



Cosan S/A

1Q17 EARNINGS PRESENTATION

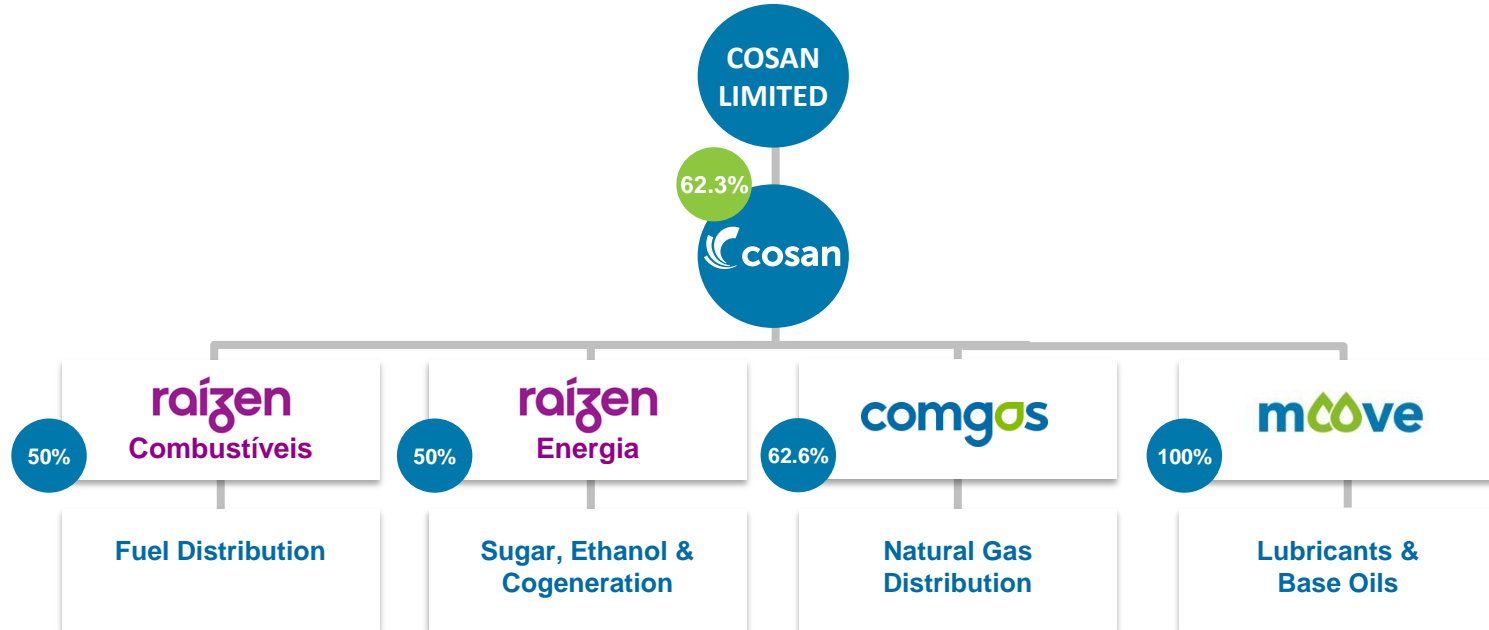
May 11, 2017

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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.

Cosan S/A | Business Units

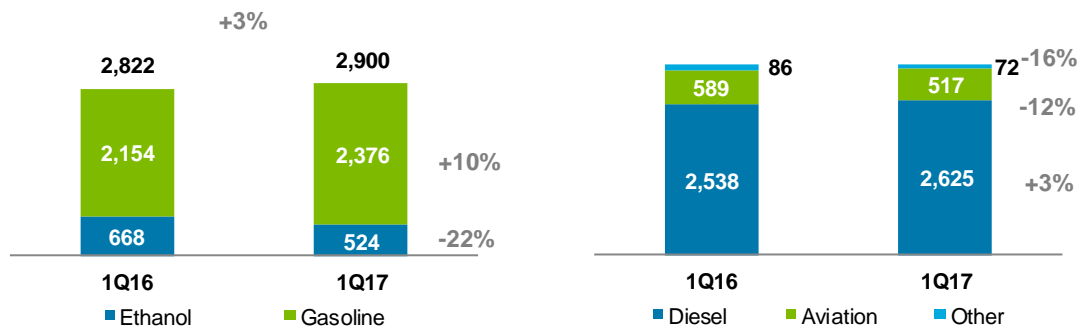


Raízen Combustíveis | Outperforming market volume

Adjusted EBITDA and EBIT grew in the quarter, boosted by higher volume sold with better sales mix, combined with gains from the supply and commercialization strategy, as well as cost reductions.

