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Empresas Para  
Trabalhar™

Great  
Place  
To  
Work.

BRASIL  
2023



RANI  
B3 LISTED NM

# Irani Impact Investing

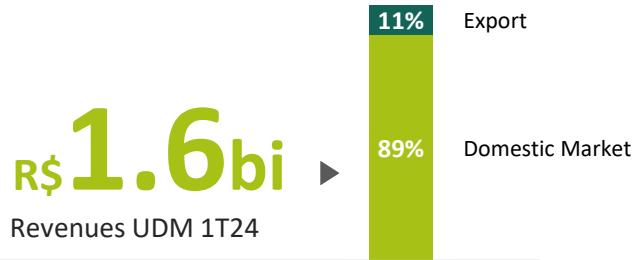
April 2024



# IRANI: THE BRAZILIAN PURE PLAYER IN THE PACKAGING SECTOR LISTED IN THE **B3's NOVO MERCADO**

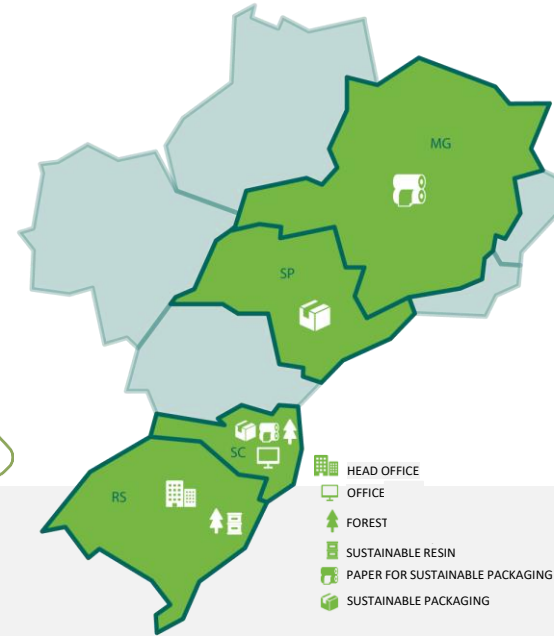
over **60** environmental awards at regional and national levels

over **2,400** employees



**302** thousand tons of paper for sustainable packaging produced 2023

[Click here to learn more](#)



58%

37%

5%

Sustainable Packaging (Corrugated Containerboard Packaging)

Paper for Sustainable Packaging (Paper)

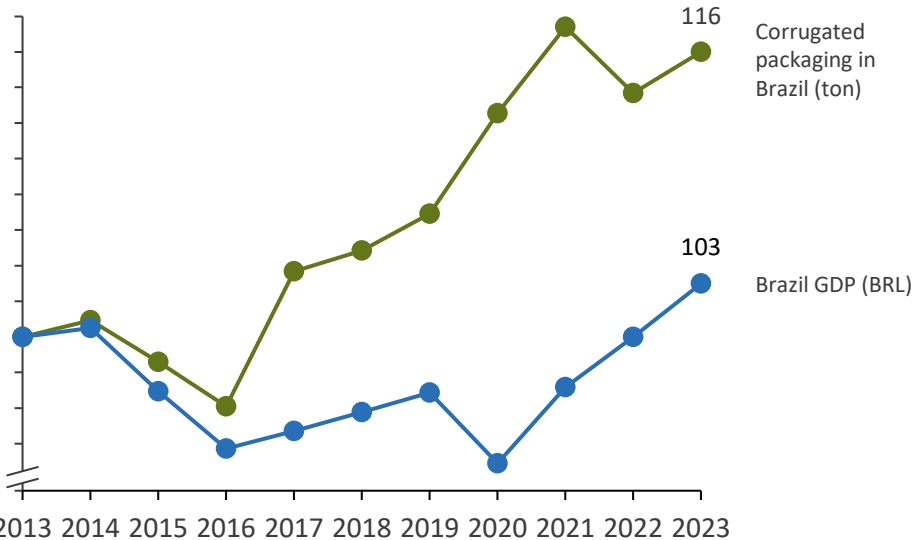
Sustainable Resins (Gum rosin and Turpentine)

