

Investment Thesis

RANI
B3 LISTED NM



— We are the Brazilian pure play in the packaging segment listed on B3's Novo Mercado

 **85 years** of experience

 **+2,100** employees

 **+85 thousand** shareholders

 **~BRL 1.8 billion** Market Cap

 **BRL 5.9 million** Average ADTV LTM 2Q26

Net revenue by segment
LTM 2Q26



62.1%
Sustainable
Packaging
(Corrugated
Board)



37.3%
Paper for
Sustainable
Packaging (Paper)



OCC (recycled corrugated board)

Virgin fiber

main raw material

Net revenue by market
LTM 2Q26

92%
Domestic
market

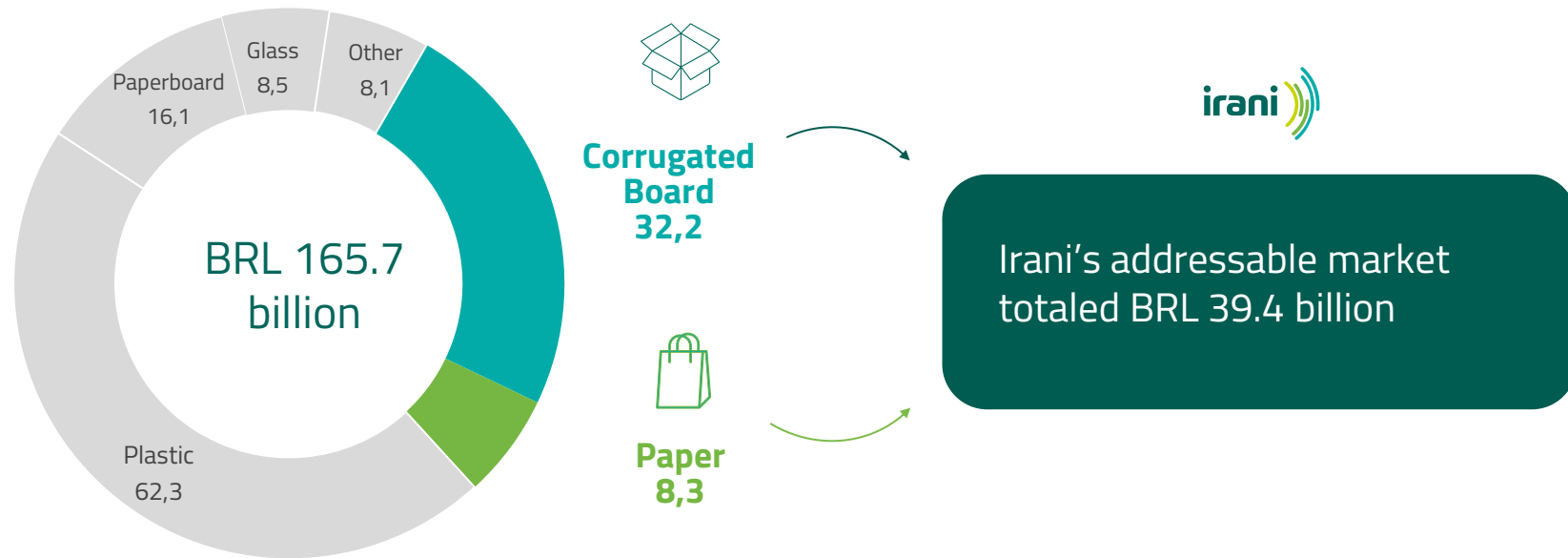


8%
Foreign
market



- The Brazilian packaging market totaled BRL 165.7 billion in 2025, of which BRL 39.4 billion in Irani's segments of operation

Brazilian packaging market in 2025 (in BRL billion)



Source: ABRE (Brazilian Packaging Association), Empapel (Brazilian Paper Packaging Association) and IBGE.

Sustainable packaging has growing demand, with clear drivers for the future



Growth with price
resilience
throughout
economic cycles



Growing demand for
**sustainable
packaging**
solutions and the
**replacement of
plastic with paper**



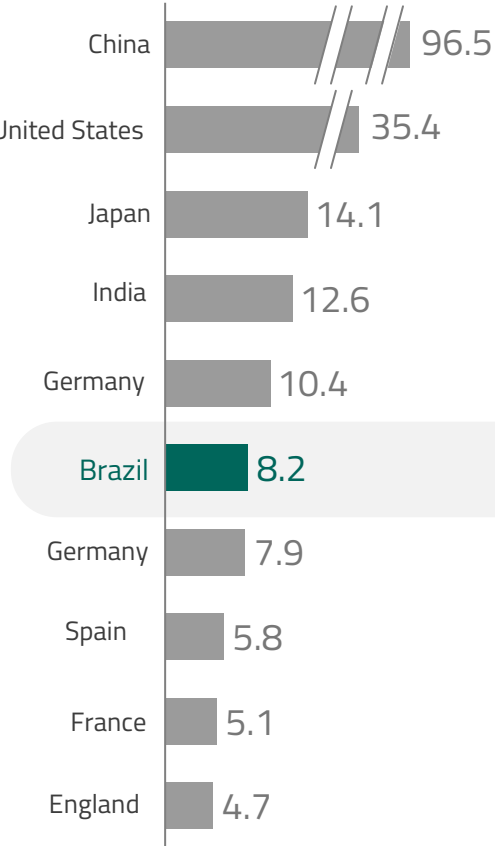
Production
and **export of food**,
especially
animal protein



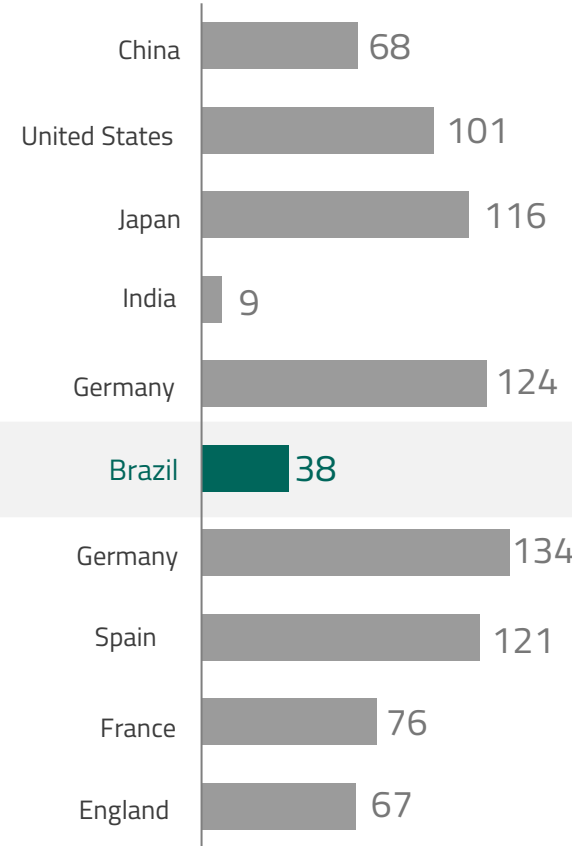
Growth
in **e-commerce**
and **delivery**

Brazil is the world's 6th largest producer of corrugated board and has significant potential to increase per-capita consumption

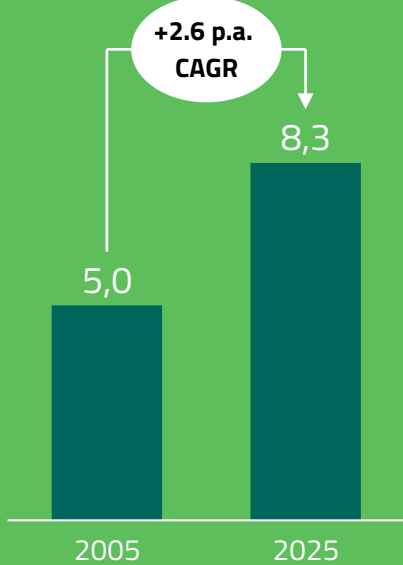
Total production in 2024 (billion m²)



Per-capita production in 2024 (m²/inhabitant)



