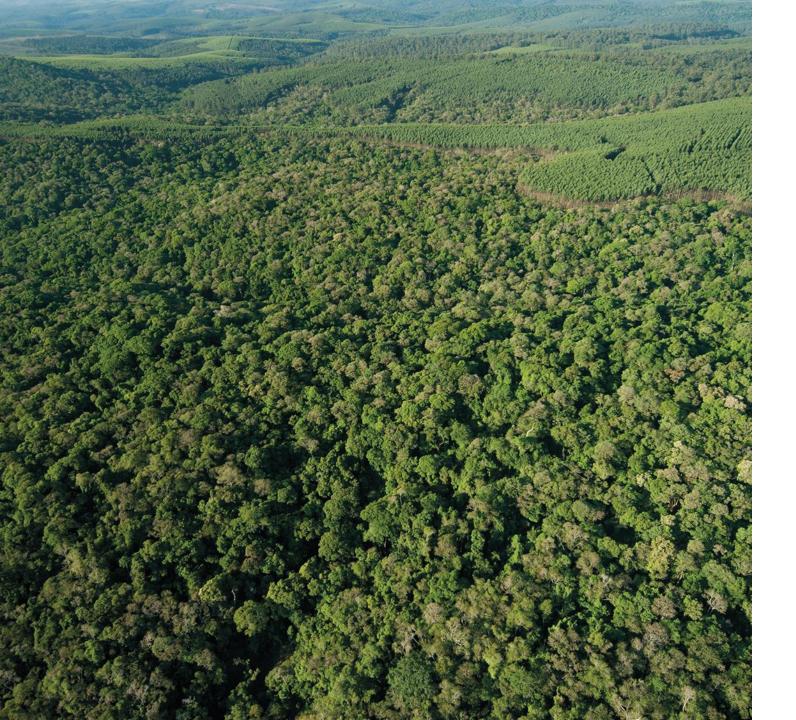




INSTITUTIONAL PRESENTATION 3Q20

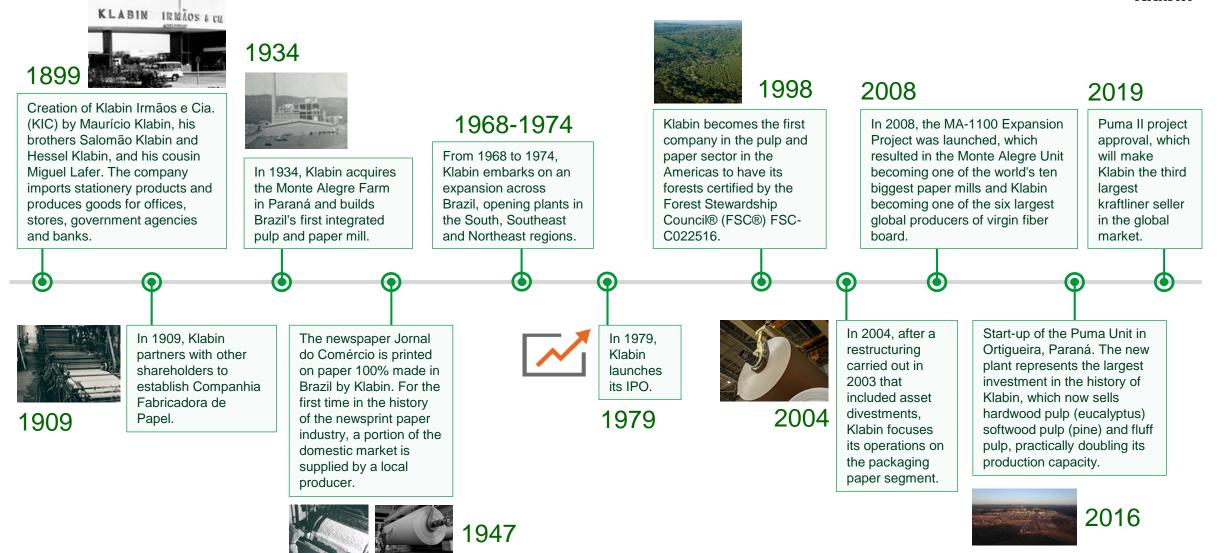


# INTRODUCTION

### Timeline

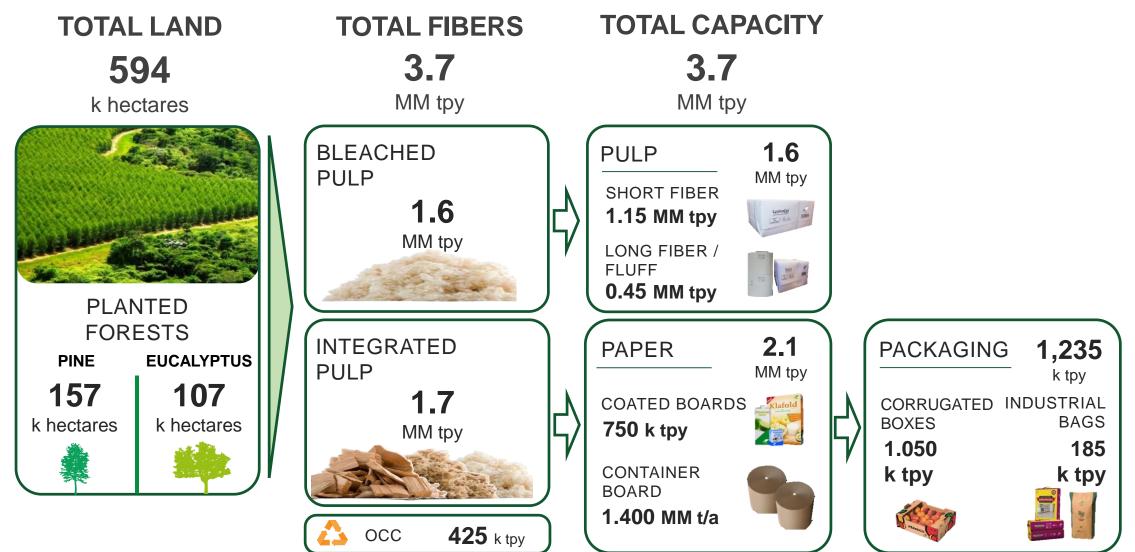
#### Klabin's history





### **Integrated Business Model**

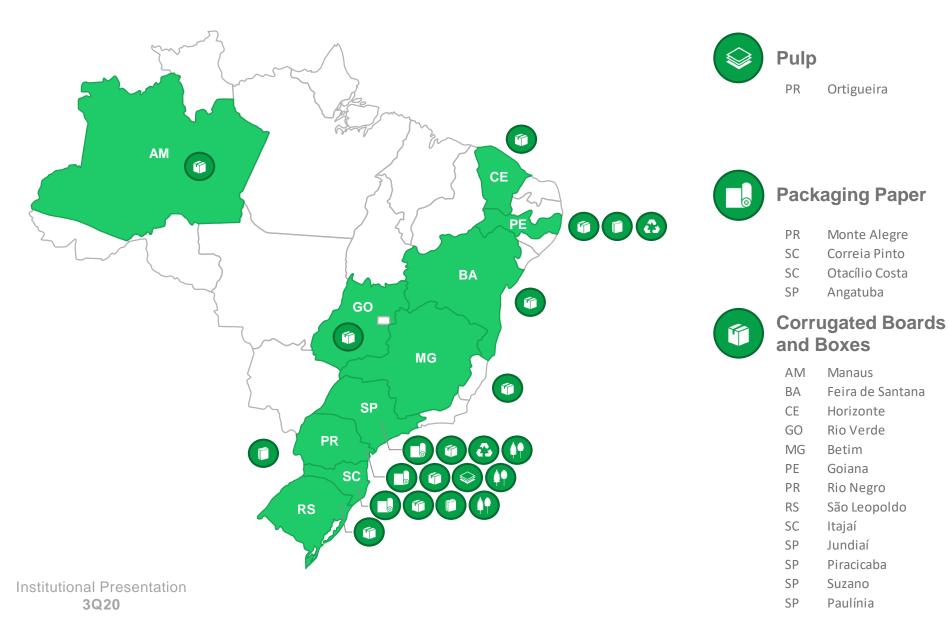
**Diversification and flexibility** 





### **Operations** map

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



**Recycled Paper** ΡE Goiana SP Piracicaba Paulínia SP SP Franco da Rocha ΡE

Ortigueira

Monte Alegre

Correia Pinto

Otacílio Costa

Angatuba

Manaus

Horizonte

Rio Verde

Betim

Itajaí

Jundiaí

Suzano

Paulínia

Piracicaba

Goiana

Rio Negro

São Leopoldo

Feira de Santana

**Industrial Bags** 

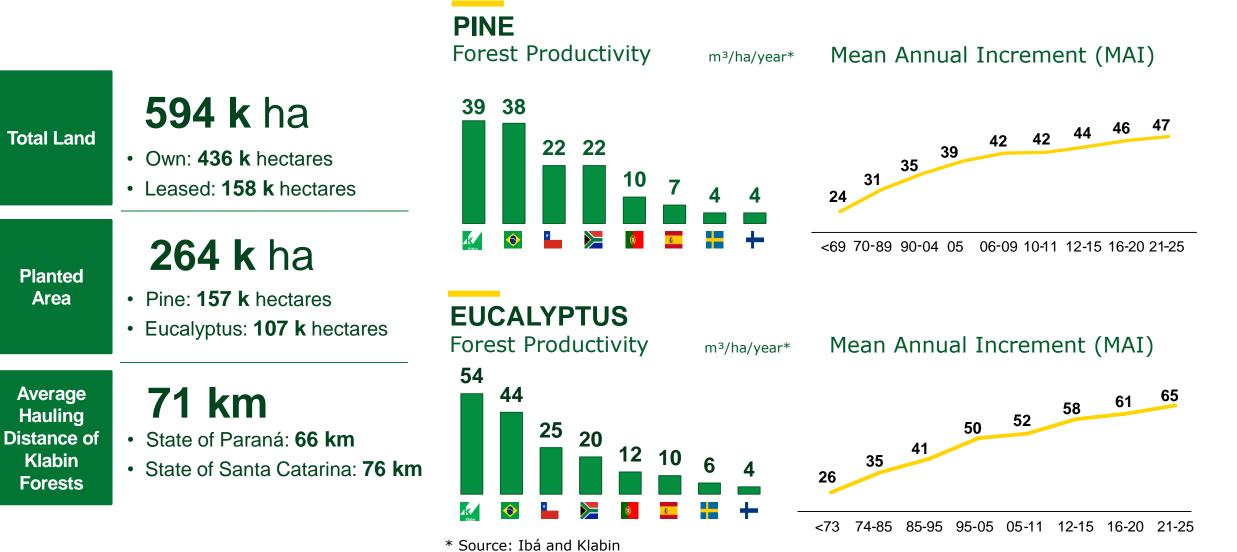
Klabin

Goiana SC Lages ARG Pilar

- Forestry
  - PR Planalto Guarapuava
  - Campos Gerais PR
  - Vale do Corisco PR
  - SC Alto Vale do Itajaí
  - SC Planalto Catarinense
  - Alto do Paranapanema SP