LTM: last twelve months on 03.31.2024

# THE MARKET FOR SUSTAINABLE PACKAGING IS DRIVEN BY SECULAR TRENDS IN SUSTAINABILITY AND E-COMMERCE

## Comparison between sustainable packaging vs GDP

Evolution on base 100



## Sustainable packaging market drivers

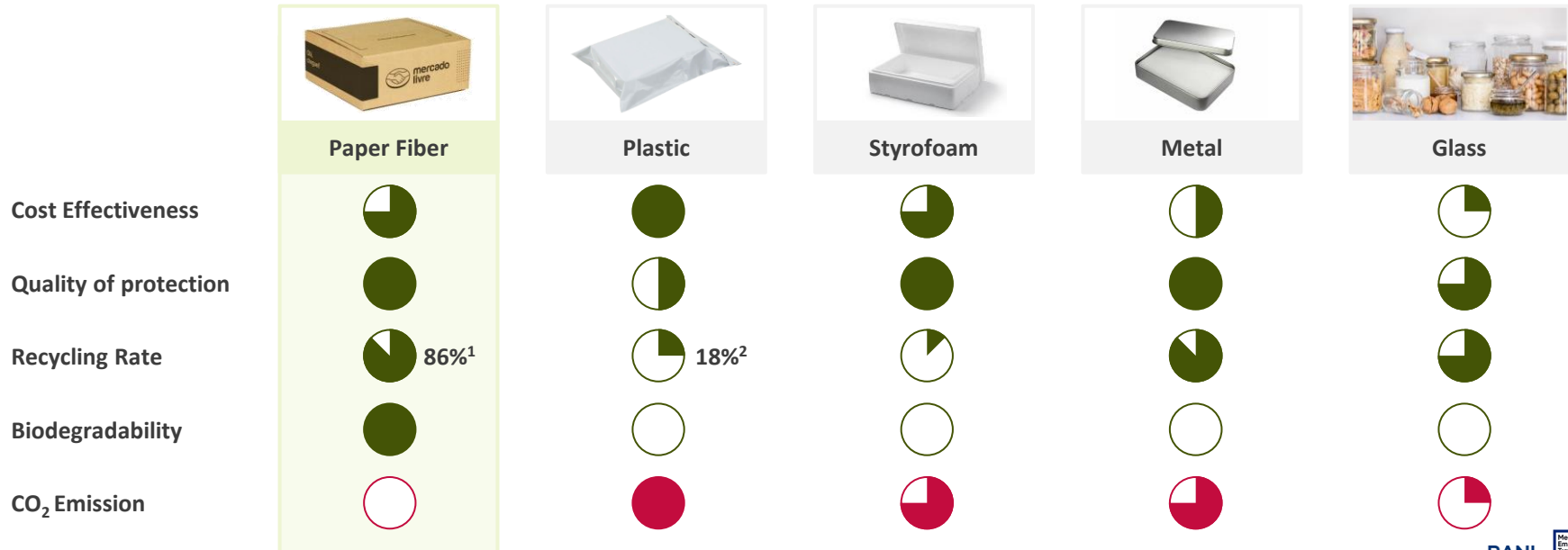
- I** Paper-based are the best solutions for packaging
- II** Demand for sustainability: substitution of plastic for paper
- III** Growth of e-commerce and delivery

Source: Empapel (associação brasileira de embalagens de papel) e IBGE.

# FIBER PACKAGING IS SUPERIOR TO ALTERNATIVES

I

Fiber packaging is renewable and easily recyclable, as well as it does not produce harmful gases during the recycling process. It is biodegradable and results in less environmental risk when discarded. It is economical, resistant and hygienic that protects the consumer's health.



(1) Associação Brasileira de Embalagens de Papel – Brazilian Paper Packaging Association (Empapel). (2) OCDE Environment Policy Paper no. 12.

Note: internal assessment.

# GROWING DEMAND FOR SUSTAINABILITY AND SUBSTITUTION OF PLASTICS



- Consumers want more than just quality, often looking for products and brands that align with their personal values.
- People strongly believe that companies should help improve the environment.



Example: Nestlé in Australia developed paper packaging for KitKat



Example: Heinz announced in 2022 that it is developing paper fiber-based packaging for its products.



Example: Less plastic and decarbonization are Natura &Co's sustainable commitments



Coca-Cola launches America's first KeelClip™ paperboard packaging for multipack cans.