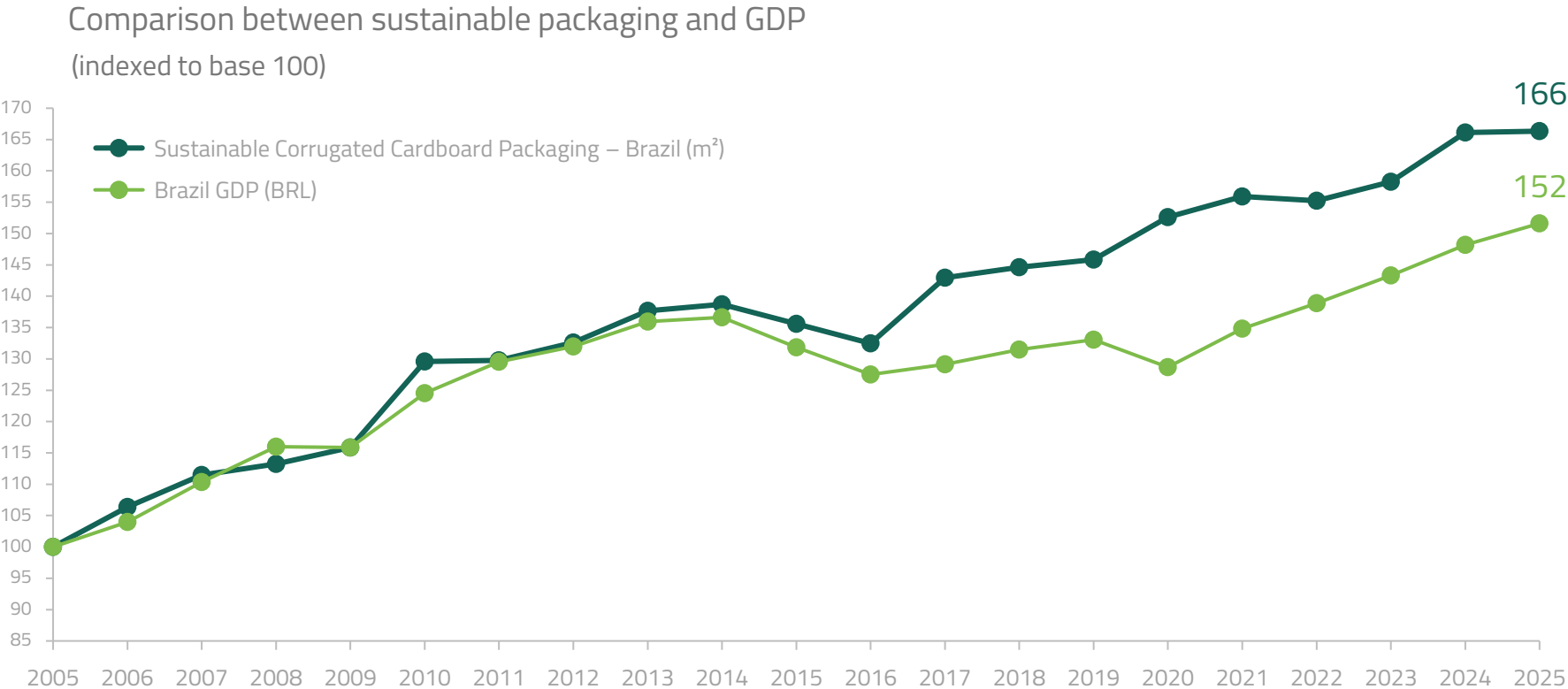
Corrugated board shipments in Brazil (thousand m²)



Over the past two decades, the Brazilian corrugated board market has maintained consistent growth

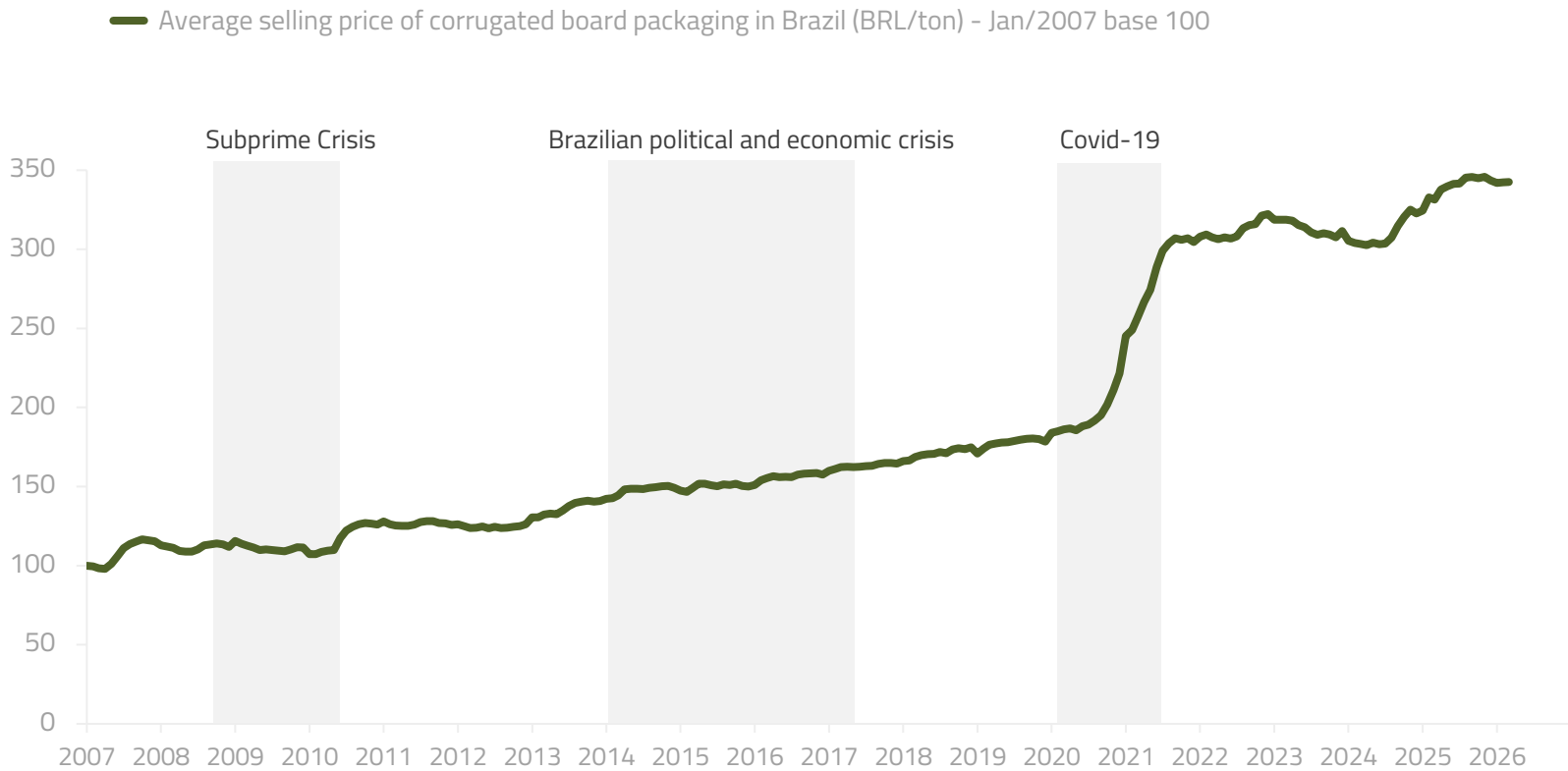
Note: corrugated board is a regionally consumed product, typically within a 300 km radius.
 Source: ICCA (International Corrugated Case Association) and ABPO/Empapel (Brazilian Paper Packaging Association).

Our addressable market has historically, grown above Brazilian GDP



Sources: Empapel (Brazilian Paper Packaging Association) and IBGE.

Sustainable packaging is **not a commodity**, and its prices are resilient through turbulent economic periods



