



Earnings Release

4Q23

Earnings Release

4Q23

February 7, 2024

ADJUSTED EBITDA REACHES R\$ 1.620 BILLION IN 4Q23 AND R\$ 6.259 BILLION IN 2023, EXCLUDING NON-RECURRING EFFECTS

Total Cash Cost

R\$ 3,000/t

The total cash cost, excluding the non-recurring effects and the maintenance stoppage, was R\$ 3,000/t in 4Q23, a year-on-year decline of 12% compared with 4Q22. In 2023, it was R\$ 3,133/t, the same level as 2022.

Caetê Project

Forestry Acquisition

According to the Material Fact published on December 20, 2023, Klabin entered into an agreement to acquire corporations holding 150 thousand hectares of total area, of which 85 thousand hectares of productive area, mainly in the state of Paraná and 31.5 million tons of wood for US\$ 1.160 billion.

Capex

R\$ 1.011 bi

Investments totaled R\$ 1.011 billion in 4Q23, 36% lower than compared with 4Q22. In 2023 the amount invested totaled R\$ 4.307 billion, 26% below compared to 2022.

Earnings

5.8% dividend yield

Klabin paid out R\$ 1.4 billion in dividends in the last twelve months, representing a dividend yield of 5.8%, in line with its Dividends and Interest on Capital Policy.

Adjusted FCF Yield

13.3%

Adjusted Free Cash Flow (FCF) ¹ amounted to R\$ 3.1 billion in 2023, representing an Adjusted FCF yield¹ of 13.3%.

¹ See methodology in the Cash Flow section

Dow Jones Index

Sustainability

Klabin was included for the 4th consecutive year in the global portfolio of the Dow Jones Sustainability Index, reinforcing its position as one of the most recognized companies for its sustainable activities worldwide.

Klabin

Market Cap

R\$ 24.5 billion¹

¹based on the price of KLBN11 on 12/28/23

KLBN11

Closing Price

R\$ 22.22/unit¹

4Q23 Average Daily Trading Volume

R\$ 111 million

Conference Call

February 8, 2024

(Thursday)

9:00 a.m. (NYC)

Link: [Webcast](#)

IR Channels

<http://ri.klabin.com.br>
invest@klabin.com.br
Tel: +55 11 3046-8401

Klabin Invest:

[Videos and Podcasts](#)

Financial Highlights

| R\$ million | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|---|---------------|---------------|---------------|------------|-------------|---------------|---------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Sales Volume (thousand tonnes)¹ | 961 | 967 | 928 | -1% | 4% | 3,666 | 3,852 | -5% |
| % Domestic Market | 54% | 56% | 58% | - 2 p.p. | - 4 p.p. | 56% | 56% | + 0 p.p. |
| Pulp | 412 | 426 | 374 | -3% | 10% | 1,546 | 1,544 | 0% |
| Paper | 297 | 268 | 305 | 11% | -3% | 1,095 | 1,269 | -14% |
| Packaging | 247 | 262 | 247 | -6% | 0% | 1,006 | 1,032 | -3% |
| Net Revenue² | 4,500 | 4,400 | 5,083 | 2% | -11% | 18,024 | 20,033 | -10% |
| % Domestic Market | 64% | 67% | 62% | - 3 p.p. | + 2 p.p. | 65% | 59% | + 6 p.p. |
| Pulp | 1,373 | 1,339 | 1,821 | 3% | -25% | 5,693 | 6,995 | -19% |
| Paper | 1,436 | 1,260 | 1,549 | 14% | -7% | 5,408 | 6,359 | -15% |
| Packaging | 1,542 | 1,648 | 1,544 | -6% | 0% | 6,368 | 6,191 | 3% |
| Adjusted EBITDA | 1,683 | 1,352 | 1,905 | 24% | -12% | 6,322 | 7,931 | -20% |
| Adjusted EBITDA Margin | 37% | 31% | 37% | + 6 p.p. | + 0 p.p. | 35% | 40% | - 5 p.p. |
| Adjusted EBITDA Excl. Non-Recurring Effects³ | 1,620 | 1,352 | 1,905 | 20% | -15% | 6,259 | 7,784 | -20% |
| Adjusted EBITDA Margin Excl. Non-Recurring Effects ³ | 36% | 31% | 37% | + 5 p.p. | - 1 p.p. | 35% | 39% | - 4 p.p. |
| Net Income | 370 | 245 | 790 | 51% | -53% | 2,847 | 4,689 | -39% |
| Net Debt | 20,193 | 20,882 | 21,038 | -3% | -4% | 20,193 | 21,038 | -4% |
| Net Debt / EBITDA (LTM - BRL) | 3.2x | 3.2x | 2.6x | + 0.0x | + 0.6x | 3.2x | 2.6x | + 0.6x |
| Net Debt / EBITDA (LTM - USD) | 3.3x | 3.2x | 2.7x | + 0.1x | + 0.6x | 3.3x | 2.7x | + 0.6x |
| CAPEX | 1,011 | 1,093 | 1,582 | -8% | -36% | 4,307 | 5,817 | -26% |
| Average BRL/USD Exchange Rate | 4.96 | 4.88 | 5.26 | 2% | -6% | 5.00 | 5.17 | -3% |
| End of Period BRL/USD Exchange Rate | 4.84 | 5.01 | 5.22 | -3% | -7% | 4.84 | 5.22 | -7% |

¹ Excludes wood and includes by-product sales

² Includes wood and by-product sales and hedge accounting

³ Excludes the non-recurring effect of an extemporaneous credit of R\$63.4 million due to the exclusion of ICMS from the PIS/Cofins base in 4Q23 and R\$147 million in 2Q22 related to the extemporaneous PIS/COFINS credit on the purchase of OCC.

Note: Klabin presents its consolidated financial statements according to international accounting standards (International Financial Reporting Standards - IFRS) as determined by CVM 457/07 and CVM 485/10 instructions. Adjusted EBITDA is in accordance with CVM Instruction 527/12. Some of the figures on the charts and tables may not express a precise result due to rounding.



PM28 – New coated board machine. Date: June 2023

Quarterly Message

At Klabin, the close of 2023 was marked by the signature of the agreement for the acquisition of Arauco's forestry operation in the state of Paraná¹, denominated the Caeté Project. The investment of US\$ 1.160 billion covers the purchase of 150 thousand hectares of total area, of which 85 thousand in productive forest areas, largely located in Paraná, and corresponding to 31.5 million tons of wood, plus forestry machinery and equipment. With the conclusion of the Caeté Project, Klabin will complete the program for expanding its land for Puma II, reducing the structural medium distance for wood haulage in Paraná, as well as generating significant gains with operational synergies and lowering future investment requirements. In addition, following the harvesting of the current wood cycle, Klabin will exceed its self-sufficiency target of 75% of its own wood on approximately 60 thousand productive hectares. The operation is subject to the usual suspensive conditions for this type of operation.

In the pulp market, the demand for short and long fiber remained strong, especially at the beginning of the fourth quarter, given the better seasonality of the period and inventory levels normalized in all regions. In this context, reference prices measured by the FOEX index in China recorded a 17% increase in short fiber pulps and 13% in long fiber compared with the preceding quarter. Demand for fluff pulps remained solid with prices trending upwards on the evidence of price hikes announced by producers.

At Klabin, the solid performance of the Pulp Business is notable with multiple increases in the prices of short fiber as well as fluff pulps where price levels remain an important differential when compared with fibers with a greater degree of commoditization. In the quarter, Klabin maintained the strategy of diversification and flexibility throughout the year, with the allocation of greater volumes to the Asian market, with the aim of better revenue management.

¹ In addition to Paraná, a small part of the assets is located in the states of São Paulo and Santa Catarina

Structural demand in the coated board market continued to be impacted by new consumption habits, as well as the trend to consume sustainable packaging replacing single use plastic for recyclable, biodegradable solutions derived from renewable sources. According to the Brazilian Tree Industry (IBÁ)², sales in the domestic market for the accumulated period from January to November 2023 were stable year-on-year. In 2023, Klabin's sales were also practically stable with a growth of 1% relative to 2022.

As for the containerboard market, the challenging environment which had been a characteristic during the year, persisted into 4Q23, albeit with signs of an improvement and greater stability in prices. In the light of this scenario, the Company continued to pursue its strategy of greater integration of kraftliner in its corrugated box units, at the same time executing tactical production stoppages and prioritizing the profitability of the operations.

Data published by Empapel for the packaging market shows shipments of corrugated boxes in 4Q23, measured in m², reporting a growth similar to Klabin, of 4.6% when compared with 4Q22. In this same period, shipping volume in tons reported by Empapel increased by 3.9% in relation to 4Q22, while at Klabin, sales volume was 2.7% greater in relation to the same period in the preceding year. This reduction in tons is due to the lower weight of Eukaliner® when compared with traditional kraftliner.

Still in the packaging segment, demand for cement in the Brazilian market which impacts the sale of the Company's industrial bags, posted a 1.7% decline in 2023 compared to the full twelve months of 2022 according to preliminary data published by the National Cement Industry Union (SNIC). In 2023, Klabin's sales volume of industrial bags was 9% lower than 2022 due mainly to less robust demand in the Brazilian bagged cement market as well as in Latin America as a whole. On the other hand, with the benefit of the sales mix of greater value-added bags and passed on to prices, in 2023, the average year-on-year price increase per ton was 16%.

Klabin reported total net revenue of R\$ 4.500 billion in 4Q23, a reduction of 11% compared to 4Q22, due mainly to kraftliner and pulp lower prices in addition to the appreciation of the Real against the US\$ in the period, partially offset by the increase of 4% in total volume sold.

² Excluding LPB volumes

COGS/t posted a reduction of 9% in 4Q23 compared to 4Q22, a reflection of operational optimization and efficiency measures adopted by the Company resulting in a lower consumption of chemicals and fuels as well as reduced prices for these commodities and the greater dilution of fixed costs due to higher sales volume in the period. Furthermore, there was a reduction in fixed administrative costs, above all in labor and services and general and administrative expenses, the latter reporting a 15% decline compared with 4T22.

Adjusted EBITDA, excluding non-recurring effects, totaled R\$ 1.620 billion in the period, 15% less than 4Q22, with a reduction of 1 p.p. in the Adjusted EBITDA Margin of 36%. In the light of this scenario, the Company closed the period with leverage measured by the ratio of net debt to Adjusted EBITDA in US\$, of 3.3x, the same level as 3Q23, and within the parameters established in the Company's Indebtedness Policy.

On the sustainability front, for the fourth consecutive year, Klabin was included in the global portfolio of the Dow Jones Sustainability Index, underscoring its position as one of the most recognized companies for its sustainable activities in the world. In addition, for the 11th consecutive year, the Company is also a component of B3's Corporate Sustainability Index (ISE).

With the consolidated results of 2023, we conclude a year marked by the resilience and efficacy of the integrated, diversified, and flexible business model. In a volatile macroeconomic scenario, the Company conducted its operations with discipline and agility, reaching important milestones in its history, among them Puma II's paper Machine 28, the beginning of operations at the Horizonte corrugated box site and the Caetê Project which will guarantee target of forestry self-sufficiency in Paraná. In 2024, the year in which Klabin completes 125 years of its existence, the focus will be on projects with work in progress and the continual search for efficiency and safety in our operations.

Operating and Economic-Financial Performance

Pulp and Paper Production

| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|--------------------------------|--------------|--------------|--------------|------------|-----------|--------------|--------------|------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Pulp | 405 | 422 | 394 | -4% | 3% | 1,556 | 1,586 | -2% |
| Short Fiber | 282 | 299 | 280 | -6% | 1% | 1,100 | 1,130 | -3% |
| Long Fiber/Fluff | 123 | 123 | 114 | 0% | 8% | 456 | 456 | 0% |
| Paper | 632 | 611 | 615 | 3% | 3% | 2,342 | 2,436 | -4% |
| Coated Boards | 225 | 181 | 193 | 24% | 17% | 772 | 727 | 6% |
| PM28 | 37 | 12 | - | n/a | n/a | 49 | - | n/a |
| Containerboard ¹ | 407 | 431 | 422 | -6% | -4% | 1,570 | 1,709 | -8% |
| Kraftliner | 218 | 217 | 248 | 1% | -12% | 867 | 1,000 | -13% |
| PM27 | 102 | 94 | 91 | 8% | 12% | 374 | 354 | 6% |
| PM28 | 49 | 64 | - | -24% | n/a | 113 | - | n/a |
| Recycled | 38 | 56 | 83 | -32% | -54% | 216 | 355 | -39% |
| Total Production Volume | 1,037 | 1,033 | 1,009 | 0% | 3% | 3,898 | 4,023 | -3% |

¹ Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

The total production volume in 4Q23 was 1.037 million tons, an increase of 3% in relation to the same quarter in 2022. On the other hand, total production volume for the full twelve-month period of 2023 was 3.898 million tons, 3% lower compared with 2022.

Production volume of pulp in 4Q23 totaled 405 thousand tons, a year-on-year increase of 3%. For the year as a whole, production was 1.556 million tons, 2% lower than 2022. This result was mainly due to the longer duration of the general maintenance stoppage due to its increased scope and the interconnections required with Puma II, preparatory to the start-up of PM28.

Coated board output in the quarter under review was 225 thousand tons, 17% greater than 4Q22 while the accumulated production in 2023 amounted to 772 thousand tons, 6% greater than 2022. Both increases are explained by the start-up and ramp-up of PM28, which in 2023 produced 162 thousand tons, 49 thousand of coated board and 113 thousand tons of containerboard.

In containerboard, 4Q23 production volume was 407 thousand tons, 4% lower compared with 4Q22 while the accumulated volume for 2023 totaled 1.570 million tons, 8% below 2022. Volume in the periods was impacted by tactical stoppages in machines producing recycled paper – Paulínia (PM29), Franco da Rocha (PM30) and Goiana (PM17) and paper machine 1 at the Monte Alegre mill producing kraftliner - additional to ramp-ups of PM27 and PM28 (Puma II). Klabin continues to use its business model, exercising flexibility and integration, tactically reducing containerboard production, and prioritizing the conversion of kraftliner paper into corrugated boxes.

Maintenance Stoppages

As scheduled, no maintenance stoppages occurred in the fourth quarter 2023.

| | | Maintenance Stoppage Schedule 2023 | | | | | | | | | | | |
|------------------------------|--|------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Manufacturing Plant | | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| Ortigueira (PR) ¹ | | | | | ORT | | | | | | | | |
| Monte Alegre (PR) | | | | | | | | MA | | | | | |
| Correia Pinto (SC) | | | | | | CP | | | | | | | |

¹Pulp and Paper

Legend:

Executed

To be Executed

There was a programmed maintenance stoppage during January 2024 at the Otacílio Costa mill in Santa Catarina. Activities have since been resumed and the mill is operating normally. It should be noted that this mill operates on the basis of a shutdown every 15 months, no maintenance stoppage therefore took place in 2023.

In 2024, maintenance stoppages will be held at the Ortigueira and Monte Alegre units in Paraná, and Correia Pinto mill, in Santa Catarina, as shown as follows.

| | | Maintenance Stoppage Schedule 2024 | | | | | | | | | | | |
|------------------------------|--|------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Manufacturing Plant | | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| Ortigueira (PR) ¹ | | | | | | | | ORT | | | | | |
| Monte Alegre (PR) | | | | | | | | | | | MA | | |
| Correia Pinto (SC) | | | | | | | | | CP | | | | |
| Otacílio Costa (SC) | | OC | | | | | | | | | | | |

¹Pulp and Paper

Legend:

Executed

To be Executed

Sales Volume

| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | Δ | 2023 | 2022 | Δ |
|---|------------|------------|------------|-------------|------------|--------------|--------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Pulp | 412 | 426 | 374 | -3% | 10% | 1,546 | 1,544 | 0% |
| Short Fiber | 298 | 315 | 267 | -5% | 12% | 1,128 | 1,107 | 2% |
| Long Fiber/Fluff | 114 | 111 | 107 | 3% | 7% | 418 | 437 | -4% |
| Paper | 297 | 268 | 305 | 11% | -3% | 1,095 | 1,269 | -14% |
| Coated Boards | 198 | 166 | 179 | 19% | 11% | 705 | 700 | 1% |
| Containerboard ¹ | 99 | 102 | 127 | -3% | -22% | 390 | 568 | -31% |
| Packaging | 247 | 262 | 247 | -6% | 0% | 1,006 | 1,032 | -3% |
| Corrugated Boxes | 215 | 226 | 209 | -5% | 3% | 863 | 876 | -1% |
| Industrial Bags | 32 | 36 | 38 | -11% | -15% | 143 | 156 | -9% |
| Other | 5 | 11 | 2 | -51% | n/a | 19 | 8 | 132% |
| Total Sales Volume (ex-wood)² | 961 | 967 | 928 | -1% | 4% | 3,666 | 3,852 | -5% |

¹ Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and Other containerboard grades

² Includes by-product sales

Total pulp volume sold was 412 thousand tons in the fourth quarter of 2023, 10% greater than 4Q22. This was mainly due to greater production volume and the Company's geographic flexibility with the allocation of greater sales volume to the Chinese market where demand remained stronger than other regions during the period. For the full 12-month period of 2023, sales volume remained in line with 2022.

