



COSAN S/A

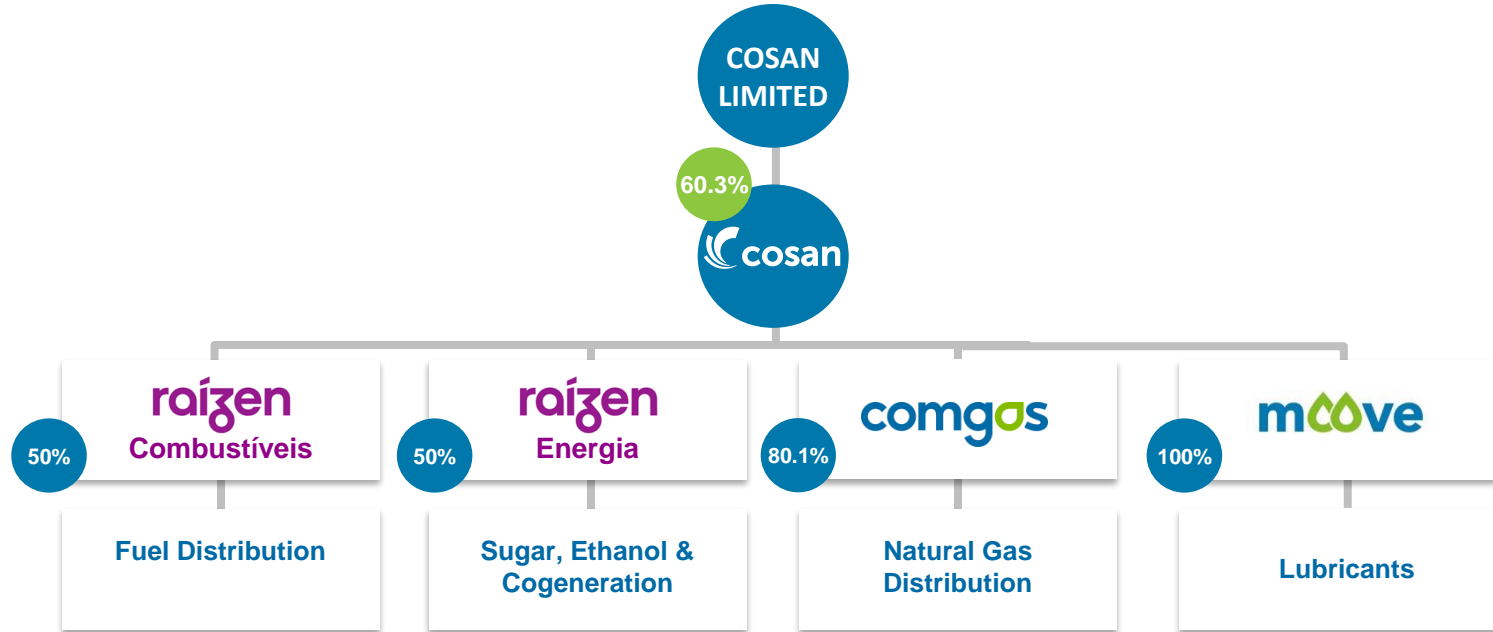
3Q18 Earnings Presentation

November 08, 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.

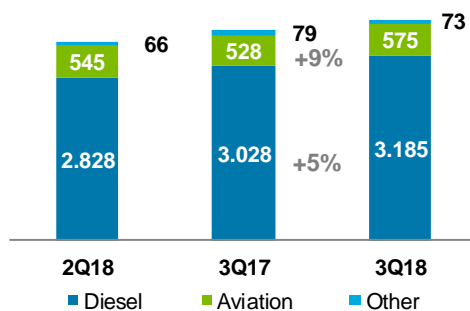
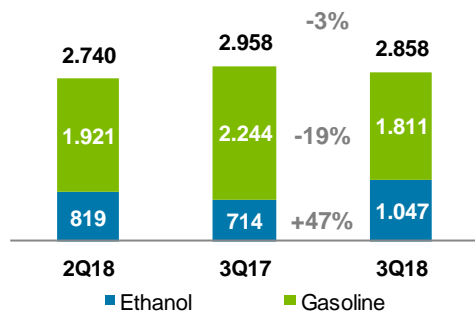


Raízen Combustíveis | Macroeconomic scenario and truckers' strike impact results

Adjusted EBITDA totaled R\$683 million in 3Q18 (-24%), still affected by remaining truckers' strike effects and lower demand in Otto-cycle.

