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# Cosan Corporate Modeling Guide





To help investors project net cash generation and Cosan Corporate's capital allocation capacity in order to calculate the Company's value, based on a vision of "cash in/sources" and "cash out/uses."

The main "sources" are dividends from subsidiaries, potential divestments based on asset portfolio management and new funding, among others.

As for "uses", after all the costs are paid, including organizational structure, debt etc., the balance funds will be allocated to maximize returns - acquisitions, share buyback, liability management, etc. and remunerate shareholders through dividends.



# Cosan Corporate: Strategic vision

Diversified portfolio bringing growth with return

**Liquidity** optimizing term and cost

Risk management focused on flexibility and optionality

Consistent **remuneration** to shareholders





# **Modeling Guide**

# **Definition of Cosan Corporate**

# **Sources**

- a. Dividends and interest on equity from subsidiaries
- b. Portfolio management: divestments
- c. Liability management: funding transactions
- d. Funding for acquisition of interest in Vale

# Uses

- e. Liability management: principal amortization
- f. Interest and other financial expenses
- g. Expenses (G&A, other expenses and taxes)
- h. Portfolio management: acquisitions, share buyback and CAPEX
  - Structure for acquisition of interest in Vale
- i. Distribution of dividends
  - Equity pick-up

# Direct cash flow



# Modeling Guide

# Definition of Cosan Corporate



# **Definition of Cosan Corporate**

It represents the reconciliation of Cosan's corporate structure, consolidating the parent company Cosan S.A. and other companies that have debts, holding companies with interest in subsidiaries and associated companies, among others. It reflects mainly: (i) top management (Boards and Executive Board) and corporate teams; (ii) cash and debts of the parent company and offshore financial companies; (iii) equity interest in subsidiaries; (iv) contingencies; and (v) pre-operational Investments.



# **Parent Company**

Cosan S.A.



# Holding companies with interest in subsidiaries and associated

- Cosan Oito S.A. (Vale Equity pick-up method)
- Cosan Nove Participações S.A.
- Cosan Dez Participações S.A.



# **Other Companies**

- Cosan Corretora de Seguros Ltda.
- Pasadena Empreendimentos e Participações S.A.
- Barrapar Participações Ltda.
- Aldwych Temple
- Cosan Limited Partners Brasil Consultoria Ltda.
- Cosan Global Limited
- Atlântico Participações Ltda.



# **Offshores**

- Cosan Luxembourg S.A.
- Cosan Overseas Ltd.

In the context of the acquisition of Vale, on November 30, 2023 the Company obtained sufficient evidence of its capacity to exert significant influence on Vale's policies and operations. Therefore, as from such date, Cosan classifies Vale as an associated company with significant influence, thus applying the equity pickup method to account for such investment.

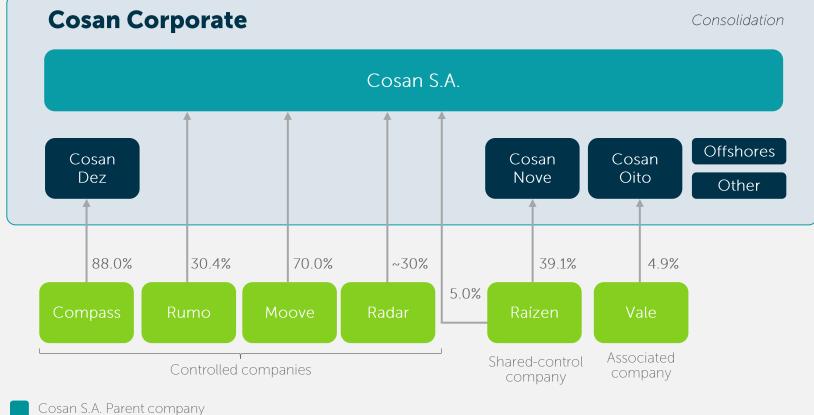
Note that, for better comparability of its results, the Company reassessed its structure of segments and, as from this quarter, Cosan Oito and Cosan Dez are incorporated in the Cosan Corporate segment. In the previous quarters Cosan Dez was part of the Compass segment at the consolidated perspective of Cosan S.A..