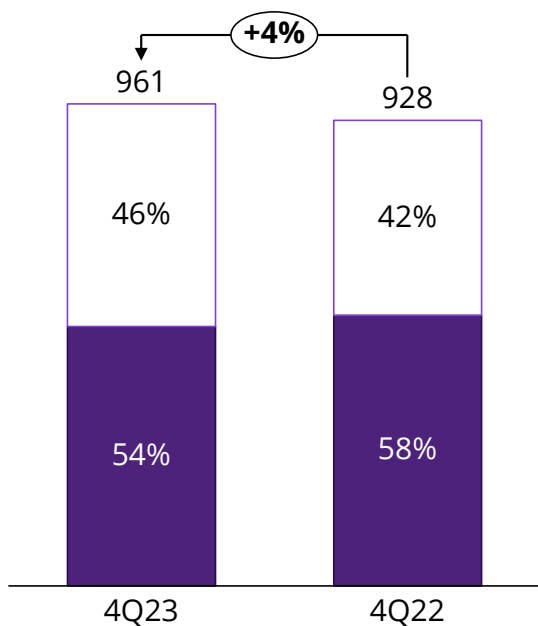
Coated board sales volume was 198 thousand tons in 4Q23, an 11% increase in relation to 4Q22, mainly reflecting the PM28 ramp-up. In 2023, sales volume totaled 705 thousand tons, in line with 2022.

Containerboard sales volume totaled 99 thousand tons in the fourth quarter of 2023, a decrease of 22% in relation to 4Q22. Despite stronger demand, the market remained a challenging one in Brazil and abroad. Consequently, Klabin continues to prioritize the conversion of kraftliner into corrugated boxes. For the full year 2023, there was a decrease of 31% in line with the greater integration strategy as well as the tactical production stoppages executed by the Company, prioritizing the profitability of the operations.

In the packaging paper segment, the volume of corrugated box shipments in 4Q23, measured in m², reported a year-on-year increase of 4.6%. Based on a comparison in tons, sales volume was 215 thousand, an increase of 2.7% relative to the same period in 2022. This growth was driven mainly by the increase in demand for packaging for the protein and industrialized food segments. For the calendar year 2023, sales measured in m² recorded a 0.7% increase and in tons, there was a reduction of 1.4% in relation to 2022. The difference between m² and tons of variation shows the success of Eukaliner® which, as predicted, brought a reduction in the grammage of the packaging.

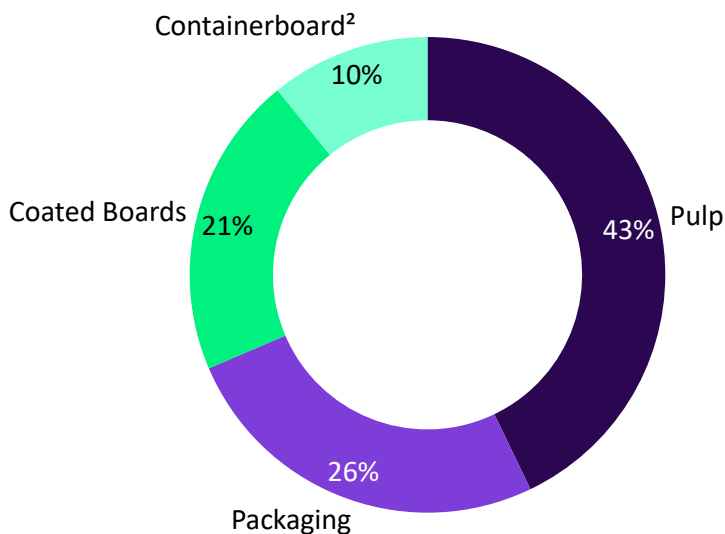
The sales volume of industrial bags in 4Q23 and for the full year 2023, posted decreases of 15% and 9% respectively, compared with the same period in 2022. This performance largely reflects weaker demand for bagged cement in the domestic market and in Latin America.

Sales Volume¹
(excluding wood – k tons)



■ Domestic Market □ Foreign Market

Sales Volume by Product¹
4Q23



¹Excludes Wood

²Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

Foreign Exchange

| R\$ / US\$ | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|---------------|------|------|------|-----------|-----------|------|------|-----------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Average Rate | 4.96 | 4.88 | 5.26 | 2% | -6% | 5.00 | 5.17 | -3% |
| End of Period | 4.84 | 5.01 | 5.22 | -3% | -7% | 4.84 | 5.22 | -7% |

Source: Brazilian Central Bank

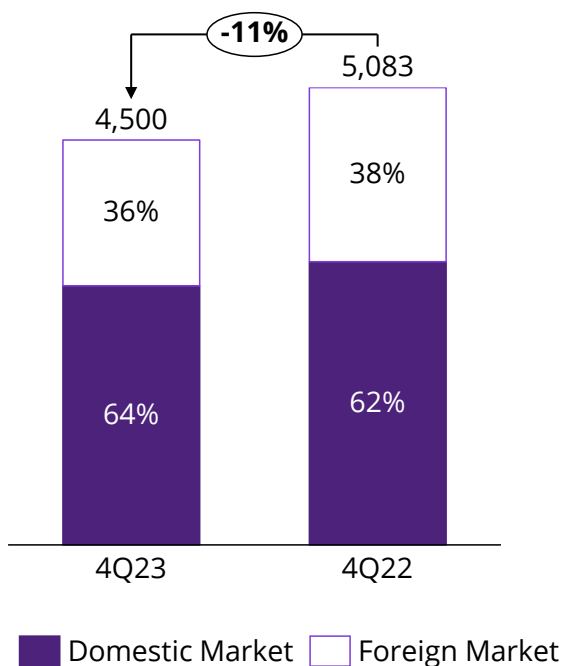
Net Revenue

| Net Revenue (R\$ million) | 4Q23 | 3Q23 | 4Q22 | Δ | Δ | 2023 | 2022 | Δ |
|-----------------------------|--------------|--------------|--------------|-------------|-------------|---------------|---------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Wood | 46 | 51 | 44 | -10% | 3% | 184 | 192 | -4% |
| Pulp | 1,373 | 1,339 | 1,821 | 3% | -25% | 5,693 | 6,995 | -19% |
| Short Fiber | 862 | 826 | 1,164 | 4% | -26% | 3,557 | 4,493 | -21% |
| Long Fiber/Fluff | 511 | 514 | 657 | 0% | -22% | 2,136 | 2,502 | -15% |
| Paper | 1,436 | 1,260 | 1,549 | 14% | -7% | 5,408 | 6,359 | -15% |
| Coated Boards | 1,099 | 916 | 932 | 20% | 18% | 3,931 | 3,538 | 11% |
| Containerboard ¹ | 337 | 344 | 618 | -2% | -45% | 1,478 | 2,820 | -48% |
| Packaging | 1,542 | 1,648 | 1,544 | -6% | 0% | 6,368 | 6,191 | 3% |
| Corrugated Boxes | 1,254 | 1,327 | 1,230 | -6% | 2% | 5,079 | 4,973 | 2% |
| Industrial Bags | 288 | 321 | 314 | -10% | -8% | 1,290 | 1,217 | 6% |
| Other² | 103 | 102 | 125 | 1% | -17% | 370 | 297 | 25% |
| Total Net Revenue | 4,500 | 4,400 | 5,083 | 2% | -11% | 18,024 | 20,033 | -10% |

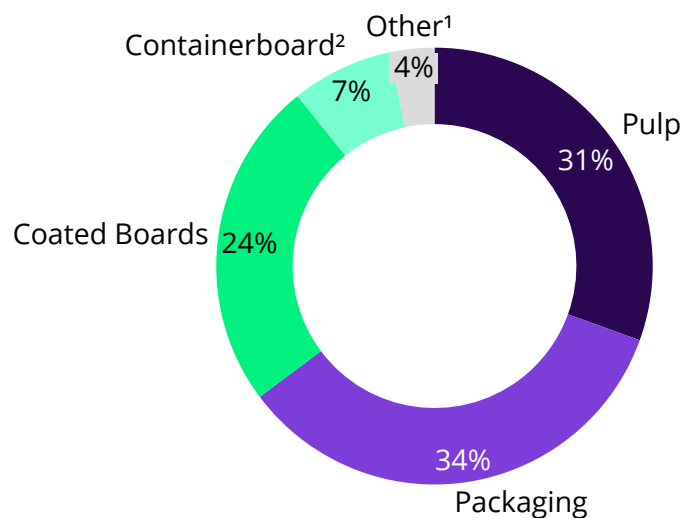
¹ Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

² Includes by-product sales and hedge accounting

Net Revenue
(R\$ million)



Net Revenue by Product¹
4Q23



¹Excludes Wood

²Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

Net Revenue totaled R\$ 4.5 billion in 4Q23, a year-on-year reduction of 11% and largely a reflection of the fall in pulp and kraftliner prices and the appreciation of the Real against the US\$ in the period, partially offset by the increase in total volume sold. In 2023, net revenue totaled R\$ 18.0 billion, a decrease of 10% compared to 2022 due to lower pulp and kraftliner prices as well as the lower total sales volume.

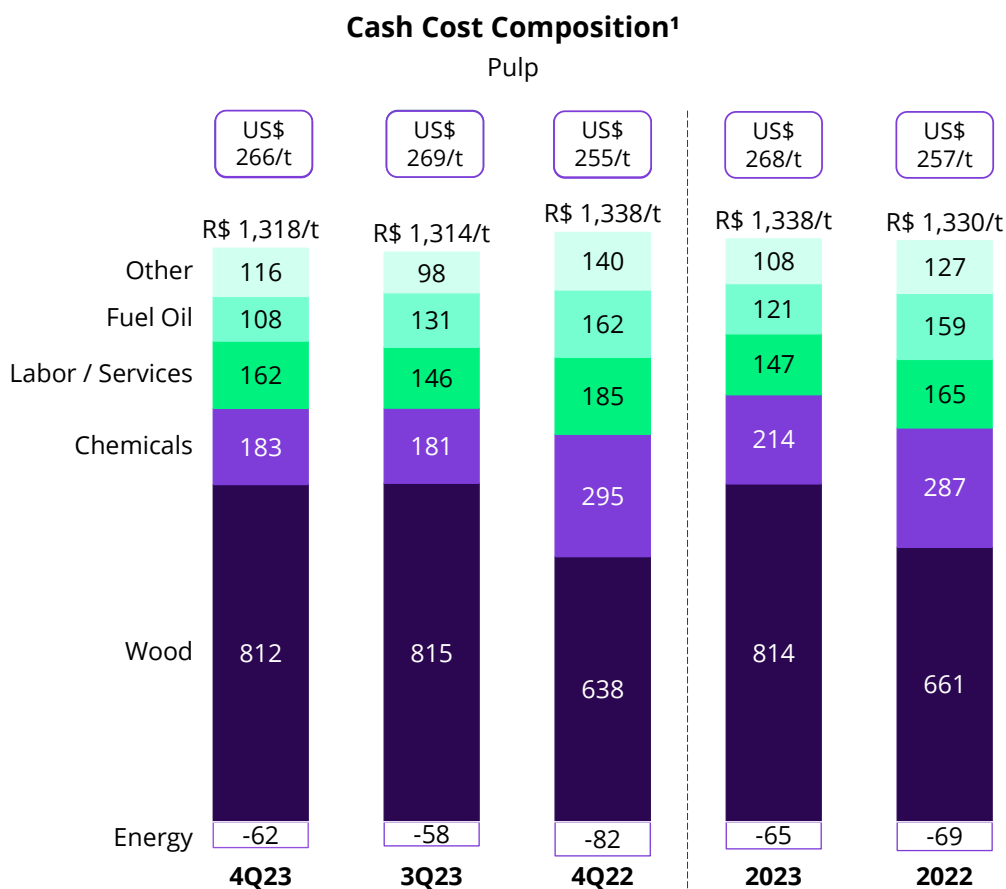
Operational Costs and Expenses

Pulp Cash Cost

For informational purposes, the unitary cash cost of pulp production is shown covering the production costs of short and long fiber/fluff in relation to the output of pulp volume in the period. The production cash costs do not include selling, general and administrative expenses, constituting solely the amount expended on pulp production as such.

Pulp production **cash cost** was R\$ 1,318 per ton in 4Q23, a 1% decline in relation to 4Q22. During the period there was a reduction in chemical and fuel costs due to lower consumption proportionate by the biomass gasification, sulfuric acid, and potassium sulphate removal plants, in addition to lower commodity prices. There was also a reduction in the cost of labor and services costs, result of the various fixed cost reduction initiatives carried out throughout 2023, in addition to the greater dilution of fixed costs due to the ramp-up of MP28. These reductions offset the increase in fiber costs which as planned and previously announced, were higher than the same period in 2022, given the greater use of third-party wood during the first cycle of the Puma II Project.

The cash cost was R\$ 1,338 per ton in 2023 excluding the impacts of the maintenance stoppage in 2Q23, an increase of 1% in relation to 2022. The performance is explained by the same reasons mentioned in the preceding paragraph.



¹Excludes the cost of maintenance stoppage

Total Cash Cost

| Costs and Expenses (R\$ million) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|---|----------------|----------------|----------------|------------|-------------|-----------------|-----------------|--------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Cost of Goods Sold (COGS)¹ | (2,229) | (2,371) | (2,382) | -6% | -6% | (9,077) | (9,232) | -2% |
| Variable Costs | (1,303) | (1,301) | (1,530) | 0% | -15% | (5,325) | (5,895) | -10% |
| Labor and Third Parties/Services | (706) | (665) | (675) | 6% | 5% | (2,638) | (2,435) | 8% |
| Other ² | (219) | (405) | (177) | -46% | 24% | (1,114) | (902) | 24% |
| COGS/t ³ | (2,322) | (2,346) | (2,540) | -1% | -9% | (2,403) | (2,328) | 3% |
| Sales Expenses | (384) | (382) | (480) | 1% | -20% | (1,542) | (1,901) | -19% |
| General and Administrative Expenses | (266) | (236) | (314) | 12% | -15% | (1,001) | (1,051) | -5% |
| Other Net Expenses⁴ | (1) | (55) | (4) | n/a | n/a | (135) | (63) | -114% |
| Total Cash Cost | (2,880) | (3,044) | (3,180) | -5% | -9% | (11,755) | (12,247) | -4% |
| Cash Cost/t (excluding MS effects)^{3/4} | (3,000) | (3,042) | (3,399) | -1% | -12% | (3,133) | (3,111) | 1% |

¹ Excludes Depreciation, Amortization and Exhaustion contained in COGS and Selling and Administrative Expenses. Includes maintenance downtime cost

² Heading under which Maintenance Shutdown Cost is classified

³ Excludes maintenance cost of scheduled general shutdowns

⁴ Excludes the non-recurring effect of an extemporaneous credit of R\$63.4 million due to the exclusion of ICMS from the PIS/Cofins base in 4Q23 and R\$147 million in 2Q22, related to the extemporaneous PIS/COFINS credit on the purchase of OCC.

Cost of goods sold (COGS) was R\$ 2.229 billion in 4Q23, a reduction of 6% in relation to the same period of 2022. This result is largely explained by a reduction in variable costs such as the consumption of chemicals and fuels due to plants of gasification ion of biomass, sulfuric acid and removal of potassium sulphate and as well as optimizations of processes in addition to lower commodity prices and reduced purchases of third-party paper and expenditures with energy, partially offset by the inflationary impact on services and labor. The Company's COGS/t registered a decrease of 9% compared with 4Q22, totaling R\$ 2,322/t in 4Q23, benefiting from the greater dilution of costs with the increase in total sales volume. COGS was R\$ 9.077 billion in 2023, a reduction of 2% compared to 2022, while COGS/t was R\$ 2,403/t, 3% higher than the 12-month period 2022, impacted by the increase in the cost of fibers, which as planned and previously announced, was higher than the same period in the preceding year due to the greater use of third party wood during the first cycle of the Puma II Project as well as the lower volume of sales, resulting in lower fixed cost dilution.

Selling expenses were R\$ 384 million in 4Q23, equivalent to 8.5% of the net revenue, a decrease compared to the 9.4% reported in the same quarter for 2022. The reduction relates to lower logistics costs due to the contractual renewal with more favorable conditions for maritime freight by containers in April 2023 as well as a reduction in fuel prices and port and warehousing charges. In 2023, sales expenses totaled R\$ 1.542 billion, equivalent to 8.6% of the net revenue, also down from the 9.5% posted for 2022.

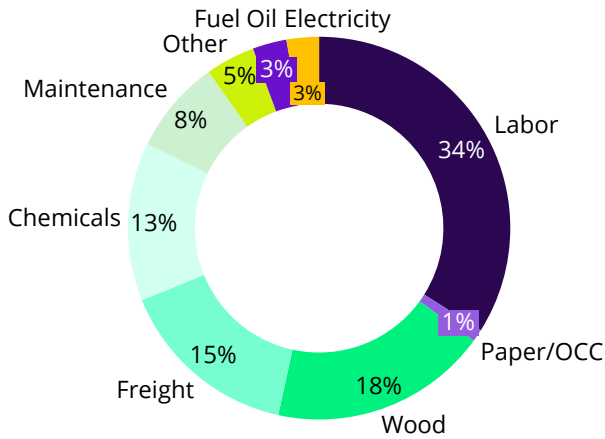
General and administrative expenses totaled R\$ 266 million in 4Q23 and R\$ 1.001 billion in 2023, a reduction of 15% and 5% respectively in relation to the same periods in 2022, reflecting the various initiatives for reducing fixed costs in addition to the gains in efficiency implemented by the Company, which resulted in lower expenditures with labor (reduction in headcount) and third-party services.

