



COSAN S/A

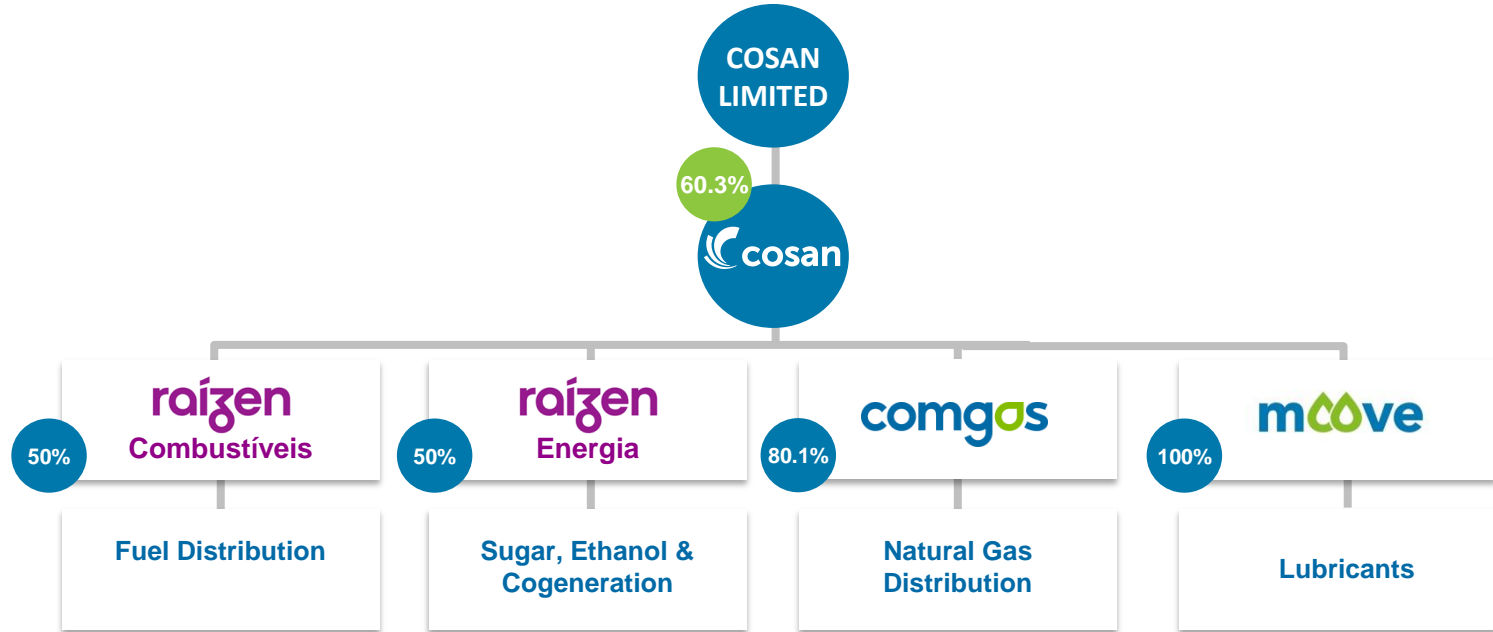
2Q18 Earnings Presentation

August 09, 2018

DISCLAIMER

This presentation contains estimates and forward-looking statements regarding our strategy and opportunities for future growth. Such information is mainly based on our current expectations and estimates or projections of future events and trends, which affect or may affect our business and results of operations. Although we believe that these estimates and forward-looking statements are based upon reasonable assumptions, they are subject to several risks and uncertainties and are made in light of information currently available to us. Our estimates and forward-looking statements may be influenced by the following factors, among others: (1) general economic, political, demographic and business conditions in Brazil and particularly in the geographic markets we serve; (2) inflation, depreciation and devaluation of the real; (3) competitive developments in the ethanol and sugar industries; (4) our ability to implement our capital expenditure plan, including our ability to arrange financing when required and on reasonable terms; (5) our ability to compete and conduct our businesses in the future; (6) changes in customer demand; (7) changes in our businesses; (8) government interventions resulting in changes in the economy, taxes, rates or regulatory environment; and (9) other factors that may affect our financial condition, liquidity and results of our operations.