# Consolidation map

Structure reconciliation



- Operational companies
- Intermediary holding companies and other non-operating companies









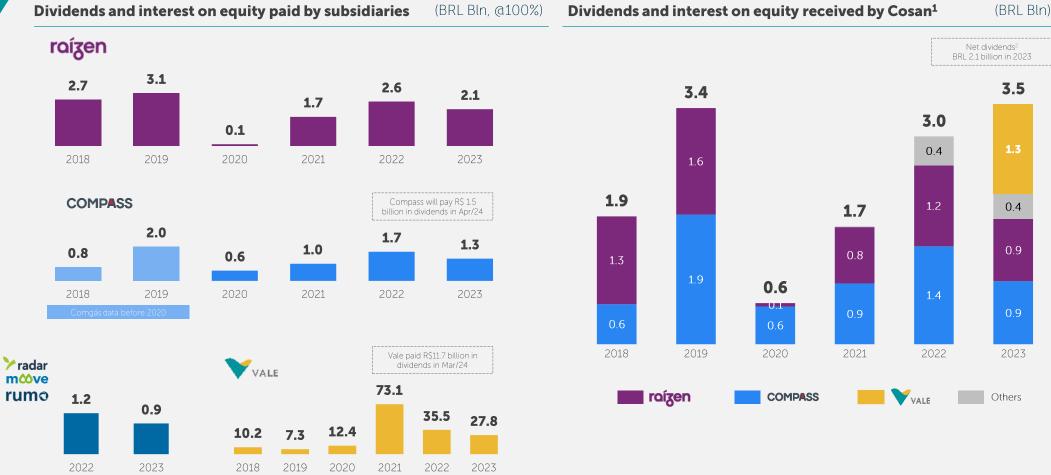
# 2020 Divid

# Sources

# (a) Dividends and interest on equity from subsidiaries

History of consistent dividends, from increasingly diversified sources, which guarantees liquidity for the Company.





Notes: (1) Considering gross dividends received from Cosan Corporate per the Statement of Cash Flow for years prior to 2021. (2) Net of derivative expense to the banks financing the collar structure and net of the dividends distributed to preferred shareholders of Cosan Nove and Cosan Dez.

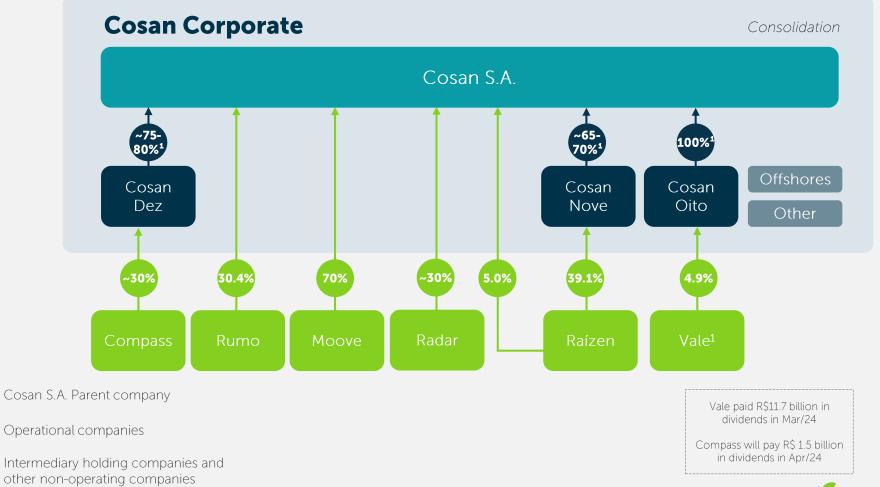




# (a) Map of dividends



Business portfolio balances growth and shareholder remuneration, enabling constant optimization of the group's capital structure





# (b) Portfolio management: Divestments

Divestments concluded in 2022 and 2023 to optimize resources and returns; greater focus on relevant assets with optionality, ensuring adequate capital structure