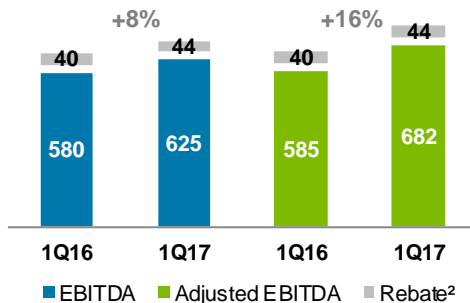
Sales Volume¹

'000 cbm



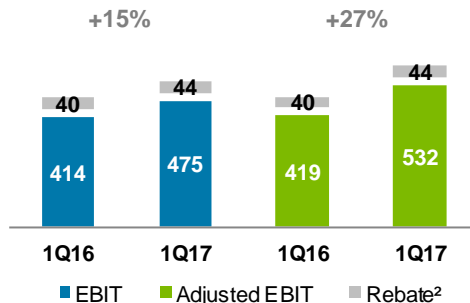
EBITDA & Adjusted EBITDA

BRL mln



EBIT & Adjusted EBIT

BRL mln



- Market: signs of deceleration of consumption downward trend – 1% only drop in sales in Brazil (ANP data)
- Network ended the quarter with 6,043 service stations, supporting above-market volume growth.
- Gasoline-equivalent volumes up 4% in 1Q17.
- Diesel volumes grew 3% despite longer intercrop period, due to new contracts with industrial clients.
- Aviation still affected by weaker demand (7% drop in departures, ANAC)
- EBITDA & EBIT adjusted by:

Asset sale: gain of BRL 10 mln in 1Q16 | loss of BRL 26 mln in 1Q17

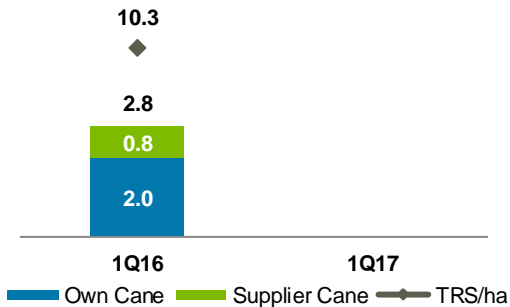
Other extraordinary effects: loss of BRL 16 mln in 1Q16 | loss of BRL 31 mln in 1Q17

Raízen Energia | Lower sales volumes in line with commercialization strategy for the crop

1Q17 adjusted EBITDA reached BRL 751 million (-36%) due to lower concentration of volume sold and higher CONSECANA cost, partially offset by higher sugar prices in Reais.

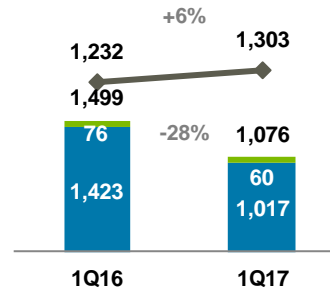
Crushing Volumes & Agri. Productivity³

'000 ton & ton of TRS/ha

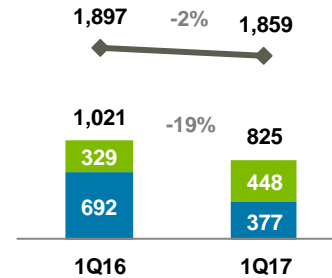


Volumes & Prices

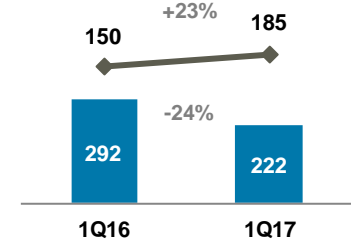
Sugar
('000 ton & BRL/ton)



Ethanol
('000 cbm & BRL/cbm)

