



Klabin

# 3Q23

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## Earnings Presentation



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# DISCLAIMER



This presentation may contain forward-looking projections or statements. Such statements are exposed to known and unknown risks and different nature uncertainties that may cause these expectations not to materialize or to differ materially from those anticipated. Furthermore, these expectations and projections are made based on estimates, information or methodology that may be inaccurate or incorrect.

Those risks and uncertainties, among others, are related to: (i) future demand for the Company's products; (ii) changes in the aspects that impact the domestic and international product prices; (iii) changes in cost structures; (iv) changes in the seasonality of markets; (v) competition in the markets in which the Company operates; (vi) exchange variations; (vii) changes in the global market and especially in the markets where the Company operates or sells its products; (viii) capital markets; and (ix) factors that affect the company's operation, including changes in laws and regulations. For additional information on factors that may impact the Company's statements, please consult the Reference Form, in particular item 4 (Risk Factors), which is registered with CVM and also available on the Company's Investor Relations website.

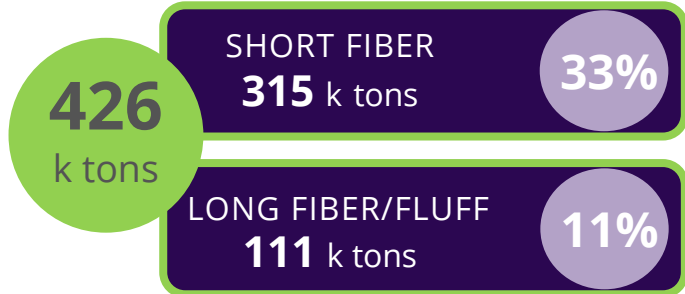
There is no guarantee that the Company's expectations or projections will occur and current results are no guarantee of future performance. This presentation is up to this date and Klabin has no obligation to update it in light of new information and/or future events.



