



# Earnings Release **1Q24**



125  
YEARS

EFFICIENCY THAT  
TRANSFORMS.

## ADJUSTED EBITDA REACHES R\$ 1.652 BILLION IN 1Q24, AN INCREASE OF 2% COMPARED WITH 4Q23 AND A REDUCTION OF 15% COMPARED WITH 1Q23, EXCLUDING NON-RECURRING EFFECTS

### Paper

### Containerboard

Increase of 19% in sales volume of containerboard in 1Q24 compared with 1Q23 and 9% in relation to 4Q23, driven by improved market conditions.

### Total Cash Cost

**R\$ 2,984/t**

Total cash cost (excluding maintenance stoppage effects) was R\$ 2,984/t in 1Q24, a decrease of 9% in relation to 1Q23 and in line with the preceding quarter.

### Paper

### Coated Board

Increase of 15% in sales volume of coated board in 1Q24 compared with 1Q23, due to the ramp-up of PM28, and stable in relation to the preceding quarter.

### Cash Cost

### Pulp

Pulp cash cost was R\$ 1,263/t in 1Q24, 7% lower than 1Q23 and 4% less than the preceding quarter.

### Packaging

### Corrugated Boxes

Increase of 5.6% in sales volume of packaging<sup>1</sup> in 1Q24 compared with 1Q23, in line with the Brazilian corrugated box market growth.

<sup>1</sup> Volume measured in m<sup>2</sup>

### Earnings

### 5.5% dividend yield

Klabin paid out R\$ 1.3 billion in shareholder remuneration in the past twelve months, representing a dividend yield of 5.5%, in line with its Dividends and Interest on Capital Policy.

### Klabin

Market Cap

**R\$ 28.3 billion<sup>1</sup>**

<sup>1</sup>based on the price of KLBN11 on 03/28/2024

### KLBN11

Closing Price

**R\$ 25.26/unit<sup>1</sup>**

Average Daily Trading Volume 1Q24

**R\$ 86 million**

### Conference Call

**04/26/2024** (Friday)

10:00 a.m. (EST Time)

Link: [Webcast](#)

### IR Channels

<http://ri.klabin.com.br>  
[invest@klabin.com.br](mailto:invest@klabin.com.br)

**Klabin Invest:**  
[Videos and Podcasts](#)

## Financial Highlights

R\$ million	1Q24	4Q23	1Q23	Δ	Δ
				1Q24/4Q23	1Q24/1Q23
<b>Sales Volume (thousand tonnes)<sup>1</sup></b>	<b>922</b>	<b>961</b>	<b>881</b>	<b>-4%</b>	<b>5%</b>
% Domestic Market	58%	54%	57%	+ 4 p.p.	+ 1 p.p.
Pulp	362	412	373	-12%	-3%
Paper	304	297	263	2%	16%
Packaging	248	247	244	0%	1%
<b>Net Revenue<sup>2</sup></b>	<b>4,430</b>	<b>4,500</b>	<b>4,831</b>	<b>-2%</b>	<b>-8%</b>
% Domestic Market	65%	64%	62%	+ 1 p.p.	+ 3 p.p.
Pulp	1,337	1,373	1,711	-3%	-22%
Paper	1,400	1,436	1,374	-2%	2%
Packaging	1,526	1,542	1,571	-1%	-3%
<b>Adjusted EBITDA</b>	<b>1,652</b>	<b>1,683</b>	<b>1,942</b>	<b>-2%</b>	<b>-15%</b>
Adjusted EBITDA Margin	37%	37%	40%	+ 0 p.p.	- 3 p.p.
<b>Adjusted EBITDA Excl. Non-Recurring Effects<sup>3</sup></b>	<b>1,652</b>	<b>1,620</b>	<b>1,942</b>	<b>2%</b>	<b>-15%</b>
Adjusted EBITDA Margin Excl. Non-Recurring Effects <sup>3</sup>	37%	36%	40%	+ 1 p.p.	- 3 p.p.
<b>Net Income</b>	<b>460</b>	<b>370</b>	<b>1,262</b>	<b>24%</b>	<b>-64%</b>
<b>Net Debt</b>	<b>21,350</b>	<b>20,193</b>	<b>20,985</b>	<b>6%</b>	<b>2%</b>
Net Debt / EBITDA (LTM - BRL)	3.5x	3.2x	2.6x	+ 0.3x	+ 0.9x
Net Debt / EBITDA (LTM - USD)	3.5x	3.3x	2.6x	+ 0.2x	+ 0.9x
<b>CAPEX</b>	<b>1,141</b>	<b>1,011</b>	<b>1,175</b>	<b>13%</b>	<b>-3%</b>
Average BRL/USD Exchange Rate	4.95	4.96	5.20	0%	-5%
End of Period BRL/USD Exchange Rate	5.00	4.84	5.08	3%	-2%

<sup>1</sup> Excludes wood and includes by-product sales

<sup>2</sup> Includes wood and by-product sales and hedge accounting

<sup>3</sup> 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



# Quarterly Message

The first quarter of 2024 was marked by improved conditions in Klabin's main operational segments. Pulp prices continued to improve. In kraftliner, the increase in demand confirmed the recovery of this market initiated last quarter. In Brazil, sales of corrugated boxes began strongly, driven by increased consumption from the dairy and industrialized food segments.

In the pulp market, demand for short and long fiber remained robust throughout the quarter, accompanied by consecutive price increases for both fibers. Unusual drought conditions affecting ship transit through the Panama Canal, along with conflicts in the region of the Suez Canal and strikes at Finnish ports, combined with lower inventory levels, have affected the supply-demand balance across all reference markets. In this context, prices in Europe rose by an average of 23% in short fiber and 11% in long fiber compared to 4Q23, together with a stronger fiber consumption. The Chinese market recorded price increase of 6% in short fiber and reduction of 2% in long fiber when compared with the preceding quarter, both measured by the FOEX index. In the fluff segment, the market proved to be resilient, with higher sales volume compared to the same period in 2023 and prices moving upwards, maintaining an important differential compared to other fibers.

New habits on the part of the consumer since the outset of the pandemic as well as the tendency towards the consumption of sustainable packaging, in turn the result of replacing single use plastic for recyclable, biodegradable solutions derived from renewable sources, continued to be the main drivers leveraging demand for coated board. At Klabin, the high exposure to products of prime necessity, particularly food and beverages, contributed to the greater stability of results in this market.

The coated board segment continued to show its resilience, recording a sales volume 15% higher than 1Q23, supported by the continued ramp-up of PM28 and increased exports. Brazilian Tree Industry (IBÁ) data for the domestic market, excluding LPB volume, indicates January-February 2024

year-on-year sales declining by 7% in contrast to Klabin's sales volume in Brazil which rose 6% in the quarter.

As for the containerboard market, the signs of an incipient recovery in the final quarter of last year, were confirmed in this first quarter. With demand strengthening across various markets, containerboard sales at Klabin posted a 19% increase in 1Q24 compared with 1Q23 and 9% in relation to 4Q23.

Preliminary data published by Empapel for the packaging market shows shipped volume of corrugated boxes in 1Q24, measured in m<sup>2</sup>, were 5.7% greater year-on-year while Klabin reported growth of 5.6%, equivalent to 387 thousand m<sup>2</sup> in the quarter and in line with the Brazilian domestic market. This improvement was largely driven by the increased demand for packaging from the industrial foods and dairy segments. In the same period, shipped volume in tons reported by Empapel recorded a growth of 5.5%, while at Klabin the increase was 4.8%, totaling 215 thousand tons. The difference in variation between m<sup>2</sup> and tons demonstrates the success of the Eukaliner® product with its lower grammage in relation to traditional packaging.

Still in the packaging segment, demand for cement in Brazil which impacts the Company's sales of industrial bags, registered a retraction of 3.5% when compared with 1Q23 according to the National Cement Industry Union (SNIC). Sales volume of industrial bags in 1Q24 was 16% down when compared with the same period in 2023, explained by lower demand for bagged cement and a carryover of part of the volume due to logistics problems at the container terminals in the ports of Paraná and Santa Catarina.

Total net revenue at Klabin was R\$ 4.430 billion in 1Q24, an 8% reduction year-on-year, mainly due to lower pulp and kraftliner prices and the devaluation of the US\$ in relation to the Brazilian Real, but partially offset by the increase in sales volume.

Continuing the performance begun in 2023, total cash cost per ton recorded a reduction of 9% in 1Q24 in relation to the same period in 2023, largely a reflection of the decrease in selling expenses and in variable costs, as well as the greater dilution of fixed costs due to higher sales volume.

Adjusted EBITDA amounted to R\$ 1.652 billion in the period, 15% less than 1Q23, and 2% higher than 4Q23, excluding non-recurring effects, reflected in an EBITDA margin of 37%, and in line with the fourth quarter in 2023. Set against this scenario, the Company ended the quarter with leverage measured by the ratio of net debt to Adjusted EBITDA in US\$, of 3.5x and within the parameters established in the Company's Dividends and Interest on Capital Policy.

In April, Klabin completed 125 years of a centennial trajectory guided by responsible action and has built supported by thousands of employees. Through an integrated, diversified and flexible business model and also a world reference in sustainability, Klabin will continue to make history based on efficiency, solidity, and future vision.

# Operating and Economic-Financial Performance

## Pulp and Paper Production

Volume (k tons)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Pulp</b>	<b>382</b>	<b>405</b>	<b>408</b>	<b>-6%</b>	<b>-6%</b>
Short Fiber	267	282	292	-5%	-8%
Long Fiber/Fluff	114	123	116	-7%	-2%
<b>Paper</b>	<b>672</b>	<b>632</b>	<b>554</b>	<b>6%</b>	<b>21%</b>
Coated Boards	231	225	184	3%	26%
PM28	46	37	-	26%	n/a
Containerboard <sup>1</sup>	441	407	370	8%	19%
Kraftliner	236	218	215	8%	9%
PM27	104	102	94	2%	11%
PM28	46	49	-	-6%	n/a
Recycled	55	38	61	45%	-9%
<b>Total Production Volume</b>	<b>1,054</b>	<b>1,037</b>	<b>962</b>	<b>2%</b>	<b>10%</b>

<sup>1</sup> Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

**Total production volume** was 1.054 million tons in 1Q24, a 10% increase in relation to the same quarter in 2023.

Pulp production volume in 1Q24 totaled 382 thousand tons, a year-on-year reduction of 6%, due to a non-recurring maintenance stoppage of the production line.

Coated board output in the quarter was 231 thousand tons, 26% greater than 1Q23 and boosted by the ramp-up of PM28 which, in the period, produced 92 thousand tons, split equally between coated board and kraftliner.

Containerboard production volume in 1Q24 was 441 thousand tons, 19% greater than 1Q23, reflecting the ramp-up both of PM27 and PM28 and the resumption of output from PM1, which manufactures kraftliner due to the improvement in market conditions. In addition, Klabin continues its market-related tactical stoppages of machines producing recycled paper – Paulínia (PM29), Franco da Rocha (PM30) and Goiana (PM17).

## Maintenance Stoppages

In accordance with the scheduled program, in the first quarter 2024, there was a maintenance stoppage at the Otacílio Costa unit, completed as planned. The shutdown was for 11 days with maintenance costs totaling R\$ 23 million. Activities have already been resumed and the plant is operating normally.

In 2024, there are to be stoppages at the Ortigueira and Monte Alegre units in Paraná, and the Correia Pinto units in Santa Catarina as shown in the following schedule.

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

<sup>1</sup>Pulp and Paper

**Legend:**

**Executed**

**To be Executed**

## Sales Volume

Volume (k tons)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Pulp</b>	<b>362</b>	<b>412</b>	<b>373</b>	<b>-12%</b>	<b>-3%</b>
Short Fiber	252	298	271	-15%	-7%
Long Fiber/Fluff	110	114	102	-4%	7%
<b>Paper</b>	<b>306</b>	<b>297</b>	<b>263</b>	<b>3%</b>	<b>16%</b>
Coated Boards	198	198	172	0%	15%
Containerboard <sup>1</sup>	108	99	91	9%	19%
<b>Packaging</b>	<b>248</b>	<b>247</b>	<b>244</b>	<b>0%</b>	<b>1%</b>
Corrugated Boxes	215	215	205	0%	5%
Industrial Bags	33	32	39	2%	-16%
<b>Other</b>	<b>6</b>	<b>5</b>	<b>1</b>	<b>22%</b>	<b>n/a</b>
<b>Total Sales Volume (ex-wood)<sup>2</sup></b>	<b>922</b>	<b>961</b>	<b>881</b>	<b>-4%</b>	<b>5%</b>

<sup>1</sup> Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and Other containerboard grades

<sup>2</sup> Includes by-product sales

Total pulp sales volume was 362 thousand tons in the first quarter of 2024, 3% less than 1Q23 due to lower production volume and the carryover effect on part of the sales volume due to operational challenges and congestion at Paranaguá port (Paraná).

Sales volume of coated board was 198 thousand tons in 1Q24, a 15% increase from 1Q23, supported by the ongoing ramp-up of PM28 and an increase in exports during the period, accessing new markets.

