





## Introduction



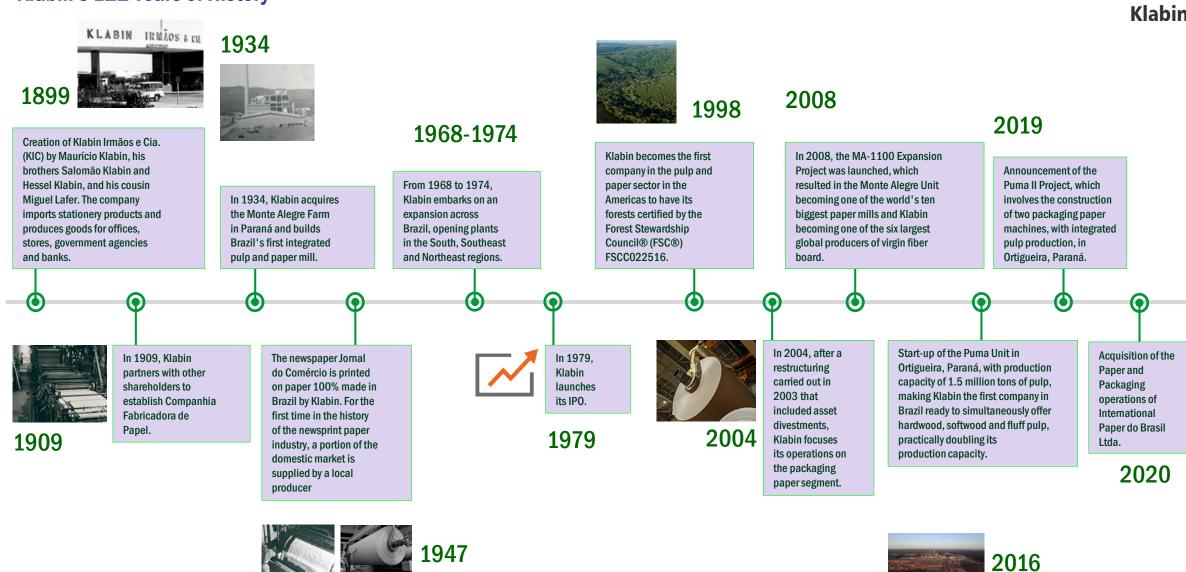




## **→** Timeline

# Klabin

#### Klabin's 122 Years of History



Institutional Presentation May 2021 ΠΤΩ

## → Integrated Business Model



#### **Diversification and Flexibility**

#### **TOTAL AREA**

585

**K** Hectares



**Planted Forests** 

PINE

156

K hectares



114 **K** Hectares

**EUCALYPTUS** 

#### **TOTAL FIBERS**

3.7

Millions ton/Year

#### **BLEACHED PULP**

1.6

MM tpy



#### **INTEGRATED PULP**

MM tpy





**425** K tpy

#### TOTAL CAPACITY

3.7

millions ton/Year1

**1.6 MM** tpy **PULP** 

SHORT FIBER

**1.1 MM tpy** 



LONG FIBER / FLUFF

**0.5 MM tpy** 



**2.1 MM** tpy **PAPER** 

**COATED BOARDS** 

0.75 MM tpy

**CONTAINERBOARD** 

**1.4 MM tpy** 





**1.2 MM** tpy **PACKAGING** 

CORRUGATED **INDUSTRIAL BOXES BAGS** 

1.1 MM tpy



175 MM tpy



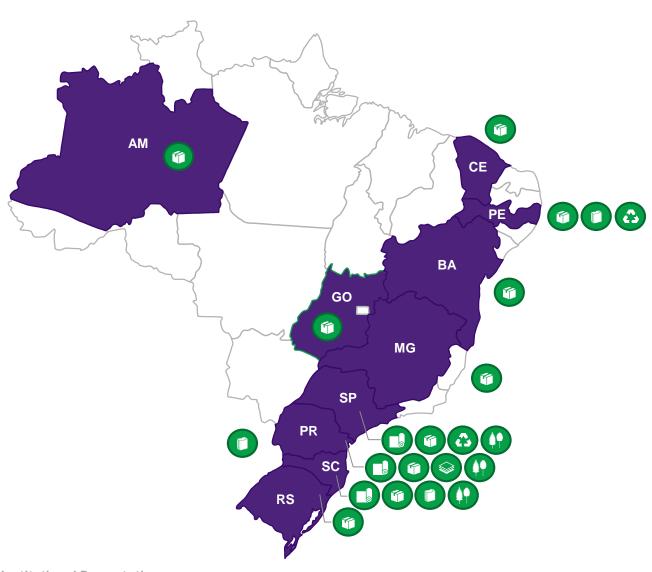




## **Operations Map**

#### Klabin has 22 industrial units distributed across 10 states in Brazil and 1 in Argentina







#### **Pulp**

PR Ortigueira



#### **Recycled Paper**

PΕ Goiana SP Piracicaba Paulínia

SP

Franco da Rocha



#### **Packaging Paper**

Monte Alegre PR SC Correia Pinto SC Otacílio Costa

**Corrugated Boards** 

Angatuba



#### **Industrial Bags**

Goiana PΕ SC Lages I Lages II ARG Pilar



#### **Forestry**

Planalto Guarapuava

**Campos Gerais** 

Vale do Corisco Alto Vale do Itajaí

SC Planalto Catarinense

Alto do Paranapanema

#### **Packaging** Manaus AM

Feira de Santana

CE Horizonte

GO Rio Verde

MG Betim

Goiana PΕ

PR Rio Negro

RS São Leopoldo

SC Itajaí

SP Jundiaí

SP Piracicaba

SP Suzano

Paulínia



## **→** Forestry Competitiveness

**High Productivity in Fibers** 



## **Total Land**

## **585** ha

• Own: **441 K** hectares

• Leased: 144 K hectares

**Planted** Area

## 271 K ha

• Pine: **156** K hectares

• Eucalyptus: **114 K** hectares

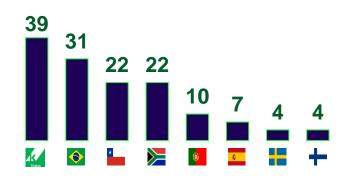
Average Hauling **Distance of** Klabin **Forests** 

## 79 km

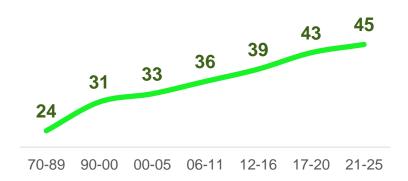
Paraná: 79 km

• Santa Catarina : 81 km

#### **PINE** Forest Productivity<sup>1</sup> m<sup>3</sup>/ha/year<sup>2</sup>

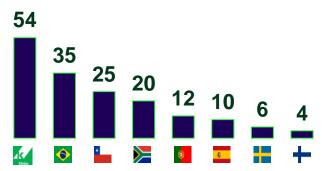


#### **Mean Annual Increment (MAI)**



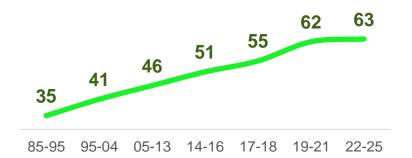
#### **EUCALYPTUS**

Forest Productivity<sup>1</sup> m<sup>3</sup>/ha/year<sup>2</sup>



#### <sup>1</sup> Productivities other than Klabin and Brazil are reference 2018

#### **Mean Annual Increment (MAI)**

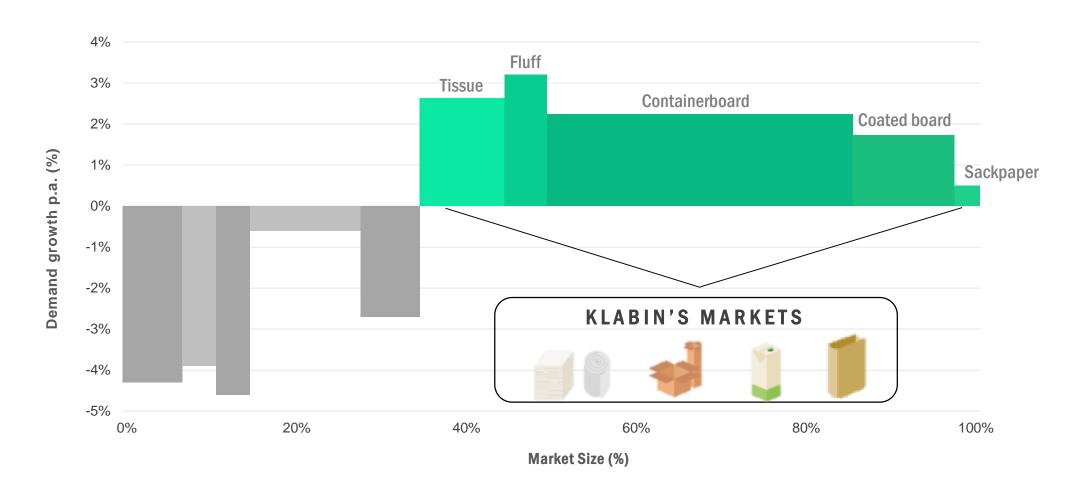


<sup>&</sup>lt;sup>2</sup> Source: Ibá and Klabin



#### **Focus on representative and consistent growing markets**





Source: AFRY

## → Paper and Packaging

#### **Leadership position in the domestic market**











Kraftliner

**Coated Boards** 

Industrial

Bags

Corrugated Boxes

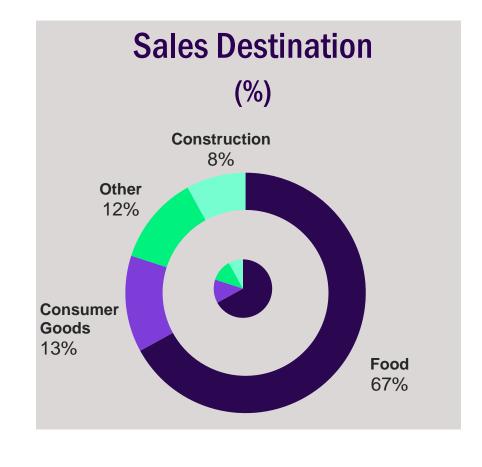
Market Share in Brazil<sup>1</sup>

**42**%<sup>2</sup>

35%

**50%** 

**24**%

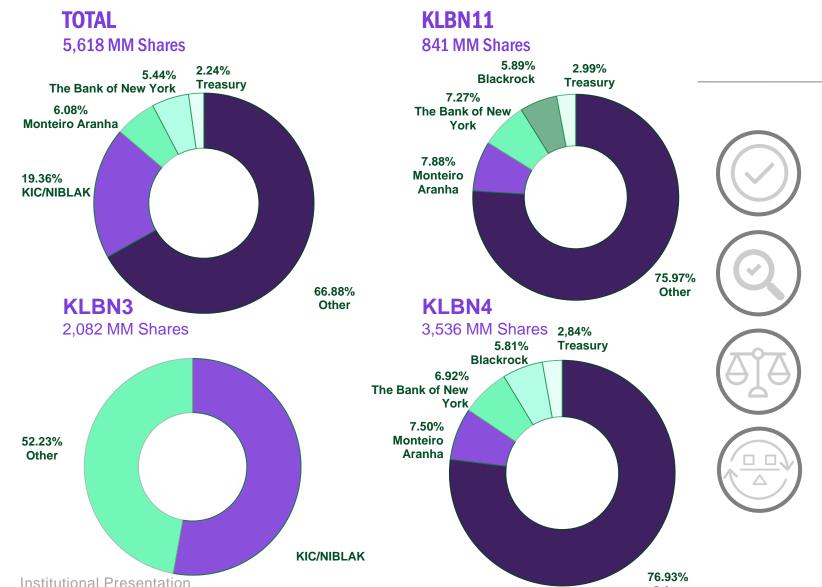


may 2021

### → Shareholder's Structure

# **Klabin**

#### KLBN3 (Common Shares), KLBN4 (Preferred Shares) e KLBN11 (Unit)



Reference Date: 04/30/2021

## **Highlights**

#### **Units - KLBN11**

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

#### Level 2 of B3

Greater transparency and higher diligence to shareholders as a whole

#### **Equal Economic Rights**

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

#### **Parity**

Other

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

## Sustainability









## **Conscious Development**

**Sustainability is in the forefront of Klabin's strategy** 



#### RECOGNITIONS

Member of

## Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Sustainability World Index Emerging Markets Index Sustainability Yearbook Member 2021

S&P Global



"A List 2019" – Water, Climate Change and Supply Chain Engagement

Management rating on forestry category



2019 74.8% **Transparency in ESG** 

Klabin ranks **1st** among the best 50 pulp and paper companies in the world



2018-2020 **90.5**% Environmental Paper Company Index

Recognizes transparency and continuous improvement

ISE B3

**ICO2**B3

8<sup>th</sup> consecutive year

One of the most sustainable companies in Brazil

**Participant** 

Carbon Efficient Index of B3



**Participant** 

Best Emerging Markets Performers

#### **COMMITMENTS**



Developed by the United Nations (UN), Klabin has been a signatory to the Global Compact since 2003



Klabin implements the recommendations of the Task Force on Climate Related Financial Disclosures and has been a TCFD Supporter since August 2020



Committed to monitoring and evaluating the performance and socio-environmental risks of its suppliers, Klabin is the first Brazilian company to bring the Ecovadis methodology to the country



Klabin has been a signatory to the Business Pact for Integrity and Against Corruption since 2013.