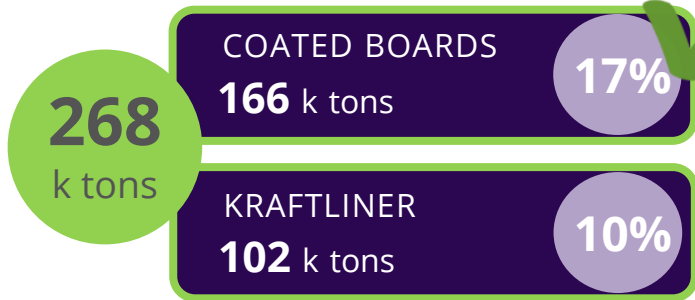
# 3Q23 PERFORMANCE - Sales Volume

**Total Sales<sup>1</sup>** 967 k tons ● % of total sales volume

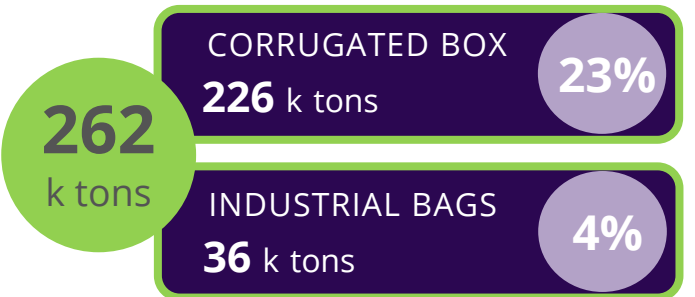
## Pulp



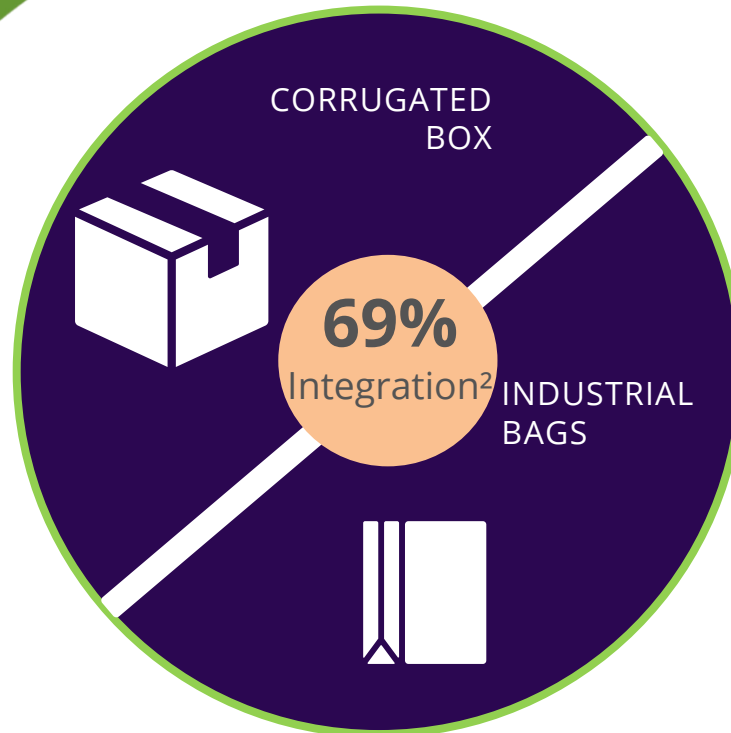
## Paper - Market



## Packaging

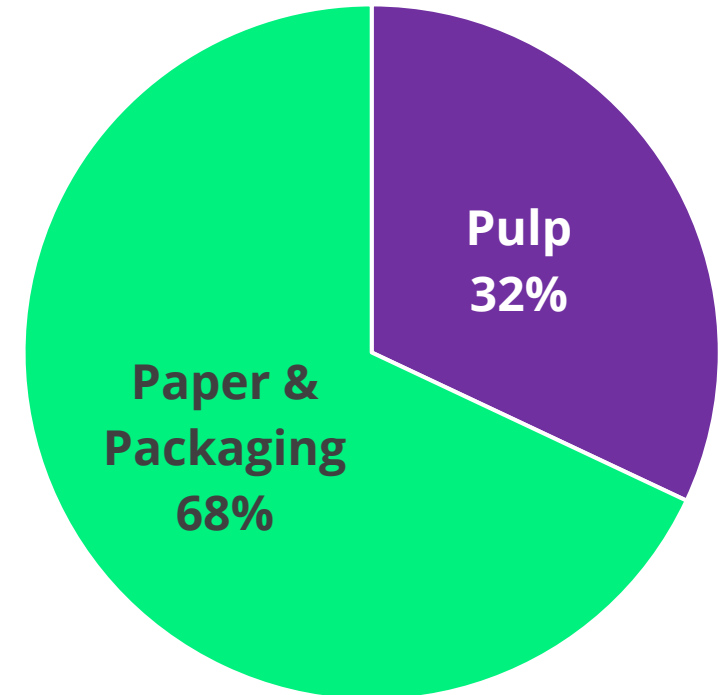


## Conversion (Integration)



## Adjusted EBITDA by Segment<sup>3</sup> 3Q23

**R\$ 1.352 bn**

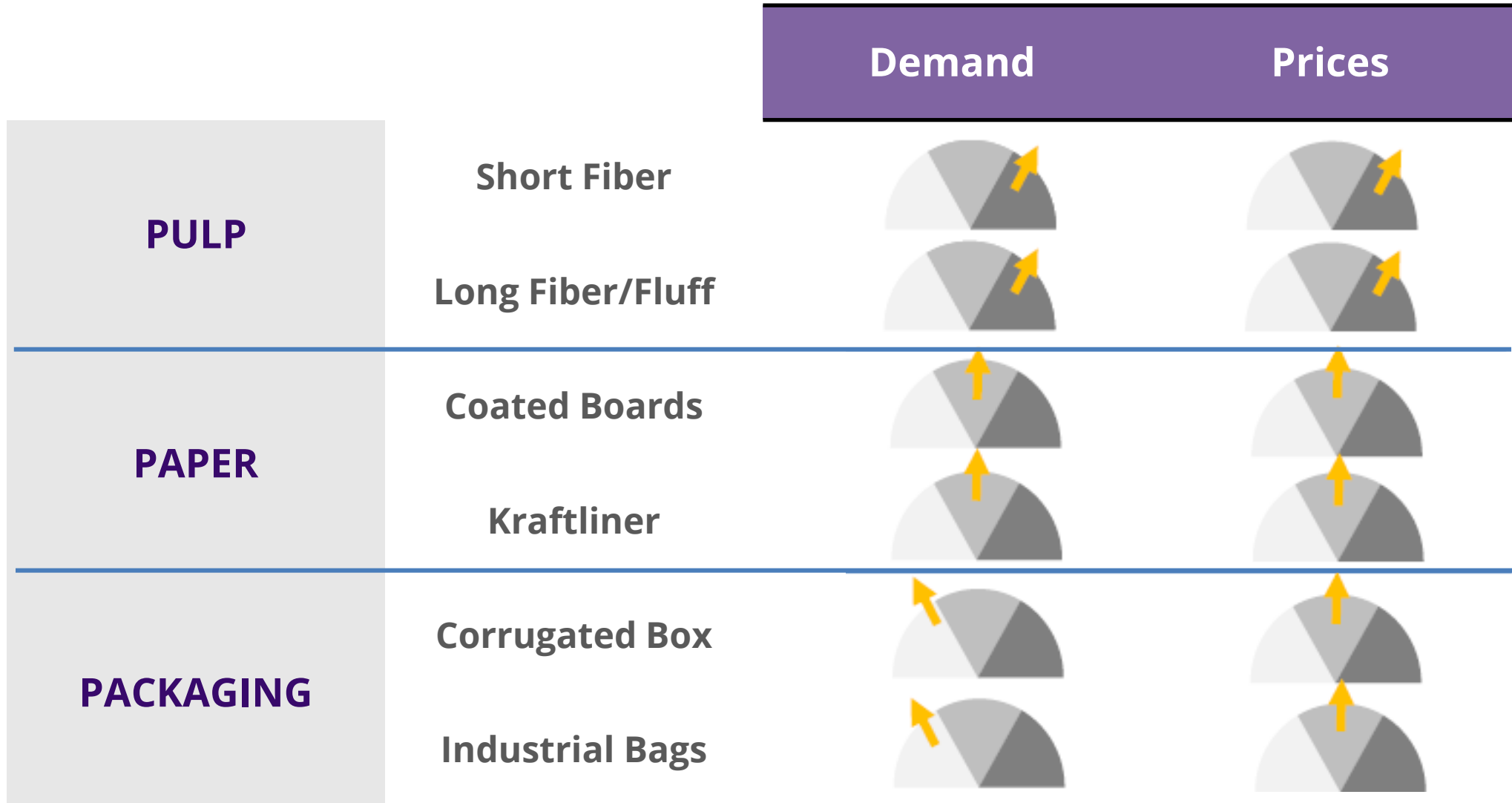


1 - Excludes wood sales

2 - It considers the amount of paper used for the production of packaging in relation to the volume of containerboard produced in the period (430kt)

3 - Result of 'Other' allocated in their respective businesses

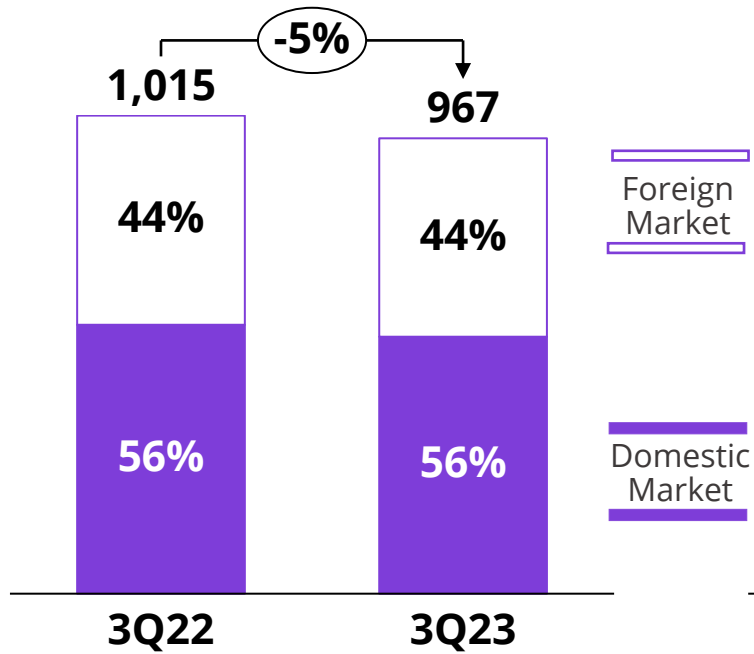
# EXPECTED TREND IN 4Q23 COMPARED TO 3Q23



