9% 2.3% SOYBEAN 11/12 12/13 13/14 14/15 15/18 16/17 17/18 18/19 20/21 PY





## Other agricultural investments

1,807,801

+21% vs. FY 18

**FY19 Revenues** 



Leading in LATAM in the next 3 years



## **Meatpacking facility**



### 100%

#### **Equity stake**

Carnes Pampeanas is a meat packing plant located in La Pampa with capacity to slaughter and process ~9,600 cattle heads per month



#### Lower losses due to:

- Higher exchange rate in Argentina
- Slaughter at record volumes with increasing exports' ratio



### 20,239,236

Monthly Visits +75% vs. FY 18

### 598,438

Monthly Contacts +45% vs. FY 18

10



## **Investment in IRSA - Argentina Business Center**



Same Shopping Malls' Sales

#### (% Var i.a.)



IQ 17 IIQ 17 IIQ 17 IVQ 17 IQ 18 IIQ 18 IIQ 18 IVQ 18 IQ 19 IIQ 19 IIQ 19 IVQ 19



#### **Offices – Stock (sqm GLA)**

- 98,5%

25,4

**IVQ17** 

96,7%

Leases USD/sqm/month & Occupancy

96,2%

92,3%

26,1

**IVQ18** 

A+& A

Portfolio

97,2%

88,3%

26,4 Portfolio

IVQ19

Total

Rate USD/room & Occupancy evolution





### Investment in IRSA - Israel Business Center Main events FY19

#### Senior Management:

New CEO appointment under process

#### **CLAL Sale status:**

- 19.5% sold during FY19 and subsequently.
- Recent 6% sold in exchange of IDB bonds
- Current IDB stake in Clal: 35.3%



Indirectly\*

#### **Concentration Law Resolution:**

 Disposal of 16.7% of Gav-Yam shares Accounting deconsolidation and loss of control

82.3%

GAV

**Rental Properties** 

Agriculture

Privatize ISPRO public debt





--- ISPRO

Requirement: reduce one more

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## **Financial Results**



## CRESUD COnsolidated Financial Statements FY 2019

(ARS millions)

P&L		Agribusiness			Argentina Business Center			Israel Business Center			Total		
Ρ	αL	FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %
1	Revenues	12,908	10,462	23.4%	13,035	12,686	2.8%	56,722	46,138	22.9%	82,665	69,286	19.3%
2	Costs	(11,173)	(9,057)	23.4%	(4,890)	(5,037)	-2.9%	(37,127)	(29,624)	25.3%	(53,190)	(43,718)	21.7%
3	Initial recognition and changes in the FV of biological assets and agricultural products at the point of harvest	1,613	1,171	37.7%	-	-	-	-	-	-	1,613	1,171	37.7%
4	Changes in the net realizable value of agricultural products after harvest	(30)	372	-108.1%	-	-	-	-	-	-	(30)	372	-108.1%
5	Gross Profit	3,318	2,948	12.6%	8,145	7,649	6,5%	19,595	16,514	18.7%	31,058	27,111	14.6%
6	Change in Fair Value	-	151	-100.0%	(27,034)	13,123	-306.0%	3,416	3,575	-4.4%	(23,618)	16,849	-240.2%
7	Farmland Sales	465	1,159	-59.9%	-	-	-	-	-	-	465	1,159	-59.9%
8	S,G&A Expenses <sup>(1)</sup>	(2,165)	(2,094)	3.4%	(2,579)	(2,362)	9.2%	(13,849)	(12,805)	8.2%	(18,593)	(17,261)	7.7%
9	Other Net Operating Results	580	1,083	-46.4%	(218)	35	-722.9%	519	1,494	-65.3%	881	2,612	-66.3%
10	Management Fee	-	-	-	-	-	-	-	-	-	-	(1,019)	-100.0%
11	Operating Income	2,198	3,247	-32.3%	(21,686)	18,445	-217.6%	9,681	8,778	10.3%	(9,807)	29,451	-133.3%
12	Share of Results of associates and JV										(4,979)	(2,292)	117.2%
13	Net Financial Results										(12,361)	(33,812)	-63.4%
14	Income Tax										(1,830)	5,461	-133.5%
15	Net Income from continuing operations										(28,977)	(1,192)	2,331.0%
16	Net Income from discontinuing operations										480	20,377	-97.6%
17	Net Income										(28,497)	19,185	-248.5%
	Attributable to:												
18	Controlling Interest										(18,750)	4,272	-538.9%
19	Non-controlling Interest										(9,747)	14,913	-165.4%
2+8	Total Costs + Expenses	(13,338)	(11,151)	19.6%	(7,469)	(7,399)	0.9%	(50,976)	(42,429)	20.1%	(71,783)	(60,979)	17.7%