# THE RISE OF E-COMMERCE AND DELIVERY ARE AN IMPORTANT DRIVER OF SUSTAINABLE PACKAGING GROWTH



**80%**

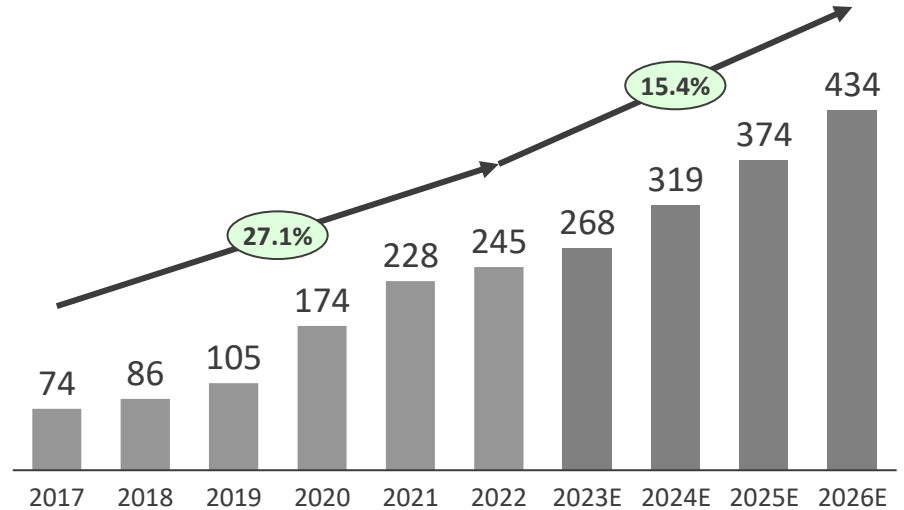
Sustainable corrugated packaging represents 80% of packaging used in e-commerce.

**+15.4%** a.a.

Brazilian e-commerce is forecast to grow at a CAGR of 15.4% in the period from 2020 to 2024.

## E-commerce sales in Brazil

BRL Billion



# OUR PROJECT PORTFOLIO IS ALIGNED WITH SUSTAINABILITY TRENDS, WITH MORE ENERGY EFFICIENCY AND PRODUCTIVITY

plataforma  
**gaia**

It is Irani's portfolio of expansion projects to increase competitiveness, production capacity and energy sufficiency, sealing our commitment to sustainable development.

investments of  
**BRL 1,172 mi**  
In **renewable energy** and the **circular economy**

**29%**

Increase in pulp production with Gaia I

**23%**

rise in the production of corrugated cardboard with Gaia II

**56%**

increase in renewable energy generation with Gaia I

**10%**

increase in the renewable energy generation with Gaia IV

**33%**

decrease in average renewable energy generation with Gaia V

## 1<sup>st</sup> CYCLE

- > Gaia I – Chemical and Utilities Recovery Expansion
- > Gaia II – Expansion of SC Packaging Unit
- > Gaia III – MP#2 Reform
- > Gaia IV – Cristo Rei Repowering
- > Gaia V – São Luiz Repowering

## 2<sup>nd</sup> CYCLE

- > Gaia VI – Process Information Management System - PIMS
- > Gaia VII – ETP Phase 1
- > Gaia VIII – New Cut and Crease Printer
- > Gaia IX – Intermediate Inventory Automation
- > Gaia X – New FFG Dual Slotter Printer
- > Gaia XI – Reform of MP#5

[irani.com.br/em/gaia](http://irani.com.br/em/gaia)

# IRANI MEETS THE HIGHEST CORPORATE GOVERNANCE STANDARDS OF THE BRAZILIAN STOCK EXCHANGE



## BOARD OF DIRECTORS



**President**  
Péricles Pereira Druck



**Vice-president**  
Paulo Iserhard

## Fiscal Council



**President**  
Renê Sanda



**Member**  
Leticia Pedercini Issa



**Member**  
Rosângela Costa Süffert

**3** Independent members

**6** members of the board



**Member**  
Carlos Fernando Couto de Oliveira Souto



**Member**  
Maria Cristina Capocchi Ricciardi



**Member**  
Paulo Sérgio Viana Mallmann



**Member**  
Roberto Faldini

## Executive Board



**Sérgio Ribas**  
Chief Executive Officer

19 19



**Fabiano Oliveira**  
People, Strategy and Management Officer

21 21



**Henrique Zugman**  
Paper and Forestry Businesses Officer

20 21



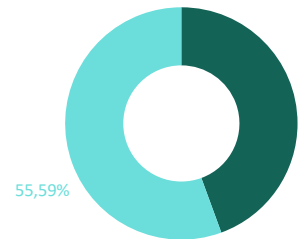
**Lindomar Lima**  
Packaging Business Officer