The Pact has the objective of combating corruption and promoting more honest and ethical markets



In 2013, Klabin became a signatory to the National Pact for the Eradication of Slave Labor, making a commitment not to negotiate with those who exploit slave labor

## **→** Biodiversity

**Conservation and Growth** 

Klabin

F A U N A

844 SPECIES

Identified\*\*



FLOR

1,889 SPECIES

Identified\*\*

Puma, pygmy brocket and howler monkey are some of the endangered species, protected in areas owned by Klabin



43%

of native forests conserved



Private Natural Heritage Reserve (RPPN) from Klabin

PARANÁ + SANTA CATARINA

8,839 HECTARES

holding a **High Conservation Value Area (HCVA)** and a newly inaugurated
Nature Interpretation Center



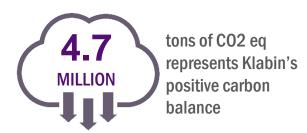




#### Low environmental impact with renewable and clean energy sources



#### ATMOSPHERIC EMISSIONS



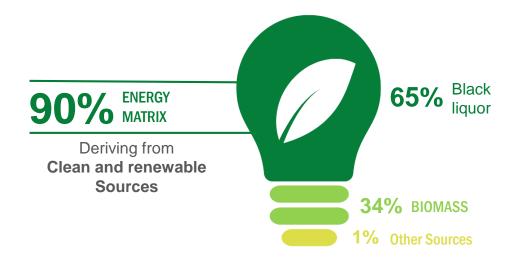
#### 2019 OWNWARDS

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

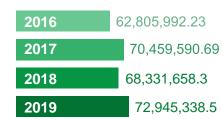
#### Scope 1 emissions, in a thousand tCO2eq\*



#### **ENERGY**

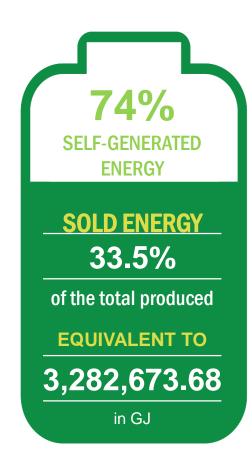


#### Total energy consumed, in GJ



#### ISO 50001

Puma Unit certification, demonstrating good practices in energy management



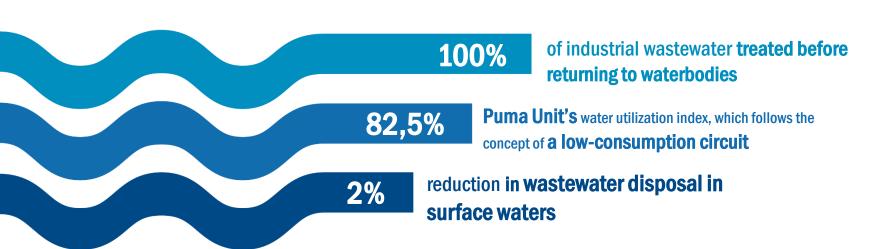
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\*Source: GHG Protocol

## **→**Water resources

#### **Conscious Use**

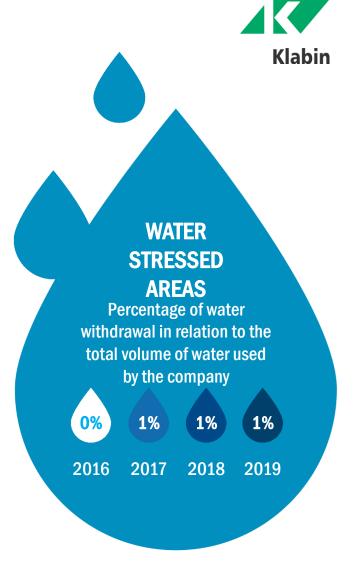
#### WATER RESOURCS AND WASTEWATER



**SOLID WASTE** 



96.7% reuse and recycling of solid waste in 2019



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## → Forest management

**Proper Care aligned with Preservation** 



## MOSAICSHAPED PLANTING

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



CERTIFIED BY FSC®
IN 2019, encouraged by Klabin



OF PRODUCER
CERTIFIED AREAS



OF NATIVE FORESTS RESTORED UNTIL 2018



## **1,151** SUPPLIERS

Timber suppliers were visited and evaluated by Klabin's Controlled Timber Program, following the FSC® chain of custody certification methodology.



#### Klabin's objectives for a sustainable development

Klabin's objectives for a sustainable **development (KODS)** are in line with the complete UN' SDGs 2030 agenda, prioritizing 14 SDGs and indirectly impacting the other 3



#### **CONSTRUCTION OF A** RENEWABLE FUTURE

- **Energy Use**
- Water Use
- **Waste Management**
- Climate Change

#### **CONTRIBUTION TO A SUSTAINABLE ECONOMY**

- **Local Development**
- Social and

Environmental

**Development of Suppliers** 

- Clients and Products
- **Biodiversity**

#### **PROSPERITY TO THE PEOPLE AND COMMUNITY**

- Diversity
- Occupational Health and Safety

#### **TECHNOLOGY AND INNOVATION**

Information Security



































































FOR THE GOALS

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



#### **US\$ 500 MILLION**

2027

**Issuer:** Klabin Finance S.A.

**Interest:** 4.875%

Term: 10 years Maturity: October 19th, 2027

**US\$ 700 MILLION** 

2049

**Issuer:** Klabin Austria GmbH

**Interest:** 7.000%

Term: 30 Years

Maturity: April 3rd, 2049

#### THE PROJECTS FUNDED PERTAIN TO 7 CATEGORIES:



FOREST MANAGEMENT



RESTORATION OF NATIVE FORESTS



RENEWABLE ENERGY



CLEAN TRANSPORT



ENERGY EFFICIENCY



WASTE MANAGEMENT



## Sustainability Linked Bond

#### Issue associated to sustainable performance indicators



#### **2025 TARGETS**



WATER CONSUMPTION



WASTE MANAGEMENT



SPECIES REINTRODUCTION

Consumption intensity equal or less than 3.68 m³ per tonne of production;

Minimum of **97.5**%

reusage/recycling of solid waste; and

Reintroduction of at least two extinct or threatened native species in the ecosystem

## **US\$ 500 MILLION**

#### 2031

Issuer: Klabin Austria GmbH
Interest: 3.200% p.y.
Term: 10 Years
Maturity: January 6th, 2031

## KLABIN'S MARKETS











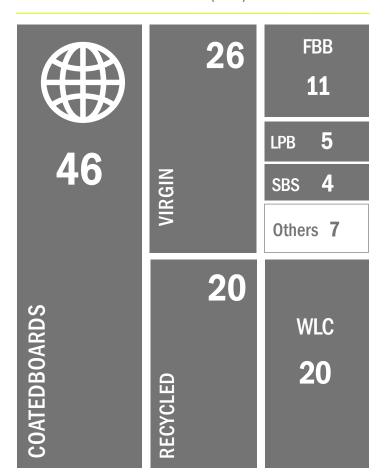
### **Coated board Market Worldwide**



#### Strong growth expected in the main markets served by MP 28

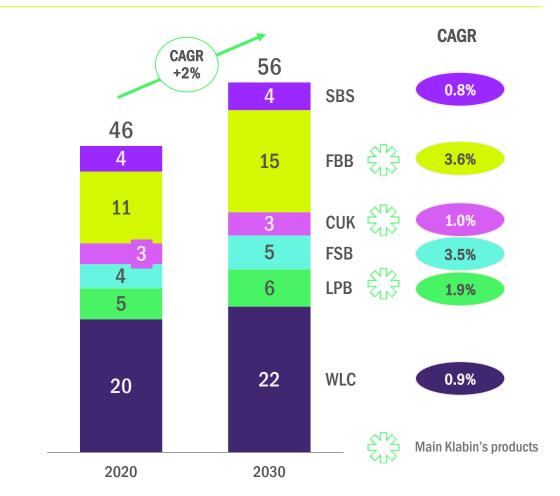
#### **Fiber and Paper Breakdown**

Millions Ton (2020)



#### **Growth Projection**

Million Ton

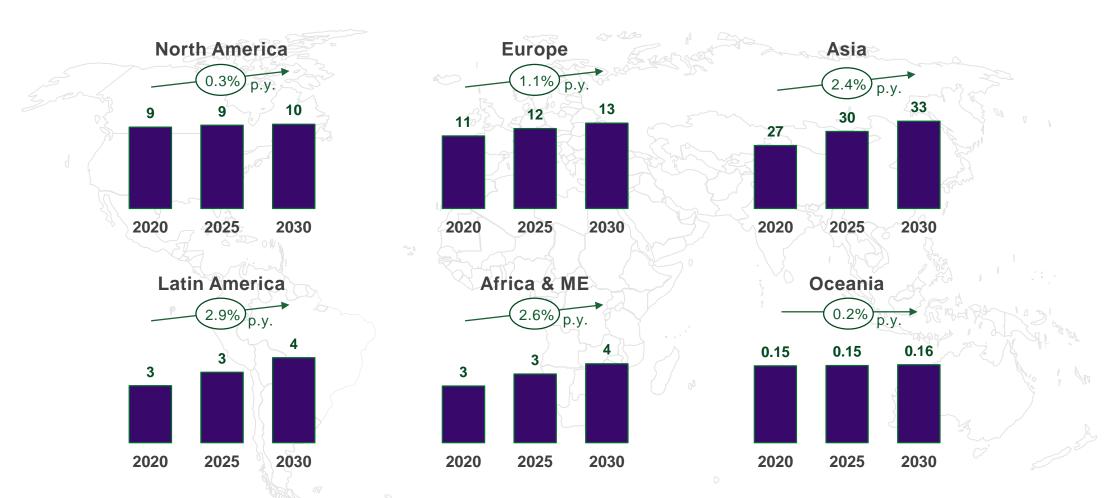




## **Coatedboards expected market growth**

#### **Demand by region – In million tonnes**





Source: ÄFRY



## **Coated board Market Growth Drivers**



#### Several drivers support the strong growth expected for the coated board demand



#### **Income increase**



#### **Urbanization, speed and praticity**

Trend of increased consumption through delivery and to go food



#### **Substitution of single-use plastic**

Coated board as the main beneficiary of the movement to replace the use of plastic



#### Renewable and premium packaging

Growing concern with the consumption of sustainable products



#### Packaging as a marketing tool

First contact point between the client and the brand



#### Legislation

Recycled paper banned for use in food boxes

Coated board market requires more technology, processes and technical approval



LPB (Liquid Packaging Board): used in liquid packaging



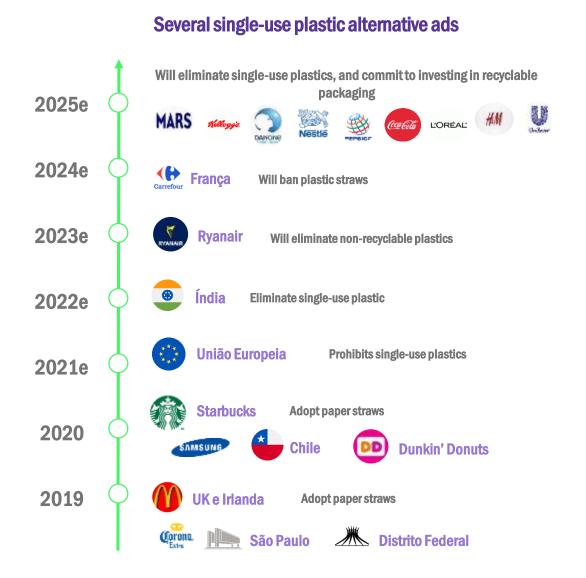
FBB (Folding Boxboard): used in food packaging