20-year historical
price growth
0.9% p.a.
above inflation

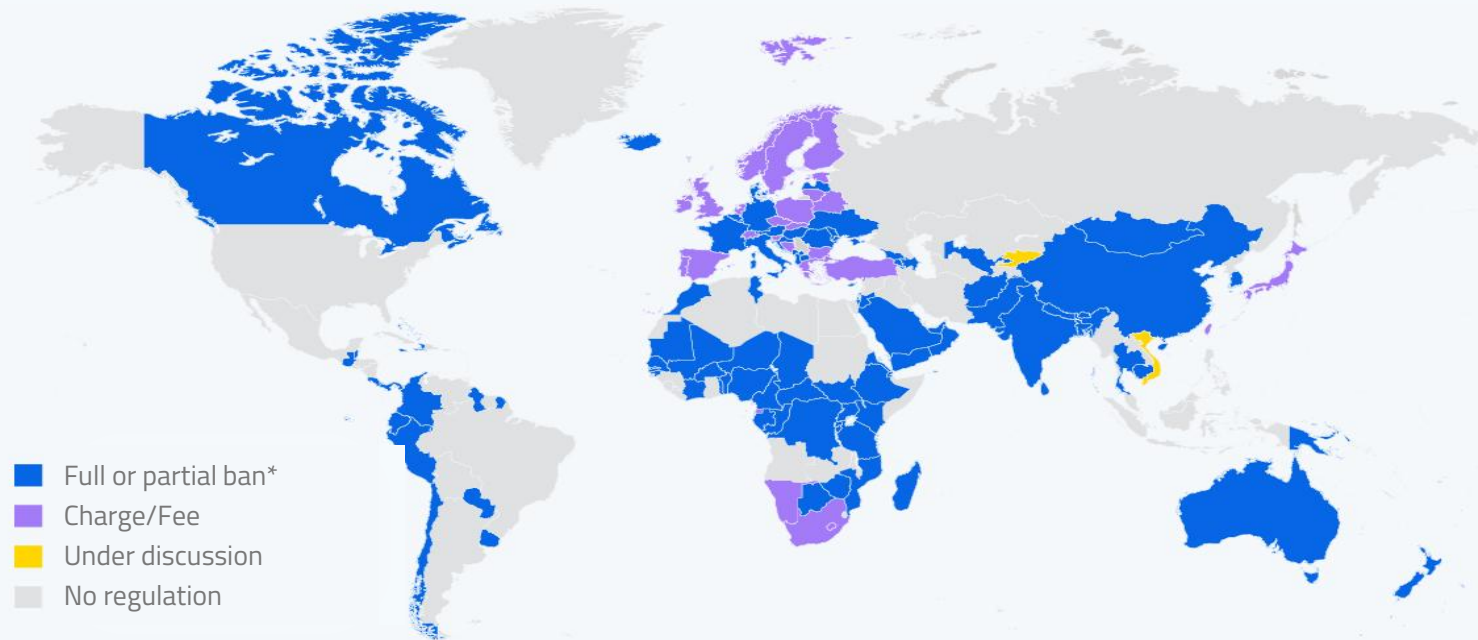
Corrugated Board
CAGR: 6.6% p.a.
IPCA: 5.7% p.a.

Note: in Brazil, average prices have only been measured and published since Jan/2007, by the industry association (Empapel). Updated through Mar/26.



Global regulation is accelerating the transition to sustainable packaging

Countries with restrictions on plastic bags



*May also include charges. Some legislation is not yet in effect. Implementation varies.

Source: Statista research.



+90

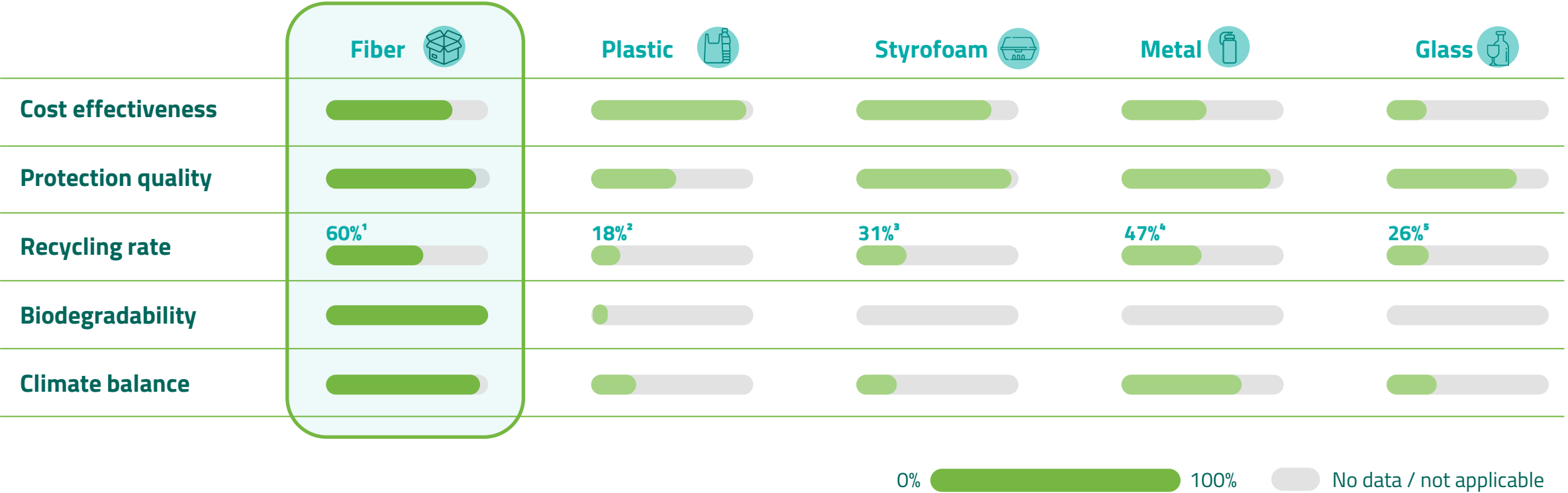
countries have already restricted or banned the use of plastic bags to promote the use of sustainable packaging.



80%

reduction in plastic bag consumption in Uruguay, a sustainability benchmark in Latin America.

Fiber-based packaging outperforms other market alternatives



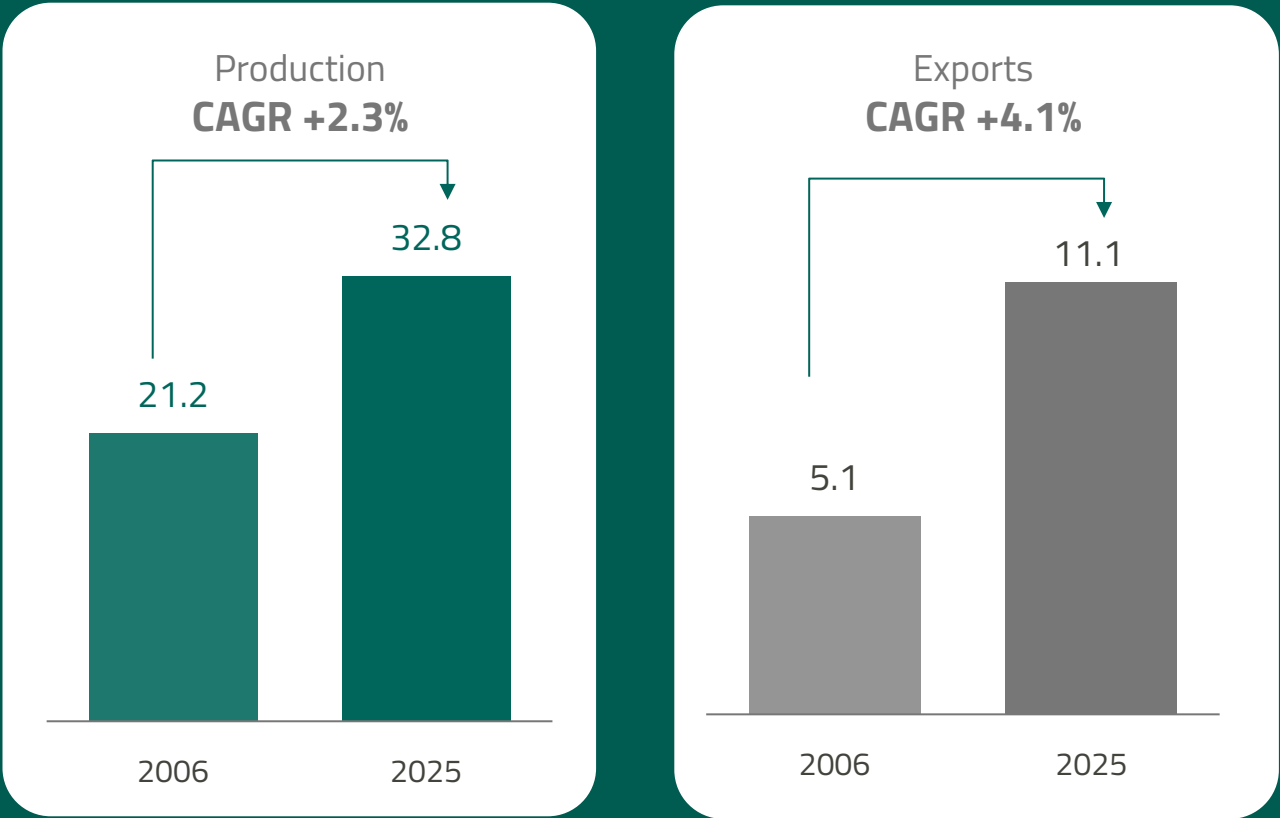
Note: the "Recycling rate" row shows actual percentages, sourced by material (see notes 1–5 below). For the other indicators, bar length is an illustrative estimate of relative position on a 0–100% scale, based on Irani's internal assessment.

(1) ANAP, 2024 Annual Statistical Report (2023 data). (2) OECD Environment Policy Paper No. 12. (3) ABIPLAST/MAXIQUIM, 2021 (EPS). (4) Abeaço, 2019 (steel cans). (5) Abividro / Circula Vidro, 2024.

Glass: in addition to recycling, about 50% of glass packaging manufactured in Brazil is returnable, reused through washing and refilling, without recycling (Abividro).
Metal: the figure refers to steel cans; for aluminum (beverage) cans, the recycling rate in Brazil reached 97.3% in 2024, a global benchmark (Recicla Latas/ABAL/Abralatas).