25 30



**Odivan Cargnin**  
Chief Financial Officer and Investor Relations

29 29



**91** thousand shareholders

Database: 09.30.2023

### Distribution of Dividends

- Distribution policy for up to 50% of the adjusted net profit under equal conditions among shareholders

### Board of Directors

- Six sitting members elected at an extraordinary general assembly, three of whom are independent.
- Two-year term with the possibility of reelection

### Executive Board

- Five members elected by the Administrative Board.
- There are no shared responsibilities between the CEO and the President of the Administrative Board
- Two-year term with the possibility of reelection.

### Financial Policy

- Net debt / EBITDA "target" 2.5x
- Minimum cash flow balance of BRL 300 million
- Average debt maturity: 30 months
- Derivative operations subject to Board approval
- Rating target: "brAA"

### Committees

- Audit Committee
- Personnel Committee
- Strategy Committee
- Ethics Committee

### Audited by PwC



Years with Irani

Years of Sector Experience





# WE HAVE A HISTORY OF PIONEERING AND TRANSPARENCY IN THE TOPICS OF SOCIAL, ENVIRONMENTAL **RESPONSIBILITY** AND CORPORATE GOVERNANCE

For 18 years, Irani has published **sustainability reports** that follow international trends and methodological updates.

CLICK ON THE IMAGES TO ACCESS THE REPORTS



Since 2021, the **Integrated Report** has been published annually.



## Environmental certifications

As part of its environmentally friendly company strategy, Irani has different initiatives that have achieved several environmental certifications for the Company

### Instituto Lixo Zero Brasil (ILZB)

The “Lixo Zero” Certification is the only one in Brazil validated by the Zero Waste International Alliance (ZWIA). Attests to the efficiency of solid waste management actions.

### FSC® (C009947)

An international certification that guarantees that the raw material used comes from a forest managed in an ecologically correct, social just and economically viable manner.

### ISO 9001:2015

A quality management system created for organizations to improve their performances.

### ISO 14064:2006

An international regulation that certifies greenhouse gas inventories.

### ISO 14001:2015

An international regulation that specifies the requirements to create an effective management system to protect the environment

### ISEGA

Irani’s Finekraft paper is certified by ISEGA for direct contact with foods.

Forest and Paper Businesses



Packaging Business



Resin Business



# WE HAVE RIGOROUS ESG COMMITMENTS FOR 2030

We are signatories to the UN Sustainable Development Goals (SDGs) and have strict ESG commitments for 2030:



**Occupational Safety**  
Zero work accidents with leave



**Energy**  
Use of **100%** renewable energy in all businesses by 2025  
  
Being **self-sufficient** in renewable energy generation



**Diversity**  
Having **40%** of women in the company  
  
Having **50%** of women in leadership positions



**Waste**  
Stop waste shipment to landfill



**Water Consumption**  
Reduce water consumption by **30%** per ton produced

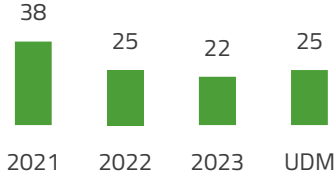


**Climate Changes**  
Increase the positive balance between emissions and removals of Greenhouse Gases (GHG) by **20%**

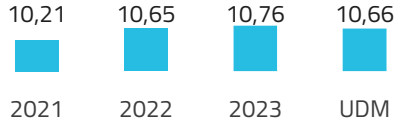
# WE ARE EVOLVING IN OUR COMMITMENTS ESG CYCLE 2021-2030



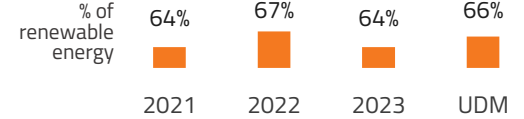
COMMITMENT  
**Zero work accidents with leave**



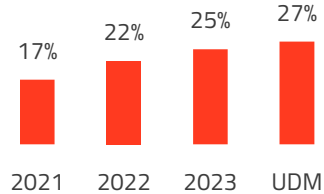
COMMITMENT  
**Reduce 30% of water use per ton produced**