## **High Quality Virgin Fiber Coatedboard Gaining Space**

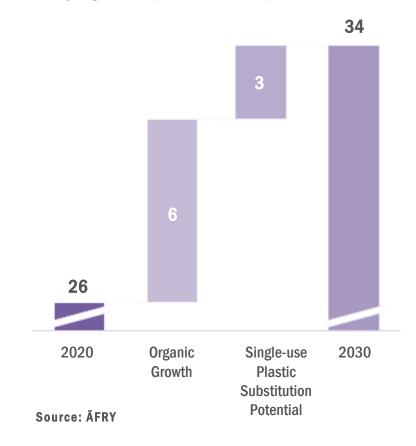


#### High potential for single-use plastic substitution



## Single-use Plastic substitution potential for global paperboard demand

Only Virgin Fibers (in million of tonnes)



## Kraftliner







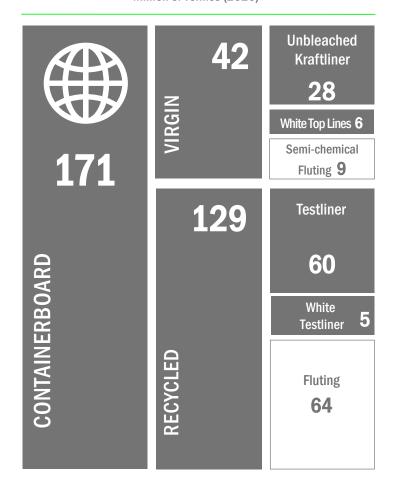


## **Global market of Containerboard**

#### **Growth Expectations**

#### **Paper and Fibers Breakdown**

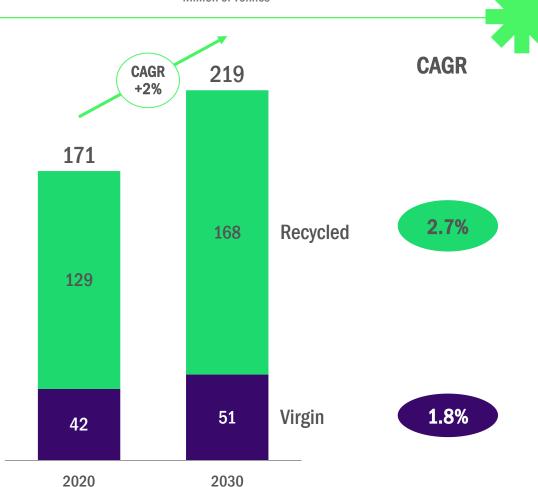
Million of Tonnes (2020)





#### **Demand Growth Projection**

Million of Tonnes

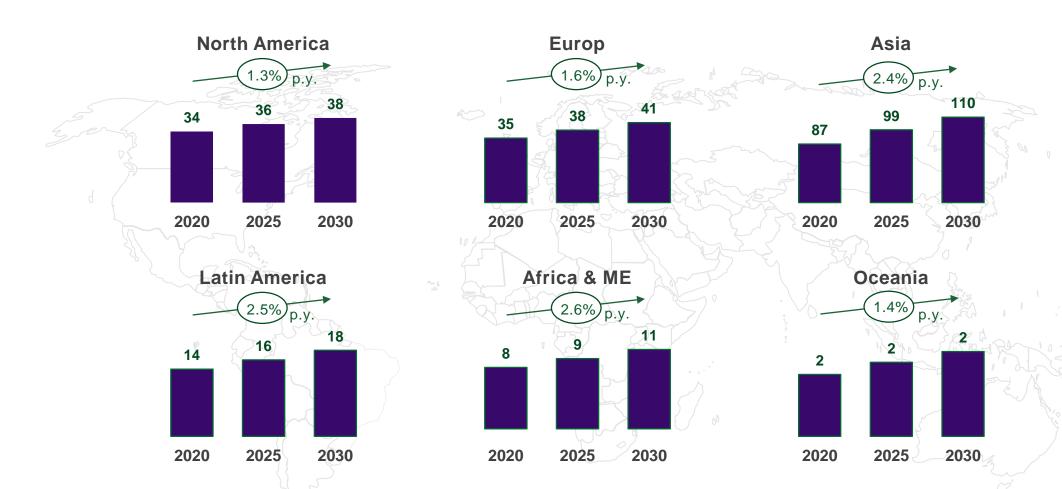




## **Containerboard expected market growth**

#### **Demand by region – In million tonnes**





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Source: ÄFRY

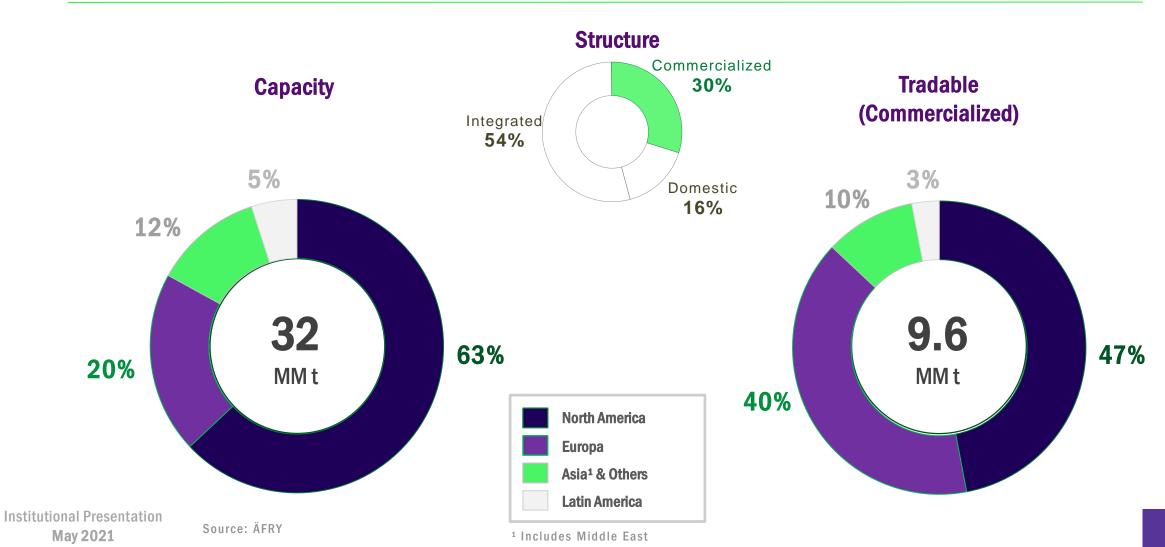


## **Kraftliner market globally**

The majority of Kraftliner produced in the world is integrated



#### **Mercado de Kraftliner**







**Urbanization, Sustainable Alternatives and New Technologies** 



### **Restrictive Regulation**

Holding back access to OCC and surging up prices.



### **Privileged Site**

Higher forestry productivity



#### **E-Commerce**

Consistent growth within the retail business.



### **Higher forestry productivity**

Resilient demand increase alongside population growth.



## **Sustainable Packaging Alternatives**

Use of biodegradable, renewable, recyclable and compostable materials.



#### **Industrial Park Renewal**

New plants with significantly better technology than the previous ones.



## Klabin

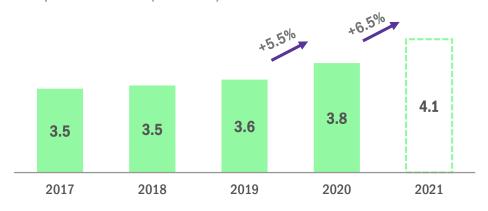
#### **Startup of the new machine in ideal market conditions**

#### **Expectation of a strong recovery in the global economic**

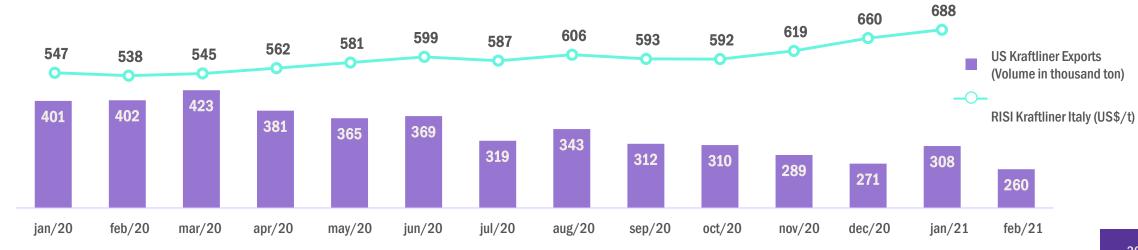


#### **Heated demand for corrugated boxes**

Brazil expedition - Volume (million ton)



#### Decrease in the US kraftliner exports driving the price increase



## Packaging









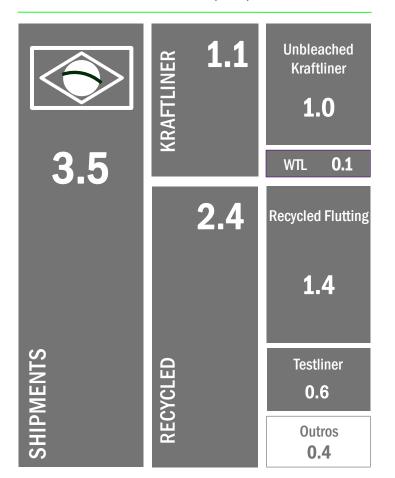
## **Corrugated Boxes Market**

#### **In Brazil**



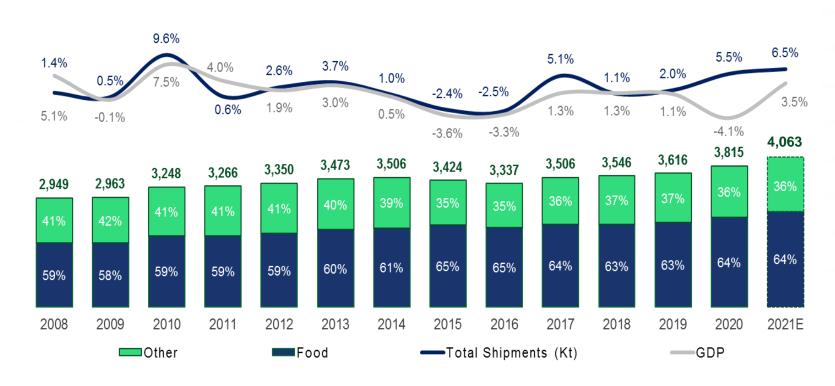
#### **Paper and Fibers Breakdown**

Million tonnes (2018)



#### **Corrugated Boxes Shipments and Growth**

Million tonnes and Var. %



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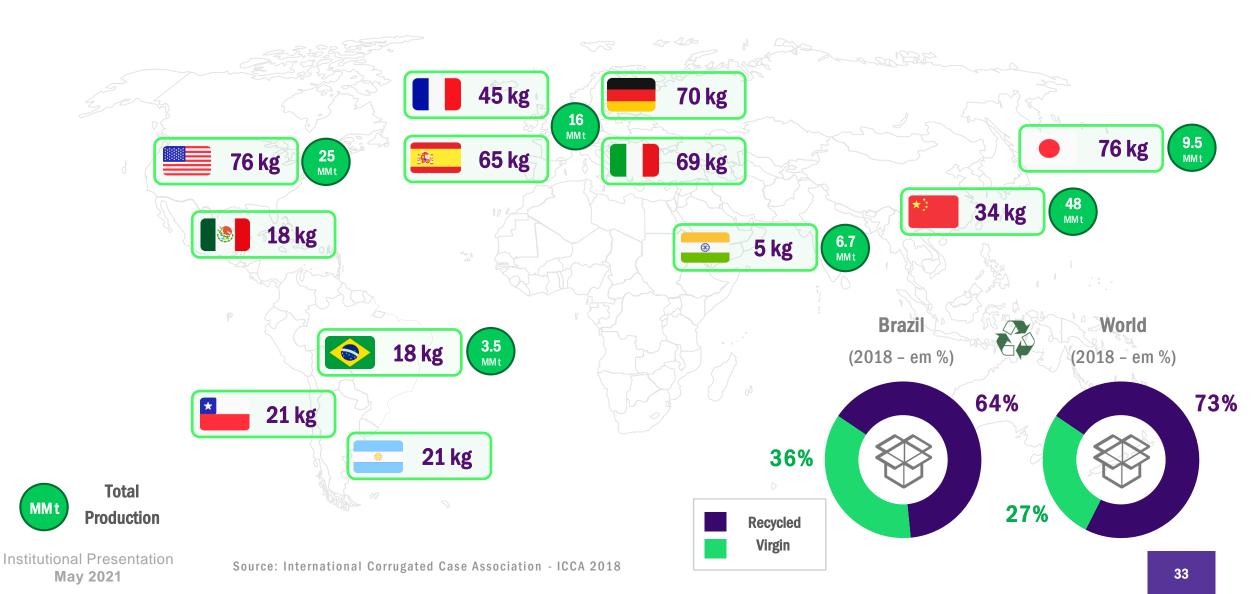
Source: Empapel
WTL - White Top Liner