Containerboard sales volume at Klabin in 1Q24 was 108 thousand tons, a 19% increase relative to 1Q23, leveraged by increasing demand in various markets generating 31% higher exports.

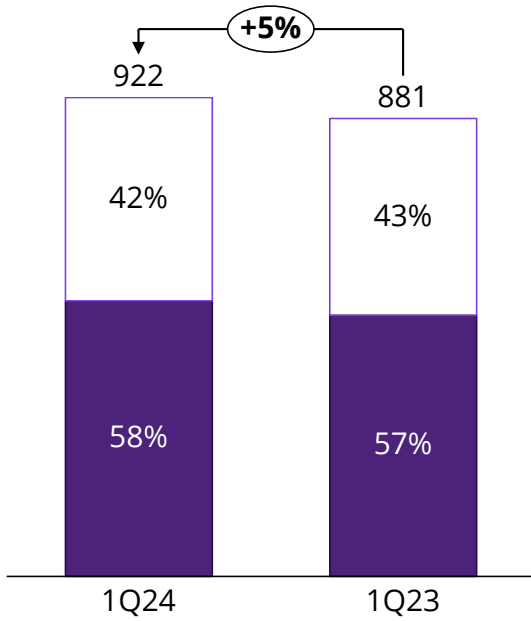
Sales volume of paper ended the quarter recording levels slightly below production volume due to the effects of a sales carryover, in turn, a reflection of logistics problems which affected container operations in the ports of Paraná and Santa Catarina.

In the packaging paper segment, sales volume of corrugated boxes in 1Q24, as measured in m<sup>2</sup>, posted an increase of 5.6% compared to 1Q23, in line with the Brazilian market performance. In terms of tonnage, Empapel data shows a growth in shipped volumes of 5.5%, while at Klabin the increase was 4.8% on the same comparative basis and totaling 215 thousand tons. This increase was largely driven by growth in demand for packaging from the industrialized food and dairy segments.

Industrial bag sales volume in 1Q24 registered a 16% decrease compared with the same period in the previous year, due to carryover of part of the volume from the exports due to logistical problems mentioned above and greater sales of 25 kilograms bags on the foreign market, which in tons represents a smaller volume.

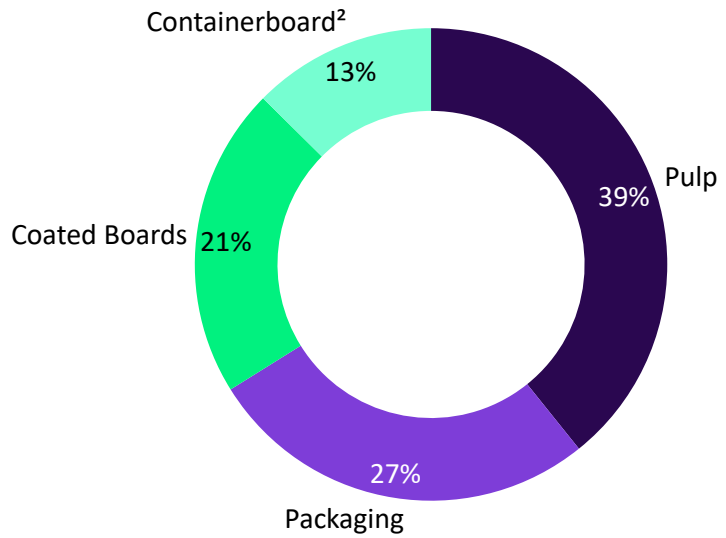


**Sales Volume<sup>1</sup>**  
(excluding wood – k tons)



■ Domestic Market □ Foreign Market

**Sales Volume by Product<sup>1</sup>**  
1Q24



<sup>1</sup>Excludes Wood

<sup>2</sup>Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

**Foreign Exchange**

R\$ / US\$	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Average Rate	4.95	4.96	5.20	0%	-5%
End of Period	5.00	4.84	5.08	3%	-2%

Source: Brazilian Central Bank

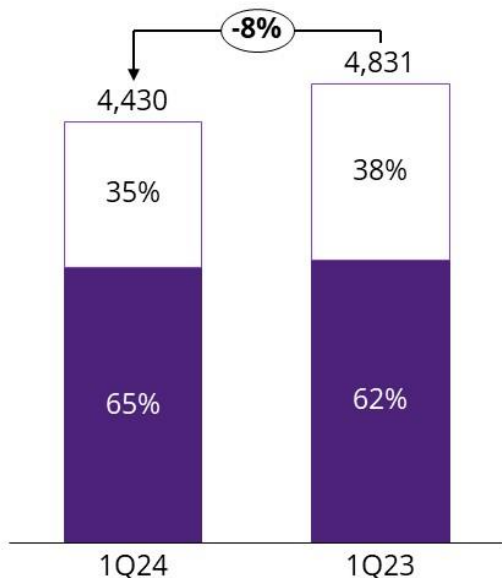
## Net Revenue

Net Revenue (R\$ million)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Wood</b>	<b>82</b>	<b>46</b>	<b>43</b>	<b>81%</b>	<b>90%</b>
<b>Pulp</b>	<b>1,337</b>	<b>1,373</b>	<b>1,711</b>	<b>-3%</b>	<b>-22%</b>
Short Fiber	822	862	1,098	-5%	-25%
Long Fiber/Fluff	515	511	613	1%	-16%
<b>Paper</b>	<b>1,411</b>	<b>1,436</b>	<b>1,374</b>	<b>-2%</b>	<b>3%</b>
Coated Boards	1,062	1,099	965	-3%	10%
Containerboard <sup>1</sup>	349	337	409	4%	-15%
<b>Packaging</b>	<b>1,526</b>	<b>1,542</b>	<b>1,571</b>	<b>-1%</b>	<b>-3%</b>
Corrugated Boxes	1,235	1,254	1,217	-1%	1%
Industrial Bags	291	288	353	1%	-18%
<b>Other<sup>2</sup></b>	<b>74</b>	<b>103</b>	<b>132</b>	<b>-29%</b>	<b>-44%</b>
<b>Total Net Revenue</b>	<b>4,430</b>	<b>4,500</b>	<b>4,831</b>	<b>-2%</b>	<b>-8%</b>

<sup>1</sup> Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other

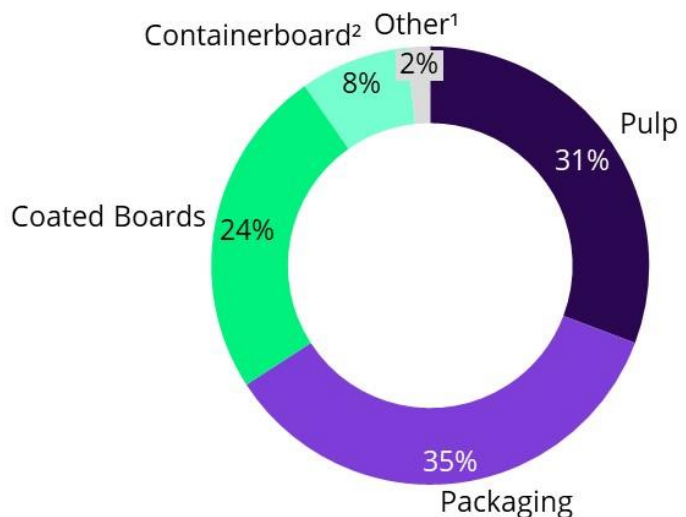
<sup>2</sup> Includes by-product sales and hedge accounting

**Net Revenue**  
(R\$ million)



■ Domestic Market □ Foreign Market

**Net Revenue by Product<sup>1</sup>**  
1Q24



<sup>1</sup>Excludes Wood

<sup>2</sup>Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and other containerboard grades

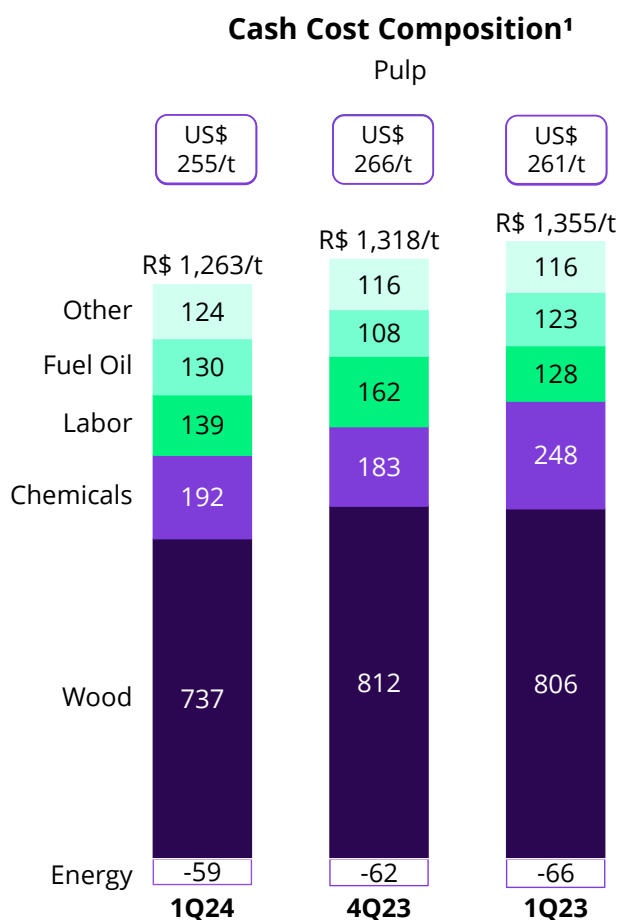
Klabin's total **Net Revenue** amounted to R\$ 4.4 billion in 1Q24, a year-on-year reduction of 8% and largely a reflection of weaker pulp and kraftliner prices as well as the appreciation of the Real against the US\$, in the period, offset to a degree by the increase in total volume sold.

## Operational Costs and Expenses

### Pulp Cash Cost

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

Pulp production **cash cost** was R\$ 1,263 per ton in 1Q24, a 7% decline in relation to 1Q23. During the period, there was a decrease in the cost of fibers resulting from a reduction in the use of third-party wood. Additionally, the cost of chemicals also decreased due to lower consumption and due to the plants for the gasification of biomass, for production of sulfuric acid and the removal of potassium sulfate as well as lower prices, more particularly in the case of caustic soda. These reductions more than offset the higher cost of fuel, contracted services, and lower dilution of fixed costs due to operational interventions at the Ortigueira plant with a resulting reduction in production volume.



## Total Cash Cost

Costs and Expenses (R\$ million)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Cost of Goods Sold (COGS)<sup>1</sup></b>	<b>(2,138)</b>	<b>(2,229)</b>	<b>(2,148)</b>	<b>-4%</b>	<b>0%</b>
Variable Costs	(1,349)	(1,303)	(1,375)	4%	-2%
Labor and Third Parties/Services	(639)	(706)	(596)	-10%	7%
Other <sup>2</sup>	(150)	(219)	(178)	-32%	-16%
COGS/t <sup>3</sup>	(2,295)	(2,322)	(2,437)	-1%	-6%
<b>Sales Expenses</b>	<b>(343)</b>	<b>(384)</b>	<b>(443)</b>	<b>-11%</b>	<b>-22%</b>
<b>General and Administrative Expenses</b>	<b>(256)</b>	<b>(266)</b>	<b>(246)</b>	<b>-4%</b>	<b>4%</b>
<b>Other Net Expenses<sup>4</sup></b>	<b>(35)</b>	<b>(1)</b>	<b>(48)</b>	<b>n/a</b>	<b>-27%</b>
<b>Total Cash Cost</b>	<b>(2,773)</b>	<b>(2,880)</b>	<b>(2,885)</b>	<b>-4%</b>	<b>-4%</b>
<b>Cash Cost/t (excluding MS effects)<sup>3/4</sup></b>	<b>(2,984)</b>	<b>(3,000)</b>	<b>(3,273)</b>	<b>-1%</b>	<b>-9%</b>

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

<sup>2</sup> Heading under which Maintenance Shutdown Cost is classified

<sup>3</sup> Excludes maintenance cost of Maintenance Shutdown

<sup>4</sup> 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

**Cost of goods sold (COGS)** was R\$ 2.138 billion in 1Q24, in line with 1Q23. Conversely, COGS/t, was 6% lower when compared to 1Q23, amounting to R\$ 2,295/t in 1Q24, substantially due to the greater dilution of costs with the increase in total sales volume. During the period under review, there was a reduction in the consumption of chemicals proportioned by the plants for the gasification of biomass, sulfuric acid production and removal of potassium sulfate and by optimization of processes as well as lower prices, principally in the case of caustic soda. In addition, there was a reduction in the cost of fibers due to a decrease in the purchase of wood and paper from third parties. These effects were partially compensated by higher outlays with services and fuels in the light of operational interventions at the Ortigueira unit and already mentioned above.