Other operating revenues/expenses, excluding non-recurring effects, resulted in the expense of R\$ 1 million in the quarter and R\$ 135 million in the full period of 2023.

The total cash cost per ton was R\$ 3,000/t in 4Q23, 12% lower than 4Q22, as described above. In 2023, the total cash cost per ton was R\$ 3,113/t, 1% higher than 2022 and below inflation for the period.

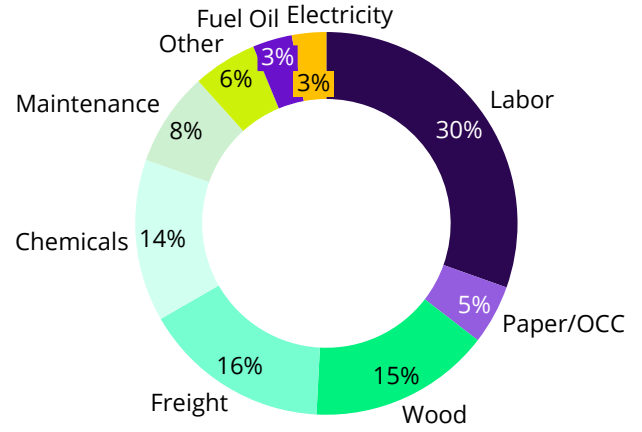
Cash Cost Composition

4Q23



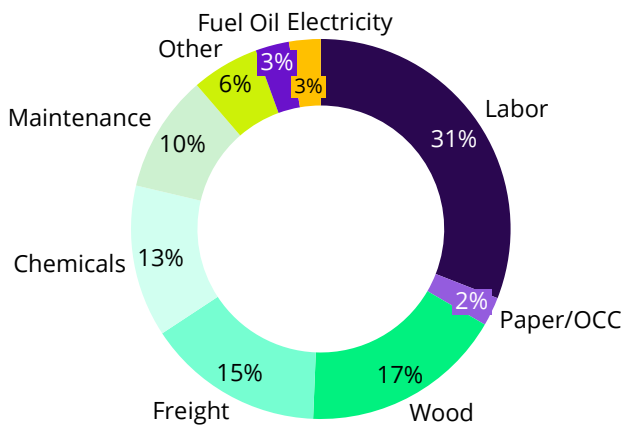
Cash Cost Composition

4Q22



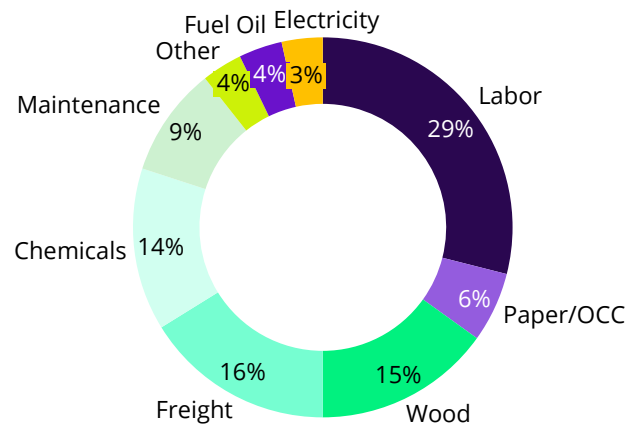
Cash Cost Composition

2023



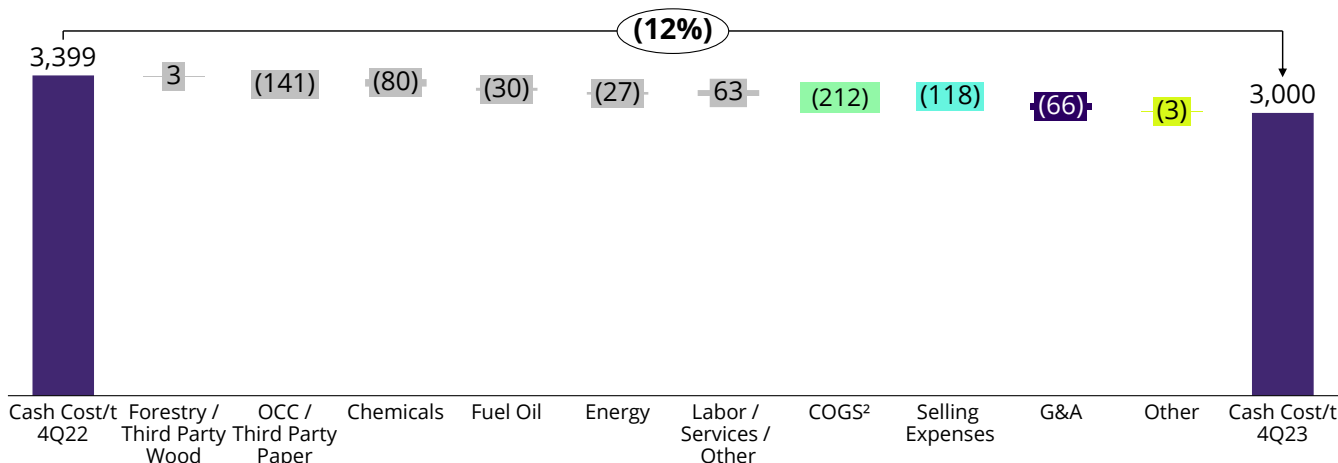
Cash Cost Composition

2022



Total Cash Cost Evolution 4Q22 vs. 4Q23¹

R\$/ton

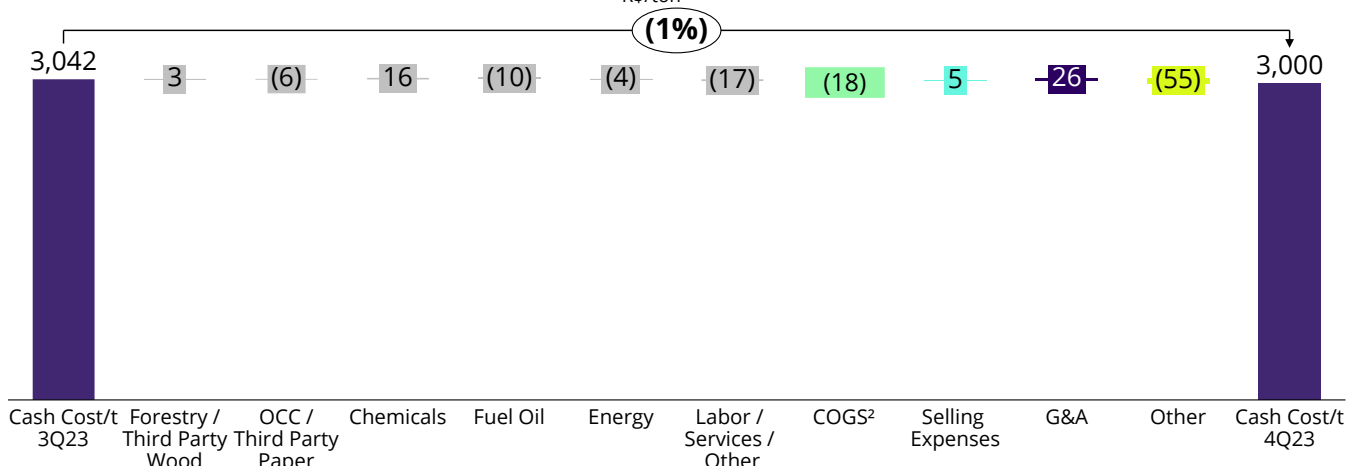


¹ Cost of goods sold and operating expenses, excluding depreciation, amortization and exhaustion, as well as the maintenance stoppage cost.

² COGS represents the sum of the categories detailed in the graph: Forestry / Paper / OCC + Chemicals + Fuel Oil + Energy + Labor / Services / Others

Total Cash Cost Evolution 3Q23 vs. 4Q23¹

R\$/ton

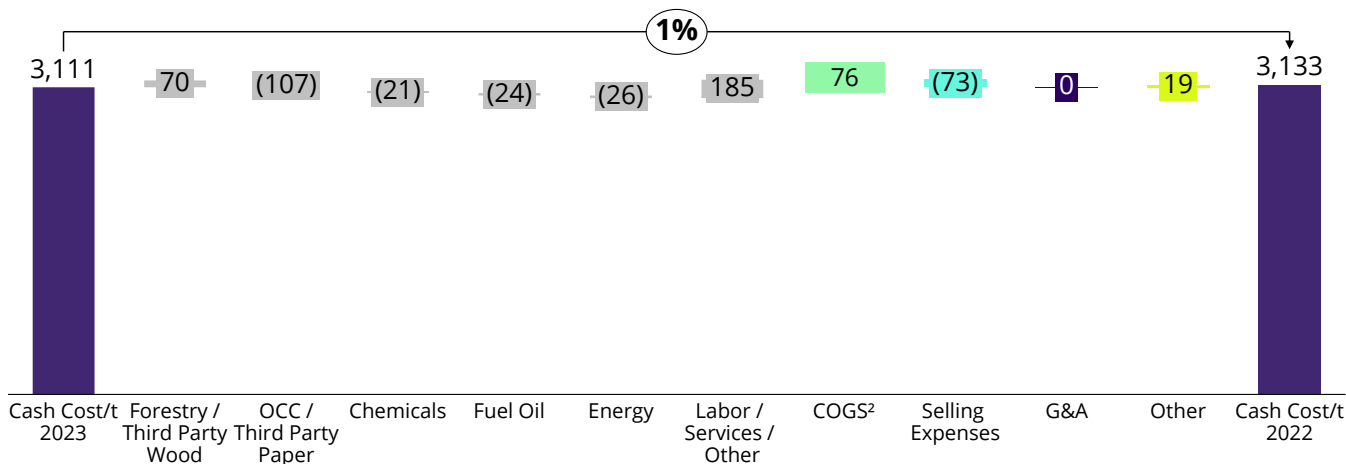


¹ Cost of goods sold and operating expenses, excluding depreciation, amortization and exhaustion, as well as the maintenance stoppage cost.

² COGS represents the sum of the categories detailed in the graph: Forestry / Paper / OCC + Chemicals + Fuel Oil + Energy + Labor / Services / Others

Total Cash Cost Evolution 2022 vs. 2023¹

R\$/ton



¹ Cost of goods sold and operating expenses, excluding depreciation, amortization and exhaustion, as well as the maintenance stoppage cost.

² COGS represents the sum of the categories detailed in the graph: Forestry / Paper / OCC + Chemicals + Fuel Oil + Energy + Labor / Services / Others

Effect of the variation in fair value of biological assets

| Biological Assets (R\$ million) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|--|--------------|--------------|--------------|-------------|-------------|----------------|----------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Beginning Balance | 9,244 | 9,236 | 7,842 | 0% | 18% | 8,109 | 5,528 | 47% |
| Planting and Purchase of Standing Forest | 536 | 376 | 764 | 43% | -30% | 2,090 | 2,541 | -18% |
| Exhaustion | (732) | (511) | (462) | -43% | -59% | (2,251) | (1,843) | -22% |
| Historical Cost | (388) | (269) | (203) | -44% | -91% | (1,171) | (766) | -53% |
| Fair Value Adjustment | (344) | (243) | (258) | -42% | -33% | (1,080) | (1,077) | 0% |
| Fair Value Variation | 130 | 143 | (36) | -9% | n/a | 1,229 | 1,883 | -35% |
| Price | 31 | (128) | 209 | n/a | -85% | 1,533 | 1,629 | -6% |
| Growth | 99 | 271 | (245) | -63% | n/a | (303) | 254 | n/a |
| Ending Balance | 9,178 | 9,244 | 8,109 | -1% | 13% | 9,178 | 8,109 | 13% |

The **valuation of biological assets** at their fair value considers certain estimates such as the price of wood, discount rate, forestry harvest plan and productivity, the variation of which has no cash impact on the Company's results. The end balance for the biological assets in 2023 was R\$ 9.2 billion, R\$ 1.1 billion higher than the balance at year-end 2022. The increase is in line with the expansion of Klabin's forestry base for meeting the requirements of growth projects and with the price rises of wood over the last twelve months.

The variation in the fair value of the biological assets was positive at R\$ 130 million in 4Q23, largely a reflection of the positive result of R\$ 99 million in the "growth line", due to better productivity and an increase of the forestry area evaluated at fair value and revenue of R\$ 31 million, reflecting the increase in the price of the biological assets (standing forest) measured on the basis of market surveys by specialized companies. The effect of exhaustion of the fair value of the biological assets on the cost of goods sold was negative at R\$ 344 million in the period. Thus, the non-cash effect of the fair value of the biological assets on operating results (EBIT) for 4Q23 was negative at R\$ 214 million.

The fair value of variation of biological assets resulted in a revenue of R\$ 1.2 billion in 2023, principally the result of the positive impact of the increase in the price of the biological assets. The effect of exhaustion of the fair value of the biological assets on the cost of goods sold was negative in R\$ 1.1 billion in the period. Thus, the non-cash effect of the fair value of the biological assets on operating results (EBIT) for 2023 was positive at R\$ 149 million.

EBITDA and Operating Cash Generation

| R\$ million | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|---|--------------|--------------|--------------|------------|-------------|--------------|--------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Net Income (loss) | 370 | 245 | 790 | 51% | -53% | 2,847 | 4,689 | -39% |
| (+) Income Taxes and Social Contribution | 171 | 65 | 287 | 162% | -40% | 967 | 1,910 | -49% |
| (+) Net Financial Revenues | 325 | 325 | 31 | 0% | n/a | 435 | 91 | n/a |
| (+) Depreciation, Amortization, Depletion | 953 | 869 | 791 | 10% | 20% | 3,327 | 3,169 | 5% |
| Adjustments According to CVM Resolution 156/22 art. 4º | | | | | | | | |
| (+) Variation of Fair Value of Biological Assets | (130) | (143) | 36 | 9% | n/a | (1,229) | (1,883) | 35% |
| (+) Cash Flow Hedge Accounting Effect | (0) | (4) | 1 | 90% | n/a | (10) | (2) | n/a |
| (+) Equity Pickup | (5) | (4) | (30) | -15% | 85% | (15) | (44) | 66% |
| Adjusted EBITDA | 1,683 | 1,352 | 1,905 | 24% | -12% | 6,322 | 7,931 | -20% |
| Adjusted EBITDA Margin | 37% | 31% | 37% | + 6 p.p. | + 0 p.p. | 35% | 40% | - 5 p.p. |
| (+) Non-Recurring Effects ¹ | (63) | - | - | n/a | n/a | (63) | (147) | n/a |
| Adjusted EBITDA Excluding Non-Recurring Effects¹ | 1,620 | 1,352 | 1,905 | 20% | -15% | 6,259 | 7,784 | -20% |
| Adjusted EBITDA Margin Excluding Non-Recurring Effects ¹ | 36% | 31% | 37% | + 5 p.p. | - 1 p.p. | 35% | 39% | - 4 p.p. |
| Cash Generation (Adjusted EBITDA - Maintenance Capex) | 1,068 | 843 | 1,406 | 27% | -24% | 4,331 | 6,075 | -29% |
| Cash Generation/t² (R\$/t) | 1,111 | 872 | 1,515 | 27% | -27% | 1,181 | 1,577 | -25% |

¹ Excludes the non-recurring effect of an extemporaneous credit of R\$63.4 million due to the exclusion of ICMS from the PIS/Cofins base in 4Q23 and R\$147 million in 2Q22, related to the extemporaneous PIS/COFINS credit on the purchase of OCC.

² Sales volume excludes wood

The Adjusted EBITDA totaled R\$ 1.620 billion in the fourth quarter of 2023, 15% lower when compared to 4Q22. The Adjusted EBITDA reached R\$ 6.259 billion in 2023, a decrease of 20% year-on-year. The numbers exclude non-recurring effects. The quarterly and annual performance is explained by the reduction in net revenue partially offset by lower cash costs in the periods as described previously in the respective sections.

The cash generation per ton, measured by the Adjusted EBITDA, less maintenance capex, in relation to sales volume was R\$ 1,111/t in 4Q23, 27% lower than 4Q22, while in 2023 it was R\$ 1,181/t, 25% lower than 2022. These reductions are explained by the reduction in EBITDA and the increase in maintenance capex in the periods under review.

| EBITDA by Segment | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|--|--------------|--------------|--------------|------------|-------------|--------------|--------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Adjusted EBITDA Excluding Non-Recurring Effects¹ | 1,620 | 1,352 | 1,905 | 20% | -15% | 6,259 | 7,784 | -20% |
| Pulp | 495 | 439 | 1,086 | 13% | -54% | 2,268 | 3,964 | -43% |
| EBITDA Margin ² | 36% | 33% | 60% | + 3 p.p. | - 24 p.p. | 40% | 57% | - 17 p.p. |
| % EBITDA Participation | 31% | 32% | 57% | - 1 p.p. | - 26 p.p. | 36% | 51% | - 15 p.p. |
| Paper and Packaging | 1,124 | 913 | 818 | 23% | 37% | 3,990 | 3,820 | 4% |
| EBITDA Margin ² | 38% | 31% | 26% | + 7 p.p. | + 12 p.p. | 34% | 30% | + 4 p.p. |
| % EBITDA Participation | 69% | 68% | 43% | + 1 p.p. | + 26 p.p. | 64% | 49% | + 15 p.p. |
| Adjusted EBITDA/t³ (R\$/t) | 1,684 | 1,399 | 2,052 | 20% | -18% | 1,707 | 2,021 | -16% |
| Pulp | 1,202 | 1,031 | 2,903 | 17% | -59% | 1,467 | 2,568 | -43% |
| Paper and Packaging | 2,047 | 1,687 | 1,477 | 21% | 39% | 1,882 | 1,655 | 14% |

¹ Excludes the non-recurring effect of an extemporaneous credit of R\$63.4 million due to the exclusion of ICMS from the PIS/Cofins base in 4Q23 and R\$147 million in 2Q22, related to the extemporaneous PIS/COFINS credit on the purchase of wood chips.