## → Per capita corrugated cases output

#### **Brazil shows potential for growth**

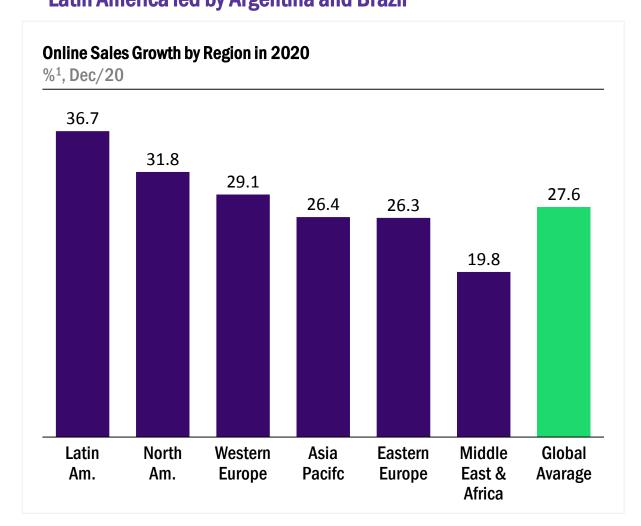


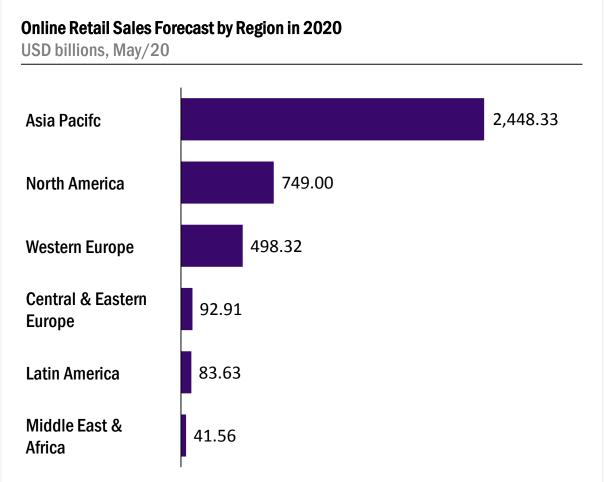






### The global growth of e-commerce promotes the growth of corrugated boxes production Latin America led by Argentina and Brazil







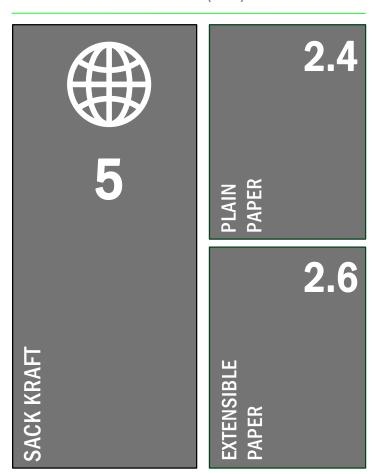
## **Industrial Bags Market**

#### **Growing Markets**



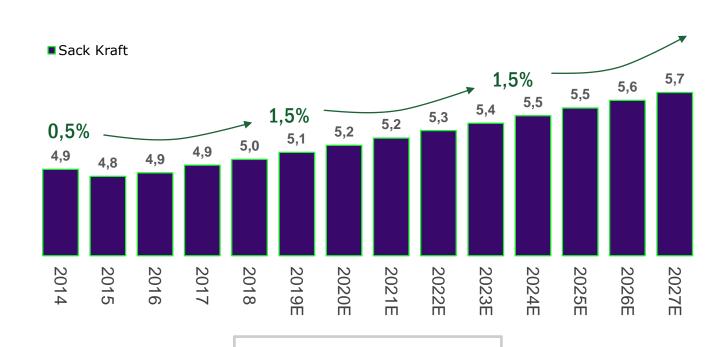
#### **Paper and Fibers Breakdown**

Million tonnes (2018)



#### **Growth Projection**

Million tonnes



#### **SACK KRAFT**

**+60** ktons/yr 1.3% p.y. until 2027

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Fonte: Pöyry

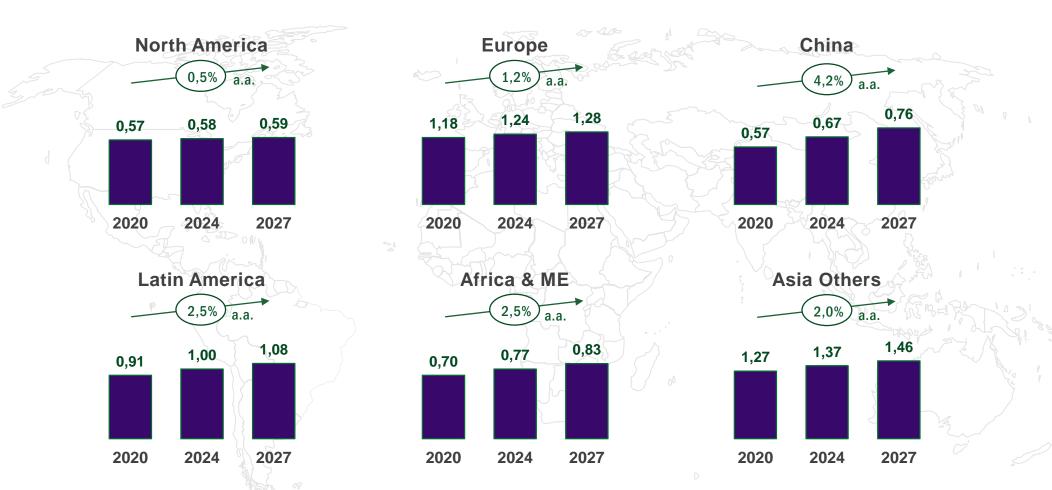
35



## **Industrial Bags expected market growth**

# Klabin

#### **Demand by region – In million tonnes**



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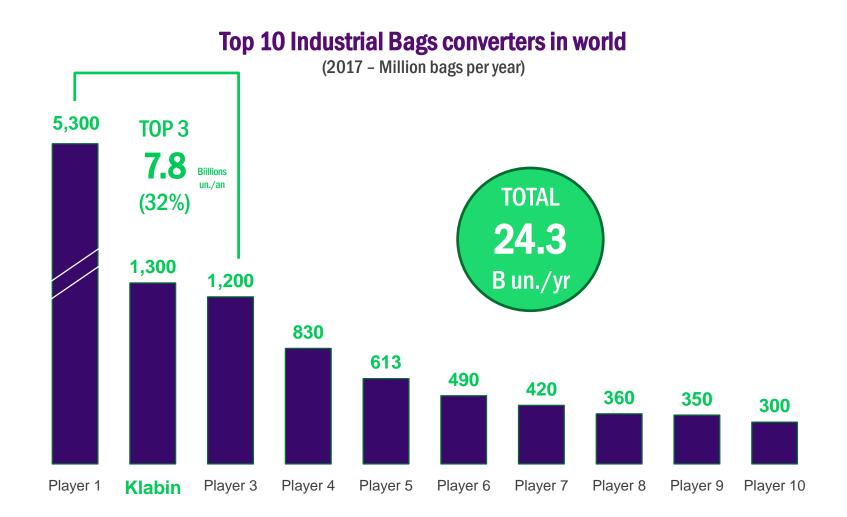
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Source: ÄFRY



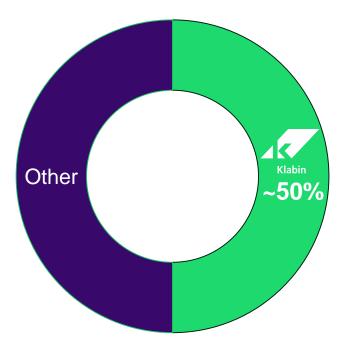
#### **Market Breakdown**





#### **Industrial Bags**

Market-Share in Brazil



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Sorce: Pöyry, Fisher Solve

# **MARKET PULP**







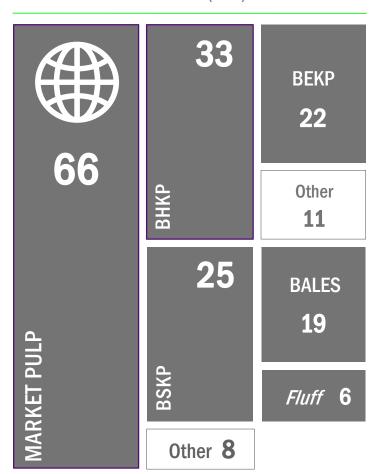
## → Global Market of Pulp

#### **Growing markets**



#### **Paper and Fibers Breakdown**

Million tonnes (2018)



#### **Growth Projection**

Million tonnes



#### **BHKP**

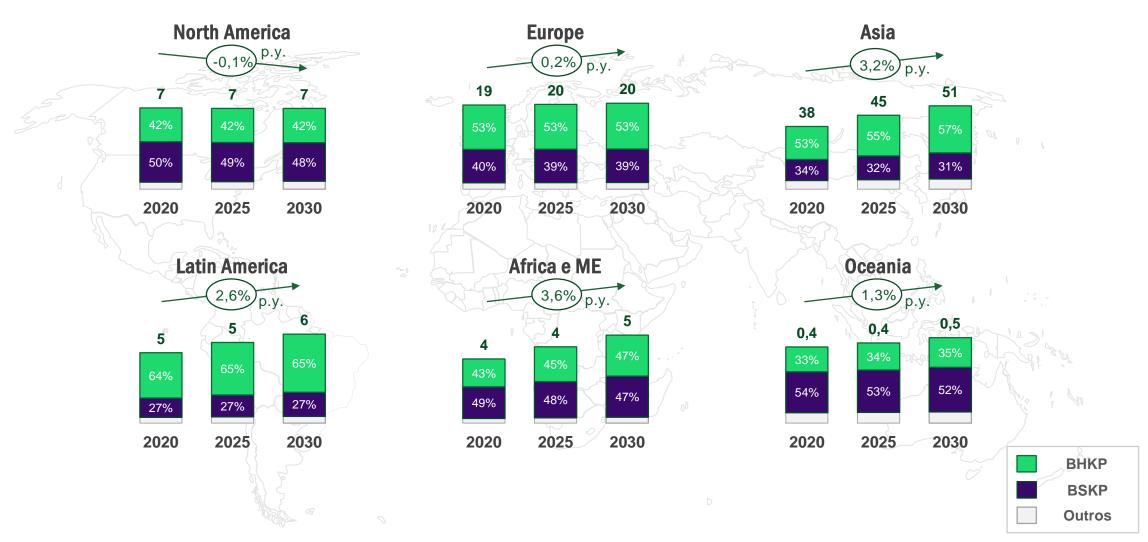
**+1.200** ktons/yr 3.0% p.y. until 2030

