Earnings Release 3Q18

Votorantim S.A.

VOTORANTIM 100 YEARS

3Q18 Highlights

R$ million	3Q18	3Q17	3Q18 vs. 3Q17	2Q18	3Q18 vs. 2Q18	LTM	2017	LTM vs. 2017
Net revenues	8,983	7,383	22%	8,162	10%	31,222	26,975	16%
Adjusted EBITDA	1,686	1,295	30%	1,718	-2%	5,904	4,760	24%
EBITDA margin	19%	18%	1 p.p	21%	4 p.p	19%	18%	1 p.p
Net income	112	519	-78%	146	-23%	691	810	-15%
Net debt/Adj. EBITDA LTM	2.59 x	3.95 x	-1.36 x	2.69 x	-0.11 x	2.59 x	2.60 x	-0.01 x
CAPEX	592	674	-12%	514	15%	2,673	3,113	-14%

Considers Votorantim Cimentos, Nexa, CBA, Votorantim Energia, Long Steel and Holding. Citrosuco and Banco Votorantim are recognized under the equity method.

Consolidated

- Net revenues totaled R$9.0 billion, 22% higher than in 3Q17, positively affected mainly by the depreciation of the Brazilian real against the US dollar on the consolidation of operations abroad, and higher average prices in the Brazilian cement operations.
- Adjusted EBITDA amounted to R$1.7 billion, an increase of 30% when compared to 3Q17.
- Net income of R$112 million in 3Q18, versus a net income of R$519 million in 3Q17.
- The net debt/adjusted EBITDA ratio steady at 2.59x.

Votorantim Cimentos (VC)

- Adjusted EBITDA amounted to R$840 million in 3Q18, a 66% increase when compared to 3Q17. On a like-for-like basis, excluding non-recurring impacts, adjusted EBITDA would have increased 21%.
- The 1.1x leverage reduction was due to increased operational performance and free cash flow generation
- Divestment of non-strategic asset in Peru.
- New Co. in Luxembourg to concentrate international investments: more efficient capital management

Nexa

- Results driven by lower metal prices, partially offset by higher sales volumes from the smelters.
- The investment in the Aripuanã project was approved by the Board of Directors.

CBA

- Net revenues reached R$1.4 billion, a 22% growth over 3Q17, positively impacted by better aluminum all-in prices in local currency and higher share of value-added products in both Upstream and Downstream segments.
- Adjusted EBITDA totaled R$229 million, 53% higher than in 3Q17, while EBITDA margin increased from 13% to 16%, as a result of an effective strategy implemented in recent years.

Votorantim Energia (VE)

- Acquisition of the controlling stake in the Brazilian hydro power generation company Companhia Energética de São Paulo (CESP) through the joint venture (JV) with Canada Pension Plan Investment Board (CPPIB).
- Net revenues amounted to R$1.3 billion, 20% higher when compared to 3Q17.

- 31% increase in adjusted EBITDA when compared to 3Q17.

Long Steel business

- Argentina – Net revenues increased by 22% when compared to 3Q17, mainly due to higher prices and stable volumes.
- Colombia – Net revenues increased by 50%, mainly due to higher prices, partially offset by decrease in sales volume.

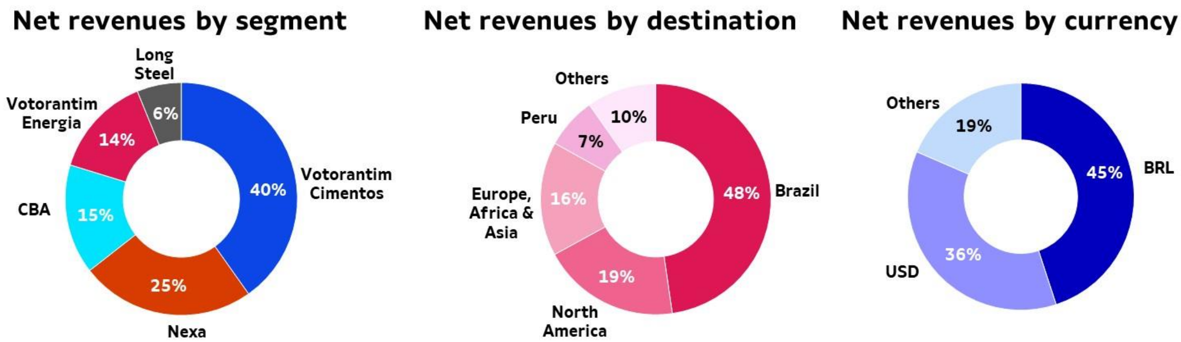
1. OPERATING AND FINANCIAL PERFORMANCE

Results analysis

R$ million	3Q18	3Q17	3Q18 vs. 3Q17	
Net revenues	**8,983**	**7,383**	**1,600**	**22%**
COGS	**(7,252)**	**(5,686)**	**(1,566)**	**28%**
SG&A	**(732)**	**(667)**	**(65)**	**10%**
Selling expenses	(176)	(184)	8	-4%
General & adm. expenses	(556)	(483)	(73)	15%
Other operating results	**(225)**	**(400)**	**175**	**-44%**
Depreciation, amortization and depletion	**659**	**559**	**100**	**18%**
Other additions and exceptional items	**253**	**106**	**147**	**139%**
Adjusted EBITDA	**1,686**	**1,295**	**391**	**30%**
EBITDA margin	**19%**	**18%**	**-**	**1 p.p**

Considers Votorantim Cimentos, Nexa, CBA, Long Steel, Votorantim Energia and Holding. Citrosuco and Banco Votorantim are recognized under the equity method

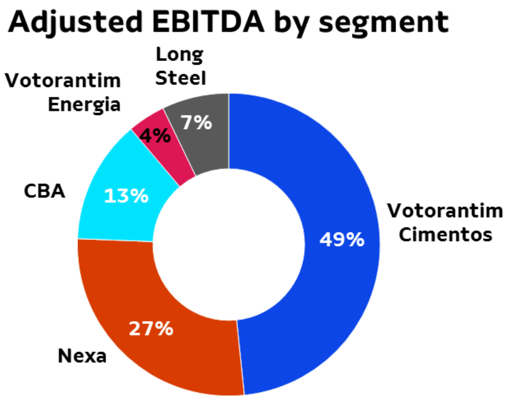
Net revenues in 3Q18 totaled R$9.0 billion, 22% higher when compared to 3Q17. This result is mainly due to the depreciation of the Brazilian real against the US dollar on the consolidation of operations abroad, and higher average prices in the Brazilian cement operations. Higher sales volume of zinc in Brazil and higher aluminum all-in prices in local currency, also contributed to the increase in net revenues.



The variation in Other Operating Results in 3Q18 versus 3Q17, is mainly explained by the non-recurring tax adjustments, in the Brazilian cement operations, which had a negative effect in the 3Q17 results, and did not occur in 3Q18.

Adjusted EBITDA came to R$1.7 billion, with a margin of 19%, up by 30% when compared to 3Q17, mainly explained by the depreciation of the Brazilian real against the US dollar. The non-recurring tax adjustments, as mentioned before, also positively impacted the variation in adjusted EBITDA.

The other variations are mainly explained by the depreciation of the Brazilian real against the US dollar.