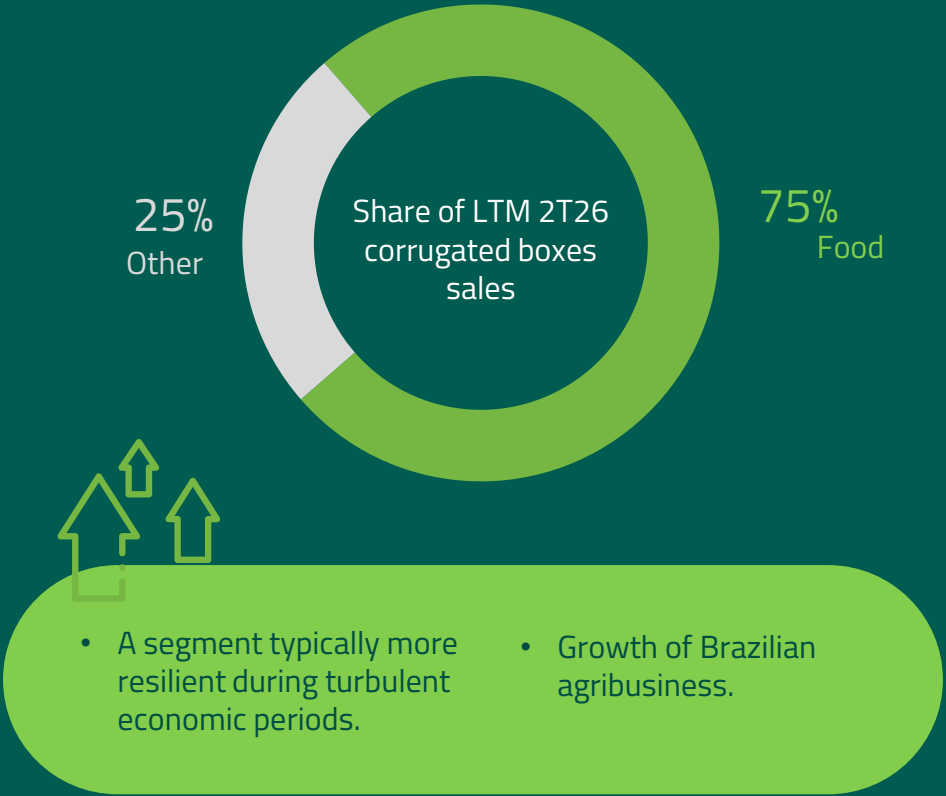
Growth in food production and exports, especially animal protein, is relevant to corrugated board demand

Brazilian beef, pork and poultry volume (million tons)



Source: FAO/USDA.

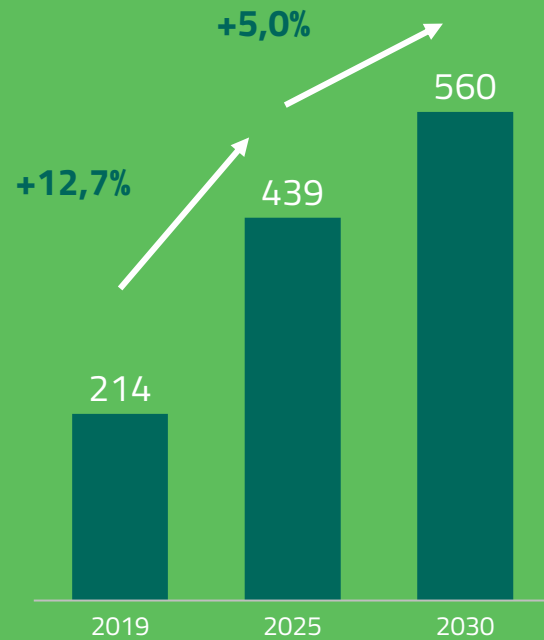
At Irani, most sales are directed to the food sector



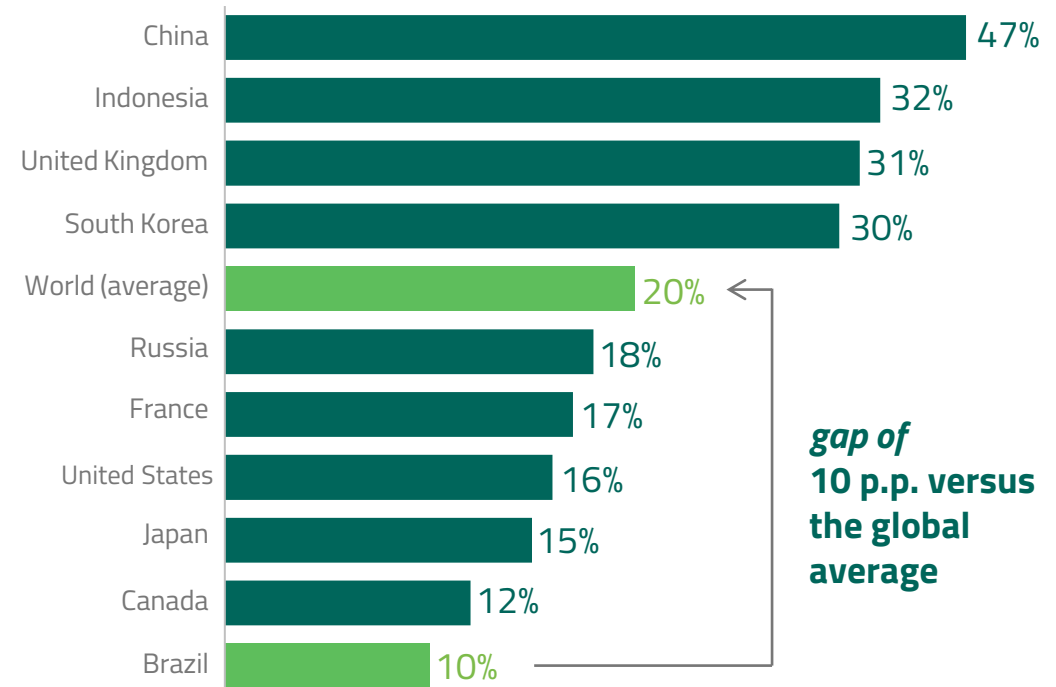
The growth of e-commerce creates a growth opportunity

Increase in structural chain demand for corrugated board packaging

Number of e-commerce orders in Brazil
(in millions)



E-commerce as a share of total retail



**gap of
10 p.p. versus
the global
average**

— We have competitive advantages that allow us to capture market growth while generating value