### **Forestry Competitiveness**

#### **High Productivity on Fibers**

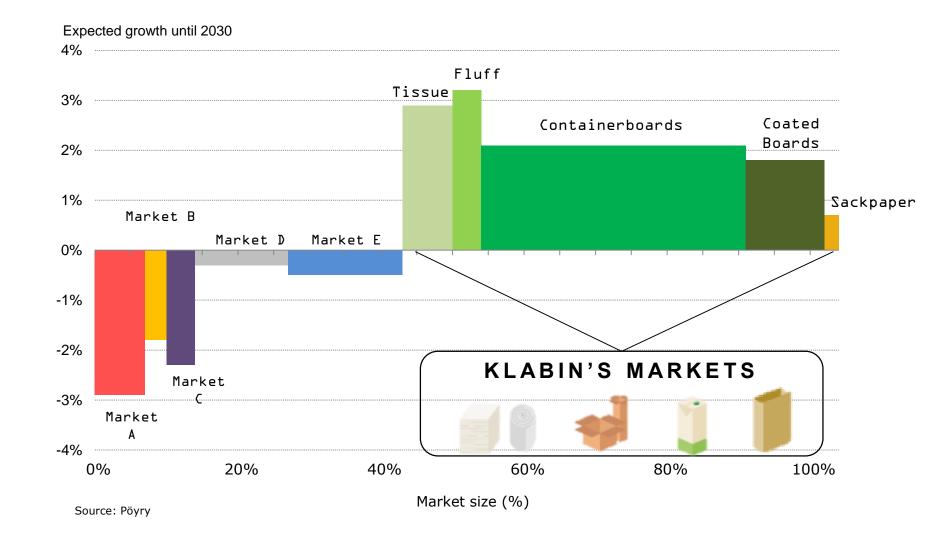


Klabin

### **Pulp and Paper Markets**

#### Focus on representative and consistent growing markets

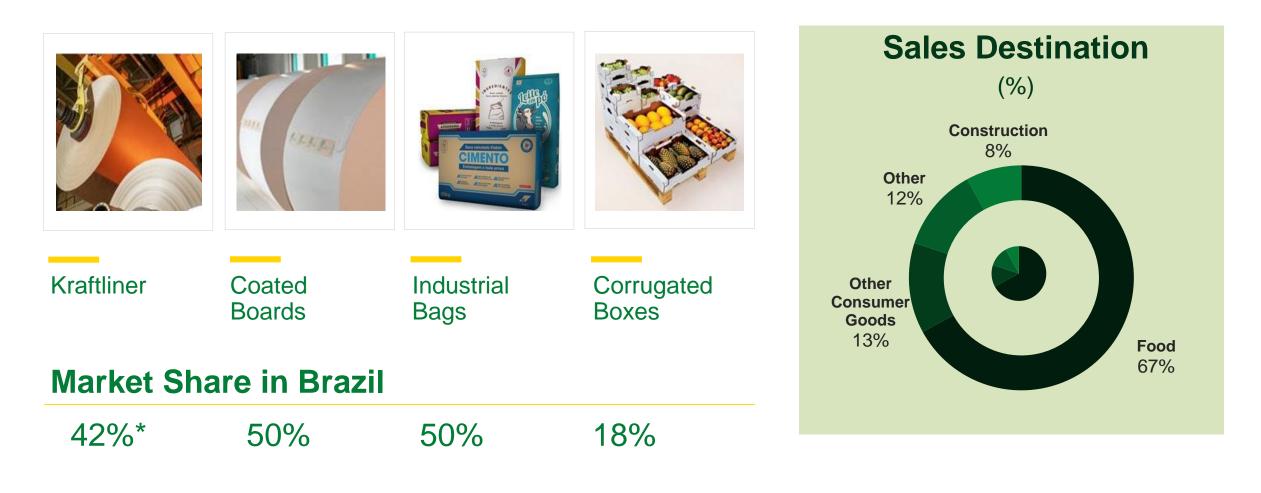




### **Paper and Packaging**

Leadership in Domestic Market

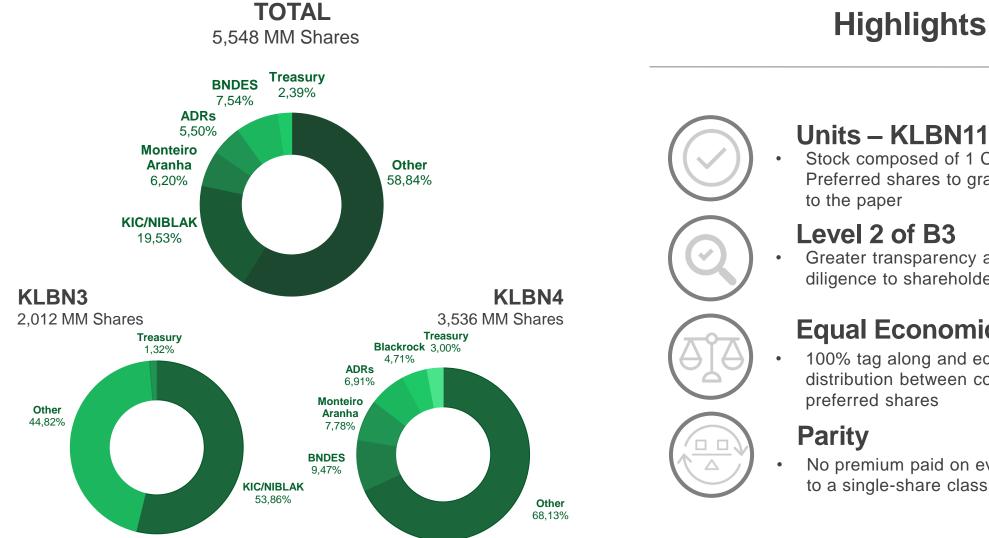




### Shareholder's structure

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





### Units – KLBN11

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

### Level 2 of B3

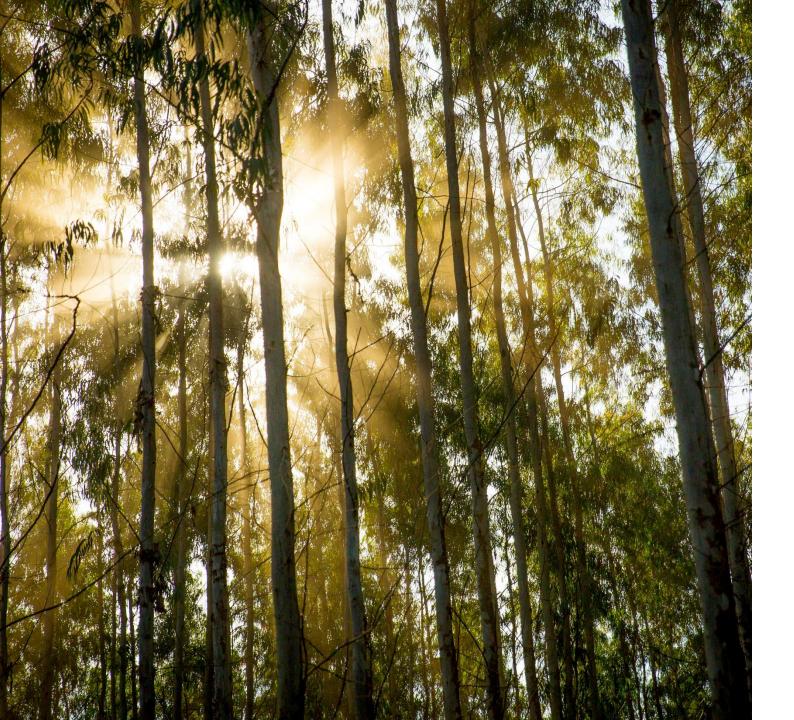
Greater transparency and higher diligence to shareholders as a whole

### **Equal Economic Rights**

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

### Parity

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



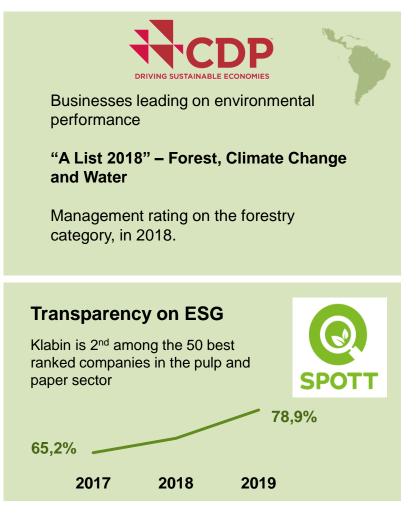
# SUSTAINABILITY

2

### **Best efforts**

### Efficiency and rewardship

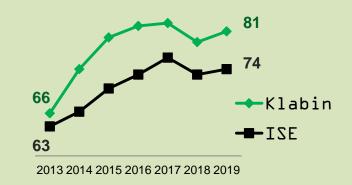






6<sup>th</sup> consecutive year One of the most sustainable companies of Brazil







WWF Environmental Paper Company Index

WWF EPCI recognizes transparency and continual improvement

<u>Klabin</u> 90.5%

2018

Participant Best Emerging Markets Performers

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### **Biodiversity**

#### **Conservation and growth**



 Klabit

 439%

 of native forests

 of native forests

 conserved

 Viruate Natural Heritage Reserve

 CRPPN) from Klabin

 PARANÁ + SANTA CATARINA

8.839 HECTARES

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

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\*\* Among cataloged species, 23 of fauna and 25 of flora are part of the Red List of Species Under Threat, from IUCN

### Impacts

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



### ATMOSPHERIC EMISSIONS tons of CO<sub>2</sub> eq represents Klabin's positive carbon balance

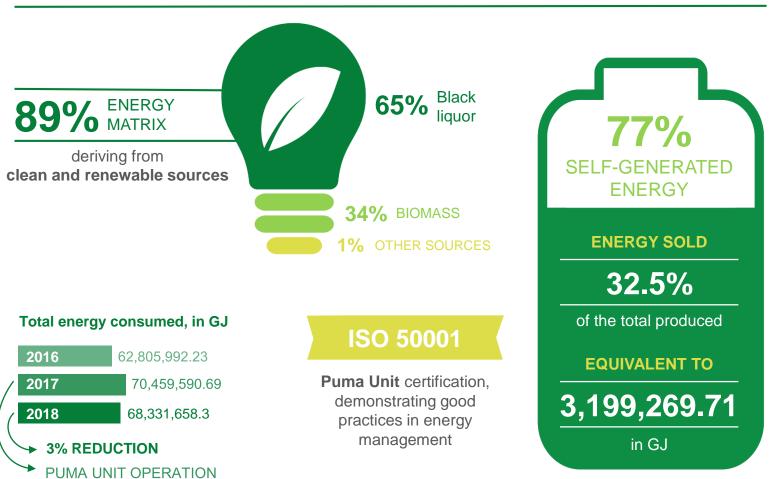
#### **2019** ONWARDS

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

#### Scope 1 emissions, in a thousand $t\text{CO}_2\text{eq}^*$



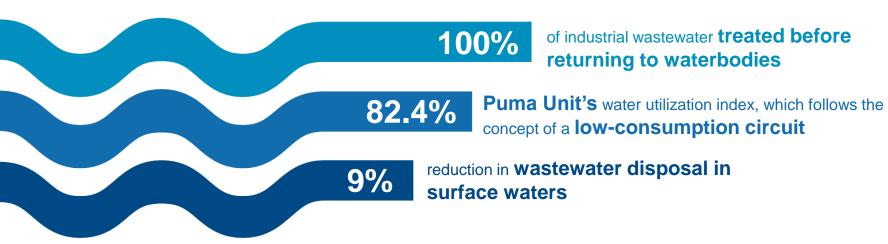
#### ENERGY



### Water resources

**Conscious use** 

#### WATER RESOURCES AND WASTEWATER



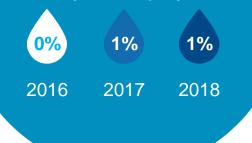
#### SOLID WASTE



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

#### WATER STRESSED AREAS

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



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Klabin

### **Responsible forest management**

Proper care aligned with preservation



## MOSAIC-SHAPED PLANTING

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



 $\bigcirc$ 

775

SUPPLIERS

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

### **Green Bonds**

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



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

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

<b>♦♦•♦</b>		XC			2	
FOREST	RESTORATION OF	RENEWABLE	CLEAN	ENERGY	WASTE	ECO-EFFICIENT
MANAGEMENT	NATIVE FORESTS	ENERGY	TRANSPORT	EFFICIENCY	MANAGEMENT	PRODUCTS







# COATEDBOARDS

### **Global market of Coatedboards**

Million tonnes (2018)

