

# 1Q22

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## Earnings Presentation

# DISCLAIMER

This presentation may contain forward-looking projections or statements. 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, changes in the future demand for the Company's products, changes in the aspects 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.

# 1Q22 HIGHLIGHTS

Adjusted EBITDA reaches R\$ 1.726 bn in 1Q22 , increases of 38% compared to 1T21<sup>1</sup>



## Net Revenue

R\$ **4.422** bn

+28% in relation to 1Q21

## EBITDA Margin<sup>1</sup>

**39%**

+3 p.p. compared to 1Q21

## Cash Generation<sup>1,2</sup>

R\$ **1.590**/t

+44% in relation to 1Q21

## ROIC (*Return on Invested Capital*)

**20.1%**

vs 16.6% in 1Q21 (last twelve months)

## Deleveraging

**2.7x** in US\$

vs 4.0x in 1Q21 (Net Debt/EBITDA)

## Puma II Project

**32%** concluded

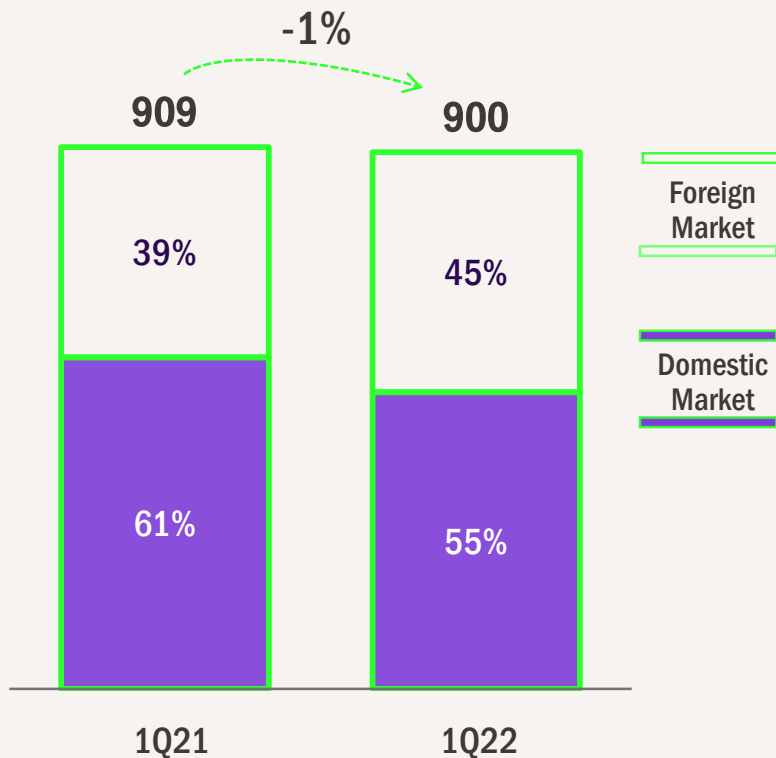
Progress measured on 04/17/2022

# 1Q22 RESULTS

Price adjustments made over the last quarters boosted the 1Q22 result

## Sales Volume<sup>1</sup>

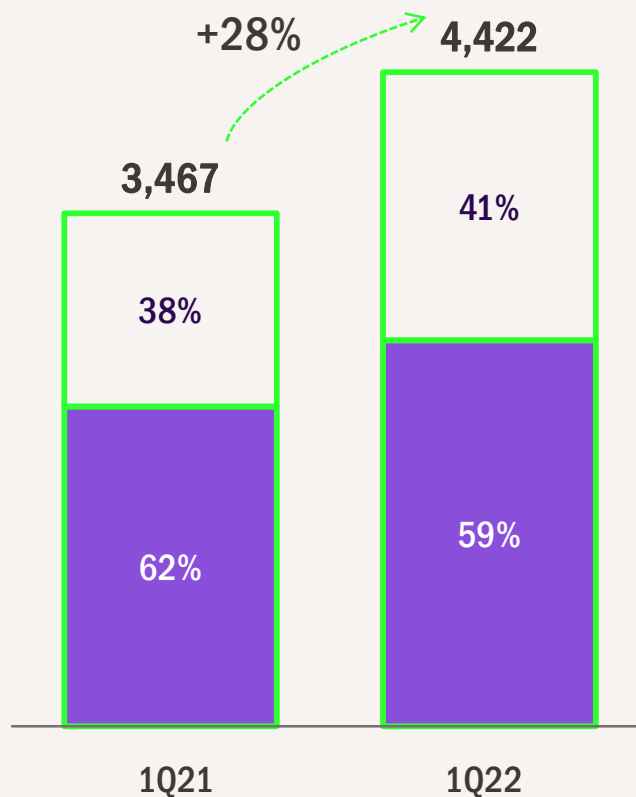
Thousand tones



1 - Excludes wood sales

## Net Revenue<sup>2</sup>

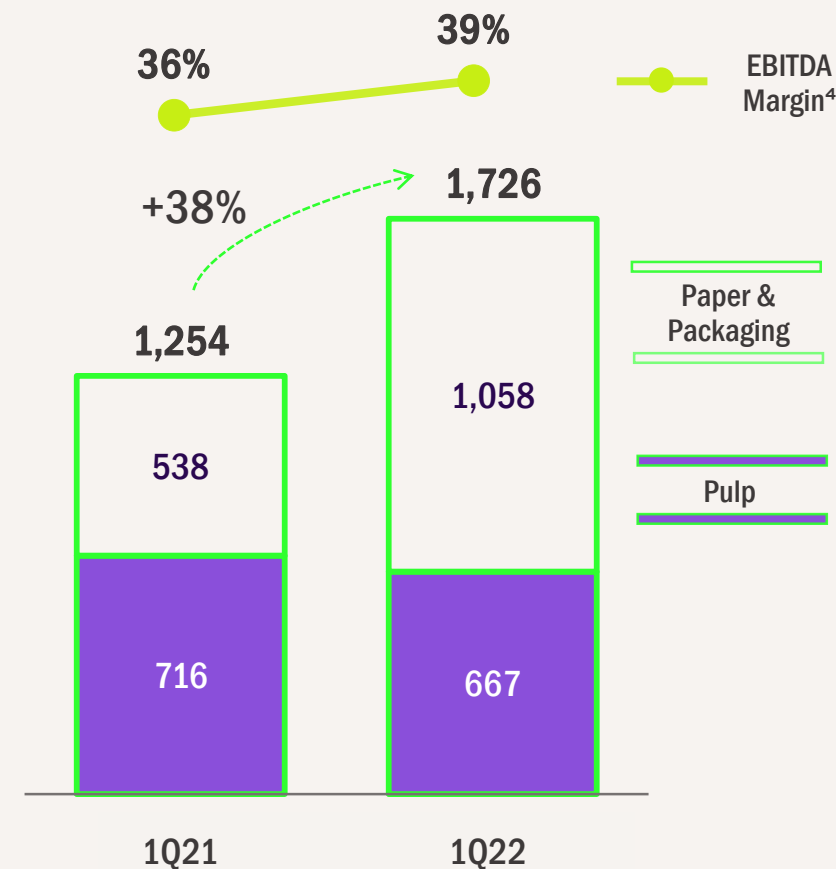
R\$ million



2 - Includes wood and other revenues

## Adjusted EBITDA by segment<sup>3,4</sup>

R\$ million



3 - 'Others' results were allocated in the respective businesses

4 - Excludes the non-recurring effects

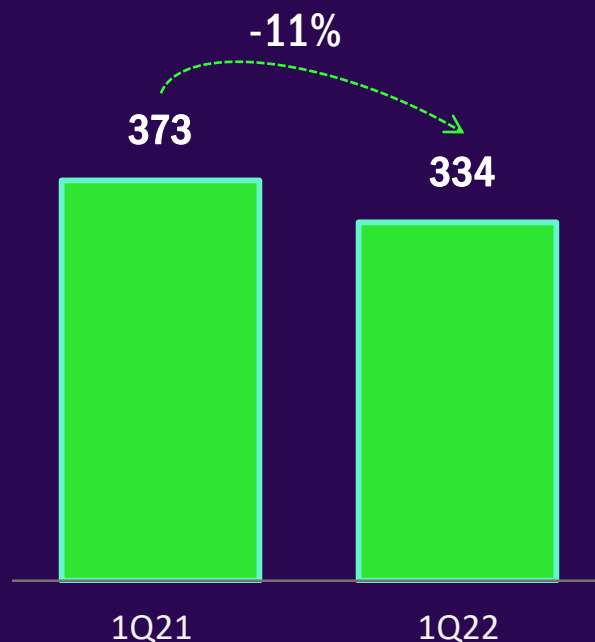


# PULP

Price increases in US\$, fiber diversification and sales flexibility among regions led to revenue growth in 1Q22