The words “believe”, “may”, “will”, “estimate”, “continue”, “anticipate”, “intend”, “expect” and similar words are intended to identify estimates and forward-looking statements. Estimates and forward-looking statements speak only as of the date they were made and we undertake no obligation to update or to review any estimate and/or forward-looking statement because of new information, future events or other factors. Estimates and forward-looking statements involve risks and uncertainties and are not guarantees of future performance. Our future results may differ materially from those expressed in these estimates and forward-looking statements. In light of the risks and uncertainties described above the estimates and forward-looking statements discussed in this presentation might not occur and our future results and our performance may differ materially from those expressed in these forward-looking statements due to, inclusive, but not limited to the factors mentioned above. Because of these uncertainties you should not make any investment decision based on these estimates and forward-looking statements.

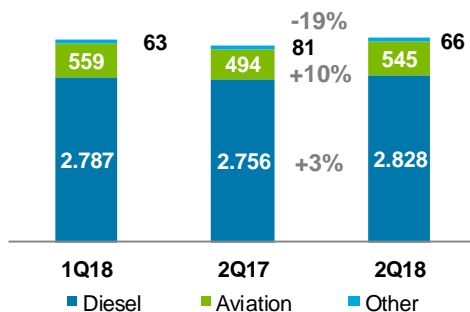
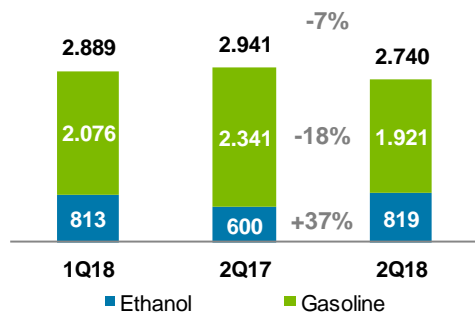


Raízen Combustíveis | Results strongly impacted by truckers' strike

Adjusted EBITDA totaled R\$541 million in 2Q18 (-3%), negatively impacted by BRL 200 million loss in diesel inventories, lower sales volume and unplanned expenses on operations resumption.

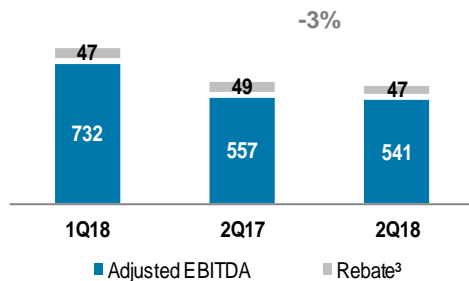
Sales Volume¹

'000 cbm



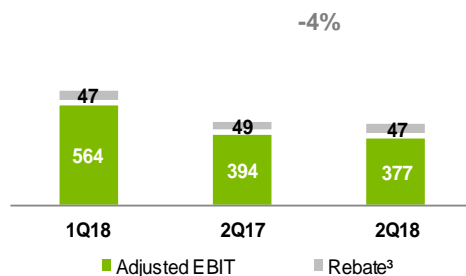
Adjusted EBITDA

BRL mln



Adjusted EBIT

BRL mln



- Network ended the quarter with 6,360 service stations, net addition of 292 service stations in the last 12 months.
- Total volume sold dropped 2%, affected supply disruption and lower traffic of vehicles.
- Otto-cycle volumes down 7%, the most affected segment due to truckers' strike.
- Gasoline-equivalent dropped 9% on higher share of ethanol in the mix.
- Diesel volumes grew 3% sustained by higher demand from agribusiness clients and new contracts.
- Aviation volumes grew by 10%, following market trends.

