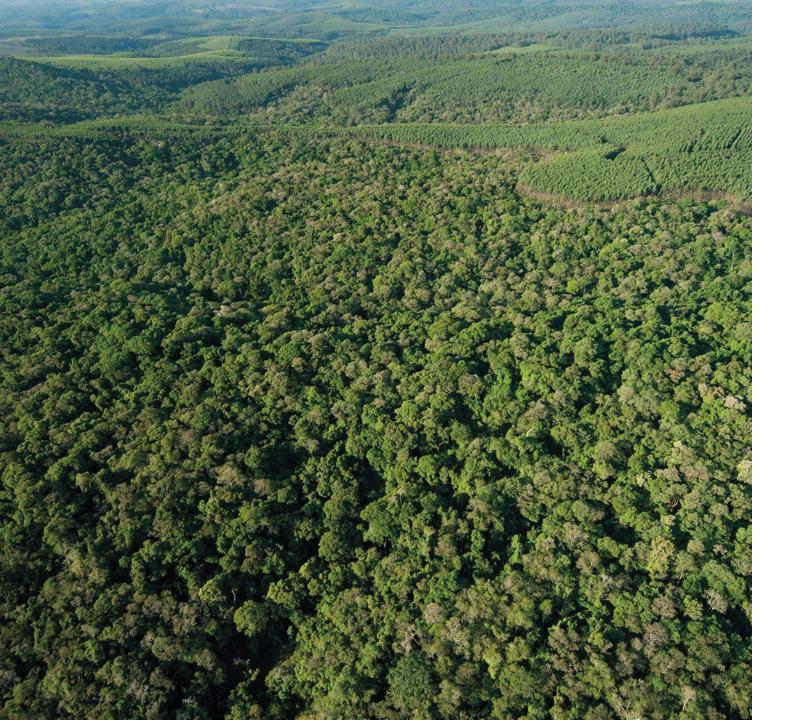




INSTITUTIONAL PRESENTATION 1Q20

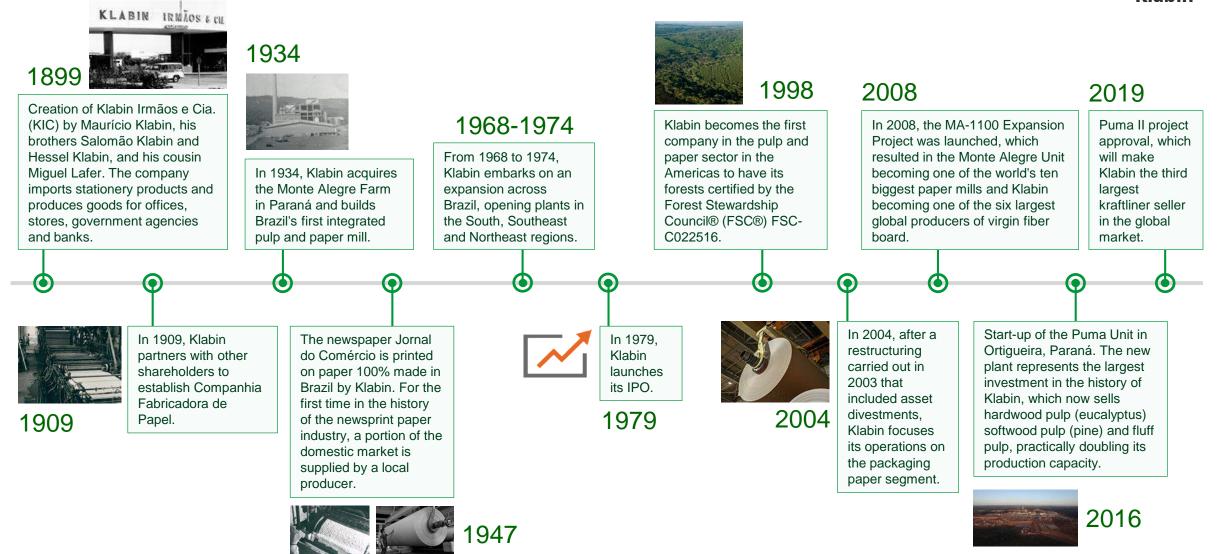


INTRODUCTION

Timeline

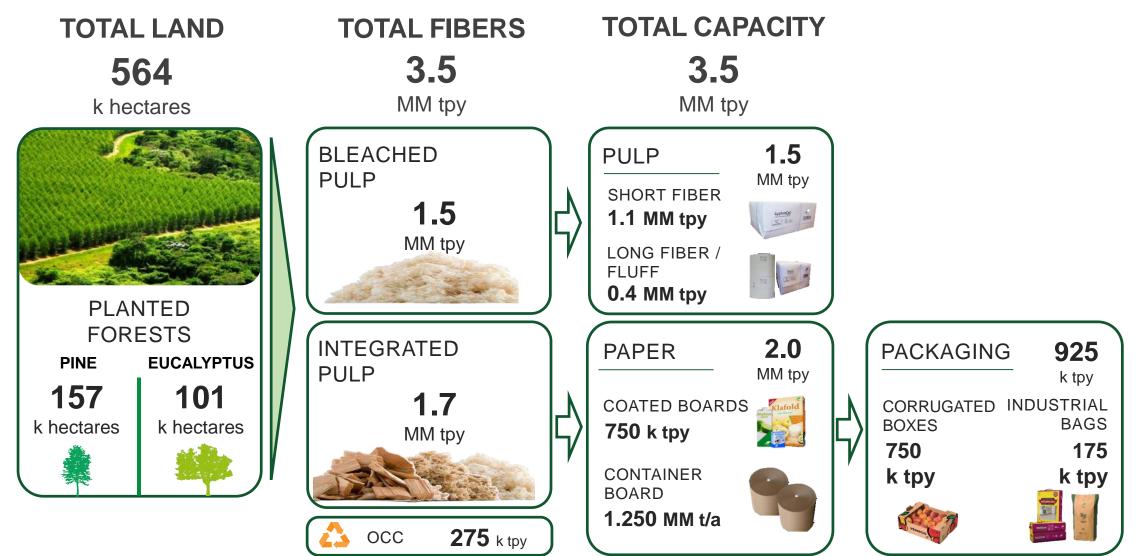
Klabin's history





Integrated Business Model

Diversification and flexibility

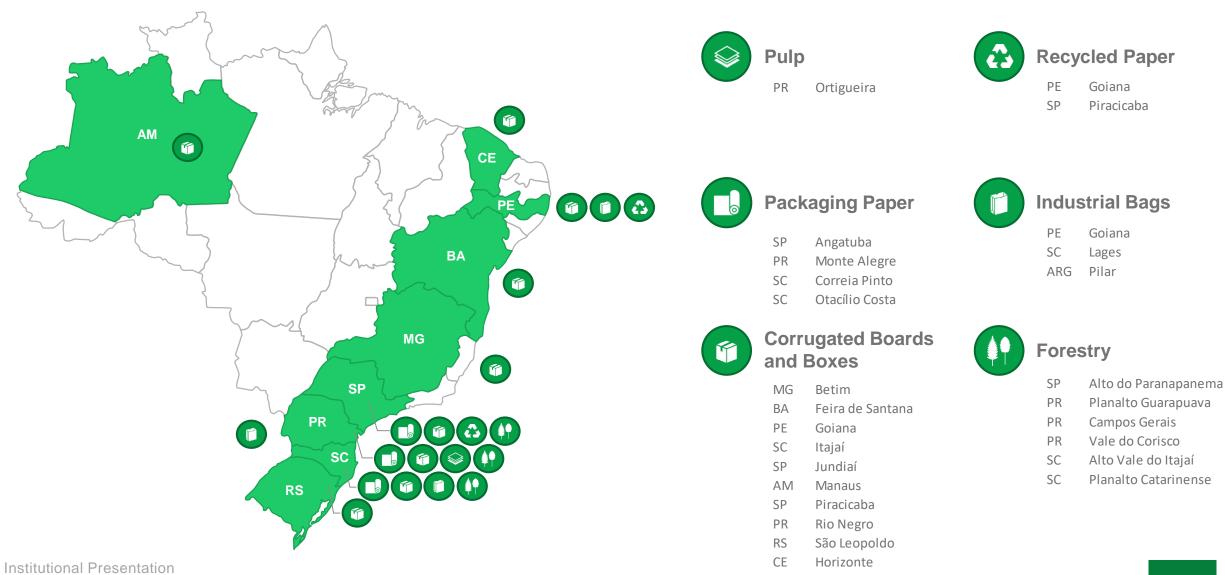




Operations map

1Q20

Klabin has 19 industrial units distributed across 9 states in Brazil and 1 in Argentina