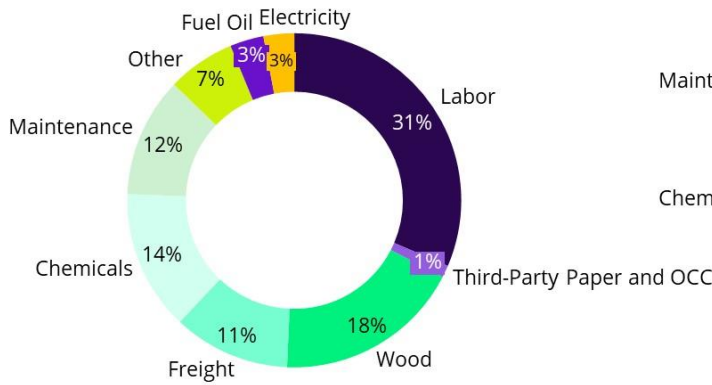
**Selling expenses** amounted to R\$ 343 million in 1Q24, equivalent to 7.7% of net revenue, a decrease from the 9.2% recorded in the same quarter of 2023. The reduction reflects lower logistics costs due to the renewal of maritime freight contracts by containers with more favorable conditions from April 2023 as well as the reduction in port and warehousing charges, more than compensating for higher fuel prices.

**General and administrative expenses** were R\$ 256 million in 1Q24, an increase of 4% when compared to the same period of the last year and in line with inflation for the period.

**Total cash cost per ton**, excluding the maintenance stoppage effect, was R\$ 2,984/t in 1Q24, 9% lower than 1Q23, mainly explained by the drop in sales expenses and variable costs, as detailed above, in addition to the greater dilution of fixed costs, due to the higher sales volume.

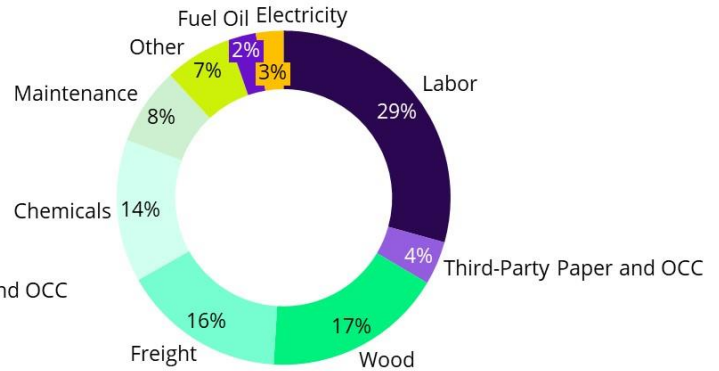
## Cash Cost Composition 1Q24

1Q24



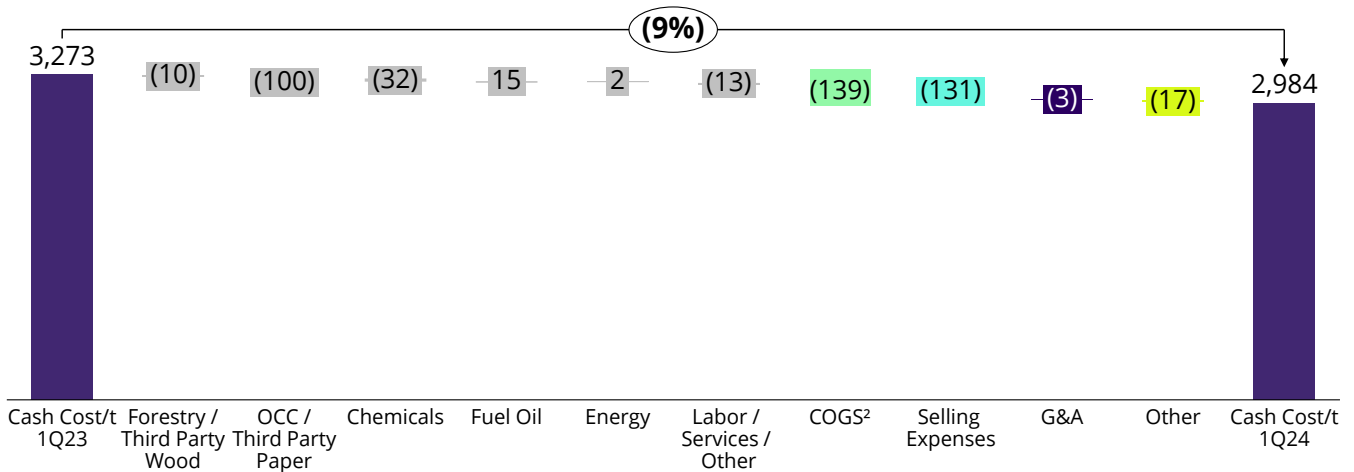
## Cash Cost Composition 1Q23

1Q23



## Total Cash Cost Evolution 1Q23 vs. 1Q24<sup>1</sup>

R\$/ton

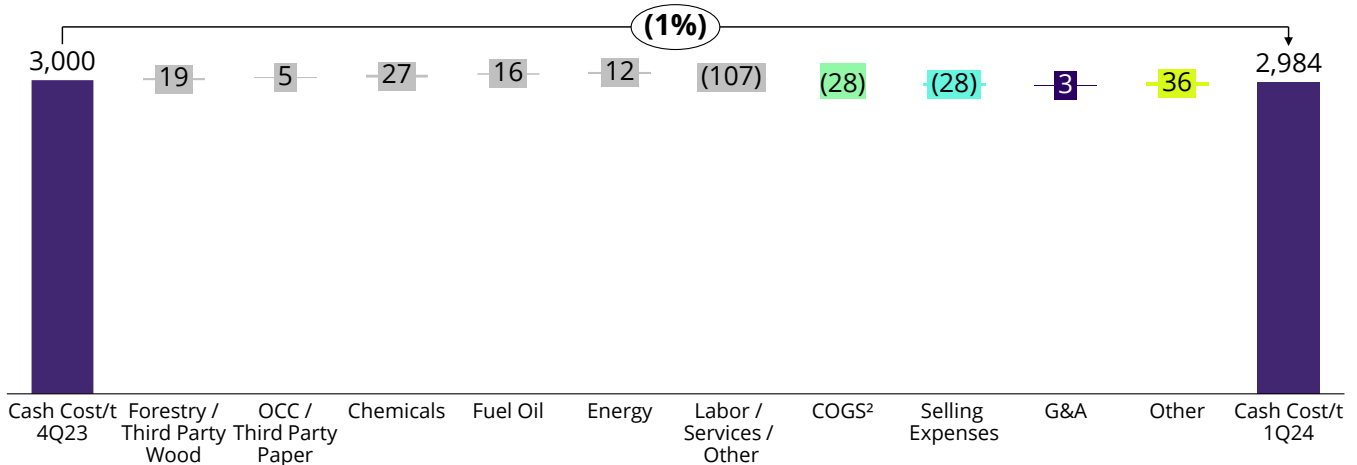


<sup>1</sup> Cost of goods sold and operating expenses, excluding depreciation, amortization and exhaustion, as well as the maintenance stoppage cost.

<sup>2</sup> 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 4Q23 vs. 1Q24<sup>1</sup>

R\$/ton



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

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

## Effect of variation of fair value of biological assets

Biological Assets (R\$ million)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Beginning Balance</b>	<b>9,178</b>	<b>9,244</b>	<b>8,109</b>	<b>-1%</b>	<b>13%</b>
Planting and Purchase of Standing Forest	494	536	673	-8%	-27%
<b>Exhaustion</b>	<b>(633)</b>	<b>(732)</b>	<b>(416)</b>	<b>14%</b>	<b>-52%</b>
Historical Cost	(400)	(388)	(239)	-3%	-67%
Fair Value Adjustment	(233)	(344)	(177)	32%	-32%
<b>Fair Value Variation</b>	<b>200</b>	<b>130</b>	<b>383</b>	<b>53%</b>	<b>-48%</b>
Price	(116)	31	862	n/a	n/a
Growth	316	99	(479)	n/a	n/a
<b>Ending Balance</b>	<b>9,239</b>	<b>9,178</b>	<b>8,750</b>	<b>1%</b>	<b>6%</b>

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 1Q24 was R\$ 9.2 billion, R\$ 0.5 billion higher of final balance of the same period of the previous year.

The variation in the fair value of the biological assets was positive at R\$ 200 million in 1Q24, largely a reflection of the positive result of R\$ 316 million in the 'growth' line, due to better productivity and an increase of the forestry area evaluated at fair value. On the other hand, price reported a negative variation of R\$ 116 million with respect to the reduction in the value of the biological assets (standing forest), measured on the basis of surveys conducted by specialized companies.

The exhaustion of the historical cost was R\$ 400 million in the period, an increase of 67% versus 1Q23 and a reflection of the increase in production volume and greater participation of third-party wood. The effect of exhaustion of the fair value of the biological assets on the cost of goods sold was negative at R\$ 233 million in the period. Thus, the non-cash effect of the fair value of the biological assets on operating results (EBIT) for 1Q24 was negative at R\$ 33 million.

## EBITDA and Operating Cash Generation

R\$ million	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Net Income (loss)</b>	<b>460</b>	<b>370</b>	<b>1,262</b>	<b>24%</b>	<b>-64%</b>
(+) Income Taxes and Social Contribution	164	171	418	-4%	-61%
(+) Net Financial Revenues	378	325	(58)	17%	n/a
(+) Depreciation, Amortization, Depletion	857	953	711	-10%	21%
<b>Adjustments According to CVM Resolution 156/22 art. 4º</b>					
(+) Variation of Fair Value of Biological Assets	(200)	(130)	(383)	-53%	48%
(+) Cash Flow Hedge Accounting Effect	(5)	(0)	(3)	n/a	-46%
(+) Share of profit of subsidiaries and joint ventures	(2)	(5)	(3)	47%	29%
<b>Adjusted EBITDA</b>	<b>1,652</b>	<b>1,683</b>	<b>1,942</b>	<b>-2%</b>	<b>-15%</b>
Adjusted EBITDA Margin	37%	37%	40%	+ 0 p.p.	- 3 p.p.
(+) Non-Recurring Effects <sup>1</sup>	-	(63)	-	n/a	n/a
<b>Adjusted EBITDA Excluding Non-Recurring Effects<sup>1</sup></b>	<b>1,652</b>	<b>1,620</b>	<b>1,942</b>	<b>2%</b>	<b>-15%</b>
Adjusted EBITDA Margin Excluding Non-Recurring Effects <sup>1</sup>	37%	36%	40%	+ 1 p.p.	- 3 p.p.
<b>Cash Generation (Adjusted EBITDA - Maintenance Capex)</b>	<b>884</b>	<b>1,068</b>	<b>1,461</b>	<b>-17%</b>	<b>-39%</b>
<b>Cash Generation/t<sup>2</sup> (R\$/t)</b>	<b>960</b>	<b>1,111</b>	<b>1,657</b>	<b>-14%</b>	<b>-42%</b>

<sup>1</sup> 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

<sup>2</sup> Sales volume excludes wood

**Adjusted EBITDA** amounted to R\$ 1.652 billion in the first quarter of 2024, 15% lower when compared to the same period in 2023. The variation is due to the reduction in net income, which was partially compensated by the lower cash cost in the period as shown in greater detail above in the respective sections.

Cash generation per ton, measured by the Adjusted EBITDA, less maintenance capex, in relation to sales volume was R\$ 960/t in 1Q24, 42% less than 1Q23, reflection of lower EBITDA and higher maintenance capex, result of greater expenditure on silviculture, due to the increased planted area, and the operational continuity of the units.

EBITDA by Segment	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Adjusted EBITDA Excluding Non-Recurring Effects<sup>1</sup></b>	<b>1,652</b>	<b>1,620</b>	<b>1,942</b>	<b>2%</b>	<b>-15%</b>
Pulp	662	495	945	34%	-30%
EBITDA Margin <sup>2</sup>	50%	36%	55%	+ 14 p.p.	- 5 p.p.
% EBITDA Participation	40%	31%	49%	+ 9 p.p.	- 9 p.p.
Paper and Packaging	990	1,124	998	-12%	-1%
EBITDA Margin <sup>2</sup>	34%	38%	34%	- 4 p.p.	+ 0 p.p.
% EBITDA Participation	60%	69%	51%	- 9 p.p.	+ 9 p.p.
<b>Adjusted EBITDA/t<sup>2</sup> (R\$/t)</b>	<b>1,793</b>	<b>1,684</b>	<b>2,203</b>	<b>6%</b>	<b>-19%</b>
Pulp	1,831	1,202	2,532	52%	-28%
Paper and Packaging	1,768	2,047	1,962	-14%	-10%

<sup>1</sup> 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

<sup>2</sup> For purposes of this EBITDA by segment calculation, the 'Others' results were allocated in the respective businesses and the result of "Forestry" in

<sup>3</sup> Sales volume excludes wood sales to third parties

Adjusted EBITDA/t from the Pulp Business was R\$ 1,831/t in 1Q24, a year-on-year reduction of 28%. This decline is a reflection of lower prices and sales volume as well as the appreciation of the Brazilian Real against the US\$. These impacts were partially offset by the reduction in cash cost in the period.