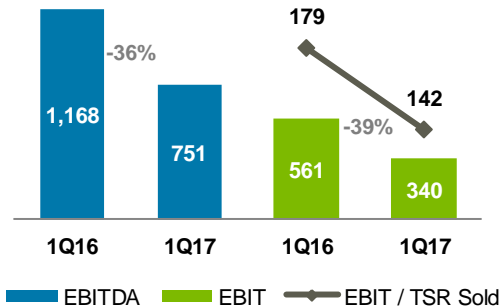


Cogeneration
('000 MWh & BRL/MWh)



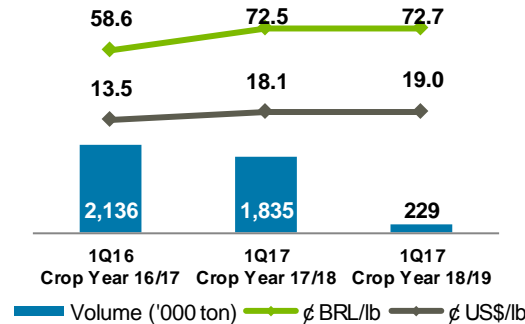
Adjusted EBITDA & EBIT⁴

BRL mln & BRL/ton



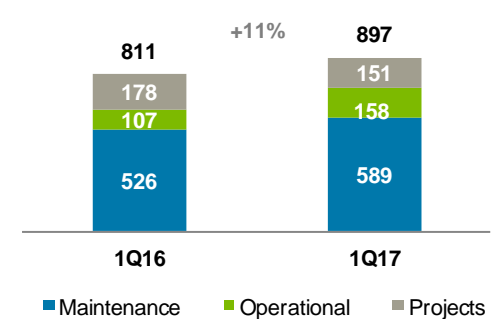
Hedge

Volumes & Prices⁵



CAPEX

BRL mln

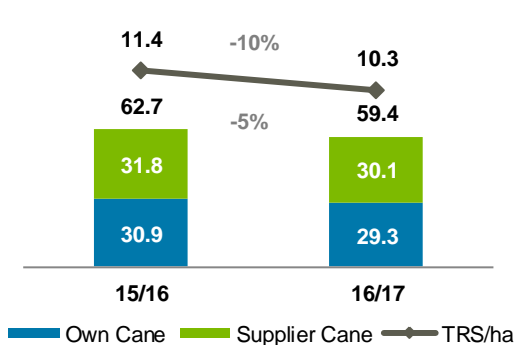


Raízen Energia | Efficiency gains and cost reduction in crop-year 2016/17

Adjusted EBITDA reached BRL 3.1 billion, in line with guidance, on lower volume sold, partially offset by higher prices (R\$ 3.7 billion including FX hedging). Unit cash cost, in sugar equivalent down 2% and TOTEX up only 4% ex-CONSECANA effect, reflecting efficiency gains

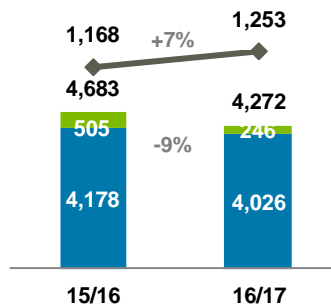
Crushing Volumes & Agri. Productivity³

'000 ton & ton of TRS/ha

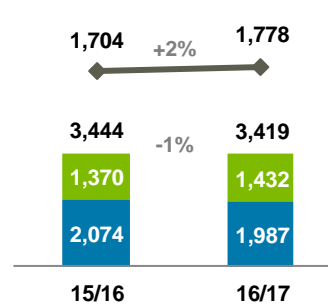


Volumes & Prices

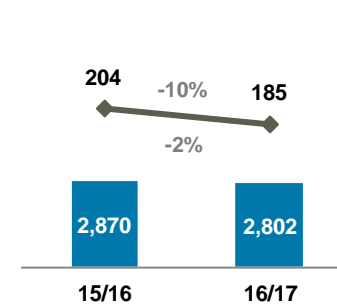
Sugar ('000 ton & BRL/ton)



Ethanol ('000 cbm & BRL/cbm)