# Payly

Dec/22<sup>1</sup> **BRL 87 mln** 



May/23<sup>2</sup> **BRL 45 mln** 

installments subject to inflation adjustment

BRL 15 million received in May/2023, balance to be received in two annual installments adjusted by 100% of CDI

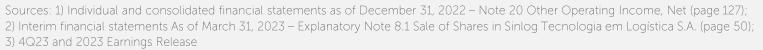


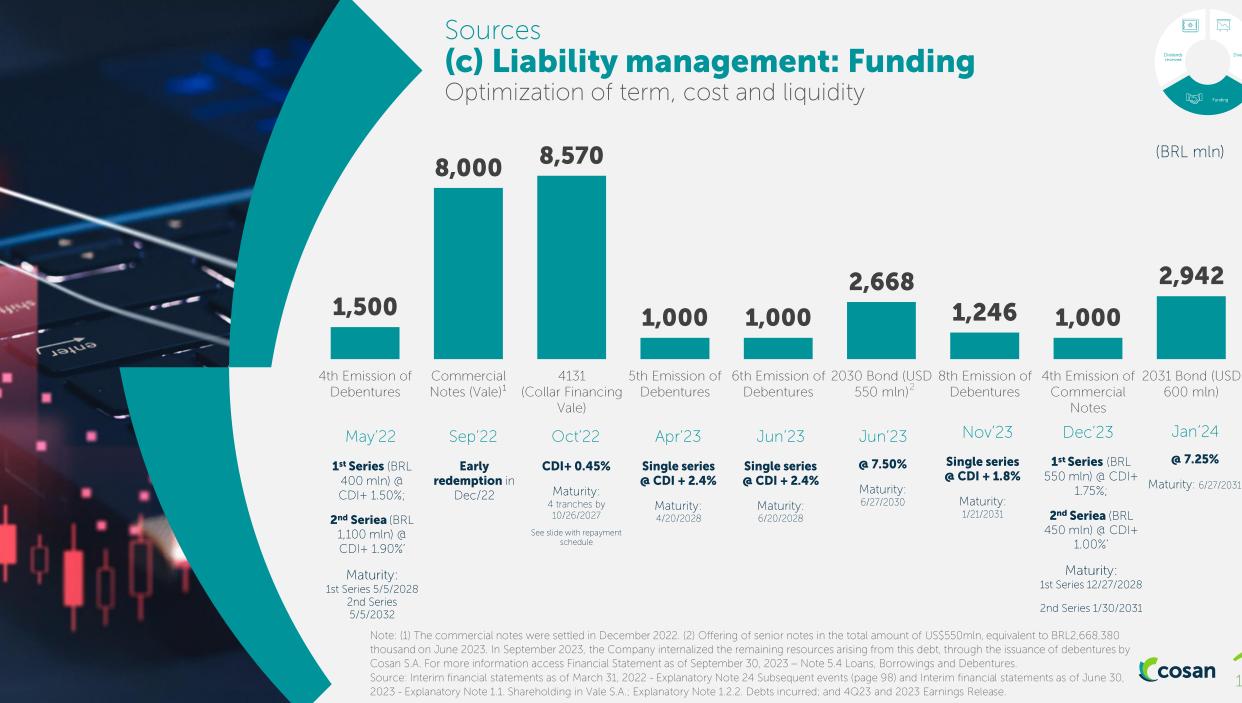
Sale of 0.22% of VALE3 shares

Dec/23<sup>3</sup> **BRL 699 mln** 

Value of shares sale excluding payment of the linked debt









(BRL mln)

2,942

600 mln) Commercial

Notes

Jan'24

**@ 7.25%** 1st Series (BRL

550 mln) @ CDI+ Maturity: 6/27/2031 1.75%:

2<sup>nd</sup> Seriea (BRL 450 mln) a CDI+ 1.00%

Maturity: 1st Series 12/27/2028

2nd Series 1/30/2031

thousand on June 2023. In September 2023, the Company internalized the remaining resources arising from this debt, through the issuance of debentures by Source: Interim financial statements as of March 31, 2022 - Explanatory Note 24 Subsequent events (page 98) and Interim financial statements as of June 30,