Adjusted EBITDA for the Paper and Packaging segment was R\$ 1,768/t in 1Q24, 10% lower than 1Q23, a result of the reduction in prices, more particularly kraftliner, the negative effect of the appreciation of the Brazilian Real against the US\$ as well as the general maintenance stoppage at the Otacílio Costa unit and not occurring in the same period during 2023.



## Debt and Financial Investments

Debt (R\$ million)	Mar-24	Prop. %	Dec-23	Prop. %
<b>Short Term</b>				
Local Currency	868	3%	496	2%
Foreign Currency <sup>1</sup>	1,755	5%	1,065	3%
<b>Total Short Term</b>	<b>2,623</b>	<b>8%</b>	<b>1,561</b>	<b>5%</b>
<b>Long Term</b>				
Local Currency	3,274	10%	4,043	13%
Foreign Currency <sup>1</sup>	27,253	82%	25,304	82%
<b>Total Long Term</b>	<b>30,527</b>	<b>92%</b>	<b>29,347</b>	<b>95%</b>
Total Local Currency	4,142	12%	4,524	15%
Total Foreign Currency <sup>1</sup>	29,008	88%	26,383	85%
<b>Gross Debt</b>	<b>33,150</b>		<b>30,908</b>	
(-) Cash	11,800		10,715	
<b>Net Debt</b>	<b>21,350</b>		<b>20,193</b>	
<b>Net Debt / EBITDA (LTM) - US\$</b>	<b>3.5 x</b>		<b>3.3 x</b>	
<b>Net Debt / EBITDA (LTM) - R\$</b>	<b>3.5 x</b>		<b>3.2 x</b>	

<sup>1</sup>Includes swaps and the market fair value of these instruments

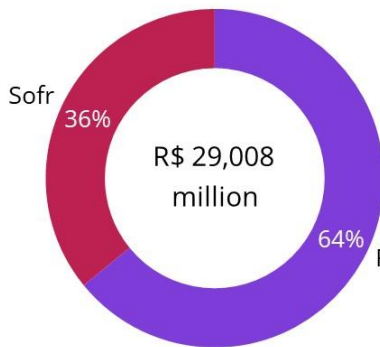
**Gross debt** as of March 31, 2024, was R\$ 33.150 billion, an increase of R\$ 2.242 billion in relation to the end of 4Q23. This increase is largely explained by the net fund raising in the quarter worth R\$ 1.321 billion and by the effect of the appreciation of the US\$ on foreign currency denominated debt.

Average Maturity / Cost of Debt <sup>1</sup>	1Q24	4Q23	1Q23
Local Currency Cost	8.8% p.y.	9.2% p.y.	10.5% p.y.
Foreign Currency Cost	5.7% p.y.	5.7% p.y.	5.3% p.y.
<b>Average maturity</b>	<b>90 months</b>	<b>94 months</b>	<b>105 months</b>

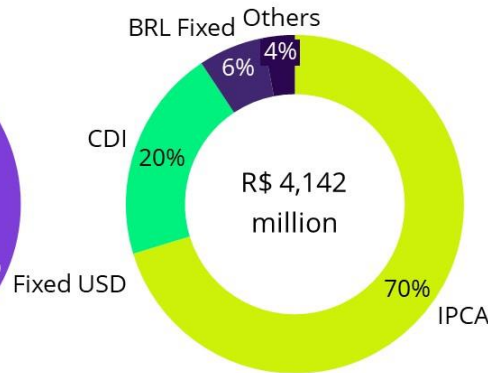
<sup>1</sup> Accounting cost

**The average debt maturity** ended the first quarter 2024 at 90 months, 72 months for local currency debt and 93 months for foreign currency-denominated debt. The average cost of Klabin's debt in foreign currency, the Company's main source of credit, remains stable in relation to the previous quarter, ending 1Q24 at 5.7% per year.

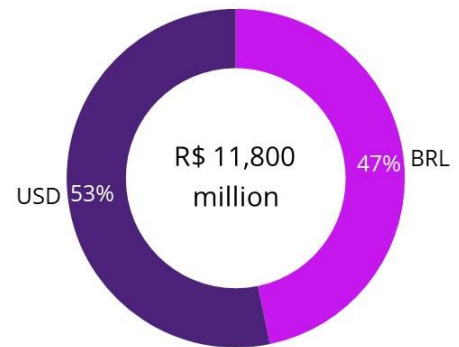
### Debt in Foreign Currency<sup>1</sup>



### Debt in Local Currency



### Total Cash



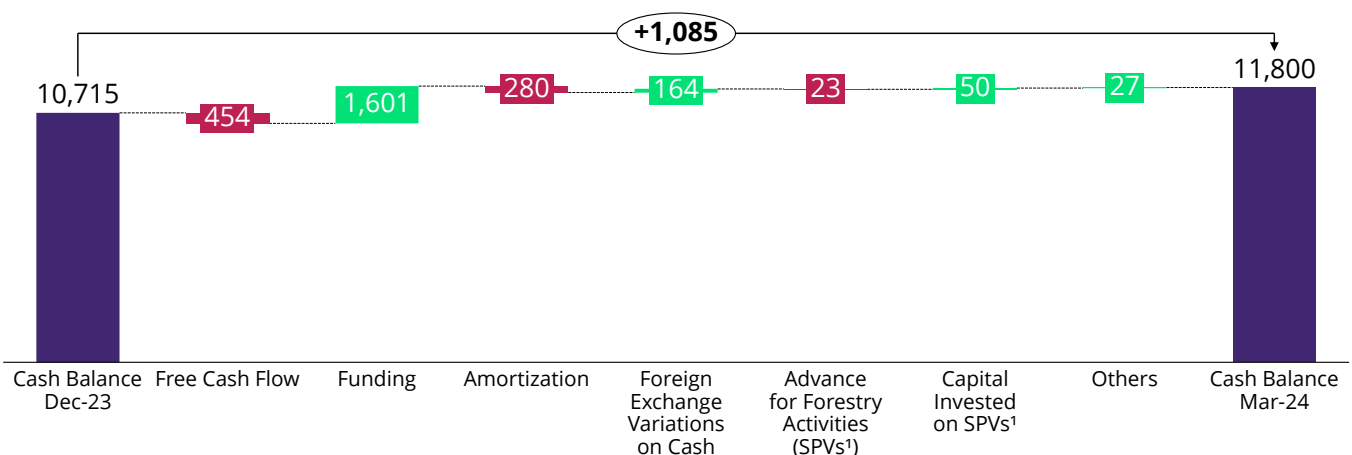
<sup>1</sup>Includes swaps and the market fair value of these instruments

**Cash and financial investments** at the end of the first quarter 2024 stood at R\$ 11.800 billion, an increase of R\$ 1.085 billion compared with the preceding quarter. This was mainly the result of the net fund raising (R\$ 1.321 billion) during the quarter and the positive effect of the US\$ in relation to the Brazilian Real on cash held in foreign currency, which more than compensated for the negative free cash flow of R\$ 454 million in the period. In addition, the Company has a Revolving Credit Facility characterized as Sustainability-Linked for US\$ 500 million (equivalent to R\$ 2.498 billion) and maturing October 2026.

To support the settlement of the Caetê Project of U\$ 1.160 billion and 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 March 2024 with US\$ 1.239 billion in US\$, maintaining these resources in cash in US\$ in order to avoid exchange rate fluctuations.

### Cash Balance Evolution 1Q24

R\$ million



<sup>1</sup> Special Purpose Vehicles

**Net debt**, consolidated as of March 31, 2024, amounted to R\$ 21.350 billion, an increase of R\$ 1.157 billion in relation to the end of 4Q23, largely reflecting the effect of the appreciation in the US\$ on foreign currency denominated debt and the negative free cash flow in the period, partially offset by the positive impact of the foreign exchange variation on the cash held in US\$.

The Net Debt/Adjusted EBITDA ratio in US\$, which best reflects the profile of Klabin's financial leverage, ended 1Q24 at 3.5 times, within the parameters established in the Company's **Financial Indebtedness Policy** ([click here](#) to access).

## Hedge Accounting

Klabin uses 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\$ and 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.

Loans and financing designated as hedge instruments incurred a negative foreign exchange variation (fair value variation) of R\$ 656 million, booked to net equity under the "Equity Valuation Adjustments" line.

In the same financial year, the Company realized export revenue of US\$ 26 million, the hedge object, and whose loans and financing designated as hedge instruments, were jointly settled, incurring the realization of revenue of R\$ 4.6 million in accumulated foreign exchange variation, registered in the result under 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 exclusively for protection purposes (hedge). On March 31, 2024, the Company had an outstanding amount (notional value) of US\$ 2,261 million in derivative contracts, as shown in the table below. The mark-to-market (fair value) of these operations is positive at R\$ 287 million. The table reflects the position of the derivative instruments:

Debt Hedging	Notional Value (US\$ millions)		Fair Value (R\$ millions)	
	Mar/24	Dec/23	Mar/24	Dec/23
Debt (Interest SWAPs)	619	638	55	75
Debt (Foreign Exchange SWAPs)	1,435	1,435	234	358
Cash flow (ZCC)	208	-	(1)	-
<b>Total</b>	<b>2,261</b>	<b>2,073</b>	<b>287</b>	<b>433</b>

### Debt swaps (Interest and Exchange Rate)

Klabin derivative financial instruments (swaps) linked to its loans and financing with the intention of adjusting the foreign currency or interest rate indexers to the Company's cash generation indexers, thus mitigating the impacts generated by fluctuations in foreign exchange and interest rates. As of March 31, 2024, the Company had an outstanding amount (notional value) of US\$ 2,054 million in swap contracts as shown in the table below. The mark-to-market (fair value) of these operations was positive at R\$ 288 million at the end of 1Q24.

Debt Hedging	Instrument	Original Interest	Swap Interest	Closing	Maturity	Currency	Notional Value (US\$ millions)		Fair Value (R\$ millions)	
							Mar/24	Dec/23	Mar/24	Dec/23
Debenture	Foreign exchange hedging	114.65% CDI	USD + 5.40%	03/20/2019	03/19/2029	USD	266	266	(292)	(258)
Export Credit Notes	Foreign exchange hedging	114% CDI	USD + 4.70%	05/13/2019	05/13/2026	USD	283	283	(209)	(195)
CRA IV	Foreign exchange hedging	IPCA + 4.51%	USD + 3.82%	12/08/2022	03/15/2029	USD	189	189	115	135
CRA V	Foreign exchange hedging	IPCA + 3.50%	USD + 2.45%	09/01/2022	06/15/2029	USD	230	230	147	159
CRA VI	Foreign exchange hedging	IPCA + 6.77%	USD + 5.20%	07/15/2022	04/15/2034	USD	467	467	473	517
BNDES <sup>1</sup>	Interest Rate hedging	IPCA + 3.58%	74.91% CDI	10/26/2023	11/16/2039	BRL	619	638	55	75
<b>Total</b>							<b>2,054</b>	<b>2,073</b>	<b>288</b>	<b>433</b>

<sup>1</sup> Converted at the month's closing rate (R\$ 4.9962/US\$)

### Cash Flow and Exchange Rate Hedge

In accordance with the [Notice to the Market](#) of December 5, 2023, the Company approved the Cash Flow of 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. The policy stipulates that the Company's net foreign exchange exposure should be partially protected (at least 25% and up to 50% of the foreign exchange rate exposure for the next 24 months) through standard hedging instruments such as Zero Cost Collar (ZCC) and Non-Deliverable Forward (NDF).

As of March 31, 2024, the outstanding value (notional value) of the Zero Cost Collar (ZCC) operations related to Cash Flow was US\$ 208 million, with maturities distributed between May 2024 and March 2026. The mark-to-market (fair value) of these operations totaled a negative R\$ 1 million, which is included in the designation of the foreign currency hedge in the hedge accounting program, as detailed in the table.

Term	Put	Call	Notional Value (US\$ millions)	Cash Adjustment (R\$ million)		
				Accomplished	Exchange Closing 1Q24 <sup>1</sup>	Sensitivity to R\$0.10/US\$ variation
2T24	4.84	5.29	35	-	-	3.5
3T24	4.88	5.32	38	-	-	3.8
4T24	4.95	5.37	55	-	-	5.5
1T25	4.99	5.43	23	-	-	2.3
2T25	5.03	5.44	13	-	0.5	1.3
3T25	5.05	5.51	15	-	0.8	1.5
4T25	5.09	5.69	13	-	1.1	1.3
1T26	5.06	5.88	18	-	1.1	1.8
<b>Total</b>	<b>4.95</b>	<b>5.43</b>	<b>208</b>		<b>3.5</b>	<b>20.8</b>

<sup>1</sup> Exchange Rate Closing 1Q24: 5.00 R\$/US\$ (Source Brazilian Central Bank)

## Financial Result

R\$ million	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Financial Revenues	209	288	242	-27%	-14%
Financial Expenses	(550)	(554)	(224)	-1%	n/a
Foreign Exchange Variation	(37)	(58)	40	-36%	n/a
<b>Financial Result</b>	<b>(378)</b>	<b>(325)</b>	<b>58</b>	<b>-17%</b>	<b>n/a</b>

**Financial revenues** totaled R\$ 209 million in the first quarter 2024, less than the R\$ 288 million in 4Q23, largely reflecting the negative result in the variation of the mark-to-market of the Company's government securities (NTN-B). **Financial expenses** totaled R\$ 550 million in 1Q24, in line with the preceding quarter.