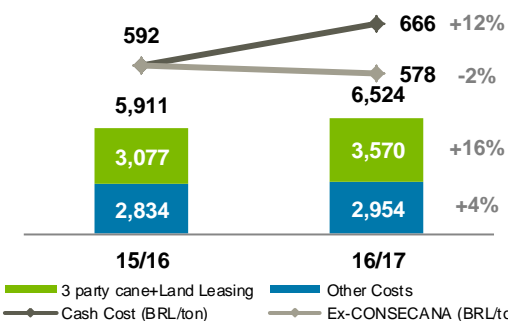


Cogeneration ('000 MWh & BRL/MWh)



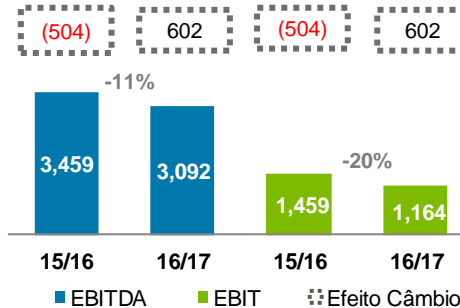
TOTEX⁶ and Cash Cost of Production

BRL mln and BRL/ton of Sugar Equivalent



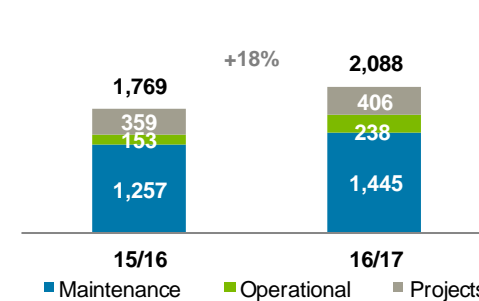
Adjusted EBITDA & EBIT⁴

BRL mln & BRL/ton



CAPEX

BRL mln



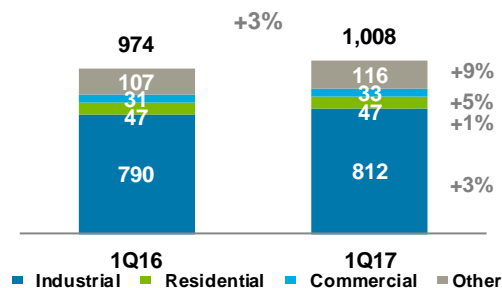
Notes: (3) Measured by tons of TRS per hectare. (4) EBITDA adjusted by (i) Variation in Biological Assets, (ii) Hedge Accounting and (iii) nonrecurring effects, if applicable. (6) TOTEX ("Total Expenditure") is equal to the sum of Maintenance CAPEX and OPEX, in nominal value.

Comgás | Volume growth in all segments

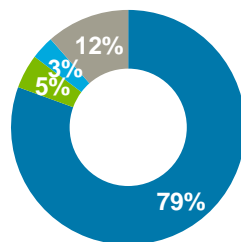
Normalized EBITDA grew this quarter on higher sales volumes across all segments and inflation adjustment of the regulatory margin (may/16).

Sales Volume⁷

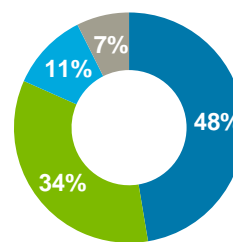
'mln cbm



Volume



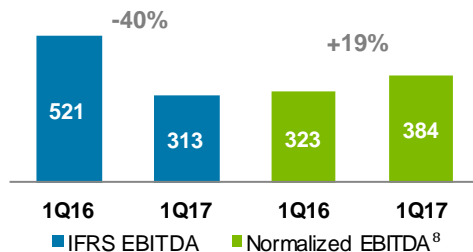
Contribution Margin



- Residential: new connections partially offset by higher average temperature.
- Commercial: 700 new clients connections in the last 12 months.
- Industrial: higher consumption in specific segments, besides weak comparison basis.
- BRL 60 million recovery in regulatory current account in 1Q17.