Sales Volume¹

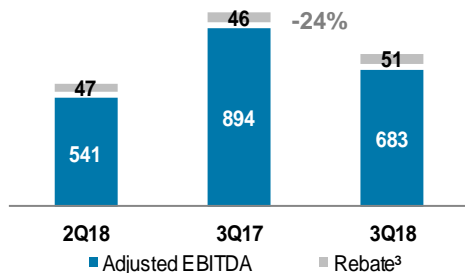
'000 cbm



- Network ended the quarter with 6,444 service stations, net addition of 306 service stations in the last 12 months.
- Total volume sold increased 1.5% vs 3Q17.
- Otto-cycle volumes down 3%, demand affected by World Cup and unemployment rate.
- Gasoline-equivalent dropped 7% with strong increase of ethanol in replacement of gasoline.
- Diesel volumes grew 5% sustained by higher demand from agribusiness and new B2B clients.
- Aviation volumes grew 9%, following the market-upturn trend.

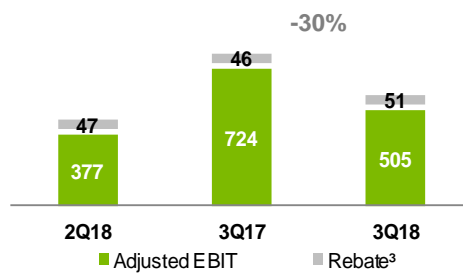
Adjusted EBITDA²

BRL mln



Adjusted EBIT

BRL mln



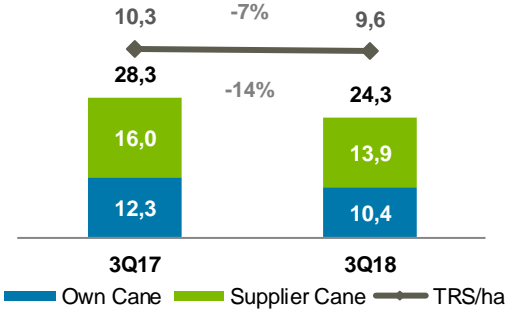
Notes: (1) Volumes based on Plural (former Sindicom) methodology. Otto-cycle represents the sum of gasoline and ethanol volumes. (2) EBITDA adjusted by non-recurring effects as detailed in Earnings Release. As of 1Q18, EBITDA excludes amortization in assets arising from contracts with clients, as detailed 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, focus on inter-harvest

3Q18 adjusted EBITDA was BRL 641 million (-54%), reflecting lower sugar prices, and mainly, lower volumes sold of this commodity. Sugar and ethanol inventories remain high.

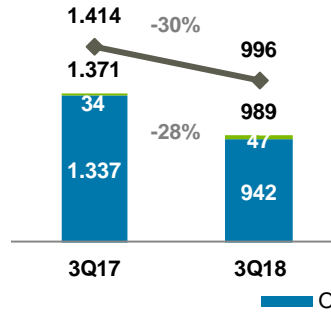
Crushing Volumes & Agri. Productivity⁴

'000 ton & ton of TRS/ha

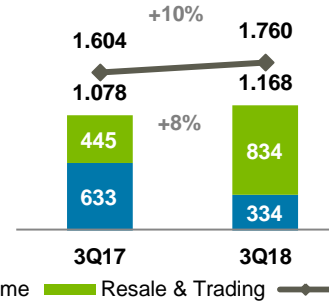


Volumes & Prices⁶

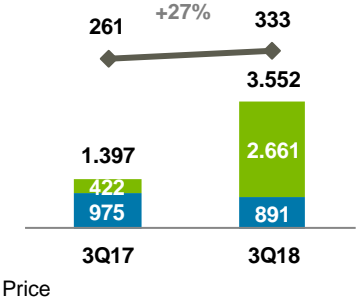
Sugar ('000 ton & BRL/ton)



Ethanol ('000 cbm & BRL/cbm)