Financial result

R$ million	3Q18	3Q17	3Q18 vs. 3Q17 R$	3Q18 vs. 3Q17 %
Financial income from investments	94	132	(38)	-29%
Financial expenses from borrowings	(356)	(397)	41	-10%
Exchange variation	(246)	200	(446)	N.M.
Net hedge result	51	(173)	224	N.M.
Other financial income (expenses), net	(168)	(261)	93	-36%
Net financial result	**(625)**	**(499)**	**(126)**	**25%**

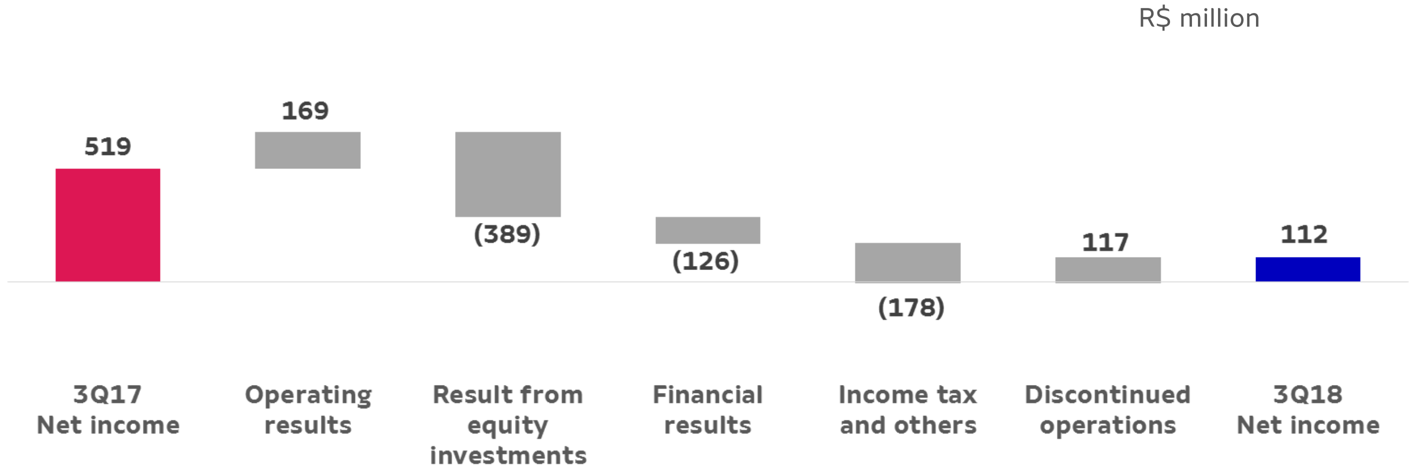
Financial income from investments totaled R$94 million in 3Q18, a decrease of 29% when compared with 3Q17, due to lower interest rates in Brazil: the average interbank rate (CDI) went down from 9.17% p.a. in 3Q17 to 6.39% p.a. in 3Q18.

Financial expenses from borrowings decreased by 10%, mainly due to the reduction in gross debt, result of the liability management initiatives implemented in previous quarters, primarily at Votorantim Cimentos.

Exchange variation loss came to R$246 million in 3Q18, compared to a gain of R$200 million in 3Q17. The negative impact was caused by a 4% depreciation of the Brazilian real against the US dollar in 3Q18 (Sep. 30, 2018: R$/US$4.00 | Jun. 30, 2018: R$/US$3.86) versus a 4% appreciation of the Brazilian real in 3Q17 (Sep. 30, 2017: R$/US$3.17 | Jun. 30, 2017: R$/US$3.31), which is a non-cash effect.

The net hedge result totaled R$51 million in 3Q18, increasing by R$224 million due to the fair value of the derivatives instruments used to convert the 4131 bilateral loans from US dollar to Brazilian real (cross-currency swap), which was also impacted by the depreciation of the Brazilian real.

Net Income



Votorantim S.A. reported a net income of R$112 million in 3Q18, versus a net income of R$519 million in 3Q17.

The positive variation of R$169 million in Operating results is mainly explained by the increase in the adjusted EBITDA.

The result from equity investments decreased by R$389 million, reflecting the lower net income recorded by Citrosuco and the non-recognition of Fibria's results, to be mentioned on page 17.

Financial result decreased by R$126 million, mainly due to the non-cash effect of the R$446 million decrease in exchange variation.

The negative variation of R$178 in income tax and others is due mainly to a lower amount of tax credits on accumulated losses in the aluminum and cement businesses.

Discontinued operations reflect the divestments in Florida and China, executed by Votorantim Cimentos in 3Q17.

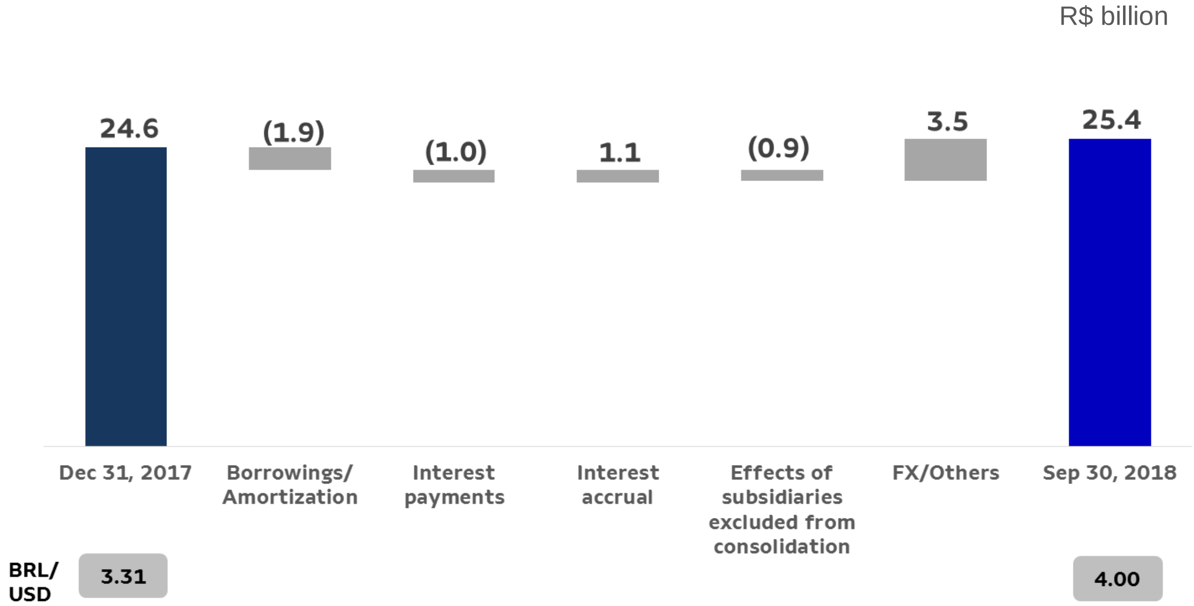
Liquidity and Indebtedness

Indicator	Unit	Sep/18[(2)]	Sep/17[(2)]	Sep/18 vs Sep/17	Dec/17[(2)]	Sep/18 vs Dec/17
Gross debt	**R$ million**	**25,353**	**24,913**	**2%**	**24,630**	**3%**
in BRL[(1)]	R$ million	5,137	8,793	-42%	7,873	-35%
in foreign currency	R$ million	20,216	16,120	25%	16,757	21%
Average maturity	**years**	**7.9**	**7.6**	**-**	**7.6**	**-**
Short-term debt	**%**	**10.2%**	**8.7%**	**1.5 p.p**	**10.4%**	**-0.2 p.p.**
Cash, cash equivalent and investments	**R$ million**	**9,985**	**9,551**	**5%**	**12,466**	**-20%**
in BRL	R$ million	4,105	5,223	-21%	6,078	-32%
in foreign currency	R$ million	5,880	4,328	36%	6,388	-8%
Fair value of derivative instruments	**R$ million**	**97**	**(498)**	**N.M.**	**(192)**	**N.M.**
Net debt	**R$ million**	**15,271**	**15,859**	**-4%**	**12,356**	**24%**
Net debt/Adj. EBITDA LTM	**x**	**2.59x**	**3.95 x**	**-1.36x**	**2.60x**	**-0.01x**
BRL/USD	**R$**	**4.00**	**3.17**	**26%**	**3.31**	**21%**