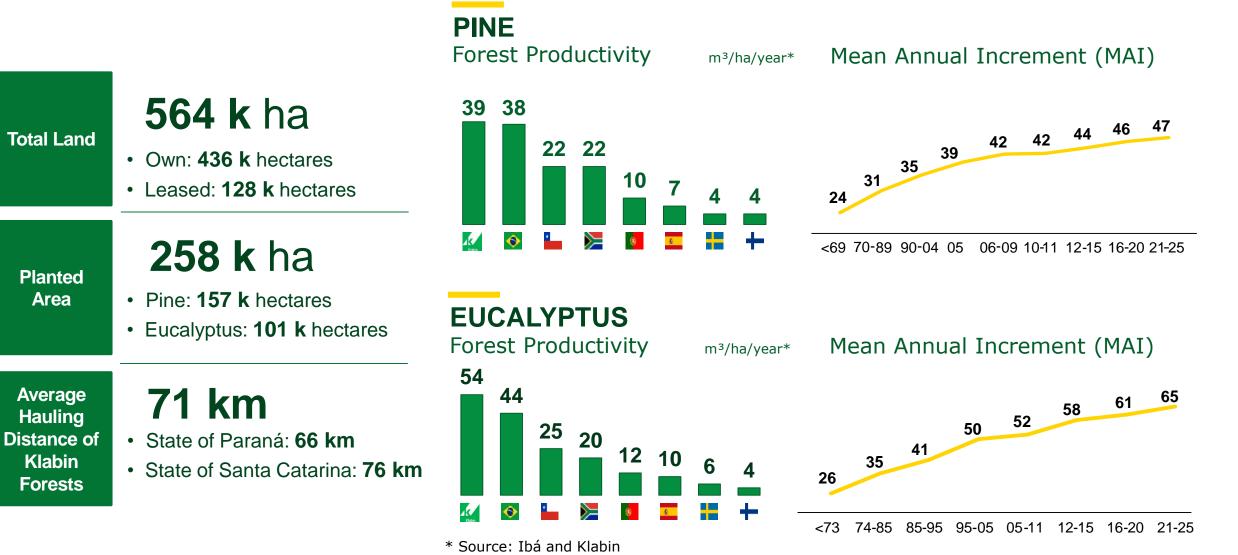


5

Klabin

Forestry Competitiveness

High Productivity on Fibers

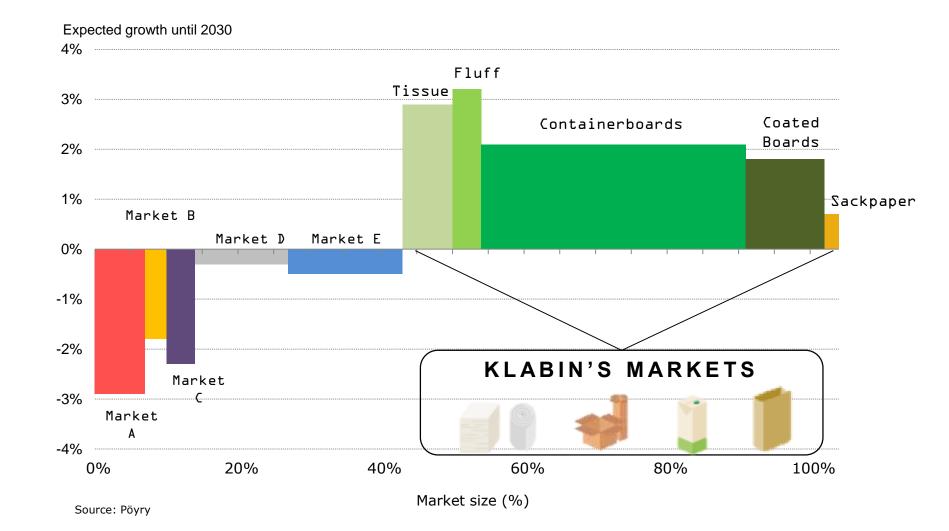


Klabin

Pulp and Paper Markets

Focus on representative and consistent growing markets

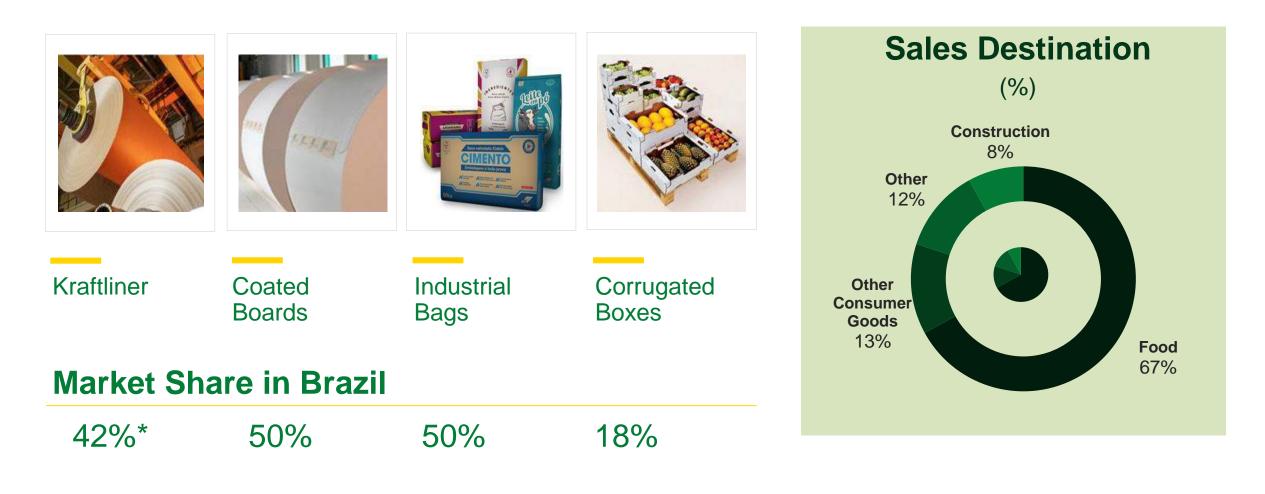




Paper and Packaging

Leadership in Domestic Market

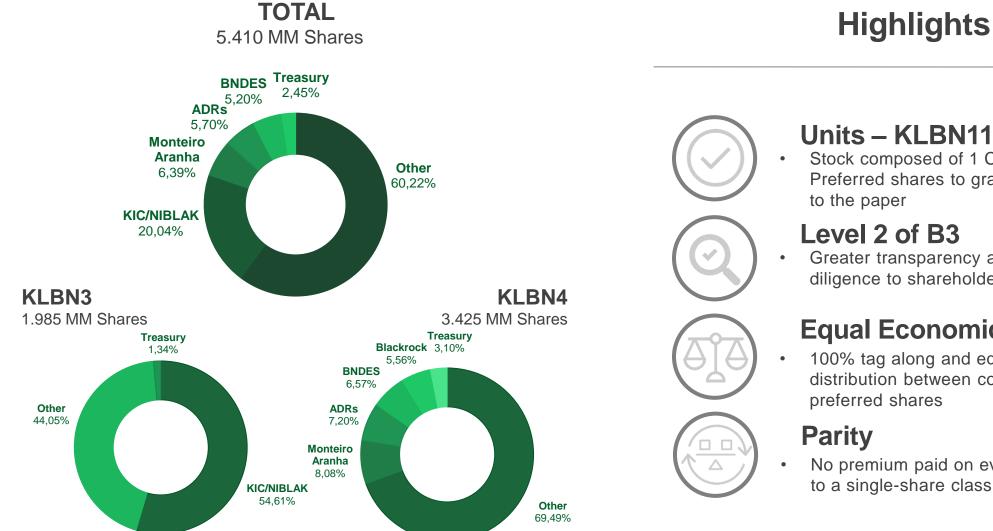




Shareholder's structure

KLBN3 (Common), KLBN4 (Preferred) and KLBN11 (Unit)





Units – KLBN11

Stock composed of 1 Common and 4 Preferred shares to grant more liquidity to the paper

Level 2 of B3

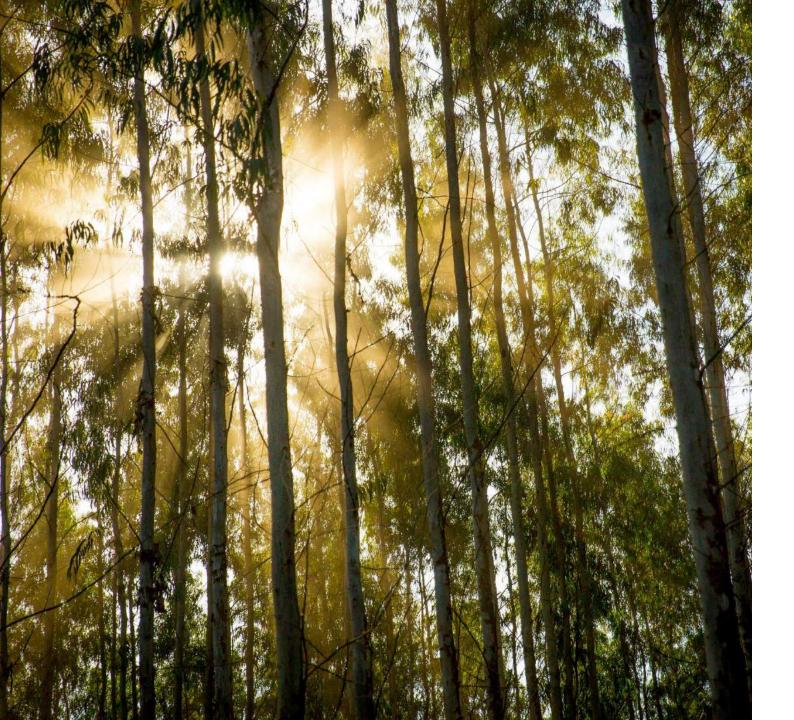
Greater transparency and higher diligence to shareholders as a whole

Equal Economic Rights

100% tag along and equivalent dividend distribution between common and preferred shares

Parity

No premium paid on eventual migration to a single-share class company



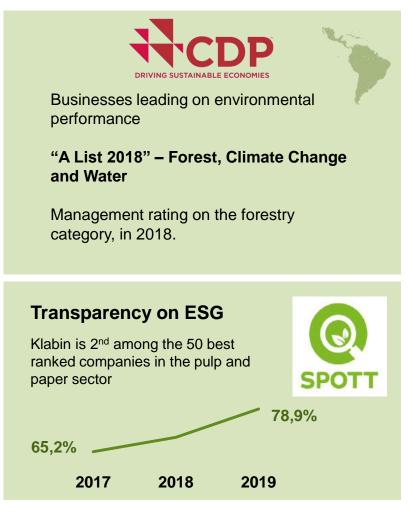
SUSTAINABILITY

2

Best efforts

Efficiency and rewardship

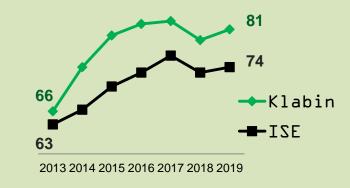






6th consecutive year One of the most sustainable companies of Brazil







WWF Environmental Paper Company Index

2018

WWF EPCI recognizes transparency and continual improvement

<u>Klabin</u> 90.5%



Efficient Carbon Index Integrates the

index since 2013

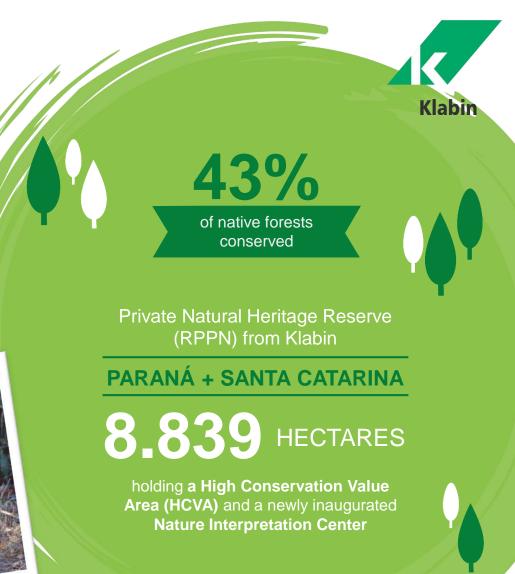
Participant Best Emerging Markets Performers



Biodiversity

Conservation and growth





Impacts

Low environmental impact with renewable and clean energy sources



ATMOSPHERIC EMISSIONS tons of CO₂ eq represents Klabin's positive carbon balance

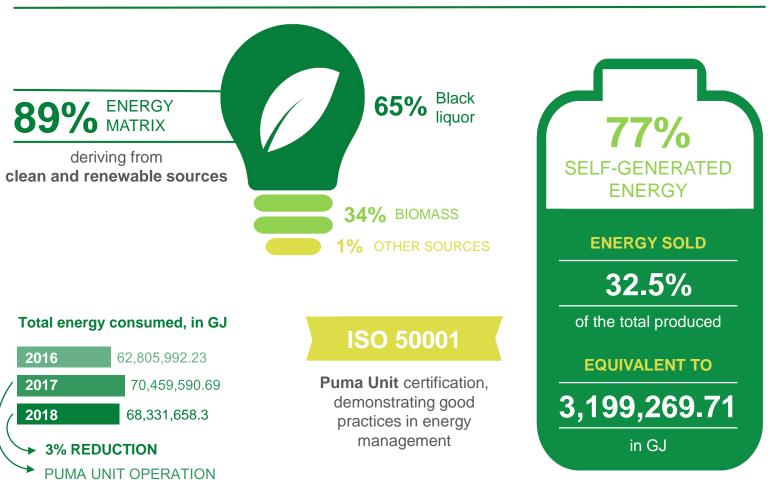
2019 ONWARDS

as of this year, the financial impacts associated with climate change are calculated in the company, based on the valuation of ecosystem services and the calculation of the carbon footprint

Scope 1 emissions, in a thousand tCO_2eq^{\star}



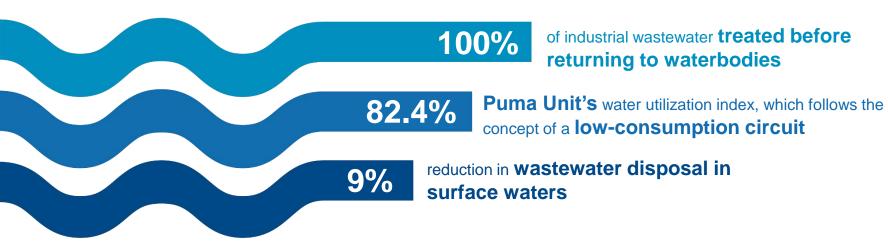
ENERGY



Water resources

Conscious use

WATER RESOURCES AND WASTEWATER



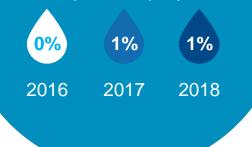
SOLID WASTE



92% reuse and recycling of **solid waste** in 2018

WATER STRESSED AREAS

Percentage of water withdrawal in relation to the total volume of water used by the company



Klabin

Responsible forest management

Proper care aligned with preservation



MOSAIC-SHAPED PLANTING

It combines planted forests and native forest, forming ecological corridors for wildlife transit, and the conservation of water resources and biodiversity



 \bigcirc

775 SUPPLIERS timber suppliers were visited and evaluated by Klabin's

Controlled Timber Program, following the FSC® chain of custody certification methodology.