² For purposes of this EBITDA by segment calculation, the 'Others' results were allocated in the respective businesses and the result of "Forestry" in "Paper and Packaging"

³ Sales volume excludes wood sales to third parties

Adjusted EBITDA/t from the Pulp Business was R\$ 1,202/t in 4Q23, a reduction of 59% compared to the same period of 2022. For the full 2023 period, there was a decline of 43% compared to 2022. In both comparisons, the retractions are the result of lower prices and the appreciation of the Real against the US\$.

In the Paper and Packaging segment, the increase was 39% in the Adjusted EBITDA/t in 4Q23 versus the same period for 2022, the explanation in this case being a reduction in costs and the price readjustments in coated board and packaging over the last few quarters. This scenario of increasing prices also benefited the annual comparison with a 14% growth in 2023 relative to the previous year.

Debt and Financial Investments

| Debt (R\$ million) | Dec-23 | Prop. % | Set-23 | Prop. % |
|---------------------------------------|---------------|------------|---------------|------------|
| Short Term | | | | |
| Local Currency | 496 | 2% | 1,073 | 4% |
| Foreign Currency ¹ | 1,065 | 3% | 1,132 | 4% |
| Total Short Term | 1,561 | 5% | 2,204 | 8% |
| Long Term | | | | |
| Local Currency | 4,043 | 13% | 4,082 | 14% |
| Foreign Currency ¹ | 25,304 | 82% | 22,448 | 78% |
| Total Long Term | 29,347 | 95% | 26,530 | 92% |
| Total Local Currency | 4,539 | 15% | 5,155 | 18% |
| Total Foreign Currency ¹ | 26,368 | 85% | 23,580 | 82% |
| Gross Debt | 30,908 | | 28,735 | |
| (-) Cash | 10,715 | | 7,853 | |
| Net Debt | 20,193 | | 20,882 | |
| Net Debt / EBITDA (LTM) - US\$ | 3.3 x | | 3.2 x | |
| Net Debt / EBITDA (LTM) - R\$ | 3.2 x | | 3.2 x | |

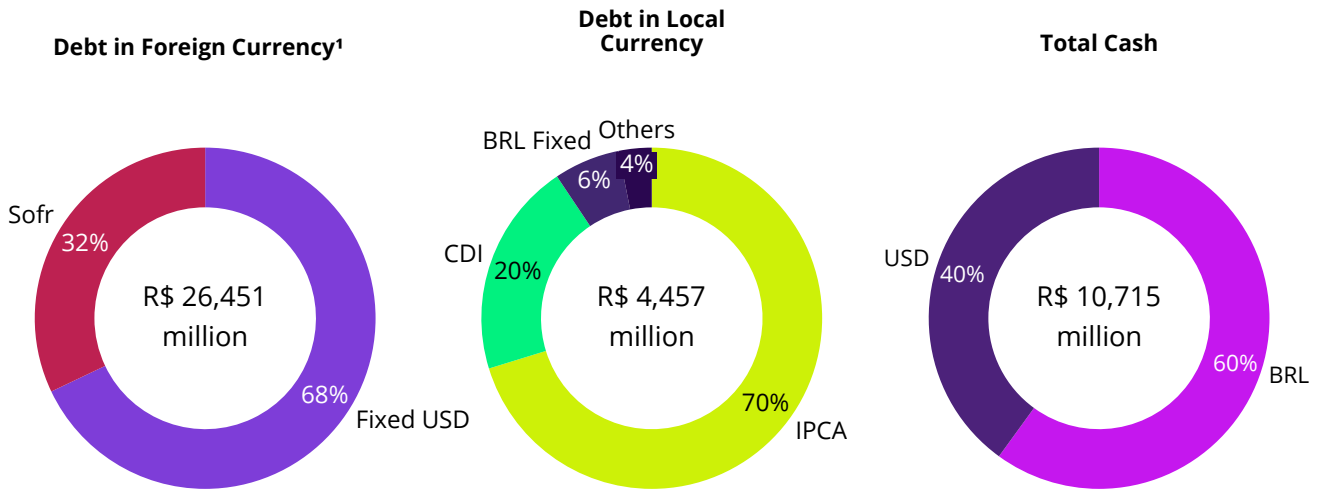
¹Includes swaps and the market fair value of these instruments

Gross debt as of December 31, 2023, was R\$ 30.908 billion, an increase of R\$ 2.173 billion compared to the end of 3Q23. This increase is explained by the credit lines raised in the quarter: the Syndicated Loan in the amount of US\$ 595 million (R\$ 2.881 billion) in October and the Export Credit Note for US\$ 150 million (R\$ 726 million) in December, both maturing in 2028. A CRA matured on December 20, 2023, worth R\$ 600 million, so reducing the gross balance of the debt, in addition to the effect of the devaluation of the US\$ on foreign currency denominated debt.

| Average Maturity / Cost of Debt ¹ | 4Q23 | 3Q23 | 4Q22 |
|--|------------------|------------------|-------------------|
| Local Currency Cost | 9.2% p.y. | 9.7% p.y. | 10.8% p.y. |
| Foreign Currency Cost | 5.7% p.y. | 5.5% p.y. | 5.2% p.y. |
| Average maturity | 94 months | 99 months | 109 months |

¹ Accounting cost

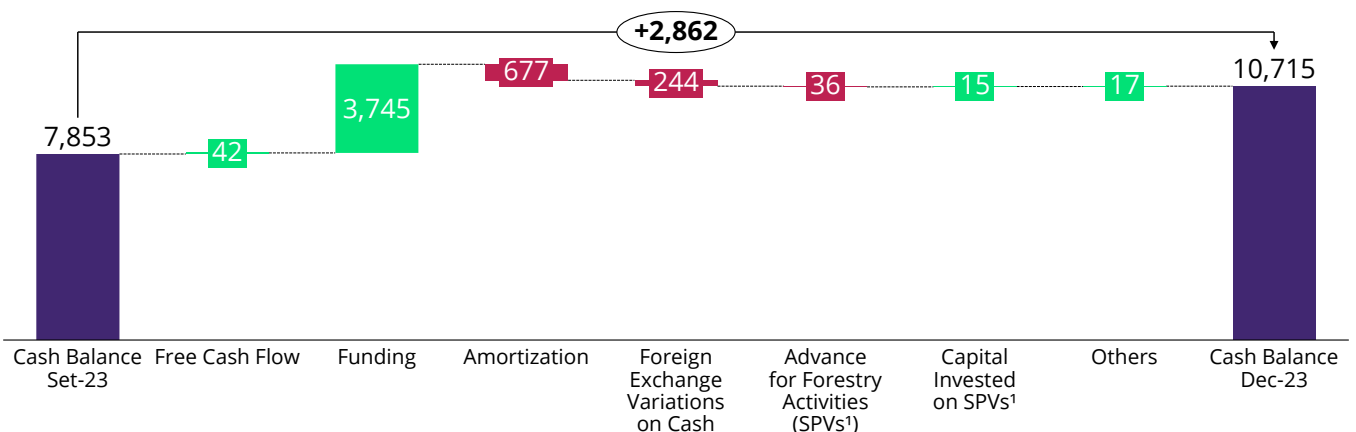
The average debt maturity ended the fourth quarter 2023 at 94 months, 74 months for local currency debt and 97 months for foreign currency-denominated debt. The average cost of Klabin's foreign currency debt saw a slight increase in relation to the preceding quarter, ending 4Q23 at an annual 5.7%, a reflection of fundraising carried out in 4Q23.



¹Includes swaps and the market fair value of these instruments

The cash and financial investments at the end of the fourth quarter 2023 amounted to R\$ 10.715 billion, an increase of R\$ 2.862 billion compared to 3Q23, largely due to additional net funding raised in the quarter. Furthermore, the Company has a Revolving Credit Facility line characterized as Sustainability-Linked for US\$ 500 million (equivalent to R\$ 2.421 billion) and maturing October 2026. To support the payment of the Caetê Project of U\$ 1.160 billion expected for the second quarter 2024 (pursuant to the [Material Fact](#) of December 20, 2023) and still subject to the usual suspensive conditions for this type of operation, the Company ended December 2023 with US\$ 885 million in cash in in dollars, in order to avoid exchange rate fluctuations.

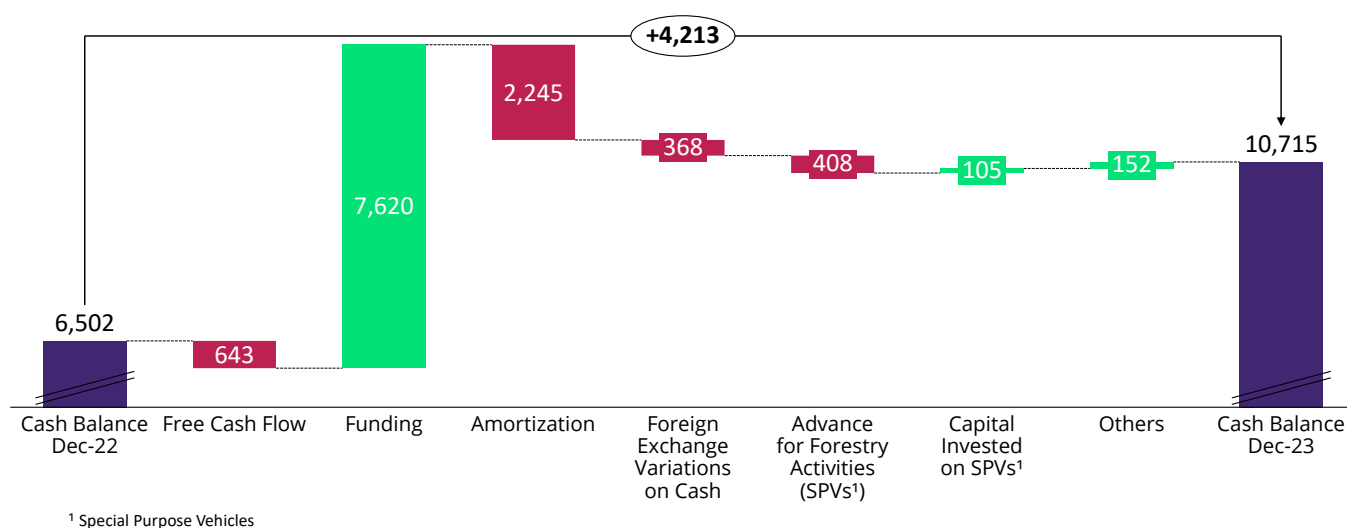
Cash Balance Evolution 4Q23
 R\$ million



¹ Special Purpose Vehicles

Cash Balance Evolution 2023

R\$ million



The consolidated **net debt** as of December 31, 2023, amounted to R\$ 20.193 billion, a decrease of R\$ 689 million compared with debt at the end of 3Q23, reflecting mainly the effect of US\$ devaluation on foreign currency denominated debt.

The Net Debt/Adjusted EBITDA ratio measured in US\$, which best reflects the profile of Klabin's financial leverage, ended 4Q23 at 3.3 times, within the parameters established in the Company's **Financial Indebtedness Policy** ([click here](#) to access).

Hedge Accounting

From January 2021, Klabin implemented the cash flow hedge accounting method. This practice, in line with the Company's risk management and strategy, seeks to demonstrate the equalization of the effects of foreign exchange variation and variations in interest rate (CDI and IPCA) in the income statement as they are effectively realized together with their cash effect.

Debts in US\$ are designated as an instrument of protection of highly probable future revenues in US\$. The effects of the currency variation on these debts are moved from the Financial Result and recorded in Shareholders' Equity in the "Equity Valuation Adjustments" line. As realization of revenues in US\$ linked to these designated debts for hedge accounting purposes occurs, so the respective accumulated amounts of currency variation in the "Equity Valuation Adjustments" line are reclassified to demonstrate the result in the "Net Revenue" line.

In the financial result, the effect of hedge accounting counteracts the following impacts: (i) net exchange variations, which refer to the exchange variations of the Company's financial assets and liabilities; and (ii) derivative financial instruments (swaps): reflecting the accrual and payment of interest of the interest rate swap contracts.

In the financial year ending December 31, 2023, the loans and financing designated as hedge instruments incurred a negative foreign exchange variation (fair value variation) of R\$ 1.335 million, booked to net equity under the “Equity Valuation Adjustments” line.

In the same financial year, the Company realized export revenue of US\$ 77 million, which was hedge object, and whose loans and financing designated as hedge instruments were jointly settled, incurring in the realization of revenue of R\$ 9.8 million of accumulated foreign exchange variation registered in the result in the “Net Revenue” line.

The implementation of hedge accounting is exclusively of an accounting nature and does not impact the Company’s cash generation and Adjusted EBITDA.

For more information, please access the financial statements for the period.

Derivative Financial Instruments

Klabin has derivative financial instruments (swaps) linked to its loans and financing with the purpose of adjusting flows of the foreign currency or interest rate indexers to the Company’s cash generation indexers, mitigating in this way the impacts generated by fluctuations in foreign exchange and interest rates on outstanding debt.

As of December 31, 2023, the Company had an outstanding amount (notional value) of US\$ 2,073 million in swap contracts, as shown in the table below. The marking-to-market (fair value) of these operations was positive at R\$ 433 million at 4Q23.

| Debt Hedging | Instrument | Original Interest | Swap Interest | Closing | Maturity | Currency | Notional (US\$ millions) | | Fair Value (R\$ millions) | |
|---------------------|--------------------------|-------------------|---------------|------------|------------|----------|--------------------------|--------------|---------------------------|------------|
| | | | | | | | Dec/23 | Sep/23 | Dec/23 | Sep/23 |
| Debenture | Foreign exchange hedging | 114,65% CDI | USD + 5,40% | 03/20/2019 | 03/19/2029 | USD | 266 | 266 | -257 | -273 |
| Export Credit Notes | Foreign exchange hedging | 114% CDI | USD + 4,70% | 05/13/2019 | 05/13/2026 | USD | 283 | 283 | -194 | -182 |
| CRA IV | Foreign exchange hedging | IPCA + 4,51% | USD + 3,82% | 12/08/2022 | 03/15/2029 | USD | 189 | 189 | 135 | 110 |
| CRA V | Foreign exchange hedging | IPCA + 3,50% | USD + 2,45% | 09/01/2022 | 06/15/2029 | USD | 230 | 230 | 159 | 129 |
| CRA VI | Foreign exchange hedging | IPCA + 6,77% | USD + 5,20% | 07/15/2022 | 04/15/2034 | USD | 467 | 467 | 517 | 478 |
| BNDES ¹ | Interest Rate hedging | IPCA + 3,58% | 74,91% CDI | 10/26/2023 | 11/16/2039 | BRL | 638 | - | 75 | - |
| Total | | | | | | | 2,073 | 1,434 | 433 | 261 |

¹ Converted at the month’s closing rate (R\$ 4.8413/US\$)

Pursuant to the Notice to the Market of December 5, 2023, the Company approved the Cash Flow Foreign Exchange Hedge Policy with the purpose of: (i) defining the formula for calculating the Company’s net foreign exchange exposure; (ii) establishing instruments, parameters and responsibility for the contracting and management of the derivative financial instruments exclusively for protecting Klabin’s cash flow from exchange rate variations ; and (iii) ensuring that the process of managing the foreign exchange exposure of the cash flow is in accordance with the Company’s other policies and guidelines. [Click here](#) to access the document in full. As of the end of 2023, no cash flow foreign exchange hedge operations had been executed.

Financial Result

| R\$ million | 4Q23 | 3Q23 | 4Q22 | Δ | Δ | 2023 | 2022 | Δ |
|----------------------------|--------------|--------------|-------------|-----------|------------|--------------|-------------|------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Financial Revenues | 288 | 161 | 154 | 79% | 87% | 966 | 753 | 28% |
| Financial Expenses | (554) | (404) | (208) | 37% | 166% | (1,314) | (1,251) | 5% |
| Foreign Exchange Variation | (58) | (82) | 23 | -29% | n/a | (87) | 407 | n/a |
| Financial Result | (325) | (325) | (31) | 2% | n/a | (435) | (91) | n/a |

Financial revenues totaled R\$ 288 million in the fourth quarter, up on the R\$ 161 million in 3Q23, reflecting the higher average cash balance in the period and the positive result in the variation of the marking-to-market of government securities (NTN-B) that the Company owns. Financial revenues totaled R\$ 966 million in the year, representing an increase of 28% in relation to the R\$ 753 million in 2022, impacted by the same factors affecting the quarterly result.

Financial expenses amounted to R\$ 554 million in 4Q23, 37% higher than the preceding quarter, due to the increase in interest expenses in the light of higher outstanding debt. In 2023, financial expenses were R\$ 1.314 billion, 5% greater in relation to 2022 and also due to the greater outstanding debt and the reduced amount of capitalized interest on financing linked to the Puma II Project.

Foreign exchange variation was negative at R\$ 58 million in 4Q23 and R\$ 87 million in 2023, both substantially reflecting the devaluation of the US\$ in relation to the Real on the cash in foreign currency in the periods.