(1) 4131 bilateral loan considered as BRL due to the cross-currency swap
(2) Considers only the Industrial Segment

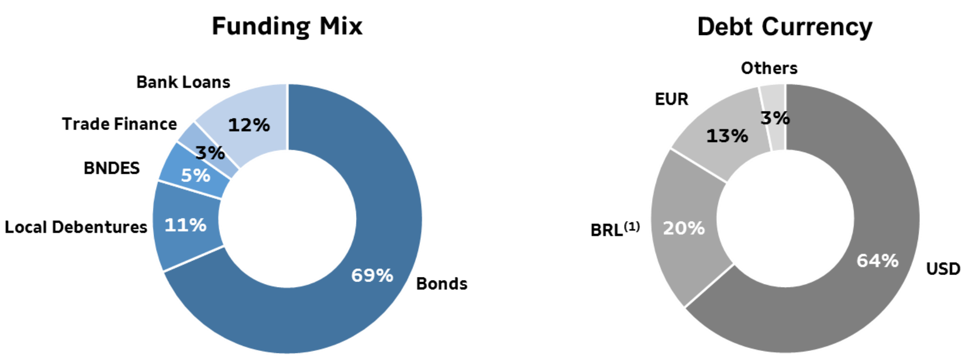
In September 2018, gross debt amounted to R$25.4 billion, 3% higher when compared to December 2017. Despite the prepayment of R$1.9 billion of debts, primarily by Votorantim Cimentos, during the first nine months of the year, this decrease in gross debt was offset by the depreciation of the Brazilian real against the US dollar (from R$/US$3.31 in Dec/17 to R$/US$4.00 in Sep/18).

The chart below summarizes the main changes in gross debt figures:



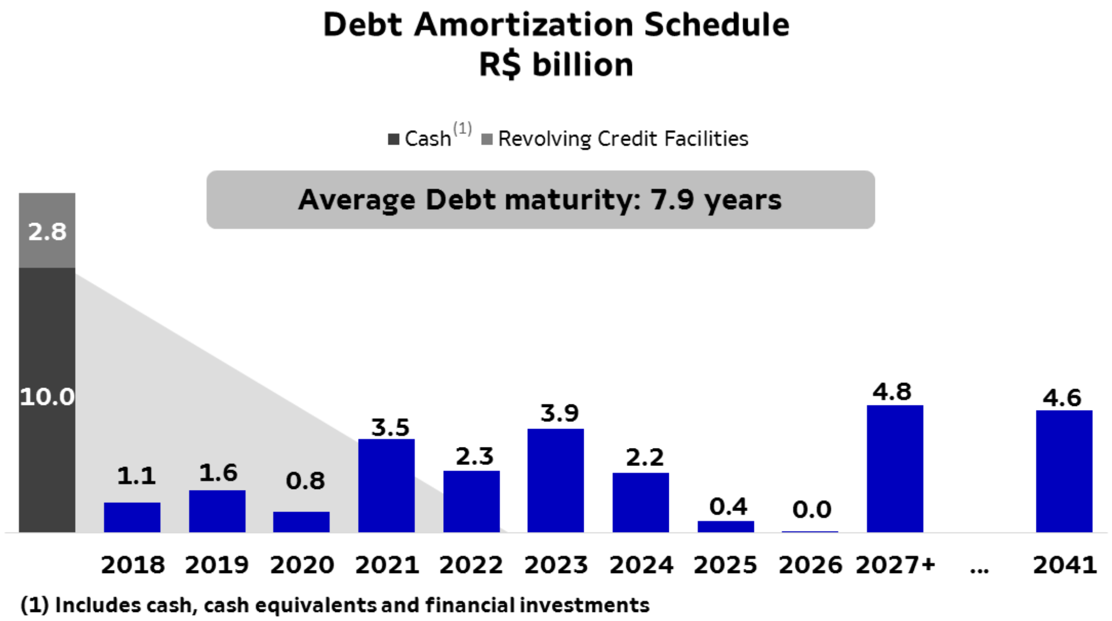
The Effects of subsidiaries excluded from consolidation represents the total debt of the Ventos do Piauí project, which is now at the JV level and is not consolidated in VSA figures.

The funding mix and the debt currency breakdown are presented below:

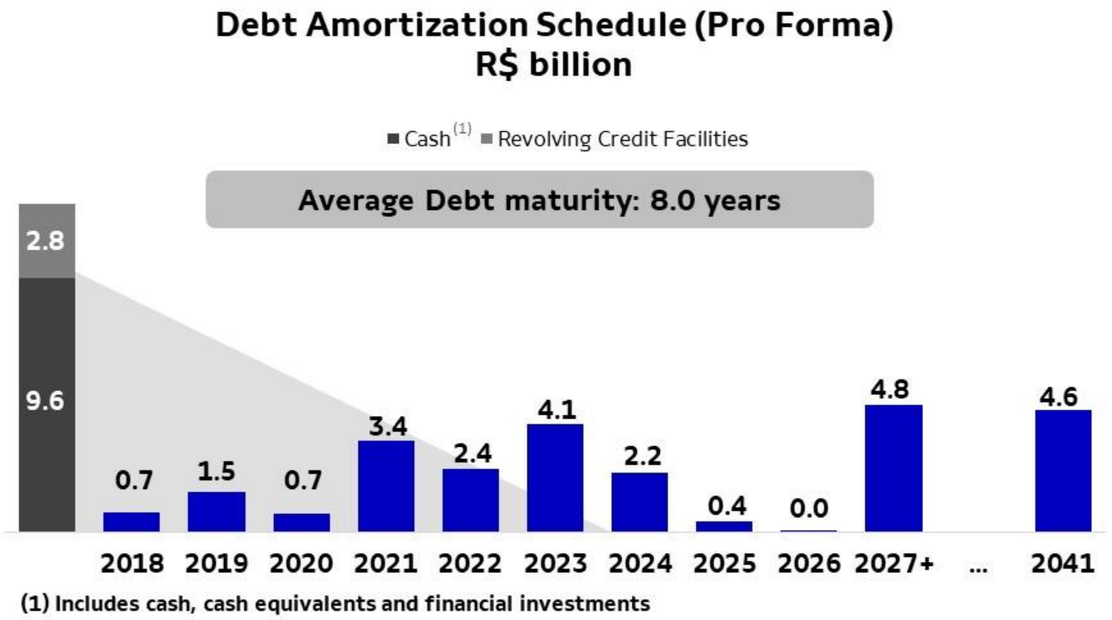


(1) 4131 bilateral loan considered as BRL due to the cross-currency swap

The chart below summarizes the debt amortization schedule:



In October 2018, Votorantim Cimentos prepaid their portion of the bond due in 2020 (50% of total prepaid amount – US$212 million), which was guaranteed by Fibria, VSA and VCSA. Also, as part of their strategy to reduce costs and extend maturity, Votorantim Cimentos executed a 4131 loan at VCNNE (R$202 million) in order to prepay more expensive bilateral loans in VCEAA, resulting in a smoother amortization schedule, as shown below in a pro forma bases:



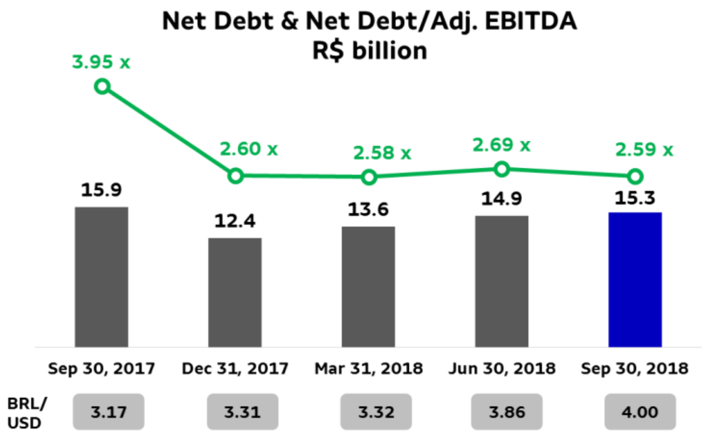
Cash, cash equivalents and financial investments ended the quarter at R$10.0 billion, 41% of which was denominated in Brazilian real. This cash position is sufficient to cover all obligations due in the next 5 years.