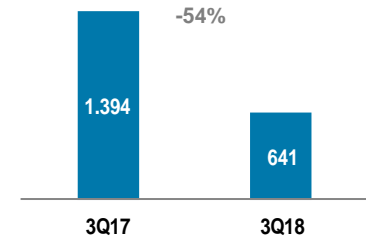


Cogeneration ('000 MWh & BRL/MWh)



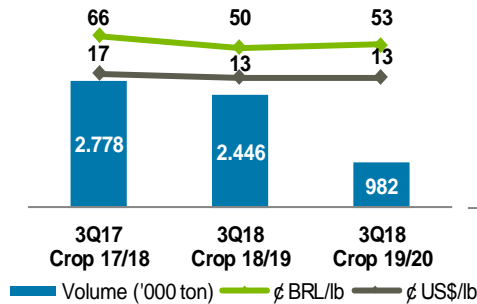
Adjusted EBITDA⁵

BRL mln & BRL/ton



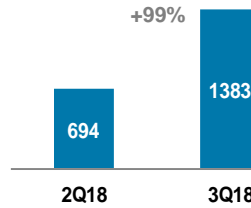
Hedge

Volumes & Prices⁷

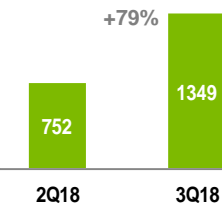


Inventory

Açúcar ('000 tons)

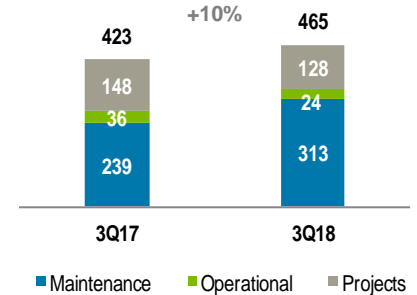


Ethanol ('000 m³)



CAPEX

BRL mln



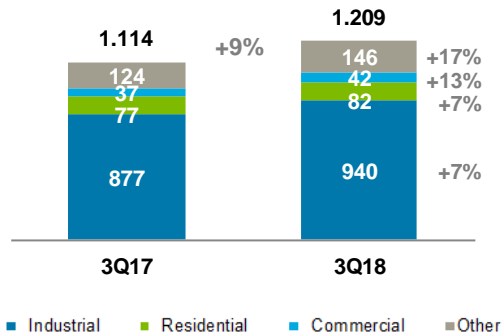
Note: (4) Measured by tons of TRS per hectare. (5) EBITDA adjusted by (i) Variation in Biological Assets, (ii) Hedge Accounting and (iii) effect of foreign exchange hedge on sugar exports and (iv) nonrecurring effects, if applicable. (6) Sugar average price adjusted by (ii) and (iii). (7) Prices in Brazilian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

Comgás | Growth in all segments

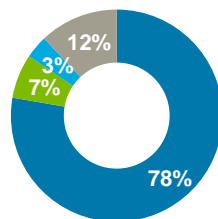
Normalized EBITDA reached BRL 546 million (+14%), mainly boosted by higher sales volume and strict control of operating expenses.

Sales Volume – ex-thermo

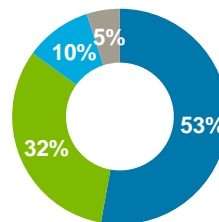
'mln cbm



Volume



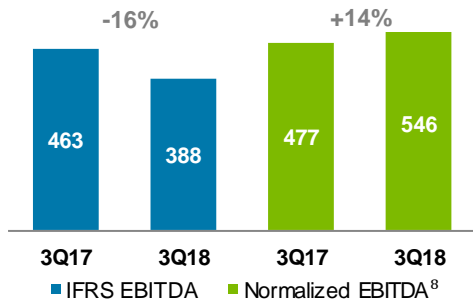
Contribution Margin



- Residential:** 7% expansion, driven by new connections (+110,000 in the last 12 months).
- Commercial:** 13% growth, benefited by the uptake in economic activity and addition of 1,100 new clients to the base since September of 2017.
- Industrial:** sales were up 7% versus 3Q17, boosted by negotiations to increase volume.
- Balance of BRL 161 million in regulatory current account in 3Q18 to be recovered from clients.