**BSKP**+400 ktons/yr
1.3% p.y. until 2030



#### **Demand by region – In million tonnes**





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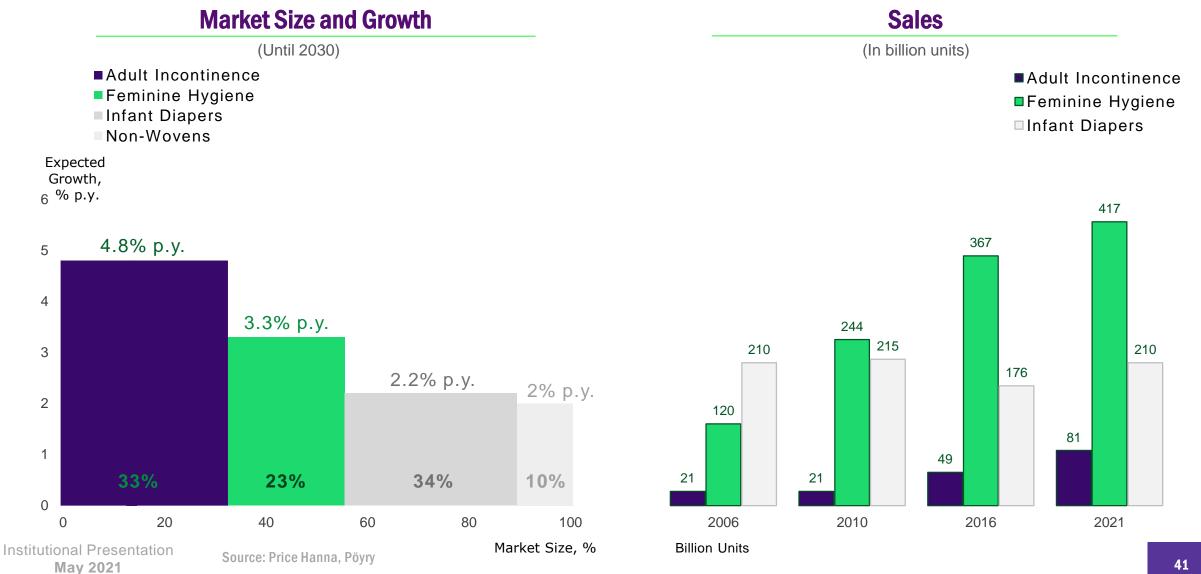
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Source: Pöyry

## **Fluff Market**



#### With population aging, adult incontinence diapers market offers great opportunities



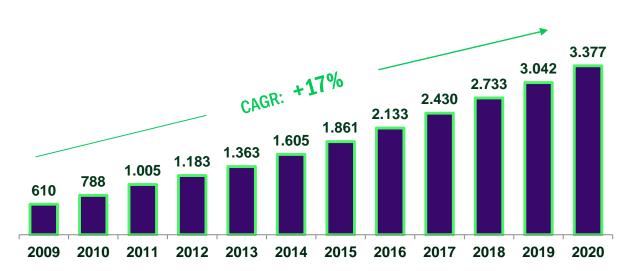




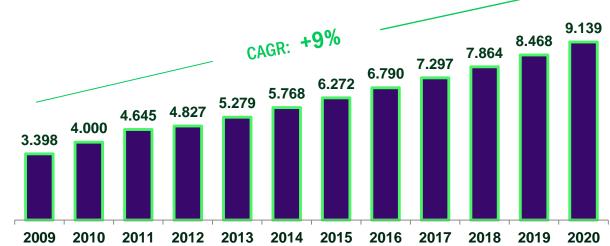


### **ADULT DIAPER SALES**

(R\$ million)



## **INFANT DIAPER SALES** (R\$ million)











#### **Value enhancers**



### **Project Highlights**



1 Wh

#### **White Top Liner**

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

**Fixed Cost** 

2

3 Productivity

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

**Operational Efficiency** 

Lower cash cost compared to

Klabin's current cost

4

5 Additional Capacity

Expected production to reach above nominal capacity levels due to historical performance records trend

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



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#### **Distinct products for growing distinct markets**

#### **White Top Liner**

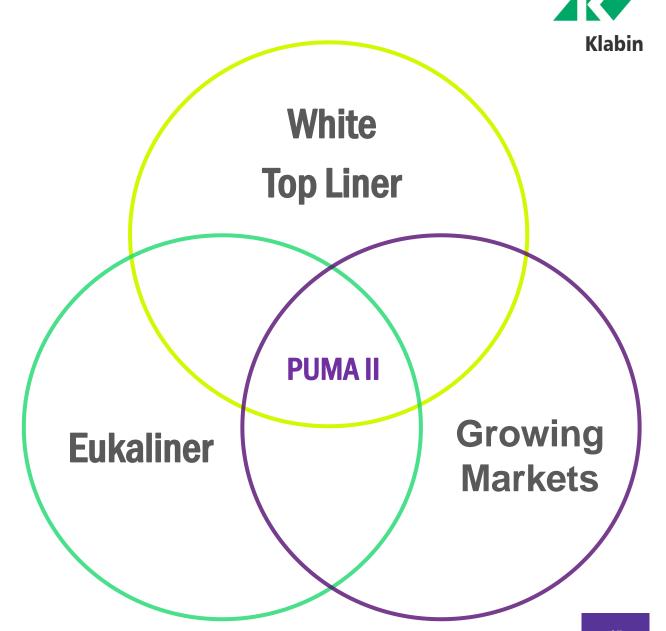
- Demand for approx. 6 Million t/y
- Demand grows 3% to 4% p.y.
- Low integration market
- New product on the most demanded grammage range

#### **Eukaliner**

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

#### **Growing Markets**

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



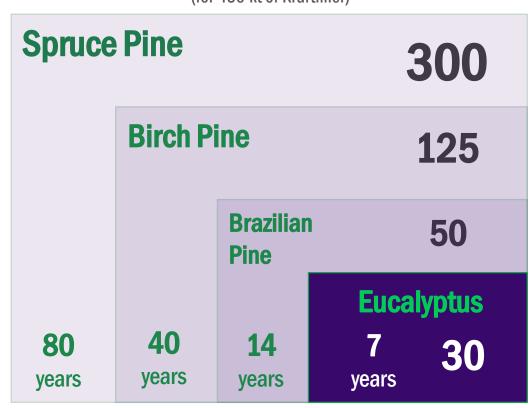


#### Klabin will be pioneer on short fiber Kraftliner production



#### Planted area & Years to harvest

(for 450 kt of Kraftliner)







### **Sustainability**

- Planted area reduction
- Smaller loss after recycling



**10**x

smaller

area

**10**x

faster to

grow

#### Quality

- Better printability
- Endurance on low grammages



### **Efficiency**

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



### 1<sup>st</sup> Machine

## Klabin

#### Hot market and most of the production allocated in contracts





Capacity: 450 thousand ton/year<sup>1</sup>

Fibers: 100% Short Fiber



Type: Eukaliner® + Eukaliner® White (20% of the capacity)

Low/Medium Grammage (90 to 200 g/m²)

## **→** Eukaliner® Differentials



Innovative product tested and approved by customers worldwide

First kraftliner made from 100% eucalyptus fiber



>10% of grammage reduction



**Better printability** 



**Eukaliner®** 

awarded in Packaging Innovation by the PPI Awards, Fastmarkets RISI





More sustainable



**Stronger structure** 



Higher performance and energy and vapor savings



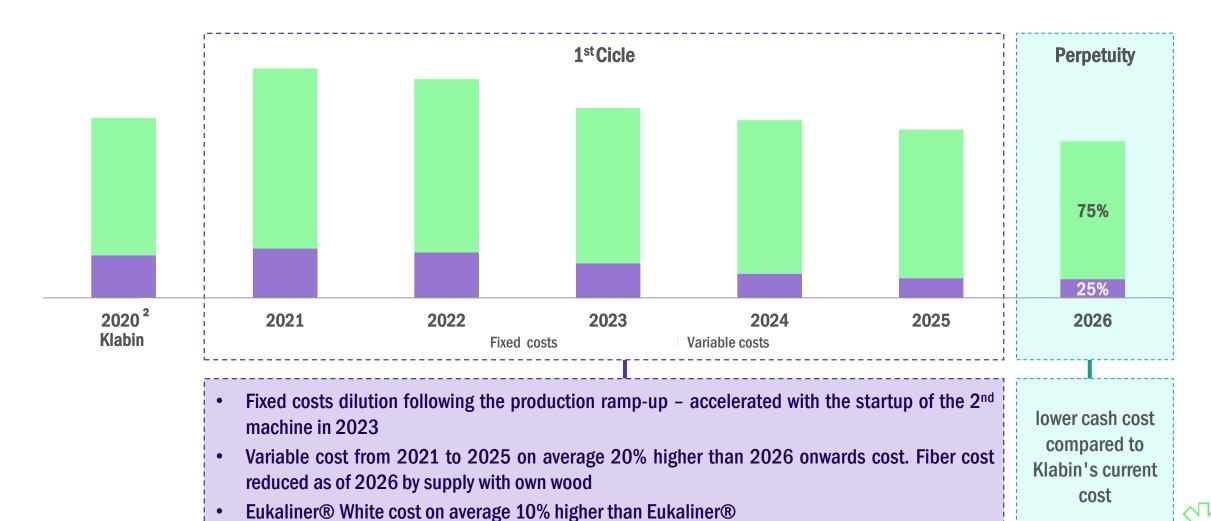
for customers worldwide - structure, performance and grammage reduction





## Klabin

#### Lower production cost compared to Klabin's current assets



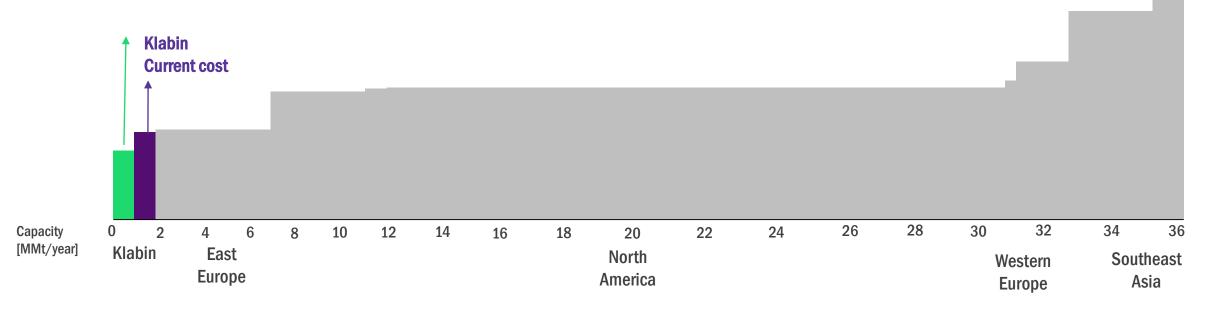




#### **New machines will improve the Klabin's kraftliner plant competitiveness**

## Global Cash Cost Curve Kraftliner

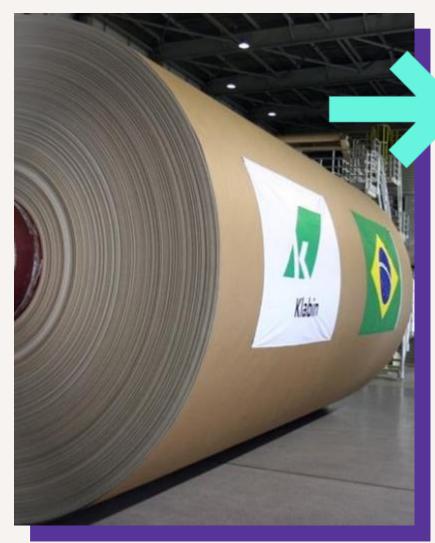




## → 2<sup>nd</sup> Machine



#### Flexibility to produce Coated board and/or Kraftliner with higher value creation



**PM 28** 

Capacity: 460 thousand ton/year<sup>1</sup>

Type: Coated board (LPB<sup>2</sup>/Folding/Carrierboard) and/or Kraftliner

Possibility to produce white coated board without considerable modifications in the unit

Medium/High Grammage (150 to 350 g/m²)