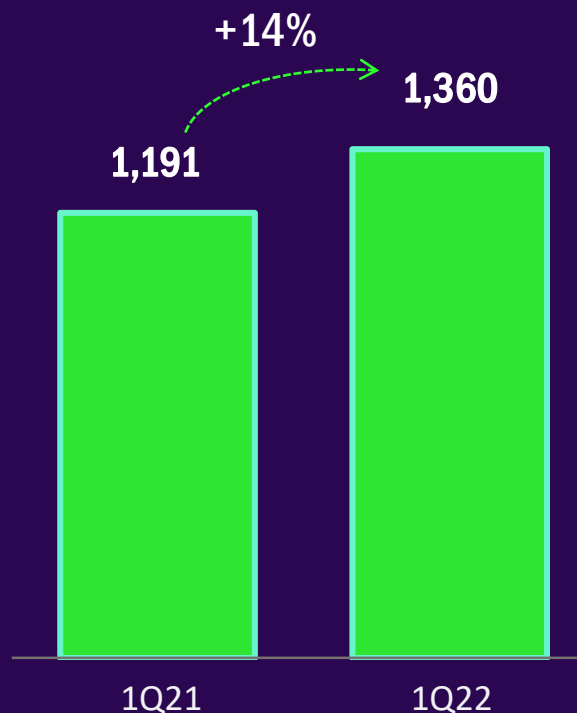
## Sales Volume

Thousand tones



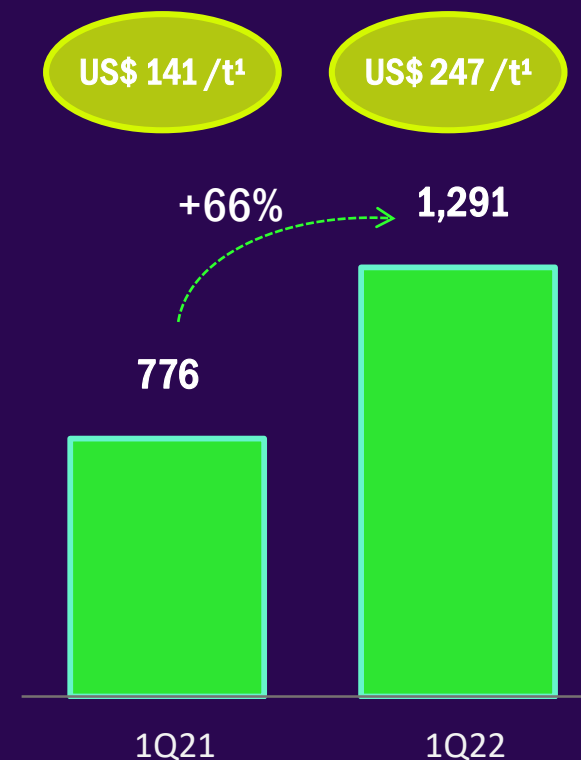
## Net revenue

R\$ million



## Production Cash Cost<sup>2</sup>

R\$ per tone



# NET DEBT AND DELEVERAGING

Consistency in cash generation contributes to reducing leverage to a level lower than that observed in the approval of the Puma II project, in April 2019