Green Bonds

Klabin was the first Brazilian company to issue a 30 year green bond



US\$ 5	00 MILLION	US\$ 700 MILLION		
2027		2049		
Issuer:	Klabin Finance S.A.	Issuer:	Klabin Austria GmbH	
Interest:	4.875%	Interest:	7.000%	
Term:	10 years	Term:	30 years	
Maturity:	October 19th, 2027	Maturity:	April 3rd, 2049	

THE PROJECTS FUNDED PERTAIN TO 7 CATEGORIES:

₽\$\$		XC			2	
FOREST	RESTORATION OF	RENEWABLE	CLEAN	ENERGY	WASTE	ECO-EFFICIENT
MANAGEMENT	NATIVE FORESTS	ENERGY	TRANSPORT	EFFICIENCY	MANAGEMENT	PRODUCTS







COATEDBOARDS

Global market of Coatedboards

Million tonnes (2018)

VIRGIN

RECYCLED

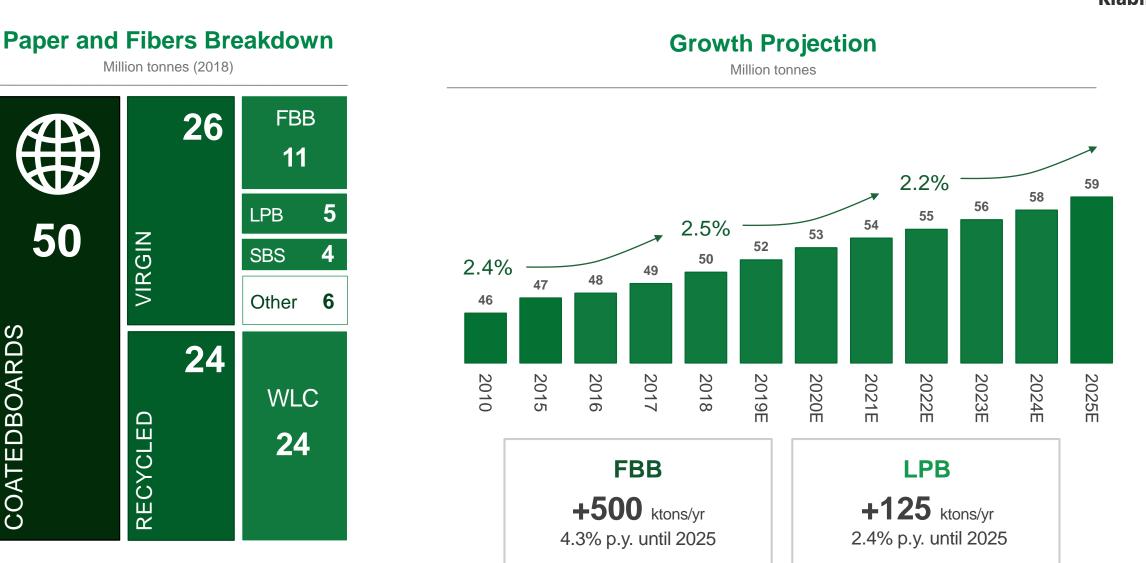
26

24

Growing markets

50

COATEDBOARDS



Institutional Presentation Source: Pöyry 1Q20

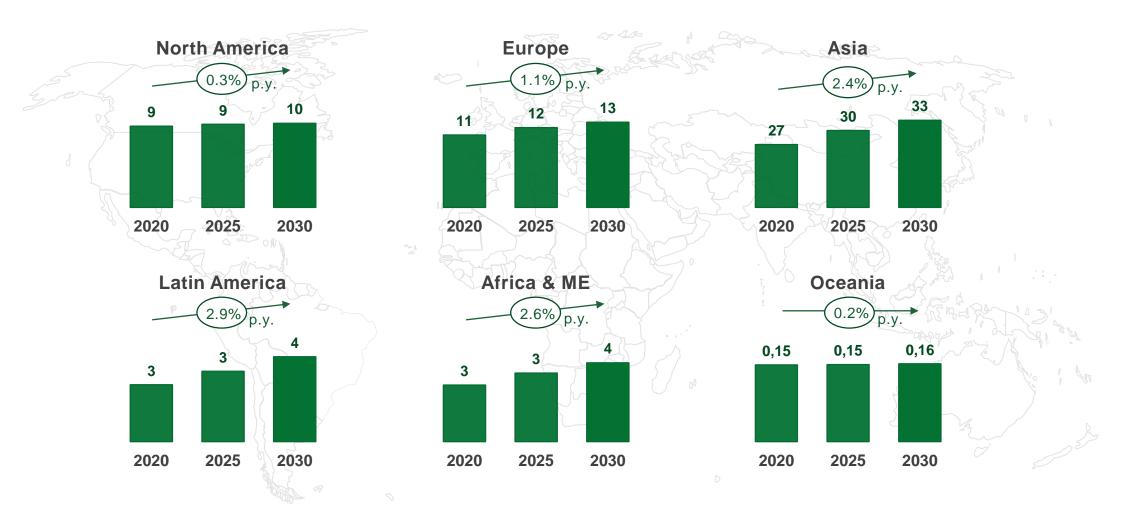
FBB - Folding Box Board; LPB - Liquid Packaging Board; SBS - Solid Bleached Sulphate; WLC - White-Lined Chipboard



Coatedboards expected market growth

Klabin

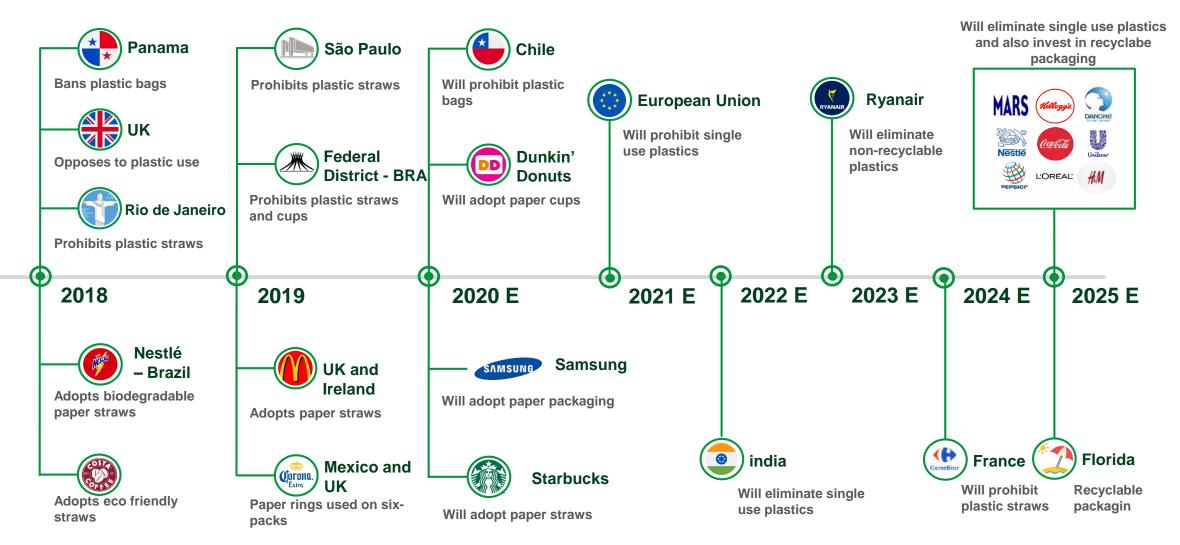
Demand by region – In million tonnes

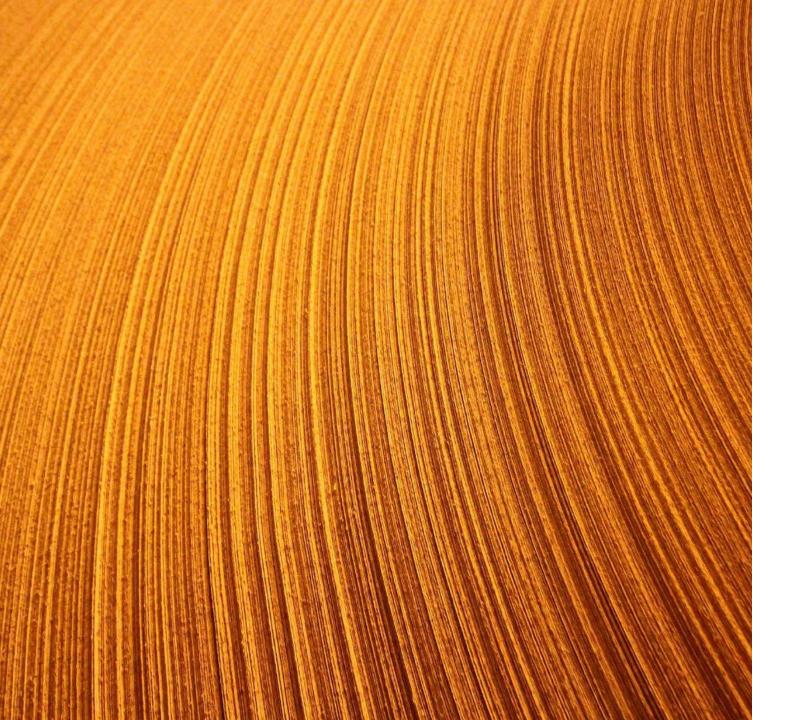


Various plastic adverse announcements

Opportunities for paper?







KRAFTLINER

Growth drivers

Urbanization, Sustainable Alternatives and New Technologies





Restrictive Regulation

Holding back access to OCC and surging up prices.

Privileged Site

Higher forestry productivity.





E-Commerce

Consistent growth within the retail business.

Fresh Food Consumption

Resilient demand increase alongside population growth.





Sustainable Packaging Alternatives

Use of biodegradable, renewable, recyclable and compostable materials.

Industrial Park

Renewal

Cutting edge technology assets significantly better than those previously held.



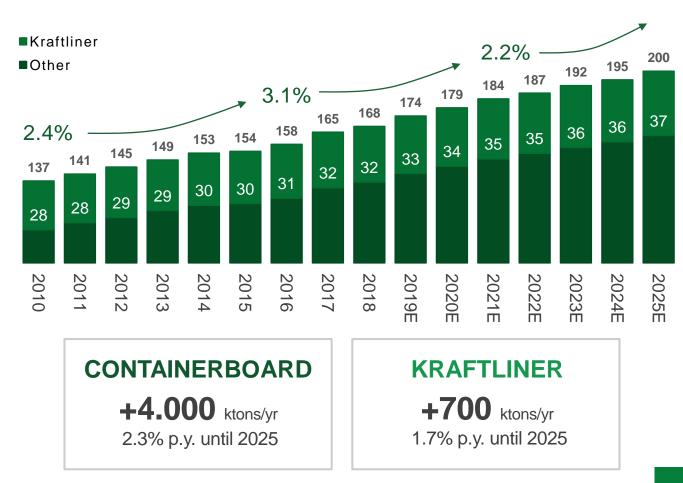
Global market of Containerboard

Growing markets



Growth Projection

Million tonnes



Unbleached 40 Kraftliner 28 VIRGIN FIBER White Top Liner 4 Semi-chemical 168 Fluting 128 Testliner **CONTAINERBOARD** 57 White Testliner 5 RECYCLED Recycled Fluting

Paper and Fibers Breakdown Million tonnes (2018)