# (d) Funding for acquisition of interest in Vale

# BRL 17.4 bln



# **Collar Financing**

BRL 8.6 bln<sup>1</sup>

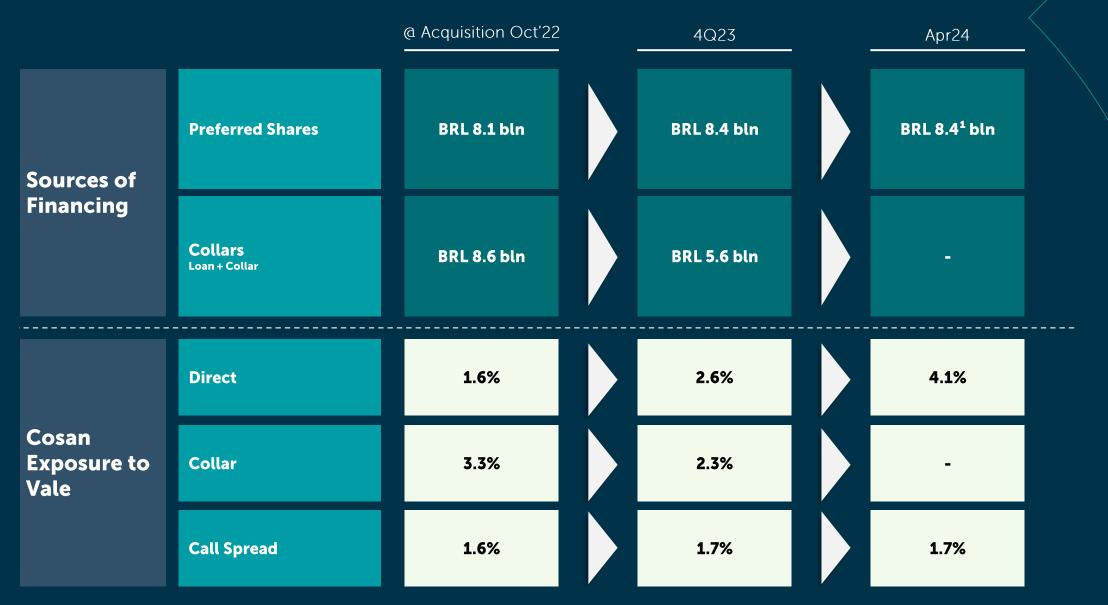
a CDI +0.45% (JPM + Citi)

Apr/24: 4131 debt has been fully settled

- Financing in 4131 category, with this structure hedged by derivatives and converted to Brazilian real
- Fixed-interest debt in BRL, with installments to be paid annually (Oct/24, Oct/25, Oct/26 and Oct/27). The installments were hedged via NDFs for forex hedge in EUR and JPY and later with swap to CDI
- Installments include principal and interest. Interest is accrued on a daily basis and paid only upon maturity
- Debt has shares subject to fiduciary sale (overcollateralized) Loan to Value (LTV) of 80% at the start of the operation. There is no margin call!
- A portion of the dividends received in connection with shares in the collar, approximately 70%-80% is transferred to banks for maintaining the fixed strike prices. From April 19, 2024, with the total settlement of the collar structure, Cosan S.A. will capture 100% of the dividends received from Vale
- Upon maturity of each installment: 1) Self-liquidation against the collar structure (no extra funds required from Cosan) debt is paid with the sale of shares; 2) Cosan pays the loan and retains the shares; 3) Flexibility to postpone, with renegotiation of strike prices



# Vale: significant financial optionality





# (d) Funding for acquisition of interest in Vale

# BRL 17.4 bln



# Preferred shares<sup>1</sup>

@ CDI +1.25% (Bradesco + Itaú)