Modernized plants



Excellence in project execution



Access to capital markets



Own forests



In-house generation of renewable energy

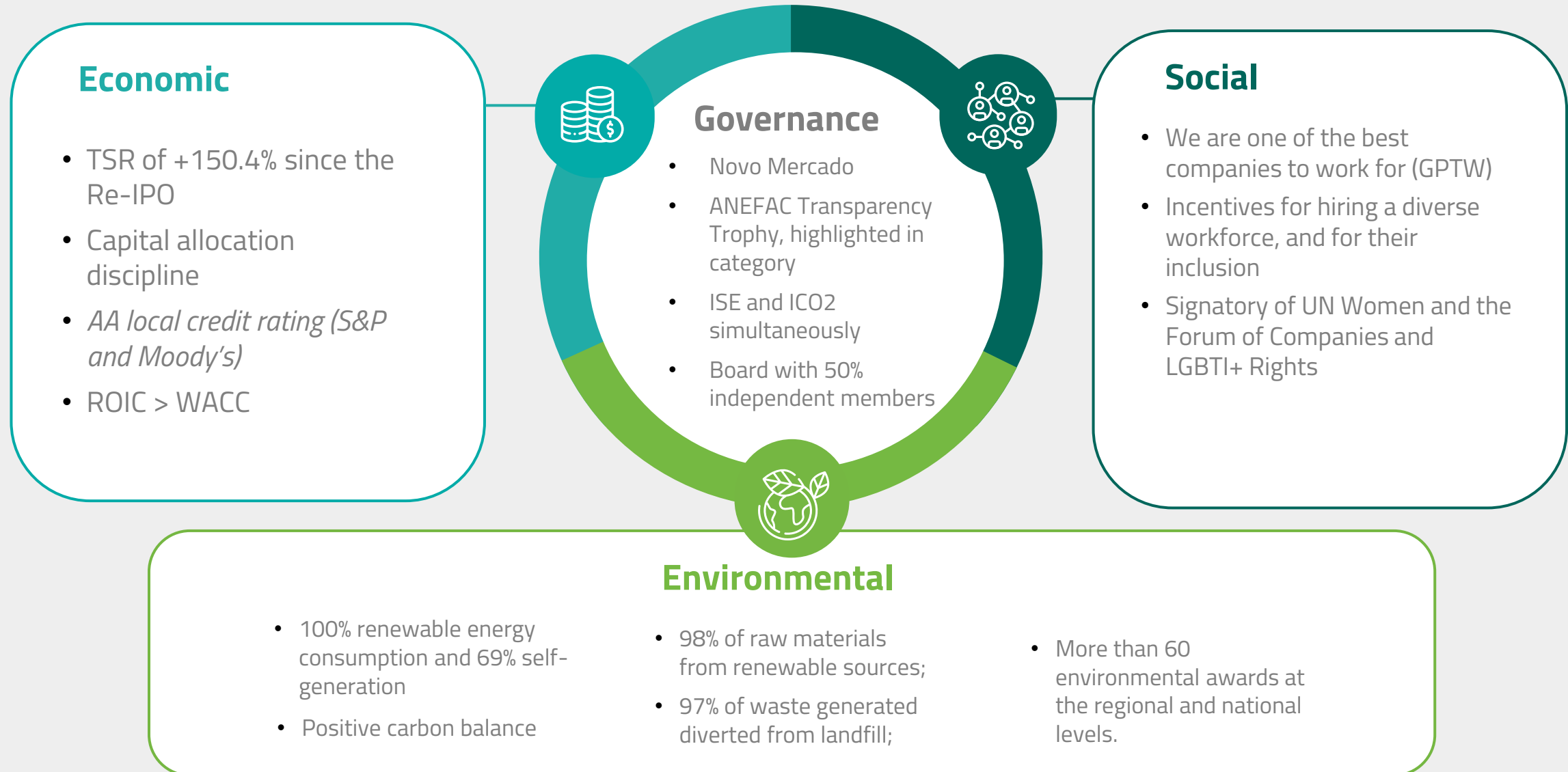


Motivated, engaged and proud people



Customer focus as a differentiator

Combined with a strategy guided by sustainability as a driver of the core business



We are executing the Gaia Platform, our portfolio of plant modernization projects

The proceeds raised in the 2020 Re-IPO enabled the execution of the Gaia Platform

July 24, 2020

Re-IPO

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Public equity offering on B3 totaling BRL 405 million

Financing the largest investment plan in our history

Gaia Platform



Portfolio of modernization projects for our manufacturing facilities, approved and executed in phases since 2020



Competitiveness

reduction in production costs



Operational efficiency

automation and plant modernization



Increased capacity

higher production of virgin long fiber, rigid and flexible papers, and corrugated board packaging



Energy self-sufficiency

increased generation of renewable electricity

BRL 1.8 billion

total investment
in the Gaia Platform

12

projects

2020 → 2028

Execution
cycle

The Gaia XII Project marks the conclusion of the Gaia Platform, with the expansion of the Papel MG unit



BRL 514 million

(gross capex | IRR above WACC)



+60%

in production capacity



Production increase of

+36 thousand tons/year

reaching a new level of 96 thousand tons/year

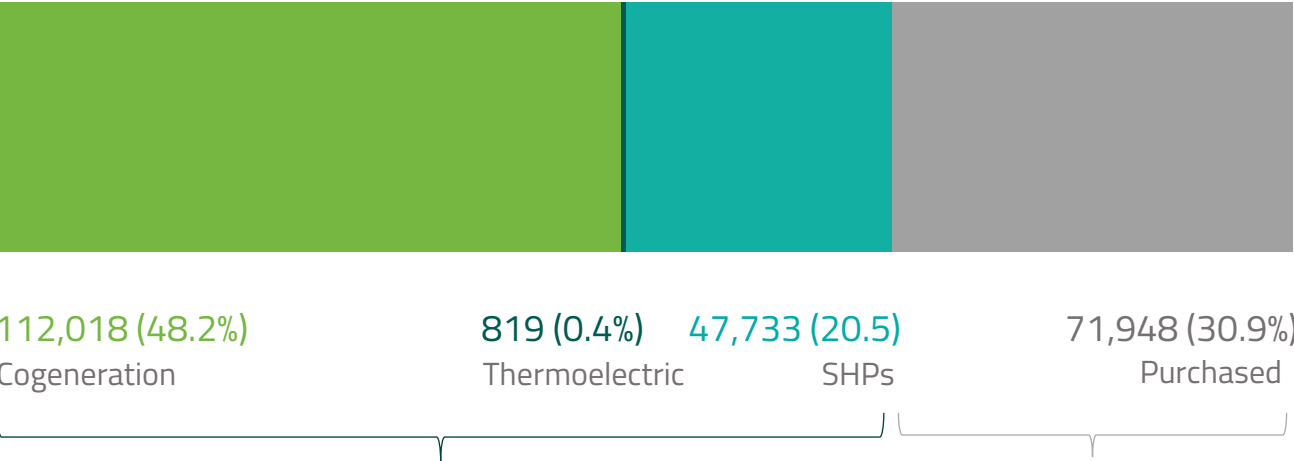


Switch of the boiler from natural gas to

biomass, with a reduction of **-85%** in CO2e emissions

— We have in-house renewable energy generation, targeting self-sufficiency by 2030

Electricity Consumption in 2025: 232,518 MW



69% of the energy used is self-generated

100% of purchased energy came from renewable sources, certified by I-REC certificates.



Once the Gaia Platform projects are completed, we will be **energy self-sufficient.**

Click on the projects below to learn more.

[Gaia IV – Cristo Rei Repowering](#)

[Gaia V – São Luiz Repowering](#)

[Gaia XII – Paper MG Expansion](#)

— We are ready for the new cycle

plataforma
galdia



plataforma
neos

2020-2028
optimization

2026-2034
growth



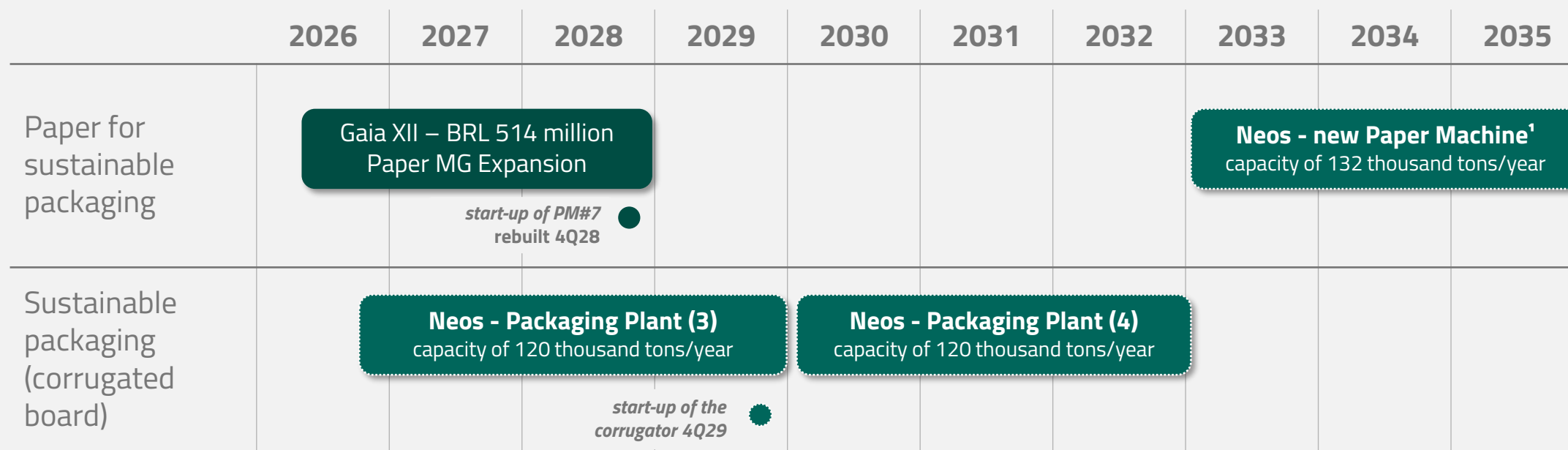
We will keep investing in what we believe in:

sustainable packaging and the circular economy

plataforma
gaia

plataforma
neos

- [Investment approved by the Board of Directors at its meeting on 27/05/2026](#)
- [Concept approved by the Board of Directors at its meeting on 27/05/2026 | Investments under study](#)