For more details, access the financial statements for the year.

Investments

| R\$ million | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ | | Guidance 2023 |
|--|--------------|--------------|--------------|------------|-------------|--------------|--------------|-------------|--------------|---------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 | | |
| Silviculture | 248 | 195 | 181 | 28% | 37% | 808 | 555 | 46% | 790 | |
| Operational Continuity | 252 | 252 | 175 | 0% | 44% | 879 | 707 | 24% | 956 | |
| Purchase of Standing Wood / Forest Expansion | 44 | 74 | 218 | -41% | -80% | 290 | 758 | -62% | 350 | |
| Special Projects and Growth | 273 | 173 | 214 | 57% | 27% | 785 | 593 | 32% | 820 | |
| New Monte Alegre Boiler | 7 | 0 | - | n/a | n/a | 7 | - | n/a | 23 | |
| Puma II Project | 186 | 399 | 794 | -53% | -77% | 1,539 | 3,204 | -52% | 1,526 | |
| Total | 1,011 | 1,093 | 1,582 | -8% | -36% | 4,307 | 5,817 | -26% | 4,466 | |

For comparative purposes, analysis on a quarterly basis may produce calendar anomalies which may impair such analysis. Thus, evaluating the year 2023, Klabin invested R\$ 4.307 billion in its operations and expansion projects, a reduction of 26% versus 2022. Of the total amount, R\$ 808 million were allocated to silviculture, 46% higher compared to 2022, due to the increase of 52% in planted area in 2023, mainly in Paraná for the Puma II Project. The operational continuity line totaled R\$ 879 million, a year-on-year increase of 24%, due largely to the increase in the scope.

Investments in the acquisition of standing timber and forestry expansion totaled R\$ 290 million in 2023, a decline of 62% compared with 2022 and reflecting the reduction in the purchase of strategic forests in the state of Santa Catarina with the postponement of new growth projects as well as efficiencies in the forestry area.

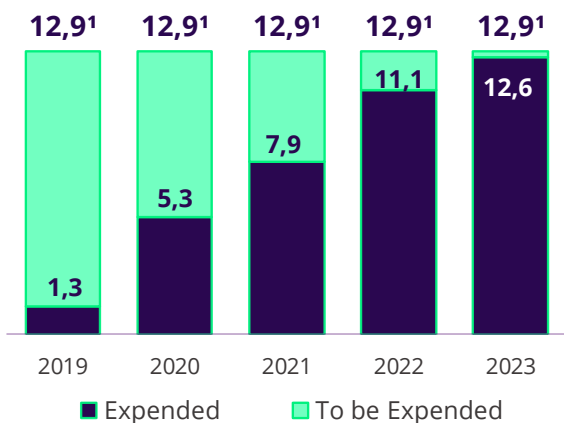
In the light of their cash nature, the amounts invested do not include investments related to the activities for expanding the forestry base of the subsidiaries through the medium of the Special Purpose Vehicles (SPV's), realized via the injection of forestry assets already existing in Klabin's balance sheet. It is worth noting that there may potentially be a temporal mismatch between the amount disbursed by Klabin in these forestry assets and the entry of the SPV investors cash.

In 2023, R\$ 785 million were allocated to special projects, an increase of 32% in relation to 2022, mainly through greater disbursements to the Figueira Project (announced through a [Material Fact](#) of July 20, 2022) and investments in the Horizonte Project, the scope of which was described in [Notice to the Market](#) of February 8, 2022. The project for replacing the boiler at the Monte Alegre unit received an initial payment of R\$ 7 million for preparatory works. Investments in the Puma II Project were R\$ 1.539 billion in 2023, 52% lower compared to 2022.

With the announcement of the Caetê Project ([Material Fact](#)) of December 20, 2023, the Company also published a [Material Fact](#) with estimates of investments for the next few years.

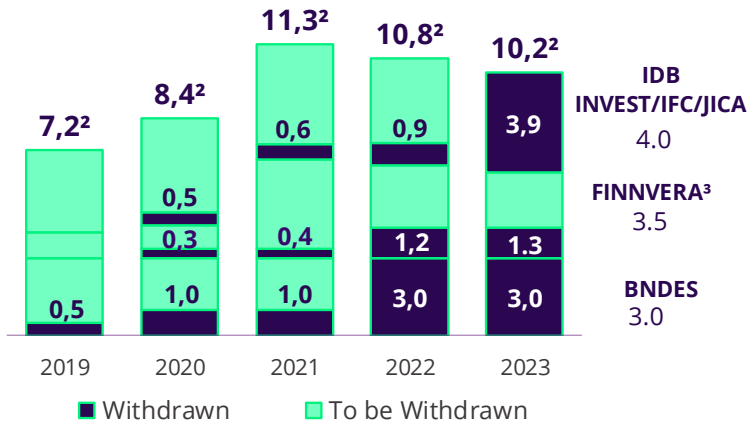
Gross Capex - Puma II

Budgeted vs Expended
(R\$ billion)



Puma II Financing

Funded vs Withdrawn
(R\$ billion)



¹ Initial gross capex of R\$9.1 bi (2019) updated to 2021 prices by exchange rate variation and inflation added to incremental capex of R\$2.6 bi due to the change in PM 28 to coated board

² Considers the end of period R\$/US\$ rate

³ As described in the subsequent events section, the Company received the disbursement of the credit line with Finnvera in the amount of USD 295 million.

Free Cash Flow

| R\$ million | 4Q23 | 3Q23 | 4Q22 | 2023 | 2022 |
|--|--------------|--------------|--------------|--------------|----------------|
| Adjusted EBITDA¹ | 1,683 | 1,352 | 1,905 | 6,322 | 7,931 |
| (-) Capex ² | (1,011) | (1,093) | (1,582) | (4,307) | (5,817) |
| (-) Lease contracts - IFRS 16 | (85) | (80) | (66) | (288) | (233) |
| (-) Interest Paid/Received | (423) | (111) | (21) | (1,174) | (960) |
| (-) Income Tax | (46) | (17) | (145) | (168) | (534) |
| (+/-) Working Capital Variation | 269 | 2 | 388 | 418 | (525) |
| (-) Dividends & IOC | (319) | (269) | (502) | (1,358) | (1,624) |
| (+/-) Others | (27) | (21) | 190 | (87) | 144 |
| Free Cash Flow | 42 | (237) | 167 | (643) | (1,618) |
| Dividends & IOC | 319 | 269 | 502 | 1,358 | 1,624 |
| Puma II Project | 186 | 399 | 793 | 1,539 | 3,204 |
| Special Projects and Growth | 273 | 185 | 290 | 840 | 904 |
| Adjusted Free Cash Flow³ | 820 | 616 | 1,753 | 3,095 | 4,114 |
| Adjusted FCF Yield⁴ | | | | 13.3% | 17.0% |

¹ Includes the non-recurring effect of extemporaneous credit of R\$ 63.4 million due to the exclusion of ICMS in the PIS/Cofins base in 4Q23 and R\$ 147 million in 2Q22, related to the extemporaneous credit of PIS/COFINS on the OCC purchase

² Capex under cash accrual method does not consider investments into SPVs (Special Purpose Vehicles)

³ Excluding dividends and special projects and growth

⁴ Yield - Adjusted FCF per unit (excluding treasury stock) divided by the average price of the Units in the LTM (Last Twelve Months)

Free Cash Flow totaled R\$ 42 million in the fourth quarter of 2023, R\$ 125 million lower than in 4Q22. Performance in 4Q23 is explained largely by reduced cash generation as measured by EBITDA, the positive working capital balance, a substantial result of the reduction in accounts receivable due to the drop in net revenue, the increase in the payment term of suppliers, in addition to the seasonality of the bond interest payments.

For the full year of 2023, the Free Cash Flow was negative at R\$ 643 million, R\$ 975 million higher than the previous year, explained principally by the positive variation in working capital and lower investments which partially offset the decrease in EBITDA.

Adjusted Free Cash Flow, which does not consider discretionary factors and growth projects, in 4Q23 was R\$ 820 million. In past twelve months of 2023, Adjusted Free Cash Flow totaled R\$ 3.095 billion, equivalent to a Free Cash Flow Yield of 13.3%.

ROIC - Return on Invested Capital

| ROIC (R\$ million) - LTM¹ | 4Q23 | 3Q23 | 4Q22 |
|---|---------------|---------------|---------------|
| Total Asset | 51,918 | 49,478 | 44,548 |
| (-) Total Liability (ex-debt) | (9,781) | (8,965) | (7,218) |
| (-) Construction in Progress | (4,772) | (5,723) | (5,272) |
| Invested Capital | 37,365 | 34,789 | 32,059 |
| (-) Adjustments ² | (3,896) | (3,899) | (3,452) |
| Adjusted Invested Capital | 33,469 | 30,891 | 28,607 |
| Adjusted EBITDA | 6,322 | 6,544 | 7,932 |
| (-) Maintenance Capex ³ | (2,216) | (2,144) | (1,942) |
| (-) Income Tax and Soc. Contr. (cash) | (168) | (267) | (534) |
| Adjusted Operating Cash Flow | 3,938 | 4,132 | 5,455 |
| | | | |
| ROIC⁴ | 11.8% | 13.4% | 19.1% |

¹ Average equity balances for the last 4 quarters (last twelve months)

² The adjustments refer to the elimination of the following impacts: (i) CPC 29: fair value of biological assets less deferred tax on biological assets; (ii) IFRS 16: right of use, right of use liabilities and lease liabilities and respective deferred IR/CS and (iii) CPC 27: cost attributed to property, plant and equipment (land). Adjustments (ii) and (iii) were applied from 4Q23 onwards in all periods presented

³ Excludes the effects of IFRS 16, i.e. the amount relating to lease contracts (cash view) is added to maintenance

⁴ ROIC (last twelve months): Adjusted Operating Cash Flow / Adjusted Invested Capital

Klabin's consolidated **return**, measured by the Return on Invested Capital (ROIC)⁴ metric, was 11.8% in 2023, a reduction of 7.3 p.p. compared with the same period in 2022. This retraction is due to the reduction in free operating cash flow and the increase in the adjusted invested capital.

Operating free cash flow in 2023 posted a reduction of 28% compared with 2022, principally due to the decline in Adjusted EBITDA. The invested capital was affected mainly by the increase in Total Asset, result of the immobilization of investments of the second phase of Puma II Project and the increase in cash due to the Caetê Project.

With a goal to improving ROIC methodology, as from 4Q23 the following adjustments in 'Invested Capital' have been included in all periods, in addition to CPC29:

- 1) IFRS 16: since the adoption of this accounting methodology in 2019, the amount referring to leasing payments has ceased to be booked to the result in the costs line and is now to be booked as amortization. Additionally, this accounting standard now impacts the balance sheet as the 'Right of Use Asset' in the assets and 'Lease Liability' in the liabilities. Hence, these balance sheet lines, and the respective taxes are excluded from 'Invested Capital' for the purposes of calculating the ROIC and expenses with leasing are included in the 'Maintenance Capex' line.
- 2) CPC 27: since the initial adoption of this accounting standard, Klabin's land were valued at its fair value by applying the cost attributed to the assets. As with the fair value of biological

assets, the line 'Cost attributed to fixed assets (land)' in 'Equity Valuation Adjustments' in 'Shareholders' Equity' is excluded from 'Invested capital' for the purposes of calculating ROIC.

Based on the methodology applied up to 3Q23, ROIC for the fourth quarter would have been 12.2%

Business Performance

Consolidate information by unit in 4Q23:

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|--------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 91 | 431 | 886 | 1,494 | (22) | 2,879 |
| Exports | - | 951 | 568 | 102 | (0) | 1,621 |
| Third part revenue | 91 | 1,382 | 1,454 | 1,596 | (22) | 4,500 |
| Segments revenue | 909 | 9 | 837 | 13 | (1,768) | (0) |
| Total net revenue | 1,000 | 1,390 | 2,291 | 1,609 | (1,790) | 4,500 |
| Change in fair value - biological assets | 130 | - | - | - | - | 130 |
| Cost of goods sold ¹ | (1,250) | (799) | (1,595) | (1,353) | 1,816 | (3,181) |
| Gross income | (120) | 591 | 696 | 256 | 26 | 1,449 |
| Operating revenue and expenses | 45 | (232) | (217) | (199) | 19 | (583) |
| Op. results before financial results | (75) | 360 | 479 | 57 | 45 | 866 |

Note: In this table, total net revenue includes sales of Other products

¹ Forestry COGS includes the exhaustion on the fair value of biological assets in the period

Forestry Business Unit

| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|-----------------------|------|------|------|-----------|-----------|------|-------|------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | |
| Wood | 202 | 227 | 206 | -11% | -2% | 771 | 1,022 | -25% |
| Revenue (R\$ million) | | | | | | | | |
| Wood | 46 | 51 | 44 | -10% | 3% | 184 | 192 | -4% |

In 4Q23, 202 thousand tons of wood were sold, 2% less than the same period in 2022. For the accumulated 12-month period of 2023, there was a year-on-year retraction of 25% due to the reduced availability of assortment of wood which is normally for sale to third parties. Revenues amounted to R\$ 46 million in 4Q23, stability in relation to the same period in 2022, and R\$ 184 million in 2023, 4% lower than in 2022, as despite the better mix, sales volume was down.

Pulp Business Unit

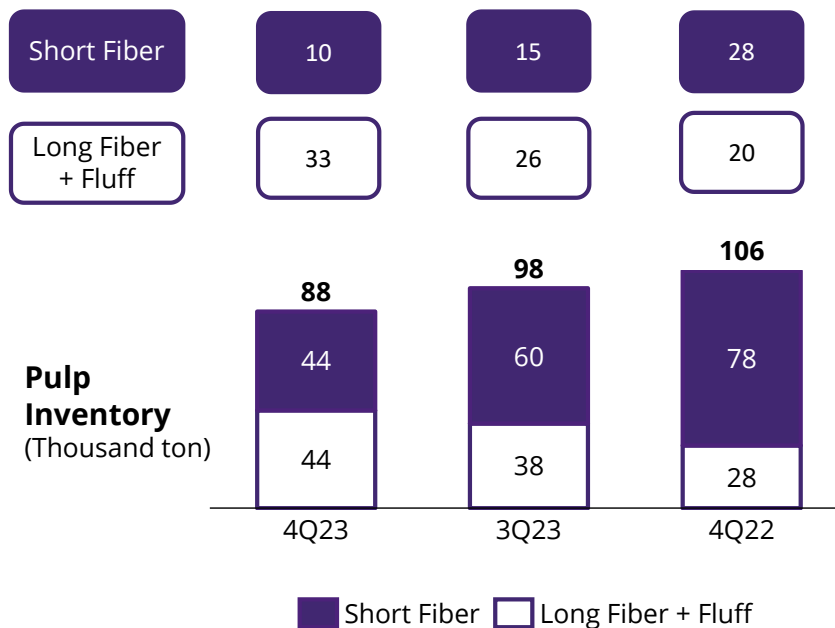
| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ 2023/2022 |
|------------------------------|--------------|--------------|--------------|------------|-------------|--------------|--------------|----------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | |
| Short Fiber DM | 65 | 85 | 80 | -23% | -19% | 305 | 315 | -3% |
| Short Fiber EM | 233 | 229 | 187 | 1% | 25% | 823 | 792 | 4% |
| Short Fiber | 298 | 315 | 267 | -5% | 12% | 1,128 | 1,107 | 2% |
| Long Fiber/Fluff DM | 55 | 60 | 57 | -10% | -4% | 227 | 221 | 3% |
| Long Fiber/Fluff EM | 60 | 51 | 50 | 18% | 19% | 191 | 216 | -12% |
| Long Fiber/Fluff | 114 | 111 | 107 | 3% | 7% | 418 | 437 | -4% |
| Total Pulp | 412 | 426 | 374 | -3% | 10% | 1,546 | 1,544 | 0% |
| Revenue (R\$ million) | | | | | | | | |
| Short Fiber | 862 | 826 | 1,164 | 4% | -26% | 3,557 | 4,493 | -21% |
| Long Fiber/Fluff | 511 | 514 | 657 | 0% | -22% | 2,136 | 2,502 | -15% |
| Total Pulp | 1,373 | 1,339 | 1,821 | 3% | -25% | 5,693 | 6,995 | -19% |
| Net Price (R\$/ton) | | | | | | | | |
| Short Fiber | 2,892 | 2,623 | 4,360 | 10% | -34% | 3,154 | 4,058 | -22% |
| Long Fiber/Fluff | 4,476 | 4,624 | 6,130 | -3% | -27% | 5,114 | 5,729 | -11% |
| Total Pulp | 3,331 | 3,145 | 4,867 | 6% | -32% | 3,683 | 4,531 | -19% |

DM: Domestic Market

EM: Export Market

Inventory Turnover¹

(Days)



¹ Methodology: Inventory volume in the last month of the period divided by the sales volume in the last month of the period multiplied by the number of days in the last month of the period.

Total pulp sales volume was 412 thousand tons in 4Q23, 10% more than volume in 4Q22, primarily due to reduced short fiber inventory and greater production volume as well as the Company's geographic flexibility in diverting volumes to the Chinese market where demand remained stronger relative to other regions in the same period. As for long fiber and fluff, in spite of stronger sales,

inventory levels closed the quarter at levels which were slightly higher year-on-year due to the carry-over effect of part of the sales volume to 1Q24. For the calendar year 2023, total sales volume reached 1.546 million tons, in line with the preceding year.