BRL 8.1 bln<sup>1</sup>

- Funding through preferred shares of intermediary holding companies that hold interest in Cosan's subsidiaries (Equity)
- Return on investment through a part of dividends paid by Raízen and Compass to shareholders, including the banks Itaú and Bradesco
- Preferred shareholders receive unproportional dividends to their ownership interest in Cosan Nove and Cosan Dez
- Flexible structure and without pre-established maturity
- Cosan has a call option, at its discretion, against banks holding the right to repurchase all preferred shares, after the third year of the operation
- Average implicit cost of the option is CDI + 1.25% (all-in)
- If Cosan does not exercise this option during the period, at the end of the transaction, the final dividend distribution to preferred shareholders is exactly the amount of the option

### Rescue value of preferred shares<sup>3</sup>

BRL mln	Initial financial rescue value	Update	Dividends paid	Updated financial rescue value
Cosan Nove	4,115	546	(449)	4,212
Cosan Dez	4,000	575	(373)	4,202
Total	8.115	1,121	(822)	8,414

Financial structure of acquisition of non-controlling interest in Vale

Structure
Preferred
Shares²

Cosan Nove
(BRL 4.115 bln
APR!)

39.0%

88.0%

FOITSEN

Companies
Operating
Companies

A SPV Raízen (Cosan Nove): percentage of Raízen's profits that will be paid as dividends to preferred shareholders. The percentage must be applied on the 39% interest held by Cosan Nove in Raízen:

### 2023-2025: ~30-359

B SPV Compass (Cosan Dez): percentage of Compass' profit that will be paid in the form of dividends to preferred shareholders. The percentage below must be applied to the 88% that Cosan Dez has in Compass:

### 2023-2025: ~25-30%

Preferred share structures were formalized in December 2022











Acquisitions, Share buyback and CAPEX

Expenses and taxes

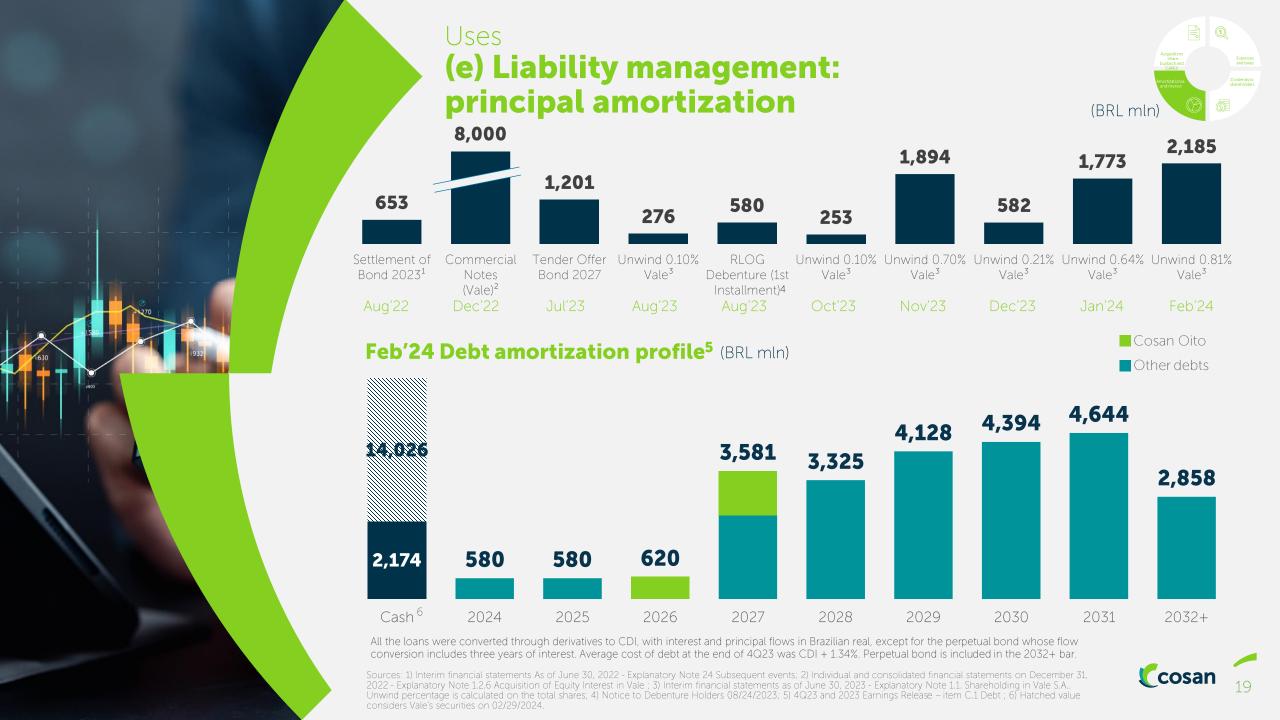
Amortizations and interest

Dividends to shareholders





Uses







# (f) Interest and other financial expenses

Reconciliation of net debt - Cosan Corporate<sup>1</sup>

(BRL mln)	Company	4Q22	4Q23	
Cosan Corporate		(Oct-Dec)	(Oct-Dec)	
4131 Resolution	Cosan Oito	9,430	5,836	
Debentures <sup>2</sup>	Cosan S.A.	5,476	8,151	
<b>Commercial Notes</b>	Cosan S.A.	-	996	
Bond (Senior Notes 2027)	Offshores	3,587	2,016	
Bond (Senior Notes 2029)	Offshores	3,954	3,626	
Bond (Senior Notes 2030)	Offshores	-	2,639	
Perpetual bonds	Offshores	2,642	2,451	
MTM NDF Collar Financing	Cosan Oito	(621)	936	
MTM derivatives	Cosan Oito	2,124	(635)	
MTM derivatives <sup>3</sup>	Cosan S.A.	(885)	560	
Gross debt		25,706	26,576	
Cash, cash equivalents and securities		(22,023)	(3,670)	
Cash and cash equivalentes		(1,622)	(2,679)	
Securities		(20,401)	(990)	
Cosan Oito		(19,586)	(25)	
Others		(815)	(965)	
Net debt (a)		3,683	22,906	
Vale's shares market value (12/31/	23) (b)		16,279	
Managerial net debt (c = a - b)			6,627	



### TRS - Total Return Swap: Hedge strategy for share buyback

- Current balance of 113.3 million shares<sup>4</sup>, marked to market
- Cost of position is in line with Company's average cost of debt

### 2023 Interest Coverage: 1.0x

For more details see item C.1.1. of the 4Q23 and 2023 Earnings Release

- Corporate debt guaranteed Cosan's relevant capital allocation movements
- Risk policy: Financial flow converted to Brazilian real (Company's functional currency)
- Average cost of debt on December 31, 2023, in Brazilian real, i.e., was **CDI + 1.34%**







# (g) Expenses (G&A, other expenses and taxes)



# **G&A & Other Income (Expenses)**<sup>1</sup>

Reflects the cost of corporate structure, including personnel, consulting, contingencies and other expenses (BRL mln)



# **Taxes**

PIS/COFINS: Non-operating company, that is, these taxes, except on sale of assets or financial income in general:

### IR/CS:

- Nominal rate of 34% on EBT to calculate current (payable) or deferred IR/CS (tax loss to be compensated)
- Corporate's Result consists of equity income from subsidiaries (already taxed and excluded from EBT) and expenses (G&A, contingencies and financial)
- Balance of tax losses can be used to offset the IR/CS payable in divestment operations, settlement of derivatives
- For more information, access explanatory note 15 of the September 30 Interim financial statements. Note that in the Cash Flow Statements of the same document there is complementary information on Cosan S.A.'s IR/CS cash expense.