VIRGIN

RECYCLED

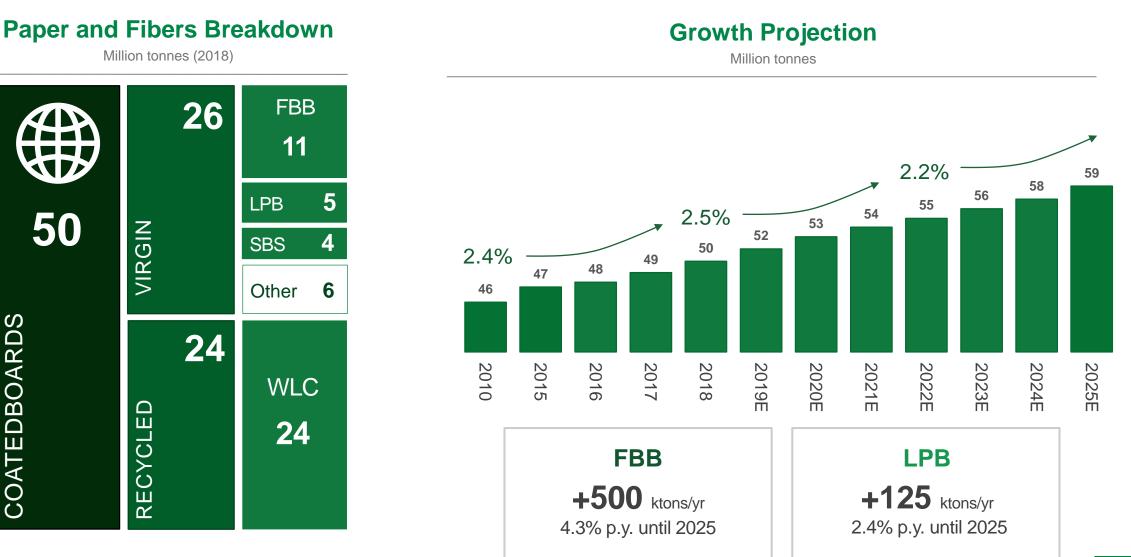
26

24

#### **Growing markets**

50

COATEDBOARDS



Institutional Presentation Source: Pövry 3Q20

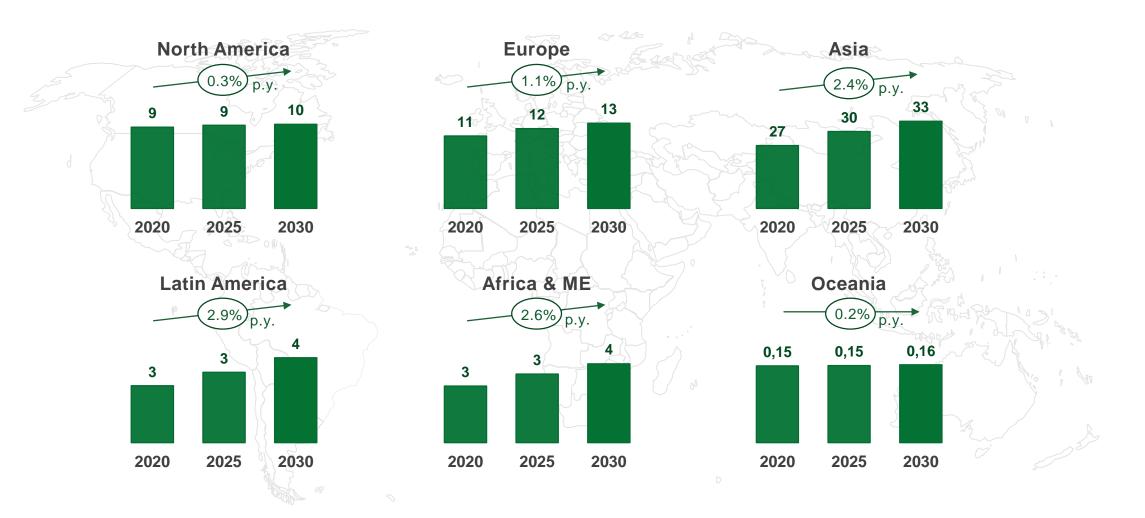
FBB - Folding Box Board; LPB - Liquid Packaging Board; SBS - Solid Bleached Sulphate; WLC - White-Lined Chipboard



### **Coatedboards expected market growth**

# Klabin

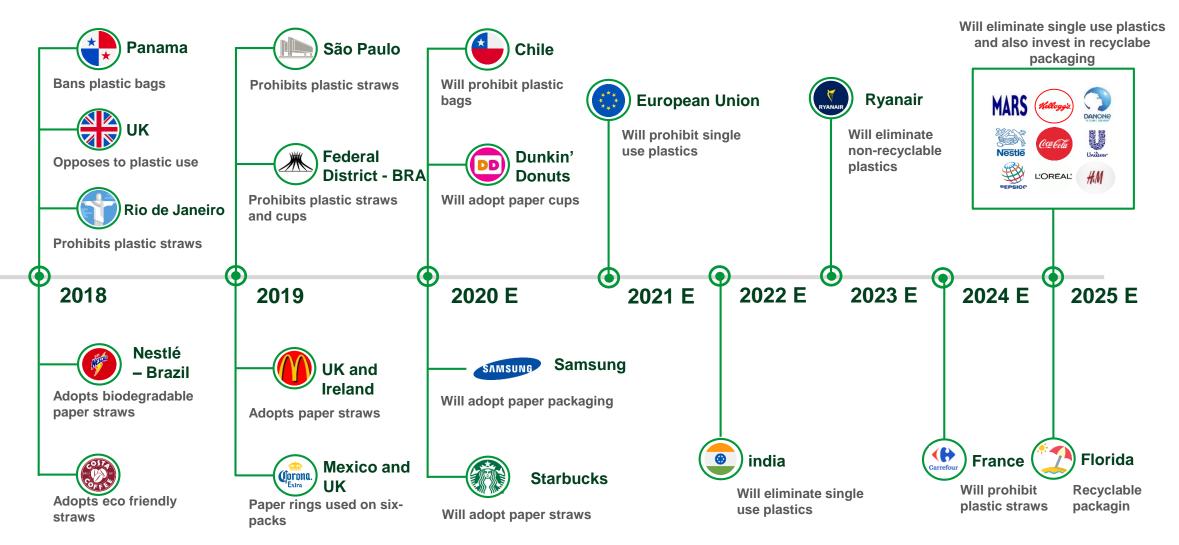
#### **Demand by region – In million tonnes**

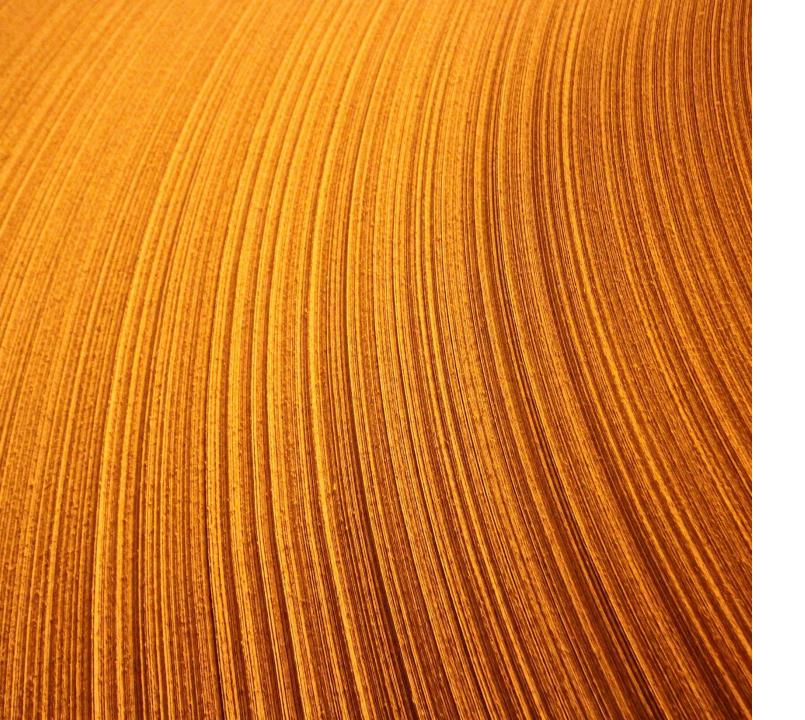


### Various plastic adverse announcements

#### **Opportunities for paper?**







# **KRAFTLINER**

### **Growth drivers**

#### **Urbanization, Sustainable Alternatives and New Technologies**





#### **Restrictive Regulation**

Holding back access to OCC and surging up prices.

### **Privileged Site**

Higher forestry productivity.





### E-Commerce

Consistent growth within the retail business.

#### Fresh Food Consumption

Resilient demand increase alongside population growth.





### Sustainable Packaging Alternatives

Use of biodegradable, renewable, recyclable and compostable materials.

### **Industrial Park**

### Renewal

Cutting edge technology assets significantly better than those previously held.



### **Global market of Containerboard**

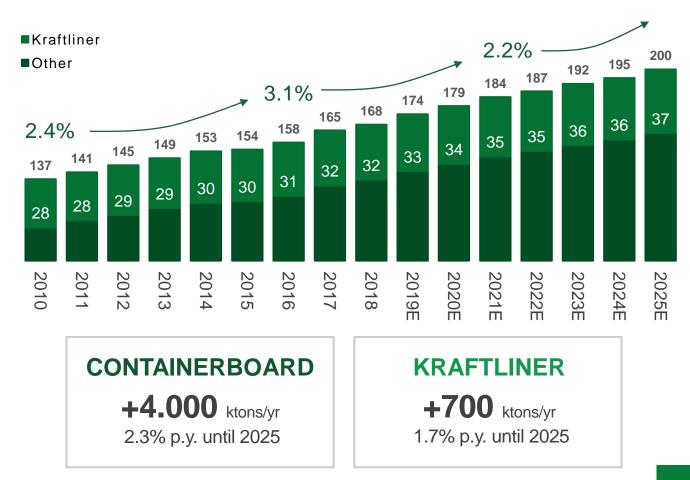
#### **Growing markets**



#### **Paper and Fibers Breakdown** Million tonnes (2018) Unbleached 40 Kraftliner 28 VIRGIN FIBER White Top Liner 4 Semi-chemical 168 Fluting 8 128 Testliner **CONTAINERBOARD** 57 White Testliner 5 RECYCLED Recycled Fluting 66

#### **Growth Projection**

Million tonnes

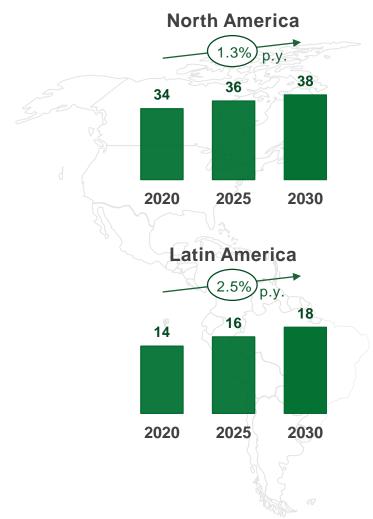


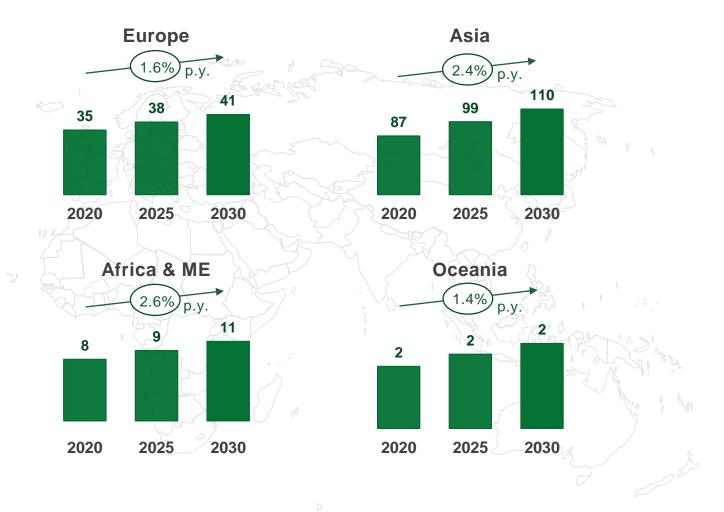
Institutional Presentation **3Q20** 

### **Containerboard expected market growth**

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





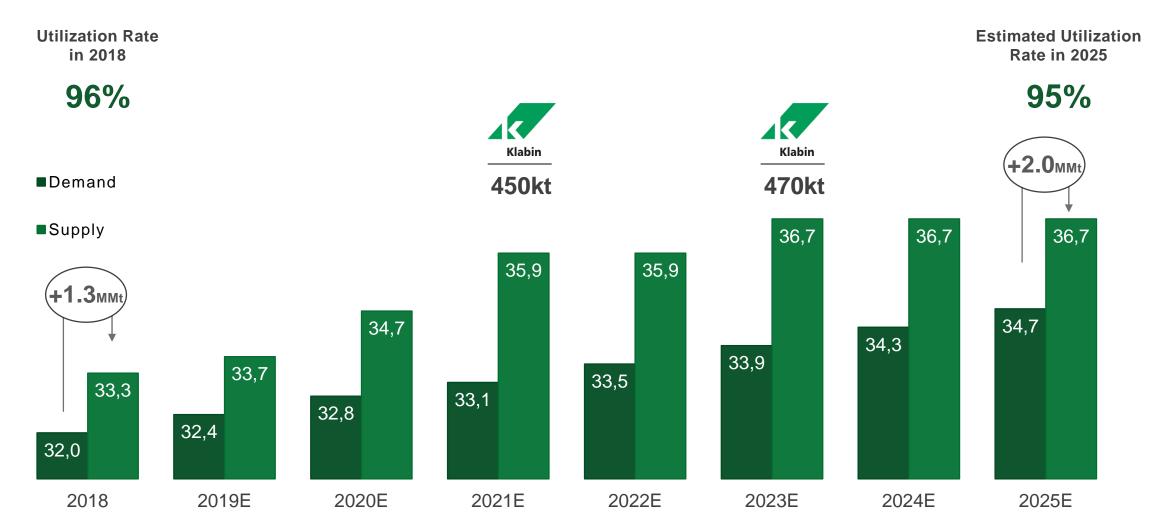


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### **Supply and Demand of Kraftliner**