**Foreign exchange variation** totaled a negative R\$ 37 million in 1Q24.

For further details, please see the financial statements for the year.

## Investments

R\$ million	1Q24	4Q23	1Q23	Δ		Guidance 2024
				1Q24/4Q23	1Q24/1Q23	
Silviculture	206	248	182	-17%	13%	628
Operational Continuity	269	252	221	6%	22%	1,256
Purchase of Standing Wood / Forest Expansion	281	44	116	n/a	n/a	121
Special Projects and Growth	260	273	135	-5%	93%	699
New Monte Alegre Boiler	14	7	-	n/a	n/a	306
Puma II Project	111	186	521	-40%	-79%	313
<b>Total</b>	<b>1,141</b>	<b>1,011</b>	<b>1,175</b>	<b>13%</b>	<b>-3%</b>	<b>3,322</b>

In 1Q24, Klabin invested R\$ 1,141 million in its operations and growth projects, a decrease of 3% year-on-year.

Of the total investments, R\$ 206 million were allocated to silviculture, 13% more than the same period in 2023, due to the more extensive planted area, especially in Paraná. In addition, R\$ 269 million were allocated to the operational continuity of the plants, 22% more than 1Q23, and in line with the Company's plan for the quarter.

In the light of their cash nature, the amounts invested do not consider investments related to the activities for expanding the forestry base of the subsidiaries through the medium of the Special Purpose Vehicles (SPV's), executed 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 activities and the cash injection on the part of the SPV investors.

Investments in the purchase of standing wood and forestry expansion amounted to R\$ 281 million, reflected in the disbursement for payment of standing wood acquired by the Company in the past three years in forestry forfeiting operations.

In the first quarter 2024, R\$ 260 million were allocated to special projects, an increase of 93% in relation to 1Q23, in the form of disbursements to the Figueira Project (announcement of the operations start through a [Material Fact](#) dated April 22, 2024). The project for replacing the boiler at the Monte Alegre unit received a disbursement of R\$ 14 million for preparatory work. Investments in the Puma II Project totaled R\$ 111 million in 1Q24.

## Free Cash Flow

R\$ million	1Q24	4Q23	1Q23	LTM 1Q24	LTM 1Q23
<b>Adjusted EBITDA<sup>1</sup></b>	<b>1,652</b>	<b>1,683</b>	<b>1,942</b>	<b>6,032</b>	<b>8,148</b>
(-) Capex <sup>2</sup>	(1,141)	(1,011)	(1,175)	(4,274)	(5,992)
(-) Lease contracts - IFRS 16	(87)	(85)	(64)	(311)	(247)
(-) Interest Paid/Received	(328)	(423)	(432)	(1,070)	(1,180)
(-) Income Tax	(88)	(46)	(58)	(198)	(405)
(+/-) Working Capital Variation	(102)	269	(5)	322	18
Working Capital/Net Revenue (%)	11%	9%	8%	11%	8%
(-) Dividends & IOC	(363)	(319)	(381)	(1,340)	(1,628)
(+/-) Others	1	(27)	(30)	(55)	156
<b>Free Cash Flow</b>	<b>(454)</b>	<b>42</b>	<b>(202)</b>	<b>(895)</b>	<b>(1,131)</b>
Dividends & IOC	363	319	381	1,340	1,628
Puma II Project	111	186	521	1,130	3,130
Special Projects and Growth	262	273	173	930	966
<b>Adjusted Free Cash Flow<sup>3</sup></b>	<b>282</b>	<b>820</b>	<b>872</b>	<b>2,505</b>	<b>4,594</b>
<b>Adjusted FCF Yield<sup>4</sup></b>				<b>10.3%</b>	<b>20.6%</b>

<sup>1</sup> 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 purchase of OCC

<sup>2</sup> Capex under cash accrual method does not consider investments into SPVs (Special Purpose

<sup>3</sup> Excluding dividends and special projects and growth

<sup>4</sup> 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 amounted to a negative R\$ 454 million in the first quarter of 2024, R\$ 252 million below 1Q23. This performance is mainly the result of reduced cash generation measured by the EBITDA and also by the increase in working capital. These impacts were partially offset by the reduction in interest paid and received, due largely to the lower bond interest payment in the light of the early settlement of the Bonds 2024 in 2Q23.

**Adjusted Free Cash Flow**, which does not consider discretionary factors and growth projects, in 1Q24 was R\$ 282 million. In the past twelve months, the Adjusted Free Cash Flow totaled R\$ 2.505 billion, equivalent to the Free Cash Flow Yield of 10.3%. This result was impacted by a lower Adjusted EBITDA in the last 12 months mainly due to the decline in pulp and kraftliner prices in this period.

ROIC - Return on Invested Capital<sup>1</sup>

ROIC (R\$ million) - LTM <sup>1</sup>	1Q24	4Q23	1Q23
<b>Total Asset</b>	<b>53,701</b>	<b>51,918</b>	<b>46,929</b>
(-) Total Liability (ex-debt)	(9,957)	(9,781)	(8,086)
(-) Construction in Progress	(3,395)	(4,772)	(6,404)
<b>Invested Capital</b>	<b>40,350</b>	<b>37,365</b>	<b>32,438</b>
(-) CPC 29 Adjustment <sup>2</sup>	(3,824)	(3,896)	(3,640)
<b>Adjusted Invested Capital</b>	<b>36,526</b>	<b>33,469</b>	<b>28,798</b>
<b>Adjusted EBITDA</b>	<b>6,032</b>	<b>6,322</b>	<b>8,148</b>
(-) Maintenance Capex <sup>3</sup>	(2,525)	(2,216)	(2,143)
(-) Income Tax and Soc. Contr. (cash)	(198)	(168)	(405)
<b>Adjusted Operating Cash Flow</b>	<b>3,309</b>	<b>3,938</b>	<b>5,847</b>
<b>ROIC<sup>4</sup></b>	<b>9.1%</b>	<b>11.8%</b>	<b>20.3%</b>

<sup>1</sup> Average Balance of the last 4 quarters (Last Twelve Months)

<sup>2</sup> 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

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

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

Klabin's consolidated **return**, measured by the Return on Invested Capital (ROIC)<sup>4</sup> metric, was 9.1% in 1Q24, a reduction of 11.2 p.p. compared with the same period in 2023. This retraction is due to the reduction in operating cash flow and the increase in the adjusted invested capital.

Operating cash flow in 1Q24 posted a reduction of 43% compared with 1Q23, due to lower Adjusted EBITDA. Invested capital was affected principally by the increase in the Total Asset, reflecting the immobilization of the second phase of the Puma II Project investments and the increase in cash due to the Caetê Project.

<sup>1</sup> As notified in 4Q23, for the purposes of improving the calculation, some adjustments have been in the ROIC methodology. For greater details please see the ROIC chapter in the Earnings Release for 4Q23.



## Business Performance

Consolidated information by unit in 1Q24:

R\$ million	Forestry	Pulp	Paper	Packaging	Eliminations	Total
<b>Net revenue</b>						
Domestic market	101	554	791	1,444	(1)	2,889
Exports	-	786	644	111	-	1,541
<b>Third part revenue</b>	<b>101</b>	<b>1,340</b>	<b>1,435</b>	<b>1,555</b>	<b>(1)</b>	<b>4,430</b>
Segments revenue	691	22	874	18	(1,606)	-
<b>Total net revenue</b>	<b>792</b>	<b>1,362</b>	<b>2,309</b>	<b>1,573</b>	<b>(1,607)</b>	<b>4,430</b>
Change in fair value - biological assets	200	-	-	-	-	200
Cost of goods sold <sup>1</sup>	(1,093)	(651)	(1,583)	(1,323)	1,655	(2,995)
<b>Gross income</b>	<b>(102)</b>	<b>711</b>	<b>726</b>	<b>251</b>	<b>48</b>	<b>1,634</b>
Operating revenue and expenses	(62)	(191)	(223)	(168)	13	(632)
<b>Op. results before financial results</b>	<b>(164)</b>	<b>519</b>	<b>503</b>	<b>82</b>	<b>61</b>	<b>1,002</b>

Note: In this table, total net revenue includes sales of Other products; Comparison basis in Appendix V

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period

## Forestry Business Unit

Volume (k tons)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Wood	399	202	120	97%	n/a
Revenue (R\$ million)	1Q24	4Q23	1Q23		
Wood	82	46	43	81%	90%

In 1Q24, 399 thousand tons of wood were sold, a volume higher than the same period in 2023, especially in the state of Paraná. Revenues totaled R\$ 82 million in 1Q24, 90% higher than 1Q23, due to greater sales volume.

## Pulp Business Unit

Volume (k tons)	1Q24	4Q23	1Q23	Δ	Δ
				1Q24/4Q23	1Q24/1Q23
Short Fiber DM	88	65	79	35%	11%
Short Fiber EM	164	233	192	-30%	-14%
<b>Short Fiber</b>	<b>252</b>	<b>298</b>	<b>271</b>	<b>-15%</b>	<b>-7%</b>
Long Fiber/Fluff DM	56	55	53	2%	4%
Long Fiber/Fluff EM	54	60	48	-10%	11%
<b>Long Fiber/Fluff</b>	<b>110</b>	<b>114</b>	<b>102</b>	<b>-4%</b>	<b>7%</b>
<b>Total Pulp</b>	<b>362</b>	<b>412</b>	<b>373</b>	<b>-12%</b>	<b>-3%</b>
Revenue (R\$ million)					
Short Fiber	822	862	1,098	-5%	-25%
Long Fiber/Fluff	515	511	613	1%	-16%
<b>Total Pulp</b>	<b>1,337</b>	<b>1,373</b>	<b>1,711</b>	<b>-3%</b>	<b>-22%</b>
Net Price (R\$/ton)					
Short Fiber	3,261	2,892	4,049	13%	-19%
Long Fiber/Fluff	4,698	4,476	6,011	5%	-22%
<b>Total Pulp</b>	<b>3,696</b>	<b>3,331</b>	<b>4,585</b>	<b>11%</b>	<b>-19%</b>

DM: Domestic Market

EM: Export Market

Total pulp sales volume amounted to 362 thousand tons in 1Q24, 3% below the sales volume for 1Q23, reflecting lower short fiber pulp production volume.

Short and long fiber demand remained robust during the entire quarter followed by consecutive price increases for both fibers in Europe and Asia. The atypical drought that affected ship transit through the Panama Canal, conflicts in the Suez Canal region, the strike at Finnish ports and furthermore the lower inventory levels has been affecting supply and demand in all markets of reference.

In this context, there were further price increases in all regions during the quarter. In those regions that follow European reference prices (Brazil included), there was an increase on average of 23% in short fiber and 11% in long fiber versus 4Q23, but decrease of 16% and 5%, respectively when compared with 1Q23. It is important to highlight the greater exposure of Klabin's pulp business to the FOEX Europe index reference prices due to their importance in the supply of fibers to the Brazilian domestic market where cost-to-serve is lower. In China, short and long fiber prices reached an average of US\$ 656/t and US\$ 738/t respectively in 1Q24. These values represent an increase of 6% in short fiber and a 2% reduction in long fiber compared with average of prices in 4Q23. In relation to 1Q24, the Chinese market reported a reduction of 13% in short fiber and 18% in the long fiber, both grades measured according to FOEX index prices.

The positioning of Klabin as the only Brazilian company producing and selling three types of pulp (short and long fiber/fluff) translates into a diversified sales mix, allowing the Company to maximize margins, as well as business revenue. Highlighting the solid performance of fluff pulp, reporting robust sales and maintaining prices at elevated levels.

In the light of this scenario, net revenue from the pulp business reached R\$ 1.337 billion in 1Q24, a reduction of 22% in relation to the same period in 2023, due to the lower average price compared to 1Q23, additionally the appreciation of the real against the US\$ dollar and the lower production volume.

## Paper Business Unit

Volume (k tons)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Coated Boards DM	120	129	114	-7%	6%
Coated Boards EM	78	69	58	13%	33%
<b>Coated Boards</b>	<b>198</b>	<b>198</b>	<b>172</b>	<b>0%</b>	<b>15%</b>
Containerboard DM	24	26	27	-8%	-10%
Containerboard EM	84	73	64	15%	31%
<b>Containerboard<sup>1</sup></b>	<b>108</b>	<b>99</b>	<b>91</b>	<b>9%</b>	<b>19%</b>
<b>Paper</b>	<b>306</b>	<b>297</b>	<b>263</b>	<b>3%</b>	<b>16%</b>
Revenue (R\$ million)					
Coated Boards	1,062	1,099	965	-3%	10%
Containerboard <sup>1</sup>	349	337	409	4%	-15%
<b>Paper</b>	<b>1,411</b>	<b>1,436</b>	<b>1,374</b>	<b>-2%</b>	<b>3%</b>
Net Price (R\$/ton)					
Coated Boards	5,373	5,556	5,621	-3%	-4%
Containerboard <sup>1</sup>	3,222	3,401	4,490	-5%	-28%
<b>Paper</b>	<b>4,611</b>	<b>4,836</b>	<b>5,229</b>	<b>-5%</b>	<b>-12%</b>

<sup>1</sup> Includes Kraftliner, White Top Liner, Recycled, Eukaliner®, Eukaliner® White and Other containerboard grades

DM: Domestic Market

EM: Export Market

## Coated Board

New consumer habits since the outset of the pandemic together with the trend towards consumption of sustainable packaging, with the substitution of single use plastic for recyclable and degradable solutions from renewable sources, has continued to be one of the key drivers of demand for coated board. Klabin's major exposure to segments dedicated to essential products, particularly foodstuffs and beverages, has contributed to a greater stability of results in this market.