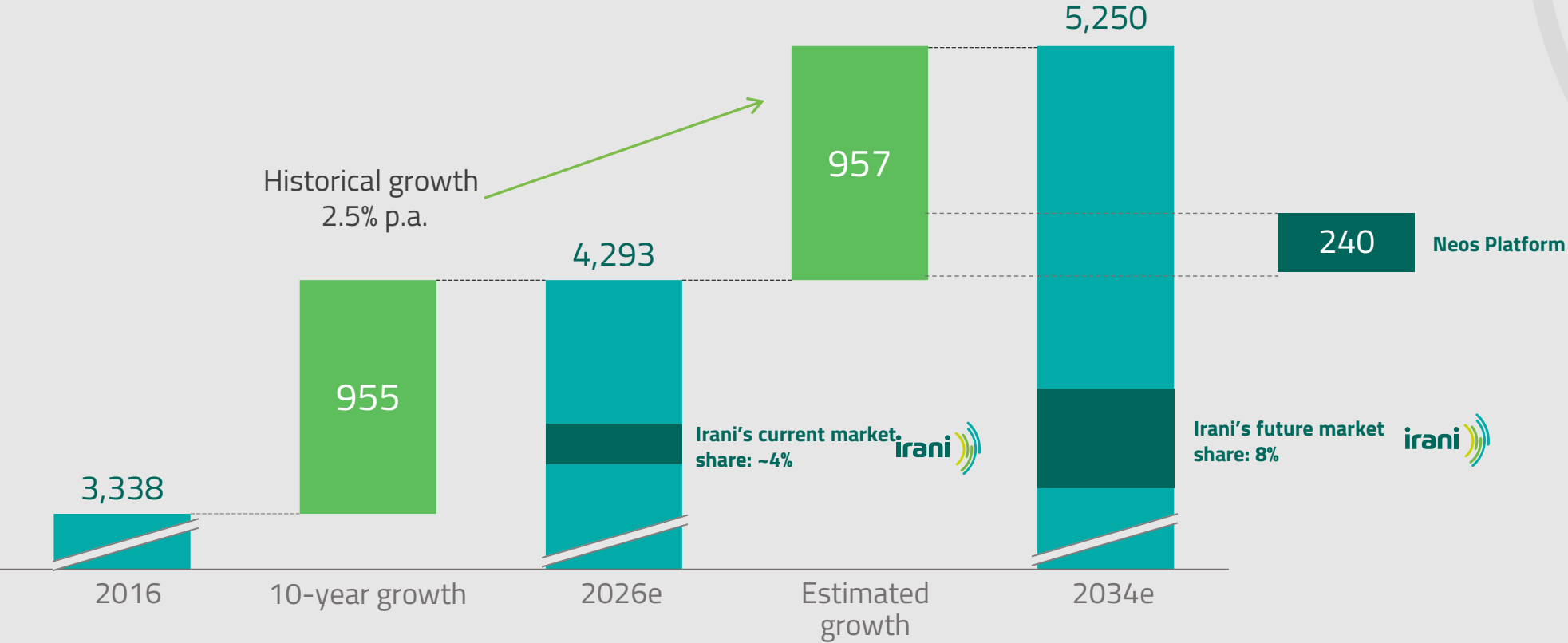
The timing of Neos projects assumes leverage is kept below 2.50x and execution funded through cash generation and debt. It does not assume the issuance of new shares.

¹The Neos Platform originally envisaged forestry and pulp line expansion in SC integrated with a new paper machine for kraftliner production.

The market's historical average growth supports our expansion while generating value

Our ambition is to double our market share in corrugated board to 8% by 2034

National corrugated board shipments (thousand tons)



The location of our units strengthens operational efficiency and access to key markets

We are located in strategic regions for consumption, production and raw material availability, strengthening business competitiveness



The region of southern MG or southeastern SP offers ideal conditions for our **next corrugated board plant**

- Proximity to the consumer market, suppliers and workforce
- Logistics accessibility
- Future possibility of a new paper machine at the same site

We have access to capital to drive our growth strategy

Our track record in the capital markets



Credit rating monitored by the leading local agencies:

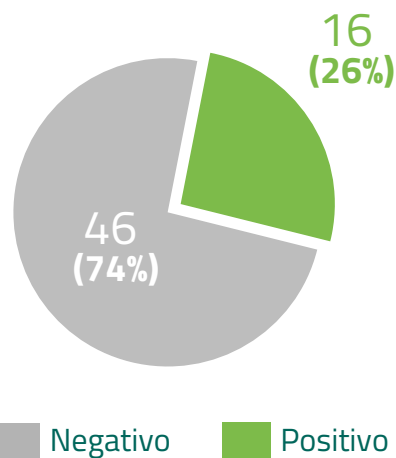
S&P Global
Ratings
brAA Rating

MOODY'S
LOCAL
AA.br Rating

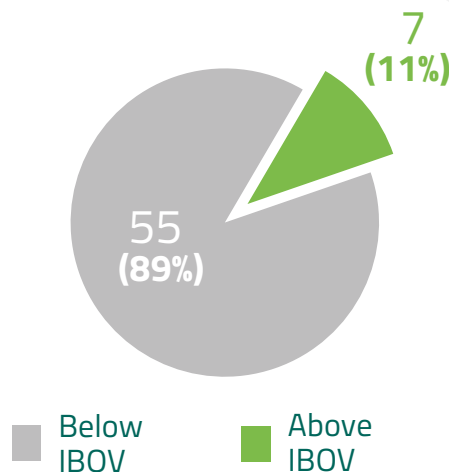
result, Irani delivers
differentiated value to its
shareholders



We are among the best-performing IPOs of the last major issuance window



Of the 62 IPOs completed in 2020 and 2021, only 16 (26%) delivered positive performance...

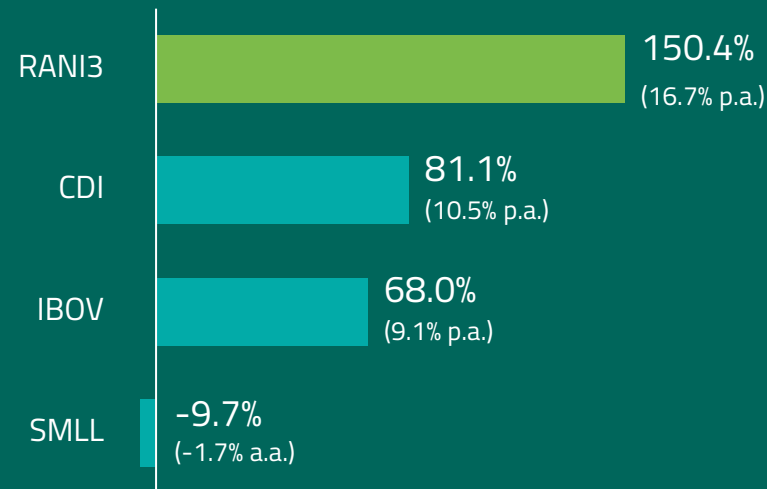


...and only 7 (11%) outperformed the Ibovespa index.

Note: of the 75 IPOs completed in the period, 13 were no longer listed as of the analysis date, resulting in 62 companies considered in the calculation. Analysis date: 30/06/2026.

Total Shareholder Return (share price appreciation + distributions)