Cash is mainly invested in Brazilian government bonds and fixed-income products of Brazilian and foreign financial institutions. Most of these investments are in high quality counter parts, have high liquidity and are diversified in order to reduce concentration risk.

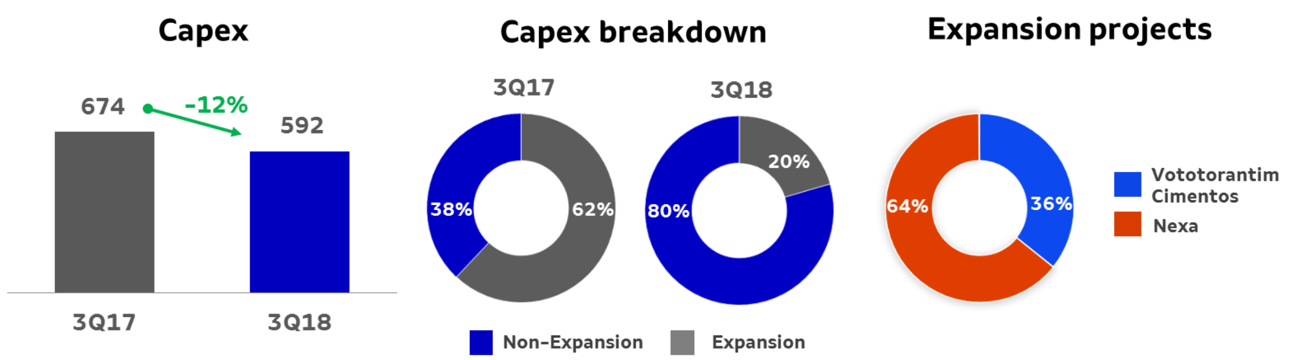
On August 09, 2018, Votorantim S.A. and Votorantim Cimentos, concluded the extension of the revolving credit facilities. Twelve banks are committed with the revolvings, of US$200 million for Votorantim S.A. and US$500 million for Votorantim Cimentos. In total, the amount was reduced from US$1.2 billion to US$700 million.

The two revolving credit facilities, both expiring in 2023, strengthen Votorantim's liquidity position, which totaled R$12.8 billion in 3Q18. These revolving credit facilities were not disbursed.

Net debt totaled R$15.3 billion, 24% higher when compared to December 2017, mainly explained by the depreciation of the Brazilian real against the US dollar. Financial leverage, measured by the net debt/adjusted EBITDA ratio, came to 2.59x, a substantial decrease of 1.36x over September 2017 and stable when compare to June 2018. The chart below illustrates the consolidated net debt and the net debt/adjusted EBITDA ratio since September 30, 2017:



Capex



Capex totaled R$592 million, 12% lower when compared to 3Q17.

In 3Q18, expansion projects represented 20% of total investments, compared to 62% in 3Q17.

Cement projects accounted for 36% of total expansion investments. The start-up at Charlevoix occurred in June/2018, adding 0.6 million tpy of capacity in the Great Lakes. This project contributes to the 52.8 mtpy global capacity, of which approximately 35% is outside of Brazil.

Representing 64% of total expansion investments, Nexa continued investing in the project to extend the working life of the mine in Vazante (Minas Gerais/Brazil). This investment aims to extend the mine's life until 2027, ensuring the supply of zinc.

Free Cash Flow

R$ million	3Q18	3Q17	Var.
Adjusted EBITDA	**1,686**	**1,295**	**391**
Working capital / other	(341)	(172)	(169)
Income tax and others	(131)	(111)	(20)
CAPEX	(592)	(674)	82
CFO	**622**	**338**	**284**
Investments / Divestments	(93)	55	(148)
Financial result	(229)	(631)	402
Dividends	(268)	(34)	(234)
FX effect on cash	235	(442)	677
FCF	**267**	**(714)**	**981**

In 3Q18, Cash Flow from Operations (CFO) increased by 84% when compared to 3Q17, despite the negative effect of CBA's working capital, chiefly explained by increased inventories and trade receivables, which were partially offset by higher trade payables. The CAPEX reduction and the increase in adjusted EBITDA were sufficient to offset such impact.

Free Cash Flow (FCF) totaled of R$267 million. The increase of R$981 million is mostly due to the 4% depreciation of the Brazilian real against the US dollar in 3Q18 (Sep. 30, 2018: R$/US$4.00 | Jun. 30, 2018: R$/US$3.86) versus a 4% appreciation of the Brazilian real in 3Q17 (Sep. 30, 2017: R$/US$3.17 | Jun. 30, 2017: R$/US$3.31), which positively affected our cash position.

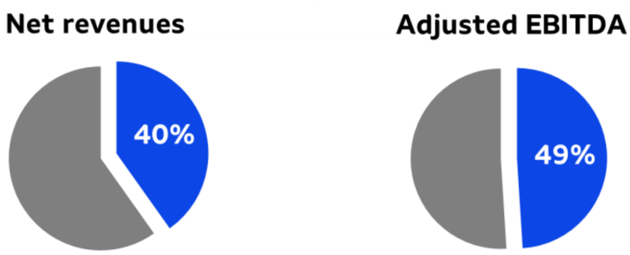
BUSINESSES

R$ million	Votorantim Cimentos	Nexa	CBA	Votorantim Energia	Long Steel	Others[1]	Consolidated[2]
Net revenues	3,788	2,291	1,439	1,330	583	(448)	8,983
COGS	(2,936)	(1,868)	(1,174)	(1,276)	(478)	480	(7,252)
SG&A	(362)	(144)	(59)	(22)	(35)	(110)	(732)
Other operating results	72	(69)	(51)	38	28	(243)	(225)
Depreciation, amortization and depletion	283	263	75	0	26	12	659
Other additions and exceptional items	(4)	0	(1)	0	0	258	253
Adjusted EBITDA	840	473	229	71	124	(51)	1,686
EBITDA margin	22%	21%	16%	5%	21%	11%	19%

(1) Includes Holding, eliminations and others

(2) Considers Votorantim Cimentos, Nexa, CBA, Votorantim Energia, Long Steel and Holding. Citrosuco and Banco Votorantim are recognized under the equity method

VOTORANTIM CIMENTOS



R$ million	3Q18	3Q17	3Q18 vs. 3Q17
Net revenues	**3,788**	**3,152**	**20%**
COGS	**(2,936)**	**(2,370)**	**24%**
SG&A	**(362)**	**(354)**	**2%**
Selling expenses	(138)	(161)	-14%
General & adm. expenses	(224)	(193)	16%
Other operating results	**72**	**(278)**	**N.M.**
Depreciation, amortization and depletion	**283**	**246**	**15%**
Other additions and exceptions items	**(4)**	**110**	**N.M.**
Adjusted EBITDA	**840**	**505**	**66%**
EBITDA margin	**22%**	**16%**	**6 p.p**

Consolidated net revenues totaled R$3.8 billion in 3Q18, a 20% increase when compared to the same period of last year, mainly as a consequence of higher prices in VCBR, strong volumes and prices in VCNA and the positive impact by the depreciation of the Brazilian real against the US dollar on the consolidation of operations abroad.