The demand for short fiber pulps remained robust in the quarter, particularly at the outset, given the better seasonality and in the light of normalized inventory in all regions. The demand for fluff continued solid, while supply remained in equilibrium, due to permanent shutdowns of northern hemisphere capacity.

In this context, there were further price increases in all regions during the quarter. In those regions that follow the European reference prices (Brazil included), the prices in 4Q23 increased on average 5% in short fiber and long fiber versus 3Q23 but fell approximately 30% compared with the average of 4Q22 prices. In this regard, worthy of note is that Klabin has major exposure to the FOEX Europe reference price index due to their importance in the supply of fibers to the domestic market where cost-to-serve is lower. In China, short and long fiber reached an average of US\$ 620/t and US\$ 754/t respectively, in 4Q23. These values represent an increase of 17% in short fiber and 13% in long fiber compared with the average of prices in 3Q23. In relation to 4Q22, the Chinese market reported a reduction of 38% in short fiber and 28% in the long fiber, both grades measured at the FOEX index.

The positioning of Klabin as the only Brazilian company producing and selling three types of pulp (short and long fiber and fluff) translates into a diversified sales mix, allowing the Company to maximize the management of revenues and margins of the business. In this context, particular mention should be made of the solid performance of fluff, reaching record sales volume since the start of manufacturing operations and maintaining prices at elevated levels.

In the light of this scenario, net revenue from the pulp business reached R\$ 1.373 billion in 4Q23, a reduction of 25% in relation to the same period in 2022. For the 12-month period of 2023, net revenue was R\$ 5.693 billion, 19% less than the same period in the preceding year.

Paper Business Unit

| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|-----------------------------------|--------------|--------------|--------------|------------|-------------|--------------|--------------|-------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Coated Boards DM | 129 | 113 | 128 | 14% | 1% | 463 | 458 | 1% |
| Coated Boards EM | 69 | 52 | 51 | 31% | 35% | 242 | 242 | 0% |
| Coated Boards | 198 | 166 | 179 | 19% | 11% | 705 | 700 | 1% |
| Containerboard DM | 26 | 28 | 37 | -6% | -30% | 108 | 163 | -34% |
| Containerboard EM | 73 | 74 | 89 | -2% | -18% | 283 | 405 | -30% |
| Containerboard¹ | 99 | 102 | 127 | -3% | -22% | 390 | 568 | -31% |
| Paper | 297 | 268 | 305 | 11% | -3% | 1,095 | 1,269 | -14% |
| Revenue (R\$ million) | | | | | | | | |
| Coated Boards | 1,099 | 916 | 932 | 20% | 18% | 3,931 | 3,538 | 11% |
| Containerboard ¹ | 337 | 344 | 618 | -2% | -45% | 1,478 | 2,820 | -48% |
| Paper | 1,436 | 1,260 | 1,549 | 14% | -7% | 5,408 | 6,359 | -15% |
| Net Price (R\$/ton) | | | | | | | | |
| Coated Boards | 5,556 | 5,524 | 5,208 | 1% | 7% | 5,574 | 5,052 | 10% |
| Containerboard ¹ | 3,401 | 3,370 | 4,879 | 1% | -30% | 3,786 | 4,964 | -24% |
| Paper | 4,836 | 4,703 | 5,072 | 3% | -5% | 4,937 | 5,013 | -2% |

¹ Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and Other containerboard grades

DM: Domestic Market

EM: Export Market

Coated Board

Demand has continued to be driven by new consumption habits since the beginning of the pandemic as well as the tendency towards the consumption of sustainable packaging, replacing single use plastic for recyclable, biodegradable solutions derived from renewable sources. Klabin's major exposure to segments dedicated to essential products, particularly food and beverages, has contributed to greater stability of results in this market.

The coated board segment continued to show its resilience, reaching a sales volume of 198 thousand tons in 4Q23, 11% more in relation to 4Q22, supported by the growing export business in the period. Brazilian Tree Industry (IBÁ)¹ data for the Brazilian market indicates accumulated sales in the period from January to November 2023 as stable compared with the same period in 2022. Klabin's annual sales in 2023 also continued practically stable, growing by 1% year-on-year.

Net revenue from coated board sales was 18% up in the fourth quarter of 2023 and 11% greater in 2023 compared to comparative periods in the preceding year. The positive result in the segment reflects price readjustments made over the last few quarters, more than offsetting the appreciation of the Real against the USD in the case of export volumes. Additionally, in the fourth quarter of 2023, the benefits of the ramp-up of the PM28 started to be observed in the Company's results.

¹ Excluding LPB volumes

Containerboard

The challenging environment seen throughout 2023 in the containerboard market continued in the fourth quarter of 2023, however with signs of improvement in demand and maintaining the price stability observed in the third quarter. Klabin's sales volume of containerboard in 4Q23 were 22% lower compared to the same quarter in 2022, falling 31% in 2023 against 2022 due to the deceleration in exports of kraftliner. In the light of this scenario, Klabin continued making use of the flexibility in its business model, increasing the integration of papers in its corrugated box units, and realizing some tactical market-related stoppages, thus benefiting operational profitability.

Net revenue in 4Q23 was 45% down on the same period for 2022 and 48% lower compared with the full year 2023 versus 2022, due to lower sales volume, price reductions made over recent quarters and the appreciation of the Real against the US\$.

Packaging Business Unit

| Volume (k tons) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|-----------------------|--------------|--------------|--------------|------------|-----------|--------------|--------------|------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Corrugated Boxes | 215 | 226 | 209 | -5% | 3% | 863 | 876 | -1% |
| Industrial Bags | 32 | 36 | 38 | -11% | -15% | 143 | 156 | -9% |
| Packaging | 247 | 262 | 247 | -6% | 0% | 1,006 | 1,032 | -3% |
| Revenue (R\$ million) | | | | | | | | |
| Corrugated Boxes | 1,254 | 1,327 | 1,230 | -6% | 2% | 5,079 | 4,973 | 2% |
| Industrial Bags | 288 | 321 | 314 | -10% | -8% | 1,290 | 1,217 | 6% |
| Packaging | 1,542 | 1,648 | 1,544 | -6% | 0% | 6,368 | 6,191 | 3% |
| Net Price (R\$/ton) | | | | | | | | |
| Corrugated Boxes | 5,824 | 5,859 | 5,873 | -1% | -1% | 5,884 | 5,679 | 4% |
| Industrial Bags | 9,058 | 8,940 | 8,326 | 1% | 9% | 9,036 | 7,798 | 16% |
| Packaging | 6,241 | 6,280 | 6,247 | -1% | 0% | 6,331 | 6,000 | 6% |

| Volume | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ |
|--|------|------|------|-----------|-----------|-------|-------|-----------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | 2023/2022 |
| Corrugated Boxes (million m ²) | 391 | 406 | 374 | -4% | 5% | 1,554 | 1,543 | 1% |

Corrugated Boxes

Data published by Empapel shows volumes of corrugated box shipments in 4Q23, and measured in m², reporting an increase similar to Klabin of 4.6% compared with 4Q22. On the other hand, in tons, volumes shipped according to Empapel recorded a growth of 3.9%, while by comparison, Klabin reported a year-on-year increase of 2.7%. In the twelve-month period of 2023, data from Empapel for shipped volume in m² shows an increase of 1.5% compared to 2022. Conversely, in tons there was a 0.6% rise in the same period. At Klabin, the increase was 0.7% in m², and a decrease of 1.4% in tonnage on the same comparative basis. The difference in variation between m² and tonnage being evidence of the success of Eukaliner® which, as forecast, produces a packaging paper with reduced grammage.

The net price per ton practiced by Klabin fell 1% comparing 4Q23 and 4Q22 due to the variation in sales mix. For the full calendar year, the net price was 4% higher in relation to 2022, reflecting readjustments made for corrugated box sales during the year.

Industrial Bags

Preliminary data published by the National Cement Industry Union (SNIC) indicates Brazilian cement consumption, which directly impacts the Company's sales of industrial bags in Brazil, decreasing by 1.7% when comparing the 12-month period 2023 with that of 2022.

At Klabin, sales volume in tons of industrial bags in 4Q23 presented a reduction of 15% compared with 4Q22 and 9% comparing the full year 2023 x 2022. The cause of this reduction was largely due to the decline in demand from the civil construction segment for industrial bags both domestically as well as in Latin America as a whole. However, there was an improvement in sales mix in the period with a greater focus on sales of bags with greater added value for new uses such as pet food, flour, and coffee.

The net price of the bags increased 9% in 4Q23 versus 4Q22 and 16% for the accumulated year 2023 in relation to 2022, these results also reflecting a better sales mix and the passing on of prices over the last few quarters.

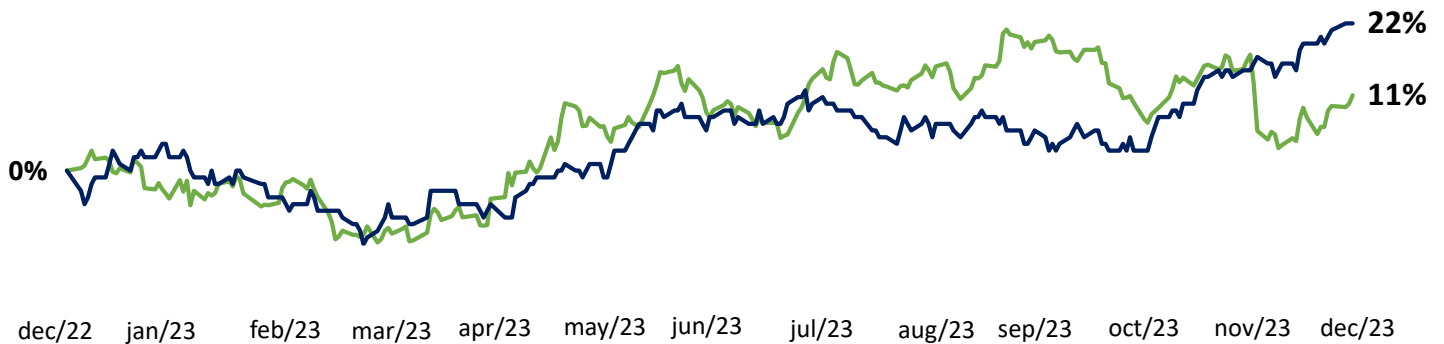
Capital Markets

Equity Income

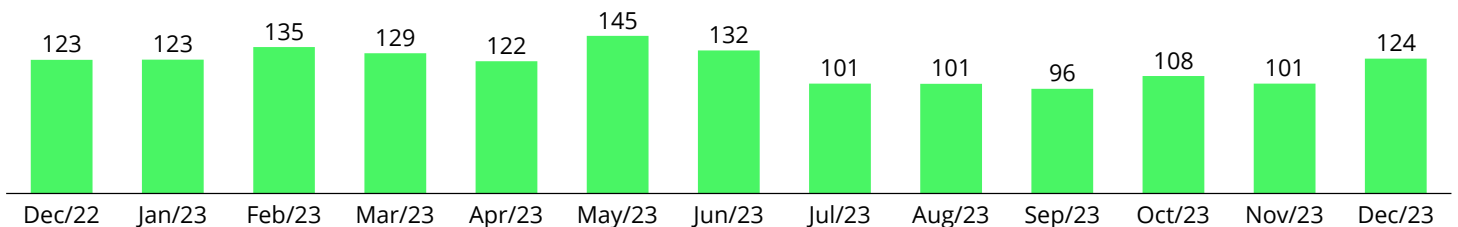
Klabin’s units, trading under the KLBN11 ticker (1 common share + 4 preferred shares), recorded a depreciation of 7% in the fourth quarter 2023 and an appreciation of 11% in 2023 compared to the end of 2022, closing the period quoted at R\$ 22.22/unit. Ibovespa appreciated by 16% in 4Q23 and increased by 22% in 2023. Klabin’s units, traded on all the days the B3 was open for business, reported approximately 298 million transactions in 4Q23. In terms of financial volume, net average daily liquidity was R\$ 111 million in the quarter and R\$ 118 million in 2023. The maximum price reached during the fourth quarter was R\$ 24.00/unit on October 3, 2023, and the minimum value was R\$ 20.64/unit, on December 7, 2023.

KLBN11 x Ibovespa

— Klabin — IBOVESPA

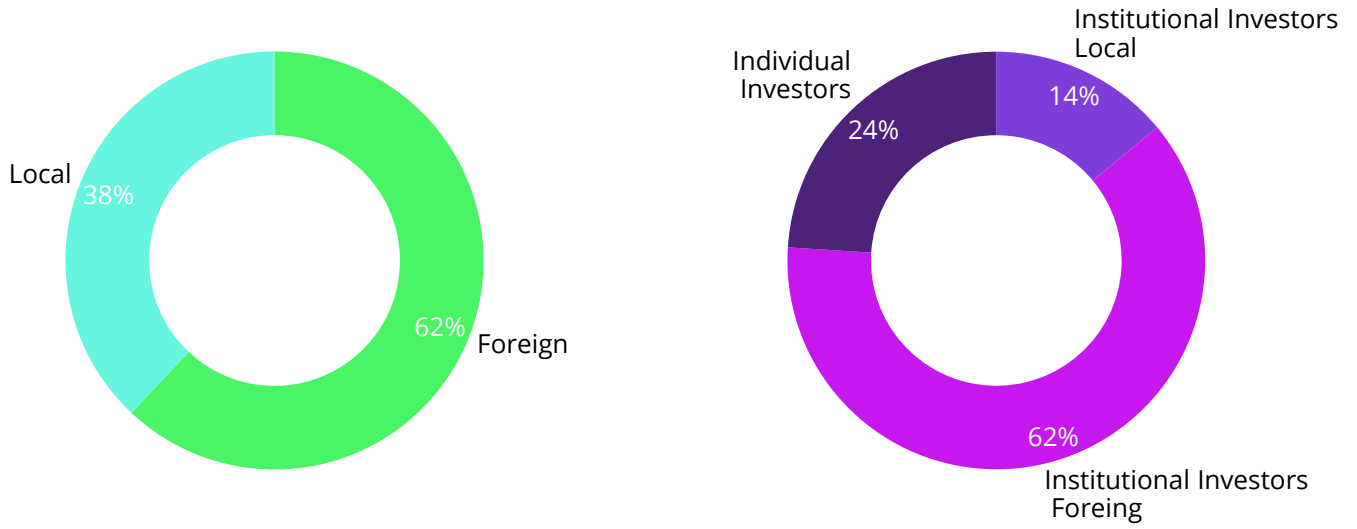


Average Daily Trading Volume - KLBN11
(R\$ million)



Free Float¹ Distribution

12/28/2023

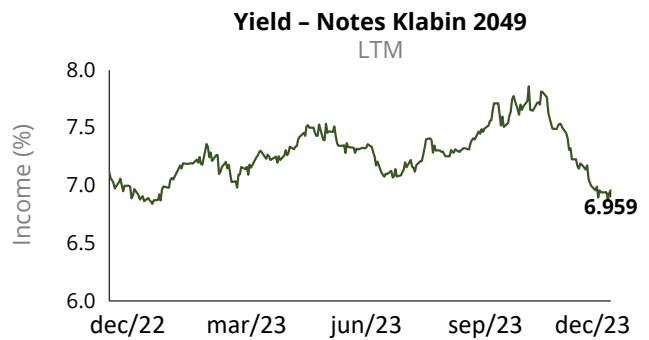
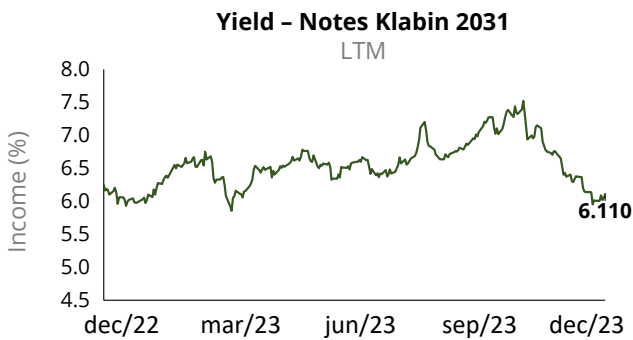
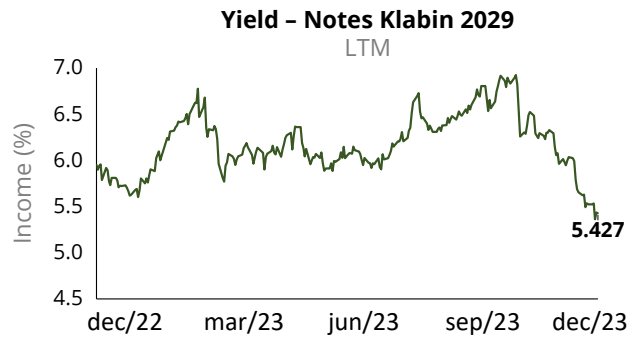
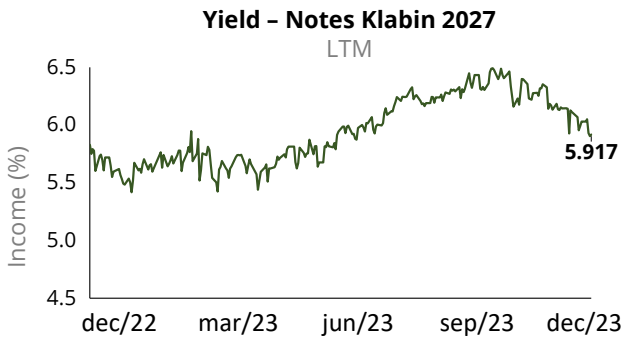