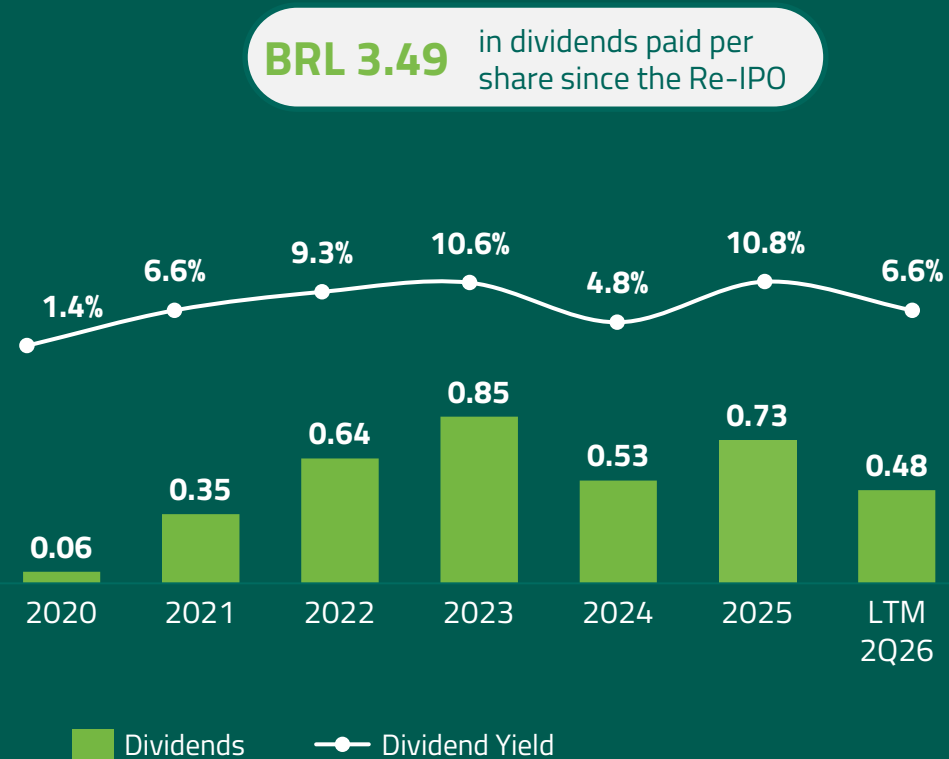
From 07/24/2020 to 06/30/2026



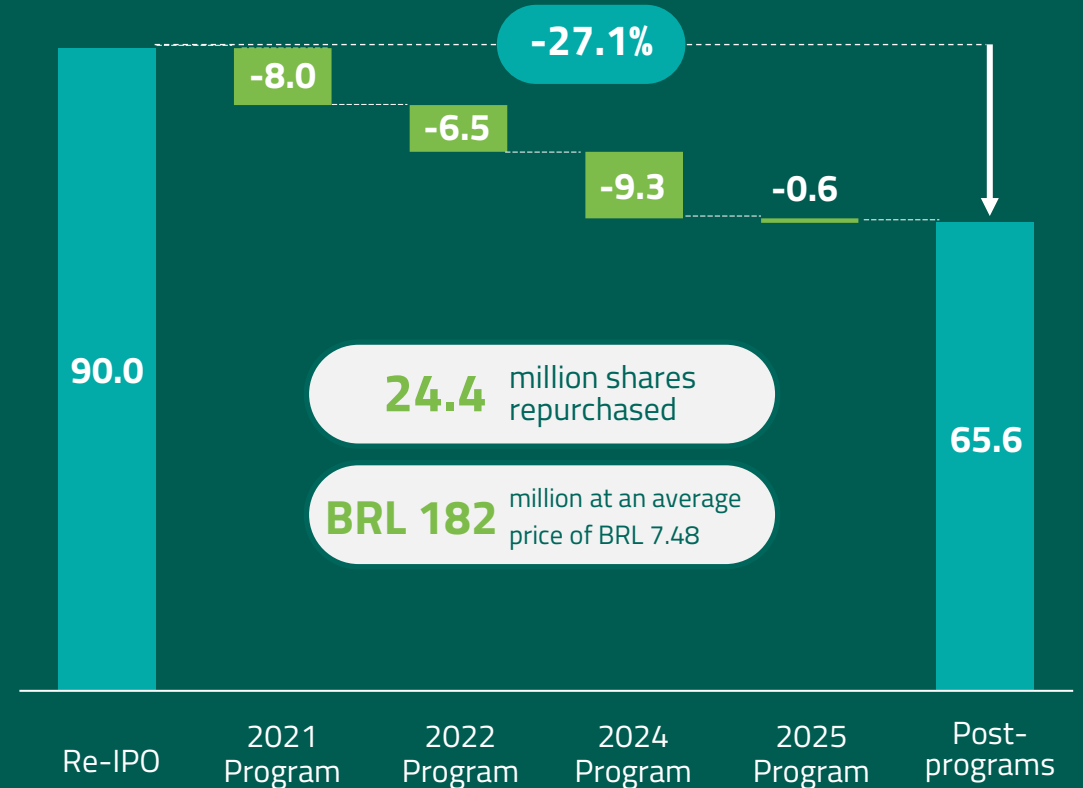
Our cumulative return since the Re-IPO far exceeds the stock market's performance

We combine dividends and share buybacks as shareholder remuneration instruments

50% profit distribution every year since the Re-IPO Values in BRL per share



Reduction of the Re-IPO issued share base through buyback programs Values in million shares

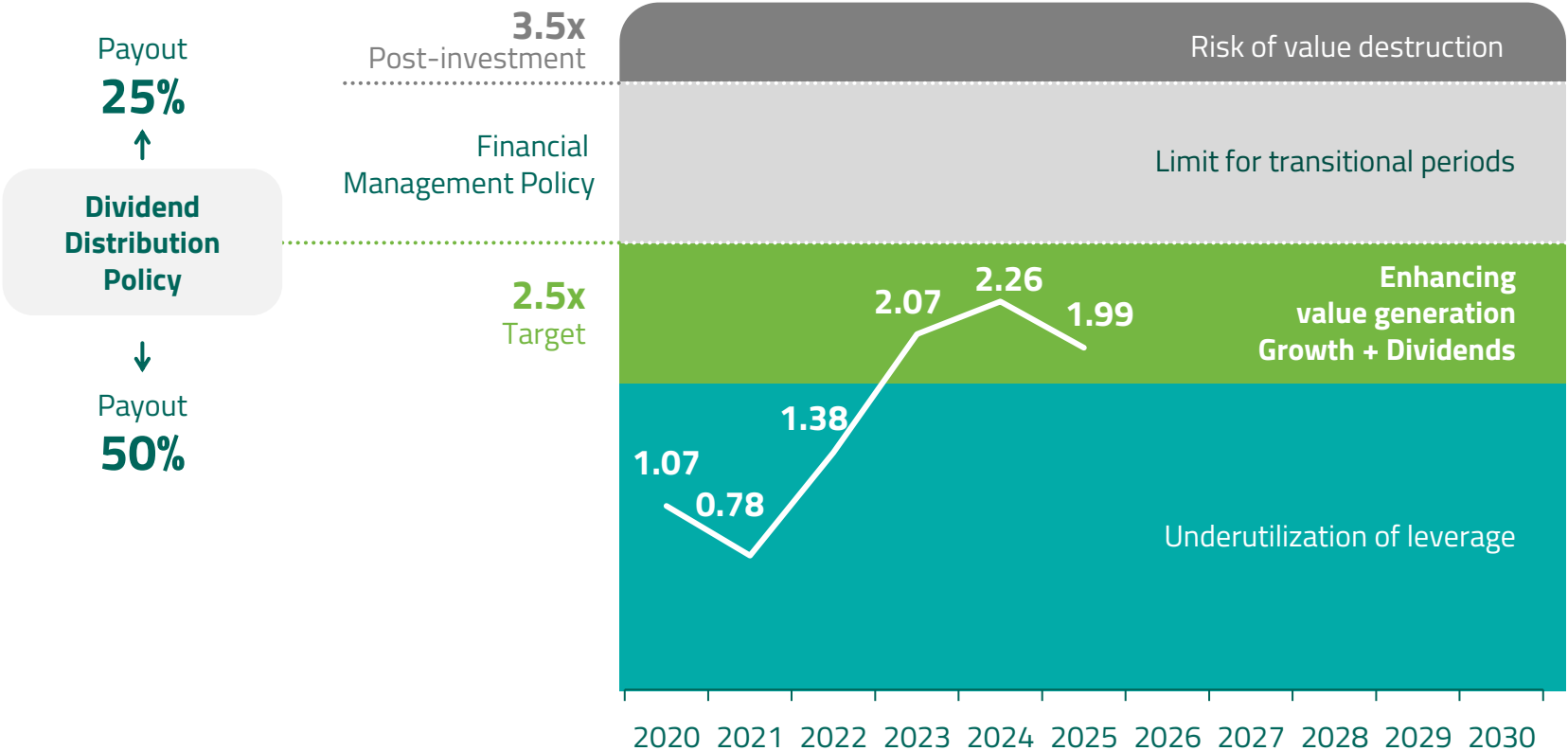


¹Dividend Yield based on the share price relative to the prior year's closing price.

We keep leverage at healthy levels and combine growth with value generation

We aim to keep leverage at healthy levels, below 2.5x

Leverage: Net Debt / Adjusted EBITDA

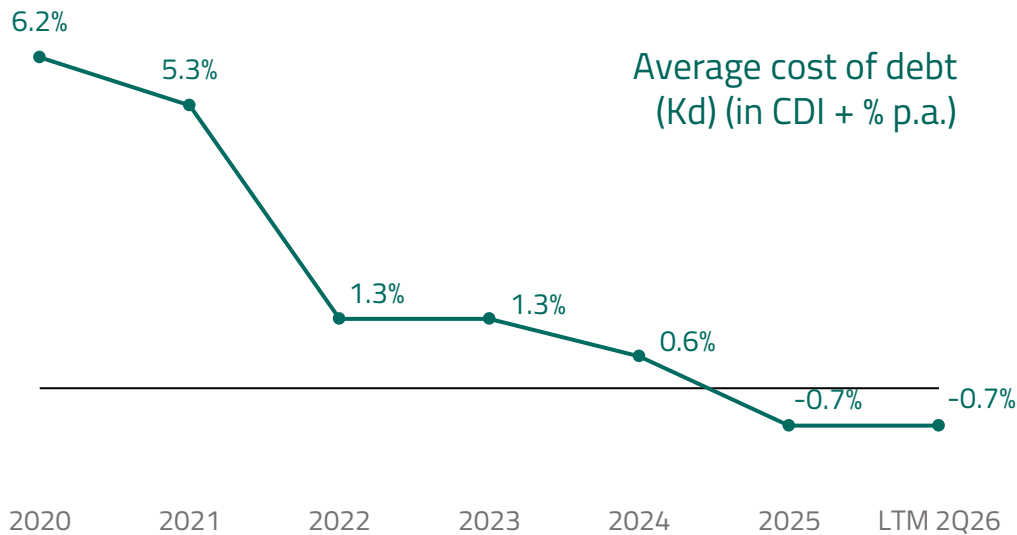


Leverage below 2.50x supported by:

-  Phased execution of the Project Portfolio
-  Access to diverse funding sources
-  High rating level (AA)
-  Capital allocation discipline

— We have reduced our debt spread over CDI, driving greater value generation for shareholders

Capital allocation discipline combined with ongoing liability management = lower cost of debt (Kd)



Our business model favors access to credit lines with differentiated terms and costs.