# (h) Portfolio management: acquisitions, capital injectiom, share buyback and CAPEX



# Radar



Acquisition of interest

BRI 174 bln

Increase in stake **Radar**<sup>1</sup>

Total: BRL 1.5 bln

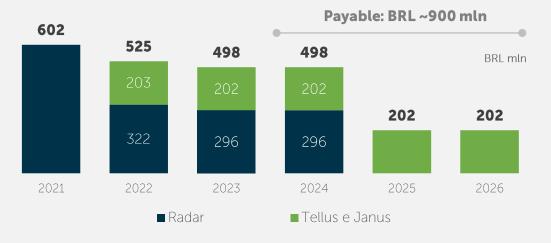
Sep/21

Increase in stake

Tellus & Janus<sup>2</sup>
Total: BRL 1.0 bln

Oct/22





# **CAPEX & Other**

Total: ~BRL 600 mln

Corporate structure CAPEX; Other investments; etc.

# **Share buyback**

- Capital allocation alternative
- We invested ~BRL 108 million between Jan/22 and Mar/24 in Company's own shares <u>Click here</u> to access the share repurchase plan in effect





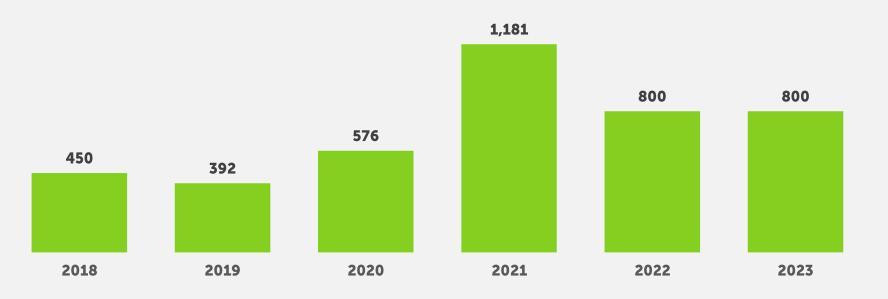


# (i) Distribution of dividends

Remuneration to shareholders (cash effect) as defined in the Company's Bylaws (minimum 25%)

(BRL mln)





# **Distribution policy:**

- As set forth in Cosan's Bylaws, at least 25% of adjusted net income should be distributed as mandatory annual dividends. Adjusted net income is the amount that can be distributed, before any deductions for statutory reserves and investment project reserves
- For more information, see <u>page</u> on dividends



# **Equity pick-up**

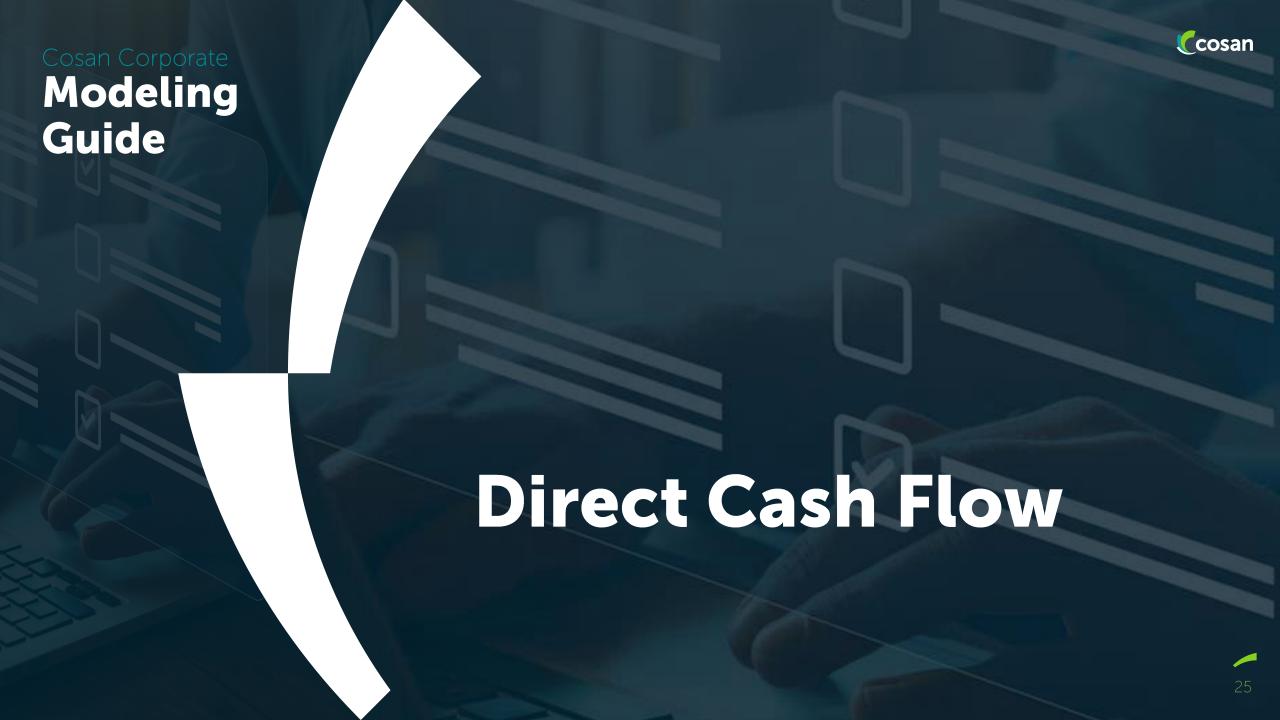
Calculation base for net income (loss)