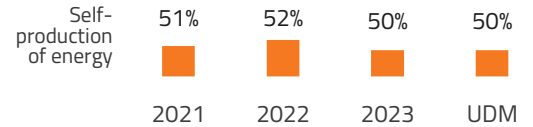
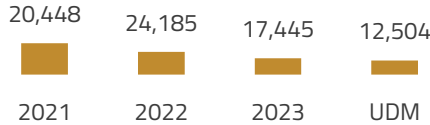
COMMITMENT  
**Be self-sufficient in renewable energy generation**



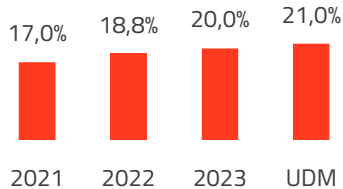
COMMITMENT  
**40% of women in the staff**



COMMITMENT  
**Zero waste sent to landfill**

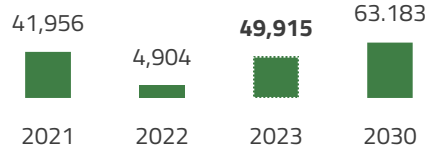


COMMITMENT  
**50% women in leadership positions**



\*Annual calculation

COMMITMENT  
**Increase the positive balance between emissions and removals of Greenhouse Gases (GGE) by 20% compared to 2021\***



ESG goals are incorporated into executive bonuses



Access the  
Integrated Report  
2023 (ESG):

WE ARE **POSITIVE CARBON BALANCE.**

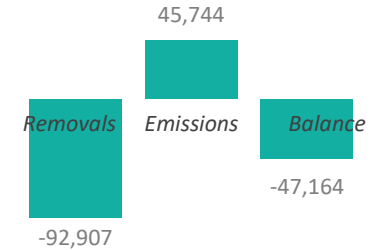
THAT IS, WE REMOVE MORE CARBON FROM THE ATMOSPHERE THAN WE EMIT.

## Carbon Removals and Emissions

We were the first Brazilian company to certify a Greenhouse Gas (GHG) Inventory in accordance with ISO14064:2006.



TOTAL EMISSIONS, REMOVALS AND BALANCE (IN TONS OF CO2EQ (2022))

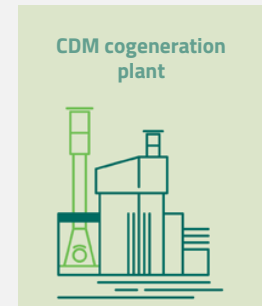
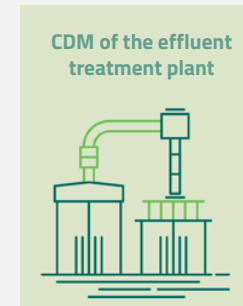


1,432,247 thousand CERs approved at the UN (2005-2022)  
Carbon credits traded until 2022 generated revenue of BRL 24 million.