8

66

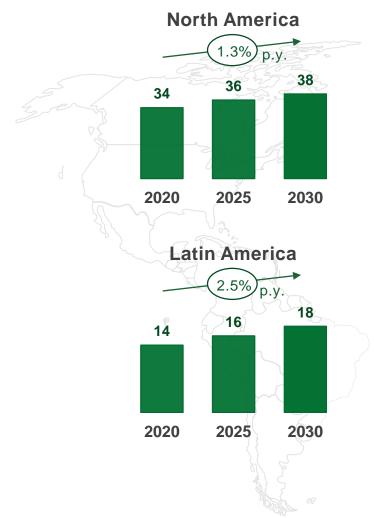
Institutional Presentation 1Q20

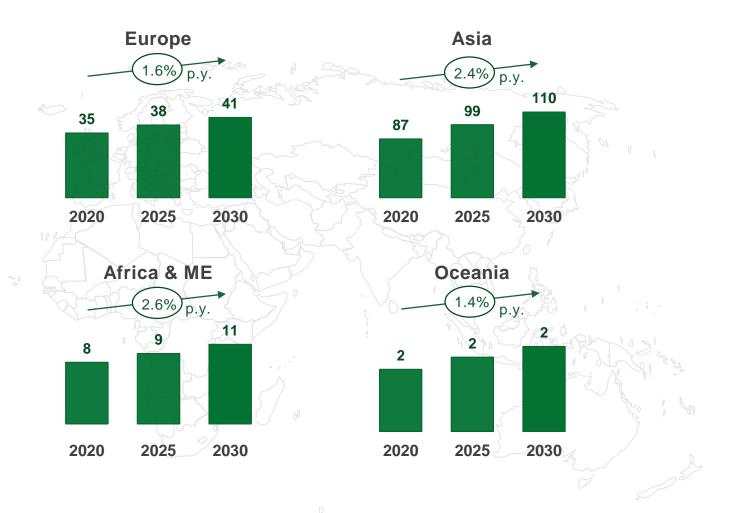
Source: Pöyry

Containerboard expected market growth

Demand by region – In million tonnes







Institutional Presentation 1Q20

Supply and Demand of Kraftliner

Solid fundamentals open path for upcoming output capacity of Kraftliner





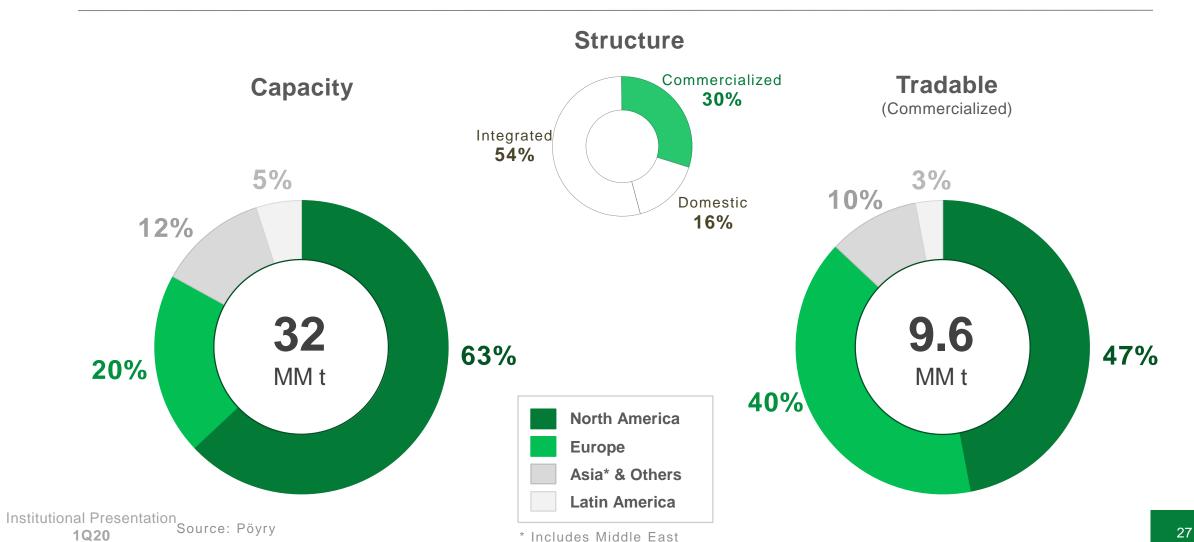
Institutional Presentation 1Q20

Source: Pöyry & RISI

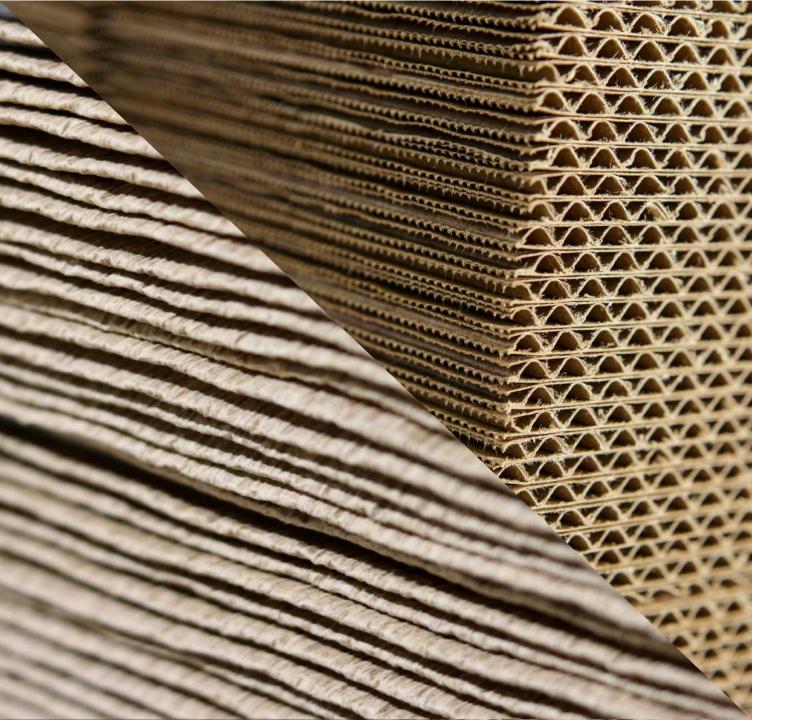
Kraftliner market globally

The majority of Kraftliner produced in the world is integrated





Kraftliner Market



PACKAGING

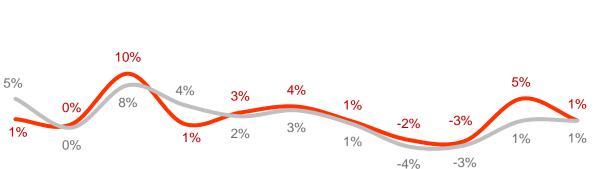
Corrugated Boxes Market

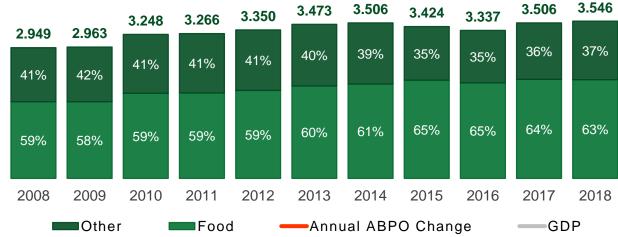
In Brazil



Paper and Fibers Breakdown Million tonnes (2018) KRAFTLINER 1.1 Unbleached Kraftliner 1.0 3.5 WTL 0.1 2.4 Recycled Flutting 1.4 SHIPMENTS RECYCLED Testliner 0.6 Other 0.4

Corrugated Boxes Shipments and Growth Million tonnes and Var. %

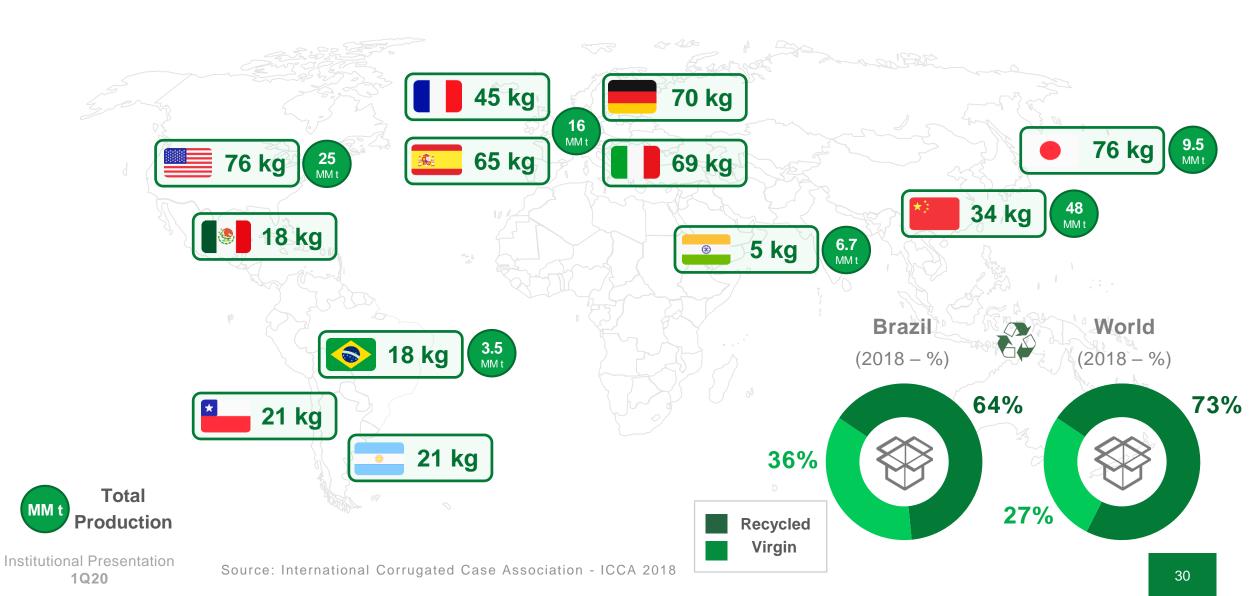




Per capita corrugated cases output



Brazil shows potential for growth



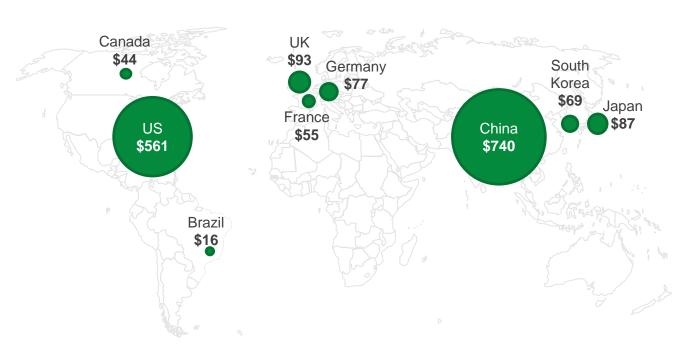
E-commerce

Online retail market grows double digits per year globally



10 largest e-commerce markets in 2019

(in US\$ billion)



E-commerce growth by country

Calculated by 2018 historical revenue values projections

	2018	2023	5 yr. growth
China	\$636 billion	\$1.086 billion	70.7%
United States	\$505 billion	\$735 billion	45.7%
France	\$49 billion	\$72 billion	45.6%
Australia	\$19 billion	\$27 billion	44.6%
Russia	\$17 billion	\$25 billion	44.2%
Canada	\$40 billion	\$55 billion	38.8%
Germany	\$70 billion	\$95 billion	35.6%
UK	\$87 billion	\$114 billion	31.3%
Japan	\$82 billion	\$104 billion	26.8%
South Korea	\$64 billion	\$80 billion	25.9%

Source: Statista

Industrial Bags Market

Paper and Fibers Breakdown

Million tonnes (2018)