Solid fundamentals open path for upcoming output capacity of Kraftliner



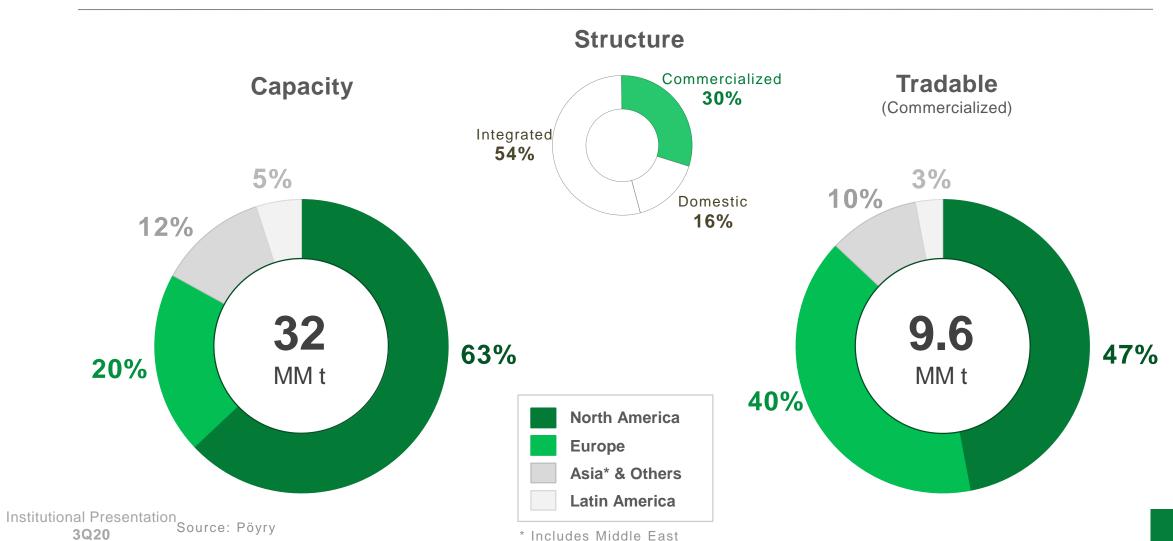


Source: Pöyry & RISI

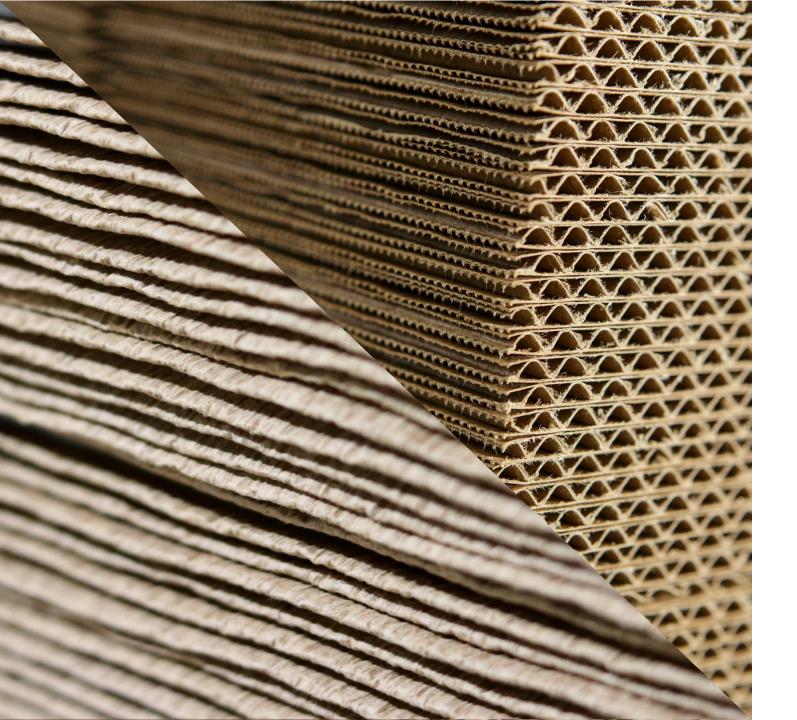
### Kraftliner market globally

The majority of Kraftliner produced in the world is integrated





### **Kraftliner Market**

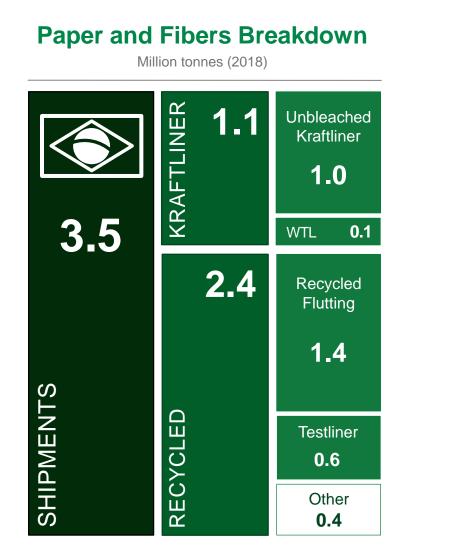


# PACKAGING

### **Corrugated Boxes Market**

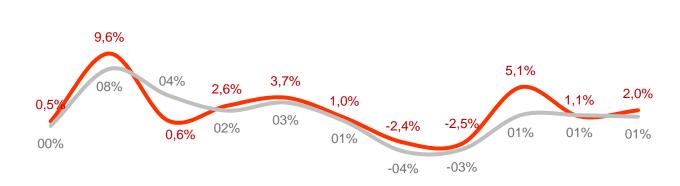
In Brazil

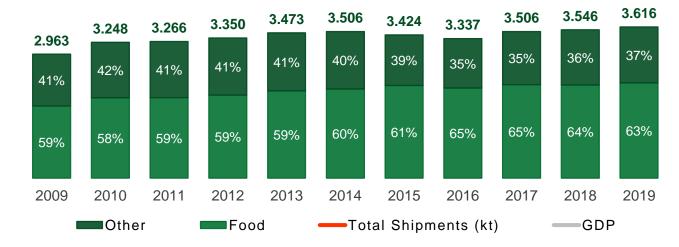




### **Corrugated Boxes Shipments and Growth**

Million tonnes and Var. %

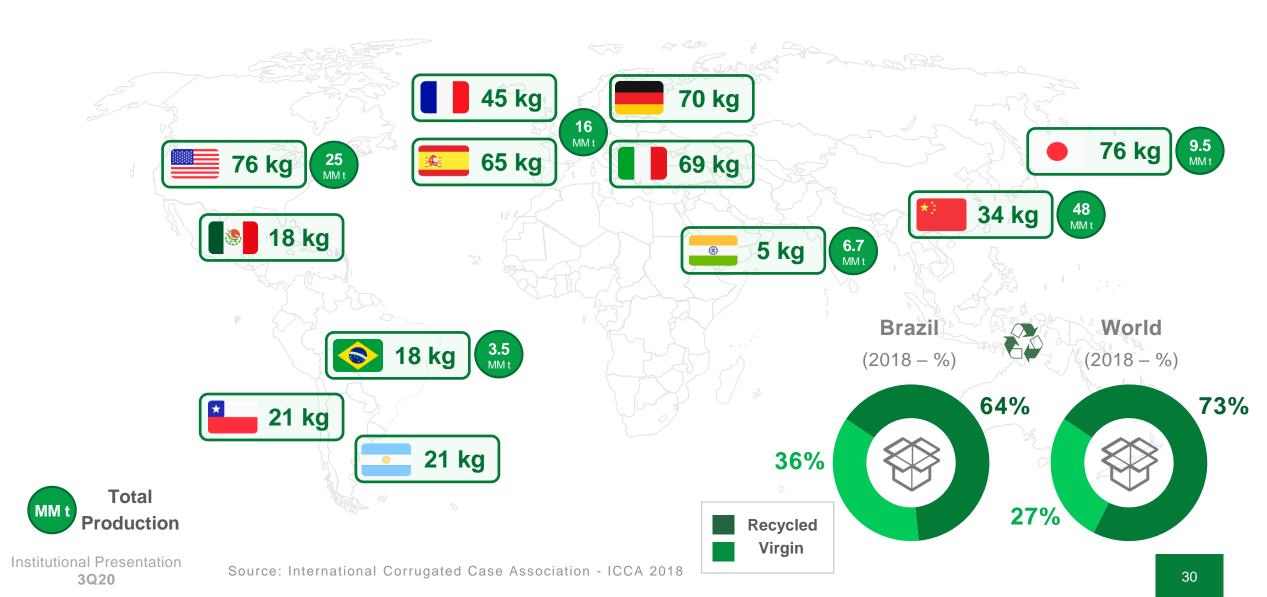




### Per capita corrugated cases output

Klabin

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



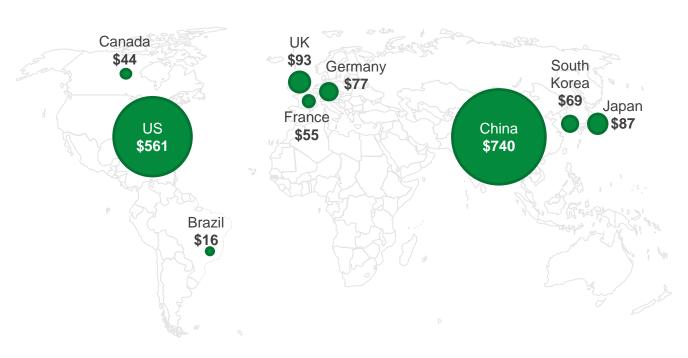
### **E-commerce**

### Online retail market grows double digits per year globally



### 10 largest e-commerce markets in 2019

(in US\$ billion)



### **E-commerce growth by country**

Calculated by 2018 historical revenue values projections

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

Source: Statista

### **Industrial Bags Market**

Paper and Fibers Breakdown

Million tonnes (2018)

2,4

#### **Growing Markets**



### **Growth Projection**

Million tonnes





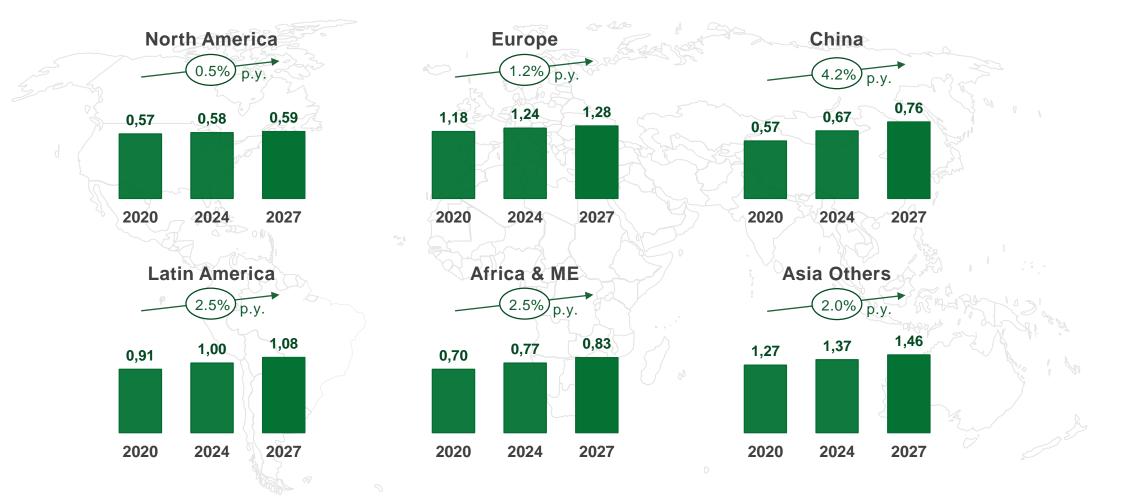
PLAIN PAPER 2,6 SACK KRAFT EXTENSIBLE PAPER Institutional Presentation Source: Pöyry 3Q20