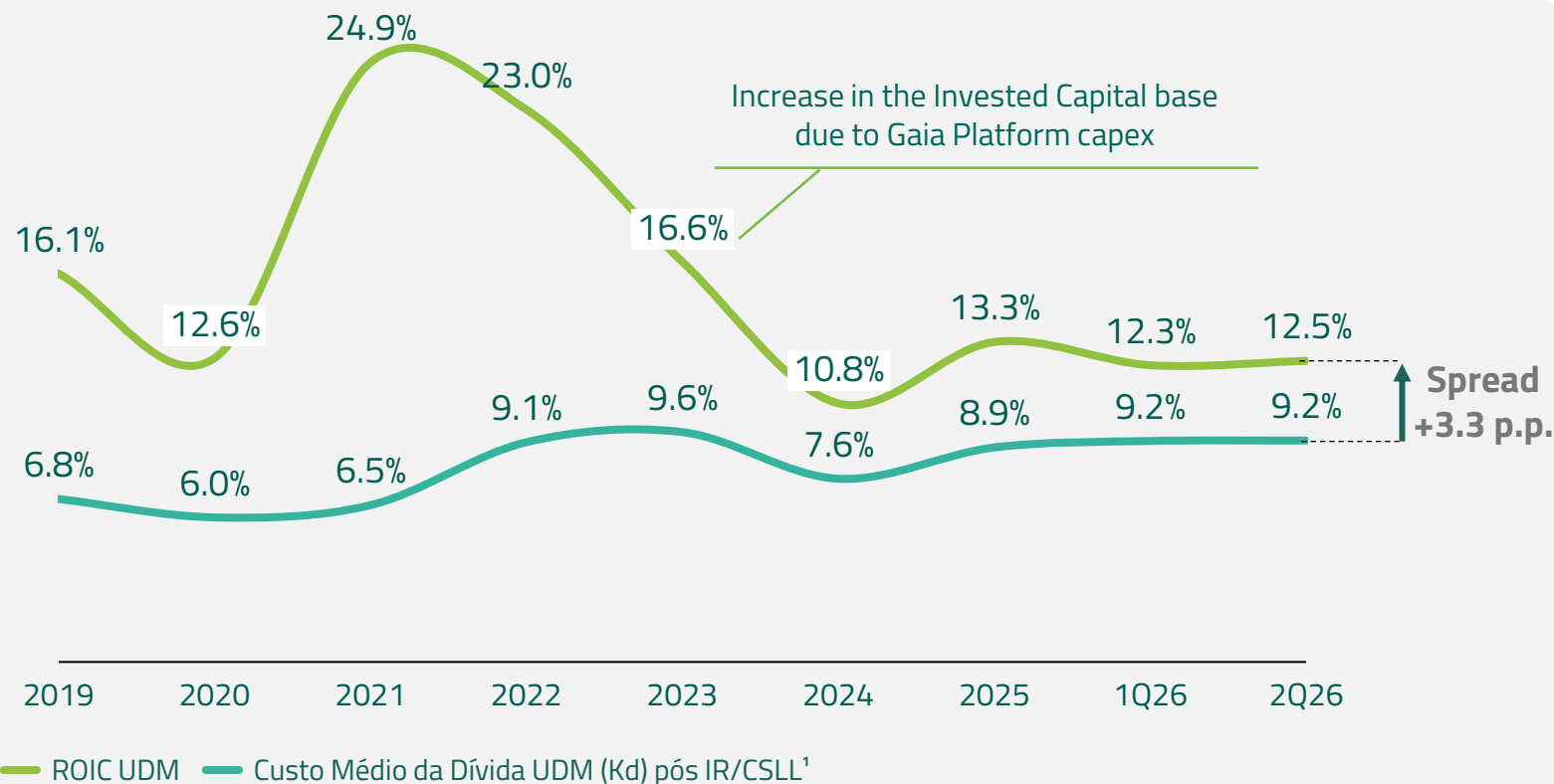
Transactions raised in 2025 and 2026

Gaia V Financing	Gaia XI Financing
Green Debentures Tax-incentivized - Law 12,431	BNDES FINEM and Mais Inovação
15-year total term	20-year total term
CDI – 1.13% p.a. ¹	TR + 2.70% p.a. and Selic + 1.33% p.a.

¹Considering the interest rate swap on the transaction

ROIC > WACC

Our return sustains future growth



The return generated by Gaia sustains and provides robustness for the growth projected with Neos.



Access to lower-cost credit lines and the Selic rate-cutting cycle reduce the cost of debt (Kd), increasing value generation (EVA).

ROIC: Adjusted Operating Cash Flow / Adjusted Invested Capital.

LTM Average Cost of Debt (Kd) after IR/CSLL: LTM interest / average gross debt over the last four quarters, net of a 34% IR/CSLL tax rate.

Includes capitalized interest and guarantee fees related to financing Gaia Platform investments.

We have built a track record of strong internal cash generation, which supports our growth strategy combined with dividends

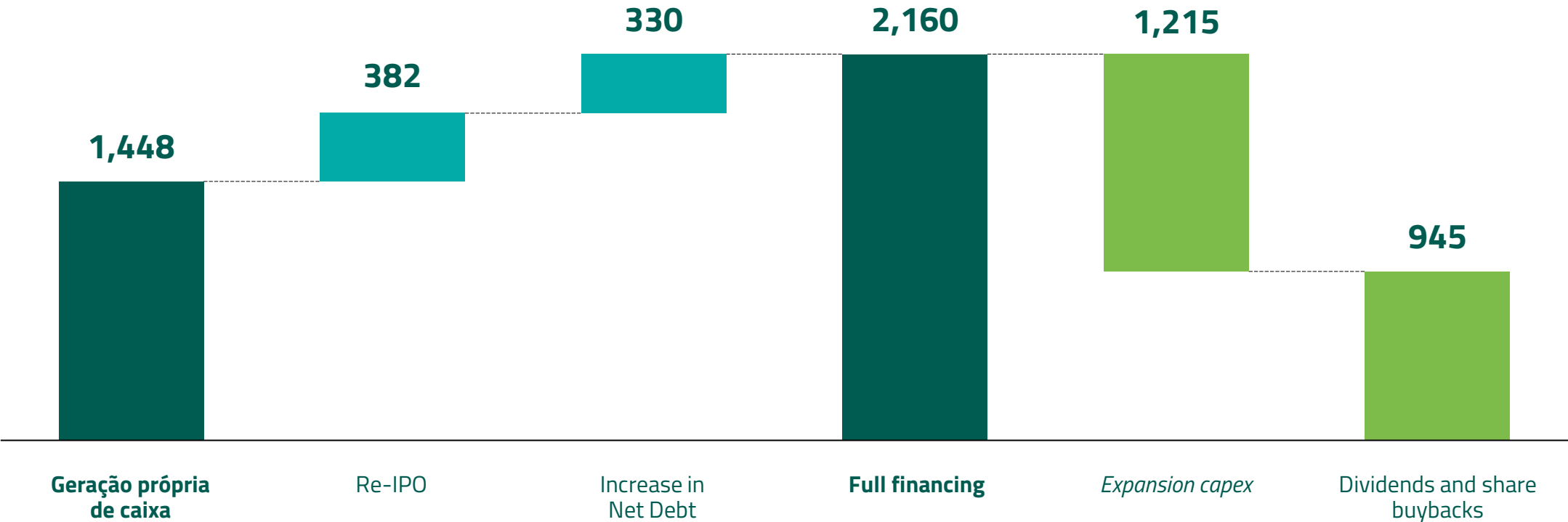


“Growthdends”

Ability to grow without giving up shareholder remuneration.

Cumulative sources and uses of capital from 2020 to 2025

in BRL million



1. In-house cash generation after taxes, maintenance capex, working capital and interest.
 2. Net value after expenses. Gross proceeds of BRL 405 million.



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This is because a number of important factors could cause actual results to differ materially from the plans, objectives and expectations expressed in this presentation, many of which are beyond the Company's control.

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