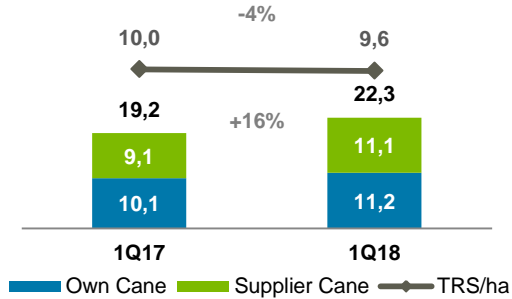
Notes: (1) Volumes based on Plural (former Sindicom) methodology. Otto-cycle represents the sum of gasoline and ethanol volumes. (2) As of 1Q18, EBITDA excludes amortization in assets arising from contracts with clients, as detailed in the earnings report. (3) Rebate represents the discounts granted to resellers for meeting the volume targets agreed upon at each contract signing.

Raízen Energia | Lower sales volume in the quarter

2Q18 adjusted EBITDA reached BRL 488 million (-39%), chiefly due to lower sugar sales volume in the period, in line with sales strategy for the year.

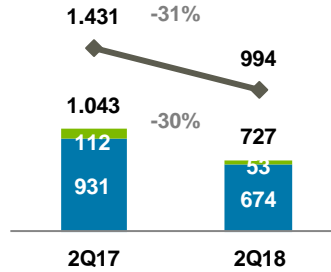
Crushing Volumes & Agri. Productivity⁴

'000 ton & ton of TRS/ha

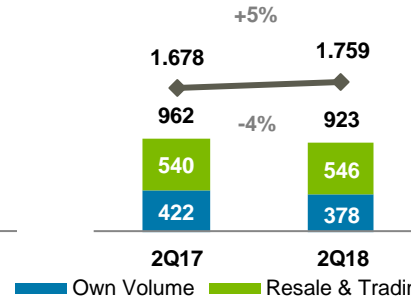


Volumes & Prices⁶

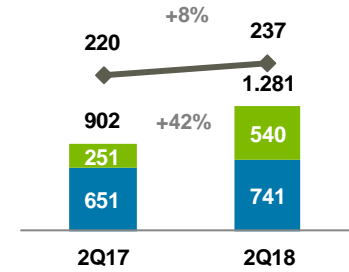
Sugar ('000 ton & BRL/ton)



Ethanol ('000 cbm & BRL/cbm)

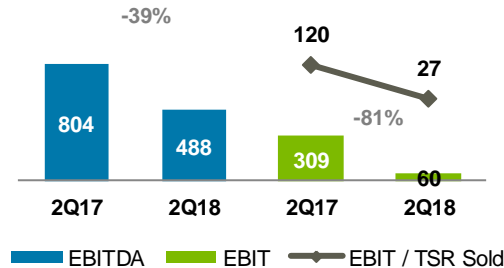


Cogeneration ('000 MWh & BRL/MWh)