#### 32

### Industrial Bags expected market growth

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

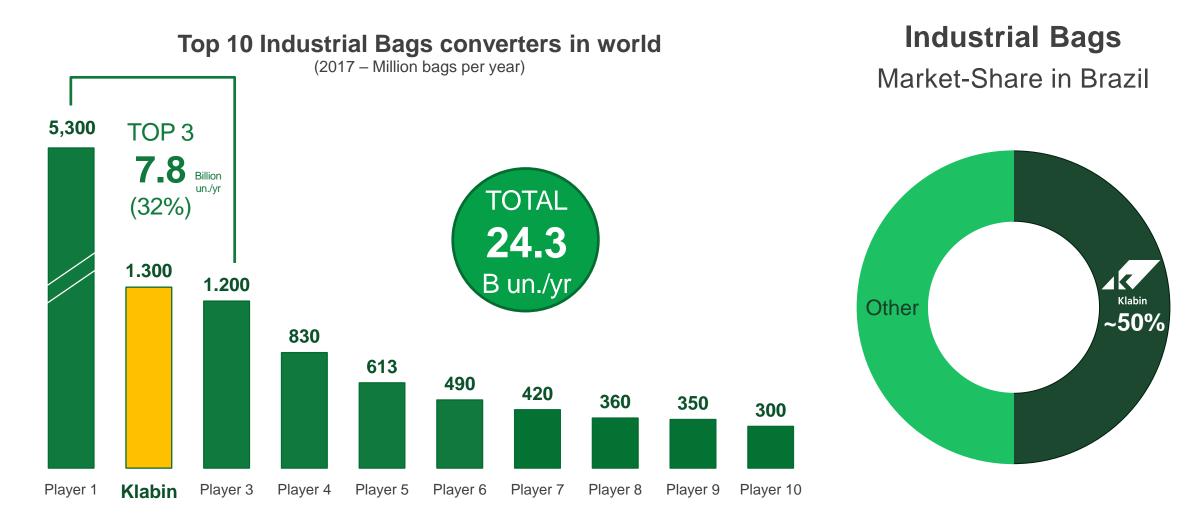




### **Industrial Bags Market**

**Market Breakdown** 





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# **MARKET PULP**

### **Global market of Pulp**

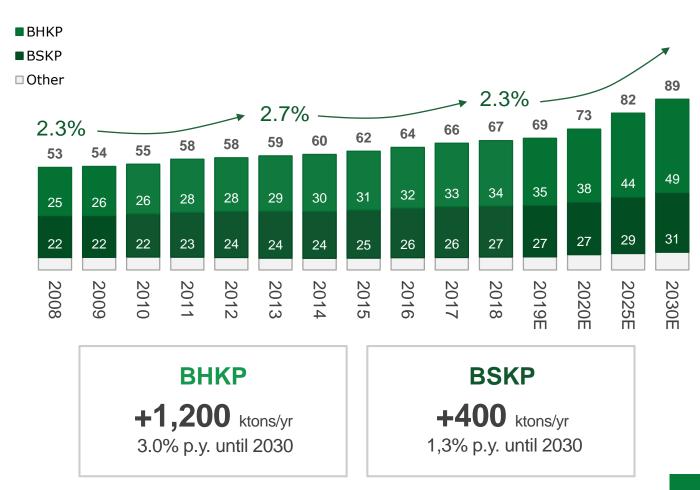
**Fibers Breakdown** 

### **Growing markets**



**Growth Projection** 

Million tonnes



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

Institutional Presentation Source: Pöyry & Hawkings Wright

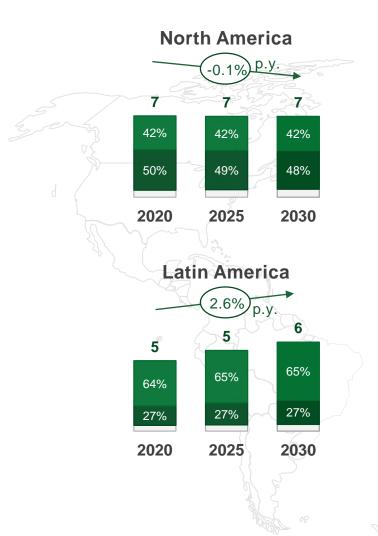
3Q20

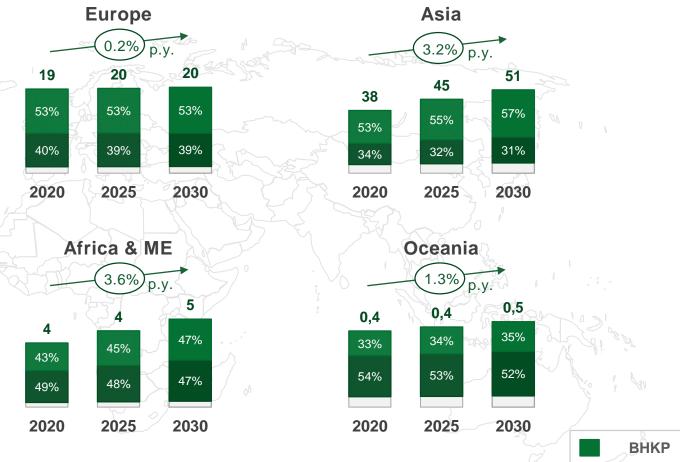
BSKP - Bleached Softwood Kraft Pulp; BHKP - Bleached Hardwood Kraft Pulp; BEKP - Bleached Eucalyptus Kraft Pulp

# **Pulp expected market growth**

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



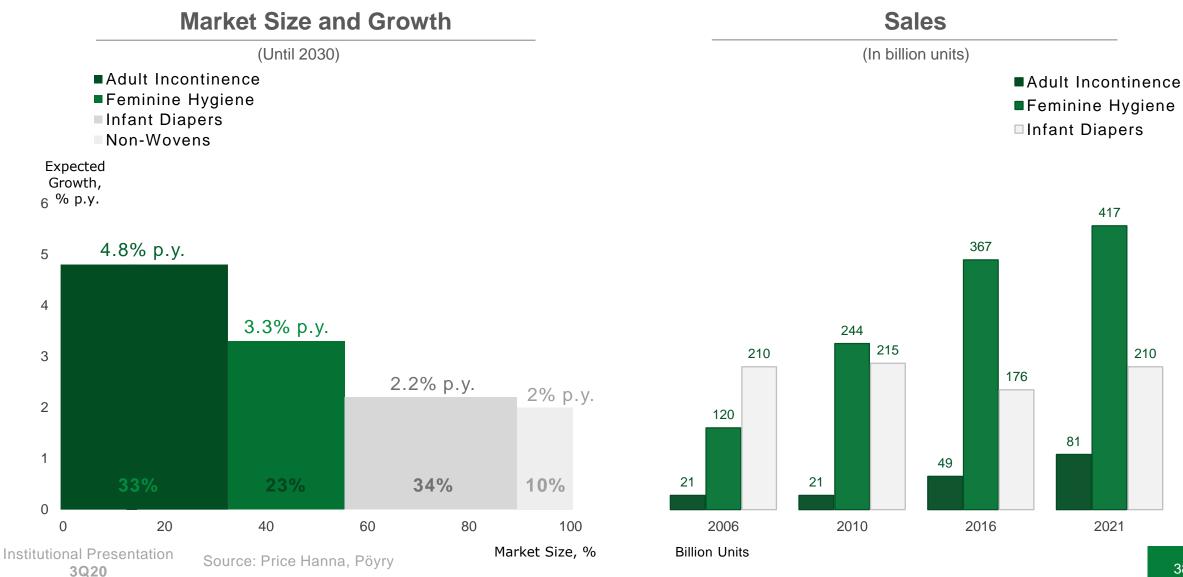




# Fluff Market

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



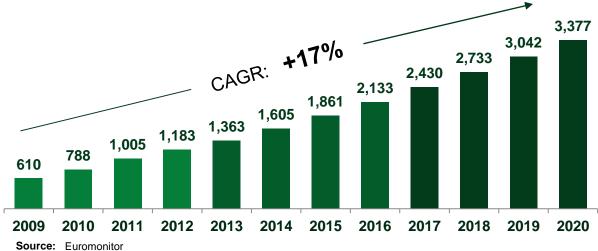


# Fluff Market in Brazil

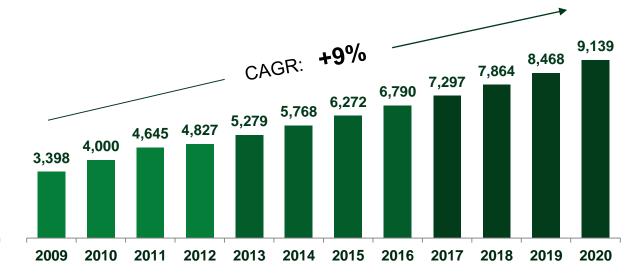
Brazil is the 3<sup>rd</sup> largest disposable diaper market in the world



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



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





# PROJECT PUMA II

# Puma II

## Value enhancers



# 1<sup>st</sup> Machine 2<sup>nd</sup> Machine

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

Klabin

## **Project Highlights**



## White Top Liner

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

## **Fixed Cost**

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



## **Productivity**

**Creep Capacity** 

Expected production to

reach above nominal

capacity levels due to

historical performance

records trend

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



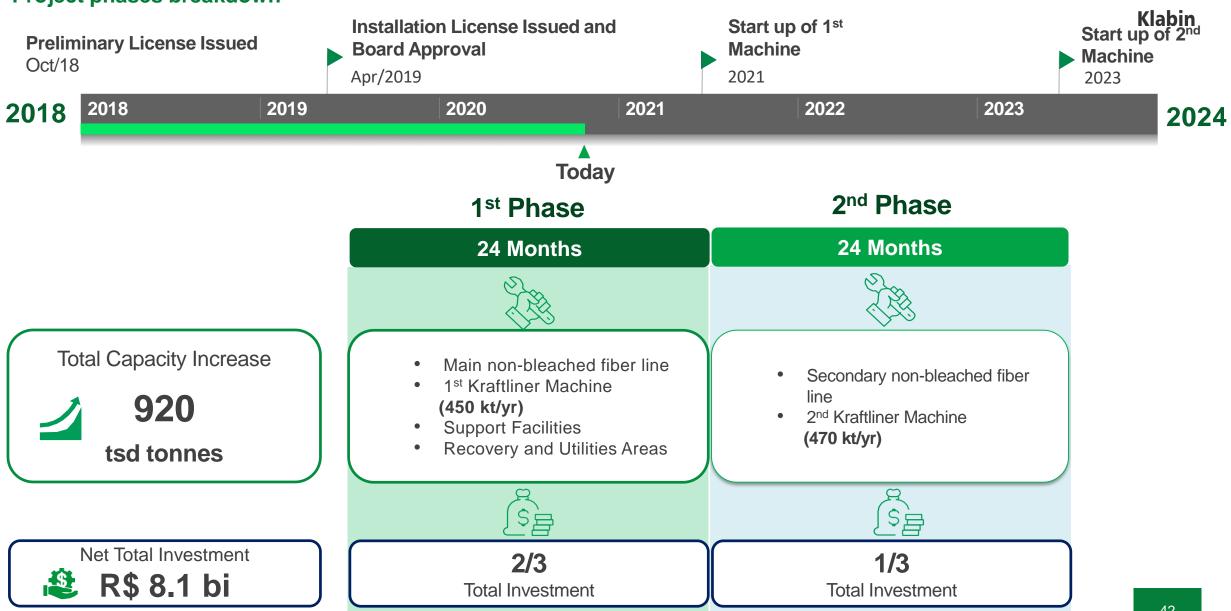
## **Operational Efficiency**

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

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# **Project Timeline**

#### **Project phases breakdown**



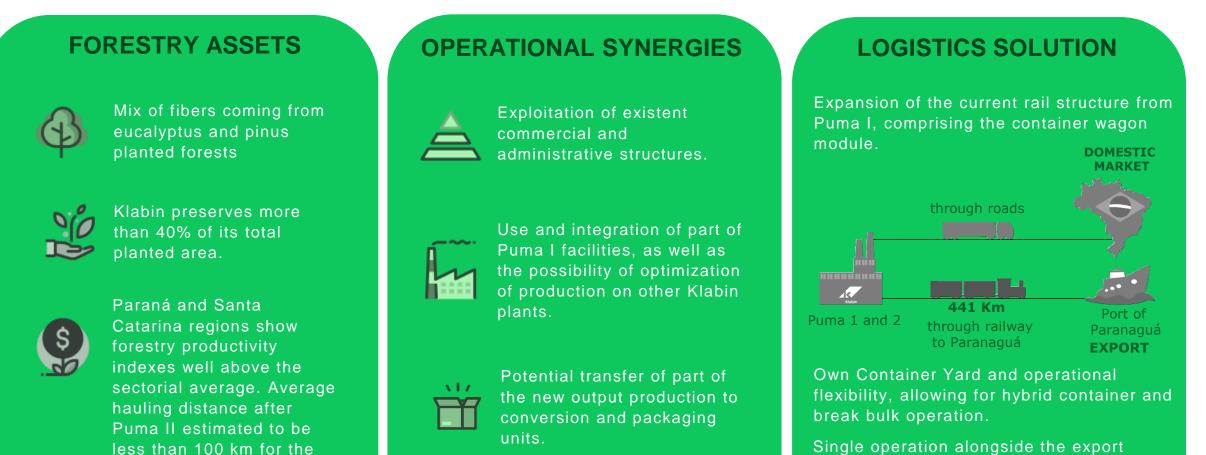
# Synergies with current operations

Taking advantage of Puma's Unit facilities

operations in the State of

Paraná





volumes from the Monte Alegre Unit,

generating greater scale and logistics

synergy.