VCBR's net revenues increased by 15%, from R$1.6 billion to R$1.8 billion when compared to the same period of the previous year, driven by higher prices that offset the sales volume decreases coming from slowdown of the Brazilian cement market (SNIC: -3.5% YoY in the 3Q18). Net revenues in VCNA reached R$1.2 billion, a 30% increase when compared to 3Q17, due to higher cement volumes and prices in US, as the US market continues its recovery from a slower performance in the beginning of the year due to the winter season, combined with depreciation effect of the Brazilian real. VCEAA's net revenues improved by 18% versus 3Q17, reaching R$568 million in 3Q18, from R$483 million in

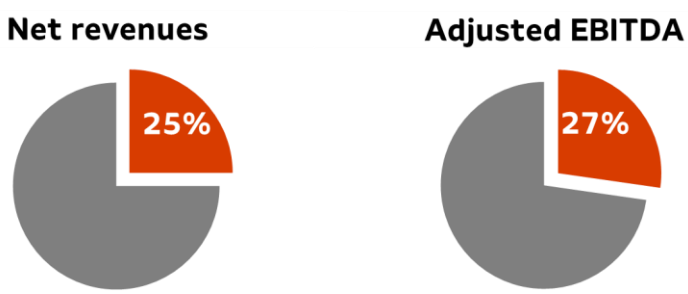
3Q17, as a result of increased volumes in Spain and India and higher local prices, mainly in Tunisia, partially offsetting decreases in cement volumes in Turkey. VC Latam net revenues increased by 25%, from R$142 million to R$178 million, when compared to the same period of last year, mainly due to higher volumes in Bolivia, as a reflection of the expansion ramp-up.

Consolidated COGS increased by 24%, when compared to 3Q18, reaching R$2.9 billion in 3Q18, from R$2.4 billion in 3Q17, as a result of higher electric energy and fuel prices, mainly petcoke and diesel, along with the strengthening of the US dollar and higher freight costs, mainly in Brazil. Consolidated SG&A totaled R$362 million, 2% higher than the same period of the previous year, driven by higher expenses in VCEAA and VCNA, mainly due to the depreciation of the Brazilian real, which negatively impacted overall SG&A in the operations abroad.

Consolidated Adjusted EBITDA reached R$840 million in 3Q18, an increase of 66% when compared to 3Q17. Adjusted EBITDA LTM reached R$2.1 billion from R$1.8 billion (2017), an increase of 17%. Such an increase considers negative one-off impacts in 3Q17, mainly related to non-recurring tax adjustments in VCBR. On a like-for-like basis, consolidated adjusted EBITDA would have increased by 21% and VCBR's adjusted EBITDA would have increased by 17% YoY in 3Q18, amounting to R$244 million. For VCNA, 3Q18 adjusted EBITDA increased by 27%, from R$347 million in 3Q17 to R$441 million in 3Q18, mainly due to higher sales volumes and prices, mainly in US, combined with the depreciation of the Brazilian real against the US dollar. VCNA's EBITDA margin remained stable compared to the levels of 3Q17. Adjusted EBITDA at VCEAA was stable in 3Q18, amounting R$114 million, positively impacted by the increase in EBITDA margins in Tunisia and Spain, which partially offset the negative results in Turkey.

VC Latam Adjusted EBITDA increased by 36%, from R$30 million to R$41 million in 3Q18, when compared to the same period of the previous year, as a result of the positive performance in Uruguay due to positive pricing dynamics in the local market and higher volumes and efficiency due to the ramp-up in Bolivia.

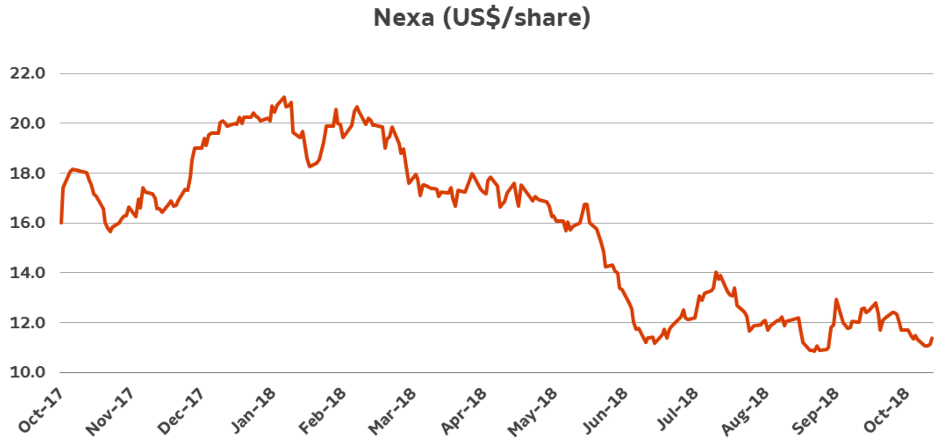
NEXA



After the IPO, Votorantim S.A. continues to consolidate Nexa's results as the controlling shareholder, holding 64% of its shares. Nexa's functional currency is the US dollar.

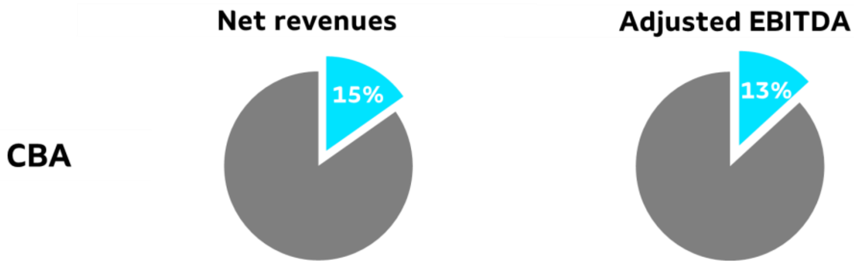
In 3Q18, Nexa reported net revenues of US$595 million and adjusted EBITDA of US$120 million, 5% and 26% lower, respectively, when compared to 3Q17, driven by lower metal prices, partially offset by higher sales volumes from the smelters. Net debt/adjusted EBITDA came in at 0.32x as of September 30, 2018.

The average LME price for zinc in 3Q18 was US$2,537/ton, 14% lower than the average price than in 3Q17. The price at the end of September 2018 was US$2,573/ton, down 13% compared to US$2,948/ton at the end of 2Q18.



Nexa's share prices decreased by 25% from the IPO until September 28, 2018, going from US$16.00 to US$12.06 per share. The average price in this period was US$18.64.

Please refer to Nexa's IR website (www.nexaresources.com/investors) for additional information.