The coated board segment continued to demonstrate its resilience, reaching a sales volume of 198 thousand tons in 1Q24, 15% more in relation to 1Q23, supported by the continued ramp-up of PM28, the increase of exports in the period and access to new markets. According to the Brazilian Tree

Industry (IBÁ), not considering LPB volumes, sales to the domestic market in January and February 2024 versus the same period in 2023, posted a decrease of 7%, while domestic sales volume at Klabin in Brazil increased by 6% in the quarter.

Net revenue totaled R\$ 1,062 million, 10% greater than 1Q23, supported by larger sales volume. The 4% reduction in the price of coated board per ton reflects the appreciation of the Brazilian real in relation to the US\$ dollar and the sales mix.

The positive results for the segment are due to the benefits arising from the benefits of the ramp-up of PM28 already feeding through to the Company's results.

## Containerboard

Signs of improvements in demand already noted in the preceding quarter, consolidated in 1Q24. With the strengthening of demand in several markets, Klabin's containerboard sales increased 19% compared to 1Q23, driven by 31% of increase in kraftliner exports. The volume sold was 9% higher than the immediately previous quarter, even with the carryover effect due to logistical problems at the container terminals in the ports of Paraná and Santa Catarina.

Net revenue for 1Q24 was 15% lower relative to the same period in 2023 but 4% higher when compared with 4Q23 due to price reductions effected in the last few quarters as well as the appreciation of the local currency relative to the US\$. The effects were partially offset by an increase in sales volume.

In the light of the favorable market conditions and growing demand, Klabin announced price increases in kraftliner sales of € 50/t for Europe and US\$ 60/t for other regions, to be implemented as from April 2024.

## Packaging Business Unit

Volume (k tons)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Corrugated Boxes	215	215	205	0%	5%
Industrial Bags	33	32	39	2%	-16%
<b>Packaging</b>	<b>248</b>	<b>247</b>	<b>244</b>	<b>0%</b>	<b>1%</b>
Revenue (R\$ million)					
Corrugated Boxes	1,235	1,254	1,217	-1%	1%
Industrial Bags	291	288	353	1%	-18%
<b>Packaging</b>	<b>1,526</b>	<b>1,542</b>	<b>1,571</b>	<b>-1%</b>	<b>-3%</b>
Net Price (R\$/ton)					
Corrugated Boxes	5,738	5,824	5,929	-1%	-3%
Industrial Bags	8,928	9,058	9,058	-1%	-1%
<b>Packaging</b>	<b>6,158</b>	<b>6,241</b>	<b>6,428</b>	<b>-1%</b>	<b>-4%</b>
Volume (million m <sup>2</sup> )	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
Corrugated Boxes	387	389	367	0%	6%

### Corrugated Boxes

Preliminary information published by Empapel shows shipment volumes of corrugated boxes in 1Q24, measured in m<sup>2</sup>, posted an increase of 5.7% compared with 1Q23, while Klabin reported a growth of 5.6%, corresponding to 387 thousand m<sup>2</sup>. In terms of shipped volume in tons, the Empapel data indicates an increase of 5.5%, while at Klabin growth was 4.8% on the same comparative basis, totaling 215 thousand tons. The variation between m<sup>2</sup> and tonnage is evidence of the success of Eukaliner® product which, as anticipated, produces a packaging paper with a reduced grammage.

The industrialized food and dairy segments were responsible for driving Klabin's sales volume in 1Q24. These segments have a lower unit price and reflecting in a 3% reduction in the average price per ton of corrugated boxes compared with 1Q23 and 1% in relation to 4Q23.

### Industrial Bags

Preliminary data put out by the National Cement Industry Union (SNIC) indicates Brazilian cement consumption - directly impacting the Company's sales of industrial bags in Brazil - decreasing by 3.5% compared with 1Q23.

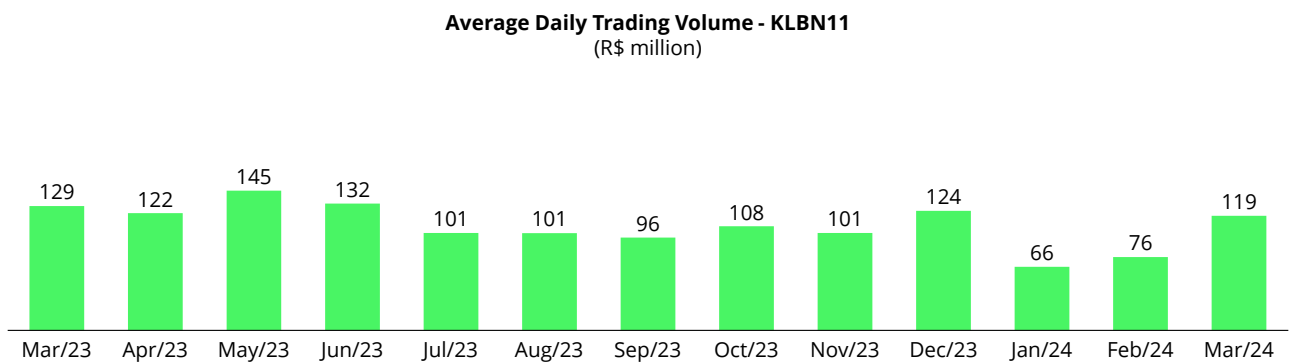
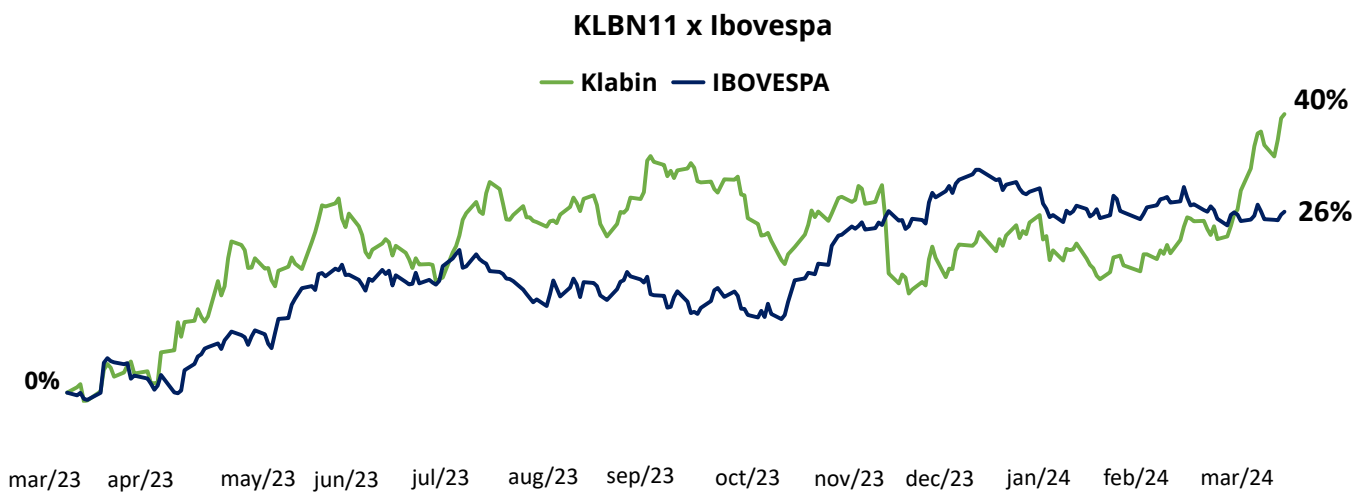
At Klabin, sales volume for 1Q24 posted a drop of 16% when compared to the same quarter in 2023, due to carryover of part of the volume from the exports due to logistical problems mentioned above and greater sales of 25 kilograms bags on the foreign market, which in tons represents a smaller volume.

The net price of bags remained stable in relation to the first quarter 2023, while the Company registered a reduction in net revenue of 18% as a function of lower sales volume.

## Capital Markets

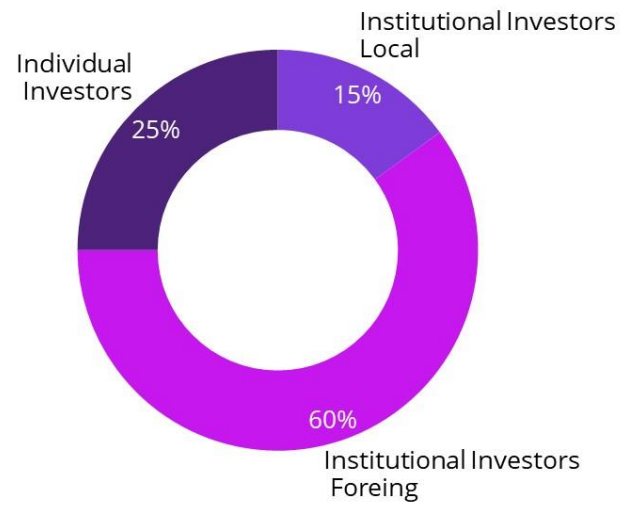
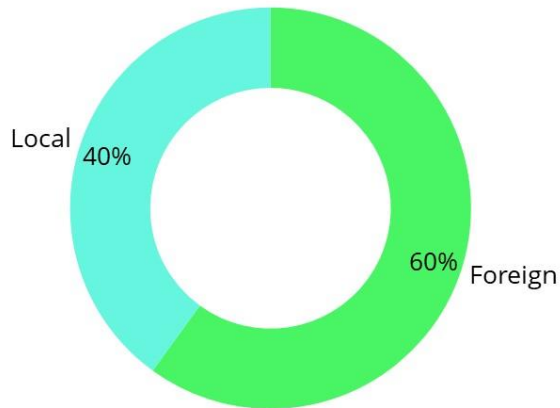
### Equity Income

Klabin's units, trading under the KLBN11 ticker (1 common share + 4 preferred shares), recorded an appreciation of 14% in the first quarter 2024 and an appreciation of 40% over the accumulated twelve-month period, posting a closing price in 1Q24 of R\$ 25.26/unit. On the other hand, Ibovespa reported a depreciation of 5% in 1Q24 while in the last 12 months, the appreciation was 26%. Klabin's units, traded on all the days the B3 was open for business with approximately 234 million transactions recorded in 1Q24. In terms of financial volume, average daily liquidity was R\$ 86 million in the quarter and R\$ 107 million in the period for the twelve months. The maximum price reached during the first quarter 2024 was R\$ 25.26/unit on March 28, 2024, while the minimum value was R\$ 21.01/unit, on February 2, 2024.



## Free Float<sup>1</sup> Distribution

03/28/2024

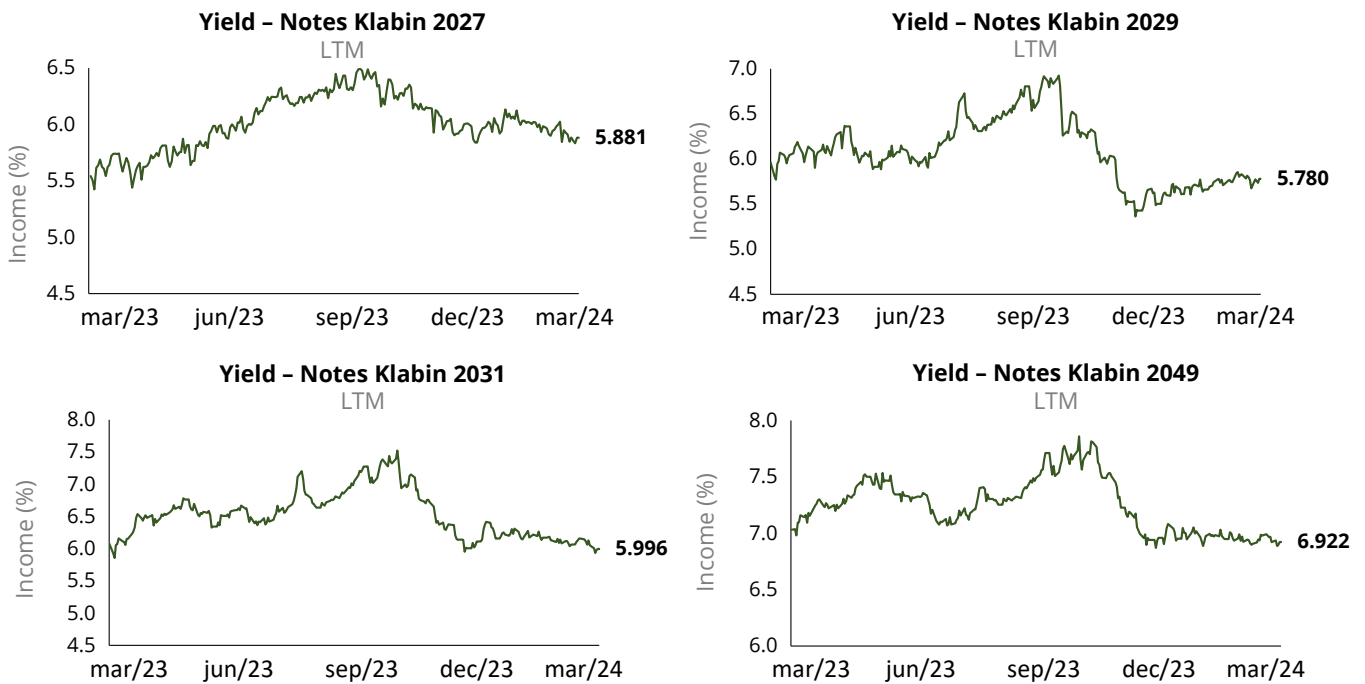


<sup>1</sup>Free-float considers the total number of shares excluding controllers, directors, officers, treasury shares and Monteiro Aranha

## Fixed Income

Currently, the Company has four active note or bond issues in the international market. 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.