DDI min	2022		
BRL mln	(Jan-Dec)	(Jan-Dec)	
Raízen <sup>1</sup>	(334)	714	
Cosan Nove (Raízen) <sup>1</sup>	241	981	
Shared-control company (a)	(92)	1,695	
Rumo	156	219	
Cosan Dez (Compass) <sup>2</sup>	1,605	1,390	
Moove	341	194	
Radar <sup>3</sup>	1,007	748	
Other	(0)	(0)	
Controlled companies (b)	3,109	2,551	
Cosan Oito (Vale) <sup>4</sup>	-	96	
Associated company (c)	-	96	
<b>Equity pick-up Cosan Corporate (a+b+c)</b>	3,017	4,342	

Sources: 4Q23 and 2023 Earnings Release

Notes: ((1) The subsidiary Cosan Nove, which holds 39.1% of Raízen S.A., was created for the investment in Vale, and is included in the consolidated results of Cosan Corporate. The effect of the interest held by the preferred shareholder (Itaú S.A.) is shown under profit attributable to non-controlling shareholders; in addition, Cosan held a direct interest of 5% in Raízen. (2) In the same context, Compass began to be consolidated in Cosan Dez, with Cosan S.A. no longer holding a direct interest; (3) Result composed by the interests held in Radar (50%), Tellus (20%) and Janus (20%). (4) Composed by the equity pickup of Vale referring to December. For more information, see item B. Cosan Oito – Investment in participation in Vale of 4Q23 and 2023 Earnings Release







# **Direct Cash Flow**

# Cosan Corporate

Cash flow statement	2022	2023 (Jan-Dec)	
BRL mln	(Jan-Dec) (		
Sources	29.210	11.094	
Dividends and interest on equity received	3.024	3.491	
Portfolio management: divestments	24	694	
Debt management: funding	18.020	6.887	
Capital payment	8.142	22	
Uses	(29.860)	(9.679)	
Debt management: principal repayment	(8.624)	(4.714)	
Interest and other financial expenses	(2.618)	(2.666	
Expenses (G&A, other expenses and taxes)	32	(69	
Portfolio management: acquisitions & repurchases	(17.824)	(568	
Portfolio management: capex	(26)	(42	
Dividend distribution	(799)	(798	
Preferential distribution	-	(822	
Managerial Excess/Cash consumption	(649)	1.415	
Other cash effects <sup>1</sup>	(531)	(218	
Managerial Cash generation/consumption	(1.180)	1.197	
Initial cash and equivalents	3.331	22.023	
Securities - Cosan Oito	-	19.586	
Others	3.331	2.437	
Managerial Cash generation/consumption	(1.180)	1.197	
Update of investment value in specific entities and other non-cash effects	20.183	(19.636)	
Exchange variation on cash and cash equivalents	(311)	86	
Final cash and equivalents	22.023	3.670	
Securities - Cosan Oito	19.586	25	
Others	2.437	3.645	