R$ million	3Q18	3Q17	3Q18 vs. 3Q17
Net revenues	**1,439**	**1,177**	**22%**
COGS	**(1,174)**	**(995)**	**18%**
SG&A	**(59)**	**(58)**	**2%**
Selling expenses	(9)	(7)	29%
General & adm. expenses	(50)	(51)	-2%
Other operating results	**(51)**	**175**	**-129%**
Depreciation, amortization and depletion	**75**	**60**	**25%**
Other additions and exceptions items	**(1)**	**(209)**	**-100%**
Adjusted EBITDA	**229**	**150**	**53%**
EBITDA margin	**16%**	**13%**	**3 p.p**

Aluminum

The third quarter of 2018 continued to be impacted by cost inflation (mainly alumina and carbon products), the lowest global inventory levels since 2008 (from 74 days in 3Q17 to 61 days in 3Q18 as per CRU Group), and global aluminum deficit (from + 34kt in 3Q17 to - 407kt in 3Q18 according to CRU Group). In addition, demand outside China remains resilient and due to lower local demand, environmental policies and higher energy prices, a Chinese supply constrain is expected. This scenario supported a 2% increase in average LME (London Metal Exchange) prices, reaching US$2,056 in the quarter, despite the ongoing turbulence from trade disputes, US tariffs and Rusal sanctions. US Duties on Chinese foil and common alloy sheet affected global aluminum trade flows and redirected record volume of semis products to Europe and Asian markets.

The 25% depreciation of the Brazilian real against the US dollar, mainly due to the uncertainties of the presidential elections in Brazil, resulted in a 28% increase of LME prices in local currency. In September 2018, the FX level reached the peak of R$/US$4.21, which was the highest level since the existence of the Brazilian real.

US Midwest premium experienced a significant strengthening by 162% when compared to 3Q17. This regional premium moved from US$173/t in 3Q17 to US$455/t in 3Q18, driven by the imposition of US tariff on aluminum imports.

According to ABAL (the Brazilian Aluminum Association), Brazilian aluminum demand grew by 5.5% in 3Q18 when compared to 3Q17. During this quarter, both packaging and transportation segments rose by 13.1% and 21.4%, respectively. The packaging segment growth was mainly led by cans and foil products. The other downstream segments decreased 3.7%, mainly driven by the energy sector, which recorded a 15.8% reduction on aluminum consumption, according to ABAL.

Results

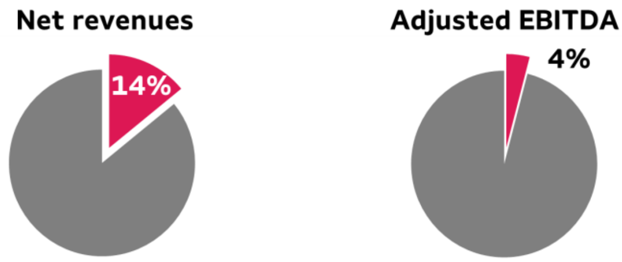
Total aluminum sales reached 101kton, a 3% growth against 3Q17, due to a higher share of downstream products and increased exports.

Net revenues increased 22% in 3Q18 in comparison with 3Q17, totaling R$1.4 billion. Better aluminum all-in prices in local currency and increased participation of value-added products in both Downstream and Upstream business benefited results. Regarding the aluminum business, net revenues increased by 28% in 3Q18, amounting to R$1.2 billion.

COGS increased by 18%, when compared to the same period of the previous year, amounting to R$1.2 billion. The impact of higher sales volume in the downstream segment and significant price increments in energy and main raw materials, such as soda, petcoke, natural gas and pitch, were the main factors for this variation. SG&A remained stable at R$59 million.

Adjusted EBITDA totaled R$229 million, displaying a 53% growth, when compared to 3Q17. As for the aluminum business, adjusted EBITDA rose by 57%, reaching R$246 million. The EBITDA margin increased from 13% in 3Q17 to 16% on 3Q18, as a result of the effective strategy implemented in recent years, especially the programs in place to increase efficiency, in addition to the strong operational performance.

VOTORANTIM ENERGIA



R$ million	3Q18	3Q17	3Q18 vs. 3Q17
Net revenues	**1,330**	**1,109**	**20%**
COGS	**(1,276)**	**(1,029)**	**24%**
SG&A	**(22)**	**(16)**	**38%**
Selling expenses	-	-	-
General & adm. expenses	(22)	(16)	38%
Other operating results	**38**	**(10)**	**N.M**
Depreciation, amortization and depletion	**-**	**-**	**-**
Other additions and exceptions items	**-**	**-**	**-**
Adjusted EBITDA	**71**	**54**	**31%**
EBITDA margin	**5%**	**5%**	**0 p.p**

Net revenues increased by 20%, to R$1.3 billion in 3Q18, mainly due to energy trading results, with higher sales volumes.

Adjusted EBITDA was positively affected by the non-cash effect of the mark-to-market of energy contracts and reached R$71 million in 3Q18, up by R$17 million when compared to 3Q17. These effects were partially offset by lower operating margin from the energy trading and deconsolidation of Ventos do Piauí I.

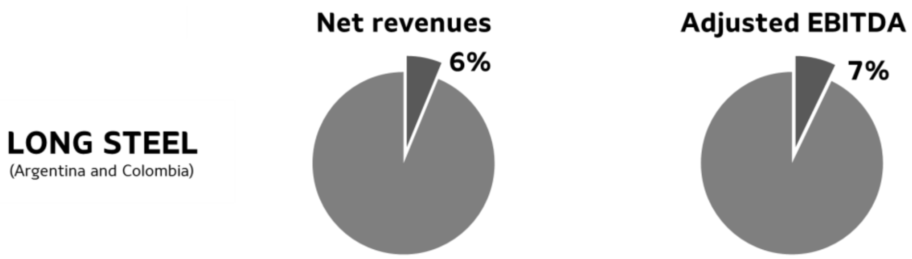
JV VE-CPPIB

In December 2017, VE and CPPIB engaged into an agreement to form a new joint venture with focus on investments in Brazil's power generation sector. The transaction was concluded in May 2018, through the contribution of Ventos do Piauí I wind complex by VE and the acquisition of Ventos do Araripe III wind complex from Casa dos Ventos. As a result of the closing of the transaction with CPPIB, VE began to account for its 50% interest in joint venture using the equity method.

JV's consolidated financial statements include the results in the quarter of both Ventos do Piauí I and Ventos do Araripe III. JV's results from 3Q18 were positively impacted by the high wind speed in Northeastern Brazil in this period of the year, leading to an increase in capacity factor and the generation surpassing the assured energy in both assets.

Net revenues totaled R$130 million in the period and adjusted EBITDA was R$109 million, resulting in an EBITDA margin of 84%.

On September 30, 2018, net debt amounted R$2.0 billion. Such indebtedness is related to the funding of the construction of the wind power assets, including a significant portion of BNDES and infrastructure debentures in the local market, with an average maturity of 8.6 years.



R$ million	3Q18	3Q17	3Q18 vs. 3Q17
Net revenues	**583**	**428**	**36%**
COGS	**(478)**	**(356)**	**34%**
SG&A	**(35)**	**(34)**	**3%**
Selling expenses	(7)	(6)	17%
General & adm. expenses	(28)	(28)	0%
Other operating results	**28**	**11**	**155%**
Depreciation, amortization and depletion	**26**	**26**	**0%**
Other additions and exceptions items	**-**	**-**	**-**
Adjusted EBITDA	**124**	**75**	**65%**
EBITDA margin	**21%**	**18%**	**4 p.p**

Net revenues in Argentina and Colombia totaled R$583 million in 3Q18, 36% higher than in 3Q17, mainly due to the increase in prices in Argentina and Colombia, and were partially offset by the depreciation of the Argentine peso against the Brazilian real.

COGS totaled R$478 million, a 34% increase when compared to 3Q17, mainly due higher raw material expenses in Argentina and Colombia, which were offset by the decrease in sales volume in Colombia.

SG&A totaled R$35 million, stable when compared to 3Q17.