# **Project Highlights**

**Distinct products for growing distinct markets** 

## White Top Liner

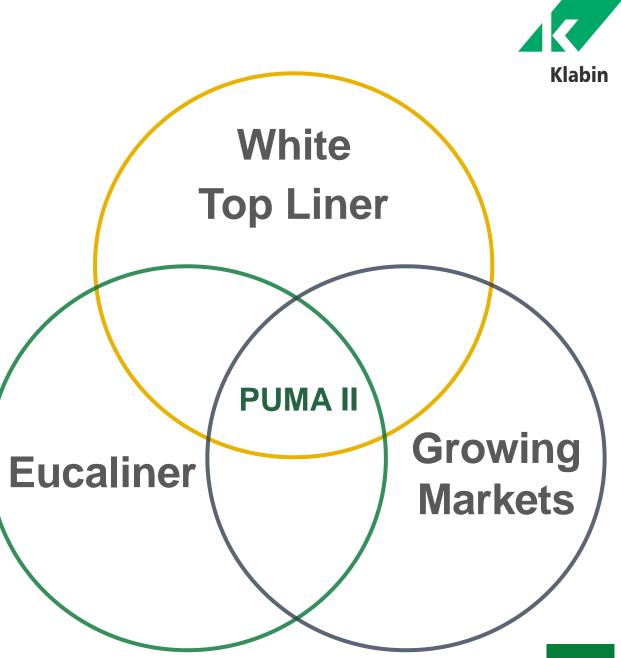
- Demand of approx. 4 MM t/yr
- Demand grows 3% to 4% p.y.
- Low integration market
- New product on the most demanded grammage range

# **Eucaliner**

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

# **Growing Markets**

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



# **Eucaliner**

## Klabin will be pioneer on short fiber Kraftliner production



45





## **Sustainability**

- Planted area reduction •
- Smaller loss after recycling •



# Quality

- Better printability •
- Endurance on low grammages •



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

**10x** 

smaller

area

**10x** 

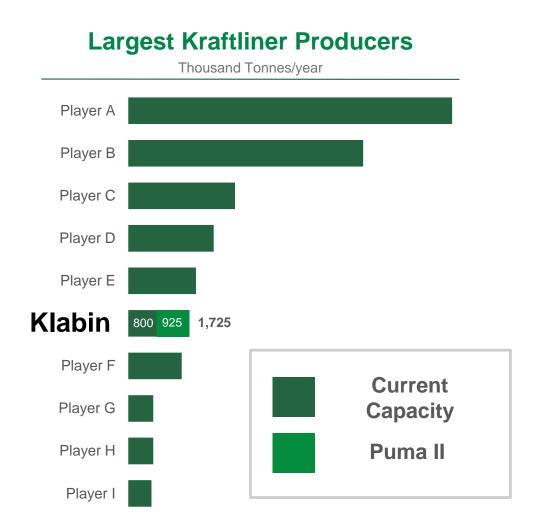
faster to

grow

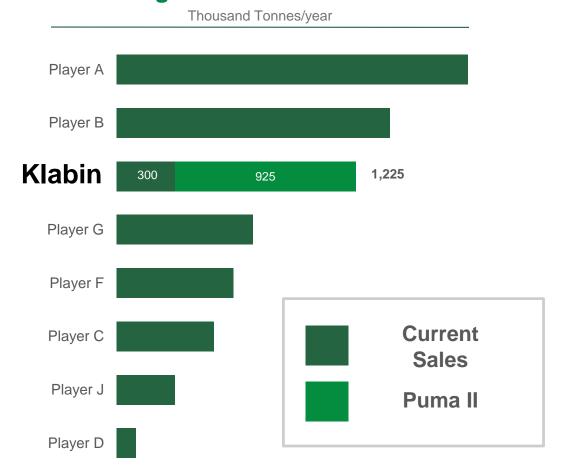
# **Global presence on the Kraftliner Market**

Klabin becomes the 3<sup>rd</sup> largest global kraftliner seller





## **Largest Kraftliner Sellers**



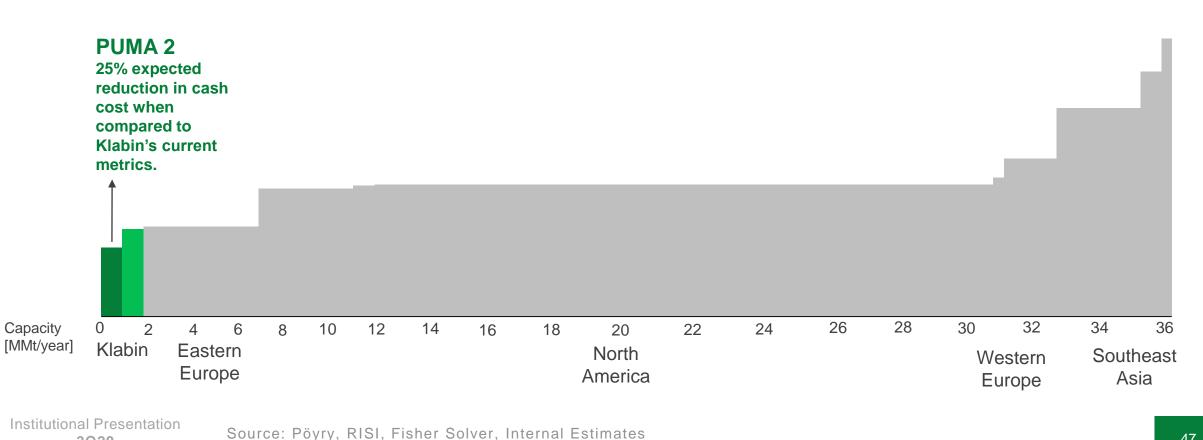
# **Cash Cost**

3Q20

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



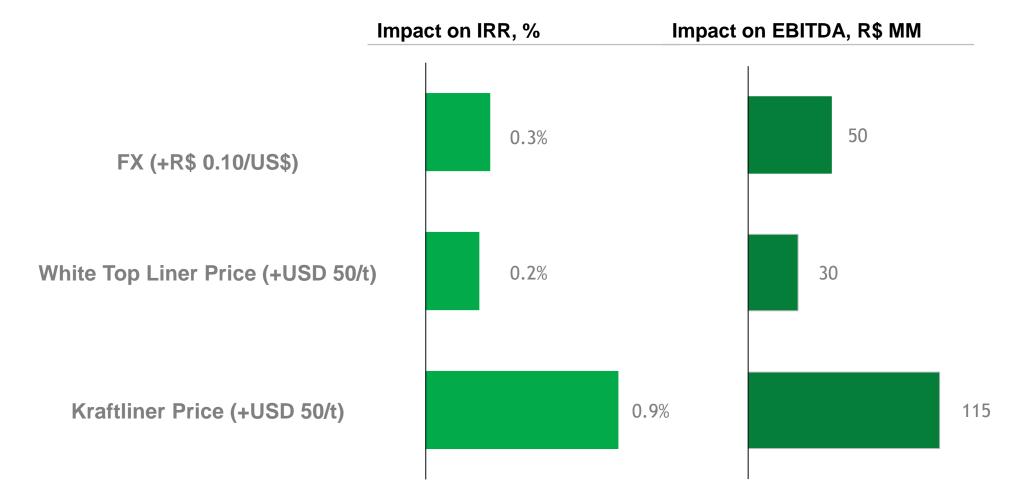
# **Global Cash Cost Curve Kraftliner**



# **Sensibility Analysis**

Evaluation of impacts on projects returns over prices and exchange rates

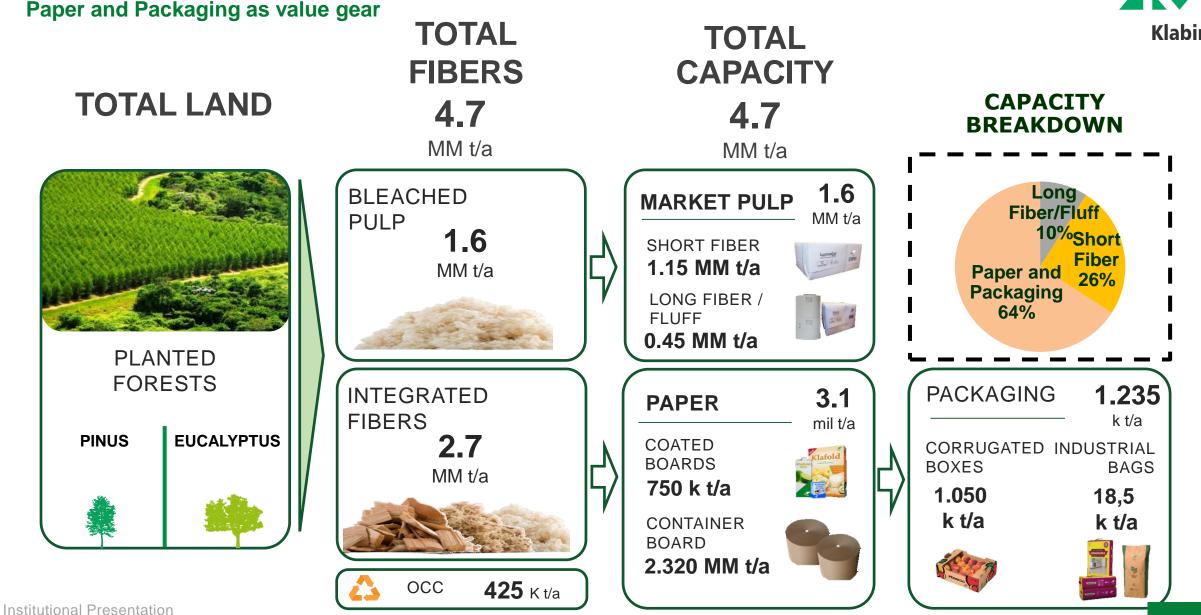




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Klabin



# **Risks Mitigation**

The project's design allows for the execution risks reduction



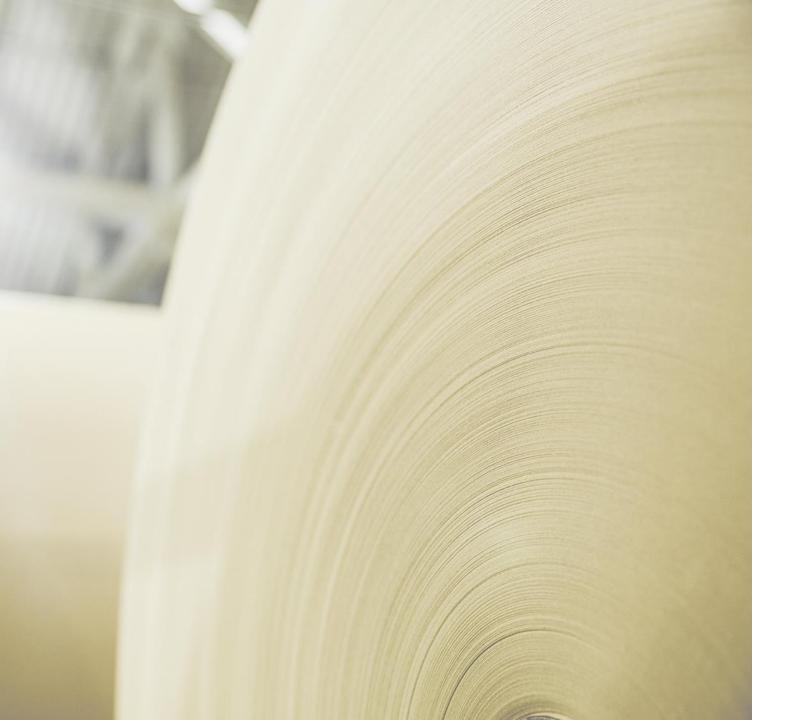
Indebtedness	Debt profile and liquidity matching the new growth cycle.	
Disbursements	Dibursements flow dilution along five years.	
Timeline	Flexibility to postpone or bring forward the original timeline.	
Optionality	Product output option on 2 <sup>nd</sup> machine depending on market conditions.	
Integration	Possibility of integration of higher volumes of paper, allocating towards packaging conversion units from Klabin.	50

# **Final Remarks – Shared Value Creation**

Puma II and the new expansion cycle as value changers



	Sustainable Growth	Capacity increase with high value added results within the paper and packaging chain, following the <b>sector's best renowned social and environmental practices</b> .	
	Results Stability	Higher exposure to kraftliner, related to food and consumer goods sectors, producing clearer <b>predictability and resilience on results</b> .	
00	Synergies	The project unravels <b>commercial, operational and logistics synergies</b> among the various assets of the Company, specially Puma Unit, optimizing furthermore the cost of production.	
	Financial Sustainability	Lesser impact on financial leverage when compared with Puma Project, as well as a more suitable liquidity and debt profile to face the investments.	
(;)	Income Generation	<b>Creation of 1,500 job posts</b> and also a fiscal flow contribution of approximately R\$ 1 billion in Federal, State and Municipal taxes.	۱
Institutional Pi 3Q2			51