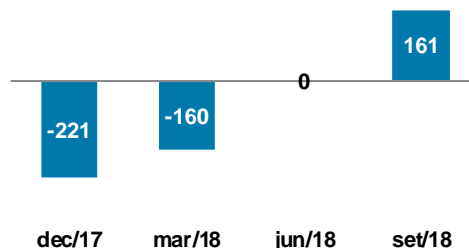
EBITDA

BRL mln



Regulatory Current Account Evolution

BRL mln



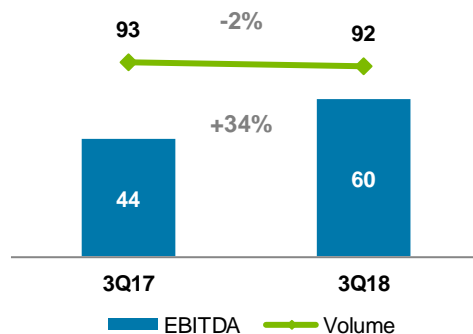
Notes: (8) Normalized EBITDA by the effect from the Regulatory Current Account.

Moove

- EBITDA totaled BRL 60 million in 3Q18 benefited by international-operations growth and a better mix of products sold.

EBITDA & Sales Volume

BRL mln and '000 cbm

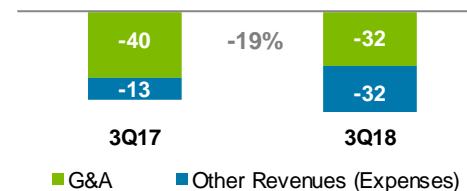


Cosan Corporate

- 19% drop in General and Administrative expenses compared to 3Q17 as a result of the company's cost control efforts.
- Other Expenses totaled BRL 32 million in 3Q18 mainly comprised by legal and contingency expenses.

G&A and Other Revenues (Expenses)

BRL mln

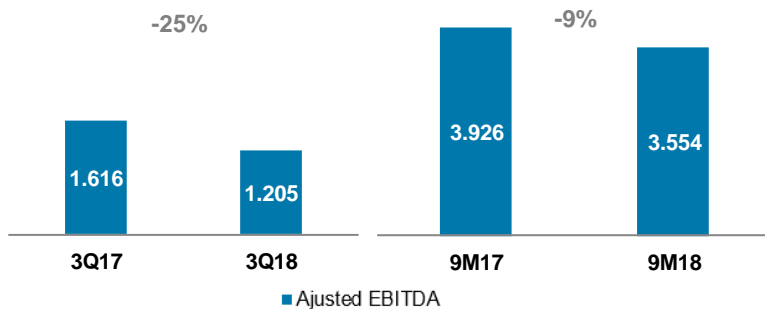


Cosan S/A Pro forma | Quarter highlights

Adjusted EBITDA came to BRL 1.2 billion in 3Q18 (-25%) due to the impacts in Raízen, but partially offset by EBITDA expansion in Comgás (normalized) and Moove.