Adjusted EBITDA increased by 65%, when compared to 3Q17, totaling R$124 million, mainly explained by higher prices in Argentina and Colombia and by the sales of mining titles in Colombia.

- **ArcelorMittal Sul Fluminense**

Votorantim Siderurgia S.A. is now a subsidiary of ArcelorMittal Brasil S.A. (AMB) and the name of the company is ArcelorMittal Sul Fluminense (AMSF). Votorantim S.A. holds a 15% stake of the long steel business of AMB, and the net loss of R$6 million in 3Q18 were consolidated in Votorantim S.A.'s results as a financial instrument, through the fair value of the put option, which is the option Votorantim S.A. has to sell its shares in AMB to AMB between July 1st, 2019 and December 31st, 2022.

BUSINESSES RECOGNIZED UNDER THE EQUITY METHOD

In 3Q18, Votorantim S.A. posted a net income of R$112 million and the businesses that were recognized under the equity method, primarily Banco Votorantim, contributed with R$58 million of this total amount.

R$ million	3Q18	32Q17
Net income/loss without results from investees	**54**	**72**
Fibria	-	219
Citrosuco	(142)	63
Banco Votorantim	161	108
Others	40	57
Net income/loss	**112**	**519**

- **Fibria**

On March 16, 2018, VSA entered into an agreement with Suzano Holding S.A. and other controlling shareholders of Suzano Suzano Papel e Celulose S.A. to combine the operations and shareholding structures of Suzano and Fibria Celulose S.A. ("Transaction").

This transaction has been already approved by the Shareholders' Meetings of Fibria and Suzano, by the Antitrust Authority of USA, China, Turkey and Brazil. Currently, the European approval is expected to close the deal.

Fibria's results were recognized under the equity method until March, 2018 and now the company is classified as available for sale and not consolidated at the results of Votorantim S.A., until the final closing of the transaction.

Please refer to Fibria's IR website (ir@fibria.com.br) for additional information.

- **Citrosuco**

Citrosuco's functional currency is the US dollar.

Citrosuco's net revenues in 3Q18 were negatively impacted by the decrease in sales volume of Not From Concentrate Orange Juice (NFC) and Frozen Concentrated Orange Juice (FCOJ), along with lower prices of FCOJ, which was partially offset by higher prices of NFC.

Net revenues totaled US$265 million and adjusted EBITDA totaled US$50 million, a decrease of 33% and 51%, respectively, when compared to 3Q17.

Votorantim S.A. holds a 50% stake in Citrosuco and reports its proportional results using the IFRS equity method.

- **Banco Votorantim**

Banco Votorantim seeks to consolidate itself among main domestic private banks in Brazil, increasing synergies with shareholders and bringing the client to the business center. Therefore, they continue advancing in the profitability of its businesses, operational efficiency, and revenue diversification, investing in the digital transformation aimed to improve its customers' experience. In this quarter, the Bank advanced in new partnerships, including the exclusive agreement for BV to offer credit solutions to Yalo's customers, the first platform of benefits in health procedures and wellness services in the Brazilian market.

The net income reported was R$268 million in 3Q18, compared to R$153 million in 3Q17. The 75% increase is mainly due to the reduction in the result with loan losses and impairments, reflecting the higher volume of revenues from credit recovery and lower credit costs. The Return on Equity (ROE) increased to 11.9%, over 7.3% in 3Q17.

The Bank maintains a consistent process of evaluating and monitoring credit risk in transactions with clients. 90-Day NPL closed at 4.2% in September 2018, compared to 4.1% in September 2017.

The Basel Ratio ended the quarter at 16.4%, higher than the minimum capital requirement of 10.5%.

Votorantim S.A. holds a 50% stake in Banco Votorantim and its financial information is presented in compliance with the BRGAAP accounting standards, however, the consolidated results of Votorantim S.A. are recognized under the IFRS equity method.

2. ADDITIONAL REMARKS

a. CESP – Votorantim Energia and CPPIB

On October 19, 2018, Votorantim Energia and CPPIB purchased CESP through a privatization auction, acquiring the state of São Paulo's controlling stake (35.6%), equal to 80.2% of common shares and 13.7% of class B preferred shares. The offer of R$14.60 per share represented an investment of R$1.7 billion.

Following the completion of the transaction, CESP will be granted a new 30-year concession for the Porto Primavera Hydroelectric Power Plant, with installed capacity of 1.5GW, for R$1.4 billion. Additionally, the joint venture will launch a mandatory tender offer for the remaining common and class B preferred shares of CESP.

The closing of the transaction and the subsequent transfer of control of CESP are subject to customary regulatory approvals.

b. Aripuanã project – Nexa

After the conclusion of the feasibility study and detailed analysis by the Company's management, the Board of Directors approved the investments in Aripuanã project. The average zinc equivalent production of the Aripuanã project is estimated at 120kton per year for 13 years, considering only the mineral reserves estimated in accordance with NI 43-101.

c. Voto IV – Votorantim Cimentos

On October 30, 2018, as part of its financial strategy along with Fibria deal, Votorantim Cimentos prepaid their portion (50% of total prepaid amount) of the Voto IV BOND in dollar, with maturity on June 24, 2020, which was guaranteed by Fibria, VSA and VCSA. The total amount settled by Voto IV was US$212 million.

d. Liability management – Votorantim Cimentos

Votorantim Cimentos continues monitoring and working on liability management executions in order to further cost reduction and efficient debt allocation globally. As a result, on October 9, 2018, the company executed a 4131 loan at VCNNE in the total amount of US$50 million (R$202 million). The proceeds from this borrowing were used to prepay more expensive bilateral loan with maturity in a shorter term in the subsidiary VCEAA.

3. INVESTOR RELATIONS CONTACTS

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EXHIBIT I – VOTORANTIM S.A. CONSOLIDATED INCOME STATEMENT [1]

Consolidated Income Statement R$ million	3Q18	3Q17
Continuing operations		
Net revenues from products sold and services rendered	8,983	7,383
Cost of products sold and services rendered	(7,252)	(5,686)
Gross profit	1,731	1,697
Operating income (expenses)		
Selling	(176)	(184)
General and administrative	(559)	(511)
Other operating income (expenses), net	(225)	(400)
	(960)	(1,095)
Operating profit (loss) before equity results and finance results	771	602
Result from equity investments		
Equity in the results of investees	58	447
Realization of other comprehensive income on disposal of investments		
	58	447
Finance results, net		
Finance income	263	202
Finance costs	(693)	(728)
Derivative financial instruments	52	(173)
Foreign exchange losses, net	(247)	200
	(625)	(499)
Profit (loss) before income tax and social contribution	204	550
Income tax and social contribution		
Current	(110)	(278)
Deferred	25	371
Profit (loss) for the year from continuing operations	119	643
Discontinued operations		
Loss for the year from discontinued operations	(7)	(124)
Profit (loss) for the year attributable to the owners	112	519
Profit (loss) attributable to the owners of the Company	84	468
Profit (loss) attributable to non-controlling interests	28	51
Profit (loss) for the year	112	519

(1) Considers Votorantim Cimentos, Nexa, CBA, Long Steel, Votorantim, Energia, Holding and others. Citrosuco and Banco Votorantim are recognized under the equity method