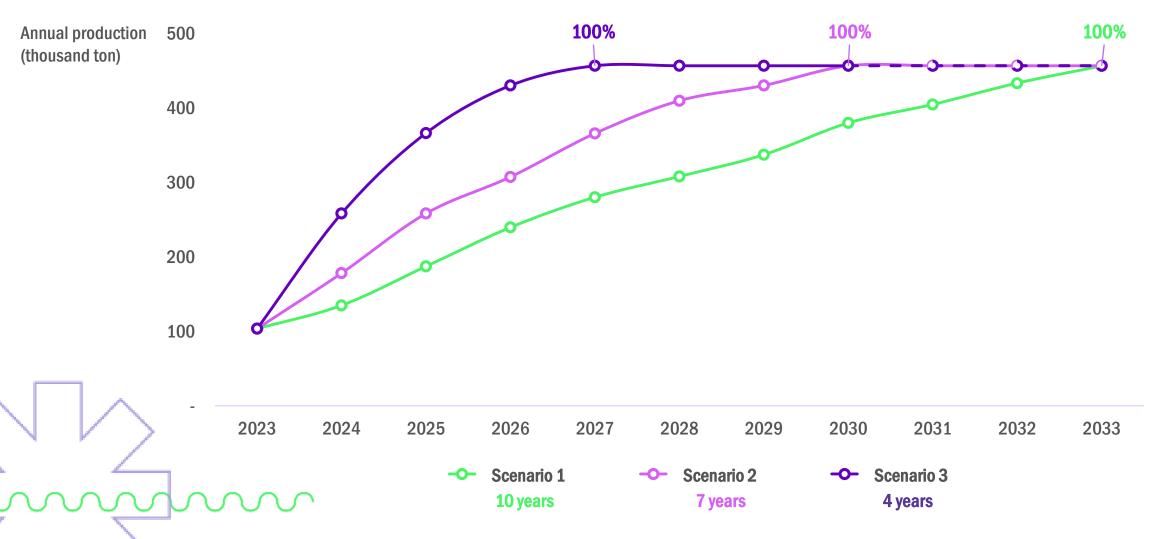




## → Incremental Coated Board Production Scenarios



#### **Coated board flexibility production ramp-up depending on market conditions**





## → Coated board Cash Cost



**High competitiveness and production cost efficiency** 

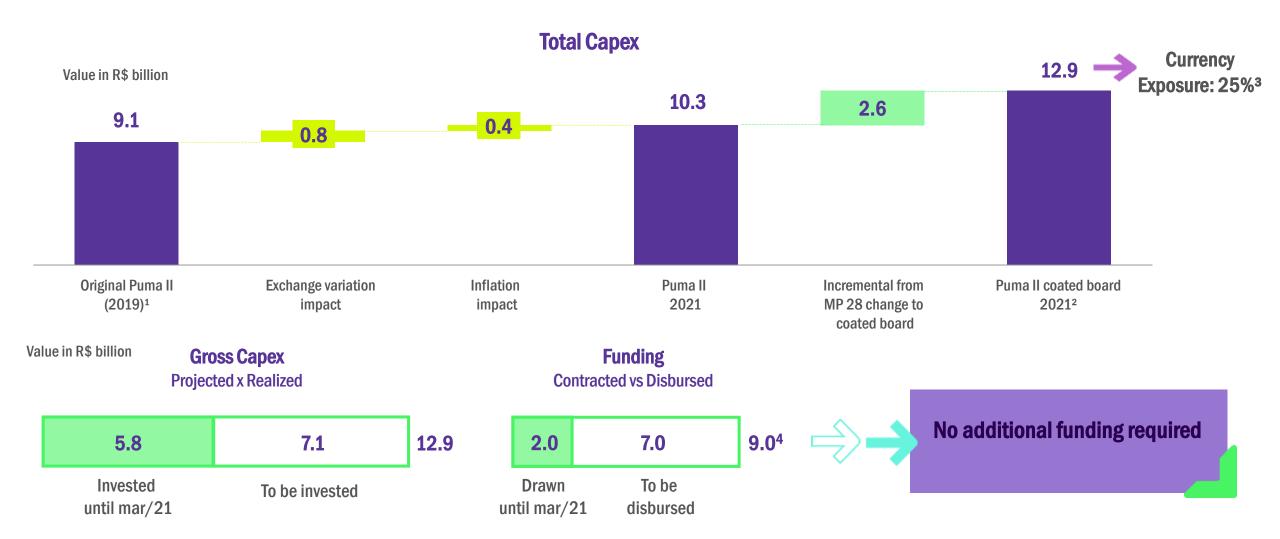


## $\rightarrow$

### **Investments & Resource Sources**



#### **Current cash position and cash generation from current business will be the main sources of funds**

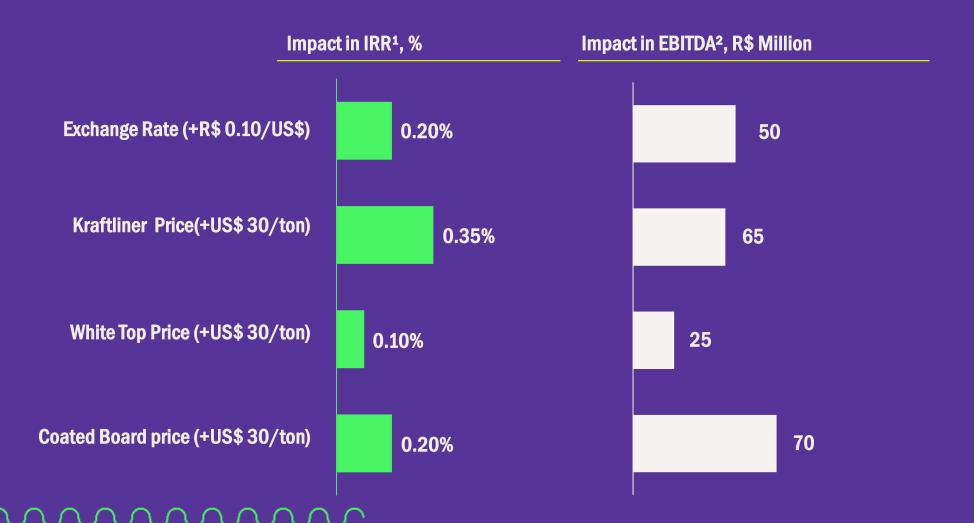


<sup>1 -</sup> Original Capex in real terms base 2019 at RS\$/US\$ 3.66 readjusted to 2021 basis at RS\$/US\$ 4.90; 2 - Of this amount around R\$ 1.2 billion refers to tax credits; 3 - Referring to the complete project; 4 - Financing from BNDES (R\$ 3.0 bn), FINNVERA (R\$ 1.3 bn) and IDB INVEST/IFC/JICA (R\$ 4.2 bn) considering the US\$/R\$ rate at the end of the period.



## Sensitivity Analysis (PM 27 + PM 28)



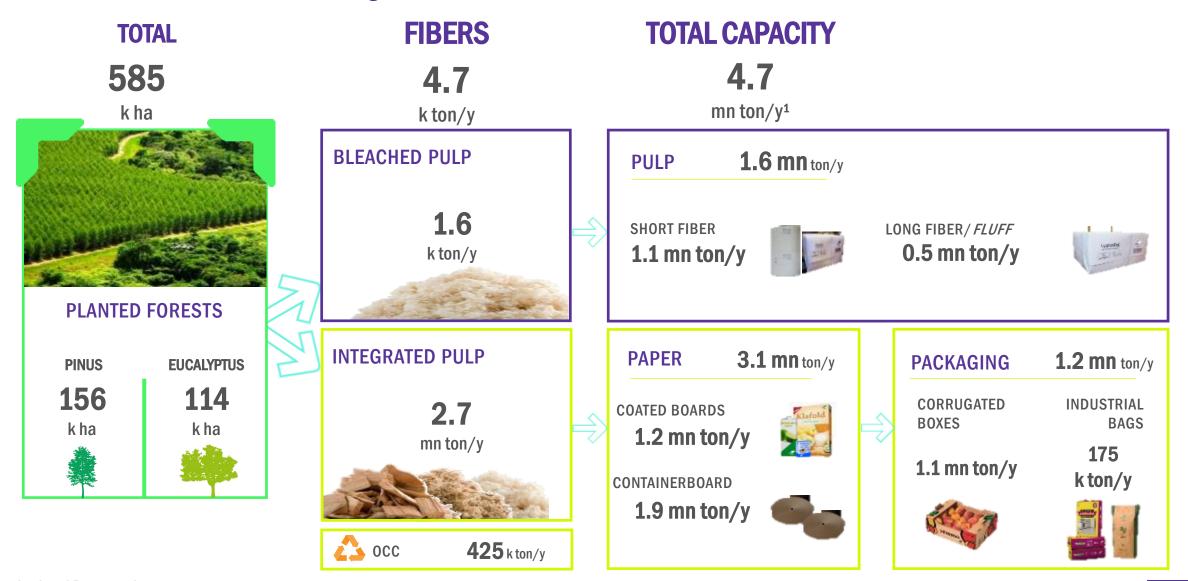


<sup>1 -</sup> IRR refers to the whole project; 2 - Considering total capacity of the two machines without creep capacity, 1<sup>st</sup> machine producing 80% kraftliner and 20% White Top Liner and the 2<sup>nd</sup> machine with 100% of the coated board production volume and exchange rate of R\$ 4.93/US\$

## → Klabin after Puma II



#### **Growth with the maintenance of the integrated, diversified and flexible business model**







#### **Project reinforces the Company's unique attributes**

#### **Value Creation**

2<sup>nd</sup> Machine with coated board production ensures **growth** with greater **value creation** to shareholders

#### **Innovation**

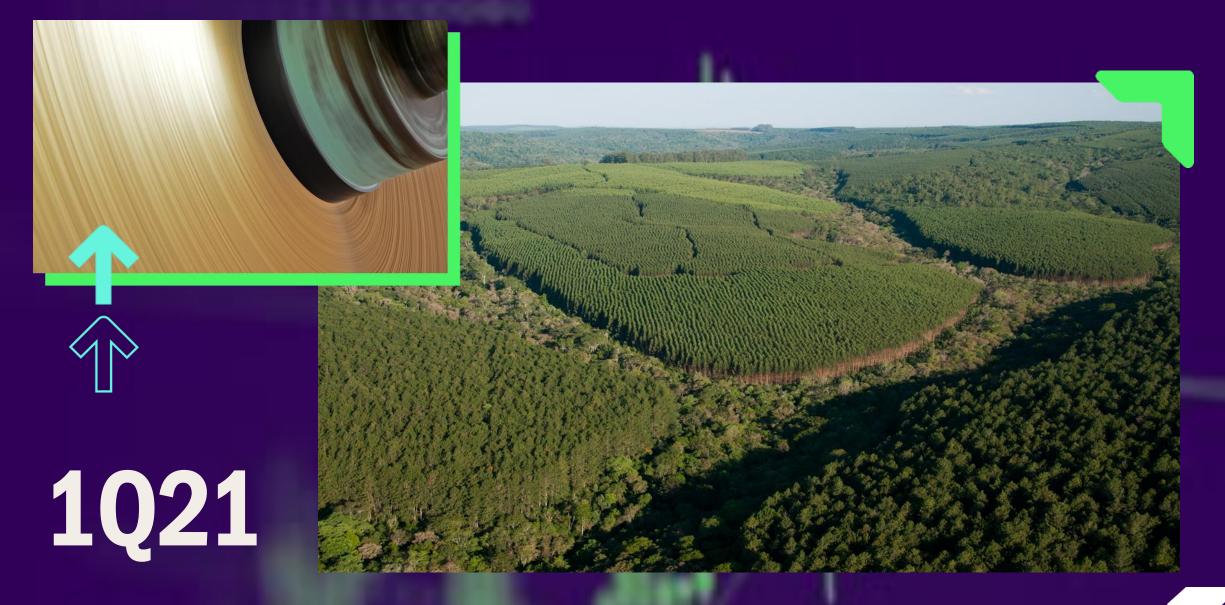
Advances in **biobarriers** application for new uses of coated board and **Eukaliner®**, the world's first kraftliner produced with 100% eucalyptus fiber

#### **Sustainability**

Less land needed, substitute products for single-use plastic, reduced water consumption and energy from renewable sources