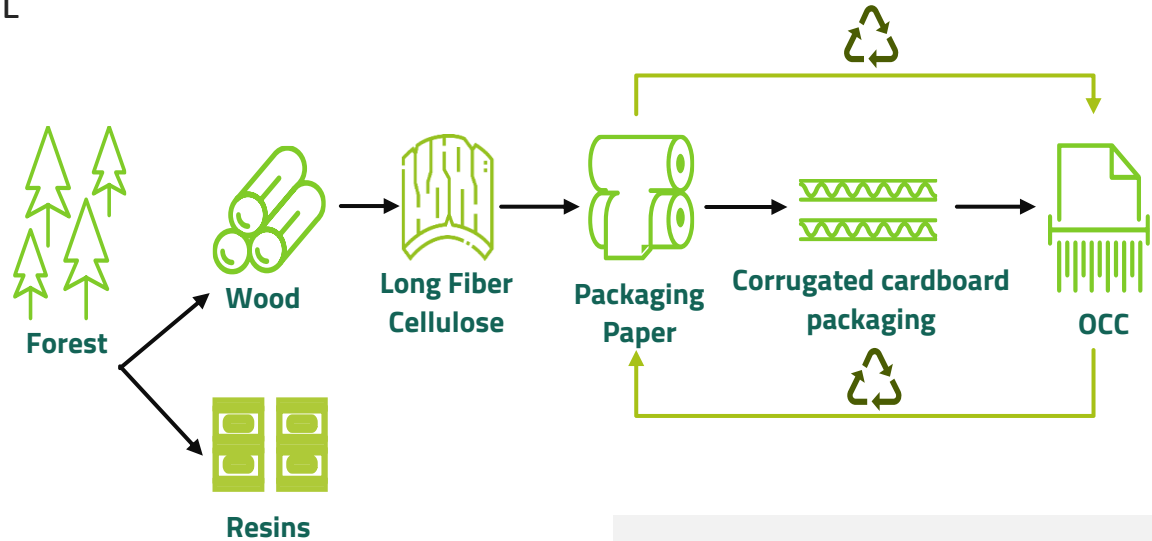
Projects approved by the United Nations

Click and learn more



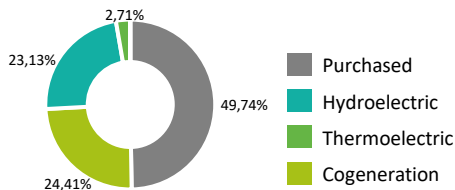
# WE ARE IN A **CIRCULAR ECONOMY** AND WE HAVE AN INTEGRATED BUSINESS MODEL

Irani produces **recycled paper**, in addition to having its own **renewable forests** to produce virgin fiber paper. All this with its own production of renewable electricity.



Electric Power Source 2023

50% own energy generation



With the Gaias, we will have **100% of own generation of renewable electricity**

## Own Forest Base

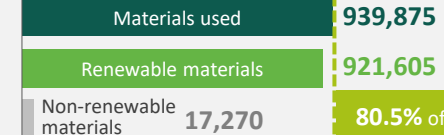
Santa Catarina (SC)

**27,894 ha**

Rio Grande do Sul (RS)

**5,928 ha**

## Volume of materials in 2022 (tons)



**80.5%** of the materials we use are renewable.

Engagement program and generation of new ideas aimed at employees.

over **6,956** ideias geradas.

over **BRL 13 million** in operational/potential return.



Open innovation program for connection with startups.

- **4** editions
- **+ of 400** connected startups
- **7 winners** within the themes of waste, sustainable packaging, climate change, diversity and the surrounding community



Corporate Venture Capital

Accelerate and invest up to **BRL 10 million** in innovative startups with high growth potential.

**4** Rounds performed

**160** Startups in pipeline

**4** Startup in acceleration

**BRL 5 mi** Invested



TECHNOLOGICAL PLATFORMS

Multidisciplinary teams focused on RD&I projects, resulting in innovation projects.

**4** technology platforms:

- Cellulose and paper
- Corrugated cardboard
- Forestry and Resin
- Environmental and Energy

**40** ongoing projects

**18** main themes of RD&I

# WE ACT WITH **SUSTAINABLE MANAGEMENT** AND WE ARE **RECOGNIZED FOR THIS REASON**



Teva Women in Leadership Index



We won the Silver Trophy in the Best in Management - FNQ.



2<sup>nd</sup> place in the Pulp and Paper category Best and Biggest Awards from EXAME.



Finalists of the prize Best of ESG 2023 by EXAME.



We won for the 3<sup>rd</sup> time The Trophy Transparency ANEFAC

## Relevantes prêmios de inovação



We won the Ethos Diversity Award.

# WE INVEST IN THE DEVELOPMENT OF OUR PEOPLE AND WE ARE RECOGNIZED AS ONE OF THE BEST COMPANIES TO WORK FOR IN BRAZIL

Being one of Brazil's best companies in which to work is part of our vision; this only comes about when our employees recognize us in this manner.



among the **best** companies to work

in SC (2017, 2019, 2021, 2022 and 2023), RS (2017, 2021, 2022 and 2023), SP (2023) and MG (2015) by GPTW Industry (2021, 2022 and 2023) and GPTW Brazil (2023).