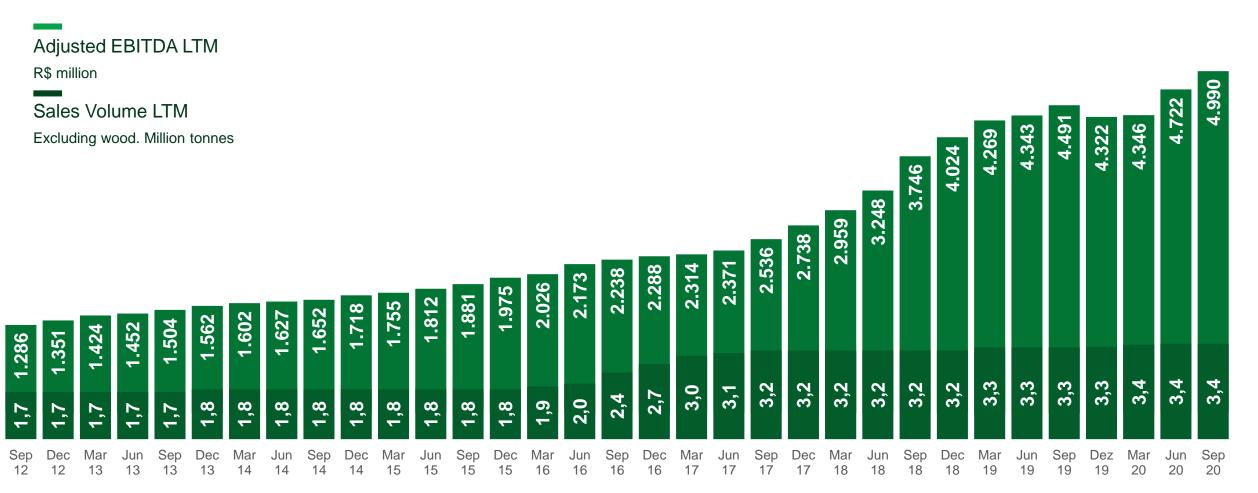
# RESULTS 9M20

5

# **Consistent Performance**

Sales Volume vs Adjusted EBITDA

Klabin



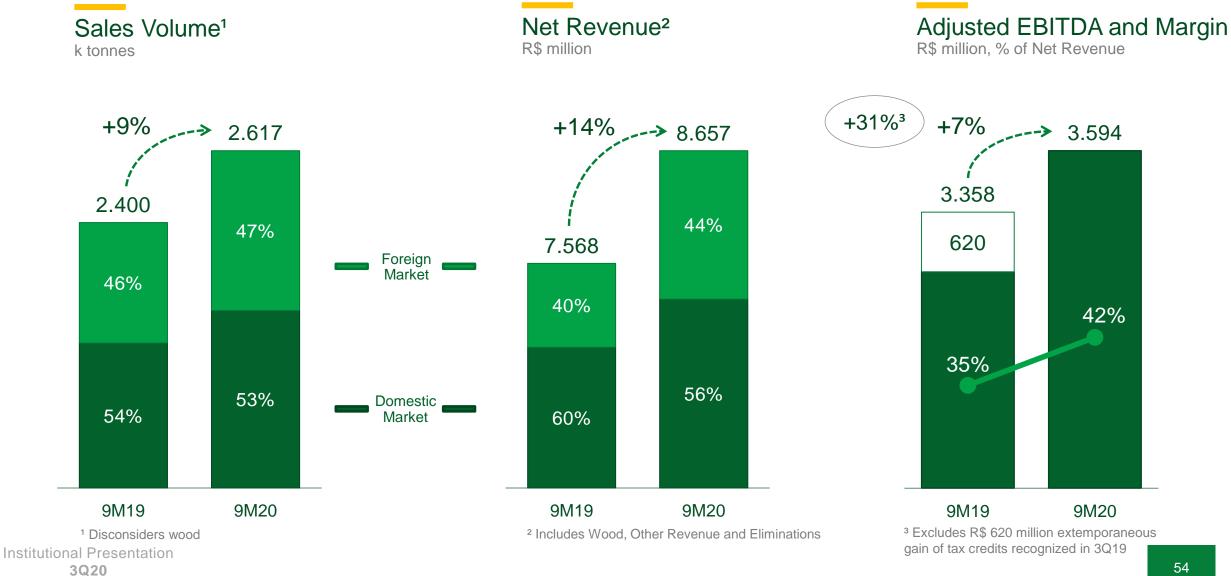
LTM: Last Twelve Months

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# **Net Revenue and EBITDA**

## Leadership in Resilient Markets

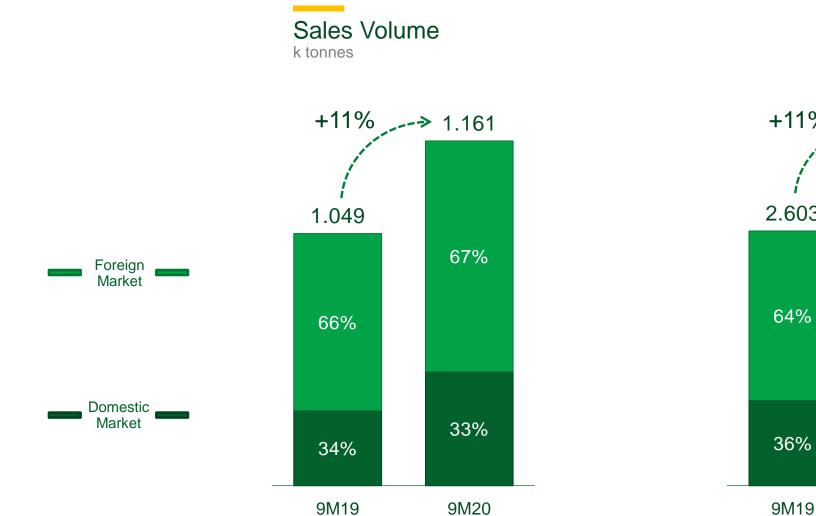


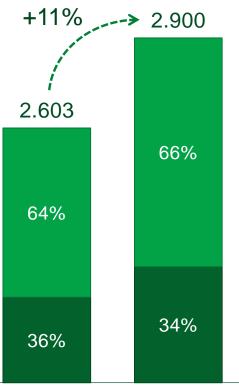


# **Business Unit: Pulp**

## **Puma Results**







9M20

Net Revenue

R\$ million

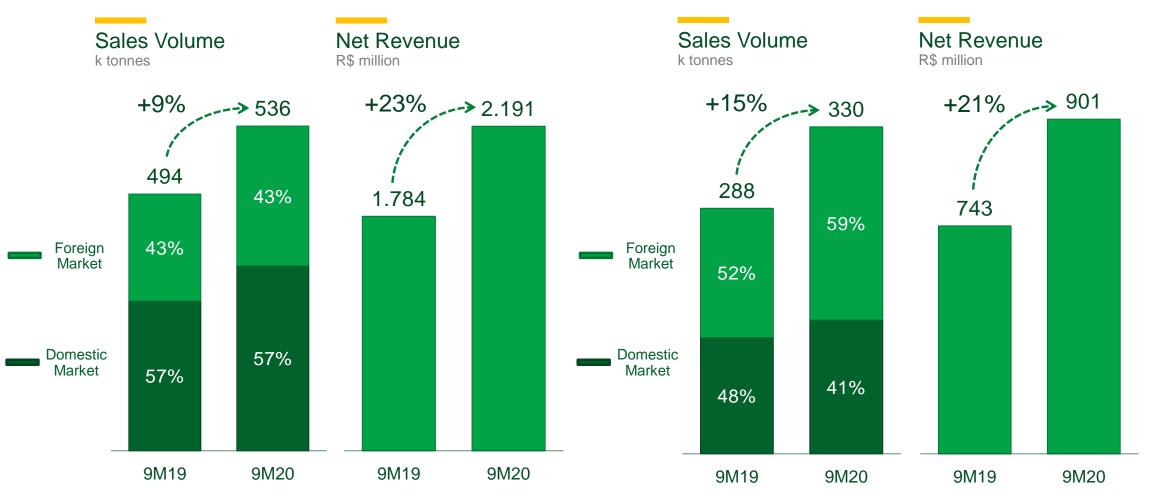
# **Business Unit: Paper**

**Coated Boards and Kraftliner Results** 

# Klabin

COATED BOARDS

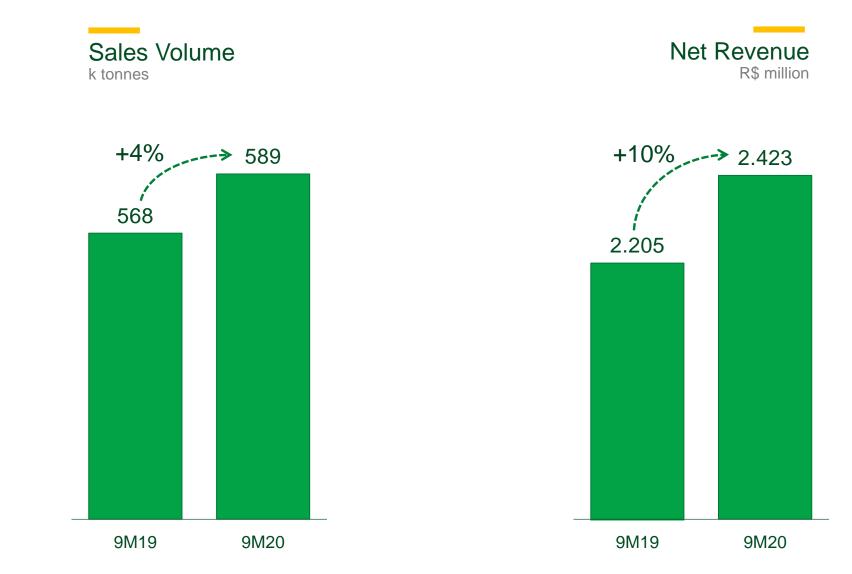




# **Business Unit: Packaging**

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

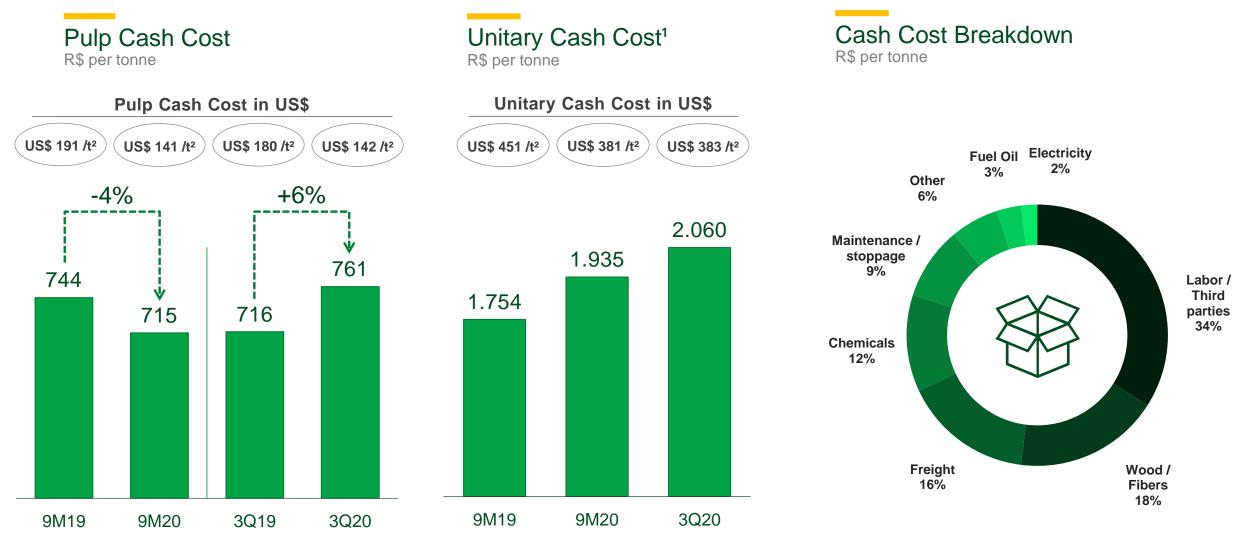




# Cash Cost 3Q20

## Stable costs in US\$





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

# **Free Cash Flow**

## Strong cash generation even considering discretionary disbursements



R\$ MM	3Q19	2Q20	3Q20	LTM
Adjusted EBITDA	1.396	1.333	1.233	4.558
(-) Capex	(845)	(998)	(1.348)	(4.017)
(-) Interest paid/received	(191)	(453)	(179)	(1.256)
(-) Income tax	(42)	(3)	(2)	(9)
(+/-) Working Capital	(482)	578	915	1.568
(-) Dividends & IOC <sup>1</sup>	(192)	0	0	(517)
(+/-) Other	(3)	(1)	(19)	(48)
Free Cash Flow	(358)	457	600	279
Dividends & IOC <sup>1</sup>	192	0	0	517
Puma II Project	430	908	1.141	3.130
Special projects and growth	121	4	15	52
Adjusted Free Cash Flow <sup>2</sup>	385	1.370	1.757	3.978
Adjusted FCF Yield <sup>3</sup>				18,7%