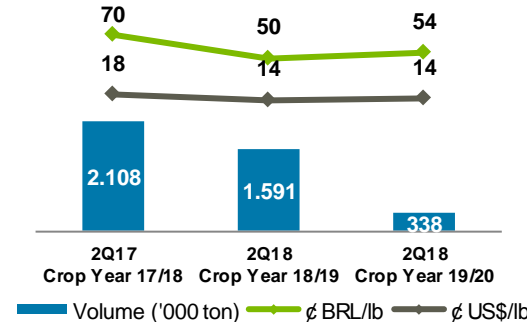
Adjusted EBITDA & EBIT⁵

BRL mln & BRL/ton



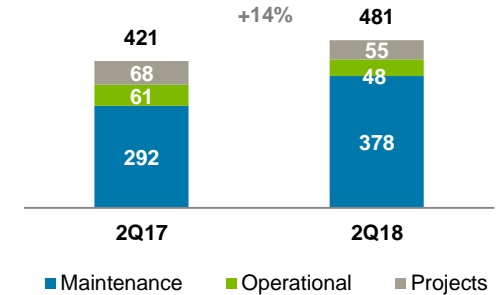
Hedge

Volumes & Prices⁷



CAPEX

BRL mln



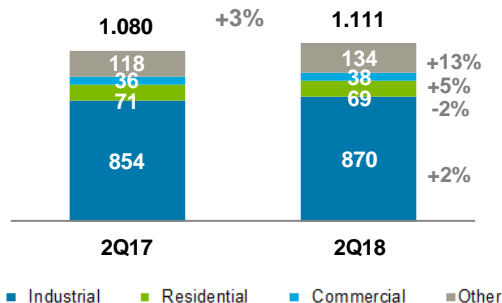
Note: (4) Measured by tons of TRS per hectare. (5) EBITDA and EBIT adjusted by (i) Variation in Biological Assets, (ii) Hedge Accounting and (iii) effect of foreign exchange hedge on sugar exports and (iv) nonrecurring effects, if applicable. (6) Sugar average price adjusted by (ii) and (iii). (7) Prices in Brazilian Reals include polarization premium.

Comgás | Industrial volume growth despite the strike

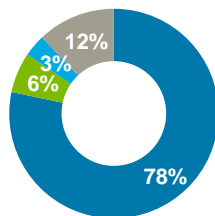
Normalized EBITDA reached BRL 491 million (+7%), driven by higher sales volumes, margin adjusted by inflation and stable operational expenses.

Sales Volume – ex-thermo

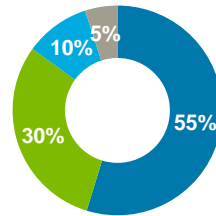
'mln cbm



Volume



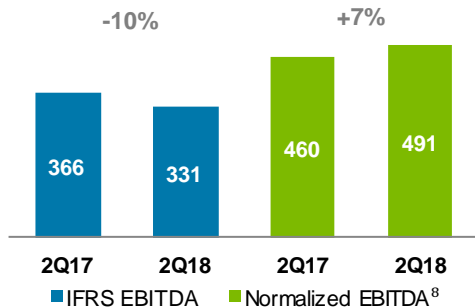
Contribution Margin



- Residential:** higher average temperature in the period, partially compensated by new connections (+108 thousand in the last 12 months).
- Commercial:** 5% expansion, driven by +1.3 thousand new clients connections since April of 2017.
- Industrial:** despite the truckers' strike, volume grew 2% compared to 2Q17.
- Refund of BRL 160 million in regulatory current account in 2Q18.

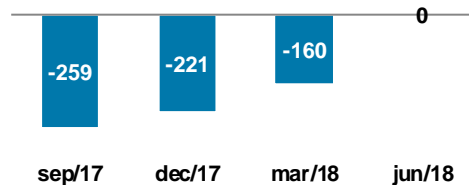
EBITDA

BRL mln



Regulatory Current Account Evolution

BRL mln



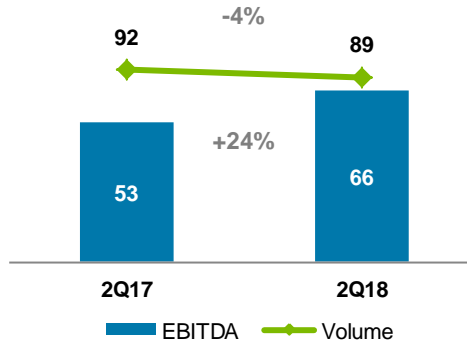
Notes: (8) Normalized EBITDA by the effect from the Regulatory Current Account.

Moove

- EBITDA totaled BRL 66 million in 2Q18 (+24%) due to higher sales volumes of finished products and international operations expansion.

EBITDA & Sales Volume

BRL mln and '000 cbm

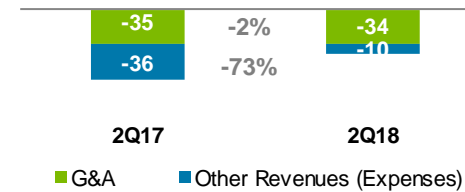


Cosan Corporate

- 2% drop in General and Administrative expenses compared to 2Q17 as a result of the company's cost control efforts.
- Other Expenses totaled BRL 10 million in 2Q18 mainly comprised by legal expenses and contingencies.