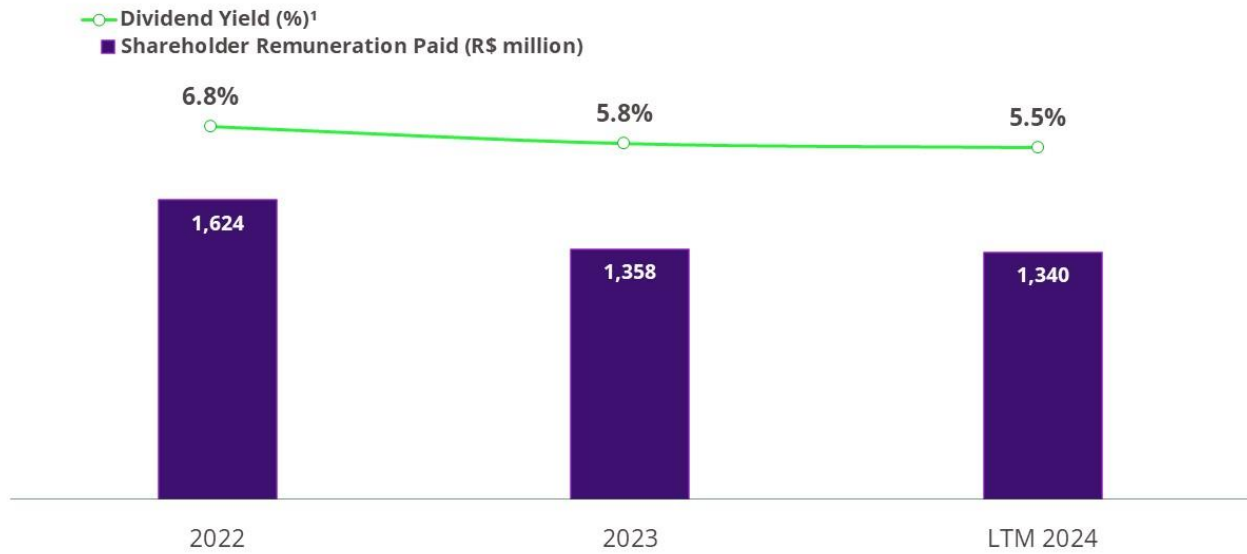


In 1Q24, Moody's reaffirmed the Company's rating of AAA.br on the national scale, maintaining a stable outlook. There were no alterations made to Klabin's other credit risk rating classifications, these being BB+ from Standard & Poor's, BB+ from Fitch and Ba1 from Moody's, all on the global scale with a stable outlook.

For further information, the updated reports are published in the IR website.



## Shareholder Remuneration (cash method)



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

In the first quarter 2024, the Company distributed (cash method) R\$ 363 million, of which R\$ 192 million in dividends and R\$ 171 million in IoC, corresponding to the amount of R\$ 0.065801309900 per shares and 0.329006549500 per unit. In the last twelve months, the amount paid in shareholder remuneration was R\$ 1.340 billion, equivalent to a 5.5% dividend yield.

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

## Subsequent Events

### Project Figueira Start-up

According to the [Material Fact](#) disclosed on April 22, 2024, the operations of the Figueira Project, the new corrugated boxes unit located in the city of Piracicaba, in São Paulo, have commenced.

### Stock Bonus

Pursuant to the [Material Fact](#) published on April 16, 2024, the Annual General Meeting approved the increase in the Company's capital stock in the amount of R\$ 1.6 billion through the issue of 561,789,275 new shares in the form of a bonus to shareholders in the proportion of one new share of each type for every ten shares.

### Reaffirmation of Rating by Fitch

As per [Notice to the Market](#) published on April 12, 2024, as of this date, Fitch Ratings has reaffirmed the Company's rating at "BB+" on the global scale and at "brAAA" on the national scale, as well as reiterating the outlook as stable.

To access Fitch Ratings' complete report, [click here](#).

### Shareholder Remuneration

In accordance with the [Notice to Shareholders](#) announced on April 25, 2024, Klabin's Board of Directors has approved the payment of dividends worth R\$ 330 million. The payout will be made on May 16, 2024, and the shares shall trade ex-dividends as from May 6, 2024.

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

### Portuguese

Friday, April 26, 2024

Time: 11:00 a.m. (Brasília)

Access via Webcast: [click here](#)

### English (Simultaneous Translation)

Friday, April 26, 2024

Time: 10:00 a.m. (NYC)

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 – Investor Relations Manager
- Anna Atui – Investor Relations Specialist
- Pedro Tobita – Investor Relations Specialist
- Cauê Castanha – Investor Relations Analyst
- Thiago Borges – Investor Relations Intern

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

E-mail: [invest@klabin.com.br](mailto: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](http://ri.klabin.com.br/klabinInvest).



In 2023, we launched the Klabin Invest Newsletter, 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)	1Q24	4Q23	1Q23	Δ	
				1Q24/4Q23	1Q24/1Q23
<b>Gross Revenue</b>	<b>5,116,505</b>	<b>5,152,104</b>	<b>5,555,054</b>	<b>-1%</b>	<b>-8%</b>
Discounts and Rebates	(691,477)	(652,538)	(727,409)	6%	-5%
Cash Flow Hedge Realization	4,555	436	3,116	n/a	46%
<b>Net Revenue</b>	<b>4,429,584</b>	<b>4,500,002</b>	<b>4,830,761</b>	<b>-2%</b>	<b>-8%</b>
Variation in the Fair Value of Biological Assets	199,648	130,081	383,459	53%	n/a
Cost of Products Sold	(2,995,390)	(3,181,054)	(2,859,284)	-6%	5%
<b>Gross Profit</b>	<b>1,633,841</b>	<b>1,449,029</b>	<b>2,354,937</b>	<b>13%</b>	<b>-31%</b>
Selling Expenses	(343,323)	(384,080)	(442,837)	-11%	-22%
General & Administrative Expenses	(256,066)	(265,926)	(246,239)	-4%	4%
Other Revenues (Expenses)	(34,653)	61,941	(47,881)	n/a	-28%
<b>Total Operating Expenses</b>	<b>(634,042)</b>	<b>(588,065)</b>	<b>(736,957)</b>	<b>8%</b>	<b>-14%</b>
<b>Equity Pickup</b>	<b>2,415</b>	<b>4,583</b>	<b>3,415</b>	<b>-47%</b>	<b>-29%</b>
<b>Operating Income (Before Fin. Results)</b>	<b>999,798</b>	<b>860,964</b>	<b>1,617,980</b>	<b>16%</b>	<b>-38%</b>
Financial Expenses	(550,346)	(554,088)	(223,891)	-1%	n/a
Liabilities Foreign Exchange Result	(210,167)	188,899	131,833	n/a	n/a
<b>Total Financial Expenses</b>	<b>(760,512)</b>	<b>(365,189)</b>	<b>(92,057)</b>	<b>n/a</b>	<b>n/a</b>
Financial Revenues	209,186	287,560	242,009	-27%	-14%
Assets Foreign Exchange Result	172,970	(246,946)	(91,687)	n/a	n/a
<b>Total Financial Revenues</b>	<b>382,156</b>	<b>40,614</b>	<b>150,322</b>	<b>n/a</b>	<b>n/a</b>
<b>Financial Result</b>	<b>(378,356)</b>	<b>(324,575)</b>	<b>58,265</b>	<b>17%</b>	<b>n/a</b>
<b>Net Income Before Taxes</b>	<b>623,858</b>	<b>540,972</b>	<b>1,679,660</b>	<b>15%</b>	<b>-63%</b>
Income Tax and Soc. Contrib.	(163,847)	(170,987)	(417,534)	-4%	-61%
<b>Net Income (Loss)</b>	<b>460,011</b>	<b>369,985</b>	<b>1,262,126</b>	<b>24%</b>	<b>-64%</b>
Net income (Loss) Attributable to Noncontrolling Interests	34,487	(260,674)	97,486	n/a	n/a
<b>Net Income Attributable to Klabin's Stockholders</b>	<b>425,524</b>	<b>630,659</b>	<b>1,164,640</b>	<b>-33%</b>	<b>-63%</b>
Depreciation/Amortization/Exhaustion	856,616	952,523	710,802	-10%	21%
Change in Fair Value of Biological Assets	(199,648)	(130,081)	(383,459)	53%	n/a
Net Realization of Cash Flow Hedge	(4,555)	(436)	(3,116)	n/a	46%
<b>Adjusted EBITDA</b>	<b>1,652,211</b>	<b>1,682,970</b>	<b>1,942,206</b>	<b>-2%</b>	<b>-15%</b>
Non-Recurring Effects <sup>1</sup>	-	(63,387)	-	n/a	n/a
<b>Adjusted EBITDA Excl. Non-Recurring Effects<sup>1</sup></b>	<b>1,652,211</b>	<b>1,619,583</b>	<b>1,942,206</b>	<b>2%</b>	<b>-15%</b>

<sup>1</sup>Referring to the extemporaneous credit of R\$ 63.4 million due to the exclusion of ICMS in the PIS/Cofins base in 4Q23