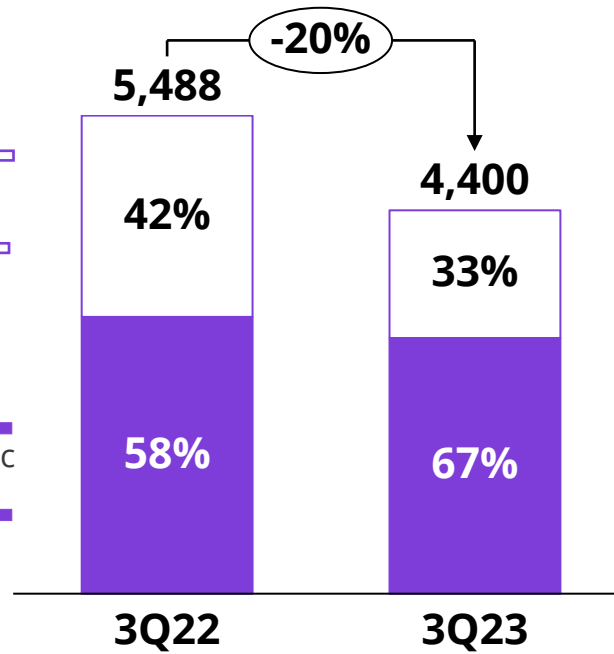
# 3Q23 RESULTS



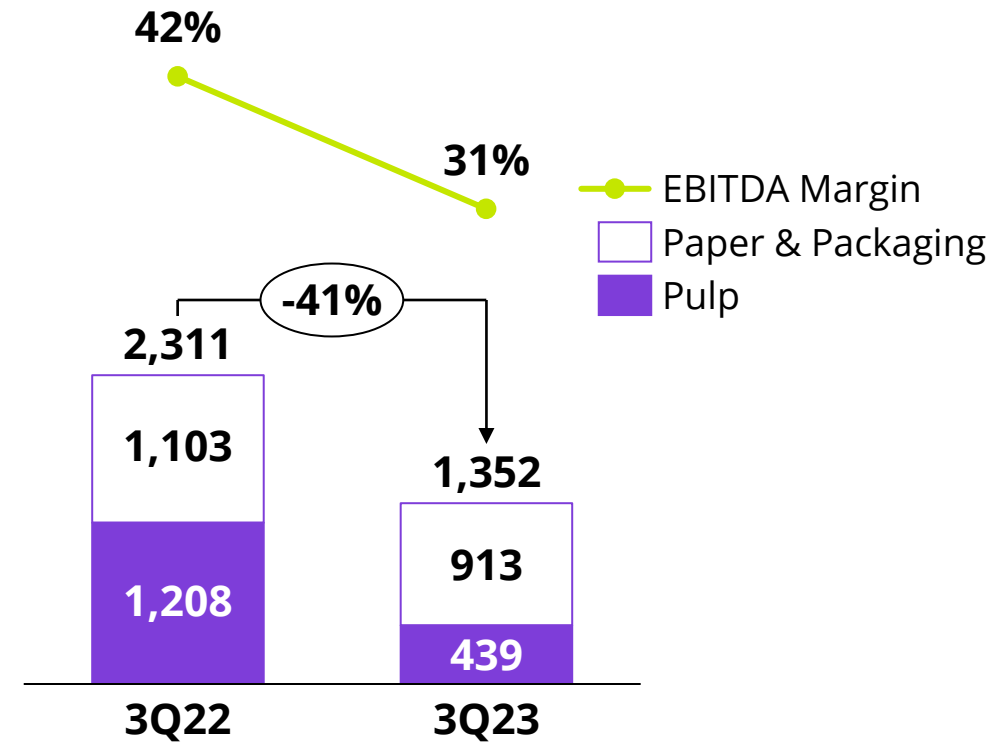
**Sales Volume<sup>1</sup>**  
(thousand tons)



**Net Revenue<sup>2</sup>**  
(R\$ million)



**Adjusted EBITDA by Segment<sup>3</sup>**  
(R\$ million)



1 - Excludes wood sales  
 2 - Includes wood sales and other revenues  
 3 - 'Other' results were allocated in the respective businesses

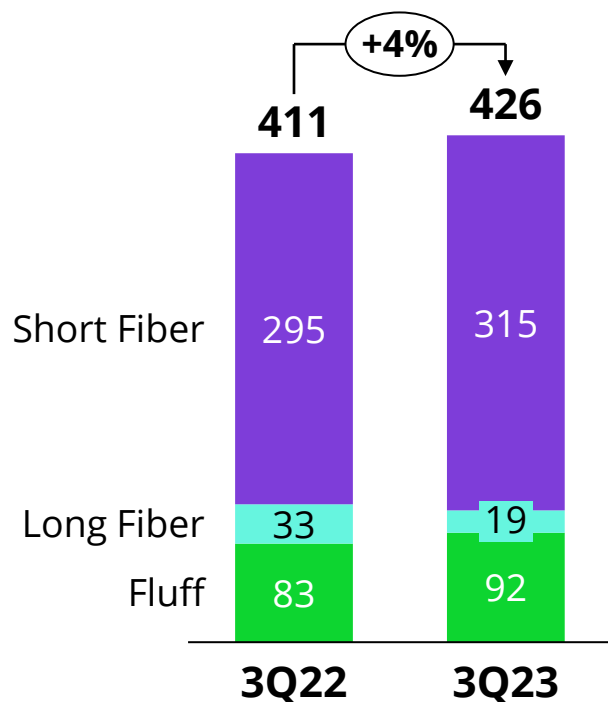
# PULP



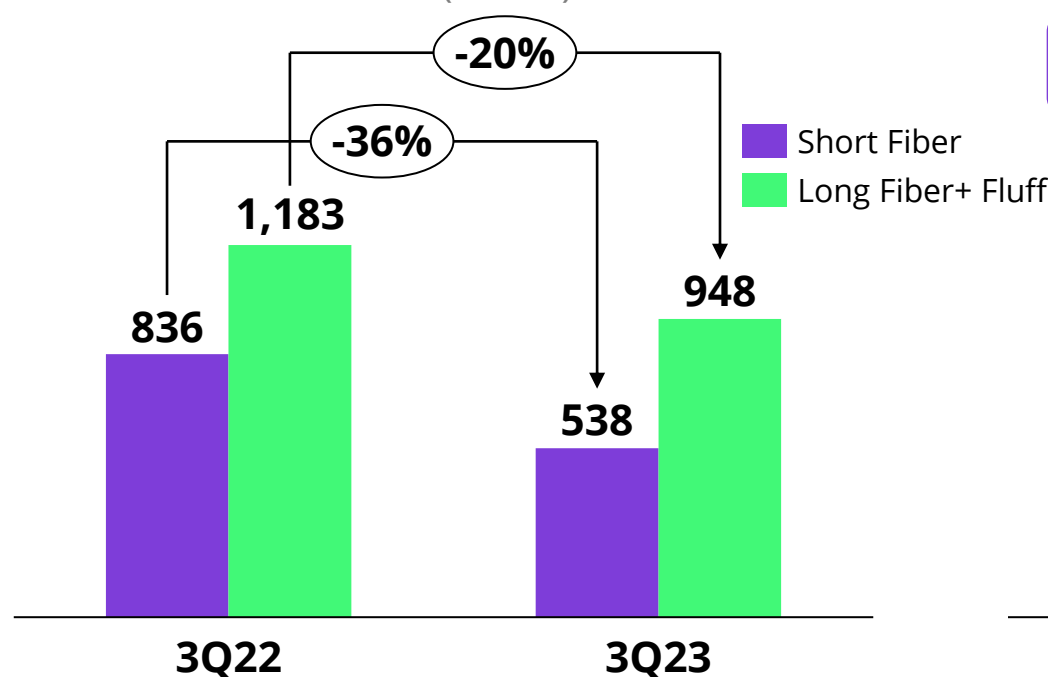
Geographic flexibility, diversified portfolio and fluff's record volume benefited the result