2,4

Growing Markets



Growth Projection

Million tonnes





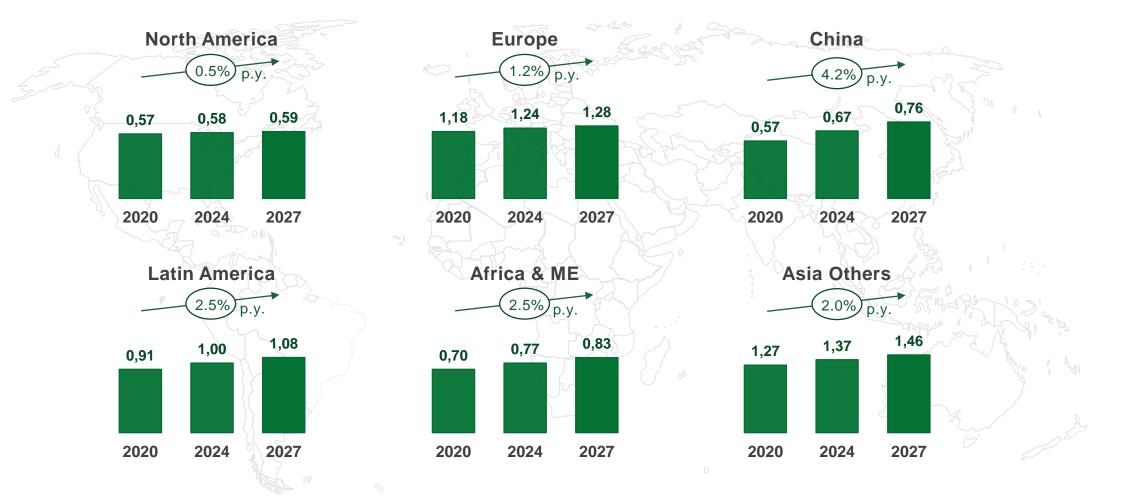
PLAIN PAPER 2,6 SACK KRAFT EXTENSIBLE PAPER

Institutional Presentation 1Q20

Industrial Bags expected market growth

Demand by region – In million tonnes

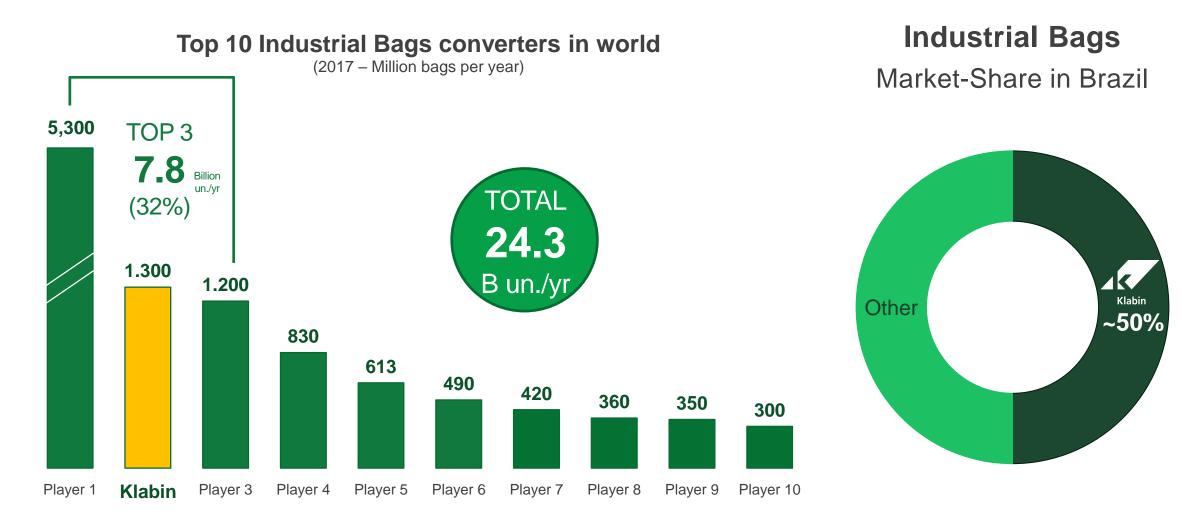




Industrial Bags Market

Market Breakdown





Institutional Presentation 1Q20



MARKET PULP

Global market of Pulp

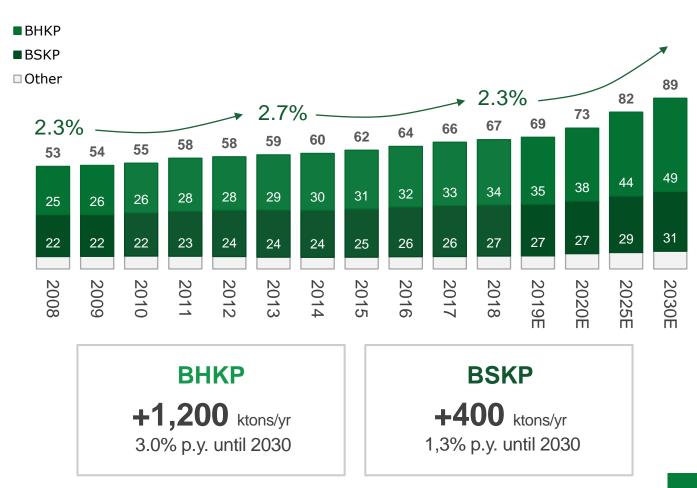
Fibers Breakdown

Growing markets



Growth Projection

Million tonnes



Million tonnes (2018) 33 **BEKP** 22 66 BHKP Other 11 25 BALES MARKET PULP 19 BSKP Fluff 6 Other 8

Institutional Presentation Source: Pöyry & Hawkings Wright

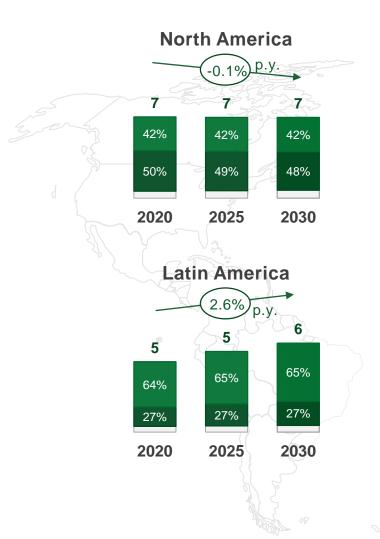
1Q20

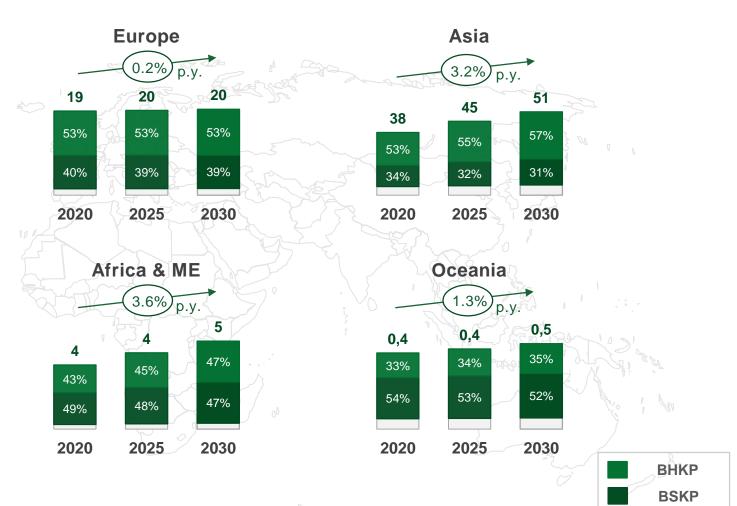
BSKP - Bleached Softwood Kraft Pulp; BHKP - Bleached Hardwood Kraft Pulp; BEKP - Bleached Eucalyptus Kraft Pulp

Pulp expected market growth

Demand by region – In million tonnes





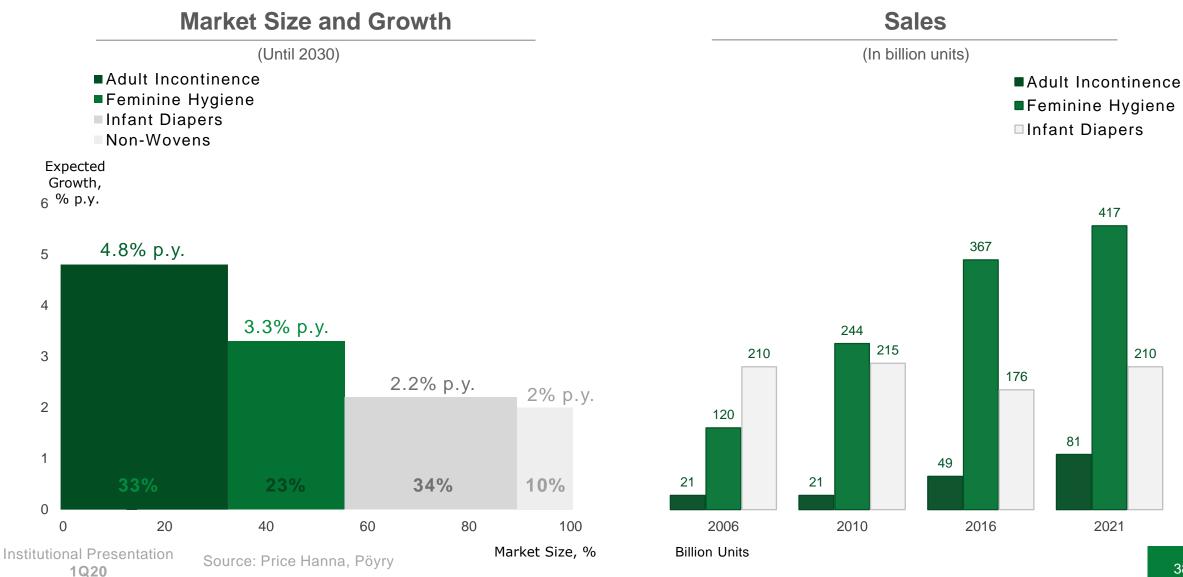


Other

Fluff Market

With population aging, adult incontinence diapers market offers great opportunities



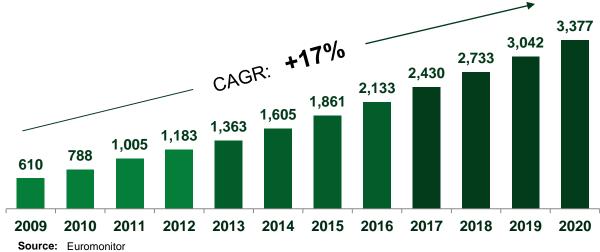


Fluff Market in Brazil

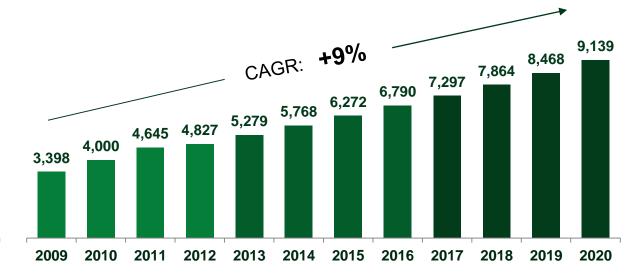
Brazil is the 3rd largest disposable diaper market in the world



ADULT DIAPER SALES (R\$ million)



INFANT DIAPER SALES (R\$ million)





PROJECT PUMA II

Puma II

Value enhancers



1st Machine 2nd Machine

Capacity	450 kt/yr	470 kt/yr
Fibers	100% Short Fiber	Fibers Mix
Туре	White Top Liner & Kraftliner	Kraftliner
Grammage	Low/Medium	Medium/High
Start-up	2021	2023



Project Highlights



White Top Liner

White Kraftliner Production taking advantage of bleached fiber availability on site.

Fixed Cost

Fixed cost of Puma II to be approximately half of current Kraftliner production lines.



Productivity

Biological Assets, Industrial and Logistic synergies will allow for greater efficiency.



Operational Efficiency

Fiber production line debottlenecking allowing for additional bleached pulp production for Puma I operations.

reach above nominal capacity levels due to historical performance records trend

Creep Capacity

Expected production to

Project Timeline Project phases breakdown Klabin Installation License Issued and Start up of 1st Start up of 2nd **Preliminary License Issued Board Approval** Machine Machine Oct/18 Apr/2019 2021 2023 2018 2019 2020 2021 2022 2023 2018 2024 Today 2nd Phase 1st Phase 24 Months 24 Months **Total Capacity Increase** Main non-bleached fiber line Secondary non-bleached fiber . 1st Kraftliner Machine line 920 (450 kt/yr) 2nd Kraftliner Machine • Support Facilities (470 kt/yr) **Recovery and Utilities Areas** tsd tonnes SP \$è Net Total Investment 2/3 1/3 R\$ 8.1 bi \$, **Total Investment Total Investment**

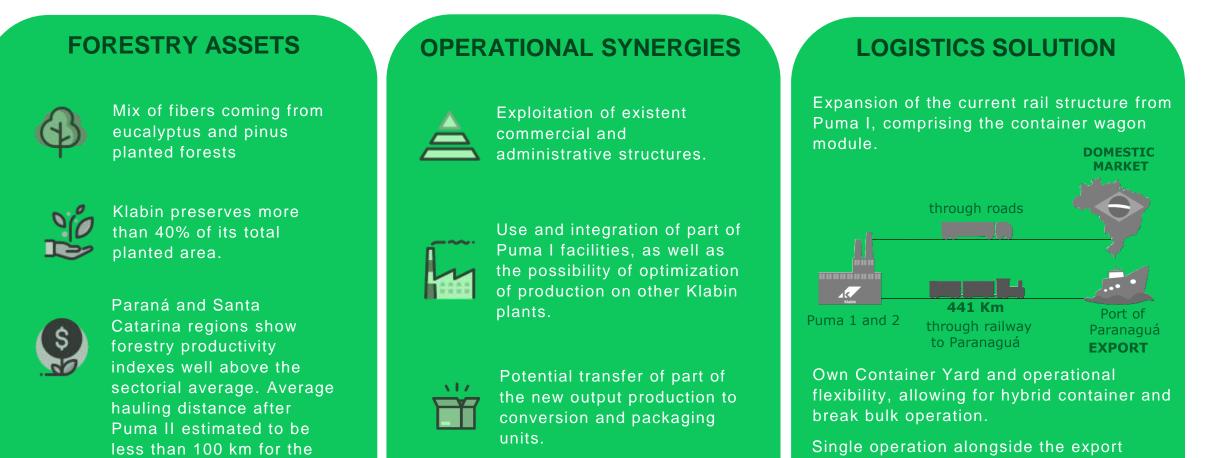
Synergies with current operations

Taking advantage of Puma's Unit facilities

operations in the State of

Paraná





volumes from the Monte Alegre Unit,

generating greater scale and logistics

synergy.