#### Resilience

**Diversified** product portfolio and integration ensures **flexibility** and less volatility of results







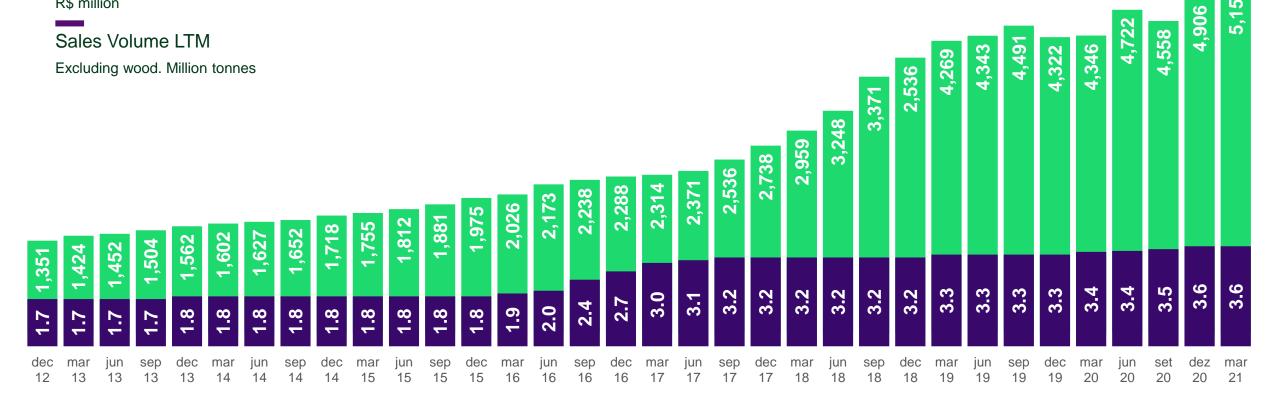


#### **Sales Volume vs Adjusted EBITDA**



Adjusted EBITDA LTM

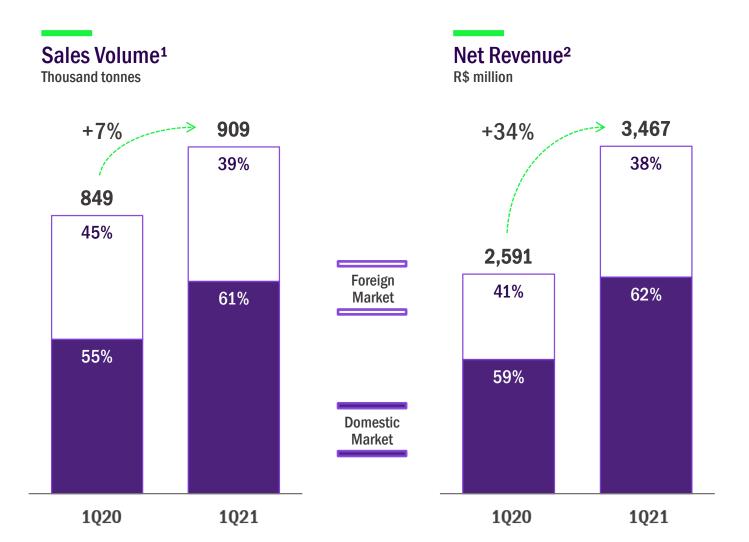
R\$ million





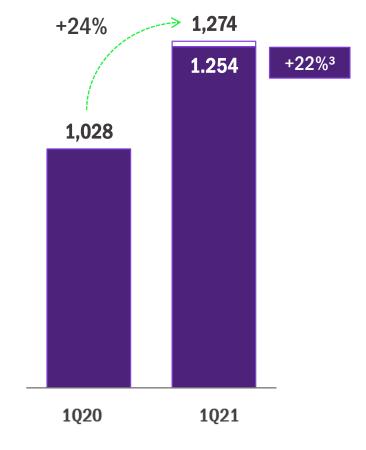
# Klabin

#### **Leadership in Resilient Markets**



2 - inncludes Wood and Other Revenue and impact of negative *Hedge Accounting* of R\$ 11,0 million in 1Q21

## Adjusted EBITDA R\$ million

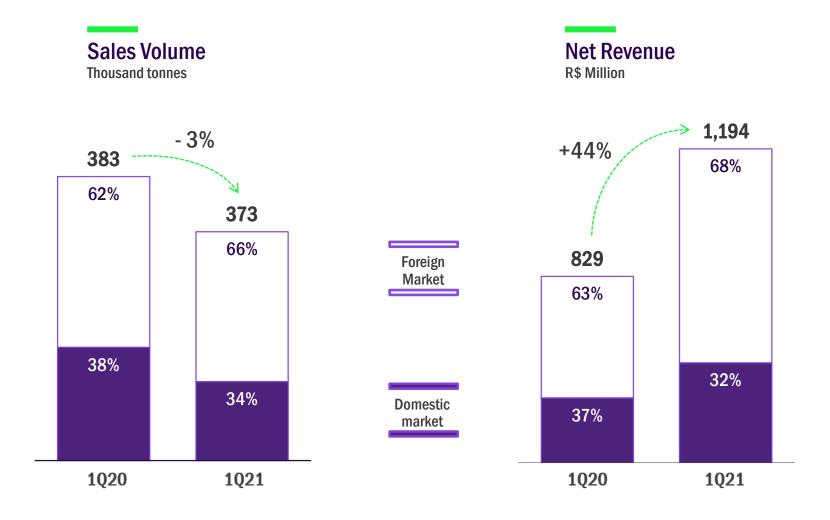


3 - Excludes non-recurring effect of the net gain from the sale of Nova Campina in 1Q21





#### **Puma Results**

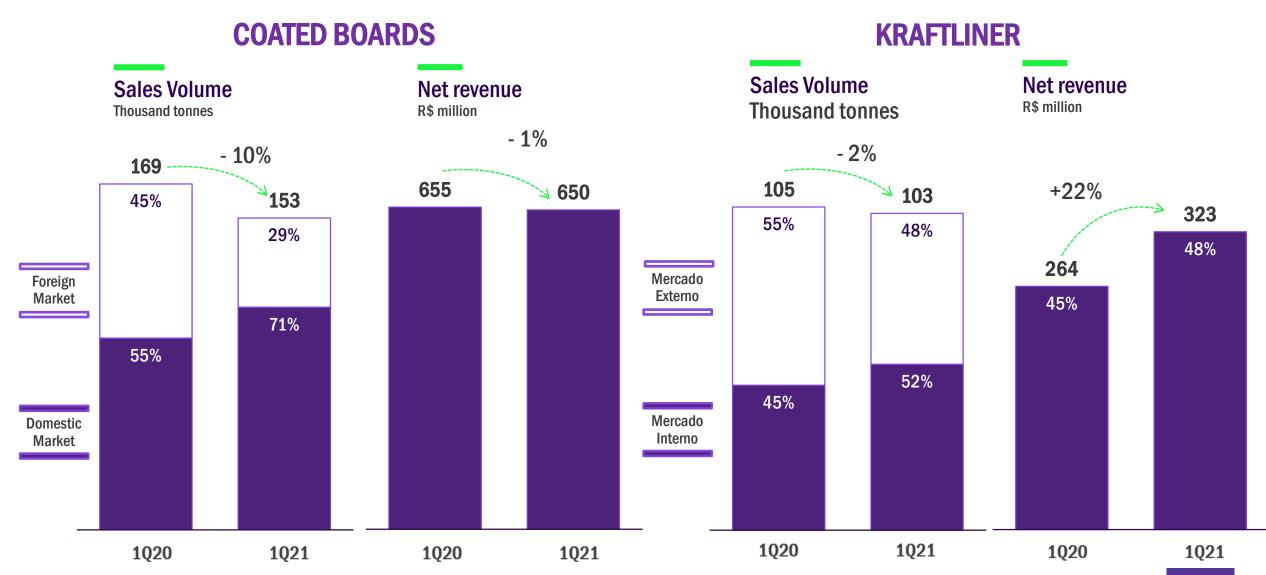




## **Business Unit: Paper**



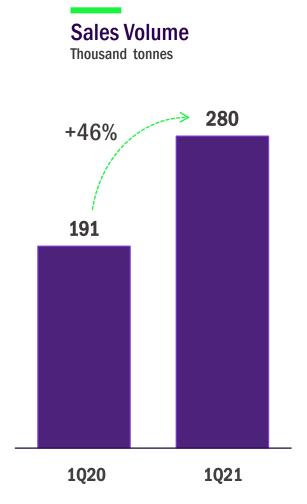
**Coated Boards and Kraftliner Results** 

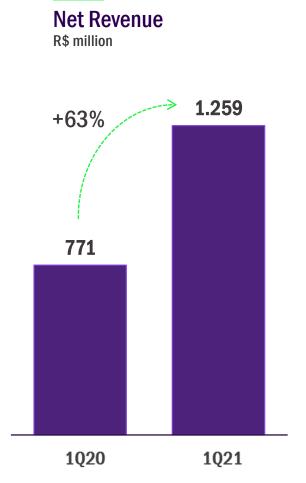




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#### **Corrugated Boxes and Industrial Bags Results**

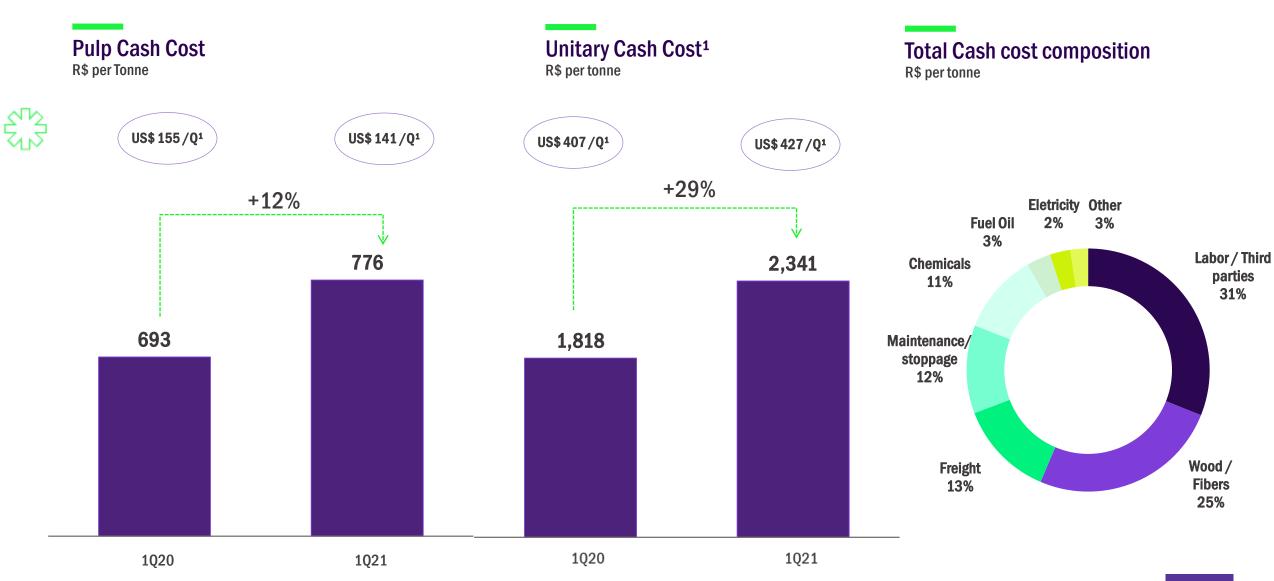




## → Cash Cost 1Q21

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#### **Puma and Unitary Cash Cost**



## → Free Cash Flow



#### Adjusted Free Cash Flow reached R\$4.5 billion in the last twelve months, representing Adjusted FCL Yield of 17.4%.

R\$ million	1Q21	4Q20	1Q20	LTM 1T21	LTM 1T20
Adjusted EBITDA	1,274	1,312	1,028	5,153	4,345
Capex <sup>1</sup>	(815)	(2,008)	(820)	(5,169)	(3,097)
(-) Interest Paid/Received	(222)	(636)	(243)	(1,490)	(1,095)
(-) Income Tax	(40)	(2)	(1)	(48)	(47)
(+/-) Working Capital	(532)	926	(308)	1,887	(478)
(-) Dividends & IOC	-	-	(223)	-	(910)
(+/-) Others	74	(240)	(32)	(186)	(32)
Free Cash Flow	(261)	(648)	(600)	148	(1,314)
Dividends & IOC	-	-	223	-	910
Puma II Project	497	1,468	527	4,014	1,798
Special Projects and Growth	67	296	23	383	210
Adjusted Free Cash Flow <sup>2</sup>	303	1,116	173	4,546	1,604
Adjusted FCF Yield <sup>3</sup>				17.4%	7.6%

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<sup>&</sup>lt;sup>1</sup> Capex under cash accrual method does not consider investments into SPVs (Special Purpose Vehicles)

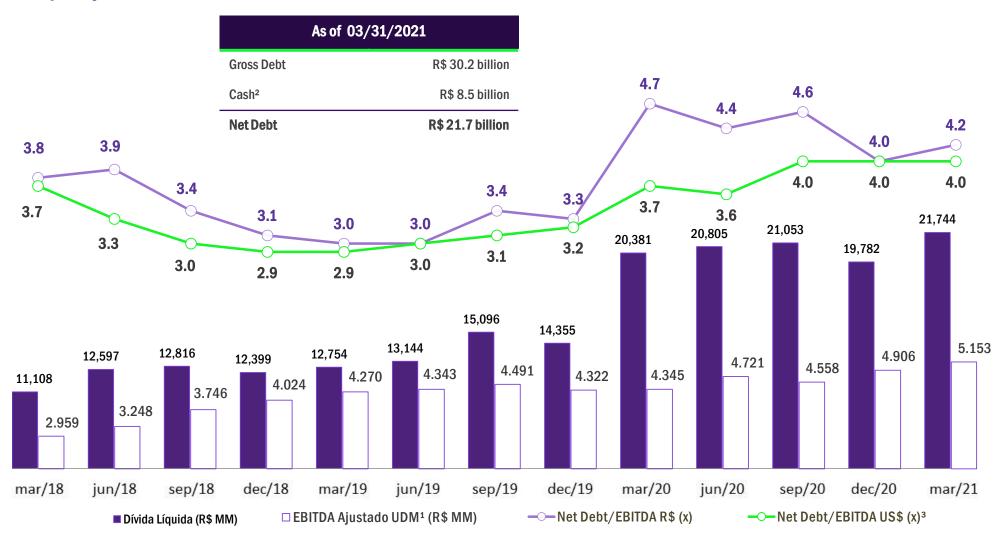
<sup>&</sup>lt;sup>2</sup>Excluding dividends and expansion projects

<sup>&</sup>lt;sup>3</sup> Yield - Adjusted FCF per share (excluding treasury stock) divided by the average price of the Units in the LTM.