VOTORANTIM

EXHIBIT II – VOTORANTIM S.A. CONSOLIDATED CASH FLOW

Consolidated Cash Flow R$ million	3Q18	3Q17
Cash flow from operating activities	204	550
Profit (loss) before income tax and social contribution		
Loss on discontinued operations	(7)	(124)
Adjustments of items that do not represent changes in cash and cash equivalents		
Depreciation, amortization and depletion	659	559
Equity in the results of investees	(58)	(447)
Realization of other comprehensive income on investments		(46)
Interest, indexation and foreign exchange variations	172	588
Reversal for impairment of fixed, intangible assets and investments	(5)	(14)
Loss (gain) on sale of fixed and intangible assets, net	(44)	26
Gain on sale of investments, net		
Disposal of assets without cash effects		
Allowance for doubtful accounts	(10)	2
Fair value adjustment - Resolution 4131	28	20
Constitution (reversal) of provision	(109)	(289)
Derivative financial instruments	21	30
Financial instruments - firm commitment	(6)	33
Fair value adjustment due to constitution of join venture with CPPIB		
Gain on financial instrument - put option	6	
Change in fair value of biological assets	(1)	5
	850	**893**
Decrease (increase) in assets		
Financial investments	(340)	23
Derivative financial instruments	21	(87)
Trade accounts receivable	(125)	(335)
Inventory	(45)	98
Taxes recoverable	(227)	(63)
Related parties	7	97
Other accounts receivable and other assets	(90)	235
Increase (decrease) in liabilities		
Trade payables	193	53
Salaries and social charges	145	158
Use of public assets	66	(35)
Taxes payable	91	253
Other obligations and other liabilities	479	(124)
Cash provided by (used in) operating activities	**1,025**	**1,166**
Interest paid on borrowing and use of public assets	(277)	(467)
Income tax and social contribution paid	(131)	(111)
Net cash provided by (used in) operating activities	**617**	**588**
Cash flow from investment activities		
Proceeds from disposals of fixed and intangible assets	52	25
Proceeds from sales of investments	23	4
Dividends received		26
Acquisitions of property, plant and equipment	(592)	(674)
Acquisitions of investments	(124)	
Increase in biological assets		
Increase in intangible assets	(107)	(52)
Net cash used in investment activities	**(748)**	**(671)**
Cash flow from financing activities		
New borrowing	836	825
Repayment of borrowing	(966)	(944)
Derivative financial instruments	(5)	(96)
Payment of share premium Nexa		
Dividends paid	(268)	(34)
Net cash provided by (used in) financing activities	**(403)**	**(249)**
Decrease in cash and cash equivalents	**(534)**	**(332)**
Effect of VTRM Energia Participações S.A. demerger		
Effect of fluctuations in exchange rates	235	(442)
Cash and cash equivalents at the beginning of the year	**7,053**	**6,561**
Cash and cash equivalents at the end of the year	**6,754**	**5,787**

EXHIBIT III – VOTORANTIM S.A. CONSOLIDATED BALANCE SHEET

Consolidated Income Statement R$ million	Sep 30, 2018	Dec 31, 2017
Assets		
Current assets		
Cash and cash equivalents	6,754	8,960
Financial investments	3,283	3,562
Derivative financial instruments	134	52
Trade receivables	3,306	2,421
Inventory	4,108	3,526
Taxes recoverable	1,618	1,317
Dividends receivable	1	148
Financial instruments - firm commitment	184	210
Other assets	667	784
	20,055	20,980
Assets classified as held-for-sale	4,358	2,199
Non-current assets		
Long-term receivables		
Financial investments	22	25
Derivative financial instruments	380	138
Financial instruments - put option	759	
Taxes recoverable	1,750	1,784
Related parties	311	143
Deferred income tax and social contribution	4,775	4,079
Judicial deposits	862	765
Financial intruments - firm commitment	36	154
Other assets	671	667
	9,566	7,755
Investments	10,105	13,372
Biological assets	66	65
Property, plant and equipment	26,119	26,223
Intangible assets	13,852	12,075
	59,708	59,490
Total assets	84,121	82,669

	Sep 30, 2018	Dec 31, 2017
Liabilities and equity		
Current liabilities		
Borrowing	2,593	2,573
Derivative financial instruments	278	299
Confirming payables	1,029	909
Trade payables	4,156	3,514
Salaries and payroll charges	887	895
Taxes payable	535	617
Advances from clients	231	408
Dividends payable	51	188
Use of public assets	78	76
Deferred revenue - performance obligation	251	246
Deferred revenue - silver streaming	124	104
Financial instruments - firm commitment	8	1
Other liabiliites	737	643
	10,958	10,473
Liabilities related to assets as held-for-sale	3	1,526
Non-current liabilities		
Borrowing	22,760	22,057
Derivative financial instruments	138	83
Deferred income tax and social contribution	2,262	1,965
Related parties	20	25
Provision	2,649	2,587
Use of public assets	1,129	1,056
Pension plan	363	317
Financial instruments - firm commitment	156	207
Deferred revenue - performance obligation	89	272
Deferred revenue - silver streaming	699	630
Other liabilities	834	656
	31,099	29,855
Total liabilities	42,060	41,854
Equity		
Share capital	28,656	28,656
Revenues reserves	5,925	6,569
Retained earnings	(44)	
Carrying value adjustments	1,765	733
Total equity attibutable to owners of the Company	36,302	35,958
Non controlling interests	5,759	4,857
Total liabilities and equity	84,121	82,669

EXHIBIT IV – VOTORANTIM S.A. CONSOLIDATED INCOME STATEMENT (BY BUSINESS UNIT)

3Q18 Consolidated Income Statement R$ Million	Votoratim Cimentos	Nexa Resources	CBA	Long Steel	Votorantim Energia	Holding and others	Eliminations	Total, industral segments	Total, consolidated
Continuing operations									
Net revenues from products sold and services rendered	3,788	2,291	1,439	583	1,329	288	(735)	8,983	8,983
Cost of products sold and services rendered	(2,936)	(1,868)	(1,174)	(478)	(1,275)	(256)	735	(7,252)	(7,252)
Gross profit	852	423	265	105	54	32		1,731	1,731
Operating income (expenses)									
Selling	(139)	(16)	(9)	(7)		(5)		(176)	(176)
General and administrative	(224)	(128)	(50)	(28)	(22)	(104)		(556)	(559)
Other operating income (expenses), net	71	(69)	(51)	28	38	(242)		(225)	(225)
	(292)	(213)	(110)	(7)	16	(351)		(957)	(960)
Operating profit (loss) before equity results and finance results	560	210	155	98	70	(319)		774	771
Result from equity investments									
Equity in the results of investees	40		(8)		7	431	(413)	57	58
Realization of other comprehensive income on disposal of investmen									
	40		(8)		7	431	(413)	57	58
Finance results, net									
Finance income	138	28	19	4	26	82	(35)	262	263
Finance costs	(308)	(117)	(97)	(42)	(30)	(134)	35	(693)	(693)
Derivative financial instruments	17					35		52	52
Foreign exchange losses, net	(67)	(87)	(81)			(62)	50	(247)	(247)
	(220)	(176)	(159)	(38)	(4)	(79)	50	(626)	(625)
Profit (loss) before income tax and social contribution	380	34	(12)	60	73	33	(363)	205	204
Income tax and social contribution									
Current	(64)	(18)	(7)	(19)	(12)	9	1	(110)	(110)
Deferred	(44)	11	55	12	(11)	20	(19)	24	25
Profit (loss) for the year from continuing operations	272	27	36	53	50	62	(381)	119	119
Discontinued operations									
Loss for the year from discontinued operations	(7)							(7)	(7)
Profit (loss) for the year attributable to the owners	265	27	36	53	50	62	(381)	112	112
Profit (loss) attributable to the owners of the Company	248	29	38	35	50	62	(378)	84	84
Profit (loss) attributable to non-controlling interests	17	(2)	(2)	18			(3)	28	28
Profit (loss) for the quarter	265	27	36	53	50	62	(381)	112	112