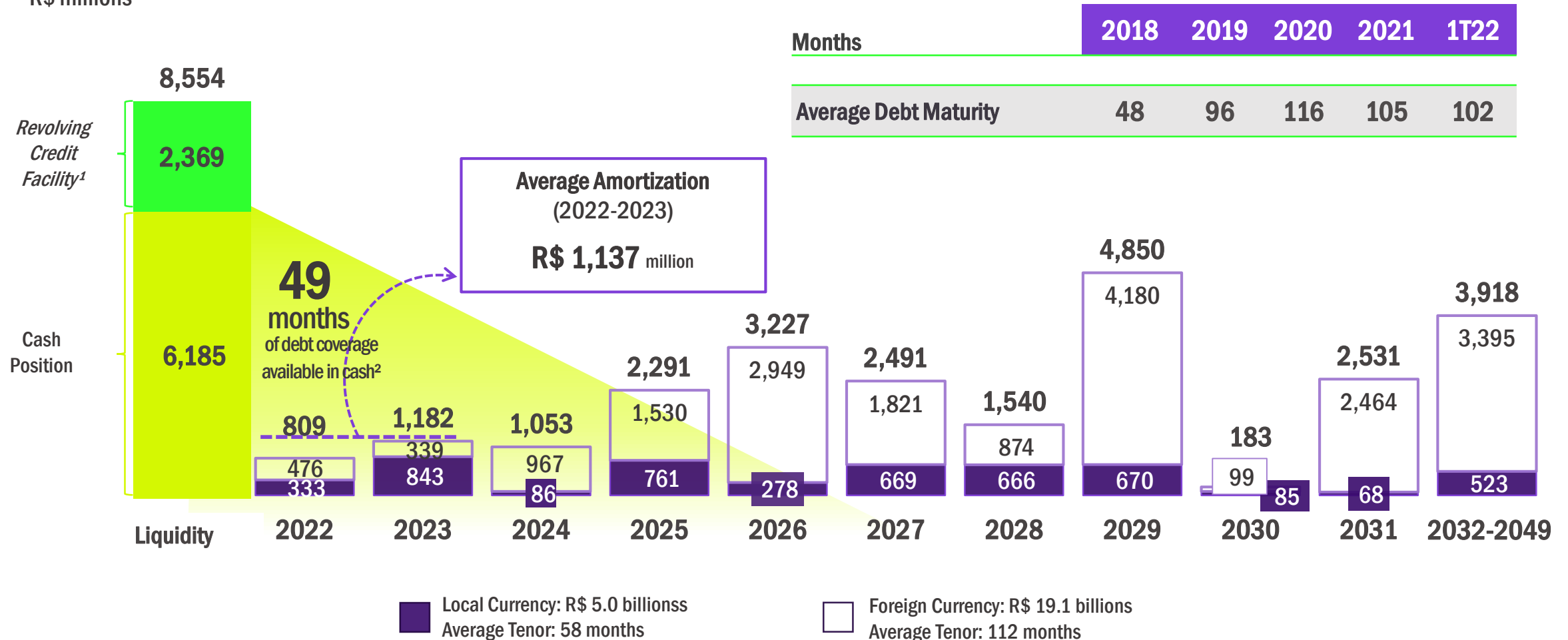


1 – LTM: Last Twelve Months  
 2 - Excludes the Revolving Credit Facility of US\$ 500 million due on Oct/26  
 3 - Net Debt/EBITDA (US\$): considers the final FX rate for Net Debt and the average FX rate for EBITDA

# DEBT MATURITY

Average debt maturity of ~8.5 years and average amortization of R\$ 1,137 millions between 2022 and 2023, the remaining construction period for the Puma II Project

R\$ millions



1 - - Revolving Credit Facility (RCF) of US\$ 500 million due on Oct/26

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

# FREE CASH FLOW (FCF)

Adjusted Free Cash Flow reached R\$3.9 billion in the last twelve months, representing Adjusted FCL Yield of 14.1%

R\$ million	1Q22	4Q21	1Q21	LTM 1Q22	LTM 1Q21
<b>Adjusted EBITDA</b>	<b>1,726</b>	<b>1,884</b>	<b>1.274</b>	<b>7,336</b>	<b>5,153</b>
(-) Capex <sup>1</sup>	(999)	(1,159)	(815)	(4,062)	(5,170)
(-) Interest Paid /Received	(211)	(286)	(222)	(1,022)	(1,490)
(-) Income Tax	(188)	(193)	(40)	(654)	(48)
(+/-) Working Capital Variation	(549)	(43)	(526)	(416)	1,857
(-) Dividends & IOC	(377)	(402)	-	(779)	-
(+/-) Others	(91)	(18)	47	(319)	(317)
<b>Free Cash Flow</b>	<b>(689)</b>	<b>(216)</b>	<b>(283)</b>	<b>85</b>	<b>(13)</b>
Dividends & IOC	377	402	-	779	-
Puma II Project	594	759	497	2,676	4,014
Special Projects and Growth	111	119	67	379	383
<b>Adjusted Free Cash Flow<sup>2</sup></b>	<b>393</b>	<b>1,065</b>	<b>281</b>	<b>3,920</b>	<b>4,385</b>
<b>Adjusted FCF Yield<sup>3</sup></b>				<b>14.1%</b>	<b>16.8%</b>