EBITDA/t <sup>3</sup> 3Q23	
Pulp	R\$ 1,031/t

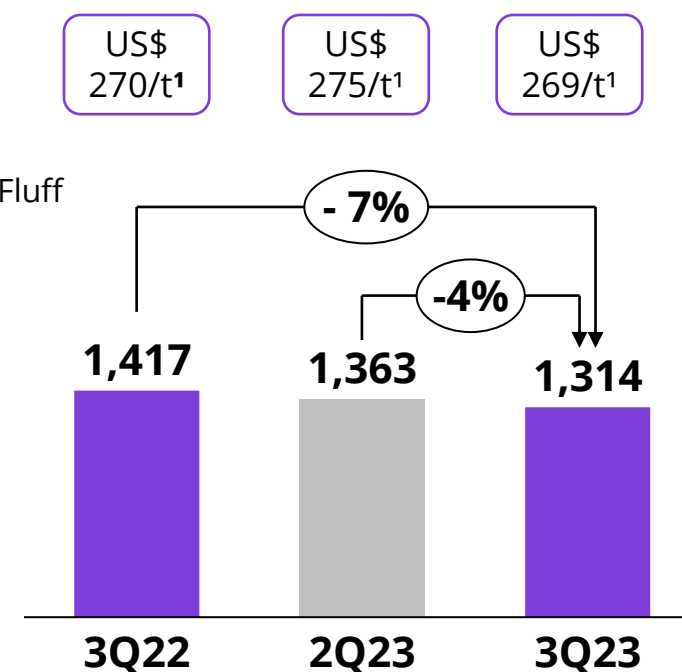
**Sales Volume**  
(thousand tons)



**Short Fiber and Long Fiber/Fluff Net Price**  
(US\$/t<sup>1</sup>)



**Production Cash Cost<sup>2</sup>**  
(R\$/t)



1 - Calculated based on the average dólar for the period  
 2 - Excludes schedules maintenance effects  
 3 - See methodology on the EBITDA section in the [Earnings Release](#)

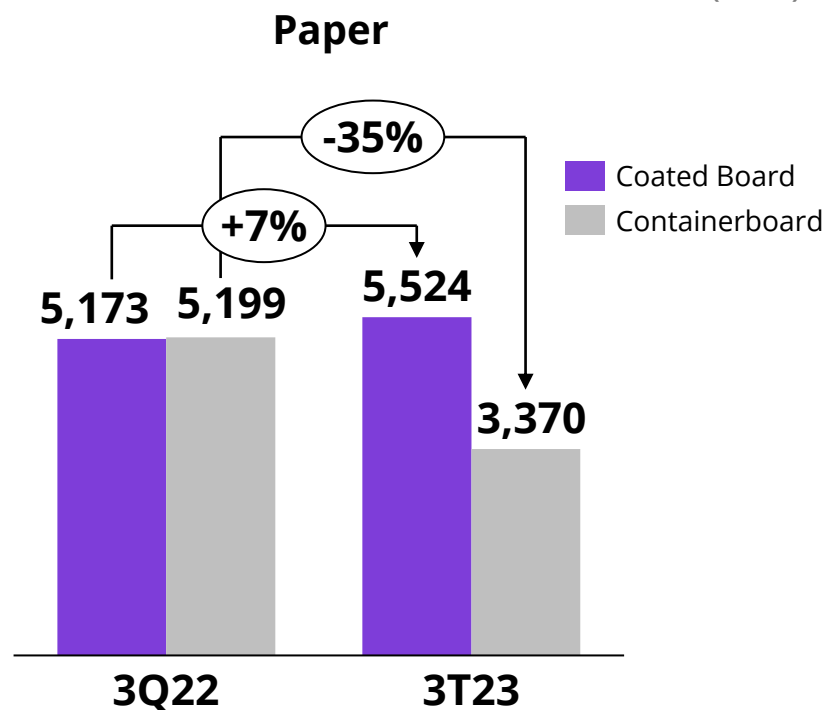
# PAPER & PACKAGING



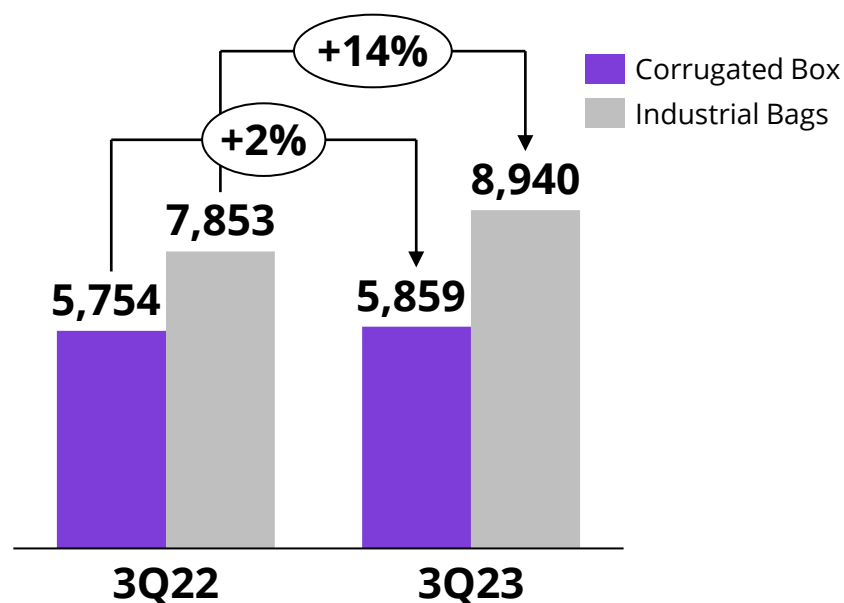
Integrated business model and high exposure to the food and beverage segments bring greater stability to results

EBITDA/t <sup>1</sup> 9M23	
Paper & Packaging	R\$ 1,824/t + 7%

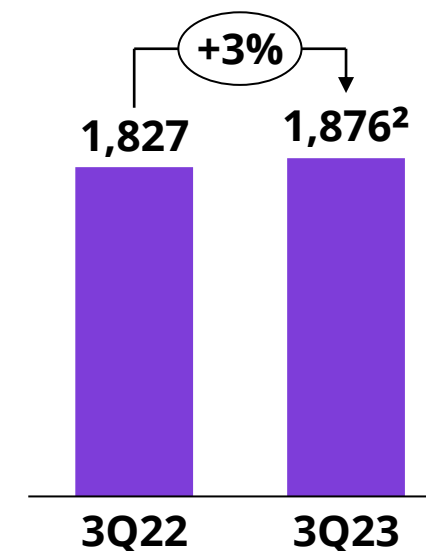
**Net Price**  
(R\$/t)