<sup>1</sup> Interest on Capital

<sup>2</sup> Disconsiders Dividends & IOC as well as Special and Expansion Projects

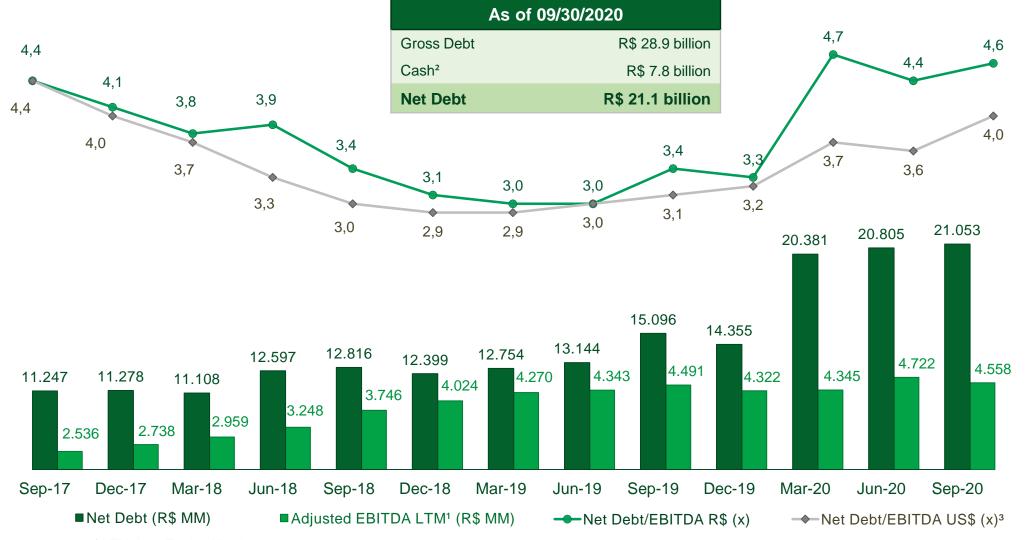
Institutional Presentation 3 Access

<sup>3</sup> Adjusted Free Cash Flow of the last twelve months, divided by the company's market value considering the average KLBN11 price in the same period (treasury shares are excluded)

# **Net Debt and Leverage**

## Stable Net Debt and Leverage within the parameters of the Company's Indebtedness Policy





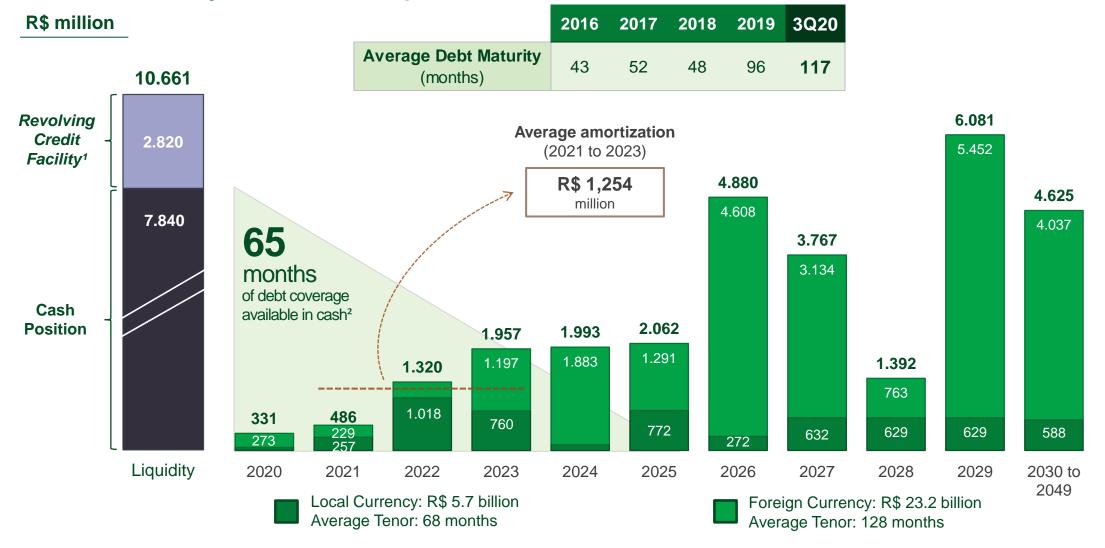
<sup>1</sup> LTM: Last Twelve Months

Institutional Presentation <sup>2</sup> Disconsiders the Revolving Credit Facility of US\$ 500 million due on Dec/23

3Q20 <sup>3</sup> Net Debt/EBITDA (US\$): considers the final FX rate for Net Debt and the average FX rate for EBITDA

# **Debt Maturity**

Average debt maturity of approximately 10 years and average amortization of R\$ 1,254 million between 2021 A Normal and 2023, Puma II Project's construction period Klabin



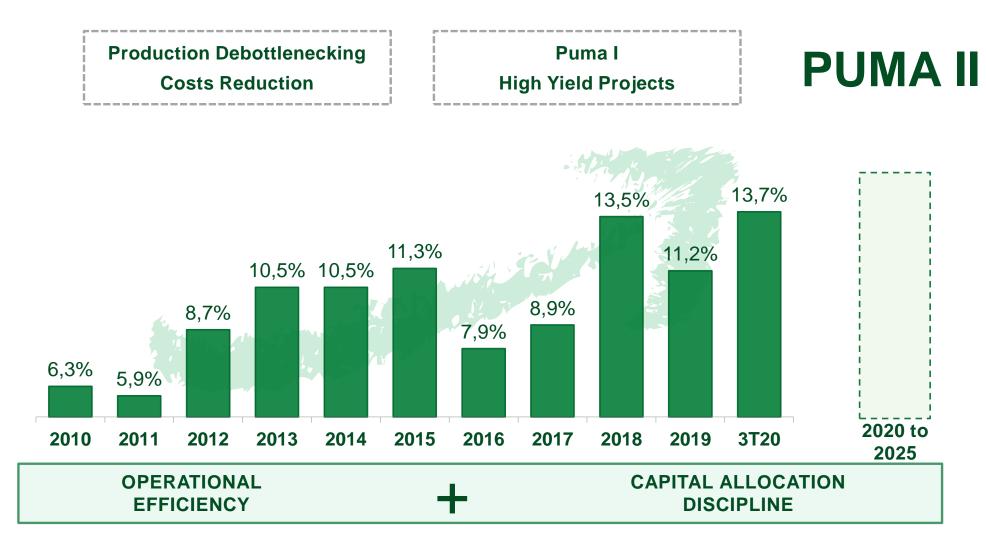
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<sup>1</sup> Revolving Credit Facility (RCF) of US\$ 500 million due on Dec/23
 <sup>2</sup> Excludes RCF's US\$ 500 million availability

# **Return On Invested Capital<sup>1</sup>**

#### **Continuous return improvement**





Institutional Presentation 3Q20

<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>2</sup> Total Liability – Total Debt

<sup>3</sup> Fair Value of Biological Assets – Deferred Tax ref. Biological Assets

# **Income Statement**

## **R\$ Million**



	3Q20	2Q20	3Q19	Δ	Δ	9M20	9M19	Δ
				3Q20/2Q20	3Q20/3Q19			9M20/9M19
Gross Revenue	3.560	3.337	2.883	7%	23%	9.880	8.766	13%
Net Revenue	3.109	2.956	2.478	5%	25%	8.657	7.568	14%
Variation in the fair value of biological assets	69	32	332	117%	-79%	317	315	1%
Cost of Products Sold Gross Profit	(1.926) <b>1.251</b>	(1.845) <b>1.143</b>	(1.829) <b>980</b>	4% <b>9%</b>	5% <b>28%</b>	(5.586) <b>3.388</b>	(5.294) <b>2.588</b>	6% <b>31%</b>
Selling Expenses General & Administrative Expenses	(296) (166)	(289) (157)	(226) (145)	2% 6%	31% 14%	(833) (472)	(629) (443)	32% 7%
Other Revenues (Expenses) Total Operating Expenses	(4) (467)	47 ( <b>400</b> )	584 <b>213</b>	n/a <b>17%</b>	n/a <b>n/a</b>	55 (1.250)	646 ( <b>426</b> )	-92% <b>193%</b>
Operating Income (before Fin. Results)	785	744	1.193	6%	-34%	2.138	2.162	-1%
Equity pickup	1	4	2	-72%	-57%	27	6	338%
Financial Expenses	(588)	(772)	(807)	-24%	-27%	(3.529)	(2.103)	68%
Financial Revenues	63	126	567	-50%	-89%	296	881	-66%
Net Foreign Exchange Losses	(547)	(752)	(1.006)	-27%	-46%	(4.725)	(814)	480%
Net Financial Revenues	(1.072)	(1.398)	(1.247)	-23%	-14%	(7.958)	(2.037)	<b>29</b> 1%
Net Income before Taxes	(286)	(650)	(52)	-56%	455%	(5.793)	131	n/a
Income Tax and Soc. Contrib.	95	268	259	-65%	-63%	2.076	(48)	n/a
Net Income (loss)	(191)	(383)	207	-50%	n/a	(3.716)	84	n/a
Net income (loss) attributable to noncontrolling inter	8	55	(8)	-86%	n/a	91	(1)	n/a
Net income attributable to Klabin's stockholde	(199)	(438)	215	-55%	n/a	(3.807)	85	n/a
Depreciation and amortization	517	621	535	-17%	-3%	1.773	1.510	17%
Change in fair value of biological assets	(69)	(32)	(332)	117%	-79%	(317)	(315)	1%
Adjusted EBITDA	1.233	1.333	1.396	-8%	-12%	3.594	3.358	7%

# **Balance Sheet**

## **R\$ Million**



	Sep-20	Jun-20	Sep-19
Current Assets	12.256	14.520	16.685
Cash and banks	28	17	69
Short-term investments	6.506	8.020	10.716
Securities	1.306	1.831	1.368
Receivables	1.993	2.113	2.082
nventories	1.379	1.558	1.415
Recoverable taxes and contributions	867	786	758
Other receivables	177	195	277
Noncurrent Assets	23.582	22.709	20.590
Long term			
Deferred Income Tax and Social Contributi	1.338	1.244	-
Taxes to compensate	821	1.046	1.967
Judicial Deposits	123	125	113
Other receivables	206	225	249
Other investments	266	265	182
Property, plant & equipment, net	15.545	14.644	12.736
Biological assets	4.373	4.402	4.856
Asset use benefit	838	682	405
ntangible assets	72	74	81

35.838

37.229

37.275

Liabilities	Sep-20	Jun-20	Sep-19
Current Liabilities	3.141	2.568	3.265
Loans and financing	695	599	1.130
Debentures	64	72	474
Suppliers	1.549	1.296	978
Taxes payable	130	39	78
Salaries and payroll charges	374	294	323
Dividends to pay	-	-	-
Liability use benefit	147	108	75
Other accounts payable	182	161	206
Noncurrent Liabilities	29.522	31.287	27.796
Loans and financing	26.220	28.150	24.190
Debentures	1.914	1.853	1.456
Deferred income tax and social contribution	-	-	1.148
Other accounts payable - Investors SCPs	327	326	320
Lease liability	701	580	330
Other accounts payable	360	378	353
Stockholders Equity	2.595	2.788	5.974
Capital	4.475	4.475	4.076
Capital reserve	(366)	(366)	(351)
Revaluation reserve	49	49	49
Profit reserve	1.517	1.517	1.748
Valuation adjustments to shareholders'equi	928	922	967
Retained earnings	(3.830)	(3.632)	(328)
Treasury stock	(178)	(178)	(187)
Equity att. to noncontrol. interests	580	585	240
Total	35.838	37.229	37.275

Total

# **Disclaimer**



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

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

Klabin cannot ensure the expectations here presented will materialize.

# **INVESTOR RELATIONS**

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