G&A and Other Revenues (Expenses)

BRL mln

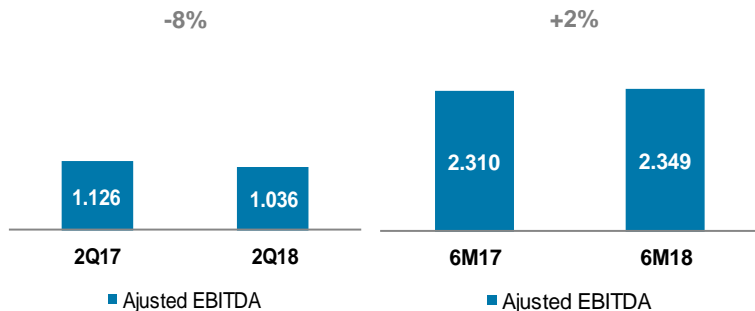


Cosan S/A Pro forma | Quarter highlights

Adjusted EBITDA of BRL 1.0 billion in 2Q18 (-8%), negatively impacted by truckers' strike at Raízen Combustíveis and lower concentration of sales volume in the quarter by Raízen Energia.

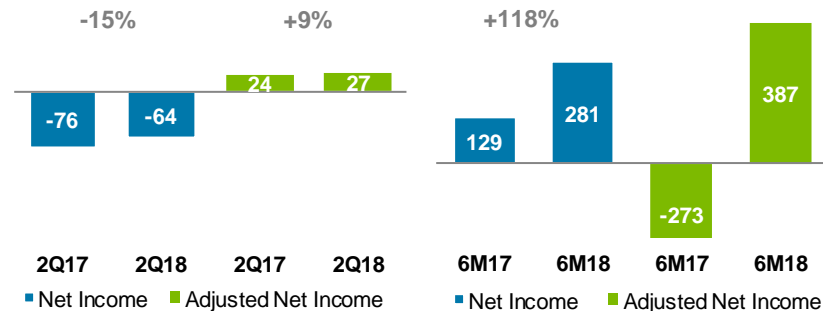
Adjusted EBITDA¹⁰

BRL mln



Net Income (Loss)

BRL mln



Notes: (9) Excludes one-off effects detailed in the Company's earnings report.

Proforma Debt and Leverage¹⁰ | Net Deb/EBITDA remains below 2,0x

Cash Flow

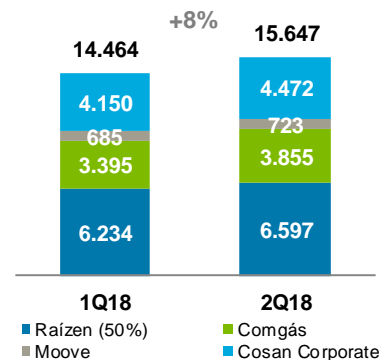
Cash Flow Reconciliation BRL MM	2Q18	2Q17	Var. %	6M18	6M17	Var. %
Cash Flow from Operations ¹¹	144	1.002	-86%	3.405	3.157	8%
Cash Flow from Investing	(588)	(374)	57%	(1.189)	(1.275)	-7%
Cash Flow from Financing Activities ¹¹	(282)	(17)	n/a	(1.113)	(1.132)	-2%
Dividends received	5	3	87%	5	3	87%
Free Cash Flow to Equity	(722)	613	n/a	1.109	752	47%
Cash and Cash Equivalents and Marketable Securities	5.983	6.026	-1%	5.983	6.026	-1%
Net Debt¹²	10.876	9.620	13%	10.876	9.620	13%
LTM EBITDA	5.621	4.550	24%	5.621	4.550	24%
Leverage (Net Debt/EBITDA)	1,8x	2,0x	-0,2x	1,8x	2,0x	-0,2x

Quarter Highlights

- **CFO:** negative impact of truckers' strike at Raízen Combustíveis, lower sales concentration at Raízen Energia and reduction in regulatory current account at Comgás.
- **CFI:** payment of USD 100mln in the quarter referring to the acquisition of Shell's downstream assets in Argentina by Raízen Combustíveis.
- **CFF:** buyback of BRL 598mln in shares issued by Cosan.
- Cosan distributed BRL 450mln in dividends this quarter.