**Packaging**



**EBITDA/t<sup>1</sup>**  
**Paper & Packaging**  
(R\$/t)



1 - See methodology on the EBITDA section in the [Earnings Release](#)

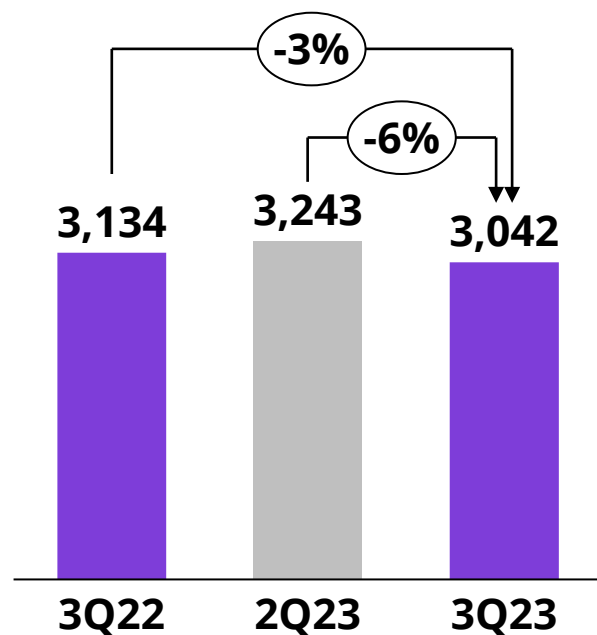
2 - Excludes maintenance stoppage effects

# CASH COST

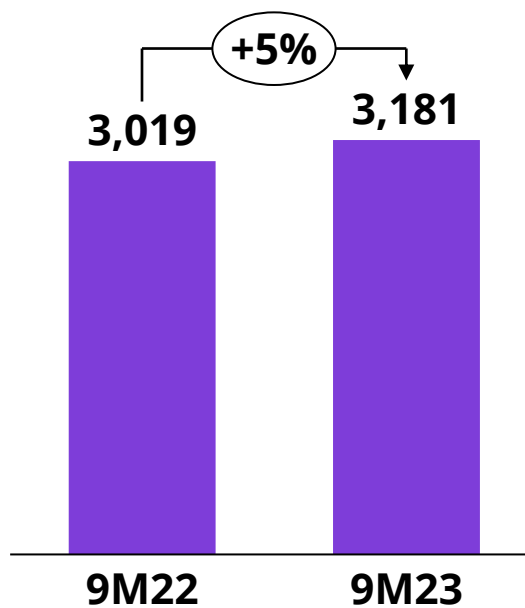


Lower costs explained by the drop in the commodities prices, production stoppages due to market conditions and actions to reduce fixed costs and operational efficiency

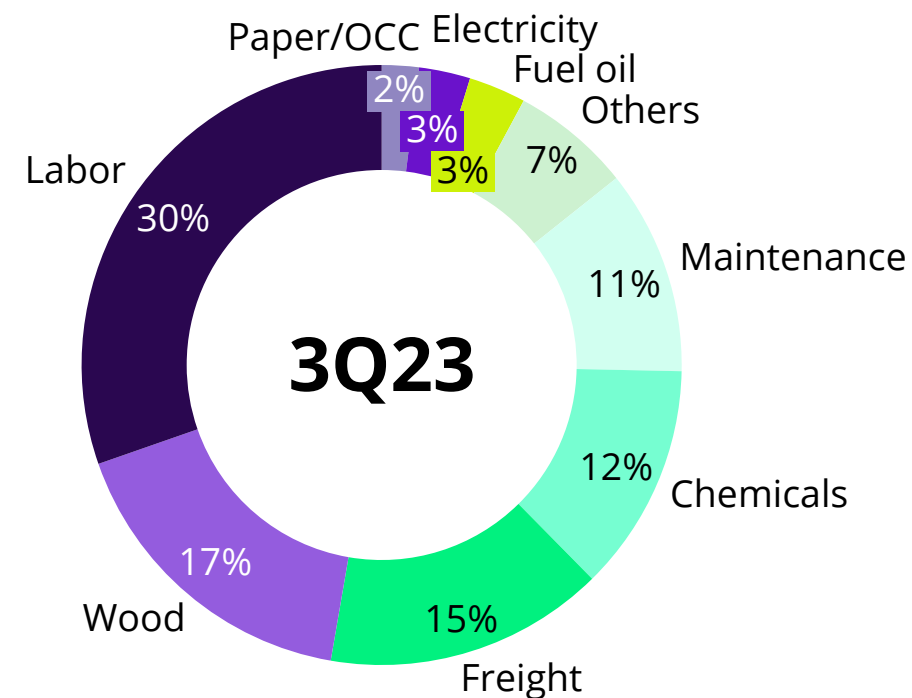
**Cash Cost<sup>1</sup>**  
(R\$/t)



**Accumulated Cash Cost<sup>1</sup>**  
(R\$/t)



**Cash Cost Composition**  
(R\$ million)



1 - Excludes schedules maintenance effects



# FREE CASH FLOW (FCF)

Discipline in investment management and working capital management led Adjusted FCF Yield to 17.6%, a 3.7 p.p growth compared to 3Q22



R\$ million	3Q23	2Q23	3Q22	LTM 3Q23	LTM 3Q22
<b>Adjusted EBITDA<sup>1</sup></b>	<b>1,352</b>	<b>1,344</b>	<b>2,311</b>	<b>6,544</b>	<b>7,911</b>
(-) Capex <sup>2</sup>	(1,093)	(1,029)	(1,691)	(4,878)	(5,394)
(-) Lease contracts - IFRS 16	(80)	(60)	(65)	(270)	(215)
(-) Interest Paid/Received	(111)	(208)	(334)	(772)	(1,224)
(-) Income tax	(17)	(47)	(81)	(267)	(582)
(+/-) Working Capital Variation	2	152	(164)	537	(956)
(-) Dividends & IOC	(269)	(389)	(399)	(1,541)	(1,524)
(+/-) Others	(21)	(9)	8	130	(15)
<b>Free Cash Flow</b>	<b>(237)</b>	<b>(245)</b>	<b>(415)</b>	<b>(518)</b>	<b>(2,000)</b>
Dividends & IOC	269	389	399	1,541	1,524
Puma II Project	399	433	934	2,146	3,169
Special Projects and Growth	185	210	267	858	734
<b>Adjusted Free Cash Flow<sup>3</sup></b>	<b>616</b>	<b>787</b>	<b>1.186</b>	<b>4,027</b>	<b>3,428</b>
<b>Adjusted FCF Yield<sup>4</sup></b>				<b>17.6%</b>	<b>13.9%</b>

1 - Includes the non-recurring effect of R\$ 147 million in 2Q22 related to the extemporaneous PIS/COFINS credit on OCC purchases