<sup>(1)</sup> Includes corporate expenses (ARS 192 MM in Cresud, ARS 363 MM in IRSA and ARS 740 MM in Israel)

# ξ<br/>CRESUDAdjusted EBITDA by Segment FY 2019<br/>(ARS millions)

A	gribusiness	FY 2019	FY 2018	Var %	
1	Farmland Sales	1,529	1,140	34.1%	
2	Farming	2,056	1,609	27.8%	
3	Grains	1,305	1,217	7.2%	
4	Sugarcane	522	453	15.2%	
5	Cattle & Milk <sup>(1)</sup>	17	(241)	-	
6	Agriculture Rent & Services	212	180	17.8%	
7	Others (inc. Agro-industrial & FYO)	370	45	722.2%	
8	Total	3,955	2,794	41.6%	

Adjusted EBITDA:

+ EBITDA

- Changes in Fair Value of

investment properties

- Results from business

combination

+ Realized gains from sales of farmlands classified as investment properties

<sup>(1)</sup>Milk was discontinued on IIQ 2018

U	rban Segment: Argentina Business Center	FY 2019	FY 2018	Var %
9	Shopping Malls	4,424	5,239	-15.6%
10	Offices	1,260	582	116.5%
11	Hotels	588	71	728.2%
12	Sales & Development	(58)	412	-114.1%

Ur	ban Segment: Israel Business Center	FY 2019	FY 2018	Var %
13	Real Estate	8,105	5,800	39.7%
14	Telecommunications	7,230	6,415	12.7%
15	Others	(520)	(534)	-2.6%
15	Others	(520)	(534)	-2

16 Devaluation (ARS/NIS)

## CRESUD Consolidated Financial Statements FY 2019

(ARS millions)

Net financial Results		CRESUD + BRASILAGRO		IRSA			IDB + DIC			Total			
		FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %	FY 2019	FY 2018	Var %
1 N	Vet Interest, loss	(1,443)	(739)	95.3%	(3,151)	(2,354)	34%	(11,544)	(10,367)	11%	(16,138)	(13,460)	19.9%
2 N	Net exchange difference	970	(4,004)	-	700	(9,492)	-	172	(208)	-	1,842	(13,704)	-
3	arned dividends and other net financial costs	(136)	(929)	-85.4%	325	146	123%	277	(4,361)	-	466	(5,144)	-
4 a	Profit from FV of financial assets and derivate nstruments	293	174	68.4%	440	1,280	-66%	1.167	(2,680)	-	1,900	(1,226)	-
5 A	Adjustment for inflation	48	393	-87.8%	(479)	(671)	-289%	-	-	-	(431)	(278)	55.0%
6 N	Net Financial Results	(268)	(5,105)	-94.8%	(2,165)	(11,091)	-80%	(9,928)	(17,616)	-44%	(12,361)	(33,812)	-63.4%

#### Nominal Exchange Rate evolution (ARS/USD) FY19 vs FY18











CRESUD Net Debt 436.5

## **Amortization Schedule**





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#### **Cautionary Statement**

Investing in all equities, including natural resources and real estate-related equities, carries risks which should be taken into consideration when making an investment.

This institutional presentation contains statements that constitute forward-looking statements, in that they include statements regarding the intent, belief or current expectations of our directors and officers with respect to our future operating performance. You should be aware that any such forward looking statements are no guarantees of future performance and may involve risks and uncertainties, and that actual results may differ materially and adversely from those set forth in this presentation. We undertake no obligation to release publicly any revisions to such forward-looking statements to reflect later events or circumstances or to reflect the occurrence of unanticipated events.

Additional information concerning factors that could cause actual results to differ materially from those in the forward-looking statements can be found in the companies' Forms 20-F for Fiscal Year 2018 ended June 30, 2018, which are available for you in our websites.