Notes: (10) Gross Debt Pro forma includes 50% of Raízen, excludes obligations with preferred shareholders of BRL 1.5 billion.; (11) As of 1Q18, as detailed on the earnings report, investments arising from contracts with clients at Raízen Combustíveis ceased to compose CFUI and moved to CFO. (12) Net Debt includes obligations with preferred shareholders in the amount of BRL 1.2 billion. (13) excludes the obligations with preferred shareholder s; (14) Excludes costs of Perpetual Bond.

Gross Debt (BRL Mln)¹³



Gross Debt: funding at Comgás and Raízen.

Average Cost of Debt¹³:

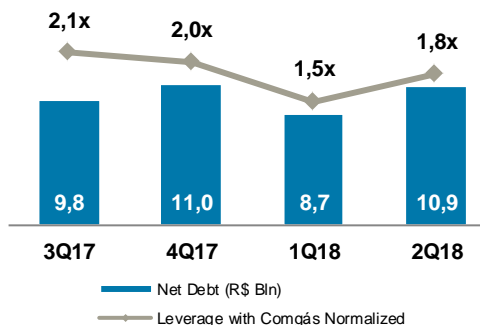
- Cosan Proforma: 108% CDI
- Cosan S/A Accounting: 119% CDI

Average Term¹⁴:

- Cosan Corporate: 7.8 years
- Cosan Proforma: 4.3 years

Leverage¹²

Net Debt / EBITDA LTM



		Actual 2017 (Jan-Dec)	Guidance 2018 (Jan-Dec)
Cosan S/A Consolidated	Pro forma Net Revenue (BRL mln)	49,368	50,000 ≤ Δ ≤ 53,000
	Pro forma EBITDA ¹⁵ (BRL mln)	5,134	4,900 ≤ Δ ≤ 5,400
Raízen Combustíveis	EBITDA ¹⁵ (BRL mln)	2,939	2,850 ≤ Δ ≤ 3,150
	Investments ¹⁶ (BRL mln)	781	800 ≤ Δ ≤ 1,000
Comgás	Total Volume Sold, excluding Thermo ('000 cbm)	4,291	4,400 ≤ Δ ≤ 4,600
	Normalized EBITDA ¹⁵ (BRL mln)	1,737	1,770 ≤ Δ ≤ 1,870
	Investments (BRL mln)	460	450 ≤ Δ ≤ 500
Moove	EBITDA (BRL mln)	175	200 ≤ Δ ≤ 230

		Actual Crop Year 2017/18 (Apr/17-Mar/18)	Guidance Crop Year 2018/19 (Apr/18-Mar/19)	Guidance review Crop Year 2018/19 (Apr/18-Mar/19)
Raízen Energia	Volume of Sugarcane Crushed ('000 tons)	61,217	62,000 ≤ Δ ≤ 66,000	60,000 ≤ Δ ≤ 63,000
	Volume of Sugar Produced ('000 tons)	4,294	4,200 ≤ Δ ≤ 4,600	4,200 ≤ Δ ≤ 4,600
	Volume of Ethanol Produced (million liters)	2,206	2,300 ≤ Δ ≤ 2,600	2,300 ≤ Δ ≤ 2,600
	Volume of Energy Sold ('000 of MWh)	3,928	2,500 ≤ Δ ≤ 2,700	2,500 ≤ Δ ≤ 2,700
	EBITDA ¹⁵ (BRL mln)	4,090	3,400 ≤ Δ ≤ 3,800	3,400 ≤ Δ ≤ 3,800
	Investments (BRL mln)	2,379	2,400 ≤ Δ ≤ 2,700	2,400 ≤ Δ ≤ 2,700

Notes (15) Cosan S/A Consolidated Pro forma EBITDA considers in both results and guidance the adjustments that are highlighted in the Company's earnings releases each quarter, that is, reflecting the recurring results of operations, excluding any one-off effects. (16:) Includes investments in assets arising from contracts with clients.



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