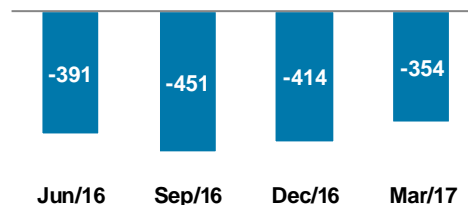
EBITDA

BRL mln



Regulatory Current Account Evolution

BRL mln

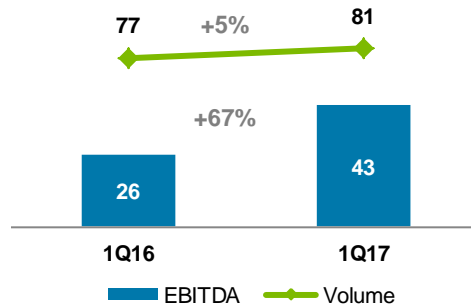


Moove

- Sales volumes in Brazil up 1% on 1Q17, outperforming the market (-1%, source SINDICOM); base oil and international operations had even better performance.
- EBITDA grew 67%, due to higher volume and better sales mix, when compared to 1Q16.

EBITDA & Sales Volume

BRL mln and '000 cbm

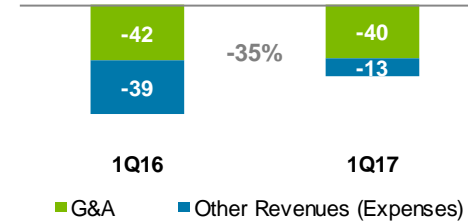


Cosan Corporate

- General and Administrative expenses in line with expectations.
- Other Expenses came to BRL 13 million in 1Q17 (-66%) due to lower concentration of expenses in the period.

EBITDA (ex- Equity Pick-up)

BRL mln

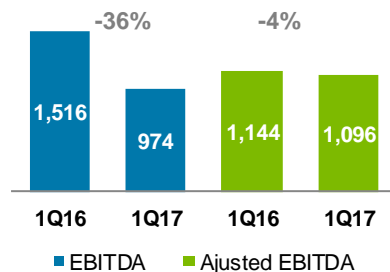


Cosan S/A Pro forma | Quarter Highlights

Adjusted EBITDA of BRL 1.1 billion in 1Q17 (-4%), due to better Raízen Combustíveis and Comgás results, offset by lower Raízen Energia results (BRL 1.2 billion including hedging gains). Net Income reached BRL 205 million and Free Cash Flow to Equity was BRL 139 million.

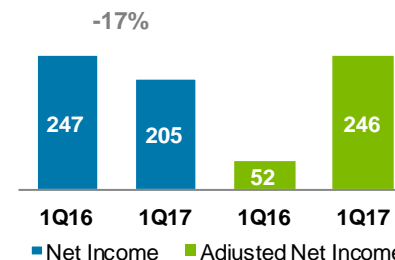
EBITDA⁹ & Adjusted EBITDA

BRL mln



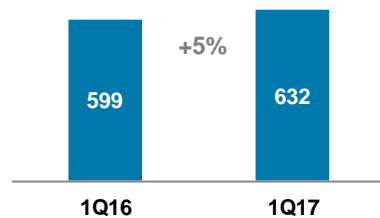
Net Income (Loss)