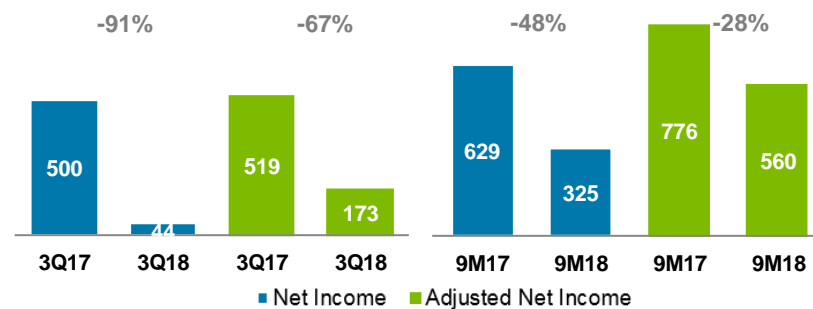
Adjusted EBITDA⁹

BRL mln



Adjusted Net Income⁹

BRL mln



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

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

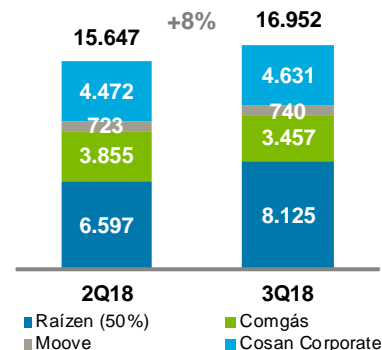
Cash Flow

Cash Flow Reconciliation BRL MM	3Q18	3Q17	Var. %	9M18	9M17	Var. %
Cash Flow from Operations ¹¹	381	817	-53%	3.818	3.975	-4%
Cash Flow from Investing	(383)	(764)	-50%	(1.603)	(2.040)	-21%
Cash Flow from Financing Activities ¹¹	831	(572)	n/a	(281)	(1.704)	-83%
Dividends received	0	0	-99%	5	3	87%
Free Cash Flow to Equity	829	(519)	n/a	1.938	233	n/a
Cash and Cash Equivalents and Marketable Securities	6.684	5.469	22%	6.684	5.469	22%
Net Debt¹²	11.350	9.790	16%	11.350	9.790	16%
LTM EBITDA Normalized	5.540	4.793	16%	5.540	4.793	16%
Leverage Normalized	2,0x	2,1x	0,0x	2,0x	2,1x	-0,1x

Quarter Highlights

- CFO: lower operating cash generated by Raízen Energia, in line with strategy of increasing inventories.
- CFI: higher expenditure at Comgás.
- CFF: debt raising at Raízen due to the payment of the acquisition of Shell Argentina assets.

Gross Debt (BRL Mln)¹³



Gross Debt: funding at Raízen.

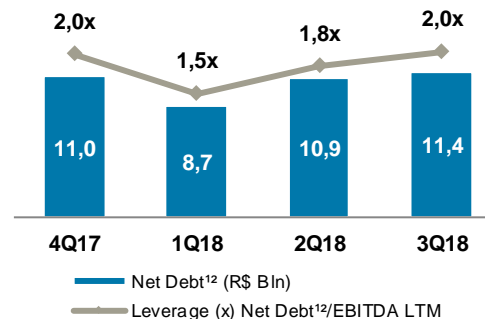
Average Cost of Debt¹³:

- Cosan Proforma: 109% CDI
- Cosan S/A Accounting: 121% CDI

Average Term¹⁴:

- Cosan Corporate: 7.7 years
- Cosan Proforma: 4.4 years

Normalized Leverage¹²



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.

		Actual 2017 (Jan-Dec)	Guidance 2018 (Jan-Dec)	Guidance review 2018 (Jan-Dec)
Cosan S/A Consolidated	Pro forma Net Revenue (BRL mln)	49,368	50,000 ≤ Δ ≤ 53,000	50,000 ≤ Δ ≤ 53,000
	Pro forma EBITDA ¹⁵ (BRL mln)	5,134	4,900 ≤ Δ ≤ 5,400	4,900 ≤ Δ ≤ 5,400
Raízen Combustíveis	EBITD15 ¹⁵ (BRL mln)	2,939	2,850 ≤ Δ ≤ 3,150	2,750 ≤ Δ ≤ 2,950
	Investments ¹⁶ (BRL mln)	781	800 ≤ Δ ≤ 1,000	800 ≤ Δ ≤ 1,000
Comgás	Total Volume Sold, excluding Thermo ('000 cbm)	4,291	4,400 ≤ Δ ≤ 4,600	4,550 ≤ Δ ≤ 4,650
	Normalized EBITDA ¹⁵ (BRL mln)	1,737	1,770 ≤ Δ ≤ 1,870	1,900 ≤ Δ ≤ 1,9500
	Investments (BRL mln)	460	450 ≤ Δ ≤ 500	470 ≤ Δ ≤ 530
Moove	EBITDA (BRL mln)	175	200 ≤ Δ ≤ 230	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	60,000 ≤ Δ ≤ 63,000	60,000 ≤ Δ ≤ 63,000
	Volume of Sugar Produced ('000 tons)	4,294	4,200 ≤ Δ ≤ 4,600	3,900 ≤ Δ ≤ 4,100
	Volume of Ethanol Produced (million liters)	2,206	2,300 ≤ Δ ≤ 2,600	2,300 ≤ Δ ≤ 2,600
	Volume of Energy Produced ('000 of MWh)	2,390	2,500 ≤ Δ ≤ 2,700	2,500 ≤ Δ ≤ 2,700
	EBITDA (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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