Project Highlights

Distinct products for growing distinct markets

White Top Liner

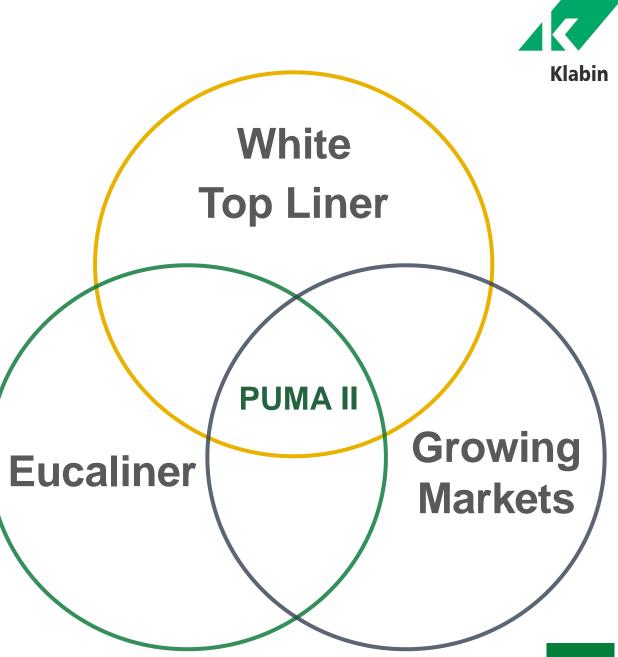
- Demand of approx. 4 MM t/yr
- Demand grows 3% to 4% p.y.
- Low integration market
- New product on the most demanded grammage range

Eucaliner

- Klabin's Patent essentially eucalyptus
- 100% Virgin Fiber
- 10% gain on physical properties

Growing Markets

- E-commerce market
- Food market
- Shelf-Ready Packaging



Eucaliner

Klabin will be pioneer on short fiber Kraftliner production







Sustainability

- Planted area reduction
- Smaller loss after recycling



10x

smaller

area

Quality

- Better printability
- Endurance on low grammages



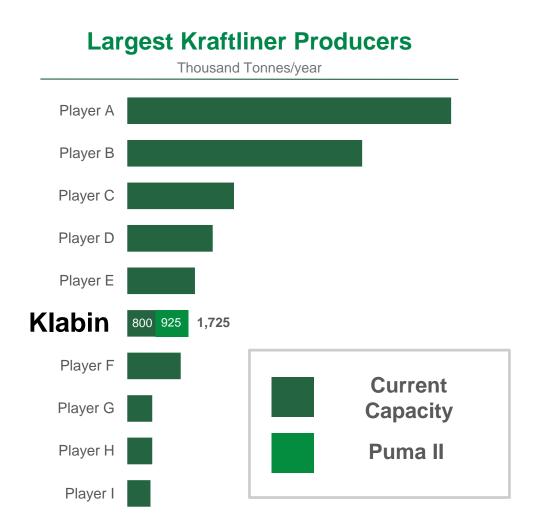
Efficiency

- Weight Reduction
- Lesser water retention
- Better performance on corrugator (productivity)

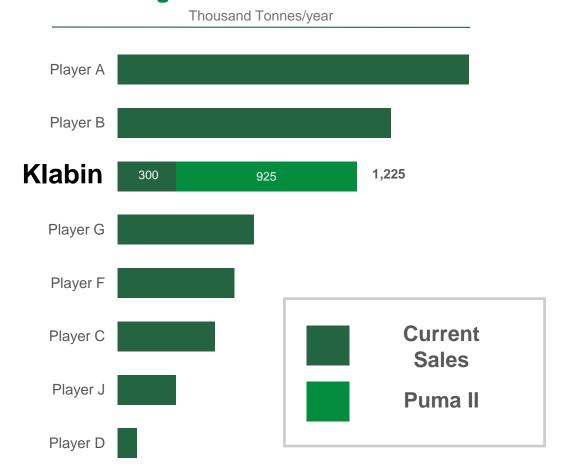
Global presence on the Kraftliner Market

Klabin becomes the 3rd largest global kraftliner seller





Largest Kraftliner Sellers

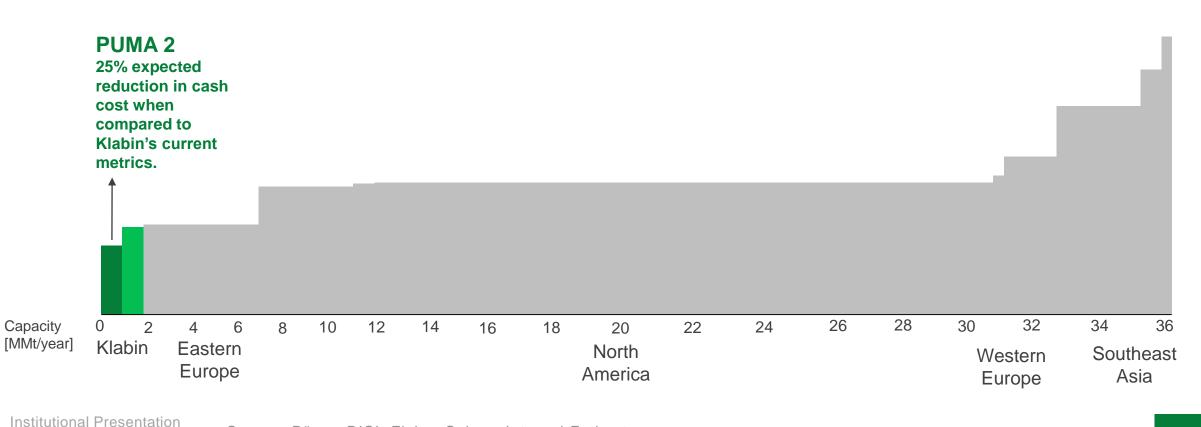


Cash Cost

The machines will bring even more competitiveness to Klabin's kraftliner industrial assets



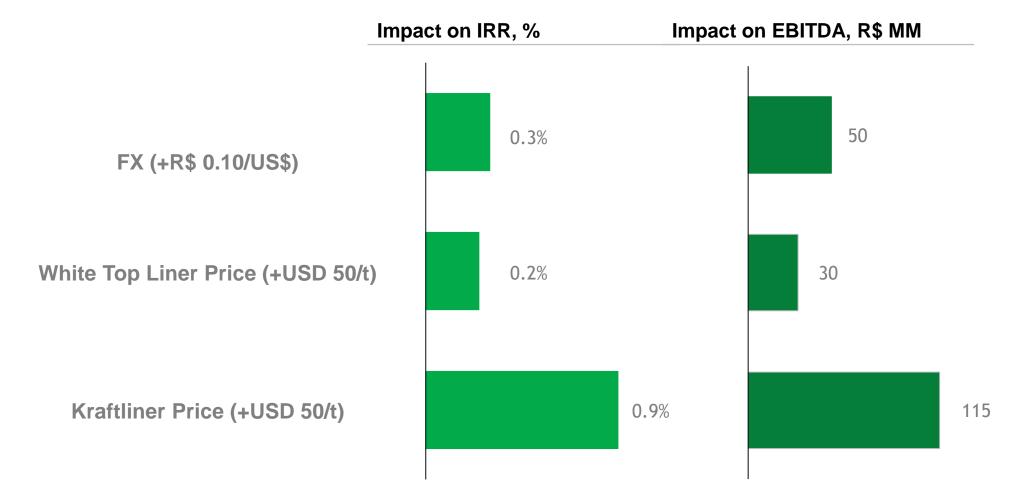
Global Cash Cost Curve Kraftliner



Sensibility Analysis

Evaluation of impacts on projects returns over prices and exchange rates

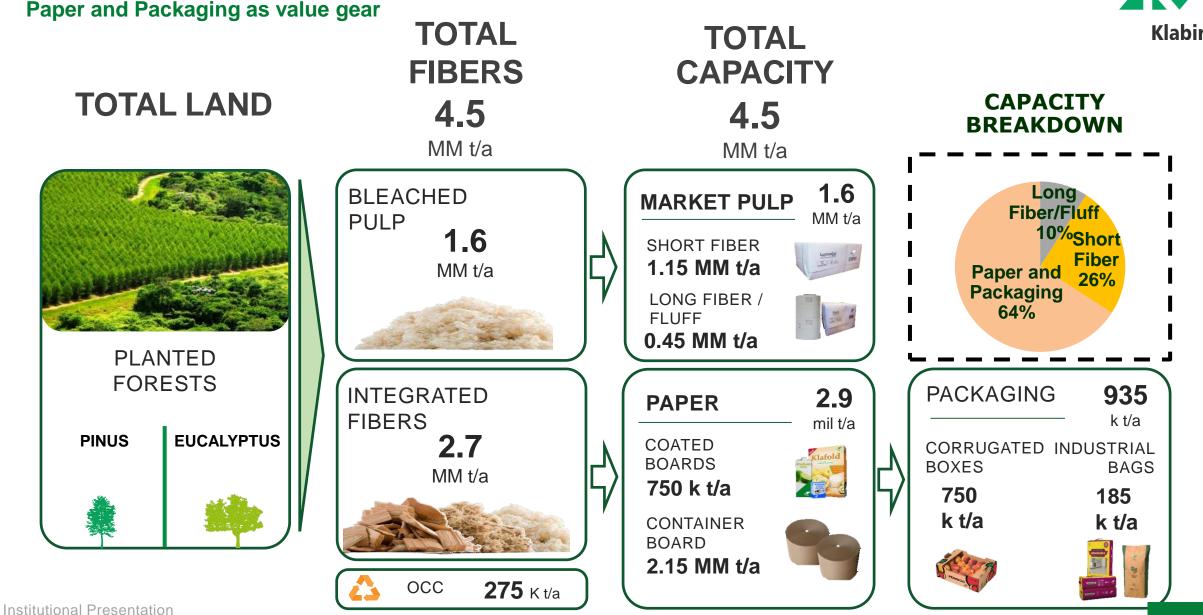




Institutional Presentation 1Q20



Klabin



Risks Mitigation

The project's design allows for the execution risks reduction



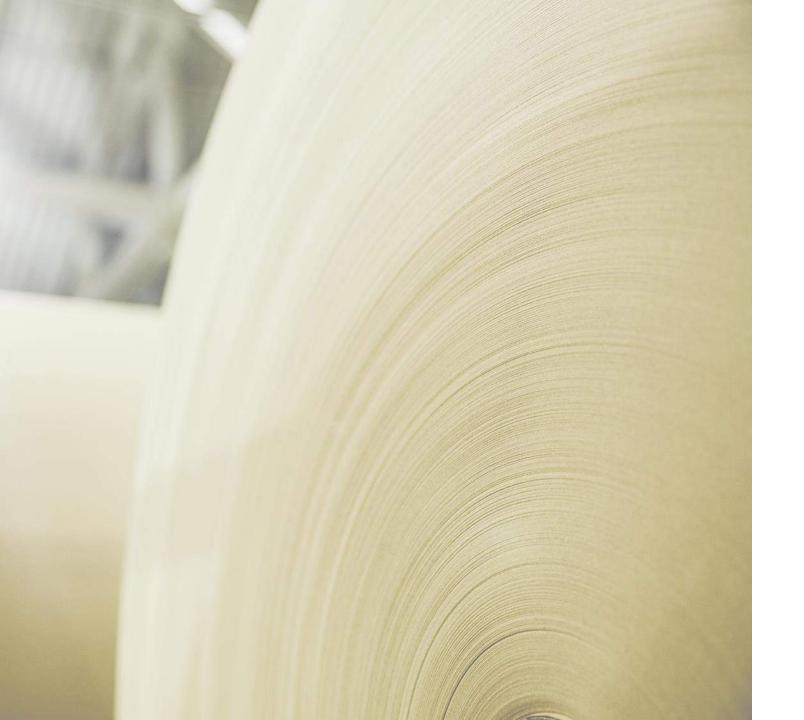
Indebtedr	ss Debt profile and liquidity matching the new growth cycle.]
Disbursem	nts Dibursements flow dilution along five years.	7
Timelin	Flexibility to postpone or bring forward the original timeline.	7
Optional	Product output option on 2 nd machine depending on market conditions.	7
Integrational Presentation	Possibility of integration of higher volumes of paper, allocating towards packaging conversion units from Klabin.	7

Final Remarks – Shared Value Creation

Puma II and the new expansion cycle as value changers



	Sustainable Growth	Capacity increase with high value added results within the paper and packaging chain, following the sector's best renowned social and environmental practices.	
	Results Stability	Higher exposure to kraftliner, related to food and consumer goods sectors, producing clearer predictability and resilience on results .	
00	Synergies	The project unravels commercial, operational and logistics synergies among the various assets of the Company, specially Puma Unit, optimizing furthermore the cost of production.	
	Financial Sustainability	Lesser impact on financial leverage when compared with Puma Project, as well as a more suitable liquidity and debt profile to face the investments.	
(;)	Income Generation	Creation of 1,500 job posts and also a fiscal flow contribution of approximately R\$ 1 billion in Federal, State and Municipal taxes.	n
Institutional Pr 1Q2			51