¹Free-float considers the total number of shares excluding controllers, directors, officers, treasury shares and Monteiro Aranha

Fixed Income

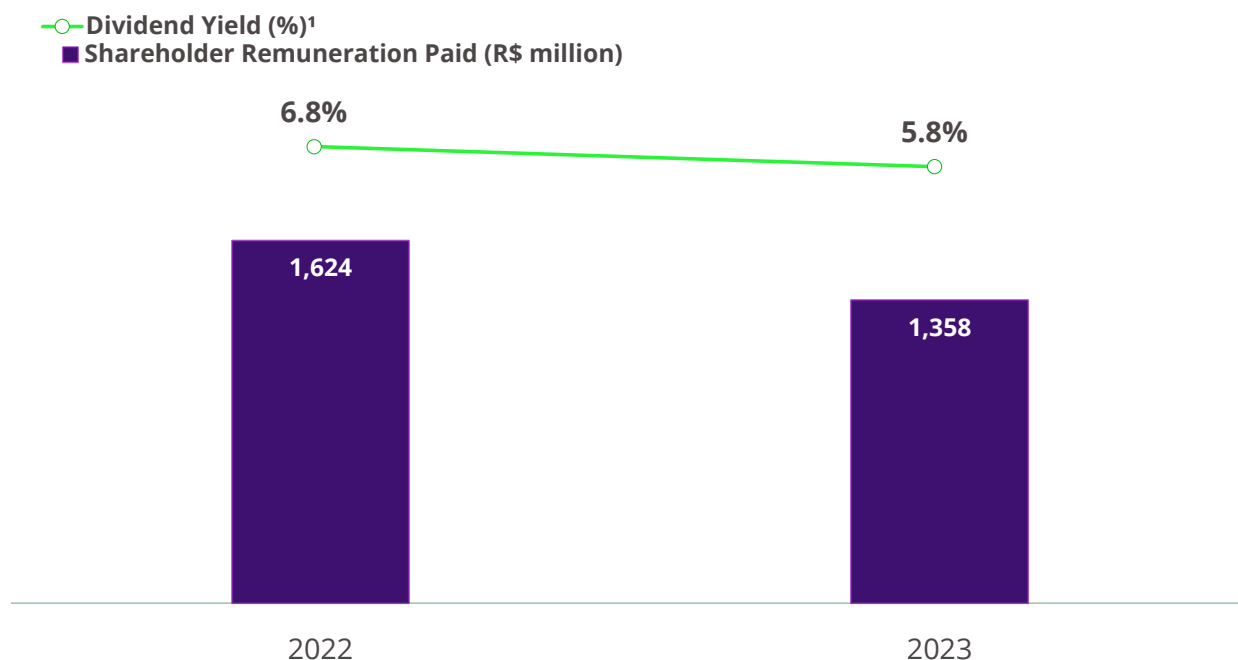
Currently, the Company has four active note or bond issues in the international market (Notes or Bonds). Among these are two Green Bond issues (2027 and 2049), the securities of which must necessarily have their resources earmarked to eligible green projects. Additionally, there is one conventional debt issue (2029). And finally, one Sustainability Linked Bond (SLB 2031), coupon of which is earmarked to sustainability-linked performance indicators.

All the coupons and maturities of the securities are shown in the respective charts below.



In 4Q23, S&P reaffirmed the Company’s rating at “BB+” in the global scale and “brAAA” in the national scale as well as maintaining a stable outlook as announced in the [Notice to the Market](#) published on December 1, 2023. There were no changes to Klabin’s other risk rating classifications: BB+ from Fitch, Ba1 from Moody’s, all in the global scale with stable outlook.

Shareholder Remuneration (cash method)



¹ Calculated based on the Dividends and IOC paid per unit and the average daily closing price of the unit in the period

In the fourth quarter of 2023, the Company distributed (cash method) R\$ 319 million in dividends, corresponding to the amount of R\$ 0.05782468296 per share and R\$ 0.2891234148 per unit. In 2023, the amount paid in shareholder remuneration totaled R\$ 1.358 billion, equivalent to a dividend yield of 5.8%.

Additionally, pursuant to a Notice to Shareholders published on December 14, 2023, the Board of Directors approved the payment of complementary Interest on Capital (“IOC”) for the amount of R\$ 171 million. Payment will be made on February 26, 2024, and the shares were traded “ex-interest on capital” as from December 22, 2023. To access the Notice to Shareholders in full, [click here](#).

The Company’s Dividends and Interest on Capital Policy established the percentage target for payment of earnings between 15% and 25% of the Adjusted EBITDA. To access the Policy in full, [click here](#).

Subsequent Events

Finnvera disbursement

On February 6, 2024, Klabin disbursed the credit line with Finnvera in the amount of US\$295 million.

Shareholder Remuneration

Pursuant to the Notice to Shareholders published on February 7, 2024, Klabin's Board of Directors approved the payment of dividends worth R\$ 192 million. Payment will be paid out on February 26, 2024, and the shares will be traded "ex-dividends" as from February 16, 2024. To access the Notice to Shareholders in full, [click here](#).

Statements in this release relative to the Company's business perspectives, estimates of operational and financial results and the growth potential of the Company are merely forecasts and based on management expectations in relation to the future of the Company. These expectations are highly dependent on market changes, on the general economic performance of Brazil, on the industry and on the international markets, therefore being subject to change.

Klabin's consolidated financial statements are shown in accordance with international accounting standards (International Financial Reporting Standards - IFRS) as determined under CVM Instructions 457/07 and 485/10. The Adjusted EBITDA reflects the requirements enshrined in CVM Instruction 527/12. Some values in the charts and graphs shown throughout the document may not express a precise result due to rounding.

Conference Call

English (Simultaneous Translation)

Thursday, February 8, 2024

Time: 9:00 a.m. (NYC)

Access via Webcast: [click here](#)

Portuguese

Thursday, February 8, 2024

Time: 11:00 a.m. (Brasília)

Access via Webcast: [click here](#)

IR Channels

The Investor Relations team is at your disposal:

- Marcos Ivo – Chief Financial and Investor Relations Officer
- Gabriela Woge – Corporate Finance and Investor Relations Director
- Luiza Chaves – IR Manager
- Anna Atui – IR Specialist
- Pedro Tobita – IR Specialist
- Jaqueline Furrier – IR Analyst
- Thiago Borges – IR Intern

Investor Relations Website: <http://ri.klabin.com.br>

E-mail: invest@klabin.com.br

Content platform for the attention of the **personal investor** with videos and podcasts on **Klabin's businesses** and the investments market. Access ri.klabin.com.br/KlabinInvest or see publications in the [social media](#).



In 2023 the Klabin Invest Newsletter was launched, which delivers to your e-mail inbox the main and most recent news on the Company. To register, [click here](#).

Appendix 1 – Consolidated Income Statement

| (R\$ thousands) | 4Q23 | 3Q23 | 4Q22 | Δ | | 2023 | 2022 | Δ 2023/2022 |
|--|------------------|------------------|------------------|-------------|-------------|--------------------|--------------------|----------------|
| | | | | 4Q23/3Q23 | 4Q23/4Q22 | | | |
| Gross Revenue | 5,152,104 | 5,084,538 | 5,893,001 | 1% | -13% | 20,791,784 | 23,010,161 | -10% |
| Discounts and Rebates | (652,538) | (688,409) | (808,588) | -5% | -19% | (2,777,807) | (2,979,094) | -7% |
| Cash Flow Hedge Realization | 436 | 4,278 | (1,027) | -90% | n/a | 9,772 | 1,632 | n/a |
| Net Revenue | 4,500,002 | 4,400,407 | 5,083,386 | 2% | -11% | 18,023,749 | 20,032,699 | -10% |
| Variation in the Fair Value of Biological Assets | 130,081 | 143,230 | (35,751) | -9% | n/a | 1,229,441 | 1,883,087 | -35% |
| Cost of Products Sold | (3,181,054) | (3,240,065) | (3,173,172) | -2% | 0% | (12,403,744) | (12,400,931) | 0% |
| Gross Profit | 1,449,029 | 1,303,572 | 1,874,463 | 11% | -23% | 6,849,446 | 9,514,855 | -28% |
| Selling Expenses | (384,080) | (381,697) | (479,593) | 1% | -20% | (1,542,318) | (1,901,242) | -19% |
| General & Administrative Expenses | (265,926) | (236,495) | (314,009) | 12% | -15% | (1,001,272) | (1,051,201) | -5% |
| Other Revenues (Expenses) | 61,941 | (54,670) | (3,695) | n/a | n/a | (71,334) | 84,615 | n/a |
| Total Operating Expenses | (588,065) | (672,862) | (797,297) | -13% | -26% | (2,614,924) | (2,867,828) | -9% |
| Equity Pickup | 4,583 | 3,969 | 30,049 | 15% | -85% | 14,688 | 43,566 | -66% |
| Operating Income (Before Fin. Results) | 865,547 | 634,679 | 1,107,215 | 36% | -22% | 4,249,210 | 6,690,593 | -36% |
| Financial Expenses | (554,088) | (404,044) | (107,754) | 37% | n/a | (1,314,089) | (574,082) | 129% |
| Liabilities Foreign Exchange Result | 188,899 | (145,865) | (8,136) | n/a | n/a | 287,743 | (98,063) | n/a |
| Total Financial Expenses | (365,189) | (549,909) | (115,890) | -34% | n/a | (1,026,346) | (672,145) | 53% |
| Financial Revenues | 287,560 | 160,926 | 154,025 | 79% | 87% | 965,994 | 752,956 | 28% |
| Assets Foreign Exchange Result | (246,946) | 64,152 | (68,779) | n/a | n/a | (374,801) | (172,250) | 118% |
| Total Financial Revenues | 40,614 | 225,078 | 85,246 | -82% | -52% | 591,193 | 580,706 | 2% |
| Financial Result | (324,575) | (324,831) | (30,644) | 0% | n/a | (435,153) | (91,439) | 376% |
| Net Income Before Taxes | 540,972 | 309,848 | 1,076,571 | 75% | -50% | 3,814,057 | 6,599,154 | -42% |
| Income Tax and Soc. Contrib. | (170,987) | (65,268) | (286,948) | 162% | -40% | (966,669) | (1,910,252) | -49% |
| Net Income (Loss) | 369,985 | 244,580 | 789,623 | 51% | -53% | 2,847,388 | 4,688,902 | -39% |
| Net income (Loss) Attributable to Noncontrolling Interests | (260,674) | (13,722) | (15,814) | n/a | n/a | 152,850 | 227,652 | -33% |
| Net Income Attributable to Klabin's Stockholders | 630,659 | 258,302 | 805,437 | 144% | -22% | 2,694,538 | 4,461,250 | -40% |
| Depreciation/Amortization/Exhaustion | 952,523 | 869,060 | 790,769 | 10% | 20% | 3,326,582 | 3,169,155 | 5% |
| Change in Fair Value of Biological Assets | 130,081 | 143,230 | (35,751) | -9% | n/a | (1,229,441) | (1,883,087) | -35% |
| Net Realization of Cash Flow Hedge | (436) | (4,278) | 1,027 | -90% | n/a | (9,772) | (1,632) | n/a |
| Adjusted EBITDA | 1,682,969 | 1,352,262 | 1,904,714 | 24% | -12% | 6,321,890 | 7,931,464 | -20% |
| Non-Recurring Effects ¹ | (63,387) | - | - | n/a | n/a | (63,387) | (147,480) | n/a |
| Adjusted EBITDA Excl. Non-Recurring Effects¹ | 1,619,582 | 1,352,262 | 1,904,714 | 20% | -15% | 6,258,503 | 7,783,984 | -20% |

¹Referring to the extemporaneous credit of R\$ 63.4 million due to the exclusion of ICMS in the PIS/Cofins base in 4Q23 and R\$ 147 million, in 2Q22, related to the extemporaneous credit of PIS/COFINS on the OCC purchase

Appendix 2 – Consolidated Balance Sheet

| Assets (R\$ thousands) | dec-23 | sep-23 | dec-22 | Liabilities and Equity (R\$ thousands) | dec-23 | sep-23 | dec-22 |
|---|-------------------|-------------------|-------------------|--|-------------------|-------------------|-------------------|
| Current Assets | 16,465,645 | 13,576,633 | 12,504,005 | Current Liabilities | 5,875,741 | 6,290,335 | 6,461,750 |
| Cash and Cash-Equivalents | 9,558,829 | 5,926,913 | 4,683,945 | Loans and financing | 1,523,215 | 2,199,563 | 1,910,289 |
| Securities | 1,156,002 | 1,926,214 | 1,818,368 | Debentures | 37,628 | 4,880 | 42,691 |
| Receivables | 2,112,722 | 2,395,415 | 2,674,899 | Suppliers | 2,075,813 | 1,695,244 | 2,383,700 |
| Inventories | 2,665,525 | 2,663,739 | 2,442,005 | Trade payables (Forfaiting) | 464,324 | 407,568 | 531,646 |
| Recoverable taxes and contributions | 665,106 | 372,233 | 505,351 | Forestry Trade payables (Forfaiting) | 59,914 | 267,057 | 21,330 |
| Other receivables | 307,461 | 292,119 | 379,437 | Taxes payable | 443,215 | 510,214 | 480,020 |
| | | | | Salaries and payroll charges | 456,083 | 515,057 | 485,046 |
| | | | | Dividends/IOC payable | 171,000 | - | 36,000 |
| Goods assets for sale | 31,443 | 31,745 | 11,675 | Liability use benefit | 298,526 | 337,143 | 262,923 |
| | | | | Other accounts payable | 346,023 | 353,609 | 308,105 |
| Noncurrent Assets | 38,937,602 | 38,802,128 | 35,123,751 | Noncurrent Liabilities | 35,826,419 | 32,522,862 | 29,609,415 |
| Accounts receivable | 247,024 | - | - | Suppliers | 97,091 | 96,243 | 131,695 |
| Derivative instruments | 885,794 | 716,824 | 62,072 | Forestry Trade payables (Forfaiting) | 397,734 | 347,590 | 414,041 |
| Deferred income tax and social contribution | 2,567 | 3,009 | - | Loans and financing | 28,780,401 | 25,790,911 | 24,013,211 |
| Taxes to compensate | 510,406 | 395,250 | 369,772 | Debentures | 1,000,000 | 1,000,000 | 1,000,000 |
| Judicial Deposits | 125,037 | 120,926 | 118,179 | Derivative instruments | 452,332 | 456,253 | 636,493 |
| Other receivables | 82,593 | 90,125 | 120,093 | Other accounts payable - Investors SCPs | 200,481 | 197,017 | 199,387 |
| Investments | 278,510 | 287,824 | 288,995 | Lease liability | 1,624,768 | 1,970,428 | 1,381,966 |
| Property, plant & equipment, net | 25,386,550 | 25,373,811 | 24,159,980 | Taxes payable | 2,623,865 | 2,124,373 | 1,305,659 |
| Biological assets | 9,177,831 | 9,243,721 | 8,108,959 | Other accounts payable | 649,747 | 540,047 | 526,963 |
| Right of use asset | 1,901,652 | 2,267,324 | 1,610,604 | Shareholders' Equity | 11,585,122 | 11,159,889 | 9,559,484 |
| Intangible assets | 339,638 | 303,314 | 285,097 | Capital | 4,475,625 | 4,475,625 | 4,475,625 |
| | | | | Capital and revaluation reserves | (225,642) | (243,015) | (270,399) |
| | | | | Profit reserve | 5,626,832 | 4,080,294 | 4,425,294 |
| | | | | Valuation adjustments to shareholders'equity | 1,844,115 | 1,576,815 | 1,084,324 |
| | | | | Retained earnings | - | 1,405,881 | - |
| | | | | Treasury shares | (135,808) | (135,711) | (155,360) |
| | | | | Equity Attrib. to Noncont. Interests | 2,147,408 | 2,437,420 | 2,008,782 |
| Total Asset | 55,434,690 | 52,410,506 | 47,639,430 | Total Liability + Equity | 55,434,690 | 52,410,506 | 47,639,430 |

Appendix 3 – Debt Redemption Schedule (as of 12/31/2023)

Debt raised in Reais linked to swaps for US\$ is considered foreign currency for the purposes of this Appendix