## Appendix 2 – Consolidated Balance Sheet

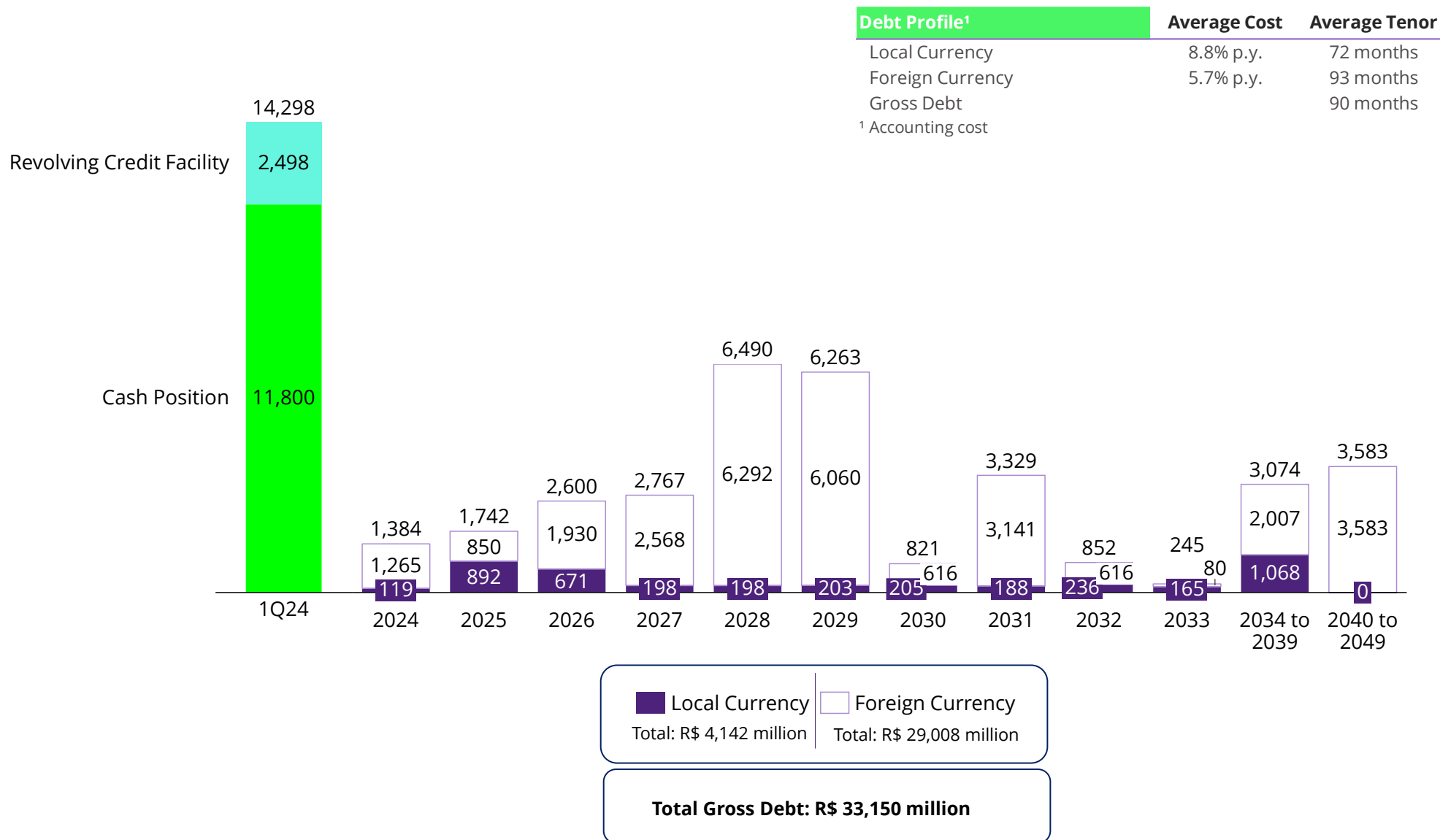
Assets (R\$ thousands)	mar-24	dec-23	mar-23	Liabilities and Equity (R\$ thousands)	mar-24	dec-23	mar-23
<b>Current Assets</b>	<b>17,974,739</b>	<b>16,465,645</b>	<b>12,964,232</b>	<b>Current Liabilities</b>	<b>6,444,189</b>	<b>5,875,741</b>	<b>6,263,538</b>
Cash and Cash-Equivalents	10,724,174	9,558,829	5,210,712	Suppliers	1,869,574	2,075,813	2,104,721
Securities	1,076,318	1,156,002	1,865,176	Trade payables (Forfaiting)	478,308	464,324	408,695
Receivables	2,397,054	2,112,722	2,433,296	Forestry Trade payables (Forfaiting)	53,959	59,914	206,421
Inventories	2,869,746	2,665,525	2,603,919	Liability use benefit	295,574	298,526	257,941
Recoverable taxes and contributions	618,294	665,106	293,095	Taxes payable	286,482	308,567	460,510
Other receivables	289,153	307,461	558,034	Salaries and payroll charges	339,709	456,083	337,386
				Loans and financing	2,619,095	1,523,215	2,132,959
				Debentures	3,765	37,628	5,748
<b>Goods assets for sale</b>	<b>33,441</b>	<b>31,443</b>	<b>12,178</b>	Derivative financial instruments	1,186	-	
				Provision for current income tax and social contribution	81,944	134,648	70,637
				Dividends/IOC payable	-	171,000	-
				Other accounts payable	414,593	346,023	278,520
<b>Noncurrent Assets</b>	<b>38,786,242</b>	<b>38,937,602</b>	<b>36,683,563</b>	<b>Noncurrent Liabilities</b>	<b>36,804,088</b>	<b>35,826,419</b>	<b>30,633,643</b>
Accounts receivable	-	247,024	-	Suppliers	99,591	97,091	92,320
Derivative instruments	789,167	885,794	278,439	Forestry Trade payables (Forfaiting)	419,556	397,734	379,872
Deferred income tax and social contribution	2,844	2,567	-	Liability use benefit	1,596,174	1,624,768	1,510,176
Taxes to compensate	472,587	510,406	329,725	Loans and financing	29,815,658	28,780,401	24,654,165
Judicial Deposits	173,319	125,037	118,900	Debentures	1,000,000	1,000,000	1,000,000
Other receivables	89,516	82,593	148,437	Derivative instruments	501,102	452,332	546,607
Investments	276,236	278,510	292,411	Deferred income tax and social contribution	2,245,375	2,407,078	1,642,055
Property, plant & equipment, net	25,533,690	25,386,550	24,743,311	Other accounts payable - Investors SCPs	192,951	200,481	197,439
Biological assets	9,238,805	9,177,831	8,749,666	Tax, social security, labor and civil provisions	133,330	66,084	59,641
Right of use asset	1,851,378	1,901,652	1,724,506	Provision for actuarial liabilities	483,519	471,818	359,310
Intangible assets	358,700	339,638	298,168	Taxes payable	203,809	216,787	87,962
				Other accounts payable	113,023	111,845	104,096
				<b>Shareholders' Equity</b>	<b>11,310,504</b>	<b>11,585,122</b>	<b>10,668,360</b>
				Capital	4,475,625	4,475,625	4,475,625
				Capital reserves and options granted	(210,732)	(225,642)	(246,325)
				Profit reserve	5,434,832	5,626,832	4,080,294
				Valuation adjustments to shareholders' equity	1,308,215	1,844,115	1,332,556
				Retained earnings	425,525	-	1,164,640
				Treasury shares	(122,961)	(135,808)	(138,430)
				Equity Attrib. to Noncont. Interests	2,235,641	2,147,408	2,094,432
<b>Total Asset</b>	<b>56,794,422</b>	<b>55,434,690</b>	<b>49,659,973</b>	<b>Total Liability + Equity</b>	<b>56,794,422</b>	<b>55,434,690</b>	<b>49,659,973</b>

## Appendix 3 – Debt Redemption Schedule (as at 03/31/2024)

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	108	214	211	198	198	203	205	188	236	179	1,068	-	2,993
Export Credit Notes	4	347	-	-	-	-	-	-	-	-	-	-	351
Agribusiness Receiv. Certificate	8	331	460	-	-	-	-	-	-	-	-	-	798
<b>Local Currency</b>	<b>119</b>	<b>892</b>	<b>671</b>	<b>198</b>	<b>198</b>	<b>203</b>	<b>205</b>	<b>188</b>	<b>236</b>	<b>179</b>	<b>1,068</b>	<b>-</b>	<b>4,142</b>
Trade Finance	65	69	1,379	62	1,062	125	-	-	-	-	-	-	2,761
Debentures	3	-	-	430	430	431	-	-	-	-	-	-	1,293
Bonds	242	-	-	1,105	-	3,668	-	2,497	-	-	-	3,583	11,094
ECA's	343	504	551	472	1,331	1,336	616	645	616	-	-	-	6,495
CRA's	564	278	-	499	500	500	-	-	-	-	2,007	-	4,348
Synd	48	-	-	-	2,969	-	-	-	-	-	-	-	3,017
<b>Foreign Currency<sup>1</sup></b>	<b>1,265</b>	<b>850</b>	<b>1,930</b>	<b>2,568</b>	<b>6,292</b>	<b>6,060</b>	<b>616</b>	<b>3,141</b>	<b>616</b>	<b>-</b>	<b>2,007</b>	<b>3,583</b>	<b>29,008</b>
<b>Gross Debt</b>	<b>1,384</b>	<b>1,742</b>	<b>2,600</b>	<b>2,767</b>	<b>6,490</b>	<b>6,263</b>	<b>821</b>	<b>3,329</b>	<b>852</b>	<b>179</b>	<b>3,074</b>	<b>3,583</b>	<b>33,150</b>

<sup>1</sup>Includes swaps and the market fair value of these instruments



Debt Profile <sup>1</sup>	Average Cost	Average Tenor
Local Currency	8.8% p.y.	72 months
Foreign Currency	5.7% p.y.	93 months
Gross Debt		90 months

<sup>1</sup> Accounting cost

## Appendix 4 – Consolidated Cash Flow Statement

R\$ thousand	1Q24	4Q23	1Q23
<b>Net Cash from Operating Activities</b>	<b>1,928,398</b>	<b>2,762,939</b>	<b>1,701,335</b>
<b>Cash Generated from Operations</b>	<b>1,861,928</b>	<b>2,028,973</b>	<b>2,387,210</b>
Net Profit/Loss From Ongoing Operations	623,859	540,972	1,679,659
Depreciation and Amortization	492,842	471,711	294,679
Exhaustion of Biological Assets	363,771	480,812	416,123
Change in Fair Value of Biological Assets	(199,648)	(130,081)	(383,459)
Monetary adjustment of marketable securities	17,989	(35,975)	(46,895)
Foreign Exchange Variations on Trade Receivables	(172,971)	246,946	91,687
Interest and Currency Variations on Loans, Financing and Debentures	641,100	312,474	247,340
Interest on Leases	47,318	51,644	26,485
Interest present value - Trade payables (Forfaiting)	15,569	21,813	13,739
Realization of Cash Flow Hedge Reserve	(4,555)	(436)	(3,116)
Allowance for Expected Credit Losses	1,082	940	3,583
Estimated Inventory Loss/Composition	11,425	30,056	26,301
Result of Disposal of Assets	(302)	(5,389)	48
Equity Pickup	(2,415)	(4,583)	(3,415)
Provision for judicial and administrative suits	20,692	1,760	2,074
Other	6,172	46,309	22,377
<b>Changes in Assets and Liabilities</b>	<b>66,470</b>	<b>733,966</b>	<b>(685,875)</b>
Trade Receivables and Related Parties	134,581	(212,217)	146,333
Inventories	138,954	(31,842)	(188,215)
Taxes Recoverable	249,462	(357,630)	309,970
Marketable Securities	61,695	806,187	(46,808)
Other Assets	31,493	195,473	(241,770)
Suppliers	(186,543)	380,948	(573,057)
Taxes Obligations	(215,349)	(138,953)	31,479
Social Security and Labor Obligations	(116,374)	(58,974)	(147,660)
Other Liabilities	56,553	201,373	81,520
Income Tax and Social Contribution Paid	(88,002)	(50,399)	(57,667)
<b>Net Cash Used in Investing Activities</b>	<b>(1,159,144)</b>	<b>(1,021,469)</b>	<b>(1,376,044)</b>
Purchases of Property, Plant and Equipment (Capex)	(656,135)	(722,187)	(1,082,334)
Purchases of Planting and Purchases of Standing Wood (Capex)	(507,857)	(324,804)	(327,314)
Acquisition of Investments and Payment in Subsidiaries	(1,028)	-	-
Proceeds from Disposal of Assets	1,187	11,625	33,604
Dividends Received from Subsidiaries	4,689	13,897	-
<b>Net Cash Provided Used in Financing Activities</b>	<b>396,091</b>	<b>1,890,446</b>	<b>201,476</b>
New Borrowings	1,472,241	3,700,935	1,576,465
Amortization of Loans and Debentures	(276,588)	(673,152)	(543,738)
Payment of Interests on Loans, Financing and Debentures	(409,506)	(613,761)	(352,599)
Payment of Lease Liabilities	(88,753)	(175,971)	(95,692)
Disposal of Treasury Shares	22,567	(17,666)	41,004
Capital increase in subsidiaries of non-controlling shareholders	50,000	15,000	30,000
Dividends Paid/Received JVs and SPVs	(10,870)	(25,939)	(72,964)
Dividends Paid & IOC Paid	(363,000)	(319,000)	(381,000)
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>1,165,345</b>	<b>3,631,916</b>	<b>526,767</b>
<b>Cash and Cash Equivalents at Beginning of Period</b>	<b>9,558,829</b>	<b>5,926,913</b>	<b>4,683,945</b>
<b>Cash and Cash Equivalents at End of Period</b>	<b>10,724,174</b>	<b>9,558,829</b>	<b>5,210,712</b>



## Appendix 5 – Business Segment Evolution

### 1Q24

R\$ million	Forestry	Pulp	Paper	Packaging	Eliminations	Total
<b>Net revenue</b>						
Domestic market	101	554	791	1,444	(1)	2,889
Exports	-	786	644	111	-	1,541
<b>Third part revenue</b>	<b>101</b>	<b>1,340</b>	<b>1,435</b>	<b>1,555</b>	<b>(1)</b>	<b>4,430</b>
Segments revenue	691	22	874	18	(1,606)	-
<b>Total net revenue</b>	<b>792</b>	<b>1,362</b>	<b>2,309</b>	<b>1,573</b>	<b>(1,607)</b>	<b>4,430</b>
Change in fair value - biological assets	200	-	-	-	-	200
Cost of goods sold <sup>1</sup>	(1,093)	(651)	(1,583)	(1,323)	1,655	(2,995)
<b>Gross income</b>	<b>(102)</b>	<b>711</b>	<b>726</b>	<b>251</b>	<b>48</b>	<b>1,634</b>
Operating revenue and expenses	(62)	(191)	(223)	(168)	13	(632)
<b>Op. results before financial results</b>	<b>(164)</b>	<b>519</b>	<b>503</b>	<b>82</b>	<b>61</b>	<b>1,002</b>

Note: In this table, total net revenue includes sales of Other products; Comparison basis in Appendix V

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period

### 4Q23

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

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

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period

## 3Q23

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

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

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period

## 2Q23

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

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

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period

## 1Q23

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

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

<sup>1</sup> Forestry COGS includes the exhaustion on the fair value of biological assets in the period