## → Net Debt and Leverage



Net debt and leverage consistent with the Puma II investment cycle and within the parameters of the Company's financial indebtedness policy



<sup>1 -</sup> UDM: Últimos Doze Meses

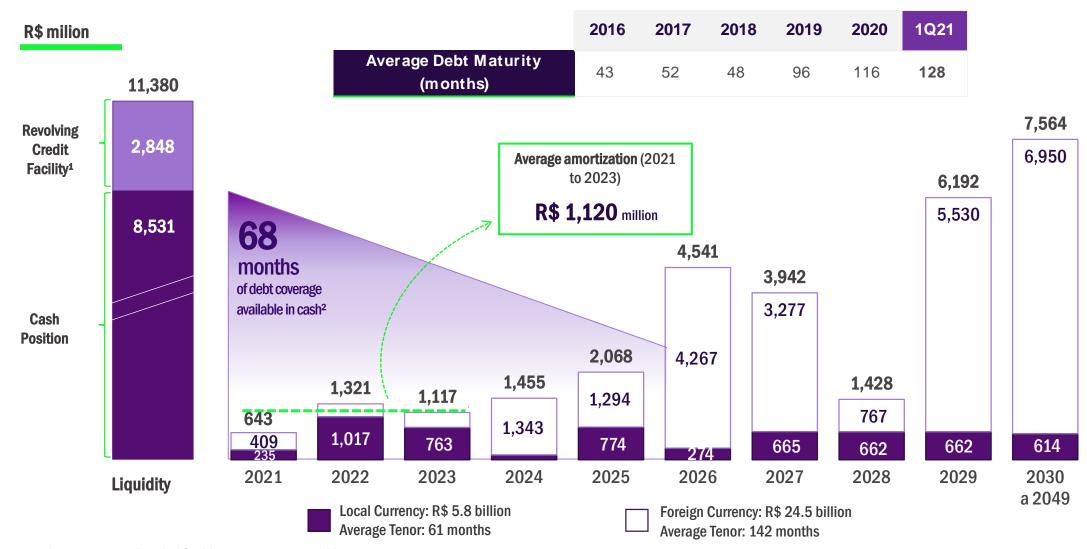
<sup>2 -</sup> Não inclui linha de Crédito Rotativo de US\$ 500 milhões com vencimento em dez/23

<sup>3 -</sup> Dív. Liq./EBITDA (US\$): considera o dólar final do período para o cálculo Dívida Líquida e o dólar médio do período para o EBITDA





Average debt maturity of ~11 years and average amortization of R\$ 1,120 million between 2021 and 2023, the remaining construction period for the Puma II Project



<sup>1 -</sup> Revolving Credit Facility (RCF) of US\$ 500 million due on Dec/23

2 - Excludes RCF's US\$ 500 million availability

## → Retorn On Invested Capital<sup>1</sup>

#### **Continuous return improvement**

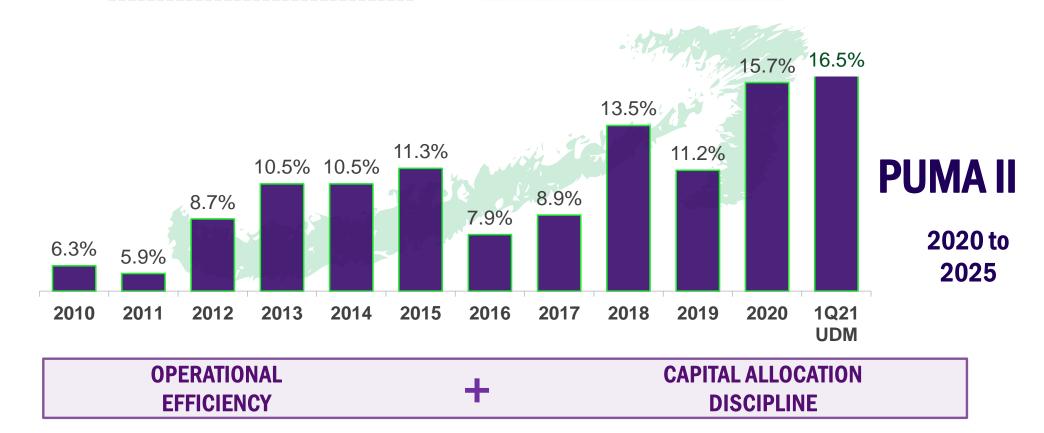


Production Debottlenecking

Costs Reduction

Production Debottlenecking

Costs Reduction



<sup>&</sup>lt;sup>1</sup> ROIC: [EBITDA - Sustaining CAPEX - Cash Tax] / [Total Asset - PP&E UnderConst. -Total Liability (exc. Debt)<sup>2</sup> - Bio. Assets Adjustment<sup>3</sup>]

<sup>&</sup>lt;sup>2</sup> Total Liability – Total Debt

<sup>&</sup>lt;sup>3</sup> Fair Value of Biological Assets - Deferred Tax ref. Biological Assets





(R\$ thousands)	1Q21	4Q20	1Q20	$\Delta$ 1Q21/4Q20	Δ 1Q21/1Q20
Gross Revenue	4.007.822	3.817.872	2.983.317	5%	34%
Discounts and Rebates	(541.275)	(550.416)	(391.930)	-2%	38%
Cash Flow Hedge Realization	(11.018)	-	-	n/a	n/a
Net Revenue	3.466.547	3.292.182	2.591.387	5%	34%
Variation in the Fair Value of Biological Assets	42.704	341.053	217.258	-87%	-80%
Cost of Products Sold	(2.389.954)	(2.299.639)	(1.814.427)	4%	32%
Gross Profit	1.119.297	1.333.596	994.218	-16%	13%
Selling Expenses	(266.841)	(306.441)	(246.989)	-13%	8%
General & Administrative Expenses	(204.468)	(245.727)	(149.121)	-17%	37%
Other Revenues (Expenses)	31.871	262.187	11.913	-88%	168%
Total Operating Expenses	(439.438)	(289.981)	(384.197)	52%	14%
Operating Income (Before Fin. Results)	679.859	1.043.615	610.021	-35%	11%
Equity Pickup	925	6.052	22.287	-85%	-96%
Financial Expenses	(438.478)	(262.247)	(2.169.582)	67%	-80%
Liabilities Foreign Exchange Result	82.432	1.253.038	(3.896.684)	-93%	n/a
Total Financial Expenses	(356.046)	990.791	(6.066.266)	n/a	-94%
Financial Revenues	29.831	86.210	107.491	-65%	-72%
Assets Foreign Exchange Result	123.106	(148.498)	470.442	n/a	-74%
Total Financial Revenues	152.937	(62.288)	577.933	n/a	-74%
Financial Result	(203.109)	928.503	(5.488.333)	n/a	-96%
Net Income Before Taxes	477.675	1.978.170	(4.856.025)	-76%	n/a
Income Tax and Soc. Contrib.	(56.967)	(651.170)	1.713.482	-91%	n/a
Net Income (Loss)	420.708	1.327.000	(3.142.543)	-68%	n/a
Net income (Loss) Attributable to Noncontrolling Interests	49.512	7.402	27.968	569%	77%
Net Income Attributable to Klabin's Stockholders	371.196	1.319.598	(3.170.511)	-72%	n/a
Depreciation/Amortization/Exhaustion	626.138	609.818	634.759	3%	-1%
Change in Fair Value of Biological Assets	(42.704)	(341.053)	(217.258)	-87%	-80%
Net Realization of Cash Flow Hedge	11.018	-	-	n/a	n/a
Adjusted EBITDA	1.274.311	1.312.380	1.027.522	-3%	24%
Non-Recurring Effects <sup>1</sup>	(20.077)	(206.061)	_	-90%	n/a
Adjusted EBITDA (excl. non-recurring effects)	1.254.234	1.106.319	1.027.522	13%	22%

<sup>&</sup>lt;sup>1</sup> Refers to the net gain from the sale of Nova Campina in 1Q21 and the goodwill on the purchase of IP's assets in 4Q20





Assets (R\$ thousands)	mar-21	dec-20	mar-20	Liabilities and Equity (R\$ thousands)	mar-21	dec-20	mar-20
Current Assets	13.351.011	10.960.935	12.108.924	Current Liabilities	4.569.553	3.649.767	3.083.978
Cash and Cash-Equivalents	7.014.310	5.208.830	5.796.649	Loans and financing	1.661.756	652.983	773.157
Securities	1.517.091	1.347.897	1.418.332	Debentures	65.823	68.038	571.881
Receivables	2.451.445	1.806.918	2.215.161	Suppliers	2.062.423	2.003.029	1.213.764
Inventories	1.474.757	1.379.131	1.462.449	Taxes payable	141.977	165.348	57.060
Recoverable taxes and contributions	731.717	824.771	977.247	Salaries and payroll charges	260.132	377.816	213.474
Other receivables	161.691	393.388	239.086	Liability use benefit	154.403	143.721	99.172
				Other accounts payable	223.039	238.832	155.470
Noncurrent Assets	25.232.389	24.309.326	21.730.225	Noncurrent Liabilities	30.229.613	27.235.733	27.334.372
Deferred income tax and social contribution	1.350.584	765.099	787.227	Loans and financing	26.741.095	23.853.204	24.525.033
Taxes to compensate	691.685	769.092	1.157.273	Debentures	1.806.886	1.764.765	1.726.030
Judicial Deposits	122.548	118.843	123.244	Other accounts payable - Investors SCPs	274.673	301.671	315.305
Other receivables	197.601	175.502	259.187	Lease liability	712.408	679.591	386.019
Investments	265.973	268.444	261.728	Other accounts payable	694.551	636.502	381.985
Property, plant & equipment, net	17.135.924	16.670.773	14.006.093				
Biological assets	4.542.764	4.657.821	4.582.935	Stockholders Equity	3.066.894	3.810.305	2.885.760
Right of use asset	847.424	808.420	478.692	Capital	4.475.625	4.475.625	4.076.035
Intangible assets	77.886	75.332	73.846	Capital reserve	(343.451)	(365.791)	(337.244)
				Revaluation reserve	48.705	48.705	48.705
				Profit reserve	-	-	1.517.044
				Valuation adjustments to shareholders'equity	(322.847)	823.476	952.618
				Retained earnings	(622.630)	(993.826)	(3.193.511)
				Treasury stock	(168.508)	(177.884)	(177.887)
				Equity Attrib. to Noncont. Interests	717.340	574.456	535.039
Total	38.583.400	35.270.261	33.839.149	Total	38.583.400	35.270.261	33.839.149





The statements contained in this presentation are forward-looking projections. Such statements are exposed to known and unknown risks and uncertainties that may cause these expectations not to materialize or to differ materially from those anticipated.

These risks include, among others, alterations in the future demand for the Company's products, changes in the factors that impact the domestic and international prices of products, changes in cost structures, changes in the seasonality of markets, changes in the prices charged by competitors, exchange variations, changes in the political-economic scenario in Brazil, in emerging and international markets.

Klabin cannot give any certainty as to the fulfillment of the expectations presented.



















## **INVESTOR RELATIONS**

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