BRL mln



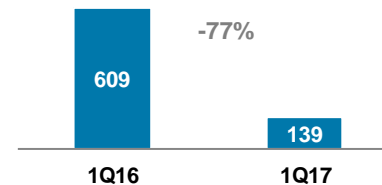
CAPEX⁹

BRL mln



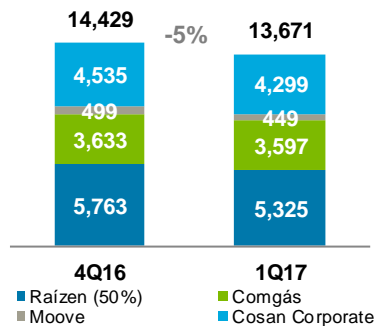
Free Cash Flow to Equity⁹

BRL mln

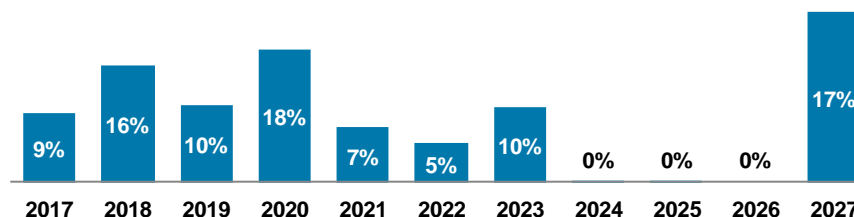


Debt and Leverage | Normalized leverage stabilized at 2.0x

Gross Debt (BRL Mn)¹⁰



Debt Amortization Profile¹¹

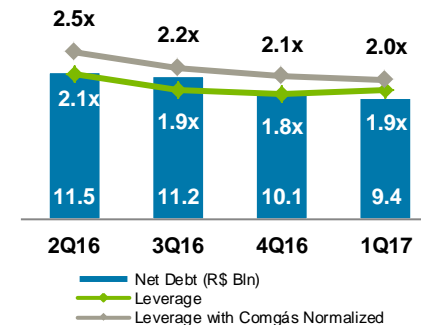


Average Term

Cosan Corporate: 8.6 years
Cosan Pro forma: 4.7 years

Leverage¹²

Net Debt / EBITDA LTM



Cash Flow and Net Debt¹²

Cash Flow Reconciliation BRL MM	1Q17	1Q16	Var. %
Cash Flow from Operations	2,156	2,081	4%
Cash Flow from Investing	(902)	(576)	57%
Cash Flow from Financing Activities	(1,115)	(897)	24%
Dividends received	-	1	-100%
Free Cash Flow to Equity	139	609	-77%
Cash and Cash Equivalents and Marketable Securities	6,083	4,846	26%
Net Debt	9,397	11,245	-16%
LTM EBITDA	4,996	5,011	0%
Leverage (Net Debt/EBITDA)	1.9x	2.2x	-0.3x

Gross Debt: Raízen successfully accessed international debt market and issued a 2027 inaugural Bond of USD 500 million at 5,3%.

Cash Generation

- **CFO:** Positive impact of BRL 233 million from assignment of credit amounts deriving from severance claims.
- **CFI:** BRL 276 million payment for the exercise of a put option.
- **CCF:** Interest payment seasonality named 2027 Bond in Cosan S/A.

Average Cost of Debt¹³: Cosan S/A Pro forma¹¹: 99% CDI and Cosan S/A: 102% CDI

Guidance 2017

		Actual 2016 (Jan-Dec)	Guidance 2017 (Jan-Dec)
Cosan S/A Consolidated	Pro forma Net Revenue (BRL mIn)	47,008	45,000 ≤ Δ ≤ 48,000
	Pro forma EBITDA ¹⁴ (BRL mIn)	4,503	4,750 ≤ Δ ≤ 5,250
Raízen Combustíveis	Adjusted EBITDA ¹⁴ (BRL mIn)	2,812	2,700 ≤ Δ ≤ 3,000
	CAPEX (BRL mIn)	797	800 ≤ Δ ≤ 1,000
Comgás	Total Volume Sold, excluding Thermo ('000 cbm)	4,119	4,000 ≤ Δ ≤ 4,300
	Normalized EBITDA ¹⁵ (BRL mIn)	1,465	1,550 ≤ Δ ≤ 1,650
	CAPEX (BRL mIn)	464	450 ≤ Δ ≤ 500
Moove	EBITDA (BRL mIn)	136	140 ≤ Δ ≤ 160

		Actual Crop year 2016/17 (Apr/16-Mar/17)	Guidance Crop Year 2017/18 (Apr/17-Mar/18)
Raízen Energia	Volume of Sugarcane Crushed ('000 tons)	59,391	59,000 ≤ Δ ≤ 63,000
	Volume of Sugar Produced ('000 tons)	4,227	4,300 ≤ Δ ≤ 4,700
	Volume of Ethanol Produced (million liters)	1,990	2,000 ≤ Δ ≤ 2,300
	Volume of Energy Sold ('000 of MWh)	2,802	2,000 ≤ Δ ≤ 2,200
	Adjusted EBITDA ¹⁴ (BRL mIn)	3,078	3,900 ≤ Δ ≤ 4,300
	CAPEX (BRL mIn)	2,088	2,100 ≤ Δ ≤ 2,400



Mario Silva
CEO

Paula Kovarsky
IRO

João Arthur Souza
CFO

Phillipe Casale
IR Manager

Website | ri.cosan.com.br

E-mail | ri@cosan.com.br

Telephone | +55 (11) 3897-9797