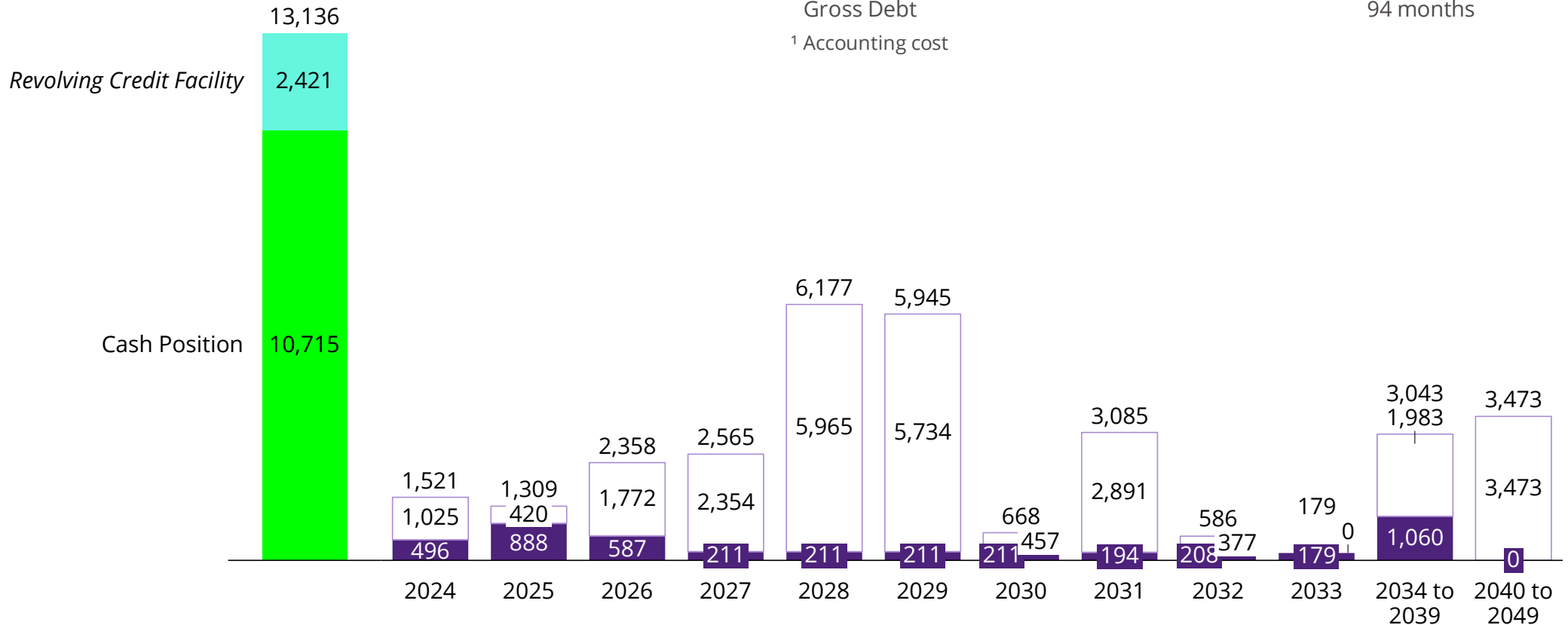
| R\$ million | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 to 2039 | 2040 to 2049 | Total |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|-----------------|-----------------|---------------|
| BNDES | 220 | 211 | 211 | 211 | 211 | 211 | 211 | 194 | 208 | 179 | 1,060 | - | 3,128 |
| Export Credit Notes | 15 | 346 | - | - | - | - | - | - | - | - | - | - | 361 |
| Agribusiness Receiv. Certificate | 261 | 331 | 376 | - | - | - | - | - | - | - | - | - | 967 |
| Local Currency | 496 | 888 | 587 | 211 | 211 | 211 | 211 | 194 | 208 | 179 | 1,060 | - | 4,457 |
| Trade Finance | 17 | 64 | 1,376 | 61 | 1,029 | 121 | - | - | - | - | - | - | 2,667 |
| Debentures | 37 | - | - | 419 | 419 | 419 | - | - | - | - | - | - | 1,295 |
| Bonds | 133 | - | - | 1,066 | - | 3,552 | - | 2,409 | - | - | - | 3,473 | 10,633 |
| ECA's | 328 | 356 | 396 | 315 | 1,151 | 1,152 | 457 | 482 | 377 | - | - | - | 5,014 |
| CRA's | 479 | - | - | 493 | 490 | 490 | - | - | - | - | 1,983 | - | 3,934 |
| Synd | 31 | - | - | - | 2,877 | - | - | - | - | - | - | - | 2,908 |
| Foreign Currency¹ | 1,025 | 420 | 1,772 | 2,354 | 5,965 | 5,734 | 457 | 2,891 | 377 | - | 1,983 | 3,473 | 26,451 |
| Gross Debt | 1,521 | 1,309 | 2,358 | 2,565 | 6,177 | 5,945 | 668 | 3,085 | 586 | 179 | 3,042 | 3,473 | 30,908 |

¹Includes swaps and the market fair value of these instruments

Debt Profile¹

| | AverageCost | AverageTenor |
|------------------|-------------|--------------|
| Local Currency | 9.2% p.y. | 74 meses |
| Foreign Currency | 5.7% p.y. | 97 meses |
| Gross Debt | | 94 months |

¹ Accounting cost



| | |
|--------------------------|---------------------------|
| Local Currency | Foreign Currency |
| Total: R\$ 4,539 million | Total: R\$ 26,368 million |

Total Gross Debt: R\$ 30,908 million

Appendix 4 – Consolidated Cash Flow Statement

| R\$ thousand | 4Q23 | 3Q23 | 4Q22 | 2023 | 2022 |
|---|------------------|------------------|--------------------|--------------------|--------------------|
| Net Cash from Operating Activities | 2,641,352 | 1,064,628 | 3,384,440 | 7,592,726 | 8,420,814 |
| Cash Generated from Operations | 2,028,973 | 1,539,864 | 2,346,042 | 7,708,789 | 8,649,136 |
| Net Profit/Loss From Ongoing Operations | 540,972 | 309,848 | 1,076,572 | 3,814,057 | 6,599,156 |
| Depreciation and Amortization | 471,711 | 487,091 | 575,918 | 1,768,782 | 1,573,152 |
| Change in Fair Value of Biological Assets | (130,081) | (143,230) | 35,751 | (1,229,441) | (1,883,087) |
| Exhaustion of Biological Assets | 480,812 | 381,969 | 214,851 | 1,557,800 | 1,596,003 |
| Monetary adjustment of marketable securities | (35,975) | 28,932 | 15,633 | (140,076) | - |
| Interest and Currency Variations on Loans, Financing and Debentures | 312,474 | 468,233 | 266,127 | 1,258,198 | 340,390 |
| Interest present value - Trade payables (Forfeiting) | 21,813 | 20,903 | 22,050 | 76,475 | 22,050 |
| Interest on Leases | 51,644 | 39,425 | 23,908 | 143,080 | 77,414 |
| Realization of Cash Flow Hedge Reserve | (436) | (4,278) | 1,027 | (9,772) | (1,632) |
| Foreign Exchange Variations on Trade Receivables | 246,946 | (64,152) | 76,915 | 374,800 | 270,313 |
| Allowance for Expected Credit Losses | 940 | (8,576) | 11,366 | (9,253) | 18,452 |
| Estimated Inventory Loss/Composition | 30,056 | 28,426 | 8,460 | 101,574 | 37,884 |
| Result of Disposal of Assets | (5,389) | 312 | (1,919) | (5,438) | (12,633) |
| Equity Pickup | (4,583) | (3,969) | (30,049) | (14,688) | (43,566) |
| Other | 48,069 | (1,070) | 49,431 | 22,691 | 55,241 |
| Changes in Assets and Liabilities | 612,379 | (475,236) | 1,038,398 | (116,063) | (228,322) |
| Trade Receivables and Related Parties | (212,217) | (2,553) | 200,451 | (50,394) | (155,150) |
| Inventories | (31,842) | 27,045 | (99,759) | (325,094) | (476,495) |
| Taxes Recoverable | (357,630) | (129,040) | 407,277 | (132,686) | 761,940 |
| Marketable Securities | 806,187 | (2,848) | 707,119 | 802,442 | 198,867 |
| Other Assets | 195,473 | 35,190 | - | 254,819 | - |
| Suppliers | 259,361 | (474,652) | (261,049) | (464,011) | (288,892) |
| Taxes Obligations | (138,953) | 10,549 | 297,333 | (107,665) | (170,826) |
| Social Security and Labor Obligations | (58,974) | 73,495 | (45,754) | (28,963) | 120,253 |
| Other Liabilities | 201,373 | (97) | (46,641) | 103,192 | 53,677 |
| Income Tax and Social Contribution Paid | (50,399) | (12,325) | 24,728 | (167,703) | 262,762 |
| Changes in Assets and Liabilities from Mergers | - | - | (145,307) | - | (534,458) |
| Net Cash Used in Investing Activities | (899,882) | (591,012) | (1,800,945) | (4,291,404) | (7,876,677) |
| Increase in property, plant and equipment, intangible assets and IFRS 16 ¹ | 81,624 | 500,257 | (65,846) | 492,789 | (888,016) |
| Purchases of Property, Plant and Equipment (Capex) ¹ | (722,187) | (847,092) | (1,297,843) | (3,458,882) | (5,021,034) |
| Increase in Planting and Purchases of Standing Wood ² | 39,963 | 65,131 | (169,340) | (141,166) | (164,627) |
| Purchases of Planting and Purchases of Standing Wood (Capex) ² | (324,804) | (311,606) | (460,402) | (1,256,065) | (2,051,174) |
| Acquisition of Investments and Payment in Subsidiaries | - | - | 10,200 | - | 10,200 |
| Proceeds from Disposal of Assets | 11,625 | 651 | 168,261 | 46,747 | 217,680 |
| Dividends Received from Subsidiaries | 13,897 | 1,647 | 14,025 | 25,173 | 20,294 |
| Net Cash Provided Used in Financing Activities | 1,890,446 | 1,381,817 | (611,018) | 1,573,562 | (2,265,392) |
| New Borrowings | 3,700,935 | 2,267,667 | 273,201 | 7,526,918 | 5,429,328 |
| Amortization of Loans and Debentures | (673,152) | (235,276) | (106,963) | (2,185,019) | (4,558,013) |
| Payment of Interests on Loans, Financing and Debentures | (613,761) | (228,069) | (179,775) | (1,890,575) | (1,555,034) |
| Payment of Lease Liabilities | (175,971) | (154,795) | (98,469) | (533,734) | (337,211) |
| Disposal of Treasury Shares | (17,666) | (151) | (28) | 29,367 | 37,588 |
| Acquisition of Investments and Payment in Subsidiaries (Cash) | 15,000 | - | 50,075 | 105,000 | 464,626 |
| Dividends Paid/Received JVs and SPVs | (25,939) | 1,441 | (11,059) | (120,395) | (86,676) |
| Dividends Paid & IOC Paid | (319,000) | (269,000) | (538,000) | (1,358,000) | (1,660,000) |
| Increase (Decrease) in Cash and Cash Equivalents | 3,631,916 | 1,855,433 | 972,477 | 4,874,884 | (1,721,255) |
| Cash and Cash Equivalents at Beginning of Period | 5,926,913 | 4,071,480 | 3,711,468 | 4,683,945 | 6,405,200 |
| Cash and Cash Equivalents at End of Period | 9,558,829 | 5,926,913 | 4,683,945 | 9,558,829 | 4,683,945 |

¹ For the purposes of reconciliation with the Consolidated Cash Flow Statement of the Financial Statements, these two lines are added under the heading "Addition of fixed and intangible assets"

² For the purposes of reconciliation with the Consolidated Cash Flow Statement of the Financial Statements, these two lines are added under "Planting and purchase of standing wood"

Appendix 5 – Business Segment Evolution

2023

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|--------------|--------------|--------------|--------------|----------------|---------------|
| Net revenue | | | | | | |
| Domestic market | 366 | 2,224 | 3,248 | 5,933 | (42) | 11,729 |
| Exports | - | 3,527 | 2,226 | 543 | - | 6,295 |
| Third part revenue | 366 | 5,750 | 5,474 | 6,476 | (42) | 18,024 |
| Segments revenue | 3,477 | 100 | 3,412 | 59 | (7,048) | - |
| Total net revenue | 3,843 | 5,850 | 8,886 | 6,535 | (7,090) | 18,024 |
| Change in fair value - biological assets | 1,229 | - | - | - | - | 1,229 |
| Cost of goods sold ¹ | (4,529) | (3,258) | (6,288) | (5,402) | 7,073 | (12,404) |
| Gross income | 543 | 2,592 | 2,598 | 1,133 | (17) | 6,849 |
| Operating revenue and expenses | 117 | (885) | (884) | (752) | (195) | (2,600) |
| Op. results before financial results | 660 | 1,707 | 1,714 | 381 | (212) | 4,249 |

Note: In this table, total net revenue includes sales of Other products

¹ Forestry COGS includes the exhaustion on the fair value of biological assets in the period

4Q23

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|--------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 91 | 431 | 886 | 1,494 | (22) | 2,879 |
| Exports | - | 951 | 568 | 102 | (0) | 1,621 |
| Third part revenue | 91 | 1,382 | 1,454 | 1,596 | (22) | 4,500 |
| Segments revenue | 909 | 9 | 837 | 13 | (1,768) | (0) |
| Total net revenue | 1,000 | 1,390 | 2,291 | 1,609 | (1,790) | 4,500 |
| Change in fair value - biological assets | 130 | - | - | - | - | 130 |
| Cost of goods sold ¹ | (1,250) | (799) | (1,595) | (1,353) | 1,816 | (3,181) |
| Gross income | (120) | 591 | 696 | 256 | 26 | 1,449 |
| Operating revenue and expenses | 45 | (232) | (217) | (199) | 19 | (583) |
| Op. results before financial results | (75) | 360 | 479 | 57 | 45 | 866 |

Note: In this table, total net revenue includes sales of Other products

¹ Forestry COGS includes the exhaustion on the fair value of biological assets in the period

3Q23

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|--------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 90 | 516 | 796 | 1,542 | (9) | 2,935 |
| Exports | - | 838 | 493 | 135 | - | 1,465 |
| Third part revenue | 90 | 1,355 | 1,288 | 1,676 | (9) | 4,400 |
| Segments revenue | 887 | 14 | 930 | 16 | (1,848) | - |
| Total net revenue | 977 | 1,369 | 2,218 | 1,693 | (1,856) | 4,400 |
| Change in fair value - biological assets | 143 | - | - | - | - | 143 |
| Cost of goods sold ¹ | (1,139) | (841) | (1,730) | (1,370) | 1,841 | (3,240) |
| Gross income | (19) | 528 | 488 | 322 | (15) | 1,304 |
| Operating revenue and expenses | (105) | (231) | (220) | (183) | 70 | (669) |
| Op. results before financial results | (124) | 297 | 267 | 139 | 54 | 635 |

Note: In this table, total net revenue includes sales of Other products

Forestry COGS includes the exhaustion on the fair value of biological assets in the period

2Q23

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 94 | 612 | 771 | 1,475 | (10) | 2,942 |
| Exports | - | 641 | 557 | 152 | 0 | 1,351 |
| Third part revenue | 94 | 1,253 | 1,328 | 1,627 | (10) | 4,293 |
| Segments revenue | 798 | 37 | 834 | 16 | (1,685) | - |
| Total net revenue | 892 | 1,290 | 2,162 | 1,643 | (1,694) | 4,293 |
| Change in fair value - biological assets | 573 | - | - | - | - | 573 |
| Cost of goods sold ¹ | (1,069) | (862) | (1,547) | (1,340) | 1,694 | (3,123) |
| Gross income | 396 | 427 | 615 | 303 | 0 | 1,742 |
| Operating revenue and expenses | (54) | (182) | (197) | (180) | (2) | (614) |
| Op. results before financial results | 342 | 246 | 418 | 123 | (2) | 1,128 |

Note: In this table, total net revenue includes sales of Other products
 Forestry COGS includes the exhaustion on the fair value of biological assets in the period

1Q23

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 90 | 665 | 796 | 1,423 | (1) | 2,973 |
| Exports | - | 1,096 | 608 | 154 | (0) | 1,858 |
| Third part revenue | 90 | 1,761 | 1,404 | 1,577 | (1) | 4,831 |
| Segments revenue | 884 | 40 | 811 | 13 | (1,748) | - |
| Total net revenue | 974 | 1,801 | 2,215 | 1,591 | (1,750) | 4,831 |
| Change in fair value - biological assets | 383 | - | - | - | - | 383 |
| Cost of goods sold ¹ | (1,071) | (755) | (1,415) | (1,339) | 1,722 | (2,859) |
| Gross income | 286 | 1,045 | 800 | 251 | (27) | 2,355 |
| Operating revenue and expenses | 231 | (241) | (250) | (190) | (283) | (734) |
| Op. results before financial results | 517 | 804 | 550 | 61 | (310) | 1,621 |

Note: In this table, total net revenue includes sales of Other products
¹ Forestry COGS includes the exhaustion on the fair value of biological assets in the period

4Q22

| R\$ million | Forestry | Pulp | Paper | Packaging | Eliminations | Total |
|---|--------------|--------------|--------------|--------------|----------------|--------------|
| Net revenue | | | | | | |
| Domestic market | 127 | 689 | 884 | 1,451 | (4) | 3,147 |
| Exports | - | 1,102 | 708 | 129 | (3) | 1,937 |
| Third part revenue | 127 | 1,791 | 1,592 | 1,580 | (7) | 5,083 |
| Segments revenue | 622 | 29 | 946 | 24 | (1,621) | - |
| Total net revenue | 749 | 1,820 | 2,538 | 1,604 | (1,628) | 5,083 |
| Change in fair value - biological assets | (36) | (0) | - | - | - | (36) |
| Cost of goods sold ¹ | (1,146) | (684) | (1,522) | (1,474) | 1,653 | (3,173) |
| Gross income | (433) | 1,136 | 1,016 | 130 | 25 | 1,874 |
| Operating revenue and expenses | 84 | (187) | (278) | (209) | (177) | (767) |
| Op. results before financial results | (349) | 949 | 738 | (79) | (152) | 1,107 |

Note: In this table, total net revenue includes sales of Other products
¹ Forestry COGS includes the exhaustion on the fair value of biological assets in the period