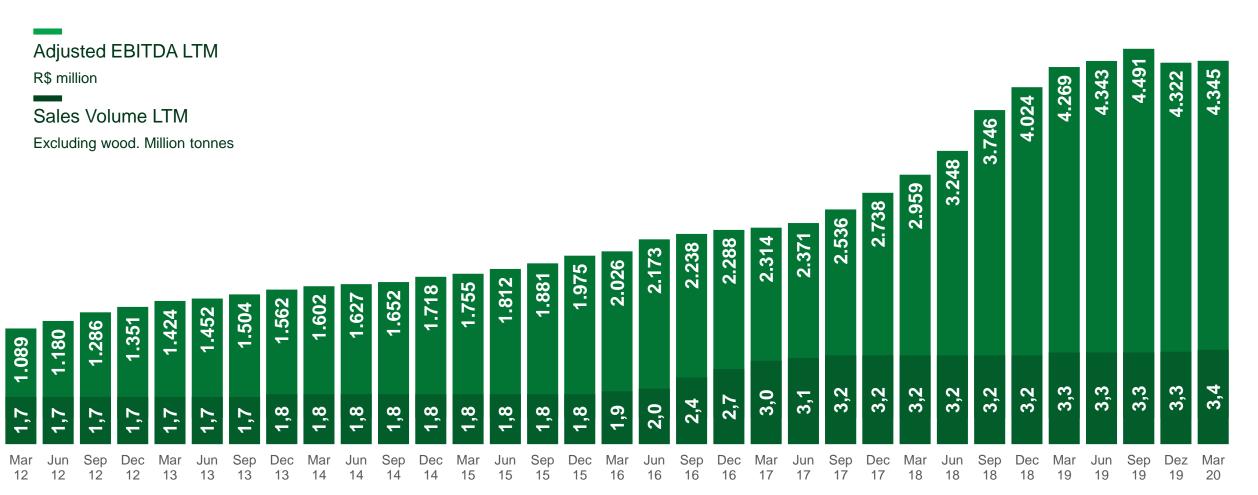


RESULTS

Consistent Performance

Sales Volume vs Adjusted EBITDA

Klabin



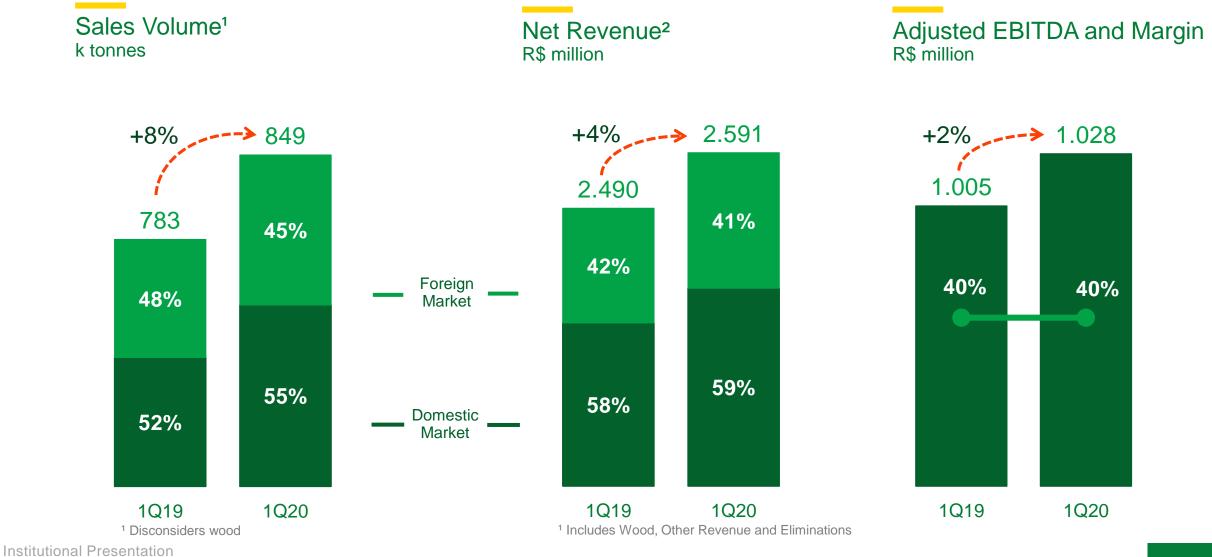
LTM: Last Twelve Months

Institutional Presentation

Net Revenue and EBITDA

Leadership in Resilient Markets





1Q20

Business Unit: Pulp

Puma Results



R\$ million

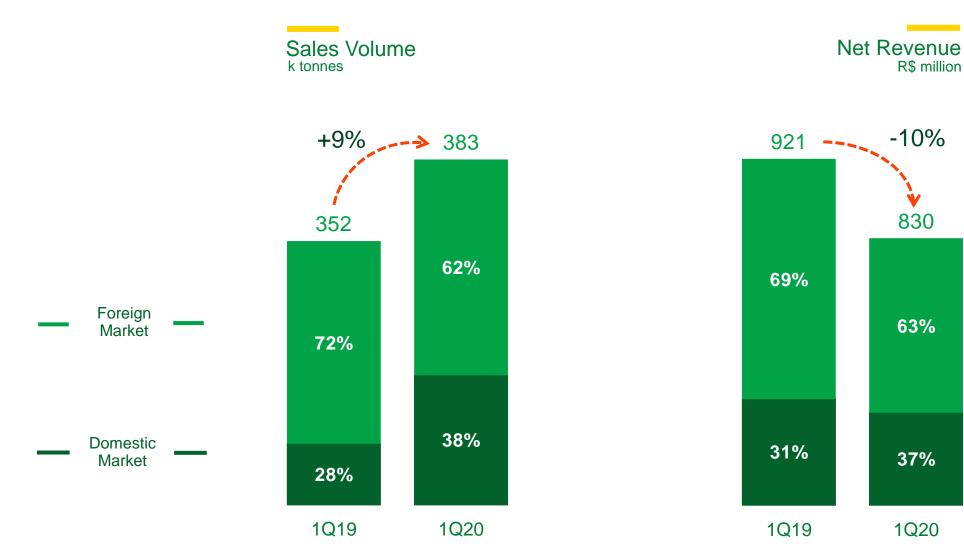
-10%

V 830

63%

37%

1Q20

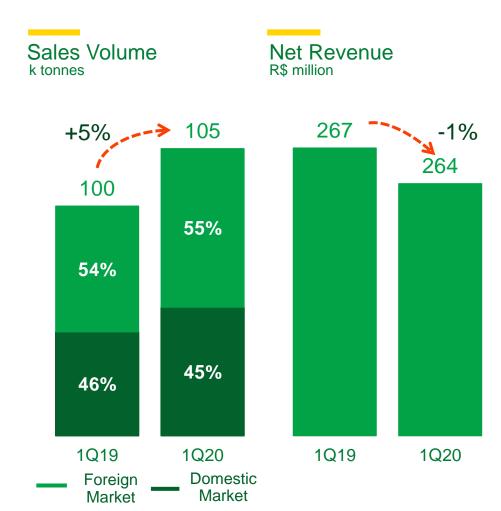


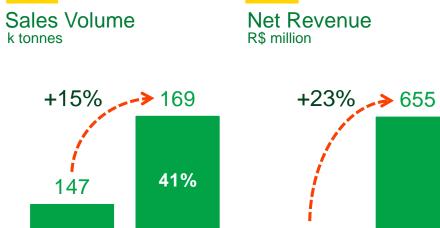
Business Unit: Paper

Coated Boards and Kraftliner Results

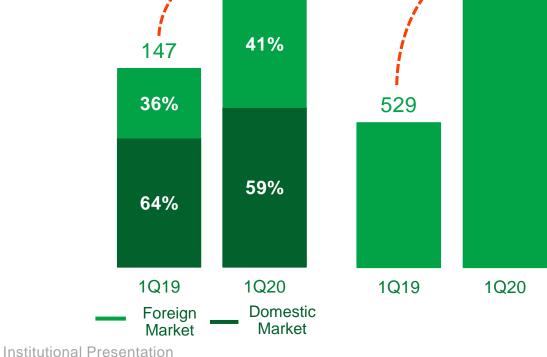
Klabin

KRAFTLINER





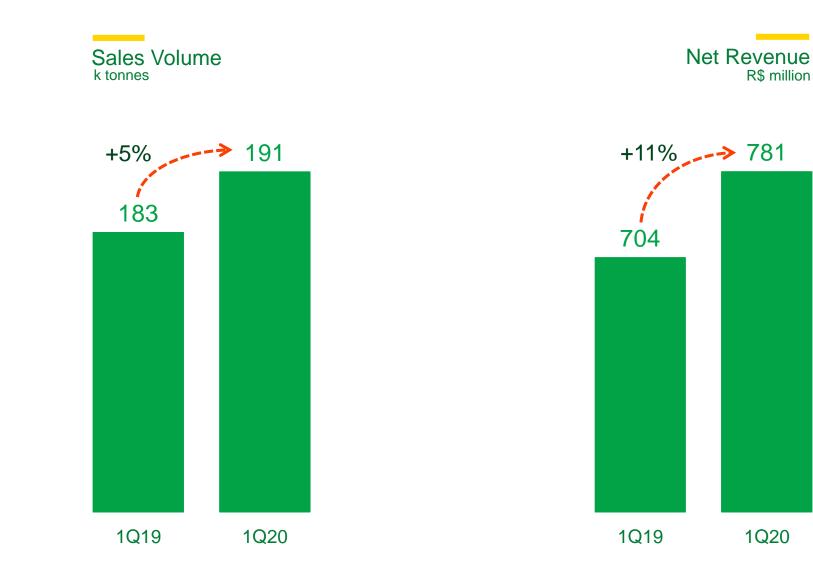
COATED BOARDS



Business Unit: Packaging

Corrugated Boxes and Industrial Bags Results



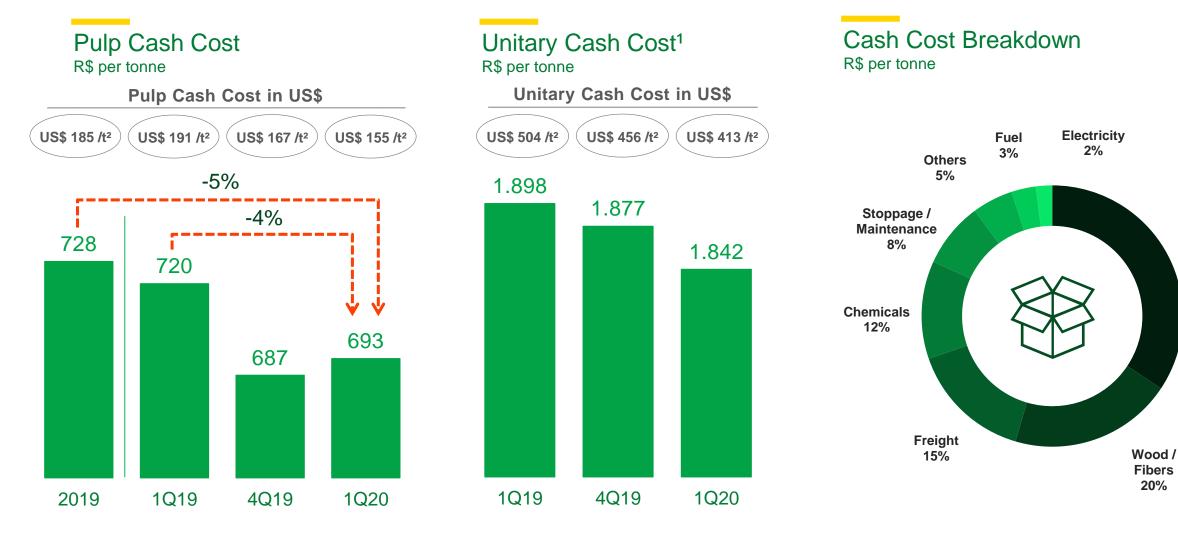


Institutional Presentation 1Q20

Cash Cost 1Q20

Cost Discipline





Institutional Presentation 1Q20 ¹ Cash cost considers: Cost of Goods Sold (COGS) + Selling, General & Administrative Expenses (SG&A) + Other Gains (Losses) – Depreciation & Amortization ² Based on the average FX during the quarter

Labor 34%

Free Cash Flow

Continuous cash generation



R\$ MM	1Q20	4Q19	1Q19	LTM ³
Adjusted EBITDA	1.028	965	1.005	4.345
(-) Capex	(820)	(852)	(297)	(3.097)
(-) Interest paid/received	(243)	(381)	(358)	(1.095)
(-) Income tax	(1)	(2)	(159)	(47)
(+/-) Working Capital	(308)	383	(249)	(478)
(-) Dividends & IOC ³	(223)	(294)	(270)	(910)
(+/-) Other	(32)	4	(3)	(32)
Free Cash Flow	(600)	(178)	(331)	(1.314)
Dividends & IOC ³	223	294	270	910
Puma II Project	527	554	0	1.798
Special projects and growth	23	9	50	210
Adjusted Free Cash Flow ¹	173	679	(11)	1.604
Adjusted FCF Yield ²				7,6%