1 - Capex under cash accrual method

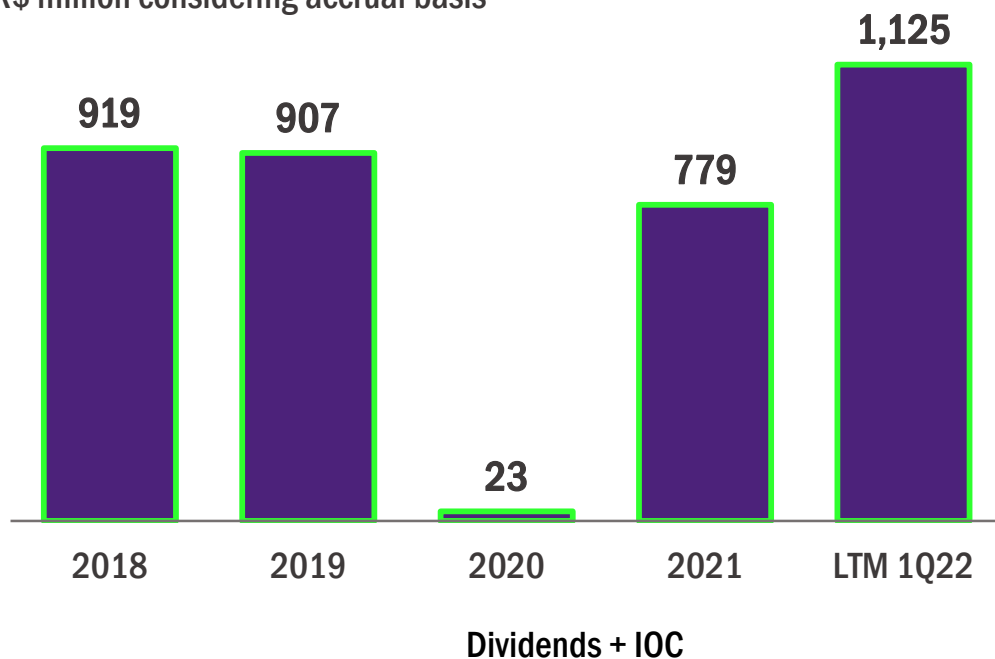
2 - Excludes dividends and expansion projects

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



# DIVIDENDS

R\$ million considering accrual basis



1Q22 Dividends<sup>1</sup>: **R\$ 346** millions

Dividend Policy<sup>2</sup>: Target between **15%** and **25%** of Adjusted EBITDA



1 – As approved at the Board of Directors' Meeting on 05/03/2022. To access the Notice to Shareholders, [click here](#)

2 – To access the full Dividend and Interest on Capital Policy, [click here](#)



# PUMA II PROJECT

Klabin's continuous path of sustainable growth and value creation

**1<sup>st</sup> Machine Running**

**In ramp-up  
Start-up in August/21**

**2<sup>nd</sup> Machine in Construction**

**32% complete<sup>1</sup>  
Start-up planned for 2Q 2023<sup>2</sup>**

Capex Incurred (R\$ million)				
2019	2020	2021	1T22	TOTAL
1,271	4,045	2,579	594	8,489

**Estimated Total: R\$ 12.9 billion<sup>3</sup>**



Image of the construction of the 2<sup>nd</sup> paper machine (PM28) of Puma II Project in Ortigueira-PR on 04/17/2022

# ESG Highlights



Progress in 1Q22 in line with Klabin's growth plan and Agenda 2030



Follow the  
evolution of  
the 2030  
Agenda at  
[ESG Panel](#)

## The Sustainability Yearbook 2021

Klabin achieves **Gold** category among Containers and Packaging companies worldwide

## Klabin's top score for Ecovadis

Assessment analyzed aspects of the Environment, Labor Practices and Human Rights, Ethics and Sustainable Procurement

## New Sustainable Finance page on the ESG Panel

Concentration of reporting of financial instruments linked to sustainability. Access [this link](#)

## 100% Circular territory in Paraná

Positive impact promotion: transform, reuse and recycle waste to eliminate sending it to landfill



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## Investor Relations

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