## Top Ser Humano

2016 to 2023 by ABRH/RS

more than **BRL 1.9 million** yearly **invested** in education and training

programa **gerã**

It follows the progress of the entire professional cycle of our employees, including the processes of attraction, engagement and monitoring of their in-company history.

programa **motivã**

It seeks to strengthen employee engagement through a stimulating and motivating workplace environment.

programa **crescẽ**

It features actions focused on empowering people by offering contemporary, face-to-face and dynamic teaching-learning opportunities. Hence, we develop high performance teams.

programa **cuidã**

Is part of our occupational health and safety system. It aims to ensure that working conditions are appropriate and safe for employees and service providers.

programa **superã**

Stimulated personal and professional development through a series of structured actions designed to evaluate employees based on the development of skills and achieving results.



# OUR PRACTICES LINKED TO ESG ALLOWED THE **ISSUANCE OF TWO GREEN DEBENTURES**, BEING A BACKGROUND FOR THE ISSUANCE OF CRAs

## RANI14 private placement in 2021

### BRL 60mm

Raised for spending related to general company operations linked to specific ICMA categories and environmental benefits.

### 8 years

total term

## CRA – Private Issue in 2022: The largest operation carried out in our history in the capital market

### R\$ 720mm

Intended for activities in agribusiness, within the scope of forestry and agriculture, such as costs and expenses related to afforestation, reforestation, management and harvesting of forests, among others.