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

3 - Excluding dividends, loc and special and expansion projects

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

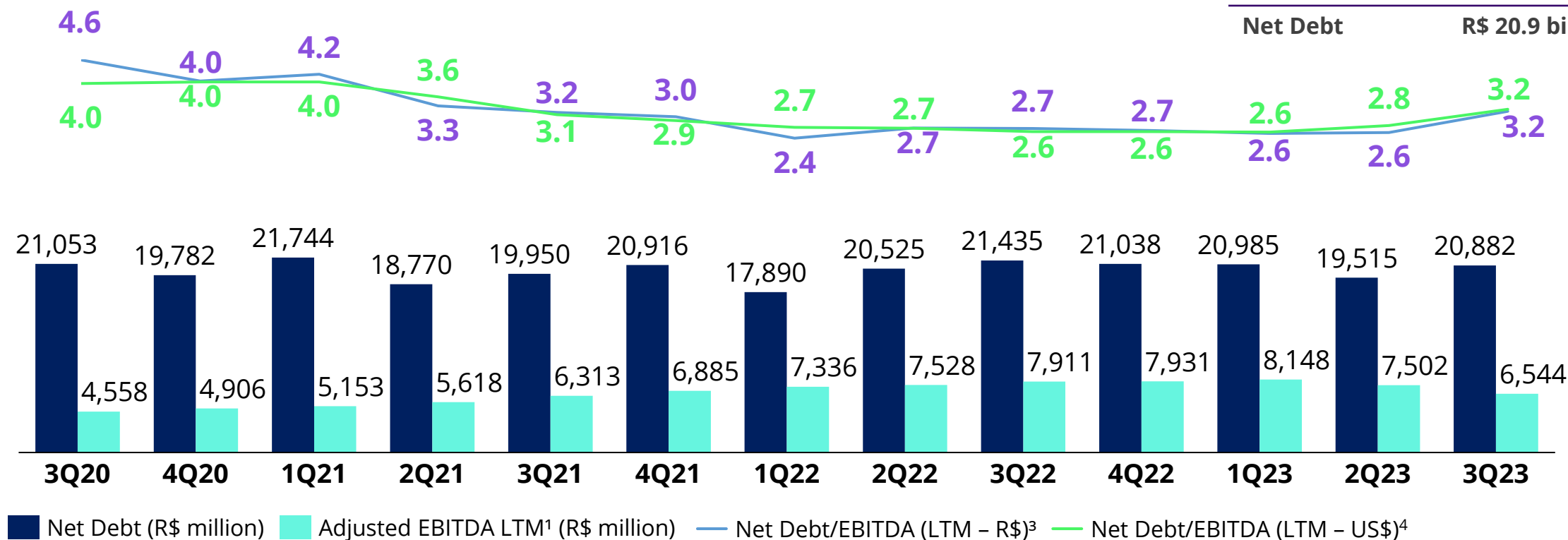
# NET DEBT AND LEVERAGE

Company's leverage within leverage target defined in the Indebtedness Policy



### Position in 09/30/2023

Gross Debt	R\$ 28.7 billion
Cash <sup>3</sup>	R\$ 7.8 billion
<b>Net Debt</b>	<b>R\$ 20.9 billion</b>

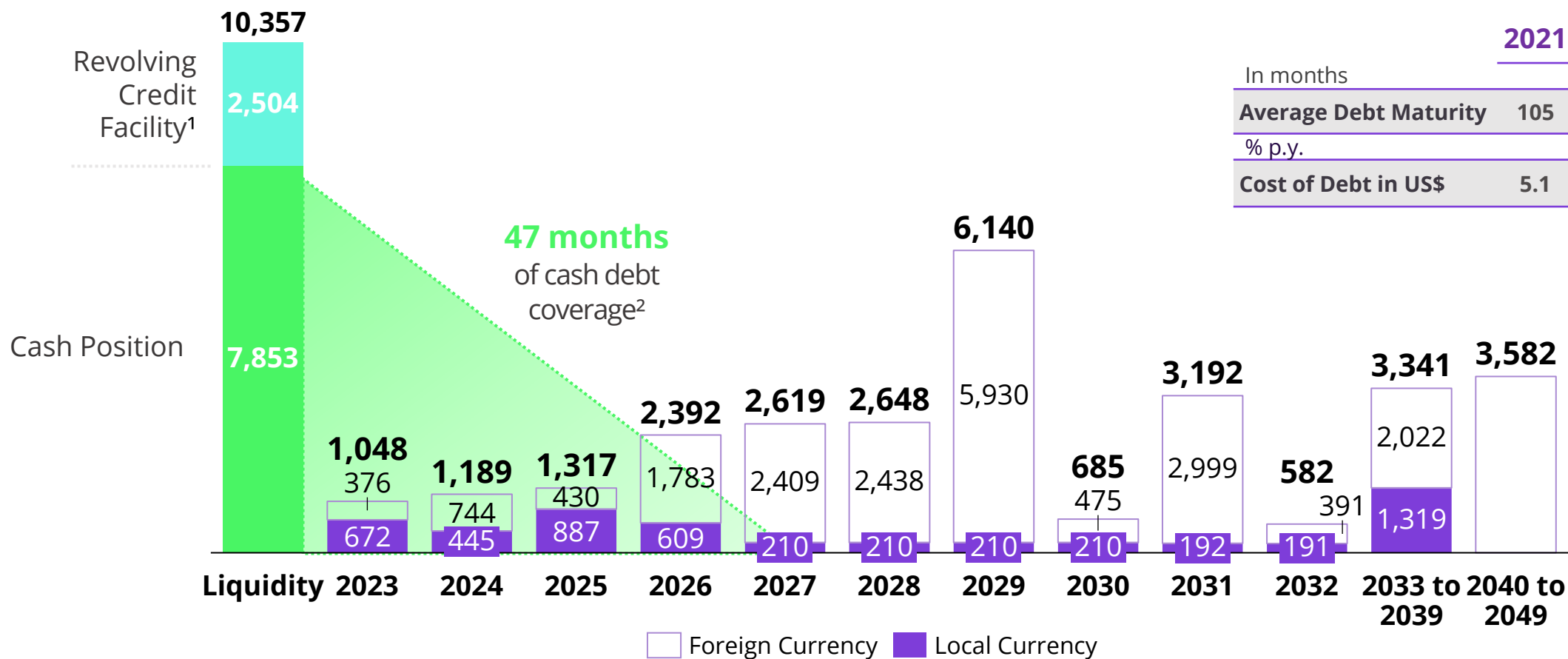


1 - LTM: Last twelve months  
 2 - Access the Policy in our [IR site](#)  
 3 - Excludes the Revolving Credit Facility of US\$ 500 million due in Oct/26  
 4 - Net Debt/EBITDA (US\$): considers the final dollar of the period to calculate the Net Debt and the average dollar of the period for EBITDA