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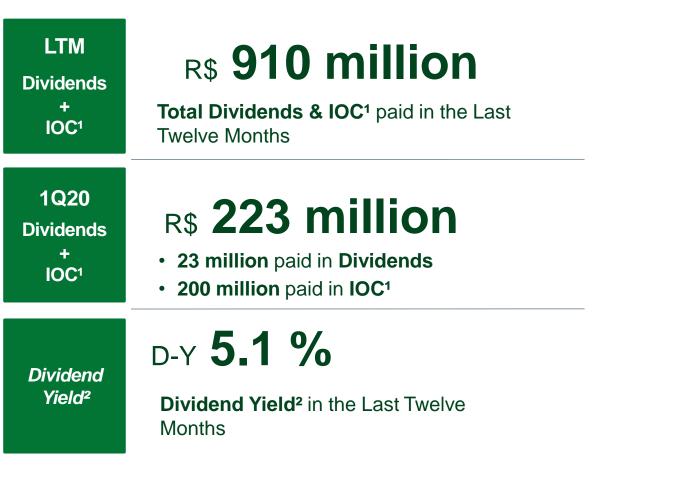
¹ Disconsiders Dividends / JCP as well as Projects

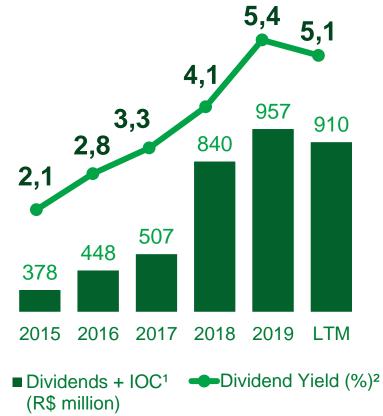
² Adjusted FCF Yield (per Unit excluding treasury Units) divided by the average Unit price for the Last Twelve Months ³ UDM – Últimos Doze Meses

Shareholder Remuneration

Payement track record







¹ Interest On Capital

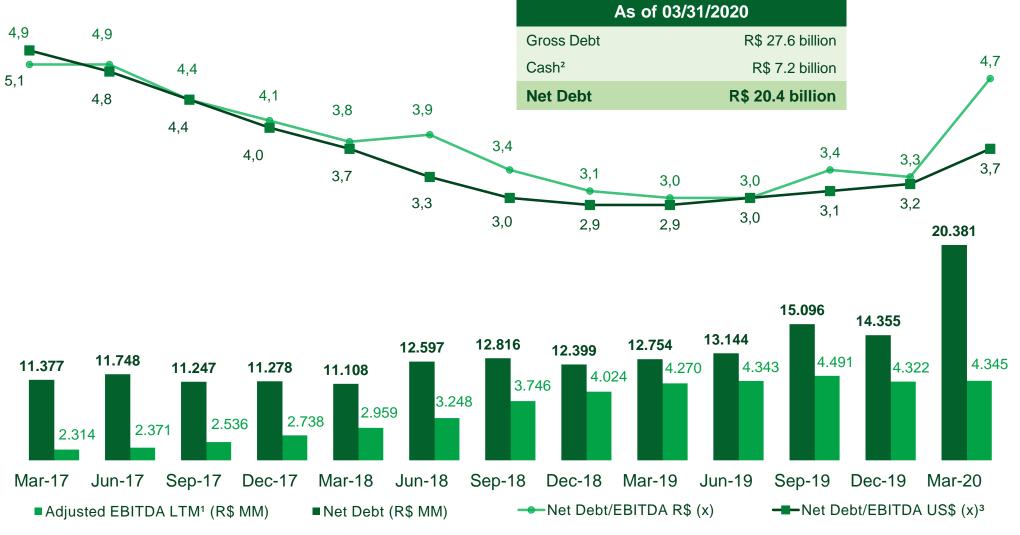
Institutional Presentation 1Q20

60

² Dividend yield (excluding treasury Units) is the sum of the cumulative compensation of Units in the Last Twelve Months, divided by the average Unit price in the period

Net Debt and Leverage

Increased Net Debt in line with the progress of the Puma II project and accentuated by the devaluation of the Real in the period



¹ LTM: Last Twelve Months

Institutional Presentation 1Q20

² Disconsiders the Revolving Credit Facility of US\$ 500 million due on Dec/23

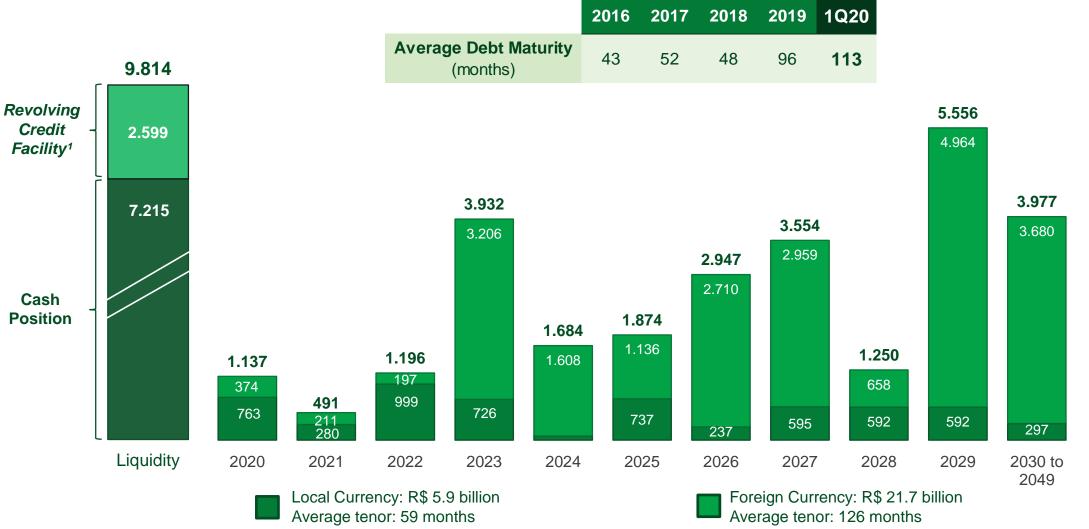
³ Net Debt/EBITDA (US\$): considers the closing dollar each period for Net Debt and the average dollar for the EBITDA measure



Debt Maturity

Robust liability management process

R\$ Million

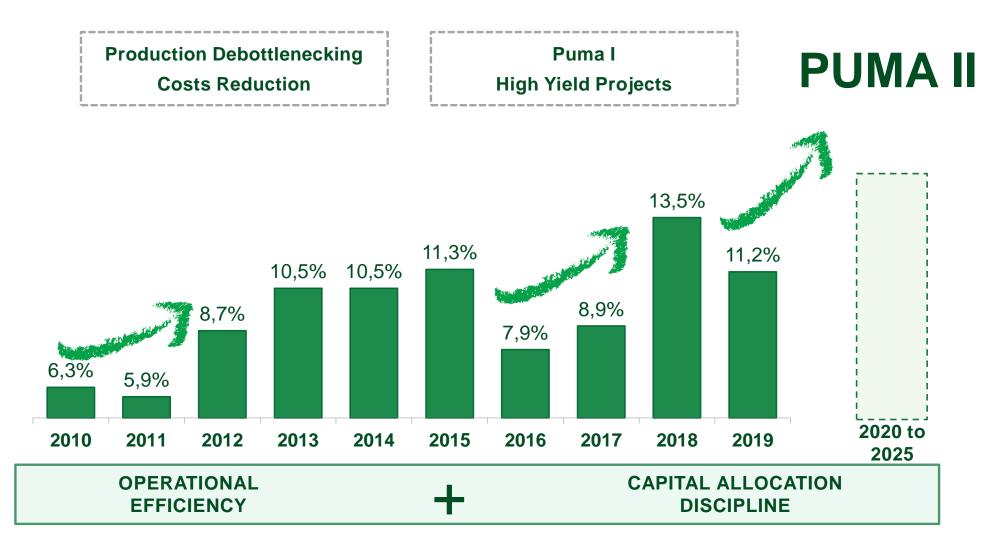




Return On Invested Capital¹

Continuous return improvement





Institutional Presentation 1Q20 ¹ ROIC: [EBITDA – Sustaining CAPEX – Cash Tax] / [Total Asset – PP&E UnderConst. –Total Liability (exc. Debt)² – Bio. Assets Adjustment³] ² Total Liability – Total Debt

³ Fair Value of Biological Assets – Deferred Tax ref. Biological Assets

Income Statement

R\$ Million



	4010	2010	1010	Δ	Δ
	4Q19	3Q19	4Q18	4Q19/3Q19	4Q19/4Q18
Gross Revenue	2.983	3.120	2.879	-4%	4%
Net Revenue	2.591	2.704	2.490	-4%	4%
Variation in the fair value of biological assets	217	76	(38)	188%	n/a
Cost of Products Sold	(1.814)	(1.948)	(1.594)	-7%	14%
Gross Profit	994	832	858	19%	16%
Selling Expenses	(247)	(281)	(190)	-12%	30%
General & Administrative Expenses	(149)	(158)	(138)	-6%	8%
Other Revenues (Expenses)	12	(36)	2	n/a	453%
Total Operating Expenses	(384)	(475)	(326)	-19%	18%
Operating Income (before Fin. Results)	610	357	532	71%	15%
Equity pickup	22	1	2	2013%	1177%
Financial Expenses	(2.170)	(171)	(572)	1170%	279%
Financial Revenues	`107 ´	142	140 [´]	-24%	-23%
Net Foreign Exchange Losses	(3.426)	404	(19)	n/a	18247%
Net Financial Revenues	(5.488)	375	(450)	n/a	1119%
Net Income before Taxes	(4.856)	733	83	n/a	n/a
Income Tax and Soc. Contrib.	1.713	(102)	(280)	n/a	n/a
Net Income (loss)	(3.143)	631	(196)	n/a	1502%
Net income (loss) attributable to noncontrolling inter	28	40	5	-30%	504%
Net income attributable to Klabin's stockholde	(3.171)	591	(201)	n/a	1479%
Depreciation and amortization	635	683	435	-7%	46%
Change in fair value of biological assets	(217)	(76)	38	188%	n/a
Adjusted EBITDA	1.028	965	1.005	7%	2%

Balance Sheet

R\$ Million



Assets	Mar-20	Dec-19	Mar-19
Current Assets	12.109	13.674	11.532
Cash and banks	38	64	66
Short-term investments	5.759	8.276	6.068
Securities	1.418	1.391	1.326
Receivables	2.215	1.860	1.985
Inventories	1.462	1.332	1.352
Recoverable taxes and contributions	977	505	441
Other receivables	239	246	295
Noncurrent Assets	21.730	21.029	18.722
Long term			
Deferred Income Tax and Social Contributi	787	-	-
Taxes to compensate	1.157	1.945	1.169
Judicial Deposits	123	117	86
Other receivables	259	271	305
Other investments	262	171	178
Property, plant & equipment, net	14.006	13.241	12.090
Biological assets	4.583	4.712	4.458
Asset use benefit	479	494	350
Intangible assets	74	78	85

33.839

34.703

30.255

Liabilities	Mar-20	Dec-19	Mar-19
Current Liabilities	3.084	3.105	2.680
Loans and financing	773	702	1.232
Debentures	572	573	75
Suppliers	1.214	1.024	743
Taxes payable	57	67	66
Salaries and payroll charges	213	301	201
Dividends to pay	-	200	-
Liability use benefit	99	101	91
Other accounts payable	155	137	198
Noncurrent Liabilities	27.334	25.097	21.240
Loans and financing	24.525	21.539	18.305
Debentures	1.726	1.271	602
Deferred income tax and social contribution	-	1.145	1.159
Other accounts payable - Investors SCPs	315	333	305
Lease liability	386	397	261
Other accounts payable	382	412	354
Stockholders Equity	2.886	6.047	6.089
Capital	4.076	4.076	4.076
Capital reserve	(337)	(351)	(351)
Revaluation reserve	49	49	49
Profit reserve	1.517	1.517	1.748
Valuation adjustments to shareholders'equi	953	943	975
Retained earnings	(3.194)	-	(221)
Treasury stock	(178)	(187)	(187)
Equity att. to noncontrol. interests	535	454	246
Total	33.839	34.703	30.255

Total

Disclaimer



The statements hereby noticed within this presentation are solely projections or statements regarding future expectations. Such affirmations are subject to known or unknown risks and potential uncertainties that may or may not realize such expectations, or in turn, make them substantially different from what was expected.

These risks include, among others, changes on future demand for the products commercialized by the company, modifications on factors that affect domestic and international prices, changes on cost structure, modification on seasonality of markets, changes in the prices of the competitors, currency fluctuations, changes in the domestic political-economic scenario or in emerging and international markets.

Klabin cannot ensure the expectations here presented will materialize.

INVESTOR RELATIONS

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