### 7 years

total term



**Green Bonds:**  
verified by:

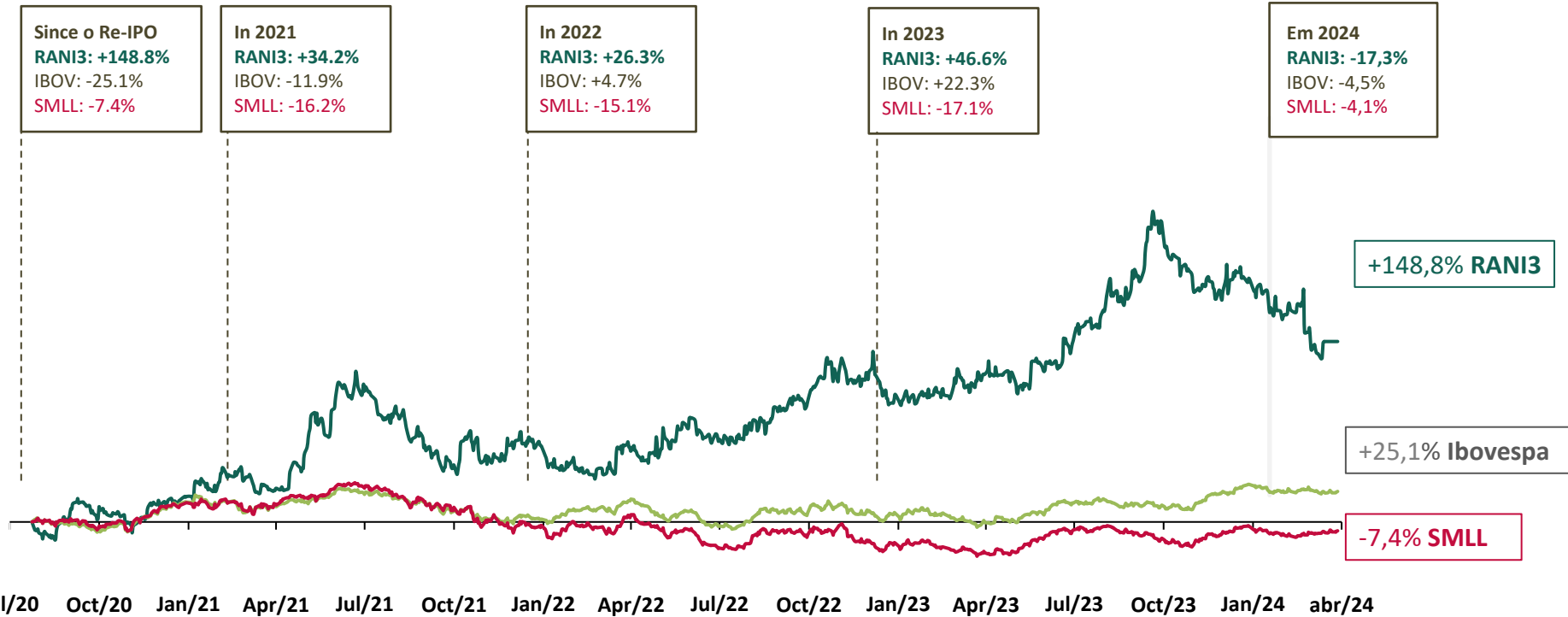


Rating brAA

**S&P Global**  
Ratings

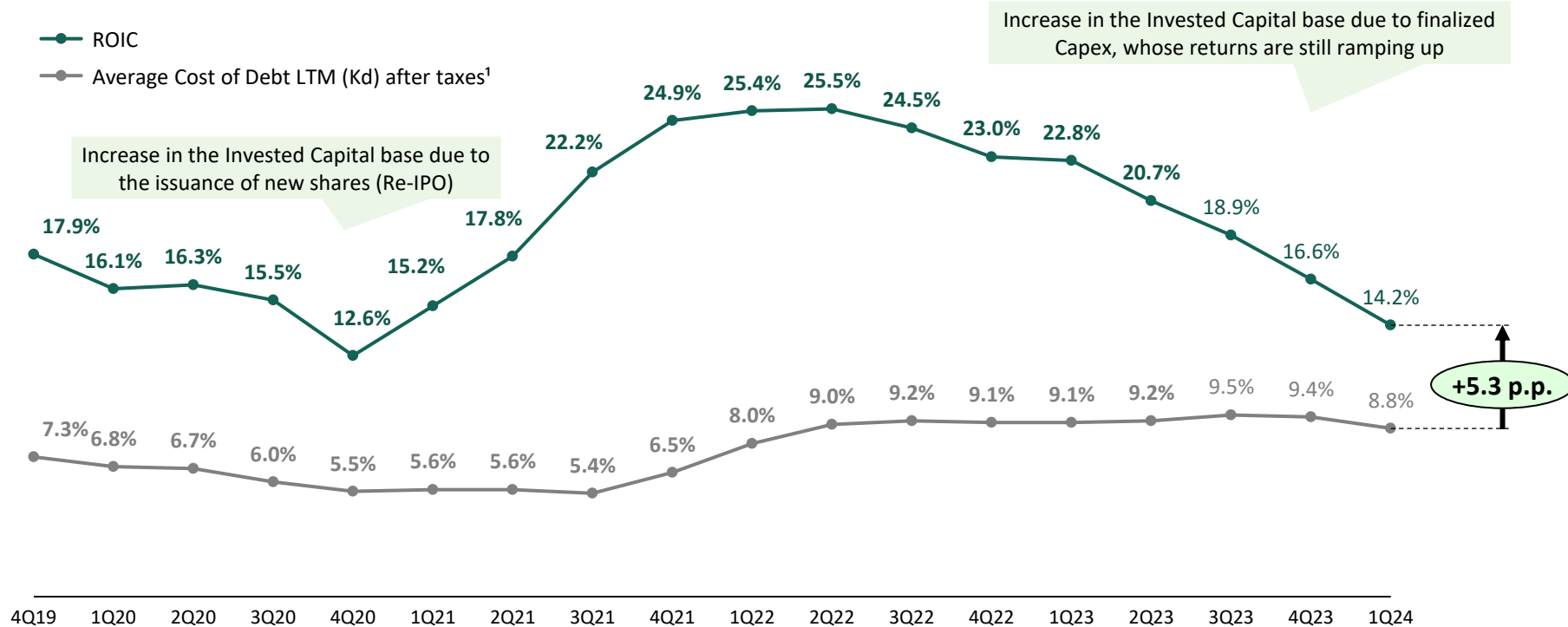
WE HAVE DELIVERED VERY STRONG RETURNS TO OUR SHAREHOLDERS SINCE OUR RE-IPO, EVEN IN TURBULENT PERIODS ON THE BRAZILIAN STOCK MARKET

**Total Shareholder Return (share price + earnings) since the Re-IPO**



Note: Re-IPO price of R\$4.50. Considers a total of R\$ 1.9129/share distributed in earnings. Dates: from 24/July/2020 to 31/December/2023.

# OUR RETURN ON CAPITAL INVESTED IS MUCH HIGHER THAN THE COST OF CAPITAL, WHICH LEADS TO THE **CREATION OF VALUE** TO OUR SHAREHOLDERS



<sup>1</sup>Average Cost of Debt LTM (Kd) after taxes: LTM interest/average gross debt last 4 quarters less 34% tax rate. Considers fixed interest related to the financing of Gaia Platform investments



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# Irani

## Impact investment

It's our business

**irani**



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