# AMORTIZATION SCHEDULE

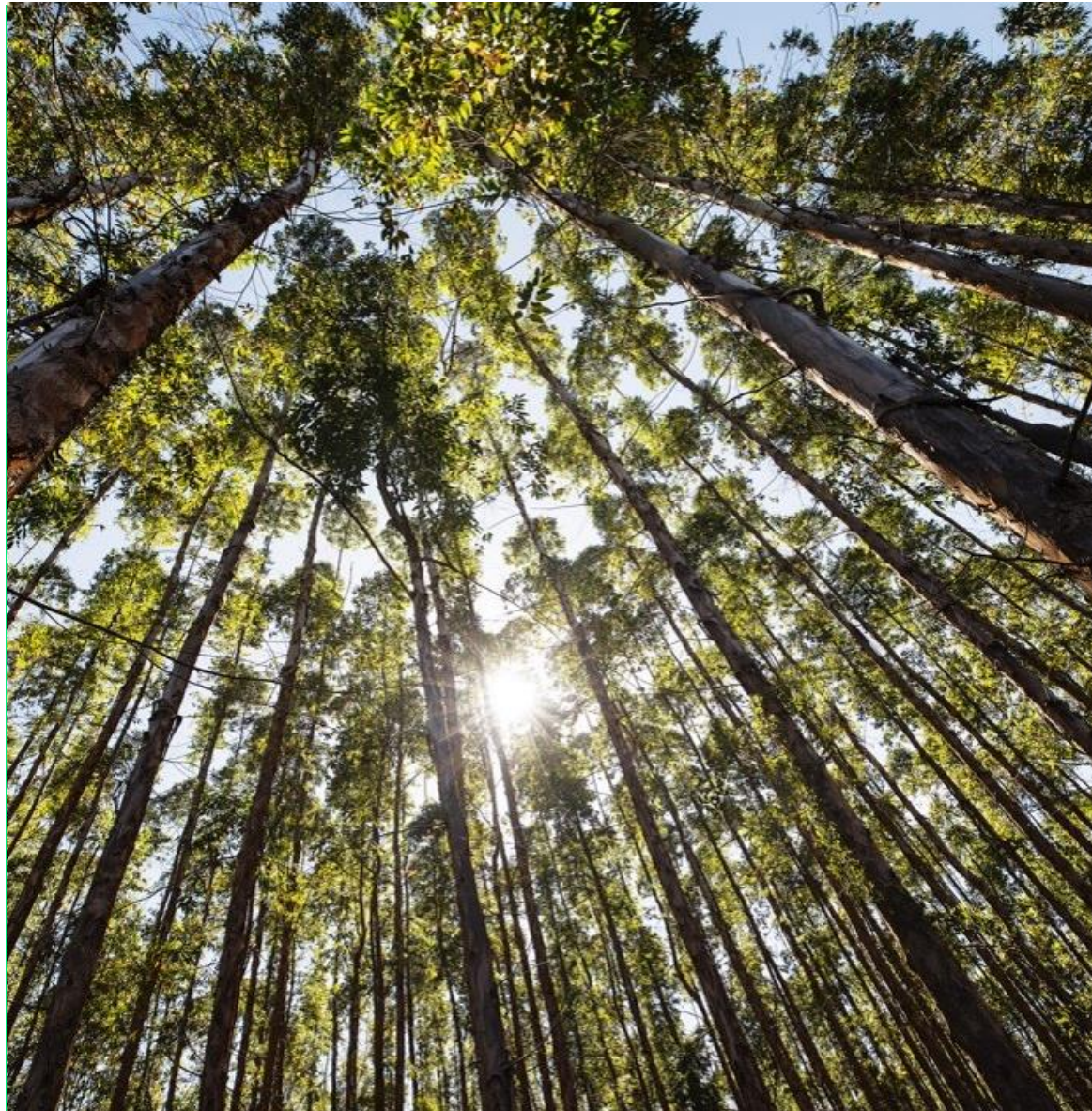
Average debt maturity of ~8.3 years and 47 months of cash debt coverage



	2021	2022	3Q23
In months			
Average Debt Maturity	105	109	99
% p.y.			
Cost of Debt in US\$	5.1	5.2	5.5

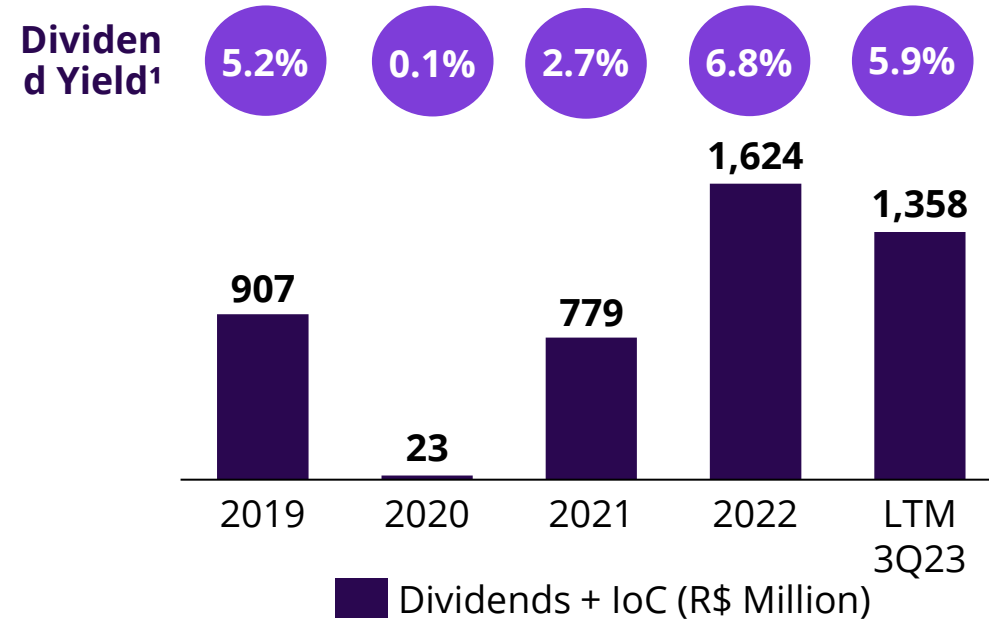
**79% of gross debt in USD has its exposure at a fixed-rate in US\$**

1 - Revolving Credit Facility (RCF) of US\$ 500 million due in Oct/26  
 2 - Excludes RCF of US\$ 500 million availability



# DIVIDENDS & IOC

R\$ million considering accrual basis



3Q23 IOC<sup>2</sup> : **R\$ 319 million**

**Dividend Policy<sup>3</sup>: Target between 15% and 25% of Adjusted EBITDA**

1 - Calculated based on the earnings paid per unit and the average daily closing price of the unit in the period  
 2 - As approved at the Board of Directors' Meetings held in 10/24/2023. To access the Notice to Shareholders, [click here](#)  
 3 - To access the Dividend and Interest on Capital Policy, [click here](#)



# PUMA II PROJECT: MP28 (Phase II)

New state-of-the-art machine with advanced technology for Coated Board production

## Second Machine

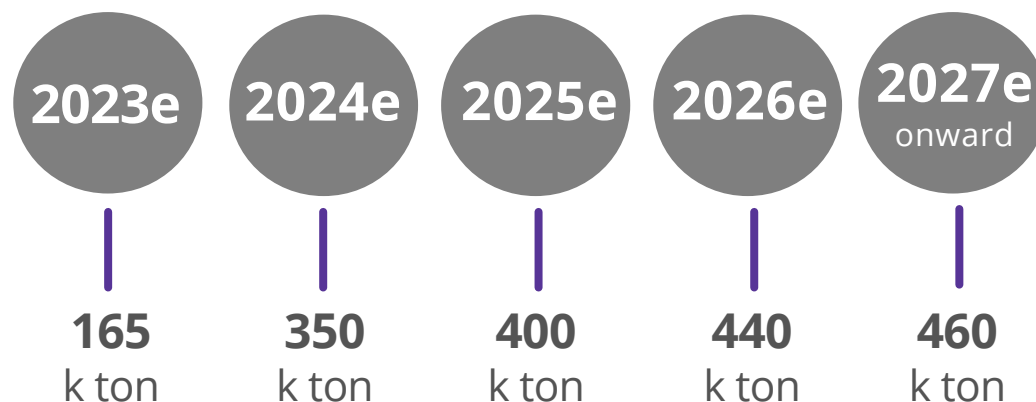
Coated Board production

Flexibility for: White Top Liner and Kraftliner



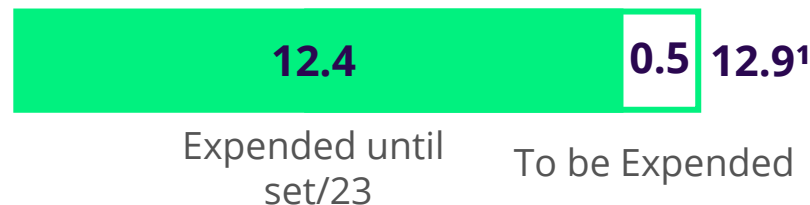
**START-UP**  
June 9, 2023

**Ramp-up  
Production**



Amount in R\$ billion

**Gross Capex**  
Budget x Expended



<sup>1</sup> – Gross Capex base date 2021 at an exchange rate of BRL 4.90/US\$, including recoverable taxes of approximately R\$ 1.2 billion



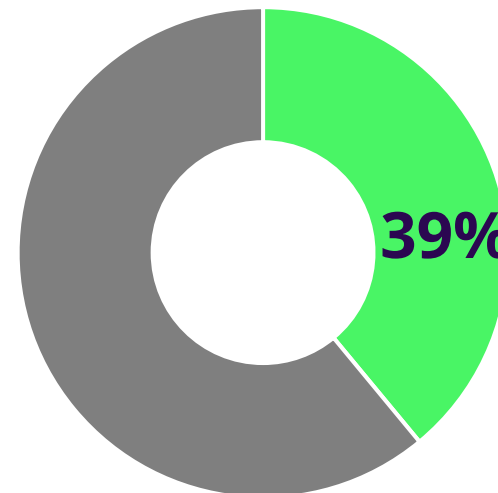
# FIGUEIRA PROJECT

New Packaging site: increased corrugated box converting capacity



Image dated September 2023

## Physical Progress



**Expected Start-up: 2Q24**

Amounts in R\$ billion

**Gross Capex**  
Budget x Expended



**1.57 billion<sup>1</sup>**

Expended until set/23

To be Expended

1 - Gross Investment in the Project, of which approximately R\$ 200 million refers to recoverable taxes

# ESG HIGHLIGHTS

## Progress in 3Q23 strengthens Klabin's leadership position in sustainability

### "Platinum" category by Ecovadis

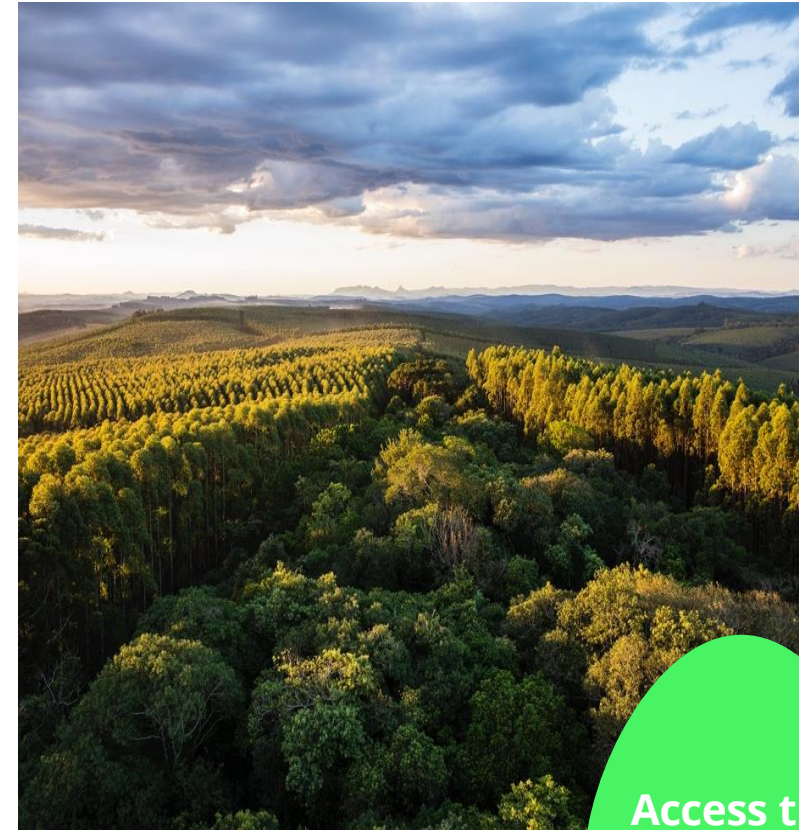
Klabin among the top 1% of suppliers with a high rating in sustainability management systems in the world

### Launch of the Climate Transition Plan<sup>1</sup>

Launch also includes Klabin's new, more ambitious greenhouse gas (GHG) reduction target, which considers Scopes 1, 2 and 3, in addition to a net-zero target

### PineFluff line approved

PineFluff line approved for use in Blue Angel products – the world's first environmental label, linked to the German Ministry of the Environment and RAL GmbH



Access the  
[ESG Panel](#)

<sup>1</sup> – To access the full Climate transition plan [click here](#)

# Klabbin

# DAY 2023

**[CLICK HERE](#)**

*And confirm your presence*

**November 30<sup>th</sup>, from 9am to 12:30pm**

***Espaço JK***

*Rua Professor Atílio Innocenti, 780  
Vila Nova Conceição, São Paulo - SP*

**The event will be broadcasted live**

**In-person places are limited**





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